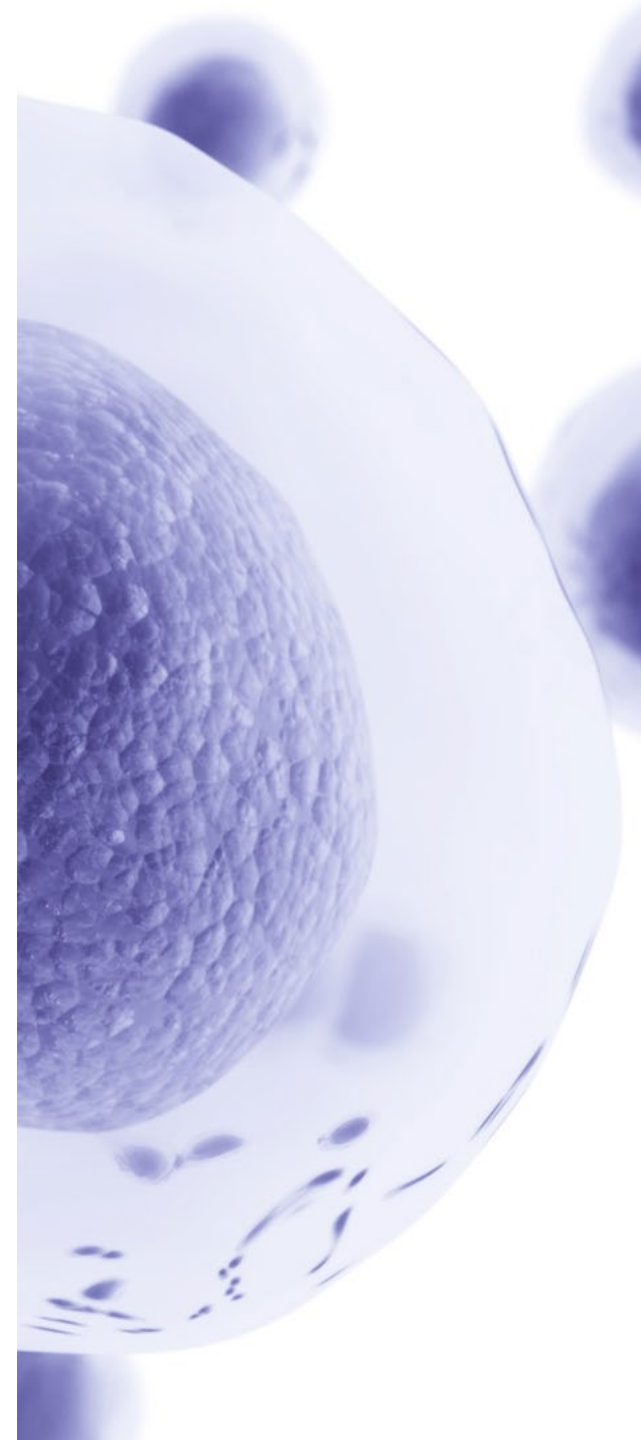


**AZENTA**  
LIFE SCIENCES

# Sample Management Technology Enabling Scientific Breakthroughs

Robin Vacha,  
SVP and General Manager, Life Sciences Products



# Sample Management Technology Enabling Scientific Breakthroughs



The business today – unrivaled platform in a strong market

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Key growth drivers

Business outlook – continuing growth

# Azenta Life Sciences Products at a Glance



## Products Revenue Breakdown FY 2021

**63%**  
Consumables  
& Instruments



**25%**  
Automated  
Storage Systems

**12%**  
Service

## Key Metrics

FY2021 revenue

**\$200M**

Auto store installed  
base sample capacity

**~500M**

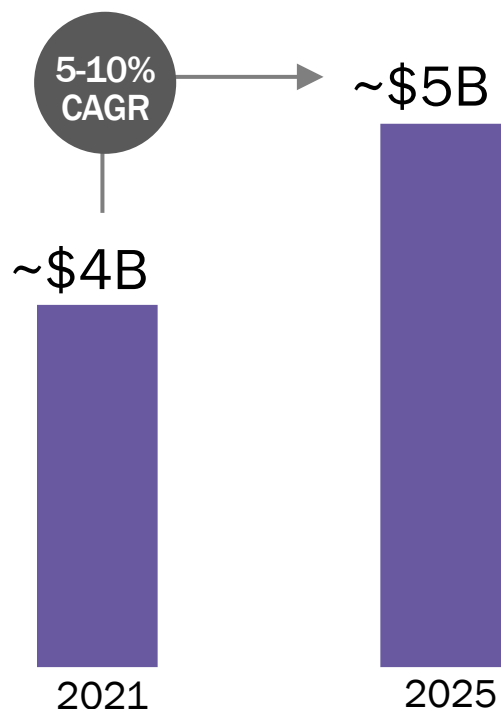
Customer accounts

**>2,000**



# Well-Positioned in \$4B Global Products Market

## Market Growth



Key segments of the market growing faster

Automated Storage Systems<sup>1</sup>  
**~15% CAGR**

## Key Market Drivers

- Life science R&D investment growing
- Automation driving increased throughput
- Precision medicine requires new capabilities



Azenta has  
**5%**  
share and is set to outgrow the market



1. Includes ambient, -20C, -80C and cryogenic,  
Source: Based on independent, third party commissioned analysis  
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# Our Product Portfolio Provides Complete Sample Management Solutions

## Automated Sample Stores

### Pharma & Biologics



- BioStore™ (-80°C)
- SampleStore™ (-20°C)
- Capacity from <200K samples to over 20 million

### Cell & Gene



- BioStore™ Cryo (-190°C)
- CryoPod® transport system
- Cryo LN<sub>2</sub> filling station

## Sample Formatting

### Consumables & Instruments



- Sample tubes for automated and critical applications
- PCR product lines
- Controlled Rate Freezing

## Service

### Value Add Service



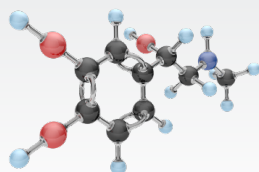
- Maintenance and upgrades
- Sample migration
- Reformatting
- Install/Operating/Production Qualification (IOPQ)

**We protect sample integrity and accelerate the pace of research**

# Azenta Technology Excels in the Most Difficult Applications



**Ambient**



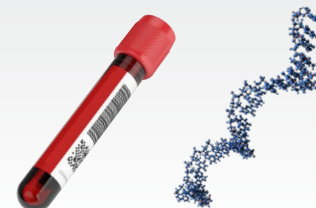
Active  
Pharmaceutical  
Ingredients

**-20°C**



DNA

**-80°C**



Blood

RNA

**-196°C**

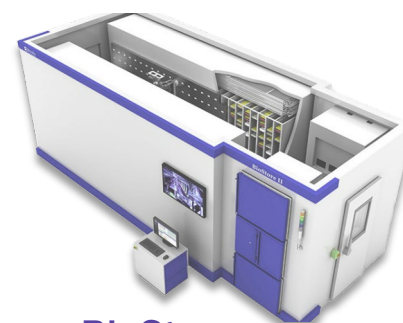


Cells and Tissue



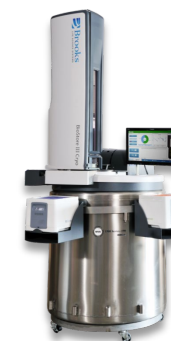
SampleStore

- Large collections
- High throughput



BioStore

- Thermal integrity
- Sample security



BioStore III Cryo



Sample Formatting



# Automated Stores – Insights Into Scale and Technology



<https://rewatchable.wistia.com/medias/wmldvuxvxx>

# Complex Sample Collection at Large Consumer Genomics Company

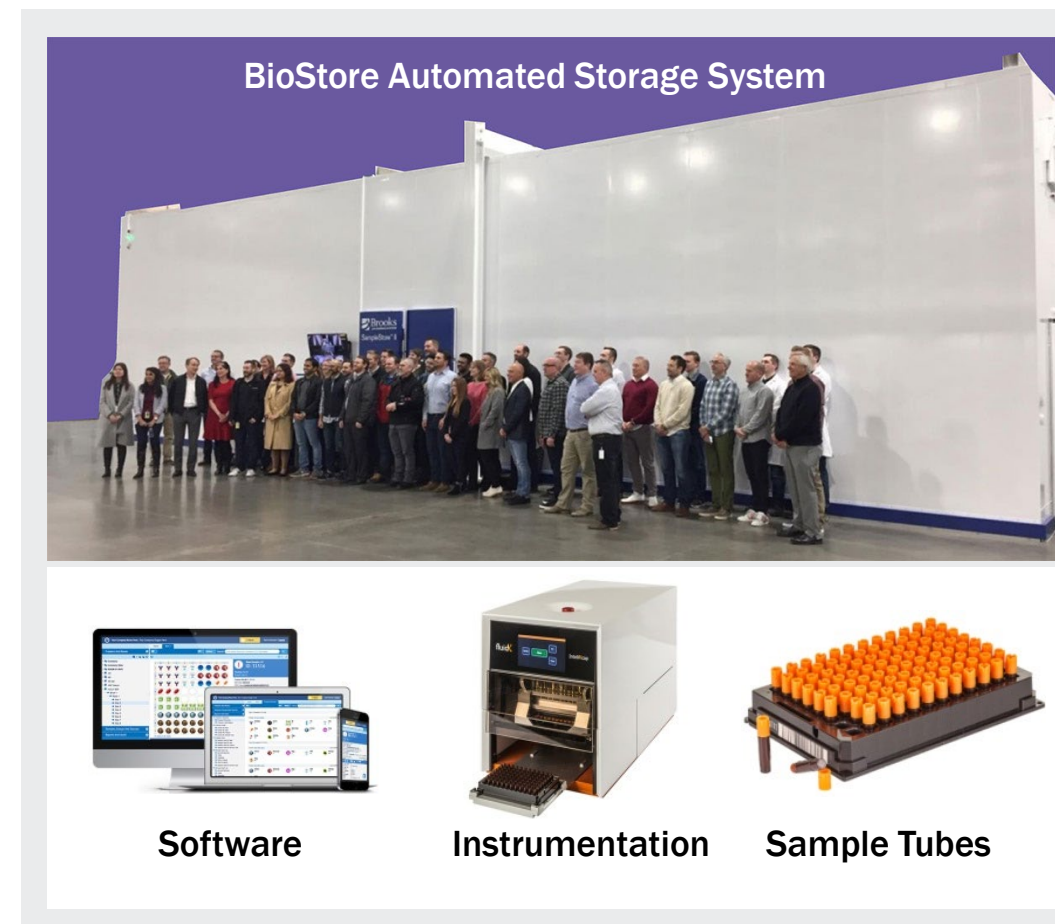


## The Situation

- Tens of millions of DNA samples needed to be formatted, protected, stored, and rapidly retrieved

## Our Solution

- Full Azenta Life Sciences Products ecosystem
  - BioStore Automated Storage System
  - Sample tubes
  - Formatting instrumentation
  - Reformatting service
- Unleashes value of sample collection and enabled new business model





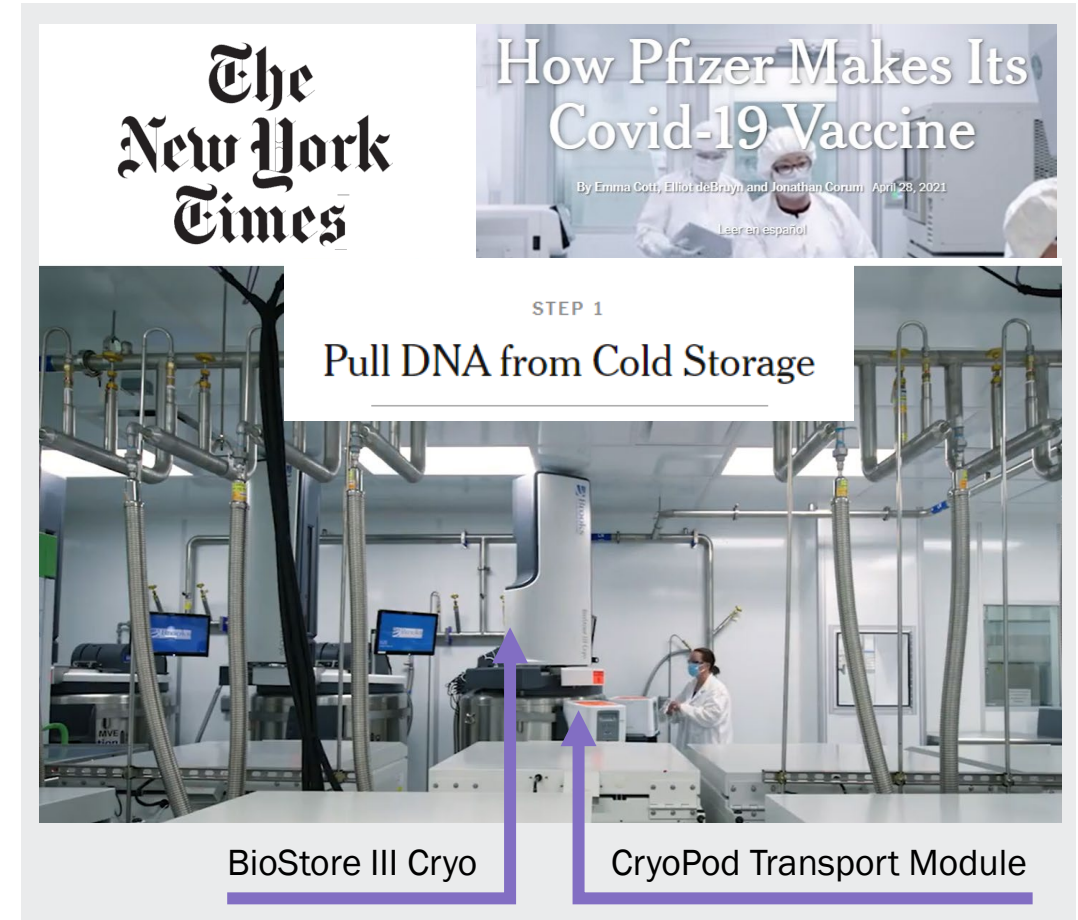
# Storage and Protection of High Value Master Cell Lines

## The Situation

- Need to protect and store Master Cell Lines. Maintaining thermal integrity and restricting access key to long term viability

## Our Solution

- Full Azenta Life Sciences Products ecosystem
  - BioStore III Cryo Automated Store
  - CryoPod transport module
  - Advanced software module managing access and security
- Not Covid specific. Master Cell Lines serve as the foundation of future scientific research



# Sample Management Technology Enabling Scientific Breakthroughs

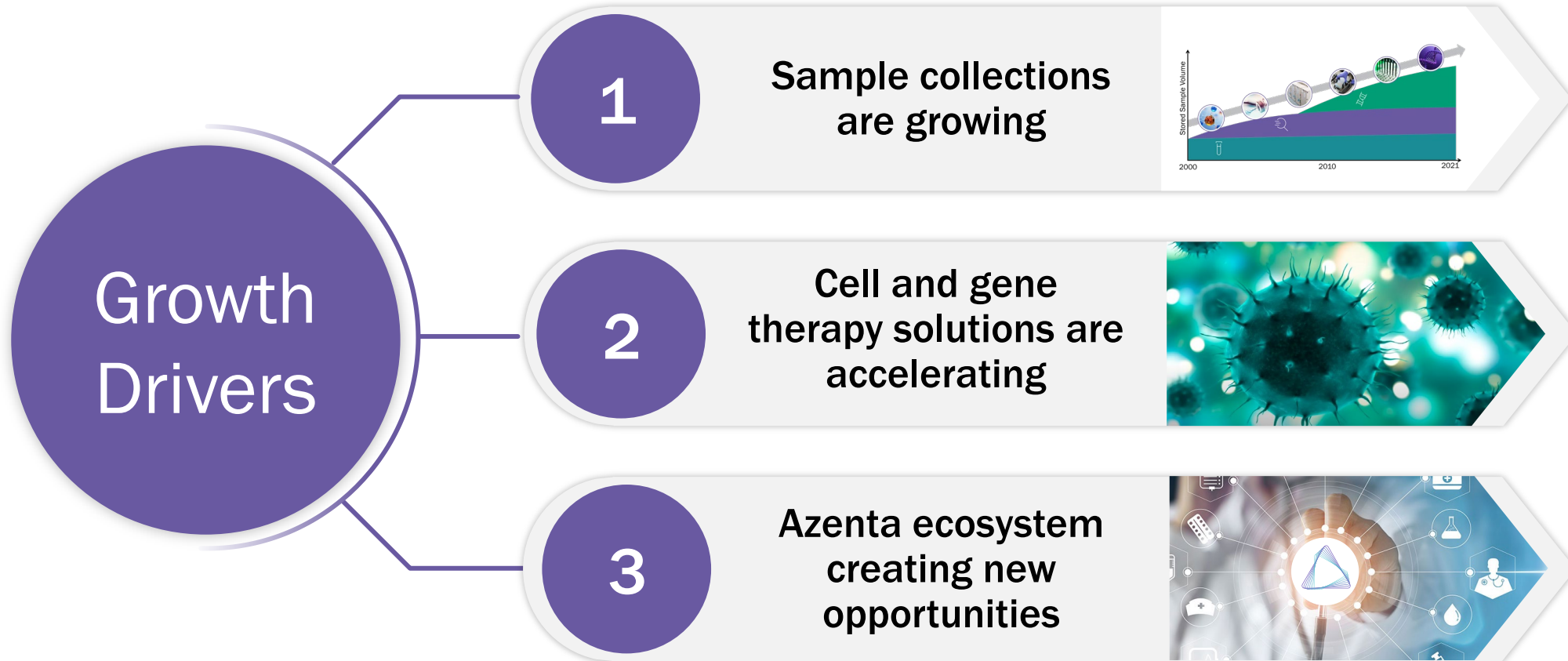


The business today – unrivaled platform in a strong market

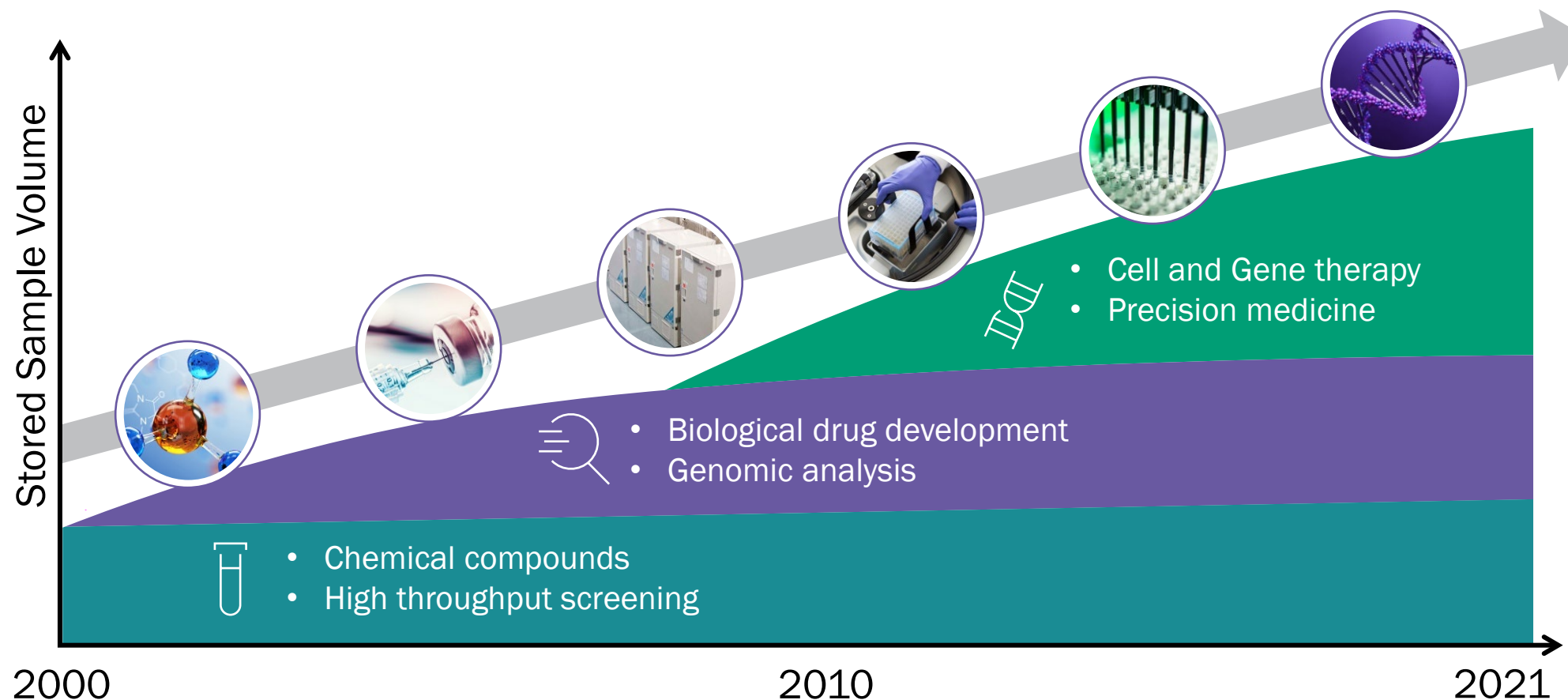
Key growth drivers

Business outlook – continuing growth

# Three Key Growth Drivers



# Sample Collections Are Growing in Size and Complexity, Increasing Demand for Automated Solutions



- Automation drives increased efficiency as sample collections grow
- Precision medicine is accelerating sample storage volume and complexity

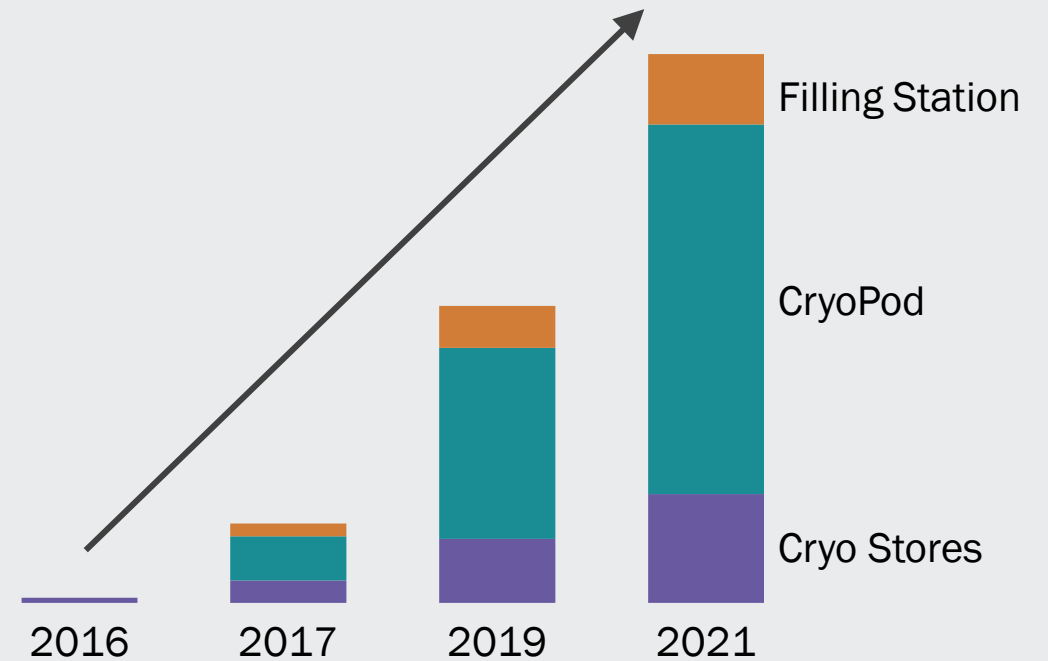
# Cell and Gene Solutions Are Accelerating – Just at the Beginning of Therapy Approvals

## Cryo Automation Adoption Increasing in the Cell & Gene Therapy Market

- Building installed base in cell and gene since 2016
- Technology is a critical enabler for cold chain management of therapies
- Ramping as cell and gene investments grow



Cumulative Azenta Units Shipped



# Azenta Ecosystem Creating New Opportunities



**Immediate Access to Samples for Current Research**



✓ **Automated Store**  
(any size/any temperature)

**Unlimited Storage Flexibility With No Capital Requirement**



✓ **Sample Repository Services**  
(any size/any temperature)

**Genomics Creates Tight Customer Bond in Early-stage Research**



**Automated Storage Creates Tight Customer Bond in Clinical and Manufacturing Phases**



# Sample Management Technology Enabling Scientific Breakthroughs



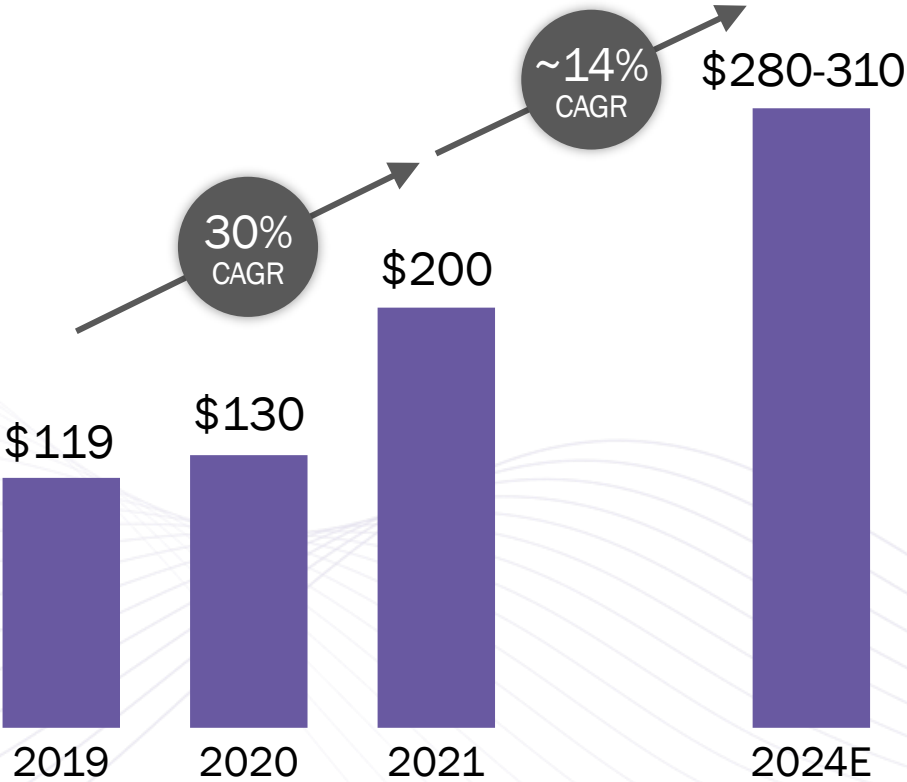
The business today – unrivaled platform in a strong market

Key growth drivers

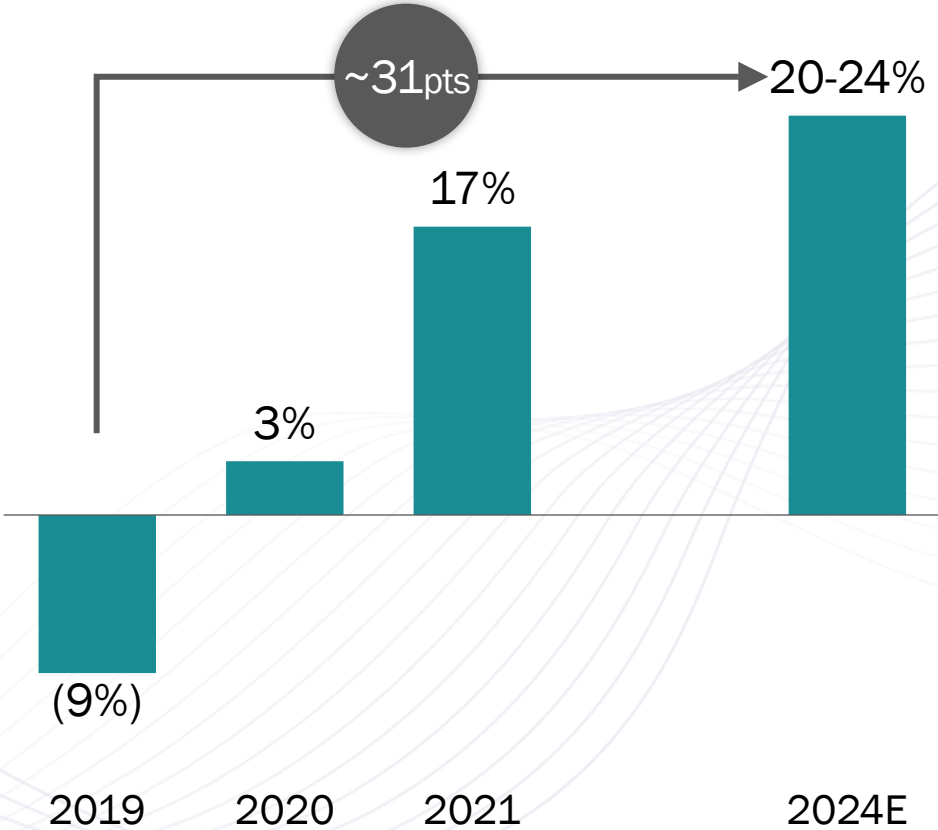
Business outlook – continuing growth

# Driving Continued Performance

Products Revenue (\$M)



Products EBITDA Margin\*



\* Non-GAAP financial measure – See reconciliation tables  
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# 2024 Target Model – Azenta Products

## Drivers

<b>Strong Market Growth</b>	<ul style="list-style-type: none"> <li>Global sample growth with trends toward automation and cryogenics</li> </ul>
<b>Differentiated Technology</b>	<ul style="list-style-type: none"> <li>Unique lab automation capabilities well-positioned for CGT applications</li> </ul>
<b>Leverage End-to-End Azenta Ecosystem</b>	<ul style="list-style-type: none"> <li>Deep customer connections at every stage of development and distribution</li> </ul>
<b>Operating Margin Expansion</b>	<ul style="list-style-type: none"> <li>Well positioned to leverage future volumes</li> </ul>

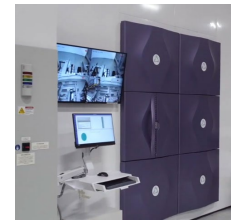
## Target Model

Azenta Products	FY21	FY24	Growth / Change
<b>Revenue</b>	\$200M	\$280-310M	12-16% CAGR
<b>Gross Margin*</b>	47%	47-49%	+Flat to 2pts
<b>EBITDA Margin*</b>	17%	20-24%	+3 to 7 pts

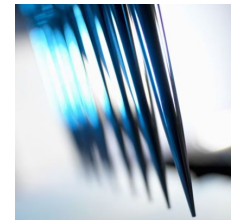
# Right Technology in the Right Markets with Strong Execution



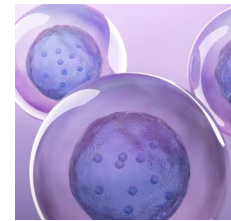
Our technology is differentiated with innovation for the most difficult applications



Sample collections continue to grow and will require automation to unlock their potential



We are a critical enabler for adoption and ramp of cell and gene therapies



Proven execution delivering profitable growth

