

Half-Year Report, H1 2022

August 2022



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 18 august 2022, the Board of Directors has accepted the Half-Year Report for the first half year of 2022 (the period 1 January – 30 June 2022) for ViroGates A/S.

The Half-Year Report is unaudited.

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Revenue increased by 62% in H1, 2022, compared to H1, 2021, driven by new customers and continued recurring use by existing customers

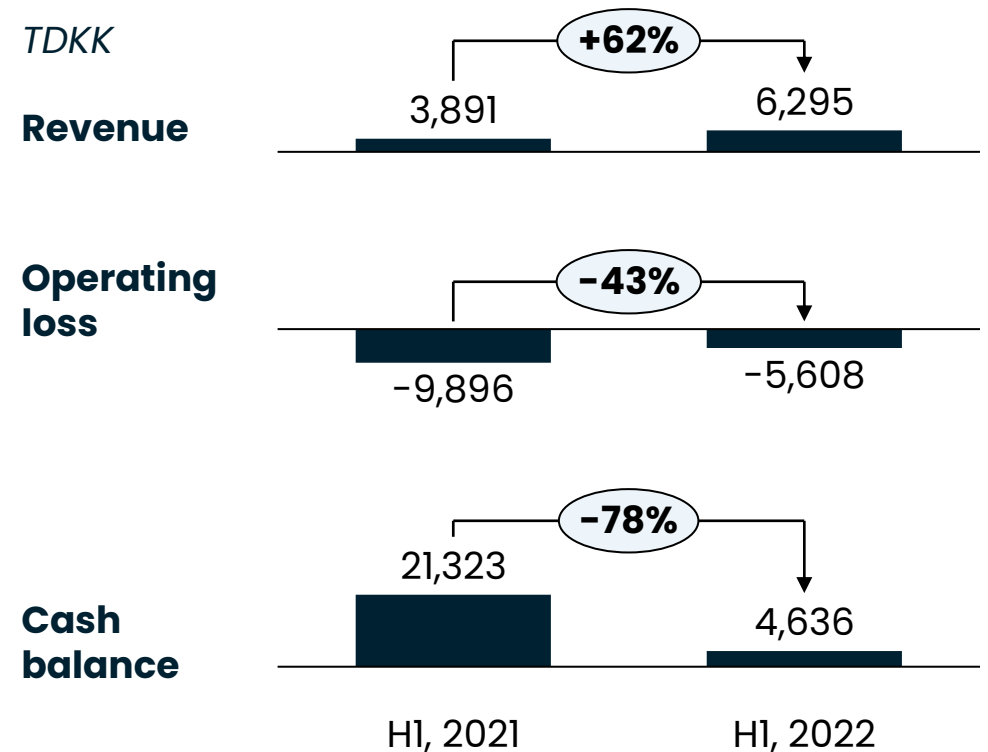
Financial results in H1, 2022

(H1, 2021 results in brackets)

- Revenue increased by 62% to TDKK 6,295 (TDKK 3,891)
- Operating expenses decreased by 14% to TDKK -11,902 (TDKK -13,787)
- Operating loss decreased by -43% to TDKK -5,608 (TDKK -9,896)
- Net loss decreased by -47% to TDKK -4,894 (TDKK -9,321)
- Cash and cash equivalents at the end of the period amounted to TDKK 4,636 (TDKK 21,323)

“In the first half year of 2022, we continued growing revenue by 62% compared to last year while maintaining healthy gross profit margins. The growth is a result of the increasing adoption of suPARnostic® on hospitals across Europe – both in emergency departments and COVID-19 departments. We maintain a financial guidance of 10 to 13 DKKm in full-year revenue with an expected full-year EBIT of -11 to -14 DKKm. We still expect to become cash flow positive during 2024.”

Mark Christian Hvidberg da Silva, CFO



Note: Cash and cash equivalents excluding capital injection from July 2022 rights issue.

In H1, ViroGates welcomed new customers, achieved CE-IVD accreditation of its finger-prick blood-testing product and announced a rights issue

Business highlights in H1, 2022

- Grew the total number of clinical routine customers from 33 to 39 including first new routine customers in Portugal
- Announced new members of its non-executive board
- Revamped its disclosure policy to focus on only disclosing major new customers and providing aggregated numbers of routine customers in its quarterly reports
- Provided new financial guidance for 2022 and 2023
- Achieved CE-IVD accreditation of the finger-prick blood-testing product, suPARnostic® POC+
- Announced and executed a rights issue
- Announced a debt financing proposal from Vækstfonden

Events after the reporting period

- ViroGates announced the outcome of the rights issue in the company announcement 18 on 8 July 2022, raising approximately DKK 9.5 million before deduction of costs related to the issue. All subsequent rights issue processes have been finalized.

39

**total clinical routine
customers in H1**

"We are delighted to experience the increased interest in suPARnostic® for decision making in clinical routine and from researchers all over the world. The first half of 2022 has shown satisfactory revenue growth compared to last year, but we remain aware of the COVID-19 pandemic's uncertain impact on our business in the second half of the year."

Jakob Knudsen, CEO

The full year financial guidance for 2022 is maintained at 10 to 13 DKKm in revenue – EBIT is expected to be between -11 and -14 DKKm

Full year outlook, 2022

- The revenue has been increasing consistently since last year – ViroGates expects more clinical routine customers in 2022 that will drive revenue up in the long term. However, a certain ramp-up time is needed, and new customers may not have a large impact on full-year 2022 revenue.
- ViroGates has onboarded several clinical routine customers using suPARnostic® exclusively for COVID-19 patient triaging. ViroGates' 2022 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, but is reflected in the full-year financial guidance.

Full year financial guidance, 2022

10 to 13 DKKm

revenue in 2022

-11 to -14 DKKm

EBIT in 2022

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Financial highlights

Key figures and ratios

<i>DKK ('000) unless otherwise stated</i>		H1, 2022	H1, 2021	% change	2021
INCOME STATEMENT	Net revenue	6,295	3,891	62%	7,656
	Gross profit/loss	4,819	3,031	59%	5,787
	Operating profit/loss	-5,608	-9,896	-43%	-18,790
	Financial income and expenses, net	-16	-84	-81%	-175
	Profit/loss for the period before tax	-5,624	-9,981	-44%	-18,965
	Profit/loss for the period	-4,894	-9,321	-47%	-17,663
BALANCE SHEET	Assets	13,167	27,958	-53%	20,229
	Equity	11,533	24,768	-53%	16,426
	Liabilities	1,634	3,190	-46%	3,803
CASH FLOW STATEMENT	Cash flows from operating activities	-10,223	-14,977	-32%	-21,437
	Cash flows from investment activities	0	0	-	-4
	Cash flows from financing activities	0	2,776	-	2,776
	Investment in tangible fixed assets	0	0	-	0
	Total cash flows	-10,223	-12,201	-16%	-18,666

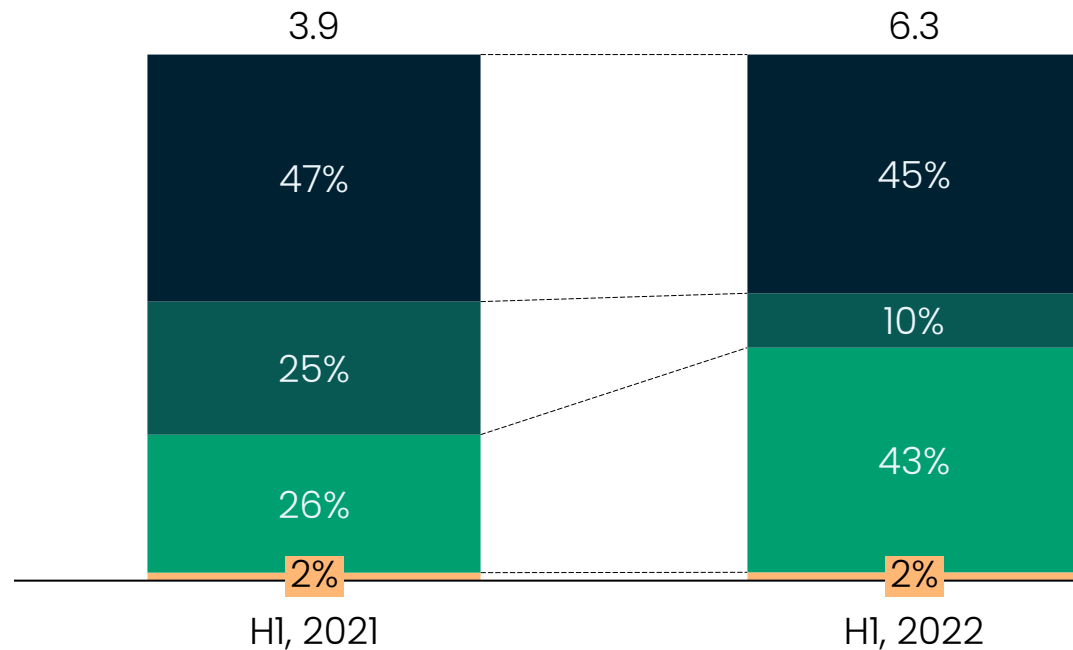
<i>DKK unless otherwise stated</i>	H1, 2022	H1, 2021	% change	2021
Rate of return (%)	-87,22	-336.9	-74%	-658.2
Market share price, end of period	49.0	161.0	-70%	144.0
Equity ratio (%)	88%	89%	-1%	81%
Employees, end of period (#)	12	14	-14%	14

Financial highlights (continued)

Revenue by product

DKKm, % of total

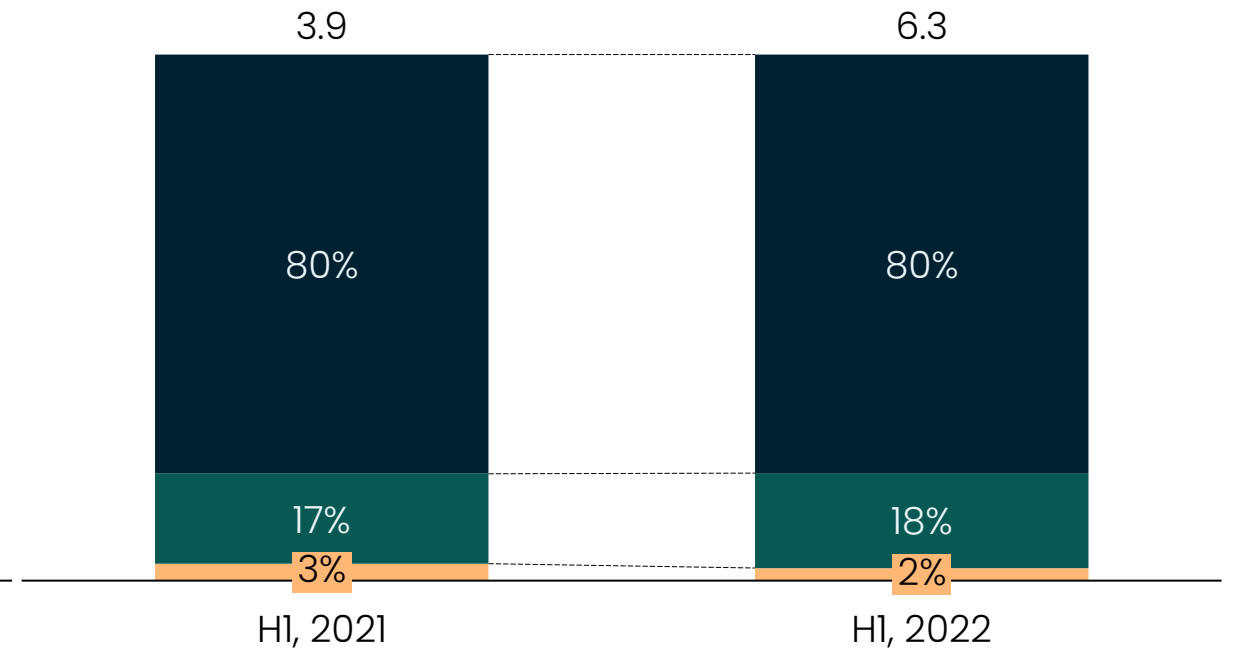
- TurbiLatex
- ELISA
- Quick Triage
- Other



Revenue by geographic area

DKKm, % of total

- Europe
- North America
- Other regions



Note: The revenue from the agreement with DIESSE makes up ~10% of the total and is included under the ELISA product in H1, 2022, but can be considered clinical routine revenue.

In H1, ViroGates welcomed new customers, achieved CE-IVD accreditation of suPARnostic® POC+ and announced a rights issue



New customers

ViroGates continued to onboard new customers in Q2, 2022, with a total of 39 routine clinical hospital customers in Europe.

The recurring revenue from existing customers continued on a positive trend.

In addition, an increasing interest in suPAR from research groups at a global level had a positive effect on the H1 financials.

CE-IVD accreditation of suPARnostic® POC+

ViroGates achieved CE-IVD accreditation of its suPARnostic® POC+ product during Q2. The product satisfactorily measures the suPAR level in humans in approximately 20 minutes. The product will be made available for existing customer segments in the beginning of 2023.

The product development has been part of the Innobooster grant from Innovation Fund Denmark, and further handling studies will be done as part of the program before a full commercial rollout.

Satisfactory rights issue outcome

ViroGates announced and executed a rights issue during June and July 2022. ViroGates raised approximately DKK 9.5 million before deduction of costs related to the issue, which corresponded to the minimum offering. The result is considered to be acceptable given the current financial market conditions.

The minimum offering will allow ViroGates to prolong the runway while initiating reimbursement activities in a few European markets and initiating required analytical laboratory work required for subsequent clinical work to enable submission of application(s) to the FDA in the United States.

Approaching the end of EU Horizon

Since 2020, ViroGates has participated in the EU Horizon program focused on the COVID-19 pandemic. The EU program will end in July 2022. During the program, ViroGates has conducted critical research within COVID-19 in the ESCAPE trial. The learnings from the trial subsequently led to the SAVE-MORE study and the EMA approval of suPAR-guided anakinra treatment.

As part of the program, ViroGates has reached satisfactory results in producing its turbidimetric product, suPARnostic® TurbiLatex, in Poland, which will likely allow the company to have two suppliers in the future. The product is currently produced in Japan.

ViroGates maintains financial guidance for 2022 and 2023

Ongoing COVID-19 uncertainty

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

The net effect of the COVID-19 outbreak remains uncertain for 2022, but is reflected in the full-year financial guidance.

Continued 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, 2022 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 2022, but also a financial risk if the efforts are unsuccessful.

New financial guidance

In June, 2022, ViroGates announced financial guidance for 2022 and 2023 with full-year revenue expected between DKK 10 and 13 million in 2022, and between DKK 17 and 21 million in 2023. In addition, ViroGates expects to become cash flow positive during 2024. ViroGates maintains the financial guidance.

In addition, ViroGates issues financial guidance on full-year EBIT expected at DKK -11 to -14 million in 2022.

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Income Statement

PROFIT & LOSS								
<i>Amounts in DKK ('000)</i>	<i>Note</i>	<i>Q2, 2022</i>	<i>Q2, 2021</i>	<i>% change</i>	<i>H1, 2022</i>	<i>H1, 2021</i>	<i>% change</i>	<i>2021</i>
Net revenue		3,098	1,815	71%	6,295	3,891	62%	7,656
Cost of goods/services sold		-664	-407	63%	-1,476	-860	72%	-1,868
Gross profit		2,434	1,408	73%	4,819	3,031	59%	5,787
Sales and distribution costs	1	-2,388	-3,825	-38%	-4,810	-7,500	-36%	-13,394
Research and development costs		-1,092	-1,313	-17%	-3,291	-3,007	9%	-5,835
Administrative costs		-1,127	-1,566	-28%	-2,325	-2,420	-4%	-5,347
Operating loss		-2,173	-5,296	-59%	-5,608	-9,896	-43%	-18,790
Financial income		30	5	509%	41	11	270%	19
Financial expenses		-22	-42	-48%	-57	-96	-41%	-194
Loss before tax		-2,164	-5,333	-59%	-5,624	-9,981	-44%	-18,965
Tax on profit/loss for the period	2	236	286	-17%	730	660	11%	1,302
Loss for the period		-1,928	-5,046	-62%	-4,894	-9,321	-47%	-17,663
Proposed distribution of loss								
Retained profit		-1,928	-5,046	-62%	-4,894	-9,321	-47%	-17,663
Total		-1,928	-5,046	62%	-4,894	-9,321	-47%	-17,663

Balance Sheet

ASSETS					
<i>Amounts in DKK ('000)</i>	Note	Q2, 2022	Q2, 2021	% change	2021
Other plant, machinery, tools & equipment		110	321	-66%	215
Tangible fixed assets	3	110	321	-66%	215
Rent deposit and other receivables		176	172	2%	176
Fixed asset investments	4	176	172	2%	176
Fixed assets		286	492	-42%	391
Finished goods and goods for resale		2,491	2,099	19%	1,695
Inventories		2,491	2,099	19%	1,695
Trade receivables		2,907	1,816	60%	1,473
Other receivables		259	24	980%	32
Corporation tax receivable		2,032	1,906	7%	1,302
Prepayments and accrued income		556	297	87%	476
Receivables		5,754	4,043	42%	3,284
Cash and cash equivalents		4,636	21,323	-78%	14,859
Current assets		12,881	27,465	-53%	19,838
Assets		13,167	27,958	-53%	20,229

EQUITY AND LIABILITIES					
<i>Amounts in DKK ('000)</i>	Note	Q2, 2022	Q2, 2021	% change	2021
Share capital		3,170	3,170	0%	3,170
Retained profit		8,363	21,598	-61%	13,256
Equity	5	11,533	24,768	-53%	16,426
Trade payables		310	1,484	-79%	380
Other liabilities		1,324	1,706	-22%	3,423
Current liabilities		1,634	3,190	-46%	3,803
Liabilities		1,634	3,190	-46%	3,803
Equity and liabilities		13,167	27,958	-53%	20,229
Contingencies	6				

Note: Cash and cash equivalents excluding capital injection from July 2022 rights issue.

Cash Flow Statement

CASH FLOW <i>Amounts in DKK ('000)</i>	Note	Q2, 2022	Q2, 2021	% change	H1, 2022	H1, 2021	% change	2021
Profit/loss for the period		-1,928	-5,046	-62%	-4,894	-9,321	-47%	-17,663
Reversed depreciation of the period		53	52	1%	105	112	-6%	217
Reversed tax on profit/loss for the period		-236	-286	-17%	-730	-660	11%	-56
Corporation tax received		0	0	-	0	0	-	1,246
Change in inventory		-568	-606	-6%	-796	-1,192	-33%	-788
Change in receivables		-1,163	320	-463%	-1,740	-173	906%	-1,264
Change in current liabilities (ex bank and tax)		-2,391	551	-534%	-2,168	-3,743	-42%	-3,130
Cash flows from operating activity		-6,234	-5,014	24%	-10,223	-14,977	-32%	-21,437
Purchase of tangible fixed assets		0	0	-	0	0	-	0
Purchase of financial assets		0	0	-	0	0	-	-4
Cash flows from investing activity		0	0	-	0	0	-	-4
Subscription of share capital		0	2,776	-	0	2,776	-	2,776
Cash flows from financing activity		0	2,776	-	0	2,776	-	2,776
Change in cash and cash equivalents		-6,234	-2,239	179%	-10,223	-12,201	-16%	-18,666
Cash and cash equivalents at beginning of period		10,870	23,562	-54%	14,859	33,525	-56%	33,526
Cash and cash equivalents at end of period		4,636	21,323	-78%	4,636	21,323	-78%	14,859
Specification of cash and cash equivalents at end of period:								
Cash and cash equivalents		4,636	21,323	-78%	4,636	21,323	-78%	14,859
Cash and cash equivalents, net debt		4,636	21,323	-78%	4,636	21,323	-78%	14,859

Notes to the financial statements

1 Staff costs

<i>Amounts in DKK ('000) unless otherwise stated</i>	Q2, 2022	Q2, 2021	% change	2021
Average number of employees (#)	12	14	-14%	13
Sales & Marketing	1,663	2,970	-44%	9,573
Research & Development	831	44	1789%	268
Administration	373	600	-38%	2,114
Total staff costs	2,867	3,614	-21%	11,955

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, 2022	Q2, 2021	% change	2021
Calculated tax on taxable income	236	286	-17%	1,302
Total	236	286	-17%	1,302

Notes to the financial statements (continued)

3 Tangible fixed assets

Amounts in DKK ('000)	Q2, 2022	Q2, 2021	% change	2021
<i>Other plants, machinery & equipment</i>				
Cost at 1 April 2022 / 2021	163	373	-56%	432
Additions	0	0	-	0
Disposals	0	0	-	0
Cost at Q2, 2022, Q2 2021, 2021	163	373	-56%	432
Depreciation and impairment losses at 1 April 2022 / 2021	0	0	-	0
Reversal of depreciation of assets disposed of	0	0	-	0
Depreciation for the quarter	53	52	1%	217
Depreciation and impairment losses at Q2, 2022, Q2, 2021, 2021	53	52	1%	217
Carrying amount of Q2, 2022, Q2, 2021, 2021	110	321	-66%	215

4 Fixed asset investments

Amounts in DKK ('000)	Q2, 2022	Q2, 2021	% change	2021
<i>Rent deposit and other receivables</i>				
Cost at 1 April 2022 / 2021	176	171	3%	171
Additions	0	0	-	4
Cost at Q2 2022, Q2 2021, 2021	176	171	3%	176
Carrying amount of Q2, 2022, Q2, 2021, 2021	176	171	3%	176

Notes to the financial statements (continued)

5 Equity

<i>Amounts in DKK</i>	Q2, 2022	Q2, 2021	% change	2021
Share capital	3,170,083	3,125,426	1%	3,125,426
Retained profit	10,290,013	23,913,353	-57%	28,187,816
Equity at beginning of period	13,460,096	27,038,779	-50%	31,313,242
Capital increase (share capital)	0	44,657	-%	44,657
Capital increase (retained profit)	0	2,730,868	-%	2,730,868
Proposed distribution of loss to retained profit	-1,927,510	-5,046,322	-62%	-17,662,617
Equity end of period	11,532,586	24,767,982	-53%	16,426,150

The Company's share capital consists of 3,170,083 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

Note: Share capital excluding issue of new shares in the July 2022 rights issue.

6 Contingencies

The Company has entered into an agreement for office rent with a notice of termination period of 9 months. There is a liability of DKK ('000) 462.

7 Other external expenses

<i>Amounts in % of total expenses</i>	Q2, 2022	Q2, 2021	% change	2021
R&D expenses (incl. staff) in % of total expenses	23.70%	19.71%	20%	23.74%
Sales expenses (incl. staff) in % of total expenses	51.84%	56.68%	-9%	54.50%

Active management & board warrant programs (as of 30 June 2022, including July 2022 warrant exercise/grant announced on 15 June 2022)

2015 warrant program

Management & board warrants (#, % of total)	Warrants allocated	Warrants exercised	Warrants expired	Warrants outstanding (vested)	Warrants outstanding (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%)	9,813 (18%)	17,482 (32%)	28,990 (50%)	28,990 (50%)
May Britt Dyvelkov (VP Accounting)	10,985 (100%)	3,451 (31%)	1,737 (16%)	5,797 (53%)	5,797 (53%)
Lars Kongsbak (BM)	43,940 (100%)	3,500 (8%)	17,248 (39%)	23,192 (53%)	23,192 (53%)

2019 warrant program

Management warrants (#, % of total)	Warrants allocated	Warrants exercised	Warrants expired	Warrants outstanding (vested)	Warrants outstanding (total)
Jakob Knudsen (CEO)	56,439 (100%)	13,253 (23%)	0 (0%)	22,021 (39%)	43,186 (77%)
Mark da Silva (CFO)	34,592 (100%)	5,189 (15%)	0 (0%)	16,430 (47%)	29,403 (85%)
Thomas Krarup (VP S&M)	20,209 (100%)	10,102 (50%)	0 (0%)	2,528 (13%)	10,107 (50%)
Jesper Eugen-Olsen (CSO)	8,084 (100%)	5,051 (62%)	0 (0%)	0 (0%)	3,033 (38%)

2022 warrant program

Warrants (#, % of total)	Warrants allocated	Warrants exercised	Warrants expired	Warrants outstanding (vested)	Warrants outstanding (total)
Other employees	42,500 (100%)	0 (0%)	0 (0%)	0 (0%)	42,500 (100%)
Patrik Dahlen (Chairman)	31,700 (100%)	0 (0%)	0 (0%)	0 (0%)	31,700 (100%)
Válerie Soulier (BM)	9,510 (100%)	0 (0%)	0 (0%)	0 (0%)	9,510 (100%)

2015 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

2019 & 2022 program details

- Strike price at 35 DKK (2019 program), 129 DKK (2022 program for 'other employees'), and 57.8 DKK (2022 program for the board)
- 12% annual price increase from vesting date
- Expiry five years from vesting date

Note: Numbers may not add up due to rounding. Jørgen Thorball (resigned BM) and Bernd Uder (resigned BM) still has 8,751 and 11,596 outstanding warrants in the 2015 warrant program.

Shareholdings of the board and management (as of 30 June 2022, incl. July 2022 warrant exercise and June/July 2022 rights issue subscriptions)

Management (role)	Executive Management (registered with the Danish Business Authority)	Management	PDMR*	Shares (#, end of Q2, 2022)**	Shares (#, end of Q1, 2022)	Shares (#, end of last year)
Jakob Knudsen (CEO)	Yes	Yes	Yes	44,781	27,505	27,505
Mark da Silva (CFO)	No	Yes	Yes	4,329	1,334	1,334
Thomas Krarup (VP Sales & Marketing)	No	Yes	Yes	8,058	4,017	4,017
Jesper Eugen-Olsen (CSO)	No	Yes	No	149,703	144,284	146,379

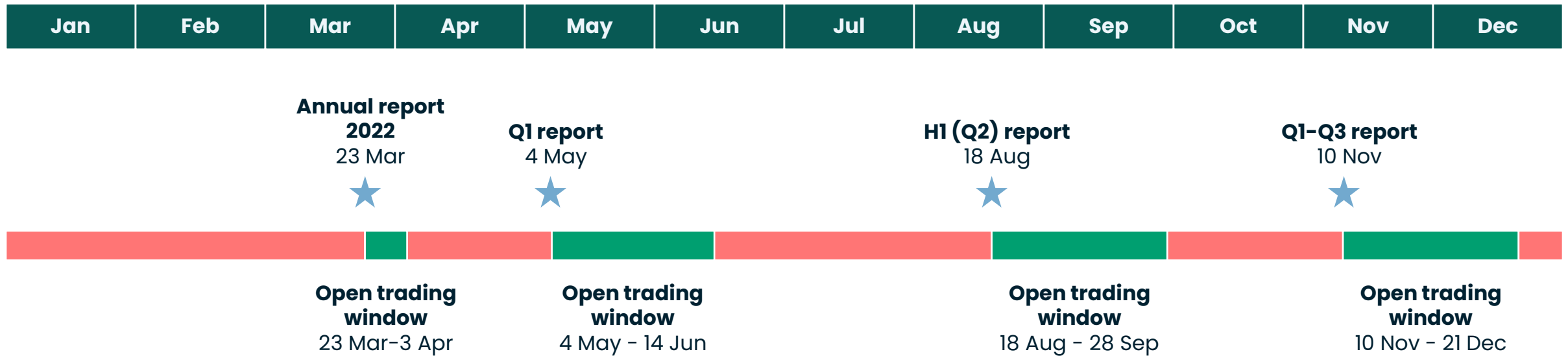
Board (role)	PDMR*	Shares (#, end of Q2, 2022)**	Shares (#, end of Q1, 2022)	Shares (#, end of last year)
Patrik Dahlen (Chairman)	Yes	0	0	0
Lars Kongsbak (Board member)	Yes	6,968	6,968	6,968
Lars Krogsgaard (Board member)	Yes	325,965	325,965	325,965
V�alerie Soulier (Board member)	Yes	0	0	0

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

** As of 30 June 2022, incl. 7 July 2022 warrant exercise and June/July 2022 rights issue subscriptions

Trading windows for persons discharging managerial responsibilities

2022



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)
 Note: The Board approved an extraordinary trading window in connection with the rights issue and warrant exercise in June/July 2022.

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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 2022 (1 January – 30 June 2022).

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 2022 and of the results of the company's operations and cash flows for the financial period 1 January – 30 June 2022.

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, 18 august 2022

Executive Management



Jakob Ole Knudsen
CEO

Board of Directors




Patrik Dahlen
(Chairman)



Valérie Soulier



Lars Kongsbak



Lars Krogsgaard