PacBio

Q4 & Full Year 2025 Earnings Presentation

February 12, 2026

Safe harbor and non-GAAP disclosures

Statement regarding use of non-GAAP financial measures

PacBio reports non-GAAP results for basic net income and loss per share, net income, net loss, gross margins, gross profit and operating expenses in addition to, and not as a substitute for, or because it believes that such information is superior to, financial measures calculated in accordance with GAAP. PacBio believes that non-GAAP financial information, when taken collectively, may be helpful to investors because it provides consistency and comparability with past financial performance. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP. In addition, other companies may calculate similarly titled non-GAAP measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of PacBio's non-GAAP financial measures as tools for comparison.

PacBio's financial measures under GAAP include substantial charges that are listed in the itemized reconciliations between GAAP and non-GAAP financial measures included in this presentation. PacBio excludes recurring charges from its non-GAAP financial statements, including amortization of intangible assets and changes in fair value of contingent consideration, and further excludes infrequent and limited charges including impairment charges, restructuring related expenses for discrete restructuring events and benefits from income taxes. Management has excluded the effects of these items in non-GAAP measures to assist investors in analyzing and assessing past and future operating performance. In addition, management uses non-GAAP measures to compare PacBio's performance relative to forecasts and strategic plans and to benchmark its performance externally against competitors.

PacBio encourages investors to carefully consider its results under GAAP, as well as its supplemental non-GAAP information and the reconciliation between these presentations, to more fully understand its business. A reconciliation of PacBio's non-GAAP financial measures to their most directly comparable financial measure stated in accordance with GAAP has been provided in the financial statement tables included in this presentation. PacBio is unable to reconcile future looking non-GAAP guidance included in this presentation without unreasonable effort because certain items that impact this measure are out of PacBio's control and/or cannot be reasonably predicted at this time.

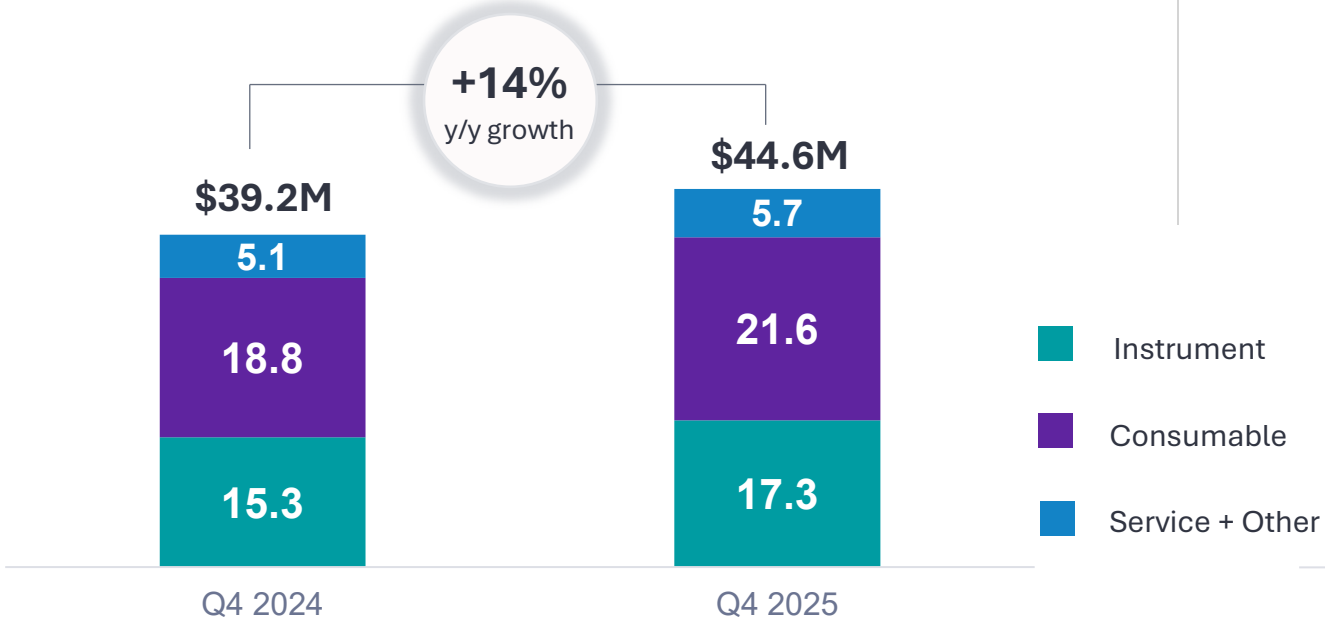
Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and the U.S. Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact are forward-looking statements, including, but not limited to, statements relating to PacBio's costs and initiatives as well as the expected financial impact and timing of these plans and initiatives; expectations with respect to commercialization, development and shipment of PacBio's products, including the launch of SPRQ-Nx and its impact on lowering sequencing costs; PacBio's financial guidance and expectations for future periods, including positioning to drive growth and sharpened strategic focus; new and continued reception of PacBio's products and consumables and their expansion into new or existing markets; developments affecting our industry and the markets in which we compete, including anticipated future customer use and costs of our products and consumables; expectations regarding integrating HiFi into rare disease genomic testing networks; and the availability, uses, accuracy, coverage, advantages, quality or performance of, or benefits or expected benefits of using, PacBio products or technologies, among other future events. Reported results and orders for any instrument system should not be considered an indication of future performance. You should not place undue reliance on forward-looking statements because they are subject to assumptions, risks, and uncertainties and could cause actual outcomes and results to differ materially from currently anticipated results, including, but not limited to, challenges inherent in developing, manufacturing, launching, marketing and selling new products, and achieving anticipated new sales; potential cancellation of existing instrument orders; assumptions, risks and uncertainties related to the ability to attract new customers and retain and grow sales from existing customers; risks related to PacBio's ability to successfully execute and realize the benefits of acquisitions; the impact of new, increased or enhanced tariffs and export restrictions on the shipment of PacBio products to certain countries; rapidly changing technologies and extensive competition in, and potential FDA regulatory issues relating to, genomic sequencing; unanticipated increases in costs or expenses; interruptions or delays in the supply of components or materials for, or manufacturing of, PacBio products and products under development; potential product performance and quality issues and potential delays in development timelines; the possible loss of key employees, customers, or suppliers; customers and prospective customers curtailing or suspending activities using PacBio's products; third-party claims alleging infringement of patents and proprietary rights or seeking to invalidate PacBio's patents or proprietary rights; risks associated with international operations; and other risks associated with general macroeconomic conditions and geopolitical instability. Additional factors that could materially affect actual results can be found in PacBio's most recent filings with the Securities and Exchange Commission, including PacBio's most recent reports on Forms 8-K, 10-K, and 10-Q, and include those listed under the caption "Risk Factors." These forward-looking statements are based on current expectations and speak only as of the date hereof; except as required by law, PacBio disclaims any obligation to revise or update these forward-looking statements to reflect events or circumstances in the future, even if new information becomes available.

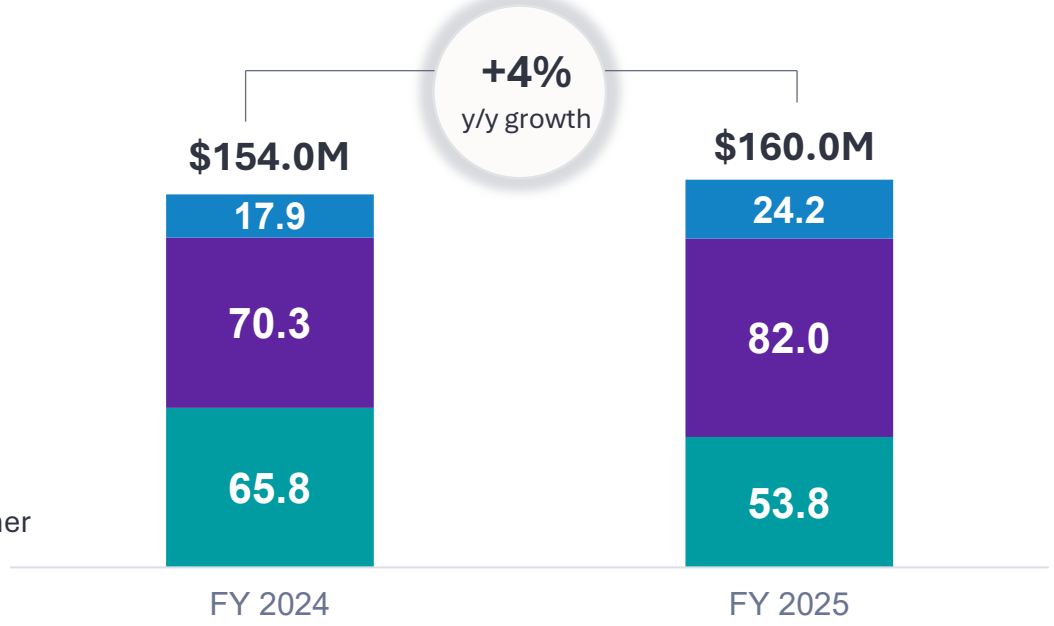
The unaudited condensed consolidated financial statements that follow should be read in conjunction with the notes set forth in PacBio's Annual Report on Form 10-K when filed with the Securities and Exchange Commission.

Strong financial results driven by record consumables growth

Q4 Total Revenue



Full Year Total Revenue



Q4 Highlights

- **21 Revio and 42 Vega placements**
- **Record consumables revenue**
- **$242K annualized Revio pull-through**

FY Highlights

- **61 Revio and 140 Vega placements**
- **55% consumables growth for clinical and hospital customers**
- **~20% multi-system Revio orders**

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Human genomics is fueling growth in consumables

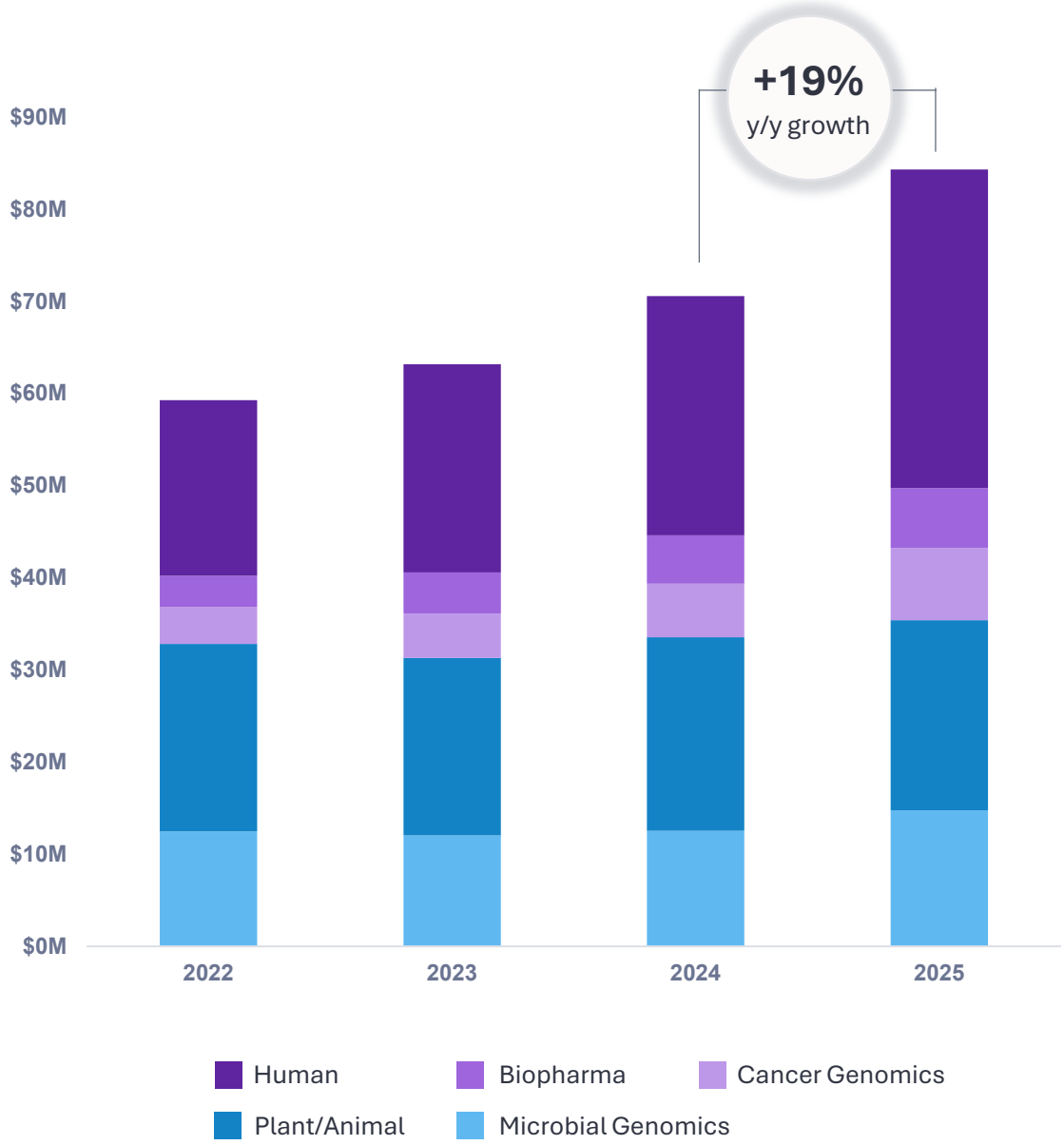
Human Markets

$26.4M → 23% → **$48.9M**

2022 | 3-Year CAGR | 2025

Non-Human Markets

$32.8M → 3% → **$35.4M**



Market use information and segments are based on PacBio's internal estimates and data for the applicable periods.

HiFi has become a trusted backbone for rare disease genomics and improves patient outcomes

Empowering Research

Adoption as a first line sequencing approach

Investigating sudden unexplained death in childhood to predict and prevent the loss of hundreds of children per year

Initially sequencing 200 of the 2,000 families supported by SUDC

Validation of Diagnostic Yield

Implementation in ONCE[1] study in Q1'26

Evaluating the impact of long-read sequencing in the dx yield of a consecutive laboratory cohort of negative exomes and genomes

Expecting enrollment of ~1,000 patients in 2026

Expansion Into Therapies

Joint n-Lorem + EspeRare proposal

Establishing HiFi for use with candidates for targeted antisense oligonucleotide therapies

Characterizing the genome of every supported patient across dozens of rare diseases

Broadening Access

Addition to the iHope program

Integrating HiFi into iHope's international diagnostic network, representing the world's largest equitable rare disease genomic testing network

Supporting >1,000 patients annually through 25 clinical sites across 14 countries

There are an estimated 300 to 400 million rare disease patients globally[2] across thousands of conditions

1. ONCE study = Omics for Negative Case Evaluation
2. https://www.rarediseaseday.org/what-is-a-rare-disease/ https://globalgenes.org/about-us/

HiFi significantly increased productivity and reduces costs compared to serial testing with legacy tests

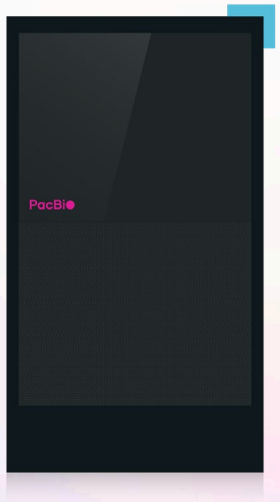
7+ years and >$2,000 in testing consumables[1]

Single gene tests	CMA	NGS panel	WES	srWGS	Repeat expansion testing	srWGS gap filling	5mC array
~$25	**~$200**	**~$150**	**~$250**	**~$600**	**~$150×3**	**~$200**	**~$300**

Reflex to HiFi

24 hours for HiFi 30x WGS

HLA typing	Imprinting disorders and methylation disorders
Carrier screening	Substantially all known pathogenic repeat expansion disorders
PGx	Phasing for compound hets
Pseudogene resolution and dark regions	True whole genome with all known variant types



- Replace multiple assays with **a single test**
- **Highest information density for reanalysis** provides more avenues for future solves
- Increased **diagnostic yield**
- **Results in days** compared to years

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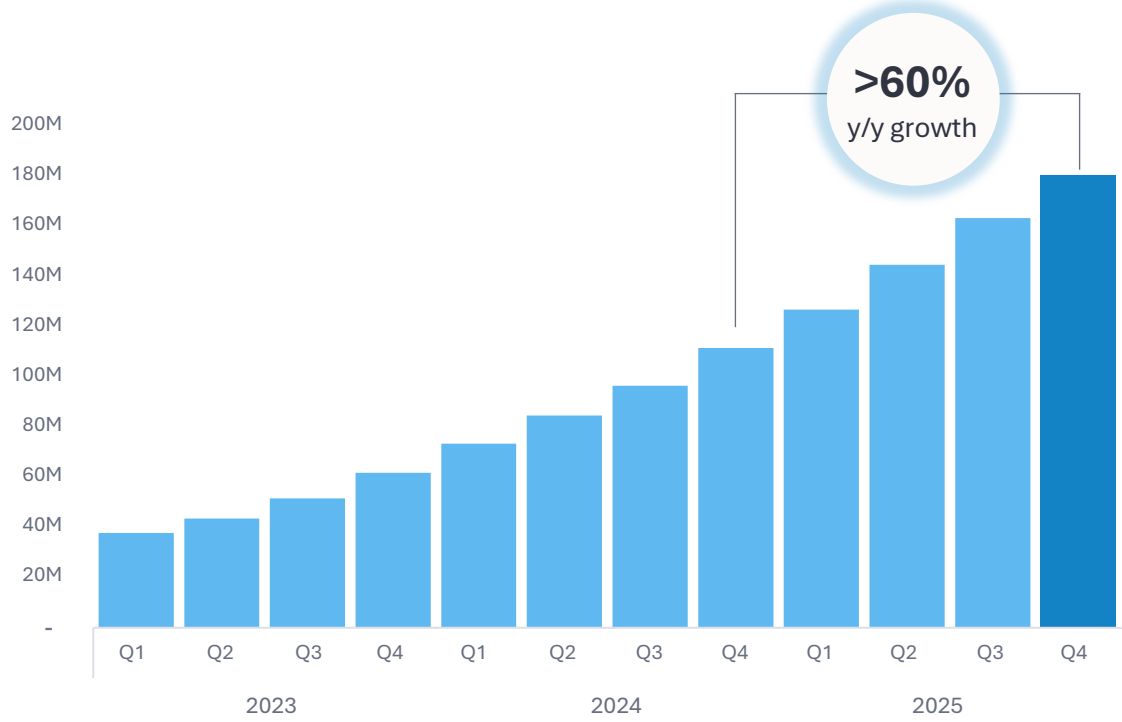
1. Based on internal estimates and actual costs may vary significantly

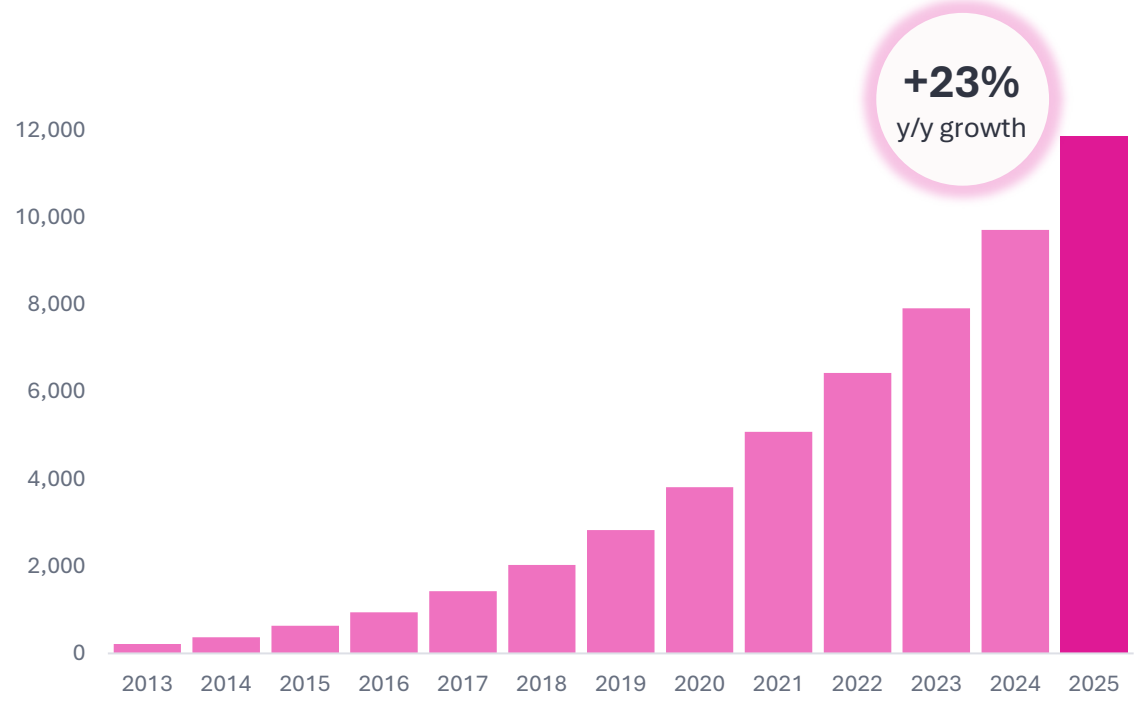
Rapid growth in HiFi data output and peer-reviewed evidence

Cumulative customer gigabase yield



Industry-leading comprehensive datasets growing at one of the fastest rates in life sciences

Cumulative publications



Nearly 12,000 total publications demonstrating the value of HiFi

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SPRQ-Nx delivers high-quality HiFi at a highly competitive price point

Designed to deliver the most complete view of the genome for **less than $300 per genome at scale**

SPRQ-Nx

Full launch planned in 2026

- **Multi-use SMRT cells**
  Intended to reduce the cost of sequencing for customers and improves PacBio's gross margins
- **Expanded multiomic capabilities powered by AI**
  Expected to improve methylation calling performance with the added ability to call methyl-hydroxy C
- **Increases throughput**
  Can further improve economics
- **Expanding beta program both domestically and internationally in a few weeks**
  Due to demand and success in the US

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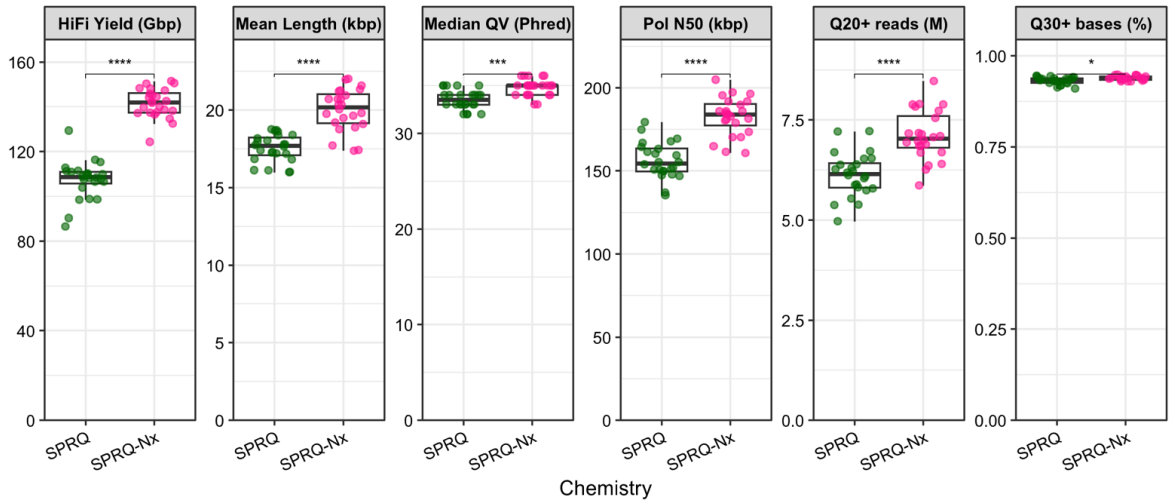
Internal data on file

Encouraging customer data in beta program with SPRQ-Nx demonstrating >25% improved yield vs. SPRQ

Beta Site 1 Internal Assessment[1]
(Academic & Research Customer)



SPRQ-Nx is exceeding SPRQ performance across all meaningful metrics for high-quality human libraries

Beta Site 2 Internal Assessment[1,2]
(Clinical Customer)

	Diagnostic Yield	Turnaround Time	Tests per Diagnosis
Long-Read Sequencing (LRS)	37%	27 days	2.7 Orthogonal confirmation
Standard of Care	26.9%	63 days	6.1 Sequential testing
	Higher in LRS group	**Shorter in LRS group**	**Fewer in LRS group**

Long-read sequencing enables high diagnostic yield, and shorter turnaround time with fewer tests

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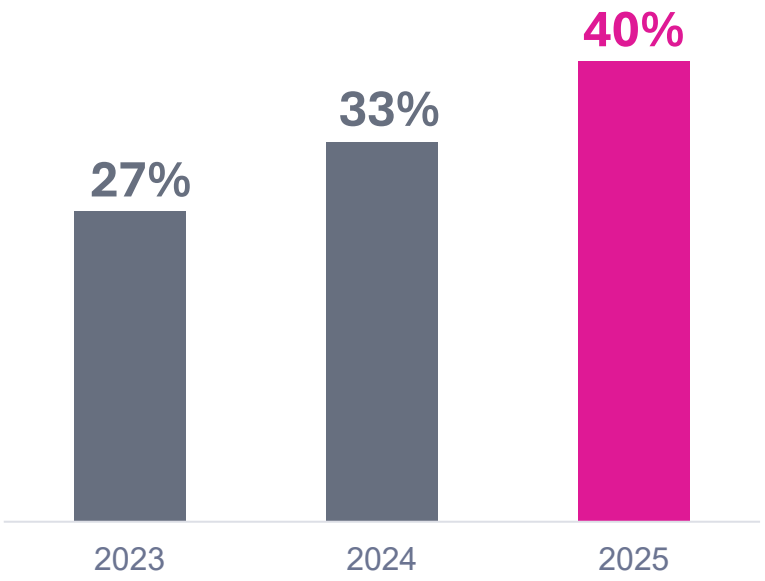
1. Internal data on file
2. Thiffault et al. JAMA Pediatr. 2025

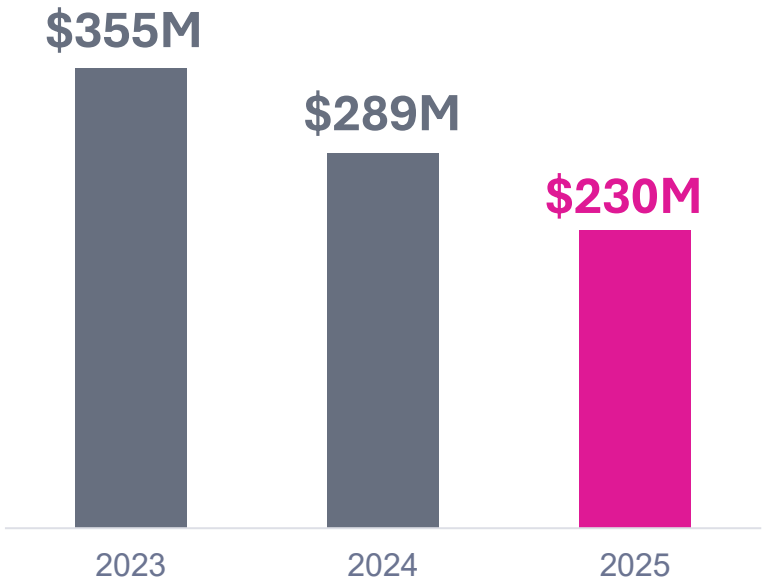
Meaningful improvements to our financial profile since 2023

Non-GAAP Gross Margin[1]



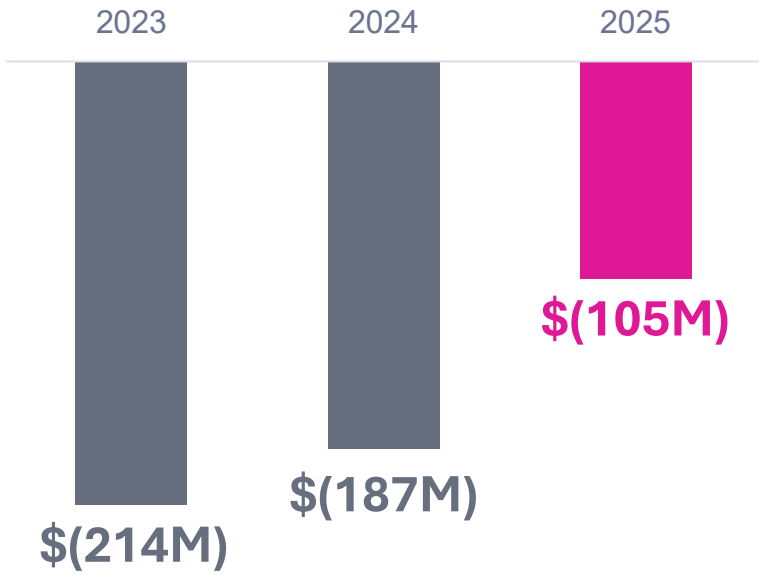
Improved by **700 bps y/y**
and **1300 bps** since 2023

Non-GAAP Operating Expenses[1]



Reduced by **20% y/y**
and **35%** since 2023

Adjusted Cash Burn[1,2]



Improved by **44% y/y**
and **51%** since 2023

1. See Appendix for statement regarding use of non-GAAP financial measures
2. Adjusted cash burn excludes net proceeds from financings and acquisitions

Sale of short-read sequencing assets positions us to execute on our next phase of growth

Strengthens balance sheet and extends cash runway

Received ~$48M of net proceeds from the transaction

Sharpens focus and resources on differentiated long-read sequencing portfolio

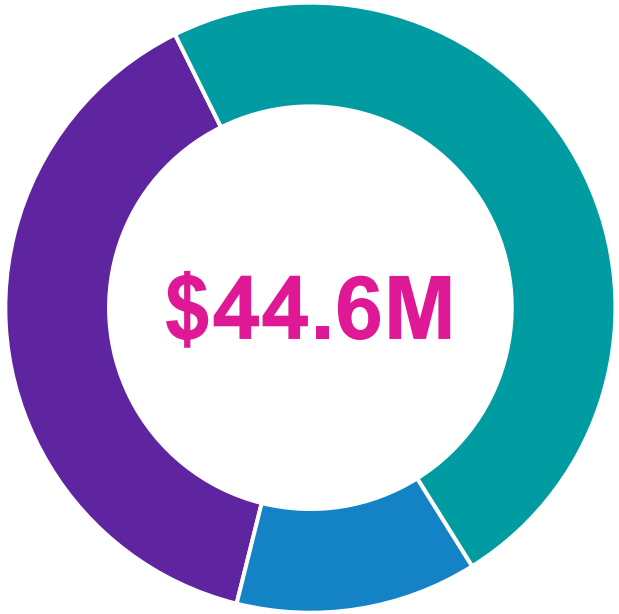
Better positioned to drive adoption across attractive growth markets

Remain committed to supporting our current Onso customers

Through ongoing commercial support and consumable supply this year

Q4 2025 revenue breakdown

Product & Service

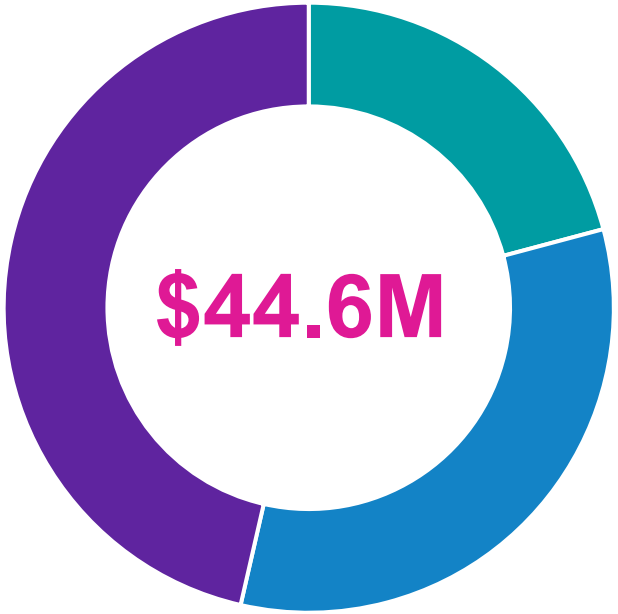


Instruments
$17.3M
13% Y/Y
53% Q/Q

Consumables
$21.6M
15% Y/Y
2% Q/Q

Service + Other
$5.7M
11% Y/Y
(3% Q/Q)

Regional



Americas
$20.7M
3% Y/Y
14% Q/Q

Asia Pacific
$9.3M
4% Y/Y
(3% Q/Q)

EMEA
$14.6M
45% Y/Y
36% Q/Q

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Q4 & FY non-GAAP financial highlights

Non-GAAP[1] Measures	Q4 2025	Q4 2024	FY 2025	FY 2024
Non-GAAP Gross Profit	$17.8M	$12.3M	$64.2M	$51.1M
Non-GAAP Gross Margin	40%	31%	40%	33%
Non-GAAP Operating Expenses	$56.2M	$68.6M	$229.9M	$289.2M
Non-GAAP Net Loss	($37.6M)	($55.3M)	($158.8M)	($228.0M)
Non-GAAP Basic Net Loss Per Share	($0.12)	($0.20)	($0.53)	($0.83)

	Dec 31, 2025	Sept 30, 2025	Dec 31, 2024
Cash & Investments[2]	$279.5M	$298.7M	$389.9M

1. See Appendix for statement regarding use of non-GAAP financial measures
2. Subsequent to year end, PacBio announced the sale of short-read sequencing assets for net proceeds of ~$48M

Initiating 2026 guidance

Revenue

$165M - $180M

3% - 12% y/y growth

Non-GAAP Gross Margin

41% - 44%

vs. 40% in 2025

Non-GAAP Operating Expenses

<$230M

vs. $230M in 2025

PacBio

2026 focus areas

Dramatically improve the economics of HiFi

through SPRQ-Nx with multi-use SMRT cells

Accelerate clinical adoption

across rare disease, oncology, and carrier screening

Enable discovery through large-scale studies

with HiFi's rich data and high-throughput capabilities

Empower next-gen informatics with HiFi and AI

Scaled multiomic HiFi delivers unique biological insights

Drive platform innovation across the portfolio

PacBio

Our mission

Enabling the promise of genomics to better human health

Creating the world's most advanced sequencing technologies

PacBio

Appendix

Pacific Biosciences of California, Inc.
Unaudited Condensed Consolidated Statements of Operations

(in thousands, except per share amounts)	Three Months Ended December 31, 2025	September 30, 2025	December 31, 2024
Revenue:			
Product revenue	$ 38,965	$ 32,597	$ 34,098
Service and other revenue	5,680	5,844	5,126
Total revenue	44,645	38,441	39,224
Cost of Revenue:			
Cost of product revenue [1]	24,204	19,204	23,476
Cost of service and other revenue	3,681	3,078	3,469
Amortization of acquired intangible assets	183	183	2,221
Loss on purchase commitment [1]	11	75	–
Total cost of revenue	28,079	22,540	29,166
Gross profit	16,566	15,901	10,058
Operating Expense:			
Research and development [1]	22,879	22,846	27,466
Sales, general and administrative [1]	34,051	31,099	41,641
Impairment charges [2]	–	–	91,300
Change in fair value of contingent consideration [3]	–	–	(1,950)
Amortization of acquired intangible assets	833	833	4,629
Total operating expense	57,763	54,778	163,086
Operating loss	(41,197)	(38,877)	(153,028)
Gain on debt restructuring [4]	–	–	154,407
Interest expense	(1,740)	(1,739)	(2,757)
Other income, net	2,768	2,999	4,065
(Loss) income before income taxes	(40,169)	(37,617)	2,687
Income tax provision	202	383	316
Net (loss) income	$ (40,371)	$ (38,000)	$ 2,371
Net (loss) income per share:			
Basic	$ (0.13)	$ (0.13)	$ 0.01
Diluted	$ (0.13)	$ (0.13)	$ (0.49)
Weighted average shares outstanding used in calculating net (loss) income per share			
Basic	301,907	300,844	282,999
Diluted	301,907	300,844	306,892

(1) Balances include restructuring costs. Refer to the Reconciliation of Non-GAAP Financial Measures table below for additional information on such costs and related amounts.

(2) Goodwill and in-process research and development ("IPR&D") impairment charges during the three months ended December 31, 2024 were related to a significant increase in the carrying value of the reporting unit resulting primarily from the troubled debt restructuring, and changes in the timing and amount of expected future cash flows due to macroeconomic uncertainties, among other factors.

(3) Change in fair value of contingent consideration during the three months ended December 31, 2024 was due to fair value adjustments of a milestone payment payable upon the achievement of a milestone event.

(4) Gain on debt restructuring during the three months ended December 31, 2024, represents the gain resulting from the November 2024 convertible notes exchange transaction.

Pacific Biosciences of California, Inc.
Unaudited Condensed Consolidated Statements of Operations

(in thousands, except per share amounts)	Three Months Ended December 31, 2025	Three Months Ended December 31, 2024	Twelve Months Ended December 31, 2025	Twelve Months Ended December 31, 2024
Revenue:				
Product revenue	$ 38,965	$ 34,098	$ 135,758	$ 136,149
Service and other revenue	5,680	5,126	24,247	17,865
Total revenue	44,645	39,224	160,005	154,014
Cost of Revenue:				
Cost of product revenue [1]	24,204	23,476	89,763	92,284
Cost of service and other revenue [1]	3,681	3,469	15,390	14,057
Amortization of acquired intangible assets	183	2,221	4,894	9,393
Loss on purchase commitment [1]	11	–	4,178	998
Total cost of revenue	28,079	29,166	114,225	116,732
Gross profit	16,566	10,058	45,780	37,282
Operating Expense:				
Research and development [1]	22,879	27,466	97,307	134,922
Sales, general and administrative [1]	34,051	41,641	141,493	175,017
Impairment charges [2]	–	91,300	15,000	184,500
Change in fair value of contingent consideration [3]	–	(1,950)	(18,700)	(850)
Amortization of acquired intangible assets [4]	833	4,629	364,541	18,006
Total operating expense	57,763	163,086	599,641	511,595
Operating loss	(41,197)	(153,028)	(553,861)	(474,313)
Gain on debt restructuring [5]	–	154,407	–	154,407
Interest expense	(1,740)	(2,757)	(6,954)	(13,412)
Other income, net	2,768	4,065	14,757	23,783
(Loss) income before income taxes	(40,169)	2,687	(546,058)	(309,535)
Income tax provision	202	316	318	316
Net (loss) income	$ (40,371)	$ 2,371	$ (546,376)	$ (309,851)
Net (loss) income per share:				
Basic	$ (0.13)	$ 0.01	$ (1.82)	$ (1.13)
Diluted	$ (0.13)	$ (0.49)	$ (1.82)	$ (1.59)
Weighted average shares outstanding used in calculating net (loss) income per share				
Basic	301,907	282,999	299,959	274,488
Diluted	301,907	306,892	299,959	288,366

(1) Balances include restructuring costs. Refer to the Reconciliation of Non-GAAP Financial Measures table below for additional information on such costs and related amounts.

(2) In-process research and development ("IPR&D") impairment charge of $15.0 million during the twelve months ended December 31, 2025 was driven primarily by macroeconomic factors and restructuring initiatives, including the focus on long-read innovation, resulting in changes to the timing and amounts of cash flows.

Goodwill and IPR&D impairment charges during the three months ended December 31, 2024 were related to a significant increase in the carrying value of the reporting unit resulting primarily from the troubled debt restructuring, and changes in the timing and amount of expected future cash flows due to macroeconomic uncertainties, among other factors. Additional goodwill impairment charge of $93.2 million included in the twelve months ended December 31, 2024 was related to a sustained decrease in the Company's share price, among other factors.

(3) Change in fair value of contingent consideration during the twelve months ended December 31, 2025 and the three and twelve months ended December 31, 2024 was due to fair value adjustments of a milestone payment payable upon the achievement of a milestone event.

(4) Balance for the twelve months ended December 31, 2025 includes accelerated amortization of acquired intangible assets related to restructuring initiatives. Refer to the Reconciliation of Non-GAAP Financial Measures table below for additional information on such costs and related amounts.

(5) Gain on debt restructuring during the three and twelve months ended December 31, 2024, represents the gain resulting from the November 2024 convertible notes exchange transaction.

Pacific Biosciences of California, Inc.
Unaudited Condensed Consolidated Balance Sheets

(in thousands)	December 31, 2025	December 31, 2024
Assets		
Cash and investments	$ 279,506	$ 389,931
Accounts receivable, net	35,448	27,524
Inventory, net	49,285	58,755
Prepaid expenses and other current assets	10,793	18,781
Property and equipment, net	24,146	30,505
Operating lease right-of-use assets, net	41,695	16,091
Restricted cash	1,552	2,222
Intangible assets, net	15,124	389,572
Goodwill	317,761	317,761
Other long-term assets	8,773	9,305
Total Assets	$ 784,083	$ 1,260,447
Liabilities and Stockholders' Equity		
Accounts payable	$ 20,770	$ 16,590
Accrued expenses	33,646	22,595
Deferred revenue	19,865	19,764
Operating lease liabilities	57,040	24,940
Contingent consideration liability	—	18,700
Convertible senior notes, net	645,382	647,494
Other liabilities	2,031	3,770
Stockholders' equity	5,349	506,594
Total Liabilities and Stockholders' Equity	$ 784,083	$ 1,260,447

Pacific Biosciences of California, Inc.
Reconciliation of Non-GAAP Financial Measures

(in thousands, except per share amounts)	Three Months Ended			Twelve Months Ended	
	December 31, 2025	September 30, 2025	December 31, 2024	December 31, 2025	December 31, 2024
GAAP net (loss) income	$ (40,371)	$ (38,000)	$ 2,371	$ (546,376)	$ (309,851)
Impairment charges [1]	–	–	91,300	–	184,500
Change in fair value of contingent consideration [2]	–	–	(1,950)	(18,700)	(850)
Gain on debt restructuring [3]	–	–	(154,407)	–	(154,407)
Amortization of acquired intangible assets	1,016	1,016	6,850	10,176	27,399
Income tax benefit [4]	–	–	–	(546)	–
Restructuring [5]	1,776	137	493	396,664	25,222
Non-GAAP net loss	$ (37,579)	$ (36,847)	$ (55,343)	$ (158,782)	$ (227,987)
GAAP basic net (loss) income per share	$ (0.13)	$ (0.13)	$ 0.01	$ (1.82)	$ (1.13)
Impairment charges [1]	–	–	0.32	–	0.67
Change in fair value of contingent consideration [2]	–	–	(0.01)	(0.06)	–
Gain on debt restructuring [3]	–	–	(0.55)	–	(0.56)
Amortization of acquired intangible assets	–	–	0.02	0.03	0.10
Restructuring [5]	0.01	–	–	1.32	0.09
Other adjustments and rounding differences	–	0.01	0.01	–	–
Non-GAAP basic net loss per share	$ (0.12)	$ (0.12)	$ (0.20)	$ (0.53)	$ (0.83)
GAAP gross profit	$ 16,566	$ 15,901	$ 10,058	$ 45,780	$ 37,282
Amortization of acquired intangible assets	183	183	2,221	4,894	9,393
Restructuring [5]	1,072	71	–	13,518	4,443
Non-GAAP gross profit	$ 17,821	$ 16,155	$ 12,279	$ 64,192	$ 51,118
GAAP gross profit %	37 %	41 %	26 %	29 %	24 %
Non-GAAP gross profit %	40 %	42 %	31 %	40 %	33 %
GAAP total operating expense	$ 57,763	$ 54,778	$ 163,086	$ 599,641	$ 511,595
Impairment charges [1]	–	–	(91,300)	–	(184,500)
Change in fair value of contingent consideration [2]	–	–	1,950	18,700	850
Amortization of acquired intangible assets	(833)	(833)	(4,629)	(5,282)	(18,006)
Restructuring [5]	(704)	(66)	(493)	(383,146)	(20,779)
Non-GAAP total operating expense	$ 56,226	$ 53,879	$ 68,614	$ 229,913	$ 289,160

(1) Goodwill and IPR&D impairment charges during the three months ended December 31, 2024 were related to a significant increase in the carrying value of the reporting unit resulting primarily from the troubled debt restructuring, and changes in the timing and amount of expected future cash flows due to macroeconomic uncertainties, among other factors. Additional goodwill impairment charge of $93.2 million included in the twelve months ended December 31, 2024 was related to a sustained decrease in the Company's share price, among other factors.

(2) Change in fair value of contingent consideration during the twelve months ended December 31, 2025 and the three and twelve months ended December 31, 2024 was due to fair value adjustments of a milestone payment payable upon the achievement of a milestone event.

(3) Gain on debt restructuring during the three and twelve months ended December 31, 2024, represents the gain resulting from the November 2024 convertible notes exchange transaction.

(4) A deferred income tax benefit during the twelve months ended December 31, 2025 is primarily related to the change in the deferred tax liability balance resulting from the accelerated amortization of acquired intangible assets and impairment of IPR&D.

(5) Restructuring costs related to the 2025 plan during the three months ended September 30, 2025 and December 31, 2025 and the twelve months ended December 31, 2025 consist primarily of costs included in cost of revenue related to excess inventory and purchase commitment losses, as well as costs included in operating expenses related to employee separation, accelerated depreciation, IPR&D impairment, and accelerated amortization of acquired intangibles.

Restructuring costs related to the 2024 plan during the three and twelve months ended December 31, 2024 consist primarily of employee separation costs, accelerated amortization and depreciation for right-of-use assets, leasehold improvements, and furniture and fixtures relating to the abandonment of the San Diego office, including charges for excess inventory due to a decrease in internal demand relating to the expense reduction initiatives.

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