



Detecting Cardiovascular Disease risk early  
so it can be prevented

**2024 Interim Results and Business Update**

**September 2024**



# Document Information

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# Introduction

## GENinCode

Genetic testing Company specialising in polygenic risk assessment for prevention of cardiovascular disease (CVD) and risk of ovarian ovarian cancer

**Revenue generating**, scale-up and expansion underway with reducing operating costs. Business transitioning to break-even over the medium-term.

**Test products:** CE marked, US CLIA and CAP approved. FDA 'De Novo' filing submitted for CIC-Score with significant progress and feedback supporting approval

**Established in 2007 with major investment in technology development**

**Globally leading evidence base:** Published clinical studies on >150,000 patients over 15 years supporting clinical adoption and regulatory pathway

**IP-protected tests** focused on predictive and preventive care, improving patient outcome and reduced costs of treating CVD for healthcare systems

**Multiple test products** complementary to CVD for lipid diagnosis and thrombotic risk.



KAISER PERMANENTE



COLUMBIA  
UNIVERSITY



Indiana  
School of Medicine



## Market



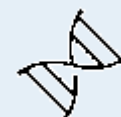
Cardiovascular disease (CVD) **is the leading cause of death worldwide**



**Over 17.9M deaths annually** from CVD, accounting for c.31% of all deaths globally



**Global annual cost of CVD to reach >\$1.04Tn by 2030**



**Unmet need to accelerate genetics in CVD** as additive to current standard of care to improve risk assessment and prevent CVD




















**Global standard of care for assessing CVD requires update to include genetics** and enable a step change in predicting the onset, risk assessment and improved treatment of CVD

## Financial and Operational Highlights

- H1 revenues increased 46% to £1.39m (30 June 2023: £0.95m) - Growth in UK, EU and US business
- First US commercial sales for **LIPID inCode** for the diagnosis of familial hypercholesterolemia (“FH”) and **CARDIO inCode** for the genetic risk of coronary artery disease (“CAD”)
- FDA ‘De Novo’ completion of substantive review. Ongoing FDA discussions ongoing around ‘Additional Information’
- *American Journal of Preventive Cardiology* publication on CARDIO inCode-Score  
<https://www.sciencedirect.com/science/article/pii/S2666667724000291>, ESC Preventive Cardiology and ESC Annual Congress presentations
- US commercial programs starting with Atrium, IU Health and UT South Western health institutions
- US Notice of Allowance (granted patent status) for CARDIO inCode
- NHS expansion of LIPID inCode for FH diagnosis and expansion in North of England
- Growth of LIPID inCode in University Clinic Dresden, Germany for primary care diagnosis of FH
- Growth of LIPID inCode and THROMBO inCode in Spain and Italy for diagnosis of FH
- CARDIO inCode pilot progressing in Extremadura, Spain
- NICE guideline recommendation for The Risk of Ovarian Cancer Algorithm (ROCA) test
- Successful completion of secondary placing of £3.7m (Gross £4.0m) to support scale up and expansion.
- Reduced Adjusted EBITDA loss of £2.16m (30 June 2023: loss of £3.37m).
  - *Reflecting Increased revenues and reduced operating costs*
- Cash reserves of £2.92m at 30 June 2024 (31 Dec 2023: £2.48m).

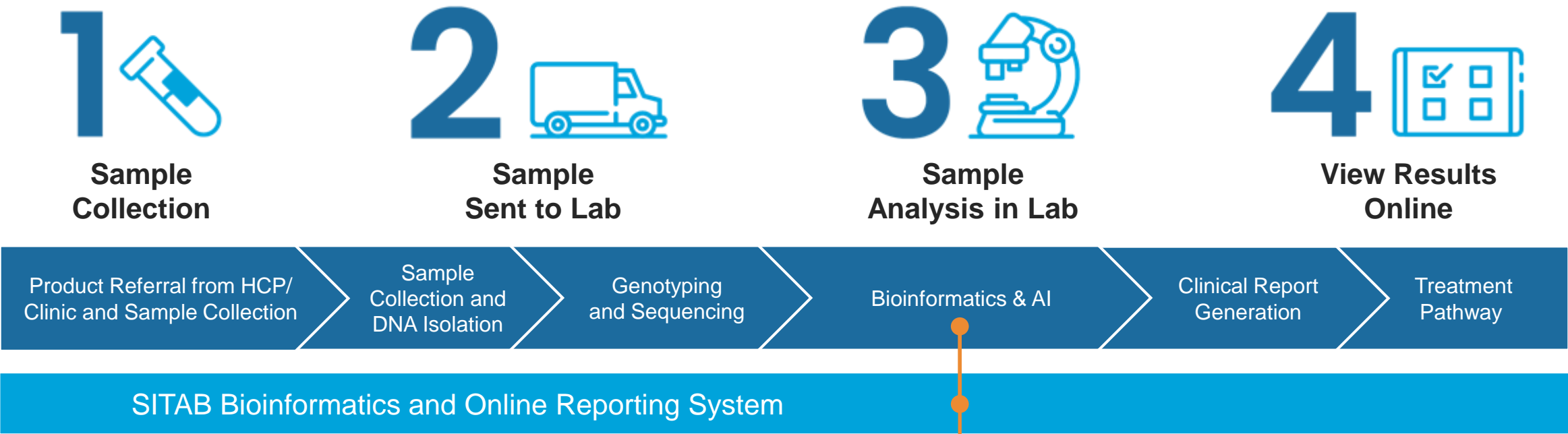
# Product Portfolio: Cardiovascular Disease (CVD)



<b>CARDIO</b> inCode	Assessment of the coronary genetic risk and CVD risk stratification	 		
<b>LIPID</b> inCode	Diagnosis and management of hypercholesterolemia			
<b>THROMBO</b> inCode	Diagnosis and management of genetic thrombophilia and thrombosis risk	 Q1 2025	 Q4 2024	
<b>SUDD</b> inCode	Diagnosis of the cause of sudden cardiac death and familial heart disease	 2025	 2025	 *
	Early detection of familial ovarian cancer	 Est 2026		

\*Sudd inCode EU clinical lab services under ISO15189

# Process, Reporting and Treatment Pathway



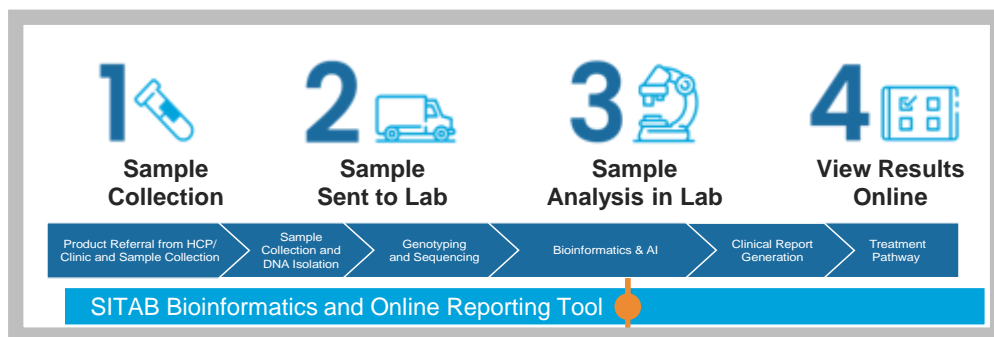
Services & kit product format



SITAB proprietary software and algorithms for analysis and interpretation of data



# SITAB Bioinformatics and Online Reporting System



SITAB proprietary software and algorithms for analysis and interpretation of data

**Welcome to sitab\***

**Login**

**Requesting a test service**

**Additional information on completed tests/services**

**Genetic Report**

**LIPID inCode**

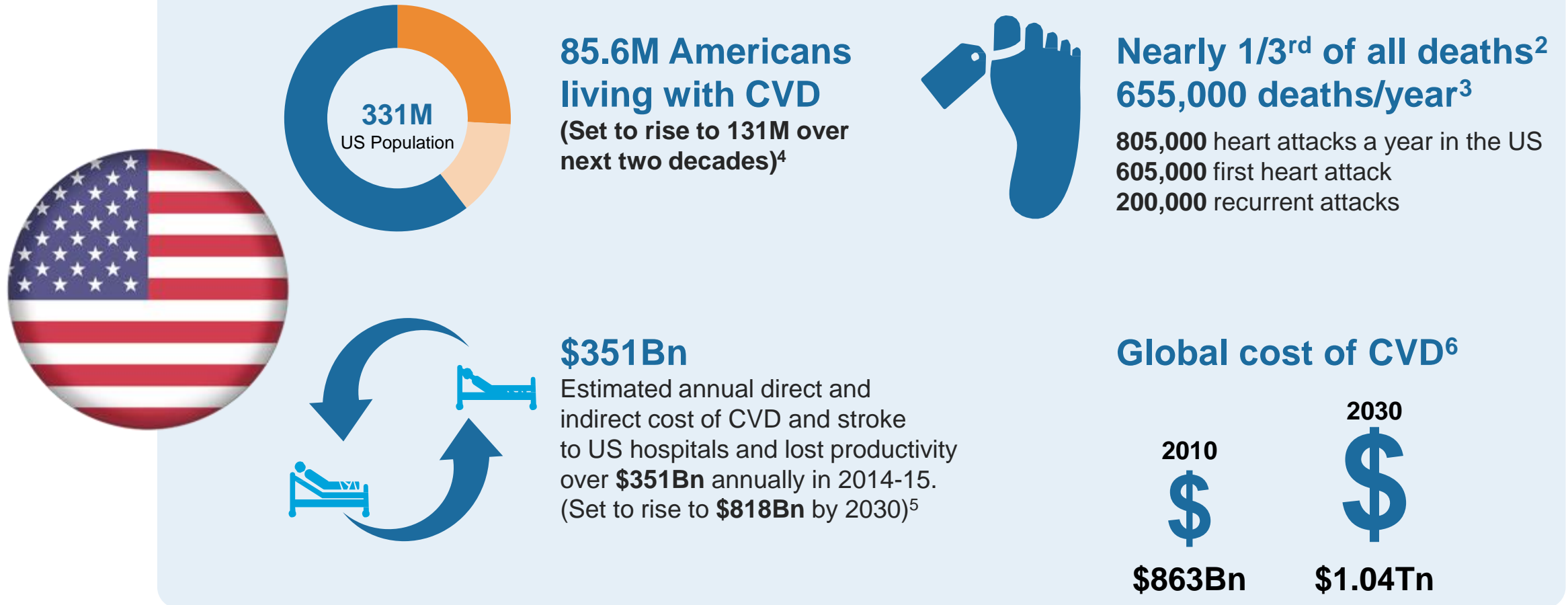
**UKAS**

**Guidance notes**



# Cardiovascular Disease is the Leading Cause of Death Worldwide<sup>1</sup>

## In the US



1. WHO – 2021 : CVD leading cause of mortality

2. Circulation: 2022;145:e153–e639. DOI: 10.1161/CIR.0000000000001052

3. [www.cdc.gov](https://www.cdc.gov) 2021

4. Science News: Cardiovascular Disease costs will exceed \$1 Trillion by 2035: February 14 2017

5. [www.acc.org](https://www.acc.org) AHA 2019 AHA Heart Disease and Stroke: Stats & [www.ahajournals.org](https://www.ahajournals.org) Abstract 207: Burden of CVD on Economic Cost. Comparison of outcomes in US and EU

6. World Heart Federation – Champion Advocates Programme - 2021



# Targeted Program Sites: ~20 sites onboarding





# Targeted Program Sites: ~20 sites onboarding

## California



### Other California onboarding:

- Orange County Memorial
- California Heart
- National Heart Institute
- Cardiac Consultants

Onboarding/  
ordering



	Total Addressable Market (TAM)	Serviceable Available Market (SAM)
<b>LIPID inCode</b>	\$1.8Bn	\$240m
<b>CARDIO inCode</b>	\$10.5Bn	\$4.25Bn

# US Strategy: CARDIO inCode & LIPID inCode

## US Highlights



- Commercial onboarding of targeted Institutions
- Growing demand and profile for LIPID inCode and CARDIO inCode PRS tests
- First US revenue and billed insurance claims



### Regulatory:

- CAP and CMS CLIA certification US Inc laboratory in Irvine, California.
- CARDIO inCode-Score FDA 'De Novo' submission (Nov 2023) substantive review complete. Ongoing discussions



### Reimbursement:

- CARDIO inCode CPT PLA coding (0401U) approved by American Medical Association.
- Pricing: CMS in range \$500-\$760/test
- MoIDx submission for reimbursement in preparation.



### Commercial:

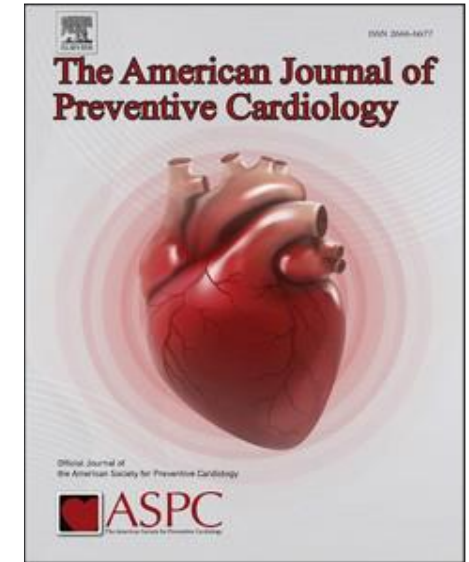
- KOL focus, education and SITAB portal implementation.
- Commercial Payer Discussions progressing for benefits investigation and 'out of network' payer coverage
- Service based testing started across institutions, community clinics and executive health



## Polygenic risk and incident coronary heart disease in a large multiethnic cohort

Carlos Iribarren <sup>a,\*</sup>, Meng Lu <sup>a</sup>, Roberto Elosua <sup>b,c</sup>, Martha Gulati <sup>d</sup>, Nathan D. Wong <sup>e</sup>, Roger S. Blumenthal <sup>f</sup>, Steven Nissen <sup>g</sup>, Jamal S. Rana <sup>a,h</sup>

- The study evaluated the predictive performance of **CARDIO inCode-Score® (CIC-Score)** in a large multiethnic cohort of more than 63,000 subjects over 14 years for incident coronary heart/artery disease.
- CARDIO inCode-Score was;
  - **Independently** associated with an increased (lifetime) risk of incident CHD.
  - Showed incident CAD was **consistent across sexes and race/ethnic groups**.
  - Provided **additional risk stratification** within categories of the Pooled Cohorts Equations (PCE) risk, particularly in individuals with borderline and intermediate PCE risk.
  - **Identifies individuals at higher risk who would benefit from statin therapy or intensified treatment.**
  - Can be used in **combination with traditional clinical risk factors** to improve the accuracy of risk prediction for CAD.



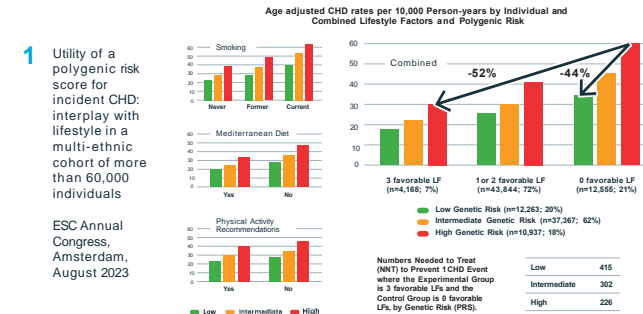
American Journal of Preventive  
Cardiology  
Volume 18, June 2024, 100661  
Online: Mar. 18, 2024

The study underlines the need for 'polygenic risk score' lifetime risk assessment in conjunction with traditional clinical risk assessment to optimize preventive care strategies to lower the future risk of CHD.

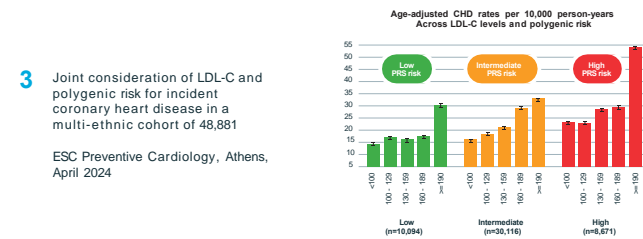


1. *Utility of a polygenic risk score for incident CHD: interplay with **lifestyle** in a multi-ethnic cohort of more than 60,000 individuals - **ESC Annual Congress, Amsterdam, August 2023***
2. ***Polygenic risk and incident coronary heart disease** in a large multiethnic cohort - **AJPC Publication March 2024***
3. Joint consideration of **LDL-C** and polygenic risk for incident coronary heart disease in a multi-ethnic cohort of 48,881- **ESC Preventive Cardiology, Athens, April 2024**
4. Interplay between **Family History** and Polygenic Risk for Coronary Heart Disease: A Cohort Study among over 60 thousand Individuals **ESC Annual Congress, London, 2nd September 2024**

## CARDIO inCode-Score (PRS) for prevention of CAD



- 2 Polygenic risk and incident coronary heart disease in a large multiethnic cohort  
AJPC Publication March 2024



- 4 Interplay between Family History and Polygenic Risk for Coronary Heart Disease: A Cohort Study among over 60 thousand Individuals  
ESC Annual Congress, London, 2nd September 2024

GENinCode Plc - ESC Annual Congress August 2024



# CARDIO inCode: AHA statement - Polygenic Risk Scores

## Circulation

Volume 146, Issue 8, 23 August 2022; Pages e93-e118  
https://doi.org/10.1161/CIR.0000000000001077



## AHA SCIENTIFIC STATEMENT

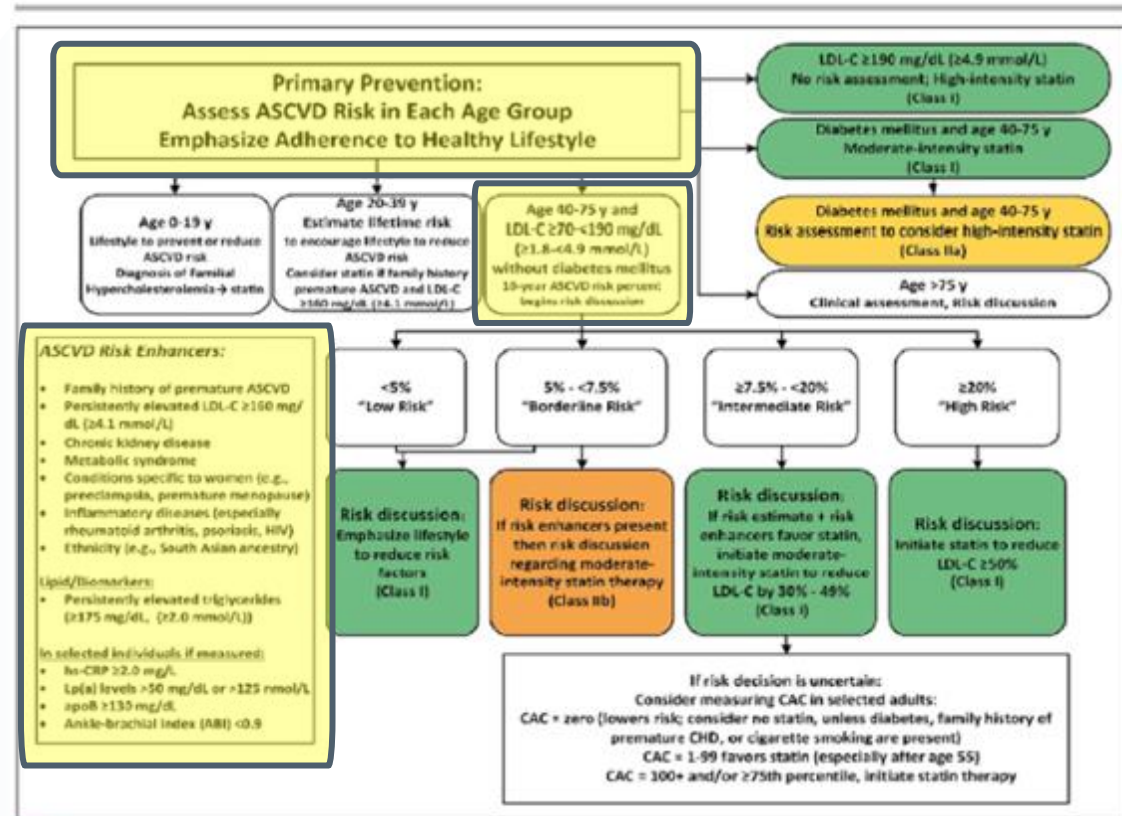
(6–8) With accruing data on the population genetic determinants of CAD, and increased availability of both healthcare-associated and consumer-driven genetic testing - the latter now pursued by over 26 million individuals - a genetic predictor of CAD may serve as another risk-enhancing factor that is both broadly available and quantifiable early in life.(9)

A CAD “polygenic risk score” (PRS) captures the net, inherited susceptibility to CAD conferred by many common genetic variants as a single, quantitative risk factor following a normal distribution. PRS that quantify a genetic predisposition to CAD have been validated in multiple population-based cohorts.(10–12) Notably, ample data suggest that CAD PRS may identify subsets of the population more likely to benefit from lifestyle modifications and from statin therapy.(13–15),(16) More recently, the use of a genome-wide set of common genetic variants improved the prognostic capabilities of CAD PRS, particularly for identifying those with the highest genetic predisposition.(17) In addition, application of a genome-wide PRS to a large, population-based cohort demonstrated the potential discriminative benefit of a genome-wide CAD PRS when added to select clinical risk factors.(18)



Arnett et al

2019 ACC/AHA Guideline on the Primary Prevention of Cardiovascular Disease



**Figure 3. Primary prevention.**

Colors correspond to Class of Recommendation in Table 1. ABI indicates ankle-brachial index; apoB, apolipoprotein B; ASCVD, atherosclerotic cardiovascular disease; CAC, coronary artery calcium; CHD, coronary heart disease; HIV, human immunodeficiency virus; hs-CRP, high-sensitivity C-reactive protein; LDL-C, low-density lipoprotein cholesterol; and Lp(a), lipoprotein (a). Reproduced with permission from Grundy et al.<sup>34,35</sup> Copyright © 2018, American Heart Association, Inc., and American College of Cardiology Foundation.

European Society of Cardiology (ESC) statement on Polygenic Risk Scores expected Q1.2025

# CARDIO inCode - Polygenic Risk Score: Clinical utility

## Primary Prevention:

Age 40–75 y, LDL-C  $\geq 70$ – $<190$  mg/dL, without diabetes mellitus, begin risk discussion with 10-year ASCVD risk

### Risk of disease based on clinical risk factors

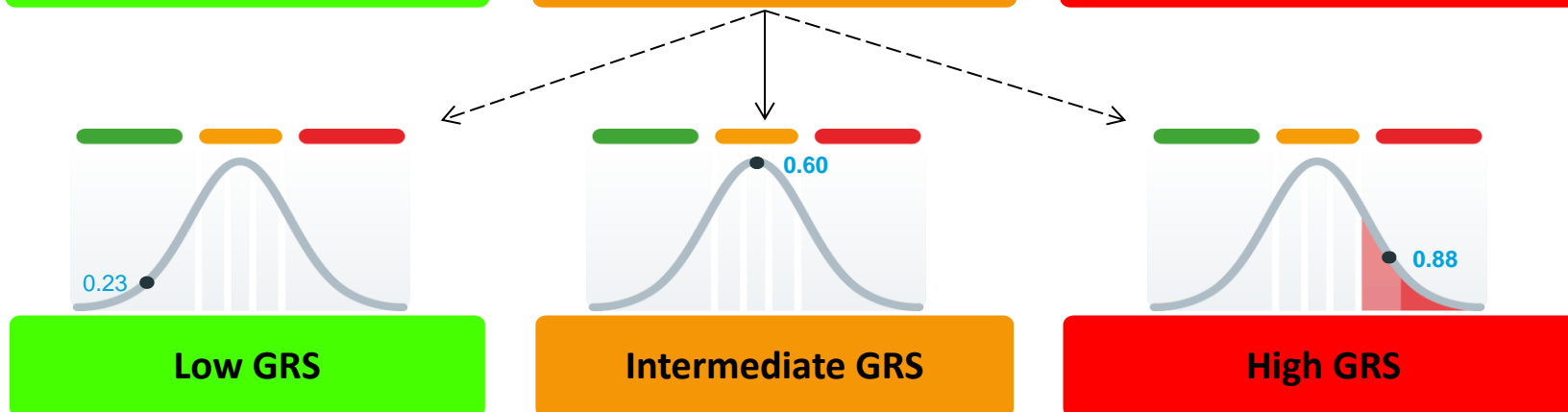


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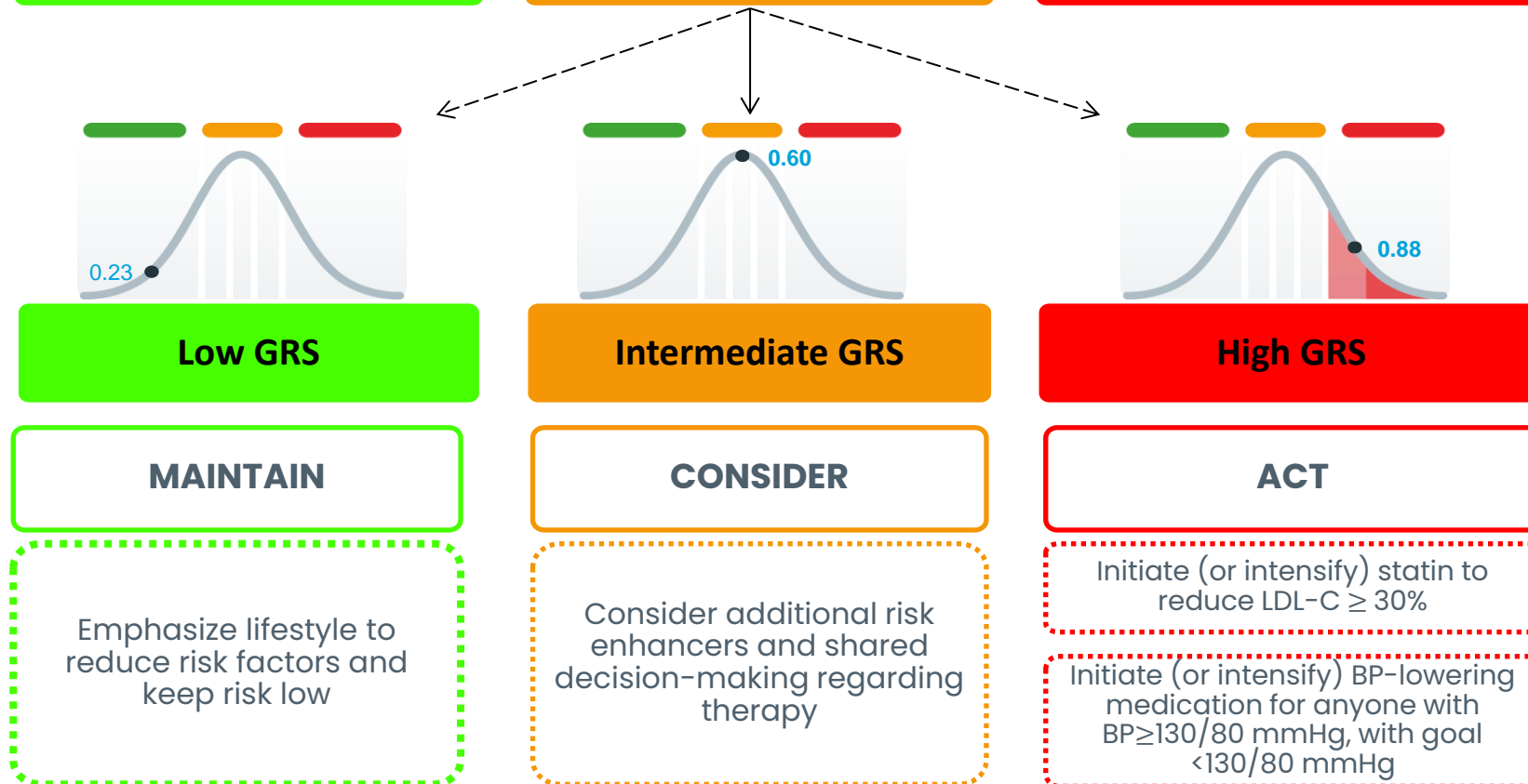
Risk reclassification and stratification based on genetic risk score (GRS)

# CARDIO inCode - Polygenic Risk Score: Clinical utility

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### Risk of disease based on clinical risk factors



Risk reclassification and stratification based on genetic risk score (GRS)

# CARDIO inCode: US Market Assessment

Initial CARDIO inCode Target Market: **21M**  
Receptive Physicians **~8.5M**, if covered by insurance

About half of physicians<sup>3</sup> would order **CARDIO inCode**, if covered by insurance, for two types of patients: intermediate risk who are not compliant or controlled, and low risk patients with family history. Prior authorisation, expected by payers, reduces the number of physicians who would order. Assumes physicians expect to order the test once per patient, i.e., no recalculation of risk scores.

*(Approx 86M Americans living with CVD)*

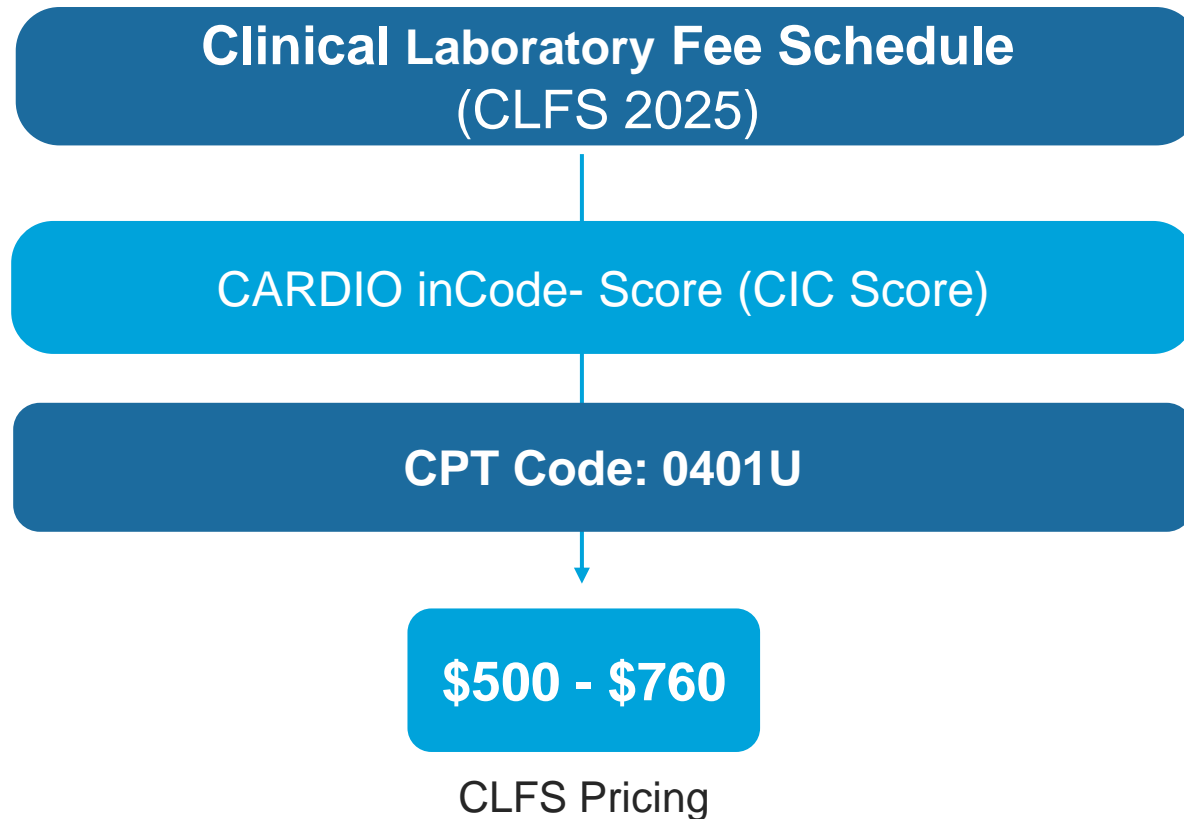
Target Patients for Cardio inCode (based on physicians interviewed)	Patients in Target Segment	No. Likely to get Prescription
<b>Intermediate Risk<sup>1</sup></b> <b>Patients inadequately controlling risk</b> e.g., not taking statins or making lifestyle changes (estimated 33% of intermediate-risk patients) <sup>3</sup>	9M	4.4M
<b>Low Risk<sup>1</sup></b> <b>Patients with family history</b> (estimated 13% of low-risk patients) <sup>2</sup>	12M	4.1M
<b>Total</b>	<b>21M</b>	<b>8.5M</b>

1. Goff, David C Jr et al. "2013 ACC/AHA guideline on the assessment of cardiovascular risk: a report of the American College of Cardiology/American Heart Association Task Force on Practice Guidelines." Circulation. 2014

2. Moonesinghe, Ramal et al. "Prevalence and Cardiovascular Health Impact of Family History of Premature Heart Disease in the United States/ 2007-2014." JAHA. 2019

3. EVERSANA interviews with 45 potential prescribers of CiC. January 2021. Sample size may not be representative of market opportunity

# CARDIO inCode: Reimbursement Rates - CMS

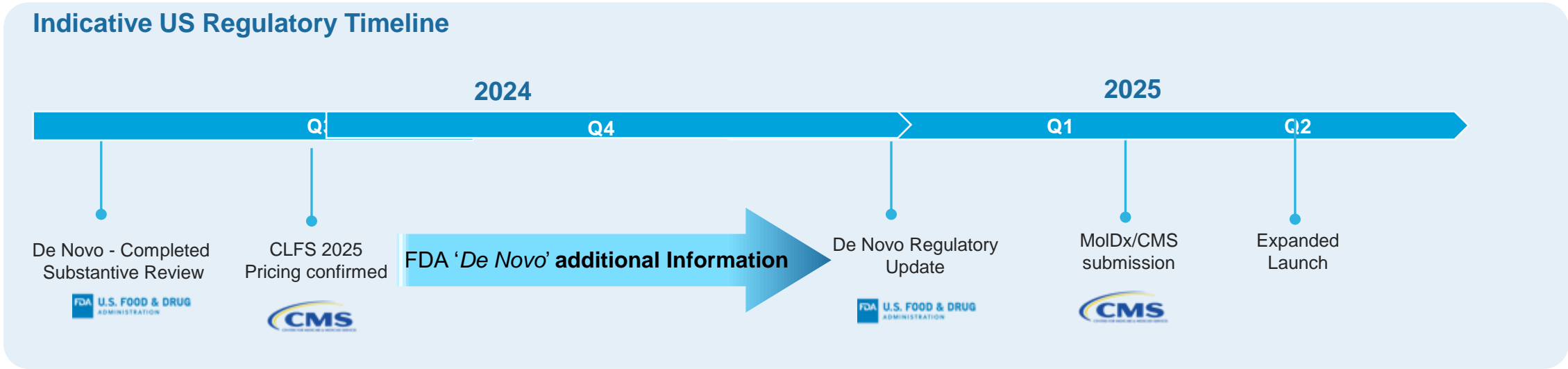


## Key Coding/Reimbursement Activities

- CARDIO inCode-Score **CPT PLA coding (0401U)** **approved** by the **American Medical Association**
- Discussions ongoing with **CMS** (Centers for Medicare and Medicaid Services and MolDx) for final coverage pricing
- **Clinical utility studies underway** to support payer tech assessments and improve dossiers
- Private payer engagements ongoing



# CARDIO inCode: US Regulatory and Reimbursement Summary



CLFS Pricing (LDT)	\$500 - \$760
- Self Pay/OOP	\$400
Regulatory	
- FDA Approval	Estimated Q4.24
- LDT	CLIA/CAP approved
Evidence base	Clinically leading evidence base
Guidelines	Policy statement AHA. ESC statement expected Q1.25

# LIPID inCode: US Launch

Familial Hypercholesterolemia (FH) is a global autosomal (inherited) genetic disorder of lipid metabolism causing raised blood cholesterol, the early onset of cardiovascular disease and premature mortality (mainly from heart attacks). FH responds well to drug treatment so early diagnosis is vital.

FH testing represents a **\$1.8Bn** market opportunity in the US



## Value Proposition

Monogenic + Polygenic FH Test

- **FH testing now defined as 'Tier 1' genomic test** by Centers for Disease Control and Prevention (CDC)
- **LIPID inCode is the first commercially available Monogenic + polygenic FH test** offered on the market
- **Scientific expert panels support the inclusion of polygenic risk** for patients that are negative for monogenic FH



## HCP Adoption

Engagement with Key Influencers

- **Targeted engagement plan focused** on engaging top **250 physicians** in lipidology and preventative cardiology
- Supporting key programs and conferences with **FH foundation, National Lipid Association (NLA)**, and the **American Society of Preventative Cardiology (ASPC)**



## Access and Distribution

Favorable Reimbursement Environment

- **Established ICD-10 and CPT Codes for FH Testing** should enable rapid adoption of testing with targeted payers
- **Favorable reimbursement policies** in place for FH testing with **IDNs, regional, and national payers**

# LIPID inCode: US Market Assessment

The US target market for **LIPID inCode** includes **1.6M** patients with diagnosed FH and undiagnosed probable FH

Physicians see **LIPID inCode** as a targeted test for patients with suspected, probable, or confirmed familial hypercholesterolemia

Target Patients for LIPID inCode	Patients in Target Segment
<b><u>Clinically</u> diagnosed FH: Estimated 200K-400K Patients</b> ICD-10 code for Familial Hypercholesterolemia (FH) These patients have not been tested for FH genetic variants	0.4M <sup>1</sup>
<b>Undiagnosed Probable FH</b> Predictive modeling based on clinical features in US population	1.2M <sup>2</sup>
<b>Total</b>	1.6M

1. Eversana RWD, Familial hypercholesterolemia patient cohort. Sept 2022 (SAM) + FH Foundation  
2. Kullo et al, Familial Hypercholesterolemia: A reportable disorder. Circulation 2020

# LIPID inCode: Family Heart Foundation - DISCOVER FH program

- Collaboration with FH Foundation to use LIPID inCode for testing in US Primary Care settings for the diagnosis of familial hypercholesterolemia (“FH”)
- First phase funded by a grant from the US DOD, the DISCOVER FH collaboration relates to “Research to improve early diagnosis of familial hypercholesterolemia (FH) and the implementation of diagnostic tools, including paediatric population.”
- LIPID inCode also provides physicians with polygenic hypercholesterolemia (high levels of cholesterol) and coronary heart disease risk (CARDIO inCode).
- Partnership includes: **UT Southwestern Medical Center, University of Pennsylvania, Geisinger, West Virginia University, Mayo Clinic and Veterans Association**
- Less than 30% of people with FH in the US have been identified, despite the efforts of the Centers for Disease Control and Prevention (CDC) to prioritize FH for early detection, cascade screening and proactive treatment with cholesterol-lowering drugs



# LIPID inCode: Reimbursement Rates

Favourable coverage and reimbursement rates in place for FH testing from most National/Regional commercial payers

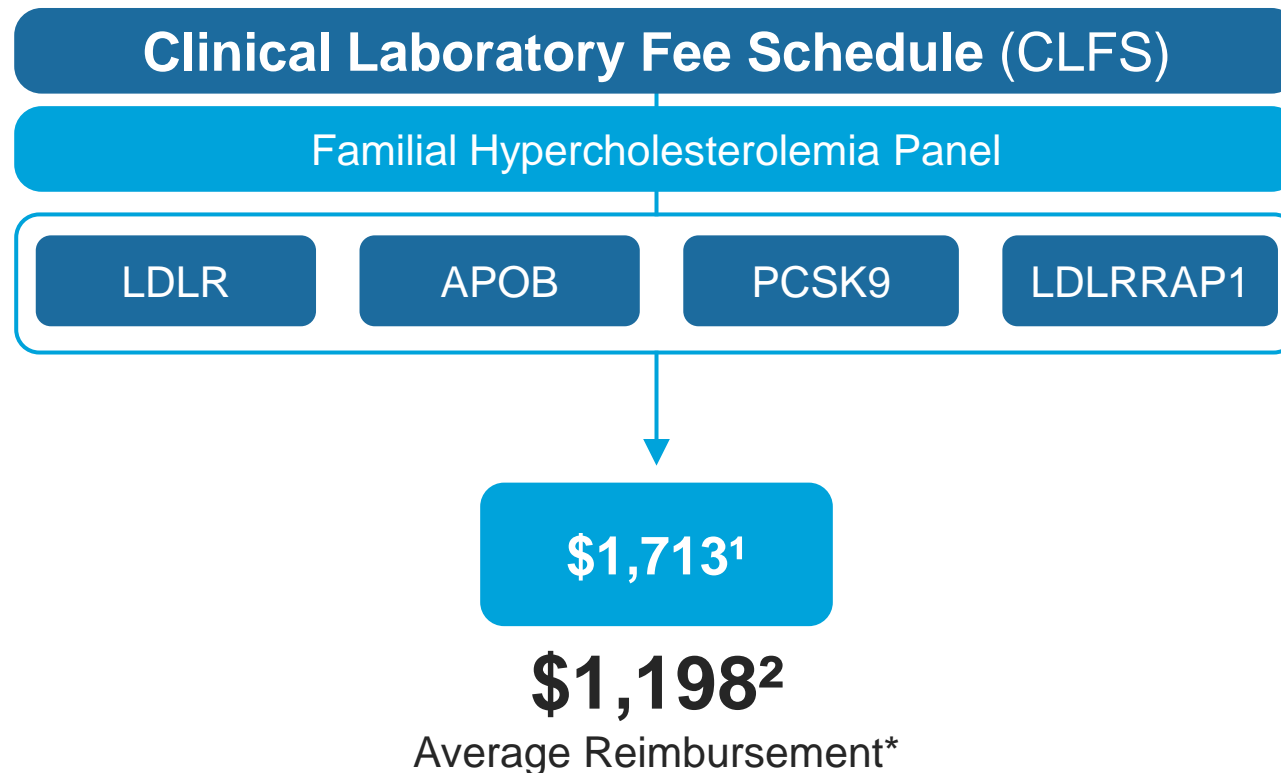
## Key Reimbursement Activities

- Established Lipid inCode **billing policy and patient assistance programs (PAP)**
- **Identified key targets** and defined the engagement strategy for **IDNs, national, and regional payers**
- Completing infrastructure build to **support RCM implementation and commenced payor claims**
- **Credentialing activities** underway with **targeted payers**
- **Out of network contracting** started in **Q1 2024**
- **Billable testing** started in **Q2 2024**

\*Average reimbursement for all private payers combined

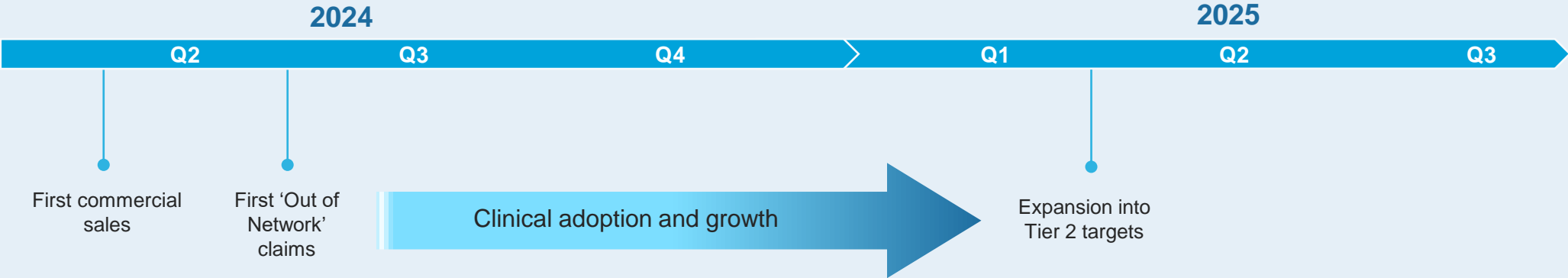
1. Copy of Clinical Laboratory Fee Schedule, [www.cms.gov/Medicare/Medicare-Fee-for-Service-Payment/ClinicalLabFeeSched](https://www.cms.gov/Medicare/Medicare-Fee-for-Service-Payment/ClinicalLabFeeSched)

2. Senegene RWD FH testing reimbursement trends, Average reimbursement for targeted private payers tied to CPT codes 81401, 81405, 81406, 81407



# LIPID inCode: US CLIA Lab Diagnostic Test

## Indicative Regulatory Timeline



Reimbursement/Insurance	~\$1200
Self Pay/OOP	~\$450
Regulatory - LDT	CLIA/CAP approved
Evidence base	Clinically leading evidence base
Guidelines	CDC 'Tier 1' public health & AHA/ACC guidelines



# UK Strategy: Cardiovascular Disease Prevention

## Management of cholesterol and CVD genetic risk

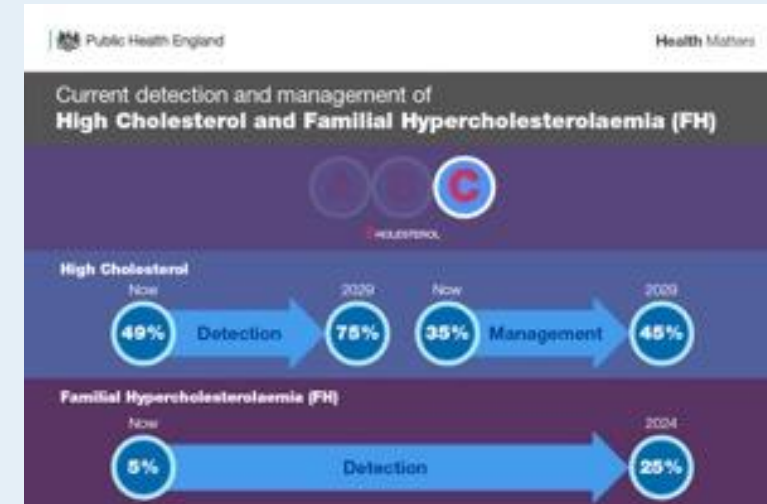
Familial Hypercholesterolemia (FH) is a global autosomal (inherited) genetic disorder of lipid metabolism causing raised blood cholesterol, the early onset of cardiovascular disease and premature mortality (mainly from heart attacks). FH responds well to drug treatment so early diagnosis is vital.

- Collaboration with NHS for GENinCode to deliver FH to support **'2019 NHS Long Term Plan'** to increase the detection of people with FH
- **Completed and published** successful NHS FH comparative study in January 2022
- **Successfully completed FH test pilot with NE-AHSN** (Centre of Excellence for familial hypercholesterolemia & NHS FH strategy)
- **2023 - Agreed NHS implementation plan** and initial funding with NE-AHSN for introduction of LIPID inCode
- Advancing other NHS England trusts for implementation of LIPID inCode



### Case Study

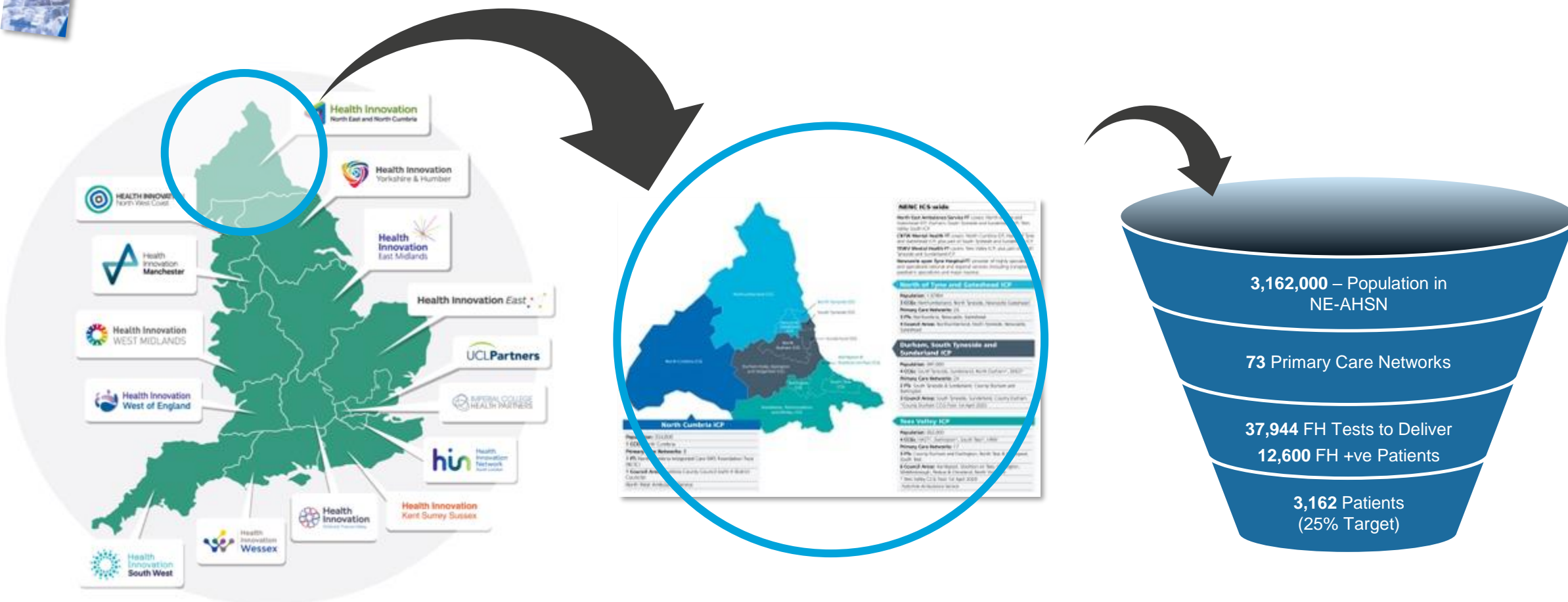
- FH estimated to affect 1 in 250 of the UK population i.e., between 230k-260k people
- Roughly 7% of this population have been genetically diagnosed in England
- UK NHS target is to detect 25% of FH population by 2024



# NHS: AHSN's – Introduction of LIPID inCode testing



NHS Long-Term Plan to improve FH diagnosis rates to at least **25%** of FH patients by **2024**

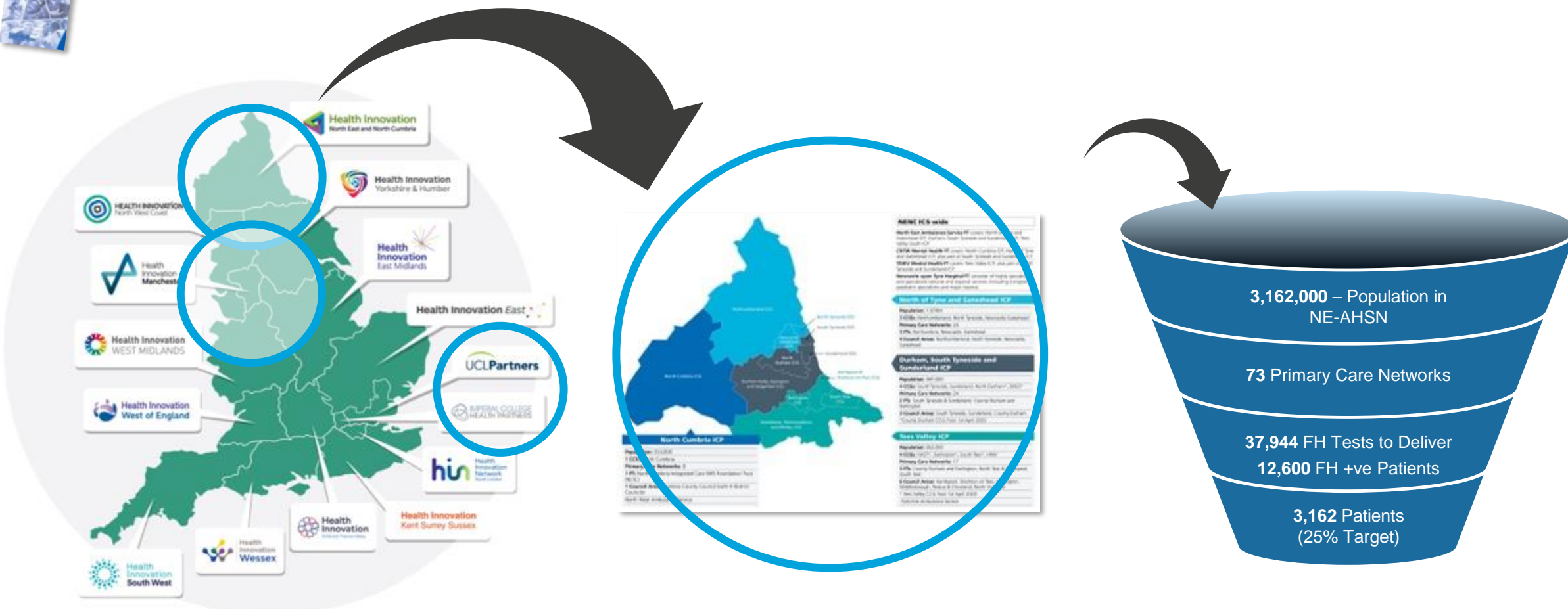


- Phased implementation of LIPID inCode now started to help achieve NHS targets

# NHS: AHSN's – Expansion of LIPID inCode testing



NHS Long-Term Plan to improve FH diagnosis rates to at least **25%** of FH patients by **2024**



- Phased implementation of LIPID inCode now started to help achieve NHS targets
- Pharma collaborative discussions targeting patients most in need of lipid lowering medications
- Focus on PCSK9 inhibitors and new therapies

# EU Strategy

- Spanish year-on-year revenue growth of 21% driven by THROMBO inCode and LIPID inCode
- LIPID inCode growth supported by Spanish regions 'FH' detection plan
- Regional roll-out of CARDIO inCode for Cardiovascular Prevention in Primary Care
  - Extremadura region – CARDIO inCode pilot in Primary Care expected results late 2024
  - Catalunya regional pilot planned. Andalucia. Basque and Madrid negotiations ongoing.
- Growth via strategic alliance for CARDIO inCode, THROMBO inCode and LIPID inCode
  - **Synlab** – Collaboration in IVF Clinics but also building alliances in some LATAM countries
  - **Longwood** – Public healthcare product implementations
  - Other collaborations to extend commercial activities in some LATAM countries
- Expanding direct business operations in Italy
  - Extending collaborations with Fondazione SISA (LIPID inCode)
  - Direct commercial promotion with CARDIO inCode, THROMBO inCode, LIPID inCode and SuDD inCode
- Strengthening LIPID inCode sales in Germany with Uniklinikum (based on NHS model)





- Risk of Ovarian Cancer Algorithm (ROCA) test is a ‘first in class’ risk assessment for the early detection of familial ovarian cancer
- New NICE Guidance: Ovarian Cancer; Identifying and managing familial and genetic risk (March 2024)<sup>1</sup>
- Three broad aspects to the guidance
  1. Identifying individuals who should be offered genetic testing.
  2. Genetic testing
  3. How to support individuals who have a positive result from genetic testing
    - Preventative surgery
    - Surveillance using the ROCA Test
- This is the first time that a surveillance test has gained a position in any ovarian cancer care pathway globally.

The ROCA Test was the **only** surveillance test recommended by NICE. This was based on a comprehensive review of the peer-reviewed literature, ROCA was recognised as the most accurate surveillance test.

**“Given the evidence related accuracy and staging, the committee agreed ”the ROCA Test + TVUS surveillance would be the preferred method if the person has chosen to delay or not to have risk-reducing surgery”**

1. [NICE Guidance: Overview | Ovarian cancer: identifying and managing familial and genetic risk | Guidance | NICE](#)



## NHS commissioning

- 2024-2025: Targeting roll out in 4-6 regions supported by local Cancer Alliances. SAS model
- Early engagement with NHS for a centralised ROCA service, supported by Specialised Services
- Many supportive gynae oncologists / geneticists / genetic counsellors across the UK

## Europe

- **Switzerland** – Completed agreement with Genesupport.ch. Onboarding close to completion
- **Austria** – Completed agreement with Ordensklinikum
- **Germany, Spain** to follow

## US

- Ongoing considerations, based on progress in NHS and EU

# Financial Review: 2024 Interim Results

**First half revenues** £1.4M, 46% year-on-year growth

**Gross Profit** margin increased to 53% (2023: 49%) due to improving geographic margin mix from UK and US

**Reduced operating losses** reflecting growth in revenues and margin, and reductions in salaries, staffing, consultancy fees, marketing, and development costs

**Adjusted EBITDA** loss £2.2m (2023 £3.4m)

**Cash balances** – £2.9M at end June 2024 (2023: End Dec £2.5M).  
Net fundraising proceeds of £3.7m completed in January 2024.  
June 2024 excludes R&D Tax Credit £0.37m

Revenues	2024	£1.39M
	2023	£0.95M

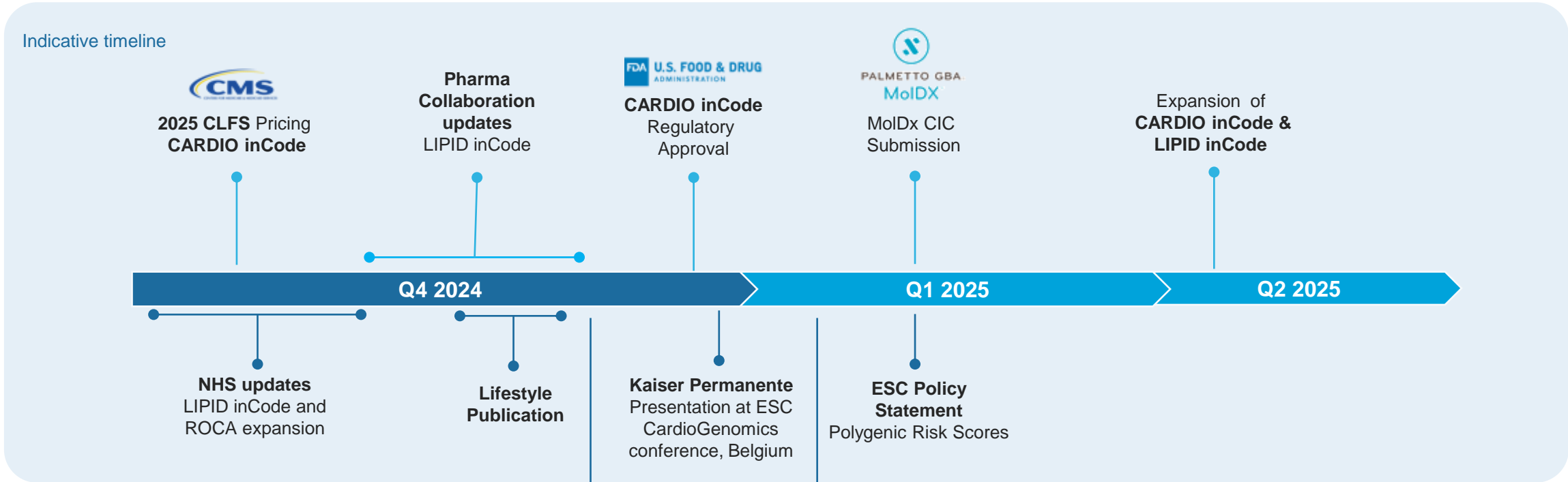
Gross Profit	2024	£0.73M (53%)
	2023	£0.47M (49%)

Operating Loss	2024	(£2.48M)
	2023	(£3.59M)

Adjusted EBITDA	2024	(£2.16M)
	2023	(£3.37M)

Cash Reserves	2024	£2.92M
	2023	£2.48M

# Key Events and Expected Newsflow



## Collaboration Updates





# Summary and Outlook

- Commercial expansion of LIPID inCode and CARDIO inCode in the US market
- Progress *De Novo* FDA regulatory submission for approval of CARDIO inCode to accelerate US sales
- Expansion of the NHS programme for LIPID inCode, introduction of CARDIO inCode and collaborative developments with pharma
- Expansion of the MVZ Uniklinikum, Germany collaborative programme
- Expansion of CARDIO inCode commercial pilots into Catalonia and introduction to other Spanish regions
- Following NICE guideline recommendation for The ROCA test, commence commercial programs in the NHS
- Continued strengthening of the commercial, marketing and selling teams to support revenue growth.
- Significant increase in year-on-year revenue growth and reduced losses targeting breakeven/profit over the medium term





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# Appendices: P&L

	H1 2024	H1 2023	+/-	Full yr 2023
	£'000	£'000	£'000	£'000
<b>Revenue</b>	<b>1,389</b>	<b>950</b>	<b>439</b>	<b>2,160</b>
Cost of sales	(659)	(483)	(176)	(1,138)
<b>Gross profit</b>	<b>730</b>	<b>467</b>	<b>263</b>	<b>1,022</b>
GM %	53%	49%	3%	47%
Administrative expenses	(2,890)	(3,836)	946	(7,751)
<b>AEBITDA</b>	<b>(2,160)</b>	<b>(3,369)</b>	<b>1,209</b>	<b>(6,729)</b>
Depreciation/Amortisation	(172)	(174)	2	(351)
Share based payments	(143)	(51)	(92)	(71)
<b>Operating Loss</b>	<b>(2,475)</b>	<b>(3,594)</b>	<b>1,119</b>	<b>(7,151)</b>
Other Income	61	110	(49)	176
Finance Charge	(23)	(23)	-	(48)
<b>Loss Before Income Tax</b>	<b>(2,437)</b>	<b>(3,507)</b>	<b>1,070</b>	<b>(7,023)</b>
Income Tax	8	6	2	7
<b>Loss for the Financial Period</b>	<b>(2,429)</b>	<b>(3,501)</b>	<b>1,072</b>	<b>(7,016)</b>
Exchange diff on translation of foreign ops	68	312	(244)	334
<b>Loss attributable to equity shareholders</b>	<b>(2,361)</b>	<b>(3,189)</b>	<b>828</b>	<b>(6,682)</b>

# Appendices: Balance Sheet

	H1 2024 £'000	H1 2023 £'000	+/- £'000	Full yr 2023 £'000
<b>ASSETS</b>				
<b>Non-current assets</b>				
Intangible assets	128	149	(21)	138
Property, Plant & Equipment	305	545	(240)	425
Right of use asset	242	310	(68)	282
Goodwill	149	149	-	149
<b>Total non-current assets</b>	<b>824</b>	<b>1,153</b>	<b>(329)</b>	<b>994</b>
<b>Current assets</b>				
Inventory	79	76	3	84
Trade and other receivables	805	689	116	582
Financial assets	38	22	16	42
Cash and cash equivalents	2,915	5,183	(2,268)	2,484
<b>Total current assets</b>	<b>3,837</b>	<b>5,970</b>	<b>(2,133)</b>	<b>3,192</b>
<b>Total assets</b>	<b>4,661</b>	<b>7,123</b>	<b>(2,462)</b>	<b>4,186</b>
<b>Equity</b>				
<b>Shareholders' Equity</b>				
Share capital	1,770	958	812	958
Share premium	18,482	15,551	2,931	15,551
Other reserves	502	249	253	291
Retained deficit	(17,940)	(11,996)	(5,944)	(15,511)
<b>Total equity</b>	<b>2,814</b>	<b>4,762</b>	<b>(1,948)</b>	<b>1,289</b>
<b>LIABILITIES</b>				
<b>Non-current liabilities</b>				
Trade and other payables	0	938	(938)	-
Lease liability	180	249	(69)	221
Contingent consideration	191	166	25	178
<b>Current liabilities</b>				
Trade and other payables	1,378	911	467	2,395
Lease liability	81	72	9	78
Deferred tax	17	25	(8)	25
<b>Total liabilities</b>	<b>1,847</b>	<b>2,361</b>	<b>(514)</b>	<b>2,897</b>
<b>Total equity and liabilities</b>	<b>4,661</b>	<b>7,123</b>	<b>(2,462)</b>	<b>4,186</b>

## Appendices: Cash Flow Statement

	H1 2024	H1 2023	+/-	Full yr 2023
	£'000	£'000	£'000	£'000
<b>Loss before taxation</b>	<b>(2,437)</b>	<b>(3,507)</b>	<b>1,070</b>	<b>(7,023)</b>
Adjustments	277	247	30	296
<b>Operating Loss before working capital changes</b>	<b>(2,160)</b>	<b>(3,260)</b>	<b>1,100</b>	<b>(6,727)</b>
Working capital changes	(1,229)	(1,563)	334	(779)
<b>Net cash outflow from operating activities</b>	<b>(3,389)</b>	<b>(4,823)</b>	<b>1,434</b>	<b>(7,506)</b>
Investing activities	60	(38)	98	136
Financing activities	3,696	(35)	3,731	(94)
<b>Net increase in cash and cash equivalents</b>	<b>367</b>	<b>(4,896)</b>	<b>5,263</b>	<b>(7,464)</b>
Cash and cash equivalents at beginning of period	2,484	9,732	(7,248)	9,732
Exchange gains/(losses) on cash and cash equivalents	64	347	(283)	216
<b>Cash and cash equivalents at end of period</b>	<b>2,915</b>	<b>5,183</b>	<b>(2,268)</b>	<b>2,484</b>