



# STIFEL 2021 VIRTUAL HEALTHCARE CONFERENCE

SUSAN KIM, CFO

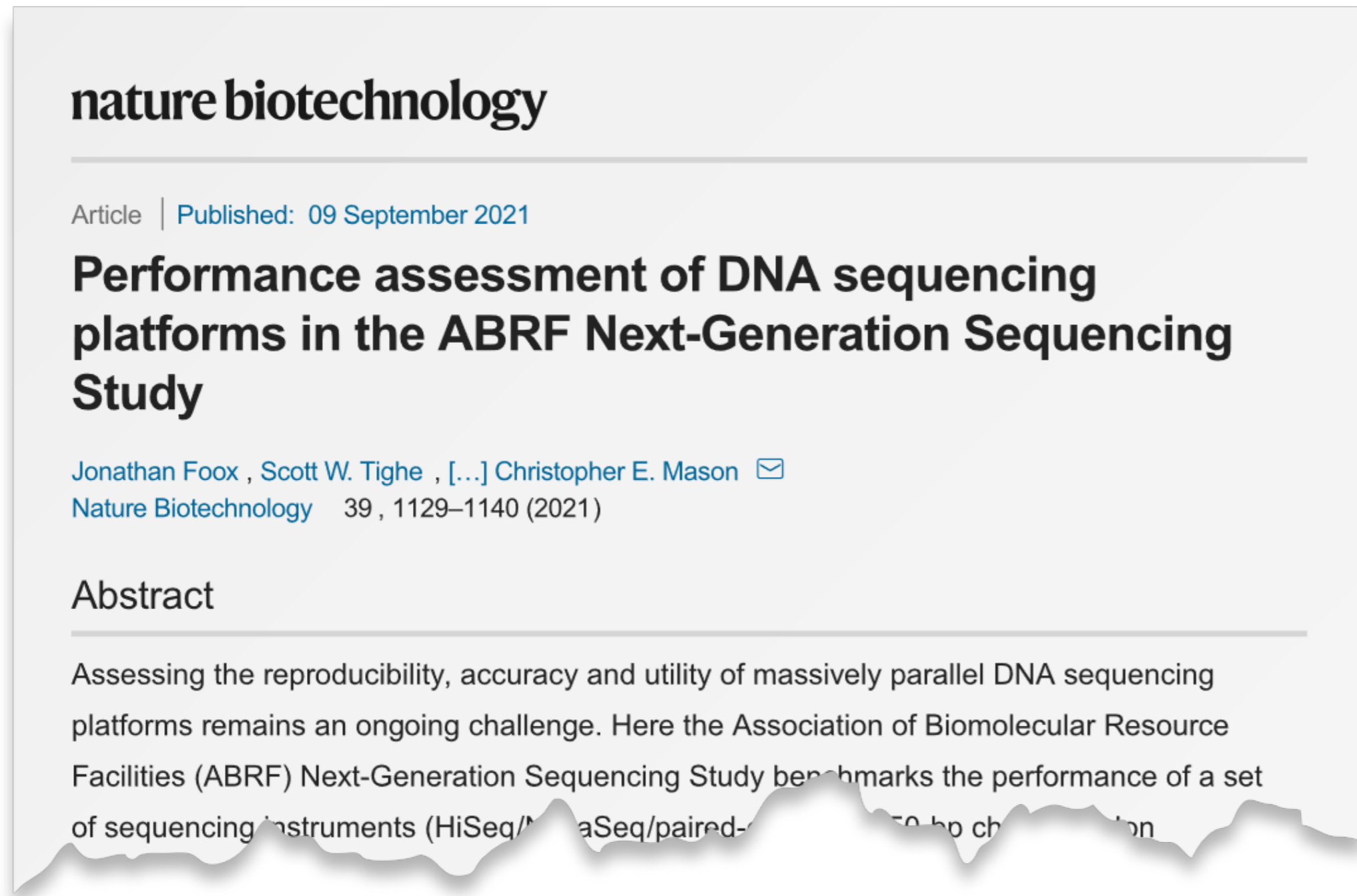
## SAFE HARBOR STATEMENT

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All statements in this presentation (and any accompanying oral presentation) that are not historical are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements generally relate to future events or our future financial or operating performance and are based on management's current beliefs, assumptions and projections and on information available to management as of the date of this presentation. Forward-looking statements include, among other things, statements regarding estimated growth; strategic plans and expected market opportunities; expected benefits related to the Omniome transaction, its technology and a combination of the Company with Omniome, including in connection with potential competitive advantages and synergies; attributes and advantages of SMRT® technology, the Sequel®II/Ile Systems and HiFi sequencing, including expected research and diagnostic benefits; expectations regarding reduction of sequencing costs; research and development plans; commercial collaborations and partnerships, including in connection with COVID-19 surveillance; product development and commercialization expectations, including those related to the Sequel Ile System and expansion of the sales team; future applications, uses, quality, performance, or benefits of using products or technologies, product improvements, or updates; the impact of the COVID-19 pandemic, and other future events. Accordingly, you should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties, changes in circumstances and other factors that are, in some cases, beyond the Company's control and could cause actual results to differ materially from the information expressed or implied by forward-looking statements made in the presentation. Factors that could materially affect actual results can be found in our filings with the Securities and Exchange Commission, including our most recent reports on Forms 8-K, 10-K and 10-Q, and include those listed under the caption "Risk Factors." The Company undertakes no obligation to revise or update information in this presentation to reflect events or circumstances in the future, even if new information becomes available.



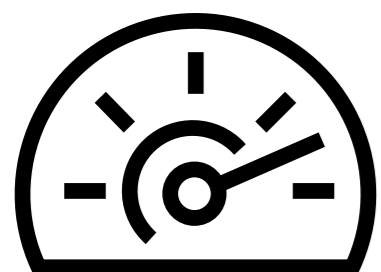
# “PACBIO [HiFi] PROVIDES THE LOWEST ERROR RATE OUT OF ALL TECHNOLOGIES”



*“PacBio [HiFi] had the highest reference-based mapping rate and lowest non-mapping rate.”*

*“Within both homopolymer and STR classes, PacBio [HiFi] showed the lowest mismatch rate.”*

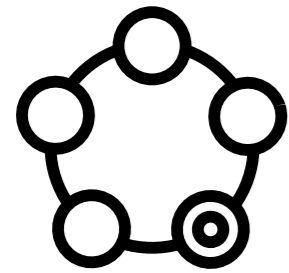
*“PacBio [HiFi] achieved the highest precision [in accessing variants in clinically relevant regions].”*



**Performance benchmark of** Illumina HiSeq/NovaSeq | Ion S5/Proton | PacBio Sequel II  
 ONT PromethION/MinION/Flongle | BGISEQ-500/MGISEQ-2000 | GenapSys GS111

# OPPORTUNITIES FOR PACBIO'S IMPACT IN HUMAN GENETICS

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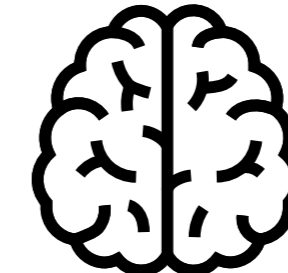
## RARE DISEASE

>50% of RID samples lack an explanation even after srWGS<sup>1</sup>



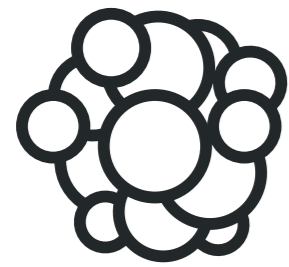
## PHARMACOGENOMIC

35% of patients on SSRI medications see no effect<sup>2</sup>



## NEURO

40+ neurological disorders are caused by tandem repeats<sup>3,4</sup>



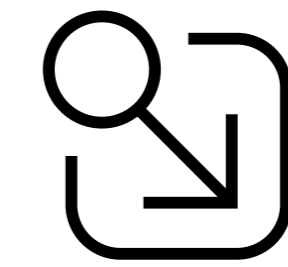
## CANCER

Complex structural variations increase risk for HBOC<sup>5</sup>



## REPRODUCTIVE

NGS is blind to 10% of carrier screening genes<sup>6</sup>



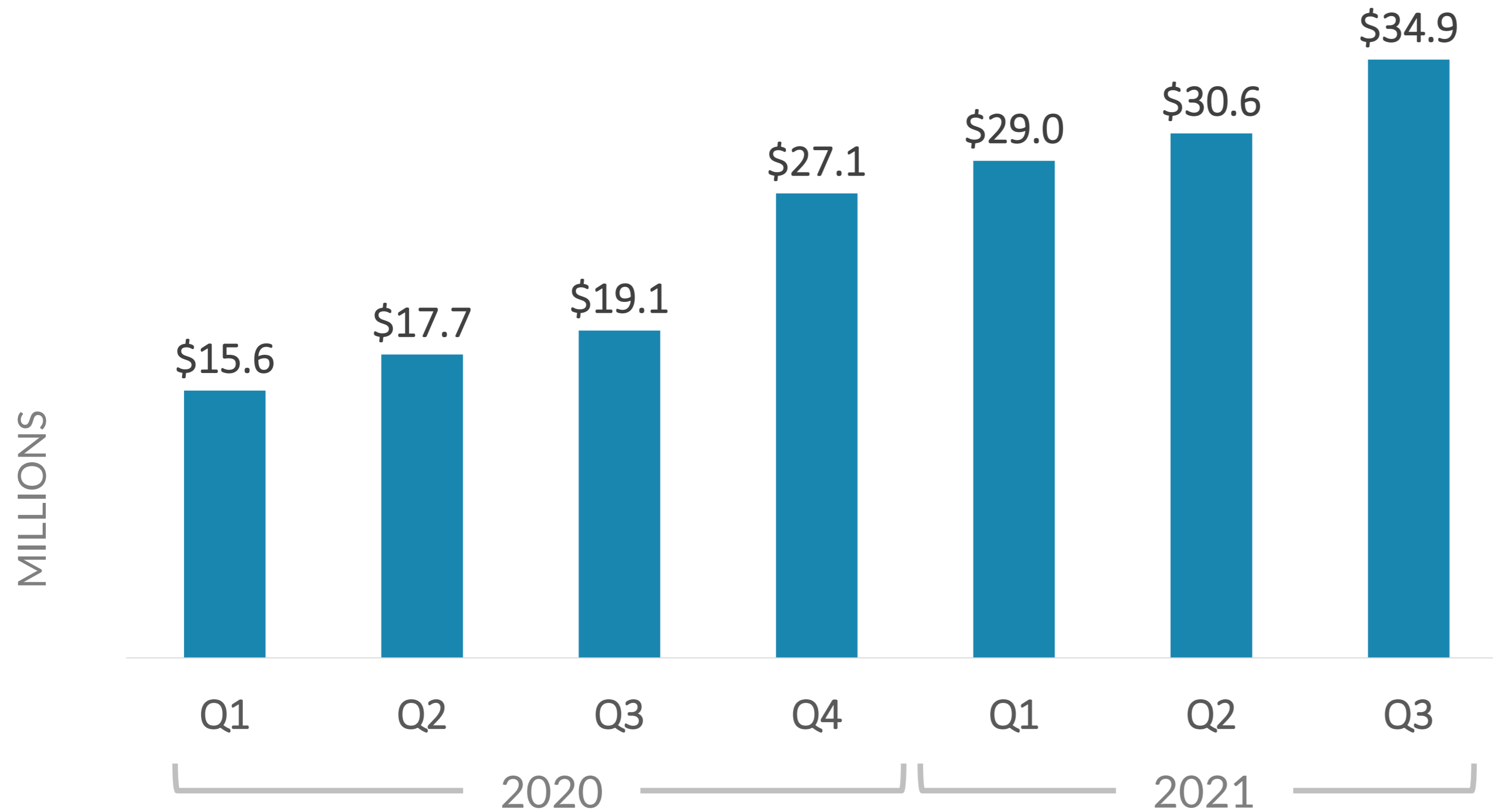
## TRANSPLANTS

Ultra-high-resolution HLA typing could increase 5-year survival rate by 25%<sup>7</sup>

1. <https://www.annualreviews.org/doi/full/10.1146/annurev-genom-083118-015345>  
 2. <https://www.mdpi.com/2073-4425/11/11/1333/htm>  
 3. <https://www.nature.com/articles/nrg.2017.115>  
 4. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6485936/>

5. <https://jmg.bmj.com/content/early/2020/12/14/jmedgenet-2020-107320>  
 6. <https://journals.plos.org/plosgenetics/article?id=10.1371/journal.pgen.1008409>  
 7. <https://www.sciencedirect.com/science/article/pii/S1083879118317014?via%3Dihub>

# SIXTH CONSECUTIVE QUARTER OF GROWTH AND NEW RECORD



Q3 REVENUE **\$34.9M**

YEAR-OVER-YEAR GROWTH **83%**

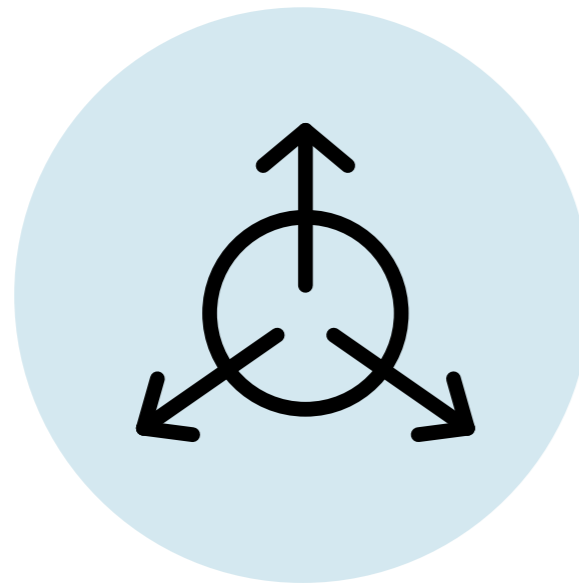
Q3 SEQUEL II/IIe INSTALLS **44**

SEQUEL II/IIe INSTALLED BASE **326**

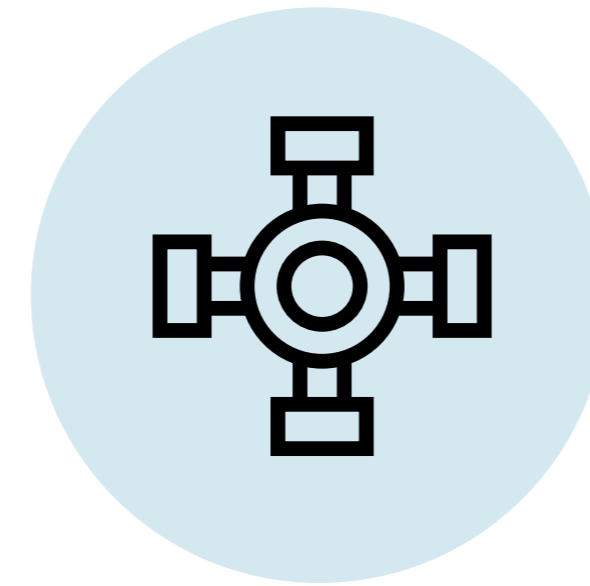
CASH BALANCE **~\$1.1B**

# STRATEGIC OBJECTIVES FOR 2021

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**1. EXPAND  
COMMERCIAL REACH**



**2. DRIVE PRODUCT  
DEVELOPMENT PIPELINE**



**3. MARKET LEADERSHIP IN  
WHOLE GENOME  
CLINICAL SEQUENCING**

# MAKING EXCELLENT PROGRESS IN OUR STRATEGIC OBJECTIVES IN 2021



Collaboration to accelerate long-read WGS into routine clinical care



LabCorp scaling its HiFiViral for SARS-CoV-2 workflow; Sequel II systems deployed for global viral surveillance initiatives focused on COVID-19



10.1 sequencing release: 3x lower DNA input, automation. Customers seeing ~25% more HiFi data



T2T publication  
HiFi sequencing enables the first complete sequence of a human genome



Acquired Circulomics to extend our capabilities in extraction + sample prep

\$900M SoftBank investment to accelerate commercial + R&D



Sequel IIe systems to scale up whole genome research initiatives focused on rare disease diagnosis



HiFi sequencing will be used on a cohort of rare disease cases



Pacific Biosciences signs a definitive agreement to acquire Omniome (completed 9/20)  
**OMNIOME**



# INTRODUCED HIFI VIRAL SARS-CoV-2 KIT THIS QUARTER

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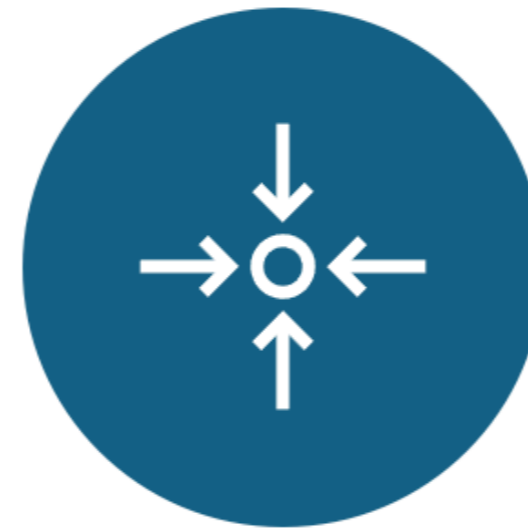
Quickly and efficiently scale genomic surveillance by sequencing with an accurate and robust solution that captures all variants



**Robust  
performance**



**Easier  
workflow**



**Capture all  
variants**



**Flexible  
batch size**



**Cost-  
effective**

# **ENABLING THE PROMISE OF GENOMICS TO BETTER HUMAN HEALTH**

We create some of the world's most advanced sequencing technologies.

