The background of the slide features a close-up, shallow depth-of-field photograph of laboratory glassware. In the foreground, the rim and side of a clear glass beaker are visible, slightly out of focus. Behind it, another similar glassware piece is more blurred. The lighting is soft and warm, creating a professional and scientific atmosphere.

Presentation Interim Report Q2 2022

19 July 2022

The Biotage logo consists of a stylized orange and yellow leaf-like shape above the company name.

Biotage[®]

HumanKind Unlimited

Disclaimer

This presentation may contain certain forward-looking statements, which by their nature, involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements. Accordingly, investors and shareholders are urged not to place reliance on these statements.

About Biotage

Vision

Biotage helps to shape the sustainable science of tomorrow and our future society for the benefit of humankind

Mission

We help our customers make the world a healthier, greener, and cleaner place – HumanKind Unlimited

Focus Areas



People First



Growth



Customer Excellence



Digital Transformation



Sustainability

Agenda

- Executive Summary
- Financial Update
 - Customer Focus Areas
 - Sales by Product Area
 - Aftermarket Sales
 - Regional Sales
 - Profitability



Tomas Blomquist
CEO and President



Maja Nilsson
CFO

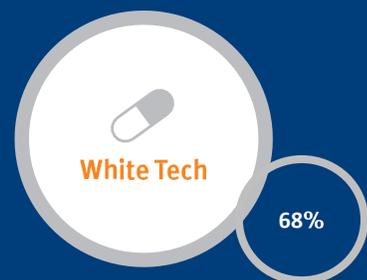
Executive Summary

- 7th consecutive quarter with double-digit organic growth
- 5th consecutive quarter with a sales record
- All Customer Focus Areas, Regions and Product Areas are growing at double-digits
- China contributing with strong growth despite the two months long lockdown due to covid-19
- Highest growth coming from our Product Area Biologics & Advanced Therapeutics, where our automated plasmid purification system Biotage® PhyPrep sales are off to a strong start
- Successful launch of a New Flash Purification System - Biotage® Selekt Enkel and a New High Volume Automated Sample Preparation Workstation - Biotage® Extrahera™ HV-5000
- Improved profitability despite current challenges in supply chain and a healthy balance sheet development



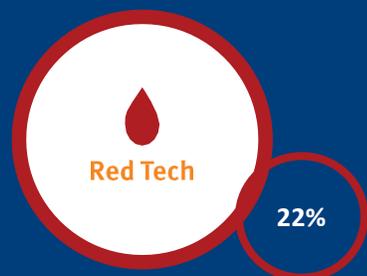
Financial Update

Customer Focus Area



Q2 +36%

LTM +23%



Q2 +16%

LTM +30%



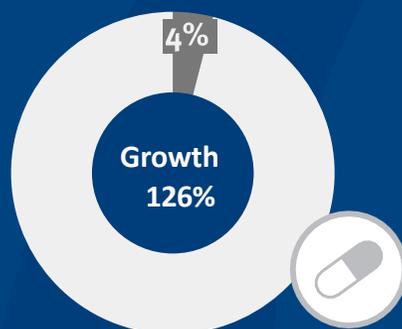
Q2 +26%

LTM +23%



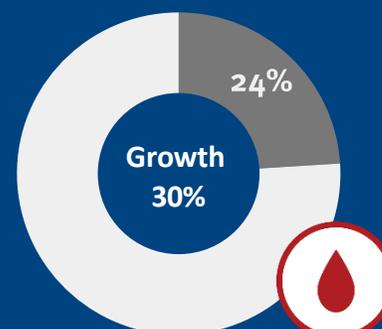
Sales by Product Area

Biologics & Advanced Therapeutics



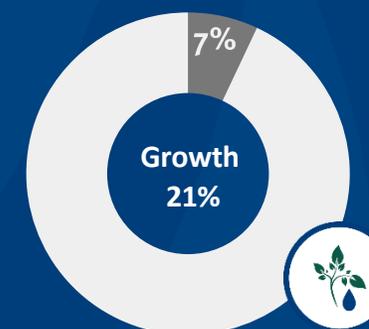
Formerly labeled as "Biomolecules"

Analytical Testing



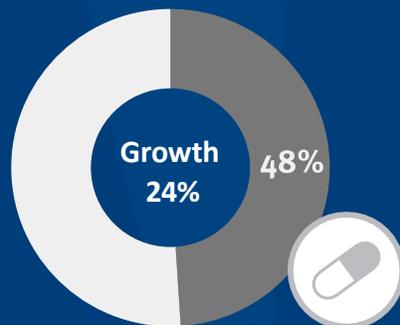
Formerly labeled as "Analytical Chemistry"

Water & Environmental Testing



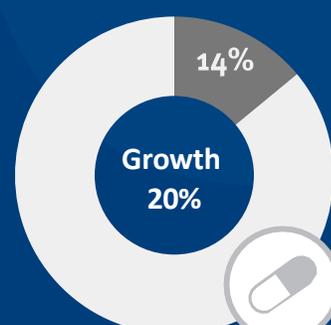
Formerly labeled as "Analytical Chemistry"

Small Molecules & Synthetic Therapeutics

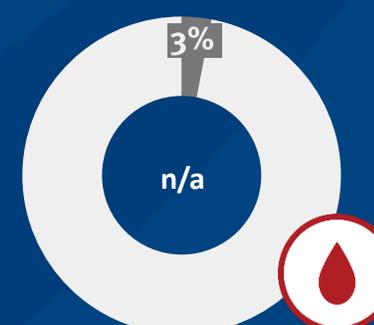


Formerly labeled as "Organic Chemistry"

Scale Up

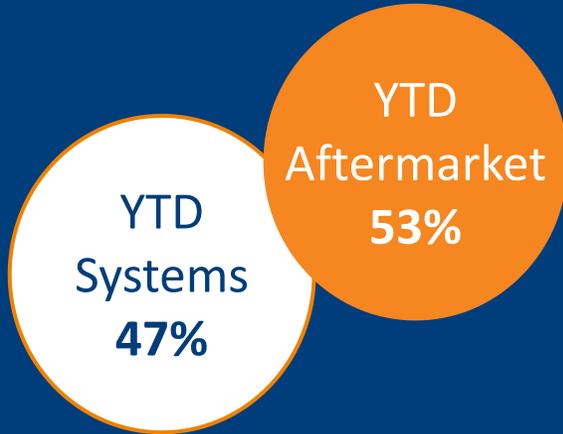


Diagnostics



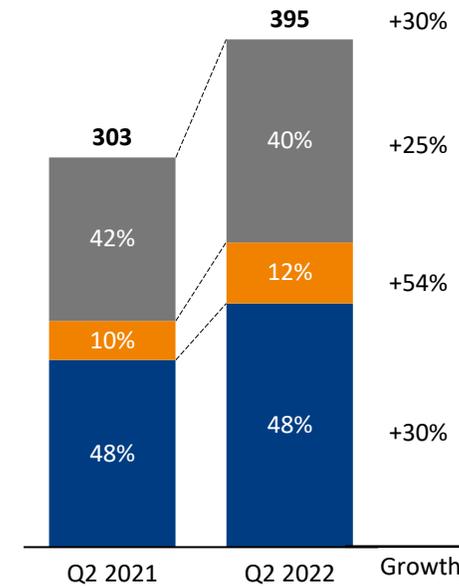
Oligonucleotides formerly reported under "Scale Up"

Aftermarket Sales

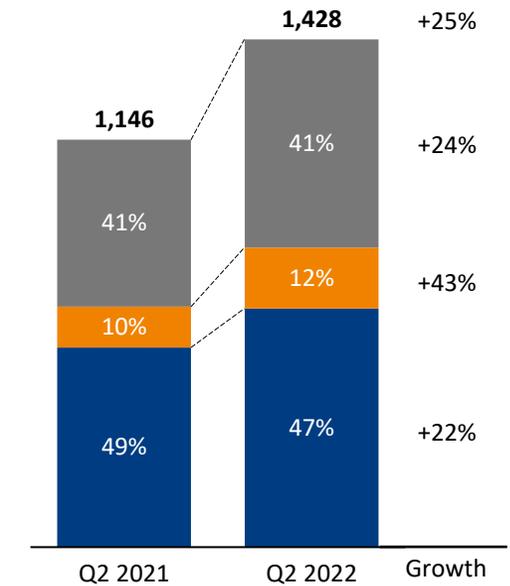


“Strong system sales in the quarter with successful new launches contributing”

Q2



LTM

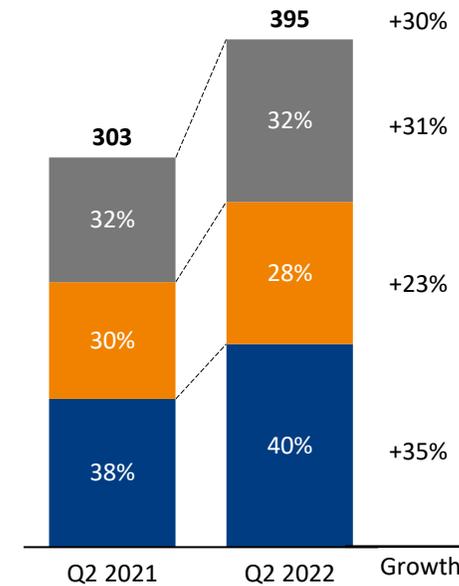


Regional Sales

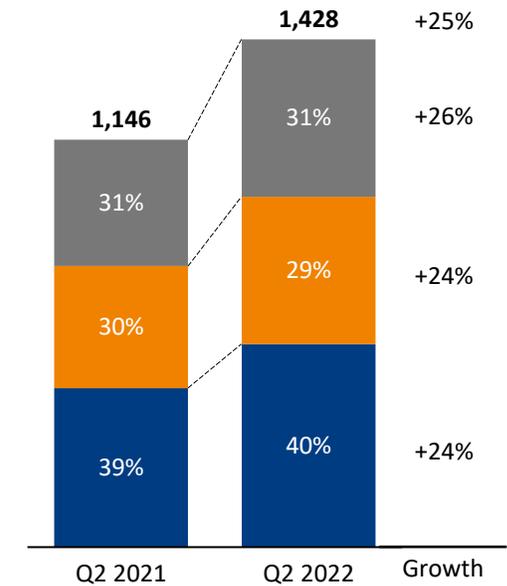


“Continued double-digit growth in all regions with Americas and China leading the way”

Q2



LTM



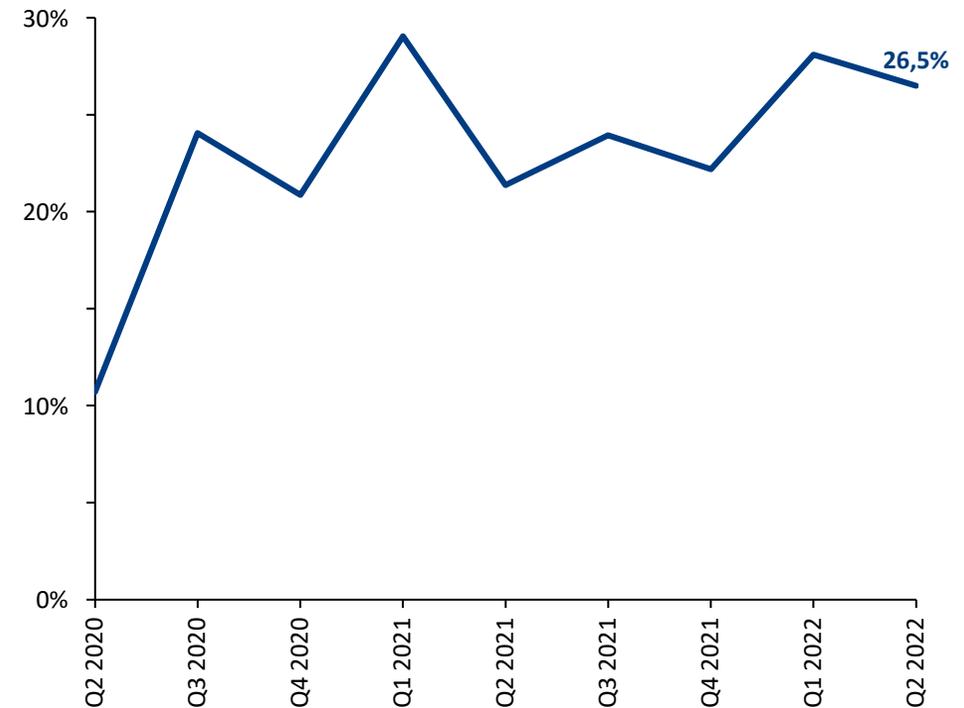
Profitability

EBITA
margin
25.2%

Adj EBITA
margin
26.5%

“Solid profitability, showing profitable growth despite the challenging market conditions and supply restraints”

Adjusted EBITA Margin



Financial Overview

Amounts in SEK millions	Quarter		YTD		12 Months
	2022 Q2	2021 Q2	2022 Jan-Jun	2021 Jan-Jun	2021 Jan-Dec
Net sales	395	303	781	585	1,232
Change, %	30.3%	19.4%	33.5%	10.0%	12.7%
of which:					
- Organic growth, %	14.4%	32.1%	18.0%	21.6%	17.5%
- Currency effects, %	12.6%	-12.7%	11.5%	-11.6%	-5.7%
- Acquisitions/divestments, %	3.2%	-	4.1%	-	0.9%
Gross profit	240	182	481	360	755
Gross margin, %	60.6%	60.0%	61.6%	61.5%	61.3%
Operating profit (EBIT)	93	63	189	142	271
Operating margin (EBIT), %	23.4%	20.6%	24.2%	24.3%	22.0%
Adjusted operating profit (EBIT)	98	63	199	142	283
Adjusted operating margin (EBIT), %	24.7%	20.6%	25.5%	24.3%	23.0%
EBITA	100	65	203	147	284
EBITA margin, %	25.2%	21.4%	26.0%	25.1%	23.1%
Adjusted EBITA	105	65	213	147	296
Adjusted EBITA margin, %	26.5%	21.4%	27.3%	25.1%	24.0%
Profit for the period	57	46	129	106	205
Earnings per share, SEK	0.87	0.70	1.95	1.62	3.13
Cashflow from operating activities	88	92	145	160	353

