

September 27th, 2021

Half Year results 2021

Éric Dessertenne, CEO

BIOCORP

Limitless solutions for people's health

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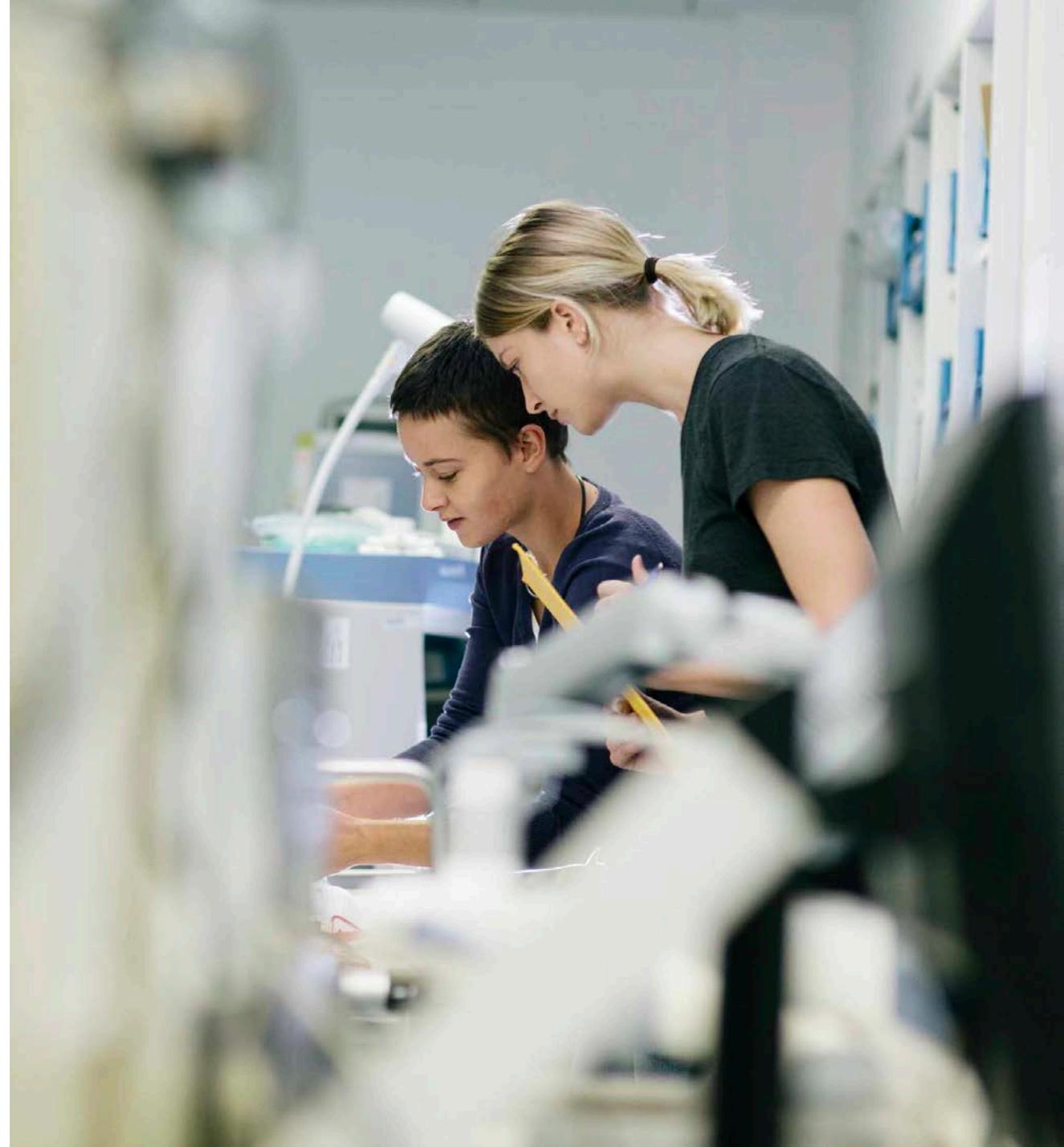
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1

Who are we?



Company and values

Trendsetter in the development of connected medical devices to better manage patients with chronic diseases



”

Limitless solutions
for people's health

“



A company aiming to become a world leader in its segment

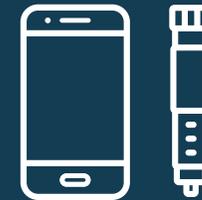
1994



Expertise in designing and manufacturing solutions for majors pharma customers, generating recurrent revenues



2015

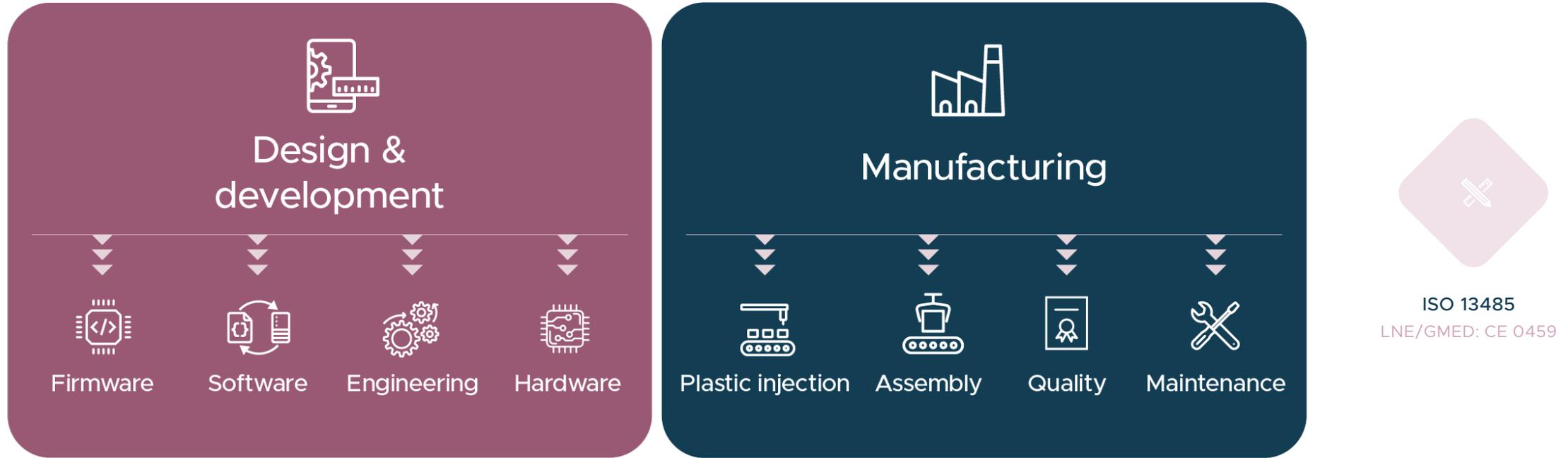


Expertise in connected drug delivery devices

Leveraging historical expertise of the company with new skills



Agility and efficiency



Biocorp has in-house key competencies to lead a project from design phase to full scale manufacturing

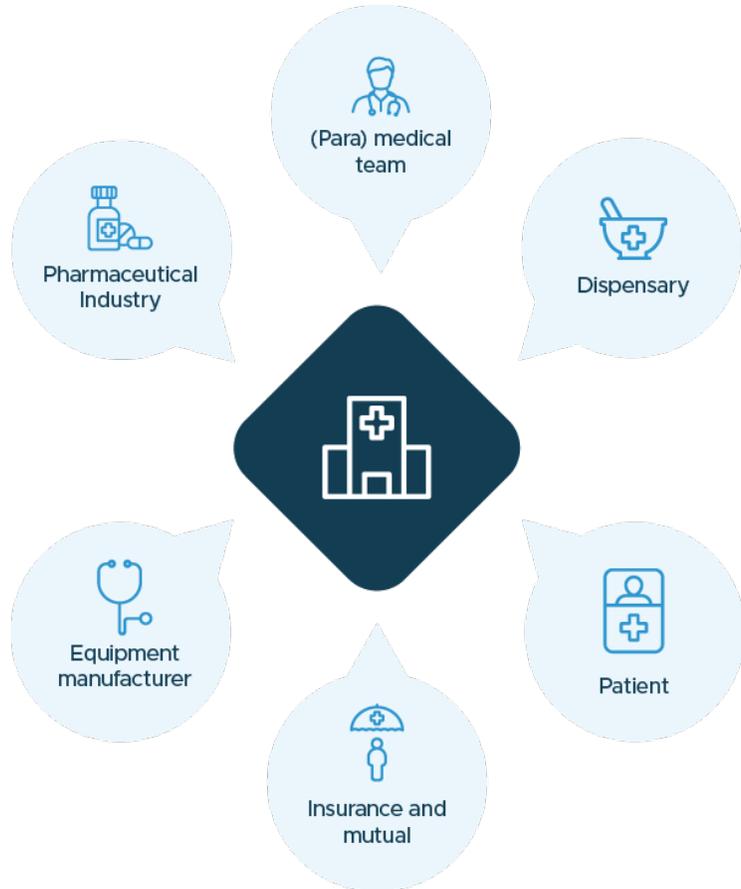
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The market

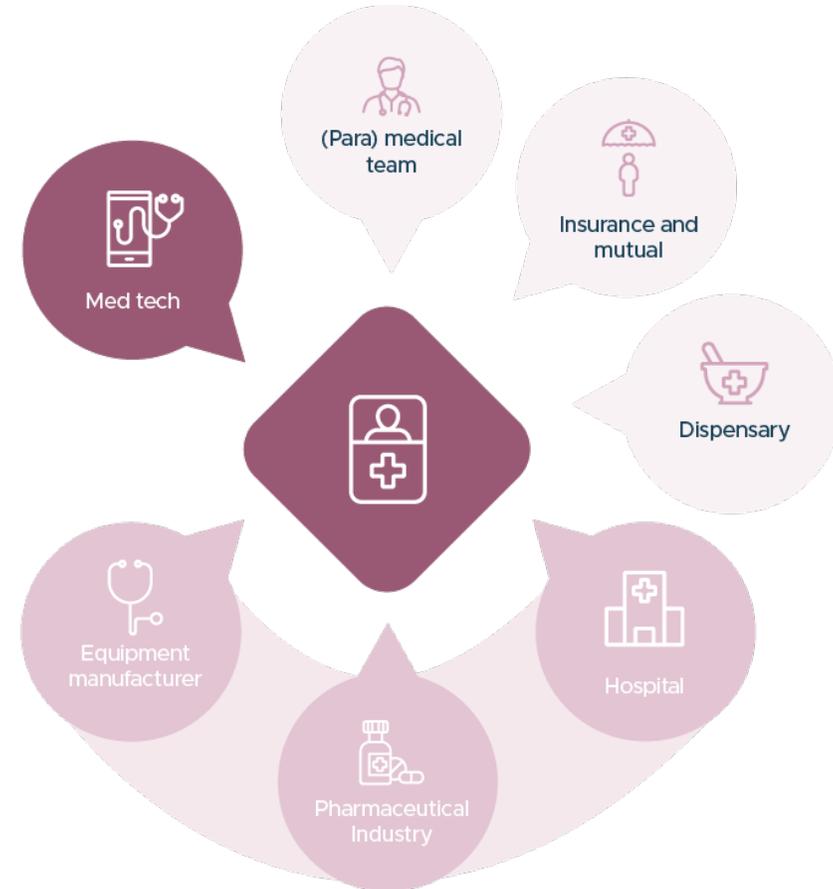


A changing paradigm, reshaping patient position in healthcare systems

◆ From a “hospital-centric“ system...

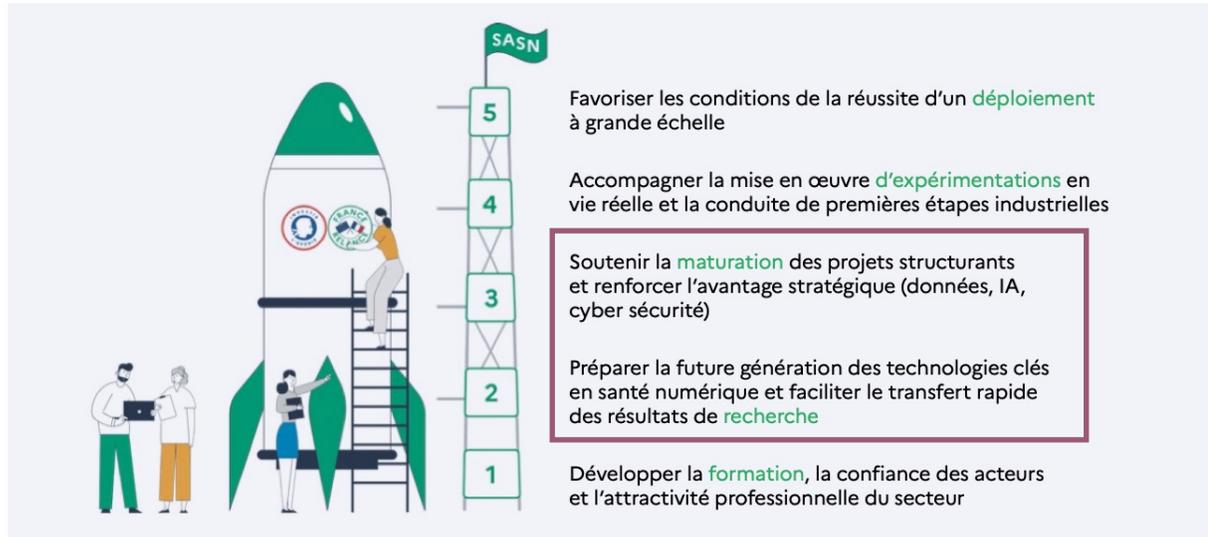


◆ ... to a “patient centric“ system



Awareness of the increasing importance of e-health. France: “Plan Innovation Santé 2030”

La stratégie se décompose en 5 axes prioritaires :



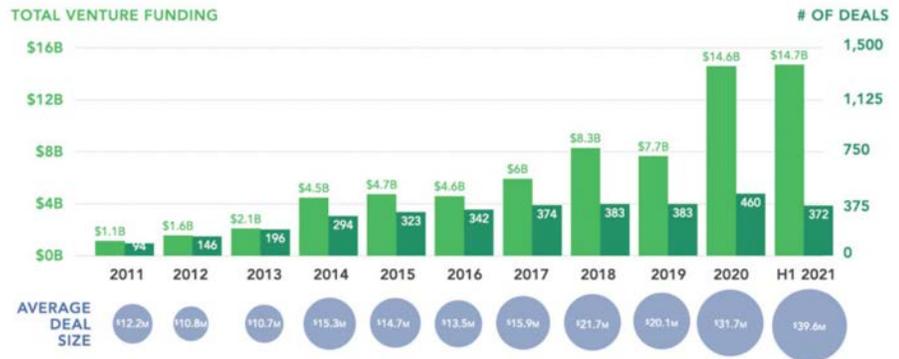
- ◆ The French governments aims to make France the leading European nation in health innovation and sovereignty
- ◆ Digital health is identified as one of the 3 main domains to invest in
- ◆ Remote monitoring is entering into the common law. Real will to ensure the development of telehealth in all territories
- ◆ Some specialties are even more sensitive to telehealth, especially chronic diseases on which Biocorp is focusing

Source: gouvernement.fr

**Investir à hauteur de 650 M€
dans la santé numérique**

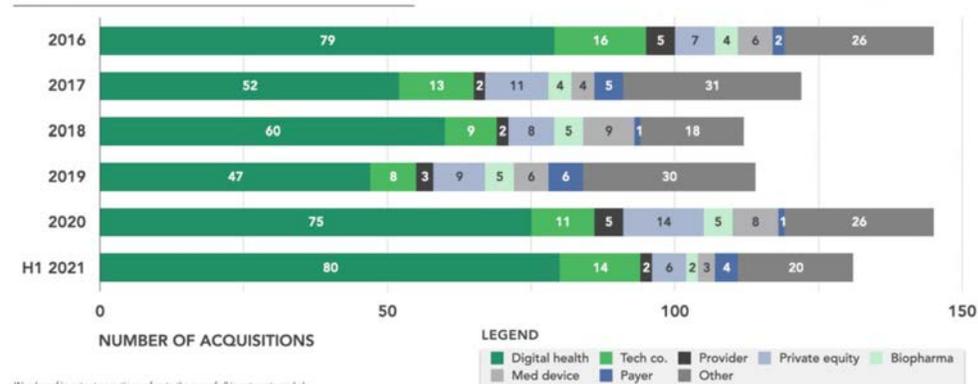
Digital health catapults from a niche sector to a mainstream market

DIGITAL HEALTH FUNDING
2011-H1 2021



Note: Only includes U.S. deals >\$2M; data through June 30, 2021
Source: Rock Health Funding Database

DIGITAL HEALTH ACQUISITIONS BY ACQUIRER TYPE
2016-H1 2021



*Number of investor transactions refers to the sum of all investments made by each investor. Please note that a single deal may have multiple disclosed investors, which would amount to multiple investor transactions.
Source: Rock Health Funding Database

Source: Rock Health

- ◆ M&A activity is heating up: 22 acquisitions of digital health companies/month in H1-2021 vs 12/month in 2020
- ◆ The number of mega deals (\$100M+) in H1 2021 (48) already exceeds the total number of mega deals in 2020 (44)
- ◆ Mental health, cardiovascular disease and diabetes are the top-funded indications

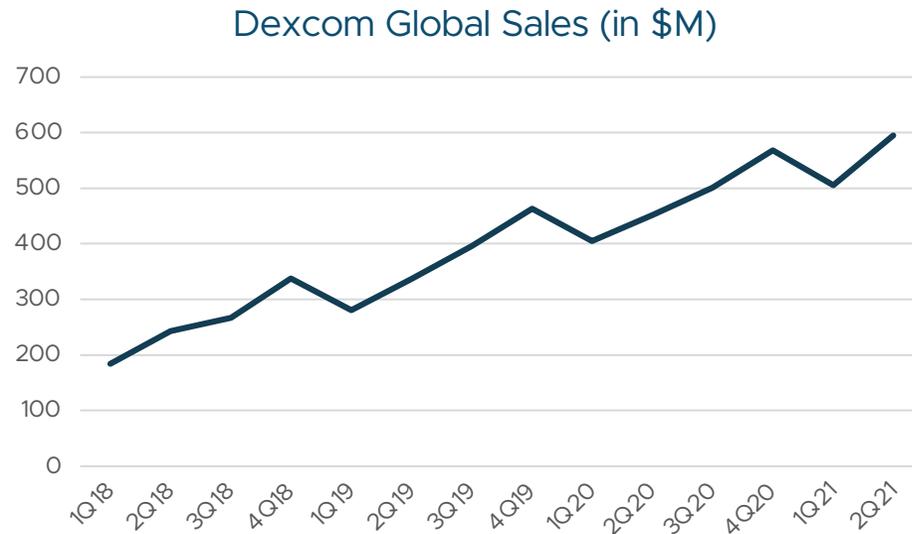
Patients with diabetes open to connected health

HEALTH TRACKING BY HEALTH CONDITION
2020, percent of respondents tracking by analog and digital methods



- ◆ People with diabetes are the most involved patients in using digital tools to monitor their disease.
- ◆ This data makes a strong case in favor of adopting connected devices such as smart pens.

Confirming the digital future of healthcare, especially for diabetes



- ◆ Continuous highly dynamic growth in continuous glucose monitoring market (CGM) – thus converting more and more diabetic patients to digital tools
- ◆ Insulin management is the missing element of the puzzle and provided by Mallya

3

Our devices



A wide range of products and services, with a significant focus on connected devices

◆ Connected devices

MALLYA



INJAY



- ◆ Pharma devices
- ◆ Injection moulding
- ◆ Dosing/ Filling



NEWGUARD





Mallya

Mallya turns disposable insulin pens into smart devices



Insulin
Manufacturers



BGM / CGM
Providers



- ◆ 8 patent families covering the entire Mallya technology and its evolutions
- ◆ Automatic recording of injections: dose, type of insulin, date and time
- ◆ Secure data transfer to mobile app via Bluetooth
- ◆ Competitive advantage on accuracy

Mallya is the leader in its segment – ahead competitors in terms of technology and deployment

Competitors are focused on different and less buoyant segments such as reusable pens, or have less relevant medical claims than Mallya

Ongoing programs by major insulin manufacturers just targeting some of their insulins in a few countries



World class partners



- ◆ Sanofi is the world leader in basal insulin
- ◆ Sanofi invests in digital strategy with Mallya, the selected device to connect the Solostar pen injector platform worldwide
- ◆ First country is Taiwan Biocorp provides the device and Sanofi connects it to its ecosystem
- ◆ Close partnership with new versions under development



Diabetes Care

- ◆ Signature with Roche Diabetes Care France, market leader in strip blood glucose meters
- ◆ Integration with Gluci-Chek, a Roche application
- ◆ Launch in pharmacies and via the hospital network in April
- ◆ TV ads campaign last summer (France TV and TNT)



- ◆ Expanding the scope of Mallya with Merck, leading science and technology company
- ◆ Development of a specific version for applications in the field of Human Growth Hormone
- ◆ The device will help patients (children and teenagers) automatically keep track of their HGH injection and monitor adherence with treatment plan

— Our newest partner



- Novo distributed 519M insulin pens in 2020
- Biocorp & Novo Nordisk partner to develop a Mallya compatible with FlexTouch® pens to allow seamless and efficient dose logging
- Novo's aim is to significantly reduce the daily burden of diabetes management, like manually tracking dosing, for people with diabetes and their HCPs

“Novo Nordisk collaborates with Biocorp as we believe people with diabetes deserve the freedom to decide which solution works best for them. Our Swedish study demonstrates the health benefits associated with the use of smart insulin pens. And as we continue launching such smart pens, we also partner with Biocorp to allow even more people with diabetes to reap the benefits connected devices can provide. “

Søren Smed Østergaard, vice president of Digital Health at Novo Nordisk.

Many opportunities to drive Mallya as the standard on the smart pens' market

1

- ◆ Continue our partnership strategy with the most important diabetes players WW
- ◆ Support international launch of our device

2

- ◆ Improve the device, work on the industrial production cost and installed capacities
- ◆ Lifecycle management of the device to keep our competitive asset

3

- ◆ Expand our partnerships to other therapeutics (in progress)

Growth Hormone

GLP1 & Biosimilars

Fertility

4

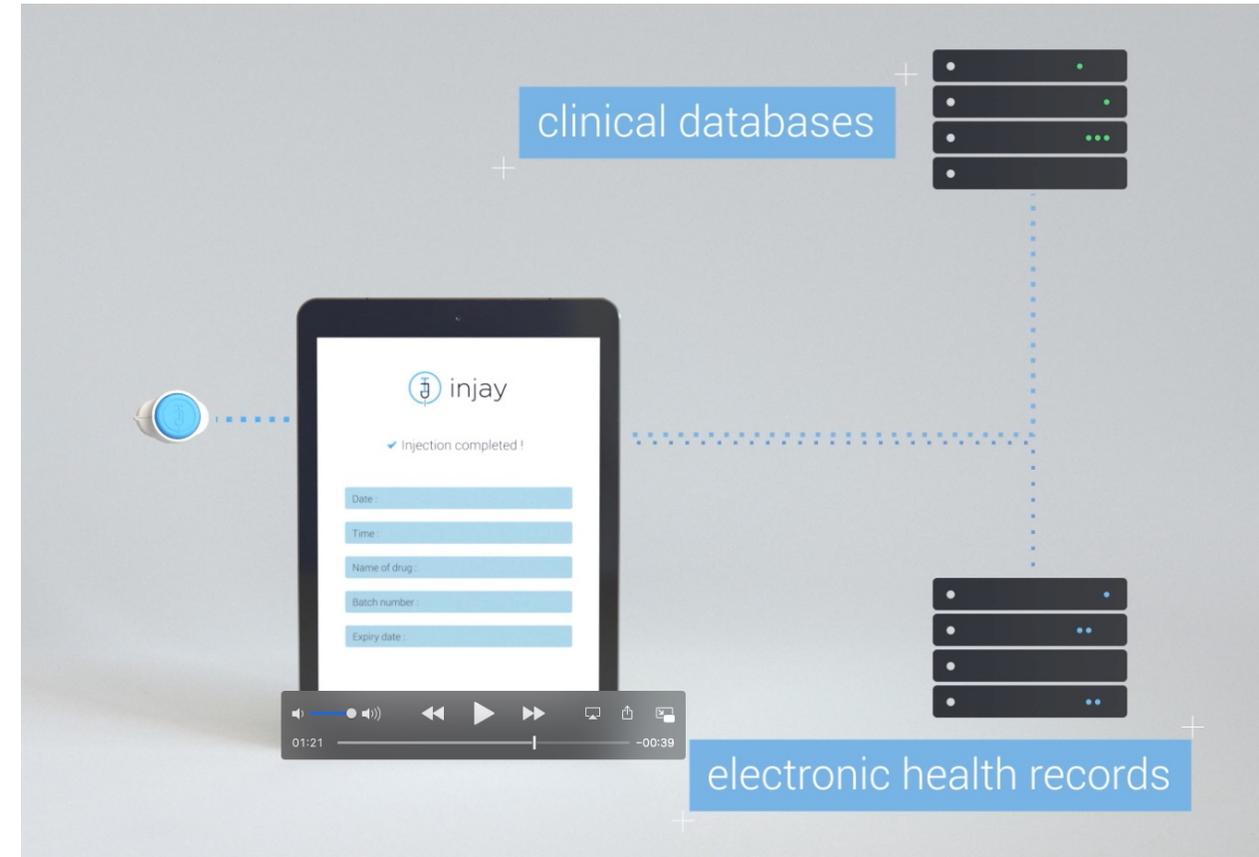
- ◆ Adapt to market opportunities in order to increase the revenue generated by Mallya sales



Injay

Injay automatically collects injection data and transmits it to an app via NFC technology

- Records key information: fully delivered dose, time and date of injection, type of drug, batch number, expiration date...
- Backstop and locking system
- Compatible with standard PFS
- No impact on standard use
- No change in the filling process





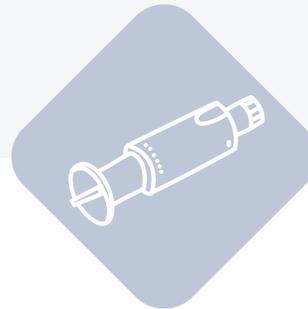
OTHER DEVICES

Other devices under development

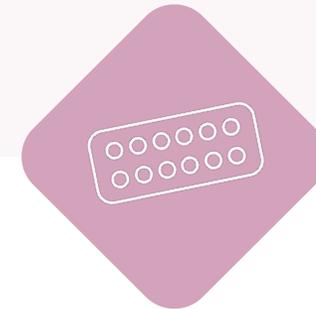
- ◆ Device for the ophthalmology market
- ◆ In partnership with Thea
- ◆ Connected medical devices to help patients suffering from blinding diseases such as glaucoma
- ◆ Control of the correct treatment follow-up by health professionals
- ◆ CE mark forecast: end H2-2021



- ◆ Internal project – Lancing device
- ◆ Brings an answer to fear or phobia of needles, offers more serenity in the gesture
- ◆ Designed for any kind of pens
- ◆ Prototype under testing

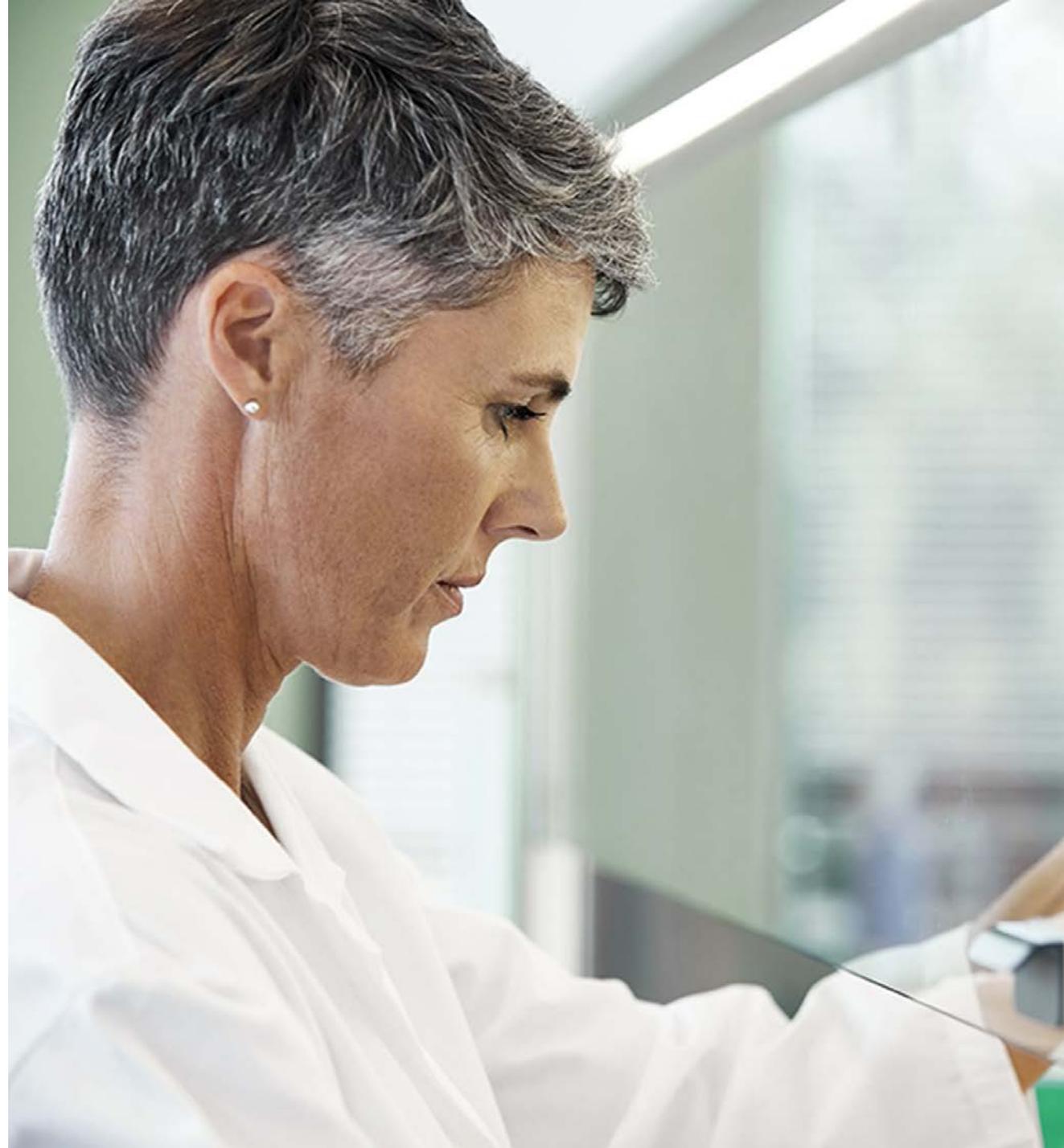


- ◆ Exploring new ideas in order to improve treatment compliance
- ◆ Working on a connected pill dispenser securing the administration of oral treatments at home
- ◆ Prototype in progress

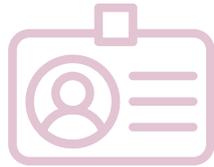


4

Half-Year results



Key figures – H1-2021



67
employees

7

people hired



€325K
Tools investments



10
Patents granted



€3,884K
turnover

Income statement

€	S1-2021	S1-2020
Sales	3 592 798	3 809 511
Other operating revenues	291 231	-18 731
Total operating revenues	3 884 029	3 790 780
EBITDA	(1 330 357)	(961 566)
Financial result	(49 882)	(78 640)
Extraordinary income	30 403	180 917
Research Tax Credit	(125 622)	(80 761)
Net income	(1 224 214)	(778 529)

Revenues: €3.592m

- ◆ Sales of products: €998k, slight increase (+5%)
- ◆ Services: €2,595k

Negative EBITDA: -€1,330k

- ◆ Decrease in external expenses (-€80k) with significant decrease in legal and regulatory fees (-€222k) and increase in technical services (+€100k). +€165k dedicated to regulatory submission for Mallya US registration (FDA).
- ◆ Continued supported investment in IP reaching €160k
- ◆ Salaries and social charges +€476k - 13 people hired between June 2020 and June 2021

Net loss -€1,242k

Balance sheet

€	30/06/21	30/06/20
Fixed assets	3 889 406	3 927 052
Current assets	5 348 335	7 782 711
Total Assets	9 237 742	11 709 764
Shareholder's equity	1 609 764	2 839 502
Current financial debts	7 627 977	8 870 262
Total Liabilities	9 237 742	11 709 764

Stabilization of fixed assets -€38k

- ◆ +€325k additional tooling and equipment

Current assets decreased by -€2,434k:

- ◆ Clients +€229k
- ◆ Stocks +€297k
- ◆ Other receivables +€198k
- ◆ Cash position -€3,158k

Loans and debts -€1,242k

- ◆ No new loan
- ◆ Reimbursement of the convertible bonds subscribed with Vatel Capital for €942k
- ◆ Decrease in other debts -€300k

Cash available +€1,818k

5

Outlooks



Outlooks for end 2021 + 2022

1

- ◆ Consolidate our position as first In class in the smart pens industry
- ◆ Expanding to other therapeutic areas
- ◆ Vocation to repeat this success for injectables

2

- ◆ Expand our offer based on a value-added solution with software developments

3

Biocorp is actively working on other programs

- ◆ Continue to generate differentiating IP
- ◆ Extend the partnership range of Biocorp

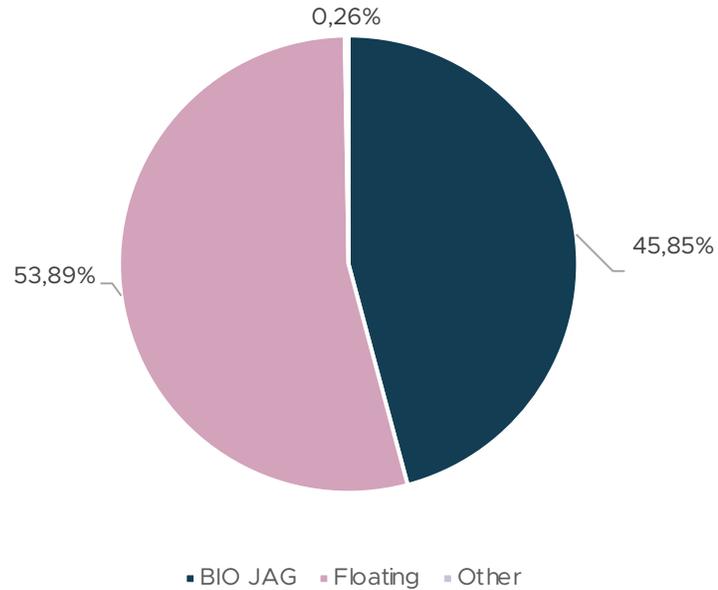
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- ◆ Development of the dosing / filling activity

5

- ◆ Strengthen our industrial tools to meet future requests

Shareholding structure



06/30/2021
4,362,286
shares



Euronext Paris - ALCOR
FRO012788065

BIOCORP share price on the stock market since IPO

From: 2015-07-10

to: 2021-09-17

Zoom: 1D 5D 1M 3M 1Y 5Y YTD MAX



Guillaume CUVILLIER



BRYAN, GARNIER & CO
Jean-Jacques LE FUR

5 reasons to invest in ALCOR

Digital transformation validated by major industrial agreements

Innovative solutions ahead of competitors

Exponential business outlooks

Management do what they say

A player ready to consolidate the sector



THANK YOU

BIOCORP

Limitless solutions for people's health