



PACIFIC BIOSCIENCES

TRANSFORMING THE GENOMICS LANDSCAPE

This presentation is for informational purposes only and does not constitute an offer to sell, or a solicitation of an offer to buy, nor shall there be any sale of the shares in any state or jurisdiction in which such offer, solicitation or sale is unlawful.

The securities referenced in this presentation have not been registered under the Securities Act of 1933, as amended (the "Act"), or under any state securities laws. Accordingly, the securities described herein have been offered only to qualified institutional buyers within the meaning of Rule 144A or to accredited investors within the meaning of Rule 501(a) of Regulation D. Securities may not be offered or sold in the U.S. or to U.S. persons, unless they are registered or exempt from registration under the Act.

This presentation and the accompanying oral presentation contain forward-looking statements that involve substantial risk and uncertainties, which include, but are not limited to, statements regarding the private placement, the expected use of proceeds, our future results of operations and financial position, including our expectations regarding demand for our products and solutions and our future revenue; financial targets; business strategy; plans and objectives for expansion and future operations; our assessments of our competitive advantages and the strength of our solutions and products; the effectiveness of our go-to-market and growth strategies, including the positioning of our solutions and products, the positioning of HiFi to be a leader in cWGS, expectations regarding timing of new product releases, including for mid- and high-throughput short read products, potential ability of combined product portfolio to address diverse set of applications and methods, assessments of new and existing customers' reasons for selecting our solutions and products, potential synergies of having short and long read products, and anticipated benefits from our strategic partnerships and acquisition of Omniome; new enhancements to our existing products and services or plans for future products, including short-read sequencing products; the expected performance or benefits of our offerings, including ability of Omniome technology to achieve significant increases in accuracy and the importance of such accuracy in certain markets, including oncology and clinical markets; our customer base; estimates of our potential addressable market and growth opportunities and our ability to address those opportunities; our expectations regarding revenue mix, our ability to grow our business, the drivers of growth and the benefits of our investments; the terms of the potential acquisition of Omniome; and the receipt of requisite regulatory approvals and the closing of the Omniome acquisition and the private placement. These forward-looking statements are subject to the safe harbor provisions under the Private Securities Litigation Reform Act of 1995. Our expectations and beliefs in light of currently available information regarding these matters may not materialize. Actual outcomes and results may differ materially from those contemplated by these forward-looking statements due to uncertainties, risks, and changes in circumstances, including but not limited to those related to: the risk that the private placement or the acquisition of Omniome cannot be successfully completed, the risk that the value of our common stock could increase or decrease concurrently with, or shortly after, the closing of the private placement and our acquisition of Omniome, our future financial performance, including our expectations regarding our revenue, cost of revenue, gross profit or gross margin, operating expenses (which include changes in sales and marketing, research and development and general and administrative expenses), and our ability to achieve and maintain future profitability; our ability to continue to deliver and improve our offerings and develop new offerings, customer acceptance and purchase of our existing offerings and new offerings, including the development of short-read sequencing products; our ability to realize value from investments in the business, including R&D investments; our ability to maintain and expand our user and customer base; the impact of the COVID-19 pandemic on the macroeconomic environment, on our business, operations, hiring and financial results, and on businesses of our customers and partners, including their spending priorities, the effect of lockdowns, restrictions and new regulations; the impact of foreign currency exchange rate and interest rate fluctuations on our results; our international expansion strategy; our operating results and cash flows; our beliefs and objectives for future operations; the sufficiency of our capital resources; our ability to successfully execute our go-to-market strategy and expand in our existing markets and into new markets, and our ability to forecast customer retention and expansion; and general market, political, economic and business conditions. Additional risks and uncertainties that could cause actual outcomes and results to differ materially are included in our filings with the Securities and Exchange Commission (the "SEC"), including our Annual Report on Form 10-Q for the fiscal quarter ended March 31, 2021, and any subsequent reports filed with the SEC. SEC filings are available on the Investor Relations section of our website at investor.pacificbiosciences.com and the SEC's website at www.sec.gov. We assume no obligation to, and do not currently intend to, update any such forward-looking statements, except as required by law.

In addition to GAAP financial information, this presentation and the accompanying oral presentation include certain non-GAAP financial measures. These non-GAAP financial measures are in addition to, and not as a substitute for or superior to, measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures. For example, other companies may calculate similarly-titled non-GAAP financial measures differently. See the Appendix for a reconciliation of all historical non-GAAP financial measures to their nearest GAAP equivalent.

This presentation contains trademarks, service marks, trade names and copyrights of Pacific Biosciences of California, Inc. and other companies, which are the property of their respective owners.



PACBIO[®]

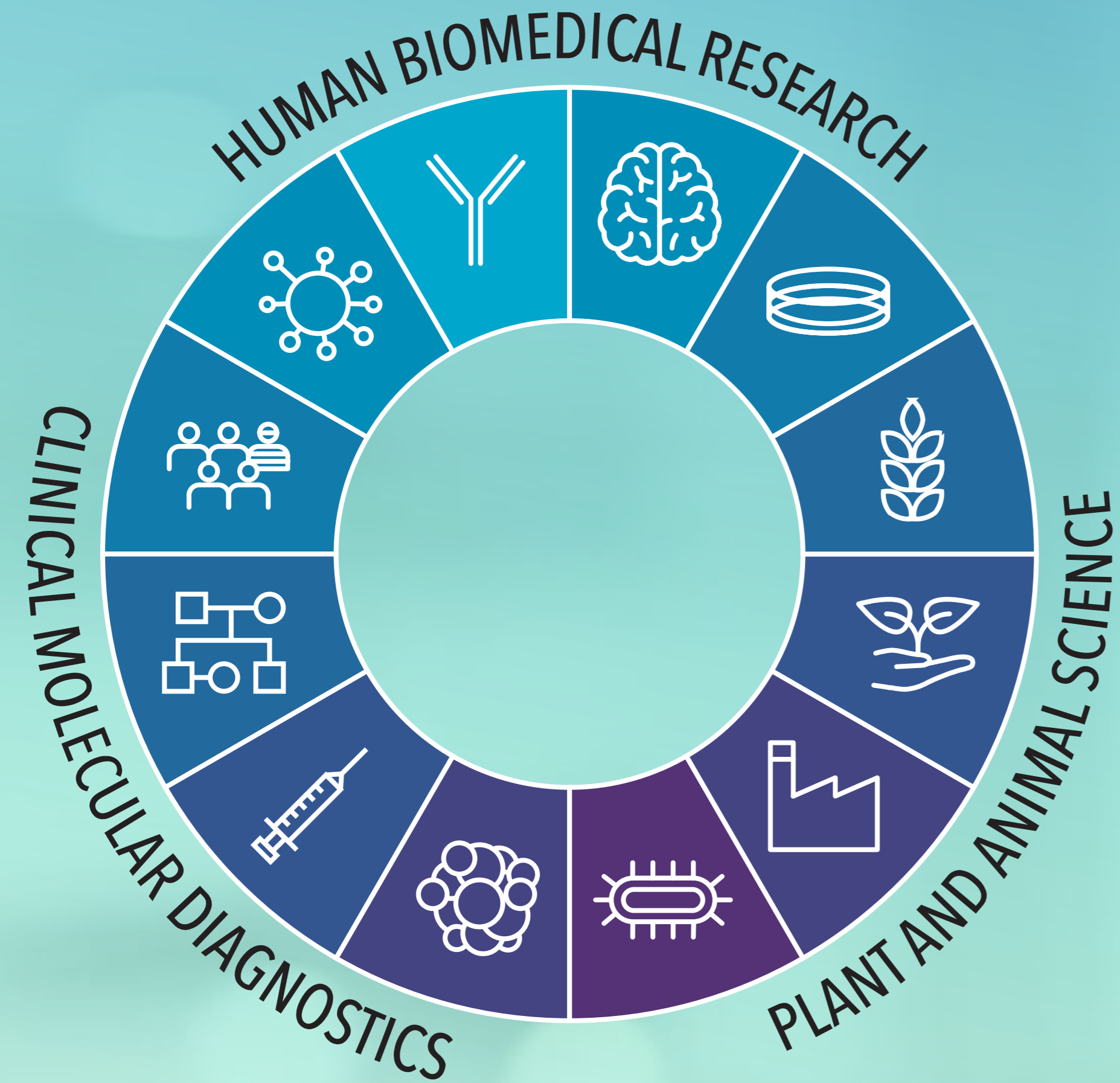
+

OMNIO_{ME}

OUR MISSION IS TO ENABLE THE PROMISE OF GENOMICS TO BETTER HUMAN HEALTH

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

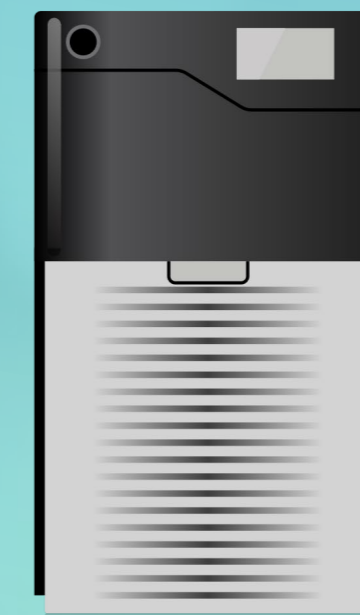
PACBIO IS A LEADER IN COMPLETE + ACCURATE SEQUENCING TECHNOLOGY



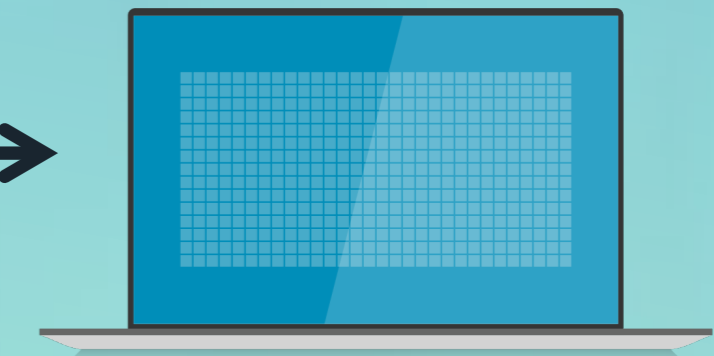
END-TO-END SOLUTIONS



SAMPLE
PREP



SMRT
SEQUENCING

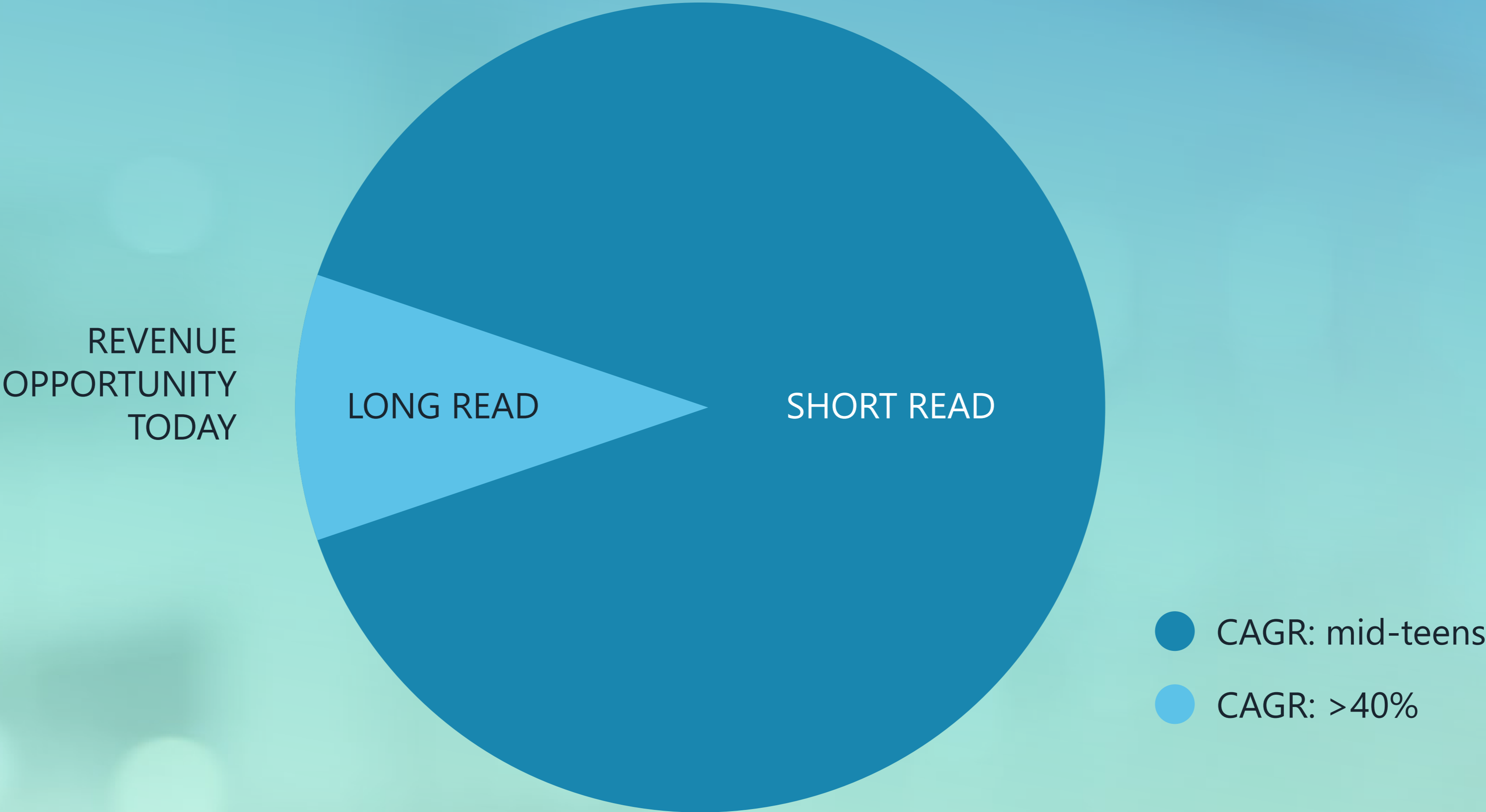


DATA
ANALYSIS

> \$20 BILLION TOTAL ADDRESSABLE MARKET¹

¹2025 estimate based on internal estimates and Next Generation Sequencing forecast from Markets and Markets report (2019)

TOTAL SEQUENCING REVENUE OPPORTUNITY



Growth rates based on internal estimates

TOTAL SEQUENCING REVENUE OPPORTUNITY



FUTURE
REVENUE
OPPORTUNITY

SHORT-READ TECHNOLOGY CAN EXPAND PACBIO'S ADDRESSABLE APPLICATIONS

CURRENT APPLICATIONS ADDRESSABLE BY LONG READS

- INFECTIOUS DISEASE/MICRO
- PLANT + ANIMAL SCIENCE
- LIFE SCIENCE RESEARCH
- HUMAN GENETICS
(RID, NEURO, CARDIO, HLA, CARRIER SCREENING)



Our highly accurate long reads will be critical in unlocking our target markets over the next decade

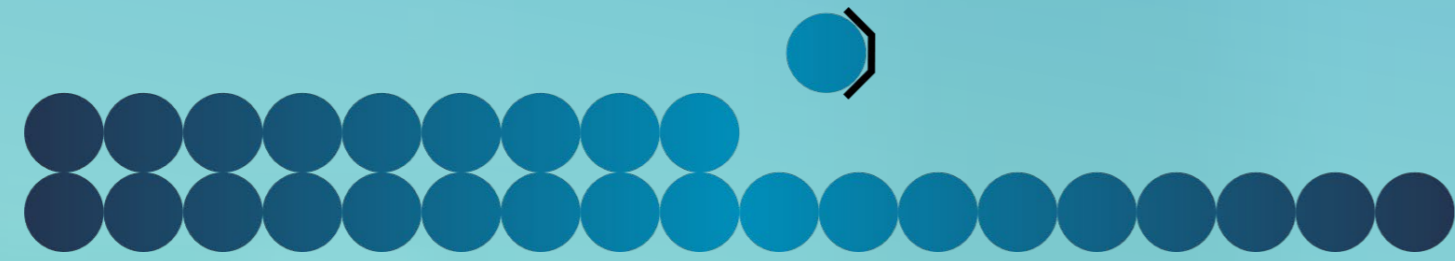
ACCURATE SHORT-READ SOLUTION ADDS MORE ADDRESSABLE APPLICATIONS

- EARLY-STAGE CANCER SCREENING
- CANCER RECURRENCE MONITORING
- THERAPY SELECTION
- TARGETED CLINICAL PANELS
- NIPT



We will bring our commitment to accuracy into the short-read space to address some of the largest genomic applications

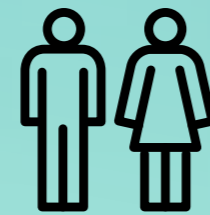
OMNIOME



Developing a proprietary DNA sequencing platform capable of delivering highly accurate sequencing data



Over 60 patents



~120 employees



Based in San Diego



OMNIO^{ME}

SEQUENCING BY BINDING™ (SBB)

Highly accurate sequencing,
driving higher fidelity
experiments, and broadly
enabling clinical sequencing

Can enable increased
sensitivity for applications that
seek to detect low frequency
variants

Blocked 3' end



Interrogate



Activate



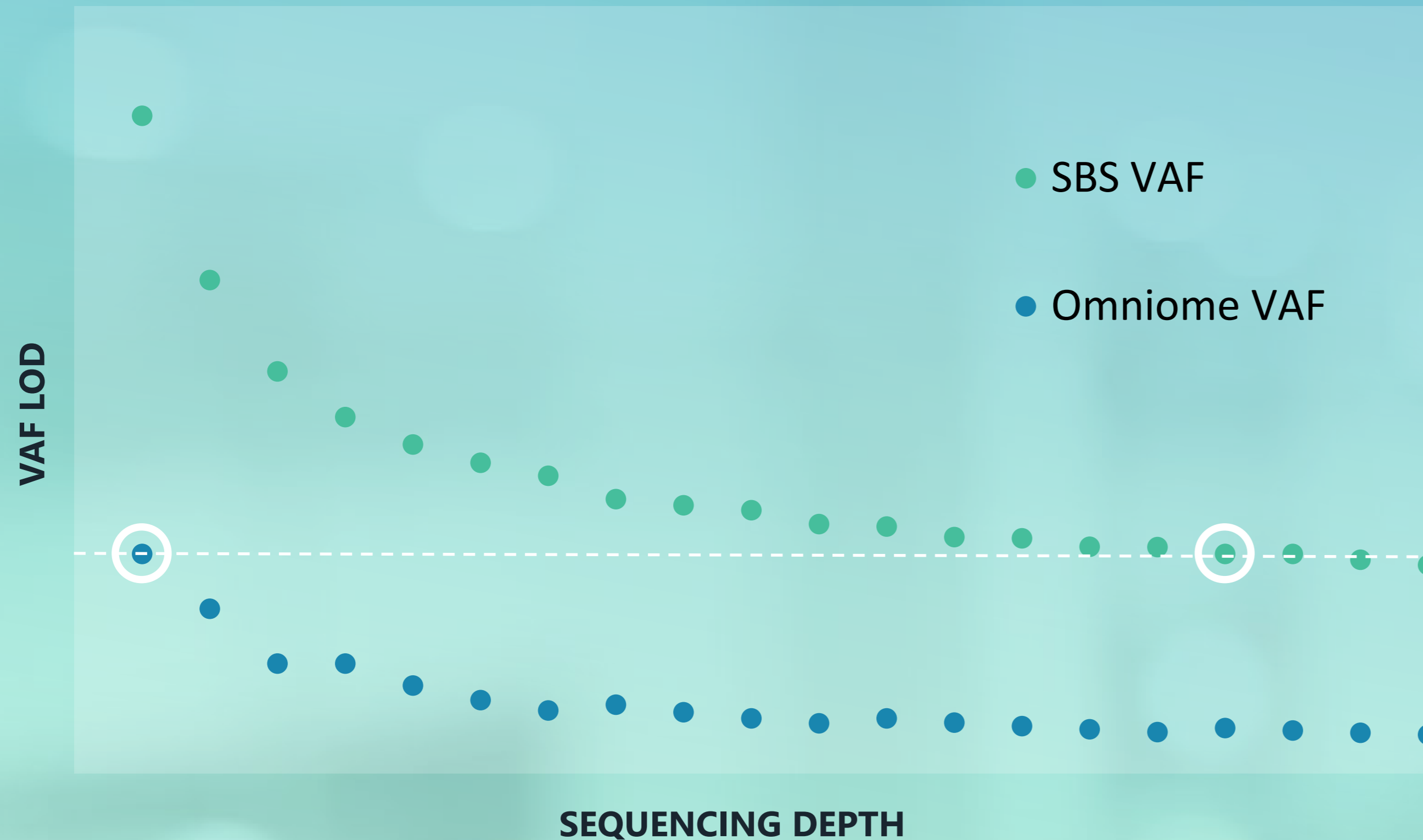
Incorporate



COMBINED PORTFOLIO CAN ADDRESS MORE DIVERSE SET OF APPLICATIONS + METHODS

	HIFI LONG READS	SBB SHORT READS		HIFI LONG READS	SBB SHORT READS
HIGH-QUALITY HUMAN GERMLINE	×		SPATIAL READOUT		×
EXOME SEQUENCING		×	PROTEOMIC READOUT		×
LARGE POPULATION RE-SEQUENCING		×	RNA-SEQ QUANT, INCL. SINGLE CELL		×
LONG-RANGE PHASING	×		RNA-SEQ ISOFORM, INCL. SINGLE CELL	×	
TARGETED CLINICAL PANELS		×	DIRECT METHYLATION	×	
PHARMACOGENOMICS	×	×	BISULFITE METHYLATION		×
CARRIER SCREENING	×	×	METAGENOMICS COUNTING, EDNA		×
TISSUE TYPING	×		METAGENOMICS, FULL-LENGTH 16S, ASSEMBLY	×	
CELL-FREE/LIQUID BIOPSY		×	PLANT/ANIMAL SEQUENCING – DE NOVO	×	
F/F TUMOR PROFILING, SV ANALYSIS, ISOFORMS	×		AGRIGENOMICS — PANGENOMES	×	
TUMOR PROFILING FROM FFPE		×	AGRIGENOMICS — QTL, BREEDING		×
IMMUNE PROFILING	×	×	MICROBIAL SEQUENCING	×	×
GENE THERAPY/GENOME EDITING	×	×	VIRAL SURVEILLANCE/COVID	×	×

ACCURACY WILL BE A DIFFERENTIATOR IN ONCOLOGY



01 IMPROVED LIMIT OF DETECTION
 Lower sequencing depth required for a given LoD, reaching sensitivity levels difficult to attain with SBS

02 CUSTOMER FLEXIBILITY
 Flex between higher sensitivity or lower depth, depending on application

03 ALLEVIATE COMPUTATIONAL BURDEN
 SBB = more efficient way to get results, less need to oversample to improve quality

- Greater accuracy vs conventional sequencing technologies
- Ultimately, it's the result that drives the value, not the amount of data generated

HIGHLY ACCURATE LR + SR TECH EXPECTED TO PROVIDE DEEPER CLINICAL INSIGHTS

“By combining SBB with PacBio’s HiFi Sequencing, the opportunity and utility of next generation sequencing technologies can be expanded for patients in the clinical setting with improvement in accuracy and reduction in costs.”

Sean George, Co-Founder, President and Chief Executive Officer of Invitae



PACBIO®



INVITAE

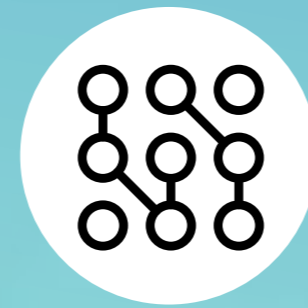
PACBIO + OMNIOME

A combined company with both long and short read solutions can make the biggest impact in sequencing. **PACB + Omniome is committed to bringing the most accurate LR and SR technology together.**



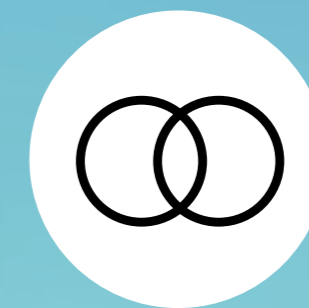
BROADER PORTFOLIO

A company with both LR and SR technologies will **maximize success of both platforms and create integrated product opportunities**



DIFFERENTIATED TECH

SBB accuracy = lower limit of detection; can **enable high depth/coverage apps** by detecting low-frequency events



PRODUCT SYNERGY

Leverage PacBio enzymology, surface chemistry, dye and optics teams. Scale/iterate to **develop full suite of SBB systems more quickly**



EXPANDING TAM

Large and growing SR markets: RNA counting, single cell, spatial, cfDNA/liquid biopsy



COMMERCIAL STRATEGY

Accelerate demand, improve on market support of overlapping customer base, better manage transition from SR to LR approaches



PREFERRED PARTNER

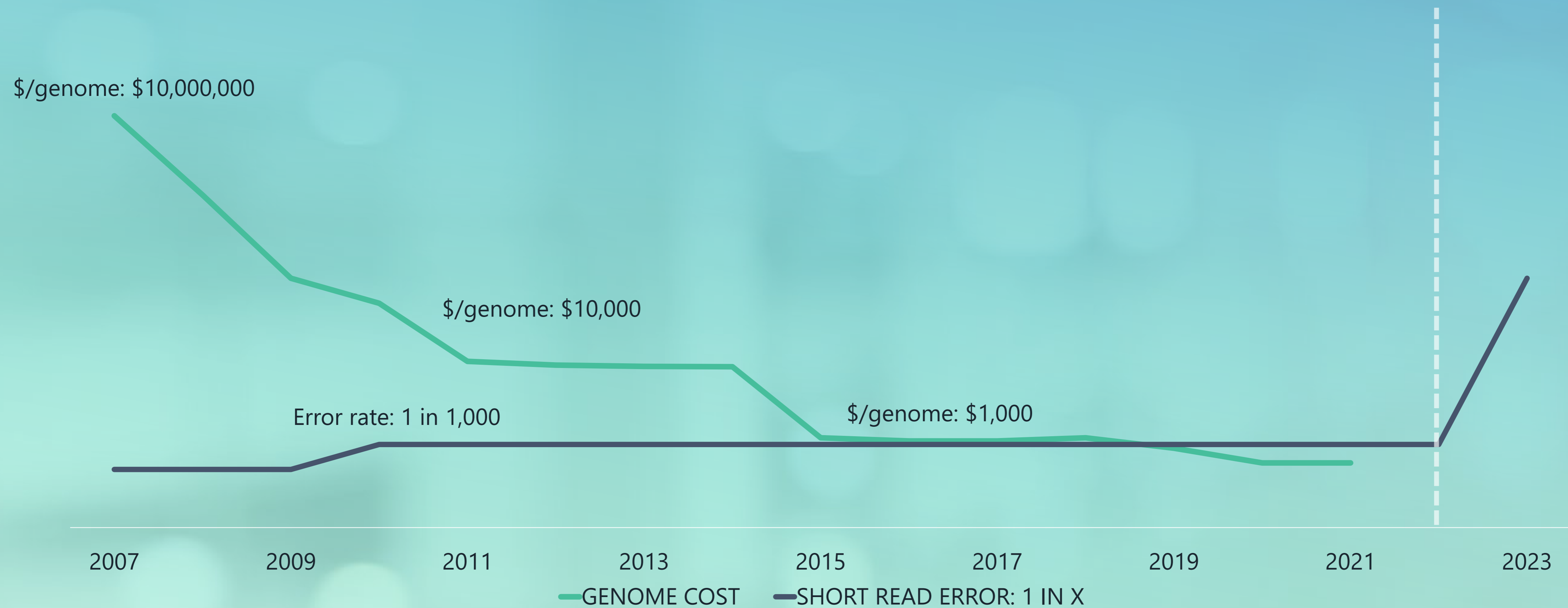
Better positioned for partnership opportunities; ability to **provide integrated solutions** for any customer need

PACBIO HAS AN UNWAVERING COMMITMENT TO ACCURACY

Omniome is a perfect partner with its accurate and differentiated chemistry to complement PacBio's highly accurate long reads

SBB CAN POTENTIALLY DELIVER SIGNIFICANT LEAP IN ACCURACY

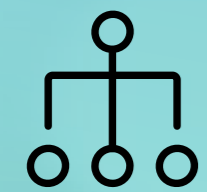
Over past decade, throughput has increased dramatically, cost has dropped markedly, yet accuracy has remained largely unchanged



Note: error rates based on potential future specs, not commercially available products

DEAL STRUCTURE AND FINANCING

PRELIMINARY DEAL TERMS



STRUCTURE + CONSIDERATION

To acquire 100% ownership for upfront consideration of ~\$600 million consisting of 9.4 million shares of PacBio common stock and \$300 million in cash, plus an additional \$200 million in cash/stock payable in connection with the achievement of certain milestones, for an overall transaction valued at ~\$800 million

Milestone payable upon the first commercial shipment of SBB sequencing system



APPROVALS + ASSUMPTIONS

Subject to customary closing conditions, including regulatory approval

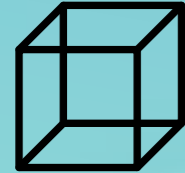




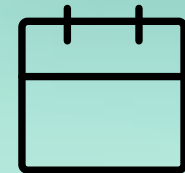
OMNIOME FINANCIAL DATA / IMPACT TO PACBIO

	2020*	Q1 2021*	Q4 2021E†
R&D EXPENSE	~\$41M	~\$12M	\$10–15M
SG&A EXPENSE	~\$11M	~\$3M	\$2–4M
NET OPERATING LOSS	~\$52M	~\$15M	\$12–19M

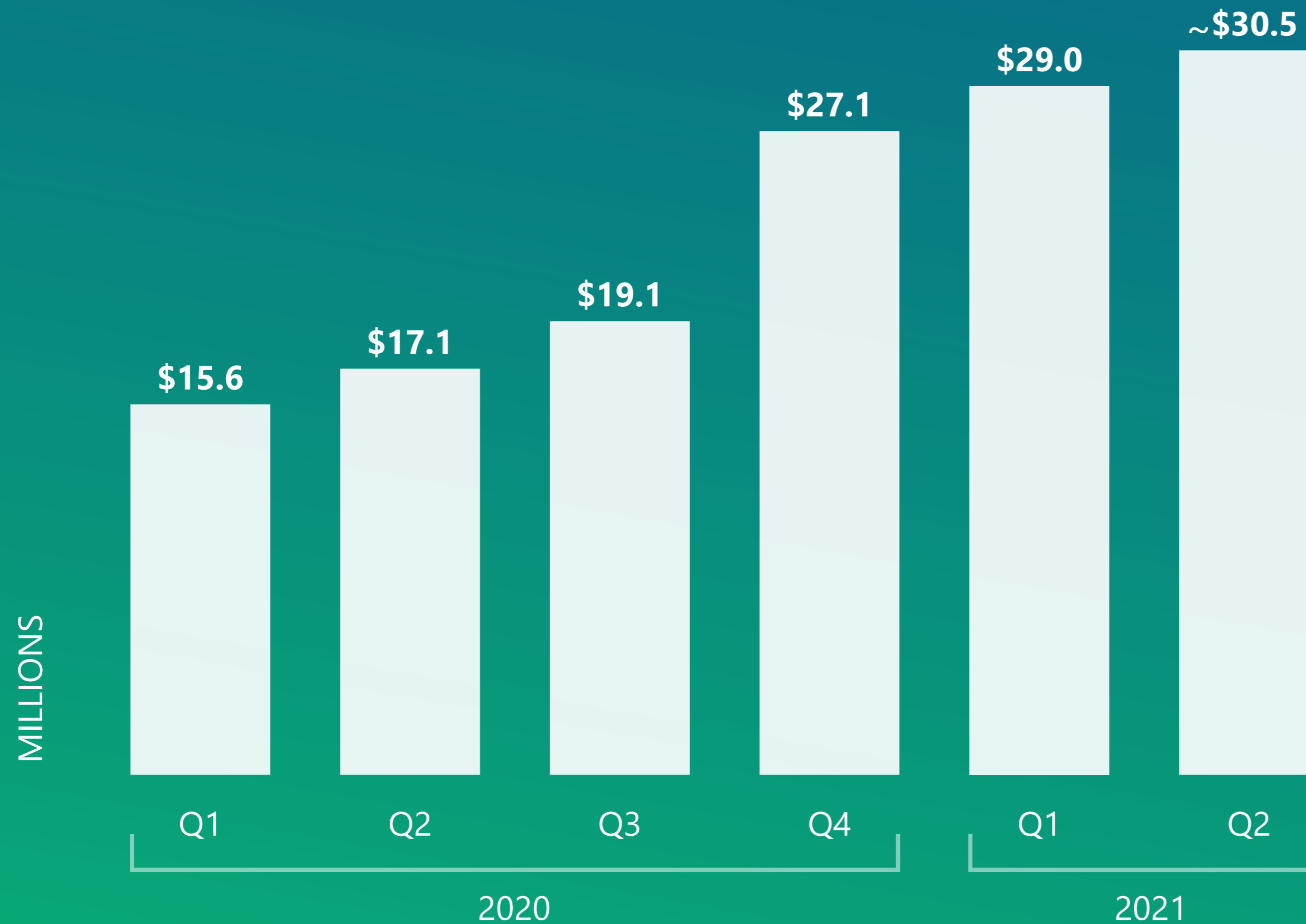
* Unaudited

† Excludes merger related expenses; assumes acquisition closes prior to October 1, 2021

PIPE FINANCING DETAILS

	STRUCTURE	PIPE (common stock)
	SIZE	\$300 million
	TERMS/PRICING	\$26.75/share, representing ~1.8% discount as of closing on July 19, 2021
	SHARES	Approximately 11.2 million
	PARTICIPANTS	Led by Casdin Capital and includes other key existing investors in PacBio including SB Management, a subsidiary of SoftBank Group Corp., funds and accounts advised by T. Rowe Price Associates, Inc., and other leading life science investors
	CLOSE DATE	Conditioned upon and expected to occur after the closing of the acquisition

PRELIM Q2 REVENUE: 5th CONSECUTIVE QUARTER OF GROWTH AND NEW RECORD



PRELIM Q2 REVENUE **~\$30.5M**

YEAR-OVER-YEAR GROWTH **~78%**

SEQUEL II/IIe INSTALLS **38**

SEQUEL II/IIe INSTALLED BASE **282**

Note: Q2 financial results are preliminary and unaudited; full second quarter results not yet available.

HiFi POSITIONED TO BE A LEADER CLINICAL SEQUENCING

From world renowned pediatric research hospitals to industry-leading genomic testing service providers, clinical researchers around the world are applying HiFi sequencing to some of their most complex problems.

“With this new technology, we are excited to see how many more of these children and families will receive additional insight regarding the identification of potential disease-causing genetic variants.”

Stephen Kingsmore, MD, DSc, President and CEO of Rady Children’s Institute for Genomic Medicine



THE NEXT ERA IN SEQUENCING

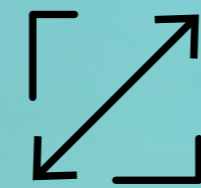
Synergy from combined company can drive significant shareholder value

As the only provider of long- *and* short-read sequencing, PacBio + Omniome will be uniquely positioned to offer a full suite of solutions, including integrated bioinformatic capabilities.



ACCURACY

A north star to PacBio — accuracy ultimately gives customers flexibility



SCALE

Multi-product portfolio intended to address every corner of sequencing landscape



CLINICAL

Could allow PacBio to participate in high-growth clinical markets more quickly

