



2017 FYR
April 13, 2018

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Rappel des activités d'IntegraGen à ce jour

Genomics

Services de séquençage large échelle pour la R&D



Opérateur de plateformes de séquençage en microbiologie et Recherche Clinique en oncologie



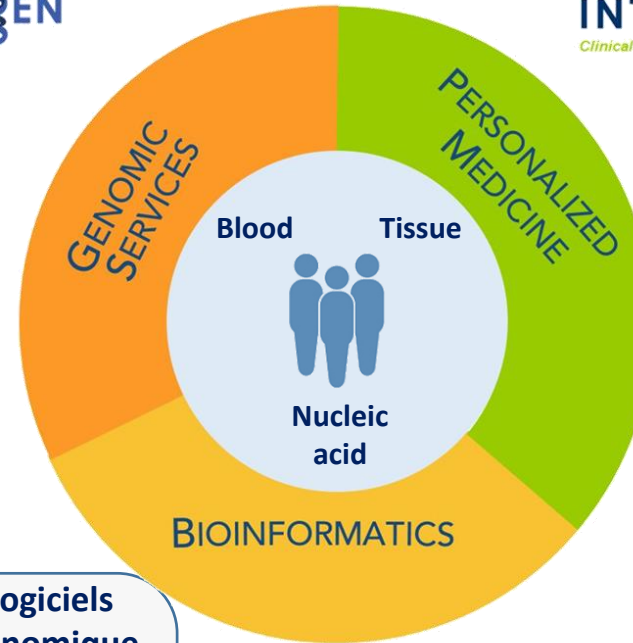
SERVICE SOLUTIONS

- DNA Sequencing
- Transcriptomics
- Epigenomics
- SNP Genotyping
- Advanced Bioinformatics and Biostatistics

Développeur de logiciels d'interprétation génomique Large échelle



INTEGRAGEN
GENOMICS



INTEGRAGEN
Clinical Genomics Experts

Diagnostics

COMPANION DIAGNOSTICS

Colorectal Cancer
Lung Cancer

Développement et commercialisation de tests de diagnostic IVD

miR-31-3p
miRpredX



Transforming Molecular information into action

INTEGRAGEN

Key highlights

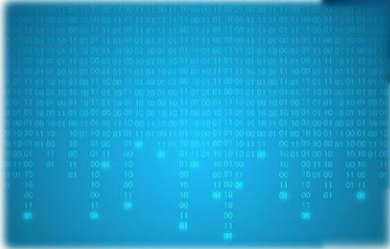
■ Genomics

- Strong growth of the "clinical research" business line in 2017, +12% orders vers 2016
- 3 years renewal of the agreement with Gustave Roussy Cancer Center in Villejuif 2017/2020
- Launch of Mercury and Sirius
- Distribution agreement with Twist on the Core Exome Kit
- License agreement with Twist regarding the distribution of IntegraGen softwares

■ Diagnostics

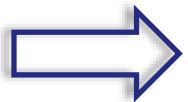
- Licensing agreement with Cerba Laboratories for the realisation of the 31-3p test
- CE-IVD Marking of the miRpredX 31-3p kit
- Licensing Agreement with GoPath Labs (Chicago)
- Scientific publication in Oncotarget (newEpoc) and Biomarket Insight
- Presentation at ELCC in April

2017 Financials



2017 financials – main facts

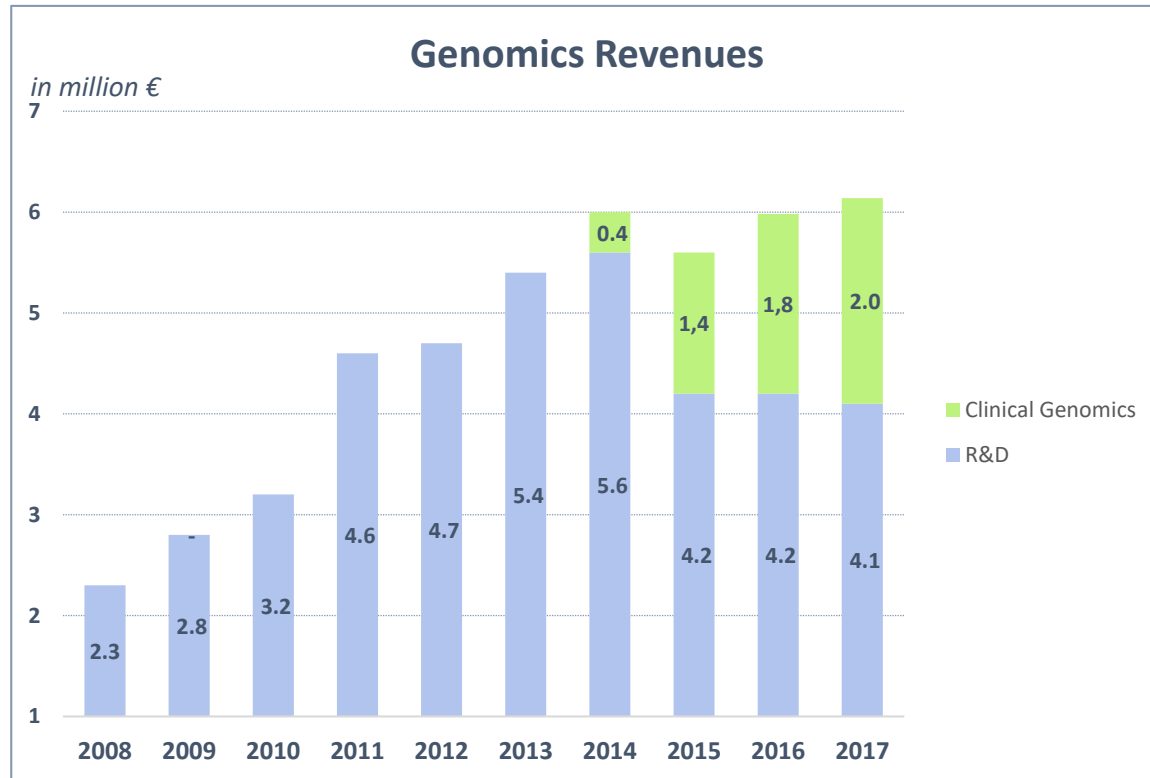
- Sales +4% versus 2016
 - Significant growth in clinical exome (Gustave Roussy)
 - First revenues in Diagnostic (Cerba License agreement)
- Cost control: operating expenses at €8.5m, including the specific costs linked with the kit miRprdX
- Successful Fund raising in February 2017 (€3.7m)



Cash: €4.1 m at the end of December 2017

Strong improvement of the net result: loss of €0.9 m vs €1.7m in 2016

2017 Genomics revenues



Clinical Genomics represents 33% of 2017 revenues

In K euros	2017	2016	
Genotyping	337	421	-20%
Sequencing	3 523	3 651	-4%
Geco	220	169	30%
Sub-total R&D	4 080	4 241	-4%
GR	1 367	1 137	20%
Pasteur	671	645	4%
Sub-total Clinical	2 038	1 782	14%
Total	6 118	6 023	2%

+€140K revenues from the Diagnostic business

2017 audited accounts (SA)

See Appendix: 2017 accounts of IntegraGen SA

P&L

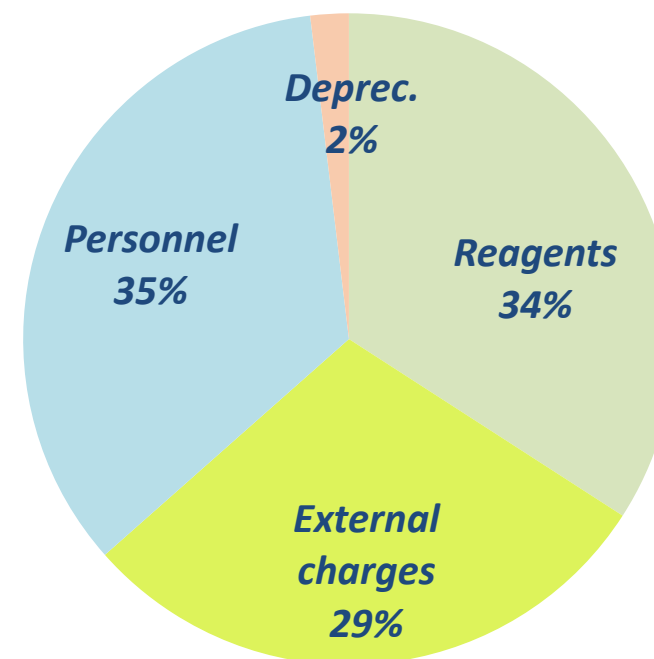
En K€	2017	2016	Var. %
Sales	6 247	6 022	+4%
Subsidies and other revenues	346	323	ns
Total Revenues	6 593	6 345	+4%
Operating costs	(8 523)	(8 146)	(5%)
Operating profit	(1 930)	(1 801)	(7%)
Financial Profit/Loss	480	41	n/a
Exceptional Profit/Loss	254	(162)	n/a
Taxes (CIR)	333	271	+23%
Net result	(863)	(1 651)	+48%

- Exceptional result: includes BPI debt waiver of €600K
- Financial and Exceptional result on the financial restructuring of IntegraGen Inc: net impact is a gain of €140K
- CIR: €55K higher than in 2016, mainly due to reimbursements to BPI

EBIT: (€1.9m) vs. (€1.8m) in 2016

- Revenues increase by 4%
 - R&D segment: (4%)
 - Clinical segment: +14%
 - First revenues in Diagnostic
- Stable operating expenses at €8.5m
 - Personnel expenses and reagent cost at comparable level as 2016
 - External charges: +15%, due to industrialization and launch of the kit miRpredX

Operating expenses breakdown



Balance sheet (SA)

In K€	Dec 31, 2017	Dec 31, 2016	Variance
Long-Term Assets	738	1 502	(51%)
Stocks	360	378	(5%)
Accounts Receivable	2 410	2 140	+ 13%
Other Receivable	1 005	821	+ 22%
Cash	4 132	2 727	+ 52%
Current Assets	7 907	6 065	+ 30%
Translation difference	0	22	
TOTAL ASSETS	8 645	7 590	+ 14%

← Variance: +€1.4m
 - Fund raising: €3.5m
 - Cash burn: (€2.1m)

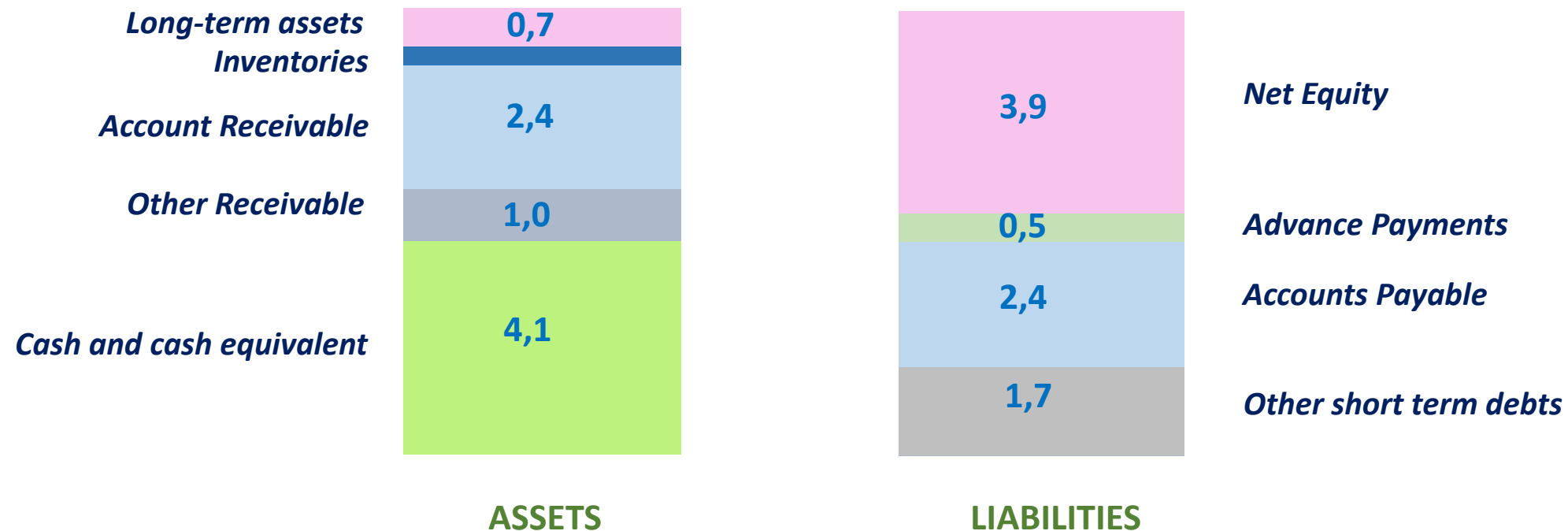
In K€	Dec 31, 2017	Dec 31, 2016	Variance
Shareholders' Equity	3 930	1 282	+ 207%
Other Equity	540	1 492	(64%)
Contingency	12	36	
Notes payable to banks	0	0	
Accounts Payable	2 440	3 023	(19%)
Other short term debts	1 718	1 088	+ 58%
Translation difference	5	667	(99%)
TOTAL LIABILITIES	8 645	7 590	+ 14%

← Variance: +€2.6m



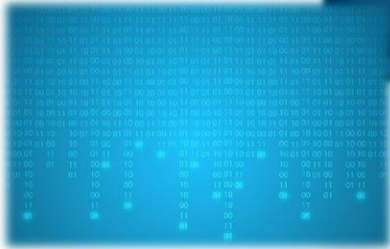
IntegraGen Balance sheet as of Dec. 31st, 2017

(in million euros)

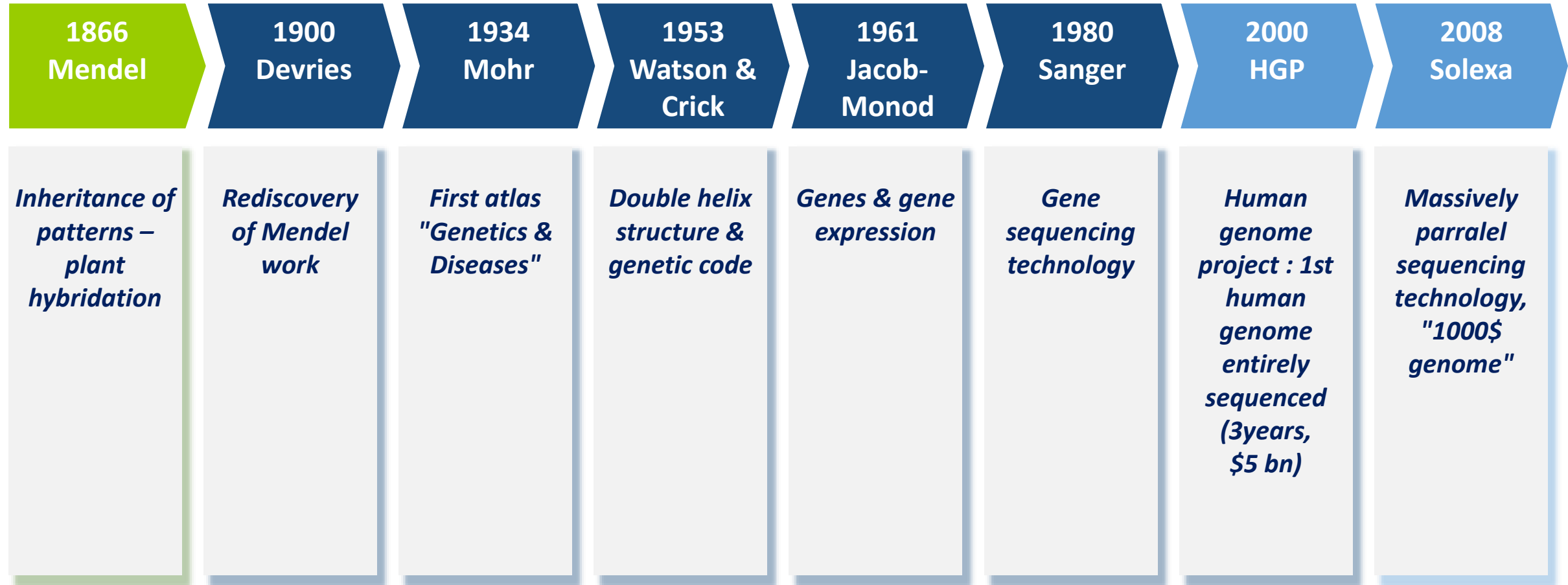


Cash burn of €2.1m in 2017, vs. €2.3m in 2016 :
(impact of €0.3m reimbursement to BPI)

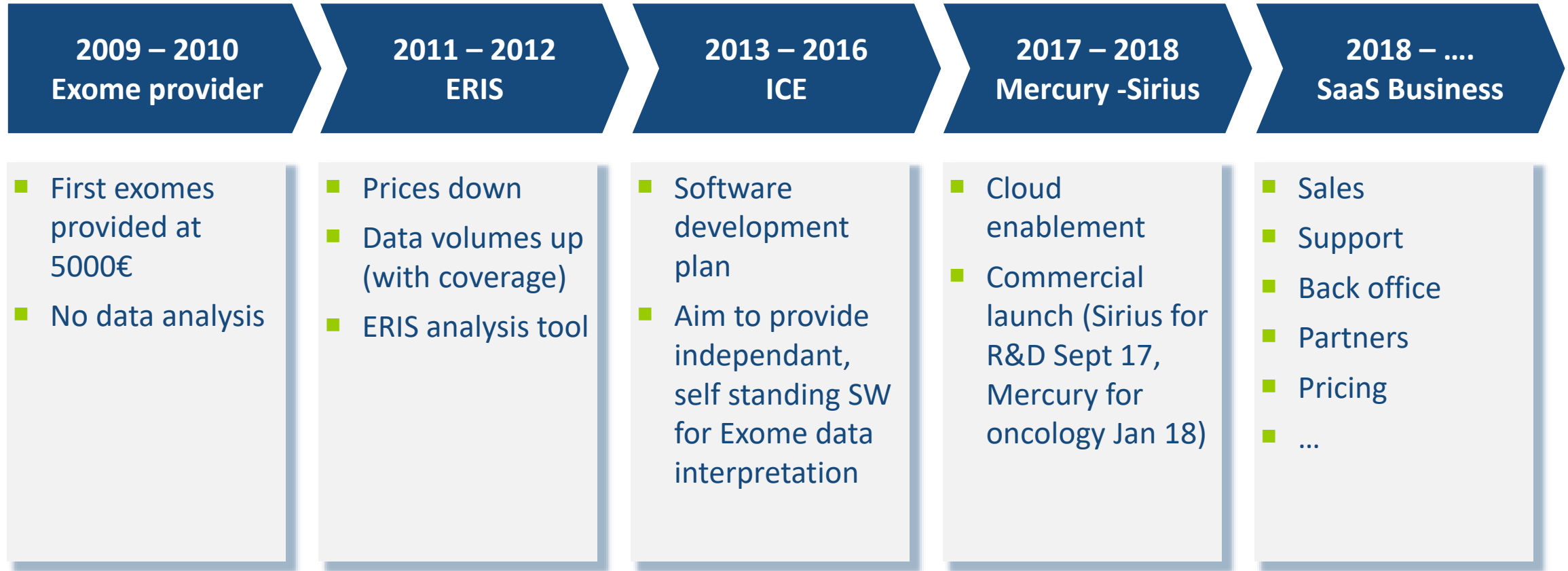
Genomics



150 years of genetics



10 years of sequencing and Bioinformatic development



Clinical sequencing: From patient to reportable result in less than 3 weeks, provided via proprietary & user-validated interface

Delivering actionable Whole exome & RNA sequencing in 3 weeks

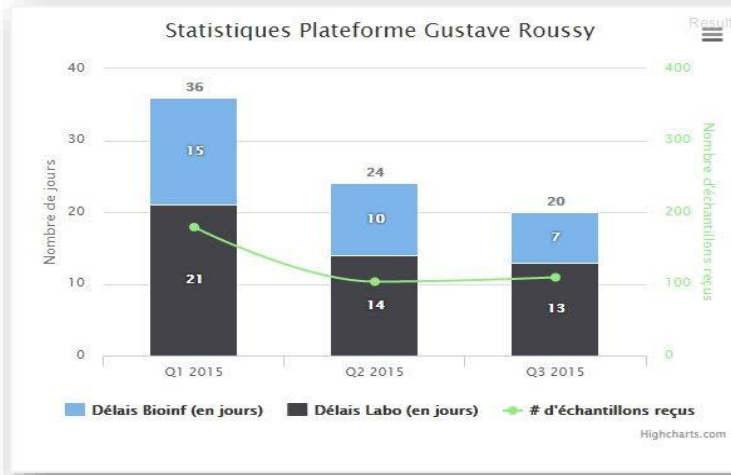
- Direct access to analyzed and pre-filtered results through graphical interface and intuitive filters
- Quick check of known genes and hotspots
- Open to external databases
- Easy report generation



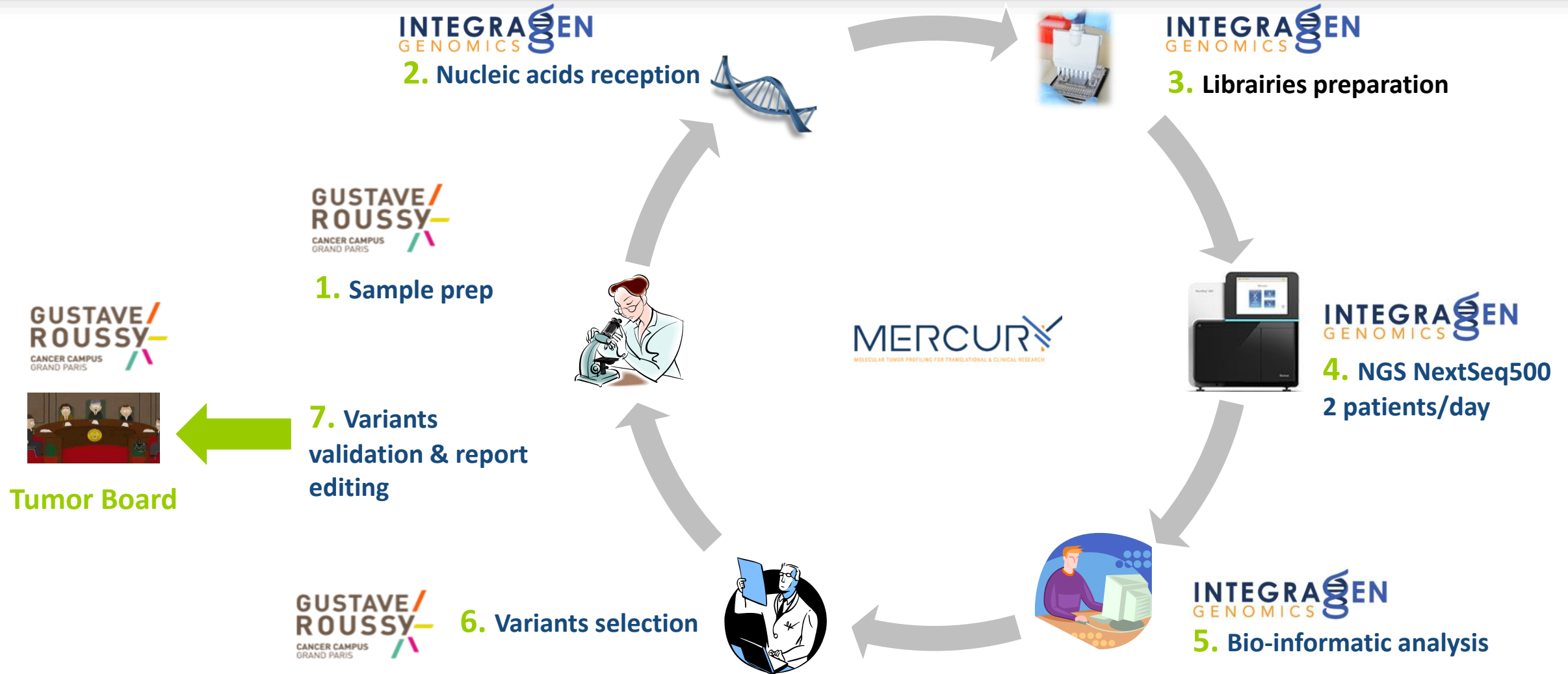
Oscar | Analyse | Liste des analyses

Enter Filter Terms Here...

#	IGR	Initiales	Deb	Protocole	# Inclu	Cas	Echantillon	# Histo	# Bloc	Etat	Action
NLB1	TT AA	21/05/2014	Moscato	S201	cas 1	T125487-ARN				Prépa librairie	[Icons]
NLB1	TT AA	21/05/2014	Moscato	S201	cas 1	T125487-ADN				Prépa librairie	[Icons]
NLB1	TT AA	21/05/2014	Moscato	S201	cas 1	S201-N				Prépa librairie	[Icons]
H845	JB KA	15/02/1952	HP	4	cas 4	jojo				Envoi échantillon	[Icons]
H845	JB KA	15/02/1952	HP	S200	cas 3	T4580-ADN	556			Envoi échantillon	[Icons]
H845	JB KA	15/02/1952	HP	S200	cas 2	S200-N	test2			Séquençage	[Icons]
H845	JB KA	15/02/1952	HP	S200	cas 2	T20548-ADN	UB4242	123		Séquençage	[Icons]
beega	BG	01/05/2000	Moscato	111555	cas 2	78-ADN				QC Réception	[Icons]



Genomics interpretation software



Partnership with Twist Bioscience



The Partner

- Created in 2013
- Raised \$255m - investors include Illumina, Mérieux Devt, WuXi, AMV, ...)
- Provides oligonucleotides, NGS capture kits, DNA base IT storage solution
- Provides improved quality (coverage) & decreased cost
- Considered one of the most promising technology in the field
- Featured at JPM 2018 at private track



The opportunity

- IG analysed Twist exome capture kit and chose to switch from current provider – PR announced Jan 22nd at the « Assises de génétique » in Nantes
- Twist & IG agreed on Software distribution agreement for Twist to sell & promote Sirius & Mercury – announced February 14th
- Provides IntegraGen access to a NGS focused & dedicated salesforce worldwide (US, Europe, Asia)

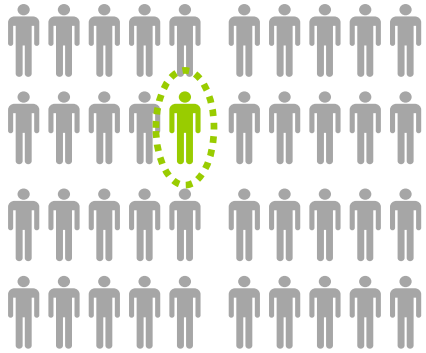
IntegraGen Genomics positioning & growth potential

- **Leading private genomic lab in France**
- **Key contributor to the Genomic 2025 French National Plan**
- **Partner of the leading French institutions**
(*G. Roussy, Pasteur, AP-HP, others tba*)
- **Able to deliver timely high-quality analysis**
- **Able to industrialize & implement "turnkey" solutions**
(GR live in 8 weeks, IP in 12)
- **Access to clinical use of results**
 - Onco panels (or exome)
 - Interpretation software
- **Access to other geographies to replicate GR/IP pilot model**
 - South Europe
 - Germany & East Europe
 - UK
- **Launch of genomic interpretation softwares – Mercury and Sirius in Q1 2018**
- **First distribution agreement of the software solution services with Twist Bioscience**

Diagnostics



Targeting the right drug a priori to a specific mCRC patient



Which targeted therapy to add to traditional Chimio (Folfox/folfiri)

What is the molecular status of a specific patient?

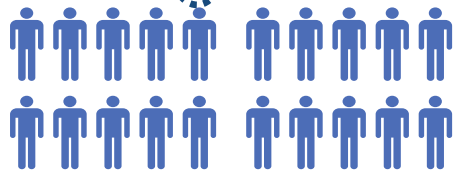
miR-31-3p
high: 16%

miR-31-3p
Low 34%

all
RAS/KRAS
wild type
50%



all
RAS/KRAS
mutated:
50%

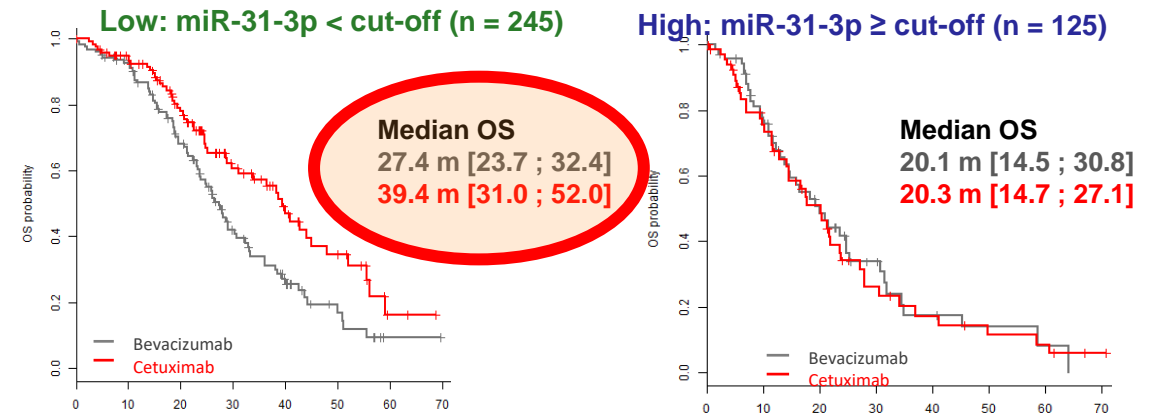


Either
Avastin /
Erbix

Erbix (Vectibix)
(12 Months OS
advantage)

Avastin
(only available option)

Analysis of the FIRE-3 samples



12 Months difference at median OS for low expressors or miR-31-3p

Metastatic colorectal cancer (mCRC)
84,000 annually (US) - 170,000 (EU)

Commercialization launched

Licensing agreement with Cerba and GoPath Laboratories

- Laboratory developed test marketed in France, Benelux and EMEA

Partnership with Cerba allows

- Test availability for all clinicians
- First mover advantage for Cerba
- Revenue sharing agreement



- Licensing agreement with Gopath for USA and Canada



CE – IVD marked kit available

- In house kit development
 - Batch manufacturing in dedicated facility in Evry
 - First batch release on Sept 7th
 - Ability to commercialize in all geographies recognizing CE-IVD mark
 - Western Europe: 170,000* new cases of mCRC



Distribution, coverage and reimbursement are now the next target in line

*: Source Globocan 2012



Perspectives

Perspectives for next 18 months

- **Grow of partnerships in clinical genomics**
 - Access new clinical genomic platforms as the sole or partner operator
 - Pursue organic growth of Genomic services in R&D and clinical segments
- **Enlarge digital genomics offering**
 - Develop revenues on bio-informatics software
 - Continue development of clinical sequencing offers such as circulating tumor exome, low DNA quantity
- **Develop sales of miRpredX test**
 - With our licensing partners in North America and in Europe
 - Through the CE marked kit in European countries
 - New opportunities in NSC Lung Cancer
- **Select R&D partnerships**



Thank you for your attention

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Transforming Molecular information into action

