

**WELCOME TO OUR FIRST DIGITAL
CAPITAL MARKETS DAY!**

AGENDA

Welcome

Isabelle Ljunggren

Introduction to the future of medicine

Dr. Robert Langer

Bioconvergence agenda and strategic focus areas 2021

Erik Gatenholm

Financial update Q1, 2021 and M&A agenda

Gusten Danielsson

Introduction to Biosciences

Dr. Jonas Schöndube

Break (5 min)

Introduction to Bioprinting

Artur Aira & Cecilia Edebo

The BIO MDX Series

Dr. Héctor Martínez & Cecilia Edebo

How we work and interact with our engaged customers and partners

Dr. Itedale Namro Redwan & Mariana Andrade

Break (5 min)

Introduction to Industrial Solutions

Dr. Holger Eickhoff

Q&A session

Moderator Ulrik Trattner

Thank you

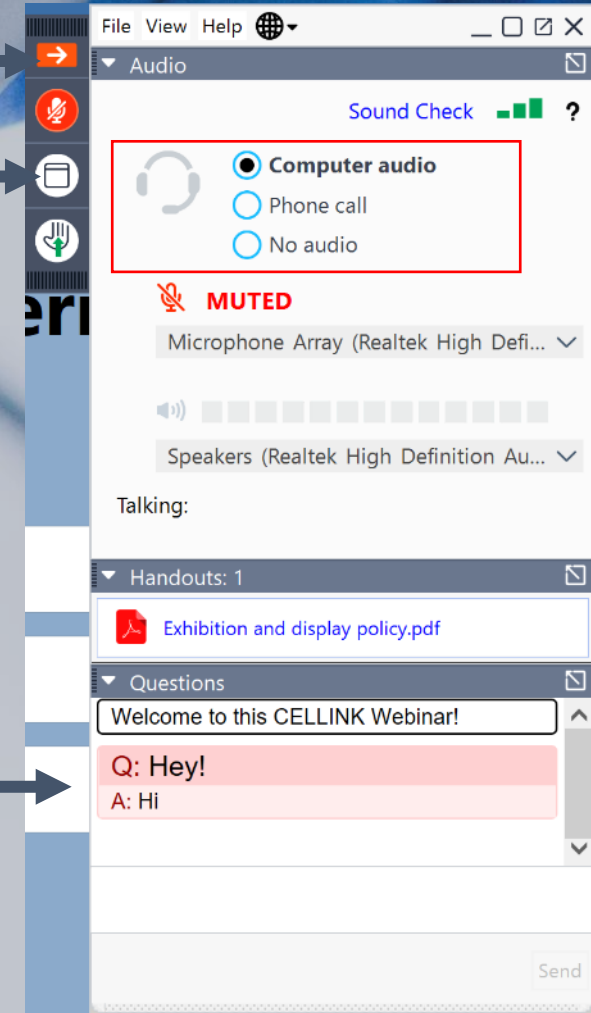
Isabelle Ljunggren

How to use GoToWebinar

Expand control options

Maximize window size

Ask questions and chat
with the presenter

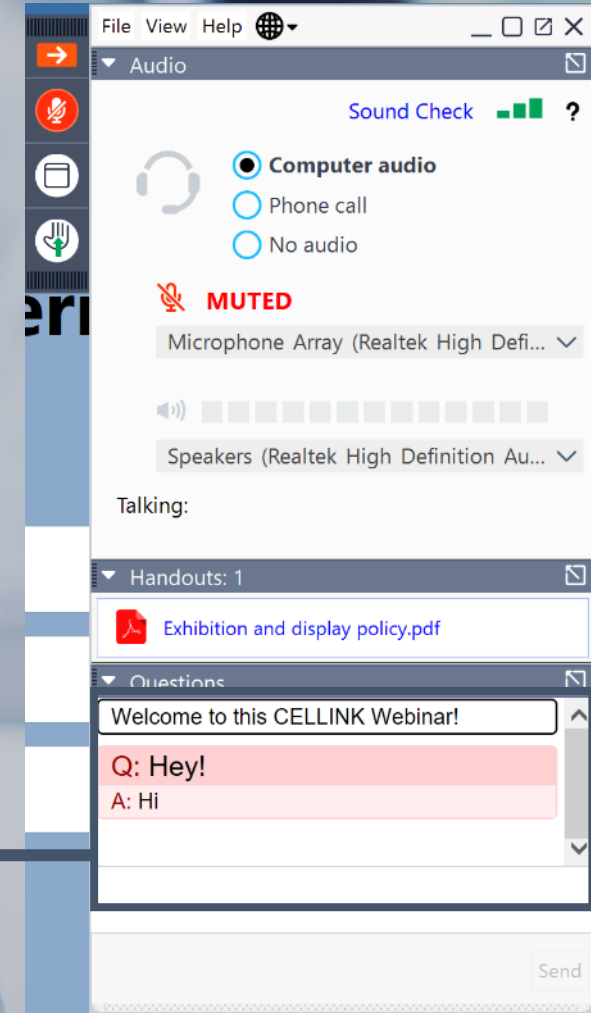


Q&A SESSION

PARTICIPATE BY SENDING YOUR
QUESTIONS TO THE QUESTION BOX

THE
FUTURE
OF MEDICINE
STARTS HERE

Write your questions here! →



INTRODUCTION TO THE FUTURE OF MEDICINE



Dr. Robert Langer

MIT and co-founder of Moderna,
Scientific Advisor CELLINK

INTRODUCTION TO THE FUTURE OF MEDICINE

Dr. Robert Langer
MIT and co-founder of Moderna,
Scientific Advisor CELLINK

BIOCONVERGENCE AGENDA AND STRATEGIC FOCUS AREAS 2021



Erik Gatenholm
CEO, CELLINK

BIOCONVERGENCE AGENDA AND STRATEGIC FOCUS AREAS

Erik Gatenholm, CEO

PASSION – INSPIRATION – PERSISTENCE

2016

CELLINK = bioprinting



2021

CELLINK = CELLINK Group,
Business Areas and Group Companies

Bioprinting

7 employees

TAM, \$1.4Bn+

20 laboratories

5 publications

Market Cap MSEK 645

Bioconvergence

700 employees

TAM, \$150Bn+

2,000+ laboratories

1,700+ publications

Market Cap BSEK 22.63



MODERN HEALTHCARE CHALLENGES THAT SHAPE THE FUTURE OF BIOCONVERGENCE.

The background of the slide is a blurred image of a person wearing a white lab coat, a blue surgical mask, and blue gloves. They are holding a small, clear plastic vial labeled "COVID-19 test kit" and a wooden swab stick with a white tip. The person's hands are in the foreground, and the rest of their body is out of focus.

Preventing future pandemics is
contingent on the early detection and
monitoring of infectious diseases.

9 out of 10 drugs in development fail in clinical trials. It can take 10 to 12 years to develop a new drug at a cost of more than \$2Bn.

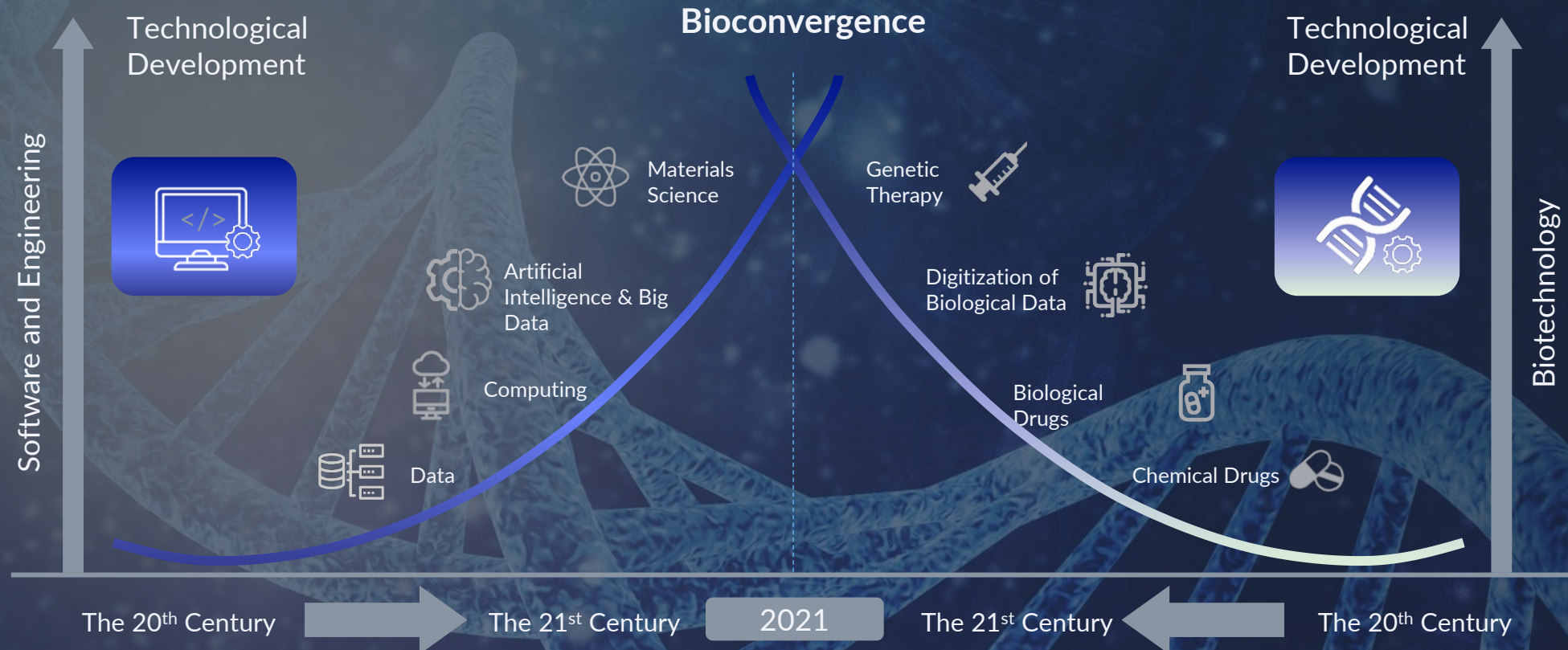
While 108,000 chronically ill patients wait on organ donation lists, only 39,000 transplants are performed in the U.S. each year. For the lucky few who do find a donated organ, however, the rejection failure rate is an astounding 50%.

BIOLOGY + TECHNOLOGY

BIOCONVERGENCE IS THE FUTURE OF HEALTHCARE

BIOCONVERGENCE TO FORM THE FUTURE BASE OF MEDICINE AND TO RESHAPE THE GLOBAL HEALTH INDUSTRY

Bioconvergence connects various technologies from the fields of biology and engineering to identify and develop precise, personalized and effective medical solutions



THE BIO REVOLUTION*

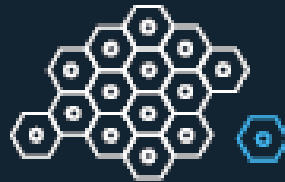
Human health is one of the most significant domains where biological advances are being applied. Biology is already helping save lives through innovative treatments tailored to our genomes and microbiomes. In the future, we estimate that almost half of the global disease burden could be addressed through applications that are scientifically conceivable today.



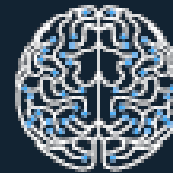
Four arenas of bio innovations



Biomolecules
Mapping and engineering
intracellular molecules



Biosystems
Mapping and engineering
cells, tissues, and organs



Biomachine interfaces
Connecting nervous
systems of living
organisms to machines



Biocomputing
Using cells and cellular
components for
computation

\$2T–\$4T

of annual direct economic potential globally in 2030–40
(significantly higher with downstream and secondary effects)

*McKinsey Global Institute "The Bio Revolution", May 2020

THE SOLUTION IS FOUND IN BIOCONVERGENCE



Drug discovery



3D Cell culturing



Regenerative medicine
- tissue printing



CRISPR & Gene editing



Diagnostics and
biological sensors



Single cell omics

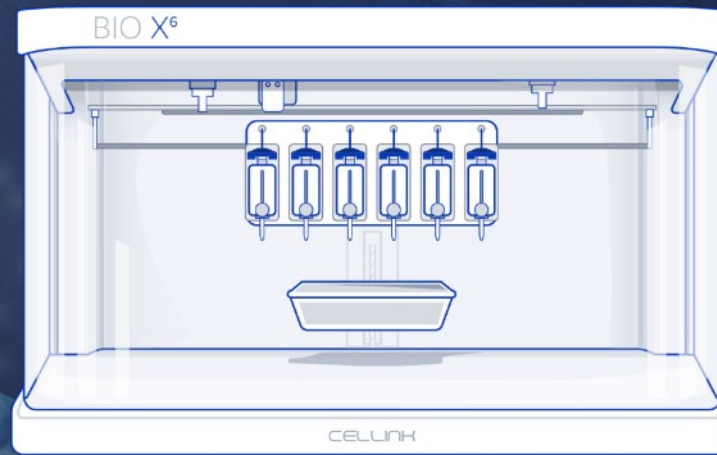


Optics and Imaging



Biopharmaceuticals

THE BIOCONVERGENCE COMPANY



Bioprinters & Bioinks

THE BIOCONVERGENCE COMPANY

Bioprocessing

Reagents

Microscopy

Live cell imaging

POC

Cell culture

Genomics

OMICS

Biosensors

Proteomics

Bioreactors

Bioinformatics

Diagnostics

NGS

Single cell sorting

AI

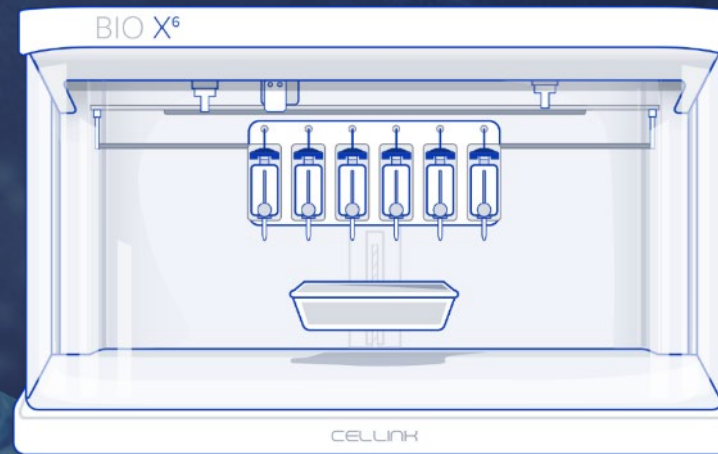
Bioprinters & Bioinks

Robotics

Liquid handling

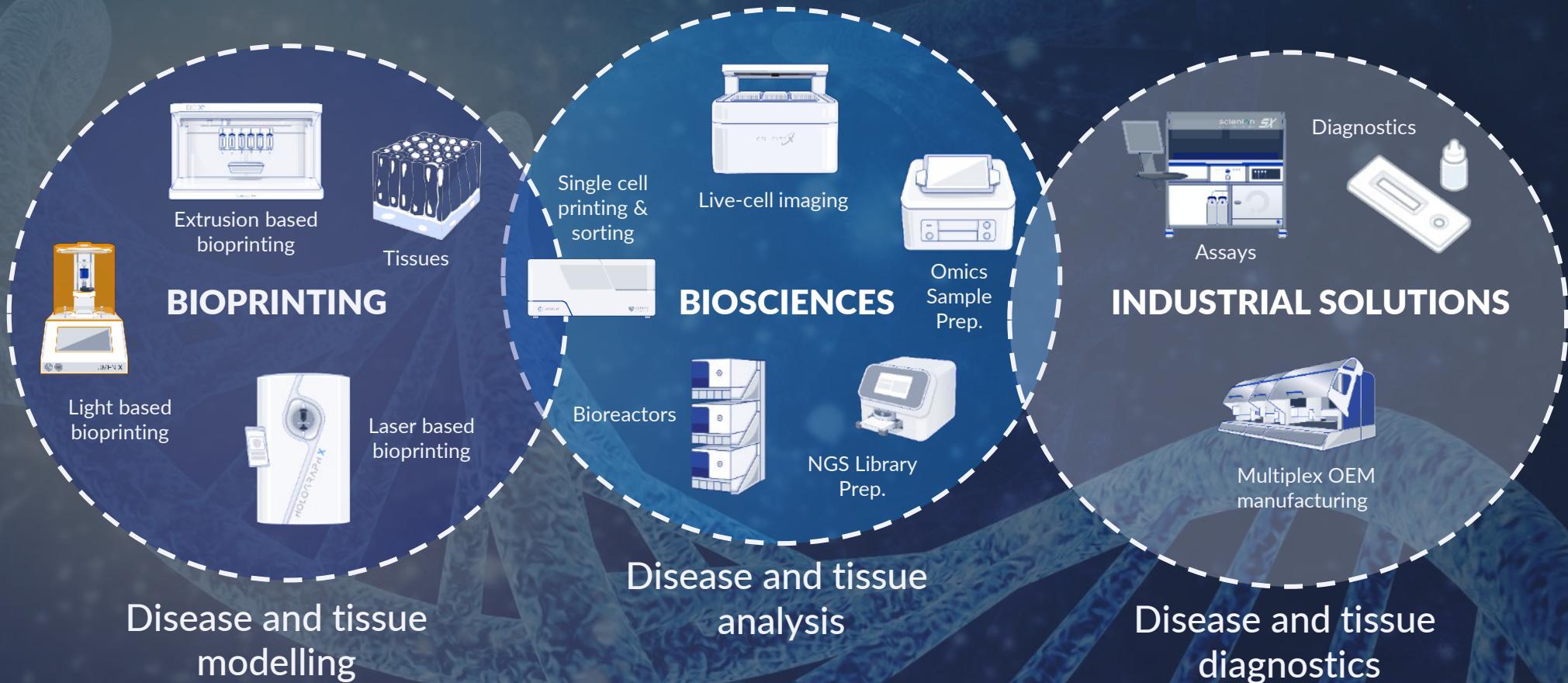
Consumables

Cell line development



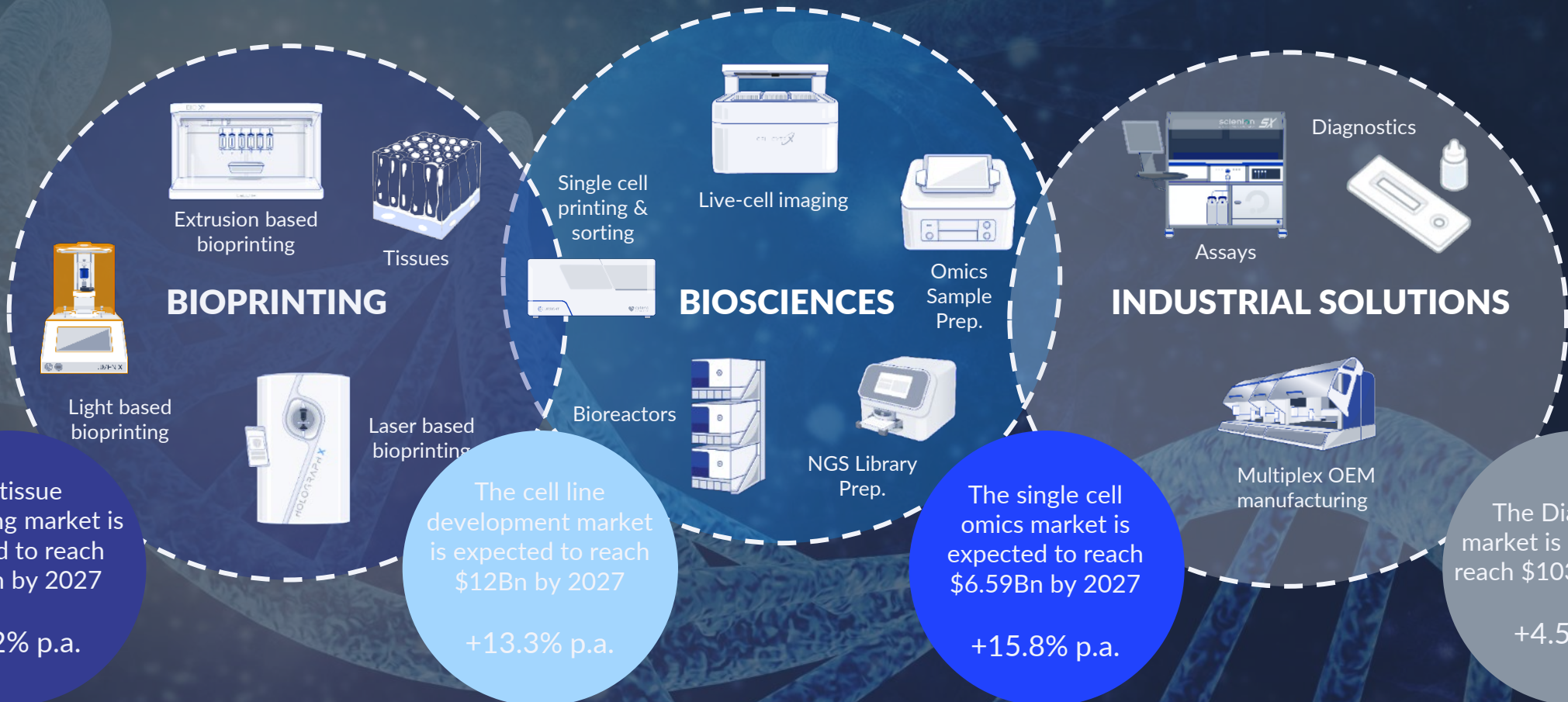
IT IS THE ERA OF BIOCONVERGENCE

Serving our customers in the best possible way by offering market leading workflows

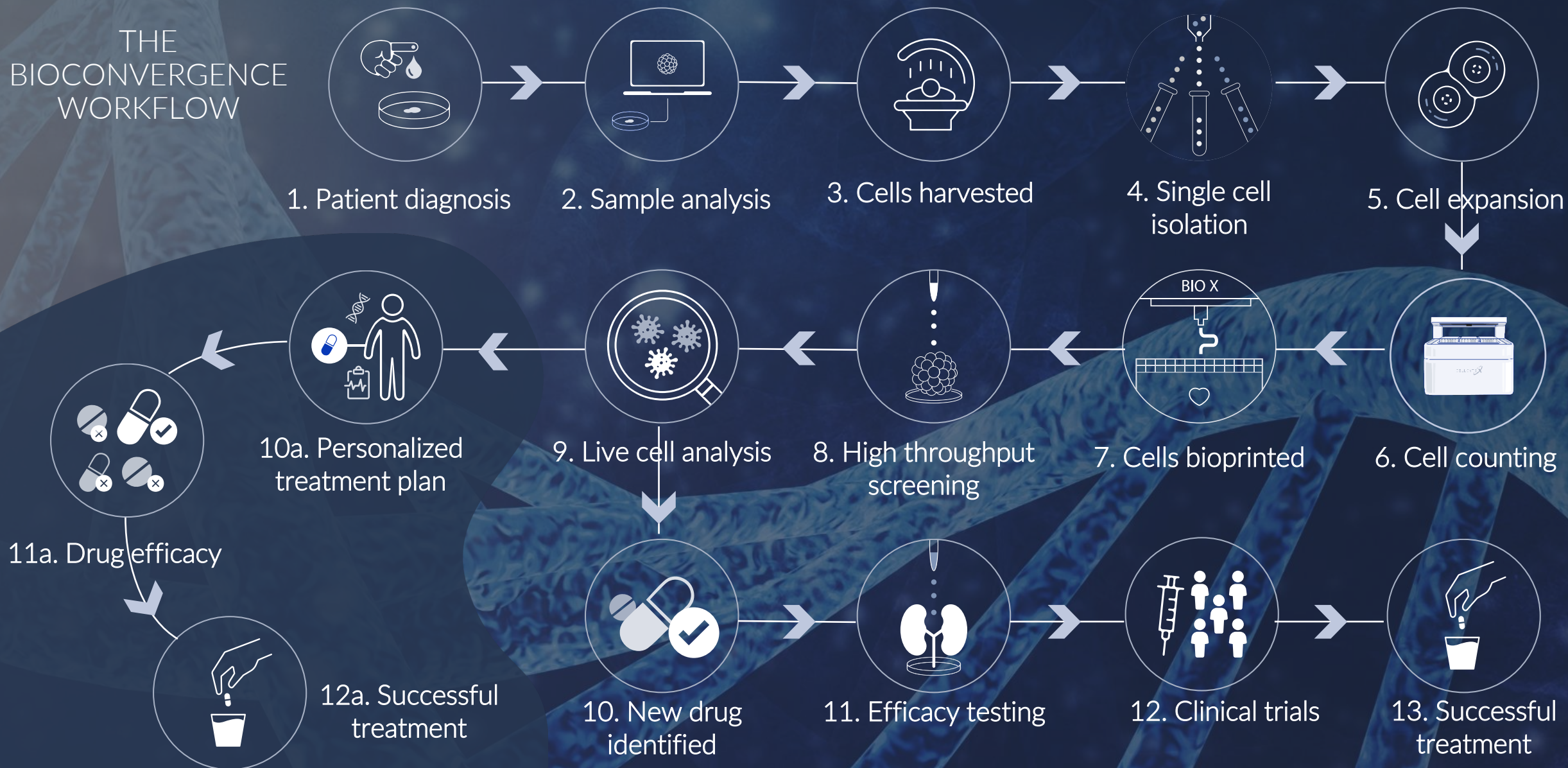


BIOCONVERGENCE MARKET

APPLICATION AREAS \$150Bn+

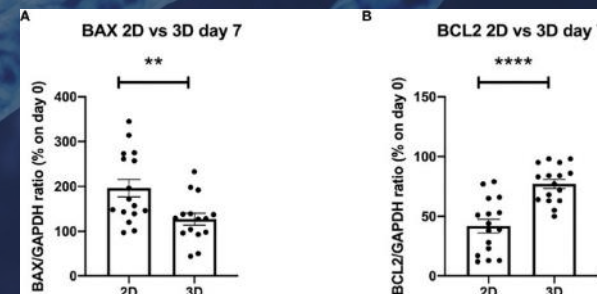
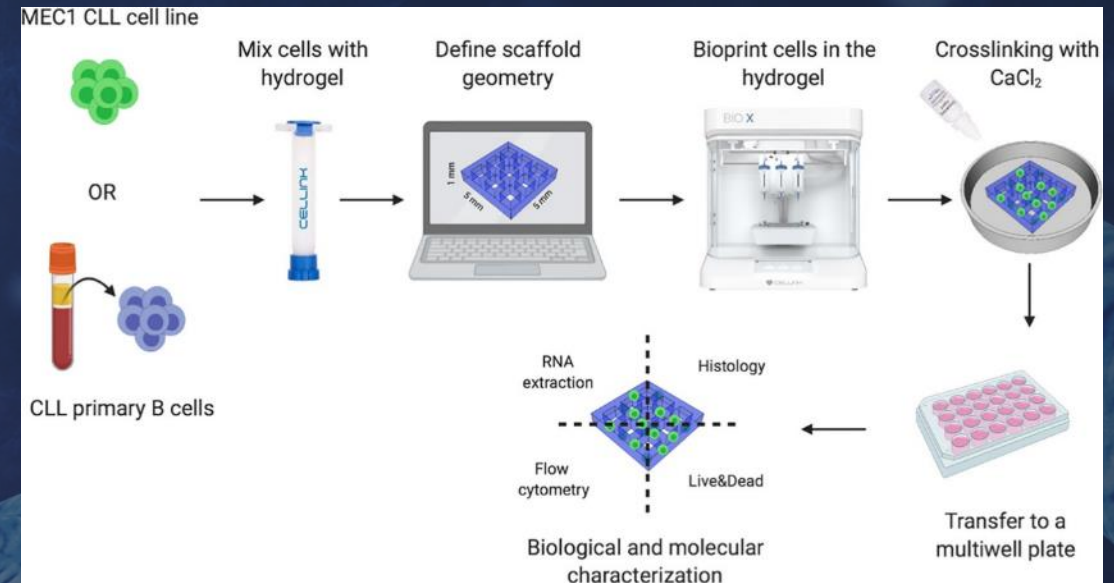


THE BIOCONVERGENCE WORKFLOW



3D Bioprinting allows the establishment of long-term 3D culture model for chronic lymphocytic leukemia cells

- Chronic Lymphocytic Leukemia (CLL) represents the most common leukemia in the western world and remains incurable. Leukemic cells organize and interact in the lymphoid tissues, however what actually occurs in these sites has not been fully elucidated yet.
- Studying primary CLL cells in vitro is very challenging due to their short survival in culture and also to the fact that traditional two-dimensional in vitro models lack cellular and spatial complexity present in vivo. Based on these considerations, we exploited for the first time three-dimensional (3D) bioprinting to advance in vitro models for CLL. This technology allowed us to print CLL cells (both primary cells and cell lines) mixed with the appropriate, deeply characterized, hydrogel to generate a scaffold containing the cells, thus avoiding the direct cell seeding onto a precast 3D scaffold and paving the way to more complex models.
- Using this system, we were able to efficiently 3D bioprint leukemic cells and improve their viability in vitro that could be maintained up to 28 days. We monitored over time CLL cells viability, phenotype and gene expression, thus establishing a reproducible long-term 3D culture model for leukemia.
- Through RNA sequencing (RNAseq) analysis, we observed a consistent difference in gene expression profile between 2D and 3D samples, indicating a different behavior of the cells in the two different culture settings. In particular, we identified pathways upregulated in 3D, at both day 7 and 14, associated with immunoglobulins production, pro-inflammatory molecules expression, activation of cytokines/chemokines and cell-cell adhesion pathways, paralleled by a decreased production of proteins involved in DNA replication and cell division, suggesting a strong adaptation of the cells in the 3D culture.
- Thanks to this innovative approach, we developed a new tool that may help to better mimic the physiological 3D in vivo settings of leukemic cells as well as of immune cells in broader terms. This will allow for a more reliable study of the molecular and cellular interactions occurring in normal and neoplastic conditions in vivo and could also be exploited for clinical purposes to test individual responses to different drugs.



STRATEGIC FOCUS AREAS 2021

Strengthen our position as *the* bioconvergence company in the world through strong business areas and dedicated group companies



M&A and tech development

Strengthen
bioconvergence
position



Financials

Deliver on
financial targets



Customers

Best customer care,
design, quality
and supply chain in
the industry



People

Happy and
motivated team



Sustainability

Develop a
sustainability
agenda

STRATEGIC FOCUS AREAS 2021

Area	Focus 2021
M&A and tech development agenda Strengthen bioconvergence position	• Active customer centric M&A agenda • Develop and capitalize on our strong R&D and tech development agenda (Group synergies) • Continue collaboration through partnerships with Academia, research organizations and customers
Financials Deliver on financial targets	• Deliver on financial targets (35% organic growth and show positive EBITDA) • Focus on sales and value drivers for growth at Group company level
Customers Best customer care, design, quality and supply chain in the industry	• Continue to build direct sales organization on main/growth markets • Unified global service capabilities at Business Area level • Focus on product design based on user experience by global design team • Implement lean and efficient supply chain • Implementation of ERP- and CRM system

WORLD-LEADING CUSTOMERS IN FOUR SEGMENTS

Universities & research organizations

- Human implants (e.g., bone), biomaterials research, cell biology, teaching etc.
- Exploratory research that, if successful, will convert to clinical applications.
- ~600 institutions in 65 countries (>11,000 relevant academic institutions on a global basis).

Pharmaceutical companies

- Cancer research (in vitro, clinical and preclinical studies), biopharmaceuticals, cell line development for biologics, gene therapy, tissue culture & engineering.
- Over 50 customers with top 20 pharma's as customers.

Diagnostic companies

- Multiplex assays, lateral flow tests, microfluidic devices, IVD assays and array printing.
- Drug development, cancer research, biopharmaceuticals, gene therapy and tissue culture & engineering.
- Long relationships and contracts with many of the larger actors in the field.

Cosmetic companies/others

- Toxicity and cosmetic tests on human tissues, working with major players in cosmetics and injectables. Large potential in cosmetics in 3-5 years.
- Wide range of application areas (e.g., packing solutions, car materials, skin tissues and transplants). Large potential in the next 5-10 years.



PARTNERSHIPS AND COLLABORATIONS EXPLORING THE BIOCONVERGENCE AGENDA

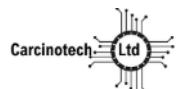
PARTNERSHIPS 2020-2021



May 2020: collaboration with AstraZeneca to utilize CELLINK's 3D-bioprinting technology for liver organoid culture.



June 2020: CELLINK and Lonza joined forces to Offer Complete 3D Cell Culture Workflows.



August 2020: strategic partnership with Carcinotech to advance 3D-bioprinting technology for cancer research.



August 2020: collaboration with AstraZeneca to develop plate based micro-bioreactors for cell line development workflows.



Nov 2020: CELLINK will develop 3D bioprinted personalised scaffolds for tissue regeneration of ankle joints as part of the TRIANKLE project.



Dec 2020: CELLINK and Atelerix team up to enable the shipping at room temperature of fragile 3D bioprinted constructs.



Jan 2021: Third year extension of extended partnership to utilize CELLINK's 3D bioprinting technology for drug discovery.



March 2021: collaboration agreement for cellulose-based bioink.

SIGNIFICANT COLLABORATIONS



Several research projects, for instance, creating a 3D-Bioprinted biomimetic heart valve with correct mechanical properties.



Study the influence of microgravity and hypergravity on living systems.

CELLINK sent neural crest cells to space.



ETH summer school program focused on 3D printing.



Development of bioprinted liver and skin tissue models.



Bioprinting of patient-specific cancer tumours.

SELECTED DISTRIBUTORS



STRATEGIC FOCUS AREAS 2021

Area	Focus 2021
People Happy and motivated team	• Integration strategy for acquisitions, initial 100-day plan • Create a shared digital workplace for the Group and encourage knowledge sharing • Continuous monitoring employee satisfaction • Training and development on Group level thru CELLINK academy
Sustainability Develop sustainability agenda	• Sustainability agenda for the Group with sustainability targets (to be launched 2021/2022) • Development of products and services through technologies for minimizing animal trials • Mapping towards UN:s Sustainable Development Goals



FINANCIAL SUMMARY Q1, 2021 AND M&A UPDATE



Gusten Danielsson
CFO, CELLINK

FINANCIAL SUMMARY AND M&A UPDATE

Gusten Danielsson, CFO



Financials
Deliver on financial
targets

LONG TERM FINANCIAL TARGETS 2019-2022

Organic growth

CELLINK's objective is to achieve an annual organic sales growth of >35%, supplemented by strategic acquisitions.

Outcome 2020
Organic growth was 48% (77%)

EBITDA margin

CELLINK's objective is to have a positive EBITDA margin.

Outcome 2020
EBITDA margin was 0.2%
(-7.8%)

Capital structure

CELLINK aims to maintain a ratio of Net Debt to EBITDA of 3.0x, and may temporarily exceed this level (e.g., as a result of acquisitions).

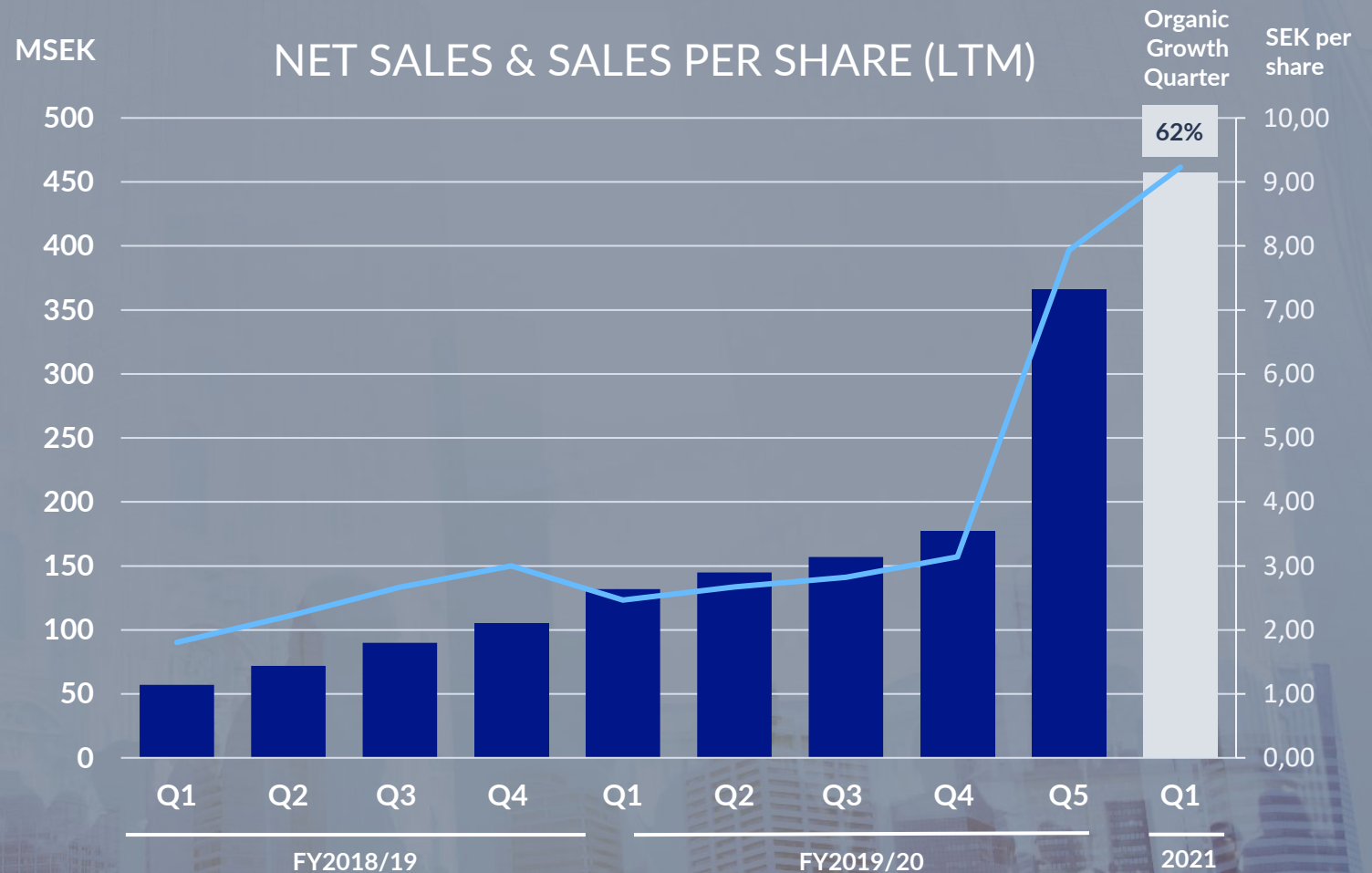
Outcome 2020
Net cash excl. leasing debt
amounted to MSEK 756,
including net debt MSEK 676

HIGH ORGANIC GROWTH, STRENGTHENED GROSS MARGIN AND STRATEGIC ACQUISITIONS

Q1: January-March 2021

- Net sales amounted to MSEK 129.5 (38.0), which corresponds to an increase of 241% (55) compared to the corresponding period previous year, of which 62% (25) was organic growth.
- EBITDA amounted to MSEK -34.9 (-5.7), corresponding to a margin of -26.9% (-14.9). The operating profit was affected by acquisition costs totalling MSEK 20.5.
- Profit/loss for the period amounted to MSEK -47.8 (-33.5), which generates earnings per share after dilution of SEK -0.90 (-0.80). The result was positively affected by the market valuation of the company's short-term investments of MSEK 4.4 (-22.7).
- The gross margin amounted to 77.3% (74.8), mainly due to higher revenue per product, improved product mix and increased share of sales in services and consumables.
- Rolling twelve-month net sales from consumables amounted to MSEK 46.2 (19.2), an increase of 140%. The share of total product sales was 12.9% a decrease of 0.2 percentage points (13.1% in the comparison period).

High organic growth in combination with accretive M&A

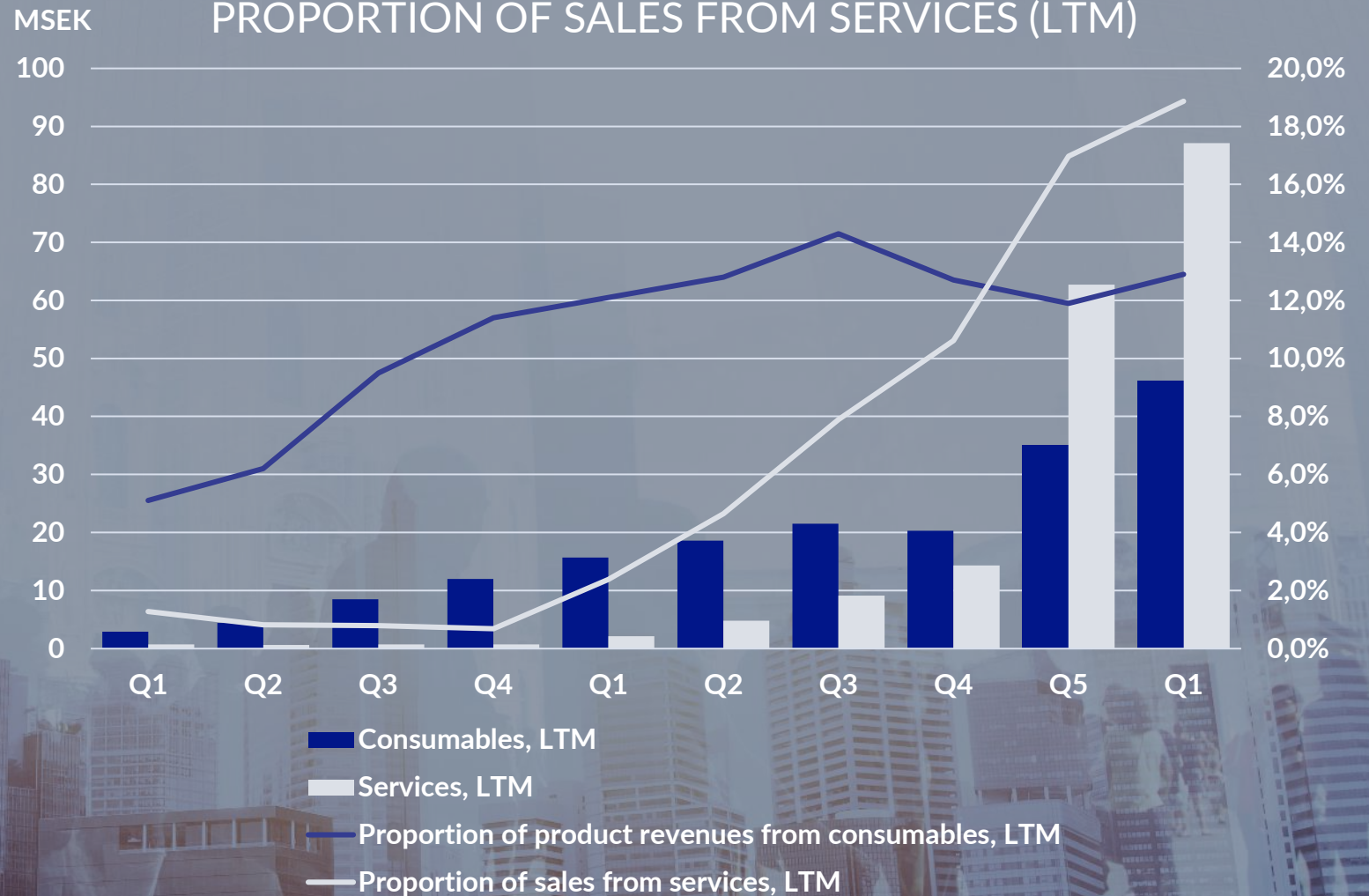


Positive trend for
gross margin, closing
at 73%, LTM



Increasing revenue from consumables and services

CONSUMABLES AND PROPORTION OF PRODUCT REVENUES OF CONSUMABLES & SERVICES AND PROPORTION OF SALES FROM SERVICES (LTM)



ORGANIC GROWTH PER REGION Q1, 2021 vs. Q1, 2020

(Share of sales, Q1 2021)

**NORTH
AMERICA**
92%
(43%)

EUROPE
36%
(41%)

ASIA
33%
(14.5%)

RoW
11%
(1.5%)



CELLINK issued senior unsecured convertible bonds convertible into Class B shares and a Class B share issue in an overall amount of SEK 3.0 billion on March 12, 2021

- Assuming full conversion, the Bonds will entail a dilution of 4.8% of the total number of outstanding shares and 3.8% of the votes in CELLINK.
- The Bonds will bear a coupon of 2.875% per annum, payable semi-annually.
- The conversion price was set at SEK 598.50, representing a premium of 42.5% above the reference share price.
- Placement of approximately 1.04 million existing B Shares of CELLINK at a placement price of SEK 420 per share on behalf of certain subscribers of the bonds who wished to sell these in short sales to purchasers to hedge the market risk to which they are exposed with respect to the Bonds that they acquire in the Offering.
- The share issue consisted of 3,571,429 New B Shares, equal to approximately 7.0% of the current outstanding Class B share capital of CELLINK and 6.8% of the current outstanding total share capital of CELLINK.



CUSTOMER CENTRIC M&A AGENDA

**CELLINK invests in entrepreneurs' enthusiasm and passion for what they do.
We aim to find and acquire companies that are built on determined people
with a strong desire to create the future of medicine.**

FINANCIAL TARGETS

- Revenue growth potential in line with CELLINK's financial targets
- Potential for EBITDA margins above industry average
- Proven historical track record of products and customers

STRATEGIC TARGETS

- Increase share of ownership of the value chain and improved value proposition
- Increased market power and know-how
- Potential to branch out into new additional verticals or strengthen regions
- Cross-selling potential and improved customer offering

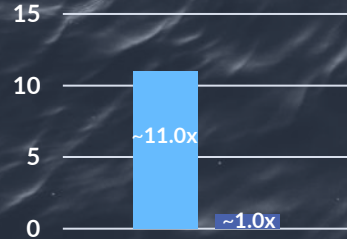


**M&A and tech
development**
Strengthen bioconvergence
position

SUCCESSFUL INTEGRATION OF ACQUIRED COMPANIES



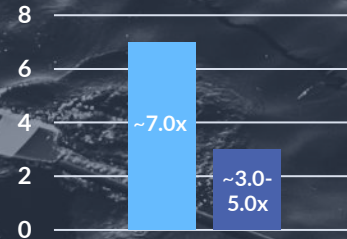
EV/sales multiples
(in 29 months)



- €5 MM in transaction value – 60% in shares / 40% in cash
- Part of the bioprinting and drug development screening process
- Cross-sales opportunities and increased customer value with CELLINK



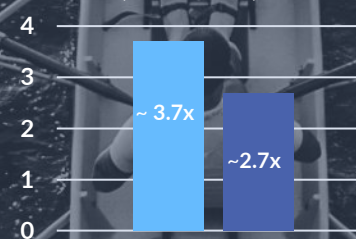
EV/sales multiples
(in 19 months)



- ~€30 MM in transaction value – 60% in shares / 40% in cash
- ~40% EBITDA margin
- Strengthen position in research workflow and with big pharma (~90% of customer base)
- Cross-sales opportunities with CELLINK and Dispendix



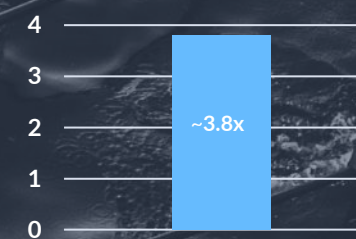
EV/sales multiples
(in 7 months)



- ~€80 MM in transaction value – 50% / 50% in shares/cash
- ~25% EBITDA margin
- Strengthen position in single-cell handling
- Creating a low volume dispensing powerhouse with Dispendix and a dominant player in single-cell dispensing with CYTENA



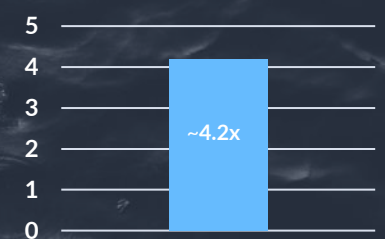
EV/sales multiples



- ~€70 MM in transaction value – 40% / 60% in shares/cash
- ~12% EBITDA margin
- Strengthen position in automation and diagnostics
- Creating an automation and low-volume dispensing powerhouse with SCIENION and Business area Bioprinting



EV/sales multiples



- ~MUSD 72 in transaction value – 20% / 80% in shares/cash
- ~22% EBITDA margin
- Strengthen position in tissue focusing on advanced in-vitro technology for clinical and pre-clinical studies offering in-vitro human tissue model innovation, cell isolation and cell culture
- Creating synergies in Business area Bioprinting

At acquisition
Post acquisition (per May 2021)



FOCUS 2021

Deliver on our
financial targets.

Continue our active and
customer centric M&A
agenda.

Identify cost efficiency
synergies in the Group.

INTRODUCTION TO BIOSCIENCES



Dr. Jonas Schöndube
Business Area Manager
Biosciences

INTRODUCTION TO BIOSCIENCES

Dr. Jonas Schöndube
Business Area Manager

BUSINESS AREA BIOSCIENCES



Market segments

Cell Line Development,
Live-cell imaging, Single-Cell Omics,
Liquid Handling

Customer base

Biopharma & Biotech companies,
research organizations

Main competitors

Berkeley Lights; BeckmanCoulter,
Sartorius; Becton,
Dickinson and Company (BD)

TAM

\$11.11Bn with expected
growth of 13% p.a.

Product offering

UP.SIGHT, C.SIGHT, F.SIGHT, C.BIRD,
CELLCYTE X, I.DOT, C.WASH

Sales model

Instruments, consumables
and services

Market position

>15 of the top 25 pharma companies are using CELLINK products to develop cell lines.
In the other segments we are fast growing challengers

MAJOR TRENDS – MARKET DRIVERS

1

Biosimilars/bio-betters

More and more companies develop biopharmaceutical drugs, because many blockbusters fell off the patent cliff. Cell line development is becoming mainstream.

2

Cell and Gene Therapy

Revolutionary therapeutic approaches are looking for the right manufacturing technologies.

3

Software/Automation

More value by software on existing hardware. The pandemic has broken the barrier of hesitation for many customers to adopt automation.

4

Single-cell multi omics

Most cell analysis is or will be single-cell analysis in the near future. We provide the tools.



Customers

Best customer care,
design, quality
and supply chain in
the industry

APPLICATION AREAS AND OFFERING

Cell line development

Liquid handling

Live-cell imaging

Single-cell omics



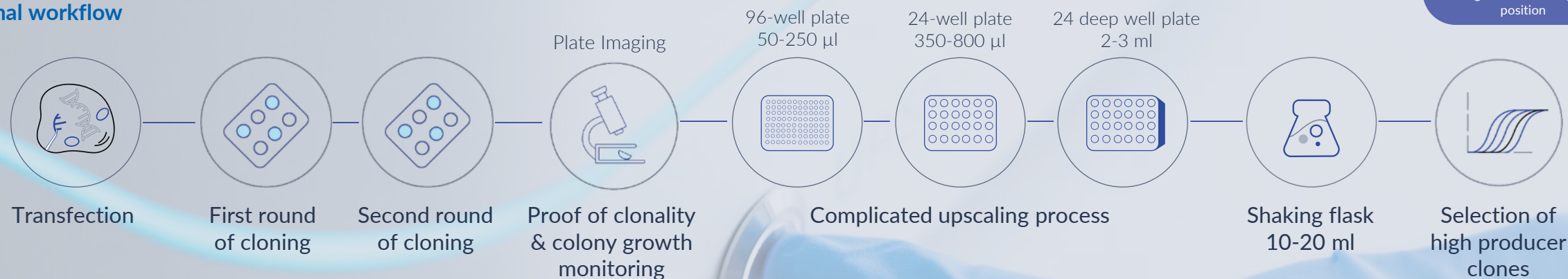


**M&A and tech
development**

Strengthen bioconvergence
position

CELL LINE DEVELOPMENT

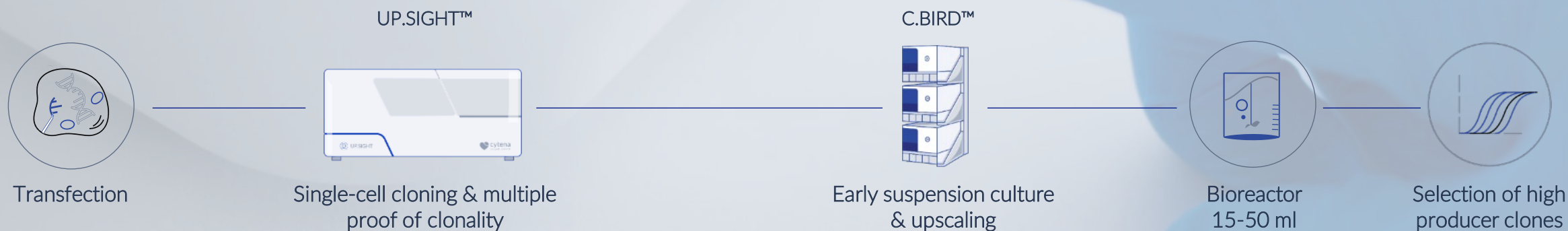
Traditional workflow



up to 13 weeks time saving

99.99% assured clonality and increased throughput

UP.SIGHT workflow

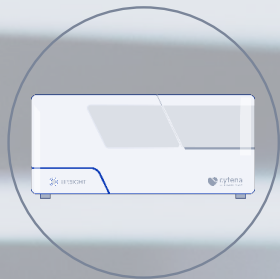




**M&A and tech
development**
Strengthen bioconvergence
position

SINGLE-CELL OR COVID-19 SEQUENCING WORKFLOWS

f.sight™/UP.SIGHT™



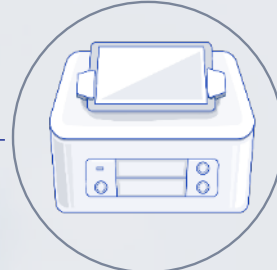
Single-cell
isolation

seqWell



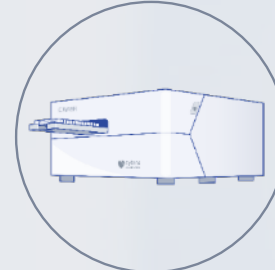
Reagents

I-DOT™



Liquid
handling

C.WASH



DNA purification

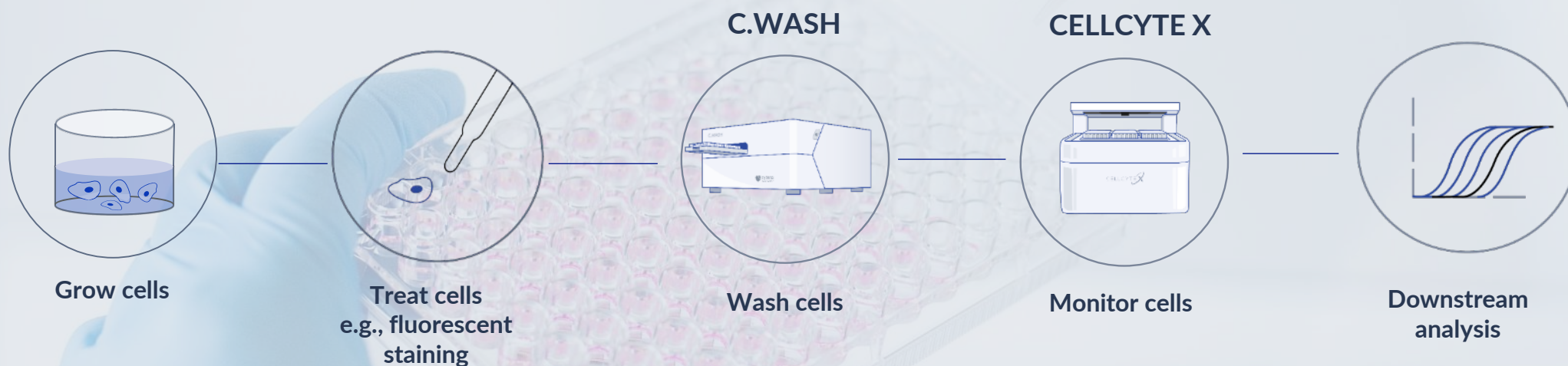
ATCGGCA
TTTGGCC
CGCATCG
GACTACG

Sequencing and
data analysis

Option for single-cell
customers

NGS library preparation

HIGH-CONTENT SCREENING WITH CELL-BASED ASSAYS



FOCUS 2021

1

Accelerate revenue growth, especially for consumables and reagents.

Whilst keeping profitability positive.

2

Applications and Workflows

- Cell line development
- Single-cell multi-omics
- High content screening

3

Software development

- The CELLINK Biosciences SW team is growing heavily.
- Software products will be a main value driver in the future.

A faint, light blue background image of a bioprinter. The machine has a transparent front panel, revealing internal components like nozzles and a platform. To the right of the main body is a control panel with a screen and buttons.

CELLINK DIGITAL CAPITAL MARKETS DAY

5:00

NEXT SESSION:
INTRODUCTION TO BIOPRINTING

BREAK

NEXT SESSION: BIOPRINTING

INTRODUCTION TO BIOPRINTING



Artur Aira

Business Area Manager Bioprinting



Cecilia Edebo

Managing Director
CELLINK Bioprinting

INTRODUCTION TO BIOPRINTING

Artur Aira, Business Area Manager
and Cecilia Edebo, Managing Director
CELLINK Bioprinting



reddot winner 2021



GOLD
AWARD
2021

BUSINESS AREA BIOPRINTING



Market segments

Research: regenerative medicine,
3D cell culture, drug research

Clinical/medical: blood vessels,
bone, cartilage, skin, pills,
tissue, implants/prosthetics,
Skin applications, microfluidics

Consumer product testing

Market position

Market leading position

Customer base

Pharmaceutical-, cosmetics- and
industrial food companies,
med tech industry, academia and
research organizations

Main competitors

Corning
Thermo Fisher Scientific
Sigma-Aldrich
Episkin
Greiner Bio-One

Product offering

Light based bioprinting
Laser based bioprinting
Extrusion based bioprinting
Tissue models
Bioinks

TAM

The 3D printing market is
expected to reach
between \$1.4-4Bn by
2024 with a CAGR of 20-
35% annually

Sales model

Instruments
Consumables
Services

MAJOR TRENDS – MARKET DRIVERS

1

3D Bioprinting

2

Tissue Models

3

Microfluidics

4

Personalized Medicine



Customers

Best customer care,
design, quality
and supply chain in
the industry

APPLICATION AREAS AND OFFERING

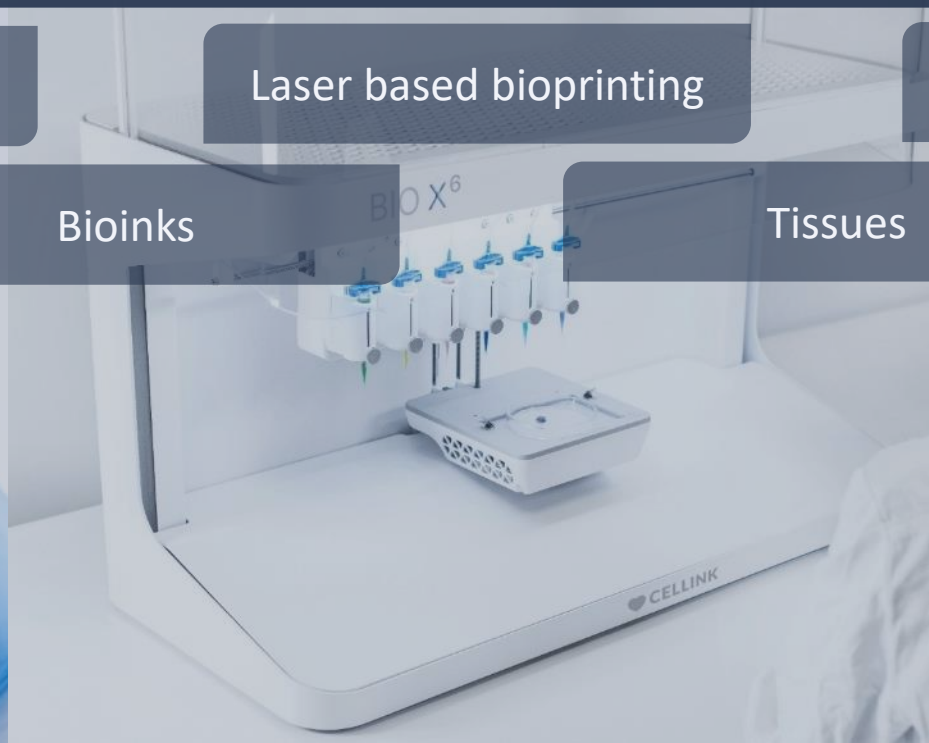
Light based bioprinting

Laser based bioprinting

Extrusion based
bioprinting

Bioinks

Tissues



Long-term 3D bioprinting market potential

The cell culture market is expected to reach \$33Bn by 2025 with a CAGR +11.8% annually.

The 3D printing market is expected to reach between \$1.4-4bn by 2024 with a CAGR of 20-35% annually.

Bioprinting today
Including extrusion, ink jet, light based, etc.

Scaffold-free

Scaffold-based

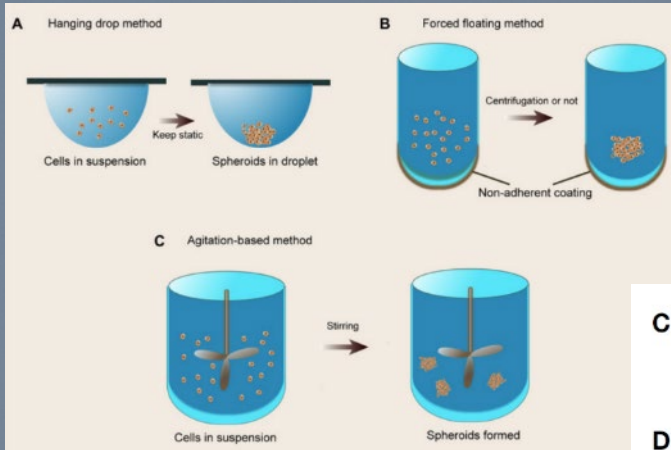
Traditional 2D Cell Culture

3D Cell Culture

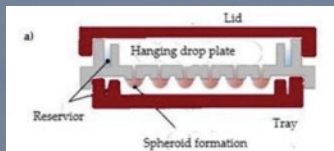
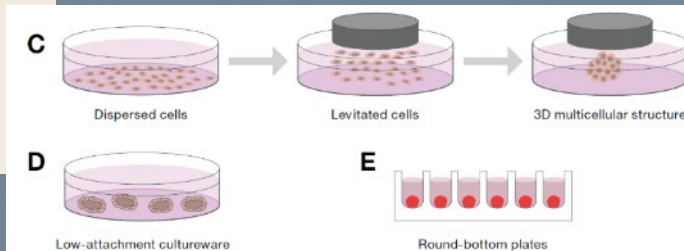
Cell culture

3D Cell Culture

Scaffold-free Methods

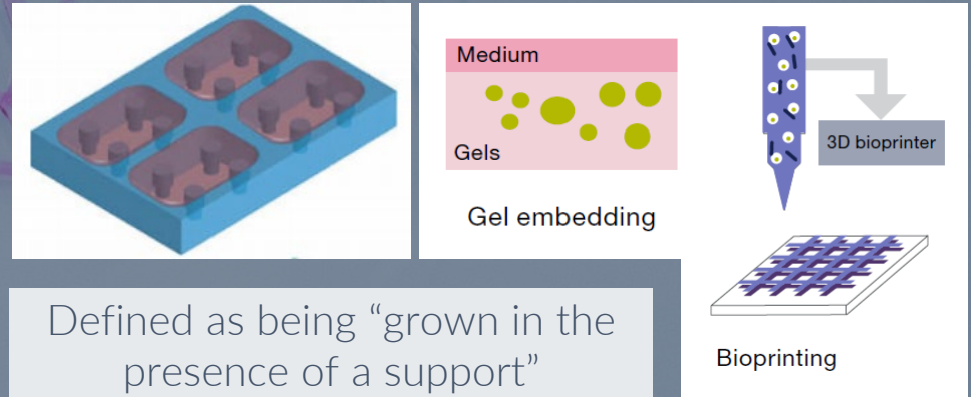


Primarily **spheroids** and **organoids** cultured in media.



Mainstream Biology 3D Cell Culture primarily uses these methods today.

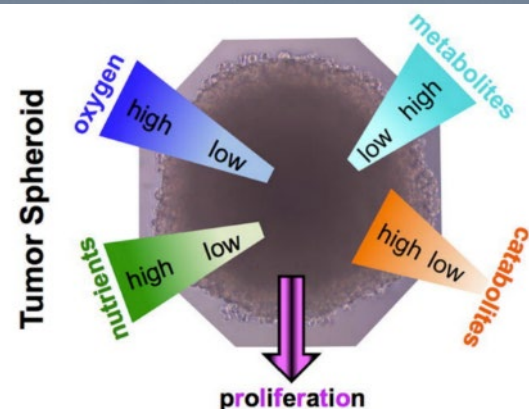
Scaffold-based methods



Defined as being “grown in the presence of a support”

Could be simple like **ECM** or **TME** scaffolding (gel) around a simple spheroid or organoid.

Or scaffolding could also be used to support complicated builds like mini-organs, tissue, etc. replicating the **architecture**, **function**, or **topography** of the **in vivo** environment.





**M&A and tech
development**
Strengthen bioconvergence
position

The evolution of 3D bioprinting

Our Customers

Organs for
implant



To scale organs

Mini-organs

Tissues

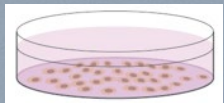


Scaffold-free
3D Techniques



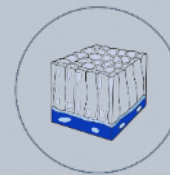
Scaffold-based
methods

“The Biologist”



Traditional monolayer
2D cell culture

 **MatTek**
A CELLINK COMPANY



 **CELLINK**
LIFE SCIENCES



THE INCREASE IN TISSUE MODEL TESTING



REDUCTION IN ANIMAL TESTING

FASTER DRUG DEVELOPMENT PROCESS

SUPERIOR MODELS OF HUMAN TISSUE

OPPORTUNITIES WITH IN-VITRO TOXICOLOGY
MARKET TISSUE MODELS IN 3D BIOPRINTING

DEVELOPING THE RIGHT THERAPY FOR THE
RIGHT DISEASE FOR THE RIGHT INDIVIDUAL



Sustainability
Develop a sustainability
agenda

U.S. representatives have introduced bipartisan legislation to modernize testing standards, end mandatory animal testing, and lower drug prices

“This reform would allow the use of the nonclinical test methods most likely to predict how a drug will react in humans, including state of the art nonclinical models based on human biology,” said Gerry R. Boss, M.D., board member of the Center for a Humane Economy and a long-time researcher in drug development. “It will ultimately streamline drug development, spur innovation, and move drug development forward, benefiting both patients and industry.”

Buchanan, Luria, Mace, Sherrill, and Boyle Introduce FDA Modernization Act to End Mandatory Animal Testing, Lower Drug Prices

April 20, 2021

Legislation Aims to Get Safer Drugs to Patients More Quickly, Embracing Innovation and Shedding Costly, Cruel, Non-Predictive Animal Tests to Revamp FDA New Drug Testing Protocols That Will Reduce Animal Testing and Enable Use of Most Scientifically Advanced Methods

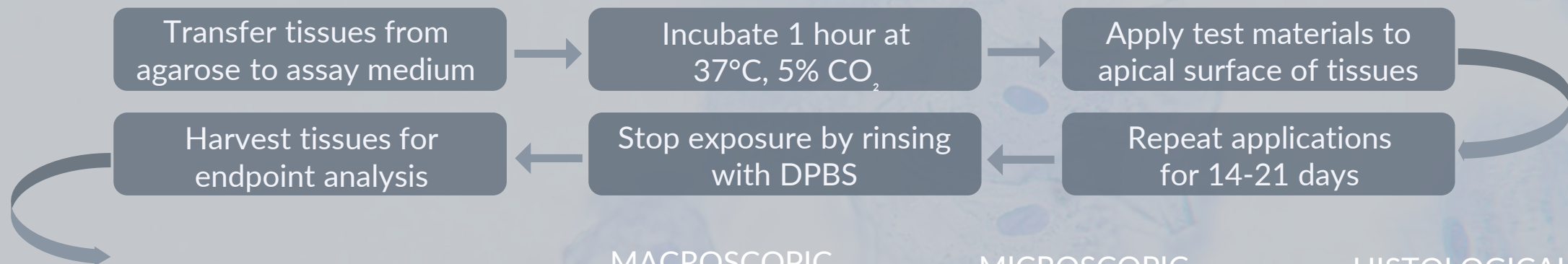


The FDA Modernization Act would lift requirements for animal testing for any new drug development and enable FDA to require the most effective testing methods, regardless of whether animals are used

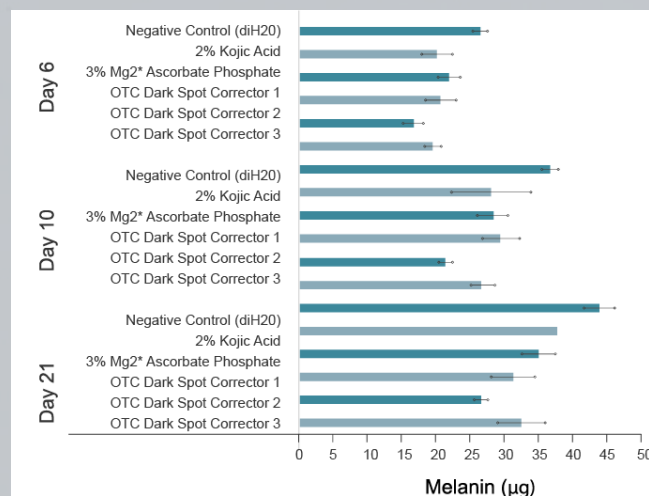
The FDA Modernization Act would lift requirements for animal testing for any new drug development and enable FDA to require the most effective testing methods, regardless of whether animals are used.



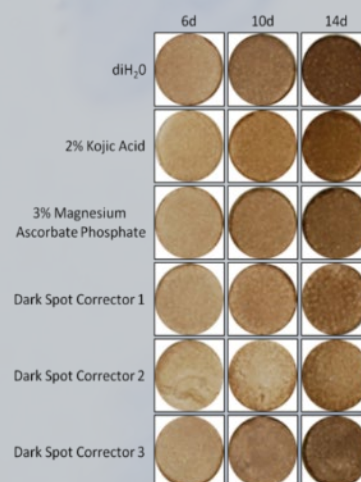
MatTek – MelanoDerm – Skin Lightening



MELANIN QUANTITATION



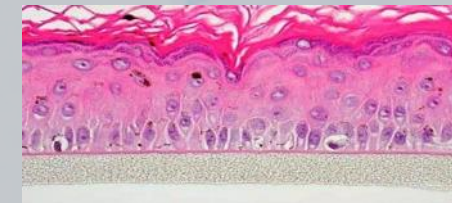
MACROSCOPIC ANALYSIS



MICROSCOPIC MELANOCYTE ANALYSIS



HISTOLOGICAL ANALYSIS



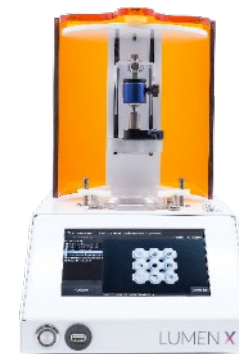
THE BIOPRINTING ASSORTMENT



BIOINK



BIO X™



LUMEN X™



INKREDIBLE™



BIO X6™



HOLOGRAPH X™



red dot winner 2021





Sustainability
Develop a sustainability
agenda



**M&A and tech
development**
Strengthen bioconvergence
position

FOCUS 2021

1

Continue with strategic acquisitions and capitalizing on the synergies in the group. Focus on technologies that fill gaps in our product offering as well as broaden our portfolio for reagents and consumables.

2

Continue our mission to contribute to decrease of animal testing by providing market leading solutions.

3

Explore the commercial opportunities in; personalized medicine, microfluidics, vascularization and the re-generation of organs.

BIO X⁶



CELLINK
LIFE SCIENCES

THE BIOMDX SERIES



Dr. Héctor Martínez
CTO, CELLINK



Cecilia Edebo
Managing Director
CELLINK Bioprinting

THE BIO MDX SERIES

Dr. Héctor Martínez, CTO, CELLINK
Cecilia Edebo, Managing Director CELLINK Bioprinting



**M&A and tech
development**
Strengthen bioconvergence
position

Ushering in a new era of bioprinting

THE BIO MDX SERIES



High
throughput
Bioprinting



Precise control at
multi-scale resolution
from single-cell to spheroid to
bulk tissue



Unique modular
technology
capabilities



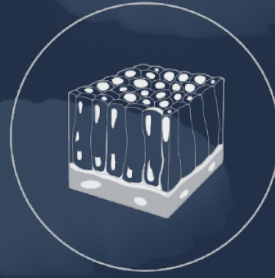
**M&A and tech
development**
Strengthen bioconvergence
position

Strength across KEY APPLICATION AREAS

3D Cell-based assays
for high throughput
drug screening



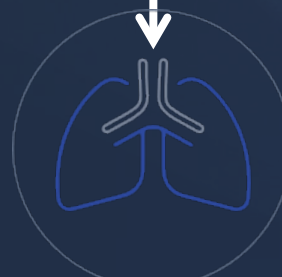
Tissue engineering



Cosmetic &
wound healing



**Superior insights
for drug discovery**



Personalized implants



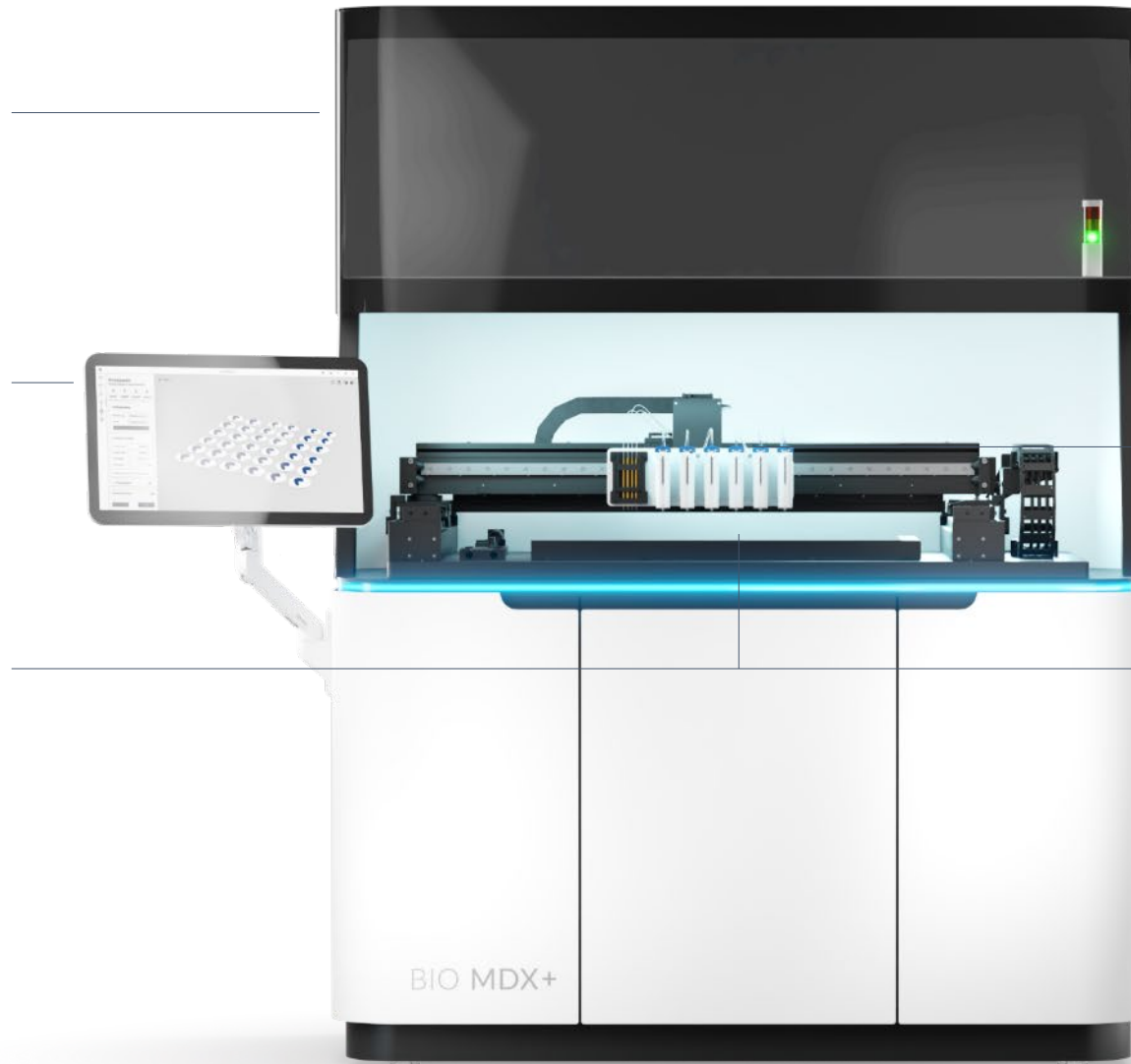
**Reduced dependency on
animal models**



Total climate control
for utmost sterility

Onboard intuitive &
powerful software

High throughput
with capacity for up to
27 microplates



Multi-channel bioprinting

Max build volume:
82.5x36x15 cm

BIO MDX+



Compatible with single cell &
spheroid printing

Modular technology

- Up to 6 Modular Printheads
- Up to 2 Bulk Liquid Dispensers
- Up to 2 sciDROP NANO Dispensers
- Up to 2 sciDROP PICO Dispensers

Dynamic printhead
temperature range:
0°C to 350°C

Dynamic printbed
temperature range:
-10°C to 80°C



**M&A and tech
development**
Strengthen bioconvergence
position

FEATURED WORKFLOW

The end-to-end solution for batch biofabrication of personalized medical devices

Load cells in cartridges and
initiate human
tissue bioprinting protocol



Automated
bioprinting at
high-throughput



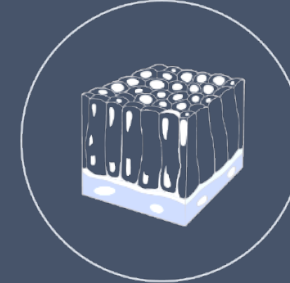
Stimulate tissue
development with
growth factors



Tissue
stabilization &
Quality Assurance



Tissue maturation
& non-destructive
analysis



Personalized
implant ready



Batch production of personalized implants under environmental control and GMP system

HOW WE WORK AND INTERACT WITH OUR ENGAGED CUSTOMERS AND PARTNERS



Dr. Itedale Namro Redwan
CSO Bioprinting



Mariana Andrade
Head of Customer success

HOW WE WORK AND INTERACT WITH OUR ENGAGED CUSTOMERS AND PARTNERS

Itedale Namro Redwan, CSO Bioprinting and
Mariana Andrade, Head of Customer success



Customers

Best customer care,
design, quality
and supply chain in
the industry



STRATEGIC
FOCUS AREAS 2021



Customers

Best customer care,
design, quality
and supply chain in
the industry

AstraZeneca 

STRATEGIC
FOCUS AREAS 2021



Customers

Best customer care,
design, quality
and supply chain in
the industry



MERCK

CUSTOMER SPOTLIGHTS

Learn how scientists are advancing discovery
with help from our products and solutions

More
customer spotlights on
[www.cellink.com/
customer-spotlights](http://www.cellink.com/customer-spotlights)

Breaking Barriers: Printing Vascularized Skin

By using the CELLINK BIO X, researchers at RPI have made significant
strides to developing bioprinted skin that can be fully integrated into
patients.

[READ MORE](#)[▶ PLAY VIDEO](#)

RIT researchers develop bioinks
using CELLINK BIO X to promote

INTRODUCTION TO INDUSTRIAL SOLUTIONS



Dr. Holger Eickhoff
Business Area Manager
Industrial Solutions

INTRODUCTION TO INDUSTRIAL SOLUTIONS

Dr. Holger Eickhoff
Business Area Manager

BUSINESS AREA INDUSTRIAL SOLUTIONS

scienion
A CELLINK COMPANY

cellenion
A CELLINK COMPANY


GINOLIS
A CELLINK COMPANY

Market segments

Diagnostics, Biosensors,
Single-Cell Omics and Liquid Handling

Sales model

Instruments, consumables, services
and contract manufacturing

Main competitors

Tecan, ATS, HP, Sanmina, Nordson,
10xGenomics, Nanocollect

TAM

Diagnostics & Biosensors: **\$40Bn**
Single Cell Analysis **\$2.1Bn**
CAGR **10% / 17.2% p.a**

Product offering

sciFLEXARRAYER S3-S100, LFDA 1-8, Pixie,
Cecilia-L Dispenser, Ginger Software,
cellenONE, cellenONE FL, cellenCHIP,
proteoCHIP, sciREADERs, Contract
Manufacturing,

Customer base

Diagnostics companies,
Bioprocessing companies,
Pharma companies and
Research organizations and Academic
Institutions

Market position

>15 of the top 25 diagnostics companies are using CELLINK products to manufacture diagnostics.
Precision dispensing market leader. We are a very fast mover in single cell genomics and proteomics.

MAJOR TRENDS – MARKET DRIVERS

1

Molecular Diagnostics & Wearables

Disease management with personalized diagnostics is growing. Same is true for precision farming in agbio. The number of tests and platforms is growing, which we support with instrumentation, services and contract manufacturing.

2

Precision medicine

Most cell analysis is or will be single-cell analysis in the near future. We provide instruments, consumables and contract services for our customers.

3

COVID Testing

More and more companies launch COVID tests. Our offering is compatible with testing formats for Antigen and NAT / PCR Testing. We are manufacturing partner for several technologies.

4

Software/Automation

The pandemic has broken the barrier of hesitation for many customers to adopt automation, so that new work regimes will increase the demand for automated workflows in the lab.



Customers
Best customer care,
design, quality
and supply chain in
the industry

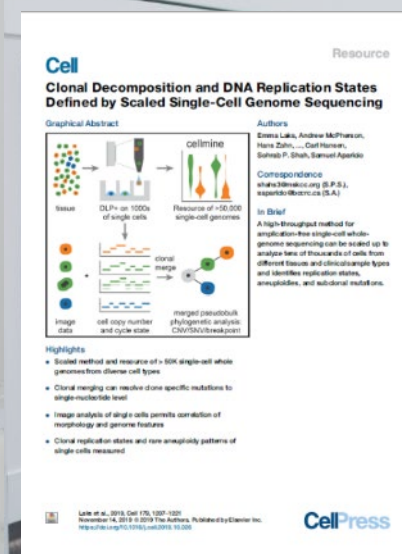
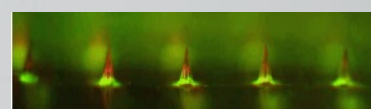
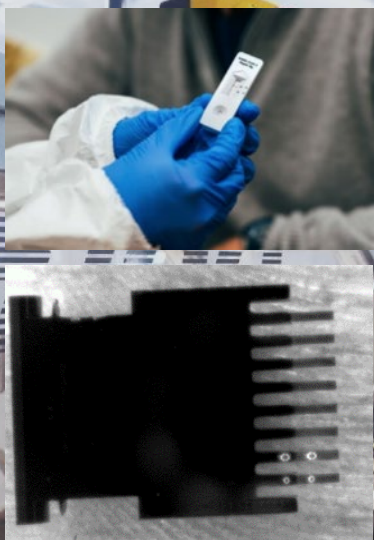
APPLICATION AREAS AND OFFERING

Diagnostics

Sensors /Wearables

Medical Devices
Drug Delivery

Single Cell Omics



Next-Generation Technology for Low Volume Precision Dispensing

SCIENION is the only company capable of dispensing both biological reagents and viable single cells at an industrial scale

Core Technology

Precision Dispensing in pL to μ L Range

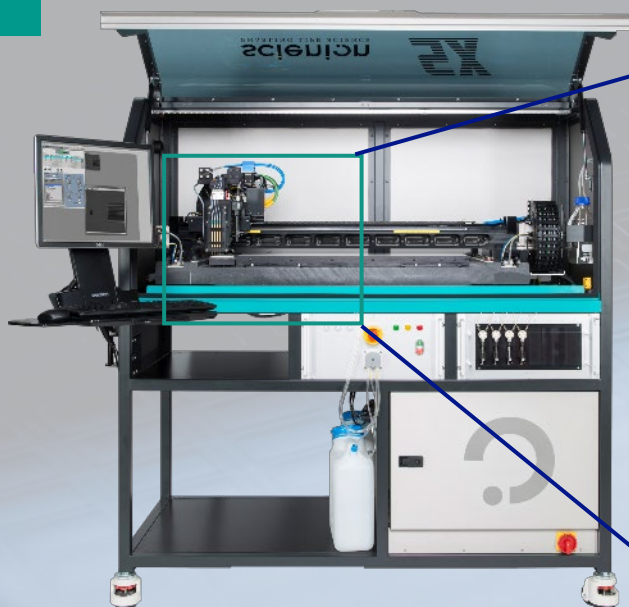
Single Cell Isolation and Handling

sciDROPO NANO

sciDROPO PICO

Nanoliter to microliter dispensing in bulk or aspirate/dispense mode

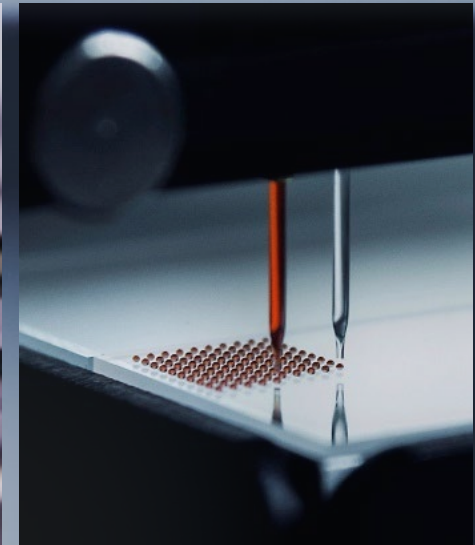
High precision droplet dispensing in the pico- to nanoliter range



A SCALEABLE APPROACH TO NEXT GENERATION OF DIAGNOSTICS

ADVANCED AUTOMATION

Cutting-edge robotics
and automated solutions
for manufacturing of
diagnostic devices
including lateral flow
and microfluidics



LATERAL FLOW DEVICE MANUFACTURING

We provide production automation solutions for lateral flow device manufacturing using only very limited amounts of precious bioreagents. Our standard modules give you the flexibility to make a wide range of products with a single automation line, without compromising quality and taking a minimal footprint in your production facilities.

Ginolis Lateral flow device assembly (LFDA) is a standard system for the assembly and packaging of rapid tests

Flexible

Assemble different test variants and products on same line

Intelligent

Vision guided robot operation and quality control provide high quality assurance

Modular

Integrate additional cells for multiple strips, RFID tags, printing, labeling, ultrasonic welding and cap assembly



MEDICAL DEVICE MANUFACTURING THROUGH HIGH QUALITY AUTOMATION

Specialized in modular desktop solutions for the automated production and processing of micro components and medical device products.



Surface Treatment
(Plasma, spray coating, UV curing)

Dispensing
(Array printing, membrane striping)

Testing
(Leak, occlusion, functional)

Marking
(Printing, labelling, laser)

Cutting
(Die, rotary)

Drying
(Climate chamber, vacuum chamber)

Bonding
(Laser & ultrasonic welding, gluing, heat sealing)

Assembly
(Feeders, bulk feeders, cutters, grippers)

Packaging
(Pouching, kitting)

Quality & Process Control
(Machine vision, SPC, testing)

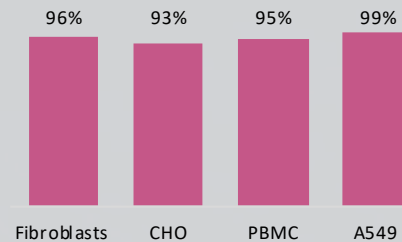
Core Technology: cellenONE

cellenONE allows high-throughput, automated dispensing of individual cells from cell suspensions onto any substrate

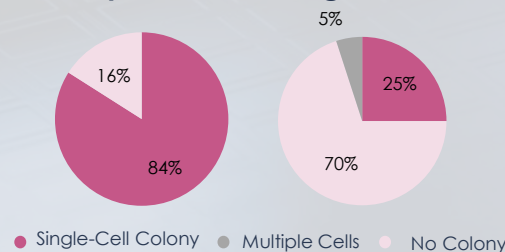
Benefits

- **Real-time, high accuracy single cell isolation and dispensing**
- Gentle acoustic wave for droplet generation
 - **Outstanding cell viability** for cloning
 - **Maintains protein expression** for sequencing
- **High recovery processing**
 - Wide range of samples: **rare cells** from minute cell suspensions containing just a couple of microliters and a few dozen cells to much larger samples containing thousands of cells
- **High resolution optical isolation**
 - Wide range of particles (including smaller than $< 5\mu\text{m}$), from **bacteria** to **nuclei** to **microbeads** to large mammalian cells

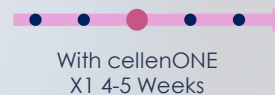
Single Cell Accuracy



Growing single cell colonies compared to limiting dilutions



Rapid Cell Line Development



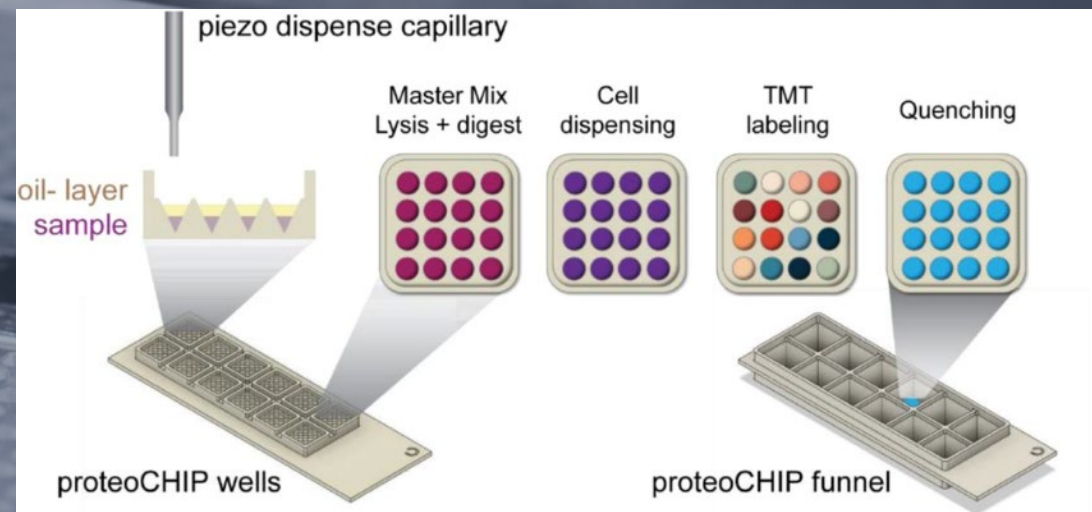
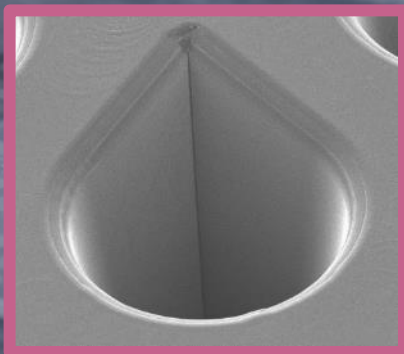
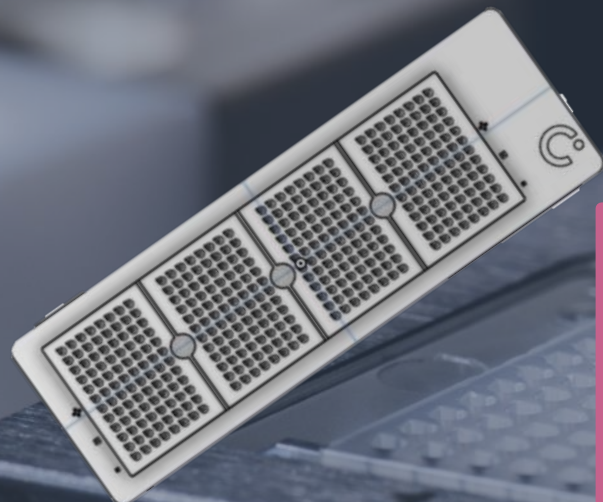
Technical Specifications

Dispensing technology	Acoustic dispensing
Droplet volume	Typically 350pL - 480pL
Single Cell Accuracy	Up to 100%
Frequency	One plate (96 single cells) in 4 min
Capillary material	Borosilicate glass
Dimensions	1300x700x1590 mm
Weight	205kg
Additional commentary	Dead volume: Down to 0 μL Cell imaging: HD camera



cellenCHIP

A consumable to miniaturize and automate our customers' single cell sample preparation



Offer full solutions to our customers (system + consumables + reagents) for single cell genomics AND single cell proteomics

Fast market access: Allows miniaturization of existing microplate-based protocols

Enable development of tomorrow's leading single cell (multi)omics protocols including a picture of each cell deposited



**M&A and tech
development**
Strengthen bioconvergence
position

BIOCONVERGENCE IN INDUSTRIAL SOLUTIONS

1. POC/LATERAL FLOWS

Increased life expectancy, increased frequency of chronic disease e.g., cancer, heart disease and diabetes will rise Global health expenditure expected to \$10T by 2022.

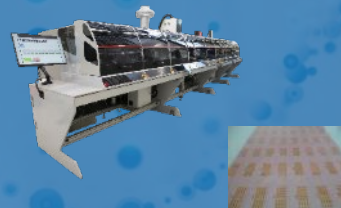
Around 50% of the population in the US are considered chronically ill and these patients account for about 85% of the total expenditure on healthcare services.



Ginolis and SCIENION are active in the Diabetes testing and insulin delivery markets. Using our picoliter/nanoliter pumps we enable the development of combined measuring/dosing devices.

Early and efficient medical intervention and diagnosis can prevent or delay most chronic diseases.

The health system pays greater attention to early, efficient intervention and preventative medicine.



Ginolis, SCIENION and CELLENION are enabling mass manufacturing of affordable diagnostics and drug delivery systems.

Technological breakthroughs, innovative genetic and digital technologies can assist in identifying and contending with the complexities inherent in chronic diseases.



We are specialists for multiparameter testing and detection technologies.

Help identify the "dormant" stage of diseases to preempt outbreak of symptoms. Health systems make the transition from a Volume Based Model to a Value Based Model.



We provide the technologies to mass manufacture the required tests to be used in everybody's life.

Technological innovation that can meet the new challenges and needs of the health system are required.



We have the technology for mass producible tools in healthcare that will play a crucial role in rolling out diagnostics and drug delivery with an affordable pricing.



**M&A and tech
development**
Strengthen bioconvergence
position

BIOCONVERGENCE IN INDUSTRIAL SOLUTIONS

2. SINGLE CELL/HIGH PRECISION GENOMICS MARKET

The genomic revolution, the dramatic decline in the cost and increased speed of DNA sequencing alongside Artificial Intelligence and Big Data are today leading to the development of advanced diagnostic technologies that are based on genomics, proteomics and clinical data.



Two of the other fields developing alongside biotechnology are that of gene therapy and synthetic biology, based on the combination of innovative technologies such as DNA sequencing, creation and writing of new genes, among others by using CRISPR technology, behavioral modeling of specific genes, and precise measurement of gene behavior.

We have entered the single cell/high precision genomics market and pioneer single cell proteomics applications using single cells, precision dispensing and automation technologies. We are working on an easy to use bioinformatics interface.

We democratize those technologies with automated workflows and solutions.



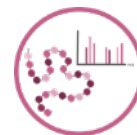
scRNA-Seq



scWG-Seq



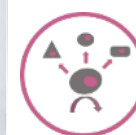
scATAC-Seq



sc-MS



mAb



Stem Cells



CRISPR/CAS9



μ-Bio



FOCUS 2021

1

Combined
SCIENION/Ginolis/
CELLENION offering for
early detection and
monitoring of diseases with
affordable diagnostics.
Offer complete solutions
for medical device
manufacturing and
drug delivery.

2

Launch the cellenCHIP
and proteoCHIP.
Enter the single cell
genomics and proteomics
markets.

3

Focus on development of
a unique cloud and
bioinformatics offering for
diagnostics and single cell
analysis.

ISO 13485 certification

Asia expansion

RECORDED PRESENTATIONS

www.cellink.com/investors



Q2-REPORT 2021 TO BE RELEASED:
AUGUST 18, 2021

FOR MEETING REQUESTS AND
INVESTOR RELATIONS RELATED INQUIRIES:
ir@cellink.com



THANK YOU!

CONTACT INFO

ERIK GATENHOLM, CEO eg@cellink.com, phone: +1 (650) 515 5566

GUSTEN DANIELSSON, CFO gd@cellink.com, phone: +1 (857) 332 2138

ISABELLE LJUNGGREN, HEAD OF COMMUNICATIONS il@cellink.com, phone: +46 708 300 890

www.cellink.com/investors

DISCLAIMER

You must read the following before continuing. The following applies to this document and the information provided in this presentation by CELLINK AB (publ) (the "Company") or any person on behalf of the Company and any other material distributed or statements made in connection with such presentation (the "Information"), and you are therefore advised to carefully read the statements below before reading, accessing or making any other use of the Information. In accessing the Information, you agree to be bound by the following terms and conditions.

The Information does not constitute or form part of, and should not be construed as, an offer of invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company or a successor entity or any existing or future subsidiary or affiliate of the Company, nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company or any of such subsidiaries or affiliates nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever. Specifically, this presentation does not constitute a "prospectus" within the meaning of the U.S. Securities Act of 1933, as amended.

The Information may not be reproduced, redistributed, published or passed on to any other person, directly or indirectly, in whole or in part, for any purpose. The Information is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident of, or located in, any locality, state, country or other jurisdiction where such distribution or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. The Information is not for publication, release or distribution in the United States, the United Kingdom, Australia, Canada or Japan, or any other jurisdiction in which the distribution or release would be unlawful.

All of the Information herein has been prepared by the Company solely for use in this presentation. The Information contained in this presentation has not been independently verified. No representation, warranty or undertaking, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the Information or the opinions contained herein. The Information contained in this presentation should be considered in the context of the circumstances prevailing at that time and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes.

This presentation may contain certain forward-looking statements and forecasts which relate to events and depend on circumstances that will occur in the future and which, by their nature, will have an impact on the Company's operations, financial position and earnings. The terms "anticipates", "assumes", "believes", "can", "could", "estimates", "expects", "forecasts", "intends", "may", "might", "plans", "should", "projects", "will", "would" or, in each case, their negative, or other variations or comparable terminology are used to identify forward-looking statements. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied in a forward-looking statement or affect the extent to which a particular projection is realised. Factors that could cause these differences include, but are not limited to, implementation of the Company's strategy and its ability to further grow, risks associated with the development and of the Company's products, ongoing research and development, the ability to commercialize the Company's products, technology changes and new products in the Company's potential market and industry, the ability to develop new products, the impact of competition, changes in general economy and industry conditions and legislative, regulatory and political factors. While the Company always intends to express its best judgment when making statements about what it believes will occur in the future, and although the Company bases these statements on assumptions that it believe to be reasonable when made, these forward-looking statements are not a guarantee of its performance, and you should not place undue reliance on such statements. Forward-looking statements are subject to many risks, uncertainties and other variable circumstances. Such risks and uncertainties may cause the statements to be inaccurate and readers are cautioned not to place undue reliance on such statements. Many of these risks are outside of the Company's control and could cause its actual results to differ materially from those it thought would occur. The forward-looking statements included in this presentation are made only as of the date hereof. The Company does not undertake, and specifically decline, any obligation to update any such statements or to publicly announce the results of any revisions to any of such statements to reflect future events or developments.