908devices

Announces Acquisition of NIRLAB

May 6th 2026

Forward Looking Statements

This presentation and the accompanying oral presentation (this "presentation") contain forward-looking statements which are made pursuant to the safe harbor provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These statements may relate to, but are not limited to, expectations of future results of operations or financial performance of 908 Devices Inc. ("908 Devices," the "Company," "we," "us," or similar terms), market size and growth opportunities, the calculation of certain of our key financial and operating metrics, capital expenditures, the expected uses and capabilities of the Company's and NIRLAB's products, the benefits of the Company's acquisition of NIRLAB, plans for future operations, technological capabilities, and strategic relationships, as well as assumptions relating to the foregoing. Forward-looking statements should not be read as a guarantee of future performance or results and you should not put undue reliance on any forward-looking statements.

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In addition, projections, assumptions, and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

Strategic High-Value Acquisition

Opens widely-deployable narcotics detection market



Unlocks sub-$40k product segment of the market

Mass-deployable solution, covering 400+ of most common high prevalence drugs

Completes 908D's end-to-end workflow advantage

Full forensics solution – from specialists to everyday, from screening to confirmation

Proven, scaling, high-retention subscription-based solution

Hardware + cloud platform powered by NIR spectroscopy for ID & quant of drugs

More MASS: U.S. inflection w/ software acceleration

Leverages 908D's U.S.-centric commercial engine to drive adoption

Live connection to cloud AI/ML analysis models supports real-time intelligence; enabling ecosystem for other 908D products

Accretive to revenue growth rates, recurring revenue %, and supportive of longer-term margin targets

NIRLAB

Unique hardware + cloud subscription platform powered by NIR spectroscopy

A Differentiated Platform, Not Just a Product

- Proven high-retention subscription business model
- Cloud ecosystem built to aggregate and exploit field intelligence

Defensible IP & Data Moat

- World's largest NIR spectral database for narcotics, covering the most prevalent illicit substances across all continents
- Proprietary AI/ML models informed by >30,000 forensics samples

Expert & Specialized Team

- Deep expertise in software & cloud engineering
- NIR spectroscopy and machine learning / AI
- International scientific and academic credibility

HEADQUARTERS
Lausanne, Switzerland

FOUNDED
2021 – spinout of UNIL
School of Criminal Justice is a globally recognized institution in forensic science

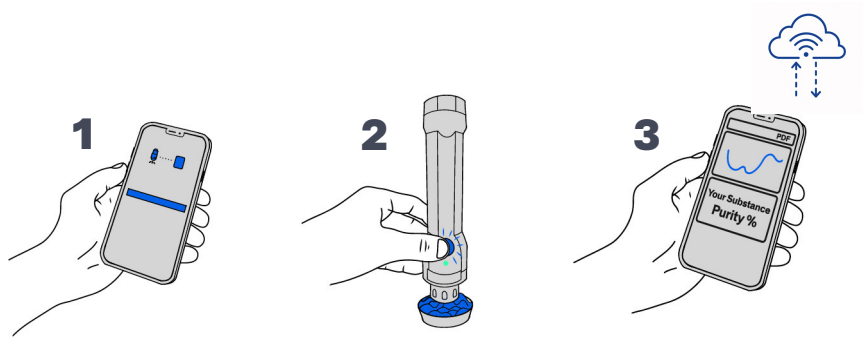
BY
Florentin Coppey
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TEAM
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The NIRLab Platform

An integrated hardware + cloud subscription platform powered by NIR spectroscopy

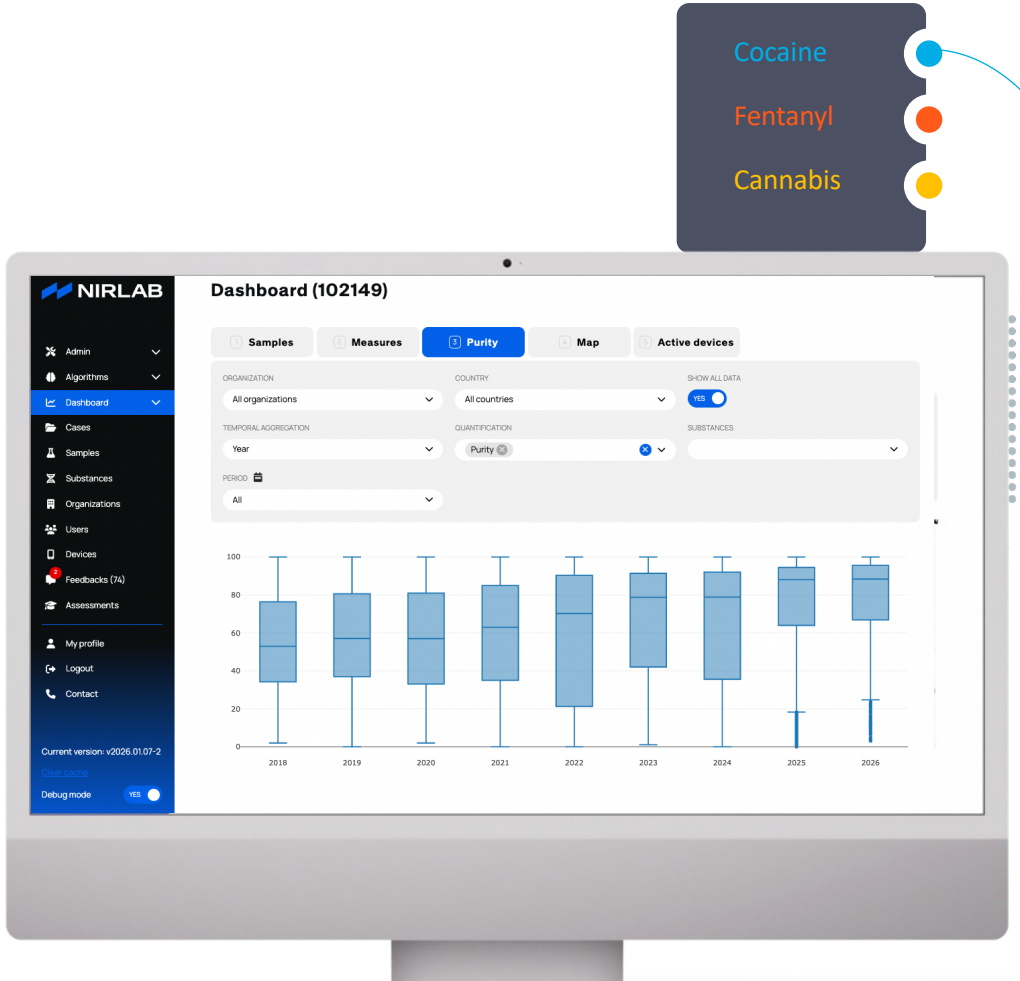


Detect, **ID**, & **Quantify** the most common illicit drugs, including THC & CBD.

AI-Driven Insights: One Cloud. Global Reach.

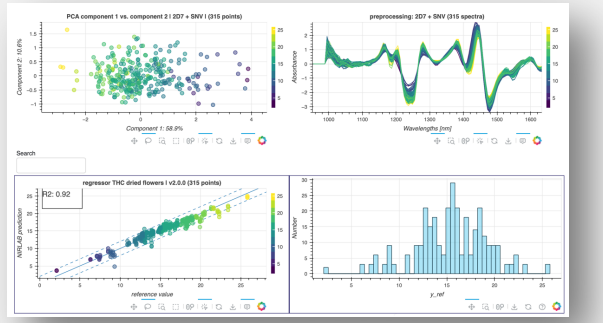
DECENTRALIZED CAPTURE. CENTRALIZED INTELLIGENCE.

Field data is aggregated in the cloud to uncover patterns across locations, users, and time – turning distributed measurements into actionable insight.



CLOUD COMPUTE

GPU-powered AI transforms spectroscopy into a real-time, continuously learning system—delivering highly accurate results that improve with every analysis.



Proven in the Lab. Trusted in the Field.

Embedded with key customers in everyday workflows.



One Platform. End-to-End Law Enforcement Coverage.

Every Day. Investigations. Specialists. Connected by Data. Built for Outcomes.



CUSTOMS / SPECIALIST OPERATIONS

Broad identification across chemicals & hazards

- 39,000+ chemicals (precursors, cutting agents, & more)
- Orthogonal technologies for field confirmations



INVESTIGATIONS & CORRECTIONS

Trace detection for high-consequence drugs

- 49% require trace analysis
- High toxicity targets
- Low concentration mixtures

CLOUD PLATFORM

Software • Data • Connectivity

TEAM LEADER + NIRLAB

EVERYDAY PATROL

Rapid screening for common drugs

- 400+ substances, including meth, cocaine, heroin, and THC
- Covering 99% of all encounters
- Lowest training burden



AI-DRIVEN DRUG INTELLIGENCE

Fleet deployment • Reporting • Dashboards
Purity tracking • Geospatial mapping • Export
User/device management

Executing Our Strategy

Scale, Extend, Strengthen

SCALES proven platforms
Expands into widely-deployable, lower-cost segment. Drives broader adoption across law enforcement and global frontline users.

EXTENDS handheld leadership
Completes end-to-end workflow, from screening to confirmatory analysis. Highly differentiated field-based chemical analysis platform.

STRENGTHENS revenue durability
Adds ~50% recurring, subscription-based revenue model. Expands software, data, and connected services layer.



Disciplined execution and a strong balance sheet enable us to invest in growth while advancing toward profitability.

Analysis at the speed of life

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