

# Droplet Digital™ PCR – Powering the Future

Bio-Rad Laboratories, Inc.

NYSE: BIO and BIO.B

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#### Safe Harbor

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Some statements in this presentation and the related webinar and Q&A session may be forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, without limitation, statements regarding management's goals, plans, and expectations, our future financial performance, our future financial projections, our strategy, our products, our expectations regarding our products, and other matters. Forward-looking statements generally can be identified by the use of forward-looking terminology such as, "anticipate," "believe," "expect," "assume," "continue," "may," "will," "intend," "estimate," or similar expressions or the negative of those terms or expressions, although not all forward-looking statements contain these words. These statements are based on assumptions and expectations of future events that are subject to risks and uncertainties. Our actual results may differ materially from these plans and expectations. For further information regarding our risks and uncertainties, please refer to the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operation" in our public reports filed with the Securities and Exchange Commission, including our most recent Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q. Bio-Rad cautions you not to place undue reliance on forward-looking statements, which reflect an analysis only and speak only as of the date hereof. We disclaim any obligation to update these forward-looking statements.

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# Agenda

Digital PCR Technology

Bio-Rad's Digital PCR Portfolio

Segment Growth Drivers

Powering the Future of Digital PCR



# The Evolution of PCR to Digital PCR



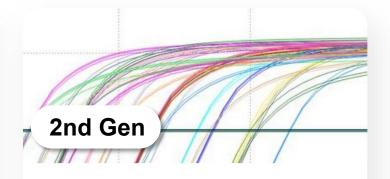
#### PCR Qualitative

Democratized the study of DNA

Accelerated the biotech industry

Backbone of the human genome project





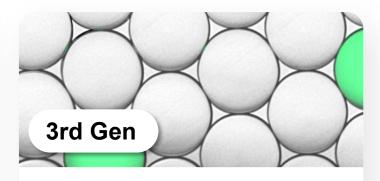
#### qPCR Relative Quantification

Made PCR quantitative

Revolutionized the study of gene expression profiling

Transformed molecular Dx





# dPCR Absolute Quantification

Absolute quantification of nucleic acids

Enables rare-event applications like liquid biopsies

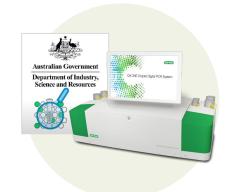




## **Bio-Rad's Innovation in Digital PCR**











2010

#### **Bio-Rad** Commercializes **Digital PCR**

QX100™ Droplet Digital™ PCR System establishes a new standard in absolute quantitation

#### **Diagnostic** Registration

First FDA-Cleared and CE-IVD Registered dPCR System and Diagnostic Test

#### **Absolute** Accuracy

First dPCR System to deliver precision and accuracy, backed by metrological standards

#### **Application Expansion**

Novel digital PCR tests to enable customers in cell and gene therapy

#### **Bio-Rad** Continues to **Lead the Way**

2025

12,000+ Peer-Reviewed Publications, **Best Performance &** Breadth of Menu



## Droplets are the Benchmark for Precision, Sensitivity, and Reproducibility



#### Our droplet-based approach delivers the highest quality data

- Oroplets are highly uniform in size and volume, resulting in greater precision
- Droplets are highly reproducible in size and volume across instruments and labs
- Oroplets are **flexible**, enabling limitless scalability and volumes to suit any application

# Droplet Digital<sup>™</sup> PCR provides "unprecedented levels of precision, accuracy and resolution for quantification of nucleic acids"

Pinheiro LB, O'Brien H, Druce J, et al. Interlaboratory reproducibility of droplet digital polymerase chain reaction using a new DNA reference material format. Anal Chem. 2017;89(21):11243-11251.



## **Droplets Enable Applications that Save Lives**

#### Our droplet-based approach delivers the highest quality data



#### Oncology

Liquid biopsy requires sensitivity

Monitoring requires **precision** and **reproducibility** 



#### **Biopharma Production**

Dose control requires accuracy

Contaminant testing requires sensitivity and reproducibility



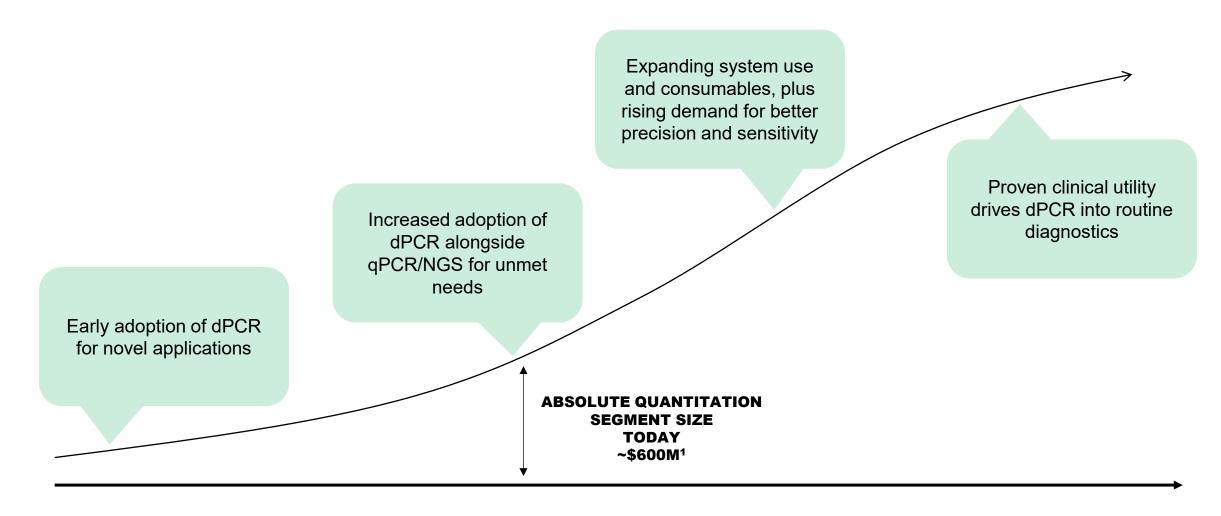
#### **Bio-Surveillance**

Monitoring wastewater requires **reproducibility** 

**Simple workflow** is required for practical deployment



# Drivers of Absolute Quantitation Segment Growth are Evolving







## As Customer Needs Evolve, Solutions Must Advance

#### **Targeted Sequencing (NGS)**

#### Advantages:

- High Multiplexing
- Discovery Tool

#### Challenges:

- Lower sensitivity
- Long time to result
- High cost
- Complex workflow & data interpretation

Targeted Sequencing Segment ~\$2.4B<sup>1</sup>

#### **Quantitative PCR (qPCR)**

#### Advantages:

- Low cost
- Fast results

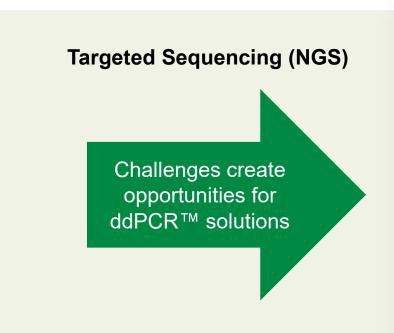
#### Challenges:

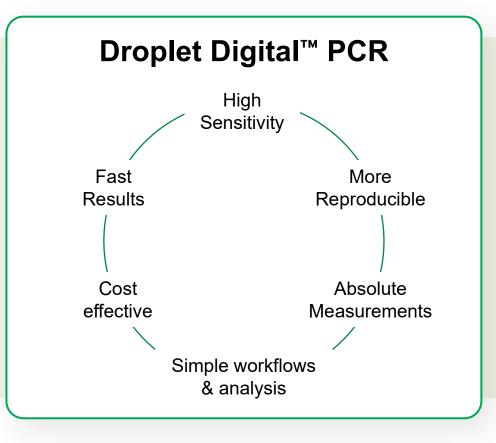
- Lower sensitivity
- Variability of results
- Relative measurements
- Standard curves

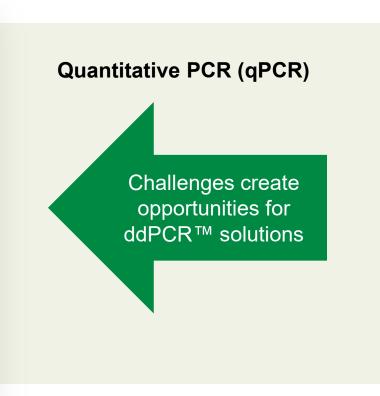
Relative Quantitation Segment ~\$2.7B<sup>1</sup>



# **Droplet Digital™ PCR Meets Evolving Customer Needs**







Droplet Digital™ PCR enables rare allele detection, precise CNV quantification, absolute quantification without standards, and residual disease/viral reservoir monitoring, all of which are not reliably achievable with other technologies



## **Bio-Rad Platforms Power the Entire Digital PCR Applications Without Compromise**



# **Existing Bio-Rad Portfolio**

QX200<sup>™</sup>, QX600<sup>™</sup>, QX ONE<sup>™</sup> and QXDx<sup>™</sup> ddPCR<sup>™</sup> platforms

Supported by highly experienced Applications, Support and Service teams

Trusted customer choice in Biopharma, Oncology & Diagnostics



# QX Continuum<sup>™</sup> Platform

Simplest, qPCR-like workflow available

Lowest running cost available

From 1 to 96 samples without compromising performance



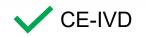
#### QX700<sup>™</sup> Series Platform

Integrated workflow with **highest multiplexing** on the market

Scalable throughput and flexible protocols

Capable of growing with laboratory needs









# Positioning of Bio-Rad ddPCR™ Platforms

# High Performance Academic / Translational







QX700™ S

#### BioPharma QA/QC





QX ONE™

# Entry Level Academic / Translational



QX700™ E



#### Clinical/LDT Labs







QX600Dx™



## Our Industry Leading Assay Catalog Fuels Growth & Technology Conversion

Bio-Rad Maintains a catalog of over 490,000 assays for the research community



# High Value Tests

in oncology, cell & gene therapy, and public health



# Powerful Design Algorithms

and expert design services to advance scientific discoveries

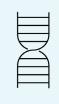


# **External Partnerships**

to expand the clinical assay menu globally



# Our Industry Leading Assay Catalog - By the Numbers



34,000+
Validated Mutation
Detection Assays

12,500+

Validated Copy Number Assays 445,000+

Validated Gene Expression Assays



50+

Infectious
Disease Assays

60+

Validated Assays for Cell & Gene Therapy



50+

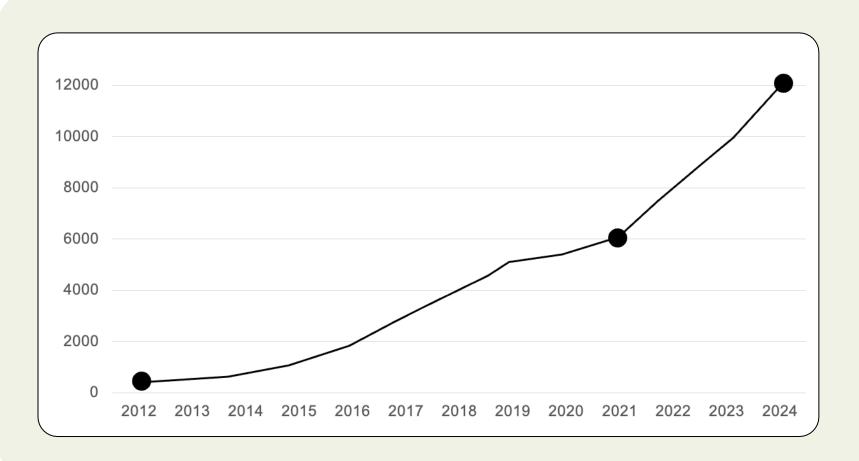
Methylation
Detection Assays

~600,000 Assays Designed for qPCR and Compatible with ddPCR™ Systems

Allows customers to seamlessly move to digital PCR with their favorite assay



### Peer-Reviewed Publications Demonstrate Value of Bio-Rad's Droplet Digital™ PCR<sup>2</sup>



Primary research
articles continue to
account for the majority
of publications

There is a **strong shift**from method
development towards
clinical applications



# **Powering the Future of Digital PCR**

#### **Superior, Foundational Technology**

- Digital PCR technology and market innovator since 2010
- Droplet partitioning independently verified as providing "unprecedented" levels of analytical capability



#### **Digital PCR Expertise**

- Over 12,000 clinical and research publications, doubled since 2021
- Dedicated, knowledgeable global digital PCR sales and support teams



#### **Positioned to Capture Future Growth**

- We will continue to grow our existing business and accelerate customer shift from qPCR and NGS to Droplet Digital™ PCR
- More than 490,000 validated, catalog assays and kits







# Droplet Digital™ PCR - Powering the Future

#### **Sources and Citations**

- 1. Absolute Quantitation segment sizing based on Bio-Rad internal data comprised of primary and secondary research; July 2025.
- 2. Peer-reviewed primary research publications and review articles utilizing Bio-Rad Droplet Digital™ PCR Systems from 2012-2024. Bio-Rad internal data based on PubMed, Google Scholar and other sources of published literature. Data accessed August 2025.

