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ChemoMetec

Investor Conference Call

FY 2025/26 Results | 2026/27 Outlook

Disclaimer

Certain statements in this presentation constitute forward-looking statements, i.e., statements related to future events and anticipated financial or operational performance. **Forward-looking** statements include, but are not limited to, statements addressing future results of operations, financial position, business strategy, plans and objectives for future operations and events, ongoing operational and strategical reviews, expansion, future product launches, and production facilities.

Although we believe that the expectations reflected in these forward-looking statements are reasonable, they do involve known and unknown risks, uncertainties, and other important factors that **could cause our actual results, performance, or achievements to differ significantly from any future results**, performance, or achievements **expressed or implied by the forward-looking statements.**

We do not intend, nor do we assume any obligation, to update any forward-looking statements contained herein, except as may be required by law or regulations.

Today's Speakers

Martin Helbo Behrens
CEO & President

Phillip Massie Price
CFO

Financial Performance 2025/2026

Revenue DKKm

511.1 (+3%)

2024/2025: 495.6

EBITDA DKKm

281.3 (+9%)

2024/2025: 258.0

EBITDA-Margin %

55% (+2.9%pt.)

2024/2025: 52.1%

Profit before tax DKKm

258.2 (+15%)

2024/2025: 225.0

CF from operations DKKm

210.4 (+1%)

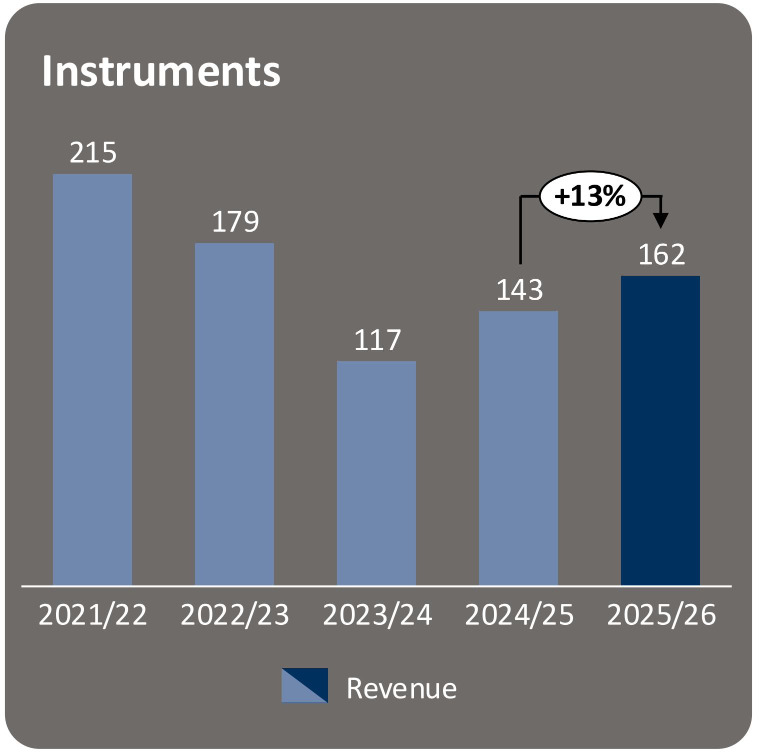
2024/2025: 207.4

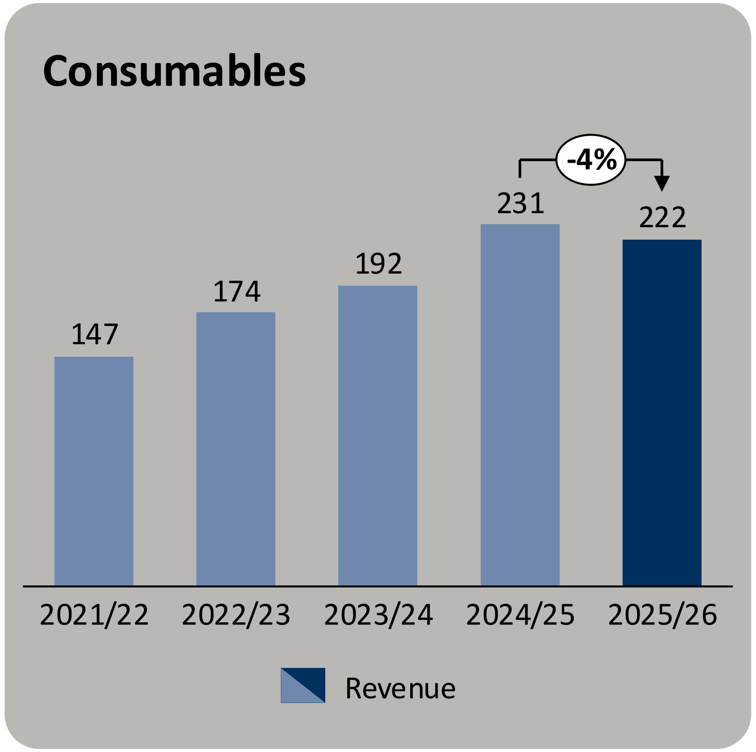
Level of solvency %

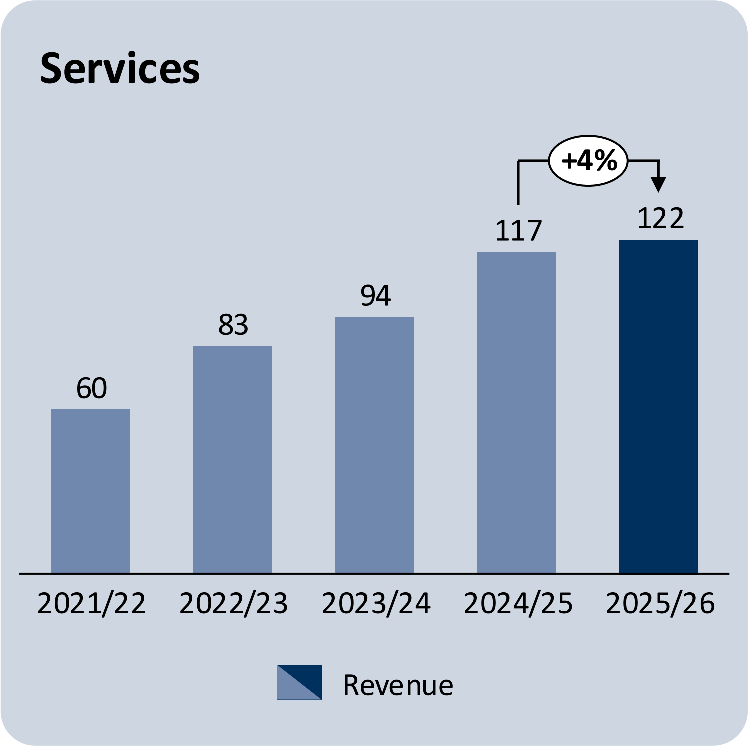
84% (+2%pt.)

2024/2025: 82%

Product Segments







*Revenue from XcytoMatic instruments increased from DKK 27.7m to DKK 68.1m, including NC-203.

Results for 2025/26 | Geographical segments

North America

54%

277 DKKm
-6%

Europe

36%

181 DKKm
+14%

Rest of the world

10%

53 DKKm
+21%

Business Areas

Life science research, Cell and gene therapy and Bioprocessing (LCB market)

Revenue (DKKm)	Growth	Share of revenue
484.7	**6%**	**95%**
(2024/25: 456.8)	(2024/25: 23%)	(2024/25: 92%)

Production control and quality control of animal semen, beer and milk

Revenue (DKKm)	Growth	Share of revenue
26.3	**-32%**	**5%**
(2024/25: 38.8)	(2024/25: 6%)	(2024/25: 8%)

Financial Position and Capital Allocation

Financial position

Cach and cash equivalents DKKm

290.2

Equity DKKm

725.4

Investments in the business

Development activites DKKm

68.0

Property and infrastructure DKKm

28.3

Total investments DKKm

96.3

Share buyback

Treasury shares repurchased '000 shares

105

Total consideration DKKm

38.6

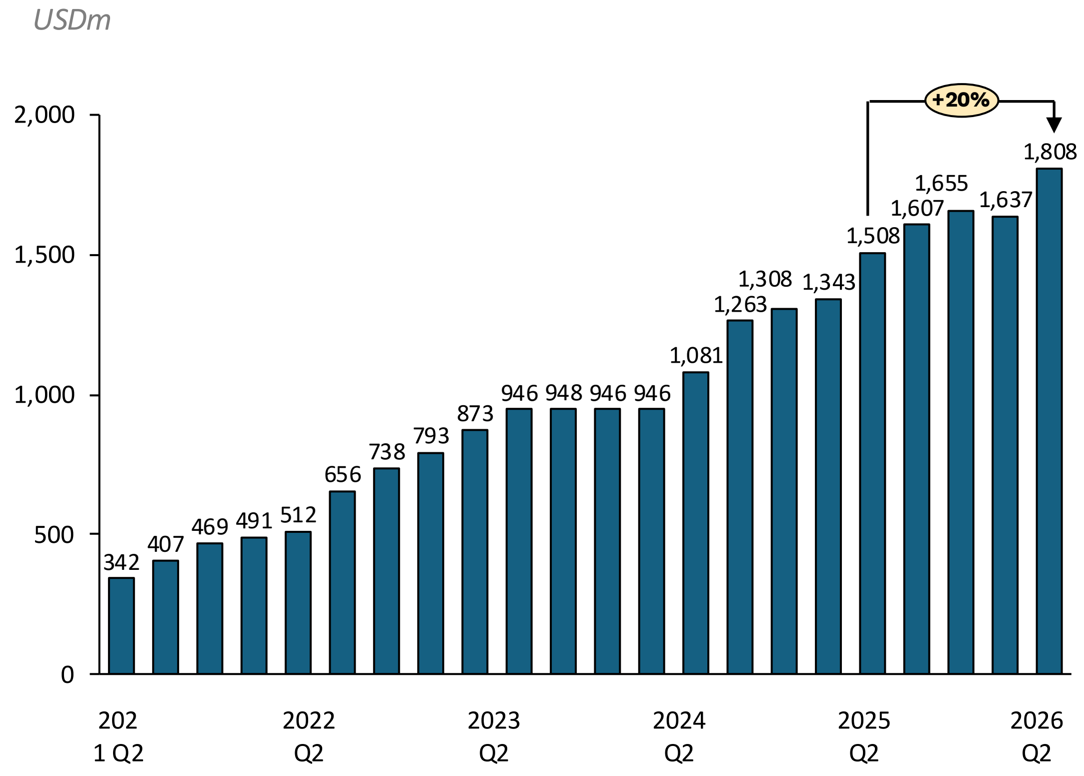
Commercial Highlights 2025/26

- **Market conditions**
  - Commercial CAR-T Revenue
  - Cell & Gene Therapy Funding
  - Startup Funding and Overall Market Activity
  - Biotech and Pharma Layoffs
  - Cell & Gene Therapy Pipeline and Approvals
- **Products**
  - Launch of XcytoMatic®
  - Historical strong Q4
  - Partnerships
- **Product development**
  - XM50
  - Sample Management Systems
- **Financial Outlook for 2026/2027**

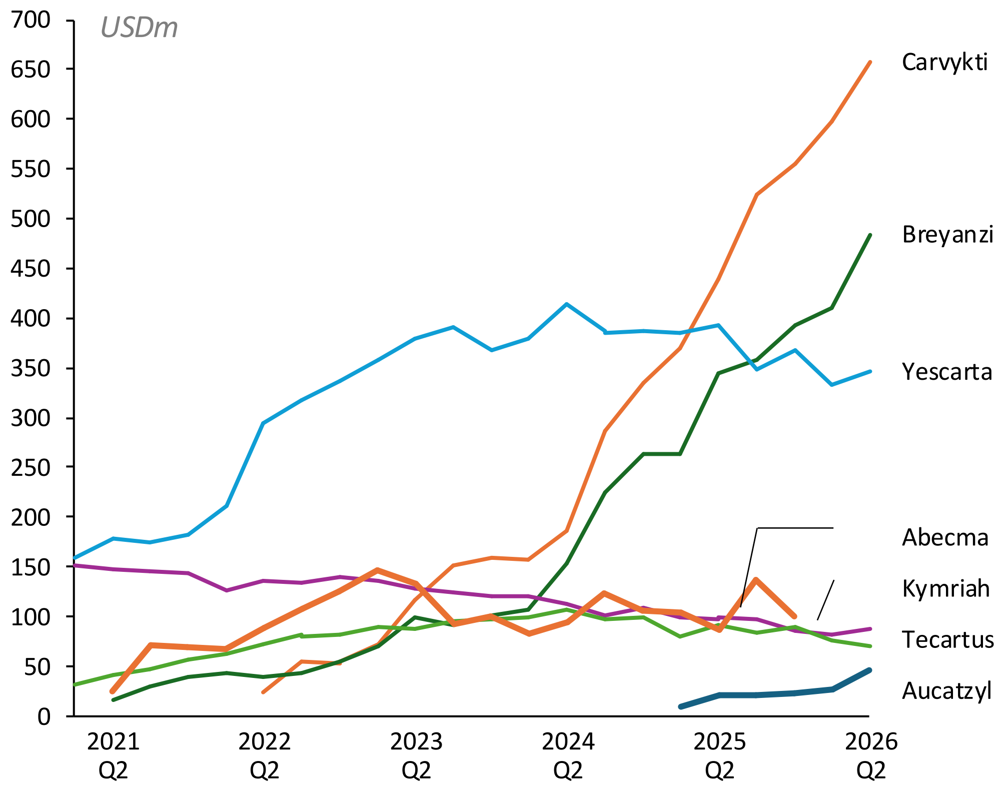
Market Conditions

Commercial CAR-T Revenue Continues to Grow

Total Revenue Approved CAR-T Cell Therapies



Revenue by CAR-T Cell Therapy



Sources: Quarterly Reports 2021 Q1 – 2026 Q2; Novartis, Gilead, Bristol Myers Squibb, Johnson & Johnson, Iovance Alliance for Regenerative Medicine; Globaldata
1) Market revenue is calculated as the combined global product sales of the seven approved CAR-T therapies: Carvykti, Breyanzi, Yescarta, Kymriah, Tecartus, Aucatzyl and Abecma.

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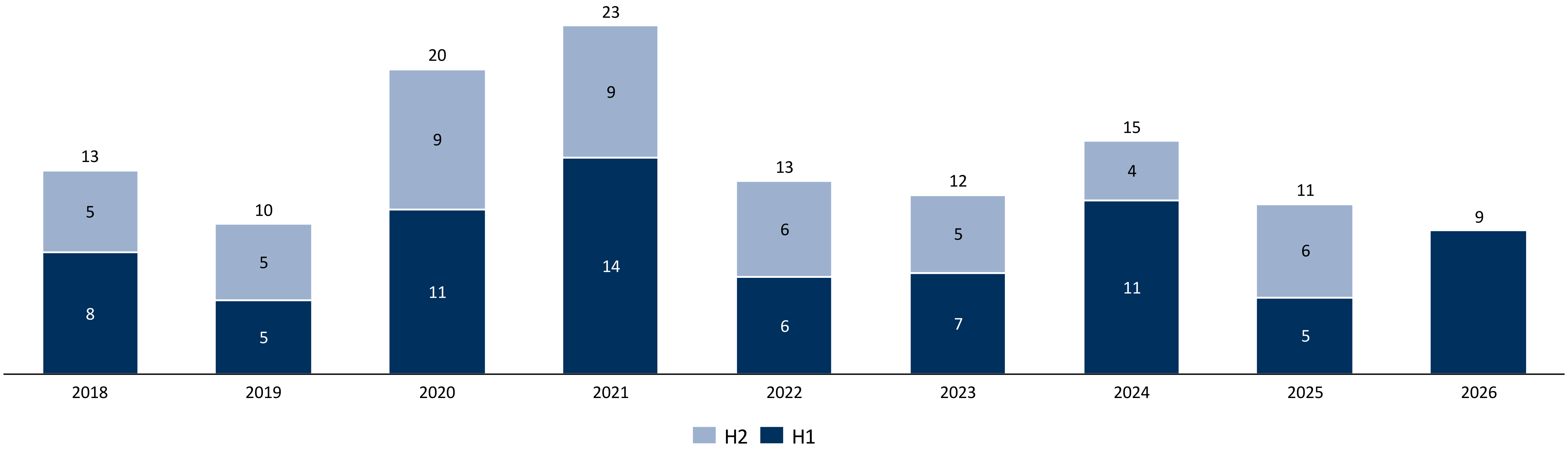
Cell & Gene Therapy Funding Shows Signs of Recovery

Cell & Gene Therapy Funding

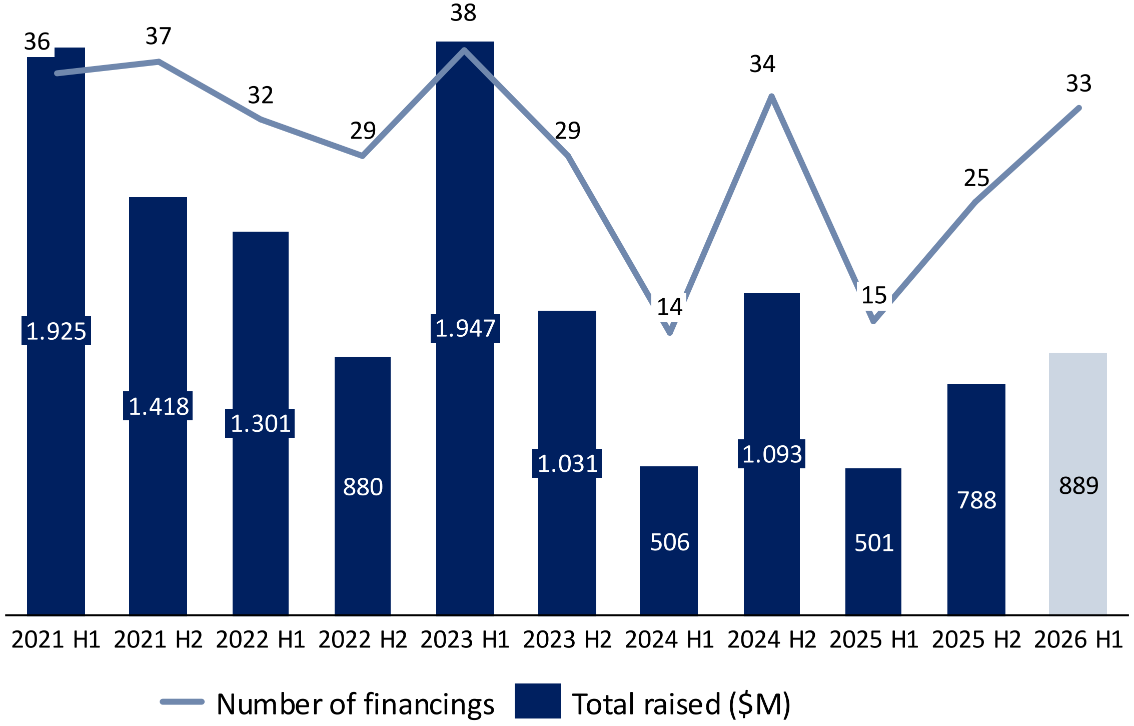
Global Funding (USDbn)



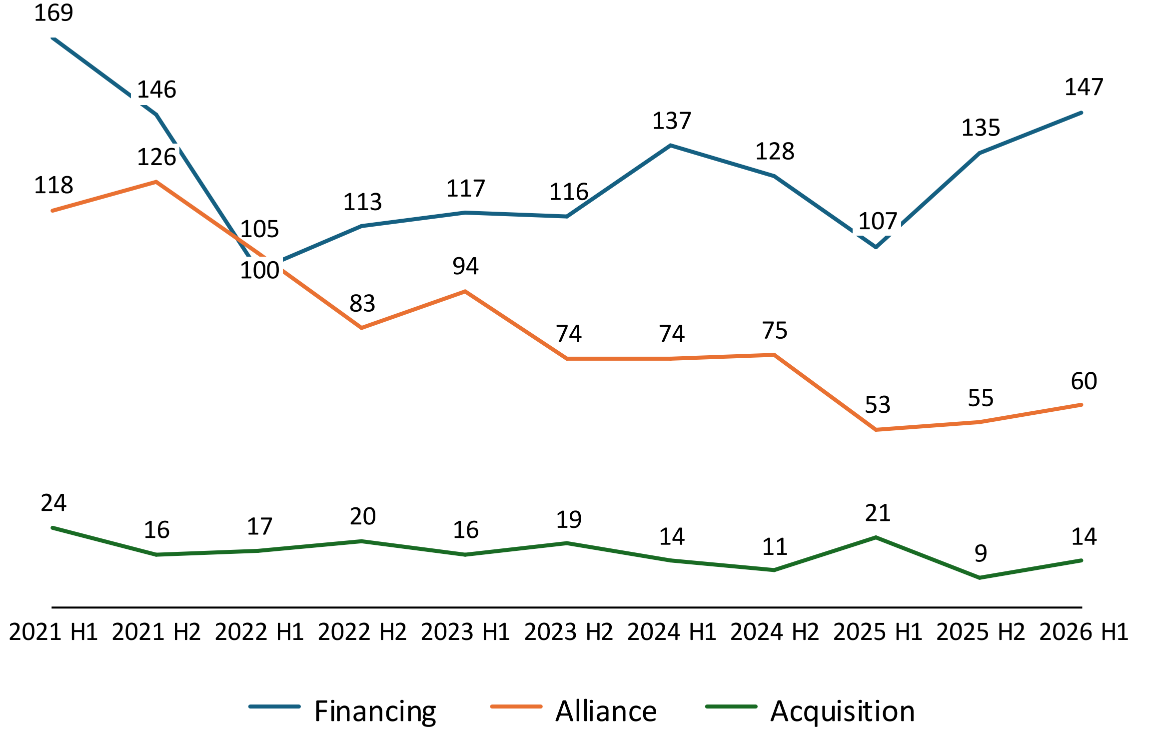
Source: Alliance for Regenerative Medicine; Globaldata

H1 2026 Start-Up and Overall Funding Activity Shows Improvement After a Multi-Year Slowdown

H1 2026 Startup Funding Pace Points to a Stronger Year



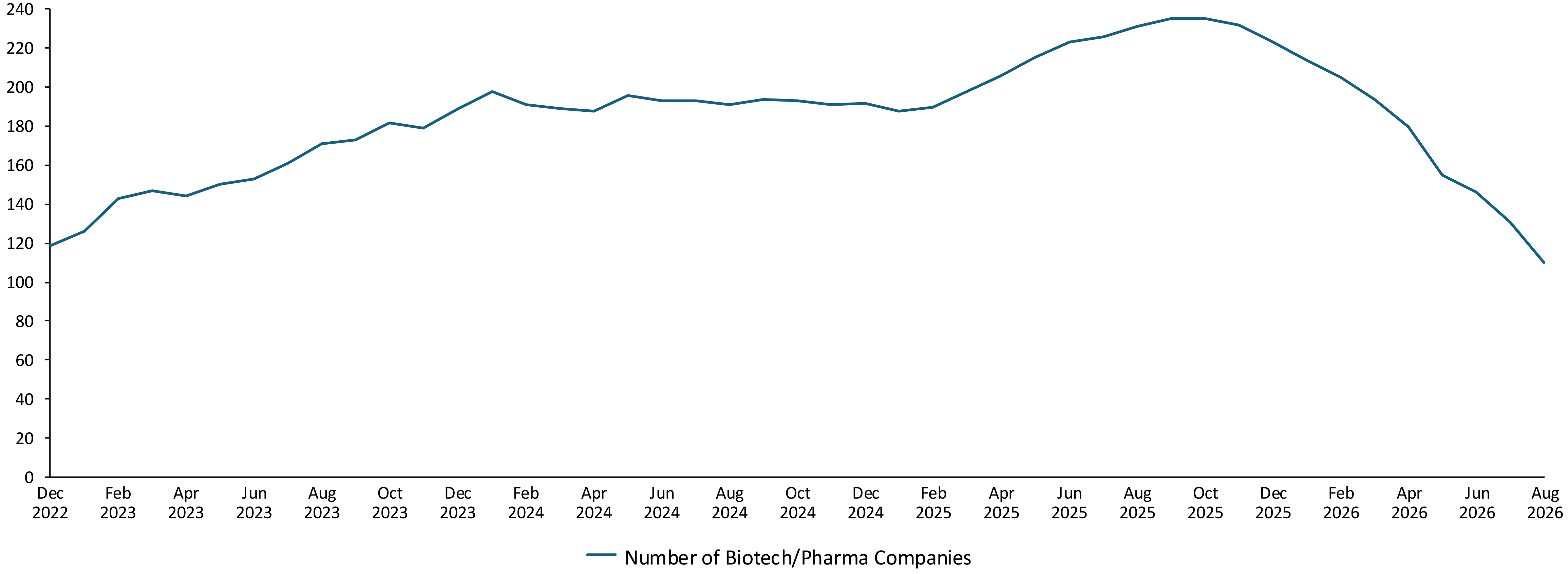
Financing and Alliance Activity Show Improving Momentum in H1 2026



Source: American Society of Gene + Cell Therapy

Biotech/Pharma Layoffs Are Declining, Signaling Improving Market Conditions

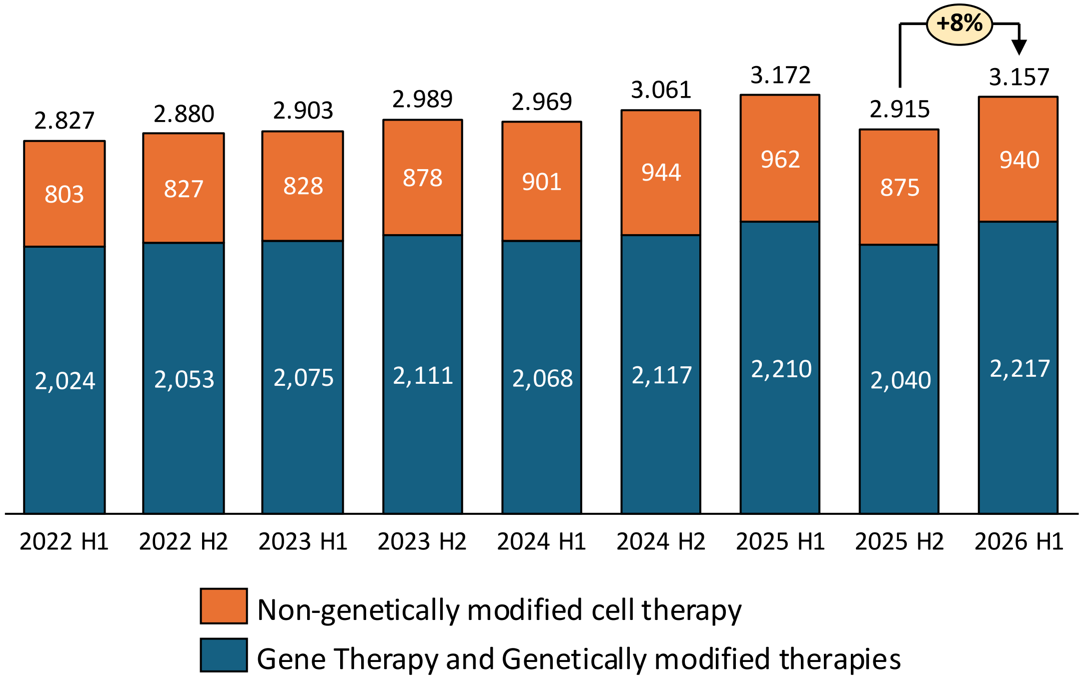
Number of Biotech/Pharma Companies Announcing Layoffs Is Declining



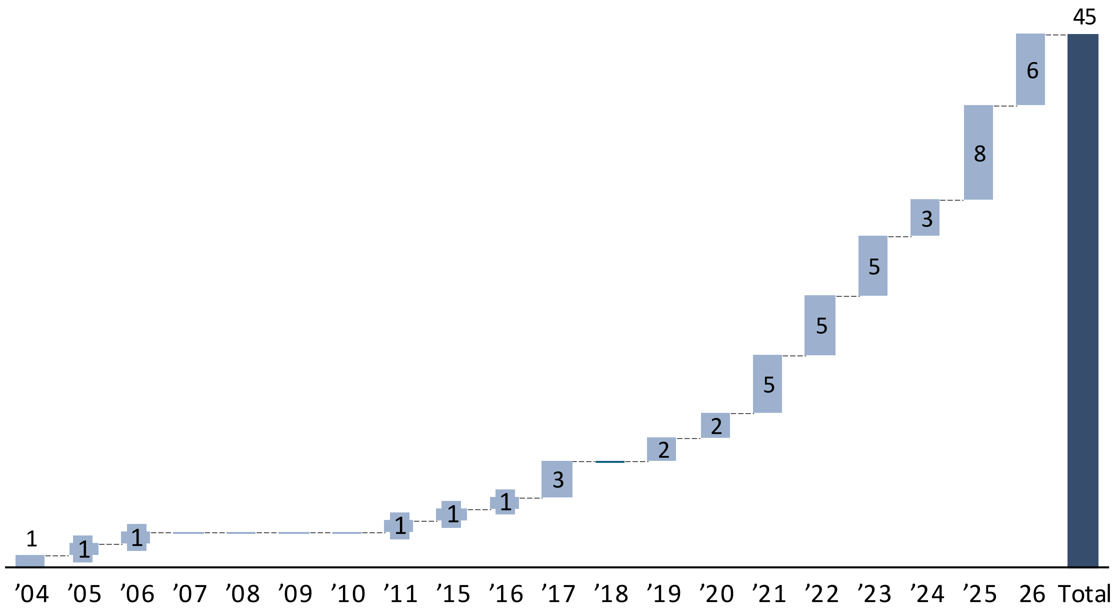
Source: 1. Fierce Pharma

The Cell & Gene Therapy Pipeline Returns to Growth as Approvals Accelerate

Global pipeline - Cell & Gene Therapy



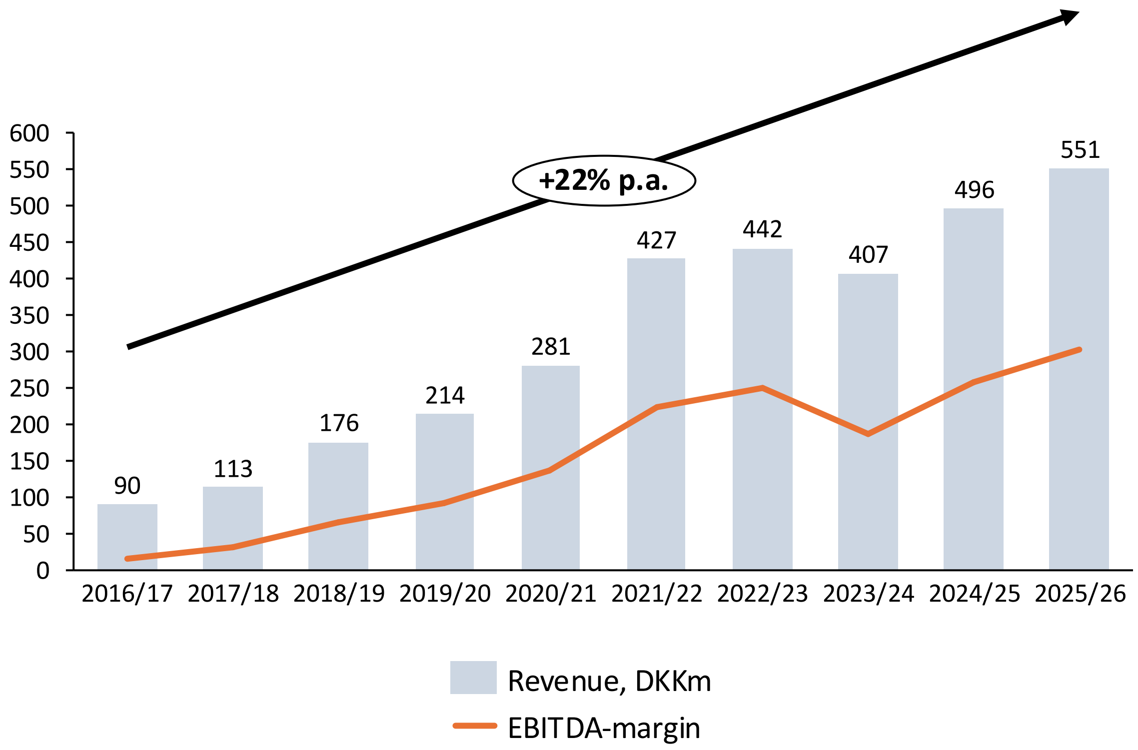
Active Global Approvals - Cell & Gene Therapy



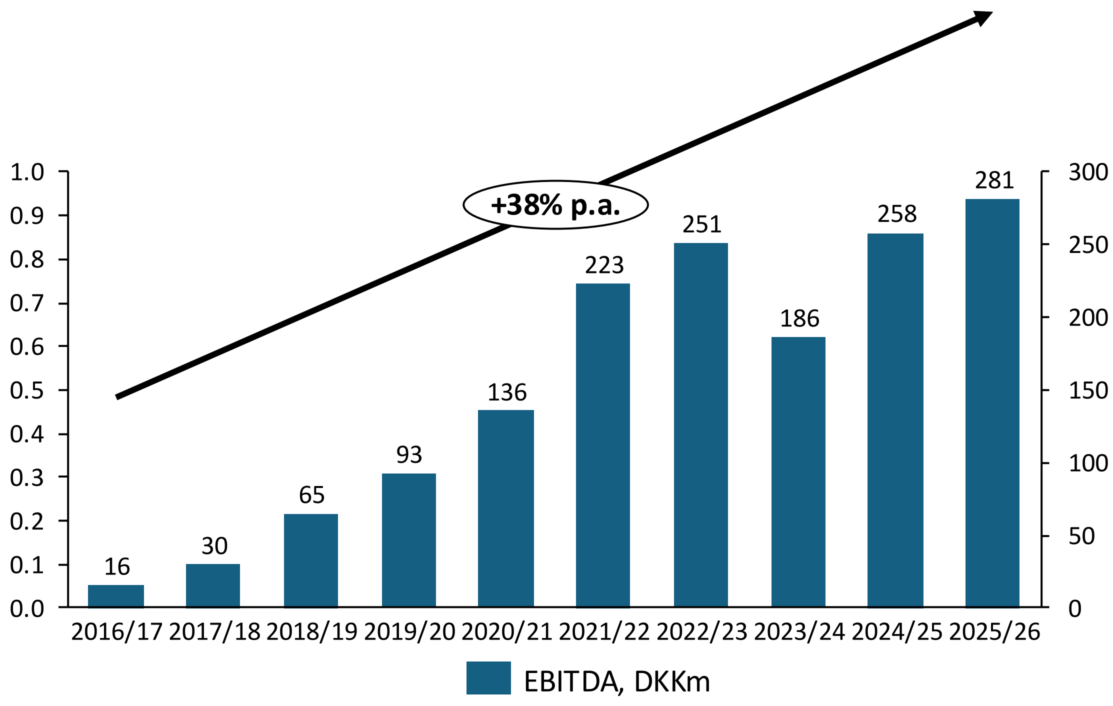
Source: American Society of Gene + Cell Therapy

ChemoMetec Delivers Strong Revenue and EBITDA Growth

ChemoMetec Revenue Development



ChemoMetec EBITDA Development



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Product

Launch of XcytoMatic® and NC-203™

Automation

Bioprocessing

XcytoMatic® 40
(XM40)

New Product – Existing Market

Cell- and Gene Therapy

XcytoMatic® 30
(XM30)

New Product – New Market

Cell- and Gene Therapy

NucleoCounter®
NC-203

XcytoMatic® Instruments and NC-203™ delivered record revenue

Record year

>140%

Percentage Growth in Revenue from XcytoMatic® instruments and NC-203™

Revenue Growth

68.1M (2024/25: 27.7M)

Revenue growth from XcytoMatic® instruments and NC-203™.

Historical strong Xcytomatic® and NC-203 Q4

Record Quarter

DKK 17.7m

Revenue from XcytoMatic® Instruments and NC-203™ in Q4

Share of Instrument Sales

>50%

XcytoMatic® instrument and NC-203 ™ share in Q4

Historical strong Xcytomatic® and NC-203 Q4

Record Quarter

DKK 17.7m (2024/25: 4.4M)

Revenue from XcytoMatic® Instruments and NC-203™ in Q4 Year-on-Year Comparison

Sales growth

>300%

Q4 Growth from 2024/25 to 2025/26

Historical strong Xcytomatic® and NC-203 ™ quarter

Key Drivers

NC-200 Replacement

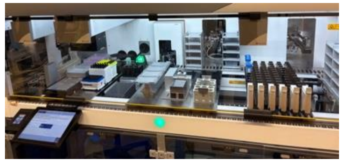
Automation

Market Conditions

Outlook

Continued XcytoMatic® sales momentum expected in FY 2026/27

Current Strategic Partnerships

Partnership	Product
TECAN	
HAMILTON	
Roche	

Why Partnerships?

- Customer-led demand
- Bioprocessing penetration
- Automation-ready platform

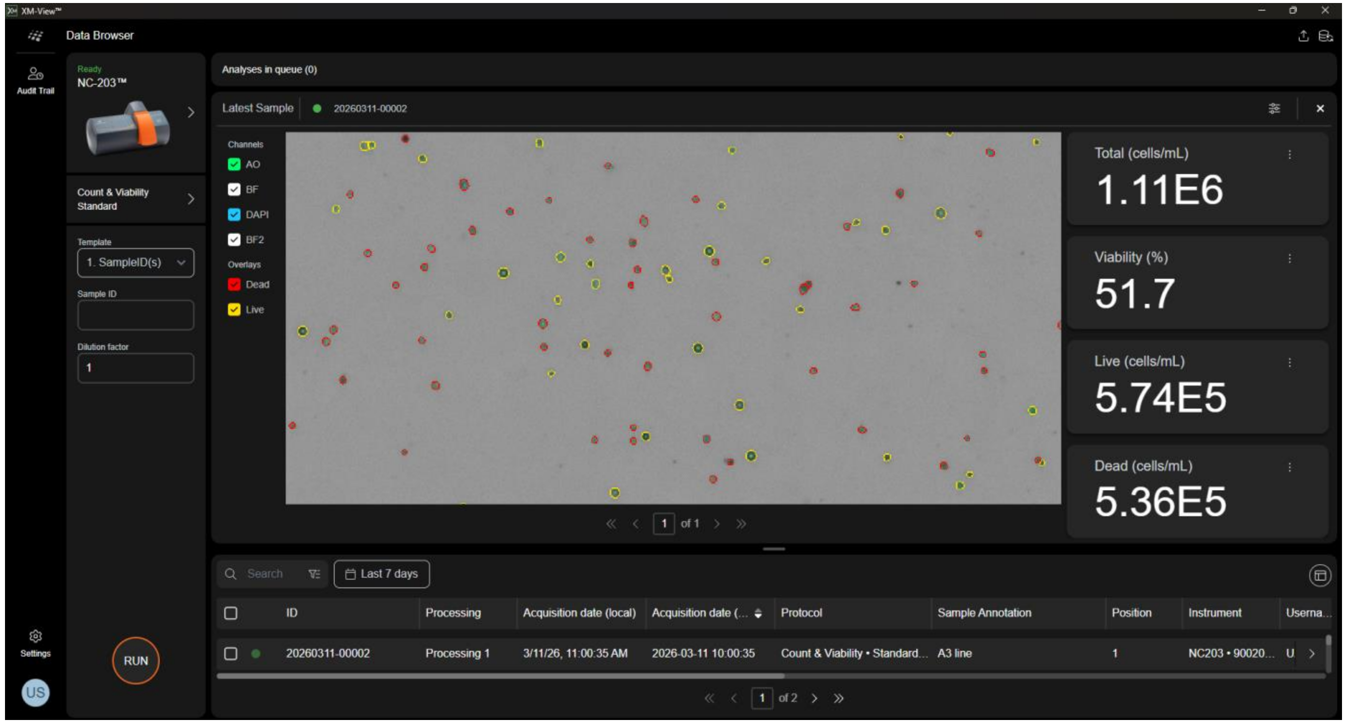
Product development

Automated Hardware | Sample Management System & XM50

- End-to-end automated Sample Management System
- Integrated with the XM50 cell counter
- Automated sample transport and analysis
- Supports microplates with multiple samples
- Designed to reduce manual handling, costs and errors

Software

- Complete oversight of every site, in one view.
- Remote control, compliance, and insight into every single instrument.
- Eliminates manual sample management
- Reduces the customer's costs and the risk of error



Financial Outlook for 2026/2027

Guidance	Full Year Expectations 10 September 2026
Revenue	**DKK 545 million to DKK 575 million** *6.6% to 12.5% growth*
EBITDA	**DKK 300 million to DKK 315 million** *52.2% to 57.7% margin*
Product Development	**ChemoMetec** expects to invest DKK **120 million** in product development

Q&A

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Thank you

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