

The Essential Life Science Partner for Data-Driven Answers in Rare & Neurodegenerative Diseases

CENTOGENE (CNTG) Company Presentation
June 2023



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For further information, please refer to the Risk Factors section in our Annual Report for the year ended December 31, 2022, on Form 20-F filed with the SEC on May 16, 2023, and other current reports and documents filed with the U.S. Securities and Exchange Commission (SEC). You may get these documents by visiting EDGAR on the SEC website at www.sec.gov.

CENTOGENE @ a Glance

The essential life science partner for data-driven answers in rare and neurodegenerative diseases

We are on a mission to provide data-driven, **life-changing answers** to patients, physicians, and pharma companies



2006

CENTOGENE was founded



Global

Offices in Germany, U.S., Switzerland, and Serbia



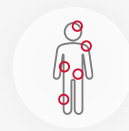
IPO

In 2019 (CNTG)



€ 47.5m

in FY2022 revenues - Guidance FY2023: YoY growth 10-15%²



>750k

Individuals in CNTG Biodatabank, the **world's largest real-world integrated multiomic data repository** in rare and neurodegenerative diseases



50+

Collaborations with biotech/biopharma partners, covering over **46 rare diseases**¹

>90% of the >350 Million people affected by a rare disease are
have not yet been diagnosed

>90% of the >7,000 rare diseases **do not have an FDA approved
treatment**

This market is accelerating in terms of sales and R&D spend

Orphan Drug Market



2022



2026

with CAGR of
~12%

Near-Term Opportunities: Addressing key stakeholder challenges

Patients, Patient Groups, Disease Foundations



Meet CENTOGENE

We are the essential life science partner for data-driven answers in rare and neurodegenerative diseases



CENTOGENE's 3 Strategic Pillars: Fueling revenues, growing CENTOGENE Biodatabank, and building pharma partnerships

1 DIAGNOSTICS

Highly differentiated testing portfolio offering state-of-the-art WES/WGS/Multiomics

Sample Collection



Proprietary DBS-solution

Multimic Wet Lab



WES
WGS
Multiomics

Multimic Dry Lab & Bioinformatics



Bioinformatics & Medical Reporting
Data Curation

Medical expertise & counselling



Physician support
Medical oversight

2 CENTOGENE BIODATABANK

World's largest real-world integrated multiomic data repository in rare and neurodegenerative diseases



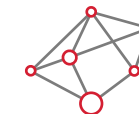
3 BIOPHARMA PARTNERSHIPS

Acceleration & de-risking of clinical trials from discovery to market access

Discovery & Early Clinical Development Clinical Research



Market Access & Expansion CNTG Biodatabank & HCP Network



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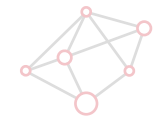
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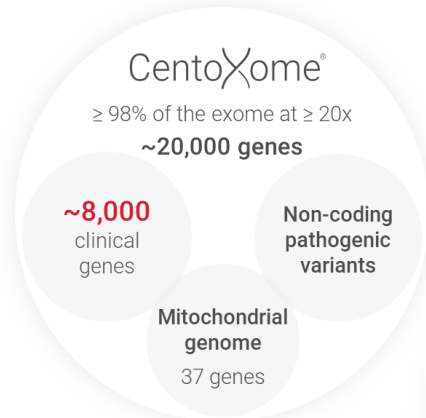
CENTOGENE's Diagnostic Offering: End-to-end Dx solution based on state-of-the-art sequencing & bioinformatics technology

Gold standard for DNA and multiomic sampling from >120 countries, easy logistics for centralized testing

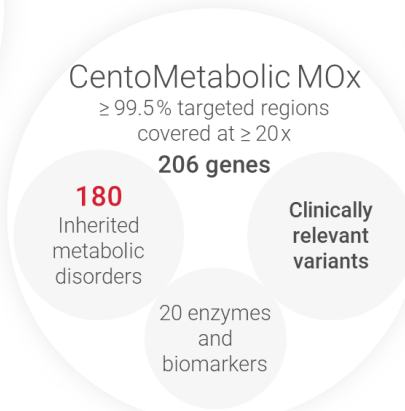


Wet-lab: Highly differentiated testing portfolio in state-of-the-art CLIA/CAP certified laboratory with deep medical expertise

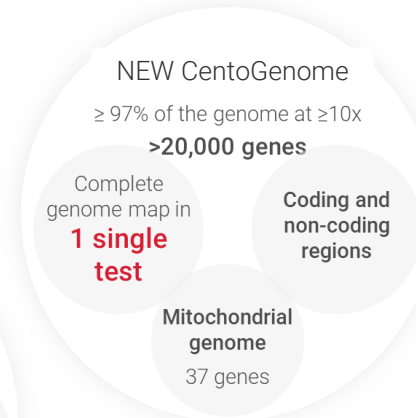
Exome Testing



Multiomic Testing



Genome Testing



Dry-lab (SaaS) solution enabling laboratories around the world to deliver leading diagnostic insights to local patients



Physician network

- Approx. 30,000 active physicians worldwide
- Composed of a range of specialties: neurology, nephrology, pediatrics, hematology

Accreditations

- CAP accredited
- CLIA accredited
- ISO 15189 certified
- CAP accredited Biobank, compliant with ISO20387

Reports & Genetic Counselling

- Proactive, free-of-charge reclassification program
- Access to a network of genetic counsellors and liaisons enables better diagnostics, interpretation and physician counselling

CENTOGENE's Multiomic Datasets: Feeding our bioinformatics pipeline and annotated from the CENTOGENE Biodatabank to reach a medically validated diagnosis

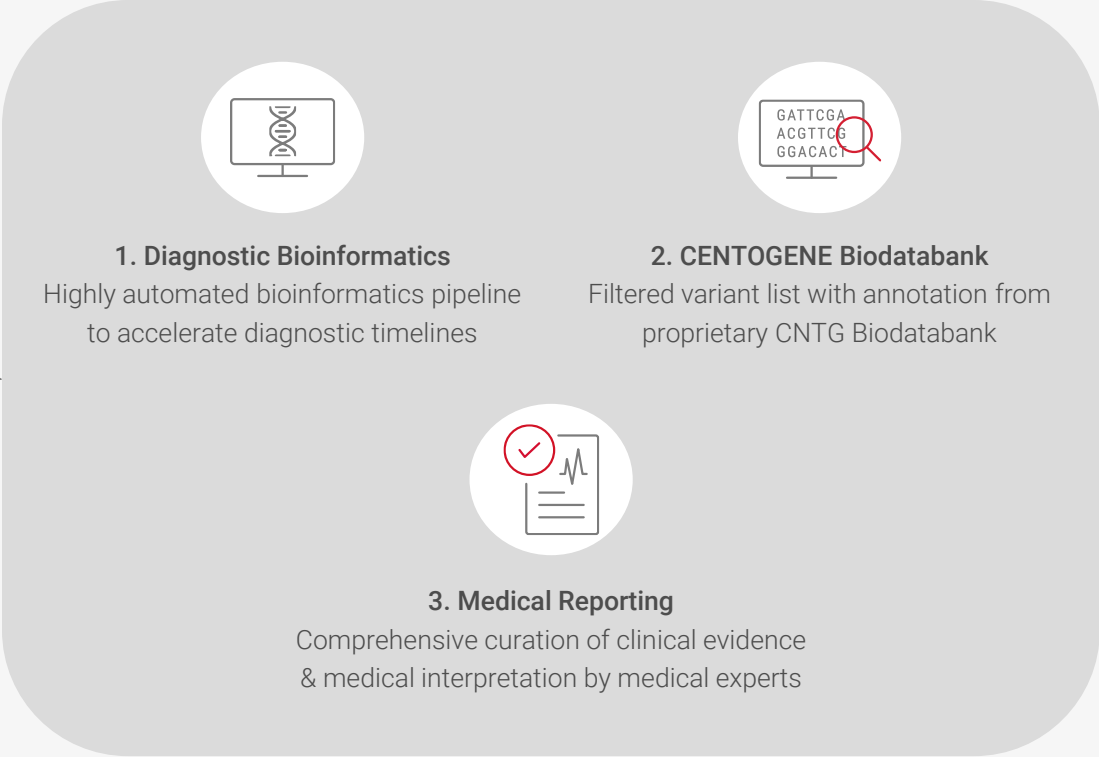
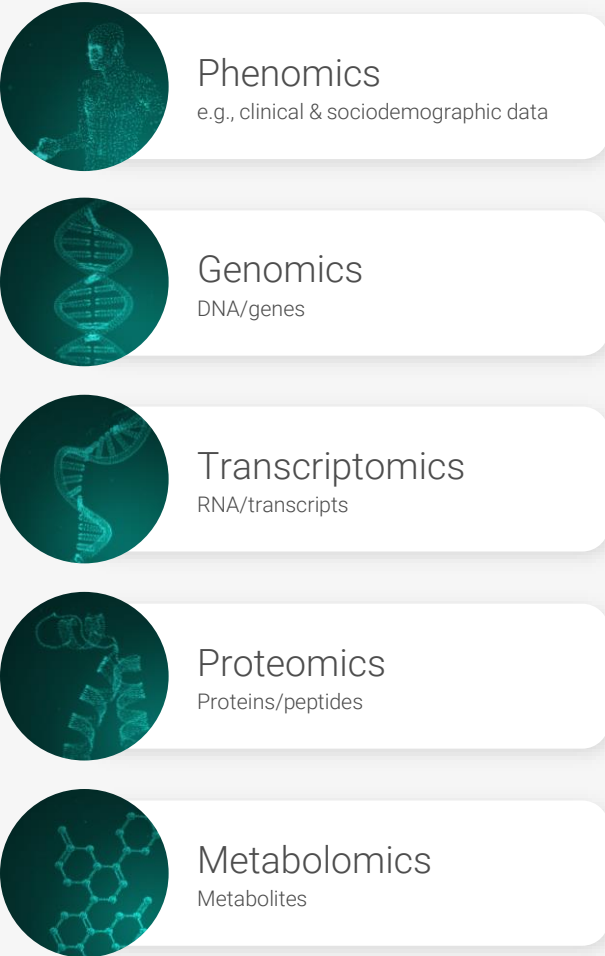


Deep Phenotyping

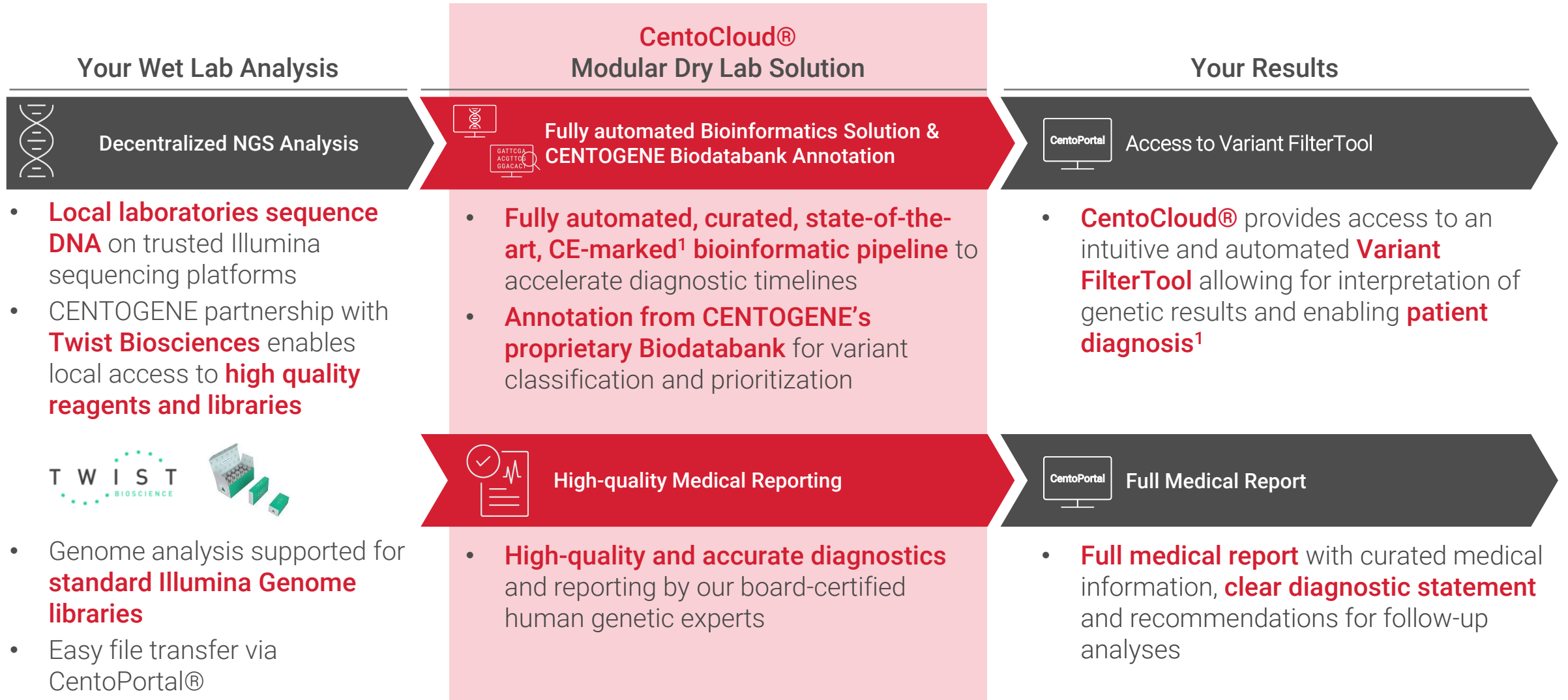
Multiomics Datasets

Dry Lab: Data Integration & Interpretation

Phenotypes, structural & functional traits, clinical data



Centocloud® (SaaS): Access CENTOGENE's dry lab capabilities with a CE IVDR-marked virtual dry lab solution to complement local wet labs¹



¹² 1 Centocloud is CE-marked under the In Vitro Diagnostics Directive (98/79/EC). CE-marking is required for all in vitro diagnostic (IVD) devices to be placed in the European Economic Area (EEA) countries, as well as Iceland, Norway, and Liechtenstein, and indicates that the device may be legally commercialized in this area.



- Received accreditation from the College of American Pathologists (CAP) in February 2020
- First biorepository outside U.S. to receive such accreditation

CLIA ACCREDITATION

- Adhering to the strictest quality criteria to ensure accurate, reliable, and timely patient test results



- Meeting international standards for quality and competence particular to medical laboratories



- CentoCloud is CE-marked under the In Vitro Diagnostics Directive (98/79/EC) since May 2022

CENTOGENE's 3 Strategic Pillars: Fueling revenues, growing CENTOGENE Biodatabank, and building pharma partnerships

1 DIAGNOSTICS

Highly differentiated testing portfolio offering state-of-the-art WES/WGS/Multiomics

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Proprietary DBS-solution

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Bioinformatics & Medical Reporting
Data Curation

Medical expertise & counselling



Physician support
Medical oversight

2 CENTOGENE BIODATABANK

World's largest real-world integrated multiomic data repository in rare and neurodegenerative diseases



3 BIOPHARMA PARTNERSHIPS

Acceleration & de-risking of clinical trials from discovery to market access

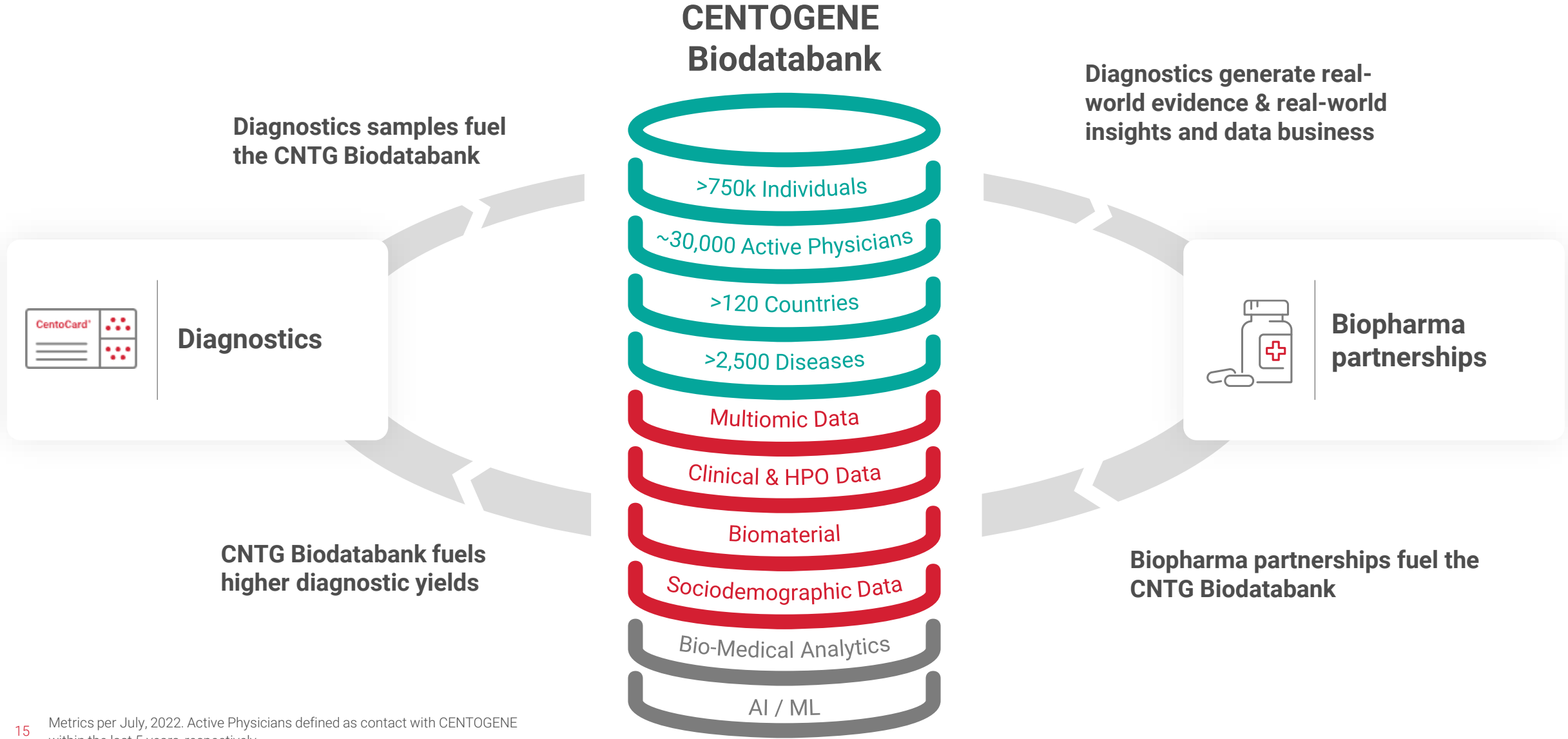
Discovery & Early Clinical Development Clinical Research



Market Access & Expansion CNTG Biodatabank & HCP Network



The CENTOGENE Biodatabank: Highly diverse real-world data repository for rare and neurodegenerative diseases



15 Metrics per July, 2022. Active Physicians defined as contact with CENTOGENE within the last 5 years, respectively.

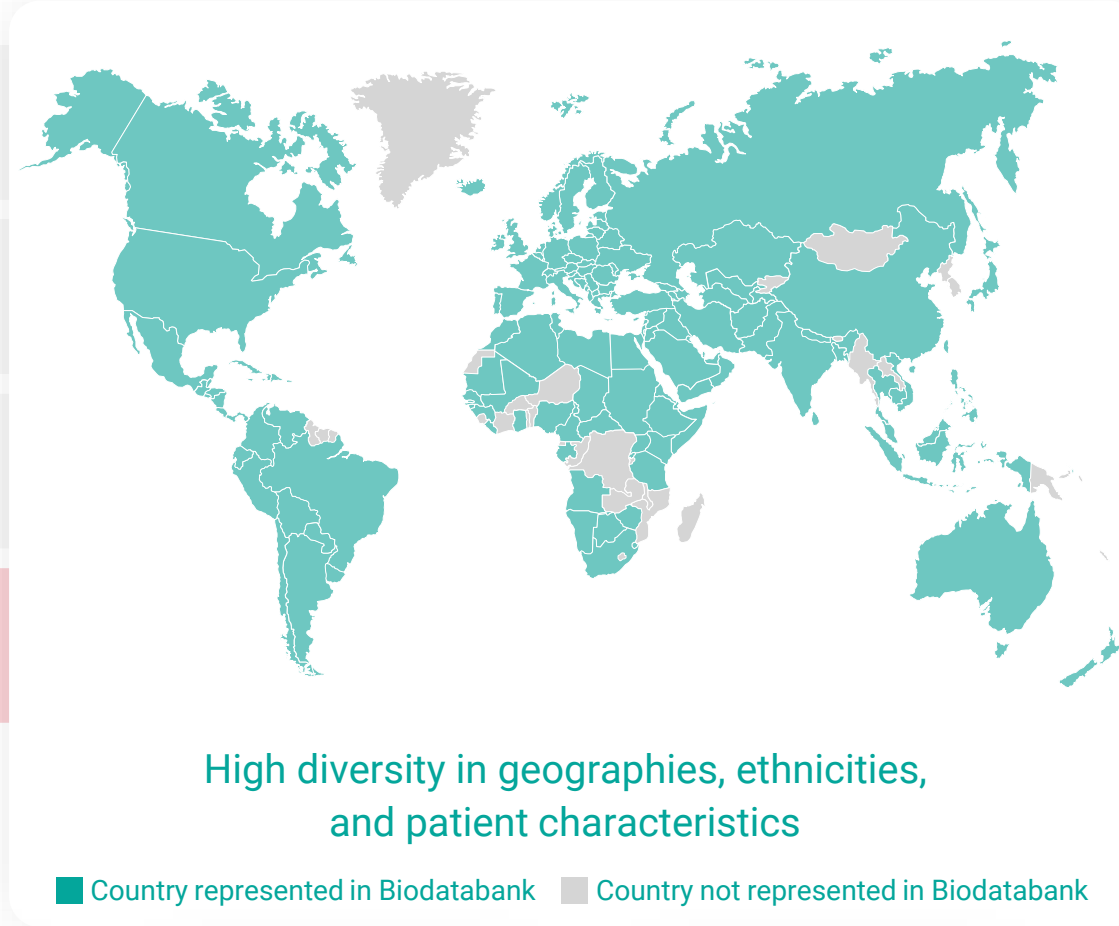
The CENTOGENE Biodatabank: The breadth and depth makes it a unique resource

>750,000 individuals
>30,000 via clinical studies

>400,000 biosamples from
>120 countries

~30,000 active physicians
in our network

~50% broad research consent
(**>70%** in recent years)



>70 million unique variants

High share of pediatric cases
>13k family data sets

>2,500 rare diseases covered
with diagnosed patients

>70% of individuals of **non-European descent***

**as compared to ~78% European ancestry in GWAS catalogue per 2019¹*

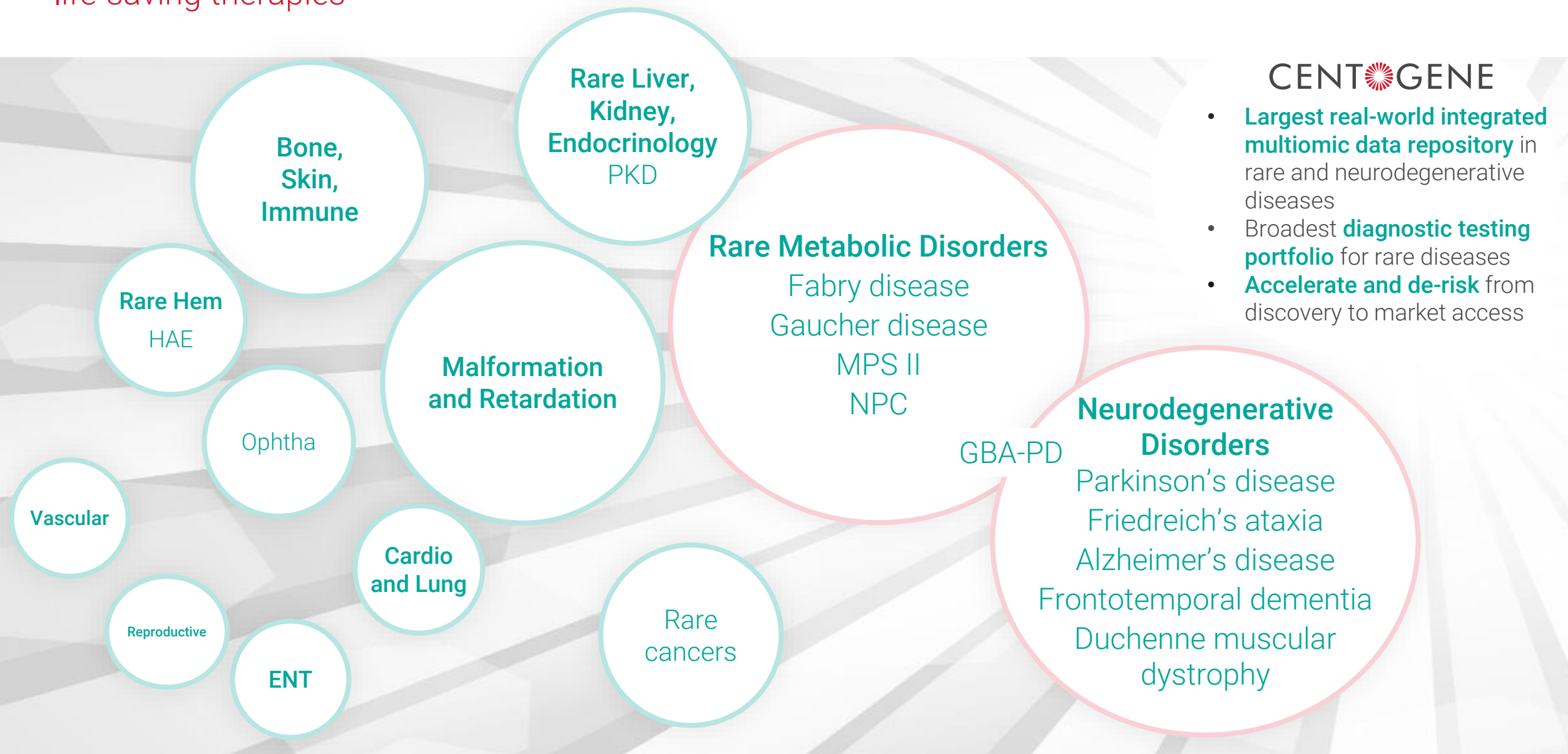
**Clinical
Diagnostics**

**Target & Drug
Discovery**

**Clinical
Study Support**

**Market Access
& Expansion**

The CENTOGENE Biodatabank: Insights into 2,500 rare diseases to support life-saving therapies



CENTOGENE

- **Largest real-world integrated multiomic data repository** in rare and neurodegenerative diseases
- Broadest **diagnostic testing portfolio** for rare diseases
- **Accelerate and de-risk** from discovery to market access

CENTOGENE's 3 Strategic Pillars: Fueling revenues, growing CENTOGENE Biodatabank, and building pharma partnerships

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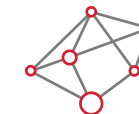
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Market Access & Expansion CNTG Biodatabank & HCP Network



CENTOGENE's Unique Pharma Offering: Accelerating and de-risking drug discovery, development, and commercialization

Discovery & Early Clinical Development

Patient-derived Cell Models & Multiomics

Biomarker/Assay Identification & Validation

Clinical Research

POC/ Ph II/III

Patient Multiomic Profiling, Stratification, Modelling

Patient Identification & **Diagnostics** for Clinical Recruitment

Observational Studies

Observational Studies & Registries (e.g., epidemiology, Natural History Studies genetic & biomarker profiling)

Market Access & Expansion

Early Patient Access Programs

Patient Stratification, Genetic & Biomarker Profiling, Modelling

Patient ID & **Diagnostics** for Market Expansion

CENTOGENE Biodatabank & HCP Network

Real-World Evidence and Real-World Insights

(e.g., new and existing reports, clinical feasibility, genetic, epidemiology)

Data Business

(de-identified data cuts & patient cohorts for analysis on third-party platforms)

CNTG Biodata License Fee (e.g., on TRE Platform)

HCP Network

(~30,000 physicians across 120 countries)
Outreach Services



Market Access and Expansion: Maximize access and personalize patient, provider, and pharma value

Market Access and Expansion



- Real world registry
- Early access programs
- Patient Stratification
- Genetic and Biomarker Profiling
- Modelling
- Patient Identification
- Patient Diagnostics
- CENTOGENE Biodatabank
- HCP Network



- 2015 - Ongoing
- **Rare metabolic and rare neurodegenerative diseases**
- **Provide diagnostic testing services** to identify patients with **rare metabolic and rare neurodegenerative diseases**
- **42 Countries**



- 2015 - 2022
- **Hereditary transthyretin amyloidosis (hATTR) disease**
- Sponsored testing program with > 600 samples from 10 countries (Europe) & 125 samples (U.S.)



- 2019 - 2022
- **Duchenne muscular dystrophy (DMD)**
- **DMD Sponsored testing program (250 samples)**
- **5 countries:** UAE, KSA, Lebanon, Kuwait, Egypt



- 2019 - Ongoing
- Identify patients in **DMD & Aromatic L-amino Acid Decarboxylase (AADC)**
- **Genetic testing and biomarker analytics** for AADC deficiency in **65 countries** (LATAM, Europe, MENA)
- >2,500 DMD & >2,900 AADC samples screened

Clinical Development



Observational studies

- Epidemiology & Patient finding
- Genetic & biomarker profiling

POC/Ph II/III

- Patient multiomic profiling
- Stratification, Modelling, and Efficacy markers
- Patient identification & diagnostics

CENTOGENE Biodatabank & HCP Network



- **2021**
- **Hypophosphatasia (HPP)**
- Strensiq (innovative enzyme replacement therapy)
- **De novo variant identification** for HPP and **identification of potential new genes** causing HPP
- **Germany**



- **2018 - Ongoing** (ROPAD Study with extensions)
- **Parkinson's disease (PD)**
- **Enroll ~15,000 enrolled patients to date**
- **10 countries**
- **Patients identified with LRRK2 genetic variations may be eligible for interventional clinical studies**



- **2018 - 2021**
- **Gaucher disease**
- **Longitudinal natural history study** (LysoProof) with **>1,600 samples analyzed**
- **13 countries** (EU, LATAM, APAC, MENA)
- **Identified and genetically tested >250 Gaucher patients**



- **2021 - Ongoing**
- **Pyruvate kinase ("PK") deficiency**
- **Genetic testing and identification of causative mutations**, incl. HBA1, HBA2, and HBB genes, in Ph. II/III trials
- **20 Countries** (North America, Europe, MENA, APAC, & LATAM)



- **2020 - Ongoing**
- **Hereditary transthyretin-related amyloidosis (hATTR)**
- **Longitudinal study providing a molecular genetic diagnosis of hATTR** via NGS and MLPA
- **Germany**
- **5,000 patients enrolled**



- **2021 - Ongoing**
- **Frontotemporal dementia (FTD)**
- **Enroll and genetically test over 3,000 FTD patients in EFRONT Study**
- **7 countries** (Belgium, Germany, Greece, Italy, Portugal, Spain, and Turkey)

Target & Drug Screening: Build partnerships around precision and confidence

Target and Drug Screening



Target & Drug Screening

- Patient-derived cell models & multiomics
- Biomarker/Assay identification & validation

CENTOGENE Biodatabank & HCP Network



- **2021 - 2022**
- **Niemann-Pick type C**
- **Collaboration to generate data set to enable start of drug discovery**



- **2020 - 2023**
- **Gaucher Disease – joint drug discovery project**
- **Joint drug discovery project to identify small molecules reducing biomarker Lyso-GB1 in disease cell models**
- **Transcriptomic and metabolomic data set enabling patient selection with highest unmet need**



- **2021 - Ongoing**
- **Friedreich's Ataxia, Duchenne Muscular Dystrophy, Hereditary transthyretin-related amyloidosis**
- **Novel biomarker discovery to stratify and monitor patients for disease severity/progression and to enable the discovery of disease modifiers explaining heterogeneity**



- **2018 - 2022**
- **Rare neurodegenerative diseases**
- **Data Access and Collaboration Agreement granting access to the CENTOGENE Biodatabank for discovery & validation of novel genetic and biochemical targets for the potential development of new therapies for rare diseases**

CENTOGENE Capabilities: Fully integrated multiomic solutions for Diagnostics & Pharma

Wet Lab Capabilities:

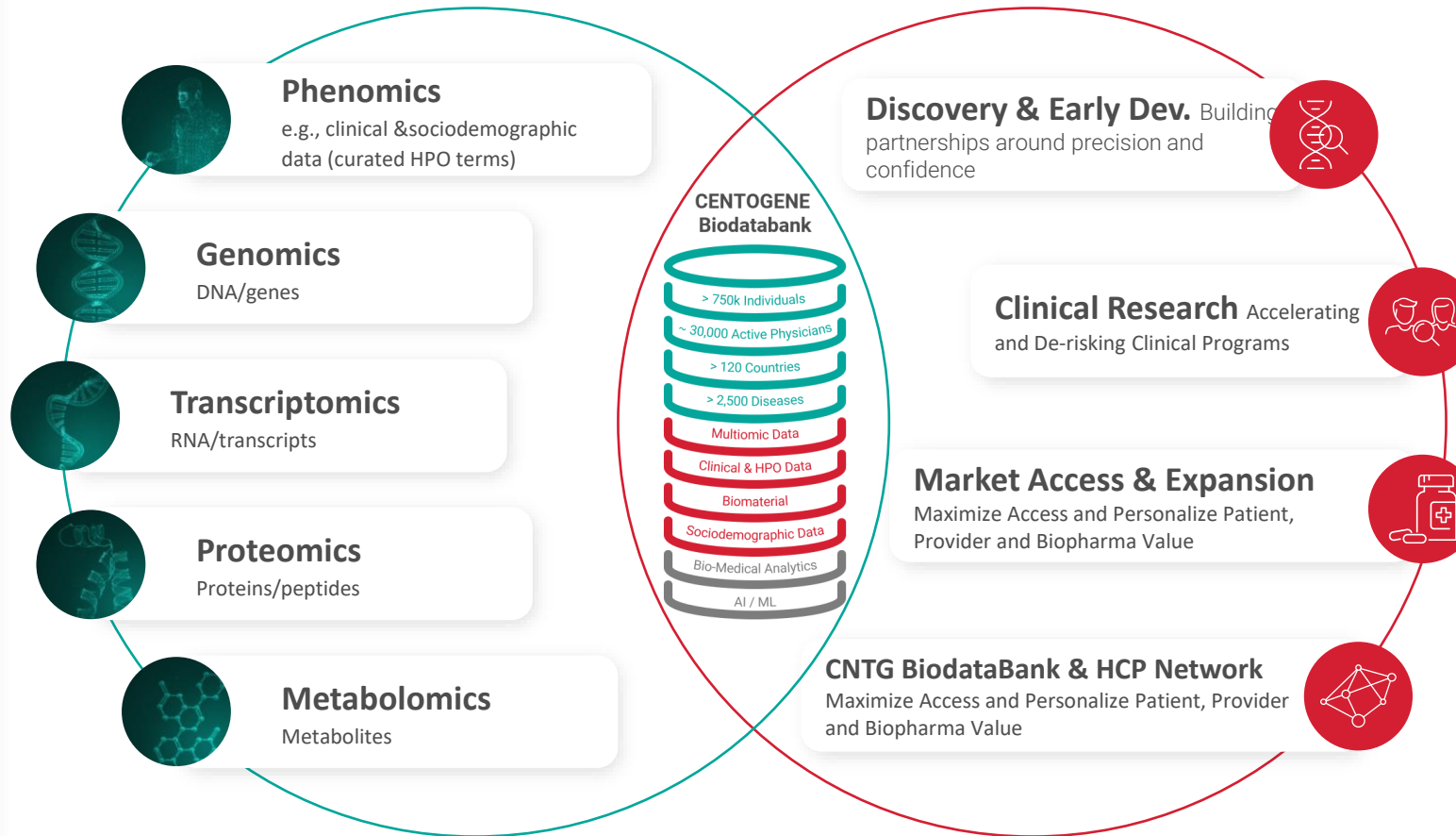
- **Genomics:** CentoGenome®, CentoXome®
- **Multiomics:** CentoGenome MOx®, CentoXome MOx®, CentoMetabolic MOx®
- **Reproductive testing:** CentoNIPT®
- **NGS Panels Testing:** Centogene NGS Panels
- **Carrier/Family testing:** CentoScreen®, CentoArray®
- **Biochemistry Testing:** CentoMetabolic MOx®
- **Single Gene Sequencing:** NGS, Sanger, MLPA, FLA, RPA

Dry Lab Capabilities:

- **Software as a Service offer:** CentoCloud®
- Fully automated genetic annotation and interpretation pipeline
- Medical Reporting

Sample Logistics:

- CentoCard®
- CentoPortal®



Discovery & Early Clinical Development:

- Patient-derived Cell Models & Multiomics
- Biomarker/Assay Identification & Validation

Clinical Research:

- Patient Multiomic Profiling, Stratification, Modelling,
- Patient Identification & Diagnostics (Clinical Recruitment)
- Observational Studies & Registries

Market Access and Expansion:

- Early Patient Access Programs
- Patient Stratification, Genetic & Biomarker Profiling, Modelling
- Patient ID & Diagnostics (Market Expansion)

CNTG BiodataBank & HCP Network:

- Real World Evidence & Insights
- Data Business / TRE Platform
- HCP Network

CENTOGENE Financials – FY 2022 – and new Guidance for 2023

Core Business - Dx and Biopharma revenues¹



Outgrowing the market

Diagnostics

- FY'22 revenues of €31.4 million +18% vs FY'21
- Sales of CentoXome®/CentoGenome® (Whole Exome/Genome Sequencing) up 34% YoY
- 25% of CentoXome® & CentoGenome® upsold to CENTOGENE MOx (multiomic solutions)
- Launched CentoCloud®, CE-marked decentralized SaaS and clinical decision support platform

Returned to growth

Pharma

- FY'22 revenues of €16.1 € million +3% vs FY'21
- Increased activity in the clinical studies of pharmaceutical partners
- GP margins more than doubled to 55%
- Launched data-driven partnering solutions for biopharma and research

Summary

Topline

Growth

- Focus on unique and transformative business model
- Expand pharma partnerships
 - Fully execute on our ongoing partnerships and target new pipeline deals
- Keep growing Dx at above-market level
 - Focus on profitable growth
 - Commercial excellence, CentoCloud®, and multiomics

Bottomline

Cost management

- Drive fit-for-purpose organization
- Focus on efficient operations and margin improvement

Runway

Cashflow

- Sector is not about growth at all costs
- Diligently manage cash and extend runway

2023 Revenue Guidance:*

**+10-15%
YoY**

FY
2022

Revenues of €47.5M up +12% yoy driven by Diagnostics +18% yoy and Pharma +3% yoy

\$

GP% expansion from 32% to 42% and ongoing **cost control** resulted in **>30% improvement in net results**

Segment adj. EBITDA of €13.2M up 69%

CENTOGENE

Thank
you

