

Biotage Company Overview

August 2023

Dr. Olof Nord, Executive Vice President Business Development



HumanKind Unlimited

Biotage – A Global Life Science company



 Products sold in more than +80 countries

 Direct sales revenue 96%

 Aftermarket 2023 split 64% / 36%

 ~ 4500 customers

 18 locations globally & 6 R&D sites

Biotage Headquarter

Uppsala, Sweden

Biotage Canada

Joliette, Quebec

Biotage USA

San Jose, CA
Charlotte, NC
Salem, NH
Boston, MA

Biotage UK

Cardiff, Wales
Southampton, England
Oxford, England
Cambridge, England
Stonehouse, England
Isle of Man, British Isles

Biotage India

New Delhi, India

Biotage Korea

Seoul, South Korea

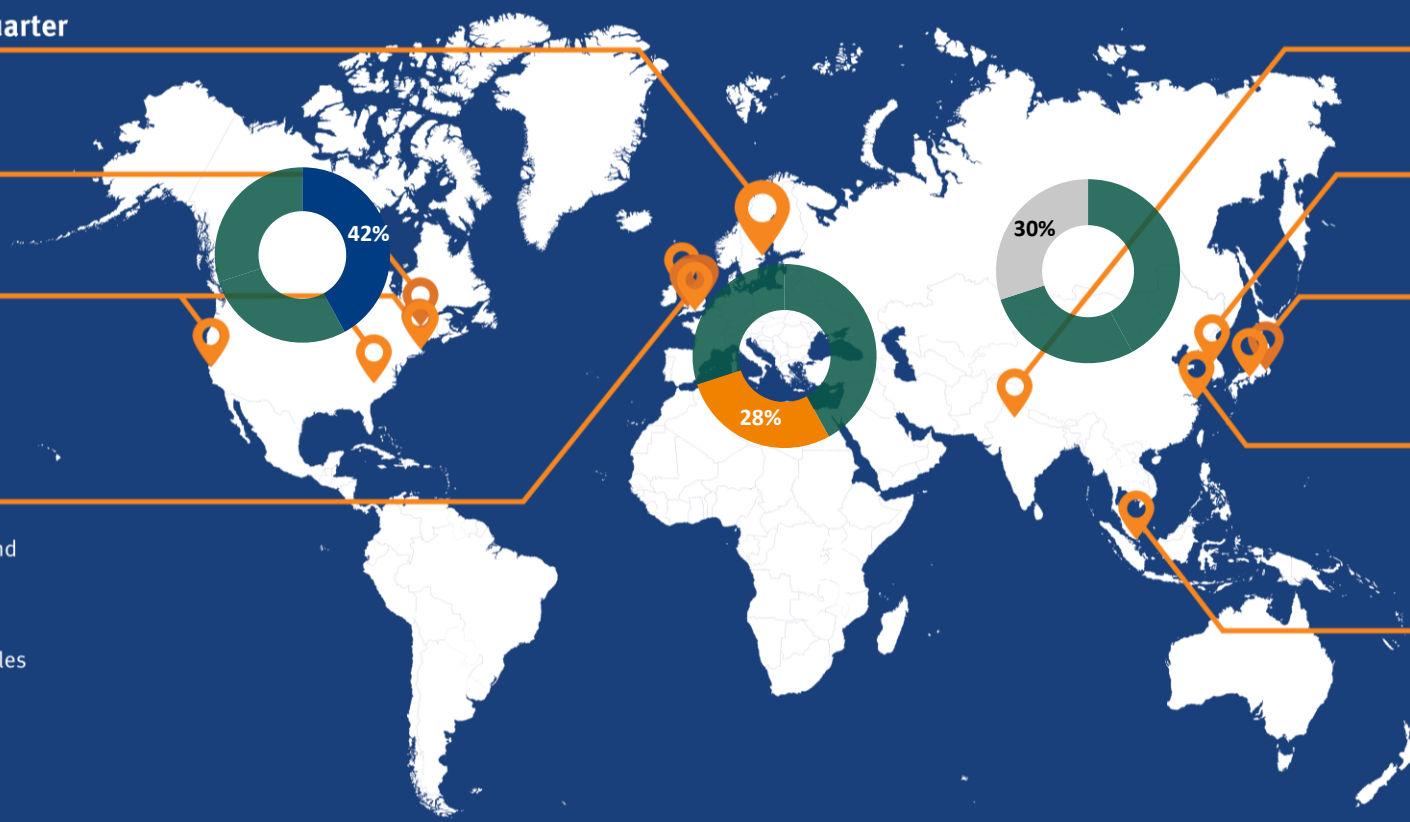
Biotage Japan

Tokyo, Japan
Osaka, Japan

Biotage China

Shanghai, China

Biotage Singapore



2022 numbers:

NET SALES
1,566 MSEK

OPERATING PROFIT, EBIT
356 MSEK


GROSS PROFIT MARGIN
60.6%

NO. OF ASSOCIATES
+700

Where we come from



1997


PYROSEQUENCING
1997: Foundation of DNA sequencing company. IPO in 2000


personalchemistry


Biotage
2003: Acquired Microwave Synthesis and Flash Purification


Argonaut

2005: Acquired Argonaut Technologies Systems and SPE consumables


vapourtec

2006: Acquired V-10 evaporator from Vapourtec

2008: Sold Biosystems division and stake in Corbett Life Sciences to QIAGEN


MIP Technologies

2010: Acquired MIP Technologies Platform for growth in consumables and access to polymer technologies


Caliper LifeSciences

2010: Acquisition of RapidTrace and TurboVap Product Lines from Caliper Life Sciences

Opened Shanghai office 2011

Opened Seoul office 2016

Opened Indian office 2017


CHRETO
catch, clean and collect

2016: Invested in Biomolecule purification expertise and knowledge


Horizon technology

2018: Acquired Horizon Technology Inc. Environment and Food Safety


PhyNexus

2019: Acquired PhyNexus Inc. pDNA Biomolecules


atdbio

2021: Acquired ATDBio


Astrea Bioseparations

2023: Acquired Astrea Bio

2023

Biotage's Strategic focus on Biologics & Advanced Therapeutics

Recent acquisitions strengthen our offering in the biologics and advanced therapeutic segment.

- Biologics outpaced small-molecule FDA-approvals for the first time in 2022*
- Advanced therapeutics accounted for about half of the biologic FDA-approvals*
- Oncology dominates the pipeline league tables and research into rare diseases has generated important new therapies**.

*Source: Nature, 9 Jan 2023

**Evaluate Pharma, Oct 2022

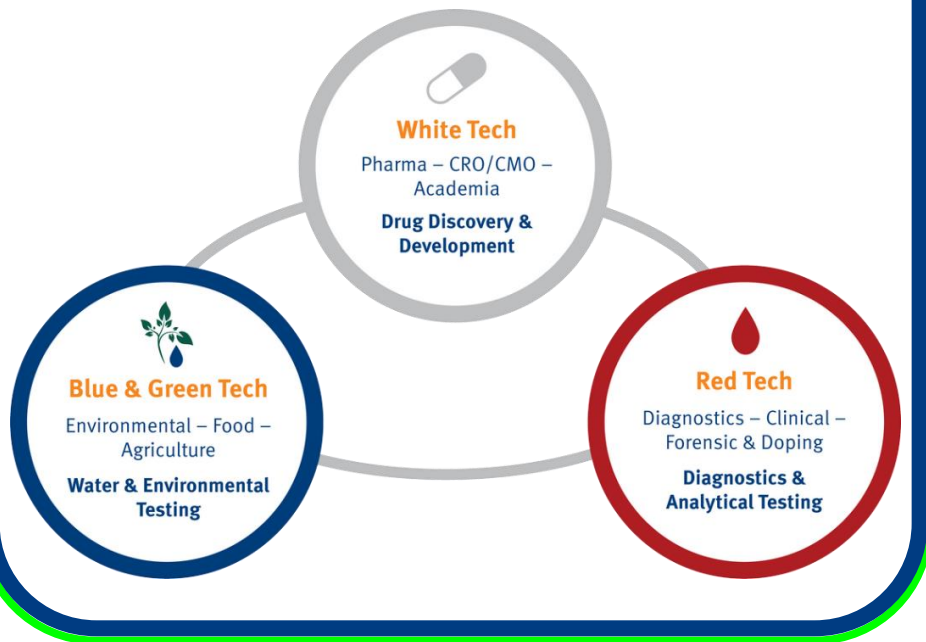
The Astrea Bioseparations transaction is conditional upon shareholder approval.



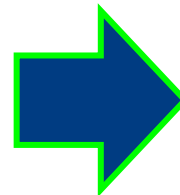
Biotage – A Global Life Science Tools & Service Provider Biotage®



- Maximize Customer Focus through Business Units / Thematic Colors
 - Biotage always works according to Buy-Partner-Build



A quality **Workflow Modality, Tools & Service Provider** providing the shovels to the **Pharma, BioPharma** and **Diagnostic Industry**

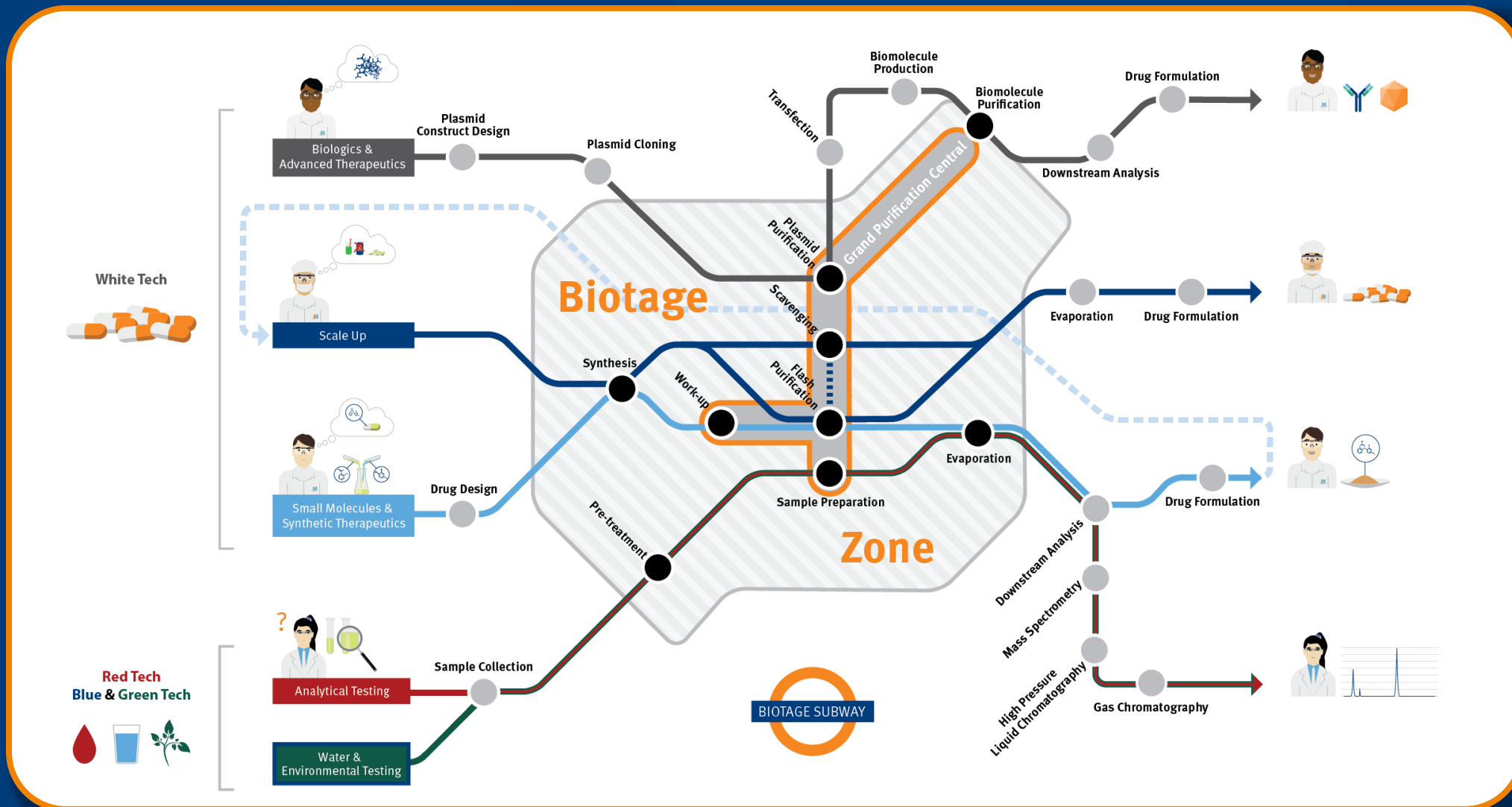


- Biotage is providing the picks, screwdrivers and shovels to the Prospectors = Pharma, BioPharma and Diagnostic Industry

A Global Life Science Tools & Service Provider



Focus on High-Growth Blue Ocean niches in our Customers' Workflow with Buy-Partner-Build



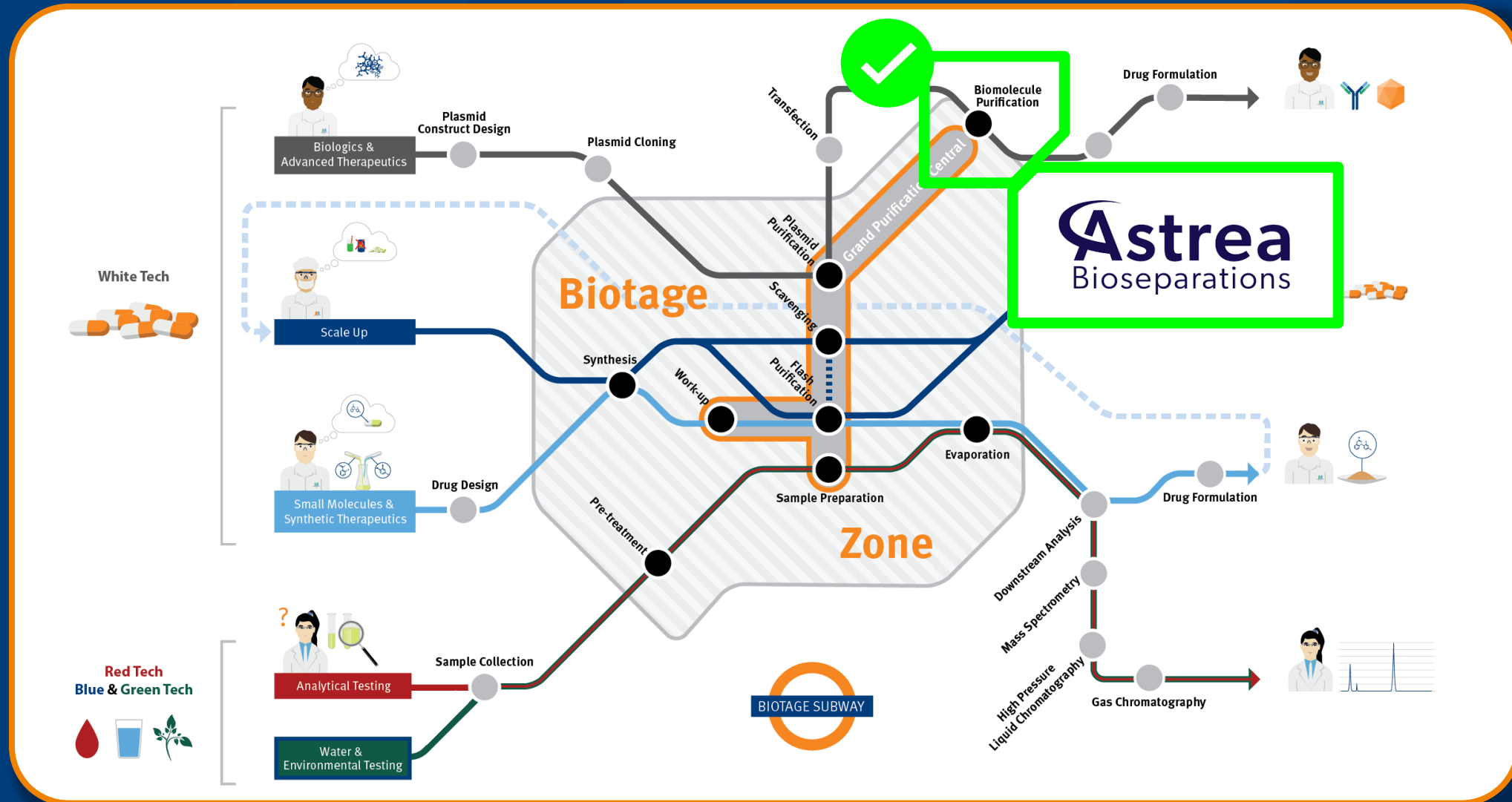
Biotage - Transforming mix towards dynamically growing Bioproduction & Bioprocessing



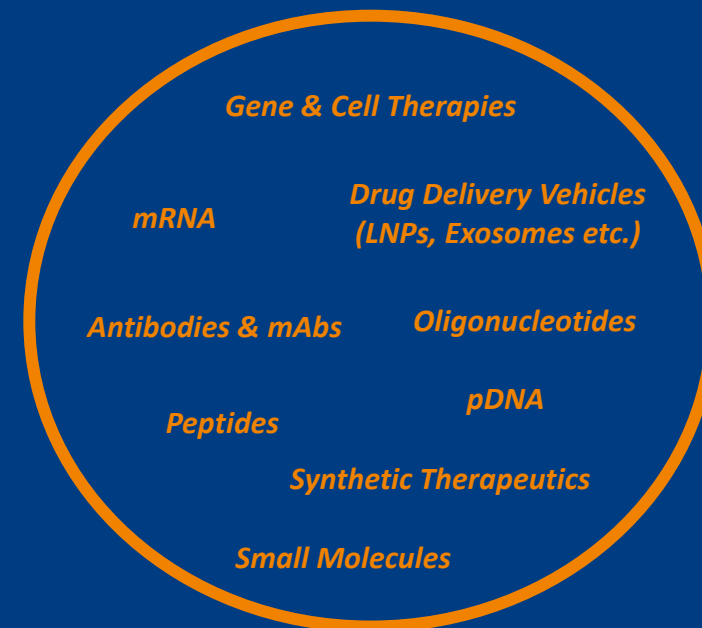
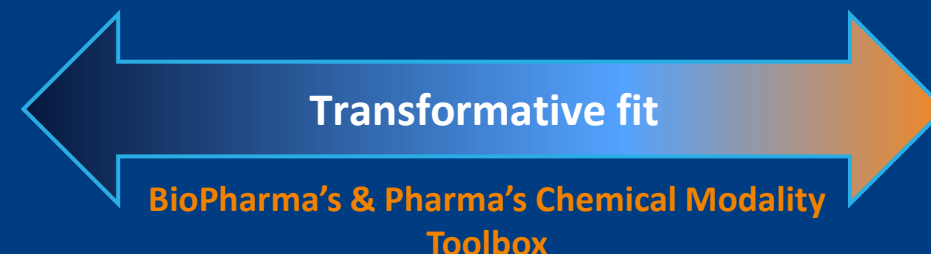
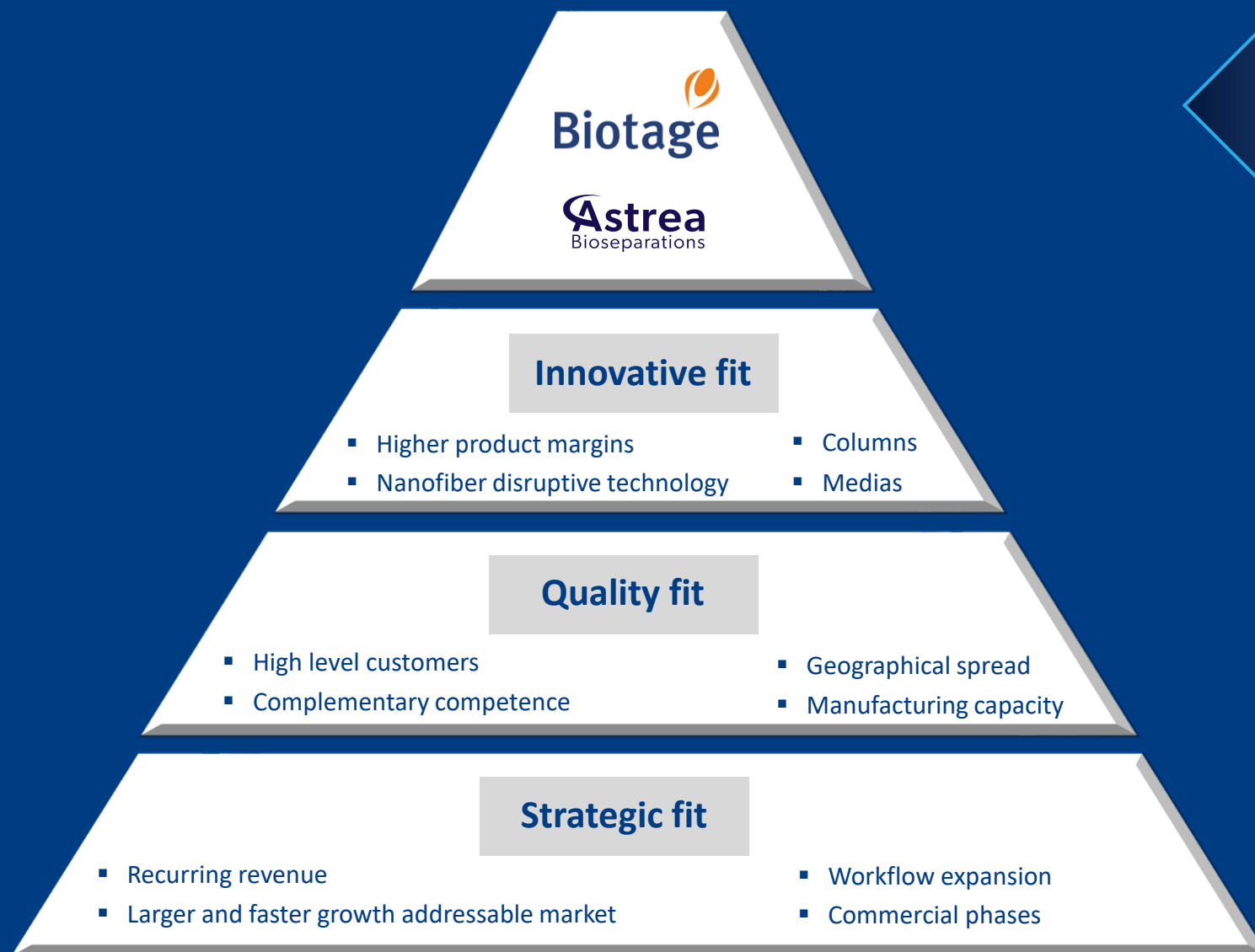
Customer Focus	Product Area	Workflow offering	Opportunity	Key category products
White Tech Pharma – CRO, CMO, Academia Drug Discovery and Development +25% (63%)	Biologics & Advanced Therapeutics +73%	Plasmid Purification → Protein Purification → Therapeutic Oligos Synthesis	Attractive double-digit growth market with lack of automation for small scale plasmid and protein purification and need for therapeutic oligos	 Biotage® PhyPrep
	Small Molecules & Synthetic Therapeutics +24%	Synthesis → Purification → Evaporation	Recent launch of Biotage® Selekt, Biotage® Selekt Enkel and Biotage® Sfar sets the global leading and greener standard	 Biotage® Selekt
	Scale Up +3%	Large scale purification → Reagents & Scavengers → Custom projects	High-growth space with multiple new application areas e.g. lipids for mRNA vaccines	 Biotage® Flash400
Red Tech Clinical - Forensic Analytical Testing +35% (25%)	Diagnostics +372%	Consultation → Synthesis → Complex Oligo	Fast growing market in complex oligonucleotides synthesis for diagnostic and research purposes	 Biotage® Extrahera
	Analytical Testing +30%	Pre-treatment → Sample Preparation Automation → Analytical Evaporation	Worldwide testing expected to grow solidly and increasing opportunities in new geographies	 TurboVap® LV  Isolute® Columns
Green & Blue Tech Environmental - Food - Agriculture Water & Environmental Testing +22% (12%)	Water & Environmental Testing +30%	Sampling Homogenisation → Extraction Clean-up → Processing/ Evaporation	Opportunities in adjacencies – both in new applications (PFAS), New Standards (GLP) and new geographies	 SpeedVap®  Biotage® Horizon 5000  Atlantic® SPE Disks

○ 2022 YoY growth

Astrea Bioseparations moves Biotage naturally into High-Growth Markets for Biomolecules



Transformative Chromatography Alliance Platform





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