28th of February 2025

Gentian Diagnostics ASA

Gentian: Scaling Innovation, Transforming Healthcare

Gentian Diagnostics ASA ("Gentian" or "the Company") is a Norwegian in vitro diagnostics (IVD) company specializing in the development of high-quality diagnostic tests for infections, inflammations, kidney failure and heart diseases. With a robust portfolio of established products such as Cystatin C and a strong pipeline of new products such as NT-proBNP, a cardiac biomarker designed to diagnose heart conditions, Gentian is well-positioned to capitalize on the increasing demand for efficient, automated diagnostic solutions. The Company's strategy focus on sustained revenue growth, driven by expanding market adoption and strategic partnerships. With a clear roadmap for profitability, supported by scalable operations and a growing presence in key markets such as APAC, Analyst Group expects sustained growth and long-term value creation. Gentian is estimated to reach an EBITDA of NOK 68.3m in 2027 and based on an applied EV/EBITDA target multiple of 13.8x, a potential price per share of NOK 71.4 is derived in a Base scenario.

- **Proven Product Portfolio Adressing Rising Demand**

Gentian is positioned for strong growth as laboratories face rising workloads and limited resources. The Company's automated solutions that provide high throughput assays deliver results up to 10x faster than traditional methods, significantly enhancing efficiency and reducing operational costs. These advantages cater critical market demands within Europe, the U.S., and China, where the need for rapid and reliable diagnostics continues to grow. With a focus on scalability, Gentian's innovative offering address key challenges in healthcare, supporting early disease detection and streamlined laboratory operations. As healthcare systems worldwide prioritize efficiency, the Company can meet the unmet need and thereby further capitalize on the market growth.

- **Pipeline Catalysts with High Growth Potential**

Gentian is advancing NT-proBNP, a cardiac diagnostic test, expected to serve a market estimated at USD 80.8bn, with inital clinical evaluations already showing strong performance in its development phase. Furhtermore, GCAL®, targeting sepsis and severe infections, has seen increasing adoption, with studies validating Gentian's clinical relevance, further contributing to an estimated revenue growth of 20% annually until 2027, reaching NOK 280.2m in 2027.

- **Profitability Boost Through Operational Scalability**

In Q4 2024, Gentian's revenue increased by 14% YoY to NOK 42.6m, with EBITDA improving from NOK -1.0m to NOK 8.1m (EBITDA margin of 19%). This growth was primarily driven by a 101% surge in U.S. sales, a 34% increase in fCAL® turbo sales, and improved gross margins reaching 56% due to product mix optimizations and efficiencies gained from the Getica integration. These improvements mark an inflection point, supporting sustained growth with reduced capital intensity. Looking ahead, continued expansion in Europe and the U.S., fueled by strong demand for fCAL® turbo and the advancing NT-proBNP assay, positions Gentian for growth.

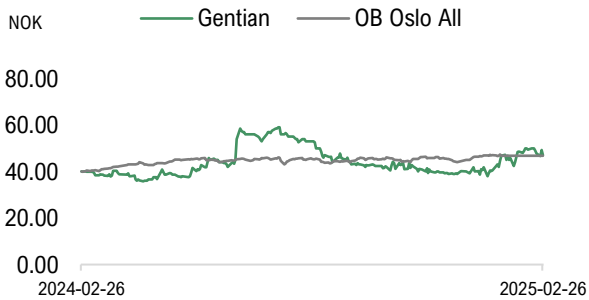
Valuation Range

Bear	Base	Bull
NOK 39.2	NOK 71.4	NOK 93.7

Key Information

Share Price (2024-02-27)	47.0
Shares Outstanding (m)	15.4
Market Cap (NOKm)	724.9
Net cash(-)/debt(+) (NOKm)	(79.2)
Enterprise Value (NOKm)	645.6
List	Oslo Børs
Quarterly report Q1 2025	2025-05-07

Share Price Development



Owners (Source: Holdings)

Vatne Equity AS	13.7%
Kvantia AS	11.7%
Holta Life Science AS	8.0%
Verdipapirfondet Delphi Nordic	4.5%
Safrino AS	4.2%

Estimates (EURm)	2025E	2026E	2027E
Revenue	195.1	233.8	280.2
COGS	(83.5)	(97.6)	(114.1)
Gross Profit	**111.6**	**136.2**	**166.1**
Gross Margin	*57.2%*	*58.3%*	*59.3%*
Operating Costs	(85.5)	(91.4)	(97.8)
EBITDA	**26.1**	**44.7**	**68.3**
EBITDA Margin	*13.4%*	*19.1%*	*24.4%*
P/S	3.2x	2.7x	2.2x
EV/S	2.7x	2.3x	1.9x
EV/EBITDA	20.4x	11.9x	7.8x
EV/EBIT	42.0x	18.6x	10.9x

Introduction

Table of Contents

About the Company

Gentian Diagnostics, founded in 2001, is a Norwegian company specializing in in vitro diagnostic reagents enabling efficient and automated testing. Headquartered in Moss, Gentian operates in the Nordics, U.S., and China. Key products include Cystatin C adressing kidney function, fCAL® turbo for inflammatory bowel disease, and GCAL® adressing severe infections, with NT-proBNP in development adressing cardiac diagnostics. With consistent growth and a focus on innovation, Gentian addresses a growing global demand for cost-effective diagnostic solutions driven by aging populations and chronic diseases. Gentian has been listed on Oslo Bors since 2021.

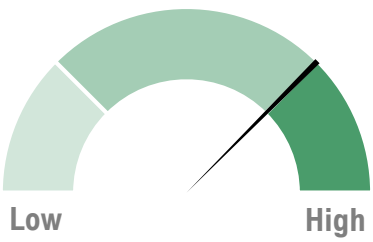
CEO and Chairman

CEO	Matti Heinonen
Chairman	Dr. Hilja Ibert

Analyst

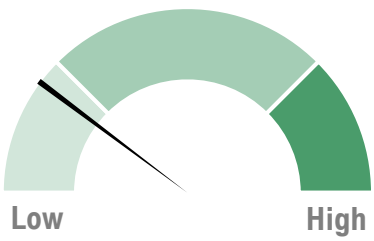
Namn	Henri de Vietri
Phone	+46 (0) 735 29 64 85
E-mail	Henri.de.vietri@analystgroup.se

Value Drivers



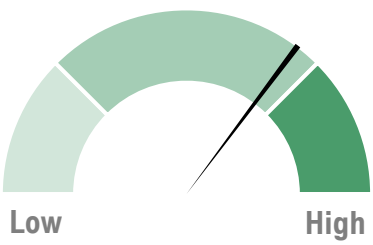
Demand for innovative diagnostic solutions is growing, driven by several global healthcare trends. Gentian's strong position in the IVD market, long-term customer relationships, and increasing assay adoption, such as fCAL® turbo, act as key growth drivers. Integration of acquisitions and scaling production is expected to enhance efficiency and drive an EBITDA expansion, marking a key inflection point.

Historical Profitability



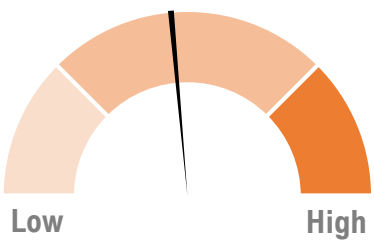
Gentian has historically focused on growth and R&D, impacting profitability with years of negative earnings. However, Q4 2024 marked a turning point, with revenue up 12% YoY to NOK 109.5 million and EBITDA margins rising from 4% to 16%. The Company has reached profitability on an EBITDA level, sees strong momentum from high-margin products combined with a focus operational efficiencies. However, the grade is solely based on historical profitability.

Management & Board



The executive team brings extensive expertise in diagnostics and healthcare industries. CEO Matti Heinonen, appointed in July 2024, brings experience in scaling operations and driving profitability from global firms like Amgen. The board comprises industry leaders with strong backgrounds in diagnostics, healthcare, and finance, ensuring strategic oversight and long-term value creation.

Risk Profile



Gentian's risk profile is moderate, supported by a solid cash position of NOK 84.7 million as of Q4 2024 and no significant debt. Operating in the non-cyclical diagnostics market provides stability. The reliance on scaling key products, competition in the IVD market, and adoption timelines of new products like NT-proBNP, is deemed as risks. However, the Geographic diversification and operational efficiencies mitigate these risks.

Comment on Q4 Report

A Quarter of Mixed Regional Performance and Strategic Progress

Gentian delivered a robust performance during Q4 2024, with revenue increasing 13% YoY to NOK 152.1 million 2024, reflecting the Company's ability to drive growth through a broad product portfolio while achieving significant operational efficiencies. This growth, coupled with improved profitability, underscores an important inflection point in Gentian's trajectory.

13% YOY GROWTH DRIVEN BY CORE PRODUCTS IN STABLE MARKETS

Revenue Growth: In Q4 2024, Gentian achieved a full-year revenue growth of 13% YoY, reaching NOK 152.1m. This growth was primarily driven by strong performance across the Company's core product portfolio, led by the continued success of fCAL® turbo and Cystatin C in key markets such as Europe and the U.S. Despite headwinds in Asia due to value-based pricing tenders in China, the Company sustained momentum through increased adoption and expanding customer bases in more stable regions. This performance demonstrates Gentian's ability to leverage established products and maintain a trajectory of solid revenue growth.

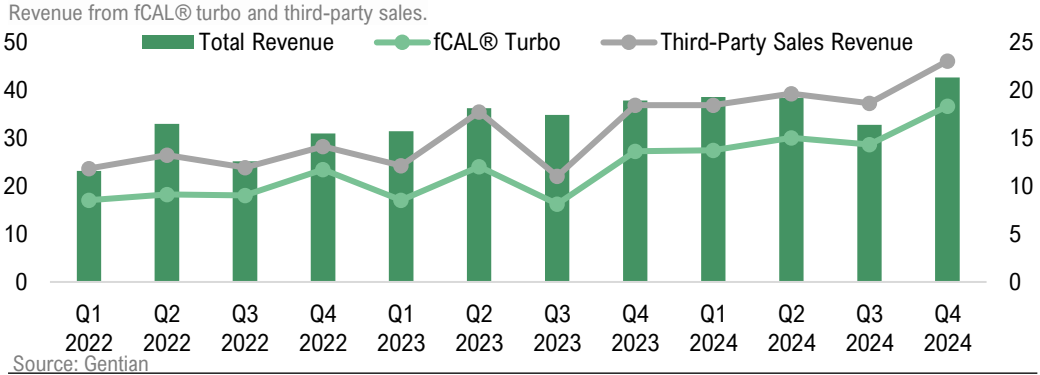
Product and Margin Performance: Gentian delivered notable profitability improvements in Q4 2024, with gross margins increasing to approx. 56%, up from 43% during the same period last year. The standout performer during the quarter was the high-margin fCAL® turbo product, which achieved a strong 34% YoY growth, driving a favorable product mix and contributing significantly to gross margin expansion. Additionally, EBITDA increased from -1% to 19% in Q4 2024, reflecting enhanced cost efficiencies and operational leverage. The successful integration of Getica further supported these gains, showcasing Gentian's strategic focus on scaling efficiently while capitalizing on high-margin product opportunities. These results underline the Company's strong execution and commitment to delivering sustainable profitable growth.

50% YOY INCREASE IN THIRD-PARTY SALES, SHOWCASING STRONG DISTRIBUTION PARTNERSHIPS

Third-Party Sales and Regional Trends: In Q4 2024, Gentian reported a 47% YoY growth in third-party sales, highlighting the strength of the partnerships and distribution network. This growth demonstrates the Company's ability to expand market reach and leverage the commercial infrastructure effectively. Regionally, strong sales momentum in Europe and the U.S. contributed to a combined 56% YoY growth, driven by increased adoption of core products like fCAL® turbo and Cystatin C. However, the Company faced headwinds in Asia, with sales in China declining significantly due to the implementation of value-based pricing tenders, leading to cautious orders. Despite these challenges, Gentian's established presence in mature markets provides a solid foundation for sustained growth, while the ongoing efforts to navigate the Asian market are expected to mitigate regional pressures over time.

34% YoY Growth for fCAL® Turbo Driving a Favorable High-Margin Product Mix

Revenue from fCAL® turbo and third-party sales.



Source: Gentian

GENTIAN ADVANCES WITH INNOVATION, EFFICIENCY AND GROWTH

Strategic Milestones: The fourth quarter also marked progress in strategic initiatives, with the NT-proBNP assay advancing as planned, demonstrating clinical performance comparable to market-leading assays. This milestone, along with strengthened collaborations with clinical partners and finalized contracts for additional clinical cohorts, positions Gentian to expand its high-growth diagnostic portfolio. The integration of Getica has further enhanced operational efficiencies, reducing capital intensity and supporting scalable growth.

Forward-Looking Perspective: Gentian's focus on cost discipline and operational leverage, coupled with high-margin products and an expanding pipeline of innovative diagnostic solutions, sets the stage for sustained long-term growth. Despite near-term challenges in Asia, the Company's ability to generate robust growth in core markets and improve profitability highlights Gentian's resilience and strategic focus.

Investment Thesis

OPTIMIZING LABORATORY EFFICIENCY THROUGH AUTOMATION

Addressing the Challenges of Laboratory Efficiency

In the rapidly evolving landscape of clinical diagnostics, laboratories are under increasing pressure to manage higher workloads with constrained resources. This has led to a significant demand for high-throughput, automated testing solutions that enhance efficiency without compromising accuracy. Gentian is strategically positioned to meet these needs through the innovative Particle-Enhanced Turbidimetric Immuno-assays ("PETIA"), designed for integration into existing clinical chemistry analyzers. Traditional immunoassays often require manual handling and extended processing time, which can impede laboratory productivity. Gentian's PETIA technology automates diagnostic processes, enabling rapid and reliable measurement of critical bio-markers. By adapting the detection of existing bio-markers for use in high-throughput analyzers, Gentian's solutions provide results in approximately 10 minutes from the start of analysis, significantly reducing turnaround times and improving laboratory efficiency. A key advantage of Gentian's assays is the Company's compatibility with a wide range of clinical chemistry platforms. This integration allows laboratories to expand Gentian's test menus without the need for additional investments in instrumentation, thereby optimizing resource utilization and reducing operational costs. Gentian's products, such as the Cystatin C Immunoassay and GCAL® Calprotectin Immunoassay, exemplify this adaptability, offering high sensitivity and specificity for improved diagnostic outcomes.

Poised for Sustained Growth and Profitability

In Q4 2024, Gentian reached a critical inflection point, with an increase of 13% YoY to NOK 152.1 million and EBITDA improving significantly from -1% to 16% YoY, due to strong market adoption, strategic partnerships, and operational efficiencies, supporting further profitability. These improvements were underpinned by a 101% increase in U.S. sales, a 34% growth in the high-margin fCAL® turbo assay, and efficiencies gained through the successful integration of Getica. This operational transformation highlights Gentian's scalability and profitability potential, positioning the company to achieve robust profitable growth going forward. The continued success of fCAL® turbo, which achieved a 34% growth in Q4 2024, reflects Gentian's increasing adoption in gastrointestinal diagnostics. fCAL® alone addresses a market projected to grow at a CAGR of 8%, and with Gentian's scalability on automated platforms, Analyst Group expects it to become a cornerstone of Gentian's revenue going forward. By 2027, fCAL® turbo is estimated to constitute 25-30% of total revenue, contributing to gross margins increasing from 56% to 60%.

SEVERAL GROWTH DRIVERS

The Acquisition of Getica

Gentian acquired Getica, a Swedish company specializing in immunoassay development and production, in 2023 to strengthen the R&D capabilities and secure control over critical production competencies. Getica serves as a key strategic asset for Gentian, enabling in-house expertise in assay formulation, manufacturing scalability, and process optimization. By internalizing critical production steps previously outsourced, Gentian has gained greater control over raw material sourcing, production workflows, and quality assurance, leading to cost effiencies and reduced dependency on external suppliers. The integration of Getica has directly contributed to lower operational costs by streamlining production processes and enhancing economies of scale.

Positioned for Long-Term Growth and Value Creation

ADRESSING UNMET NEEDS WITH A INNOVATIVE PRODUCT PORTFOLIO

Gentian is strategically positioned for sustained growth and value creation in the evolving clinical diagnostics market through a strong technological foundation, product portfolio and market foundation. With innovative solutions such as the PETIA technology and a diversified portfolio consisting of established high-margin products like fCAL® turbo, Cyastin C and Canine CRP, the Company continues to drive efficiency and automation in laboratory workflows. The upcoming NT-proBNP assay, targeting the cardiac diagnostics market, is expected to become a major growth driver, with projections of NOK 105m in annual revenue within three years of launch. At the same time, GCAL® is gaining wider adoption as clinical validation continues to highlight its utility in detecting severe infections. With gross margins forecasted to exceed 60% and EBITDA margins projected to reach 24.4% by 2027, corresponding to NOK 68.3m, Gentian is well-positioned for long-term profitability. Growth will be driven by a combination of strong organic sales momentum, continued expansion in key markets like the US and Europe, and increasing contributions from high-margin products, with revenue expected to reach NOK 280.2 million by 2027. The scaling of NT-proBNP and GCAL®, alongside continued third-party sales growth, will further accelerate top-line performance.

Company Description

DRIVING GROWTH ACROSS MULTIPLE MARKETS WITH DIVERSE AND SCALABLE DIAGNOSTIC SOLUTIONS

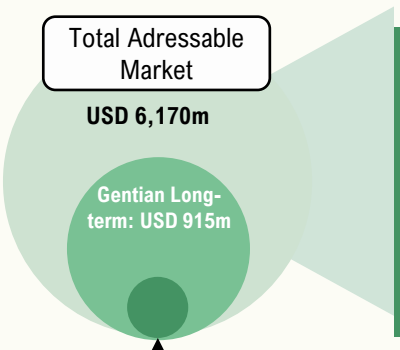
Innovating High-Throughput Laboratory Diagnostics

Gentian is a leading in vitro diagnostics company specializing in automated, high-throughput immunoassays that improve efficiency, accuracy, and cost-effectiveness within clinical diagnostics. Headquartered in Moss, Norway, with operations in Sweden, the U.S., and China, Gentian has developed a strong global presence by transforming clinically relevant biomarkers into fully automated solutions that run on high-throughput laboratory instruments. The Company's proprietary Particle-Enhanced Turbidimetric Immunoassay (PETIA) technology allows for faster and more precise diagnostics, replacing traditional time-consuming and labor-intensive methods.

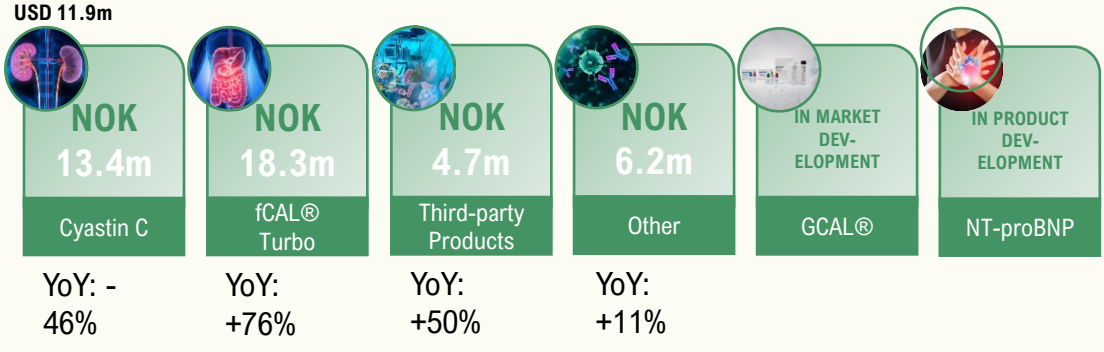
Gentian's portfolio addresses critical healthcare areas, including kidney disease, inflammatory disorders, cardiovascular health, and severe infections. The Company's Cystatin C assay provides superior kidney function assessment compared to creatinine-based tests and is gaining global traction following KDIGO guidelines recommending its increased use. fCAL® turbo, a high-throughput test for inflammatory bowel disease (IBD), is now commercially supported by a partnership between Bühlmann Laboratories and Beckman Coulter driving strong sales momentum and expanded market adoption. GCAL®, a biomarker for severe infections and sepsis, has demonstrated superior clinical performance over traditional inflammatory markers, positioning it as a key tool for early infection detection.

Expanding the portfolio, Gentian is developing NT-proBNP, a fully automated PETIA-based assay for heart failure diagnostics, recently validated in clinical studies and protected by a European patent. Additionally, the Company's Retinol-Binding Protein (RBP) addresses the growing need for biomarkers in metabolic and age-related diseases. These innovations, combined with strategic partnerships with global diagnostics leaders such as Siemens Healthineers, Beckman Coulter, and Bühlmann Laboratories, lay a foundation for profitable growth.

Gentian's Product Split and Revenue Q4-24



	Total Adressable Market, USDm	Total Serviceable Market, USDm	Target Market Share, Unrisked	Gentian's Revenue Take	Servicable Market Annual Growth Rate, Next 4-6 Years
Established Products	2,220	240	25%	30-50%	5-10%
GCAL Infections	1,000	440	15%	30-50%	7%
GCAL Inflammation	1,250	250	Under Evaluation	30-50%	Under Evaluation
NT-proBNP	1,700	900	15%	30-50%	5-10%
Total	**6,170**	**1,830**	**>15%**	**30-50%**	**5-10%**



Company Description

Strong Market Position

Gentian has strategically developed a wide-reaching distribution network that supports Gentian's market penetration and growth objectives across multiple regions, which enables Gentian to leverage local market expertise for tailored customer engagement. In Europe, Gentian's collaboration with diagnostic companies and local distributors such as Beckman Coulter ensures strong coverage in key markets, enabling the efficient delivery of solutions like Cystatin C and fCAL® turbo to laboratories addressing chronic disease management and gastrointestinal health. In Asia, Gentian continues to expand the Company's footprint, utilizing a growing network of local partners to navigate regulatory landscapes and capitalize on the region's increasing demand for cost-effective, high-throughput diagnostics.

fCAL® turbo: A Leading Product in Gastrointestinal Diagnostics

DRIVING STRONG MARKET GROWTH WITH A 33% YOY INCREASE IN 1H 2024

fCAL® turbo is one of Gentian's core products, designed for rapid and reliable diagnosis of Inflammatory Bowel Disease (IBD). Its high accuracy and compatibility with automated clinical chemistry platforms compete with traditional enzyme-linked immunosorbent assays (ELISA), by enabling faster turnaround times and improved laboratory workflow. Sold through Gentian's exclusive global partner, Bühlmann Laboratories, fCAL® turbo has seen widespread adoption across Europe and North America. During 2023, fCAL® turbo generated NOK 43.2m in sales, representing 32% of Gentian's total revenue, showcasing a 19% YoY increase. The momentum continued the first half of 2024, with sales reaching NOK 28.7 million, an increase of 33% from the same period in 2023, underscoring the strong market demand and strategic execution.

Cystatin C: A Cornerstone Product in Kidney Disease Diagnostics

Cystatin C is a clinical biomarker that detects reduced kidney function, offering advantages over creatinine-based tests as it is independent of muscle mass, race, and other patient variables. The KDIGO (Kidney Disease Improving Global Outcomes) guidelines recognize Cystatin C as a preferred biomarker in order to estimate Glomerular Filtration Rate (GFR), further driving its adoption. Through partnerships with major diagnostic companies such as Beckman Coulter, Cystatin C is widely used in Europe, the United States, and Asia. In 2023, Cystatin C accounted for total sales of NOK 56.3m, accounting for 41% of Gentian's total revenue, showcasing a 41% YoY growth driven by expanding guideline adoption and commercial partnerships. Despite regulatory headwinds in Asia, Gentian's first-half 2024 sales reached NOK 28.2m, reflecting 9% growth, highlighting continued strong performance in the US and European markets.

Third-Party Products: Diversifying Revenue Streams

67% YOY GROWTH IN THIRD-PARTY SALES

Gentian's third-party product distribution business complements the proprietary assays, providing a broader offering to clinical laboratories. These products, distributed through Gentian, enhance customer engagement and improve the Company's market penetration. By integrating third-party products into its sales network, Gentian diversifies its revenue streams and strengthens relationships with healthcare providers such as Bühlmann Laboratories. During 2023, third-party product sales grew by 67% YoY, contributing to approximately 25% of total revenue. This momentum has carried into 2024, reinforcing Gentian's strategy to leverage distribution partnerships for sustained growth as evidenced by a 13% YoY increase in revenue for 2024.

GCAL® and NT-proBNP: Future Growth Drivers

USD 440M TOTAL ADDRESSABLE MARKET FOR GCAL®

GCAL® is an innovative biomarker that detects severe infections and inflammation, including sepsis, with a high sensitivity in relation to traditional markers like CRP and Procalcitonin. As clinical validation continues, GCAL®, Currently in market development, is gaining broader adoption, particularly in hospital and emergency settings where early infection detection is critical. With a total addressable market of USD 440m globally with a CAGR of 7%, GCAL® represents a significant long-term revenue opportunity for Gentian with a estimated revenue contribution of NOK 35m by 2027. NT-proBNP, currently in late-stage development, is a cardiac biomarker addressing heart failure diagnostics, offering fully automated testing, unlike traditional immunoassays. Targeting a USD 900m market with 5-10% annual growth, given that NT-proBNP achieves regulatory approval, estimated year 2026, the product is expected to drive significant revenue following its regulatory approval and commercialization. These emerging products currently contribute a smaller share of total revenue, but with NT-proBNP projected to generate NOK 105m annually within three years post-launch, and GCAL® adoption accelerating, they are poised to become key revenue drivers in Gentian's future portfolio.

Market Analysis

70% OF CLINICAL DECISIONS INFLUENCED BY IVD AND AUTOMATED SYSTEMS

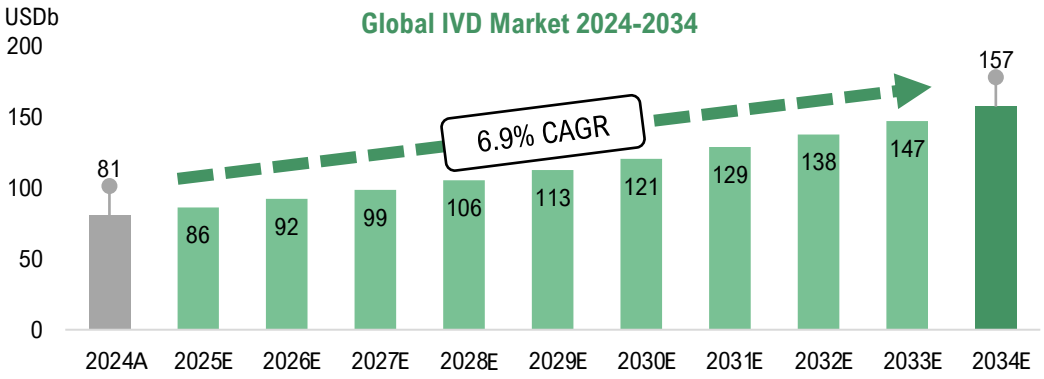
A Growing Need for Efficient Diagnostic Solutions

The diagnostic market is crucial to the healthcare sector, influencing 70% of clinical decision-making, enabling the early detection of diseases and monitoring of chronic conditions. Key drivers for growth include an aging population, rising prevalence of chronic and infectious diseases and increasing demand for laboratory automation and cost-effective diagnostics. Gentian operates in the global in-vitro diagnostics market, a sector valued at approximately USD 80.8 billion in 2024, with an expected CAGR of 6.9% through 2034, thereby reaching USD 157b. Growing demand for automation in laboratories has increased the shift from low-throughput platforms to fully automated high-throughput systems, a transition accelerated by workforce shortages and the rising complexity of diagnostics. Gentian's "PETIA" (Particle-Enhanced turbidimetric Immunoassay) technology meets this demand, offering rapid, reliable and cost effective solutions for laboratories. Evolving clinical guidelines and Gentian's edge within high-throughput systems are expected to drive the adoption of Gentian's products further.

GLOBAL REACH WITH LOCAL EXEPRTISE ENABLING MARKET PENETRATION AND TAIOLORED CUSTOMER ENGAGEMENT

Global IVD Market Expected to Grow at a 6.9% CAGR

Estimated revenue from the Global IVD market



20-30% LAB COST REDUCTION WITH GENTIAN'S SCALABLE AUTOMATED SOLUTIONS

Competitive Landscape

Gentian faces competition from established global diagnostics companies, including Roche, Abbott, and Siemens, who hold a significant market shares and offer a wide range of products. However, the Company's competitive advantage lies in the focus on leveraging the Company's proprietary PETIA technology, enabling up to 10 times faster test processing compared to traditional methods, while reducing laboratory costs by approximately 20-30%. Additionally, Gentian's partnerships with industry leaders such as Beckman Coulter and Bühlmann Laboratories provide strong market access and credibility.

Expanding Addressable Markets

Gentian operates in a rapidly expanding global diagnostics market, with key products targeting multi-billion-dollar addressable markets driven by rising disease prevalence, regulatory endorsements, and increasing demand for automated, high-throughput testing. **Cystatin C**, a biomarker for kidney function assessment, adresses a market exceeding USD 2 billion, fueled by growing chronic kidney disease (CKD) rates, aging populations, and broader adoption following KDIGO guideline recommendations. **fCAL® turbo**, a diagnostic tool for Inflammatory Bowel Disease (IBD), operates in a USD 500 million market, expanding as central labs transition to automated fecal testing to improve efficiency and scalability. **GCAL®**, targeting severe infections and sepsis, addresses a USD 440m market, expected to grow at a 7% CAGR, driven by demand for rapid infection detection and cost-effective diagnostic solutions. Meanwhile, NT-proBNP, currently in late-stage development, is poised to enter the USD 900 million heart failure diagnostics market, which is expanding at a CAGR of 5-10%, fueled by increasing heart failure cases, guideline-driven biomarker adoption, and demand for standardized, automated cardiac assays. Beyond its proprietary assays, Gentian's third-party product distribution further expands its revenue potential by offering complementary diagnostics.

Source: Biospace

Financial Forecast

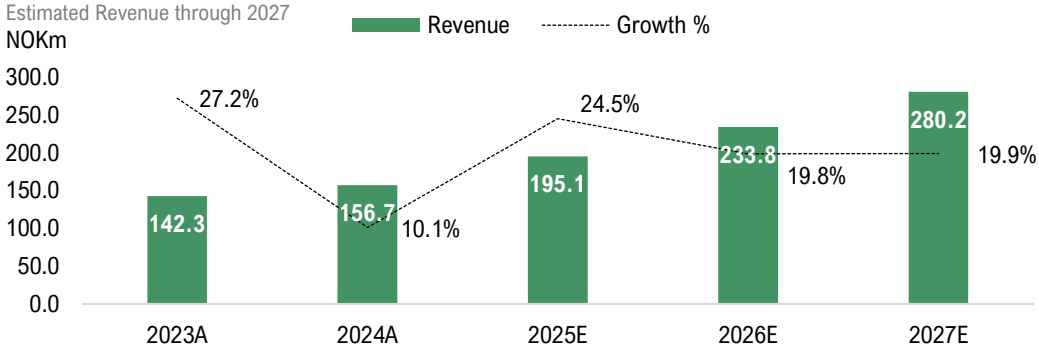
Revenue Forecast

18.4% CAGR THROUGH 2027

This significant growth trajectory is driven by multiple factors, including the increasing adoption of flagship products such as Cystatin C, fCAL® turbo, and GCAL®, which continue to gain traction in key markets due to updated clinical guidelines and the growing demand for automated, high-throughput diagnostic solutions. Additionally, the commercialization of the NT-proBNP assay is expected to add a new and substantial revenue stream, reinforcing Gentian's presence in the cardio-vascular diagnostics segment. Gentian is positioned for robust revenue growth over the next several years, with forecasts projecting an revenue increase from NOK 142.3m in 2023 to NOK 280m by 2027, representing a CAGR of approximately 18.4%. Geographically, the Company is expected to focus Europe and the US, with rising demand for efficient diagnostics fueled by an aging population and increasing prevalence of chronic diseases. The Chinese market, despite facing near-term challenges such as regulatory changes and value-based pricing, is expected to normalize in the coming years, providing additional growth looking forward. Gentian's strategic focus on partnering with leading global IVD companies will also enhance its ability to penetrate new markets and drive revenue growth across multiple regions through new distribution channels.

Revenue is Estimated to Reach NOK 280.2m by 2027

Estimated Revenue through 2027



Source: Gentian, Analyst Estimates

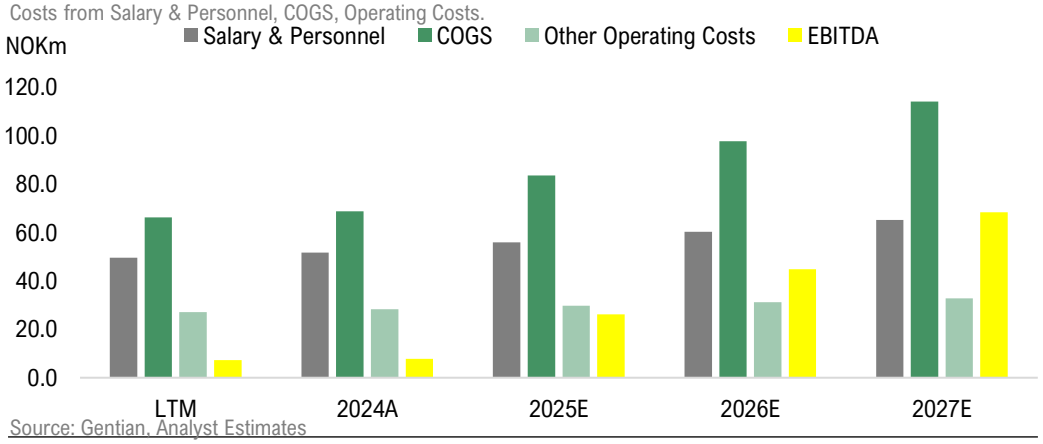
Path to Profitability

25.1% PROJECTED EBITDA MARGIN BY 2027

Gentian has increased its EBITDA margin from 2.2% in 2023 and is projected to reach 24.4% by 2027, driven by a combination of higher gross margins and operational leverage as revenues scale. The increase in gross margins is attributed to a product mix shift towards high-margin products, economies of scale, optimize, and technological advancements improving production efficiency. The Company's high-margin products such as Cystatin C and fCAL® turbo, alongside with the commercialization of NT-proBNP in 2025, is expected to play a key role in boosting profitability. Additionally, disciplined cost management in personnel proven by the EBITDA margin expansion in Q4-24 and operating expenses is expected to contribute to improved efficiency, with operating costs expected to grow at a slower pace than revenue. By capitalizing on economies of scale, an optimized product mix, and growing market demand, Gentian is expected to show an EBITDA expansion from 2.2% 2023 to 24.4%2027 reaching NOK 68.3m.

EBITDA Margin of 25.1% by 2027

Costs from Salary & Personnel, COGS, Operating Costs.



Source: Gentian, Analyst Estimates

Valuation

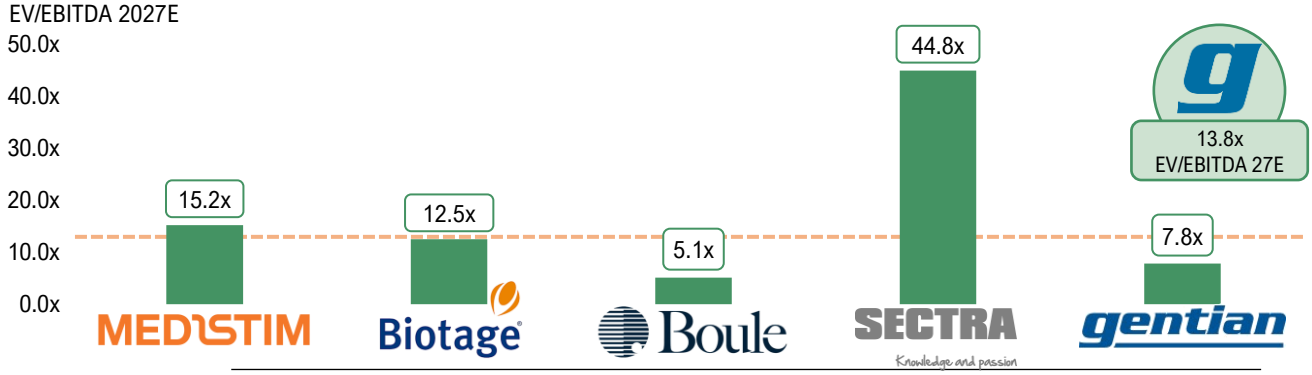
NOK 71.4
BASE SCENARIO

Peer Valuation: Base Scenario

A relative valuation has been conducted to determine the value of Gentian where the chosen peers are based on their operations in the diagnostics and healthcare sector. The companies selected offer solutions within medical diagnostics and share similar business models. Gentian demonstrates a strong revenue growth trajectory, exceeding the median revenue growth of its peers, but its current EBITDA margin remains below the median. This reflects the Company's ongoing investments in scaling the operations and expanding the products portfolio. Gentian's gross margin of 55.9%, below the peer median of 70.8%, indicates room for improvement as economies of scale and higher-margin products, such as NT-proBNP and GCAL®, contribute to profitability. With the EBITDA margin estimated to grow from 4.8% LTM to 25.1% in 2027, a margin expansion is underpinned by operational efficiency and an improved product mix. Neither a discount or a premium has been factored in since Gentian's revenue growth is estimated to exceed peer average. Applying the median 2027E EV/EBITDA multiple of 13.8x on Gentian's projected NOK 68.3m EBITDA 2027 implies an enterprise value of NOK 945m, corresponding to a potential share price of NOK 71.4 in a Base scenario.

Peer Valuation (NOKm)	Market Data		Financials			Valuation	
	LTM			LTM		LTM	2027E
Company name	MCAP	EV	EBITDA Margin	Rev. Growth YoY	Gross Margin	EV/EBITDA	EV/EBITDA
Medistim ASA	2,713	2,594	25.0%	2.7%	79.1%	18.9x	15.2x
Biotage	10,969	11,033	24.7%	32.1%	62.5%	21.1x	12.5x
Boule Diagnostics	372	533	12.5%	(1.6%)	45.1%	7.6x	5.1x
Sectra	49,453	48,919	18.6%	14.7%	85.1%	85.7x	44.8x
Average	**15,876**	**15,769**	**20.2%**	**12.0%**	**68.0%**	**33.3x**	**19.4x**
Median	**6,841**	**6,813**	**21.7%**	**8.7%**	**70.8%**	**20.0x**	**13.8x**
Gentian Diagnostics	620	532	4.8%	11.2%	55.9%	73.8x	7.8x

EV/EBITDA 2027E



NOK 93.7
BULL SCENARIO

NOK 39.2.
BEAR SCENARIO

Bull Scenario

In a Bull scenario, the Company sees accelerated adoption of flagship products such as Cyastin C, fCAL® turbo and NT-proBNP. This results in estimated higher sales growth driven by stronger market penetration and regulatory support such as KDIGO guidelines. Furthermore, operational efficiency improves significantly due to faster integration of Getica. This together estimated to lead to an EBITDA margin of 28% in 2027. Applying a target multiple of 13.8x EV/EBITDA to an estimated NOK 89.6m EBITDA 2027, implies a potential share price of NOK 93.7.

Bear Scenario

In a Bear scenario, Gentian faces slower adoption of key products with competition and regulatory hurdles limiting growth. Sales underperform, primarily due to slower market penetration in China where tendering challenges persist. Operational efficiencies take longer to materialize with delayed integration of the acquisition leading to an estimated EBITDA margin of 15% in 2027. Applying a target multiple of 13.8x EV/EBITDA to an estimated NOK 37.5m EBITDA 2027, implies a potential share price of NOK 39.2.

Appendix

Base Scenario (NOKm)	2023A	2024A	2025E	2026E	2027E
Net revenue	135.1	152.1	189.1	227.0	272.4
Other operating revenue	7.2	4.6	5.9	6.8	7.8
Total group revenue	**142.3**	**156.7**	**195.1**	**233.8**	**280.2**
Cost of goods and services	(66.8)	(73.9)	(83.5)	(97.6)	(114.1)
Gross profit	**75.5**	**82.8**	**111.6**	**136.2**	**166.1**
Gross margin	*53.1%*	*52.8%*	*57.2%*	*58.3%*	*59.3%*
Salary and personnel	(46.5)	(40.3)	(55.8)	(60.3)	(65.1)
Other operating costs	(25.8)	(17.8)	(29.7)	(31.1)	(32.7)
EBITDA	**3.2**	**24.7**	**26.1**	**44.7**	**68.3**
EBITDA margin	*2.2%*	*15.8%*	*13.4%*	*19.1%*	*24.4%*
D&A	(9.6)	(9.0)	(13.4)	(16.1)	(19.4)
Impairments	(6.4)	0.0	0.0	0.0	0.0
EBIT	**(12.8)**	**15.7**	**12.7**	**28.6**	**49.0**
EBIT margin	*(9.0%)*	*10.0%*	*6.5%*	*12.2%*	*17.5%*

Key Metrics	2024A	2025E	2026E	2027E
EV/S	4.6x	2.7x	2.3x	1.9x
EV/EBITDA	28.0x	20.4x	11.9x	7.8x
EV/EBIT	44.0x	42.0x	18.6x	10.9x
P/S	5.1x	3.2x	2.7x	2.2x

Appendix

Bull Scenario (NOKm)	2023A	2024A	2025E	2026E	2027E
Net revenue	135.1	152.1	214.3	258.8	312.5
Other operating revenue	7.2	4.6	5.9	6.8	7.8
Total group revenue	**142.3**	**156.7**	**220.3**	**265.6**	**320.3**
Cost of goods and services	(66.8)	(73.9)	(90.6)	(106.0)	(124.1)
Gross profit	**75.5**	**82.8**	**129.6**	**159.6**	**196.3**
Gross margin	*53.1%*	*52.8%*	*58.9%*	*60.1%*	*61.3%*
Salary and personnel	(46.5)	(40.3)	(57.6)	(62.1)	(67.0)
Other operating costs	(25.8)	(17.8)	(32.8)	(36.1)	(39.7)
EBITDA	**3.2**	**24.7**	**39.2**	**61.4**	**89.6**
EBITDA margin	*2.2%*	*15.8%*	*17.8%*	*23.1%*	*28.0%*
D&A	(9.6)	(9.0)	(13.4)	(16.1)	(19.4)
Impairments	(6.4)	0.0	0.0	0.0	0.0
EBIT	**(12.8)**	**15.7**	**25.8**	**45.3**	**70.3**
EBIT margin	*(9.0%)*	*10.0%*	*11.7%*	*17.0%*	*21.9%*

Bear Scenario (NOKm)	2023A	2024A	2025E	2026E	2027E
Net revenue	135.1	152.1	188.8	213.9	242.4
Other operating revenue	7.2	4.6	5.9	6.8	7.8
Total group revenue	**142.3**	**156.7**	**194.7**	**220.7**	**250.2**
Cost of goods and services	(66.8)	(73.9)	(84.5)	(95.5)	(107.9)
Gross profit	**75.5**	**82.8**	**110.2**	**125.2**	**142.3**
Gross margin	*53.1%*	*52.8%*	*56.6%*	*56.7%*	*56.9%*
Salary and personnel	(46.5)	(40.3)	(55.7)	(59.1)	(62.6)
Other operating costs	(25.8)	(17.8)	(33.1)	(36.6)	(40.5)
EBITDA	**3.2**	**24.7**	**21.3**	**29.5**	**39.2**
EBITDA margin	*2.2%*	*15.8%*	*11.0%*	*13.4%*	*15.7%*
D&A	(9.6)	(9.0)	(13.4)	(16.1)	(19.4)
Impairments	(6.4)	0.0	0.0	0.0	0.0
EBIT	**(12.8)**	**15.7**	**7.9**	**13.4**	**19.9**
EBIT margin	*(9.0%)*	*10.0%*	*4.0%*	*6.1%*	*7.9%*

Disclaimer

These analyses, documents and any other information originating from AG Equity Research AB (Henceforth "AG) are created for information purposes only, for general dissipation and are not intended to be advisory. The information in the analysis is based on sources, data and persons which AG believes to be reliable. AG can never guarantee the accuracy of the information. The forward-looking information found in this analysis are based on assumptions about the future, and are therefore uncertain by nature and using information found in the analysis should therefore be done with care. Furthermore, AG can never guarantee that the projections and forward-looking statements will be fulfilled to any extent. This means that any investment decisions based on information from AG, any employee or person related to AG are to be regarded to be made independently by the investor. These analyses, documents and any other information derived from AG is intended to be one of several tools involved in investment decisions regarding all forms of investments regardless of the type of investment involved. Investors are urged to supplement with additional relevant data and information, as well as consulting a financial adviser prior to any investment decision. AG disclaims all liability for any loss or damage of any kind that may be based on the use of analyzes, documents and any other information derived from AG.

Conflicts of Interest and impartiality
To ensure AG's independence, AG has established compliance rules for analysts. In addition, all analysts have signed an agreement in which they are required to report any and all conflicts of interest. These terms have been designed to ensure that *COMMISSION DELEGATED REGULATION (EU) 2016/958 of 9 March 2016, supplementing Regulation (EU) No 596/2014 of the European Parliament and of the Council with regard to regulatory technical standards for the technical arrangements for objective presentation of investment recommendations or other information recommending or suggesting an investment strategy and for disclosure of particular interests or indications of conflicts of interest*. Compliance policy: https://analystgroup.se/interna-regler-ansvarsbegransning/ (Swedish)

Other
This analysis is a task analysis. This means Analyst Group has received payment for doing the analysis. The Principal, **Gentian Diagnostics** (furthermore" the Company") has had no opportunity to influence the parts where Analyst Group has had opinions about the Company's future valuation or anything that could constitute an objective assessment.

The parts that the Company has been able to influence are the parts that are purely factual and objective.

The analyst does not own shares in the Company.