

Repligen Acquires 908 Devices' Bioprocess PAT Portfolio

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Safe Harbor Statement

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Repligen Acquires 908 Devices' Bioprocessing Product Portfolio

- ✓ **Important strategic acquisition** in our journey to enable digitization in bioprocessing
- ✓ Acquiring **differentiated products for key PAT technologies** (Raman spectroscopy, Mass Spectrometry, Biosensing, Electrophoresis) ... **Complements our existing downstream PAT**
- ✓ First step in our strategy to bring **PAT-integrated upstream solutions** to the bioprocessing industry, as we have done in downstream ... a multi-year journey
- ✓ **Talent injection** of top tier analytics scientists and engineers
- ✓ **Contributes ~\$10M** to 2025 revenue ... **accretive to gross margin**
- ✓ **Leveraging our commercial organization** and upstream presence with ATF
- ✓ **\$70M cash purchase: ~6X 2024 revenue multiple**, fully funded from strong cash position



Continuing our execution of strategic acquisitions with disciplined evaluation

Advances Repligen's Position in The Digitization Journey

Maturity



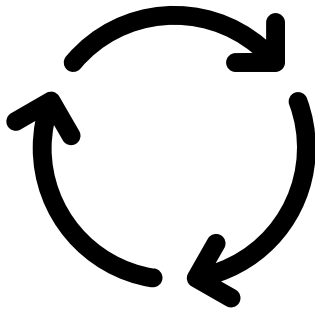
Process Modeling
and Automation

Growing/Mature



Data Analysis
and AI

Early Stage



PAT
Upstream /
Downstream

Growing



Data Storage
and Security

Mature


The Digitization Model continues to mature

- **Process Modeling & Automation** broadly utilized to speed R&D and improve manufacturing productivity
- **PAT** technologies have been introduced “at-line” and “in-line” and starting to be used more broadly in manufacturing to monitor and control process
- **Data** needs to be stored in secured cloud environment offered by digital providers
- **Data Analysis** via Machine Learning (ML) and AI is becoming the next big thing to generate significant productivity gains

908 Devices' Bioprocessing Business Overview

4
Advanced PAT
Devices


MAVERICK **MAVEN** **REBEL** **ZipChip**



Key Enablers for Bioprocessing 4.0


2023 2H LAUNCH 2023 1H LAUNCH 2019 LAUNCH 2016 LAUNCH

~\$12M
2024e Revenue
Capacity for >\$50M



R&D and Manufacturing
Massachusetts, North Carolina, Germany

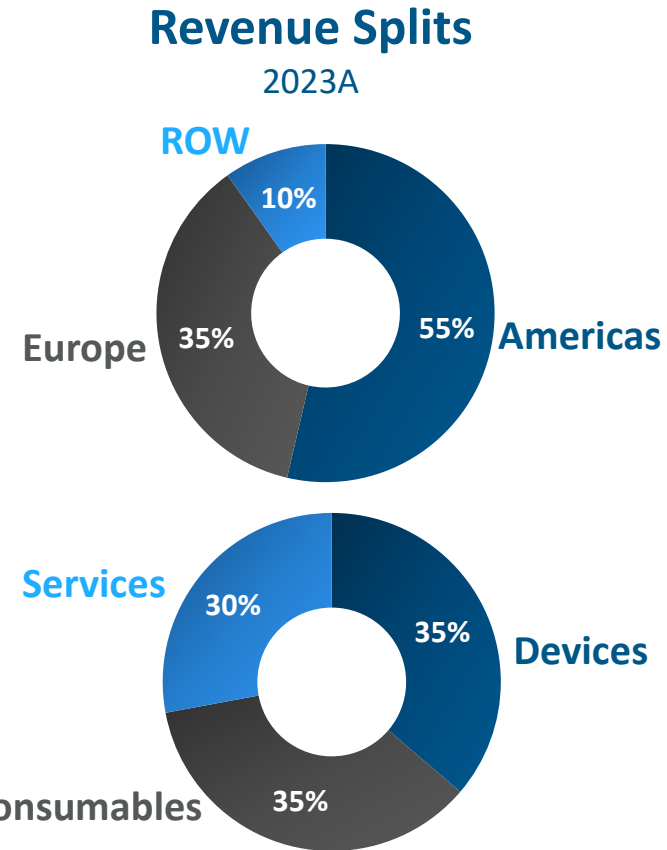
~60
Employees
Joining RGEN



Multi-modality
rProteins, C>, RNA

2012
Year Founded
IPO 2020
(Nasdaq:MASS)

450+
Devices placed
Install base incl.
All Top 20 Pharma



Integration & Technology Teams to be Jointly Managed by 908 Devices and Repligen Leaders
... Business and Innovation Continuity

PAT Portfolio Overview: Driving Process Efficiency & Productivity

REBEL



2019 LAUNCH

Microfluidics CZE + MS

- At-line cell culture media monitoring and analysis
- Simplifies media selection, QC, optimization
- 50% titer improvement; 2,000x faster than Mass Spec and HPLC
- Results on 30+ nutrients and metabolites in under 10 mins

Improved Cell Culture Performance



[REBEL Video](#)

MAVERICK



2023 2H LAUNCH

Raman powered, purpose-built “de novo” model

- Bioprocess analysis and control with no prior modeling
- In-line, real-time monitoring and control of multiple CPPs
- Faster deployment, lower setup and operating cost
- Control of up to 6 bioreactors

Faster Process Optimization



[MAVERICK Video](#)

MAVEN



2023 1H LAUNCH

Diffusion Probe & Biosensing

- Real-time monitoring and control of CPPs (glucose and lactate) in cell culture and fermentation
- Aseptic monitoring with no loss of bioreactor volume
- 8x reduction in glycation in production runs

Higher Product Quality & Yield



[MAVEN Video](#)

ZipChip



2016 LAUNCH

Microfluidics CZE

- High resolution sample separation for characterization of CQAs
- Charge variant analysis, peptide mapping, metabolite quant.
- 20x faster, more precise than Liquid Chromatography MS

Increased Precision and Sensitivity

Strong Complement of Process Analytical Tools & Consumables






















Leveraging proprietary consumables

Microfluidic Chips,
Reagents, and Probes



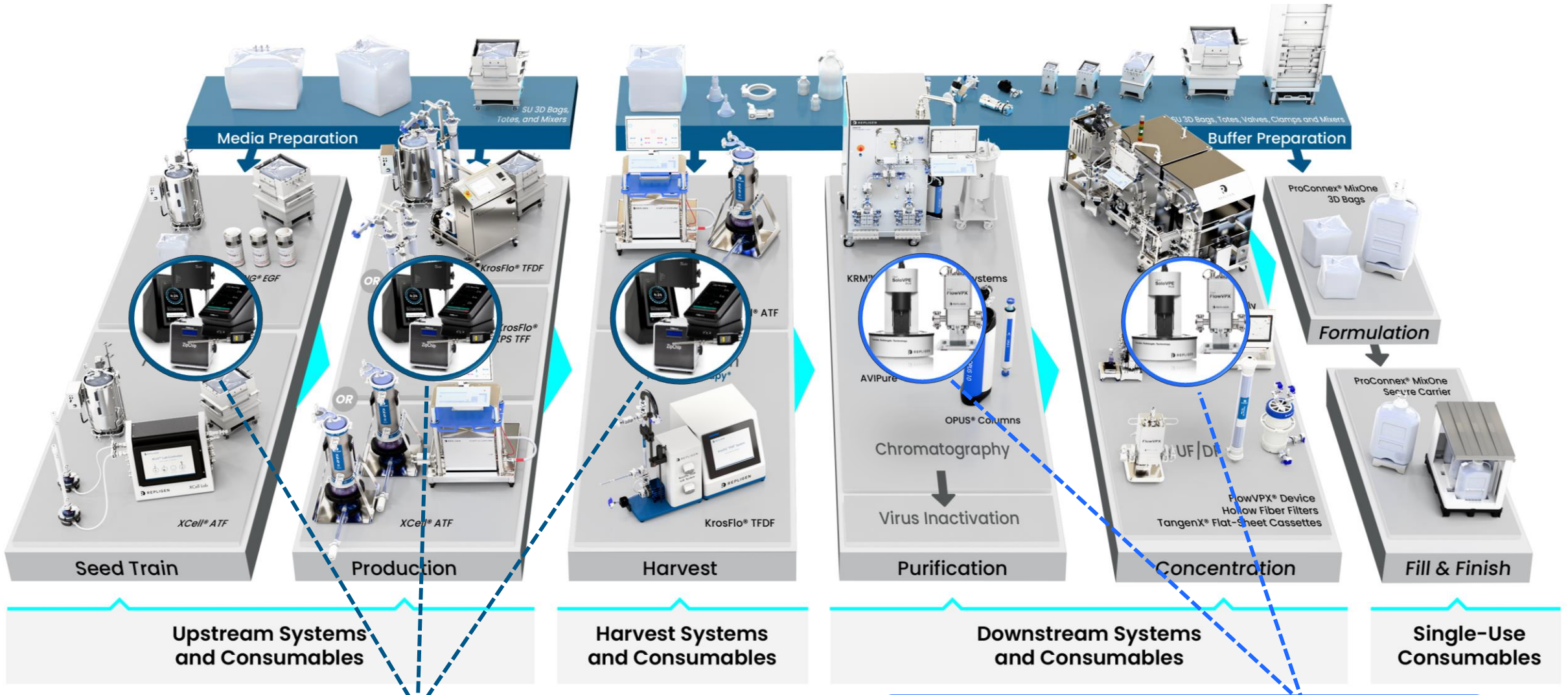
25% to 40% annual pull through opportunity

Expands Repligen's PAT Presence Across Modalities and Across workflow

	rProteins (mAbs, ADCs)	Gene Therapy (Viral Vector / AAV)	Cell Therapy (Lenti, CAR-T)	Peptides / Nucleic (GLP-1, mRNA)	
Upstream					<div style="display: flex; flex-direction: column; gap: 10px;"> <div> New PAT area</div> <div> Incremental PAT capabilities for RGEN</div> </div>
Downstream					
Fill/Finish	 			 	<div style="display: flex; flex-direction: column; gap: 10px;"> <div> 908 Devices capabilities</div> <div> Repligen capabilities</div> </div>
QC	 			 	

Complementary best-in-class PAT solutions for Upstream and Downstream

Broad Portfolio Across the Bioproduction Workflow; Addressing Pain Points



908 Devices adds upstream PAT technology

CTech™ SoloVPE® PLUS, FlowVPE®, FlowVPX® primarily for downstream applications

Our Integration Priorities

R&D

- Continue to advance commercialization and product development of existing 908 portfolio
- Leverage team's expertise to accelerate launch of additional PAT technologies
- Prepare for the next level of industry digitization

Ops

- Immediate transition of Massachusetts manufacturing operations into Repligen facility
- Define long-term integration planning and footprint optimization
- Carve out “back office” activities and function support ... TSA in place for transition

Commercial

- Leverage Repligen's bioprocessing global presence
- Capitalize on ATF differentiating technology installed base
- Capture service synergies across Repligen's PAT portfolio

Thank you



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