

Scientific Industries, Inc.

(OTCQB: SCND)

Digitally Simplifying Science.



INVESTOR PRESENTATION

September 2023

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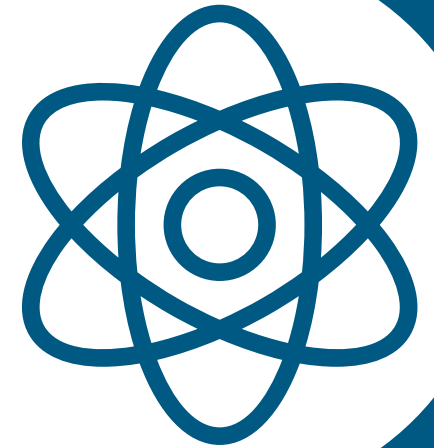
sbi SCIENTIFIC
BIOPROCESSING

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Scientific Industries Investment Highlights

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 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 350 customers, while the first version of the full platform will be launched by end of 2023

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



Marcus Frampton

SCND Non-Managing Director
CIO Alaska Permanent Fund



Chris Cox

SCND Non-managing Director
Partner Population Health Partners



Dr. Juergen Schumacher

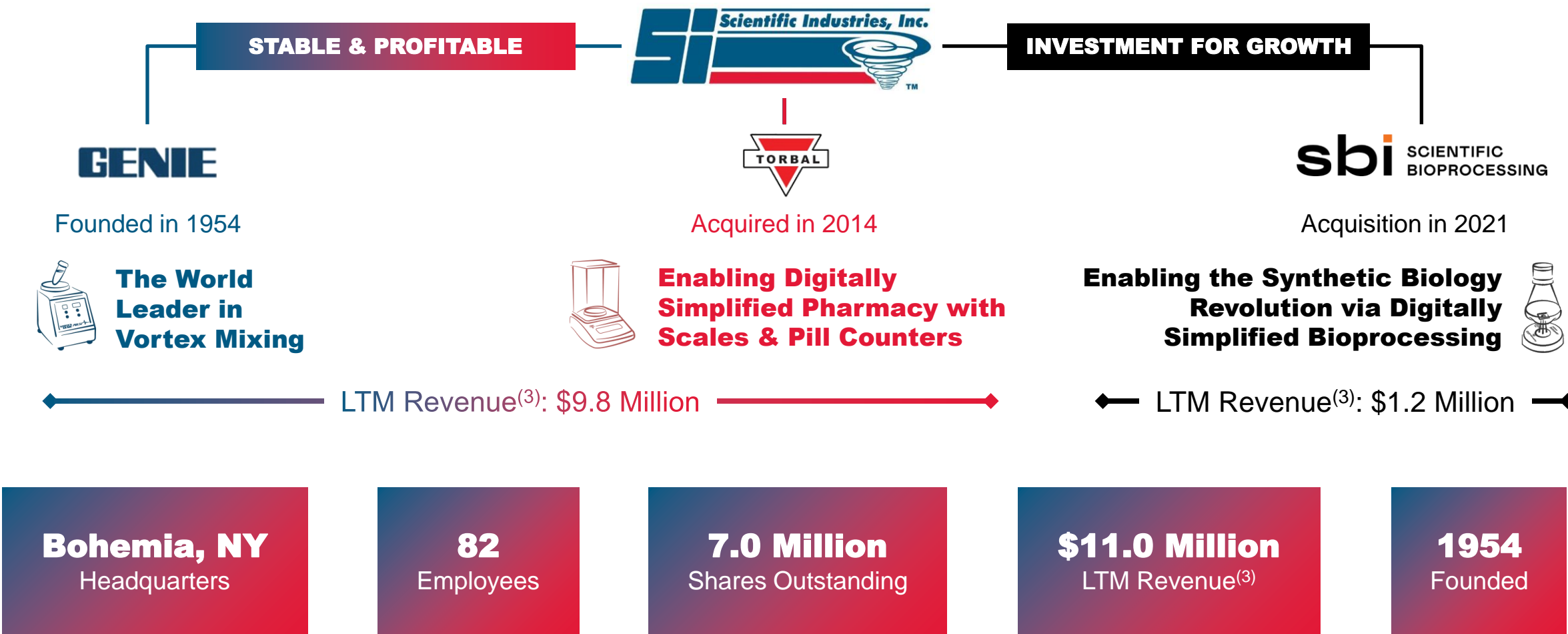
SCND Non-managing Director
Co-Founder QIAGEN



John Nicols


SBI Strategic Advisor
Former President & CEO Codexis

Profitable legacy business supporting high growth, revolutionary bioprocessing division.





Profitable & Proven Base Business

Torbal 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 take effect in Nov 2023.




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



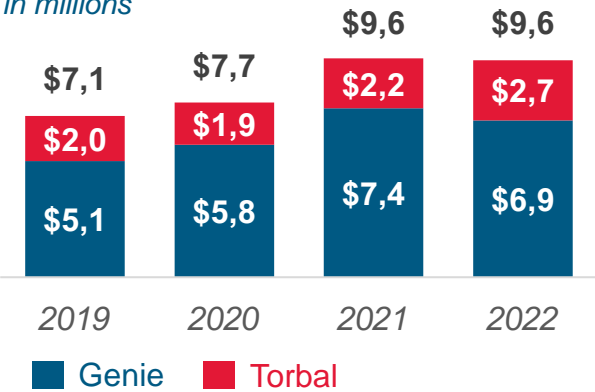


Pharmacy and laboratory balances and scales, force gauges, automated pill counters and moisture analyzers



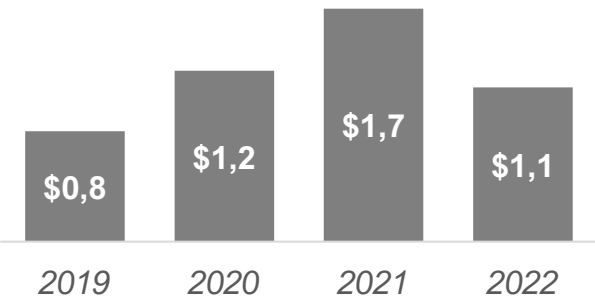
Genie + Torbal Revenue⁽⁴⁾

in millions



Genie + Torbal EBITDA⁽⁴⁾

in millions



170

Worldwide Distribution Channels

fisher scientific GRAINGER

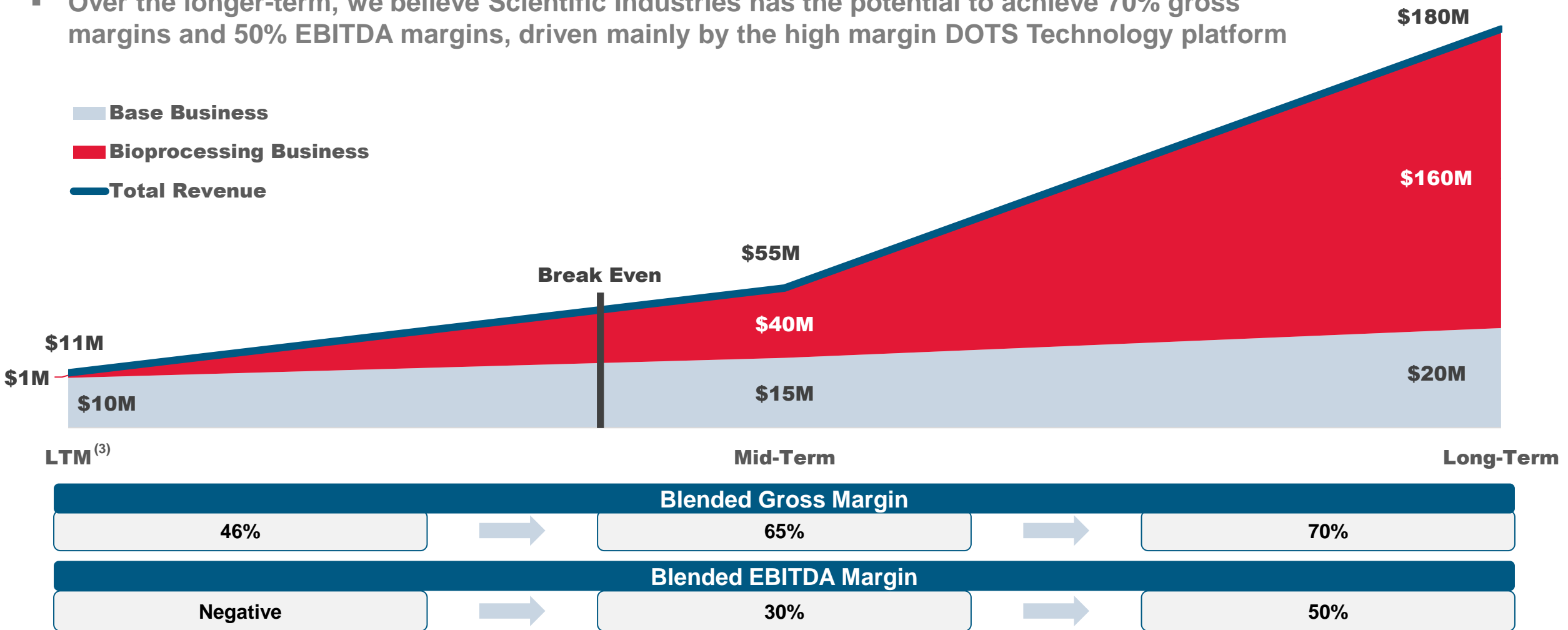
avantort[™] delivered by VWR[™] amazon

Select End-Users

Medtronic NIH
MAYO CLINIC
CDC CENTERS FOR DISEASE CONTROL AND PREVENTION
QIAGEN

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 achieve 70% gross margins and 50% EBITDA margins, 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

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BIOPROCESSING
Digitally Simplified Bioprocessing.

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



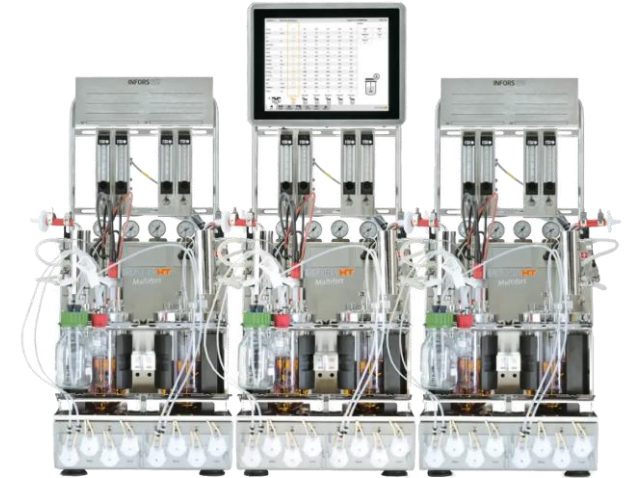
**Simplicity
Size
Price**

**Simple, Small,
Dumb & Affordable**



**Simple, Small,
Smart & Affordable**

**Sensing
Knowledge
Control**



**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
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Price**



**Sensing
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**Simple, Small,
Dumb & Affordable**

**Simple, Small,
Smart & Affordable**

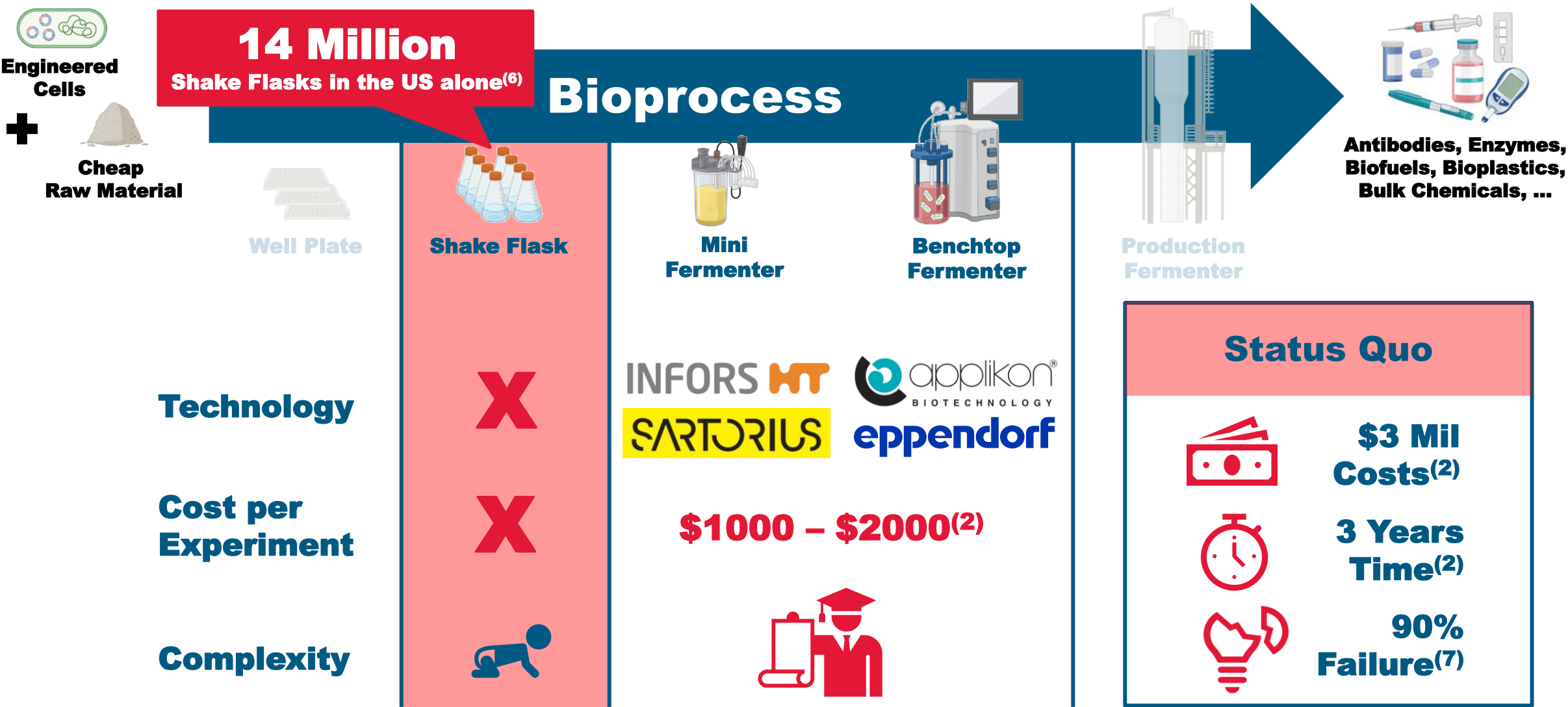
**Complex, Large,
Smart & Expensive**



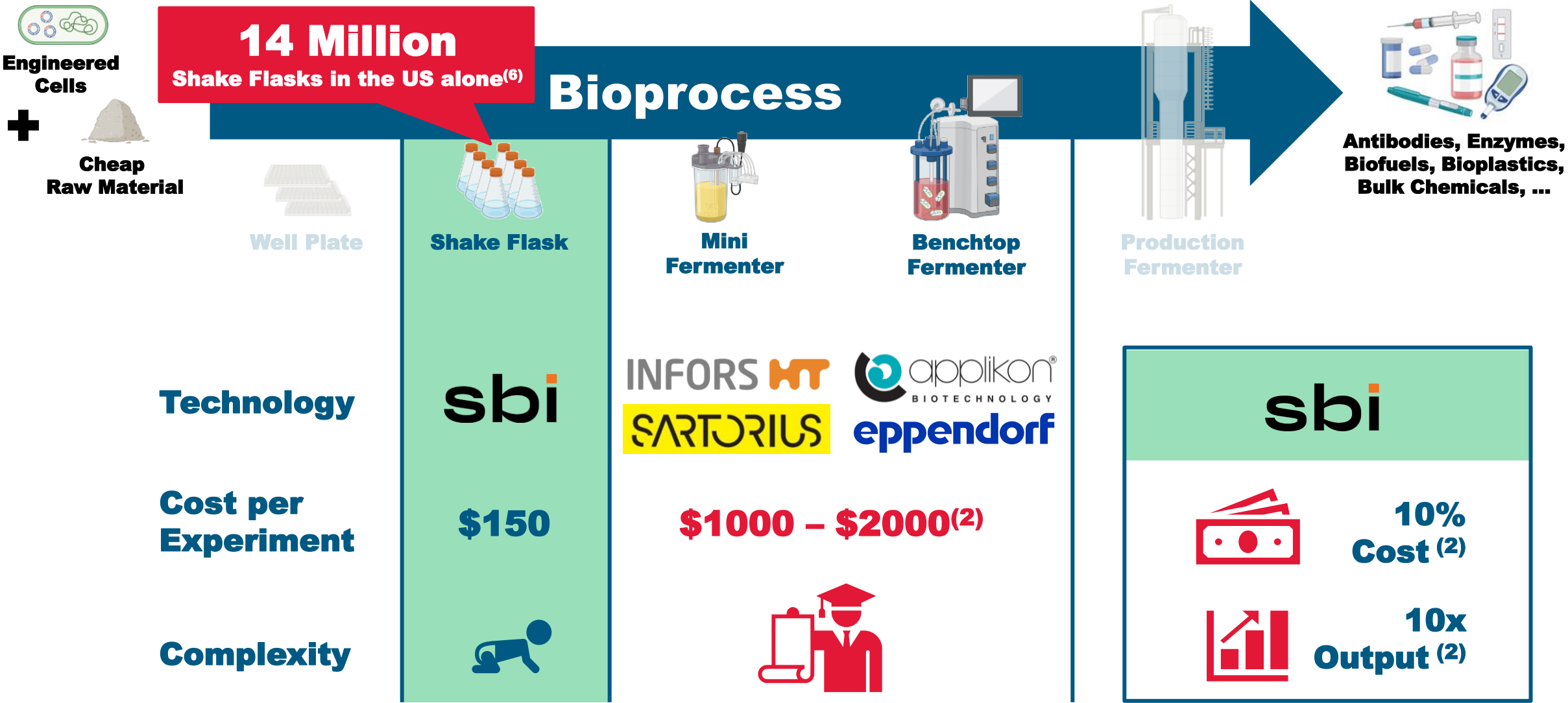
“The Biggest Innovations of the 21st century will be the Intersection of Biology and Technology. A New Era is beginning, just like the digital one ...” (5)

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 will be available to the market in the beginning of 2024.

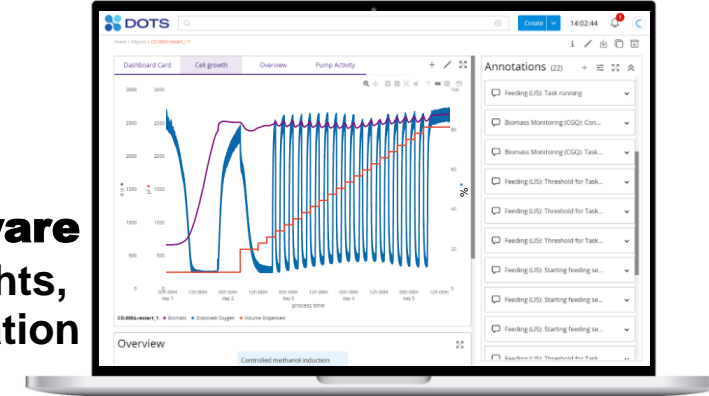


Feeding System
Feedback-controlled,
Automated Addition of Liquids

Shake Flask
Simple Cultivation Vessel



DOTS Software
Real-Time Data Insights,
Analysis & Visualization




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



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</p> <p>Bond Pet Foods Saves Time and Money in Their Media Optimization Process with the Cell Growth Quantifier</p> <p>sbi SCIENTIFIC BIOPROCESSING</p>	\$ 54,942 Investment	\$ 28,860 per year	\$ 43,680 per year	
	Investment in DOTS Biomass paid off after 9 months			

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



50 Team Members
with 20 R&D + 18 Marketing & Sales

>350 Customers
in >25 Countries around the Globe



>8 Years Spent 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



DUPONT

FDA

BOND
PET
FOODS

Pfizer

IMPOSSIBLE™

ADM

BAYER

DOTS by sbi

BERKELEY LAB

NREL
Transforming Energy



Google[x]

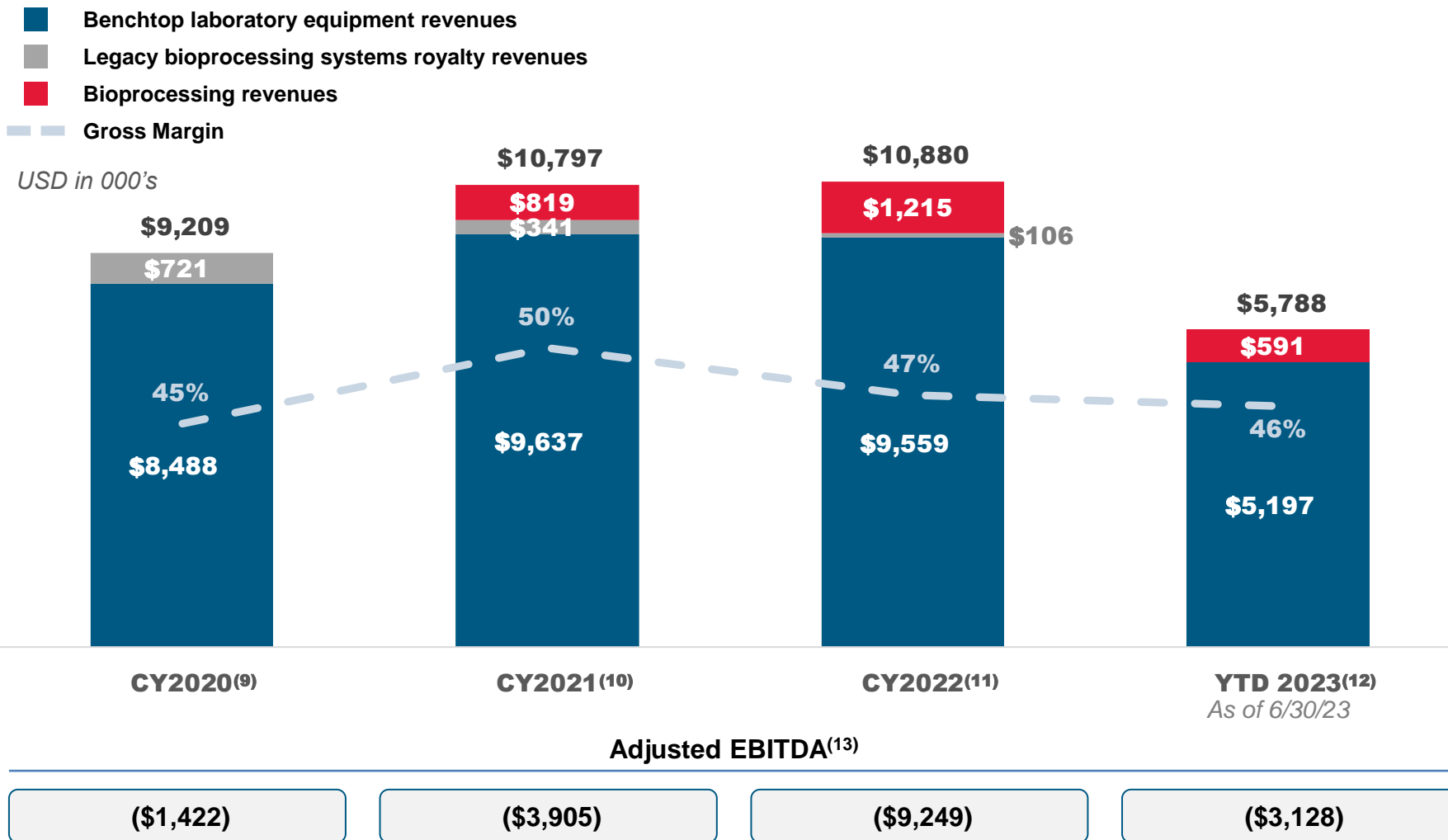
MIT
Massachusetts
Institute of
Technology

USDA

sanofi

BASF
We create chemistry

Historical Financial Performance



COMMENTARY

- Top line growth with resiliency to global instability supported by Genie product lines as key essential workforce during COVID19 pandemic; supplement with year over year growth of Torbal Vivid Product line
- Investment in R&D and Selling expense accelerated the development and global market launch of Bioprocessing's DOTS platform and strategic partnerships with key industry leaders.

Capitalization Snapshot

As of June 30, 2023

Balance Sheet	
Debt	\$0
Cash & Cash Equivalents ⁽¹²⁾	\$2,488,600

As of September 20, 2023

Shares Outstanding	7,003,599
Options	1,085,097 WAEP \$8.46
Warrants	3,422,510 WAEP \$8.98

Thank You

Get in Contact:

John Moore: jmoore@scientificbio.com

Helena Santos: hsantos@scientificindustries.com

Daniel Grünes: daniel.gruenes@aquila-biolabs.de

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 Stamatidis, 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 \triangleq Last Twelve Months; LTM revenue based on financial results on Form 10-Q and Form-10KT, filed with the SEC on August 14, 2023, and April 23, 2023
- (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) Annualized based on financial results on Form 10-Q and Form-10K, filed with the SEC on February 13, 2020, October 9, 2020, and February 16, 2021
- (10) Annualized based on financial results on Form 10-Q and Form-10K, filed with the SEC on February 23, 2021, October 14, 2021, and February 16, 2022
- (11) Annualized based on financial results on Form 10-Q and Form-10KT, filed with the SEC on February 16, 2022, September 28, 2022, and April 23, 2023
- (12) Based on financial results on Form 10-Q filed with the SEC on August 14, 2023
- (13) Adjusted EBITDA was calculated by Net loss less Other Income, Interest, Income Tax, Depreciation, Amortization and Noncash stock compensation expense based on referenced periods
- (14) Bioprocessing related figures were created using icons and tools from [Biorender.com](https://biorender.com)