



Fiscal 2022 1Q Financial Results



Agenda

Welcome

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Quarterly Highlights

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Chief Executive Officer

Financial and Operational Performance

Jim Thorburn
Chief Financial Officer

Pipeline & Milestones

Emily Leproust
Chief Executive Officer

Q&A Session



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This presentation contains forward-looking statements. All statements other than statements of historical facts contained herein are forward-looking statements reflecting the current beliefs and expectations of management and include statements regarding, among other things, future financial performance, expectations and objectives of management, market opportunity and growth, anticipated growth of business lines and the timing for such growth, the development and commercialization of Twist Bioscience's data storage business. Such forward-looking statements involve known and unknown risks, uncertainties, and other important factors that may cause Twist Bioscience's actual results, performance, or achievements to be materially different from any future results, performance, or achievements expressed or implied by the forward-looking statements. Such risks and uncertainties include, among others, the risks and uncertainties of the duration, extent and impact of the COVID-19 pandemic, including any reductions in demand for our products (or deferred or canceled orders) globally or in certain regions; the ability to attract new customers and retain and grow sales from existing customers; risks and uncertainties of rapidly changing technologies and extensive competition in synthetic biology could make the products Twist Bioscience is developing obsolete or non-competitive; the retention of employees of acquired companies and the ability of Twist Bioscience to successfully integrate acquired companies and to achieve expected benefits; supply chain and other disruptions caused by the COVID-19 pandemic or otherwise; risks of third party claims alleging infringement of patents and proprietary rights or seeking to invalidate Twist Bioscience's patents or proprietary rights; and the risk that Twist Bioscience's proprietary rights may be insufficient to protect its technologies. For a further description of the risks and uncertainties that could cause actual results to differ from those expressed in these forward-looking statements, as well as risks relating to Twist Bioscience's business in general, see the risk factors and other risks set forth in Twist Bioscience's Annual Report on Form 10-K filed with the Securities and Exchange Commission (SEC) on November 23, 2021 and subsequent filings with the SEC. In addition, many of the foregoing risks and uncertainties are, and could be, exacerbated by the COVID-19 pandemic and any worsening of global or regional business and economic environment as a result. We cannot at this time predict the extent of the impact of the COVID-19 pandemic and any resulting business or economic impact, but it could have a material adverse effect on our business, financial condition, results of operations and cash flows. Any forward-looking statements contained in this presentation speak only as of the date hereof, and Twist Bioscience specifically disclaims any obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise.



Synthetic Biology

- Record revenue of \$18 million
- Orders of \$22.2 million
- Shipped a record 125,000 genes
- Increased capacity to 65,000/month, with a goal of 90,000/month in the near future

Increased capacity allows us to accommodate ongoing and surge demand as we work to bring the Factory of the Future online





NGS

- \$19.2 million in revenue
- \$21.8 million in orders

New product introductions

- Exome 2.0
- 96-Plex Library Prep Kit
- ctDNA Reference Standards
- Canine Exome
- Omicron controls

High Value Applications

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



Biopharma

- \$4.8 million in revenue
- \$5.6 million in orders
- **Abveris acquisition update** 
 - Acquisition closed in December; integration going well
 - 72 projects underway (Abveris-specific)
- **New collaborations**

abcam



sosei
HEPTARES

ARTISANBIO™
THE BEST CELLS



REVELAR
BIOTHERAPEUTICS

- Bispecific antibody, RBT-0813, neutralizes both Omicron and Delta variants of SARS-CoV-2; Revelar expects to submit an IND to begin clinical studies in 1H22
- Milestones of up to \$100M and mid-single digit royalties on any commercial sales for COVID-19 program
- Up to 5 additional non-COVID programs with separate milestones, royalties



Biopharma Partnerships by the Numbers

Broad

Disease Indications

Cancer, Neurology, Immuno-oncology,
Infectious Disease, Canine / Feline, Other

Varied

Modalities

mAbs, Bispecific Antibodies, VHH, ADC,
Protein Engineering, More

42

Partners

52

Active
Programs

39

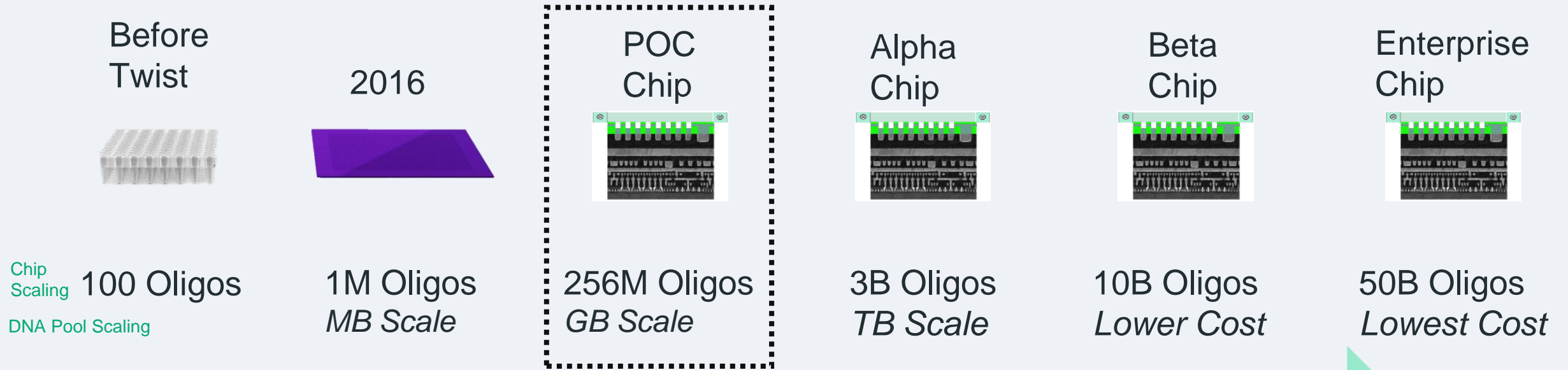
Completed
Programs

50

Milestones/
Royalties



DNA Data Storage - Synthesis Scaling Innovation Roadmap



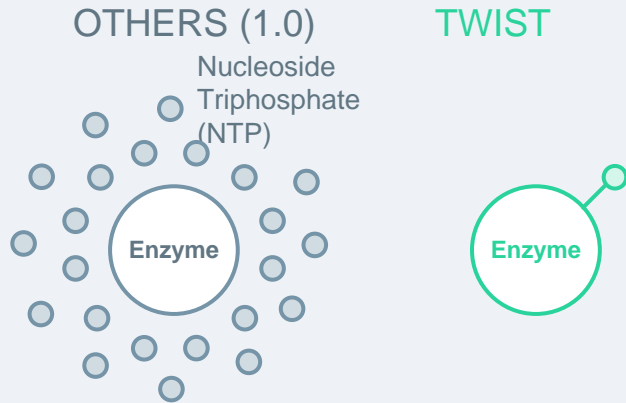
More than 8 orders of magnitude of scaling!

We're moving from writing DNA at megabyte to *gigabyte* to terabyte level



Twist Enzymatic Chemistry 3.0: Superior to Existing Approaches

Low Cost



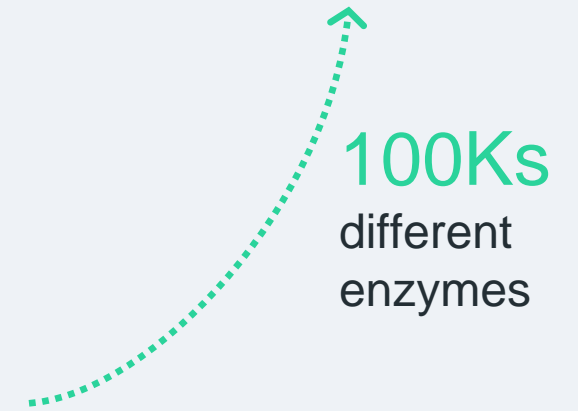
We require significantly less concentration of expensive NTP to synthesize our DNA

Scarless



While other enzyme-NTP linkage techniques leave a scar on the added base, our chemistry leaves our DNA uncompromised

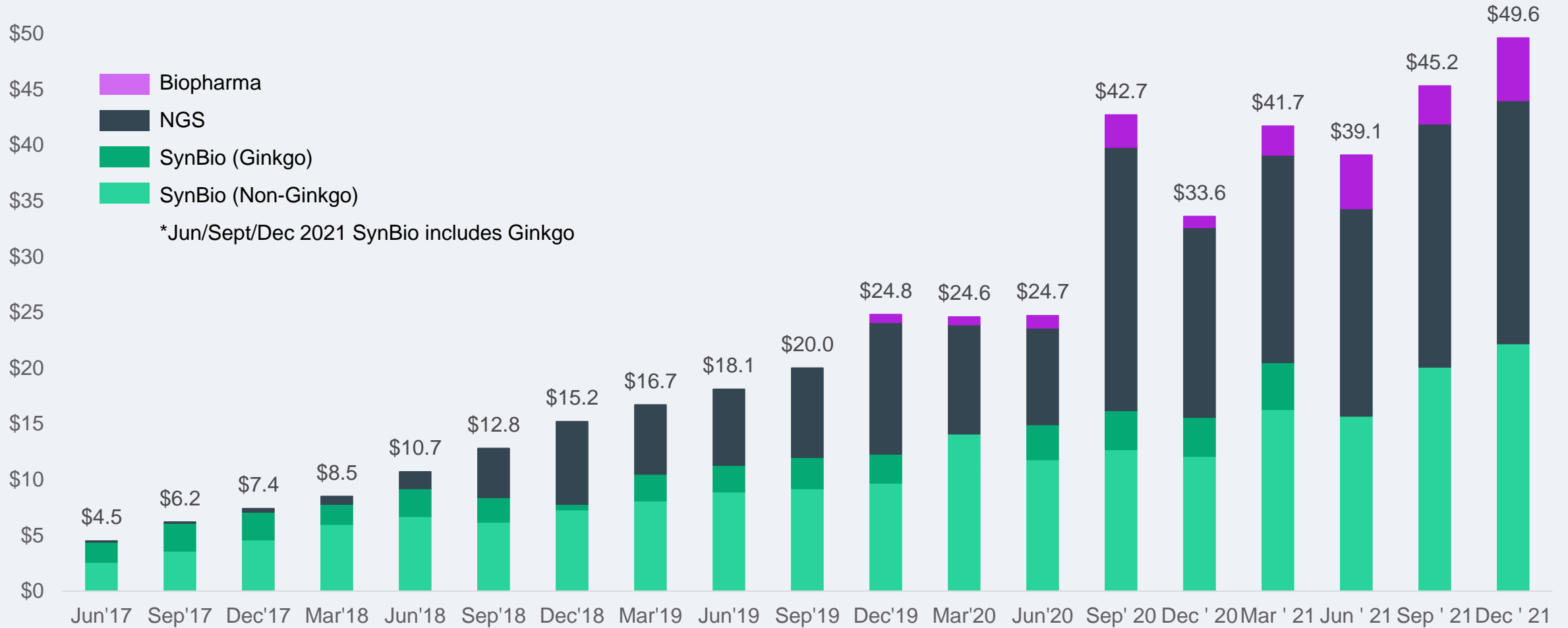
Faster Enzyme Optimization



Our NGS-based enzyme engineering screening platform increases scale and speed to explore the sequence space

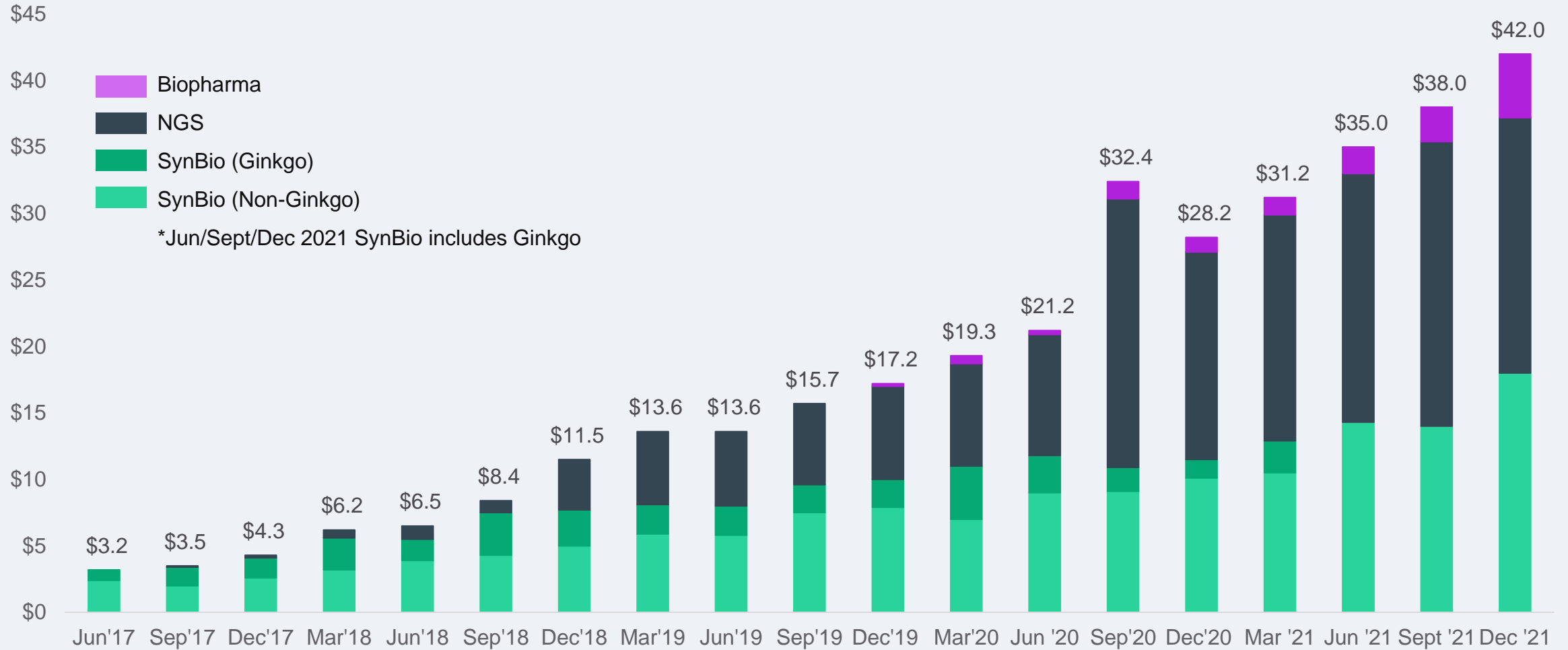


Strong Order Growth



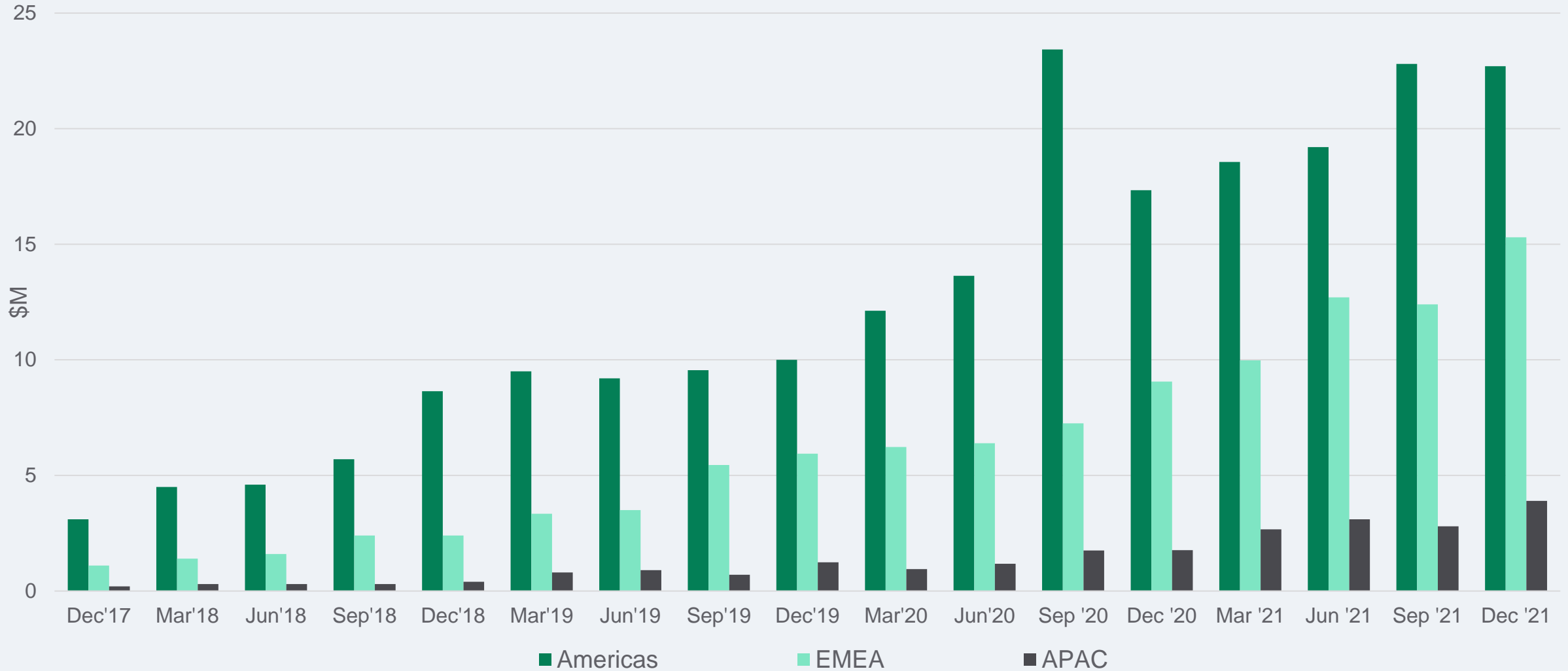


Strong Revenue Growth





Revenue by Geography





Additional Financial Commentary

Fiscal 2022 1Q Financial Highlights

Revenue: \$42.0M

Orders: \$49.6M

Gross Margin: 35.6%

R&D: \$22.6M

SG&A: \$51.1M

Net Loss: \$45.6M

CapEx: \$22M

Cash position: \$408.7M

Fiscal 2022 Guidance

Expected Revenue: \$189M to \$198M

Expected Gross Margin: 35% to 37%

Operating Expenses: \$335M

Excluding Wilsonville, gross margin of 42% to 44%

Expected Net Loss: \$260M

Expected CapEx: \$80M to \$90M



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