

# Empowering Early Detection of Kidney Injury

## 2023-Q1 Financial Results & Business Update



May 10, 2023

# Forward-Looking Statements

References herein to this presentation shall mean and include this document, any oral presentation accompanying this document provided by BioPorto A/S (the “Company” or “BioPorto”), and any further information that may be made available in connection with the subject matter contained herein. By viewing or receiving or reading this presentation or attending any meeting where this presentation is made, you agree to be bound by the limitations, qualifications and restrictions set out below.

Certain statements in this presentation are not historical facts and may be forward-looking statements. Forward-looking statements include statements regarding the intent, belief or current expectations with respect to the Company’s expectations, intentions and projections regarding its future performance including the Company’s Guidance for 2023; currency exchange rate fluctuations; anticipated events or trends and other matters that are not historical facts, including with respect to the potential FDA marketing authorization, implementation of manufacturing and quality systems, commercialization of NGAL tests, and the development of future products and new indications; concerns that may arise from additional data, analysis or results obtained during clinical trials; and, the Company’s ability to successfully market both new and existing products. These forward-looking statements, which may use words such as “aim”, “anticipate”, “believe”, “intend”, “estimate”, “expect” and words of similar meaning, include all matters that are not historical facts. These forward-looking statements involve risks, and uncertainties that could cause the actual results of operations, financial condition, liquidity, dividend policy and the development of the industry in which the Company’s business operates to differ materially from the impression created by the forward-looking statements. These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements. Given these risks and uncertainties, prospective investors are cautioned not to place undue reliance on forward-looking statements. Forward-looking statements speak only as of the date of such statements and, except as required by applicable law, the Company undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise. Factors that may impact BioPorto’s success are more fully discussed in the sections captioned “Risk management” in BioPorto’s 2022 Annual Report and “Significant risks and uncertainties” in BioPorto’s Interim Reports.

This presentation is for information purposes only and does not constitute an offer to sell or a solicitation of any offer to buy any securities issued by the Company in any jurisdiction. The information contained herein is not for distribution in the United States of America. This document does not constitute, or form part of, an offer to sell, or a solicitation of an offer to purchase, any securities in the United States. The Company’s securities have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the “Securities Act”) and may not be offered or sold within the United States absent registration or pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. There is no intention to offer or solicit an offer to buy any securities in the Company in the United States or to make a public offering of the securities in the United States. Company securities may be sold only to qualified institutional buyers (as defined in Rule 144A under the Securities Act) in reliance on Rule 144A.



# Highlights from Q1 2023

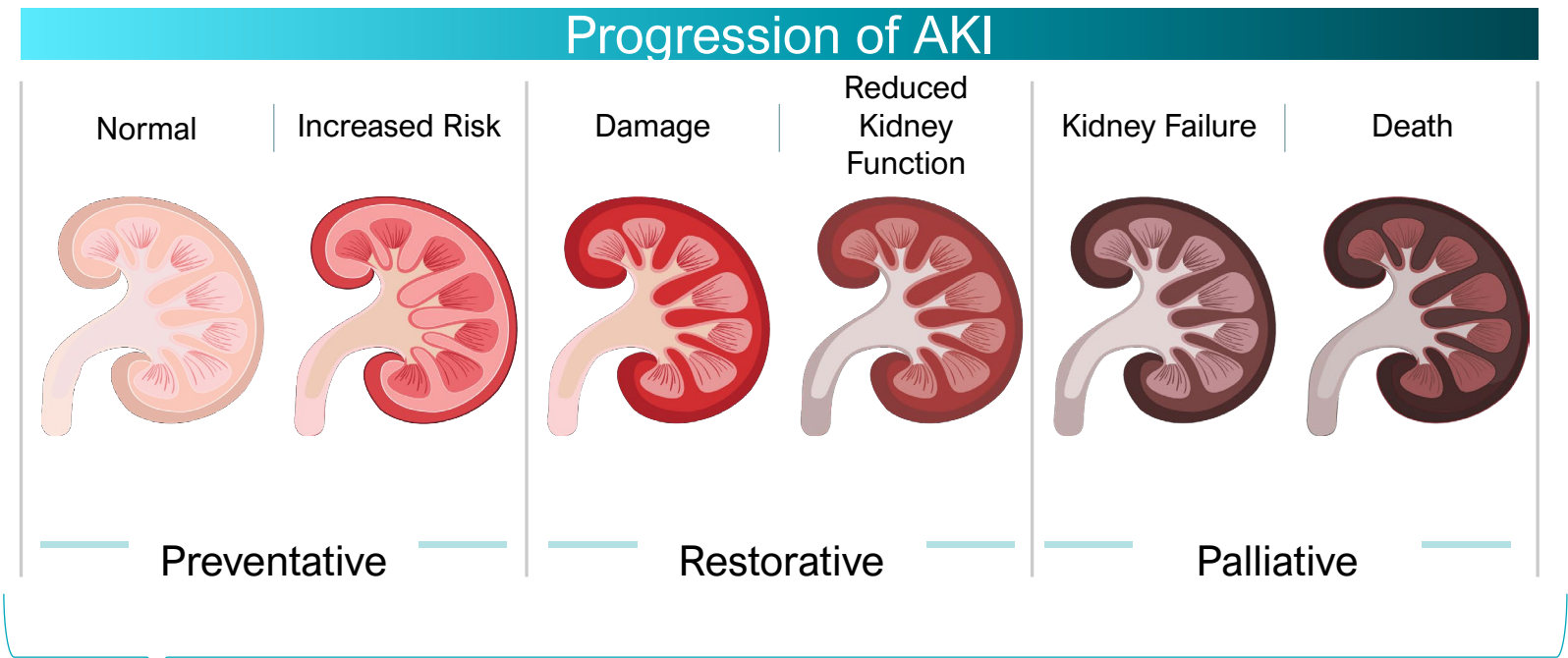
---

- **Solid financial performance – Quarterly revenue of DKK 8M, a 24% increase over Q1 2022**
- **Engaged with FDA on De Novo application for marketing clearance of NGAL test for pediatric patients**
- **Hired resources to promote and sell in approved markets**
- **Cash and cash equivalents of DKK 57.7M as of 31 March 2022**

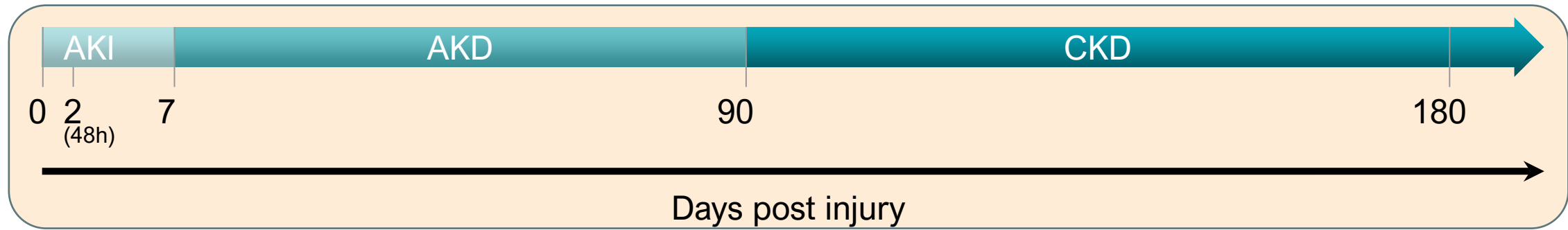


# Acute Kidney Injury (AKI) leads to poor outcomes if untreated

An abrupt loss of kidney function that develops rapidly over a few hours or days



- Cardiac Surgery
- Mechanical Ventilation
- Transplant
- Sepsis
- Nephrotoxic Agents



Sources: Silver SA, Chertow GM. The Economic Consequences of Acute Kidney Injury, Nephron. 2017;137.  
A Multidisciplinary and International Assessment of Acute Kidney Injury Awareness, Ipsos MORI UK Ltd., May 25, 2022.

# AKI - an unmet clinical need for early diagnosis

## AKI is Common & Costly

- 1 in 5 adults<sup>1</sup> and 1 in 4 children<sup>2</sup>
- 13.3 million per year worldwide<sup>3</sup>
- **+\$7,000 per episode**<sup>4</sup>
- Costing the US healthcare system **\$5.4 - \$24.0 billion annually**<sup>4</sup>

## Serum Creatinine

- 2-3 days delayed response
- confounded by age, muscle mass, gender
- **27.8% AKI missed**<sup>5</sup>
- 66% of AKI misclassified<sup>6</sup>

## Value of Early Identification

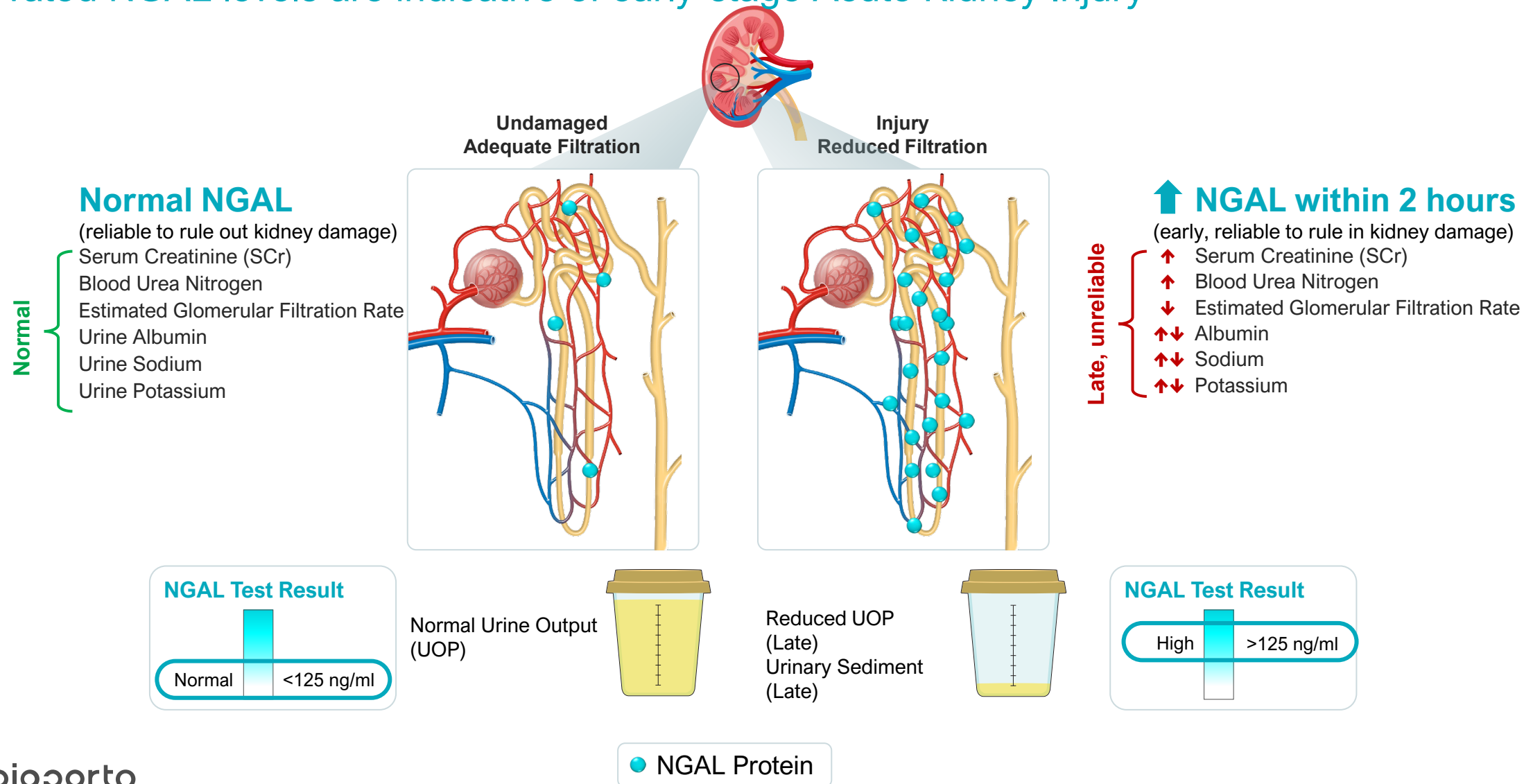
eAlert + biomarkers<sup>7</sup>

- higher rate of AKI recovery (+22%)
- more **RRT-free days**
- **shorter ICU stays**
- 33% reduction in **Stage 2/3 AKI**
- 50% reduction in **persistent AKI**
- initiates earlier **nephrology follow-up**



# NGAL proteins expressed by the kidney as part of its normal function

## Elevated NGAL levels are indicative of early-stage Acute Kidney Injury



# NGAL testing saves lives by detecting AKI earlier

Empowers clinicians to manage fluids & nephrotoxic drugs, and determine if dialysis is needed

- Clinical chemistry reagent product
- Run on standard clinical chemistry instruments that are in use in all hospital core labs







## Value of Early Detection

- higher rate of **kidney recovery**
- more **dialysis-free days**
- **shorter ICU/hospital stays**
- **reduction in Stage 2/3 AKI**
- **reduction in persistent AKI**
- **earlier nephrology follow-up**

SOURCE: Halmy Journal of Clinical Medicine 2021

improves

**patient outcomes** and  
**quality of life**



# US Market: Initial FDA Clearance for Pediatric Patients

We will establish a beachhead in the US market focused on testing pediatric patients

- Currently, 30+ US hospitals utilize the RUO NGAL test clinically as a Lab Developed Test (LDT)
- Achieved Breakthrough Status with the FDA due to the significant unmet need for pediatric patients
- Pediatric market has potential for more rapid adoption of new breakthrough products that can save the lives of children
- Initial Clearance for testing patients in the Intensive Care Unit
  - Will then expand to FDA clearance outside of the ICU, including the Emergency Department
- This beachhead will demonstrate the life and cost saving value of NGAL that will enable rapid adoption for testing the Adult population market following FDA clearance

# Drive Europe Sales, Gain FDA Approval, Reduce Costs



## Drive NGAL Test Market Adoption & Have a Pipeline of High Medical Value Products

- Support FDA approval of NGAL assay for Pediatrics
- Expand market opportunity in US by performing studies to expand instrument and clinical indications
- Drive NGAL sales in Europe



## Strengthen the Company to Scale & Execute

- Execute appropriate financing rounds
- Drive high margin antibody sales to offset future capital requirements
- Suspend new biomarker development activities
- Ensure systems and back-up data files are FDA audit-ready



## Attract, Develop & Retain the Best and Brightest Employees Aligned with our Values

- Proactively recruit the most qualified talent to drive success
- Motivate and incentivize employees to stay & build shareholder value

# How I Use Biomarkers in Practice

## Refining Management of AKI in the PICU

Natalja L. Stanski, MD

Assistant Professor, Cincinnati Children's Hospital Medical Center

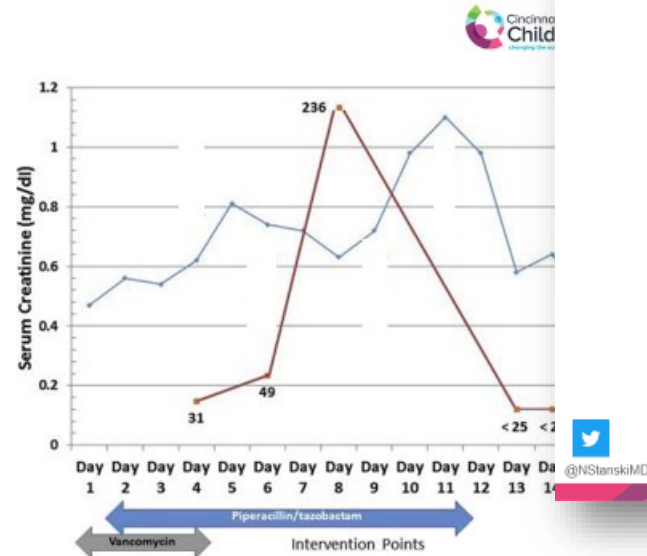
Division of Critical Care Medicine

Co-Director (PICU), Center for Acute Care Nephrology



### Case Example 2

- 4 month old girl with history of hypoplastic left heart s/p Norwood procedure with respiratory failure, rising serum creatinine and fluid overload.
- Cardiac output has been optimized using vasoactives
- Patient had been on vancomycin and pip/tazo.
- Nephrology consulted on Day 4 and recommends uNGAL assessment



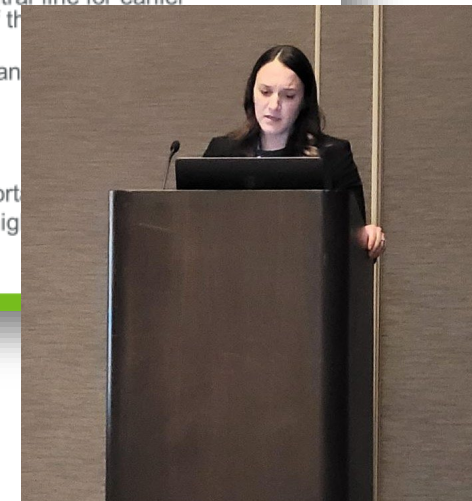
Varnell et al, KIR (2017)

*"I have never had to practice medicine without NGAL and would not move to an institution that does not use NGAL in their Pediatric Intensive Care Unit."*

### Translating Literature to Practice A General Guide



- **Who should have a uNGAL assessment?**
  - High-risk for AKI patients (in our unit, that's RAI+)
  - Patients with serum creatinine-defined AKI
  - Patients with poor UOP/UOP-defined AKI
- **How does it help me?**
  - Guide further fluid resuscitation or earlier consideration of vasoactives
  - Assess the need for more vigilant monitoring of drug levels (i.e., vancomycin)
  - Assess the need for more invasive monitoring (i.e., foley catheter, central line for earlier vasoactives, arterial line for hemodynamic monitoring- remember, all of the challenging/consequential in children)
  - Guide when we consider nephrology consult and RRT (and when we can't)
  - Refine AKI etiology in specific patient populations
- **What is the uNGAL threshold of concern?**
  - Hard to give one specific cut-off (patient/scenario specific, trend is important)
  - Research literature has used 150 ng/ml, cutoff of significance is likely high



Natalja L. Stanski, MD

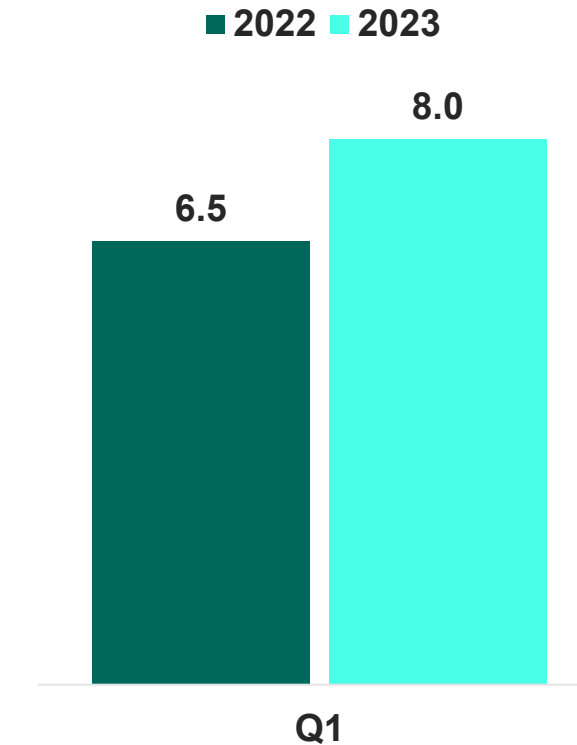
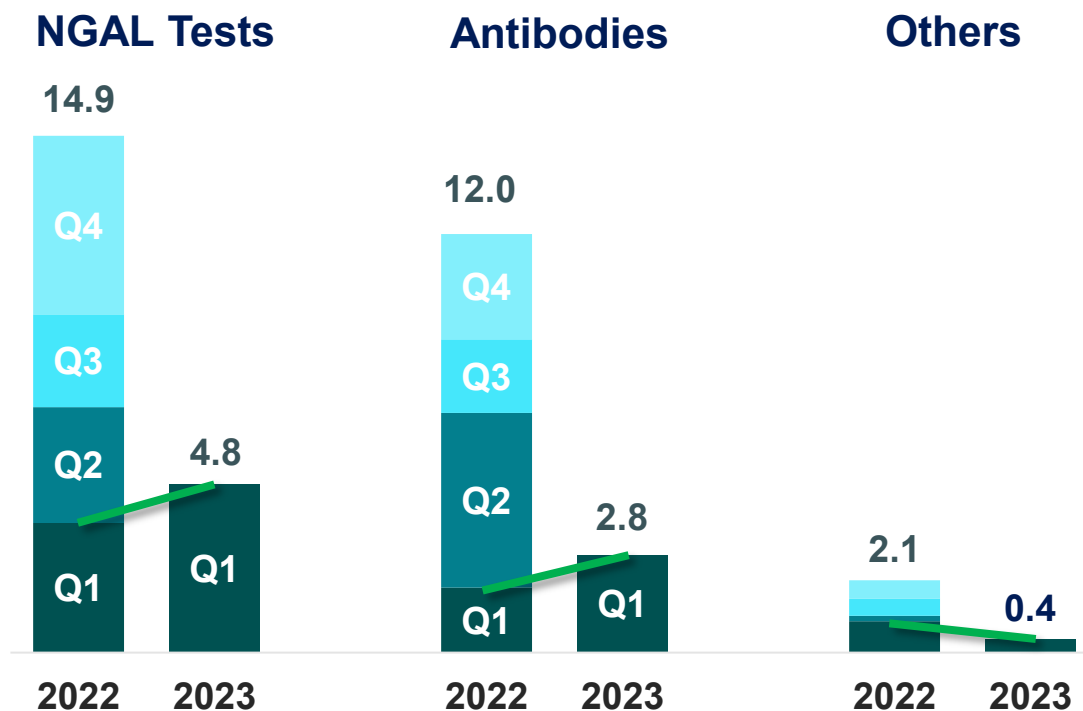


# BioPorto Q1 2023 Revenue: DKKm 8.0, up 24% YTD over Q1 2022



## Annual Revenue by Product Group\*

## Revenue by Quarter\*





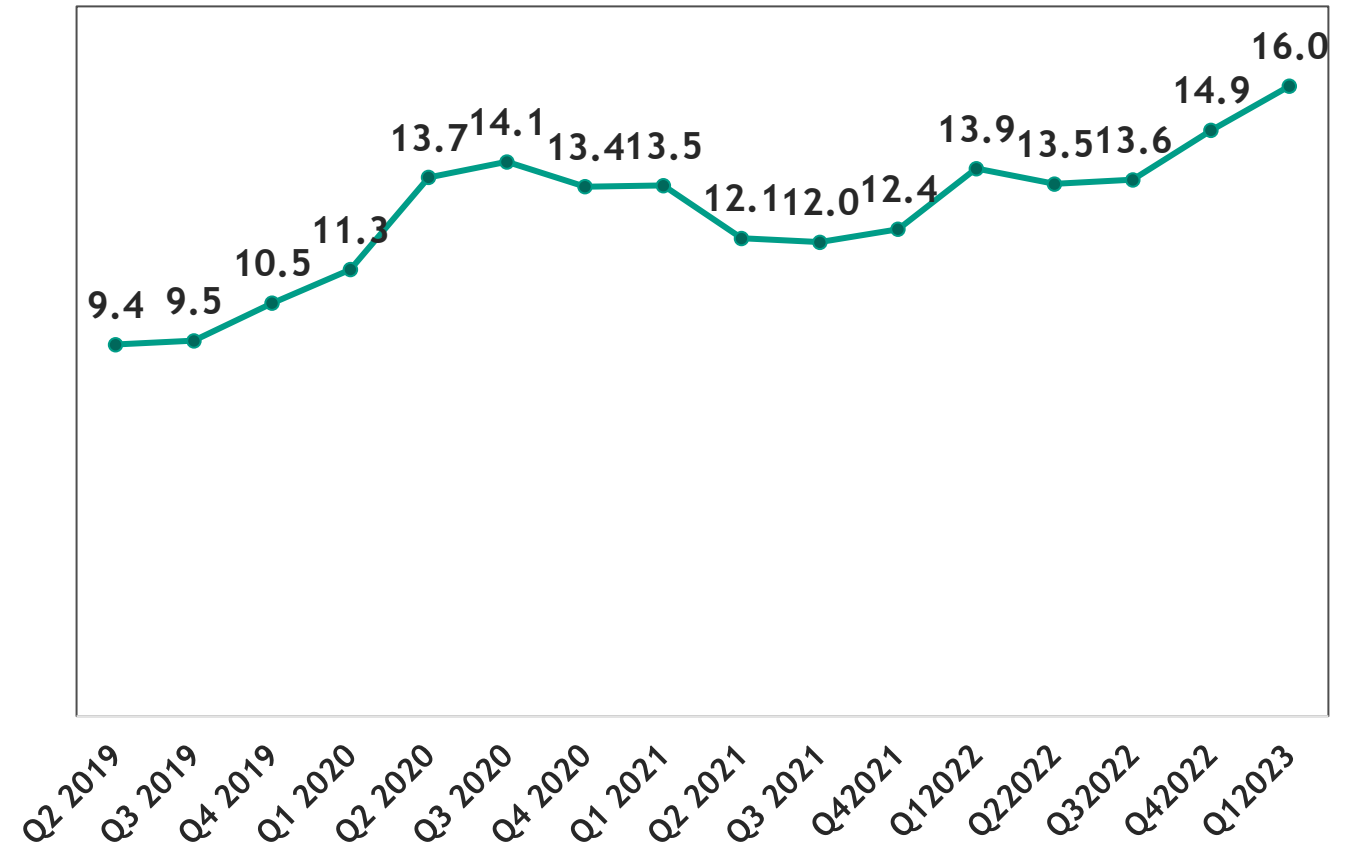
# NGAL test sales up 15% on LTM basis

Global NGAL

↑ 15%

Growth in YTD global NGAL test sales  
vs. the previous last twelve months

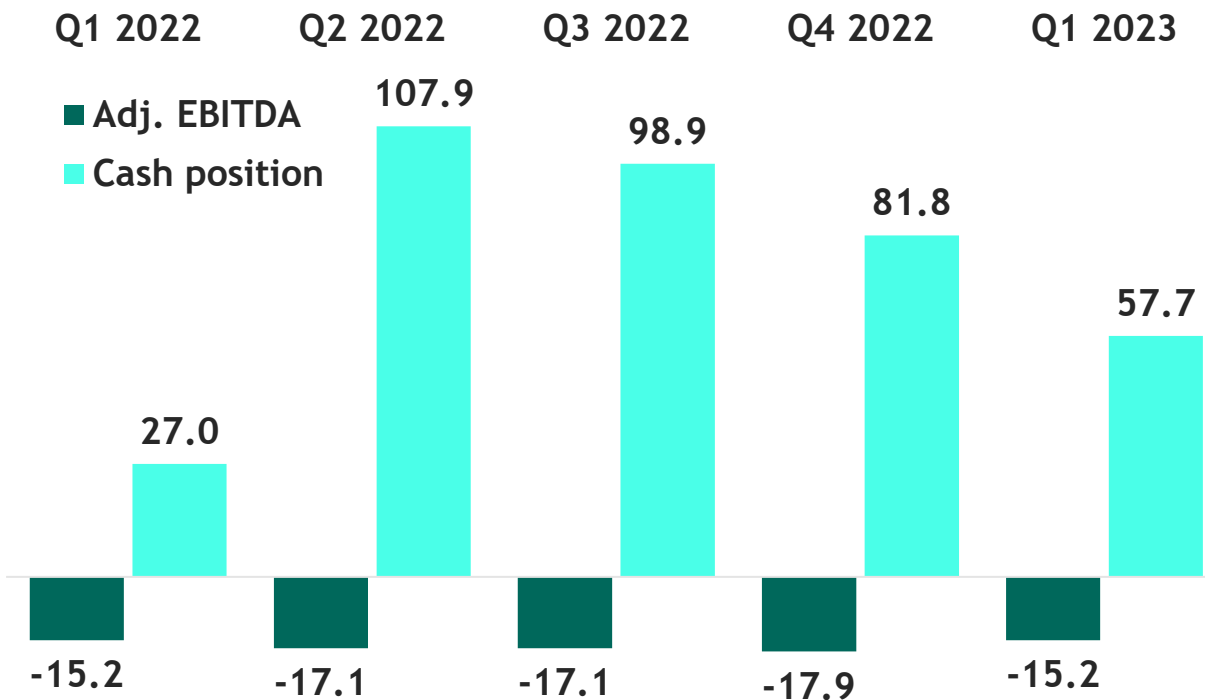
## NGAL test sales by Quarter (LTM, DKKm)





# Cash position and working capital management

## Adjusted EBITDA and cash position (DKKm)

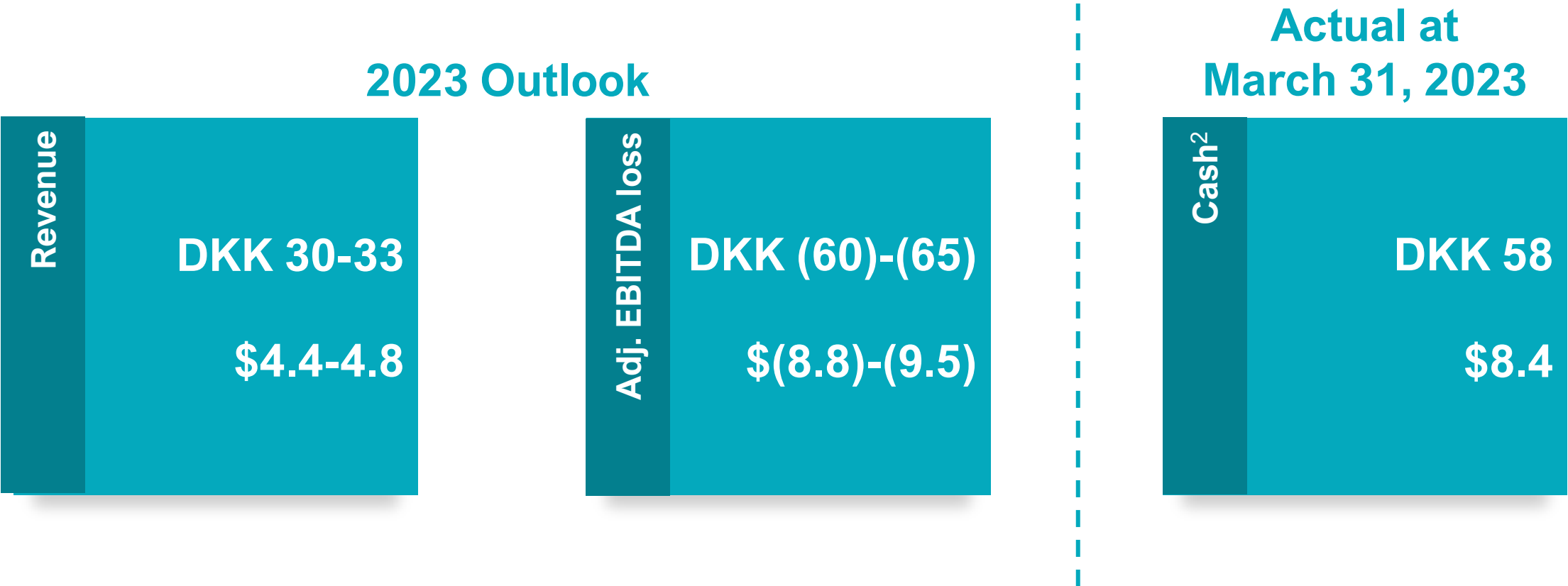


- **Q1 2023 cash burn from operations:** DKKm 26.1, a planned 59% increase vs. Q1 2022, primarily reflecting timing of clinical trial costs and incremental expenses
- **Cash balance:** DKKm 57.7



# 2023 Reiterated Outlook

Amounts in millions of Danish Kroner and US Dollars<sup>1</sup>



<sup>1</sup>All Financial Figures Converted from DKK to USD at a rate of 6.8492:1 as of March 31, 2023. <sup>2</sup>Unaudited.  
Note: BioPorto’s performance and guidance for 2023 is based on certain assumptions described in the annual and interim report(s) and continues to be subject to uncertainty due to COVID-19, including continued opening of societies and the normalization of access to hospitals, research laboratories, and regulatory bodies. Please see the Company’s 2023 Annual Report and Interim Reports for further information on risks and uncertainties. Adjusted EBITDA is a non-IFRS measure. Please see BioPorto’s Annual and Interim Reports for a description of this measure and a reconciliation to EBIT.

# NGAL Tests in use at Boston Children's Hospital



# Investor Relations Contacts

## CPH:BIOPOR

EU: Tim Eriksen  
Managing Partner  
Zenith Advisory  
[investor@bioporto.com](mailto:investor@bioporto.com)  
+45 4529 0000

US: Ashley Robinson  
Managing Director  
LifeSci Advisors  
[arr@lifesciadvisors.com](mailto:arr@lifesciadvisors.com)  
+1 617 430 7577