



Q3 2019 Financial Results

Prof. Arndt Rolfs – CEO

Richard Stoffelen – CFO

DECEMBER 5, 2019

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CERTAIN INFORMATION CONTAINED IN THIS PRESENTATION RELATES TO OR IS BASED ON STUDIES, PUBLICATIONS, SURVEYS AND OTHER DATA OBTAINED FROM THIRD-PARTY SOURCES AND THE COMPANY'S OWN INTERNAL ESTIMATES AND RESEARCH. WHILE THE COMPANY BELIEVES THESE THIRD-PARTY SOURCES TO BE RELIABLE AS OF THE DATE OF THIS PRESENTATION, IT HAS NOT INDEPENDENTLY VERIFIED, AND MAKES NO REPRESENTATION AS TO THE ADEQUACY, FAIRNESS, ACCURACY OR COMPLETENESS OF, ANY INFORMATION OBTAINED FROM THIRD-PARTY SOURCES. IN ADDITION, ALL OF THE MARKET DATA INCLUDED IN THIS PRESENTATION INVOLVES A NUMBER OF ASSUMPTIONS AND LIMITATIONS, AND THERE CAN BE NO GUARANTEE AS TO THE ACCURACY OR RELIABILITY OF SUCH ASSUMPTIONS. FINALLY, WHILE THE COMPANY BELIEVES ITS OWN INTERNAL RESEARCH IS RELIABLE, SUCH RESEARCH HAS NOT BEEN VERIFIED BY ANY INDEPENDENT SOURCE.

FOR FURTHER INFORMATION, PLEASE REFER TO "RISK FACTORS" IN OUR REGISTRATION STATEMENT ON FORM F-1, AS AMENDED (FILE NO. 333-234177) AND OTHER CURRENT REPORTS AND DOCUMENTS FILED WITH THE U.S. SECURITIES AND EXCHANGE COMMISSION (SEC). YOU MAY GET THESE DOCUMENTS BY VISITING EDGAR ON THE SEC WEBSITE AT WWW.SEC.GOV.

Agenda

1. Business Update



Professor Arndt Rolfs, MD
CEO

2. Financial Review



Richard Stoffelen
CFO

3. Summary



Professor Arndt Rolfs, MD
CEO

4. Q&A

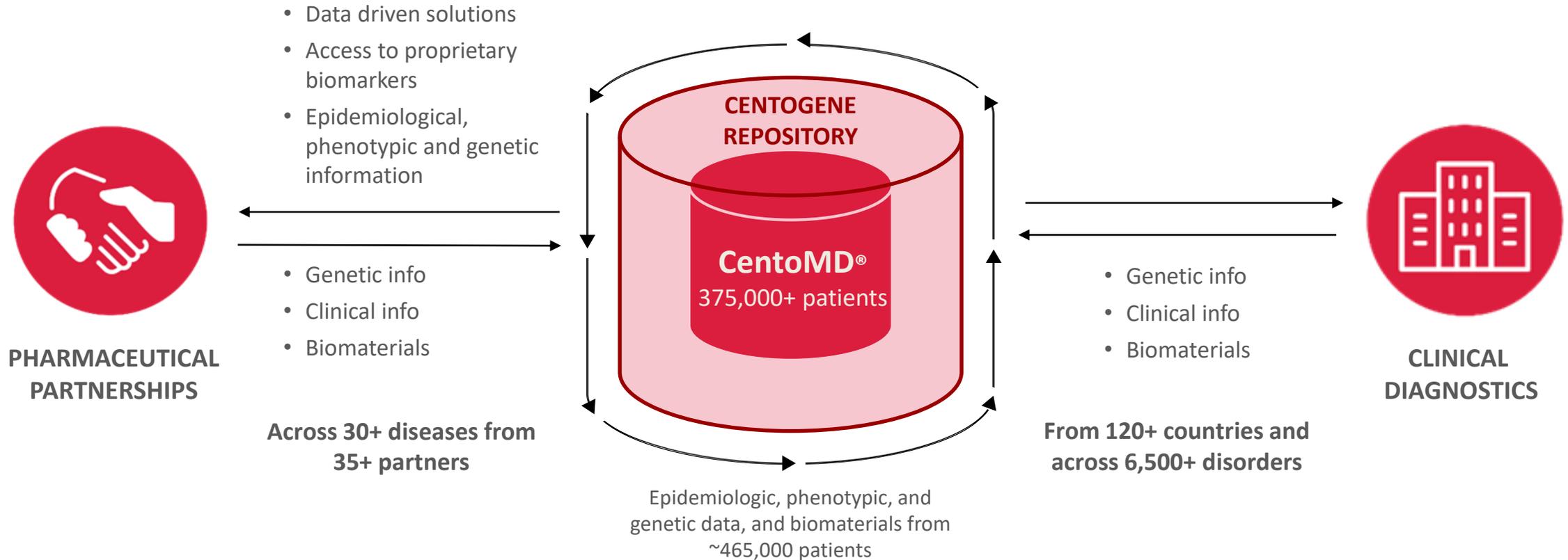


1. BUSINESS UPDATE

PROF. ARNDT ROLFS, MD

CHIEF EXECUTIVE OFFICER

CENTOGENE Business Model



Genetics + Proteomics + Metabolomics = More Comprehensive View of Biology ~2.1 Billion Data Points

Key Q3 Achievements

Solid underlying performance

- 10% revenue growth in the nine months ended September 30, 2019 (“9M”)
- Key operating metrics demonstrating solid execution performance

Key pharmaceutical partnerships

- Pfizer joint research agreement demonstrating CENTOGENE’s unique value proposition in rare disease space
- Announcement of previously-signed PTC Therapeutics agreement for global diagnostics program

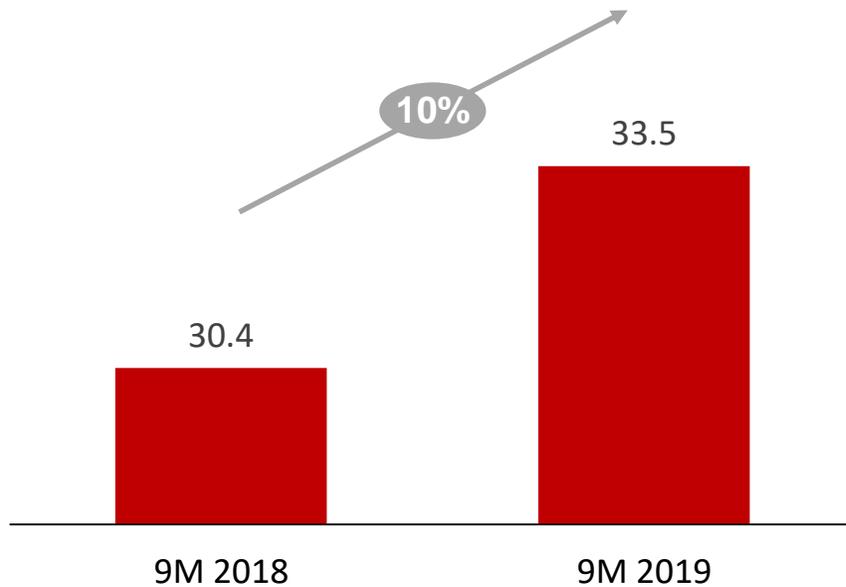
Preparing for future growth

- Reduced loan/financing via sale and leaseback of the Rostock building
- Initial Public Offering on NASDAQ closed on November 12th

10% 9M revenue increase

9M Revenue Development

(€ Millions)

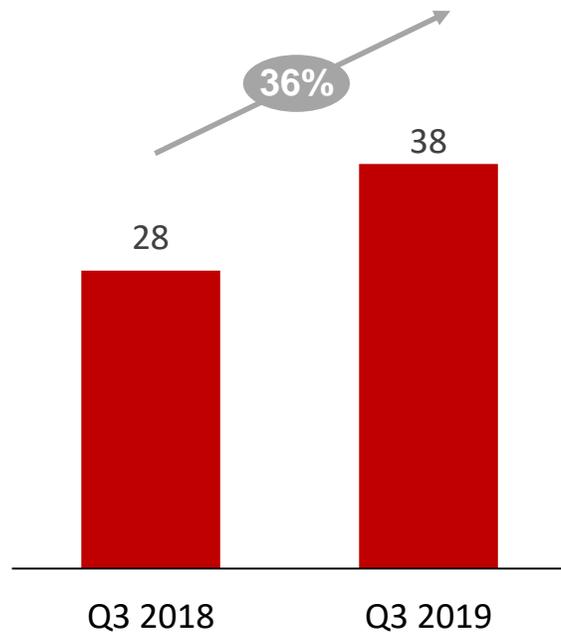


Financial highlights

- 10% 9M revenue growth
- Tempered growth rate due to one-time upfront fees received in Q3 2018*
- €10.8 million loan reduction through sale and leaseback of Rostock building

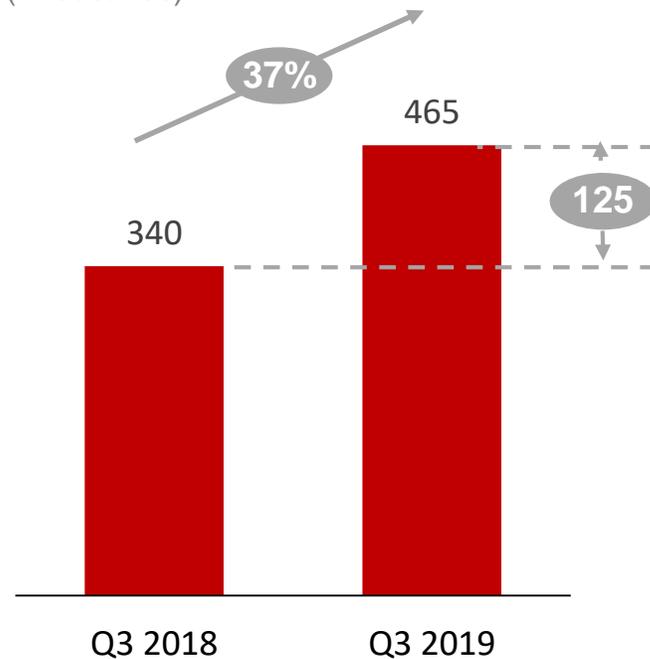
Key operational metrics demonstrate solid progress in underlying fundamentals

of Pharma partners – End of Q3

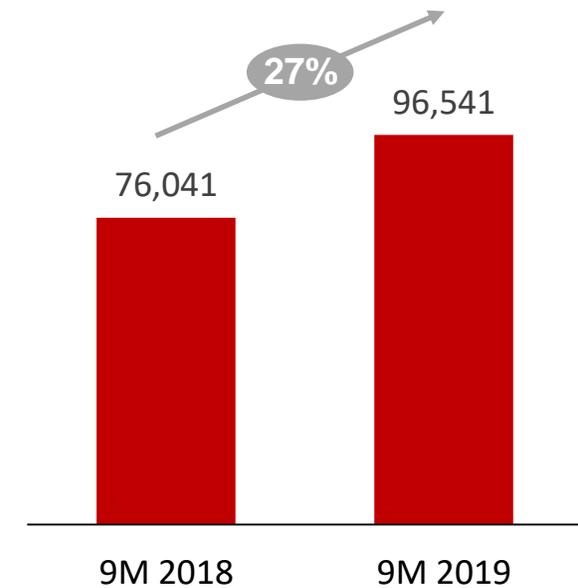


Patient repository – End of Q3

(Thousands)



of sample orders intake



Joint research agreement with Pfizer demonstrating CENTOGENE's expertise in rare disease space

Research partnership with Pfizer



- New data access and research collaboration agreement
- Potential discovery and validation of novel targets for new therapies in rare diseases
- Upfront payment plus additional payments for certain future research projects identified
- To be managed in compliance with international data privacy regulations

CentoMD®

- > 375,000 analyzed cases
- > 3,500 associated phenotypes
- > 10 million unique variants

Enriched database

- Database focused on rare disease patients from over 120 countries

Human phenotype ontology (HPO)

- Well-structured and standardized clinical information

Multi-Omic

- Genetic, proteomic and metabolomic information

Milestone in CENTOGENE History: Initial Public Offering (IPO)



- Publicly traded on NASDAQ starting November 7, 2019
- Proceeds from IPO to be invested in accelerating future growth
- Improved visibility of CENTOGENE in public market supports partnership discussions



2. FINANCIAL REVIEW

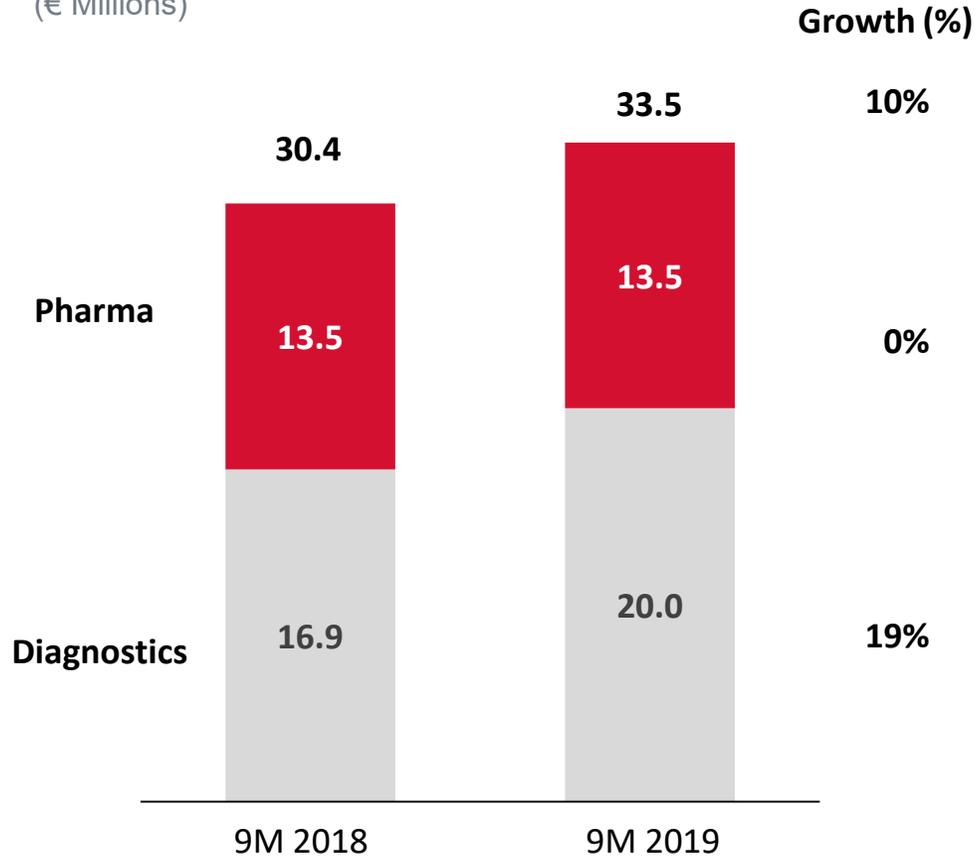
RICHARD STOFFELEN

CHIEF FINANCIAL OFFICER

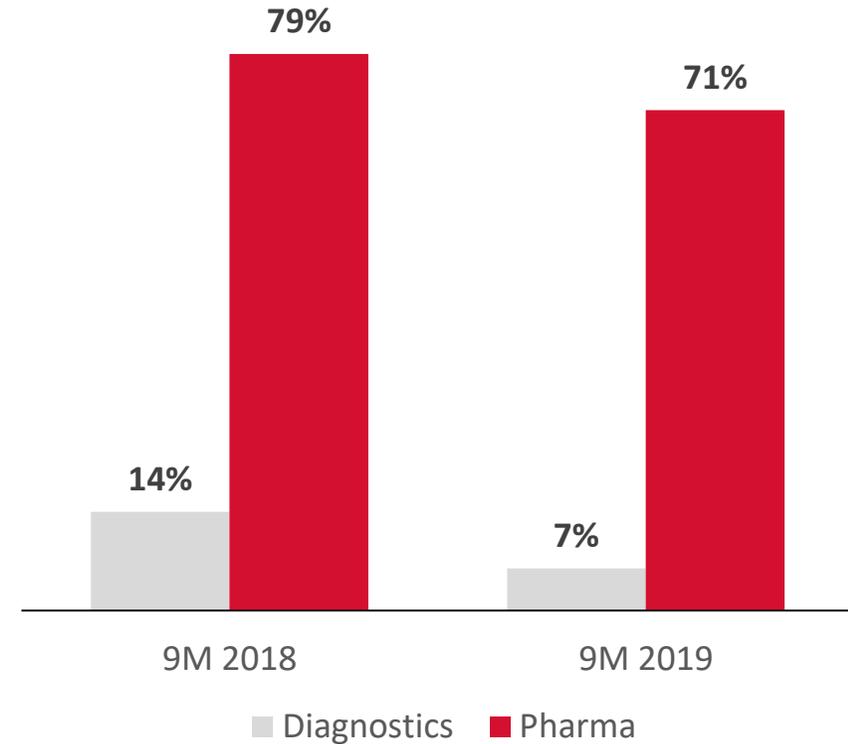
9M Performance

Revenue by Segment – 9M

(€ Millions)



EBITDA Margin by Segment – 9M

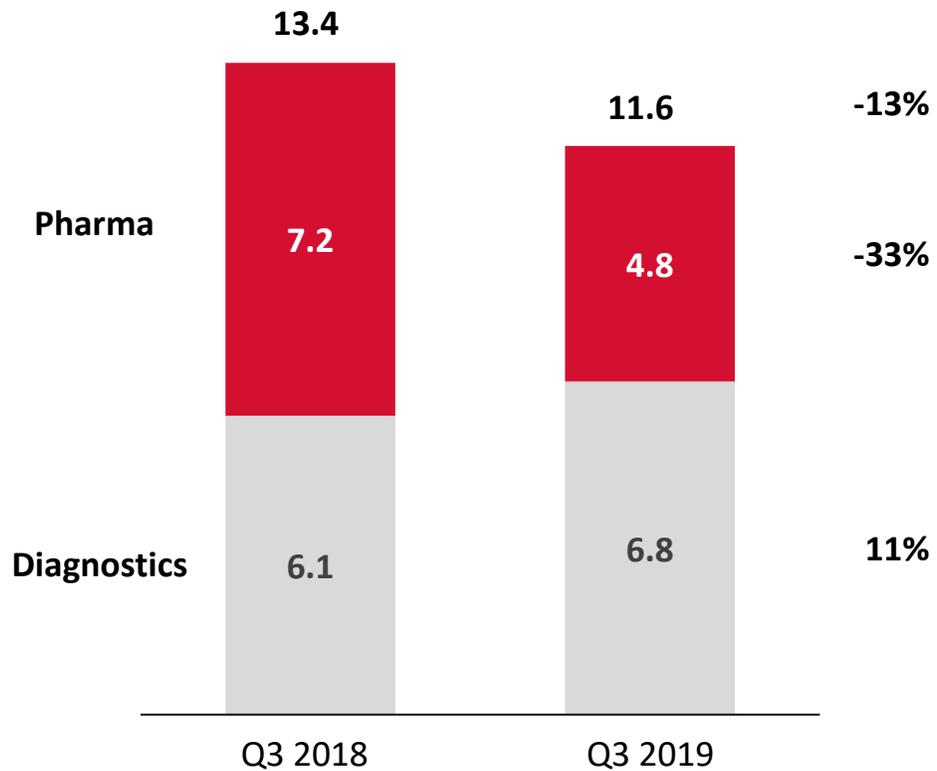


Q3 2019 Performance

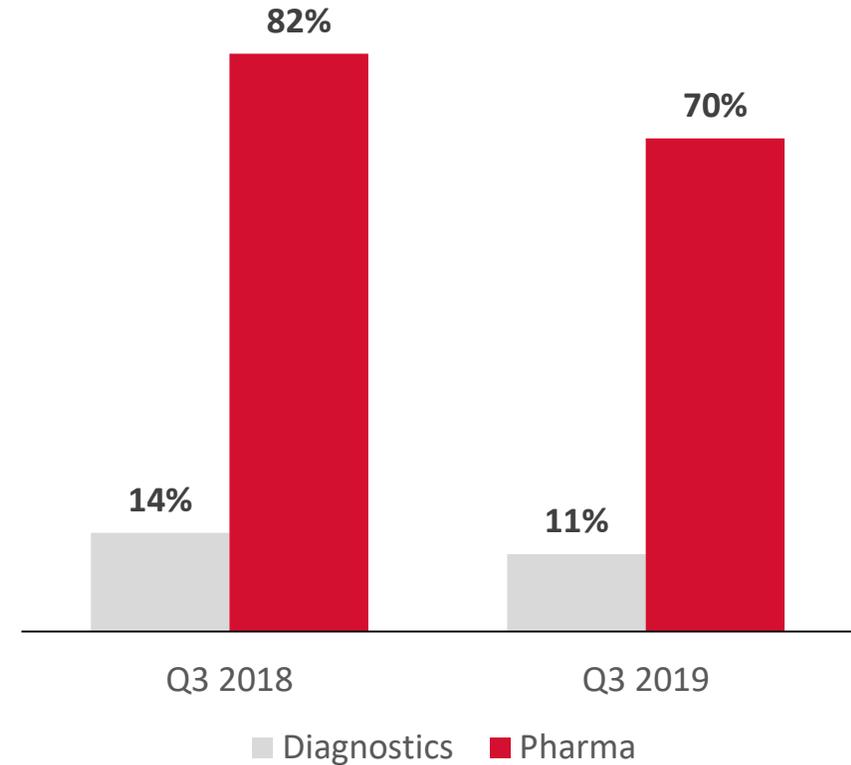
Revenue Performance by Segment

(€ Millions)

Growth (%)



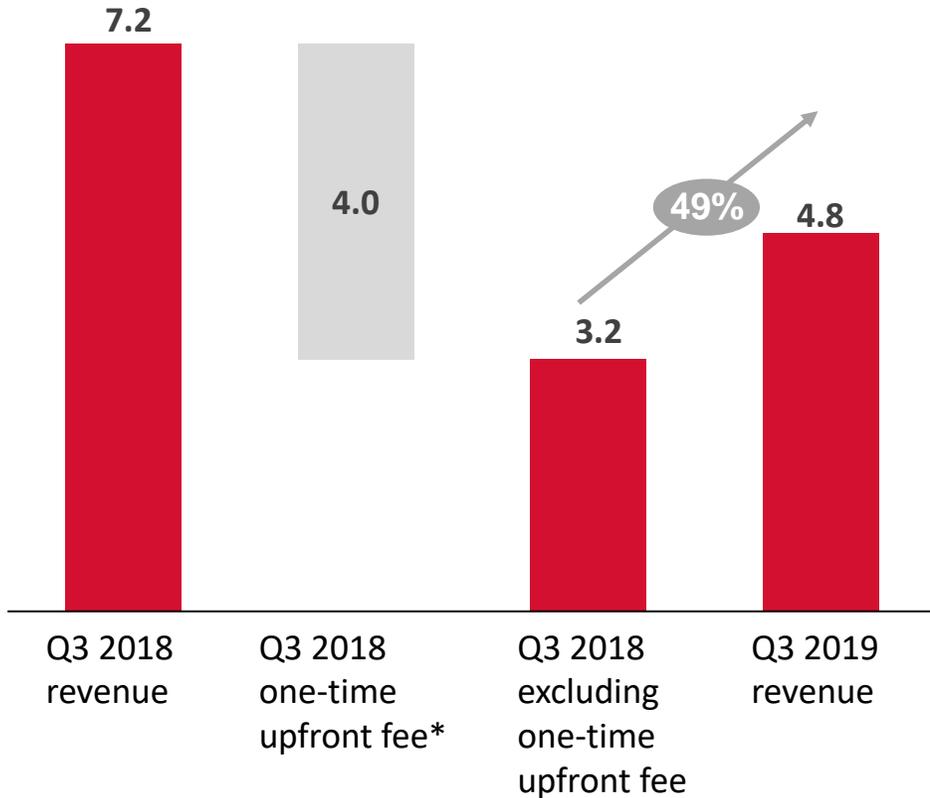
EBITDA Margin by Segment



Breakdown of Q3 2019 performance

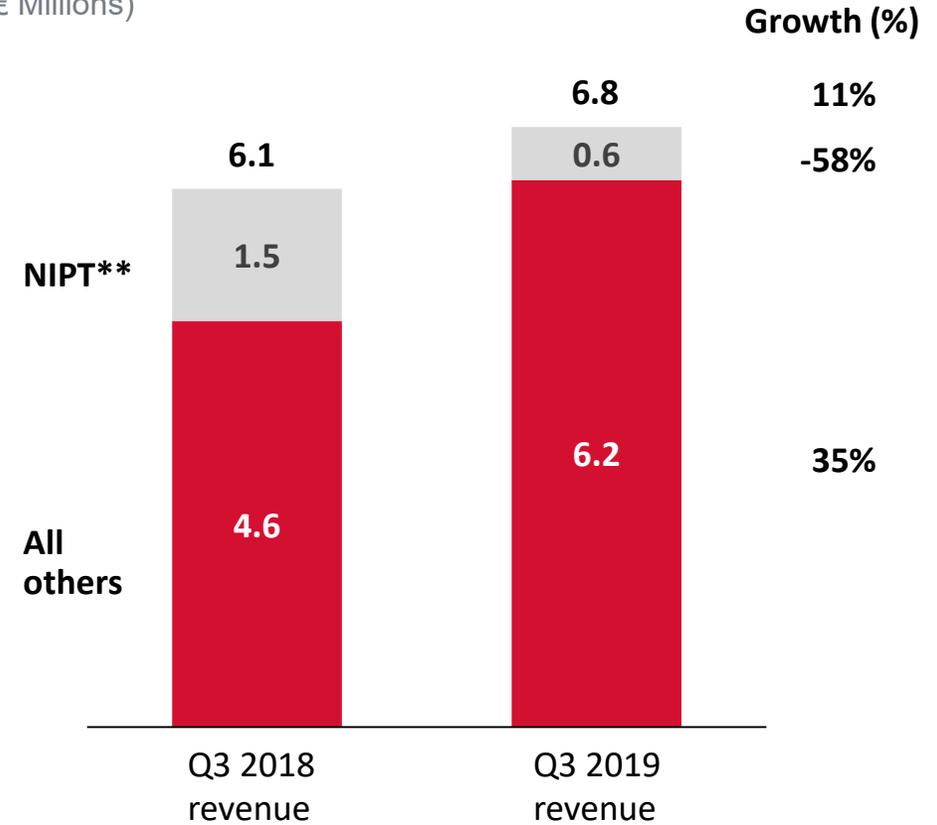
Pharmaceutical revenue growth

(€ Millions)



Diagnostic revenue growth

(€ Millions)



Q3 2019 P&L

€ Thousands

	For the three months ended September 30,		For the nine months ended September 30,	
	2018	2019	2018	2019
Revenues	13,380	11,638	30,392	33,559
Cost of Sales	6,572	6,641	15,698	19,499
Gross Profit	6,808	4,997	14,694	14,060
Research and development Expenses	1,427	2,011	3,783	6,119
General administrative expenses	5,493	4,884	14,523	16,487
Selling expenses	1,791	1,788	4,639	6,144
Other operating income	839	935	1,792	2,623
Other operating expenses	68	92	733	556
Real estate transfer tax expenses	-	-	-	1,200
Operating result	(1,132)	(2,843)	(7,192)	(13,823)

Initial Public Offering



- Publicly traded on NASDAQ starting November 7, 2019
- Raised US\$56 million by selling 4 million shares at US\$14 per share
- We intend to use the proceeds from the offering for:
 - Research and development including development and clinical validation of biomarkers
 - The development of our knowledge-driven information platform, including IT, artificial intelligence and other software solutions
 - Working capital and other general corporate purposes

Significant debt reduction, primarily due to sale and lease back of Rostock building



- In July 2019, CENTOGENE entered in to a contract to sell the building and lease it back for multiple years going forward
- Proceeds used to repay outstanding debt of €10.8 million in September 2019

Cash Flow & Balance Sheet

	For the nine months ended September 30, 2018 € Millions	For the nine months ended September 30, 2019 € Millions	Period over period change	
Key Items	Cash flow (used in) operating activities	(4.1)	(3.5)	0.6
	Cash flow from / (used in) investing activities	(7.0)	13.5	20.5
	Cash flow from / (used in) financing activities	9.9	(13.2)	(23.1)

	As of December 31, 2018 € Millions	As of September 30, 2019 € Millions	Period over period change	
Key Items	Cash & Cash equivalents	9.2	6.1	(3.1)
	Debt outstanding*	19.7	23.3	(3.6)
	Net debt	10.5	16.8	(6.3)

* Debt outstanding includes €14 million of Rostock building lease liability for the next 8 years. Debt outstanding includes non-current loans, non-current lease liabilities, current loans and current lease liabilities.



Summary

Initial Public Offering

- Funding to make necessary investments for future growth
- Enhanced visibility as partner of choice in rare disease industry

Solid execution performance

- 35-50% range top-line revenue growth in segments excluding one-time events
- Solid progress in underlying performance metrics such as pharmaceutical partnerships, data repository growth and diagnostic volume growth

Advance in strategic partnership

- Pfizer joint research agreement demonstrating CENTOGENE's unique value proposition in rare disease space
- Announcement of previously-signed PTC Therapeutics agreement for global diagnostics program

CENTGENE
THE RARE DISEASE COMPANY

	For the three months ended September 30,		For the nine months ended September 30,	
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Other operating expenses	68	92	733	556
Real estate transfer tax expenses	-	-	-	1,200
Operating result	(1,132)	(2,843)	(7,192)	(13,823)
Interest and similar income	2	-	16	12
Interest and similar expenses	247	1,433	933	1,865
Finance costs, net	(245)	(1,433)	(917)	(1,853)
Loss before taxes	(1,377)	(4,276)	(8,109)	(15,676)
Income tax (benefits)/expenses	(152)	-	(262)	163
Loss for the period	(1,225)	(4,276)	(7,847)	(15,839)
Other comprehensive (loss)/income	(52)	(1)	(8)	9
Total comprehensive loss for the period	(1,277)	(4,277)	(7,855)	(15,830)

Balance Sheet

€ Thousands

Assets	As of	
	December 31, 2018	September 30, 2019
Non-current assets		
Intangible Assets	8,795	12,466
Property, plant and equipment	39,115	9,369
Right-of-use assets	-	19,094
Other assets	-	3,000
	47,910	43,929
Current assets		
Inventories	1,346	1,586
Trade receivables	10,901	13,683
Other assets	7,295	8,528
Cash and cash equivalents	9,222	6,061
	28,764	29,858
	76,674	73,787

Equity and Liabilities	As of	
	December 31, 2018	September 30, 2019
Equity		
Issued capital	322	322
Capital reserve	46,923	47,417
Retained earnings and other reserves	(19,964)	(35,638)
Non-controlling interests	(757)	(913)
	26,524	11,188
Non-current liabilities		
Non-current loans	12,915	2,029
Lease liabilities	1,712	14,107
Other liabilities	11,240	9,913
	25,867	26,049
Current liabilities		
Investment subsidies	794	1,288
Current loans	3,702	4,262
Lease liabilities	1,350	2,902
Liabilities from income taxes	10	173
Trade payables	5,429	8,709
Other liabilities	12,998	19,216
	24,283	36,550
	76,674	73,787

Cash Flow

€ Thousands	For the nine months ended September 30,	
	2018	2019
Loss before taxes	(8,109)	(15,676)
Amortization and depreciation	3,646	4,461
Interest income	(16)	(12)
Interest expense	933	1,865
Gain on disposal of property, plant and equipment	-	(532)
Share-based payment expenses	5,051	5,299
Real estate transfer tax expenses	-	1,200
Other non-cash items	(275)	(26)
Inventories	(969)	(240)
Trade receivables	(6,153)	(2,782)
Other assets	(1,089)	(739)
Trade payables	1,526	3,280
Other liabilities	1,366	448
Cash flow used in operating activities	(4,089)	(3,454)
Cash paid for investments in intangible assets	(2,485)	(5,366)
Cash paid for investment in property, plant and equipment	(6,737)	(1,266)
Grants received for investment in property, plant and equipment	2,184	341
Cash received from disposals of property, plant and equipment	-	19,800
Interest received	16	12
Cash flow from/(used in) investing activities	(7,022)	13,521
Cash received from equity contributions, net	10,098	-
Cash received from loans	5,021	1,545
Cash repayments of loans	(2,752)	(11,871)
Cash received from finance leases	-	470
Cash repayments of financial leases/lease liabilities	(1,507)	(1,507)
Interest paid	(933)	(1,865)
Cash flow from/ (used in) financing activities	9,927	(13,228)
Changes in cash and cash equivalents	(1,184)	(3,161)
Cash and cash equivalents at the beginning of the period	3,157	9,222
Cash and cash equivalents at the end of the period	1,973	6,061

Reconciliation of segment adjusted EBITDA to Group loss for the period

€ Thousands

	For the three months ended September 30,		For the nine months ended September 30,	
	2018	2019	2018	2019
Reported segment adjusted EBITDA	6,758	4,157	13,090	10,859
Corporate Expenses	(3,667)	(4,917)	(11,585)	(14,922)
	3,091	(760)	1,505	(4,063)
Share-based payment expenses	(2,779)	(471)	(5,051)	(5,299)
Depreciation and amortization	(1,444)	(1,612)	(3,646)	(4,461)
Operating loss	(1,132)	(2,843)	(7,192)	(13,823)
Financial costs, net	(245)	(1,433)	(917)	(1,853)
Income tax benefits/(expenses)	152	-	262	(163)
Loss for the period	(1,225)	(4,276)	(7,847)	(15,839)