



Berkeley Lights releases subscription-based access program and signs first customers

June 1, 2021

EMERYVILLE, Calif., June 01, 2021 (GLOBE NEWSWIRE) -- Today, Berkeley Lights, Inc. (Nasdaq: BLI), a leader in digital cell biology, announced the release of its TechAccess Subscription model to enable broader customer access to their cutting-edge, single-cell screening technology. The new offering brings requested volume and throughput flexibility to customers who want to access the company's cell line development and antibody discovery workflows. The all-inclusive subscription provides customers with a comprehensive suite of products, including a Beacon[®] system, software, consumables, service, support, and commercial use rights. Each TechAccess subscription has a renewable 1-year term and provides customers with the turnkey capacity they need and the financial benefits of no up-front capital expense. The all-inclusive offering also provides customers with innovation insurance, providing access to Berkeley Lights' latest technology features and capabilities at no additional cost.

Berkeley Lights has already started signing subscription-based access agreements with customers doing cell line development as well as antibody discovery and expects many more to come. Many customers welcome the capacity-based access model as an alternative to direct purchase of Berkeley Lights technology. Those with lower capacity requirements are particularly eager to take advantage of the significant speed, throughput and quality benefits of the Berkeley Lights platform, under a model that now matches their capacity needs. "We are thrilled that we can now offer this game-changing technology to our partners and customers as part of our core services," said Amy He, Senior Director of Bionova Scientific Process Development. "We will be able to deliver high-quality product faster while meeting our need for campaign flexibility with no up-front capital expense.

The release of the TechAccess Subscription model aligns with the upcoming availability of the upgraded Opto[™] Plasma B Discovery 4.0 workflow and Opto[™] Assure for cell line development assays. "Our customers have been requesting tailored access to our technology and the TechAccess Subscription model fits their specific needs," said John Proctor, Ph.D., SVP, Antibody Therapeutics Berkeley Lights. "Since the release, we have seen a positive customer response to this program, which we believe will broaden our served available market and accelerate the adoption of Berkeley Lights technology."

About Berkeley Lights

Berkeley Lights is a leading digital cell biology company focused on enabling and accelerating the rapid development and commercialization of biotherapeutics and other cell-based products for our customers. The Berkeley Lights Platform captures deep phenotypic, functional and genotypic information for thousands of single cells in parallel and can also deliver the live biology customers desire in the form of the best cells. Our platform is a fully integrated, end-to-end solution, comprising proprietary consumables, including our OptoSelect[™] chips and reagent kits, advanced automation systems, and application software. We developed the Berkeley Lights Platform to provide the most advanced environment for rapid functional characterization of single cells at scale, the goal of which is to establish an industry standard for our customers throughout their cell-based product value chain.

Forward Looking Statement

To the extent that statements contained in this press release are not descriptions of historical facts regarding Berkeley Lights or its products, they are forward-looking statements reflecting the current beliefs and expectations of management. Such forward-looking statements involve substantial known and unknown risks and uncertainties that relate to future events, and actual results and product performance could differ significantly from those expressed or implied by the forward-looking statements. Berkeley Lights undertakes no obligation to update or revise any forward-looking statements. For a further description of the risks and uncertainties relating to the Company's implementation of a subscription based platform offering such as the TechAccess Subscription model and the rate at which customers adopt the same, to the timing of the Company's introduction of workflows such as Opto[™] Plasma B Discovery 4.0 workflow and Opto[™] Assure, and to the adoption of the Company's technology more generally, see the statements in the "Risk Factors" sections, and elsewhere, in our filings with the U.S. Securities and Exchange Commission.

Berkeley Lights' Beacon[®] and Lightning[™] systems and Culture Station[™] instrument are **FOR RESEARCH USE ONLY. Not for use in diagnostic procedures.**

Press Contact

berkeleylights@bulleitgroup.com

Investor Contact

ir@berkeleylights.com