Fiscal 2022 2Q Financial Results
Agenda

Welcome
Angela Bitting
SVP, Corporate Affairs

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
Legal Disclaimers

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Synthetic Biology

- $18.4 million in revenue
- $23.6 million in orders
- New four-year supply agreement with Ginkgo Bioworks, including a minimum of $58 million in diverse product purchases
- Launched IgG commercially
- Increased capacity; Factory of the Future on track, expected to begin shipping product in January 2023
- Advancing enzymatic synthesis approach

What’s Possible

- Fast DNA
- IgG antibody proteins
- GMP
- RNA
- FoF-enabled new product introduction
NGS

- $23.1 million in revenue
- $23.6 million in orders

- New partnership with C2i Genomics
- Continuing to work with several liquid biopsy companies developing new diagnostics tests for a wide range of cancers
- Expanding customer base with upside potential

High Value Applications

- Liquid biopsy/MRD
- Rare disease
- Oncology
- Population genetics
- Infectious diseases
Biopharma

- $6.6 million in revenue
- $7.8 million in orders

- Twist Boston
  - 81 projects underway
  - Signed 9 new partnerships during the quarter, accounting for 56 discovery projects
  - Added two Beacon machines in Boston

New Twist Biopharma Collaborations

- MEDISIX
- KRIYA
**Twist Biopharma Partnerships by the Numbers**

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<td><strong>Broad</strong></td>
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DNA Data Storage - Synthesis Scaling Innovation Roadmap

More than 8 orders of magnitude of scaling!

We’re moving from writing DNA at megabyte to gigabyte to terabyte level.
A Growing Data Storage Industry

- Support of the Digital Preservation Coalition, providing access to archivists with precious data to store, an important initial market for Twist

- Twist is now a voting member of the Storage Networking Industry Association
  - We believe our involvement will be critical to our initial launch

- Gaining momentum
  - Already over 50 members, up from the four founding companies (including Twist) in just 18 months
Strong Order Growth

- Biopharma
- NGS
- SynBio (Ginkgo)
- SynBio (Non-Ginkgo)*

*Ginkgo included from June '21 forward
Strong Revenue Growth

*Ginkgo included from June '21 forward
Revenue by Geography

- Americas
- EMEA
- APAC
Additional Financial Commentary

Fiscal 2022 2Q Financial Highlights

Revenue: $48.1M  
Orders: $55.0M  
Gross Margin: 38.3%  
R&D: $31.2M  
SG&A: $54.0M  
Net Loss: $60.8M  
Cash position: $604M

Fiscal 2022 Guidance

Expected Revenue: $191M to $199M  
Expected Gross Margin: ~37%  
Operating Expenses: $335M  
Expected Net Loss: $260M to $265M  
Expected CapEx: $90M to $100M

Our longer-term goal is to achieve Adj. EBITDA breakeven at $300M annual revenue for the core business (synbio + NGS)
Platform for writing DNA on silicon
Large, growing markets
Differentiated value proposition
Portfolio of high growth businesses
Validated business models
High revenue growth
Track record of execution and innovation

Now is the time for Twist
Writing the Future