



Analysis at the speed of life

APRIL 2024

Forward looking statements

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In addition, projections, assumptions, and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

908 Devices is making chemical analysis simple, smart, and speedy to empower people to take swift action in life-altering applications

2012

Founded in Boston



\$50M

2023 Revenue

Q1 2024: \$10M



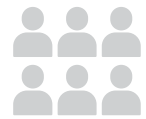
2,900+

Devices Placed



115

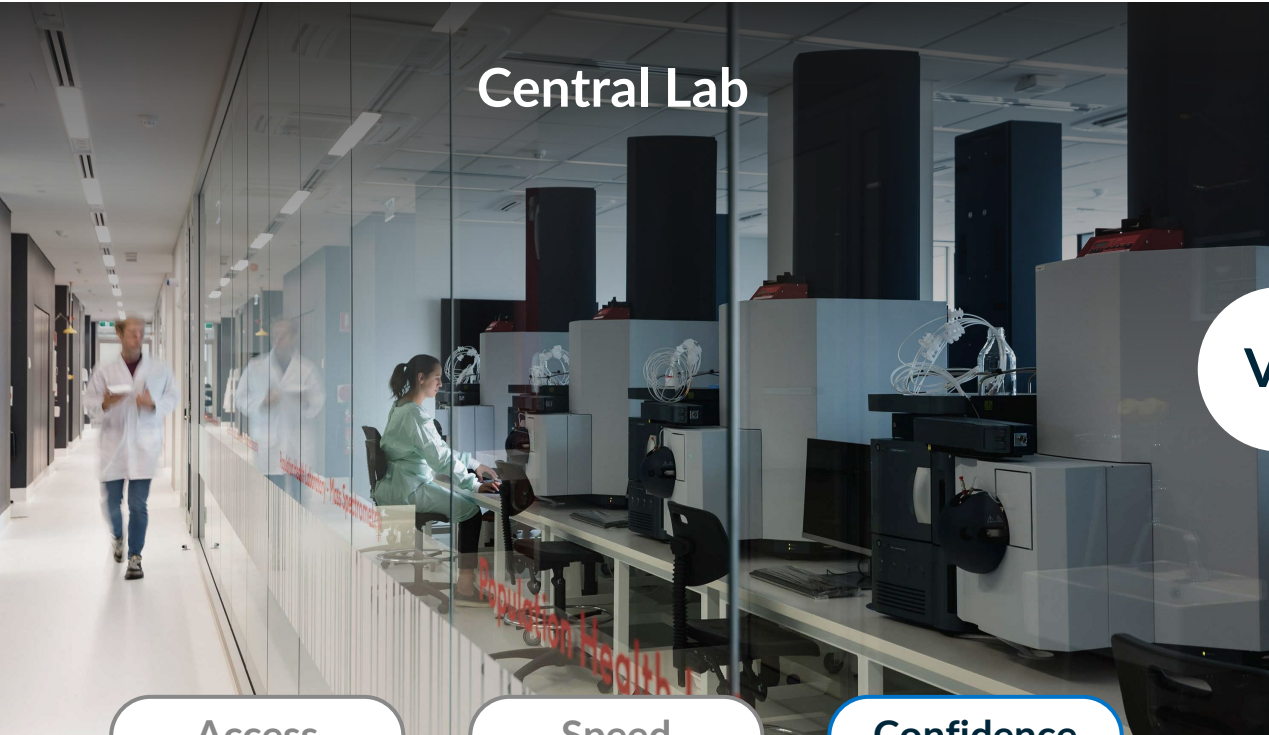
Patents



225+

Employees

Transforming time-to-action



VS



Access

Speed

Confidence

Access

Speed

Confidence

 **Weeks**

 **Minutes**



Life-altering applications

We focus on applications that are meaningful and impactful, where robust answers are needed quickly to make a difference in people's lives.

Forensics

Research

QA/QC

Bioprocessing

Access

Speed

Confidence

Select customers

Pharma / Biotech

Government

Academic



FEMA



Purpose-built handheld & desktops with Embedded Machine-Learning



Proprietary consumables

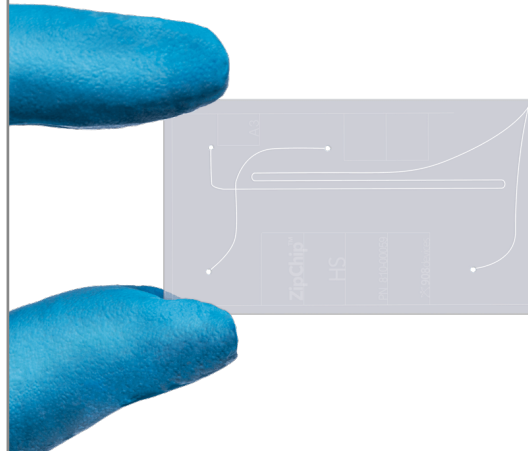
Microfluidic Chips,
Reagents, Probes, Swabs



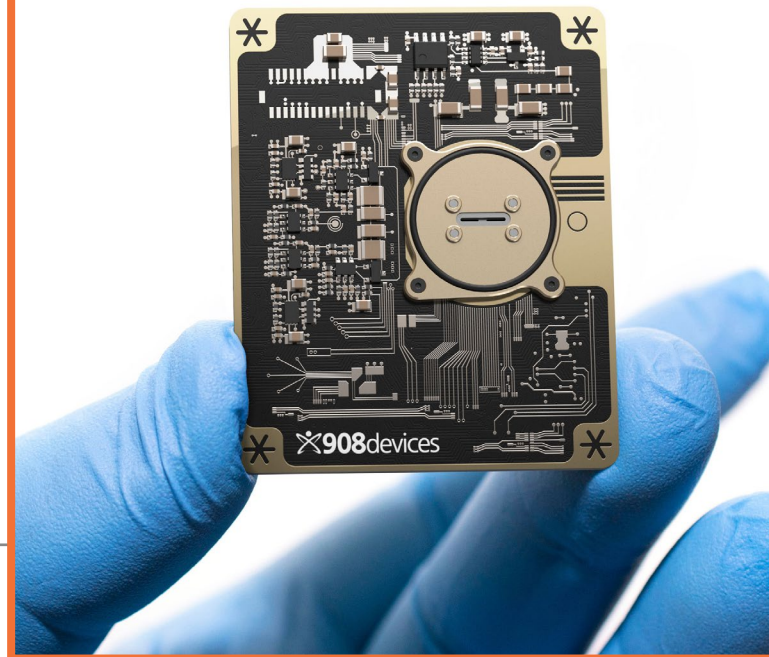
Our technology platform

Strong IP Position, and Quickly Expanding

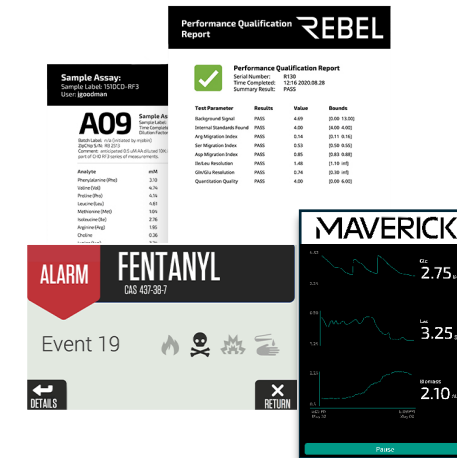
Microfluidic
Sampling & Separations



Microscale Mass
Spectrometry



Analytics &
Machine Learning



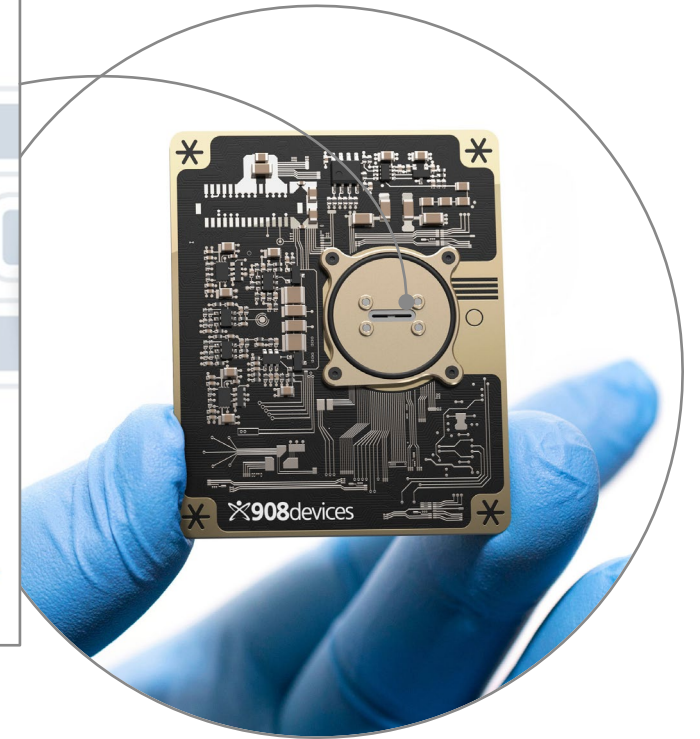
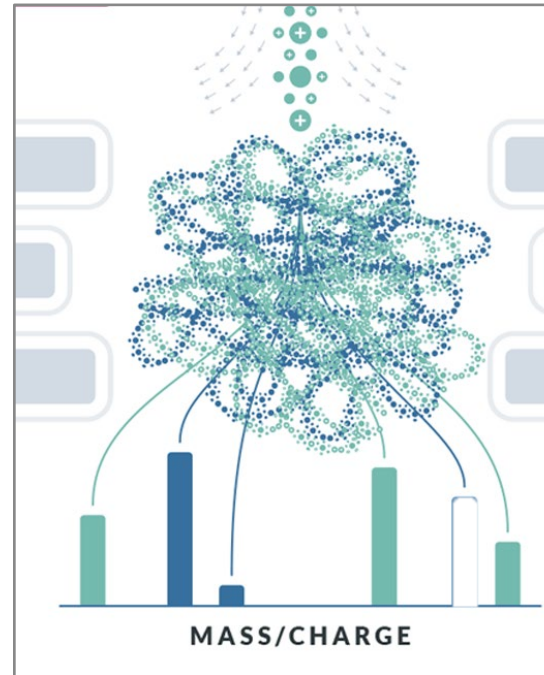
Microscale mass spectrometry

Profound reduction in size.

Far more efficient pumping.

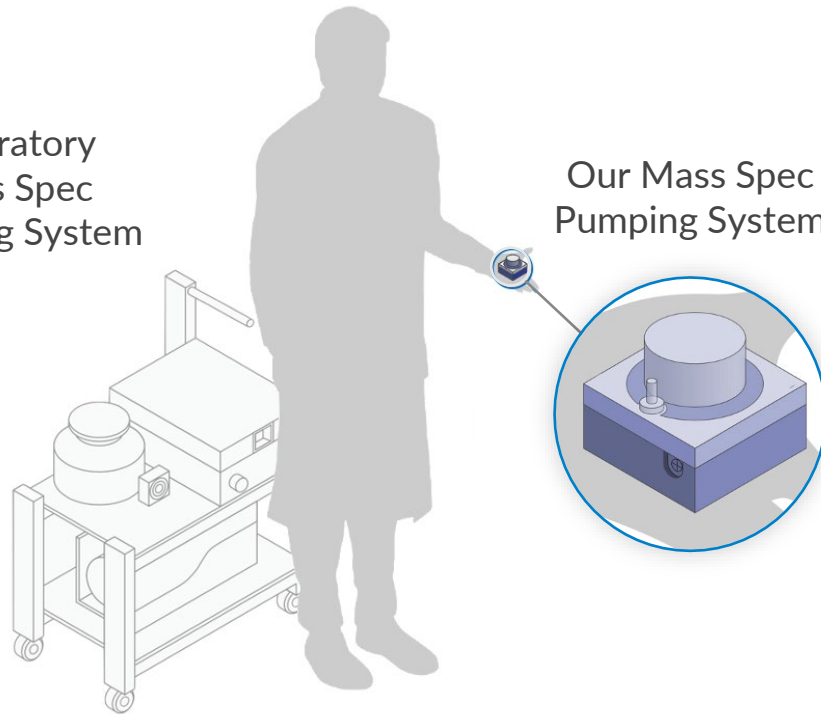
100X lower power consumption.

53 patents granted, 4 pending

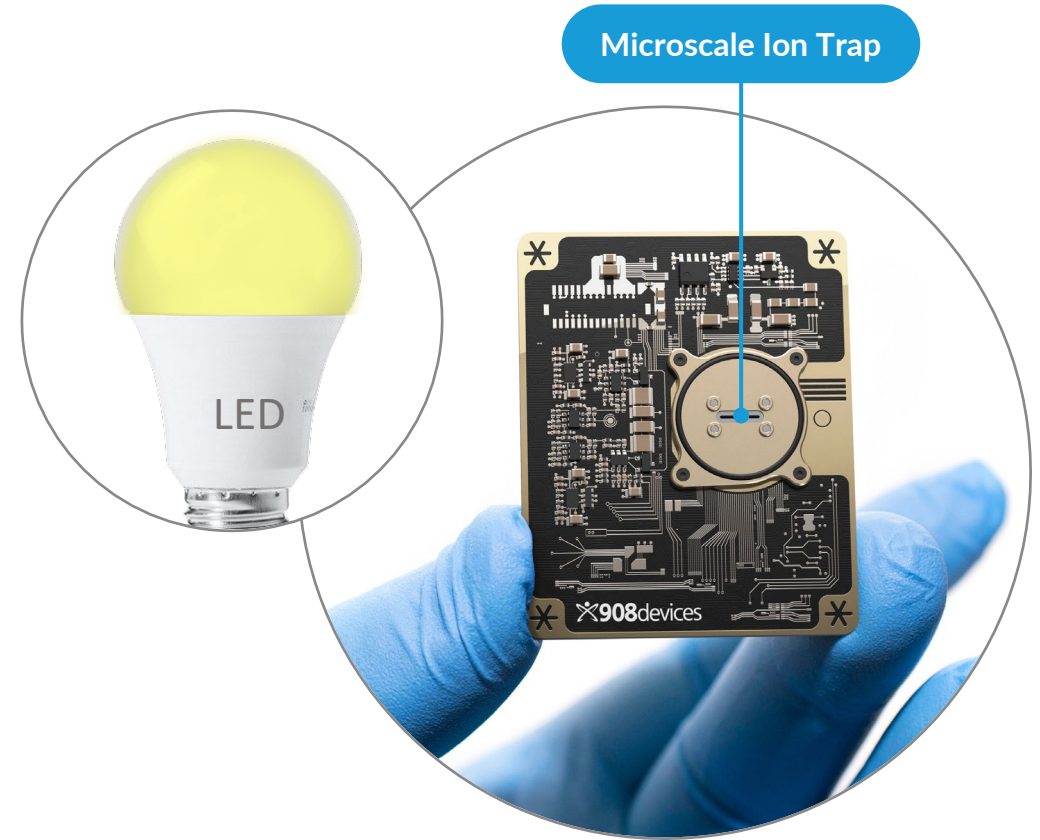


Microscale mass spectrometry

Laboratory
Mass Spec
Pumping System



Our Mass Spec
Pumping System



Microscale Ion Trap

Mass spec power consumption
comparable to a 20W LED light bulb

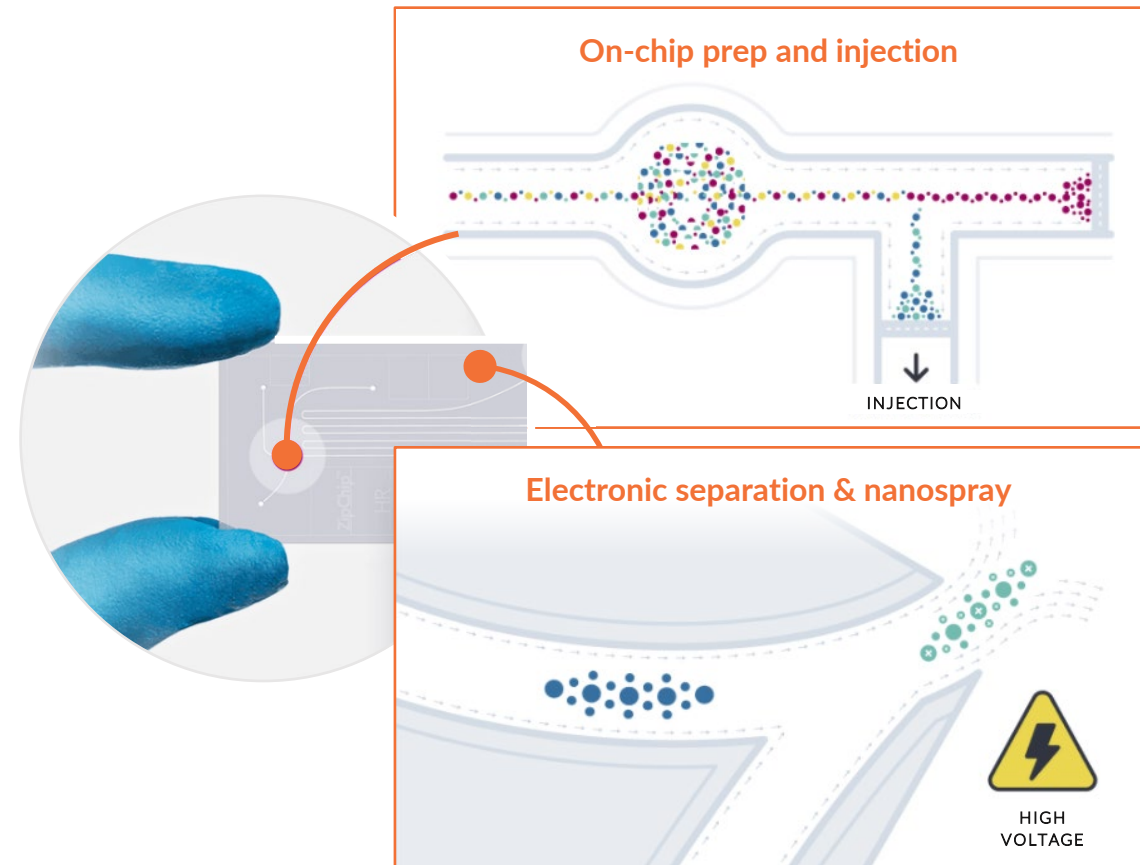
Microfluidic sampling & separations

Liquid sample prep and separations can be a **PAIN**.

Extraordinarily high performance in a small simple package.

Electronically driven separations.

44 patents granted, 3 pending



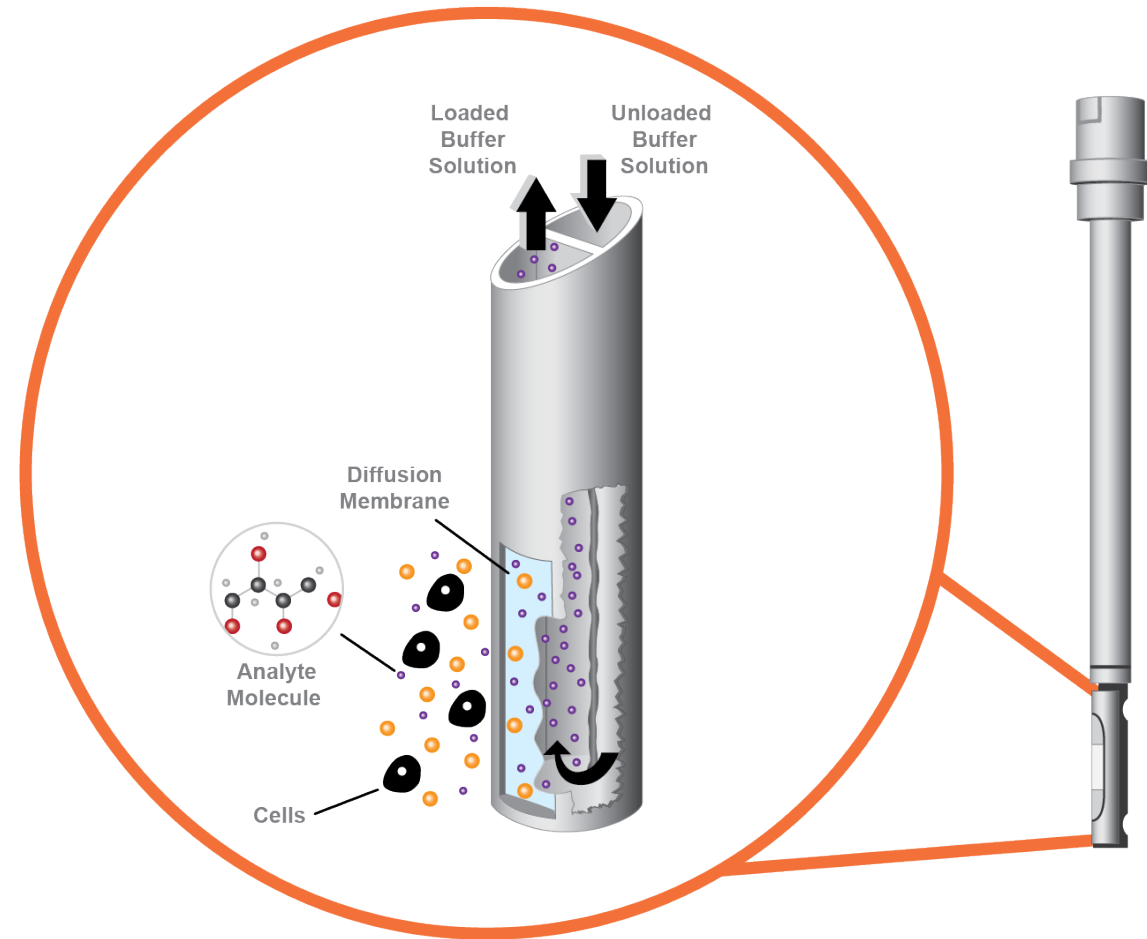
Microfluidic aseptic sampling

Efficient sampling of bioprocesses without risk of contamination.

Diffusion-based—no valuable volume/product lost.

Enables online analytics and process control, in a convenient consumable.

18 patents granted

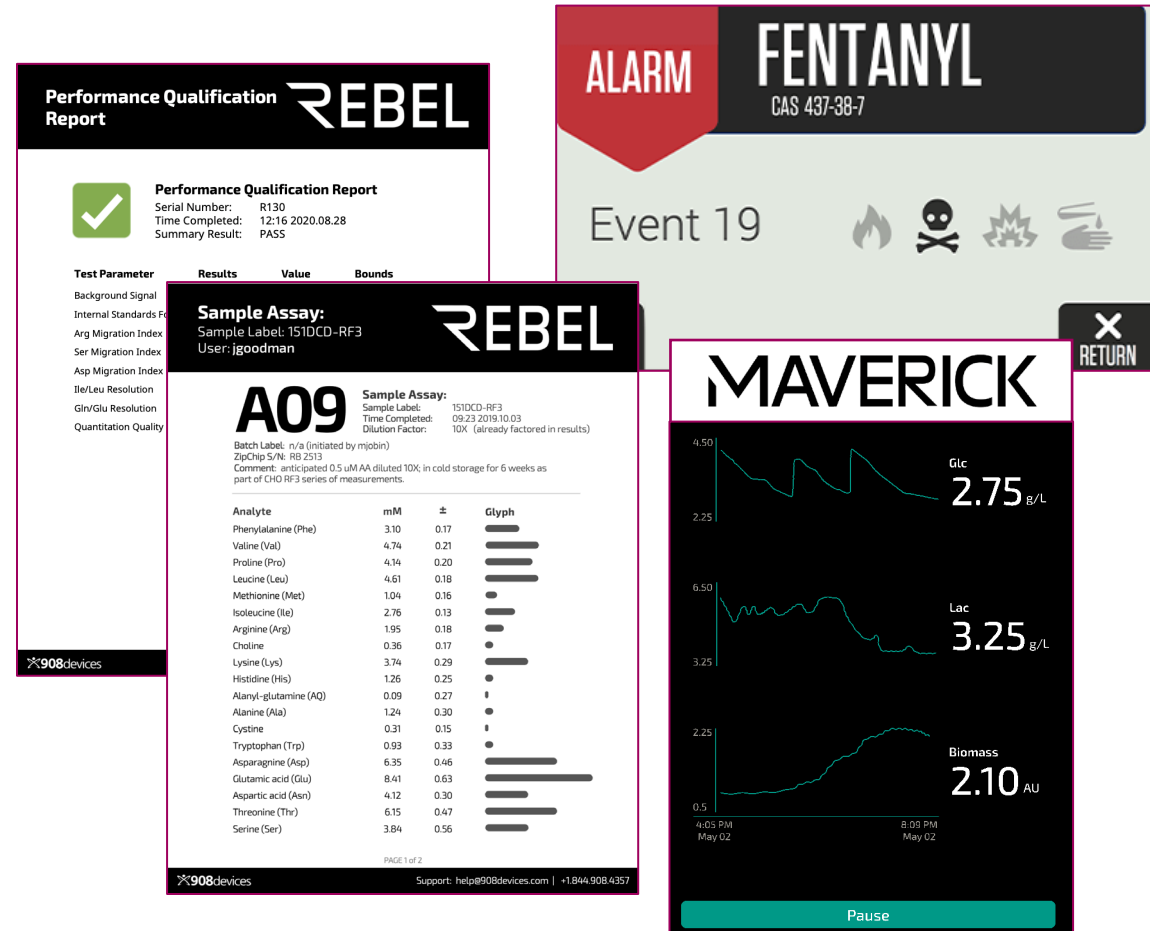


Analytics & machine learning

Efficiency means answers.

We take care of the heavy lifting on complex data interpretation to deliver on-point answers when and where they're needed.

Trade secrets



Our handheld & desktop devices



Handheld mass spec for point-of-need analysis

Trace Detection of Chemicals, Drugs, Priority Toxics, Explosives

DETECT AT

1,000X

below their lethal level

CLASSIFY

2,000+

analogs of fentanyl

>150

named dangerous materials

Use Cases:

First Responders

US Opioid Crisis

Counterfeit Pharmaceuticals

Customs

Enterprise Scale:



Pilot Programs

16 accounts | 100+ units



Enterprise Accounts

22 accounts | 1,000+ handhelds
(ongoing potential)



Far easier to use & maintain

15X

FASTER

10X

SMALLER

2X

CHEAPER



Complement of Process Analytical Tools

Measuring the Critical-to-Life Extracellular Environment

The extracellular environment is critical to life

AMINO ACIDS

Alanine	Cystine/Cysteine	Histidine	Methionine	Tryptophan
Arginine	Glutamic Acid	Isoleucine	Phenylalanine	Tyrosine
Asparagine	Glutamine	Leucine	Proline	Valine
Aspartic Acid	Glycine	Lysine	Serine Threonine	

VITAMINS & MICROS

B, D, E, K, trace metals

PROTEIN, PEPTIDES, GROWTH FACTORS

Albumin, Transferrin, Aprotinin, Fibronectin

CARBOHYDRATES

Glucose, Maltose

OTHER

pH, O₂, CO₂, NH₃, Lactate

A dilemma & opportunity: The Goldilocks Problem

ESSENTIAL AMINO ACIDS

- TOO LOW** | starve production of protein building blocks
- TOO HIGH** | excesses are catabolized to NH_3 and other toxic metabolites
- TOO HIGH / LOW** | can lead to substitutions and corrupt protein sequence of interest

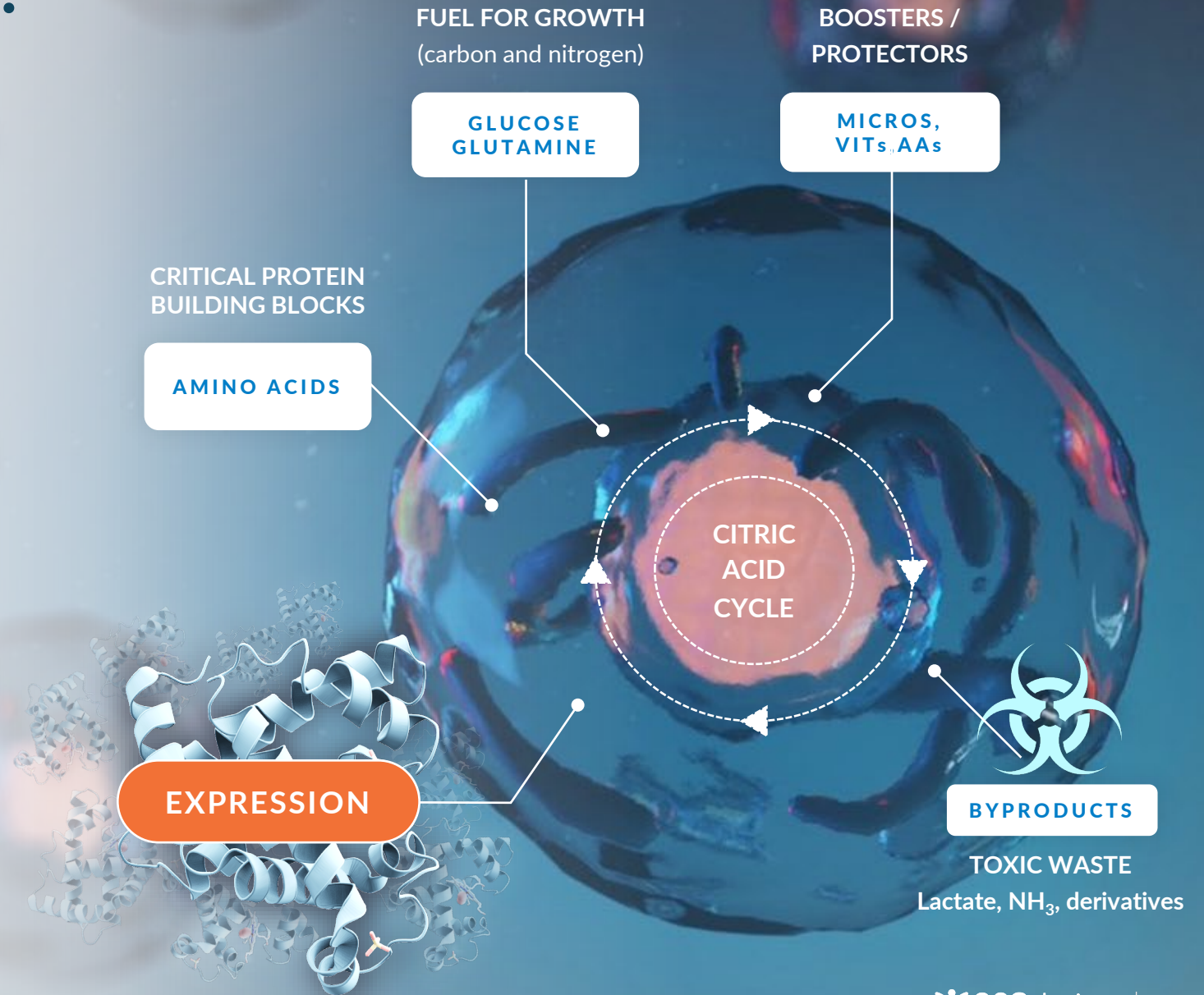
FUEL FOR GROWTH

- TOO LOW** | starve the metabolic pathways
- TOO HIGH** | toxic waste products are produced, inhibits cell growth and stresses to death

BOOSTERS / PROTECTORS

Concentrations of non-essential AA's and other micronutrients have complex effects on yields and proteoforms

- JUST RIGHT** | protect cells from oxidative stress - more robust and scalable bioprocesses
- TOO HIGH / LOW** | toxic intermediates form, arrested growth and produce dangerous protein variants



Measuring and optimizing the extracellular environment



REBEL

MAVEN

MAVERICK

Bioprocess Monitoring

Detailed process understanding enables improved yield, reduced by-products and more portable bioprocesses

Media Conformity

Variability in media vendors and even lot-to-lot variance can have grave effects on process predictability

Viral Vector Production

Boost vector production by optimizing for scalable processes and viral titers

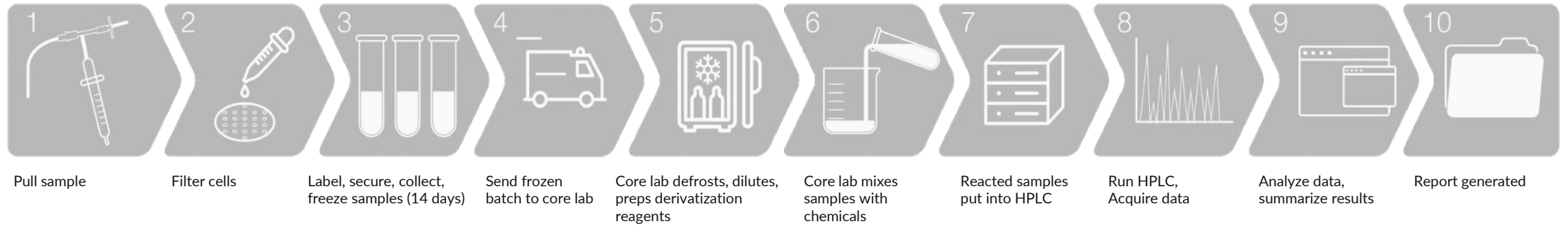
CAR-T & Regenerative Cell Manufacturing

A loss of a production batch can mean a loss of life

Today's lab solution is untenable

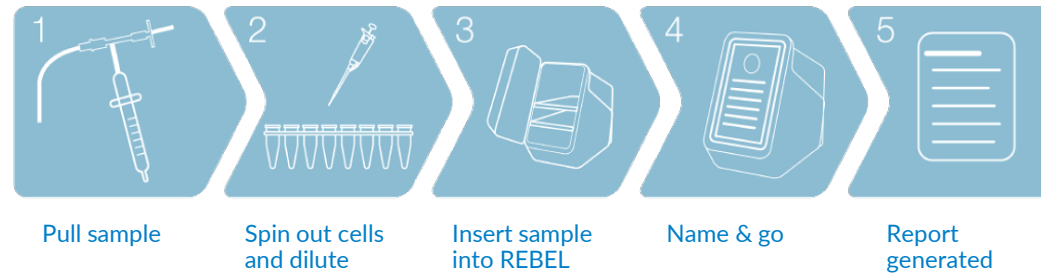
 3-6 Weeks

HPLC



vs

REBEL



 **15 Minutes**

Accelerating bioprocess development

Higher Yield, Lower Cost, Faster Path to Revenue, Higher ROI



Wide coverage

Move beyond the few analytes measured today to >30

Push button get answer

Filter, dilute and shoot

10X cheaper

'Hamilton' not 'Benjamin'

100X less sample

Microscale volume requirements – μ Ls not mLs

2,000X faster

At-line actionable intelligence in 15 mins, not 3-6 weeks

Applications

Protein therapeutics

Cell & gene therapies

Viral vector production

CAR-T and Regenerative cell therapy manufacturing

Synthetic biology

Accelerating bioprocess development

Feed Strategy to Increase Titer & Cell Viability, Lower Toxic Metabolites



De-risk process and reduce analytical bottlenecks
Accelerate development
Higher quality CQAs



Massive Cost Reduction: 50% of Core Lab / 10% of CRO cost
Time Savings: ~30% savings (2 months) compared to Core Lab / CRO
Data Richness: Sample 2x for same cost Inhouse, 10X for CRO



CASE STUDY COLLABORATOR
AND PARTNER



cpi

SARTORIUS

The REBEL 'Buddies'

Accelerating bioprocess development

On-line continuous monitoring & control

Glucose, Lactate, Biomass, and more

MAVERICK



MULTI-PARAMETER, EXPANDABLE



EASE OF SETUP / OPERATION



MULTIPLEXING BIOREACTORS



NO FLUIDS REQUIRED



OPEN TO AI / MODELING GROUPS

MAVEN



VERSATILE FLOW-CELLS & SINGLE-USE



MEDIA TYPE AGNOSTIC



PROVEN DIRECT MEASUREMENT



LOW LIMIT OF DETECTION



ECONOMICAL



Open access discovery platform

Plug-and-Play, High Resolution Separation Platform

Simple and convenient way to interface with our proprietary microfluidic technology for advanced research

45+

PAPERS

230+

DEVICES

10,000+

COMPATIBLE
'MAINFRAMES'

Pipeline of point-of-need applications

Native protein analysis

Intact mass verification

mAb PTM characterization

Metabolomics

Oligonucleotide QC

Complex proteomics

Diagnostics

Agrochemical

Many more!



ZipChip

Growth catalysts

Market Trends Support Long Term Growth



Opioids Crisis & Counterfeit Pharmaceuticals

7 of 10 fentanyl-laced fake prescription pills contain a lethal dose



Demand for Cell-Based Products

5K+ treated with cell therapies growing to 30K+ by 2027



Increasingly Complex Therapeutics

Protein, Cell & Gene therapies



Drive to Bioprocessing 4.0

Command and control; analytics and predictive in-silco models

Our addressable market

Customers

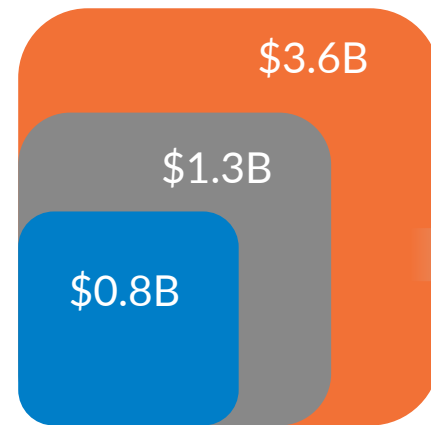
GOVERNMENT

ACADEMIC

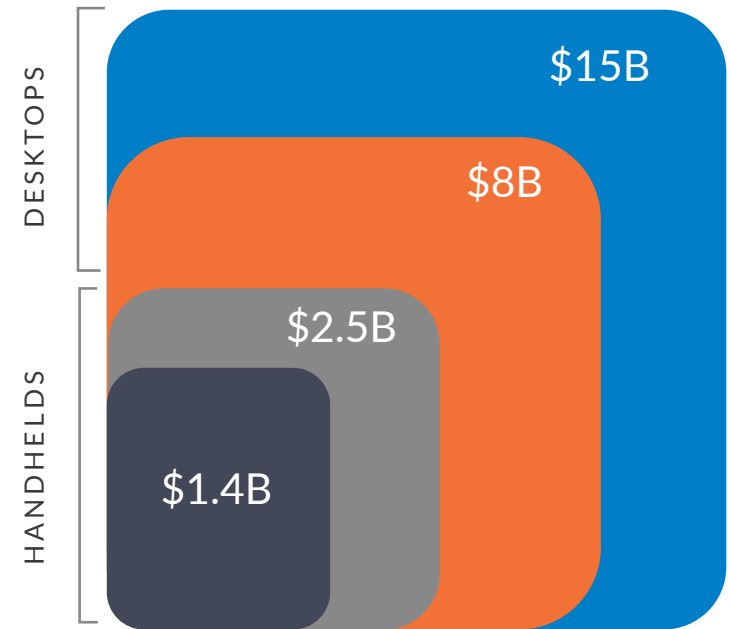
PHARMA

BIOTECH

- FORENSICS
- GXP QA/QC
- BIOPROCESSING
- RESEARCH



2022 | **\$5.7B**

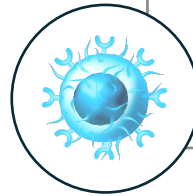


2027 | **\$27B**

A pipeline of increasing complexity

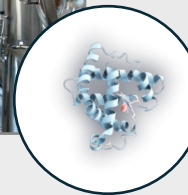
ADVANCED THERAPIES

complex & variable CQAs
massive design space
critical TAT
smaller/numerous batches
very high COGS
trial & error unsustainable



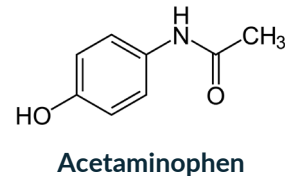
LARGE MOLECULES/PROTEINS

complex CQA/ CPP
huge design space
optimize by DOE/MDVA



SMALL MOLECULES

clear CQAs
small design space
simple optimization



Bioprocessing 4.0 brings:

Less errors/failures

Lower COGS

More efficiency

Better data

... by using

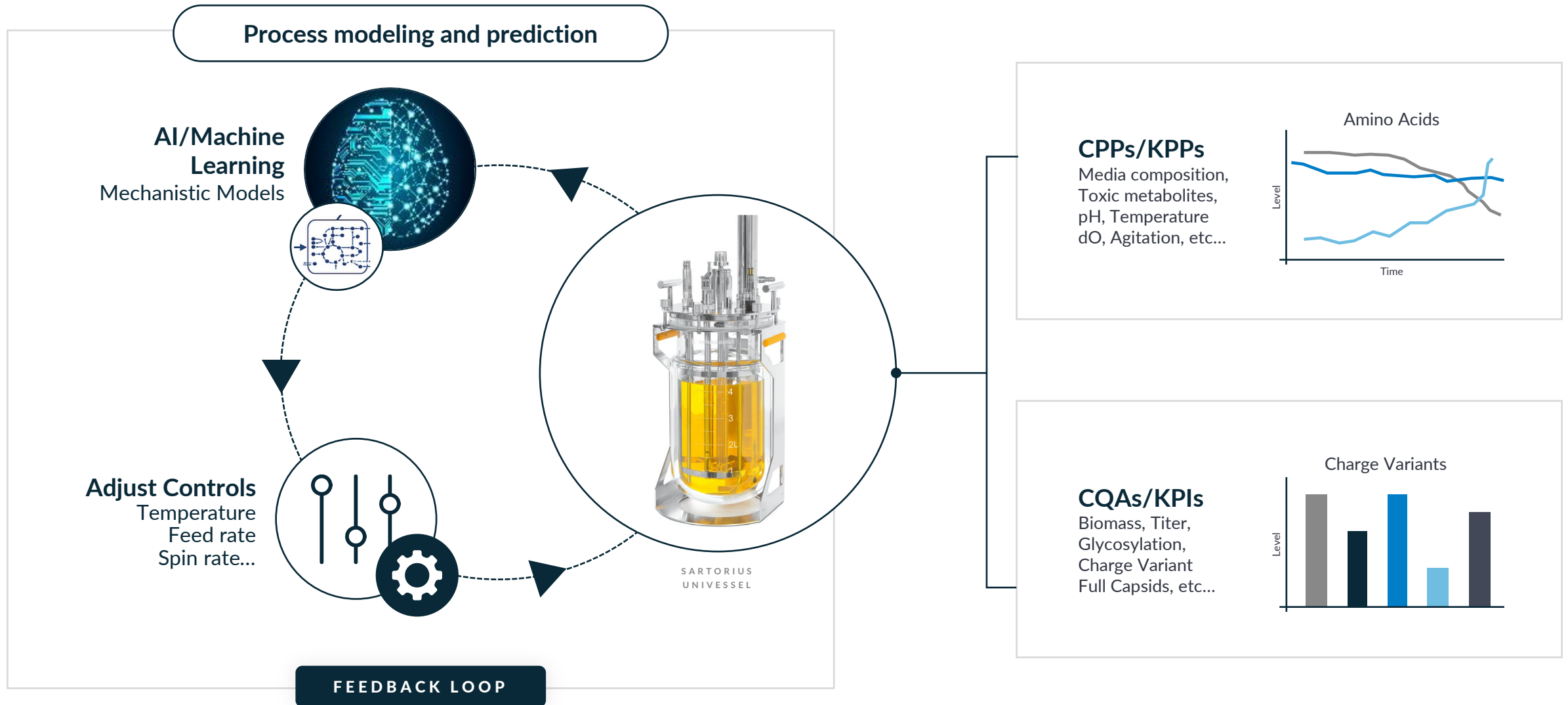
More analytics

More real-time control

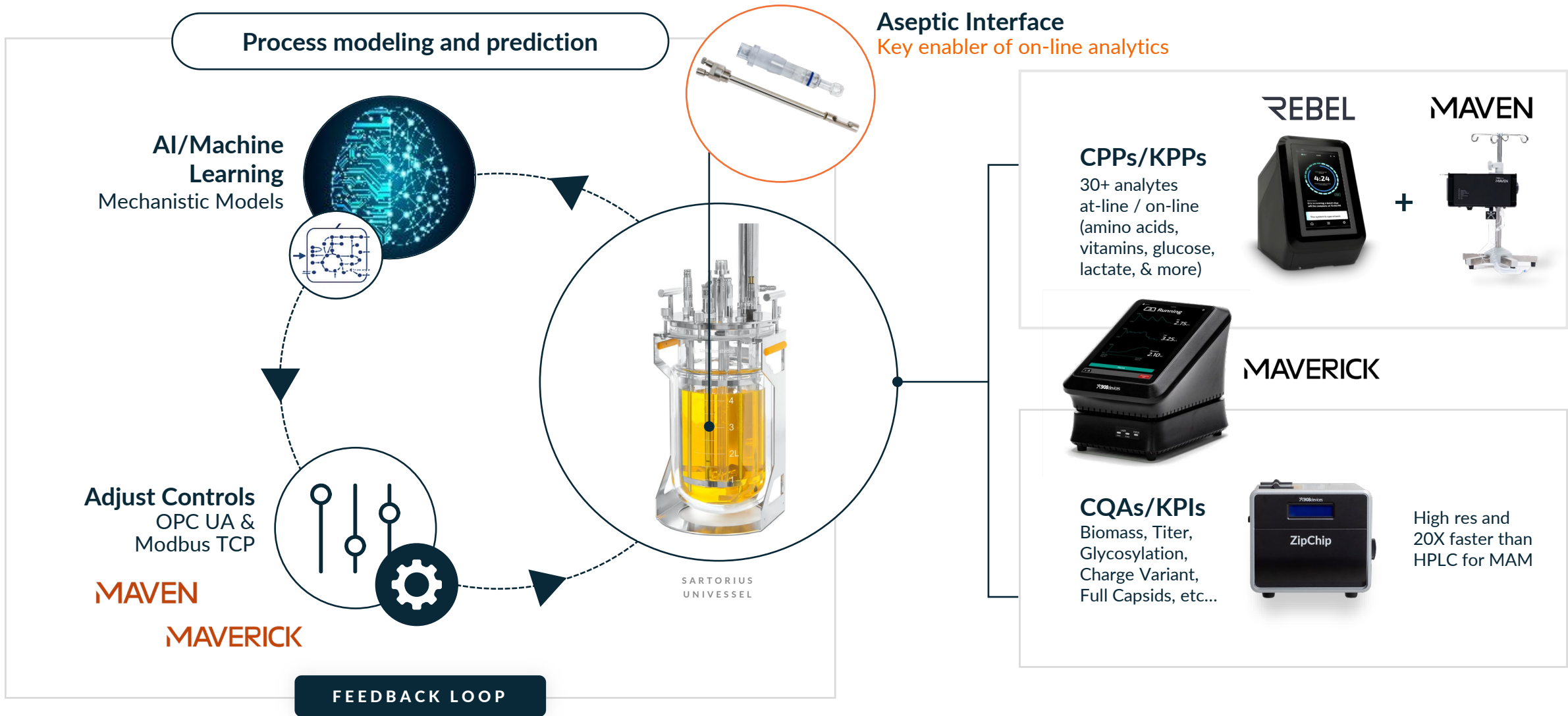
More digitalization

More prediction

Bioprocessing 4.0: enabling AI & real-time control



Bioprocessing 4.0: enabling AI & real-time control



Our installed base and growth



700+
Accounts



2,900+
Units Sold



15,000+
Trained Users

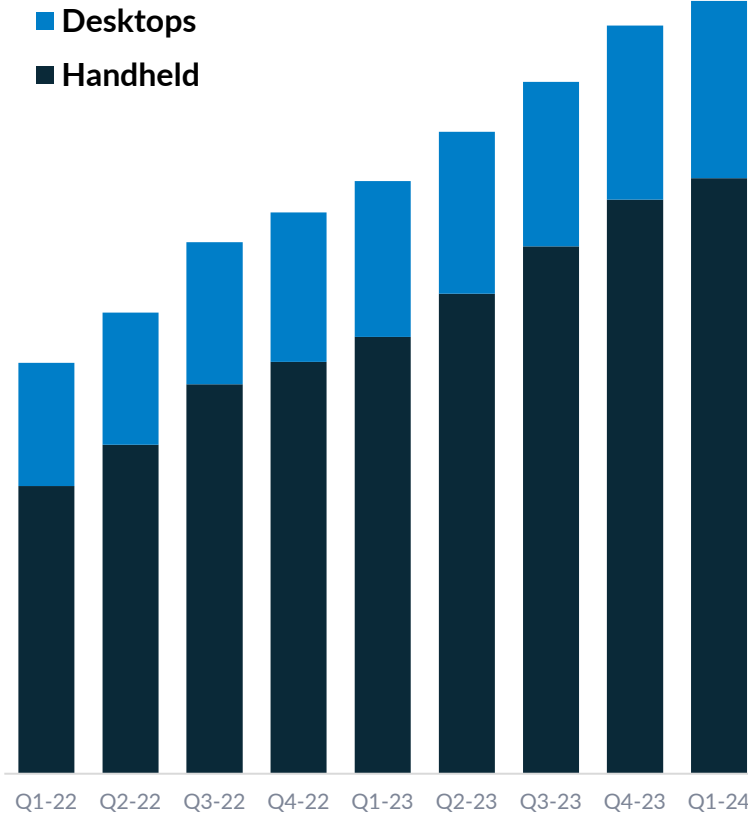


55+
Countries

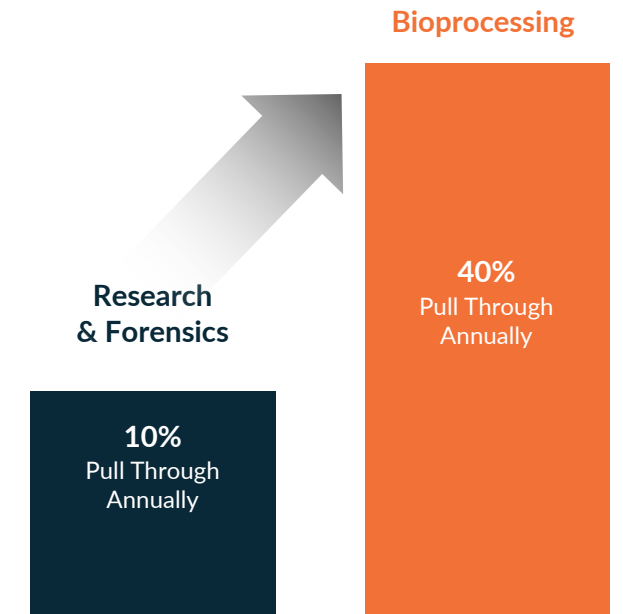


20/20
Top Pharma

Devices Sold

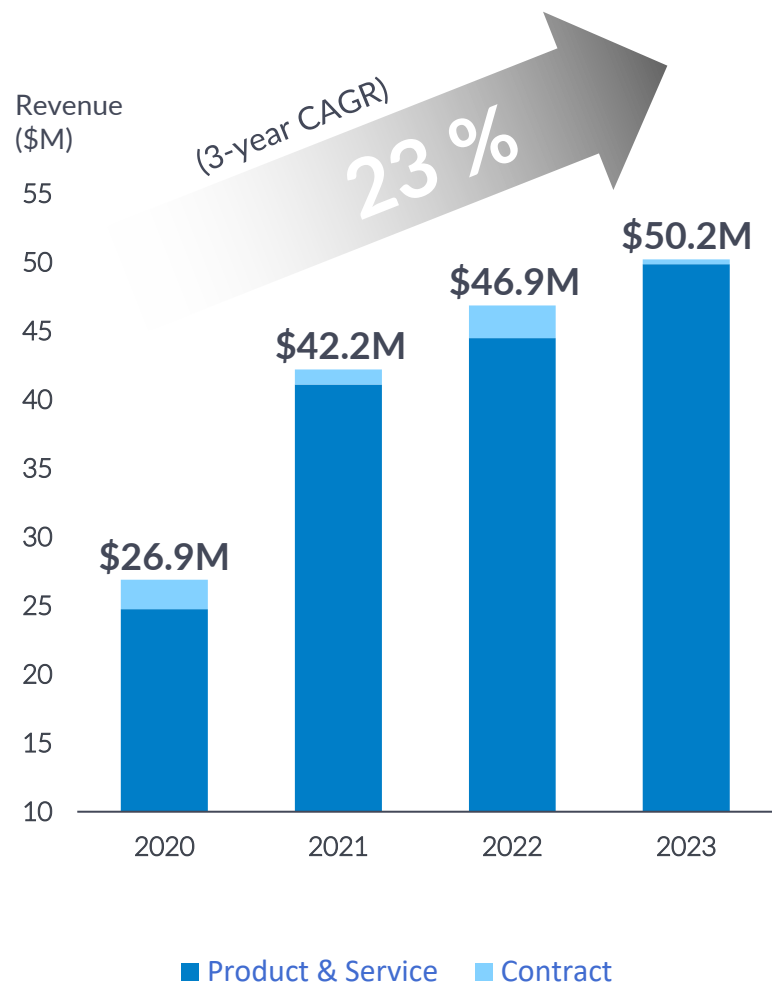


Pull-Through Opportunity



Increasing opportunity for proprietary kits, chips, & service/support

Financial snapshot



In \$M	Full Year		3 months
	2022	2023	2024
Product and Service	\$44.5	\$49.9	\$10.0
Product and Service Growth YoY	8%	12%	8%
License and Contract	\$2.4	\$0.4	\$0
Total Revenue	\$46.9	\$50.2	\$10.0
Growth YoY	11%	7%	5%
Gross Profit	\$26.0	\$25.3	\$5.0
Gross Margin %	56%	50%	50%
Operating Expenses	\$61.4	\$68.1	\$17.7
Loss from Operations	\$(35.4)	\$(42.8)	\$(12.7)

	As of December 31 st		As of March 31 st
	2022	2023	2024
Cash, Cash Equivalents and Marketable Securities	\$188	\$146	\$134
Debt Outstanding	\$15	\$0	\$0

Our focus

2024 & Beyond

1

Market Expansion Outreach

Expand our market presence by actively engaging with new key accounts and fostering strategic relationships, while extending our reach across global enterprise accounts.

2

Portfolio Engagement

Leverage our expanded product portfolios to maximize opportunities and strengthen engagements with our customers.

3

Operational Excellence

Execute to a framework for sustained growth and path to profitability.

Our experienced team

Management



Kevin J. Knopp, PhD
CEO & Co-Founder



Steve Davenport
VP, Commercial Sales



Christopher D. Brown, PhD
Chief Product Officer & Co-Founder



John Kenneweg
VP, Government Sales



Joseph H. Griffith
CFO



Kevin McCallion, PhD
VP, Production & NPI



Michael Turner
Chief Legal & Administrative Officer



Don Osmer
VP, Human Resources



Barbara Russo
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ARCH Venture Partners

Fenel Eloi
908 Devices BOD
Cell Signaling Technology,
MitoTherapeutix

Prof. J. Michael Ramsey
908 Devices Science Founder
& SAB Co-Chair, UNC & Caliper



Analysis at the speed of life

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