Pacific Biosciences and Advanced Analytical Technologies Announce Co-Marketing Agreement

MENLO PARK, California, and ANKENY, Iowa — April 26, 2016 — Pacific Biosciences of California, Inc., (Nasdaq:PACB) and Advanced Analytical Technologies, Inc., (AATI) today announced the companies have signed an agreement to jointly promote their technology solutions for long-read DNA sequencing.

The PacBio® RS II and Sequel™ Systems are based on PacBio’s proven Single Molecule, Real-Time (SMRT®) technology and are used to sequence small or large genomes, as well as to perform targeted sequencing, complex population analysis, and RNA sequencing. SMRT Sequencing provides characterization of many types of genomic variation, including those in complex regions not accessible with short-read or synthetic long-read sequencing technologies. It also reveals epigenetic information. AATI’s Fragment Analyzer™ quantifies and qualifies nucleic acid samples in one step with accurate sizing to ~50 kilobases in length. The method takes ~1 hour (as opposed to ~16 hours with pulse field gel electrophoresis) and can process up to 96 samples in parallel.

“We are excited to team with Advanced Analytical. Their Fragment Analyzer will help streamline our large-insert library workflow for de novo assemblies, where it is important to know the size of the libraries before and after size selection,” said Kevin Corcoran, Senior Vice President of Market Development at PacBio. “Use of the Fragment Analyzer for accurate sizing will significantly speed the time it takes to make a library and improve the likelihood of project success.”

Dr. Jonathan Hagopian, Director of Business Development at Advanced Analytical, added: “We are proud that we have met PacBio’s high standards for data quality and performance with our Fragment Analyzer system. Our collaboration will accelerate discoveries based on their powerful long-read sequencing technology.”

About Pacific Biosciences
Pacific Biosciences of California, Inc. (NASDAQ:PACB) offers sequencing systems to help scientists resolve genetically complex problems. Based on its novel Single Molecule, Real-Time (SMRT®) technology, Pacific Biosciences’ products enable: de novo genome assembly to finish genomes in order to more fully identify, annotate and decipher genomic structures; full-length transcript analysis to improve annotations in reference genomes, characterize alternatively spliced isoforms in important gene families, and find novel genes; targeted sequencing to more comprehensively characterize genetic variations; and real-time kinetic information for epigenome characterization. Pacific Biosciences’ technology provides high accuracy, ultra-long reads, uniform coverage, and is the only DNA sequencing technology that provides the ability to simultaneously detect epigenetic changes. PacBio® sequencing systems, including consumables
and software, provide a simple, fast, end-to-end workflow for SMRT Sequencing. More information is available at www.pacbio.com.

About AATI
Advanced Analytical Technologies, Inc., (AATI) develops, manufactures, and markets low and high-throughput, fully-automated nucleic acid genetic analysis systems. AATI platforms optimize and accelerate complex genomics workflows for basic science and commercial applications in multiple life science industries including: genomics, molecular diagnostics, pharmaceuticals, healthcare, biotechnology, synthetic biology, biofuels, and agriculture. The company’s product portfolio has instruments for parallel analysis of DNA, RNA, pharmaceutical compounds, and proteins using capillary electrophoresis (CE) with fluorescence or UV absorbance detection. The Fragment Analyzer™ is AATI’s flagship platform recognized as the best-in-class multi-channel automated fluorescence-based CE detection system for sizing and concentration analysis of various DNA and RNA samples including: genomic DNA, NGS libraries, CRISPR mutations, dsDNA fragments, PCR amplicons, microsatellite SSR, RFLP, total RNA, mRNA, small and microRNA, single-cell products, and cell-free isolates. Advanced Analytical has facilities in Ankeny, Iowa, USA and Heidelberg, Germany. More information is available at www.aati-us.com.

Forward-Looking Statements

All statements in this press release that are not historical are forward-looking statements, including, among other things, statements relating to future uses, quality or performance of, or benefits of using, products or technologies, the expected benefits of the agreement between Pacific Biosciences and AATI and other future events. You should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties, changes in circumstances and other factors that are, in some cases, beyond Pacific Biosciences’ control and could cause actual results to differ materially from the information expressed or implied by forward-looking statements made in this press release. Factors that could materially affect actual results can be found in Pacific Biosciences’ most recent filings with the Securities and Exchange Commission, including Pacific Biosciences’ most recent reports on Forms 8-K, 10-K and 10-Q, and include those listed under the caption “Risk Factors.”

Pacific Biosciences undertakes no obligation to revise or update information in this press release to reflect events or circumstances in the future, even if new information becomes available.

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