

INNOVATION WITH INTEGRITY

Bruker Corporation (Nasdaq: BRKR) 2023 Jefferies Healthcare Conference

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Bruker Corporation

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Safe Harbor Statement

Any statements contained in this presentation which do not describe historical facts may constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements regarding our preliminary fourth quarter and fiscal year ended December 31, 2022 operational and financial performance, including our revenue growth, non-GAAP operating margin, non-GAAP EPS and non-GAAP tax rate; ROIC; EBITDA; management's expectations for future financial and operational performance, expected growth, and business outlook; statements regarding our business focus, expected market growth and market size; and product performance. Any forward-looking statements contained herein are based on current expectations, but are subject to risks and uncertainties that could cause actual results to differ materially from those indicated, including, but not limited to, risks and uncertainties relating to the length and severity of the COVID-19 pandemic, the impact of the pandemic on global economic conditions, the impact of any supply chain disruptions, continued volatility in the capital markets, the impact of Project Accelerate, the performance of breakout opportunities, the integration and assumption of liabilities of businesses we have acquired or may acquire in the future, fluctuations in foreign currency exchange rates and their impact, our ability to successfully implement our restructuring initiatives and other cost reduction initiatives, changing technologies, product development and market demand and acceptance of our products, the success of our R&D investment initiatives, the cost and pricing of our products, manufacturing, competition, loss of key personnel, dependence on collaborative partners, key suppliers and contract manufacturers, capital expenditures, debt levels, payment of dividends, government funding policies, changes in governmental regulations, the use and protection of intellectual property rights, litigation, and other risk factors discussed from time to time in our filings with the Securities and Exchange Commission, or SEC. These and other factors are identified and described in more detail in our filings with the SEC, including, without limitation, our annual report on Form 10-K for the year ended December 31, 2021, as may be updated by our quarterly reports on Form 10-Q. We expressly disclaim any intent or obligation to update these forward-looking statements other than as required by law.

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DUAL STRATEGY

High-Value Innovation for Strong Revenue and Non-GAAP EPS Growth, with Continued Sustainable Margin Improvements



Project Accelerate 2.0

- High Value Innovation & fast revenue and EPS growth
- Continued margin expansion
- Expanded, very large TAMs
- At inflection of expected large opportunities in **Proteomics** and **Spatial Biology**

Operational Excellence

- Excellence in operations & logistics
- Commercial excellence
- Product R&D excellence
- Expanding gross margins
- High ROIC philosophy
- Major environmental investments for sustainability



- We build through innovation and disciplined entrepreneurialism, e.g., in Microbiology, BioPharma, Phenomics, Semi Metrology
- We enable and pursue potential breakout opportunities in Proteomics and Spatial & Cell Biology
- We manage our core businesses for profitable growth, high ROIC and long-term, sustainable stakeholder success
- Developing new high-growth, high-margin opportunities in Cancer research, Neuroscience research and Cleantech tools.

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CALID Group with strong leadership, driving bold organic and inorganic growth



CALID Group President
Juergen Srega



BOPT
Andreas Kamlowsk



BMID
Wolfgang Pusch



BLSMS
Rohan Thakur



BAMS
Jeffery Zonderman

- ~ $0.9B in Revenue
- ~ 34% of BRKR
- ~2800 employees
- Growth driver in BRKR
- 5 factory locations
- 4 Global HQs
  - Ettlingen (BOPT)
  - Bremen (BMID)
  - Fallanden (BLSMS)
  - Billerica (BAMS)

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Bruker Mass Spectrometry:
Differentiated and most innovative, driving above market growth

Bruker Microbiology



MALDI BioTyper 7000 installed base

Leader in Applied and Clinical Proteomics

Bruker Life Science MS



timsTOF >700 installed

Transforming Deep Proteomics by best in class sensitivity, speed and peptide sequence coverage

Bruker Applied MS



DART making high performance MS chromatography-free and PoN ready

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Bruker Optics: FTIR, NIR and RAMAN Spectrometry & Microscopy
Most powerful instruments and solutions offering in industry.

IR Spectroscopy & Microscopy



ALPHA & Invenio



LUMOS

Applied, Food & PAT Pharma



BRAVO Handheld



TANGO



MATRIX F II Process

Public Safety & Security Remote Sensing



SIGIS



ETD DEtector

Providing market leading solutions from R&D to QC

Comprehensive Product Quality & Control… Everywhere, in the lab, the warehouse and on-line

Making Airports, Transportation and Public Events safer

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ETD Explosives Trace Detection
PAT Process Analytical Technologiy

Peer Recognition



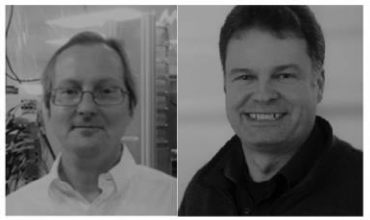
EuPA'20 Technology award for PASEF

SCIENCE AND TECHNOLOGY AWARD 2020

The Science and Technology Award recognizes an individual or team in private industry who played a key role in commercialization of a proteomics technology, product, or procedure. The emphasis for the award is on making the technology, product, or procedure widely available, which is different from the basic scientific invention.

(Sponsored by the HUPO Industrial Advisory Board)

Melvin A. Park and Oliver Raether, *Bruker Daltonics Inc.*



Mel Park and Oliver Raether are recognized for the commercialization of the Trapped Ion Mobility Spectrometry (TIMS) Parallel Accumulation Serial Fragment (PASEF) method which takes advantage of the unique features of the TIMS device to improve MS/MS sequencing speed and sensitivity on QTOF Instruments. TIMS was developed as a compact and convenient way to perform true ion mobility measurements using an electric field gradient to trap ions in a flowing gas. A 5 cm TIMS device achieves the same resolution as a 2-meter-long drift tube ion mobility system, without the high voltages and ion losses. Coupling the TimsTOF PASEF method is transformative with the combination of increased MS/MS speed with improved sensitivity is helping to revolutionize the field of proteomics improving proteome coverage and sample throughput such as studies of large clinical cohorts, e.g; plasma proteomics or urine proteomics. High sensitivity proteomics for single cell, immunopeptidomics and proteomics of tissue biopsies, label free quantitation, SILAC, DIA and PRM proteomics are all applicable to the TimsTOF PASEF instrument.

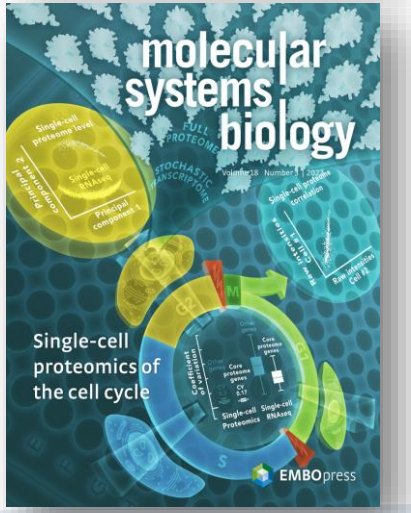


Transfer Award from the University of Münster for timsTOF fleX MALDI-2



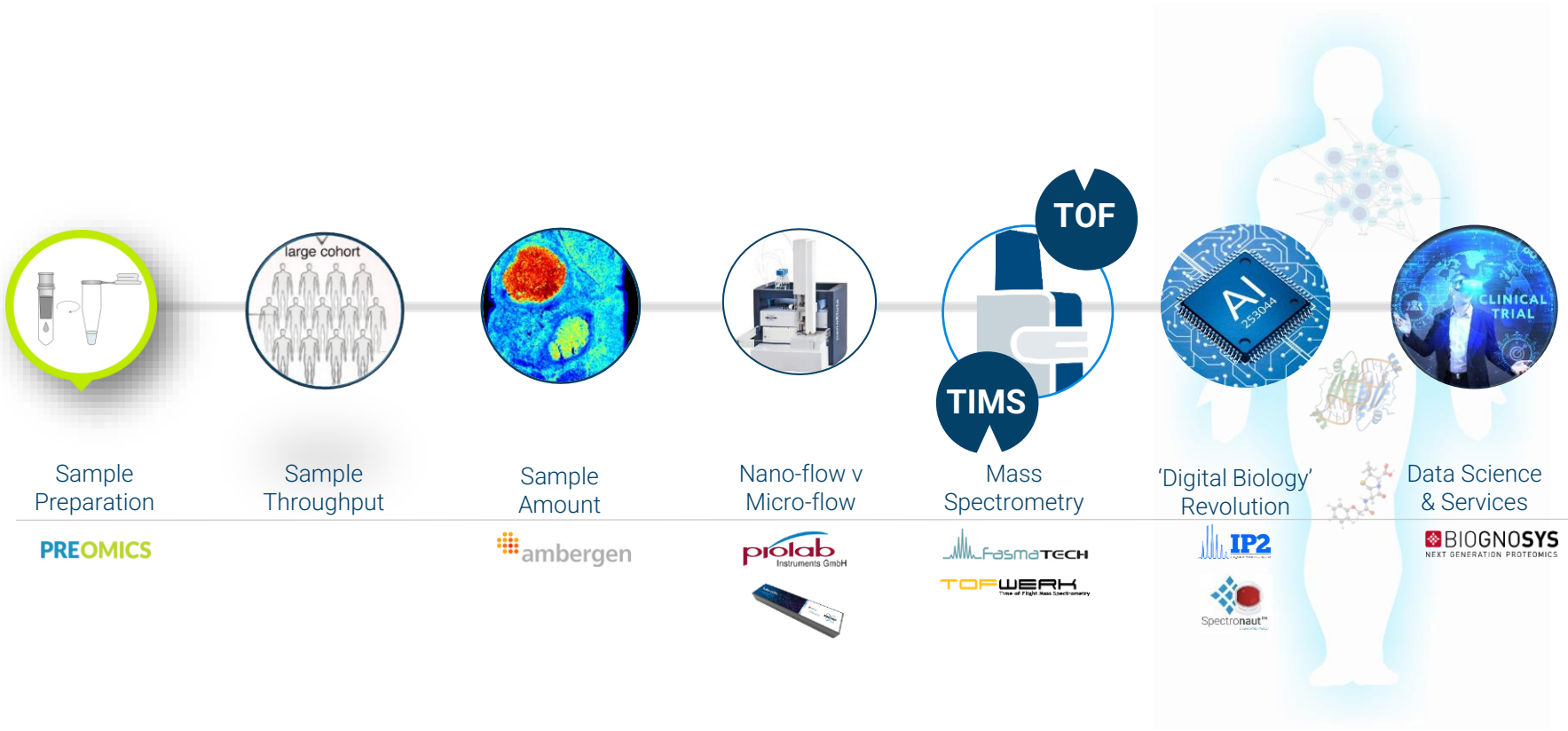
EuPA'22 Technology award for timsTOF SCP





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Differentiated Ecosystem to Accelerate Discovery



a) Cost-effective sample prep that's amenable to automation.

b) Sample throughput – large cohort studies.

c) Sample amount (plasma, tissue, cells).

d) Nano-flow LC v micro-flow LC?

e) Mass spectrometry - leadership in TIMS & TOF technologies

f) Informatics, algorithms, & data science

g) Services to accelerate adoption

And our partners CTC, EvoSep, IonOptiks, Cellenion, SEER, Tecan, Agilent, Mass Dynamics, maxQuant, Skyline & Rapid Novor

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After 3 years of planning and construction, the all-new Bruker Mass Spectrometry Factory will go online this summer with 2x capacity



Bremen, Borgwardstr.

- Opening celebration planned for October 2023

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ASMS 2023 launches by Bruker Applied Mass Spectrometry



Jeff Zonderman
Division President, BAMS
Billerica, MA

- BAMS focus
  - Simplify
  - Ruggedize
  - Lower cost of ownership
  - Make Greener

EVOQ DART-TQ+

NEW



- Chromatography-free

impact II VIP

NEW



- Ultimate sensitivity

TargetScreener 4D



- timsTOF Applied!

Tofwerk Partnership



- Point of Need (PoN)

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The Innovation Drive Continues…ASMS 2023 launches by LSMS

Dr. Rohan Thakur
Division President, LSMS
Faellanden, Switzerland



2019

timsTOF flex
MALDI with TIMS

2020

IP2

MALDI 2 TECHNOLOGY
Broader compound classes with MALDI

2021

ambergen

timsTOF SCP
Single cell proteomics made routine

2022

PREOMICS

prolab Instruments GmbH

timsTOF HT
The workhorse – proteome depth with speed

2023

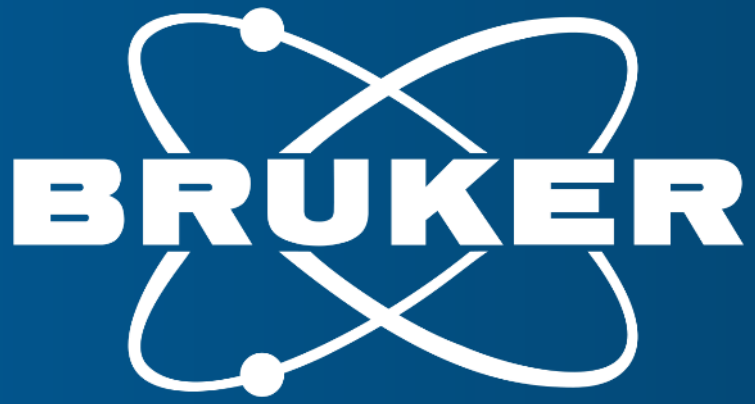
new timsTOF Ultra
Make the invisible, **visible**



BIOGNOSYS
NEXT GENERATION PROTEOMICS

FasmaTECH

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