



SEPTEMBER 2020 – INVESTOR PRESENTATION

2020 H1 results

Operations update

Public Offer from OncoDNA



Transforming Molecular information into action

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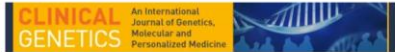
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10 years leadership in sequencing



Association of TALS Developmental Disorder with Defect in Minor Splicing Component *U4atac* snRNA
 Patrick Edery, *et al.*
Science 332, 240 (2011);
 DOI: 10.1126/science.1202205



SHORT REPORT | Free Access

A novel nonsense variant in *REEP6* is involved in a sporadic rod-cone dystrophy case

C. Méjécase, S. Mohand-Said, S. El Shamieh, A. Antonio, C. Condroyer, S. Blanchard, M. Letexier, J.-P. Saraiva, J.-A. Sahel, I. Audo, C. Zeltz

First published: 09 November 2017 | <https://doi.org/10.1111/rge.13171> | Citations: 2

nature genetics

Letter | Published: 24 August 2015

Recurrent AAV2-related insertional mutagenesis in human hepatocellular carcinomas

Jean-Charles Nault, Shalini Datta, Sandrine Imbeaud, Andrea Francini, Maxime Mallet, Gabrielle Couchy, Eric Letouze, Camilla Pilati, Benjamin Verret, Jean-Frédéric Blanc, Charles Balabaud, Julien Calderaro, Alexis Laurent, Mélanie Letexier, Paulette Bioulac-Sage, Fabien Calvo & Jessica Zucman-Rossi

nature genetics

Letter | Published: 31 March 2013

Mutations of *DEPDC5* cause autosomal dominant focal epilepsies

Saeko Ishida, Fabienne Picard, Gabrielle Rudolf, Eric Noé, Guillaume Achaz, Pierre Thomas, Pierre Genton, Emeline Mundwiller, Markus Wolff, Christian Marescaux, Richard Miles, Michel Baulac, Edouard Hirsch, Eric Leguern & Stéphanie Baulac

- ✓ >20 000 exomes & 10 000 RNASeq
- ✓ 3 production sites
- ✓ 3 Genomic interpretation software tools and one expert consulting service GeCo

Les 1ers exomes
 1^{er} labo en France à
 utiliser la capture ciblée

2006

2010

2012

1er logiciel en ligne
 d'analyse de données
 d'exomes (ERIS)

2014

Partenariat



Partenariat



Accord-cadre APHP

2016

2017



Contrat avec SeqOIA



2018

2019



2020



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IntegraGen as of today

Operator of SeqOIA



*Clinical research platform
operating partner*

HQ in Evry, France

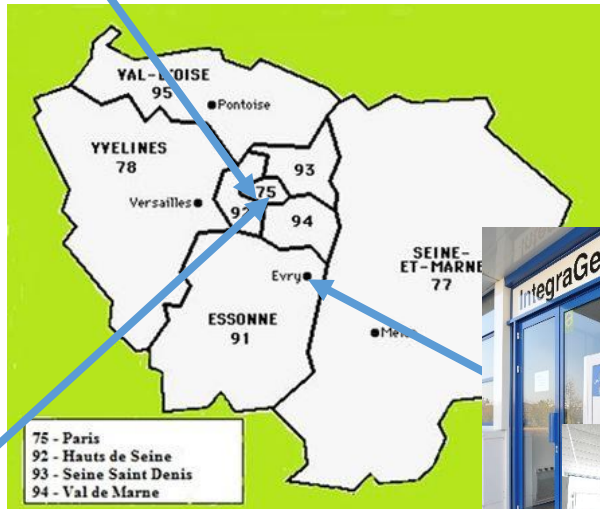
45 employees

Operator of the SeqOIA platform in Paris
(AP-HP/Gustave Roussy/Institut Curie) and
of the Pasteur P2M microbiology platform
in Paris

Partner of Gustave Roussy Cancer Campus
for clinical research genomic operations

Developer of genomics interpretation
software: Mercury, Sirius, Galileo,
GenomeLIMS

2019 revenues: €8.3m



75 - Paris
92 - Hauts de Seine
93 - Seine Saint Denis
94 - Val de Marne

HQ in Evry



Operator of Pasteur-P2M



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2020 – H1 RESULTS



Limited impact of Covid-19 on economic and financial performance over the period

- Revenue increase by 15% (w/o Diag)
- Operating cost optimization, leading to **positive EBITDA** over the period
- **Significant increase of the cash** thanks to public aid linked to the health crisis
 - postponement of charges and leasing cost
 - reimbursement of CIR and CII
 - PGE of €1.8m

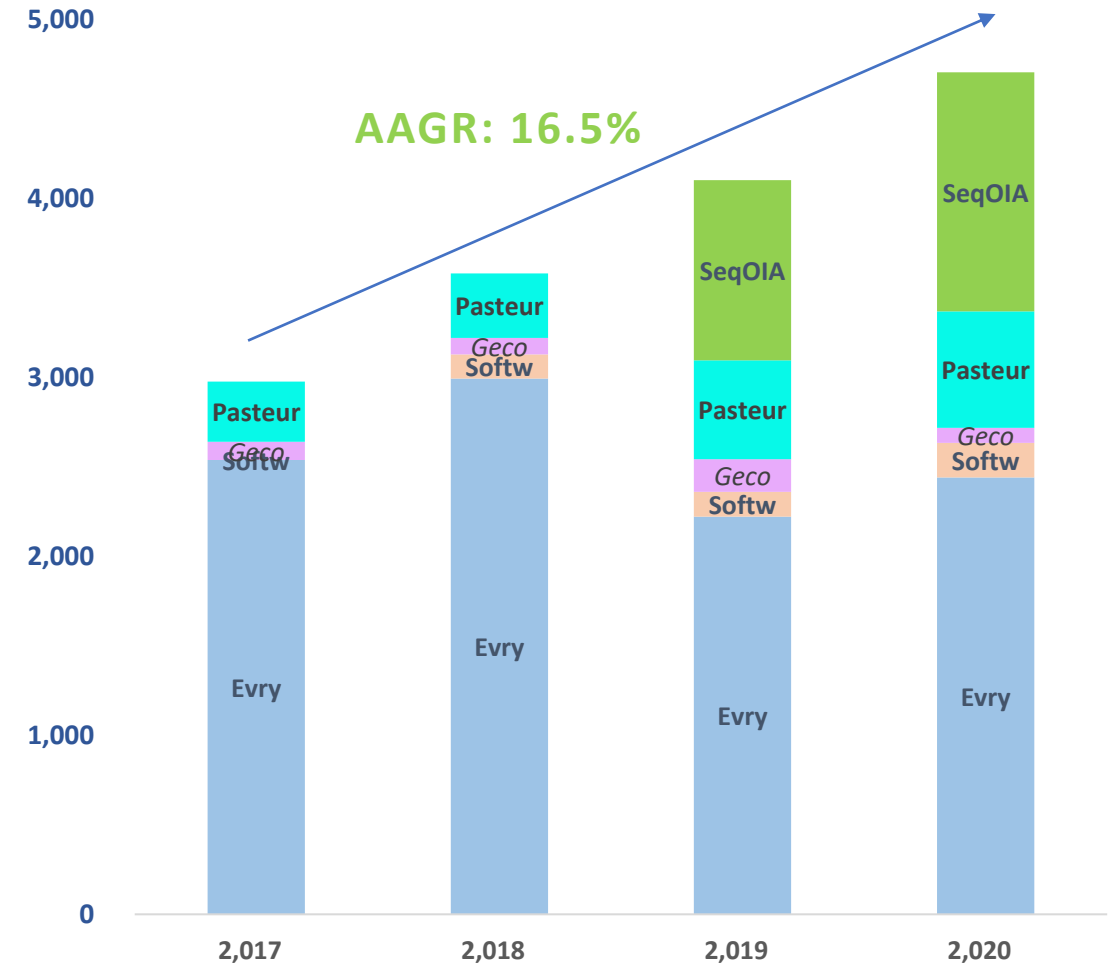
Cash: €5,8m at the end of June 2020

Net result close to breakeven

Revenue: +58% versus H1 2017

| in K euros | YTD P0620 | YTD P06-19 | Variation | % |
|----------------------------|--------------|--------------|------------|--------------|
| Sequencing R&D | 1 633 | 1 840 | (206) | (11%) |
| Sequencing Clinical | 808 | 383 | 425 | +111% |
| Software | 193 | 138 | 55 | +40% |
| Geco | 84 | 183 | (98) | (54%) |
| Pasteur | 650 | 552 | 98 | +18% |
| SeqOIA | 1 336 | 1 007 | 330 | +33% |
| Total Genomics | 4 706 | 4 102 | 603 | +15% |

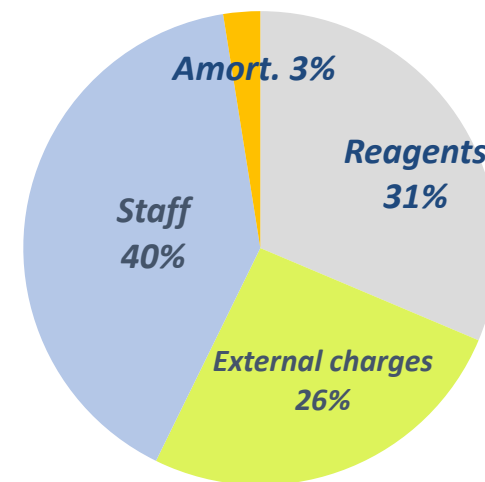
Growth driven by sequencing activities and SeqOIA



P&L H1 2020: positive results (SA accounts)

| <i>in K euros</i> | H1 2020 | H1 2019 |
|-------------------------|--------------|--------------|
| Sales | 4 706 | 4 165 |
| Other op revenues | 39 | 18 |
| Total Revenues | 4 745 | 4 183 |
| EBITDA | 248 | (326) |
| Amortization | (116) | (159) |
| EBIT | 132 | (484) |
| Financial Profit/Loss | 3 | 13 |
| Exceptional Profit/Loss | (166) | (122) |
| Taxes (CIR) | 47 | 54 |
| Net result | 17 | (538) |

- Revenue: +15% w/o Diag
- Operating Cost: €4.6m



- Exceptional loss: Cadmium project

Balancesheet

| In K€ | June 2020 | Dec 2019 |
|-------------------------|--------------|--------------|
| Long-Term Assets | 964 | 1 057 |
| Stocks | 455 | 290 |
| Accounts Receivable | 1 927 | 1 827 |
| Other Receivable | 387 | 767 |
| Cash | 5 774 | 2 807 |
| Current Assets | 8 544 | 5 691 |
| Translation difference | | 0 |
| TOTAL ASSETS | 9 508 | 6 748 |

| In K€ | June 2020 | Dec 2019 |
|-----------------------------|--------------|--------------|
| Shareholders' Equity | 2 525 | 2 509 |
| Other Equity | 47 | 47 |
| Contingency | 193 | 139 |
| Notes payable to banks | 2 027 | 241 |
| Accounts Payable | 3 055 | 1 839 |
| Other short term debts | 1 646 | 1 971 |
| Translation difference | 13 | 2 |
| TOTAL LIABILITIES | 9 508 | 6 748 |

Cash at the end of June 2020: +2.8m vs. Dec 2019

- PGE (Prêt garanti par l'Etat): +€1.8m
- Postponed charges: +€0.6m
- Payment of CII and CIR: +€0.4m
- Positive EBITDA: +€0.2m

Measures taken to face the Covid-19 related confinement

- Operations continued: Evry, Institut Pasteur and Bio-informatics
- Obtaining a PGE of €1.8m
- Accelerated CIR and CII reimbursement: €390k
- €650k of spend postponed
- 11 employees have been placed in temporary unemployment, for a monthly financial impact of c.€40k
- Limited slow down of the activity in Q2/Q3



2020 outlook



2020 business expectations

- Deliver our embarked business, getting ready for the recovery post pandemic

- ✓ Current revenue +10% over 2019, bookings +14%

- Expand our offer in our business lines

- ✓ Genomic Interpretation SW

- First reference acquired in the USA with the Dana Farber Cancer Institute
- CE marking of Mercury, the oncology dedicated software, achieved in April, ISO certification pending
- Global, certified (HDS, GDPR, HIPAA), available worldwide



- ✓ Targeting industrial & clinical sequencing

- Quality certification roadmap: ISO 17 & CLIA/CAP in the next 18 Months



- Continue the strict financial management to deliver continued profitability

IntegraGen/OncoDNA operation rationale: building a European Leader in genomics



- Leading Genomic services in France
- €8.3m revenues in 2019 and operational breakeven reached since mid 2019
- Bio-informatics & SW development team
- Global SW architecture Google Cloud enabled



- Leading Belgian Oncology genomic analysis
- €5m revenues in 2019
- Bio-informatics & SW development team
- Pan - European sales & distribution team

- ✓ Creating a joint Lab + IT european leader (€14m revenues 2019)
 - ✓ Largest Bio-IT development force
 - ✓ European reach+
- ✓ Financial support of leading european investors

With the ability to reach new markets faster by combining strengths

■ IntegraGen brings

- Sequencing leadership
 - Partner of leading french institutions (AP-HP, Pasteur, Gustave Roussy, Institut Curie, SeqOIA)
- Research oriented product portfolio (Whole Exome, Whole RNA, Whole genome), génome complet) à évolution recherche clinique
- Dedicated bio-IT & SW dev team of 15
- Financial stability
 - 8,3 m€ revenues, 2019, 4,7 m€ in H1 2020,
 - 16 % CAGR over last 4 years

■ But remains limited

- International
- Access to financial resources
- Access to pharma R&D
- Genomic Clinical biology



OncoDNA fills most gaps

- International commercial operations
 - 15+ sales, 100 countries, distributors in Asia, LatAm, ...
 - Dedicated Pharma R&D BD team
- Dedicated clinical Oncology tools
 - Onco Strat, Deep, Select, Follow
- Data curation team
- Bio-IT & SW development team
- Large & stable investors base



Public offer from OncoDNA on IntegraGen's shares

Éléments clés de l'offre



Prix de l'Offre

- 2,20 € par action



Calendrier

- Offre ouverte du **17 septembre** au **21 octobre 2020** inclus



Pour toute question

- Contactez-nous directement : 01 44 71 98 53 | integragen@newcap.eu

Calendrier indicatif

9 juillet 2020

- Dépôt du projet d'Offre auprès de l'AMF

15 septembre 2020

- Décision de conformité de l'Offre par l'AMF (Visa)

Du 17 septembre
au 21 octobre 2020

- Durée de l'Offre

23 octobre 2020

- Publication de l'avis de résultat de l'Offre par l'AMF

Bénéficier d'une liquidité immédiate pour l'ensemble de vos titres IntegraGen à un prix jugé équitable par l'expert indépendant

Approuvée à l'unanimité par les conseils d'administration des deux sociétés, l'Offre constitue pour les actionnaires d'IntegraGen une possibilité de bénéficier d'une liquidité immédiate de leur participation à un prix présentant une prime sur les différentes moyennes de cours de bourse et sur les valeurs extériorisées par la totalité des méthodes d'évaluation mises en œuvre par l'expert indépendant :

- la prime ressort à **+36,2% par rapport au dernier cours de clôture du titre IntegraGen** et de **+23,2% par rapport au cours moyen pondéré par les volumes des 6 derniers mois** ;
- les conditions financières de l'Offre ont été jugées équitables par l'expert indépendant, le cabinet Crowe HAF représenté par Monsieur Olivier Grivillers, estimant que le prix proposé de 2,20 € par action est équitable du point de vue financier, pour les actionnaires minoritaires de la société IntegraGen.

Assurer la pérennité des emplois et de la compétitivité des activités d'IntegraGen

L'objectif d'un rapprochement capitalistique entre ces deux sociétés, leader, dans leurs secteurs respectifs, est de donner à IntegraGen les moyens d'accélérer sa croissance commerciale. L'opération permettrait en effet à la Société de s'adjoindre un partenaire qui puisse la soutenir financièrement dans son développement, mais également l'aider à renforcer beaucoup plus rapidement sa présence sur certains marchés, particulièrement le développement des activités Logiciels et CRO/Pharma.

Ce rapprochement doit également lui permettre de continuer d'investir dans la R&D et d'améliorer son excellence opérationnelle dans le secteur de l'analyse génomique.



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Thank you for your attention

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