

Half-Year Report, H1 2021

August 2021



Forward-looking statements

Certain information set forth and given in this presentation contains “forward-looking information”, including “future-oriented financial information” and “financial outlook”, under applicable securities laws (collectively referred to herein as forward-looking statements). Except for statements of historical fact, information contained herein constitutes forward-looking statements and includes, but is not limited to, the (i) projected financial performance of ViroGates A/S (ViroGates); (ii) the expected development of ViroGates’ business, projects and joint ventures; (iii) execution of ViroGates’ vision and growth strategy, including with respect to future M&A activity and global growth; (iv) sources and availability of third-party financing for ViroGates’ projects; (v) completion of ViroGates’ projects that are currently underway, in development or otherwise under consideration; (vi) renewal of ViroGates’ current customer, supplier and other material agreements; and (vii) future liquidity, working capital, and capital requirements.

Forward-looking statements are provided to allow potential investors the opportunity to understand management’s beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment.

These statements are not guarantees of future performance and undue reliance should not be placed on them. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such forward-looking statements.

Although forward-looking statements contained in this presentation are based upon what management of ViroGates believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. ViroGates undertakes no obligation to update forward-looking statements if circumstances or management’s estimates or opinions should change except as required by applicable securities laws. The reader is cautioned not to place undue reliance on forward-looking statements.

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On 19 August 2021, the Board of Directors has accepted the Half-Year Report for the first half year of 2021 (the period 1 January – 30 June 2021) for ViroGates A/S.

The Half-Year Report is unaudited.

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Revenue increased by 223% in H1, 2021, compared to H1, 2020, driven by more customers and higher sales from clinically relevant products

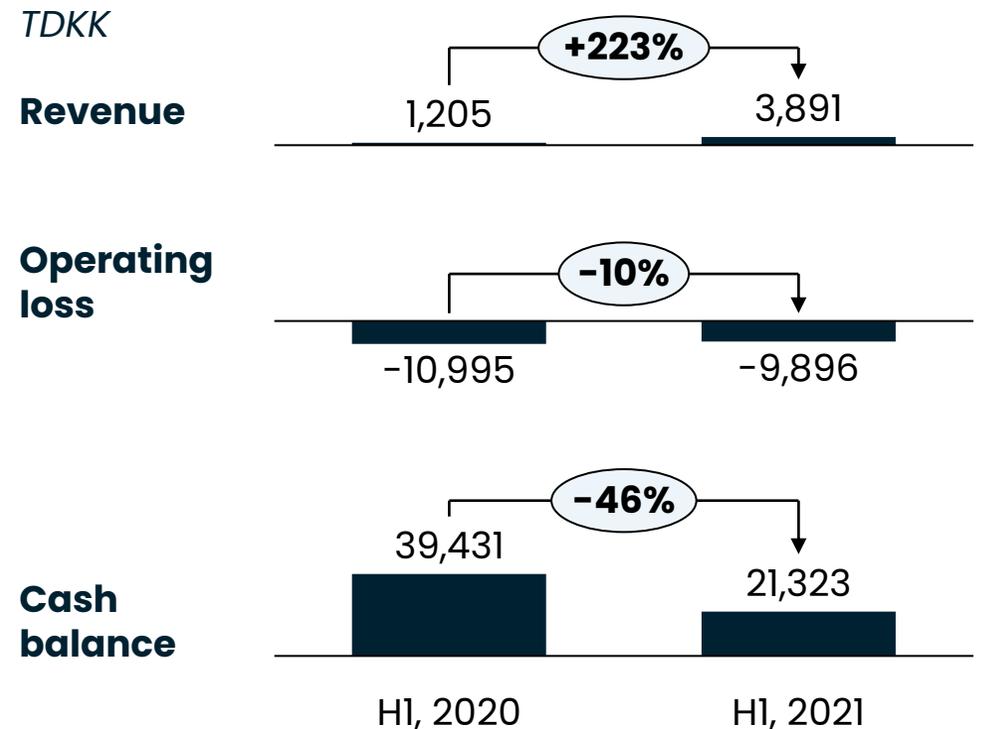
Financial results in H1, 2021

(H1, 2020 results in brackets)

- Revenue increased by 223% to TDKK 3,891 (TDKK 1,205)
- Operating expenses increased by 13% to TDKK -13,787 (TDKK -12,200)
- Operating loss decreased by -10% to TDKK -9,896 (TDKK -10,995)
- Net loss decreased by -12% to TDKK -9,321 (TDKK -10,545)
- Cash and cash equivalents at the end of the period amounted to TDKK 21,323 (TDKK 39,431)

“In the first half year of 2021, we have tripled our revenue compared to 2020 with the growth coming primarily from our clinically relevant products, TurbiLatex and Quick Triage, demonstrating that the strategic focus on European emergency departments is working. Although emergency department sales activities have been hindered by the COVID-19 pandemic, we still expect to become cash flow positive with the existing cash at hand.”

Mark Christian Hvidberg da Silva, CFO



In H1, ViroGates welcomed new customers, reported positive COVID-19 results and expanded the number of validated platforms

Business highlights in H1, 2021

- Welcomed six new clinical routine customers – four hospitals in Greece, one hospital in Spain and one hospital in Italy
- Reported positive results from the SAVE-MORE trial showing the use of suPAR-guided anakinra treatment improved overall clinical outcome by 64% in hospitalized patients with COVID-19 pneumonia
- CE-IVD validated suPARnostic® TurbiLatex on the Siemens Healthineers Atellica® and Abbott Alinity platforms
- Announced a delay in the development and launch of the suPARnostic® POC+ product

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**new clinical routine
customers in H1**

“We are excited to report strong revenue growth although initiation of new customer projects is challenging due to COVID-19. At the same time, we have documented suPARnostic®’s ability to help in the triage of COVID-19 patients in the SAVE-MORE trial conducted in H1 with positive topline result. In addition, we have succeeded developing our products for commercially important platforms from Siemens Healthineers and Abbott, enabling even more hospitals to gain benefits from suPARnostic® in the future.”

Jakob Knudsen, CEO

Continued confidence in the future due to positive sales trends and potential within COVID-19

Full year outlook, 2021

- The revenue has been increasing consistently since last year – ViroGates expects more clinical routine customers in 2021 that will drive revenue up in the long term. However, a certain ramp-up time is needed, and new customers will not necessarily have a large impact on full-year 2021 revenue
- The sales mix has shifted towards the more clinically relevant products since 2020 – ViroGates expects this trend to continue as more clinical routine customers are onboarded
- The randomized clinical trial, SAVE-MORE, has reported positive topline results and EMA is currently evaluating an extension of indication with an expected outcome in October – ViroGates is prepared to exploit the potential commercial opportunity, but the financial effect in 2021 is expected to be limited
- ViroGates has onboarded several clinical routine customers using suPARnostic® exclusively for COVID-19 patient triaging – ViroGates' 2021 full year financials are increasingly exposed to an uncertain seasonal effect from COVID-19 waves
- The COVID-19 outbreak has caused a delay in most sales activities at emergency departments but has also generated an increased interest in using suPARnostic® to help triage patients during the pandemic – the full-year net impact of COVID-19 remains uncertain and a critical risk

“From a sales perspective, H1 was a good half year for ViroGates operating in a difficult environment due to the ongoing pandemic, where COVID-19 remains a challenge and opportunity for Sales with an uncertain net effect. Nonetheless, we expect to welcome new clinical routine customers in the second half of 2021 across Europe. I know our Sales and Marketing Teams will spare no effort to ensure we succeed with this.”

Thomas Krarup,
VP Sales & Marketing

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Financial highlights

Key figures and ratios

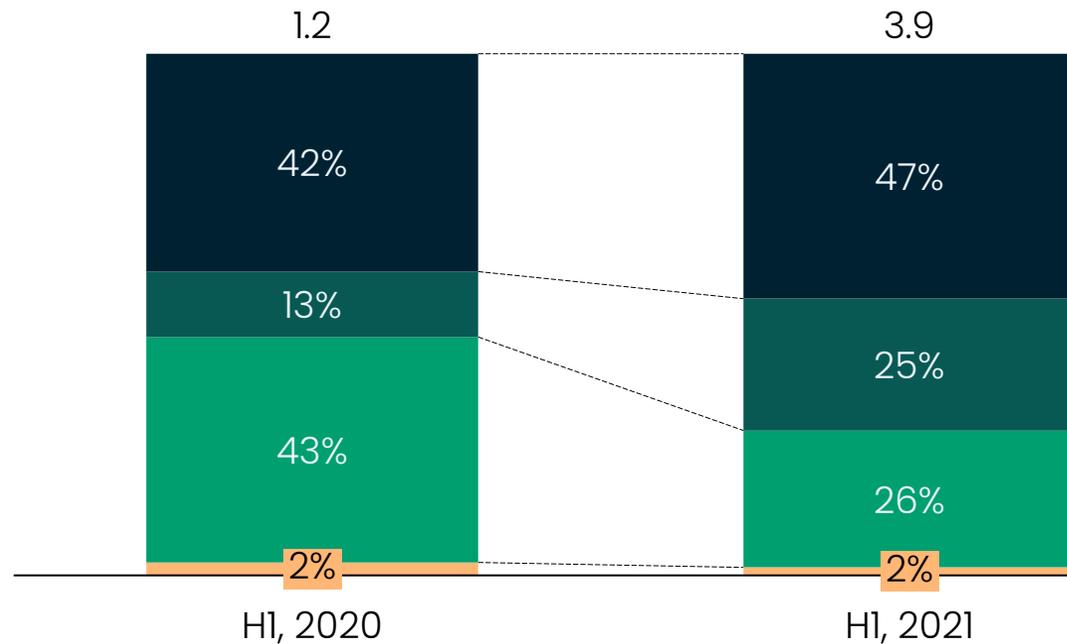
<i>DKK ('000) unless otherwise stated</i>		H1, 2021	H1, 2020	% change	2020
INCOME STATEMENT	Net revenue	3,891	1,205	223%	5,353
	Gross profit/loss	3,031	876	246%	4,187
	Operating profit/loss	-9,896	-10,995	-10%	-19,729
	Financial income and expenses, net	-84	-124	-32%	-253
	Profit/loss for the period before tax	-9,981	-11,119	-10%	-19,982
	Profit/loss for the period	-9,321	-10,545	-12%	-18,736
BALANCE SHEET	Assets	27,958	43,697	-36%	38,246
	Equity	24,768	39,505	-37%	31,313
	Liabilities	3,190	4,192	-24%	6,932
CASH FLOW STATEMENT	Cash flows from operating activities	-14,977	-9,812	53%	-15,600
	Cash flows from investment activities	0	0	-	-4
	Cash flows from financing activities	2,775	7,835	-65%	7,835
	Investment in tangible fixed assets	0	0	-	-114
	Total cash flows	-12,201	-1,977	517%	-7,883

<i>DKK unless otherwise stated</i>	H1, 2021	H1, 2020	% change	2020
Rate of return (%)	-336.9	-381.5	-12%	-1,028.1
Market share price, end of period	161.0	66.0	144%	81.5
Earnings per share before dilution	-2.97	-3.47	-14%	-6.08
Earnings per share after dilution	-2.79	-3.04	-8%	-5.51
Equity ratio (%)	89%	90%	-2%	82%
Employees, end of period (#)	14	14	0%	14

Financial highlights (continued)

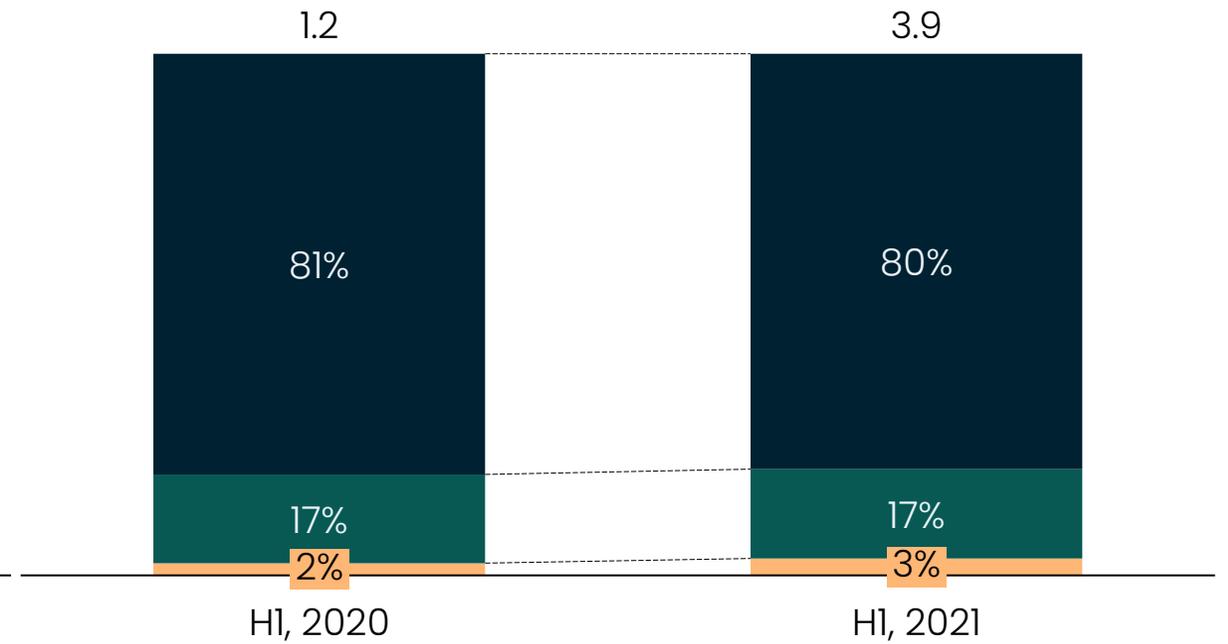
Revenue by product

DKKm, % of total



Revenue by geographic area

DKKm, % of total



In H1, ViroGates welcomed six new clinical customers and supported a suPARnostic®-guided clinical drug trial across 42 sites



Jakob Knudsen,
CEO

Positive COVID-19 results from the SAVE-MORE trial

ViroGates is proud to be part of the RISCinCOVID program that has ultimately led to the SAVE-MORE trial across 42 trial sites in Greece and Italy. The results show a clear statistical effect of 64% in the active group based on suPAR-guided triage. The results are very satisfactory, and we look forward to making this available to customers – hopefully during H2 2021.

New clinical routine customers

ViroGates' sales representatives are still struggling to conduct face-to-face meetings, which is an essential precursor for moving sales forward fast. As the second pandemic wave wore off, hospitals were still on emergency alert and awaiting the effect of vaccinations and new variants. This caused the uptake of new clinical customers to remain slow. However, we still managed to welcome customers in Greece and Spain, and the first customer in Italy – the Gemelli Hospital in Rome. The company is confident that the pace of acquiring new customers will pick up again.

Clinical sales generally increasing with some dependency on COVID-19 waves

ViroGates achieved total revenue growth of 223% during the first half-year of 2021 compared to 2020, primarily driven by a shift from research to clinical sales. This demonstrates that customers increasingly are seeing the effect of using suPARnostic® in daily clinical practice. However, the total revenue fell slightly from Q1 to Q2 primarily due to a decrease in COVID-19-related revenue. This shows a growing dependency on revenue from customers using suPARnostic® for COVID-19 patient triaging and a potential seasonal effect from COVID-19 waves.

Progressing research & development

ViroGates has validated new turbidimetric platforms from both Abbott and Siemens Healthineers. This work requires strong collaboration with external partners who have access to the equipment. More validations open ViroGates continued the work with GenSpeed regarding the pipeline project suPARnostic® POC+. The project is progressing; however, as reported, the external partner experienced some COVID-19-related setbacks and had to push the expected launch date to H2 2021.

ViroGates maintains its strategic objective although COVID-19 uncertainty remains

Continuous COVID-19 uncertainty

The critical risks for ViroGates concerning COVID-19 remains an issue of concern despite the increasing interest in using suPARnostic® for COVID-19 patients.

Face-to-face meetings at hospitals are still somewhat limited, but conference activity used to generate leads is slowly starting again.

The net effect of the COVID-19 outbreak remains uncertain and a critical risk for 2021.

Increasing COVID-19 dependency

Several customers are using suPARnostic® for COVID-19 patient triaging making ViroGates exposed to the development in the pandemic. A seasonal effect on ViroGates' revenue was visible in the declining revenue from Q1 to Q2, 2021 reflecting less COVID-19-related testing by customers due to a decrease in infections.

The effect on ViroGates' COVID-19-related revenue in H2 will depend on e.g. potential new waves, vaccinations, variants, publication of SAVE-MORE results and the EMA evaluation.

Migrating customers using suPARnostic® for COVID-19 triage to ED triage is an opportunity that will be pursued during 2021, but also a financial risk if the efforts are unsuccessful.

Setting up production in Europe

As part of the EU grant received in 2020, ViroGates is currently setting up alternative production in Europe to ensure a stable supply of suPARnostic® TurbiLatex from multiple manufacturers and lower risks related to production.

Increasing shift to clinical products

The positive trend with an increasing shift in sales mix towards more clinically relevant products is expected to continue as more clinical routine customers are onboarded.

Maintaining the strategic objective

ViroGates still expects to become cash flow positive with the existing cash at hand based on the existing activities.

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Income Statement

PROFIT & LOSS								
<i>Amounts in DKK ('000)</i>								
	Note	Q2, 2021	Q2, 2020	% change	H1, 2021	H1, 2020	% change	2020
Net revenue		1,815	760	139%	3,891	1,205	223%	5,353
Cost of goods/services sold		-407	-182	124%	-860	-329	161%	-1,166
Gross profit		1,408	578	144%	3,031	876	246%	4,187
Sales and distribution costs	1	-3,825	-2,948	30%	-7,500	-7,349	2%	-14,149
Research and development costs		-1,313	-1,164	13%	-3,007	-2,646	14%	-5,798
Administrative costs		-1,566	-1,028	52%	-2,420	-1,876	29%	-3,969
Operating loss		-5,296	-4,562	16%	-9,896	-10,995	-10%	-19,729
Financial income		5	6	-17%	11	17	-33%	34
Financial expenses		-42	-54	-23%	-96	-141	-32%	-287
Loss before tax		-5,333	-4,610	16%	-9,981	-11,119	-10%	-19,982
Tax on profit/loss for the period	2	286	253	13%	660	574	15%	1,246
Loss for the period		-5,046	-4,358	16%	-9,321	-10,545	-12%	-18,736
Proposed distribution of loss								
Retained profit		-5,046	-4,358	16%	-9,321	-10,545	-12%	-18,736
Total		-5,046	-4,358	16%	-9,321	-10,545	-12%	-18,736

Balance Sheet

ASSETS					
<i>Amounts in DKK ('000)</i>	Note	Q2, 2021	Q2, 2020	% change	2020
Other plant, machinery, tools & equipment		321	440	-27%	432
Tangible fixed assets	3	321	440	-27%	432
Rent deposit and other receivables		172	167	3%	171
Fixed asset investments	4	172	167	3%	171
Fixed assets		492	608	-19%	604
Finished goods and goods for resale		2,099	488	330%	907
Inventories		2,099	488	330%	907
Trade receivables		1,816	564	222%	1,601
Other receivables		24	24	0%	32
Corporation tax receivable		1,906	1,787	7%	1,246
Prepayments and accrued income		297	795	-63%	331
Receivables		4,043	3,170	28%	3,210
Cash and cash equivalents		21,323	39,431	-46%	33,525
Current assets		27,465	43,089	-36%	37,642
Assets		27,958	43,697	-36%	38,246

EQUITY AND LIABILITIES					
<i>Amounts in DKK ('000)</i>	Note	Q2, 2021	Q2, 2020	% change	2020
Share capital		3,170	3,125	1%	3,125
Retained profit		21,598	36,379	-41%	28,188
Equity	5	24,768	39,505	-37%	31,313
Trade payables		1,484	1,276	16%	3,655
Other liabilities		1,706	2,916	-41%	3,278
Current liabilities		3,190	4,192	-24%	6,933
Liabilities		3,190	4,192	-24%	6,933
Equity and liabilities		27,958	43,697	-36%	38,246
Contingencies	6				

Cash Flow Statement

CASH FLOW <i>Amounts in DKK ('000)</i>	Note	Q2, 2021	Q2, 2020	% change	H1, 2021	H1, 2020	% change	2020
Profit/loss for the period		-5,046	-4,358	16%	-9,321	-10,545	-12%	-18,736
Reversed depreciation of the period		53	54	-2%	112	108	4%	229
Reversed tax on profit/loss for the period		-286	-253	13%	-660	-574	15%	-1,246
Corporation tax received		0	0	-	0	0	-	1,212
Change in inventory		-606	-239	153%	-1,192	-98	1,117%	-517
Change in receivables		320	-305	-205%	-173	49	-451%	-532
Change in current liabilities (ex bank and tax)		551	973	-43%	-3,743	1,248	-400%	3,989
Cash flows from operating activity		-5,014	-4,128	21%	-14,977	-9,812	53%	-15,600
Purchase of tangible fixed assets		0	0	-	0	0	-	-114
Purchase of financial assets		0	0	-	0	0	-	-4
Cash flows from investing activity		0	0	-	0	0	-	-118
Subscription of share capital		2,776	7,835	-65%	2,776	7,835	-65%	7,835
Cash flows from financing activity		2,776	7,835	-65%	2,776	7,835	-65%	7,835
Change in cash and cash equivalents		-2,239	3,707	-160%	-12,201	-1,977	517%	-7,883
Cash and cash equivalents at beginning of period		23,562	35,724	-34%	33,525	41,408	-19%	41,408
Cash and cash equivalents at end of period		21,323	39,431	-46%	21,323	39,431	-46%	33,525
Specification of cash and cash equivalents at end of period:								
Cash and cash equivalents		21,323	39,431	-46%	21,323	39,431	-46%	33,525
Cash and cash equivalents, net debt		21,323	39,431	-46%	21,323	39,431	-46%	33,525

Notes to the financial statements

1 Staff costs

<i>Amounts in DKK ('000) unless otherwise stated</i>	Q2, 2021	Q2, 2020	% change	2020
Average number of employees (#)	14	14	-	14
Sales & Marketing	2,970	2,298	29%	9,184
Research & Development	44	47	-6%	199
Administration	600	474	27%	2,013
Total staff costs	3,614	2,819	28%	11,396

The remuneration for the Board of Directors and Executive Management are published annually in the Company's Remuneration Report in connection with the Annual Report

2 Tax on profit/loss for the period

<i>Amounts in DKK ('000)</i>	Q2, 2021	Q2, 2020	% change	2020
Calculated tax on taxable income	286	253	13%	1,246
Total	286	253	13%	1,246

Notes to the financial statements (continued)

3 Tangible fixed assets

Amounts in DKK ('000)	Q2, 2021	Q2, 2020	% change	2020
<i>Other plants, machinery & equipment</i>				
Cost at 1 April 2021 / 2020	432	548	-21%	548
Additions	0	0	-	114
Disposals	0	0	-	0
Cost at Q2, 2021, Q2 2020, 2020	432	548	-21%	662
Depreciation and impairment losses at 1 April 2021 / 2020	0	0	-	0
Reversal of depreciation of assets disposed of	0	0	-	0
Depreciation for the quarter	112	108	4%	230
Depreciation and impairment losses at Q2, 2021, Q2, 2020, 2020	112	108	4%	230
Carrying amount of Q2, 2021, Q2, 2020, 2020	321	440	-27%	432

4 Fixed asset investments

Amounts in DKK ('000)	Q2, 2021	Q2, 2020	% change	2020
<i>Rent deposit and other receivables</i>				
Cost at 1 April 2021 / 2020	171	167	2%	167
Additions	0	0	-	4
Cost at Q2 2021, Q2 2020, 2020	171	167	2%	171
Carrying amount of Q2, 2021, Q2, 2020, 2020	171	167	2%	171

Notes to the financial statements (continued)

5 Equity

<i>Amounts in DKK</i>	Q2, 2021	Q2, 2020	% change	2020
Share capital	3,125,426	3,034,347	3%	3,034,347
Retained profit	28,187,816	39,179,864	-28%	39,179,864
Equity at beginning of period	31,313,242	42,214,211	-26%	42,214,211
Capital increase (share capital)	44,657	91,079	-51%	91,079
Capital increase (retained profit)	2,730,868	7,743,990	-65%	7,743,990
Proposed distribution of loss to retained profit	-9,320,788	-10,544,651	-12%	-18,736,038
Equity end of period	24,767,979	39,504,629	-37%	31,313,242

The Company's share capital consists of 3.125.426 shares of nominal 1 DKK.

The Company has 2.585 treasury shares of nominal 1 DKK, which equals 0,1% of the total share capital.

Under a resolution passed by the General Meeting, the Company may acquire treasury shares up to 10% of the share capital. Treasury shares are acquired for purposes of incentive programs for consultants and employees of the company

6 Contingencies

The Company has entered into an agreement for office rent with a notice of termination period of 20 months. There is a liability of DKK ('000) 1,070.

7 Other external expenses

<i>Amounts in % of total expenses</i>	Q2, 2021	Q2, 2020	% change	2020
R&D expenses (incl. staff) in % of total expenses	19.59%	22.65%	-14%	24.24%
Sales expenses (incl. staff) in % of total expenses	57.05%	57.35%	-1%	59.16%

Active management & board warrant programs (as of 30 June 2021)

2015 warrant program

Management warrants (#, % of total)	Warrants allocated	Warrants exercised	Warrants expired	Warrants out-standing (vested)	Warrants out-standing (total)
Jakob Knudsen (CEO)	54,925 (100%)	20,852 (38%)	5,084 (9%)	28,989 (53%)	28,989 (53%)
Jesper-Eugen-Olsen (CSO)	54,925 (100%)	8,453 (15%)	6,276 (11%)	40,196 (73%)	40,196 (73%)
May Britt Dyvelkov (VP Accounting)	10,985 (100%)	3,451 (31%)	1,016 (9%)	6,518 (59%)	6,518 (59%)
Board warrants (#, % of total)	Warrants allocated	Warrants exercised	Warrants expired	Warrants out-standing (vested)	Warrants out-standing (total)
Lars Kongsbak (Chairman)	43,940 (100%)	3,500 (8%)	4,068 (9%)	36,372 (83%)	36,372 (83%)
Jørgen Thorball (Board member)	21,970 (100%)	5,286 (24%)	3,051 (18%)	13,633 (62%)	13,633 (62%)
Bernd Uder (Resigned BM)	21,970 (100%)	0 (0%)	3,051 (14%)	18,919 (86%)	18,919 (86%)

Program details

- Strike price at 32.71, 49.16 and 68.27 DKK (one third of warrants each)
- 10% annual price increase from award date
- Expiry five calendar years (excl. vesting year) from vesting date

Note: Numbers may not add up due to rounding

2019 warrant program

Management warrants (#, % of total)	Warrants allocated	Warrants exercised	Warrants expired	Warrants out-standing (vested)	Warrants out-standing (total)
Jakob Knudsen (CEO)	56,439 (100%)	2,822 (5%)	0 (0%)	16,931 (30%)	53,617 (95%)
Mark da Silva (CFO)	34,592 (100%)	1,730 (5%)	0 (0%)	10,377 (30%)	32,862 (95%)
Thomas Krarup (VP S&M)	20,209 (100%)	6,061 (30%)	0 (0%)	1,012 (5%)	14,148 (70%)
Jesper Eugen-Olsen (CSO)	8,084 (100%)	2,425 (30%)	0 (0%)	404 (5%)	5,659 (70%)

Program details

- Strike price at 35 DKK
- 12% annual price increase from vesting date
- Expiry five years from vesting date

Shareholdings of the board and management

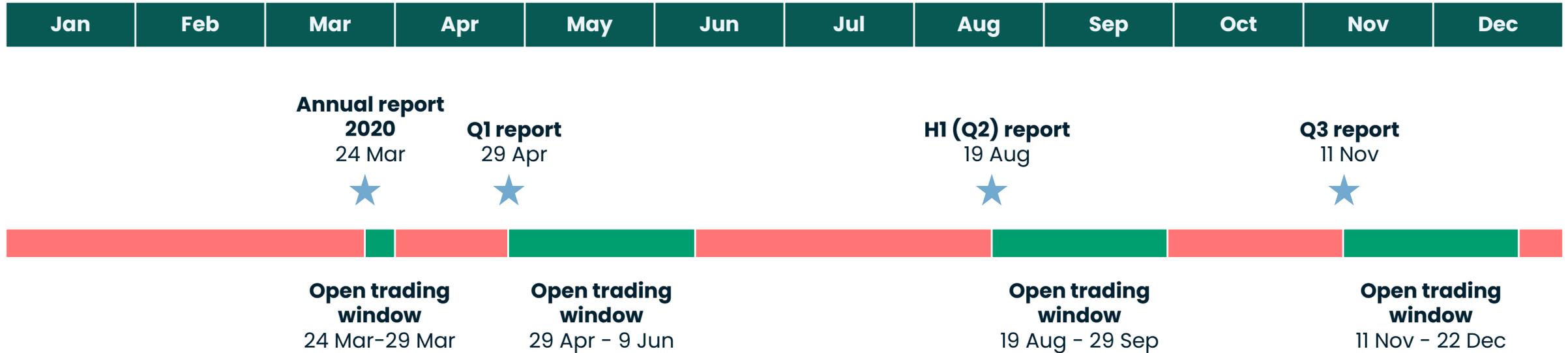
Management (role)	Executive Management (registered with the Danish Business Authority)	Management	PDMR*	Shares (#, end of Q2, 2021)	Shares (#, end of Q1, 2021)	Shares (#, end of last year)
Jakob Knudsen (CEO)	Yes	Yes	Yes	27,505	9,775	9,775
Mark da Silva (CFO)	No	Yes	Yes	1,334	-	-
Thomas Krarup (VP Sales & Marketing)	No	Yes	Yes	9,017	4,977	4,977
Jesper Eugen-Olsen (CSO)	No	Yes	No	151,593	147,685	147,685

Board (role)	PDMR*	Shares (#, end of Q2, 2021)	Shares (#, end of Q1, 2021)	Shares (#, end of last year)
Lars Kongsbak (Chairman)	Yes	6,968	6,968	6,968
Lars Krogsgaard (Board member)	Yes	325,965	325,965	325,965
Jørgen Thorball (Board member)	Yes	5,286	10,204	10,204
Henrik Stender (Board member)	Yes	-	-	-

* Person Discharging Managerial Responsibilities (permanent insider with access to all information)

Trading windows for persons discharging managerial responsibilities

2021



Trading windows for PDMRs*

- **Closed periods:** In accordance with MAR, ViroGates has a closed period of 30 days before the announcement of an interim financial report or a year-end report
- **Open periods:** ViroGates has an open period of six weeks after the announcement of an interim financial report or a year-end report (if an open period of a previous report overlaps a closed period of an upcoming report, the closed period applies)

* Person Discharging Managerial Responsibilities (permanent insider with access to all information – PDMRs can only trade shares during open trading windows given no insider information at the time of trading)

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Statement by the Board of Directors and Executive Management

Statement

Today, the Board of Directors and the Executive Management have discussed and approved the Annual Report of ViroGates A/S for the first half year of 2021 (1 January – 30 June 2021).

The Half-Year Report has been created in accordance with IAS 34, Interim Financial Reporting as approved by the EU and additional disclosure requirements for companies listed on NASDAQ First North Denmark.

In our opinion, the financial statements give a true and fair view of the company's financial position at 30 June 2021 and of the results of the company's operations and cash flows for the financial period 1 January – 30 June 2021.

The management's review includes in our opinion a fair presentation of the matters dealt with in the report.

The Half-Year Report is unaudited.

Birkerød, 19 August 2021

Executive Management



Jakob Ole Knudsen
CEO

Board of Directors



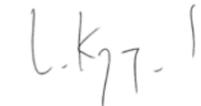
Lars Kongsbak
Chairman



Henrik Stender



Jørgen Axel Thorball



Lars Krogsgaard