

Diagnose. Understand. Treat.

Baird 2021 Global Healthcare Conference CENTOGENE (CNTG) Company Presentation September 14, 2021



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# Mission

We are a data-driven rare disease company that unlocks the complexities of patients' biology to diagnose, understand, and treat rare diseases.

Our goal is to enable the cure of 100 rare diseases in 10 years.



Focus on rare diseases driven by high unmet medical needs of rare disease patients and strong commercial opportunity.

Rare diseases space transformed by new technologies creating the opportunity NOW

Al and big data empowering the analysis of complex datasets



Breakthrough new therapeutic platforms gaining ground

e.g., Gene, RNA, and cell therapy, CRISPR

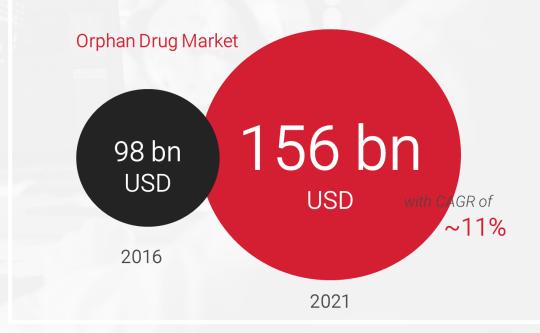
Multiomics tools accelerating the medical revolution



Market for therapies and diagnostics in rare diseases is growing

~350 Million people affected by rare genetic diseases, ~90% undiagnosed.

<5% of rare diseases have meaningful therapies, ~7,000 hereditary rare diseases identified.

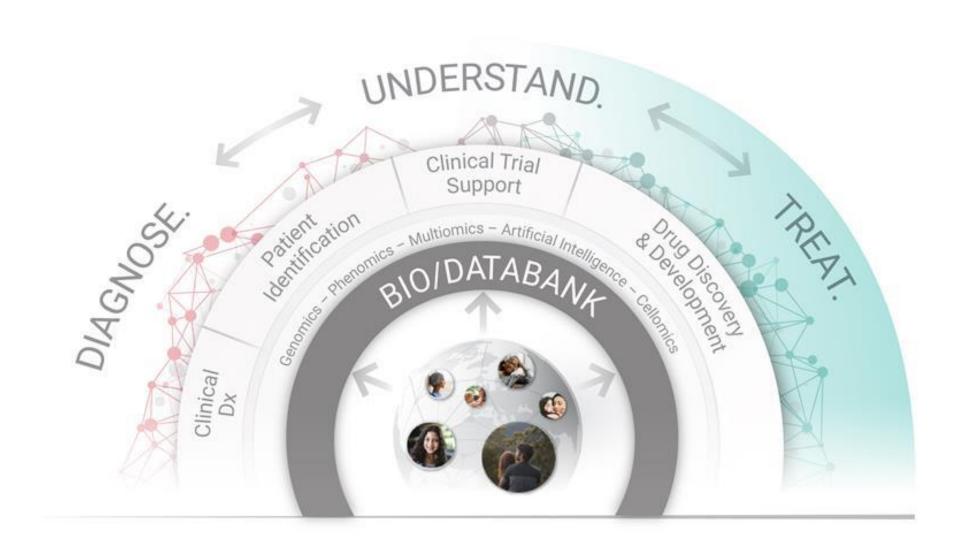


# CENTOGENE uniquely positions to lead the field in Data-Driven Insights Creator in Rare Diseases

Peer Group of Data-driven Insights Companies

			TEMPUS SEMA4 Insitro flatiron
	Focus on rare diseases	<b>*</b>	$\times   \times   \checkmark   \checkmark   \times  $
	Databank		
	Biosamples		√
	Proprietary data value chain		
	Geographical diversity		XIXIXIX
GATTCGA ACGTTCG GGACACT	Commercial multiomic products		XXXXXXXX

## CENTOGENE business model and strategic value creation

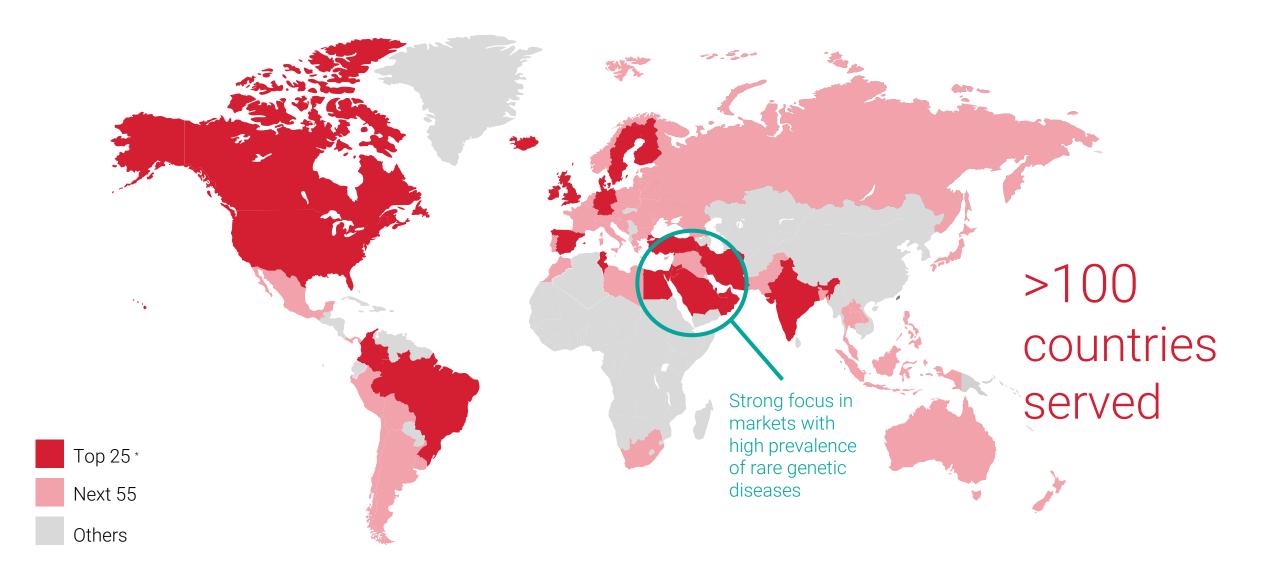


# At the Core: Our Leading Bio/Databank Enables Key Use Cases With Data Breadth & Multiomic Depth



1 Illustrative graphs. Metrics dependent on exact definition incl. variant classification.

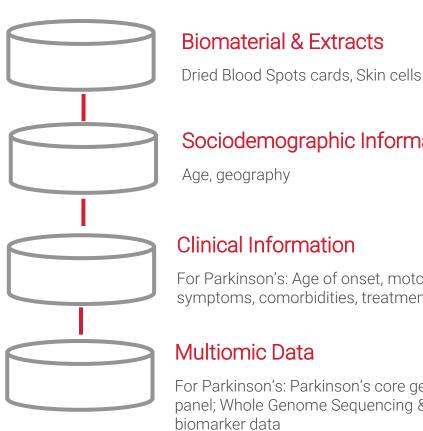
## Geographical diversity - Unique Global reach differentiates CENTOGENE



<sup>\*</sup> Country ranking according to number of commercial orders received. Clinical Diagnostics commercial orders received 2012 to April 2021, order status "cancelled" excluded - Map for illustration purposes only.

#### Deep data differentiates CENTOGENE

#### Depth of Bio/Databank





#### Sociodemographic Information



For Parkinson's: Age of onset, motor and other symptoms, comorbidities, treatment, etc.



For Parkinson's: Parkinson's core genes and panel; Whole Genome Sequencing &



- 1. Why it matters: Large % of patients is not properly diagnosed with genetic data alone
- 2. Opportunity to mine for biomarkers and drug targets
- 3. Discover hypotheses in patient derived cell samples (iPSC)

#### Pharma subscribes to our concept of enabling precision medicine

Generate data and insight exemplified in our recent deals

#### Our unique position ...



Understand the molecular characteristics of Parkinson's disease



Identify patients with frontal temporal dementia mutations



Turning these insights into precision medicine

## ... led to pharma engagements



ROPAD\* Study to genotype up to 12,500 patients with Parkinson's disease globally



EFRONT\* Study to determine prevalence of *GRN* in >3,000 frontotemporal dementia patients across Europe



Combining external hit discovery with CENTOGENE's novel disease insights to produce IND enabling therapies

# New core management team bringing unique set of experience & complementary networks from leading international life sciences companies



Andrin Oswald, M.D. Chief Executive Officer

- > Joined in Dec. 2020
- 20+ years experience in pharma
- Prior positions include
  Director of Industry
  Engagement &
  Partnerships at the
  Gates Foundation,
  various executive
  roles at Novartis &
  Glaxo Smith Kline



BILL & MELINDA GATES foundation





René Just

- Joined in June 2021
- 20+ years of finance experience
- Previous experience in listed and PE owned companies in Pharma, IT and services. Most recently CFO and Co-Managing Director at specialty pharma company Riemser, prior to its sale to ESTEVE





Michael Motz, Ph.D. Chief Commercial Office

- Joined in June 2021
- 25+ years of industry experience in biotech and pharma in executive and BD positions
- Expert knowledge in drug discovery and development for rare diseases, incl. lysosomal storage diseases
- Managed large licensing transactions in U.S. and EU





Patrice Denèfle, Ph.D. Chief Scientific Officer

- > Joined in Aug. 2021
- 35+ years leadership experience biotech and pharma, from large company to start-up
- Biotechnology & biotherapeutics, incl. Genetic therapies, Molecular and clinical pharmacology, Translational Research, and Precision Medicine





Maximilian Schmid, M.D. Chief Commercial Officer

- Joined in March2021
- 20+ years of experience in Europe, U.S., and APAC
- Prior positions include Global Head of Medical Affairs at Roche Sequencing; and Ariosa Diagnostics
- Habilitation in prenatal genetics and experience in management consulting





Prof. Dr. Peter Bauer Chief Genomic Officer

- Joined 2016, leading expert in rare disease genetics, instrumental in building up Bio/Databank
- > Proven clinical & medical expertise
- Authored 140+ publications
- Vice President of the German Society of Neurogenetics
- Previously headed the Molecular Diagnostic Lab at the University Hospital Tübingen







# Q2 2021 Financials - Strong Revenue

#### Q2 Revenue<sup>1</sup>

(€ Millions)



#### **Financial Highlights**

- Revenues more than quadrupled in Q2 2021 compared to Q2 2020, driven by growth from COVID-19 testing and the Diagnostics segment
- Diagnostics revenues (excl. COVID) increased 82% compared to Q2 2020
- Pharma revenues decreased YoY from €3.9 million in Q2 2020 to € 2.8 million in Q2 2021
- Commercial COVID-19 testing contributed €42.3 million in revenues in Q2 2021, up from €2.1 million in Q2 2020

#### Investment summary

Clear focus on core rare disease business

Empowering new management team to execute on mission

Return to pre-pandemic sales growth trajectory in core business segments

# Tracking Our Mid-Term Progress

- Revenue in Dx and Pharma segment to outgrow the market
- Reach 1 million patients in Bio/Databank
- Grow physician network of active users
- Reach 10 full disease models
- Sign 2-4 strategic partnership deals towards enabling therapy development

Goal of enabling cure of 100 rare diseases in 10 years

