



## Investors presentation

### 2016 results and operational advances



Transforming Molecular information into action

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# Our Mission: Transforming molecular information into action

## Genomics

**Leading European provider of sequencing services to research labs**



**Operator of clinical sequencing platforms**



**INTEGRAGEN**  
GENOMICS

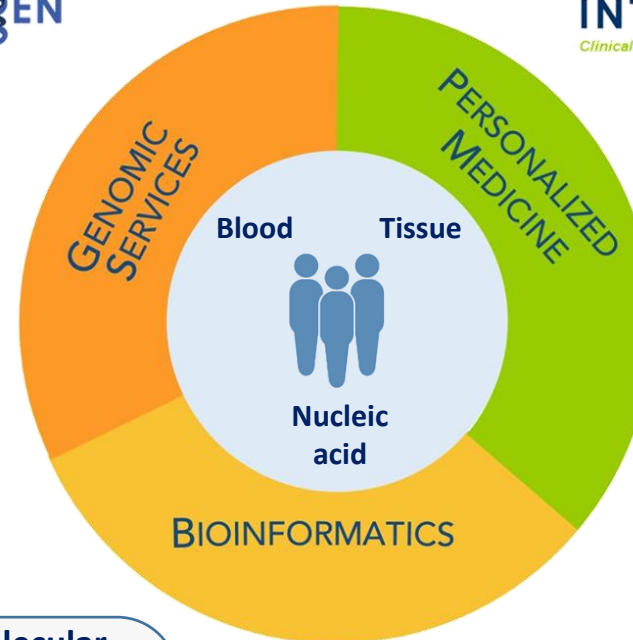
### SERVICE SOLUTIONS

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

**Developer of Molecular Information Technology software**



**INTEGRAGEN**  
Clinical Genomics Experts



## Diagnostics

### COMPANION DIAGNOSTICS

- Colorectal Cancer
- Liver Cancer
- Lung Cancer

### GENETIC RISK PREDICTION

- Autism

**Developer & provider of proprietary Dx tests**



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# 2016 Financials



# 2016 FINANCIALS – Key Items

- **Revenue increase by 8%**
  - Significant growth of clinical genomics
  - R&D sales slight increase
- **Operating expenses at the level as in 2015**
  - Lower R&D expenses
  - Start of the implementation of a kit production line in Evry
  - Higher contribution of genomic services



**Improvement of the EBIT by 22% and current result (wo exceptional) by 27%**

- **Total cash burn of €2.3m** (with significant effect of working capital variation),  
**€1.8m cash consumption from operations**
- **Successful Fund raising in February 2017 (€3.7m)**



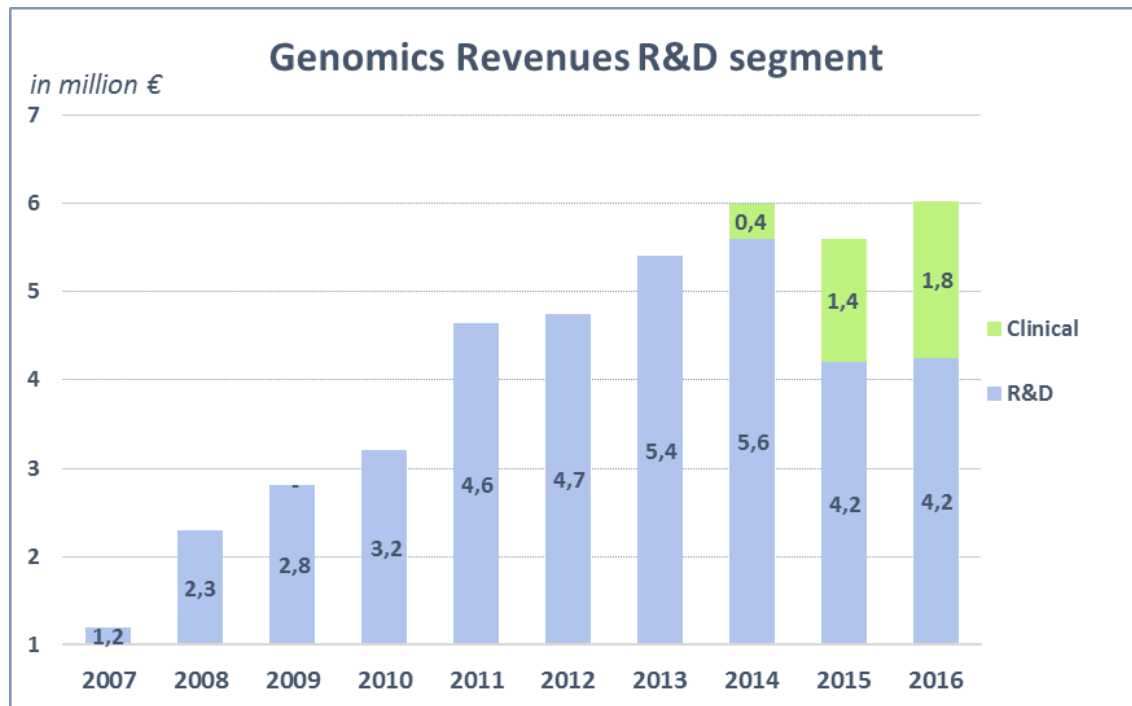
# 2016 audited accounts (SA) – Summary

P&L			
En K€	2016	2015	Var. %
<b>Revenues</b>	<b>6 022</b>	<b>5,584</b>	<b>+8%</b>
Operating subsidies and other revenues	323	269	<i>ns</i>
<b>Total Revenues</b>	<b>6,345</b>	<b>5,853</b>	<b>+8%</b>
<b>Operating costs</b>	<b>(8,146)</b>	<b>(8,170)</b>	<b>+0%</b>
<b>Operating profit</b>	<b>(1,801)</b>	<b>(2,317)</b>	<b>+22%</b>
Financial Profit/Loss	41	(91)	<i>n/a</i>
Current Result	(1,760)	(2,408)	+27%
Exceptional Profit/Loss	(162)	549	<i>n/a</i>
Taxes (CIR)	271	326	<b>(17%)</b>
<b>Net result</b>	<b>(1 651)</b>	<b>(1 533)</b>	<b>(8%)</b>

- **Operating cost:**  
See hereafter
- **Exceptional result:**  
loss on shares and restructuring  
(in 2015: Coface advance payment: €530K)
- **CIR:**  
€155K lower than in 2015, mainly due  
to lower external charges  
(IP fees and external studies)

# Genomics services revenues

## Revenues of Genomic services



Clinical Genomics represents **30%** of 2016 revenues

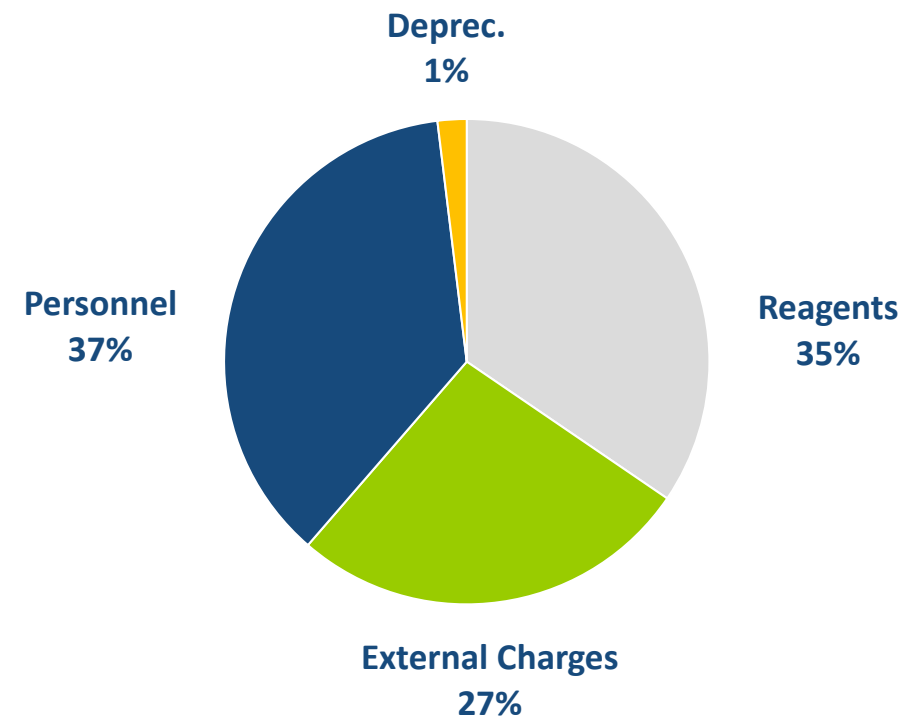
## Revenues

<i>In K euros</i>	2016	2015	Var. %
Genotyping	385	597	<b>(36%)</b>
Sequencing	3,687	3,467	<b>+6%</b>
Geco	169	106	<b>+60%</b>
<b>Sub-total R&amp;D</b>	<b>4,241</b>	<b>4,169</b>	<b>+2%</b>
GR	1,137	844	<b>+35%</b>
Pasteur	645	558	<b>+16%</b>
<b>Sub-total Clinical</b>	<b>1,782</b>	<b>1,402</b>	<b>+27%</b>
<b>Total</b>	<b>6,022</b>	<b>5,571</b>	<b>+8%</b>

# Strong EBIT improvement: (€1.8m) vs. (€2.3m) in 2015

- Revenues increase by 8%: +€0.4m
  - R&D segment: +2%
  - Clinical segment +27%
- Constant operating expenses at €8m
  - Personnel expenses +4% - average headcount of 37 in France versus 33 in 2015
  - Reagent cost +11% - mainly due to volume effect
  - External charges: (18%), lower R&D external studies and IP expenses

## Operating expenses breakdown





# Balance sheet (SA)

<i>In K€</i>	<b>31/12/2016</b>	<b>31/12/2015</b>	<b>Var. %</b>
Long-Term Assets	<b>1,502</b>	<b>1 271</b>	<b>+18%</b>
Stocks	378	268	<b>+41%</b>
Accounts Receivable	2,140	1,393	<b>+54%</b>
Other Receivable	821	665	<b>+23%</b>
Cash	2,727	5,018	<b>(46%)</b>
Current Assets	<b>6,065</b>	<b>7 345</b>	<b>(17%)</b>
Translation difference	22	4	
<b>TOTAL ASSETS</b>	<b>7,590</b>	<b>8,620</b>	<b>(12%)</b>



- **Variance:**  
€(2.3m)
- **Total cash burn from operations:**  
€1.8m in 2016 versus €1.1m in 2015

<i>In, K€</i>	<b>31/12/2016</b>	<b>31/12/2015</b>	<b>Var. %</b>
Shareholders' Equity	<b>1,282</b>	<b>2,933</b>	<b>(56%)</b>
Conditioned advance payment	1,492	1,592	<b>(6%)</b>
Reserve	36	4	
Notes payable to banks	0	0	
Accounts Payable	3,023	2,469	<b>+22%</b>
Other short term debts	1,088	1,040	<b>+5%</b>
Translation difference	667	582	<b>+15%</b>
<b>TOTAL LIABILITIES</b>	<b>7,590</b>	<b>8,620</b>	<b>(12%)</b>



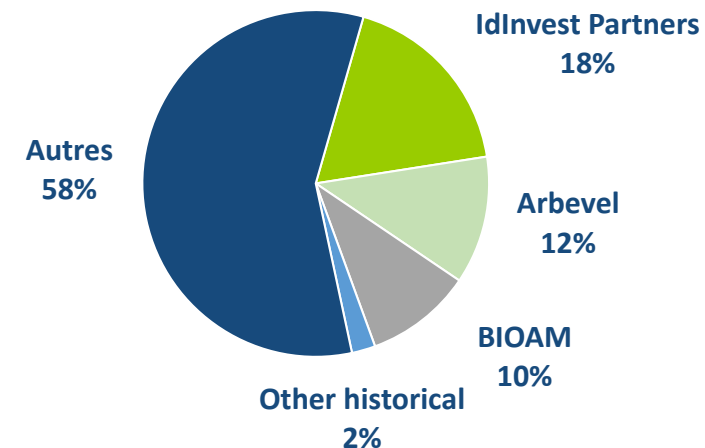
# IntegraGen – Alternext Paris: ALINT

## Volumes



Average volume – 1 month	39,805
Average volume – 3 months	37,270
Average volume – 6 months	33,371

## Shareholders – Estimation



## Key data April 7<sup>th</sup>, 2017

- Stock price: €2.95
- # stock units: 6 536 944
- # of options: 730 500
- Market cap: €19m
- Eligible PEA-PME





# 2016 operations update



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# One expertise, 3 laboratories for 3 application domains

## GENOMIC

- Exome / Target seq
- Genome
- SNP Genotyping
- Pharmacogenetics
- Genome profiling

## TRANSCRIPTOMIC

- RNA-Seq
- Small RNA-Seq
- HT RT-Q PCR
- Digital gene expression (Nanostring)

## EPIGENETIC

- Meth arrays Illumina
- Methyl-Seq
- RRBS
- ChIP-SEQ

### Main Laboratory **Génopôle d'Evry**

**High Throughput Platform**  
Large Study Management &  
Production

Developments of new  
protocols and analysis  
pipelines

**Since May 2014**

Plateforme IG  
**Gustave Roussy**

**Exomes et RNASeq**  
sequencing for  
patients in clinical  
trials

**Since March 2015**

Plateforme IG  
**Institut Pasteur**

High Throughput  
Routine Sequencing  
for **microbial**  
**strains (CNR)**

## EXPERTISE

- Study Design
- New applications d protocols set-up
- Developments in bioinformatics et biostatistics
- Online applications for results navigation (ERIS, OSCAR)
- LIMS Development
- Production platform set-up

# 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

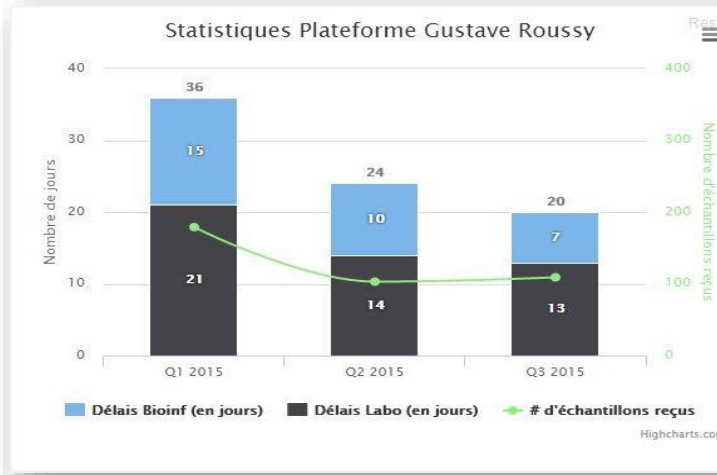
- Direct access to analyzed and pre-filtered results through graphical interface and intuitive filters
- Quick check of known genes and hotspots
- Open to external databases
- Easy report generation



**Oscar** | Analyse | Liste des analyses

Enter Filter Terms Here...

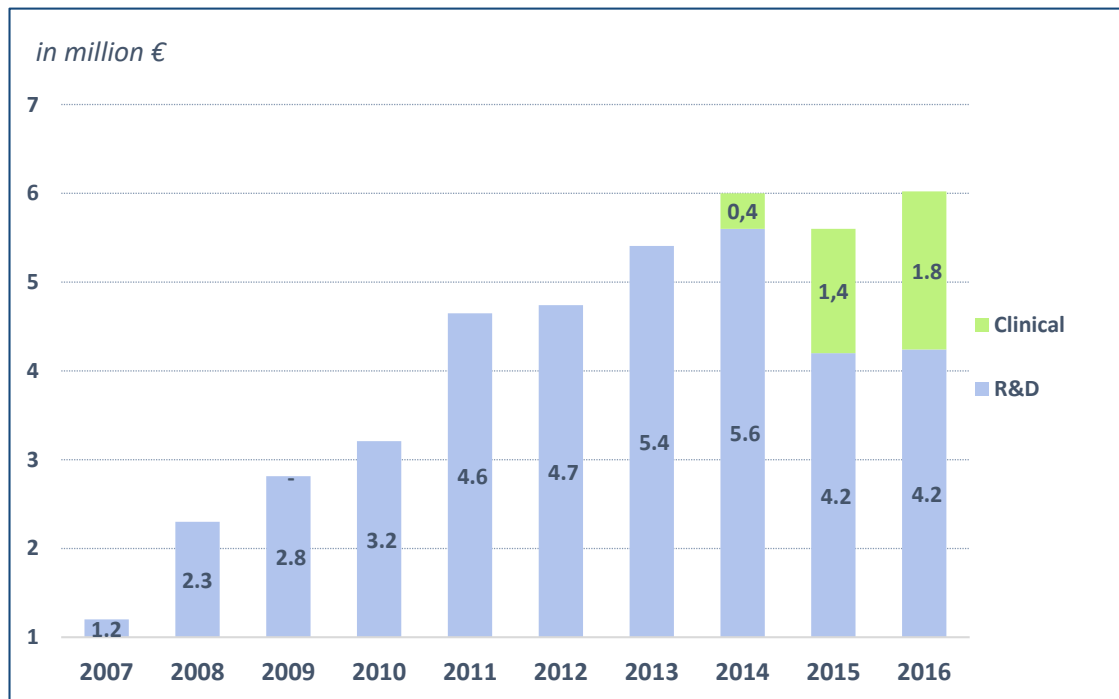
#	IGR	Initiales	Deb	Protocole	# Inclu	Cas	Echantillon	# Histo	# Bloc	Etat	Action
NLB1	TT AA	21/05/2014	Moscato	S201	cas 1	T125487-ARN				Prépa librairie	[Icons]
NLB1	TT AA	21/05/2014	Moscato	S201	cas 1	T125487-ADN				Prépa librairie	[Icons]
NLB1	TT AA	21/05/2014	Moscato	S201	cas 1	S201-N				Prépa librairie	[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]
beige	BG	01/05/2000	Moscato		111555	cas 2	78-ADN			QC Réception	[Icons]



# French leader in Genomic Services, with sustained profitable growth

## Revenues of Genomic services (M€)

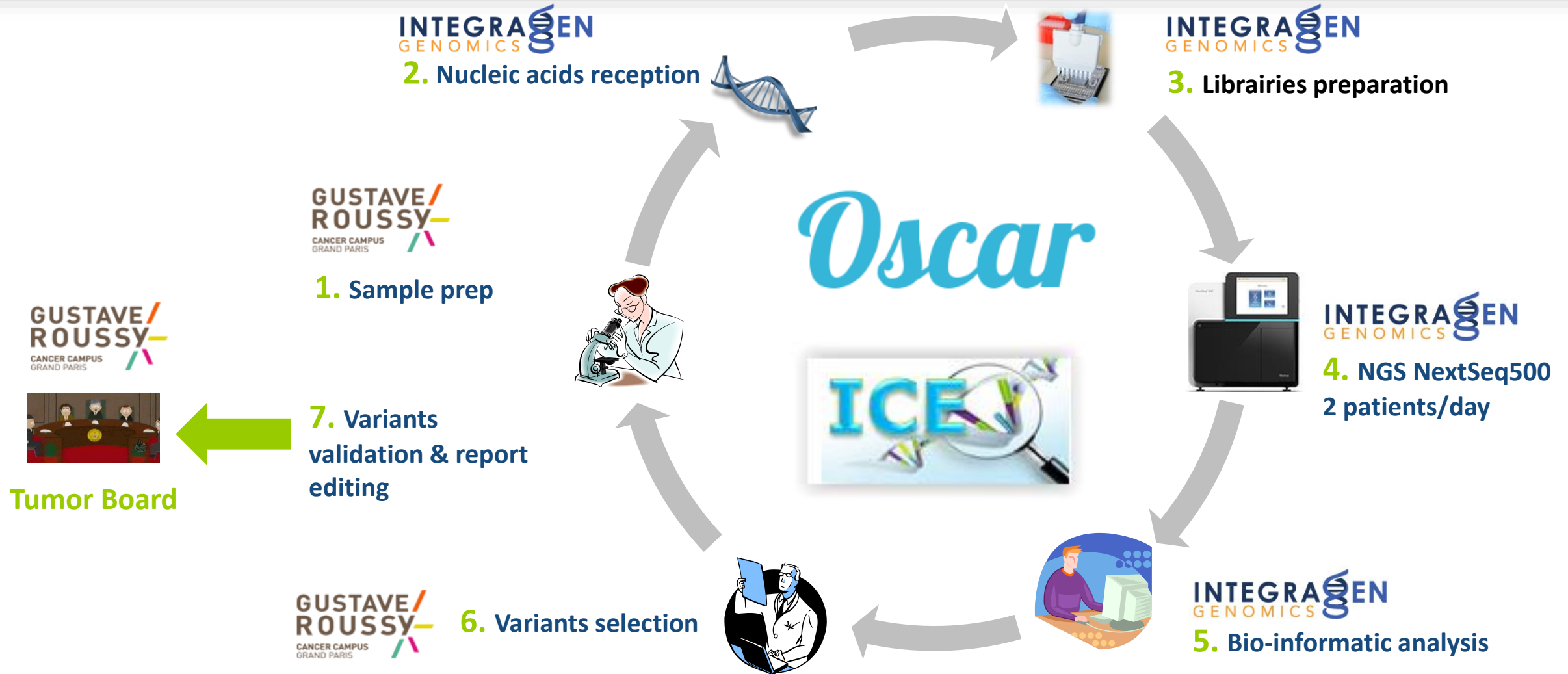
### Genomics Revenues R&D segment



## 2016 highlights

- Continued development of clinical & operated platforms: +30% in 2016
- Stabilization of price on R&D segment in 2016
- New partnership with APHP, with first revenues expected in 2017
- Extremely satisfied customers:  
*"Thank you for this remarkable piece of work; we're very pleased – just have to write the paper now and wished we had known you before" .*

# Genomics interpretation software



# 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
- **Preparing launch of genomic interpretation software – ICE  $\beta$  test started in Q1 2017**





# Diagnostics



# Specialty diagnostics: develop a single biomarker predictive of treatment response

## Clinical Need

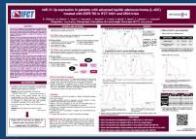
- **Metastatic Colorectal Cancer (mCRC) patients can be treated by:**
  - Traditional surgery & Chemotherapy (FolFox, Folfiri, Folfirinox)
  - Targeted therapies
    - Anti VGF (Avastin® Roche)
    - Anti-EGFR (Erbix® Merck-Lilly; Vectibix® Amgen)
- **Choice of targeted therapy varies across geographies, but consensus considers**
  - Avastin is considered first treatment of choice in US & Japan as it is not related to any biomarker prior to treatment
  - When only eligible patients (wild KRAS, c. 50% of population) can benefit from anti-EGFR patients will vary from low to high, with high variability of response and some side effects
  - **Even though Half of the patients would be significantly better off if started with anti EGFR**

## Market Considerations

- **Targeted population**
  - **US:** 84,000\* new cases of mCRC/year
  - **Western Europe:** 170,000\* new cases of mCRC
  - **Rest of world:** 500,000\* new cases
- **Business potential (diagnostic procedure)**
  - **US:** 60 m\$
  - **West Europe:** 75 m\$

\*: Source Globocan 2012

# 5 years of development of a predictive biomarker to target patients with CRC who benefit from anti-EGFR therapy



Total of **848** patients in 9 independent cohorts

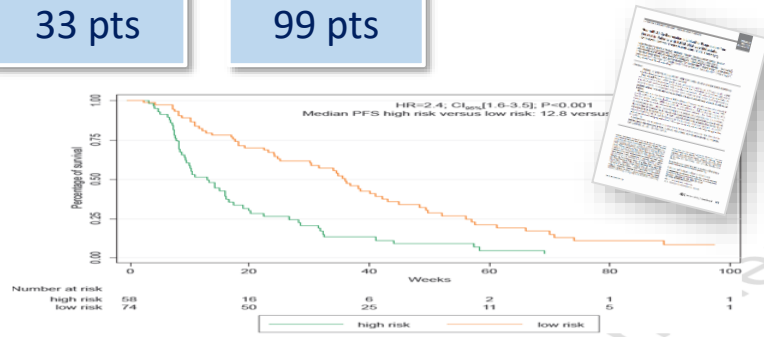
## 2011/2012 analysis of academic retrospective collections

Initial discovery

Replication studies

33 pts

99 pts



Platform presentation @ ESMO,  
2 posters (2013) and published in *Clinical Cancer Research* (2014)  
“miR-31-3p seems to be a new mCRC biomarker whose expression allows for the identification of patients likely to respond to anti EGFR therapy”

## 2013-2015 analysis of prospectively gathered samples from randomized phase III trials

NEW EPOC

PICCOLO

FIRE 3

272/ 158

460 / 188

592 / 370

**Chemo + Cetuximab**  
vs.  
**Chemo alone (FOLFOX)**



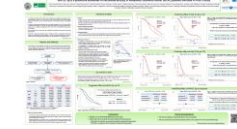
2 ASCO posters & platform presentation (2013 / 2014)  
Predictive biomarker of cetuximab effect

**Chemo + Pani.**  
vs.  
**Chemo alone (Irinotecan)**



2 posters – ESMO (2014) and ASCO (2105)  
Validation of role of biomarker

**Chemo + Cetuximab**  
vs.  
**Chemo + Bevacizumab**  
(FOLFIRI)



Abstract presented at plenary session ASCO 2016  
Validation of threshold, predictive value and clinical utility (in choice of 1<sup>st</sup> line therapy)

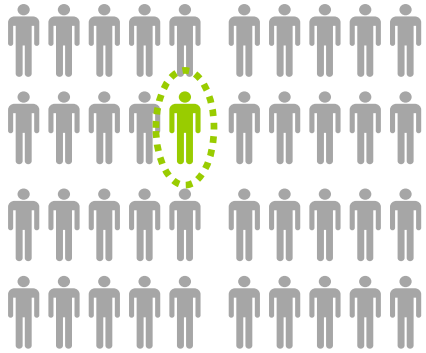
\* total # of patients (pts) in trial / # of patients RAS wild type analyzed



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# 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?

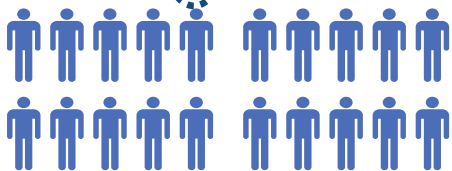
miR-31-3p  
high: 16%

miR-31-3p  
Low 34%

all  
RAS/KRAS  
wild type  
50%



all  
RAS/KRAS  
mutated:  
50%

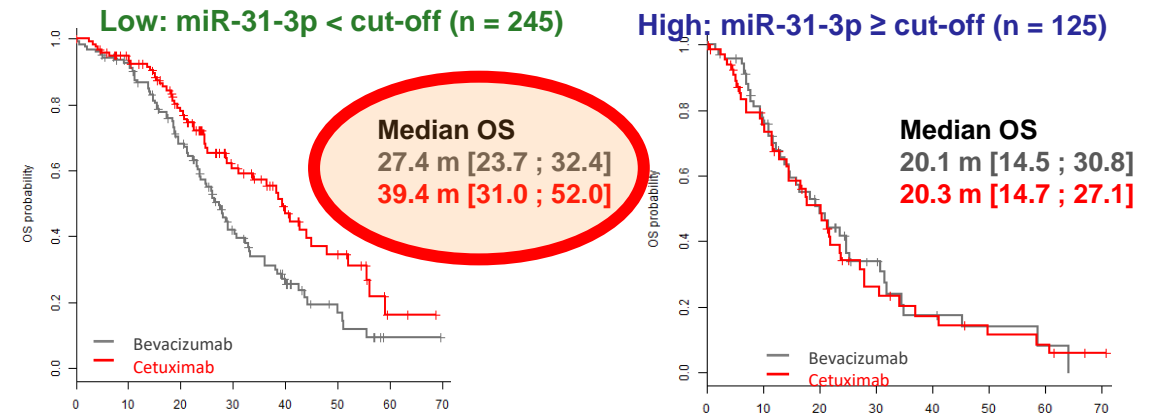


Either  
Avastin /  
Erbix

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)



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# Go to market strategy: Central Lab & CE marked Kit

*\$100m + global market*

USA



Central lab CLIA – Lab Developed Test (LDT)

Licensing deal with CLIA lab

Certified CLIA lab

On-going negotiations with US  
CLIA lab – term sheet

Clinical utility study (TBD) run at  
licensing partner's lab

Reimbursement via Medicare and  
private payors

Incorporation into NCCN/ASCO  
guidelines

Europe



CE Marked Kit & Central lab

Design developmental deal with  
subcontractor/partner

CE marked kit  
manufacturing

Agreement with Cerba  
On-going negotiations with  
other reference labs

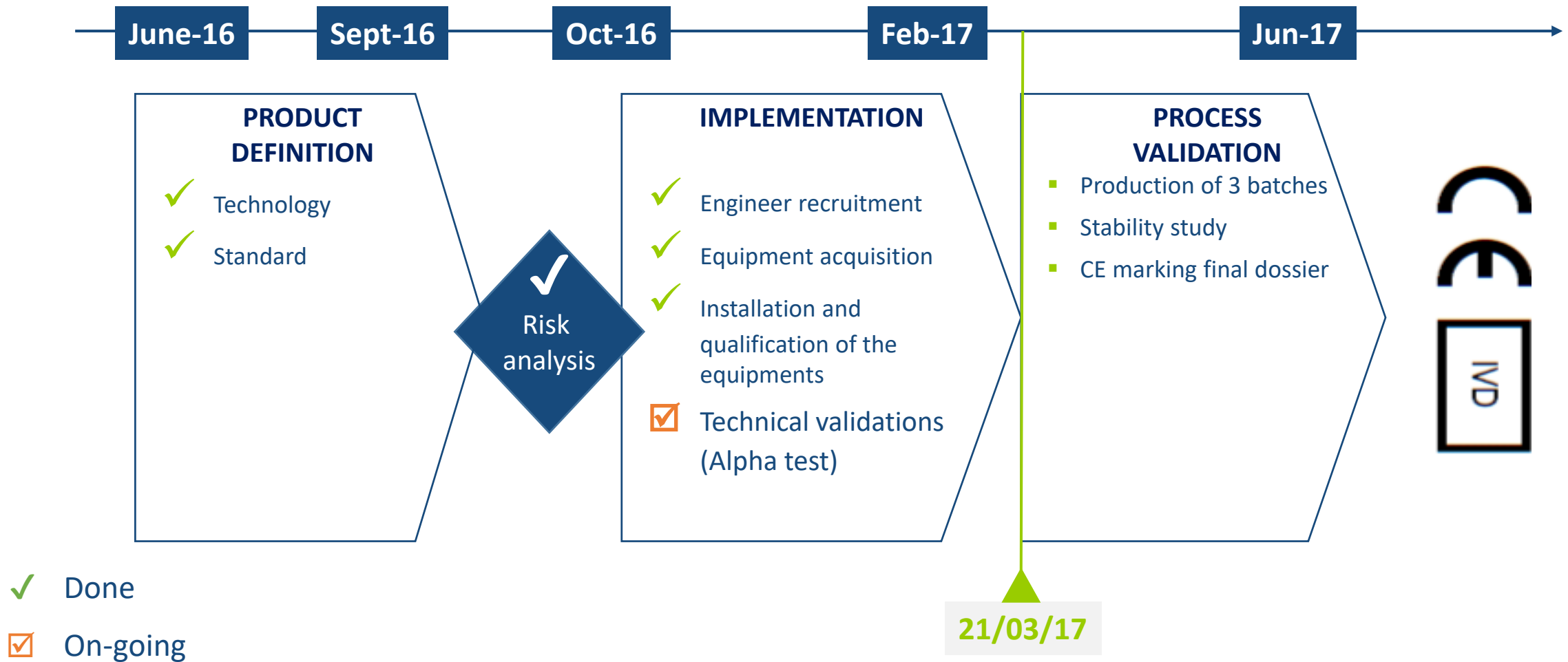
Reference lab / distributors

RIHN guidelines – filed by HEGP on Sept  
2016

License agreement  
announced March, 8



# miRpredX diagnostic Kit: planning for CE marked kit availability





# Perspectives



# Perspectives for next 12 months

- **Grow of partnerships in clinical genomics**
  - Access new clinical genomic platforms as the sole or partner operator
- **Enlarge digital genomics offering**
  - Continue development of clinical sequencing offers such as circulating tumor exome, low DNA quantity
  - Develop & market bio-informatics software – ICE launch in 2018
  - Grow GeCo expertise and IT support
- **Successfully Launch miRpredX test**
  - Licensing partners in North America and in Europe
  - CE marked kit launch in European countries
- **Select R&D partnerships**
  - Access to clinical trials relevant for miR-31-3p biomarker in Colorectal and Lung cancer
  - Companion Dx agreement





**Thank you for your attention**

