



Sidoti Small-Cap Conference

September 24, 2026

RAPID MICRO BIOSYSTEMS — NASDAQ: RPID

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The standard in automating microbial quality control

2025 REVENUE

\$34M

Total Revenue

20%

Year / Year Growth

\$18M

Recurring Revenue

GLOBAL SYSTEMS ⁽¹⁾

200

Cumulative Placements

169

Cumulative Validations

~20

Countries

CUSTOMERS

75%

Top 20 Global Pharma ⁽²⁾

86%

Approved CAR-T Manufacturers



Strategically well positioned for growth and margin expansion

- Strong business fundamentals with 200 systems placed globally and >50% recurring revenue
- Expanding enterprise deployments and multi-system opportunities with leading global biopharma customers
- Recurring revenue powered by increasing demand for consumables and services for growing installed base
- Gross margin inflection underway with continued expansion expected through 2027 and beyond
- MilliporeSigma expected to drive meaningful placement growth, gross margin expansion and innovation
- Positioned to capitalize on automation, digitalization, reshoring and biomanufacturing growth trends
- Disciplined approach to growth and profitability with declining cash usage; executing toward positive cash flow by year-end 2028
- Actively evaluating opportunities to strengthen balance sheet and maximize shareholder value

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

A woman with a braid, wearing safety glasses and a white lab coat, is shown in profile, looking towards the left. In the background, a gloved hand is visible holding a test tube. The scene is set in a laboratory or pharmaceutical manufacturing environment.

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



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Microbial quality control (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



Quality control (QC) & Analysis

TODAY



Bioprocessing & manufacturing

Flexible single use technologies



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Challenges in a traditional MQC lab



**High volume testing
mandated by regulators**

**Insecure and
lacking data integrity**

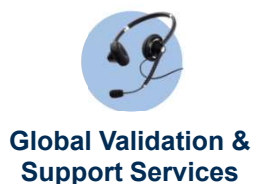
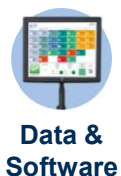
**Subjective and
prone to human error**

**Manual, paper-based
and slow**



Modernizing MQC with the Growth Direct® platform

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



...designed to deliver a compelling value proposition



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



Substantially reduce human quality control errors and the risk of 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 microbial
QC testing applications

Growth Direct[®] 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

Market forces pushing pharma industry to automation



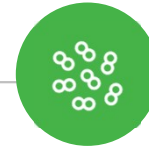
Large and Growing Market

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



Regulatory Pressure

Increasing regulatory scrutiny and enforcement around data integrity and quality



Industry Change

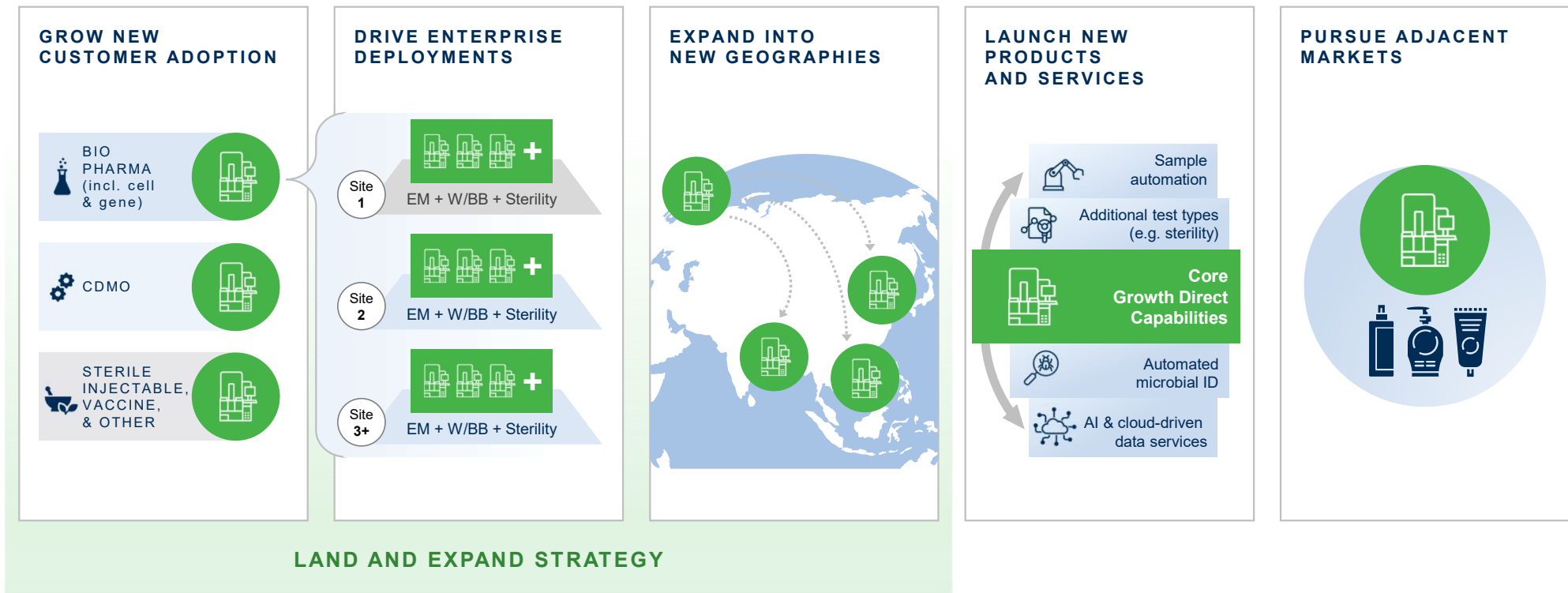
Growth in complex biologics and cell & gene therapies which require faster, more accurate, higher throughput testing capabilities



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

200

cumulative
systems placed

75%

of top 20
global pharma
are customers

86%

of approved CAR-T
manufacturers have
GD system placed

169

cumulative
systems validated

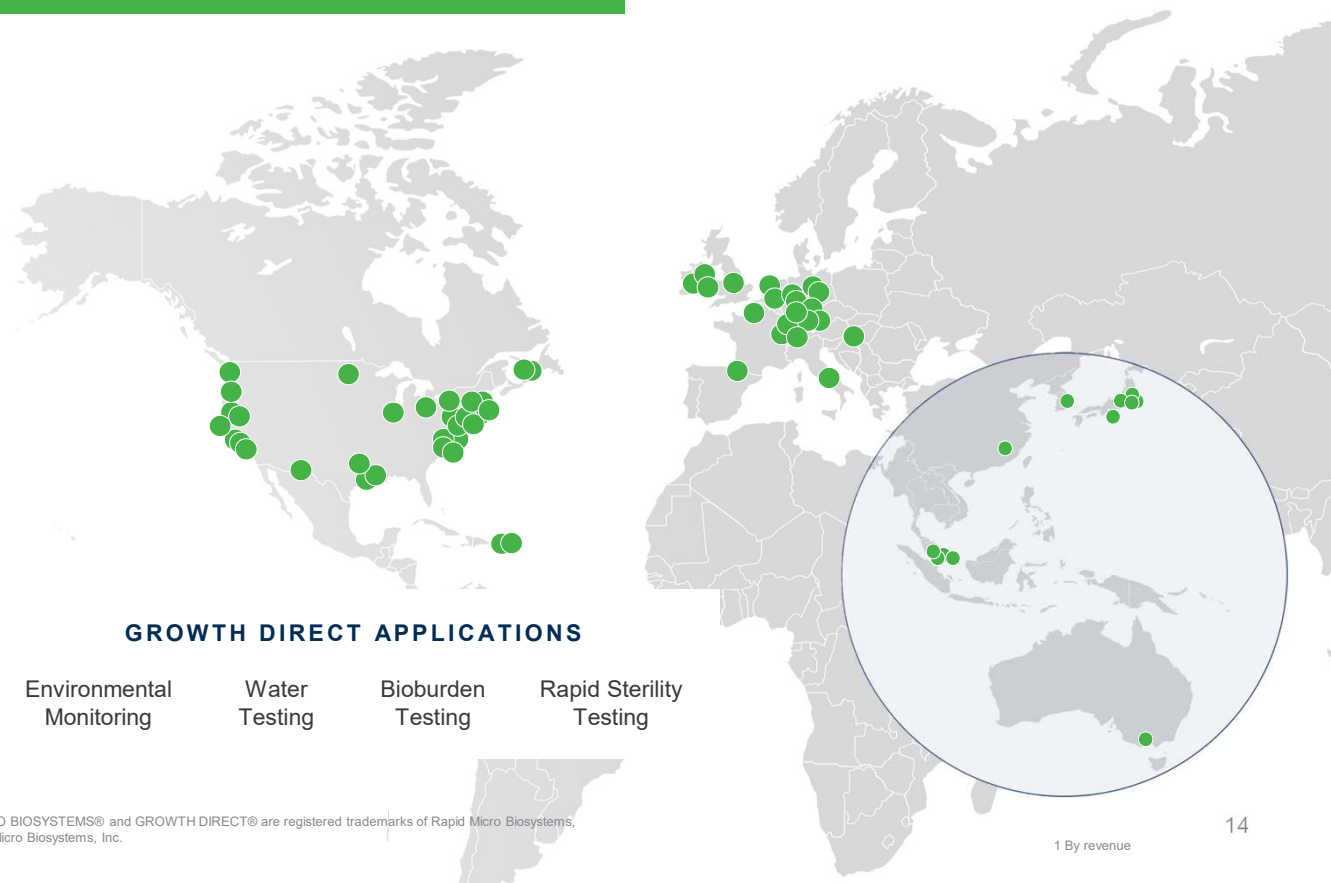
9M+

cumulative
consumables sold

100+

customer
manufacturing sites

GLOBAL SITES WITH GROWTH DIRECT SYSTEMS



Distribution & Collaboration Partnership with Merck KGaA¹ (MilliporeSigma)

Partnership Highlights

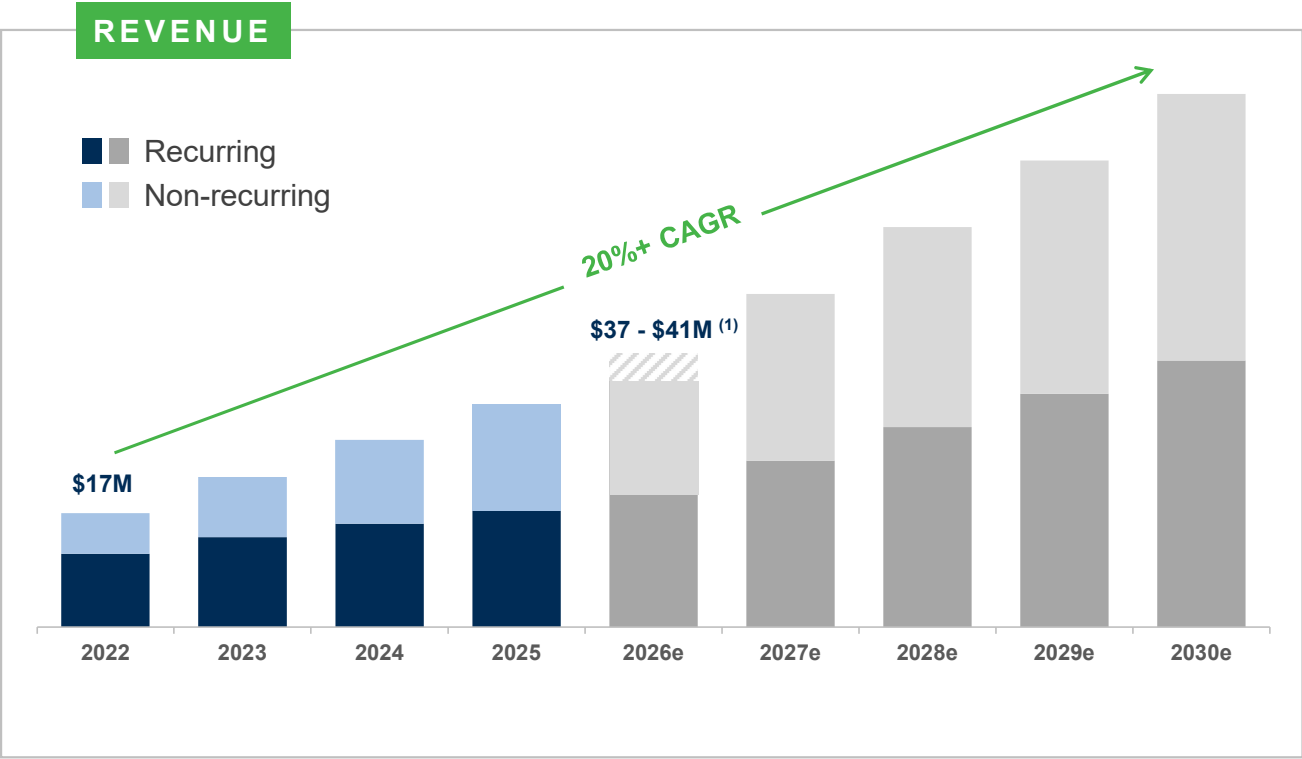
- **Global, 5-year, co-exclusive** right to sell Growth Direct systems & consumables
- **Minimum commitment** for Growth Direct system purchases in each of the first two years
- Leverage MilliporeSigma's extensive salesforce to **deepen penetration in core pharma market** worldwide
- Access to segments 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



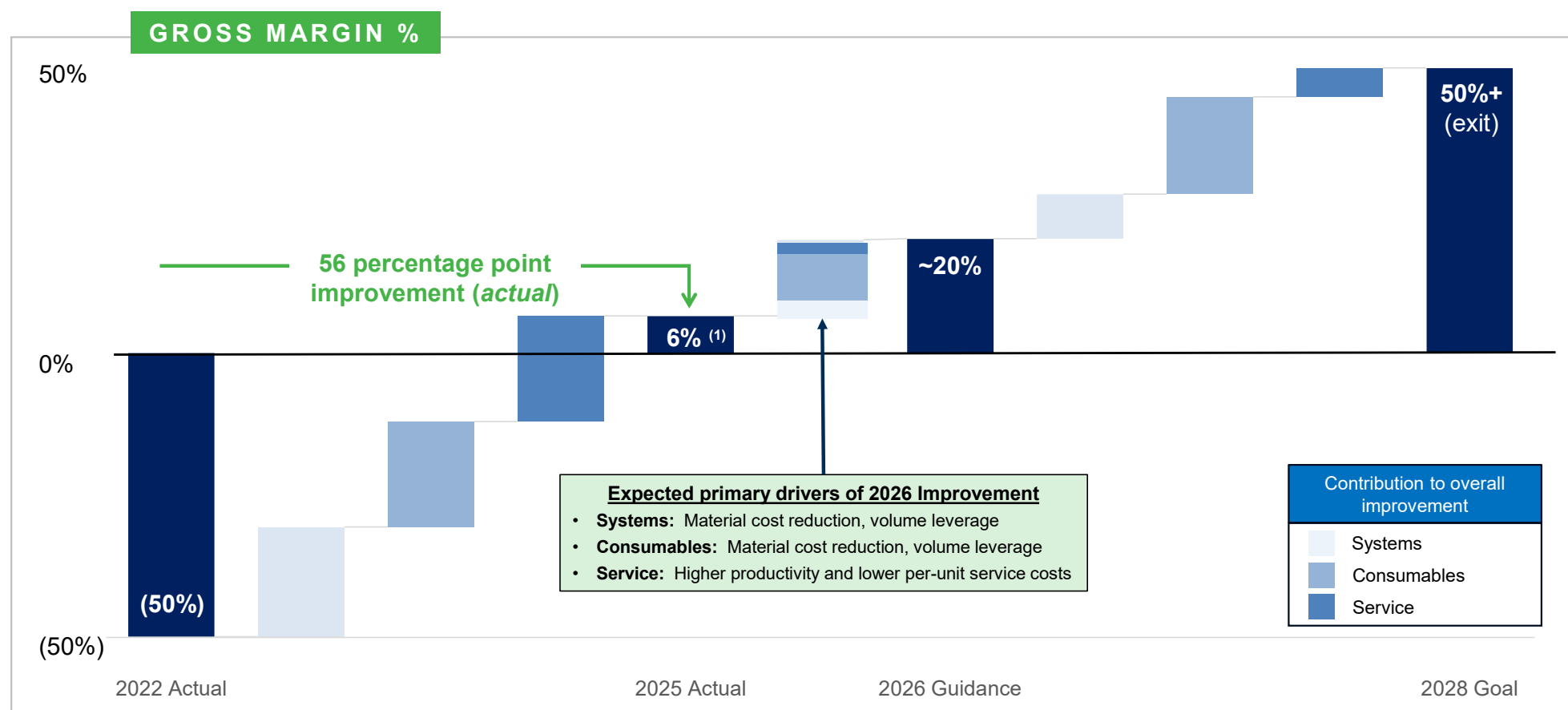
(1) 2026 revenue guidance range reaffirmed on August 7, 2026

Note: Data for 2026 – 2030 represents estimated future revenue based on current expectations, actual results may differ

Potential 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

Significant progress and clear path to potential 50%+ gross margin



Note: Data for 2026 – 2028 represents estimated future gross margin percentage based on current expectations, actual results may differ

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





Thank you

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