Pfizer Logo

# Berkeley Lights Announces Research Collaboration and License Agreement with Pfizer

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*Program Focuses on Creating Workflow Efficiencies in Monoclonal Antibody Discovery and Gene Editing*

Emeryville, Calif. – January 4, 2018 – Berkeley Lights, Inc. (BLI), a company dedicated to bringing to market transformational platforms for biopharmaceutical processes, announced today that it has entered into a research collaboration and license agreement with Pfizer Inc. (NYSE: PFE) focused on optimizing BLI's proprietary BeaconTM Optofluidic platform with the goal of helping to accelerate Pfizer's monocolonal antibody (mAb) discovery and gene editing workflows.

Through the collaboration, the companies will combine BLI's platform – which utilizes a light-based, nano-fluidic method to select, characterize, culture and export single cells – with Pfizer's expertise in gene editing, sequencing, and molecular biology, as well as B-cell screening, to help advance the research aims and influence the development of the Beacon platform.

"We are excited to collaborate with Pfizer to optimize the Beacon platform for their monoclonal antibody discovery and gene editing workflows, through which we hope to enable their scientists to spend more of their valuable time on the hard science rather than the laborious but necessary processes," said Keith Breinlinger, PhD, General Manager Life Sciences, SVP Engineering at Berkeley Lights, Inc. "Through this program we plan to deliver a new level of speed and precision that, we believe, is unattainable with other methods."

"We see potential in leveraging the Beacon platform to help accelerate and access greater diversity for our drug development processes," said Will Somers, Vice President of BioMedicine Design, Pfizer. "This program enables a thorough evaluation of multiple areas within our development process to further optimize plasma b-cell and gene editing workflows."

The Beacon platform is capable of screening thousands of plasma B-cells or gene edited cells in an automated fashion, speeding up a traditionally time-consuming, manual process to just a few days. Cell characterizations are performed through a variety of serial or multiplex fluorescence assays to determine antigen specific binding to membrane bound targets on live cells, relative affinity, and functional response with reporter cells. Individual cells with the desired characteristics are selected and exported for genomic profiling or further manipulation.

To learn more about the Beacon Antibody Discovery Workflow, visit:
https://www.berkeleylights.com/beaconapplications/antibody-discovery/

**About Berkeley Lights**:
Berkeley Lights, Inc. (BLI) develops and commercializes platforms on which many bio-pharmaceutical, genomic, and cellular therapy applications will run. BLI launched its first commercial platform, the Beacon, in December 2016. The Beacon platform is ideally suited for cell line development and direct B-cell (plasma and

memory cells) antibody discovery workflows. The flexibility of the Beacon platform allows users to automate biological processes and BLI is continuously developing new applications to align with its partners' requirements. BLI's technologies make it possible for customers to accelerate learning and dramatically improve workflows.

* For Research Use Only. Not for use in diagnostic procedures.

For more information, visit http://www.berkeleylights.com/.

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