

Cytek to Expand Flow Cytometry Portfolio with Amnis and Guava Lines from Luminex

February 13, 2023

Cytek to Acquire Amnis & Guava Lines from Luminex

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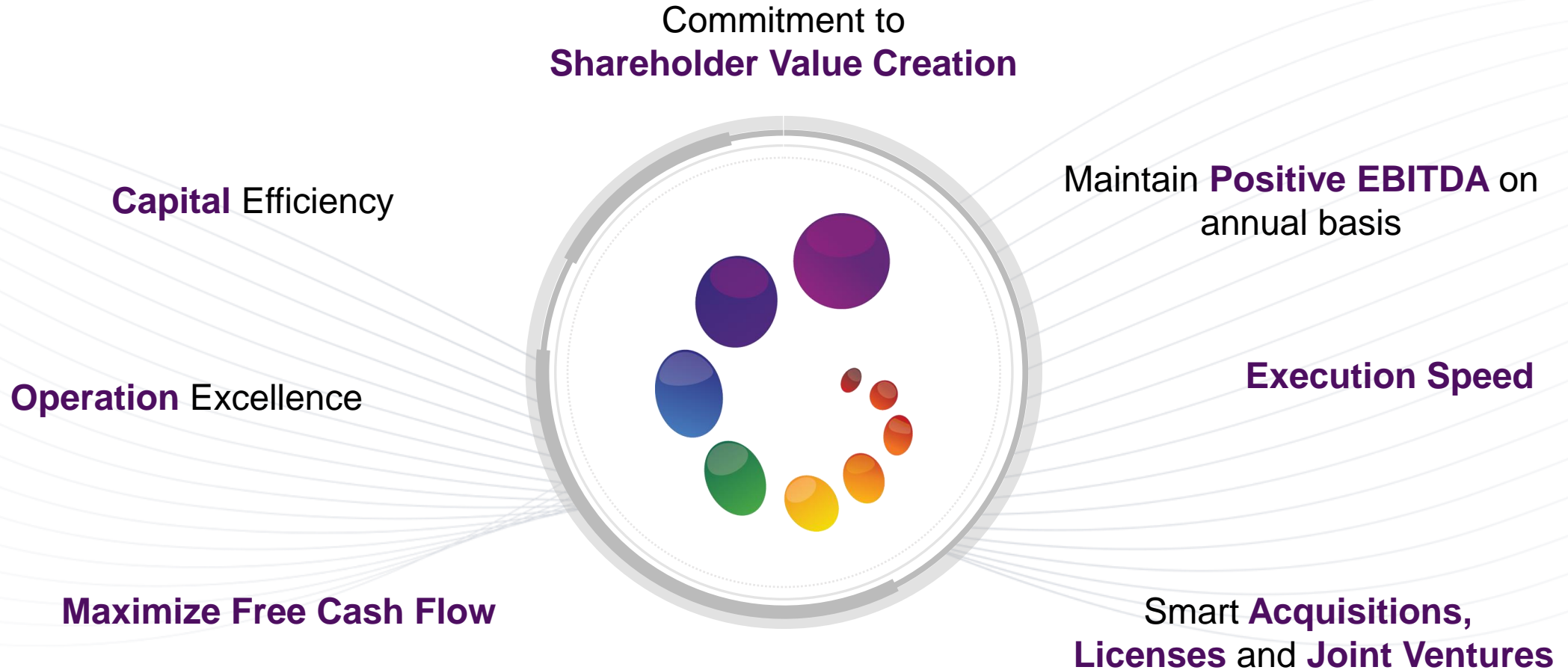
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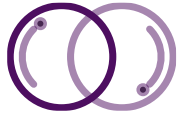
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Cytek's Operational and Shareholder Goals



Strategic Rationale: Cytek to Acquire Amnis & Guava Lines



High synergy
to core business



Rapid revenue expansion
from larger global footprint



Synergies in go-to-market
and service functions



New markets and research
areas for Cytek machines



Cell Imaging,
AI Bioinformatics,
and Capillary Fluidics



Cytek's Cell Sorting
with Amnis imaging technology



Increase in
operating leverage



Substantial accretion
to Cytek's revenue

Cytek + Amnis: New and Cross-Platform Technology Creates New Revenue Opportunities for Cytek

Amnis Imaging Technology

Enables Cytek to offer enhanced spatial analysis:

- ✓ Single Cell Spatial Features
- ✓ Cell - Cell Interactions

Aurora Sorter Technology + Amnis Imaging

Aurora Sorting + Amnis Provides:

- ✓ Sorting for Downstream Cell Culturing
- ✓ Unique Cell Cultures Available for Further Analysis

AI Bioinformatics Based on Deep Neuronal Networks

Artificial Intelligence in Bioinformatics:

- ✓ Image Recognition “Learns” From Experience
- ✓ Automated “Tagging” of Unique Cell Populations

Capillary Micro Fluidics

Capillary Flow Cytometry Offers:

- ✓ Reduced Cost of Goods, Higher Gross Margins
- ✓ Ease of Use

More Features in Cytek Products = New Revenue Opportunities

Combined Global Commercial Teams Expected to Drive Accelerated Sales for Cytek

Cytek Commercial Team of Cytometry Experts Expected to Expand by:

50% in China / APAC
>80% in EMEA

Would take years to build organically

+

Large and Loyal Amnis and Guava
customer base built over years

>7,000
Units Placed

>1,500
Customers

>70
Countries

=

**Accelerated Sales Opportunity for
Aurora and Northern Lights**



Cytek + Amnis & Guava: Operational Benefits from a Larger Global Platform

Cytek
>1,500
Units Placed

+

Amnis and Guava
>7,000
Units Placed

**Combined larger
installed base**

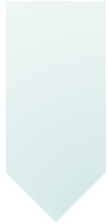
- ✓ Quicker Access by Field Personnel Globally
- ✓ More Effective Service / Support
- ✓ More Efficient Service / Support

Enables Cytek to Expand Service Gross Margins
Positions Cytek for Future Clinical Expansion

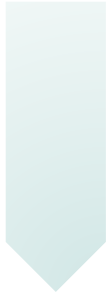


Amnis and Guava strategic fit and opportunity

Strengthen and extend the core



Technology Expansion



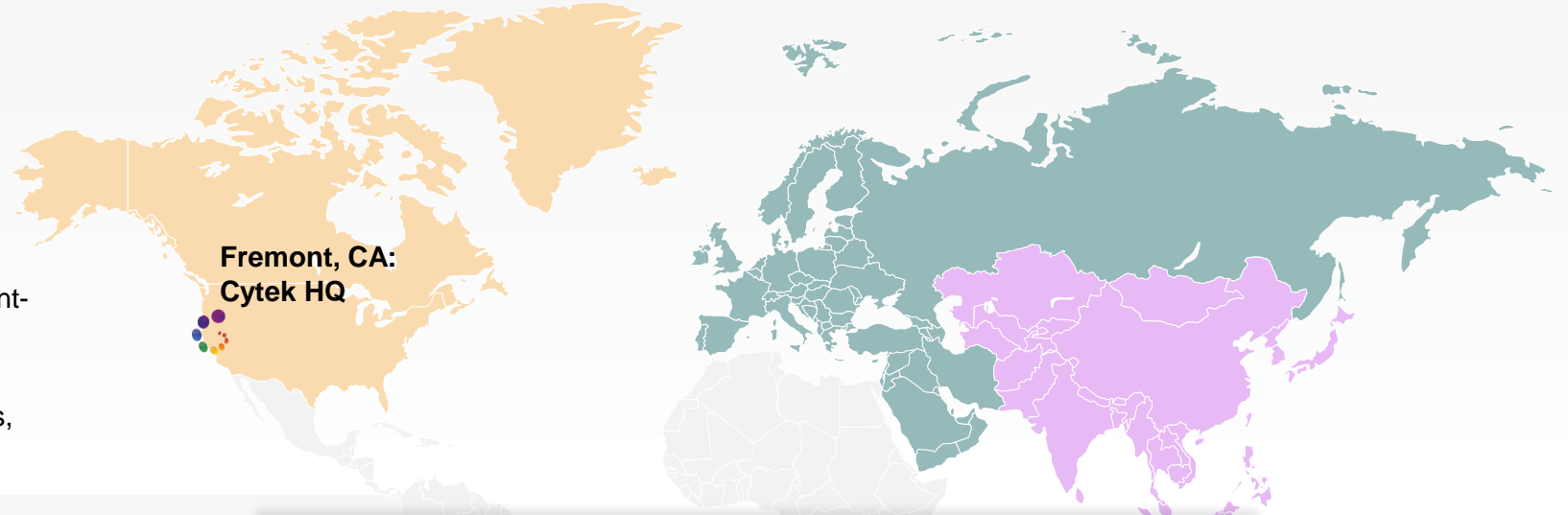
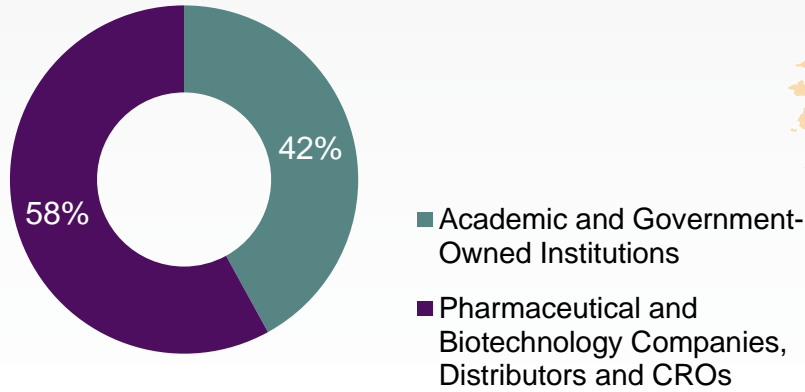
		Main Applications	Main Customers & Markets	Flow Cytometry Market 2023
High End	Aurora Analyzer & Sorter	<ul style="list-style-type: none"> High-plex Analysis Immuno-Oncology Cell Therapy Research 	<ul style="list-style-type: none"> Academic Core Labs, Pharma/Biotech 	\$4.3 B
Mid Range	Northern Lights	<ul style="list-style-type: none"> L&L, MRD 	<ul style="list-style-type: none"> Developed world 	
Entry Level & Personal Flow	Guava EasyCyte & Muse	<ul style="list-style-type: none"> Lower-plex Analysis Cell biology, apoptosis, cell cycle Cell counting & viability Disease Profiling QC assays 	<ul style="list-style-type: none"> Individual labs, academia and industry Developed and developing world 	\$1.1 B

Image Flow	Amnis	<ul style="list-style-type: none"> Cell morphology, intracellular translocation, cell-cell interaction in immunology, neurobiology, stem cell research 	<ul style="list-style-type: none"> Core and individual labs in academia and industry 	✓ Increased market share
Image Sort	<i>New to be developed</i>	<ul style="list-style-type: none"> Cell sorting for downstream cell culturing and further analysis 		✓ Market expansion

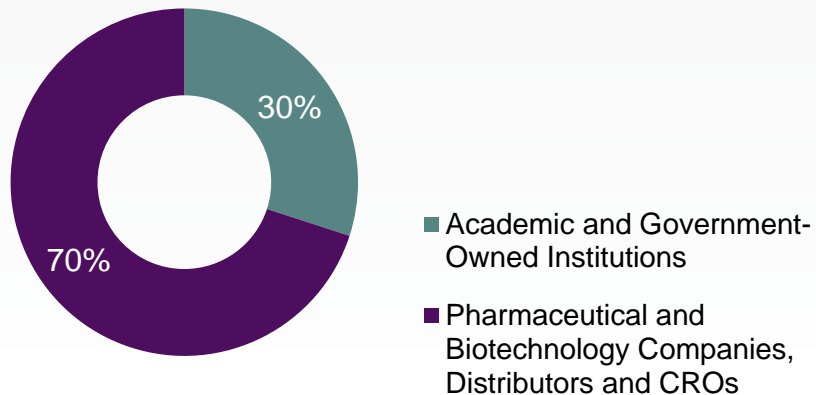
✓ **Greater Market Presence Creates Greater Growth Opportunity**
 ✓ **New Product Capabilities Create Market Expansion Opportunity**

Complementary Global Presence

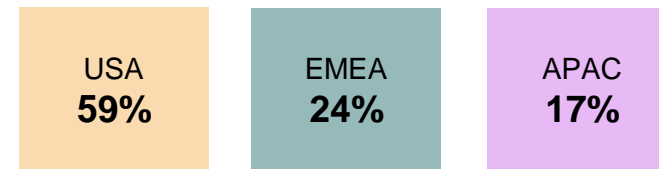
Cytek % Revenue by Industry



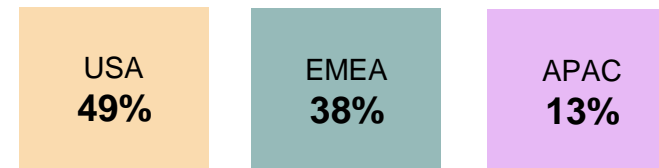
Luminex Flow % Revenue by Industry



Cytek % Revenue by Region¹

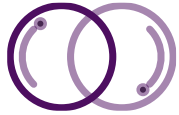


Luminex Flow % Revenue by Region²



1. YTD Q3 2022
2. FY 2021

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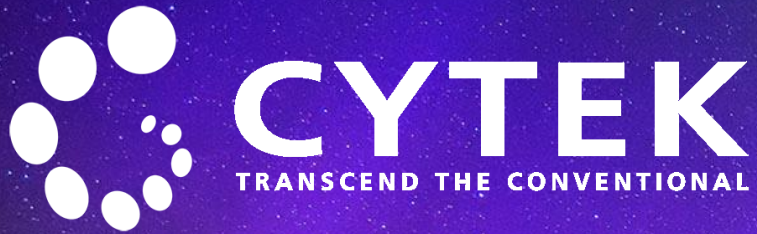
Cytek's Cell Sorting
with Amnis Imaging Technology



Increase in
operating leverage



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Thank You!

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