

Grow with Ginkgo

H1 Revenue Update & Business Review
August 18, 2021



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This presentation contains certain forward-looking statements within the meaning of the federal securities laws, including statements with respect to the proposed business combination (the “Business Combination”) between Ginkgo Bioworks, Inc. (“Ginkgo”) and Soaring Eagle Acquisition Corp. (“Soaring Eagle”), including statements regarding the anticipated timing of the extraordinary general meeting of Soaring Eagle’s shareholders (the “Special Meeting”) and the consummation of the Business Combination, the services offered by Ginkgo and the markets in which it operates, and Ginkgo’s projected future results. These forward-looking statements generally are identified by the words “believe,” “project,” “expect,” “anticipate,” “estimate,” “intend,” “strategy,” “future,” “potential,” “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 presentation, including but not limited to: (i) the risk that the transaction may not be completed in a timely manner or at all, which may adversely affect the price of Soaring Eagle’s securities, (ii) the risk that the transaction may not be completed by Soaring Eagle’s business combination deadline and the potential failure to obtain an extension of the business combination deadline if sought by Soaring Eagle, (iii) the failure to satisfy the conditions to the consummation of the transaction, including the adoption of the agreement and plan of merger by the shareholders of Soaring Eagle and Ginkgo, the satisfaction of the minimum trust account amount following redemptions by Soaring Eagle’s public shareholders and the receipt of certain governmental and regulatory approvals, (iv) the lack of a third party valuation in determining whether or not to pursue the proposed transaction, (v) the occurrence of any event, change or other circumstance that could give rise to the termination of the agreement and plan of merger, (vi) the effect of the announcement or pendency of the transaction on Ginkgo business relationships, performance, and business generally, (vii) risks that the proposed transaction disrupts current plans of Ginkgo and potential difficulties in Ginkgo employee retention as a result of the proposed transaction, (viii) the outcome of any legal proceedings that may be instituted against Ginkgo or against Soaring Eagle related to the agreement and plan of merger or the proposed transaction, (ix) the ability to maintain the listing of Soaring Eagle’s securities on Nasdaq, (x) volatility in the price of Soaring Eagle’s securities due to a variety of factors, including changes in the competitive and highly regulated industries in which Ginkgo plans to operate, variations in performance across competitors, changes in laws and regulations affecting Ginkgo’s business and changes in the combined capital structure, (xi) the ability to implement business plans, forecasts, and other expectations after the completion of the proposed transaction, and identify and realize additional opportunities, and (xii) the risk of downturns in demand for products using synthetic biology. 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 the Proxy Statement (as defined below) and in Soaring Eagle’s other filings with the Soaring Eagle. Soaring Eagle and Ginkgo caution that the foregoing list of factors is not exclusive. Soaring Eagle and Ginkgo caution readers not to place undue reliance upon any forward-looking statements, which speak only as of the date made. Neither Soaring Eagle nor Ginkgo undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based.

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Participants in Solicitation

Soaring Eagle and Ginkgo and their respective directors and officers may be deemed to be participants in the solicitation of proxies from Soaring Eagle’s shareholders in connection with the proposed transaction. Information about Soaring Eagle’s directors and executive officers and their ownership of Soaring Eagle’s securities is set forth in Soaring Eagle’s filings with the SEC. To the extent that holdings of Soaring Eagle’s securities have changed since the amounts printed in Soaring Eagle’s Proxy Statement, such changes have been or will be reflected on Statements of Change in Ownership on Form 4 filed with the SEC. Additional information regarding the interests of those persons and other persons who may be deemed participants in the proposed transaction may be obtained by reading the Proxy Statement. You may obtain free copies of these documents as described in the preceding paragraph.

Our Mission

Make biology easier to engineer



We believe...

1

Cell programming is starting to become mainstream.

We have increased our 2021 outlook for number of new programs **from 23 to 30** due to higher-than-expected inbound interest from potential customers and enhanced credibility from completing programs.

2

Downstream value will become more valuable than Foundry service revenue.

Foundry service revenue de-risks platform investments, but “wins” come from successful programs. We’ve heard a lot of questions about how downstream value works so we’re giving 3 near-term case studies.

3

Delta sucks. And so will the next thing.

Biosecurity will be a new market separate from diagnostics and we are becoming a leader due to our initial K-12 testing offering. We are now expecting our revenue to be at least \$75 million for the full year.



Recent Highlights

New Programs

+11 new programs in H1



(+3 from existing customers)

Program Successes



Biosecurity

\$400M+ state contracts for K-12 testing⁽¹⁾

1,000+ schools served

Other Highlights



Announced acquisition of Dutch DNA (closed 7/1)



Reshma Kewalramani (CEO of Vertex) announces she will join Board of Directors

(1) Biosecurity contract value and performance is subject to Ginkgo's ability to conduct sufficient outreach to school districts, school adoption rates of Concentric and the volume of testing performed within contracted states. These state contracts can be paused or terminated early and there is significant uncertainty in the K-12 testing market in general as the facts and circumstances of the pandemic change regularly.



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H1 Revenue Update & Full Year Outlook

Investor Presentation Supplement

The Market for Cell Programming

Downstream Value and Program Updates

Biosecurity

Q&A



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H1 Revenue Update

\$Ms	FY	(Unaudited)		
		6mo ended June 30,		
	2020	2020	2021	% YoY

New Programs Launched	18	9	11	22%
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GAAP Revenue:

Foundry	\$59	\$31	\$44	41%
Biosecurity	\$17	--	\$44	NM
Total Revenue	\$77	\$31	\$88	180%

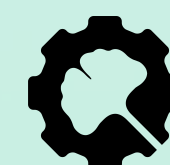


Full Year Outlook

\$Ms	FY	(Unaudited)			2021 FY Outlook		% Change	
		6mo ended June 30,			Original	Updated	In 2021 Outlook	2021 Updated vs. 2020A
2020	2020	2021	% YoY					
New Programs Launched	18	9	11	22%	23	30	30%	67%
GAAP Revenue:								
Foundry	\$59	\$31	\$44	41%	\$100	\$100	-	69%
Biosecurity ⁽¹⁾	\$17	--	\$44	NM	\$50	\$75+	50%+	NM
Total Revenue	\$77	\$31	\$88	180%	\$150	\$175+	17%+	127%+

Plus: we expect to see **downstream value for certain programs delivered or nearing completion in H2 2021**

⁽¹⁾ Biosecurity contract value and performance is subject to Ginkgo's ability to conduct sufficient outreach to school districts, school adoption rates of Concentric and the volume of testing performed within contracted states. These state contracts can be paused or terminated early and there is significant uncertainty in the K-12 testing market in general as the facts and circumstances of the pandemic change regularly.



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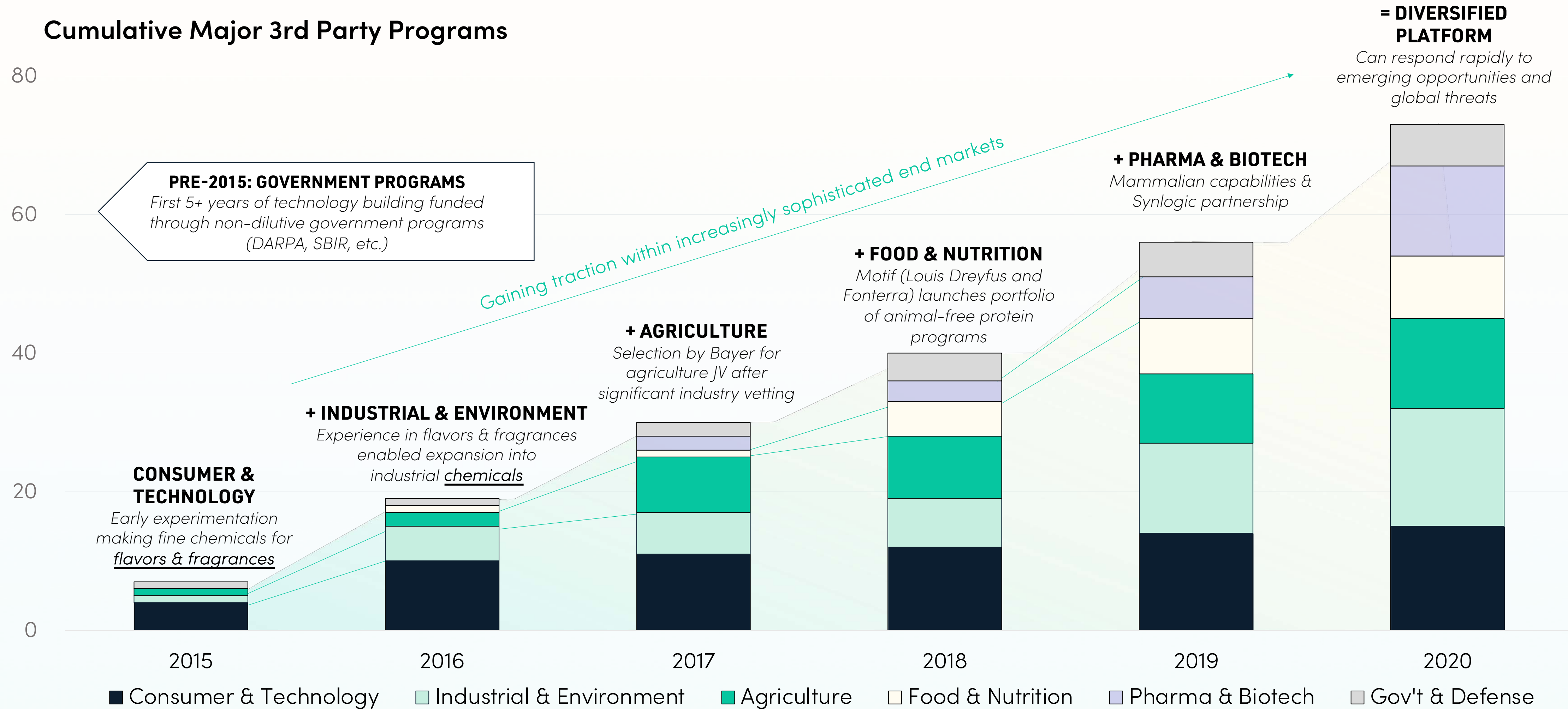
Downstream Value and Program Updates

Biosecurity

Q&A



Over 70 major customer programs across diverse industries have run on our platform through 2020



Note: "Major" programs exclude proof of concept work and ancillary projects and typically have at least \$500K actual / expected development costs on behalf of a customer

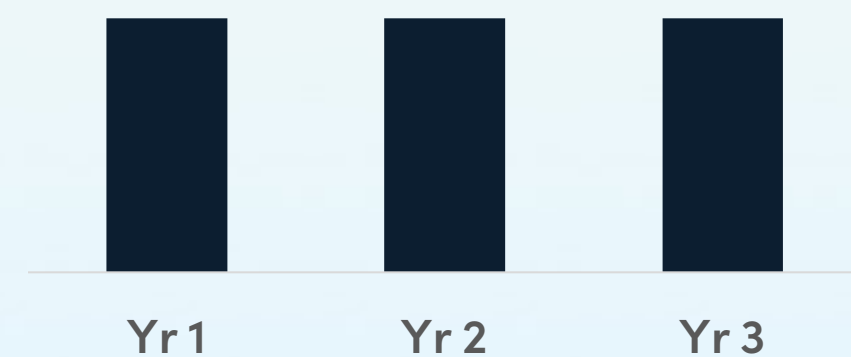


Programs drive both predictable near-term revenues and long-term value creation with asymmetric upside potential

Foundry

Upfront payments to cover R&D costs for customer programs

Foundry



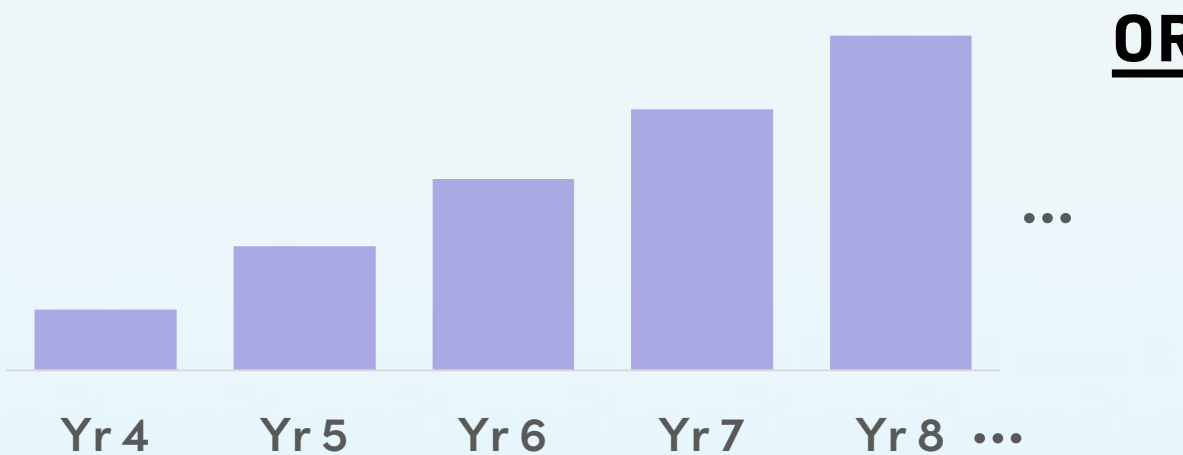
Highly predictable revenue stream independent of program success



Downstream Value

Value sharing via customer equity and/or royalties on completed programs

Royalty Stream



OR

Equity



Cash flows from value share are typically 100% contribution margin as Ginkgo incurs minimal ongoing support or delivery costs

The choice to structure downstream economics as royalties or equity is typically based on customer size

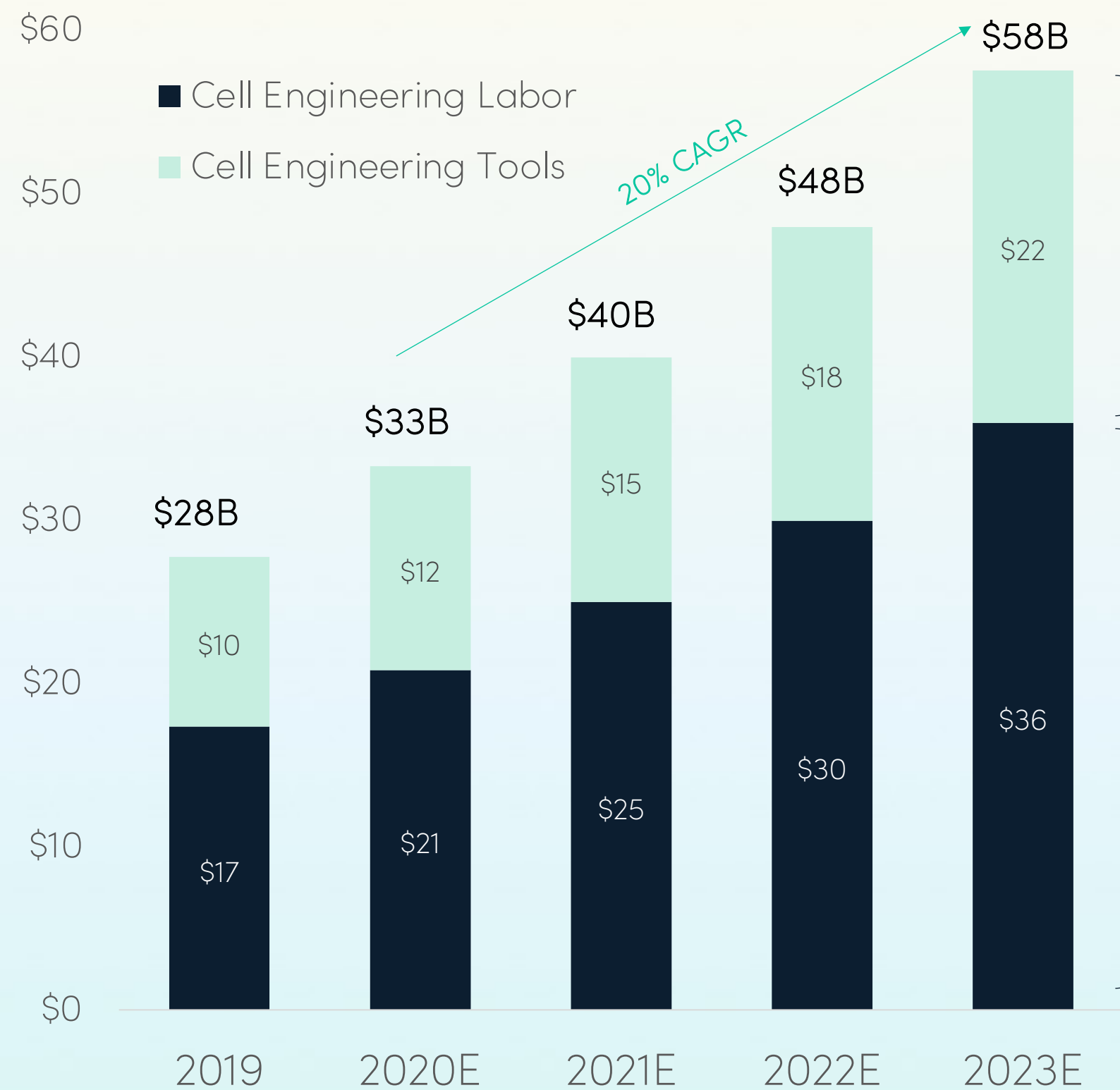
Note: Illustrative economics; variation exists between programs



Thus, Ginkgo taps into two distinct addressable markets: one for the R&D itself (Foundry Revenue) and one for the products enabled (Downstream Value)

Market for Cell Programming R&D

Existing market for cell engineering lab operations (\$B)



Ginkgo can tap into both labor and tools mkts:

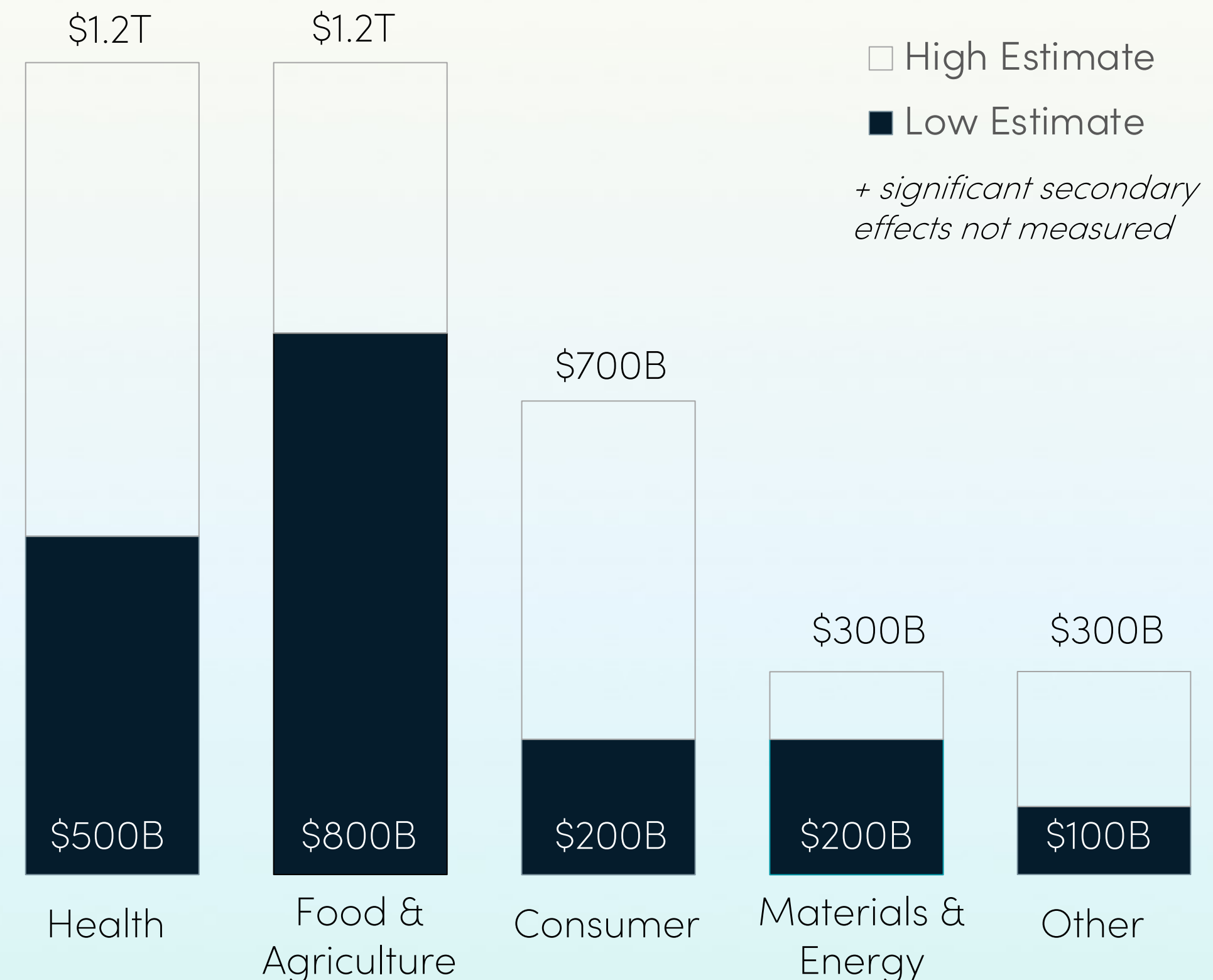
Our scale dramatically reduces costs

We bring efficiency to scientists at the bench

Source: Piper Sandler Research

Emerging Market for Products Enabled

Annual Direct Economic Impact By Domain - 2030–2040 (partial estimate)



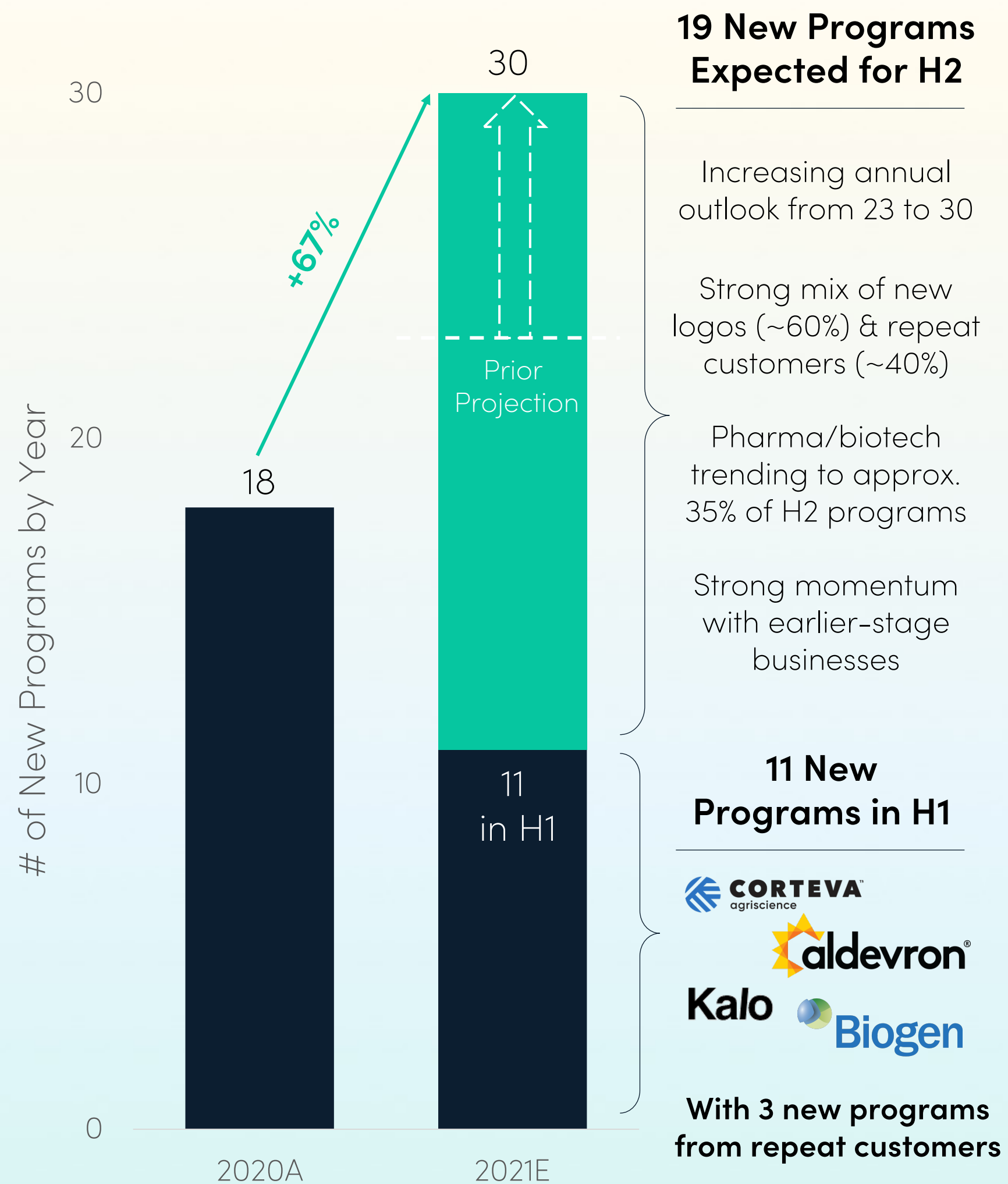
□ High Estimate
 ■ Low Estimate
 + significant secondary effects not measured

Source: McKinsey Global Institute; *The Bio Revolution: Innovations transforming economies, societies, and our lives* (May 13, 2020)

Note: these estimates reflect the estimated biotechnology penetration of these end-markets



Ginkgo's credibility across end-markets is driving inbound interest and accelerating the pace of new program launches



Large market for cell programming R&D across segments

	Market Size ⁽¹⁾	Mature Companies <i>Organizational focus and benefit from incremental scale & codebase breadth</i>	Startups <i>Leapfrog incumbents with Ginkgo's scale economics and reduce upfront capital investments needed</i>	
Pharma & Biotech	\$15-\$20B	aldevron, moderna, Biogen, Roche	synlogic, Antheia	Scale and efficiency of the platform wins; form close technical partnership and have opportunity to penetrate large existing R&D budgets
Food & Agriculture	\$5-\$10B	CORTEVA agriscience, SUMITOMO CHEMICAL, BAYER, JOYN BIO, KERRY, Ajinomoto	motif FOODWORKS	Breadth of capabilities vs. in-house teams focused on plant biology / food science; increasingly the default choice
Industrial & Consumer	\$7-\$10B	Cargill, ADM, ROBERTET, CRONOS GROUP	genomatica, Kalo, ALLONNIA, BOLT THREADS	Recent success delivering commercial cell programs in these sectors is making Ginkgo the clear leader

Once a customer is on the platform, Ginkgo's alliance management team works with the customer to identify new program areas.

Repeat customers are expected to represent about a third of new programs annually.

(1) Market size reflects management estimates for cell programming R&D by industry, excluding spending in academic research



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Diversity in downstream value structures, some being realized today

Milestones

Lump-sum payment upon the achievement of specified criteria

Royalties

Royalties based on sales of end products (structures can vary: percent of revenue, cost of goods sold, etc.)

Equity

Equity grants in new companies + benefit from appreciation driven by successful programs

Case studies generating value today:

1

CRONOS
GROUP

Ginkgo may unlock **over \$100M of milestones** upon program completion and commercialization of all programs⁽¹⁾

2

 **aldevron**

Tiered royalty on sales based on efficiency of process; **high end far exceeds typical rates in biopharma industry**

3

 **motif**
FOODWORKS

Ginkgo received Series A shares (\$90M strategic round); value appreciated during Series B funding (\$226M raised)

Examples of other active programs:

 **Biogen**

Up to \$115M in milestone payments

 **Roche**

Tiered royalties up to double digits on sales

 **JOYN**
BIO

Ginkgo owns approx. 35% of joint-venture with Bayer

Note: Illustrative economics; variation exists between programs

(1) Value granted upon commercialization and achievement of technical milestones; actual value of shares depends on share price.



Ginkgo is developing 8 molecules for Cronos through two major programs, the first of which is expected to be commercialized this year

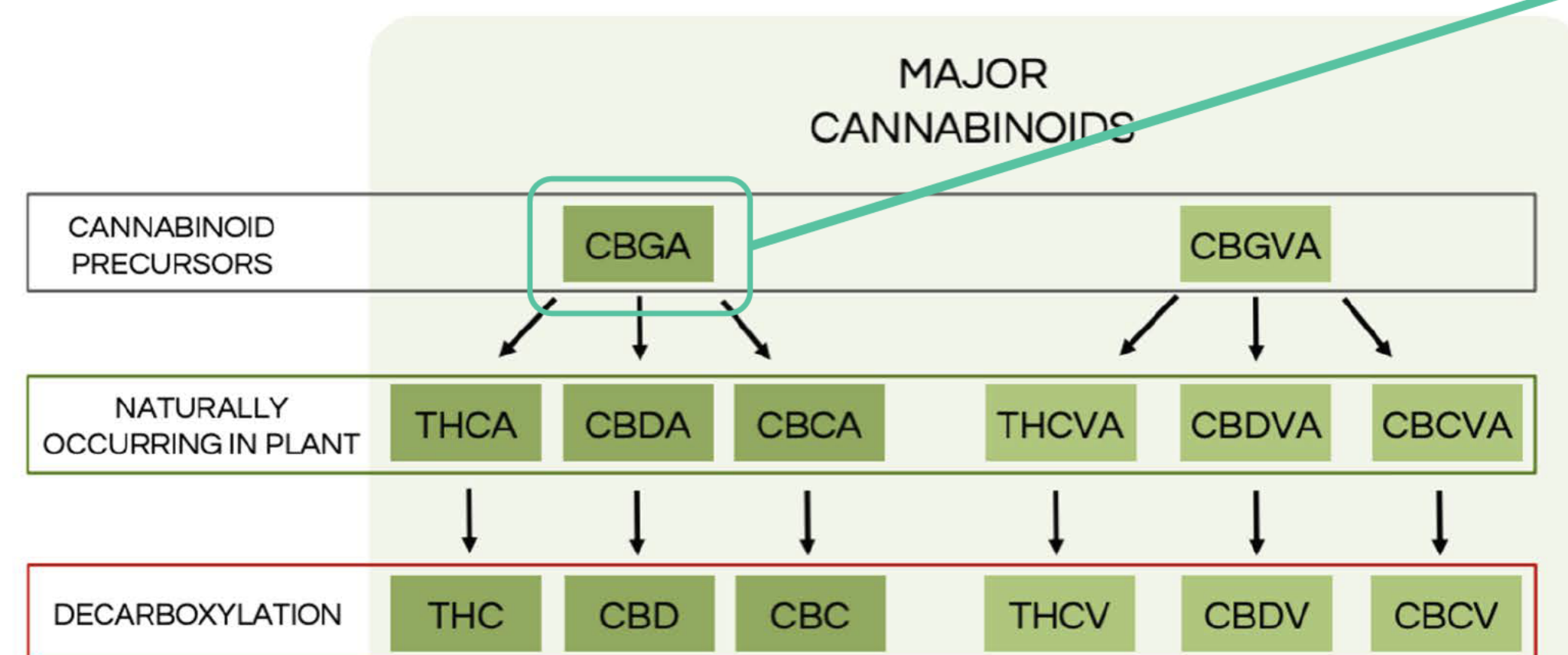


Partnership Overview

- Ginkgo Bioworks to design microorganisms which can produce desired “target cannabinoids” at an industrial scale
- 8 target cannabinoids to be produced by yeast via industrial fermentation
- Target production yields at a fraction of the cost of traditional cannabinoids production in plants: **< \$1,000 USD per KG**
- Cronos Group will have the exclusive right to use and commercialize the key patented intellectual property related to the production of the target cannabinoids perpetually and globally

“At this stage, we have all the necessary licenses to commercialize a product using cultured cannabinoids produced in our Winnipeg facility and we plan to be the first to market with a product that leverages this technology in Canada later this year. **We'll be using cultured CBG as our first product introduced to the market, enabled by our partnership with Ginkgo, and we expect the final productivity target for CBG will be achieved in the coming weeks prior to September 2021, as previously announced.** We are making strides to ensure that Cronos become synonymous with innovation. Launching cultured rare cannabinoids as a broader long-term approach to branding and product differentiation.”

Kurt Schmidt, President & CEO
Cronos Q2 2021 Earnings Call (August 6, 2021)



Program 1

Program 2

Source: Cronos Group (FINAL Ginkgo Deal Announcement Presentation, September 4, 2018)

Collaboration in Brief

Partner (signed 2018)	Cronos Group, a publicly traded Canadian cannabis company
Program Goals	Design microorganisms that can produce desired target cannabinoids through industrial-scale fermentation
Progress to Date	Cronos has announced commercial production and upcoming market launch of CBG (first of 8 molecules)



Cronos programs contribute both Foundry Revenue and Equity-Based Commercial Milestones

Foundry



Downstream Value

\$22M total Foundry Revenue budgeted across 2 major programs (life of program revenues)



Program	Stage	Equity Milestones - # of Cronos Shares
Active Program #1:		
CBG(A)	At Commercialization	1,467,490
CBC(A)	In Development	1,467,490
CBD(A)	In Development	2,201,236
THC(A)	In Development	2,934,981
Active Program #2:		
CBGV(A)	In Development	1,467,490
CBCV(A)	In Development	1,467,490
CBDV(A)	In Development	1,467,490
THCV(A)	In Development	2,201,236

Cronos has reported they expect to grant Ginkgo these shares in 2021 as part of this program.⁽²⁾

Shares are valued at approximately \$9M at the current share price.⁽³⁾

1) Foundry Access Fee is a fixed amount paid quarterly; the total amount therefore depends on the length of the program(s).

2) Source: Cronos Q2 2021 earnings call.

3) Value granted upon commercialization and achievement of technical milestones, expected this year; actual value of shares depends on share price. Stock price calculated as of close of market 8/17/2021.





New partnership with Aldevron has potential to generate substantial near-term royalties

mRNA Supply Chain is Expanding

Moderna and Pfizer/BioNTech have paved the way for future mRNA therapeutic growth

- Modality yields faster time to market and strong performance
- Pfizer + Moderna are expected to produce 4-6 billion doses annually for COVID-19
- Large pipeline of population-scale mRNA vaccines in development (e.g. COVID boosters, flu)

mRNA supply chain requires investment

- Prior to COVID, mRNA modality was experimental and generally being directed to relatively rare diseases
- Several key components (pDNA, processing enzymes, even freezers, etc.) have become bottlenecked

Aldevron collaboration dramatically improves availability and cost of Vaccinia Capping Enzyme (VCE), enabling it to be used in support of more therapies and doses

SCIENTIFIC AMERICAN
MEDICINE

New COVID Vaccines Need Absurd Amounts of Material and Labor

Companies are scrambling to obtain supplies for hundreds of millions of doses of a type of vaccine that has never been made at this scale before

By Charles Schmidt on January 4, 2021

<u>Collaboration in Brief</u>	
Partner (signed 2021)	Aldevron, a leading manufacturer of nucleic acids and proteins, serving the biotechnology industry. Recently announced pending acquisition by Danaher for \$9.5Bn.
Program Goals	Engineer organism and create new manufacturing process to improve production volumes and cost of Vaccinia Capping Enzyme (VCE), a key reagent for certain mRNA vaccines
Progress to Date	Completed program and yielded >10x improvement in process, Aldevron is in the market with novel product





New partnership with Aldevron has potential to generate substantial near-term royalties

Foundry



Downstream Value

Ginkgo conducted VCE R&D work **pro-bono** upon discovering supply chain bottlenecks as part of COVID-19 response programs

Ginkgo receives a **royalty on sales**, in a tiered structure with rates increasing as process improvements are achieved.

With breakthrough process improvements, the **royalty rates are meaningful and far exceed typical rates in the biopharma industry.**

Aldevron expects to begin selling product in 2021 and as mRNA modalities continue to grow, program has potential to generate strong **recurring revenues.**



Motif FoodWorks, which has a multi-program collaboration with Ginkgo, launching first major products this year



The Boston Globe

Ginkgo's spinout Motif to release plant-based meat tech after raising \$226 million

By Anissa Gardizy Globe Staff, Updated June 16, 2021, 8:28 a.m.

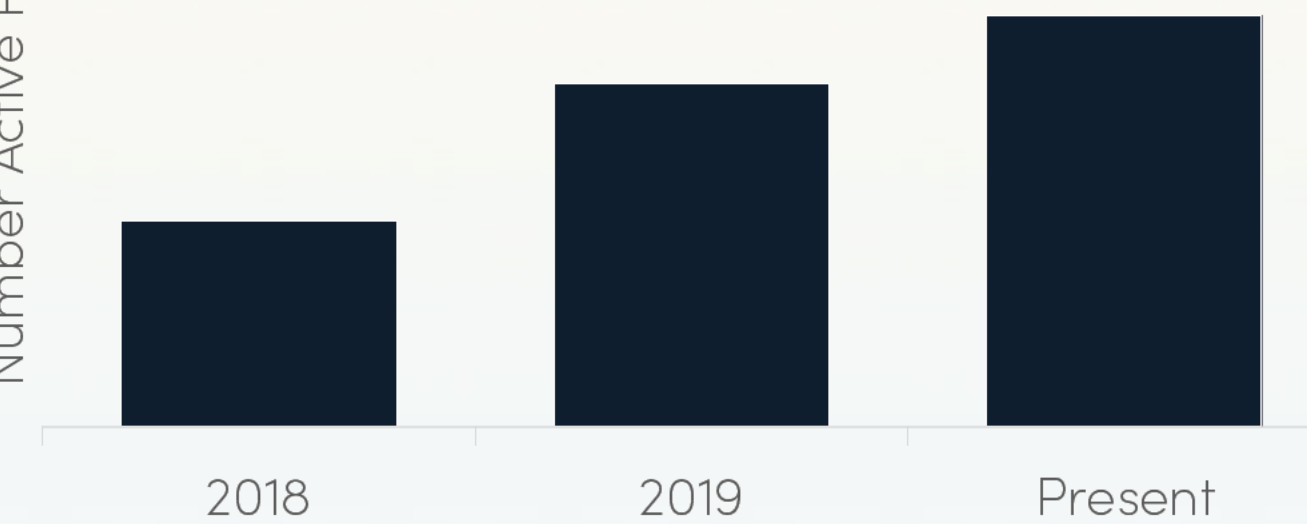


The Motif FoodWorks food science lab. MOTIF FOODWORKS

The plant-based food startup that spun out of Ginkgo Bioworks is getting ready to unveil its first product.

Boston's Motif FoodWorks, with \$226 million in new funding, announced on Wednesday that it plans to release food technology designed to improve the taste and aroma of meat alternatives by the end of the year. Another product designed to add texture and juiciness to fake meat is expected to be available next year.

Number Active Programs



Growing collaboration with emerging foodtech platform

- Motif building leading food science capabilities
- Leveraged Ginkgo's platform for growing set of ingredients from Day 1

Meat Alternatives

Ground Applications, Snacks

Rich, meaty taste, texture and appearance.

Dairy Alternatives

Milk, Yogurt, Cheese, Ice Cream

Smoother and creamier with consistent stretch and melt.

Plant-Based Innovation

New Forms and Functions, Improved Existing Foods

Enhanced nutrition, texture and appearance. And unique forms that inspire new categories.

Collaboration in Brief

Partner (signed 2018/19)

Motif FoodWorks, a plant-based food startup developing key ingredients for plant-based meats, dairy, and eggs (company was formed as a spin-out with strategic + financial capital)

Program Goals

Engineer organisms to produce key plant-based proteins at industrial scale, enabling cost-effective new product innovations in food

Progress to Date

Completed programs are enabling product launches and supported a large Series B financing at a substantial step-up



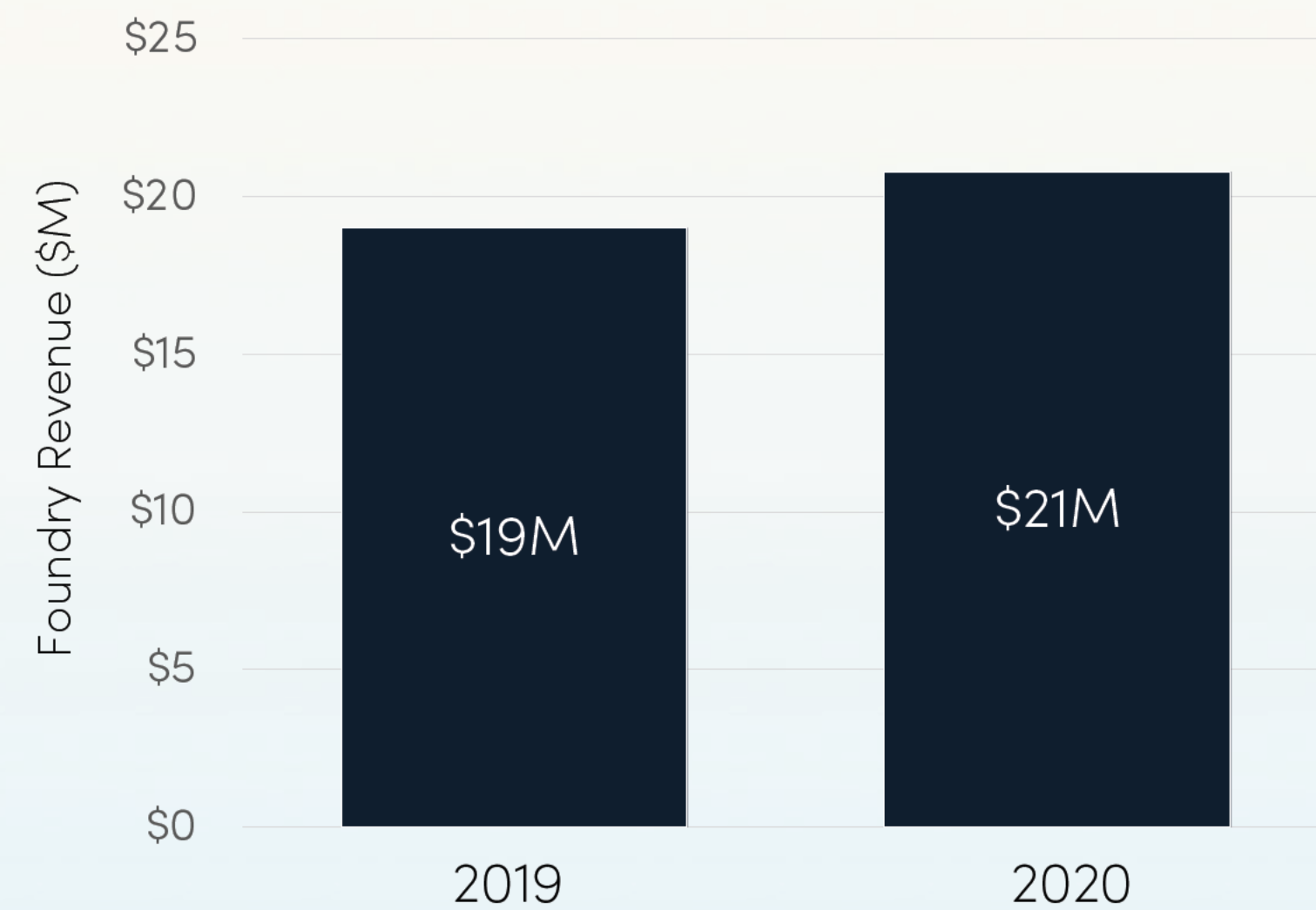
Motif contributes both Foundry Revenue and downstream value in the form of equity, which has seen substantial appreciation



Foundry



Downstream Value



AGFUNDER

Motif Ingredients Raises \$90m Series A to Engineer Alternative Proteins in Ginkgo Bioworks Spin-Out

February 26, 2019 Louisa Burwood-Taylor

When accepting equity in lieu of royalties, **Ginkgo typically takes 30%+ stakes** in newly formed companies (Platform Ventures)

CBINSIGHTS

OTPP-Backed Motif FoodWorks Raises \$226M To Transform The Food Technology Market

June 18, 2021



Foundry revenue generated across a number of discrete programs



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NATIONAL STRATEGY FOR THE COVID-19 RESPONSE AND PANDEMIC PREPAREDNESS

JANUARY 2021

Biden Administration to Invest More Than \$12 Billion to Expand COVID-19 Testing

*\$10 Billion in Funding for School Screenings to Help Reopening
\$2.25 Billion in Screenings to Address Disparities and Advance Equity
New CDC Guidance to Provide Clarity on Screening Testing Approaches*

Testing Ramp-Up Is Part of Biden's Overall Effort to Increase Testing Nationwide as Vaccinations Increase

As part of President Biden's [National Strategy for the COVID-19 Response and Pandemic Preparedness - PDF](#), the U.S. Department of Health and Human Services (HHS) will invest \$10 billion from the American Rescue Plan to ramp up screening testing to help schools reopen, \$2.25 billion to scale up testing in underserved populations, and provide new guidance on asymptomatic screening testing in schools, workplaces, and congregate settings. These measures are part of President Biden's strategy to increase COVID-19 testing nationwide as vaccinations increase.

"COVID-19 testing is critical to saving lives and restoring economic activity," said HHS Acting Secretary Norris Cochran. "As part of the Biden Administration's National Strategy, HHS will continue to expand our capacity to get testing to the individuals and the places that need it most, so we can prevent the transmission of the virus and defeat the pandemic."

Testing every school in America.

Every student. Every week.

FIND OUT HOW



\$400M+ K-12 statewide testing from contracts signed or in final stages of contracting⁽¹⁾

(1) Biosecurity contract value and performance is subject to Ginkgo's ability to conduct sufficient outreach to school districts, school adoption rates of Concentric and the volume of testing performed within contracted states. These state contracts can be paused or terminated early and there is significant uncertainty in the K-12 testing market in general as the facts and circumstances of the pandemic change regularly.
(2) Contract value not specified, but state was allocated over \$300 million in funding from the American Rescue Plan, for K-12 school testing

Publicly Announced Major Contracts

(contracts represent potential value over 2021-2022 school year)



Arizona

Total Contract Value: up to \$114M
250+ schools signed up to date



California

Total Contract Value: [not disclosed]
400+ schools signed up to date



Maryland

Total Contract Value: [not disclosed]
125+ schools signed up to date



Maine

Total Contract Value: [not disclosed]
250+ schools signed up to date



New Hampshire

Total Contract Value: [not disclosed]
20+ schools signed up to date



North Carolina

Total Contract Value: N/A⁽²⁾
50+ schools signed up to date



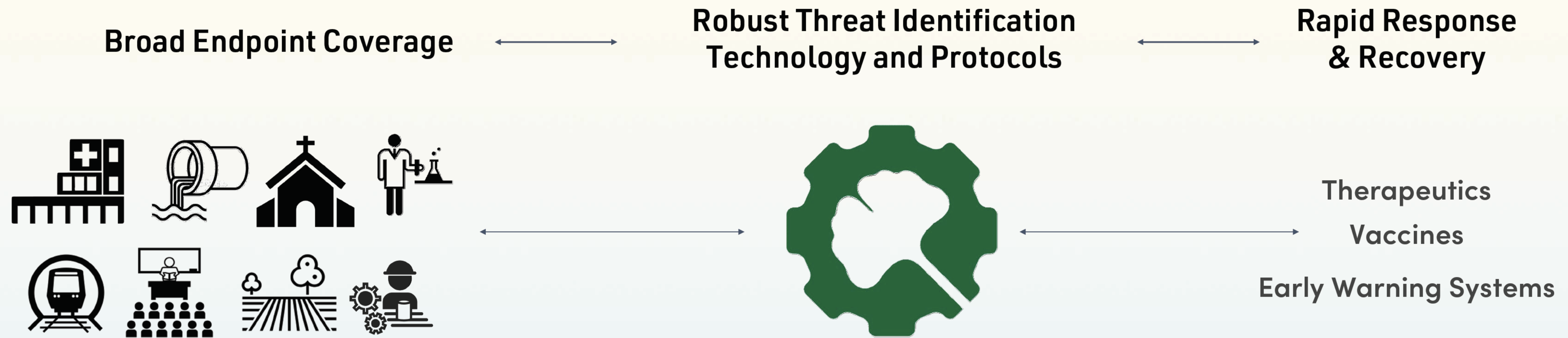
Pennsylvania

Total Contract Value: up to \$87M
Newly signed!

(+additional states in contracting or not yet publicly disclosed)



School testing is an emergent need, but we believe biosecurity will be a permanent fixture in our lives



Function	Surveillance: monitoring, looking for new threats	Develop the best tests: leverage data to recognize threats before they occur	Prevent virus attacks, minimize effects, recover
Basis of Competition	<p>Scale</p> <p>Number of noses, hospitals, farms, fields, labs, and sewage systems</p>	<p>Codebase</p> <p>Ability to identify emerging threats and design the most effective tests</p>	<p>Foundry + Codebase</p> <p>Ability to rapidly develop and scale biological response</p>



Ginkgo has a responsibility to be at the forefront of the emerging biosecurity industry

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The DNA Cops Who Make Sure the World's Deadliest Viruses Aren't Rebuilt

Ginkgo Bioworks is helping stop a new class of lethal biological weapons from being created.

By Rebecca Spalding
June 27, 2018, 2:30 PM GMT+5:30



“We are doing more of this genetic engineering than anybody, we think we’re going to get better at it than anybody, so we have a responsibility to be keeping our eye on both sides of that coin,” Kelly said. “How do we protect and defend against that while protecting our ability to get all the positive outputs of biotechnology?”



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Designed by Ginkgo
Born in Boston

APPENDIX

Ginkgo to Become Fully Public Company

August 11: SEC Declares S-4 Effective & PIPE S-1 Filed

September 14: Soaring Eagle Extraordinary General Meeting and Shareholder Vote

September 16: Expected Closing Date

 We look forward to seeing you at **NYSE:DNA** soon 

