

The background of the slide features a close-up, shallow depth-of-field photograph of laboratory glassware. In the foreground, the rim and lower portion of a clear glass test tube are visible, slightly out of focus. Behind it, another similar test tube is positioned, also blurred. The background is a warm, golden-brown color, suggesting a laboratory setting with soft lighting. The overall composition is clean and professional, emphasizing a scientific or medical theme.

# Presentation Interim Report Q3 2022

November 2, 2022



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
- Q&A



**Tomas Blomquist**  
CEO and President



**Maja Nilsson**  
CFO

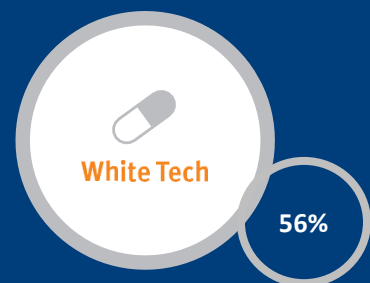
# Executive Summary

- 8<sup>th</sup> consecutive quarter with double-digit organic growth
- 6<sup>th</sup> consecutive quarter with a sales record
- First quarter ever to exceed 400 MSEK Net Sales in a single quarter
- All regions showing strong growth, with Americas taking the lead
- All Customer Focus Areas outgrowing the market - Red tech growing 128% in the quarter
- Highest growth coming from our Product Area Biologics & Advanced Therapeutics, where our automated plasmid purification system Biotage® PhyPrep sales continues to grow
- Positive cashflow from operating activities and a healthy balance sheet development
- Improved profitability despite current challenges in supply chain, energy crisis and inflation pressure
- Established sales entity in Singapore to further extend our geographical reach, supporting our distributors as well as our end customers as set out in our direct sales strategy

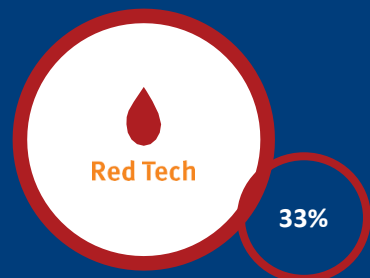


# Financial Update

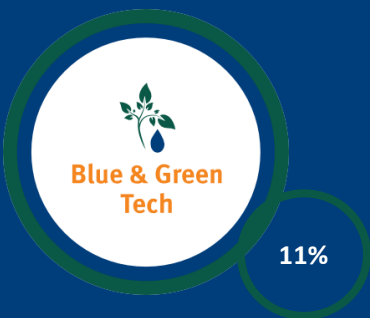
# Customer Focus Area



Q3 +8%  
LTM +24%



Q3 +128%  
LTM +43%

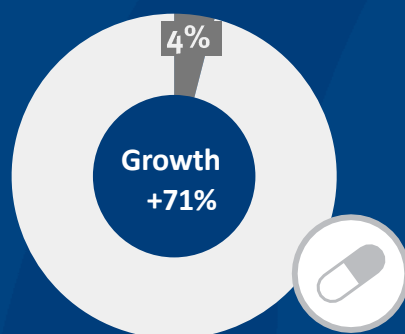


Q3 +10%  
LTM +23%



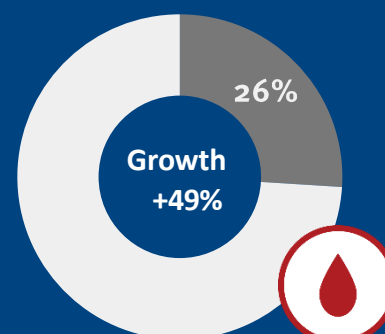
# Sales by Product Area

Biologics & Advanced Therapeutics



Formerly labeled as "Biomolecules"

Analytical Testing



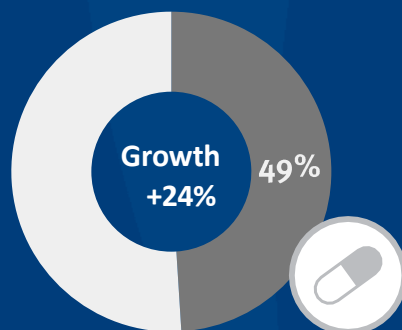
Formerly labeled as "Analytical Chemistry"

Water & Environmental Testing



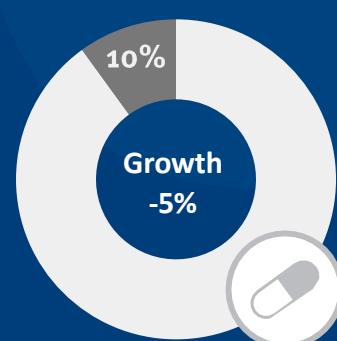
Formerly labeled as "Analytical Chemistry"

Small Molecules & Synthetic Therapeutics

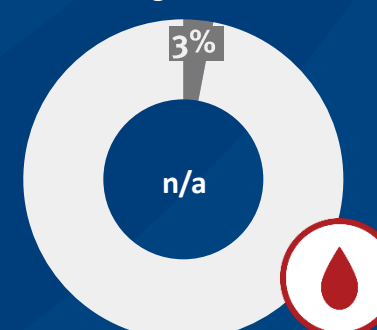


Formerly labeled as "Organic Chemistry"

Scale Up



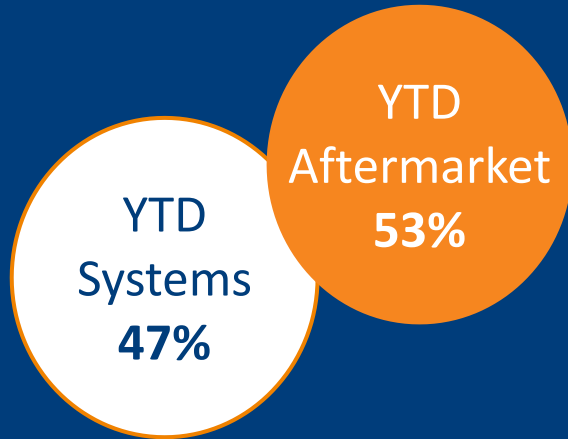
Diagnostics



Oligonucleotides formerly reported under "Scale Up"

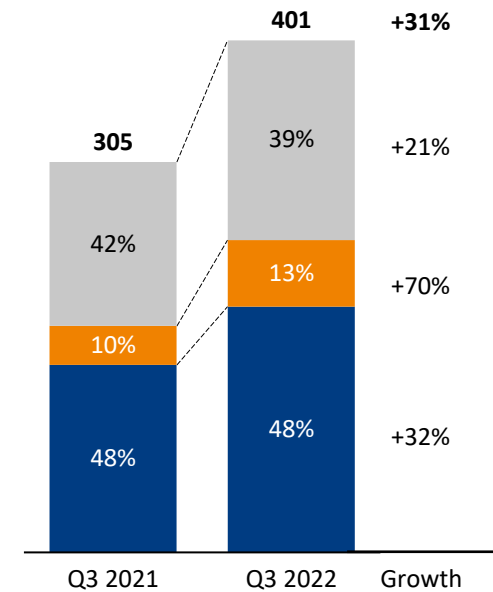


# Aftermarket Sales



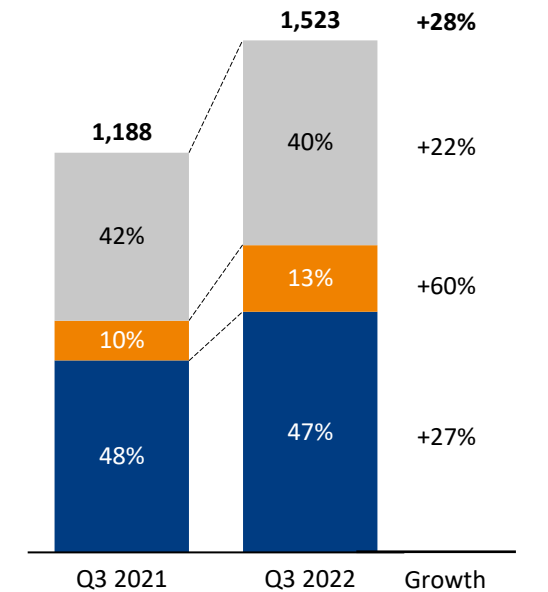
“Continued success of the Biotage® PhyPrep system contributing to the system sales growth in this quarter”

## Q3



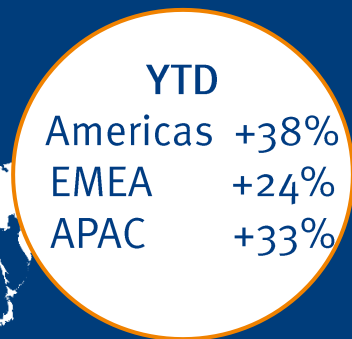
System Service Consumables

## LTM



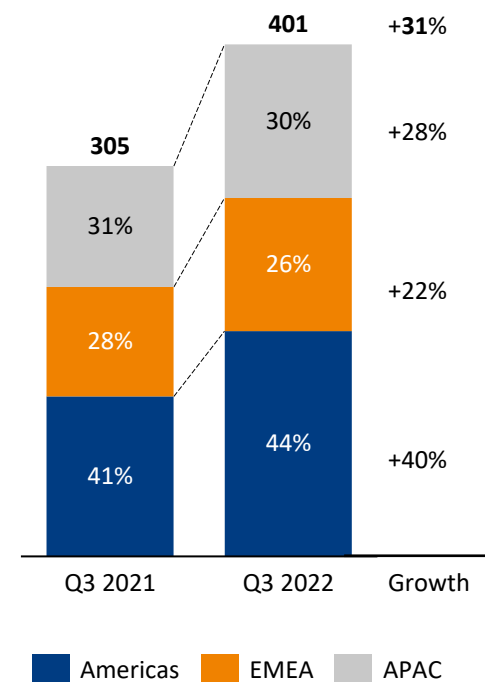
System Service Consumables

# Regional Sales

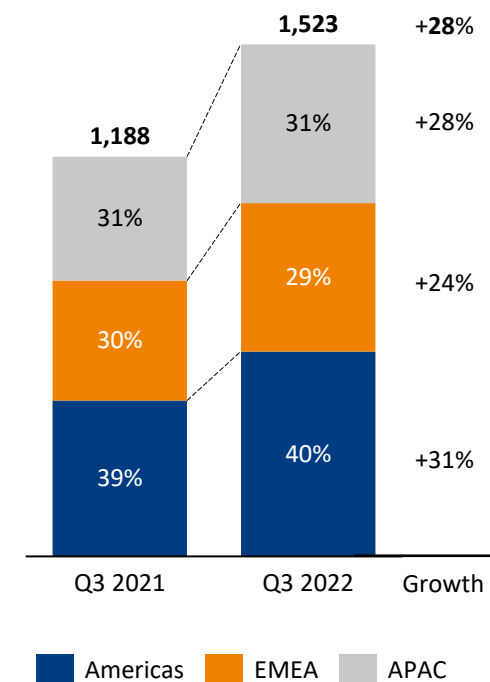


“Another sales record in Americas and continued double-digit growth in all regions”

## Q3



## LTM



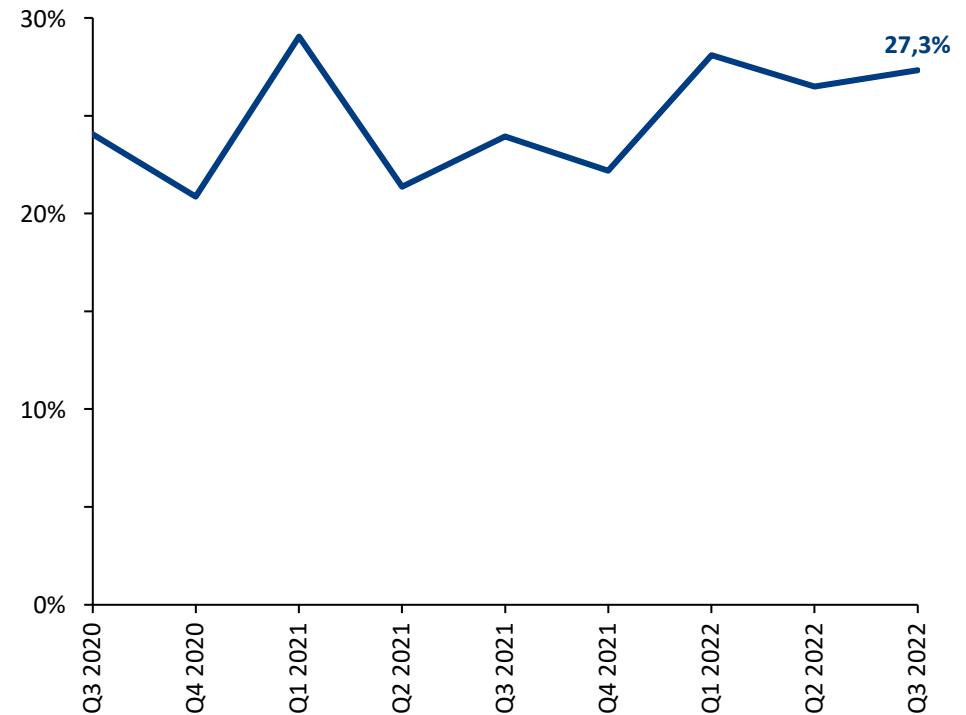
# Profitability

EBITA  
margin  
**26.0%**

Adj EBITA  
margin  
**27.3%**

“Delivering improved profitability in a challenging global business environment”

## Adjusted EBITA Margin



# Financial Overview

	Quarter		YTD		12 Months
	2022	2021	2022	2021	2021
Amounts in SEK millions	Q3	Q3	Jan-Sep	Jan-Sep	Jan-Dec
Net sales	401	305	1,182	890	1,232
Change, %	31.2%	16.3%	32.7%	12.1%	12.7%
of which:					
- Organic growth, %	12.2%	17.8%	16.0%	20.3%	17.5%
- Currency effects, %	15.2%	-1.5%	12.7%	-8.2%	-5.7%
- Acquisitions/divestments, %	3.8%	-	4.0%	-	0.9%
Gross profit	241	183	721	543	755
Gross margin, %	60.1%	60.0%	61.1%	61.0%	61.3%
Operating profit (EBIT)	97	68	286	210	271
Operating margin (EBIT), %	24.2%	22.3%	24.2%	23.6%	22.0%
Adjusted operating profit (EBIT)	102	71	301	213	283
Adjusted operating margin (EBIT), %	25.5%	23.1%	25.5%	23.9%	23.0%
EBITA	104	71	307	217	284
EBITA margin, %	26.0%	23.1%	26.0%	24.4%	23.1%
Adjusted EBITA	110	73	323	220	296
Adjusted EBITA margin, %	27.3%	23.9%	27.3%	24.7%	24.0%
Profit for the period	65	53	194	159	205
Earnings per share, SEK	0.98	0.81	2.93	2.44	3.13
Cashflow from operating activities	97	89	242	249	353

