

# Q2 2024 FACT SHEET

Empowering people, informing care decisions

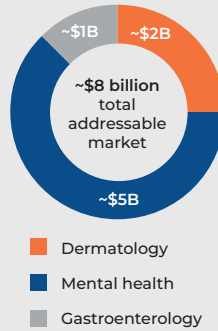


## Q2 2024 Review

- Q2 2024 revenue grew by 73.5% to \$87.0 million compared to Q2 2023
- Net income for the quarter was \$8.9 million
- Raised 2024 revenue guidance to \$275-300 million, up from \$255-265 million previously reported
- Gross margin for the quarter was 80.7% and Adjusted Gross Margin was 83.2%
- As of June 30, 2024, cash, cash equivalents and marketable investment securities totaled ~\$260 million

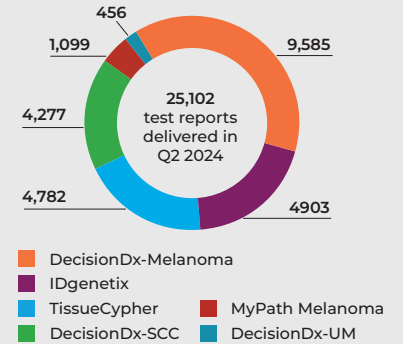
## U.S. TAM

Estimated U.S. total addressable market†



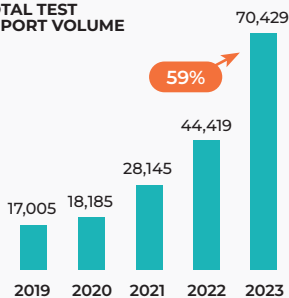
## Q2 Test Report Volume

Q2 2024 test report volume

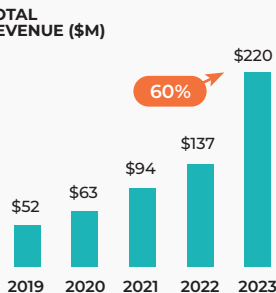


## Proven track record of consistent execution (2019-2023)

TOTAL TEST REPORT VOLUME



TOTAL REVENUE (\$M)



## Proven strategy enables value creation for our stakeholders



### FOCUS

on best/first-in-class tests with high, unmet clinical need and significant market opportunity

### BUILD

robust clinical evidence

### PENETRATE

target markets to further test adoption by clinicians and payors

## Portfolio of innovative tests designed to guide patient care

### DERMATOLOGY

DecisionDx  
► Melanoma  
DecisionDx  
► SCC  
MyPath  
► Melanoma

### OPHTHALMOLOGY

DecisionDx  
► UM

### GASTROENTEROLOGY

TissueCypher  
► Barrett's Esophagus

### MENTAL HEALTH

IDgenetix  
► PGx Testing



We achieved another quarter of exceptional performance, thanks to the hard work of our talented team and strength of our innovative test portfolio. We were especially pleased with the substantial top-line growth as well as growth in test report volumes across our therapeutic areas. We believe we are well-positioned for near- and long-term success, supported by the potential for continued growth across our portfolio, robust balance sheet and proven track record of strong execution. I am proud of what we have accomplished, and we will continue to work to operate with speed and agility to deliver value to patients, clinicians and stockholders alike.



**DEREK MAETZOLD**, FOUNDER, PRESIDENT, AND CEO



### Mission

Improving health through innovative tests that guide patient care



### Vision

To transform disease management by keeping people first: patients, clinicians, employees and investors



### Values

Excitement, Collaboration, Integrity, Innovation, Trust and Excellence

## Forward-looking statements

Certain statements made herein are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which are subject to the "safe harbor" created by those sections. These forward-looking statements include, but are not limited to, statements concerning: our positioning for continued growth and value creation; our estimated U.S. total addressable market for our commercially available tests; and our 2024 revenue guidance. The words "anticipates," "can," "could," "estimates," "expects," "may," "potential," "target" and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. We may not actually achieve the plans, intentions, or expectations disclosed in our forward-looking statements and you should not place undue reliance on our forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations disclosed in the forward-looking statements that we make. These forward-looking statements involve risks and uncertainties that could cause our actual results to differ materially from those in the forward-looking statements, including, without limitation: our estimates and assumptions underlying our estimated U.S. total addressable market for our commercially available tests; the accuracy of our assumptions and expectations underlying our 2024 revenue guidance, including our assumptions or expectations regarding continued reimbursement for our DecisionDx-SCC test at the current rate and reimbursement for our other products and subsequent coverage decisions, our estimated total addressable markets for our products and product candidates and the related expenses, capital requirements and potential needs for additional financing, the anticipated cost, timing and success of our product candidates, and our plans to research, develop and commercialize new tests and our ability to successfully integrate new businesses, assets, products or technologies acquired through acquisitions, the effects of macroeconomic events and conditions, including inflation and monetary supply shifts, labor shortages, liquidity concerns at, and failures of, banks and other financial institutions or other disruptions in the banking system or financing markets and recession risks, supply chain disruptions, outbreaks of contagious diseases and geopolitical events (such as the ongoing Israel-Hamas War and Ukraine-Russia conflict), among others, on our business and our efforts to address its impact on our business; subsequent study or trial results and findings may contradict earlier study or trial results and findings or may not support the results discussed in this presentation, including with respect to the diagnostic and prognostic tests discussed in this presentation; actual application of our tests may not provide the anticipated benefits to patients; and the risks set forth under the heading "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2023, and in our other filings with the SEC. The forward-looking statements are applicable only as of the date on which they are made, and we do not assume any obligation to update any forward-looking statements, except as may be required by law.

## Financial Information; Non-GAAP Financial Measures

In this presentation, we use the metrics of Adjusted Revenues and Adjusted Gross Margin, which are non-GAAP financial measures and are not calculated in accordance with generally accepted accounting principles in the United States (GAAP). Adjusted Revenues and Adjusted Gross Margin reflect adjustments to GAAP net revenues to exclude net positive and/or net negative revenue adjustments recorded in the current period associated with changes in estimated variable consideration related to test reports delivered in previous periods. Adjusted Gross Margin further excludes acquisition-related intangible asset amortization.

We use Adjusted Revenues and Adjusted Gross Margin internally because we believe these metrics provide useful supplemental information in assessing our revenue and operating performance reported in accordance with GAAP, respectively. We believe that Adjusted Revenues, when used in conjunction with our test report volume information, facilitates investors' analysis of our current-period revenue performance and average selling price performance by excluding the effects of revenue adjustments related to test reports delivered in prior periods, since these adjustments may not be indicative of the current or future performance of our business. We believe that providing Adjusted Revenues may also help facilitate comparisons to our historical periods. Adjusted Gross Margin is calculated using Adjusted Revenues and therefore excludes the impact of revenue adjustments related to test reports delivered in prior periods, which we believe is useful to investors as described above. We further exclude acquisition-related intangible asset amortization in the calculation of Adjusted Gross Margin. We believe that excluding acquisition-related intangible asset amortization may facilitate gross margin comparisons to historical periods and may be useful in assessing current-period performance without regard to the historical accounting valuations of intangible assets, which are applicable only to tests we acquired rather than internally developed. However, these non-GAAP financial measures may be different from non-GAAP financial measures used by other companies, even when the same or similarly titled terms are used to identify such measures, limiting their usefulness for comparative purposes.

These non-GAAP financial measures are not meant to be considered in isolation or used as substitutes for net revenues, gross margin, or net loss reported in accordance with GAAP; should be considered in conjunction with our financial information presented in accordance with GAAP; have no standardized meaning prescribed by GAAP; are unaudited; and are not prepared under any comprehensive set of accounting rules or principles. In addition, from time to time in the future, there may be other items that we may exclude for purposes of these non-GAAP financial measures, and we may in the future cease to exclude items that we have historically excluded for purposes of these non-GAAP financial measures. Likewise, we may determine to modify the nature of adjustments to arrive at these non-GAAP financial measures. Because of the nonstandardized definitions of non-GAAP financial measures, the non-GAAP financial measure as used by us in this press release and the accompanying reconciliation tables have limits in their usefulness to investors and may be calculated differently from, and therefore may not be directly comparable to, similarly titled measures used by other companies. Accordingly, investors should not place undue reliance on non-GAAP financial measures. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures are presented in the tables at the end of this release.

## Industry and Market Data

This presentation includes certain information and statistics obtained from third-party sources. The Company has not independently verified the accuracy or completeness of any such third-party information.

## Non-GAAP Reconciliations

The tables below presents the reconciliation of Adjusted Revenues and Adjusted Gross Margin, which are non-GAAP financial measures.

(in thousands)	Three months ended June 30		Twelve months ended December 31	
	2024	2023	2023	2022
<b>Adjusted revenues</b>				
Net revenues (GAAP)	\$87,002	\$50,138	\$219,788	\$137,039
Revenues associated with test reports delivered in prior periods	(363)	88	4,476	1,987
Adjusted revenues (Non-GAAP)	<b>\$86,639</b>	<b>\$50,226</b>	<b>\$224,264</b>	<b>\$139,026</b>
<b>Adjusted gross margin</b>				
Gross margin (GAAP) <sup>1</sup>	\$70,236	\$36,832	\$165,793	\$96,764
Amortization of acquired intangible assets	2,247	2,248	9,013	8,266
Revenue associated with test reports delivered in prior periods	(363)	88	4,476	1,987
Adjusted gross margin (Non-GAAP)	<b>\$72,120</b>	<b>\$39,168</b>	<b>\$179,282</b>	<b>\$107,017</b>
Gross margin percentage (GAAP) <sup>2</sup>	80.7%	73.5%	75.4%	70.6%
Adjusted gross margin percentage (Non-GAAP) <sup>3</sup>	83.2%	78.0%	79.9%	77.0%

1. Calculated as net revenues (GAAP) less the sum of cost of sales (exclusive of amortization of acquired intangible assets) and amortization of acquired intangible assets.
2. Calculated as gross margin (GAAP) divided by net revenues (GAAP).
3. Calculated as adjusted gross margin (Non-GAAP) divided by adjusted revenues (Non-GAAP).

†U.S. Total Addressable Market based on estimated patient population assuming average reimbursement rate among all payors.



### USEFUL LINKS

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[Corporate Presentation](#)