



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

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, statements under the heading “Updated Fiscal 2022 Financial Guidance” on future growth and expansion plans 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 February 9, 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

- \$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





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**  **abveris**
 - 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





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

47

Partners

47

Active
Programs

60

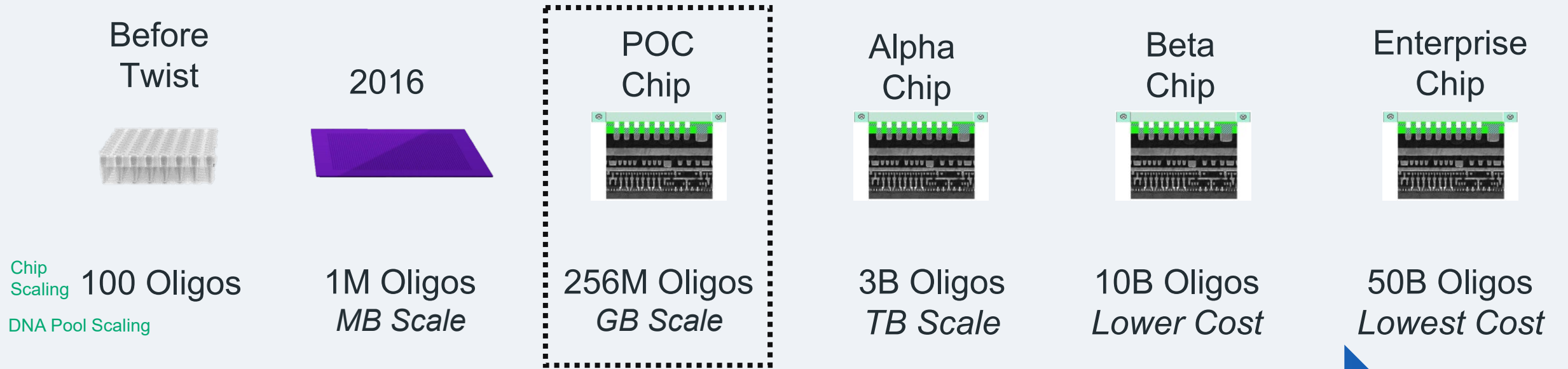
Completed
Programs

52

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



A Growing Data Storage Industry



Digital Preservation Coalition

- 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

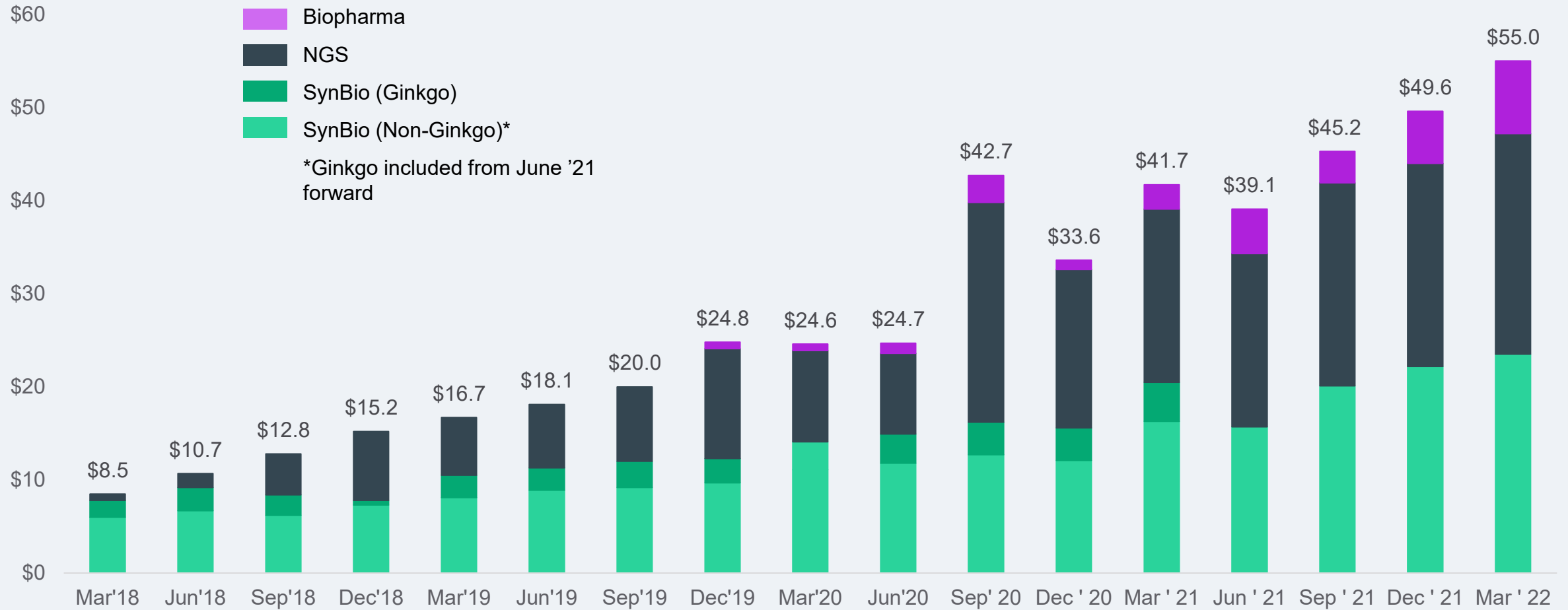


DNA DATA
STORAGE
ALLIANCE

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

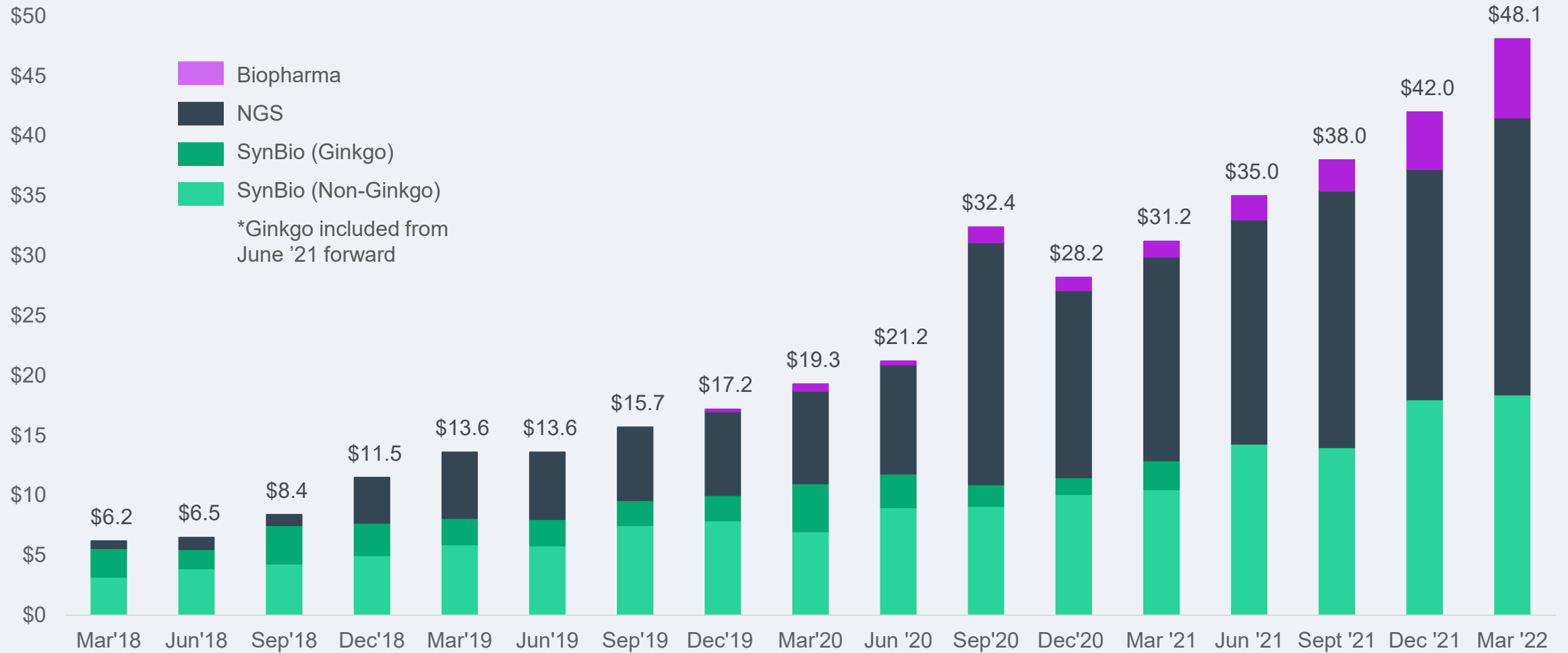


Strong Order Growth



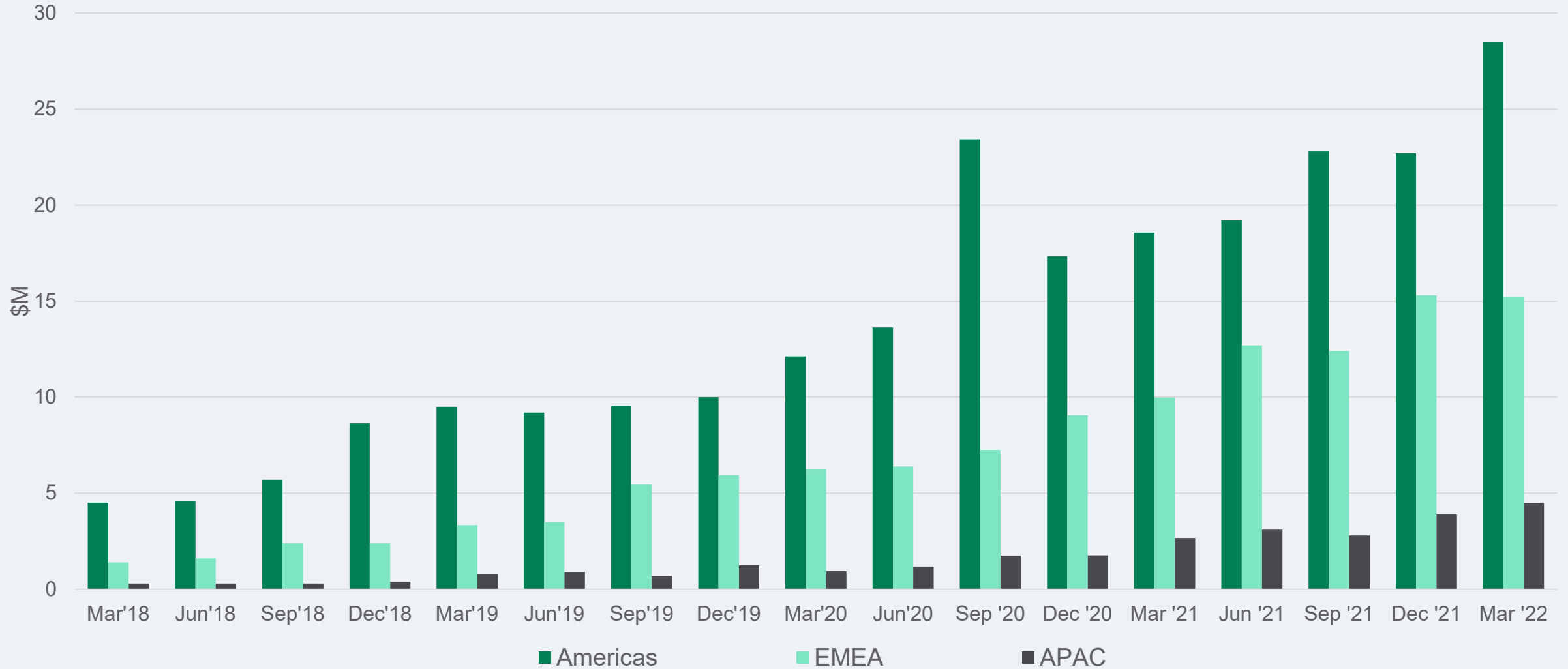


Strong Revenue Growth





Revenue by Geography





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**

The logo for TWIST BIOSCIENCE. The word "TWIST" is written in a large, white, sans-serif font. Below the "I" and "S" are three small white dots. Below "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