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## Company Profile

**Industry Sector:** Biotechnology Instrumentation

**Company Overview:** Synthomics is a startup company in the business of selling instrumentation that reduces the cost of DNA synthesis by a factor of 20-100x

**Target Market(s):** Vertically integrated biotechnology service and instrumentation companies



## Key Value Drivers

**Technology:** DNA synthesis miniaturization and novel fluidics reduces reagent cost by 90%, reduces labor cost by 50-70%, and quality control cost by at least 50%. Utilizes a novel solid support that is 100x cheaper than current products.

**Competitive Advantage:** Superior efficiency and ease of use

**Plan & Strategy:** Establish a beta and early customer pipeline



## Management

**Leadership:** Keith Anderson, Guillermo Cornejo, and David Bullis

**Scientific Advisory Board:** Industry and academic experts including:

Dr. Ronald Davis of Stanford University, inventor of the first multiplexed DNA synthesizer and mentor to founders Anderson and Cornejo

Dr. Michal Lebl, formerly of Illumina and inventor of the highest throughput DNA synthesizer to date

Dr. Michel Perbost, also formerly with Illumina, Agilent, and Gensent, and one of the worlds experts in DNA synthesis chemistry and process optimization



## Product Pipeline

**1. Green Machine:** The "Green Machine," a 1,536-well oligo synthesizer that produces DNA at a cost of 16x-100x lower than competitors. The synthesizer also incorporates in-process quality monitoring

**2. Novel Supports and Reagents:** Synthesis plates and reagents needed for maximum efficiency on the Green Machine

**3. Future Products:** A higher throughput and lower throughput variation on the Green Machine, allowing Synthomics to vertically integrate the market with its products