



biotechne®

WHERE SCIENCE INTERSECTS INNOVATION™

Corporate Presentation
May 2020

SAFE HARBOR

Cautionary Statements

This presentation contains “forward-looking statements” within the meaning of the federal securities laws. Except for historical information contained herein, the statements in this presentation are forward-looking and made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements made herein relate to, among other things, future sales, earnings, return on equity, cost savings, process improvements, free cash flow, share repurchases, capital expenditures, acquisitions, benefits of investments and partnerships, business strategies, the potential impact of COVID-19 on our operations or financial results and other matters. Such statements can be identified by words such as: “expected,” “expects,” “expect,” “forecast,” “would,” “estimate,” “will,” or similar references to future periods.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Actual results could differ materially from those stated or implied in the forward-looking statements. For a list of factors, risks and uncertainties which could make our actual results differ from expected results, please see our latest Annual Report on Form 10-K. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, as a result of new information, future developments or otherwise.

This presentation also contains non-GAAP financial information. Management uses this information in its internal analysis of results and believes this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing meaningful period-to-period comparisons. For definitions of applicable non-GAAP financial measures and reconciliations of non-GAAP financial information to GAAP financial information, see the Reconciliations of GAAP to Non-GAAP Financial Measures included in the Company’s financial reports on Forms 10-Q and 10-K and related press releases.

BUSINESS OVERVIEW

PRESIDENT AND CEO
Chuck Kummeth

HEADQUARTERS
Minneapolis, MN

NUMBER OF EMPLOYEES
~2,235

WORLDWIDE PRESENCE
35 Locations

FY2019 REVENUES
\$714M

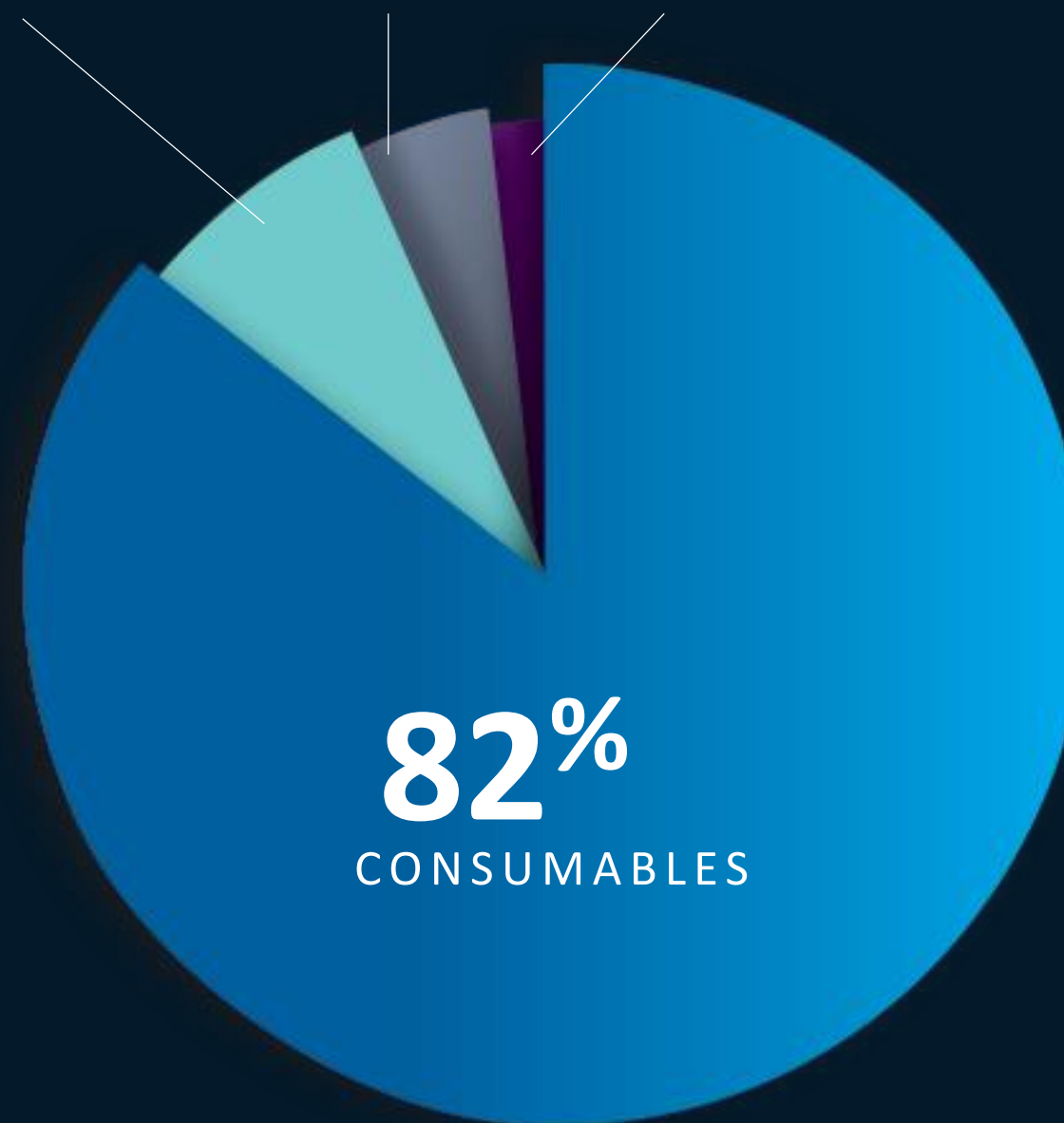
NASDAQ
TECH

MARKET CAP
~\$8B

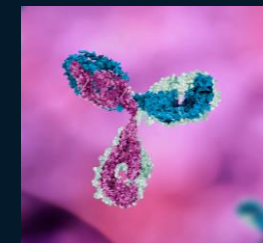
10%
INSTRUMENTS

5%
SERVICES

3%
ROYALTIES



ANTIBODIES



PROTEINS



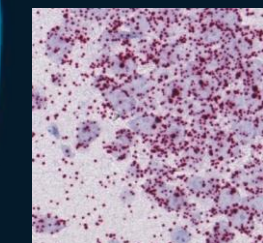
AUTOMATED
PROTEIN ANALYSIS



IMMUNOASSAYS



TISSUE BIOPSY



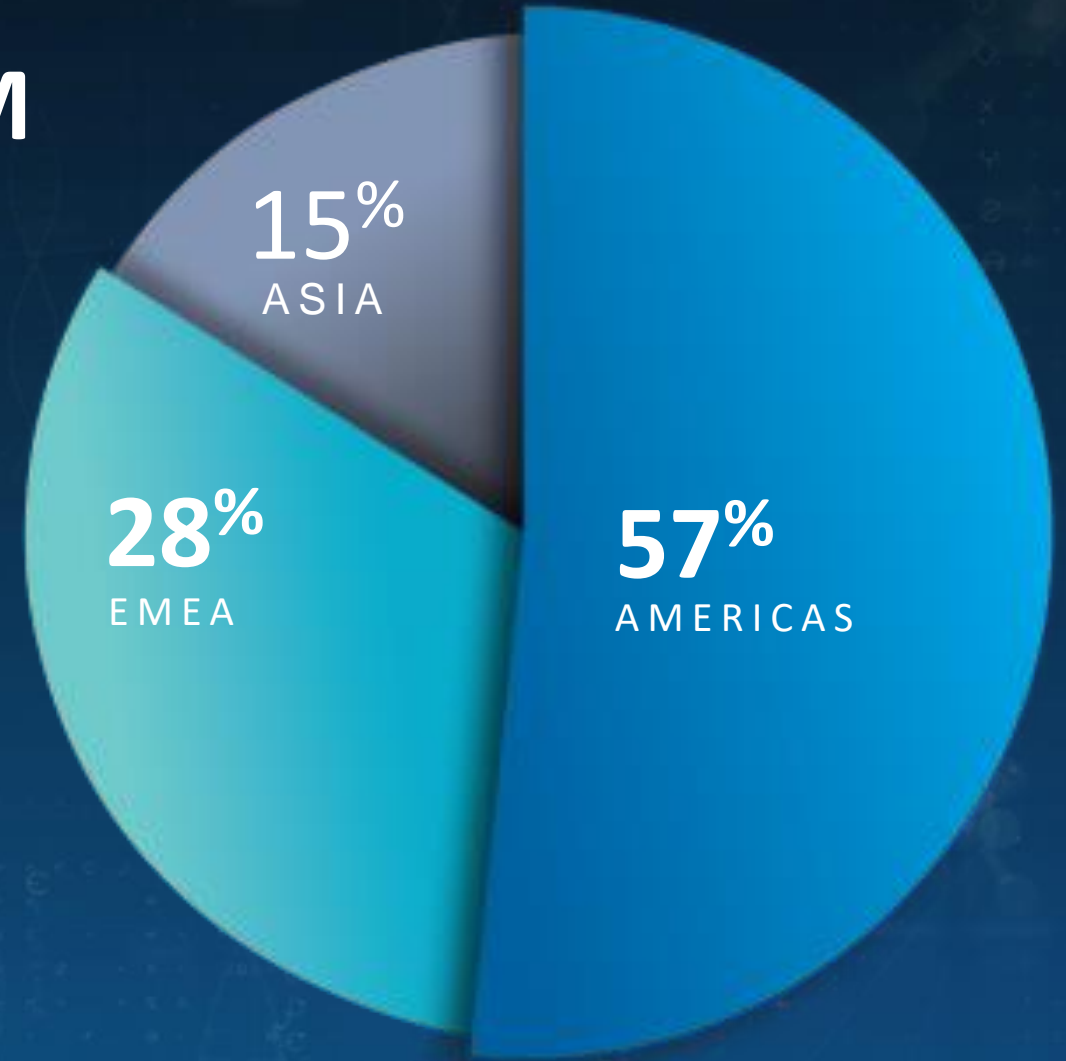
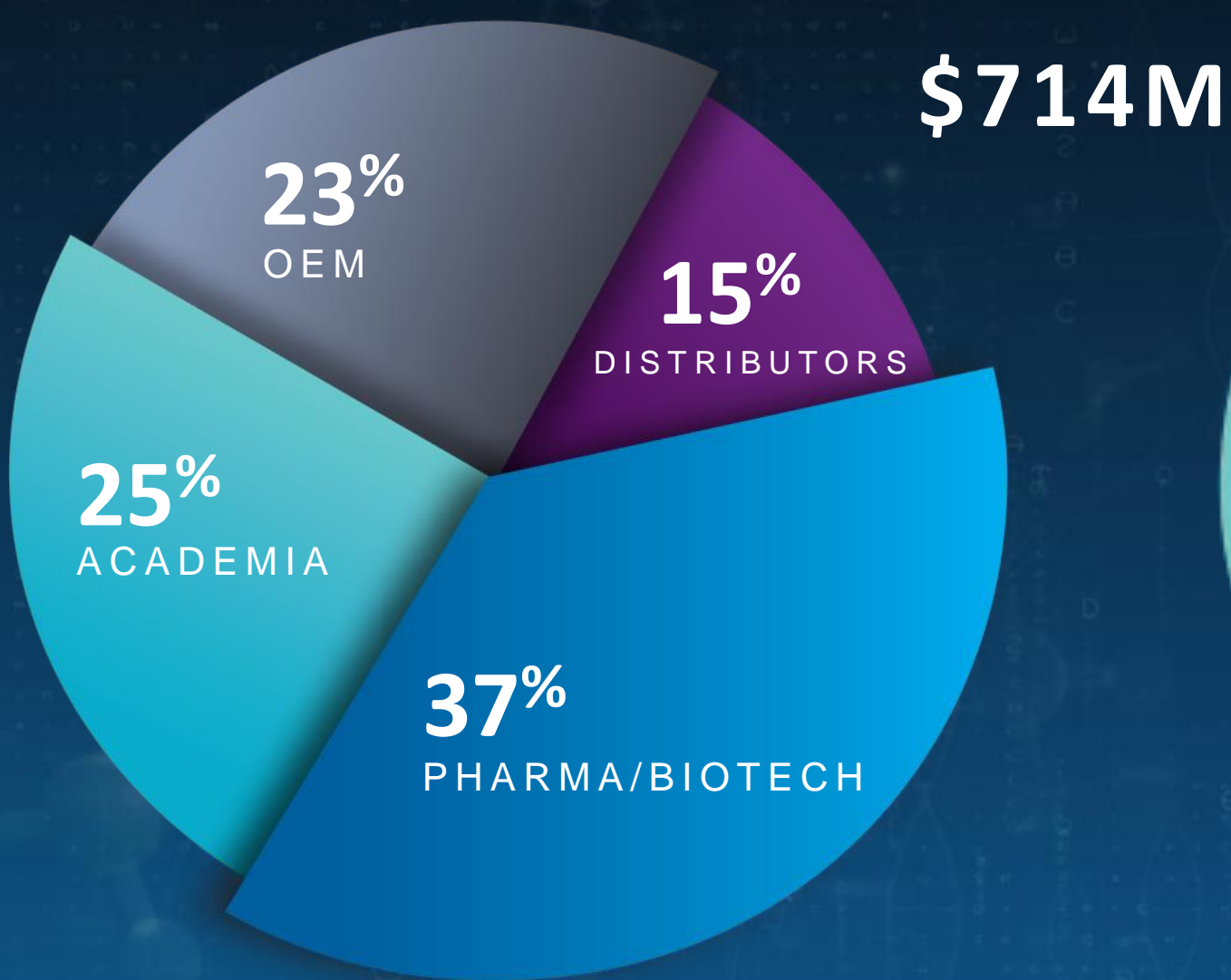
LIQUID BIOPSY



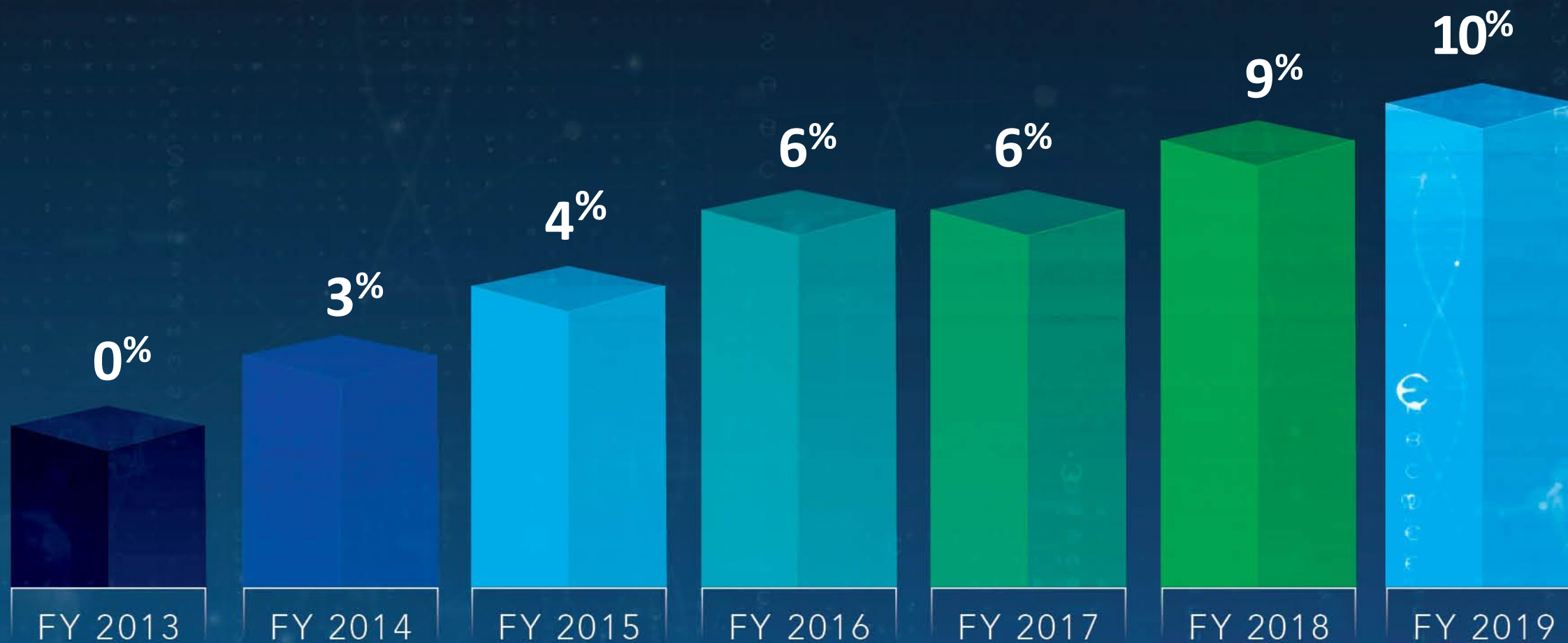
CLINICAL
CONTROLS



FY19 REVENUE BY CUSTOMER TYPE & GEOGRAPHY



HISTORICAL ORGANIC GROWTH



OUR SEGMENT STRUCTURE

PROTEIN SCIENCES SEGMENT

 **REAGENT SOLUTIONS**
Develop and manufactures biological reagents used in all aspects of life science research











a biotechne brand

 **ANALYTICAL SOLUTIONS**
Manual and automated protein analysis solutions that improve the efficiency of process work streams & quantitate secreted proteins






DIAGNOSTICS & GENOMICS SEGMENT

 **DIAGNOSTICS**
Develops and manufactures controls, calibrators and diagnostic assays for the regulated diagnostic market





 **GENOMICS**
Advanced, tissue morphology friendly RNA *IN SITU* hybridization (ISH) assay for transcriptome analysis & prostate cancer molecular diagnostic







BIO-TECHNE COVID-19 RELATED ACTIVITIES

1. RECOMBINANT COVID-19 VIRAL PROTEINS EXPRESSION:

- a) Virus Spike Proteins (S1, S2 & RBD)
- b) Virus Nucleocapsid protein
- c) Activating cell protease that facilitates viral entry into cells (TMPRSS2)

2. ANTIBODIES TO VIRAL PROTEINS & SMALL MOLECULE INHIBITORS:

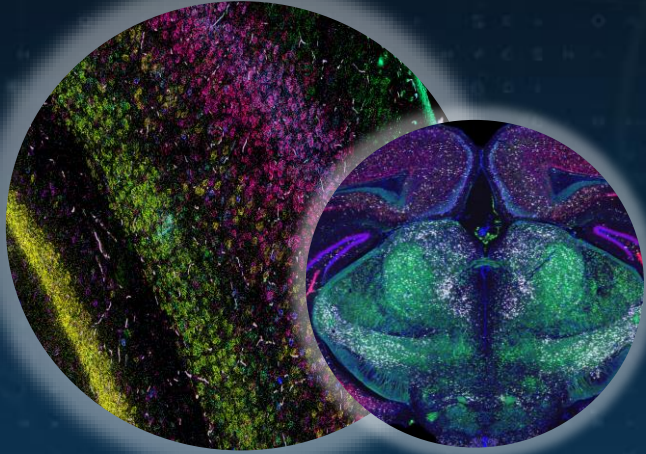
- a) Antibodies to virus S1, S2 and N proteins
- b) Neutralizing antibodies to ACE2 (cell receptor for virus)
- c) Secondary antibodies to detect human IgM, IgG and IgA
- d) Controls- Human antibodies that bind to the virus as assay controls
- e) Small molecular inhibitors of ACE2, TMPRSS2, & viral proteases
- f) Transport Media to ship test sample back to the labs

3. ASSAYS TO DETECT THE VIRUS OR VIRAL ANTIBODIES:

- a) Plate-based ELISA as a serology assay to detect antibodies against the virus
- b) Automated assays on Ella for both Cytokine Storm Syndrome and Serology
- c) Automated Simple Western blot to detect antibody reactivities to the virus
- d) Lateral flow assay to detect both the virus and antibody response to the virus
- e) qPCR assay delivered as an LDT for virus detection
- f) RNAscope assays to detect viral expression in any infected tissue

KEY GROWTH PLATFORMS

TISSUE BIOPSY



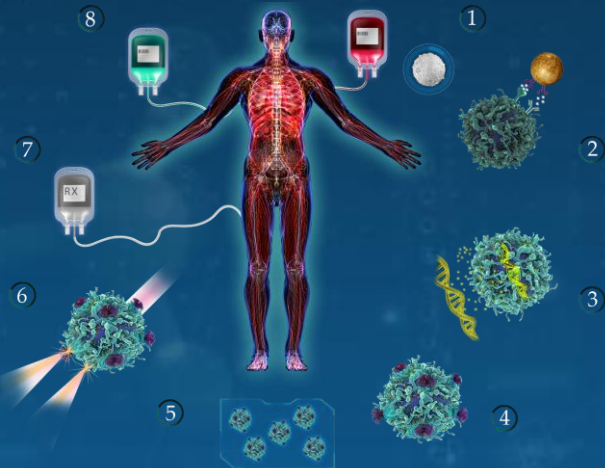
SYNERGIES

CORE PRODUCTS:

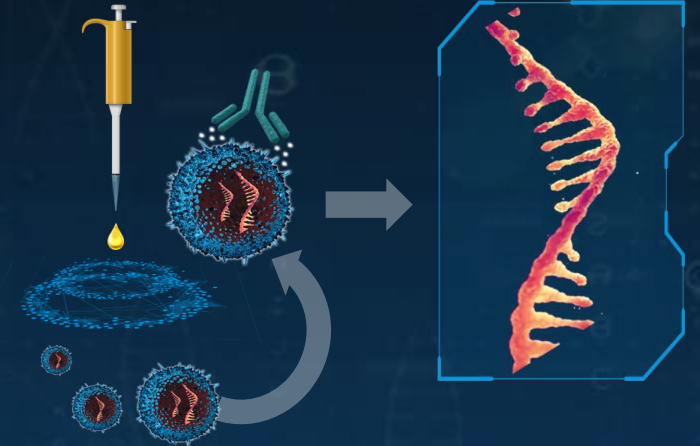
- ANTIBODIES
- PROTEINS
- IMMUNOASSAY
- CALIBRATORS & CONTROLS
- SMALL MOLECULES

LEVERAGE CORE CONTENT

CELL CULTURE & GENE THERAPY



LIQUID BIOPSY



INSTRUMENTS – PROTEIN ANALYSIS



LIQUID BIOPSIES: THE EXODX PROSTATE TEST



THE WORKFLOW:

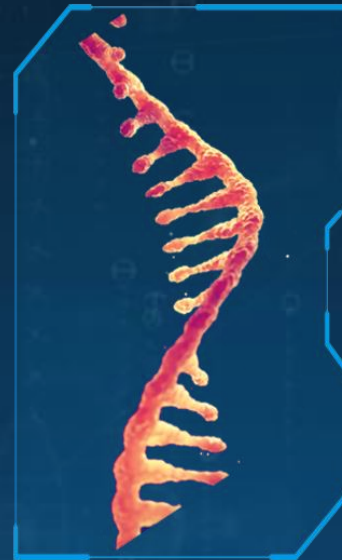
URINE
SAMPLE



PATENTED
EXOSOMAL RNA
EXTRACTION



QRT-PCR
ANALYSIS



PCA3

SPDEF

ERG

MULTIVARIATE
ALGORITHMIC
ANALYSIS

ExoDx[®]
Prostate(IntelliScore)
Algorithm

RESULT:

An increasing EPI score correlates with greater risk of high grade prostate cancer (HGPCa) on biopsy

INTENDED USE:

The ExoDx *IntelliScore* is used to risk stratify likelihood of high grade (GS > 7) prostate cancer on initial biopsy in men 50 years and older, with a PSA 2–10 ng/mL.

IMMUNE CELL THERAPY OPPORTUNITIES

CAR T cells are transfused back into the patient and Ella is used to monitor Cytokine Release Syndrome (CRS)

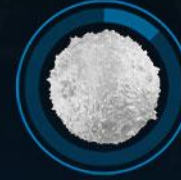
Ella Technology

8



1

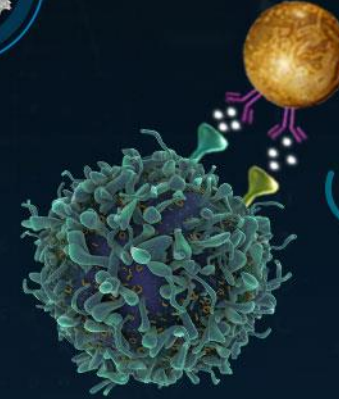
White blood cells obtained from patient through leukapheresis



2

Antibody-coated beads used to activate the T cells

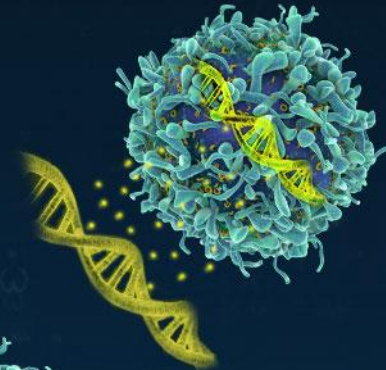
QUAD Technology



3

Activated T cells are reprogrammed to express Chimeric Antigen Receptors (CARs)

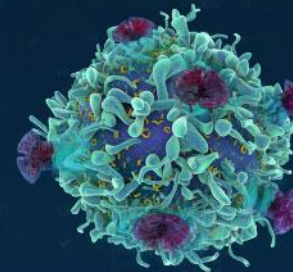
B-MoGen Biotechnologies



4

Reprogrammed T cells are screened for CAR gene expression

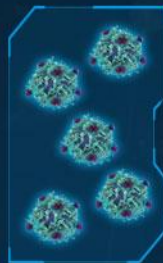
ACD Technology



5

CARs expressing T cells are expanded ex vivo

GMP Proteins



7

Patient receives lymphodepleting chemotherapy prior to T cell treatment

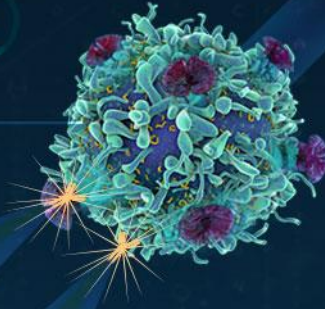


6

Expanded T cells are tested for CAR expression

Flow Cytometry Antibodies

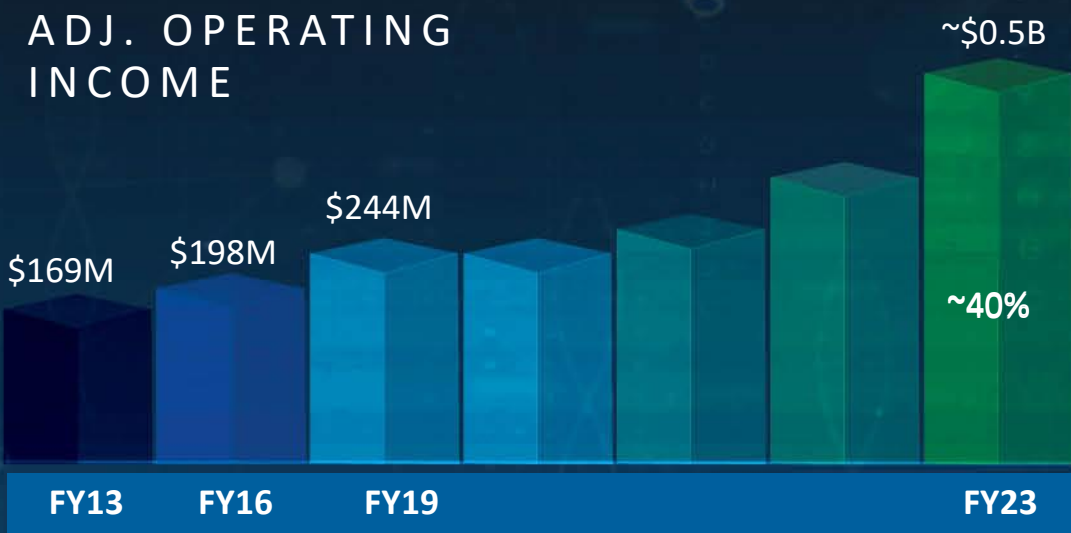
Immunocytochemistry Antibodies



END MARKET BREAKDOWN

END MARKETS	MARKET SIZE	MARKET GROWTH RATE	BIO-TECHNE GROWTH RATE	BIO-TECHNE MARKET PENETRATION
PROTEOMIC RESEARCH REAGENTS	\$2B	MID-SINGLE DIGIT	7%-8%	15%
PROTEIN ANALYTICAL TOOLS	\$2B	MID-SINGLE DIGIT	15%-20%	10%
CELL CULTURE & GENE THERAPY	\$1B-\$4B	>20%	∞	1%
DIAGNOSTIC TOOLS	\$1B	MID-SINGLE DIGIT	4%-6%	>20%
TISSUE PATHOLOGY	\$2B	MID-SINGLE DIGIT	20%-30%	>5%
LIQUID BIOPSY	\$2B-\$3B	>20%	∞	>1%

AS WE LOOK FORWARD, OUR FINANCIAL GOALS GET LARGER



	Rev CAGR
<ul style="list-style-type: none">Analytical SolutionsReagent Solutions	<ul style="list-style-type: none">+15–20%+5–7%
Protein Sciences	+8–11%
<ul style="list-style-type: none">DiagnosticsGenomics — ACDGenomics — Exo Dx	<ul style="list-style-type: none">+4–6%+20–30%~\$150
Diagnostics & Genomics	~+20%

	OM%
<ul style="list-style-type: none">Analytical SolutionsReagent Solutions	<ul style="list-style-type: none">~30%+50%
Protein Sciences	Mid 40s%
<ul style="list-style-type: none">DiagnosticsGenomics — ACDGenomics — Exo Dx	<ul style="list-style-type: none">~30%mid 30s%~30%
Diagnostics & Genomics	Low 30s%

* All figures are expressed in millions.
** Assumes no further unannounced acquisitions

The background is a dark blue gradient with faint, light blue illustrations of DNA double helices and various molecular structures, including spheres and connecting lines, creating a scientific or biological theme.

THANK YOU