

Rapid Micro Biosystems

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Canaccord Genuity Medtech,
Diagnostics and Digital Health &
Services Forum

ROB SPIGNESI, PRESIDENT & CEO
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Disclaimer

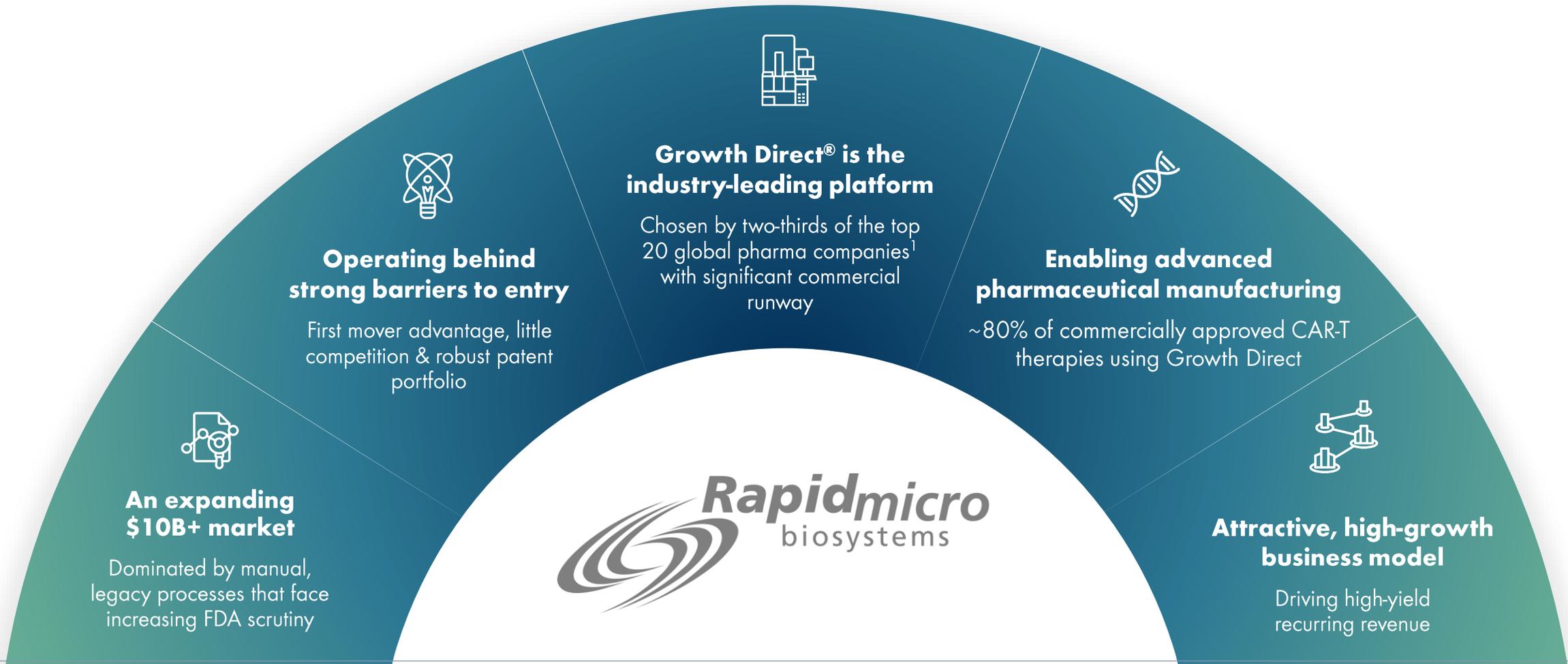
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Our vision

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

Creating the future of microbial quality control



Rapid Micro Biosystems is creating the future of rapid, secure microbial quality control automation to drive sustainable, long-term growth and shareholder value

A traditional Microbial Quality Control (MQC) lab

High Volume Testing and Mandated by Regulators

Subjective and Prone to Human Error

Manual, Paper-based and Slow

Insecure and Lacking Data Integrity

Introducing a revolution in MQC

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

Growth Direct[®] platform bringing Micro QC into the 21st Century

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



Proprietary
Consumables



Data &
Software



Global
Validation
& Support
Services

THE GROWTH DIRECT[®] (GD) PLATFORM

...delivering a compelling value proposition...

Data
Integrity



Operational
Efficiency



Insight &
Accuracy



- Supports global quality **regulatory compliance** and improved data handling and management
- Enables **faster decision making** by accelerating time to results by 50% or faster compared to the traditional method
- **Eliminate human quality control errors**, preventing costly recalls and regulatory interventions

...driving global adoption

135

cumulative
systems
placed

Two-thirds

of top 20 global
pharma are
customers¹

~80%

of approved
CAR-T therapies
using GD

112

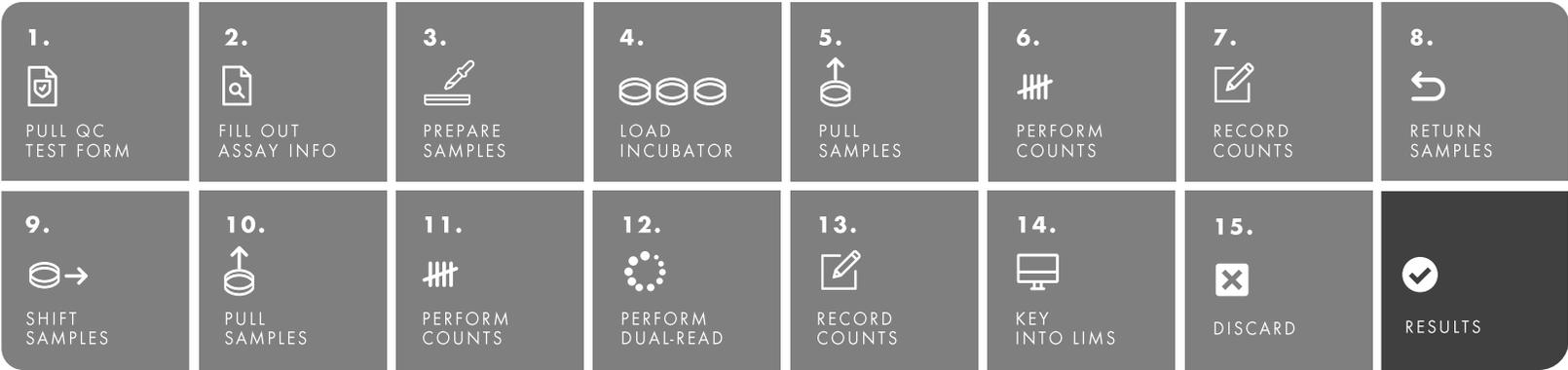
cumulative
systems
validated

3M+

cumulative
consumables
sold

Growth Direct® transforms and modernizes MQC

MANUAL WORKFLOW



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

GROWTH DIRECT®

AUTOMATED WORKFLOW



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

The Growth Direct[®] System

The future of microbial quality control

FACTORS DRIVING CHANGE

SCIENTIFIC AND
TECHNOLOGY
INNOVATION

GROWING DEMAND FOR
MORE COMPLEX
THERAPIES

FASTER & LEANER
MANUFACTURING

DATA INTEGRITY &
SECURITY FOCUS

REGULATORY
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TODAY

DISCOVERY
& RESEARCH



HIGH-THROUGHPUT R&D AUTOMATION

TODAY

QC & ANALYSIS



TODAY

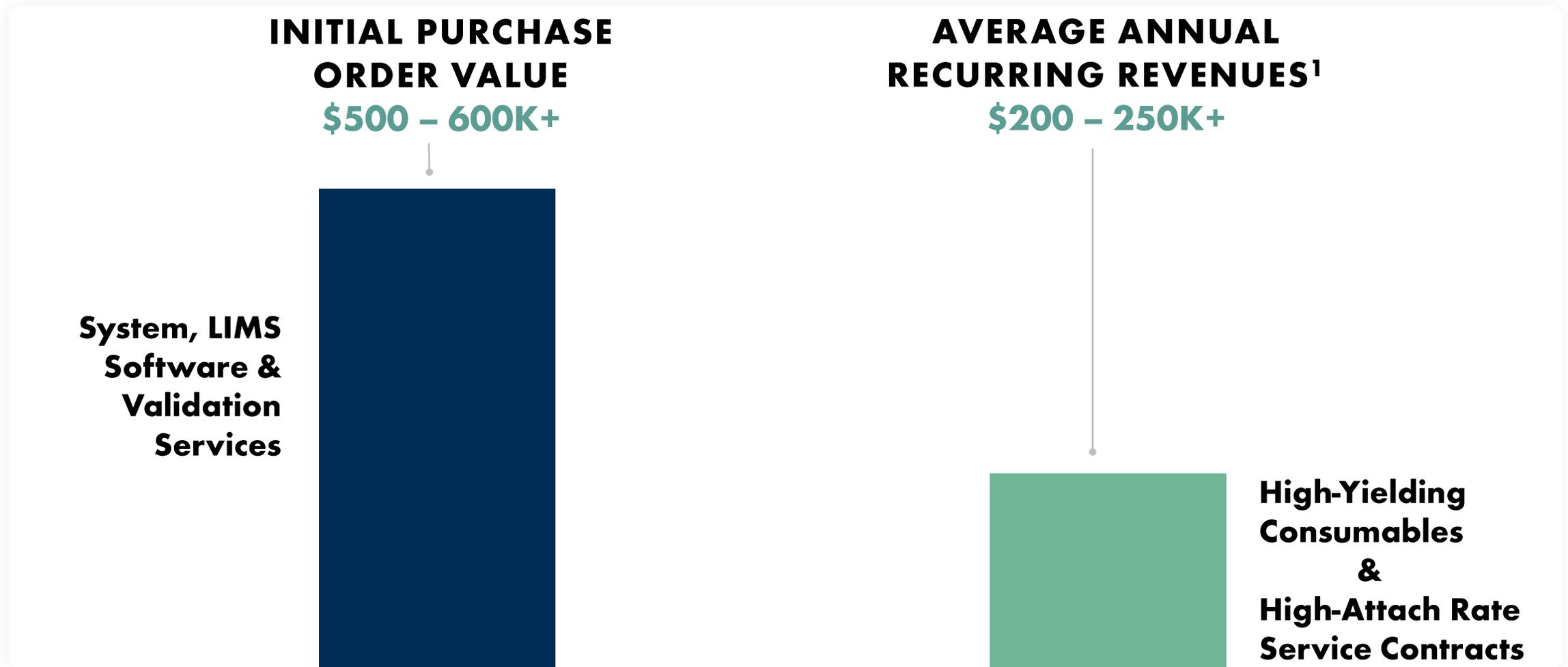
BIOPROCESSING
& MANUFACTURING



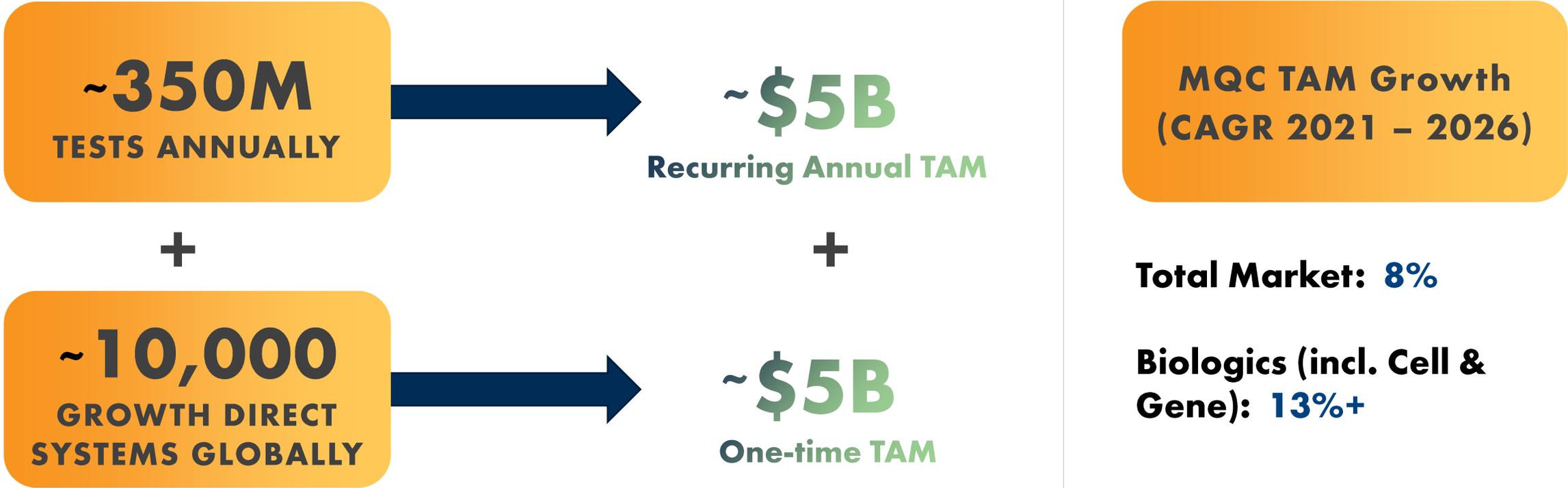
FLEXIBLE SINGLE USE TECHNOLOGIES



Business model and unit economics driving significant durable growth



The addressable market for MQC testing is large and growing



Automated MQC market is supported by persistent tailwinds

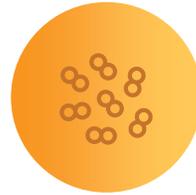
Regulatory



Increasing regulatory scrutiny and enforcement around **data integrity and quality**

The number of FDA warning letters due to data integrity findings has quadrupled
(CY 2015 - 2020)

Industry



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

~700 approved biologics;
thousands of clinical trials for new biologics & CGTs

Supply Chain



Significant global demand for drugs colliding with supply chain disruptions to **drive need for improved quality and predictability**

Over 60% of drugs considered to be in short supply due to quality issues (CY 2013 - 2017)

80+

CUSTOMER
MANUFACTURING SITES

Customer base includes over
two-thirds of the top 20 global
pharma companies* with
significant growth potential

CUSTOMER SEGMENTS WITH ESTABLISHED USE

- Biologics
- Cell & Gene Therapy/ CAR-T
- CDMO
- Small Molecules
- Personal Care Products

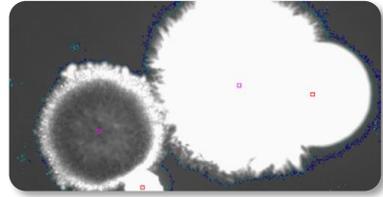
GLOBAL SITES WITH GROWTH DIRECT SYSTEMS

135 SYSTEMS
PLACED GLOBALLY

Innovating to enhance the Growth Direct value proposition

RMBNucleus™ Mold Alarm

Improving time to action



- Leverages Growth Direct® platform and expands its capabilities within the microbiology lab
- Accelerates mold detection and contamination remediation in as little as 1 day vs. current timeline of 7+ days utilizing proprietary vision software algorithms
- Customer case studies confirm RMBNucleus™ Mold Alarm delivers 75% faster time to results and 100% accuracy compared to 65% accuracy when compared to manual method and detection

Status

- Launched in Q4 2022 and adopted by majority of 2023 customers with expanding use by existing customers

Rapid Sterility Kit

Bringing innovation to rapid product release



- New consumable enabling full automation of a rapid sterility MQC test on Growth Direct® system
- Targeting final test results in 5- to 7-days or less vs 14-day traditional method allowing accelerated product release
- Non-destructive test design to support speed of investigation
- Closed-loop design to reduce the risks of secondary contamination

Status

- In final phase of Beta test with a Top 20 global pharma company and ramping up commercialization activities

The Growth Direct® system delivers ability to manage risk and contamination faster than compendial methods.



Clear path to attractive gross margins

- Investments in manufacturing, supply chain and service infrastructure made to serve top-tier global customer base
- Business scale not yet covering these costs, impacting current margin profile
- Targeting several other areas to increase margins including:
 - Reduced product costs (materials and labor)
 - Increased manufacturing efficiency
 - Increased service productivity and efficiency

Gross Margin Improvement Drivers	 Systems	 Consumables	 Service
Business scale / volume leverage	●	●	●
Product cost reduction	●	●	●
Increased manufacturing efficiency	●	●	
Increased productivity & efficiency			●

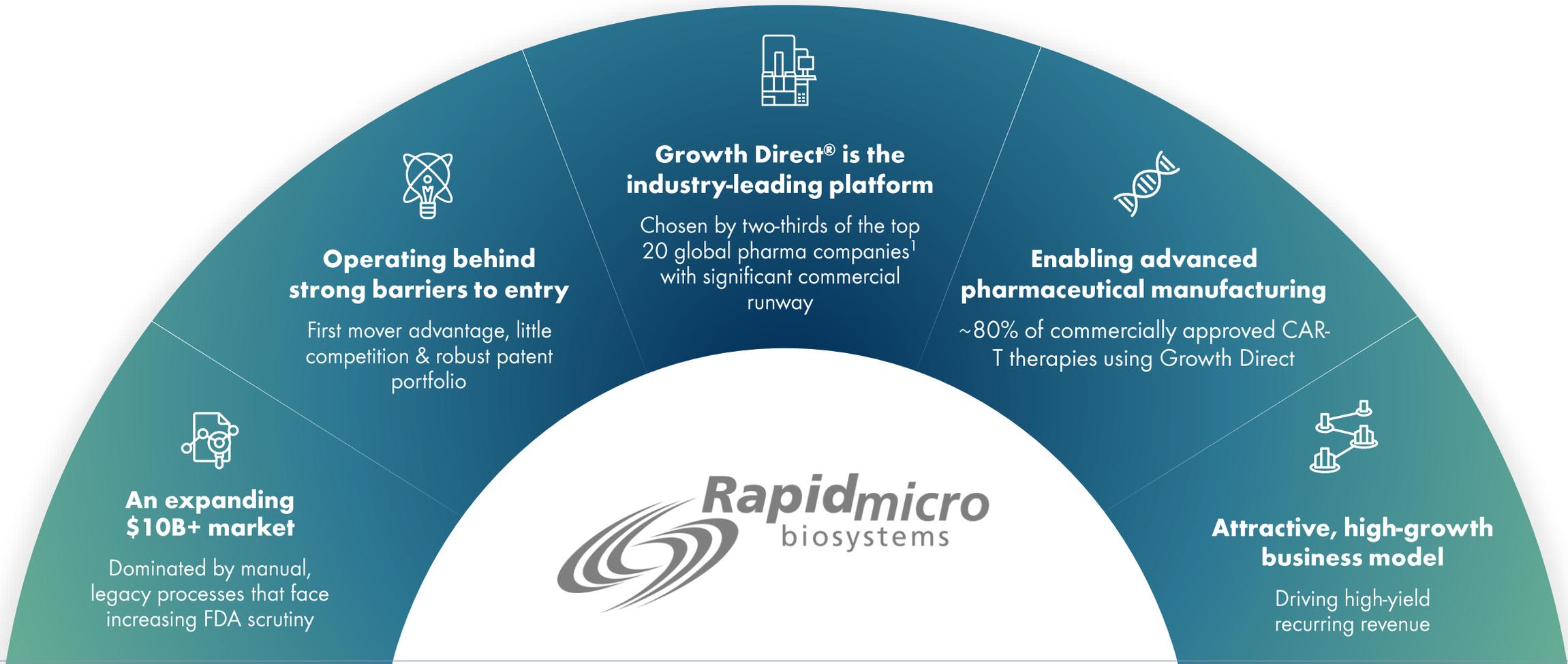
Expect positive gross margins by 2024 with expansion to 50 – 60% as business continues to scale

2023 revenue guidance of at least 30% growth

Select Highlights – Q3 2023

- +30% year-over-year revenue growth; +17% recurring revenue growth
- Third quarter in a row exceeding revenue guidance
- Placed 5 new Growth Direct systems
- Added a new top 5 global pharma customer; customer base now includes two-thirds of global top 20 pharma manufacturers
- Growth Direct system used in 5 of 6 commercially approved CAR-T therapies
- Cash & investments² of \$104M (as of 9/30/2023)
 - Runway at least into 2026

Guidance	FY 2023 ¹
Total Revenue	at least \$22M (at least 30% growth y/y)
System Placements	at least 15
Systems Validated	at least 14
Year-end Cash Balance²	slightly below \$100M



Rapid Micro Biosystems is creating the future of rapid, secure microbial quality control automation to drive sustainable, long-term growth and shareholder value

Thank You

