

Rapid Micro Biosystems

Nasdaq: RPID

Gilmartin Group Emerging Growth Company Showcase

ROB SPIGNESI, PRESIDENT & CEO
SEAN WIRTJES, CFO

SEPTEMBER 2023



Disclaimer

This presentation has been prepared by Rapid Micro Biosystems, Inc. (the “Company”) solely for informational purposes. This presentation contains forward-looking statements. All statements that do not relate to matters of historical fact should be considered forward-looking statements, including, but not limited to, statements regarding the Company’s full year 2023 revenue outlook range and expected future revenue and growth; expected placements of Growth Direct systems, anticipated timing of such placements and the impact on the Company’s revenue; the Company’s expectations regarding customers capital purchasing decisions and the Company’s sales opportunities; expectations regarding the Company’s improvements in commercial execution for both products and services and enhanced sales and marketing processes; expectations regarding the impact of macroeconomic uncertainty on the Company; and the anticipated contribution of the members of the Board of Directors to the Company’s operations, strategy and growth.

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 organizational restructuring plan, including a reduction in workforce, that may not result in the anticipated savings, could result in total costs and expenses that are greater than expected and could disrupt the Company’s business; 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 Company’s limited experience in marketing and sales and the effectiveness of its sales processes; the Company’s need to develop new products and adapt to technological changes; the Company’s ability to establish and maintain its position as a leading provider of automated microbial quality control testing; the Company’s ability to maintain its manufacturing facility; 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; risks related to the exploration of strategic alternatives; the impact of macroeconomic volatility and public health crises on the Company’s business and operations, including further delays in placements and validation of new systems; and the other important factors outlined under the caption “Risk Factors” in the Company’s Annual Report on Form 10-K filed with the Securities and Exchange Commission (“SEC”) on March 10, 2023, 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 and the Investor Relations page of its website at <https://investors.rapidmicrobio.com/> Although the Company believes that the expectations reflected in its forward-looking statements are reasonable, it cannot guarantee future results. The Company has no obligation, and does not undertake any obligation, to update or revise any forward-looking statement made in this presentation to reflect changes since the date of this presentation, except as may be required by law.

This presentation and any accompanying oral presentation shall not constitute an offer to sell or the solicitation of an offer to buy these securities, nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.



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

>40%

customers with multiple systems at multiple sites

>60%

of approved CART therapies using GD

>100

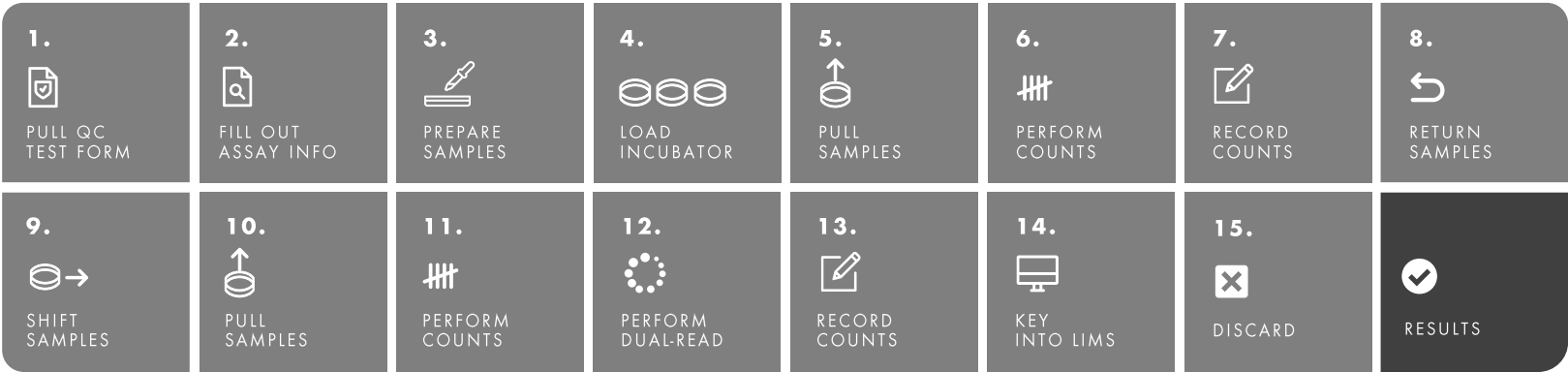
cumulative systems validated

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
SCRUTINY

TODAY

DISCOVERY
& RESEARCH



HIGH-THROUGHPUT R&D AUTOMATION

TODAY

QC & ANALYSIS



TODAY

BIOPROCESSING
& MANUFACTURING



FLEXIBLE SINGLE USE TECHNOLOGIES

Automated MQC market is supported by persistent tailwinds

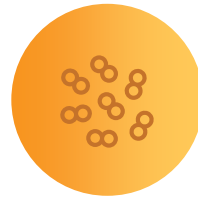
Regulatory



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)

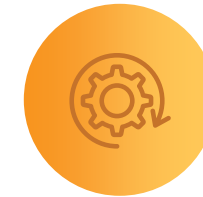
Industry



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

Over 1,100 drug candidates in the cell and gene therapy pipeline

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)

75+

CUSTOMER
MANUFACTURING SITES

**Customer base includes over half
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

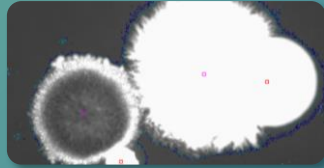
GLOBAL SITES WITH GROWTH DIRECT SYSTEMS



Innovating to enhance the Growth Direct[®] value proposition

RMBNucleus[™] Mold Alarm

Improving time to action



- Utilizes proprietary vision software algorithms to provide early warning of potential mold contamination
- Allows accelerated detection and contamination remediation in as little as 1 day vs. current timeline of 7+ days
- Leverages Growth Direct[®] platform and expands its capabilities within the microbiology lab

Status

- Launched Q4 2022
- Implementation ongoing with several pharma customers

Rapid Sterility Kit

Bringing innovation to rapid product release



- New consumable for the Growth Direct[®] system
- Rapid sterility test targeting 5-7 day results vs 14-day traditional method allowing accelerated product release with contamination detection in as little as 24 hours
- Enables full automation of all MQC tests¹ on Growth Direct[®]

Status

- In development and in beta with a top 20 pharma company
- Increasing focus on commercialization

2023 revenue guidance of 'at least' 30% growth

Select Highlights – Q2 2023

- Total revenue +30% y/y; recurring revenue +44% y/y
- “Record” quarter in consumables driven by higher pull-through per validated system and more validated systems in the field
- Multi-system order with one of the worlds largest CDMOs in Asia. Two systems placed / three validated in Q2
- New products: Mold Alarm commercial launch on plan (encouraging attach rates). Rapid Sterility development on track, increasing focus on commercialization
- Cash & investments² of \$113M (a/o 6/30/2023). 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	\$100M (at or slightly below)





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

