



# Fiscal 2019 1Q Financial Results

February 7, 2019

@TwistBioscience #WeMakeDNA



## Welcome

Jim Thorburn  
Chief Financial Officer

## Quarterly Highlights

Emily Leproust  
Chief Executive Officer

## Financial and Operational Performance

Jim Thorburn  
Chief Financial Officer

## Pipeline & Milestones

Emily Leproust  
Chief Executive Officer

## Q&A Session

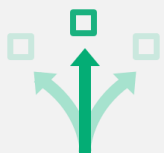
# Safe Harbor Statement



This presentation contains forward-looking statements. In particular, statements regarding future economic performance, finances, and expectations and objectives of management constitute forward-looking statements. Forward-looking statements can be identified by the fact that they do not relate strictly to historical facts and generally contain words such as "believes," "expects," "may," "will," "should," "seeks," "approximately," "intends," "plans," "estimates," "anticipates," and other expressions that are predictions of or indicate future events and trends and that do not relate to historical matters. Although the forward-looking statements contained in this presentation are based upon information available at the time the statements are made and reflect management's good faith beliefs, forward-looking statements inherently involve known and unknown risks, uncertainties and other factors, which may cause the actual results, performance or achievements to differ materially from anticipated future results. Important factors that could cause actual results to differ materially from expectations include, among others: our estimates of the size of our market opportunity; our expectations regarding our ability to increase gene production, reduce turnaround times and drive cost reductions for our customers; and our ability to enter new markets. You should not place undue reliance on these forward-looking statements, which speak only as of the date hereof. We do not undertake to update or revise any forward-looking statements after they are made, whether as a result of new information, future events, or otherwise, except as required by applicable law.

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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.



## Significant Revenue Growth

- Significant revenue growth, \$11.5M, an increase of 166% over 1Q FY18 and 37% sequentially

## Synthetic Biology

- Shipped approximately 71,250 genes in 1Q FY18 compared to approximately 44,800 in 1Q FY17
- Non-Ginkgo revenue growth of 92% over 1Q FY17
- Continued to improve turnaround time
- Launched 5kb genes
- Introduced Twist API (TAPI)

## NGS

- Shipped to 115 customers in the 1Q FY19 with 18 customers now in production mode
- Received ISO 9001:2015 and 13485:2016 certification for its NGS quality management systems
- Increased quarterly fixed costs of \$0.6M to scale NGS infrastructure to meet demand

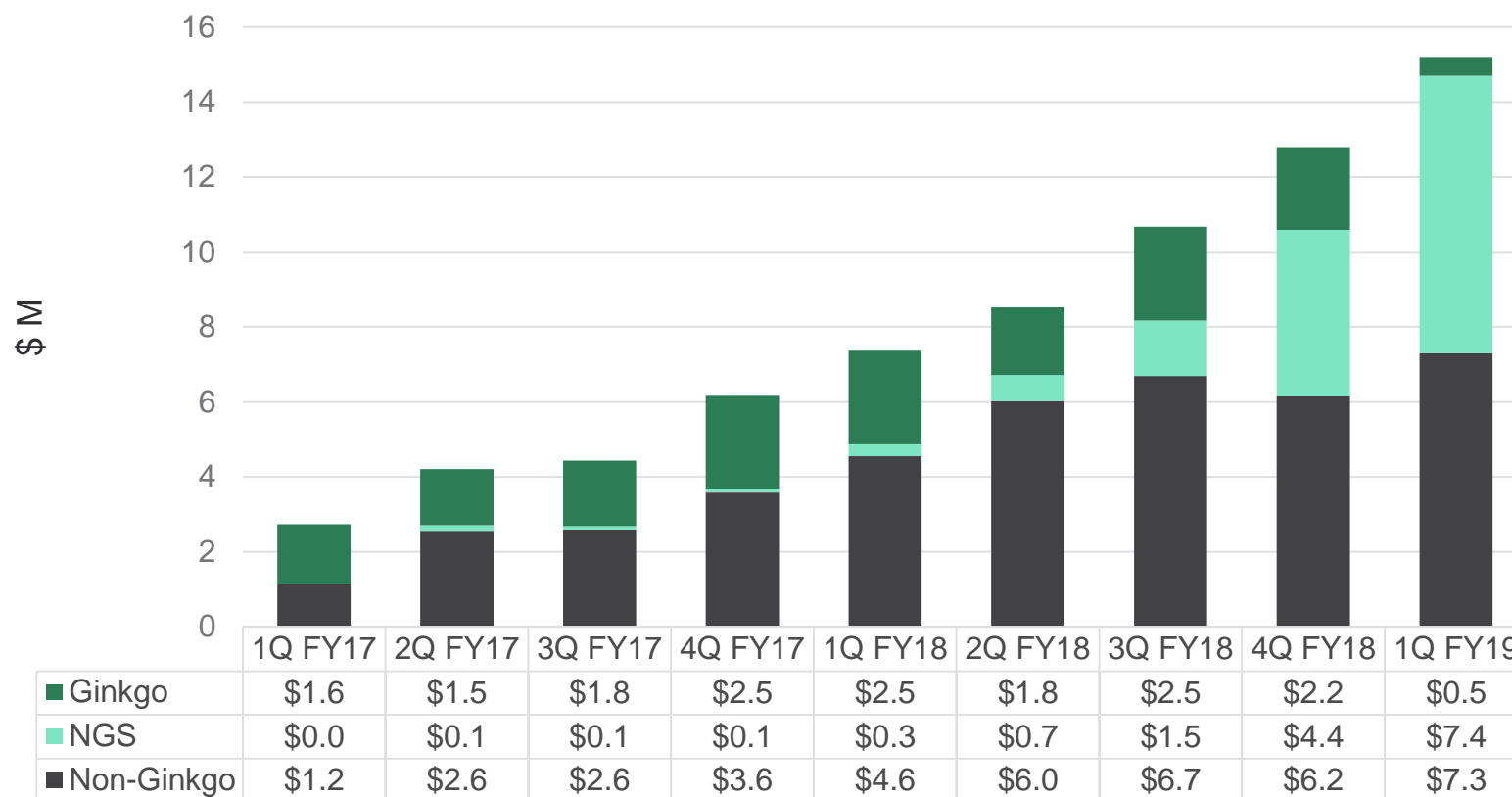
## Biopharma

- Generated early proof-of-concept data from the GPCR library and antibody optimization platform

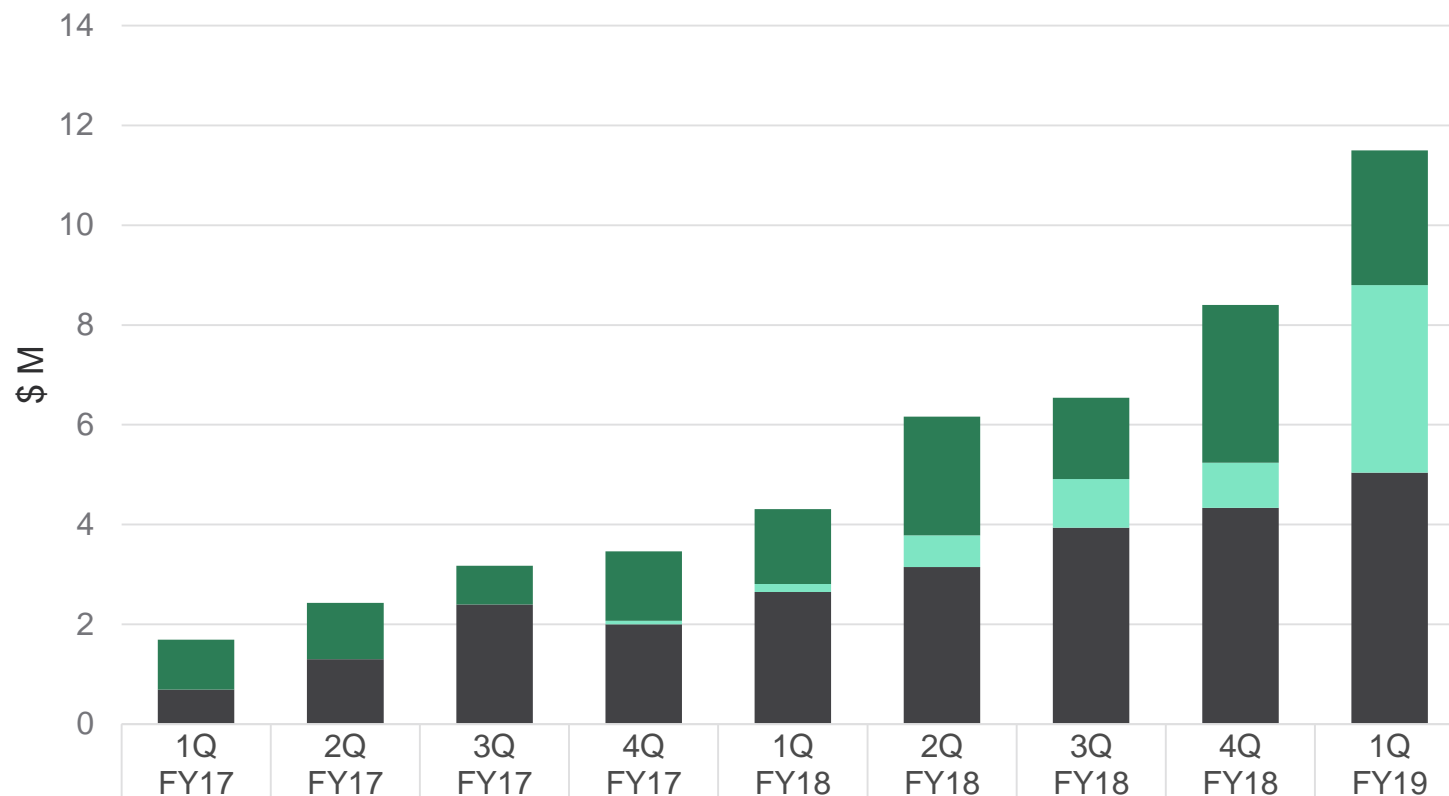
## Data Storage

- Continued progress toward developing platform for DNA synthesis of terabytes of data daily

# Booking Trend \$M

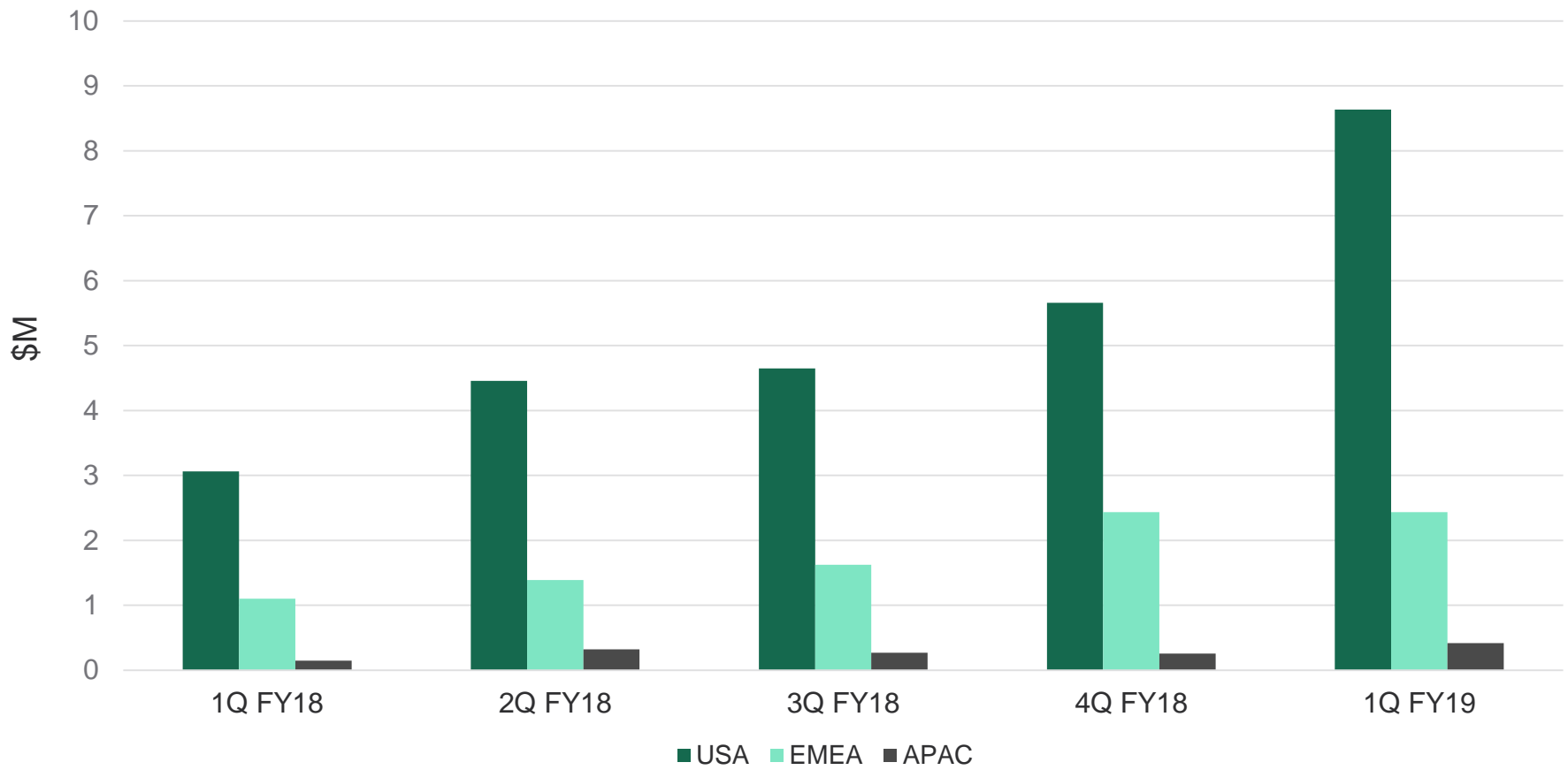


# Revenue Trend \$M



■ Ginkgo	\$1.0	\$1.1	\$0.8	\$1.4	\$1.5	\$2.4	\$1.6	\$3.2	\$2.7
■ NGS	\$0.0	\$0.0	\$0.0	\$0.1	\$0.2	\$0.6	\$1.0	\$0.9	\$3.8
■ Non-Ginkgo	\$0.7	\$1.3	\$2.4	\$2.0	\$2.6	\$3.2	\$3.9	\$4.3	\$5.0

## NGS contributing to strong sequential growth in Americas



## 1Q FY19 Quarterly Results



**Total Loss from Operations:** \$22.9M  
**Gross Margin:** -3% margin or loss of \$0.4M  
**Operating Expenses:** \$22.5M  
**R&D:** \$7.3M, as compared to \$6.1M in 4Q

**SG&A:** \$15.3M, as compared to \$13.0M in 4Q  
**Accounts Receivable:** \$7.0M, compared to \$5.4M in 4Q  
**Cash Balance as of December 31, 2018:** \$130.2M

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## Financial Guidance



Projecting increased revenue in the range of \$47 to \$49 million and increasing our net loss guidance to \$92 to \$94M, up from \$80 to \$82 million for fiscal 2019

- Increased stock-based compensation costs of approximately \$7.0 million, a non-cash item
- \$1.4 million associated with one-time public company readiness and NGS ramp costs incurred in the first quarter of fiscal 2019
- Increased investment in NGS operations of approximately \$0.6 million per quarter driven by staffing increases associated with the increased NGS market opportunity
- \$1.5 million investment in biopharma as we increase our projected investment from \$5.0 million



# Twist Bioscience Pipeline & Milestones



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

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

<sup>2</sup> Products addressing this market include NGS exome capture and NGS custom capture

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

# Q&A Session

