



Analysis for life

AUGUST 2023

Forward looking statements

This presentation and the accompanying oral presentation (this “presentation”) contain forward-looking statements which are made pursuant to the safe harbor provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements may relate to, but are not limited to, expectations of future results of operations or financial performance of 908 Devices Inc. (“908 Devices,” the “Company,” “we,” “us,” or similar terms), market size and growth opportunities, the calculation of certain of our key financial and operating metrics, capital expenditures, plans for future operations, technological capabilities, and strategic relationships, as well as assumptions relating to the foregoing. Forward-looking statements should not be read as a guarantee of future performance or results and you should not put undue reliance on any forward-looking statements.

Forward-looking statements are based on information available at the time those statements are made and/or management’s good faith beliefs and assumptions as of that time with respect to future events and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward-looking statements. These risks and uncertainties include our ability to achieve profitability for any period in the future; our expectations regarding our operating results, our addressable market, market growth, trends, future revenue, key performance indicators, expenses, capital requirements and our needs for additional financing; our ability to hire and retain key personnel, including sales and marketing personnel, and to manage our future growth effectively; competitive companies and technologies and our industry; our ability to establish and maintain intellectual property protection for our products and workflows or avoid or defend claims of infringement; the severity and impact of COVID-19 and actions taken in response to it; the potential effects of government regulation; and other risks detailed in our filings with the Securities and Exchange Commission. These factors and others could cause actual results, performance or achievement to differ materially and adversely from those anticipated or implied in the forward-looking statements. Except as required by law, 908 Devices does not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

This presentation contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that data nor do we undertake to update such data after the date of this presentation.

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 revolutionizing chemical and biochemical analysis with its simple handheld and desktop devices to address critical-to-life applications

2012

Founded in Boston



\$47M

2022 Revenue

H1 2023: \$21.6M



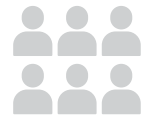
2,500+

Devices Placed



110

Patents



220+

Employees

The gold standard



Pharma



Academic



Biotech



Government



Access



Speed



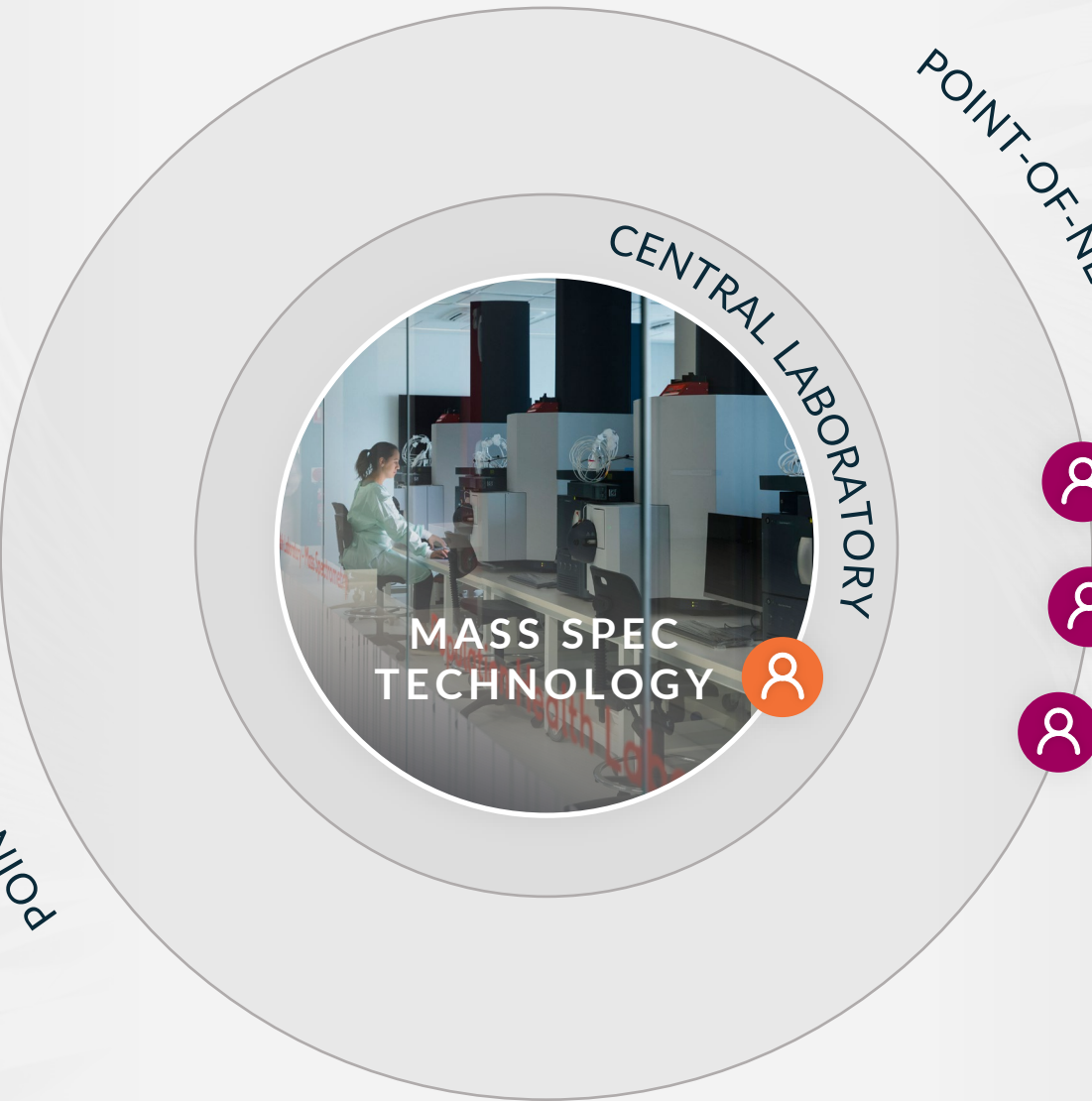
Confidence



Pharma



Academic



-
-
-
-

-
-
-
-

-
-
-
-

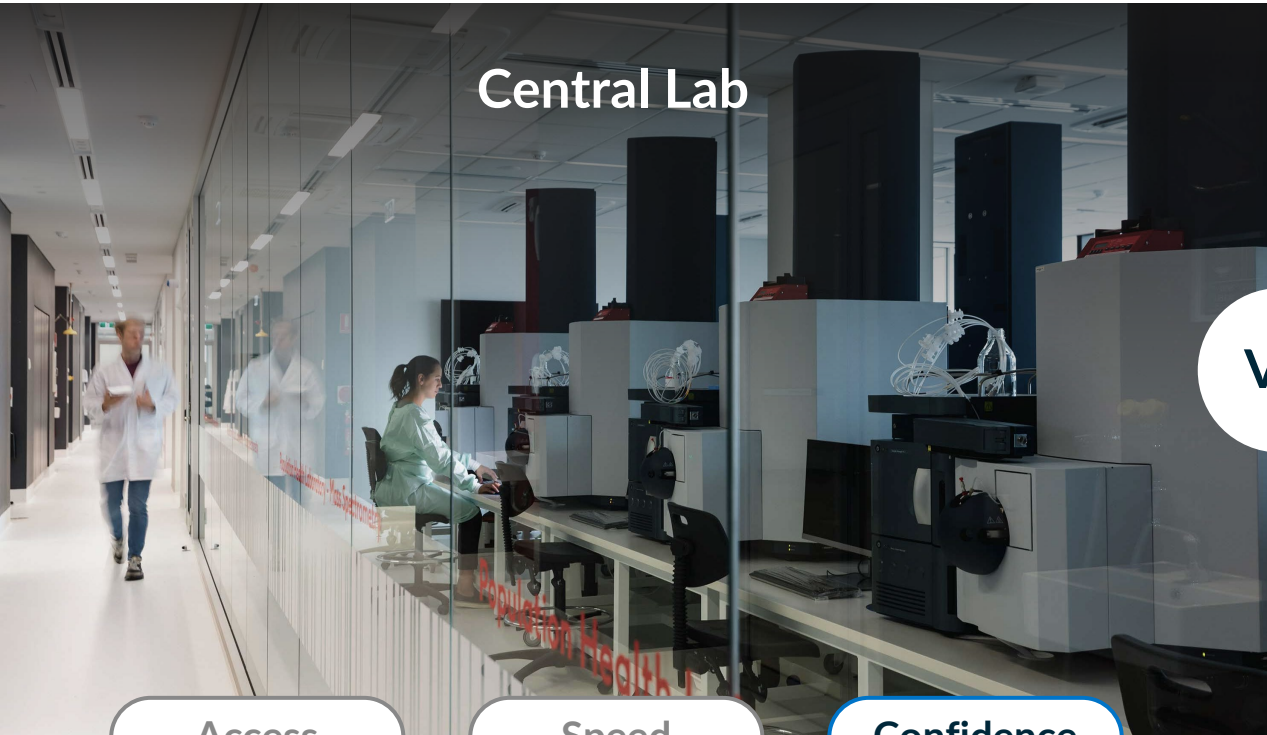


Biotech



Government

Transforming time-to-action



Central Lab

VS



908 Devices

Access

Speed

Confidence

Access

Speed

Confidence

 **Weeks**

 **Minutes**



Critical-to-life 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



Premium support & service

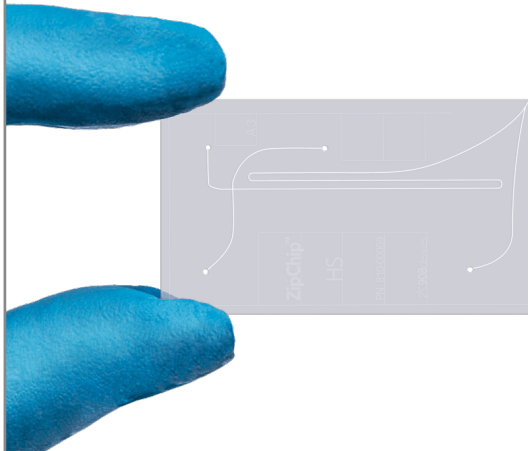
24/7 Support



Our technology platform

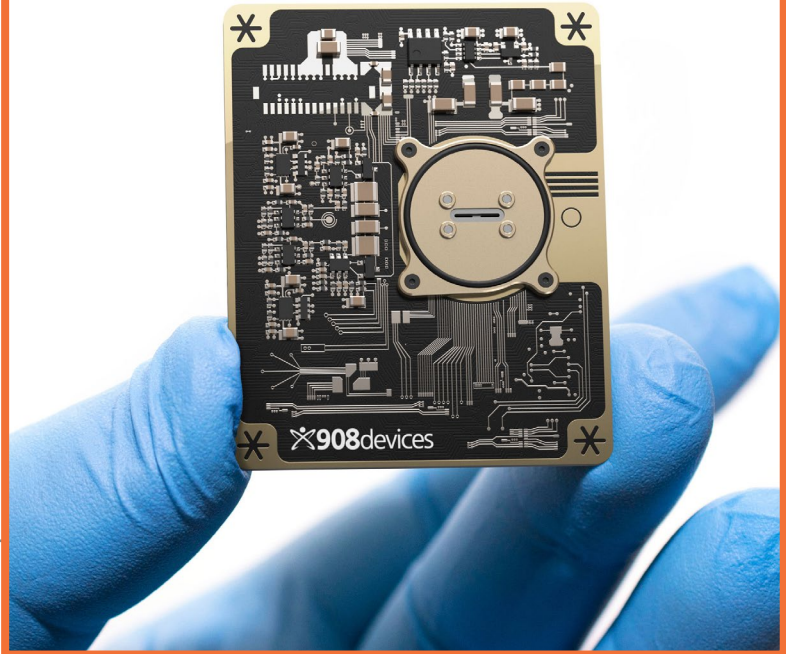
Strong IP Position, and Quickly Expanding

Microfluidic Sampling & Separations



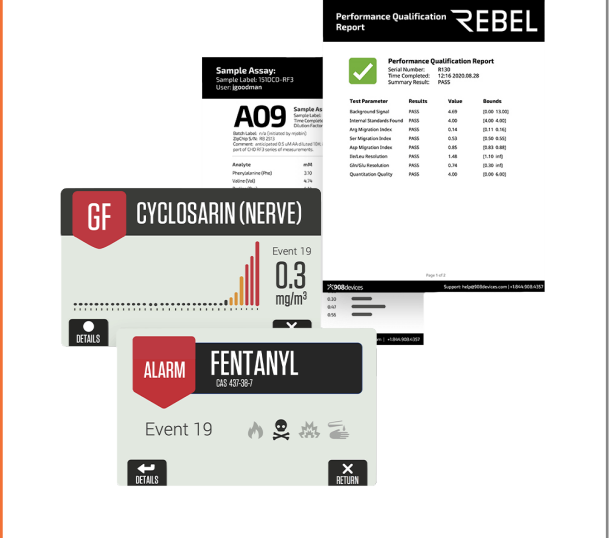
The image shows a hand in a blue nitrile glove holding a small, grey, rectangular microfluidic chip. A white channel is visible on the chip's surface. A semi-transparent grey box with a white line graph is overlaid on the chip. The graph shows a curve that rises and then levels off. Text on the chip includes 'ZipChip HS' and 'Microfluidic Sampling & Separations'.

Microscale Mass Spectrometry



The image shows a hand in a blue nitrile glove holding a gold-colored microscale mass spectrometer chip. The chip is rectangular and features a central circular component with two small holes. The text '908devices' is printed at the bottom of the chip. There are asterisks in the corners of the chip.

Analytics and Machine Learning



The image displays two screenshots of a software interface. The top screenshot is a 'Performance Qualification Report' for 'REBEL'. It includes a 'Sample Assay' section for 'A09' and a table of test parameters. The bottom screenshot is a mobile application interface showing a 'CYCLOSARIN (NERVE)' alert with a concentration of '0.3 mg/m³' and a 'FENTANYL' alert with a concentration of '0.3 mg/m³'. The interface includes a bar chart and various icons.

Test Parameter	Results	Value	Bounds
Background Signal	PASS	4.68	(0.00 - 10.00)
Internal Standard Found	PASS	4.00	(0.00 - 4.00)
Integration Index	PASS	0.14	(0.10 - 0.18)
Integration Index	PASS	0.03	(0.00 - 0.05)
Integration Index	PASS	0.00	(0.00 - 0.05)
Initial Reaction	PASS	1.48	(1.10 - 1.8)
Initial Reaction	PASS	0.74	(0.20 - 1.0)
Quantitation Quality	PASS	4.00	(0.00 - 4.00)

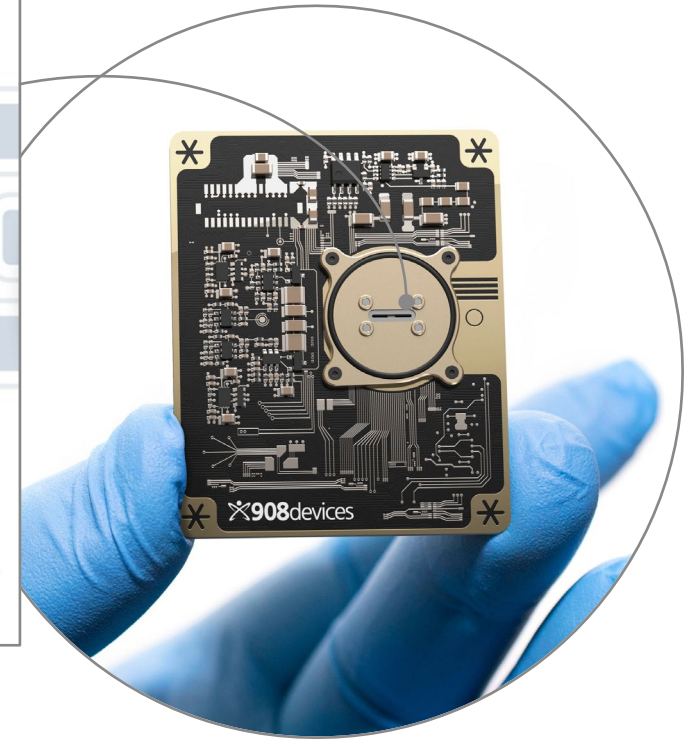
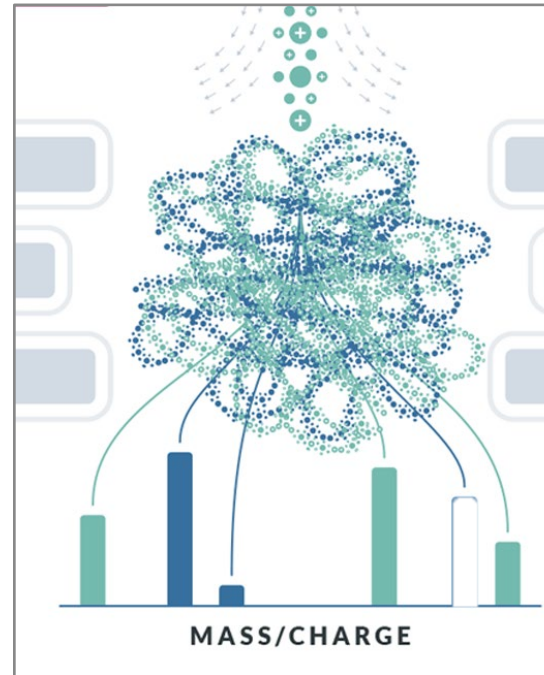
Microscale mass spectrometry

Profound reduction in size.

Far more efficient pumping.

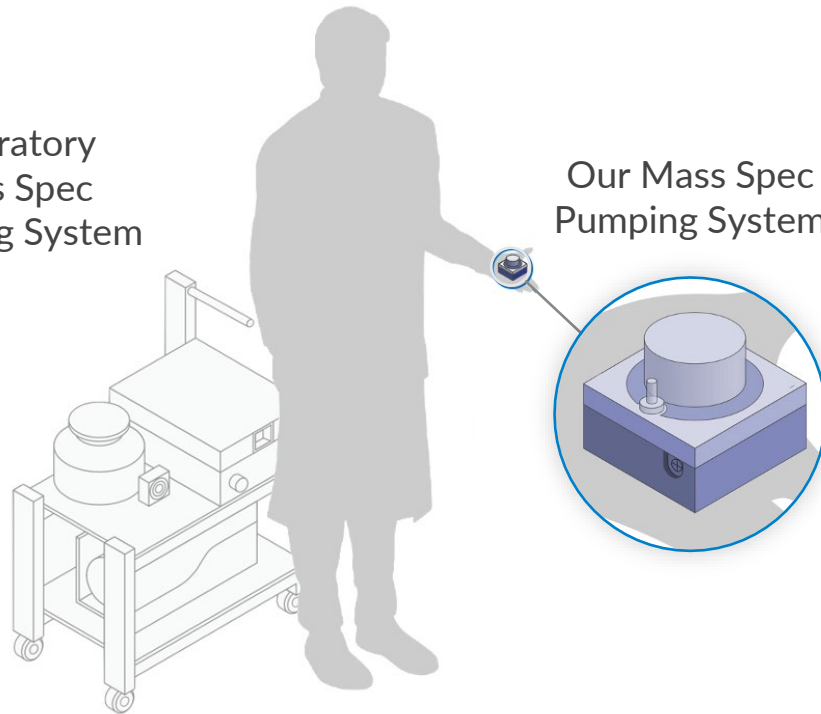
100X lower power consumption.

52 patents granted, 5 pending

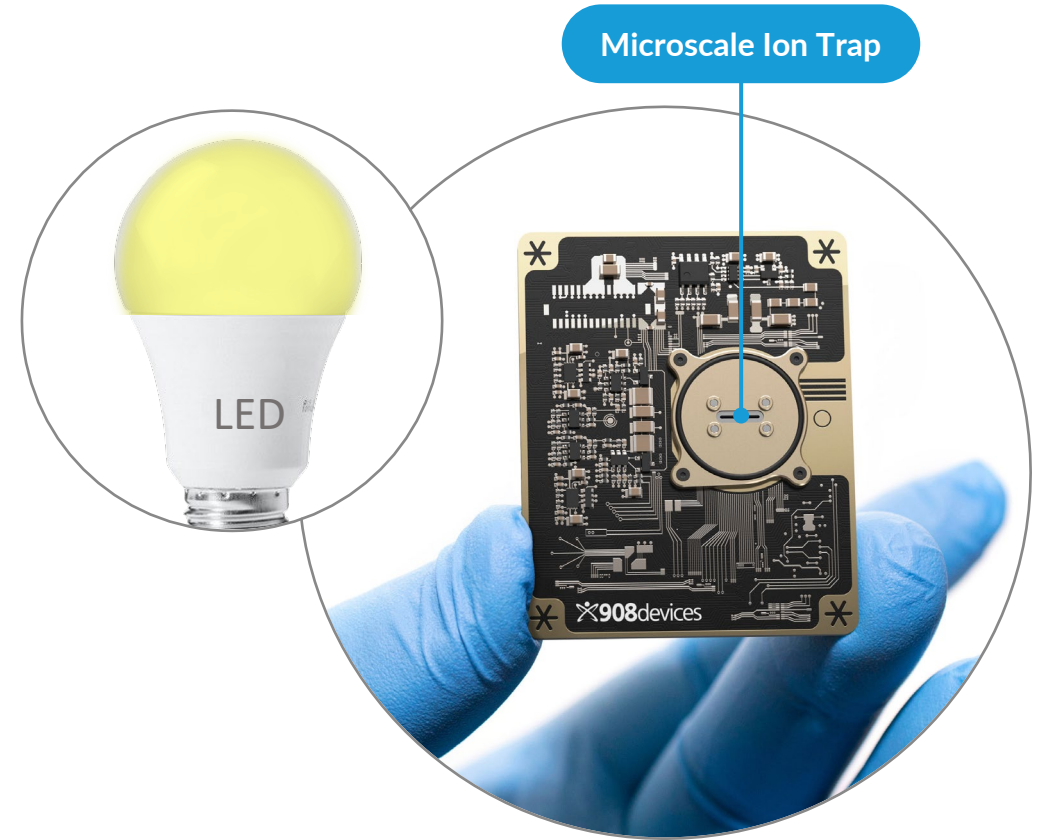


Microscale mass spectrometry

Laboratory
Mass Spec
Pumping System



Our Mass Spec
Pumping System



Microscale Ion Trap

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

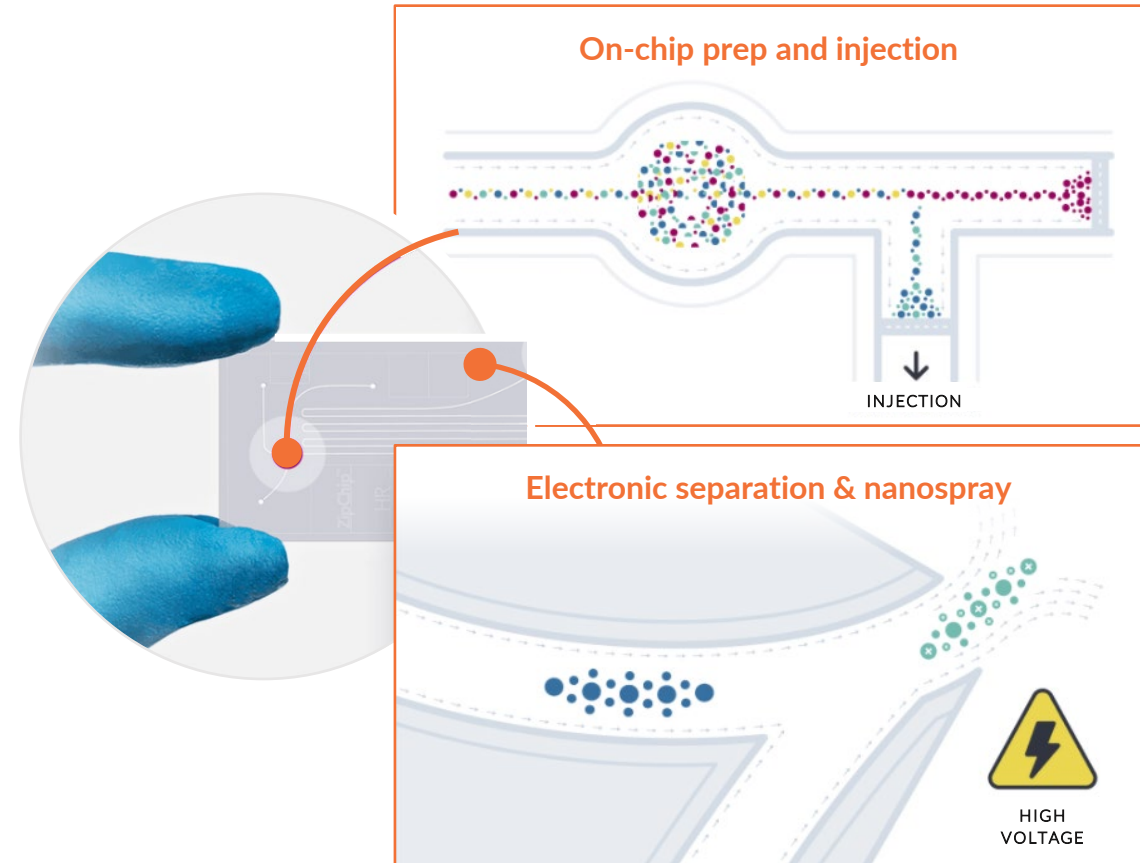
Microfluidic sampling & separations

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

Extraordinarily high performance in a small simple package.

Electronically driven separations.

40 patents granted, 3 pending



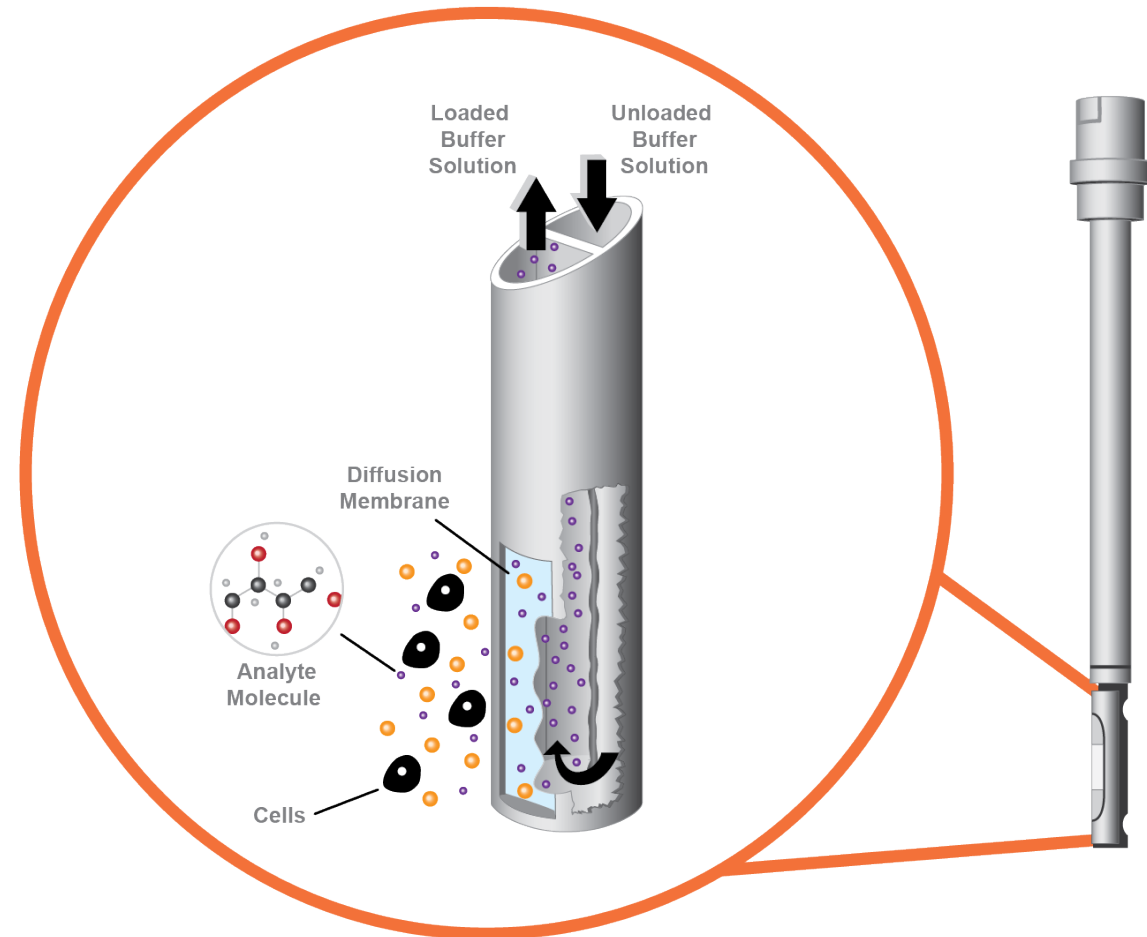
Microfluidic aseptic sampling

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

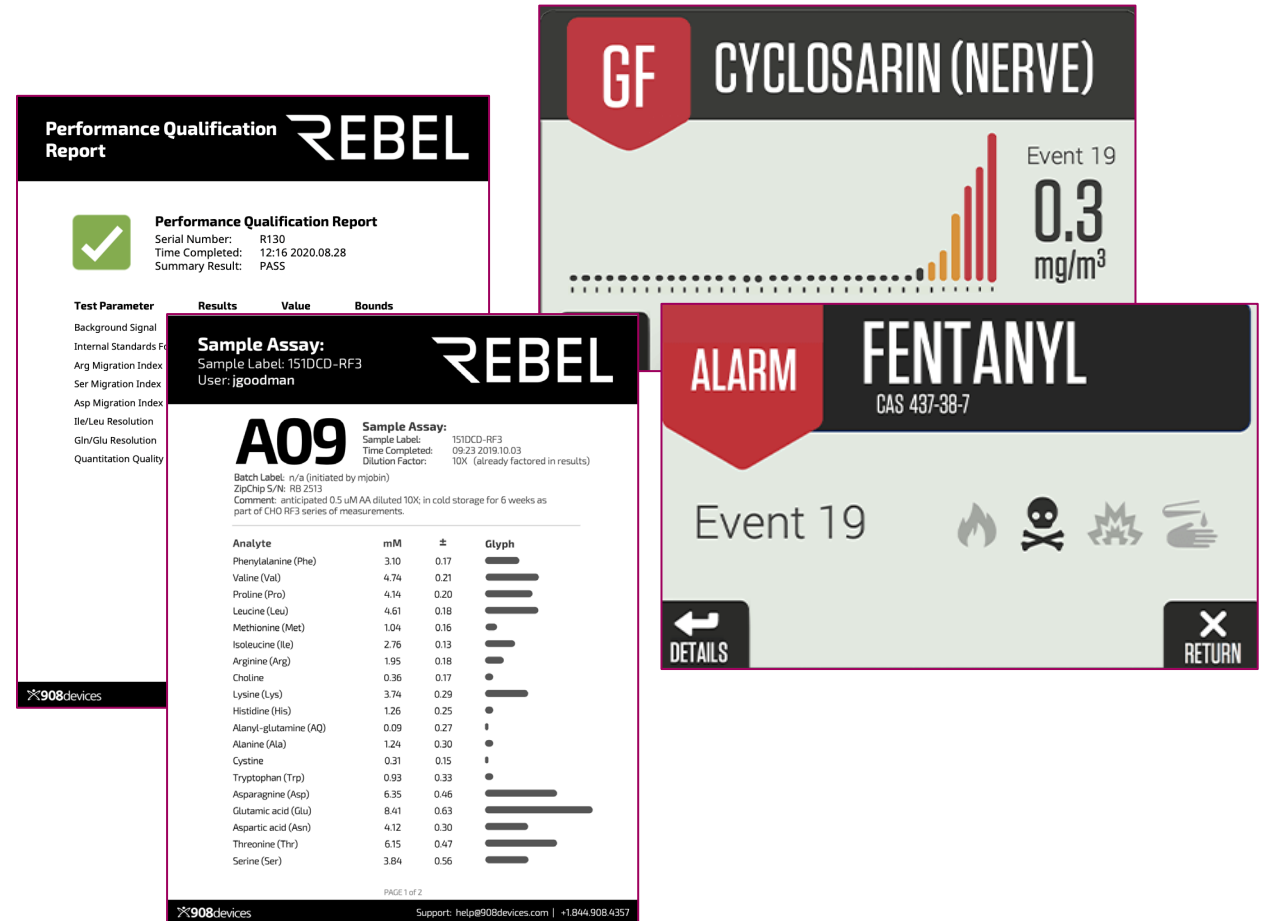


Analytics & machine learning

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

15 accounts | ~100 units



Enterprise Accounts

17 accounts | 800+ handhelds
(ongoing potential)



Far easier to use & maintain

15X

FASTER

10X

SMALLER

2X

CHEAPER



REBEL

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

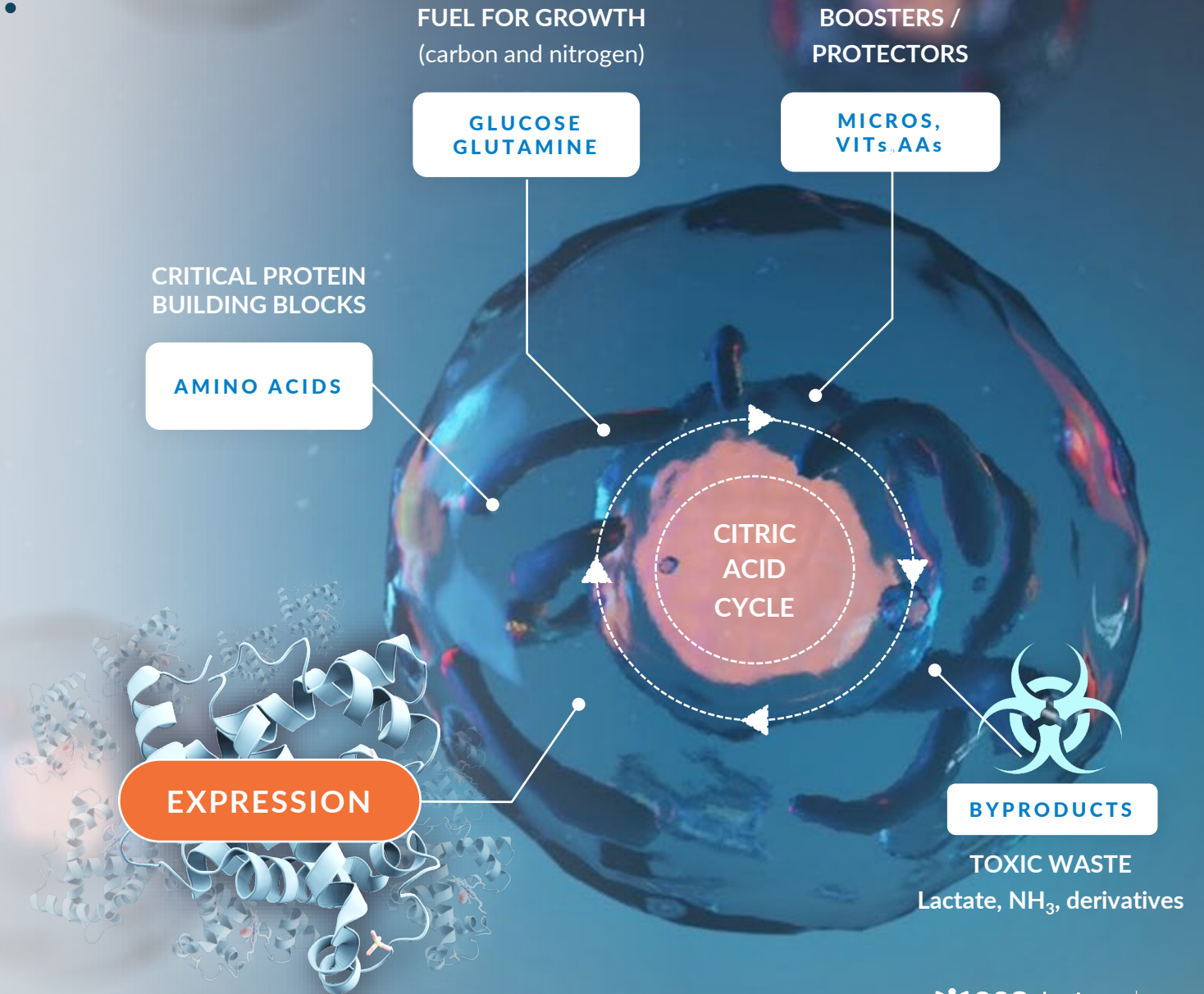
FUEL FOR GROWTH

- 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



SARTORIUS
UNIVESSEL

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

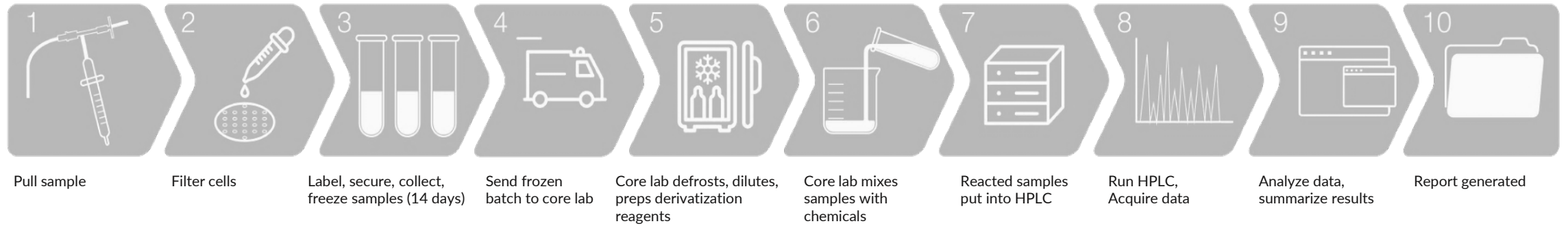
A loss of a production batch can mean a loss of life



Today's lab solution is untenable

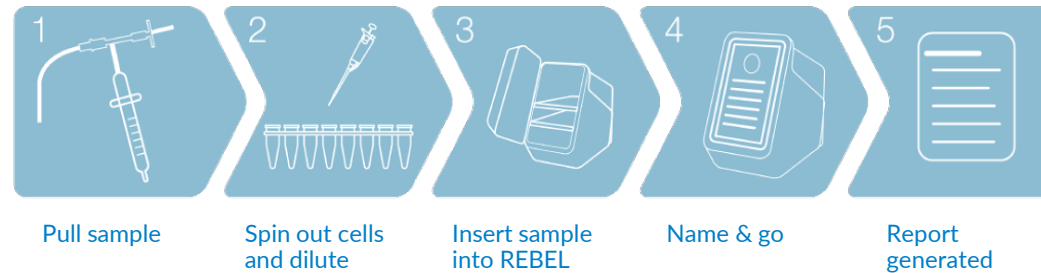
 3-6 Weeks

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

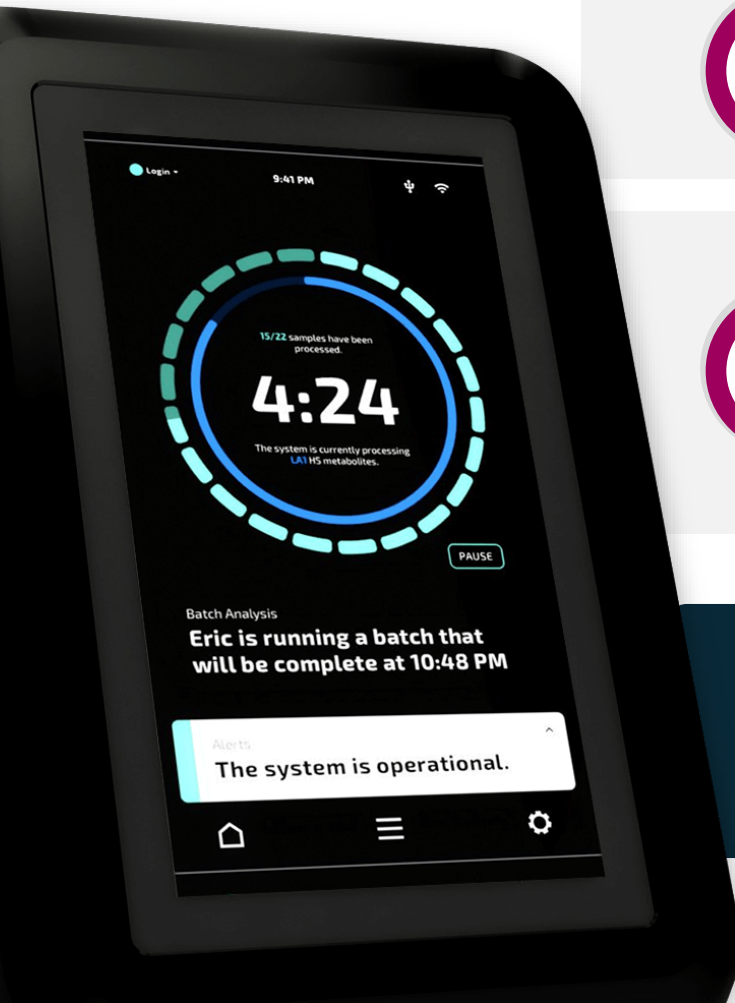
Feed Strategy to Increase Titer & Cell Viability, Lower Toxic Metabolites



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 'Buddy'

Accelerating bioprocess development

Continuous monitoring of glucose & lactate

Enhanced process with on-line monitoring & continuous control

Precise measurements even at very low concentrations

Accurate control of substrate feeding

No loss of bioreactor volume

Flexible integrations for Process Development & GMP

Easy to operate & **Real-time** (data up to every 2 min)

Innovative aseptic probe enables ecosystem of future connected on-line devices



MAVEN

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

40+

PAPERS

200+

DEVICES

10,000+

COMPATIBLE
'MAINFRAMES'

Pipeline of point-of-need applications

Native protein analysis

Intact mass verification

mAb PTM characterization

Peptide mapping

Oligonucleotide QC

Complex proteomics

Diagnostics

Agrochemical

Many more!

ZipChip



Growth catalysts

Market Trends Support Long Term Growth



Opioids Crisis & Counterfeit Pharmaceuticals

3 of 5 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



Rise of Proteomics 2.0

Proteoform critical to understanding disease & health

Our addressable market

Customers

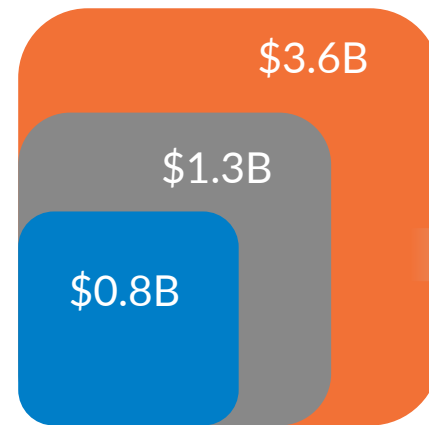
GOVERNMENT

ACADEMIC

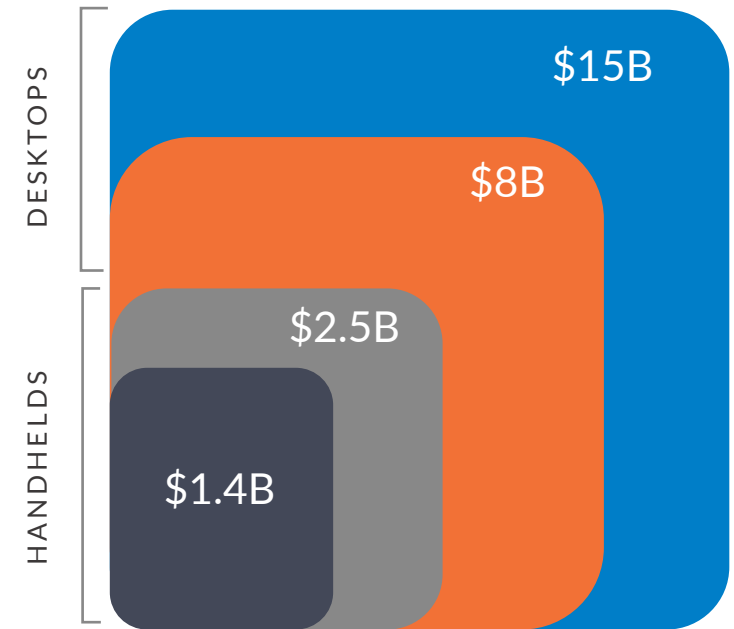
PHARMA

BIOTECH

- FORENSICS
- GXP QA/QC
- BIOPROCESSING
- RESEARCH



2022 | **\$5.7B**

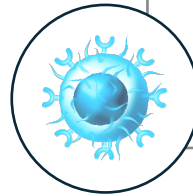


2027 | **\$27B**

A pipeline of increasing complexity

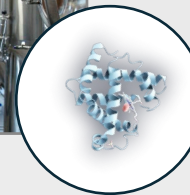
ADVANCED THERAPIES

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



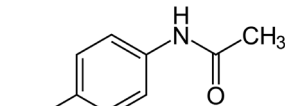
LARGE MOLECULES/PROTEINS

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



SMALL MOLECULES

clear CQAs
small design space
simple optimization



Acetaminophen

Bioprocessing 4.0 brings:

Less errors/failures

Lower COGS

More efficiency

Better data

... by using

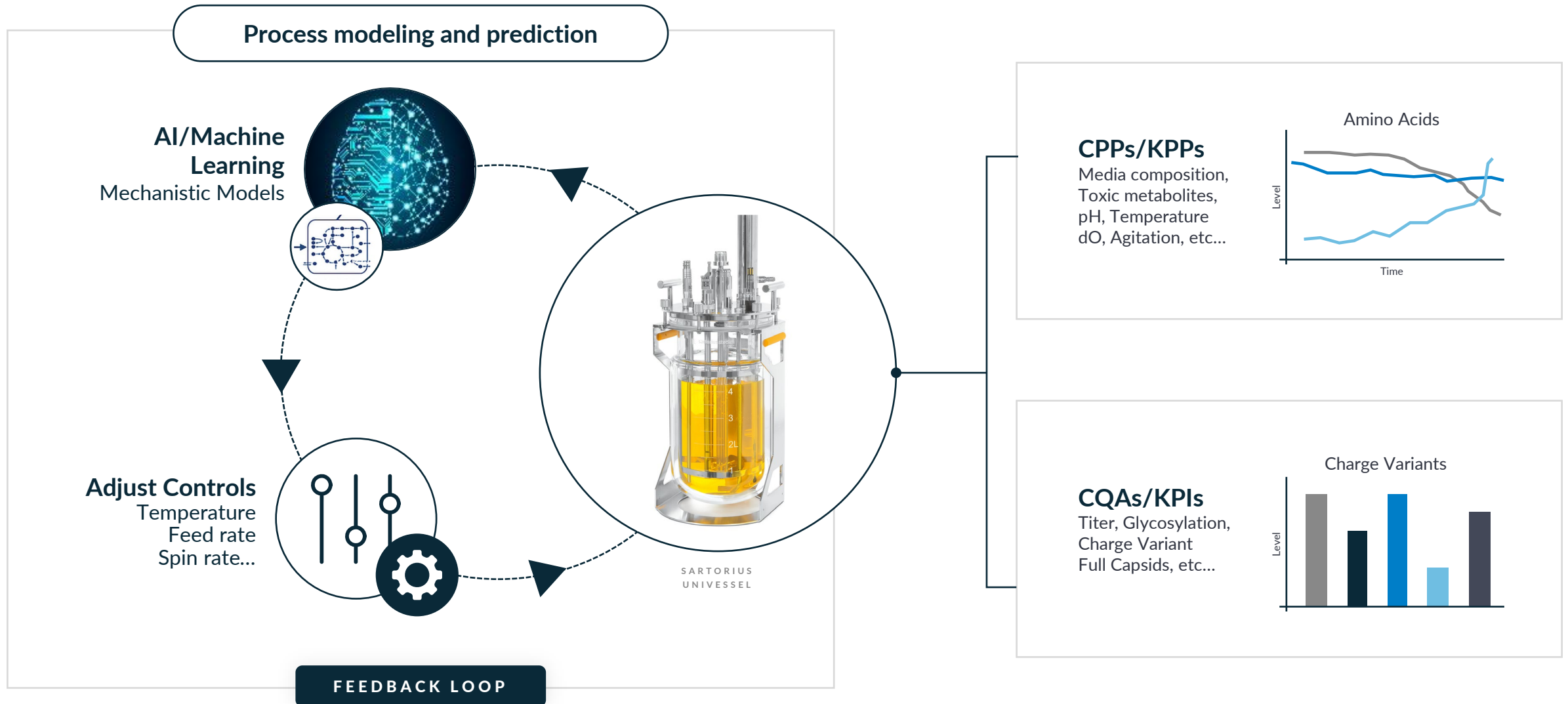
More analytics

More real-time control

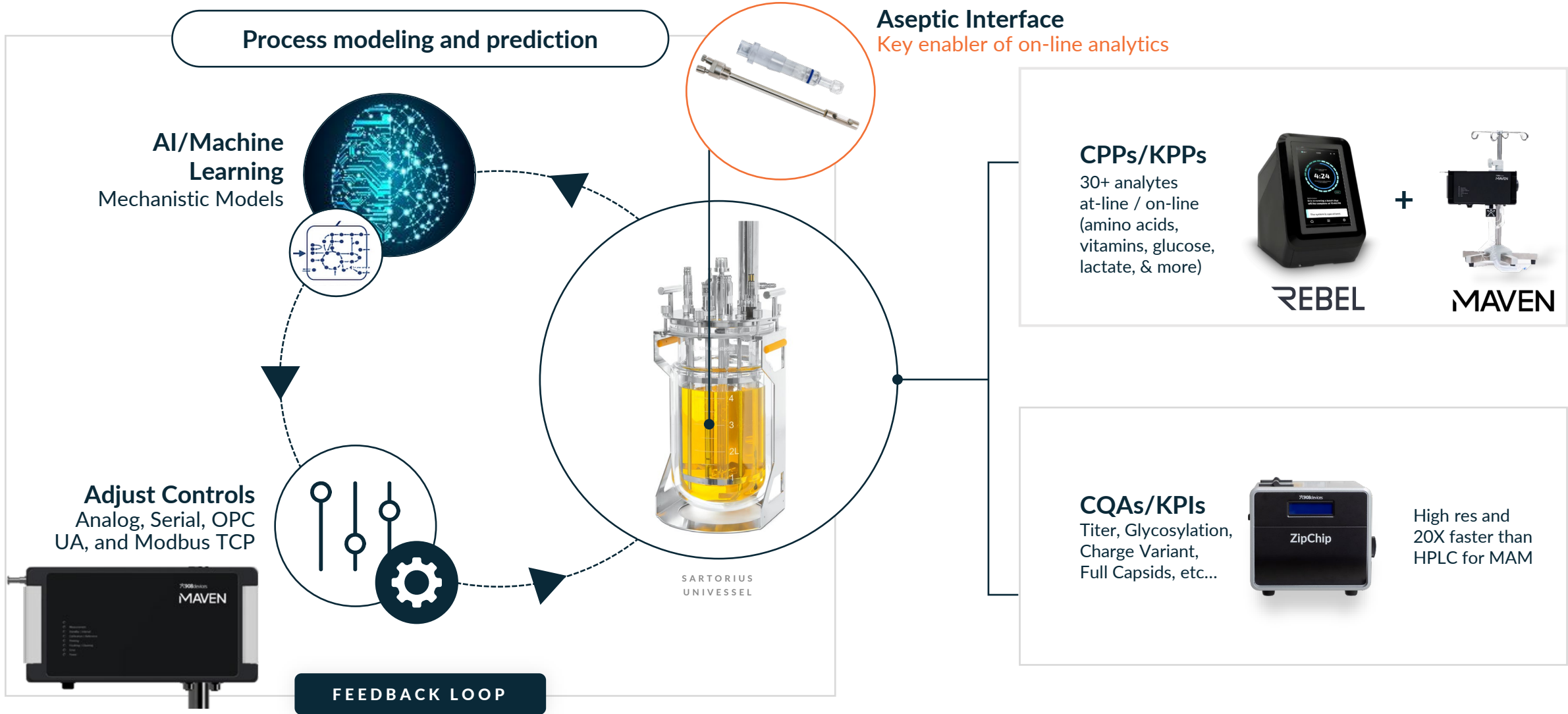
More digitalization

More prediction

Bioprocessing 4.0: prediction and real-time control



Bioprocessing 4.0: prediction and real-time control



Emerging opportunity in proteomics

Accelerating 'Unbiased' Mass Spec Workflows

SIMPLICITY

operation and upkeep

SMALL SAMPLE SIZE

nanograms of protein

ACCESS

reduced expertise

TOP-DOWN CAPABLE

FAST TURN-AROUND (TAT)

days reduced to hours

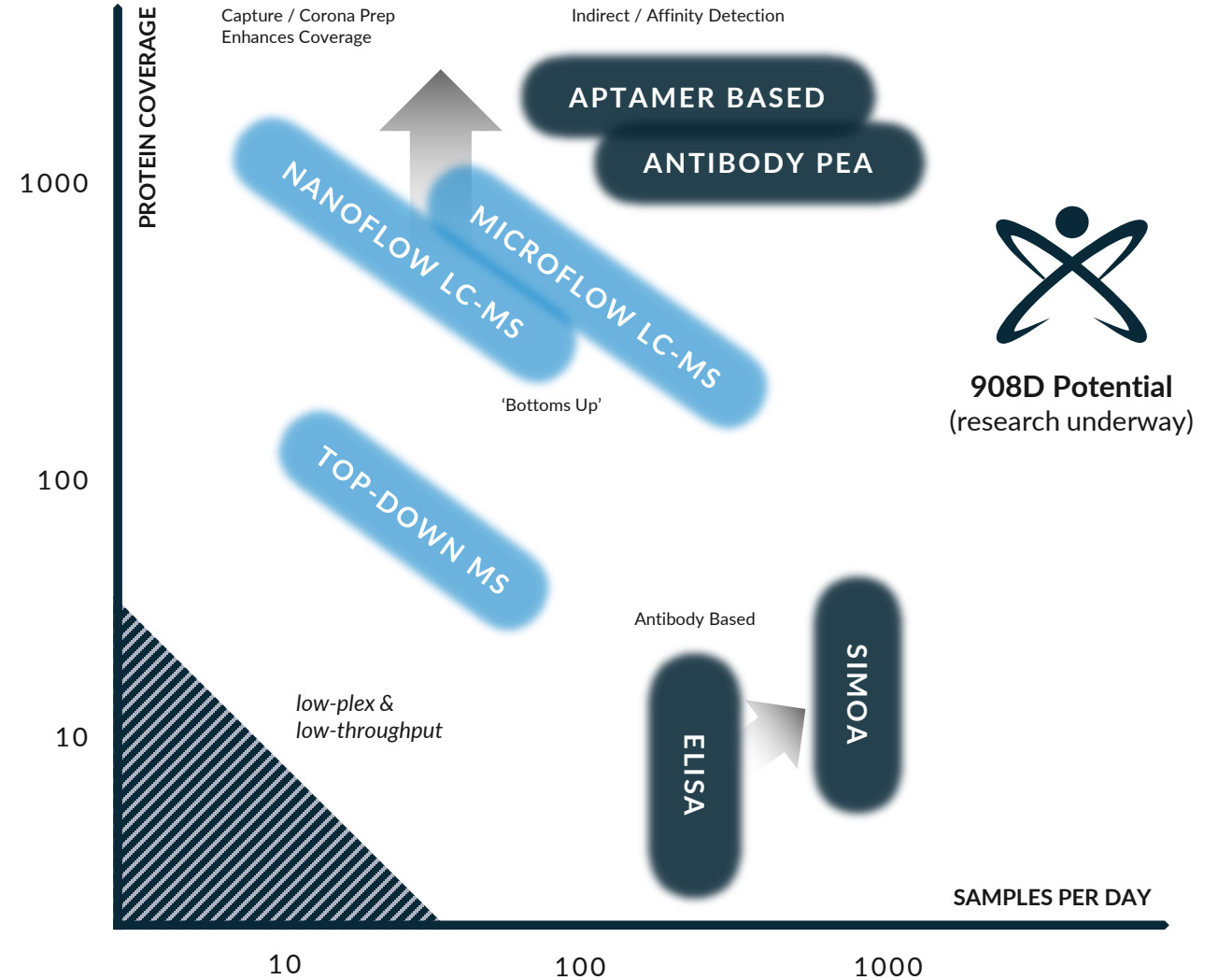
DEEP CHARACTERIZATION

see PTMs, SNP variants, protein cleavage events

Access

Speed

Confidence



908D Potential
(research underway)

Our installed base and growth



650+
Accounts



2,500+
Units Sold



10,000+
Trained Users

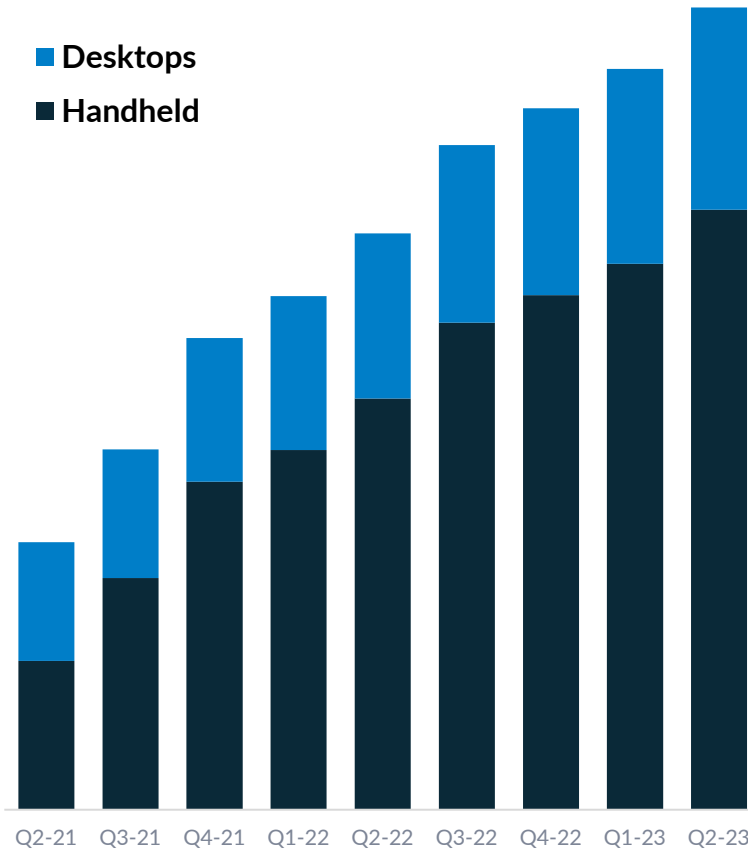


45+
Countries

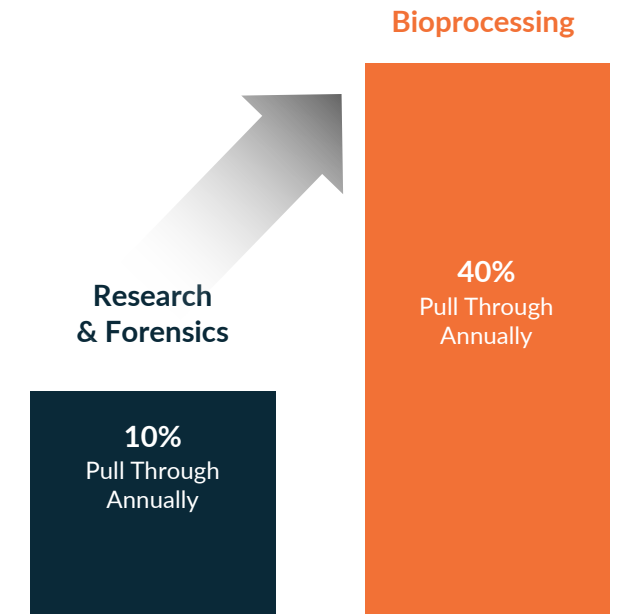


20/20
Top Pharma

Devices Sold

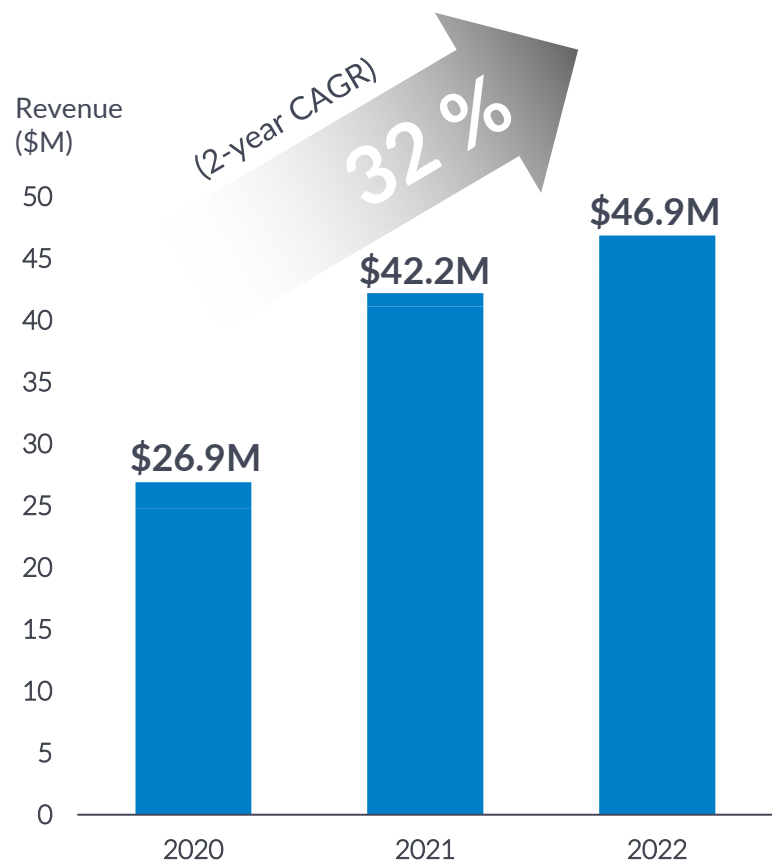


Pull-Through Opportunity



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

Financial snapshot



In \$M	Full Year		6 months
	2021	2022	2023
Product and Service	\$41.1	\$44.5	\$21.2
License and Contract	\$1.1	\$2.4	\$0.4
Total Revenue	\$42.2	\$46.9	\$21.6
Growth vs YoY	57%	11%	11%
Gross Profit	\$23.2	\$26.0	\$10.2
Gross Margin %	55%	56%	47%
Operating Expenses	\$45.3	\$61.4	\$34.1
Loss from Operations	\$(22.1)	\$(35.4)	\$(24.0)
	As of December 31 st		As of June 30 th
	2022	2023	2023
Cash, Cash Equivalents and Marketable Securities	\$224	\$188	\$153
Debt Outstanding	\$15	\$15	\$-

Our focus

2023 & Beyond

1

Penetrate & Radiate Key Accounts

Grow organic revenue by penetrating and radiating across key accounts, and progressing pilots to enterprise scale, with our portfolio of desktop and handheld devices.

2

Advance & Broaden Product Portfolio

Develop devices that are simple, smart, small, fast, accurate, cost-effective and connected; with an emphasis on bioanalytics solutions.

3

Lay Omics Foundation

Accelerate mass spec workflows to address emerging 'unbiased' proteomics and metabolomics opportunities.

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



Board Members & Science Founder

Kevin Hrusovsky
908 Devices, Chairman
Quanterix, Caliper

Marcia Eisenberg, PhD
908 Devices BOD
Labcorp

Tony J. Hunt
908 Devices BOD
Repligen

Mark Spoto
908 Devices BOD
Razor's Edge, Cooley LLP

Jeff George
908 Devices BOD
Novartis - Sandoz & Alcon, Amneal

Keith L. Crandell
908 Devices BOD
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 for life

 908devices

