

# Bricco

JEFFERIES HEALTHCARE CONFERENCE

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MARIA FORSS, PRESIDENT & CEO

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## **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**



# BICO in Figures

Founded in 2016



65+

Global Presence  
No of Markets



820+

Employees



12

Companies



SEK 2.2bn

Net Sales  
FY 2023



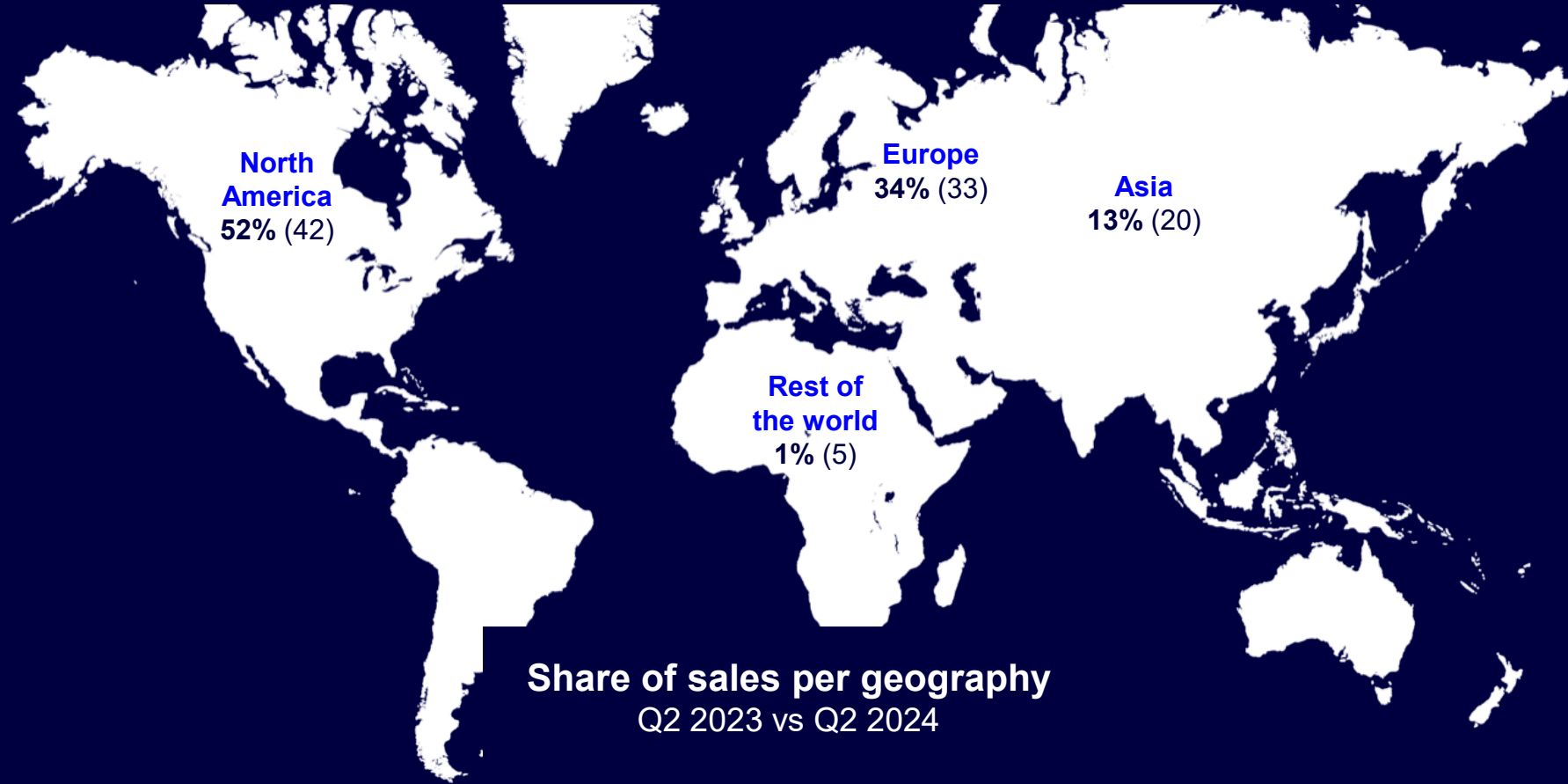
46,000+

Installed Instruments



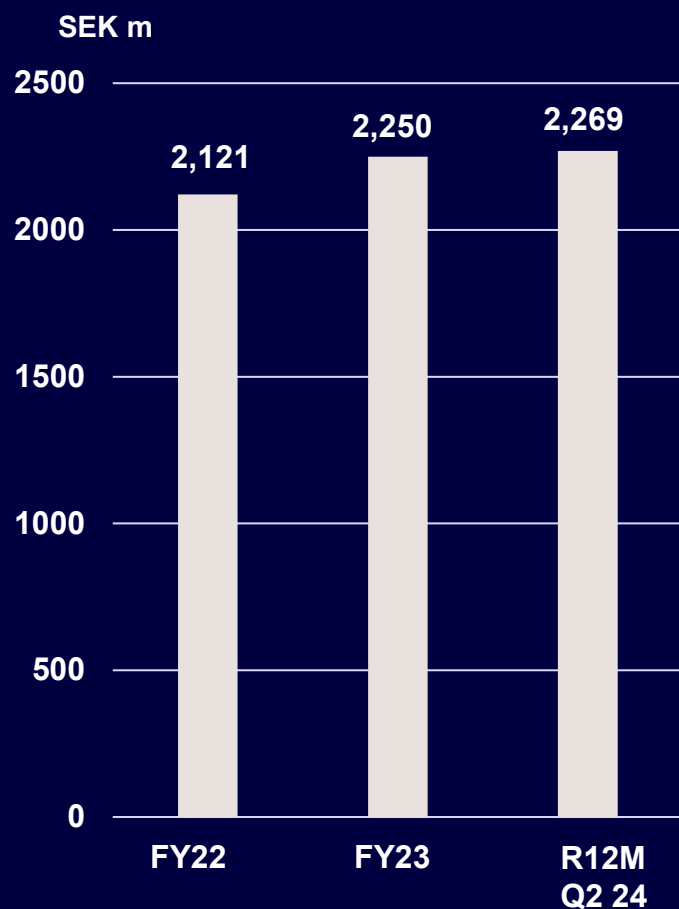
12,000+

Publications

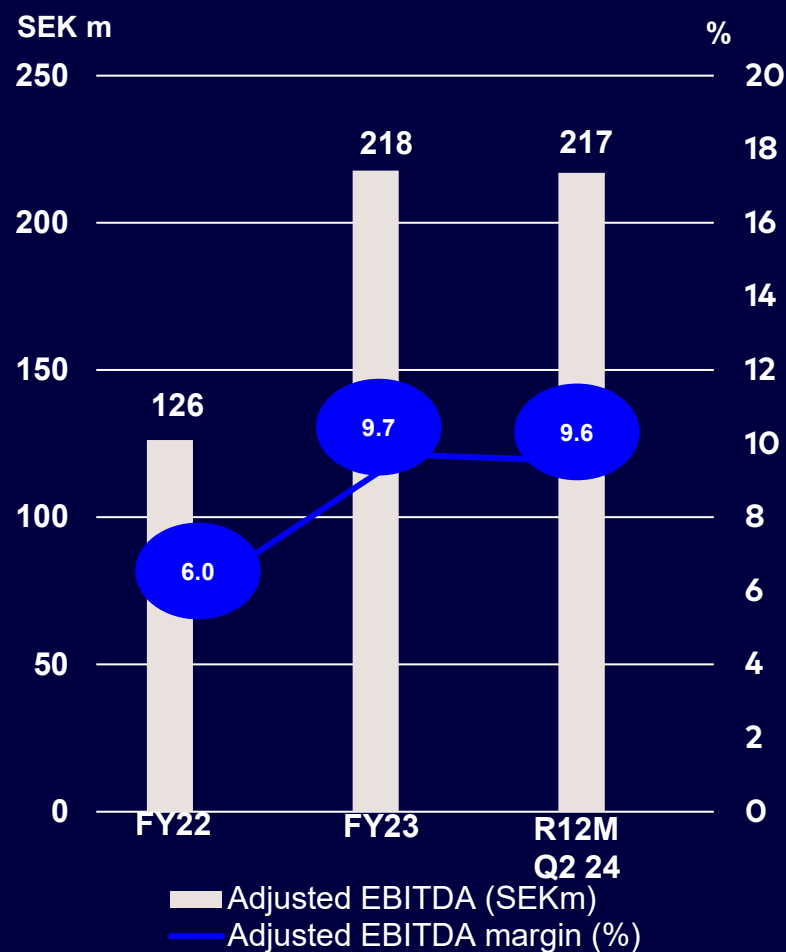


# FY 2022, FY 2023 and R12M Q2 24: Sales, Adjusted EBITDA and Cash Flow from Operating Activities

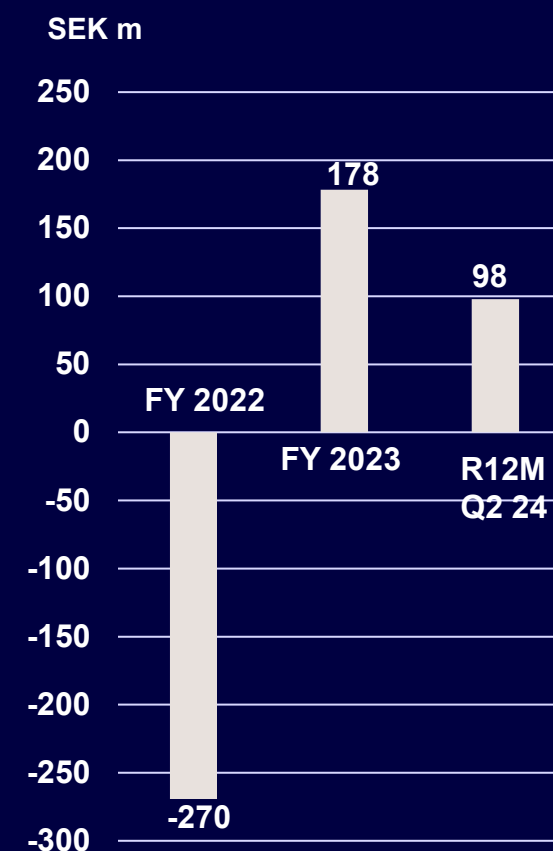
Total Sales



Adjusted EBITDA



Operational cash flow



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

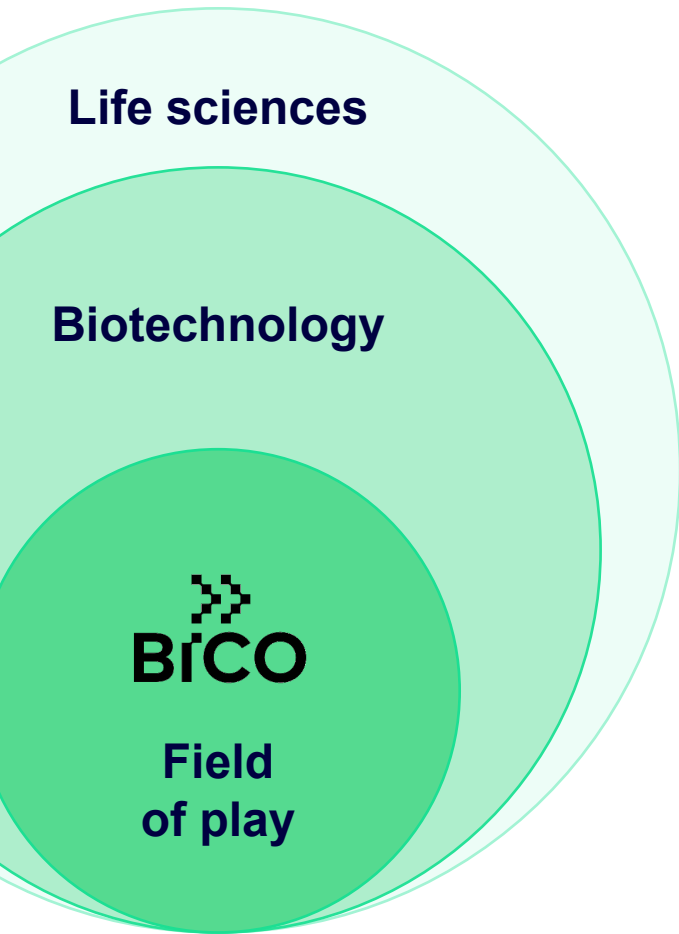
**LAB AUTOMATION**

**LIFE SCIENCE  
SOLUTIONS**

**BIOPRINTING**



# 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

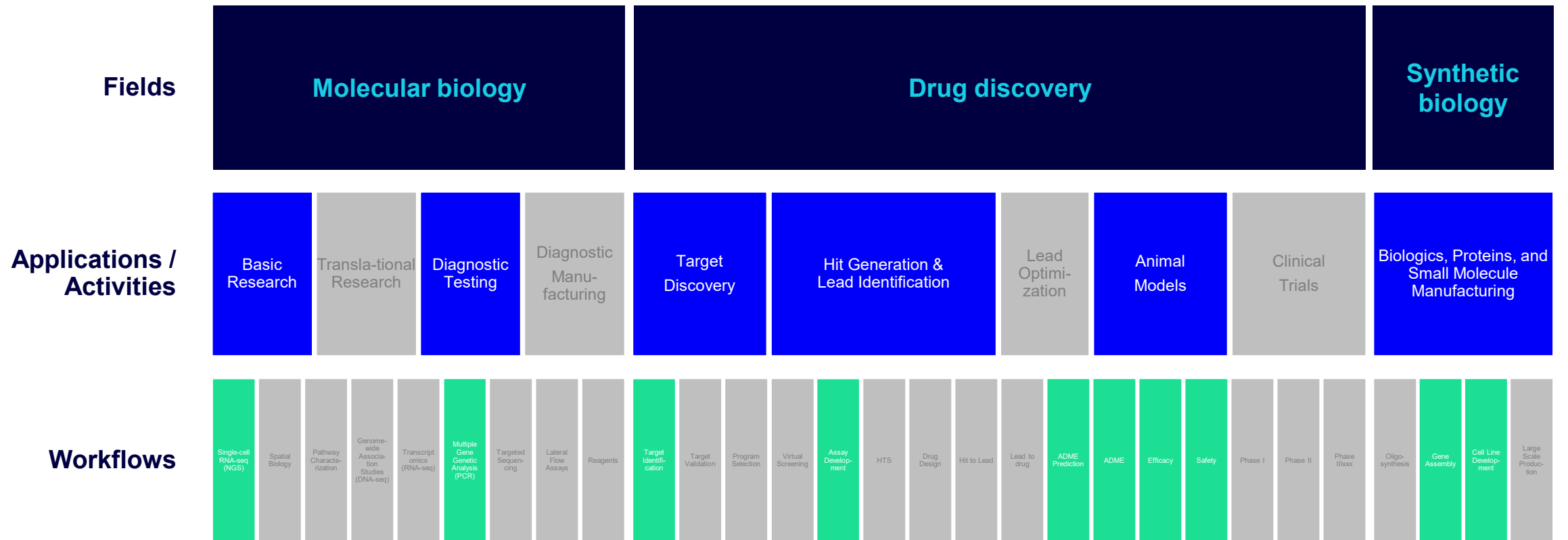
Molecular biology

Drug discovery

Synthetic biology



# BICO's Portfolio of Solutions Serves Selected Workflows





# 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

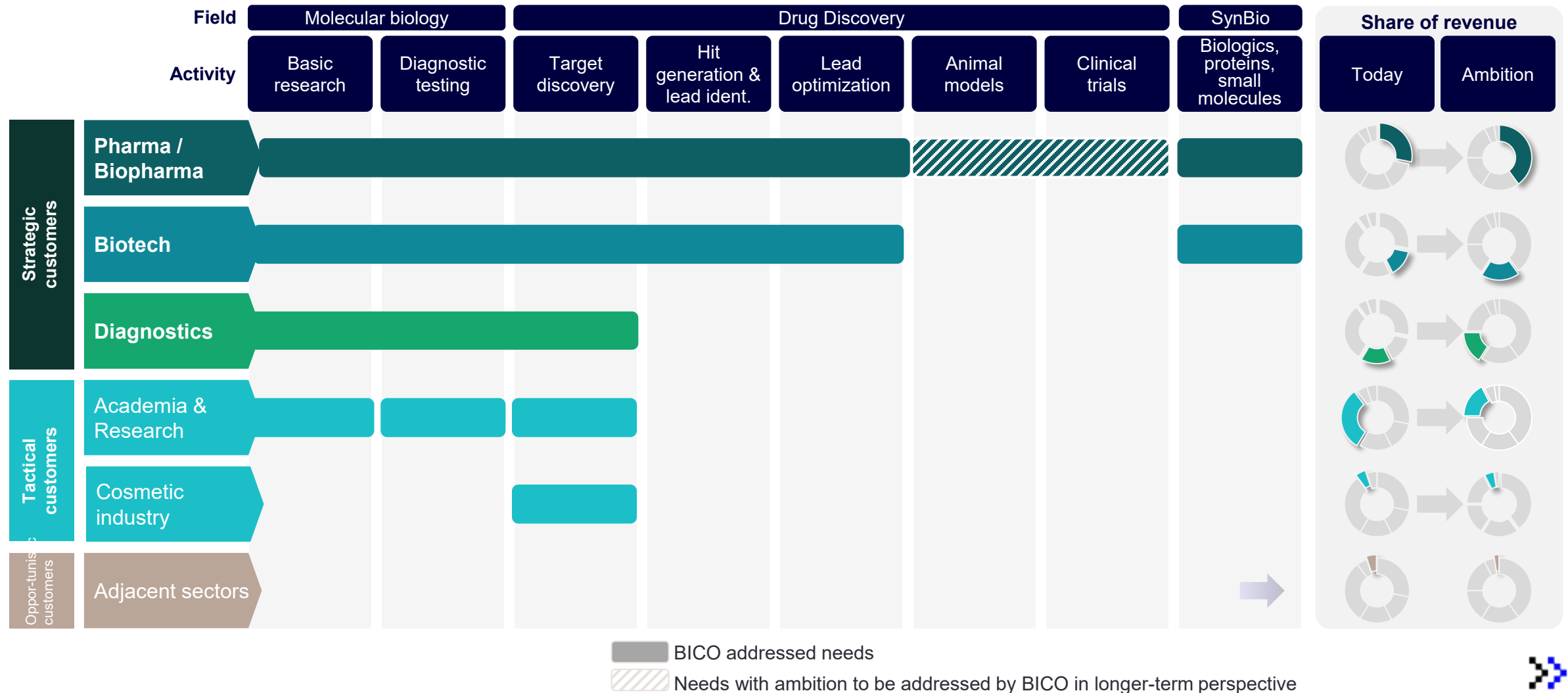
Stanford Harvard  
NIH Max Planck Yale  
UCLA Cambridge  
Oxford MIT Duke  
Karolinska

## Food & Agriculture

Unilever  
Colgate  
Procter & Gamble



# BICO 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**

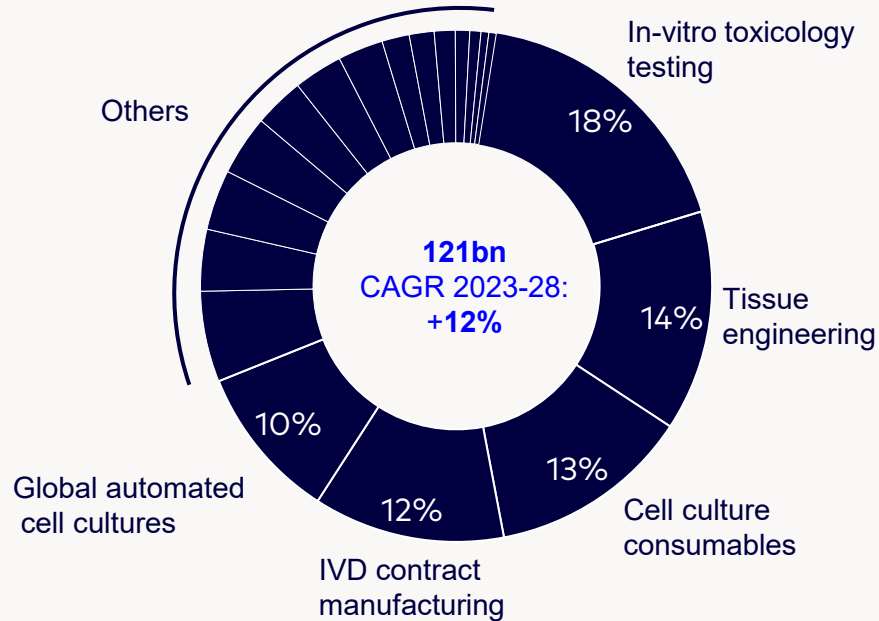
\* FDA modernization Act and EURL ECVAM



# Total and Serviceable Addressable Market

**Global TAM** (by market segment, 2023, USDbn)

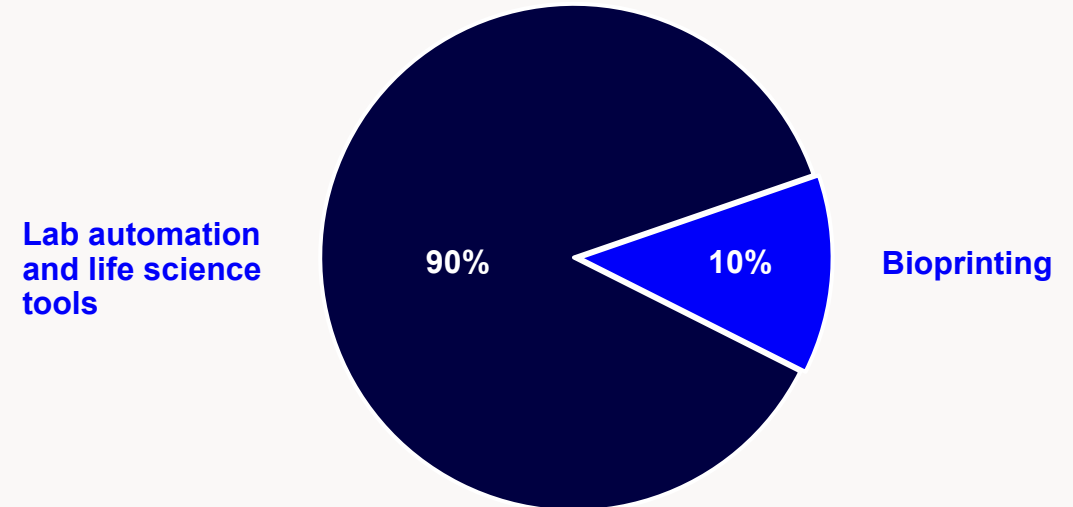
*Potential market size, independently from BICO's ability to reach and serve it*



**Global SAM** (by 2023, USDbn)

*Market size based on customers BICO can serve with existing business*

**Total ~3bn, average CAGR: +12%**



# Lab Automation Industry

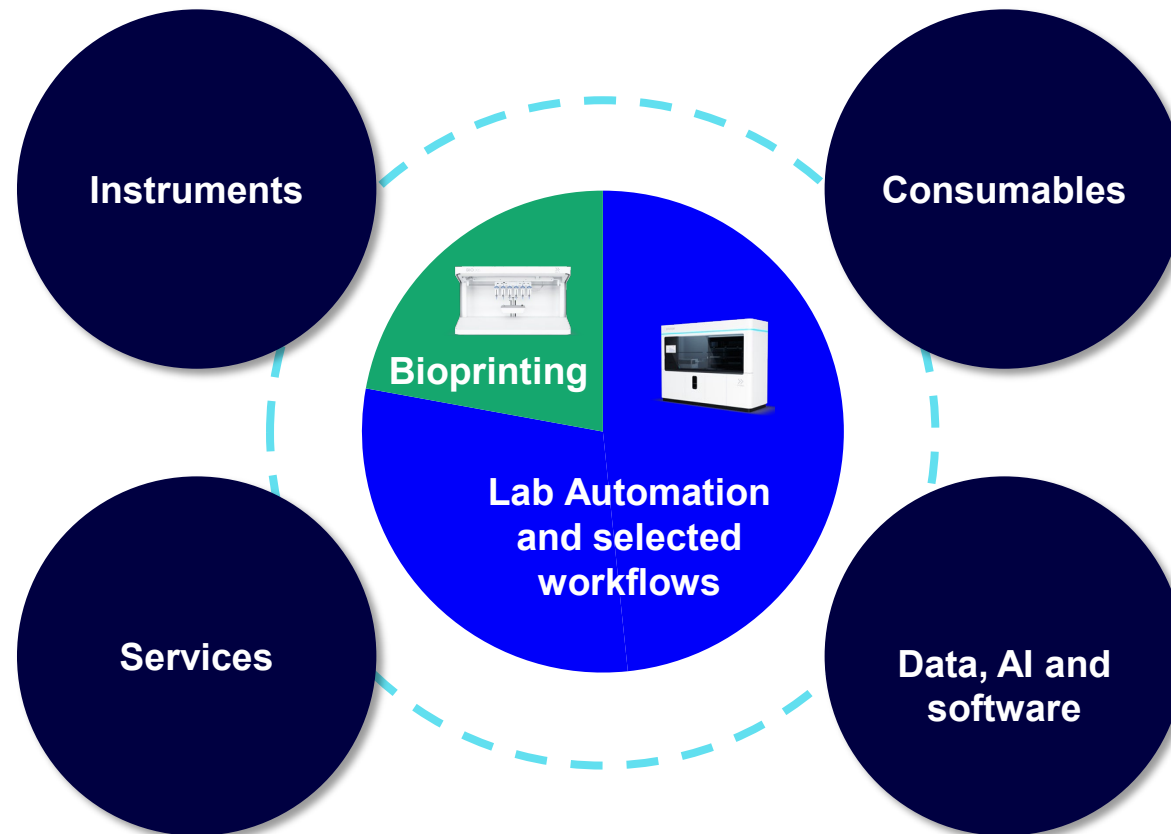
## Evolving significantly

- 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.



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



# Updated Strategy BICO 2.0 – Strong Commercial Focus

## 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**



# 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

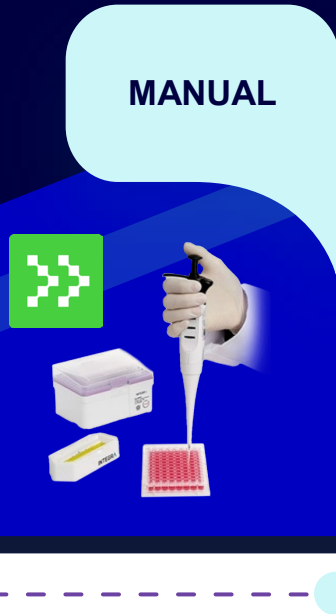
**Accelerating  
scientific research  
through automation**





# Laboratory Automation: The breadth of solutions

**MANUAL**



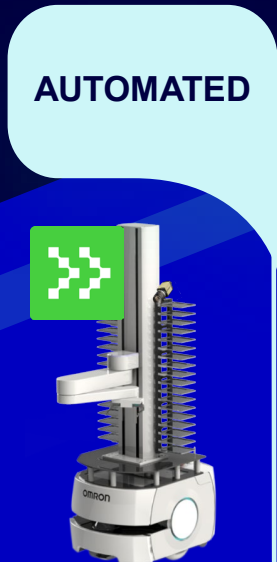
A hand is shown using a pipette to transfer liquid into a multi-well plate. A small green square icon with a white pixelated pattern is positioned to the left of the hand.

**SEMI-AUTOMATED**



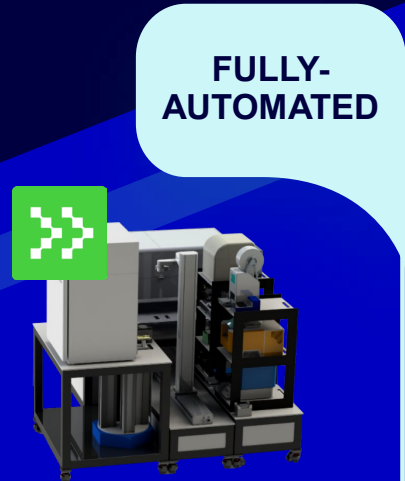
A piece of laboratory equipment, possibly a plate reader or a similar instrument, is shown. A small green square icon with a white pixelated pattern is positioned to the left of the equipment.

**AUTOMATED**



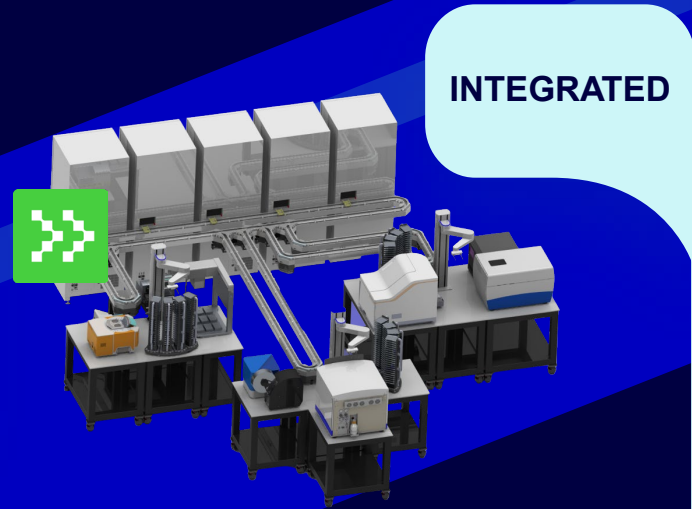
A piece of laboratory equipment, possibly a liquid handling robot, is shown. A small green square icon with a white pixelated pattern is positioned to the left of the equipment.

**FULLY-AUTOMATED**



A piece of laboratory equipment, possibly a liquid handling robot, is shown. A small green square icon with a white pixelated pattern is positioned to the left of the equipment.

**INTEGRATED**



A complex laboratory setup with multiple pieces of equipment connected together. A small green square icon with a white pixelated pattern is positioned to the left of the equipment.

Connecting equipment  
through Biosero's  
Green Button Go<sup>®</sup>  
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%



# 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

Financial  
Targets

Double-digit organic growth  
in constant currency

EBITDA margin less capitalized  
development cost > 10%

Net Debt to EBITDA < 3.0x





**Brico** #