



Investor Presentation Half-Year 2019 Results

September 19, 2019

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Agenda

Introduction

Financial Results

Matthieu Plessis, CFO

Progress Update

Pierre Leurent, CEO

Oleena Marketing Authorization

Romain Marmot, COO

Closing Remarks

Pierre Leurent, CEO

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Financial Results

P&L and Cash Flow Analysis

| In €m | 30/06/2019 | 30/06/2018 |
|-------------------------------------|--------------|--------------|
| 1 Revenue | 2.0 | 2.2 |
| Other revenue | 0.5 | 0.4 |
| Total Revenue | 2.5 | 2.6 |
| OPEX | (10.8) | (10.6) |
| o/w labor costs | (6.5) | (6.7) |
| o/w Other OPEX | (3.0) | (3.0) |
| 2 EBITDA | (6.6) | (7.0) |
| 3 Operating Profit | (8.0) | (7.9) |
| Financial Outcome | (0.5) | (0.2) |
| Net Result | (8.4) | (8.1) |
| 4 Change in Working Capital | 0.1 | (0.1) |
| Cash flow from operating activities | (6.9) | (6.7) |
| Cash flow from investing activities | (0.5) | (0.9) |
| Cash flow from financing activities | 1.9 | 34.4 |
| Change in Cash | (5.6) | 26.8 |
| Cash at the opening | 19.8 | 1.8 |
| 5 Cash at the closing | 14.2 | 28.6 |

1 Revenue

- H1 revenue is slightly below last year first-half
- The finalization of two clinical studies, which contribute to the Saas fees revenue in H1 2018, result in decrease of the recurring revenue
- It is compensated in this first half year by the acceleration of the recognition of the revenue related to a contract terminated during the period, initially deferred according to IFRS

2 EBITDA

- EBITDA settled at €-6.6M, with a positive impact of the first application of IFRS 16 of €0.3M (not applied retroactively to H1 18)

3 Operating profit

- H1 2019 operating loss is comparable to H1 2018. The Group rebalanced its investment between technology and commercial effort

4 Change in WC

- R&D tax credit for 2017 paid in H1 2019 for €1.7M, contributes to the improvement of the working capital

5 Cash at closing amounting to €14.2m as of 30 June 2019

- The Group called additional tranches of venture loan with Kreos Capital for a nominal amount of €3M in April 2019

Balance Sheet Analysis

| In €m | 30/06/2019 | 31/12/2018 |
|--|-------------|-------------|
| Assets | | |
| 1 Intangible assets | 1.8 | 1.9 |
| 2 Tangible assets | 3.8 | 0.6 |
| Financial non-current assets | 0.3 | 0.3 |
| Other non-current assets | 0.6 | 1.0 |
| Non-current assets | 6.4 | 3.7 |
| Trade accounts receivables | 1.1 | 1.5 |
| Other current assets | 4.8 | 5.5 |
| 3 Cash | 14.2 | 19.8 |
| Current assets | 20.2 | 26.8 |
| Total assets | 26.6 | 30.6 |
| Liability | | |
| 4 Equity | 9.1 | 17.3 |
| 5 Non-current financial debt | 6.0 | 2.2 |
| Provisions and other non-current liabilities | 2.2 | 3.4 |
| Non-current liabilities | 8.2 | 5.6 |
| 5 Current financial debt | 2.9 | 1.4 |
| Trade accounts payables | 6.3 | 6.2 |
| Current liabilities | 9.3 | 7.6 |
| Total liabilities | 26.6 | 30.6 |

1 Intangible assets

- The Group capitalized development costs related to its proprietary solutions and Theraxium platform. They amounted to €1.8M as of 30 June 2019

2 Tangible assets

- IFRS 16 implementation: €3.3M net assets have been recorded as of June 30 to reflect the value of leased offices and equipment

3 Cash

- Second and third tranches of the Kreos loan have been received for a total amount of €3M
- Cash used for operations and investments amounted to €7.4M over half year period

4 Equity

- Net result for H1 2018 € -8.4M

5 Non-current liabilities and current liabilities

- Financial debt (non-current and current) includes the net liabilities recorded of €3.3M in connection with the first application of IFRS 16 (equivalent to the fixed assets value for leased premises and equipment)
- Kreos loan accounted to €5.5M as of June 30, 2019, versus €3.4M as at December 31, 2018

Progress Update

Progress Update

Create Long-Term Value

**Strengthened
Proprietary Portfolio**

**Extended Platform
Capabilities**

Grow Revenue

Strengthened Proprietary Portfolio

Diabetes Assets

- CE mark granted for Insulia extension to NPH insulins

VOLUNTIS RECEIVES CE MARK TO ADD NPH/ISOPHANE INSULIN TO INSULIA
Paris, France, 6 March 2019

- 510(k) for Insulia extension to NPH insulins filed to the FDA
- Publication of Telediab 2 clinical trial results in *Diabetes, Obesity and Metabolism* journal¹

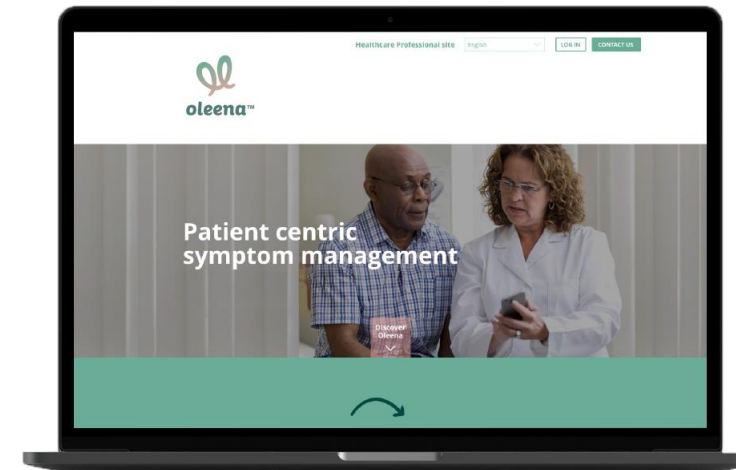
Efficacy of two telemonitoring systems to improve glycaemic control during basal insulin initiation in patients with type 2 diabetes: The TeleDiab-2 randomized controlled trial

- Start of the study combining Insulia with Livongo device

Oncology Assets

- US marketing authorization of multicancer proprietary DTx

VOLUNTIS ANNOUNCES MARKET AUTHORIZATION FOR OLEENA™, FIRST DIGITAL THERAPEUTIC IN ONCOLOGY
Paris, France, 31 July 2019



- Theraxium Oncology upgrades to improve algorithms and data analytics

¹ Franc S, Joubert M, Daoudi A, et al. Efficacy of two telemonitoring systems to improve glycaemic control during basal insulin initiation in patients with type 2 diabetes: The TeleDiab-2 randomized controlled trial. *DiabetesObes Metab.* 2019;1-6. <https://doi.org/10.1111/dom.13806>

Latest Extensions to Our Platform Capabilities

Analytics and Data Science to Transform Data into Actionable Insights

- Enhanced capabilities based on a dedicated analytics platform to continuously:
 - *Assess patient adherence and engagement*
 - *Track real-world outcomes and clinical performance*
 - *Monitor for device vigilance*
 - *Mine de-identified PHI*
- Analytics engine based on Microsoft BI and Cloud technologies
- Integrated with partners' dataset through secure APIs to add various data sources and enhance analytics

- **Dedicated expert team**
- **Secure, high-availability APIs**

- **Dedicated analytics engine**
- **HIPAA and GDPR-compliant processes**

Voluntis Practice Solutions to Leverage CPT Codes for Remote Monitoring

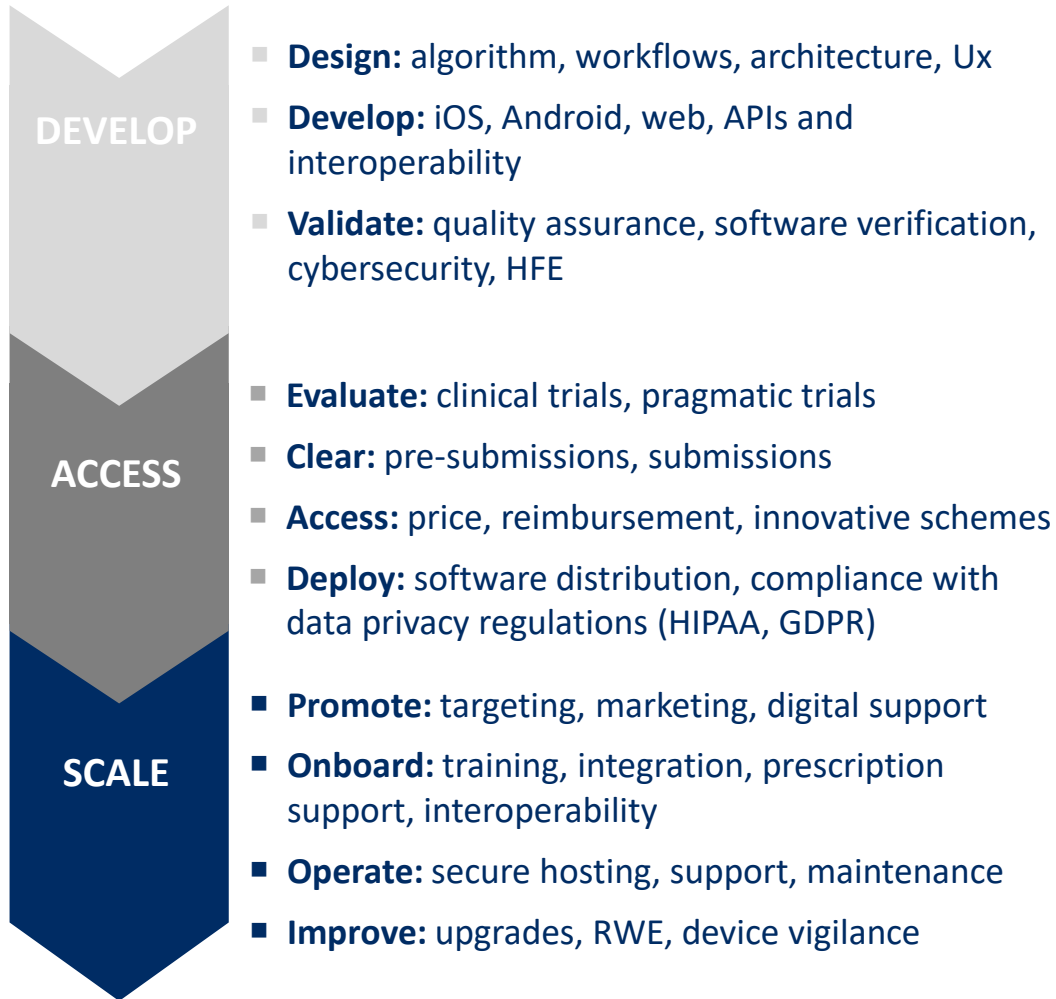
- Patient onboarding services
Voluntis patient services to supplement provider training and activate the prescription
- Product workflow integration
Access to medical documentation required for monitoring and billing through customized reporting
- Superbill guidance
Access to medical coding and billing expertise through just-in-time guidance document once eligible to bill
- Reimbursement services
Denial/audit/recoupment assistance in the arbitration leveraging experience across all payers

- **Customer success manager**
- **Revenue cycle manager**
- **Payers relations**

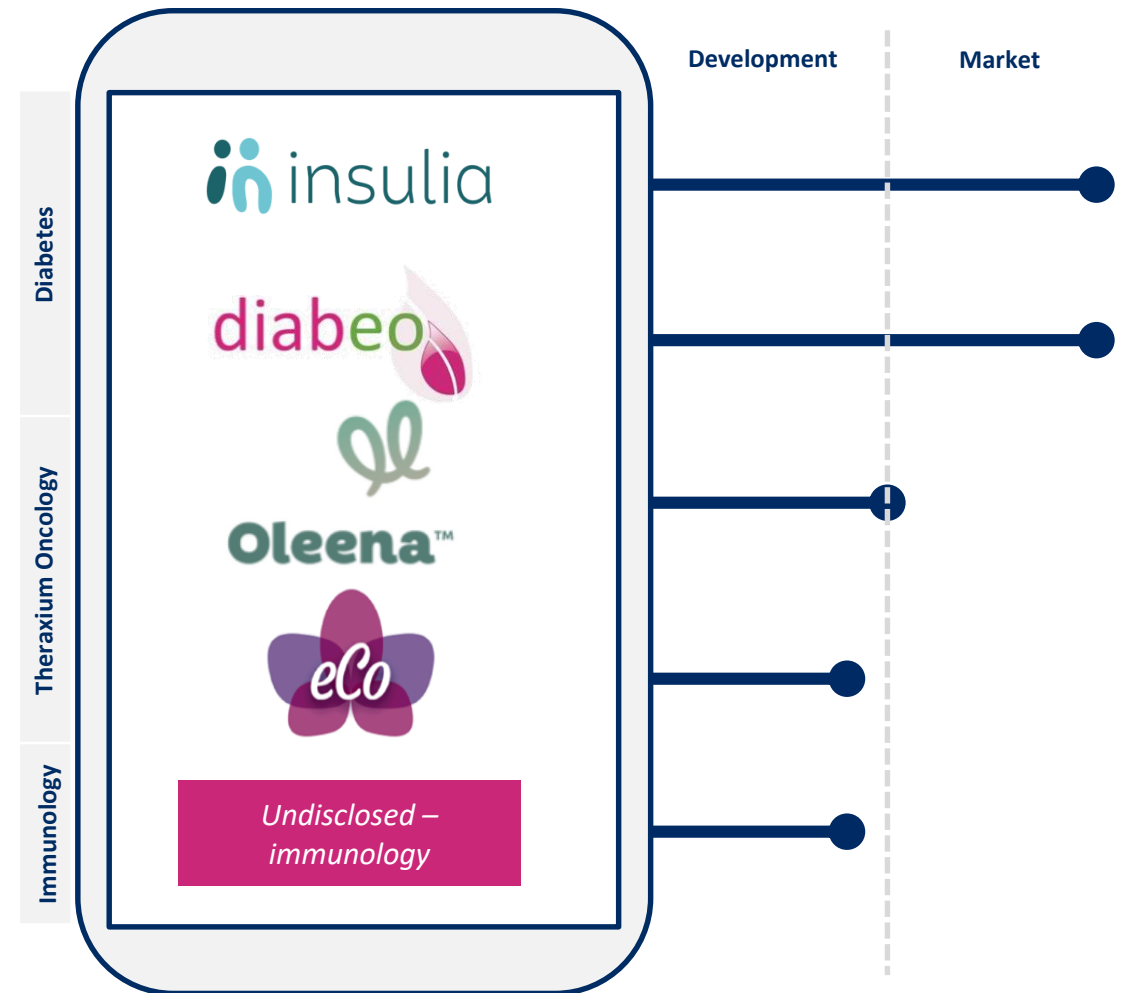
- **Sales force & Key Account managers**
- **Clinical Liaison**

Voluntis Extensive Capabilities in the Digital Therapeutic Space

End-to-end Capabilities Across the DTx Value Chain



A Unique DTx Portfolio in Multiple Major TA





Significant Unmet Needs in Cancer Care

Cancer in America – Facts & Figures

| | |
|----------------------|--|
| 15 million | People living with cancer in the US in 2016 ⁽¹⁾ |
| \$170 Billion | Total cost of cancer diagnosis and treatment est. in 2020 ⁽⁴⁾ |
| +39% | Cost of cancer care since 2010 ⁽⁴⁾ |
| 50% | 5 of the top 10 selling drugs in the US in 2024 are oncology drugs |
| 30% | Patients on chemotherapy have unplanned hospital./ER visit in first 6 months of treatment ⁽³⁾ |
| \$25+ Billion | Estimated annual savings via reducing unplanned hospitalizations/ER visits ⁽⁵⁾ |

Symptom Management – a Key Area of Improvement

| | |
|--------------|--|
| 90% | Patients experience cancer-related symptoms ⁽²⁾ |
| #1 | Symptom management is viewed by practices as #1 opportunity for cost savings |
| #1 | Symptom management is viewed as most popular task performed by advanced practitioners |
| Top 5 | Symptom management is viewed by practices as top 5 most popular service planned via telehealth in the next 2 years |
| +30% | Increased treatment duration when proactively supporting patients using systematic PRO collection ⁷ |
| +20% | Increased survival time when the patient uses PRO intervention ⁷ |

¹ Cancer Stat Facts: Cancer of Any Site. (2019). NIH National Cancer Institute.

² PLOS. 12(10). DOI: 10.1371/journal.pone.0184360.

³ Community Cancer Care in Washington State: Quality and Cost Report 2018

⁴ Mariotto, A., et al. (2011). Projections of the cost of cancer care in the United States: 2010-2020.

⁵ All-cause admissions and readmissions 2017. (2017, September 21). National Quality Forum

⁶ EvaluatePharma World Preview 2019 – p25.

⁷ Ethan M. Basch study - Overall survival results of a randomized trial assessing patient-reported outcomes for symptom monitoring during routine cancer treatment

Bringing Next Generation Digital Solution in Cancer Care

Voluntis Vision

Improve adherence by empowering patients to self-manage symptoms, using evidence-based algorithms in order to improve quality of life, treatment exposure, and ultimately increase survival.

Voluntis DTx

- Automated, real-time and personalized recommendations aiming to support self-efficacy, self-management of cancer-related symptoms and increase patient engagement
- Targeted remote monitoring by care teams based on automated notifications and triage to identify most critical cases and streamline efforts
- Regulated as a medical device, prescription-based and aligned with value-based care models

A breakthrough innovation in US cancer care

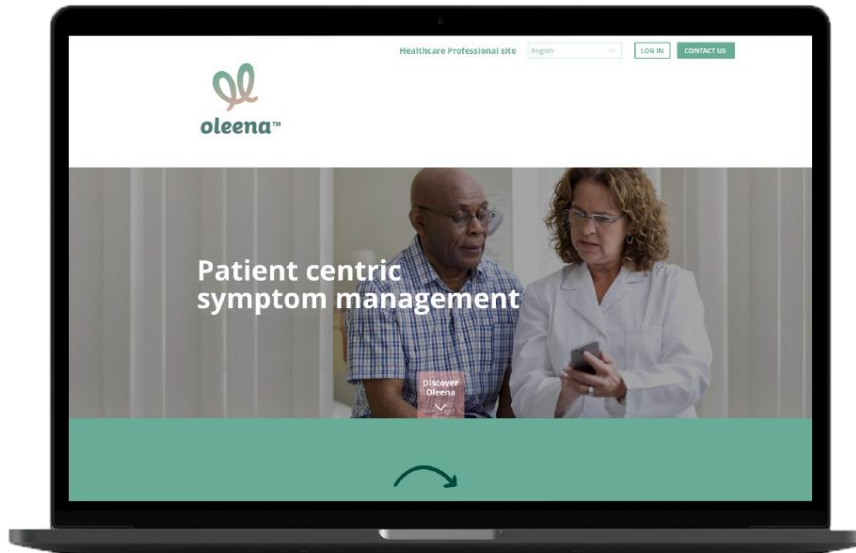
Existing passive ePRO* tracking systems

- Do not embed clinical algorithm and automated intervention
- Require patients to adhere to reporting schedule
- Require care teams to deliver all patient support interventions, primarily over the phone
- Cannot be reimbursed as medical devices

*Electronic Patient Reported Outcomes

Oleena™ - A Digital Companion for Patients and Oncology Practices

A First-in-Class Digital Therapeutic



- **Innovative** digital approach with **embedded clinical algorithms**
- **Patient self-management** of cancer symptoms with **real-time** and actionable recommendations
- Combined with **remote monitoring** by care teams
- **For a wide range of cancer** types and anticancer **treatments** (incl. chemotherapy, immunotherapies, targeted therapies)
- **For most common side effects** experienced by patients with cancer, such as diarrhea, pain or nausea/vomiting

Benefits for Patients and Providers



A Digital Companion For Patients

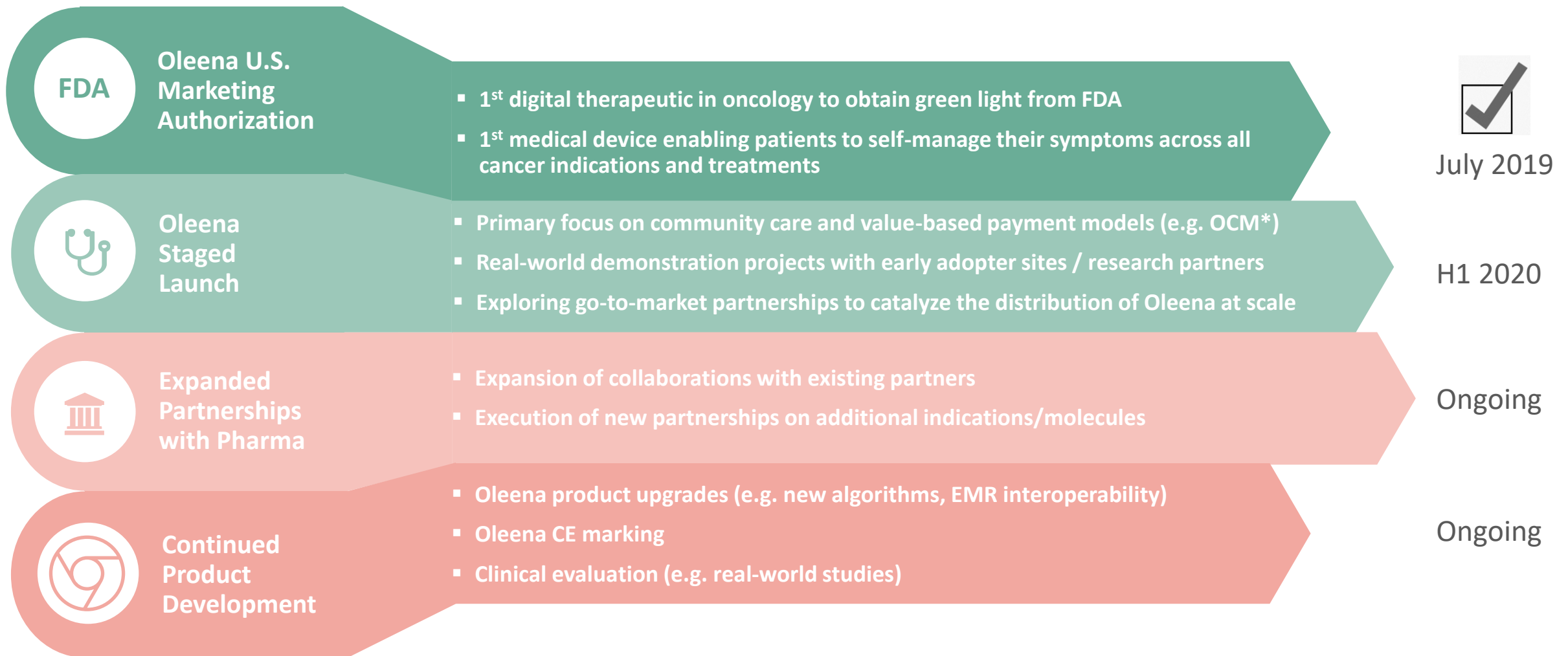
- Reminders, and reporting of symptoms and metrics
- Automated real-time recommendations
- Active monitoring
- Education and advice adapted to patients needs



A Dashboard For Care Teams

- Personalized configuration based on patient profile
 - Automated notifications & reports based on patient reported data
 - Streamlined intervention
 - Face-to-face visits informed by self-management data
- **Empower patients** in self-managing symptoms at home
 - **Trigger timely interventions** that may reduce ER visits & hospitalizations
 - Help manage symptoms with a goal to **optimize treatment exposure** and value in real-world

Voluntis Oncology DTx: a Clear Roadmap Ahead



Closing Remarks

Voluntis is a Front-Runner in Digital Therapeutics

What We Do



- Real-time decision-support
- Solutions that help patients manage their drug therapy
- Provide scalable and cost-effective therapy management
- Increase interaction between patient and healthcare providers
- Increase medication adherence
- Reduce adverse events and potential complications
- Improve health outcomes

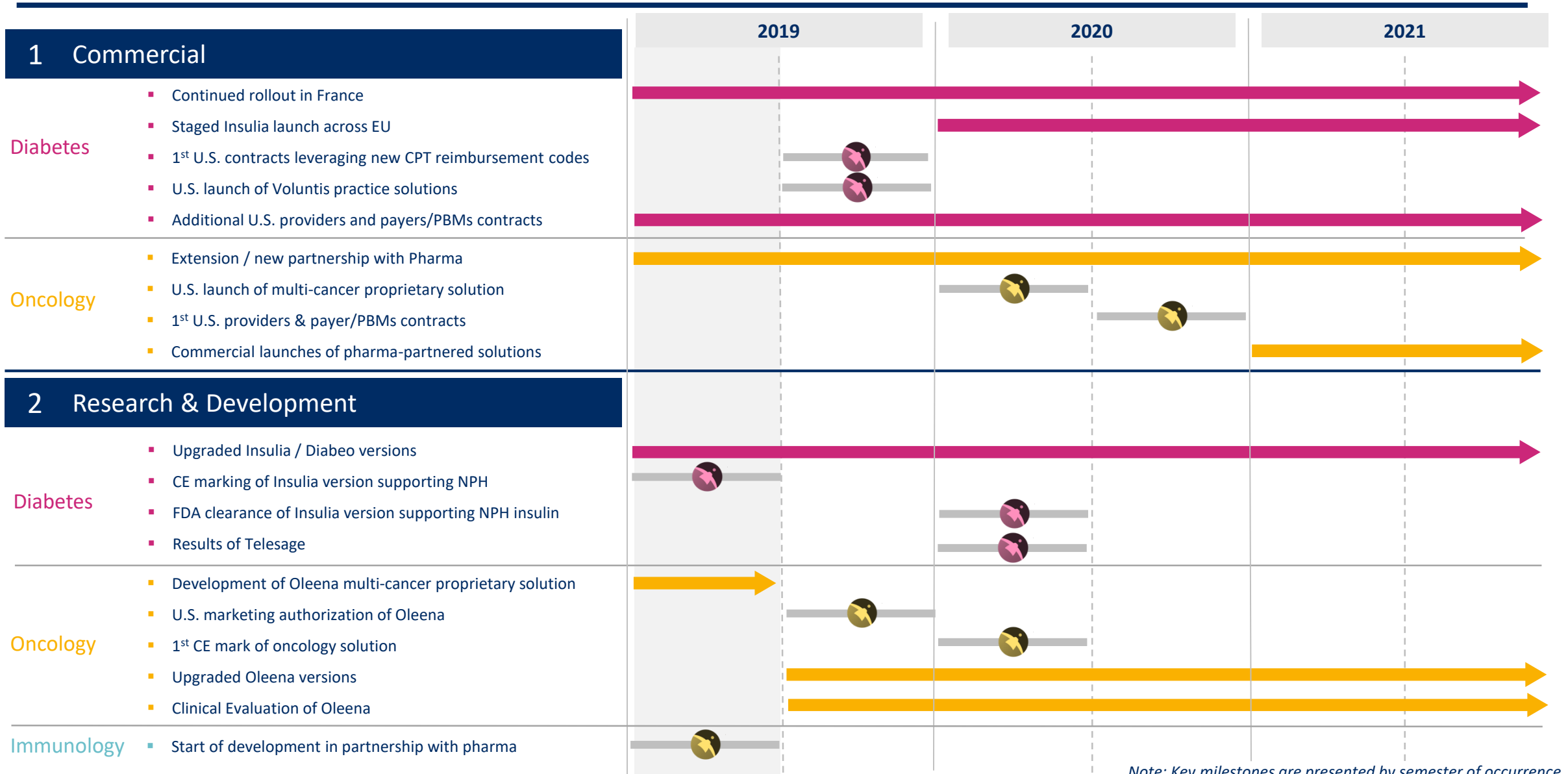
Leadership in DTx

- A front-runner in the digital therapeutics space
- A unique portfolio of solutions in diabetes, oncology, cardiology & autoimmune disease
- A portfolio of clinically-validated digital therapeutics
- A versatile, broadly applicable, customizable, and scalable proprietary platform
- International presence (130 employees in the U.S. and EU)
- Personnel with expertise in advancing digital therapeutics through the regulatory route (clinical trials)
- Key long-standing partnerships with large cap pharma



Founding Member

Roadmap to 2021 Objectives



Note: Key milestones are presented by semester of occurrence

Questions & Answers

Thank you for your attention!

Investor contact:
voluntis@newcap.eu

Company contact:
investors@voluntis.com

