

BICO

JPM HEALTHCARE CONFERENCE 2024

—
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BICO GROUP AB

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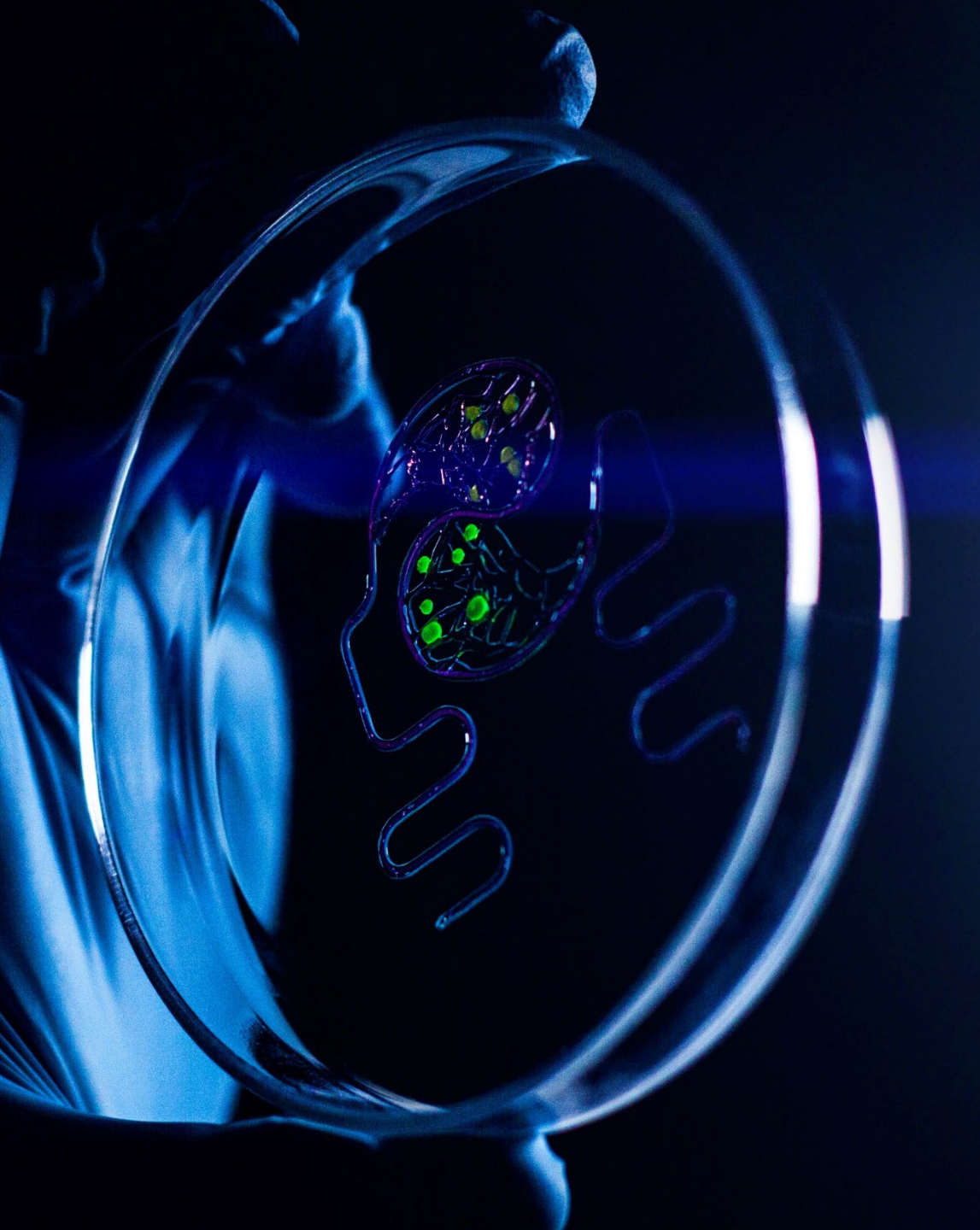


VISION AND MISSION

We create the future of life-saving treatments by aiming to reduce the organ shortage and speed up drug development by providing accessible life science solutions that combine biology and technology.

Maria Forss
CEO and President,
BICO Group AB





BICO in Figures

Founded in 2016



65+

Global Presence
No of Markets



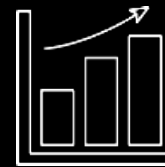
950+

Employees



14

Companies



SEK 2.2bn

Net Sales
FY 2022



32,000+

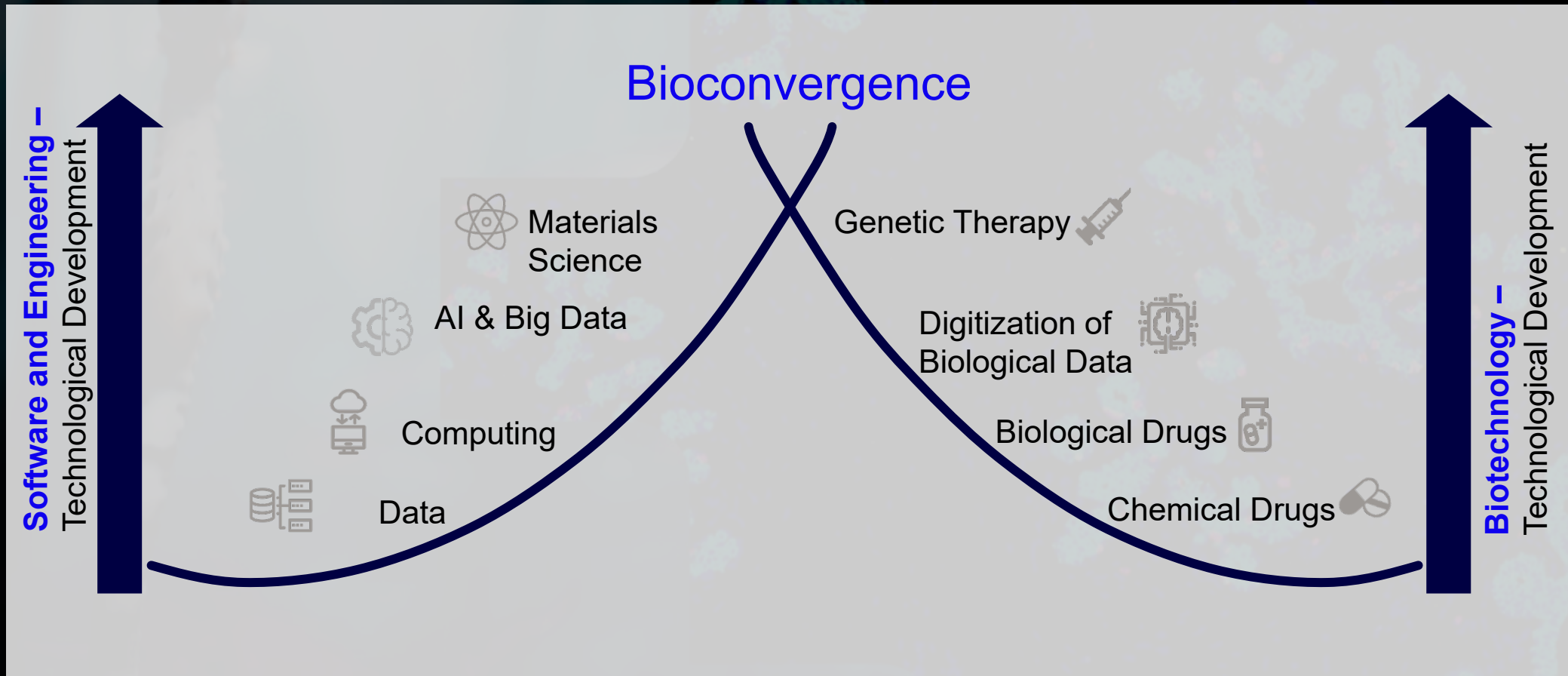
Installed
Instruments



11,000+

Publications

Powering a Healthcare Shift with Bioconvergence



BICO Enables the Bioconvergence Journey

CELLINK founded in 2016. Portfolio companies acquired between 2018-2022

Bioprinting Technologies



Single Cell Printing

Organoid/Spheroid Printing

Multi-Cell Printing

Tissue Printing

CYTENA » CELLINION »
CYTENA BPS »

SCIENION »
CELLINION »

ADVANCED BIOMATRIX » CELLINK »
ALLEGRO 3D » nano scribe
MATTEK »

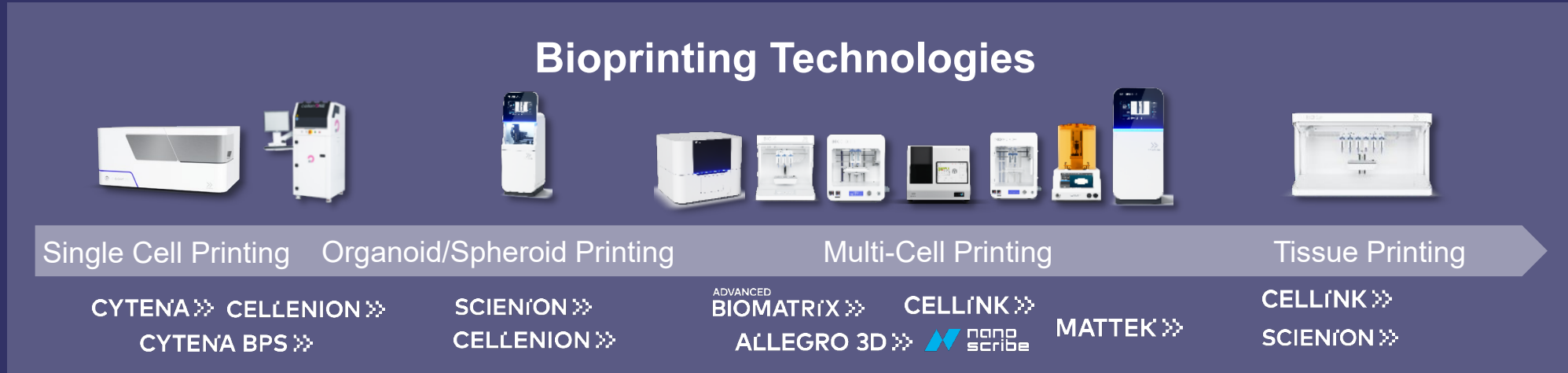
CELLINK »
SCIENION »

Technologies Enabling Life Saving Treatments

BICO Enables the Bioconvergence Journey

CELLINK founded in 2016. Portfolio companies acquired between 2018-2022

Complementary Technologies



– Laboratory Automation

– Liquid Handling

– Microscopy and Cell Analysis

BIOSERO »

SCIENTON »

ECHO »

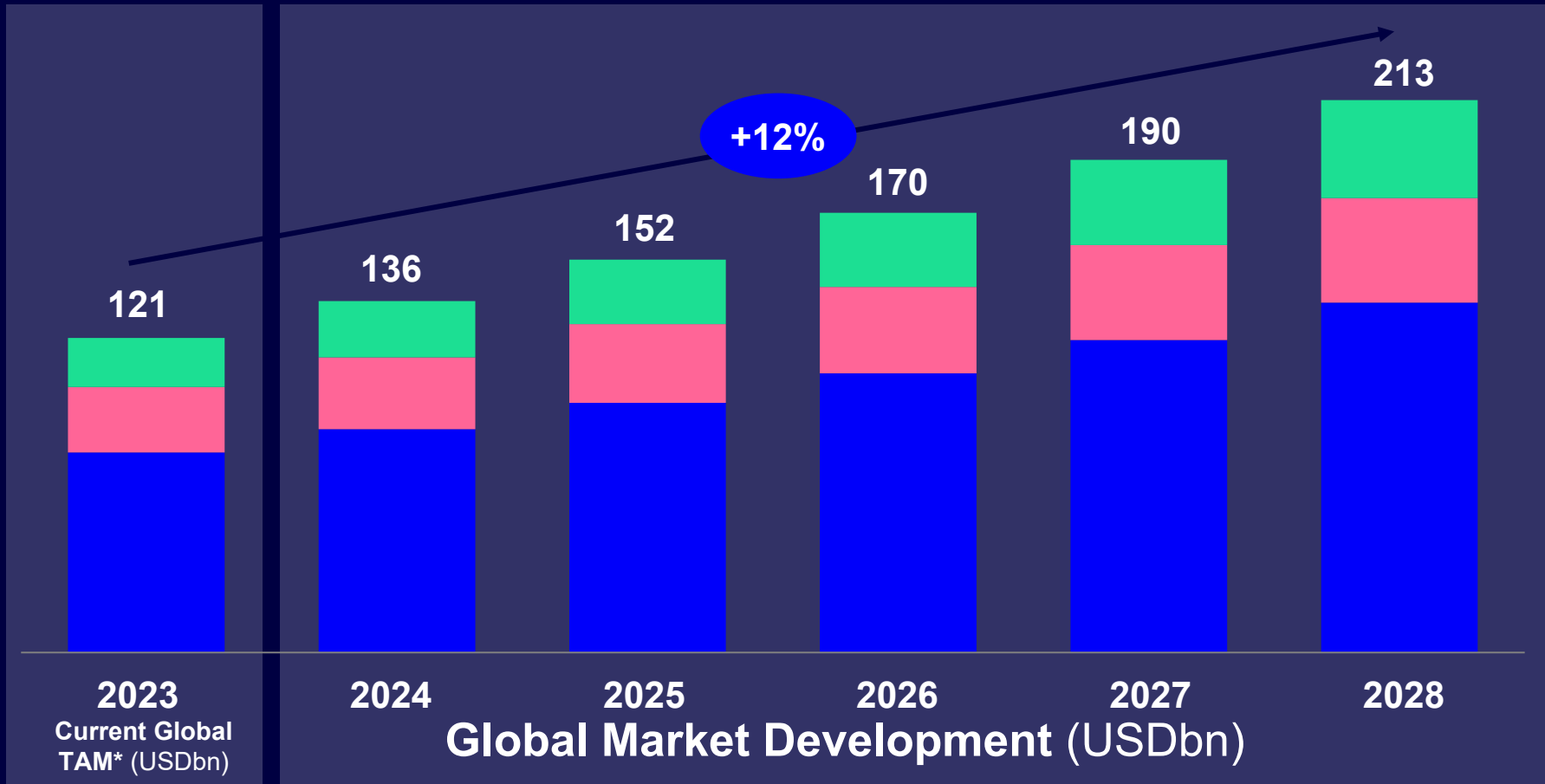
DISPENDIX »

QINSTRUMENTS »

Technologies Enabling Life Saving Treatments

Large Global TAM* Provides Good Opportunities for Growth

Estimated to USD ~121bn, Growing at ~12% CAGR



CAGR (2023-28)

+15% **Bioprinting**
TAM: USD 19bn

+10% **Bioautomation**
TAM*: USD 33bn

+12% **Biosciences**
TAM*: USD 85bn

* TAM of Biosciences and Bioautomation partially covers same markets, making the sum of individual TAMs bigger than BICO's overall TAM.

Key Trends in BICO's Markets

- Increased focus on **personalized and regenerative medicine**
- **Increasing adoption of bioprinting** in the pharmaceutical industry*

- Growing demand for **integrated and automated workflows** in laboratories
- **Higher cost and lower availability** of skilled labor

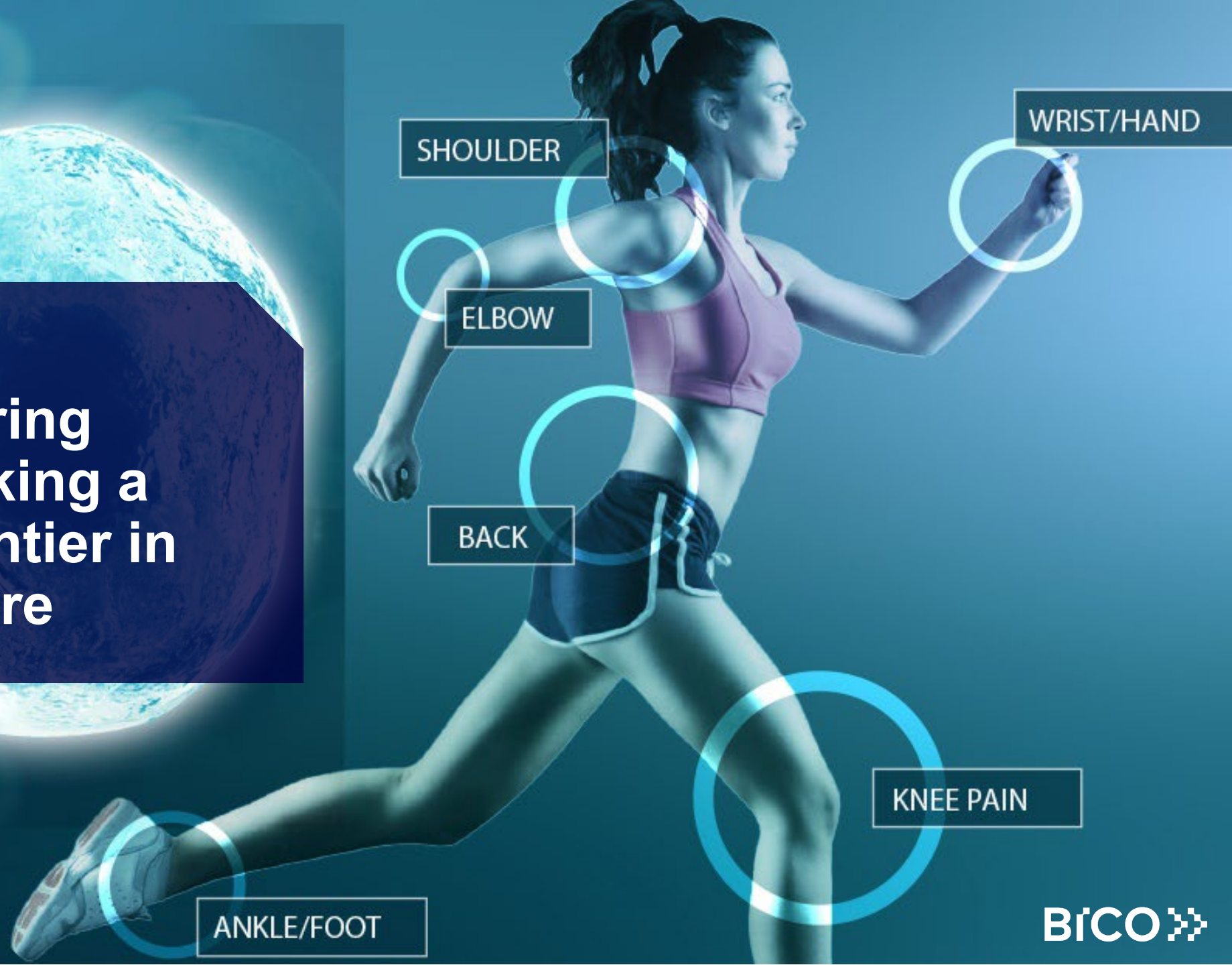
- **Growing adoption of in-vitro testing** instead of animal testing*
- Prevailing genetic disorders underscores the **need for improved early diagnostics and treatments**

* FDA modernization Act and EURL ECVAM

1

Tissue Engineering is Unlocking a New Frontier in Healthcare

▪



BICO Has a Unique Position in the Bioprinting Landscape





BICO Customer Case - Tissue Engineering: Carcinotech

Bioprinting Patient-Specific Tumor Models for Individualized Drug Testing



The Challenge

- The complex nature of cancer means that there are still only limited pathways for treatment
- Personalized medicine is a promising avenue
- Requires patient specific level of research



The Solution



Mix cells into
CELLINK
LAMININK
bioink



Bioprint
tumor
models



Culture into
patient
specific
models



Drug
efficacy
testing



The Impact



Enabling the development of physiologically relevant models



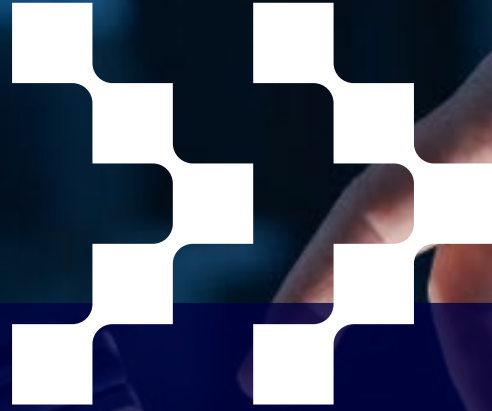
Driving forward a personalized approach in cancer treatment



Decreasing the use of animals for preclinical testing



Reducing the time to find optimal candidates for treatment therapies

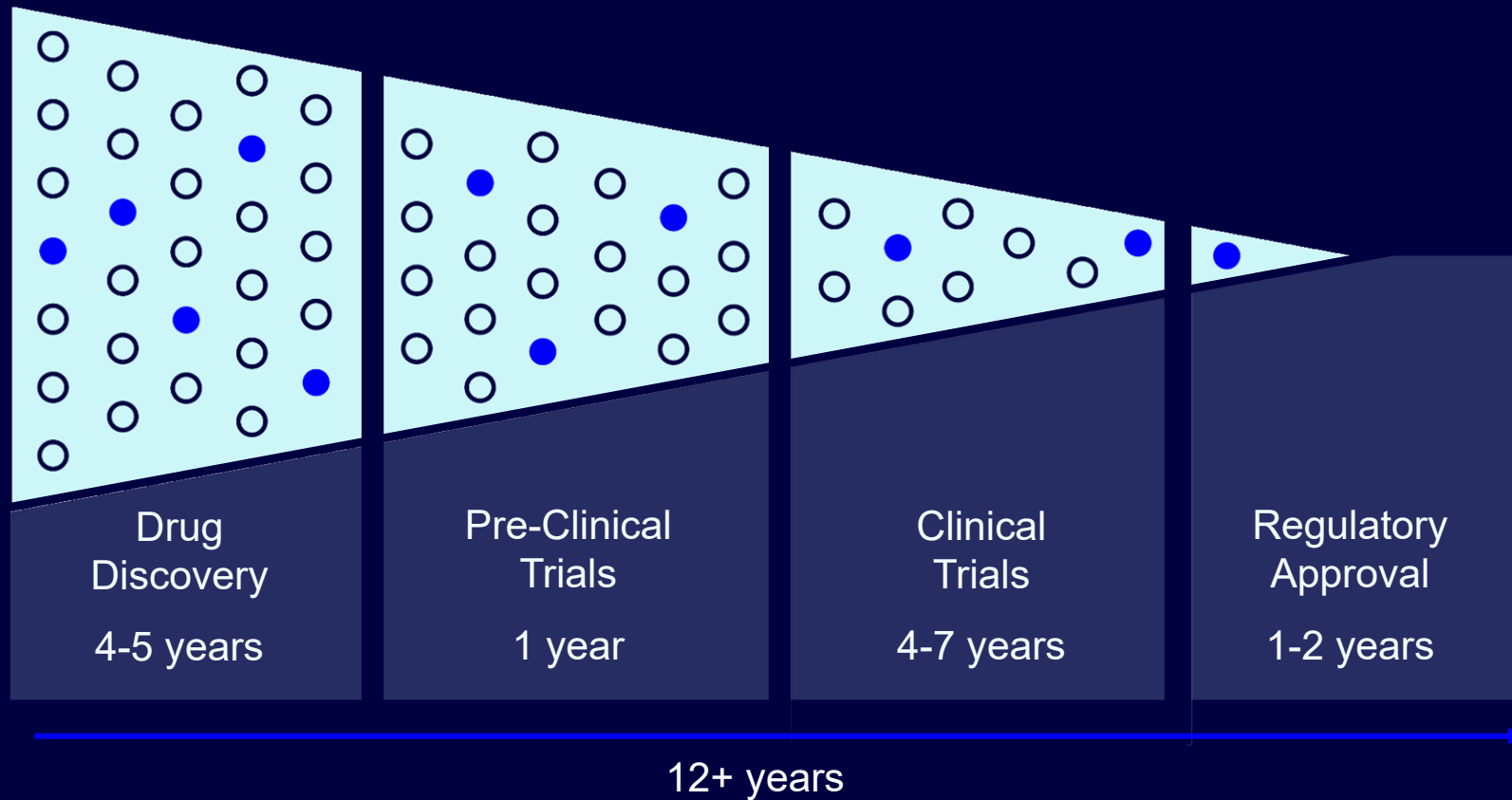


2.

**Automation Positively
Transforms Businesses
and the Lives of People**

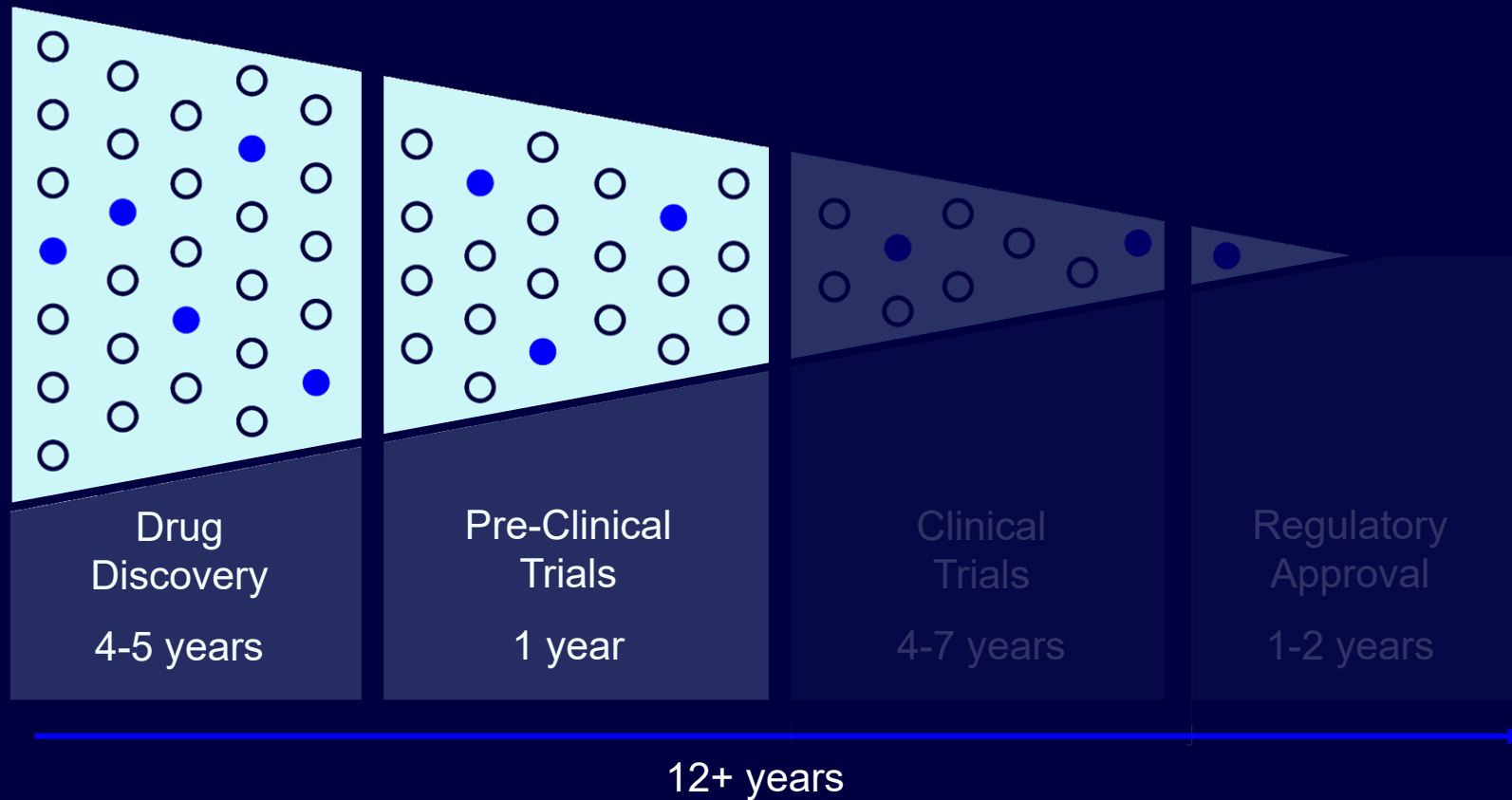
The Global Challenge

Long and costly clinical stages combined with low success rate comprise a global challenge for the drug development industry



The Global Challenge

Long and costly clinical stages combined with low success rate comprise a global challenge for the drug development industry





BICO Customer Case – Lab Automation: AstraZeneca

Improving Care for Chronic Diseases through Therapeutic Development that Depends on Laboratory Automation



The Challenge

Biopharmaceutical manufacturing processes are highly complex and require regulatory approval to safely produce a sufficient amount of drug to treat disease

Robotics and automated scale-down models are frequently used in the lab to develop these manufacturing processes

Each discrete scale-down model is currently run on islands of automation, requiring manual intervention to move or modify samples for continuing experiments and significant interpretation to construct a fully integrated manufacturing process

The Solution



Cell culture manufacturing conditions tested across numerous bioreactors



GBG-driven automation retrieves samples for purification



Samples purified to enable measurement of quality attributes



GBG-driven automation retrieves samples



Analytics measure process and product quality attributes

- **AstraZeneca leverages the Biosero Green Button Go (GBG) Orchestrator suite** to link data and material transfers from multiple islands of automation into a single orchestrated workflow. This effort enables development to proceed efficiently and contiguously even outside of business hours, allowing data and material to be generated for scientists
- **These systems are also being designed with the vision of expanding the orchestration to include Machine Learning and Artificial Intelligence** to design experiments and interpret experimental results

The Impact



Reduce downstream process and assay development by up to 75%



Increase existing equipment capacity to develop biopharmaceutical manufacturing processes by 400%



Maximize productivity of development scientists and labs by a minimum of 200%

BICO Leads the Way in Solving the Challenges in Drug Development with Speed, Accuracy, and Efficiency

Speed

- Reducing the time to find optimal candidates for treatment therapies

Accuracy

- Driving forward a personalized approach in treatment
- Enabling the development of physiologically relevant models

Efficiency

- Maximize productivity of automated laboratory equipment and scientists


BICO Technologies Enabling Life Saving Treatments



- **End to end delivery** competence
- **Leading in innovation** – unique position in the bioprinting landscape
- BICO's core markets exhibits **double-digit growth**
- Portfolio and offering – **relevant both today and tomorrow**
- **Highly competent team** – inhouse R&D and industry leading expertise
- **Prominent customers:** pharma and biotech companies, academic and research institutions, labs and hospitals
- **Solid partnerships:** e.g., Sartorius



**JOIN THE
BIO-CONVERGENCE
REVOLUTION**

The image is a composite. On the left, a seahorse is shown in a shallow, blue-tinted underwater environment. On the right, a complex, glowing blue biological structure, possibly a coral or a specialized organism, is set against a dark background. The word "Bricolage" is written in a large, white, sans-serif font across the center of the image, overlapping both the seahorse and the glowing structure.

Bricolage