



Q-LINEA

Presentation Q3(19)

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Q-linea in brief

Introduction to the company



- Q-linea is developing disruptive solutions for faster infectious disease diagnostics
- First product is ASTar® with a initial focus on blood stream infections and particularly sepsis
- Based in Uppsala, Sweden
- Production of instruments and consumables in Sweden
- 104 employees & consultants at end of quarter
- Goal is to present ASTar at ECCMID 2020

Lead product ASTar®



*Selected 3 years in a row
as one of Sweden's most
promising companies*



Q-linea's lead product candidate – ASTar – a modular AST system

Rapid

- Phenotypic AST results in 3 to 6 hours for blood
- Answer <45 minutes for e.g. urine

Simple to use

- Fully automated
- Up to 12 samples analyzed in parallel
- Up to 50 samples per day¹⁾

Comprehensive

- Directly from positive blood culture flasks, clinical samples or isolates
- Up to 48 antibiotics in 5-11 two-fold dilutions

ASTar offering System



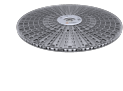
Consumables

Fully-automated High-value test

Semi-automated Isolate test



Blood, cUTI, LRTI



Isolates, UTI

Source: Company information. 1) Throughput depending on sample type

ASTar key highlights vs. competition

Disruptive AST analysis

- 1 Broadest panel coverage → Enables both **escalation & de-escalation**
Minimize need for follow-up tests required
- 2 Broad pathogen coverage → Includes both **fastidious & non-fastidious** bacteria
- 3 High throughput & Random access → **Up to 50 patient** samples / 24h
- 4 Complete solution → One system can run both:
High-value tests & **isolates** at **competitive pricing**
- 5 Small environmental footprint for consumables → **6x less than on market fully automated rapid AST system***
2x less than market leading isolate test
50x less compared to disc diffusion isolate test

Source: Company websites, Poster presentations, product samples etc. *When comparing same number of antibiotics analyzed

Key highlights third quarter

Strengthening of our commercial organization in preparation for launch

Thomas Fritz hired as Chief Commercial officer

Positive feedback on our product offering

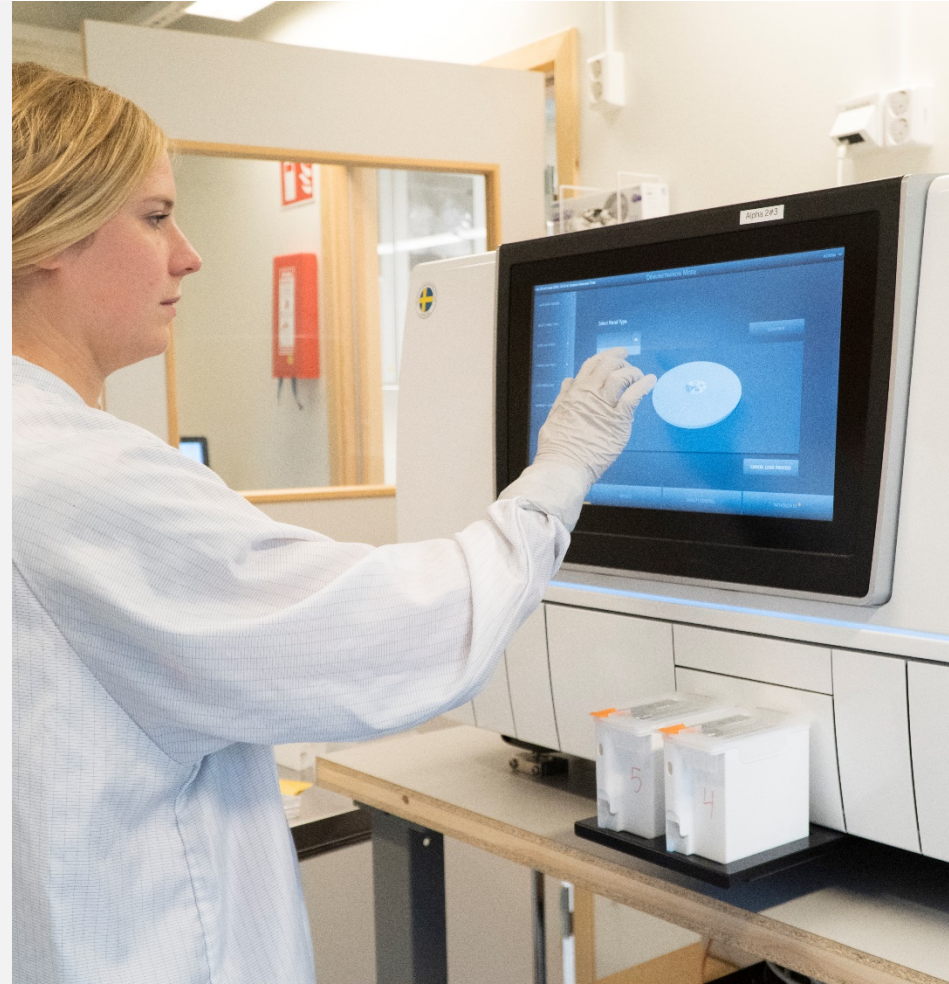
Broad panel

Broad MIC ranges

Possible to handle many sample types

Preparing for Health Economic (HEOR) Studies

Discussion with potential clinical sites & planning of study design



Source: Company information.

Key highlights third quarter

Received positive feedback from FDA on US study design

- Overall agreement on planned study design
- Q-linea can perform part of the study
- Reduced scope on specific fastidious bacteria
- New quality control analysis workflow

All isolates needed for clinical study collected

- 40% of reference MIC analysis performed

Clinical study postponed from Q1-2020 to second half of 2020

- Key 3rd party component have a higher failure rate than accepted
- Work is ongoing together with partner to solve the issue



Source: Company information.

Key highlights third quarter

Increased capacity for internal consumable production

- Optimized production workflow
- Access to new production facility in Uppsala

Several ASTar systems under thorough testing

- Internal evaluation ongoing
- Have received latest instrument generation from Sanmina
- CE mark is following schedule

Continued and deepened discussions with potential sales partners



Source: Company information.

Income statement third quarter

- Net sales in the third quarter amounted to SEK 0.03 million (0.25).
- Operating result totalled SEK -35.8 million (-29.8).
- The company reported a loss after tax of SEK -35.1 million (-29.3).
- Earnings per share amounted to SEK -1.53 (-1.98).



Source: Company information.

Figures in parentheses refer to the outcome for the corresponding period in the preceding year with respect to earnings and cash flow and to the closing balance in the preceding financial year with respect to the balance sheet.

Balance sheet at third quarter end

- Cash and cash equivalents amounted to SEK 19.2 million (354.4)
- Short-term investments in fixed-income funds 211.2 million (150.0).
- Non-current assets, listed bonds SEK 151.8 million (0).

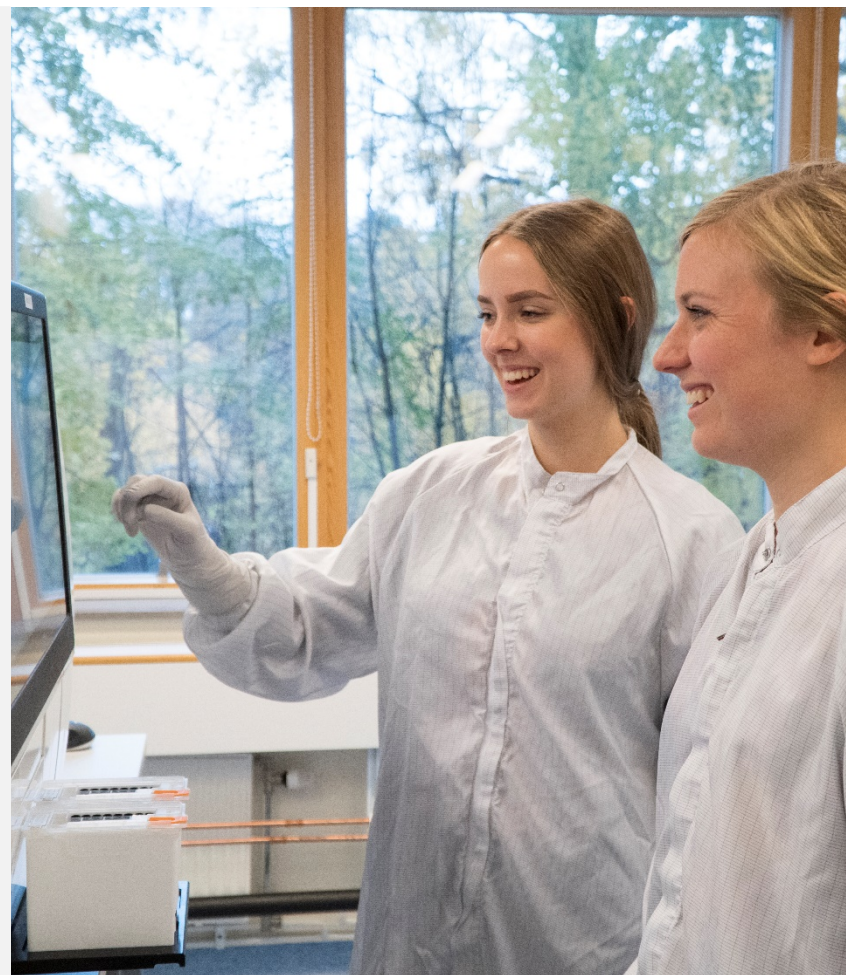


Figures in parentheses refer to the outcome for the corresponding period in the preceding year with respect to earnings and cash flow and to the closing balance in the preceding financial year with respect to the balance sheet.

Source: Company information.

Cash flow statement third quarter

- Cash flow from operating activities SEK -35.8 million (-31.2).
- Cash flow from investing activities SEK 35.7 millions (30.0).
- Cash flow from financing activities SEK -0.1 millions (-0.3).
- Increased cash outflow from operating activities mainly due to a larger operating loss.
- Cash and cash equivalents, Short term investments and listed bonds at third quarter end amounted SEK 382.3 million (504.4).



Figures in parentheses refer to the outcome for the corresponding period in the preceding year with respect to earnings and cash flow and to the closing balance in the preceding financial year with respect to the balance sheet.

Source: Company information.

Thank you

