



Fiscal 2019 2Q Financial Results

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@TwistBioscience #WeMakeDNA



Welcome

Jim Thorburn
Chief Financial Officer

Quarterly Highlights

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Chief Executive Officer

Financial and Operational Performance

Jim Thorburn
Chief Financial Officer

Pipeline & Milestones

Emily Leproust
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Q&A Session

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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, \$13.6M, an increase of 120% over 2Q FY18 and 18% sequentially

Synthetic Biology

- Continued diversification of revenue
- Number of orders increased by 3.8x compared to 2QFY18, 32% increase QoQ
- Continued to improve turnaround time for 1.8 kb and 3-5kb genes (decreased to 13 and 14 days, respectively)



NGS

- Continued conversion of customers, having shipped to more than 100 customers in 2Q with 24 customers now in production mode
- New product offerings at AGBT including FastHyb



Biopharma

- Presented early proof-of-concept data from the GPCR library and antibody optimization platform at the annual PEGS meeting
- Formed strategic collaboration with LakePharma for antibody discovery and development
- Signed antibody optimization agreement with Pandion Therapeutics to apply our antibody optimization platform to the targeting arm of a bispecific antibody

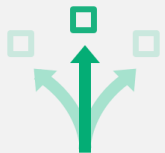


Data Storage

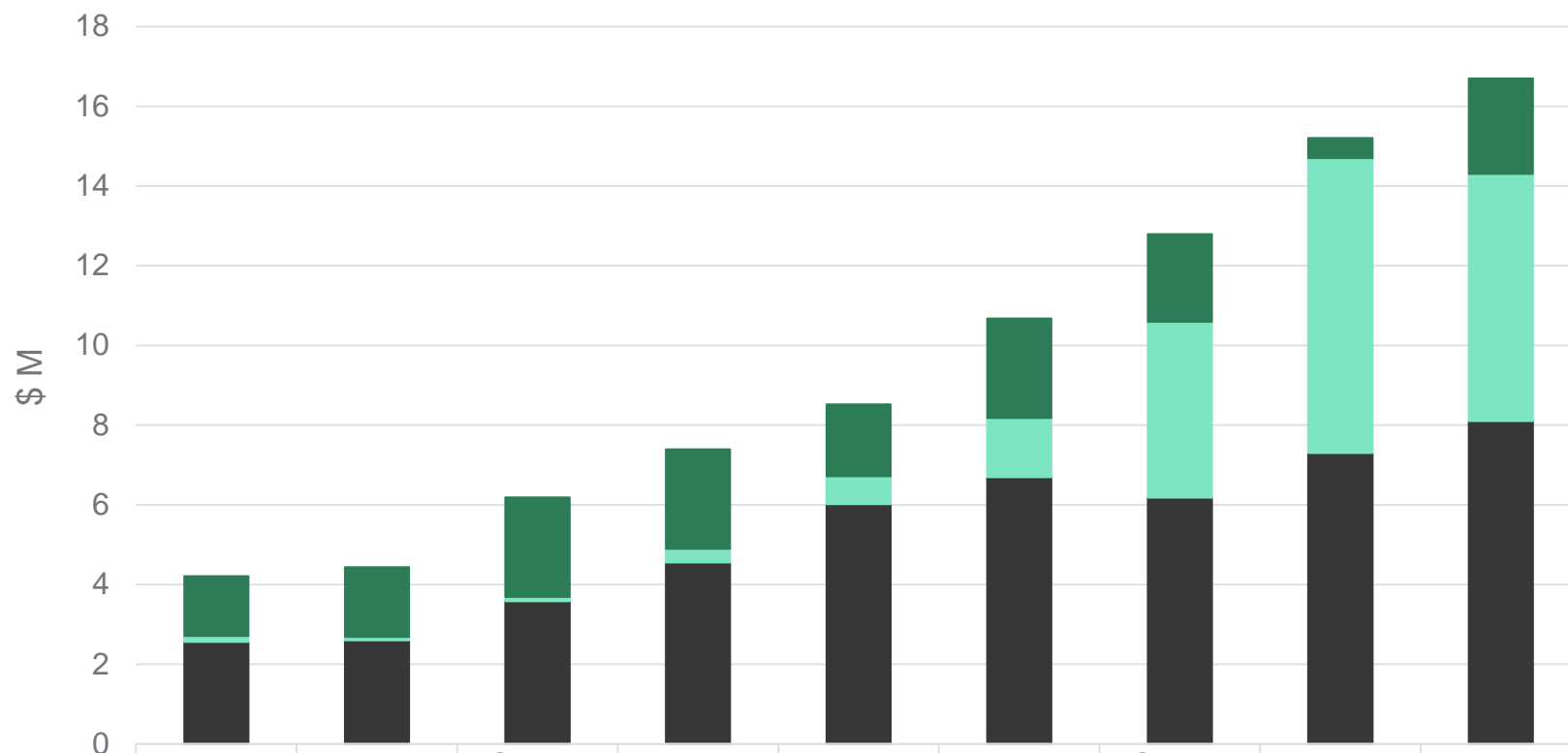
- Began contract negotiations with a government entity for a non-dilutive financing contract

General

- Expanded the biosecurity program with the addition of Battelle's ThreatSEQ™ for DNA screening
- Announced move of manufacturing facilities into South San Francisco

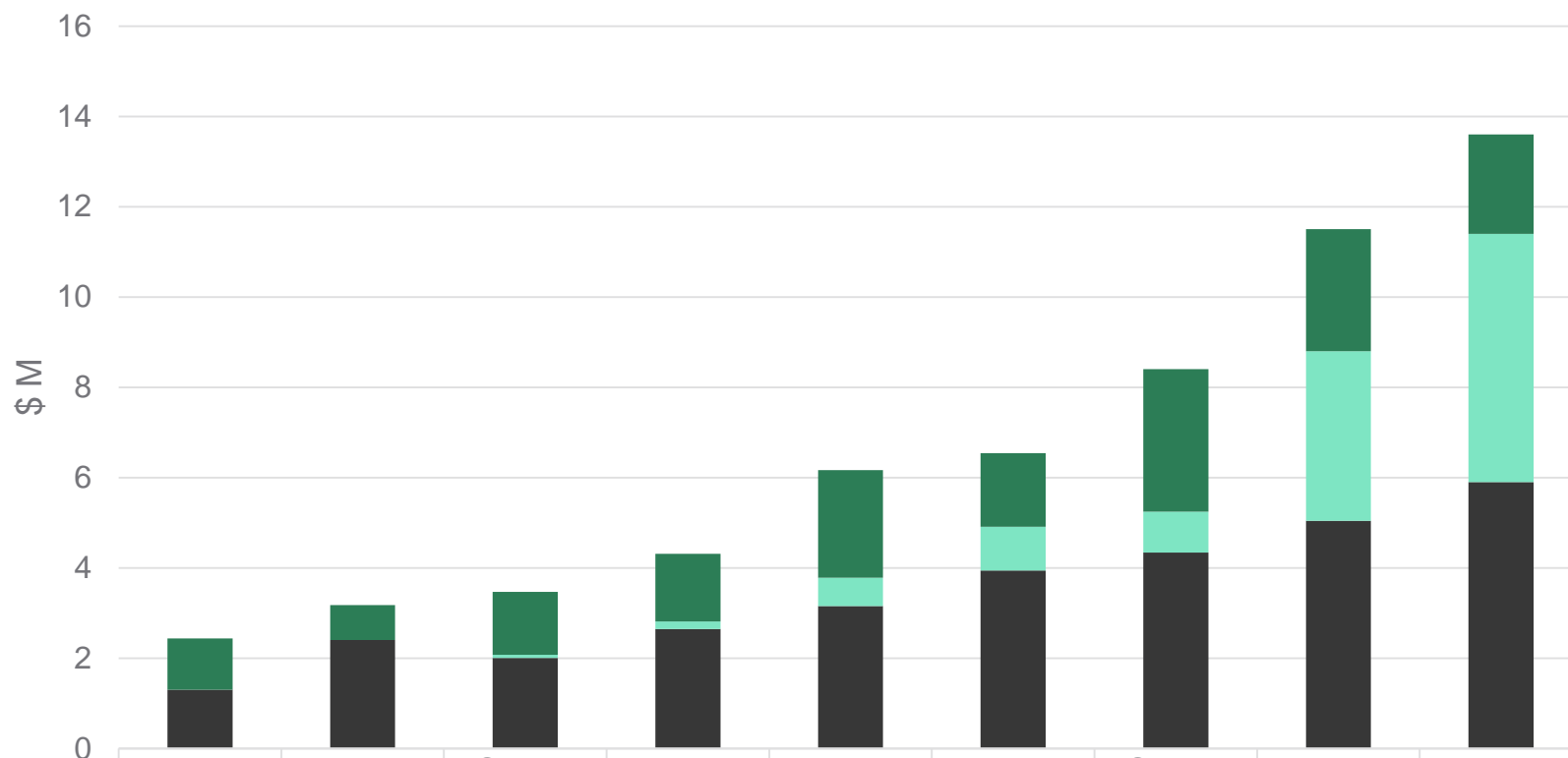


Booking/Order Trend



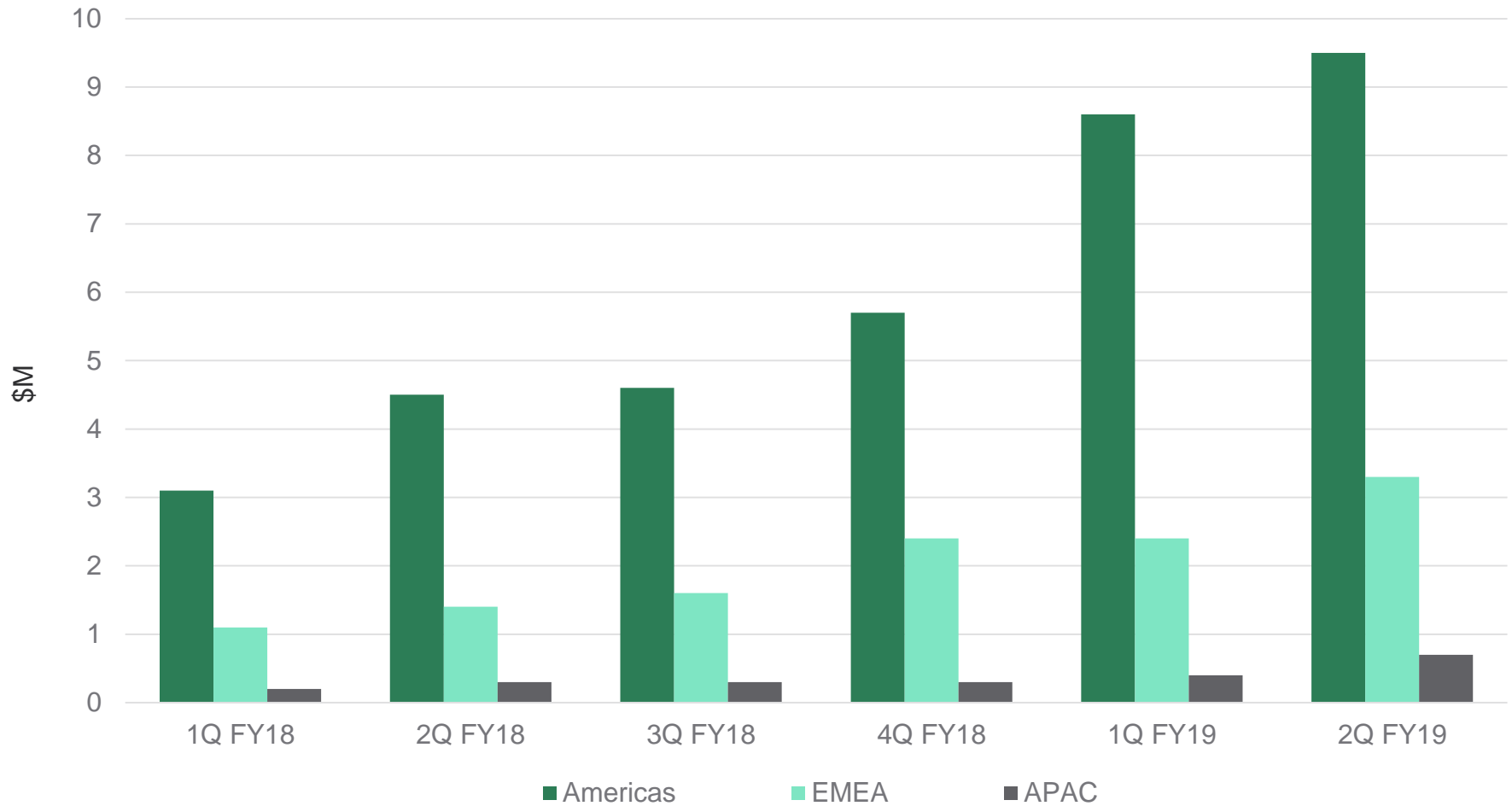
	Mar'17	Jun'17	Sep'17	Dec'17	Mar'18	Jun'18	Sep'18	Dec'18	Mar'19
■ Ginkgo	\$1.5	\$1.8	\$2.5	\$2.5	\$1.8	\$2.5	\$2.2	\$0.5	\$2.4
■ NGS	\$0.1	\$0.1	\$0.1	\$0.3	\$0.7	\$1.5	\$4.4	\$7.4	\$6.2
■ Non-Ginkgo	\$2.6	\$2.6	\$3.6	\$4.6	\$6.0	\$6.7	\$6.2	\$7.3	\$8.1

Revenue Trend \$M



	Mar'17	Jun'17	Sep'17	Dec'17	Mar'18	Jun'18	Sep'18	Dec'18	Mar'19
■ Ginkgo	\$1.1	\$0.8	\$1.4	\$1.5	\$2.4	\$1.6	\$3.2	\$2.7	\$2.2
■ NGS	\$0.0	\$0.0	\$0.1	\$0.2	\$0.6	\$1.0	\$0.9	\$3.8	\$5.5
■ Non-Ginkgo	\$1.3	\$2.4	\$2.0	\$2.6	\$3.2	\$3.9	\$4.3	\$5.0	\$5.9

Revenue by Geography



2Q FY19 Quarterly Results



Net Loss: \$25.9M
Gross Margin: \$1.8M
Operating Expenses: \$28.0M (excluding COGS)
R&D: \$8.9M, as compared to \$7.3M in 1Q

SG&A: \$19.1M, as compared to \$15.3M in 1Q
Accounts Receivable: \$8.0M, compared to \$7.0M in 1Q
Cash+ ST Inv Balance as of March 31, 2019: \$104.3M

Fiscal 2019 Financial Guidance



Projecting increased revenue of \$50 to \$52M, up from \$47 to \$49M

- Robust demand for synbio and NGS products

Increasing our net loss guidance to \$97 to \$99M, up from \$92 to \$94M

- Accelerated investment in R&D
- Additional incremental costs associated with China facility build-out and consolidation of operations and R&D efforts in South San Francisco facility and commercial expansion

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 NGS e-commerce platform • Launch back-end production in China
Biological Drug Discovery and Development³					<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"> • Execute roadmap to increase synthesis density • 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

