

FULL-YEAR 2015 FINANCIAL RESULTS CONFERENCE CALL

12 APRIL 2016



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DIAL-IN DETAILS

ATTENDING THE FULL YEAR 2015 FINANCIAL RESULTS CONFERENCE CALL

Telephone Conference:

Dial-in numbers

D : 0049 6922 222 9043

UK: 0044 2030 092 452

US: 001 855 4027766

Participant PIN code: 93120684#

Overview dial-in numbers for international calls:

http://events.arkadin.com/ev/docs/International%20Access%20Numbers_%20UKFELBRI1_SU7.pdf

Webcast access link:

Link: <http://www.audio-webcast.com/>

Participant access code: curetis0416

Live & Replay (with sound):

<http://curetis120416-live.audio-webcast.com>

AGENDA

- > **KEY MILESTONES 2015**
- > **FINANCIAL RESULTS FULL YEAR 2015**
- > **OUTLOOK AND GUIDANCE**
- > **Q&A SESSION**

KEY MILESTONES 2015 (I)

STRONG FUNDAMENTALS - POSITIONED FOR GROWTH IN 2016

- ✓ **Successful IPO** – raising € 44.3 Mio on Euronext Amsterdam & Brussels
- ✓ **Strategic decision** to directly cover sales and distribution in UK, France & Benelux
- ✓ **Key hire** of Dr. Achim Plum as Chief Commercial Officer to lead Curetis' growing commercial team
- ✓ **Commercial expansion** – continuously growing distribution partner base (incl. China and ASEAN markets) and commercial team
- ✓ **Second-generation P55 Pneumonia Cartridge** launched spring 2015

KEY MILESTONES 2015 (II)

STRONG FUNDAMENTALS - POSITIONED FOR GROWTH IN 2016



US FDA trial for Unyvero LRT55 entered next phase with > 900 patient samples enrolled by the end of 2015; >1,600 enrolled end of Q1-2016



Strategic partnership with Beijing Clear Biotech involving CFDA trials and commercialization for Mainland China, Hong Kong and Taiwan



Strategic licensing and distribution agreement with Acumen for ASEAN countries



Major undisclosed pharmaceutical company using Unyvero for **Phase III Amikacin** drug trial



Installed base increased by 78%, growing from 58 at year-end in 2014 to 103 Analyzers at year-end 2015

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CURETIS N.V.

CONSOLIDATED STATEMENT OF PROFIT AND LOSS AND OTHER COMPREHENSIVE INCOME

For the years ended 31 December

In Euro	2015	2014
Revenue [5]	2,086,726	274,552
Cost of sales [6]	2,160,778	642,519
Gross loss	- 74,052	-367,967
Distribution costs [8]	2,786,967	1,939,334
Administrative expenses [9]	2,598,424	1,637,406
Research and development expenses [10]	6,712,341	6,297,554
Other income [12]	121,139	110,600
Operating loss	-12,050,645	-10,131,661
Finance income	29,566	5,754
Finance costs	1,929,762	22,363
Finance income / costs fair value measurement	-27,790,433	2,285,652
Finance costs – net [13]	25,890,237	-2,302,261
Profit/ loss before income tax	13,839,592	-12,433,922
Income tax expenses [32]	-	-
Profit/ loss for the year	13,839,592	-12,433,922
Other comprehensive income for the year, net tax	-	-
Total comprehensive income for the year	13,839,592	-12,433,922
Earnings/ loss per share [14]	2015	2014
Basic	1.18	-9.48
Diluted	1.18	-9.48

CURETIS N.V.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION - ASSETS

As at 31 December 2015

In Euro	31.12.2015	31.12.2014
Current assets	50,573,547	6,485,882
Cash and cash equivalents [15]	46,060,397	2,993,883
Trade receivables [16]	1,072,131	42,235
Inventories [18]	2,786,887	3,153,137
Other current assets [19]	654,132	296,627
Non-current assets	6,823,465	7,307,395
Intangible assets (20)	645,120	286,355
Property, plant and equipment (21)	5,605,496	6,591,674
Other non-current assets [22]	223,846	390
Other non-current financial assets [23]	349,003	428,976
Deferred tax assets	-	-
Total assets	57,397,012	13,793,277

[...] bracketed numbers refer to related notes to the financial statements, which form an integral part of these financial statements

CURETIS N.V.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION - LIABILITY & EQUITY

As at 31 December 2015

In Euro	31.12.2015	31.12.2014
Current liabilities	2,446,095	1,304,748
Trade and other payables [24]	863,342	579,862
Liability PSOP (25)	367,308	-
Provisions current [26]	29,300	34,800
Other current liabilities [27]	676,502	316,817
Other current financial liabilities [28]	509,643	373,269
Non-current liabilities	155,926	131,024,233
Provisions non current [26]	38,035	816,065
Provision PSOP (26)	-	3,913,841
Other non-current financial liabilities [29]	117,891	258,168
Financial liability for preferred and common shares [31]	-	126,036,159
Deferred tax liability	-	-
Total liabilities	2,602,021	132,328,981
Equity	54,794,991	-118,535,704
Share capital [33]	155,384	50,000
Capital reserve [33]	152,793,347	-
Other reserves [33]	6,592,372	-
Retained earnings [33]	-104,746,112	-118,585,704
Total Equity and liabilities	57,397,012	13,793,277

CURETIS N.V.

CONSOLIDATED STATEMENT OF CASH FLOWS (I)

For the years ended 31 December

In Euro	31.12.2015	31.12.2014
Profit before income tax	13,839,592	-12,433,922
Adjustment for:		
- Net finance income / costs [13]	-25,890,237	2,302,261
- Depreciation, amortization and impairments [20, 21]	1,708,401	1,448,455
- Gain on disposal of fixed assets	15,586	38,161
- Changes in provisions [25, 26]	-784,082	1,023,028
- Changes in valuation of PSOP-liability [26]	3,045,839	0
- Net exchange differences	-10,404	1,475
Changes in working capital relating to:		
- Inventories [18]	366,250	-367,143
- Trade receivables and other receivables [16, 19, 22]	-1,530,884	382,767
- Trade payables and other payables [24, 2, 28, 29]	773,011	179,807
Income taxes received (+) / paid (-)	0	0
Interests paid (-)	-30,423	-22,363
Net cash flow provided by operating activities	-8,497,351	-7,447,474

CURETIS N.V.

CONSOLIDATED STATEMENT OF CASH FLOWS (II)

For the years ended 31 December

in Euro	31.12.2015	31.12.2014
Payments for intangible assets [20]	-487,439	-66,878
Payments for property, plant and equipment [21]	-608,583	-1,512,013
Proceeds from sale of property, plant and equipment	0	4,000
Interests received	29,566	5,754
Net cash flow used in investing activities	-1,066,456	-1,569,137
Payments for finance lease liabilities [30]	-133,749	-127,523
Cash received from capital increase [33]	13,578,054	6,757,529
Proceeds from issue of ordinary shares [33]	44,310,330	0
Payments for financing costs for IPO of old shares [33]	-1,899,339	0
Transaction costs for issue of ordinary shares [33]	-3,235,379	0
Net cash flow provided by financing activities	52,619,917	6,630,006
Net increase (decrease) in cash and cash equivalents	43,056,110	-2,386,605
Net cash and cash equivalents at the beginning of the year [15]	2,993,883	5,381,963
Net increase (decrease) in cash and cash equivalents	43,056,110	-2,386,605
Effects of exchange rate changes on cash and cash equivalents	10,404	-1,475
Net Cash and cash equivalents at the end of the year	46,060,397	2,993,883

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OUTLOOK & GUIDANCE (I)

POSITIONED TO REACH NEXT LEVEL OF GROWTH

- **Further expansion of commercial activities and footprint** in Europe and other key regions such as China and ASEAN
- **US marketing and sales organization:** Core team to be established in H2 2016
- **Installed base** of Analyzers anticipated to reach 150 - 200 placements at the end of 2016
- **New Application Cartridges** with Blood Culture Application being launched in April 2016, second generation of ITI Application by mid-2016, anticipated product development completion of European IAI panel by the end of 2016 and Sepsis Host Response Application by the end of 2017
- **Unyvero LRT US FDA trial** completion and submission of application for clearance expected in second half of 2016 and anticipated US FDA clearance in first half of 2017

OUTLOOK & GUIDANCE (II)

POSITIONED TO REACH NEXT LEVEL OF GROWTH



CFDA trial carried out by BCB expected to be near completion in 2017; anticipated start of commercialization in mainland China in 2017 and in Taiwan and Hong Kong in 2016 (not subject to CFDA approval).



Evolving shareholder base to a more diversified blue-chip, long-term institutional investor base



Gradual change of Supervisory Board composition to include additional independent non-executive directors with significant industry expertise

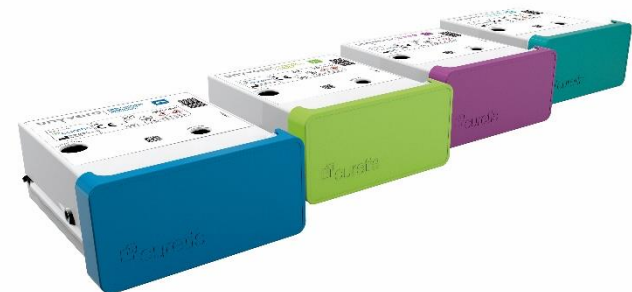


Strong cash position at the end of 2016: expected EUR 31 to 32 million cash on hand and expected net cash burn of EUR 14 to 15 million in FY2016 for all operating and investment activities combined

SUMMARY

SET FOR GROWTH

- > 2015 was an eventful and successful year for Curetis
- > Continuing to advance commercialization and product development initiatives
- > Established foundation for sustainable long-term growth
- > Expecting to reach important milestones
- > Expecting further advancements on regulatory initiatives in key geographies



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Q&A SESSION

TIME FOR QUESTIONS

WE ANSWER !

QUESTIONS?

CONTACT DETAILS

IF THERE HAS NOT BEEN ENOUGH TIME TO ASK ALL OF YOUR QUESTIONS



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