



Den store selskapskvelden – SMB i Oslo

Oslo, 6. juni 2017

Bård Sundrehagen, CEO

bard@gentian.no

gentian
Improving Clinical Accuracy

Important notice

This presentation has been prepared by and is the sole responsibility of Gentian Diagnostics AS (the “Company” or “Gentian”). The presentation is furnished to you solely for your information and may not be reproduced or redistributed, in whole or in part, to any other person. The information herein and any other material discussed is subject to change

The presentation contains certain forward-looking statements relating to the business, future financial performance and results of the Company and/or the industry in which it operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words “believes”, “expects”, “predicts”, “intends”, “projects”, “plans”, “estimates”, “aims”, “foresees”, “anticipates”, “targets”, and similar expressions. Any forward-looking statements contained herein, including assumptions, opinions and views of the Company or cited from third party sources are solely opinions and forecasts which are subject to risks, uncertainties and other factors that may cause actual events to differ materially from any anticipated development. Potential investors are expressly advised that financial projections, such as the revenue and cash flow projections contained herein, cannot be used as reliable indicators of future revenues or cash flows. Neither the Company (nor any of its parent or subsidiary undertakings) or the Managers (or any such person’s representatives, officers, employees or advisors) provide any assurance that the assumptions underlying such forward-looking statements are free from errors nor does any of them accept any responsibility for the future accuracy of the opinions expressed in this presentation or the actual occurrence of the forecasted developments. No obligation is assumed to update any forward-looking statements or to conform these forward-looking statements to our actual results.

The distribution of this presentation may also in other jurisdictions be restricted by law. Accordingly, this presentation may not be distributed in any jurisdiction except under circumstances that will result in compliance with applicable laws and regulations. The Company require persons in possession of this presentation to inform themselves about, and to observe, any such restrictions.

Nothing in this presentation shall constitute an offer to sell or a solicitation of an offer to buy any shares in the Company in any jurisdiction in which such offer or solicitation is unlawful.

Nothing contained in this presentation is or should be relied upon as a promise or representation as to the future. Except where otherwise expressly indicated, this presentation speaks as of the date set out on its cover. In addition, no responsibility or liability or duty of care is or will be accepted by the Company for updating this presentation (or any additional information), correcting any inaccuracies in it which may become apparent or providing any additional information.

Gentian Diagnostics AS på Merkur Market: GENT-ME

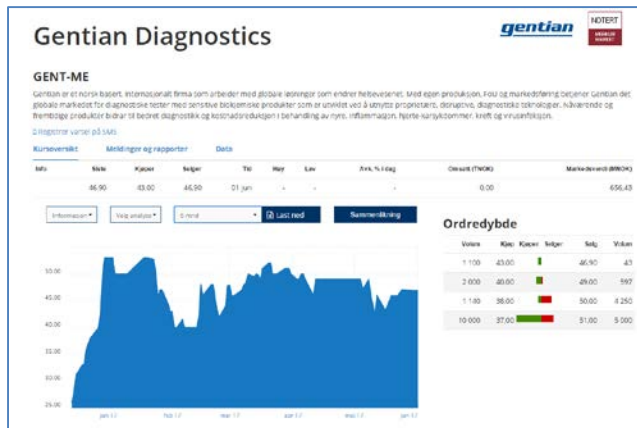
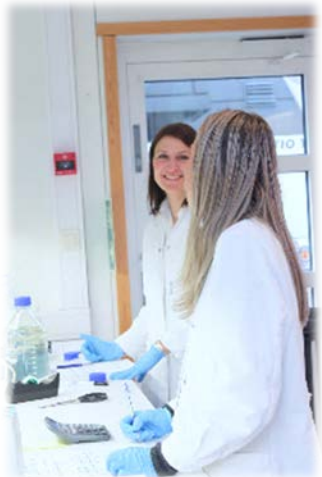
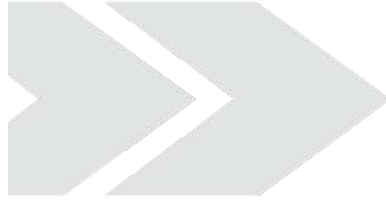


Foto: Terje Bendiksy / NTB Scanpix

Established infrastructure funded by existing products





GENTIAN CYSTATIN C IMMUNOASSAY (CYSX)



GENTIAN CYSTATIN C IMMUNOASSAY (CYSX) FOR THE UniCel DxS SYNCHRON CLINICAL SYSTEMS

Cystatin C is a non-glycosylated basic protein produced at a constant rate in nearly every nucleated cell of the human body.¹ The cystatin C concentration has been shown to be independent of muscular mass, inflammatory diseases, sex, age or diet. It is freely filtered through the normal glomerular membrane and almost completely reabsorbed and catabolized by the proximal tubules.^{2,3} In studies cystatin C has been shown to be a sensitive early indicator of decreased renal function.^{2,3,4} These properties make it a superior marker of Glomerular Filtration Rate (GFR) compared to the traditional measurement of creatinine.^{2,3,4}

The Gentian* Cystatin C assay on the Beckman Coulter UniCel DxS Synchron systems is an *in vitro* diagnostic test for quantitative determination of cystatin C in human serum and plasma. The measurement of cystatin C is used in the diagnosis and treatment of renal diseases.

FEATURES OF THE GENTIAN CYSTATIN C ASSAY (CYSX) INCLUDE >

- > The Gentian Cystatin C reagent is all-liquid and ready-to-use
- > Particle enhanced turbidimetric immunoassay (PETIA)
- > Measuring range of 0.4 to 8.0 mg/L
- > Total imprecision < 7.0% CV

BÜHLMANN fCAL™ turbo





gentian

Canine CRP
Assay Buffer



100 mL

Gentian AS, Bjørnåsveien 5, N-151

gentian REF 1514 1211725
Canine CRP
Immunoparticles
2013-06
Gentian AS, Bjørnåsveien 5, N-1590 Moss, Norway

gentian REF 1515
Canine CRP
Calibrator
2013-06
Gentian AS, Bjørnåsveien 5, N-151

gentian REF 1516
Canine CRP
Control High
2013-06
Gentian AS, Bjørnåsveien 5, N-151

gentian REF 1517
Canine CRP
Control Low
2013-06
Gentian AS, Bjørnåsveien 5, N-151

New generation screening test for cervical cancer

PreTect[®] **SEE**

Cost-effective & high capacity
cancer screening





Gentian

Gentian公司是一家致力于开发生产创新的...
Gentian拥有一只国际团队，致力于提高...
解决方案。其总部位于挪威，在瑞典，中国...
生产的产品有比浊测定法的Cys C, NGAL...
应用于临床化学分析仪，还有最新推出的...
他们还有更多在开发产品，包括基于Gentian...
测定。Gentian的纳米技术将能够使得用户...
自动化的高通量设备，加快周转时间，...
Prelect开发生产了实时的，基于核磁...
产品中的致癌活性。
于... 肾脏疾病，心血管疾病，炎症和肿瘤...
我们... 解决方案。
准确的

蛋白测定

血清和血浆整体钙卫...
方法。

AL测定

分析尿液和血浆中NGAL总...
试剂

低价格的试剂。

抑素C测

已经广泛应用。

参展商 Exhibitor

 2017年5月15-18日

 国际会议中心 (上海)

gention

 Improving Clinical Accuracy

参展商 Exhibitor

 2017年5月15-18日

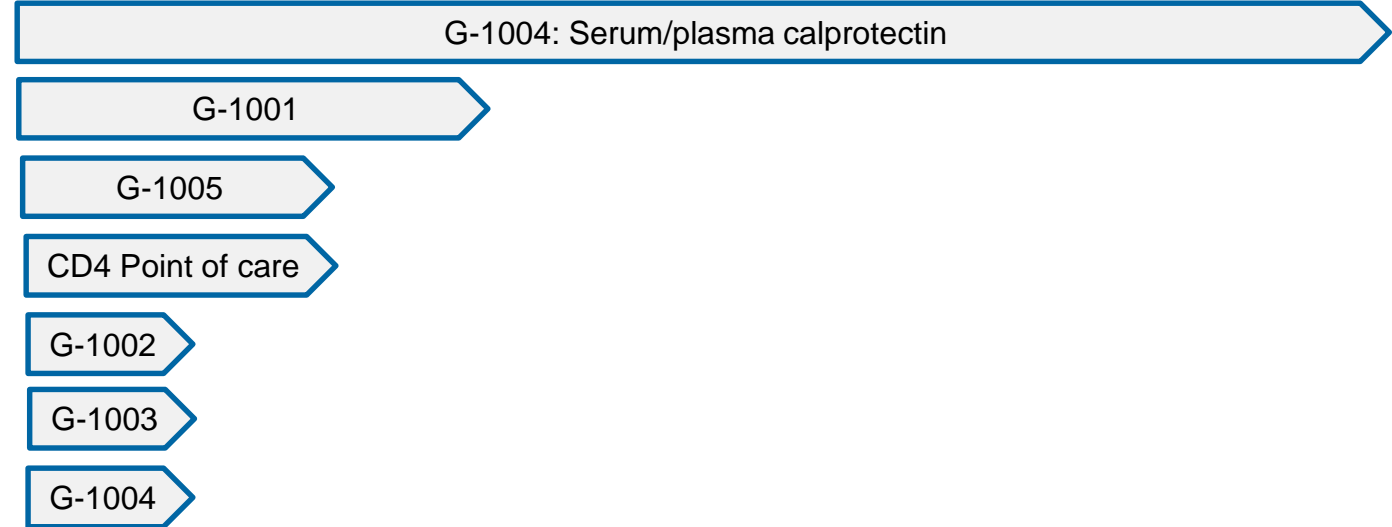
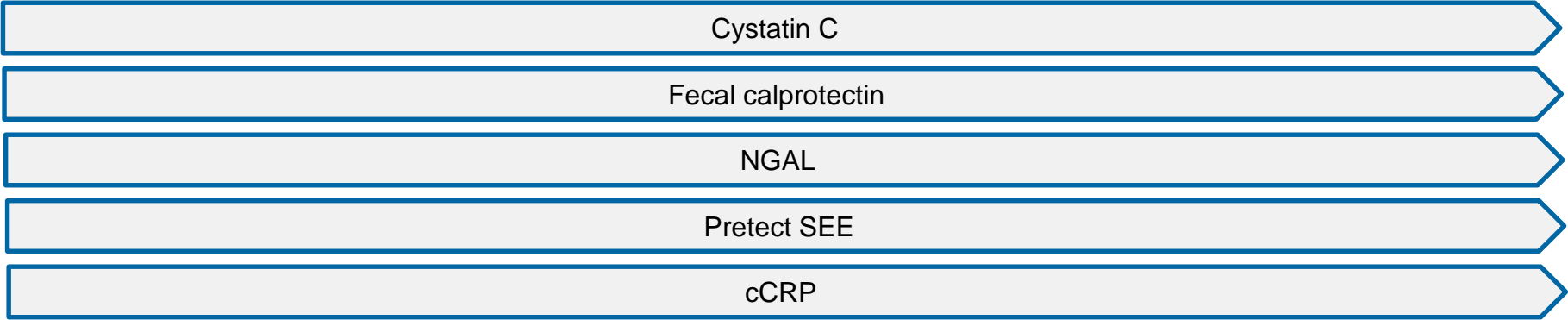
 国际会议中心 (上海)

gention

 Improving Clinical Accuracy

国际直销
5.1H07
Gentian AS Beijing

Product portfolio and pipeline



Savings Example With Heart Pump Failure Marker

Cost savings per test

1

Reagent Cost Savings

Significant cost savings:

- Average market price = \$14/test
- Gentians discounted price = \$4/test

Reagent Cost Savings = \$ 10/test

2

Time Savings

A major customer testifies that time savings alone are **\$2/ test**

Significant implications



Implications for this lab

USD 1.5 million in annual savings¹ (10-15% EBITDA savings)



Implications for the healthcare sector

USD 1.8 billion in annual savings²



Implications for Gentian

USD 60 million in annual revenues³

Source: TriMark Publications, November 2011 Volume: TMRCMARK11-1101: Cardiac Marker Diagnostic Testing Markets

Note: 1) Based on estimated savings from one of Gentian's customers. USD 12 saved per test, 500 tests per day, 250 days per year

2) c150 million tests performed annually (2016e), USD 12 saved per test

3) c150 million tests performed annually (2016e), 20% market share, sales price of USD 4, of which USD 2 to Gentian

Providing Time and Cost Benefits by Moving Tests From Low to High Throughput

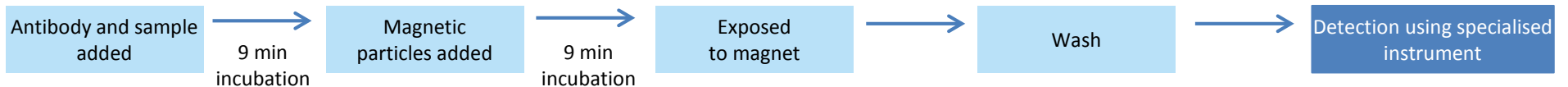
Low throughput



High throughput



Current method for low concentration biomarker assays (separation based platforms):



Vs. Gentian's method (homogenous platforms):

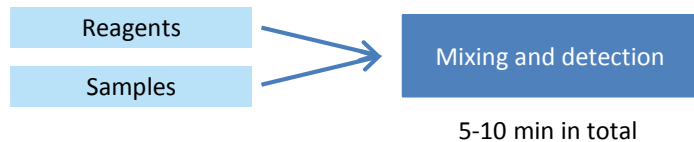
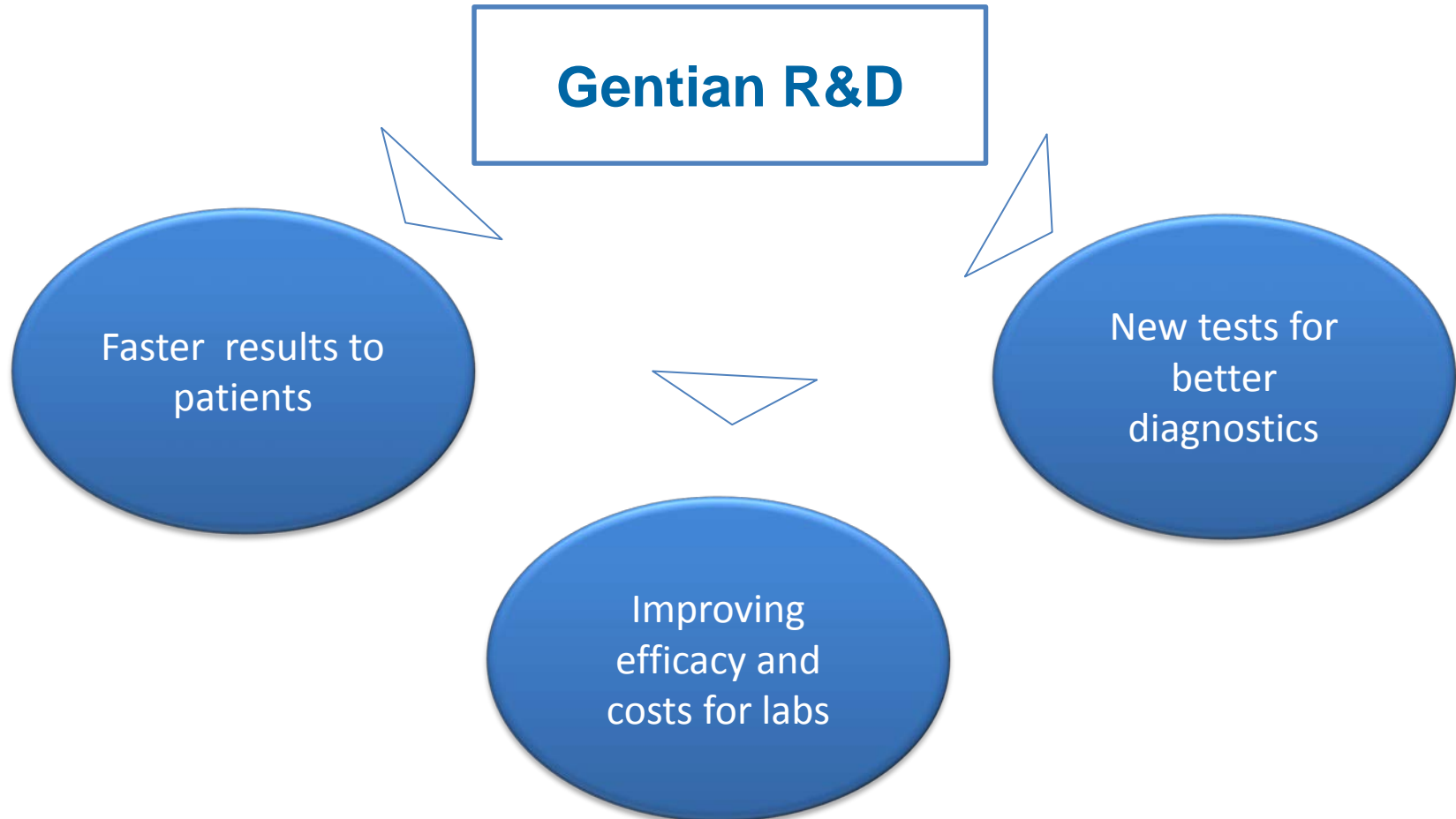


Illustration showing test principle of current technology, the electrochemiluminescent assay vs. the same test using Gentian's technology on a high throughput chemical analyzer. The new method utilizes current instruments, takes half the time and can process up to 10 times more samples per hour

Gentian addresses unmet needs in the market



Gentian Calprotectin Immunoassay

New serum and plasma assay
for automated clinical chemistry analyzers

The Gentian serum and plasma Calprotectin Immunoassay is a new particle-enhanced turbidimetric immunoassay (PETIA) that provides quantitative analysis of total Calprotectin in serum and plasma.



What is serum and plasma Calprotectin??

The new **Gentian gCAL assay** is a turbidimetric assay for calprotectin in serum and plasma samples. It allows very rapid and flexible random access use, as well as being the ideal solution for high throughput applications in the routine laboratory.

The assay can be applied on all automated platforms in clinical chemistry and allows short turn-around time from sample to reportable result.

**Will be CE marked from
June 2017**

Plasma and serum is higher in patients with sepsis and in patients admitted for postoperative care after major surgery than in patients admitted due to intoxication, suggesting that calprotectin levels are markedly increased in systemic inflammatory response. Plasma Calprotectin accurately discriminates presence versus absence of systemic inflammation. Apart from the composite mortality prediction score, SAPS 3, plasma calprotectin performed better than any of the other inflammatory variables in predicting mortality at 30 days.

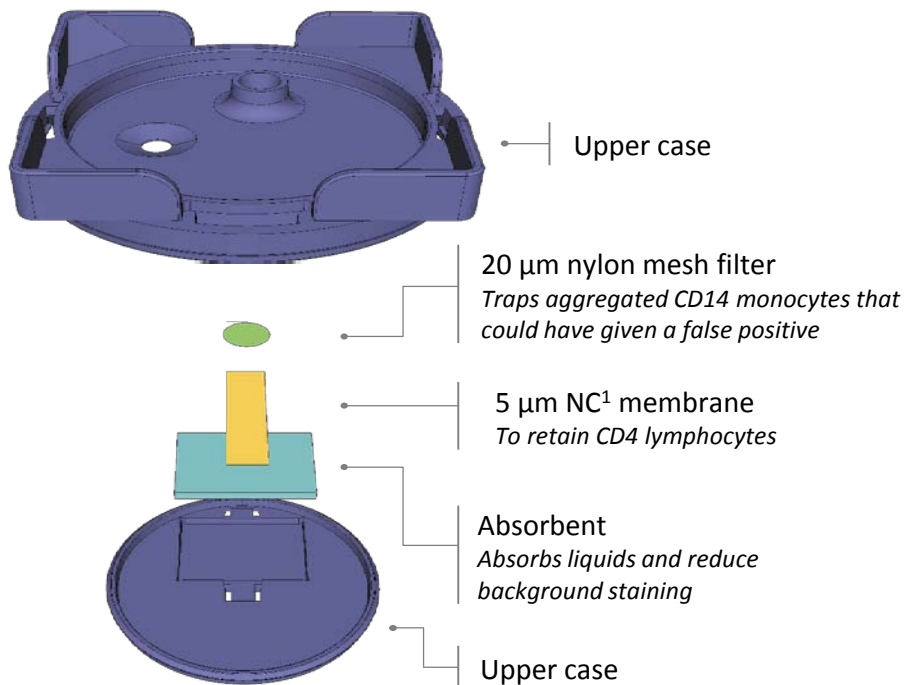
gentian
Improving Clinical Accuracy

Pipeline projects: Whole-Blood Ferritin

- A new technology for testing blood donors on the spot
- Current market size: 100-200 million blood donations, 10% subject for control
- Big saving opportunities in the donation centers
- Opportunities for pharmacy testing for drug dosage
- Novel technology being developed for whole-blood testing
- Estimated launch: 2018



Innovative vertical flow assays



¹Nitrocellulose

Benefits

- **Rapid turnaround time**
Results in <30 minutes
- **Low cost**
- **High capacity**
Several tests can be run in parallel
- **Clinically accurate**
Performance in pair with flow cytometry
- **Low training need**
User friendly design

Financials: Solid base with substantial upside

Business Development

- M&A candidates:
 - Significant sales and/or profitability
 - Complimentary technology
 - Distribution

Improving Clinical Accuracy





Bård Sundrehagen, CEO:

bard@gentian.no

gentian
Improving Clinical Accuracy