



2021 J.P. Morgan Healthcare Conference

Eric Hobbs | Chief Executive Officer | January 12, 2021

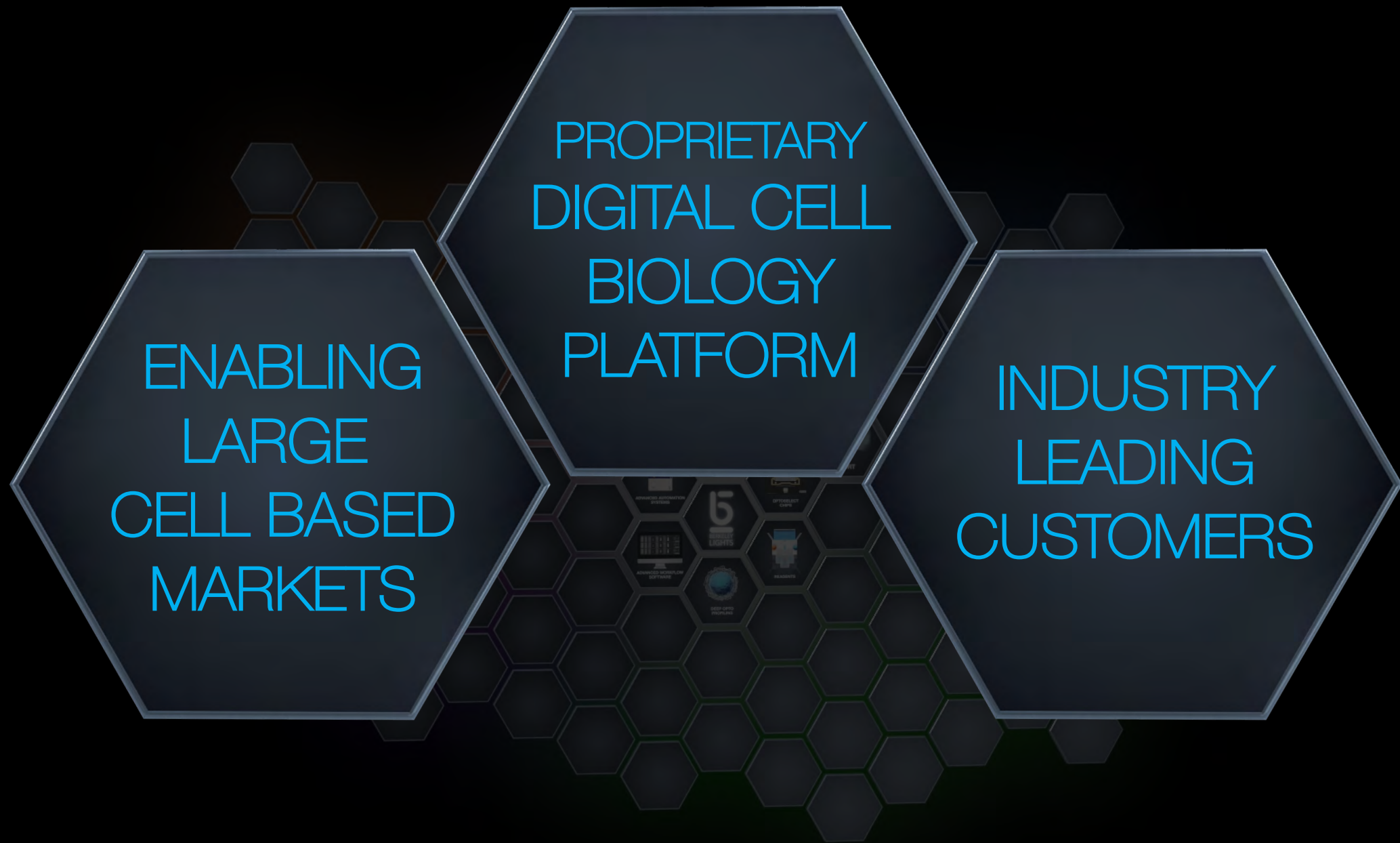


Safe Harbor

This Berkeley Lights, Inc. (the “Company,” “we,” “us” or “our”) presentation contains forward-looking statements. All statements other than statements of historical facts contained in this presentation, including statements regarding our future results of operations and financial position; our ability to implement our business model and strategic plans for our products, workflows and technologies; our ability to successfully implement alternative non-direct purchase channels, including subscription and partnership offerings; our expectations regarding the rate and degree of market acceptance of our platform; competitive companies and technologies and our industry; our ability to manage and grow our business by expanding our sales to existing customers or introducing our products and workflows to new customers; our ability to develop and commercialize new products and workflows; our ability to establish and maintain intellectual property protection for our products and workflows or avoid or defend against claims of infringement; the potential effects of government regulation; availability of funding; timing and likelihood of success, plans and objectives of management for future operations, and future results of current and anticipated products, are forward-looking statements. These statements involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Because forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified and some of which are beyond our control, you should not rely on these forward-looking statements as predictions of future events. The events and circumstances reflected in our forward-looking statements may not be achieved or occur and actual results could differ materially from those projected in the forward-looking statements. Except as required by applicable law, we do not plan to publicly update or revise any forward-looking statements contained herein, whether as a result of any new information, future events, changed circumstances or otherwise.

This presentation also contains information concerning our industry, our business and the markets for our products, including data regarding the estimated size of those markets, their projected growth rates, the perceptions and preferences of potential customers, as well as market research, estimates and forecasts prepared by our management. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

For a further description of the risks and uncertainties that could cause our actual results to differ from those expressed in these forward-looking statements, as well as risks related to the business of the Company in general, see our filings with the U.S. Securities and Exchange Commission.



FIND THE BEST CELLS

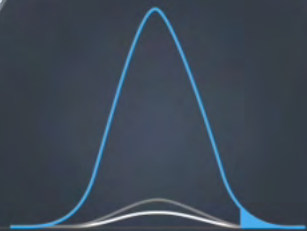


Market Tailwinds

1. Demand for Cell-Based Products
2. Increasing Biological Complexity
3. New Therapeutic Modalities

Digital Cell Biology

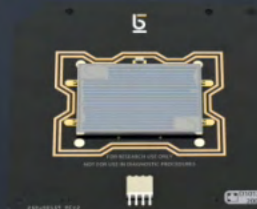




OPTIMIZED
WORKFLOWS



ADVANCED AUTOMATION
SYSTEMS



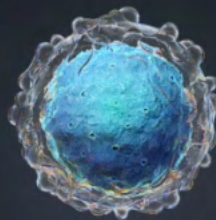
OPTOSELECT
CHIPS



ADVANCED WORKFLOW
SOFTWARE



REAGENTS



DEEP OPTO
PROFILING



BERKELEY
LIGHTS



Our Platform Enables Functional Characterization

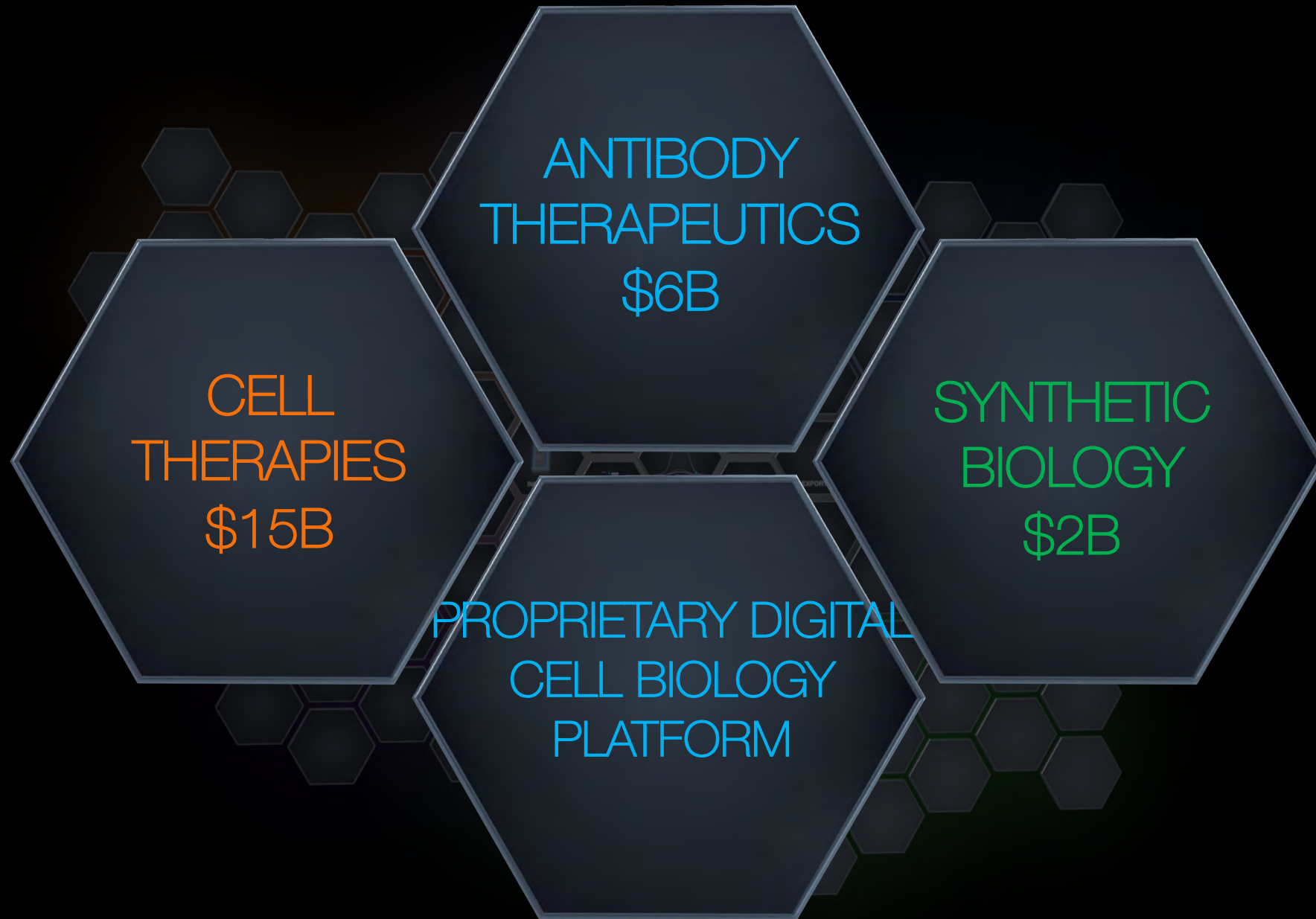
- Standardized automated workflows
- Precise control of environment
- Functional testing of 10,000s of live single cells
- Link phenotype to genotype
- Rich data library



Best cells for the customer

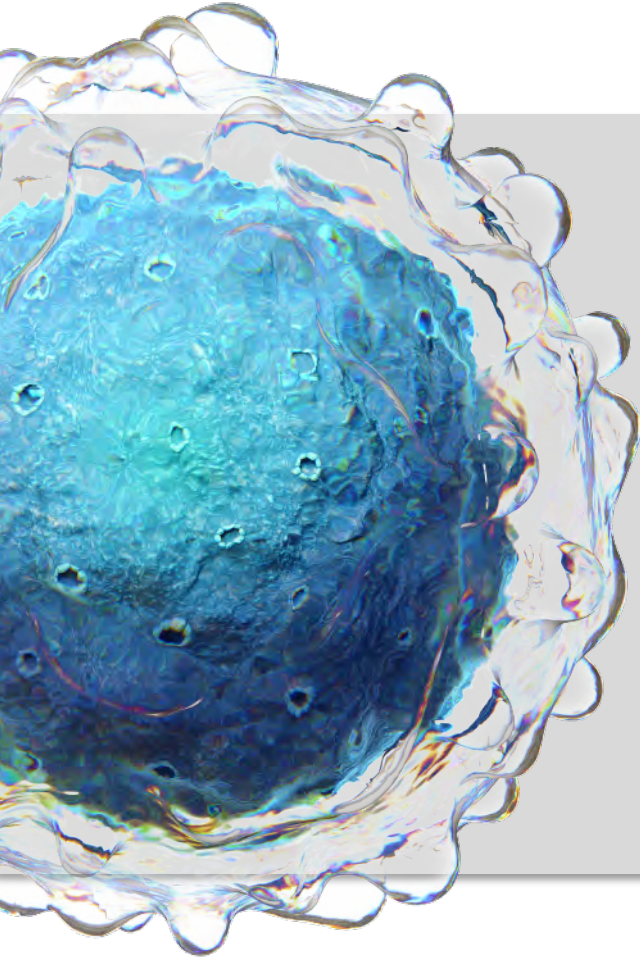
Customer Benefits

- Increased probability of success
- Faster path to revenue
- Enables many complex therapeutic modalities
- Faster path to significant capacity
- Replicable distribute-ability





Antibody Therapeutics



Aim to become the Preferred Path
from Target ID to the Clinic

~\$6B¹
TAM

~\$222B
END MARKET
IN 2024

Customer Success in Antibody Therapeutics




AMGEN

SAMSUNG BIOLOGICS BIO International Convention DIGITAL

Get to IND Faster:

Accelerated & High Performance Cell Line Development



John Gill Director, Cell Line Development at Samsung Biologics

GENOVAC

A Beacon for Rapid Antibody Discovery against Difficult Targets

Iwona Budnicki, PhD Manager Cellular Immunology
Patricia Odermatt, Research Scientist Single B cell



ThermoFisher SCIENTIFIC

Accelerating Cell Culture Development through Practical Application of Innovative Technologies

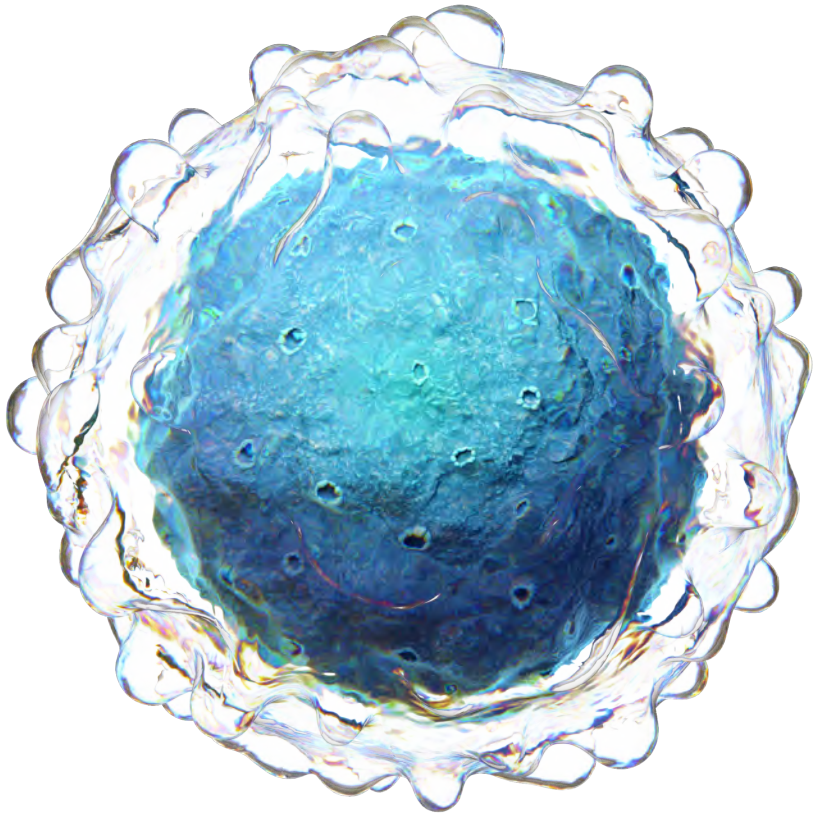
Elena Gontarz
Manager of Scientific and Technical Affairs
September 21st 2020



 The world leader in serving science

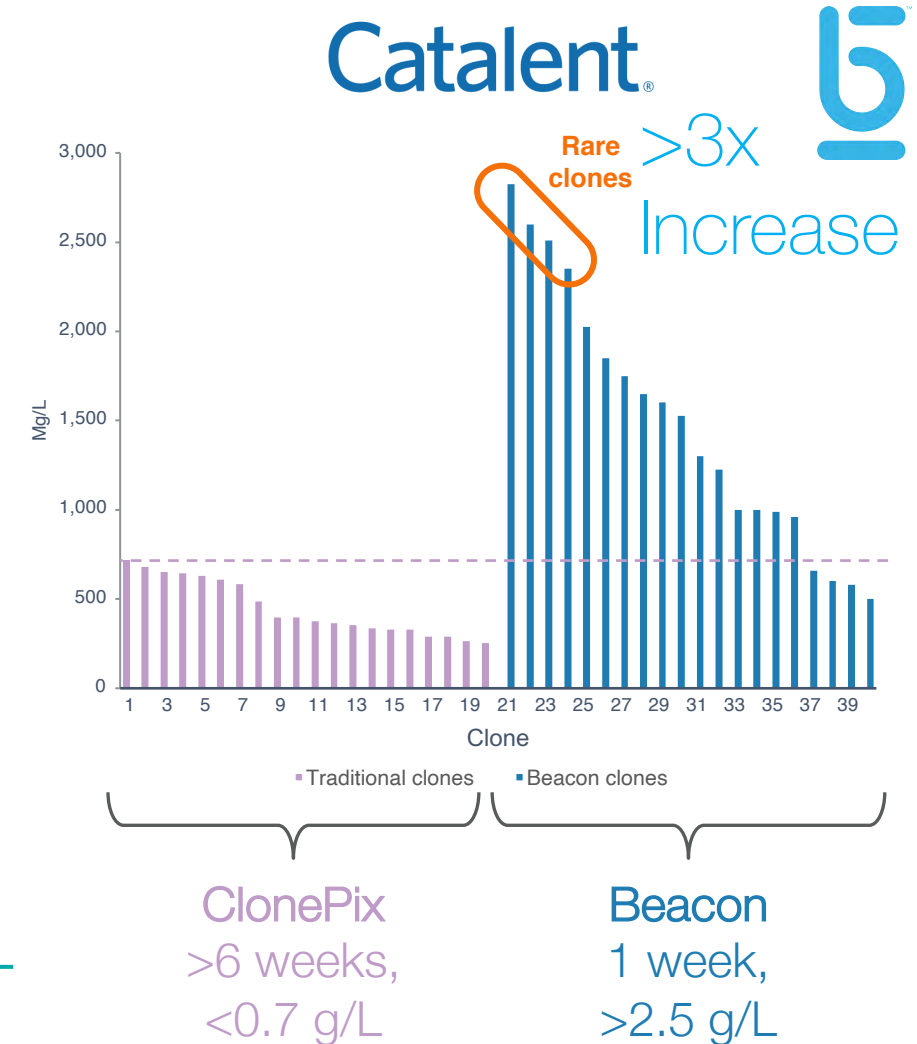
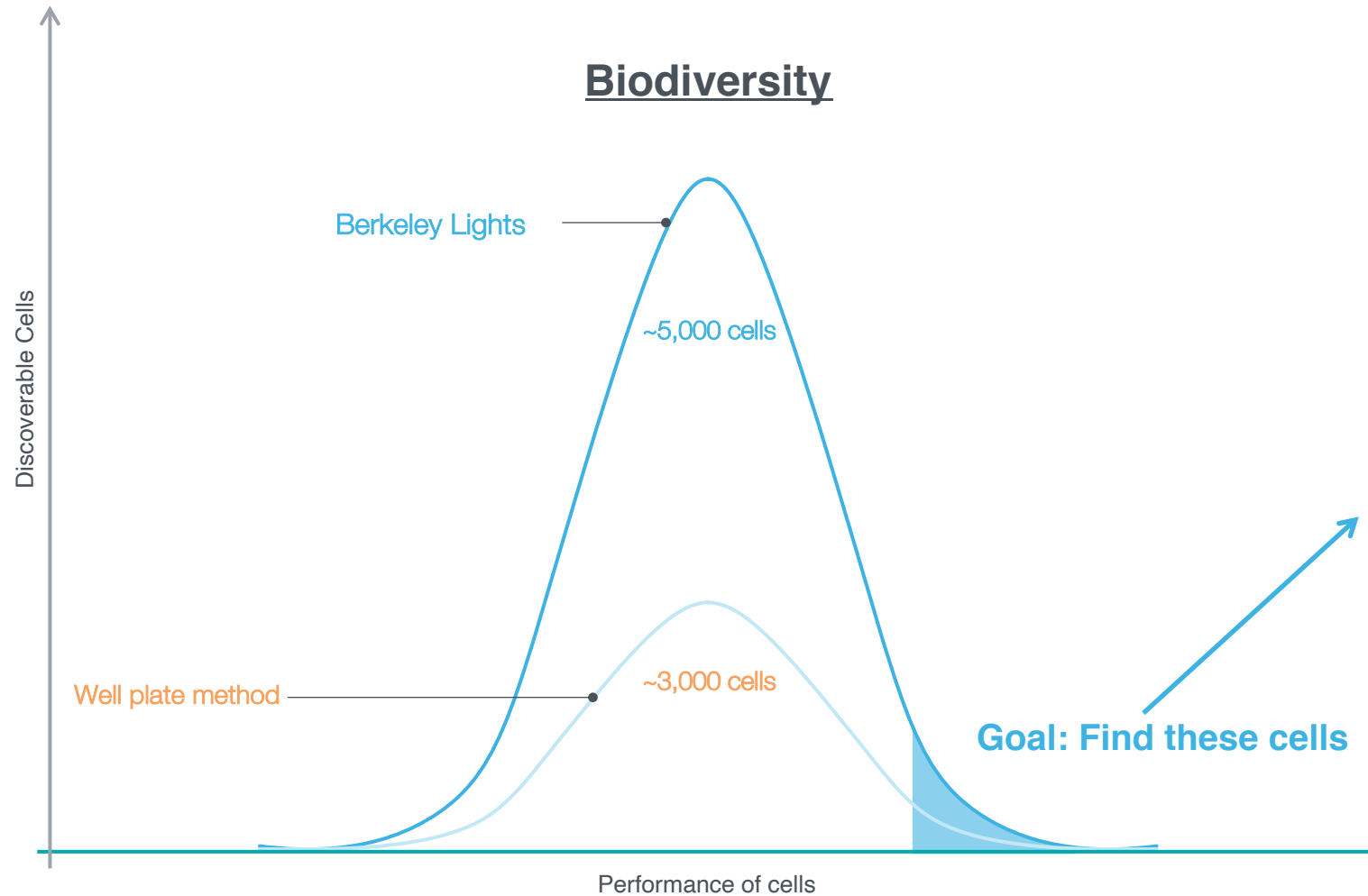
1 | Proprietary & Confidential | elena.gontarz@thermofisher.com | 21 September 2020

Cell Line Development



We generate the **best**
production cell lines with **>99%**
monoclonality
in under **1 week**.

Enabling customers to find the **highest productivity cell line**



IND

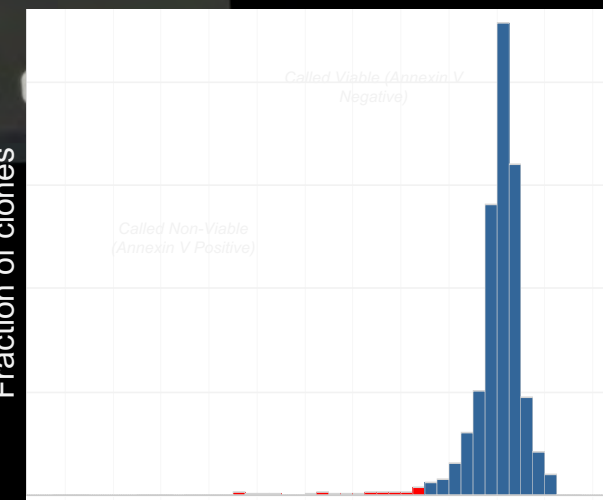
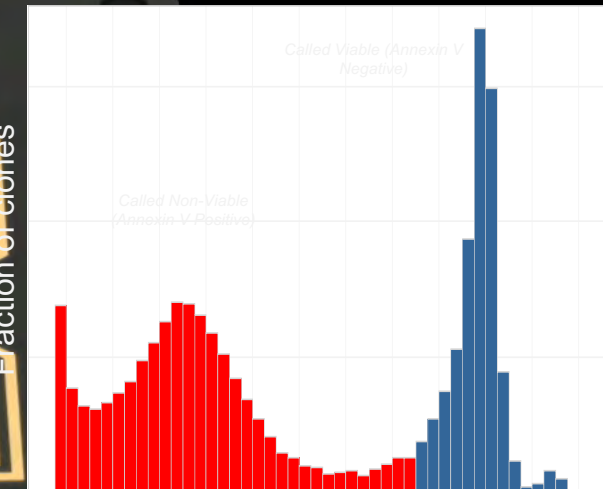
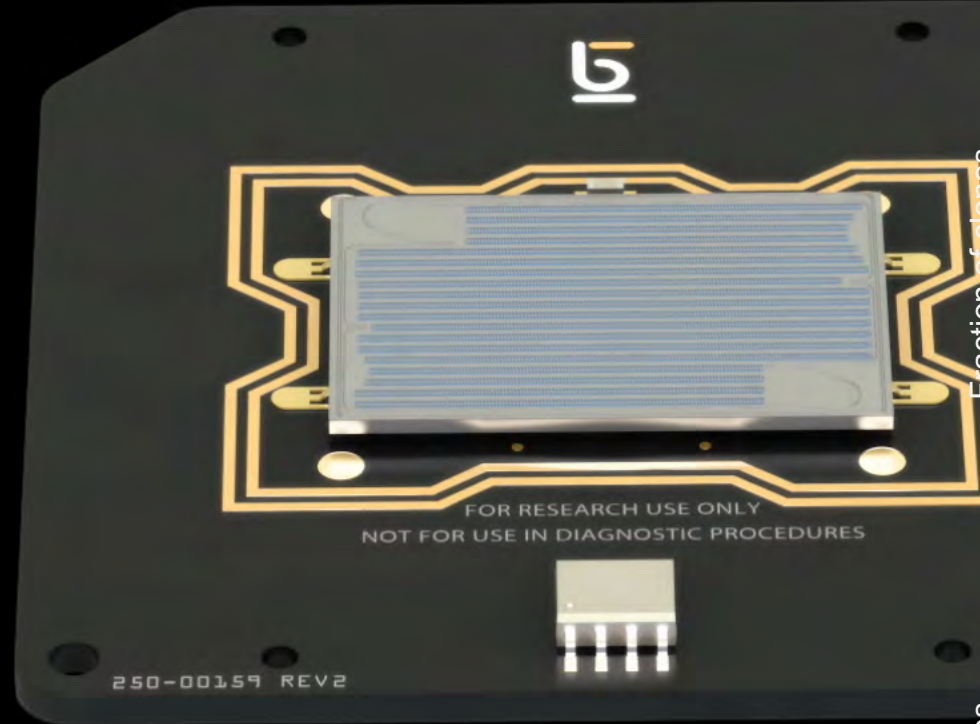


Opto™ CLD 2.0 Workflow

Maximize Relevant Biodiversity
Assay Complex Antibodies
Accelerated & Predictable Scale Up

Enrich for Higher Capacity

Apoptosis-Induced Cells,
Pre-Enrichment

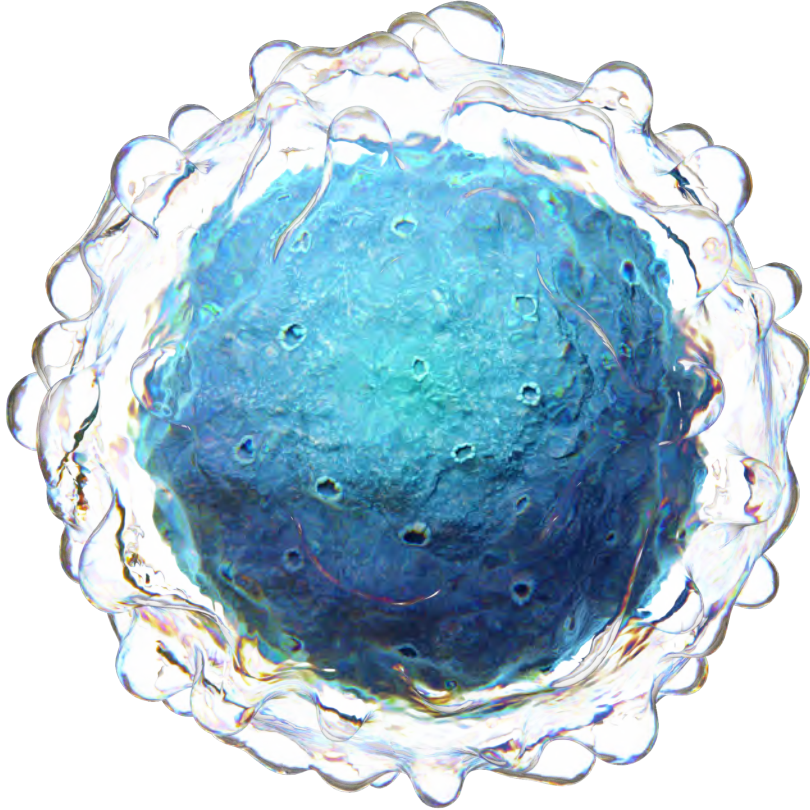


Assay Complex, Non-Traditional Antibodies



SPOTLIGHT HU KAPPA

Cell Line Development: What's Next

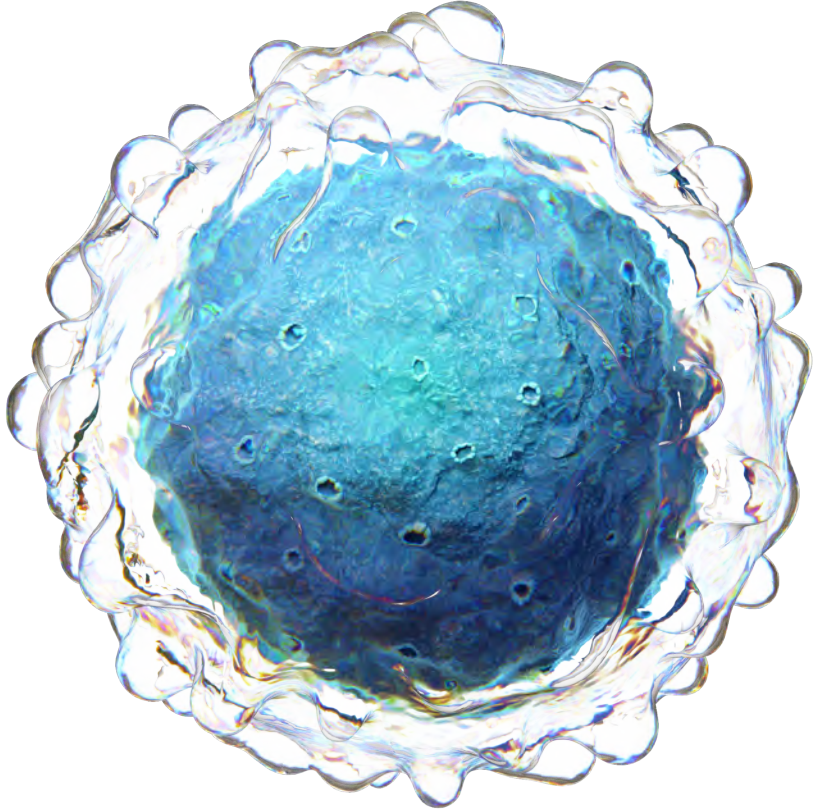


We select cell lines producing the best product with the highest titer and >99% monoclonality in under 1 week.

BLI makes the best production cell lines

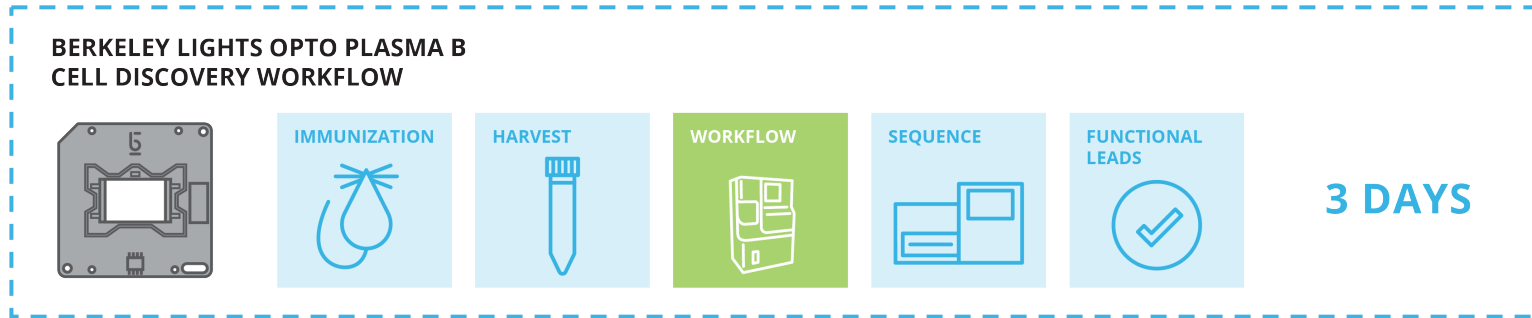
- ☒ CHO Antibody
- ☐ HEK
- ☐ Gene Therapy: AAV
- ☐ Cell Therapy: Lenti Vector

Antibody Discovery Workflows



Access broad B cell diversity to
select better lead candidates
to challenging targets
in <1 week.

Opto Plasma B Discovery streamlines & integrates many disjointed processes onto one platform



TYPICAL SEQUENCE FIRST METHOD

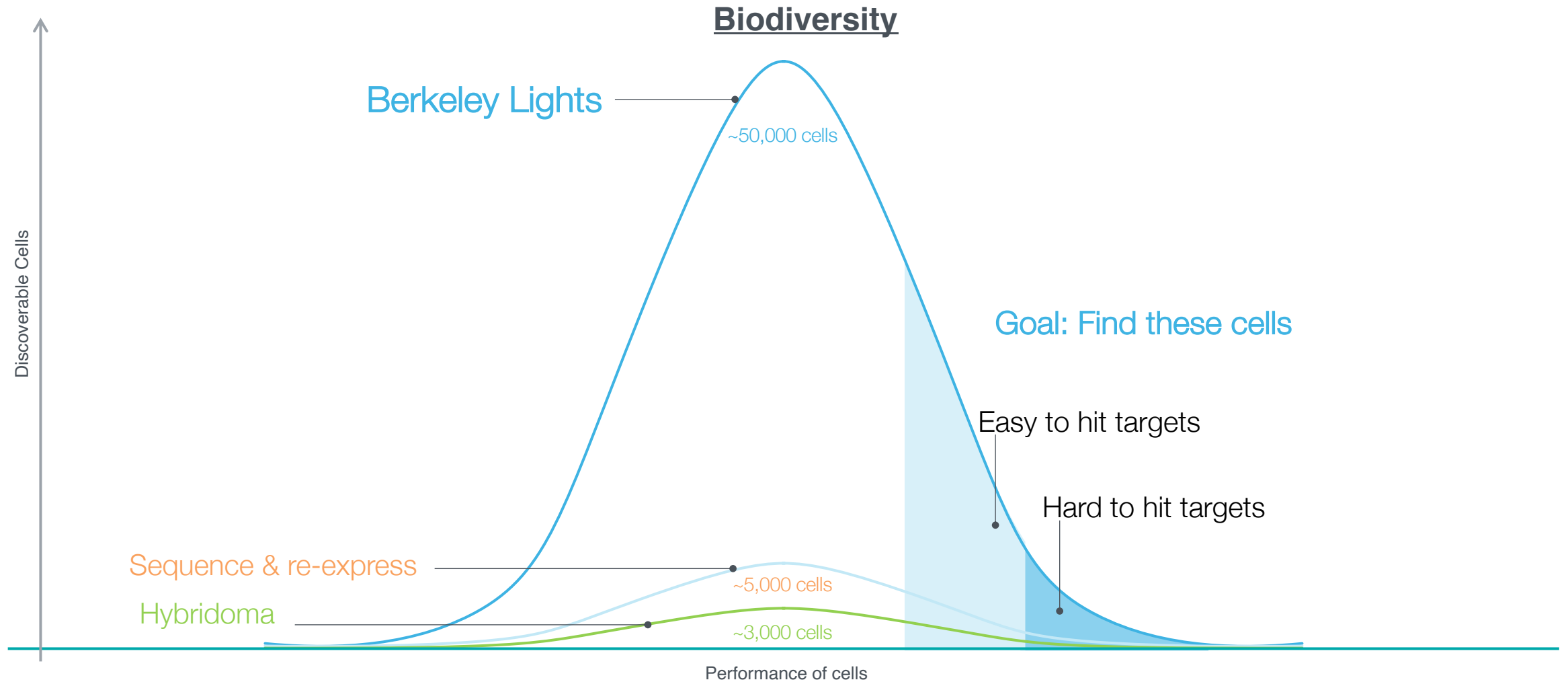


TYPICAL HYBRIDOMA METHOD

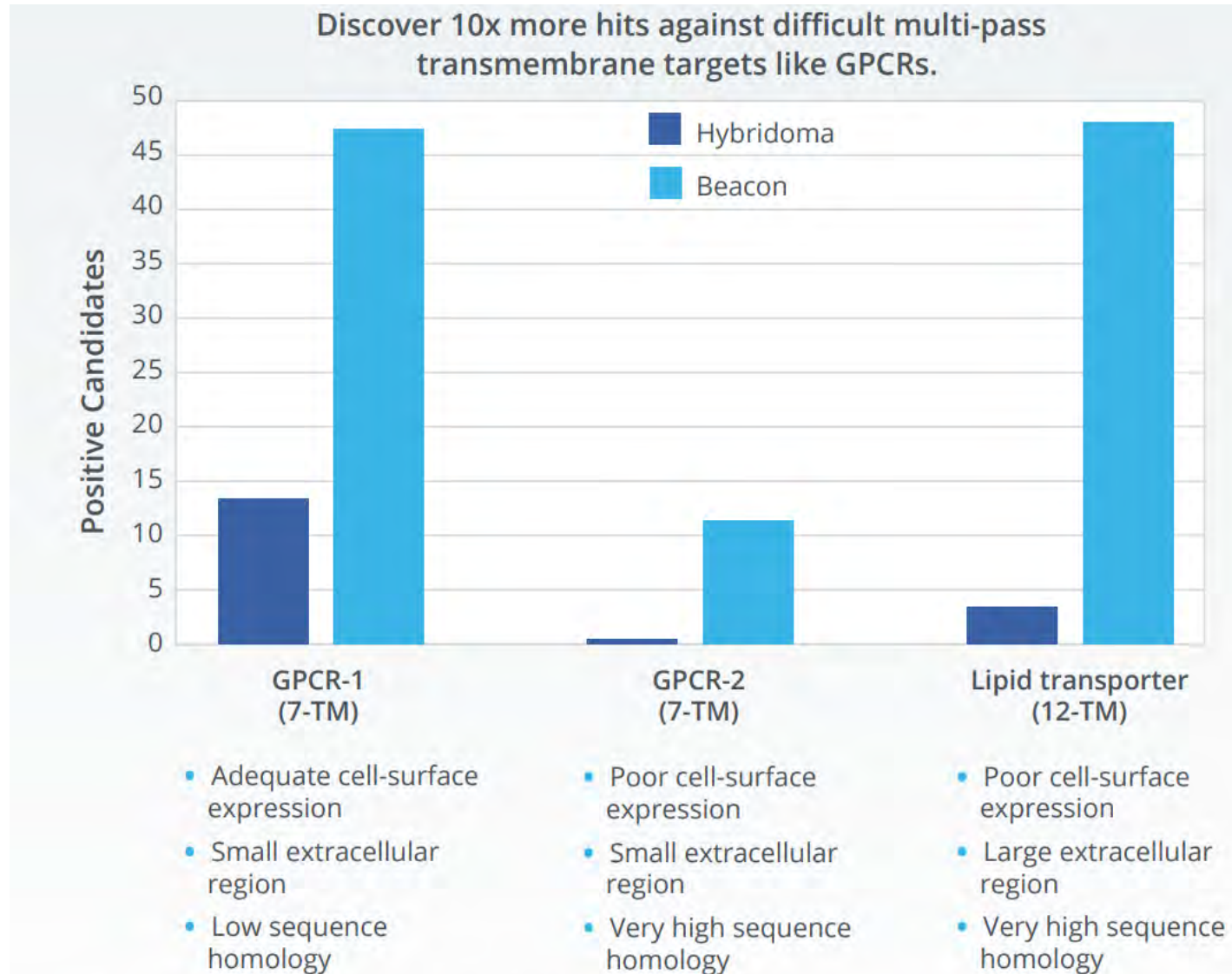


 *Functional Test*

Enabling customers to increase the chances of success



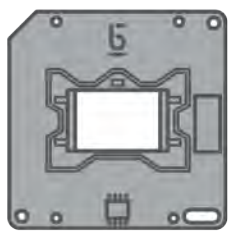
Enabling customers to increase the chances of success



Opto™ Antibody Discovery 4.0 Workflow

Discover & Advance Lead Molecules
for Even the Hardest to Hit Targets

Opto™ Plasma B Discovery 4.0 Delivers Functional Biologics for Hard to Hit Targets

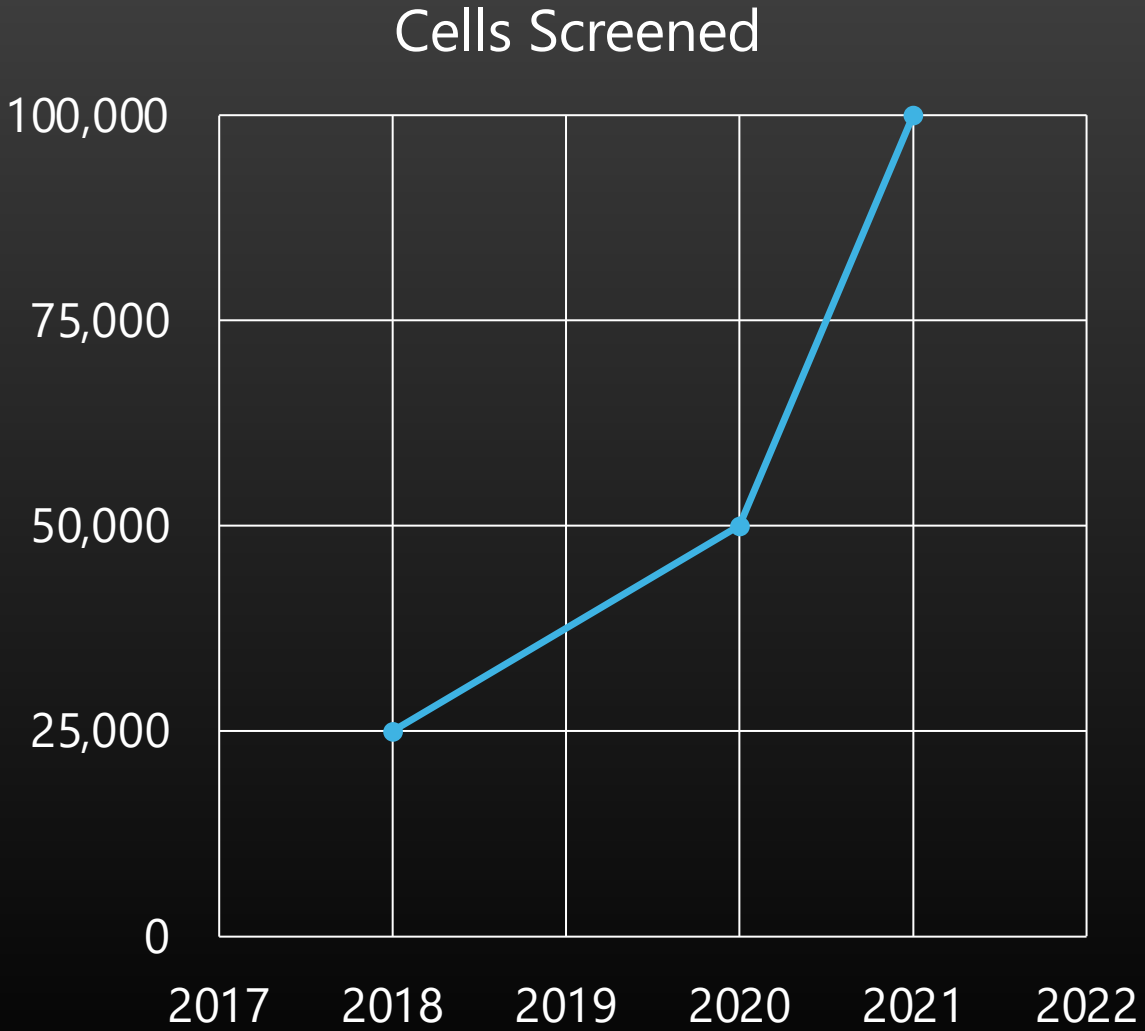


1 WEEK

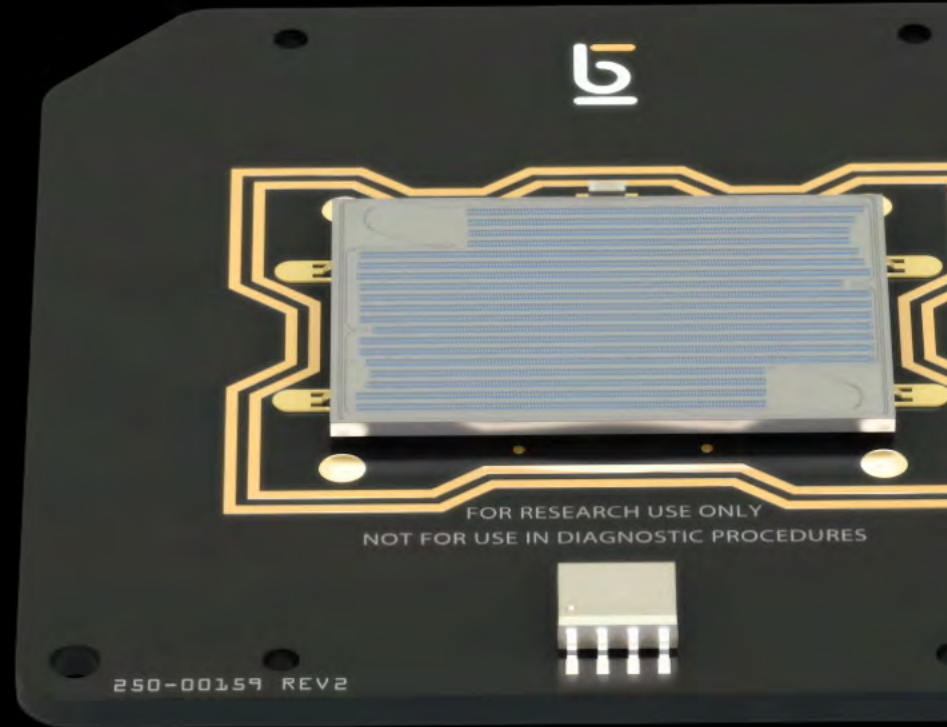
4.0 WORKFLOW

- Screen more of the relevant biodiversity (>100,000 cells)
 - Functionally test with highly sensitive meaningful assays
 - Sequence and re-express 1000's functionally-characterized antibodies for less than **\$100/molecule**
- ... All in less than **1 week**.

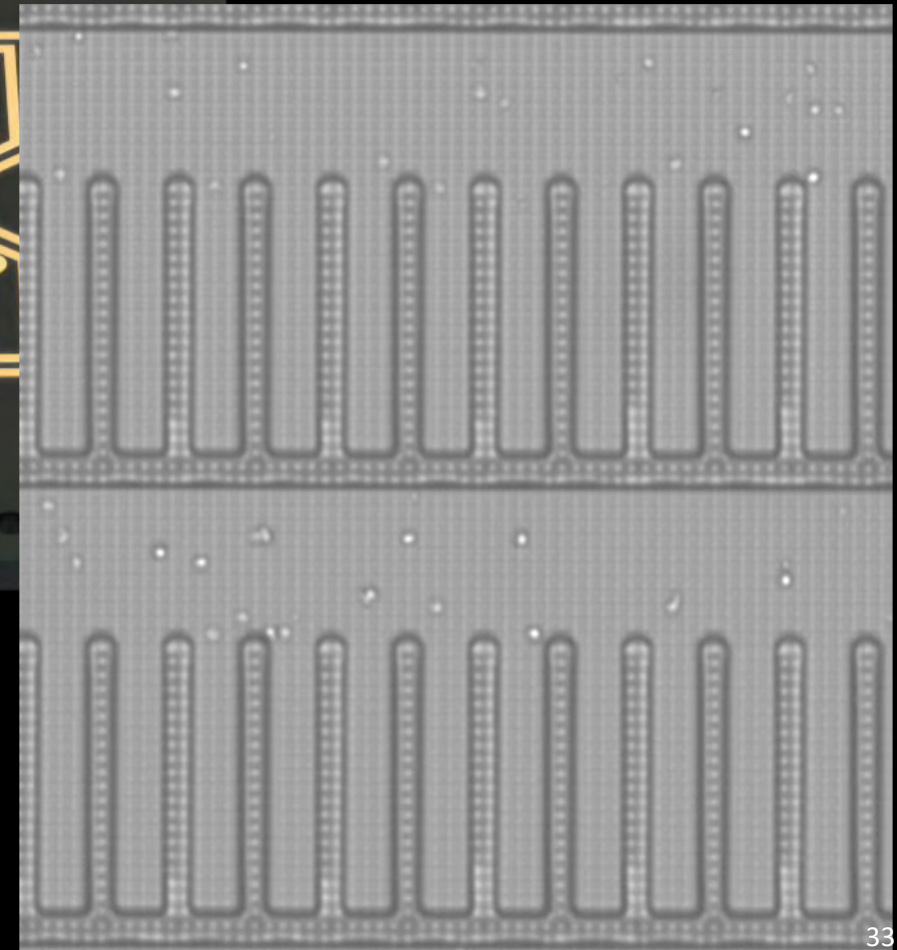
Our Largest Consumable To Date

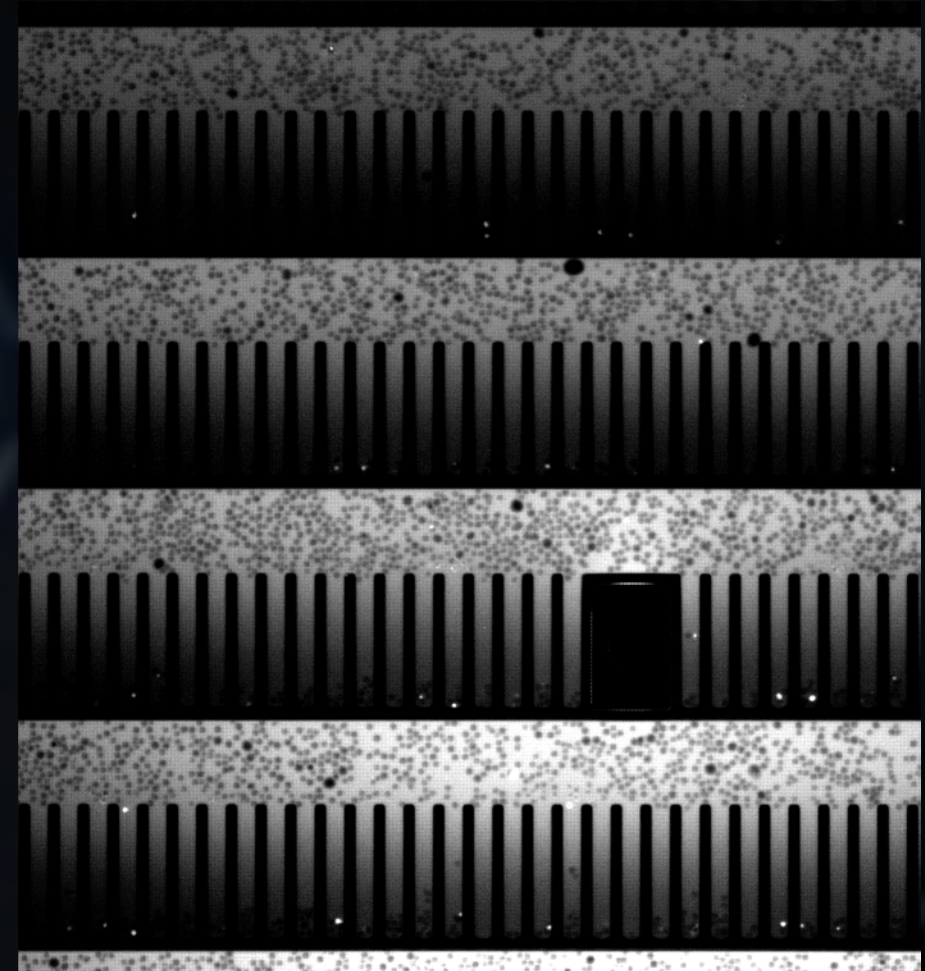


Label Free Live Cell Penning – AI in Action

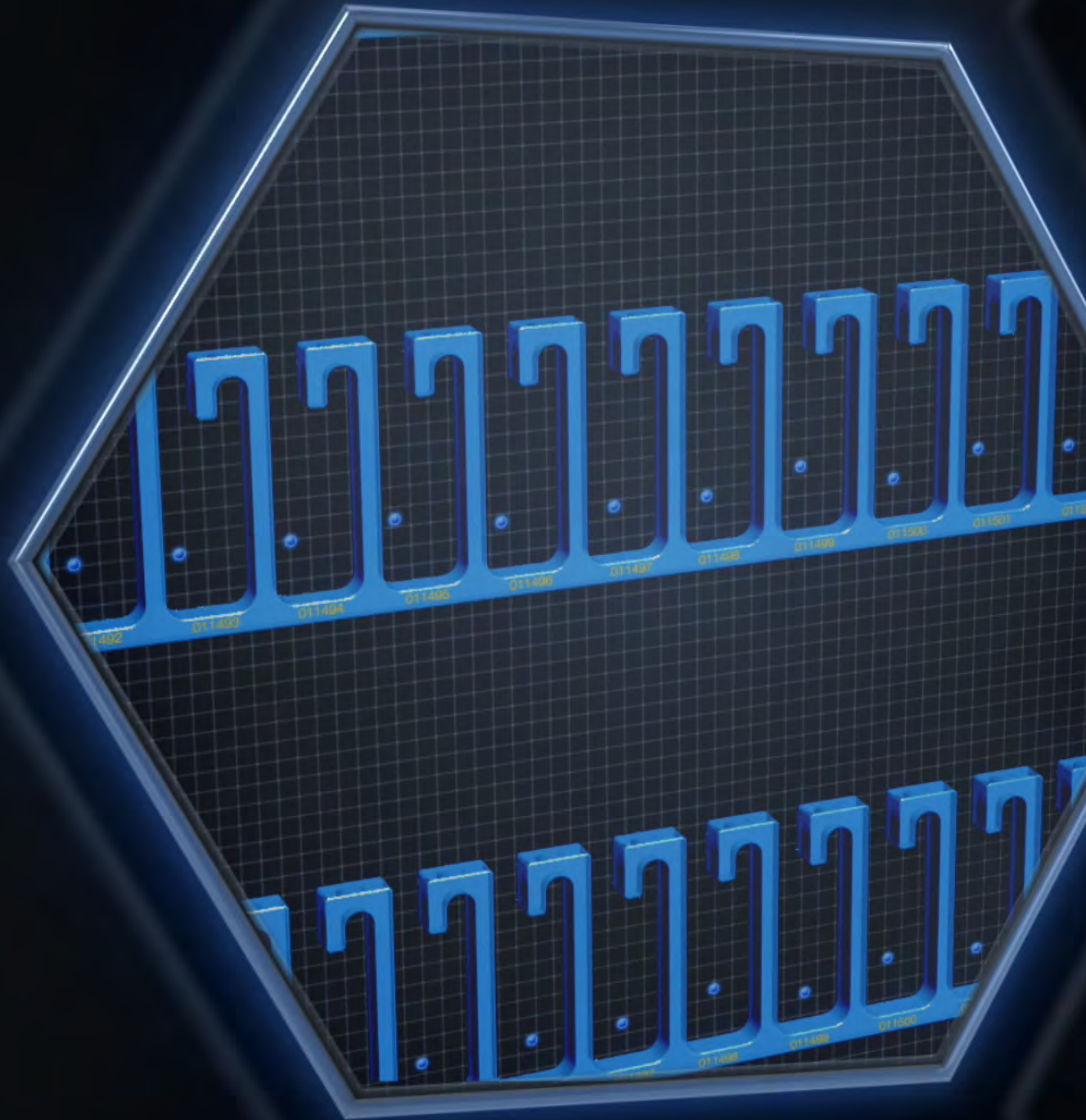


Annotated Brightfield Image





Ligand Blocking Cell Based Assays



RECOMBINANT PD-L1 BEAD BINDING ASSAY (IN-CHANNEL)

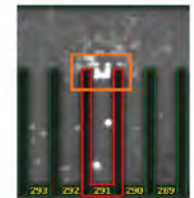


Blocking Antibody

Non-Blocking Antibody



Fluorescence

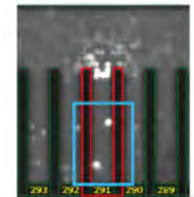


Fluorescence

CELL BINDING ASSAY (IN-PEN)

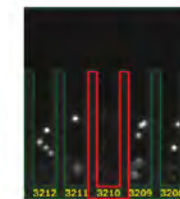
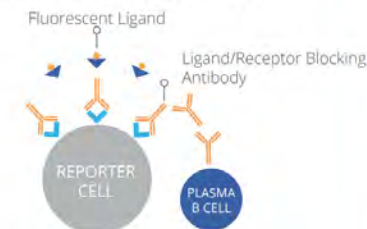


Fluorescence

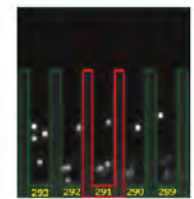


Fluorescence

LIGAND/RECEPTOR BLOCKING ASSAY (IN-PEN)



Fluorescence

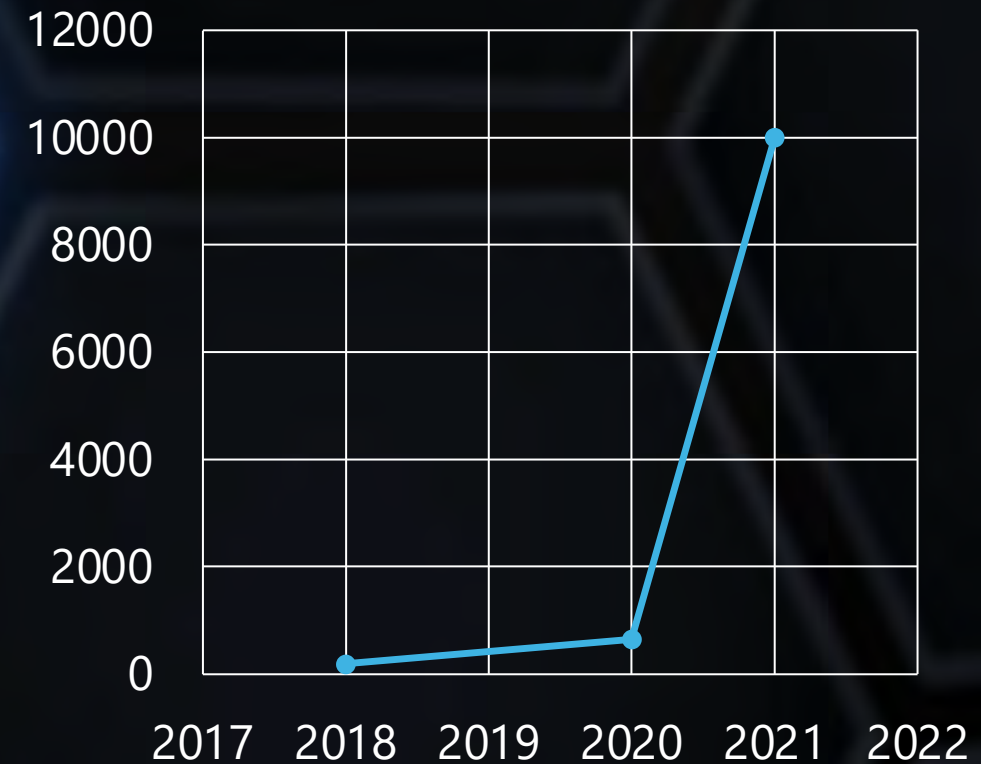


Fluorescence

OptoSeq™

Barcoded BCR

Sequences Captured per Workflow



OPTOSEQ™

Rapid Re-Expression

- Convert 1000's of antibody sequences into molecules
- Re-express cells for less than \$100 per sequence



**OPTO BCR RAPID
REEXPRESSION KIT**



Synthetic Biology



Become the Preferred Path
to Production Ready Organisms

~\$2B¹
TAM

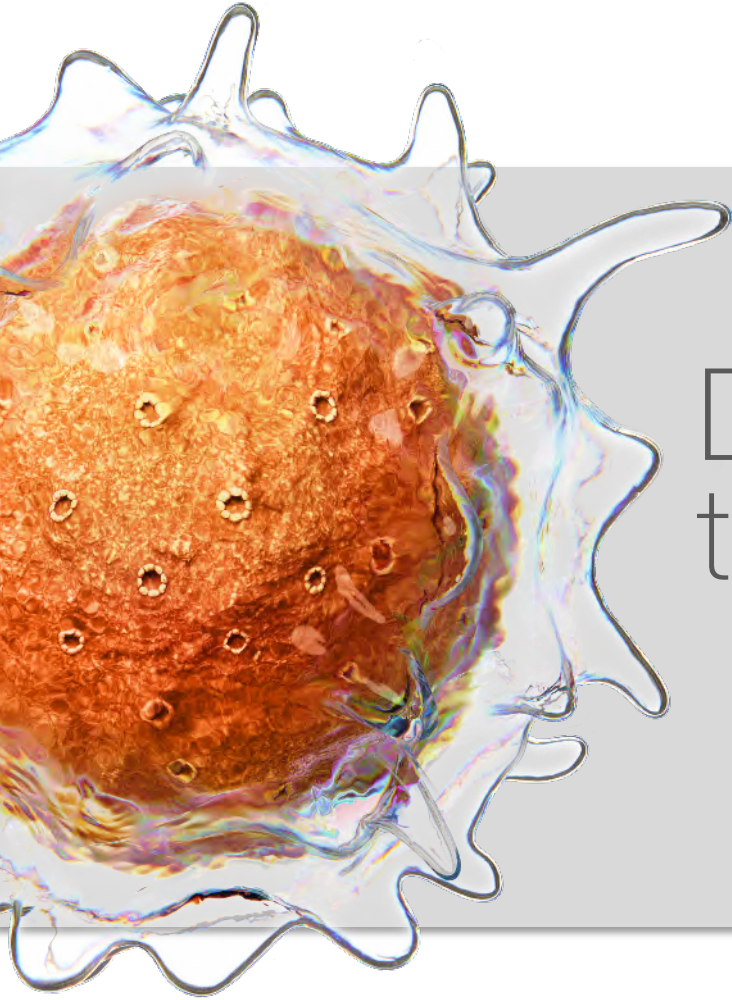
~\$19B
END MARKET
IN 2024

Measuring kinetics using a multi-step enzyme-coupled reaction



GINKGO BIOWORKS
THE ORGANISM COMPANY

Cell Therapy



Deliver the **Right Cells**
to the patient **on Time**

~\$15B¹
TAM

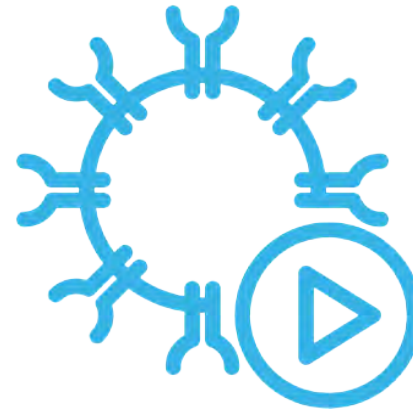
We are designing our platform with the goal of providing:



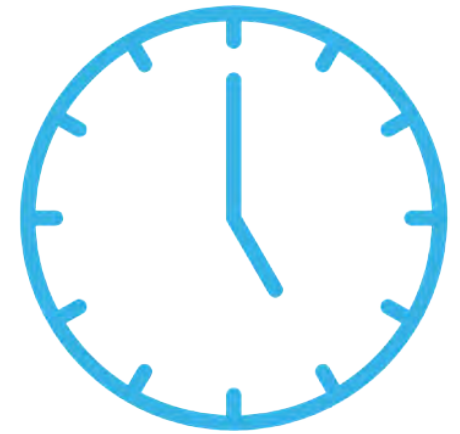
Safer & More
Efficacious
Cells




Smaller
Doses



Automated QC
& Manufacturing



Shorter
Vein-to-Vein
Times



Cell Therapy Development 2.0

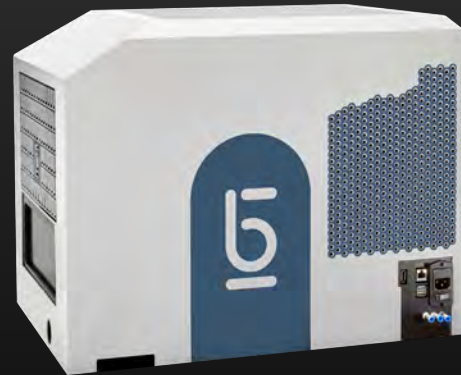
- Correlate killing activity of single CAR T cells to functional attributes like cytokine secretion, proliferation, and gene expression
- Identify serial killing behavior in single T cells
- Recover live T cells for further characterization

Cell Therapy Strategy

Deliver the **right cells** to the patient **on time**

↓
Cell Therapy Development
Roadmap

↓
Cell Therapy Manufacturing
Roadmap

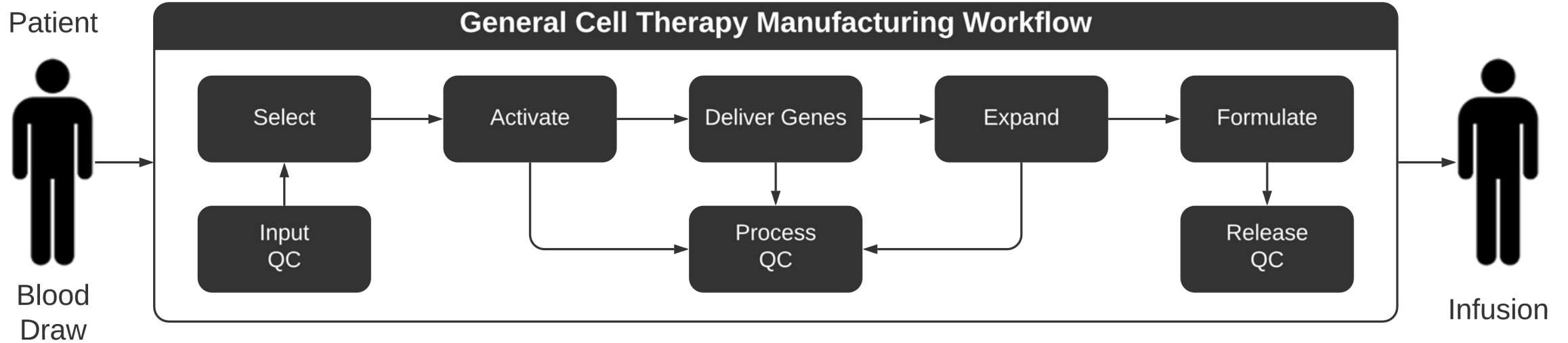




CELL THERAPY MFG.
SYSTEM (CTMS)

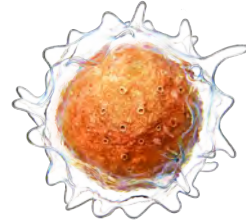
Fully Integrated,
Closed Loop,
GMP in-the-Box
Cell Therapy
Manufacturing

Integration of Unit Operations and QC on CTMS



Single Patient Cartridge

Closed
Sterile
Disposable

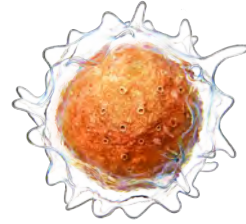


AUTOMATED MANUFACTURING
The Future

Single Patient Cartridge

All reagents on board

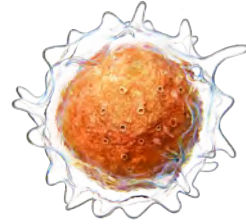
All fluidics contained



AUTOMATED MANUFACTURING
The Future

Single Patient Cartridge

Embedded Analytics:
Dose, Identity, Purity,
Potency, Selectivity,
Safety



AUTOMATED MANUFACTURING
The Future

AUTOMATED CELL THERAPY MANUFACTURING

The Future



Our solution will support centralized
and/or decentralized manufacturing solutions

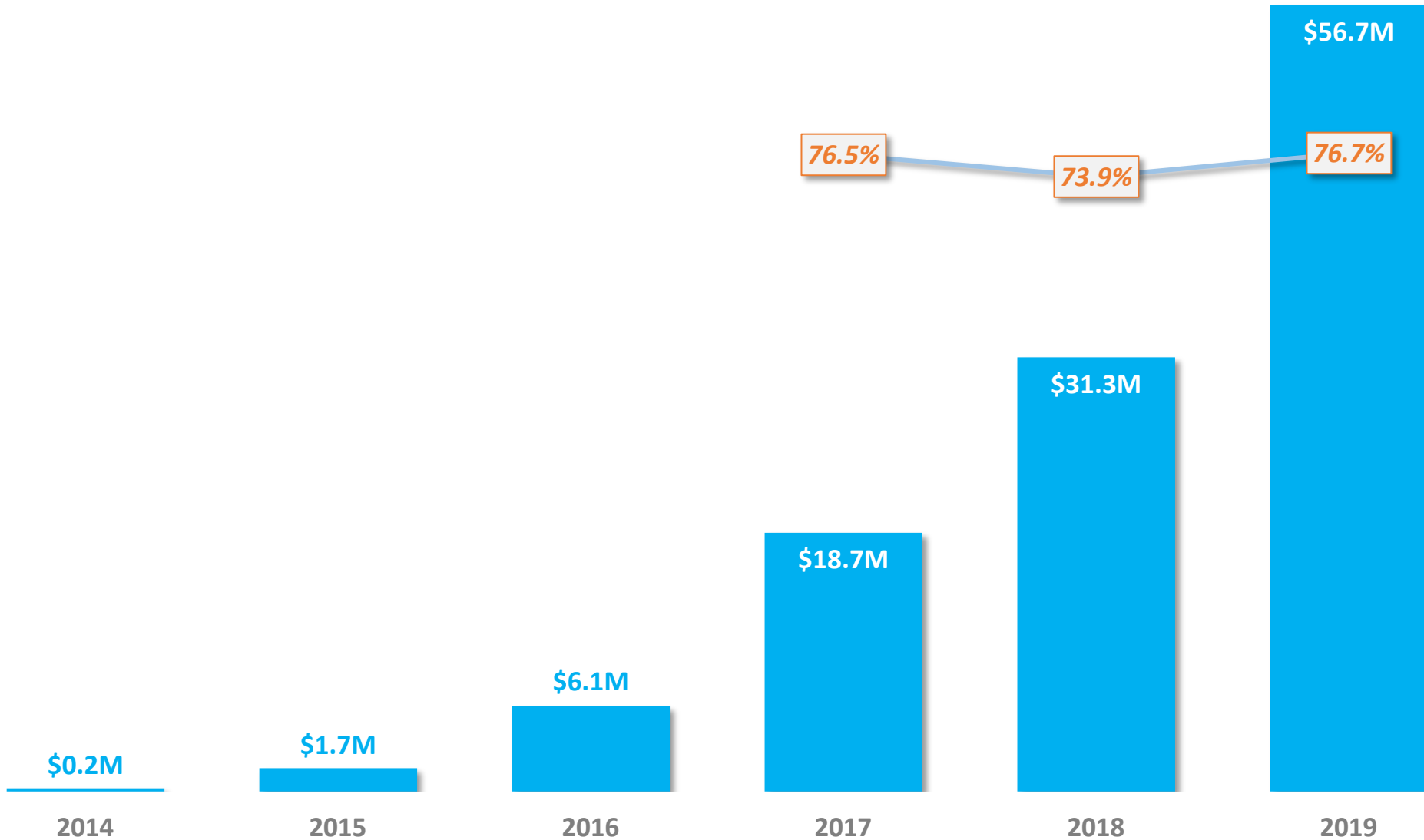
AUTOMATED CELL THERAPY MANUFACTURING

The Future





Strong Record of Execution

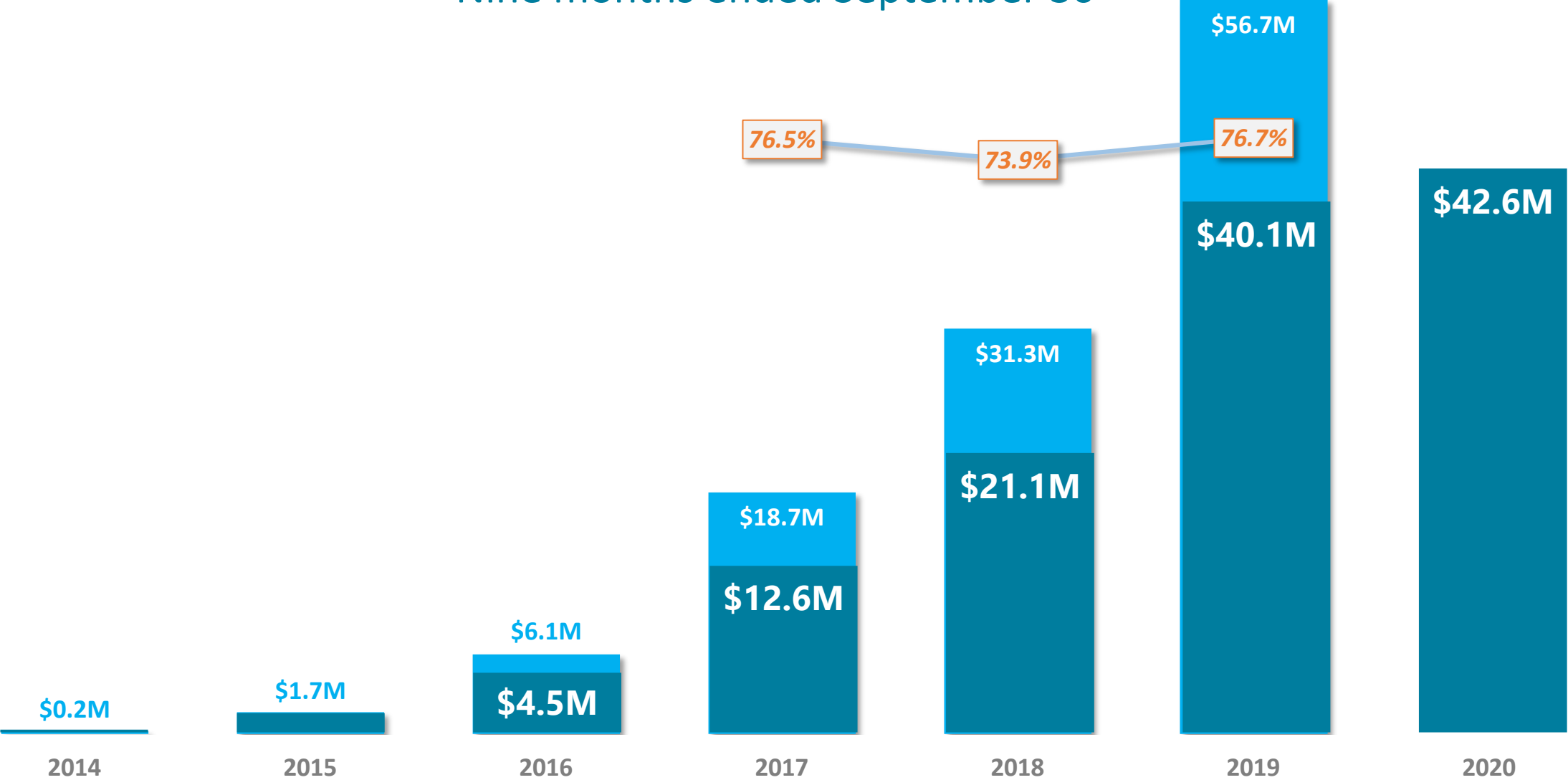


Note: Growth rates are year over year comparisons



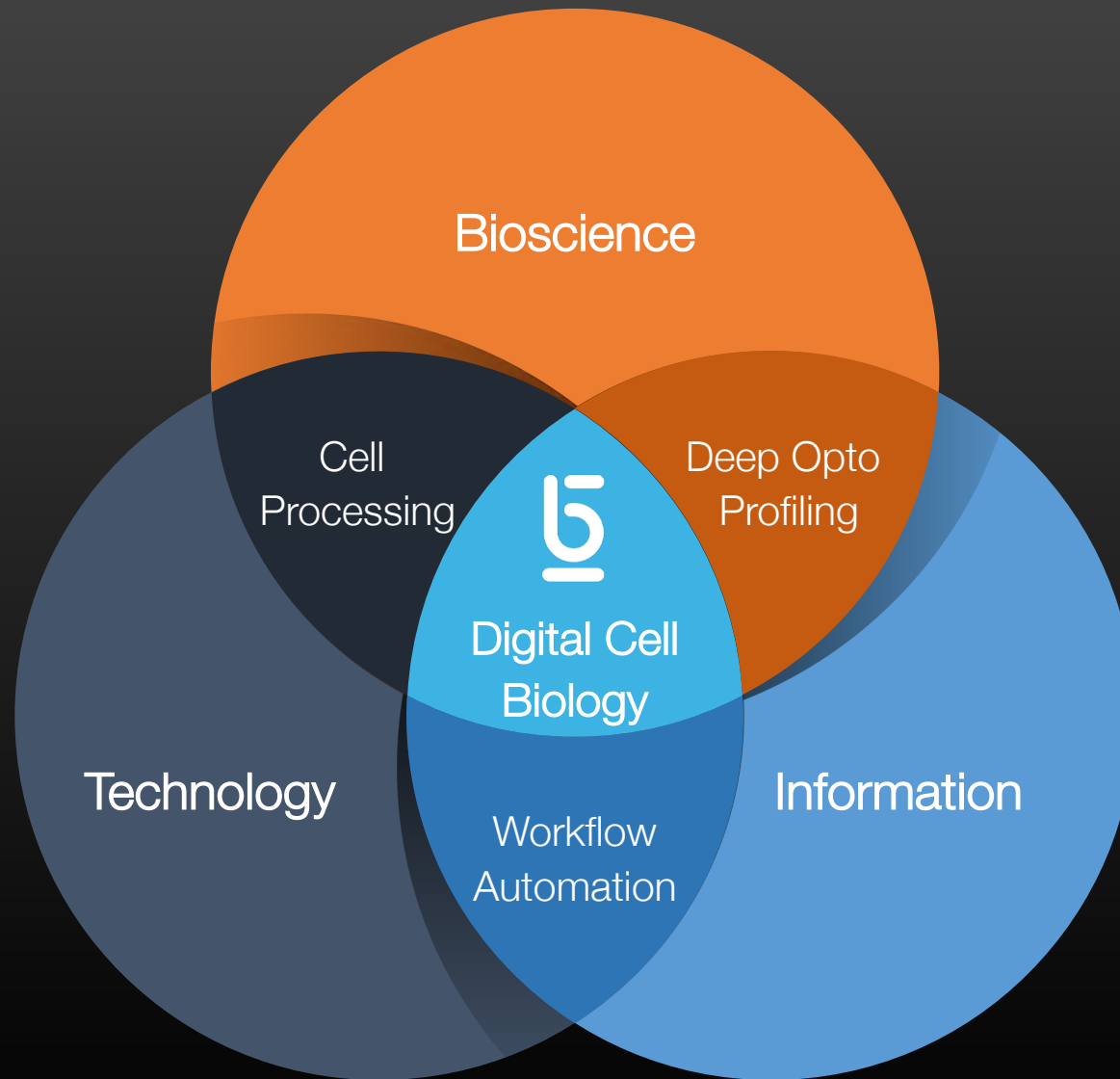
Strong Record of Execution

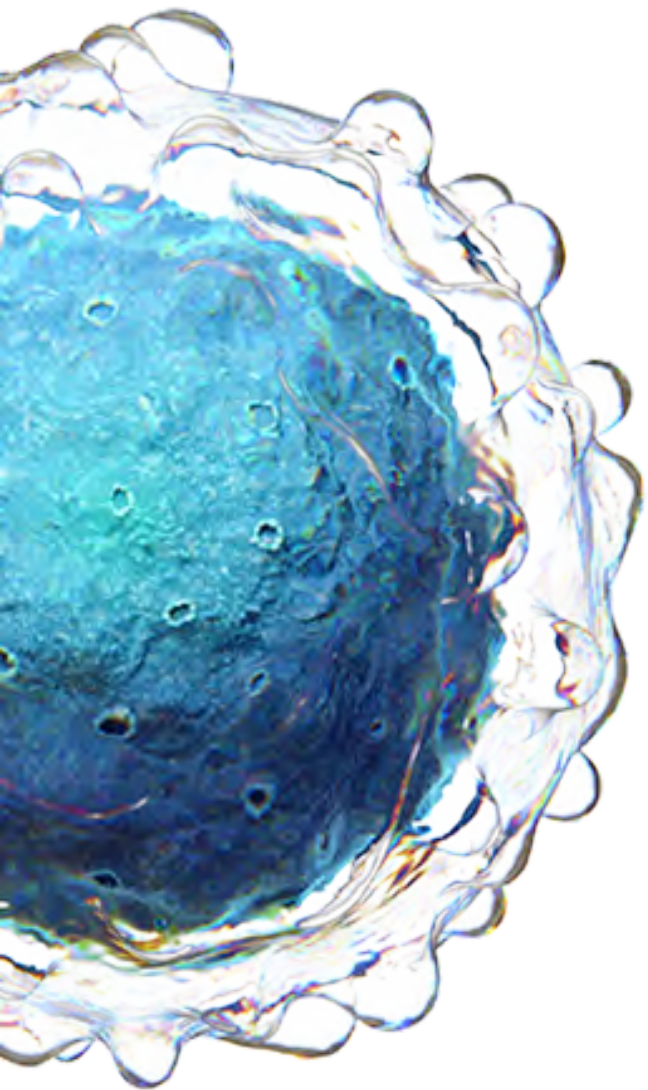
Nine months ended September 30



Note: Growth rates are year over year comparisons

The Power of the Berkeley Lights Platform





BERKELEY LIGHTS.
LET'S GET MOVING.