



# NASDAQ: HBIO

## Q1'25 Earnings Presentation

Jim Green, Chairman, President & CEO

Jennifer Cote, CFO & Treasurer

Mark Frost, Incoming Interim CFO & Treasurer

May 12, 2025

# Forward-Looking Statements and Non-GAAP Financial Information

## Forward-Looking Statements

This document contains forward-looking statements within the meaning of the federal securities laws, including the Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as "may," "will," "expect," "plan," "anticipate," "estimate," "intend" and similar expressions or statements that do not relate to historical matters. Forward-looking statements include, but are not limited to, information concerning expected future financial and operational performance including revenues, gross margins, adjusted EBITDA, adjusted EBITDA margin, cash and debt position, growth and the introduction of new products, the strength of the Company's market position and business model and anticipated macroeconomic conditions. Forward-looking statements are not guarantees of future performance and involve known and unknown uncertainties, risks, assumptions, and contingencies, many of which are outside the Company's control. Risks and other factors that could cause the Company's actual results to differ materially from those described in its forward-looking statements include those described in the "Risk Factors" section of the Company's most recently filed Annual Report on Form 10-K as well as in the Company's other filings with the Securities and Exchange Commission. Forward-looking statements are based on the Company's expectations and assumptions as of the date of this document. Except as required by law, the Company assumes no obligation to update forward-looking statements to reflect any change in expectations, even as new information becomes available.

## Use of Non-GAAP Financial Information

This document includes non-GAAP financial information including one or more of adjusted operating income (loss), adjusted operating margin, adjusted net income (loss), adjusted EBITDA, adjusted EBITDA margin, diluted adjusted earnings (loss) per share, foreign exchange adjusted revenue, and net debt. We believe that this non-GAAP financial information provides investors with an enhanced understanding of the underlying operations of the business. For the periods presented, these non-GAAP financial measures have excluded certain expenses and income resulting from items that we do not believe are representative of the underlying operations of the business. Items excluded include stock-based compensation, amortization of intangibles related to acquisitions, other operating expenses, loss on equity securities, income taxes and the tax impact of the reconciling items. Management believes that this non-GAAP financial information is important in comparing current results with prior period results and is useful to investors and financial analysts in assessing the Company's operating performance. Non-GAAP historical financial statement information included herein is accompanied by a reconciliation to the nearest corresponding GAAP measure which is included as exhibits below.

With respect to non-GAAP forward-looking measures, we provide an outlook for adjusted EBITDA margin. Many of the items that we exclude from this forward-looking measure calculation are less capable of being controlled or reliably predicted by management. These items could cause the forward-looking measures presented in our outlook statements to vary materially from our GAAP results.

The non-GAAP financial information provided in this presentation should be considered in addition to, not as a substitute for, the financial information provided and presented in accordance with GAAP and may be different than other companies' non-GAAP financial information.

# Q1'25 Highlights

*Stay the course, stay lean and remain focused on product commercialization and new debt facility*

Income Statement Components (\$ in millions except percentages)	Q1 2025	Q1 2024
<b>Revenue</b>	<b>21.8</b>	<b>24.5</b>
<b>Gross Margin</b>	<b>12.2</b>	<b>14.8</b>
% of Revenue	56.0%	60.3%
<b>Operating Loss</b>	<b>(49.7)**</b>	<b>(2.3)</b>
% of Revenue	-228.1%	-9.3%
<b>Adjusted Operating Income*</b>	<b>0.3</b>	<b>1.2</b>
% of Revenue	1.5%	4.8%
<b>Adjusted EBITDA*</b>	<b>0.8</b>	<b>1.6</b>
% of Revenue	3.7%	6.6%

\* Non-GAAP measure, see Slide 10 for reconciliation to GAAP financial measures

\*\* Includes goodwill Impairment of \$48.0M

# Quarterly Product Revenue by Region

14.0M

12.0M

10.0M

8.0M

6.0M

4.0M

2.0M

0.0M

Q1 '24

Q2 '24

Q3 '24

Q4 '24

Q1 '25

## Americas

### Overall:

- Q1 5.4% sequential decrease, down 9.4% YoY as reported

### CMT (mostly Academic/NIH):

- No seasonal Q4 bump on budget concerns
- Q1 sales sequentially slower but steady

### Pre-Clinical:

- Sequentially down mid-single digits on lower CRO sales

14.0M

12.0M

10.0M

8.0M

6.0M

4.0M

2.0M

0.0M

Q1 '24

Q2 '24

Q3 '24

Q4 '24

Q1 '25

## EMEA

### Overall:

- Q1 29.3% sequential decrease, 9.0% down YoY as reported, including 1.6% decrease from Fx

### CMT (mostly Academic):

- Seasonal bump in Q4 followed by Q1 sequential declines on seasonality and global economic concerns

### Pre-Clinical:

- Sequential and YoY decreases lower in both industrial and academic sales

### Fx Adjustment

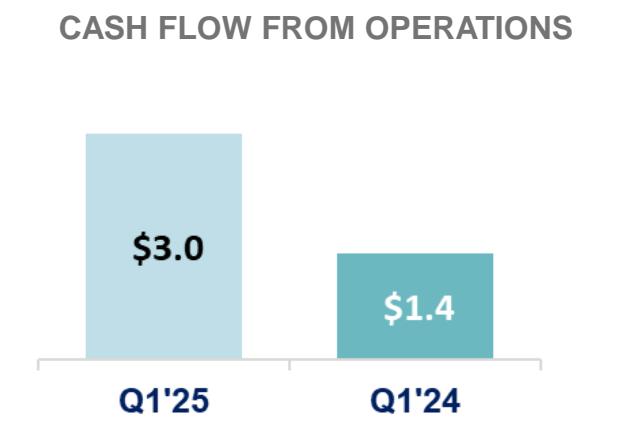
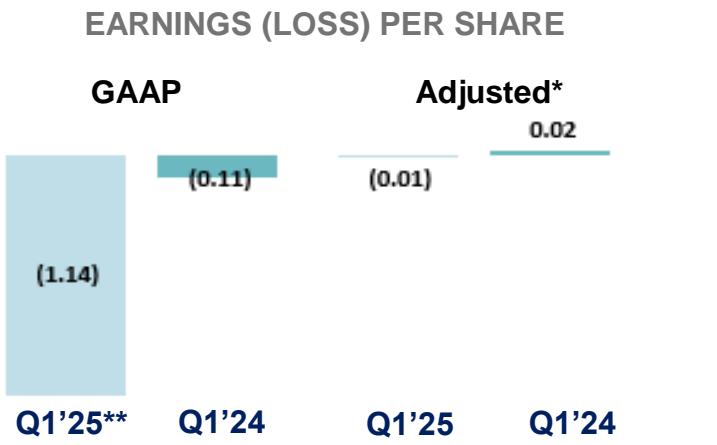
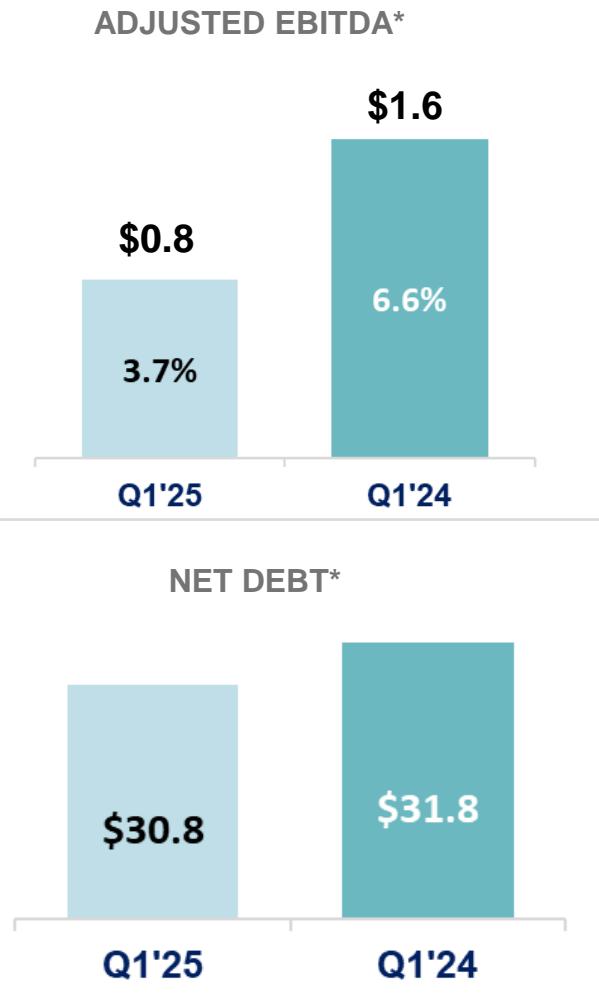
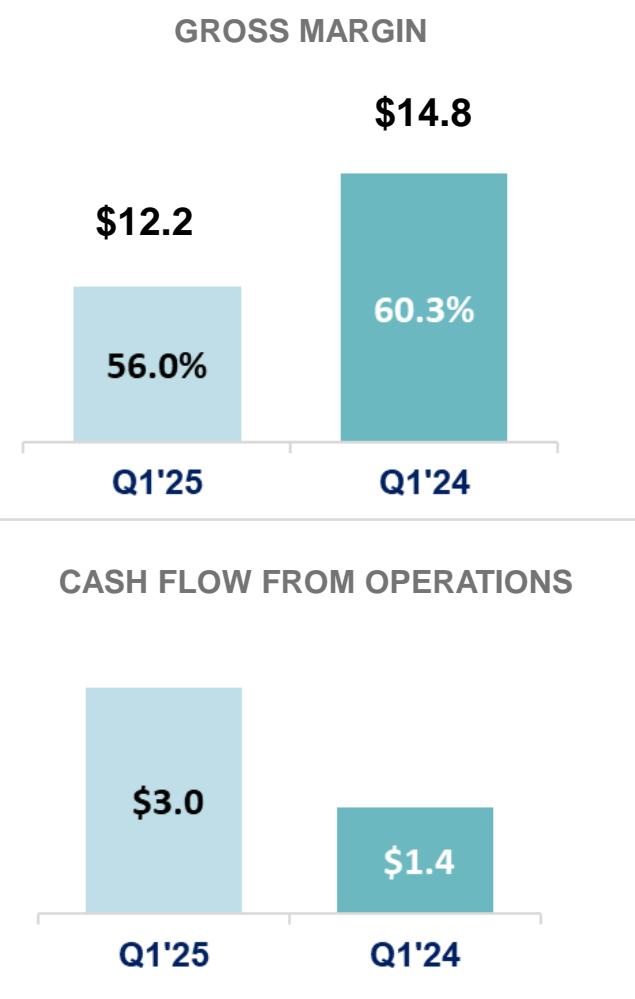
(in \$M)	Q1 '24	Q2 '24	Q3 '24	Q4 '24	Q1 '25
CMT	\$10.97	\$11.68	\$11.86	\$11.50	\$9.58
Pre-Clinical	\$13.55	\$11.42	\$10.11	\$13.06	\$12.32
Currency					(\$0.13)
Total	\$24.51	\$23.10	\$21.97	\$24.56	\$21.77

Pre-clinical

CMT

# Q1'25 Financial Metrics (GAAP except where noted)

\$ Million except  
per share data



\* Non-GAAP measure, see Slide 10 for reconciliation to GAAP financial measures

\*\*Includes goodwill Impairment of \$48.0M

# New Product Introductions: Supports Long Term Growth Targets

Growth Category	New Product Introductions	2024 Achievements	2025 Goals/Achievements
<b>Base</b>  (Approx. 76% of FY24 revenue)	<ul style="list-style-type: none"> <li>• SoHo™ (Shared Housing) NextGen Implantable Telemetry</li> <li>• VivaMARS™ Neuro-Behavioral System</li> </ul>	<ul style="list-style-type: none"> <li>• First shipments for temperature and activity</li> <li>• Labcorp integrated initial system in first facility</li> </ul>	<ul style="list-style-type: none"> <li>• Expand telemetry endpoints to include cardiac and neuro</li> <li>• Launched commercially at March's Society of Toxicology</li> <li>• Strong order pipeline, initial shipments begin in Q3</li> <li>• In discussions with Labcorp to expand adoption to additional sites</li> </ul>
<b>Electroporation &amp; Bridge to Bioproduction</b>  (Approx. 16% of FY24 revenue)	<ul style="list-style-type: none"> <li>• BTX™ Electroporation (For Transfection)</li> <li>• BTX™ Electrofusion (For Monoclonal Antibodies)</li> <li>• Amino Acid Analysis (AAA) Sys.</li> </ul>	<ul style="list-style-type: none"> <li>• 1<sup>st</sup> high volume BTX bioproduction reached ~\$1M in consumables</li> <li>• First shipments of cGMP system</li> </ul>	<ul style="list-style-type: none"> <li>• Initial customer launching a second high-volume bioproduction application in Europe</li> <li>• Exploring opportunity with large biotech to adopt BTX for bioproduction of Car-T therapy</li> <li>• Expand adoption of Biochrom AAA for bioprocessing QC</li> </ul>
<b>MeshMEA™ / Organoid</b>  (Approx. 8% of FY24 revenue)	<ul style="list-style-type: none"> <li>• MEA Systems</li> <li>• 3D &amp; Mesh Chip Sensors (consumables)</li> </ul>	<p>Active Beta Sites</p> <ul style="list-style-type: none"> <li>• Academics: UT for Neuro</li> <li>• CRO: Synaxis for Neuro Safety/Tox</li> <li>• Leading BioPharma: Neuro &amp; Cardiac</li> <li>• Early Adopters: Placed 10 systems includes Mayo Clinic, Stanford in Q4'24</li> </ul>	<ul style="list-style-type: none"> <li>• Expand adoption to more leading academic sites</li> <li>• Expand adoption to higher consumable industrial Biopharma applications</li> <li>• Grow pipeline of Biotech and big Pharma opportunities</li> <li>• We see growing interest for In-vivo / In-vitro safety/tox assessment with CROs</li> </ul>

# Outlook

# Q2 2025 Outlook

---

With uncertainty around NIH and academic research funding and the China tariff situation we now expect:

- Q2 Revenues ranging from \$18M to \$20M
- Q2 Gross Margin ranging from 55-57%



We are focused on expanding adoption of our new products while managing costs; expect recently completed cost reduction actions to result in operating cost reductions of approximately \$1 million per quarter beginning in the second quarter.

# Appendix

# Reconciliation to GAAP P&L

HARVARD BIOSCIENCE, INC.

Reconciliation of GAAP to Non-GAAP Financial Measures (unaudited)  
(in thousands, except per share data and percentages)

	Three Months Ended	
	March 31, 2025	March 31, 2024
<b>GAAP operating loss</b>	<b>\$ (49,668)</b>	<b>\$ (2,279)</b>
Stock-based compensation	600	1,048
Acquired asset amortization	1,160	1,333
Goodwill impairment	47,951	-
Other operating expenses (1)	264	966
Other adjustments	12	97
<b>Adjusted operating income</b>	<b>\$ 319</b>	<b>\$ 1,165</b>
Operating margin	(228.1%)	(9.3%)
Adjusted operating margin	1.5%	4.8%
 <b>GAAP net loss</b>	 <b>\$ (50,340)</b>	 <b>\$ (4,694)</b>
Stock-based compensation	600	1,048
Acquired asset amortization	1,160	1,333
Goodwill impairment	47,951	-
Other operating expenses (1)	264	966
Other adjustments	12	97
Loss on equity securities	-	1,312
Income taxes	(199)	627
<b>Adjusted net (loss) income</b>	<b>\$ (552)</b>	<b>\$ 689</b>
Depreciation & amortization	495	448
Interest and other expense, net	1,126	893
Adjusted income taxes (2)	(255)	(417)
<b>Adjusted EBITDA</b>	<b>\$ 814</b>	<b>\$ 1,613</b>
Adjusted EBITDA margin	3.7%	6.6%
 <b>Diluted loss per share (GAAP)</b>	 <b>\$ (1.14)</b>	 <b>\$ (0.11)</b>
<b>Diluted adjusted (loss) earnings per share</b>	<b>\$ (0.01)</b>	<b>\$ 0.02</b>
Weighted-average common shares:		
Diluted GAAP	44,096	43,402
Diluted Adjusted	44,096	44,693

- (1) Other operating expenses for the three months ended March 31, 2025 includes \$93 thousand of restructuring-related charges and \$171 thousand of employee retention tax credit fees compared to \$472 thousand of employee retention tax credit fees and \$494 thousand of unclaimed property audit expenses for the three months ended March 31, 2024.
- (2) Adjusted income taxes includes the tax effect of adjusting for the reconciling items using the tax rates in the jurisdictions in which the reconciling items arise.

	March 31,	
	2025	2024
<b>Debt, including unamortized deferred financing costs</b>	<b>\$ 35,958</b>	<b>\$ 35,610</b>
Unamortized deferred financing costs	392	490
Cash and cash equivalents	(5,546)	(4,255)
<b>Net debt</b>	<b>\$ 30,804</b>	<b>\$ 31,845</b>

The logo for HBio features the word "HBio" in a bold, white, sans-serif font. A white, curved, swoosh-like graphic is positioned to the left of the "H", extending from the top of the "H" down to the middle of the "B". The background is a teal-colored, low-poly geometric pattern.

HBio