

AZENTA
LIFE SCIENCES

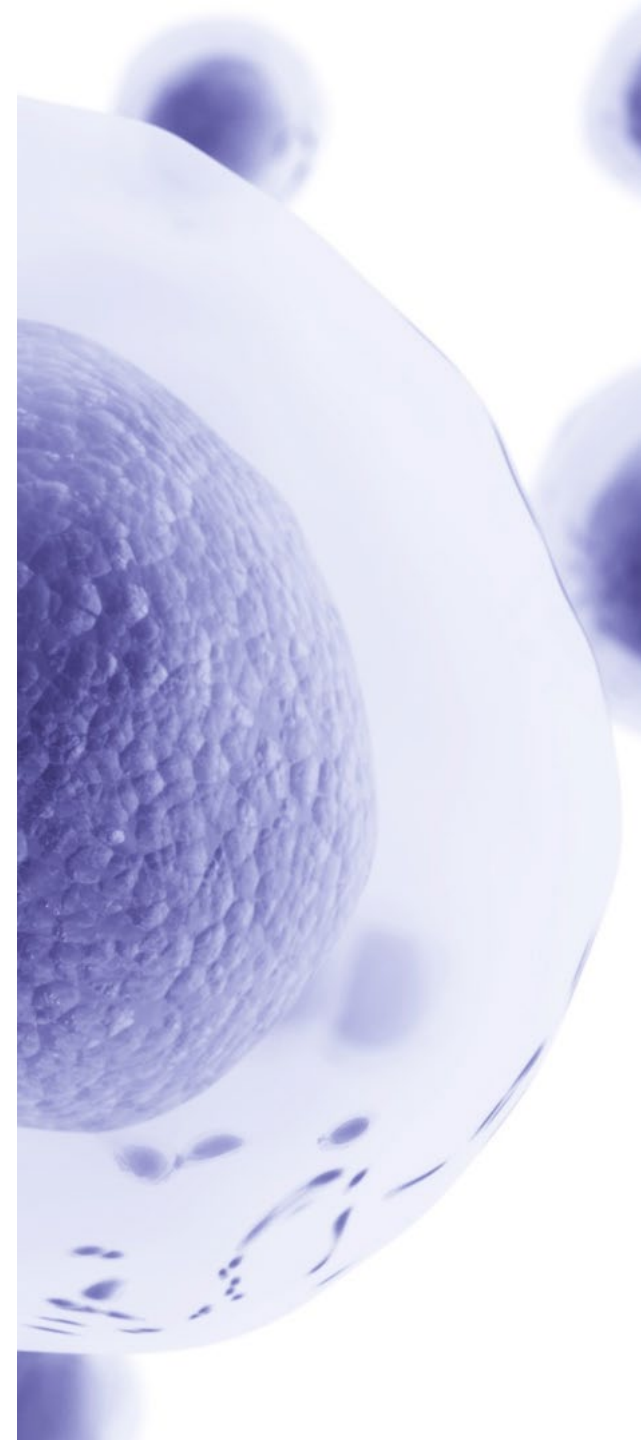
Powerhouse Portfolio, Long Runway Ahead.

Sarah Eckenrode, PhD

VP and General Manager, Sample & Repository Solutions

Ginger Zhou, PhD

VP and General Manager, Genomic Services



Powerhouse Portfolio, Long Runway Ahead.



The business today – solid platform

Sample & repository solutions

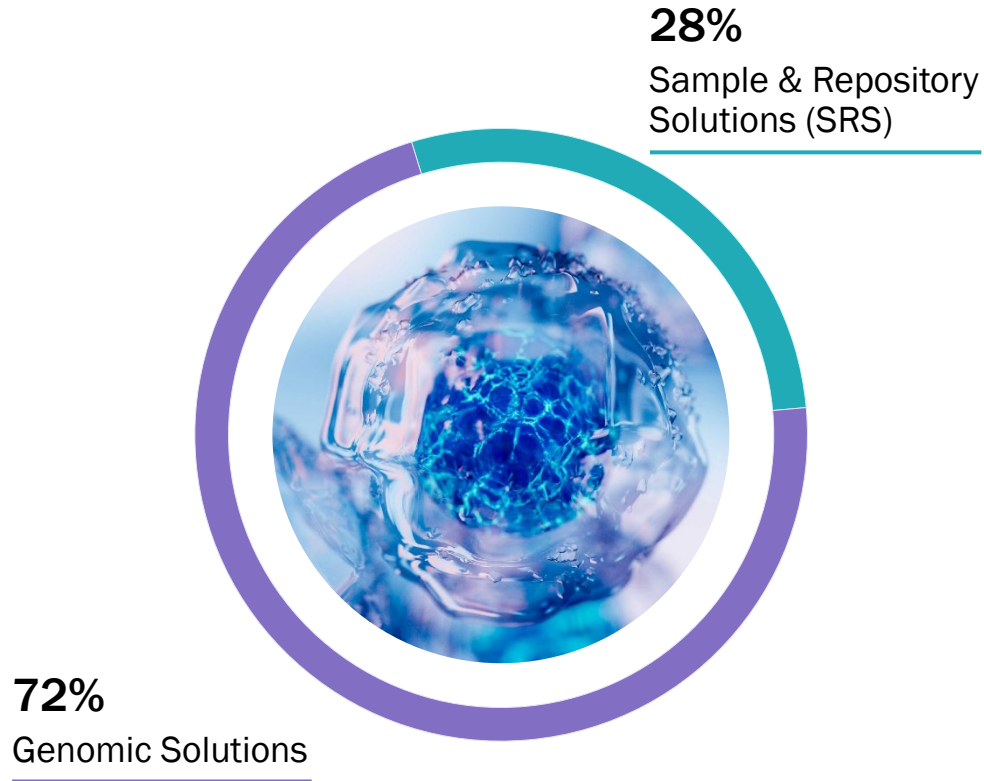
Genomic services and solutions

Strong business outlook

Azenta Life Sciences Services



Services Revenue Breakdown FY 2021



Key Metrics

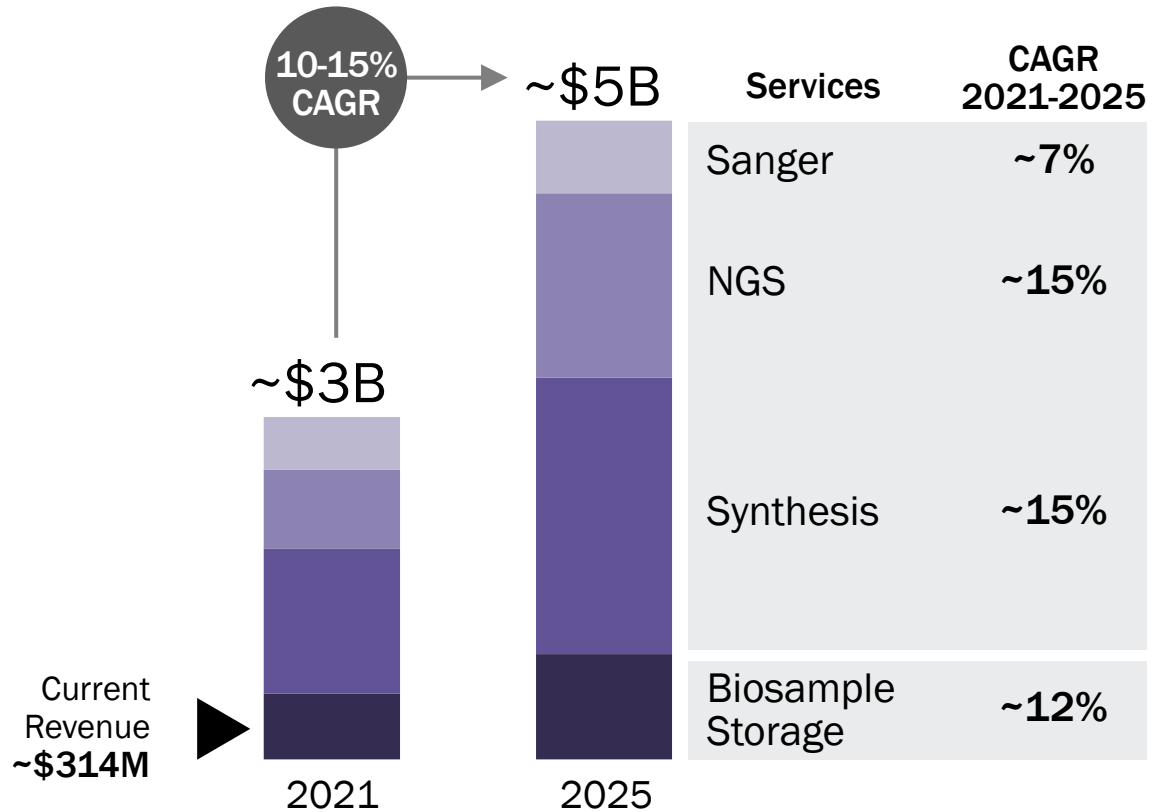
FY 2021 revenue	\$314M
Global sites ¹	22
Customers	>6,700



¹ 14 Azenta labs, 8 biorepository sites
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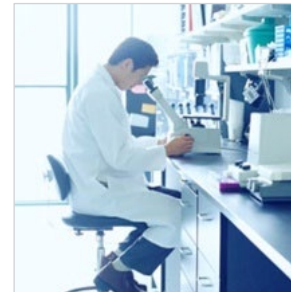
Well-Positioned in Large \$3B High Growth Global Market

Market Growth

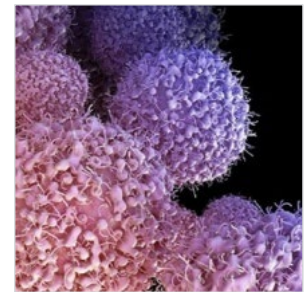


Key Drivers

- Increase in outsourcing
- Increasing biopharma R&D spend
- Growth of novel modalities that rely on samples and genomics



9%
penetration,
set to outgrow
a
growth market



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- The business today – sample exploration
- Differentiated position in growth markets
- Focused on key growth drivers

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Comprehensive Sample & Repository Solutions Portfolio



Sample & Repository Solutions Portfolio

Sample Storage



- Off-site storage at Azenta
- Lifecycle sample management

Sample Sourcing



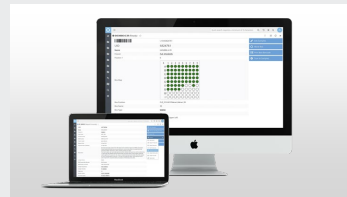
- Sample procurement
- Retrospective or prospective collections
- Proven search strategy

Transport & Logistics



- Cold-chain transport
- Laboratory moves
- Equipment rental when needed

Data & Informatics



- Sample tracking
- Workflow management

Customer Site

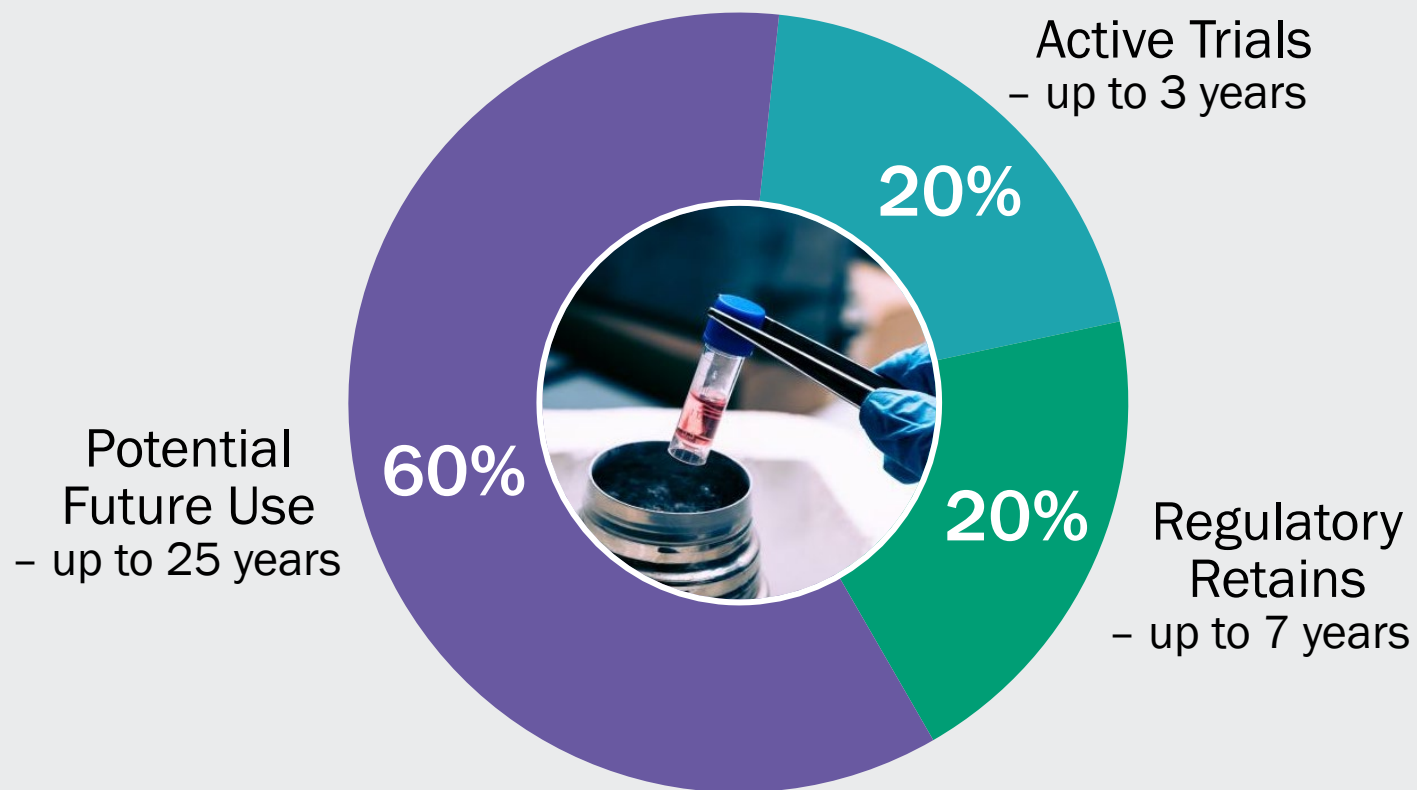


- On-site storage at customer site
- Sample rationalization

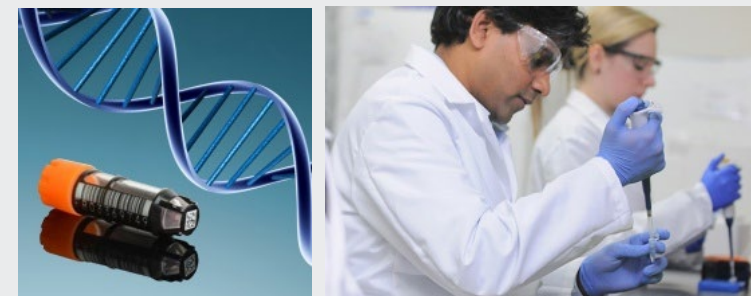
28% of Services Revenue

Annuity-Like Storage Business Generates Recurring Revenue For Years

Azenta Repository Breakdown by Length of Storage



The length of storage is driven by the purpose of the sample



Powerhouse Portfolio, Long Runway Ahead.



The business today – solid platform

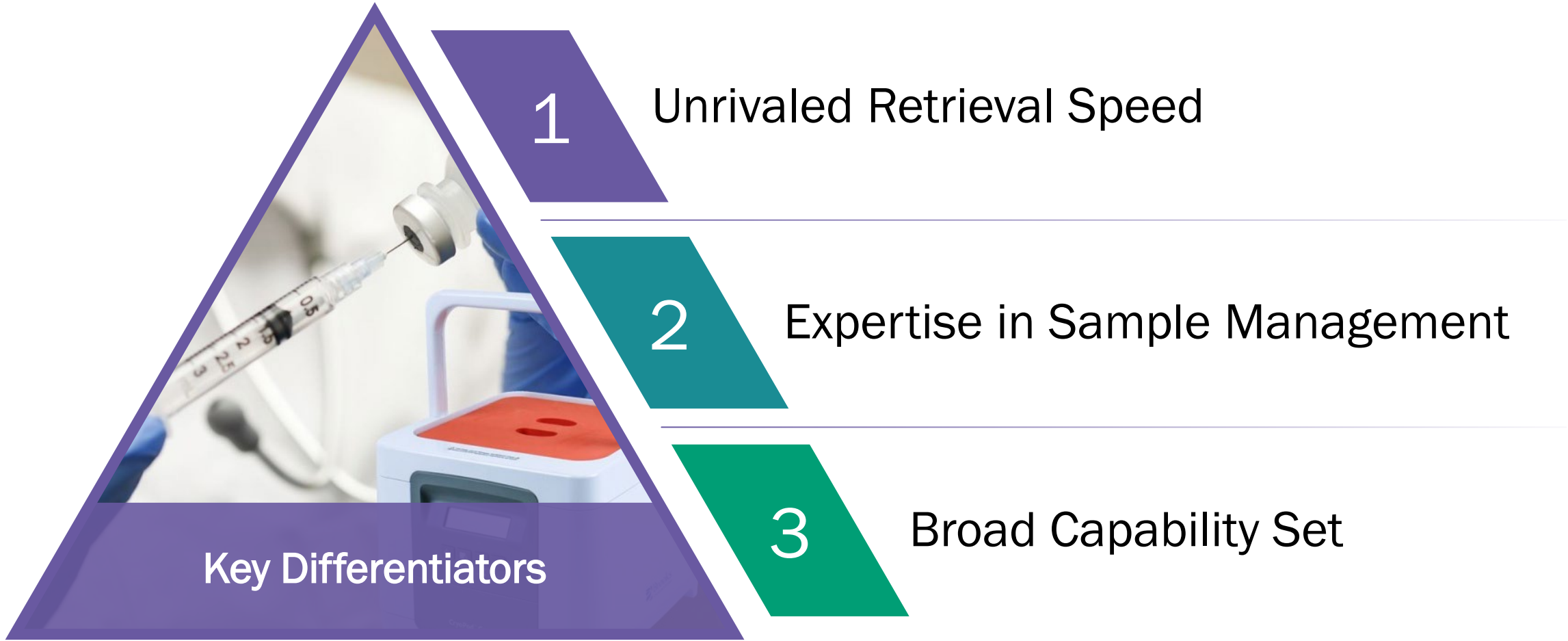
Sample & repository solutions

- The business today – sample exploration
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- Focused on key growth drivers

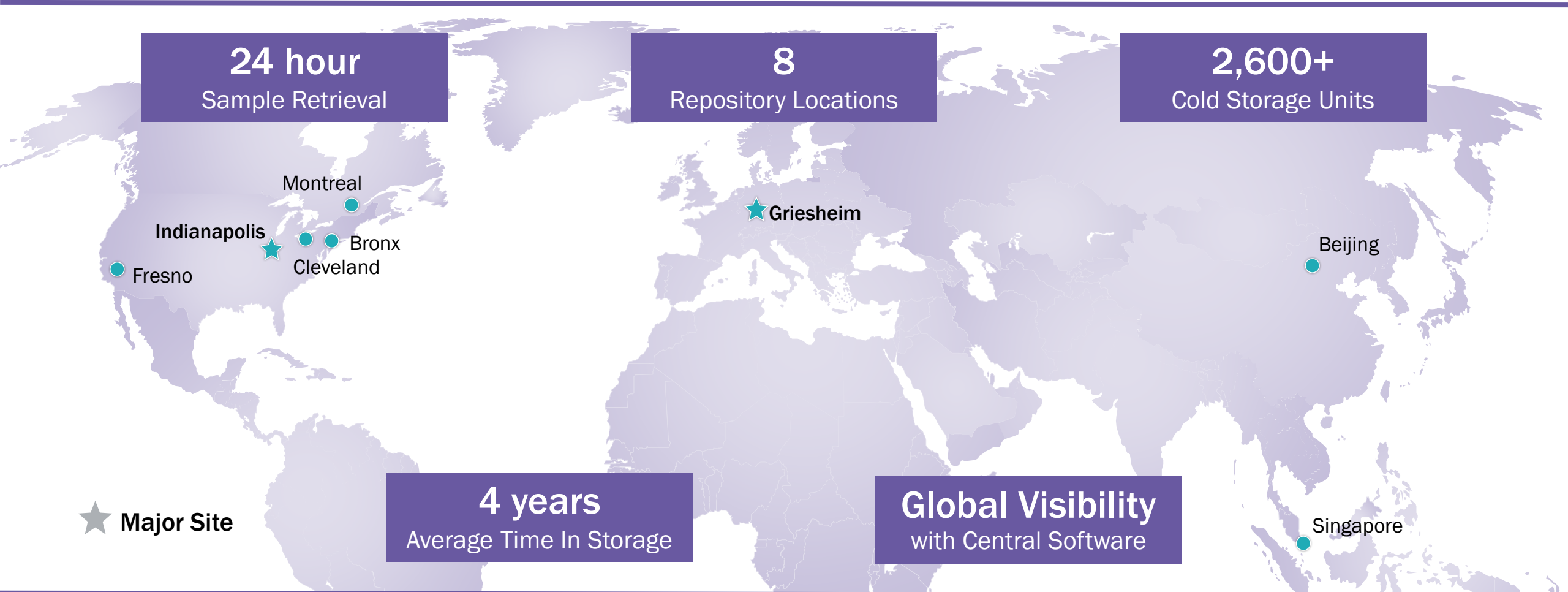
Genomic services and solutions

Strong business outlook

Our Key Differentiators



Strategic Footprint Enables Unrivaled Retrieval Speed



Our Unique Model: Regional Support, Centralized Scalability

Expertise in Sample Management Utilization and Consolidation – Case Study

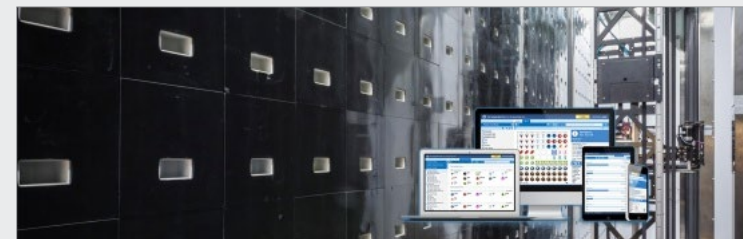
The Challenge: Pharma Customer Needs to Rapidly Catalog and Reduce Onsite Samples

- Rationalization of research and clinical samples
- Onsite inventory and consolidation
- 24-hour retrieval and shipment of samples
- Provide global visibility of their samples
- Reduce carbon footprint



Our Solution: Storage, Transport, and Customer Site Support

- Consolidated facilities from 6 to **1 site**
- Reduced # of freezers at site by **90%**
- Created centralized inventory management system **New**
- Reduction in CO₂ emissions **>9,000 MT**



Broad Capability Set – Continuously Expanding

Expanded Offerings Include:

Sample Sourcing



Customer Site



Drug Product



Powerhouse Portfolio, Long Runway Ahead.

The business today – solid platform

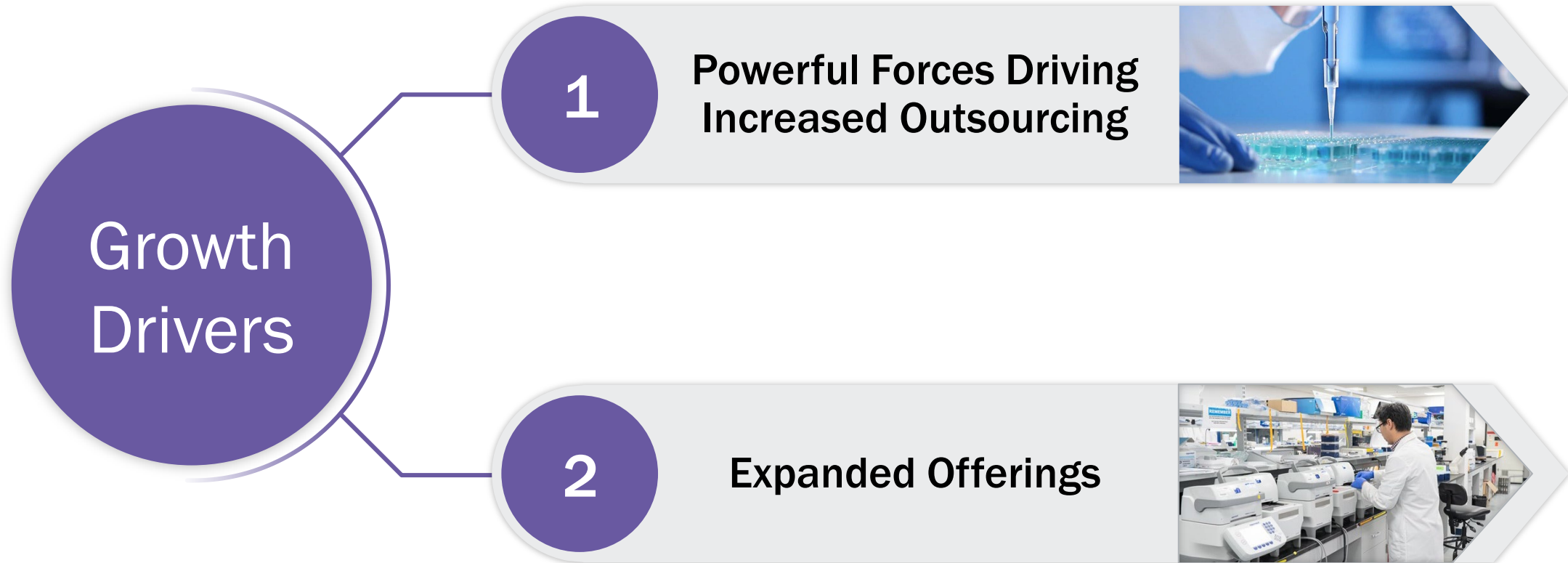
Sample & repository solutions

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Genomic services and solutions

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Focused on Key Growth Drivers



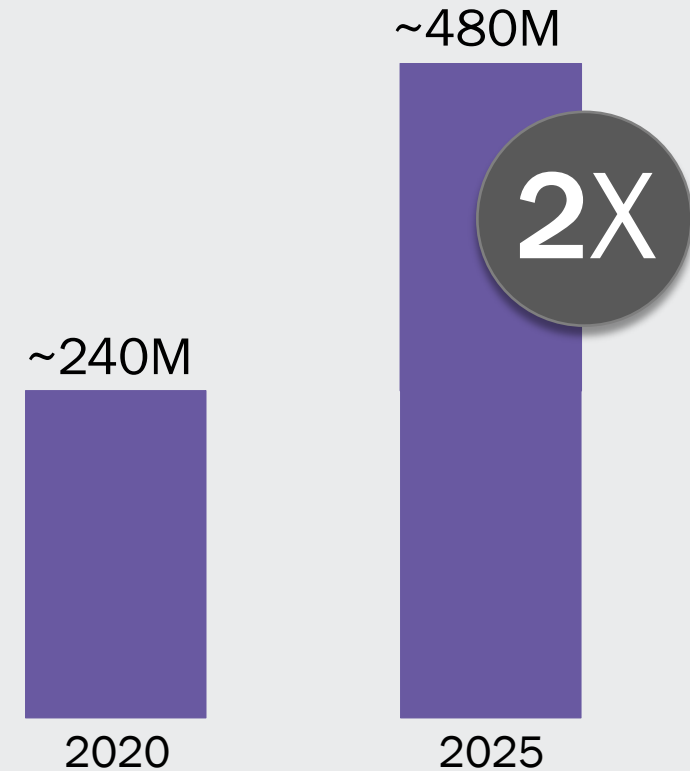
Powerful Forces Driving Increased Outsourcing

Outsourcing Market Drivers

- ✓ Increased need for high quality sample management services
- ✓ Focus on cost savings
- ✓ Need to bring medicines to market faster



Market Growth of Samples in Outsourced Facilities



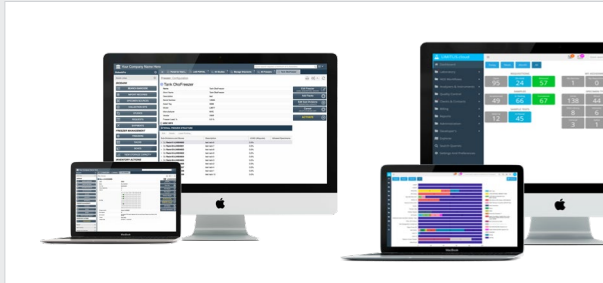
Investment and Expanded Offerings Will Propel Current and Future Growth

Automation: Repository Transformation



- One touch registration
- Integrate autostores and B3Cs
- Robots to cut down on walking time

Informatics: Lifecycle Management Software



- Use to manage samples internally
- Commercially available
- Connection between our internal instance and a customer's commercially purchased instance will increase convenience

Synergies: Across Azenta Divisions



- Unique solutions: Repository (store at client/ hybrid/store at Azenta)
- Increase active trial activity = opportunities for genomic services
- Lab services, storage, consumables

Strong Annuity Business with Significant Market Potential

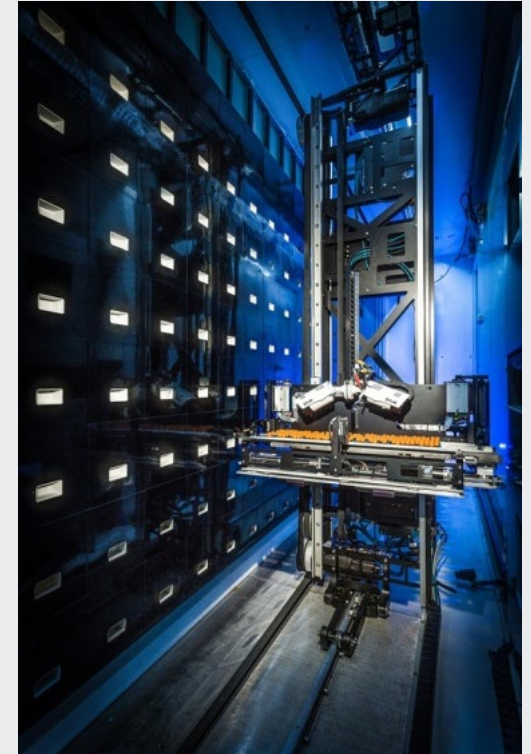


Unmatched Customer Value

- High quality storage, unparalleled sample retrieval, all with global sample traceability
- Value added services in transport, sample sourcing, and informatics expands our market reach

Investment

- Transformational repository investments will help deliver profitable growth



Powerhouse Portfolio, Long Runway Ahead.

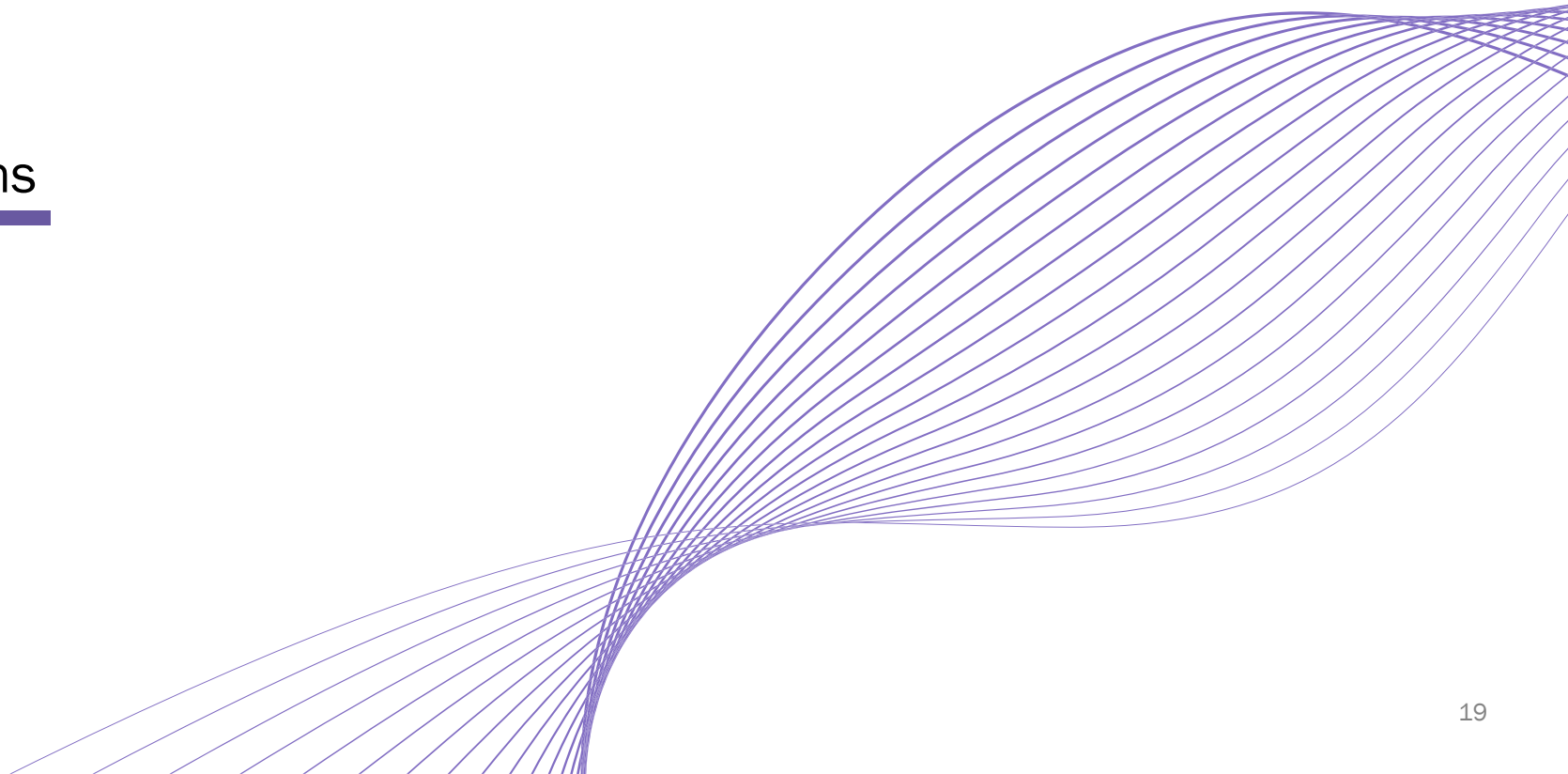


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Genomic Services Portfolio

Sanger Sequencing Solutions



- Sequencing gold standard

16M
reactions processed²

Next Generation Sequencing Solutions



- Highest throughput addressing complex studies

4,700 TB
sequenced²

Synthesis & Other¹



- A manufactured gene of any sequence

200M
Nucleotides synthesized²

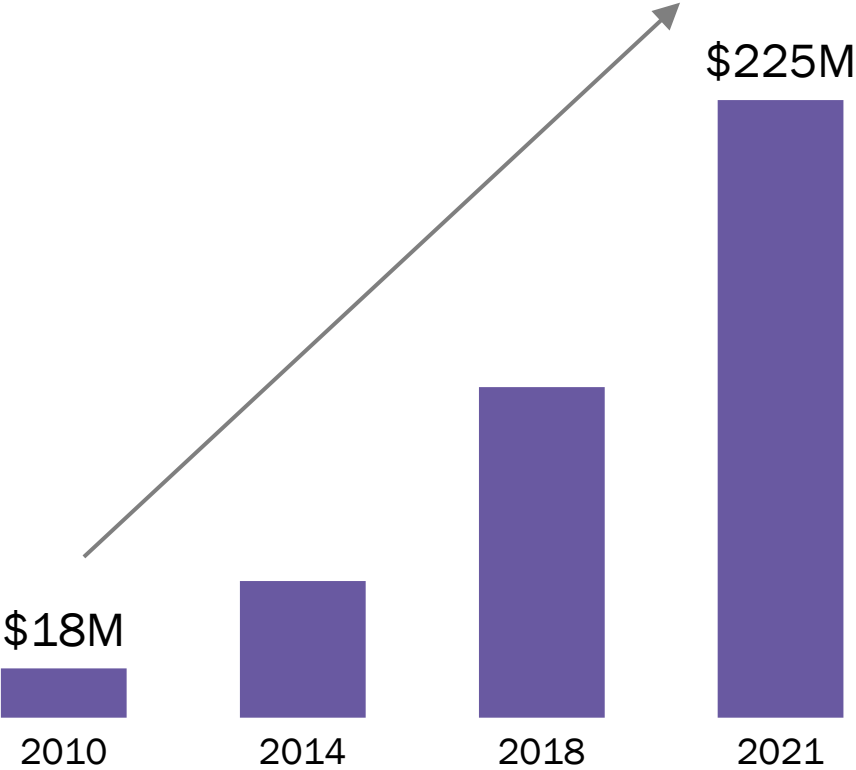
72% of Services Revenue

¹ Includes pre-clinical and clinical services, plasmid prep, and molecular genetics

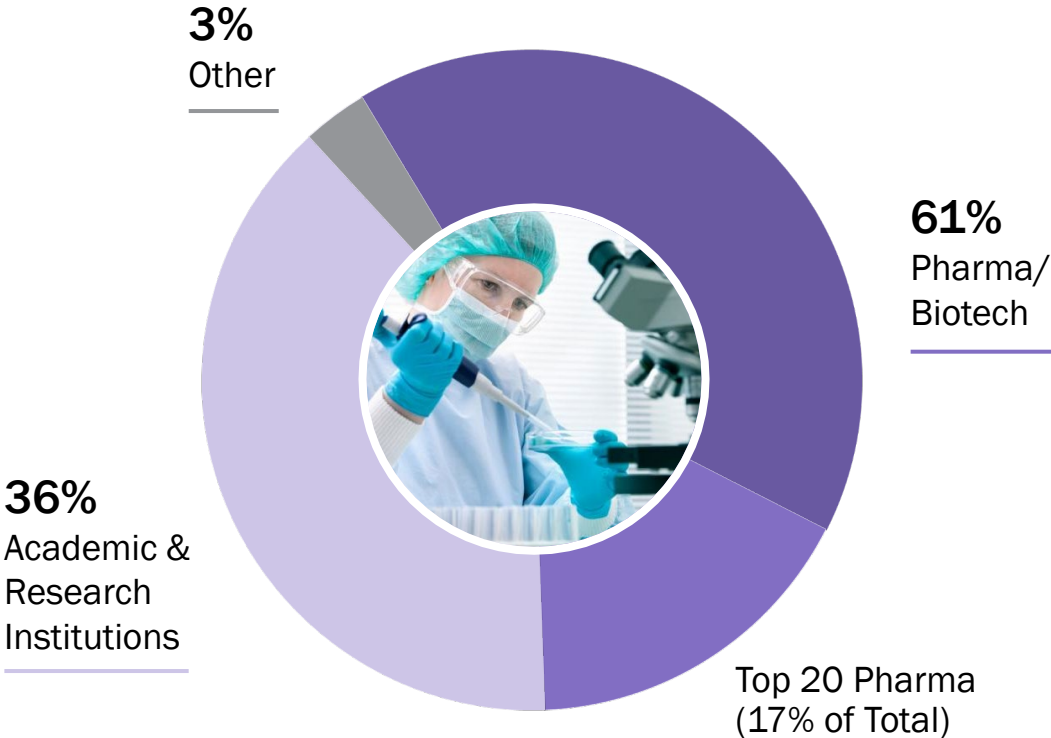
² Based on FY21 internal data

Proven Track Record of Strong Growth with Broad and Balanced Customer Base

**Revenue Growth
(FY2010-2021)**



**Revenue Breakdown
(FY21)**



>4,000 institutions

Powerhouse Portfolio, Long Runway Ahead.

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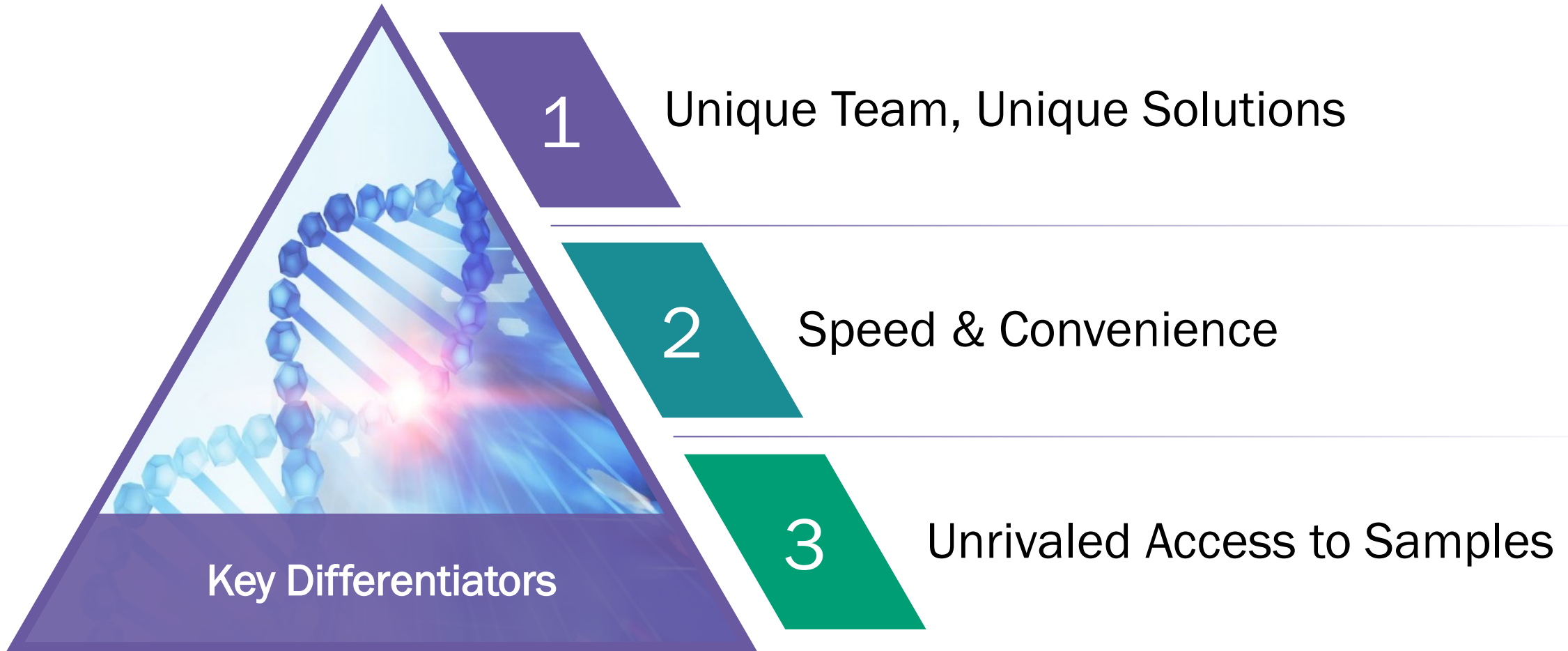
Sample & repository solutions

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A Differentiated Position in the Marketplace



Delivering Unique Solutions Rooted in 20+ Years of Genomics Expertise

Case Study: Cell & Gene Therapy Proprietary Solution

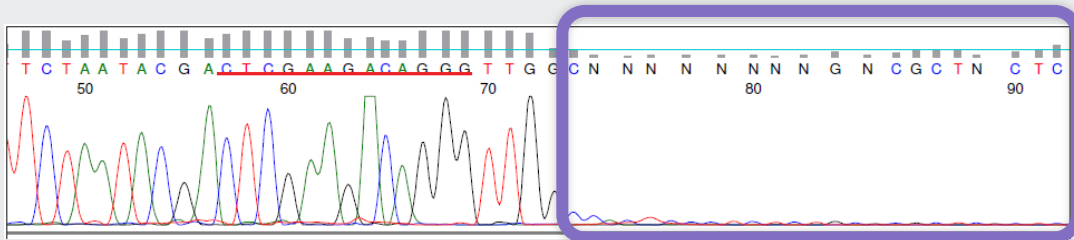
Standard Industry Approach

Market Need

- Adeno-associated virus (AAV) sequence accuracy to ensure reproducibility in viral vector production and safety

Challenge

- Sequencing through the most difficult regions



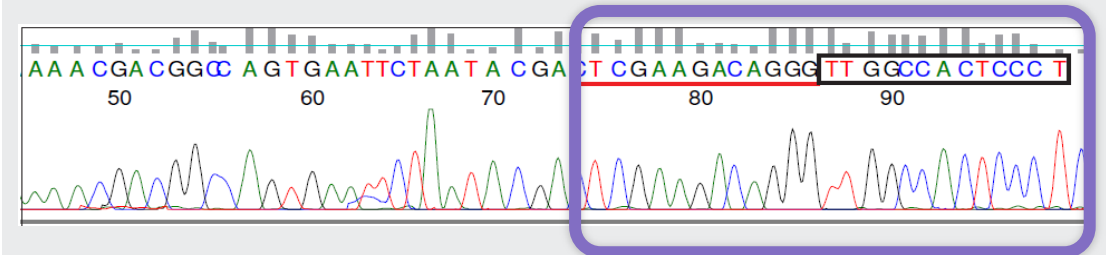
Azenta Proprietary Solution

Solution

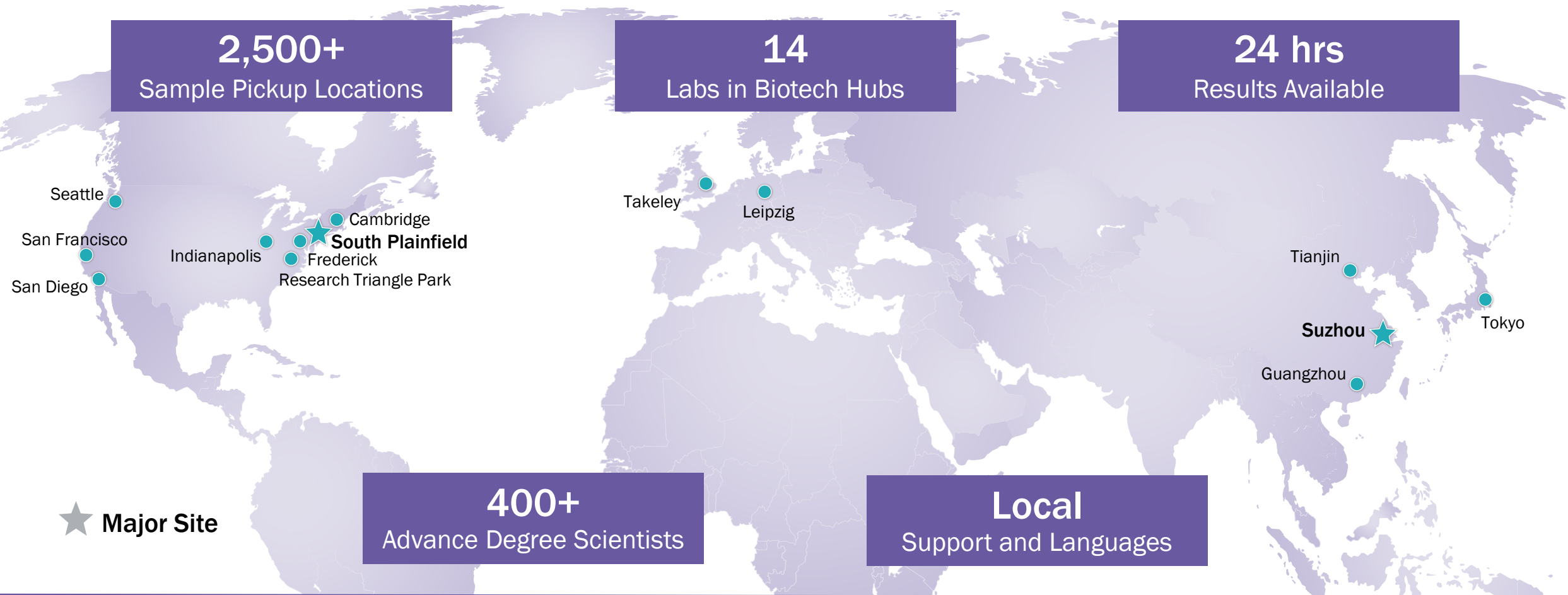
- Developed a novel chemistry that overcomes limitations of the standard approach

Result

- Our technology provides visibility to previously unreadable regions



Speed & Convenience: Strategic Global Footprint



Access to Samples Enables Unique Position in Genomics Market

Expertise & focus of a Genomics Powerhouse



- ✓ Scaled sample processing
- ✓ Comprehensive portfolio
- ✓ Unique solutions
- ✓ Actionable data



Strength of a Sample Management Powerhouse



- ✓ Global reach - 150+ collection partners
- ✓ 60M+ stored samples
- ✓ Unrivaled sample retrieval time
- ✓ Sample chain-of-custody

Powerhouse Portfolio, Long Runway Ahead.



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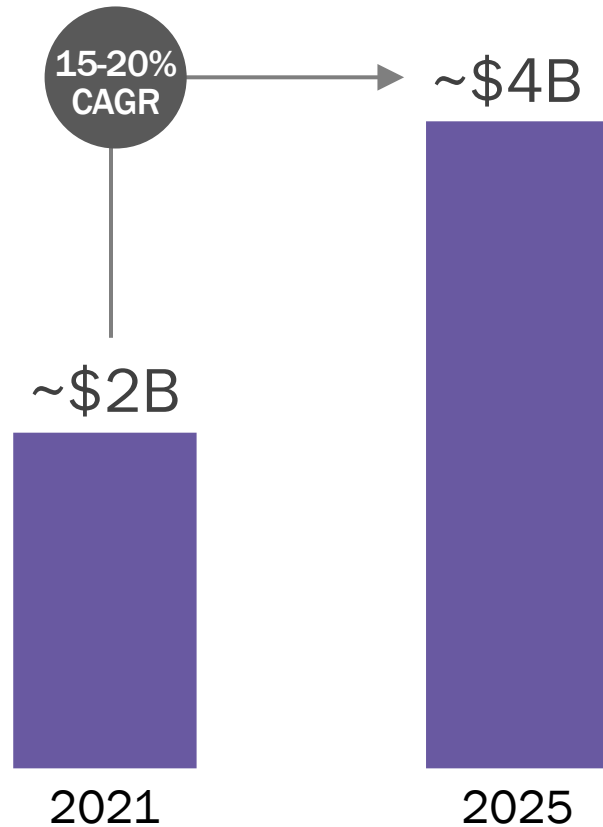
Key Growth Drivers to Drive Continuous Exponential Growth



Well-Positioned in the Large, High Growth Genomics Market



Market Growth

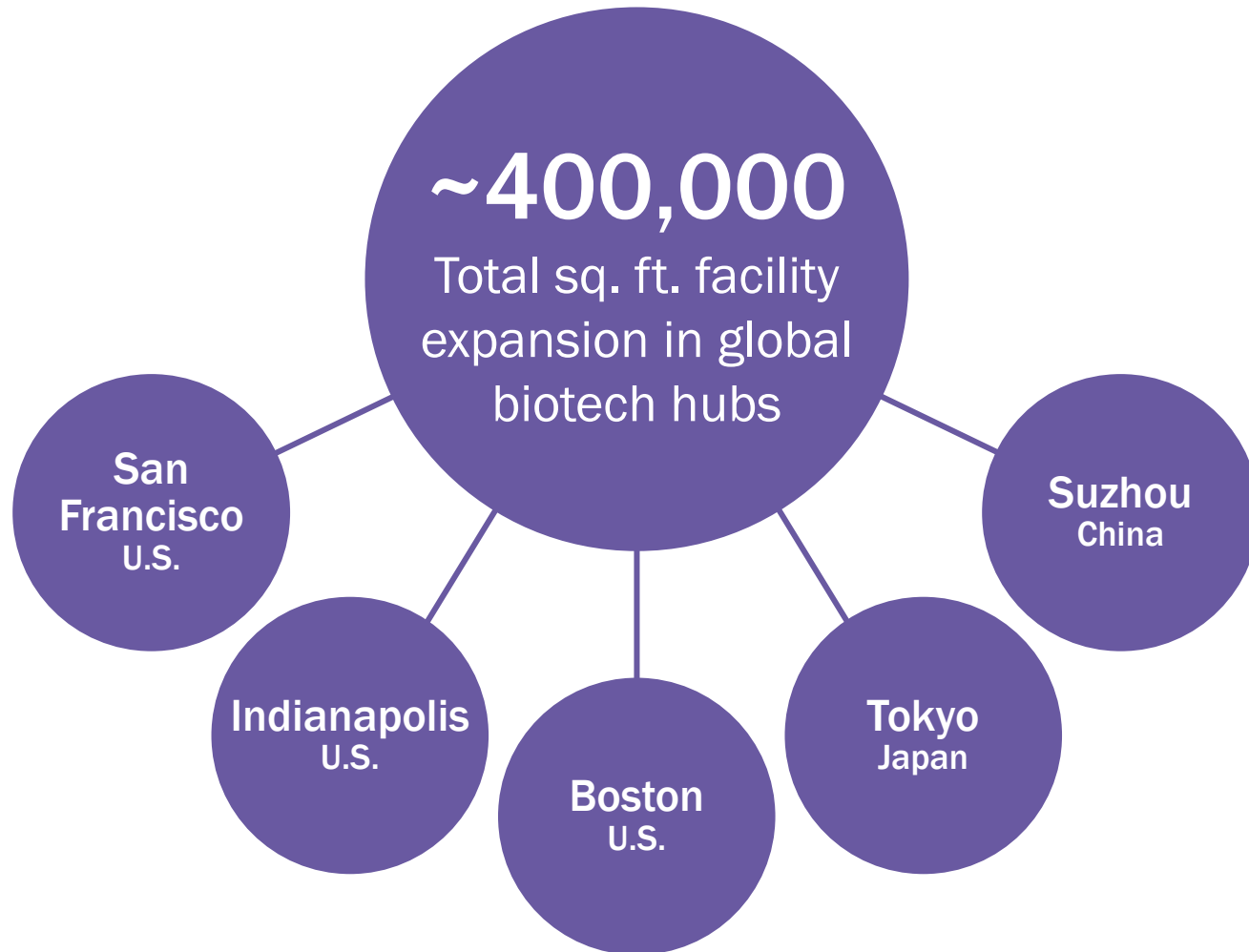


Key Drivers

- Wider adoption of genomics applications
- Increased research budget towards genomics
- Outsourcing trend is continuing



Geographic Expansion to Capture Market Share



Suzhou: New building, March 2022 move-in

Expanding Customer Base Leveraging Azenta Ecosystem



The Case Study

Client Challenge

The Client

- Top 10 pharma storage customer

The Need

- Integrated genomics solution with advanced analytical support

The Solution

- Single cell approach with comprehensive bioinformatics analysis



Leveraging Azenta Ecosystem

The Results

- Cumulative revenue **>\$3M**
- Client convenience **Increased**
- Client relationship **Strengthened**



Genomics Continues the Rapid Growth Trend

Long Track Record

- 20 years of deep domain knowledge and track record for rapid growth

Value Proposition

- Unique value proposition in a large, fast-growing market

Stronger

- Stronger in the genomics market with Azenta capabilities and customer base



Powerhouse Portfolio, Long Runway Ahead.

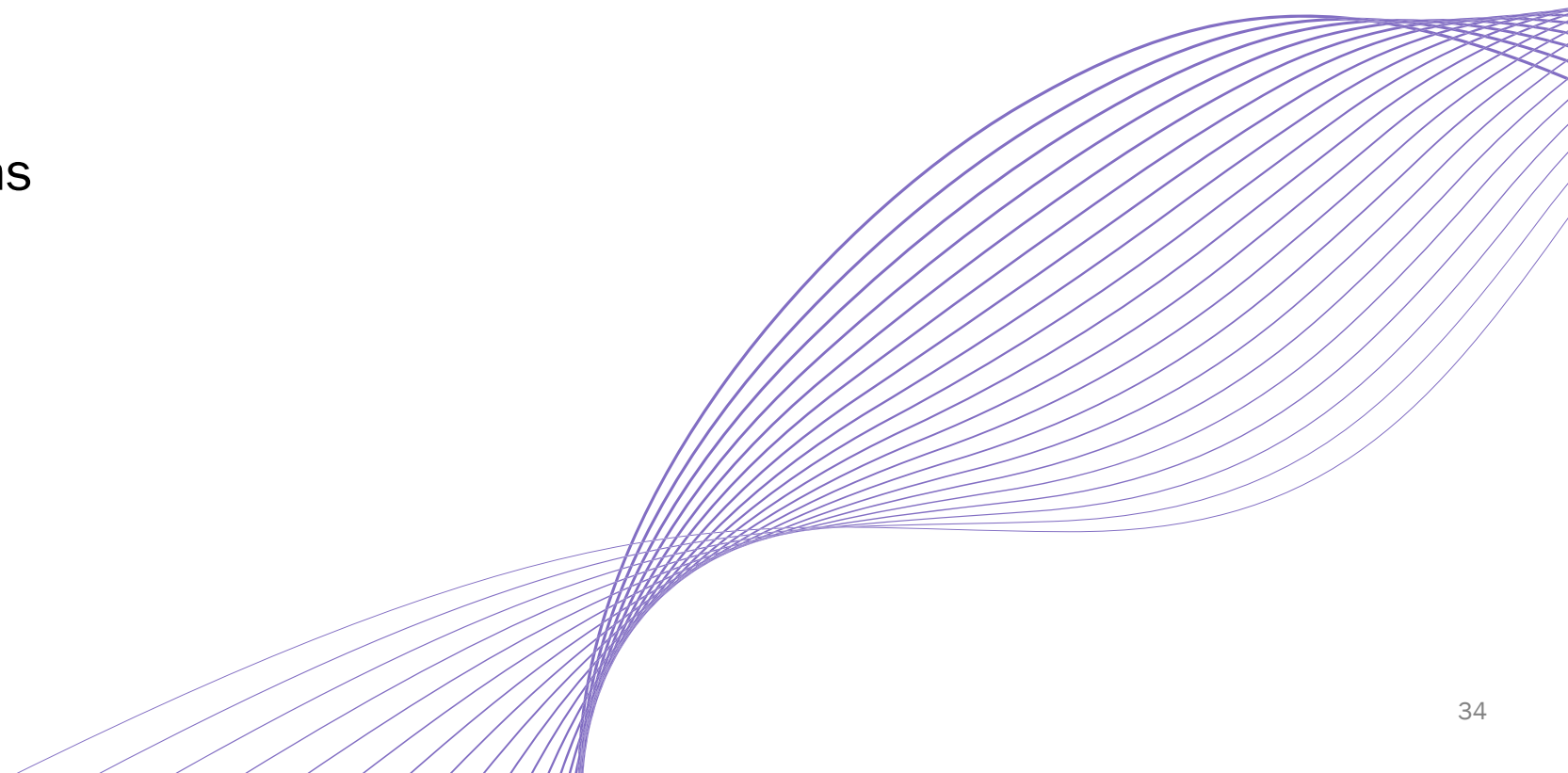


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Strong Growth Ahead – 2024 Target Model

Drivers

Strong Market Growth	<ul style="list-style-type: none"> Driven by genomics applications and increased outsourcing
Extended Services Capabilities	<ul style="list-style-type: none"> To support cell and gene therapy, biologics, and personalized medicine
Integrated Solutions Cross Azenta	<ul style="list-style-type: none"> Value added solutions and cross sell opportunities
Operating Margin Expansion	<ul style="list-style-type: none"> Infrastructure in place to leverage and add growth with profit

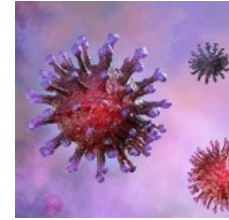
Life Science Services Target Model

Life Sciences	FY21	FY24	Growth/Change
Revenue	\$314M	\$520-570M	18-22% CAGR
Gross Margin*	52%	52-54%	Flat to +2pts
EBITDA Margin*	16%	28-30%	+12 to 14pts

A Powerhouse Services Portfolio. Long Runway Ahead.



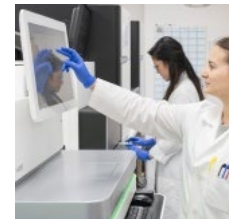
Market potential is vast and growing



We have a strong track record with a differentiated business model



Engine for growth is stronger with our comprehensive service portfolio



Q&A

