



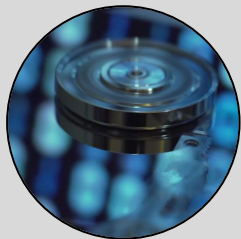
Storing any nucleic acid in the world.  
Forever.

<https://cache-dna.com>

# Data generation is exploding



Data generation is expected to reach 175 ZB by 2025.

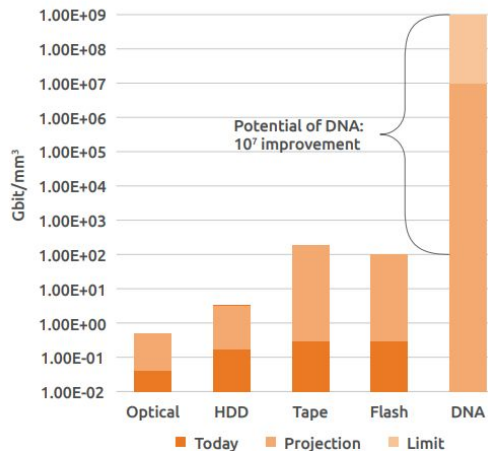


- Feature sizes of conventional storage systems are close to their physical limit



- Optical & tape storage will not be able to address future demands

## POTENTIAL FOR DNA DATA STORAGE



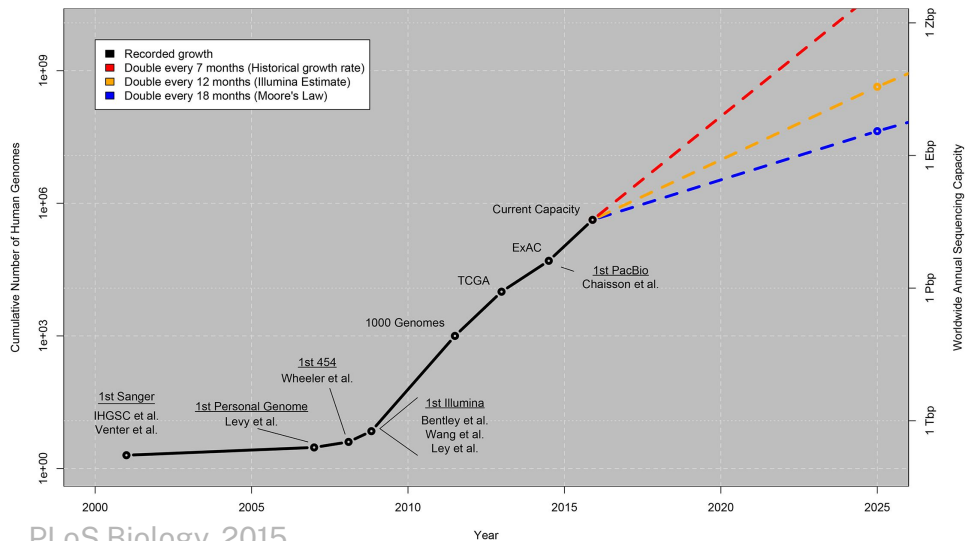
- Ultradense storage
- Easy copying
- Low energy for maintenance

# Demand for storing nucleic acids is growing



Nucleic acids are the new information media of the 21st century.

Growth of DNA Sequencing



PLoS Biology, 2015

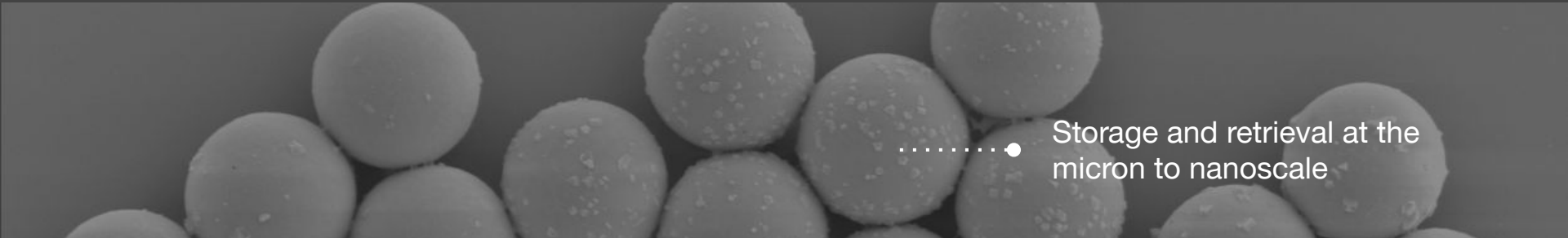
## HEALTH

**U.S. needs 193 million Covid-19 tests per month to reopen schools and keep up with pandemic, new report says**

By KATE SHERIDAN @sheridan\_kate / SEPTEMBER 9, 2020

[Reprints](#)





.....● Storage and retrieval at the  
micron to nanoscale



**18,000 t**

**CO2 reduction**



**\$1.6 M**

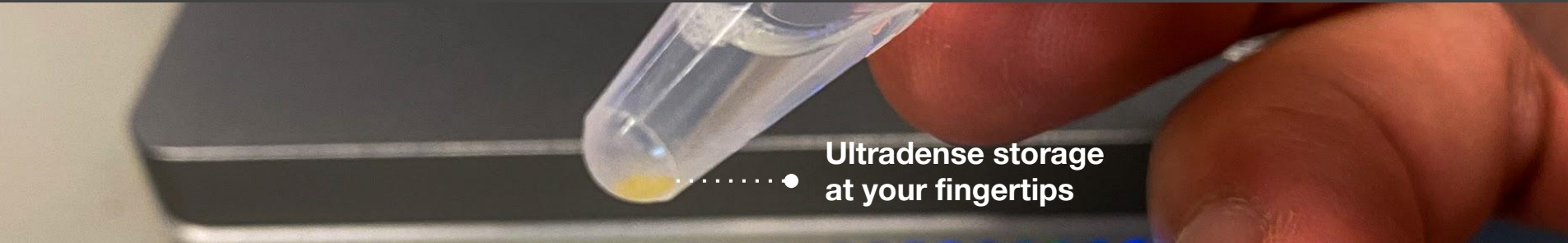
**Annual cost savings**



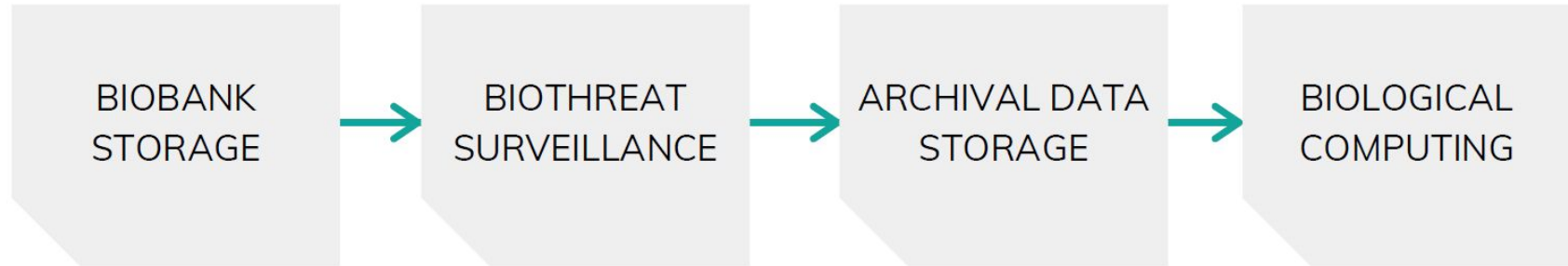
**70%**

**Space reduction**

# Cache DNA Has Broad Applications In the Information & Biological Storage Markets



Ultradense storage  
at your fingertips



BIO STORAGE: BIOTHREAT SURVEILLANCE & BIOBANKING

ARCHIVAL DATA: DNA DATA STORAGE

NEW MARKETS: COMPUTING

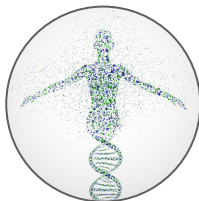
## NEAR-TERM STRATEGIC PRIORITIES

- Capture growing nucleic acid storage market



**BIOBANKING**

\$0.5 B TAM



**PERSONAL GENOMICS**

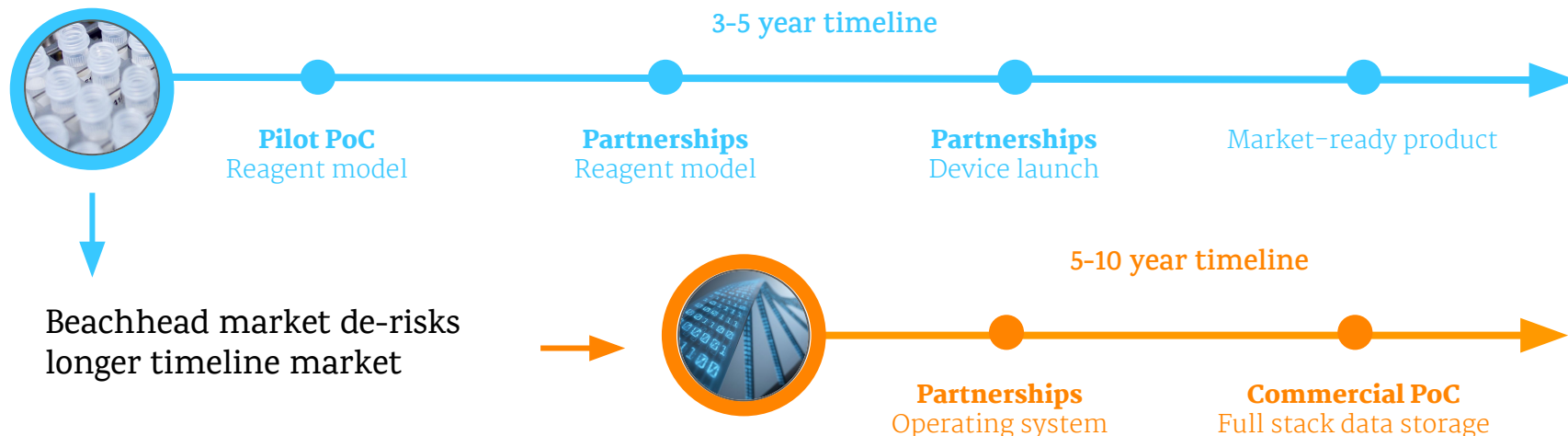
\$0.8 B TAM

- Offer new capabilities for bioterror surveillance (\$1.0 B TAM)

## LONG-TERM GOALS

- Near-term strategic priorities will provide:
  - Market demonstrations of scale for the Cache platform
  - Opportunities to build critical infrastructure & partnerships for DNA data storage (\$8 B TAM)
  - Positive cash flow to augment product offering
- Leverage our experience in DNA data storage and massive biological storage to create new markets unique to the Cache platform, e.g. non-von Neumann architectures ( \$10 B TAM)

# Market strategy and opportunity



## Customer discovery

### Validated value propositions



Cache DNA platform reduces cost to store samples more than half over 10 years and reduces footprint by  $10^{10}$ -fold



Cache DNA platform requires almost no energy to store and access exabyte-scale data archives for a millenia

### Select market research interviews





# Cache DNA Platform Provides Immense Value to Multiple Growing Market Opportunities



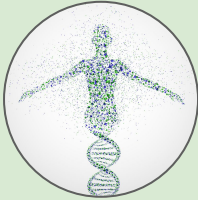
## NEAR-TERM MILESTONE Generate revenue



### BIOBANKING

\$0.5 B TAM

- Low-cost storage
- Scalable
- Small footprint
- Ambient



### PERSONAL GENOMICS

\$0.8 B TAM



### BIOTHREAT SURVEILLANCE

\$1.0 B TAM

- Long-term preservation
- Field-deployable
- Simple sample handling logistics

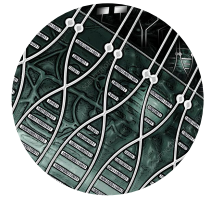
## LONG-TERM MILESTONE Generate new markets



### ARCHIVAL DATA STORAGE

\$8.0 B TAM

- Ultradense storage
- Permanent recording
- Little to no energy required to maintain
- Easy to create copies



### BIOCOMPUTING

\$10.0 B TAM

- Massively parallelized computation
- Very low energy requirements for operation



# Targeted Nucleic Acid Storage Value Chain



Sample collection

- *Collection*: Swabs, saliva collection tubes, serological sampling; *Processing*: QIAGEN & Beckman Coulter have huge market capture
- Highly commoditized

Sample storage

- Dominated by freezer & LIMS

ThermoFisher  
SCIENTIFIC

HAMILTON  
THE MEASURE OF EXCELLENCE®

Brooks



Sample retrieval

## Cache DNA platform

- Compatible with molecular biology workflows
- Replace microtube with micron-to-nano size capsules ( $\sim 10^{10}$  volume reduction)
- Ambient storage
- Scalable sample barcoding ( $\sim 10^{24}$  samples can be labelled uniquely)

Sample analysis

- *DNA sequencing*: dominated by Illumina. Ion Torrent, PacBio, Oxford Nanopore are niche players.
- *Molecular Dx*: Roche, Abbott, and Thermo-Fisher are huge players. CRISPR-based analysis is emerging (e.g., Mammoth Biosciences, Sherlock Biosciences)

Report

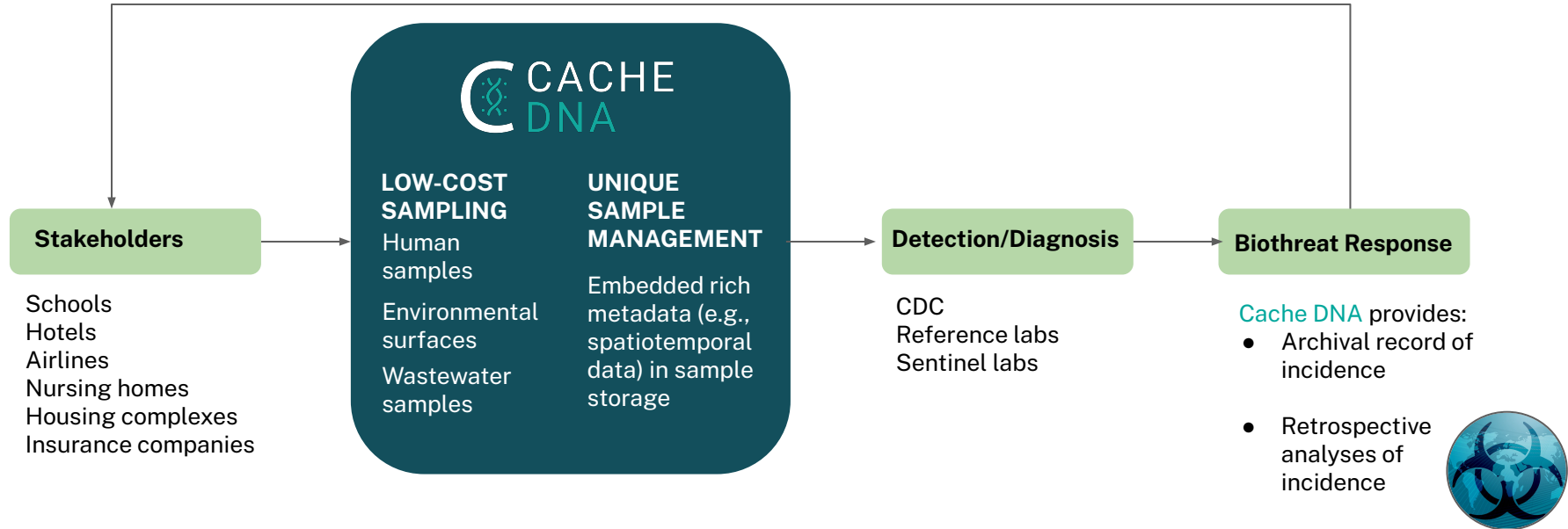
- Clinical or application-driven



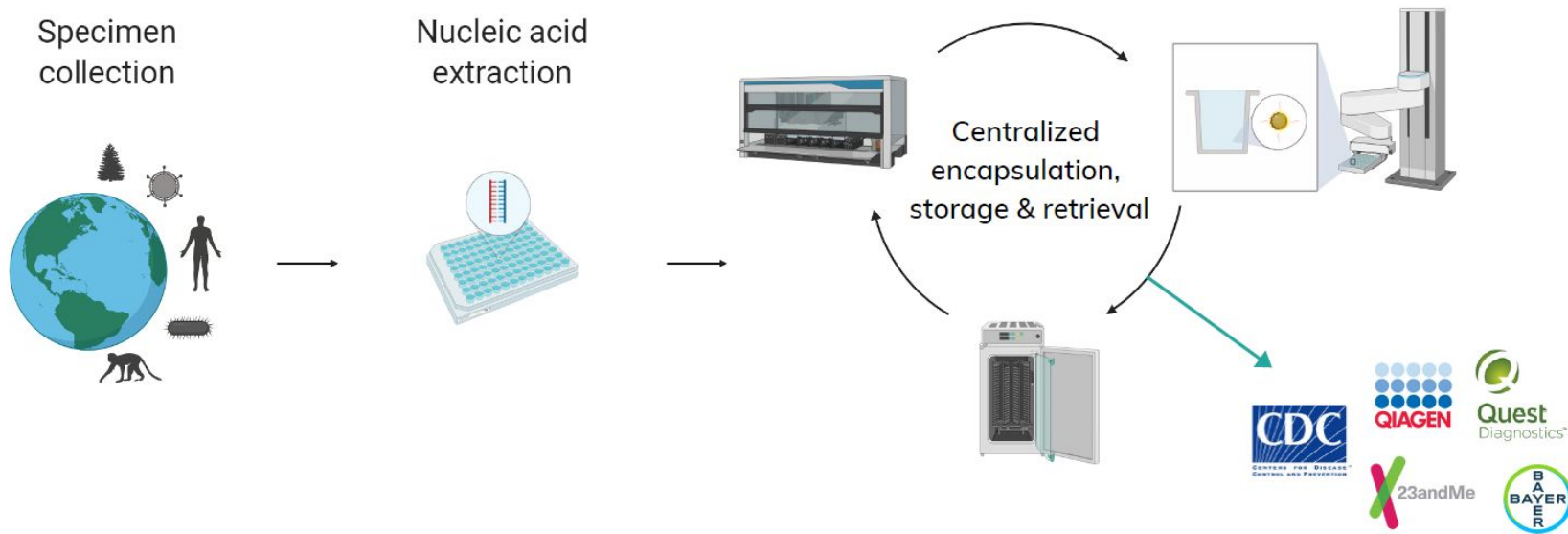
# Use-Case Example: Persistent Biothreat Surveillance



**Cache DNA can create longitudinal data sets to deliver actionable results for biothreat response & protect multiple stakeholders**



# Massive Storage of Nucleic Acids From All Sources



# Cache DNA Aims to be the Eminent Data Storage & Computing Platform for the 21st Century



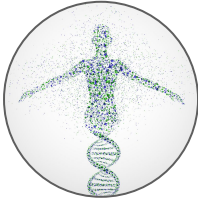
## NEAR-TERM MILESTONE Generate revenue



### BIOBANKING

\$0.5 B TAM

- Low-cost storage
- Scalable
- Small footprint
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### PERSONAL GENOMICS

\$0.8 B TAM



### BIOThREAT SURVEILLANCE

\$1.0 B TAM

- Long-term preservation
- Field-deployable
- Simple sample handling logistics

## LONG-TERM MILESTONE Generate new markets



### ARCHIVAL DATA STORAGE

\$8.0 B TAM

- Ultradense storage
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- Little to no energy required to maintain
- Easy to create copies



### BIOCOMPUTING

\$10.0 B TAM

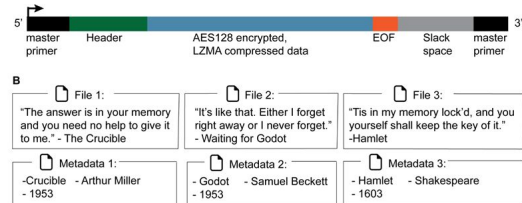
- Massively parallelized computation
- Very low energy requirements for operation

# Proof-of-Concept Full-Stack DNA Data Storage



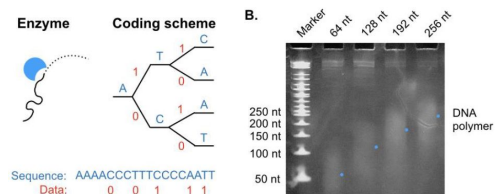
## DNA WRITE

Biotech-scale production of plasmids



Shepherd, ..., Bathe. *Sci. Rep.* 2019

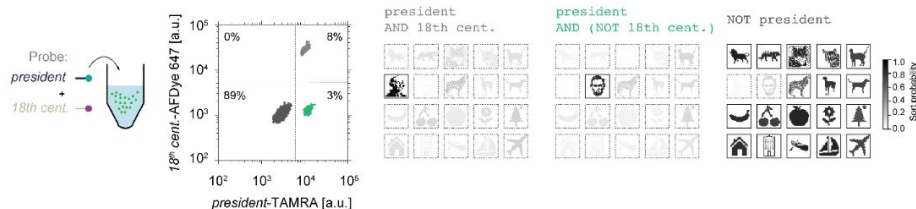
Parallelized enzymatic synthesis of DNA



MIT IP Bathe et al. US20180362969A1

## RANDOM ACCESS & RETRIEVAL

Encapsulation-based random access



Banal, Shepherd, Berleant, ..., Bathe. *bioRxiv* 2020  
MIT IP Bathe et al. WO2017189914A1

Cache DNA is developing **revolutionary** approaches to store, retrieve, and compute data in a scalable way and we're just getting started...



# Team



**Mark Bathe, PhD**  
Scientific Founder



Professor, Dept. of Biological Engineering  
Associate Member, Broad Institute



**James Banal, PhD**  
Prospective Technical Founder



Postdoc, Dept. of Biological Engineering



**Paul Blainey, PhD**  
Scientific Advisory Board Member



Professor, Dept. of Biological Engineering  
Core Member, Broad Institute



**George Church, PhD**  
Scientific Advisory Board Member



Winthrop Professor of Genetics, Harvard  
Medical School  
Core Faculty, Wyss Institute



**Jeremiah Johnson, PhD**  
Scientific Advisory Board Member



Professor, Dept. of Chemistry  
Member, Koch Institute at MIT  
Associate Member, Broad Institute

# Why Cache DNA?



## **Novel Technology**

Unique nucleic encapsulation & retrieval platform

## **Large Emerging Markets**

Biological & data storage

## **Broad Application**

Multiple product offerings

## **Highly Capable Team**

Pioneers in the field





## Appendix: Academic proof-of-concept on biobanking

# Creating M<sup>Q</sup>ONSTER:

Biothreat surveillance for the  
genomic age

# A hot take on cold storage

$$\text{😊} \sim 10^8 \times \text{📅} 365 = \sim 10^{10} \text{ 🧪} = \sim 10^6 \text{ 🏢}$$

Space:



Energy:



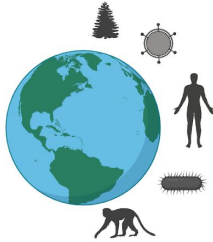
\* No robotics included

# MONSTER

## Massive storage of nucleic acids for biothreat surveillance

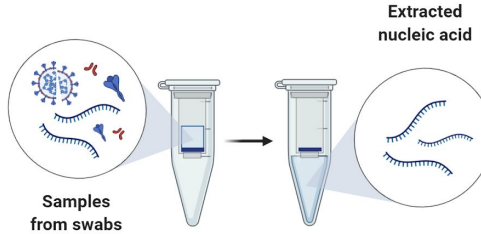
### 1 Sample collection

Sampling kits are used to collect samples from various sources around the world.



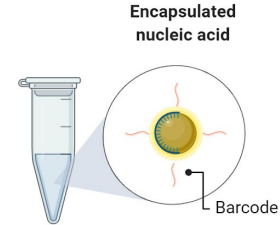
### 2 Nucleic acid extraction

Nucleic acid is extracted from sample using extraction kits.



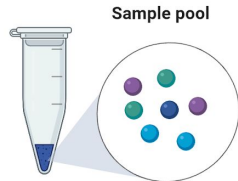
### 3 Nucleic acid encapsulation

Nucleic acid is encapsulated and barcoded using Cache DNA technology.



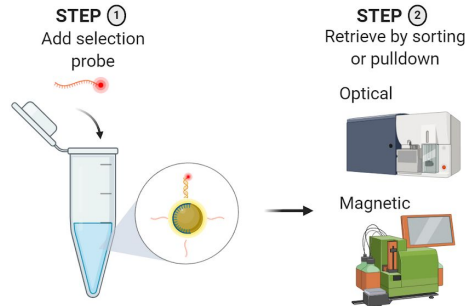
### 4 Nucleic acid storage

Encapsulated & barcoded samples can be pooled into one or several containers for transport or for archiving.



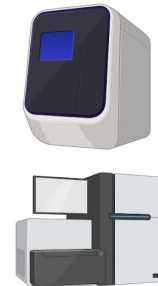
### 5 Nucleic acid retrieval

One or several encapsulated nucleic acids can be targeted for retrieval.



### 6 Nucleic acid analysis

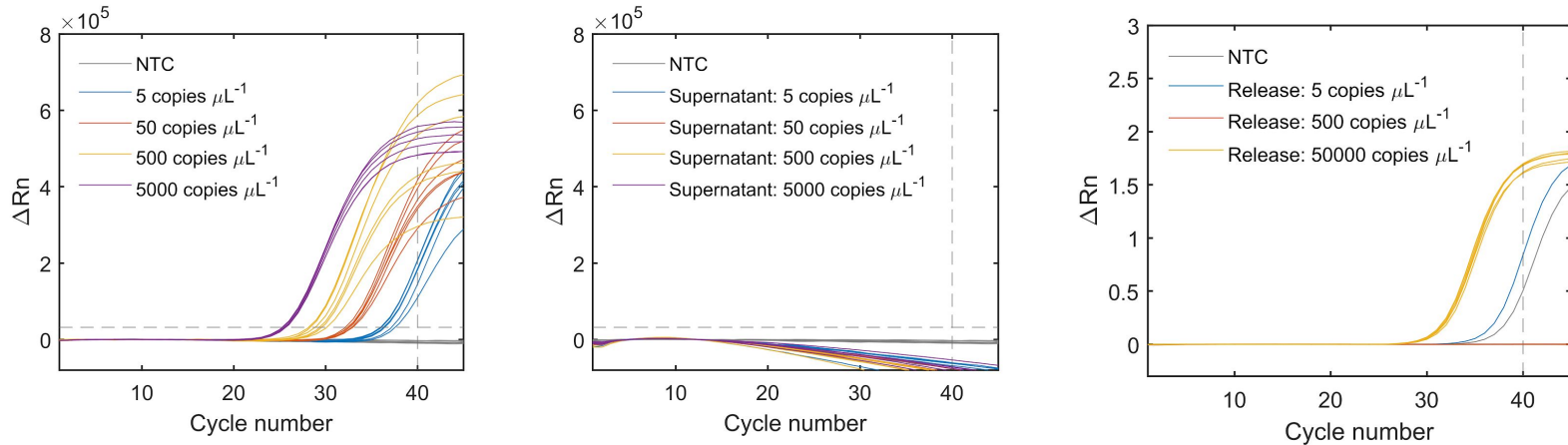
Nucleic acid is released from encapsulation and subjected to analysis via quantitative PCR or sequencing



# MONSTER

Massive storage of nucleic acids for biothreat surveillance

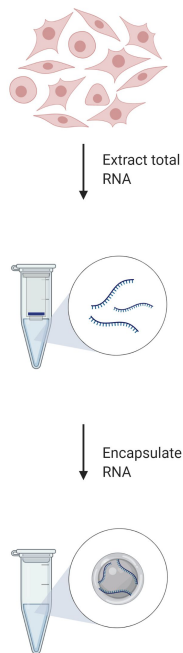
Quantitative encapsulation and reversible release of SARS-CoV-2 RNA:



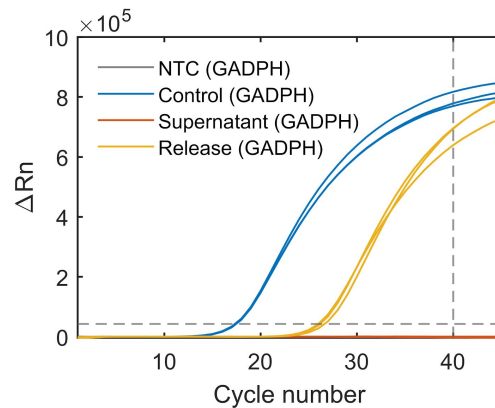
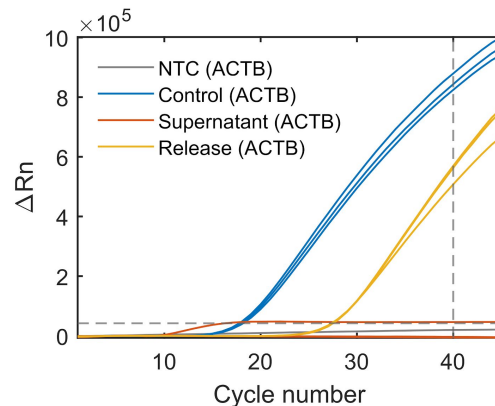
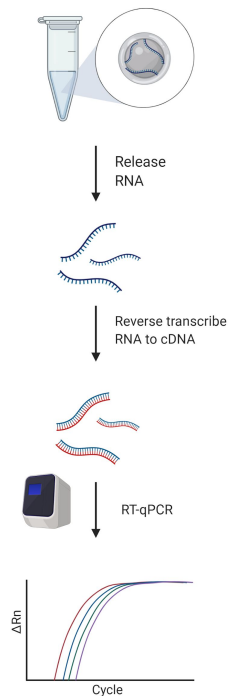
NTC = No template RNA control

# Biobanking proof-of-concept

## RNA extraction & encapsulation



## RNA release & RT-qPCR



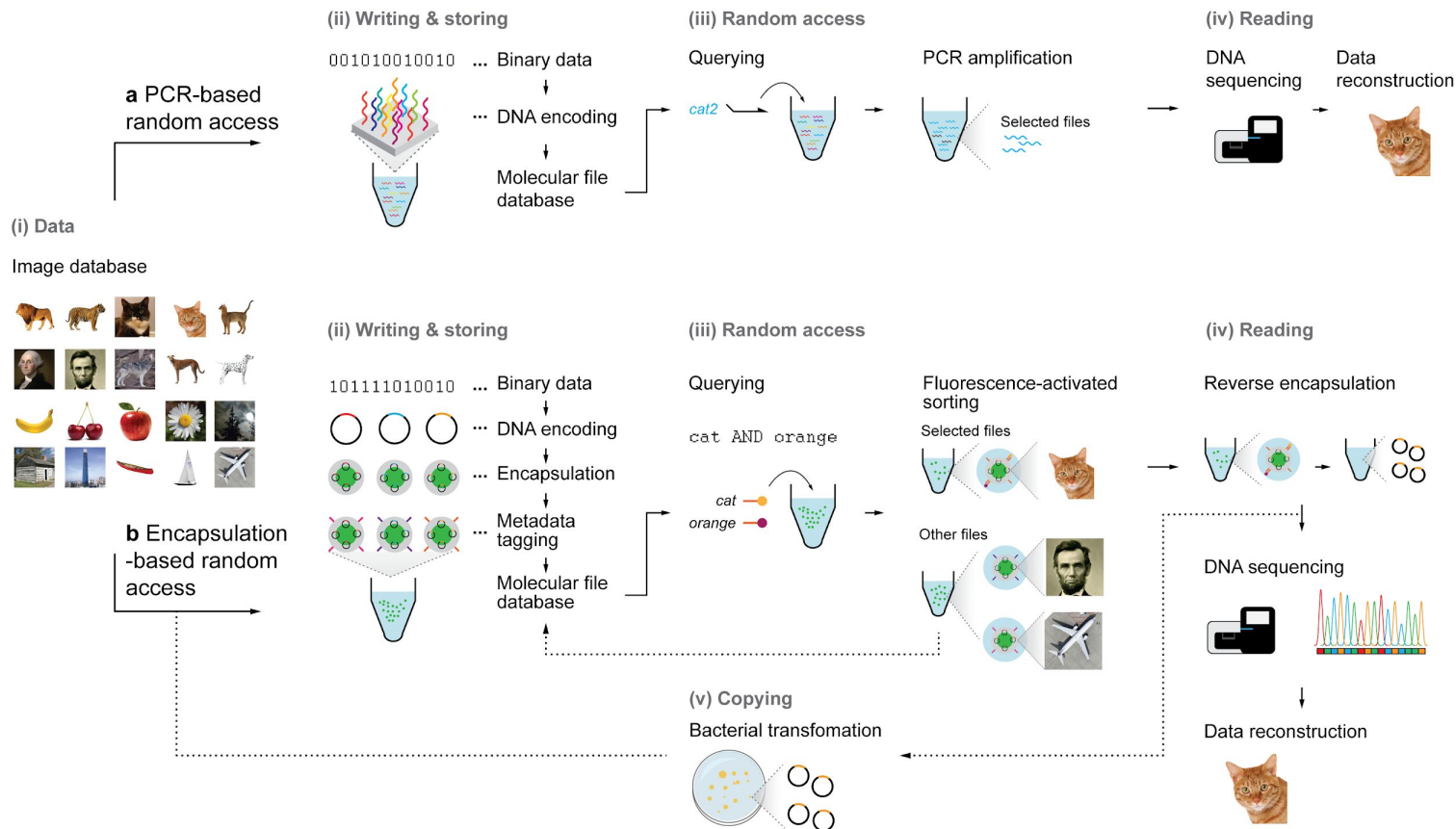
- No RNA detected on supernatant after encapsulation suggesting quantitative encapsulation of total RNA from HEK293 cells
- Cross validation of released RNA from encapsulation using two human housekeeping genes

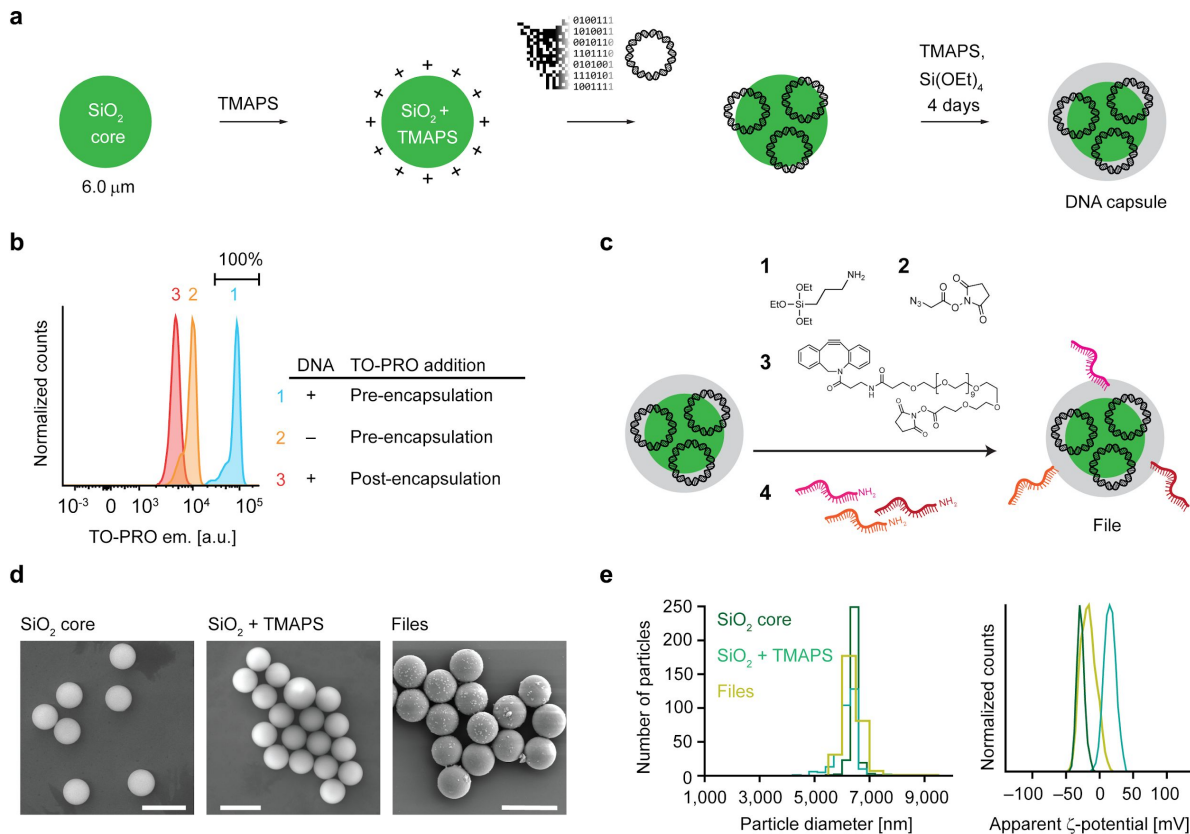
NTC = No template RNA control



Appendix: Academic proof-of-concept on  
DNA data storage





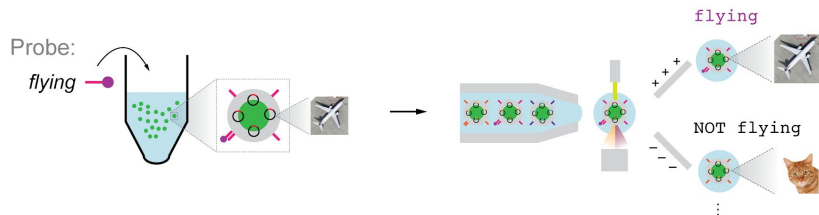


# Search sensitivity

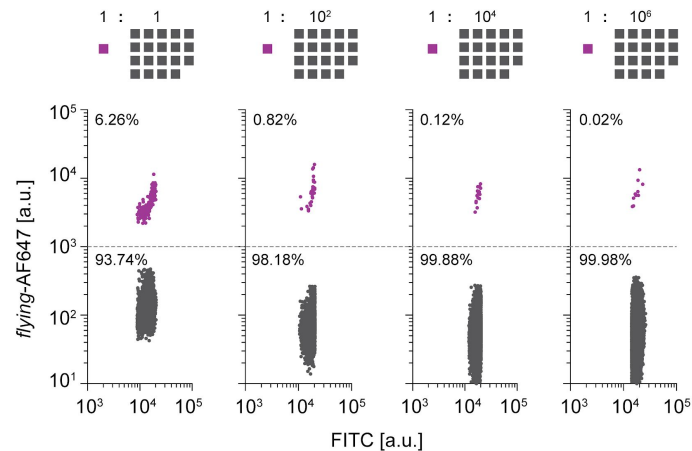
## Searching for a needle in a huge haystack



**a**



**b**

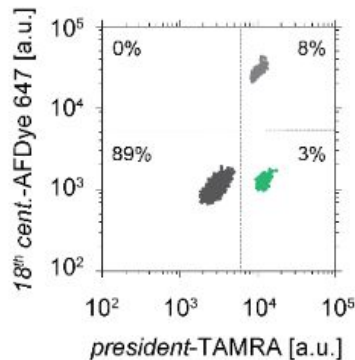
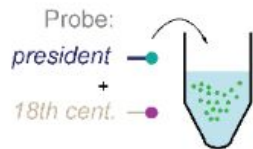
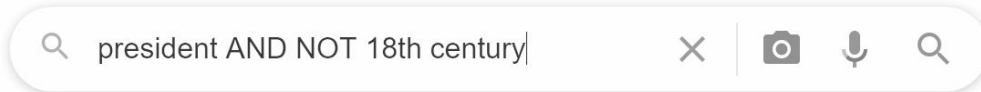


**c**



Boolean search capable

# A search engine for molecules using molecules



president  
AND 18th cent.



president  
AND (NOT 18th cent.)



NOT president

