



DMS Group

Investors presentation

OCTOBER 2022





Samuel Sancerni

Président Directeur Général (Chairman & CEO) – DMS SA

Directeur Général & Administrateur Délégué (Vice-Chairman & CEO) – DMS Imaging

- 20+ years' experience within DMS Group first as Sales Director of Apelem and then as Deputy Managing Director of DMS Group, and President of AXS Medical
- [Since Jan-22] *Administrateur Délégué (Vice-Chairman & CEO) @DMS Imaging*
- [Since Jul-22] *Président Directeur Général (Chairman & CEO) @DMS Group*

- Industry-recognized medical imaging specialist. Successfully initiated major commercial contracts with global OEM, e.g., Canon Medical System Europe, Carestream Healthcare and Fujifilm, etc.
- International Graduate Certificate in Corporate Finance at HEC Paris
- Business & Corporate Strategy Executive Program at HEC Paris
- Generalist engineering background. Master International Trade at IAE of Montpellier

- I. DMS Group overview**
- II. Zoom on DMS Imaging**
- III. Strategic plan**

- The **DMS Group** is focused on bringing innovation and excellence to its customers
- With a **strong foundation in medical imaging**, the Group has capitalized on its know-how over the past 40 years to **expand into** other adjacent sectors, including most recently **biotech**
- By making innovation our top priority, the **DMS Group** strives to deliver its customers the best solutions for tomorrow



..... INNOVATIVE



..... INTERNATIONAL



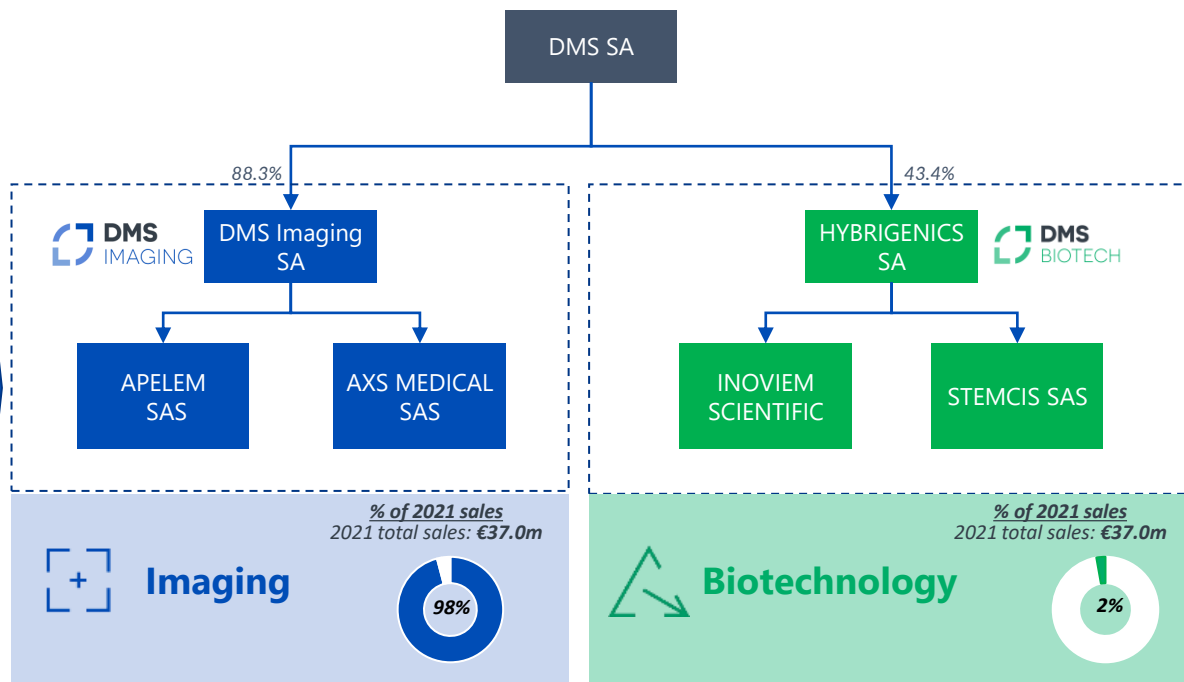
..... INGENIOUS



..... INDUSTRIAL

DMS group: a group of medical companies dedicated to innovation with particular focus on medical imaging

- Headquartered in Gallargues-le-Montueux (near Montpellier, FR), **DMS Group** is a leading company focused on the development, design and manufacturing of medical imaging systems mainly for **digital radiology and bone densitometry**
- DMS Group operates 2 different divisions:
 - DMS Imaging:** with more than 40 years of experience, offers a wide range of products and solutions in radiology, bone densitometry, stereo-radiography, posturology and 3D reconstruction through four key brands: Apelem, DMS, AXS Medical and Medilink
 - DMS Biotech:** launched in 2017, the division is focused on the development of solutions in the fields of arthrosis treatment and regenerative medicine
- DMS Imaging** collaborates with large global and renowned imaging players via OEM partnership, and sells its products and services through an international network of 140 distributors



DMS Group: Key facts



€37m revenue in 2021



25% of staff dedicated to R&D



40+ years of expertise in medical imaging



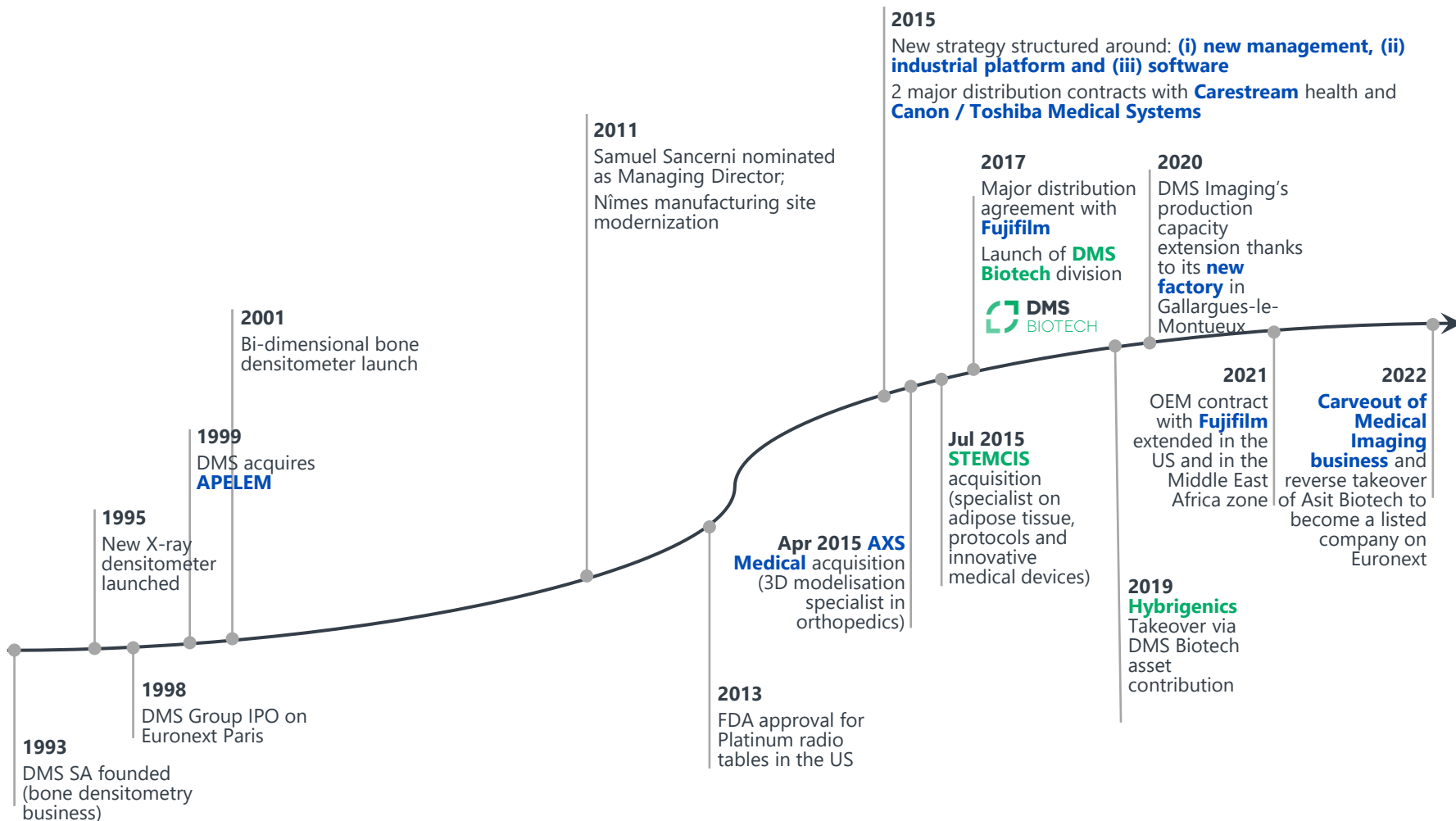
1 new state-of-the-art production site with 450 tables p.a. production capacity



c.125 employees (o/w c.115 in DMS Imaging)



Very strong international exposure through 140+ distributors worldwide



Reinforcing our relationship with Hospitals / Medical centres

DMS Imaging being referenced



Partnership renewal with



Industry recognition of our products

The American Hospital of Paris trusts Platinum Neo



American Hospital of Paris

Platinum Neo wins JFR 2021 Innovation Award



Prix Innovation JFR



Strategic partnership with MicroX: DMS to integrate cold cathode X-ray tubes manufactured by Micro-X into its new mobile solution

New industrial strategy committee (DMS Imaging)

An industrial strategy committee with high level personalities from the medical imaging field or specialized in business strategy



*Mark Holmshaw
Ex-President & CEO of Canon
Medical Systems Europe*



*Christophe Lala
Ex-General Manager of GE
Healthcare Western Europe*

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Top management



Samuel Sancerni, CEO

- 20+ years at DMS Imaging & DMS Group
- Specialist in medical imaging
- Generalist engineer background
- International Graduate Certificate in Corporate Finance and Business & Corporate Strategy at HEC
- Master International Trade at IAE of Montpellier

Key managers

Swan Tuffery, Research and Development Director

- 10-year experience in R&D at Honeywell (Safety Product Division)
- MSc Innovation and technology management
- Graduated from Grenoble Business School

Nathalie Caire-Richard, Human Resources Director

- 12-year experience in HR at McDonald's, Solonet and in Public Administration
- Certificate of aptitude for the profession of lawyer since 2000

Michael Sifre, Production Director

- Mechanical engineer, production management
- 8-year experience in production (metallurgy process at ERAMET, Water bottling at Nestlé waters)

Richard Voisinne, Supply Chain Director

- Mechanical and Automatism Engineer
- 17-year extensive experiences in automotive industries (PSA Peugeot Citroën Group and NTN-SNR)
- Graduated from NSA Rennes

David Terreehorst, Purchasing Director

- 25-year experience in direct and indirect purchasing in various industries (automotive, medical, aeronautics)
- Strong background in complex purchasing projects (make or buy analysis, outsourcing)

Carine Daudu, Quality and Regulatory Manager

- Aeronautic quality initial background
- 13-year experience in Medical devices Quality management and regulatory affairs with global worldwide approach

Jean-Philippe Dross, Customer Service Director

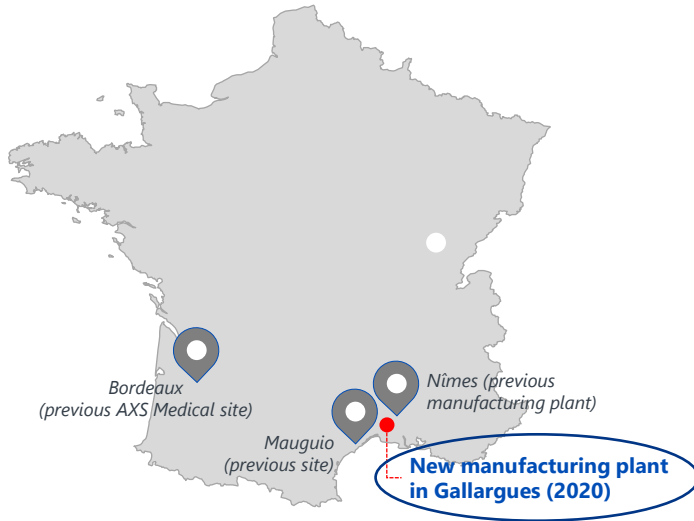
- University Master II Degree in Electronics and IT – Optoelectronic specialty
- 5-year experience as X-ray products Service Manager in a very demanding environment

New Chief Financial Officer (Coming Nov-22)

- 17-year experience at Ernst & Young, Schneider Electric, and GE Power Conversion
- Master from NEOMA Business School

Highly experienced and motivated management team with a strong track record of success and extensive experience within various process industries

DMS Imaging regional footprint



- DMS Group launched in 2019 the construction of a new 5,500m² state-of-the-art manufacturing plant in **Gallargues**. The construction was finalised in H2 2020 and the site is currently up and running
 - Combination of 3 previous sites in Mauguio, Nîmes and Bordeaux
 - Enabling to double the company's production capacity

A brand-new high-quality manufacturing site with 450 tables p.a. production capacity

Gallargues, new manufacturing plant and headquarter

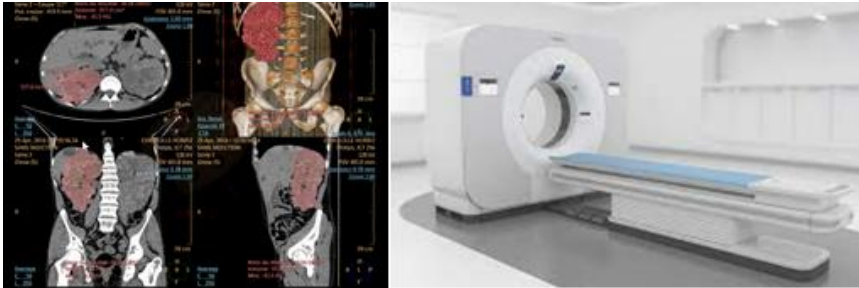


5,500sqm of which

- 2,600sqm dedicated to offices,
- 1,400sqm for manufacturing,
- 1,500sqm for inventories and shipping department

Increasing production capacity up to 450 tables p.a.

CT Scanner (X-ray multi-slice imaging)



MRI (Magnetic Resonance Imaging)



Ultrasound scanner










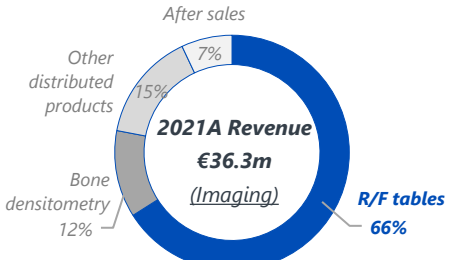
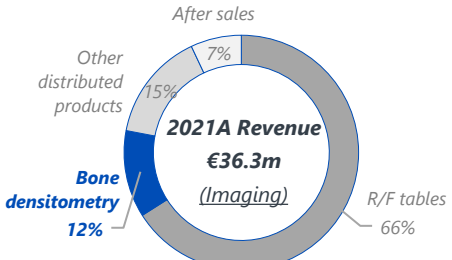
Conventional X-ray Imaging (Digital & AI-embedded)

DMS' focus



A well recognised French medical imaging specialist with a strong franchise in radiology

- DMS Imaging specializes in 3 specific fields of medical imaging (multi-purpose X-ray rooms used for radiology and fluoroscopy, bone densitometry and 3D modelisation) and has a comprehensive offer of products and solutions commercialized through 4 brands
- DMS also integrates the product with a software and / or just distributes the products through its own network

	Radiology	Bone densitometry	3D modelisation ¹
Brands / subsidiaries products	<p>APELEM</p>  <ul style="list-style-type: none"> ▪ Radiology products ▪ Radiology rooms ▪ R/F remote tables ▪ Surgical C-arms ▪ Radiology mobiles ▪ Retrofit kits ▪ mammography 	<p>DMS MEDILINK</p> 	<p>AXS MEDICAL</p>  <ul style="list-style-type: none"> ▪ 3D Biomod ▪ Kineod
Flagship products	 <p>Platinum Neo</p> 	 <p>Stratos</p>	 <p>Biomod</p>
DMS Imaging revenue breakdown	<p>After sales</p>  <p>2021A Revenue €36.3m (Imaging)</p> <p>R/F tables 66%</p> <p>Bone densitometry 12%</p> <p>Other distributed products 15%</p> <p>After sales 7%</p>	<p>After sales</p>  <p>2021A Revenue €36.3m (Imaging)</p> <p>R/F tables 66%</p> <p>Bone densitometry 12%</p> <p>Other distributed products 15%</p> <p>After sales 7%</p>	<p>Marginal product exposure</p>

Note: 3D modelisation is intended to be discontinued while retaining intellectual property

Zoom on Adam: Welcome to the next generation of R/F workflow!

Adam



Description

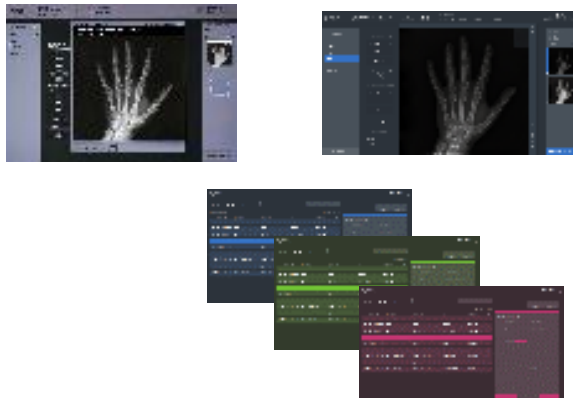
Software platform to revolutionize R/F workflow

Applications

- New software interface for broad medical imaging solutions

Technology

- **Workflow mobility:** Available on a tablet, the radiographer can bring the ADAM workstation to the patient for seamless intake and exam set-up
- **Workflow made automatic:** Table positioning, x-ray parameters, DICOM commands etc., can all be pre-set making room set-up fully automated and freeing up valuable time for the patient
- **Workflow simplified:** ADAM is an all-in-one platform and provides a full range of tools on one single interface. In addition, the table control console was redesigned for the ADAM environment and offers improved workflow features



References & illustrations



DMS Imaging's "MC2" project was selected as the winner of the French Ministry of Industry's "Plan de relance pour l'industrie 2030 - Secteurs stratégiques" ("Industry recovery plan - Strategic sectors")



Estimated Commercial launch

MC2 project



- **Mobile Ready:** mobile radiology equipment with a resolutely innovative technological value proposition, the Carbon Nano Tube CNT

Q3 2023



- **Surgical C-arm:** complete redefinition of the usability of this equipment by further bringing intelligence to the machine and facilitating its integration in the operating room

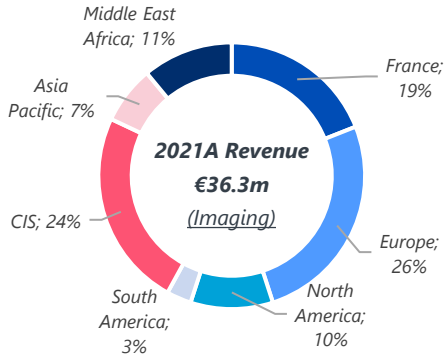
Mid 2024

K project



- **Bone densitometry:** redefinition of the product range towards a higher value added offering with a high level of scientific validation

Beginning 2025



- Hospitals and medical centers provide clear product validation
- Such validation drives sales to industry customers that want the best imaging devices sub-contractor for their own products

Industry (through OEM contracts)

- Medical imaging companies use DMS Imaging as a sub-contractor in order to manufacture mainly radiology and fluoroscopy tables
- Current OEM contract with Canon, Carestream and Fujifilm



Hospitals / Medical centres (through distributors and central purchasing bodies)

- Medical imaging equipment used in hospitals and medical centers through DMS Imaging own brands
- France: UGAP and UniHA contracts ensuring direct sales and distribution to public hospitals
- Distributed worldwide through 140+ distributors



- Industry customers have high visual presence during trade shows and conferences
- Increased awareness of DMS Imaging's product

DMS Imaging has a unique positioning with meaningful established position with both customer segments in radiology, further supported by strong partnership with leading institutions

Through our international network of partners, **DMS Imaging** finances, develops and promotes our innovative products

Industrials



OEM / Major Distribution Contracts



Institutions



R&D Funders



DMS Imaging is present at the key international events and shows gathering medical imaging actors and experts

JFR



MEDICA | Düsseldorf

RSNA[®]
Radiological Society
of North America

RSNA | Chicago

Arab Health
By Informa Markets

ARAB HEALTH | Dubai

European Congress of Radiology

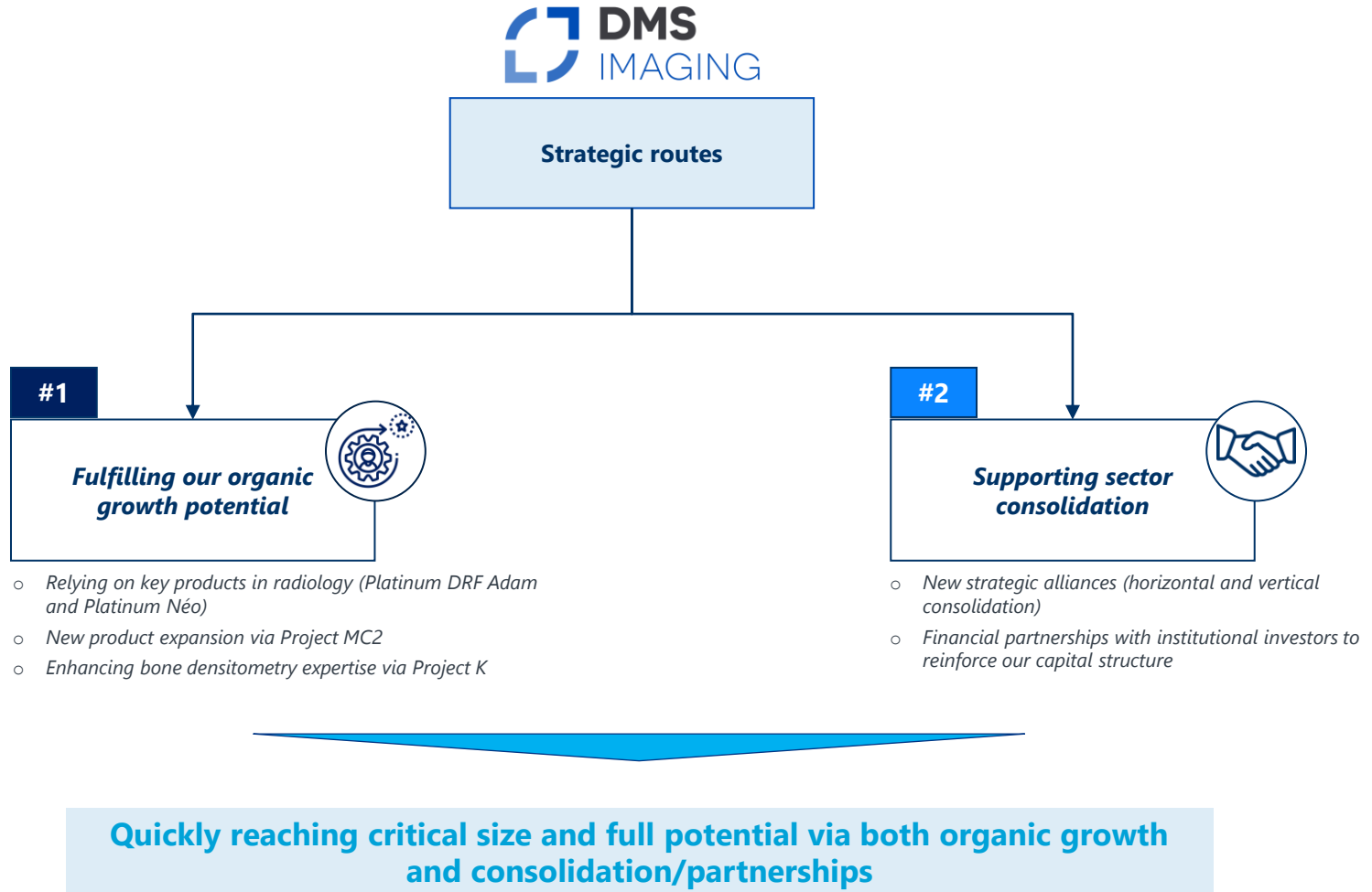
ECR

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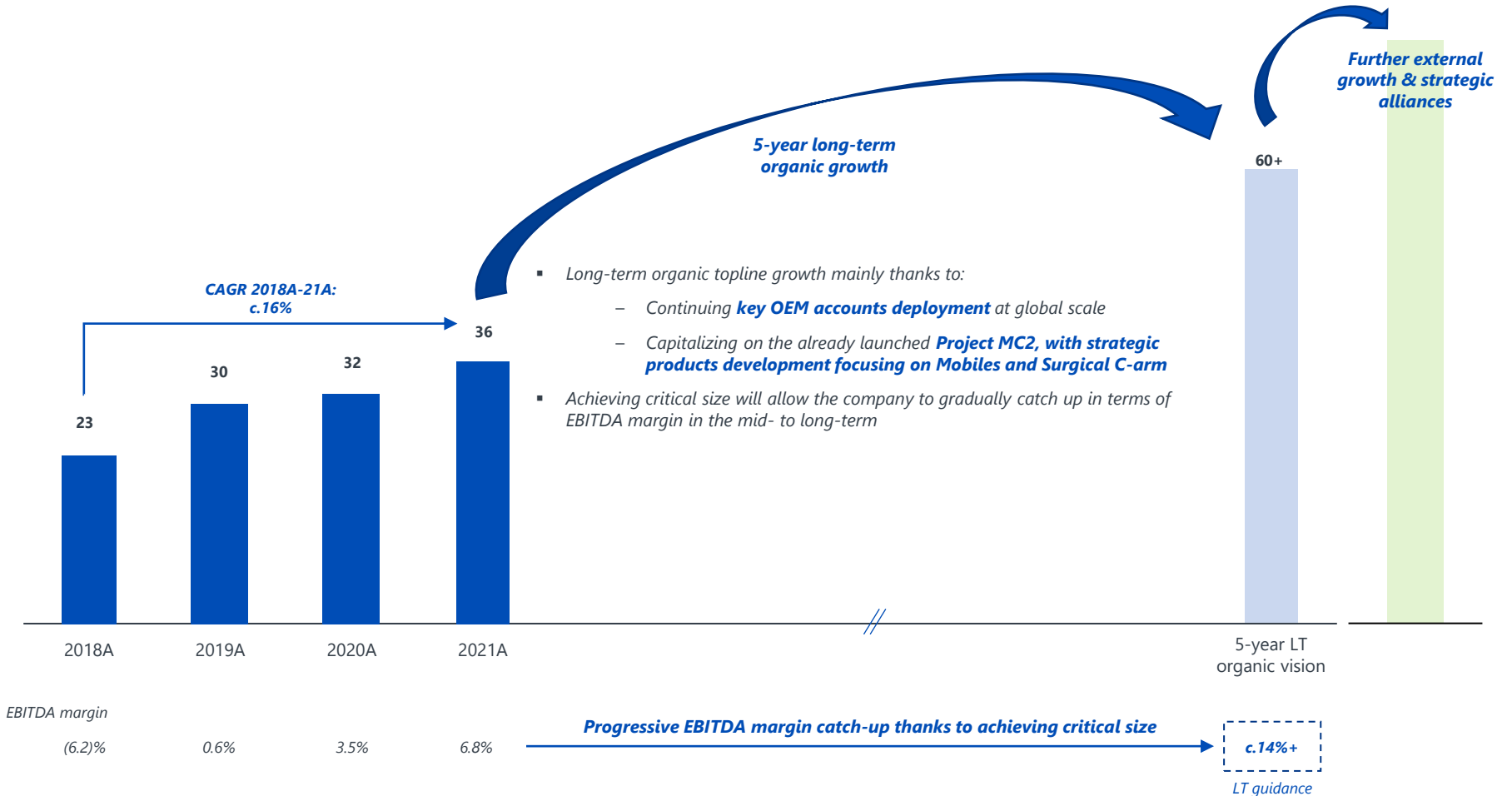


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Paris

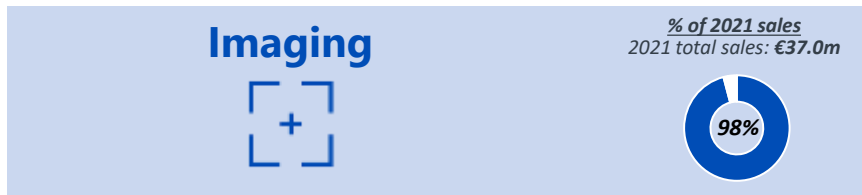
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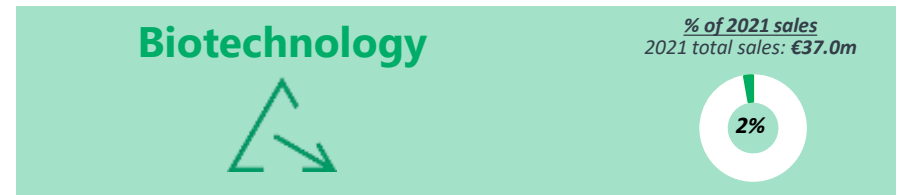
Historical topline evolution (2018A-21A) and our 5-year long-term organic vision



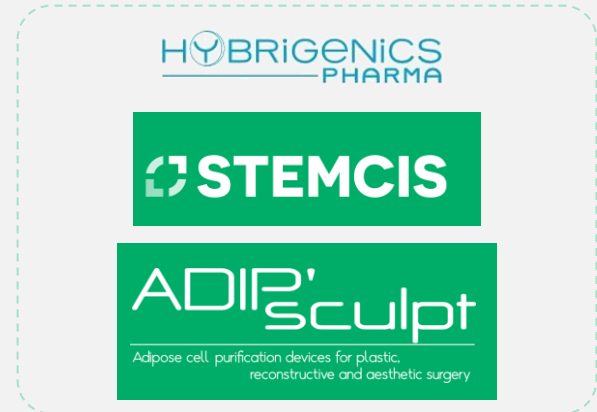
Refocusing on the group's core imaging business. Biotech business separation is currently under review



DMS Imaging is one of the French leaders in the design, development and manufacturing of medical imaging systems dedicated to radiology, bone densitometry, stereo-radiography, 3D modelisation and posturology



DMS Biotech specialises in fundamental and applied research on biological products to develop protocols and innovative medical devices for use in plastic surgery and regenerative medicine



Strategic review is currently undergoing on the separation of DMS Biotech from the Group, in order to add value to this asset, both for DMS Group and Hybrigenics' shareholders

Building new governance

- New governance at both DMS SA and DMS Imaging level
- An industrial strategy committee has been set up with high level personalities from the medical imaging field or specialized in business strategy
- Further capitalizing on the teams in place and their skills and savoir-faire

Reinforcing our position as major European medical imaging player

- Realising full organic growth potential
- Supporting sector consolidation via strategic/financial alliances and partnership
- Quickly reaching critical size and full potential via both organic growth and consolidation/partnerships

Engaging strategic review on the future of the DMS Biotech division

- Refocusing on the group's core business – medical imaging
- Strategic review is currently engaged on the separation of DMS Biotech from the Group, in order to add value to this asset, both for DMS Group and Hybrigenics' shareholders

Re-rating DMS SA stock

- Working towards more effective financial communication with individual and institutional investors
- The proposed free allocation of warrants to DMS Group shareholders is currently under review and will be communicated in due course

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