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# Grow with Ginkgo

## J.P. Morgan Healthcare Conference

**Jason Kelly**

Co-Founder & CEO

January 16, 2026 10:30AM Pacific



# Disclaimer

## Forward-Looking Statements

This presentation, the conference call and webcast contain certain forward-looking statements within the meaning of the federal securities laws, including statements regarding our plans, including with respect to technology adaptations to meet our customers' needs, strategies, including with respect to our current expectations, operations and anticipated results of operations, both business and financial, including the timing for attaining Adjusted EBITDA breakeven, impacts of our restructuring, potential customer success, including successful application of our offerings by our customers, expected benefits from our strategic partnerships, and expectations with regard to revenue, including our ability to meet all milestones and achieve the maximum revenue available under certain of our customer arrangements, expenses, our full year 2025 outlook, and the market environment, all of which are subject to known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements, market trends, or industry results to differ materially from those expressed or implied by such forward-looking statements. These forward-looking statements generally are identified by the words "believe," "can," "project," "potential," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual future events to differ materially from the forward-looking statements in this document, including but not limited to: (i) our ability to realize near-term and long-term cost savings associated with our site consolidation plans, including the ability to terminate leases or find sub-lease tenants for unused facilities, (ii) volatility in the price of Ginkgo's securities due to a variety of factors, including changes in the competitive and highly regulated industries in which Ginkgo operates and plans to operate, variations in performance across competitors, and changes in laws and regulations affecting Ginkgo's business, (iii) the ability to implement business plans, forecasts, and other expectations, and to identify and realize additional business opportunities, including with respect to our solutions and tools offerings, (iv) the risk of downturns in demand for products using synthetic biology, (v) the uncertainty regarding the demand for passive monitoring programs and biosecurity services, (vi) changes to the biosecurity industry, including due to advancements in technology, emerging competition and evolution in industry demands, standards and regulations, (vii) the outcome of any pending or potential legal proceedings against Ginkgo, (viii) our ability to realize the expected benefits from and the success of our Foundry platform programs and Codebase assets, (ix) our ability to successfully develop engineered cells, bioprocesses, data packages or other deliverables, (x) the product development, production or manufacturing success of our customers, (xi) our exposure to the volatility and liquidity risks inherent in holding equity interests in other operating companies and other non-cash consideration we may receive for our services, (xii) the potential negative impact on our business of our restructuring or the failure to realize the anticipated savings associated therewith and (xiii) the uncertainty regarding government budgetary priorities and funding allocated to government agencies, including potential adverse effects from the U.S. government shutdown. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties described in the "Risk Factors" section of Ginkgo's annual report on Form 10-K filed with the U.S. Securities and Exchange Commission (the "SEC") on February 25, 2025 and other documents filed by Ginkgo from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and Ginkgo assumes no obligation to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. Ginkgo does not give any assurance that it will achieve its expectations.

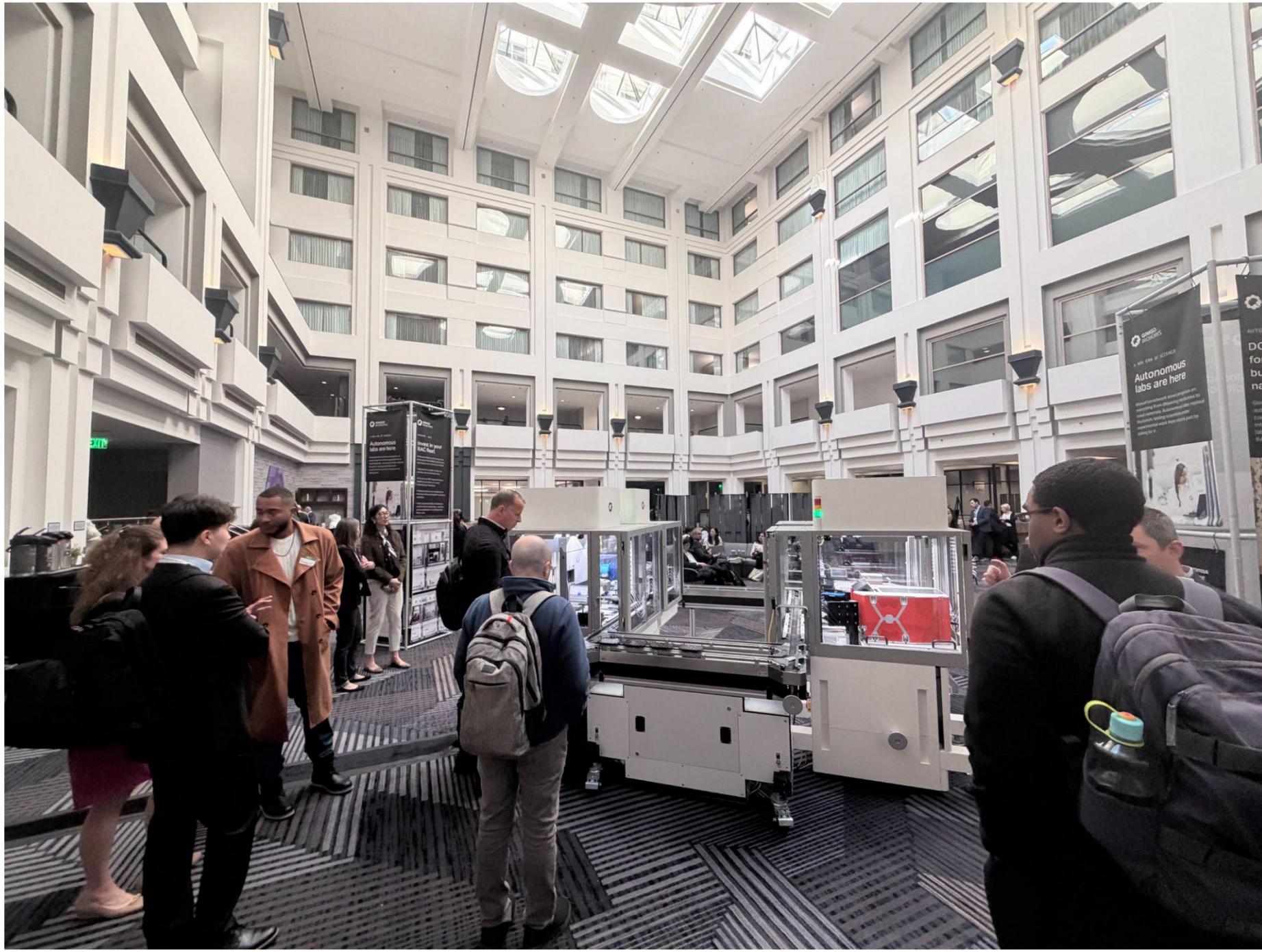
## INDUSTRY AND MARKET DATA

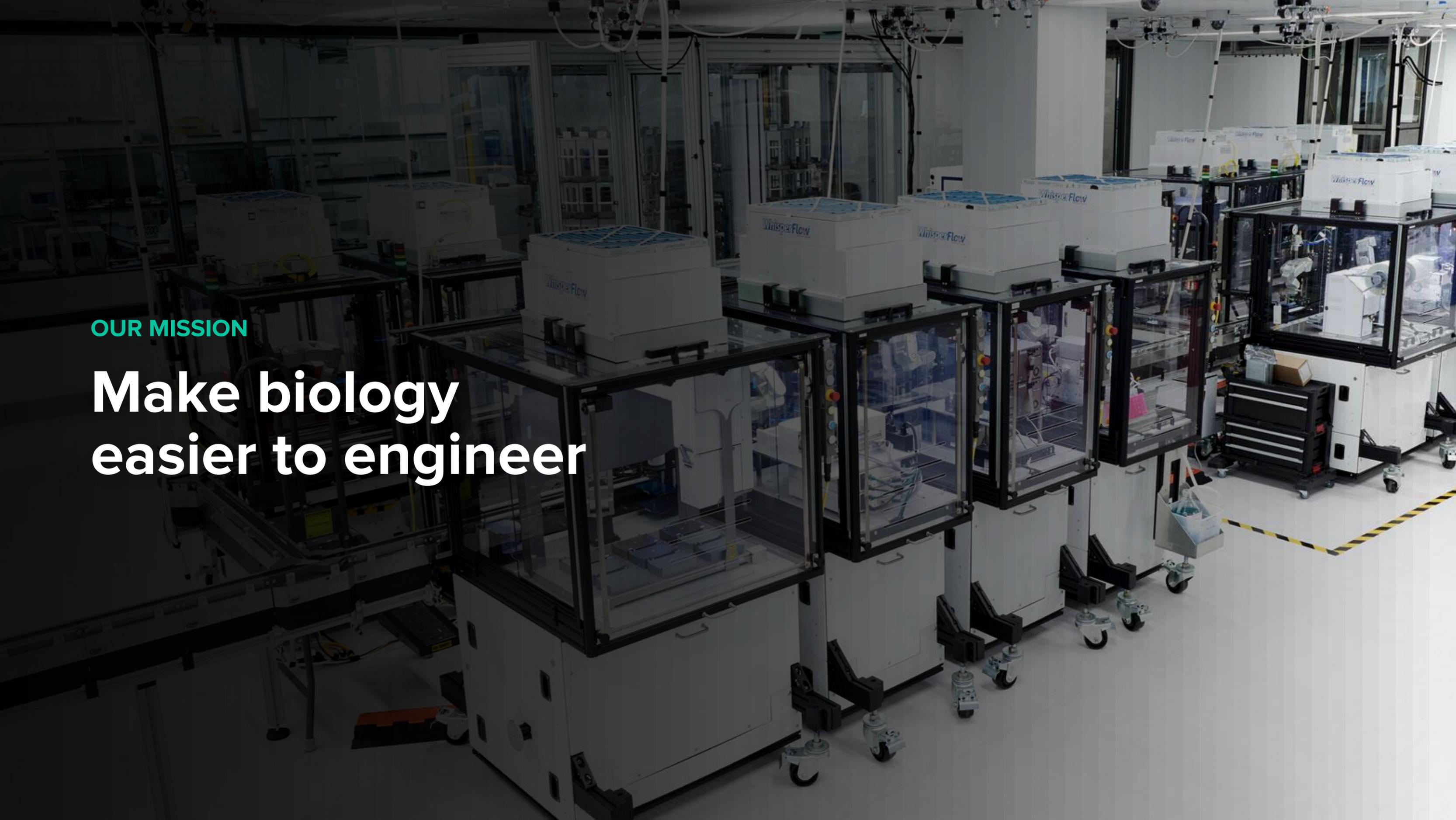
In this presentation, Ginkgo relies on and refers to certain information and statistics regarding the markets and industries in which Ginkgo competes. Such information and statistics are based on Ginkgo management's estimates and/or obtained from third-party sources, including reports by market research firms and company filings. While Ginkgo believes such third-party information is reliable, there can be no assurance as to the accuracy or completeness of the indicated information, and Ginkgo has not independently verified the accuracy or completeness of the information provided by the third-party sources.

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OUR MISSION

**Make biology  
easier to engineer**

# Ginkgo Joins Genesis Project to Build a \$47 Million Autonomous Robot Lab

Mohamed Soufi • Dec 9, 2025

SOURCES: PNNL + Synbiobeta



## We believe...

**1**

**Autonomous labs will transform biotechnology.**

**2**

**What does an autonomous lab look like?**

**3**

**We will sell autonomous labs in two ways: you can buy RACs and build your own or you can buy our services that use Ginkgo's in-house autonomous labs.**



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## 150 Extra Engineers

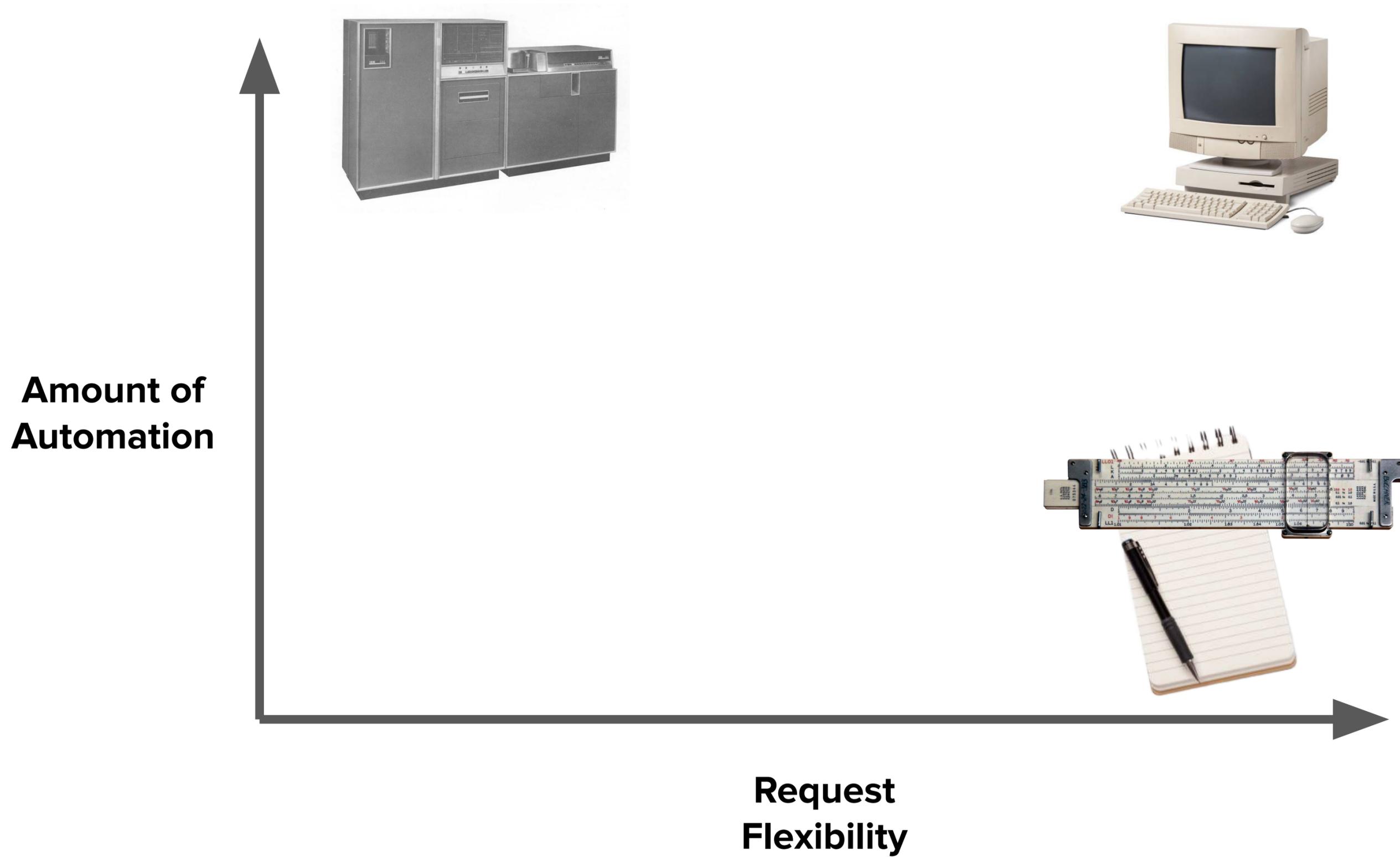
An IBM Electronic Calculator speeds through thousands of intricate computations so quickly that on many complex problems it's like having 150 EXTRA Engineers.

No longer must valuable engineering personnel . . . now in critical shortage . . . spend priceless creative time at routine repetitive figuring.

Thousands of IBM Electronic Business Machines . . . vital to our nation's defense . . . are at work for science, industry, and the armed forces, in laboratories, factories, and offices, helping to meet urgent demands for greater production.

**IBM**  
INTERNATIONAL BUSINESS MACHINES

# High levels of automation w/ high flexibility change the world

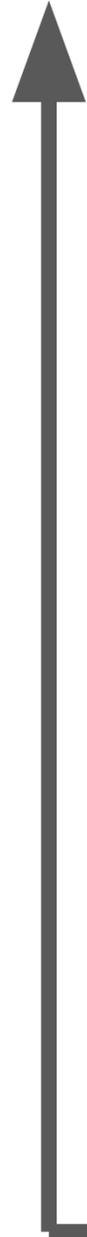


**Amount of  
Automation**



**Request  
Flexibility**

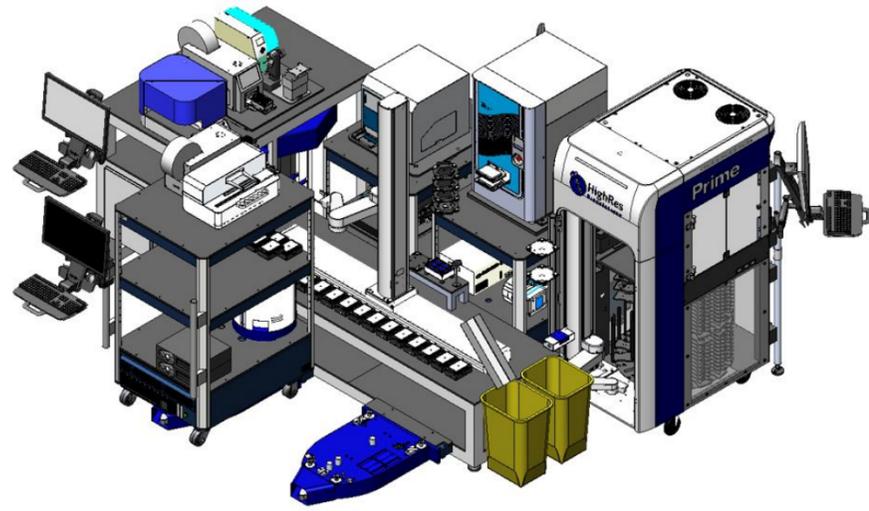
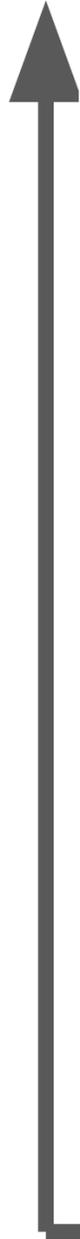
**Amount of  
Automation**



**Request  
Flexibility**



**Amount of  
Automation**



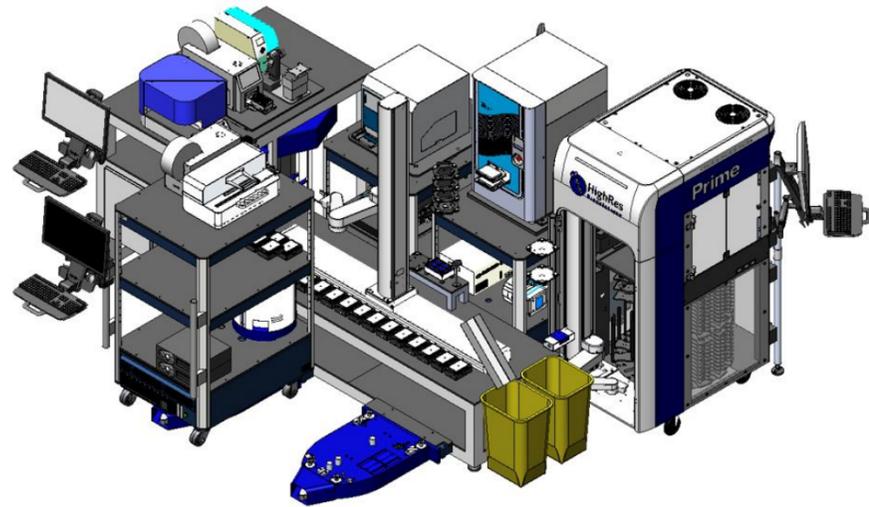
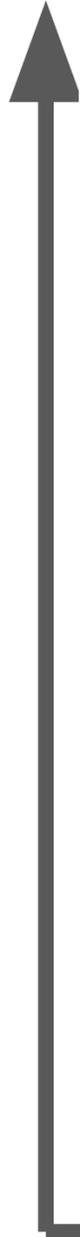
Traditional  
Automation  
Workcell



**Request  
Flexibility**



**Amount of  
Automation**



Traditional  
Automation  
Workcell



Ginkgo  
Autonomous  
Lab



**Request  
Flexibility**



## **Key Technical Question:**

How do you get both high automation and high flexibility without human hands in the lab?

## We believe...

1

Autonomous labs will transform biotechnology.

2

What does an autonomous lab look like?

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3

We will sell autonomous labs in two ways: you can buy RACs and build your own or you can buy our services that use Ginkgo's in-house autonomous labs.



**An Autonomous lab must allow for the same work you do in a traditional, manual biotechnology lab.**





**IF YOU ARE A  
PHD SCIENTIST AT THE  
LAB BENCH**



**YOU'RE GONNA SPEND A  
LOT OF TIME DOING  
STUFF THAT LOOKS LIKE  
THIS**





**IF YOU ARE A  
PHD SCIENTIST AT THE  
LAB BENCH**



**YOU'RE GONNA SPEND A  
LOT OF TIME DOING  
STUFF THAT LOOKS LIKE  
THIS**

- A. Pipetting liquids
- B. Moving samples to different lab equipment
- C. Inputting the setting on the lab equipment for your particular experiment



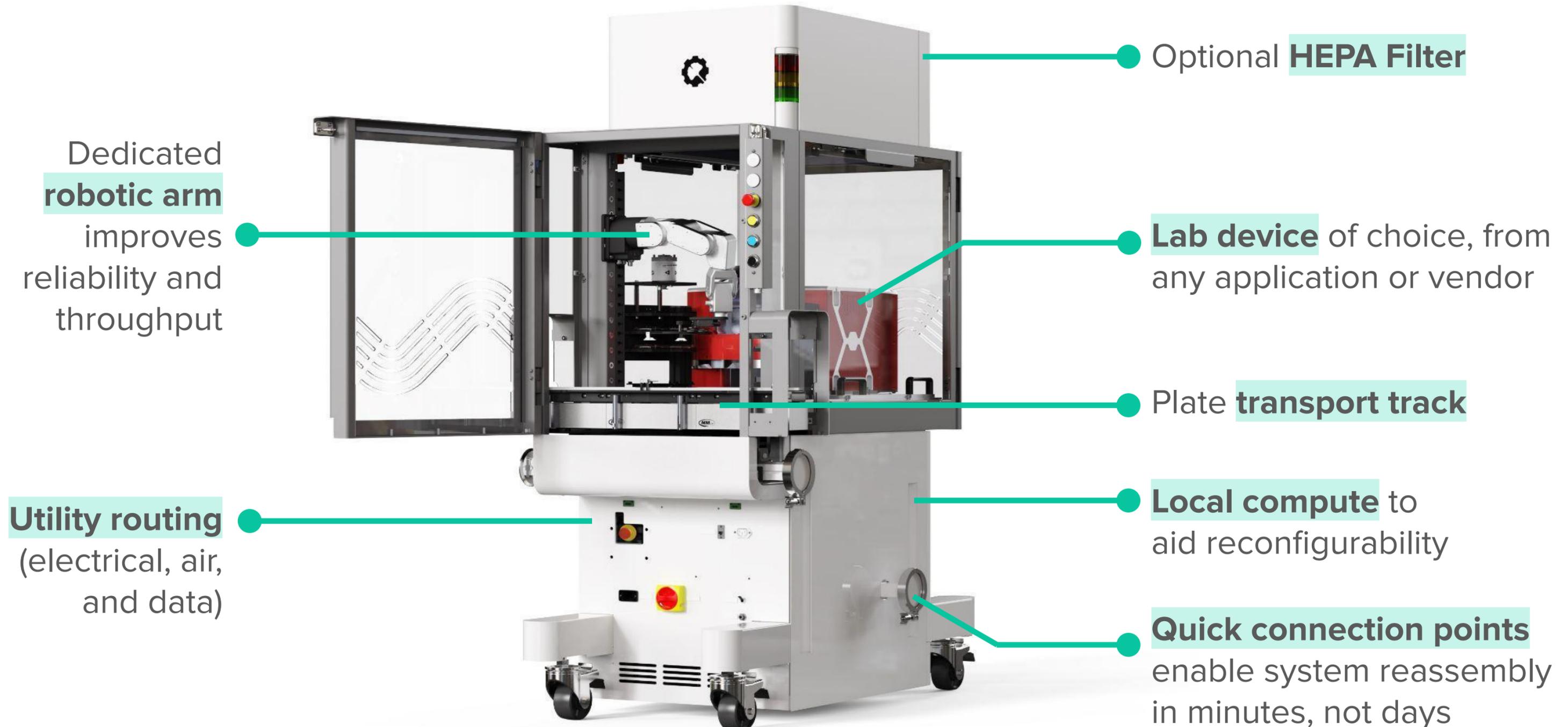
To replace traditional labs, an Autonomous lab must deliver:

1. Reliable liquid handling that easily programmable
2. Reliable material transport to any device
3. Parameterized control of devices
4. Support for as many devices in a single setup as you would have in a traditional lab
5. Support parallel work, handle 10-100s of parallel protocol requests from scientists that change daily
6. As easy for scientists to use as the lab bench

This is very technically demanding for both hardware and software and traditional automation workcells cannot deliver it.



# RACs (reconfigurable automation carts) and Ginkgo's Catalyst software stack allow customers to build autonomous labs



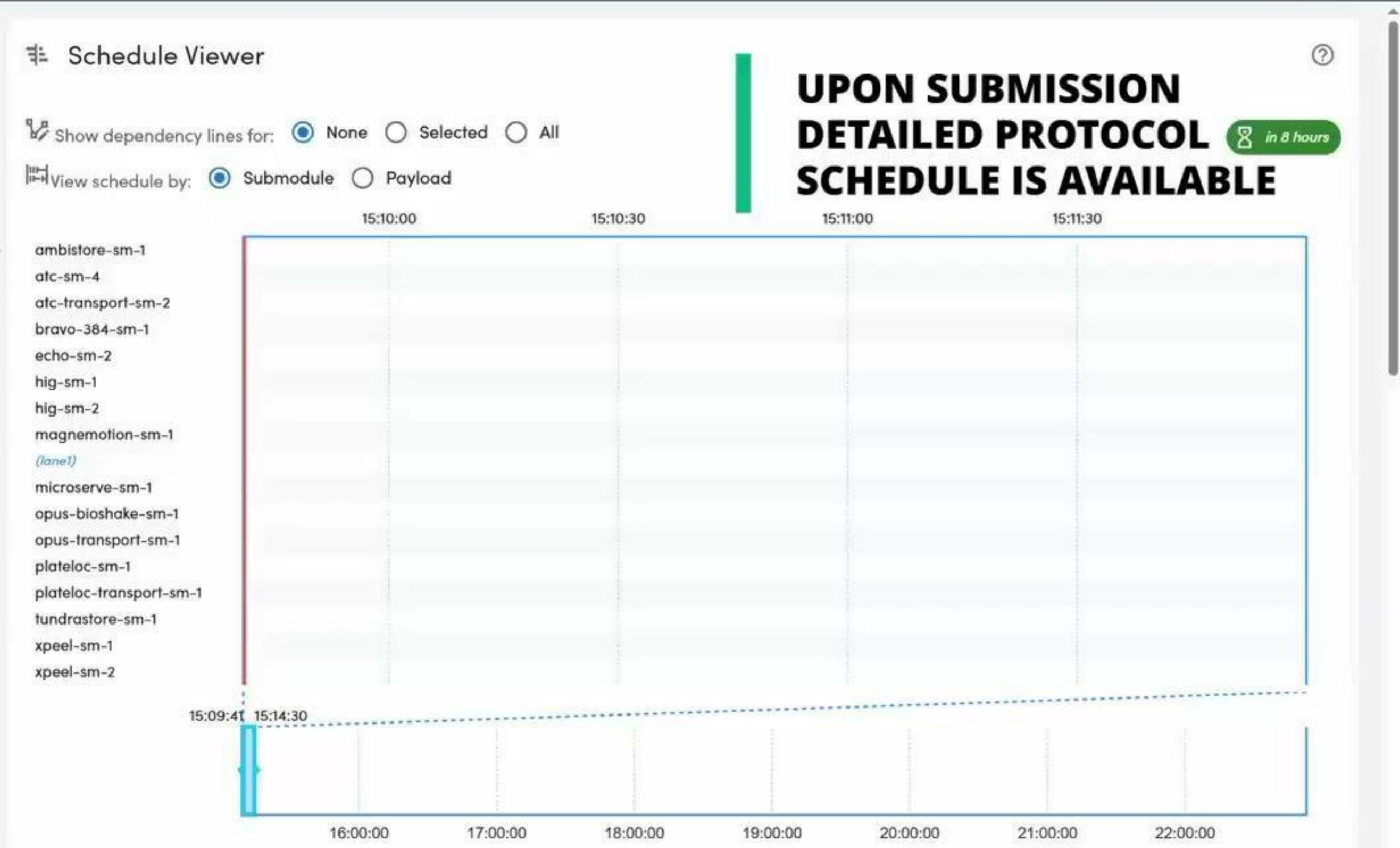


**GINKGO BIOWORKS**

nebula Module 7.3.0

- Schedule (0 / 403)
- Requests
- Submodules (39 / 42)
- Inventory (99+)
- History
- Batches
- Protocol Runs
- User Actions
- Troubleshooting

**Current Status:** Running PAUSE

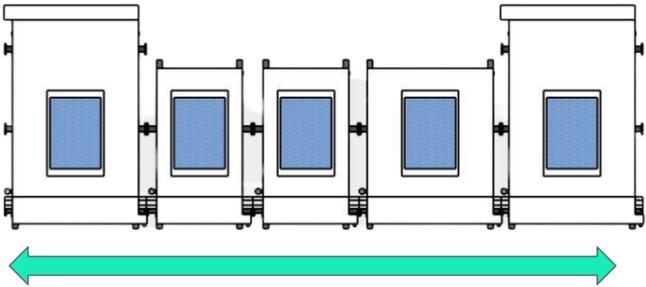




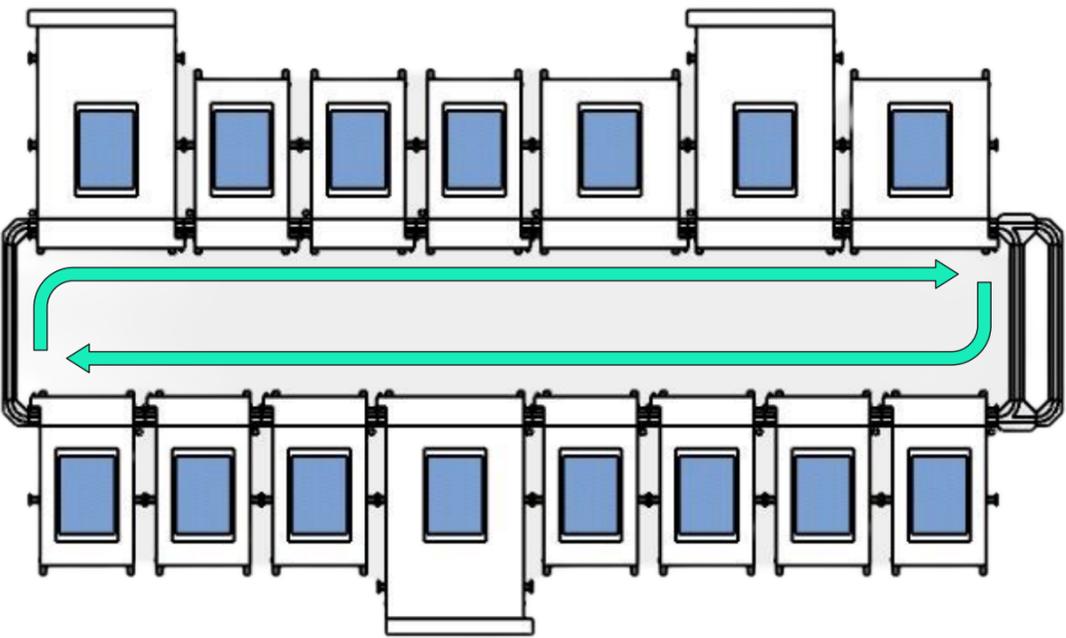
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<input checked="" type="checkbox"/>	1	HIBIT	In Progress	Jan 14, 2026 12:53 pm	5c875fc5 8066 - 498d - 8f28 - c7a11210f6d9	pichel	4 hours ago	ABORT
<input checked="" type="checkbox"/>	1	SEQWELL_ATC_METHOD	Scheduled	Jan 14, 2026 2:09 pm	cc958f7d 579a - 48af - 9f61 - b28a865b37dd	asmith	31 minutes ago	ABORT
<input checked="" type="checkbox"/>	5	GENERIC_PHERASTAR_READ	In Progress	Jan 14, 2026 12:42 pm	dc507723 8e3f - 4387 - 8be6 - 994d08b11494	wthavarajah	36 minutes ago	ABORT
<input checked="" type="checkbox"/>	5	GENERIC_SPARK_READ	In Progress	Jan 14, 2026 12:45 pm	97aa7c0d c6d1 - 4fbb - 833c - 6d62dbe5ca09	apeters	5 hours ago	ABORT
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<input checked="" type="checkbox"/>	5	TEST_SIMPLE_E_COU_GLYCEROL_TO_PELLET	In Progress	Jan 14, 2026 1:01 pm	fb77d8a5 0e9b - 4a4d - 97d4 - 741622f12240	smccolm	a day ago	ABORT
<input checked="" type="checkbox"/>	5	XEROX_DNA_PRIMER_REARRAY	In Progress	Jan 14, 2026 1:41 pm	6d554130 042c - 46aa - 963f - 74465e813d6d	martuno	6 hours ago	ABORT
<input checked="" type="checkbox"/>	5	TEST_BVP_ELISA - DATAPOINTS	In Progress	Jan 14, 2026 5:05 pm	f72e7b23 ab10 - 44d1 - a142 - ab36be989df5	bharris	2 hours ago	ABORT
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<input checked="" type="checkbox"/>	5	GENERIC_SPARK_READ	Scheduled	Jan 14, 2026 1:11 pm	c82a23a9 87a9 - 4152 - a8c5 - 93cc873acae9	apeters	4 hours ago	ABORT
<input checked="" type="checkbox"/>	5	TEST_BC_P683_PHM_PE_LIBRARY_SCREEN_PART_1	Scheduled	Jan 14, 2026 1:18 pm	26ce8fff e4f0 - 4a44 - 9524 - 586549adf4b6	jvue	3 hours ago	ABORT
<input checked="" type="checkbox"/>	5	ADP_GLO	Scheduled	Jan 14, 2026 1:51 pm	6ff26ac4 435a - 454d - bf95 - a49916c02920	irivera	2 hours ago	ABORT
<input checked="" type="checkbox"/>	5	ADP_GLO	Scheduled	Jan 14, 2026 1:58 pm	1caceb8d 6828 - 4a2f - aa2a - 951077b67b87	irivera	2 hours ago	ABORT
<input checked="" type="checkbox"/>	5	PROTEOMICS_DIGEST_ACIDIFY_FILTER_V1	Scheduled	Jan 14, 2026 2:03 pm	43e968a1 8b82 - 432b - b3e4 - 50203e72eb91	eyasi	43 minutes ago	ABORT
<input checked="" type="checkbox"/>	5	ADP_GLO	Scheduled	Jan 14, 2026 2:12 pm	218a1b33 6877 - 4a7e - 8806 - 27b5502d0736	irivera	2 hours ago	ABORT
<input checked="" type="checkbox"/>	5	QPCR_P774_SAMPLE_QUANTIFICATION	Scheduled	Jan 14, 2026 3:57 pm	6b3ad53f de45 - 4973 - b346 - 95d911256beb	aimable	an hour ago	ABORT



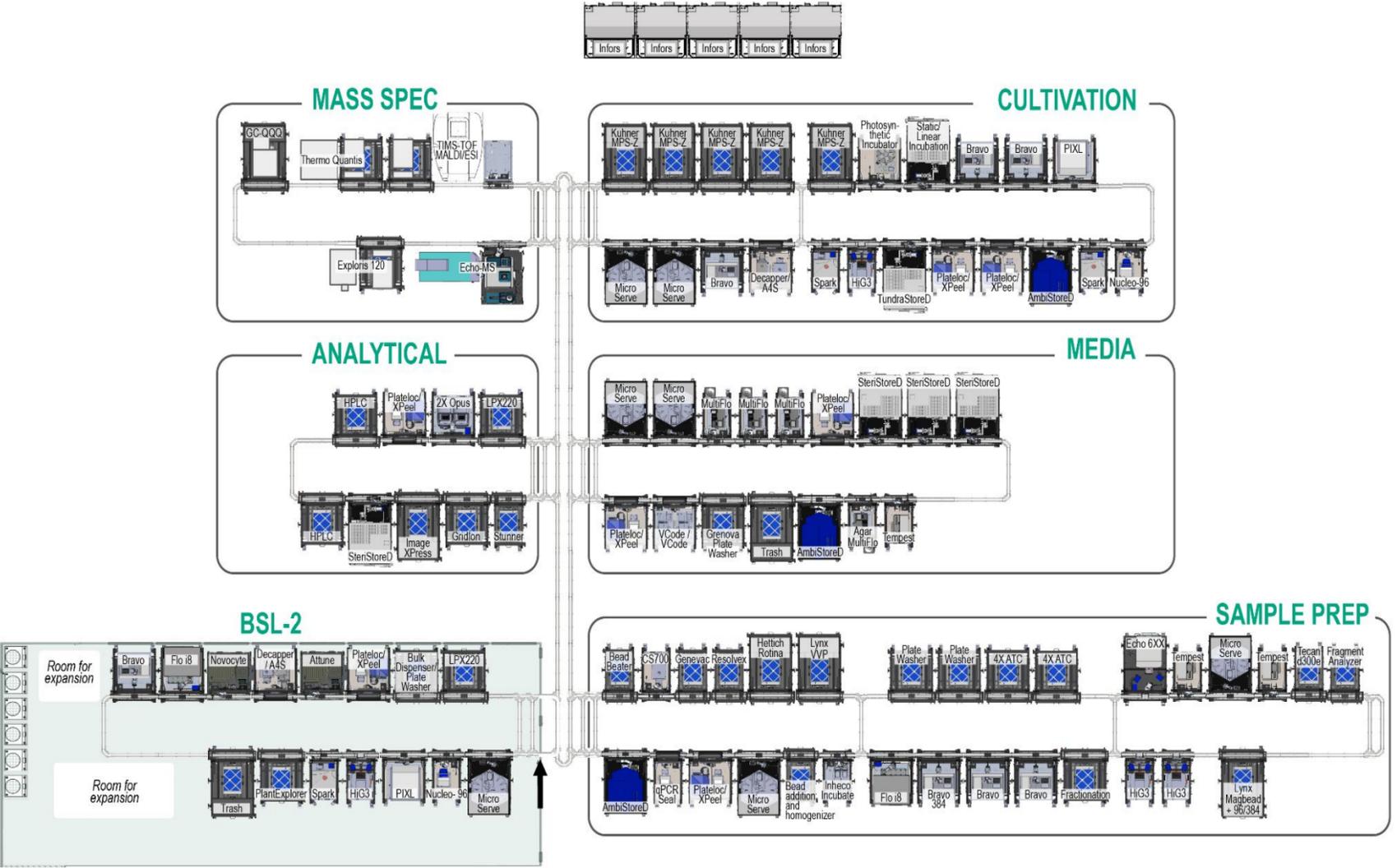
# Autonomous labs can start small and grow big.



Linear RAC System  
(2-5 RACs)



Closed Loop RAC System  
(10-20 RACs)



Mega RAC "One-of-Everything"  
System (100+ RACs)

Note: Mega RAC system is currently being designed for a real customer site



# AI Reasoning Models + “Lab in the Loop”

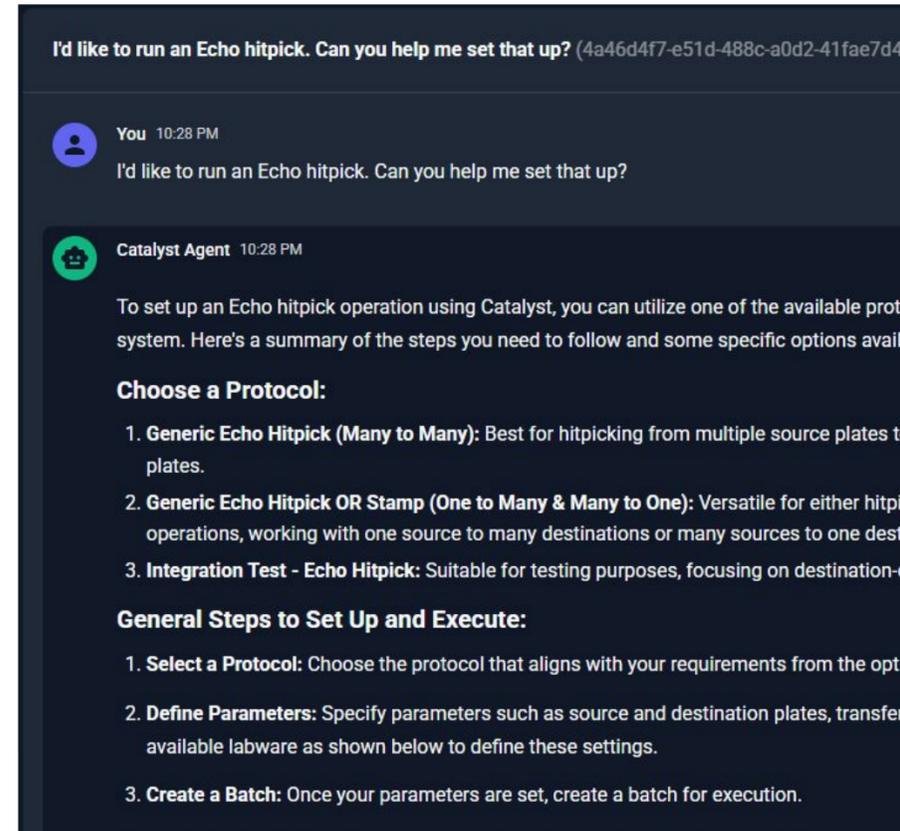
## Automation

The foundation of your data factory: flexible and extensible automation that works



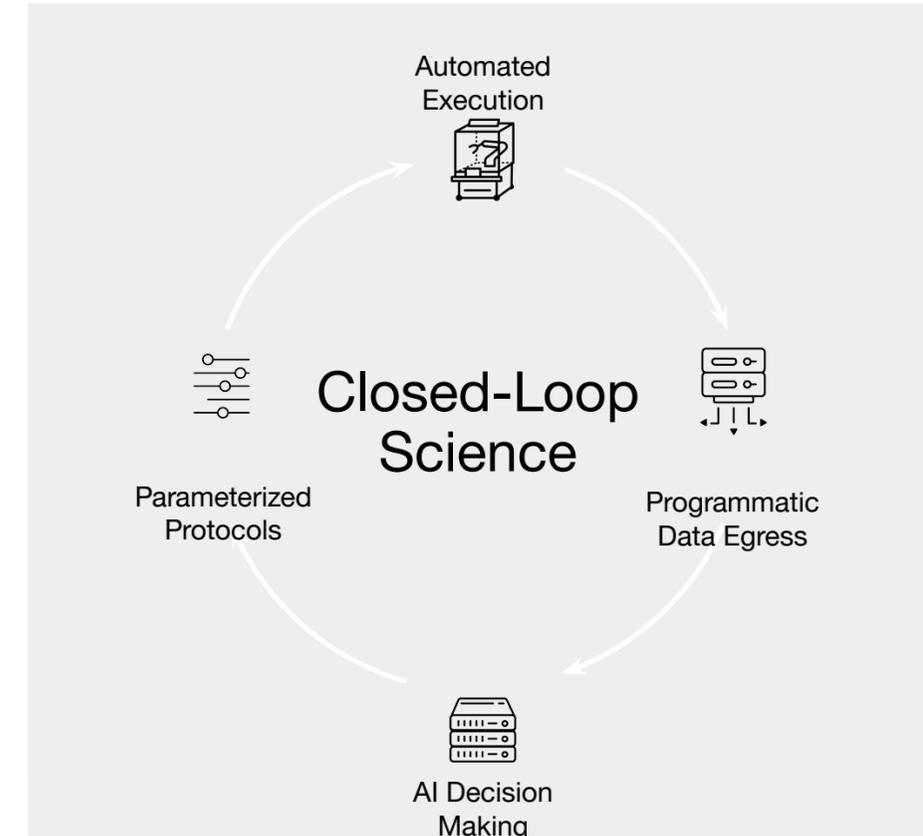
## LLM + Reasoning

Radically change the way scientists get experiments done: fewer meetings and more data



## Closed-Loop Science

Give your tech stack an objective and walk away: instantly kick off the next round of experiments



## Value proposition to customers:

1. Save massive overhead costs by closing their traditional labs
2. Increase research productivity in an age of AI where we need more data per research \$.
3. Enable AI-scientists to run “Lab in the loop” experiments with robotic hands in the lab

# How will Ginkgo go to market with Autonomous labs?

There is a huge life science tools industry built on top of the lab bench as the dominant paradigm for general purpose work. That industry needs to be rebuilt on top of the autonomous lab.

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**2**

**What does an autonomous lab look like?**

**3**

**We will sell autonomous labs in two ways: you can buy RACs and build your own or you can buy our services that use Ginkgo's in-house autonomous labs.**

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**We will  
commercialize  
autonomous labs in  
two ways:**

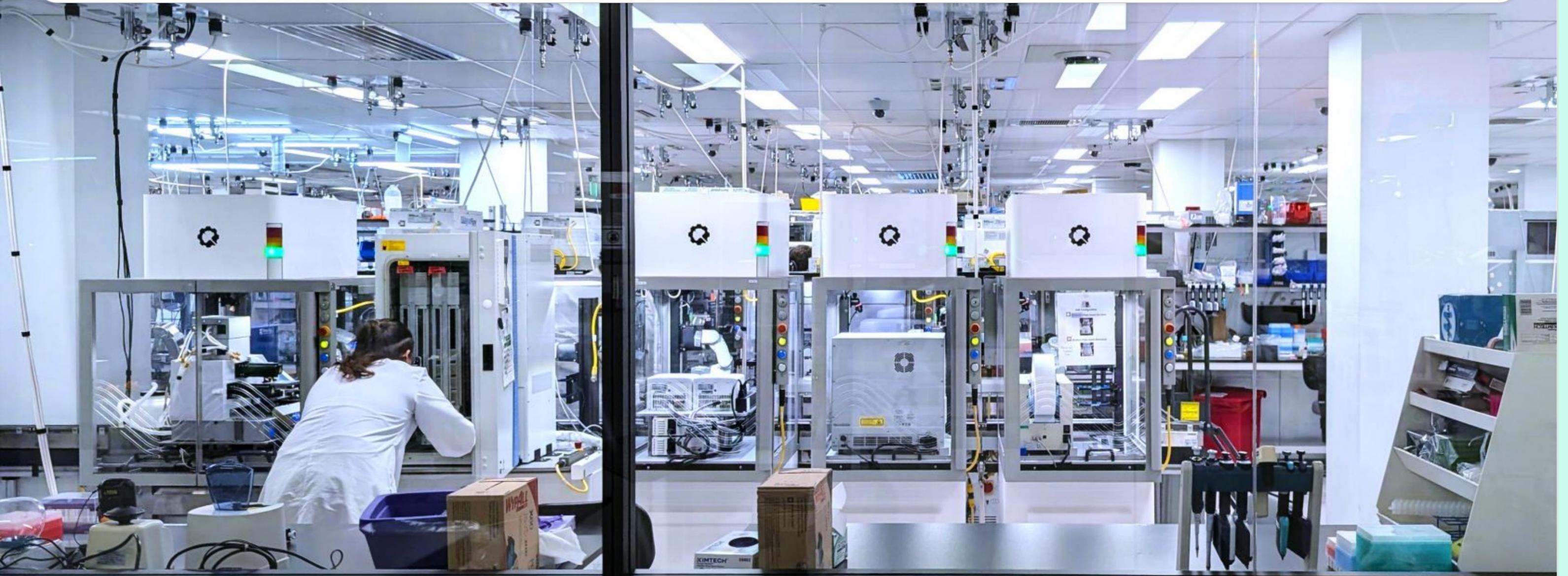
1. Build autonomous labs at customer sites.
2. Access Ginkgo's frontier autonomous lab via CRO services

# Ginkgo CRO services

1. **Solutions** - Ginkgo scientists using our autonomous lab to deliver customer research outcomes.
2. **Datapoints** - Customer scientists using our autonomous lab to generate data.

Ginkgo running a BSL2 lab and delivering lab services means:

1. We showcase the art of the possible to customers (Visit us in Boston!)
2. We develop technology much faster than traditional automation companies that have don't use their own equipment.



# 250+ solutions partnerships in last 10 years

	PHARMA	INDUSTRIAL BIOTECHNOLOGY				AGRICULTURE		
LARGE COMPANIES								
STARTUPS								

Note: Logos are authentic customers (shared with permission); this is not an exhaustive list.



# Datapoints Defined the Category of Bio-AI Data Provider

## Working with 10 Top 20 Pharma Customers in Its First Full Year

### [SCALED AUTOMATED WETLAB WORKFLOWS]



Launched in Q4 2024

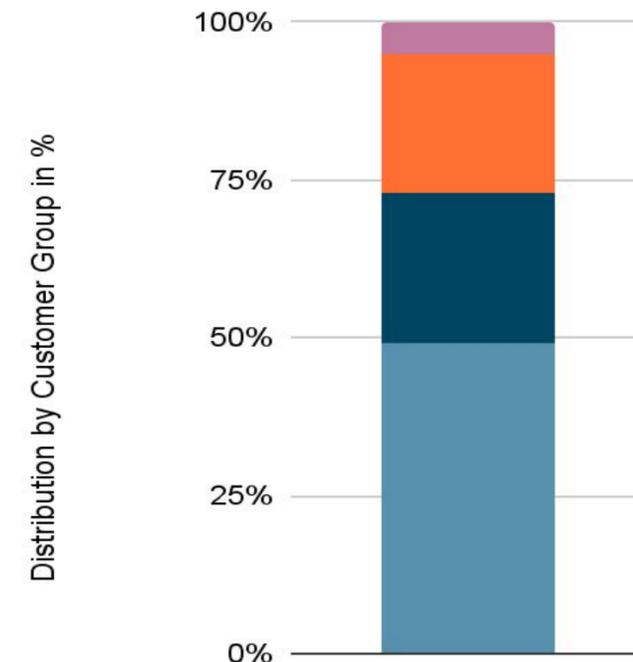
Generated 100,000+ Antibody datapoints

Generated 2.5 Billion Omics datapoints

### [RELEASED MULTIPLE PUBLIC DATASETS]

- GDPa1 Largest public igG AbDev dataset
- GDPx1 DRUG-seq in large compound library
- GDPx2 DRUG-seq in 4x primary cells
- GDPx3 Cell Painting in 3x primary cells
- GDPsm1 Tier 1 ADME data on 250+ cmpds
- GDPa2 vhh Antibody Dataset
- VCPI Virtual Cell Pharmacology Initiative

### [STRONG CUSTOMER DEMAND ACROSS SEGMENTS]



### [Disclosed Partners]

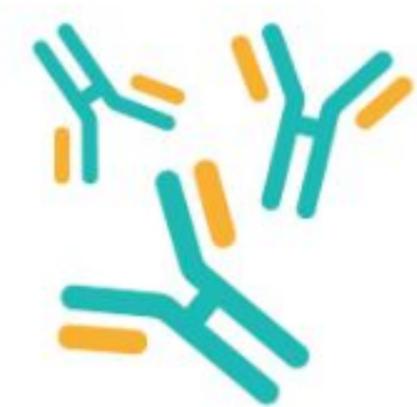


... and dozens of other undisclosed customers



# Datapoints is your partner for the Bio x AI era

Antibody Developability Competition



2025 Antibody  
Developability Competition  
 **GINKGO**  
DATAPOINTS

Virtual Cell Pharmacology Initiative



Datapoints Summit Series



Data Drops

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## Accelerating AI for Drug Discovery: Ginkgo's GDPx Functional Genomics and GDPa Antibody Developability Dataset Series

 Community Article

Published June 24, 2025

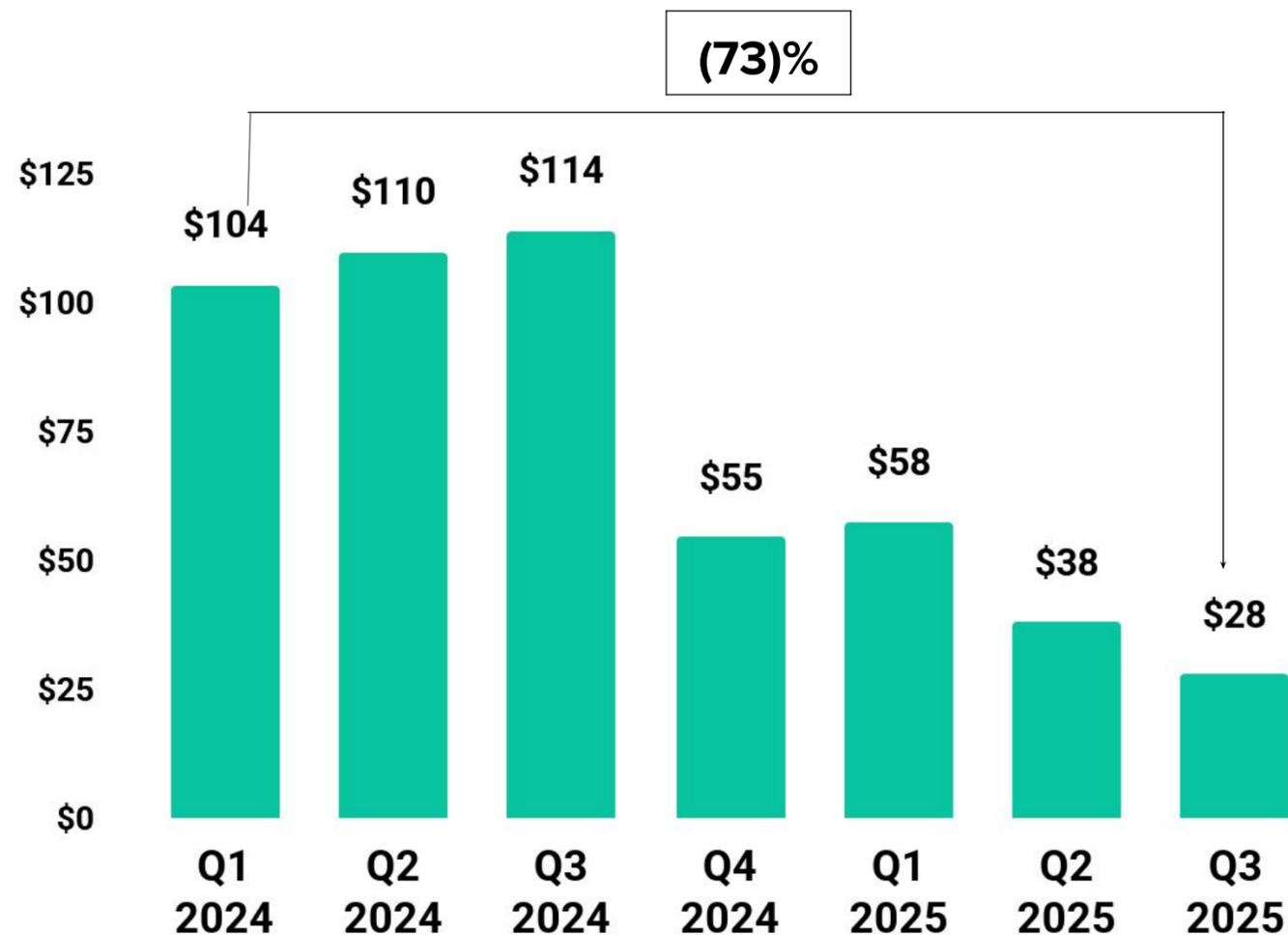


# Solutions and Datapoints CRO services provide a strong revenue base as we grow our at-customer-site Autonomous Labs business (equipment, software, reagents)

	Historical	Outlook
<i>In millions of USD</i>	<u>FY2024</u>	<u>FY2025</u>
<b>Revenue</b>		
<b>Cell Engineering</b>	<b>\$174</b>	<b>\$117-137</b>
<i>Services</i>	\$129	\$110-130
<i>Platform venture non-cash deferred revenue release</i>	\$45	\$7
<b>Biosecurity</b>	<b>\$53</b>	<b>\$40+</b>
<b>Total revenue</b>	<b>\$227</b>	<b>\$167-187</b>

# We've greatly reduced cash burn while maintaining a large cash position

QUARTERLY CASH BURN<sup>(1)</sup> (\$M)



**\$462M**

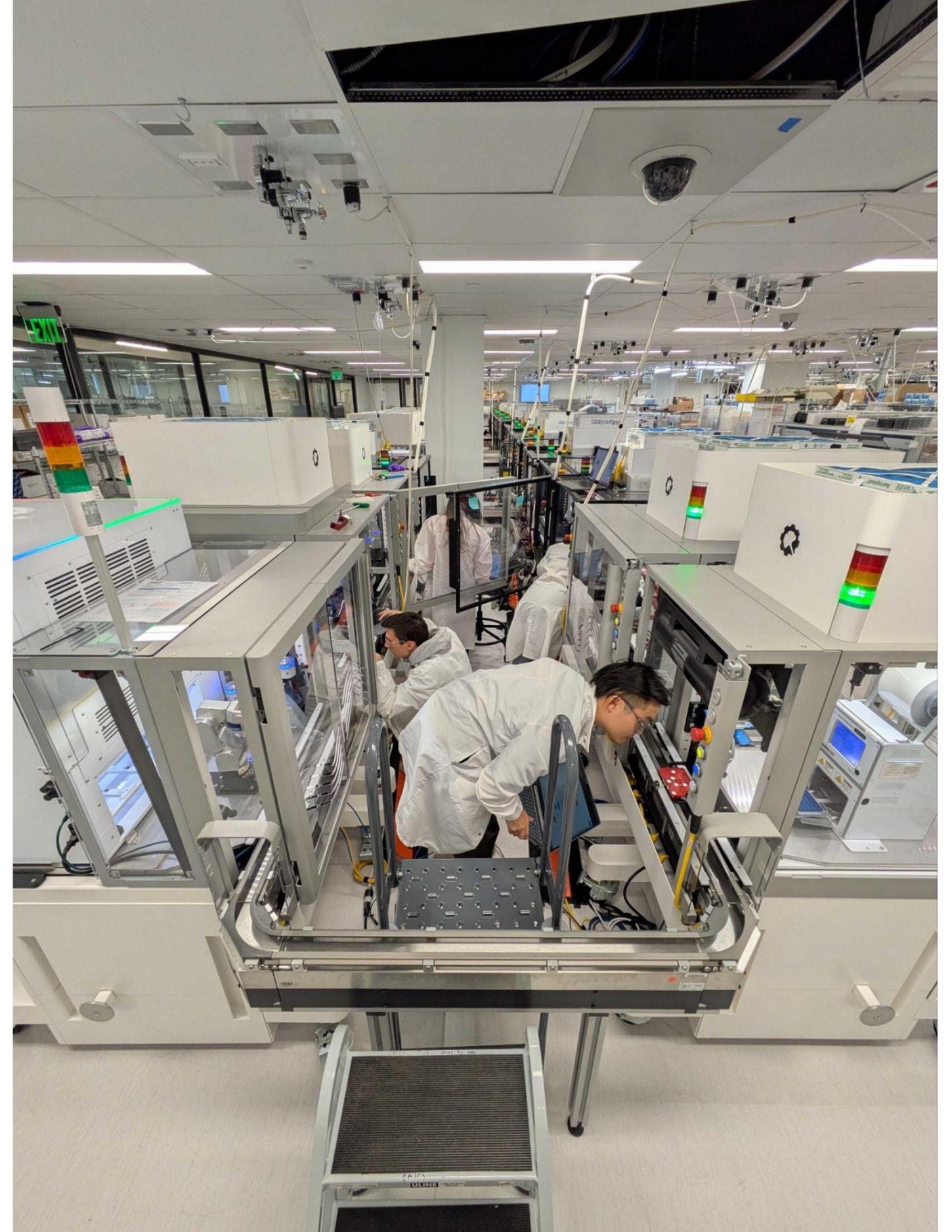
Ginkgo remains in a strong financial position with \$462 million in cash, cash equivalents, and marketable securities with no bank debt as of Q3 2025

(1) References to cash flow or cash burn for each quarter is defined as change in GAAP cash, cash equivalents, and marketable securities and Company imposed cash restrictions, as adjusted for unrealized equity securities, over such quarter compared to the prior quarter. Cash burn excludes \$10M of net proceeds from ATM sales in Q3 2025.



Ginkgo is the right company to bring Autonomous Labs to market at scale.

- ❑ Well capitalized
- ❑ Reduced cash burn gives long runway
- ❑ Extensive practical experience in automating the general purpose work of biotechnology
- ❑ Mission-driven





**Biotechnology is tech that matters to everyone.**

**If we can unlock programming DNA like computers unlocked programming code it is the most important work humans can do.**

**Please put down your pipettes and join us.**



### **150 Extra Scientists**

A Ginkgo RAC platform speeds through thousands of biological experiments...

No longer must valuable scientific personnel... spend priceless creative time at routine repetitive pipetting...

Thousands of Ginkgo RAC Systems... vital to our nation's biotech... are at work for science, industry, and health... helping to meet urgent demands for greater discovery.





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**Let's grow the world  
we want to see**

[jason@ginkgobioworks.com](mailto:jason@ginkgobioworks.com)

