



TD Cowen 45th Annual Health Care Conference

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March 4, 2025

RAPID MICRO BIOSYSTEMS ——— NASDAQ: RPID



Disclaimers

This presentation has been prepared by Rapid Micro Biosystems, Inc. (the “Company”) solely for informational purposes. This presentation includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements contained in this presentation 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 2025 revenue guidance; expected placements of Growth Direct systems, anticipated timing of such placements and the impact on the Company’s revenue; expectations and goals with respect to continued improvement in gross margins and cash management; and the Company’s Distribution and Collaboration Agreement and the terms thereof, including future collaboration opportunities between the parties. the benefits and features of the Company’s products and technology, including its Growth Direct platform and rapid sterility offering; the integration of the Company’s Growth Direct technology with Lonza’s MODA-EM software system; the Company’s goal to achieve positive cash flow by the end of 2027 without additional financing, including the revenue and gross margin drivers behind such goal; and the Company’s efforts to drive sustainable, long-term growth and shareholder value.

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; 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 Annual Report on Form 10-K filed with the Securities and Exchange Commission (“SEC”) on February 28, 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 and the Investor Relations page of its website at 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.

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

160+

Cumulative Placements

135+

Cumulative Validations

~20

Countries

CUSTOMERS

70%

Top 20 Global Pharma¹

86%

Approved CAR-T Manufacturers



2024 revenue guidance exceeded with strong fourth quarter

SELECT HIGHLIGHTS



Record quarterly (Q4) and full year revenue; ninth quarter in a row exceeding / meeting revenue guidance



Over 160 cumulative Growth Direct systems now placed globally



Inflected to positive gross margins in Q3 & Q4



Announced significant collaborations with both Merck KGaA (MilliporeSigma) and with Lonza

RESULTS

Q4 2024

FY 2024

Total Revenue

\$8.2M

30% growth

\$28.1M

25% growth

Recurring Revenue

\$4.2M

\$15.5M

Systems Placed

6

21

Systems Validated

4

16

2025 outlook for 'at least' \$32M in revenue with meaningful gross margin expansion

Distribution & Collaboration Agreement with Merck KGaA¹ (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**

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

Introducing 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



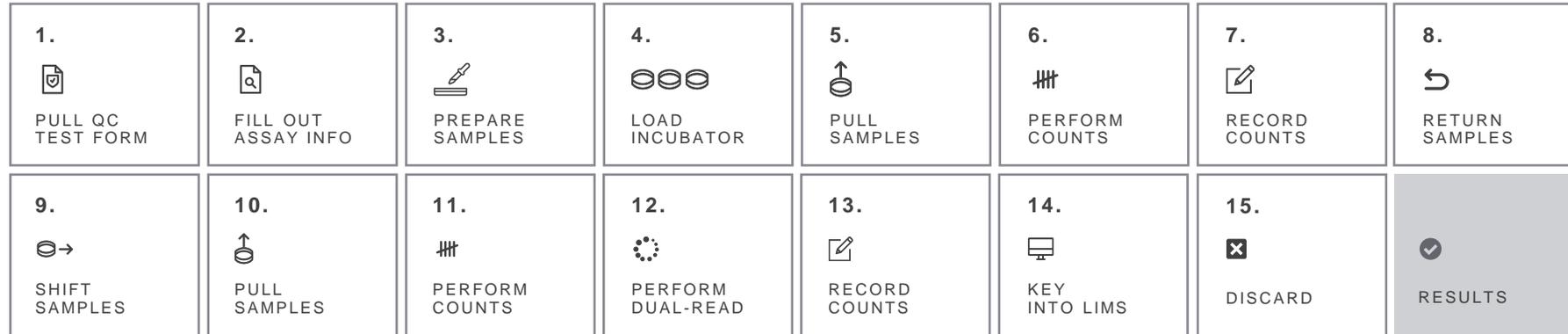
**Insight &
Accuracy**

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

THE GROWTH DIRECT[®] (GD) PLATFORM

Growth Direct[®] transforms and modernizes MQC

MANUAL WORKFLOW



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

GROWTH DIRECT[®]

AUTOMATED WORKFLOW

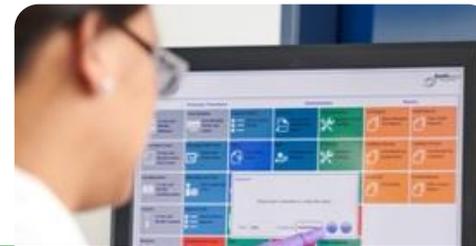
1 Prepare sample & automated loading



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



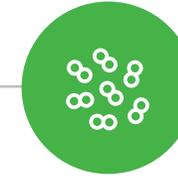
Large and Growing Market

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



Regulatory Pressure

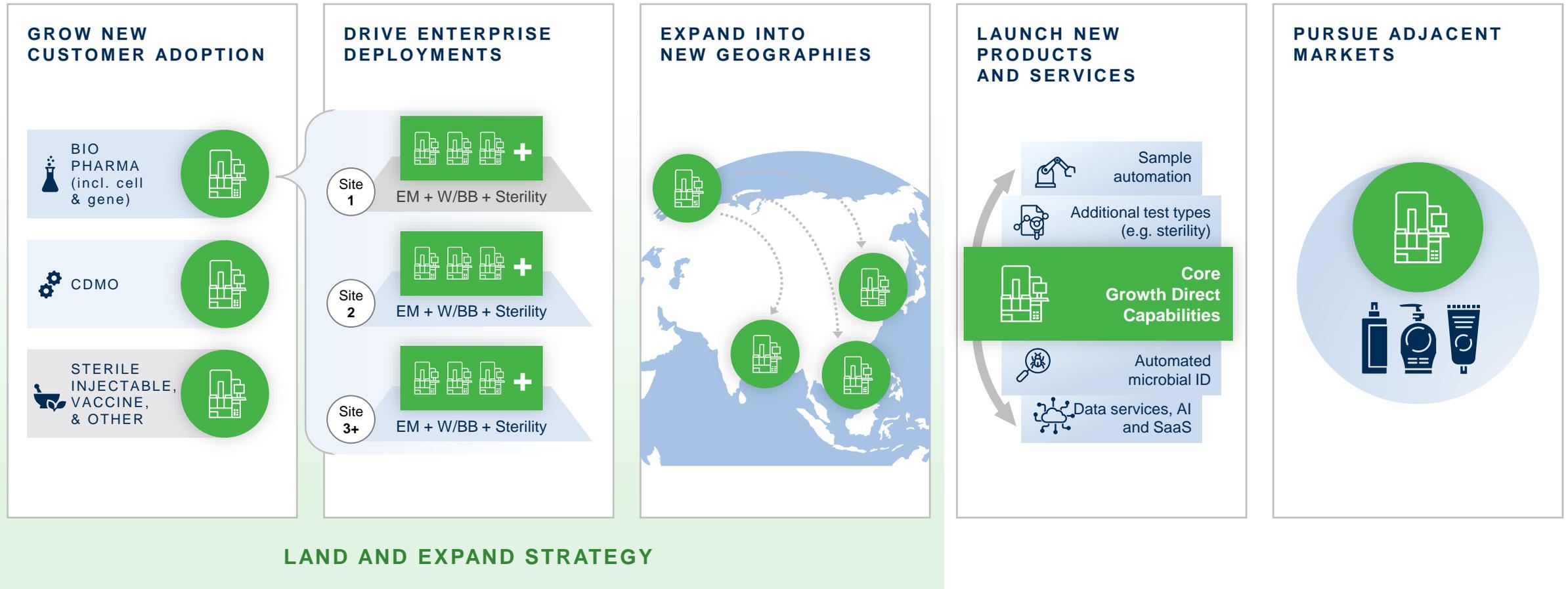
Increasing regulatory scrutiny and enforcement around data integrity and quality



Industry Change

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

Growth strategy focused on land and expand augmented by innovation



Customer base includes 70% 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

160+

cumulative systems placed

70%

of top 20 global pharma are customers

86%

of approved CAR-T manufacturers have GD system placed

135+

cumulative systems validated

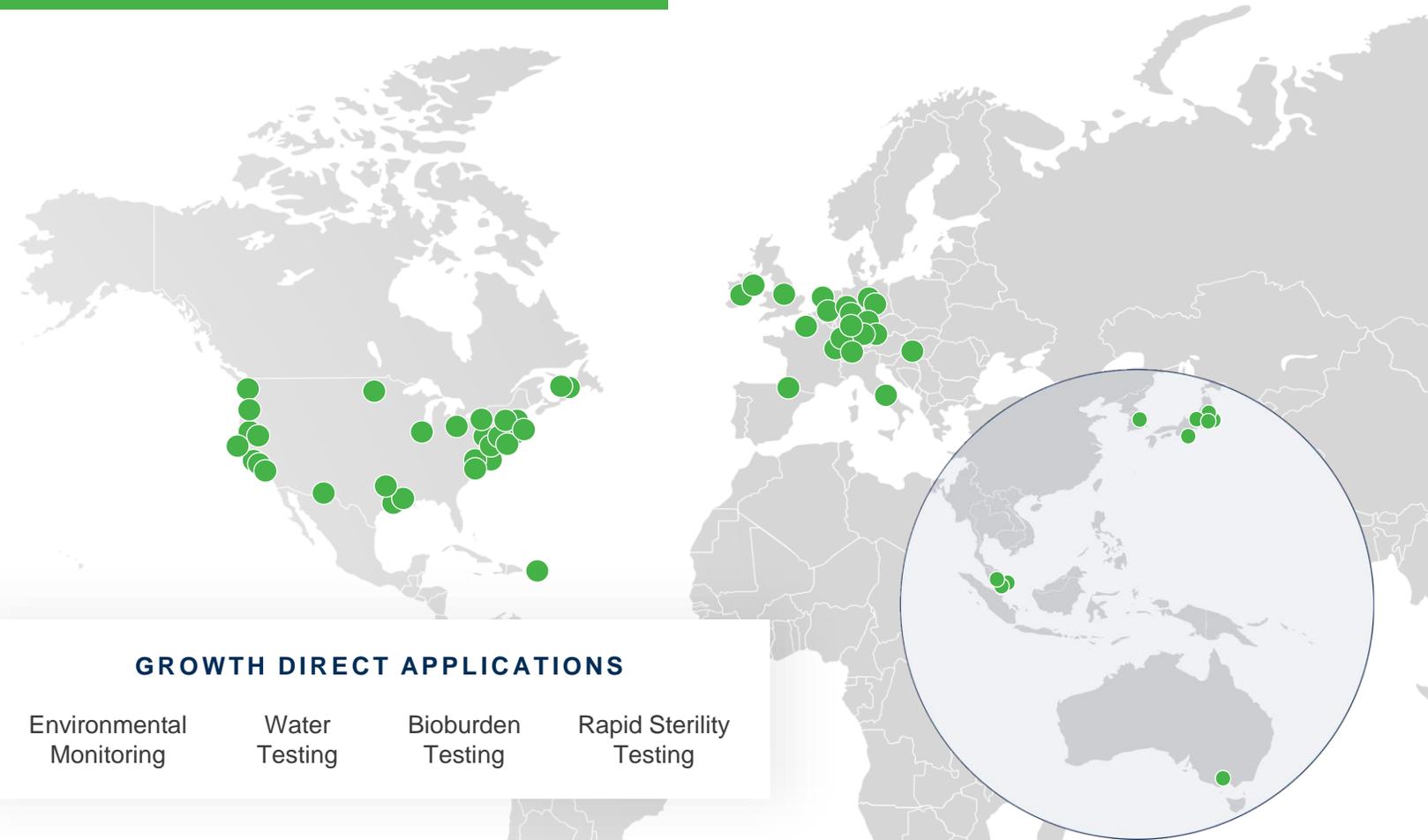
6M+

cumulative consumables sold

~100

customer manufacturing sites

GLOBAL SITES WITH GROWTH DIRECT SYSTEMS



GROWTH DIRECT APPLICATIONS

Environmental Monitoring

Water Testing

Bioburden Testing

Rapid Sterility Testing

Collaborating in automated MQC

Enabling a Healthier World **Lonza**

Building a Digitalized End-To-end Process for Environmental Monitoring



The Challenges and Importance of Environmental Monitoring

Rigorous and comprehensive EM is crucial for good quality control in pharmaceutical manufacturing, helping to minimize the risk of microbial contamination, and to help ensure the highest levels of product quality and safety.

However, EM can be immensely challenging. Perhaps the biggest obstacle is that sample incubation and analysis for microbiological EM is labor-intensive; sampling is performed and EM contact plates are incubated, transferred, counted, read out and disposed of by hand, and data capture, review, and reporting for EM is largely manual, too. As a result, microbial testing can be time-consuming, tedious, and prone to error.

While there has long been demand for proven digital solutions to alleviate these challenges, industry-wide pressure to improve operational efficiency has now created a valid business case for these solutions. This is especially the case in the cell and gene therapy (CGT) space, since processes here are long, complex, and costly, while patients have often exhausted other therapeutic options and need treatment quickly.

Growth Direct® System: the only fully automated non-destructive growth-based platform for QC microbiology testing.

- Lonza sought an end-to-end, automated solution to streamline MQC testing and get critical cell and gene therapies to patients faster
- Implemented the Growth Direct with Lonza's MODA-EM software module across their cell and gene therapy manufacturing network in North America, Europe and Asia
- Lonza achieved:
 - More accurate testing
 - Faster processing (TTR <72 hrs vs up to 8 days previously)
 - Improved compliance
 - Cost savings
- Sets a clear standard for the industry to emulate
- Lonza publication available on RPID website [Link HERE](#)

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



An expanding \$10B+ market

Dominated by manual, legacy processes that face increasing FDA scrutiny



Operating behind strong barriers to entry

First mover advantage, little competition & robust patent portfolio



Growth Direct® is the industry-leading platform

Chosen by 70% of the top 20 global pharma companies¹ with significant commercial runway



Enabling advanced pharmaceutical manufacturing

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



Attractive, high-growth business model

Driving high-yield recurring revenue





Thank you

