

## Building a Cutting-Edge Molecular Biology Portfolio

Adding Value, Accelerating Growth

Annual General Meeting July 7, 2017

## **Disclaimer**

This document is intended for prospective investors, partners and media audiences and no statements made here should be considered as claims for the success of our products, which are currently in the development phase. This document also may contain projections and/or estimates about and descriptions of plans and objectives relating to our future operations, products, or services; future financial results; or assumptions underlying or relating to any such statements. These statements are forward-looking and are subject to risks and uncertainties, many of which are beyond our control and are not to be regarded as guarantees of future events.

Actual results could differ materially depending on a number of factors, including the timing and effects of regulatory actions, the results of product tests, the Company's relative success developing and gaining market acceptance for any new products, and the effectiveness of patent protection.

There can be no guarantee regarding the results of the product tests or other on going studies with our products. There can be no guarantee that our products in development will be approved for marketing in a timely manner, if at all.

The Company disclaims any intent or obligation to update these forward-looking statements or the factors that may affect the Company's future results, performance or achievements, even if new information becomes available in the future.



## Agenda

- SYGNIS: Achievements 2016
- Corporate Overview and Strategy
- Report on Consolidated Financial Statements 2016
- Key Events 2017 and SYGNIS Report on Quarterlies
- Innova: Corporate Overview
- Innova Transaction
- Merged Organization



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## Key Events 2016

- Sector Product launches based on TruePrime™ Technology
  - July 2016: TruePrime<sup>™</sup> Single Cell WGA Kit V2
  - Nov. 2016: TruePrime™ Liquid Biopsy Kit
  - CovCheck
- Acquisitions
  - July 2016: Acquisition of the Expedeon Holdings Ltd.
    - Acquisition price: 15.7 M shares (subscription price EUR 1.10); EUR 1.7 M (cash)
    - Expansion of the portfolio in the proteomics market
    - Sales force in UK, Singapore and USA
    - Integration completed, corporate structure aligned
  - Dec. 2016: Announcement of acquisition of C.B.S. Scientific
    - Acquisition price: USD 900T (cash USD 540T; USD 360T through 275,311 new shares from authorized capital)
    - Expansion of the portfolio in the tools market
- Capital increase (July 2016)
  - Rights offering: 3,016,734 new shares
  - Subsequent private placement: 1,801,466 shares
  - Subscription price of EUR 1.10 per share
  - Gross proceeds of EUR 5.3 million



## **FY 2016 Conferences and Marketing**

### **Conferences:**

- Participation in <u>five</u> scientific congresses in Germany, Belgium, the Netherlands, UK and the US (10th International Symposium on Minimal Residual Cancer: Liquid Biopsy in Cancer Diagnostics and Treatment (ISMRC), Festival of Genomics, Singel Cell Genomics Meeting, Molecular Medicine Tri Conference, AGBT (Advances in Genome Biology and Technology) Precision Health Meeting)
- Presented at <u>seven</u> investor and partnering conferences in Germany and international (e.g. Bio€quity, BIO-Europe, DVFA Frühjahrskonferenz, BIO Convention, German Equity Forum, MKK)

### **Publications:**

 Paper on TruePrime<sup>™</sup> published in Nature Communications, an open access journal that publishes high-quality research in biology, physics, chemistry, titled: "TruePrime<sup>™</sup> is a novel method for whole genome amplification from single cells based on TthPrimPol"



## FY 2016 PR Achievements



### Sygnis Bolsters Product Pipeline With **Development of Liquid Biopsy Assay**

### Jun 24, 2016 | Elizabeth Newbern

### Premium

NEW YORK (GenomeWeb) - Sygnis, a German-Spanish company focused on the development of products for DNA amplification, sequencing, and protein-protein interactions for clinical applications, recently announced that it had developed its first product for the liquid biopsy market, the TruePrime Cell-Free DNA Amplification kit.

The liquid biopsy assay uses the firm's TruePrime technology to amplify and detect cell-free DNA associated with tumor growth in patients' blood. Like other liquid biopsy products, it is a noninvasive alternative to traditional biopsies, and the firm aims to launch the assay later this year.

While it has not yet been tested in clinical trials, the company has done some preliminary experiments with the assay in collaboration with the University Hospital of Hamburg-Eppendorf's Institute of Tumor Biology in Hamburg. "We were able to detect cell-free DNA in very low concentrations," Miguel Viribay, Sygnis' VP of sales and marketing, told GenomeWeb. The kit was able to detect DNA mutations that were also present in the solid tumors and a KRAS A595 point mutation that was not detected in the tumor, Viribay said. Though the firm provided few details on the assay, it has published a poster on the technology.

The new product is part of the company's TruePrime product line, which includes kits for



Healthcare | Thu Oct 27, 2016 | 6:04am EDT

### **BRIEF-Sygnis says to receive 1.9 million euros R&D** funding from Spanish government

Oct 27 Sygnis AG :

\* To receive 1.9 million euros (\$2.07 million) non-dilutive research and development funding from the Spanish government

\* Public soft loans of 1.2 million euros and grants of 0.75 million euros to fund research and development collaboration of Sygnis AG with Spanish national center for molecular biology, San Carlos Hospital and research and development foundation Juan Dominguez Source text for Eikon: Further company coverage: (\$1 = 0.9168 euros) (Gdynia Newsroom)



# Kentre European Biotechnology Life Sciences and Industry Magazine

### Sygnis goes UK

MERGER The pharmaceutical company Sygnis AG, based in Heidelberg and Madrid, has secured the capital required for the take-over of British proteomics company Expedeon Holdings Ltd. About 20 million shares were offered, of which more than 15 million went to Expedeon shareholders. Existing sharebought shares worth €3.3m, and r €2m came from institutional invia private placements. Accord-Sygnis, the raised capital will be r one-off integration costs, financrking capital but also for of altogether €1.7m to I olders. "With the aquisi h, Sygnis will grow to a al player," said Pilar de pusmess: Genomics, suppry/service CEO. Date completed: 2016-07-14 sales offices in the U Type: Private placement ore. Expedeon not only Raised: €2 million (\$2.2 million) anufactures proteomic ols but has also the ar Shares: 1.8 million rk for distribution. An Price: €1.10 Sygnis, the UK compan Shares after offering: 37.3 million he acquisition helps the Investor: Institutional investors n company to expand io, which was focusse Note: The shares after the offering include those sold in a concurrent

is are estimated to read Ltd. (Swavesey, U.K.).

biotechreport AUSGABE 18/2016 | 03.05.2016

### Der neue Geheimfavorit

> SYGNIS

FAZIT

Sygnis wurde von

den Anlegern bisher verschlafen, was sich aber

demnächst bereits andern

sollte. Syngis dürfte den

Umsatz in 2016 von 0,6 auf bis zu 1,5 Millionen Euro

steigern. 2017 winken dann dank hoher Skaleneffekte

eine schwarze Null. Jetzt

INFOBOX SYGNIS

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OHNI

27,7 MID. €

ts, so far. Pro forma rev rights offering and those issued as part of the acquisition of Expedeon

DEOODAIRFMO

einsteigen!

ISIN AKT KINDS

MARKTKAP.

STOP-LOSS

Synnis in Euro

### Die Entstehungsgeschichte

Die schnelle wachsende Sygnis ist ein ganz heißes Eisen, welches sich für hochspekulative Anleger eignet. Die kleine Firma wurde im Jahr 2006 aus dem einstigen Neuer-Markt-Überflieger Lion Bioscience und der BASF-Tochter Axaron zusammengesetzt. Nachdem sich auch in dieser Struktur kein klinischer Erfolg einstellte, gab man im Jahr 2012 den Zusammenschluss mit X-Pol Biotech bekannt, X-Pol wiederum ist die Tochter von Genetrix, einer der führenden spanischen Biotechfirmen, Genetrix ist heute mit einem Anteil von 30,43 Prozent an Sygnis beteiligt.

Die Besetzung des Aufsichtsrates ist hochkarätig, da die Genetrix-

Gründer Dr. Joseph Fer



dia, die renommierte f nische Wissenschafts den Vorsitz innehat. Partie sind darüber Friedrich von Bohlen u

### Displacement Technologie, ervielfachun und RNA-For lichste Anwen Rei SensiPhi (I QualiPhi) hand DNA-Amplifizi der nächsten basiert auf d rimPol-Techn hauptsächlich ment Next Ge (NGS) eingeset von den stark NGS, Einzelz

biopsie (Liquic

BOOMEND

Sygnis verfügt

Prime-Linie 0

Anwendung ( Die Hauptwet nis sind Gene gen. Die Techr urrantan ha

sowie der ehemalige





### Sygnis kündigt Übernahme an

09.05.2016 - Die Heidelberger Sygnis AG hat angekündigt, den britischen Proteomics-Spezialisten Expedeon Holdings Ltd. übernehmen zu wollen.

Um die Übernahme des britischen Unternehmens Expedeon Holdings zu finanzieren, plant die Sygnis AG eine Kapitalerhöhung. Expedeon vertreibt Proteomik-Reagenzien und -Instrumente, die weltweit direkt durch Expedeons Vertriebsaußendienst sowie durch Distributoren vermarktet werden. Die Briten arbeiten nach Angaben Sygnis' profitabel. Den Heidelbergern geht es neben der Erweiterung der Produktpalette – bisher ist man dort vor allem auf PCR-Reagenzien spezialisiert – auch um den US-Vertrieb von Expedeon. Den erwarteten kombinierten Pro-Forma-

Umsatz für 2016 beziffert Sygnis auf mehr als 5 Mio. Euro. Bargeld soll für die Übernahme jedoch kaum aufgewendet werden. Vorgesehen ist lediglich, einen zusätzlichen Barausgleich über 1,7 Mio. Euro an die Expedeon-Aktionäre zu zahlen. Der restliche

Kaufpreis soll mit Wertpapieren beglichen werden. Im Rahmen einer Kapitalerhöhung schafft Svenis etwa 20 5 Millionen junge Aktien, von denen 80% (16 5 Millionen) an Expedeon-Aktionäre

### wallstreet:online

### SYGNIS AG: Sinnvolle Übernahme

Nachrichtenquelle: Aktien Global 01.07.2016, 14:19

GBC bewertet die geplante Übernahme des Life Science-Unternehmens Expedeon durch die SYGNIS AG positiv und hat das Kursziel für die SYGNIS-Aktie nach der Integration der Auswirkungen der Akquisition in das Schätzmodell leicht erhöht. Das Rating haben Kaufen" belassen.

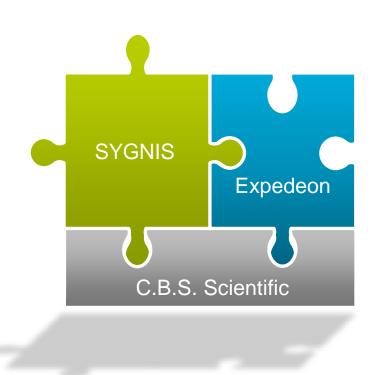
> he, die Übernahme von Expedeon größtenteils über eine g zu finanzieren, in deren Rahmen 15,72 Mio. neue SYGNIS-Aktien an xpedeon Holdings Ltd. ausgegeben werden sollen.

ser Transaktion würde die SYGNIS AG neben dem Kernsegment ebiet der Proteomik und damit den zweiten wichtigen Teilbereich der bdecken und wäre damit in den wachstumsstärksten Märkten der che präsent.

sei die SYGNIS AG mit ihren Produkten bereits hervorragend lante Expedeon-Übernahme solle zudem, neben der Erweiterung der einer schnellen Ausweitung der Vertriebskapazitäten führen. Die verfüge nämlich über direkte Absatzkanäle in UK, Deutschland, nd den USA sowie über verschiedene OEM-Vereinbarungen.



## Grow, Buy, Build: FY 2016 Achievements



- 3 new product ranges and 8 kits launched
- Successful acquisition of Expedeon; integration completed, corporate structure aligned
- Major OEM deal with Chinese partner TANON and strong OEM sales channel with Sigma Aldrich
- July 2016: Oversubscribed capital increase through rights offering and private placement successfully completed
- Strengthened balance sheet and cash position
- Achieving strong revenue growth: >300% vs. 2015
- Adjusted EBIT: +30%
- Growth momentum sets stage for strong business outlook 2017
- Focused management team

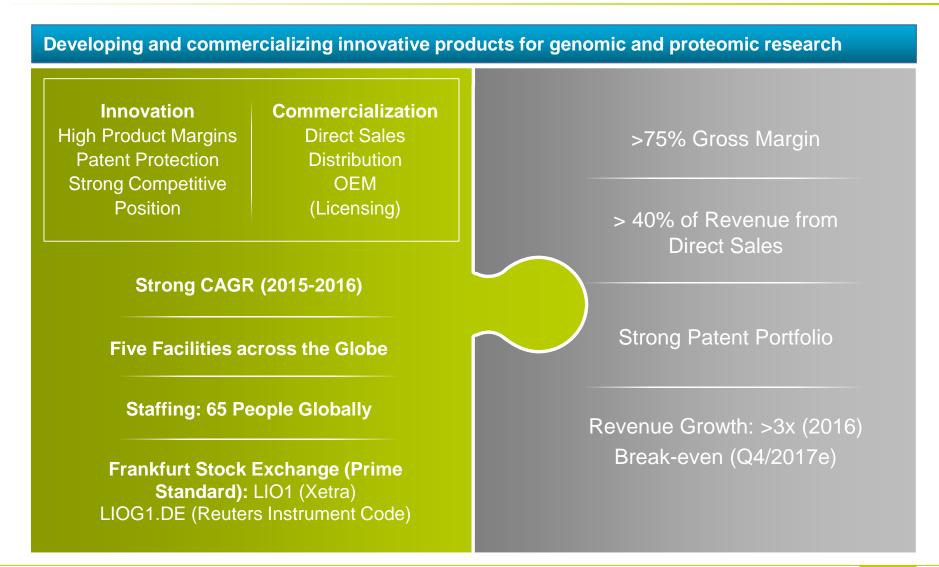


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## **SYGNIS Group Profile: Premium Life Science Tools & Reagents**



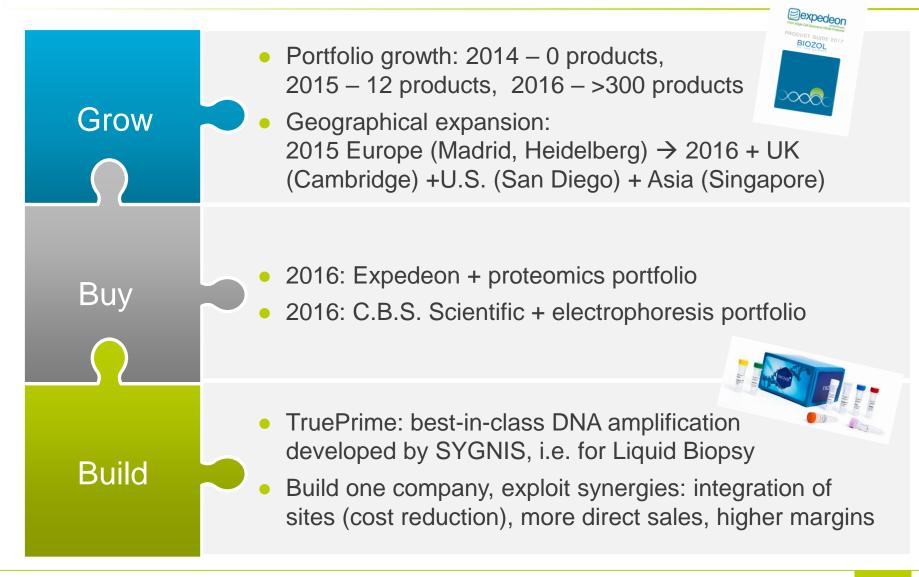


## Grow, Buy and Build: Become a Leader in Premium Reagents Market





## Grow, Buy and Build: First Achievements





## **Target Profile**

Criteria	Expedeon (July 2016)	C.B.S. Scientific (December 2016)
Profitable	$\checkmark$	$\checkmark$
Debt free	$\checkmark$	$\checkmark$
Strong growth	$\checkmark$	$\checkmark$
nnovative	$\checkmark$	$\checkmark$
Complementary customer base	$\checkmark$	$\checkmark$
New markets	$\checkmark$	$\checkmark$
Complementary product ranges	$\checkmark$	$\checkmark$
Complementary capabilities	$\checkmark$	$\checkmark$
n-depth company knowledge	$\checkmark$	$\checkmark$
ong-term management relationship	$\checkmark$	$\checkmark$



## Grow, Buy, Build: Two Successful Acquisitions in 2016 Significantly Expand Capabilities and Increase Revenues



## 

Profitable company, debt-free Revenues (2015): > EUR 2.5M, fast growing (>20% p.a.)

Acquisition price: 15.7 M shares (subscription price EUR 1.10); EUR 1.7 M (cash)

Successfully integrated and translocated to C.B.S. site 2016: 5 months consolidated into SYGNIS

### Products:

Complementary product and technology portfolio, entry into proteomics

### Capabilities:

Synergies in sales, R&D, manufacturing and logistics; well-established direct sales force (U.S., UK, Singapore) International distribution and OEM channels – contribution > EUR 1M and access to China





Strong Management and Team



## **Grow, Buy, Build: Two Successful Acquisitions in 2016 Significantly Expand Capabilities and Increase Revenues**



Profitable company, debt-free, cash-generative Revenues (2016e): > USD 1.5M

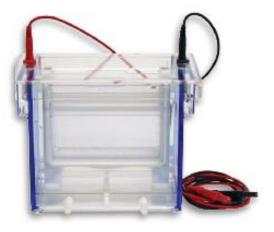
Acquisition price: USD 900T (cash USD 540T; USD 360T through 275,311 new shares from authorized capital)

Successfully integrated as of Mar 31, 2017 Consolidated into SYGNIS from Jan 2017

### Products:

Complementary product and technology portfolio strengthening existing workflow: electrophoresis and PCR workstations

Capabilities: Synergies in sites (San Diego), sales and logistics Reduced necessity for distributors







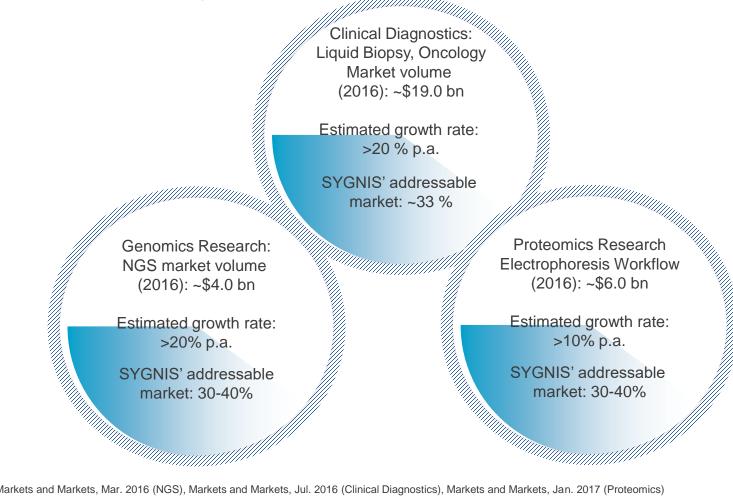
## Grow, Buy, Build: Successful Integration and Improved Organization





## Growth Drivers: Proteomics, Reagents, Genomics (NGS), New Products and Services

SYGNIS wants to become a worldwide reagent leader company, focusing on protein and Next Generation Sequencing (NGS) markets.



Sources: Markets and Markets, Mar. 2016 (NGS), Markets and Markets, Jul. 2016 (Clinical Diagnostics), Markets and Markets, Jan. 2017 (Proteomics)



## **TruePrime™: The Revolution in Whole Genome Amplification**



TruePrime<sup>™</sup> SC True Prime<sup>™</sup> WGA TruePrime<sup>™</sup> RCA kit CovCheck

Single Cell applications Whole Genome amplification Rolling Circle, R&D tool Quality control kit

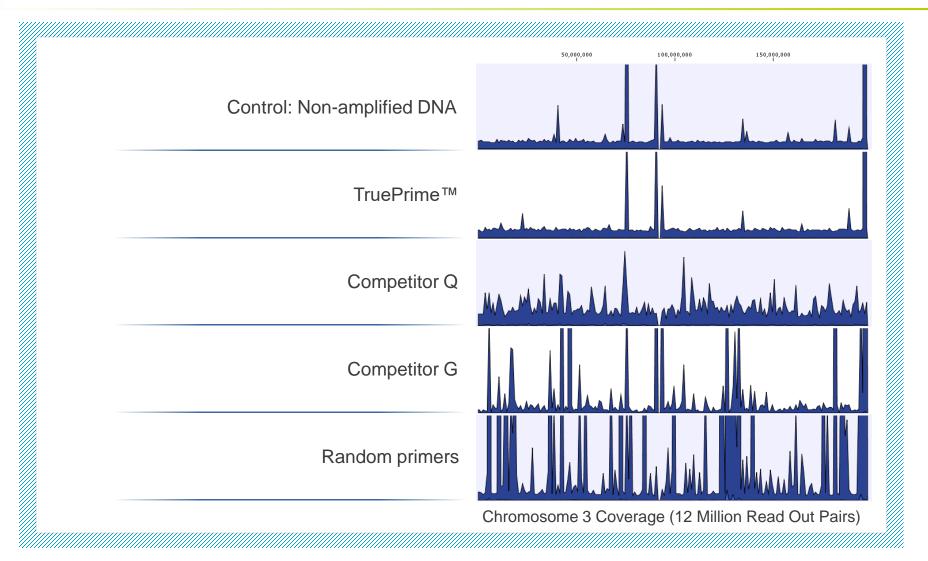
## **Competitive advantages and customer benefits:**

- Superior sensitivity (100 attogram): 1000x more sensitive to other MDA methods
- No synthetic primers  $\rightarrow$  Higher Quality
  - absence of artifacts linked to the use of oligonucleotides
  - Reduced amplification bias in genome coverage
  - Low ADO

- Insensitive to external DNA contamination
- Robust and reproducible
- Easy to use: Little hands on time, reaction completed in 3h
- Works well with all commonly used NGS platforms such as Illumina and Ion Torrent



## TruePrime<sup>™</sup>: The New Standard in WGA Higher Quality – Less Amplification Bias





## **Growth Drivers – Liquid Biopsy**

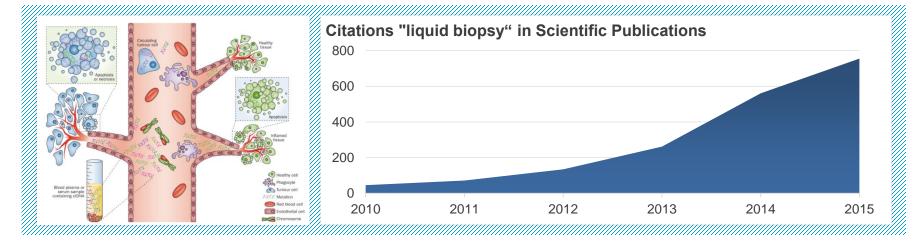
### Cell-free DNA kit detection / liquid biopsy with the potential to transform cancer treatment:

Liquid biopsy tests are part of clinical laboratory testing – Hot topic in the clinical/research community Benefits of liquid biopsies directly translate into important savings for healthcare systems

- Save time
- Much less invasive and does not require surgery
- Early detection

Health care expenditures in the United States expected to exceed \$3.2 T in 2015

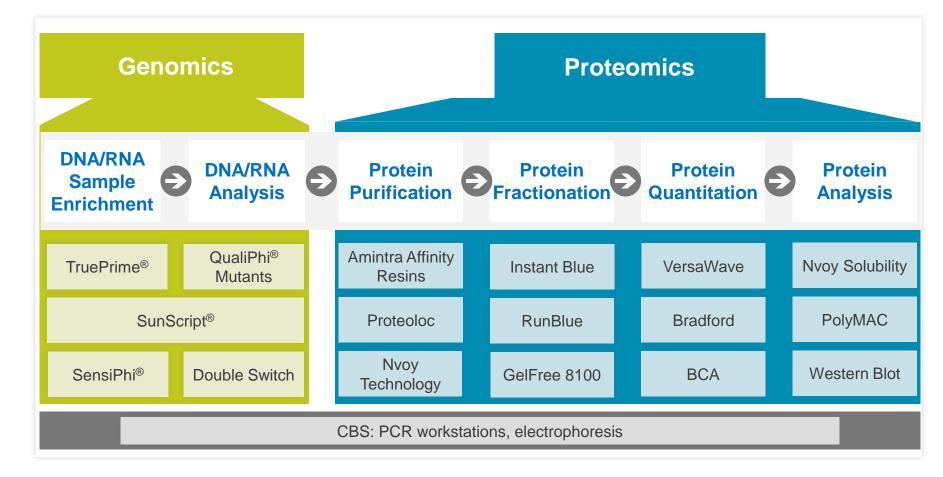
- All clinical laboratory testing expected to account for over \$51 billion of this amount
- Molecular diagnostics accounts for about \$6 billion or 12% of all clinical laboratory testing
- Liquid biopsy spending in the United States was estimated to be about \$24 million in 2015





## Current Product Workflow Broadly Covers Genomics & Proteomics, Plan to Further Add to Product Offerings

## Workflow of SYGNIS Group Products:



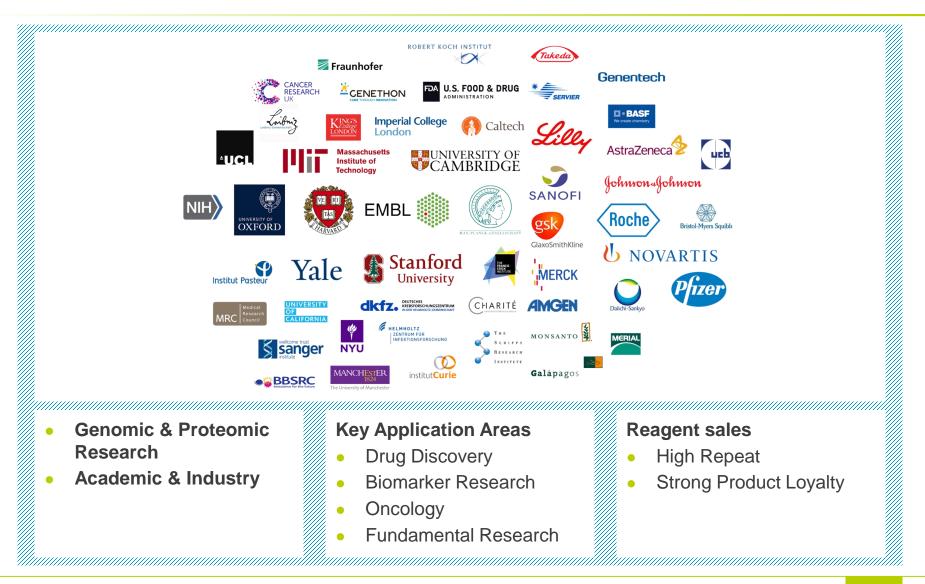


## Several Successful Products and Services Launched in 2016, More Planned for 2017

Products	Q3 '16	Q4 '16	Q1 '17	Q2 '17	Q3 '17	Q4 '17
TruePrime™ scWGA kit v2.0					1 1 1 1	
CovCheck	V				       	     
TruePrime <sup>™</sup> LB: CT-DNA	_					
WGA - NGS Workflow						
Liquid Biopsy LB – Exosome						
Liquid Biopsy LB - Apoptic						
DNA Quantitation Assay						
Services					1 1 1 1	
TrueHelix		$\checkmark$				
TrueAdvance		١				



## **Customer Profile**





## **Current Sales Channels & Marketing Approach**

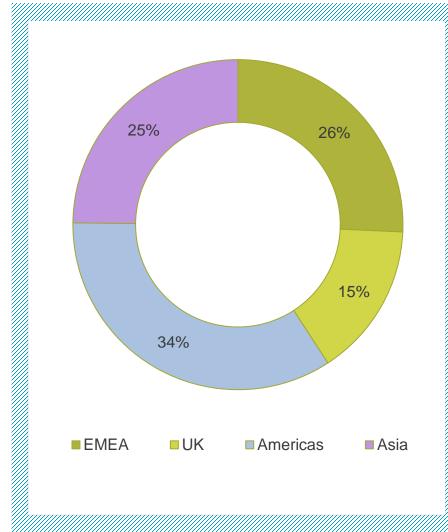
Direct Sales (40%)	<ul> <li>UK, Germany, France, U.S.</li> <li>Higher margins</li> <li>Customer feedback</li> <li>End-user database → marketing</li> </ul>
Distribution (40%)	<ul> <li>Local distributors: Europe, Far East</li> <li>Global distributors (Fisher, VWR, Sigma)</li> <li>Wider reach</li> </ul>
OEM (15%)	<ul><li>Global reach</li><li>Lower margins</li><li>Economies of scale</li></ul>
Licensing (5%)	<ul><li>High margin</li><li>Small proportion of the value chain</li><li>No end-user rapport</li></ul>

## **Marketing Approach**



SYGNIS

## Sales Strategy: Key Parts in Place, Controlled Expansion in 2017



### **Direct sales force:**

Focus sales reps in territories with physical presence:

- UK: Cambridge, Oxford, London, Manchester, Dundee – Edinburgh. We are growing the sales force in this market.
- U.S.: San Diego/LA, San Francisco, Boston, Maryland (NIH). We are growing the sales force in this market
- **Germany**: We target to create a local team (reps) to cover Germany during 2017.
- **Singapore**: We have our own sales subsidiary to cover Asia.

### **OEM deals: SIGMA and TANON**

 SIGMA: 3-year relationship, CAGR growing stronger every year

Blend of distribution and OEM precast gels range and InstantBlue

• TANON: Collaboration since end of 2015; 2017 expanded from one to three product lines



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## **Key Considerations Annual Accounts 2016**

- Revenue growth of more than 300%
  - Expedeon acquisition
  - Sales of the proteomic products and the introduction of genomic products by the Expedeon sales force into the UK and US markets
- EBIT/EBITDA do not reflect improvement in top line revenues
  - Due to non-recurring costs associated with restructuring and integration
  - Due to fair value accounting IFRS requirements
- Balance sheet reflects acquisition of Expedeon
  - Significant increase in goodwill: €23.8 M (+ €17.9 M)
  - Total assets: €38 M (+ €24 M)



## FY 2016 Financials: Selected Balance Sheet Data

n EUR million	31.12.2016	31.12.2015	Change in %
Assets			
Non-current assets	31.7	8.6	> 100.0
thereof goodwill	23.8	5.9	> 100.0
thereof other intangible assets	7.9	1.8	> 100.0
Current assets	6.3	5.4	+16.7
thereof cash and cash equivalents	3.8	4.6	(17.4)
Total assets	38,042	14,033	> 100.0
Equity and liabilities			
Shareholders' equity	31.4	10.4	> 100.0
Non-current financial liabilities	2.3	1.9	+21.1
Current liabilities	3.2	1.7	+88.2
Total liabilities	38,042	14,033	> 100.0



## FY 2016 Financials: Comprehensive Income

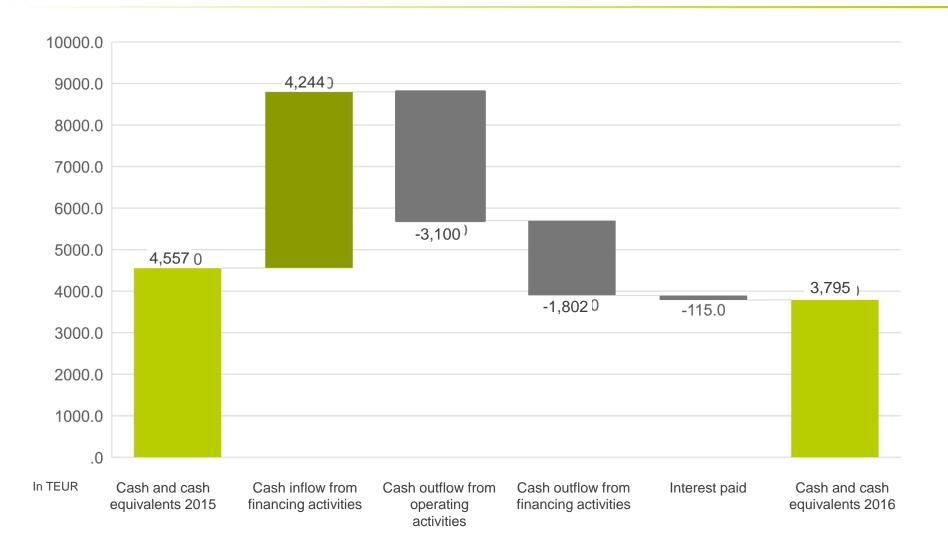
In EUR million	2016	2015	Change in %
Statement of comprehensive income			
Revenues	1.8	0.6	> 100.0
Cost of sales	(0.5)	0	-
Selling and marketing expenses	(0.9)	(0.6)	+50.0
Administrative expenses	(2.0)	(1.7)	+17.6
Research and development expenses	(1.2)	(1.3)	(7.7)
Other operating income	0.1	0	-
EBIT (before special factors)	(2.7)	(3.2)	(15.6)
Special factors	(1.3)	(0.7)	+85.7
EBIT (reported)	(4.0)	(3.9)	+2.6
EBT (earnings before taxes)	(4.1)	(4.0)	+2.5
Net loss for the year	(4.4)	(4.0)	+10.0



	Fiscal year er	ided 31 Decemb	oer, 2016				
€ thousand	2016 reported	Expedeon fair-value non-cash	Expedeon transaction costs	Reorganization cost	Spain deferred tax	2016 for comparison	2015
Revenues	1,789					1,789	555
Costs of goods sold	(1,026)	526				(500)	(27)
Operating expenses	(4,783)	238	237	306		(4,002)	(4,391)
Results of operating activities	(4,020)	764	237	306	0	(2,713)	(3,862)
Finance costs	(128)					(128)	(178)
Income tax	(240)	(70)			420	110	29
Net profit / loss for the period	(4,388)	694	237	306	420	(2,731)	(4,011)



## Cashflow





## Outlook 2017

The SYGNIS Group is aiming to develop and market premium Life Science Tools & Reagents

**Grow, Buy and Build:** Acquisition of best-in-class technologies and products; building a cuttingedge molecular biology portfolio

### **Outlook on financials (SYGNIS only)**

Revenues*:	2017: 6.5 – 7.5 M Euros
	Strong upside potential in 2018

Break-even: Break-even expected in Q4/2017

\* Depending on the market launch of additional products and successful out-licensing activities

### Main goal of the Company is to add value for life sciences customers and significantly accelerate growth.



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## Key Events 2017

- Solution New service platforms: TrueHelix™ (Jan.), TrueAdvance™ (Mar.)
- 2<sup>nd</sup> OEM deal with TANON; expected revenue contribution >EUR 1M p.a. (Apr.)
- Acquisitions
  - Jan.: Acquisition of C.B.S. Scientific Tools
    - Q1/2017: Integration completed, corporate structure aligned
  - May: Announcement of acquisition of Innova Biosciences Biolabeling
- Capital increases (May):
  - Rights offering: 3,582,598 new shares
  - Sub-ten private placement: 3,677,369 new shares
  - Subscription price of EUR 1.38 per share (both capital increases)
  - Gross proceeds of EUR 10 million
- Management changes (June): Dr. Heikki Lanckriet sole CEO; Pilar de la Huerta to become member of the supervisory board



## **Key Considerations Q1/2017**

- Fifth quarter of consecutive growth
  - Expected to continue to increase significantly during 2017
- Revenue increase
  - 15-fold revenue increase vs. Q1/2016
  - + 68% vs. Q4/2016
- Operating cash flow continues to improve on track to achieve break even in fourth quarter of 2017
- Planned acquisition of profitable Innova Biosciences strengthens portfolio with best-in-class labeling technology



## **Quarterlies Q1/2017**

In EUR million	Q1/2017 (Jan 1 – Mar 31, 2017)	Q4/2016 (Oct 1 – Dec 31, 2016)	Q1/2016 (Jan 1 – Mar 31, 2016)
Statement of comprehensive income			
Revenues	1.4	0.8	0.1
Cost of sales	-0.5	-0.2	0.0
Selling and marketing expenses	-0.3	-0.4	-0.1
Administrative expenses	-0.9	-0.6	-0.3
Research and development expenses	-0.2	-0.2	-0.3
Other operating income	-0.1	0.1	0.0
EBIT (before special factors)	-0.5	-0.6	-0.7
Special factors	-0.8	-1.3	0
EBIT (reported)	-1.3	-1.9	-0.7
EBT (earnings before taxes)	-1.3	-2.0	-0.7
Net loss for the period	-1.2	-2.2	-0.7



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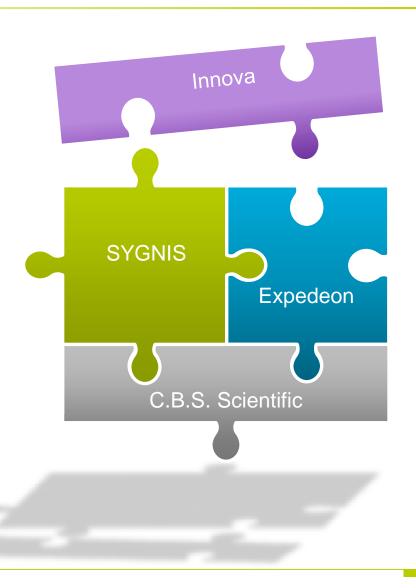
### SYGNIS Group and Innova Biosciences Ltd.: Building a Molecular Biology Portfolio

Establishing SYGNIS Group as a leader in the genomic and proteomic market

Complementary portfolio covering the complete molecular biology value chain

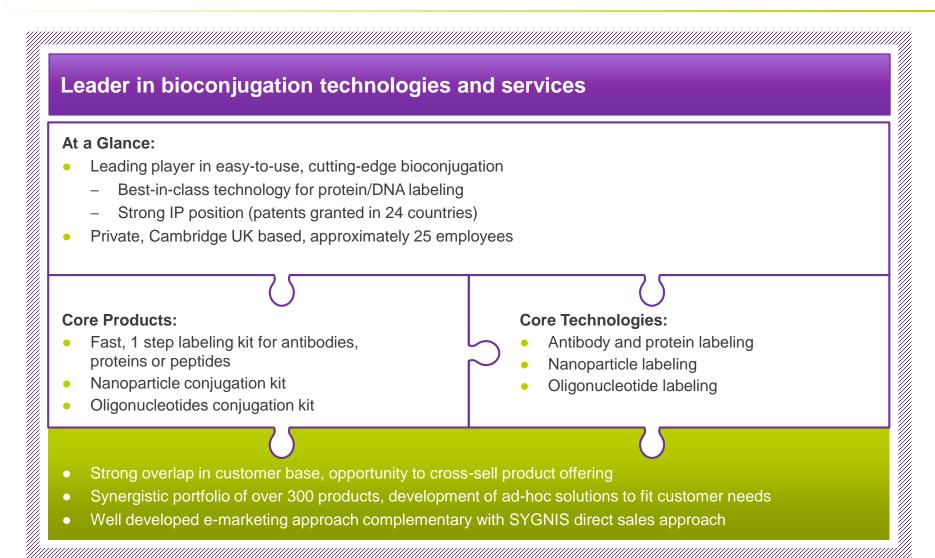
Offering cutting-edge technology and services for all steps of the process

Cross-selling opportunities



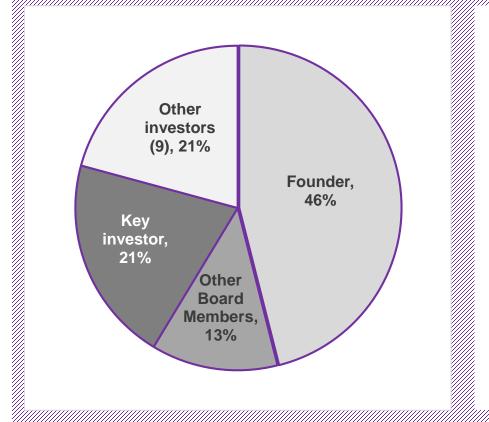


### **Innova Biosciences Ltd.: Profile**





### **Innova Biosciences Ltd.: Shareholder Structure and Financials**



✓ Strong Growth
 Revenues EUR ~3M (2016e)
 Annual growth: ~23% (2016e)

✓ Profitable EBIT: EUR ~0,6M (2016e)

✓ Debt-free



### Innova Biosciences Ltd.: Key Technology



Proprietary technology for protein and DNA labeling

- Flexibility: large range of different labels and applications
- Convenience: one step technology, only 30 seconds' hands-on time, no separation steps
- Significant advantages for proteomics customers
   → labeling, detection and monitoring of proteins

### Well established and reliable

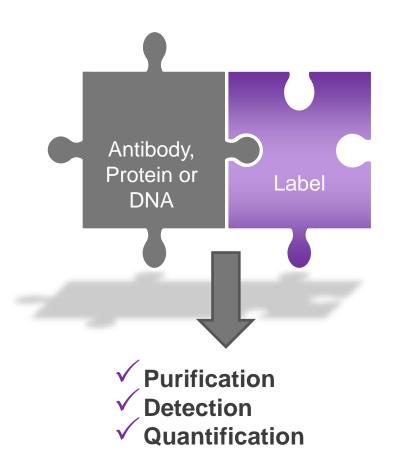
- Established: First publications using the technology 2008
- Reliability: Consistent high quality due to ISO9001 certification, high reproducibility

# Extended product range: R&D, drug discovery, diagnostic kits

- · Scalable: transfer from R&D to manufacturing
- Antibody DNA labeling → new product range targeting genomics customers
- Opportunity for new applications in the reagents' arena



### Innova Biosciences Ltd.: Key Technology



#### Key technology: bioconjugation or labeling

- Adding molecules with known characteristics to antibodies, proteins or DNA
- Additions enable detection or isolation (different methods, depending on added molecule)

#### Customer benefits

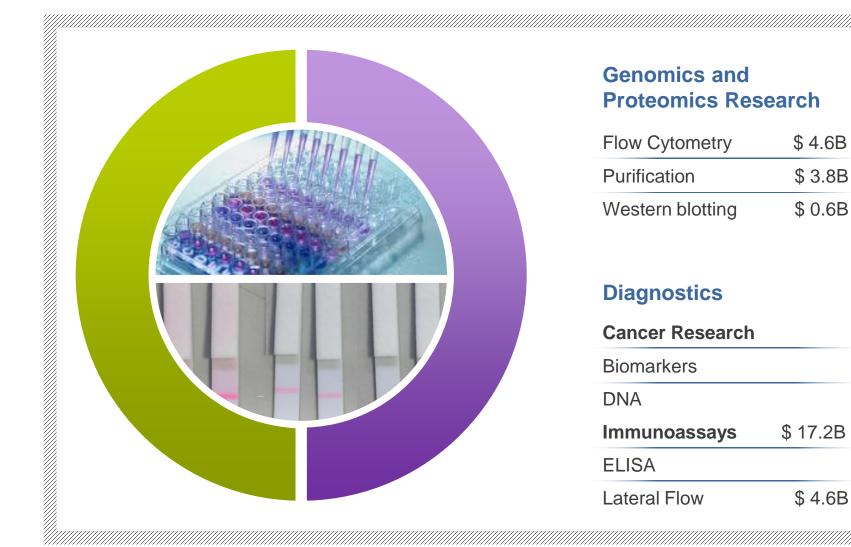
- Easy-to-use: one step only
- Reliable: certified quality due to ISO9001 standard

### SYGNIS benefits

- Best-selling and cutting-edge labeling technology
- Complementary technology to SYGNIS workflow
- Expected annual contribution of EUR 0.6M

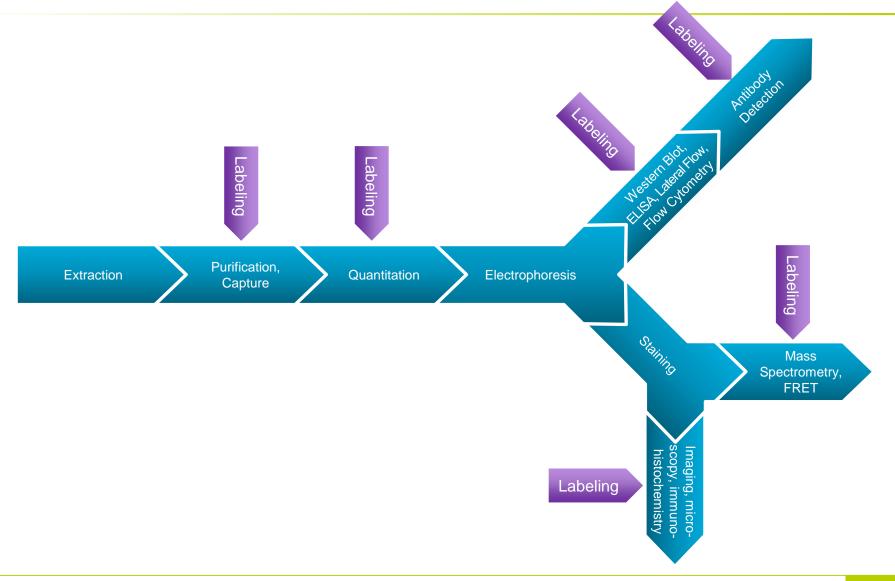


### **Core Markets and Applications**



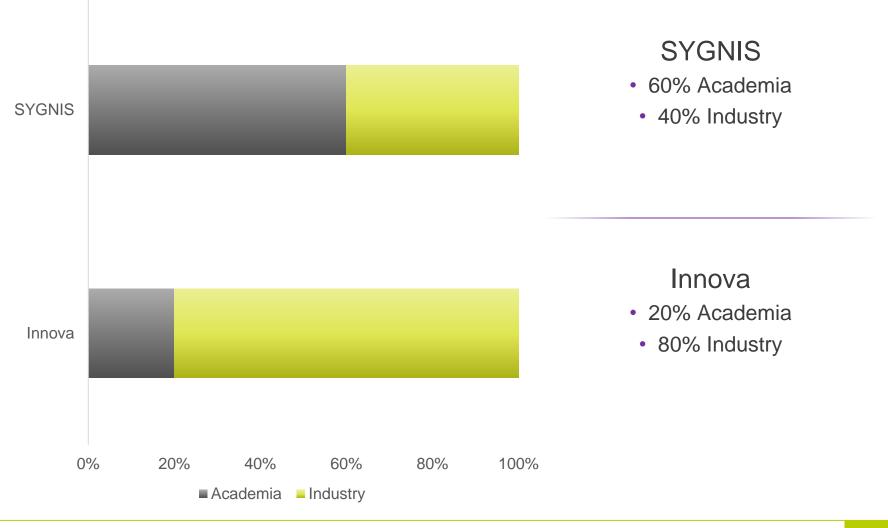


### **SYGNIS Group and Innova: Product Synergies**





### **SYGNIS Group and Innova: Complementary Customer Bases**





# **Target Profile**

Criteria	Innova Biosciences Ltd.
Profitable	$\checkmark$
Debt free	$\checkmark$
Strong growth	$\checkmark$
Innovative	$\checkmark$
Complementary customer base	$\checkmark$
New markets	$\checkmark$
Complementary product ranges	$\checkmark$
Complementary capabilities	$\checkmark$
In-depth company knowledge	$\checkmark$
Long-term management relationship	$\checkmark$



### Grow, Buy and Build: Become a Leader in Reagents' Market



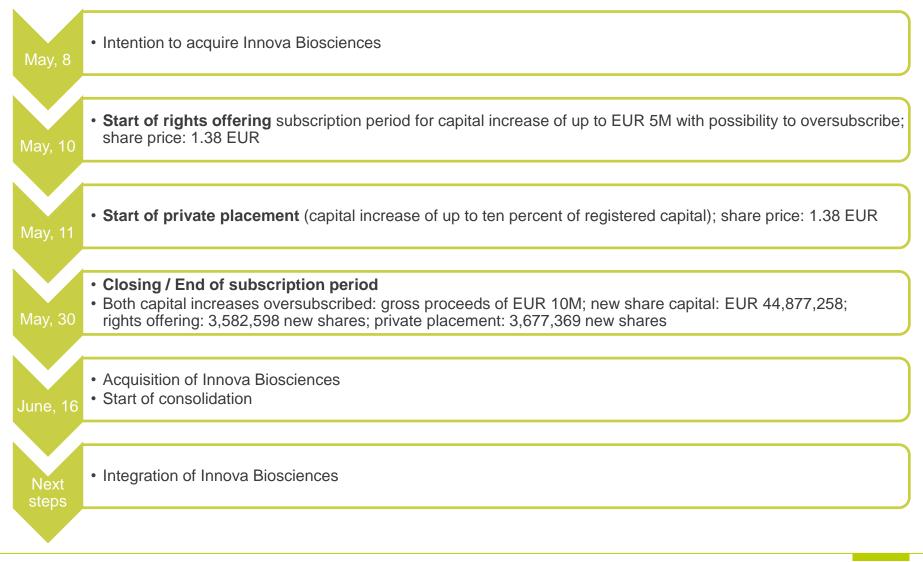


### Agenda

- SYGNIS: Achievements 2016
- Corporate Overview and Strategy
- Report on Consolidated Financial Statements 2016
- Key Events 2017 and SYGNIS Report on Quarterlies
- Innova: Corporate Overview
- Innova Transaction
- Merged Organization

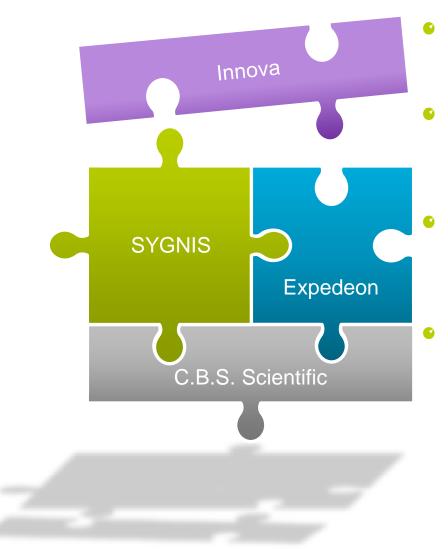


### **Timeline Innova Transaction**





## **SYGNIS Acquisition of Innova Biosciences Ltd.:** Deal Structure



Total consideration: ~12.9M EUR (Purchase price EUR 10.8M + EUR 2.1M through 1.5M Mandatory convertible bonds \* EUR 1.38 per share)

#### Purchase price: ~10.8M EUR

- Upfront cash: 8M euros
- Upfront shares: 2M shares (contribution in kind); share price EUR 1.38

#### Mandatory convertible bonds: ~2.1M EUR

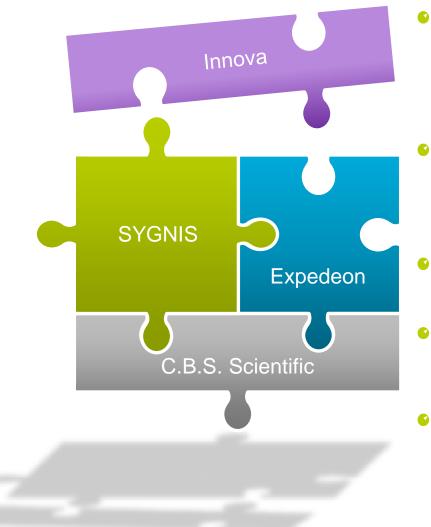
- Total shares: 1.5M
- After first year: 750k shares
- After second year: 750k shares

#### Hard lock up:

- Upfront shares: 6 months + 12 months
- Shares from mandatory convertible bonds: 6 months



### **Sucessful Financing of Innova Acquisition**



- Rights offering:
  - EUR 4,94M
  - Opportunity to oversubscribe
  - Result: 3,582,598 new shares issued
  - Share price: EUR 1.38
- Private placement:
  - Up to 10% of the registered share capital
  - Result: 3,677,369 new shares issued
  - Share price: EUR 1.38
- Contribution in kind:
  - 2M Shares

#### Mandatory convertible bonds:

Up to 1.5M shares (conditional to achieving turnover targets)

#### Use of proceeds:

- Up to EUR 10M Total cash proceeds
- EUR 8M Purchase price (upfront cash)
- EUR 1M Transaction costs (banks, advisors)
- EUR 1M Working capital

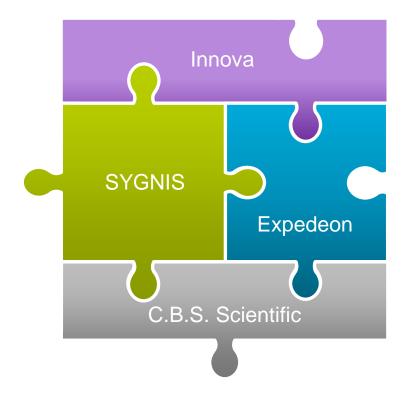


Company	Sales-Multiple (2016e)	Net Profit-Multiple (2016e)
abcam plc	10.8	49.5
bioMérieux' group	3.8	67.3
Bruker Corporation	0.3	39.2
Illumina Inc.	11.3	59.9
Pacific Biosciences of California, Inc.	4.0	neg.
Perkinelmer, Inc.	3.1	27.9
Sysmex Corporation	5.8	40.3
Tecan Trading AG	4.0	36.9
Mean	5.4	45.9
Median	4.0	40.3
Innova Biosciences Ltd.	4.4	25.3

Source: GBC AG; publicly available company information



### **Outlook 2017 and Summary**



Acquisition of best-selling labeling technologies and products

Ideal fit with SYGNIS Group's workflow

Potential of cost reduction

- Synergies in Cambridge (UK)
- Synergies in G&A, R&D, marketing and sales

Operational cashflow break-even expected in Q4/2017

Matching SYGNIS' Buy & Build strategy of profitable growth

Strong and complete management team



### Agenda

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### **Management Board**



#### Heikki Lanckriet, PhD – CEO/CSO

Heikki Lanckriet (PhD) has developed broad expertise and commercial experience in the Life Science Reagents and Tools area. In 2003, whilst at Cambridge University, Heikki co-founded Expedeon. As the company developed he accumulated a deep knowledge of the many facets of business by evolving through the roles of COO, CSO and CEO. His entrepreneurial spirit and commercial pragmatism were at the centre of the Expedeon's success. He joined SYGNIS during the Expedeon acquisition as Co-CEO. As of June 2017, Heikki is sole CEO and CSO of the SYGNIS AG. Heikki holds a Bachelor's and Master's degree in Biochemical Engineering from the University of Ghent, Belgium and a PhD in Biochemical Engineering from the University of Cambridge, UK. He has published papers in high impact peer-reviewed international scientific journals and is named inventor on a multitude of patents.



#### David Roth – CFO

David has over 20 years' experience in audit and accounting, with special focus in the healthcare sector. He is a chartered accountant having worked with KPMG, Deloitte and Arthur Andersen in the U.K., where he became a director and partner within the audit and advisory practice. Here he acted for a wide range of clients which included biotech as well as advising listed companies both in the UK and the US. More recently he has worked as CFO in several multi location organizations, all of them in high growth healthcare businesses, leading financial and operational teams. This included reporting accountant on a \$100m secondary NASDAQ listing and subsequent reporting roles, as well as analysis and financial support in several business acquisition and corporate transactions. David is a German national living in the U.K.; he graduated from the University of Hertfordshire where he studied business.



### **SYGNIS Supervisory Board**



Cristina Garmendia, PhD Chairwoman



Joseph Fernandez Vice Chairman



**Tim McCarthy** 



Franz Wilhelm Hopp, PhD (will not stand for re-election)



**Trevor Jarman, PhD** 



María Jesús Sabatés Mas (will not stand for re-election)



### **SYGNIS Supervisory Board: Nomination**



**Peter Llewellyn-Davies** 



Pilar de la Huerta



### **SYGNIS Current Stock Information**

Ticker symbol:	LIO1 (Xetra) LIOG1.DE (Reuters Instrument Code)	
ISIN:	DE000A1RFM03	
WKN:	A1RFM0	
Issued shares:	44,877,258	
Listing:	Germany: Deutsche Börse (Prime Standard) (Major Stock Exchanges)	
Free float:	~ 66%	
Key shareholders (more than 3%):	Genetrix S.L.:11.5%; Deutsche Balaton: 6.6%; Alpenfels Family Trust: 6.2%; Fernandez Trust: 5.9%; Dr. Heikki Lanckriet: 3.4%	
Market Cap:	~ €73.7 million (as of July 6, 2017)	
Analysts:	GBC AG (Cosmin Filker; BUY: EUR 3.75)	



### **Overall Summary**

- Since beginning 2016, 3 product lines, 8 kits and 2 services platforms were launched
- Successful capital increases in July 2016 and May 2017
- Strategic position significantly strengthened by acquisitions of Expedeon, C.B.S Scientific and Innova Biosciences
- Five consecutive quarters of revenue growth confirm strategic path operative cash flow break-even expected in Q4/2017



### **Thank You for Your Attention**

#### For more information, please contact:

### **SYGNIS AG**

Heikki Lanckriet, CEO/CSO

- Email: heikki.lanckriet@sygnis.com
- C Phone: +44 1223 873364



### **AGM Agenda Items**

- 1. Presentation of the annual accounts and the consolidated financial statements as approved by the Supervisory Board, the management report and the Group management report and the report of the Supervisory Board, each for the financial year 2016
- 2. Resolution on the discharge of the members of the Supervisory Board for the financial year 2016
- 3. Resolution on the discharge of the members of the Management Board for the financial year 2016
- 4. Election of the auditor for the financial year 2017
- Resolution on the implementation of a Stock Option Plan 2017 and the creation of a new conditional capital (Conditional Capital 2017) for the fulfilment of the Stock Option Plan 2017; Amendment of Articles of Association
- 6. Election of Supervisory Board Members
- 7. Resolution on the cancellation of the remaining existing authorized capitals and creation of a new authorized capital in the amount of Euro 22,467,043.00 (Authorized Capital 2017); authorization of the Management Board to exclude subscription rights of shareholders with the consent of the Supervisory Board and corresponding amendment to the Articles of Association
- 8. Resolution on an amendment to the Articles of Association regarding the term of office of the Supervisory Board

