



Management Presentation

February 2022

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A unique value proposition

MISSION

CORE ABILITY

PRODUCT

- A diagnostic company founded with the vision to **revolutionize laboratories' workflow through automation and data analysis**
- Automated detection, analysis and interpretation of **rare and extremely rare cells**
- Ikoniscope20 digital fluorescence microscope system - A combination of **proprietary instrument, software applications and reagents** covered by numerous international patents



Ikonisys' technology enables early, accurate cancer detection

We offer a unique fully-automated solution for diagnostics laboratories

**1. A UNIQUE VALUE PROPOSITION
IN DIAGNOSTICS**

2. MARKET & COMMERCIALIZATION

3. SUCCESSFUL BUSINESS MODEL AND
GROWTH STRATEGY

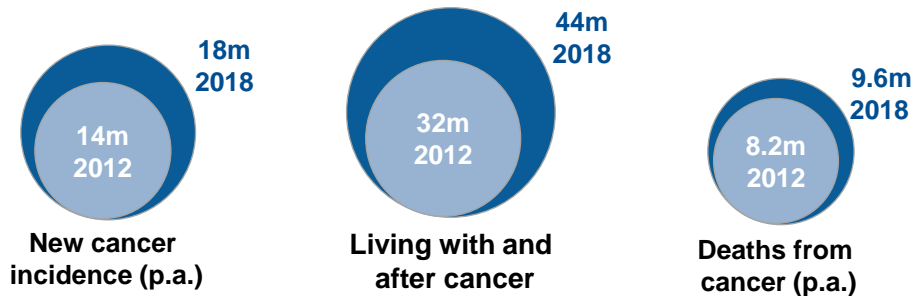
4. HIGHLIGHTS & ACHIEVEMENTS SINCE
THE IPO





A clear need for fully automated systems in cancer diagnostics

Cancer: a deadly burden for humankind



• **Survival rates** at 5 years, early stage vs late stage:

| | Breast | Lung | Colorectal | Ovarian |
|--------------|--------|------|------------|---------|
| Stage I-II | >90% | >70% | >90% | >90% |
| Stage III-IV | ~15% | ~14% | ~20% | ~5% |

› **Results of recent market survey:**

- **Users of automated systems are aware of system advantages (e.g. efficiency, throughput, less handling risks)**
- **60% of automated users plan to purchase a new automated system within the next 2 to 3 years (add on)**
- **Above 80% of users would want to buy a fully automated and integrated system**

Shortage of pathologists is a bottleneck for diagnosis

- **-18%** The decrease between 2007-2017 in the number of active pathologists in the US
- **63%** The percentage of active US pathologists aged 55 years or more
- **44%** The portion of active UK pathologists that already work overtime
- **24%** The percentage of UK pathology labs that have to outsource service on a weekly basis because of shortage of pathologists

Implication: pathologists will need digital, automated systems to deliver more outcomes in less time, with higher specificity / granularity of data

Source: International Agency for Research on Cancer (Globocan 2018), Cancer Research UK, Personalized Medicine Coalition (2017), DLS Consulting



An integrated system for fully automated analysis and interpretation

Ikonisoft broad range of Diagnostic Applications

Test-specific applications in various fields



CTC



Oncology
FISH



Prenatal



Immunology*

Reagents

Consumables

Ikonisys' labelled
Expected in 2022



Ikoniscope Robotic Digital Microscope



- Fully-automated slide scan and analysis in a compact instrument, able to rapidly scan millions of cells
- Single instrument for **multiple applications**, currently including various cancer types and CTC
- **Fast and accurate**, to increase laboratory' throughput

Maintenance

Service agreements

Renewed yearly
Remote fault diagnosis



Data collection, connectivity

Data driven

Networking with virtually any lab
Internet-based remote access

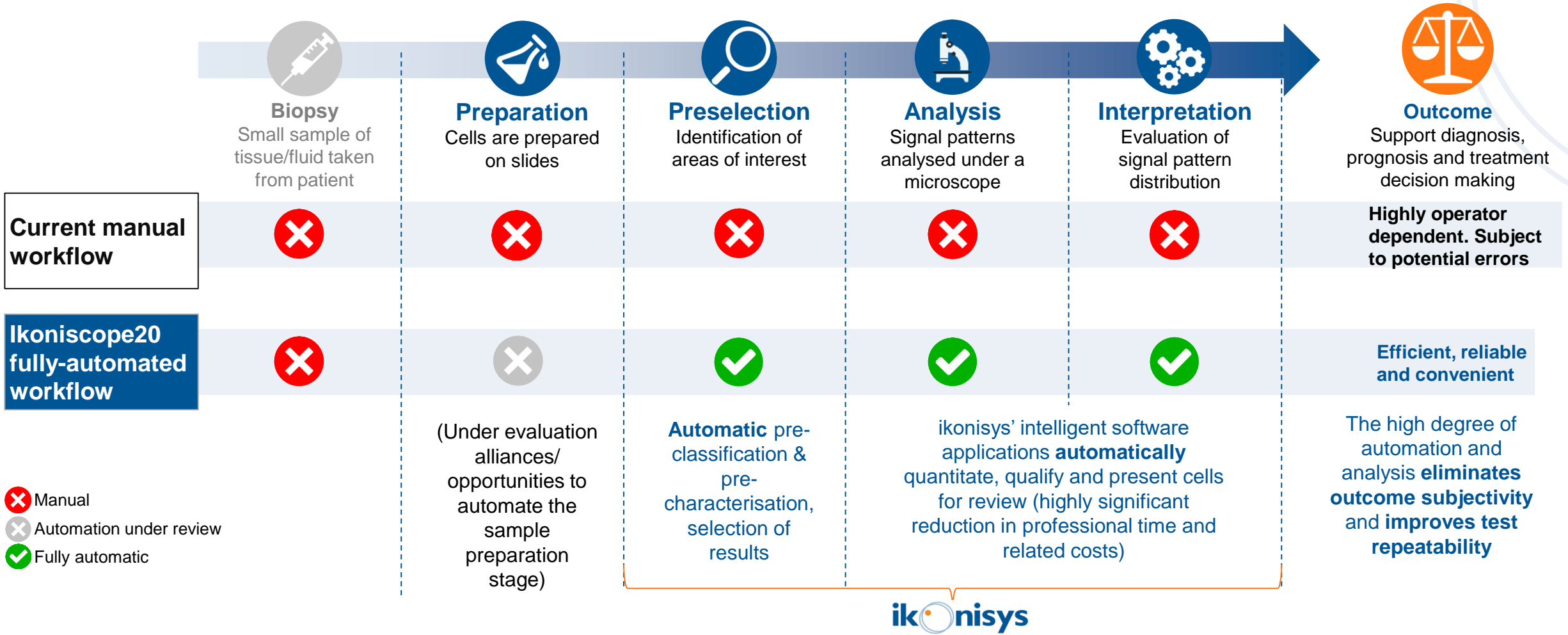


- › Fully integrated technology platform - Instrument, software applications and consumables
- › Fully automated slide handling, cell detection and analysis, data capture, data storage and (remote) review

*In study



Ikoniscope20 greatly improves the laboratory's workflow

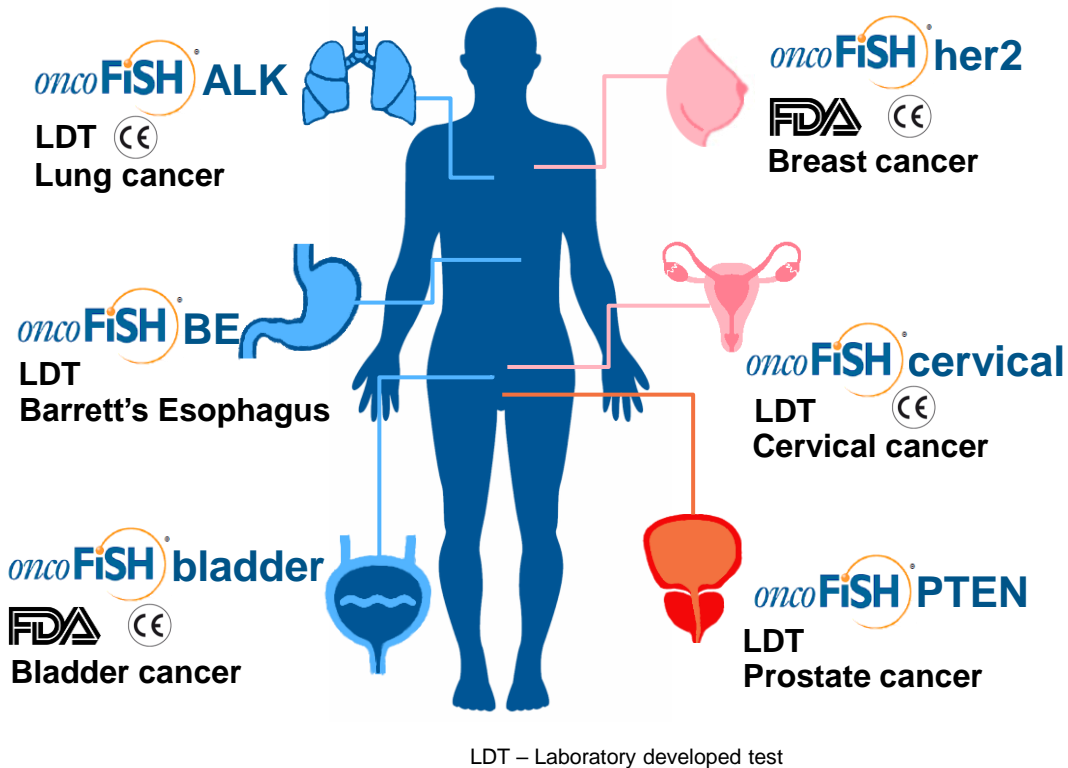


› Ikoniscope20 cuts down up to 65% of the manual workflow through automation, significant cost/time efficiency improvements



A wide current portfolio of diagnostic tests about common diseases

Oncology FISH



Liquid biopsy / CTC

Aneuploidy-based CTC detection, for early cancer diagnosis, prognosis and treatment monitoring



- **Flexible approach** - detection and analysis of CTC based on any combination of biomarkers
- **No need for enrichment** - up to 2 million cells per slide
- **Full characterization of cells**
- **Cancer-specific applications** developed with Sheba Medical Center

Prenatal diagnosis



fastFiSH[®] amnio



Fully automated detection of fetal cells for **prenatal diagnosis of chromosomal aneuploidies**

› The current portfolio addresses a wide variety of common diseases that Ikonisys can help detect faster and with more efficacy



Value proposition: cost and time saving while increasing quality

Multi-purpose: optimized CAPEX

- **Multiple applications:** FISH, CTC, infectious disease, immuno-oncology
- Analyze tissues and biological fluids, hybridized with **any desired combination of probes**
- Fully customizable product, for **flexibility** (area, # scans,...)

Deep Analysis

- **3-D, high-resolution** microscope scanning and digitization
- Proprietary algorithm with **100% accuracy***
- **Quantitative and qualitative** (e.g. morphology) analysis to refine the search for the right cells

Time Saving

- **Selective scanning**, to concentrate analysis only on area of interest, decreasing average scanning time
- Truly walk-away capabilities allow **unattended and overnight scanning** for greater slide volumes.
- **Auto-report** with meaningful info

Diagnostic confidence

- **Higher confidence** in patient assessment thanks to the higher amount of observations
- Avoid potential errors, **eliminating outcome subjectivity**
- Automatically produce a **readable and reliable report**

Cost Saving

- **Increased lab productivity**, saving additional FTEs and allowing a balanced workflow
- **Less consumables used**, thanks to selective scanning (stain only useful areas).
- **Increased lamp life**

Data-driven remote capabilities

- Digitization and storing/sharing easily integrated with the majority of LIS, for **remote diagnosis and second opinion**
- **Remote control** capabilities
- **Remote maintenance** for cost saving

* Zwaenepoel et al, ExpMolPathol 2015 LIS - Laboratory Information System



Solving key challenges of liquid biopsy through oncoCTC

Large number of cells examined

« If there is only one cell in the analysed sample, ikonisys will be able to identify and qualify it »

Tshering Dorji, Head of Pathology, TOMA Lab

No enrichment needed

Detects all of the wide variety of CTC cell types, including epithelial and mesenchymal cells

Flexible approach

CTCs by FISH (for nucleic acids) as well as **Antibodies** (for proteins)

Deep Analysis & Interpolation

High resolution imaging provides **detailed morphological information**

Diagnostic confidence

For the development of **cancer specific CTC-based test**

Full characterization

CTC provides characterization of individual tumor cells
ctDNA provides global tumor genotype information

* Zwaenepoel et al, ExpMolPathol 2015, LIS - Laboratory Information System

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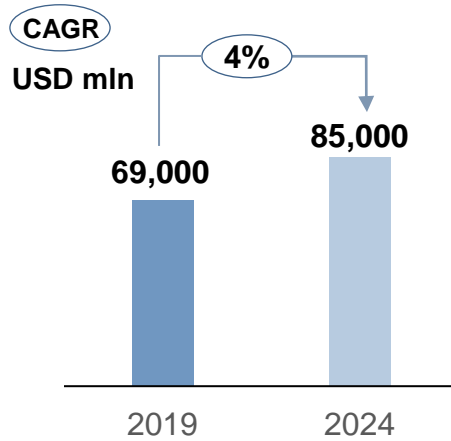
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A market with fast growing opportunities

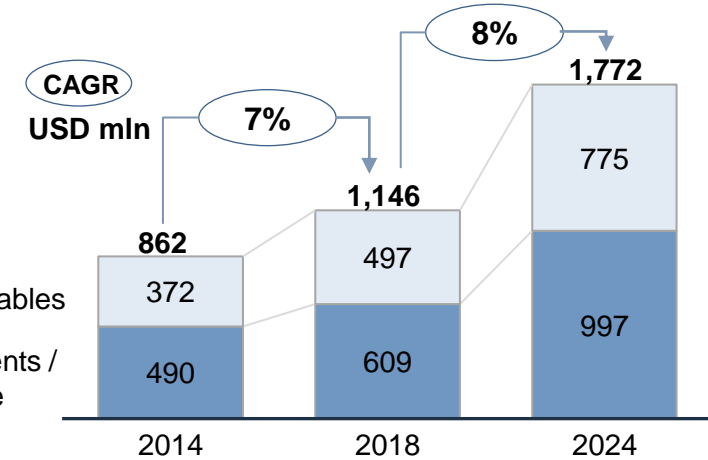
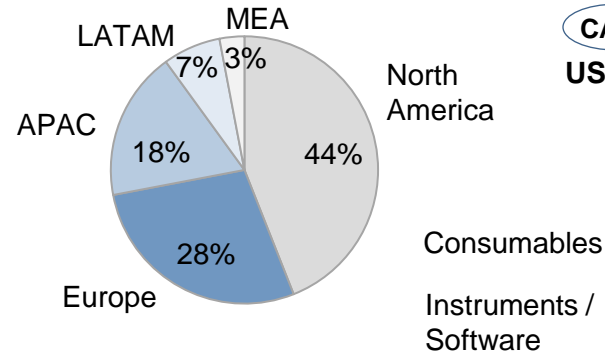
IVD Industry - Market Overview



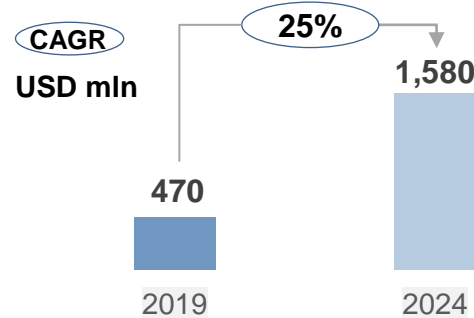
IVD segments - Oncology

- Tissue-based testing for cancer and molecular tests for both cancer and infectious disease will be the growth engine among larger segments of the overall In Vitro Diagnostic industry.
- Growth in oncology is based on demographic transition (aging societies) and higher number of tests driven by personalised medicine (e.g. FISH companion diagnostics & others).

FISH – Market Overview



CTC (Liquid Biopsy) – Market Overview



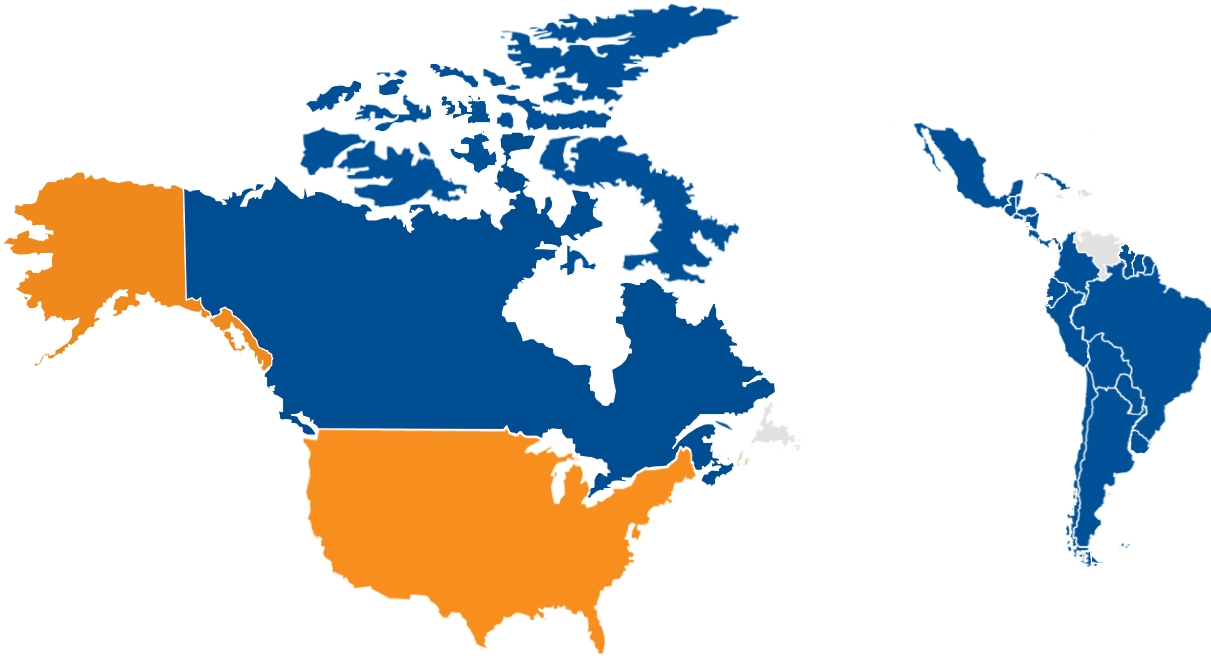
- The market for liquid biopsy testing is **rapidly evolving** as vendors develop and commercialize innovative new technologies to meet the needs of the clinical diagnostic market.

› **FISH continues to outgrow the IVD market - CTC is a game changer**

Source: Kalorama 2016 and 2020, Siemens Healthineers 2017, Grandview Research 2018, Brandessence 2018, Angle PLC Annual report 2019 – Frost & Sullivan 2018



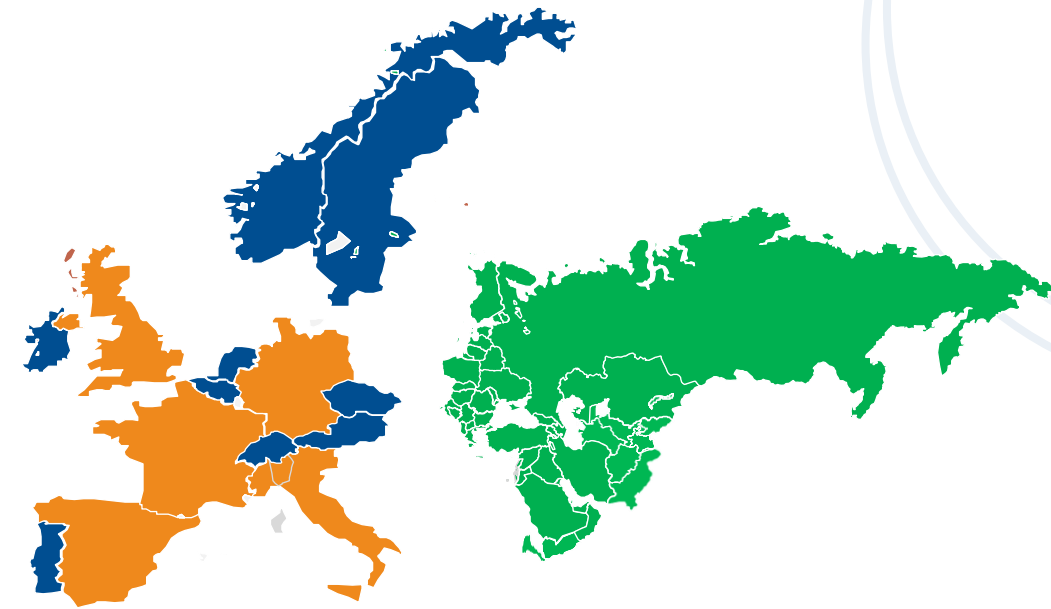
A two-fold worldwide commercialization strategy



- Direct commercialization
- Commercialization through distributors

USA : Focus on developing current customers into active Ikoniscope20 users

- Initial focus: direct commercialization in the North Eastern and South Eastern states
 - ✓ Hired Head of Sales, US
- Second focus: direct commercialization in all the 8 US regions and implementation of a Key-Account Strategy
- Additionally: Distribution Network in Canada/Alaska and in all South American countries



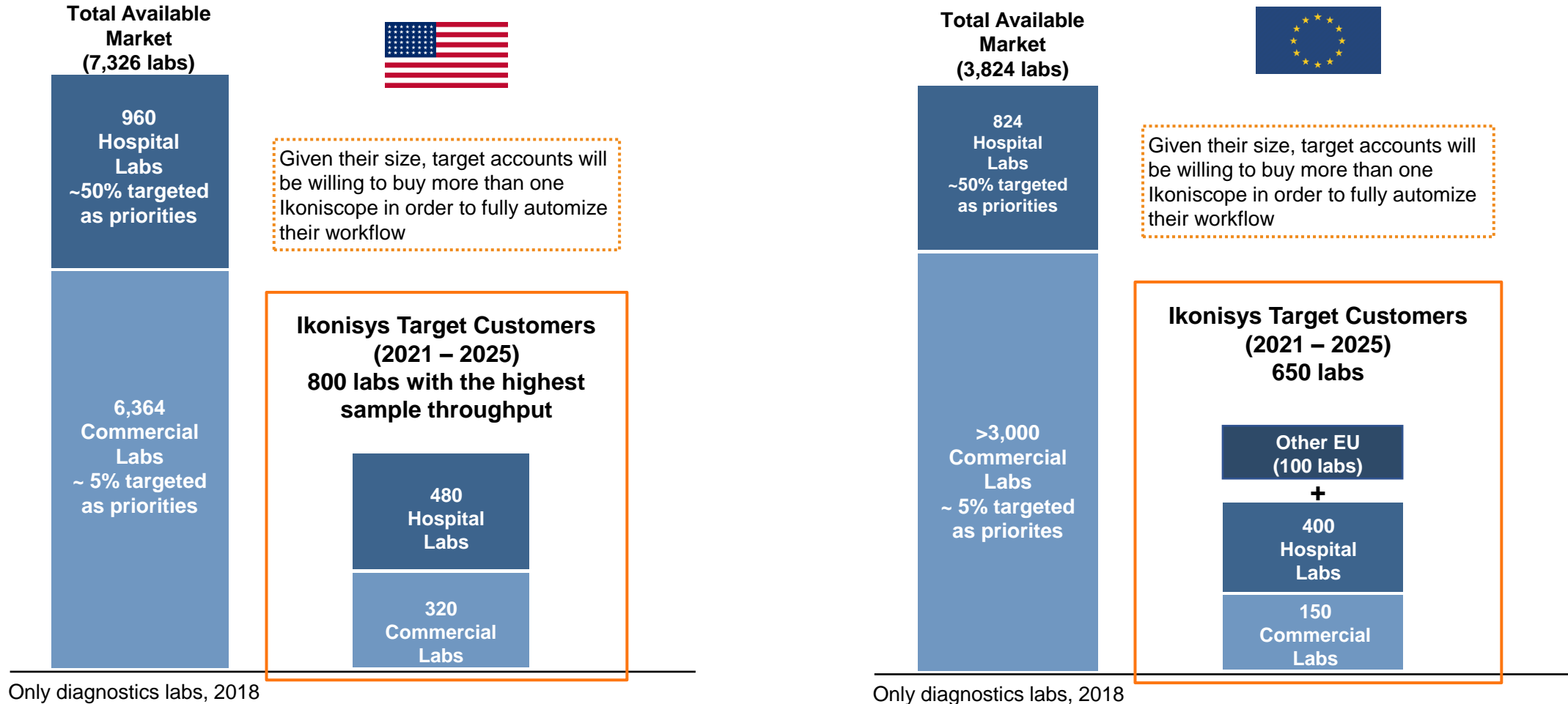
- Direct commercialization
- Primary target for distributors' commercialization
- Secondary target for distributors' commercialization

Europe: Primary focus on direct commercialization in Germany, Italy and France

- Work with KOLs to develop 2-3 Reference Accounts per country**
 - ✓ First reference labs: TomaLab (Milano) and Charité (Berlin)
- Second Focus: direct commercialization in the UK and Spain**
- After successful Launch Phase, development of a **Distribution Network** in the remaining EU countries, plus Middle East



The US and European market : >1.4k labs targeted to benefit from full FISH automation



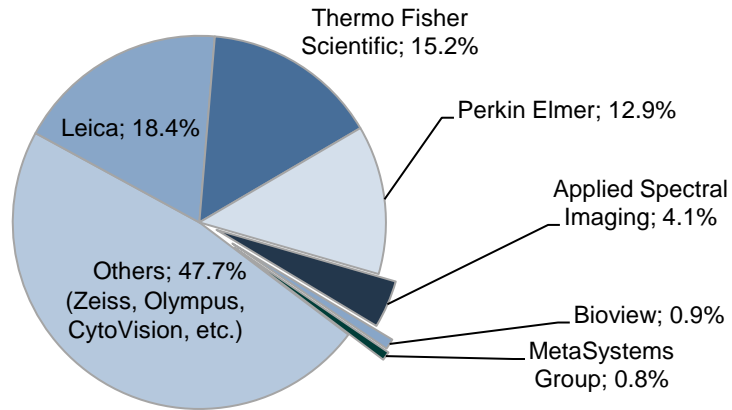
› Due to high-level of automation, Ikonisys will also target labs that would like to perform FISH testing but currently do not because of lack of staff / resources

Source: DLS Consulting 2018, ikonisys analysis



Ikonisys unique positioning in an attractive market

Global FISH market and (semi-) automation

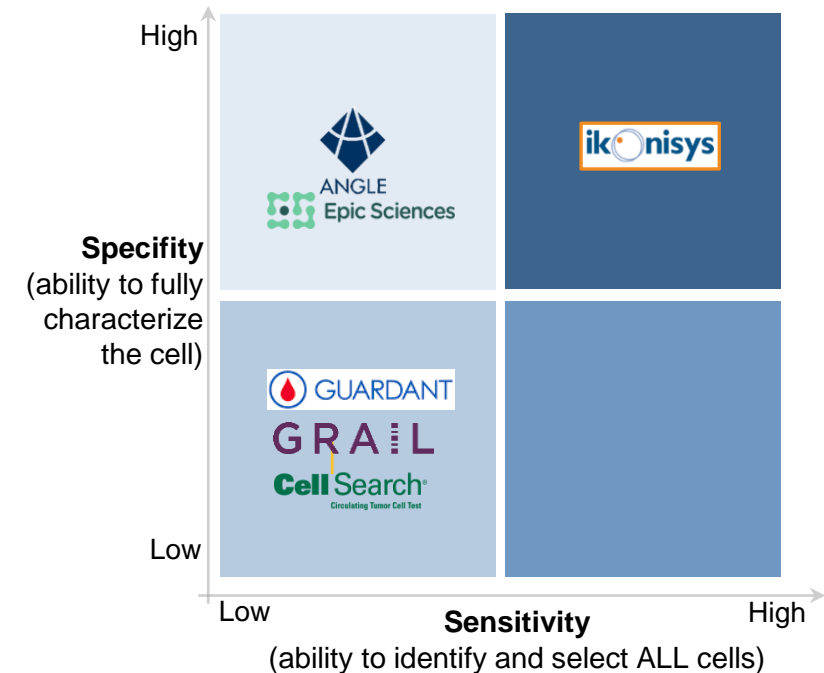


Ikonisys differentiating approach

- **Fully integrated & automated system**, enumerating, classifying and presenting diagnostically relevant cells without user intervention
- **True walk-away system**
- **No requirement for Dark-Room**
- **Comprehensive remote capabilities** (LIS connectivity, remote control, remote maintenance)
- **One-stop solution** for different applications, including Liquid Biopsy

Ikonisys cutting-edge approach in CTC

- **Flexibility:** detection and analysis of CTC based on any combination of biomarkers
- **No need for enrichment:** up to 2 million cells per slide
- **Able to scan for CTC:**
 - based on chromosome signals (aneuploidy detection)
 - **any type**, regardless of cell size or markers expressed



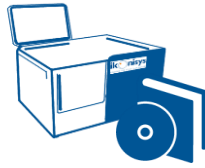
Source: Brandessence 2018, DLS Consulting 2018

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Ikoniscope20 placements driving recurring revenues



Sales driver

- **Ikoniscope20 solutions – Instrument, software applications and optional add-ons**
- Different commercial solutions depending on the client's degree of specialization, volumes and financial preference
- Starting from one single software application to several
- Option to add additional slide loader for high volumes
- Direct sale, rent or lease, to accommodate all needs



Reagent kits

- Standard in the industry, no R&D needed
- Offered to clients at competitive conditions
- Manufactured by third parties, ikonisys-labeled
- Ensuring same or greater performance on our installed base



Software applications

- License fees renewed annually
- 2 new additional applications per year, addressing new types of cancers based on market demand
- Possibility to implement a pay per use model



Service agreements

- Renewed annually
- Low maintenance costs / high margins

› **Recurring revenues are secured by instruments installations**



Next generation Ikoniscope AI: a quantum leap for personalized medicine

Artificial intelligence: a tool in the hands of the pathologist



AI will be integrated in the pathologist's workflow, to enhance efficiency and expand possibilities

Big data

Analytics on Big Data gathered over the past 12 years, to further expand the capabilities of the platform

AI algorithms

Self-learning **AI algorithms** for increased speed and enhanced decision making

Cutting-edge direct imaging technology

Novel, miniaturized tech for acquisition and analysis of both **dark field** and **bright field**

Cloud computing

For optimal data processing, storage, access and back-up

Data integration

Integration of all patient specific **data**, for truly personalised medicine

› **Ikoniscope AI will deliver further innovations, integrating the latest breakthrough in hardware and software**



A strong network of development partners

Immunology



Evaluate the potential of the ikonisys platform in the detection and quantification of specific populations of cells in **immuno-oncology** and infectious disease

Oncology FISH



Focused on the analysis of tumor cells, in tissue samples of **solid cancer**, sarcoma and malignant lymphoma

CTC - Circulating Tumour Cells



- **Sheba Medical Center**, one of the 10 best hospitals in the world*
- **Partnership to develop novel cancer-specific CTC tests** with a variety of potential clinical utilities, including treatment monitoring and companion diagnostic
- Sheba's research team, led by Prof. Iris Barshack together with Ikonisys will identify biomarker panels for specific cancers of particular interest, to develop new Ikoniscope20 CTC tests



- **First application available and marketed by the client.**
- New collaborations as reference lab for Italy.

IkoniscopeAI



POLITECNICO
MILANO 1863

- Collaboration with prof. Boracchi, professor of Computer Vision and Machine Learning, for the implementation of novel deep learning solutions for image segmentation and cells classification



- **Ilmārs Poikāns**, AI researcher at the University of Latvia and authority in the field of Artificial Intelligence
- **Pilot study** for novel illumination technology with high excitation power and individual wavelength control

› **A strong network to leverage R&D and address future markets**

* Newsweek, 03/03/21

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Post-IPO progress – Commercialization build-up

US commercial organization

- **Director of Sales, USA appointed** in August 2021
- In-depth discussion with current customer base to ensure smooth migration of GEN1 users to Ikoniscope20
- Initiated contacts with **new prospects** in the eastern region
- Collaboration with leading financial service provider established to support leasing options for future Ikoniscope20 sales

European commercial organization

- **Sales Director, France appointed** in January 2022
- **First installation in an important KOL** in northern Italy, that will act as a reference lab
- Initiated contacts with new prospects among various KOL in Italy, France and Germany
- Agreement signed with key European reference site hospital to implement Ikoniscope20 testing for solid tumors
- Ongoing contacts with **distributors for Spain and Portugal, Eastern Europe, Middle East and Latin America**



Post-IPO progress – R&D advances

CTC / Liquid biopsy

- **Defined protocol with Sheba Medical Center** for the development of novel CTC tests initially targeting pancreatic, breast and lung cancer. Identification of specific biomarker panels
- **Upgrade of the existing CTC application**

Artificial intelligence

- Initial tests to upgrade existing applications with **novel algorithms**
- Ongoing discussions with university partner for advanced image analysis and classification through the use of **deep learning**, with the aid of GPU computing
- Development of additional feature for high-volume users

Immuno-oncology

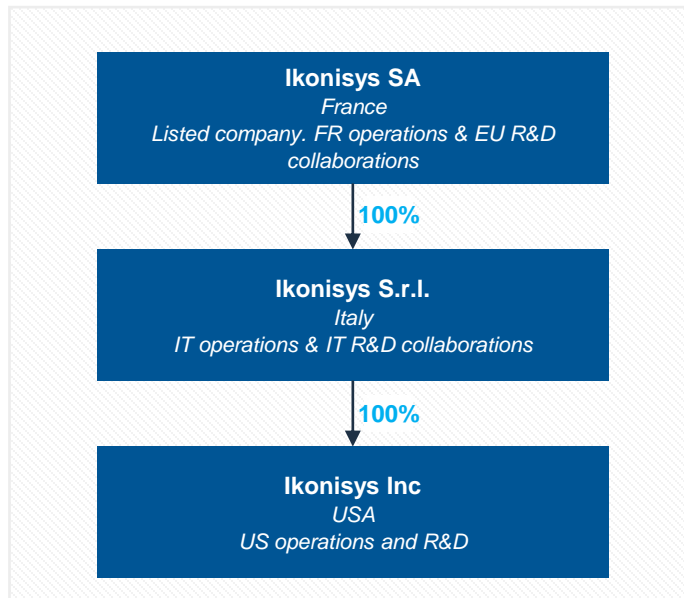
- Initial results of a study have demonstrated the capability of the Ikoniscope20 platform to **enumerate specific populations of CD8 T-cells**.
Such antigen-specific CD8 T-cells are extremely rare but play a central role in immunity to cancers and infectious agents (such as viruses).
This is achieved through their capacity to kill malignant cells upon recognition by T-cell receptor of specific antigenic peptides presented on the surface of target cells.
These results provide an excellent demonstration of the **ability of the Ikoniscope20 to detect rare cells** in general and circulating tumor cells in particular



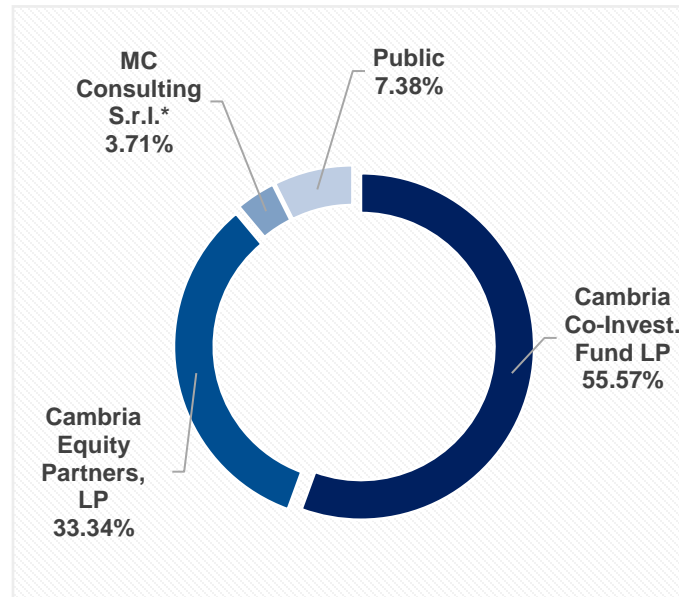
Company information

Euronext Growth Paris: IKONISYS | ISIN : FR00140048X2 | Ticker : ALIKO

Corporate structure



Shareholders



* Holding company of Mr. Mario Crovetto, CEO of Ikonisys

Stock information

- Listing date: July 19, 2021
- # of shares outstanding: 9,481,727
- Market Cap: ~26 mln €



Analysts' coverage





Key investment highlights

1 Truly digital pathology platform

- Based on a flexible software backbone for identification of rare cells.
- Designed to expand applications in existing and new fields.
- The advantage of microscope-grade images with digital image analysis.

2 Focus on customers needs - Full automation

- Full automation, integration & data interpretation capabilities.
- Allow for top-quality outcome and high-productivity enhancement in laboratories.
- Significant cost/time efficiency improvement
- Fully scalable solution, adaptable to customer's needs

3 Attractive markets - Oncology and immunology

- Enables Personalised Medicine for a broad spectrum of cancer patients.
- Active in FISH and ready to address the high-growth CTC/Liquid Biopsy market
- Additional commercialisation opportunities ex-cancer: infectious disease and veterinary

4 Clear growth strategy

- Ikoniscope20 ready for commercial scale-up
- Integrated product portfolio - Instruments, applications, reagents
- Clear development roadmap
- Significant upside from CTC applications
- AI-based, personalized medicine platform expected in 2023



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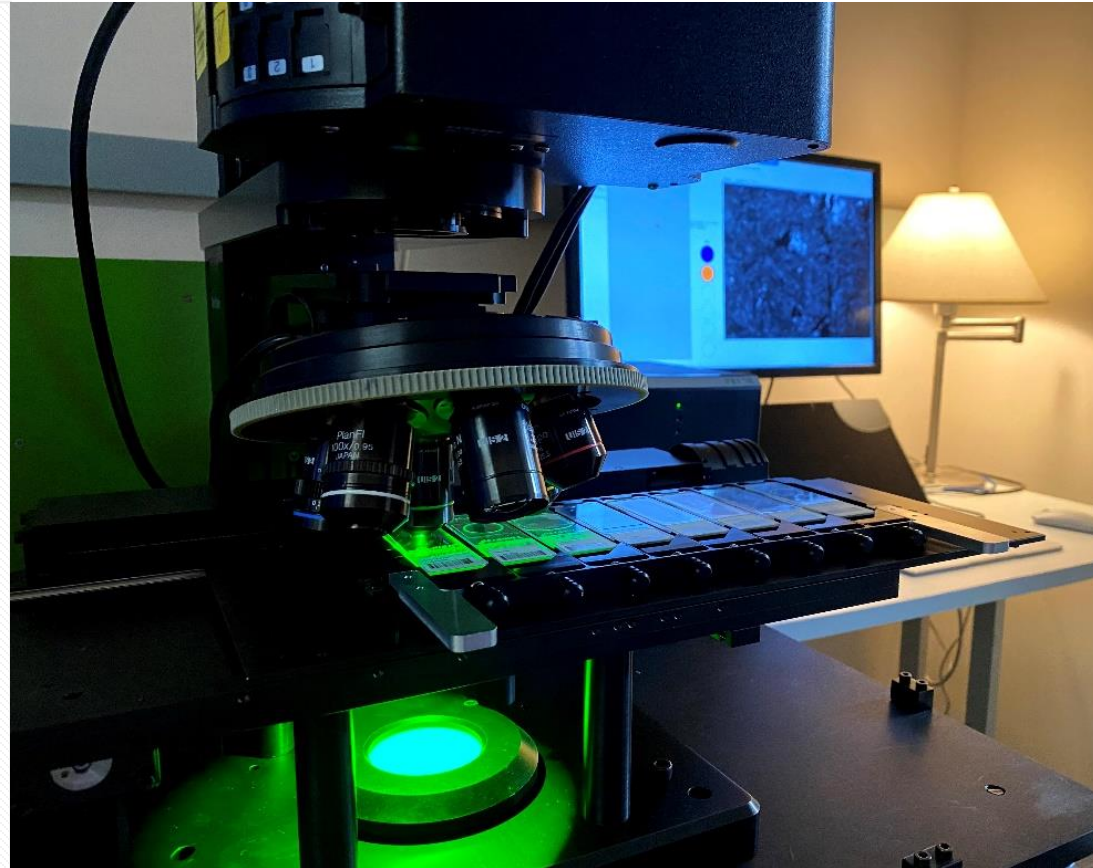
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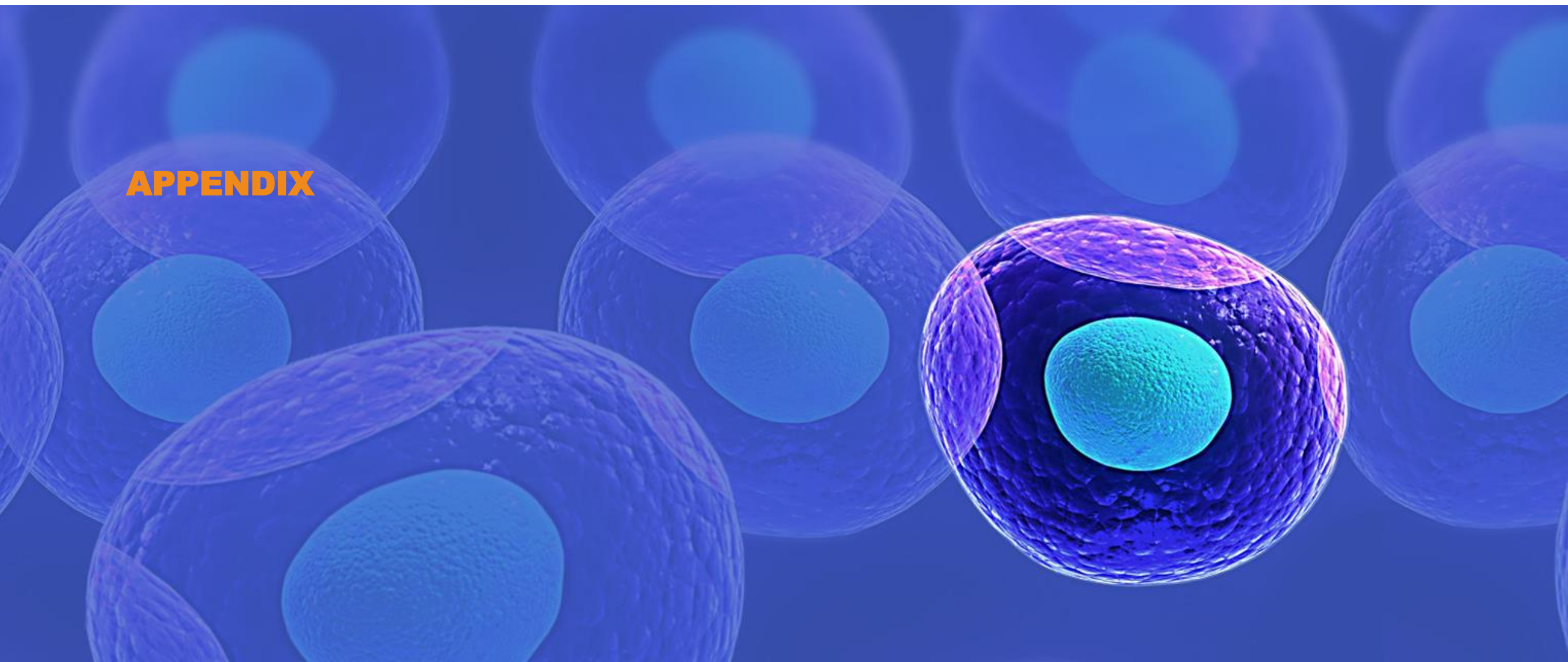
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FINDING THE CELLS THAT MATTER

APPENDIX



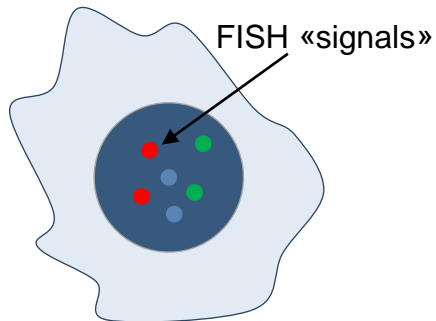


FISH at a glance

- FISH is a technique that identifies and quantifies specific genes in cells or tissues
- By way of example a test for the HER2 gene can determine whether breast tumor cells have an increased number of copies of the HER2 gene (HER2 gene amplification)
- As HER2 amplified breast tumors are responsive to the drug herceptin a FISH test that determines the HER2 status of a breast tumor is of great value as a companion diagnostic test in determining the appropriate treatment for a patient with breast cancer

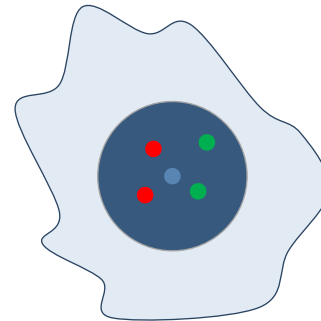
Example: measuring the number of copies of HER2 (Human epidermal growth factor receptor 2) in breast cancer to single out patients that are most likely to respond to Herceptin (trastuzumab) treatment.

Normal



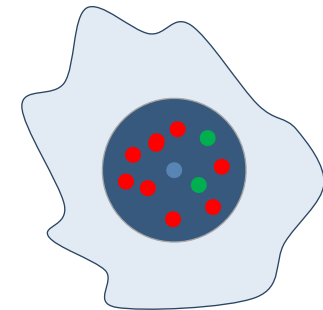
Normal copies (2 dots) of all targeted genes are present

Abnormal: HER2- Prognosis: Poor



Hemizygous deletion (1 copy) of oncogene causing cancerous growth, HER2 numbers unaffected

Abnormal: HER2+ Prognosis: Favourable

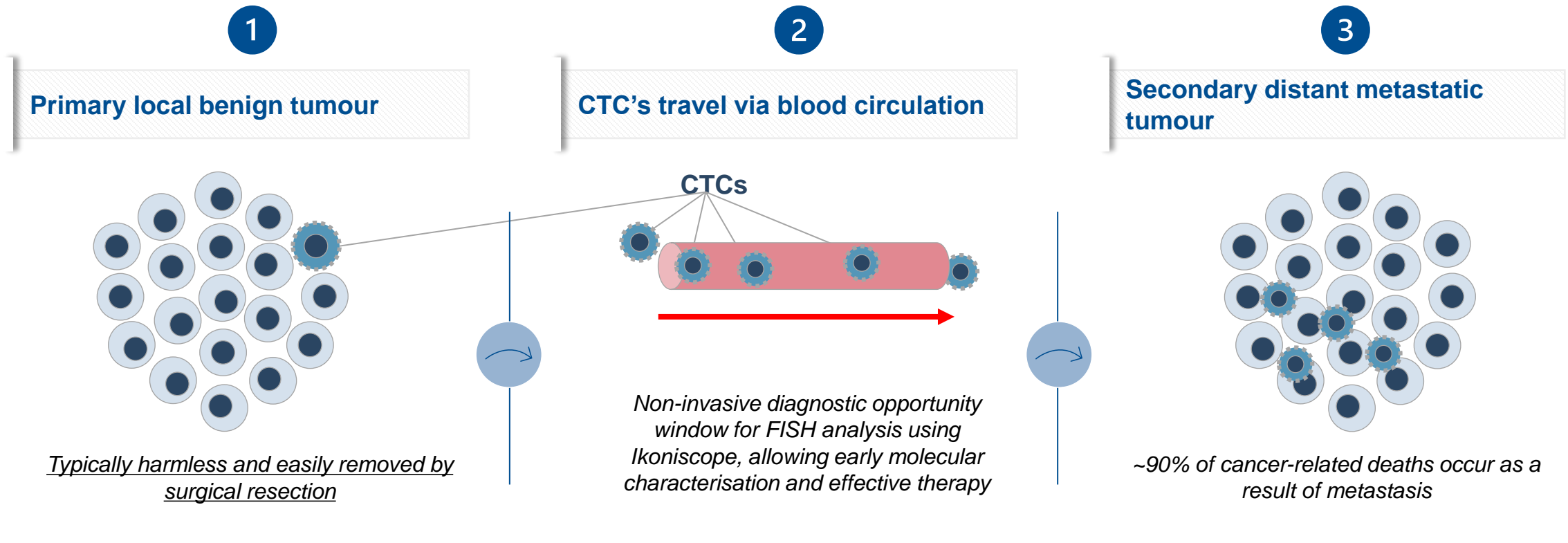


Hemizygous deletion causes cancerous growth, but HER2 amplification (8 copies) provides treatment target for trastuzumab



Circulating Tumor Cells (CTC) at a glance

- CTC are cells that detach from a tumor and circulate in blood, it has been known for more than 100 years
- These cells offer a source of tumor material for diagnosis, treatment monitoring and even screening for a variety of cancers
- Clearly being able to access tumor material on an ongoing basis through liquid biopsy rather than having to biopsy the tumor itself has great value
- A major challenge however is the rarity of these cells – which is addressed by the Ikoniscope





An experienced international management team with proven track record



Mario Crovetto
CEO

- CFO of **Eurand NV** (Specialty Pharma), which he brought to NASDAQ in 2007
- Various general management and finance positions notably at **Recordati** (Pharma), **Montedison** (Specialty Chemicals)
- Director of **OpGen**, a molecular diagnostic company listed at NASDAQ
- MSc in Business Economics at Harvard University



Alessandro Mauri
CFO

- Portfolio Manager at **Cambria**, a private equity fund regulated by FCA
- Founder and CEO of **B10NIX**, a biotech startup active in biosignal processing
- Master in Corporate finance at SDA Bocconi
- MSc in Global Finance at Fordham University (NY)
- MSc in Engineering of Computing Systems at Politecnico di Milano



Michael Kilpatrick, PhD
CSO

- Research at University of Wisconsin-Madison, University of Alabama at Birmingham, the **Imperial Cancer Research Fund laboratories** in London, University of Connecticut Health Center
- **Wellcome Trust Lecturer** in Molecular Genetics at University of Birmingham
- **PhD in Chemistry** at University of Birmingham
- >100 scientific publications in human molecular genetics



Juergen Schipper
CCO

- Experience in General Management, Business and Commercial Development
- Founder and Managing Director of **Microbionix GmbH and Diagnostics & Life Science Consulting**
- Interim Management at companies such as **Luminex Corporation and Omega Diagnostics**
- Master Science (Environmental Sciences): Giessen University of Applied Sciences
- MBA: Munich University of Applied Sciences



Bill Kochiss
CTO

- Experience in managing various manufacturing operations, purchasing, planning, and scheduling
- Manager in both multi-million dollar publicly traded medical manufacturing corporations and biotech startups (**Zetroz**, **Bauer**, **Diba Industries**, **Coopersurgical**)
- BSc in Industrial Engineering and Plastics Engineering at University of Massachusetts

Years of experience