Fiscal 2022 3Q Financial Results
Agenda

Welcome  
Angela Bitting  
SVP, Corporate Affairs; Chief ESG 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
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 made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including, but not limited to, projections under the heading “Updated Fiscal 2022 Financial Guidance,” statements regarding future growth and expansion, estimated annual revenues to achieve EBITDA break-even point and Twist Bioscience’s other expectations regarding its future operations plans and financial performance, introduction of new products, and newly announced partnerships. 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 that could make the products Twist Bioscience is developing obsolete or non-competitive; uncertainties of the retention of significant customers; the ability of Twist Bioscience to successfully integrate acquired companies, including Abveris, and to achieve expected benefits from acquisitions; 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 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 Twist Bioscience’s risk factors set forth in Twist Bioscience’s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on May 6, 2022 and subsequent filings with the SEC. Any forward-looking statements contained in this press release 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

- $22.1 million in revenue
- $20.5 million in orders
- 163,000 genes shipped
- Increased capacity in South San Francisco
- Factory of the Future in Portland on track, expected to begin shipping product in January 2023, allowing us to deliver more DNA and products

What’s Possible

- Fast DNA
- IgG antibody proteins
- GMP
- RNA
- FoF-enabled new product introduction
• $27.8 million in revenue
• $30.4 million in orders
• Launched two new products for cancer research: methylome panel and MRD panel
• Launched new controls for monkeypox and SARS-CoV-2 variant sublineage; continued uptake of ctDNA oncology controls
• Large customers responsible for robust growth with upside potential

High Value Applications
• Liquid biopsy/MRD
• Rare disease
• Oncology
• Population genetics
• Infectious diseases
Twist Biopharma Partnerships by the Numbers

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<td><strong>Disease Indications</strong></td>
<td><strong>Modalities</strong></td>
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<td>mAbs, Bispecific Antibodies, VHH, ADC, Protein Engineering, More</td>
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<th>Partners</th>
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Biopharma

- $6.2 million in revenue
- $8.8 million in orders

Twist Boston
- 70 projects underway
- Signed 7 new partnerships during the quarter
- New facility enables state-of-the-art in vivo antibody discovery work

New Twist Biopharma Collaborations

Entered into exclusive option and license agreement with Astellas
DNA Data Storage - Synthesis Scaling Innovation Roadmap

Before Twist

- 100 Oligos
- MB Scale

2016

- 1M Oligos
- MB Scale

POC Chip

- 256M Oligos
- GB Scale

Alpha Chip

- 3B Oligos
- TB Scale

Beta Chip

- 10B Oligos
- Lower Cost

Enterprise Chip

- 50B Oligos
- Lowest Cost

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

**Dramatic Need for New Enterprise Storage Technologies**

- New white paper details DNA data storage’s opportunity to address the need to deploy storage technologies at massive scale with minimal power consumption
- An estimated 27 zettabytes of data will need to be addressed through new solutions by 2030
- Report estimates that 75% of all data could be archival data – growing from ~60% today

- Joined SNIA as Technology Affiliate group
- Enabling technical work and standards development critical for interoperable ecosystem of DNA data storage systems
- Twist is member of Technology Affiliate Governing Board
Strong Order Growth

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

*Ginkgo included from June '21 forward

$M

- Jun'18
- $10.7
- Sep'18
- $12.8
- Dec'18
- $15.2
- Mar'19
- $16.7
- Jun'19
- $18.1
- Sep'19
- $20.0
- Dec'19
- $24.8
- Mar'20
- $24.6
- Jun'20
- $24.7
- Sep'20
- $42.7
- Dec'20
- $45.2
- Mar'21
- $41.7
- Jun'21
- $39.1
- Sep'21
- $45.3
- Dec'21
- $49.6
- Mar'22
- $55.0
- Jun'22
- $59.7
Strong Revenue Growth

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

*Ginkgo included from June '21 forward.

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<th>SynBio (Non-Ginkgo)</th>
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Fiscal 2022 3Q Financial Highlights

Revenue: $56.1M
Orders: $59.7M
Gross Margin: 44.8%
R&D Expenses: $36.8M
SG&A Expenses: $53.7M
Net Loss: $60.5M
Cash position: $528M

Fiscal 2022 Guidance

Expected Revenue: $203M
Expected Gross Margin: ~40%
Operating Expenses: $330M
Expected Net Loss: $250M
Expected CapEx: $95M 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