



The Build Engine for Your AI Lab

DNA synthesis at the
speed of AI

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TELESIS BIO: A LEGACY OF GAME-CHANGING DNA INNOVATION

From Gibson Assembly to intelligent, on-premises DNA synthesis

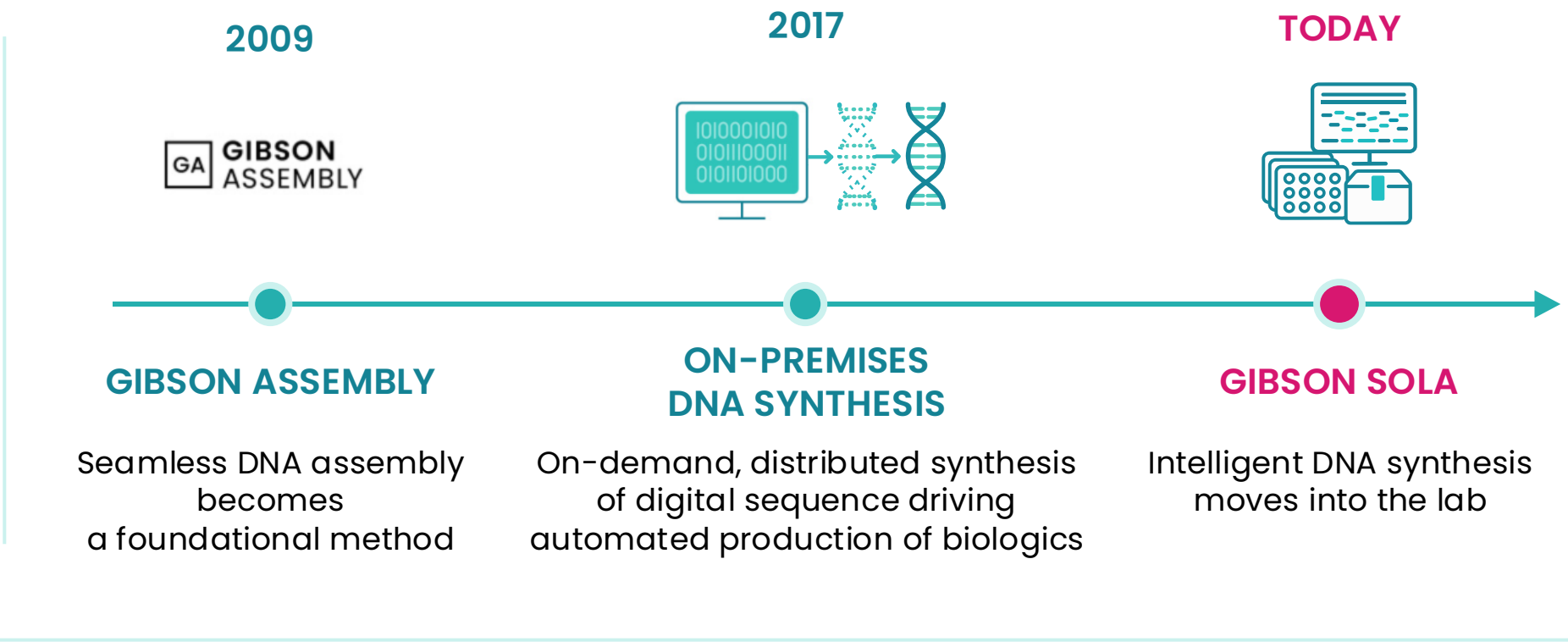
PROTECTED BY
200+
PATENTS



ERIC ESSER
President & CEO
Telesis Bio



DAN GIBSON
CTO, Telesis Bio
Inventor of
Gibson Assembly



Today, Telesis Bio is the build engine for the AI laboratory

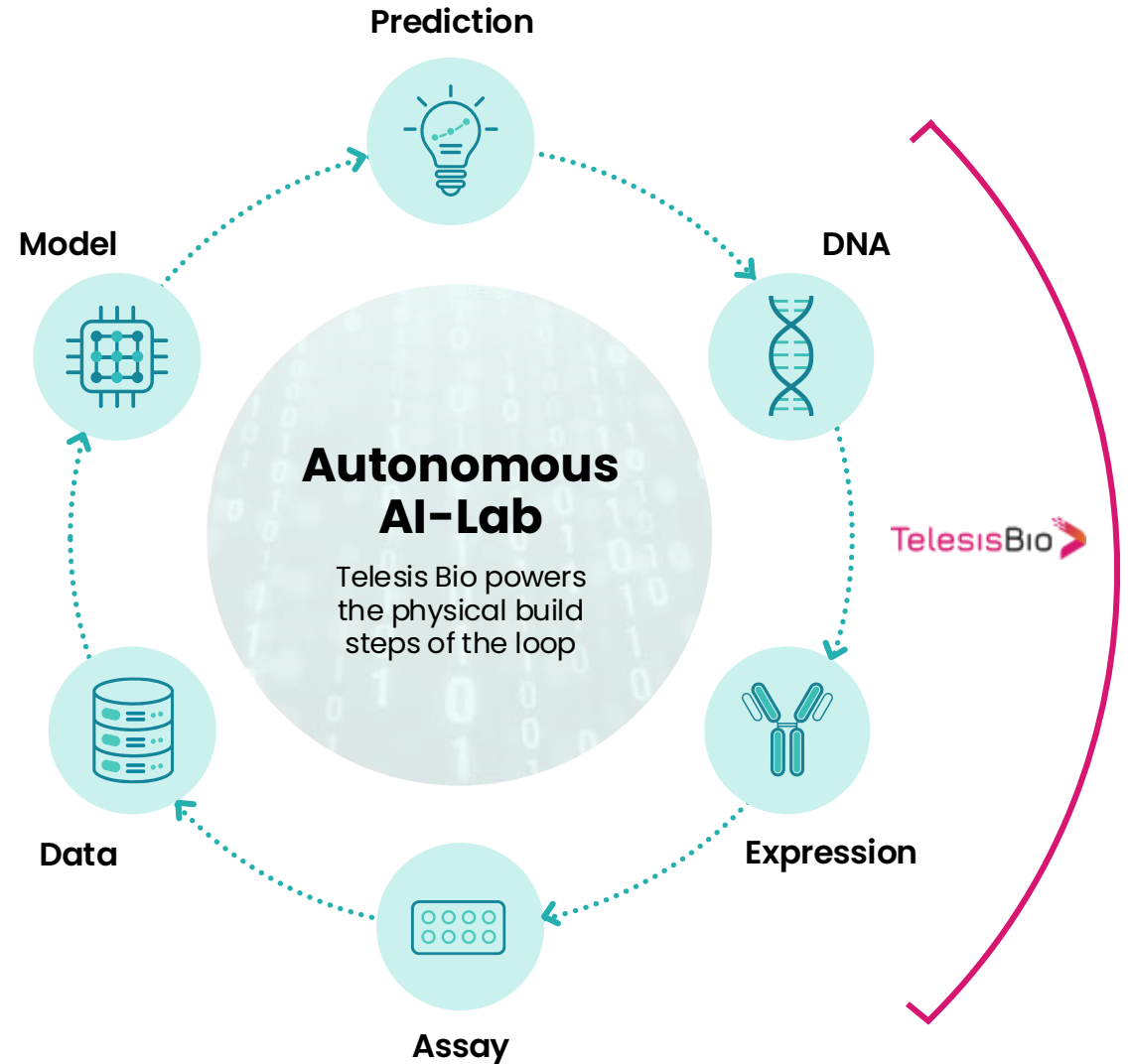
TELESIS BIO IS AT THE CORE OF THE AI DRUG DISCOVERY REVOLUTION

Generative AI is transforming drug discovery

AI models require millions of data points

DNA has become the currency of the autonomous lab

Telesis Bio's Gibson SOLA® platform
Expression-ready DNA synthesis



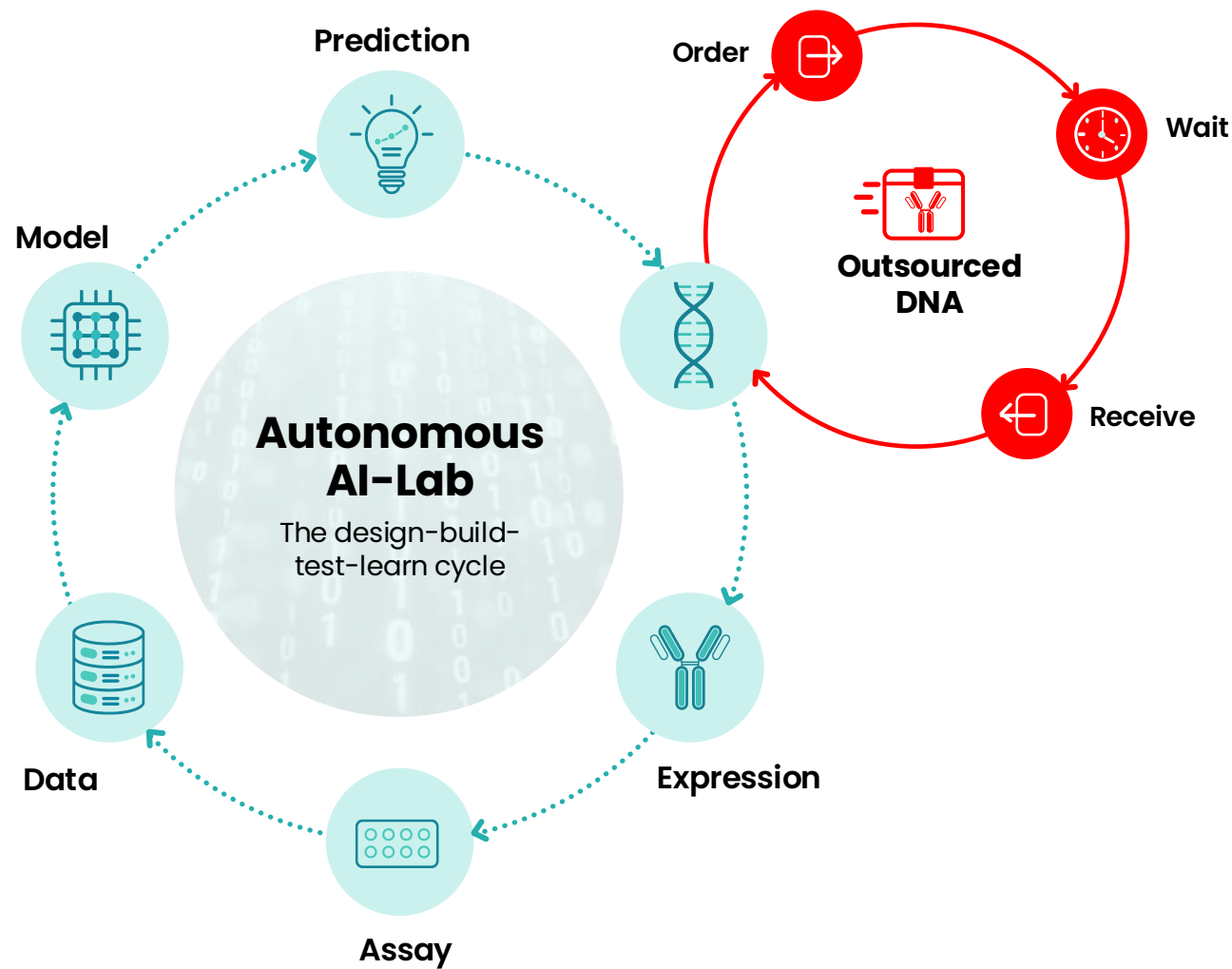
TRADITIONAL OUTSOURCED DNA DOESN'T WORK IN THIS NEW PARADIGM

DNA service providers cannot produce at the scale, speed and cost needed by AI labs

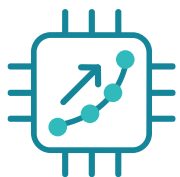
Solving this bottleneck requires in-sourced DNA synthesis capability

Telesis Bio is the only company positioned to capitalize

Outsourcing DNA inserts an external order-and-wait cycle into every round



TELESIS BIO'S GIBSON SOLA® DELIVERS SPEED, SCALE, & COST FOR THE AI LAB

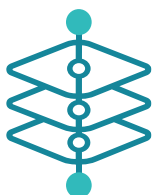


Speed

10x

Faster AI learning rate

Shorten hypothesis-to-answer, accelerate DBTL cycles



Structure

Vertical integration

One controlled system

Turnkey integration from synthesis to data



Cost

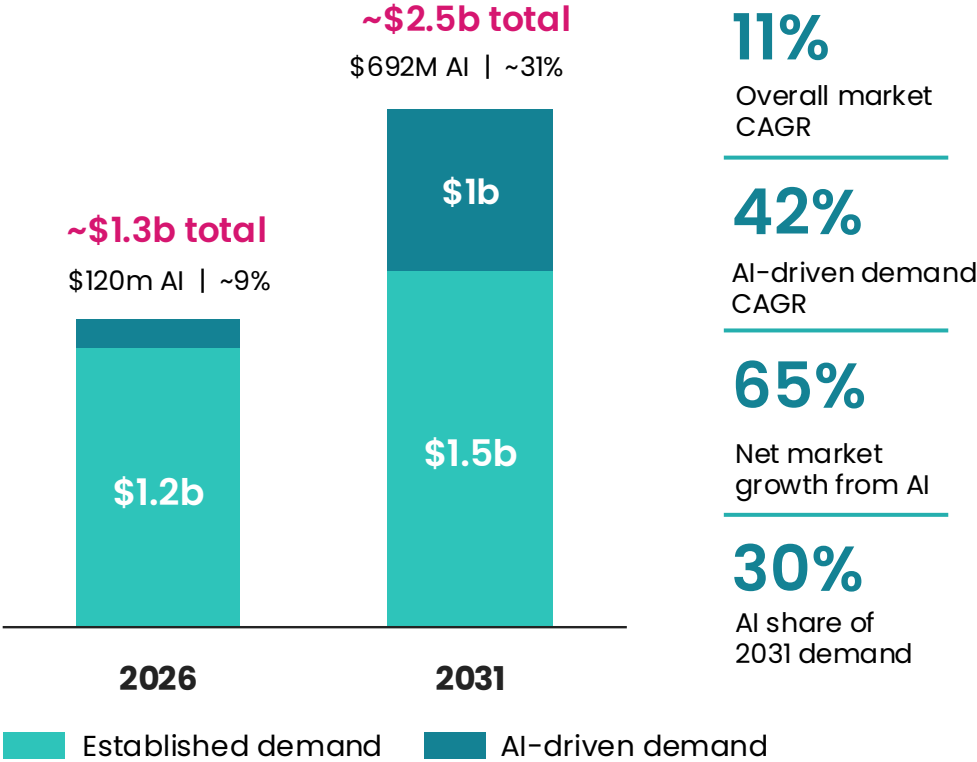
-75%

Reduction

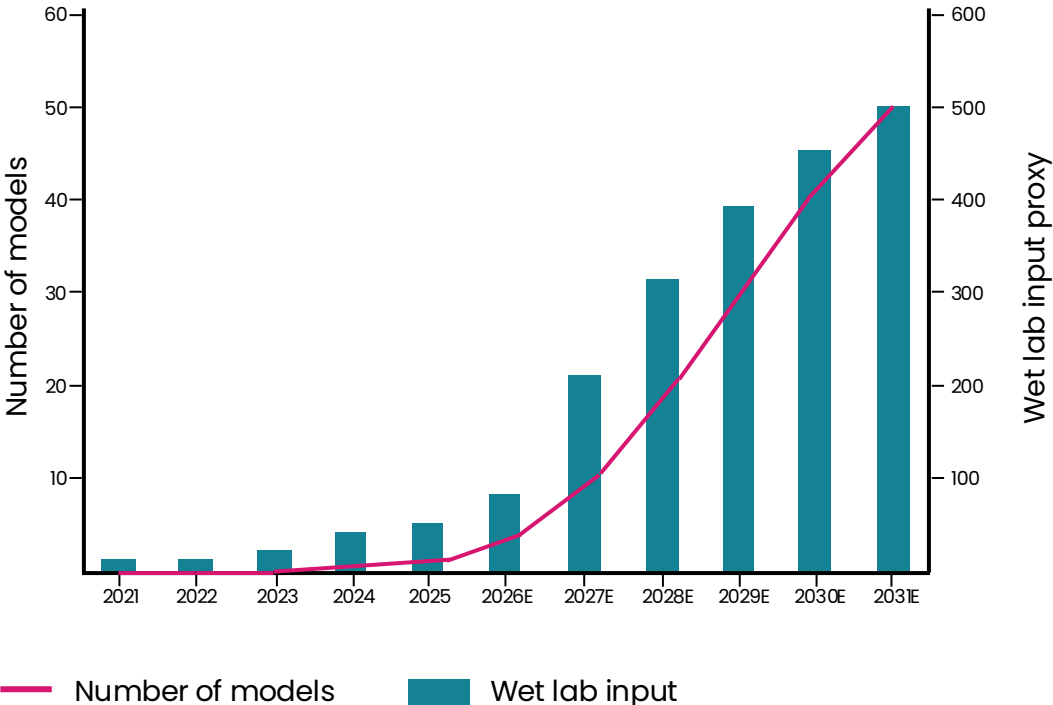
Reduced cost per data point to drive throughput scaling

THE AI ENABLED LAB MARKET IS AT A MASSIVE INFLECTION POINT

Annual synthetic DNA demand (\$M)



AI foundation model wet lab inputs



Total market extrapolated from Twist's \$2.0B 2030 DNA-synthesis estimate using ~11% blended DSPS growth as a directional proxy.

Sources: William Blair Equity Research, Company websites

AI LABS DRIVE >\$3.5B INCREMENTAL INCREASE IN DNA DEMAND OVER THE NEXT 5 YEARS

MARKET SEGMENTED BY BUYER TYPE AND DEMAND DRIVER

Adjacent — not targeted today

 Dry lab model builders

 BioMap

 Boltz

 cradle

 OpenAI

 Tamarind Bio



Marketplaces

 amazon

 Tamarind Bio

Telesis Bio's addressable segment



Pharma model builders

 AstraZeneca

 Genentech

 Bristol Myers Squibb

 Lilly

 sanofi



Cloud labs

 A-ALPHA BIO

 Adaptyv

 GINKGO BIOWORKS

 SUBSTRATE

 VALEN



Wet lab full stack model builders

 absci.

 ANTHROPIC

 BigHat Biosciences

 L I L A

 Generate:Biomedicines

 xaira

The addressable segment:
Buyers running their own AI-driven wet-lab loop

THE PATH TO >\$3.5B IN INCREMENTAL DNA DEMAND



MODEL BUILDERS
focused on "improving the model"

Foundation model initial training

Samples needed per round

100k → 1m+ Ab

The math

- 10 companies
- × 10 rounds
- × 200k samples

= 20m Abs to screen

Foundation model generational improvement

Samples needed per round

1,000s → 100k+ Ab

The math

- 10 companies
- × 100 rounds
- × 20k samples

= 20m Abs to screen



USERS
focused on "finding a molecule"

Model fine tuning

Samples needed per run

1,000 → 10k+ Ab

The math

- 1,000 users
- × 10 rounds
- × 2k samples

= 20m Abs to screen

Iterative design

Samples needed per run

1,00s → 1,000s+ Ab

The math

- 10,000 users
- × 10 rounds
- × 100 samples

= 10m Abs to screen

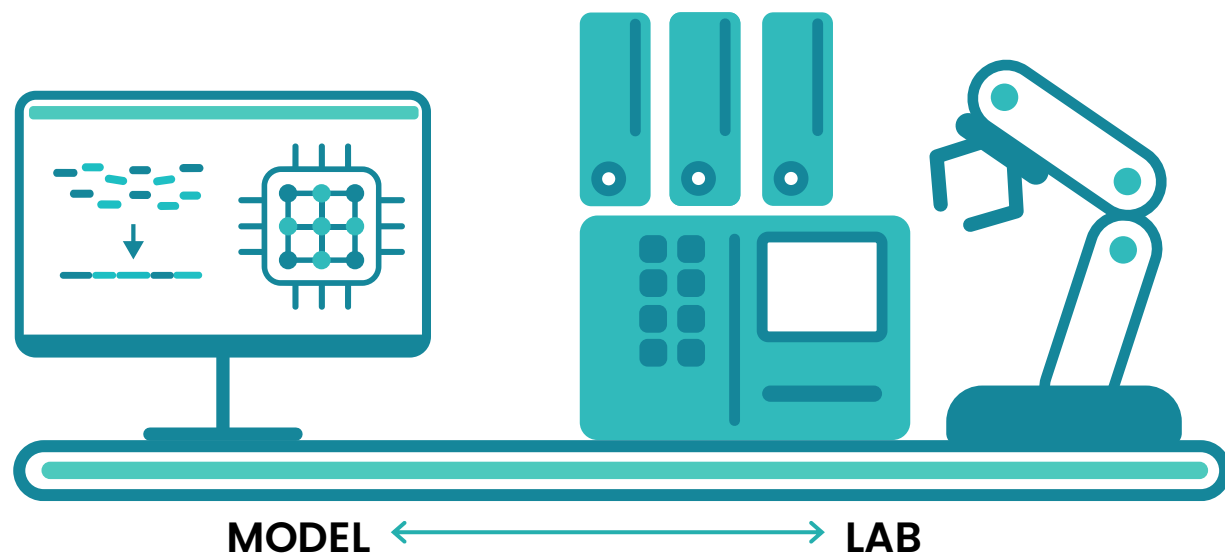
70M Abs to screen x ~\$50 per construct ≈ **>\$3.5b** incremental DNA demand over 5 years

AI + WET LAB IS THE NEW PARADIGM

AI models are tightly integrated
with wet lab capabilities

Lightning-fast DBTL cycles
are driving development of AI models

Outsourced DNA is a massive
bottleneck at scale



CUSTOMER EXAMPLE: HYPERSCALE CLOUD LAB

>2,000
genes/day

Throughput service providers can't reach
delivered on-premise with Telesis Bio

How we got there



Cloud lab hyper-scalers require massive DNA quantities with rapid delivery to produce data for AI validation



Entrenched service providers competing in the same market segment are an issue



On-premise design, synthesis, and automation delivering the scale, speed, and cost this program needed

**Massively scaling Ab production faster
at lower cost than service providers**

CUSTOMER EXAMPLE: FULL STACK AI NATIVE DRUG DISCOVERY

36 hrs

Sequence-to-DBTL

vs. 15-day TAT with service provider

delivered 10X faster on-premise with Telesis Bio

How we got there



Gut-stable antibody program needed a 36-hour TAT to keep pace with DBTL hypotheses



On-premise design, synthesis, and automation hit 36 hours — 5x faster than Twist

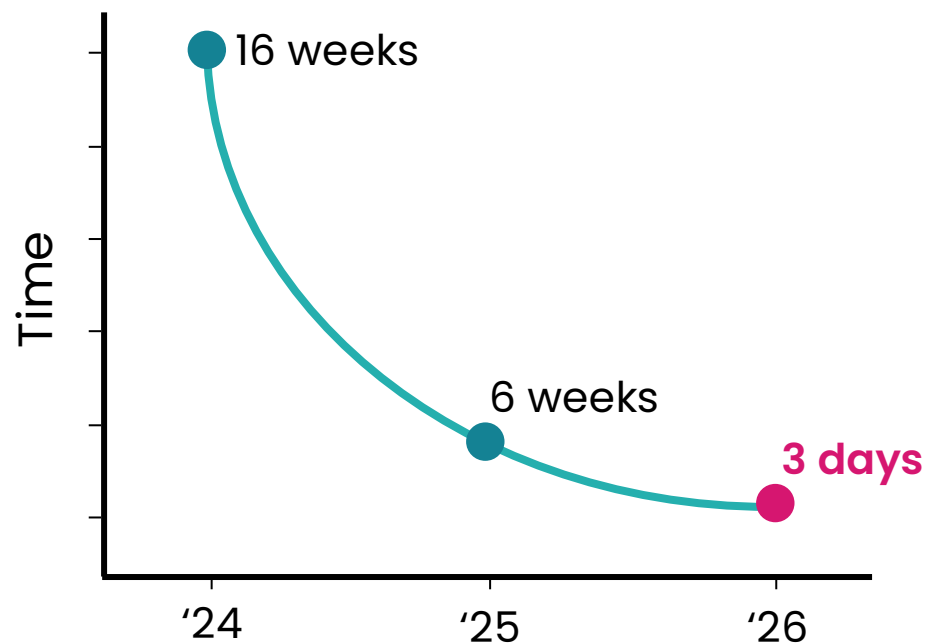


Service provider could only deliver a 15-day TAT

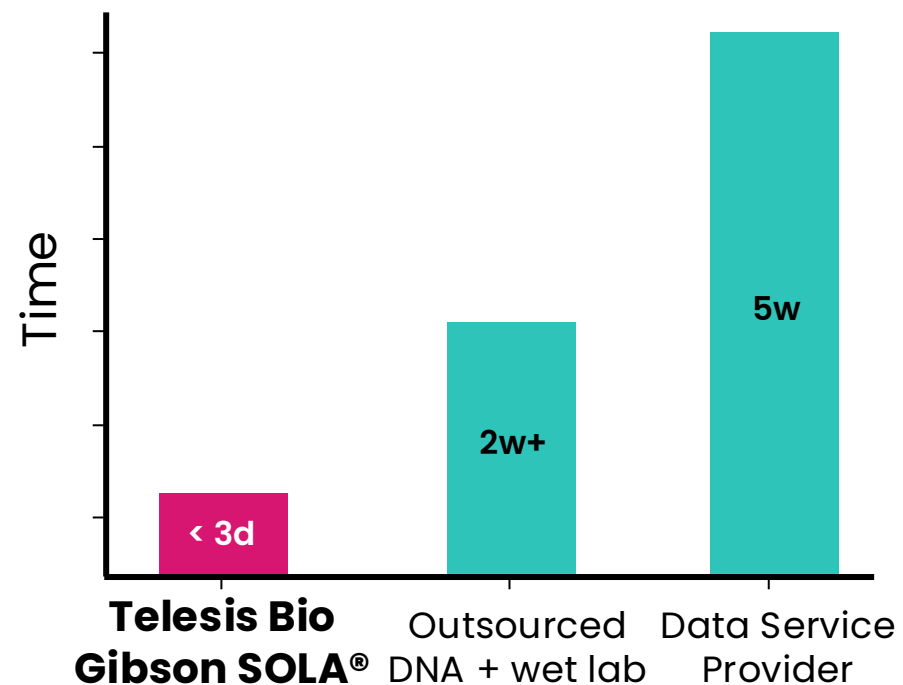
Delivering the fastest hypothesis-to-answer cycle possible

THE COMPANY WITH THE FASTEST LEARNING RATE WILL WIN THE AI DRUG DISCOVERY RACE

AI Labs need <1 week
sequence to data

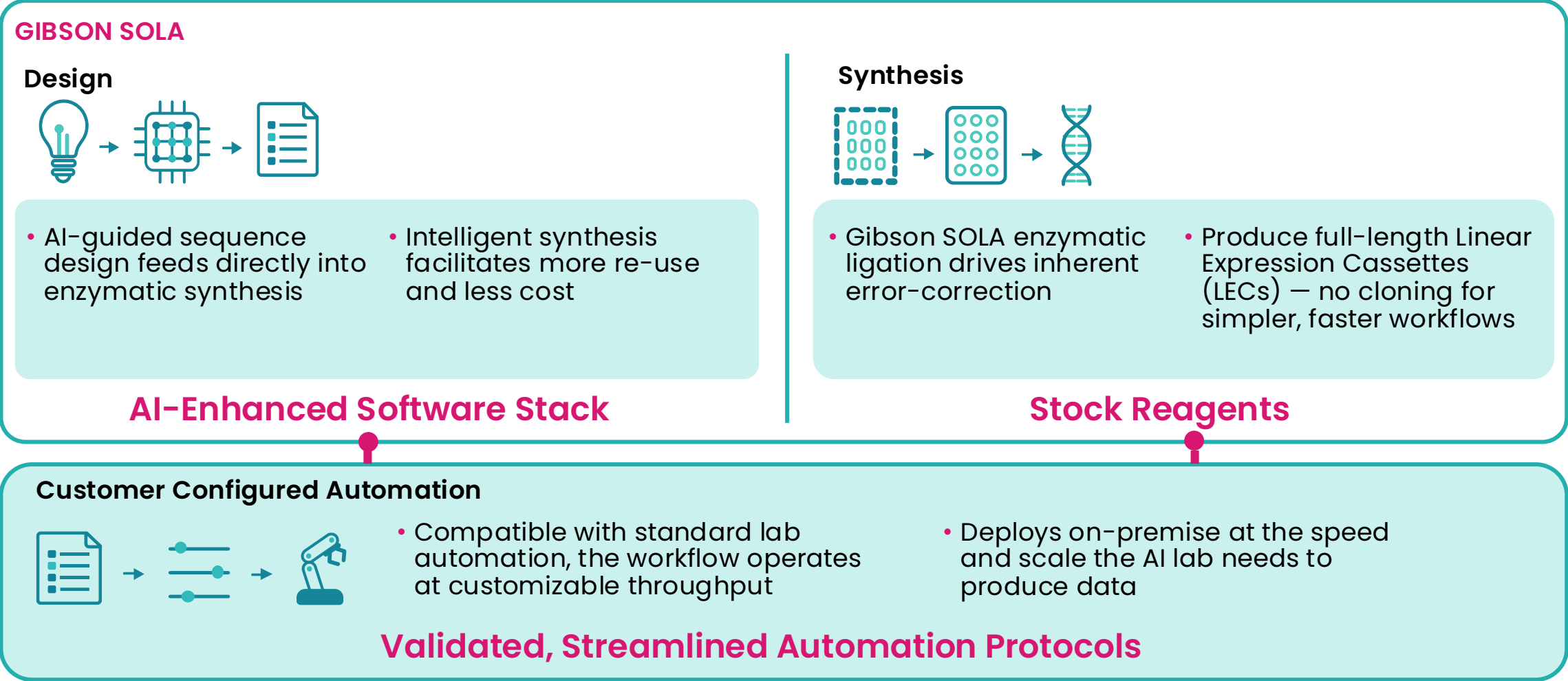


Only Gibson SOLA
can get them there



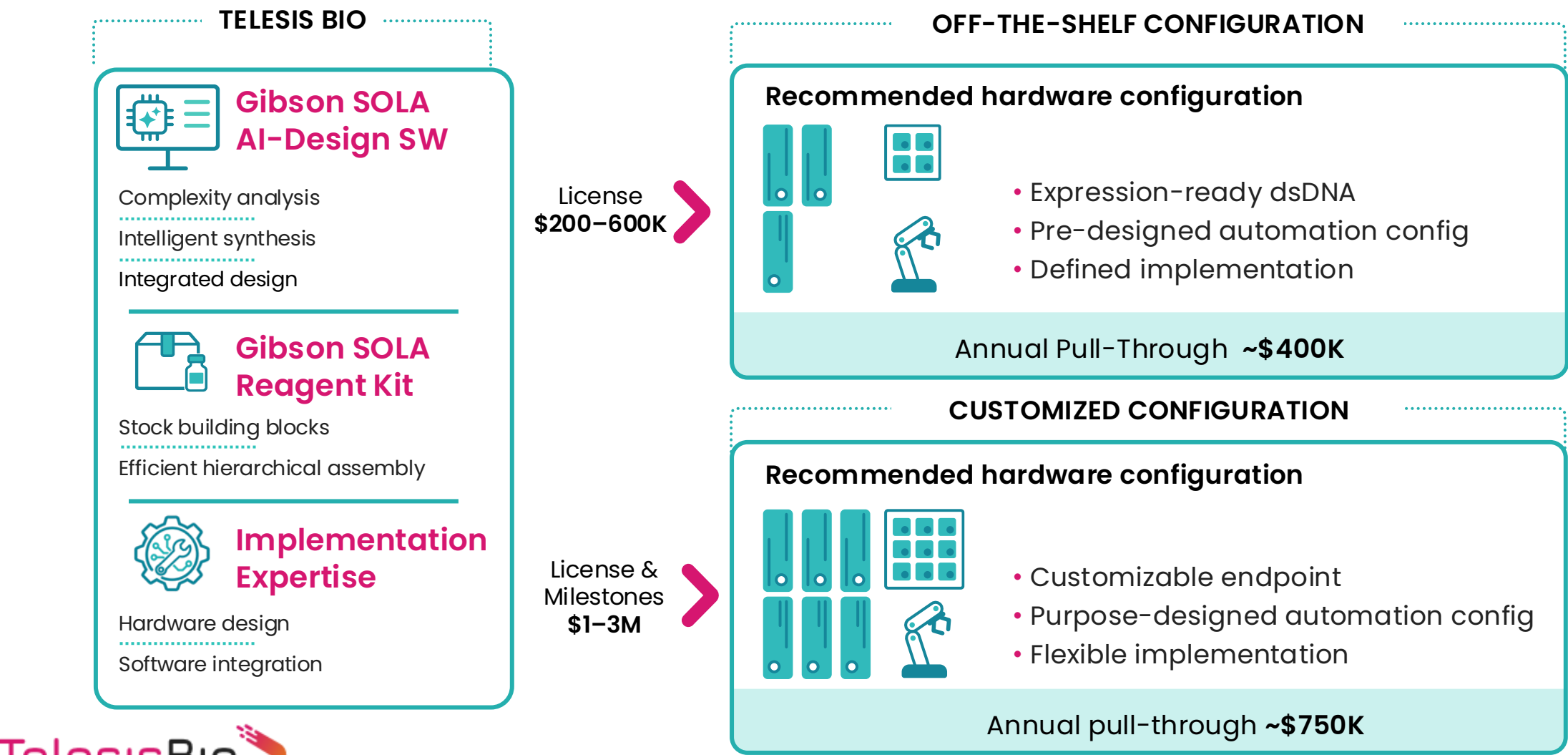
GIBSON SOLA PLATFORM UNLOCKS ONE INTEGRATED WORKFLOW

Design, synthesis, and configured automation as a comprehensive solution

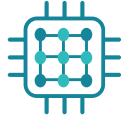


CONFIGURATIONS OF TELESIS BIO SOLUTIONS

Two packaged offerings for AI-native labs, priced for how they scale.



EVERY COMPETING APPROACH HITS A STRUCTURAL CEILING SOLA IS BUILT TO CLEAR



Hardware makers

DNASCRIP T E L E G E N

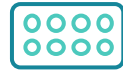
Where they fall short

- No path to vertical integration
- No throughput data at required AI-lab scale
- No route to ready-to-express LECs



Why Gibson SOLA wins

SOLA integrates AI-enabled sequence design through expression-ready construct, seamlessly



Reagent makers

Ribbon camena

Where they fall short

- Shipping reagents only
- No integrated automation solution
- Unable to deliver fully on-premise capability



Why Gibson SOLA wins

SOLA ships as pre-qualified, stock reagent kits for a defined hardware configuration — no integration risk, no shipping delay



Service providers

T W I S T GenScript IDT

Where they fall short

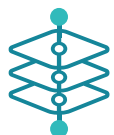
- No on-premise capability
- Scaling through centralized manufacturing only
- Decades-old technology unable to achieve needed cost/speed



Why Gibson SOLA wins

SOLA deploys on-premise – reducing overall synthesis costs, streamlining workflows, and accelerating time-to-results

TELESIS BIO IS THE BUILD ENGINE FOR AI LABS



INTEGRATED ON-PREM WORKFLOW

AI-enabled design through expression-ready constructs on standard automation



EXPRESSION-READY DNA IN A DAY

Remove the multi-day outsourced order-and-wait cycle



STRUCTURAL ECONOMICS + IP

Industry leading cost per construct on standard automation protected by 200+ patent

TELESIS BIO'S GIBSON SOLA UNLOCKS DNA AT THE SPEED OF AI

Thank You

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