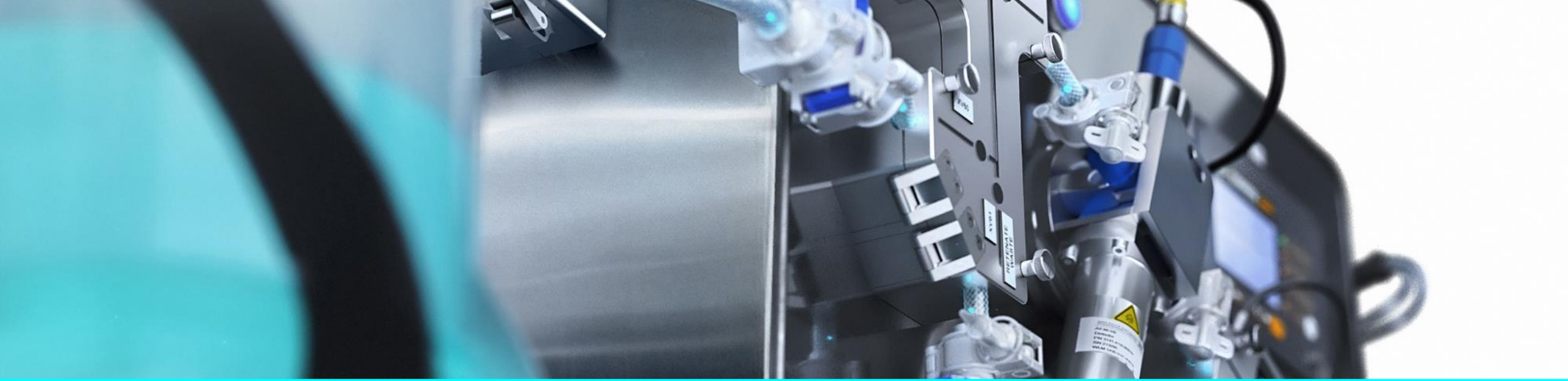




Repligen Supplemental Presentation

Q3-26 Results

October 27, 2026

Safe Harbor

This presentation contains forward-looking statements within the meaning of the federal securities laws. Statements in this presentation which are not strictly historical statements including, without limitation, express or implied statements or guidance regarding Repligen's financial results for full year 2026, future financial performance and other statements identified by words like "estimated," "anticipated," "guidance," or "goal," and similar expressions are forward-looking statements. These statements are subject to risks and uncertainties which may cause our plans to change or actual results to differ materially from those anticipated. In particular, unforeseen events outside of our control may adversely impact future results. Additional information concerning these factors is discussed in our reports filed with the Securities and Exchange Commission including recent Form 8-Ks, our most recent Annual Report on Form 10-K and our most recent Quarterly Reports on Form 10-Q, all of which are available on our website. The forward-looking statements in this presentation reflect management's current views and may become obsolete as a result of new information, future events or otherwise. We may not update such forward looking statements to reflect a change of events or circumstances that occur after the date hereof, except as required by law. The industry and market data contained in this presentation are based on management's own estimates, independent publications, government publications, reports by market research firms or other published independent sources, and, in each case, are believed by management to be reasonable estimates. Although we believe these sources are reliable, we have not independently verified the information.

Q3-26 Highlights

Franchise Growth

Record quarter ... revenue growth led by strength in Chromatography and Proteins

End-Markets

Consumables revenue grew 20% while capital equipment orders increased mid-teens ... strong biopharma demand ... China grew >40% with record orders

Margins¹

Adjusted gross margin declined 30 bps year-over-year with strong volume leverage offset by unfavorable mix, as expected... adj. operating margins increased by 170 bps

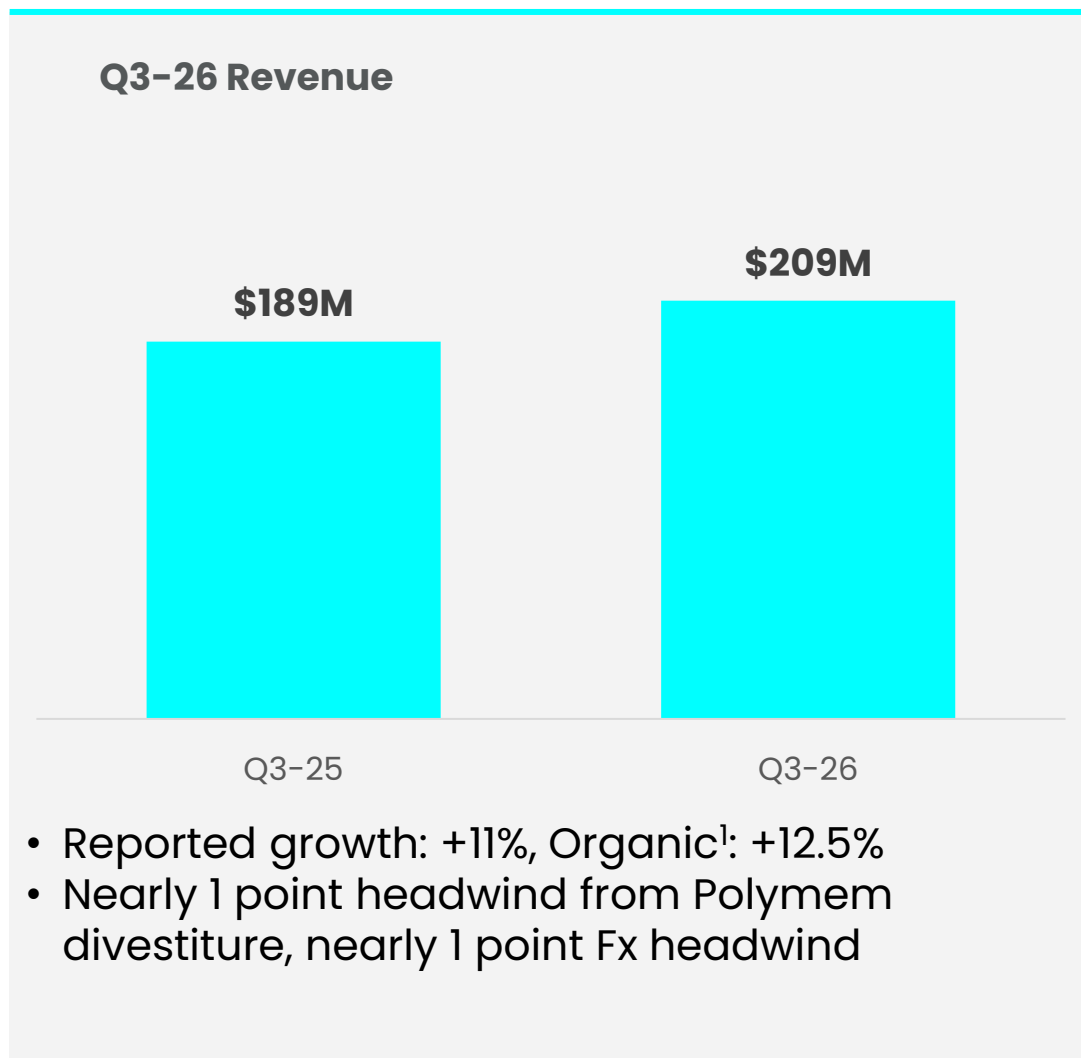
Strategy

Closed BioLife acquisition and great progress on integration and synergies ... we continue to invest in APAC

2026 Guidance¹

Increased organic growth midpoint by 50 bps, narrowing guidance to 12%-13% ... given strong YTD performance, adjusted EPS guidance to \$2.05 - \$2.09

Q3-26 Revenue Highlights

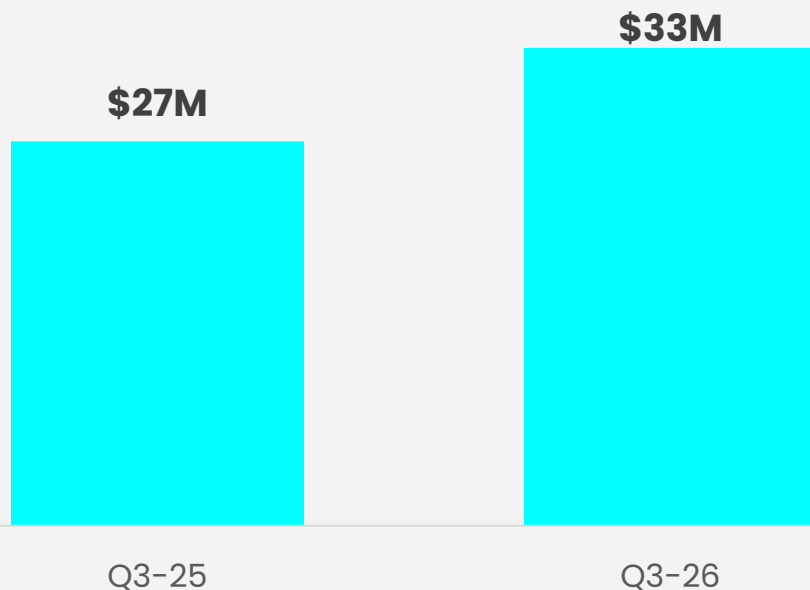


- **Filtration:** Declined low double-digits with 2 point headwind from Polymem and foreign currency
- **Chromatography:** >50% growth
- **Proteins:** >40% growth
- **Process Analytics:** 20% growth
- Consumable revenue grew ~20%
- Capital equipment orders increased mid-teens, while revenues declined
- EMEA: Increased >20%, North America: increased 6%, APAC: declined slightly on tough comparison ... China >40%

Note: all figures are reported year-over-year growth %

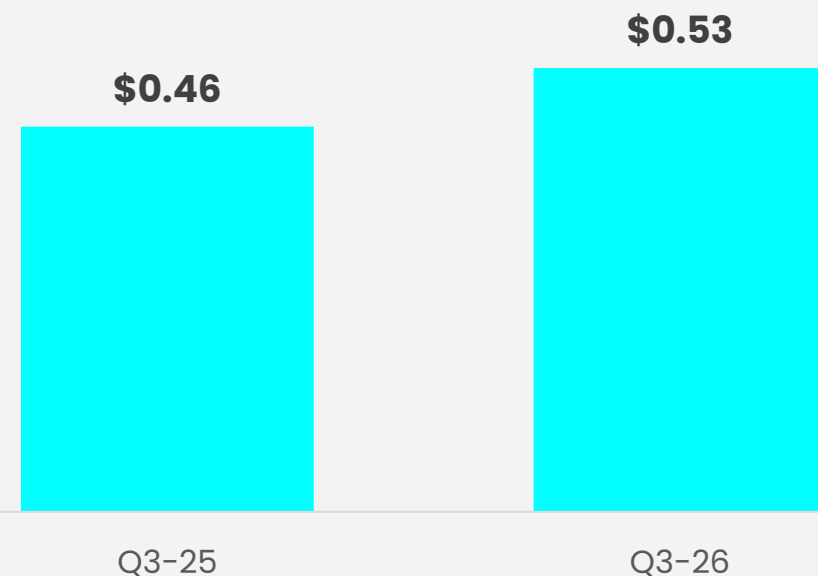
Q3-26 Financial Highlights

Q3 – 26 Adjusted Operating Income¹



- Adj. op. margins of 15.9%, +170 bps
- 24% increase in adj. operating income driven by OpEx discipline, volume leverage, and price, offset by mix, as expected

Q3 – 26 Adjusted EPS¹



- Adj. EPS grew 15% driven by solid adj. operating margin expansion
- \$6.5M of adjusted other income
- 24.9% adjusted effective tax rate

2026 Financial Guidance Highlights

FY26 Adjusted Financial Guidance (non-GAAP)

	Current October 27, 2026	Prior July 28, 2026
Revenue	\$844M to \$852M	\$813M to \$835M
Reported Growth	14.5% - 15.5%	10% - 13%
Organic Growth	12% - 13%	10.5% - 13.5%
Gross Margin	53.7% to 54.2%	53.7% to 54.2%
Operating Income	\$135M to \$139M	\$128M to \$134M
Operating Margin	16.0% to 16.3%	15.7% to 16.0%
Other Income (Expense)	~\$18M	~\$19M
Adj. EBITDA Margin	~21%	20.6% to 21.0%
Tax Rate on Pre-Tax Inc.	~22%	~22%
Net Income	\$119M to \$122M	\$115.5M to \$118.5M
EPS (Fully-Diluted)	\$2.05 to \$2.09	\$2.03 to \$2.09

Updated FY26 Guidance assumes:

- Increasing guidance on strong year-to-date execution and the BioLife acquisition
- \$24 million partial quarter BioLife revenue, offset by ~1 pt divestiture headwind ... neutral foreign currency
- Adj. gross margin trending above midpoint
- Adj. operating income increased due to strong operational performance and BioLife contribution

Q4-26 Expectations:

- At midpoint, organic growth in the FY26 range
- Adj. gross margin within full-year range
- OpEx up low double-digits millions sequentially
- \$1.5 million of adj. other income on lower cash
- 63.6 million WAVG diluted shares outstanding

Our financial guidance for the full year 2026 includes the expected impact of BioLife Solutions from the closing date of October 6, 2026. Our Adjusted (non-GAAP) guidance excludes the impact of any other potential business acquisitions and future fluctuations in foreign currency exchange rates.

See the Appendix to this presentation for additional information.

Appendix

Non-GAAP Measures of Financial Performance

To supplement our financial statements, which are presented on the basis of U.S. generally accepted accounting principles (“GAAP”), the following Adjusted (“non-GAAP”) measures of financial performance are included in this release: organic revenue and organic revenue growth; adjusted gross profit and adjusted gross margin; adjusted income from operations and adjusted operating margin; organic adjusted operating margin year-over-year change; adjusted net income and adjusted net income margin; adjusted earnings per share (diluted); adjusted earnings before interest, taxes, depreciation and amortization (EBITDA), and adjusted EBITDA margin. The Company provides the impact of foreign currency translation, to enable determination of revenue and margin growth rates at constant currency. To calculate the impact of foreign currency translation, the Company converts the reported amounts from local currency to U.S. dollars using constant foreign currency exchange rates in the current and prior year periods.

The Company’s non-GAAP financial results and/or non-GAAP guidance exclude the impact of: acquisition, integration and divestiture costs; restructuring charges including the costs of severance and accelerated depreciation among other non-cash charges; inventory step-up costs and adjustments; transformation costs including incremental, non-recurring expenses for discrete strategic projects that are designed to deliver long-term benefits, including improvements to enhance productivity and enable company growth that do not meet the definition of restructuring; contingent consideration related to the Company’s acquisitions; intangible amortization costs; intangible asset impairment charges; non-cash interest expense related to the accretion of the debt discount; amortization of debt issuance costs related to Company’s convertible debt; foreign currency impact of certain intercompany loans; loss on sale of business; and, the related impact on tax of non-GAAP charges. These costs are excluded because management believes that such expenses do not have a direct correlation to future business operations, nor do the resulting charges recorded accurately reflect the performance of our ongoing operations for the period in which such charges are recorded. Additionally, for a project to be considered transformational, the project expenses are expected to bring long-term growth, profitability improvements and defined process and technology improvements. Our transformation initiative is multi-year but each project has a discrete, defined timeline. Further, organic adjusted operating margin year-over-year change excludes the effect of adjustments above, as well as the impact of mergers, acquisitions and divestitures and foreign exchange. This measure is used by the Company in periods of acquisition because the timing, size and number of such transactions and their related impact on the financial statements may vary and make comparison of long-term results difficult.

All reconciliations of above GAAP figures to adjusted (non-GAAP) figures are detailed in the tables included later in this press release. Certain prior year amounts have been reclassified to conform with the current year presentation. When analyzing the Company’s operating performance and guidance, investors should not consider non-GAAP measures as a substitute for the comparable financial measures prepared in accordance with GAAP.

The Company does not provide GAAP financial measures on a forward-looking basis as the Company is unable to provide a quantitative reconciliation of forward-looking non-GAAP measures to the most directly comparable forward-looking GAAP measure, without unreasonable effort. The Company cannot reasonably predict items including, but not limited to, the timing and amount of future restructuring and cost-savings actions or transformation, acquisition and integration related costs. These items are generally uncertain and are not indicative of ongoing operations of the business, and the impact could be material to our results in accordance with GAAP.

Non-GAAP Measures of Financial Performance

Reconciliation of Net (Loss) Income (GAAP) to adjusted and Diluted loss (earnings per share) (GAAP) to adjusted – Detailed view
\$ amounts in thousands, except per share amounts

	Q3-26													Q3-25		Change
	GAAP													Non-GAAP	Non-GAAP	
	As Reported	Acquisition, integration and divestiture costs	Restructuring activities and other charges ⁽¹⁾	Transformation costs ⁽²⁾	Other ⁽³⁾	Intangible amortization	Intangible asset impairment charges	Contingent Consideration	Non-cash interest expense	Amortization of debt issuance costs	Other expense, net ⁽⁴⁾	Tax effect of non-GAAP charges	Adjusted	Adjusted		
Revenue	\$ 209,314	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 209,314	\$ 188,805	11 %
Costs and operating expenses:																
Cost of goods sold	98,328	(10)	—	349	—	(280)	—	—	—	—	—	—	—	98,387	88,262	11 %
Gross margin	53.0 %	0.0 %	0.0 %	(0.1)%	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	53.0 %	53.3 %	(0.3) pts.
Research and development	14,435	(108)	—	(932)	—	(563)	—	—	—	—	—	—	—	12,832	12,956	(1)%
Selling, general and administrative	83,592	(7,960)	—	(2,688)	581	(8,718)	—	—	—	—	—	—	—	64,807	60,817	7 %
Restructuring activities and other charges	1,966	—	(1,966)	—	—	—	—	—	—	—	—	—	—	—	—	0 %
Intangible asset impairment charges	41,242	—	—	—	—	—	(41,242)	—	—	—	—	—	—	—	—	0 %
Change in fair value of contingent	(703)	—	—	—	—	—	—	703	—	—	—	—	—	—	—	0 %
Total costs and operating expenses	238,860	(8,078)	(1,966)	(3,271)	581	(9,561)	(41,242)	703	—	—	—	—	—	176,026	162,035	9 %
(Loss) income from operations	(29,546)	8,078	1,966	3,271	(581)	9,561	41,242	(703)	—	—	—	—	—	33,288	26,770	24 %
Operating margin	(14.1)%	3.9 %	0.9 %	1.6 %	(0.3)%	4.6 %	19.7 %	(0.3)%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	15.9 %	14.2 %	1.7 pts.
Other income, net	2,738	—	—	—	—	—	—	85	4,209	422	(970)	—	—	6,484	4,526	43 %
(Loss) income before income taxes	(26,808)	8,078	1,966	3,271	(581)	9,561	41,242	(618)	4,209	422	(970)	—	—	39,772	31,296	27 %
Income tax provision	11,624											(1,732)		9,892	5,434	82 %
Effective tax rate	(43.4)%													24.9 %	17.4 %	7.5 pts.
Net (Loss) income	(38,432)	8,078	1,966	3,271	(581)	9,561	41,242	(618)	4,209	422	(970)	1,732		29,880	25,862	16 %
Net (loss) income margin	(18.4)%	3.9 %	0.9 %	1.6 %	(0.3)%	4.6 %	19.7 %	(0.3)%	2.0 %	0.2 %	(0.5)%	0.8 %		14.3 %	13.7 %	0.6 pts.
Diluted (loss) earnings per share:	\$ (0.68)	\$ 0.14	\$ 0.03	\$ 0.06	\$ 0.00	\$ 0.17	\$ 0.72	\$ (0.01)	\$ 0.07	\$ 0.01	\$ (0.02)	\$ 0.03	\$ 0.53	\$ 0.46		15 %
Weighted average common shares outstanding (diluted)	56,558															
Adjusted weighted average shares		56,887	56,887	56,887	56,887	56,887	56,887	56,887	56,887	56,887	56,887	56,887		56,887	56,532	1 %

Note: totals may not add due to rounding

- (1) Restructuring activities and other charges includes the costs of severance, lease impairment and accelerated depreciation among other non-cash charges. Charges for the three months ended September 30, 2026, consists of activities to simplify the global manufacturing footprint of the organization and align its workforce to support long-term company growth.
- (2) For the three months ended September 30, 2026, transformation costs include \$3.9 million of expenses for discrete strategic projects that are designed to deliver long-term growth under our Transformation Office, partially offset by \$0.6 million for the benefit received from the sale of inventory that had previously been reserved for as part of past restructuring plans.
- (3) Includes other expenses that are non-indicative of our ongoing performance.
- (4) During the three months ended September 30, 2026, we recorded foreign currency gains on certain intercompany loans of \$1.0 million. This is recorded in other income (expense), net within the condensed consolidated statements of operations.

Non-GAAP Measures of Financial Performance

Reconciliation of total revenue (GAAP) growth to organic revenue growth (non-GAAP)

	Q3 - 26	Q3 - 25
TOTAL REPORTED REVENUE (GAAP) GROWTH	11 %	22 %
Acquisition and divestiture revenue	1 %	(2)%
Currency exchange	1 %	(2)%
ORGANIC REVENUE GROWTH (NON-GAAP)	12 %	18 %

Note: totals may not add due to rounding