



# H.C. Wainwright 27<sup>th</sup> Annual Global Investment Conference

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RAPID MICRO BIOSYSTEMS ——— NASDAQ: RPID



# Disclaimers

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In some cases, you can identify forward-looking statements by terminology such as “outlook,” “aim,” “anticipate,” “assume,” “believe,” “contemplate,” “continue,” “could,” “due,” “estimate,” “expect,” “goal,” “intend,” “may,” “objective,” “plan,” “predict,” “potential,” “positioned,” “seek,” “should,” “target,” “will,” “would” and other similar expressions that are predictions of or indicate future events and future trends, or the negative of these terms or other comparable terminology, although not all forward-looking statements contain these words. Forward-looking statements involve known and unknown risks, uncertainties and assumptions which may cause actual results to differ materially from any results expressed or implied by any forward-looking statement, including, but not limited to the Company’s significant losses since inception; the Company’s ability to meet its publicly announced guidance and other expectations about its business and operations; the effectiveness of the Company’s sales and marketing efforts; the Company’s ability to sell and place its products with customers; the Company’s ability to develop new products and adapt to technological change; the Company’s ability to establish and maintain its position as a leading provider of automated microbial quality control testing; competition within the Company’s industry; the Company’s ability to maintain its manufacturing operations; the Company’s efforts to improve gross margins for its products; the Company’s ability to maintain and grow its relationships with its collaborators, including MilliporeSigma; the Company’s ability to manage its collaboration with MilliporeSigma and to realize the intended benefits of the distribution and collaboration agreement; the impact of the terms of the distribution and collaboration agreement on the Company’s business and results of operations; the Company’s ability to negotiate and enter into future collaboration opportunities with MilliporeSigma, and to realize the intended benefits therefrom; the impact of the Company’s existing and any future indebtedness on its ability to operate its business; the Company’s ability to access any future tranches under its debt facility and to comply with all of its obligations thereunder; risks related to third-parties; the Company’s ability to retain key management and other employees; risks related to regulatory and intellectual property matters; risks related to supply chain disruptions and the impact of inflation; the impact of macroeconomic volatility on the Company’s business and operations; and the other important factors outlined under the caption “Risk Factors” in the Company’s most recent Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission (“SEC”) on August 12, 2025, as such factors may be updated from time to time in its other filings with the SEC, which are available on the SEC’s website at [www.sec.gov](http://www.sec.gov) and the Investor Relations page of its website at [investors.rapidmicrobio.com](http://investors.rapidmicrobio.com).

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# Our vision

We are transforming a critical, regulated part of the global pharmaceutical manufacturing process, bringing microbial quality control into the 21st century.

**The new standard in  
microbial quality control**



# The standard in automating microbial quality control

## 2024 REVENUE

**\$28M**

Total Revenue

**25%**

Year / Year Growth

**\$15M**

Recurring Revenue

## GLOBAL SYSTEMS

**~170**

Cumulative Placements<sup>1</sup>

**~150**

Cumulative Validations<sup>1</sup>

**~20**

Countries<sup>1</sup>

## CUSTOMERS

**75%**

Top 20 Global Pharma<sup>2</sup>

**86%**

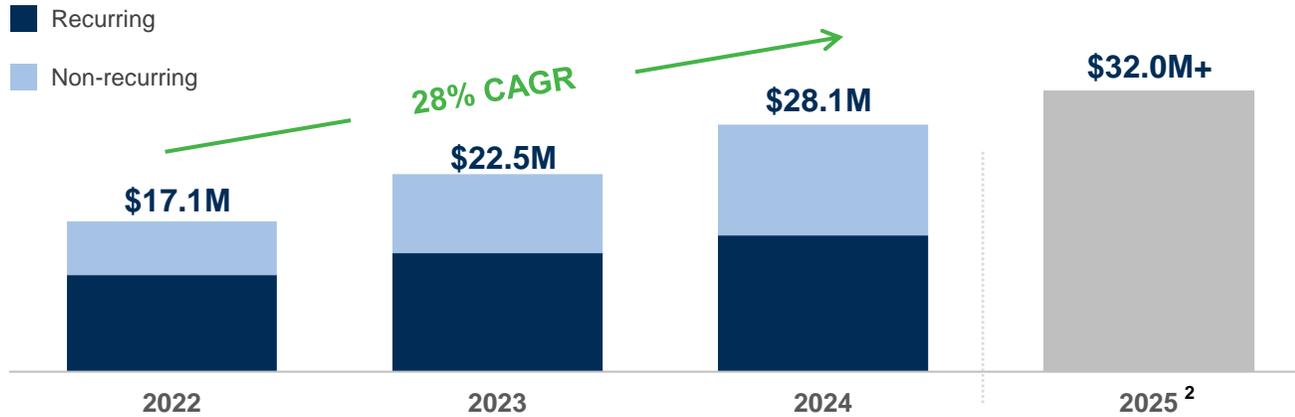
Approved CAR-T Manufacturers



# Strong and consistent revenue growth and margin improvement

## REVENUE

Mid-Term Goal: Revenue CAGR 25% – 30% (2024 – 2027)



## Revenue Growth Drivers

- New customer wins
- Global deployments at existing customers
- Merck partnership (distribution)
- New products and services
- Strong consumable and service growth

## GROSS MARGIN

Mid-Term Goal: ~50% GM Exiting 2027



## Gross Margin Expansion Drivers

- Reduced product costs
- Improving manufacturing efficiency
- Merck partnership (supply)
- Increasing service productivity
- Increasing volume

# Distribution & Collaboration Agreement with Merck KGaA<sup>1</sup> (MilliporeSigma)

## Agreement Highlights

- **Global, 5-year, co-exclusive** rights to sell Growth Direct systems and consumables.
- **Minimum commitment** for Growth Direct system purchases - first two years.
- Access to segments beyond pharma including **personal care, medical device, cosmetics and food & beverage**.
- Collaboration on **Supply Agreement** to drive efficiencies, reduce product costs and **accelerate gross margin improvement**.
- Collaboration on **Joint Product / Technology Innovation**.



## Advances and accelerates top strategic priorities

- ✓ **Accelerating Growth Direct system placements**
- ✓ **Improving gross margins**
- ✓ **Driving innovation**

# Challenges in a traditional microbial quality control (MQC) lab



**High volume testing and mandated by regulators**

**Insecure and lacking data integrity**

**Subjective and prone to human error**

**Manual, paper-based and slow**

# MQC has not kept up with pharma industry innovation

## FACTORS DRIVING CHANGE

Scientific and technology innovation



Growing demand for more complex therapies



Faster & leaner manufacturing



Data integrity & security focus



Regulatory scrutiny

TODAY



**Discovery & research**

High-throughput R&D automation

TODAY



**QC & ANALYSIS**

TODAY



**Bioprocessing & manufacturing**

Flexible single use technologies

# The Growth Direct<sup>®</sup> System brings MQC into the 21st Century

## FACTORS DRIVING CHANGE

Scientific and technology innovation



Growing demand for more complex therapies



Faster & leaner manufacturing



Data integrity & security focus



Regulatory scrutiny

TODAY

## QC & ANALYSIS

TODAY



### Discovery & research

High-throughput R&D automation



TODAY



### Bioprocessing & manufacturing

Flexible single use technologies

# Introducing the Growth Direct<sup>®</sup> platform

The only fully automated,  
high-throughput and secure MQC solution...



**Proprietary  
Consumables**



**Data &  
Software**



**Global Validation &  
Support Services**

...delivering a compelling value proposition



**Data  
Integrity**

Supports global quality **regulatory compliance** and improved data handling and management



**Operational  
Efficiency**

Enables **faster decision making** by accelerating time to results by 50% or faster compared to the traditional method



**Insight &  
Accuracy**

**Eliminate human quality control errors,** preventing costly recalls and regulatory interventions

**THE GROWTH DIRECT<sup>®</sup> (GD) PLATFORM**

# Market forces pushing pharma industry to automation



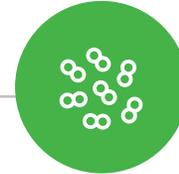
## Large and Growing Market

\$5B annual recurring revenue + \$5B global system opportunity



## Regulatory Pressure

Increasing regulatory scrutiny and enforcement around data integrity and quality



## Industry Change

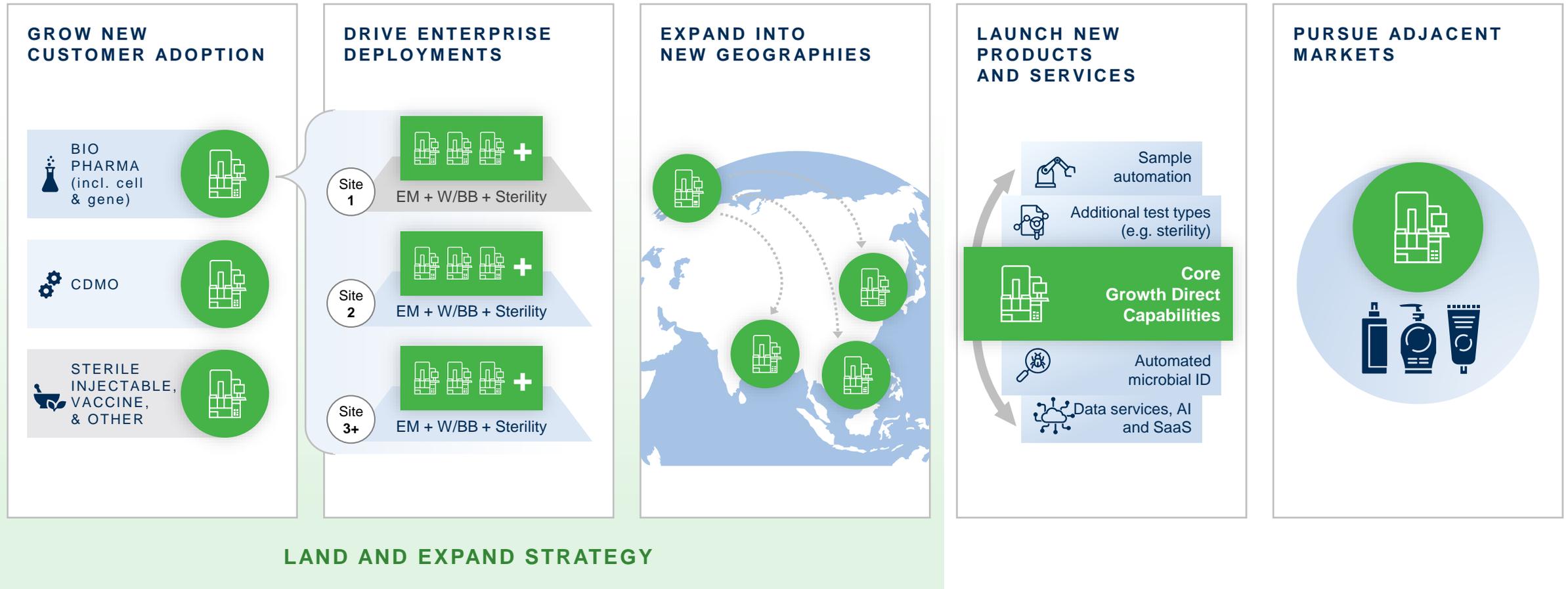
Growth in complex biologics and cell & gene therapies which require faster, more accurate, higher throughput testing capabilities



## Expanding Manufacturing Capacity

Increasing investments in new manufacturing capacity create significant opportunity for automation

# Growth strategy focused on land and expand augmented by innovation



# Customer base includes **75% of the top 20 global pharma companies<sup>1</sup>** with significant growth potential

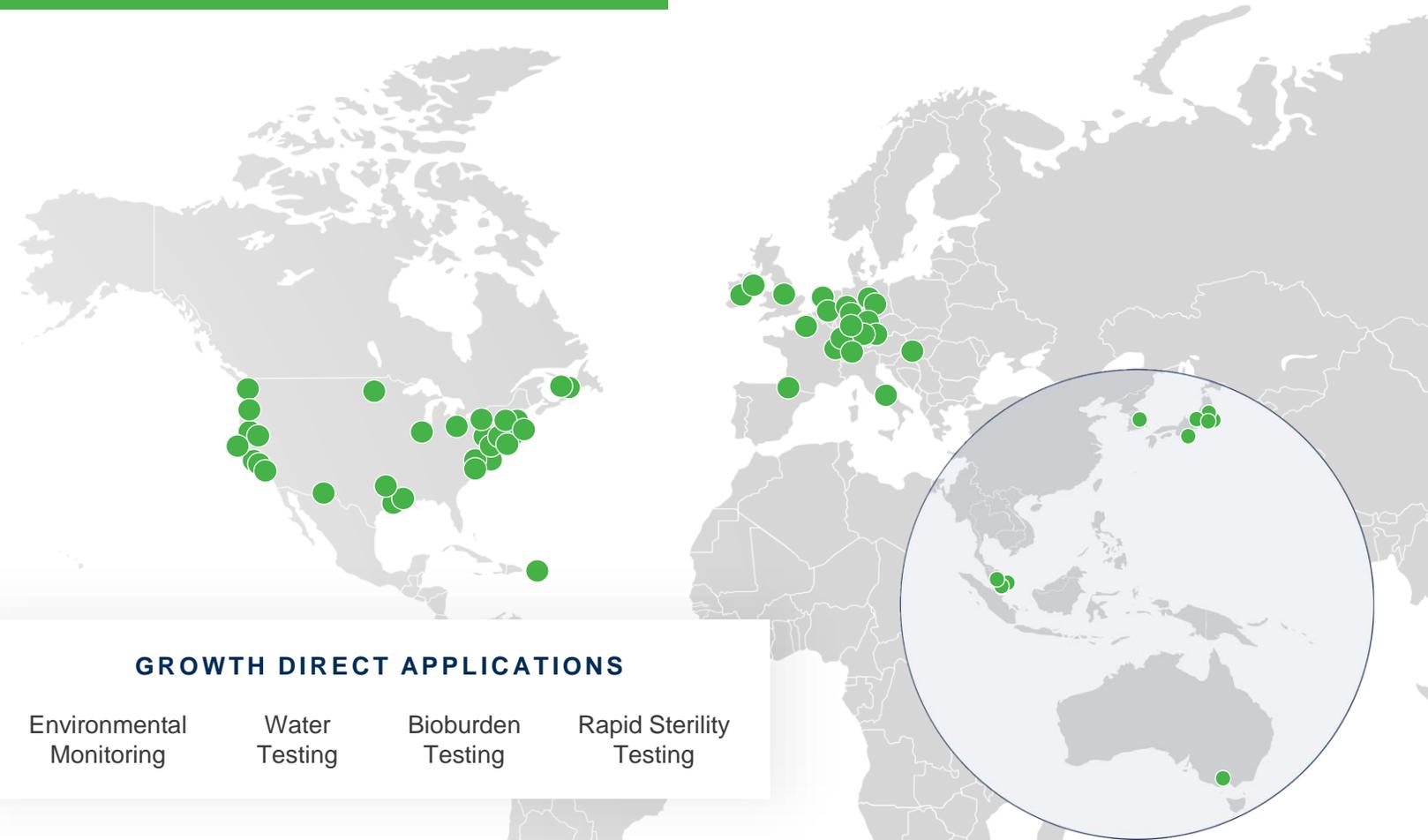
## CUSTOMER SEGMENTS WITH ESTABLISHED USE

Biologics    Cell & Gene Therapy / CAR-T    CDMO

Personal Care Products    Small Molecules

<p><b>~170</b> cumulative systems placed</p>	<p><b>75%</b> of top 20 global pharma are customers</p>
<p><b>86%</b> of approved CAR-T manufacturers have GD system placed</p>	<p><b>~150</b> cumulative systems validated</p>
<p><b>6.5M+</b> cumulative consumables sold</p>	<p><b>100</b> customer manufacturing sites</p>

## GLOBAL SITES WITH GROWTH DIRECT SYSTEMS



### GROWTH DIRECT APPLICATIONS

- Environmental Monitoring
- Water Testing
- Bioburden Testing
- Rapid Sterility Testing

# Creating the future of rapid, secure MQC automation to drive sustainable, long-term growth and shareholder value





# Thank you

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