10x GENOMICS

44th Annual J.P. Morgan Healthcare Conference

Serge Saxonov
CEO and Co-founder

January 12, 2026

Forward-Looking Statements

Certain statements in this presentation and the accompanying oral commentary are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 as contained in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which are subject to the “safe harbor” created by those sections. All statements, other than statements of historical facts, may be forward-looking statements. Forward-looking statements generally can be identified by the use of forward-looking terminology such as “may,” “might,” “will,” “should,” “expect,” “plan,” “anticipate,” “could,” “intend,” “target,” “project,” “contemplate,” “believe,” “see,” “estimate,” “predict,” “potential,” “would,” “likely,” “seek” or “continue” or the negatives of these terms or variations of them or similar terminology, but the absence of these words does not mean that a statement is not forward-looking. These forward-looking statements include statements regarding 10x Genomics, Inc.’s expected financial results, operations, the features, performance, capabilities, uses, costs, demand, opportunities, growth, drivers and adoption of current and potential future solutions, plans and expectations regarding entering the clinical and diagnostic markets, the timing and outcome of regulatory filings and approvals, as well as product roadmap, expected development directions and expected release of potential products. These statements are based on management’s current expectations, forecasts, beliefs, assumptions and information currently available. Actual outcomes and results could differ materially from these statements due to a number of factors and such statements should not be relied upon as representing 10x Genomics, Inc.’s views as of any date subsequent to the date of this press release. 10x Genomics, Inc. disclaims any obligation to update any forward-looking statements provided to reflect any change in our expectations or any change in events, conditions or circumstances on which any such statement is based, except as required by law. The material risks and uncertainties that could affect 10x Genomics, Inc.’s financial and operating results and cause actual results to differ materially from those indicated by the forward-looking statements made in this press release include those discussed under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in the company’s most recently-filed 10-K, 10-Q and elsewhere in the documents 10x Genomics, Inc. files with the Securities and Exchange Commission from time to time. Although we believe the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, performance or achievements. In light of the foregoing, investors are urged not to place undue reliance on any forward-looking statement or third-party data in reaching any conclusion or making any investment decision about any securities of the Company.

10x Genomics uses filings with the Securities and Exchange Commission, its website (www.10xgenomics.com), press releases, public conference calls, public webcasts and its social media accounts as means of disclosing material non-public information and for complying with its disclosure obligations under Regulation FD. The information contained on, or that may be accessed through, the Company’s website is not incorporated by reference into, and is not a part of, this presentation.

10x Genomics’ products are for research use only (RUO) and are not for use in diagnostic procedures. “10x”, “10x Genomics”, “Chromium” and “Xenium” are trademarks of 10x. 10x trademarks are the sole property of 10x, and are subject to legal protection in the United States and/or certain other countries. All other trademarks are the sole property of their respective owners.

Preliminary 2025 Results

~$599M
Full-Year 2025 Revenue
excl. $44M related to patent litigation settlements

~$166M
Q4 2025 Revenue

$520M+
Year-End 2025 Cash Balance

Solid Execution Despite a Challenging Environment

- Chromium consumables reactions **growth of more than 20%**
- **19% Spatial Consumables** revenue growth
- **Grew cash balance by over $100M** compared to year-end 2024
- Launched **multiple new products** across platforms
- **Advanced meaningful partnerships** within AI-driven biology and translational research applications

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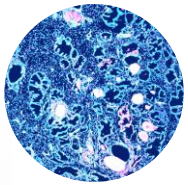
Note: All figures represent preliminary and unaudited results. Full-year 2025 Revenue was approximately $643 million, which includes $44 million related to patent litigation settlements in the first and second quarters. Cash includes cash, cash equivalents and marketable securities as of December 31, 2025.

Our Mission

Accelerate the mastery of biology to advance human health

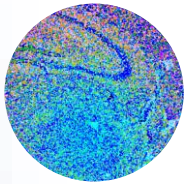
Biology Is Immensely Complex

And needs to be measured at large scale and high resolution



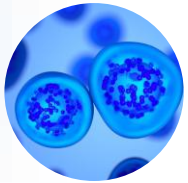
Enormous complexity within each cell

Interactions of millions of different molecules and molecular machines



40 trillion cells in the human body

Each cell contains its own set of expressed genes



Cells form tissues, which form organs

Each tissue comprises a large diversity of cells and cell types

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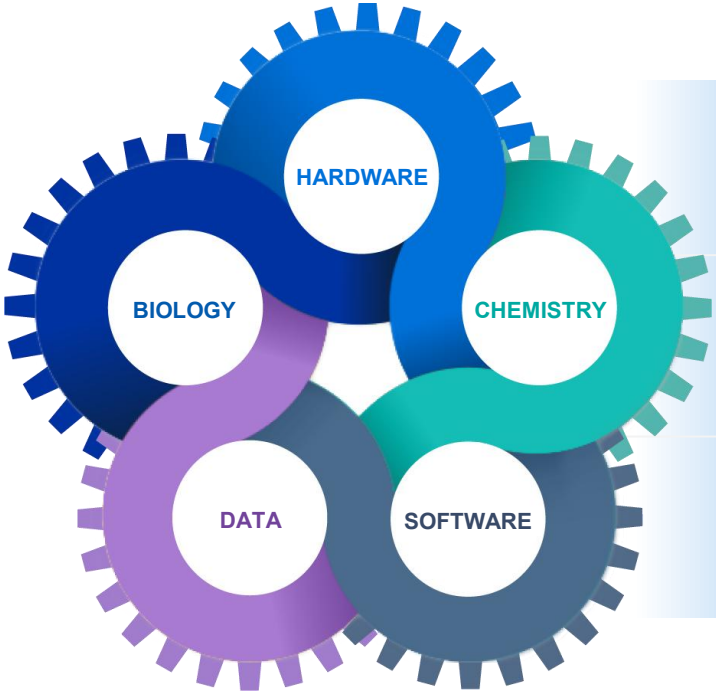
The 10x Innovation Engine



3 Category-Defining Platforms

35+ Major Products Launched Over the Last 10 Years

2,700+ Patents and Applications

Biology Can Only Be Understood at the Cellular Level

Bulk Analysis

Measure mixtures which misses underlying biology

Single Cell Analysis

Compile the parts list of human biology

Spatial Analysis

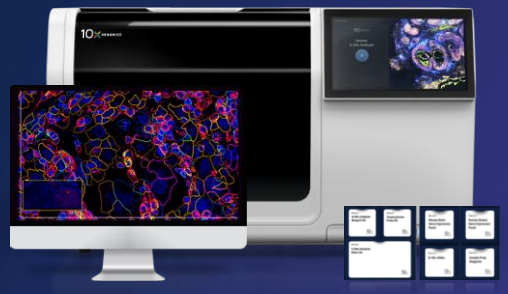
Understand how the parts fit together

10x Is Powering the Single Cell and Spatial Revolutions

Single Cell | $6B SAM

Chromium

Spatial | $7B SAM



Xenium

Visium

Instruments, consumables and software to measure biology at large scale and unprecedented resolution

Note: Market opportunity based on third-party analysis and management estimates. Life science research serviceable addressable market (SAM) represents life science labs using single cell, spatial or adjacent techniques assumed to adopt single cell or spatial solutions at current experimental spend levels.

Scaled Infrastructure to Support Customers Around the World

Dedicated and specialized sales team

200+ commissionable salesforce

Deep in-field expertise

160+ technical specialists

Large ecosystem of users

Manufacturing capabilities built to scale

Global operations and supply chain

Best-in-class customer service and support

Leading Net Promoter Scores

Comprehensive bioinformatics resources

Team of specialists

Deep repository of tutorials and protocols

Consistent, high-quality production systems

Global business continuity

ISO 9001 certified

ISO 13485 expected in 2026

Fueling Discoveries Across Life Sciences

10,000+

CUSTOMER PAPERS

in high-impact journals

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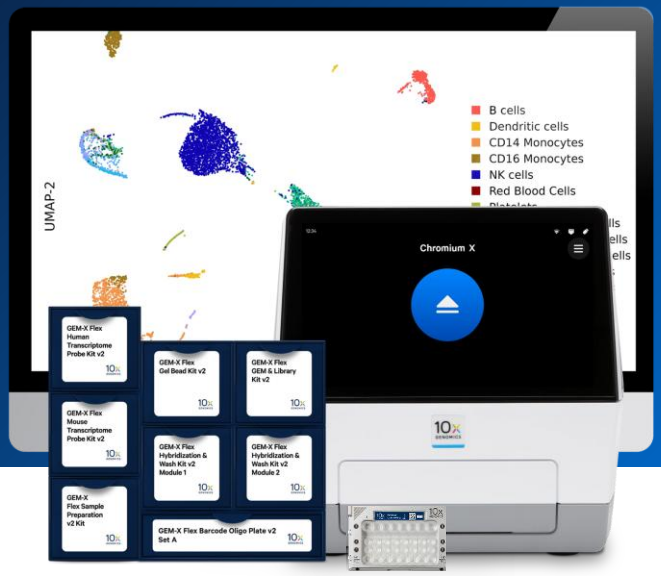
Chromium: Powering the Next Generation of Single Cell



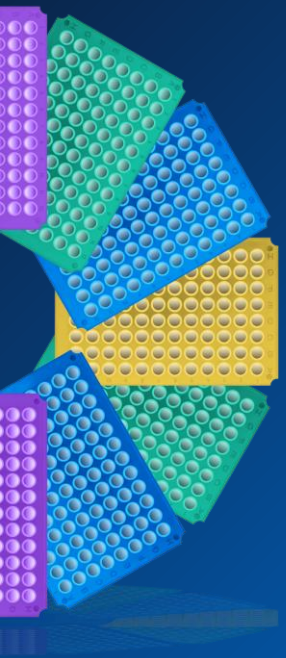
- **Catalyzed single cell revolution**
- **Best performance**, data quality and ease of use
- **Largest ecosystem** of researchers and service providers
- **Broadest menu** of assays and applications
- **Transformational product launches** setting a new standard for performance, scale and cost

6,400+
Cumulative Chromium Instruments Sold

10+
Single Cell Assays In Portfolio

Note: Cumulative Chromium instruments sold and number of single cell assays in portfolio are as of December 31, 2025.

The Apex of Single Cell: Chromium Flex



Exceptional Performance
Only chemistry compatible with FFPE and fixed blood

Scale
Plate-based throughput, with up to 100M cells per week

Cost
Single cell at prices comparable to bulk sequencing

Optimized Workflow
Longitudinal, distributed sample collection

Most popular single cell assay

"The new 384-plex Flex assay from 10x Genomics **is a game changer — enabling the profiling of millions of cells at a fraction of the cost."**

Peter Skene, PhD
Senior Director, High Resolution Immunology at the Allen Institute

"The next generation of the Flex assay delivers 10x's most streamlined and robust single cell profiling to date**… a powerful enabler for accelerating drug discovery and development."**

Stephen Christensen
Senior Principal Scientist, Immunology at Pfizer

Leading the Spatial Revolution

- **Largest ecosystem** with the most widely adopted platforms
- **Highest performance** and undisputed leader in numerous bake-offs
- **Simplest workflow and robust protocols,** streamlining samples to insights

1,500+

Cumulative Spatial Instruments Sold

1,000+

Spatial Publications in High-Impact Journals

Note: Cumulative Spatial instruments sold and publications are as of December 31, 2025.

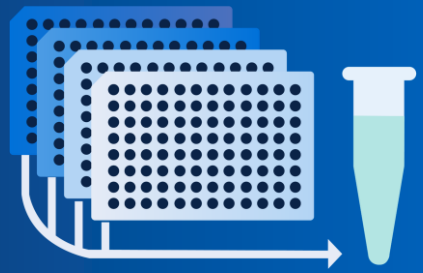
Product Development Imperatives to Drive Growth

Measure More Biology

- More analytes, applications and multiomics
- Higher resolution, sensitivity and multiplexing
- More scale, throughput, cells and tissues

Simplify Workflows

- Workflow robustness, experimental logistics
- Sample prep and sample breadth
- Data processing and analysis
- Agentic AI and insight generation



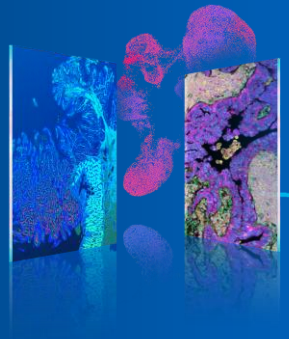
Lower Cost

- Lower cost per cell, tissue area, sample, experiment and project

Mastering Biology with 10x and AI

Large-Scale Data
Molecules, Cells, Tissues

10x Experiments



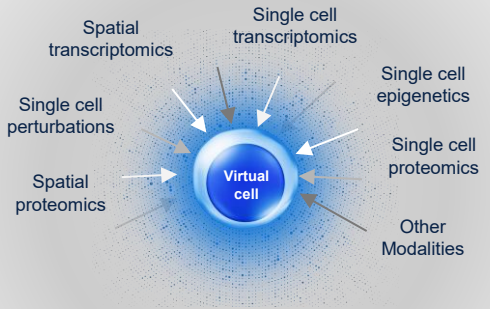
AI Models

Accelerate

Understanding of biology • Creation of new medicines • Development of new diagnostics

Virtual Cells Are The Next Frontier of AI and Biology

Virtual Cell Is an AI Foundation Model



Biological Predictions in silico

Cell
A Cell Press journal

How to build the virtual cell with artificial intelligence: Priorities and opportunities

Charlotte Bunne [1,2,3,4,50] · Yusuf Roohani [1,3,5,50] · Yanay Rosen [1,3,50] · … · Emma Lundberg [3,6,7,48] ✉ · Jure Leskovec [1,3] ✉ · Stephen R. Quake [3,7,49]

Cell
A Cell Press journal

Building the next generation of virtual cells to understand cellular biology

Graham T. Johnson [1], Eran Agmon [2], Matthew Akamatsu [3], Emma Lundberg [4,5,6,7], Blair Lyons [1], Wei Ouyang [4], Omar A. Quintero-Carmona [8], Megan Riel-Mehan [1], Susanne Rafelski [1], Rick Horwitz [1] ✉

Science

The Silicon Cell–AI cell models could transform biomedicine–if they work as promised

Microsoft

Can AI learn the language of biology to reimagine medicine?

Chan Zuckerberg Initiative

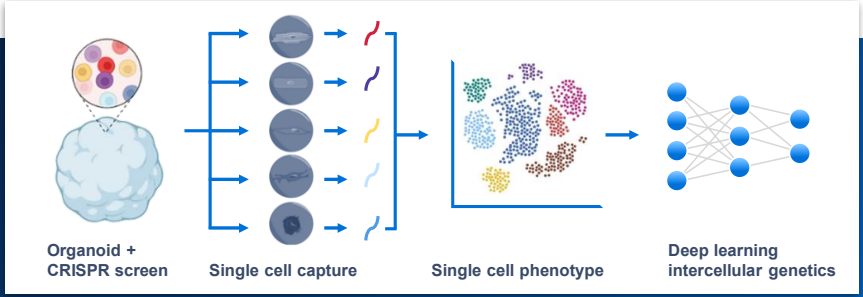
CZI and NVIDIA Accelerate Virtual Cell Model Development for Scientific Discovery

The Atlantic

A Virtual Cell Is a 'Holy Grail of Science. It's Getting Closer.

Bunne, C., et al. (2024). How to build the virtual cell with artificial intelligence: Priorities and opportunities. Cell 187, 7045–7063. DOI: https://doi.org/10.1016/j.cell.2024.11.015.
Johnson, G.T., et al. (2023). Building the next generation of virtual cells to understand cellular biology. Biophysical Journal 122, 3560-3569. DOI: https://doi.org/10.1016/j.bpj.2023.04.006.

Large-Scale Perturbation Data Fuels Virtual Biology Models



- Scalable approach for understanding gene function, mapping regulatory networks and determining causality
- Massively parallel experimentation, discovery of drug targets and testing of potential interventions
- Millions to hundreds of millions of cells per experiment
- Big wave in academia and biopharma

Cell
A Cell Press journal

Toward a foundation model of causal cell and tissue biology with a Perturbation Cell and Tissue Atlas

Jennifer E. Rood · Anna Hupalowska · Aviv Regev

"We now envision a Perturbation Cell Atlas as a generative causal foundation model to unify human cell biology."

Rood, J.E., et al. (2024). Toward a foundation model of causal cell and tissue biology with a Perturbation Cell and Tissue Atlas. Cell 187, 4520–4545. DOI: https://doi.org/10.1016/j.cell.2024.07.035.

10x Uniquely Delivers the Best Data for Virtual Biology

Massive Scale
Billions of cells to train and validate AI models

Robustness
Consistent, reproducible performance across samples and studies

High Quality
Reliable, biologically meaningful data

Select Partners Building on 10x Genomics Data

Arc Institute · immunai · xaira · Chan Zuckerberg Initiative · GLADSTONE INSTITUTES

"We're leveraging 10x Genomics' Flex v2 platform to sequence hundreds of millions of cells as part of our Virtual Cell Initiative. The resolution and flexibility of Flex v2 allows us to **generate the high-dimensional datasets essential for training AI models** that are laying the foundation for a new generation of therapeutic discovery, where we can predict how cells will respond to perturbations before entering the lab or clinic."

Hani Goodarzi
Arc Institute Core Investigator

Partnership With Cancer Research Institute: Building a Discovery Engine to Advance Immuno-Oncology With AI

CRI Cancer Research Institute™

"Now, with 10x Genomics, we're further delivering on our vision for data by **building the kind of high-resolution immune atlas that can redefine how cancer is prevented and treated."**

Alicia Zhou, Ph.D
Chief Executive Officer of CRI

- AI-ready immuno-oncology data engine powered by 10x
- Generating high-resolution molecular data from **20,000+ samples** across leading immuno-oncology labs
- Using **Chromium and Xenium to profile over 500 million cells** and generate standardized, reproducible data
- Uncovering immune mechanisms, predicting therapeutic response and informing next-generation immunotherapies and cancer vaccines

Translational Research Is a Key Growth Driver in Single Cell and Spatial

Large Opportunity

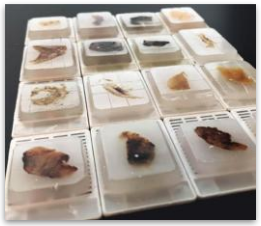
- Study of clinical sample cohorts to discover drug targets and signatures that inform diagnostics, prognostics and therapy selection
- Utilizes large numbers of high-value samples

The Time is Now

- Growing unmet need across many categories including cancer, autoimmunity, infectious diseases
- Increasing evidence of the value of Single Cell and Spatial
- Technologies have advanced to be deployed robustly at scale

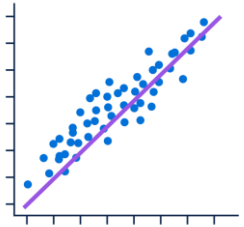
10x Toolset Built and Optimized for Translational Research

Performance in Archival Samples



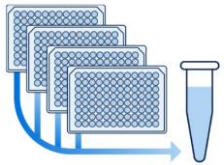
- ✓ Obtain high-quality data from FFPE
- ✓ Conduct retrospective studies with archival sample
- ✓ Multi-omic capability to enable therapeutic insights

Robust, Reproducible Assays



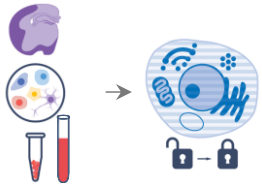
- ✓ Highly-sensitive probe-based chemistry
- ✓ Low false positive rate from 2-sided probe design
- ✓ Detect more genes for enhanced biomarker discovery

High Sample Numbers



- ✓ Efficiently batch and process samples with 96-well plates
- ✓ High throughput
- ✓ Large slide capture areas

Multi-Site Logistics



- ✓ Preserve fragile biology with robust fixation
- ✓ Directly fix whole blood
- ✓ Easily store and transport with optional stopping points

10X GENOMICS

Powering Translational Studies

Just Announced

CareDx®

Collaboration to establish ImmuneScape™, a multiomics research initiative designed to **decode transplant rejection biology and therapeutic response**

CLISEQ

YEDA

Investigating the use of peripheral scRNA-seq as a **minimally invasive alternative for blood disorder diagnosis across >1,500 participants** in the PERIBLOOD trial

astra
Asia-Pacific Spatial Translational Research Alliance

Pan-cancer spatial atlas mapping tumor–immune communication across **2,000 samples** within the Asia-Pacific ASTRA consortium to advance precision oncology across the region

immunai

Collaboration to build the world's largest single cell dataset derived from a single cohort of **>1,000 immunotherapy patients**

mosaic
an owkin initiative

Spatial **multiomics data from ~7,000 patients** to ID new disease biology, patient subtypes, biomarkers, and drug types

Agency for Science, Technology and Research
SINGAPORE

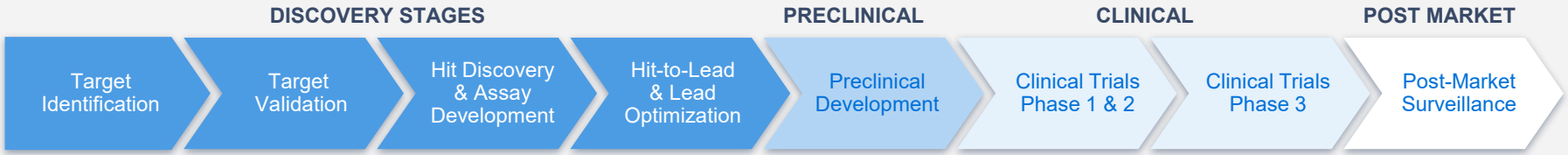
AI-driven spatial analysis of **thousands of samples** to accelerate drug target discovery and enable precision medicine for cancer and inflammatory diseases

THE FRANCIS CRICK INSTITUTE

Consortium of universities, hospitals and industry to study **6,000 cancer patients** and determine why certain patients respond to immunotherapy while others do not

…and many others

Value Across the Drug Development Continuum



Value of Single Cell and Spatial

Is the drug hitting the right cells and pathways?	Who responds and why?	Who benefits most from the treatment?

Current pharma penetration ($) → **2026 and beyond ($$$)**

Building on 10x Success to Advance Future Diagnostic Applications

Customer-Driven Path

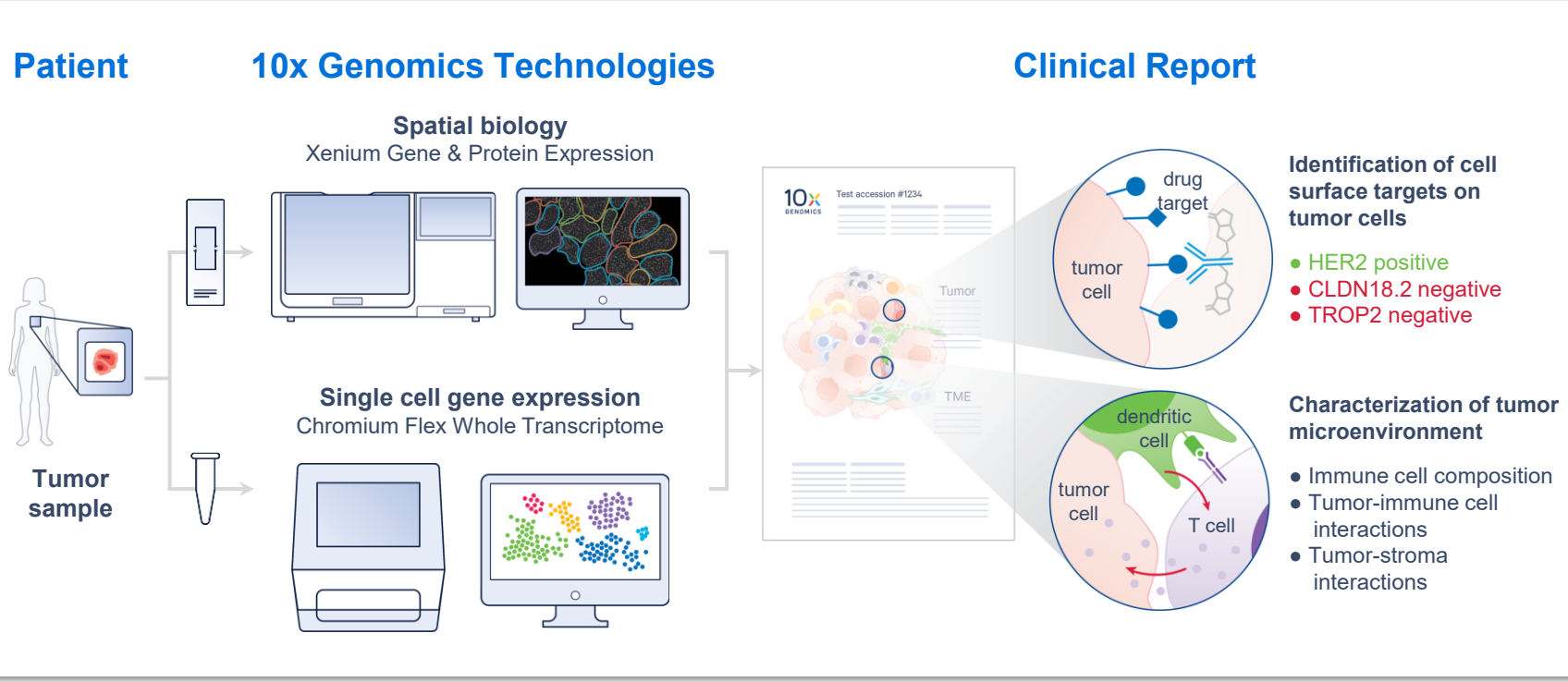
Continue to support customers with translational research and development of future clinical applications

10x-Driven Path

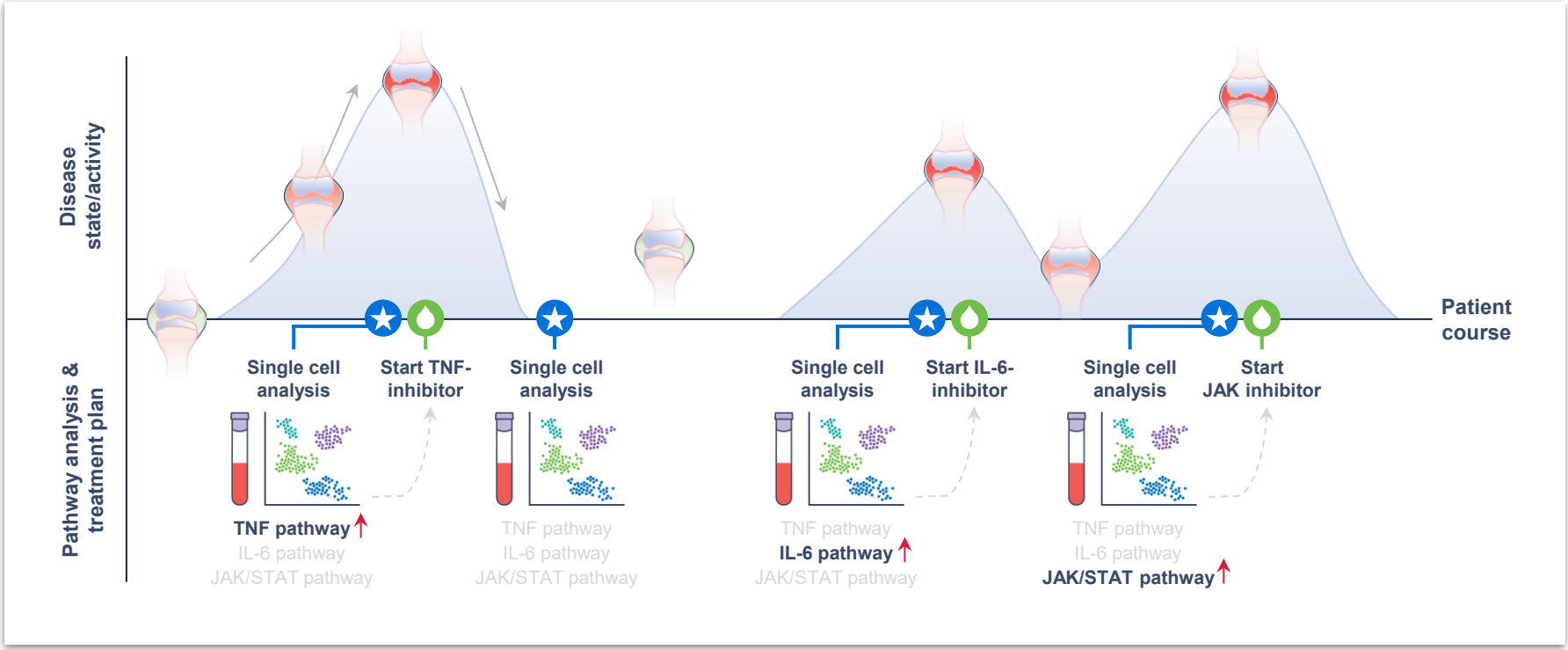
Embark on 10x-led clinical evidence generation and diagnostic test implementation in the highest-impact indications

Develop internal CLIA lab capabilities

Oncology Therapy Selection With Spatial and Single Cell Tumor Tissue Profiling



Precision Medicine for Autoimmune Disease Using Blood Single Cell Monitoring



Key Academic Collaborations for Novel Diagnostics Development in Cancer and Autoimmune Disease

Dana-Farber Cancer Institute

Identify biomarkers linked to treatment response for the next generation of cancer therapies and define a clinical reporting framework to power precision oncology

"Integrating high-resolution tumor profiling with clinical outcomes allows us to study treatment response and resistance across solid tumors, generating insights that can inform future clinical applications."

Himisha Beltran, MD
Director of Translational Research in Medical Oncology at Dana-Farber

Brigham and Women's Hospital
Founding Member, Mass General Brigham

Single cell profiling of peripheral blood to map immune signatures across 1,000 patients, revealing disease activity and treatment response patterns that can inform clinical care

"By incorporating single-cell genomics into routine clinical workflow, our goal is to transform the care of patients with autoimmune disease and enable personalized medicine in rheumatology."

Dr. Kevin Wei, MD, PhD
Co-Director, Brigham and Women's Hospital Center for Cellular Profiling

Key Takeaways

1. 10x is the leader at the nexus of foundational technologies and large markets

2. Innovation engine and leadership drive sustained competitive differentiation

3. Multiple pillars of robust growth ahead with expansion opportunities in mainstream biology research, AI-driven science and translational applications

4. Scaled organization with a strong balance sheet and ability to invest for future growth