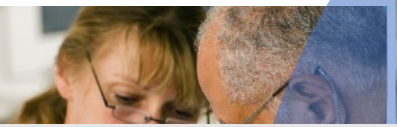
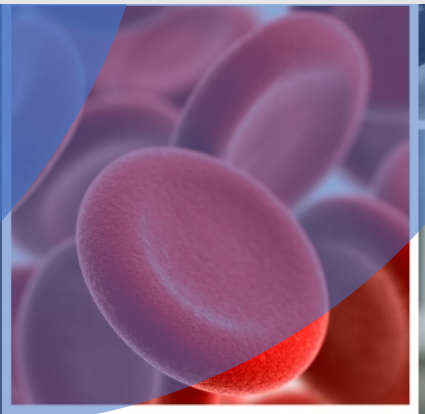


# Analyst & Investor Conference Call
# 9M 2019 Financial Results

epigenomics

Greg Hamilton, Chief Executive Officer

November 19, 2019

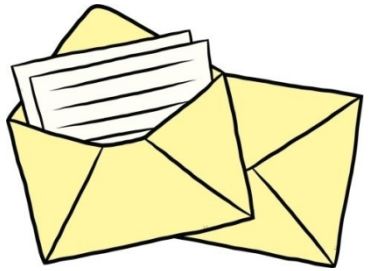


# Safe harbor statement

This communication contains certain forward-looking statements, including, without limitation, statements containing the words “expects”, “future”, “potential” and words of similar import. Such forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause our actual results of operations, financial condition, performance, or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such factors include, among others, the following: uncertainties related to results of our clinical trials, the uncertainty of regulatory approval and commercial uncertainty, reimbursement and drug price uncertainty, the absence of sales and marketing experience and limited manufacturing capabilities, attraction and retention of technologically skilled employees, dependence on licenses, patents and proprietary technology, dependence upon collaborators, future capital needs and the uncertainty of additional funding, risks of product liability and limitations of insurance, limitations of supplies, competition from other biopharmaceutical, chemical and pharmaceutical companies, environmental, health and safety matters, availability of licensing arrangements, currency fluctuations, adverse changes in governmental rules and fiscal policies, civil unrest, acts of God, acts of war, and other factors referenced in this communication. Given these uncertainties, prospective investors and partners are cautioned not to place undue reliance on such forward-looking statements. We disclaim any obligation to update any such forward-looking statements to reflect future events or developments.

# Operational Highlights

- Successful completion of capital increase in November 2019



- Presentation of a summary of the results of the Microsimulation model on the 12th European Public Health Conference on November 21, 2019

# Capital Increase

- Successful placement of the capital increase with gross proceeds of approximately EUR 8.3 million
- The shares from the private placement were allocated to multiple investors, including institutional investors from the U.S.A. and Germany
- Proceeds from the capital increase fund us through 2020 and help us to continue working towards our major goal: reimbursement by CMS in the U.S.A.

# Microsimulation model summary data presented at the European Public Health Conference

- Dr. Elvira D'Andrea, one of the lead authors of the microsimulation model, will present a summary of the results at the 12th European Public Health Conference of the European Public Health Association on November 21, 2019, in Marseille, France

- In addition, Dr. D'Andrea will participate on a conference call on November 21, 2019, together with senior co-author, Dr. Najafzadeh

- Investors are invited to participate via Webcast (dial-in numbers will be published on the Epigenomics' website)

# Key Reimbursement Coverage Milestones

## Legislation

- [x] "Blood Test" Coverage Urged in 2019 Health and Human Services Appropriations Bill
- [x] Epi's work with Congressional Budget Office (CBO) complete
- [x] Bi-partisan House Bill H.R. 1765 was re-introduced
- [ ] Bi-partisan Senate Bill re-introduced
- [ ] "Blood Test" Bill Move to Vote or Incorporated into Larger Bill for Vote

## National Coverage Determination (NCD)

- [x] FDA-Approval
- [x] CMS sets final Price => $192
- [x] NCD application Accepted
- [ ] Proposed Decision Memo
- [ ] Final Decision Memo

# 9M 2019 - Key financials

| EURm | 9M-2019 | 9M-2018 | Variance |
|---|---|---|---|
| **Revenue** | 0.8 | 1.3 | (0.5) |
| **Adj. EBITDA*** | (9.7) | (8.0) | (1.7) |
| **Net result** | (10.0) | (8.7) | (1.3) |
| **Cash consumption** | (10.9) | (6.9) | (4.0) |

*EBITDA before share-based payment expenses

- Higher product sales (+28%) for Epi proColon, almost no licensing revenue in 2019
- Operating costs rose due to an increase in selling and administrative costs as well as R&D costs; the latter rose due to expenses related to the post-approval study for Epi proColon and the HCC study
- Cash consumption increased primarily because of higher R&D trial expenditures and changes in working capital

# Liquid assets

| EURm | Sept 30, 2019 | Dec 31, 2018 |
|---|---|---|
| **Liquid assets*** | 6.3 | 17.1 |

*cash and cash equivalents incl. marketable securities

- Liquidity consistent with guidance
- Capital increase raises financial leeway
- Sufficient funds to continue operations through 2020

# HCCBloodTest™ for Liver Cancer Detection

## Global Liver Cancer Market: > $3.5 Billion

- In China, HCC is the second most frequent cancer and the leading cause of cancer-related deaths
  - A total of 466,000 new cases of HCC in 2015 and an estimated 422,100 deaths
- In the US over 40,000 people will be diagnosed with HCC in 2018
  - Close to an estimated 3 million people may suffer from Cirrhosis in the US
- Liver cancer is responsible for around 47,000 deaths per year in the EU
  - An estimated 3 million people may suffer from Cirrhosis in the EU, including those who are asymptomatic

## Next Steps:

- Cross-sectional U.S. study enrollment complete
- Last subjects clinical procedures on-going
- Data to be compiled
- Postponing initiation of FDA trail until company is sufficiently capitalized

# Financial outlook 2019 – Updated


Within range of EUR 1.0m to 1.5m

Within range of EUR -12.5m to -14.0m

Within range of EUR -13.5m to EUR -15.0m

*EBITDA before share-based payment expenses

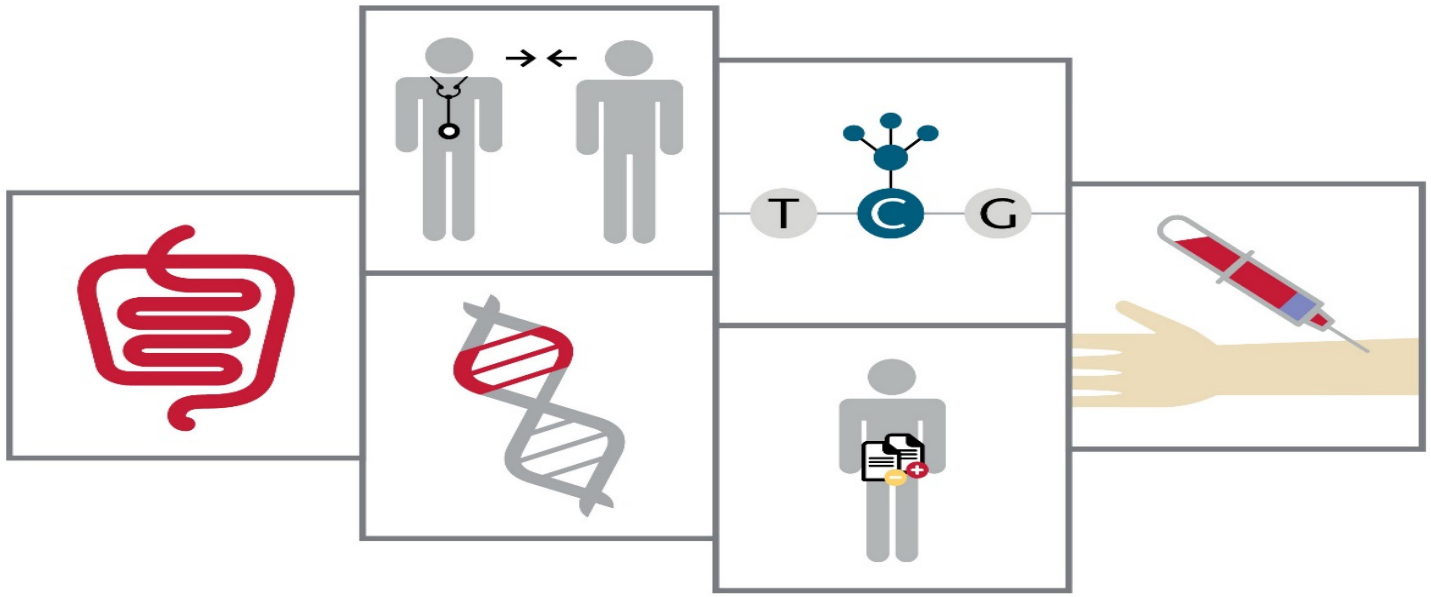
# 2019 Goals

**Operational**

- Coverage
- Test Volume Growth
- Initiate U.S. FDA Liver Cancer Trial

**Financial**

- Secure 2020 Growth Capital Post Reimbursement




# Analyst & Investor Conference Call

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## Q&A-Session