

AZENTA
LIFE SCIENCES



**PARTNERS
IN SUCCESS**

Day 3: Markets, Personas, and You

April 25th, 2024

Thursday 25 April

*Provisional agenda, subject to change



TIME	AGENDA	SPEAKER	LOCATION
08:00 – 08:15 AM	Day Two Review & Discussion	Brian Gleason	Hotel Vandivort , Cornerstone
08:15 – 08:45 AM	Independent Monitoring – Set-up & Operation	Gil Edwards, Sean Cantrell	
08:45 – 09:30 AM	Value Propositions, Competitor Analysis & Differentiators	Gil Edwards, Erica Waller, Charlie Knowles	
09:30 – 10:15 AM	Lead Finding & Qualification – Target Customers, Personas & Demographics	Gil Edwards, Erica Waller, Charlie Knowles	
10:15 – 10:45 AM	Target Market Focus – Translation & Transfusion	Gil Edwards	
10:45 – 11:30 AM	Grow Together – Business Reviews, Resources, Tools & Collateral	Amy Kuhn, Caroline Mackinnon	
11:30 – 11:45 AM	Summary & Review	Gil Edwards, Amy Kuhn, Brian Gleason, Charlie Knowles	
11:45 – 12:45 PM	<i>Closing Lunch</i>		

Agenda



Independent Monitoring – Setup & Operation	01
Value Props, Competitive Analysis, & Differentiators	02
Lead Finding & Qualification	03
Target Market Focus: Translation & Transfusion	04
Grow Together – Reviews, Resources, Tools, & Collateral	05

REMOTE MONITORING – SETUP & OPERATION

01

Remote Monitoring



What should be monitored?

Ultimate goal is to maintain temperature and thereby integrity of stored material

- Current Conditions
 - Liquid Level
 - Temperature
 - Events (lid open, Fill start/stop, etc.)
- Alarm States
 - Liquid Level
 - Temperature
 - LN2 Supply

Solution

- Dry contacts on Azenta controller for Alarm States
- Web Portal for Current conditions and data logging

These solutions are great for remote, but not redundant!

NCD Sensors

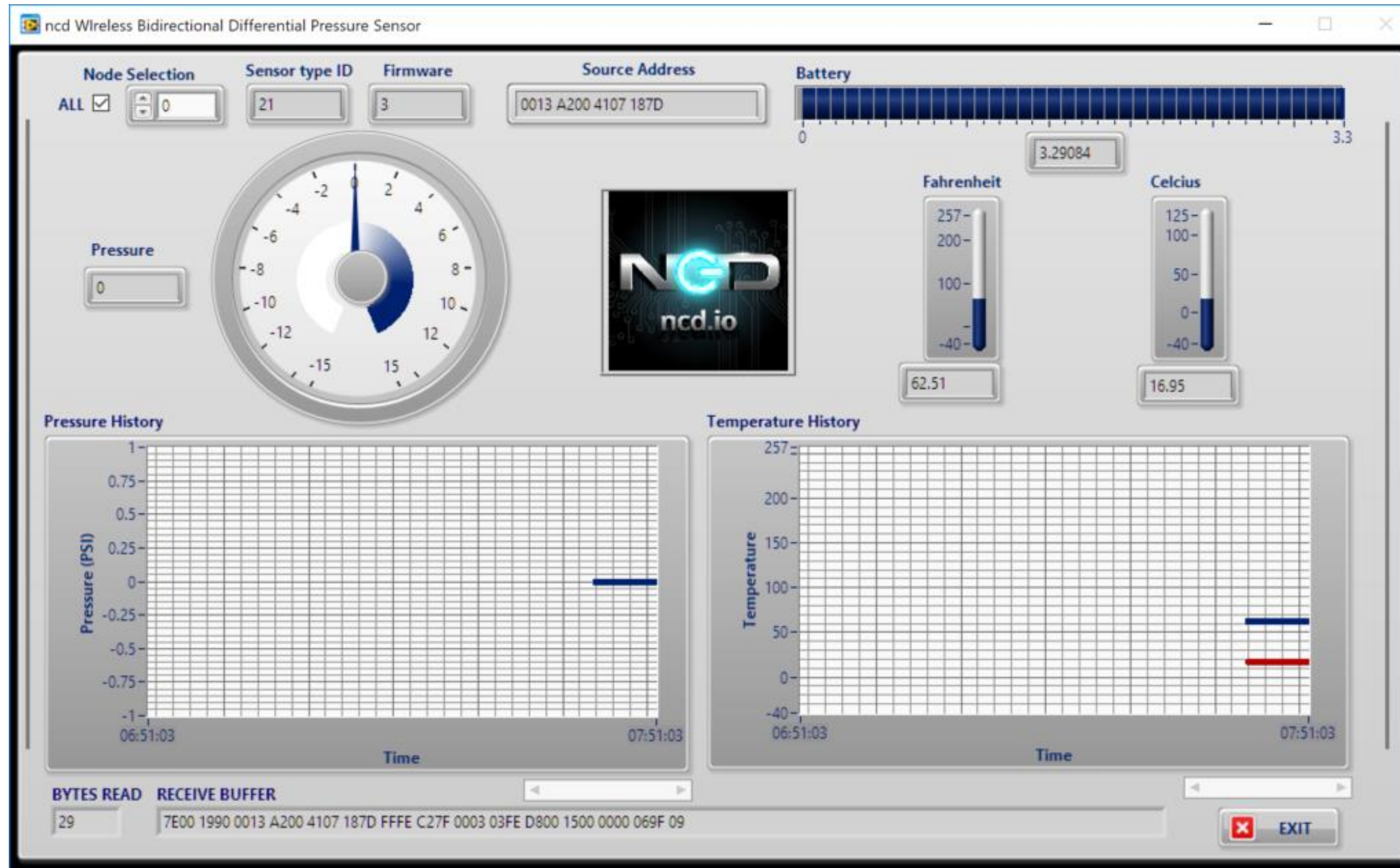


Suite of Sensors Available

- Differential pressure for level
- RTD for Temperature
- Thermocouple for Temperature
- Dry Contact Closure



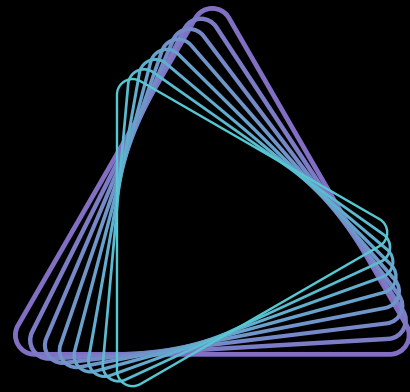
NCD Sensors



Cloud Sensor Features

- Reads Sensor Data
- Reports Sensor Data Directly to Cloud
- Supports AWS, Azure, or MQTT
- 12VDC Operation
- No Gateways Required
- Secure Wi-Fi Communications
- Integrated Web UI for Device Setups

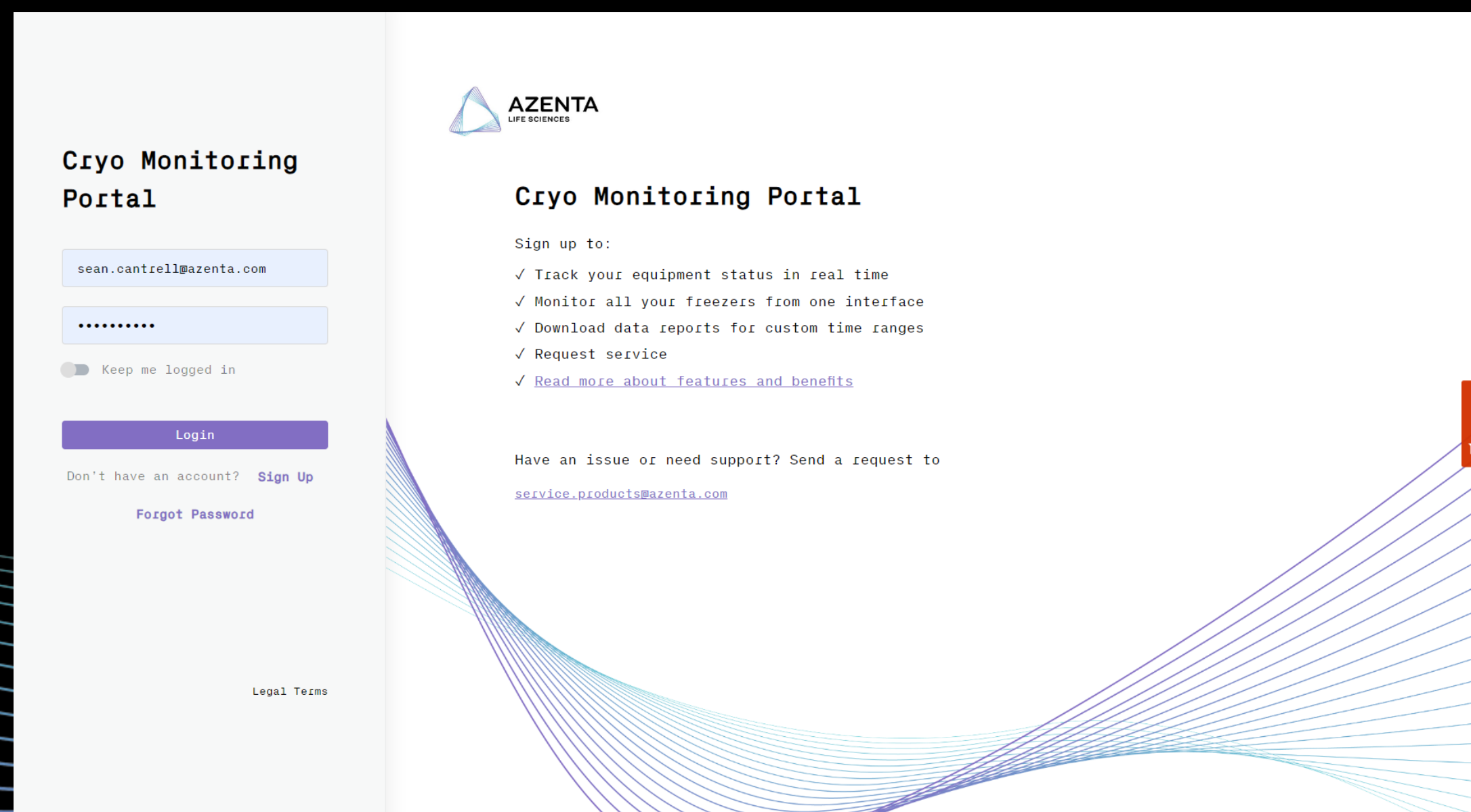




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Azenta Cryo Monitoring Portal

[MONITOR.AZENTA.COM](https://monitor.azenta.com)



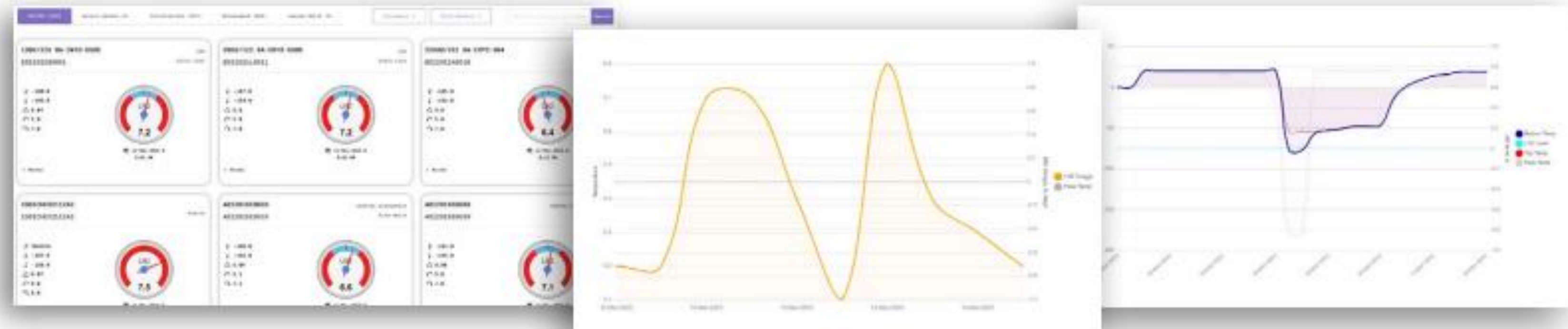
April 24, 2024

Features & Benefits



- Monitor all freezers from one interface
 - Able to easily see freezers with alarms
- Detects and alerts for a disconnected freezer
- Subscribe to text or email alert notifications
- View performance charts and detailed equipment temperature history
- Receive monthly reports on temperature and metrics history including LN2 usage
- Download reports of a custom date range any time
- Share data with Azenta services team to catch problems early on

FREE FOR EVERYONE



What Data is Shared



- Freezer metrics such as temperature, LN2 level, event, etc...

Type any event info to search																
DATE & TIME	EVENT INFO	LN2 LEVEL	TOP TEMP	BOTTOM TEMP	LN2 USAGE	FLOW TEMP	PURGE EXHAUST T	HL FILL SETPOIN	LL FILL SETPOIN	MAX FILL TIME						
23-Apr-24 11:36 AM	Reading	7.4	-187	-195	0.51	19	18	7.8	5.8	120						
23-Apr-24 11:06 AM	Reading	7.4	-187	-195	0.51	19	17	7.8	5.8	120						
23-Apr-24 10:36 AM	Reading	7.4	-187	-195	0.51	19	18	7.8	5.8	120						
23-Apr-24 10:06 AM	Reading	7.4	-187	-195	0.51	18	17	7.8	5.8	120						
23-Apr-24 9:36 AM	Reading	7.4	-187	-195	Type any event info to search											
23-Apr-24 9:06 AM	Reading	7.4	-187	-195	DATE & TIME	TPOIN	MAX FILL TIME	MAX PURGE TIME	STUCK FILL VALV	STUCK PURGE VAL	LID OPEN COUNT	FILL COUNT	TOTAL FILL TIME	PURGE COUNT	TOTAL PURGE TIM	FLUSH COUNT
23-Apr-24 8:45 AM	Level Line Flus	7.4	-187	-195	23-Apr-24 11:36 AM	120	5	0	0	422	204	3759	747	122	0	
23-Apr-24 8:36 AM	Reading	7.4	-187	-195	23-Apr-24 11:06 AM	120	5	0	0	422	204	3759	747	122	0	
23-Apr-24 8:35 AM	Level Line Flus	7.4	-187	-195	23-Apr-24 10:36 AM	120	5	0	0	422	204	3759	747	122	0	
					23-Apr-24 10:06 AM	120	5	0	0	422	204	3759	747	122	0	
					23-Apr-24 9:36 AM	120	5	0	0	422	204	3759	747	122	0	
					23-Apr-24 9:06 AM	120	5	0	0	422	204	3759	747	122	0	
					23-Apr-24 8:45 AM	120	5	0	0	422	204	3759	747	122	0	
					23-Apr-24 8:36 AM	120	5	0	0	422	204	3759	747	122	0	
					23-Apr-24 8:35 AM	120	5	0	0	422	204	3759	747	122	0	

Lets Talk About Data



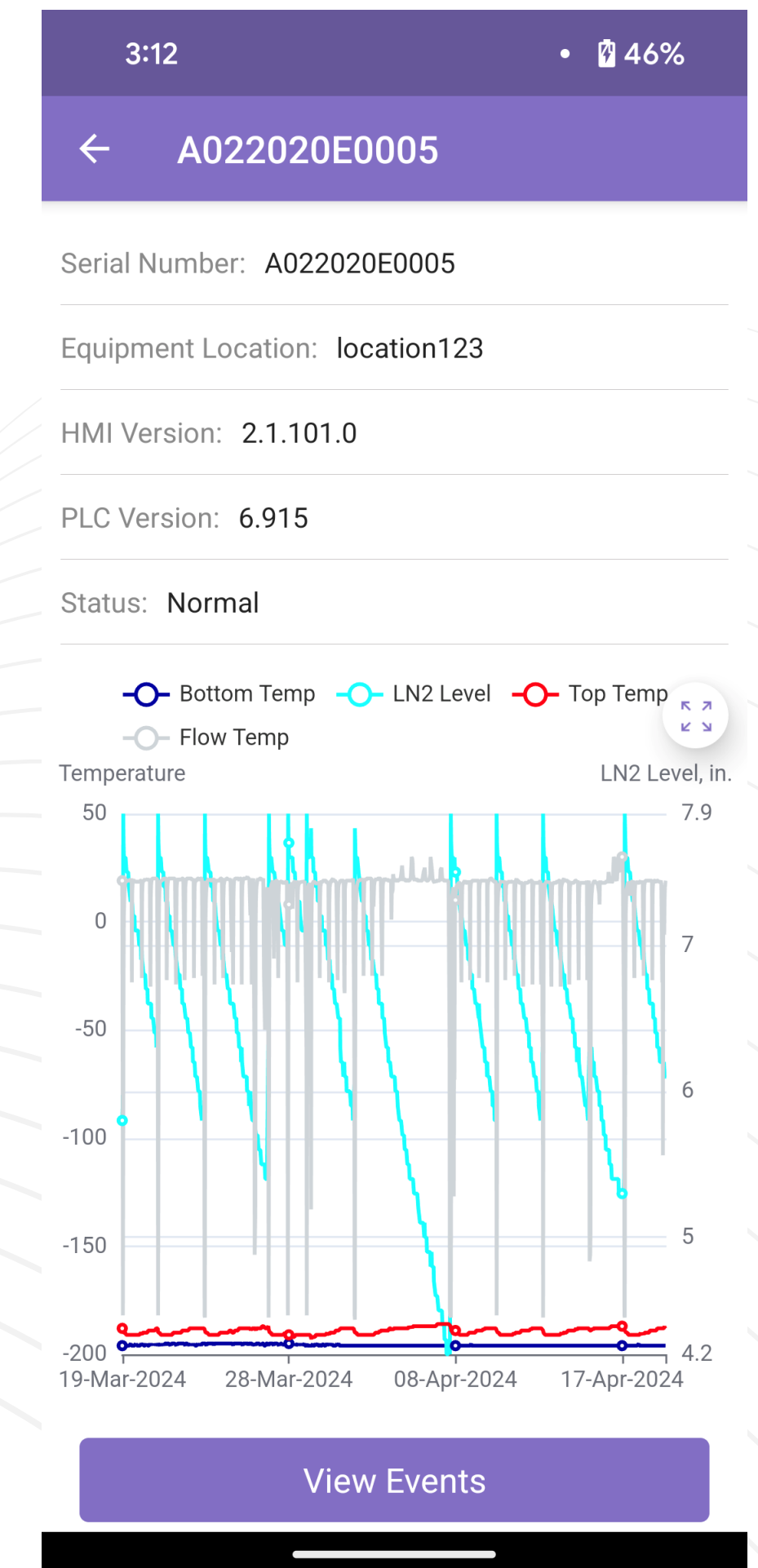
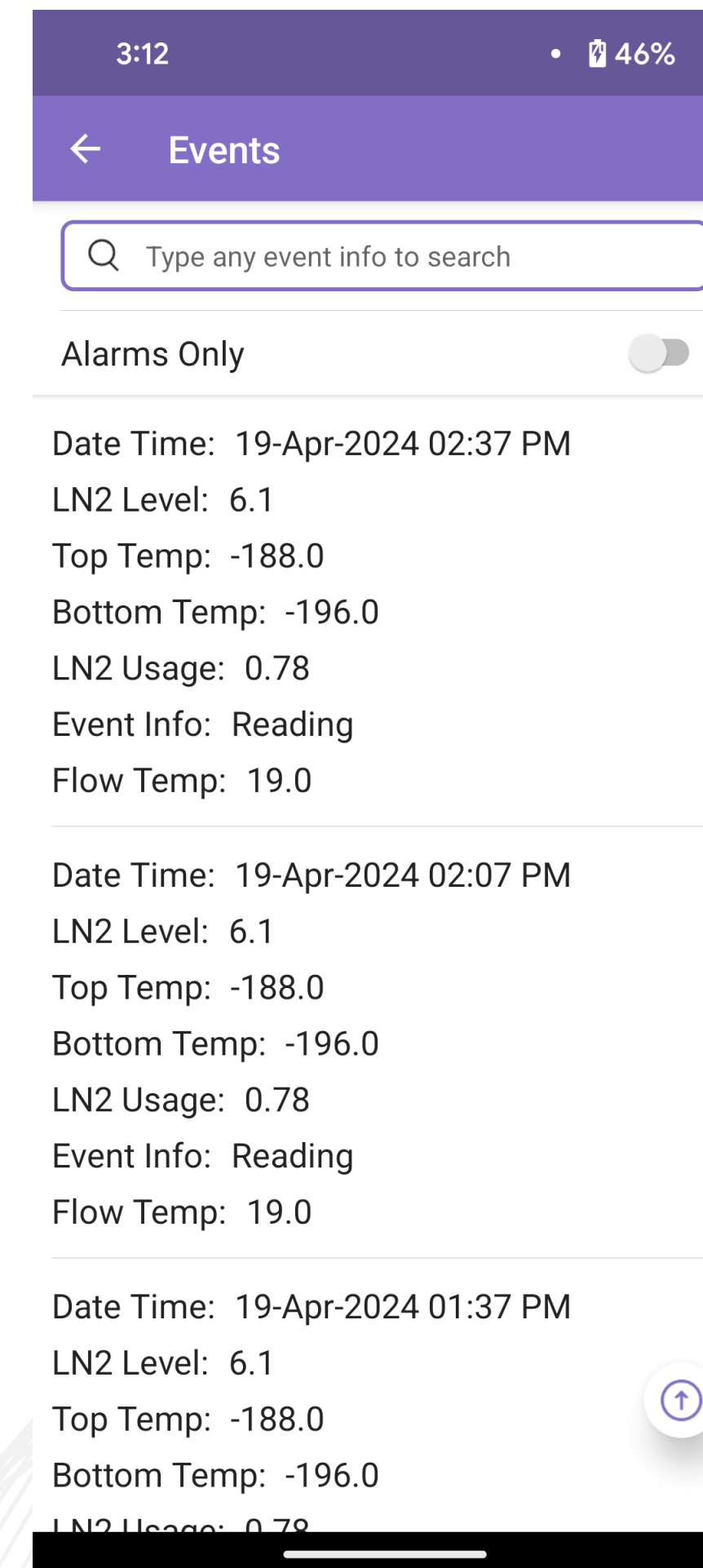
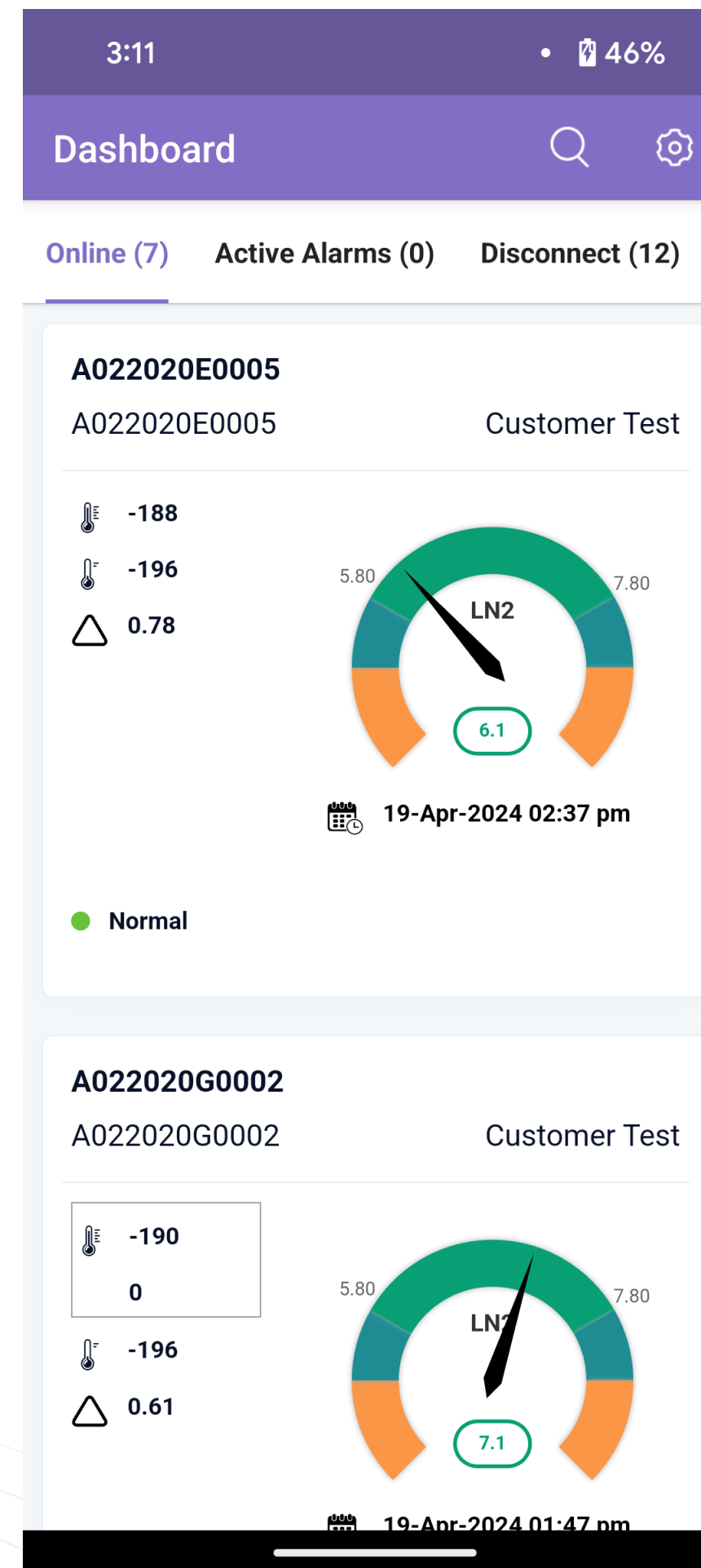
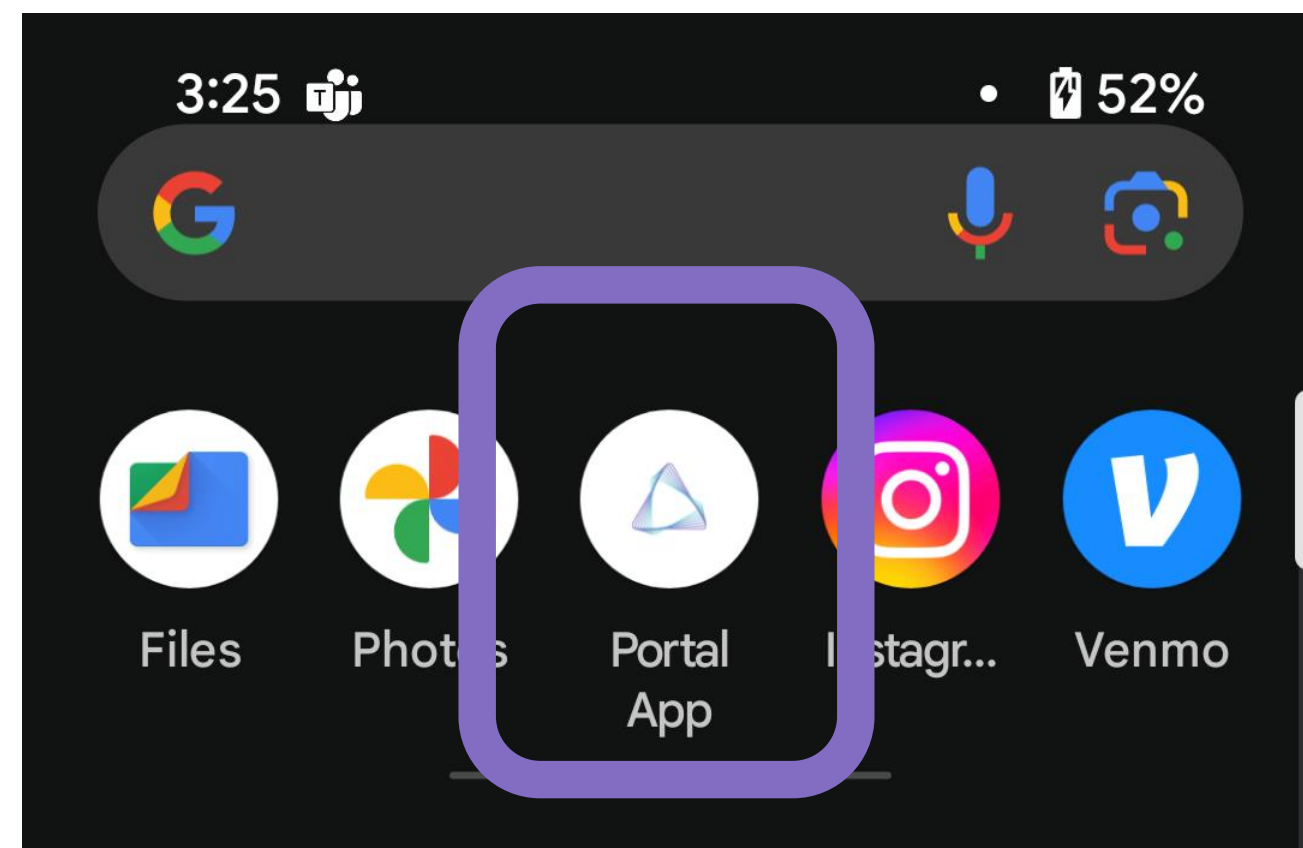
Data Security

- Microsoft Azure used for data hosting and cloud connectivity
 - Azure IOT Hub architecture is used to ensure a secure and reliable connection between freezer and server
 - TLSv1.2, SAS Token stored on controller TPM
 - Communication is one-way. The portal cannot control the freezer or modify freezer settings
- Users (distributers or customers) can only see the freezers they are assigned
- Uploaded data is protected by Azenta's Data Privacy Statement
- Security scans are run every release to check for vulnerabilities. Penetration testing is performed annually.
- The portal is developed in compliance with GAMP principles.

Mobile App is Coming for iOS & Android Devices



- Link to download apps will be added to the next web portal release



Download Mobile App With QR Codes Below



Same Username & Password as Web Portal

Sign up at monitor.azenta.com

Reach out to service.products@azenta.com with any questions or concerns



*Check setting to allow install from unknown sources

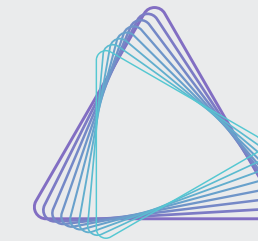
VALUE PROPS, COMPETITIVE ANALYSIS, & DIFFERENTIATORS

02

Auto Cryo Market Overview



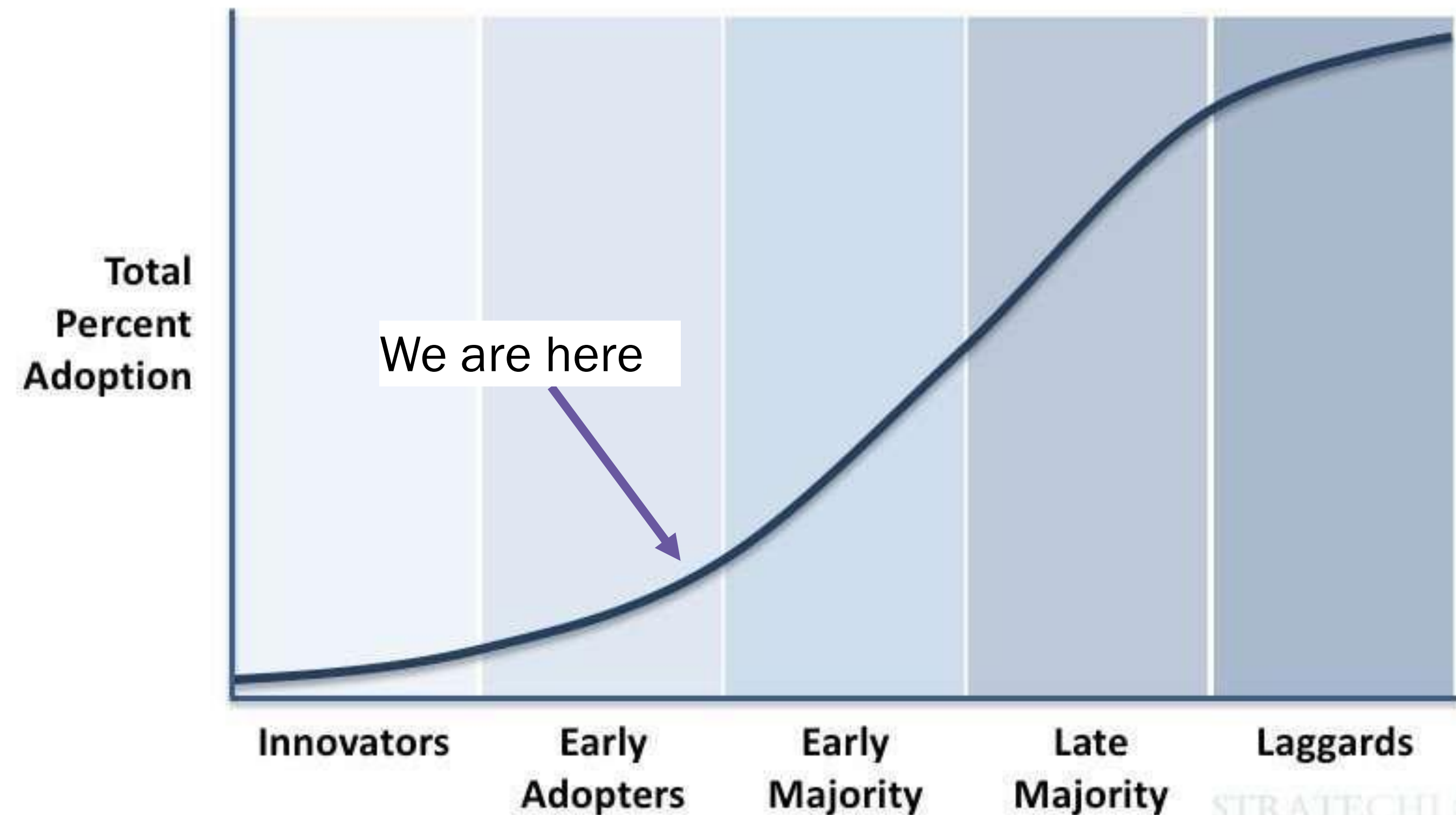
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ADOPTION CURVE

STRATECHI



Automation of cryogenic storage is a relatively new market, growing as the need for high precision and trackable methods of cryogenic storage increases

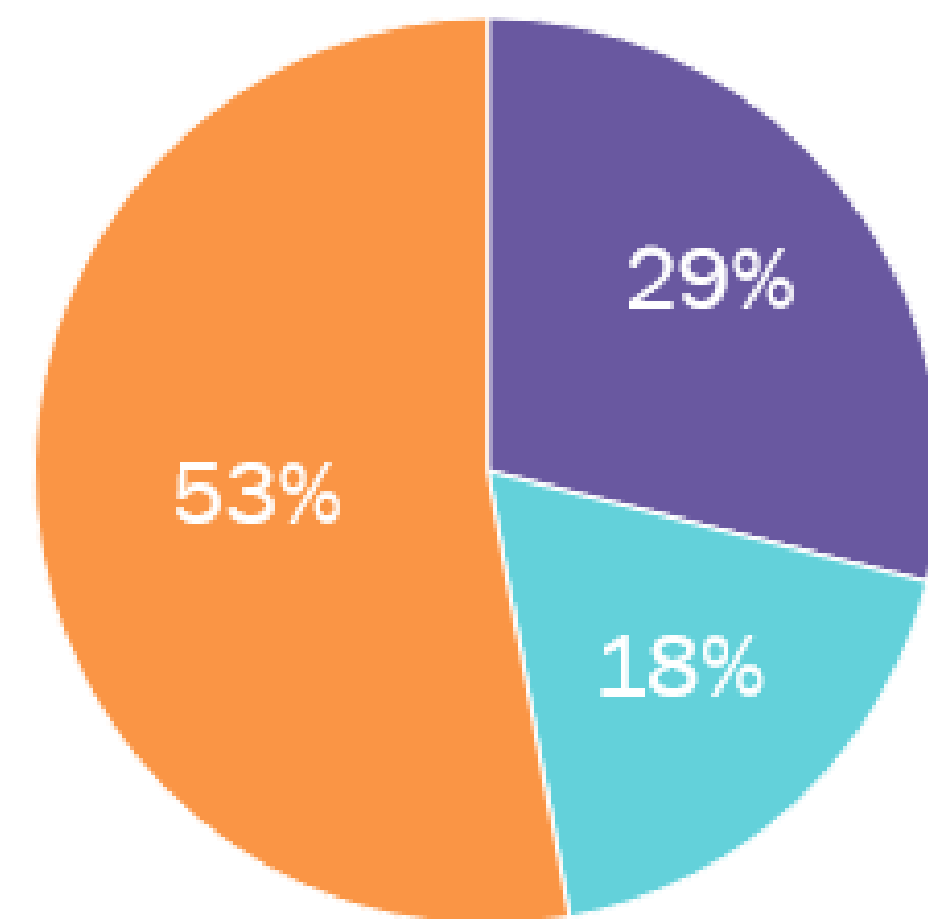
There are few direct competitors in the space, most “lost” opportunities represent a decision to not automate at this time.

Auto Cryo Historic Base



Over 450 systems deployed in the field representing over 120 unique customers, spread across biotech, pharma, academia, government research, and more.

Multi-Unit Deployments



■ 3 Units or More ■ 2 Units ■ 1 Unit

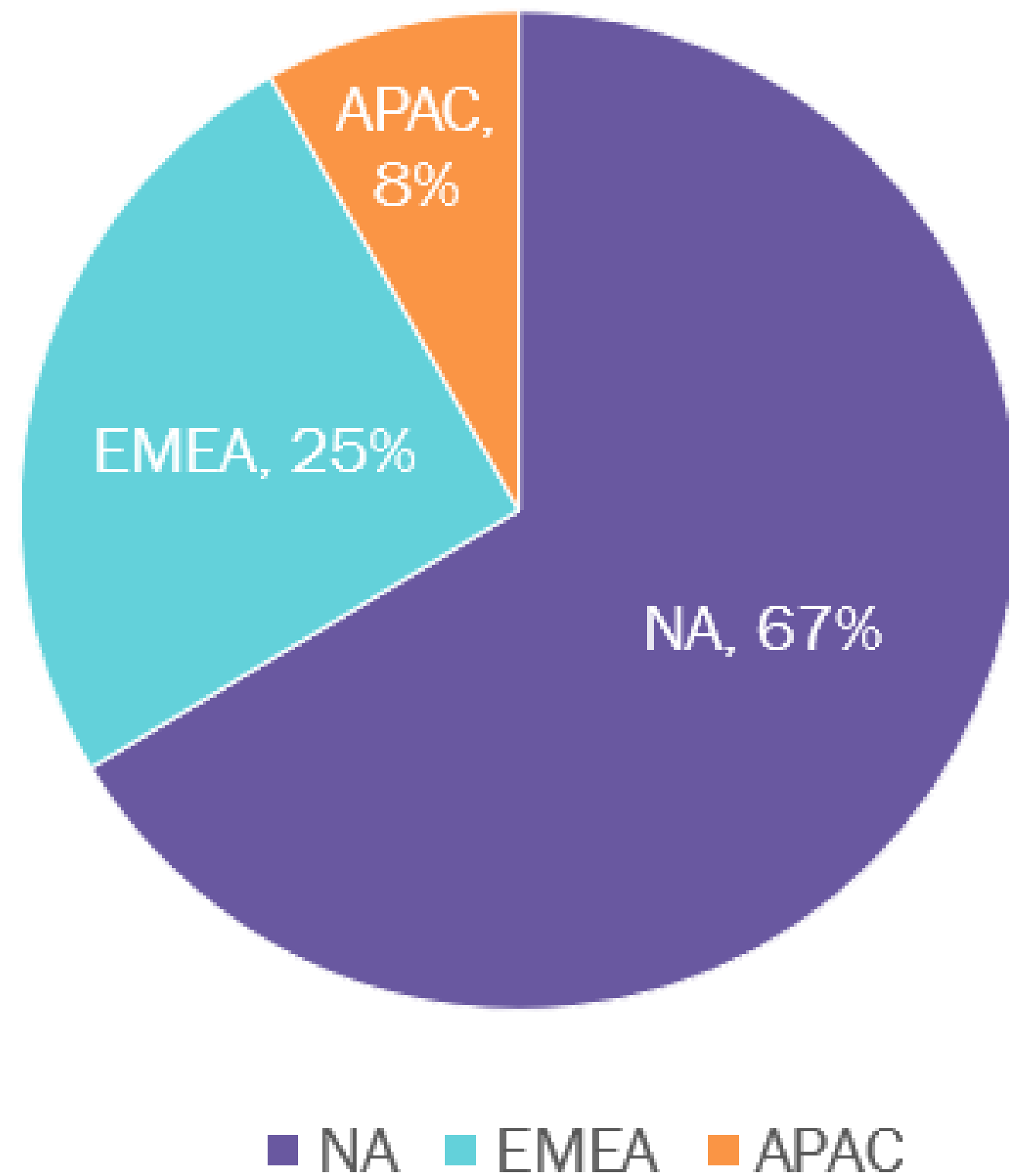
Initial purchase of 1-3 units grows over time

- Additional storage capacity needed
- Sister sites with new deployments
- Penetration of new applications within a single customer

Auto Cryo Historic Base



Regional Distribution

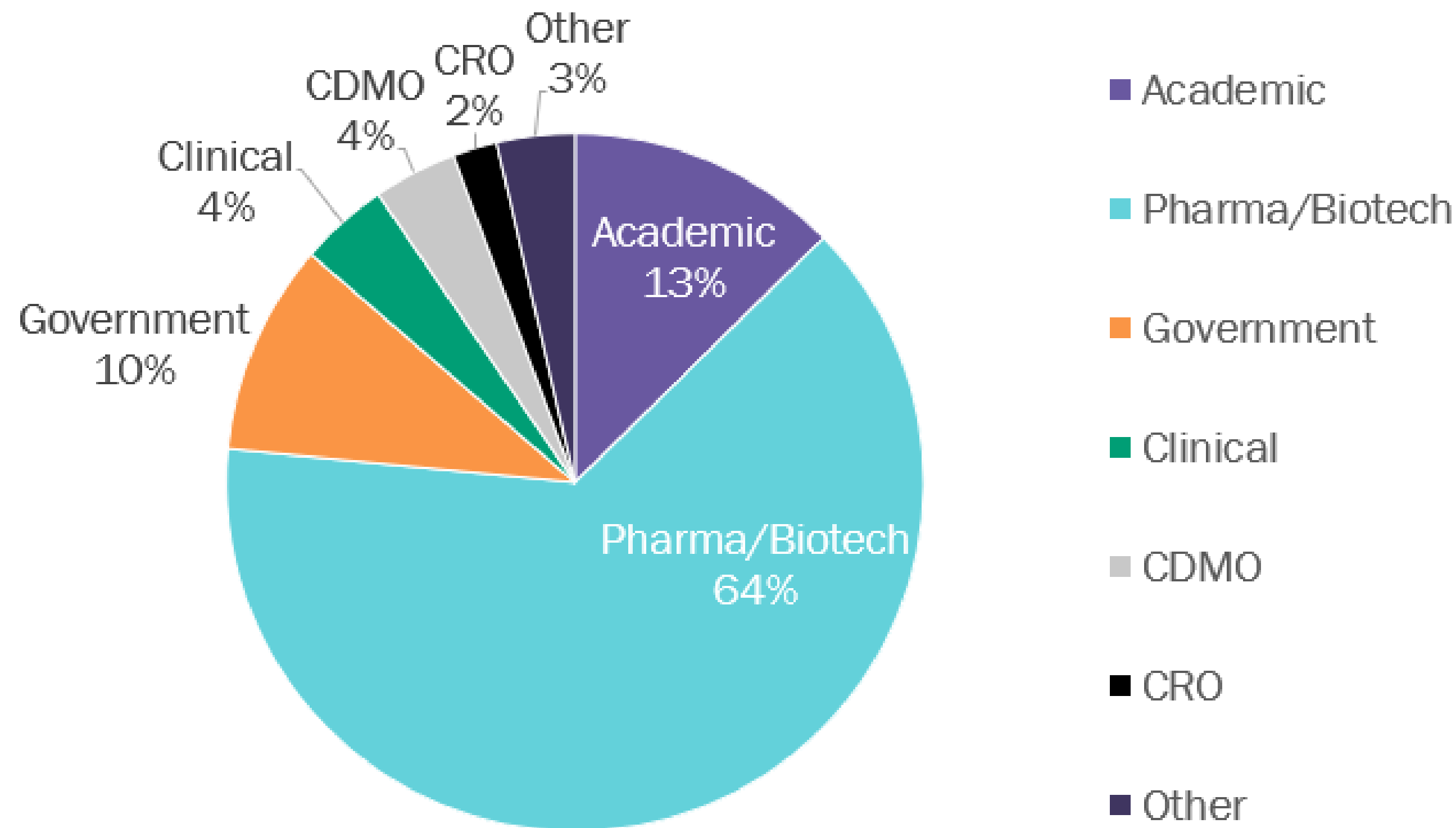


- Many pharma/biotech companies have large US footprints
- Larger US-based direct sales team
- Lower barriers to new technology adoption

Auto Cryo Historic Base



Unit Distribution by Market Segment



Current install base is dominated by pharma/biotech.

- Large pharma purchases of multiple units in single sites
- Additional deployments at new sites
- Smaller biotech investments in 1-3 units

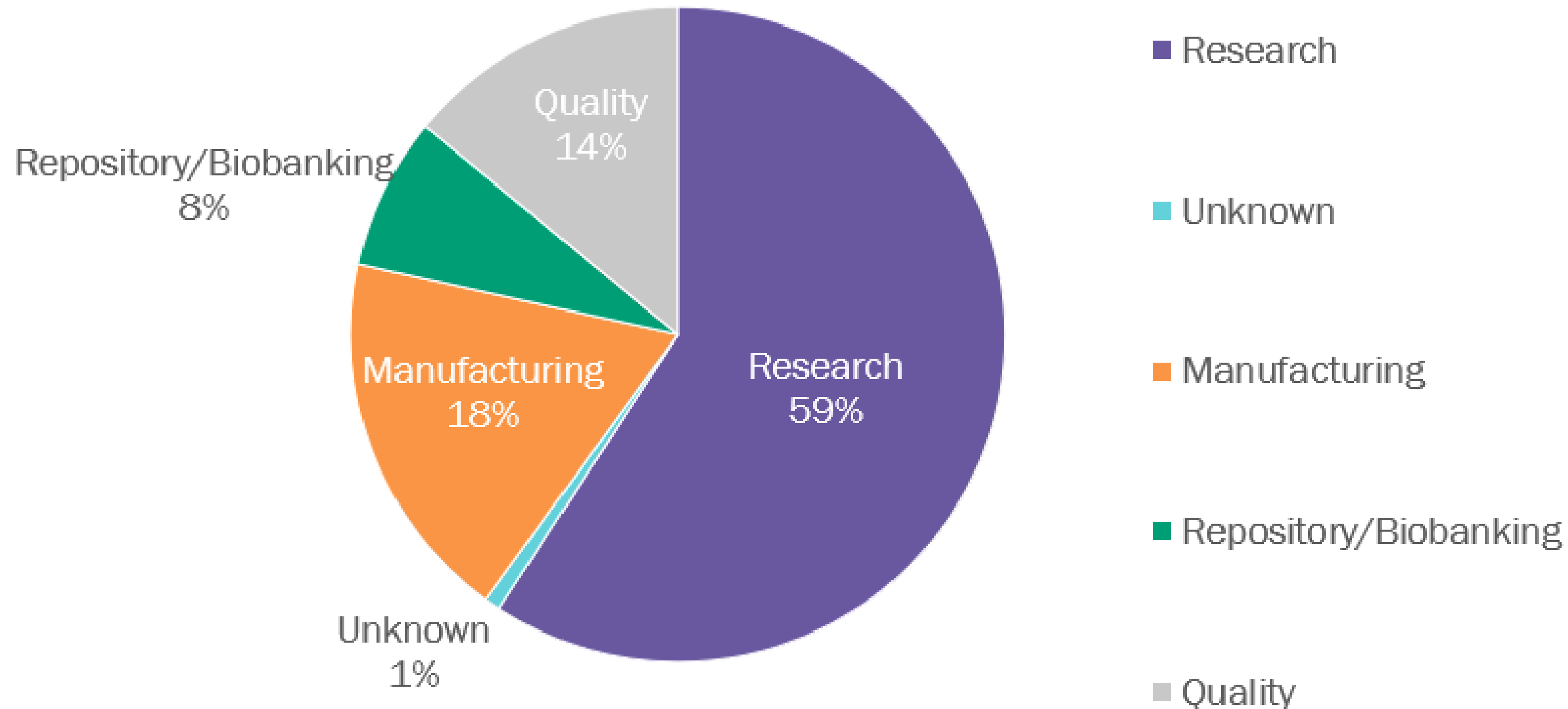
Academic and Government have seen lower rates of adoption

- Price sensitivity
- Lower regulatory pressure

Auto Cryo Historic Base



Unit Distribution by Application Segment



Most auto cryo systems are deployed in research applications

- Growth in Quality and Manufacturing
- Reduction in Repository/Biobanking

Increasing investment in large-scale manufacturing capabilities (Scale Out)

Automated Competitors



General Overview

Auto cryo is a small industry with few large players

- Askion – DACH/EMEA
- Haier Biomedical – APAC
- OriginCell – APAC
- Azenta Life Sciences – NA
- Smaller regional manufacturers – Global

Azenta Pros

- Flexible and able to support many bags/cassettes as well as tubes and vials (SBS, Cryobox, or sterile vials)
- Overall system footprint
- Proven product with robust installation base and global service support
- Price*

Azenta Cons

- No SBS-optimized format
- No tube picking option (cherry picking)

*Price depends heavily on competitor, but generally tube picking systems cost more

Automated and Manual Workflows

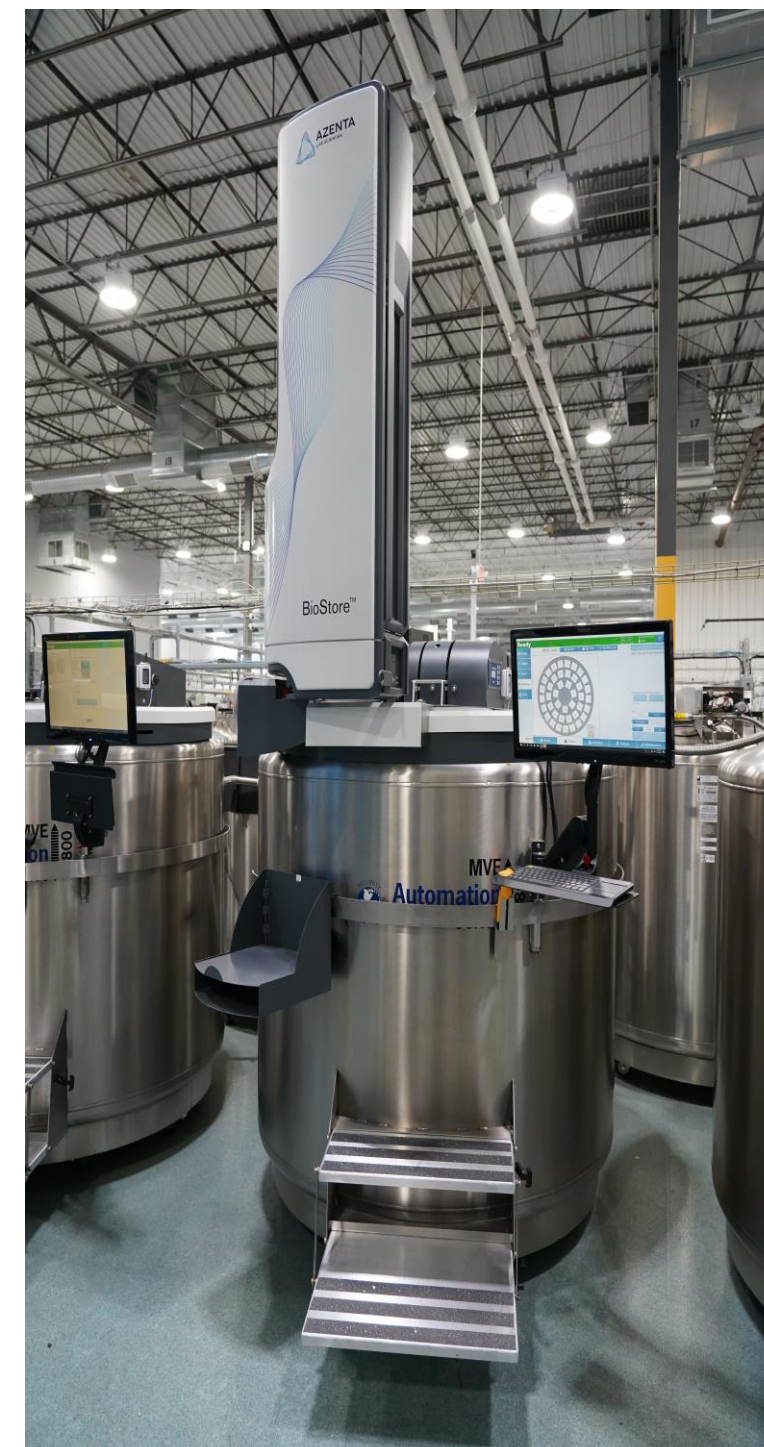


When should I consider automated workflows?

1. Frequently accessed samples
2. High sample value
3. Regulated environment

When should I consider manual workflows?

1. Infrequent access/archival use
2. Price sensitive applications
3. Tolerance for variability (the human element)



Value Prop Statement



Azenta Life Sciences produces best-in-class cryogenic automation to streamline sample management so our customers can focus on bringing therapies to market faster. We secure critical quality attributes, substantially increase regulatory compliance, and deliver the safest user access to samples, in an automated and scalable manner. Available in expertly-curated bundles to offer a quick start setup for a seamless and efficient implementation.




Automated Cryo Product Industry Personas



	Biobank	Discovery Lab	Cell Line Distribution	Manufacturer	Hospital/Clinic
Typical Location	<ul style="list-style-type: none"> Research Hospitals Government supported research centers Large Pharmaceutical research biobank 	<ul style="list-style-type: none"> BioPharma Discovery Research environment Academic research labs 	<ul style="list-style-type: none"> Laboratory functioning as a stand-alone business or integrated within a research organisation. 	<ul style="list-style-type: none"> Large Biopharma Contract development and manufacturing organisations (CDMOs) 	<ul style="list-style-type: none"> Cell lab facility supported by a Hospital or Clinic.
Primary Responsibility	<ul style="list-style-type: none"> Support the collection, annotation, storage, retrieval and distribution of research specimens 	<ul style="list-style-type: none"> Discovery and research into new cellular therapies and treatments 	<ul style="list-style-type: none"> Maintain inventory of high-quality cell lines used for research 	<ul style="list-style-type: none"> Receive cells, manufacture autologous therapies or manufacture allogeneic therapies from multiple cell sources. 	<ul style="list-style-type: none"> Commercial products received from manufacturer which will be maintained by staff until handover for patient infusion
Challenges	<ul style="list-style-type: none"> Supporting a wide range of labware Documentation requirements Upkeep and maintenance cost Academia – Budget constraints Pharma – Untrained scientists' unnecessary interaction with cryo storage 	<ul style="list-style-type: none"> Training requirements Multiple users within a common infrastructure with shared freezers Inventory management 	<ul style="list-style-type: none"> Sample tracking capability Cell viability during processing Consistent and delicate handling of cells to maximise viability and quality 	<ul style="list-style-type: none"> Scaling the system to meet future demands Manual paper inventory records Documentation and reporting challenges 	<ul style="list-style-type: none"> Coordination of multiple staff members to ensure highest quality sample delivery to patients Maintaining cold chain of custody, condition and identity
Automated Cryogenic Storage Value Proposition	<ul style="list-style-type: none"> Capability to store a wide labware variety Assurance of sample quality Regulatory compliance for documentation requirements. Reporting option which is 21-CFR-Part 11 compliant 	<ul style="list-style-type: none"> User friendly user interface Permission and user access capability Easy access to live inventory through system controller 	<ul style="list-style-type: none"> Reporting option (21-CFR-Part 11 compliant) to track a sample's journey in/out of store Cryo critical features to ensure samples remain as safe and secure as possible More consistent processing with less human interaction 	<ul style="list-style-type: none"> Expansion of larger inventory tracking can be provided with FreezerPro LIMS Reporting option (21-CFR-Part 11 compliant) to track a sample's journey in/out of store Easy access to live inventory through system controller 	<ul style="list-style-type: none"> Diverse automation and supporting portfolio designed to provide optimal cold chain management Tracking of samples in and out of freezer with reporting option (21-CFR-Part 11 compliant)

CGT: Pre-Clinical Development



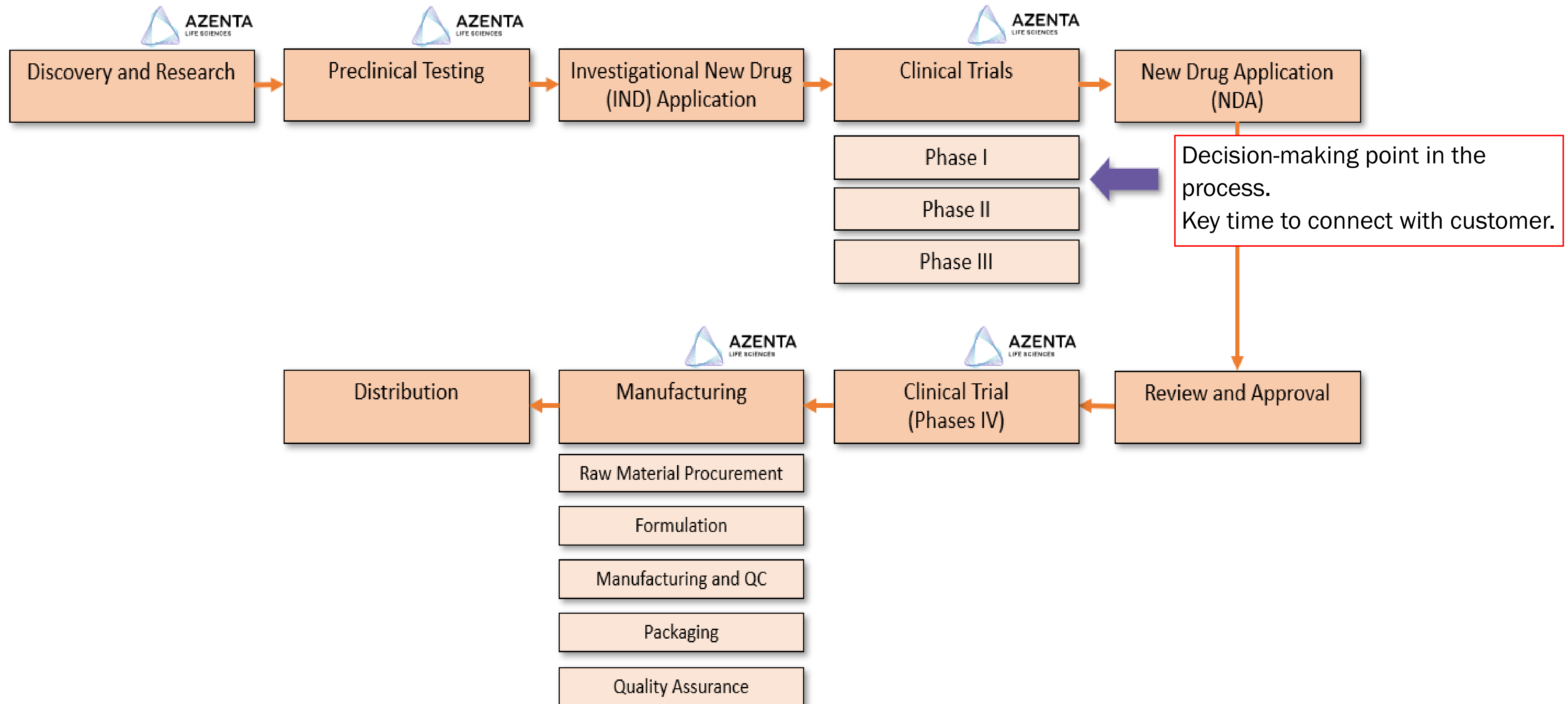
	Sector	Revenue Purpose	Geography
Biopharmaceutical companies	Private	For profit	Global
 Biotechnology companies			
 CDMOs			
Academic research institutions	Private & Public	Non-profit	Generally, country specific

- Biopharmaceutical companies focusing on drug design, vaccines, biological therapies (i.e. CGT)
- Biotechnology companies that engage in research and development, drug development, diagnostic tools, therapeutics, bioprocessing, bioinformatics, and biomedical devices
- Contract Development and Manufacturing Organizations (CDMOs) – end-to-end fully integrated development and manufacturing outsourced services
- Academic research institutions

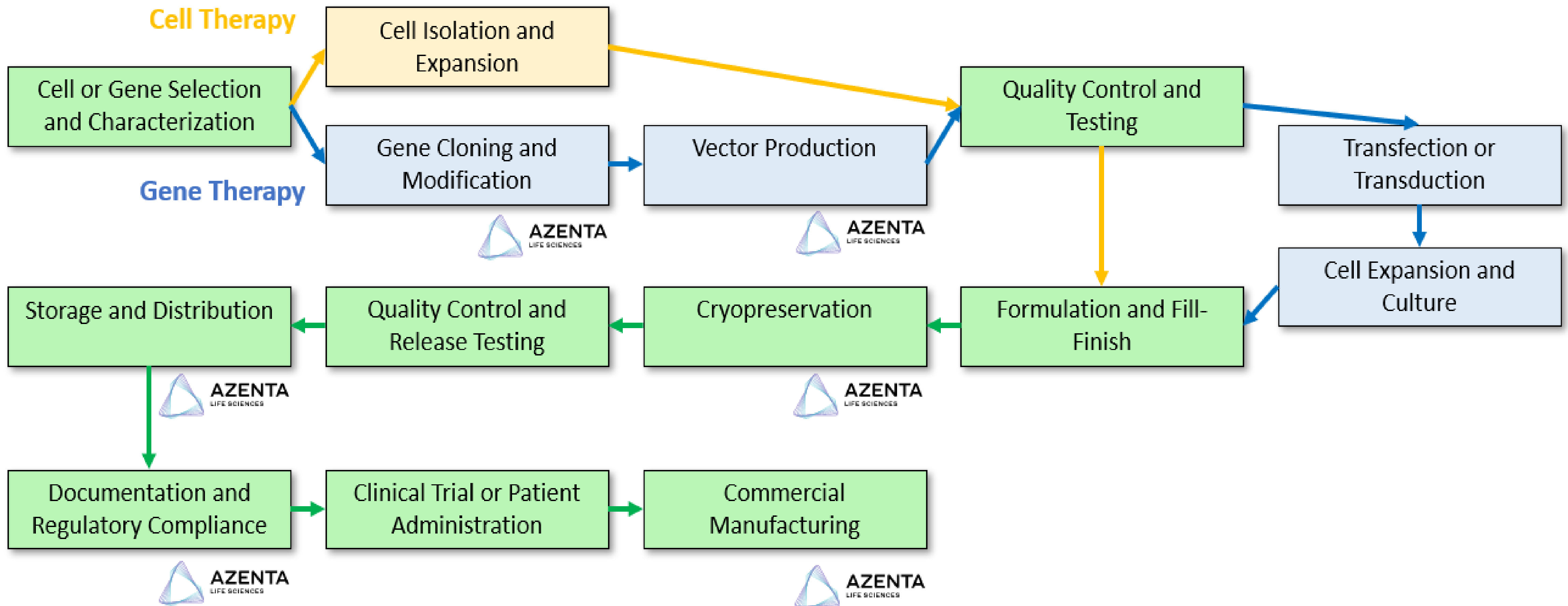
Current strong base with large pharma, potential expansion with CDMOs and smaller biotech

Additional opportunities to penetrate existing accounts more deeply

Drug Manufacturing Process



CGT Manufacturing Process



Pre-Clinical Development: Needs and Pains



Needs

Quality & Regulatory Compliance:

- Time to market, global manufacturing and clinical strategy
- Quality control and regulatory compliance

Operational Reproducibility & Scale-up

- Reproducible and robust system
- Scalability out and up, tech transfer
- Cost efficiency
- Supply chain management, traceability
- Selling contract manufacturing services

Delivering Therapy to Patients

- Risk mitigation: variability, contamination, human error
- Operation with various container systems
- Support for both patient-specific manufacturing and off-the-shelf therapies



Pains

Quality & Regulatory Compliance:

- Complexity
- Regulatory hurdles

Operational Reproducibility & Scale-up

- Lack of standardization and mature technical solutions
- Manual operations, relying on operator's judgement
- Time-consuming
- Cost Pressure
- Supply chain vulnerabilities
- High value starting material, drug product

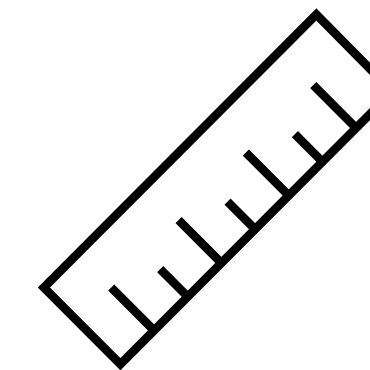
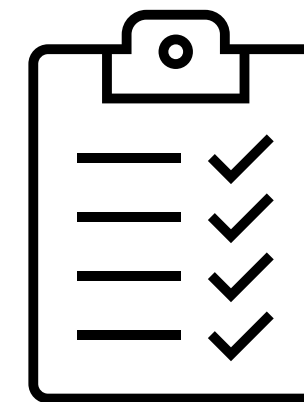
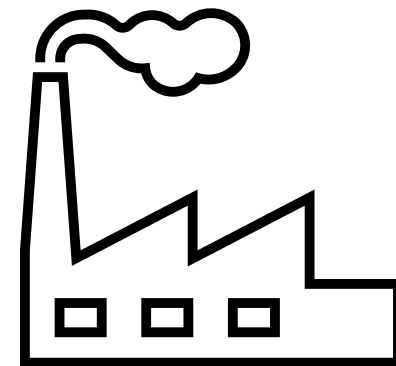
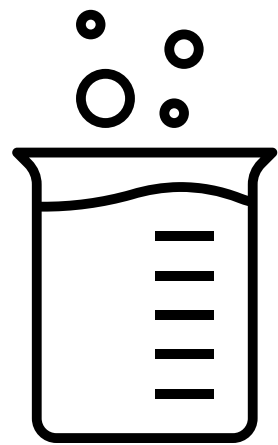
Delivering Therapy to Patients

- For autologous therapies: often no backup product, no room for mistakes
- Lack of trust toward clinical staff

Pre-Clinical Development Personas



Development or Early Manufacturing



CMC / R&D / PD Manager

- Optimal contact point: when the product gets cryoformulated
- Identifies technical solution and embeds it to the GMP process
- Data and innovation driven
- MS/PhD, typically with previous experience in biotech
- Millennials, Gen Z
- Looks at the industry practices and competition, copies previous processes
- High level of influence

Manufacturing / Project Lead

- Optimal contact point: by pre-GMP
- Has to follow the manufacturing protocol, writes URS
- Wants the processes to be GMP-compliant, automated, closed, scalable and transferrable
- SOP driven, works in cleanrooms
- Gen X, Millennials
- Usually MS/PhD with engineering/bioprocess/pharma background
- Allocated budgets to respect, TCO has certain importance
- Needs to sell the platform to investors and customers frequently
- High level of influence

QC Manager

- Optimal contact point: together with Manufacturing
- Has to process manufacturing samples to release the production batch
- Wants standardized & operator-friendly processes
- SOP driven
- Works mostly with vials
- Gen X, Millennials, Gen Z
- Usually MS/PhD with bioprocess/pharma background
- High level of influence

Engineering Company

- Optimal contact point: pre-project
- Involved for large construction projects
- Supports design, project management and execution: URS, budget evaluation, supply
- Driven by the timeline and other specifications of the project and customer satisfaction
- Medium level of influence

Purchasing Manager

- Long term cooperation mindset
- Involved with discussion about Supply Agreements
- Gen X, Millennials, Gen Z
- Lower level of influence

Specific Benefits of Auto Cryo for CGT



Sample Quality

Samples cycled in and out of freezers can experience **reductions in viability of 8.1% and post-thaw recovery of 16.6%** as compared to control samples¹. This reduction is difficult to control in manual workflows and processes, requiring constant vigilance and discipline.

Automation ensures samples are accessed in consistent and repeatable ways, bringing robustness and peace of mind to cryo storage.



Regulatory Compliance

Documentation related GMP audit findings consistently rank among **the top ten findings**, with an **overall incidence rate of 24%** from 1995 to 2005².

Automation scales with the collection, with built in support for current and future regulatory needs. Documentation is automatically generated for audit support, making compliance the default.



User Safety

The cost of one incident per common injury in manually accessed storage is **\$546,886 per year³**.

- Burning, freezing, contusion, laceration, strain, sprain, multiple physical injuries

Automation greatly reduces or eliminates ergonomic and safety issues by preventing user contact with the storage environment and reducing the average weights handled by **~75%***

*Assumes average freezer rack weight of 20lbs and average weight of an individual sample to be 5lbs

1. John Fink et al, "The Effects of Common Transient Warming Events on Post Thaw Recovery and Viability: Of Human Mesenchymal Stem Cells Stored in -190 °C & -80 °C Environments," 2017, <https://www.azenta.com/resources/effects-common-transient-warming-events-post-thaw-recovery-and-viability-human>.
2. European Medicines Agency Inspection, "Good Manufacturing Practice: An analysis of regulatory inspection findings in the centralised procedure," January 18, 2007, https://www.ema.europa.eu/en/documents/other/good-manufacturing-practice-analysis-regulatory-inspection-findings-centralised-procedure_en.pdf.
3. "Estimated Costs of Occupational Injuries and Illnesses and Estimated Impact on a Company's Profitability Worksheet," Occupational Safety and Health Administration, accessed December 6, 2023, <https://www.osha.gov/safetypays/estimator>.

Auto Cryo Gain Creators and Pain Relievers



+ Gain Creators

- Flexibility with various primary containers, all in the same system
 - Vials, cryobags, tubes, etc.
- Scalable solution as sample collections grow
 - Common software and operation across all auto cryo systems streamlines training
- Built-in traceability, with 21CFR Part 11 compliant reporting options

- Pain Relievers

- Simple and intuitive touchscreen UI
 - Access samples within 5 clicks
 - Freezer data at-a-glance, with support for cloud-based monitoring
- Controlled sample access and exposure
 - Failsafe operation limits sample exposure
 - Emergency override protections by default



LEAD FINDING & QUALIFICATION

DS

PRODUCT

GINTUIT (Allogeneic Cultured Keratinocytes and Fibroblasts in Bovine Collagen)
 MACI (Autologous Cultured Chondrocytes on a Porcine Collagen Membrane)
 RETHYMIC (allogeneic processed thymus tissue – agdc)
 STRATAGRAFT (allogeneic cultured keratinocytes and dermal fibroblasts)
 LAVIV (Azficel-T)
 LANTIDRA (donislecel)

CASGEVY (exagamglogene autotemcel [exa-cel])
 LYFGENIA (lovotibeglogene autotemcel [lovo-cel])
 LENMELDY (atidarsagene autotemcel)
 SKYSONA (elivaldogene autotemcel)
 ZYNTEGLO (betibeglogene autotemcel)
 ALLOCORD (HPC, Cord Blood)
 CLEVECORD (HPC Cord Blood)
 Ducord, HPC Cord Blood
 OMISIRGE (omidubicel-only)
 HEMACORD (HPC, cord blood)
 HPC, Cord Blood
 HPC, Cord Blood - MD Anderson Cord Blood Bank
 HPC, Cord Blood - LifeSouth
 HPC, Cord Blood - Bloodworks

PROVENGE (sipuleucel-T)
 ABECMA (idecabtagene vicleucel)
 BREYANZI (lisocabtagene maraleucel)
 CARVYKTI (ciltacabtagene autoleucel)
 TECARTUS (brexucabtagene autoleucel)
 YESCARTA (axicabtagene ciloleucel)
 KYMRIA (tisagenlecleucel)
 AMTAGVI (lifileucel)

ADSTILADRIN (nadofaragene firadenovec-vcng)
 ELEVIDYS (delandistrogene moxeparovec-rokl)
 HEMGENIX (etranacogene dezaparovec-drlb)
 IMLYGIC (talimogene laherparepvec)
 LUXTURNA (voretigene neparovec-rzyl)
 ROCTAVIAN (valoctocogene roxaparovec-rvox)
 VYJUVEK (beremagene geperpavec)
 ZOLGENSMA (onasemnogene abeparovec-xioi)

BY

Organogenesis Incorporated
 Vericel Corp.
 Enzyvant Therapeutics GmbH
 Stratatech Corporation
 Fibrocell Technologies
 CellTrans Inc.

Vertex Pharmaceuticals Incorporated
 bluebird bio, Inc.
 Orchard Therapeutics (Europe) Limited
 bluebird bio, Inc.
 bluebird bio, Inc.
 SSM Cardinal Glennon Children's Medical Center
 Cleveland Cord Blood Center
 Duke University School of Medicine
 Gamida Cell Ltd.
 New York Blood Center
 Clinimmune Labs, University of Colorado Cord Blood Bank
 MD Anderson Cord Blood Bank
 LifeSouth Community Blood Centers, Inc.
 Bloodworks

Dendreon Corp.
 Celgene Corporation, a Bristol-Myers Squibb Company
 Juno Therapeutics, Inc., a Bristol-Myers Squibb Company
 Janssen Biotech, Inc.
 Kite Pharma, Inc.
 Kite Pharma, Incorporated
 Novartis Pharmaceuticals Corporation
 lovance Biotherapeutics, Inc.

Ferring Pharmaceuticals A/S
 Sarapeta Therapeutics, Inc.
 CSL Behring LLC
 BioVex, Inc., a subsidiary of Amgen Inc.
 Spark Therapeutics, Inc.
 BioMarin Pharmaceutical Inc
 Krystal Biotech, Inc.
 Novartis Gene Therapies, Inc.

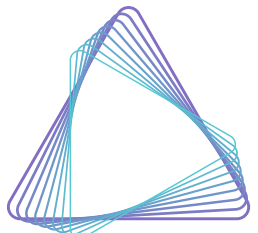
TYPE

Cell therapy / tissue engineering
 Cell therapy / tissue engineering
 Cell therapy / tissue engineering
 Cell therapy / tissue engineering
 Cell therapy / tissue engineering
 Cell therapy: pancreatic islet cells

Gene-edited cell therapy
 Gene-edited cell therapy
 Gene-modified cell therapy
 Gene-modified cell therapy
 Gene-modified cell therapy
 Hematopoietic stem cell transplant (HPSCT)
 Hematopoietic stem cell transplant (HPSCT)
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Immunotherapy: dendritic cells
 Immunotherapy: T-cell therapy: CAR T
 Immunotherapy: T-cell therapy: CAR T
 Immunotherapy: T-cell therapy: CAR T
 Immunotherapy: T-cell therapy: CAR T
 Immunotherapy: T-cell therapy: CAR T
 Immunotherapy: T-cell therapy: CAR T
 Immunotherapy: T-cell therapy: CAR T
 Immunotherapy: TIL

In-vivo gene therapy
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 In-vivo gene therapy
 In-vivo gene therapy
 In-vivo gene therapy



AZENTA
 LIFE SCIENCES

Cryopreserved

ULT storage



Auto Cryo Penetration into Approved Cell and Gene Therapies



PRODUCT

CASGEVY (exagamglogene autotemcel [exa-cel])

ABECMA (idecabtagene vicleucel)

BREYANZI (lisocabtagene maraleucel)

CARVYKTI (ciltacabtagene autoleucel)

TECARTUS (brexucabtagene autoleucel)

YESCARTA (axicabtagene ciloleucel)

KYMRIAH (tisagenlecleucel)

AMTAGVI (lifileucel)

BY

Vertex Pharmaceuticals Incorporated
Celgene Corporation, a Bristol-Myers Squibb Company

Juno Therapeutics, Inc., a Bristol-Myers Squibb Company

Janssen Biotech, Inc.

Kite Pharma, Inc.

Kite Pharma, Incorporated

Novartis Pharmaceuticals Corporation

Iovance Biotherapeutics, Inc.

TYPE

Gene-edited cell therapy

Immunotherapy: T-cell therapy: CAR T

Immunotherapy: T-cell therapy: CAR T

Immunotherapy: T-cell therapy: CAR T

Immunotherapy: T-cell therapy: CAR T

Immunotherapy: T-cell therapy: CAR T

Immunotherapy: T-cell therapy: CAR T

Immunotherapy: TIL

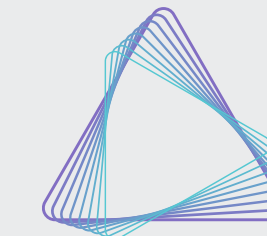
40% of cryopreserved approved cell and gene therapies use Azenta auto cryo systems in their processes.



CGT Clinical Trials: Phase 3 and 4



PARTNERS
IN SUCCESS



AZENTA
LIFE SCIENCES

Trial Sponsor	Cryo Products Engagement	Product Category	FDA Approved?
Capricor Inc.	Cryopod	Gene Therapy	No
Stanford University	Cryopod	Cell Therapy	No
Abeona Therapeutics, Inc	No	Cell Therapy	Anticipated
AlloVir	No	Cell Therapy	No
Atara Biotherapeutics	No	Cell Therapy	Anticipated
Baxalta now part of Shire	No	Gene Therapy	No
BriaCell Therapeutics Corporation	No	Gene Therapy	No
Candel Therapeutics, Inc.	No	Gene Therapy	No
Cook MyoSite	No	Cell Therapy	No
Dendreon	No	Cell-Based Immunotherapy	Yes
Direct Biologics, LLC	No	Cell Therapy	No
Gamida Cell Ltd	No	Cell Therapy	Yes
Kolon TissueGene, Inc.	No	Cell Therapy	No
Medeor Therapeutics, Inc.	No	Cell Therapy	No
National Cancer Institute (NCI)	No	Gene Therapy	No
Orca Biosystems, Inc.	No	Cell Therapy	No
Prokidney	No	Cell Therapy	No
Rapa Therapeutics LLC	No	Cell-Based Immunotherapy	No
TVAX Biomedical	No	Cell Therapy	No
University of Miami	No	Gene Therapy	No

- There are currently 302 active studies in phase 3 or 4 of clinical trials in the US
- ~12% have potential for cryo storage opportunity
- Of those, 50% have Azenta cryo products engagement

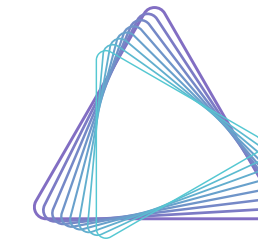
Opportunity to engage with these customers and lock in Azenta cryo before final FDA approvals

The Next Five



Top targets for large/expanded adoption to drive and diversify auto cryo growth

Account	Site	# of Units	Channel
Vericel	Burlington	3-10	Y
BioNTech	Mainz	8-15	N
AstraZeneca	Cambridge, Gaithersburg	10-20	Y
Moderna	Norwood, Cambridge, London	3-5	N
Novo Nordisk (Catalent)	US, Denmark, Belgium	10+	Y



The Customer:

- Vericel – a biopharma company focused on cell therapy for sports medicine and severe burn care
- Headquartered in Cambridge, MA
- New CGT facility underway in Burlington, to support growth of approved and upcoming therapies

The Need:

- New facility requires many cryo freezers for all parts of the cell therapy manufacturing process
- Preference to reduce the number of vendors by Cardinal Group, construction management partner

The Opportunity:

- Drawings originally called for 15 CBS HE freezers
 - Needed to show value of automation to justify cost (10x)
- Quality engineers led shift to automation
 - User safety
 - Sample integrity
 - Digital chain of custody
 - Process control
- Partner with LabRepCo as the dealer for Cardinal Group to satisfy need for reduced vendor count

The Win:

- Qty. 9 M60 cryo critical units
 - ~\$1.5M in products revenue for shipment in Q3
- Secondary PO for software licenses and qualification services to follow closer to installation
- Strong initial foothold in Vericel’s processes for future incremental unit potential
- Pursuing approval for named social media post on new installation and investment in sample security
- “one of their largest capital purchases ever”

Trade-In, Trade-Up Promo



MAKE THE LEAP TO AUTOMATION

Trade up now and **get a credit** toward a new automated system from Azenta

Available in the US only

For new auto cryo customers

Azenta/Abeyance freezers not eligible*

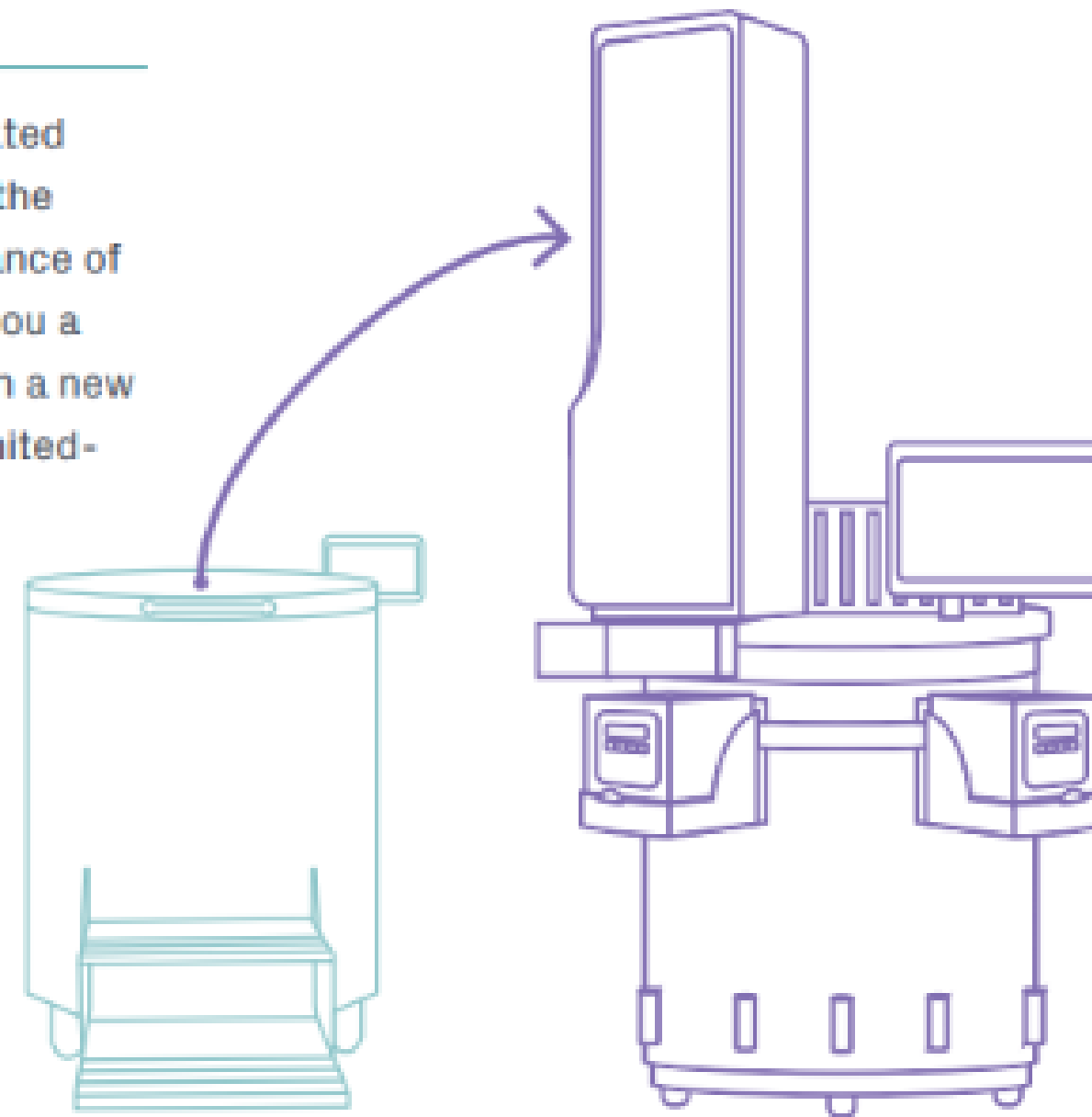
Ready to make the leap to automation?

Upgrade to the next level of sample storage with an automated cryo freezer from Azenta! Your high-value samples deserve the utmost care and protection, and we understand the importance of preserving their integrity. That's why we're excited to offer you a special incentive to trade in your old freezers and embark on a new era of automated sample storage. Take advantage of our limited-time offer and make the switch today.



GET UP TO **\$35,000 CREDIT**

Trade in your old freezer and get up to \$35,000* toward a new automated sample storage system from Azenta



How to redeem this offer

- Step 1**
Talk to your sales representative
- Step 2**
Review and submit your order
- Step 3**
Schedule installation of your new freezer with the Azenta service team
- Step 4**
Tell us when you are ready to dispose of your old freezer (max 90 days)

You must complete your sample transfer and dispose of the previous freezer within 90 days after the new freezer installation.

Trade-In Promo Details



PN	Description	Full List Price
388117-TI	Biostore Cryo A45 120V Trade in Package	\$ 230,825
388118-TI	Biostore Cryo A45 Tall Door 120V Trade in Package	\$ 273,225
388119-TI	Biostore Cryo M60 Basic Trade in Package	\$ 261,525
388120-TI	Biostore Cryo M60 120V Trade in Package	\$ 282,025
388121-TI	Biostore Cryo M60 Tall Door 120V Trade in Package	\$ 367,125
388122-TI	Biostore Cryo M60 Cassette 120V Trade in Package	\$ 341,225

Capacity Range	Freezer Manufacturer	Freezer Model	Discount Value (USD)
< 20,000 vials	MVE	800 Series	\$ 18,000
< 20,000 vials	Worthington	Labs 20K	\$ 18,000
< 20,000 vials	IC Biomedical	10K	\$ 18,000
< 20,000 vials	IC Biomedical	24K	\$ 18,000
< 20,000 vials	Thermo Fisher	CryoExtra20	\$ 18,000
< 20,000 vials	Thermo Fisher	CryoPlus 2	\$ 18,000
< 20,000 vials	Thermo Fisher	CryoPlus 3	\$ 18,000
< 20,000 vials	CBS	V1500	\$ 18,000
< 20,000 vials	CBS	V3000	\$ 18,000
< 20,000 vials	CBS	V3000EH	\$ 18,000
20,000 - 40,000 vials	MVE	MVE 1500 Series	\$ 25,000
20,000 - 40,000 vials	Worthington	Labs 40K	\$ 25,000
20,000 - 40,000 vials	IC Biomedical	38K	\$ 25,000
20,000 - 40,000 vials	Thermo Fisher	CryoExtra 40	\$ 25,000
20,000 - 40,000 vials	Thermo Fisher	CryoPlus 4	\$ 25,000
20,000 - 40,000 vials	CBS	V5000	\$ 25,000
20,000 - 40,000 vials	CBS	V5000EH	\$ 25,000
> 40,000 vials	MVE	1800 series	\$ 35,000
> 40,000 vials	Worthington	Labs 80K	\$ 35,000
> 40,000 vials	Thermo	CryoExtra 80	\$ 35,000
> 40,000 vials	Thermo	CryoExtra 94	\$ 35,000

TARGET MARKET FOCUS: TRANSLATION & TRANSFUSION

04

Barnes Jewish Hospital Cancer Center



Background:

- Cancer center specializes in Childhood Cancer Treatment
- First transplants took place in late 1970's
- Located in Central USA (St. Louis, MO)
- Typically process ~300 transplants per year (*about 1500 250ml cassettes per year*)
- Bone Marrow repository contained 30 CBS Isotherm V5000 Freezers
- Facility is centrally located within building, expansion not possible



Problem:

- Needed to increase capacity without moving walls!
- Resolve ergonomic and workflow issues

Barnes Jewish Hospital Cancer Center



Capacity

- Increase capacity and reduce footprint
- Significantly better storage density with all samples in vapor

Performance / Efficiency

- Significantly reduce LN2 usage
- -190°C vapor storage temperature
- 25 day hold time below -135°C
- Temperature does not fluctuate with LN2 level or lid openings

Ergonomics / Workflow

- Auto fog clear and cryo LED provide full sample visibility
- Reduced lift over and user reach
- Sufficient workspace to maintain cold chain
- Lid access control / chain of custody

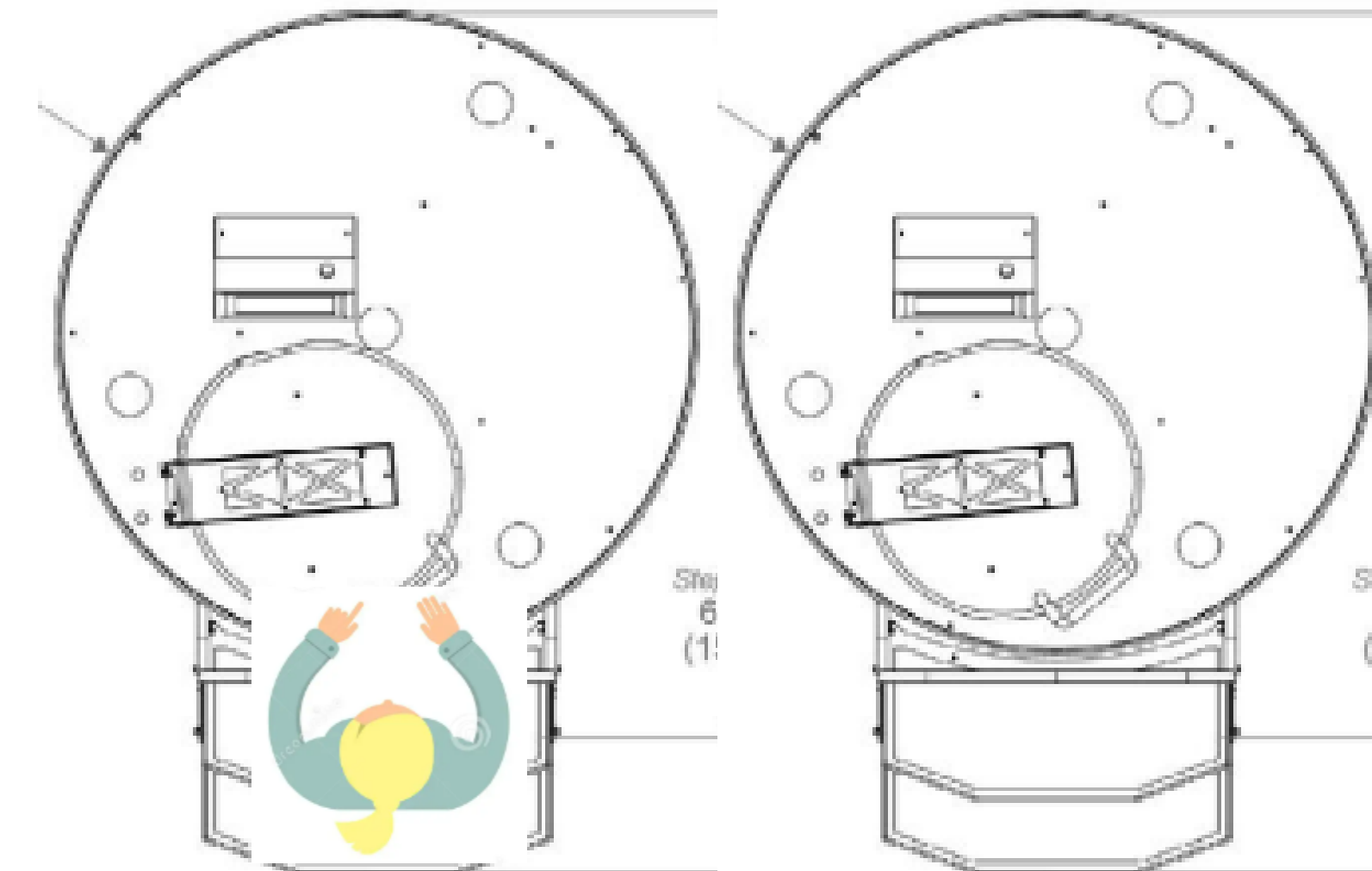
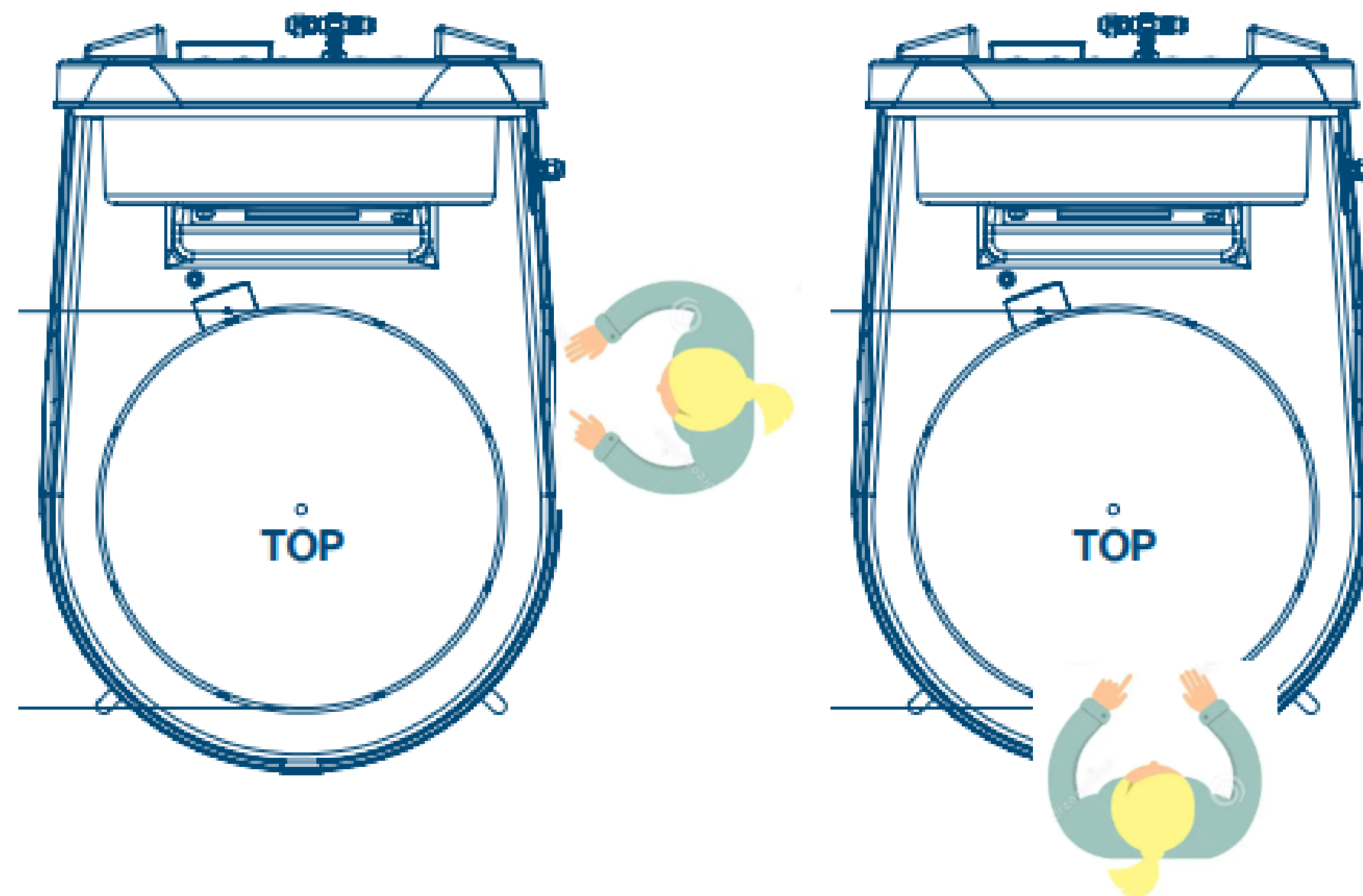
Connectivity

- Built-in WiFi/LAN
- Text and email alerts
- Cloud backup / redundant remote monitoring



	CBS V5000	Azenta A700	
750ml bags	608	848	
250ml bags	912	1376	50% inc
50ml bags	1936	3080	
Ext Dims	119cm X 137cm	140cm	
Storage Density	559 bags/m2	894 bags/m2	59% inc
Liftover Height	270cm	86cm	>200% dec
Max Reach	112cm	59cm	90% dec

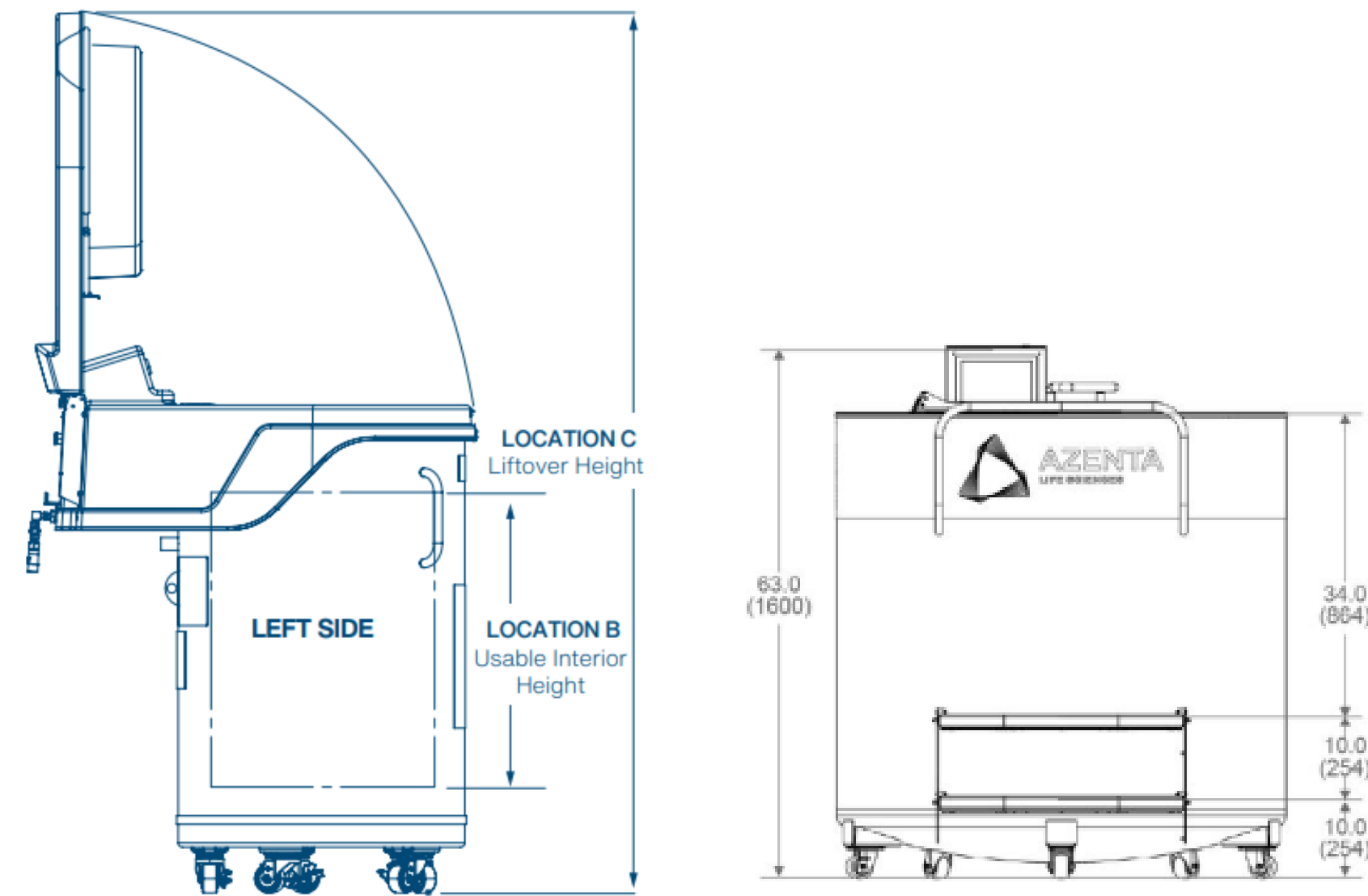
Barnes Jewish Hospital Cancer Center



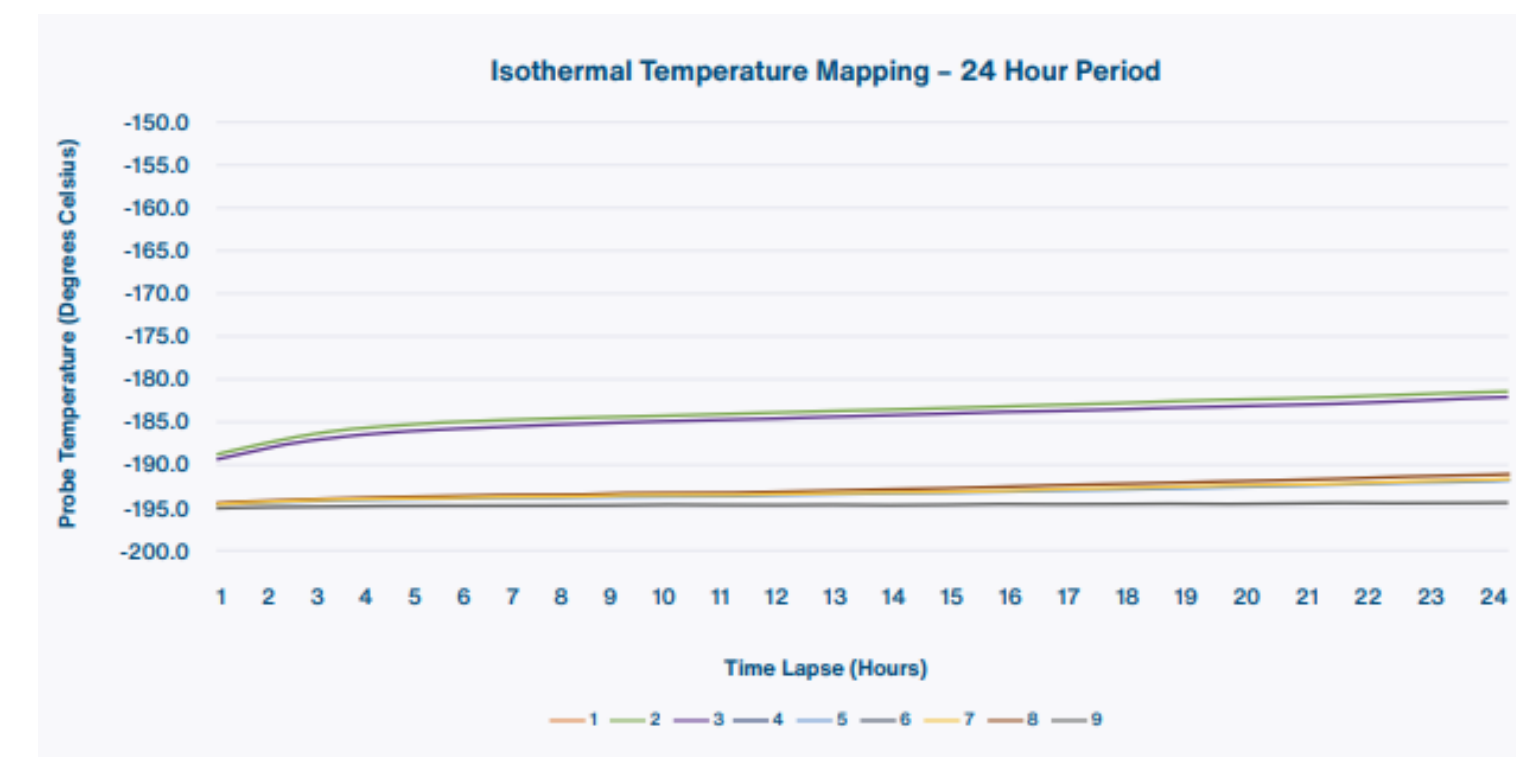
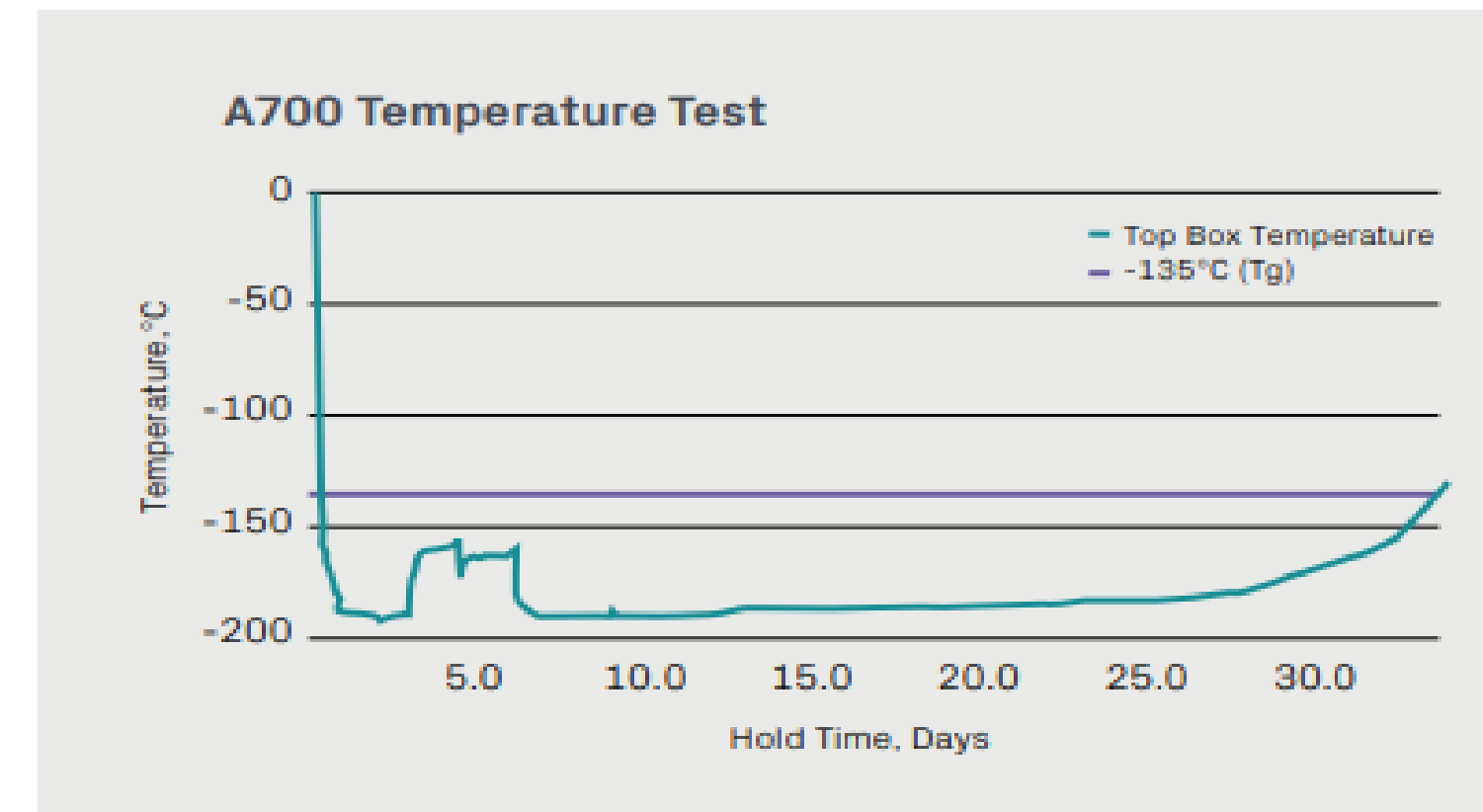
- In order to access frames and cassettes, users must utilize a 2-step rolling ladder
- To access frame toward the back, user must move ladder between units

- Built in two tier folding steps eliminate need for ladder
- Turn tray allows access to entire collection
- Freezers can be moved closer together allowing for more facility capacity

Barnes Jewish Hospital Cancer Center



- Open top freezers require space on sides and large ceiling height
- Large opening leads to poor temp stability with lid open



Transplant locations



We save lives through cell therapy

Every 3-4 minutes, someone in the U.S. is diagnosed with a blood cancer like leukemia or lymphoma. It can happen to anyone, at any time. But so can a cure. NMDP connects patients with a matching donor for a life-saving blood stem cell transplant.

Learn more about the heart of our mission—delivering cures for blood cancers—in our latest [Annual Report to the Community](#).

There are 175 results that match your search. All numbers shown are for transplants done in 2021 - 2022.

Center name	Total allo transplants	Program type	Survivorship program
University of Alabama at Birmingham Birmingham, AL (205) 996-2268	155	Adult and Pediatric	No
Banner MD Anderson Cancer Center Gilbert, AZ (480) 256-6444	110	Adult	Yes
Banner University Medical Center - Tucson Tucson, AZ (520) 694-2873 (800) 524-5928.	44	Adult and Pediatric	Yes
Cancer Transplant Institute at HonorHealth Scottsdale, AZ (480) 323-1573	75	Adult	No
Mayo Clinic AZ & Phoenix Children's Hospital Phoenix, AZ (480) 301-8335 (800) 466-2279	202	Adult and Pediatric	Yes
Arkansas Children's Hospital Little Rock, AR (501) 364-1494	14	Pediatric	No
University of Arkansas for Medical Sciences Little Rock, AR (501) 686-7105 (888) 693-5662	84	Adult	Yes
CHOC Children's Orange, CA (714) 509-8702 (800) 992-2462	32	Pediatric	Yes
Cedars-Sinai Medical Center Los Angeles, CA (310) 423-1160 (800) 265-4186	91	Adult	Yes
Children's Hospital of Los Angeles Los Angeles, CA (323) 361-2546	82	Pediatric	Yes

Transplant locations

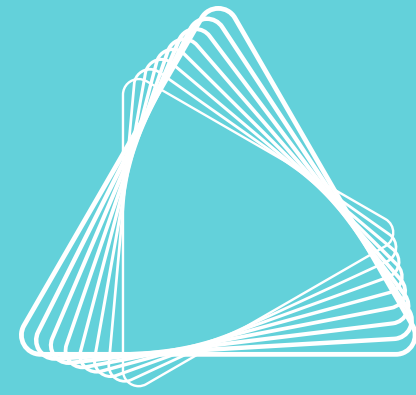


Facility	City	State	Distributor Rep	Facility Contact	Transplants/year
City of Hope Medical Center	Duarte	CA	Ray Olmedo		781
Dana Farber Cancer Institute	Boston	MA	Deb Brigham		684
MD Anderson Cancer Center	Houston	TX	Rod Harnden	Jeff	667
Fred Hutch Cancer Center	Seattle	WA	Jeff Kadyk	Josh Klingback	458
Johns Hopkins University	Baltimore	MD	John Bergen Jr.		439
Stanford Health Care	Stanford	CA	Britta Johnson		421
Moffitt Cancer Center	Tampa	FL	Chelsea Chase		394
Sloan Kettering Cancer Center	New York	NY	George Koutris		380
Barnes Jewish Hospital	St Louis	MO	None	Diane Sempek	324
University of Minnesota	Minneapolis	MN	None		292
University of Kansas Cancer Center	Westwood	KS	None	Theresa Turner	271
Texas Childrens	Houston	TX	Tony Gandy		250
University of Pennsylvania Medical Center	Philadelphia	PA	dave Edling		248
Foedtert and Medical College of Wisconsin	Milwaukee	WI	None		240
Medical City Dallas Hospital	Dallas	TX	Steve Ivey		228



GROW TOGETHER – REVIEWS, RESOURCES, TOOLS, & COLLATERAL

05



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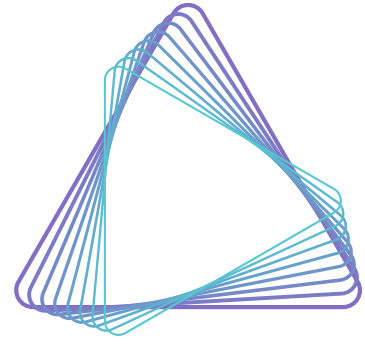
**PARTNERS
IN SUCCESS**

Growing Together & Enhancing Efficiencies

Amy Kuhn

Senior Channel Sales Manager EMEA

April 9 2024



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LIFE SCIENCES

Enhancing Efficiencies

Collaboration



Enhancing Efficiencies



Supply Chain

Future looking forecasts

Pipeline Visibility

Inventory Management

Marketing

Website

Social Media

Tradeshows

Field Engagement

Account Prospecting

Lead Sharing

Co-Travel

Joint Events

Business Review



Financial Performance Review

- Tracking vs prior year
- Performance to goal

Scorecard Review

Supply Chain Review

- Current inventory
- Backlog
- Pipeline review

Portfolio Review

- Opportunities for expansion

Marketing Review

- Marketing recap w/ analytics
- Tradeshows
- Next quarter planning

Customer Feedback

Market Intel

- Competitive insights

Business Review



Financial Performance Review

- Tracking vs prior year
- Performance to goal

Scorecard Review

Supply Chain Review

- Current inventory
- Backlog
- Pipeline review

Portfolio Review

- Opportunities for expansion

Marketing Review

- Marketing recap w/ analytics
- Tradeshows
- Next quarter planning

Customer Feedback

Market Intel

- Competitive insights

Why develop a partner scorecard



Partner scorecards help create an accurate picture of who are our key partners, which are our partners to nurture and who are merely transactional

This resource will help us properly evaluate our partner's strengths and areas of support needed as well as increasing Azenta's efficiency by supporting where it is needed

Will structure as part of regular business review meetings to help both sides understand how they are tracking against the metric set and how we can work to improve

This is not a score that is purely based on annual revenue, we have many criteria which will allow those in smaller marketplaces to have the same access to the benefits as others

Scorecard Metrics



Sales
Performance

Marketing
Capabilities

Opportunity
Management

Customer
Experience

Partner
Investment

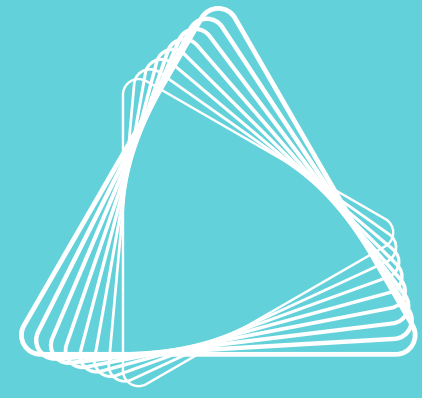
Quality and
Compliance

Service
Capabilities

What's Next....



- Channel Managers will start scheduling business reviews.
- Business reviews should be a two-way dialog.
- Collaborate with your channel manager to develop a business review to share with your & Azenta leaders.
 - There should be no surprises during a business review!
- Anticipate 4-reviews annually
 - Two in-person, two virtual



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**PARTNERS
IN SUCCESS**

Sales Resources, Tools & Collateral

About Me



Caroline Mackinnon
Snr Commercial Marketing Manager
Sample Management Solutions

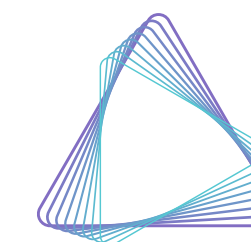


Marketing Strategy: SMS

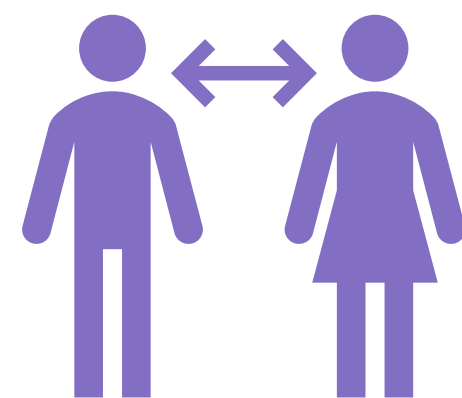
Consumables & Instruments, Cryo, Stores, Sample Repository Services, Transport, and Informatics



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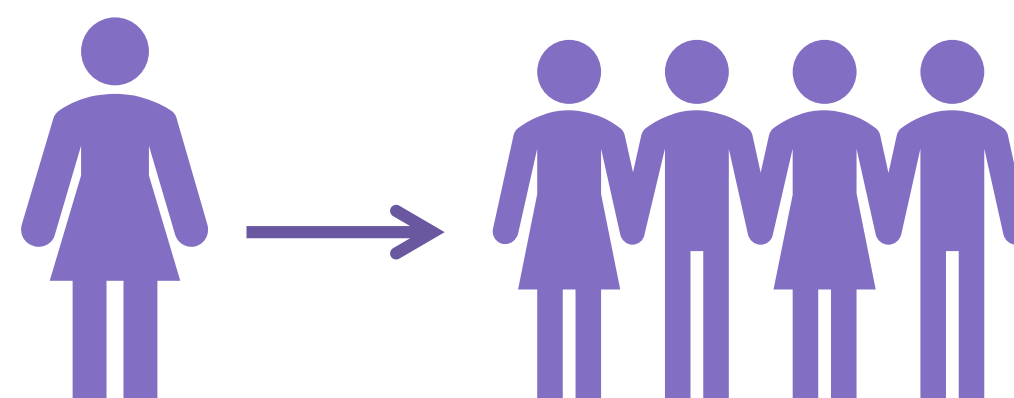
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1:1

**SALES-DRIVEN,
MARKETING SUPPORTED**

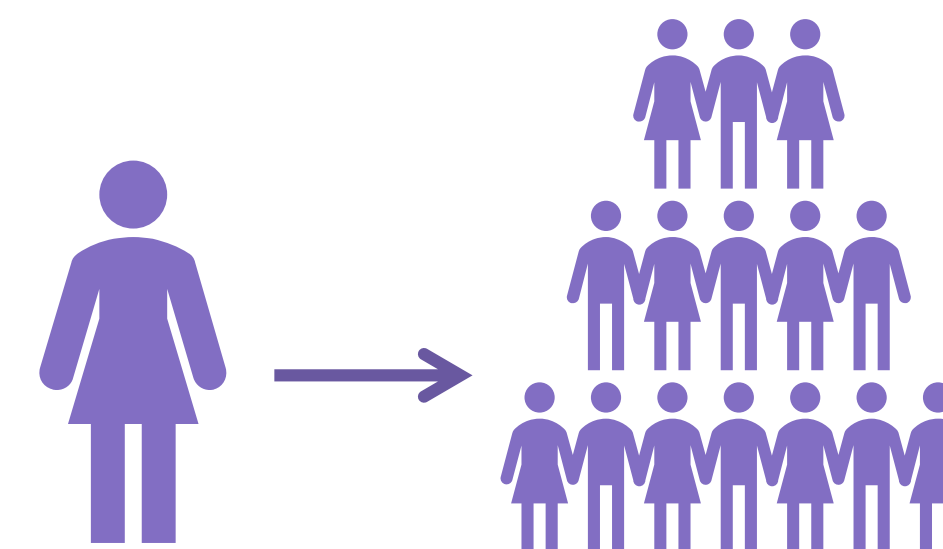
Targeted Sales outreach to high-value accounts



1:FEW

**ACCOUNT-BASED
MARKETING**

Targeted campaign and personalization, joint effort across Marketing & Sales



1:MANY

One message to key industry

Marketing focus on volume, lead generation, nurture

STRATEGIC event presence for FY24 & FY25

“Right-sizing” event presence

- Specific key events with booth presence
- Other events – sponsor speaking slots, customer meetings/events, co-participation with channel partners
- Leverage associations like SLAS & other orgs.

No lead left behind

Effective, closed-loop follow up

- Clear event dashboards
- Strong lead flow process
- Ensure handoffs and closed loop with our sales and channel counterparts
- Building discipline in SFDC

Account-Based Marketing

Leverage existing relationships with key clients to expand

- Pilot program starts Q3 FY24
- Expansion in Q4 – FY25 Q1
- Joint Sales & Marketing effort

Azenta Life Science | Azenta Li x +

https://www.azenta.com

Order Login GENEWIZ B Medical Barkey Limfinity Sample Management System Content Hub Logout

AZENTA LIFE SCIENCES

Search by Keyword

Solutions Products Services Support Resources Blog About Us Contact Us

Sample Tube Pack Request

Improve sample tracking, ensure sample integrity and drive process efficiency with Azenta Sample Storage Tubes. Explore the range, and select the best tube for your workflow.

REQUEST A SAMPLE PACK

Cryo Store Pico™
-190°C LN2-Based Automated Storage System

GET A DEMO

Azenta Cryo Store Pico™

Fit automation into any space from lab to clinic and keep samples and staff safe without exposing innocent samples to transient warming, while ensuring accurate chain of custody records.

Automated Sample Storage Systems

- Cold Storage (Ambient to -20°C)
- Ultra Cold Storage (ULT -80°C)
- Cryogenic Storage (-190°C)
- Consumables & Instruments
- Sample Tubes & Instruments
- PCR/Microplates & Instruments
- Sample Cooling & Heating Labware
- Cryogenic Freezers, Carriers, & Thawing
- High Efficiency Cryogenic Freezers
- Cryopods & Filling Stations
- Barkey Control Rate Thawing
- Medical Cold Storage, Transport & Warming
- Sample Informatics & LIMS

\$ 6662 /year

Automated Cryogenic Storage Systems (-190°C)

Sample Storage: Cryogenic Temperature (-190°C) Systems

At Azenta Life Sciences, we're fully committed to supporting your research needs by providing exceptional cryogenic storage solutions. We understand the crucial role cryogenic storage plays in maintaining the integrity and condition of cell-based materials across a wide range of research applications. We also recognize the growing demands in cryogenic workflows, which is why we're here to help.

Our Cryo Store™ LN2-based product line stands out as a best-in-class automated storage solution, offering documented sample protection, comprehensive inventory management, and an exceptional user experience. Keep users safe with automated sample handling while maintaining the highest degree of sample quality and documentation rigor.

Our latest innovation, the Cryo Store Pico™ automated cryogenic storage system, is a compact LN2-based system designed to fit seamlessly into any space from laboratories to clinics. We'll help you plan a scalable cryogenic infrastructure with a comprehensive sample storage and management workflow that also strengthens your quality and documentation processes.

In This Range

- BioStore™ -190°C LN2-Based Automated Storage System
- BioStore™ -190°C LN2-Based Automated Storage System for Cryo Cassettes
- Cryo Store Pico™ -190°C LN2-Based Automated Storage System

High Efficiency Cryogenic Freezers

Simple, Secure -190°C LN2 Vapor Storage

Azenta Life Sciences' range of high efficiency freezers is designed to offer innovative cryogenic solutions for life science research and therapy. Successful use of samples in the lab or clinic is the ultimate goal and cryopreservation is a critical link. Decades of experience across the cold chain, vertical integration and a commitment to quality make our unique freezers possible.

Increase capacity, improve ergonomics and stay connected with simple, secure cryo storage designed for samples by users. Azenta is committed to preserving your sample potential!

In This Range

- A220 & E264 High Efficiency Cryogenic Freezer
- A440 & E528 High Efficiency Cryogenic Freezer
- A700 & E840 High Efficiency Cryogenic Freezer

Cryopods & Filling Stations

Ensure a controlled temperature for cryogenic sample handling with the LN2 vapor-based CryoPod™ Carrier. Compact, lightweight, and hand-carriable, the CryoPod Carrier extends the cryogenic cold chain from freezer or dry shipper to bench and back again.

Crafted for researchers and clinicians, this portable solution safeguards the handling of temperature-sensitive biological materials in your lab or campus. With reliable cold chain management and temperature alarms, it preserves samples at ≤ -150°C for over 3 hours, ensuring their integrity during transport.

The optional automated filling station recharges the CryoPod within 10 minutes, eliminating LN2 exposure and contact with dangerously cold surfaces.

In This Range

- CryoPod™ Carrier
- CryoPod™ LN2 Filling Station

How Much By Optimiz Storage?

Use this tool to get an instant es

CALCULATE SAVINGS →

Current Distributor Portal



<https://www.azenta.com/user/login>

<https://www.azenta.com/distributor-content-hub>

User: BLS Distributor

Password: Br<00>ksls2020

The screenshot shows the Azenta Life Sciences Distributor Content Hub website. The top navigation bar includes links for Order Login, GENEWIZ, B Medical, Barkey, Limfinity Sample Management System, Content Hub, and Logout. A search bar is present with the text "Search by Keyword". The main navigation menu includes Solutions, Products, Services, Support, Resources, Blog, About Us, and Contact Us. The left sidebar contains a menu with items: Distributor Portal, Consumables & Instruments, Sample Informatics & LIMS, Cryogenic Solutions (circled in red), and Distributor Trainings & Sales Meetings. The main content area features a welcome message: "Welcome to the Azenta Life Sciences Distributor Content Hub". Below this, there is a paragraph explaining the rebranding of Brooks Life Sciences Services and Products business under the new identity of Azenta Life Sciences. A second paragraph states the company's dedication to supporting customers' future ambitions. A third paragraph provides contact information for high-resolution images, logos, videos, or if the user cannot find what they are looking for. The bottom section of the page features the Azenta Life Sciences logo and a list of links: "Logo Suite and Branding Guidelines", "Azenta Life Sciences: Who We Are - Infographic", and "Azenta Life Sciences Fact Sheet". At the very bottom, there is a banner for FluidX, stating "FluidX has been rebranded and is now part of the Azenta Life Sciences portfolio", with the FluidX and Azenta Life Sciences logos.

The screenshot shows the Azenta Life Sciences Distributor Portal website. The left sidebar contains a menu with items: Distributor Portal, Consumables & Instruments, Sample Informatics & LIMS, Cryogenic Solutions, > Automated Cryogenic Storage, > High Efficiency Cryogenic Freezers, > CryoPod & Filling Station, and Distributor Trainings & Sales Meetings. The main content area features a heading "Explore our repository of marketing collateral, including application notes, brochures & flyers, whitepapers, case studies, technical drawings, and more, covering our cryogenic solutions portfolio! Or navigate straight to:" followed by three buttons: "Automated Cryogenic Storage", "High Efficiency Cryogenic Freezers", and "CryoPod & Filling Station".

Current Distributor Portal



Marketing Collateral

Brochures & Sell Sheets

Manuals & Guides

Publications & Posters

Whitepapers & eBooks

Images

3D Product Tour

Training Material

Storage, Automation & Logistics

Cryogenic Temperature (-190°C) Freezers and Sample Storage Systems

Discover the Right Freezer for Your Needs

The right cryogenic storage system can help you maintain cold chain and preserve the integrity of cell-based materials used in many research and therapy applications. Select from a range of cryogenic storage systems designed to preserve sample integrity and keep samples safe during every step of the cold chain. Long-term cryo storage requires accurate record-keeping and dependable temperature control, even during transport. Discover products that help you plan a scalable cryogenic infrastructure to maintain quality and documentation.

Automated Cryogenic Storage Systems

Azenta's LN2-based product line offers an exceptional automated storage solution that excels in various applications. These systems seamlessly integrate reliable sample protection, thorough inventory management, and an unparalleled user experience. The user-friendly graphical interface ensures intuitive navigation, allowing users to effortlessly handle inventory, track order history, and document temperature records.



Cryo Store Pico™ -190°C LN2-Based Automated Storage System

Sample Capacity:
2 mL Vials | 8,800
50 mL Cassettes | Coming Soon
Outer Diameter: 32 inch (813 mm)
Installed Height: 95.5 inch (2426 mm)



BioStore™ -190°C LN2-Based Automated Storage System

Sample Capacity:
2 mL Vials | 26,600
50 mL Cassettes | 760
Outer Diameter: 45 inch (1143 mm)
Installed Height: 108 inch (2743 mm)



BioStore™ -190°C LN2-Based Automated Storage System for Cryo Cassettes

Sample Capacity:
2 mL Vials | 63,000
50 mL Cassettes | 1,680
Outer Diameter: 60 inch (1524 mm)
Installed Height: 125.1 inch (3178 mm)



Visit azenta.com or scan the QR code to learn more.

Storage, Automation & Logistics

Cryogenic Temperature (-190°C) Freezers and Sample Storage Systems

High Efficiency Cryo Freezers

These simple and secure -190°C LN2 vapor storage freezers provide full sample visibility and a touchscreen with WIFI/LAN connection, text/email alerts, cloud backup, and redundant remote monitoring. The extended height versions expand capacity.



Azenta A220 and Extended Height E264 Cryo Freezers

Sample Capacity:
2mL Vials | 22,000-26,400
250 mL Cassettes | 400-500
Outer Diameter: 34.0 inch (864 mm)



Azenta A440 and Extended Height E528 Cryo Freezers

Sample Capacity:
2mL Vials | 44,000-52,800
250 mL Cassettes | 848-1,060
Outer Diameter: 45.0 inch (1143 mm)



Azenta A700 and Extended Height E840 Cryo Freezers

Sample Capacity:
2mL Vials | 70,000-84,000
250 mL Cassettes | 1,376-1,720
Outer Diameter: 55.0 inch (1397 mm)



Azenta A1000 and Extended Height E1200 Cryo Freezers

Sample Capacity:
2mL Vials | 106,000-127,200
250 mL Cassettes | 2,032-2,540
Outer Diameter: 65.0 inch (1651 mm)

CryoPod Carrier and LN2 Filling Station



CryoPod™ Carrier

The LN2 vapor-based CryoPod Carrier provides a safe, portable, and trackable solution for hand carrying temperature-sensitive biological materials.



CryoPod™ LN2 Filling Station

The CryoPod Carrier Filling Station enables the fast and simple replenishing of the CryoPod's LN2 supply in a safe, precise, and hands-free manner.



Visit azenta.com or scan the QR code to learn more.

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Storage, Automation & Logistics | Cryogenic Storage

Azenta A700 & Extended Height E840

Simple, Secure -190°C LN2 Vapor Storage
Designed For Samples By Users

ERGONOMICS


- Cryo LED & Auto Fog Clear
- Full Sample Visibility
- Low Lifter Height
- Sufficient Workspace to Maintain Cold Chain

CONNECTED

- Touchscreen with WiFi/LAN
- Text & Email Alerts
- Cloud Backup
- Redundant Remote Monitoring

CAPACITY

- 10-30% More Samples
- Highest Storage Density
- Lowest LN2 Usage Per Sample



A700 Temperature Test



STORAGE TEMPERATURE: -190°C
LID OPEN TEMPERATURE: < -160°C
HOLD TIME < Tg: > 25 Days

Temperature test performed with 2 mL vial inventory and default vapor storage settings

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Storage, Automation & Logistics | Cryogenic Storage

Azenta A440 & Extended Height E528

Simple, Secure -190°C LN2 Vapor Storage
Designed For Samples By Users

ERGONOMICS

- Cryo LED & Auto Fog Clear
- Full Sample Visibility
- Low Lifter Height
- Sufficient Workspace to Maintain Cold Chain

CONNECTED

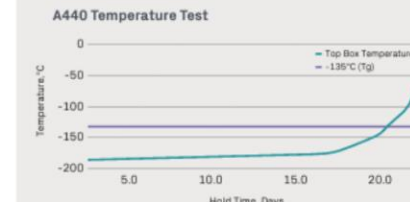
- Touchscreen with WiFi/LAN
- Text & Email Alerts
- Cloud Backup
- Redundant Remote Monitoring

CAPACITY

- 10-30% More Samples
- Highest Storage Density
- Lowest LN2 Usage Per Sample



A440 Temperature Test



STORAGE TEMPERATURE: -190°C
HOLD TIME < Tg: > 15 Days

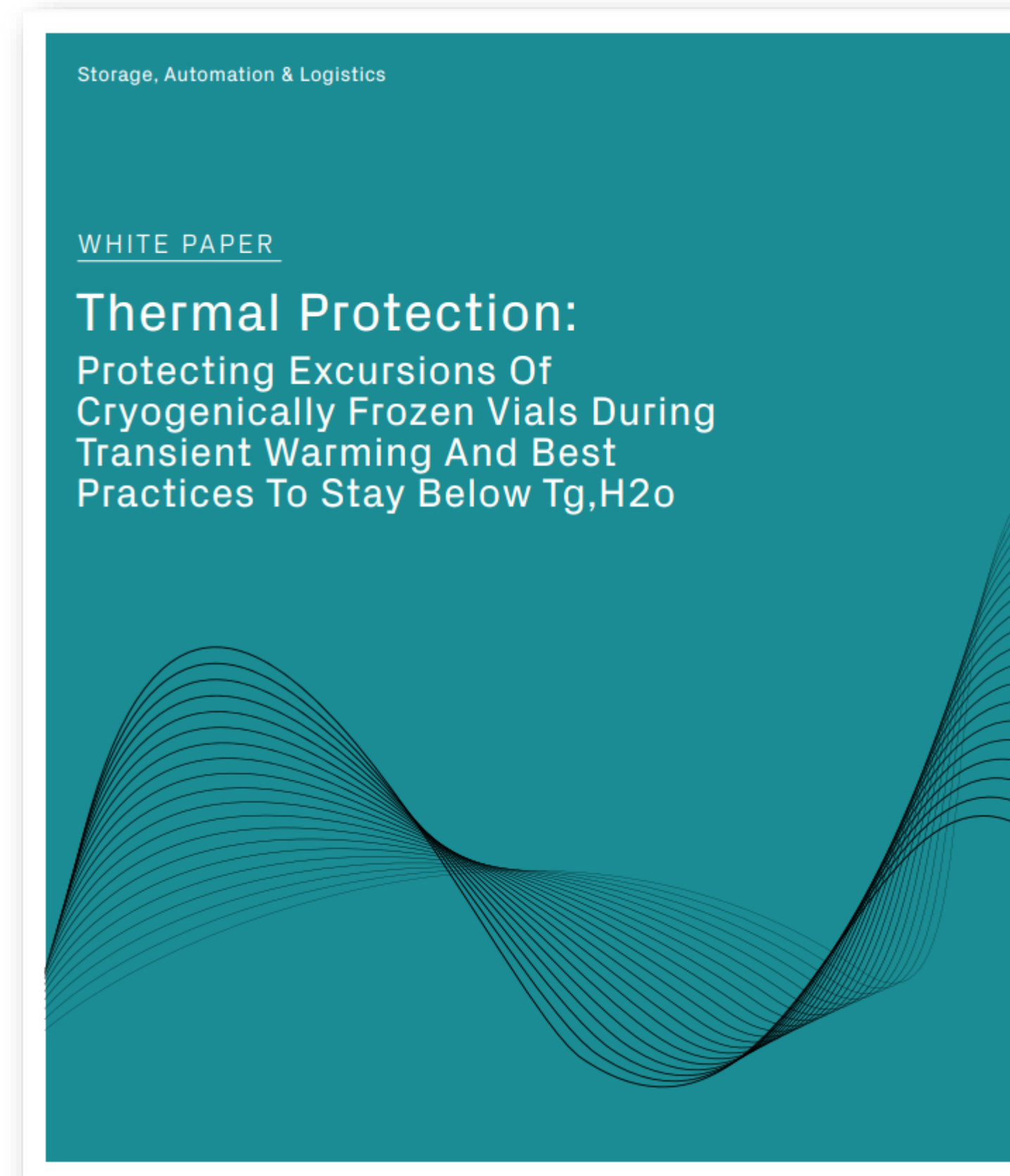
Temperature test performed with 2 mL vial inventory and default vapor storage settings

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Current Distributor Portal



- **Cryo Correct series of whitepapers**
- Best practices to stay below Tg
- Protecting innocent/non-targeted materials
- Mitigation of transient warming events
- Comparing Temperature, Time & Workflow Using Manual vs. Automated Systems



Building Brand Awareness



Cryo for CGT Symposium, October 2022

<https://web.azenta.com/events/cryo-2022>

- Brought together experts from around the world together to discuss the nuances of cryogenic solutions, cold chain documentation, and thawing-- from collection to manufacturing and distribution

Presenters included:

- Katie Pollock, Associate Director, Head of Formulation and Cryobiology, Bristol Myers Squibb
- Dr. Jason Acker, Professor, Laboratory Medicine and Pathology, University of Alberta
- Katie Pollock, Associate Director, Head of Formulation and Cryobiology, Bristol Myers Squibb
- Albert Ribickas, BMT laboratory and Patient Product Handling Team Manager, Moffitt Cancer Center
- Lizette Caballero, Associate Director, Clinical Cell Therapy Lead, Janssen
- Dawn Henke, Ph.D. Senior Scientific Program Manager, Standards Coordinating Body



Building Brand Awareness



Bridging the Gap, Webinar Series

<https://web.azenta.com/cgtwebinar>

- A monthly panel discussion on emerging topics that are changing the field of cell and gene therapy
- In partnership with the Emily Whitehead Foundation

Guests include:

- Stephan Grupp, MD, PhD. Chief of the Cell Therapy and Transplant Section, Children's Hospital of Philadelphia (CHOP)
- Phyllis Warkentin, MD. Chief Medical Officer of FACT (Foundation for the Accreditation of Cellular Therapy)
- Bruce Levine, MD, PhD. Barbara and Edward Netter Professor in Cancer Gene Therapy, Founding Director, Clinical Cell and Vaccine Production Facility (CVPF), University of Pennsylvania

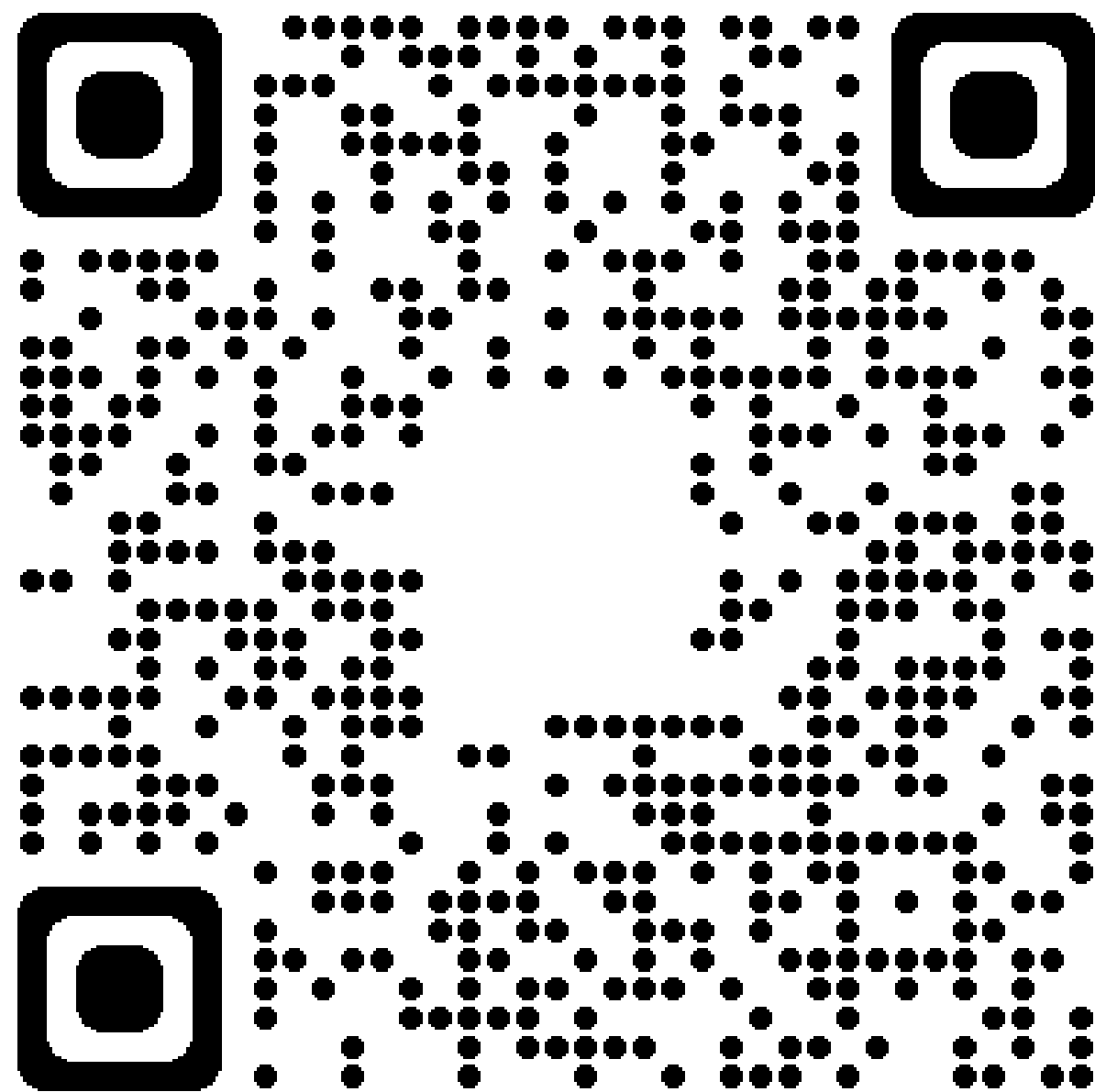


Building Brand Awareness



REGISTER FOR THE SERIES

<https://web.azenta.com/cgtwebinar>



FRIDAY 3 MAY, 11AM EST



Shaping tomorrow's standards of care:
Improving patient access to Advanced
Therapies

Guest Speaker:

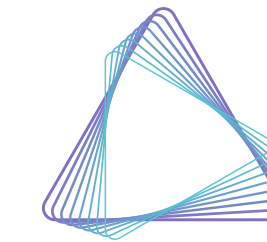
Miguel Forte, MD, PhD

ISCT President-Elect, CEO Kiji Therapeutics

2024 Global Tradeshows



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TRADESHOWS	DATES	LOCATION
AABB (Association for the Advancement of Blood & Biotherapies)	October 13 – 16, 2023	Nashville, Tennessee
Meeting on the Mesa	October 10-12, 2023	Carlsbad, California
ESGCT (European Society of Gene & Cell Therapy)	October 24-27, 2023	Brussels, Belgium
ISBER Regional (International Society Biological & Environmental Repositories)	October 24-25, 2023	Granada, Spain
ASHG (American Society of Human Genetics)	November 1-5, 2023	Washington, DC
PEGS Europe	November 14-16, 2023	Lisbon, Portugal
Phacilitate: Advanced Therapies Week	January 16 - 19, 2024	Miami, Florida
SLAS	February 3, 2024	Boston, Massachusetts
Advanced Therapies 2024	March 19-20, 2024	London, UK
Molecular Med Tricon	March 26 - 28, 2024	San Diego, California
AACR (American Association of Cancer Research)	April 5 – 10, 2024	San Diego, CA
Analytica	April 9 – 12, 2024	Munich, Germany
ISBER (International Society Biological & Environmental Repositories)	April 9 – 12, 2024	Melbourne, Australia
ASGCT (American Society of Gene & Cell Therapy)	May 7 – 11, 2024	Baltimore, Maryland
PEGS Boston	May 13 – 17, 2024	Boston, MA
ISCT (International Society for Cell & Gene Therapy)	May 29 – June 1, 2024	Vancouver, Canada
ESHG (European Society of Human Genetics)	June 1 – 4, 2024	Berlin, Germany

2024 Business-Specific Events



TRADESHOWS	DATES	LOCATION
Merck Technology Symposium	October 2-3, 2023	Holmdel, NJ
Festival of Genomics & Biodata	October 4-5, 2023	Boston, MA
Future Labs (Terrapin)	October 4-5, 2023	Philadelphia, PA
SLAS 2023 Sample Management Symposium Americas	October 12-13, 2023	Washington DC
LAFM – Lab Asset & Facility Management Conference	November 28 – 30, 2023	Boston, MA
Antibody Engineering & Therapeutics	December 13-16, 2023	San Diego, CA
Plant and Animal Genome	January 12 - 17, 2024	San Diego, CA
PepTalk	January 16-19, 2024	San Diego, CA
Festival of Genomics & Biodata	January 24 - 25, 2024	London, UK
Forum Labo	March 26-17, 2024	Lyon, France
BioIT World	April 15 – 17, 2024	Boston, MA
ECCMID	April 27 – 30, 2024	Barcelona
CRN Conference (Commercial Relocation Network)	April 22 – 23, 2024	Las Vegas, NV
Europe BioBank Week	May 14 – 17, 2024	Vienna, Austria

2024 Channel Focus & Collaborative Events



TRADESHOWS	QUARTER	DATES	LOCATION
Lab Innovations	Q1	November 1-2, 2023	Birmingham, UK
Thomas Scientific – Sales Meeting	Q2	January 9-11, 2024	Pennsylvania, US
VWR – Sales Meeting	Q2	January 16-18, 2024	Orlando, US
Medlab Middle East 2024	Q2	February 5-8, 2024	Dubai, UAE
Laborama	Q2	March 14-15, 2024	Brussels, Belgium
SLS Laboratory Show 2024 – SLS Sales Meeting	Q3	May 20-22, 2024	East Midlands, UK
Nordic Conference on Future Health	Q4	September 10-12, 2024	Trondheim, Norway
ILMAC (tbc)	Q4	September 18-19, 2024	Lausanne, Switzerland

Sales Meetings & Digital/Print Media for Increased Visibility



WELCOME

FOCUS SPRING 2024 Edition

Welcome to another fantastic issue of FOCUS! Packed with exclusive offers on laboratory products from market leading brands. We also have some exciting NEW offers in this edition, including the Eppendorf CryoCube® F101h ULT Freezers and the Cole-Parmer® Jenway® 73 Series Spectrophotometers. Speak to your local account manager to find out how these products can change your lab life for the better!

In addition to this issue, visit our website for supplementary 'FOCUS Extra' online offers, for even more great savings on many other fantastic products.

REMEMBER: These offers are EXCLUSIVE to SLS and valid until 31st May 2024

Buy One, Get One TREE
Look out for products with the 'Buy One, Get One TREE' icon in our promotions. With every purchase of these products, we will plant a tree on your behalf.

Working in partnership with **Ecologi**

KEY to product symbols

- Length of warranty
- NEW product
- Made in Britain

KEY to sustainable awards

- Raw materials
- Manufacturing
- Distribution & packaging
- Use
- Disposal

For more information on our Sustainability Awards, please visit: scientificlabs.co.uk/sustainability

KEY Highlights

- Eppendorf 5810 R Refrigerated Centrifuges **See page 5**
- Corning® Stripettor™ Ultra Pipette Controller **See page 12**
- IKA Lab Dancer Vortex Mixer **See page 28**
- Azenta Complete Sample Management Workflow Packages** **See page 36**
- Accuris SmartDrop™ X Nano Spectrophotometer **See page 43**
- Liebherr Mediline Spark Free Refrigerator and Freezer **See page 50**

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YOUR NEW PARTNER FOR PLATES, TUBES & INSTRUMENTS

- FluidX Sample Tubes & Instruments
- Ziath Tube & Rack Code Reading Systems
- 4titude PCR & Microplate Solutions
- Sample Cooling & Heating Labware

UP TO 20% OFF EXCLUSIVE BUNDLE OFFERS!

Azenta Life Sciences Complete Sample Management Packages

Ziath DPS Mirage Package

Package includes:

- Ziath DPS Mirage stand-alone with cryoprotection and DPS standard - can scan all commonly used racks in the 960 format, innovative scanning technology scans acoustic tube racks in seconds (i.e. AccuScan), low profile, delivered pre-calibrated and ready to scan
- Ziath DPS side barcode reader for Mirage
- IntelliCap™ semi-automated handheld screw cap decapper - portable and lightweight, capable of capping a single column of eight screw caps in under four seconds, offers consistent sealing
- FreezerPro sample inventory management system 3 months free trial - scalable, web-based sample inventory management system, for secure management of samples and sample information

20% OFF

Code: F21364 List Price, £ 8130.40 Other Price, £ 6505.00

Single Tube Reader Packages

Packages include:

- Single tube reader - high performance, easy-to-use, portable reader developed with broad compatibility in mind. USB "Plug and Play" large window for all 2D data matrix labelled tubes and 1D linear barcodes, with fast set-up, mobile decoding and direct data report to any application
- FluidX™ tri-coded tubes with external thread - for unequalled sample audit traceability, each tube has a 2D code on the base, and a 1D linear barcode and human-readable number on the side
- CoatCap™ cell freezing container - for controlled-rate alcohol-free cell freezing providing a highly reproducible -1°C/min freezing rate when placed in a -80°C freezer, with no alcohol or fluids required
- TruCool™ hinged cryoboxes - 2", 81 place cryoboxes with hinged lids with drain holes for use in vapor phase LN₂

20% OFF

Code	Contains	List Price, £	Other Price, £
F21364	Single tube reader, 960 x 1.5ml, tri-coded tubes (Seppard, bulk), CoatCap™ 1.5ml, 20 cell freezing container for 12 x 1.5ml, 81 format sample tubes, 5 x TruCool™ cryoboxes	2980.40	2380.00
F21364	Single tube reader, 480 x 1.5ml, tri-coded tubes (Seppard, bulk), CoatCap™ 1.5ml freezing container for 12 x 1.5ml, cryoboxes, 5 x TruCool™ cryoboxes	2739.40	2190.00

36 FOCUS - SPRING Edition 2024 NI: NI.sales@scientific-labs.com

Leverage Workflow Versatility with Cap² PCR Tube

With a patent-pending, dual-cap design plus 2D & human-readable code, the Cap²™ is ideal for manual or automated PCR & genetic testing workflows and scale-up or consolidation.

SHOP NOW

Thomas Scientific
8,476 followers
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Error-prone and labor-intensive workflows for PCR and genetic testing applications are a thing of the past. With its dual-cap design, 2D datamatrix code, and human-readable ID, the new Cap2 from Azenta Life Sciences offers flexibility for use in manual or automated workflows, mitigates against contamination, and offers scale-up or consolidation capabilities for ultimate workflow versatility.

Shop now: <https://ow.ly/RgzL50QvVQM>

Cap² 0.2ml Dual-Cap Sample Collection PCR Tube

- Patent-pending, dual-cap design with hinged lid and screw cap
- Sample identification from 2D code and human readable number
- Capability to work with automation

SHOP NOW

You and 15 others · 1 comment · 3 reposts



Completed / In Progress

- ✓ THOMAS SCIENTIFIC
Sales Conference & Digital Media
- ✓ VWR
Sales Conference & Digital Media
- ✓ SLS
Digital & Print Media

Upcoming

- SLS
Sales Conference & Annual Show

Collaborative Events



- Completed**
- ✓ ARABLAB
with MESLO (UAE)
 - ✓ LAB INNOVATIONS
with SLS (UK)
 - ✓ MEDLAB
with MESLO (UAE)
 - ✓ LABORAMA
with SOPACHEM (BENELUX)

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- FluidX™ Sample Tubes & Instruments
- Ziath Tube & Rack Code Reading Systems
- 4titude® PCR & Microplate Solutions
- Cryogenic Storage Solutions



- Upcoming**
- NORDIC BIOBANK
with SAVEEN & WERNER (NORDICS)

Cryogenic Solutions Expansion



Completed
 ✓ EMEA ONLINE TRAINING

*High-Efficiency Freezers
 Automated Cryogenic Solutions*

✓ SELECT EMEA IN-PERSON TRAINING

2-day meeting. Manchester, UK

✓ MUNICH IN-PERSON MEETING

1.5-day meeting. C&I plus Cryo

LIVE

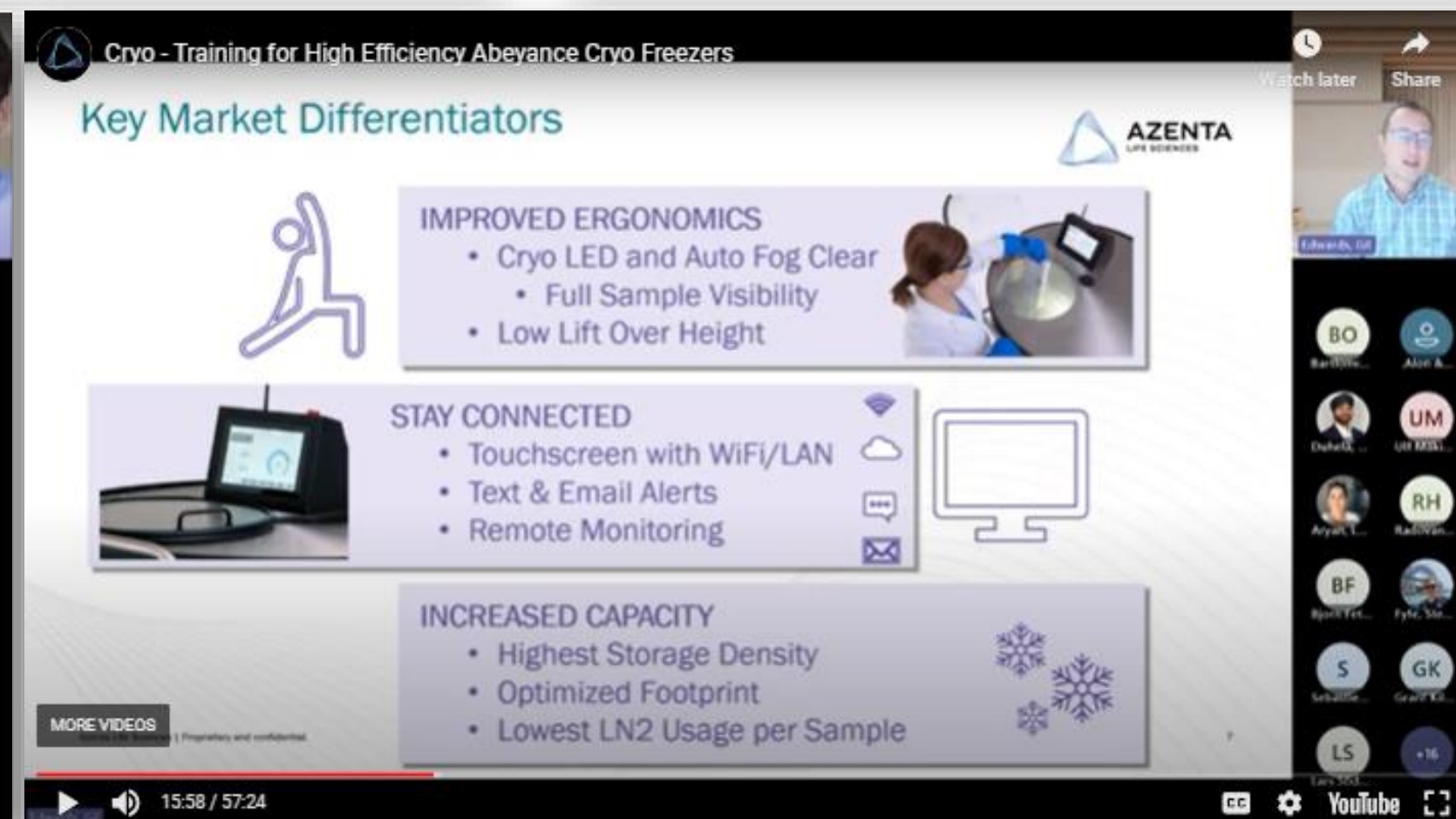
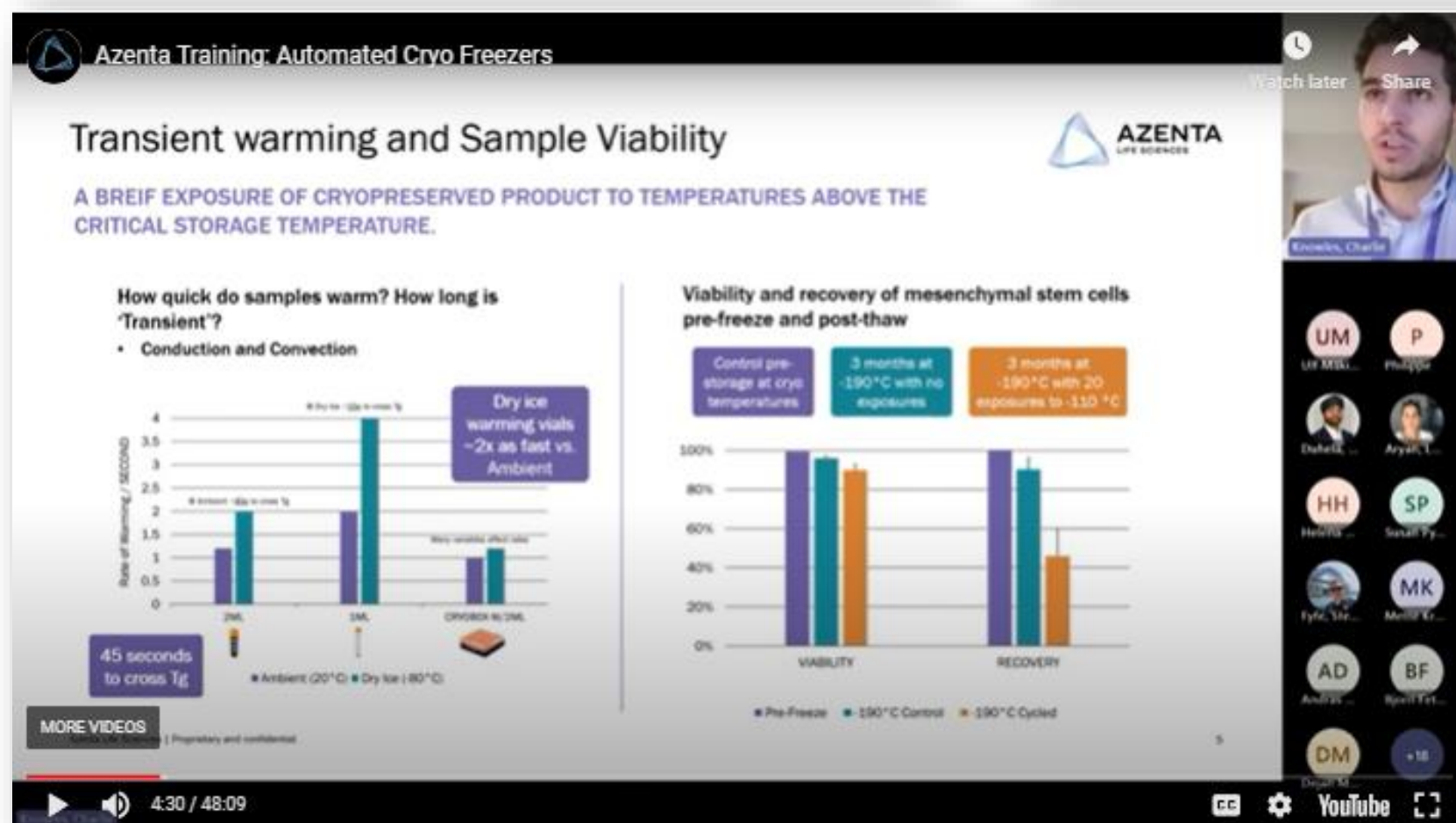
➤ AMERICAS IN-PERSON TRAINING

2-day meeting. Springfield, MO

UPCOMING

➤ LATAM IN-PERSON TRAINING

2-day meeting. Brazil



Tradeshaw Properties



CRYOGENIC FREEZERS

High-efficient -190°C LN2 Vapor Storage

- Simple Controls, Secure Storage
- Increase Capacity, Improve Ergonomics
- Maintain Cold Chain, Preserve Sample Integrity

Sample Access
LED Illuminated Storage | Fog Clear

Touchscreen
Text | Email | WiFi | Cloud | USB

Ergonomics
Folding Step
Low Liftover Height
Functional Handle

Safety
Enclosed Cold Surfaces
Control Plug
Play Setup

Optimized Design
Size
Capacity
Temperature & Liquid Level Monitoring

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YOUR NEW PARTNER FOR PLATES, TUBES & INSTRUMENTS

- FluidX™ Sample Tubes & Instruments
- Ziath Tube & Rack Code Reading Systems
- 4titude® PCR & Microplate Solutions
- Cryogenic Storage Solutions

Semi-Automated Handheld Capper/Decapper

Tube & Rack Code Reading Systems

FrameStar Two-Component PCR Plates

Hinged CryoBoxes

Automated Cryogenic Storage Solutions

High-Efficiency Cryogenic Freezers

CRYO STORE PICO™

Capacity **8,800 2ml** vials

8 Feet Cryo that fits in your space

10 Days of emergency hold time

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LEARN MORE

Storage, Automation & Logistics

Cryopod Carrier

- The LN2 vapor-based Cryopod™ carrier provides a safe, portable, and trackable solution for hand carrying temperature-sensitive biological materials in or around a lab or campus
- Reliably holds samples safely at -150°C or colder for up to 3 hours
- Displays and logs temperature, date, and time, plus features audible and visual alarms to warn if the temperature exceeds a user-defined range
- Compact and lightweight, and includes a handle for easy sample transport between long-term storage and the lab or workbench

Scan the QR code to learn more!

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Automated Stores & Cryogenics

NEW Cryo Store Pico Automated Sample Storage

Introducing the new Cryo Store Pico™ — an automated cryogenic storage system for high value samples that fits all spaces from discovery through to clinical use.

- Fit automation into spaces with a standard 8-foot ceiling height and 32-inch doorways
- Store up to 8,800 2mL vials
- Maintain sample integrity with precise cold chain handling
- Report and control inventory data in real time
- Stay compliant by meeting sample traceability requirements

Scan the QR code to learn more!

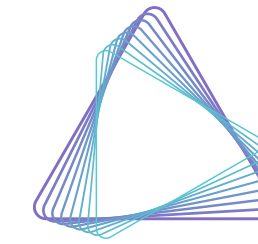
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3D Product Tour

<https://m.kaon.com/c/za>



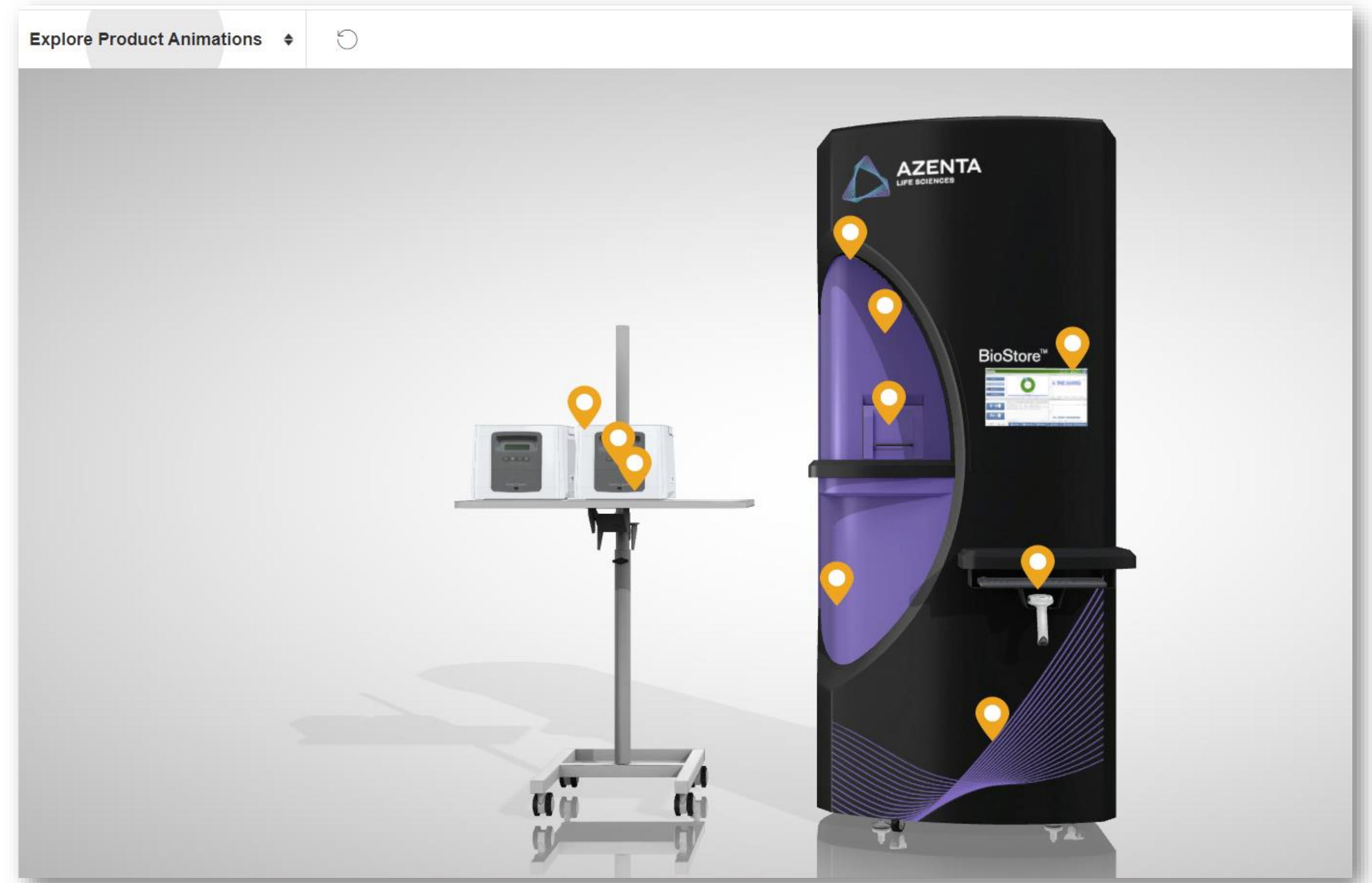
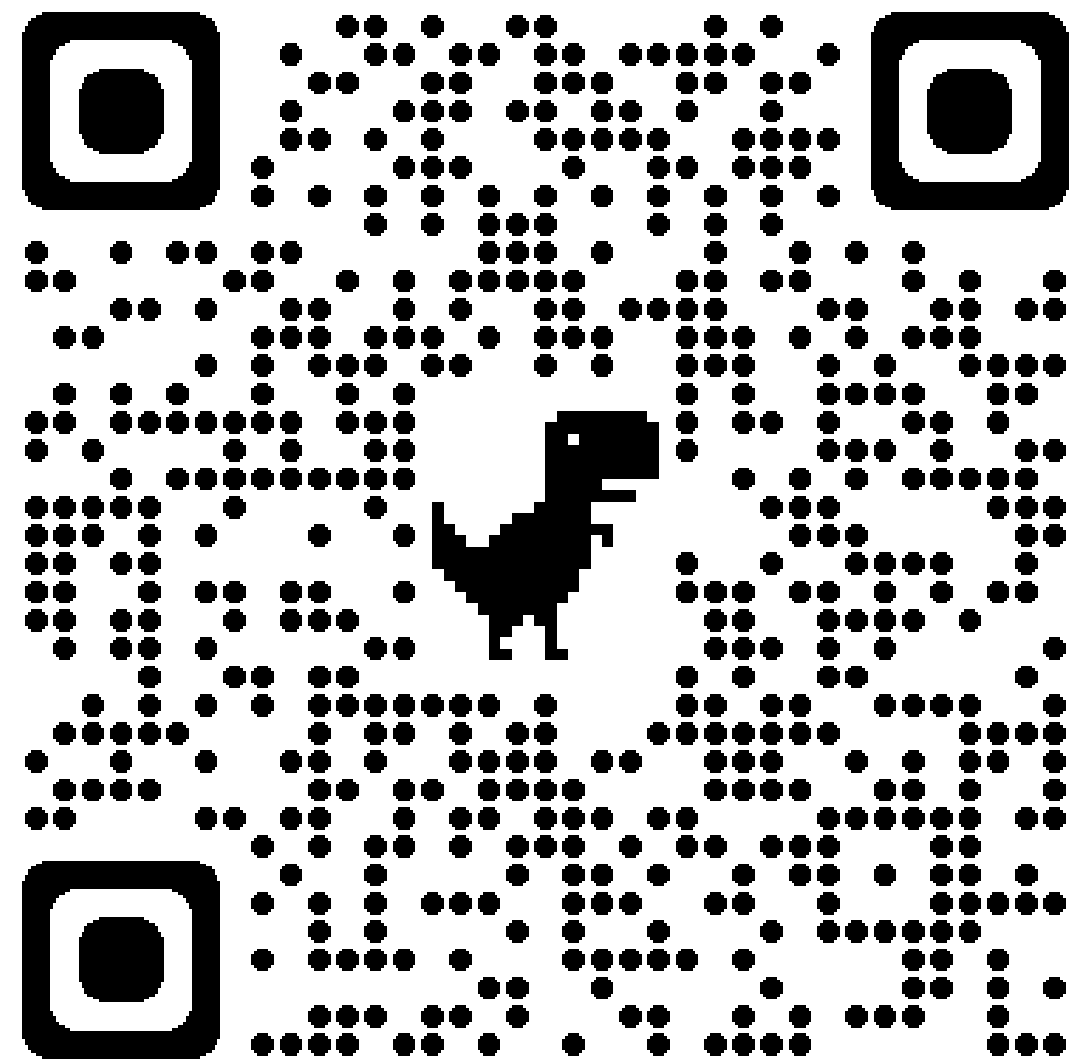
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- **Cryo Store Pico Product Tour**

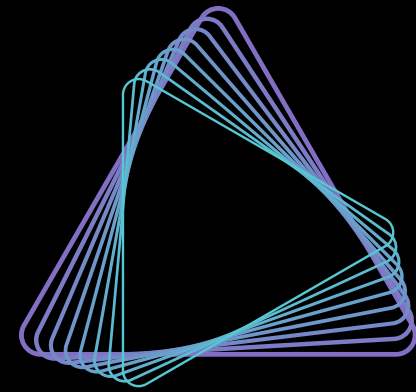
- Cryo Store Pico and CryoPod
- Key product features/differentiators
- Showcase sample and retrieval process
- Software highlights



Requests / Required Collateral & Tools



- 'Battle Cards' – sell against competitors
- Whitepaper content in a more digestible format/to communicate in a more a straightforward way to your customers
- Further availability of testing data to demonstrate engineered quality
- More case studies / success stories



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Thank you!

