

Scientific Industries, Inc.

(OTCQB: SCND)

Digitally Simplifying Life Science.



INVESTOR PRESENTATION

September 2024

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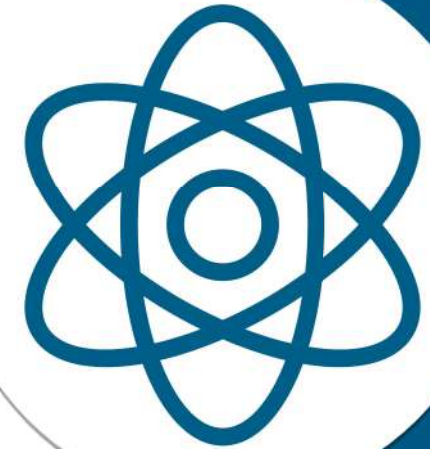
sbi SCIENTIFIC
BIOPROCESSING

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SCND is a Life-Science Tools Enterprise poised for Breakout

Scientific Industries is a Life Science Tools Company comprised of two businesses; its legacy base business, characterized by stable revenues, growth, and earnings, and its SBI business, we expect to deliver outsized growth in the coming years

- Historic legacy business sells desk top laboratory equipment to blue chip customers throughout the world

Scientific Industries is at a compelling inflection point for investors; after \$30 million invested and eight years of development, SBI's new DOTS Technology is now ready for commercialization in the \$2B bioprocessing development industry⁽¹⁾, after underlying IP that expired in 2022 previously earned the Company \$9M in royalties from bioprocessing giant Sartorius

- DOTS Technology is a novel, in-house developed, technology platform which enables its lab customers to perform experiments which require bioprocessing at 10% of the cost of today's competing technologies⁽²⁾
- DOTS Technology provides radical simplification through sensing, automation, and AI, trims development times by more than a year, and can decrease development costs by \$1M⁽²⁾
- DOTS Technology components are already being used by more than 450 customers, while the new Multiparameter Sensor and patented Sensor pill launched and began shipping in April 2024

Scientific Industries' Leadership and Board has a Track Record of Proven Success in the Life Sciences Business.



Helena Santos
SCND President & CEO



John Moore
SCND Chairman



Reginald Averilla
SCND CFO



Daniel Gruenes
SBI President & CEO



John Nicols
SBI Chairman & Director
Former President & CEO Codexis



Chris Cox
SCND Non-managing Director
Partner Population Health Partners

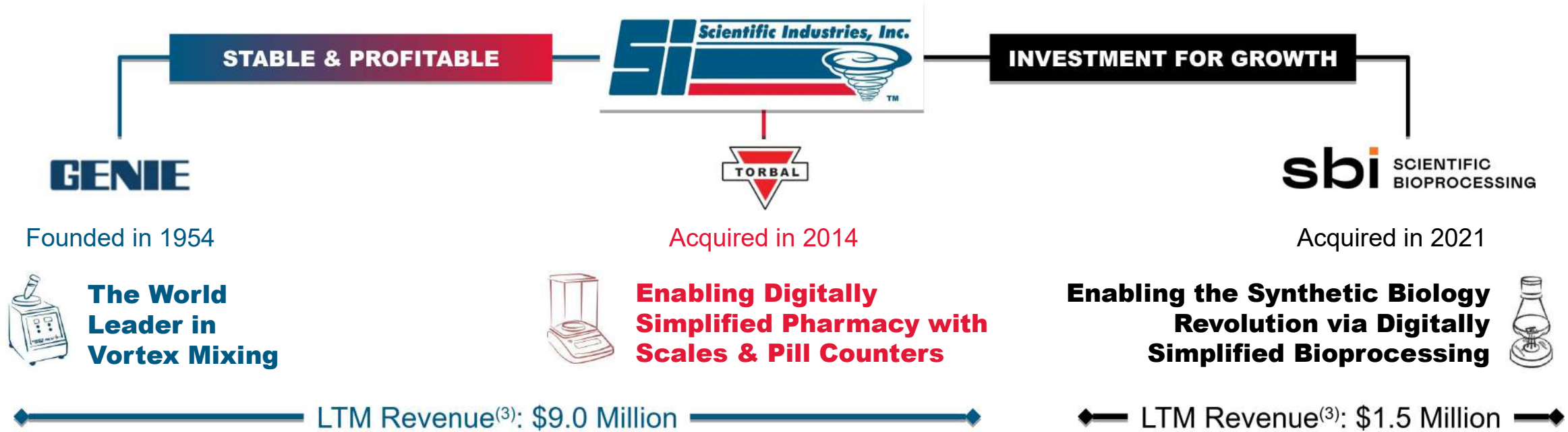


Dr. Juergen Schumacher
SCND Non-managing Director
Co-Founder QIAGEN



Michael Blechman
Strategic advisor &
SCND Non-managing Director

Profitable legacy business supporting high growth, revolutionary bioprocessing division.



Bohemia, NY
Headquarters

67
Employees

10.0 Million
Shares Outstanding

\$10.5 Million
LTM Revenue⁽³⁾

1954
Founded



Profitable & Proven Base Business

Torbil is a 100+ year franchise, with a dominant installed base in pharmacy balances and a huge growth opportunity due to federal track and trace rules that took effect in Nov 2023.

GENIE

Mixers and shakers, rotators/rockers, refrigerated and shaking incubators, and magnetic stirrers



TORBAL

Pharmacy and laboratory balances and scales, force gauges, automated pill counters and moisture analyzers



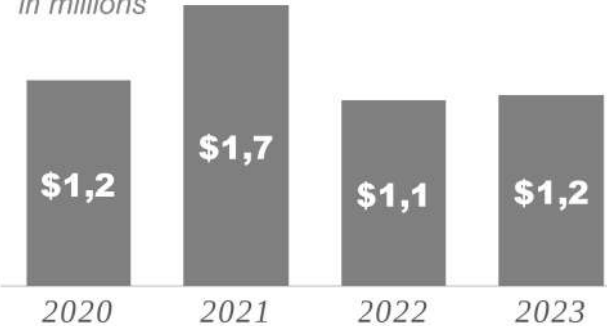
Genie + Torbal Revenue⁽⁴⁾

in millions



Genie + Torbal EBITDA⁽⁴⁾

in millions



170

Worldwide Distribution Channels

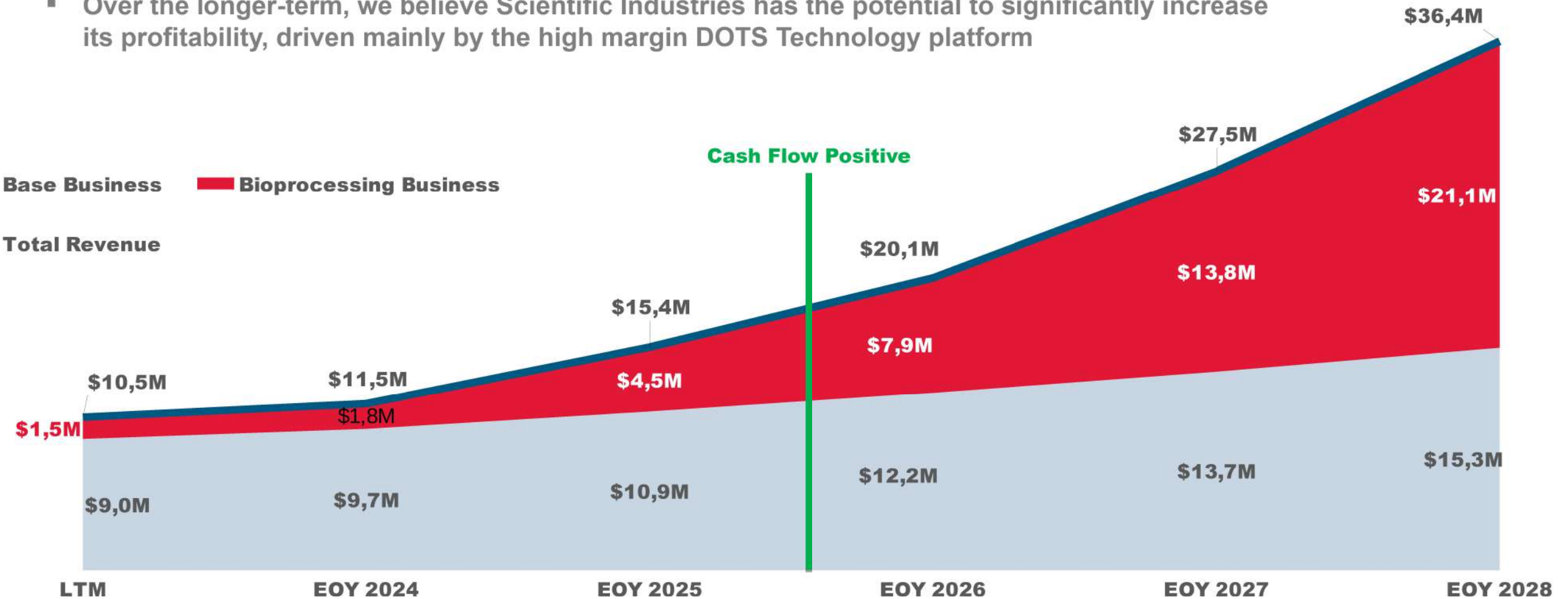


Select End-Users



Scientific Industries is positioned to achieve significant operating leverage driven by the strong growth potential of its bioprocessing operations.

- Over the longer-term, we believe Scientific Industries has the potential to significantly increase its profitability, driven mainly by the high margin DOTS Technology platform



SBI addresses a \$2B Market⁽¹⁾ in Synthetic Biology with its DOTS Technology platform for Digitally Simplified Bioprocessing.



Daniel Grünes
President & CEO of SBI

sbi SCIENTIFIC BIOPROCESSING
Digitally Simplified Bioprocessing.

SBI addresses a \$2B Market⁽¹⁾ in Synthetic Biology by bringing capabilities of established solutions to the most ubiquitous vessel.



**Simplicity
Size
Price**



**Sensing
Knowledge
Control**



**Simple, Small,
Dumb & Affordable**

**Simple, Small,
Smart & Affordable**

**Complex, Large,
Smart & Expensive**

It's been done before: in 2007, the iPhone transformed it's field by merging established technologies into a small, affordable and easy-to-use device.



**Simplicity
Size
Price**



**Sensing
Knowledge
Control**



**Simple, Small,
Dumb & Affordable**

**Simple, Small,
Smart & Affordable**

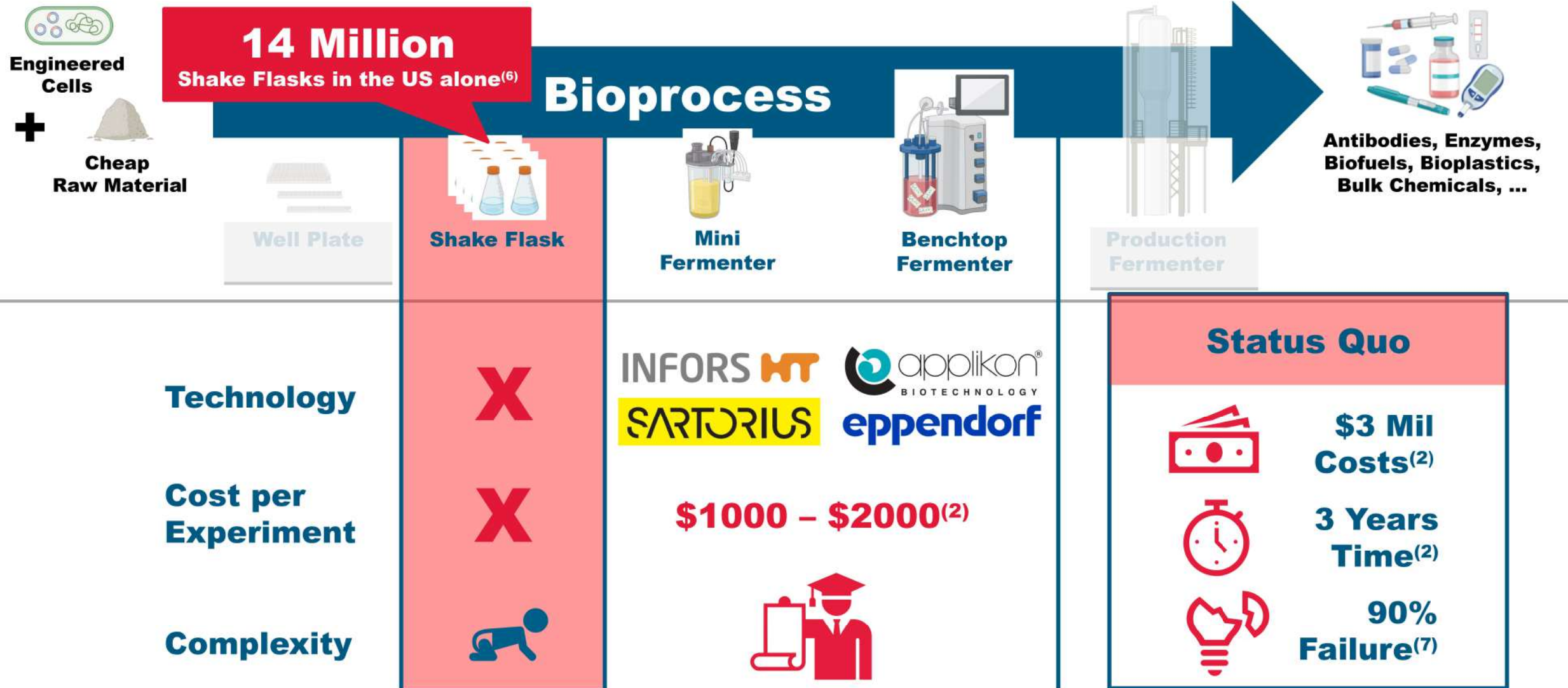
**Complex, Large,
Smart & Expensive**



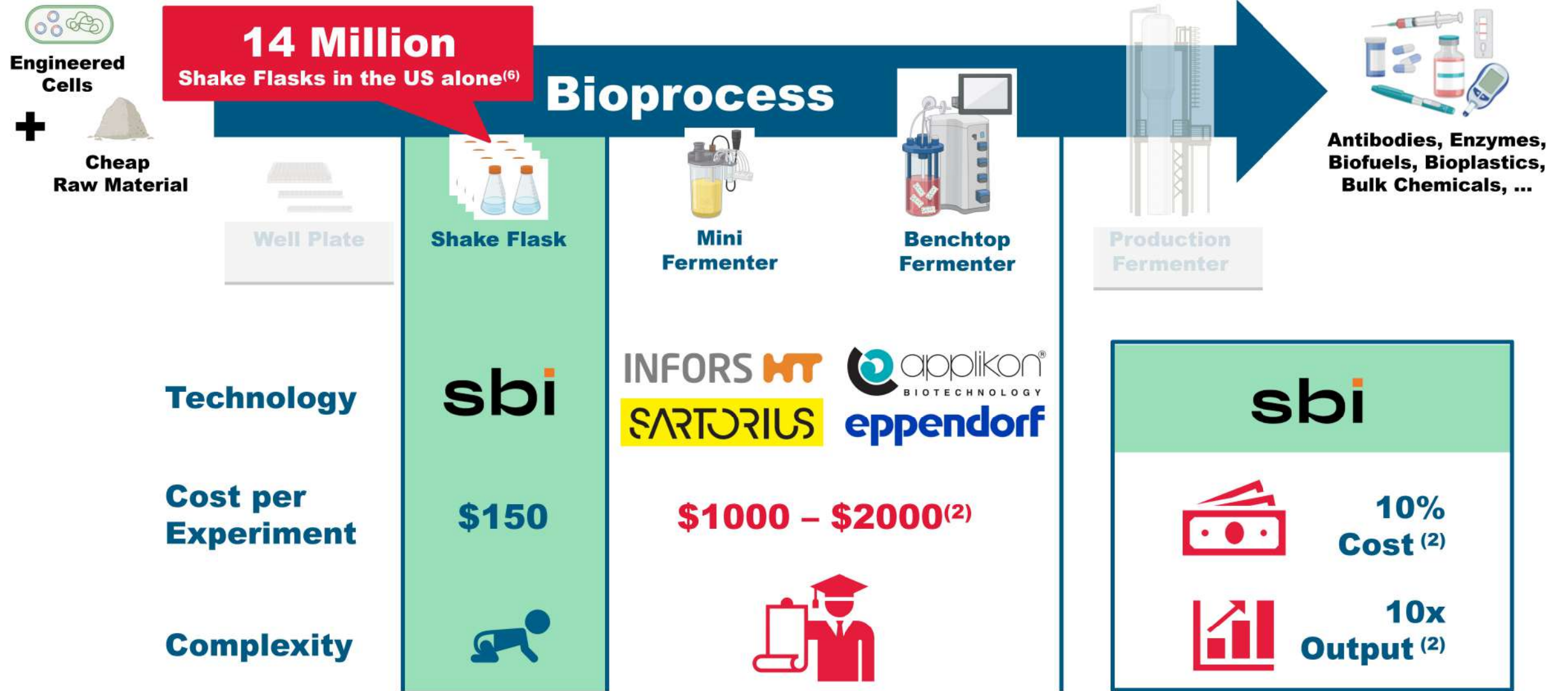
“The Biggest Innovations of the 21st century will be the Intersection of Biology and Technology. A New Era is beginning, just like the digital one ...” (5)

Bioprocessing

Due to the lack of affordable and easy-to-use technologies, the average bioprocess development costs \$3 Million and takes around 3 Years⁽²⁾.



SBI's DOTS Technology enables Fermenter-like experiments in shake flasks and helps customers to bring down costs and development times.



The DOTS Technology Platform consists of 4 components and a first full version was launched in April 2024.



Feeding System
Feedback-controlled,
Automated Addition of Liquids

Shake Flask
Simple Cultivation Vessel






DOTS Multiparameter Reader
Non-invasive monitoring of CPPs like
Biomass, Temperature, Pressure, Fluorescence,...

DOTS Software
Real-Time Data Insights,
Analysis & Visualization



Sensor Pills
Monitoring of CPPs like
pH, Dissolved Oxygen, Glucose,...

Case study shows that investments into DOTS components pay off within a year, due to significant savings in materials and labor hours.

Bond Pet Foods Case Study ⁽⁸⁾		DOTS Biomass	Labor Costs Saved	Material Costs Saved
	<p>Bond Pet Foods Saves Time and Money in Their Media Optimization Process with the Cell Growth Quantifier</p>  	\$ 54,942 Investment	\$ 28,860 per year	\$ 43,680 per year
Investment in DOTS Biomass paid off after 9 months				

The DOTS platform has been successfully launched and already sees traction and highlights commercial potential.

Pilot Tests & Sales Training done

“Very easy and fast to use.”

“High time resolution reveals previously invisible metabolic events.”

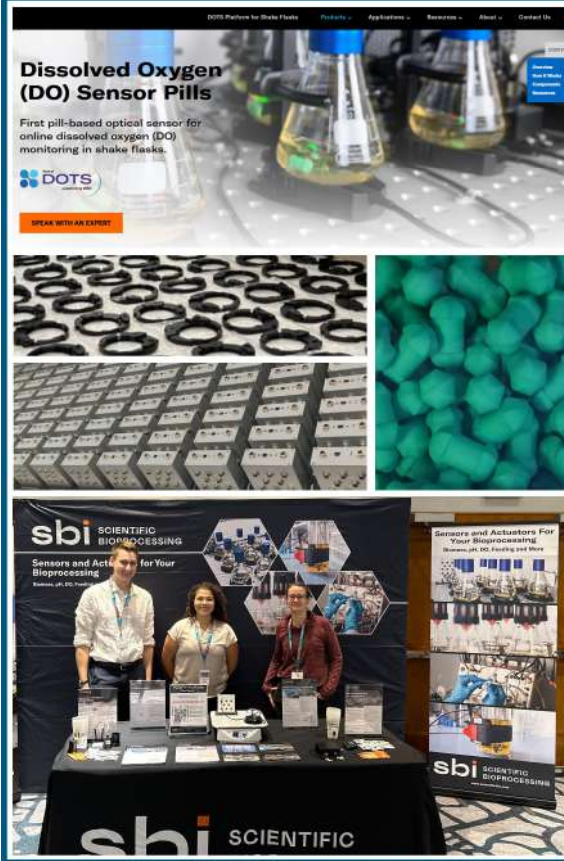
“Finally, I can see when my substrate is completely consumed.”

symrise 

RWTH AACHEN UNIVERSITY

HOCHSCHULE FÜR ANGEWANDTE WISSENSCHAFTEN MÜNCHEN 

Marketing Launch & Production Started



Strong Initial Demand for DOTS



+248 Leads
2 weeks after launch



Strong Sales Pipeline already existing



\$4.5M
Current Pipeline Value (August 24)

>\$1.9M
Weighted Pipeline Value (August 24)

We have all Puzzle Pieces in Hand to Unlock the Market of Digitally Simplified Bioprocessing – Shaping the Future of Biotechnology.



34 Team Members

with 9 R&D + 19 Commercial



>450 Customers

in >25 Countries around the Globe



>8 Years & \$30m in R&D

to Develop and Approve Core Technologies



>20 Distributors

Established around the Globe



>10 Patents

Protecting Core Technologies



>40 Conferences

annually visited by our Sales Reps



>80 Publications

in Peer-Reviewed Scientific Journals



OEM Business

under Development for System Builders



>10 New Products

in the Development Pipeline to fuel future Sales



>170 Sales Partners

via Scientific Industries



Capitalization Snapshot

As of June 30, 2024

Balance Sheet

Debt

\$0

Cash & Cash Equivalents⁽⁹⁾

\$3,855,600

As of June 30, 2024

Shares Outstanding

10,503,599

Options

1,766,547
WAEP \$6.17

Warrants

8,232,510
WAEP \$3.50



Thank You

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Reginald Averilla: raverilla@scientificindustries.com

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References

- (1) Market size was estimated based on two market reports describing the global Small-Scale Bioreactor Market:
 - a) **“Small-Scale Bioreactors Market 2023-2030”**, Grand View Research, 2022, Report ID GVR-4-68040-046-5, <https://www.grandviewresearch.com/industry-analysis/small-scale-bioreactors-market-report#>, accessed July 17, 2023
 - b) **“Small-Scale Bioreactors Market 2023-2032”**, Precedence Research, March 2023, Report ID 2747, <https://www.precedenceresearch.com/small-scale-bioreactors-market>, accessed July 17, 2023
- (2) Internal calculations, based on current bioprocess development cost and time requirements as described in
 - a) Suzanne S. Farid, Max Baron, Christos Stamatias, Wenhao Nie, Jon Coffman. **“Benchmarking Biopharmaceutical Process Development and Manufacturing Cost Contributions to R&D”**. MAbs 12, No. 1 (January 1, 2020): 1754999. <https://doi.org/10.1080/19420862.2020.1754999>
 - b) Rachel Bareither, David Pollard. **“A Review of Advanced Small-Scale Parallel Bioreactor Technology for Accelerated Process Development: Current State and Future Need”**. Biotechnology Progress 27, No. 1 (January 2011): 2-14. <https://doi.org/10.1002/btpr.522>
 - c) Openly available quotes and sales prices for various bioreactor systems
- (3) LTM $\hat{=}$ Last Twelve Months; LTM revenue based on financial results on Form 10-Q and Form-10K, filed with the SEC on May 15, 2024, and August 14, 2024
- (4) Yearly results based on annualized unaudited financial results of the Genie and Torbal Division
- (5) Isaacson, Walter. **“Steve Jobs”**. 1st Simon & Schuster pbk. ed. New York: Simon & Schuster, 2013.
- (6) **“SBAC – Market Research and Analysis – Final Report”**, Internal Market Report on “smart” shake flasks with embedded sensors. Latham BioPharm Group, Inc., December 19, 2018.
- (7) François Candelon, Matthieu Gombeaud, Georgie Stokol, Vinit Patel, Antoine Gourévitch, Nicolas Goedel. **“Synthetic Biology Is About to Disrupt Your Industry”**. Boston Consulting Group, February 10, 2022.
- (8) Case study with one of SBI’s DOTS customers. <https://www.scientificbio.com/bond-pet-foods>
- (9) Based on financial results on Form 10-Q filed with the SEC on August 14, 2024
- (10) Adjusted EBITDA was calculated by Net loss less Other Income, Interest, Income Tax, Depreciation, Amortization and Noncash stock compensation expense based on referenced periods
- (11) Bioprocessing related figures were created using icons and tools from [Biorender.com](https://biorender.com)