



Pacific Biosciences Appoints Michael J. Glynn as Chief Commercial Officer

MENLO PARK, Calif.--(BUSINESS WIRE)-- Pacific Biosciences of California, Inc. (NASDAQ: PACB), provider of Single Molecule Real Time (SMRT®) sequencing products, today announced the appointment of Michael J. Glynn as Chief Commercial Officer.

Michael Glynn has more than 40 years of experience in global commercial operations. Prior to joining Pacific Biosciences, Mr. Glynn served as Regional President, Japan - Asia Pacific and Senior Vice President at Genzyme Corporation. In this role, he was responsible for leading and managing Genzyme's businesses in Japan and Asia Pacific from the company's regional headquarters in Singapore.

Prior to joining Genzyme in January 2007, Mr. Glynn was with Boston Scientific for seven years, most recently as President of its Endovascular division in the United States, and prior to that as Vice President and General Manager, Asia, Middle East, and Turkey. From 1995-2000 he was President and CEO of Codman Group, a developer of healthcare decision support software and home telemedicine systems (formerly Caremonitor, Inc.). He also spent seven years with Memtec Limited as President of Memtec Japan and President of Memtec America. Before joining Memtec he spent ten years with Baxter International in Australia and the United States where he held a variety of management positions in manufacturing, quality assurance, marketing, and strategic planning. Earlier in his career Mr. Glynn held a variety of manufacturing and technical management positions with companies in Australia and England, including Burroughs Wellcome, Estee Lauder, and Elizabeth Arden. He holds an M.B.A. from Macquarie University in Sydney and a B.S. from the National University of Ireland.

"Michael has exceptional commercial experience with an emphasis on customer satisfaction and support for industry-leading companies operating in global markets," said Hugh Martin, Chairman and Chief Executive Officer of Pacific Biosciences. "He has excellent capabilities to lead the next phase of our commercialization strategy for the PacBio RS, and his deep experience with clinical products will be extremely important as next generation sequencing moves closer to patient care."

In this new position, Mr. Glynn will oversee the day-to-day management of Pacific Biosciences' commercial operations, including all field sales, support and marketing activities.

"As someone who has lived and worked on four continents I am thrilled to be joining the exceptional team at Pacific Biosciences as the company ramps up its commitment to providing commercial operations around the world," said Mr. Glynn. "PacBio's recently introduced, game-changing technology has already shown the tremendous impact it can have in public health applications such as pathogen detection. I look forward to helping the company build a world-class commercial operation that will create further value for our customers."

For more information about Pacific Biosciences, please visit www.pacificbiosciences.com. You can also follow the company on twitter [www.twitter.com/pacbio](https://twitter.com/pacbio).

About Pacific Biosciences

Pacific Biosciences' mission is to transform the way humankind acquires, processes and interprets data from living systems through the design, development and commercialization of innovative tools for biological research. The company has developed a novel approach to studying the synthesis and regulation of DNA, RNA and proteins. Combining recent advances in nanofabrication, biochemistry, molecular biology, surface chemistry and optics, Pacific Biosciences has created a powerful technology platform called single molecule, real-time, or SMRT®, technology. SMRT technology enables real-time analysis of biomolecules with single molecule resolution, which has the potential to transform the understanding of biological systems by providing a window into these systems that has not previously been open for scientific study.

Forward-Looking Statements

This press release contains forward-looking statements. Forward-looking statements may contain words such as "believe," "may," "estimate," "anticipate," "continue," "intend," "expect," "plan," the negative of these terms, or other similar expressions, and include the assumptions that underlie such statements. Such statements include, but are not limited to, statements regarding the Company's SMRT technology. These statements are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements, including but not limited to risks discussed from time to time in documents Pacific Biosciences of California, Inc. has filed with the Securities and Exchange Commission, including the risks identified under the section captioned "Risk Factors" in its recently filed Quarterly Report on Form 10-Q. All forward-looking statements are based on estimates, projections and assumptions as of the date hereof. Pacific

Biosciences undertakes no obligation to update any forward-looking statements.

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