



PacBio To Begin Commercial Shipment of Revio Systems

March 7, 2023 at 7:05 AM EST

Broad Commercialization and Scale-Up of Revio Enables Researchers with 15 Times More HiFi Data and High-Quality Human Genomes for Under \$1,000

MENLO PARK, Calif., March 7, 2023 /PRNewswire/ -- [PacBio](#) (NASDAQ: PACB), a leading developer of high-quality, highly accurate sequencing solutions, today announced the first customer shipments of Revio long-read sequencing systems will commence on March 8, 2023. As previously [announced](#), the Revio system features significant advances in SMRT Cell design, compute, and system architecture. Together, this enables a dramatic increase in throughput and lower sequencing costs with the trusted power of HiFi chemistry, which offers exceptional accuracy and direct methylation detection.

"Revio is a remarkable product, and I am excited to announce the commencement of broad commercial shipments. This is an important step in our mission to enable the promise of genomics to better human health and it is rewarding to see our team successfully execute on our aggressive product development timeline," said Christian Henry, President and Chief Executive Officer of PacBio. "The Revio system will empower our customers to leverage the power of HiFi sequencing at scale and I believe the system will enable a significant paradigm shift in our understanding of biology."

With the Revio system, researchers will be able to scale their interrogation of the full genome: from telomere-to-telomere with phasing information, small variants, structural variants, and epigenetic profiles all in the same run. This will allow further exploration of biology and offers the potential to better understand the role of genetics in health and disease.

Among the first customers receiving Revio systems are many who have deep roots in the Human Genome Project: Baylor College of Medicine, the Broad Institute of MIT and Harvard (Broad), Wellcome Sanger Institute, and Washington University in St. Louis. Broad is one of many customers to purchase multiple systems, ordering ten Revio systems to scale long-read sequencing for population sequencing initiatives. The ten Revio systems at Broad will have the same sequencing capacity as 150 Sequel IIe systems.

"With the increased capacity now available, the Broad is looking to scale up significantly and complete several thousand long-read sequencing samples," said Niall Lennon, Senior Director of Translational Genomics and Institute Scientist at the Broad Institute of MIT and Harvard. "We are focused on proving the utility of long-read sequencing in research and rare disease applications. We are also excited to continue to investigate and push the boundaries of how long-read sequencing could transform discovery with higher resolution isoform sequencing."

In the plant and animal genomic space, the HudsonAlpha Institute for Biotechnology in Huntsville, Ala., plans to use its Revio systems to scale its efforts to improve crop species. "We can make a big impact when we scale genomics for breeding," said Josh Clevenger, Ph.D., Faculty Investigator at HudsonAlpha. "It has been difficult to generate enough good quality genomes to understand variation. With the Revio system's high throughput and high-quality reads, we will be able to quickly and cost-effectively look at genomes to identify traits."

Revio systems will be shipped worldwide, with Mohammed Bin Rashid University of Medicine and Health Sciences (MBRU) set to expand their large-scale research projects with Revio.

"We are thrilled that Mohammed bin Rashid University of Medicine and Health Sciences will be one of the first centers in the world to receive the Revio sequencing technology," said Alawi Alsheikh-Ali, Professor at MBRU and Chief Academic Officer at Dubai Academic Health Corporation (DAHC). "With its improved throughput and high accuracy, this technology represents a major advancement in the field of DNA sequencing and is expected to accelerate our understanding of the complex biological systems that underlie human health and disease."

Meanwhile, alongside Darwin Tree of Life sequencing, the Wellcome Sanger Institute is expected to use Revio to increase its utilization of long-read sequencing in various applications, including *de novo* genome assembly, single-cell transcriptomics, and variant detection.

"We are delighted to be implementing the Revio sequencing platform at the Wellcome Sanger Institute, taking the next step forward to expand our PacBio long-read sequencing technologies," said Ian Johnston, Associate Director of Sequencing Operations and R&D at the Wellcome Sanger Institute. "The platform's increased capacity will help to support accelerating the generation of *de novo* genome assemblies for novel species as we support a goal to sequence all complex life on Earth. The Revio platform provides another step forward in long-read sequencing technology to support our mission to generate and use genome sequences to advance understanding of biology and improve health."

Additional Revio systems will also be shipped to customers in China, Japan, Korea, Netherlands, and Sweden. Revio systems garnered interest from many institutions in Asia Pacific, and multiple units will be shipped to Macrogen, Berry Genomics, GrandOmics, DNA Link, HaoRui Genomics, and JMDNA.

PacBio announced orders of 76 Revio systems in the quarter ended December 31, 2022, making it the most successful product announcement in PacBio's history. PacBio expects to ship at least 25 Revio systems during the first quarter of 2023 and will continue to scale throughout the year.

About PacBio

PacBio (NASDAQ: PACB) is a premier life science technology company that is designing, developing and manufacturing advanced sequencing solutions to help scientists and clinical researchers resolve genetically complex problems. Our products and technology under development stem from two highly differentiated core technologies focused on accuracy, quality and completeness which include our existing HiFi long read sequencing and our emerging SBB® short read sequencing technologies. Our products address solutions across a broad set of research applications including human germline sequencing, plant and animal sciences, infectious disease and microbiology, oncology, and other emerging applications. For more information, please visit www.pacb.com and follow @PacBio.

PacBio products are provided for Research Use Only. Not for use in diagnostic procedures.

Forward-Looking Statements

This press release contains "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and the U.S. Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact are forward-looking statements, including statements relating to the future availability, uses, accuracy, coverage, advantages, quality or performance of, or benefits or expected benefits of using, PacBio products or technologies, including the Revio system; expectations with respect to shipment timeframes, the fulfillment of customer orders, and system shipments; and other future events. Reported results and orders for Revio should not be considered an indication of future performance. You should not place undue reliance on forward-looking statements because they are subject to assumptions, risks, and uncertainties that could cause actual outcomes and results to differ materially from currently anticipated results. These risks include, but are not limited to, challenges inherent in developing, manufacturing, launching, marketing and selling new products, and achieving anticipated new sales; potential cancellation of existing instrument orders; potential product performance and quality issues; assumptions, risks and uncertainties related to the ability to attract new customers and retain and grow sales from existing customers; rapidly changing technologies and extensive competition in genomic sequencing; supply chain risks; customers and prospective customers curtailing or suspending activities utilizing PacBio's products; the potential impact of U.S. export restrictions on the shipment of PacBio products to certain countries; the possible loss of key employees, customers, or suppliers; third-party claims alleging infringement of patents and proprietary rights or seeking to invalidate PacBio's patents or proprietary rights; and other risks associated with macroeconomic conditions such as uncertain capital markets, pandemic-related lockdowns, heightened inflation, war in Europe, and international operations. Additional factors that could materially affect actual results can be found in PacBio's most recent filings with the Securities and Exchange Commission, including PacBio's most recent reports on Forms 8-K, 10-K, and 10-Q, and include those listed under the caption "Risk Factors." These forward-looking statements are based on current expectations and speak only as of the date hereof. Except as required by law, PacBio disclaims any obligation to revise or update these forward-looking statements to reflect events or circumstances in the future, even if new information becomes available.

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