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

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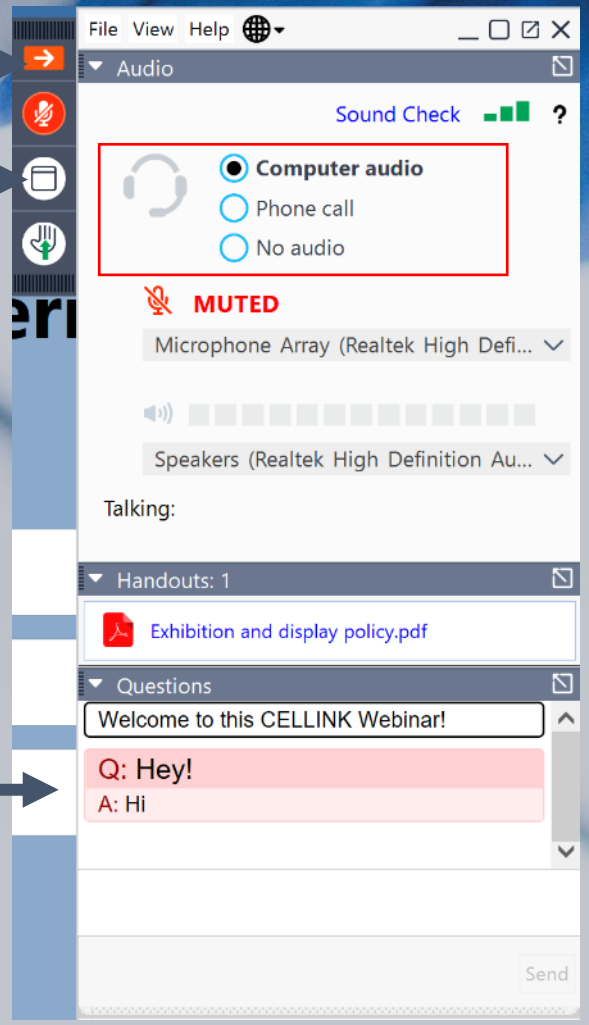

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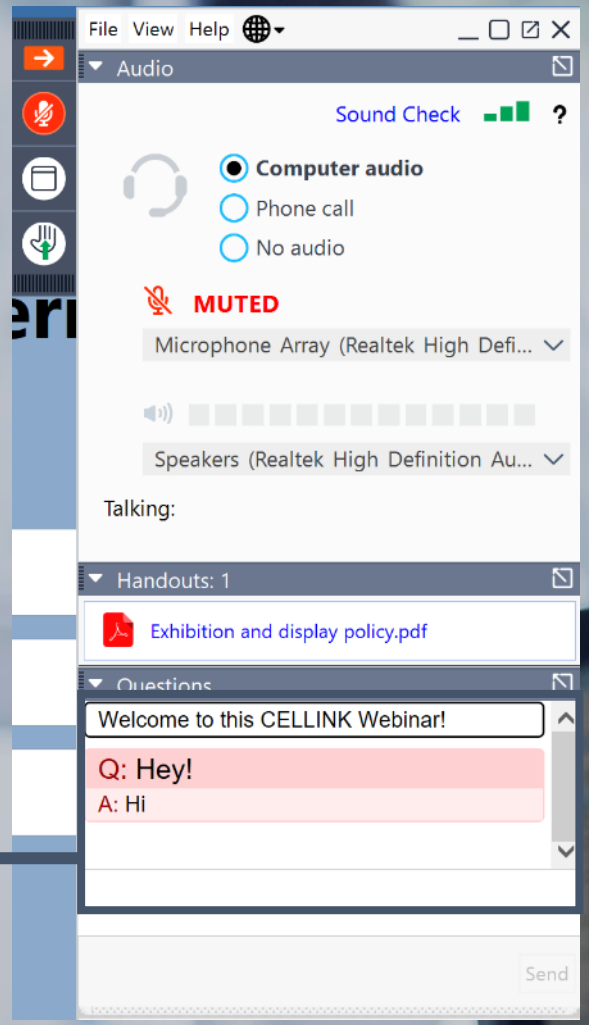
Q&A SESSION

PARTICIPATE BY SENDING YOUR QUESTIONS TO THE QUESTION BOX

Write your questions here!



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INTRODUCTION TO THE FUTURE OF MEDICINE

Dr. Robert Langer

MIT and co-founder of Moderna,
Scientific Advisor CELLINK

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INTRODUCTION TO THE FUTURE OF MEDICINE

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BIOCONVERGENCE AGENDA AND STRATEGIC FOCUS AREAS 2021

Erik Gatenholm
CEO, CELLINK

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BIOCONVERGENCE AGENDA AND STRATEGIC FOCUS AREAS

Erik Gatenholm, CEO

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PASSION – INSPIRATION – PERSISTENCE

2016

CELLINK = bioprinting

Bioprinting

7 employees

TAM, $1.4Bn+

20 laboratories

5 publications

Market Cap MSEK 645

2021

CELLINK = CELLINK Group,
Business Areas and Group Companies

Bioconvergence

700 employees

TAM, $150Bn+

2,000+ laboratories

1,700+ publications

Market Cap BSEK 22.63

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cytena A CELLINK COMPANY | Bioprocess Solutions
scienion A CELLINK COMPANY
cellenion A CELLINK COMPANY
GINOLIS A CELLINK COMPANY
MatTek A CELLINK COMPANY

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MODERN HEALTHCARE CHALLENGES THAT SHAPE THE FUTURE OF BIOCONVERGENCE.

Source: https://innovationisrael.org.il/en/reportchapter/bio-convergence

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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.

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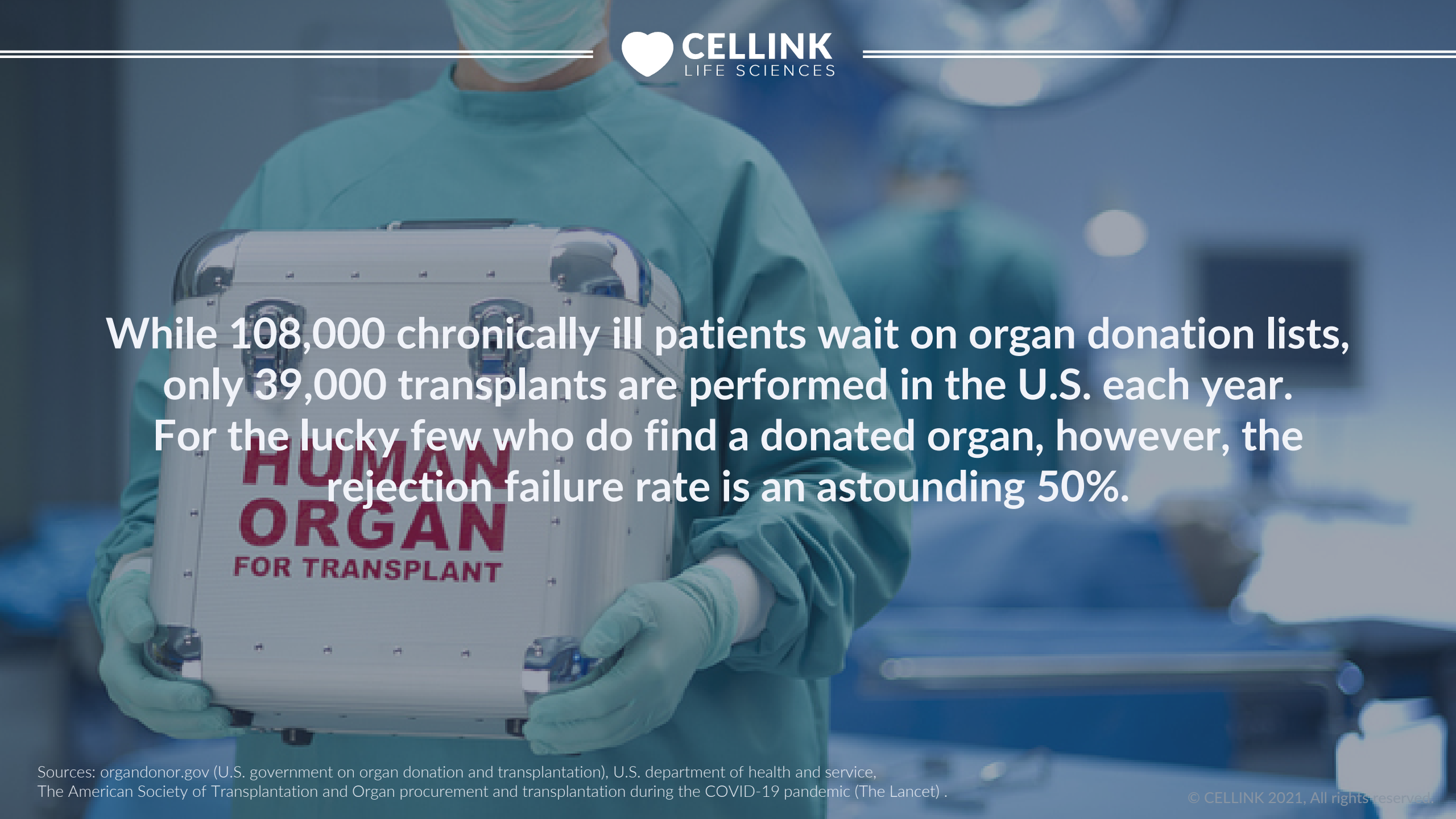

While 108,000 chronically ill patients wait on organ donation lists, only 39,000 transplants are performed in the U.S. each year. For the lucky few who do find a donated organ, however, the rejection failure rate is an astounding 50%.

Sources: organdonor.gov (U.S. government on organ donation and transplantation), U.S. department of health and service,
The American Society of Transplantation and Organ procurement and transplantation during the COVID-19 pandemic (The Lancet) .

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BIOLOGY + TECHNOLOGY

BIOCONVERGENCE IS THE FUTURE OF HEALTHCARE

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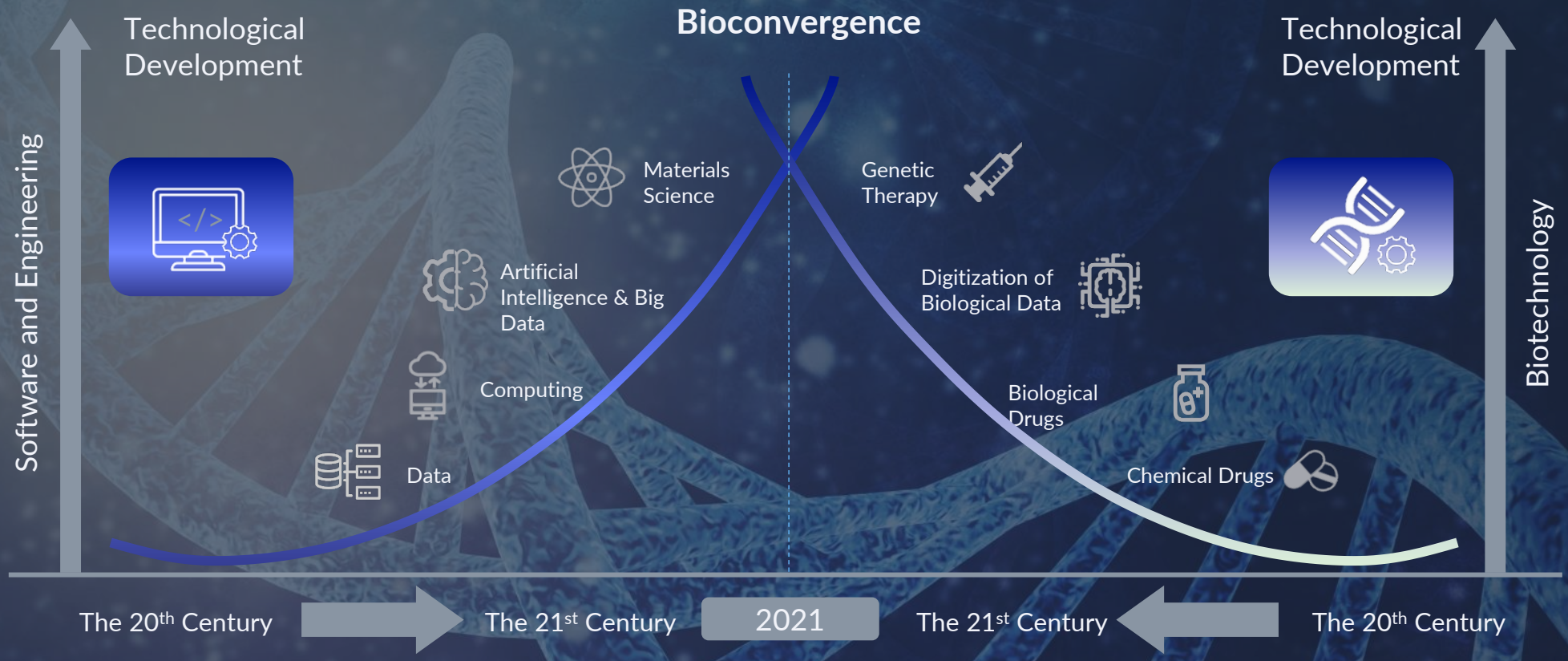
BIOCONVERGENCE TO FORM THE FUTURE BASE OF MEDICINE AND TO RESHAPE THE GLOBAL HEALTH INDUSTRY

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



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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

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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

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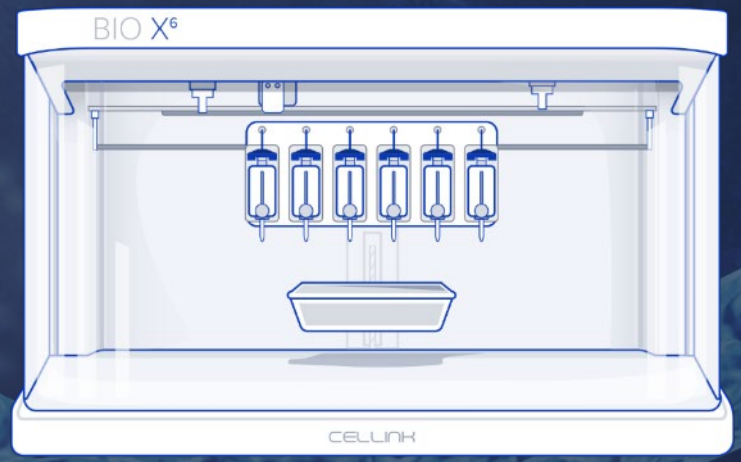
THE BIOCONVERGENCE COMPANY



Bioprinters & Bioinks

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THE BIOCONVERGENCE COMPANY

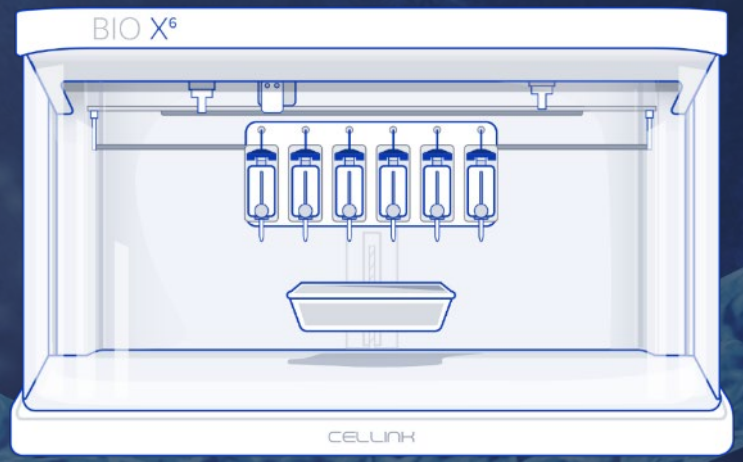
Bioprocessing

Reagents

Microscopy

Live cell imaging

POC



Cell culture

OMICS

Genomics

Biosensors

Proteomics

Bioreactors

Bioinformatics

Diagnostics

NGS

Bioprinters & Bioinks

Single cell sorting

AI

Robotics

Liquid handling

Consumables

Cell line development

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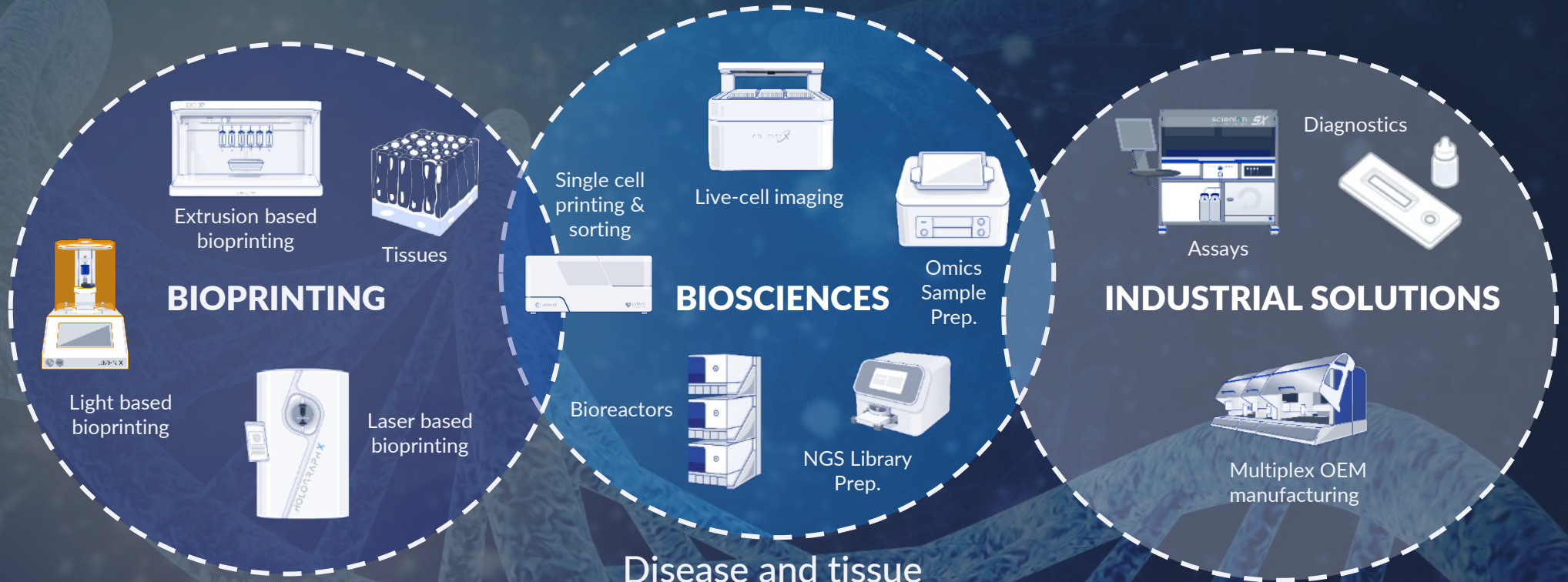
IT IS THE ERA OF BIOCONVERGENCE

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



Disease and tissue modelling

Disease and tissue analysis

Disease and tissue diagnostics

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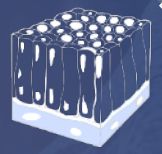
BIOCONVERGENCE MARKET

APPLICATION AREAS $150Bn+

BIOPRINTING


Extrusion based bioprinting


Tissues


Light based bioprinting


Laser based bioprinting

The tissue engineering market is expected to reach $28.9Bn by 2027

+14.2% p.a.

BIOSCIENCES


Live-cell imaging

Single cell printing & sorting


Omics Sample Prep.

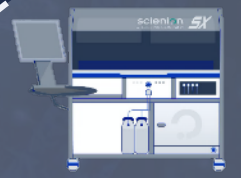

Bioreactors


NGS Library Prep.

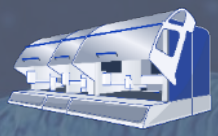
The cell line development market is expected to reach $12Bn by 2027

+13.3% p.a.

INDUSTRIAL SOLUTIONS


Assays

Diagnostics


Multiplex OEM manufacturing

The single cell omics market is expected to reach $6.59Bn by 2027

+15.8% p.a.

The Diagnostics market is expected to reach $103Bn by 2027

+4.5% p.a.

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THE BIOCONVERGENCE WORKFLOW

1. Patient diagnosis
2. Sample analysis
3. Cells harvested
4. Single cell isolation
5. Cell expansion
6. Cell counting
7. Cells bioprinted
8. High throughput screening
9. Live cell analysis
10. New drug identified
11. Efficacy testing
12. Clinical trials
13. Successful treatment

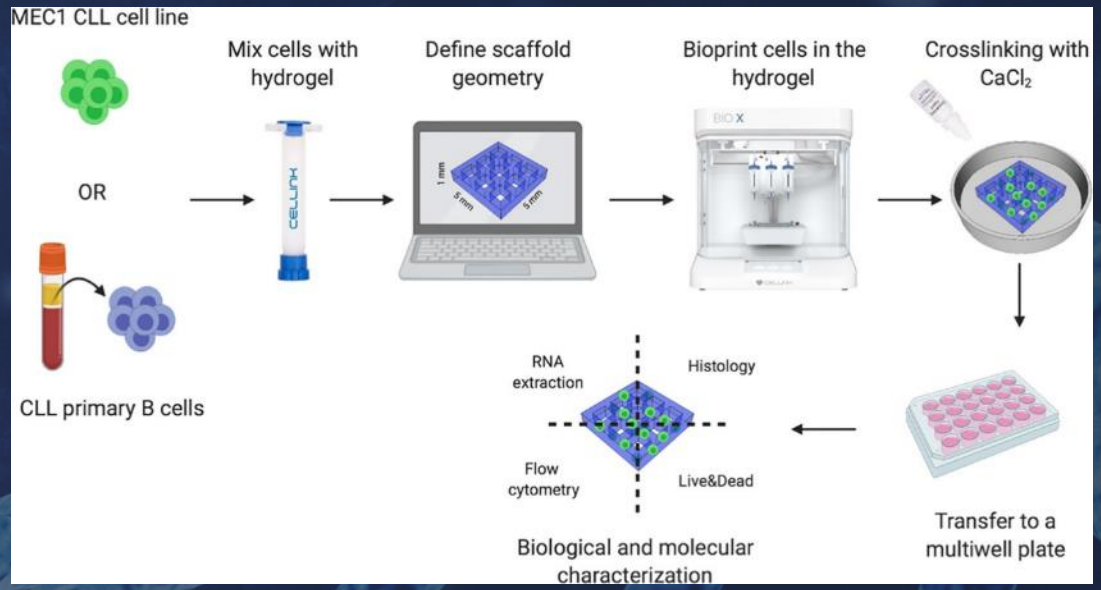
10a. Personalized treatment plan

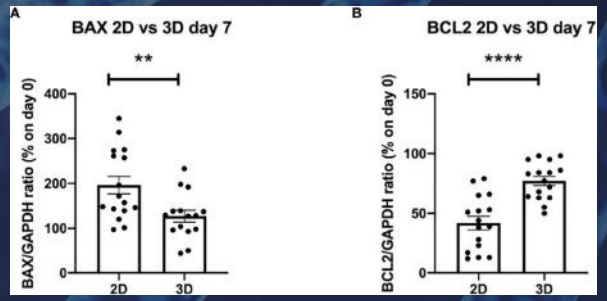
11a. Drug efficacy

12a. Successful treatment

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.





OSPEDALE SAN RAFFAELE

Source: 3D Bioprinting Allows the Establishment of Long-Term 3D Culture Model for Chronic Lymphocytic Leukemia Cells. https://www.frontiersin.org/articles/10.3389/fimmu.2021.639572/full

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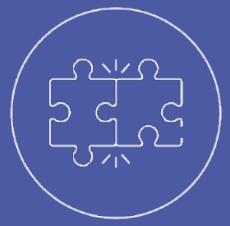
STRATEGIC FOCUS AREAS 2021

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



M&A and tech development

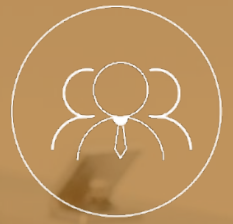
Strengthen bioconvergence position

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

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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.

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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 value 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

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FINANCIAL SUMMARY Q1, 2021 AND M&A UPDATE

Gusten Danielsson
CFO, CELLINK

CELLINK CAPITAL MARKETS DAY 2021

FINANCIAL SUMMARY AND M&A UPDATE

Gusten Danielsson, CFO

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STRATEGIC FOCUS AREAS 2021

Financials
Deliver on financial targets

LONG TERM FINANCIAL TARGETS 2019-2022

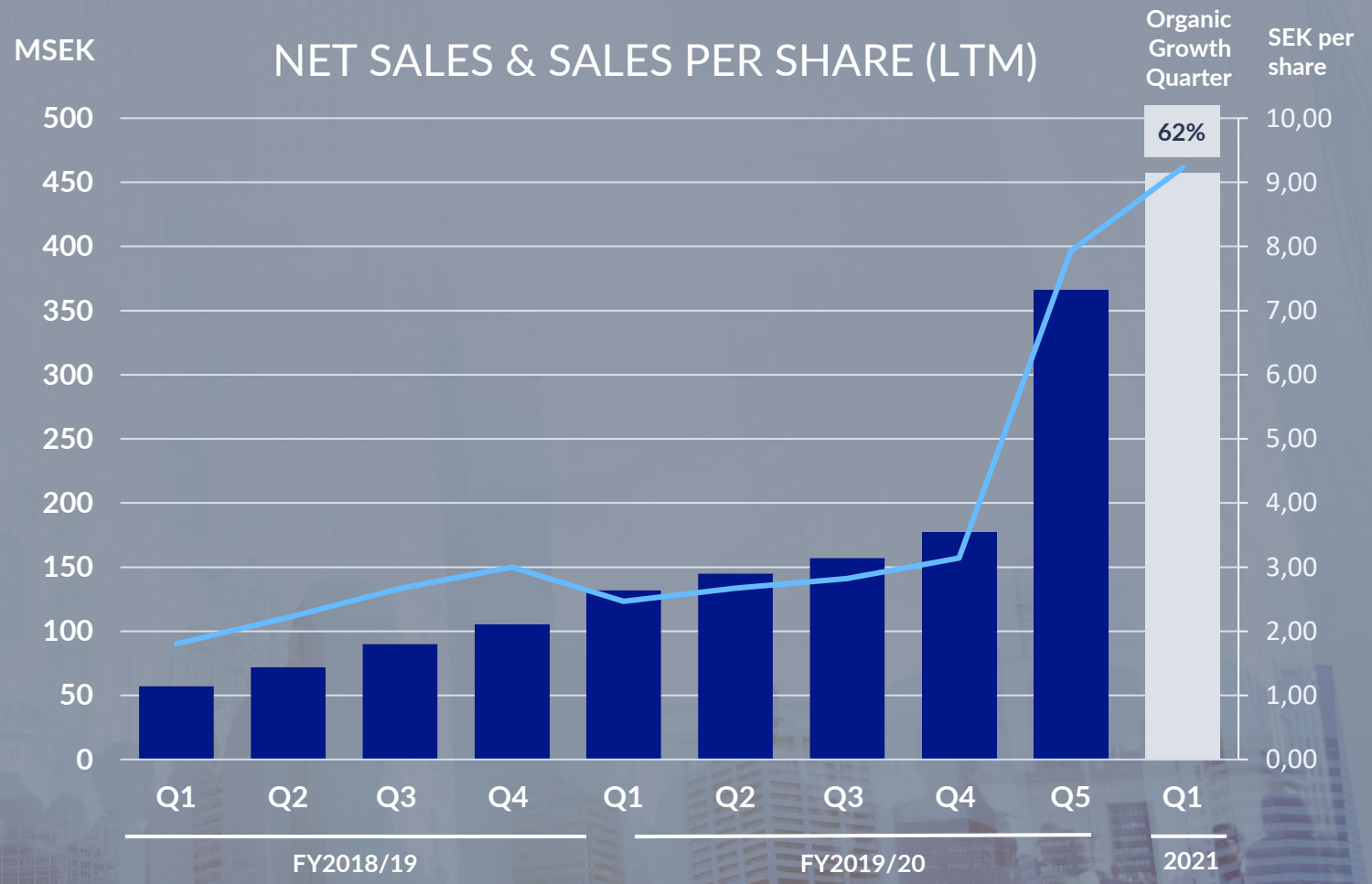
Organic growth	CELLINK's objective is to achieve an annual organic sales growth of >35%, supplemented by strategic acquisitions.	Outcome 2020 Organic growth was 48% (77%)
EBITDA margin	CELLINK's objective is to have a positive EBITDA margin.	Outcome 2020 EBITDA margin was 0.2% (-7.8%)
Capital structure	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

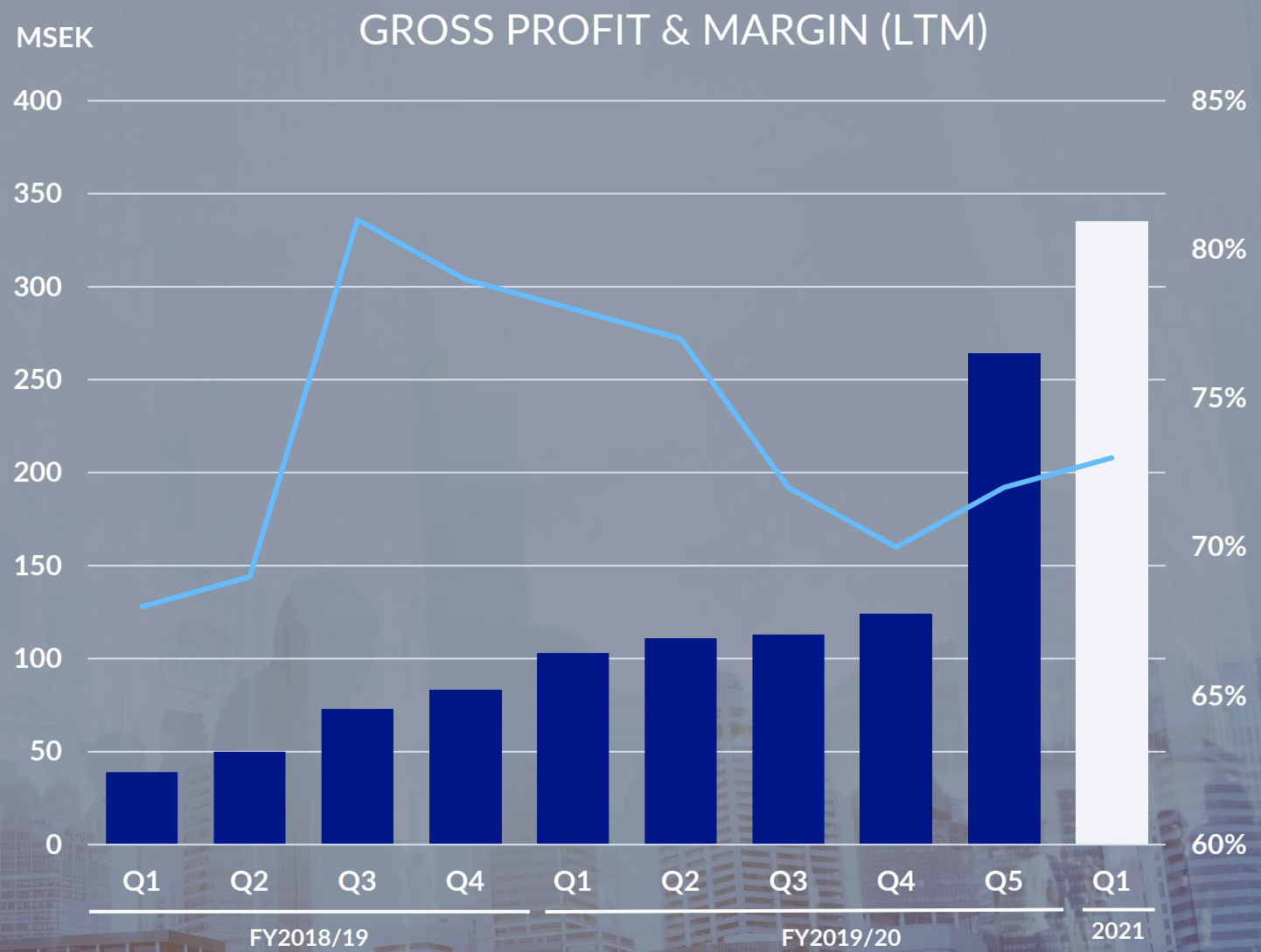
Q1: January-March 2021

- 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).

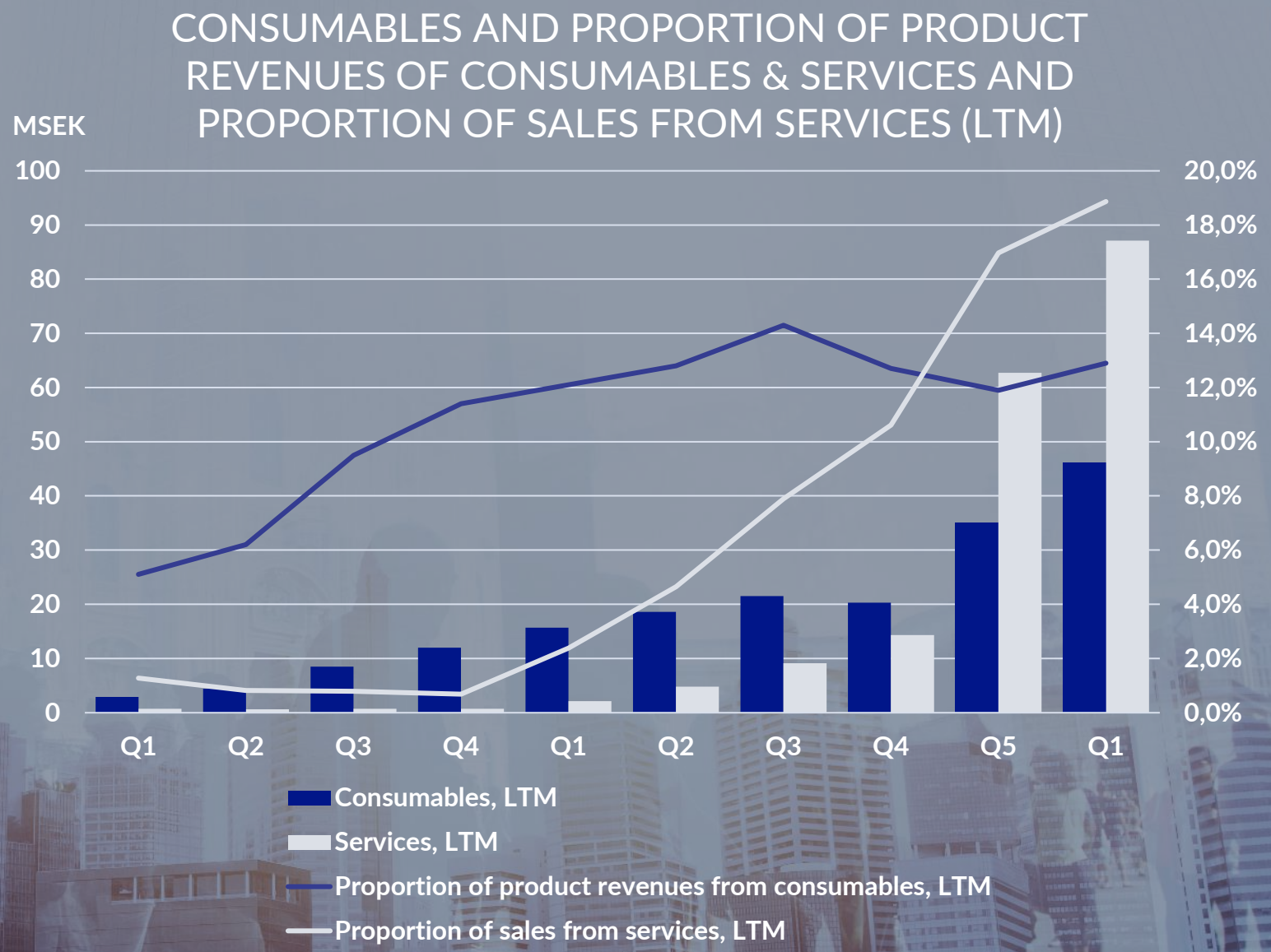
High organic growth in combination with accretive M&A



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



Increasing revenue from consumables and services



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

(Share of sales, Q1 2021)

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STRATEGIC
FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

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.

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STRATEGIC
FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

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

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SUCCESSFUL INTEGRATION OF ACQUIRED COMPANIES

STRATEGIC FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

dispendix
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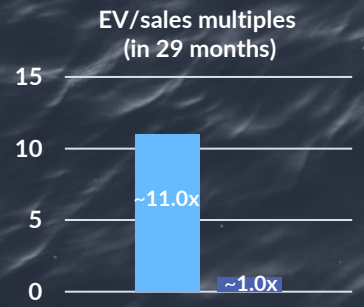
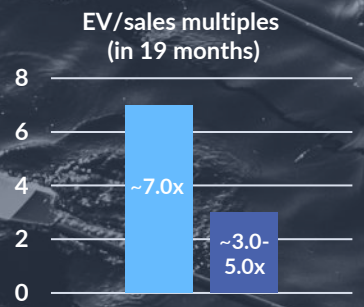


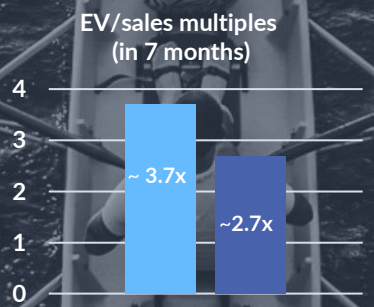
- €5 MM in transaction value – 60% in shares / 40% in cash
- Part of the bioprinting and drug development screening process
- Cross-sales opportunities and increased customer value with CELLINK

cytena
A CELLINK COMPANY



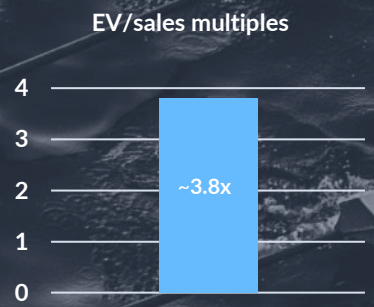
- ~€30 MM in transaction value – 60% in shares / 40% in cash
- ~40% EBITDA margin
- Strengthen position in research workflow and with big pharma (~90% of customer base)
- Cross-sales opportunities with CELLINK and Dispendix

scienion
A CELLINK COMPANY



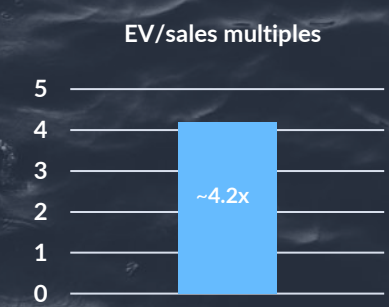
- ~€80 MM in transaction value – 50% / 50% in shares/cash
- ~25% EBITDA margin
- Strengthen position in single-cell handling
- Creating a low volume dispensing powerhouse with Dispendix and a dominant player in single-cell dispensing with CYTENA

GINOLIS
A CELLINK COMPANY



- ~€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

MatTek
A CELLINK COMPANY



- ~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)

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STRATEGIC FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

STRATEGIC FOCUS AREAS 2021

Financials
Deliver on financial targets

FOCUS 2021

Deliver on our financial targets.

Continue our active and customer centric M&A agenda.

Identify cost efficiency synergies in the Group.

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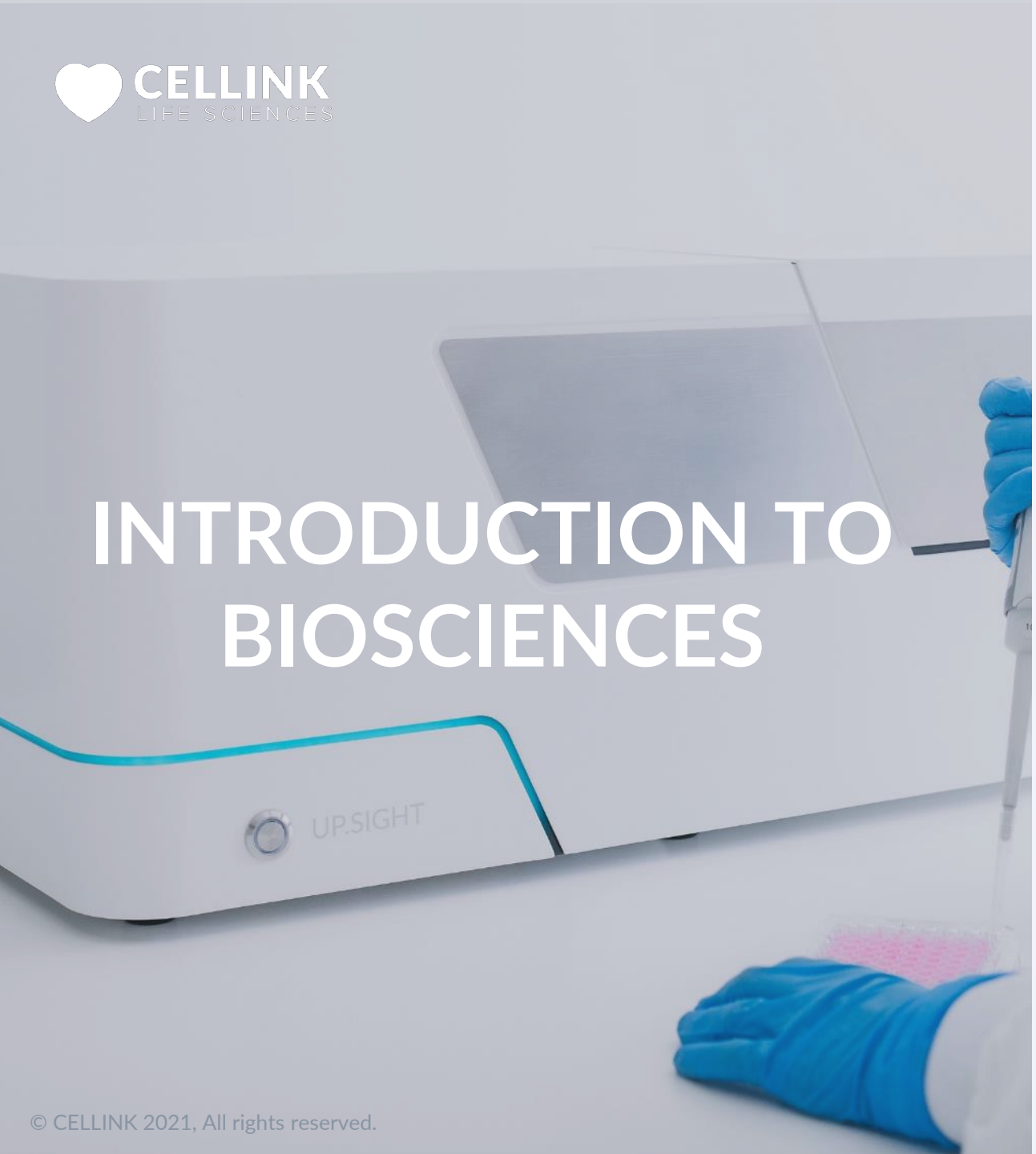
LIFE SCIENCES

INTRODUCTION TO BIOSCIENCES



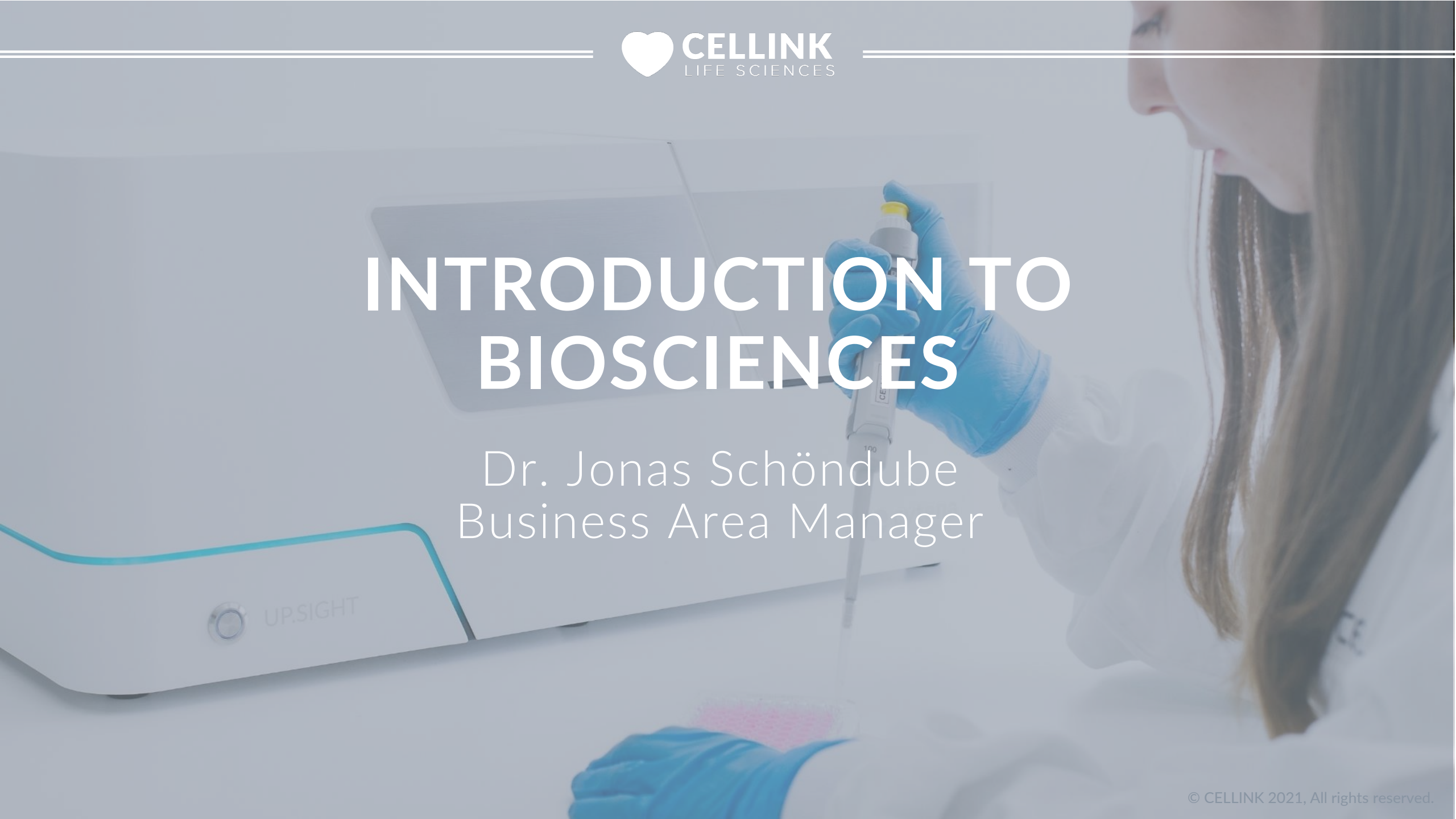
Dr. Jonas Schöndube
Business Area Manager
Biosciences

CELLINK CAPITAL MARKETS DAY 2021

CELLINK
LIFE SCIENCES

INTRODUCTION TO BIOSCIENCES

Dr. Jonas Schöndube
Business Area Manager



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LIFE SCIENCES

BUSINESS AREA BIOSCIENCES

cytena A CELLINK COMPANY

dispendix A CELLINK COMPANY

cytena A CELLINK COMPANY | Bioprocess Solutions

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

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MAJOR TRENDS – MARKET DRIVERS

1

Biosimilars/bio-betters

More and more companies develop biopharmaceutical drugs, because many blockbusters fell of 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.

STRATEGIC
FOCUS AREAS 2021

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

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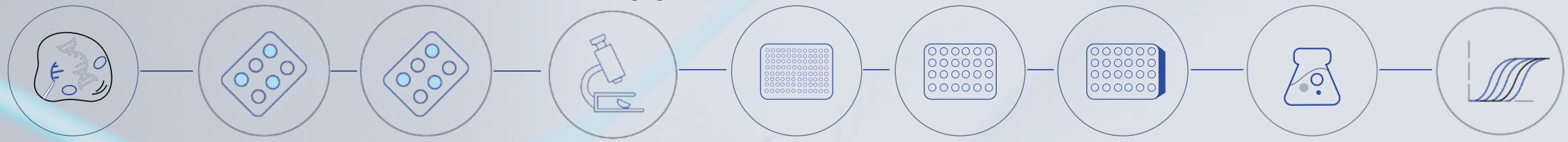
CELL LINE DEVELOPMENT

STRATEGIC FOCUS AREAS 2021

M&A and tech development

Strengthen bioconvergence position

Traditional workflow



Transfection

First round of cloning

Second round of cloning

Plate Imaging

Proof of clonality & colony growth monitoring

96-well plate 50-250 µl

24-well plate 350-800 µl

24 deep well plate 2-3 ml

Complicated upscaling process

Shaking flask 10-20 ml

Selection of high producer clones

up to 13 weeks time saving

99.99% assured clonality and increased throughput

UP.SIGHT workflow

Transfection

UP.SIGHT™

Single-cell cloning & multiple proof of clonality

C.BIRD™

Early suspension culture & upscaling

Bioreactor 15-50 ml

Selection of high producer clones

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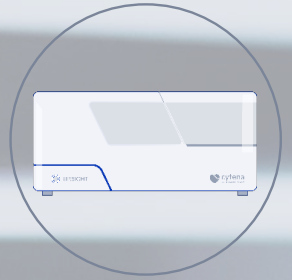
STRATEGIC
FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

SINGLE-CELL OR COVID-19 SEQUENCING WORKFLOWS

f.sight™/UP.SIGHT™



Single-cell isolation

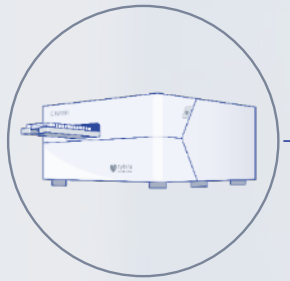
seqWell

Reagents

I-DOT™

Liquid handling

C.WASH



DNA purification

Sequencing and data analysis

Option for single-cell customers

NGS library preparation

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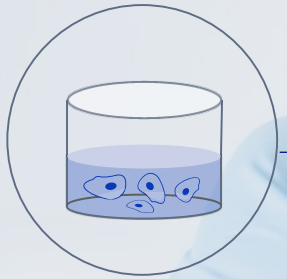
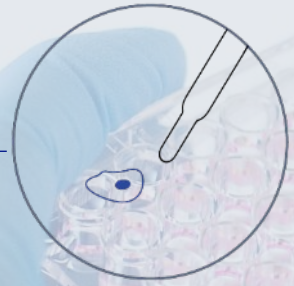
HIGH-CONTENT SCREENING WITH CELL-BASED ASSAYS



Grow cells



Treat cells
e.g., fluorescent staining

C.WASH

Wash cells

CELLCYTE X

Monitor cells

Downstream analysis

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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.

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CELLINK DIGITAL CAPITAL MARKETS DAY

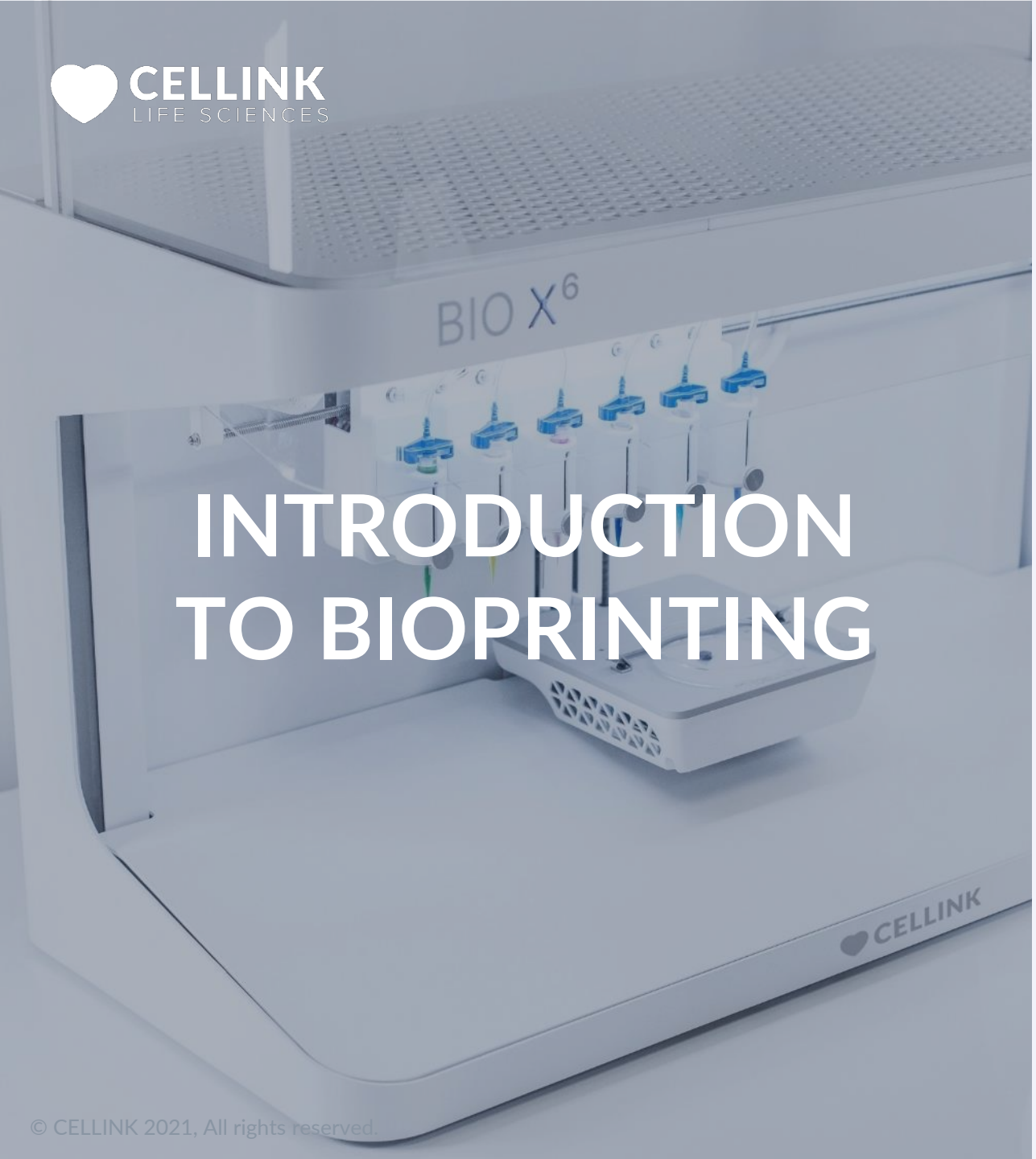
5:00

NEXT SESSION:
INTRODUCTION TO BIOPRINTING

CELLINK
LIFE SCIENCES

BREAK

NEXT SESSION: BIOPRINTING

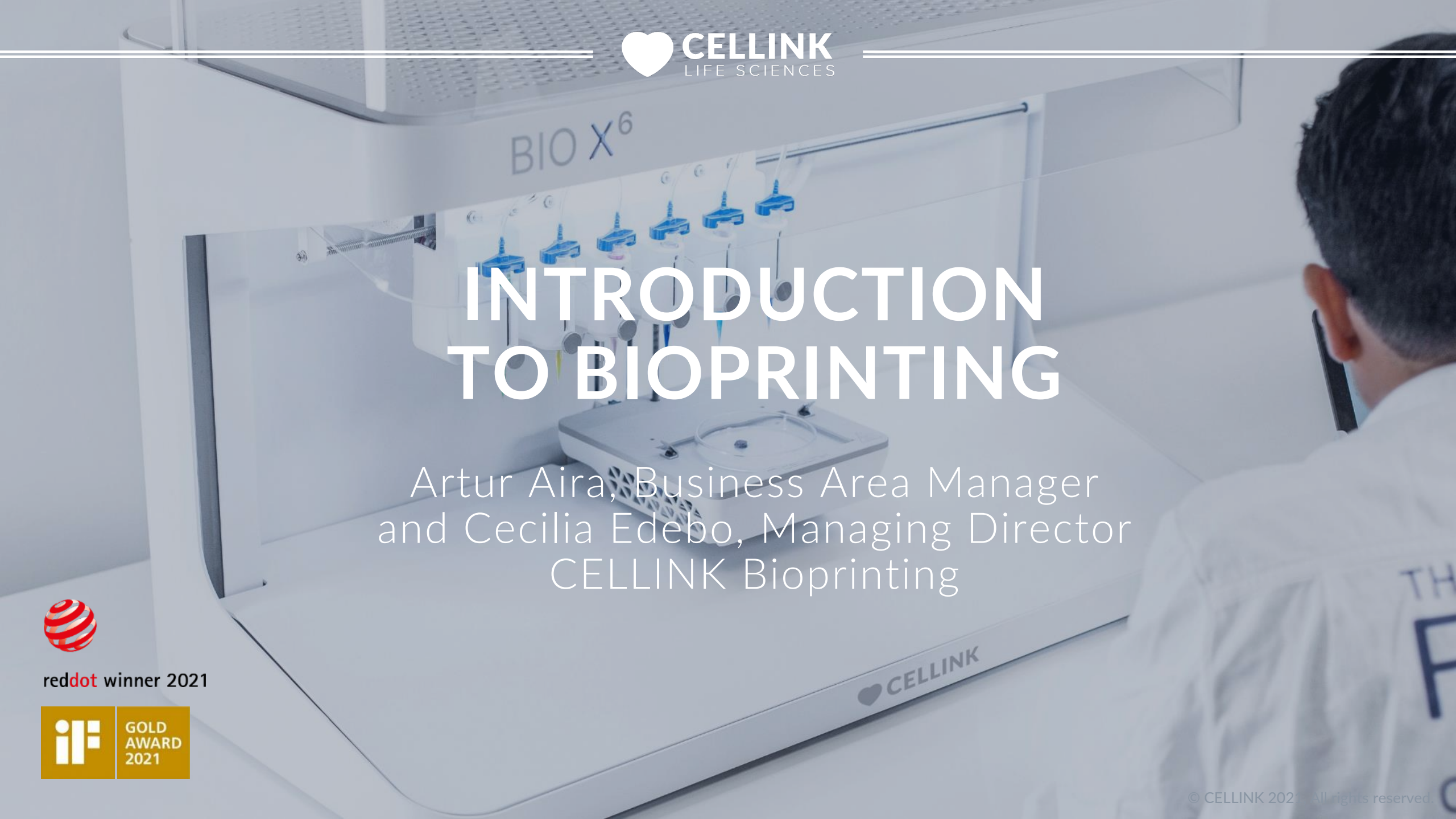


INTRODUCTION TO BIOPRINTING

Artur Aira
Business Area Manager Bioprinting

Cecilia Edebo
Managing Director
CELLINK Bioprinting

CELLINK CAPITAL MARKETS DAY 2021



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INTRODUCTION TO BIOPRINTING

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

reddot winner 2021

GOLD AWARD 2021

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LIFE SCIENCES

BUSINESS AREA BIOPRINTING

CELLINK LIFE SCIENCES | MatTek A CELLINK COMPANY

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

Customer base

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

Product offering

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

Market position

Market leading position

Main competitors

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

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

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LIFE SCIENCES

MAJOR TRENDS – MARKET DRIVERS

1
3D Bioprinting

2
Tissue Models

3
Microfluidics

4
Personalized Medicine

STRATEGIC
FOCUS AREAS 2021

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

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LIFE SCIENCES

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

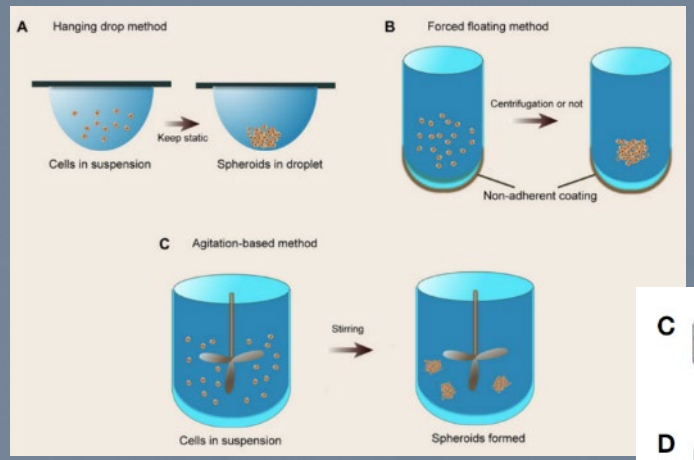
Traditional 2D Cell Culture

3D Cell Culture

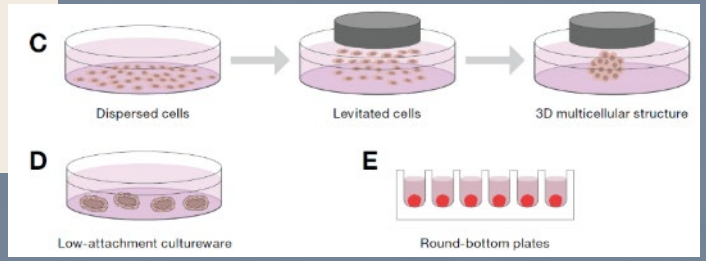
Cell culture

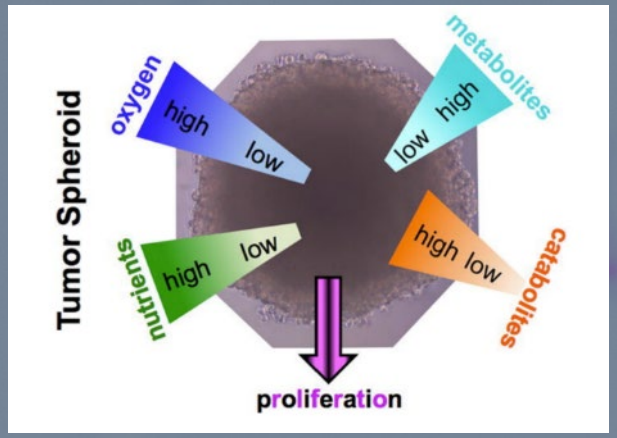
3D Cell Culture

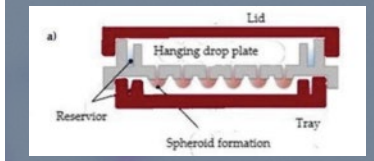
Scaffold-free Methods



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

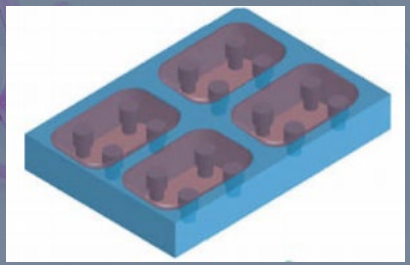


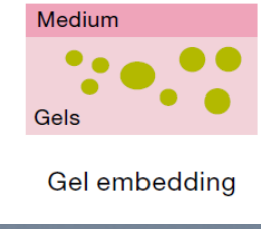


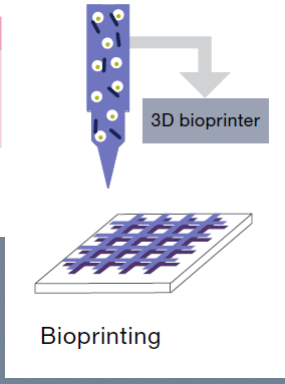


Mainstream Biology 3D Cell Culture primarily uses these methods today.

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**.

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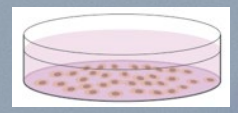
STRATEGIC
FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

The evolution of 3D bioprinting

"The Biologist"



Traditional monolayer 2D cell culture

Scaffold-based methods

Scaffold-free 3D Techniques

Tissues

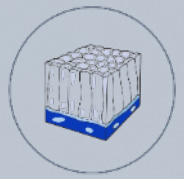
Mini-organs

To scale organs

Organs for implant

Our Customers

MatTek
A CELLINK COMPANY



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STRATEGIC
FOCUS AREAS 2021

Sustainability
Develop a sustainability agenda

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

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STRATEGIC
FOCUS AREAS 2021

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.

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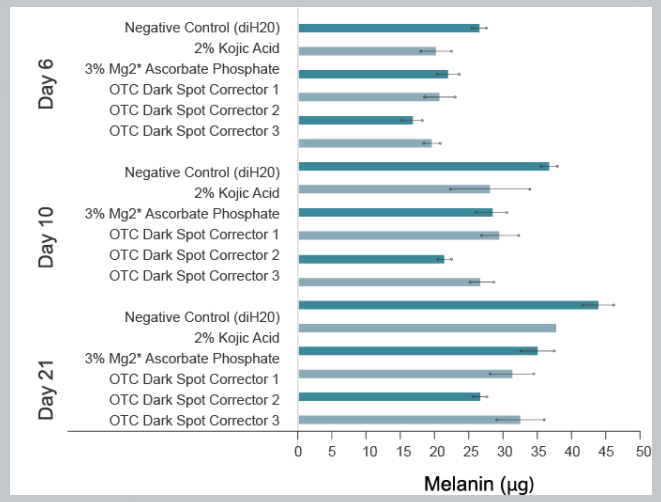
STRATEGIC
FOCUS AREAS 2021

Sustainability
Develop a sustainability agenda

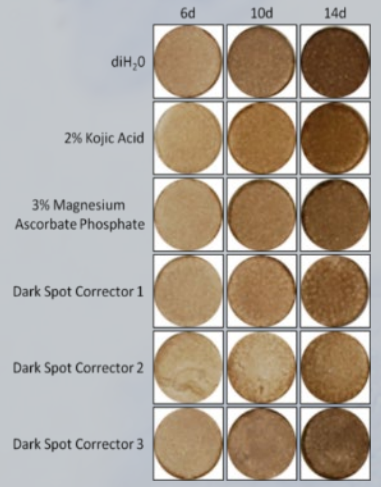
MatTek – MelanoDerm – Skin Lightening

Transfer tissues from agarose to assay medium → Incubate 1 hour at 37°C, 5% CO_2 → Apply test materials to apical surface of tissues → Repeat applications for 14-21 days → Stop exposure by rinsing with DPBS → Harvest tissues for endpoint analysis → MELANIN QUANTITATION

MELANIN QUANTITATION



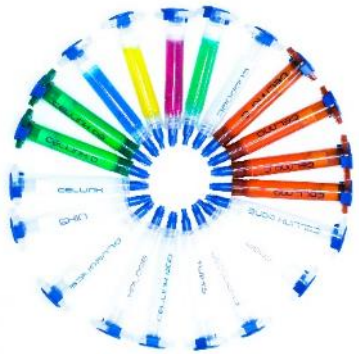
MACROSCOPIC ANALYSIS



MICROSCOPIC MELANOCYTE ANALYSIS

HISTOLOGICAL ANALYSIS

THE BIOPRINTING ASSORTMENT

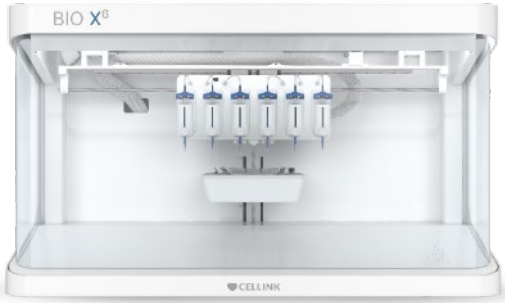


BIOINK

BIO X™

LUMEN X™

INKREDIBLE™



BIO X6™

HOLOGRAPH X™

reddot winner 2021

GOLD AWARD 2021

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FOCUS 2021

STRATEGIC FOCUS AREAS 2021

Sustainability
Develop a sustainability agenda

STRATEGIC FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

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

CELLINK
LIFE SCIENCES

THE BIO MDX SERIES

Dr. Héctor Martínez
CTO, CELLINK

Cecilia Edebo
Managing Director
CELLINK Bioprinting

CELLINK CAPITAL MARKETS DAY 2021

THE BIO MDX SERIES

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

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STRATEGIC
FOCUS AREAS 2021

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

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LIFE SCIENCES

STRATEGIC
FOCUS AREAS 2021

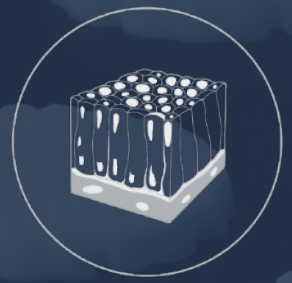
M&A and tech development
Strengthen bioconvergence position

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

STRATEGIC
FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

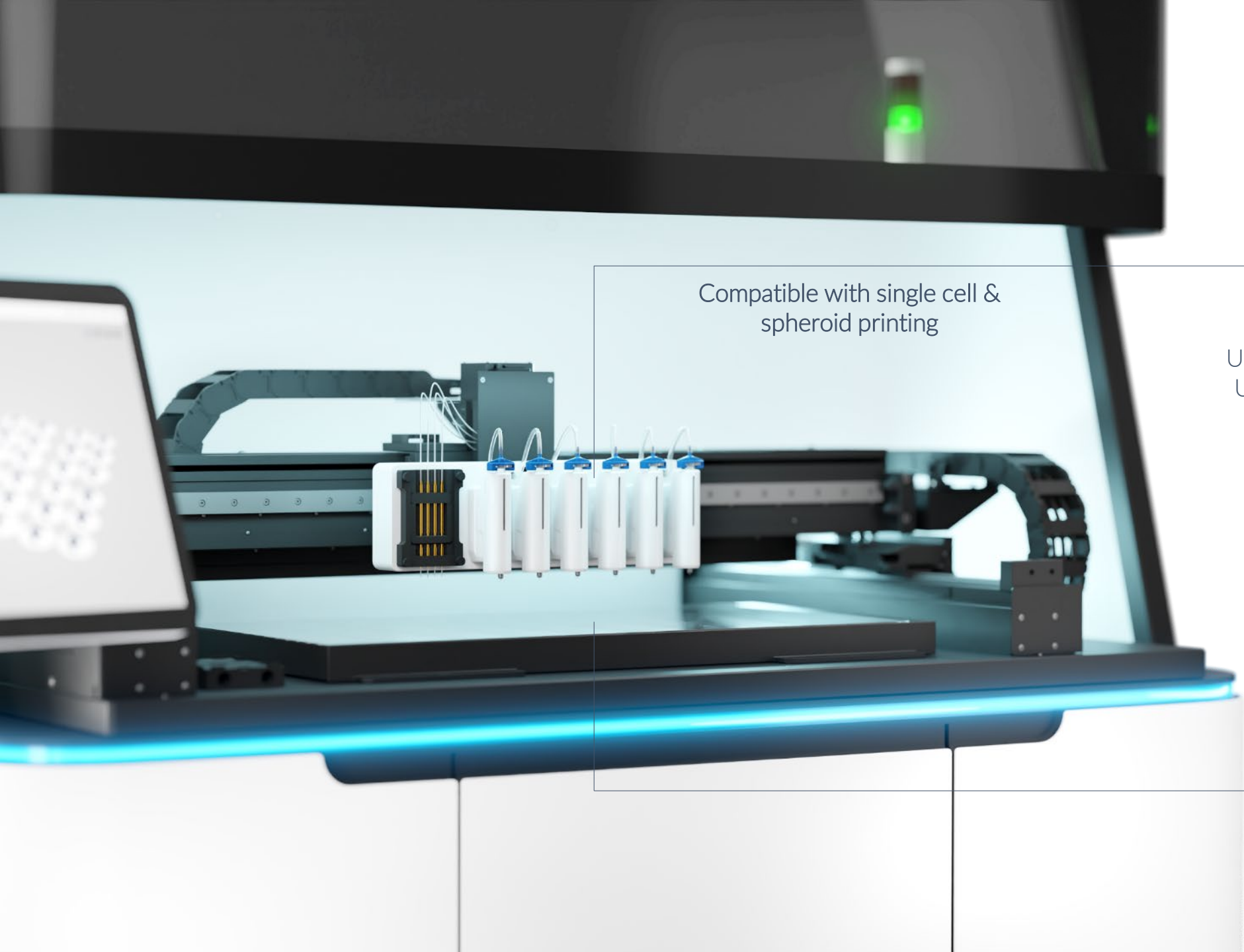
Total climate control for utmost sterility

Onboard intuitive & powerful software

High throughput with capacity for up to 27 microplates

Multi-channel bioprinting

Max build volume: 82.5x36x15 cm



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FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

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

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STRATEGIC
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M&A and tech development
Strengthen bioconvergence position

FEATURED WORKFLOW

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

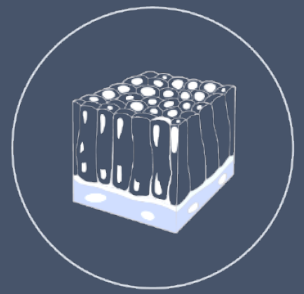
Load cells in cartridges and initiate human tissue bioprinting protocol

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

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HOW WE WORK AND INTERACT WITH OUR ENGAGED CUSTOMERS AND PARTNERS

Dr. Itedale Namro Redwan

CSO Bioprinting

Mariana Andrade

Head of Customer success

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HOW WE WORK AND INTERACT WITH OUR ENGAGED CUSTOMERS AND PARTNERS

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

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

RONAWK™

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

AstraZeneca

More
customer spotlights on

**www.cellink.com/
customer-spotlights**

CUSTOMER SPOTLIGHTS

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

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

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LIFE SCIENCES

INTRODUCTION TO INDUSTRIAL SOLUTIONS

Dr. Holger Eickhoff
Business Area Manager
Industrial Solutions

CELLINK CAPITAL MARKETS DAY 2021

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INTRODUCTION TO INDUSTRIAL SOLUTIONS

Dr. Holger Eickhoff
Business Area Manager

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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, Nanocellect

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.

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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.

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STRATEGIC
FOCUS AREAS 2021

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

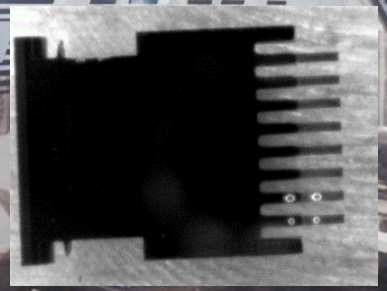
APPLICATION AREAS AND OFFERING

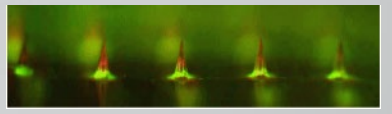
Diagnostics

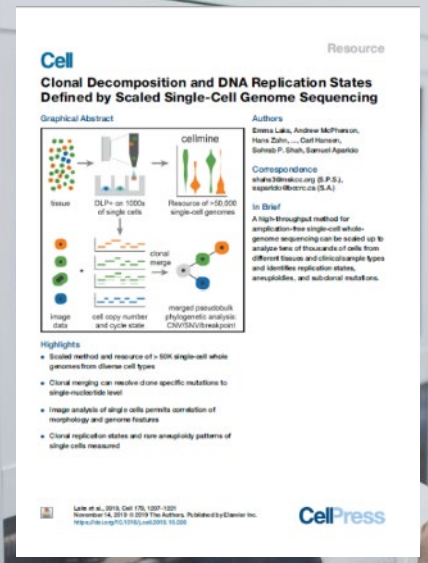
Sensors /Wearables

Medical Devices
Drug Delivery

Single Cell Omics






Cell
Resource
Clonal Decomposition and DNA Replication States Defined by Scaled Single-Cell Genome Sequencing
Graphical Abstract
Authors
Correspondence
In Brief
Highlights
CellPress

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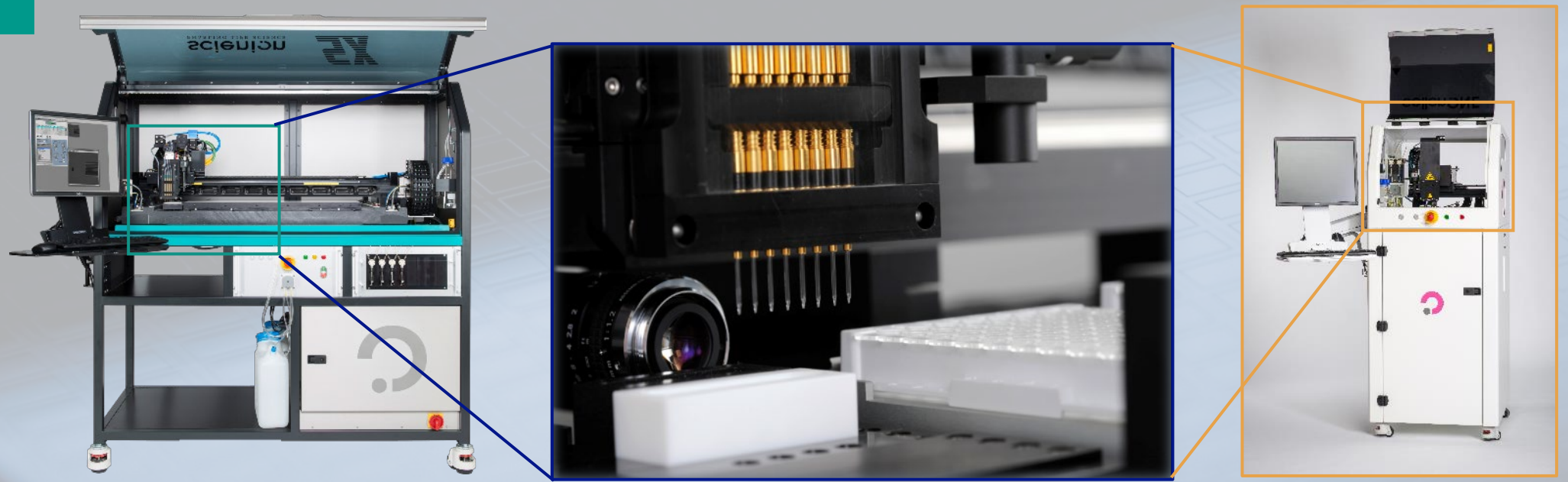
LIFE SCIENCES

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 µL Range		Single Cell Isolation and Handling
sciDROP NANO		sciDROP PICO
Nanoliter to microliter dispensing in bulk or aspirate/dispense mode		High precision droplet dispensing in the pico- to nanoliter range



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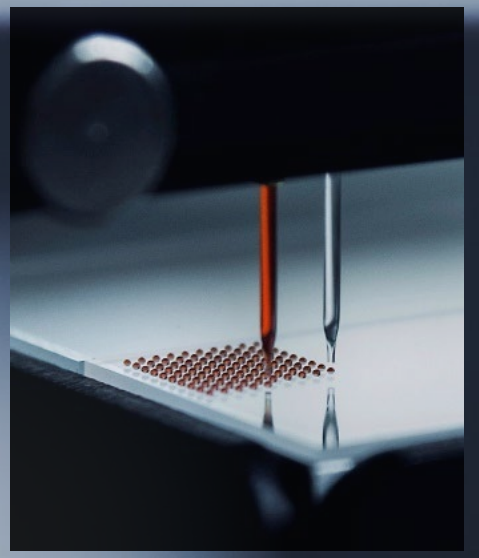
A SCALEABLE APPROACH TO NEXT GENERATION OF DIAGNOSTICS

ADVANCED AUTOMATION

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



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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

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MEDICAL DEVICE MANUFACTURING THROUGHHIGH 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)

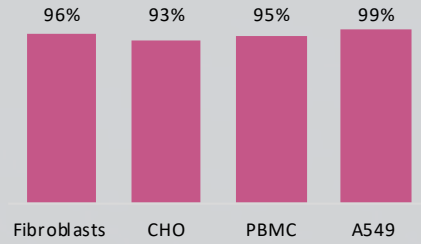
Core Technology: cellenONE

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

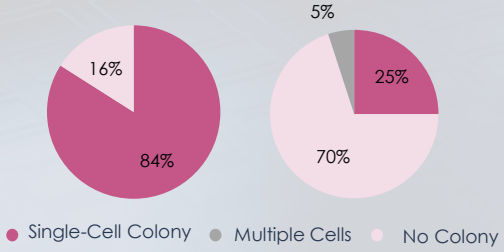
Benefits

- **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 < 5µm), from **bacteria** to **nuclei** to **microbeads** to large mammalian cells

Single Cell Accuracy



Growing single cell colonies compared to limiting dilutions

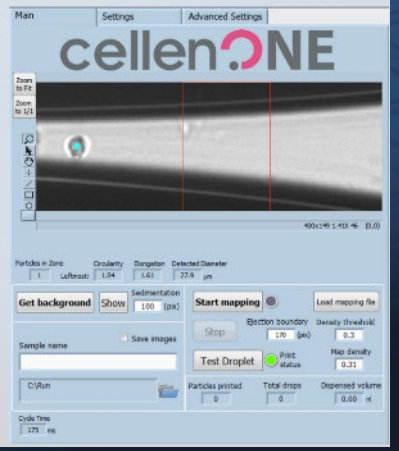


Rapid Cell Line Development

With cellenONE
X1 4-5 Weeks

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



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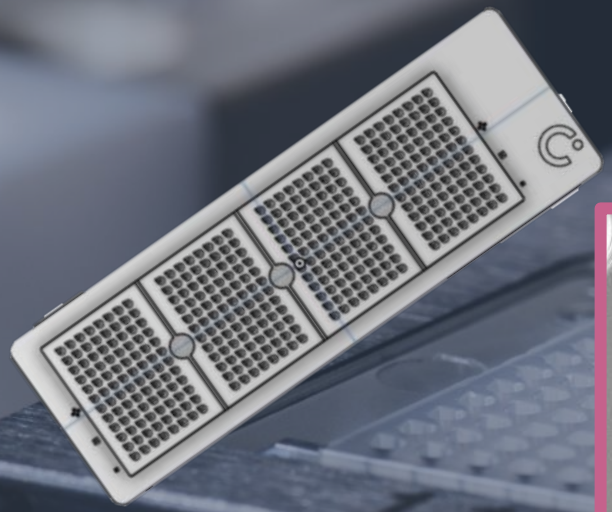
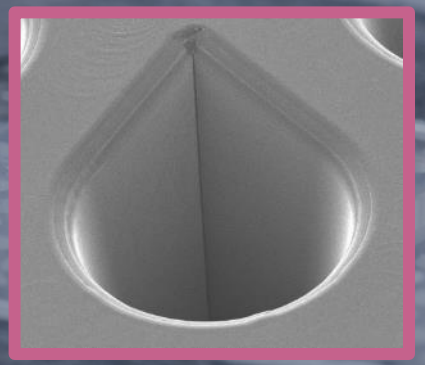
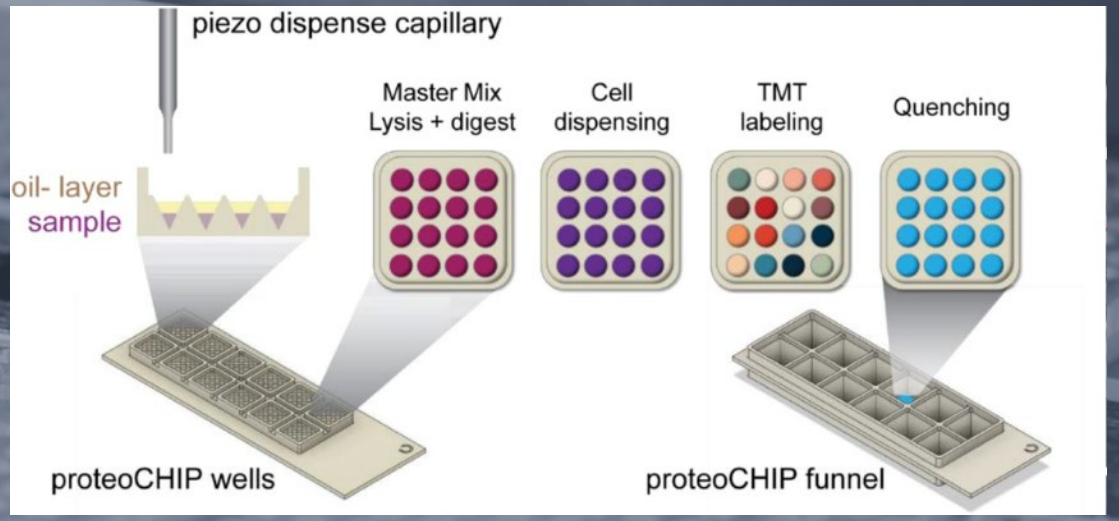
cellenCHIP

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

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STRATEGIC FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

BIOCONVERGENCE IN INDUSTRIAL SOLUTIONS

1. POC/LATERAL FLOWS

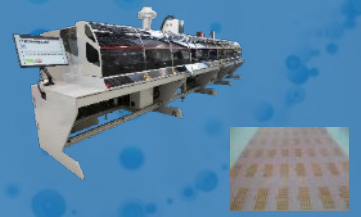
Increased life expectancy, increased frequency of chronic disease e.g., cancer, heart disease and diabetes will rise Global health expenditure expected to $10T by 2022.

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.

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STRATEGIC
FOCUS AREAS 2021

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

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STRATEGIC
FOCUS AREAS 2021

M&A and tech development
Strengthen bioconvergence position

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


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

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ir@cellink.com

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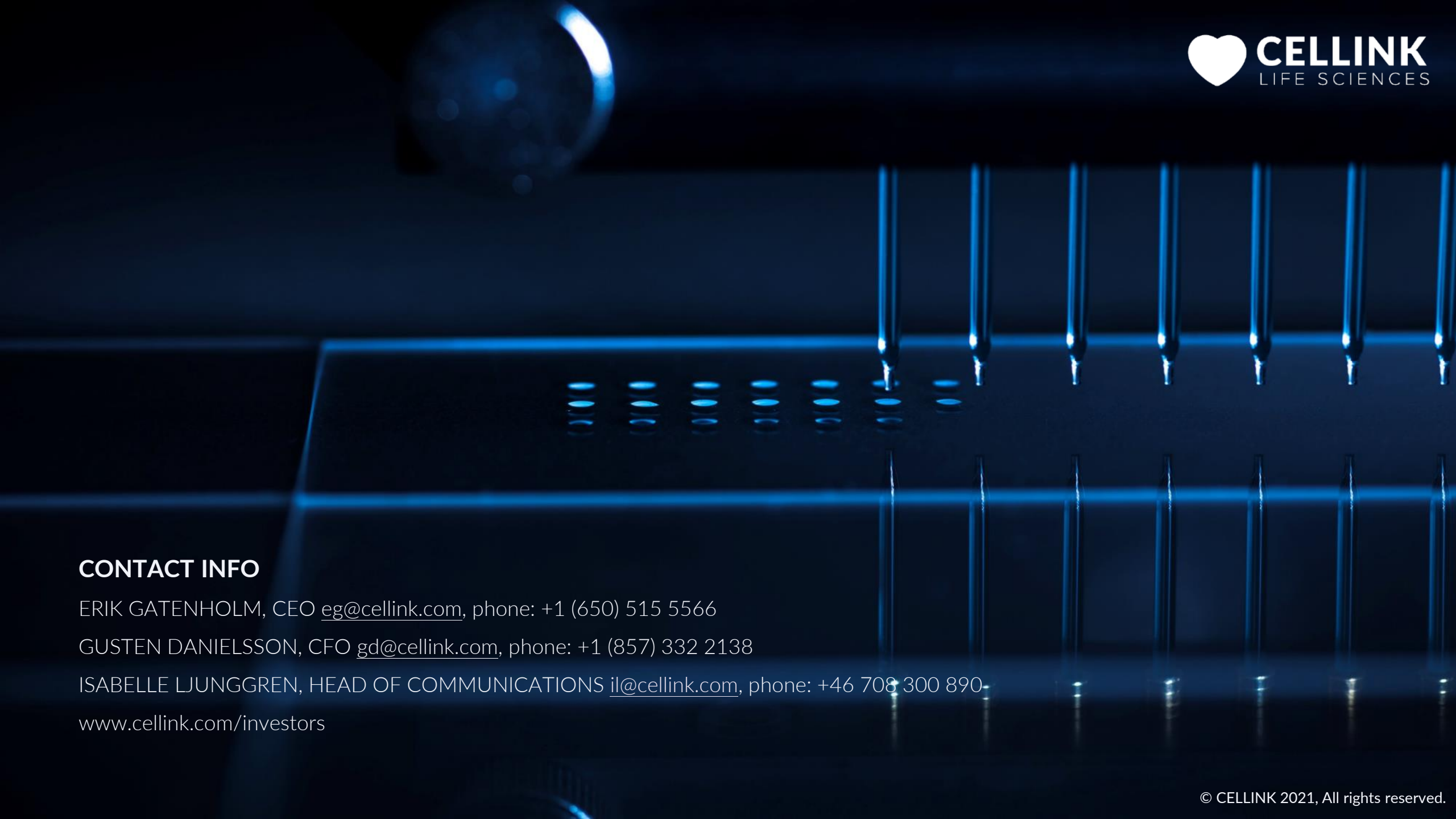
THANK YOU!



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