



**BI+VICA®**  
TREATMENT DECISIONS WITH GREATER CONFIDENCE™



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# About the Presenter

## Anders Rylander, CEO & Board Member

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



# + Agenda

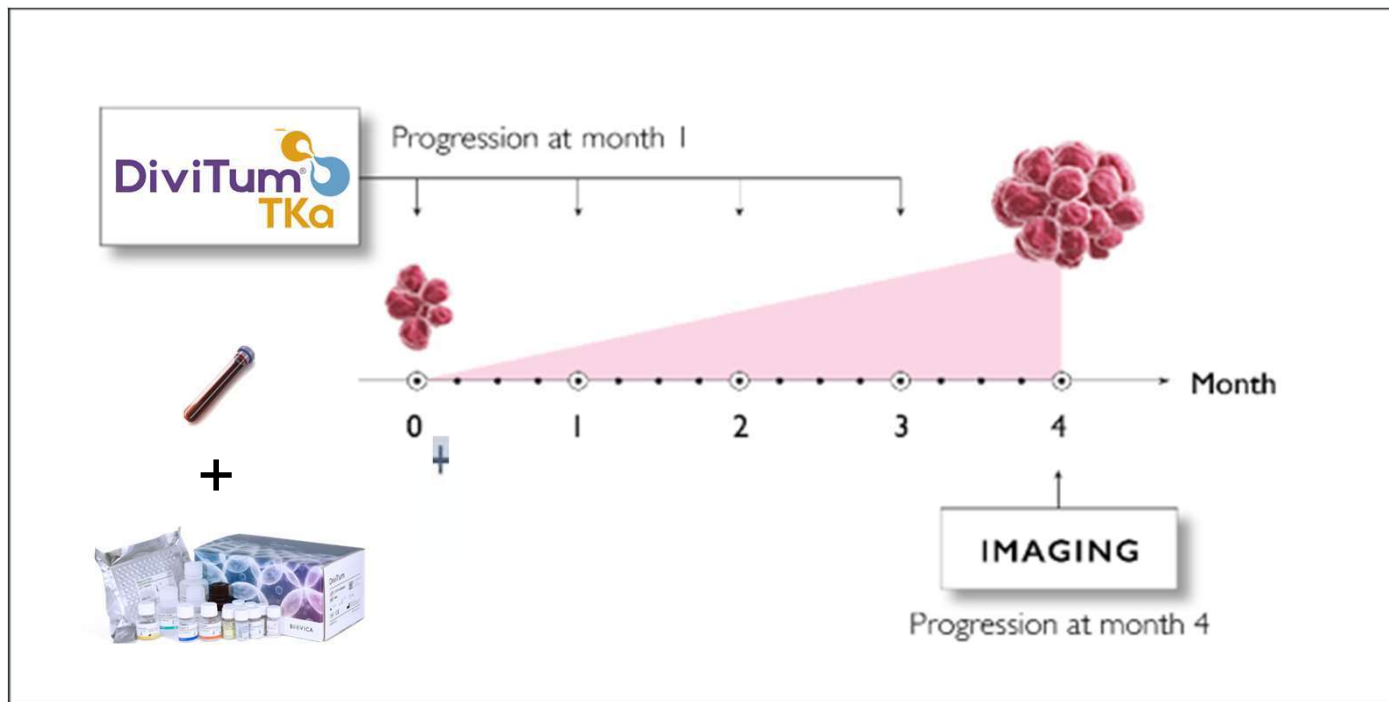
- + Company & Product
- + Market Potential & Plan
- + Summary & Milestones





# DiviTum<sup>®</sup> TKa

An early indicator effectiveness of cancer treatment



References:  
<http://biovica.com/technology/publications/>

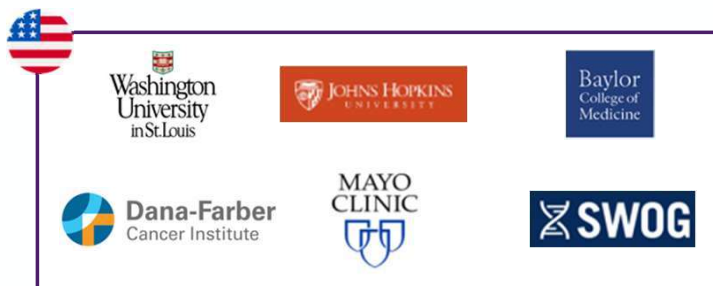
DiviTum<sup>®</sup> TKa cell proliferation provides quicker evaluation of cancer treatment efficacy.

# Validated by a wealth of scientific evidence

## 30+ published and peer-reviewed articles

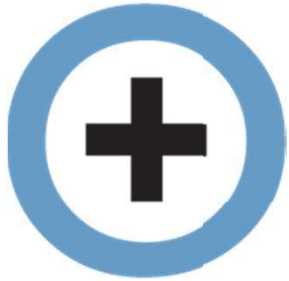
- ⊕ Strong evidence supporting the **use of DiviTum® TKa as a clinical biomarker** of CDK4/6i response
- ⊕ Collaboration with **world-leading academic institutions** and **KOLs**
- ⊕ **First prospective study published**

Cancer Area	Patients	Nr. of studies
Breast Cancer	3,039	14
Gastrointestinal	713	4
Malignant Melanoma	86	2
Lung Cancer	302	3
Blood Cancer	440	4
Other	457	3
<b>Total</b>	<b>5,037</b>	<b>30</b>



Note: Summary of clinical results available at [biovica.com](http://biovica.com).



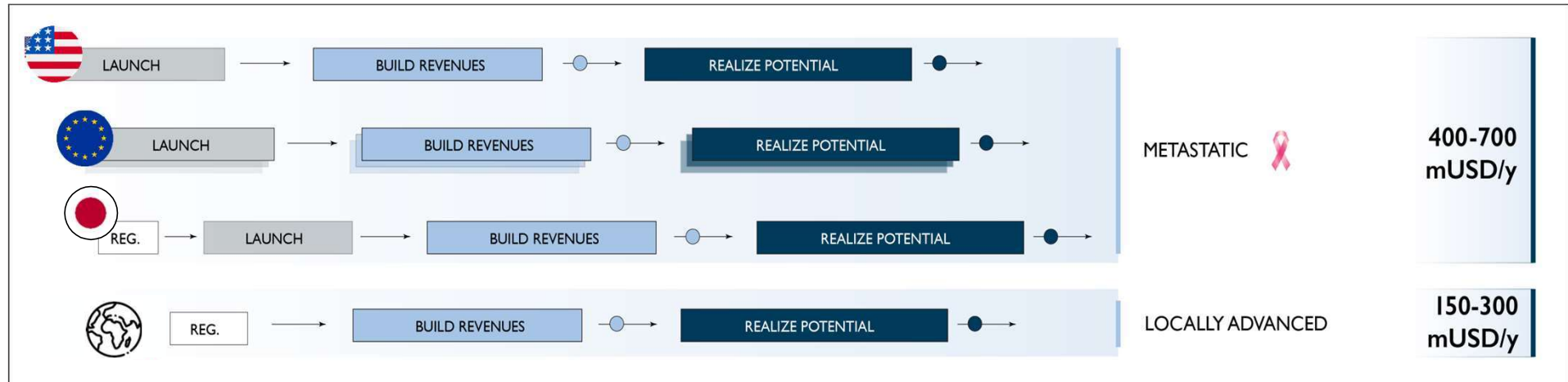


# Market Potential & Plan



# Strategically designed launch plan ensures growth

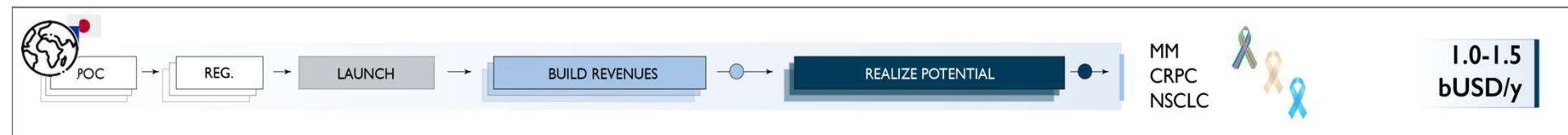
## BREAST CANCER



## PHARMA / CDx



## NEW INDICATIONS



Source: (1) Globocan 2018 and Biovica Market Research



# We Continue to Execute the US Commercial Strategy



- 1 Engagement and Feedback from KOL's
- 2 Execute Client Bill (Hospital) Contracting
- 3 Expand Commercial Agreement
- 4 Establish Coding, Pricing & Reimbursement
- 5 Expanding Clinical Utility in Breast Cancer



# 1 Engagement & Feedback Drives Demand

Focused Engagement with Targeted Medical Oncologists, KOLs and cancer centers drives success

**100%**  
Engagement with all NCI  
& NCCN designated  
cancer centers

**35%**  
Conducted clinical  
presentations with 1500  
target Oncologists



Feedback from Medical Oncologists:

*"DiviTum addresses a biomarker white space that is desperately needed to manage MBC patients"*

-NCI/NCCN Center located in the Southwest

*"Identifying nonresponding patients enables clinicians to switch therapies when clinically needed"*

-NCI/NCCN Center located in the Northeast

*"Physicians will likely lengthen time between imaging for patients with low TKa values"*

-NCI/NCCN Center located in the Midwest



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## Execute Client Bill (hospital) Contracts



### Client Bill Contracts drive accelerated growth

- ⊕ Expands access to all oncologists
- ⊕ Establishes ordering process at institutions
- ⊕ Guarantees payment to Biovica

### Focus

- ⊕ NCI Designated Institutions
- ⊕ NCCN Designated Institutions
- ⊕ Notable Cancer Institutions

1<sup>st</sup>

Contract expected during FY-Q2

10

Contracts is the goal for the FY

3

## Expand Commercial Agreements



3<sup>rd</sup> commercial agreement with Occum Health (July 2023)

- ✓ Provide solutions to self insured employers for services performed by ***out of network providers***
- ✓ Establish ***pre-negotiated rates*** for covered services
- ✓ ***Enable reimbursement*** of DiviTum® by affiliated payers and clients



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## Establish Coding, Pricing & Reimbursement



### Coding and Pricing:

- ✓ Medicare credentialling (Mar 2023)
- ✓ AMA PLA code approved (Jul 2023)
- CMS preliminary recommendation (Sep/Oct)

Enables payment from Medicare

PLA code is specific to DiviTum TKa being run  
in our San Diego CLIA lab

Crosswalk or Gap fill

### Reimbursement Channels are Open – claims are being paid:

- ✓ Received *commercial insurance* payments
- ✓ Received *Managed Medicare* payments
- *Medicare* payment
- *Client Bill* payments



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# Expanding Clinical Utility in Breast Cancer

## Interventional Trials

### Yale Trial

*Drug to drug interaction and dose reduction*

New Trials in Discussion

## Observational Trials

### WashU – Impact Trial

*Real time biomarker of tumor response to CDK4/6 inhibition in HR+ metastatic breast cancer*

New Trials in Discussion

✓ PIs are KOLs & Thought Leaders

✓ NCI & leading cancer centers

✓ Generates clinical utility data (interventional trials)

✓ Strengthens current clinical use (observation trials)

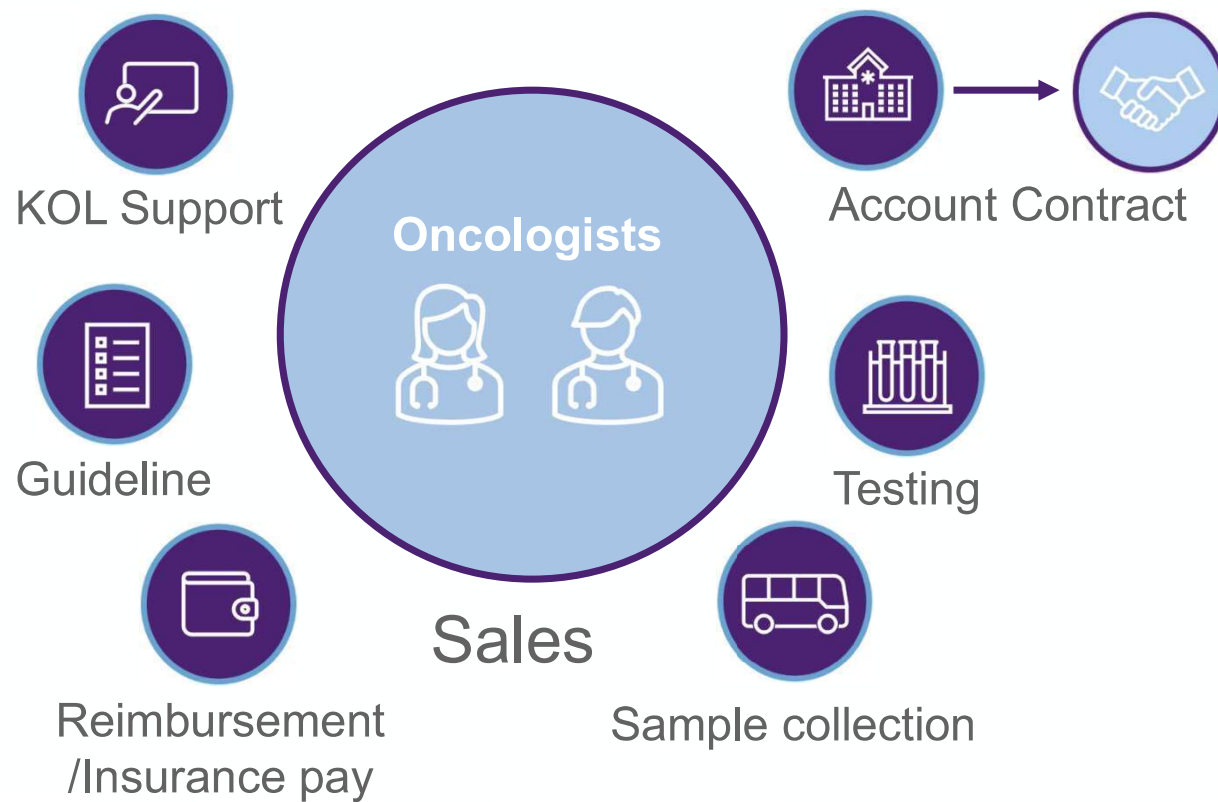
✓ Drives utilization within institutions

✓ Patients treated as standard of care ➡ reimbursement pursued



# European Commercial Partner Strategy

- partners with a proven track record launch and sales growth



## Europe milestones

- ⊕ **2023**: First agreement, additional to come
- ⊕ **2023-25**: Agreement(s) in rest EU-5 + Nordics
- ⊕ **2026**: 15% of market potential realized (three years after launch)



**+** Estimated TAM for EU-5 & Nordics is 150-250 mUSD/yr



- + ~15% of Europe TAM\*
- + Private Pay up to 40%
- + Strong KOL Support



- + Similar to Nordic markets
- + Little Private Pay
- + Strong KOL support



- + Under serviced market
- + Private Pay up to 50%
- + CT-Scan very expensive

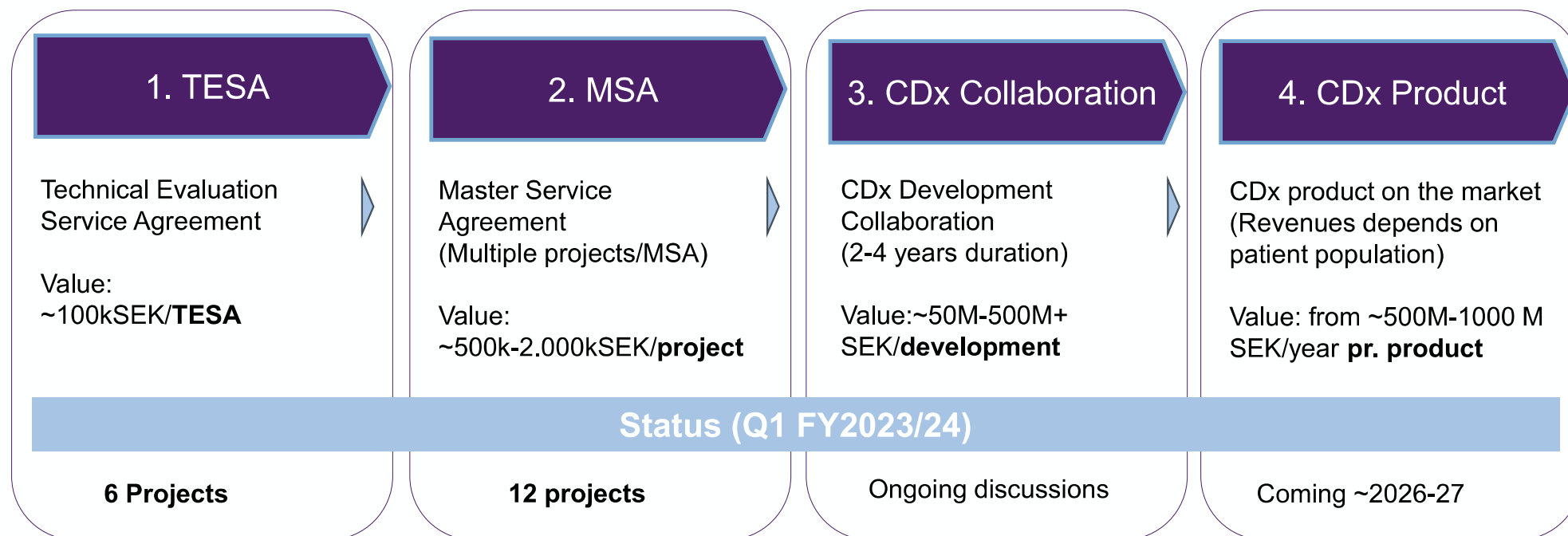
**2023-25 Focus: Spain, Germany/DACH, UK, Nordics, France**

\* Europe TAM = Big 5 + PL & NL

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Biovica International AB

# The Pharma Services & Collaboration strategy

continues its strong progress with new agreements signed Q1 FY23/24



From FY22/23 YoY revenue **+65% up**; Q1 revenue: **+200% up**



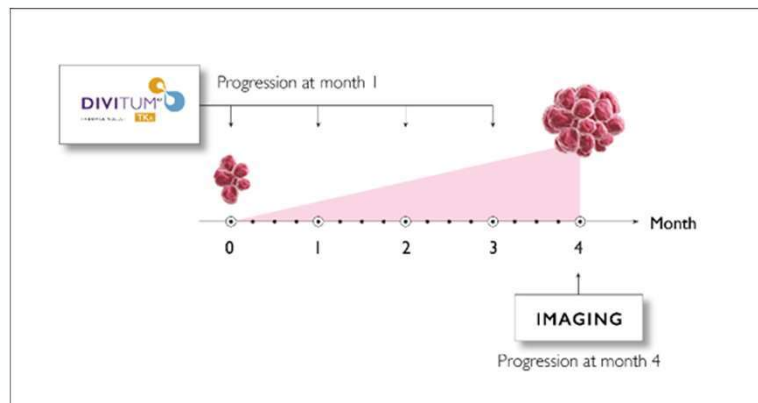
# Summary & Milestones





# 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)



## Upcoming Milestones:

- **US milestones**
  - **2023:** CLIA Lab Certification ✓, PLA Code ✓ & agreements with payers ✓ & US hospitals (10 agreements)
  - **2024:** Medicare reimbursement with specific code & price
  - **2026:** 15% of market potential realized
- **Europe milestones**
  - **2023:** First two agreements ✓
  - **2024-25:** Agreement(s) in rest EU-5 + Nordics
  - **2026:** 15% of market potential realized (three years after launch)
- **Pharma Services /CDx**
  - **2023-24:** Significant revenue growth;
    - Agreements/projects beyond the current 18
  - **Contract development:** establish first CDx development contract



**BI+VICA®**  
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Backup slides  
The team



# Board of Directors – many years of industry experience!



## Lars Holmqvist

Chairman  
Holdings: 659,436 B-shares,  
100,000 warrants



## Annika Carlsson Berg

Board Member  
Holdings: 50,000 warrants



## Maria Holmlund

Board Member  
Holdings: 15,600 B-shares,  
75,000 warrants



## Jarl Ulf Jungnelius

Board Member  
Holdings: 75,000 warrants



## Jesper Söderqvist

Board Member  
Holdings: 41,085 A-shares,  
61,120 B-shares, 75,000 warrants



## Anders Rylander

Board Member & CEO  
Holdings: 3,575,640 A-shares,  
1,562,074 B-shares, 90,000 warrants



## Marie Louise Fjällskog

Board Member  
Holdings: 45,000 warrants



# Leadership Team – vast experience launching IVD!



**Anders Rylander**

CEO

Holdings: 3,575,640 A-shares,  
1,562,074 B-shares, 90,000 warrants



**Anders Morén**

CFO

Holdings: 23,000 B-shares



**Hanna Ritzén**

COO

Holdings: 1,500 B-shares



**Joakim Arwidson**

VP Regulatory & QA

Holdings: 1,020 B-shares, 20,000 warrants



**Warren Cresswell**

President Americas

Holdings: 100,000 warrants



**Henrik Winther, Ph.D.**

SVP Business Development

Holdings: 32,000 B-shares, 20,000 warrants



**Helle Fisker**

VP Commercial Europe

Holdings: 18,700 B-shares, 20,000 warrants