



Biotage



Corporate Presentation Biotage

August 25, 2021

Tomas Blomquist, CEO



HumanKind Unlimited

Disclaimer

This presentation may contain certain forward-looking statements which, by nature, involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements. Accordingly, investors and shareholders are urged not to place reliance on these statements.

Why Biotage?

Why Biotage?

ONE Biotage HumanKind Unlimited

1

Impact Tech **Market-leader in separation solutions** helping our customers to make the world greener, cleaner and healthier– with a Recurring Revenue Model

Leading Position in fast Growing Segments & Attractive Markets aiming to become a One-Stop-Shop and outgrow market x2

2

Proven financial track record and **well positioned** to capture shares in **selective attractive and growing markets**

3

Customer focused organization with vast executive global company **growth experience**

Impact Tech tools platform company that builds value through innovation, ecosystem partnerships and by M&A

4

Active I&D product road map and programs and megatrend portfolio management with strong collaboration partners and customers

5

Value added **acquisitions complements** current product portfolio

A purpose driven and People First company that recruits, engages and develops the best global talent in the industry

6

Robust patent portfolio and market protection



Biotage in Brief



Biotage 2020 - A Global Impact Tech Company



Our products are sold in more than 70 countries



~ 3350 products



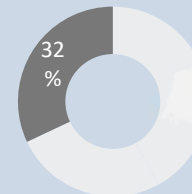
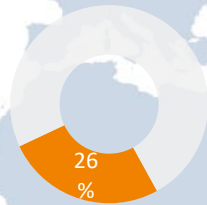
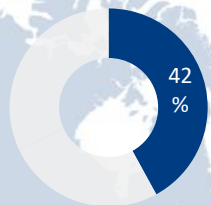
~ 4200 customers



Direct sales revenue 94%



5 R&D Sites and 11 Sales offices



San Jose, USA

Charlotte, USA

Salem, USA

Cardiff, Wales

Headquarters - Uppsala, Sweden

Lund, Sweden

New Delhi, India

Seoul, South Korea

Shanghai, China

Tokyo, Japan

Osaka, Japan

Sales Office

Production and R&D

NET SALES

1,092 MSEK

OPERATING PROFIT, EBIT

206 MSEK

GROSS PROFIT MARGIN

61.0%

NO. OF ASSOCIATES

485

HumanKind Unlimited

The Diversity of Society Problems Our Workflow Platforms Solve



SAVE LIVES

Biotage is a Global
Impact Tech Company
committed to
solving society's
problems

SAVE THE PLANET



Our Vision

We help shape the sustainable science of tomorrow and our future society for the benefit of HumanKind

Our Mission

Our mission is to help our customers to make the world more sustainable, healthier and cleaner.

Leadership Foundation



Our Values



CARE – The Caring Company
A culture of empathy and understanding for each other, our stakeholders and environment

Executive Management Group May 2021



Tomas Blomquist
CEO & President



Annette Colin
Chief Financial Officer



Lars Bäckman
Chief Legal Officer



Jon-Sverre Schanche
Chief Scientific Officer



Petra Duprez
Chief HR &
Sustainability Officer



Olof Nord
EVP
Business Development



Anders Wikström
EVP Operations



Scott Carr
President Americas



Andreas Juhlin
President International



Magnus Nordstedt
EVP IT & Digitalization



Lisa Egelrud
EVP QARA



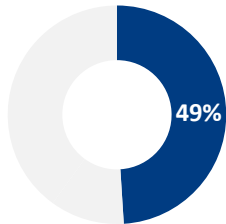


Our Offering

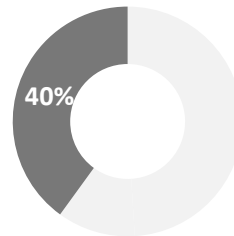
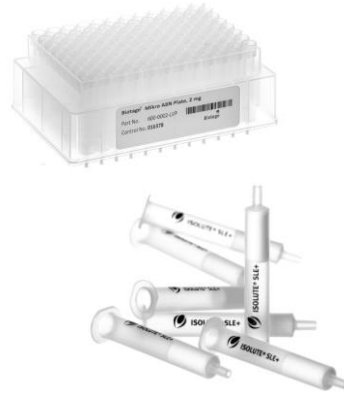


Complete Solutions – A recurring revenue model

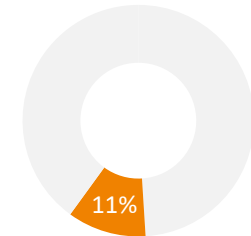
System



Consumables



Service



Our offering

Who are our typical users

- Pharma
- CRO/CMO
- Academia



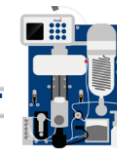
How do we help them?



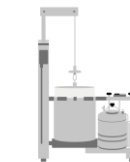
Biotage® Selekt



Biotage® PhyPrep



Biotage® V-10 Touch



Biotage® Flash400

- Clinical
- Forensic
- Doping



Biotage® Extrahera

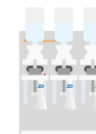


TurboVap®

- Environmental
- Food
- Agriculture



SpeedVap®



Biotage® Horizon 5000



White Tech
Pharma – CRO, CMO,
Academia
**Drug Discovery and
Development**



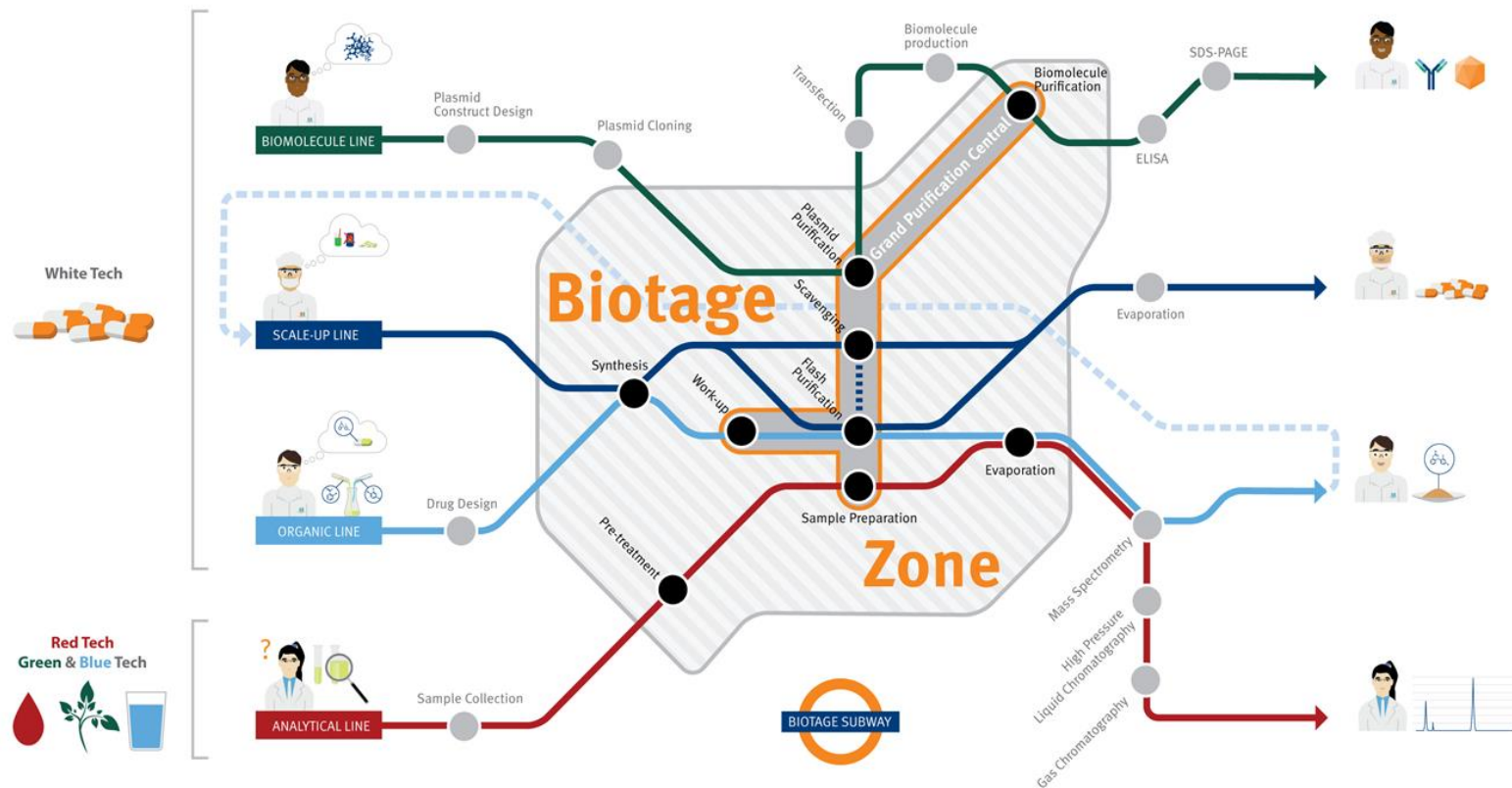
Red Tech
Clinical - Forensic
Analytical Testing











Green & Blue Tech
Environmental - Food -
Agriculture
**Water & Environmental
Testing**

Biotage Customer Workflow Journey

A key challenge our customers processes is isolating the chemical substance of interest from other materials. We therefore focus on additives and methods that make customers' workflows more streamlined, sustainable, and cost-effective.



Our Product Area Offering and Opportunities

PRODUCT AREA	SALES FY20	WORKFLOW OFFERING	OPPORTUNITY
 Biomolecules	 2% of total sales	Plasmid Purification Protein Purification Automation	Attractive market and double-digit growth space with lack of automation for small scale plasmid and protein purification
 Scale Up	 13% of total sales	Large scale purification Reagents & Scavengers Custom projects	High-growth space with multiple new application areas e.g. vaccine
 Organic Chemistry	 51% of total sales	Synthesis Purification Evaporation	Recent launch of Biotage® Selekt and Biotage® Sfär sets the global leading and greener standard
 Analytical Chemistry	 34% of total sales	Pre-treatment Sample Preparation Analytical Evaporation	Take advantage of opportunities in adjacencies – both in new applications (PFAS), New Standards (GLP) and new geographies

Global Leader in Separations Science



Global provider
of Flash
Chromatography
System sales

Market Leader
Supported Liquid
Extraction for
Bioanalytical
Application

**Dual flow
chromatography**
moving into
automation of
Plasmid Purification

Market Leader
High Throughput
Solvent Evaporation

Market Leader
Automated Systems
for Oil & Grease
Analysis

Global provider
environmental disk
technology

* Data supporting claim SDI and Internal data.

Commercial launches in pipeline

May



Biotage® Extrahera™ LV-200
Biotage® Extrahera™ HV-5000

Biotage® PhyPrep

Biotage® Selekt Enkel

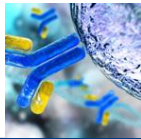
TurboVap® 96 Dual

Mega Trends Impacting Biotech

Precision Medicine



Biologicals



Digitalization



Increased Environmental Awareness



Purpose Driven Company



MEGA TRENDS

IMPLICATIONS FOR BIOTAGE

- Individualized medicine. The right drug for the right patient at the right time.
 - 8/10 sold drugs by value are biological drugs
 - New technologies such as AI, IoT, AR, SaaS and cloud technologies.
 - Major focus to save the planet and decrease the environmental impact both in own and customer production.
 - Purpose and meaning are as important factors in working life as financial compensation.
- Innovative techniques for sample processing prior to clinical trials.
 - Focus on solutions for purification of plasmids and protein for faster development of new drugs.
 - Separation solutions in the production of 1st, 2nd and 3rd generation of pharmaceuticals, vaccines and viral vectors (AAVs).
 - Development of separation solutions for purification of biomolecules (plasmids and protein) for research and development in the pharmaceutical industry.
 - Acquisition of PhyNexus 2019 with its patented technology for purification of biomolecules with Dual Flow chromatography.
 - Increased automation, remote control, connectivity and sensors towards cloud-based services, digital education and digital purchasing solutions.
 - Solutions to streamline and stimulate sustainability and algorithm-based, predictive instrument maintenance.
 - Informatics tools for data gathering and actionable insight generation.
 - Design products that limit the environmental impact when pharmaceutical companies use our purification platforms.
 - Reduce the need for plastics and solvents in the purification process.
 - Develop products and methods for environmental testing e.g. PFAS testing in water analysis.
 - Be an attractive employer.
 - HumanKind Unlimited helping our customers making the world healthier, greener and cleaner.

New classes of Pharmaceuticals – New mode of production



Tech Color

Biotage's future

White Tech
Drug Discovery
& Development

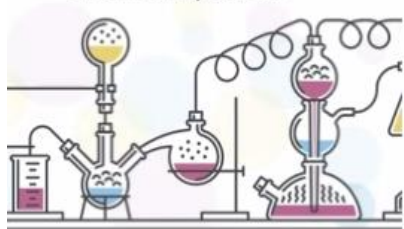


1st Generation Small molecule pharmaceuticals

Product



Chemical synthesis

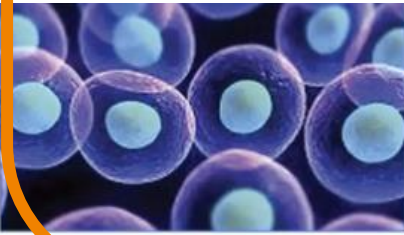


Process

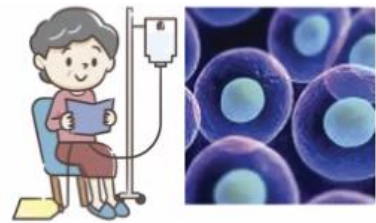
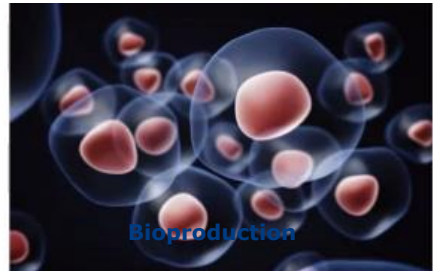
2nd Generation Protein pharmaceuticals



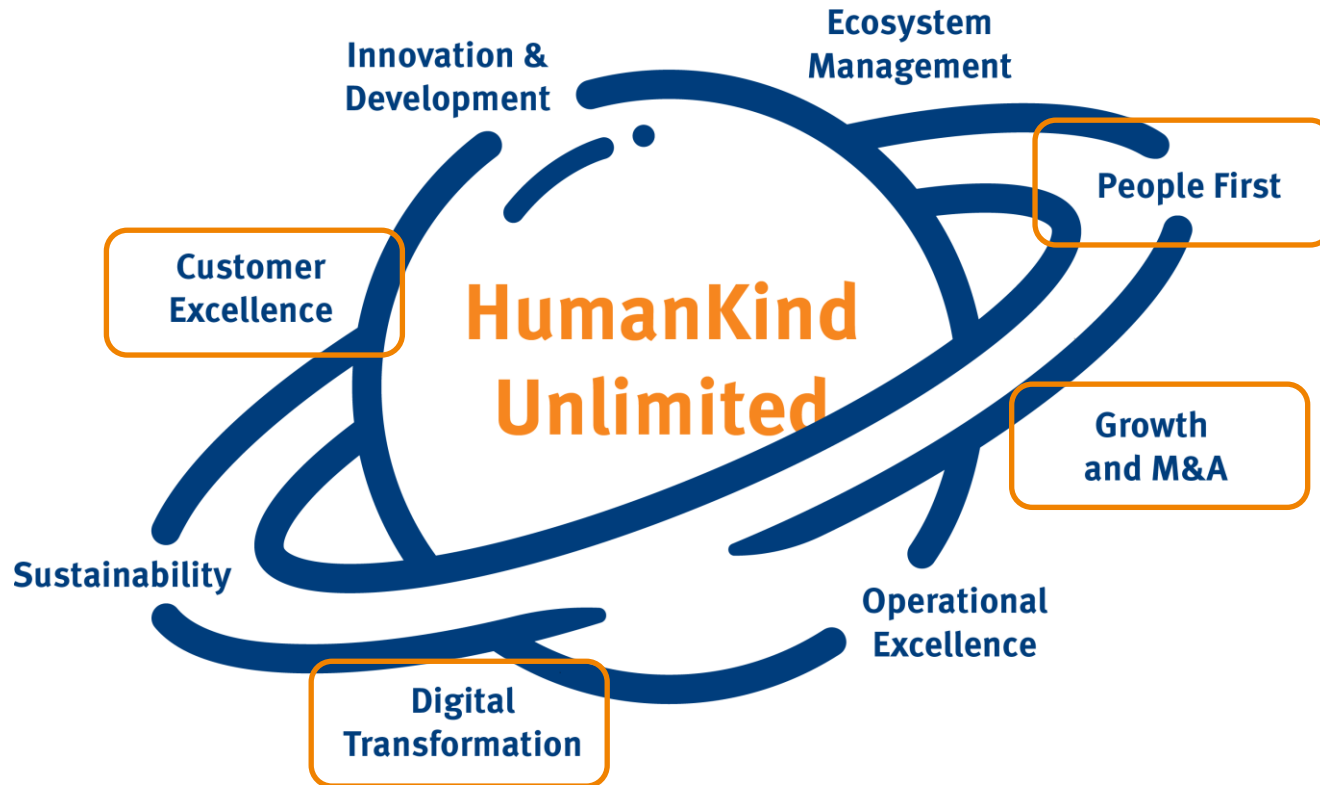
Bioproduction



3rd Generation Cell & Gene therapy



Focus areas 2021 and beyond



Note: Circled prioritized strategies will receive additional attention in FY21

Financial Achievements Q1



Key Highlights Q2 2021

- Historic sales quarter exceeding 300 MSEK for the first time. Organic growth with strong contribution from all product areas and regions.
- Positive operating margin development while achieving double digit growth.
- Strong cash flow from operating activities mainly driven by a higher net result and decreased working capital.
- Continued strong balance sheet – despite repayment of loans of 110 MSEK and dividend payments of 98.8 MSEK

303.5 MSEK

19.4% (organic 32.1%)

Net Sales

20.6%

+11.0 p.p.

Operating margin, EBIT

92.3 MSEK

+35.3 MSEK

Cash flow from
operating activities

161.1 MSEK

+129.0 MSEK

Net cash

Note: Orange indicators are comparison Q2 vs PY

Q&A