

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT  
Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 4, 2021

**Bionano Genomics, Inc.**

(Exact Name of Registrant as Specified in its Charter)

Delaware  
(State or Other Jurisdiction  
of Incorporation)

001-38613  
(Commission  
File Number)

26-1756290  
(IRS Employer  
Identification No.)

9540 Towne Centre Drive, Suite 100  
San Diego, California  
(Address of Principal Executive Offices)

92121  
(Zip Code)

Registrant's telephone number, including area code: (858) 888-7600

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.0001 par value per share	BNGO	The Nasdaq Stock Market, LLC
Warrants to purchase Common Stock	BNGOW	The Nasdaq Stock Market, LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 2.02 Results of Operations and Financial Condition.**

On November 4, 2021, Bionano Genomics, Inc. (the "Company") issued a press release reporting its financial results for the third quarter ended September 30, 2021. The full text of the press release is attached as Exhibit 99.1 to this Current Report on Form 8-K.

In accordance with General Instruction B.2. of Form 8-K, the information contained or incorporated herein, including the press release filed as Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed to be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, whether made before or after the date hereof, except as expressly set forth by specific reference in such filing to this Current Report on Form 8-K.

**Item 8.01 Other Events.**

As previously announced, the Company is hosting a conference call on November 4, 2021 at 4:30 PM Eastern Time to review its financial results for its third quarter ended September 30, 2021 and to provide a business update (the "Earnings Call"). A presentation to accompany the Earnings Call (the "Corporate Presentation") is attached hereto as Exhibit 99.2. Information contained in the Corporate Presentation may also be used by the Company in future meetings regarding the Company.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits

<b>Exhibit No.</b>	<b>Description</b>
99.1	<a href="#">Press release issued November 4, 2021, reporting financial results for the third quarter ended September 30, 2021</a>
99.2	<a href="#">Corporate presentation, November 4, 2021</a>
104	Inline XBRL for the cover page of this Current Report on Form 8-K

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**Bionano Genomics, Inc.**

Date: November 4, 2021

By: /s/ R. Erik Holmlin, Ph.D.  
R. Erik Holmlin, Ph.D.  
President and Chief Executive Officer  
(Principal Executive Officer)

## Bionano Genomics Reports Third Quarter 2021 Financial Results and Highlights Recent Business Progress

- Acquisition of BioDiscovery transforms Bionano from the structural variation company into a data solutions provider with the potential to offer the most comprehensive variant analysis platform in genomics
- Total revenue of \$4.7 million, a 112% year-over-year total revenue increase, driven by growth in the Saphyr® installed base
- Record number of Saphyr shipments and installations for any quarter to date
- Launched protocols for ultra-high molecular weight DNA isolation from amniocentesis and chorionic villus sampling (CVS) for prenatal applications
- Remaining 2021 milestones on track
- Strong balance sheet with \$326.1 million in cash and short term investments as of September 30, 2021
- Conference call today, Thursday, November 4, at 4:30 pm ET

**SAN DIEGO, November 4, 2021 – Bionano Genomics, Inc. (NASDAQ: BNGO)** today reported financial results and business achievements for the quarter ended September 30, 2021 and highlighted recent corporate updates.

“We had the strongest quarter in Bionano’s history with a record number of Saphyr shipments and installations, including adoptions at several notable sites, including leading hospitals, cytogenetics labs and academic medical centers around the world. With the acquisition of BioDiscovery, a leading software company with best-in-class solutions for analysis, visualization, interpretation and reporting of genomics data. for microarray and next-generation sequencing (NGS), we are transitioning Bionano Genomics from being the structural variation company into a data solutions provider. We believe this will enable access to an expanded market opportunity by leveraging the NGS market through software. We are extremely pleased with the progress we are making and the fact that outstanding leaders are joining Bionano to join us in transforming the way the world sees the genome,” commented Erik Holmlin, PhD, Chief Executive Officer of Bionano Genomics.

Chris Stewart, Chief Financial Officer of Bionano added: “Q3 was another excellent quarter. We continued to achieve meaningful year-over-year revenue growth and maintained a strong balance sheet with \$326 million of cash and marketable securities as of the quarter-end. We also remain on track to achieve the milestones we laid out in the first quarter of 2021.”

**Recent Business Highlight**

On October 18, 2021, we closed our acquisition of BioDiscovery, Inc. The transaction is expected to accelerate and broaden Bionano's market leadership in digital cytogenetics and comprehensive genome analysis. Bionano's transaction consideration for the acquisition of BioDiscovery was up to \$100 million, consisting of a combination of cash and equity. A portion of the equity is subject to vesting based on continued service of key employees and a portion of the cash is contingent on achieving full integration of OGM data into BioDiscovery's software platform.

**Key Business Highlights in Q3**

The Company executed on its commercialization strategy, built scientific momentum by presenting data at key scientific meetings and drove utilization of Saphyr at key institutions across the globe, with the following highlights:

- **Expanded the installed base of Saphyr systems from 121 at the end of Q2 to 141 at the end of Q3.** During the quarter ended September 30, 2021, we shipped a total of 24 Saphyr systems to the field, compared to 11 systems shipped in the same quarter in 2020.
- **Sold 3,969 nanochannel array flow cells during the quarter ended September 30, 2021,** which is the most flow cells sold in any quarter ever and represents 122% growth over the same quarter in 2020.
- **Commercial release of solutions for isolation of ultra-high molecular weight DNA for prenatal applications** supporting the use of samples derived from amniocentesis and CVS. Bionano Prep SP Amnio and CVS Culture DNA Isolation Protocol supports both fresh cultures and cryopreserved cells, which expands the markets served for OGM.
- **OGM with Saphyr was adopted at several notable cytogenetics laboratories and academic medical centers** in the United States, including Brigham & Woman's Hospital, which is using OGM to identify structural variations in constitutional and cancer applications. Outside the US, Saphyr was adopted in Australia, Europe and China.
- **The largest clinical research study to date evaluating OGM was published in *The Journal of Molecular Diagnostics*** for a rare muscle disease, facioscapulohumeral muscular dystrophy, or FSHD, in about 351 patients. The

results demonstrated that OGM provided data more quickly, accurately, and reproducibly than the current gold standard method of Southern blot analysis. The findings support the rationale for adopting OGM as an alternative to Southern blot analysis as OGM had a greater sizing accuracy as well as a greater than 99% concordance with Southern blot analysis.

- **NuProbe Global, a global molecular diagnostics leader, adopted Saphyr to be integrated their proprietary tools**, Quantitative Amplicon Sequencing (QASeq) and Blocker Displacement Amplification (BDA), for research and development efforts in reproductive health and oncology liquid biopsies.
- **Saphyr customers and Bionano conducted 10 presentations at the Annual Cancer Genomics Consortium Meeting in mid-August 2021**, highlighting the benefits of OGM for clinical research applications in solid tumor analysis, hematological malignancies, products of conception, prenatal and postnatal constitutional genetics. More than 500 participants from around the globe attended virtually, highlighting the strong interest in OGM for cancer genomics.
- **Bionano customers presented 11 presentations on OGM at the European Society of Human Genetics (ESHG) meeting in late August 2021**, demonstrating the clinical utility of OGM across many therapeutic application areas, along with the unique capabilities of Bionano's Saphyr® system to detect all classes of structural variants, across the genome, at a superior resolution relative to traditional techniques.
- **Added exceptional talent across commercial leadership functions**, including Amanda Lettmann as Vice President of Global Customer Experience, Alex Helm as Vice President Strategic Product Marketing, Stephanie Hoyle as Vice President Corporate Marketing, Amanda Hernandez as Vice President of Global Sales Training and Development, Justin Leighton as Vice President and General Manager, Lineagen, and Bob Hertszenberg as North America Sales Director.

#### Financial Highlights

- **Total revenue for the third quarter of 2021 was \$4.7 million**, up 21% from \$3.9 million in the second quarter and up 112% from \$2.2 million in the same period of 2020. The sequential increase was driven by increased demand for our Saphyr optical genome mapping solutions, including increased instrument sales and greater demand for our reagent rental program and consumables. The year-over-

year increase was driven by both higher product sales and by the addition of revenue from Lineagen.

- **Gross margin for the third quarter of 2021 was 24.8%**, compared to 37.3% in the prior quarter and 33.4% from the third quarter of 2020. The decrease was primarily due to an increase in laboratory and warranty related expense that are expected to be non-recurring.
- **Third quarter operating expense was \$21.8 million**, compared to \$17.9 million in the prior quarter and \$11.0 million in the third quarter of 2020. The sequential increase was mainly due to a \$1.8 million increase in headcount and related expenses and a \$1.5 million increase in Research and Development expenses related to expanding our supply chain to produce higher volumes. Third quarter operating expense included \$2.8 million of non-cash stock-based compensation. The year-over-year increase was primarily due to increased headcount-related spending as we build out all facets of our organization to support our expected commercial progress and increased research and development costs.
- **At September 30, 2021, the Company had cash, cash equivalents, and short-term investments of \$326.1 million** compared to cash and cash equivalents of \$38.4 million at December 31, 2020. The increase in cash is primarily due to the equity raises that were completed in the first quarter of 2021.

#### **Remaining Anticipated Milestones for 2021 – Initiatives to Drive Global Adoption of Saphyr**

- 4Q21: Interim publication of results from pediatric clinical study
- 4Q21: Validation of LDTs by 3 sites in both our prenatal clinical study and our pediatric clinical study
- 4Q21: Initial prototype of next gen high throughput Saphyr
- 4Q21: Reach installed base of 150 systems to achieve a 50% increase over year end 2020

**Conference Call & Webcast Details**

Date: Thursday, November 4, 2021  
Time: 4:30 p.m. Eastern Time  
Toll Free: 1-877-407-0784  
International: 1-201-689-8560  
Conference ID: 13724790  
Webcast: <https://edge.media-server.com/mmc/p/emjvhnfb>

To access the call, participants should dial the applicable telephone number above at least 5 minutes prior to the start of the call. An archived version of the webcast will be available for replay in the Investors section of the Bionano website.

**About Bionano Genomics**

Bionano is a provider of genome analysis solutions that can enable researchers and clinicians to reveal answers to challenging questions in biology and medicine. The Company's mission is to transform the way the world sees the genome through OGM solutions, diagnostic services and software. The Company offers OGM solutions for applications across basic, translational and clinical research. Through its Lineagen business, the Company also provides diagnostic testing for patients with clinical presentations consistent with autism spectrum disorder and other neurodevelopmental disabilities. Through its BioDiscovery business, the Company also offers an industry-leading, platform-agnostic software solution, which integrates next-generation sequencing and microarray data designed to provide analysis, visualization, interpretation and reporting of copy number variants, single-nucleotide variants and absence of heterozygosity across the genome in one consolidated view. For more information, visit [www.bionanogenomics.com](http://www.bionanogenomics.com), [www.biodiscovery.com](http://www.biodiscovery.com) or [www.lineagen.com](http://www.lineagen.com).

**Forward-Looking Statements**

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "may," "will," "expect," "plan," "anticipate," "estimate," "intend" and similar expressions (as well as other words or expressions referencing future events, conditions or circumstances) convey uncertainty of future events or outcomes and are intended to identify these forward-looking statements. Forward-looking statements include statements regarding our intentions, beliefs,



projections, outlook, analyses or current expectations concerning, among other things: the expected benefits of our acquisition of BioDiscovery, including with respect to its impact on our market leadership; our anticipated milestones for the remainder of 2021, including that we remain on track to achieve these milestones; and the advancement of our business strategy. Each of these forward-looking statements involves risks and uncertainties. Actual results or developments may differ materially from those projected or implied in these forward-looking statements. Factors that may cause such a difference include the risks and uncertainties associated with: the impact of the COVID-19 pandemic on our business and the global economy; general market conditions; changes in the competitive landscape and the introduction of competitive products; changes in our strategic and commercial plans; our ability to obtain sufficient financing to fund our strategic plans and commercialization efforts; the ability of medical and research institutions to obtain funding to support adoption or continued use of our technologies; the loss of key members of management and our commercial team; our inability to achieve the anticipated benefits from our acquisitions of Lineagen and BioDiscovery; and the risks and uncertainties associated with our business and financial condition in general, including the risks and uncertainties described in our filings with the Securities and Exchange Commission, including, without limitation, our Annual Report on Form 10-K for the year ended December 31, 2021 and in other filings subsequently made by us with the Securities and Exchange Commission. All forward-looking statements contained in this press release speak only as of the date on which they were made and are based on management's assumptions and estimates as of such date. We do not undertake any obligation to publicly update any forward-looking statements, whether as a result of the receipt of new information, the occurrence of future events or otherwise.

**CONTACTS**

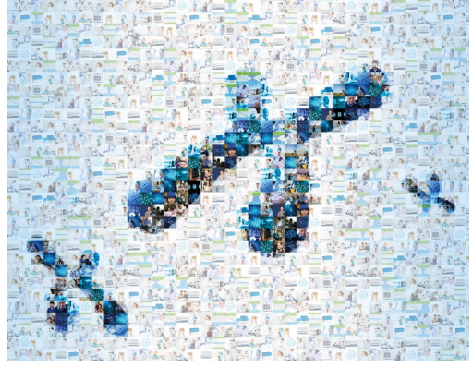
**Company Contact:**

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+1 (858) 888-7610  
eholmlin@bionanogenomics.com

**Investor Relations and**

**Media Contact:**

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**Bionano Genomics, Inc.**  
**Condensed Consolidated Balance Sheet**

	(Unaudited)	
	September 30, 2021	December 31, 2020
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 140,736,000	\$ 38,449,000
Investments	\$ 185,333,000	—
Accounts receivable, net	2,996,000	2,775,000
Inventory	9,020,000	3,316,000
Prepaid expenses and other current assets	3,962,000	2,250,000
<b>Total current assets</b>	<b>342,047,000</b>	<b>46,790,000</b>
Property and equipment, net	8,554,000	4,910,000
Intangible Assets	1,238,000	1,475,000
Goodwill	7,173,000	7,173,000
Other Long Term Assets	645,000	103,000
<b>Total assets</b>	<b>\$ 359,657,000</b>	<b>\$ 60,451,000</b>
<b>Liabilities and stockholders' equity</b>		
Current liabilities:		
Accounts payable	\$ 7,875,000	\$ 2,930,000
Accrued expenses	9,416,000	5,599,000
Contract liabilities	411,000	416,000
<b>Total current liabilities</b>	<b>17,702,000</b>	<b>8,945,000</b>
Long-term debt	—	16,326,000
Long-term contract liabilities	158,000	98,000
Other non-current liabilities	232,000	—
<b>Total liabilities</b>	<b>18,092,000</b>	<b>25,369,000</b>
Stockholders' equity:		
Common stock	28,000	19,000
Additional paid-in capital	534,823,000	178,747,000
Accumulated deficit	(193,170,000)	(143,684,000)
Accumulated Other Comprehensive Loss	(116,000)	—
<b>Total stockholders' equity</b>	<b>341,565,000</b>	<b>35,082,000</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 359,657,000</b>	<b>\$ 60,451,000</b>

**Bionano Genomics, Inc.**  
**Condensed Consolidated Statement of Operations (Unaudited)**

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
<b>Revenue:</b>				
Product revenue	\$ 3,300,000	\$ 1,580,000	\$ 7,845,000	\$ 3,503,000
Service and other revenue	1,355,000	616,000	3,834,000	1,010,000
Total revenue	4,655,000	2,196,000	11,679,000	4,513,000
<b>Cost of revenue:</b>				
Cost of product revenue	2,340,000	1,136,000	5,723,000	2,426,000
Cost of service and other revenue	1,161,000	324,000	2,321,000	493,000
Total cost of revenue	3,501,000	1,460,000	8,044,000	2,919,000
<b>Operating expenses:</b>				
Research and development	6,505,000	2,304,000	13,270,000	7,379,000
Selling, general and administrative	15,327,000	8,659,000	38,683,000	21,640,000
Total operating expenses	21,832,000	10,963,000	51,953,000	29,019,000
Loss from operations	(20,678,000)	(10,227,000)	(48,318,000)	(27,425,000)
<b>Other income (expenses):</b>				
Interest income (expense)	27,000	(589,000)	(721,000)	(1,911,000)
Gain on forgiveness of PPP Loan	—	—	1,775,000	—
Loss on debt extinguishment	—	—	(2,076,000)	—
Other income (expense)	(67,000)	54,000	(96,000)	—
Total other income (expense)	(40,000)	(535,000)	(1,118,000)	(1,911,000)
Loss before income taxes	(20,718,000)	(10,762,000)	(49,436,000)	(29,336,000)
Provision for income taxes	(35,000)	(30,000)	(50,000)	(40,000)
Net loss	\$ (20,753,000)	\$ (10,792,000)	\$ (49,486,000)	\$ (29,376,000)



## Q3 Webcast and Call

November 4, 2021

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## Legal Disclaimer

This presentation contains forward-looking statements. Forward-looking statements describe future expectations, plans, results or strategies and are generally preceded by terms such as "may," "will," "should," "could," "would," "expects," "plans," "anticipates," "believes," "estimates," "projects," "predicts," "potential" and similar expressions (including the negative thereof). Forward-looking statements in this presentation include, but are not limited to, statements regarding: (i) growth drivers and expected levels of our organic growth; (ii) improvements to our manufacturing cost efficiency; (iii) the impact of our investment in R&D and commercial initiatives; (iv) our ability to stay in front of competitors' improvements in technologies; (v) anticipated milestones; (vi) integration of BioDiscovery into our business; and (vii) other statements that are not historical facts.

Actual results or developments may differ materially from those projected or implied in these forward-looking statements. Forward-looking statements are based only on current information, assumptions and expectations, and involve a number of risks and uncertainties relating to (i) challenges inherent in developing, manufacturing and commercializing products; (ii) the timing and mix of customer orders among our products; (iii) our ability to further deploy new products and applications and expand the markets for our technology platforms; (iv) third parties' abilities to manufacture our instruments and consumables; (v) the success of products competitive with our own; (vi) our expectations and beliefs regarding future growth of the business and the markets in which we operate; (vii) the accuracy of our estimates; (viii) our expectations and beliefs regarding the combined business following the acquisition of BioDiscovery, (ix) our ability to fund our operations; and (x) the application of generally accepted accounting principles which are highly complex and involve many subjective assumptions. We are under no duty to update any of these forward-looking statements after the date of this presentation to conform these statements to actual results or revised expectations, except as required by law. You should, therefore, not rely on these forward-looking statements as representing our views as of any date subsequent to the date of this presentation. Moreover, except as required by law, neither we nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements contained in this presentation.

More information about these and other statements, risks and uncertainties is contained in our filings with the U.S. Securities and Exchange Commission. All forward-looking statements contained in this presentation speak only as of the date on which they were made. We disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, occurrence of future events or otherwise except as required by applicable law.



Creating the Leading Variant Analysis Platform in Genomics

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## Acquisition Expected to Accelerate and Broaden Bionano's Market Leadership in Cytogenomics and Comprehensive Genome Analysis

- Our vision is to make OGM ubiquitous, this vision requires exceptional software
- Delivering seamless integration with as many data types as possible, OGM can be used more broadly
- Enables Bionano to offer the most comprehensive genome analysis by combining NGS with OGM data in one integrated workflow
- We would have the only proprietary data type (OGM) within this software ecosystem
- Transforms Bionano into a genomics data solutions provider





## Integration Plan & Operational Structure

- Dr. Soheil Shams becomes Chief Informatics Officer (CIO) of Bionano
- Location in El Segundo, CA, preserved as Bionano software hub
- CIO integrated into Bionano software/informatics programs
  - Drive integration of SV analysis pipelines into N<sub>x</sub>Clinical software
  - Streamline consolidation of Access/Solve and N<sub>x</sub>Clinical software
  - Integrate NGS and microarray data with OGM data to create potentially the most comprehensive genomics software in one seamless workflow
- World class team of software engineers, computational biologists, algorithm developers, and an experienced commercial team with expertise supporting genome analysis



# Summary of Q3 Results

R. Erik Holmlin  
CEO  
[eholmlin@bionanogenomics.com](mailto:eholmlin@bionanogenomics.com)

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# Q3 2021: Creating Momentum Heading into YE

Q2

Global Adoption of Saphyr



24 Saphyr Systems Shipped

141 total installed



Advancing Go to Market – Bionano Data Centric Services, Reagent Rentals & Capital Purchase



11 Presentations on OGM



10 Talks and Posters



New Applications in Prenatal Testing, Cancer Research & Development Presented



30 New Publications in Q3

NEW GLOBAL REGIONS & ADOPTIONS



**Alex Helm**  
Vice President  
Strategic Product Marketing



**Stephanie Hoyle**  
Vice President  
Global Corporate Marketing



**Amanda Lettmann**  
Vice President  
Global Customer Experience



**Bob Hertsberg**  
Director  
North America Sales



**Amanda Hernandez**  
Vice President  
Global Sales Training & Development

ADDED EXPERIENCED TALENT TO SALES, MARKETING, AND CUSTOMER SUPPORT TEAMS

Total Revenue: \$4.7M

Strong adoption throughout target geographies, including the US, and new markets for prenatal analysis, cancer research and drug development



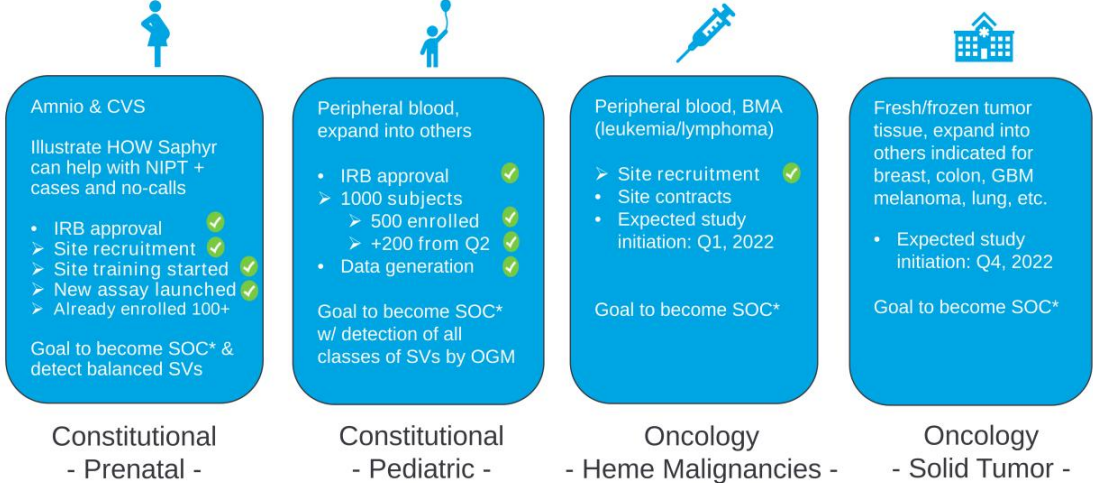
## Clinically Focused Publications in Q3, 2021

Clinical area of focus	Authors	Institution	Database/Journal	Key findings
OGM as a tool in clinical cytogenetics/genomics	Khan, W.A. and Toledo, D.M.	Dartmouth	Adv. in Mol. Path.	Review OGM in the clinic
Solid tumor: Medulloblastoma	Chapman, O., et al	UCSD	bioRxiv	Presence of extrachromosomal DNA in MD is associated with relapse
Constitutional case study: Choroideremia	Fadaie, Z., et al	Radboud NL	HGG Advances	OGM identifies an inverted duplication as pathogenic cause of disease
Benchmarking: GIAB	Wagner, J., et al	NIST	bioRxiv	Improvements in calling variants in medically relevant genes
Constitutional: Postnatal	Shieh, J.T., et al	UCSF	NPJ Genomic Med.	40% Improved diagnostic yield in a cohort of neurodevelopmental disorders by OGM + NGS
Basic science: Genome characterization	Wong, J., et al	Drexel	Genomics	Method for identification of mobile elements using OGM
Solid tumor: Non-small cell lung carcinoma	Xia, L., et al	West China Hospital	Cell Rep.	Combining OGM + NGS finds new biomarkers in NSCLC
Constitutional: FSHD1	Stence, A.A., et al	U. Iowa	J. of Mol. Diagnostics	Largest clinical cohort (351 pts) on OGM – FSHD1
Constitutional: Risk for Atypical teratoid rhabdoid tumors	Sabatella, M., et al	Utrecht NL	Journal of Pathology	OGM identifies a pathogenic insertion missed by short and long read WGS
Hematological malignancies: Multiple myeloma	Kriegova, E., et al	Palacky U.,Czech	Scientific Reports	OGM analysis of multiple myeloma cohort provides new biomarkers
Basic science: Optical replication mapping	Wang, W., et al	FSU, Curie, U.Mass	Molecular Cell	First publication of optical replication mapping for studying DNA replication
Constitutional: Cytogenetics	Mantere, T., et al	Radboud NL	AJHG	100% concordance with SOC for 85 pts with constitutional disorders
Heme malignancies: Cytogenetics	Neveling, K., et al	Radboud NL	AJHG	100% concordance with SOC for 52 pts with hematologic malignancies
Constitutional: Hemophilia	Fahiminiya, S., et al	U. Montreal	Hemophilia	Detection of recurrent pathogenic inversion causing hemophilia

# Clinical Affairs Summary

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# Four Large Clinical Studies Getting Underway to Support Penetration of our Target Markets & Support Potential Third-Party Reimbursement



➤ = Update from Q2  
\*SOC = Standard of Care

# Financial Overview

Chris Stewart  
CFO  
[cstewart@bionanogenomics.com](mailto:cstewart@bionanogenomics.com)

## Q3 2021 – Financial Results and Key Highlights

- Total revenue was \$4.7M, up 112% from Q3 2020
- Year-on-year revenue was up in all geographies and across both product and service revenue
- Post quarter-end, BioDiscovery acquisition is expected to be moderately accretive

\$M, except EPS	3Q21 Actual
Revenue	\$4.7
Cost of Revenue	3.5
Gross Profit	1.2
Gross Margin %	24.8%
Operating Expense	21.8
Operating Income (Loss)	(20.7)
Other Expense (Income)	(0.1)
Net Income (Loss)	\$ (20.8)
Weighted avg shares (M)	280
EPS	\$ (0.07)
Cash	\$326

Strong cash and short-term investments position with \$326M to end Q3 2021

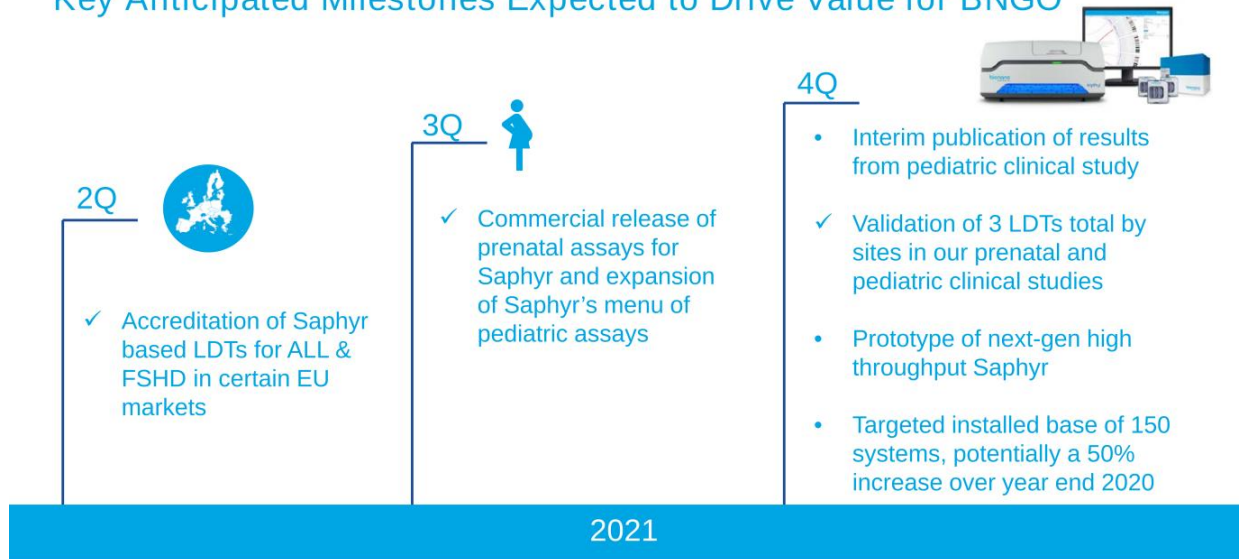


# Summary

R. Erik Holmlin  
CEO  
[eholmlin@bionanogenomics.com](mailto:eholmlin@bionanogenomics.com)

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## Key Anticipated Milestones Expected to Drive Value for BNGO



# Questions & Answers

Contact:

R. Erik Holmlin  
CEO

[eholmlin@bionanogenomics.com](mailto:eholmlin@bionanogenomics.com)

Chris Stewart  
CFO

[cstewart@bionanogenomics.com](mailto:cstewart@bionanogenomics.com)



## Bionano Genomics: 3 Key Areas of Focus



### GROW the installed base

In clinical research and discovery research markets where OGM complements any type of sequencing

### EXPAND the utility of OGM

To continuously innovate to bring new capabilities that accelerate throughput

### VALIDATE OGM with critical mass of clinical data

Through Bionano pivotal clinical studies and third-party support and advocacy

Building momentum to drive adoption of OGM

