



2023-Q3 Financial Results & Business Update

Empowering Early Detection of Kidney Injury

November 1, 2023

Forward-Looking Statements

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Q3 2023 Highlights: FDA 510(k) Pre-market Notification Submission Accepted

- Recorded first nine-months revenue of DKK 24.4 million, +20% as compared to the same year-ago period driven by an increase in NGAL sales
- Regulatory approval pathway for NGAL moved from De Novo application to submission of 510(k) pre-market notification which has been accepted by the FDA
- Two abstracts accepted for presentation at upcoming American Society of Nephology conference in Philadelphia (Nov 1- 4)
- Total cash of DKK 69.9 million as of September 2023
- Maintain 2023 Revenue and favorably revise Adjusted EBITDA guidance mainly due to the benefits of focused cost controls/savings



KDIGO Clinical Guideline Update

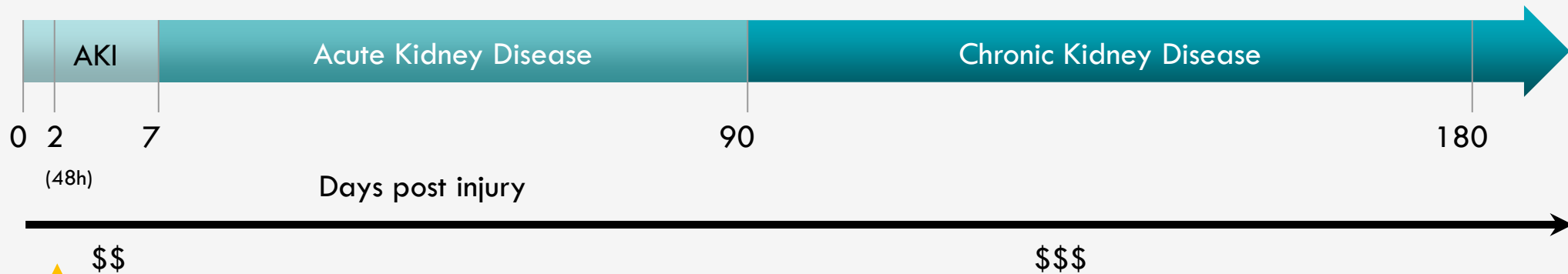
- Comments submitted to KDIGO Statement of Work working group with respect to NGAL as an AKI and AKD as a damage biomarker
- Update will refresh the current AKI/AKD practice guideline last updated in 2012
- The non-profit's clinical AKI/AKD guideline update may include NGAL as a damage biomarker for the identification of AKI/AKD for the first time in the guideline's published history



The KDIGO guidelines for AKI and AKD often drive clinical decisions in many countries

Acute Kidney Injury (AKI) - An Unmet Clinical Need

- An abrupt loss of kidney function that develops rapidly over a few hours or days.
- Symptoms may include decreased urinary output, swelling due to fluid retention, nausea, fatigue, and shortness of breath. **Often painless without symptoms.**
- **Difficult to diagnose.**
- AKI **can progress** to CKD, a lifetime of dialysis, and death.



The NGAL Test™

AKI is Common and Costly



1 in 5 ADULTS¹
& 1 in 4 CHILDREN²
is affected with AKI during
hospitalization

Hospital Patients at Risk of AKI:³

- Cardiac Surgery
- Mechanical Ventilation
- Sepsis
- Organ or Bone Marrow Transplant
- Nephrotoxic Agents/Drugs



Increased Length of Stay
7 – 23 DAYS⁴



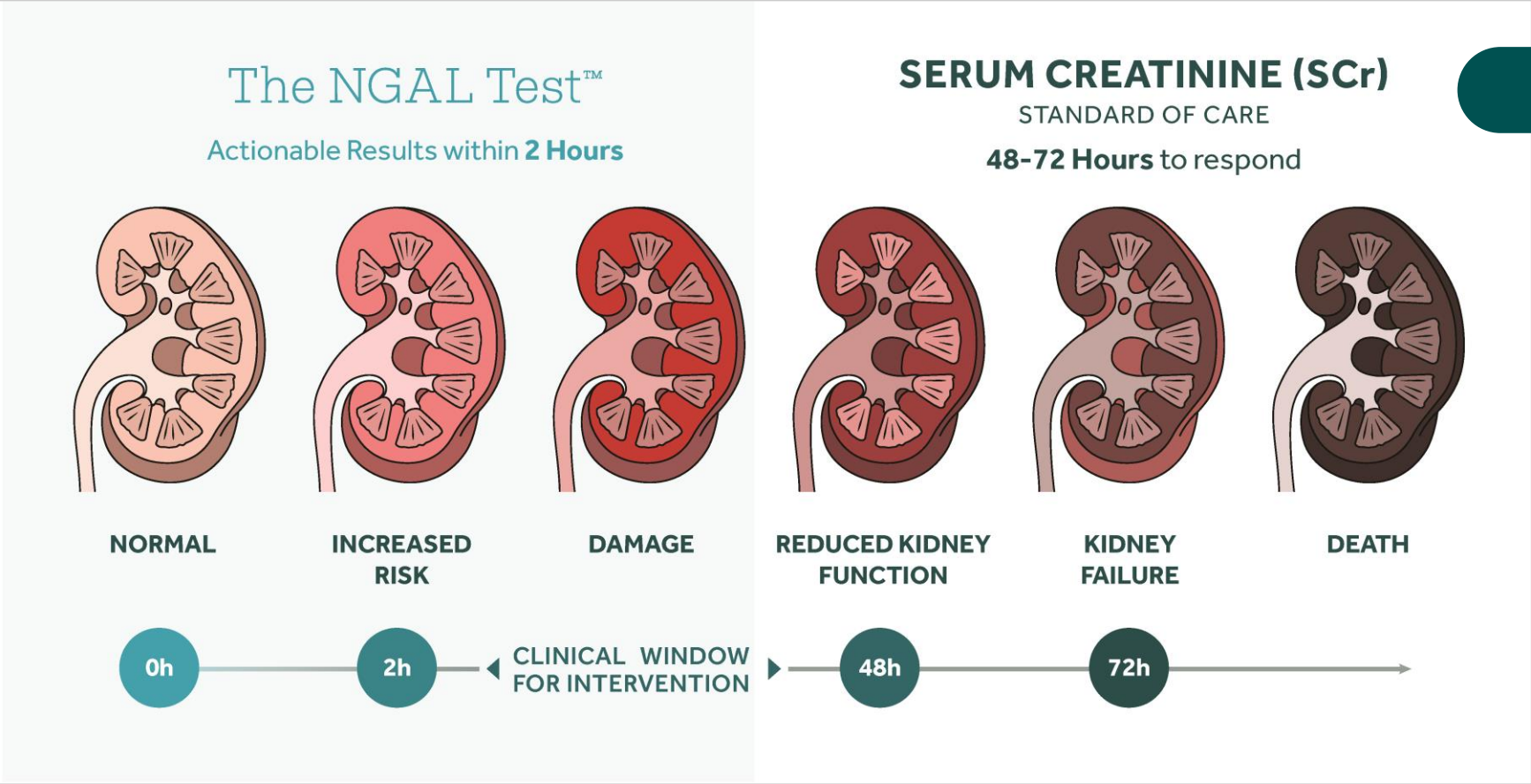
Increased need for Dialysis
12% OF CRITICALLY ILL
ADULTS⁵



Overall Mortality Rate
21%⁶



NGAL: Improving the Standard of Care



Serum Creatinine is Inadequate

2-3 days delayed¹

43% of patients missed using SCr alone²

66% of AKI is misclassified³

70% of clinicians believe they are missing AKI⁴

Reagent-only Product Run on Standard Clinical Chemistry Instruments



High-Value Diagnostic price point

No investment in capital equipment

High margins even at today's scale



US Market: Preparations U.S. NGAL Approval Moves Forward With Roche

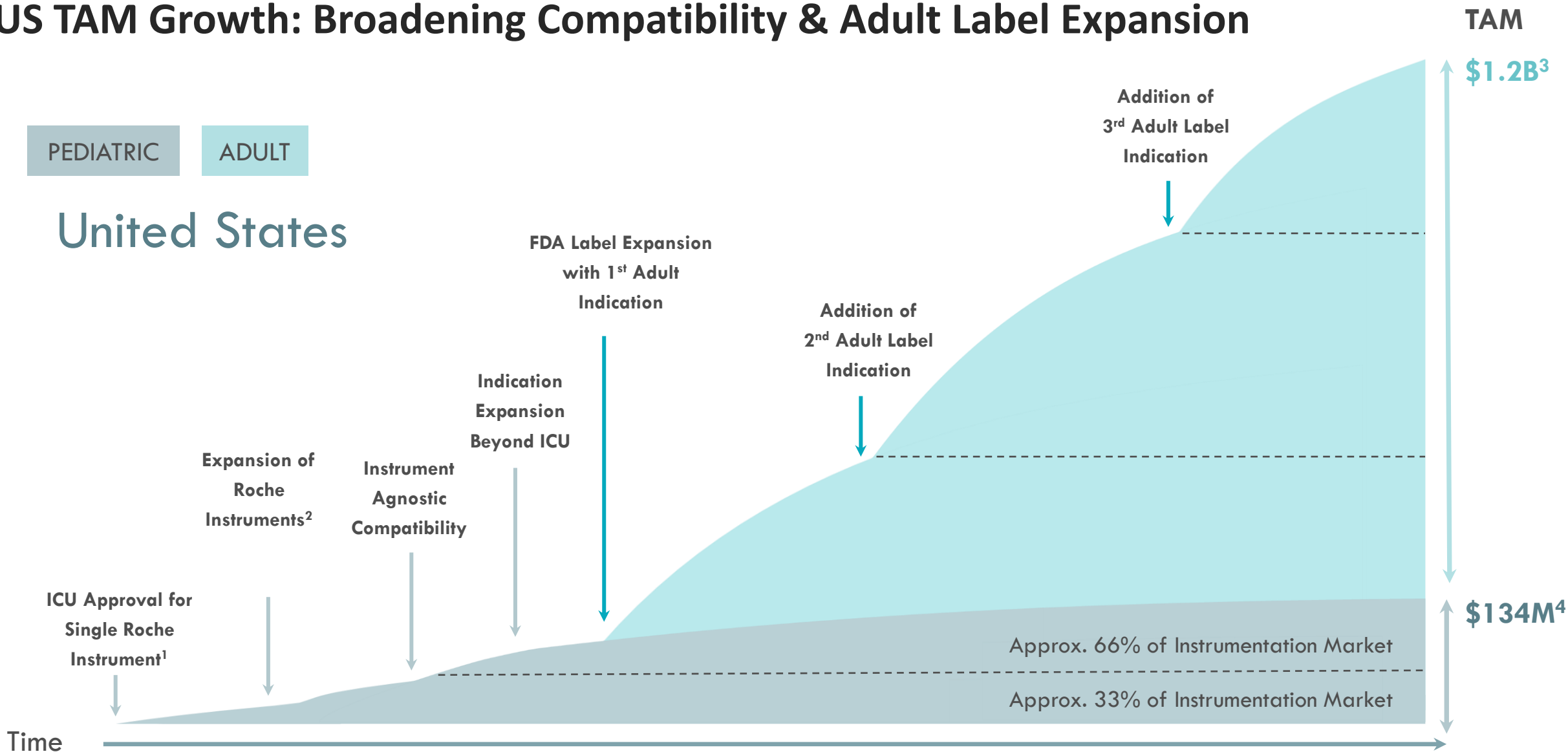
- Awaiting 510(k) pre-market clearance approval in order to market NGAL test for pediatric use in the ICU
- Collaboration with our distribution partner Roche Diagnostics moves forward in preparation for approval will allow BioPorto to leverage their vast footprint
- Roche Diagnostic is an industry leader with machines that are readily available at large academic medical institutions which handle the most complicated patient procedures
- In the US, the term 'pediatric' means patients between greater or equal to 3 months and under 22 years of age.
- 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

Previously the FDA has already granted the NGAL test breakthrough designation status

US TAM Growth: Broadening Compatibility & Adult Label Expansion

PEDIATRIC ADULT

United States



1. Roche *c 501 Instrument
 2. Following subsequent CLIA filing to expand compatibility with expanded Roche family of Instruments
 3. Combined Emergency Room, Cardiac ByPass Surgery, Cirrhosis, Kidney Transplant, Initiation/Liberation from Dialysis, etc.
 4. Pediatrics ICU Roche Instrument - \$8.8M, Pediatrics ICU Open Channel non-specific Instrument - \$23M, Pediatrics All Departments non-specific Instruments - \$104M

Our Global Sales Effort

Multi-pronged sales approach:

- Select and train qualified distributor partners on clinical sales
- Provide expert Medical Affairs support
- Engage in Direct Marketing
- Leverage KOLs experienced in NGAL testing

~\$1 B
untapped market



Clinical
Champions



Lab Committees &
Reimbursement



Lab
Validation



Electronic Health
Record



Clinical
Education



Clinical
Workflow

No additional registration requirements to access adult and pediatric markets

Gain FDA Approval, Expand Total TAM in the U.S. Grow the Business in ROW



Our Strategic Focus

- Support FDA approval of NGAL test for Pediatrics
- Expand market opportunity in US by performing studies to expand instrument and clinical indications
- Drive NGAL sales in ROW and where CE mark is accepted



Strengthen 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 backup data files are FDA audit-ready

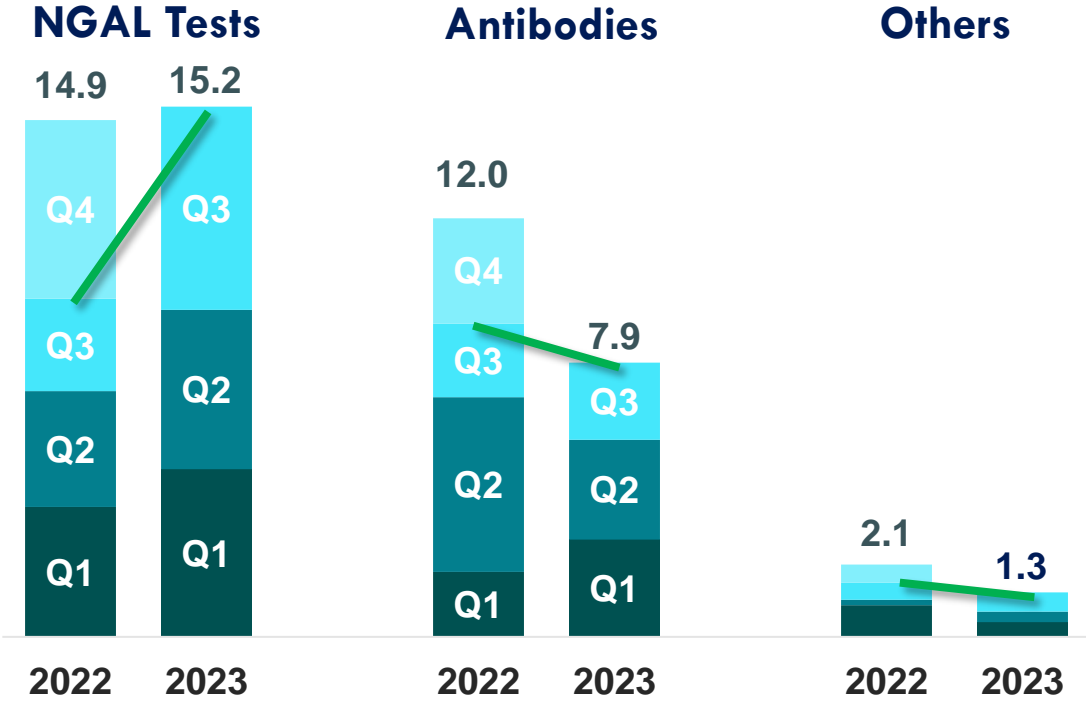


Attract, Develop & Retain the Best Employees

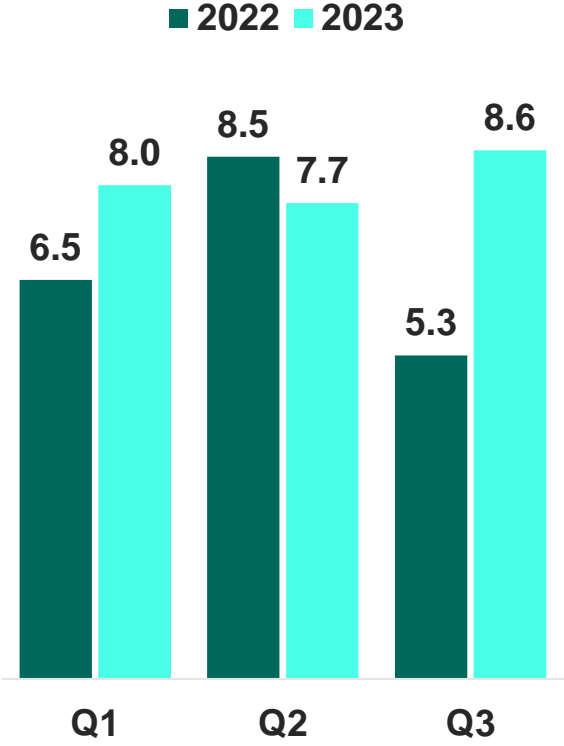
- Proactively recruit the most qualified talent to drive success
- Motivate and incentivize employees to stay & build shareholder value

Revenue: DKKm 24.4, up 20% YTD over prior year

Annual Revenue by Product Group*



Revenue by Quarter*



* all amounts in DKKm

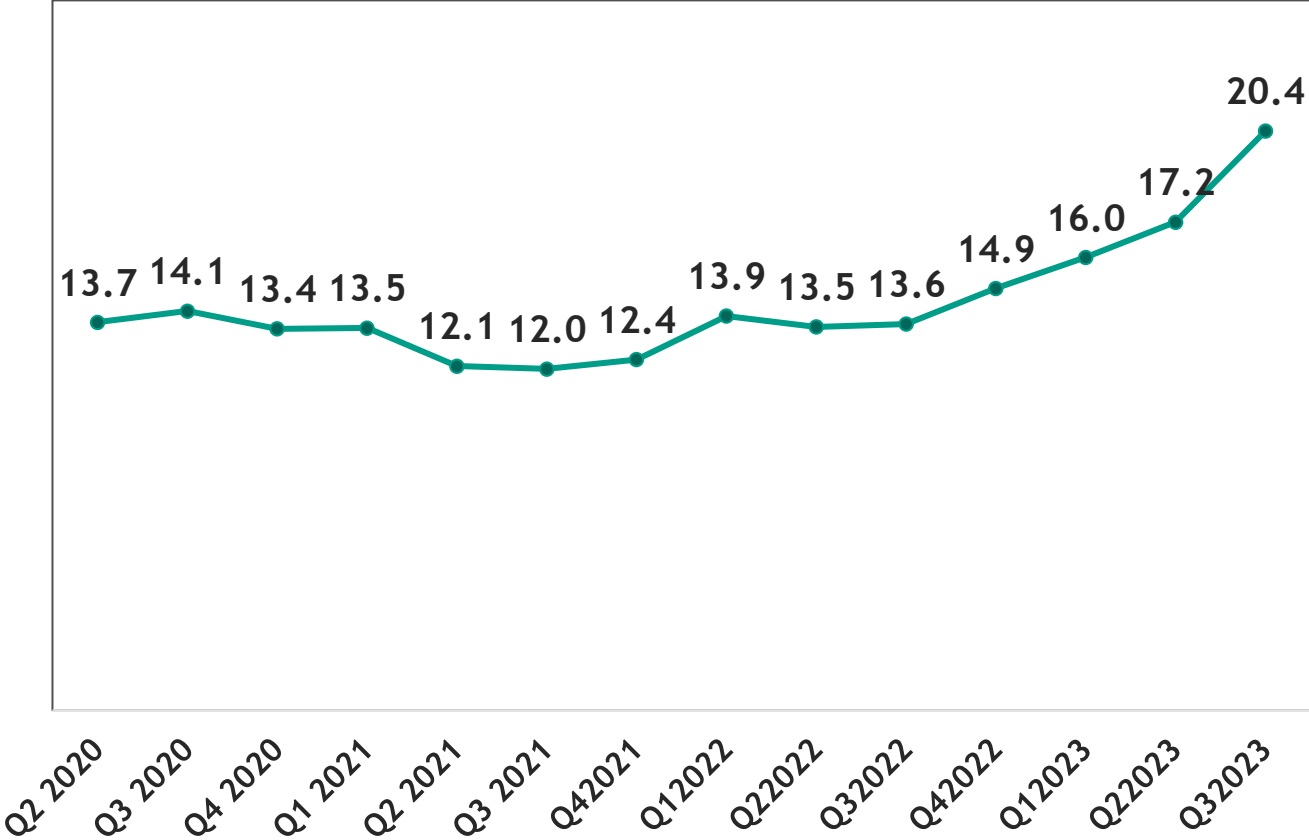
NGAL test sales up 50% on LTM basis

Global NGAL

↑ 50%

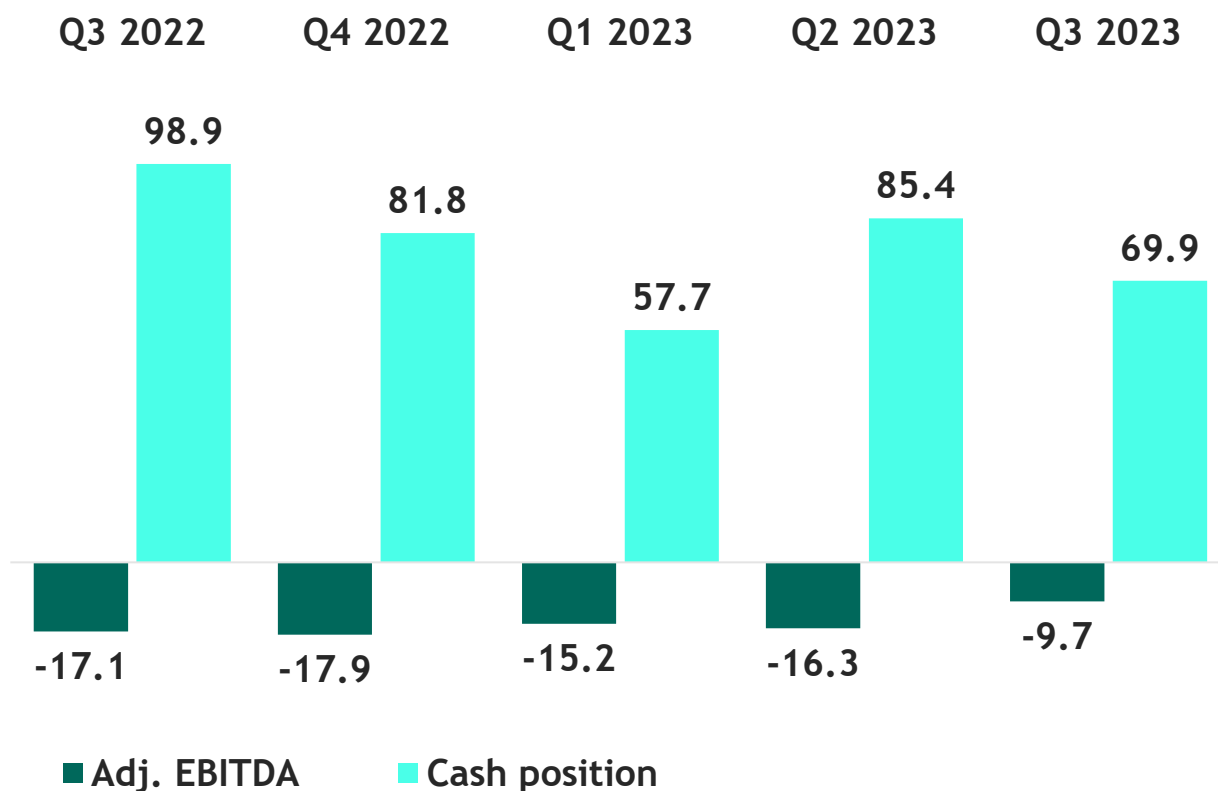
Growth in YTD global NGAL test sales vs. the previous last twelve months

NGAL test sales by Quarter (LTM, DKKm)



Cash position and working capital management

Adjusted EBITDA and cash position (DKKm)



- **YTD 2023 cash use from operations:** DKKm 53.4, primarily reflecting payment of clinical trial and restructuring costs
- **Restructuring charge:** DKKm 2.9 to better align resources with BioPorto’s strategic priorities
- **Cash balance:** DKKm 69.9
Includes DKKm 41.3 million net proceeds from pre-emptive rights offering

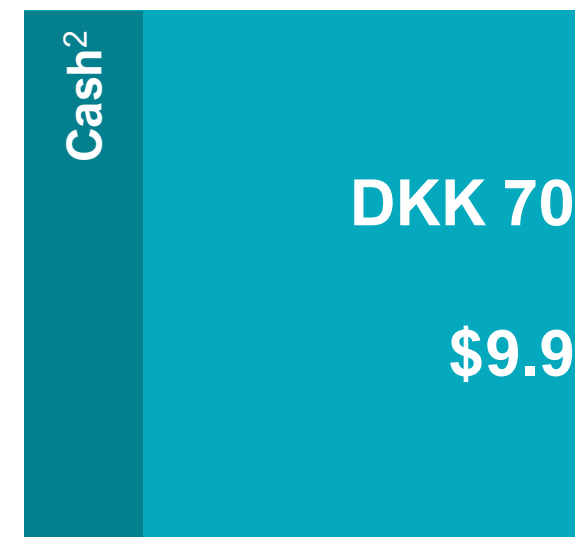
2023 Outlook

Amounts in millions of Danish Kroner and US Dollars¹

2023 Outlook



Actual at Sep 30, 2023



¹All Financial Figures Converted from DKK to USD at a rate of 6.8812 as of September 30, 2023. ²Unaudited.

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.



bioporto
DIAGNOSTICS

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