



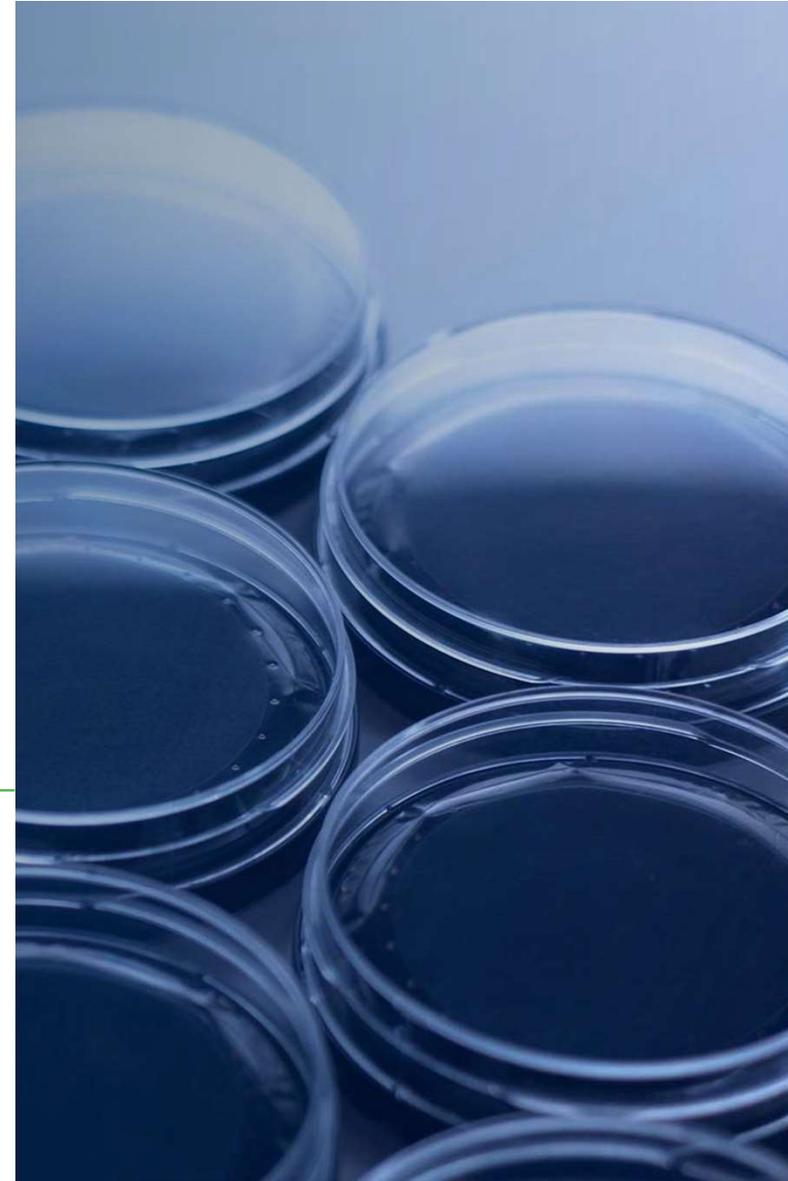
TD Cowen 46th Annual Health Care Conference

Rob Spignesi, President & CEO

March 3, 2026

RAPID MICRO BIOSYSTEMS ——— NASDAQ: RPID

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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 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; the impact of the Company’s existing and any future indebtedness on its ability to operate its business; the Company’s ability to access any future tranches under its debt facility and to comply with all of its obligations thereunder; 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 Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission (“SEC”) on November 7, 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.

The Company has presented preliminary financial results for the fourth fiscal quarter and full year 2025 that have not been audited and are subject to adjustment based on the Company’s completion of year-end financial close processes.



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

2025 REVENUE¹

\$33.6M
Total Revenue

20%
Year / Year Growth

\$17.8M
Recurring Revenue

GLOBAL SYSTEMS¹

190
Cumulative Placements

155
Cumulative Validations

~20
Countries

CUSTOMERS

75%
Top 20 Global Pharma²

86%
Approved CAR-T Manufacturers



2025 revenue guidance exceeded with record fourth quarter

SELECT HIGHLIGHTS



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



Strong recurring revenue - double digit growth in FY'25



Record multi-system Growth Direct system order, as previously announced, from an existing Top 20 global biopharma customer to automate global manufacturing network



Meaningful gross margin improvement (FY'25) & strengthened balance sheet with \$45m term loan facility



Strategic partnership with MilliporeSigma to drive growth, margin expansion and innovation

RESULTS

Q4 2025¹

FY 2025¹

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

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

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

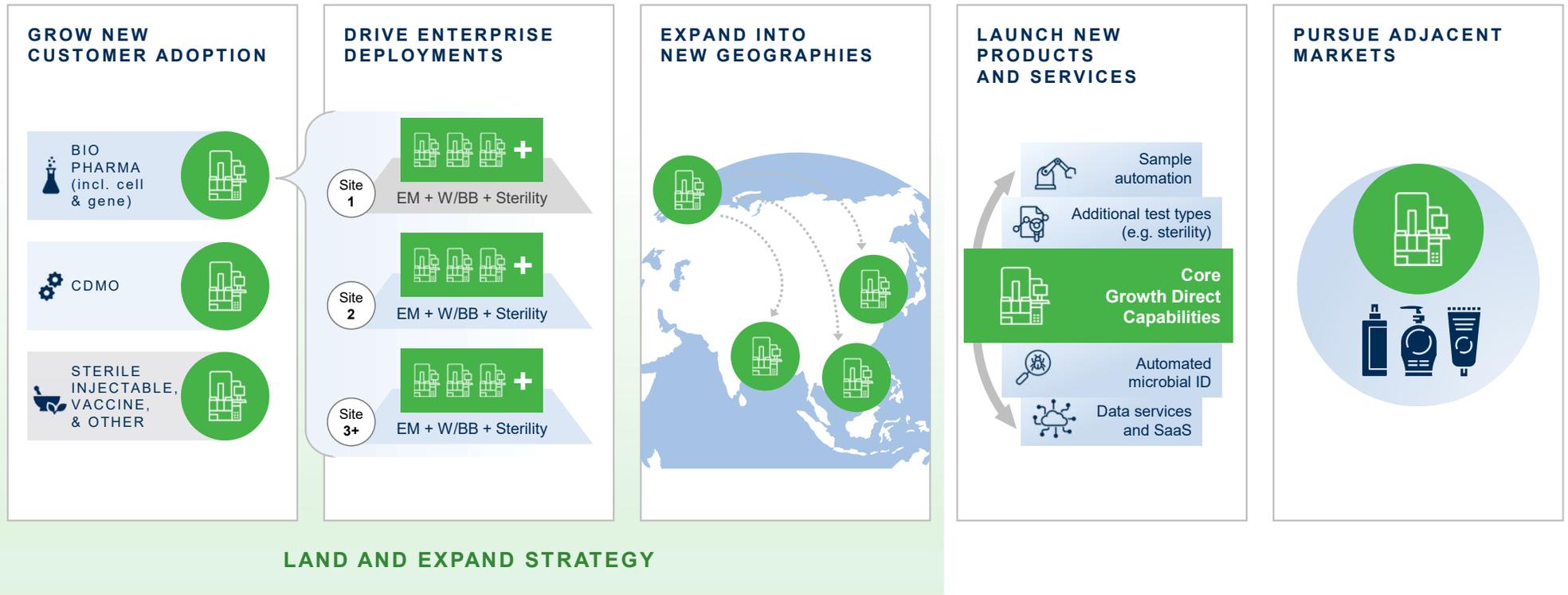
Growth in complex biologics and cell & gene therapies which require faster, more accurate, higher throughput testing capabilities



Expanding Manufacturing Capacity, Especially U.S. Reshoring

Increasing investments in new manufacturing capacity create significant opportunity for automation

Growth strategy focused on land and expand augmented by innovation



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

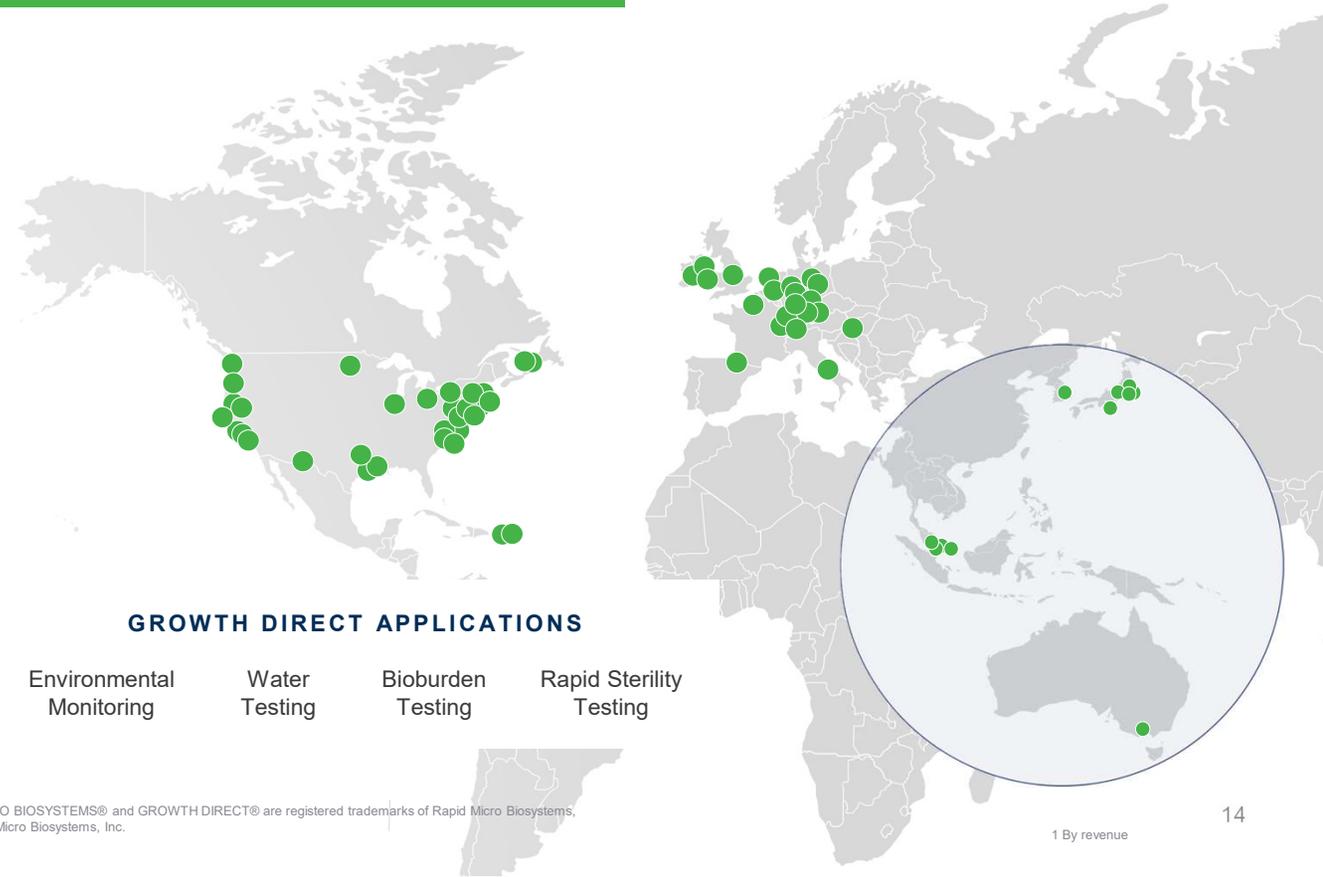
CUSTOMER SEGMENTS WITH ESTABLISHED USE

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

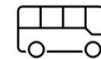
7th Annual Growth Direct Day – Driving Progress Together



Annual 2-day event brings together industry thought-leaders, customers and prospective customers



Largest event in seven-year history with over 25 companies participating and approximately 100 attendees from the U.S., Europe and Asia

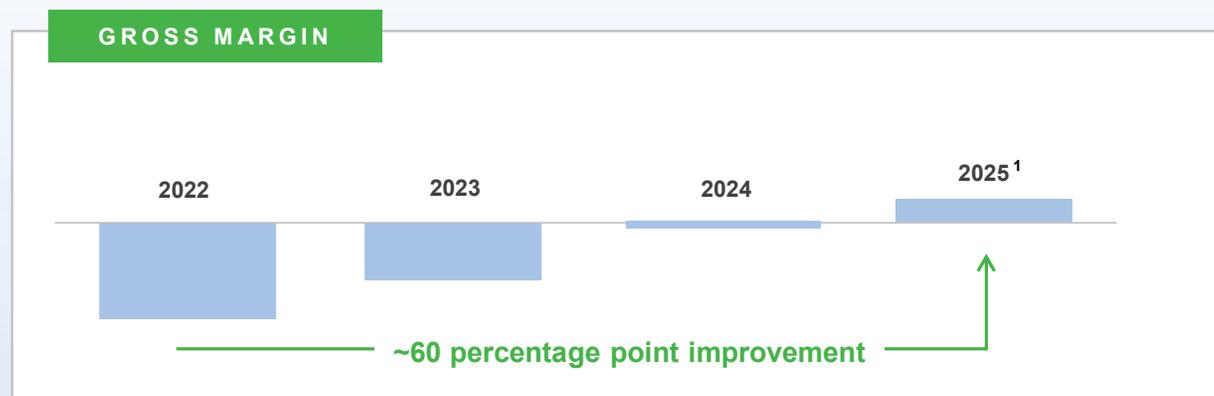
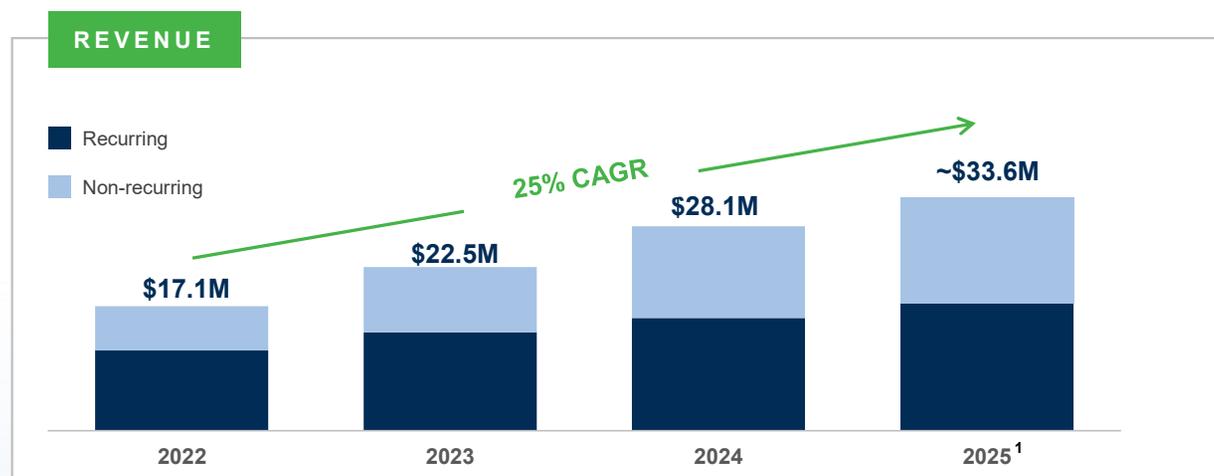


On-site tours and hands-on demonstrations



First GD Day to include colleagues from Merck MilliporeSigma and several of their prospective customers

Strong and consistent revenue growth and margin improvement



Revenue Growth Drivers

- New customer wins
- Global deployments at existing customers
- New products and services
- Strong consumable and service growth
- Merck MilliporeSigma partnership (distribution)

Gross Margin Expansion Drivers

- Reduced product costs
- Improving manufacturing efficiency
- Increasing service productivity
- Increasing volume
- Merck MilliporeSigma partnership (supply)

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
- Strong and growing recurring revenue drive by consumables and services
- Significant margin expansion achieved with continued expansion in 2026 and beyond
- MilliporeSigma partnership set to meaningfully impact 2026 commercially
- Strengthened balance sheet and financially healthy

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 companies¹ 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

