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# Conference Call Azenta Life Sciences First Quarter FY22 Financial Results

February 8, 2022

# Safe Harbor Statement



“Safe Harbor” Statement under the U.S. Private Securities Litigation Reform Act of 1995; certain matters in this presentation, including forecasts of future demand and future Company performance, are forward-looking statements that are subject to risks and uncertainties that could cause actual results to materially differ, either better or worse, from those projected. Further discussions of risk factors are available in the Company’s most recent SEC filings including form 10-K for the fiscal year ended September 30, 2021. The Company assumes no obligation to update the information in this presentation.

## Regulation G

This presentation contains certain non-GAAP measures which are provided to assist in an understanding of the Azenta business and its operational performance. These measures should always be considered in conjunction with the appropriate GAAP measure. Reconciliations of all non-GAAP amounts to the relevant GAAP amount are provided in either an attachment to our first quarter financial results press release issued on February 8, 2022 or as an attachment to call slides used to accompany prepared comments made during our financial results conference call of the same date. Both documents are available on our website at [www.azenta.com](http://www.azenta.com).

# Azenta Q1 2022 Overview

Continuing Operations – Quarter Ended Dec 31, 2021



## ✓ Strong start to FY22 with Q1 revenue growth of 18% YtY

- 24% YtY growth in Life Sciences Services and 10% YtY growth in Life Science Products
- Non-GAAP EPS \$0.12, up 1% sequentially and -5% YTY; Adjusted EBITDA of 14.2%
  - Carrying ~200 bps of overlapping pre-separation G&A
- GAAP EPS of \$0.04, up \$0.34 sequentially, on continuing operations

## ✓ Azenta, Inc – a dedicated Life Sciences company

- Nov 16<sup>th</sup> Investor Day provided new 2024 model with revenue growth of 16-20% CAGR
- Dec 1<sup>st</sup> Company name and ticker officially changed to: Azenta, Inc. (Nasdaq: AZTA)
- Feb 1<sup>st</sup> Completed closure of the sale of semiconductor business for \$3 billion



# Azenta Life Sciences Operating Performance

Continuing Operations – Quarter Ended Dec 31, 2021



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\$ millions, except EPS	GAAP		non-GAAP		
	Q1'22	QtQ	Q1'22	QtQ	YtY
<b>Revenue</b>	<b>140</b>	<b>2%</b>	<b>140</b>	<b>2%</b>	<b>18%</b>
Gross profit	67	1%	69	1%	16%
%	48.0%	(0.3) pts.	49.3%	(0.4) pts.	(1.0) pts.
R&D	6	(2%)	6	(2%)	27%
SG&A	61	(25%)	50	0%	17%
Operating Income	(0)	\$21	12	9%	7%
%	(0.2%)	15.3 pts.	8.8%	0.6 pts.	(0.9) pts.
Interest Income (Expense)	(0.4)	\$0	(0.4)	\$0	\$0
Other Income (Expense)	(1.1)	\$15	(1.1)	(\$1)	(\$2)
Tax Benefit (Provision)	4.7	(\$11)	(1.8)	\$0	\$1
Net Income - continuing ops	3	\$25	8.9	2%	-4%
%	2.0%	18.4 pts.	6.4%	0.0 pts.	(1.5) pts.
<b>Continuing Ops - Diluted EPS</b>	<b>\$ 0.04</b>	<b>\$ 0.34</b>	<b>\$ 0.12</b>	<b>1%</b>	<b>-5%</b>
Total Azenta - Diluted EPS	\$ 0.58	\$ 0.29			
<b>Adjusted EBITDA</b>			<b>20</b>	<b>(7%)</b>	<b>(11%)</b>
%			14.2%	(1.3) pts.	(4.7) pts.

- Strong growth of 18% YtY with 16% organic growth and 2 percentage points from acquisitions
- Q1 Non-GAAP EPS and Adjusted EBITDA margin carries ~200 bps of pre-separation G&A

# Life Science Products Performance

Continuing Operations – Quarter Ended Dec 31, 2021



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<b>\$ millions</b>	<u>Q1'22</u>	<u>QtQ</u>	<u>YtY</u>
Revenue	50	(6%)	10%
Gross profit	23	(10%)	10%
%	45.9%	(2.0) pts.	0.2 pts.
Operating expenses	19	(2%)	11%
Operating income	4	(34%)	5%
%	8.8%	(3.6) pts.	(0.4) pts.
Adjusted EBITDA	6	(29%)	(4%)
%	12.8%	(4.2) pts.	(1.8) pts.

- **10% YtY growth; 14% with estimated COVID revenue removed from both years**
  - **Store Systems up 42% YtY as Cryo systems gain traction in cell and gene therapy applications**
- **Gross margin improved 20 bps YtY with continued structural momentum**
  - **200 bps softer QtQ due to Store Systems carrying a higher customer margin mix in Q4, partially offset by stronger C&I margins in Q1**

# Life Science Services Performance

Continuing Operations – Quarter Ended Dec 31, 2021



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<b>\$ millions</b>	<u>Q1'22</u>	<u>QtQ</u>	<u>YtY</u>
Revenue	90	7%	24%
Gross profit	46	8%	19%
%	51.2%	0.4 pts.	(1.9) pts.
Operating expenses	38	0%	20%
Operating income	8	82%	14%
%	8.8%	3.6 pts.	(0.8) pts.
Adjusted EBITDA	14	17%	(1%)
%	15.5%	1.3 pts.	(3.8) pts.

- Strong sequential and YtY growth led by both SRS +26% YtY and Genomics +23% YtY
- Gross Margin was 51.2%, up 40 bps sequentially on stronger genomics margins, but lower 190 bps YtY due to higher utilization in the prior period

# Summary Consolidated Cash Flow

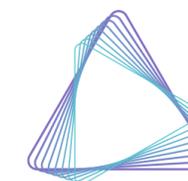


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<b>\$ millions</b>	<u>Q1'22</u>
Cash, restricted cash and marketable securities - Beginning	244
Net income	43
Deferred income tax benefit (provision)	(3)
Depreciation & amortization	13
Stock compensation	8
Change in working capital	(45)
Other operating items	0
<b>Operating cash flow</b>	<u>16</u>
Capital expenditures	(18)
<b>Free Cash Flow</b>	<u>(3)</u>
Dividends	(7)
Other	(2)
<b>Net change in cash and marketable securities</b>	<u>(12)</u>
<b>Cash, restricted cash and marketable securities - Ending</b>	<b>232</b>

- Working capital expansion reflects payout of annual variable compensation and investments for continuing and discontinued operations
- Q1 capex of \$18M includes approximately \$10M related to the new China Genomics building

# Summary Consolidated Balance Sheet



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**\$ millions**

	<u>Sep 30 2021</u>	<u>Dec 31 2021</u>	<u>QtQ</u>
Cash, restricted cash, and marketable securities	244	232	(12)
Accounts receivable, net	120	126	6
Inventories	60	70	10
Other current assets	51	57	6
Current assets held for sale	<u>311</u>	<u>325</u>	<u>13</u>
<b>Current Assets</b>	<b>787</b>	<b>810</b>	<b>23</b>
Accounts payable	(42)	(47)	(5)
Deferred revenue	(26)	(28)	(3)
Other current liabilities	(148)	(146)	2
Current liabilities held for sale	<u>(129)</u>	<u>(121)</u>	<u>8</u>
<b>Current Liabilities</b>	<b>(345)</b>	<b>(342)</b>	<b>3</b>
<b>Net Current Assets</b>	<b>442</b>	<b>468</b>	<b>26</b>
Property, plant and equipment	131	147	17
Goodwill and intangible assets	656	647	(9)
Long-term debt	(50)	(50)	0
Net long-term deferred tax assets (liabilities)	(3)	1	4
Other net long-term assets (liabilities)	(2)	(0)	1
Non-current assets held for sale, net	<u>151</u>	<u>154</u>	<u>3</u>
<b>Net assets</b>	<b>1,325</b>	<b>1,367</b>	<b>42</b>

## As of December 31, 2021

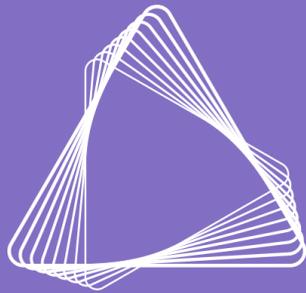
- **\$232M of cash, restricted cash, marketable securities; \$182M net cash position as of Dec 31**
- **Semiconductor assets and liabilities reflected in “held for sale” lines**

**Next quarter balance sheet will reflect the February 1, 2022 closure of the semiconductor sale, reducing assets and adding cash proceeds**

# Q2'22 Guidance



\$ millions, except EPS	<u>Q1'22</u>	<u>Guidance Q2'22</u>
Revenue	\$140	\$137 - \$147
Adjusted EBITDA	\$20	\$18 - \$24
Non-GAAP diluted EPS	\$0.12	\$0.07 - \$0.15
GAAP diluted EPS - Cont Ops	\$0.04	(\$0.04) - \$0.04



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# Non-GAAP Reconciliation Appendix

# GAAP to Non-GAAP Reconciliation

## Continuing Operations – Total Azena



(\$ in millions, except EPS)

	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
<b>Revenue</b>	<b>91.7</b>	<b>95.3</b>	<b>93.3</b>	<b>108.2</b>	<b>118.1</b>	<b>129.5</b>	<b>129.1</b>	<b>136.9</b>	<b>139.7</b>
<b>GAAP gross profit</b>	<b>38.7</b>	<b>41.7</b>	<b>39.3</b>	<b>52.5</b>	<b>57.3</b>	<b>57.9</b>	<b>62.4</b>	<b>66.1</b>	<b>67.0</b>
<i>Gross profit margin</i>	42.2%	43.7%	42.1%	48.5%	48.5%	44.7%	48.4%	48.3%	48.0%
Amortization expense	1.9	2.0	2.1	2.1	2.0	2.0	2.2	1.9	1.8
Tariff adjustment	-	-	-	-	-	5.5	-	-	-
Other special charges	-	-	-	-	-	-	(0.1)	-	-
<b>Non-GAAP gross profit</b>	<b>40.6</b>	<b>43.7</b>	<b>41.6</b>	<b>54.6</b>	<b>59.3</b>	<b>65.4</b>	<b>64.5</b>	<b>68.0</b>	<b>68.8</b>
<i>Non-GAAP gross profit margin</i>	44.3%	45.8%	44.6%	50.5%	50.2%	50.5%	50.0%	49.7%	49.3%
<b>GAAP Research and development</b>	<b>(4.3)</b>	<b>(4.5)</b>	<b>(4.4)</b>	<b>(4.6)</b>	<b>(5.1)</b>	<b>(5.2)</b>	<b>(5.5)</b>	<b>(6.6)</b>	<b>(6.5)</b>
<b>GAAP Selling, general and administrative</b>	<b>(46.0)</b>	<b>(48.0)</b>	<b>(47.1)</b>	<b>(49.2)</b>	<b>(51.9)</b>	<b>(61.9)</b>	<b>(57.8)</b>	<b>(80.5)</b>	<b>(60.7)</b>
Merger and acquisition costs	0.2	0.3	0.0	0.0	2.2	7.5	2.5	8.4	3.7
Amortization expense	7.0	6.7	6.7	6.8	6.9	7.4	7.4	7.6	6.3
Other special charges	-	-	-	-	-	-	-	14.2	0.6
<b>Non-GAAP Selling, general and administrative</b>	<b>(38.8)</b>	<b>(41.0)</b>	<b>(40.3)</b>	<b>(42.4)</b>	<b>(42.8)</b>	<b>(47.0)</b>	<b>(47.9)</b>	<b>(50.2)</b>	<b>(50.1)</b>
<b>Restructuring charges</b>	<b>(0.4)</b>	<b>(0.3)</b>	<b>0.2</b>	<b>(0.1)</b>	<b>0.0</b>	<b>(0.1)</b>	<b>0.0</b>	<b>(0.3)</b>	<b>(0.2)</b>
<b>GAAP operating profit (loss)</b>	<b>(12.0)</b>	<b>(11.1)</b>	<b>(12.1)</b>	<b>(1.4)</b>	<b>0.4</b>	<b>(9.3)</b>	<b>(0.9)</b>	<b>(21.2)</b>	<b>(0.3)</b>
<i>Operating profit margin</i>	(13.1%)	(11.7%)	(12.9%)	(1.3%)	0.3%	(7.2%)	(0.7%)	(15.5%)	(0.2%)
<b>Non-GAAP operating profit</b>	<b>(2.4)</b>	<b>(1.8)</b>	<b>(3.1)</b>	<b>7.6</b>	<b>11.4</b>	<b>13.2</b>	<b>11.1</b>	<b>11.2</b>	<b>12.2</b>
<i>Non-GAAP operating profit margin</i>	(2.6%)	(1.9%)	(3.3%)	7.0%	9.7%	10.2%	8.6%	8.2%	8.8%
<b>GAAP net income (loss)</b>	<b>(4.9)</b>	<b>(9.7)</b>	<b>(11.2)</b>	<b>(0.6)</b>	<b>2.7</b>	<b>(7.3)</b>	<b>(1.8)</b>	<b>(22.4)</b>	<b>2.9</b>
Merger and acquisition costs	0.2	0.3	0.0	0.0	2.2	7.5	2.5	8.4	3.7
Amortization expense	9.0	8.8	8.8	8.8	8.9	9.4	9.6	9.5	8.0
Restructuring charges	0.4	0.3	(0.2)	0.1	(0.0)	0.1	(0.0)	0.3	0.2
Other special charges	-	-	-	-	-	-	(0.1)	14.2	0.6
Tax related adjustments	(4.1)	0.3	2.4	0.1	(2.0)	0.0	0.1	(10.2)	(6.5)
Tax effect of adjustments	(2.1)	(2.1)	(2.0)	(1.9)	(2.4)	(4.9)	(2.6)	8.9	-
<b>Non-GAAP net income</b>	<b>(1.4)</b>	<b>(2.1)</b>	<b>(2.2)</b>	<b>6.6</b>	<b>9.3</b>	<b>10.2</b>	<b>7.7</b>	<b>8.8</b>	<b>8.9</b>
<i>Diluted earnings per share</i>	(0.07)	(0.13)	(0.15)	(0.01)	0.04	(0.10)	(0.02)	(0.30)	0.04
<i>Non-GAAP diluted earnings per share</i>	(0.02)	(0.03)	(0.03)	0.09	0.13	0.14	0.10	0.12	0.12
Diluted shares outstanding	74	74	74	74	74	74	74	75	75

# GAAP to Non-GAAP Reconciliation

## Continuing Operations – Segments



\$ millions

	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
<b><u>Life Sciences Products</u></b>									
Revenue	30	31	30	39	46	52	49	53	50
GAAP gross profit	12	13	13	17	21	24	23	25	23
<i>Gross profit margin</i>	42%	43%	44%	43%	45%	46%	47%	48%	45%
Amortization expense	0	0	0	0	0	0	0	0	0
Non-GAAP gross profit	13	14	14	17	21	24	23	25	23
<i>Non-GAAP gross profit margin</i>	43%	44%	45%	44%	46%	46%	47%	48%	46%
GAAP Research and development	(2)	(2)	(2)	(2)	(2)	(2)	(3)	(3)	(3)
GAAP Selling, general and administrative	(13)	(12)	(12)	(13)	(14)	(15)	(15)	(15)	(15)
GAAP operating profit	(3)	(1)	(1)	1	4	7	5	6	4
<i>Operating profit margin</i>	(9.8%)	(4.4%)	(3.0%)	2.6%	8.6%	13.3%	9.5%	12.2%	8.4%
Non-GAAP operating profit	(3)	(1)	(1)	1	4	7	5	7	4
<i>Non-GAAP operating profit margin</i>	(8.9%)	(3.5%)	(2.1%)	3.4%	9.2%	13.8%	10.4%	12.4%	8.8%
<b><u>Life Sciences Services</u></b>									
Revenue	62	64	63	70	73	77	80	84	90
GAAP gross profit	26	28	26	36	37	34	40	41	44
<i>Gross profit margin</i>	42%	44%	41%	51%	51%	44%	49%	49%	49%
Amortization expense	2	2	2	2	2	2	2	2	2
Tariff adjustment	-	-	-	-	-	5	-	-	-
Other special charges	-	-	0	-	-	-	(0)	-	-
Non-GAAP gross profit	28	30	28	38	39	41	41	43	46
<i>Non-GAAP gross profit margin</i>	45%	47%	45%	54%	53%	53%	51%	51%	51%
GAAP Research and development	(2)	(2)	(2)	(2)	(3)	(3)	(3)	(3)	(3)
GAAP Selling, general and administrative	(27)	(29)	(28)	(29)	(29)	(33)	(33)	(35)	(35)
GAAP operating profit	(2)	(3)	(4)	5	5	(2)	4	3	6
<i>Operating profit margin</i>	(3.7%)	(3.9%)	(7.1%)	7.1%	7.2%	(2.1%)	5.1%	3.1%	7.0%
Non-GAAP operating profit	(1)	(1)	(2)	7	7	6	6	4	8
<i>Non-GAAP operating profit margin</i>	(1.1%)	(1.2%)	(3.8%)	9.6%	9.5%	7.3%	7.2%	5.2%	8.8%

# Net Income Reconciliation to Adjusted EBITDA

## Continuing Operations – Total Azena



\$ millions

	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
Net income	13.1	9.1	13.7	29.0	26.0	23.7	39.2	21.8	43.3
Income from discontinued operations, net of tax	(17.9)	(18.8)	(24.9)	(29.6)	(23.3)	(31.1)	(41.0)	(44.2)	(40.5)
<b>Net income (loss) from continuing operations</b>	<b>(4.9)</b>	<b>(9.7)</b>	<b>(11.2)</b>	<b>(0.6)</b>	<b>2.7</b>	<b>(7.3)</b>	<b>(1.8)</b>	<b>(22.4)</b>	<b>2.9</b>
<u>Adjustments:</u>									
Interest income	(0.7)	(0.1)	(0.0)	0.0	(0.1)	(0.0)	(0.4)	(0.1)	(0.0)
Interest expense	0.7	0.7	0.8	0.7	0.6	0.5	0.5	0.6	0.5
Income tax provision	(7.7)	(3.5)	(1.1)	(1.6)	(1.6)	(2.3)	(0.8)	(15.5)	(4.7)
Depreciation	4.0	4.9	4.6	5.2	4.8	4.7	4.9	5.1	5.2
Amortization of intangible assets	9.0	8.8	8.8	8.8	8.9	9.4	9.6	9.5	8.0
<b>EBITDA-from Continuing Operations</b>	<b>0.5</b>	<b>1.1</b>	<b>1.8</b>	<b>12.5</b>	<b>15.4</b>	<b>4.9</b>	<b>11.9</b>	<b>(22.9)</b>	<b>11.9</b>
<u>Adjustments:</u>									
Restructuring related charges	-	-	0.3	-	-	-	-	-	-
Stock-based compensation	2.5	2.8	2.8	2.7	4.8	5.7	4.3	5.1	3.5
Rebranding and transformation	-	-	-	-	-	-	-	0.8	0.6
Tax indemnification reserve release	-	-	-	-	-	-	-	16.0	-
Impairment of trademark	-	-	-	-	-	-	-	13.4	-
Tariff adjustment	-	-	-	-	-	5.5	(0.1)	-	-
Restructuring charges	0.4	0.3	(0.2)	0.1	(0.0)	0.1	(0.0)	0.3	0.2
Merger and acquisition costs / Other	0.2	0.3	0.0	0.0	2.2	7.5	2.5	8.4	3.7
<b>Adjusted EBITDA - from Continuing Operations</b>	<b>3.7</b>	<b>4.5</b>	<b>4.7</b>	<b>15.4</b>	<b>22.3</b>	<b>23.7</b>	<b>18.7</b>	<b>21.2</b>	<b>19.8</b>
<b>Adjusted EBITDA margin</b>	<b>4.0%</b>	<b>4.7%</b>	<b>5.1%</b>	<b>14.2%</b>	<b>18.9%</b>	<b>18.3%</b>	<b>14.5%</b>	<b>15.5%</b>	<b>14.2%</b>

# Operating Profit Reconciliation to Adjusted EBITDA

## Continuing Operations - Segments



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\$ millions

<u>Life Science Products</u>	<u>Q1 FY20</u>	<u>Q2 FY20</u>	<u>Q3 FY20</u>	<u>Q4 FY20</u>	<u>Q1 FY21</u>	<u>Q2 FY21</u>	<u>Q3 FY21</u>	<u>Q4 FY21</u>	<u>Q1 FY22</u>
Operating Profit (Loss)	(2.9)	(1.4)	(0.9)	1.0	3.9	7.0	4.6	6.5	4.2
<u>Adjustments:</u>									
Depreciation	0.8	0.8	0.8	0.8	0.8	0.9	0.9	0.9	0.7
Amortization of intangible assets	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.1	0.2
<b>EBITDA</b>	<b>(1.8)</b>	<b>(0.3)</b>	<b>0.2</b>	<b>2.1</b>	<b>5.0</b>	<b>8.2</b>	<b>5.9</b>	<b>7.5</b>	<b>5.1</b>
<b>EBITDA margin</b>	<b>(6.0%)</b>	<b>(0.9%)</b>	<b>0.7%</b>	<b>5.5%</b>	<b>11.1%</b>	<b>15.6%</b>	<b>12.2%</b>	<b>14.1%</b>	<b>10.2%</b>
<u>Adjustments:</u>									
Stock-based compensation	1.1	0.7	1.0	1.0	1.6	2.0	1.5	1.5	1.3
<b>Adjusted EBITDA</b>	<b>(0.7)</b>	<b>0.4</b>	<b>1.2</b>	<b>3.1</b>	<b>6.6</b>	<b>10.1</b>	<b>7.4</b>	<b>9.0</b>	<b>6.4</b>
<b>Adjusted EBITDA margin</b>	<b>(2.4%)</b>	<b>1.4%</b>	<b>3.9%</b>	<b>8.0%</b>	<b>14.6%</b>	<b>19.3%</b>	<b>15.3%</b>	<b>17.0%</b>	<b>12.8%</b>
<u>Life Science Services</u>	<u>Q1 FY20</u>	<u>Q2 FY20</u>	<u>Q3 FY20</u>	<u>Q4 FY20</u>	<u>Q1 FY21</u>	<u>Q2 FY21</u>	<u>Q3 FY21</u>	<u>Q4 FY21</u>	<u>Q1 FY22</u>
Operating Profit (Loss)	(2.3)	(2.5)	(4.5)	4.9	5.2	(1.6)	4.1	2.6	6.3
<u>Adjustments:</u>									
Depreciation	3.5	3.7	3.8	4.0	3.8	3.6	3.7	3.9	3.9
Amortization, restructuring related, and other special charges	1.6	1.7	2.1	1.8	1.7	1.7	1.7	1.7	1.6
<b>EBITDA</b>	<b>2.9</b>	<b>3.0</b>	<b>1.3</b>	<b>10.7</b>	<b>10.8</b>	<b>3.7</b>	<b>9.5</b>	<b>8.3</b>	<b>11.8</b>
<b>EBITDA margin</b>	<b>4.6%</b>	<b>4.6%</b>	<b>2.1%</b>	<b>15.4%</b>	<b>14.8%</b>	<b>4.8%</b>	<b>11.8%</b>	<b>9.9%</b>	<b>13.1%</b>
<u>Adjustments:</u>									
Tariff adjustment	-	-	-	-	-	5.5	-	-	-
Stock-based compensation	1.5	2.1	1.8	1.8	3.2	3.8	2.9	3.6	2.1
<b>Adjusted EBITDA</b>	<b>4.3</b>	<b>5.1</b>	<b>3.1</b>	<b>12.5</b>	<b>14.0</b>	<b>13.0</b>	<b>12.4</b>	<b>11.9</b>	<b>13.9</b>
<b>Adjusted EBITDA margin</b>	<b>6.9%</b>	<b>7.9%</b>	<b>5.0%</b>	<b>17.9%</b>	<b>19.3%</b>	<b>16.8%</b>	<b>15.4%</b>	<b>14.2%</b>	<b>15.5%</b>

# Life Science Services Segment

## Revenue by Business Line



\$ millions

	<u>Q1 FY21</u>	<u>Q2 FY21</u>	<u>Q3 FY21</u>	<u>Q4 FY21</u>	<u>FY 2021</u>
Sample Repository Solutions	20.5	22.2	21.8	24.4	88.9
Genomic Services	52.1	55.0	58.7	59.4	225.2
Life Sciences Services	72.6	77.2	80.5	83.8	314.1

	<u>Q1 FY20</u>	<u>Q2 FY20</u>	<u>Q3 FY20</u>	<u>Q4 FY20</u>	<u>FY 2020</u>
Sample Repository Solutions	21.2	22.3	25.3	21.0	89.8
Genomic Services	40.7	42.0	37.6	48.6	168.9
Life Sciences Services	62.0	64.3	62.9	69.6	258.8