



Full Year 2019 Financial Results

Prof. Arndt Rolfs – CEO

Richard Stoffelen – CFO

APRIL 23, 2020

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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 THE RISK FACTORS SECTION IN OUR ANNUAL REPORT FOR THE YEAR ENDED DECEMBER 31, 2019 ON FORM 20-F FILED WITH THE SEC ON APRIL 23, 2020 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

Our goal

“Providing precise medical diagnosis of inherited diseases at the earliest possible moment; transforming medical expertise and analytical information into actionable results for physicians, patients, and pharmaceutical partners.”

Delivering on multiple fronts in 2019

Strong Financial & Operating Performance

- 21% revenue growth for the year ended December 31, 2019, driven by our Pharma business
- Key operating metrics demonstrating strong fundamentals, in line with revenue performance

Pharma Partnerships Expansion

- Acceleration of pharma partnerships with expansion of disease areas and biomarkers
- Pfizer joint research agreement demonstrating CENTOGENE's unique value proposition in rare disease space

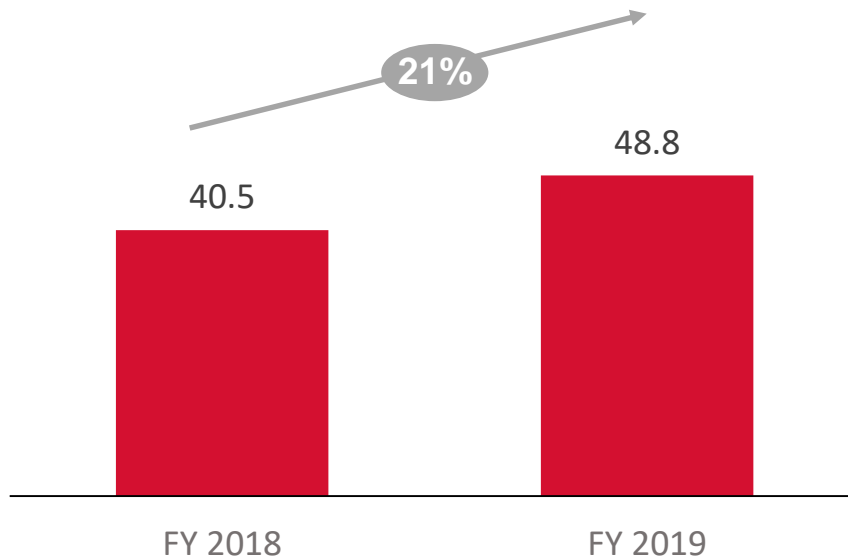
Key Milestone in Our Evolution

- Successful IPO will enable CENTOGENE to continue investment in key growth areas

Strong top line growth

Full Year Revenue Development

(€ Millions)

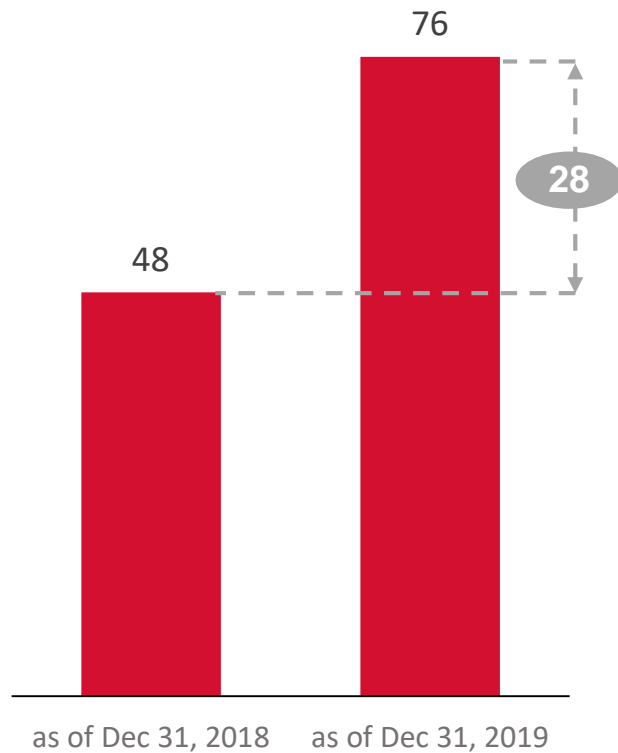


Financial Highlights

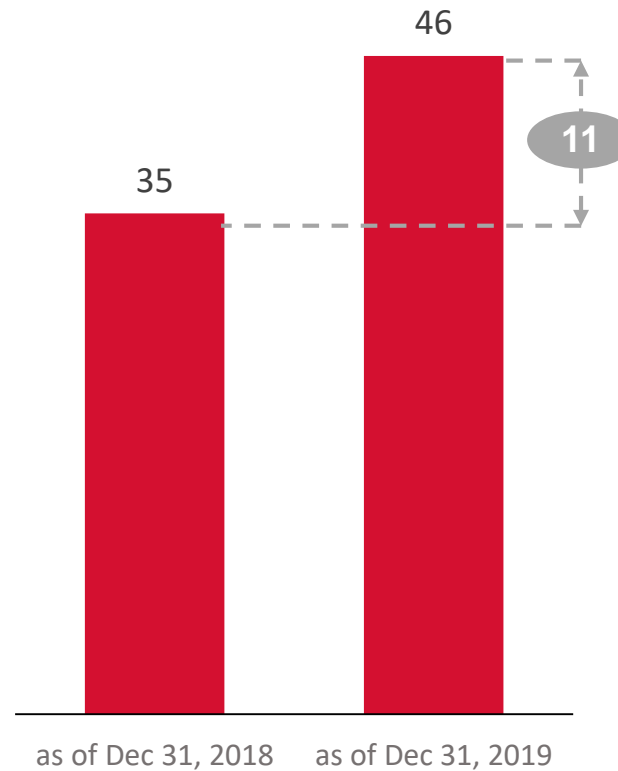
- 21% Full-year revenue growth, driven by 51% growth of 2019 Q4 revenue compared to prior year
- Significant growth in Pharma segment (24% vs prior year) with expansion of key partnerships
- Strong fundamentals demonstrated by key operating metrics

Key operational metrics demonstrate strong fundamentals driving Pharma growth

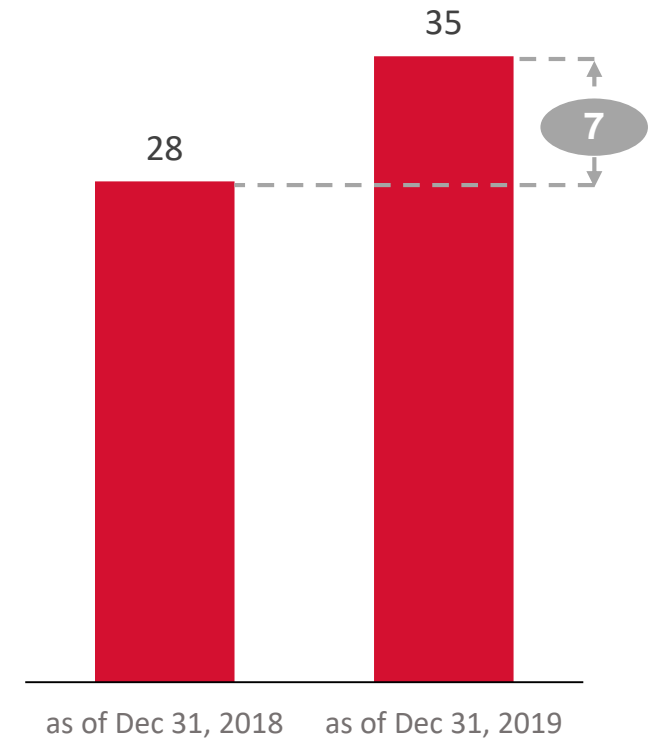
of Pharma Collaborations



of Diseases under Partnership



of Biomarker Partnerships



Recent developments in key partnerships demonstrate CENTOGENE's unique knowledge and capabilities in the rare disease space

Research partnership with Pfizer



- Data access and research collaboration agreement for discovery and validation of novel targets for therapies in rare diseases

CentoMD®

- > 400,000 analyzed cases
- > 3,700 associated phenotypes
- > 12.2 million unique variants

Acknowledgement of the value of CENTOGENE's data and insights in the rare disease space

Expansion of Takeda partnership



- Expansion of partnership to include new indication of hereditary angioedema (HAE)

Legacy partnership

Fabry

Gaucher

Hunter

Expansion

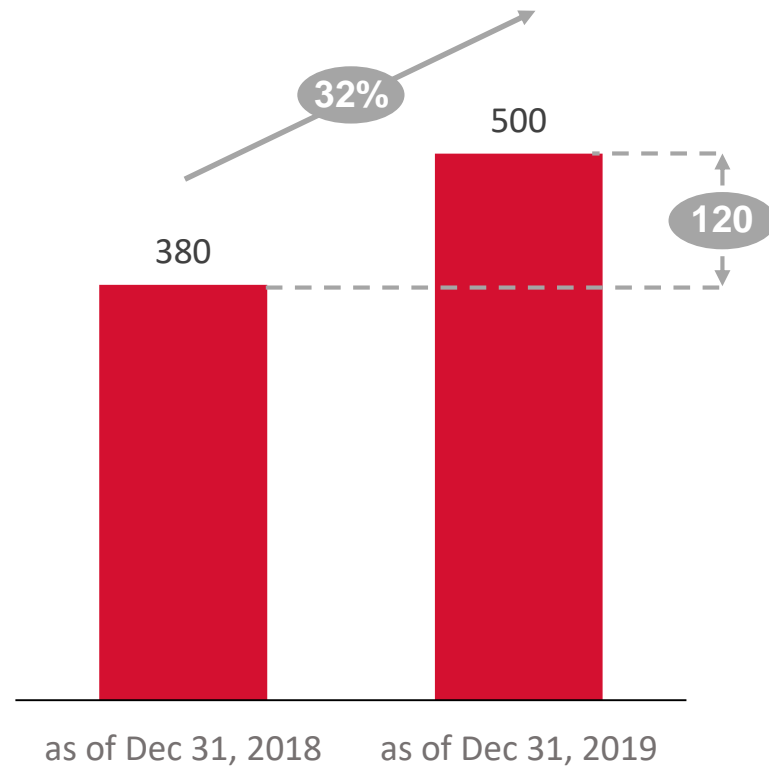
HAE

Recognition of CENTOGENE's value in helping to bring therapies to rare disease patients

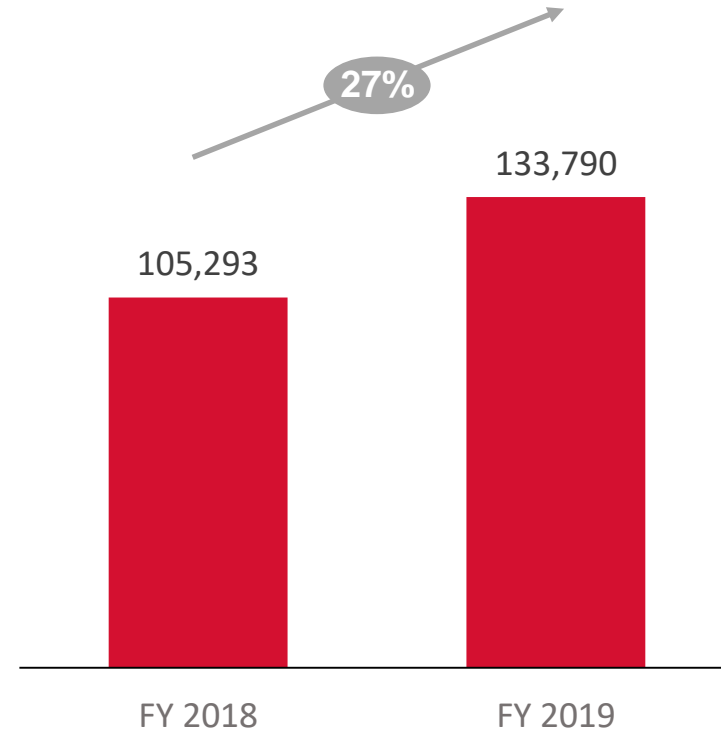
Clinical Diagnostics continues to drive strong growth of our knowledge repository

Number of Patients in Repository

(Thousands)



of Sample Order Intakes



Successful initial public offering (IPO)

Listed on NASDAQ on November 7, 2019



**Invest to
Accelerate
Growth**

- Net proceeds from the IPO (approx. \$46.6 million) provide resources to accelerate future growth

**US Investor
Base**

- Access to US investors who have a detailed understanding of the rare disease space

**Increased
Visibility**

- Improved visibility in market to facilitate Pharma partnership discussions

Our commitment to high quality standards and increasing awareness of rare diseases

Biobank CAP Accreditation



- Received accreditation from the College of American Pathologists in February 2020
- First biorepository outside US to receive such accreditation
- CENTOGENE believes that its biorepository holds the largest diversity of positive tested cases of inherited rare diseases

Rare Disease Day 2020



- 13th annual Rare Disease Day, with simultaneous events in Lahore, Berlin and Mexico City
- Participation of patients, physicians, researchers, politicians and other partners
- Improving our knowledge and developing solutions to challenges posed to rare disease patients

Helping to address the COVID-19 pandemic



- Initiated pilot testing employees for COVID-19 in March 2020
- Expanded to provide testing to essential city workers in Rostock
- Entered into our first commercial testing partnership in April 2020 to provide commercial testing broadly across Europe

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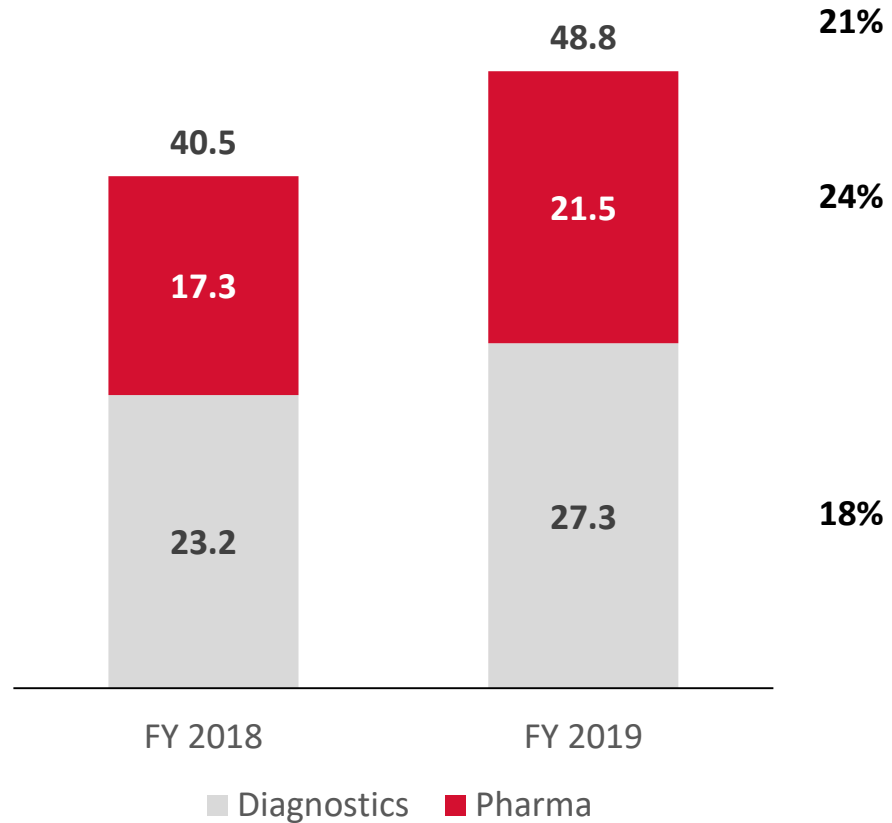
4. Q&A

20%+ growth driven by Pharma segment

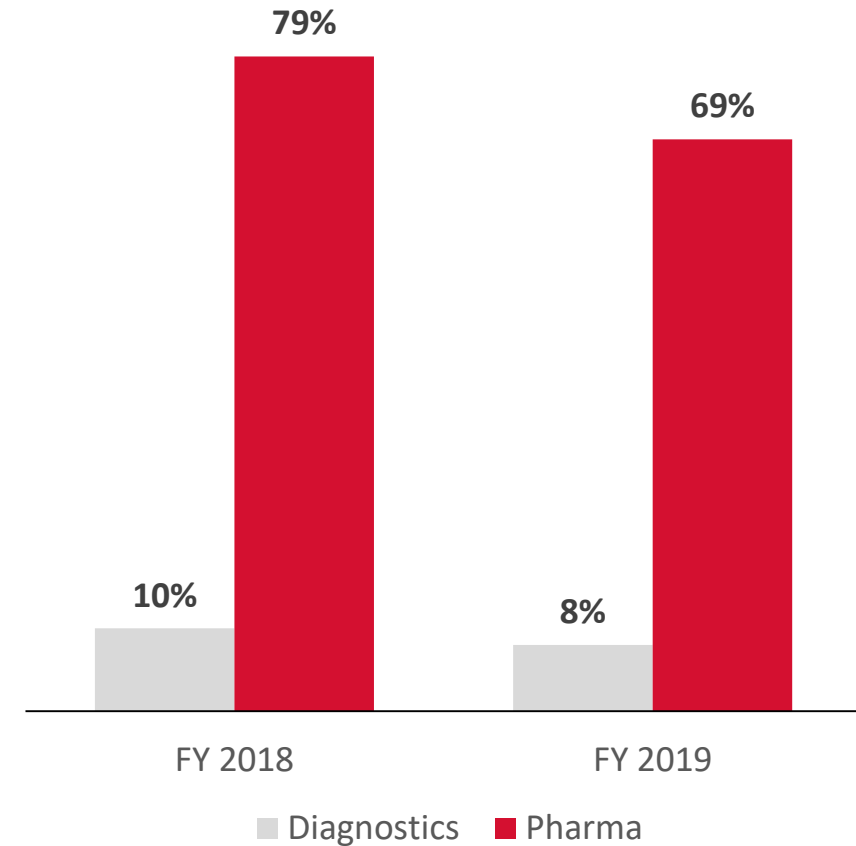
Revenue by Segment – Full Year

(€ Millions)

Growth (%)



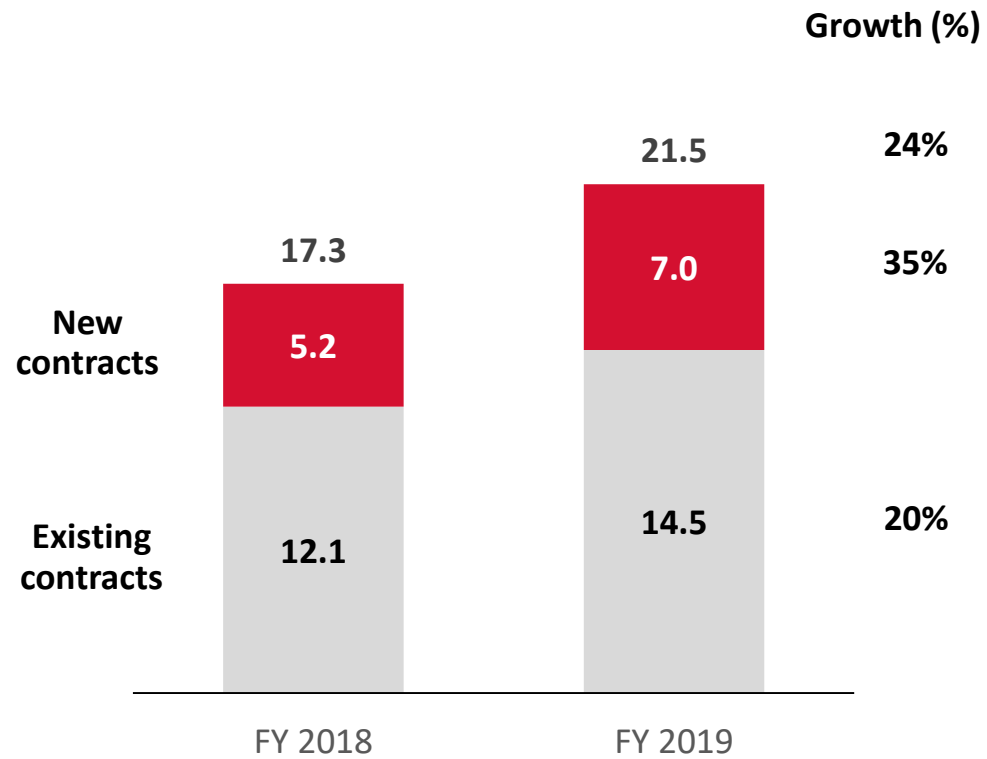
Adjusted EBITDA Margin by Segment – Full Year



New Pharma contracts and core genetic testing drove strong top line growth

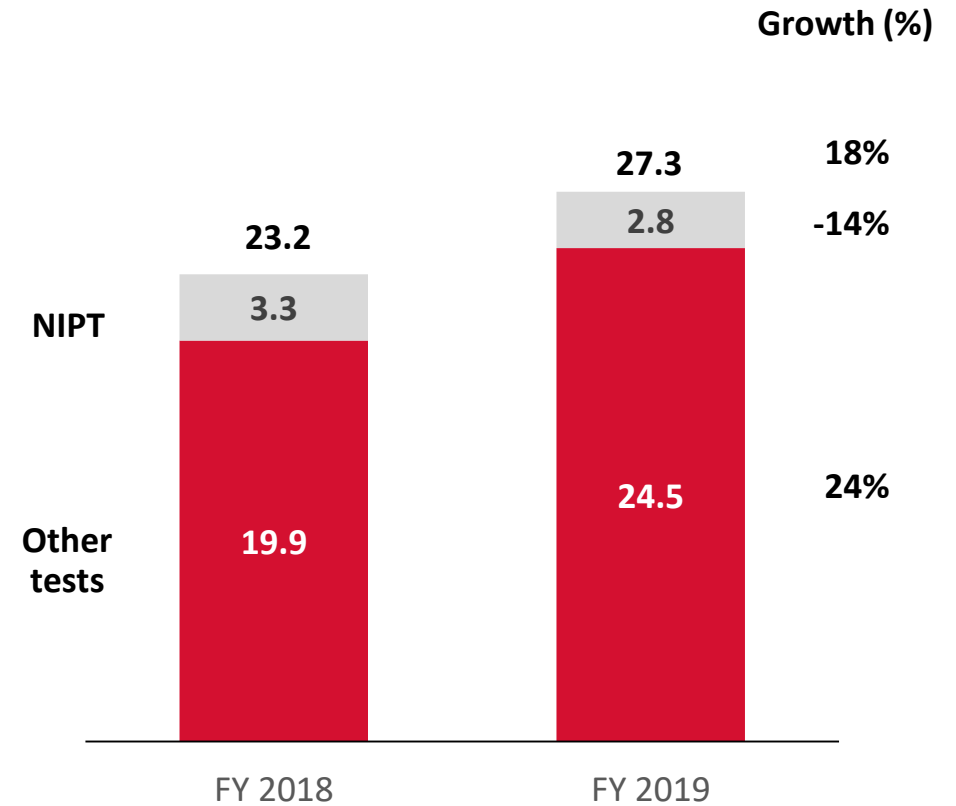
Pharmaceutical Revenue Growth

(€ Millions)



Diagnostic Revenue Growth

(€ Millions)

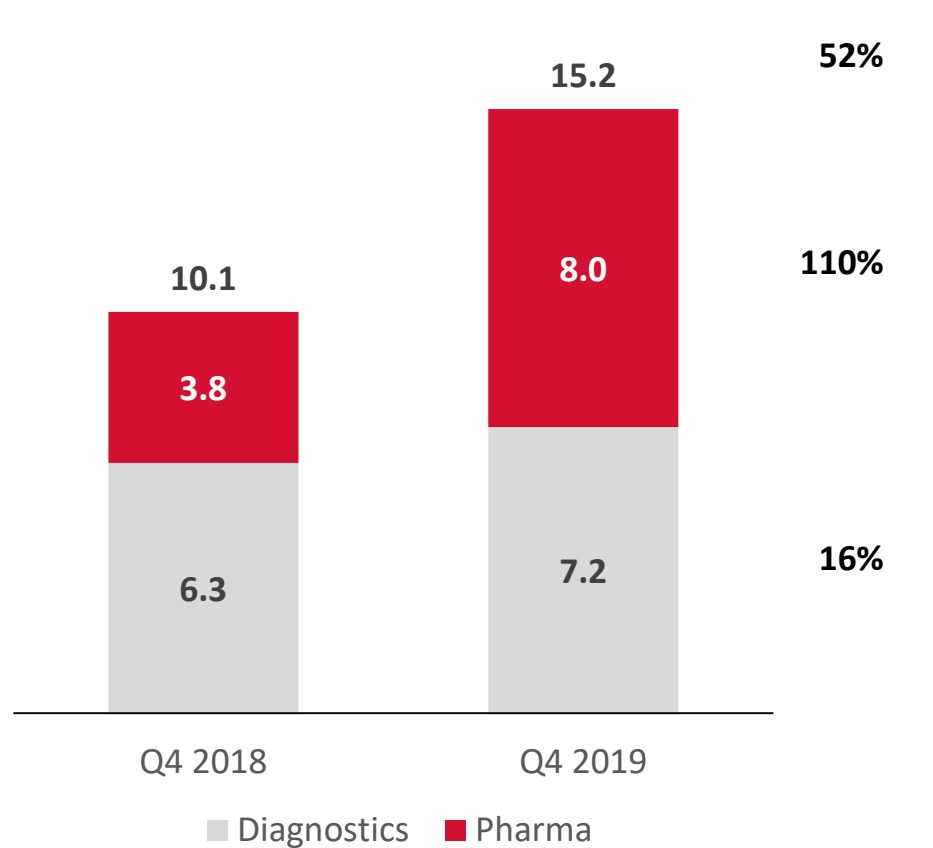


Q4 2019 performance by segment

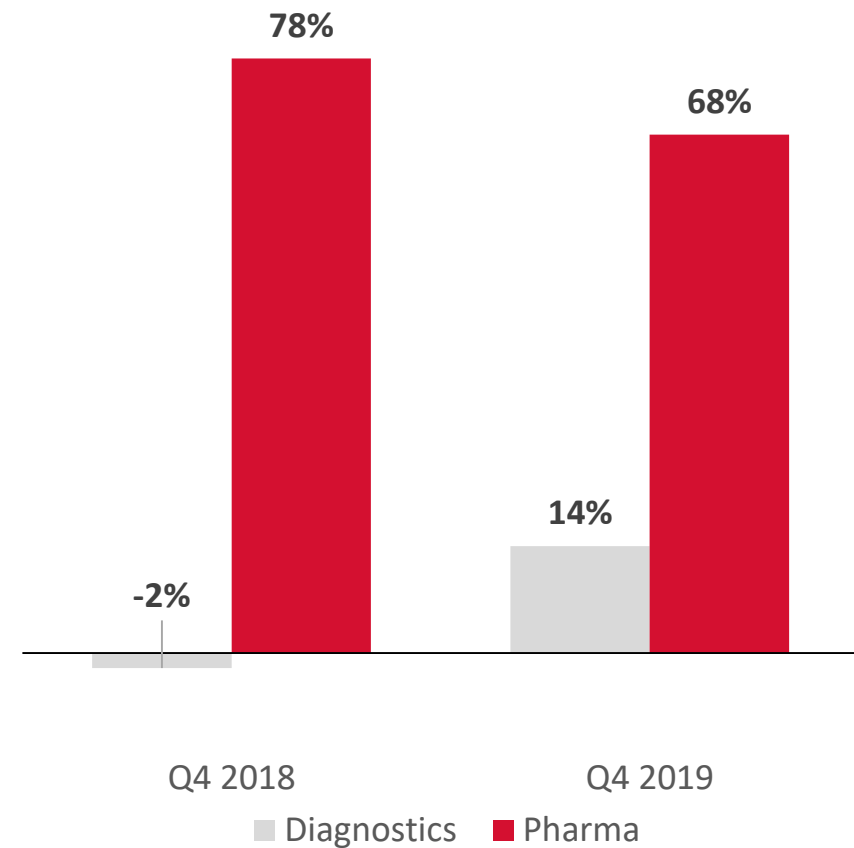
Revenue Performance by Segment

(€ Millions)

Growth (%)



Adjusted EBITDA Margin by Segment



Income Statement*

€ Thousands

	For the three months ended December 31,		For the years ended December 31,	
	2018	2019	2018	2019
Revenues	10,086	15,222	40,478	48,780
Cost of sales	4,243	6,506	19,941	26,005
Gross profit	5,843	8,715	20,537	22,775
Research and development expenses	2,517	3,471	6,300	9,590
General administrative expenses	4,087	6,674	18,610	23,160
Selling expenses	2,835	3,110	7,474	9,254
Other operating income	514	1,158	2,306	3,781
Other operating expenses	332	1,480	1,065	2,036
Real estate transfer tax expenses	-	-	-	1,200
Operating result	(3,414)	(4,862)	(10,606)	(18,684)

Cash flow & balance sheet*

	For the year ended December 31, 2018 € Millions	For the year ended December 31, 2019 € Millions	Period over period change	
Key Items	Cash flow (used in) operating activities	(4.6)	(7.8)	(3.2)
	Cash flow from / (used in) investing activities	(8.7)	14.2	22.9
	Cash flow from / (used in) financing activities	19.3	25.5	6.2

	As of December 31, 2018 € Millions	As of December 31, 2019 € Millions	Period over period change	
Key Items	Cash & cash equivalents	9.2	41.1	31.9
	Debt outstanding**	19.7	27.0	(7.3)
	Net debt / (net cash)	10.5	(14.1)	24.6

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Strong financial and operational performance in 2019 provides solid foundation for growth in 2020

Strong Operational Performance

- 21% revenue increase driven by strong Pharma business growth
- Both segments demonstrating strong performance on key operational metrics

Foundation for Future Growth

- Key achievements in the year ended December 31, 2019 (e.g., IPO, CAP accreditation, key partnerships) setting the right cornerstones for future growth
- Accelerating key investments by utilizing proceeds from the IPO

Expectations for 2020

- Continued focus on executing against our strategy
- Increased recognition as the partner of choice in the rare disease space

CENTGENE
THE RARE DISEASE COMPANY

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Real estate transfer tax expenses	-	-	-	1,200
Operating result	(3,414)	(4,862)	(10,606)	(18,684)
Interest and similar income	17	4	33	16
Interest and similar expenses	142	164	1,075	2,029
Finance costs, net	(125)	(160)	(1,042)	(2,013)
Loss before taxes	(3,539)	(5,022)	(11,648)	(20,697)
Income tax (benefits)/expenses	(48)	(5)	(310)	158
Loss for the period	(3,491)	(5,017)	(11,338)	(20,855)
Other comprehensive (loss)/income	-	7	(8)	16
Total comprehensive loss for the period	(3,491)	(5,010)	(11,346)	(20,839)

Balance sheet

€ Thousands

Assets	As of	
	December 31, 2018	December 31, 2019
Non-current assets		
Intangible Assets	8,795	14,145
Property, plant and equipment	39,115	8,376
Right-of-use assets	-	24,932
Other assets	-	1,948
	47,910	49,401
Current assets		
Inventories	1,346	1,809
Trade receivables	10,901	16,593
Other assets	7,295	8,612
Cash and cash equivalents	9,222	41,095
	28,764	68,109
	76,674	117,510

Equity and Liabilities	As of	
	December 31, 2018	December 31, 2019
Equity		
Issued capital	1,903	2,383
Capital reserve	45,342	98,099
Retained earnings and other reserves	(19,964)	(40,622)
Non-controlling interests	(757)	(938)
	26,524	58,922
Non-current liabilities		
Non-current loans	12,915	1,578
Lease liabilities	1,712	18,069
Other liabilities	11,240	9,941
	25,867	29,588
Current liabilities		
Investment subsidies	794	1,348
Current loans	3,702	3,688
Lease liabilities	1,350	3,635
Liabilities from income taxes	10	-
Trade payables	5,429	8,554
Other liabilities	12,998	11,775
	24,283	29,000
	76,674	117,510

Cash flow

€ Thousands	For the year ended December 31,	
	2018	2019
Loss before taxes	(11,648)	(20,697)
Amortization and depreciation	5,175	6,579
Interest income	(33)	(16)
Interest expense	1,075	2,029
Gain/(Loss) on disposal of property, plant and equipment	-	(532)
Share-based payment expenses	5,521	6,418
Real estate transfer tax expenses	-	1,200
Other non-cash items	(966)	(1,856)
Inventories	(567)	(463)
Trade receivables	(3,909)	(5,692)
Other assets	(919)	(1,169)
Trade payables	140	3,125
Other liabilities	1,554	3,299
Cash flow used in operating activities	(4,577)	(7,775)
Cash paid for investments in intangible assets	(3,059)	(7,280)
Cash paid for investment in property, plant and equipment	(8,710)	(296)
Grants received for investment in property, plant and equipment	3,042	793
Grants refunded related to disposed property, plant and equipment	-	(358)
Cash received from disposals of property, plant and equipment	-	21,300
Interest received	33	16
Cash flow from/(used in) investing activities	(8,694)	14,175
Cash received from equity contributions, net	20,073	41,899
Cash received from loans	3,631	721
Cash repayments of loans	(2,851)	(12,072)
Cash repayments of leases liabilities	(442)	(3,046)
Interest paid	(1,075)	(2,029)
Cash flow from/ (used in) financing activities	19,336	25,473
Changes in cash and cash equivalents	6,065	31,873
Cash and cash equivalents at the beginning of the period	3,157	9,222
Cash and cash equivalents at the end of the period	9,222	41,095

Reconciliation of segment adjusted EBITDA to Group loss for the period

€ Thousands

	For the years ended December 31,	
	2018	2019
Reported segment adjusted EBITDA	15,926	17,262
Corporate expenses	(15,836)	(22,949)
	90	(5,687)
Share-based payment expenses	(5,521)	(6,418)
Depreciation and amortization	(5,175)	(6,579)
Operating loss	(10,606)	(18,684)
Financial costs, net	(1,042)	(2,013)
Income tax benefits/(expenses)	310	(158)
Loss for the period	(11,338)	(20,855)