

BICO

BICO CAPITAL MARKETS DAY (CMD) 2024

—
SEPTEMBER 17, 2024

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Agenda Capital Markets Day 2024

Welcome to BICO's Capital Markets Day

Jacob Thordenberg, CFO, BICO
and Anders Fogelberg, CCO, BICO

Strategy BICO 2.0

Maria Forss, President and CEO, BICO

Break (15 minutes)

New business areas and comment on financial targets

Jacob Thordenberg, CFO, BICO and
Maria Forss, President and CEO, BICO

Lab Automation Solutions with Biosero with customer spotlight on DeepCure

Ryan Bernhardt, CEO, Biosero and
Derrick Miyao, VP Molecular Foundry,
DeepCure

Break (15 minutes)

Q&A

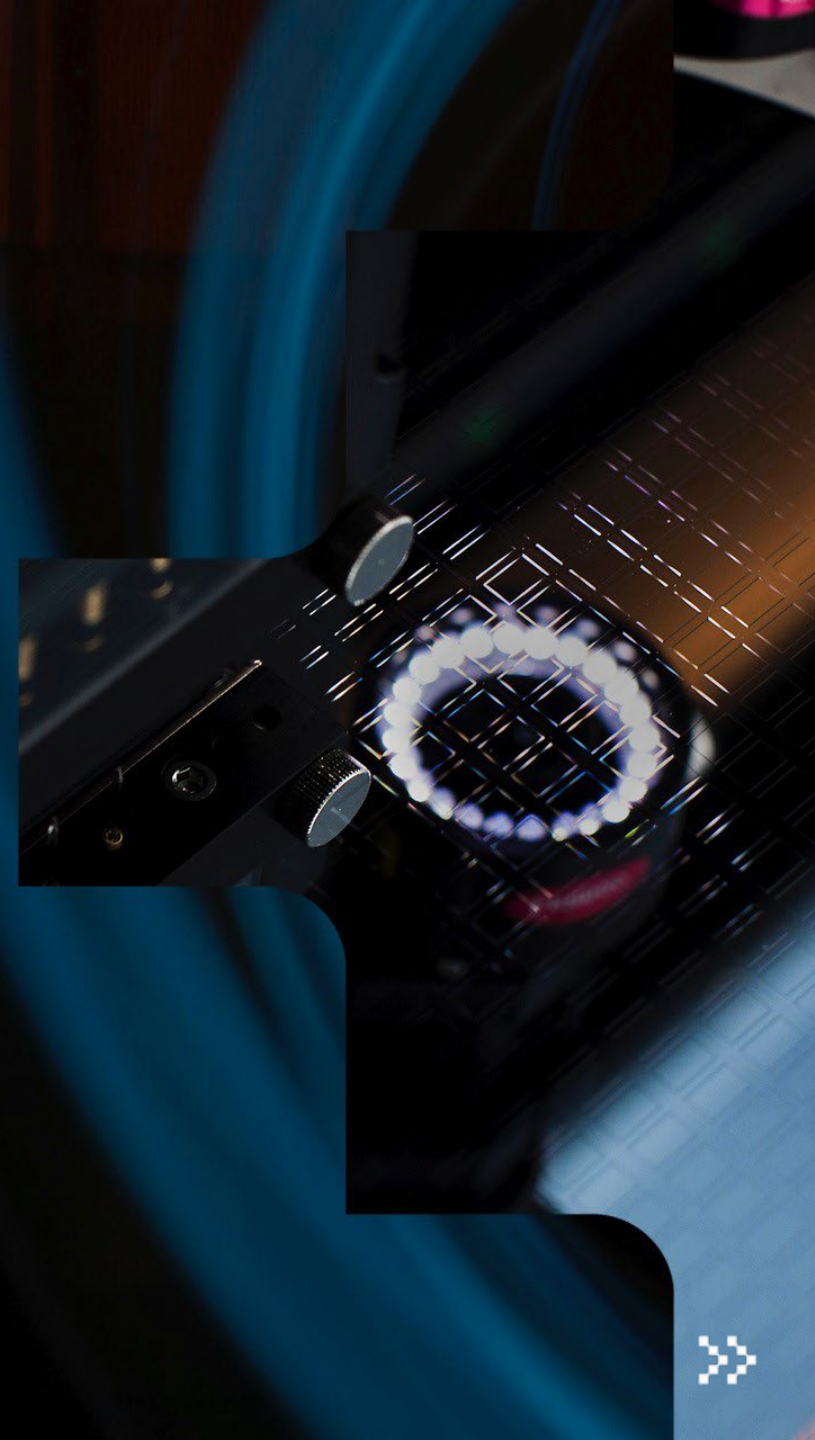
Moderated by Ulrik Trattner,
Equity analyst, Carnegie

Summary

Maria Forss, President and CEO, BICO
and Anders Fogelberg, CCO, BICO



Strategy BICO 2.0



Vision

**BICO enables and
automates the life science
lab of the future**



A scientist in a white lab coat is holding a tablet and looking at it. To his left, a robotic arm is positioned over a table. The background shows a laboratory with various pieces of equipment and monitors. The scene is lit with a cool blue light.

Mission

**Be the first-choice
lab automation
partner and provider
of selected workflows
to pharma and
biotech**



BICO in Figures

Founded in 2016



65+

Global Presence
No of Markets



SEK 2.2bn

Net Sales
FY 2023



46,000+

Installed
Instruments



12

Companies



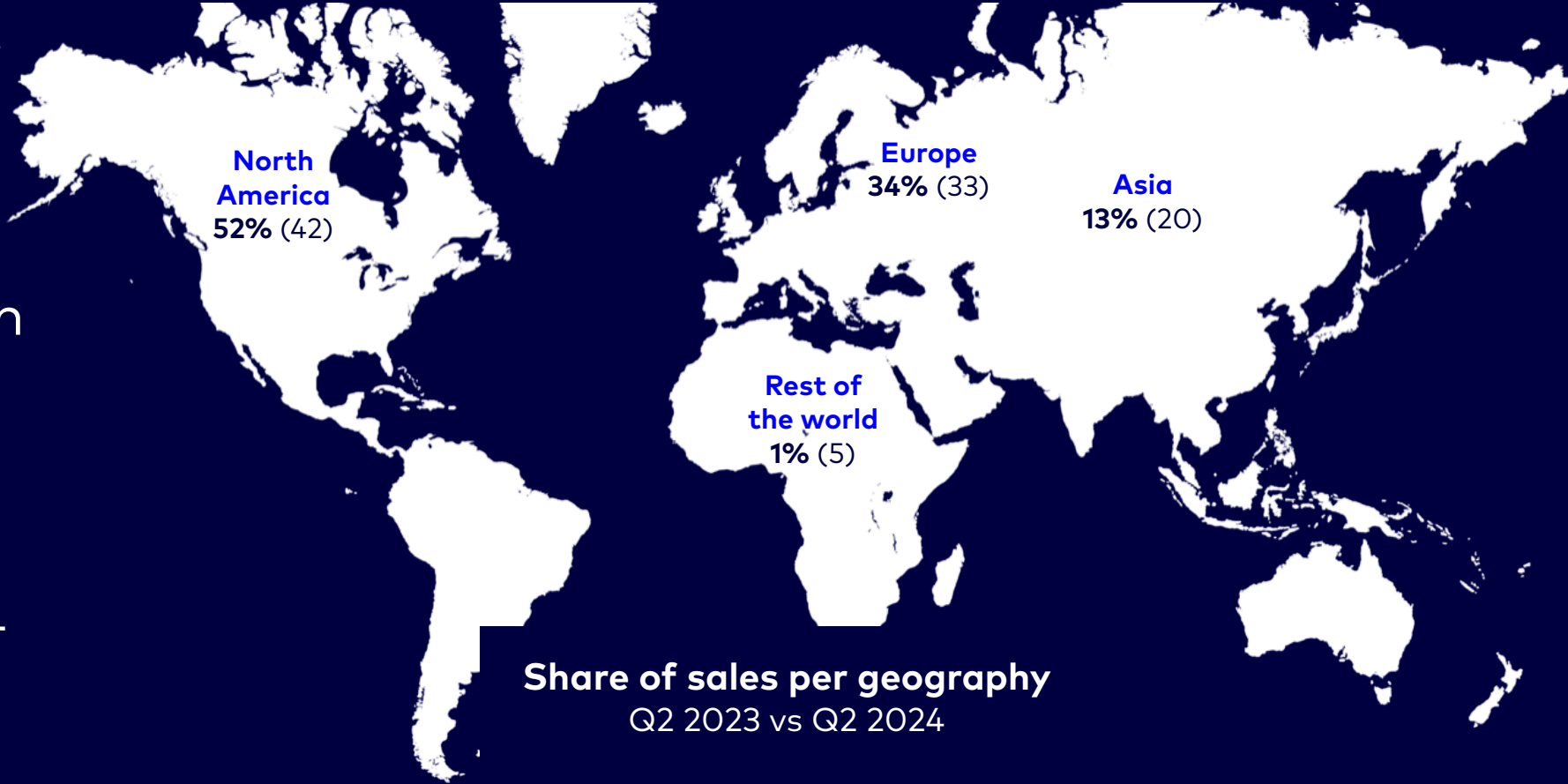
820+

Employees



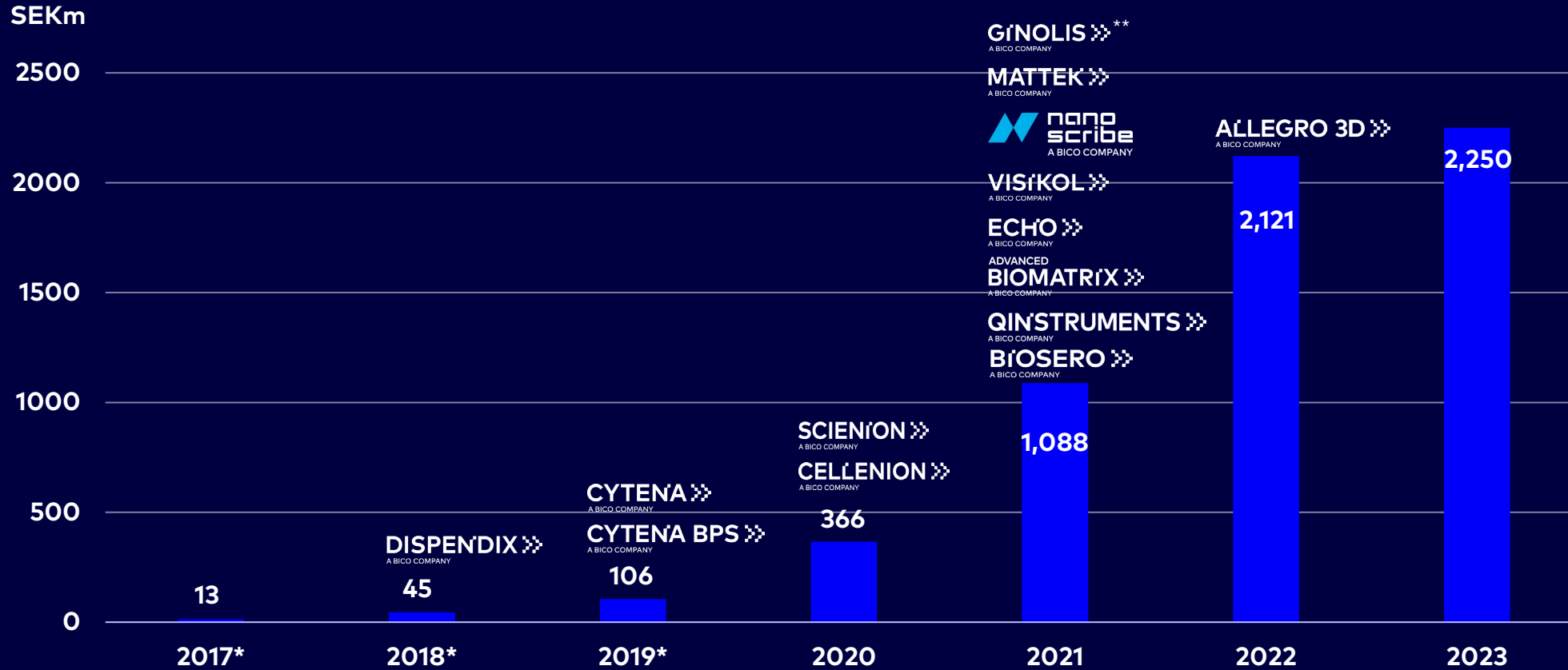
12,000+

Publications



BICO Growth Development and Acquisition Journey

REVENUE 2017-2023





Achievements: Four Strategic Priorities for Improvement

PRIORITIES TO PAVE WAY FOR THE UPDATED STRATEGY, BICO 2.0

1. Drive Commercial Excellence

2. Complete Strategic Review

3. Invest in People & Culture

4. Continue Operational Excellence Initiatives



1. Driving Commercial Excellence

Sales Skills Team for sales synergies

Communications Skills Team to coordinate efforts across the Group

Joint congress attendance



2. Complete Strategic Review

Full review of all R&D projects

Product portfolio review

Profound strategy work involving all operating companies



3. Invest in People & Culture

Global HR organization implemented

HR strategy in place

New corporate values launched

Trust

Focus

Collaboration

Grit



4. Continue Operational Excellence Initiatives

Targeted cost reduction programs

Inventory reduction

Supplier management

Facility and Logistics optimization

Project Management Office (PMO)



Executive Management



Maria Forss
President & CEO



Jacob Thordenberg
CFO



Marius Balger
COO



Anders Fogelberg
CCO



Catharina Nordlund
CHRO



Andreas Joersjö
General Counsel
(start mid-October)



On My Route to BICO

+25 years
experience from the
life science industry

Pharma AZ
Medtech in Vitrolife
with consumables,
hardware, software,
genetic testing and
use of AI with SW

Working in the
whole
value chain

From procurement,
product
development,
QA/QC, regulatory,
manufacturing,
product
management and
sales to logistics

Business development
M&A and integration
of companies and
corporate strategy
development

Commercialization
of R&D projects

Scaling up and
professionalizing
companies in the
same phase as
BICO is in



An Acquisition Journey With Bioprinting as the Core

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



Single Cell Printing

Organoid/Spheroid Printing

Multi-Cell Printing

Tissue Printing

CYTENA » CELLENION »

SCIENION »
CELLENION »

ADVANCED
BIOMATRIX »

CELLINK »
nanoscribe

MATTEK »

CELLINK »
SCIENION »



Later Acquisitions Serving Broader Needs

Complementary Technologies



Single Cell Printing

Organoid/Spheroid Printing

Multi-Cell Printing

Tissue Printing

CYTENA » CELLENION »

SCIENION »
CELLENION »

ADVANCED
BIOMATRIX »

CELLINK »
nanoscribe

MATTEK »

CELLINK »
SCIENION »

- Laboratory Automation
- Liquid Handling
- Microscopy and Cell Analysis

BIOSERO »

SCIENION »

DISPENDIX »

QINSTRUMENTS »

ECHO »



Our Extensive BICO Product Portfolio

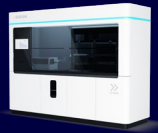
BIOSERO >>> A BICO COMPANY

Lab automation software and robotics integrations provider. GBG SW gives and end-to-end laboratory management solution orchestrating workflows and operations to increase efficiency.



CYTENA >>> A BICO COMPANY

Automating the entire cell line development workflow to produce therapeutic antibodies, gene and cell therapies.



DISPENDIX >>> A BICO COMPANY

Automated liquid handling solutions for drug development, diagnostics and synthetic biology.



SCIENION >>> A BICO COMPANY

Dispensing automation for applications requiring precise deposition of biological content in ultra-low volumes.



CELLENION >>> A BICO COMPANY

Technology enabling the dispensing of single-cells.



QINSTRUMENTS >>> A BICO COMPANY

Solutions for mixing and temperature control of molecular samples on robotic liquid handling platforms.



ECHO >>> A BICO COMPANY

Hybrid automated microscopes with the ability to convert from upright to inverted.



CELLINK >>> A BICO COMPANY

3D bioprinting products for tissue engineering and regenerative medicine, biomaterials research and drug discovery.



ADVANCED BIOMATRIX >>> A BICO COMPANY

Highly purified, native, extracellular matrix proteins for tissue engineering, 3D bioprinting, cell culture and drug discovery applications.



MATTEK >>> A BICO COMPANY

Production of 3D reconstructed human tissue models used in regulatory toxicology in the cosmetics, chemical and pharma industries.



VISIKOL >>> A BICO COMPANY

Contract research service transforming tissues into actionable insights to accelerate drug discovery through advanced imaging and digital image analysis.

nano scribe A BICO COMPANY

High-precision 3D printers and maskless lithography systems which are fundamental tools in nano-, micro- and mesoscale fabrication.



Strong Customer Base and Relationships in Top Pharma*

Pharma & Biopharma

Novo Nordisk AstraZeneca Eli Lilly
EMD Sereno Astellas Merck KGaA
Pfizer BMS Roche J&J
Boehringer Ingelheim MedImmune
Novartis Genentech BioNTech
BioMarin AbbVie Amgen
Sanofi Gilead Regeneron

Biotech

Cellino DeepCure
Scribe Therapeutics
Metagenomi
Arpeggio Invitae

Diagnostics

Charles River
Laboratories

Cosmetics

Estée Lauder

Academia & Research

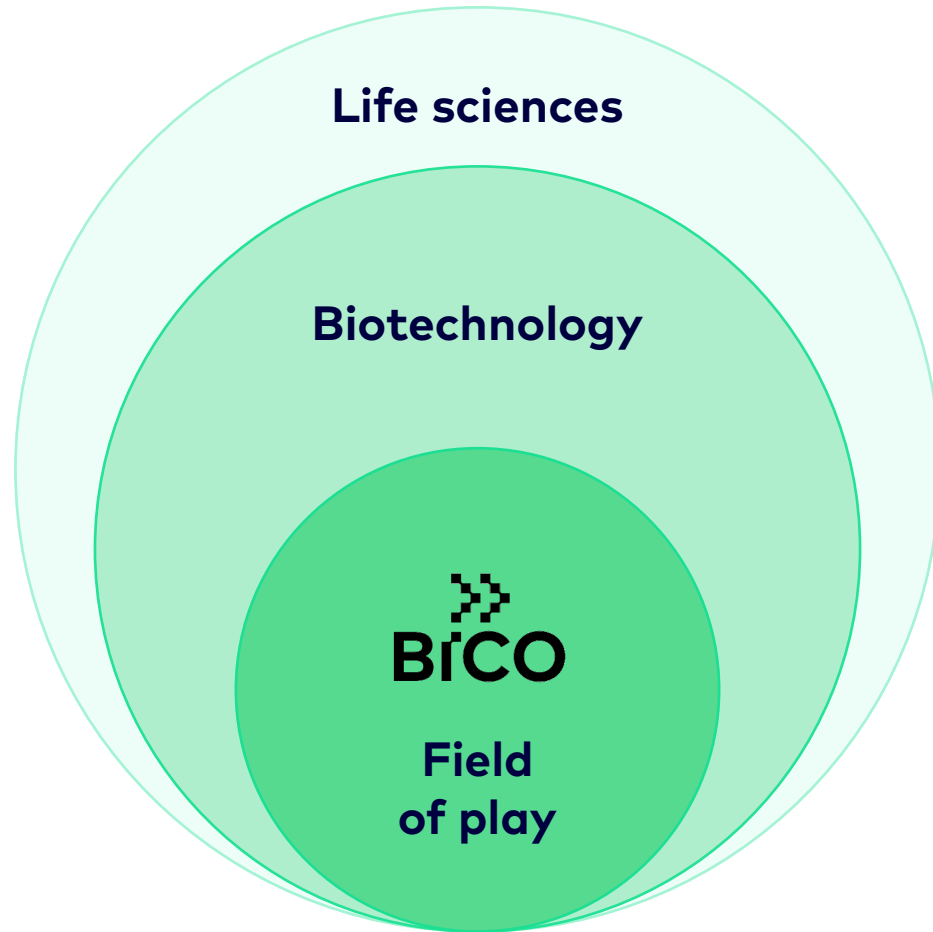
Stanford Harvard
NIH Max Planck Yale
UCLA Cambridge
Oxford MIT Duke
Karolinska

Food & Agriculture

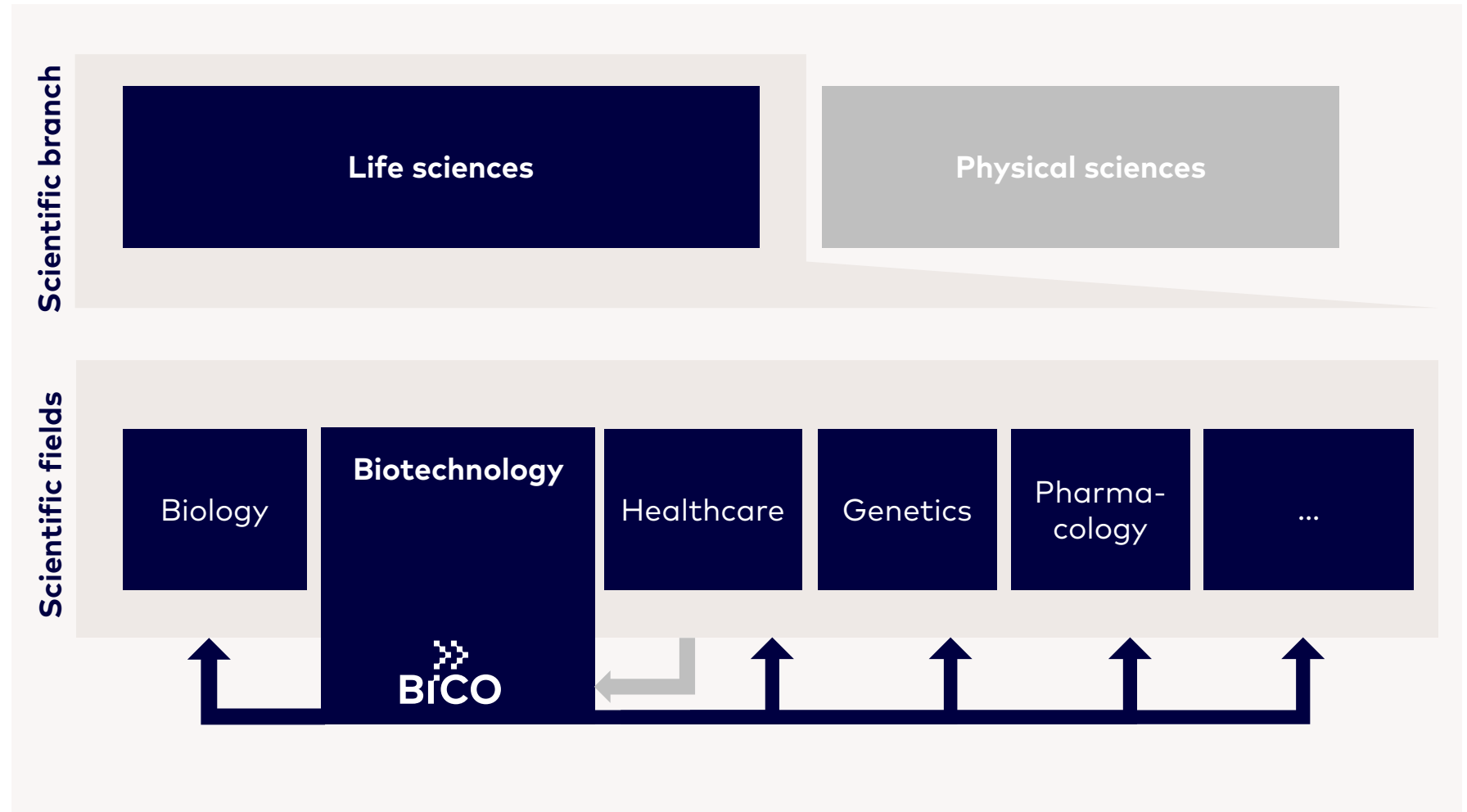
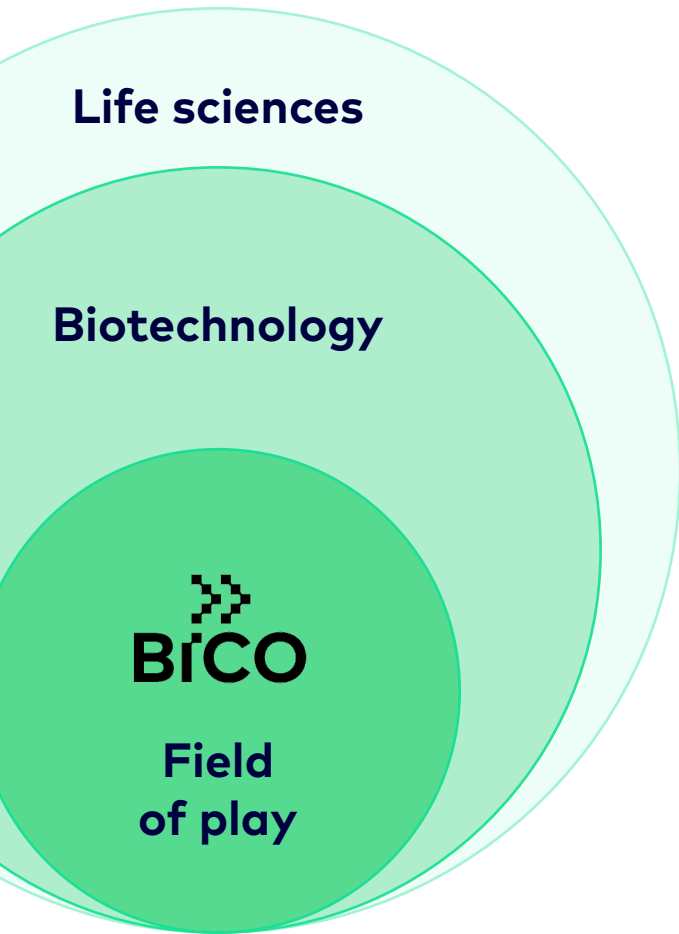
Unilever
Colgate
Procter & Gamble



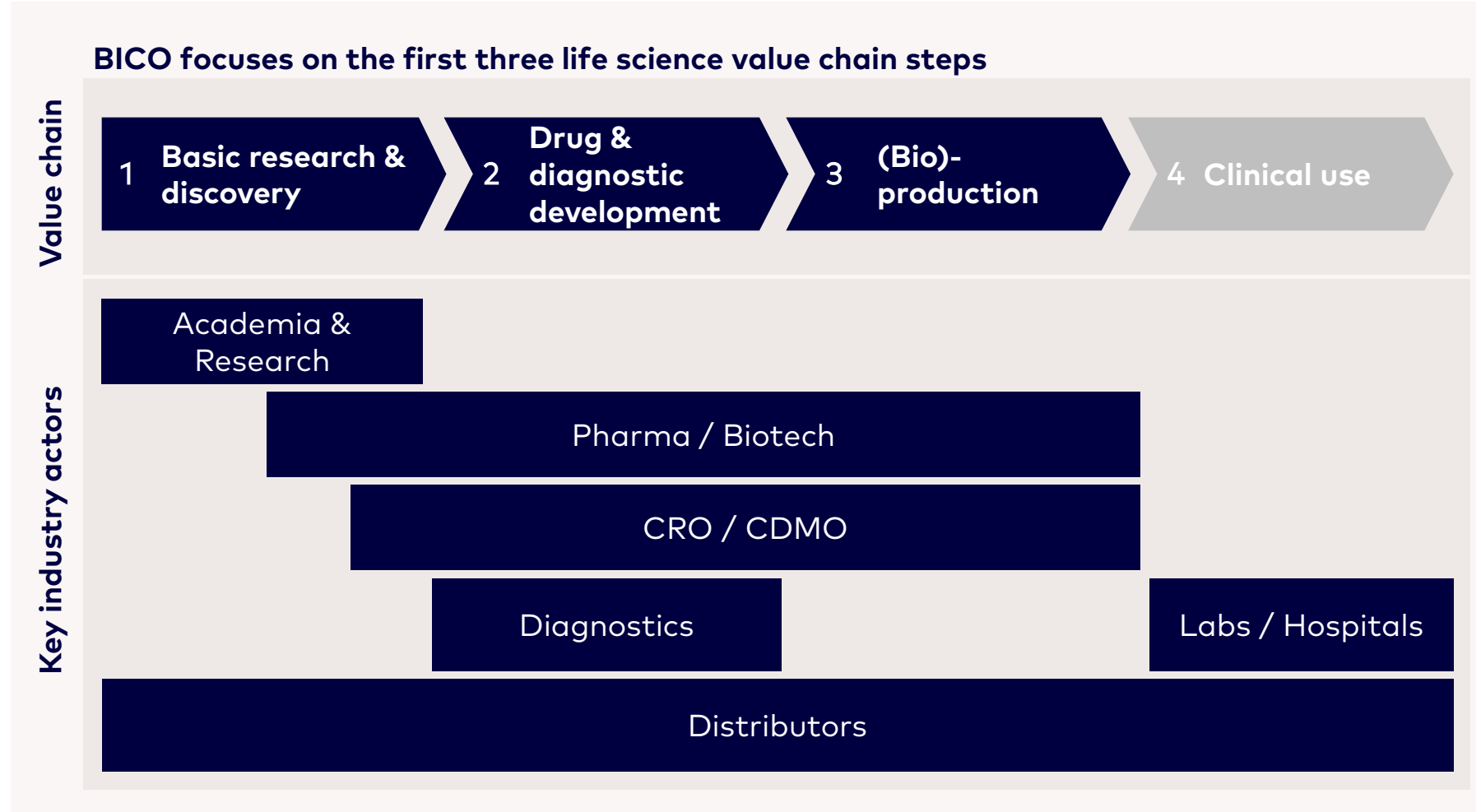
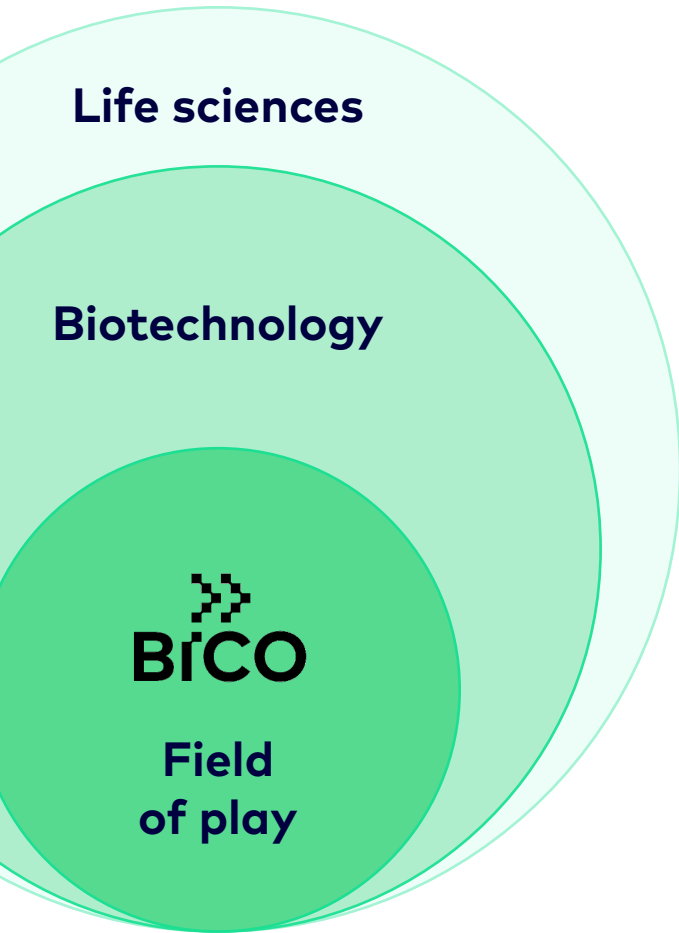
BICO Operates in the Field of Biotechnology in Life Sciences



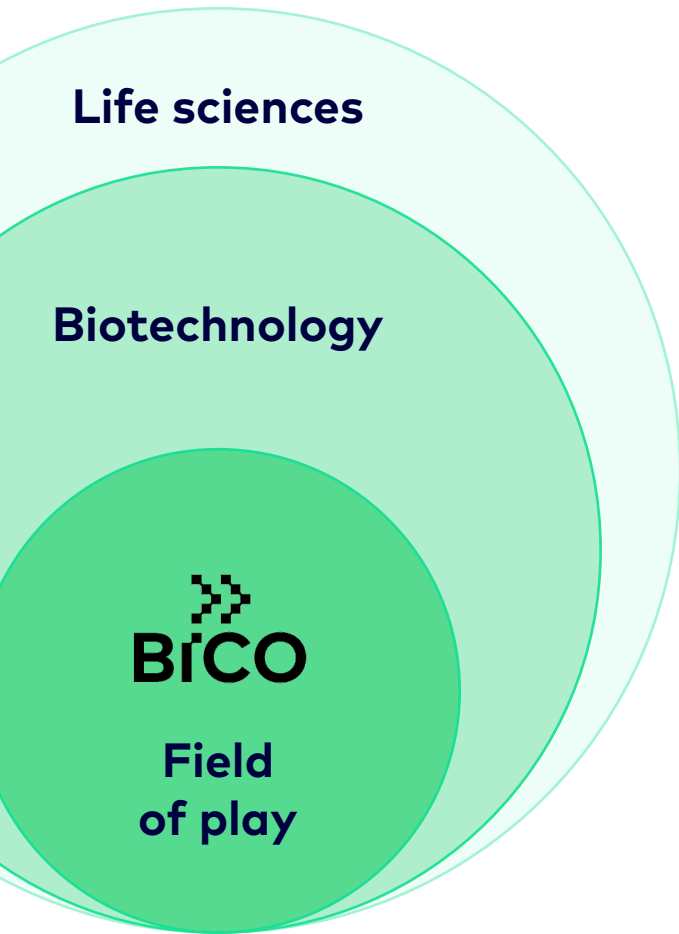
BICO Operates in the Field of Biotechnology



BICO Focusing in the Preclinical Domains



BICO Offers Solutions Predominantly in Molecular Biology, Drug Discovery and Synthetic Biology



BICO focuses on the first three life science value chain steps

Value chain

1 Basic research & discovery

2 Drug & diagnostic development

3 (Bio)-production

4 Clinical use

BICO's current strengths and technologies are largely grouped into three fields

Key BICO fields

Molecular biology

Drug discovery

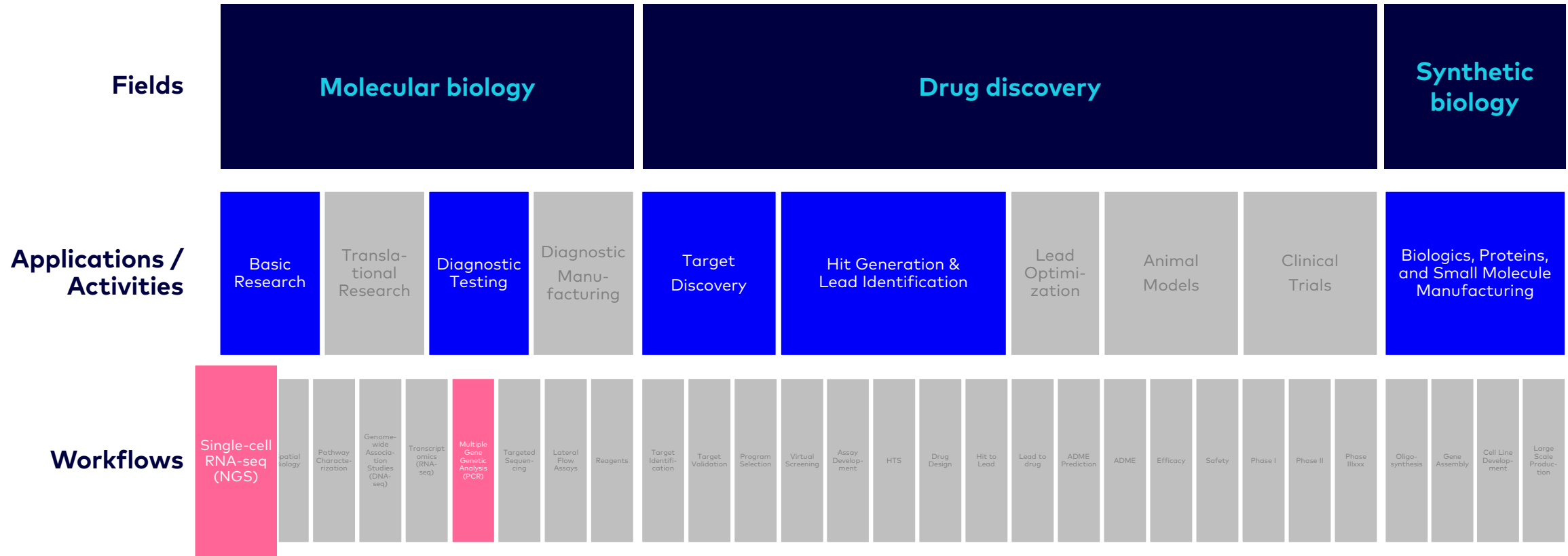
Synthetic biology



BICO's Portfolio of Solutions Serves Selected Workflows



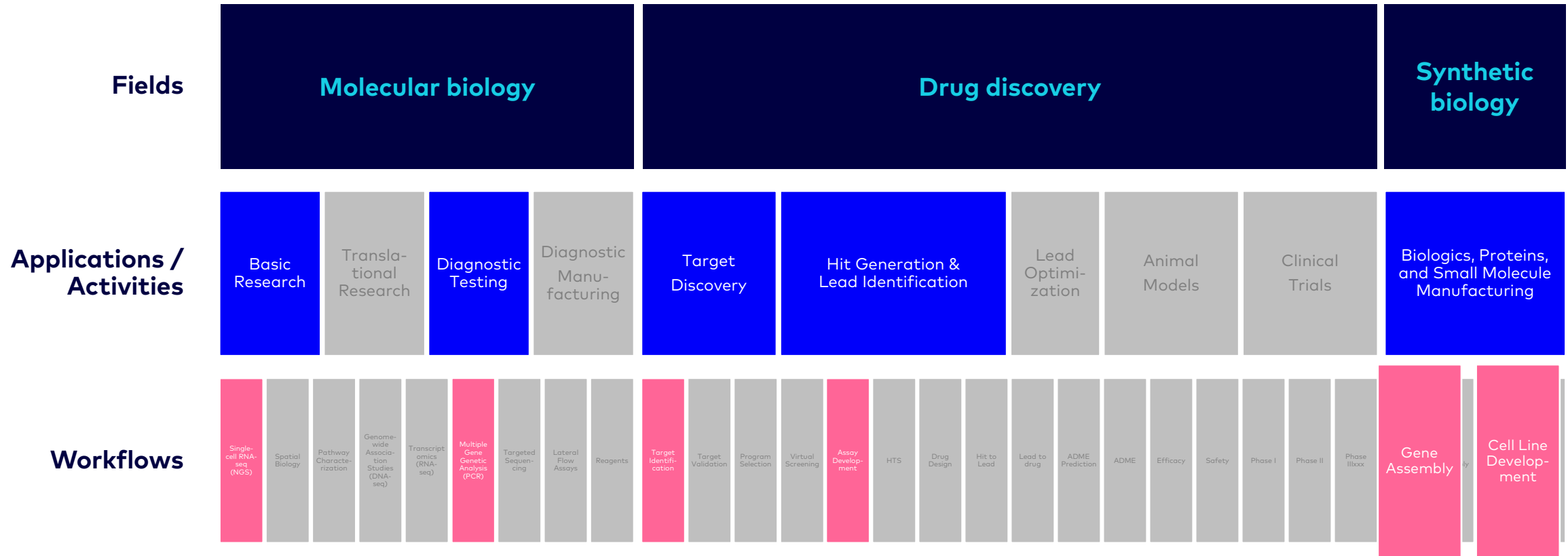
BICO's Portfolio of Solutions Serves Selected Workflows



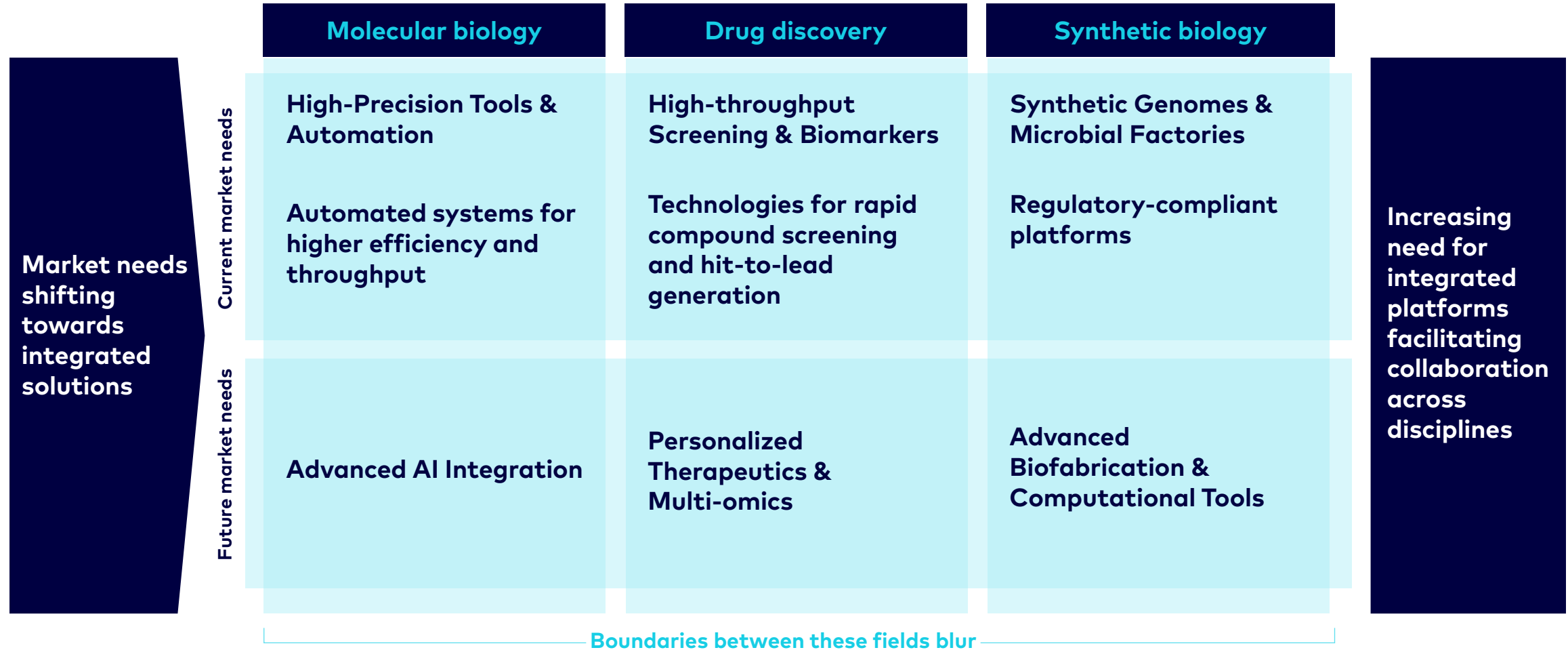
BICO's Portfolio of Solutions Serves Selected Workflows



BICO's Portfolio of Solutions Serves Selected Workflows



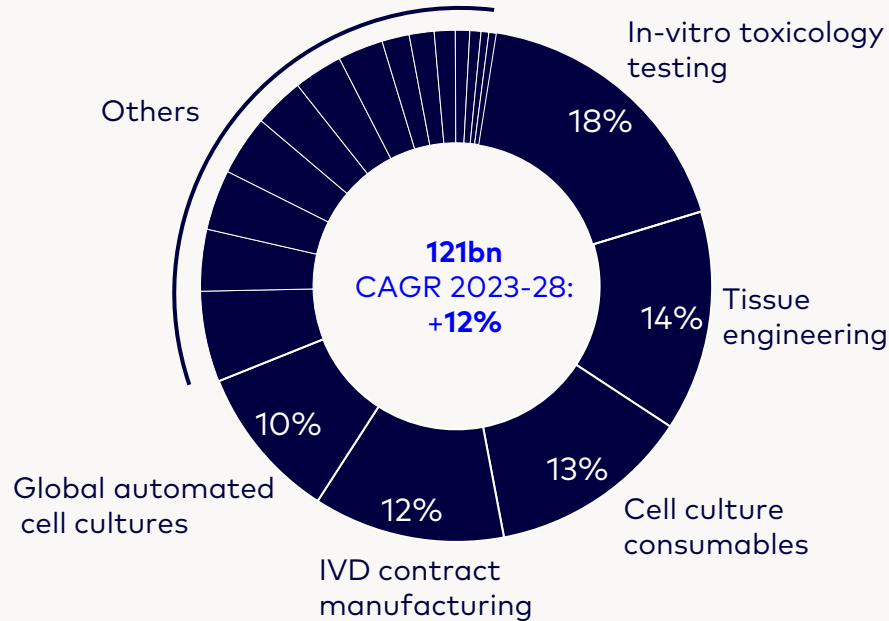
Biotech Market Evolving Into Digital Ecosystem



Total and Serviceable Addressable Market

Global TAM (by market segment, 2023, USDbn)

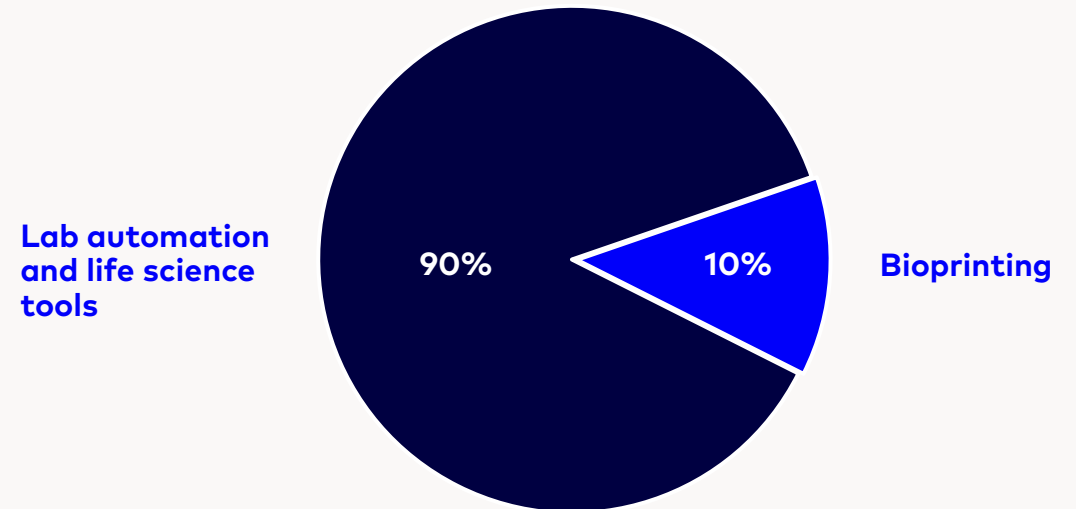
Potential market size, independently from BICO's ability to reach and serve it



Global SAM (by 2023, USDbn)

Market size based on customers BICO can serve with existing business

Total ~3bn, average CAGR: +12%



Lab Automation Industry

Evolving significantly

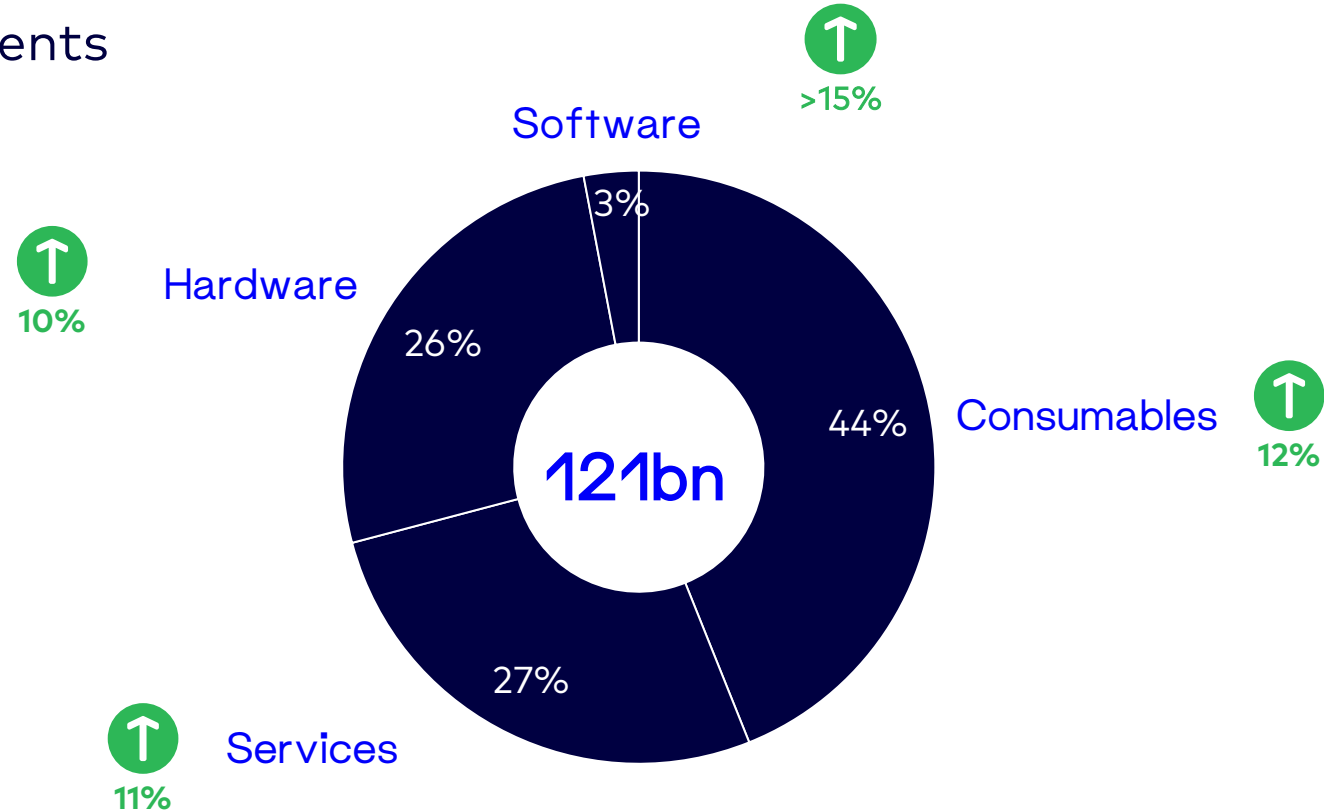
- Market size valued around USD 5.5-6.8bn in 2023
- Growth rate indicated at CAGR 6.3-9.3% in 2023 to 2035
- Integrated automated solutions market we estimate to USD 1.1-1.3 bn and expected to continue to grow faster than the overall lab automation market

Source: Market reports (Portfolio TAM project); Root Analysis, World Industry News, Global Market Insight, Precedence Research, Meticulous Research, Spherical Insights and Insight Lace Analytics. Company analysis.



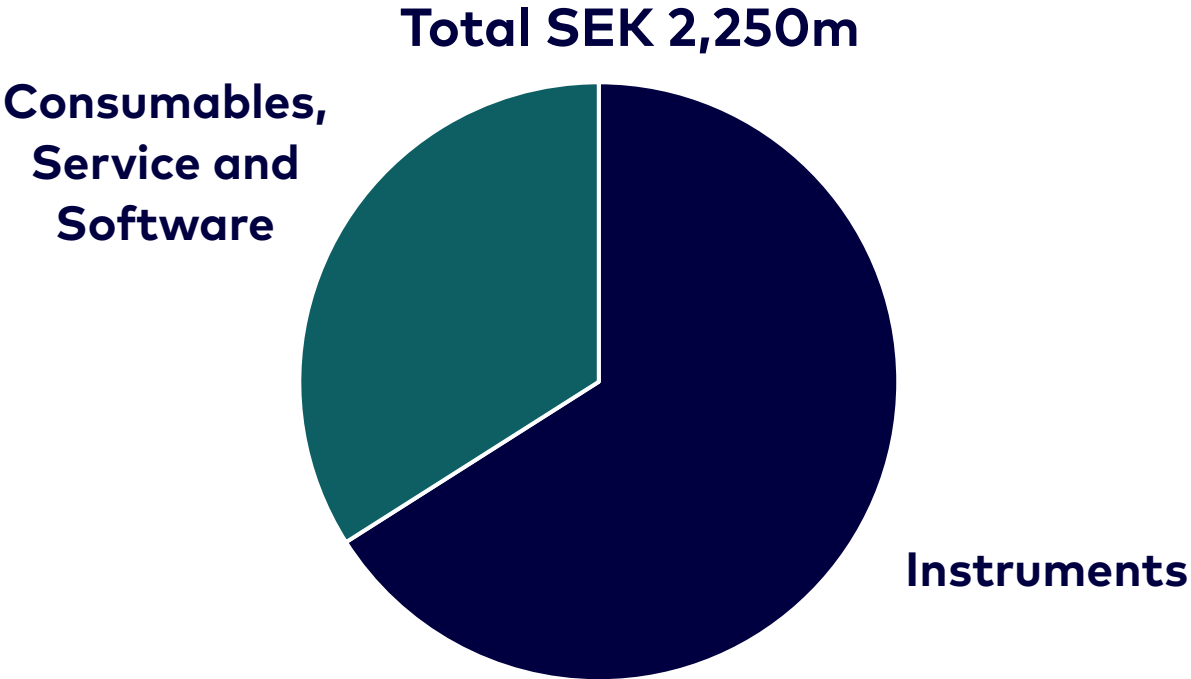
Consumables Attractive Segment in the Market BICO Addresses

TAM: Product segments

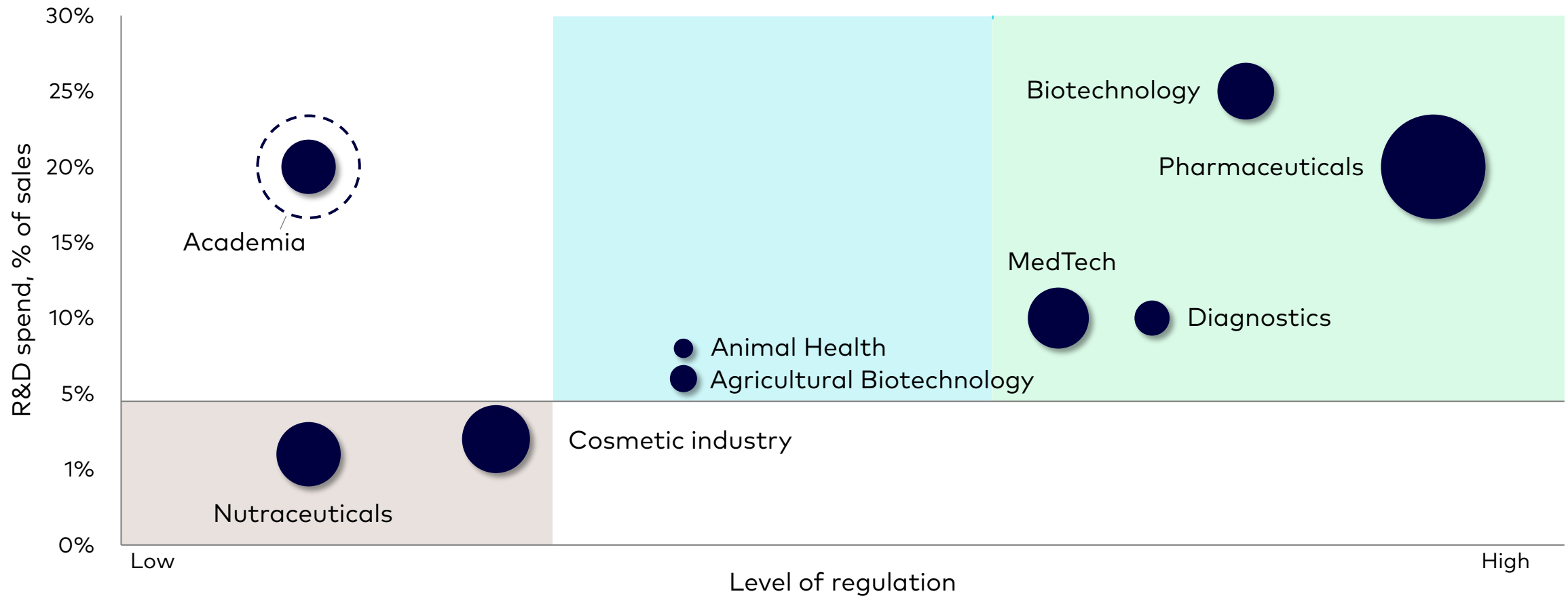


Opportunity to Increase Share of Consumables, Service and Software

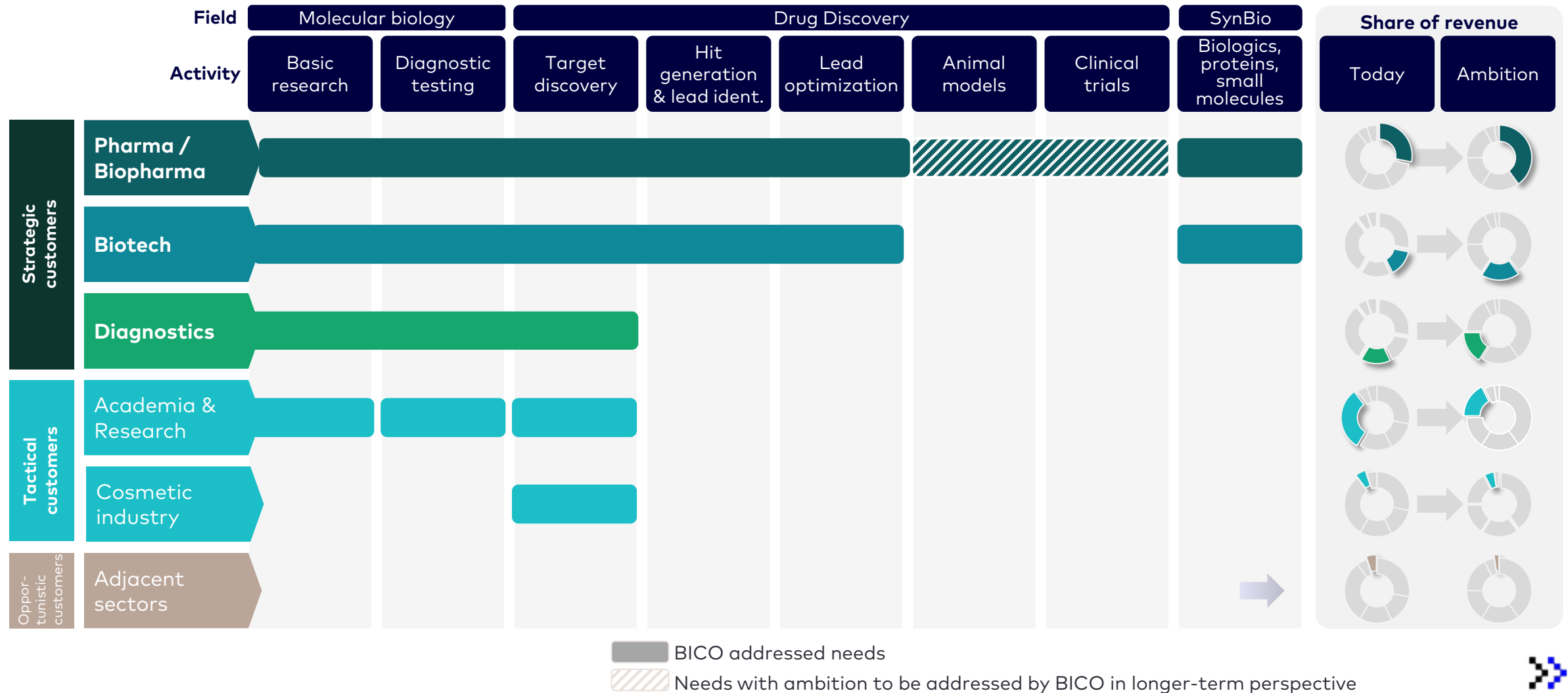
Revenue breakdown
(2023, SEKm)



Pharma and Biotech Attractive Segments Requiring Higher Regulatory Standards



BICO to Address Needs Holistically Through End-to-End Workflows



Key Trends for BICO

- Growing demand for **integrated and automated workflows** in labs for higher efficiency and throughput
- Advanced **data and AI integration**

- Technologies for **rapid compound screening** and hit to lead generation
- Increased focus on **personalized and regenerative medicine**

- **Growing adoption of in-vitro testing** instead of animal testing*
- **Regulatory compliant platforms**

* FDA modernization Act and EURL ECVAM



Vision

BICO enables and automates the life science lab of the future

Mission

Be the first-choice lab automation partner and provider of selected workflows to pharma and biotech



Strategic Priorities

1.

Drive
Commercial
Excellence

2.

Complete
Strategic
Review

3.

Invest in
People &
Culture

4.

Continue
Operational
Excellence
Initiatives



Strategic Focus Areas - Our Solution to the Customer Needs

1. Drive Commercial Excellence

Enable
End-to-End
Lab automation

Further develop
integrated
**data, AI and
SW solutions**

Ensure
**Regulatory
Compliance**
Readiness

Provide
Scientific
**Workflow
Solutions**

**Increase
recurring
revenue**



Strategic Focus Areas

2. Complete Strategic Review

Customer
centric
R&D

Gate stage
process for
product
development

Continually
assess the
strategic fit
across our
portfolio of
assets



Strategic Focus Areas

3. Invest in People & Culture

Foster culture
and strong
leadership

Plan, attract,
and retain
talent

Harmonize,
engage and
reward

Deliver global
HR operational
excellence



Strategic Focus Areas

4. Continue Operational Excellence Improvements

Establishing
Global Sourcing
organization

Roll out of
strategic
CDMO
partnership
model

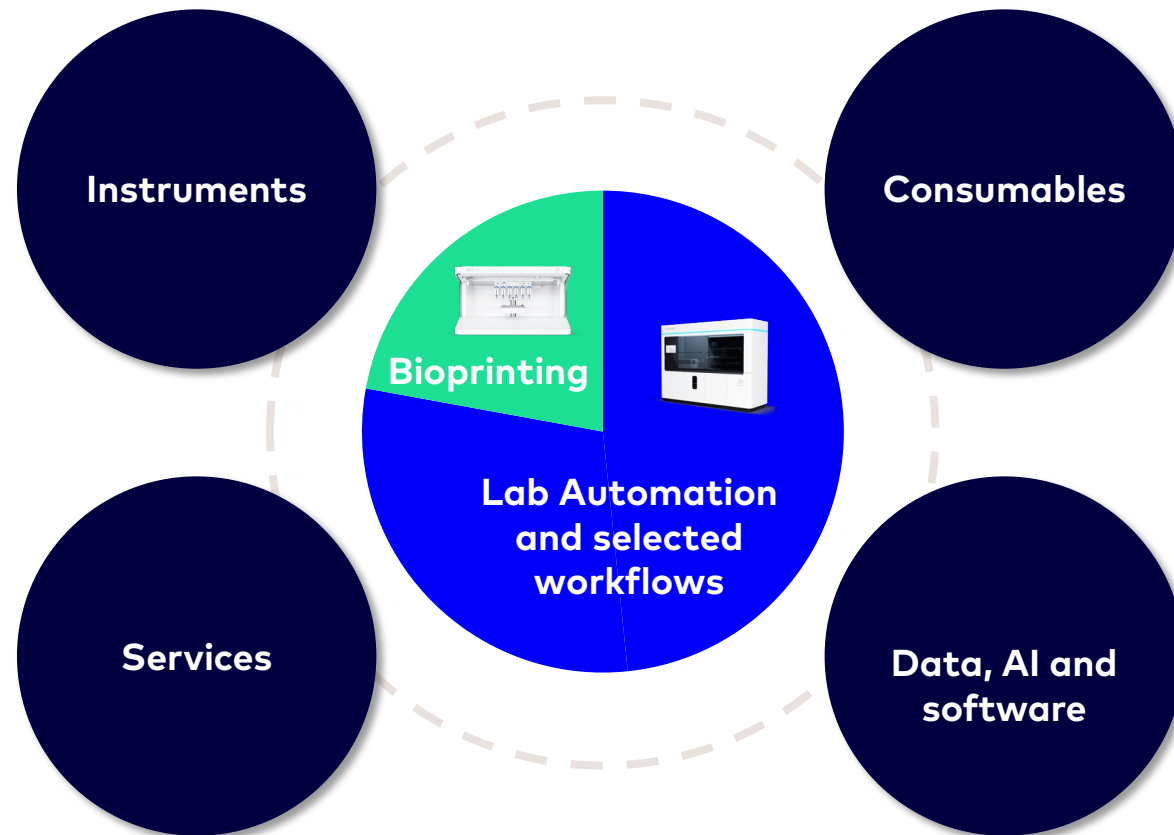
Implementation
of Global
QA & RA
organization

Streamlining
and cost
reduction in
logistics

Continued
focus on
inventory
reduction and
facility
footprint
reduction



Lab Automation and Selected Workflows are the Cornerstones in BICO's Offering



Strategic Focus Areas - Our Solution to the Customer Needs

Drive Commercial Excellence

Enable
End-to-End
Lab automation

Further develop
integrated
**data, AI and
SW solutions**










Ensure
**Regulatory
Compliance**
Readiness

Provide
Scientific
**Workflow
Solutions**

**Increase
recurring
revenue**



Holistic Workflows Approached Using Three Levels of Integration

	Customized automation	Off the shelf work cell	Standardized operating procedure
Examples from BICO's portfolio	 <p>Biosero's automated solutions</p>	 <p>Cytos's C.Station™</p>	 <p>G-Prep a standardized and tested NGS workflow</p>
Implementation time	 <p>Long implementation time, counted in quarters</p>	 <p>Medium implementation time, counted in months</p>	 <p>Short implementation time, counted in weeks</p>
BICO portfolio coverage	 <p>With a complete coverage, several non-BICO solutions will be required</p>	 <p>Solution can be optimized to use as many BICO solutions as available</p>	 <p>Procedures can be focused around the strongest BICO areas</p>



The Problem

Discovering new drugs and marketable scientific innovations

- Takes years of time
- Cost millions to billions of dollars
- May be heavily regulated

The BICO Solution

**Accelerating
scientific research
through automation**



Laboratory Automation: The breadth of solutions

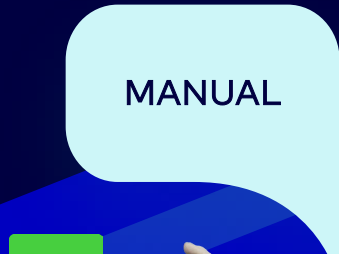


BICO company **Biosero** consults and builds solutions along the entire spectrum



Laboratory Automation: The breadth of solutions

MANUAL

A hand using a pipette to transfer liquid into a multi-well plate. A small green square icon with a white pixelated arrow is positioned to the left.

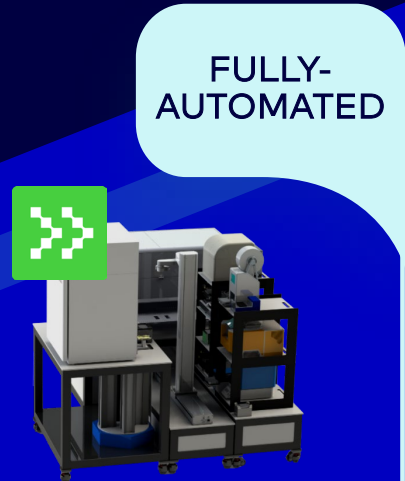
SEMI-AUTOMATED

A white laboratory workstation with a pipette and a multi-well plate. A small green square icon with a white pixelated arrow is positioned to the left.

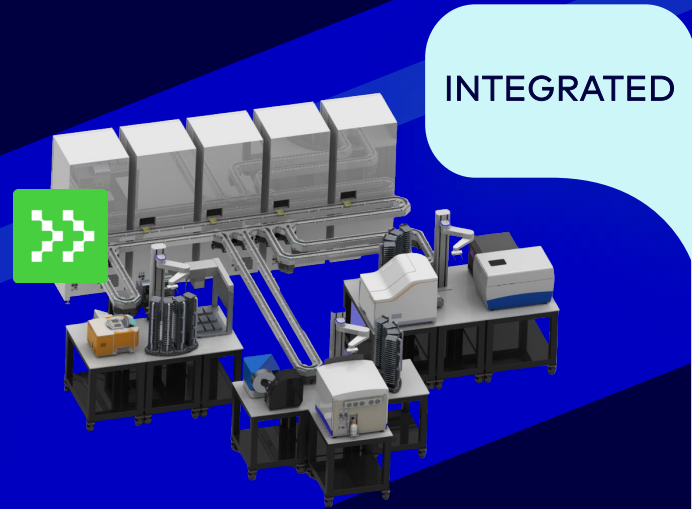
AUTOMATED

A white Omron pipette. A small green square icon with a white pixelated arrow is positioned to the left.

FULLY-AUTOMATED

A complex laboratory workstation with multiple components. A small green square icon with a white pixelated arrow is positioned to the left.

INTEGRATED

A large, complex laboratory workstation with multiple components and a conveyor system. A small green square icon with a white pixelated arrow is positioned to the left.

Connecting
equipment through
Biosero's Green
Button Go® Software



The Impact of Automation



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%



New C.WASH PLUS: Multiple BICO Products Working Together



Enabled by
Green Button Go®

Automat



BICO Leads the Way in Solving the Challenges in Life Science 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 Vision and Strategic Agenda

Vision

**BICO ENABLES AND AUTOMATES
THE LIFE SCIENCE LAB OF THE FUTURE**

Mission

Be the **first-choice lab automation partner** and provider of **selected workflows** to pharma and biotech

Strategic
focus
areas

Enable end-to-end
lab automation



Further develop
integrated **data,
AI and software
solutions**



Ensure **regulatory
compliance
readiness**



Provide scientific
workflow solutions



Increase
recurring revenue



Values


Trust

Focus

Collaboration

Grit

Impact


**Speed and quality
through automated
technology**


**Efficiency in drug
development**


**Tools to accelerate
personalized medicine**


**Alternatives to
animal testing**



Brico

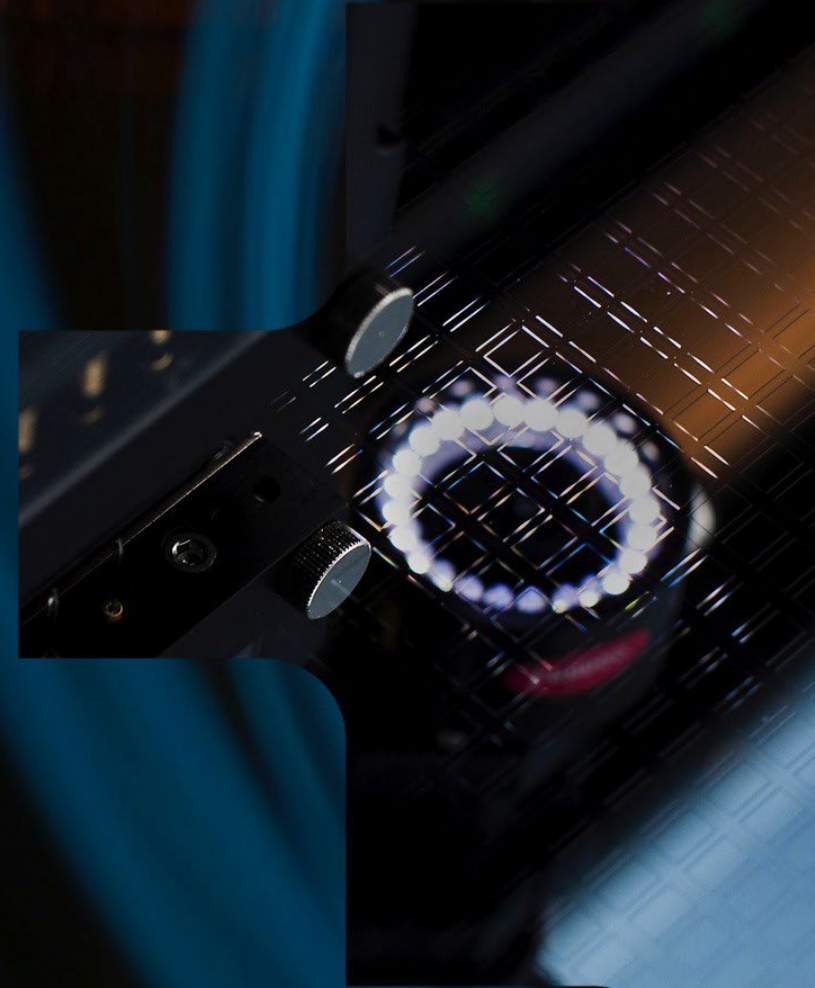




15
minutes break



New Business Areas and Comment on Financial Targets





New Business Areas



Current Business Areas

BIOPRINTING

CELLINK >>>
A BICO COMPANY

ADVANCED
BIOMATRIX >>>
A BICO COMPANY

MATTEK >>>
A BICO COMPANY

VISIKOL >>>
A BICO COMPANY

 **nano
scribe**
A BICO COMPANY

BIOSCIENCES

CYTENA >>>
A BICO COMPANY

DISPENDIX >>>
A BICO COMPANY

ECHO >>>
A BICO COMPANY

BIOSERO >>>
A BICO COMPANY

BIOAUTOMATION

SCIENION >>>
A BICO COMPANY

CELLENION >>>
A BICO COMPANY

QINSTRUMENTS >>>
A BICO COMPANY



New Business Areas

LAB AUTOMATION

BIO SERO >>>
A BICO COMPANY

LIFE SCIENCE SOLUTIONS

CYTENA >>>
A BICO COMPANY

DISPENDIX >>>
A BICO COMPANY

QINSTRUMENTS >>>
A BICO COMPANY

SCIENION >>>
A BICO COMPANY

CELLENION >>>
A BICO COMPANY

ECHO >>>
A BICO COMPANY

BIOPRINTING

CELLINK >>>
A BICO COMPANY



ADVANCED
BIOMATRIX >>>
A BICO COMPANY

MATTEK >>>
A BICO COMPANY

VISIKOL >>>
A BICO COMPANY

 **nano scribe**
A BICO COMPANY





Be the First-choice Lab Automation Partner
and Provider of Selected Workflows
to Pharma and Biotech



LAB AUTOMATION

**LIFE SCIENCE
SOLUTIONS**

BIOPRINTING





Service Adressable Market by Business Area, USDm

Total ~3bn, average CAGR: +12%

LAB AUTOMATION

~ 1,100-1,300
USD million

**LIFE SCIENCE
SOLUTIONS**

~ 1,400 USD million

BIOPRINTING

~300 USD million



Revenue per Business Area, FY 2023

OLD BUSINESS AREAS

BIOSCIENCES
SEK 1,107m

BIOAUTOMATION
SEK 482m

BIOPRINTING
SEK 661m

NEW BUSINESS AREAS

LAB AUTOMATION
SEK 503m

**LIFE SCIENCE
SOLUTIONS**
SEK 1,087m

BIOPRINTING
SEK 661m



Sales, Adjusted EBITDA and EBITDA Margin by Business Area*

OLD BUSINESS AREAS

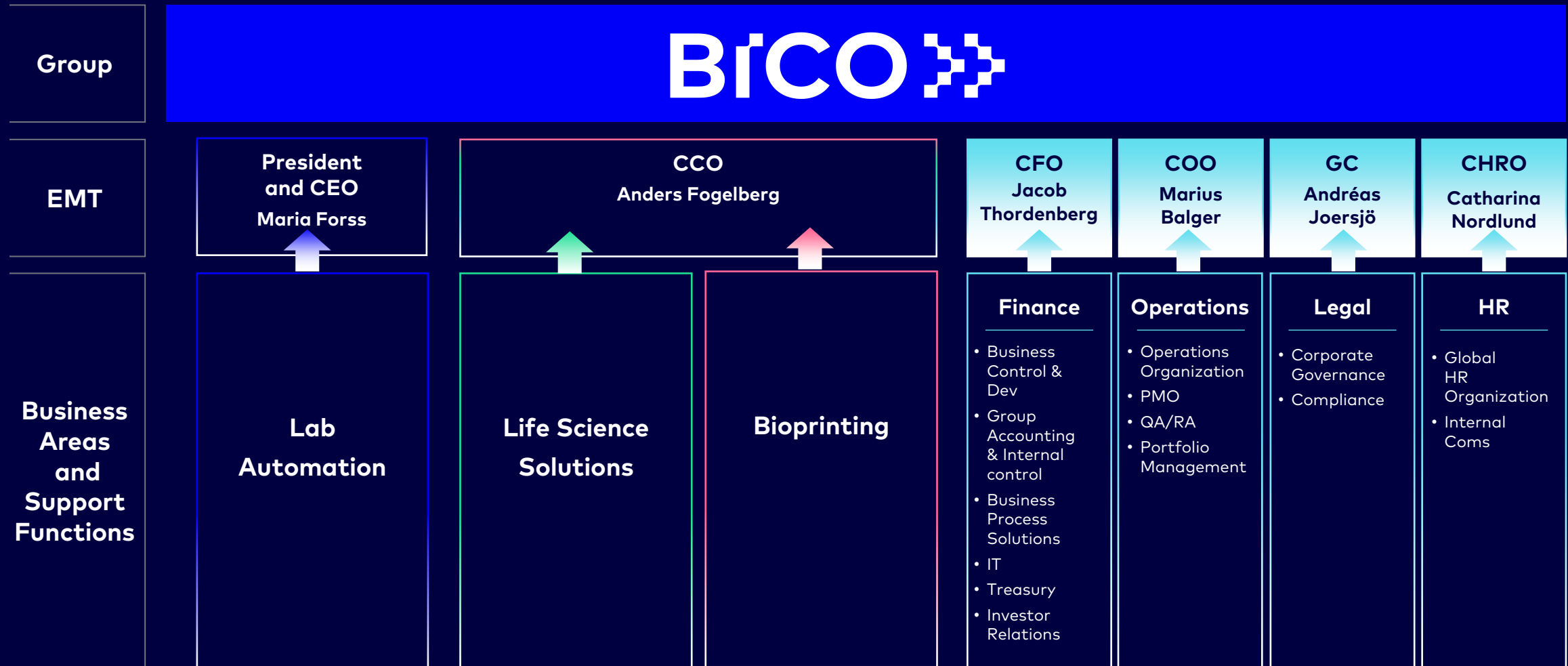
	Biosciences			Bioautomation			Bioprinting		
SEKm	FY 2022	FY 2023	H1 2024	FY 2022	FY 2023	H1 2024	FY 2022	FY 2023	H1 2024
Sales	956	1,107	593	533	482	183	632	661	268
Adjusted EBITDA	46	150	58	111	64	24	69	87	2
Adjusted EBITDA margin, %	5%	14%	10%	21%	13%	13%	11%	13%	1%

NEW BUSINESS AREAS

	Lab Automation			Life Science Solutions			Bioprinting		
SEKm	FY 2022	FY 2023	H1 2024	FY 2022	FY 2023	H1 2024	FY 2022	FY 2023	H1 2024
Sales	362	503	348	1,128	1,087	427	632	661	268
Adjusted EBITDA	58	47	67	99	168	16	69	87	2
Adjusted EBITDA margin, %	16%	9%	19%	9%	15%	4%	11%	13%	1%



Organization to Deliver on the Strategy



Financial Targets



Current Financial Targets

- Introduced during the Capital Markets Day in November 2022
- Valid since 2023 on a mid-term basis (within three years)

**Double-digit
organic growth in
constant currency**

**EBITDA Margin
less capitalized
development cost
> 10%**

**Net Debt to
EBITDA <3.0x**



Outcome: Financial Targets

As reported in Annual Report 2023, Q1 2024 and Q2 2024 report. Excluding Ginolis

Financial target	FY 2023	Q1 2024	Q2 2024
Double-digit organic growth in constant currency	0.3%	4.7%	-1.8%
Adjusted EBITDA margin less capitalized development cost > 10%	5.1%	4.5%*	7.0%*
Net Debt to adjusted EBITDA <3.0x	2.6	3.5*	3.5*

* Rolling 12 months



BICO Reiterates Current Financial Targets

- Introduced during the Capital Markets Day in November 2022
- Reiterated during Capital Markets Day in September 2024
- Updated long-term Financial Targets to be defined after achievement of current targets

**Double-digit
organic growth in
constant currency**

**EBITDA Margin
less capitalized
development cost
> 10%**

**Net Debt to
EBITDA <3.0x**

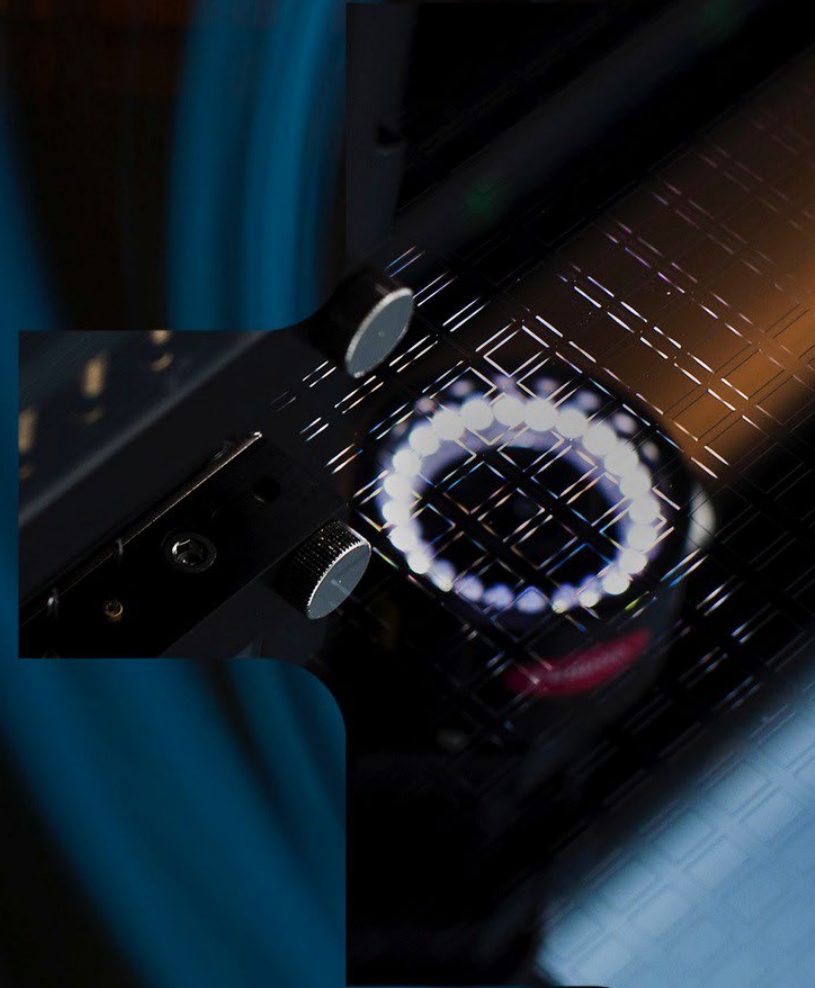




Brico 

Lab Automation with Biosero

With
Customer Spotlight
on DeepCure





The Problem

Discovering drugs, cures, therapies, and diagnostics takes longer and costs more than it should.



Why Labs Automate and Why They Haven't!

It starts by exploring a better way to do science



Reproducibility



Quality



Productivity



Efficiency



Safety



Sustainability



Trends in Lab Automation

1

LAB AUTOMATION IS NEEDED CLOSER TO THE PATIENT
and in more regulated environments

2

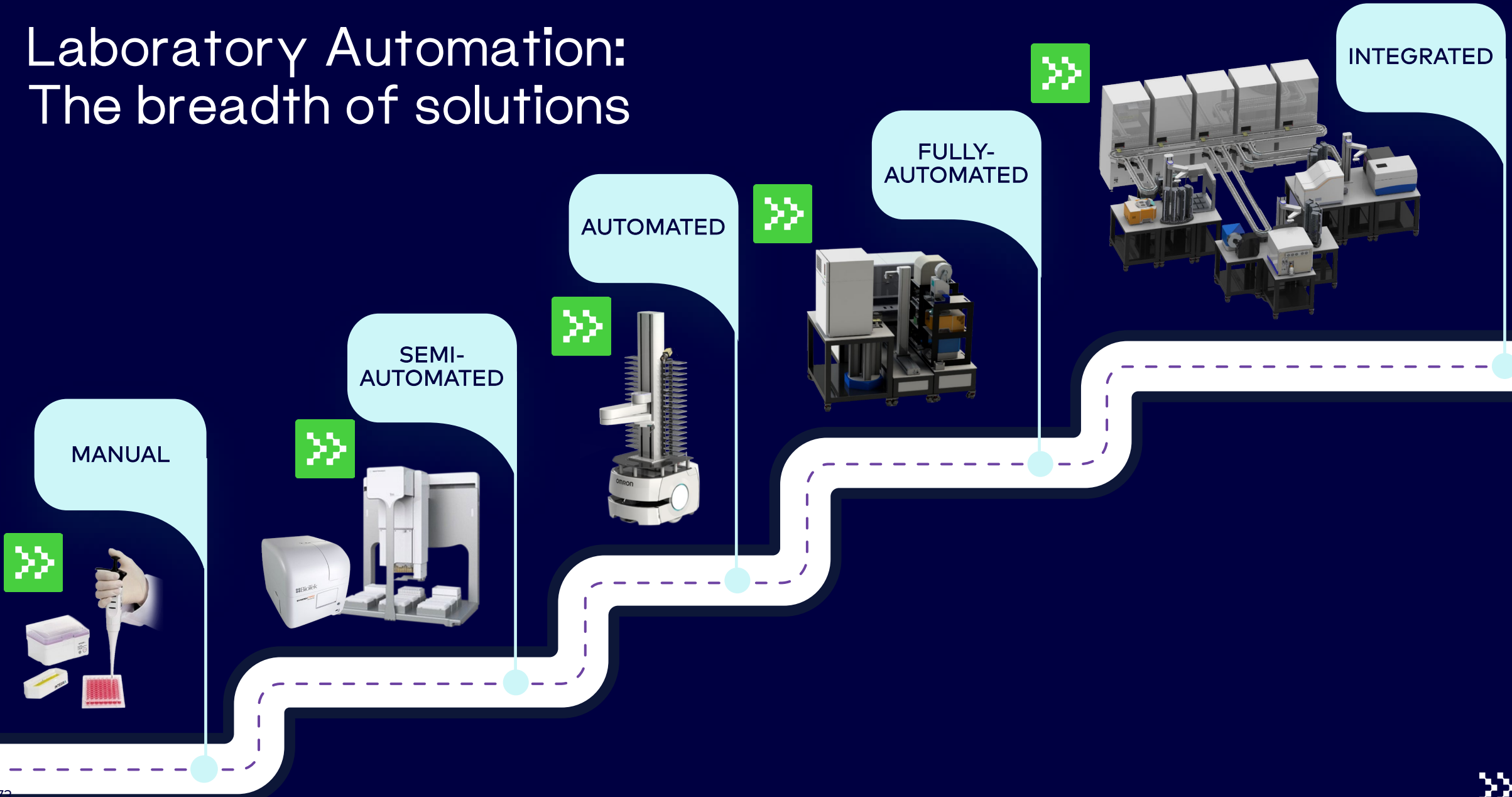
LABS ARE MORE OPEN TO BUYING A STRONG OFF-THE-SHELF SOLUTION THAN EVER BEFORE
because of pressures in their own businesses

3

THE DEMOGRAPHICS IN LAB AUTOMATION ARE EVOLVING
into a more diverse field

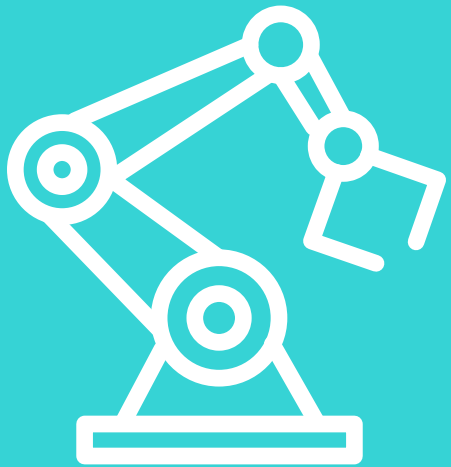


Laboratory Automation: The breadth of solutions

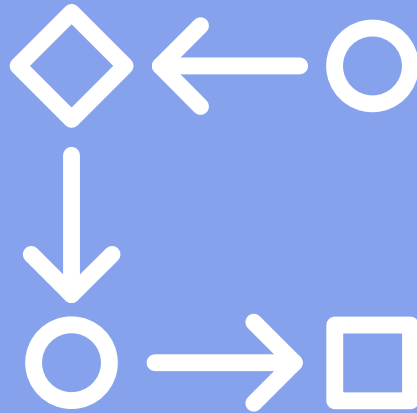


What Does Lab Automation Entail?

ROBOTICS, WORKFLOWS, & NO DATA LEFT BEHIND



PHYSICAL



LOGICAL

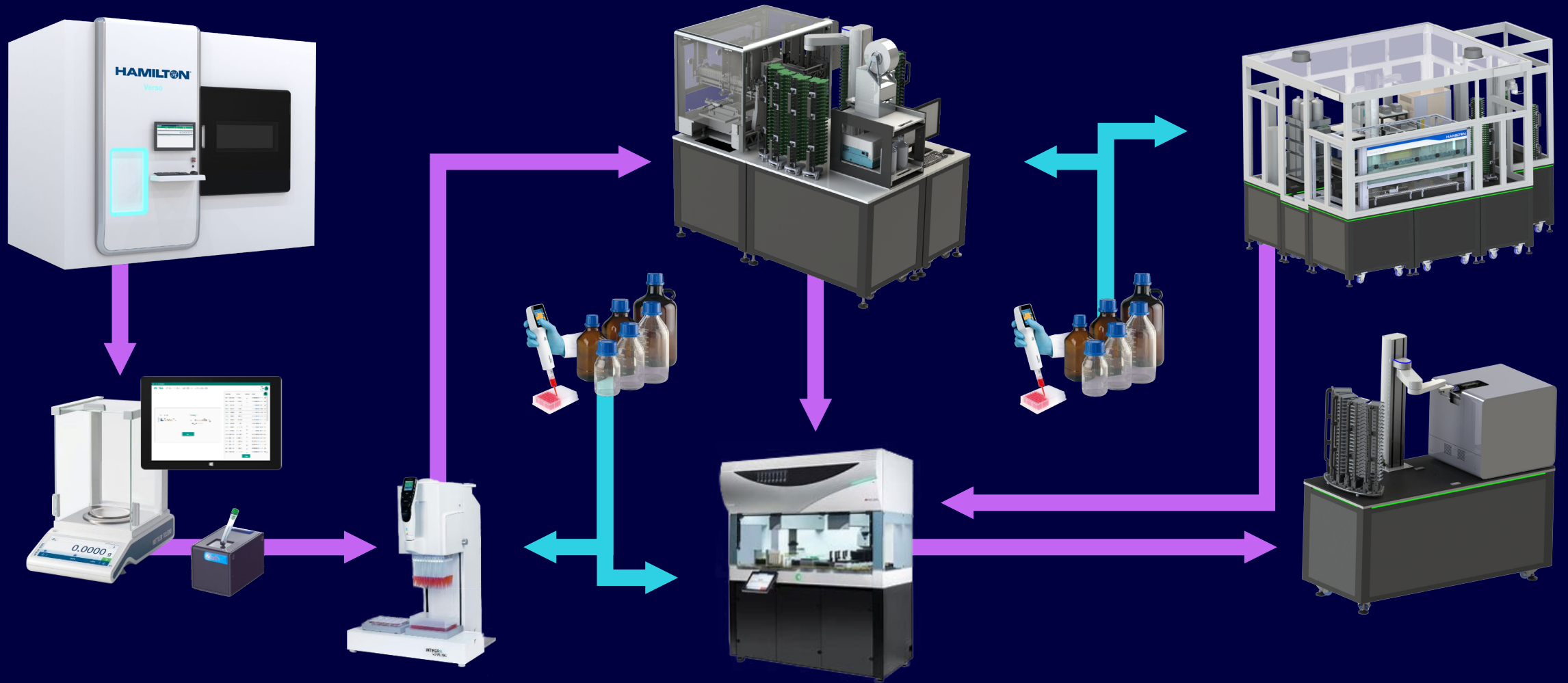


DATA



How Laboratory Automation Comes to Life

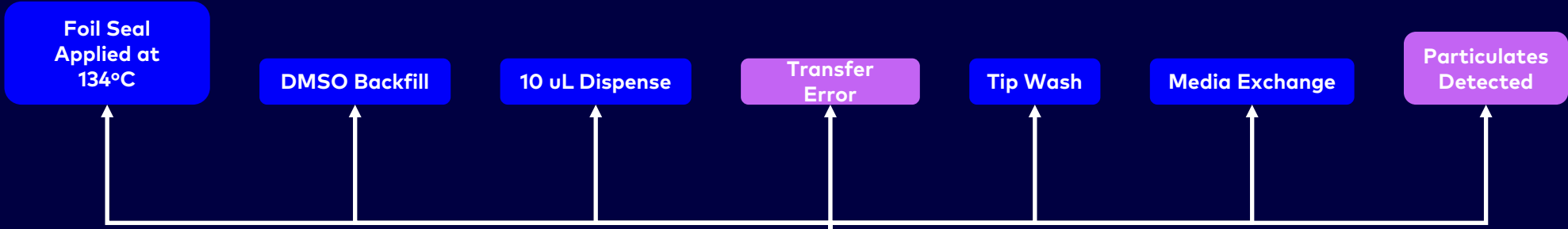
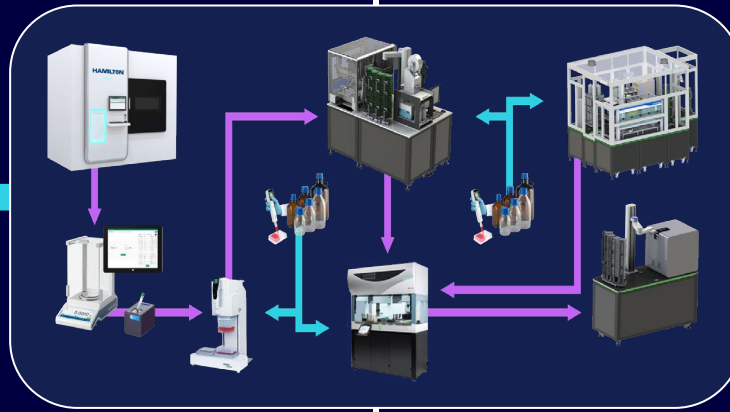
ORCHESTRATING THE FLOW OF SAMPLES AND DATA ACROSS THE LAB



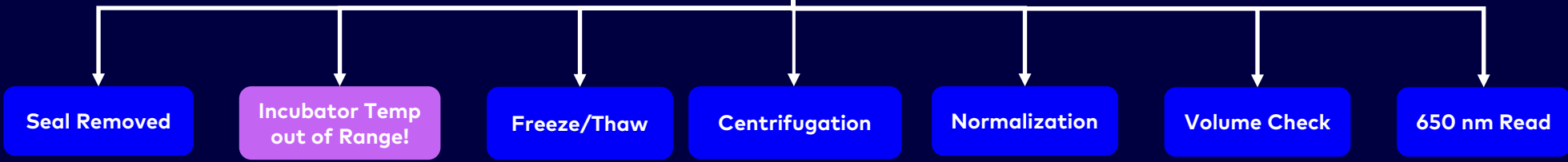
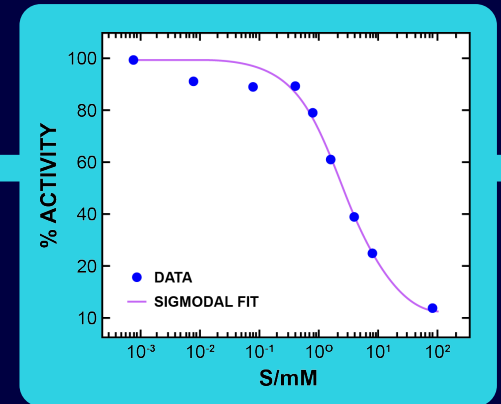


SAMPLE DATA

BARCODE	SAMPLE ID	LOT	VOLUME (uL)	CONC. (mM)
ARB348585	17378492	3046	800	10
DRE552671	37828910	56729	580	10



EXPERIMENT DATA



Software-Centric Model Supported by Lab Automation Design and Engineering Services





DEEPCURE

MOLECULAR FOUNDRY

**Revolutionizing R&D innovation by automating
complex chemical synthesis**

3

DRUG
DISCOVERY
PROGRAMS

2024

SELECTED
FIRST IND
ENABLING
COMPOUND IN
INFLAMMATION

41

TEAM
MEMBERS

\$72M

RAISED

DeepCure is an AI leader in chemistry technologies for drug discovery

Therapeutics company



DeepCure with Generate Biomedicines, Scorpion Tx, & Valo Health (raised \$420M, \$270M, & \$450M, respectively)

Leader in AI



BROAD
INSTITUTE

Kfir Schreiber
Chief Executive Officer • DeepCure

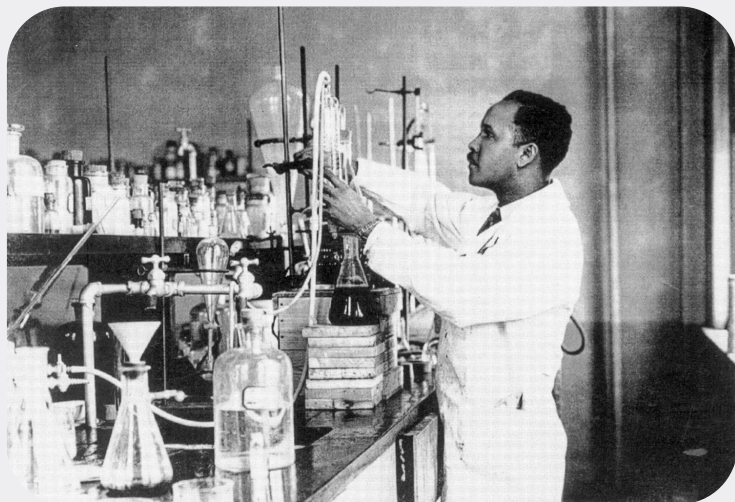
DeepCure with Relay Therapeutics, Exscientia, & Schrödinger

World's most advanced chemistry automation



DeepCure's Molecular Foundry with fully automated multi-step synthesis

Organic chemistry innovation is stifled by the inefficiency of manual synthesis



A century old process that is very slow & expensive

Photo credit: USPTO. FTE represents full time chemists.

¹ Often greater, plus there are project management costs. ² Acta Pharm Sin B. 2022 Jul; 12(7): 3049–3062; Nat Rev Drug Discov. 2010;9(3):203-14.

INDUSTRY STANDARDS IN DRUG DISCOVERY TODAY



1-2 compounds/FTE*/week



10-20 FTE/program



~\$350k
yr/pharma FTE



\$90k+
/yr/CRO FTE¹

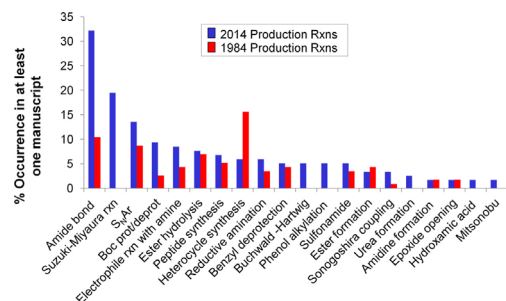


1.5-2 years
for lead optimization²

PROBLEM

Manual chemistry synthesis severely limits R&D innovation

Inadequate chemical diversity



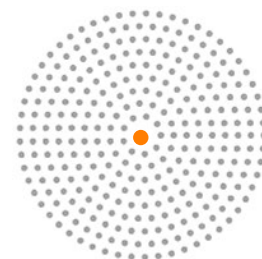
Chemists are under pressure to succeed quickly, resulting in the same familiar reactions being used again and again

Low success rates

20-34%^{1,2}

Synthesis of complex, novel compounds requires tedious optimization, but there's limited time and budget

Few compounds being tested



- What we would like to test
- What we can practically test

Because of the cost and time of manual synthesis, researchers have to limit what they can test

Manual processes are slow & expensive

Circa 1900



Credit: Wellcome Library, London.

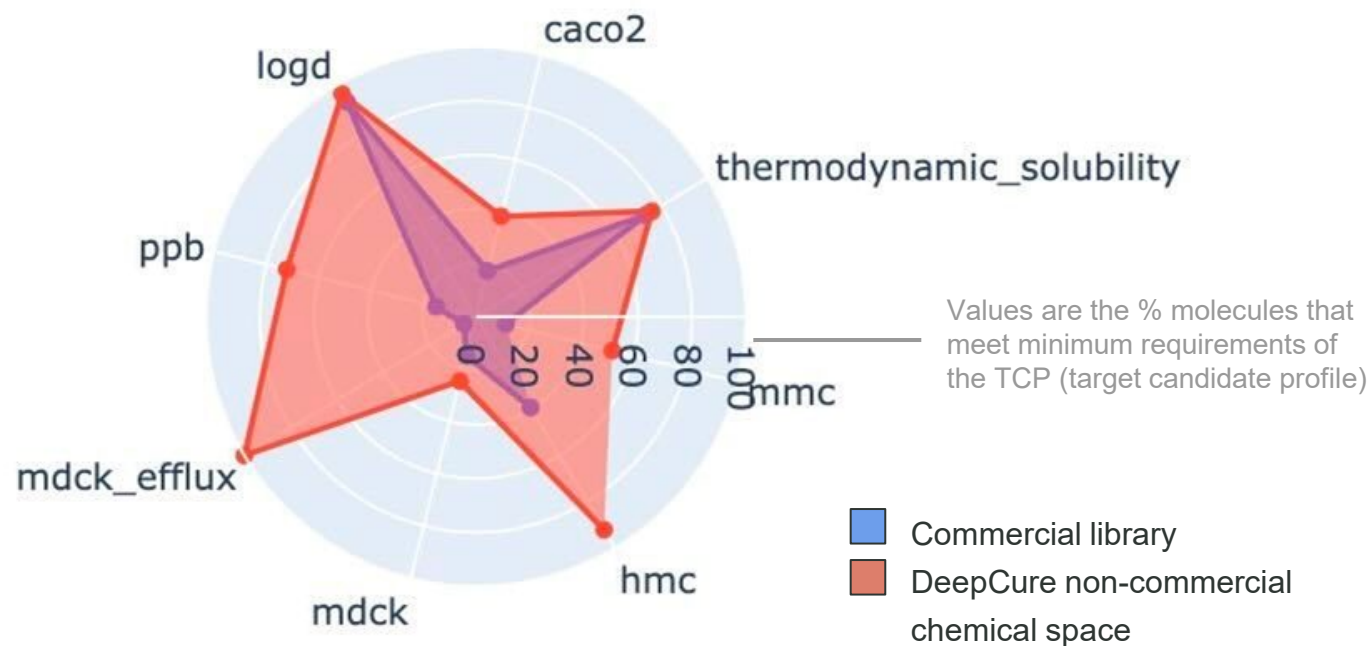
2018



Credit: Daniel Soñé Photography (edited)

Notes: ¹ "Every year more than one fifth of all synthesis attempts result in product yields which are either zero or too low [Janssen Pharmaceutica]", J. Cheminform. 2023; 15: 20. ² Calculated with 80% reaction success (J. Cheminform. 2023;15:20) and average of 4.8 steps per compounds (J. Med. Chem. 2011,54(10):3451-3479).

A diverse chemical space is much more likely to have compounds that meet all requirements



logd = LogD at pH7.4, caco2 = CaCo2 permeability; mmc = murine liver microsomal clearance; hmc = human liver microsomal clearance; mdck = MDCK-MDR1 permeability assay Papp(A-B); mdck_efflux = MDCK-MDR1 permeability assay efflux ratio (i.e. Papp(B-A)/Papp(A-B)); ppb= plasma protein binding.

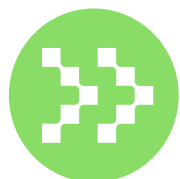
AI Designs molecules that traditional chemistry struggles to support

SOLUTION

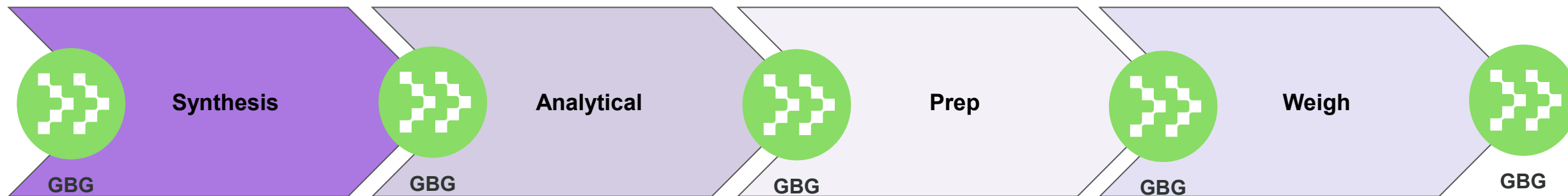
Build a fully automated chemistry platform from planning to synthesis leveraging Biosero's expertise

Impact:
**more time +
money**
for researchers
to find better,
safer molecules

Fully integrates software
to internal AI systems



Biosero Green Button Go Process Flow



Interface for the Synthesis stage:

- Name: Synthesis Plate
- Labware: Deep Well
- Run Synthesis Tecan
- Inbound: Get Plate
- Instrument Pool: Selection Strategy: Even Distribution
- Outbound: Put Plate

Interface for the Analytical stage:

- Name: AP
- Labware: Deep Well
- Carousel: Get From Hotel
- MassLynx: Run Sequence
- Carousel: Put In Hotel

Interface for the Prep stage:

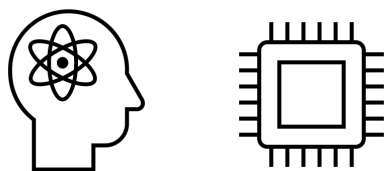
- Name: FRP Plate
- Labware: Deep Well
- Carousel: Get From Hotel
- Run Process FRP Plate
- MassLynx: Run Sequence
- Carousel: Put In Hotel
- Name: Vial Rack
- Labware: 8 Vial Rack
- Carousel: Get From Hotel
- Rack Reader: Scan Rack
- MassLynx: Run Sequence
- CombiDancer: Run Inquiry

Interface for the Weigh stage:

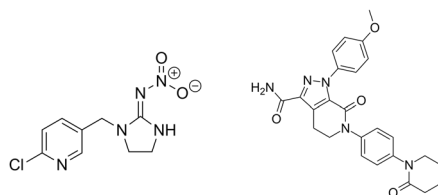
- Name: Vial
- Labware: 8 Vial Rack
- Vial Staging: Pick Vial
- Weigh Module: Weigh
- Vial Staging: Place Vial

Deepcure's Molecular Foundry makes real-time scientific decisions due to Biosero's software integrations

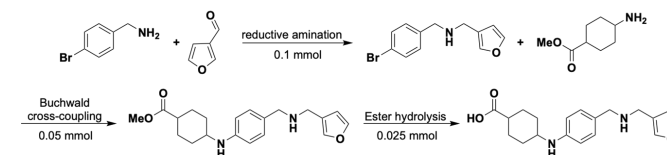
AI or human input



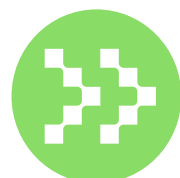
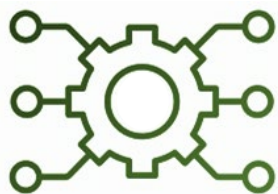
Compounds selected



Synthesis & reaction planning

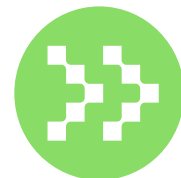
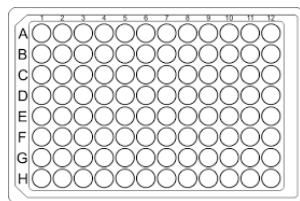


Multi-step synthesis directed with GBG



GBG

Synthesize and purify compounds



GBG

Measure properties



GBG

Next iteration of compounds

Scientists can tackle the tough questions while the Molecular Foundry generates new compounds

BOTTLENECKS

Manual chemistry data is difficult to build models on



Timely and expensive R&D projects with chemistry being the bottleneck



Scientists are only focused on drug design and interaction



Avg. chemist is only comfortable with ~20 different types of reactions



Human chemists are biased



OPPORTUNITIES

Big and standardized chemical synthesis data enables predictive models

Faster turnaround on drug discovery projects

Robotic platforms enable AI/ML improvements in how we work

Harness 100s of reactions for synthesis planning

AI/ML models lack bias and will design molecules based on need

The foundry delivers a paradigm shift

The next generation of small molecule drug discovery: AI with fully integrated robotic labs



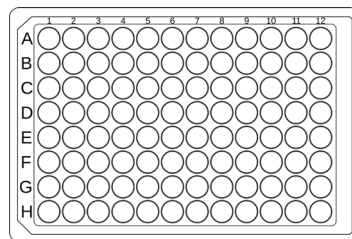
1
Foundry



1-2
weeks

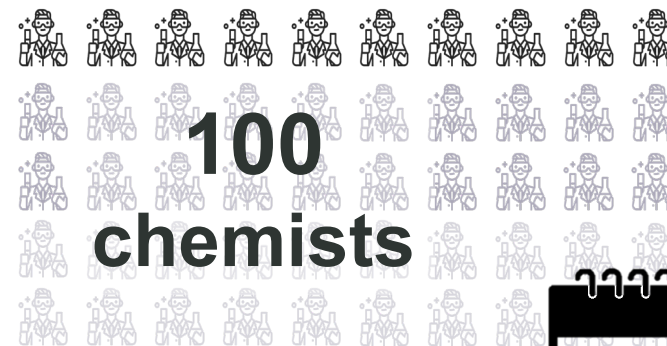


<\$10k



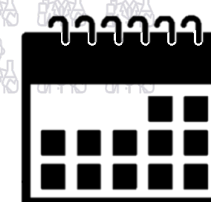
150-300 discrete compounds, with 3-10 purification steps

Custom synthesis



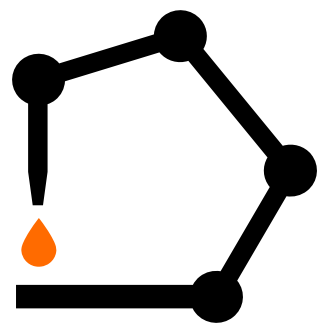
100
chemists

8 weeks



~\$500k-1M





INSPIRED
CHEMISTRY™

Automating Chemistry to Accelerate Innovation

Solutions to Address the Industry's Greatest Needs

Enable Cost Reductions

Increase Productivity and Throughput

Support Seamless Technology Transfer across the Globe

Enable Rapid Reproducibility

Enhance Quality

Safe and Sustainable Solutions (Monitor, Miniaturize, Minimize)



Biosero's Growth Strategy

STRATEGIC LEVERS FOR GROWTH FOR THE NEXT FIVE YEARS

1

END-TO-END ORCHESTRATION

for Pharma, Biotech Plus
Agriscience and Diagnostics

2

SOFTWARE-CENTRIC SOLUTIONS

for Instrument vendors and DIY Labs
(Microsoft Windows Model)

3

REGULATED LABORATORY ENVIRONMENTS

4

SCIENTIFIC, WORKFLOW-CENTRIC AUTOMATED SOLUTIONS

Cell Line Development, NGS,
Extraction

5

INCREASING RECURRING VALUE-ADDED ENHANCEMENTS

- Biosero Marketplace
- One-Stop Shop Integrator
- Onsite Support Personnel



Accelerating Research and Discovery

GREEN BUTTON GO INTEGRATION SOFTWARE & BIOSERO AUTOMATION SOLUTIONS



Vision

BICO enables and automates the life science lab of the future

Mission

Be the first-choice lab automation partner and provider of selected workflows to pharma and biotech



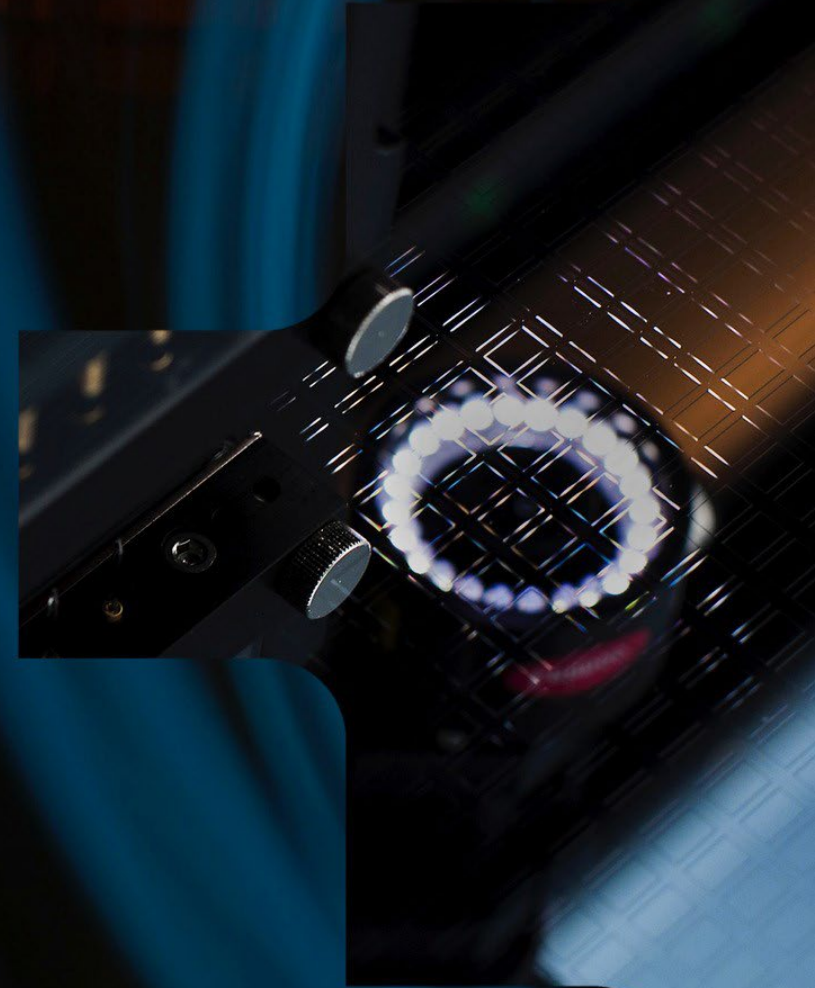
Brico



15
minutes break



Q&A with BICO'S Executive Management



Participating in the Q&A session



Ulrik Trattner
Moderator
Equity Analyst,
Carnegie



Maria Forss
President & CEO
BICO



Jacob Thordenberg
CFO BICO



Ryan Bernhardt
CEO Biosero



Brico



Thank you!

**RECORDINGS
AVAILABLE ON
BICO.COM
OR VIA THE QR-CODE**





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