Accelerating proteomics together

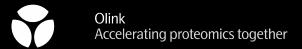
# **Olink Proteomics**

Vision Enable understanding of real-time human biology

Mission Accelerate proteomics together

...

First Quarter 2022 Financial Results May 12, 2022

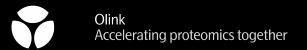


### Disclaimer

This presentation may contain certain forward-looking statements and opinions. Forward-looking statements are statements that do not relate to historical facts and events and such statements and opinions pertaining to the future that, for example, contain wording such as "may," "might," "will," "could," "would," "should," "expect," "intend," "plan," "objective," "anticipate," "believe," "estimate," "predict," "potential," "continue," "ongoing," or the negative of these terms, or other comparable terminology intended to identify statements about the future. Forward-looking statements contained in this presentation include, but are not limited to, statements about: our addressable market, market growth, future revenue, key performance indicators, expenses, capital requirements and our needs for additional financing, our commercial launch plans, our strategic plans for our business and products, market acceptance of our products, our competitive position and developments and projections relating to our competitors, domestic and foreign regulatory approvals, third-party manufacturers and suppliers, our intellectual property, the potential effects of government regulation and local, regional and national and international economic conditions and events affecting our business. We cannot assure that the forward-looking statements in this presentation will prove to be accurate. Furthermore, if our forward-looking statements prove to be inaccurate, the inaccuracy may be material. These statements involve known and unknown risks, uncertainties and other important factors that may cause our actual results, levels of activity, performance or achievements to be materially different from the information expressed or implied by these forward-looking statements.

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This presentation contains estimates, projections and other information concerning our industry, our business, and the markets for our products and services. Information that is based on estimates, forecasts, projections, market research or similar methodologies is inherently subject to uncertainties, and actual events or circumstances may differ materially from events and circumstances that are assumed in this information. Unless otherwise expressly stated, we obtained this industry, business, market and other data from our own internal estimates and research as well as from reports, research surveys, studies and similar data prepared by market research firms and other third parties, industry, medical and general publications, government data and similar sources. While we believe our internal company research as to such matters is reliable and the market definitions are appropriate, neither such research nor these definitions have been verified by any independent source.



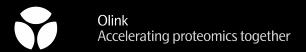
### Summary

### **Executive summary**

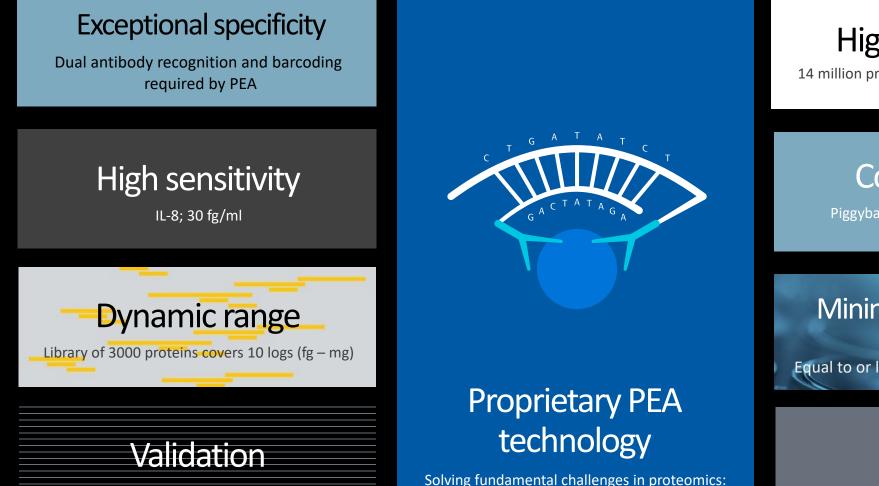
- 66% year over year revenue growth in 1Q 2022 led by rapid expansion in high-plex
- Market validation of reagent kit strategy Explore, Target, and Focus
- Superior disruptive proprietary technology
- Exceptional go-to market strategy
- Very strong commercial execution
- Transparent stable business model, easy to work with
- Served 815 customers, with a global footprint
- 416 -> 465 FTEs in 1Q 2022 (163 in commercial team)

### Looking ahead

- \$35B TAM
- Continued strong growth, aim for #1 market share in the emerging field of proteomics
- Establish NPX as the gold standard in proteomics
- Agnostic to NGS and qPCR platforms
- Library expansion: 4.5k to 6k and beyond
- Unlocking the mid-plex market with Signature and FlexPlex
- Continue to drive PEA in clinical decision making
- Continue to scale up the organization to accelerate growth



# Uniquely addressed all challenges in proteomics – highest data quality



### Strict, comprehensive validation of each target

fundamental challenges in proteomics: Quality, throughput and cost

# High-throughput

14 million protein measurements/week/system

### Cost efficient

Piggyback on cost evolution in NGS

# Minimal sample volume

Equal to or less than 1 uL of sample required

### Scalability

Offering discovery to Dx on one technology platform Olink Accelerating proteomics together

# Break-through science in high-impact peer reviewed literature

29March 2021 Accepted: 5April 2 FEATURED ARTICLE

### Large-scale plasma proteomic profiling identifies a high-performance biomarker panel for Alzheimer's disease screening and staging

Bonnie W.Y. Wong<sup>1</sup> | Andrew Kin Y. Mok<sup>1,289</sup> | John Hardy Nancy Y. Ip<sup>1,2,3</sup> ()

booking of Brain Science n Cognition and Brain Dioasse Institute, Shera i FongChow Research Centre for Prevendo Hang Kong, China

Alzheimer's & Dementia

### Proteomics-Enabled Deep Learning Machine Algorithms Can Enhance Prediction of Mortality

r. MD."" Karl-Patrik Esesoia. MD."" Earl-Phili Andrea Barngetti, PuD,<sup>15</sup> Nora Klöting, Du.,<sup>64</sup> Uta Ceglarek, Du.,<sup>9</sup> Matthia: Alberico L. Catapano, PuD,<sup>16</sup> Holger Thiele, MD,<sup>1</sup> Philipp Luzz, MD, PuD<sup>1</sup>

### ABSTRACT RACKOROLIND INTO

OBJECTIVES This study compared proteomics-enable of ethods for all-cause mortality in cohorts of patients with cardiov scular risk factors in the LIFE-Hea followed by validation in the PLIC (Progressione della Lesione Intimale Carotidea) study.

METHODS Using the OLINK Catelioussular II panel, 92 proteins were measured in a cohort of 1,998 individual the LIFE-Heart Study (derivation) and 772 subjects from the PLIC othert (external validation). We constructed p dirical risk appear (Systemic Coronary Risk Evaluation, Framingh Courregression models RESULTS All-cause ian follow-up of 10 and 11 years, respe

### m Kisk Score achieved areas under the curve (AUCs) of 0.64 (55) regression AUCs of 0.65 (95% CI 0.57-0.73) and 0.67 (96% CI Cel Reports 1956 Ct: 0.51-0.59 and 0.85 (95% Ct: 0.57-0.73), the X680ost classifier (95% Ct: 0.36-0.95), the X680ost survival estimator AUCs of 0.131 (92% C the neural network AUCs of 0.87 (95% Ct: 0.83-0.91) and 0.94 (95% Ct Medicine

100 No 10 Plasma prote

time

Death proteins ۹ ۱ 🖲

Survival protein

Systemic response

CD8" T & NK cells

Tissue damage

16% of COVID-19 patients display an atypic

Lung monocyte/macrophages drive T cell a

Filbin et al., 2021, Cell Reports Medicine 2 May 18, 2021 © 2021 The Authors.

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Death of virus-infected lung ep

proteomic responses

severe disease

monocytes

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Longitudinal proteomic analysis of severe COVID-19 reveals survival-associated signatures, tissuespecific cell death, and cell-cell interactions

exha

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Author

esonalized medicine requires individualized Risk Eva and optimized risk stratification, which might be enhanced by proteomic analysis (1,2). characte littorial risk scores like the Systemic Coronary as risk f Graphical abstract

CONCLUSIONS ML-driven multiprotein risk models out

prediction of all-cause mortality in patients at increased cardiovascular ID 2021 by the American College of Cardiology Foundation.

Article

metabolism R Oheck for updates Genomic and drug target evaluation of 90

### cardiovascular proteins in 30,931 individuals Lung d

123.66, Stefan Gustafsson<sup>14,66</sup>, Qin Wang<sup>3,5,6,66</sup>, Daniel Hvidberg Hansen<sup>0,13</sup> Åsa K. Hedman<sup>118</sup>, Andrew Schork<sup>1,03</sup>, Karen Page<sup>111</sup>, Daria V. Zhernakova<sup>112</sup>, Yang Wu<sup>() 113</sup> And Re realmain ", Andrew Schok ", Karen Fage , Dania V. Literhakova", rang Yuo James Peters<sup>24,12,15</sup>, Niclas Eriksson<sup>2,10</sup>, Srah E. Bergen<sup>18</sup>, Thibaud S. Boutin<sup>3</sup>, Andrew D. Bretherick<sup>0,10</sup>, Stefan Enroth<sup>0,130</sup>, Anette Kainapenkis<sup>12,12</sup>, Jesper R. Gádin<sup>11</sup>, Bianca E, Suur<sup>1,23</sup>, Yan Chen<sup>1,3</sup>, Liubica Matic<sup>1,23</sup>, Jeremy D, Gale<sup>1,24</sup>, Julie Lee<sup>(),11</sup>, Weldong Zhang<sup>1,2</sup> Amira Quaz<sup>10</sup>, Mika Ala-Korego <sup>3,1,40</sup>, Seung Hoan Cho<sup>1,27</sup>, Annique Claringbould<sup>3,10</sup>, John Danesh<sup>1,14,13,12,13,13</sup>, George Davey Smith<sup>0,137</sup>, Federico de Mas<sup>10</sup>, Sölve Elmstähl<sup>1,13</sup>, Gunnar Engström<sup>1,28</sup>, Eric Fauman<sup>0,134</sup>, Celine Fernandez<sup>0,130</sup>, Lude Franke<sup>0,137</sup>, Paul W. Franks<sup>0,13</sup> Vilmantas Giedraitis Q136, Chris Halev Q199, Anders Hamsten 13, Andres Ingason 19, Åsa Johansson Q126 Pleter K. Joshi<sup>1,0</sup>, Lars Lind<sup>1,0</sup>, Cecilia M. Lindgren<sup>1,20840</sup>, Steven Lubitz<sup>(0,12,4)</sup>, Tom Palmer<sup>(0,4,4)</sup>, Erin Macdonald-Duniog<sup>(0,12)</sup>, Martin Magnusson<sup>(0,4,4,4)</sup>, Olie Melander<sup>1,3)</sup>, Karl Michaelsson<sup>(0</sup> Andrew P. Morris<sup>1,4,4,4)</sup>, Reedik Mäg<sup>1,2</sup>, Michael W. Nagle<sup>(0,13)</sup>, Peter M. Nilsson<sup>(0,13)</sup>, Jan Nilsson 25% Marketa Sjögren<sup>1,33</sup>, Johan Sundström <sup>0,132,33</sup>, Praveen Surendran<sup>134,53,54</sup>, Urmo Vosa<sup>3,21</sup>, Thomas Werge Q<sup>3,9</sup>, Rasmus Wernersson<sup>3,7</sup>, Harm-Jan Westra Q<sup>3,12</sup>, Jian Yang<sup>3,13,55,5</sup>

Alexandra Zhernakova<sup>10</sup>, Johan Ärnlövk<sup>10</sup>, Jingyuan Hu<sup>5</sup> U<sup>53</sup>, J. Gusta Kasuda<sup>10</sup>, Jahn Fang Alexandra Zhernakova<sup>10</sup>, Johan Ärnlövk<sup>10</sup>, Jingyuan Hu<sup>5</sup> U<sup>53</sup>, J. Gusta Sheko<sup>13</sup> Caroline Hayward<sup>53</sup>, Ulf Gyllensten<sup>130</sup>, Mikael Landen<sup>518</sup>, Agneta Slegbahn<sup>160</sup>, James F. Wilsor Lars Wallentin<sup>141</sup>, Adam S. Butterworth<sup>()1415,26,29,30</sup>, Michael V. Holmes<sup>()142,63,66</sup>, Erik Ingelsson<sup>()</sup> and Anders Mälarstig

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ng in blood are derived from multiple organs approach to md consist of both actively secreted and pas-teins. Plasma proteins are frequently used as single light prime proteins in primetry and primetry a



### ORIGINAL ARTICLE

Plasma proteomics identifies leukemia inhibitory factor (LIF) as a novel predictive biomarker of immune-checkpoint blockade resistance Y. Loite<sup>14</sup>, A. Maraballa<sup>17</sup>, J. P. Guégan<sup>1</sup>, F. X. Danlos<sup>1</sup>, B. Basse<sup>1,4</sup>, N. Chapet<sup>5,4</sup>, C. Massard<sup>1</sup>, D. Planduard<sup>1</sup>, C. Rol G. Dwin<sup>1</sup>, M. Magnab<sup>1</sup>, L. Tielikas<sup>1</sup>, L. Friboulet<sup>1</sup>, F. André<sup>1,4</sup>, J. Nafla<sup>1</sup>, F. Le Learer<sup>10,10</sup>, J. C. Sorla<sup>1</sup>, A. Bessede<sup>11</sup> B.

Concer Mattice Department, INZIM URL, Gataen Facus, Unkershi Paris Salay, Vila (2016). (2004). USD-3: CCI-48, Vinemith Paris Salay, Gataer Honz, Vilayiti, Tapit Rather, "Looteng Vilayiti," Sciences year Concept, Science Solary, CM Paris-Salay, Chemp Mather, "Licensery of Carefic Installity and Decagence, LMR CH Andrego, Careford, Salay, Vilayiti, "Science, Vilayiti Decagence, Salay, CM Andrego, Careford, Salay, Vilayiti, "Science, Vilayiti Decagence, Salay, CM Andrego, Careford, Salay, Vilayiti, "Science, Careford, Salay, Caref Available coline 18 August 2021

### background: Inverse designed backers (H2) are now woldy used in stocking the down bandly time that agents. Therefore, then is a vocal and the bandly non-metators to such treatments in order to protoche potentially task and only tre-operated therapoult contents. In the walks of genomics, the study of protoches in some for understanding read-time human bolog. Thereis and enterback wolds are protocols of plasma studies, collected before the protoches and the study of protocols of plasma studies, collected before the protoches and the study of protocols of plasma studies, collected before the protoches and the study of protocols of plasma studies, collected before the protoches and the study of protocols and the study of protocols of the plasma studies. The study of protocols and the study of protocols of the studies and the study of the studies and the study of the unvival and overall survival by Cos proportional hazards models. Inselands provide an unback protocomic supported, we show that, in both discovery staction serven level of lexiential inhibitory factor (UP) is satisficated with a poor ofin inversity, corrulated with the presence of participal structures in the tumor in development of clickic alterate branch strong endowed to the reliable of the memory and suggests that tagging LT direct weights may may represent a promising accel immorphisming in condivations with CC. In the CC.

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OPEN Untargeted longitudinal analysis

prior to diagnosis

of a wellness cohort identifies

Andrew T. Magis<sup>1,111</sup>, Noa Reppaport<sup>1</sup>, Matthew P. Conomos<sup>1</sup>, Gilbert S. Omenn<sup>1,1</sup>, Jennifer C. Loveiov<sup>1</sup>, Lerov Hood<sup>1,4</sup> & Nathen D. Price<sup>1,1</sup>

Eer as early as 26.5 mont

markers of metastatic cancer years



Healthy cohor

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**BACKGROUND & AMS:** Predicial advantive cellin is peoply defined. We alse the ductarative the preclinical systemic inflummation in ulcerative colicis, using a comprehensive set of proteins. **METHODS:** We obtained primar samples biobanded from individuals who developed advantive colicit have n in the (in = 721) and matched heaking controls: (in = 1460) within a population-based screening cohort. We measured 72 proteins matched to inflummation using a periodity deteration acay. The while the inflammation using approximity ediments mays, The block of herearce of these findings was validated an incom-tion cohert of patients with alternative cables (n = 101) and heativy controls (n = 50). To assume the inflamence of generic and more than the strength of the stre

### BASIC AND TRANSLATIONAL—ALIMENTARY TRACT

Systemic Inflammation in Preclinical Ulcerative Colitis Daniel Bergemalm,<sup>1</sup> Erik Andersson,<sup>1</sup> Johan Hultdin,<sup>2</sup> Carl Eriksson,<sup>1</sup> Stephen T. Rush,<sup>3</sup>

SCIENTIFIC

REPORTS

R Chuck for updates

Rahul Kalla,<sup>4</sup> Alex T. Adams,<sup>5</sup> Åsa V. Keita,<sup>6</sup> Mauro D'Amato,<sup>7,8</sup> Fernando Gomo Jørgen Jahnsen,<sup>10,11</sup> IBD Character Consortium, Petr Ricanek,<sup>10</sup> Jack Satsangi, Dirk Repsilber,<sup>3</sup> Pontus Karling,<sup>13</sup> and Jonas Halfvarson<sup>1</sup> <sup>8</sup> Fernando Gomollor <sup>10</sup>Department of Classroomterology, *Result of Medicine and Heal Beacement*, Division of Clinical Chemistry, Lined University, J. Madulina and Heal Robot University, J. Beach, Sandon, T. Karoba, Sandon, M. Karlon, C. Bayanther of Machina and Basasa Santani China Santani China Santani and Santani Sant

### Mechanistic Insights of Empagliflozin in Nondiabetic Patients With HFrEF From the EMPA-TROPISM Study

Juan Antonio Bequena (bilinz, MD,<sup>5,5,4</sup> Carlos G. Santos Gallego, MD,<sup>5,5,4</sup> Anderly Bodrágue Ariana P. Vargas Ordgolo, MD,<sup>5,5</sup> Dorma Mancini, MD,<sup>5</sup> Samartha Santori, Peb,<sup>5</sup> Parah Andra Chiana Gamarelli, MD, Peb,<sup>5</sup> Panak Macahan, RS,<sup>5</sup> Narantha Santori, Pab,<sup>5</sup> Javiet Sanz, MD,<sup>5</sup> Valentin Patter, MD, Peb,<sup>5</sup> Xant Jasé Badimon, Ped<sup>5,5</sup>

### ABSTRACT

OBJECTNES The goal of this study was to evaluate the effect of empositivaria, in addition ment, on epicardial adipose tosus (EAT), interntitial myocardial fibrasis, and aortic stiffness in heart failure with reduced ejection faction (HFrEF).

otrangooter-2-receptor (SG.12-1) in HFEF, independent of their hypoglycemic effects. The mechanisms of the bees if SG.12-1 in HFEF have not been well defined.

ETHODS This study was a secondary analy efts of Empaglificate in saured from the cine sequences.

ESU TS femaliforis is at At the transportant is associated with signment reductions in EAT sectors (-3.4 m, 2.5 sectors (-3.4 m, 2.5 sectors (-3.4 m, 1.5 sect quege no un treated parameti reporte (6 CI); (P < 0.01)]; specifically, emp 10 mL (95% Ck -0.89 to 2.29]; P <</p> 0.00 mL [96% Cli -1.96 to 3.55], P < 0.05]. Pulaed wa prop (-0.58 cm/s [95% Cli -0.92 to -0.25] vs 0.60 cm manufilderin was associated with a similar at reduction

NCLUSIONS Empagifican significan 2) (J Am Coll Cardol HF 2021/9.578-89) (0 2021 by the Ameri

the <sup>1</sup>Athenthrombesh Research Unit, Mauri Sinai Heart, John School of Medicine at Mauri Sinai School of Medicine, New New York, USA; and the <sup>1</sup>Mauri Sinai Heart, John School of Medicine at Mauri Sinai, New York, New York, USA



Olink<sup>®</sup> Accelerating proteomics together

# Proven execution, delivering on all strategic levers

Boston

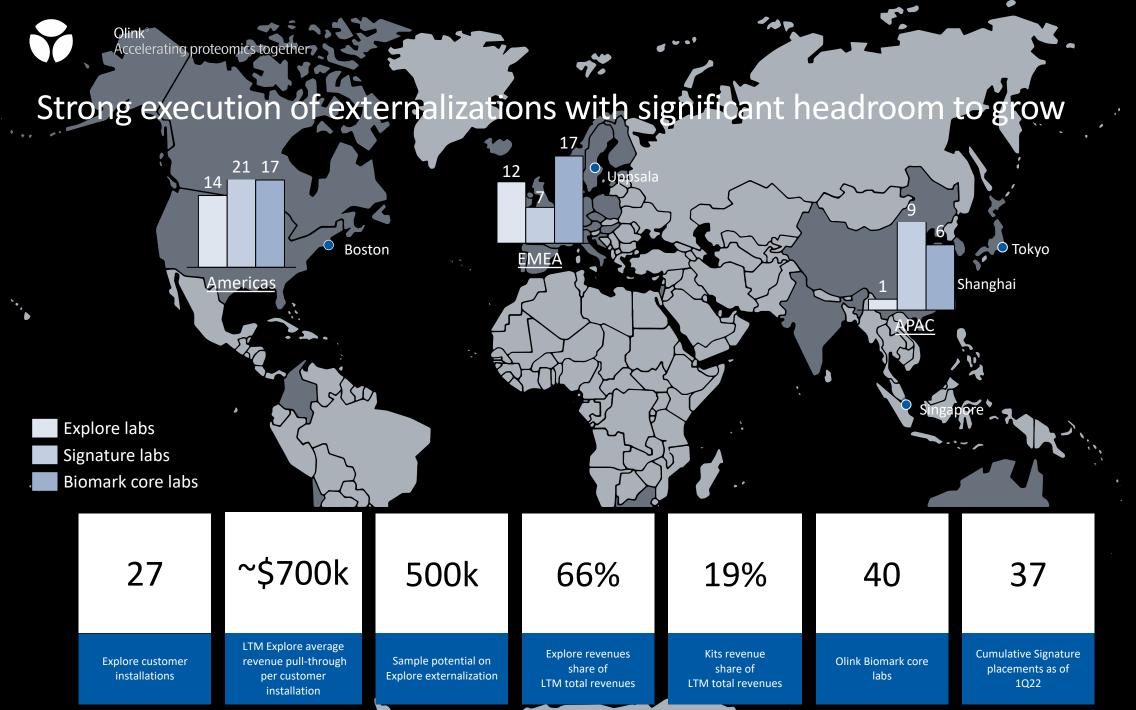
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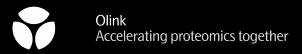
• Tokyo

Shanghai

anore

66%	Тор 20	~69%	~18%	>5k	100%	~4k
Year over year revenue growth in 1Q22 (unaudited)	Served all 20 of the largest biopharma	Explore revenues share of 1Q22 total revenues	Reagent kit share of 1Q22 total revenues	Untapped base of Illumina NGS systems addressable by Olink	Coverage of the plasma proteome using Explore 3072	Untapped base of proteomics labs addressable by Olink





# A market leader with a differentiated technology platform enabling customers from Discovery to Dx



### Proprietary PEA technology

Proximity Extension Assay (PEA) Solving fundamental challenges in proteomics



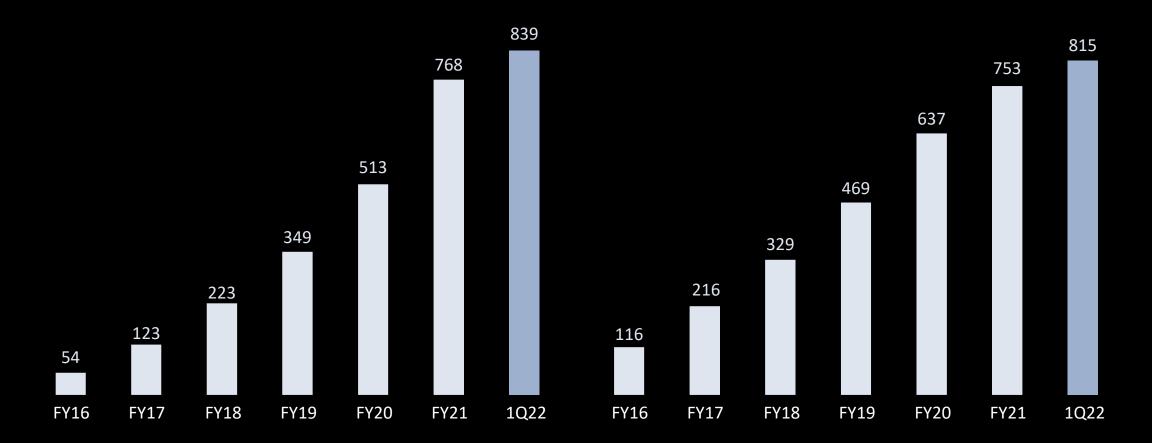
Strong commercial execution

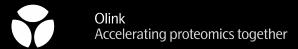
\$35bn TAM opportunity



### Actionable science driving rapid customer adoption and growth

**Evolution of publications based on PEA<sup>1</sup>** Number of publications (accumulated) **Customer account acquisition** Total number of accounts served since inception

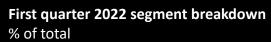


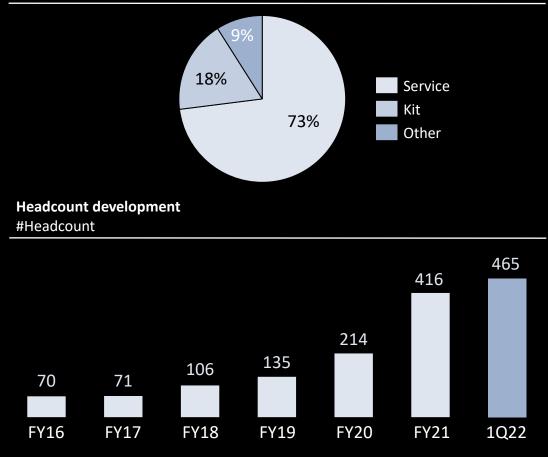


### First quarter financial results (unaudited)

**First quarter 2022 financial highlights** 

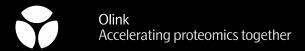
	1Q 2021	1Q 2022
Total revenue	\$ 13.6	\$ 22.7
Total EBITDA	(\$ 10.1)	(\$ 11.8)
Total adjusted EBITDA <sup>1</sup>	(\$ 3.7)	(\$ 9.1)
Gross profit (%)	63.3 %	58.7 %
Adjusted gross profit (%) <sup>2</sup>	67.6 %	62.6 %





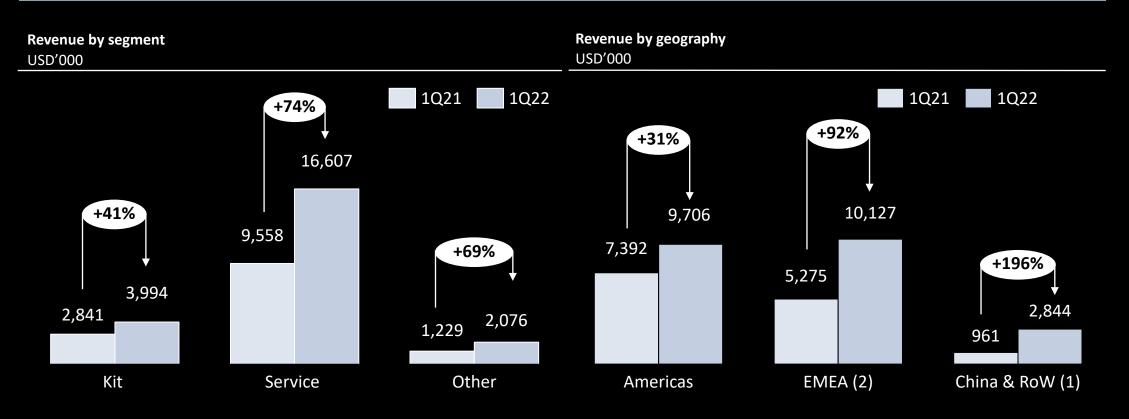
1. Adjusted EBITDA is a non-IFRS measure and defined as profit for the year before accounting for finance income, finance costs, tax, depreciation, and amortization of acquisition intangibles, further adjusted for management adjustments and share based compensation expenses. Refer to Appendix for non-IFRS reconciliation.

2. Adjusted Gross Profit is a non-IFRS measure and defined as revenue less cost of goods sold, which is then adjusted to remove the impact of depreciation and the impact of material transactions or events that we believe are not indicative of our core operating performance, such as share based compensation expenses. Refer to Appendix for non-IFRS reconciliation.

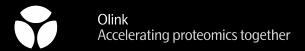


### First quarter 2022 revenue (unaudited)

*\$22.7 million in revenue for 1Q 2022, representing 66% y/y growth on a reported basis* 



Our Explore offering accounted for 69% of revenue in the first quarter of 2022, with service segment and kit segment growth 74% and 41%, respectively, year over year. Kit revenues were weighted toward Explore Kits.

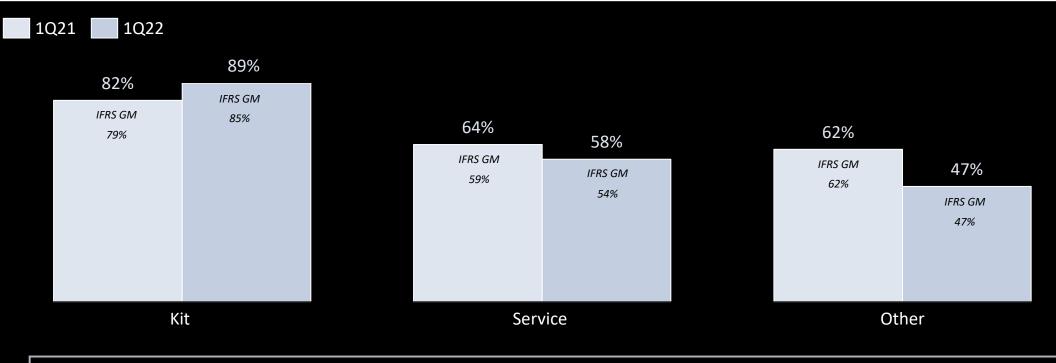


# First quarter 2022 adjusted gross profit percentage (unaudited)

\$14.2 million in adjusted gross profit for 1Q 2022, compared to \$9.2 million in 1Q 2021

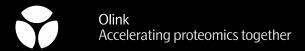
Adjusted gross profit percentage by segment<sup>1</sup>

USD'000



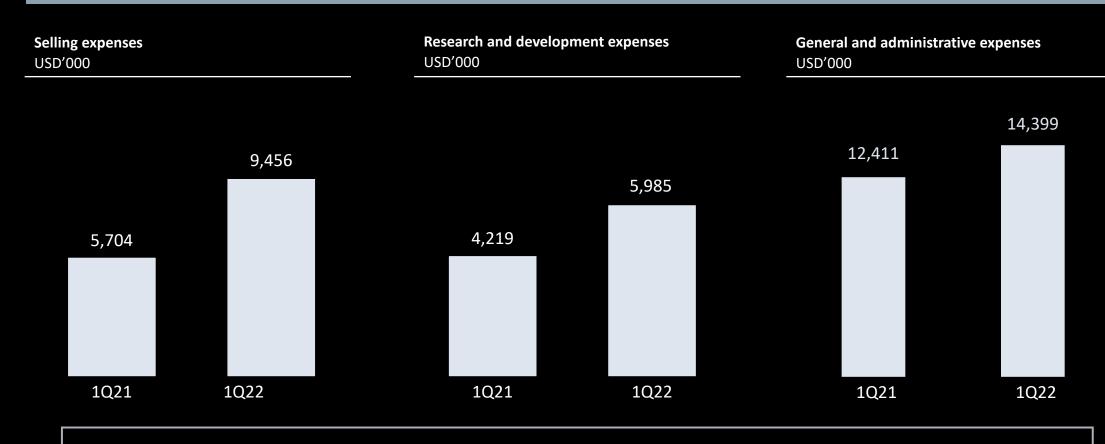
Adjusted gross profit percentage decreased to 62.6% for the first quarter, reflecting investments into our service to continue buildout of lab capacity

1. Adjusted Gross Profit is a non-IFRS measure and defined as revenue less cost of goods sold, which is then adjusted to remove the impact of depreciation and the impact of material transactions or events that we believe are not indicative of our core operating performance, such as share based compensation expenses. Refer to Appendix for non-IFRS reconciliation.

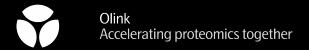


# First quarter 2022 operating expenses (unaudited)

\$29.5 million in total operating expenses for 1Q 2022, compared to \$22.4 million in 1Q 2021<sup>1</sup>



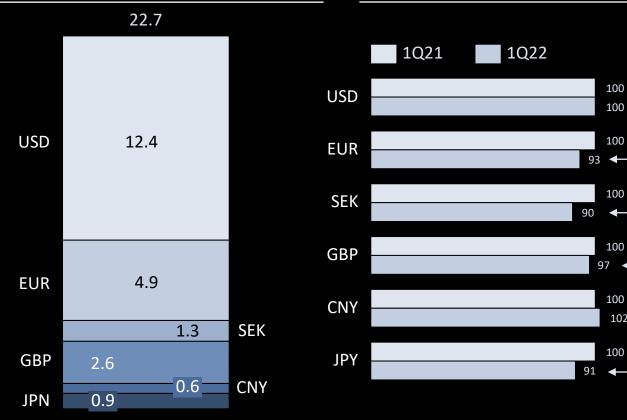
Olink is investing according to its strategic plan, hiring in the commercial and R&D teams



# Constant currency revenue growth of 72% versus reported growth of 66%

FX impact driven by strengthening of USD against the EUR, SEK, and GBP

**1Q 2022 revenues by currency** MUSD



**FX rate change 1Q22 versus 1Q21** Index rebased at 100 with 1Q21 as base year

Comments

-7%`

-10%`

-9%

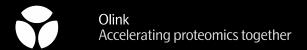
Olink generated 55% (\$12.4 million) of revenues in USD during 1Q22.

In 1Q22 we saw a strengthening of the USD against most key currencies, leading to a currency headwind compared to prior year, and against the FX rates used for internal planning.

Currency flows largely stem from business activities in the Americas, with additional USD paying customers in other regions as well.

Additional key currencies are EUR, SEK (Sweden), and GBP stemming from customer transactions in EMEA.

1Q22

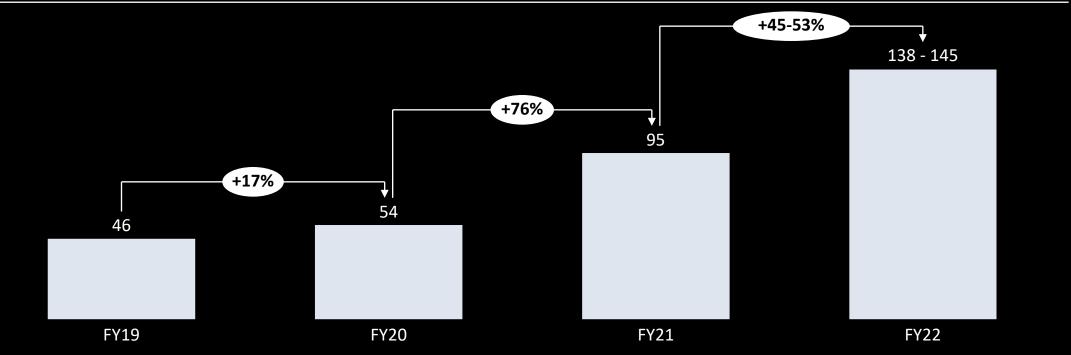


# 2022 guidance – expecting rapid growth

We expect revenue for the full year 2022 to be in the range of \$138M and \$145M, representing 45% to 53% growth over 2021.

### 2022 revenue guidance

USDM



We expect strong sustainable growth, and continued investment into our organization



### APPENDIX



# Non-IFRS reconciliation (adjusted gross profit)

(\$ in thousands)	Three months ended March 31, 2022	Three months ended March 31, 2021	
Gross profit	\$ 13,317	\$ 8,632	
Gross profit %	58.7%	63.3%	
Less:			
Depreciation charges	\$ 824	\$ 579	
Share based compensation expenses	\$ 66	-	
Adjusted gross profit	\$ 14,207	\$ 9,211	
Adjusted gross profit %	62.6%	67.6%	



# Non-IFRS reconciliation (adjusted EBITDA)

(\$ in thousands)	Three months ended March 31, 2022	Three months ended March 31, 2021		
Operating profit (loss)	\$ (16,204)	\$ (13,807)		
Add:				
Amortization	\$ 2,974	\$ 2,720		
Depreciation	\$ 1,462	\$ 943		
EBITDA	\$ (11,768)	\$ (10,144)		
Management adjustments	\$ 444	\$ 6,422		
Share based compensation expenses	\$ 2,198	-		
Adjusted EBITDA	\$ (9,126)	\$ (3,722)		

# Non-IFRS reconciliation (adjusted gross profit)

Kits revenue		Service revenue		Other revenue		
(\$ in thousands)	Three months ended March 31, 2022	Three months ended March 31, 2021	Three months ended March 31, 2022	Three months ended March 31, 2021	Three months ended March 31, 2022	Three months ended March 31, 2021
Gross profit	\$ 3,391	\$ 2,256	\$ 8,944	\$ 5,616	\$ 981	\$ 760
Gross profit %	84.9%	79.4%	53.9%	58.8%	47.3%	61.8%
Less:						
Depreciation charges	\$ 132	\$ 86	\$ 693	\$ 493	-	-
Share based compensation expenses	\$ 36	-	\$ 30	-	-	-
Adjusted gross profit	\$ 3,559	\$ 2,342	\$ 9,667	\$ 6,109	\$ 981	\$ 760
Adjusted gross profit %	89.1%	82.4%	58.2%	63.9%	47.3%	61.8%