



# PARTNERS IN SUCCESS

**Global Distribution Sales Conference Malta  
March 2023**



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IN SUCCESS



Welcome to Malta



# Meet the team



Rupa Ark  
Director Channel Sales EMEA



Amy Kuhn  
Director Channel Sales Americas



Rex Wu  
Commercial Leader APAC



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Meet your  
local channel  
sales team



REBECCA GINTHER  
Senior Channel Sales  
Manager - North America  
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ERMELINDA TINETTI  
Channel Sales Manager -  
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Balkans & North Africa  
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Senior Channel Sales  
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SATOSHI WATANABE  
Senior Manager, Technical Sales Support, Japan  
[satoshi.watanabe@azenta.com](mailto:satoshi.watanabe@azenta.com)

# Thank you!



Sharon McAvoy  
Senior Manager Events & Tradeshow



Roula Ginis  
Senior Director, Global Marketing  
Communication

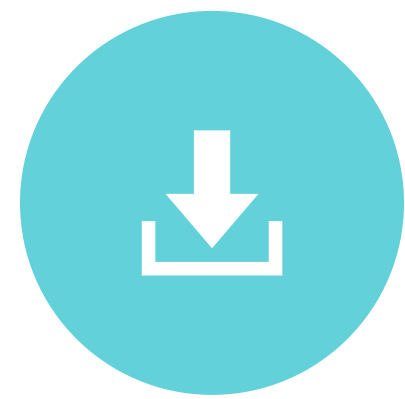


Caroline Mackinnon  
Senior Regional Marketing Manager



578,585

# Let's maximize our time together



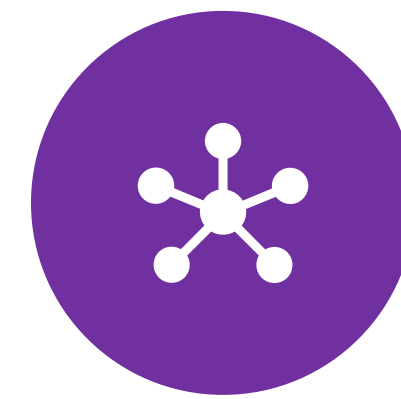
DOWNLOAD THE  
EVENT APP



LIMIT OUTSIDE  
MEETINGS AND CALLS



STAY MINDFUL OF THE  
START TIMES



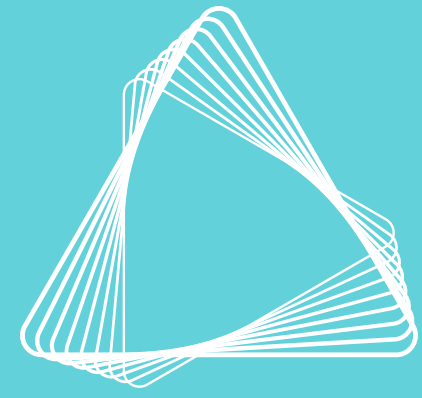
ENGAGE AND  
CONNECT



STEPS TO SUCCESS



HAVE FUN



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# Event Program



# Monday 6 – Friday 10 March, 2023



## DAY ONE, MONDAY – BUILD CONNECTIONS

- Welcome
- Azenta Global Channel Introduction
- Networking Dinner

## DAY TWO, TUESDAY – ONE AZENTA

- One Azenta strategy
- New Acquisitions
- Malta Adventure
- Evening Dinner

## DAY THREE, WEDNESDAY – WORKFLOW SELLING

- Interactive Workshops
- Product Roadmaps
- New Product Introductions
- Azenta Expo & Buffet Dinner

## DAY FOUR, THURSDAY – CROSS-FUNCTIONAL PARTNERS

- Customer Care
- Supply Chain
- Marketing
- Product Service
- Awards Dinner

## DAY FIVE, FRIDAY – ONE-TO-ONE MEETINGS (OPTIONAL)

- *Speak to your Azenta Distribution Manager to schedule a one-to-one meeting*

# Housekeeping



- Wifi – Westin Guest: Password dragonara
- Hotel Room Rate- Group booking includes breakfast
- Walking tour –Tues
- If any questions: Please contact :
  - Meeting related: Roula Ginis or Caroline Mackinnon
  - Business Related: Amy Kuhn or Rupa Ark

# Leadership team



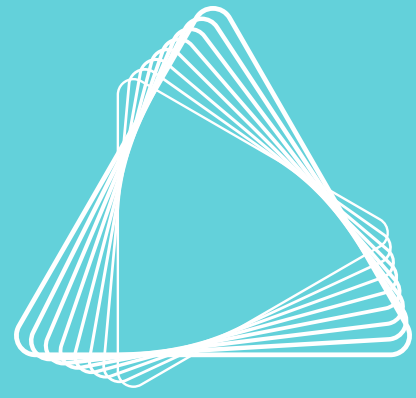
Claribel Purcell  
Senior Vice President Global Sales



Mitch Coyne  
SVP & General Manager Life Sciences  
Products



Ron Campbell  
Vice President Global Channel Sales



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# Claribel Purcell

Senior Vice President Global Sales

# Welcome



Witamy

Bine ati venit

Bem-vindo

Bine ati venit

ברוך הבא

Benvenuta

Hoş geldin

καλως ΗΡΘΑΤΕ

Hoşgeldiniz

Welkom

Välkommen

Tervetuloa

환영

いらっしやいませ

Wëllkomm

Laipni lūdzam

Bienvenue

Bienvenida

სადაგობო

Vítejte

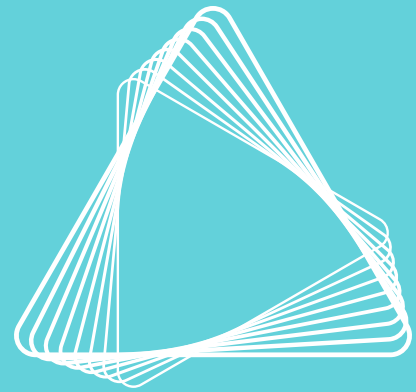
Wilkomme

欢迎

مرحباً

Herzlich willkommen

Üdvözöljük



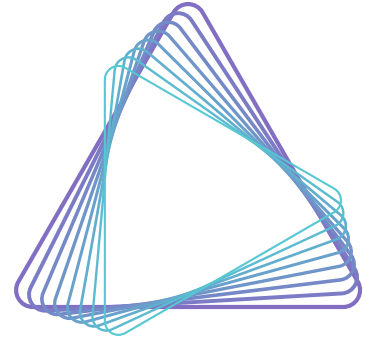
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**Ron Campbell**

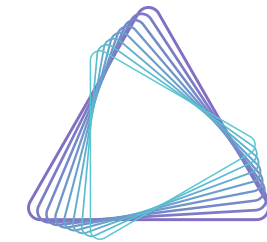
Vice President Global Channel Sales



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# Ron Campbell

Vice President  
Global Channel Sales

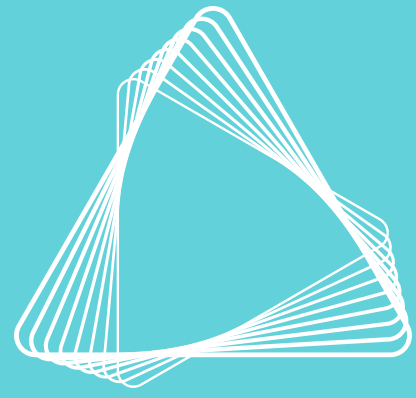
# Striving to Become a Best-in-Class Manufacturing and Services Partner.....



## Key Building Blocks

| Enabling Portfolio of Products & Services | Transactional Ease | Clear & Mutual Agreement of Roles During Sales Process | Trust, Reliability, & Sustainability |
|---|--------------------|--|--------------------------------------|
|   |                    |  |                                      |





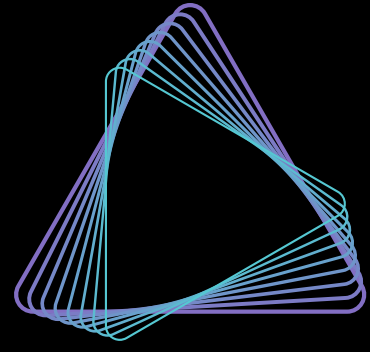
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# Mitch Coyne

SVP and General Manager Life Sciences Products



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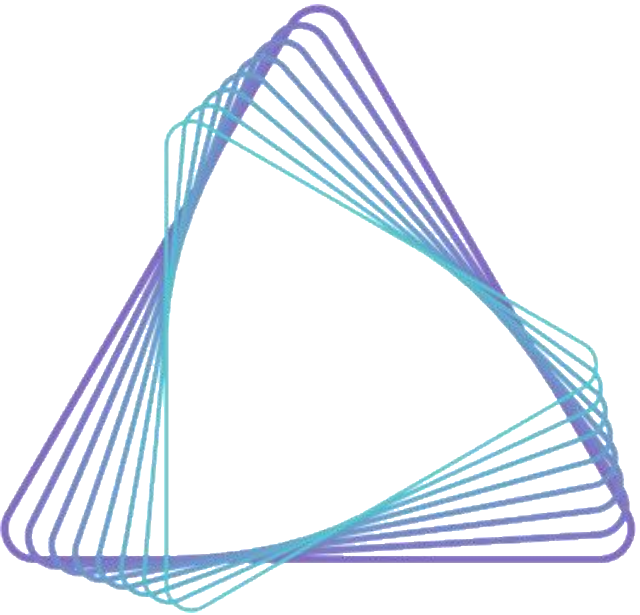
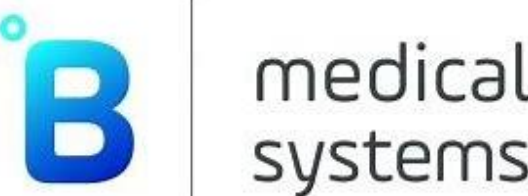
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# Welcome!

Mitch Coyne, Sr. VPGM Product and Service

6 March 2023

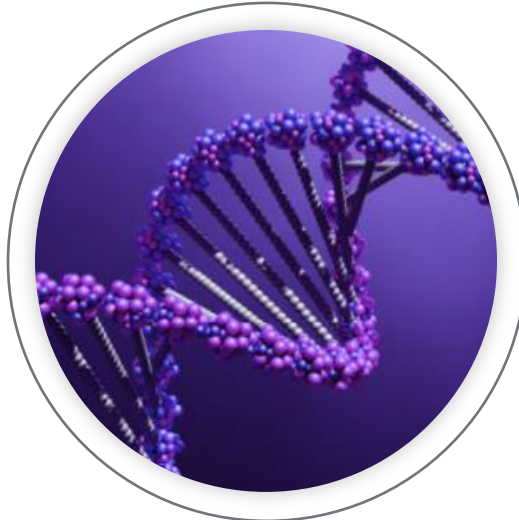
# We Unite All Our Solutions and Offerings Under One Azenta Life Sciences Company



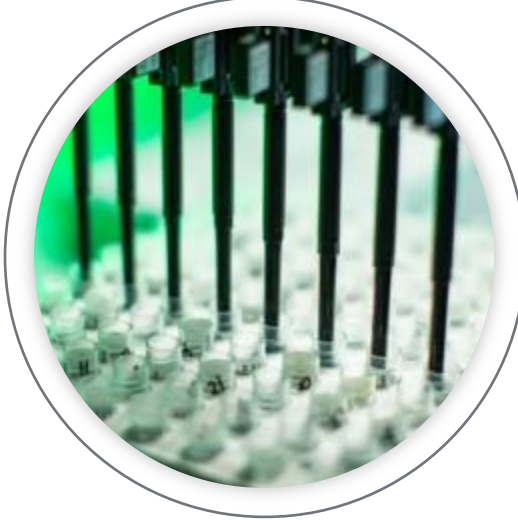
# Unrivaled Sample Exploration & Management Solutions



We offer enterprise-wide sample exploration and management solutions across the drug development pipeline.



Genomics & Analytical Services



Sample Sourcing



Storage, Automation & Logistics



Consumables & Instruments



Data & Informatics



Consultative Services

# Unrivaled Sample Solutions to Accelerate Discovery, Development, and Delivery



## RESEARCH & DISCOVERY



- Save time and improve precision
- Sample procurement
- Process efficiency improvements
- Informatics

## PRE-CLINICAL & CLINICAL



- Quickly retrieve and move samples
- Maximize sample usage
- Maintenance of clinical grade standards
- Sample workflow data management

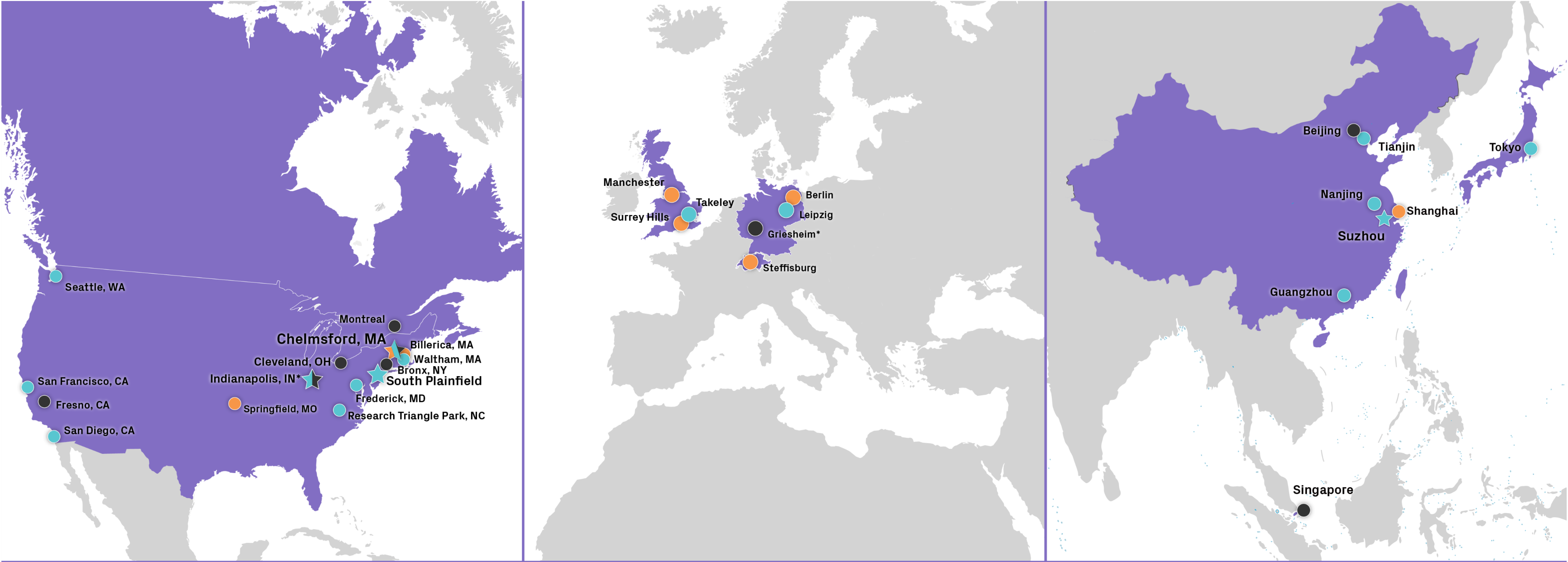
## MANUFACTURING & DISTRIBUTION



- Compliant deployment of therapies
- Ensure proper storage conditions
- Sophisticated product tracking
- Leverage genomics for QA/QC

# Well-Positioned in Key Global Life Science Market

>3500 employees



★ Major Site

● Genomics

● Consumables, Instruments & Automated Stores

● SRS

# Our History and Journey Highlights

Building a life sciences company for over 20 years



2011 - 2012

RTS  
Nexus



2013 - 2014

Matrical  
BioCision (22%)



2015 - 2016

FluidX  
BioStorage  
Technologies



2017 - 2018

BioCision  
PBMMI  
FreezerPro  
4titude Ltd.  
BioSpeciMan



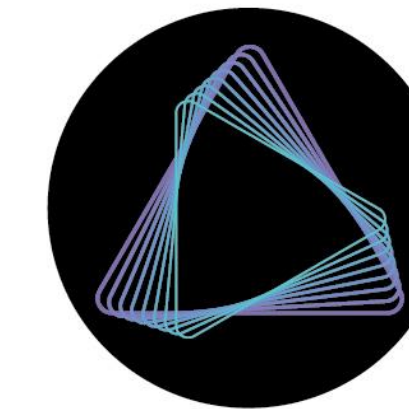
2019

GENEWIZ



2020

RURO  
Trans-Hit  
Biomarkers



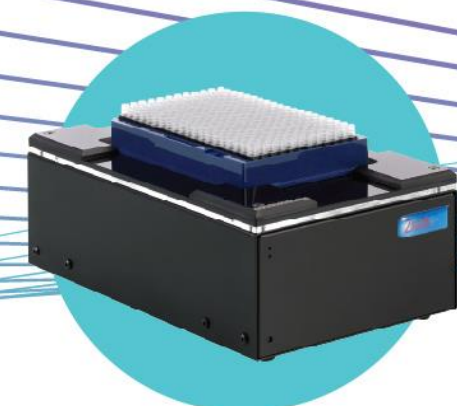
2021

Azenta Life Sciences  
Abeyance



2022

Barkey  
B Medical Systems



2023

Ziath



2018 - 2023 M&A Expanding Capabilities.....

# 2022 Was an Eventful Year

## Barkey Acquisition July 1

"Barkey will add innovative products and capabilities that extend our extensive cold chain of condition portfolio of products and services, while also expanding our customer reach in the fast-growing CGT space, with more than 100 CGT customers to date. The controlled rate thawing of cryopreserved products to maximize reproducibility and viability of the sample is a natural extension of our advanced cryogenic offerings."



**Steve Schwartz,**  
President and CEO of Azena



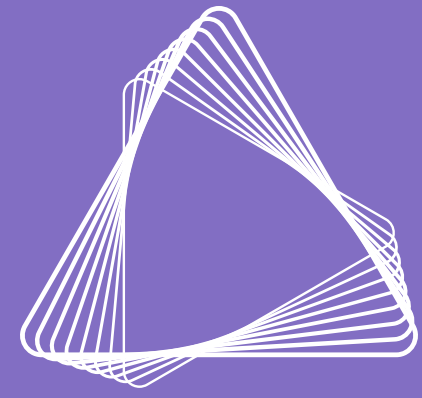
## B Medical Acquisition Oct 3

"We are excited to add B Medical into our growing portfolio of offerings. B Medical has done an outstanding job carving out a strong market position in the vaccine cold chain, and we see a breadth of opportunities to drive even further value from the portfolio by leveraging the Azena platform."



**Steve Schwartz,**  
President and CEO of Azena





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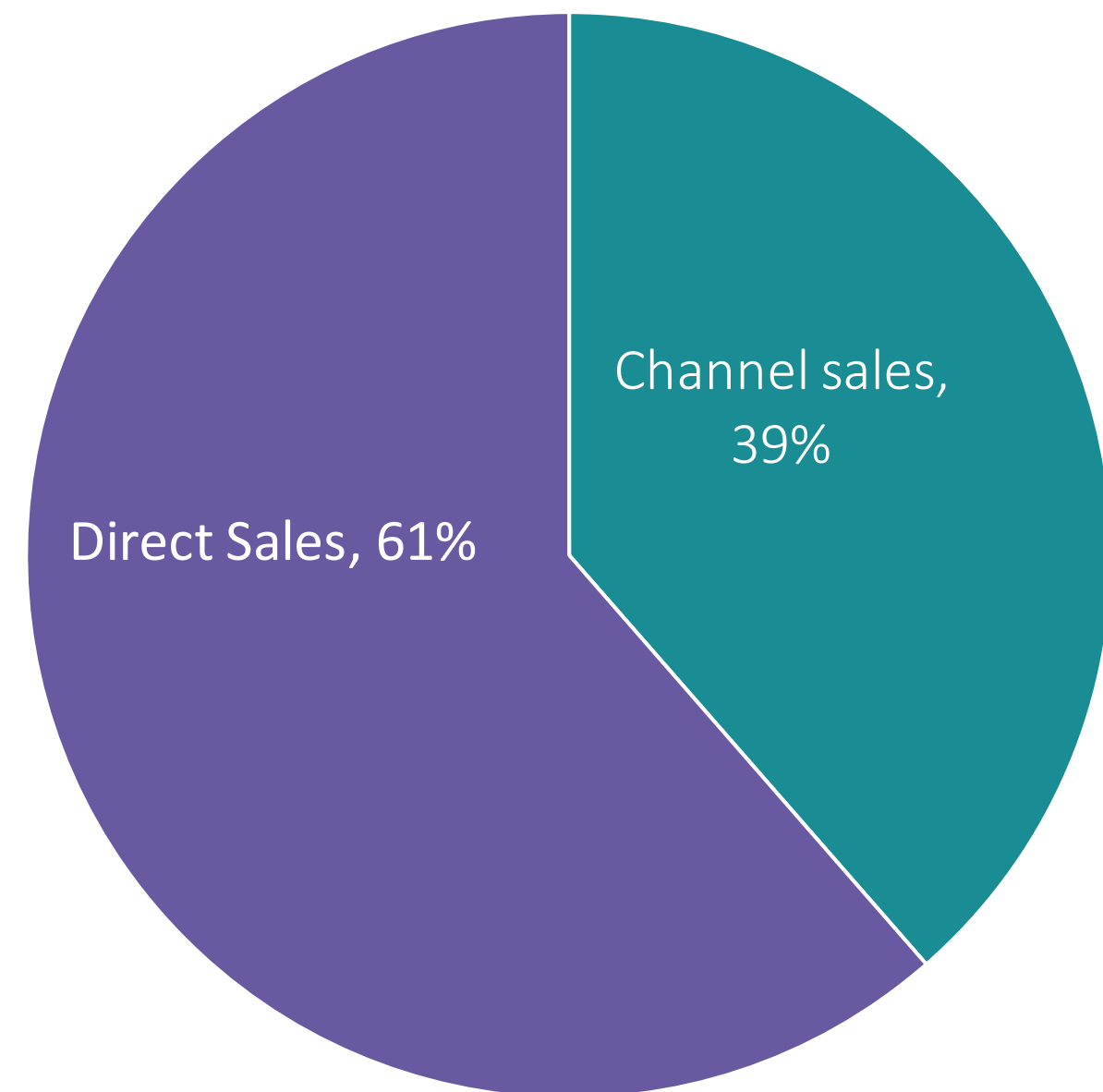
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# Consumables and Instruments

# C&I Business Overview



## SALES CHANNEL



You are an important part of our sales team!  
You are a face of our company!

We want to be a partner, not a vendor!  
We need your market feedback!  
Help us to understand how we can be of better support!

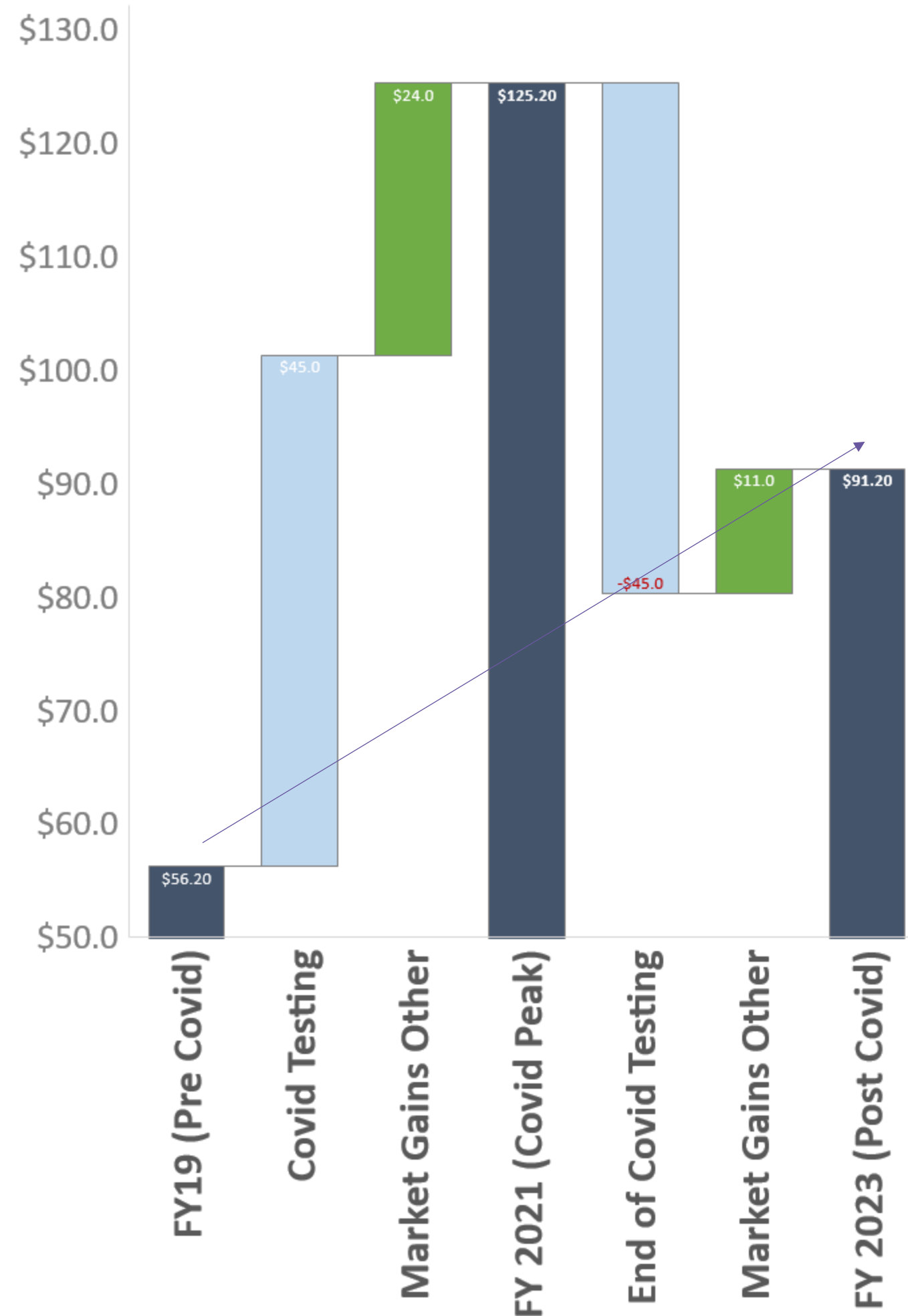
Let us share product news & align on strategies!

A strong distributor relationship is a key component of our go-to-market strategy

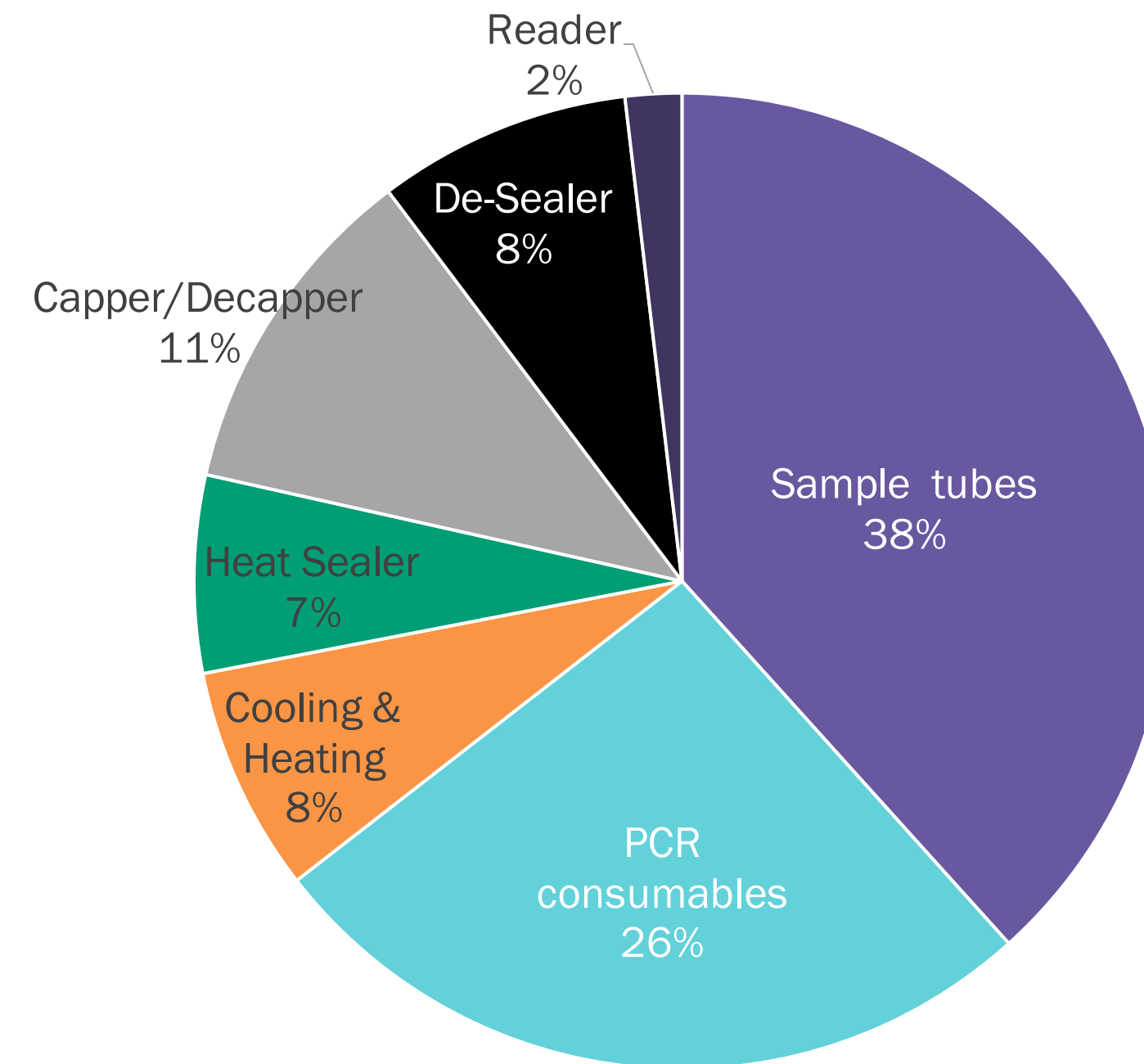
# C&I Business Overview



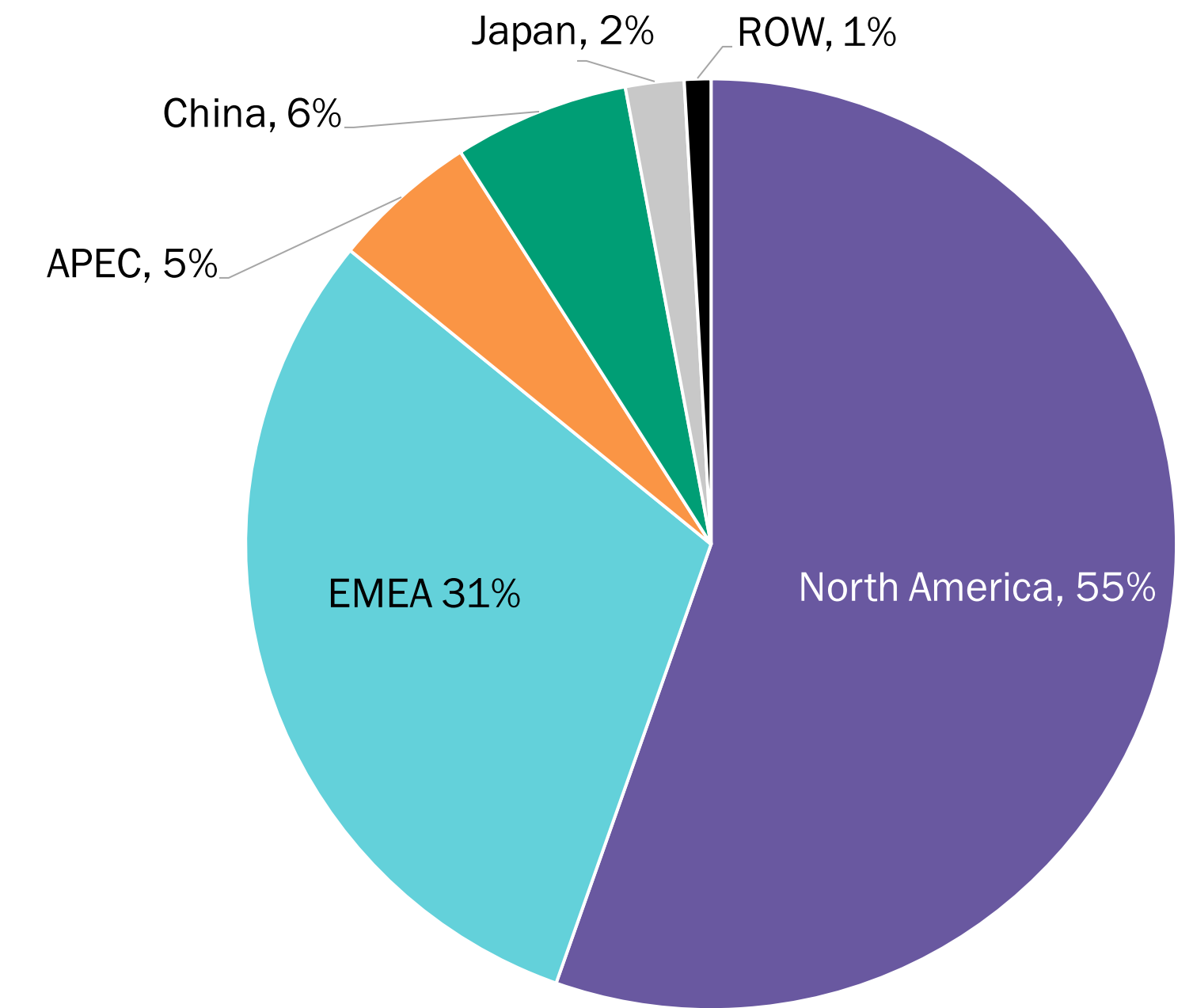
## 2019 – 2023 REVENUE WALK



## PRODUCT MIX



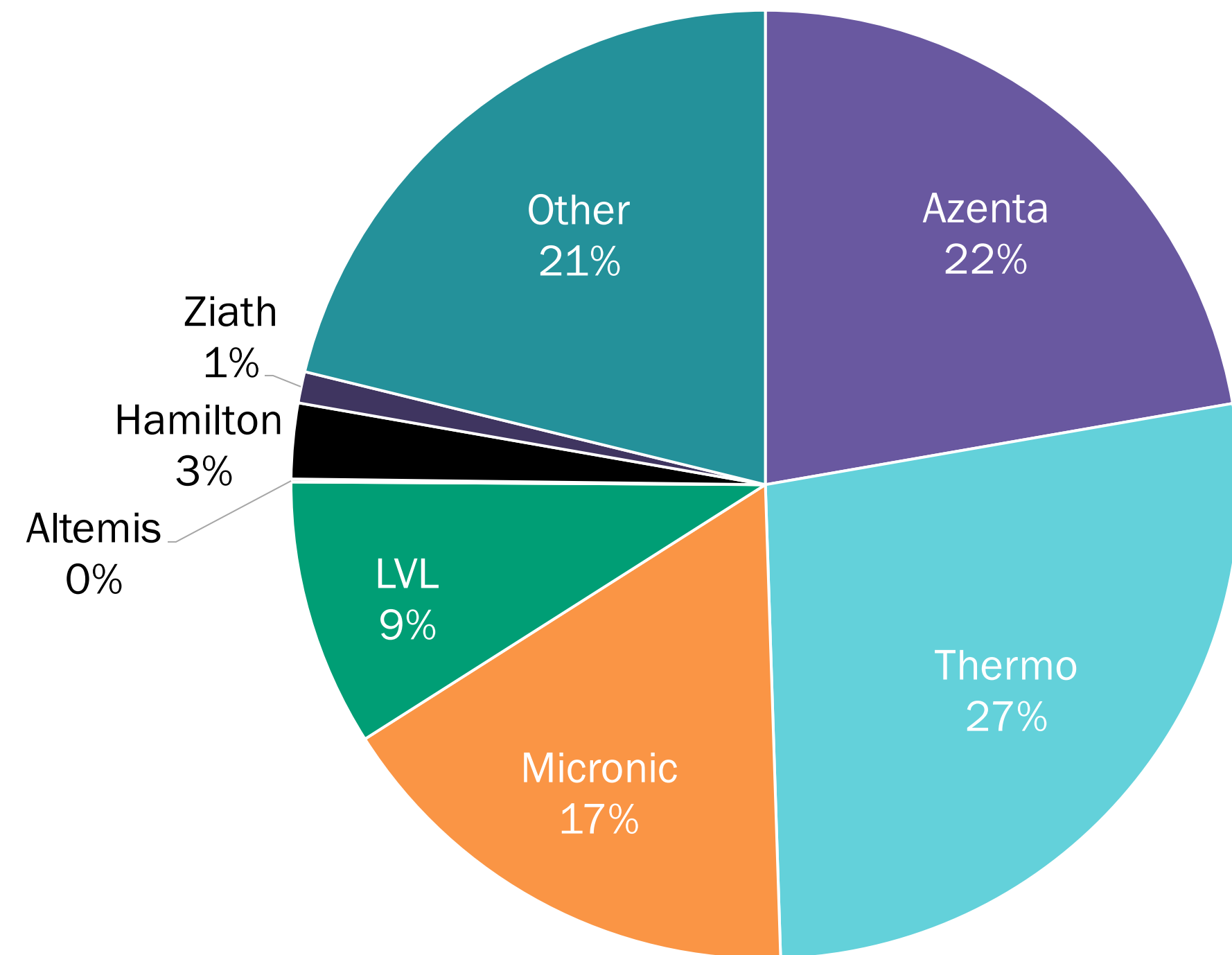
## REGIONAL SALES DISTRIBUTION



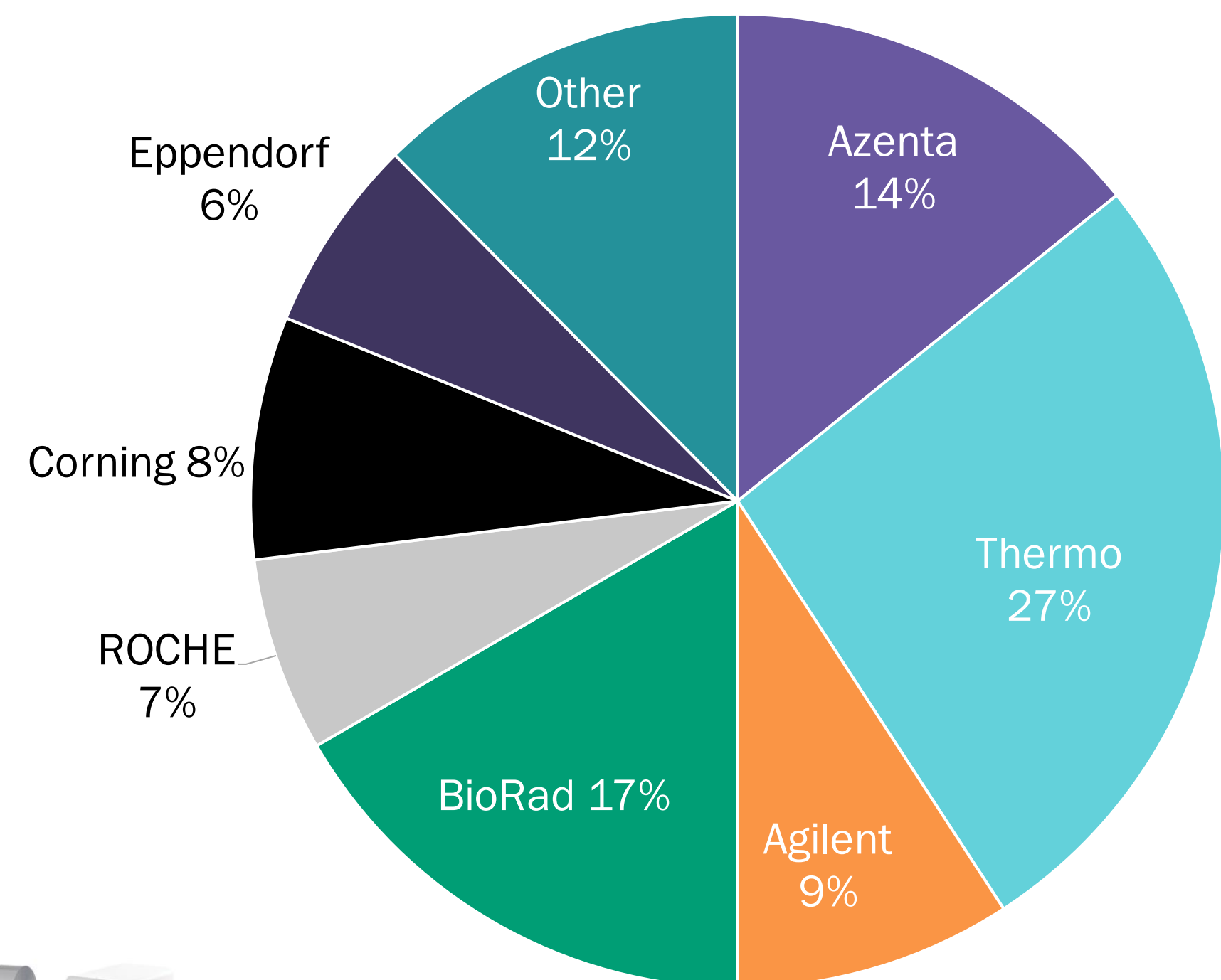
C&I products were key components in Covid testing workflows. Taking Covid business out, C&I is showing a 2019-2023 CAGR of 13%.

**New capacities will allow us to go aggressively after any large opportunity!**

# C&I Market Overview

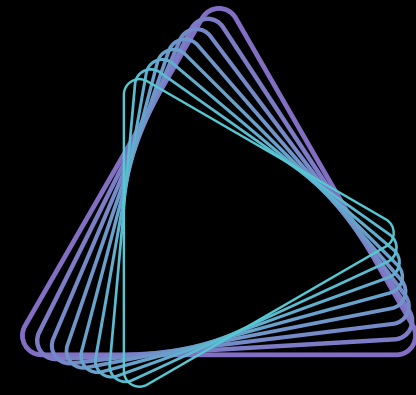


Sample Tubes & Instruments  
MARKET SHARE BY COMPETITOR



Microplates & Instruments  
MARKET SHARE BY COMPETITOR

C&I market is divided into two main sections with a TAM of \$300M each

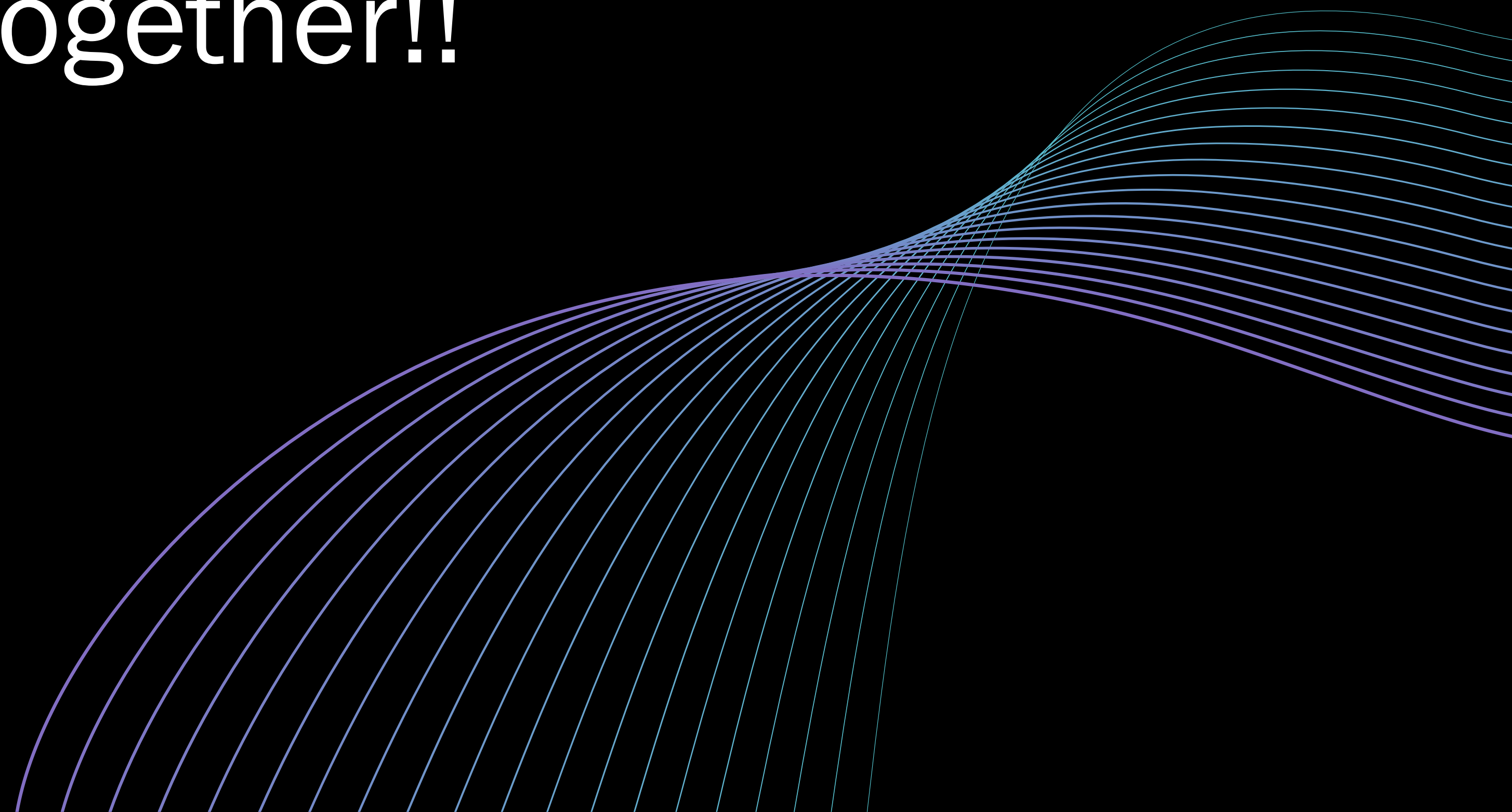


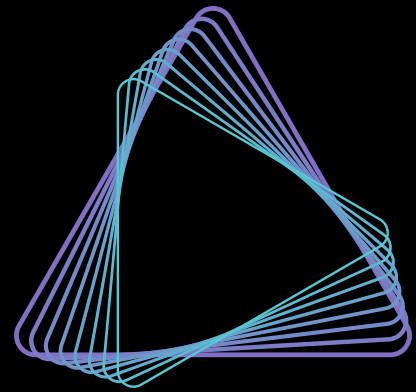
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**Partnering for Growth  
Stronger Together!!**





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**Thank you!**

