



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



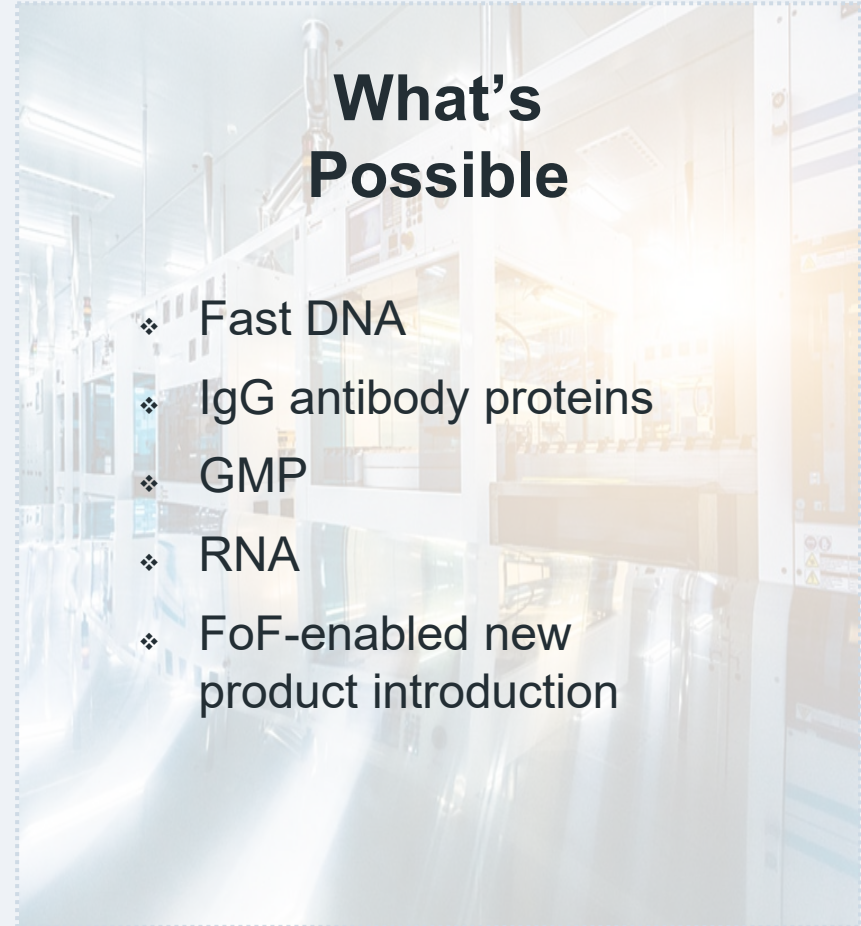
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This presentation contains forward-looking statements. All statements other than statements of historical facts contained herein are forward-looking statements reflecting the current beliefs and expectations of management made pursuant to the safe 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





NGS

- \$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

Broad

Disease Indications

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

Varied

Modalities

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

53

Partners

50

Active
Programs

67

Completed
Programs

55

Milestones/
Royalties



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

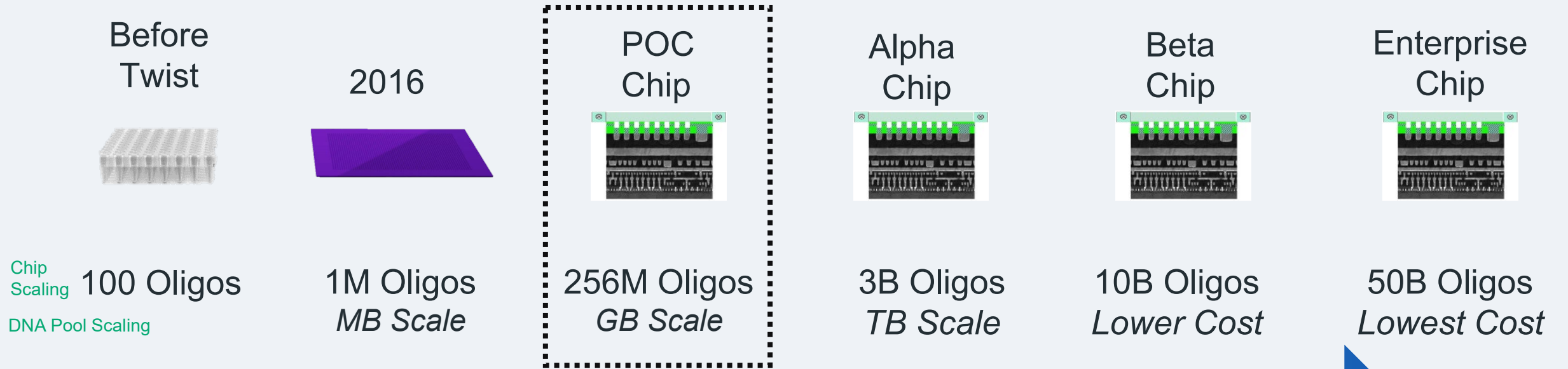
New Twist Biopharma Collaborations



Entered into exclusive option and license agreement with Astellas



DNA Data Storage - Synthesis Scaling Innovation Roadmap



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



**DNA DATA
STORAGE**

ALLIANCE
A SNIA TECHNOLOGY AFFILIATE

- 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

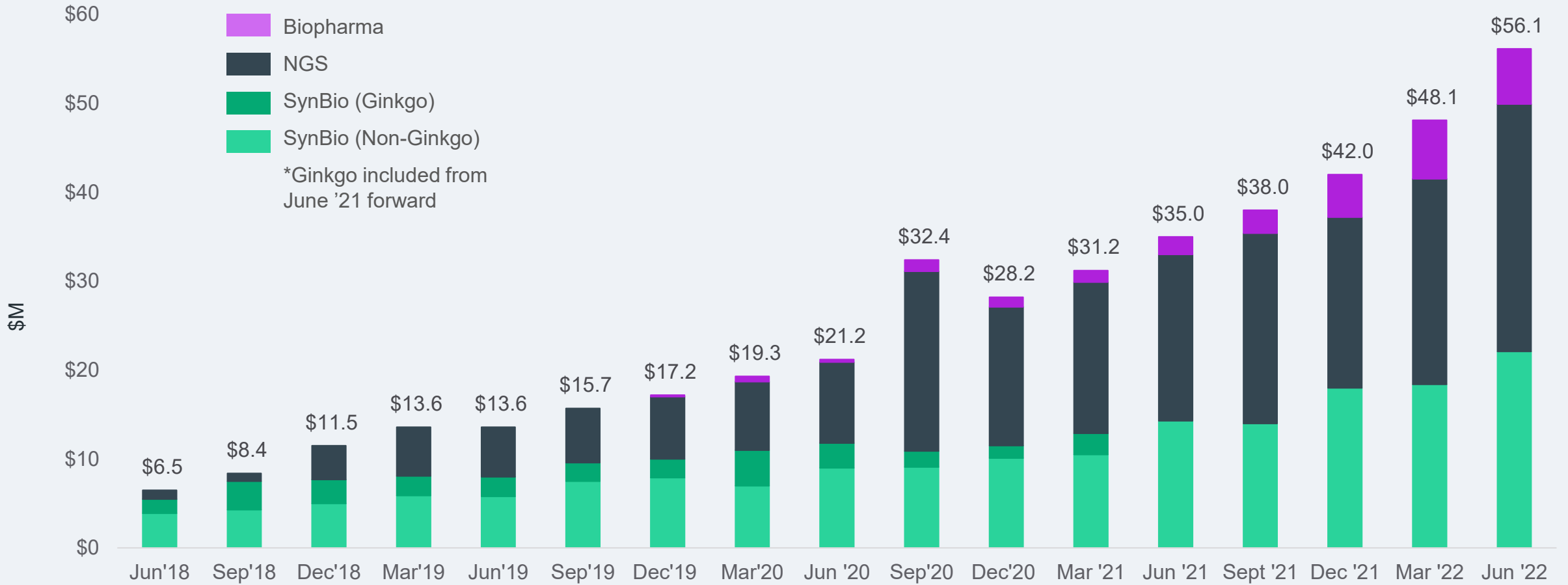


Strong Order Growth



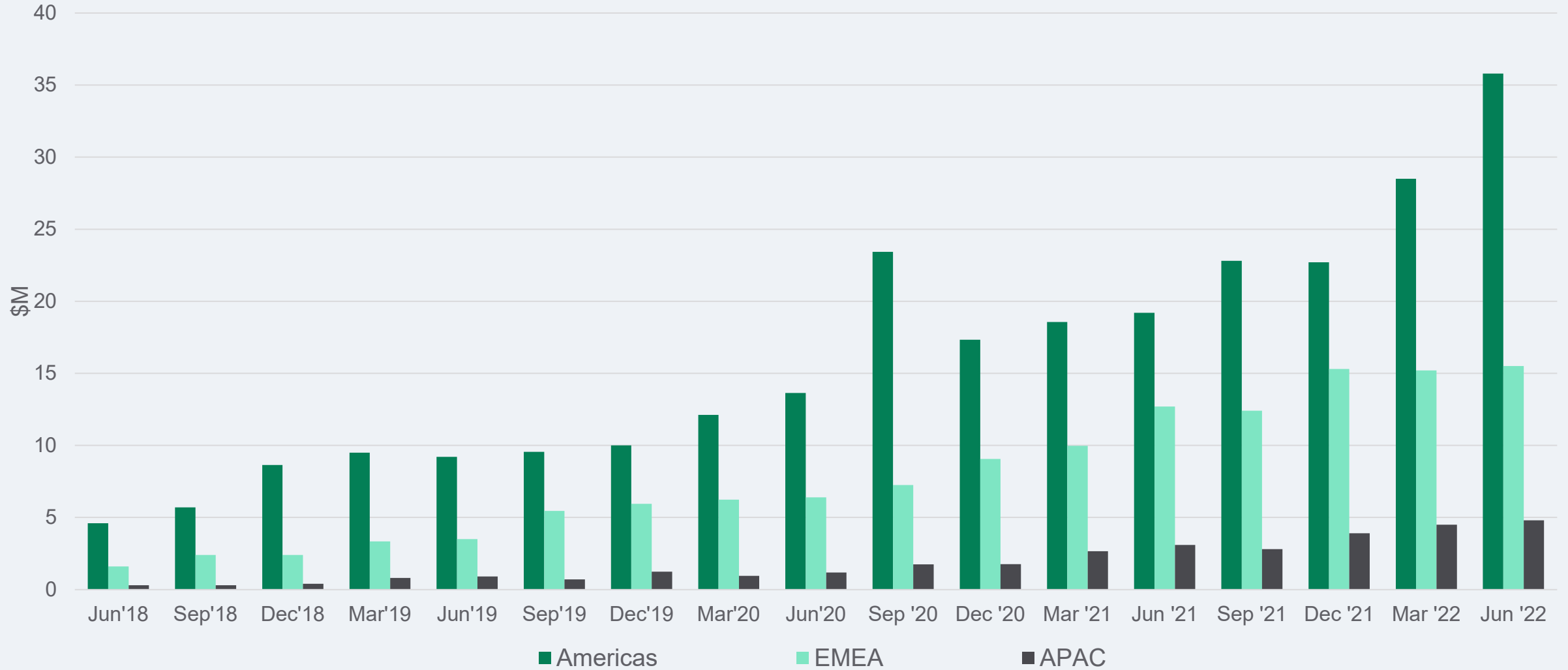


Strong Revenue Growth





Revenue by Geography





Additional Financial Commentary

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**

The logo for TWIST Bioscience features the word "TWIST" in a large, white, sans-serif font. Below the "I" and "S" are three small white dots. Underneath "TWIST" is the word "BIOSCIENCE" in a smaller, white, sans-serif font. The background of the logo area is a dark teal color with a faint, repeating pattern of DNA base pairs (A, T, C, G) in a lighter teal color.

T W I S T
BIOSCIENCE

Writing the Future