Dusty Tenney
President, Brooks Life Sciences

Enhancing insights and speed of research with market-leading sample management solutions

Brooks Life Sciences – Agenda

Life Sciences Today

Strong Markets

Key Strengths

Growth Drivers

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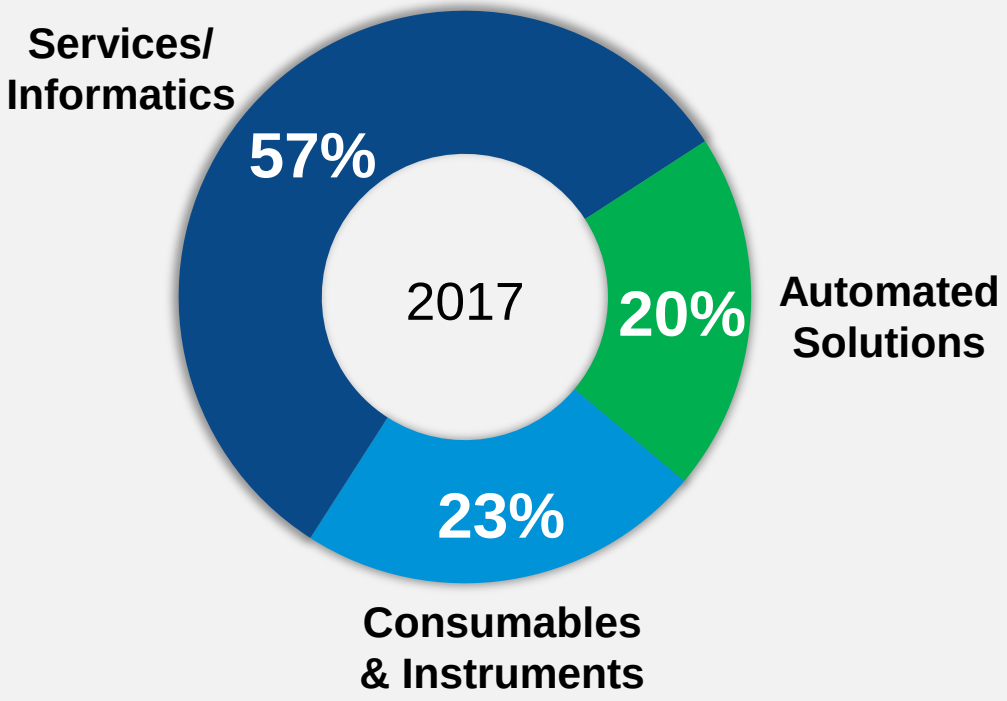
Brooks Life Sciences at a Glance

Revenue by Product Mix



Key Metrics

	FY16	FY17	1H18
Growth%	59%	38%	41%
# Employees	500	600	700
# Customers	600	800	1,100
# Acquisitions	0	3	2
% Brooks revenue	19%	21%	24%

Part of Brooks growth engine

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Key Developments Since Our Last Investor Day

- On track to deliver $200M revenue in 2018
- Delivering sustained, increasing profitability
- Completed five acquisitions
- Targeting 15% OP Margin* in 2019

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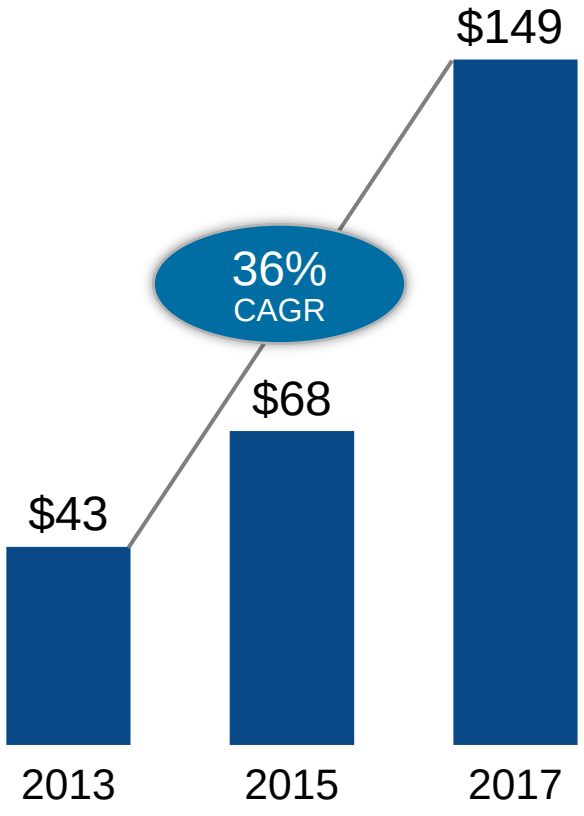
* Non-GAAP financial measures – Projections exclude intangibles amortization, restructuring expense, and other special charges.

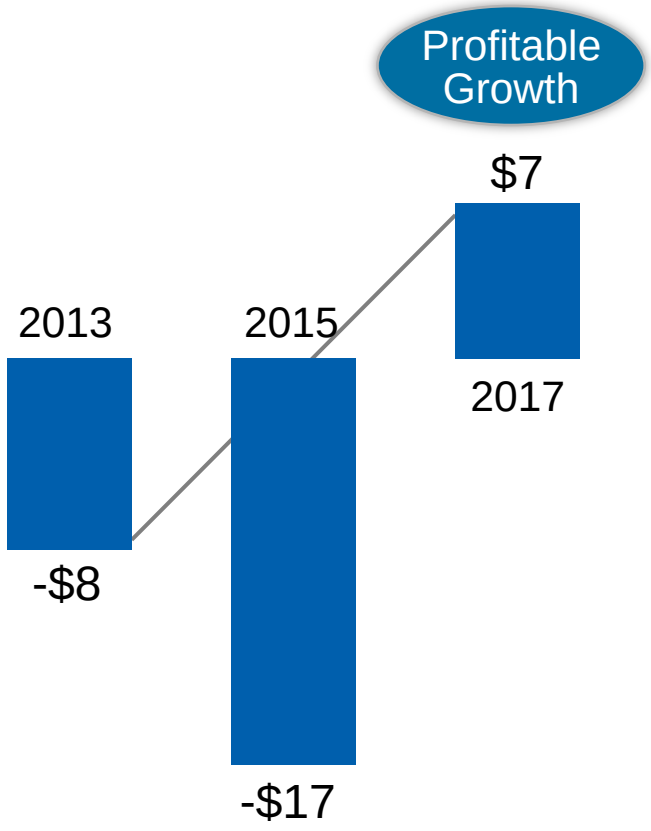
Key Transition: Life Sciences Now Profitable

Brooks

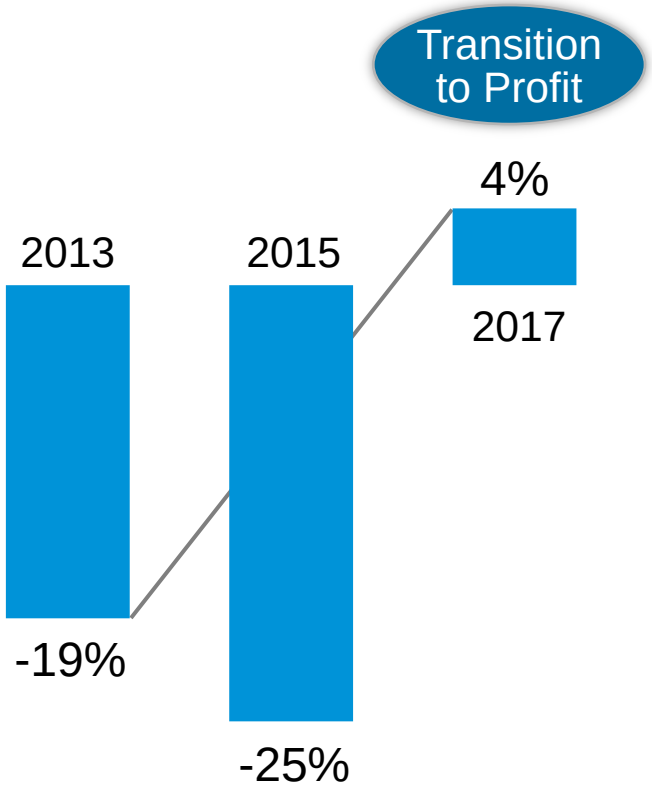
Revenue
($M)



Operating Income*
($M)



Operating Margin*



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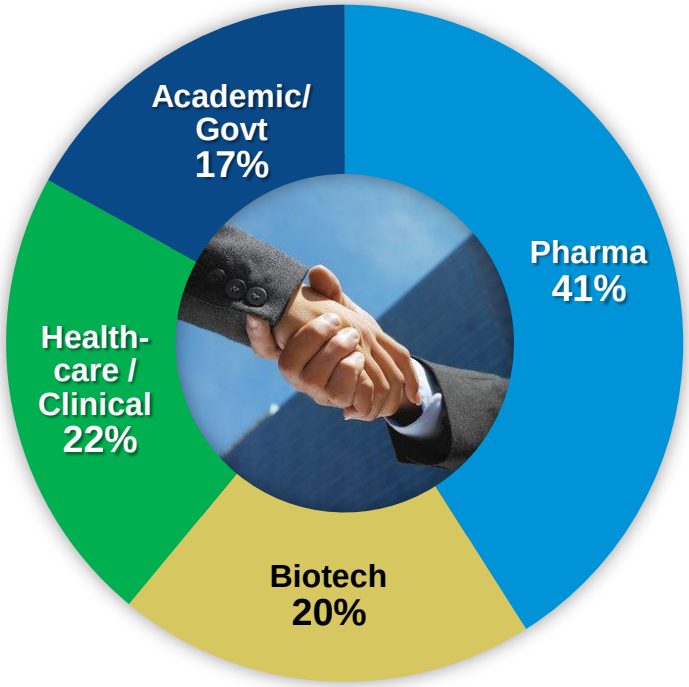
* Non-GAAP financial measures – see reconciliation tables.

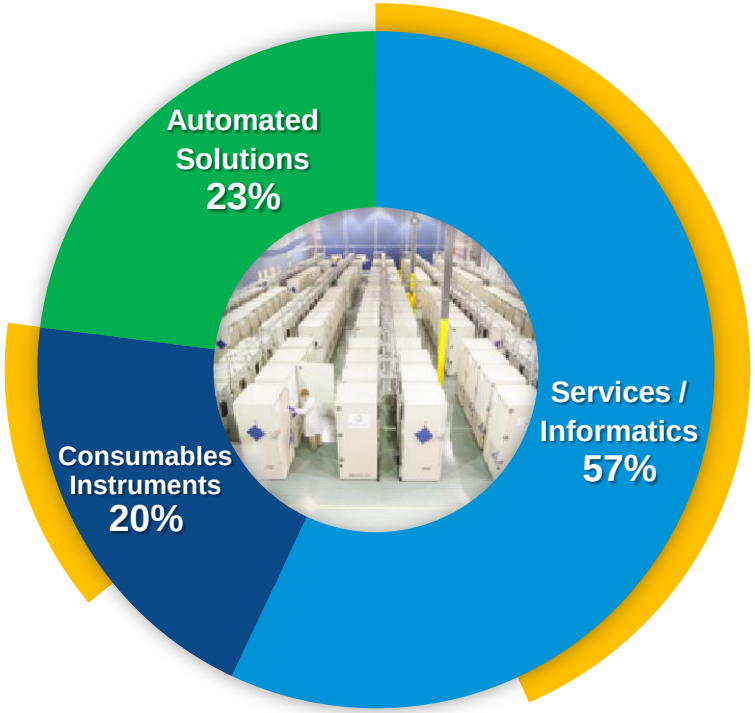
Life Sciences' Attractive Business Model

Diverse Customer Base



1,000 + Customers

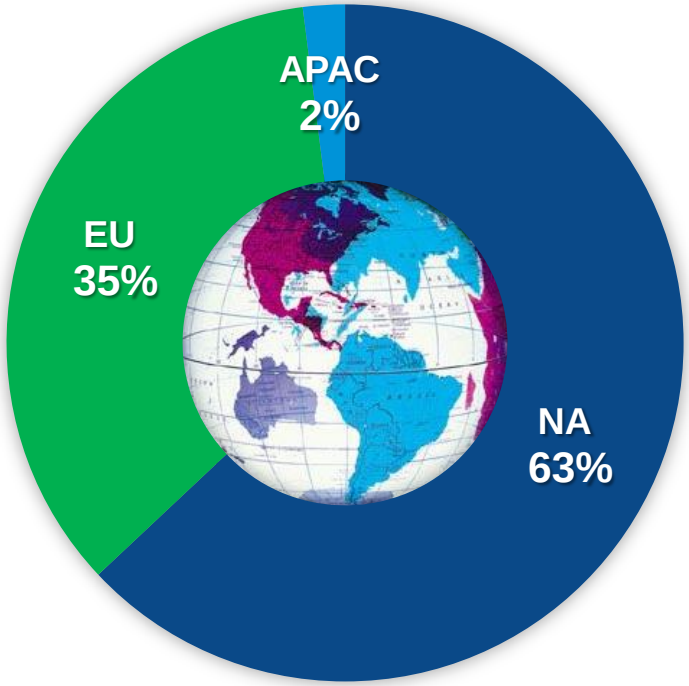
High Recurring Revenues



53% Recurring Revenue

Recurring

Global Reach



38% Growth

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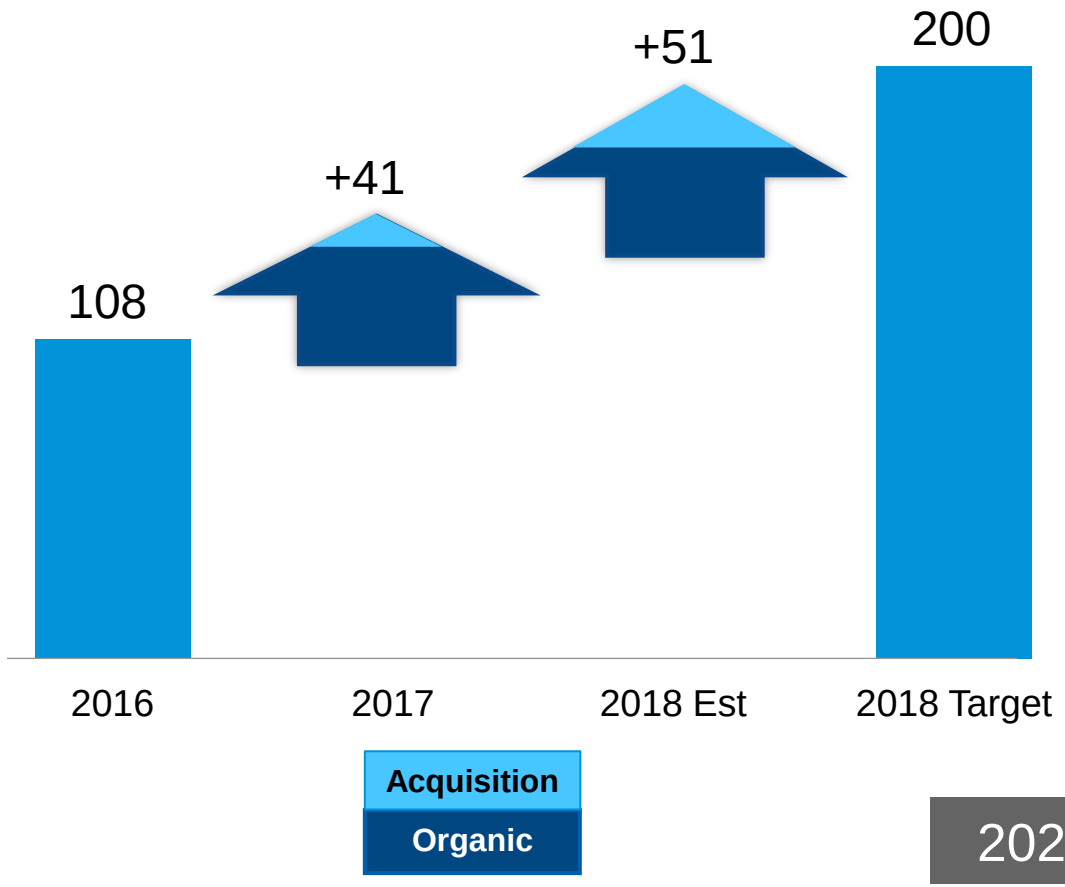
Focus on Growth

$M

Life Sciences Organic Growth



Key Enablers

- Cross-selling initiatives
- Highest quality samples
- Outsourcing trend
- Cold-chain automation
- Emerging markets
- ROIC discipline

2021 model CAGR sustains high double-digit organic growth

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Building the Only One-Stop Comprehensive Sample Management Solution

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	Solution	Acquisitions	Partnerships
	Sample Storage Media	fluidX, biocision, 4	LABCYTE
	Automation	RTS, NEXUS Biosystems, matrical bioscience → Brooks LIFE SCIENCES	CHART, BECKMAN COULTER
	Quality Archival Storage	BioStorage TECHNOLOGIES, PACIFIC Bio-Material Management, Inc., BioSpeciMan	
	Complete Genomic Analysis	BioStorage TECHNOLOGIES	RUCDR INFINITE BIOLOGICS
	Integrated Informatics Suite	BioStorage TECHNOLOGIES, Freezer PRO	

How our acquisitions and partnerships fit into our vision

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Our Customers are the Leading Healthcare Organizations

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Long-Standing Relationships

gsk
Bristol-Myers Squibb
MERCK
AstraZeneca
AMGEN
Lilly
BIOMARIN
Pfizer
novo nordisk
abbvie
Biogen
RUCDR INFINITE BIOLOGICS
NOVAVAX Creating Tomorrow's Vaccines Today
MVP MILLION VETERAN PROGRAM DISCOVERY ★ INNOVATION ★ ADVANCEMENT

New Strategic Relationships

GRAIL
Lilly
VERTEX
V
janssen
teva
evotec
GILEAD
JUNO THERAPEUTICS
Kite
Celgene
exact sciences

1000+ leading healthcare companies depend on Brooks

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The Need for Samples Exploding

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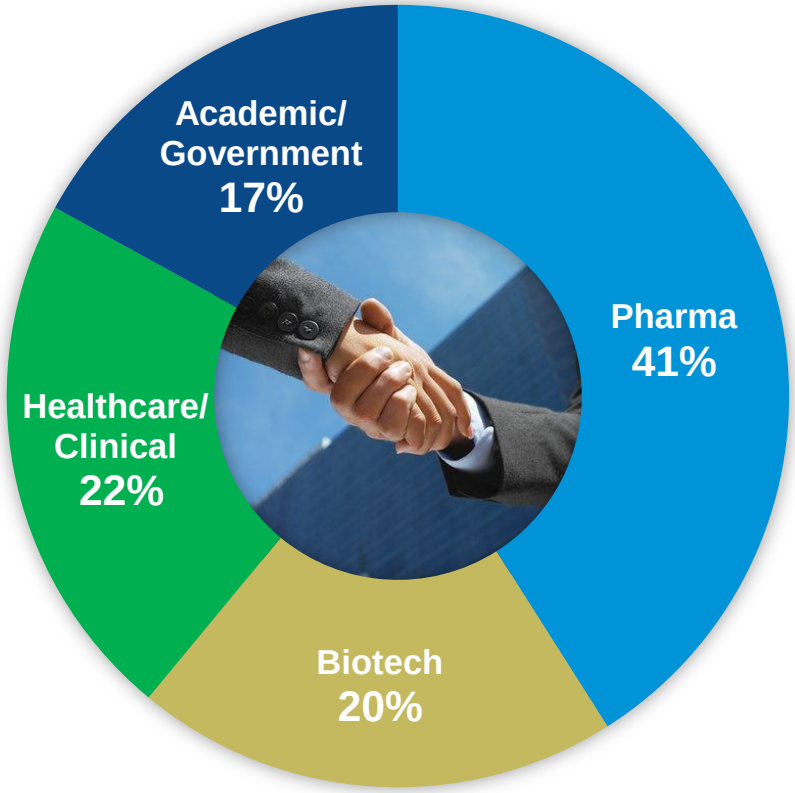
Market Trends

- Biologics
- Precision and regenerative medicine
- Outsourcing
- Consumer genealogy and genomics
- Digital technology

Customers



Customer Needs

- High quality, annotated samples
- Scientific services that add value to assets
- Fully integrated solutions
- Short and long-term storage capability
- Informatics virtualize and visualize

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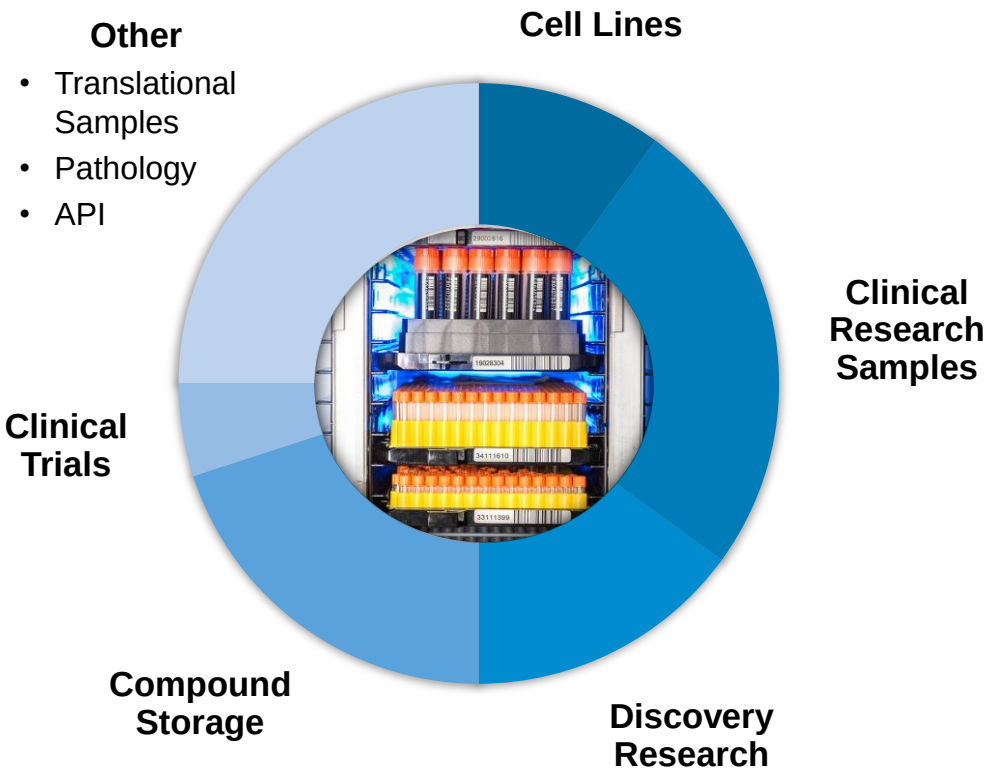
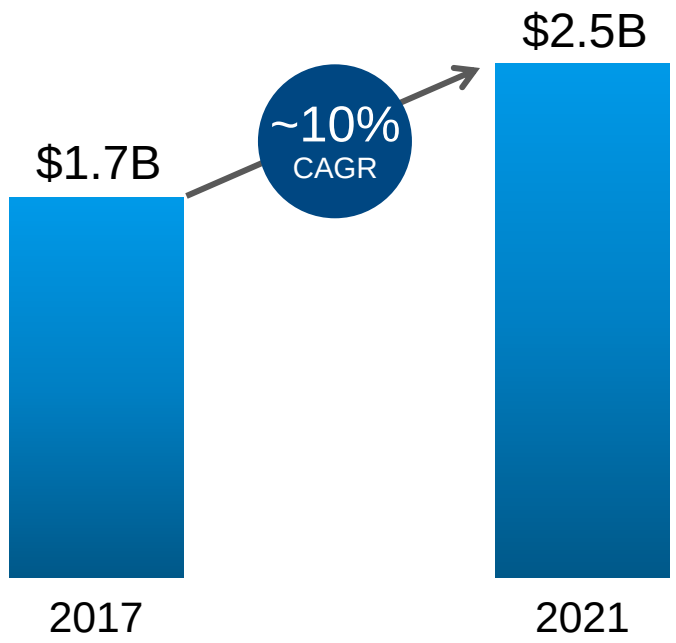
Positioned in a Large and Rapidly Growing Market

Breakdown of $7B[1] Sample Storage Market



Growth in Sample Storage Addressable Market[2]



Our share ~10% of $1.7B addressable market

Brooks growing at 2X market

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[1]Total Addressable Market (TAM) - Market Research and Company Estimates
[2]Serviceable Addressable Market (SAM) – Market Research and Company Estimates

Leading Positions in Large, Fragmented Market

Serviceable Addressable Market[1]

$1.7B

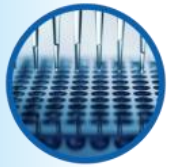
Services and Informatics — **$1.1B**

Automation and Sample Media — **$0.6B**

Differentiating Capabilities

Sample Management

- **#1 provider** of integrate sample storage and logistics



Scientific Services

- **Leading provider** of sample genomic analysis

Sample Informatics

- **Defining the market** to increase value of sample assets

Automation

- **Market leader** for compound and biological sample cold storage and retrieval

Consumables

- **#2 provider** of sample tubes, plates, and related instruments for cold storage automation

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[1]Market Research and Company Estimates

Well Positioned in Our Expanding End Markets

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	Pharma / Biotech	Healthcare / Clinical	Academic / Government	Total
Market size[1,2]	$1.0B	$0.5B	$0.2B	$1.7B
FY 17 Revenue	$91M	$33M	$25M	$149M
Market share	9%	7%	13%	9%
Revenue mix	61%	22%	17%	100%
Market growth[1]				10%
BRKS organic growth				27%

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[1]Consultative Studies and Company Estimates [2]SAM – Serviceable Addressable Market

Brooks Life Sciences – Agenda

Life Sciences Today

Strong Markets

Key Strengths

Growth Drivers

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Key Strengths We are Leveraging

1. Uniquely positioned in the industry
2. Large, growing, recurring revenue base
3. The advantage of scale

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1 Uniquely Positioned in the Industry

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Comprehensive Sample Management Solution

	Consumables	Automation	High Quality Archival Storage	Scientific / Lab Services	Informatics	Flexible Business Model
Brooks	✓	✓	✓	✓	✓	✓
Large Central Laboratories				✓		
Leading Life Science Company	✓		✓		✓	

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1 How We Leverage Our Acquisitions to Cross Sell

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Research / Clinical Research Sample Workflow

Kit

Transport

Process

Store

Retrieve

Informatics

Integrated solutions drives customer efficiency – cost and time

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2 Large and Growing Sample Collection Drives Recurring Revenue Base

Total customer samples in Brooks biorepositories	**32M**
Percent of total samples collected remaining in storage[1]	**65%**
Total samples at customers' sites managed by on-site Brooks personnel	**3M**

Samples create sustainable annuity stream for Brooks

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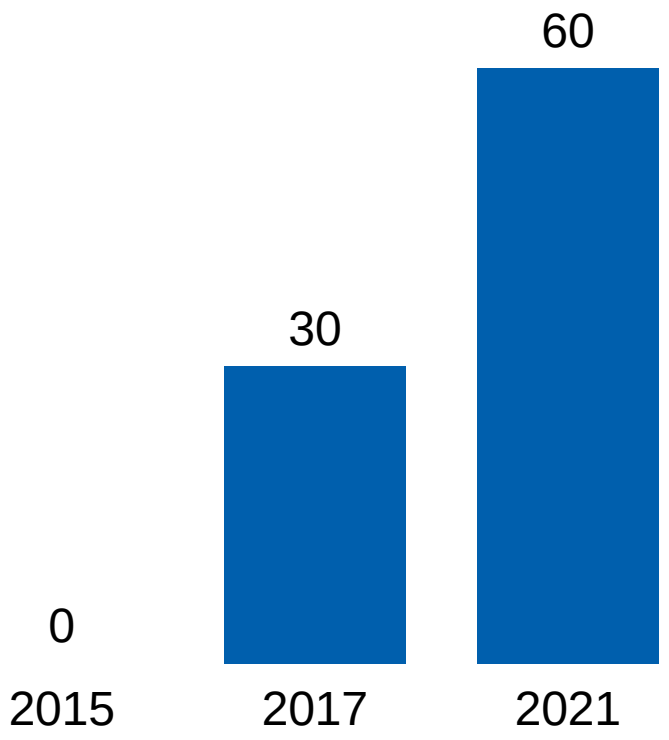
[1]Net of retrievals and destruction

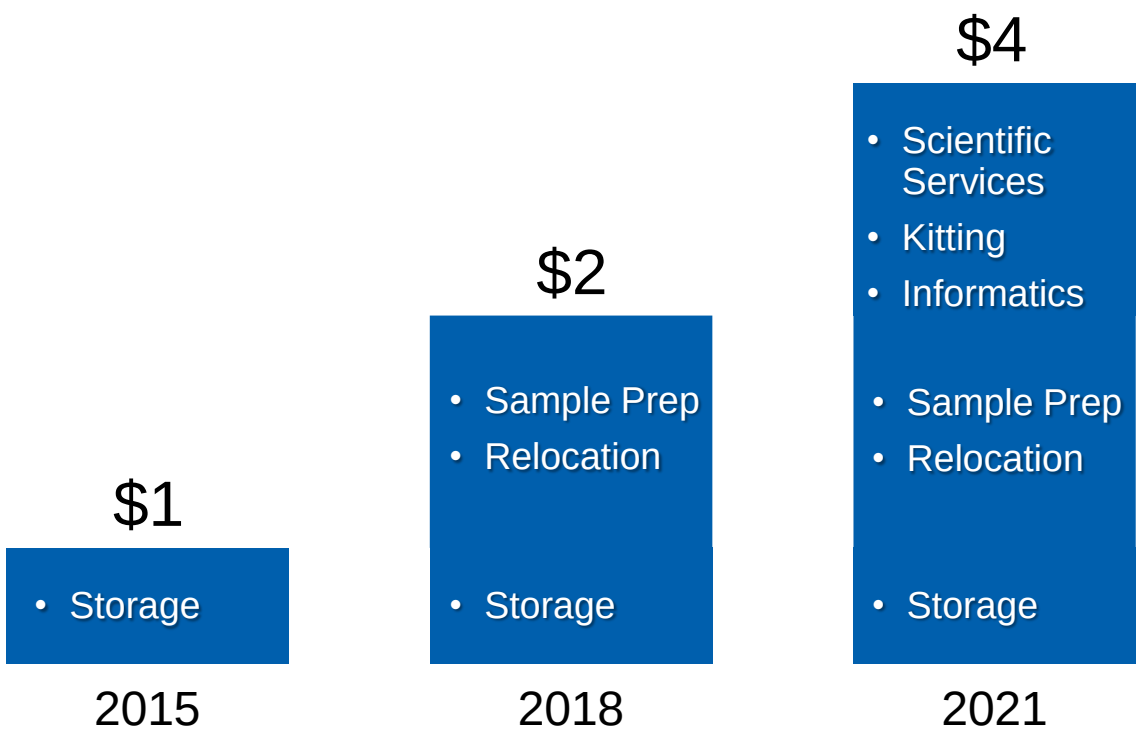
2 Stored Samples Create Value-Add Opportunities and Strong Annuity

Brooks

Samples in Storage
(Millions)



Value-Add Opportunities
(Average $ per sample)



32M samples today and growing

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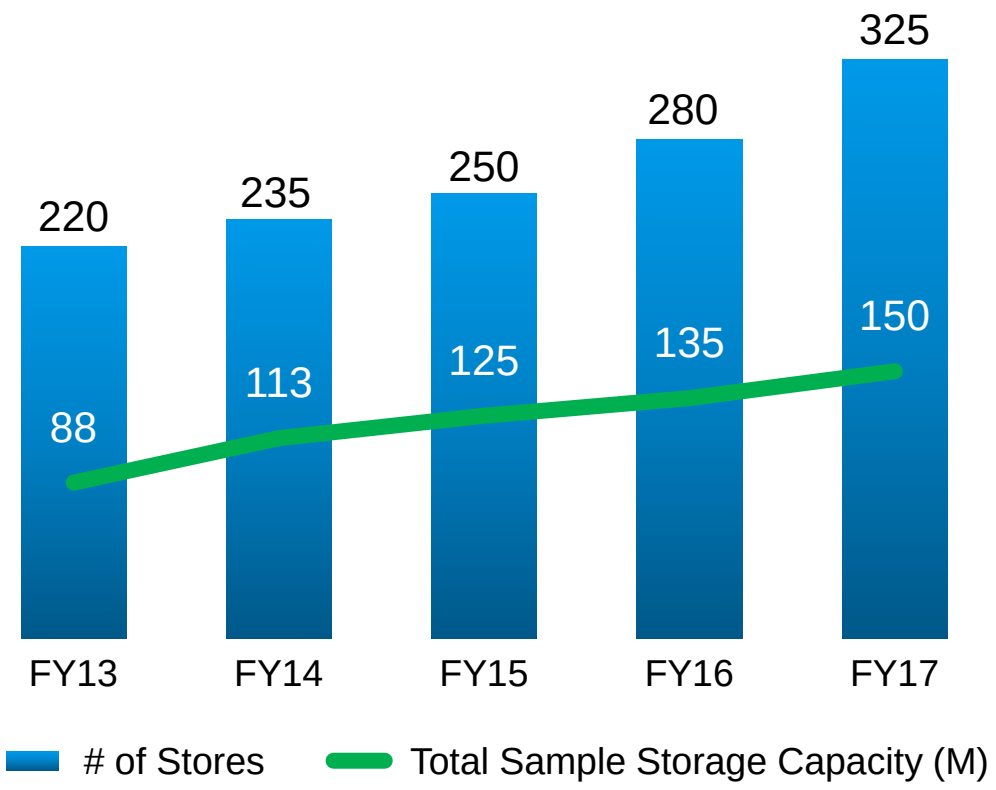
3 The Advantages of Scale

No. of Stores and Storage Capacity



Our Scale

- Over 150M samples stored in Brooks automated stores
- Strong market positions for biologics, tissues / cells and compounds
- Comprehensive sample management solutions for all of the top 20 Pharma

Over 60% market share in automated stores

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Key Growth Drivers

1

Grow base offerings through existing customers

2

Expand solutions throughout sample management workflows

3

Extend capabilities into new markets

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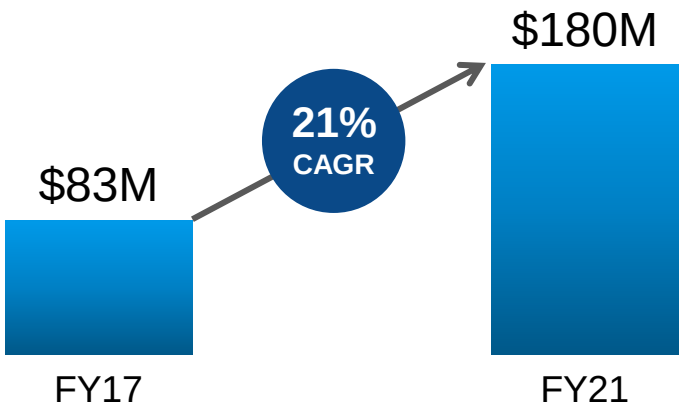
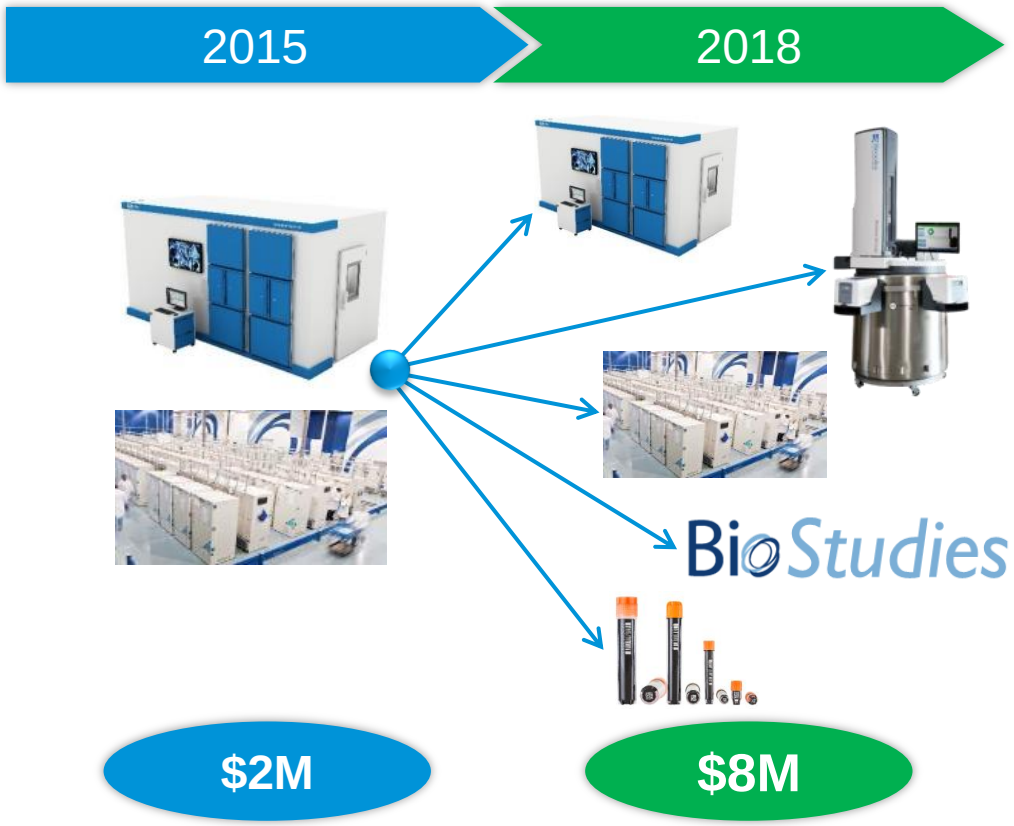
GROWTH DRIVER #1

Share Gains Through Existing Customers

- Cryogenic automation platform expansion
- Unique and differentiating consumables, accessories and instruments
- Stores platform development
- Clinical ‘stockyard’
- Integrated bioinformatics solutions



Large Pharma Example



Expanding, integrated portfolio has enabled share gains

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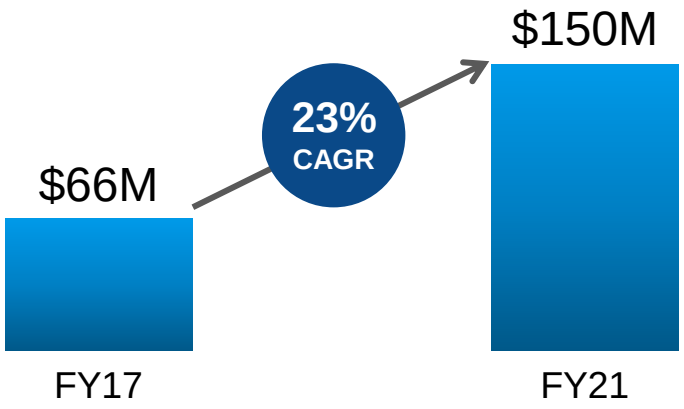
GROWTH DRIVER #2

Expanding Range of Sample Management Solutions

- Integrated ‘sample hub’ to provide full-range of storage and scientific services
- Cell line services and related cell therapy infrastructure and logistics
- Clinical study expansions
- Consumer market applications



Research / Clinical Research Sample Workflow

GRAIL

LifeVault Bio

Integrated solutions drives customer value – cost and time

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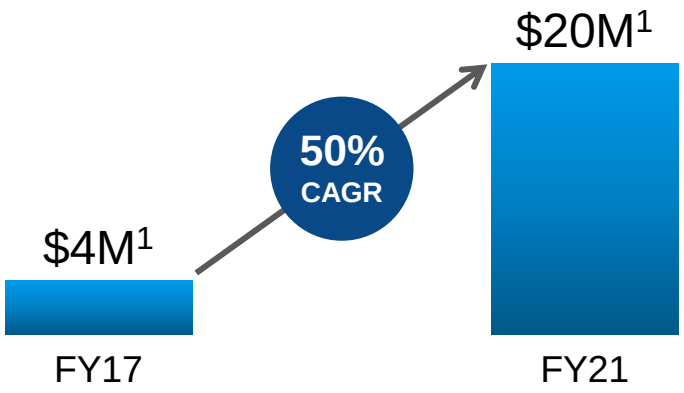
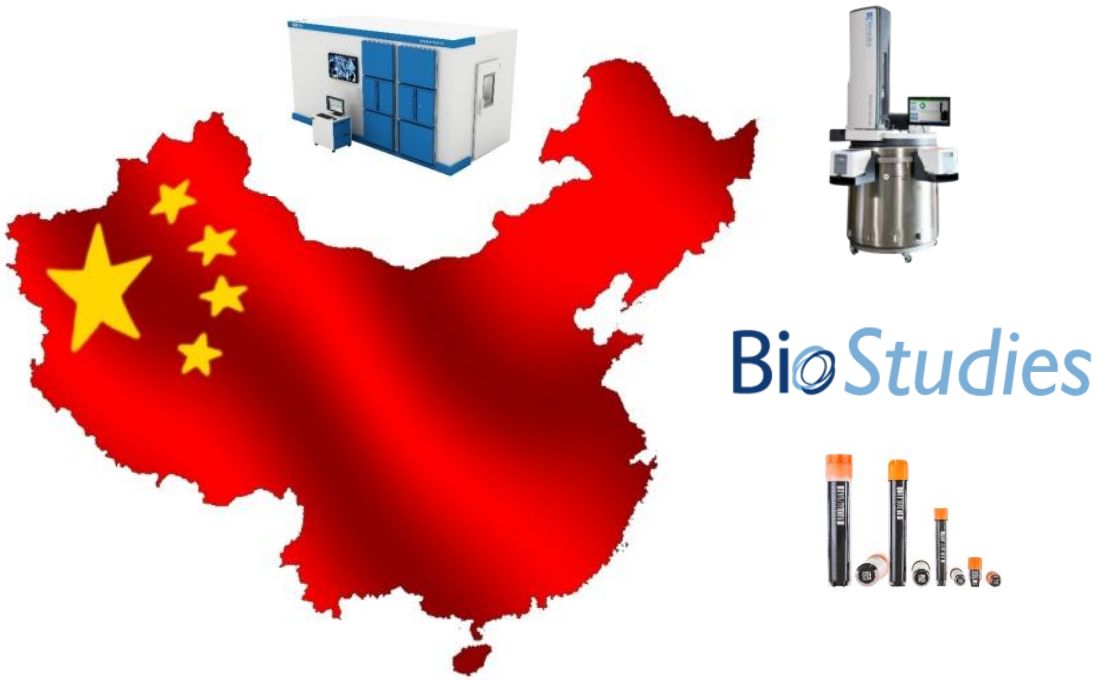
GROWTH DRIVER #3

Expanding Solutions to New Markets and Geographies

- Expand into clinical, cell therapy and personalized medicine
- Build out capabilities in Asia, especially China
- Expand network of direct and indirect sales channels
- Build BRAND recognition globally





National Health Commission of the People's Republic of China
中华人民共和国国家卫生健康委员会

Significant investments underway in emerging markets

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[1]Geographical overlay to previous revenue models

2021 Target Model: Brooks Life Sciences Priorities

Share gains and innovation	• BioStorage services • Consumables • Complete solutions
Improved, higher margin mix	• Software, Cryo • Increased sample value • Material cost reductions
Structural optimization	• Lean operations • Sales team productivity • Cross selling
Focused on execution	• Strong leadership • Strong markets • Strong team

Life Sciences	FY17	FY21	Growth / Change
Revenue	$149M	$330M	22% CAGR
Gross Margin*	38%	42-44%	+4-6 pts
Operating Margin*	4%	~20%	~16 pts

Strong markets, strong positions

* Non-GAAP financial measures – see reconciliation tables. Projections exclude intangibles amortization, restructuring expense, and other special charges.

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Outpacing the Market to Deliver Continued Strong Growth and Returns

Brooks

Accelerated Growth

- Investments positioned to sustain growth across the portfolio
  - ➡ Significantly outpacing underlying market growth

Recurring Revenues

- Recurring revenue streams and strong backlog position
  - ➡ Provide confidence in future outlook

Doubling Operating Profit

- Pathway to 20%+ Operating Profit* paved for FY21
  - ➡ Starts with Q418 exit at 10%

Market Leader

- Most comprehensive sample management solution in the market
  - ➡ 1st choice for top research companies

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* Non-GAAP financial measures – see reconciliation tables.

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Recurring Revenues

- Recurring revenue streams and strong backlog position
  - ➡ Provide confidence in future outlook

Doubling Operating Profit

- Pathway to 20%+ Operating Profit* paved for FY21
  - ➡ Starts with Q4 FY18 exit at 10%

Market Leader

- Most comprehensive sample management solution in the market
  - ➡ 1st choice for top research companies

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