



Corporate Presentation

April 2026

RAPID MICRO BIOSYSTEMS ——— NASDAQ: RPID

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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**



Rapid Micro Biosystems

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The standard in automating microbial quality control

2025 REVENUE

\$33.6M

Total Revenue

20%

Year / Year Growth

\$17.8M

Recurring Revenue

GLOBAL SYSTEMS ⁽¹⁾

190

Cumulative Placements

155

Cumulative Validations

~20

Countries

CUSTOMERS

75%

Top 20 Global Pharma ⁽²⁾

86%

Approved CAR-T Manufacturers



BALANCE SHEET ⁽¹⁾

\$39M

Cash & Investments

\$25M

Unused Debt Facility
Capacity

\$20M

Debt Outstanding
(due Sept 2030)

2025 revenue guidance exceeded with record fourth quarter

SELECT HIGHLIGHTS



Record quarterly revenue (Q4 '25); exceeded full year guidance following guidance increase (FY '25); 13th consecutive quarter of meeting / exceeding revenue guidance



Strong recurring revenue with double digit growth (FY '25)



Largest-ever multi-system Growth Direct system order from Amgen to automate global manufacturing network (Q4 '25); follow-on multi-system order from Samsung Biologics to expand their deployment of Growth Direct platform (Q1 '26)



Continued meaningful gross margin improvement (FY '25)



Strategic partnership with MilliporeSigma to drive growth, margin expansion and innovation (FY '25)



Announced H2 '26 release of next-generation cloud native software that is expected to deliver additional value to Growth Direct customers through AI-driven analytics and insights

RESULTS

Q4 2025

FY 2025

Total Revenue	\$11.3M 37% growth	\$33.6M 20% growth
Recurring Revenue	\$4.6M 41% of total	\$17.8M 53% of total
Systems Placed	16	28
Systems Validated	3	18

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

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

Modernizing MQC with the Growth Direct[®] 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[®] (GD) PLATFORM

Growth Direct[®] automates all MQC tests in pharma manufacturing



For Environmental Monitoring

- Tryptic Soy Agar (TSA) with Lecithin
- TSA with LP80HT (histidine and thiosulphate)



For Water Testing

- R2 Agar (R2A)



For Bioburden Testing

- Sabouraud Dextrose Agar (SDA) for yeasts and molds
- Tryptic Soy Agar (TSA) for general product testing



For Sterility Testing

- Rapid Sterility Media (RSM)

The only fully automated
non-destructive growth-
based
technology impacting
mission critical, quality
control (QC) microbiology
testing applications

Growth Direct[®] transforms and modernizes MQC

MANUAL WORKFLOW

1. PULL QC TEST FORM	2. FILL OUT ASSAY INFO	3. PREPARE SAMPLES	4. LOAD INCUBATOR	5. PULL SAMPLES	6. PERFORM COUNTS	7. RECORD COUNTS	8. RETURN SAMPLES
9. SHIFT SAMPLES	10. PULL SAMPLES	11. PERFORM COUNTS	12. PERFORM DUAL-READ	13. RECORD COUNTS	14. KEY INTO LIMS	15. DISCARD	 RESULTS

- Manual & subject to error
- 15 steps
- 5-14 days to result / test
- Unsecured

GROWTH DIRECT[®]

AUTOMATED WORKFLOW

1 Prepare sample & automated loading



2 Automated incubation and analysis & Data handling



✓ Results



- Automated & accurate
- 2 steps
- Results in half the time
- Full data integrity

The Growth Direct[®] 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

Large and growing TAM for pharma MQC testing

Our core pharma market is significant with strong fundamental growth

~430M
Tests Annually



~\$5B
Recurring Annual TAM



~10,000
Growth Direct
Systems Globally



~\$5B
One-time TAM

Pharma MQC Market Growth

CAGR 2026 – 2034

8%

Total Market

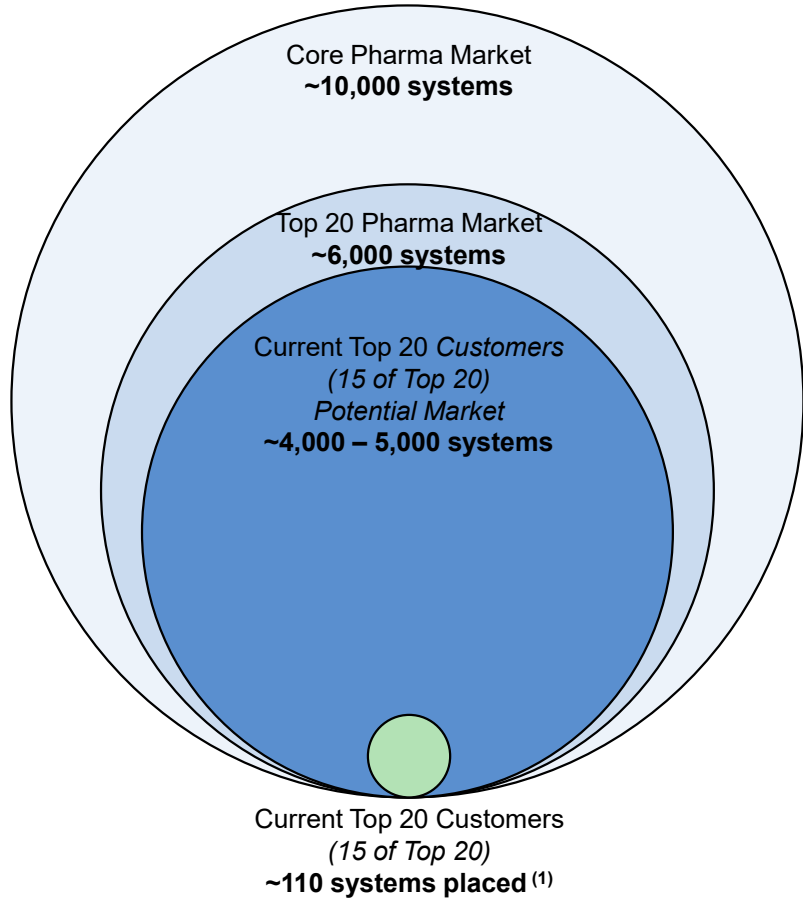
7%+

Biologics (excl. C>)

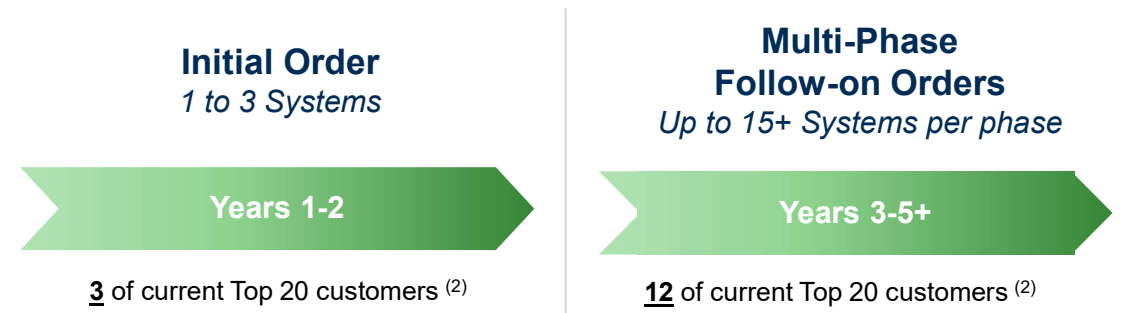
30%+

Cell & Gene Therapies

Broad initial traction in Top 20 pharma provides compelling expansion opportunity



Illustrative pharma customer ordering cadence



Drivers of customer order size and timing



⁽¹⁾ Subset of 190 cumulative systems placed across all customers as of December 31, 2025.

⁽²⁾ As of December 31, 2025.

Market forces pushing pharma industry to automation



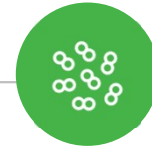
Large and Growing Market

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



Regulatory Pressure

Increasing regulatory scrutiny and enforcement around data integrity and quality



Industry Change

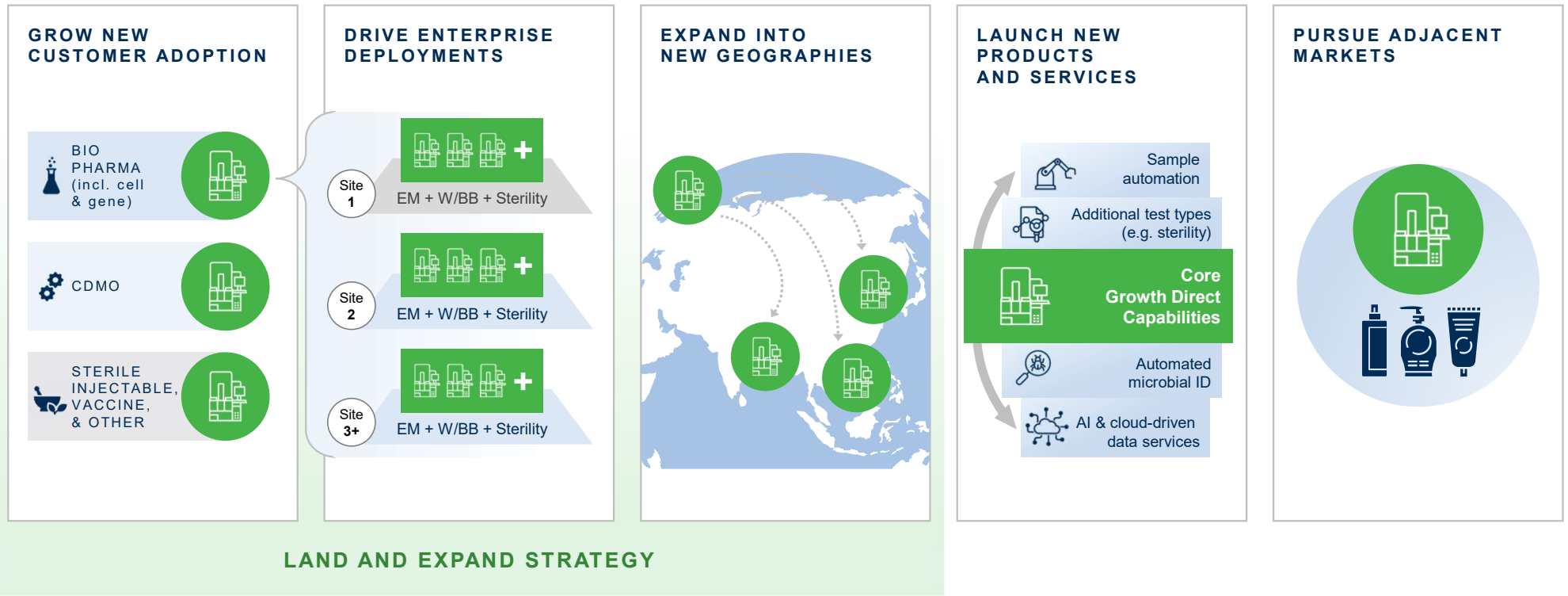
Growth in complex biologics and cell & gene therapies which require faster, more accurate, higher throughput testing capabilities



Expanding Manufacturing Capacity, Especially U.S. Reshoring

Increasing investments in new manufacturing capacity create significant opportunity for automation

Land and expand growth strategy augmented by innovation



Customer base includes 75% of the top 20 global pharma companies¹ with significant growth potential

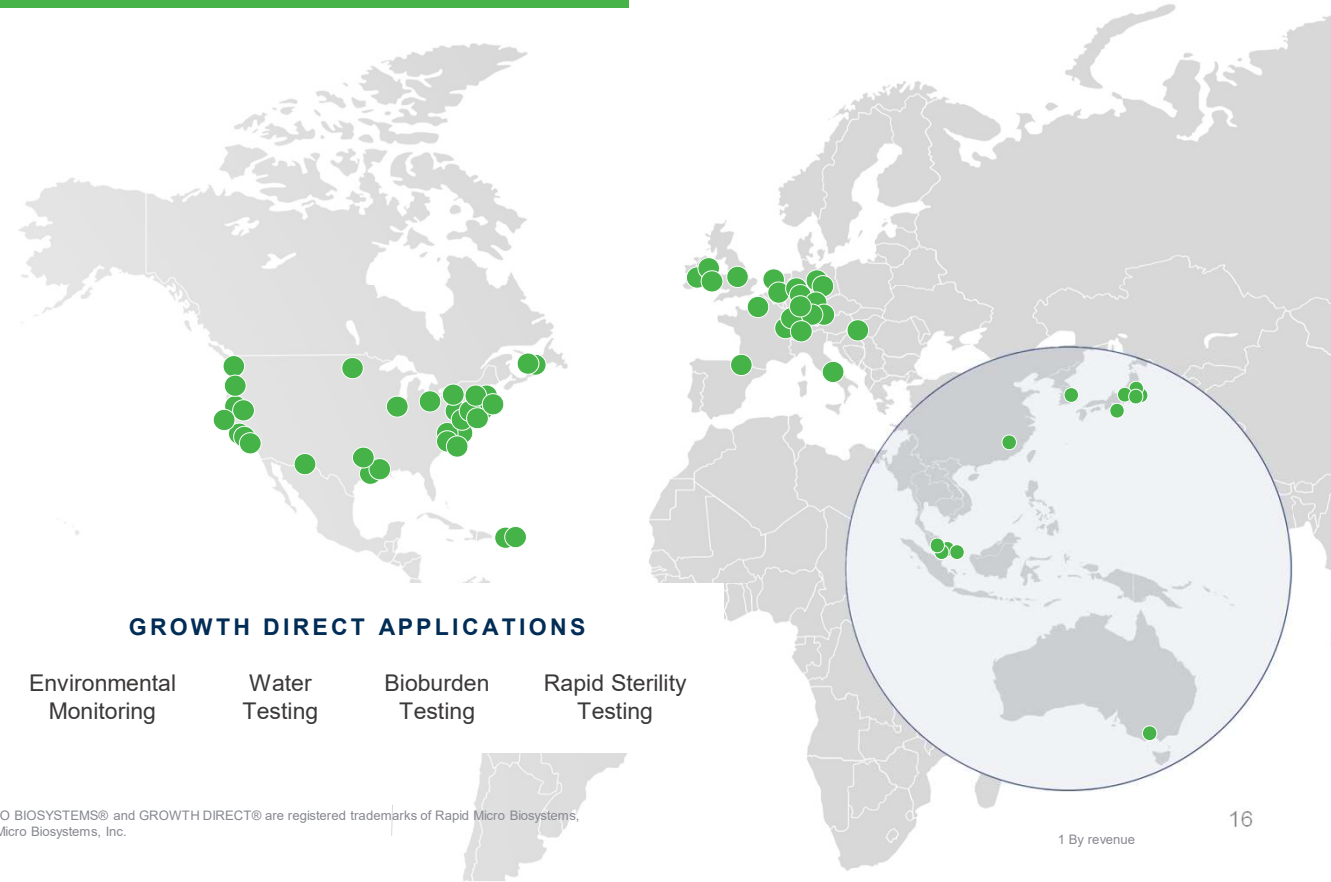
CUSTOMER SEGMENTS WITH ESTABLISHED USE

Biologics Cell & Gene Therapy / CAR-T CDMO

Personal Care Products Small Molecules

<p>190 cumulative systems placed</p>	<p>75% of top 20 global pharma are customers</p>
<p>86% of approved CAR-T manufacturers have GD system placed</p>	<p>155 cumulative systems validated</p>
<p>~9M cumulative consumables sold</p>	<p>100+ customer manufacturing sites</p>

GLOBAL SITES WITH GROWTH DIRECT SYSTEMS



GROWTH DIRECT APPLICATIONS

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

Strategic opportunity to own the QC & Analysis workflow

DISCOVERY & RESEARCH

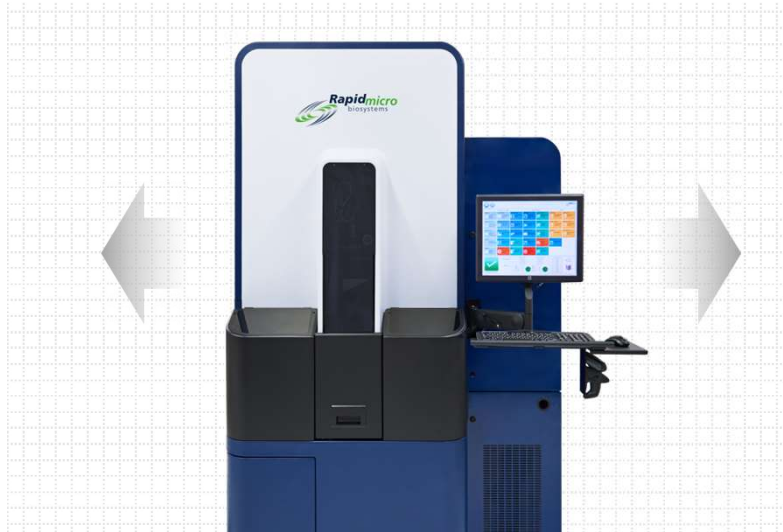
PROCESS DEVELOPMENT

QC & ANALYSIS

WORKFLOW (PREP TO ANALYSIS)

BIOPROCESSING / MANUFACTURING

CLINICAL / DIAGNOSTIC



Widespread adoption of automation, high degree of organized competition

Establishing the new standard in QC & Analysis

Widespread adoption of automation, high degree of organized competition

Distribution & Collaboration Partnership with Merck KGaA¹ (MilliporeSigma)

Partnership Highlights

- **Global, 5-year, co-exclusive** right to sell Growth Direct systems & consumables
- **Minimum commitment** for Growth Direct system purchases in each of the first two years
- Leverage MilliporeSigma's extensive salesforce to **deepen penetration in core pharma market** worldwide
- Access to segments beyond pharma including **personal care, medical device, cosmetics and food & beverage**
- Collaboration on **Supply Agreement** to drive efficiencies, reduce product costs & **accelerate gross margin expansion**
- Collaboration on **Joint Product / Technology Innovation**



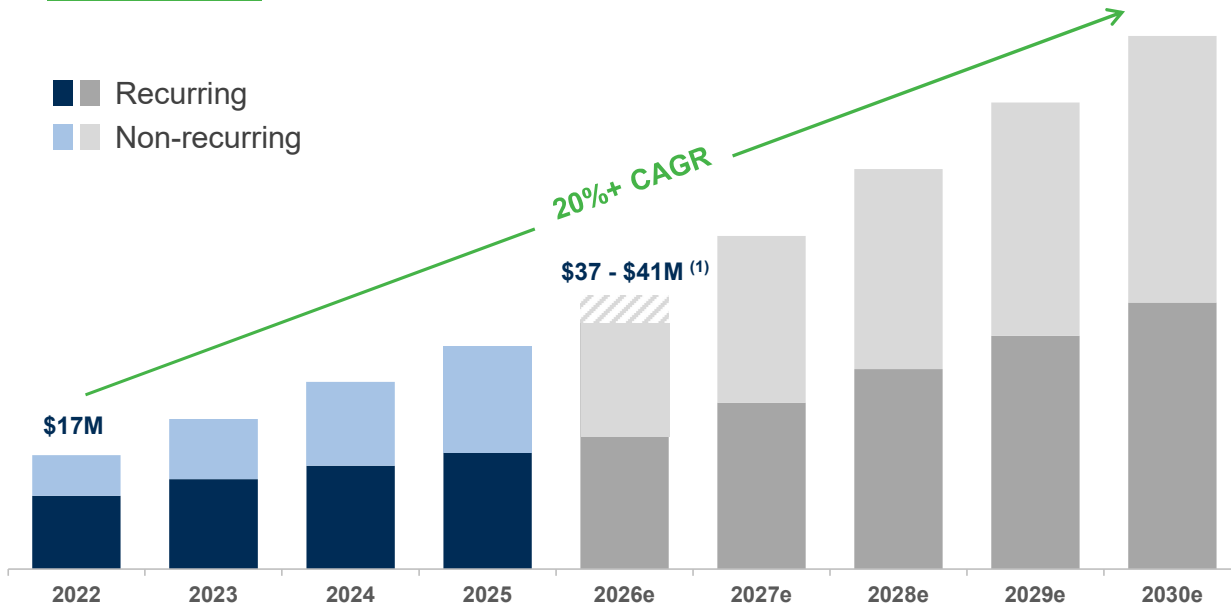
Advances and accelerates top strategic priorities

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

Delivering consistent 20%+ revenue growth

REVENUE

■ Recurring
■ Non-recurring



(1) 2026 revenue guidance range issued on March 12, 2026

Revenue Growth Drivers

- Scale existing Top 20 pharma customers through site and application expansion
- Win new Top 20 and core pharma customers
- Expand new products / services
- Meaningful MilliporeSigma contribution across core and adjacent markets beginning in 2026
- Leverage global automation standardization
- Capture U.S. reshoring & capacity build-out

Diverse drivers of significant gross margin expansion



Systems

- Direct material cost reduction
- Increased manufacturing efficiencies
- Expansion of outsourcing



Consumables ⁽¹⁾

- Direct material cost reduction
- Increased automation line throughput and other manufacturing efficiencies
- Automation of manual work
- Conversion of variable costs to scalable fixed costs (e.g., packaging)
- Potential for outsourced manufacturing over time



Overhead ⁽¹⁾ (Systems & Consumables)

- Current cost structure reflects major upfront investments
- This provides significant future capacity with minimal incremental investment
- Significant cost leverage will continue to drive outsized gross margin expansion



Services ⁽¹⁾

- Significant leverage as service revenue and installed base grow faster than headcount needs
- Reductions in time / cost to validate and service customer systems

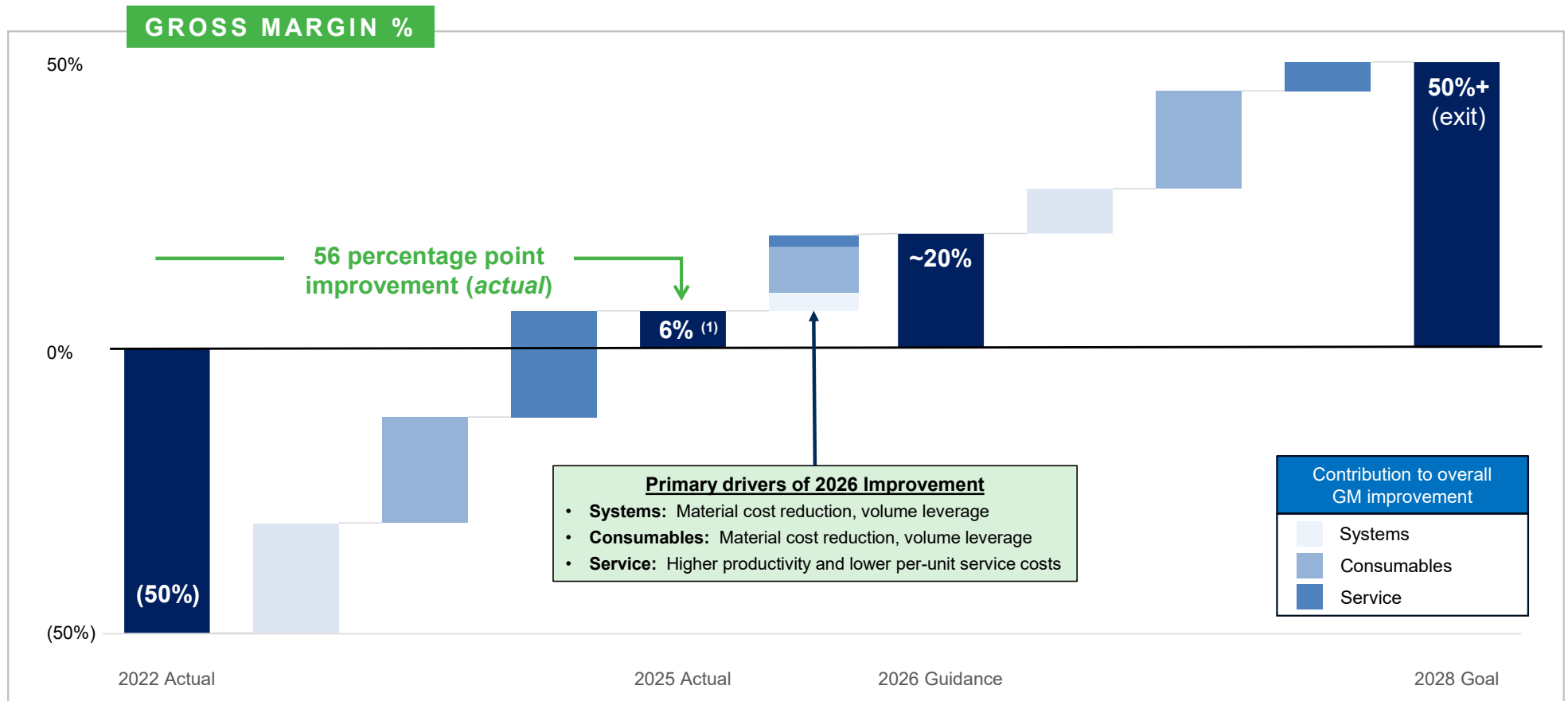
2029 – 2030
Gross Margin
Targets

50%+

60%+

50 - 60%+

Significant progress and clear path to 50%+ gross margin



Strategically well positioned for growth and margin expansion in 2026 and beyond

- Market leading product with strong growth and global adoption by top tier customer base
- Commercial momentum driven by multi-system orders and market tailwinds
- Meaningful contribution to 2026 system placements from MilliporeSigma
- Strong, durable recurring revenue driven by consumables and services
- Significant margin expansion achieved with continued expansion in 2026 and beyond
- Strengthened balance sheet with \$45 million credit facility

A focused, scalable growth strategy built to deliver sustainable, long-term shareholder value

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



Operating behind strong barriers to entry

First mover advantage, little competition & robust patent portfolio



Growth Direct® is the industry-leading platform

Chosen by 75% of the top 20 global pharma companies ⁽¹⁾ with significant commercial runway



Enabling advanced pharmaceutical manufacturing

Growth Direct systems placed with 86% of approved CAR-T manufacturers



An expanding \$10B+ market

Dominated by manual, legacy processes that face increasing FDA scrutiny



Attractive, high-growth business model

Driving high-yield recurring revenue



Thank you

