

BIOVICA

Treatment Decisions With Greater Confidence
Company Presentation February 2023

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About the Presenters

Anders Rylander, CEO & Board Member

- CEO & main shareholder in Biovica
- Co-founder of Axholmen Management Consulting
- CTO at ICA AB
- Senior Manager at Accenture



Anders Morén, CFO

- CFO
- Executive Director Finance EMEA, Gilead
- CFO MSD Sweden
- Business Development Manager, MSD Nordic



Agenda

1. Company & Product
2. Market potential
3. US go-to market plan
4. Summary

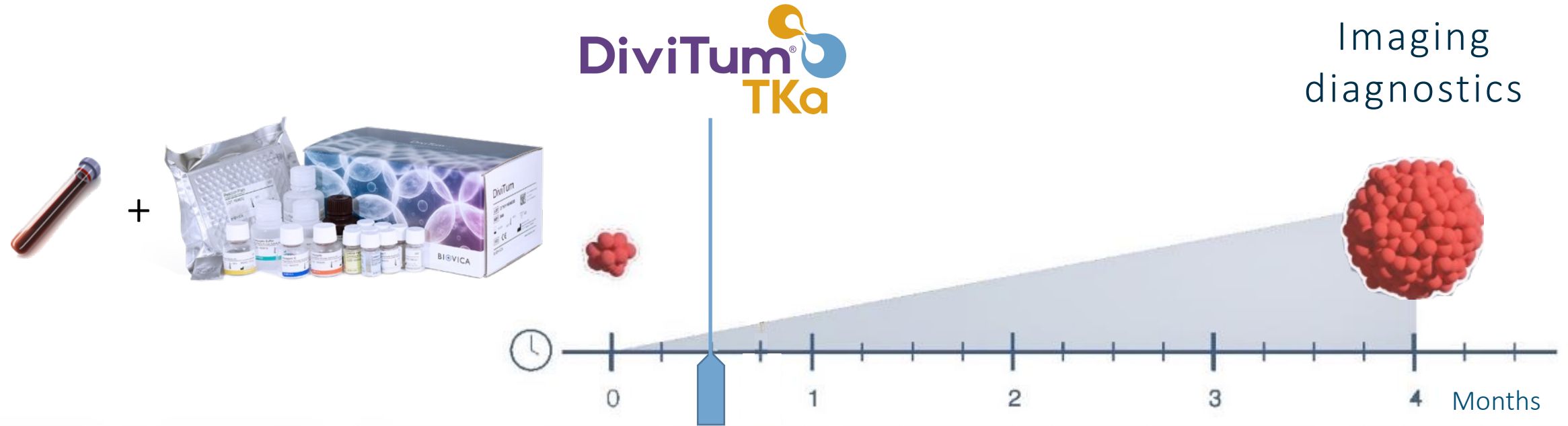


Biovica Overview

- Founded 2009, based on research performed at Uppsala University
- IPO 2017, traded on Nasdaq First North Premier
- HQ in Uppsala, lab in San Diego
- ISO 13485 certified
- DiviTum® TKa CE labeled, FDA 510(k) cleared



DiviTum[®] TKa Provides Early Response Indicator of the Effectiveness of Treatment For Cancer Patients



DiviTum[®] TKa measures cell proliferation rate for faster evaluation of cancer treatment efficacy.

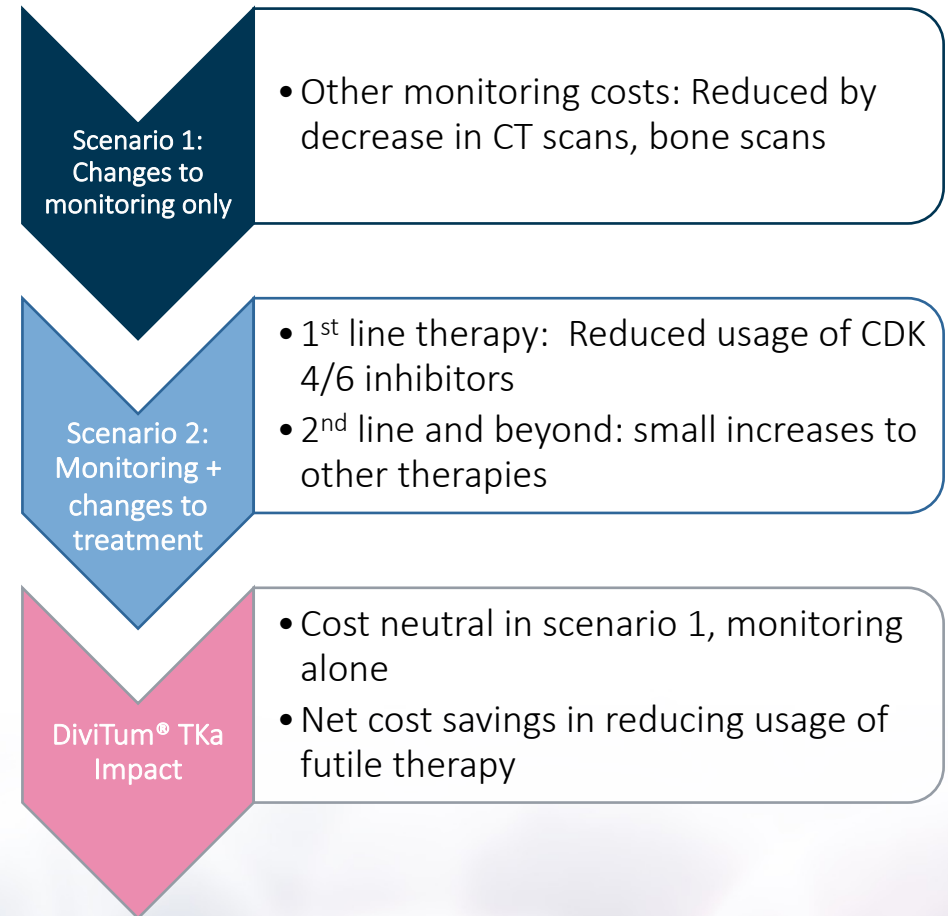
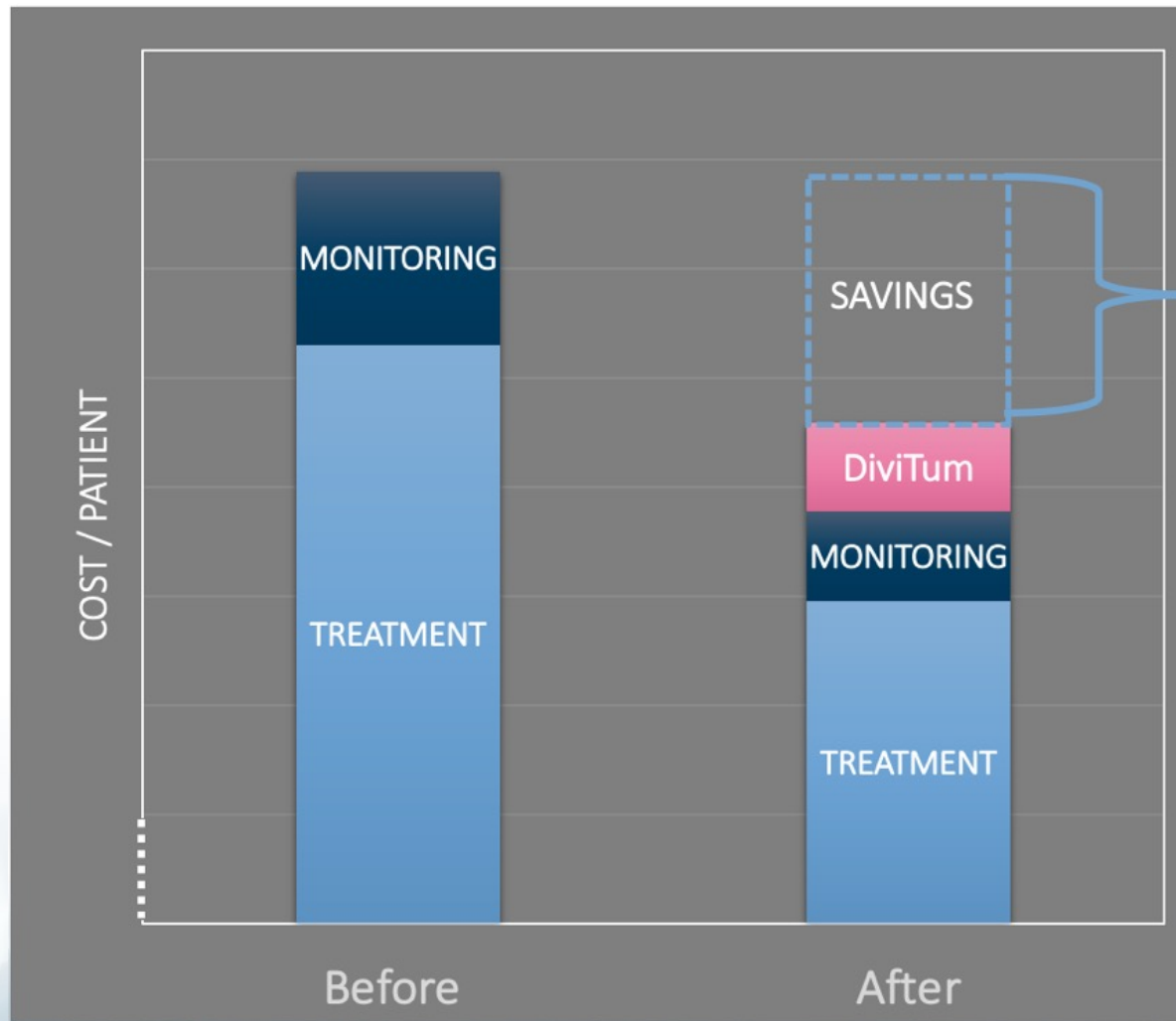


510(k) clearance take-aways

- 510(k) clearance for DiviTum® TKa – i.e., Biovica can now legally market DiviTum® TKa in the U.S.
- FDA created a unique code, QTE, for DiviTum® TKa
- Key-driver to FDA was DiviTum® TKa's very high NPV (Negative Predictive Value) - i.e., a negative test result assures – with 96.7% (NPV) likelihood the absence of disease progression within the next 30 days
- Intended use supports Monthly TKa-testing up to (and including) mth. 7
- The 510k clearance keep the DiviTum® TKa assay application broad – i.e., applicable in today's standard antiproliferative treatments of HR+ MBC








Budget Impact Model Results: Addition of DiviTum® TKa to Care Would Lead to Net Savings of 3x the Spend



Strongly positive health economics for DiviTum® TKa with pricing modelled at \$400/test

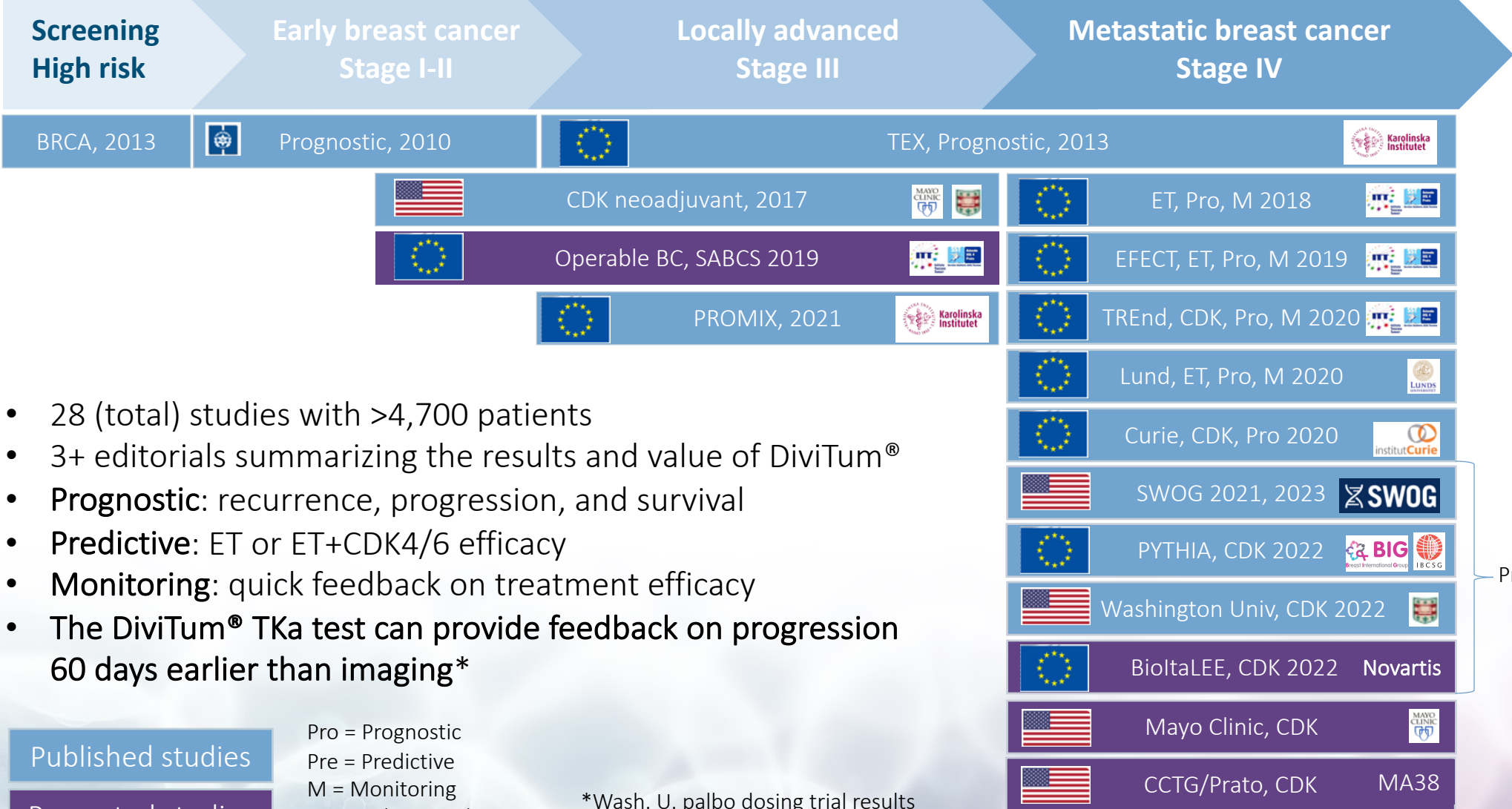
Strong Clinical Results and Data for DiviTum® TKa Peer-Reviewed & Published in Clinical Oncology Journals

- 24 published and peer-reviewed articles with DiviTum® TKa
- Summary of results from articles:
 - Prognostic: risk for cancer recurrence, progression & survival
 - Monitoring: quick feedback on treatment efficacy
- Additionally: Health Economics and Editorial articles

Cancer area	Patients	No of Studies
 Breast Cancer	1,293	13
 Gastrointestinal	713	4
 Lung Cancer	281	2
 Blood Cancer	440	4
 Other	368	1
	3,095	24



Extensive Breast Cancer Study Program



- 28 (total) studies with >4,700 patients
- 3+ editorials summarizing the results and value of DiviTum®
- **Prognostic:** recurrence, progression, and survival
- **Predictive:** ET or ET+CDK4/6 efficacy
- **Monitoring:** quick feedback on treatment efficacy
- The DiviTum® TKa test can provide feedback on progression 60 days earlier than imaging*

Published studies
Presented studies

Pro = Prognostic
Pre = Predictive
M = Monitoring
ET = Endocrine Therapy
CDK = CDK4/6 inhibitors

*Wash. U. palbo dosing trial results published in npj Breast Cancer 2022

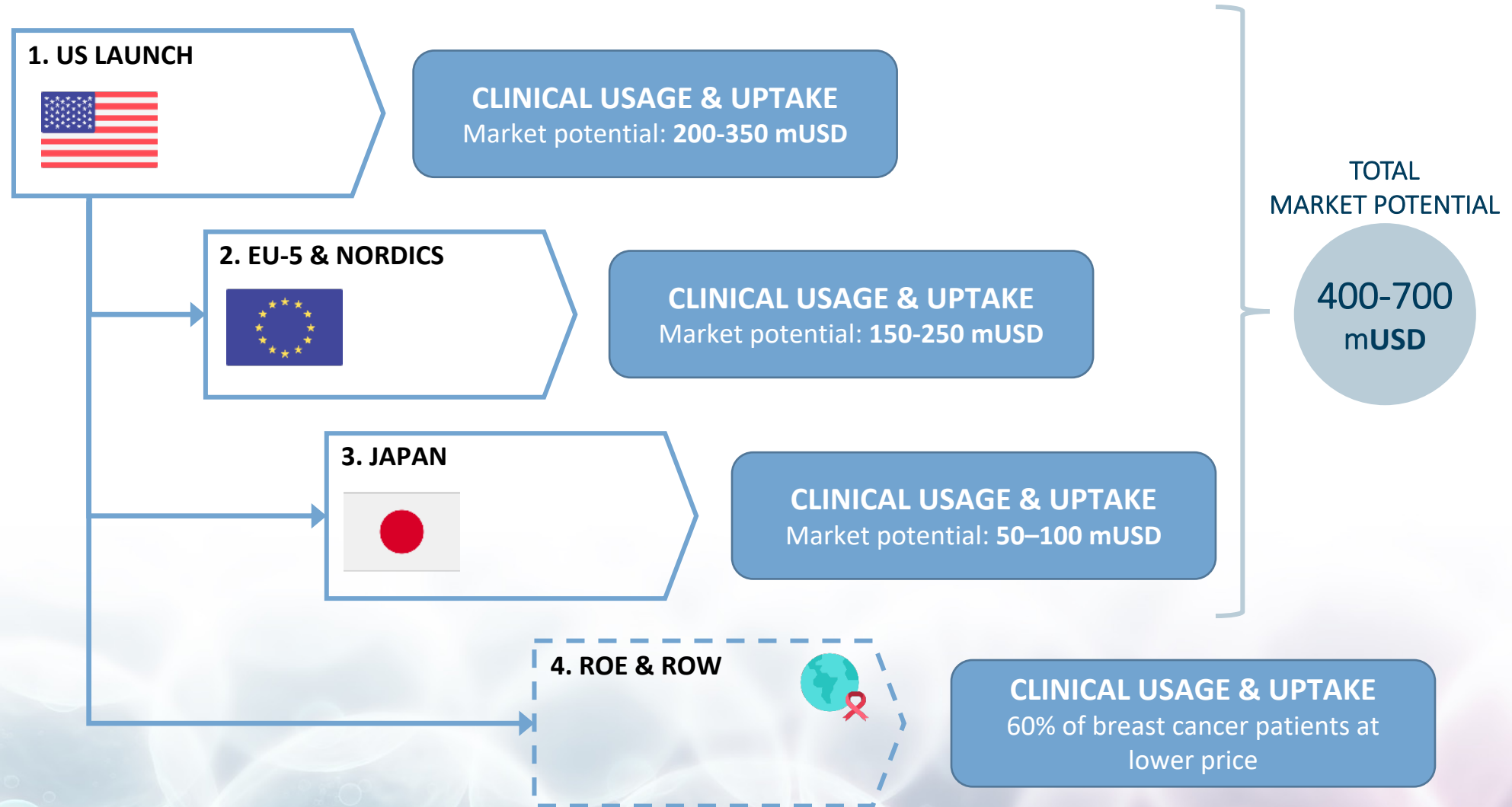
Pro, Pre, M

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Geographical Roll-out Plan & Market Potential for DiviTum[®] TKa in HR+ Metastatic Breast Cancer



Biovica Commercial Roadmap

Legend

- ◆ 15% of market potential
- ◆ 50% of market potential

MARKET POTENTIAL

BREAST CANCER



NEW INDICATIONS



CDx



Agenda

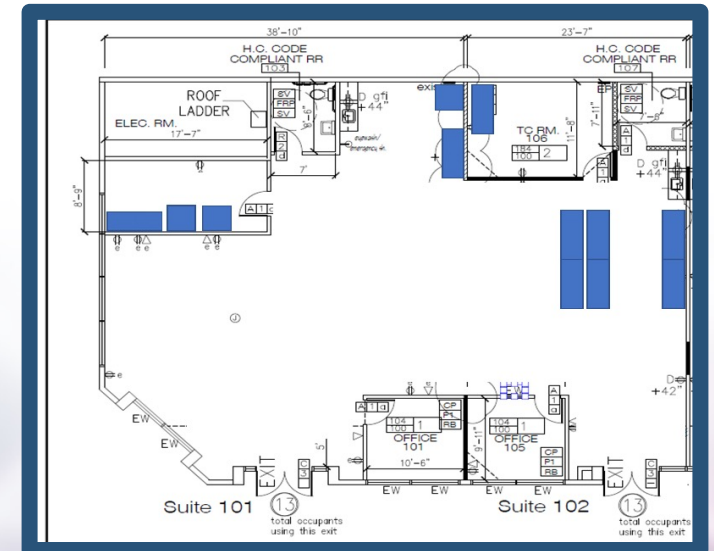
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Successful High Value Dx Companies Follow the CLIA Lab Go-To-Market Strategy

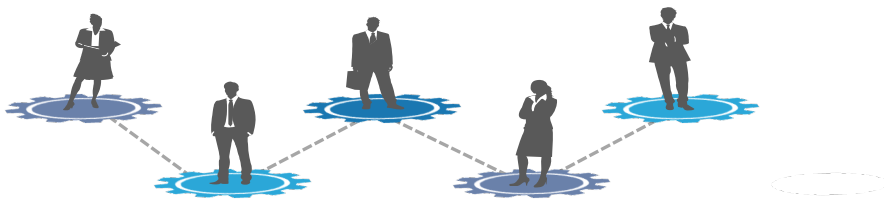
Managing *critical success factors* position the company for long-term sustainable growth:

1. **Stakeholder Relationships** - patient, physician and payer
2. **Reimbursement** – insurance coverage, value and utilization
3. **Access** – availability to all patients
4. **Data Development & Mining** – understanding product utilization, utility & correlation
5. **Sample Biobank** – deep analysis and fuel pipeline development



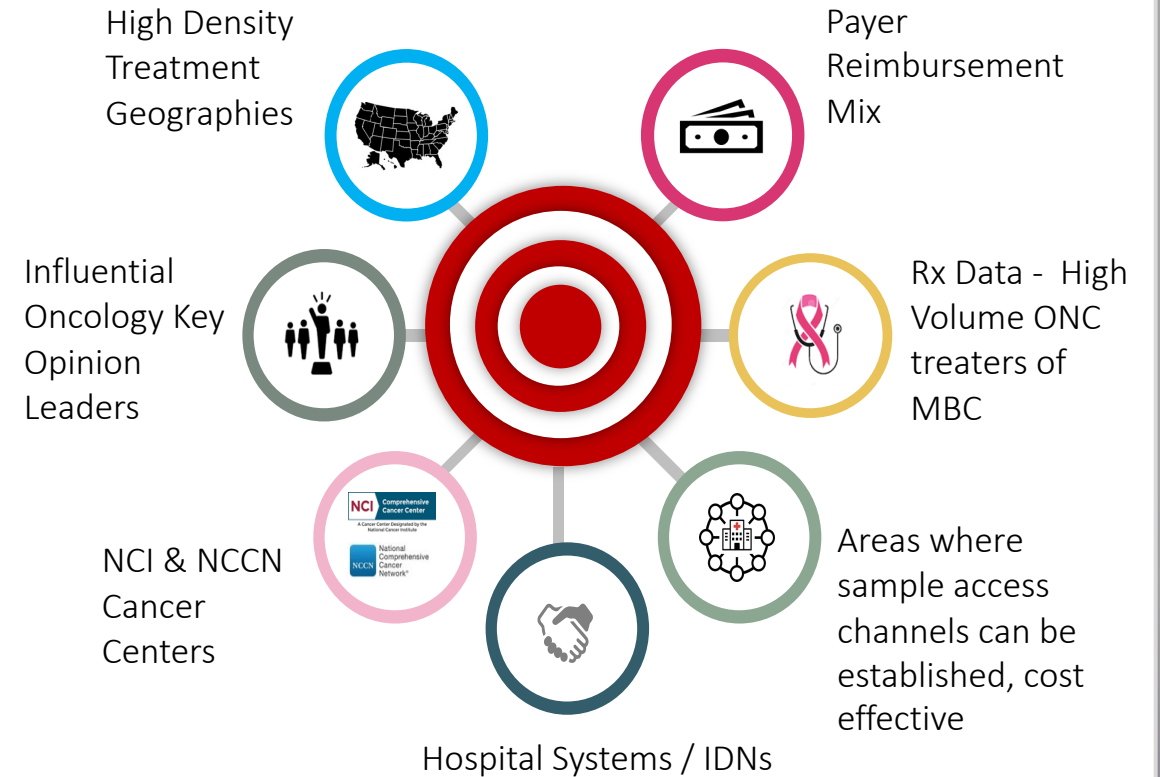
US Sales – Commercial Readiness and Targeting

Maximize Salesforce Readiness



- Initiated recruitment process and identified highly experienced sales candidates
- Candidate engagement on-going
 - Product technical reviews / emersion
- Commercial advisory board established
 - Refinement of 'go-to-market' plans
 - Account relationship Identification & mapping
 - Customer / market insight exposure

Sophisticated Targeting Methodology



Reimbursement Strategy

Public Insurance

At launch we will:

- Engage our Medicare Administrative Contractor (MAC)
- Initiate a DiviTum tech assessment to gain Local Coverage Determination (LCD) through an existing LCD
- Apply for a Proprietary Laboratory Analyses (PLA) code to become listed on the nation fee schedule

Medicare

Total Available Market = ~50%

Value-Based Collaborations

At launch we will:

- Engage hospitals and general reference lab to establish client bill contracts
- Execute contracts that optimize payment (reimbursement) to Biovica
- Establish an avenue for community Oncologists to send patients for blood draws

Total Available Market = ~25%

Private Insurance

At launch we will:

- Bill using a miscellaneous Current Procedural Terminology (CPT) code for payment
- Provide medical necessity documentation from treating Oncologists as required by the insurance provider
- Exercise appeals process when payment is denied

Total Available Market = ~25%

US Senior Management

Warren Cresswell, President of the Americas

- 25-years of Diagnostic Experience in Medical Device (IVD 510(k) & PMA), CLIA Lab (LDT), and Pharma
- Built Dx Orgs, Developed & Launched High Value Multi-Analyte Algorithm Based Dx Assays, and Implemented Effective Reimbursement Strategies
- Executive Leadership, Commercial, BD & Operations



Kendon Richards, Executive Director of Sales

- 25+ years of Pharmaceutical and Specialty Diagnostic Experience
- Built Pharma and Dx Sales Orgs, Successfully launched 15 products (8 in the Specialty Dx space), Led Salesforce Integration and Implementation of Effective Reimbursement Strategies
- National Sales Leadership, National Accounts Leadership and Marketing Brand Team Member



High Performing Sales Team To Join In Time For Launch



South Sales Director

- 20+ yrs. in Medical Sales
- 13 yrs. in Dx Sales as Rep, Mgr. and NAM
- Strong lab relationships at big south US accounts
- Multiple President's Club Wins



West Sales Director

- 20+ yrs. in Medical Sales
- 8 yrs. in Dx Sales
- Incredible track-record for launching products
- Multiple PC wins and Rep of the Year Awards



Central Sales Director

- 20+ yrs. in Medical Sales
- 5 yrs. in Dx Sales
- Extensive lab relationships throughout the Mid West
- 8 President's Club in multiple roles



East Sales Director

- 15+ yrs. in Medical Sales
- 12 yrs. in Dx Sales
- Incredible lab success / relationships in NE USA
- 7 PC wins along w/ Rep & NAM of the Yr Awards



West Mkt Access Sr. Dir.

- 15+ yrs. in Medical Sales
- Exceptional history of contracting with the major Labs & IDNs on the West Coast
- 9 President's Club w/ Rep, DSM and NAM of Yr Awards



East Mkt Access Sr. Dir.

- 15+ yrs. in Medical Sales
- Exception relationships and history of contracting with Labs on East Coast
- Multiple PC Wins and a Rep of the Yr. Award

- Candidates have 128 combined years of medical sales experience
- All 6 candidates have extensive experience selling Specialty Dx products to KOLs / HCPs
- 5 of 6 candidates have been top performing Dx District Sales Mangers / have lead Teams
- All 6 candidates have excelled in contracting Specialty Dx products as National Account Managers
- All 6 candidates have personally earned multiple President's Club National Annual Sales Awards

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Summary & Milestones

- Measures cell proliferation from a simple blood sample
- DiviTum® TKa addresses an important clinical unmet need
- DiviTum® TKa is supported by cancer KOL's and scientific collaborators globally
- Market potential > \$2 billion for monitoring of metastatic cancer (key indications on key markets)

Milestones:

- 510(k) clearance ✓
- Capital injection ✓
- US launch –
 - 2023: CLIA Lab Certification ✓, PLA Code & agreements with US hospitals
 - 2024: Medicare coverage
 - 2026: 15% of market potential realized
- Launch on European markets – 2023

