



Q3 Presentation 2019

Oslo, 7th November 2019

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Agenda



1 Introduction and Highlights

2 Q3 Financials

3 Sales, Operations, R&D

4 Outlook



Gentian is a developer of highly efficient in vitro diagnostics products

- Estimated total market value of \$80B
- Target market is immunochemistry
- Focus on inflammatory/infectious, cardiac and renal diseases
- Value of target market is estimated to be \$7B

We innovate diagnostic efficiency

Unique
clinical
utility

Laboratory
workflow
efficiency

Instrument
independent

gentian

CE

REF
1101

LOT
1602408

Cystatin C
Reagent Kit

2018-02-17

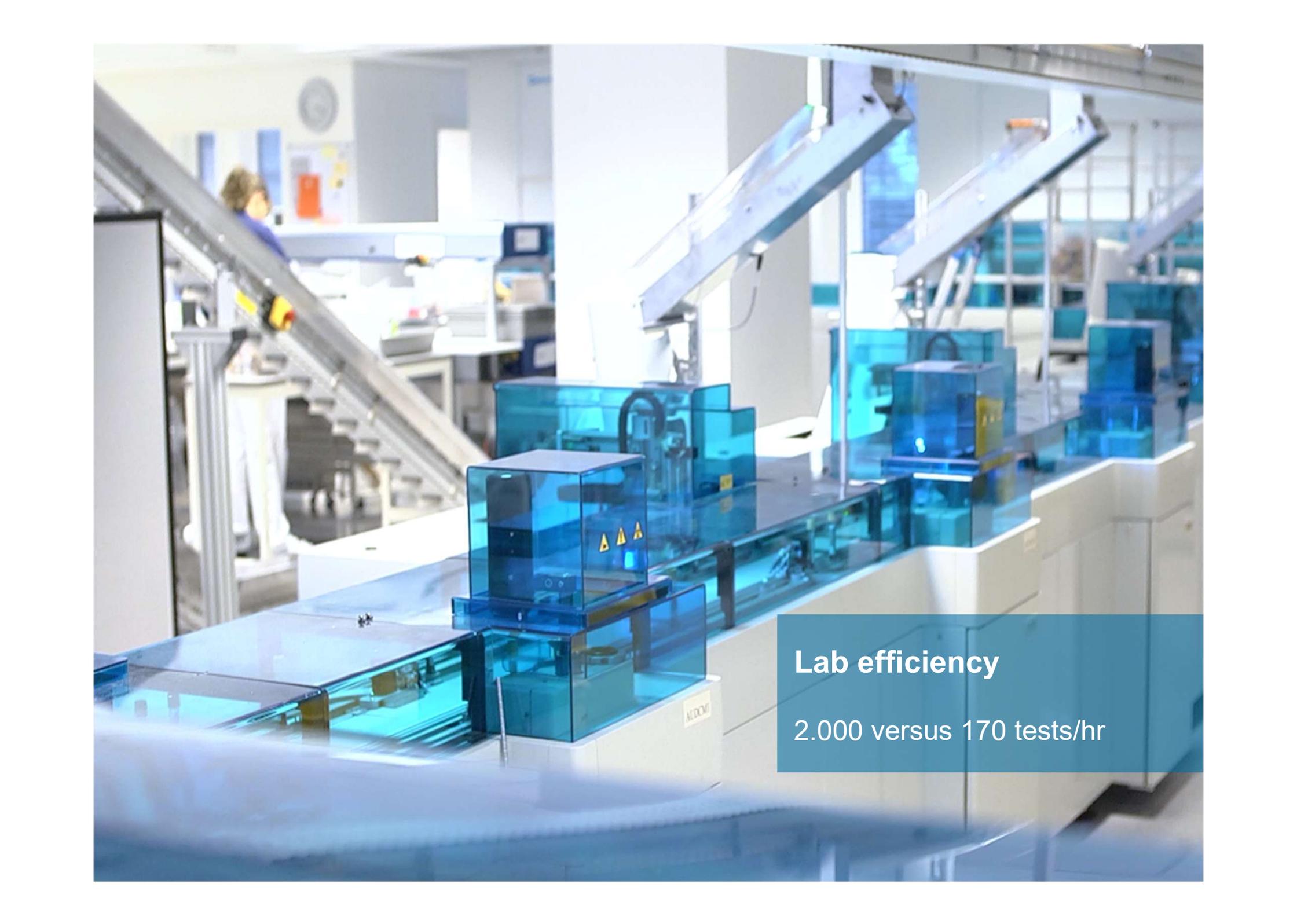
20°C

1 x 10 mL Immunoparticles, lot no. 1602408-3
1 x 58 mL Assay Buffer, lot no. 1708403-3

IVD

Information icon

Gentian AS, Bjørnåsvæien 5, N-1596 Moss, Norway



Lab efficiency

2.000 versus 170 tests/hr

Highlights for Q3 2019

- Record sales revenues of MNOK 13.1 in 3Q19, up from MNOK 10.4 in 3Q18, totalling a 26 % growth compared to 3Q18
- Record sales revenue for the first nine months of MNOK 33.9 representing 18% growth compared to the same period of 2018
- In July, Beckman Coulter, one of the top 5 global diagnostics companies, and Gentian prolongedated their partnership agreement for Cystatin C by 6 years
- In August, Gentian announced the sales channel agreement for fCAL® turbo between Roche Diagnostics and Gentian's sales partner Bühlmann Laboratories AG



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Financial highlights 3Q 2019

MNOK	3Q 2019	3Q 2018
Sales	13.1	10.4
Other Revenues	1.6	8.0
Total Revenues	14.7	18.4
COGS	2.7	2.7
Production Costs	4.2	3.9
R&D Costs	5.4	5.4
SG&A	7.4	7.4
Capitalization	-0.5	-1.2
OPEX	19.2	18.2
EBITDA	-4.5	0.2
EBIT	- 5.8	-0.7

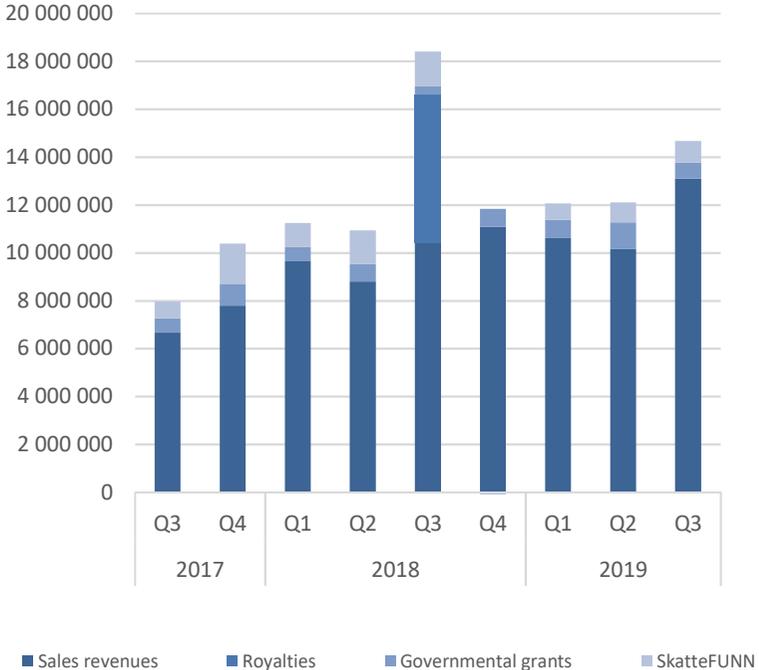
Financial highlights Per 3Q 2019

MNOK	2019	2018
Sales	33.9	28.9
Other Revenues	5.0	11.7
Total Revenues	38.9	40.6
COGS	7.5	6.5
Production Costs	11.3	10.1
R&D Costs	14.7	14.1
SG&A	22.1	17.3
Capitalization	-1.9	-3.1
OPEX	53.7	44.9
EBITDA	-14.9	-4.3
EBIT¹	- 33.7	-7.2

¹ EBIT includes an impairment charge related to capitalized development costs and other intangible assets of MNOK 14.0

Sales and revenues

Revenues and Grants Consolidated (NOK)

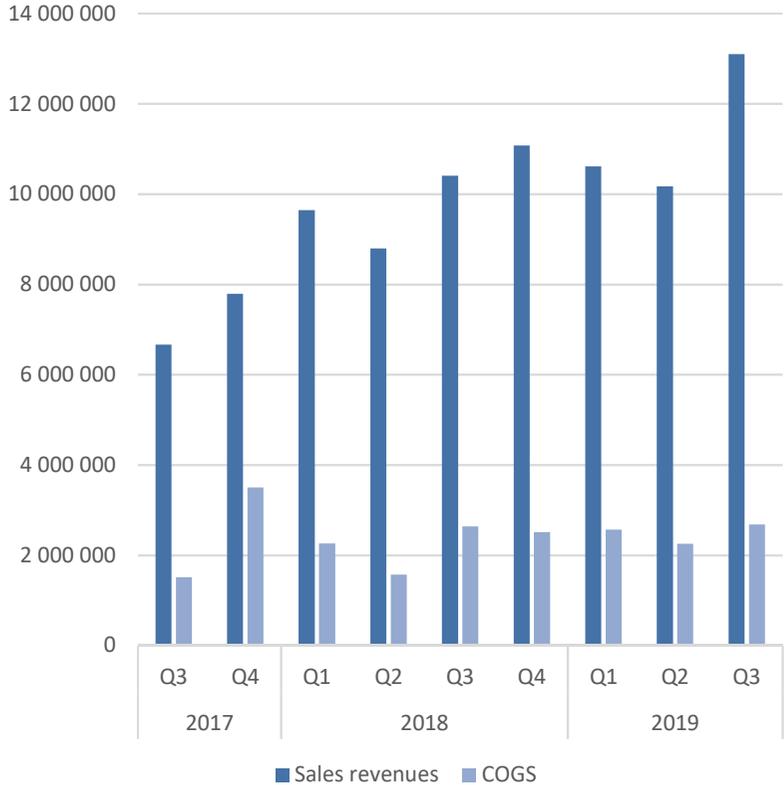


Sales revenues - geographic split

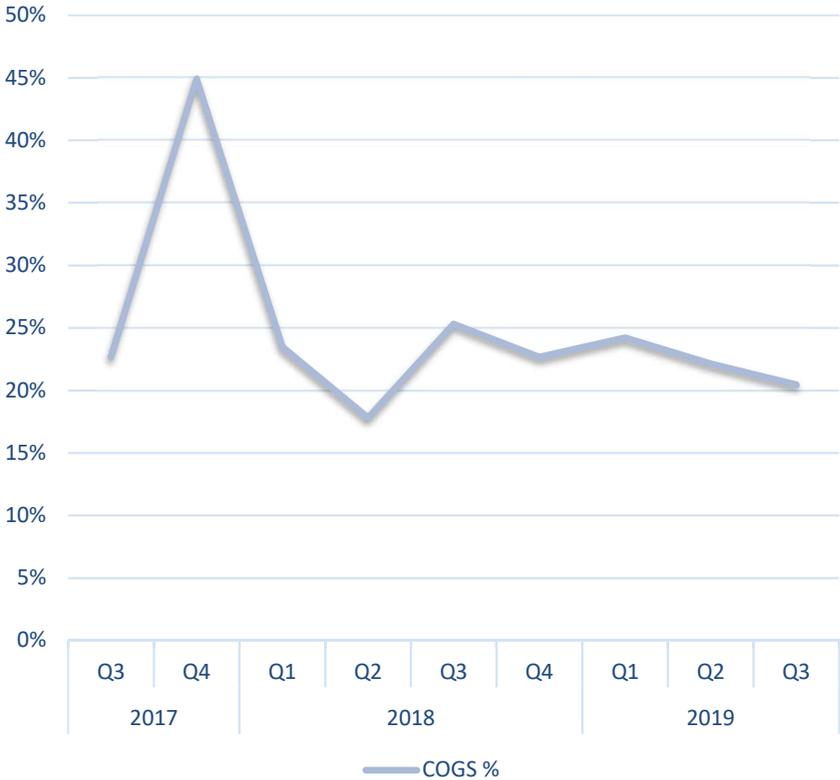
MNOK	3Q19	3Q18	9M19	9M18
US	0.3	0.3	1.4	1.3
Europe	7.7	6.0	22.8	19.6
Asia	5.0	4.1	9.6	7.9
Total	13.1	10.4	33.9	28.8

Cost of Goods Sold

Sales vs. COGS

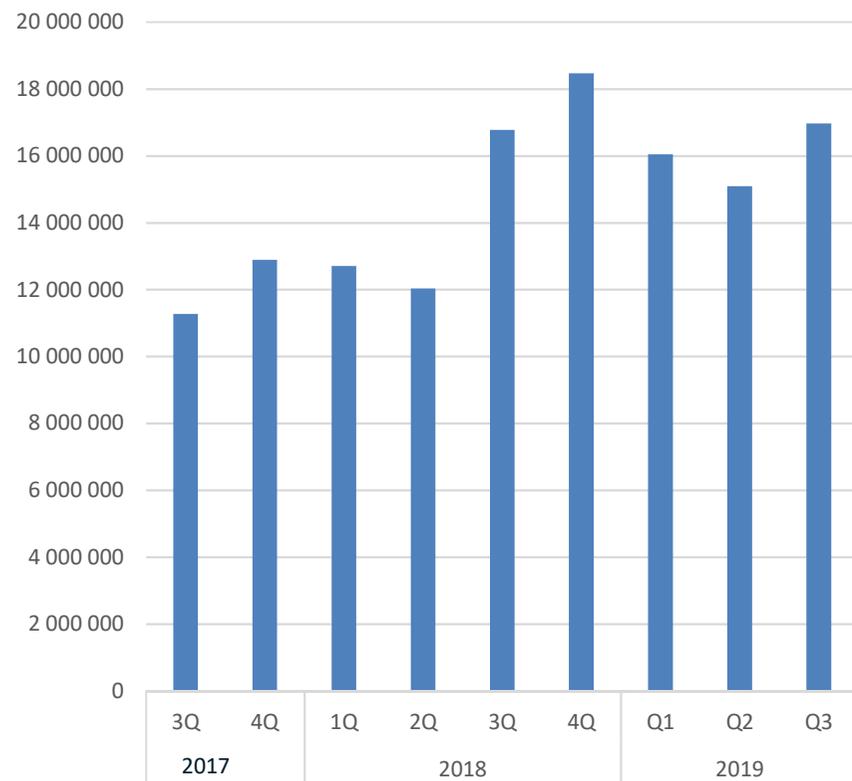


COGS %

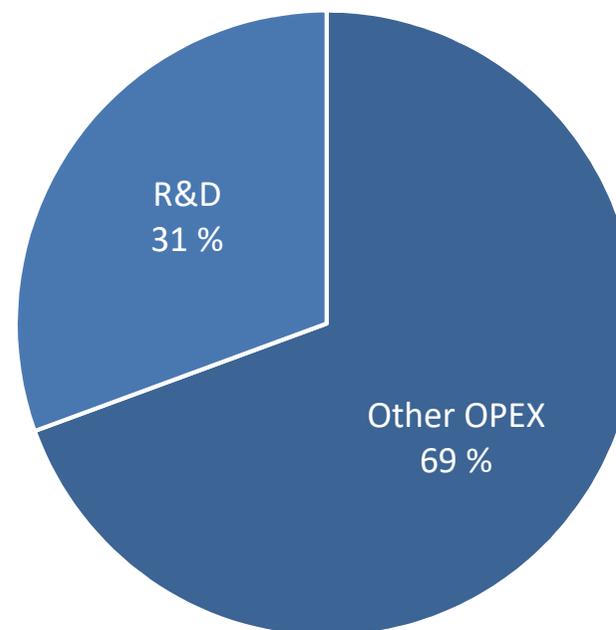


OPEX

OPEX Before capitalization



OPEX 2019



Total OPEX before capitalization: 48.1MNOK

Cash flow and cash position

MNOK	3Q19	9M19	9M18
Operating activities	-8.1	- 25.7	- 17.0
Investing activities	- 1.5	- 3.3	- 3.9
Other changes in financial items	0.0	0.0	0.0
Financing activities	0.5	0.5	68.8
Changes in cash and cash equivalent	-9.1	-28.5	47.9
Cash and cash equivalent at the beginning of period	179.3	198.6	146.9
Cash and cash equivalent at the end of period	170.2	170.2	194.8

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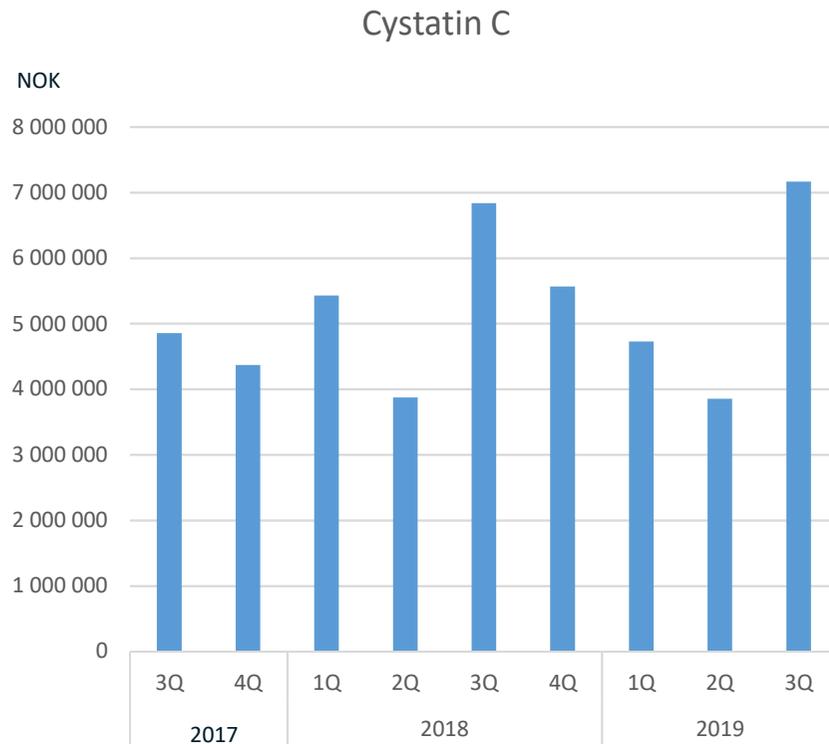
Outlook

Cystatin C

- Body mass independent kidney function marker
- Early detection of reduced kidney function
- Estimated global market value of \$0.5B
- Continued growth for the company mainly coming from China and US

Sales Cystatin C

Kidney function test, diagnosis and monitoring



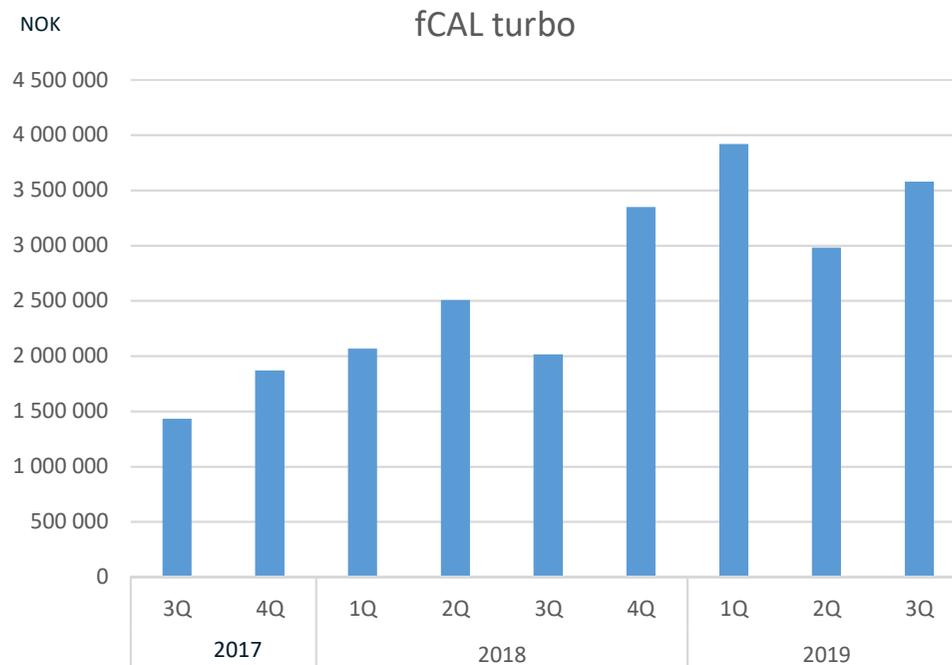
- Record sales of Cystatin C, carry-over effect from 1H partly a factor
- Soft 1H19 due to warehouse consolidations in China and Europe
- Strong increase in shipments to Asia
- Warehouse situation in Europe seems to be normalized

fCAL® turbo

- fCAL turbo support diagnosis of inflammatory bowel disease (IBD)
- Testing of fecal samples on clinical chemistry analysers provide significantly faster results to clinicians
- Reduces the need for endoscopic examinations of the colon
- Estimated market value of >\$50M
- Continued growth due to increasing demand and competitive conversions by our trusted sales channel partner Bühlmann Laboratories AG

Sales fCAL® turbo

Test for inflammatory bowel disease (IBD), diagnosis and monitoring



- Strong quarter for fCAL turbo
- Growth driven by addition of new customers converting from other platforms
- First revenues from Bühlmann / Roche agreement expected in Q4
- Revenues from US customers expected in 2020

Fecal Pancreatic Elastase Assay

CALEX® extraction
of stool sample
Convenient and safe

Turbidimetric
Unique in Speed, Quality
and Flexibility



 **BÜHLMANN**

BÜHLMANN fPELA® turbo

gentian

fPELA (Fecal Pancreatic Elastase)

- Marker for pancreatic exocrine insufficiency (PEI)
- Emerging market
- Same sample as fCAL® turbo
- Same end-users as fCAL® turbo
- Launch of fPELA is planned for 2020 by our sales channel partner
Bühlmann

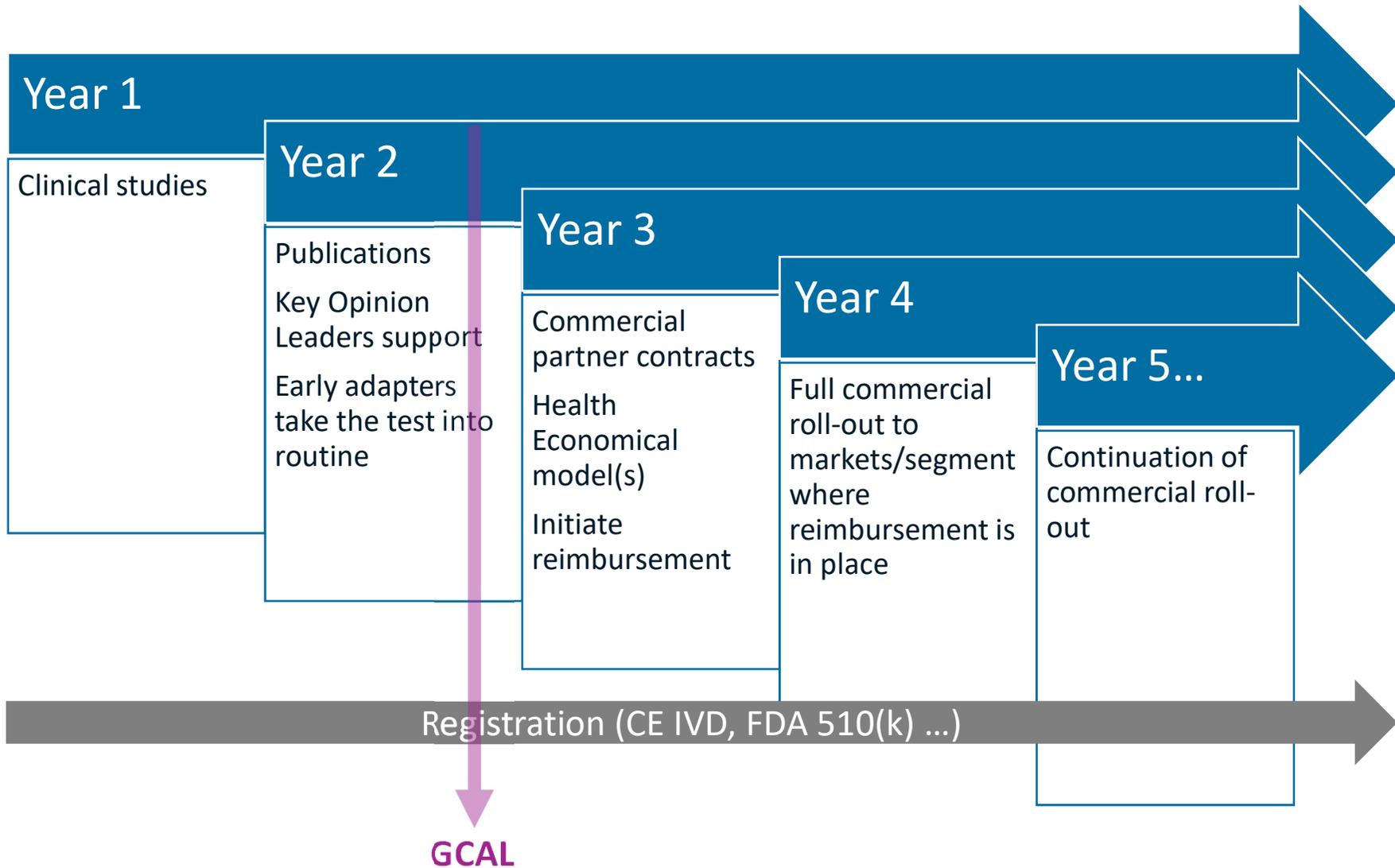
GCAL[®]

- Novel test for differentiating bacterial from viral infections
- Potential application for early detection and monitoring of sepsis, other severe infections and rheumatoid arthritis
- Informed treatment decisions for antibiotic stewardship
- Reported infectious diseases market value is \$4.0B (BCC, 2018)

gentian

Market development timeline

Process has to be country specific



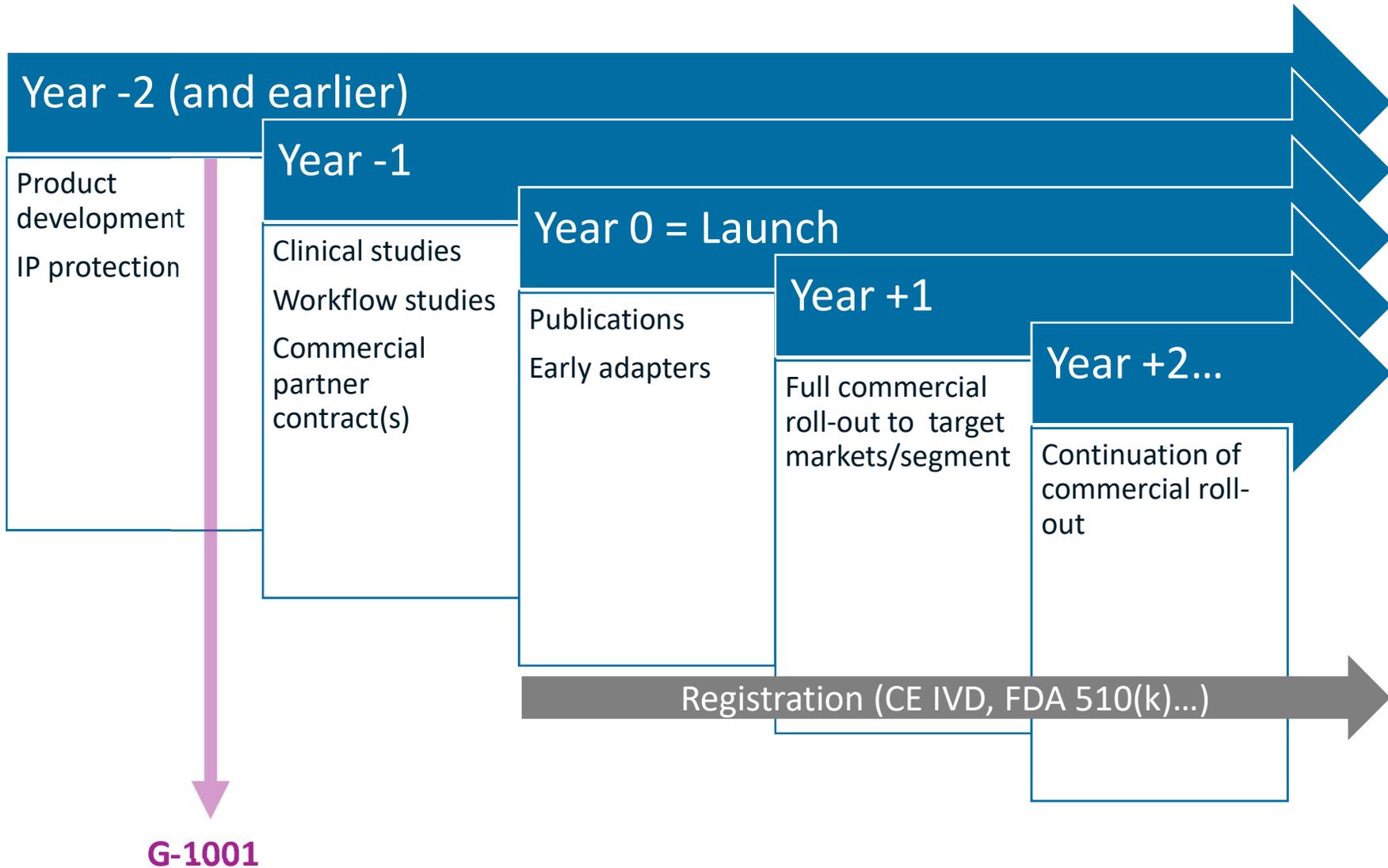
Study Highlights to date

- Plasma calprotectin is a useful early marker of bacterial infections in critically ill patients, with better predictive characteristics than WBC (white blood cell count), CRP and PCT
- Calprotectin successfully identifies patients with signs of infection in the emergency department
- Calprotectin levels correlates with the severity of the disease
- Prognostic biomarker for ICU admission and mortality
- Better performance than PCT and HBP in differentiation between bacterial and viral infections
- Superior to PCT and HBP in indicating patients with sepsis and differentiation between sepsis and sterile inflammation / trauma

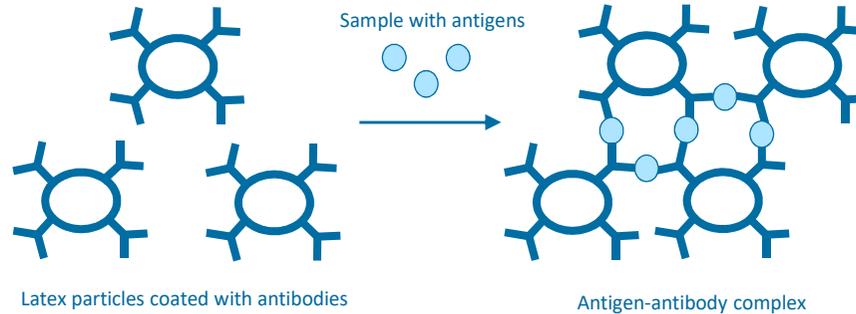
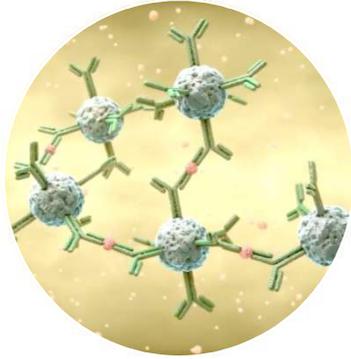
G-1001

- Cardiac disease marker
- Total cardiac disease marker market value is estimated to be >\$2B
- Launch of G-1001 is planned for 2021
- Go-To-Market via OEM partner(s)
- Short ramp-up time, as it is established in the medical routine

Launch plan G-1001

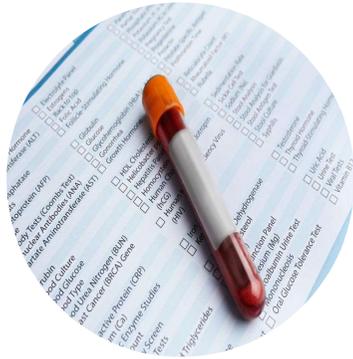


Particle-enhanced turbidimetric immunoassay (PETIA)



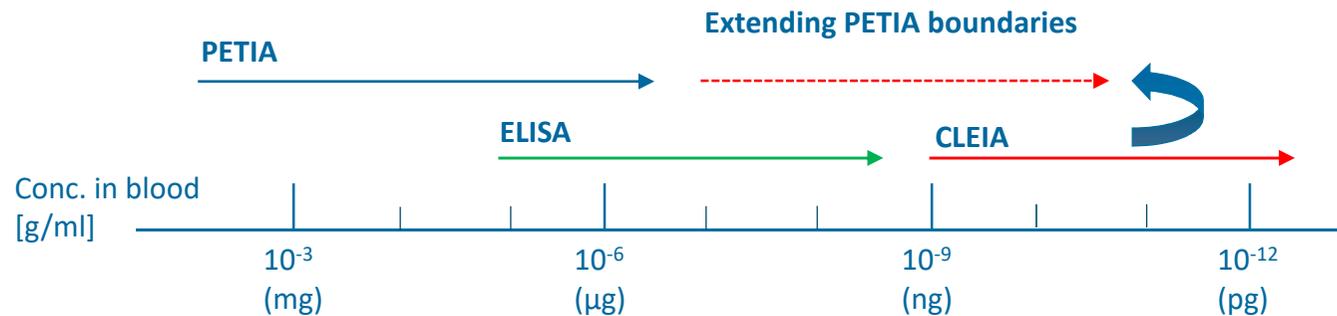
Turbidimetric measurement of antigen-antibody complex

Detection limits of Gentian PETIA assays (examples)



Product	Limit of quantification [mg/L]	Measuring range [mg/L]
Plasma Calprotectin	≤ 0.3	0.5 - 20
Cystatin C	0.28	0.4 - 8.0
Canine CRP	7.0	10 - 300

Pushing the boundaries for PETIA



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Outlook 2019

- The Company expects continued sales growth in 2019 versus 2018 primarily driven by fCAL® turbo.
- The Cystatin C sales in 2H2019 is expected to be to be significantly higher than 1H2019. One contributing factor to this is good sales growth in China. The company expects the total Cystatin C sales in 2019 to be in line with 2018.
- For fCAL® turbo, the company expects continued sales growth in Europe. First customer conversions in the US after the FDA clearance are to be expected early 2020. In addition, the new collaboration with Roche is expected to have a positive effect on sales as of end of 2019.
- For GCAL, new independent publications are in preparations, some of them with anticipated releases in 2019. In addition, the company is continuing to intensify its efforts to engage with Key Opinion Leaders in the field of infectious diseases around the world, as well as selected hospital laboratories and potential commercial partners.
- The Fecal Pancreatic Elastase development is on plan with aim to launch in 2020.
- The G-1001 development is on track with expected launch in 2021.