

# CHOOSE THE **MOST TRUSTED** **LONG-READ TECHNOLOGY**



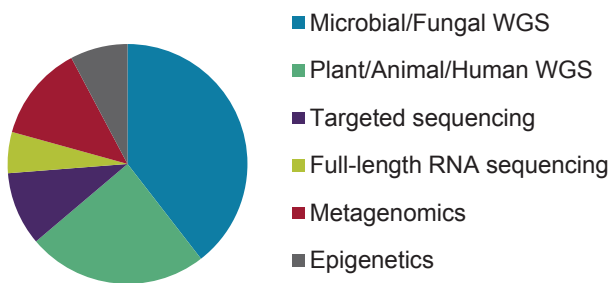
## SMRT® Sequencing is Smart Business

Scientists rely on long-read sequencing to generate high-quality reference genomes, more accurate gene and transcript models, and an integrated view of the epigenome for their organisms of interest. Single Molecule, Real-Time (SMRT) Sequencing from PacBio® is the most trusted long-read sequencing solution available today, delivering comprehensive genomic information for microbes, complex plant and animal genomes, and human biomedical research.

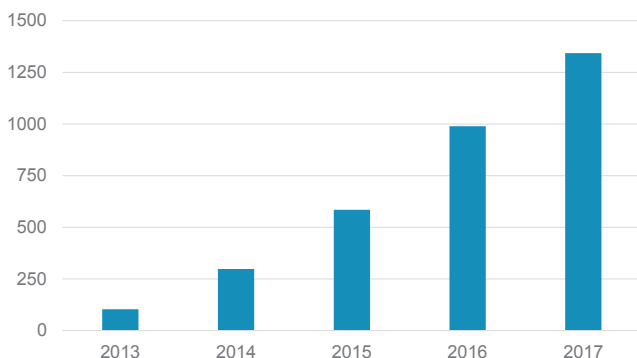
### MEET THE GROWING DEMAND FOR LONG READS WITH SMRT SEQUENCING

- Scientists in diverse research fields are rapidly adopting long-read sequencing
- SMRT Sequencing is proven advantageous in a variety of applications

#### APPLICATION BREAKDOWN



#### >3000 PUBLICATIONS TO DATE

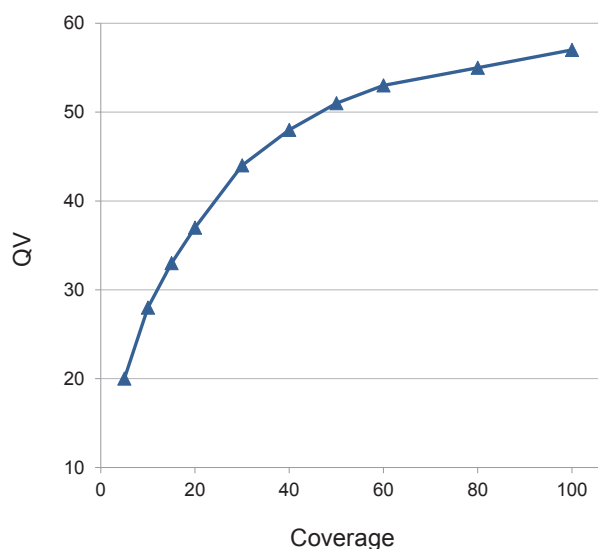


Number of research publications over the past 5 years with SMRT Sequencing-enabled discoveries.

### DELIVER MORE THAN JUST LONG READS

The Sequel® System delivers long, continuous reads that span difficult repetitive regions and full-length transcripts. SMRT Sequencing also delivers:

- **High throughput.** Up to 10 Gb per SMRT Cell 1M for genomic libraries and up to 20 Gb for amplicons
- **High consensus accuracy,** achieving >99.999% accuracy (QV50) for confident variant detection
- **Uniform coverage** across high or low GC content, which increases contiguity of genome assemblies
- **Simultaneous epigenetic characterization** without additional experimental design



A bacterial genome run on the Sequel System with 2.1 chemistry and 5.1 Sequel software.

## CHOOSE THE LEADING LONG-READ TECHNOLOGY WITH WORLD-CLASS SUPPORT

- Worldwide service and support team with 70+ field personnel, distributor networks, and online tech support
- Keep more research dollars at your home institute
- Join a group of leading service providers and gain a competitive edge

300+ PACBIO SYSTEMS WORLDWIDE



■ PacBio RS II  
 + Sequel System

PacBio RS II and Sequel System install base.

## ENJOY IMPROVED ECONOMICS AND EASE OF USE WITH THE SEQUEL SYSTEM

- Break even on 3-year depreciation and operating costs at only 25% capacity, or the equivalent of 9 human genomes at 50-fold coverage per year
- Easy installation, comprehensive training, and a variety of supported end-to-end applications and software solutions
- Aggressive roadmap to further increase throughput and reduce cost

### SEQUEL SYSTEM PAYBACK PERIOD

CAPACITY (Per Month)	2X MARKUP	2.5X MARKUP	3X MARKUP
~45% (28 SMRT Cells)	30 mo.	20 mo.	15 mo.
~65% (40 SMRT Cells)	21 mo.	14 mo.	11 mo.
~80% (52 SMRT Cells)	16 mo.	11 mo.	8 mo.

Months of operation required at various capacity levels and consumables markup rates to recoup Sequel System cost, 1 FTE for 3 years at \$75k/yr., and service contracts.

**"WE'RE DOING MORE AND MORE DE NOVO TRANSCRIPTOMES AND EPIGENOMIC STUDIES – [PACBIO] IS THE ONLY PLATFORM THAT ALLOWS US TO DO ALL OF THAT REALLY WELL."**

– LUKE TALLON, DIRECTOR OF THE GENOMICS RESOURCE CENTER AT UNIVERSITY OF MARYLAND

**"PACBIO IS REVOLUTIONIZING OUR APPROACH FOR WHOLE-GENOME SHOTGUN, BAC, AND TARGETED SEQUENCING."**

– ROD WING, DIRECTOR OF THE ARIZONA GENOMICS INSTITUTE

**"WE FIGURED THERE WOULD BE MORE DEMAND FOR LONG READS, SO WE WANTED TO HAVE MORE EXPERIENCE WITH PACBIO THAN OTHER VENDORS."**

– GUN-EUI LEE, COFOUNDER OF DNA LINK

**"IT'S FAIRLY WELL KNOWN THAT FOR GENOME ASSEMBLY, THE PACBIO PLATFORM IS SUPERIOR."**

– MICHIEL VAN EIJK, CSO OF KEYGENE N.V.

## THE LEADER IN LONG-READ SEQUENCING

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