



Q-LINEA

# Presentation Q4(18)

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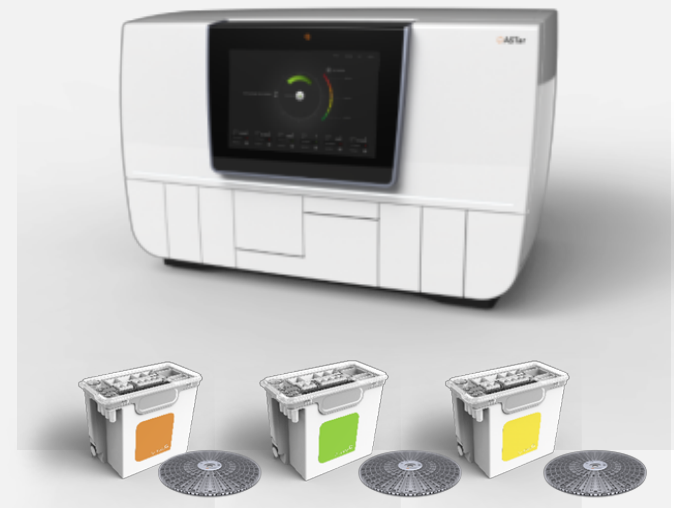


# Q-linea in brief

## Introduction to the company

- Q-linea is developing disruptive solutions for faster infectious disease diagnostics, **first product for sepsis**
- 78 employees & consultants at year end
- Successful private placement of 151.5 MSEK completed in Q2 2018
- Successful IPO on Nasdaq main market Stockholm of 550 MSEK in Q4 2018
- Current owners include Nexttobe, Öresund, the Fourth Swedish National Pension Fund and Beijer Invest

## Lead product AStar™



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



# What is Sepsis

## Sepsis

- Deadly organ dysfunction caused by a dysregulated systemic immune response caused by an infection.
- Mortality 10-20%
- Increased long-time mortality.

Incidence Sweden, annually  
Sepsis 20 000-40 000  
Septic chock >3 000

## Septic chock

- Sepsis progressed and need treatment to sustain blood pressure and lactate.
- Mortality >40%
- Increased long-time mortality.

## Sepsis is all about TIME



### TEMPERATURE

higher than normal



### INFECTION

May have signs and symptoms of infection



### MENTAL DECLINE

Confused, sleepy, difficult to rouse



### EXTREMELY ILL

"I feel like I might die" severe pain or discomfort

# Combating our time's most urgent healthcare problem - Sepsis

Sepsis is the **leading cause of death** in U.S. hospitals<sup>1)</sup>, killing **>500,000 people** yearly in the EU and US<sup>2)</sup>

Sepsis is also the **#1 hospitalization cost in the US** with over \$24bn yearly<sup>3)</sup>

**Mortality increases 7.6%** for **every hour** of delayed treatment<sup>4)</sup>

Up to **200,000 of these deaths** could be **prevented with** 24 hours **faster diagnosis**<sup>5)</sup>

Source: 1) JAMA. 2014;312(1):90-92. 2) Clinical Infectious Diseases, ciy342, <https://doi.org/10.1093/cid/ciy342>, Fleischmann et al, Am J Respir Crit Care Med. 2016 Feb 1;193(3):259-72, Company estimates 3) <http://www.hcup-us.ahrq.gov/reports/statbriefs/sb204-Most-Expensive-Hospital-Conditions.pdf>. 4) Kumar et al, Crit Care Med. 2006 Jun;34(6):1589-96 5) Patel et al, J Clin Microbiol. 2017 Jan; 55(1): 60-67., ECCMID 2017, poster OS1033, Andreassen et al. Cost-effectiveness of MALDI-TOF and rapid antimicrobial susceptibility testing for high-risk patients., Huang et al, Clin Infect Dis. 2013 Nov;57(9):1237-45.

# Q-linea provides actionable results in sepsis diagnosis

## Identification analysis (ID) – “What bug”

- To determine identity of the causative pathogen e.g. *E. coli* bacteria
- And if applicable determine the presence of resistance genes e.g. *MecA* (expressed by many MRSA bacteria)

## Antibiotic susceptibility test analysis (AST) – “What drug”

- To determine what antimicrobial or antibiotic drug that is effective against the identified pathogen
- And what minimum inhibitory concentration (MIC) that inhibits growth (or kills) the identified pathogen
- Considered most important information for sepsis treatment



ASTar can provide correct treatment recommendation 24-40 hours faster than current standard care.

Source: Company information.

# Health economic benefits of 24h faster AST<sup>1)</sup> on septic patients

Rapid and efficient solution results in significant health economic benefits

## Lower mortality

Up to 40%  
lower mortality rates<sup>2)</sup>

**Could save up to  
200,000 lives annually  
(EU/USA)**

## Less pressure for resistance and superinfections

Up to 25%<sup>3)</sup>  
reduction of *C. difficile*  
infections caused by broad-  
spectrum antibiotic  
treatment

## Decreased length of stay and reduced severity

~\$2,500 – \$20,000  
in cost savings per patient<sup>1)</sup>

Source: 1) Perez et al, Arch Pathol Lab Med 137:1247-1254, 2013, Perez et al J Infect. 2014 Sep;69(3):216-25, 2014, Bauer et al Clin Infect Dis 51:1074-1080, 2010. ) Patel et al, J Clin Microbiol. 2017 Jan; 55(1): 60–67. 2) Patel et al, J Clin Microbiol. 2017 Jan; 55(1): 60–67., ECCMID 2017, poster OS1033, Andreassen et al. Cost-effectiveness of MALDI-TOF and rapid antimicrobial susceptibility testing for high-risk patients, Huang et al. Clin Infect Dis. 2013 Nov; 57(9): 1237-45. 3) Fridkin et al, MMWR, 2014;63(9), 194-200

# Key events during the full year 2018

- Listing on Nasdaq Stockholm in December, shares corresponding to a value of SEK 550 million were subscribed for
- Umbrella Science acquired in an asset deal
- Participation at ECCMID, ASM and IDWeek
- Signed agreement with all partners for upcoming EU clinical trials
- ASTar
  - Tested in its intended environment
  - Now entering system verification



Source: Company information.



# Income statement fourth quarter

- **Net sales in the fourth quarter amounted to SEK 0.3 million (1.5).**
- **Operating result totalled SEK -39.0 million (-21.8).**
- **The company reported a loss after tax of SEK -39.4 million (-21.9).**
- **Earnings per share amounted to SEK -2.33 (-1.90).**



Source: Company information.

# Balance sheet at year end

- **Cash and cash equivalents amounted to SEK 354 million (6.6).**
- **Fixed income fund at SEK 150 million.**
- **Interest-free short-term loan from Nexttobe AB of SEK 12.8 million repaid in December.**



Source: Company information.

# Cash flow statement fourth quarter

- **Cash flow from operating activities SEK -37.4 million (-21.1).**
- **Increased cash outflow from operating activities mainly due to a larger operating loss.**
- **Cash flow from financing activities SEK 492 million (13),  
(SEK 635 million (63) for full year)**



Source: Company information.

# Q&A

