

**AZENTA**  
LIFE SCIENCES

# Conference Call Second Quarter Fiscal 2023 Financial Results

May 9, 2023



# Safe Harbor Statement



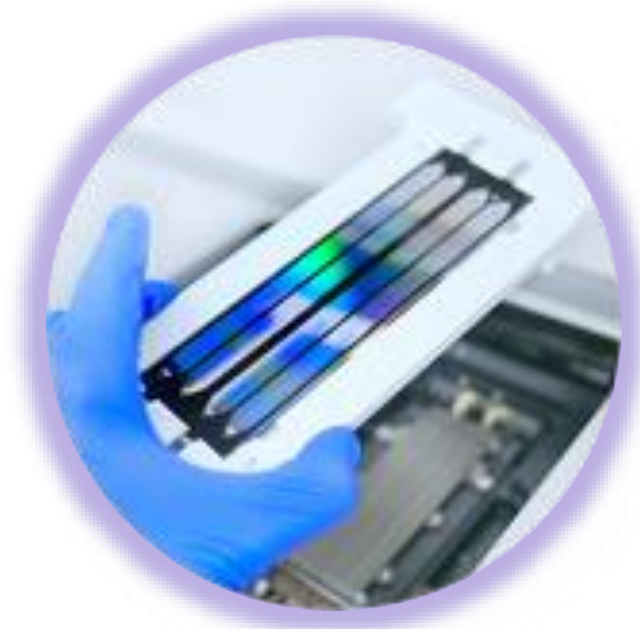
“Safe Harbor” Statement under the U.S. Private Securities Litigation Reform Act of 1995; certain matters in this presentation, including forecasts of future demand and future Company performance, are forward-looking statements that are subject to risks and uncertainties that could cause actual results to materially differ, either better or worse, from those projected. Further discussions of risk factors are available in the Company’s most recent SEC filings including form 10-K for the fiscal year ended September 30, 2022. The Company assumes no obligation to update the information in this presentation.

## Regulation G

This presentation contains certain non-GAAP measures which are provided to assist in an understanding of the Azenta business and its operational performance. These measures should always be considered in conjunction with the appropriate GAAP measure. Reconciliations of all non-GAAP amounts to the relevant GAAP amount are provided in either an attachment to our second quarter financial results press release issued on May 9, 2023 or as an attachment to call slides used to accompany prepared comments made during our financial results conference call of the same date. Both documents are available on our investor relations website at [www.investors.azenta.com](http://www.investors.azenta.com)

# Azenta Life Sciences Q2 FY 2023 Overview

Continuing Operations – Quarter Ended March 31, 2023



## Q2'23 revenue of \$148M, up 2% YtY; FY23 Guidance Reset to Approximately 20% Growth YtY

- Genomics turnaround is evident with Gene Synthesis and Sanger showing 6% sequential growth
- SRS delivered growth of 5% YtY organic ex-COVID led by double-digit growth in core storage
- B Medical revenue was \$15M and drove the primary revenue miss due to order timing; going forward, guidance will be aligned to order visibility



## Phase One EBITDA actions complete, announcing an additional \$15 million in savings

- On track to deliver previously announced 2 points of EBITDA margin enhancement in the second half of fiscal 2023, which reflects \$14 million net savings after planned investment
- Additional \$15M in annual cost reduction projected through integration and rationalization of acquired product businesses to drive additional profitability into FY24



## Repurchased roughly 15% of shares outstanding over the past 6 months

- Completed the previously announced \$500M accelerated repurchase program early April and immediately commenced open market share repurchases under a 10b5-1 program
- Remain on track to repurchase a total of \$1B by the end of 2023
- Strong balance sheet with ~\$900M in cash available after share repurchase commitments for capital deployment to maximize shareholder value, including strategic investments

# Azenta Life Sciences Operating Performance

Continuing Operations – Quarter Ended March 31, 2023



\$ millions, except EPS

	GAAP		Non-GAAP		
	Q2'23	QtQ	Q2'23	QtQ	YtY
Revenue	148	(17%)	148	(17%)	2%
Gross profit	53	(28%)	61	(25%)	(15%)
%	35.9%	(5.5) pts.	41.1%	(4.2) pts.	(8.5) pts.
R&D	9	13%	9	13%	24%
SG&A	56	(39%)	66	(10%)	18%
Operating Income	(13)	\$15	(13)	(\$13)	(\$23)
%	(8.7%)	6.8 pts.	(8.9%)	(8.9) pts.	(15.6) pts.
Interest Income (Expense)	10	(\$0)	10	(\$0)	\$9
Other Income (Expense)	(3)	\$4	(3)	\$4	(\$1)
Tax Benefit (Provision)	3	(\$1)	1	\$4	\$3
Net Income - continuing ops	(2)	\$9	(4)	(\$13)	(\$13)
%	(1.3%)	5.0 pts.	(2.8%)	(7.8) pts.	(8.8) pts.
Continuing Ops - Diluted EPS	(\$0.03)	\$0.13	(\$0.06)	(\$0.18)	(\$0.18)
Total Azenta - Diluted EPS	(\$0.07)	\$0.08			
Adjusted EBITDA			(2.4)	(\$14)	(22)
%			(1.6%)	(8.3) pts.	(14.9) pts.

## Q2'23 Revenue Growth (YtY)

	Q2'22	Q2'23	YtY
<b>Reported</b>	<b>146</b>	<b>148</b>	<b>2%</b>
FX		(4)	3%
M&A	-	19	(13%)
<b>Organic</b>	<b>146</b>	<b>134</b>	<b>(8%)</b>
COVID	10	1	6%
<b>Organic ex-COVID</b>	<b>136</b>	<b>133</b>	<b>(2%)</b>

- 2% organic decline year over year excluding estimated COVID impact
  - FX was a 3pt headwind
  - M&A contributed 13pts
- Q2 is the last quarter of significant COVID revenue comparisons

# Life Sciences Products Performance

Quarter Ended March 31, 2023



## Total Products (including B Medical)

\$ millions

	Q1'23	Q2'23	QtQ	YtY
Revenue	90	59	(34%)	10%
Gross profit	39	21	(46%)	(22%)
%	43.2%	35.3%	(7.9) pts.	(14.3) pts.
Operating expenses	35	31	(14%)	44%
Operating income	3	(10)	(13)	(15)
%	3.7%	(16.7%)	(20.4) pts.	(26.6) pts.
Adjusted EBITDA	7	(5)	(12)	(13)
%	8.2%	(8.4%)	(16.6) pts.	(24.0) pts.

## B Medical

	Q1'23	Q2'23	QtQ
Revenue	42	15	(64%)
Gross profit	20	4	(78%)
%	46.6%	28.7%	(17.9) pts.
Operating expenses	13	8	(42%)
Operating income	6	(3)	(10)
%	15.1%	(22.3%)	(37.3) pts.
Adjusted EBITDA	8	(1)	(10)
%	20.0%	(8.9%)	(29.0) pts.

## Products Revenue Growth (YtY)

	Q2'22	Q2'23	YtY
<b>Reported</b>	<b>54</b>	<b>59</b>	<b>10%</b>
FX	-	(2)	4%
M&A	-	19	(35%)
<b>Organic</b>	<b>54</b>	<b>42</b>	<b>(21%)</b>
COVID	10	-	19%
<b>Organic ex-COVID</b>	<b>43</b>	<b>42</b>	<b>(2%)</b>

- Acquisitions contributed ~\$19M including \$15M from B Medical
- 2% organic decline excluding estimated COVID impact

# Life Sciences Services Performance

Quarter Ended March 31, 2023



\$ millions	Q1'23	Q2'23	QtQ	YtY
Revenue	89	90	1%	(3%)
Gross profit	42	40	(5%)	(12%)
%	47.6%	45.0%	(2.6) pts.	(4.6) pts.
Operating expenses	45	44	(4%)	7%
Operating income	(3)	(3)	(0)	(8)
%	(3.7%)	(3.8%)	(0.1) pts.	(9.1) pts.
Adjusted EBITDA	4	5	2	(7)
%	4.0%	5.9%	1.8 pts.	(7.9) pts.

## Services Revenue Growth (YtY)

	Q2'22	Q2'23	YtY
<b>Reported</b>	<b>92</b>	<b>90</b>	<b>(3%)</b>
FX	-	(2)	2%
M&A	-	-	0%
<b>Organic</b>	<b>92</b>	<b>92</b>	<b>(0%)</b>
COVID	(1)	1	(2%)
<b>Organic ex-COVID</b>	<b>93</b>	<b>91</b>	<b>(2%)</b>

- 2% organic decline excluding estimated COVID impact with:
  - Genomics down 4%
  - SRS up 5%

# Summary Consolidated Balance Sheet



\$ millions	Dec 2022	Mar 2023	QtQ
Cash, restricted cash, short term marketable securities	1,138	1,185	47
Accounts receivable, net	202	168	(34)
Inventories	146	151	5
Other current assets	134	82	(52)
<b>Current Assets</b>	<b>1,620</b>	<b>1,586</b>	<b>(34)</b>
Accounts payable	(55)	(45)	10
Deferred revenue	(43)	(46)	(3)
Other current liabilities	(151)	(121)	30
<b>Current Liabilities</b>	<b>(249)</b>	<b>(213)</b>	<b>36</b>
<b>Net Current Assets</b>	<b>1,371</b>	<b>1,373</b>	<b>2</b>
Long-term marketable securities, restricted cash	305	267	(38)
Property, plant and equipment	217	215	(2)
Goodwill and intangible assets	1,088	1,114	26
Net long-term deferred tax assets (liabilities)	(86)	(70)	16
Other net long-term assets (liabilities)	(25)	(5)	20
<b>Net assets</b>	<b>2,871</b>	<b>2,895</b>	<b>24</b>

- **\$1.5B cash, cash equivalents, restricted cash and marketable securities at 3/31/23**
- **Strong balance sheet for future organic growth and M&A investment opportunities**

# Summary Consolidated Cash Flow



\$ millions	<u>Q2'23</u>
<b>Cash, restricted cash and marketable securities - Beginning</b>	<b>1,443</b>
Net income	(5)
Deferred income tax benefit (provision)	(15)
Contingent consideration - fair value adjustments	(17)
Depreciation & amortization	22
Stock compensation	4
Change in working capital	16
Other operating items	1
<b>Adjusted Operating cash flow</b>	<b>7</b>
Taxes related to Semiconductor Automation sale	(19)
<b>Cash flow from operations</b>	<b>(12)</b>
Capital expenditures	(9)
<b>Free Cash Flow</b>	<b>(21)</b>
Acquisition related, net of cash acquired	(16)
Stock Repurchase	-
Other	45
<b>Net change in cash and marketable securities</b>	<b>8</b>
<b>Cash, restricted cash and marketable securities - Ending</b>	<b>1,452</b>

- \$7M adjusted operating cash flow
- \$19M cash taxes related to sale of Semiconductor Automation business
- \$16M Ziath acquisition



# Q3'23 Guidance



## Q3'23

## Projected Q3'23 Revenue Growth (YtY)

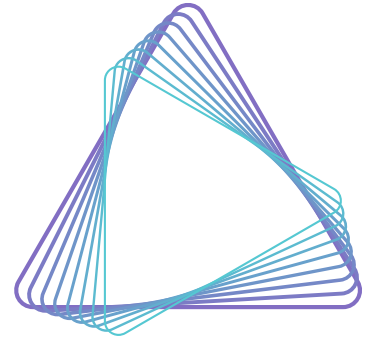
\$ millions, except EPS	<u>Q2'23</u>	<u>Guidance Q3'23</u>
Revenue	\$148	\$150 - \$168
LS Products	\$59	\$63 - \$71
LS Services	\$90	\$87 - \$97
Adjusted EBITDA	(\$2)	(\$3) - \$6
Non-GAAP diluted EPS	(\$0.06)	(\$0.07) - \$0.03
GAAP diluted EPS - Cont Ops	(\$0.03)	(\$0.29) - (\$0.19)

	Q3'23
<b>Reported</b>	<b>~20%</b>
FX	~1%
M&A	~(19)%
<b>Organic</b>	<b>~2%</b>

## FY 2023

- Targeting FY23 revenue of \$645-675 million, approximately 20% YtY growth
  - Inclusive of ~\$100 million for B Medical

- Reflects projections of:
  - ~19pts or \$25M from M&A including \$21M for B Medical
  - ~1 pt FX headwind



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# Appendix



# GAAP to Non-GAAP Reconciliation

## Continuing Operations – Total Azena



\$ millions, except EPS	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
<b>Revenue</b>	<b>139.7</b>	<b>145.5</b>	<b>132.7</b>	<b>137.6</b>	<b>178.4</b>	<b>148.4</b>
<b>GAAP gross profit</b>	<b>67.0</b>	<b>70.8</b>	<b>59.6</b>	<b>58.1</b>	<b>73.9</b>	<b>53.2</b>
<i>Gross profit margin</i>	48.0%	48.7%	44.9%	42.3%	41.4%	35.9%
Amortization expense	1.8	1.8	1.8	1.9	4.2	4.9
Tariff adjustment	-	(0.5)	0.0	-	-	-
Other special charges	-	-	-	0.3	-	-
Purchase accounting impact on inventory	-	-	-	-	2.9	2.9
<b>Non-GAAP gross profit</b>	<b>68.8</b>	<b>72.2</b>	<b>61.4</b>	<b>60.3</b>	<b>80.9</b>	<b>61.0</b>
<i>Non-GAAP gross profit margin</i>	49.3%	49.6%	46.3%	43.8%	45.4%	41.1%
<b>GAAP Research and development</b>	<b>(6.5)</b>	<b>(6.9)</b>	<b>(6.5)</b>	<b>(7.6)</b>	<b>(7.5)</b>	<b>(8.5)</b>
<b>GAAP Selling, general and administrative</b>	<b>(60.7)</b>	<b>(68.5)</b>	<b>(58.1)</b>	<b>(64.7)</b>	<b>(92.6)</b>	<b>(56.2)</b>
Merger and acquisition costs / Other	3.7	5.0	1.7	7.0	11.8	0.0
Contingent consideration - fair value adjustments	-	0.6	-	-	-	(17.1)
Amortization expense	6.3	6.0	5.7	6.9	7.4	7.5
Other special charges	0.6	1.3	0.3	0.2	(0.1)	0.0
<b>Non-GAAP Selling, general and administrative</b>	<b>(50.1)</b>	<b>(55.6)</b>	<b>(50.4)</b>	<b>(50.6)</b>	<b>(73.4)</b>	<b>(65.8)</b>
<b>Restructuring charges</b>	<b>(0.2)</b>	<b>(0.1)</b>	<b>(0.0)</b>	<b>(0.4)</b>	<b>(1.5)</b>	<b>(1.5)</b>
<b>GAAP operating profit (loss)</b>	<b>(0.3)</b>	<b>(4.7)</b>	<b>(5.1)</b>	<b>(14.6)</b>	<b>(27.7)</b>	<b>(13.0)</b>
<i>Operating profit margin</i>	(0.2%)	(3.2%)	(3.8%)	(10.6%)	(15.5%)	(8.7%)
<b>Non-GAAP operating profit</b>	<b>12.2</b>	<b>9.7</b>	<b>4.4</b>	<b>2.1</b>	<b>(0.1)</b>	<b>(13.3)</b>
<i>Non-GAAP operating profit margin</i>	8.8%	6.7%	3.4%	1.5%	(0.0%)	(8.9%)
<b>GAAP net income (loss)</b>	<b>2.9</b>	<b>(1.8)</b>	<b>(7.0)</b>	<b>(5.3)</b>	<b>(11.2)</b>	<b>(2.0)</b>
Merger and acquisition costs / Other	3.7	5.0	1.7	7.0	11.8	0.0
Contingent consideration - fair value adjustments	-	0.6	-	-	-	(17.1)
Amortization expense	8.0	7.9	7.6	8.8	11.5	12.4
Restructuring charges	0.2	0.1	0.0	0.4	1.5	1.5
Other special charges	0.6	1.3	0.3	0.5	(0.1)	0.0
Tariff adjustment	-	(0.5)	0.0	-	-	-
Purchase accounting impact on inventory	-	-	-	-	2.9	2.9
Loss on extinguishment of debt	-	0.6	-	-	-	-
Tax related adjustments	(4.2)	(0.9)	8.4	2.5	(1.4)	0.1
Tax effect of adjustments	(2.3)	(3.6)	(2.1)	(2.1)	(6.0)	(1.9)
<b>Non-GAAP net income</b>	<b>8.9</b>	<b>8.7</b>	<b>8.8</b>	<b>11.8</b>	<b>9.0</b>	<b>(4.2)</b>
<i>Diluted earnings per share</i>	\$0.04	(\$0.02)	(\$0.09)	(\$0.07)	(\$0.15)	(\$0.03)
<i>Non-GAAP diluted earnings per share</i>	\$0.12	\$0.12	\$0.12	\$0.16	\$0.12	(\$0.06)

# GAAP to Non-GAAP Reconciliation

## Continuing Operations – Segments



\$ millions, except EPS	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
<b><u>Life Sciences Products</u></b>						
Revenue	49.9	53.6	47.4	48.4	89.7	58.9
GAAP gross profit	22.7	26.3	21.0	19.1	33.0	14.3
<i>Gross profit margin</i>	45.5%	49.0%	44.4%	39.4%	36.8%	24.3%
Amortization expense	0.2	0.3	0.3	0.4	2.8	3.6
Purchase accounting impact on inventory	-	-	-	-	2.9	2.9
Non-GAAP gross profit	22.9	26.6	21.3	19.4	38.7	20.8
<i>Non-GAAP gross profit margin</i>	45.9%	49.5%	44.9%	40.2%	43.2%	35.3%
GAAP Research and development	(3.4)	(3.8)	(3.3)	(4.1)	(4.4)	(5.4)
GAAP Selling, general and administrative	(15.1)	(17.5)	(15.7)	(15.1)	(32.4)	(25.3)
Operating expenses	(18.5)	(21.3)	(19.1)	(19.2)	(36.8)	(30.7)
GAAP operating profit	4.2	5.0	2.0	(0.1)	(3.8)	(16.4)
<i>Operating profit margin</i>	8.4%	9.4%	4.1%	(0.3%)	(4.2%)	(27.9%)
Other special charges	-	-	-	-	1.4	0.1
Non-GAAP operating profit	4.4	5.3	2.2	0.3	3.3	(9.8)
<i>Non-GAAP operating profit margin</i>	8.8%	9.9%	4.7%	0.5%	3.7%	(16.7%)
<b><u>Life Sciences Services</u></b>						
Revenue	89.8	91.9	85.4	89.2	88.7	89.5
GAAP gross profit	44.4	44.5	38.6	39.1	40.9	39.0
<i>Gross profit margin</i>	49.4%	48.4%	45.2%	43.8%	46.1%	43.5%
Amortization expense	1.6	1.6	1.6	1.5	1.3	1.3
Tariff adjustment	-	(0.5)	0.0	-	-	-
Other special charges	-	-	-	0.3	-	-
Non-GAAP gross profit	45.9	45.6	40.1	40.8	42.2	40.3
<i>Non-GAAP gross profit margin</i>	51.2%	49.6%	47.0%	45.8%	47.6%	45.0%
GAAP Research and development	(3.1)	(3.1)	(3.2)	(3.6)	(3.2)	(3.2)
GAAP Selling, general and administrative	(35.0)	(37.7)	(34.7)	(35.5)	(42.3)	(40.7)
Operating expenses	(38.1)	(40.8)	(37.9)	(39.0)	(45.5)	(43.8)
GAAP operating profit	6.3	3.8	0.7	0.0	(4.6)	(4.9)
<i>Operating profit margin</i>	7.0%	4.1%	0.8%	0.0%	(5.2%)	(5.4%)
Other special charges	-	-	-	0.0	-	0.1
Non-GAAP operating profit	7.9	4.9	2.3	1.8	(3.3)	(3.4)
<i>Non-GAAP operating profit margin</i>	8.8%	5.3%	2.6%	2.0%	(3.7%)	(3.8%)

# Revenue and Gross Margin Quarterly Trend

## Continuing Operations Non GAAP



	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
Genomics Revenue	63.9	65.0	59.4	62.7	61.1	62.2
Genomics Gross Margin	32.6	32.1	27.3	28.2	28.9	28.2
<i>Genomics Gross Margin %</i>	51.0%	49.4%	46.0%	45.0%	47.4%	45.4%
SRS Revenue	25.9	26.9	26.0	26.5	27.6	27.3
SRS Gross Margin	13.4	13.5	12.8	12.7	13.3	12.1
<i>SRS Gross Margin %</i>	51.6%	50.2%	49.2%	47.7%	48.1%	44.2%
<b>Services Revenue</b>	<b>89.8</b>	<b>91.9</b>	<b>85.4</b>	<b>89.2</b>	<b>88.7</b>	<b>89.5</b>
<b>Services Gross Margin</b>	<b>45.9</b>	<b>45.6</b>	<b>40.1</b>	<b>40.9</b>	<b>42.2</b>	<b>40.3</b>
<b><i>Services Gross Margin %</i></b>	<b>51.2%</b>	<b>49.6%</b>	<b>47.0%</b>	<b>45.8%</b>	<b>47.6%</b>	<b>45.0%</b>
Products Revenue	49.9	53.6	47.4	48.4	47.8	43.7
Products Gross Margin	22.9	26.6	21.3	19.4	19.2	16.4
<i>Products Gross Margin %</i>	45.9%	49.5%	44.9%	40.2%	40.1%	37.5%
B Medical Revenue	-	-	-	-	41.8	15.1
B Medical Gross Margin	-	-	-	-	19.5	4.3
<i>B Medical Gross Margin %</i>	0.0%	0.0%	0.0%	0.0%	46.6%	28.7%
<b>Total Products Revenue</b>	<b>49.9</b>	<b>53.6</b>	<b>47.4</b>	<b>48.4</b>	<b>89.7</b>	<b>58.9</b>
<b>Total Products Gross Margin</b>	<b>22.9</b>	<b>26.6</b>	<b>21.3</b>	<b>19.4</b>	<b>38.7</b>	<b>20.8</b>
<b><i>Total Products Gross Margin %</i></b>	<b>45.9%</b>	<b>49.5%</b>	<b>44.9%</b>	<b>40.2%</b>	<b>43.2%</b>	<b>35.3%</b>
<b>Revenue</b>	<b>139.7</b>	<b>145.5</b>	<b>132.7</b>	<b>137.6</b>	<b>178.4</b>	<b>148.4</b>
<b>GM</b>	<b>68.8</b>	<b>72.2</b>	<b>61.4</b>	<b>60.3</b>	<b>80.9</b>	<b>61.0</b>
<i>GM%</i>	49.3%	49.6%	46.3%	43.8%	45.4%	41.1%

# GAAP to Non-GAAP Reconciliation

## Continuing Operations – Genomics and SRS



\$ millions	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
<b><u>Life Sciences Services- Genomics</u></b>						
Revenue	63.9	65.0	59.4	62.7	61.1	62.2
GAAP gross profit	31.1	31.1	25.9	26.5	27.7	27.0
<i>Gross profit margin</i>	48.7%	47.9%	43.6%	42.3%	45.4%	43.4%
Amortization expense	1.4	1.4	1.4	1.4	1.2	1.2
Tariff adjustment	-	(0.5)	0.0	-	-	-
Other special charges	-	-	-	0.3	-	-
Non-GAAP gross profit	32.6	32.1	27.3	28.2	28.9	28.2
<i>Non-GAAP gross profit margin</i>	51.0%	49.4%	46.0%	45.0%	47.4%	45.4%
<b><u>Life Sciences Services- SRS</u></b>						
Revenue	25.9	26.9	26.0	26.5	27.6	27.3
GAAP gross profit	13.2	13.4	12.7	12.5	13.2	11.9
<i>Gross profit margin</i>	51.2%	49.8%	48.8%	47.3%	47.7%	43.8%
Amortization expense	0.1	0.1	0.1	0.1	0.1	0.1
Non-GAAP gross profit	13.4	13.5	12.8	12.7	13.3	12.1
<i>Non-GAAP gross profit margin</i>	51.7%	50.3%	49.3%	47.7%	48.1%	44.2%

# GAAP to Non-GAAP Reconciliation

## Continuing Operations – B Medical and Products ex B Medical



\$ millions, except EPS	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
<b><u>B Medical</u></b>						
Revenue	-	-	-	-	41.8	15.1
GAAP gross profit	-	-	-	-	14.1	(1.3)
<i>Gross profit margin</i>	-	-	-	-	33.7%	(8.7%)
Amortization expense	-	-	-	-	2.5	2.7
Purchase accounting impact on inventory	-	-	-	-	2.9	2.9
Non-GAAP gross profit	-	-	-	-	19.5	4.3
<i>Non-GAAP gross profit margin</i>	-	-	-	-	46.6%	28.7%
GAAP Research and development	-	-	-	-	(1.0)	(0.8)
GAAP Selling, general and administrative	-	-	-	-	(13.6)	(6.9)
Operating expenses	-	-	-	-	(14.6)	(7.7)
GAAP operating profit	-	-	-	-	(0.5)	(9.0)
<i>Operating profit margin</i>	-	-	-	-	(1.1%)	(59.7%)
Other special charges	-	-	-	-	1.4	-
Non-GAAP operating profit	-	-	-	-	6.3	(3.4)
<i>Non-GAAP operating profit margin</i>	-	-	-	-	15.1%	(22.3%)
<b><u>Life Sciences Products ex B Medical</u></b>						
Revenue	49.9	53.6	47.4	48.4	47.8	43.7
GAAP gross profit	22.7	26.3	21.0	19.1	18.9	15.6
<i>Gross profit margin</i>	45.5%	49.0%	44.4%	39.4%	39.4%	35.7%
Amortization expense	0.2	0.3	0.3	0.4	0.3	0.8
Non-GAAP gross profit	22.9	26.6	21.3	19.4	19.2	16.4
<i>Non-GAAP gross profit margin</i>	45.9%	49.5%	44.9%	40.2%	40.1%	37.5%
GAAP Research and development	(3.4)	(3.8)	(3.3)	(4.1)	(3.4)	(4.6)
GAAP Selling, general and administrative	(15.1)	(17.5)	(15.7)	(15.1)	(18.8)	(18.4)
Operating expenses	(18.5)	(21.3)	(19.1)	(19.2)	(22.2)	(23.0)
GAAP operating profit	4.2	5.0	2.0	(0.1)	(3.3)	(7.4)
<i>Operating profit margin</i>	8.4%	9.4%	4.1%	(0.3%)	(7.0%)	(16.9%)
Other special charges	-	-	-	-	0.0	0.1
Non-GAAP operating profit	4.4	5.3	2.2	0.3	(3.0)	(6.5)
<i>Non-GAAP operating profit margin</i>	8.8%	9.9%	4.7%	0.5%	(6.2%)	(14.8%)

# Net Income to Adjusted EBITDA Reconciliation

## Continuing Operations



\$ millions	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
Net income	43.3	2,119.9	(9.6)	(20.8)	(11.2)	(4.9)
Income (Loss) from discontinued operations, net of tax	(40.5)	(2,121.7)	2.6	15.5	-	2.9
<b>Net income (Loss) from continuing operations</b>	<b>2.9</b>	<b>(1.8)</b>	<b>(7.0)</b>	<b>(5.3)</b>	<b>(11.2)</b>	<b>(2.0)</b>
<u>Adjustments:</u>						
Interest income	(0.0)	(3.1)	(6.8)	(10.4)	(10.7)	(10.4)
Interest expense	0.5	1.6	2.1	0.5	0.0	0.0
Income tax provision	(4.7)	(3.2)	7.3	1.9	(4.6)	(3.3)
Depreciation	5.2	5.3	5.3	6.1	8.6	9.5
Amortization of intangible assets	8.0	7.9	7.6	8.8	11.5	12.4
Loss on extinguishment of debt	-	0.6	-	-	-	-
<b>EBITDA - from Continuing Operations</b>	<b>11.9</b>	<b>7.3</b>	<b>8.4</b>	<b>1.6</b>	<b>(6.4)</b>	<b>6.3</b>
<u>Adjustments:</u>						
Purchase accounting impact on inventory	-	-	-	-	2.9	2.9
Stock-based compensation	3.5	5.5	3.5	(0.0)	2.2	4.0
Other special charges	0.6	1.3	0.3	0.5	(0.1)	0.0
Tariff adjustment	-	(0.5)	0.0	-	-	-
Restructuring charges	0.2	0.1	0.0	0.4	1.5	1.5
Merger and acquisition costs / Other	3.7	5.0	1.7	7.0	11.8	0.0
Contingent Consideration - Fair Value Adjustments	-	0.6	-	-	-	(17.1)
<b>Adjusted EBITDA - from Continuing Operations</b>	<b>19.8</b>	<b>19.4</b>	<b>13.8</b>	<b>9.5</b>	<b>12.0</b>	<b>(2.4)</b>
<b>Adjusted EBITDA margin</b>	<b>14.2%</b>	<b>13.3%</b>	<b>10.4%</b>	<b>6.9%</b>	<b>6.7%</b>	<b>(1.6%)</b>



# Operating Profit to Adjusted EBITDA Reconciliation

## Continuing Operations – Segments



<u>Life Science Products</u>	<u>Q1 FY22</u>	<u>Q2 FY22</u>	<u>Q3 FY22</u>	<u>Q4 FY22</u>	<u>Q1 FY23</u>	<u>Q2 FY23</u>
Operating Profit (Loss)	4.2	5.0	2.0	(0.1)	(3.8)	(16.4)
<u>Adjustments:</u>						
Depreciation	0.7	0.9	0.9	1.2	3.1	3.3
Amortization of intangible assets	0.2	0.3	0.3	0.4	4.3	3.7
<b>EBITDA</b>	<b>5.1</b>	<b>6.2</b>	<b>3.1</b>	<b>1.4</b>	<b>3.5</b>	<b>(9.5)</b>
<b>EBITDA margin</b>	<b>10.2%</b>	<b>11.5%</b>	<b>6.5%</b>	<b>2.9%</b>	<b>3.9%</b>	<b>(16.1%)</b>
<u>Adjustments:</u>						
Purchase accounting impact on inventory	-	-	-	-	2.9	2.9
Stock-based compensation	1.3	2.1	1.3	(0.1)	0.9	1.6
<b>Adjusted EBITDA</b>	<b>6.4</b>	<b>8.3</b>	<b>4.4</b>	<b>1.4</b>	<b>7.3</b>	<b>(5.0)</b>
<b>Adjusted EBITDA margin</b>	<b>12.8%</b>	<b>15.5%</b>	<b>9.3%</b>	<b>2.8%</b>	<b>8.2%</b>	<b>(8.4%)</b>
<u>Life Science Services</u>	<u>Q1 FY22</u>	<u>Q2 FY22</u>	<u>Q3 FY22</u>	<u>Q4 FY22</u>	<u>Q1 FY23</u>	<u>Q2 FY23</u>
Operating Profit (Loss)	6.3	3.8	0.7	0.0	(4.6)	(4.9)
<u>Adjustments:</u>						
Depreciation	3.9	4.4	4.4	4.9	5.6	6.3
Amortization, restructuring related, and other special charges	1.6	1.6	1.6	1.8	1.3	1.4
<b>EBITDA</b>	<b>11.8</b>	<b>9.8</b>	<b>6.6</b>	<b>6.8</b>	<b>2.3</b>	<b>2.8</b>
<b>EBITDA margin</b>	<b>13.1%</b>	<b>10.6%</b>	<b>7.8%</b>	<b>7.6%</b>	<b>2.6%</b>	<b>3.2%</b>
<u>Adjustments:</u>						
Tariff adjustment	-	(0.5)	0.0	-	-	-
Stock-based compensation	2.1	3.3	2.1	0.0	1.3	2.4
<b>Adjusted EBITDA</b>	<b>13.9</b>	<b>12.6</b>	<b>8.8</b>	<b>6.8</b>	<b>3.6</b>	<b>5.2</b>
<b>Adjusted EBITDA margin</b>	<b>15.5%</b>	<b>13.7%</b>	<b>10.3%</b>	<b>7.6%</b>	<b>4.0%</b>	<b>5.9%</b>

# Operating Profit to Adjusted EBITDA Reconciliation

## Continuing Operations – B Medical and Products ex B Medical



<u>B Medical</u>	<u>Q1 FY22</u>	<u>Q2 FY22</u>	<u>Q3 FY22</u>	<u>Q4 FY22</u>	<u>Q1 FY23</u>	<u>Q2 FY23</u>
Operating Profit (Loss)	-	-	-	-	(0.5)	(9.0)
<u>Adjustments:</u>						
Depreciation	-	-	-	-	2.1	2.0
Amortization of intangible assets	-	-	-	-	3.9	2.7
<b>EBITDA</b>	-	-	-	-	<b>5.5</b>	<b>(4.3)</b>
<b>EBITDA margin</b>	-	-	-	-	<b>13.2%</b>	<b>(28.2%)</b>
<u>Adjustments:</u>						
Purchase accounting impact on inventory	-	-	-	-	2.9	2.9
Stock-based compensation	-	-	-	-	-	-
<b>Adjusted EBITDA</b>	-	-	-	-	<b>8.4</b>	<b>(1.4)</b>
<b>Adjusted EBITDA margin</b>	-	-	-	-	<b>20.0%</b>	<b>(8.9%)</b>
<u>Products ex B Medical</u>	<u>Q1 FY22</u>	<u>Q2 FY22</u>	<u>Q3 FY22</u>	<u>Q4 FY22</u>	<u>Q1 FY23</u>	<u>Q2 FY23</u>
Operating Profit (Loss)	4.2	5.0	2.0	(0.1)	(3.3)	(7.4)
<u>Adjustments:</u>						
Depreciation	0.7	0.9	0.9	1.2	1.0	1.3
Amortization of intangible assets	0.2	0.3	0.3	0.4	0.4	0.9
<b>EBITDA</b>	<b>5.1</b>	<b>6.2</b>	<b>3.1</b>	<b>1.4</b>	<b>(2.0)</b>	<b>(5.2)</b>
<b>EBITDA margin</b>	<b>10.2%</b>	<b>11.5%</b>	<b>6.5%</b>	<b>2.9%</b>	<b>(4.2%)</b>	<b>(11.9%)</b>
<u>Adjustments:</u>						
Purchase accounting impact on inventory	-	-	-	-	-	-
Stock-based compensation	1.3	2.1	1.3	(0.1)	0.9	1.6
<b>Adjusted EBITDA</b>	<b>6.4</b>	<b>8.3</b>	<b>4.4</b>	<b>1.4</b>	<b>(1.1)</b>	<b>(3.6)</b>
<b>Adjusted EBITDA margin</b>	<b>12.8%</b>	<b>15.5%</b>	<b>9.3%</b>	<b>2.8%</b>	<b>(2.2%)</b>	<b>(8.3%)</b>

# Calculation of Organic Revenue Excluding COVID

## Continuing Operations



\$ millions	Growth Metrics					
	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
<b>Revenue</b>	<b>18%</b>	<b>12%</b>	<b>3%</b>	<b>0%</b>	<b>28%</b>	<b>2%</b>
Acquisitions/divestitures	(2%)	(1%)	0%	(3%)	(33%)	(13%)
Currency exchange rates	(0%)	1%	3%	4%	4%	3%
<b>Organic revenue</b>	<b>16%</b>	<b>12%</b>	<b>6%</b>	<b>2%</b>	<b>(1%)</b>	<b>(8%)</b>
Estimated impact of COVID	2%	8%	11%	10%	8%	6%
<b>Organic revenue ex COVID</b>	<b>18%</b>	<b>20%</b>	<b>17%</b>	<b>12%</b>	<b>7%</b>	<b>(2%)</b>

\$ millions	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q1 FY23
<b>Life Sciences Products</b>						
<b>Revenue</b>	<b>10%</b>	<b>2%</b>	<b>(3%)</b>	<b>(9%)</b>	<b>80%</b>	<b>10%</b>
Acquisitions/divestitures	(3%)	(3%)	0%	(8%)	(92%)	(35%)
Currency exchange rates	(1%)	2%	4%	7%	6%	4%
<b>Organic revenue</b>	<b>6%</b>	<b>1%</b>	<b>2%</b>	<b>(10%)</b>	<b>(6%)</b>	<b>(21%)</b>
Estimated impact of COVID	3%	9%	20%	23%	21%	19%
<b>Organic revenue ex COVID</b>	<b>9%</b>	<b>10%</b>	<b>21%</b>	<b>13%</b>	<b>15%</b>	<b>(2%)</b>

\$ millions	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q1 FY23
<b>Life Sciences Services</b>						
<b>Revenue</b>	<b>24%</b>	<b>19%</b>	<b>6%</b>	<b>6%</b>	<b>(1%)</b>	<b>(3%)</b>
Acquisitions/divestitures	(1%)	0%	0%	0%	0%	0%
Currency exchange rates	(0%)	1%	2%	3%	4%	2%
<b>Organic revenue</b>	<b>22%</b>	<b>20%</b>	<b>8%</b>	<b>10%</b>	<b>2%</b>	<b>(0%)</b>
Estimated impact of COVID	(0%)	6%	7%	1%	2%	(2%)
<b>Organic revenue ex COVID</b>	<b>22%</b>	<b>26%</b>	<b>15%</b>	<b>11%</b>	<b>4%</b>	<b>(2%)</b>

Note: In addition to reported and organic year-over-year percent changes, the Company has included the year-over-year percent changes of organic revenue ex-COVID which excludes the estimated revenue contribution from products delivered and services rendered to support COVID testing and research, and estimated constraints on the business due to disruptions in customer demand or the Company's ability to deliver in the COVID environment.