

CEO Address to the 2025 Annual General Meeting – Bio-Works Technologies AB

Dear shareholders and friends of Bio-Works,

It is a great honour to stand before you today and reflect on the year that has passed – a year which, in many ways, marked a turning point for Bio-Works.

2024 has been a year of transformation, sharper focus, and above all – of tangible progress.

It has not been an easy year, but it has been pivotal in shaping the Bio-Works we now see emerging: more resilient, more efficient, and better equipped for the future.

We have made several important strategic decisions. Over the course of the year, we carried out a comprehensive review of our operations – from internal processes to external agreements.

Through restructuring, streamlining, and a consistent focus on what truly creates value, we have freed up resources and enhanced our operational agility.

One concrete example is the negotiation with our landlord, Corem, through which we successfully reduced costs by intelligently and effectively renegotiating our working space – one of the year's more substantial savings initiatives.

Yet efficiency is only part of the story. What truly elevates Bio-Works are the relationships we cultivate.

2024 has been a testament to the strength and trust we have built with our customers. We have seen existing clients scale up and integrate our products into additional pharmaceutical projects, while welcoming new customers onboard.

One particular comment from a recent customer survey has stayed with me:

“We chose Bio-Works for product performance, price – and above all, outstanding application support.”

This is exactly what we strive to represent.

Our position in the market has been further reinforced by new collaborations and partnerships, which reflect growing interest in our technology and our ability to deliver high-quality and consideration.

It is encouraging to see that our offering is perceived as relevant, competitive, and – perhaps most importantly – generating value for our customers.

I hope to be able to share details of one or more of these partnerships in the near future.

We have also continued to invest in our future. In production, we have undertaken capacity-enhancing measures, including the installation of larger pumps which have already boosted our production volume by 50% – without expanding our premises.

This is clear proof of how innovation and smart decision-making can yield concrete results.

Together, these efforts have laid the foundation for stable and sustainable growth.

As we look ahead, we see a strong start to 2025 – marked by a record-high order intake, enhanced delivery capacity, and a team that is more cohesive, driven, and energized than ever before.

We are well positioned to take the next step.

With a promising pipeline, dedicated employees, and a clear objective – to become a profitable, sustainable, and leading company within our niche in the biopharma industry – we enter the new year with high ambitions and strong confidence.

Finally, I would like to extend my sincere thanks to all of you:

To our shareholders – thank you for your patience, engagement, and trust.

To our customers – thank you for choosing us, time and again.

And to our employees – thank you for your drive, professionalism, and perseverance. It is thanks to you that Bio-Works stands stronger than ever.

Thank you – the future starts now.