



Q3 2020 Financial Results

Andrin Oswald, M.D. – CEO

Richard Stoffelen – CFO

DECEMBER 16, 2020

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FOR FURTHER INFORMATION, PLEASE REFER TO THE RISK FACTORS SECTION IN OUR ANNUAL REPORT FOR THE YEAR ENDED DECEMBER 31, 2019 ON FORM 20-F FILED WITH THE SEC ON APRIL 23, 2020, FORM 6-K CONTAINING OUR FINANCIAL RESULTS FOR THE THREE MONTHS ENDED MARCH 31, 2020, FILED WITH THE SEC ON JUNE 15, 2020 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.

Meet our new CEO

1 PRIVATE SECTOR




 NOVARTIS 
McKinsey
& Company

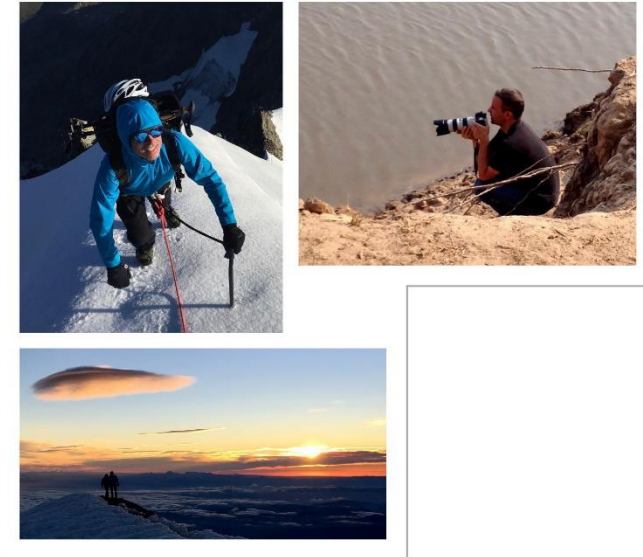
2 PUBLIC SECTOR



BILL & MELINDA
GATES *foundation*

 Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

3 PERSONAL SECTOR



Agenda

1. Business Update



Andrin Oswald, M.D.

CEO

2. Financial Review



Richard Stoffelen

CFO

3. Summary



Andrin Oswald, M.D.

CEO

4. Q&A

Strong COVID-19 testing revenue while core business continues to recover

Strong financial performance

- **Revenues** increased 212% year-over-year for Q3, bringing the 9-month revenue growth rate up to 73% year-over-year
- Growth driven by significant increase in **COVID-19 testing revenues**

Core business recovery

- Core business has **continued to recover** from the Q2 trough, although has not fully returned to pre-pandemic levels
- **Active discussions** on expanded Pharma partnerships and new signed deals in H2 2020 suggest **robust recovery in 2021**

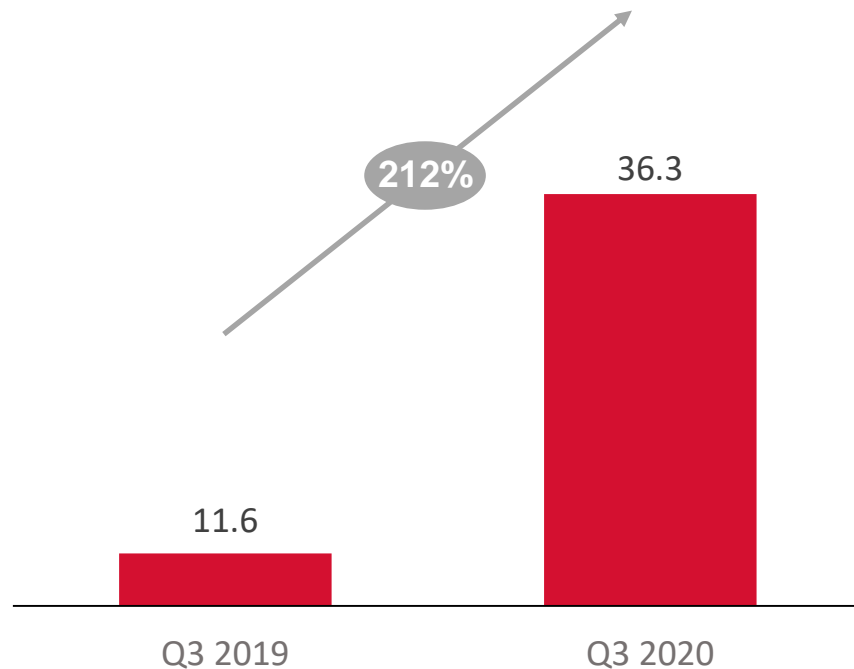
Path forward

- **2020 full-year revenue** guidance increased to above **€100 million**
- **Positive contribution from commercial COVID-19 testing** will allow CENTOGENE to make key investments to **further strengthen its position** in the rare disease space

Revenue upside from COVID-19 testing drives significant topline growth

Q3 Revenue

(€ Millions)

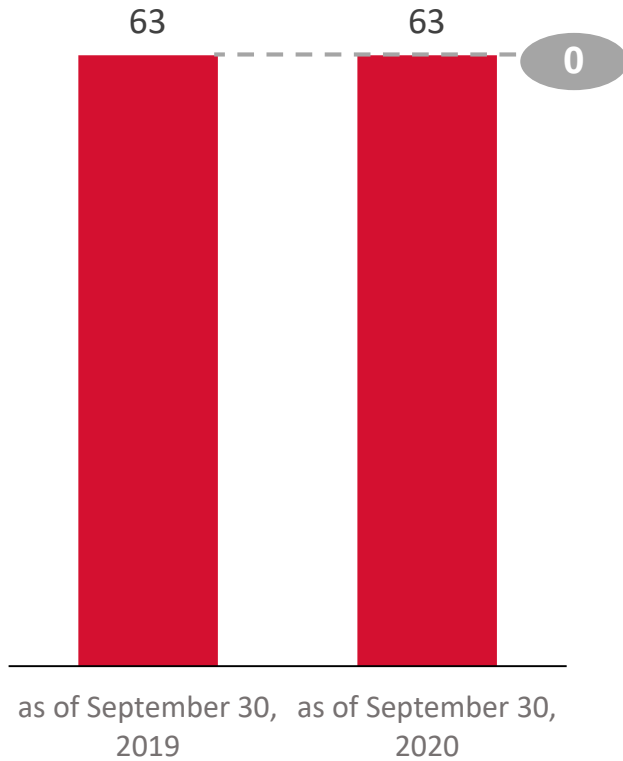


Financial Highlights

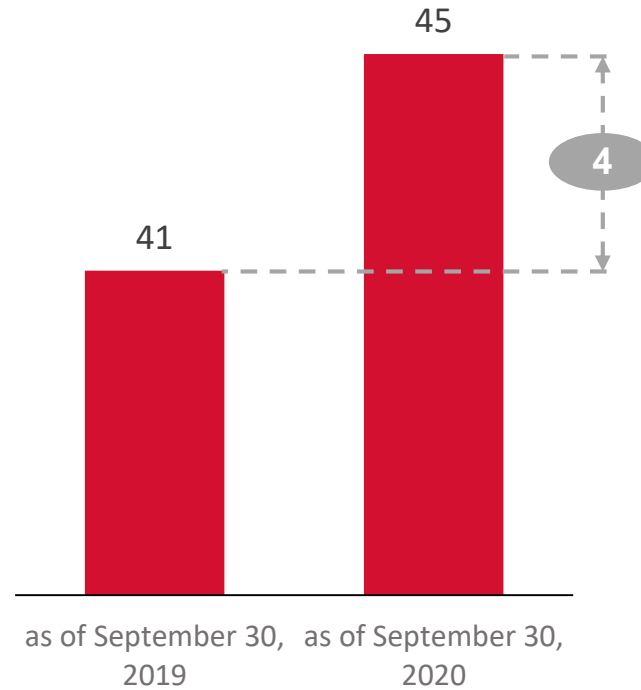
- Revenues up 212% compared to Q3 2019, driven by growth from COVID-19 testing
- Pharma revenues decreased 21%, while Clinical Diagnostics revenues (excl. COVID) decreased 25% compared to Q3 2019
- Commercial COVID-19 testing contributed €27.4 million in revenues in the quarter, up from €2.1 million in Q2 2020

Pharma segment operating metrics

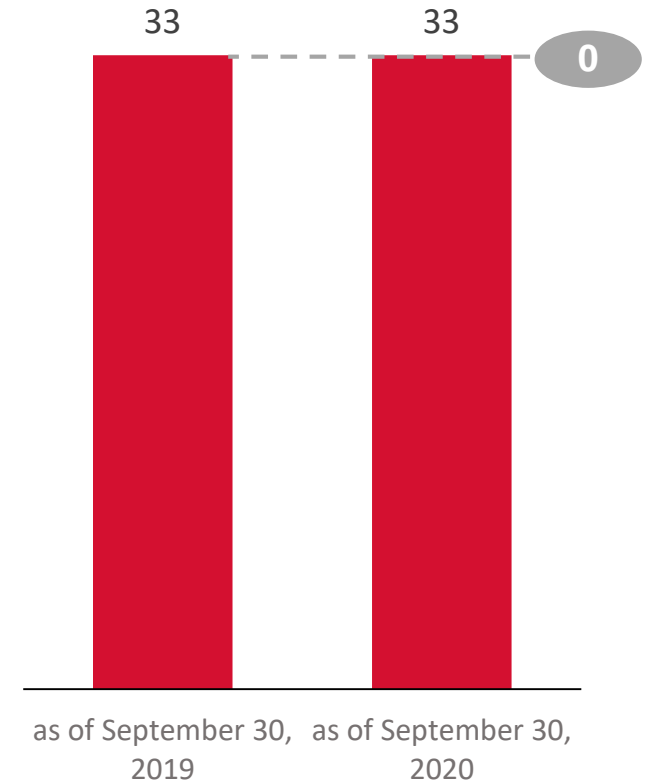
of Pharma Collaborations



of Diseases under Partnership



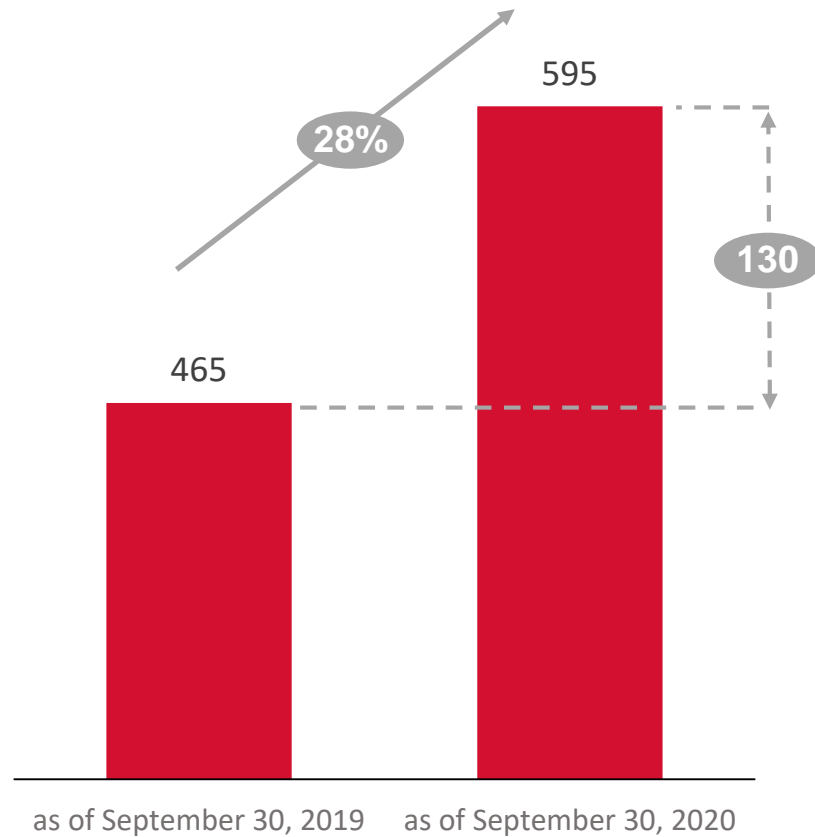
of Biomarker Partnerships



Diagnostics segment continues to expand our knowledge repository

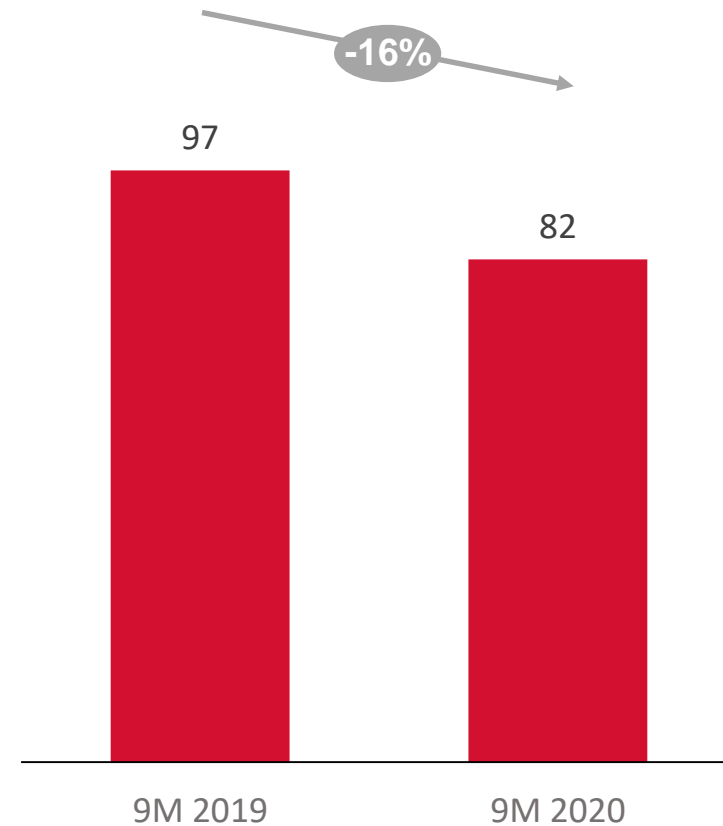
Number of Patients in Repository

(Thousands)



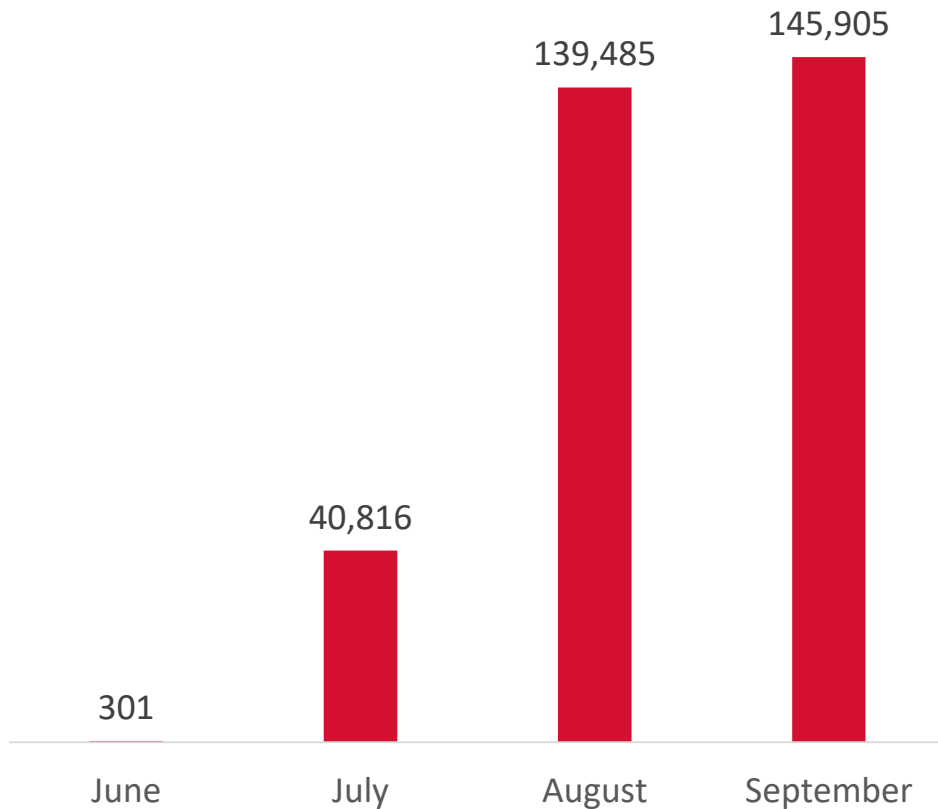
Number of Sample Order Intakes

(Thousands)



Leveraging our expertise for commercial COVID-19 testing

Monthly airport test volume



Continued expansion in commercial COVID-19 testing

New locations

- Added walk-in testing facility at new Berlin Brandenburg Airport
- Continuing to support safely reopening societies in other locations and travel sites

Rapid antigen testing

- Partnership with Fujirebio Europe
- Leveraging LUMIPULSE[®] G technology for large-scale COVID-19 antigen testing with further deployment in German airports
- High-quality results delivered in 150 minutes or less

Current business outlook

Pharma segment

- H2 2020 has been the **most active** period ever for **new partnership discussions**, with 12 new deals signed to date
- Most newly signed partnerships will have a **positive revenue effect in 2021** and beyond

Diagnostics segment

- Despite recent pandemic surge, sample volumes have returned to **>75% of pre-pandemic levels**
- Continuing to **invest in operational infrastructure**, in order to recapture market demand once the pandemic impact subsides

COVID-19 testing segment

- **Antigen testing** to complement RT-PCR testing, especially in locations requiring quick turn-around
- **Committed to supporting** COVID-19 testing into 2021, while maintain focus on the core business

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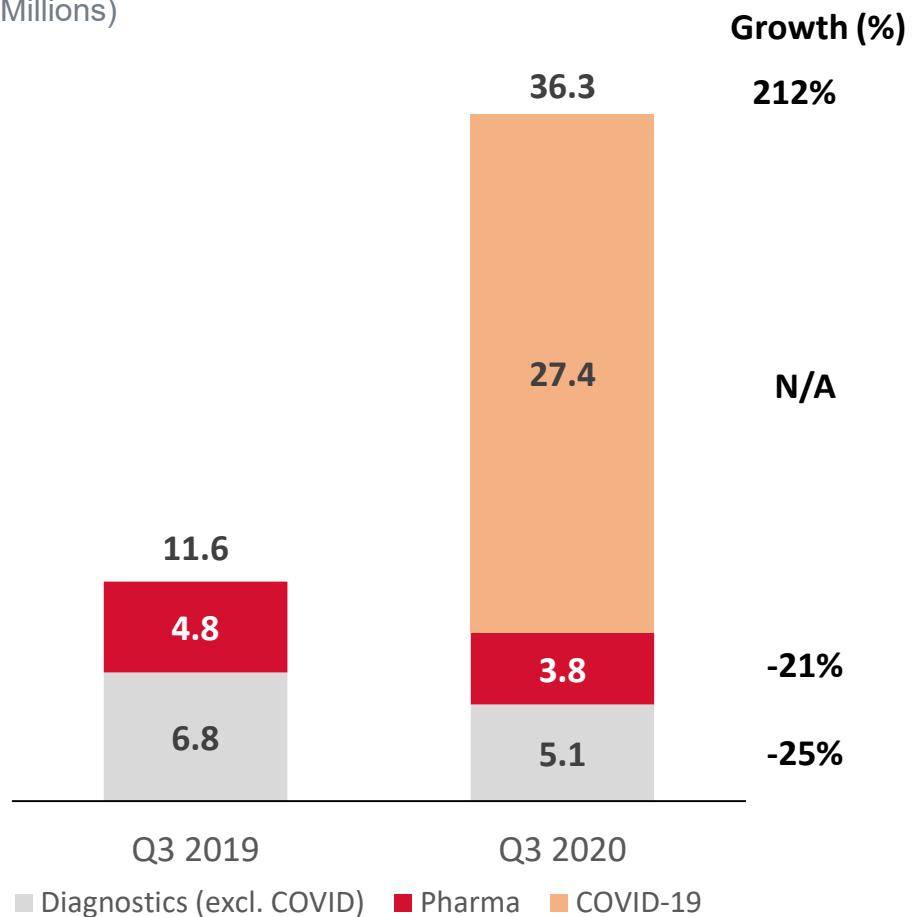
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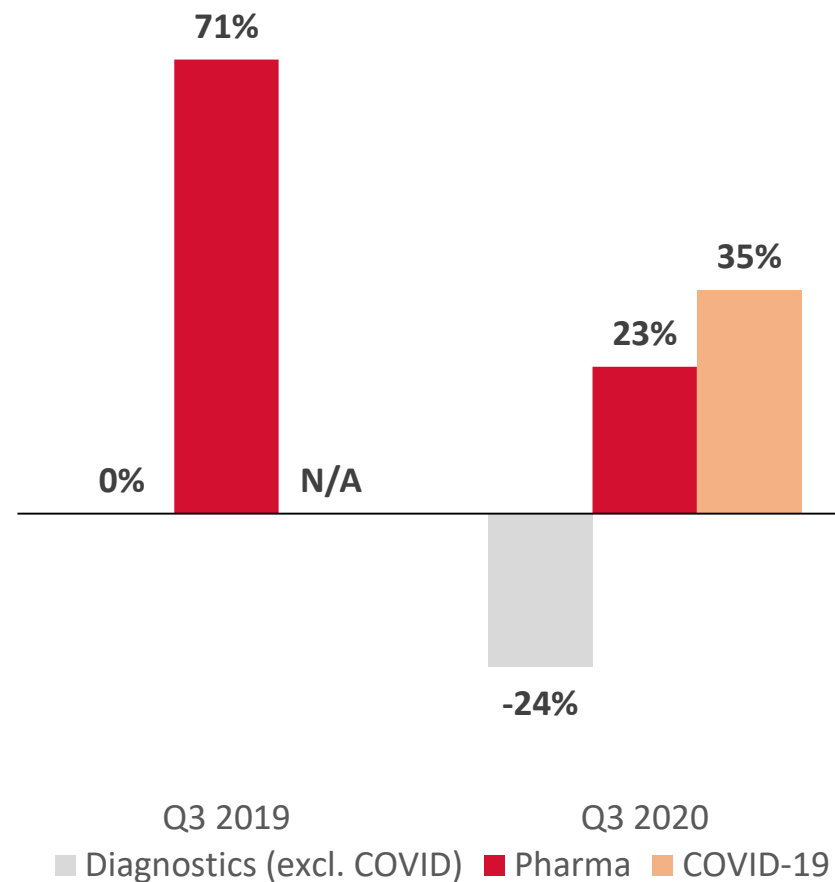
Q3 revenue growth of 212% compared to prior year

Revenues by Segment – Q3

(€ Millions)



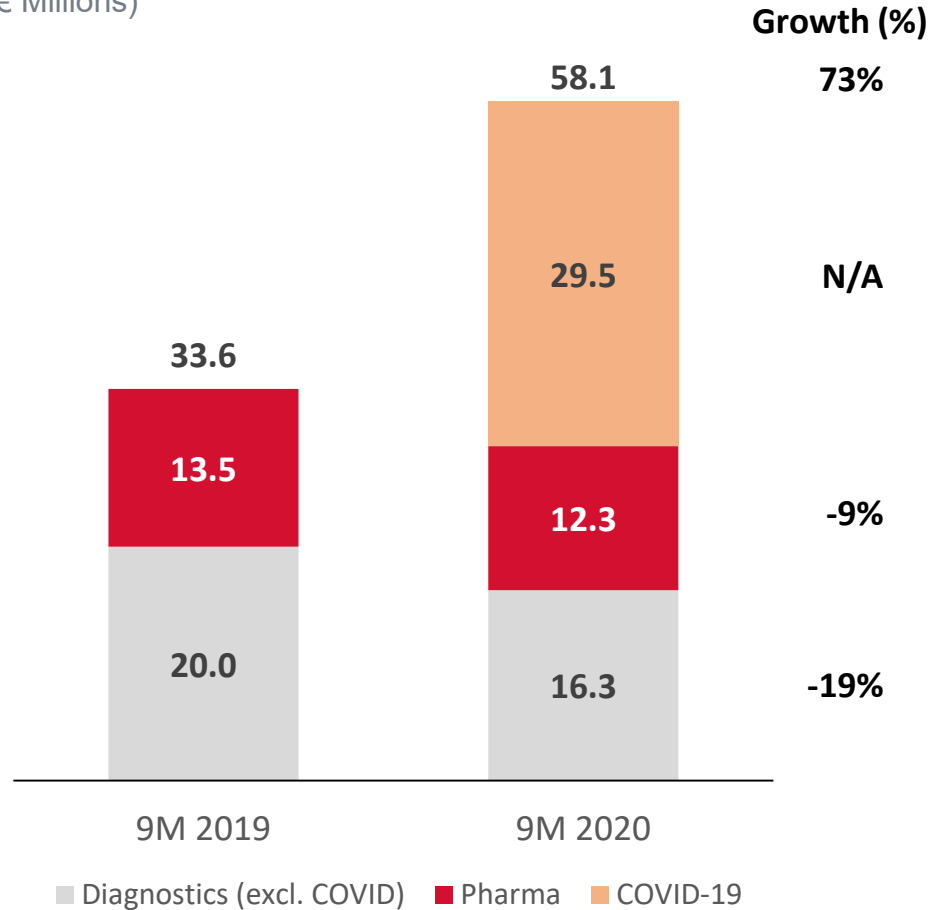
Segment Adjusted EBITDA – Q3



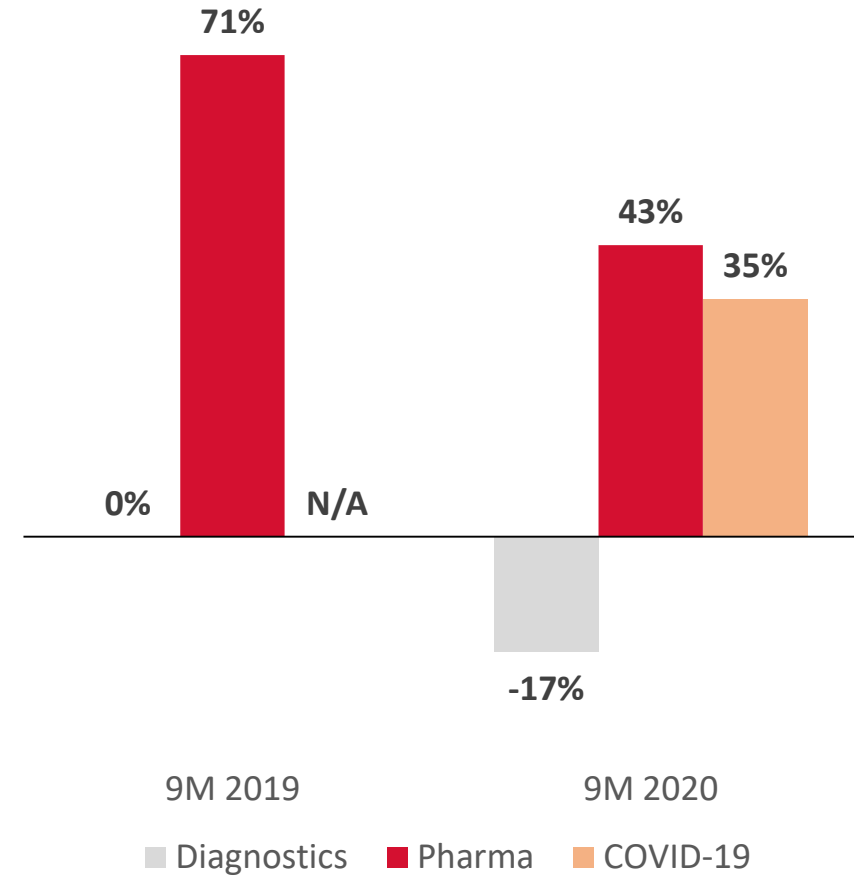
Year-to-date revenues growth rate of 73%

Revenues by Segment – 9M

(€ Millions)

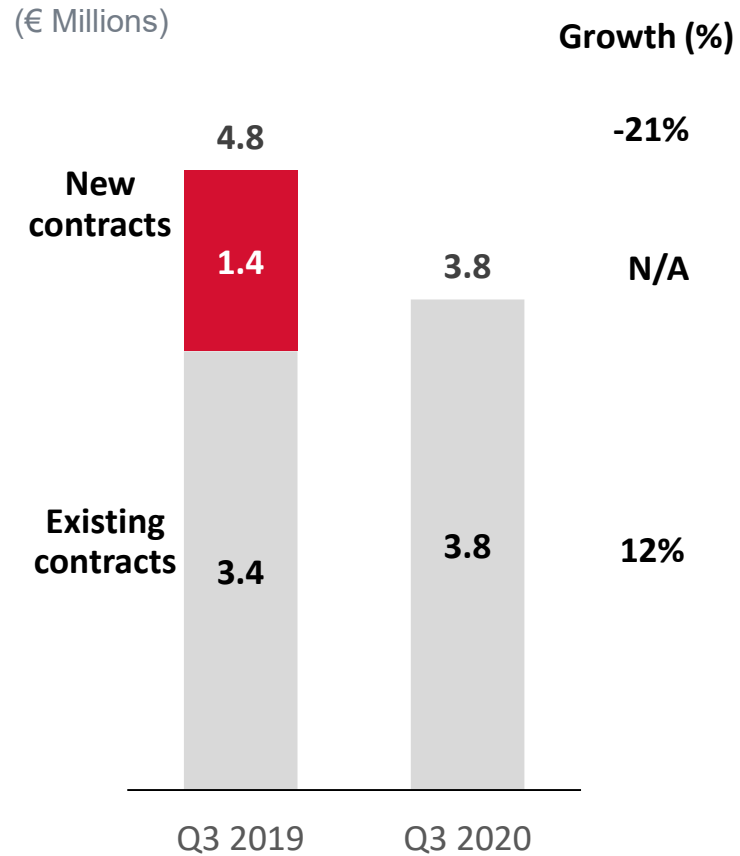


Segment Adjusted EBITDA – 9M

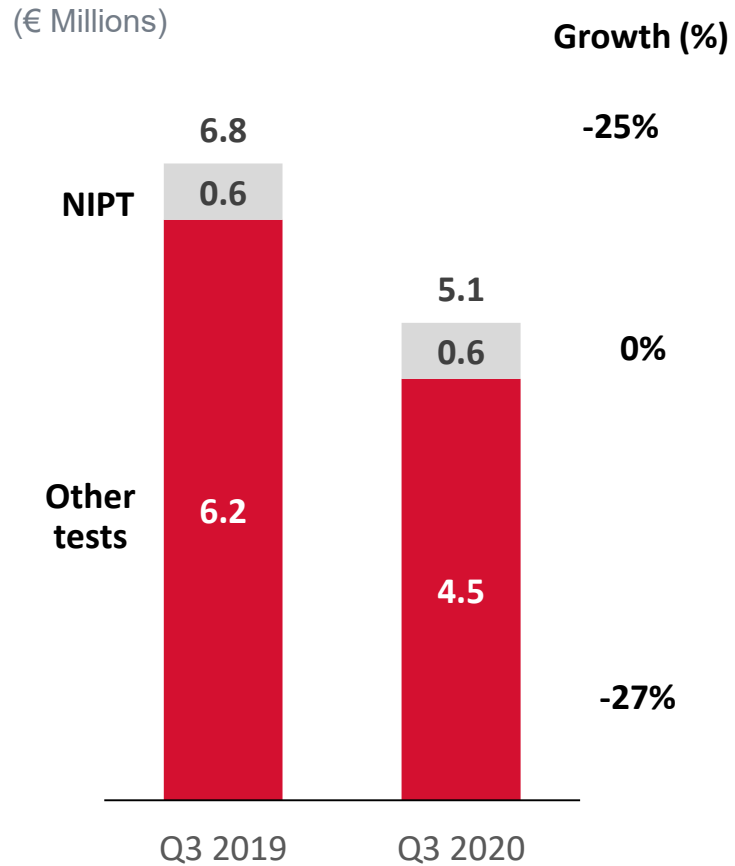


Q3 2020 revenues by Segments

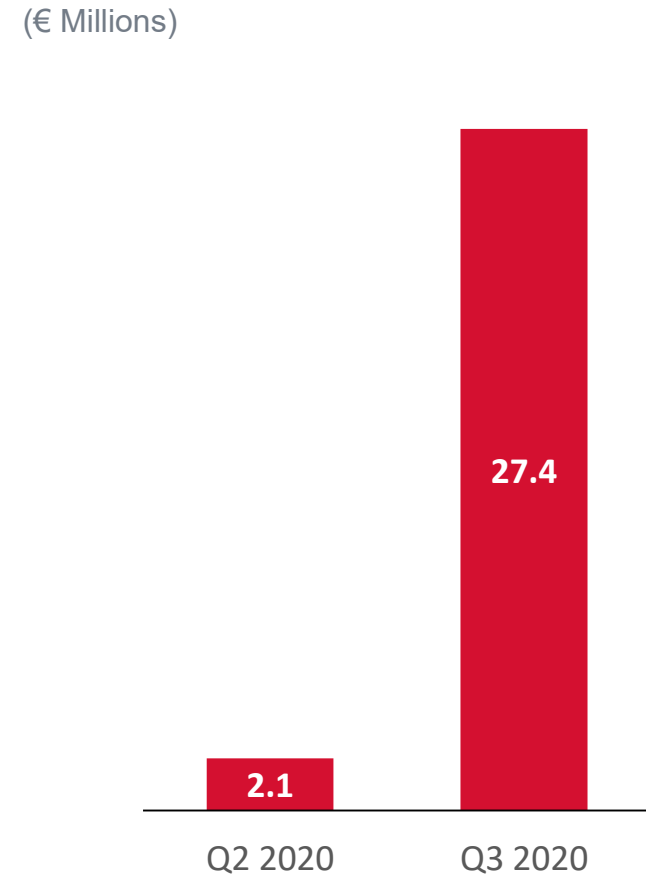
Pharmaceutical Revenues



Diagnostic Revenues



COVID-19 Testing Revenues*



*as COVID-19 testing revenues is new business for the year, Q2 2020 is used as a reference

Income statement*

€ Thousands

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2020	2019	2020
Revenues	11,638	36,305	33,559	58,129
Cost of sales	6,641	26,059	19,499	39,892
Gross profit	4,997	10,246	14,060	18,237
Research and development expenses	2,011	4,796	6,119	10,606
General administrative expenses	4,884	8,373	16,487	24,038
Selling expenses	1,788	1,300	6,144	6,012
Impairment of financial assets	92	1,147	554	2,821
Other operating income	935	679	2,623	2,425
Other operating expenses	-	53	2	191
Real estate transfer tax expenses	-	-	1,200	-
Operating result	(2,843)	(4,744)	(13,823)	(23,006)

Cash flow & balance sheet*

	For the nine months ended Sept 30, 2019 € Millions	For the nine months ended Sept 30, 2020 € Millions	Period over period change	
Key Items	Cash flow (used in) operating activities	(3.5)	(19.7)	(16.2)
	Cash flow from/(used in) investing activities	13.5	(11.0)	(24.5)
	Cash flow from/(used in) financing activities	(13.2)	18.4	31.6

	As of June 30, 2020 € Millions	As of Sept 30, 2020 € Millions	Period over period change	
Key Items	Cash & cash equivalents	17.4	28.8	11.4
	Debt outstanding**	27.0	26.5	(0.5)
	Net debt / (net cash)	9.6	(2.3)	11.9

Expectations for full-year 2020

- **Commercial COVID-19 testing** has continued to deliver strong upside to our topline, and we expect to finish 2020 on a very positive note
- Despite recent surge in the COVID-19 pandemic, **we have seen our core business** steadily recover after its trough in Q2 2020 albeit not to pre-pandemic levels
- Current expectation is that full-year 2020 revenues will be in excess of **€100 million**

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Anticipating a strong finish to 2020 while investing for future growth in 2021

Leveraging expertise

- COVID-19 testing offering demonstrates how CENTOGENE has **leveraged its expertise** in providing **precise medical diagnoses**
- These **competencies constitute a strong foundation** that remain central to CENTOGENE's long-term vision

Bringing focus back to core business

- **Core business operations continue to recover** from the impact of the COVID-19 pandemic
- 12 new Pharma partnerships signed in H2 2020 set us up for **return to growth**

Driving future success

- Demonstrated resiliency in responding to a challenging year and projecting to achieve over **€100 million** full-year revenues in 2020
- Financial contribution from this success will enable CENTOGENE to make **key strategic investments** to position the Company well for 2021 and beyond

CENTGENE
THE RARE DISEASE COMPANY

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2020	2019	2020
Revenues	11,638	36,305	33,559	58,129
Cost of sales	6,641	26,059	19,499	39,892
Gross profit	4,997	10,246	14,060	18,237
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Selling expenses	1,788	1,300	6,144	6,012
Impairment of financial assets	92	1,147	554	2,821
Other operating income	935	679	2,623	2,425
Other operating expenses	-	53	2	191
Real estate transfer tax expenses	-	-	1,200	-
Operating result	(2,843)	(4,744)	(13,823)	(23,006)
Interest and similar income	-	-	12	6
Interest and similar expenses	1,433	793	1,865	1,504
Finance costs, net	(1,433)	(793)	(1,853)	(1,498)
Loss before taxes	(4,276)	(5,537)	(15,676)	(24,504)
Income tax expenses	-	103	163	232
Loss for the period	(4,276)	(5,640)	(15,839)	(24,736)
Other comprehensive income/(loss)	(1)	(66)	9	4
Total comprehensive loss for the period	(4,277)	(5,706)	(15,830)	(23,732)

Balance sheet

€ Thousands

Assets	As of	
	December 31, 2019	September 30, 2020
Non-current assets		
Intangible Assets	14,145	16,405
Property, plant and equipment	8,376	13,585
Right-of-use assets	24,932	23,915
Other assets	1,948	1,953
	49,401	55,858
Current assets		
Inventories	1,809	7,291
Trade receivables	16,593	25,787
Other assets	8,612	4,055
Cash and cash equivalents	41,095	28,748
	68,109	65,881
	117,510	121,739

Equity and Liabilities	As of	
	December 31, 2019	September 30, 2020
Equity		
Issued capital	2,383	2,623
Capital reserve	98,099	122,801
Retained earnings and other reserves	(40,622)	(66,073)
Non-controlling interests	(938)	(26)
	58,922	59,355
Non-current liabilities		
Non-current loans	1,578	501
Lease liabilities	18,069	18,052
Deferred tax liabilities	-	219
Government grants	9,941	9,296
	29,588	28,068
Current liabilities		
Government grants	1,348	1,350
Current loans	3,688	4,619
Lease liabilities	3,635	3,295
Trade payables	8,554	12,052
Other liabilities	11,775	13,000
	29,000	34,316
	117,510	121,739

Cash flow

€ Thousands	For the nine months ended September 30,	
	2019	2020
Loss before taxes	(15,676)	(24,504)
Amortization and depreciation	4,461	6,943
Interest income	(12)	(6)
Interest expense	1,865	1,504
Gain on the disposal of property, plant and equipment	(532)	-
Expected credit loss allowances on trade receivables and contract assets	554	2,821
Share-based payment expenses	5,299	2,542
Real estate transfer tax expenses	1,200	-
Other non-cash items	(26)	(1,800)
Inventories	(240)	(5,482)
Trade receivables and contract assets	(3,336)	(12,015)
Other assets	(739)	5,605
Trade payables	3,280	3,498
Other liabilities	448	1,225
Cash flow used in operating activities	(3,454)	(19,669)
Cash paid for investments in intangible assets	(5,366)	(4,781)
Cash paid for investment in property, plant and equipment	(1,266)	(6,641)
Grants received for investment in property, plant and equipment	341	390
Cash received from the disposals of property, plant and equipment	19,800	-
Interest received	12	6
Cash flow used in investing activities	13,521	(11,026)
Cash received from equity contributions, net	-	22,430
Cash paid for acquisition of non-wholly owned subsidiary	-	(75)
Cash received from loans	1,545	1,114
Cash repayments of loans	(11,871)	(1,260)
Cash received from finance leases	470	-
Cash repayments of lease liabilities	(1,507)	(2,833)
Interest paid	(1,865)	(1,028)
Cash flow used in financing activities	(13,228)	18,348
Changes in cash and cash equivalents	(3,161)	(12,347)
Cash and cash equivalents at the beginning of the period	9,222	41,095
Cash and cash equivalents at the end of the period	6,061	28,748

Reconciliation of segment adjusted EBITDA to Group loss for the period

€ Thousands

	For the three months ended September 30,	
	2019	2020
Reported segment adjusted EBITDA	4,157	9,177
Corporate expenses	(4,917)	(10,261)
	(760)	(1,084)
Share-based payment expenses	(471)	(1,149)
Depreciation and amortization	(1,612)	(2,511)
Operating loss	(2,843)	(4,744)
Financial costs, net	(1,433)	(793)
Income tax expenses	-	(103)
Loss for the period	(4,276)	(5,640)