



Fiscal 2019 3Q Financial Results

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@TwistBioscience #WeMakeDNA



Welcome

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Quarterly Highlights

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Financial and Operational Performance

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Pipeline & Milestones

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Q&A Session

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By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

Quarterly Highlights: Continued Strength in Synthetic Biology and NGS Businesses



Synthetic Biology

- Sold to >1,000 customers this fiscal year
- In Q3 transitioned back-end NGS and in July back-end gene manufacturing to new manufacturing facility in SSF
- Reach to smaller customers in the market
- Increase in non-Ginkgo revenue
- Co-hosted event with Arzeda, Labcyte and TeselaGen showcasing the integration of respective individual platforms to create an integrated workflow to accelerate the design-build-test cycle
- Integration of new synbio technologies accelerating science
- Introduced offering of long oligos, up to 300 bases in length
- Targeting several new products late this calendar year

NGS

- Continued conversion of customers, having shipped to >150 customers in 3Q with 26 customers now in production mode
- Continuing to grow base of large diagnostic testing companies, as well as two additional market opportunities:
 1. Introduced the mouse exome, leveraging our strength in generating custom panels
 2. Growth in the conversion from SNP array to NGS in July with \$800,000 in orders that are a conversion from DNA microarrays
- Introduced e-commerce platform for NGS

→ **Achieved record quarter orders of \$18.1 million**



Quarterly Highlights: Investments to Support Future Growth



Biopharma

- Continued collaboration with Pandion Therapeutics and LakePharma
- Identified functional leads against three GPCR targets
- Created series of single domain antibodies for potentially faster discovery and development



Data Storage

- Continued negotiations with a government entity for a non-dilutive financing contract
- Proceeding with our DNA storage CMOS driver chip roadmap
- Signed services & supply agreement with Imagene, granting access to their DNAShell® technology in order to securely store DNA with digital data encoded

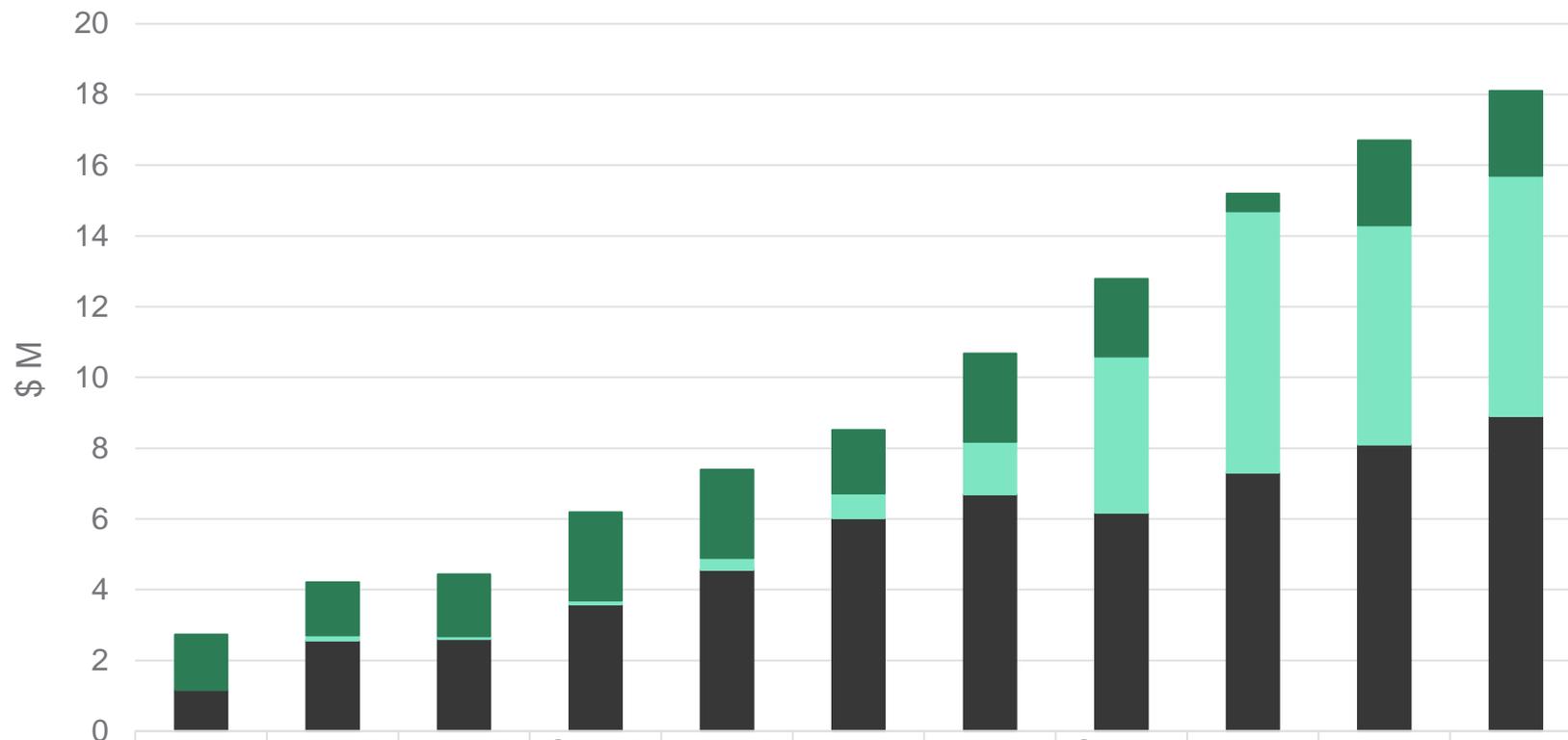


General

- Completed move of NGS products and back-end genes to larger manufacturing facility in South San Francisco
- Back-end production in China; initial shipments by end of calendar 2019
- Appointed semiconductor and storage expert Nelson Chan to our BOD

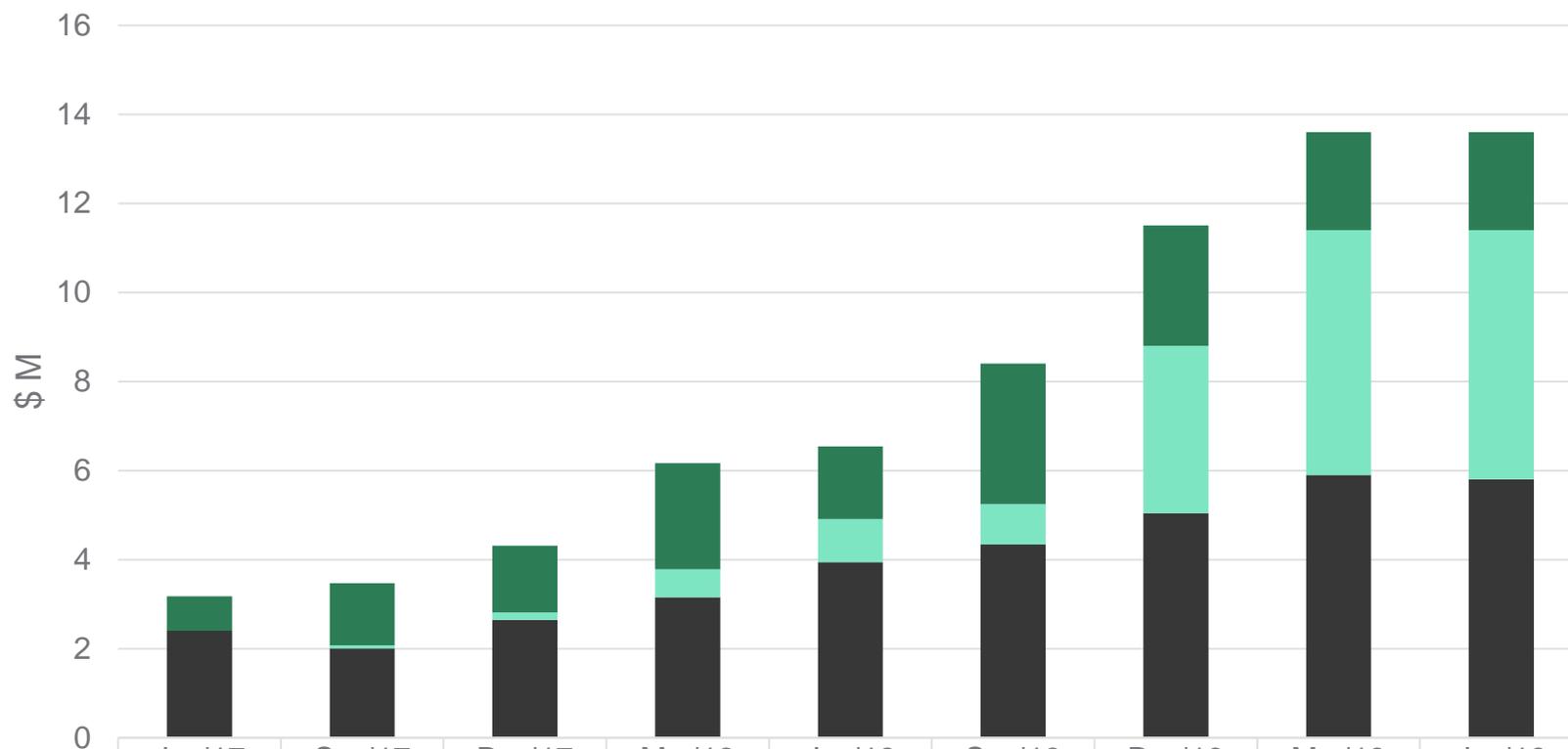


Booking/Order Trend



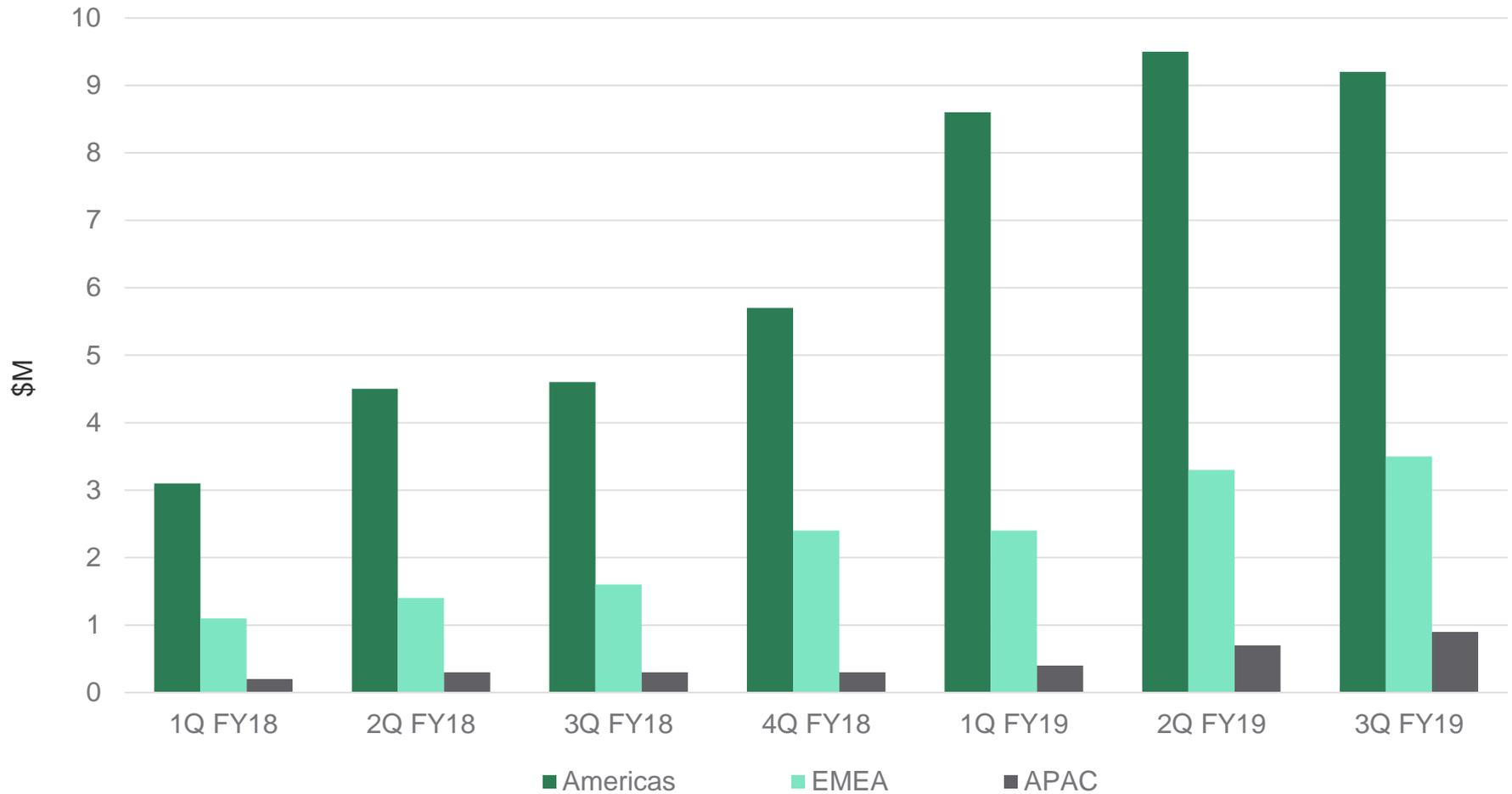
	Dec'16	Mar'17	Jun'17	Sep'17	Dec'17	Mar'18	Jun'18	Sep'18	Dec'18	Mar'19	Jun'19
■ Ginkgo	\$1.6	\$1.5	\$1.8	\$2.5	\$2.5	\$1.8	\$2.5	\$2.2	\$0.5	\$2.4	\$2.4
■ NGS	\$0.0	\$0.1	\$0.1	\$0.1	\$0.3	\$0.7	\$1.5	\$4.4	\$7.4	\$6.2	\$6.8
■ Non-Ginkgo	\$1.2	\$2.6	\$2.6	\$3.6	\$4.6	\$6.0	\$6.7	\$6.2	\$7.3	\$8.1	\$8.9

Revenue Trend \$M



	Jun'17	Sep'17	Dec'17	Mar'18	Jun'18	Sep'18	Dec'18	Mar'19	Jun'19
■ Ginkgo	\$0.8	\$1.4	\$1.5	\$2.4	\$1.6	\$3.2	\$2.7	\$2.2	\$2.2
■ NGS	\$0.0	\$0.1	\$0.2	\$0.6	\$1.0	\$0.9	\$3.8	\$5.5	\$5.6
■ Non-Ginkgo	\$2.4	\$2.0	\$2.6	\$3.2	\$3.9	\$4.3	\$5.0	\$5.9	\$5.8

Revenue by Geography



3Q FY19 Quarterly Results



Net Loss: \$27.9M

Gross Margin: \$2.2M

Operating Expenses (excluding COGS): \$30.3M

R&D: \$9.0M

SG&A: \$21.3M

Cash & ST Inv Balance at 6/30/19: \$161.8M

Fiscal 2019 Financial Guidance



Projecting increased revenue of \$52 to \$53M, up from \$50 to \$52M

- Robust demand; gene orders are strong
- NGS products have good momentum as more customers adopt & scale to production volumes

Increasing our net loss guidance to \$102 to \$104M, up from \$97 to \$99M

- Stepping up investment in commercial organization
- Estimated \$1M in move-in expenses associates with new facility in SSF

Twist Bioscience Pipeline & Milestones



MARKET OPPORTUNITIES	EXPLORATION	PROOF OF CONCEPT	BETA	COMMERCIAL	NEXT STEPS
Synthetic Biology: Synthetic Genes, DNA Libraries and Oligo Pools ¹					<ul style="list-style-type: none"> • Continue to drive growth, add market share • NPI roadmap
Genomics: Targeted NGS ²					<ul style="list-style-type: none"> • Convert NGS pilot accounts to production • Launch back-end production in China
Biological Drug Discovery and Development ³					<ul style="list-style-type: none"> • Expand proof-of-concept data package • Longer-term: Establish partnerships
Digital Data Storage in DNA					<ul style="list-style-type: none"> • Design of CMOS driver chip • Continue to develop partnerships to explore digital data storage in DNA

¹ Products addressing this market include clonal, non-clonal genes (gene fragments), oligo pools and DNA libraries

² Products addressing this market include NGS exome capture and NGS custom capture

³ Products addressing this market include custom DNA libraries, our proprietary GPCR-targeting antibody library and our antibody optimization solution

Q&A Session

