

A close-up photograph of a woman with blonde hair, wearing a white hairnet and a white lab coat. She is looking directly at the camera with a slight smile. Her right hand, wearing a white glove, is holding a small test tube with a pink liquid inside. The background is a blurred laboratory setting.

Devyser

20 years

of pioneering in diagnostics
for improving cancer care

February 27, 2024

Dvysr[®]

Today's presenter

Theis Kipling

CCO, Devyser

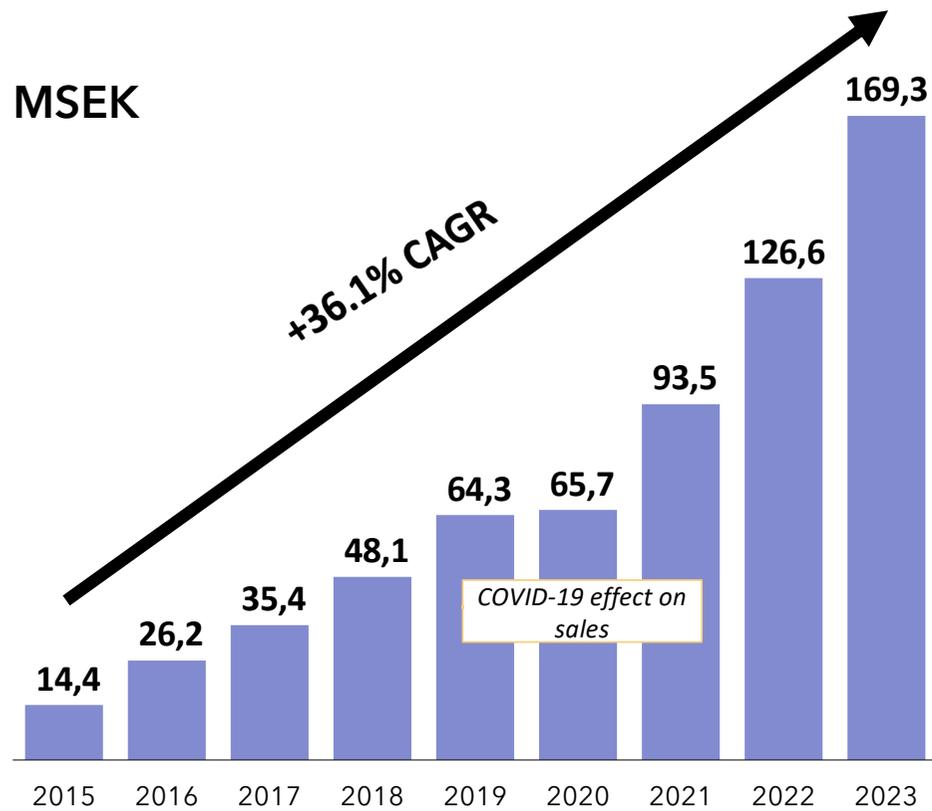
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Agenda

- **Intro to Devyser**
- **20 years of leadership**
- **Financial performance**
- **Partnerships**

Devyser is a high growth company



~3 million

Sold tests to date

>85%

Gross margin

+65

Countries covered

>30

CE-products launched (IVDR and IVD)

>120

Employees

16%

Of Devyser's staff have completed a doctorate

The value of correct and fast diagnosis

Waiting for test results is a stressful experience for patients and their families.

The outcome can be life-changing.



Our mission

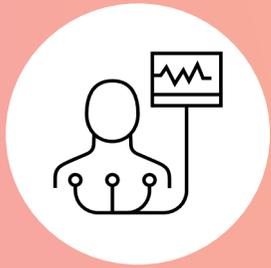
Be the pioneering leader of diagnostic solutions and provide fast, accurate, and easy-to-use solutions to labs worldwide.

Our vision

A world where personalized medicine is universally available thanks to simplified and reliable genetic tests.



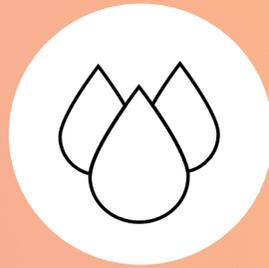
Our diagnostic areas



Post-transplantation



Oncology



Hematology



Reproductive Health



Cystic Fibrosis



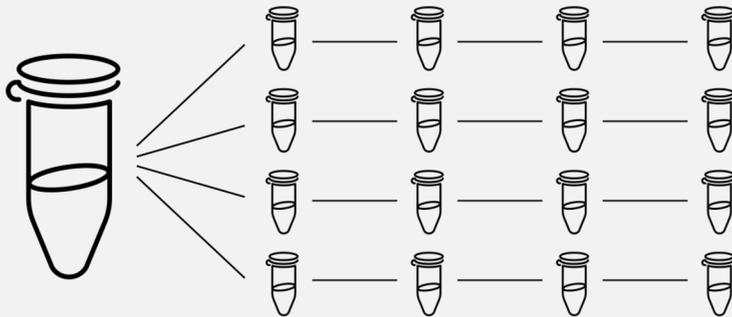
Cardiovascular Diseases

HEREDITARY DISEASES

Simplified lab workflows — faster, better, safer

Traditional solutions

Multi-step and multi-tube process



Devyser solution



Faster <45 minutes hands-on time

Better Achieve turnaround time of 2-3 days

Safer Easy to use, minimize risk of sample mix up

Devysr is uniquely positioned to meet global regulatory demands



ISO13485 certified
and **MDSAP** certified
for US/Canada

Quality Management System IVDR
approved by **TÜV SÜD**

30 launched
high-quality **CE-**
IVD labeled products,

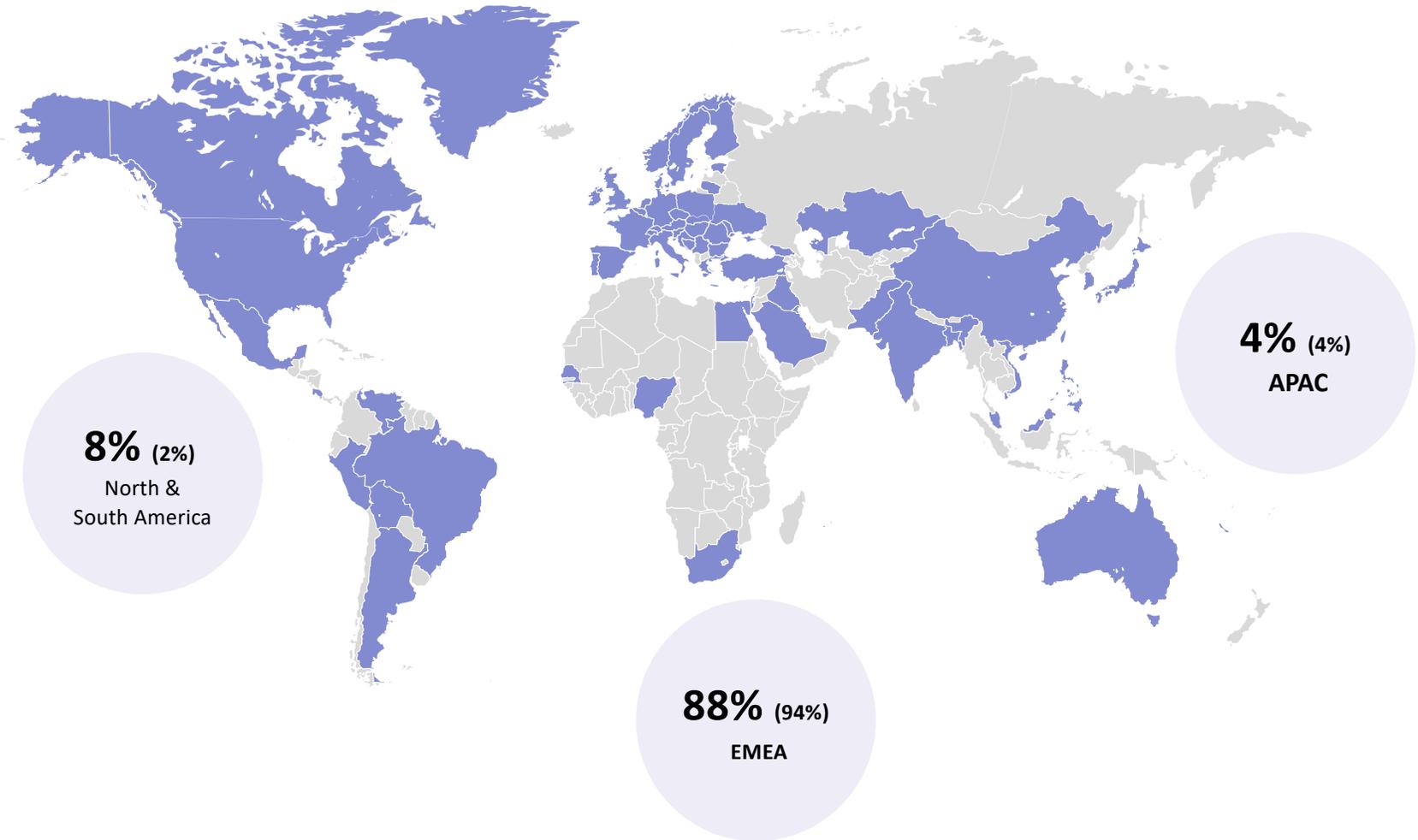
Three **IVDR-approved** products

Devysr RHD
approved as **Class**
III IVD product in **Canada**

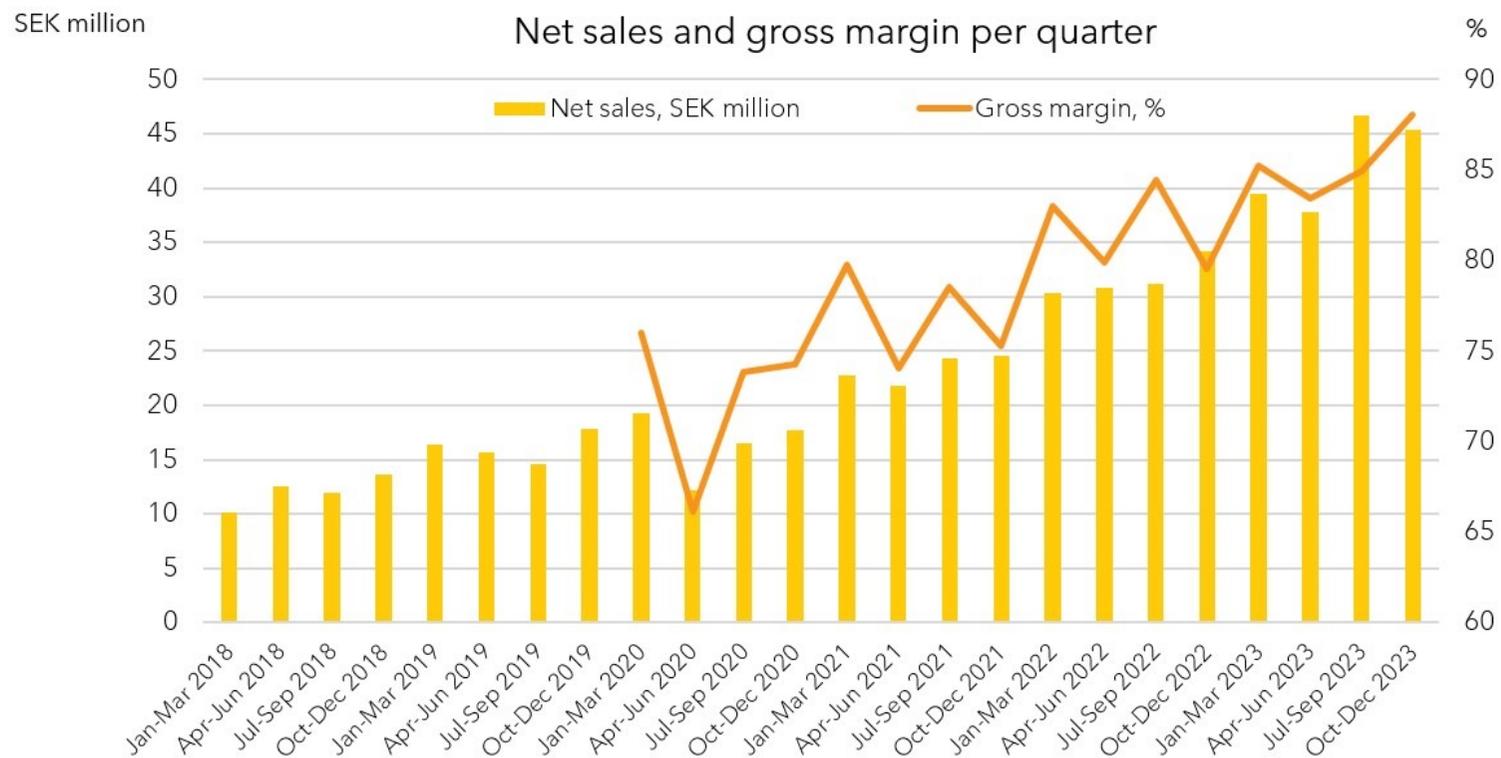
Pursuing IVDR certification
and FDA approval
for relevant products

Market presence in more than 65 countries

Direct markets
Austria
Denmark
Germany
Italy
Norway
Sweden
Switzerland
North America
UK
Belgium
Spain
France
Netherlands

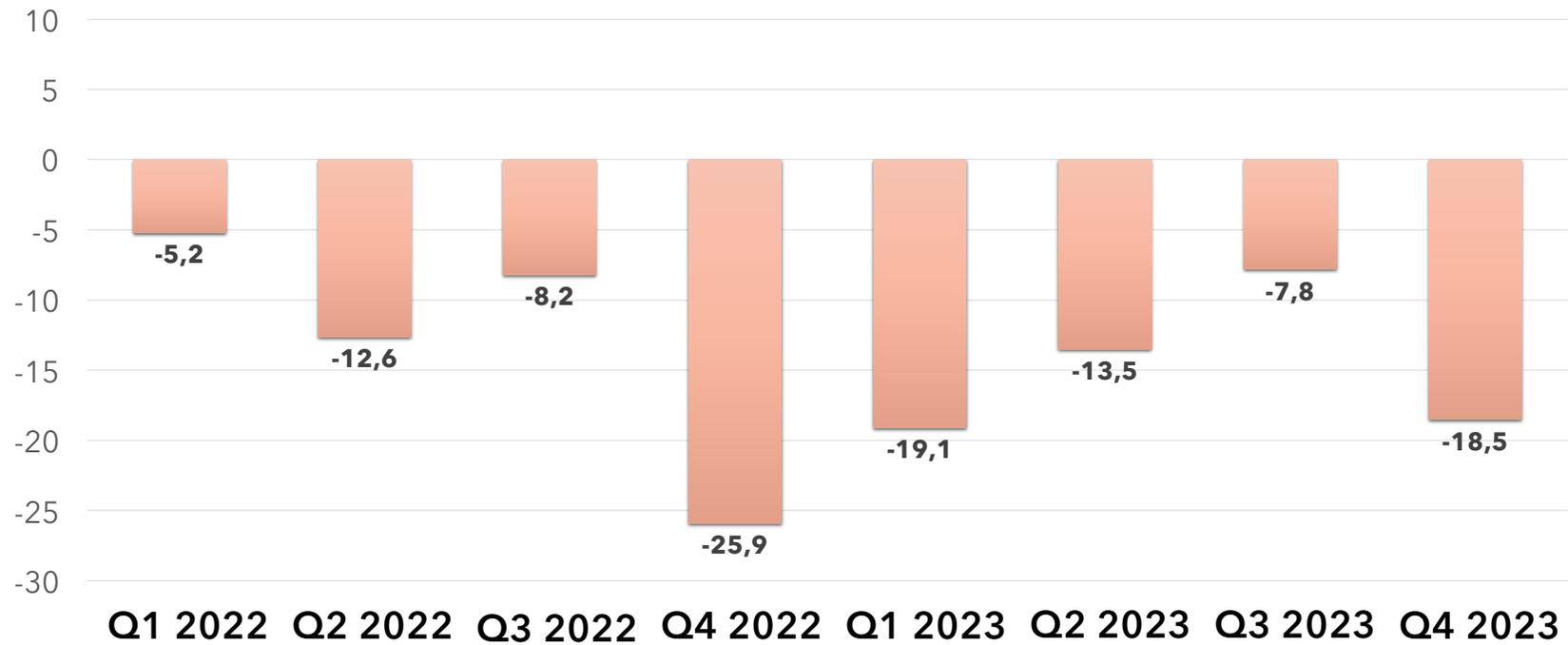


Quarterly sales and gross margins



EBIT development (EBIT per quarter)

MSEK



Q4 and 2023 results

Net Sales

Q4 2023

45.4M SEK (+33%)
(2022 34.2M)

2023

169.3M SEK (+34%)
(2022 126.6M)

Gross Margin

Q4 2023

88.1%
(2022 79.5%)

2023

85.5%
(2022 81.7%)

Financial Targets

		Q4 2023	FY 2023
Revenue growth	Achieve an annual organic growth in excess of 30%	32.7%	33.7%
Gross margin	Achieve a gross margin in excess of 80% in 2024 – 2026	88.1%	85.5%
EBIT-margin	Achieve an EBIT-margin above 20% in 2024 - 2026	Neg	Neg

Expanding access to NGS post-transplant testing through collaboration with Thermo Fisher Scientific

- Thermo Fisher commercial partner for post-transplant products in North America, Brazil and Europe
- Promoting two co-branded NGS products from Deyvser
 - One Lambda Deyvser Chimerism
 - One Lambda Deyvser Accept cfDNA
- Separate agreement to promote Deyvser Genomic Laboratories laboratory services



Devysr Genomic Laboratories

- State-of-the-art NGS laboratory, based in Roswell, Atlanta
- Launched service for fetal RHD screening in 2023
- Collaboration with Cytel in Q1 2024
- Validation for several products ongoing



Developing FDA approved tests in collaboration with Illumina

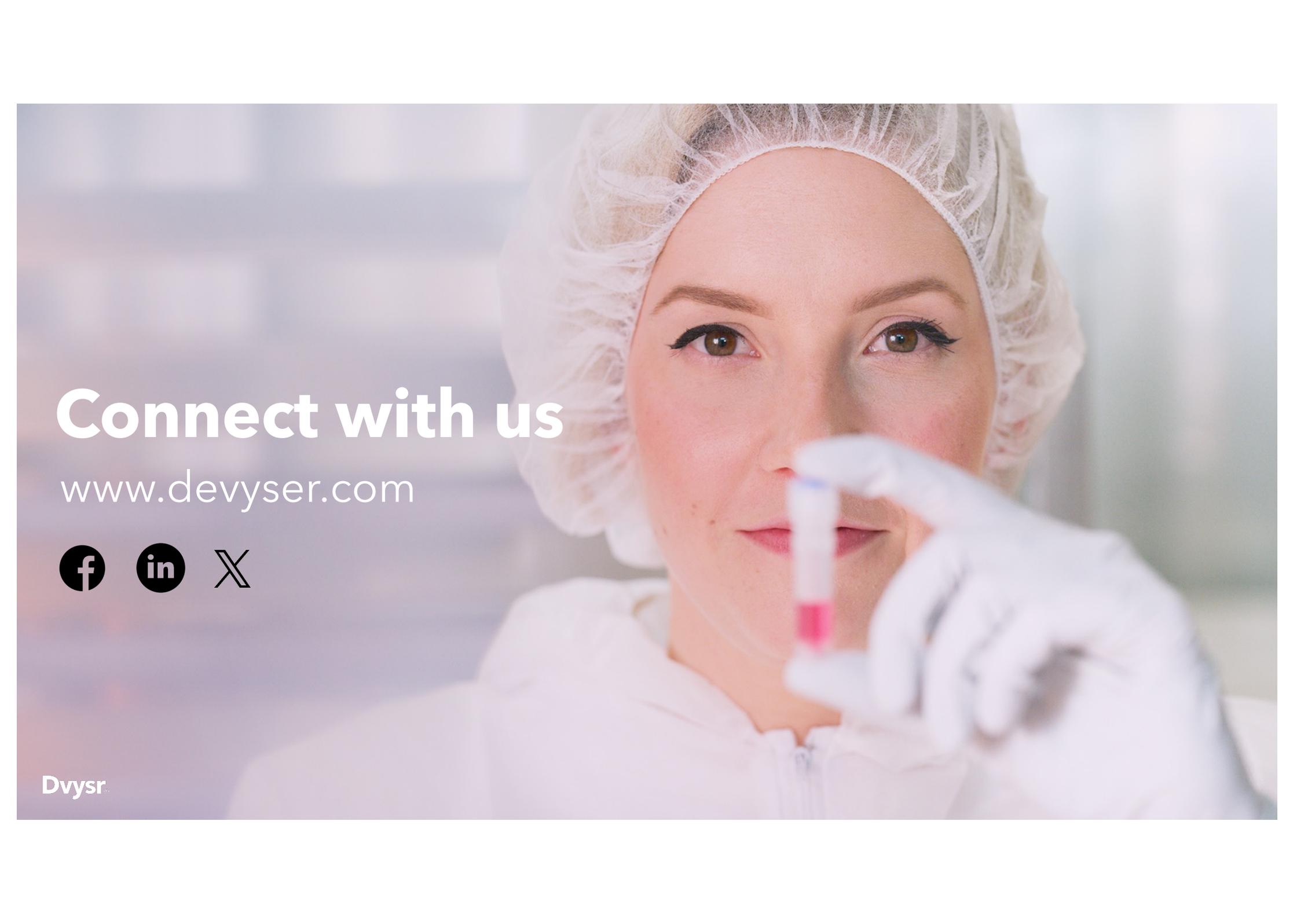
- Commercialization of IVD end-to-end solutions on MiSeqDx NGS instrument
- United States and Europe
- Broaden market access to simple, fast and effective genetic testing solutions



Forward Outlook

- Increased US presence with the CLIA lab and our US commercial partner
- Optimistic about sales development
- Continue our way to profitability



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Shareholders

Shareholders	No of shares	Share, %
Rutger Arnhult, via company	3 935 000	24.2
Nordnet, nominee shareholders	1 348 886	8.3
Swedbank Robur	1 304 100	8.0
Ferd	1 000 000	6.1
Anders Hedrum (founder and CTO), privately and via company	816 720	5.0
Berenberg Asset Management on behalf of Universal Investm. Fund	816 720	5.0
Fourth Swedish National Pension Fund	759 821	4.7
Åsa Riisberg, via company	664 294	4.4
Dan Hausenberger (founder and CMO), privately and via company	547 680	3.4
Deka Investment	420 200	2.6
Others (approx 900 shareholders)	4 709 768	28.9
Total	16 284 469	100.0

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