



PACBIO®

# BofA Securities 2021 Virtual Health Care Conference

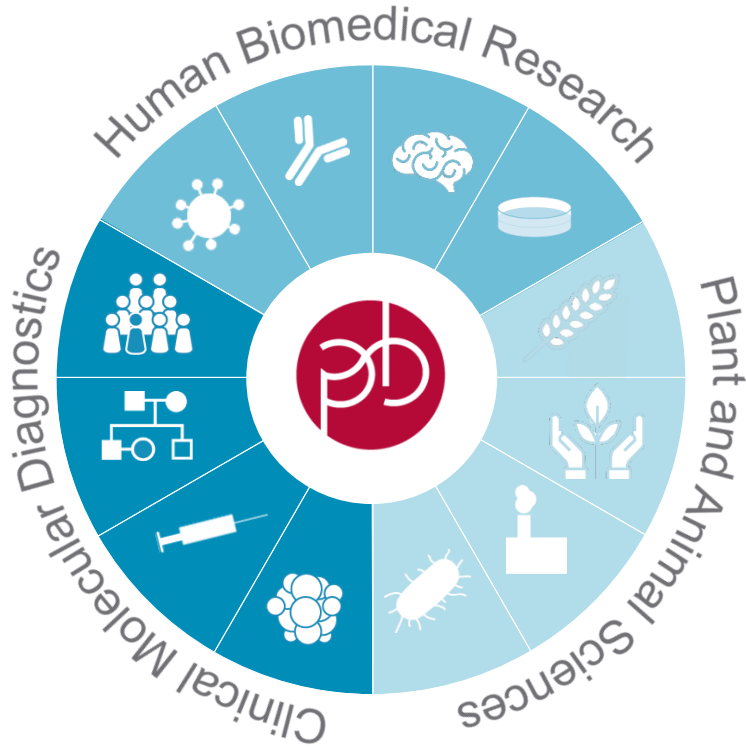
**Christian Henry**

President & Chief Executive Officer

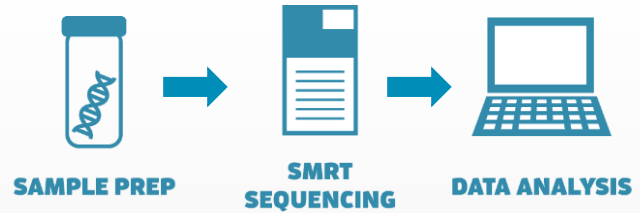
# Safe Harbor Statement

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; attributes and advantages of SMRT® technology, the Sequel®II/IIIe 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 IIe 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.

# A Global Leader in Complete & Accurate Sequencing Technology



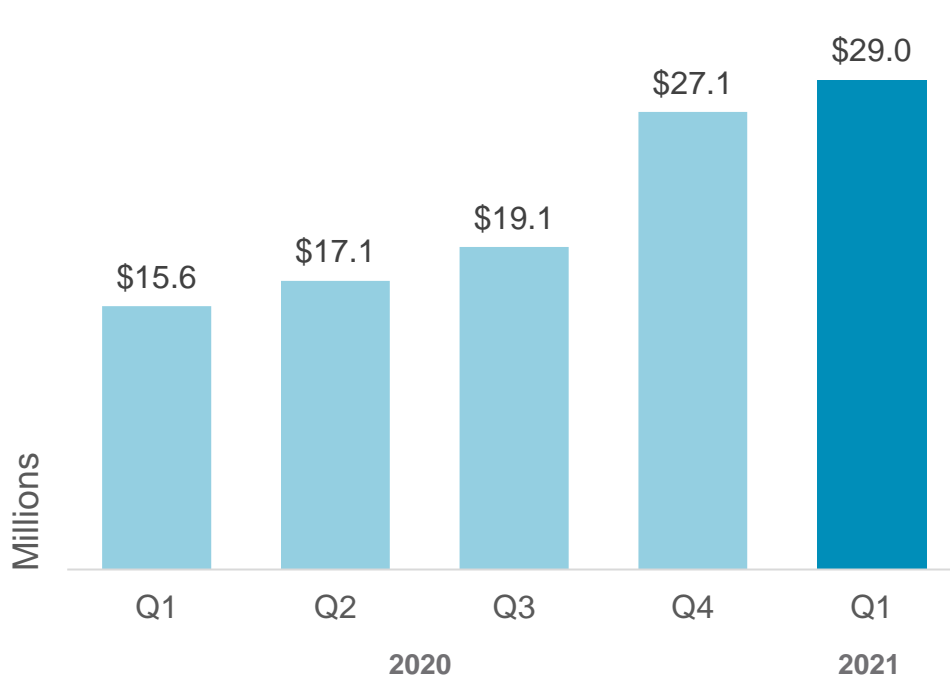
## End-to-end solutions



Total Addressable  
Market Opportunity

**>\$20**  
Billion

# Q1 2021 – Record Revenue Performance



Q1 Revenue

**\$29.0M**

Year-over-year growth

**86%**

Record Sequel II/IIe installs

**41**

Cash & Investments Balance at 3/31/21

**~\$1.16B**

# HiFi Sequencing and Software v10.1 Release



**Launched April 2021**

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Improved HiFi data quality with more reads at Q30

3x reduced DNA input requirements

Increased sample types

Adaptive loading feature

Enable 100s to 1000s of genomes per year

# Demonstrating Value of HiFi Sequencing in Rare Disease



**“Thousands of children do not have a clear explanation for what are likely genetic-driven diseases. We expect HiFi whole genome sequencing to help us shorten the diagnostic journey for families not helped by current clinical genome or exome sequencing.”**



**Tomi Pastinen, MD, PHD**

Director, Center of Pediatric Genomic Medicine  
at Children's Mercy

# Building Best-in-class Solution for COVID-19 Surveillance

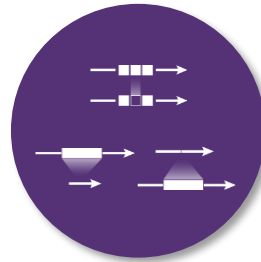
## LabCorp scaling its HiFiViral for SARS-CoV-2 Workflow



**Better Primer  
Balancing**



**Fewer Amplicon  
Dropouts**



**Capture All  
Variants**



**Cost  
Effective**



**Flexible  
Batch Size**

# Established Leader in Plant and Animal Genomics



**“We confirm that long-read sequencing technologies are essential for maximizing genome quality, and that unresolved complex repeats and haplotype heterozygosity are major sources of assembly error when not handled correctly.”**

-From Flagship paper in Nature



**Installed multiple Sequel IIe systems at Wellcome Sanger in Q1 to support project's goal to sequence 70,000 species**

<https://www.nature.com/articles/s41586-021-03451-0>



# Collaboration to Accelerate Long Read WGS into Routine Clinical Care



Joint development of production scale high-throughput clinical whole genome sequencing platform, leveraging PacBio's HiFi Reads

Expected to deliver the most clinically relevant whole genome at substantially less than \$1,000, opening adoption in routine medical care



Enables Invitae to dramatically scale their whole genome testing capabilities

# Strategic Objectives for 2021

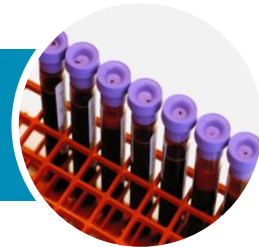
**1** | Expand Commercial Reach



**2** | Drive Product Development Pipeline



**3** | Market Leadership in Whole-Genome Clinical Sequencing



# Summary

- Leading long read sequencing capability
- New HiFi sequencing workflow to further drive Sequel II/Ile adoption
- Significant progress toward strategic objectives
- Record revenue and Sequel II/Ile placements in the first quarter
- ~\$1.16B in cash to invest in our growth

