

A close-up portrait of Piper Sandler, a woman with long, wavy brown hair, smiling warmly at the camera. The word "ANSWERS" is overlaid in large white letters across the middle of her face.

ANSWERS



Piper Sandler
32nd Annual Virtual
Healthcare Conference

December 1, 2020

Forward-Looking Statements

This presentation contains statements that are not historical and that are based on our beliefs and assumptions and on information currently available to us. These statements constitute forward-looking statements within the meaning of the Safe Harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions, and other factors that could cause actual results to differ materially from our expectations.

Forward-looking statements can be identified by words such as: "anticipate," "intend," "plan," "expect," "believe," "should," "may," "will" and similar references to future periods. Examples of forward-looking statements include, among others, statements regarding Veracyte's anticipated timing of launches of new products in 2021, the timing or success of anticipated catalysts in 2020 and 2021, availability of Veracyte's testing internationally, Veracyte's total addressable market, the current and future impacts of COVID-19 on Veracyte's business, actions Veracyte has taken, or will take, in response to COVID-19, potential timing for a recovery of Veracyte's business, the catalysts to drive momentum through 2021 and Veracyte's long-term outlook. Forward-looking statements are neither historical facts nor assurances of future performance, but are based only on our current beliefs, expectations and assumptions. These statements involve risks and uncertainties, which could cause actual results to differ materially from our predictions, and include, but are not limited to: the impact of COVID-19 on Veracyte's business and operating results, specifically, and the healthcare system and economy more generally, Veracyte's ability to achieve and maintain Medicare coverage for its tests; the benefits of Veracyte's tests and the applicability of clinical results to actual outcomes; the laws and regulations applicable to Veracyte's business, including potential regulation by the Food and Drug Administration or other regulatory bodies; Veracyte's ability to successfully achieve and maintain adoption of and reimbursement for its products; the amount by which use of Veracyte's products are able to reduce invasive procedures and misdiagnosis, and reduce healthcare costs; the occurrence and outcomes of clinical studies; and other risks set forth in Veracyte's filings with the Securities and Exchange Commission. Factors that may impact these forward-looking statements can be found in Item 1A – "Risk Factors" in our Annual Report on Form 10-K filed with the SEC on February 25, 2020 and in our Quarterly Report on Form 10-Q filed with the SEC on November 2, 2020. These forward-looking statements speak only as of the date hereof and Veracyte specifically disclaims any obligation to update these forward-looking statements or reasons why actual results might differ, whether as a result of new information, future events or otherwise.

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Leveraging deep genomic
insights to transform care
at every step of the
patient's journey.

Q3 2020 – Key Takeaways



Strong Q3 rebound...

- Revenue and volume exceeded Q3 2019 results
- Testing and product revenue +79% v.SeqQ and +13% v.PYQ
- Q3 2020 YTD Product revenue achieved pre-pandemic annual goal



Commercial momentum...

- ADLT status and new Medicare pricing for Envisia classifier
- New CPT codes and preliminary Medicare pricing for Afirma MTC and XA, paving way for reimbursement expansion
- Prosigna assay coverage in Germany opens up key market



Pipeline launches on track for 2021...

- Nasal swab and Percepta Atlas on track for 2H 2021
- Envisia Classifier on nCounter for international launch end of 2021
- LymphMark test for diffuse large B-cell lymphoma subtyping, pending FDA de novo process



Financial Discipline...

- Margins remain in line with expectations
- \$1.8M of cash flow from operations
- Solid cash position of \$345M

Note: Numbers presented in this presentation may vary from SEC filings due to rounding

Catalysts to drive continued momentum through 2021

	Product & Testing Revenue	Collaboration Revenue	Evidence Development	Pipeline Advancement / Menu Expansion
2020	<ul style="list-style-type: none"> ✓ Rebound to pre-pandemic levels 	<ul style="list-style-type: none"> ✓ Loxo/Lilly Thyroid Cancer ✓ Acerta Pharma / Astra Zeneca Lymphoma 	<ul style="list-style-type: none"> ✓ Envisia publications/abstracts/presentations ✓ Percepta publications/abstracts/presentations ✓ Prosigna publications/abstracts/presentations 	<ul style="list-style-type: none"> ✓ Afirma XA enhancements ● Nasal swab data ● NOBLE trial initiation ✓ LymphMark advances
2021	<ul style="list-style-type: none"> ● Guideline inclusion (pulmonology) ● Reimbursement Expansion (pulmonology) 	<ul style="list-style-type: none"> ● Johnson & Johnson nasal swab lung cancer ● Loxo/Lilly Thyroid Cancer ● Acerta Pharma / Astra Zeneca Lymphoma 	<ul style="list-style-type: none"> ● Nasal swab pivotal clinical validation ● Envisia nCounter data 	<ul style="list-style-type: none"> ● Nasal Swab US Launch ● Envisia nCounter Launch ● Percepta Atlas Launch ● LymphMark Launch

Our foundational strategy drives our business



Relevant Questions

Integrated into current care pathway to change practice and reduce surgeries



Scientific Rigor

Build robust scientific and clinical evidence; inform guidelines



Value Creation

Clinical utility and economic value that change the standard of care

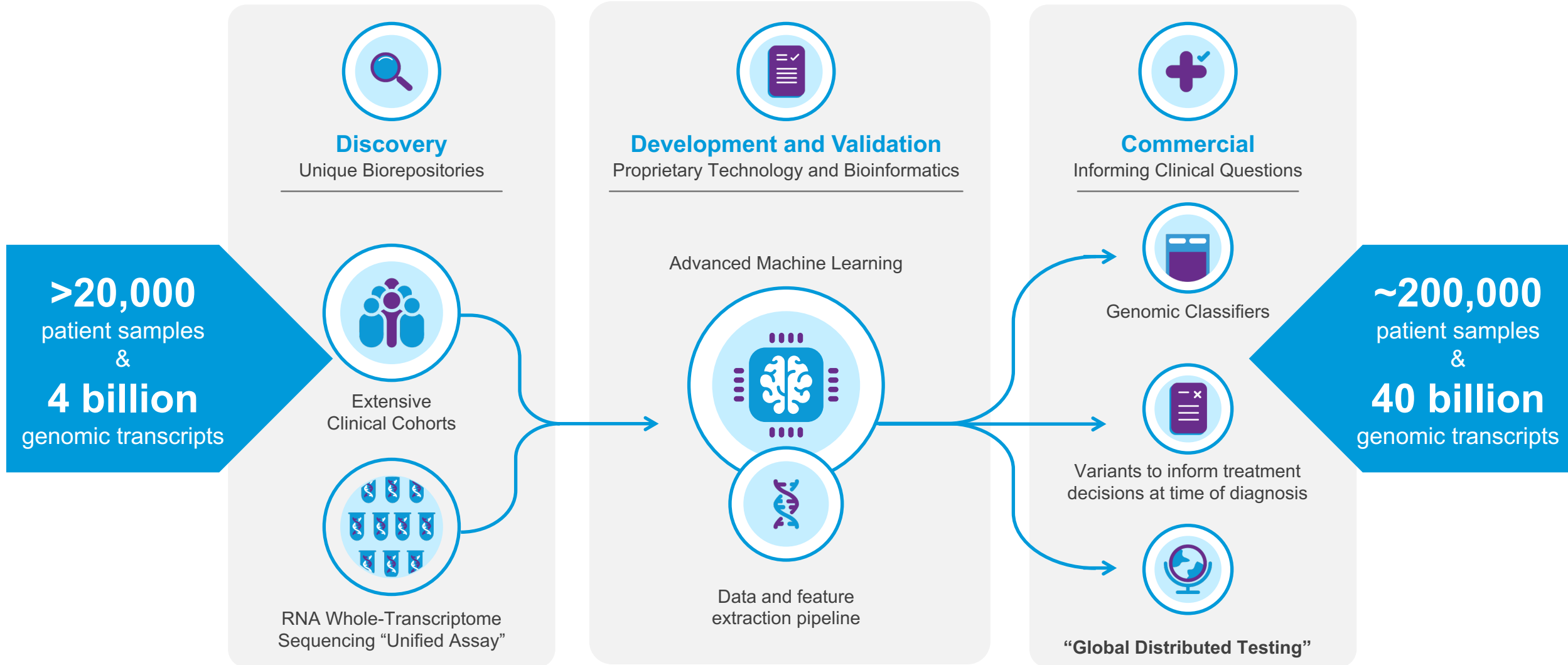


Successful Reimbursement

Extensive coverage policies and contracted relationships pave way for additional tests

Our powerful science and technology

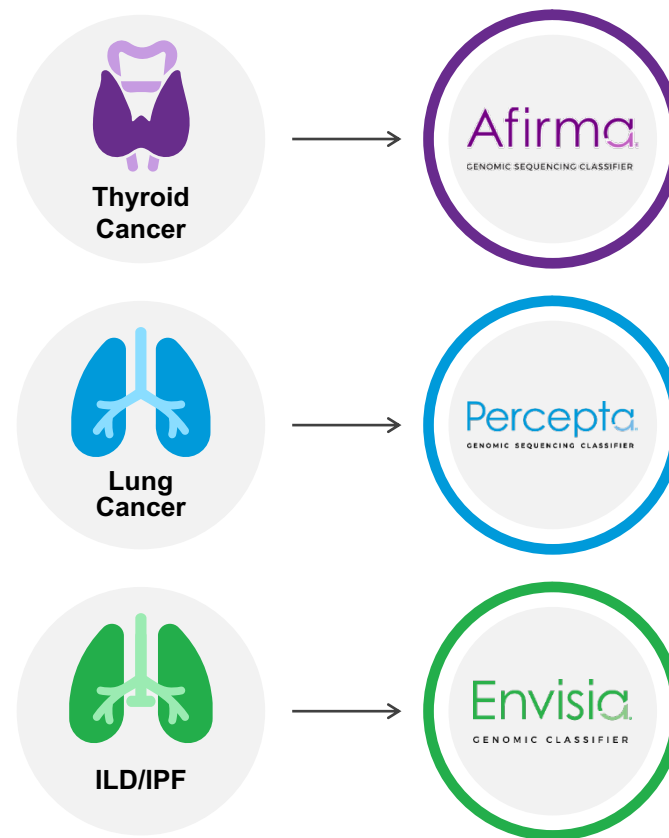
Enables innovation from large-scale clinical biorepositories



FIRST FIVE YEARS

Three products commercialized to improve diagnostic accuracy and reduce unnecessary surgeries

Diagnosis

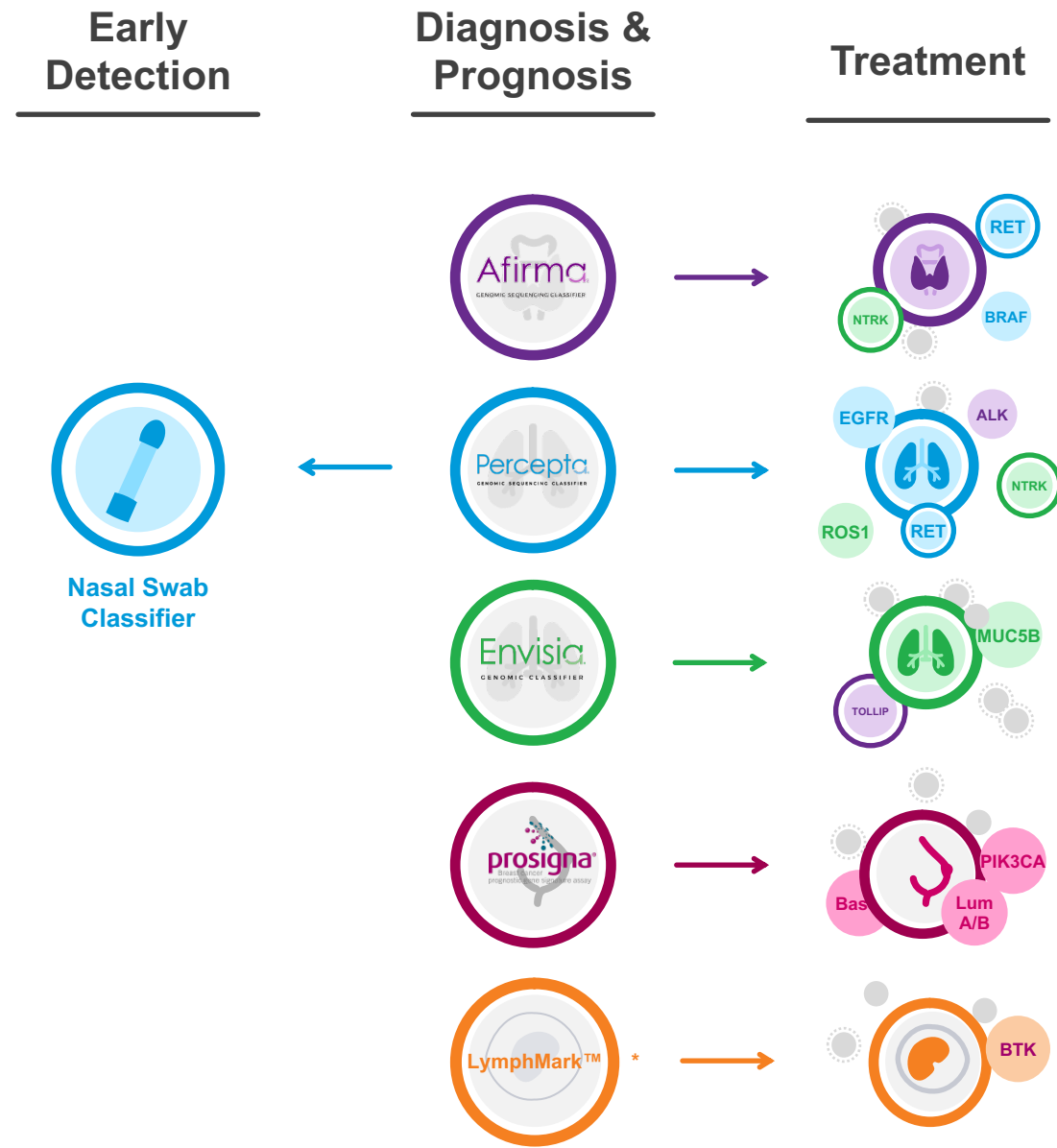


~\$2
billion
TAM

TODAY: INFLECTION POINT

Five clinical indications

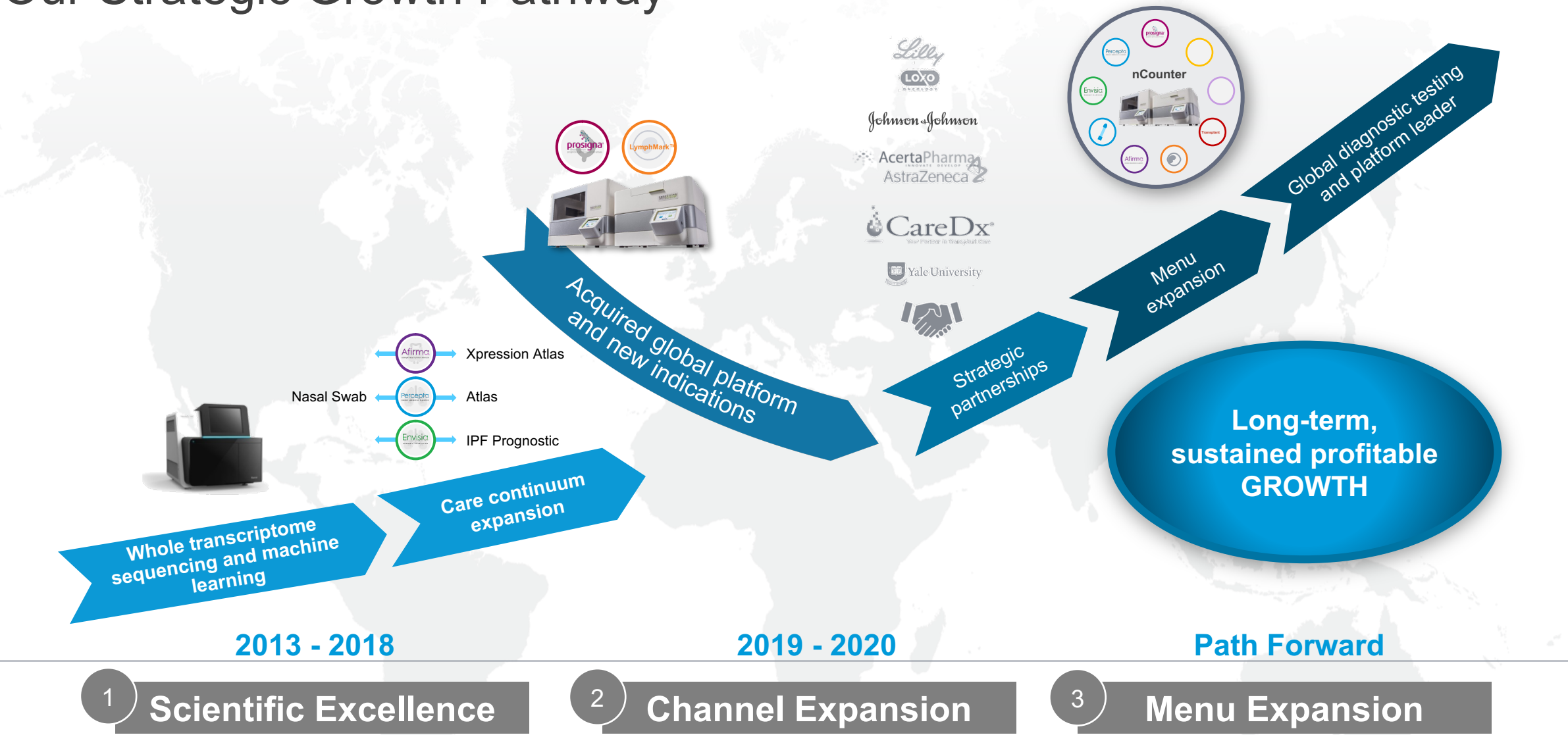
Addressing unmet needs throughout the care continuum



>\$40 billion TAM

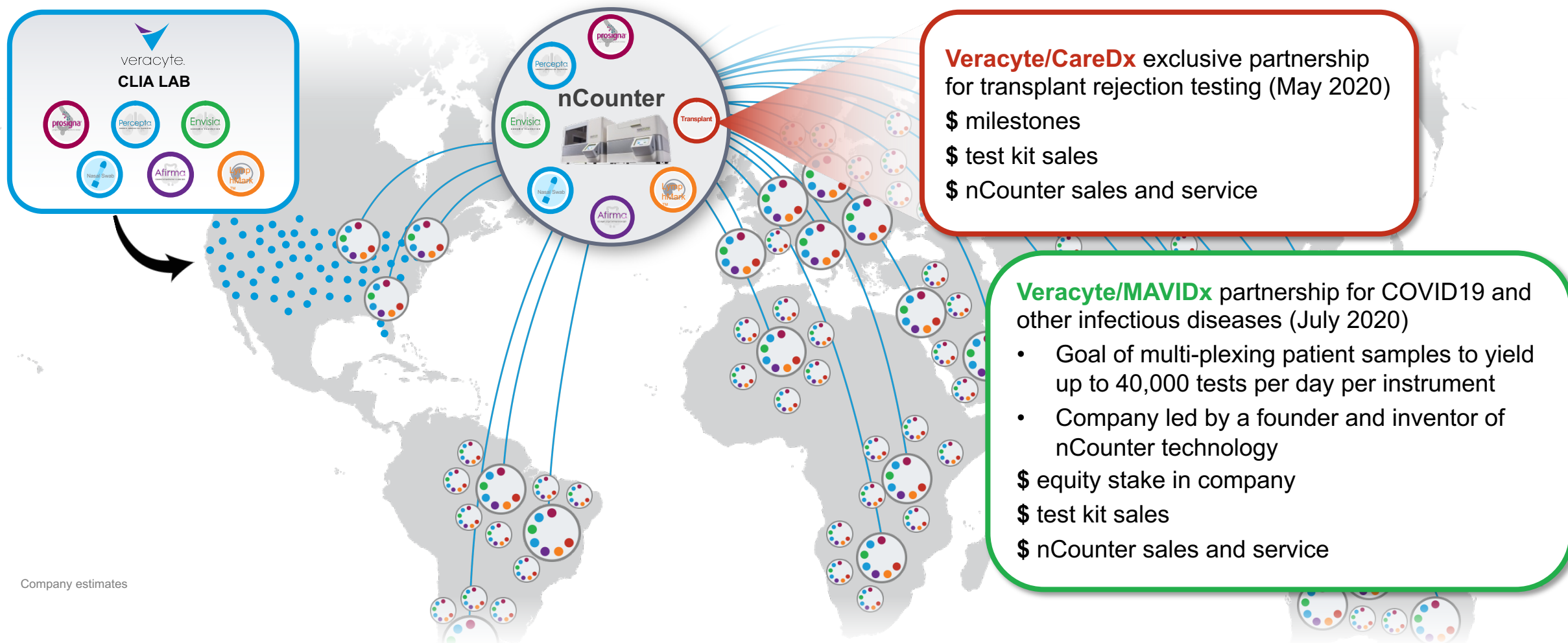
* Investigational product
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Our Strategic Growth Pathway



Where We Are Going

Menu, menu, menu - attractive solution for diagnostic partners



Company estimates

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December 2020

\$40 BILLION GLOBAL MARKET OPPORTUNITY



Our Novel Products

Veracyte's Lung Cancer Franchise

Genomic insights drive care at each step of the patient's journey

FUTURE Pre-cancer Detection



Nasal Swab
Classifier

~\$36B

Biopharma
Collaborations

Johnson & Johnson

Early Detection



Nasal Swab
Classifier

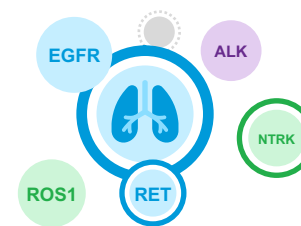
~\$4B

Diagnosis



~\$700M

Treatment



Percepta Atlas

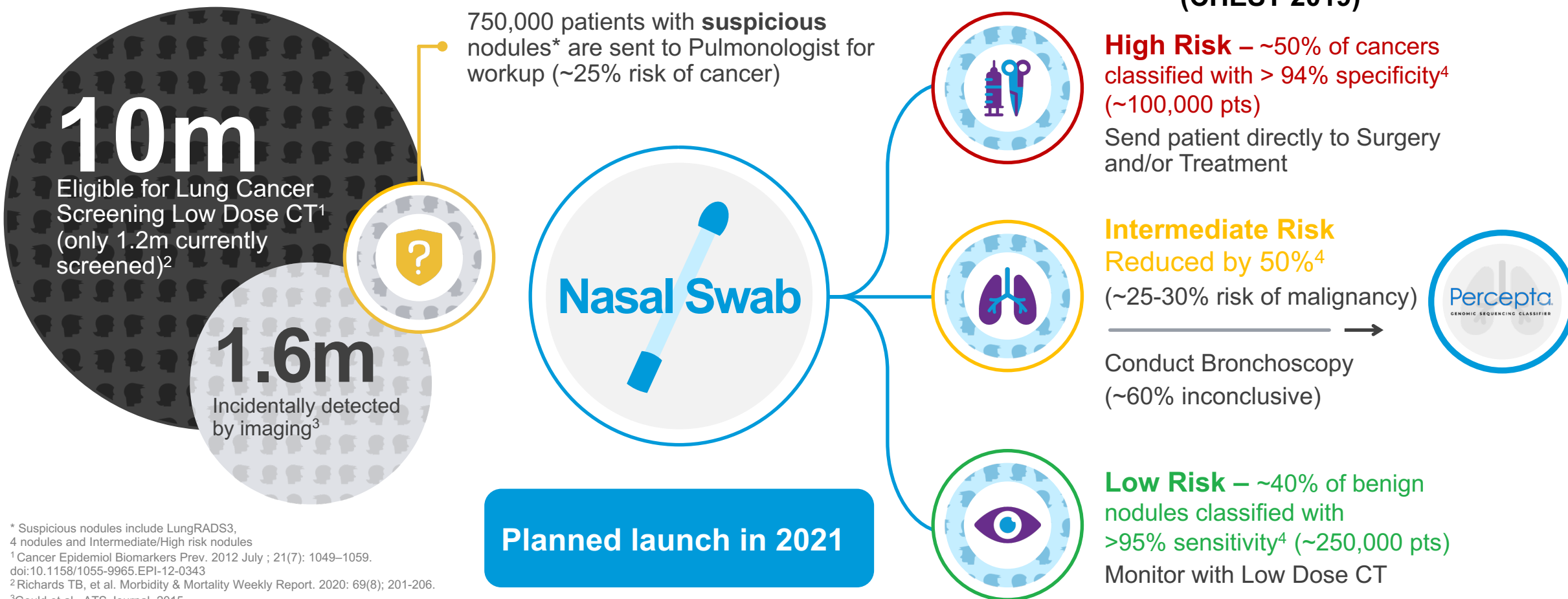
~\$1.4B

A New Era in Lung Cancer Diagnosis & Treatment

- Minimally invasive
- Comprehensive genomic profiling data
- Faster, more timely answers and care decisions

NASAL SWAB CLASSIFIER

New risk assessment & diagnostic approach to improve standard of care



* Suspicious nodules include LungRADS3, 4 nodules and Intermediate/High risk nodules

¹ Cancer Epidemiol Biomarkers Prev. 2012 July ; 21(7): 1049–1059.
doi:10.1158/1055-9965.EPI-12-0343

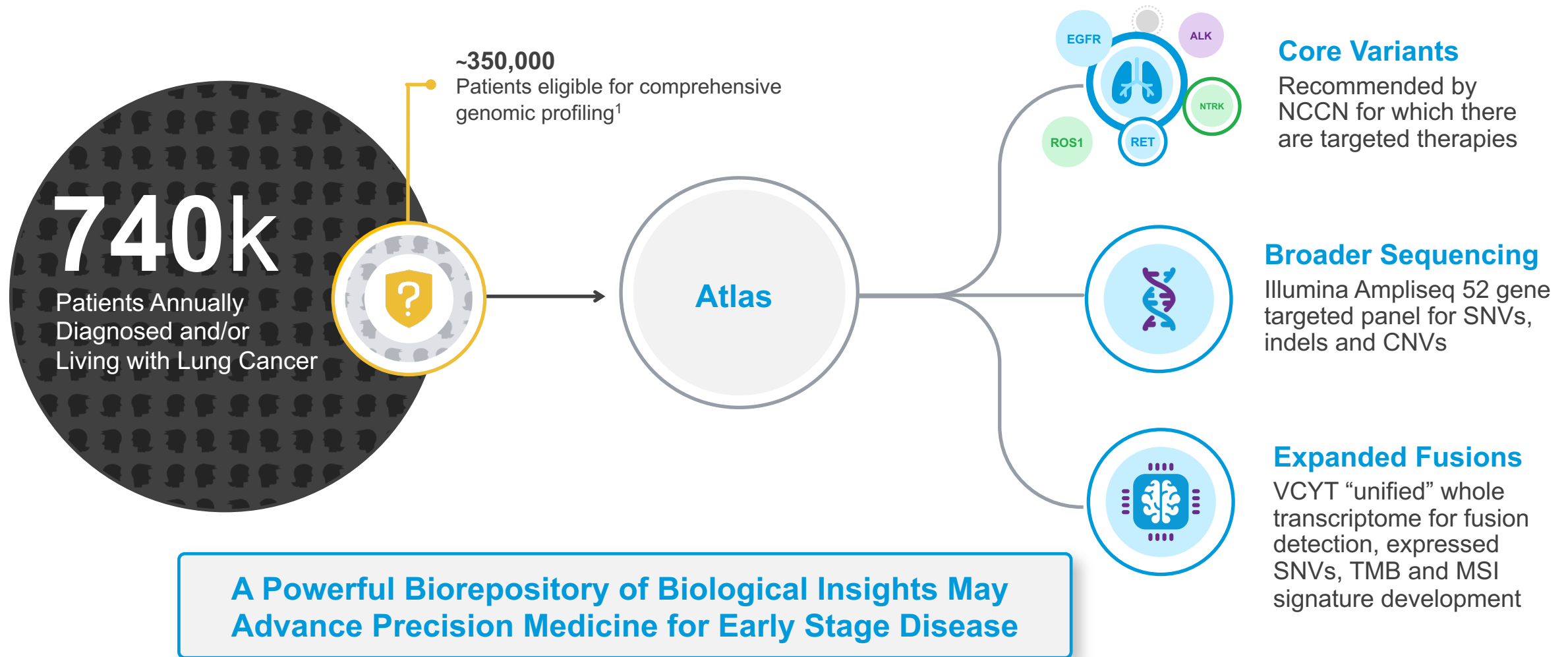
² Richards TB, et al. Morbidity & Mortality Weekly Report. 2020; 69(8); 201-206.

³ Gould et al., ATS Journal, 2015

⁴ Lamb C, et al. American College of Chest Physicians (CHEST) Annual Meeting, Oct. 2019.

Percepta Lung Cancer Atlas

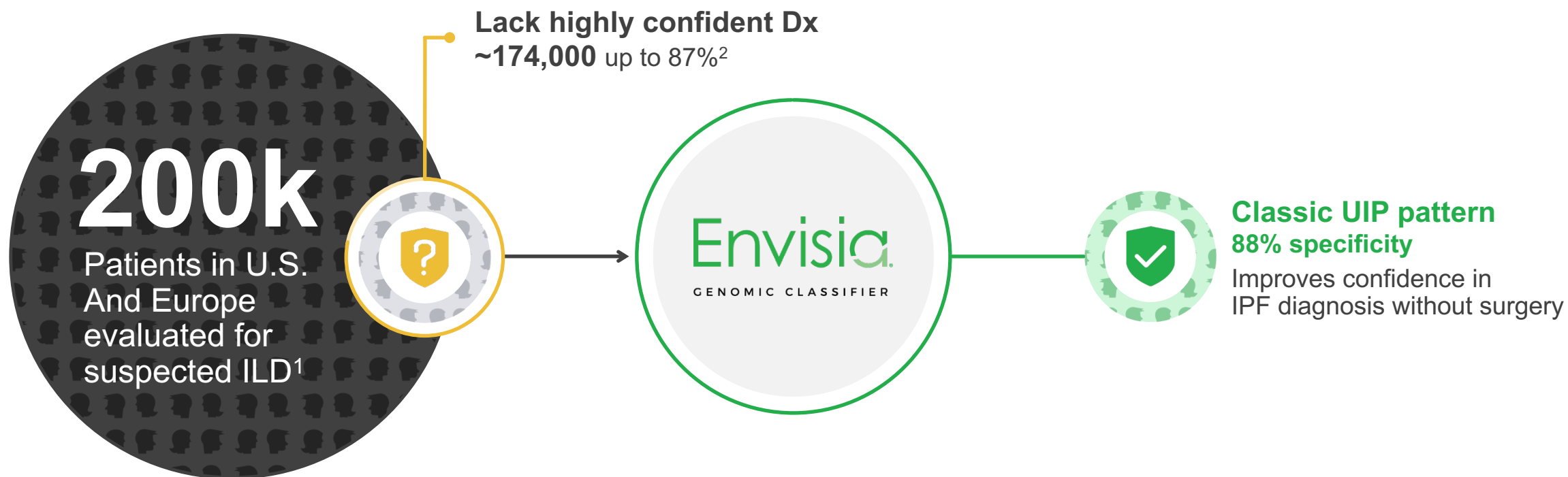
Informing treatment at the time of diagnosis – stages I-IV



¹ Seer.cancer.gov

IDIOPATHIC PULMONARY FIBROSIS (IPF)

Accelerating diagnosis to get patients life-extending treatment faster

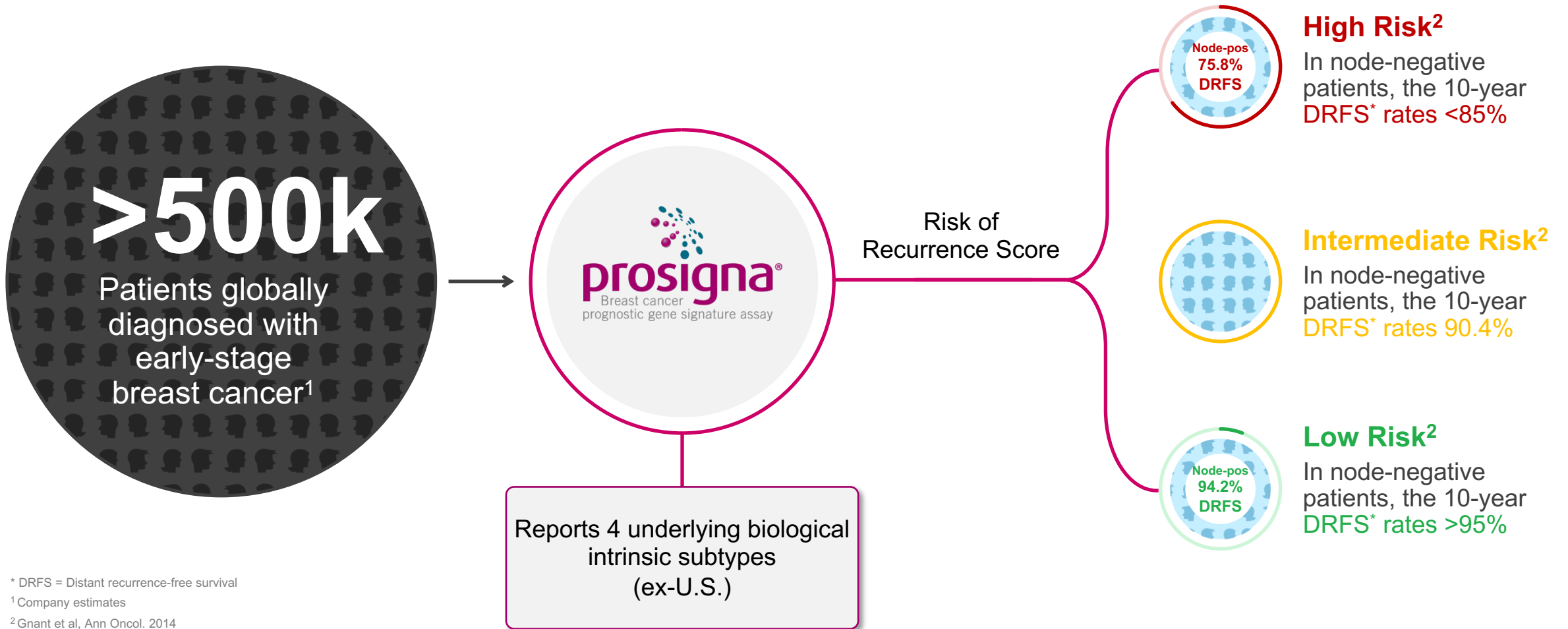


¹ Company estimates

² Raghu et al, The Lancet Resp Med., 2019

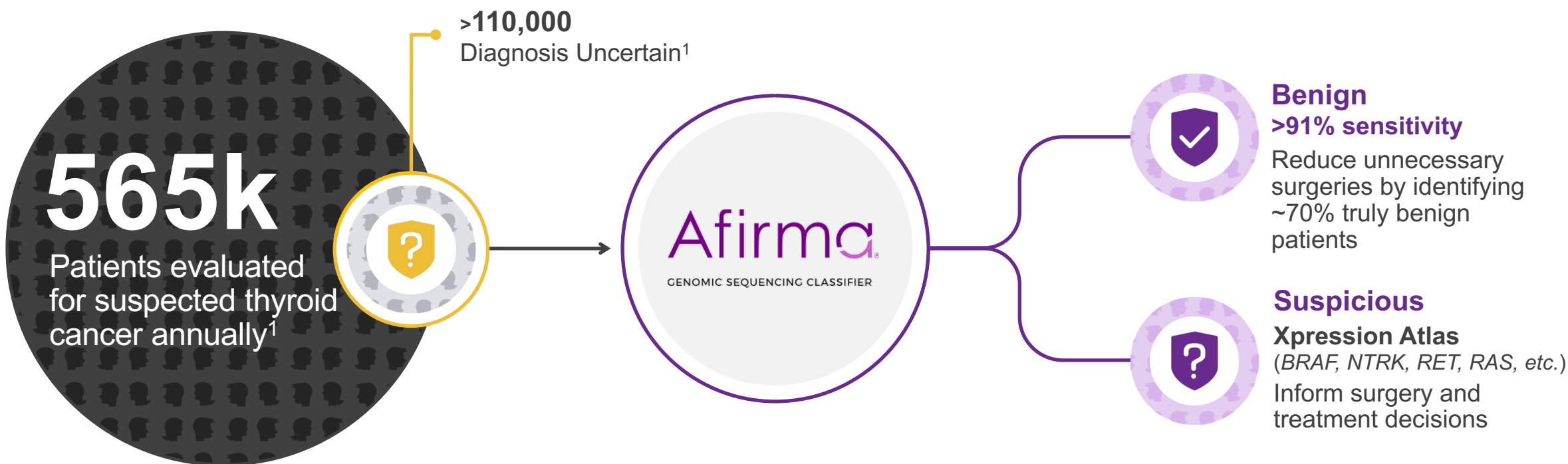
BREAST CANCER

Inform next steps for patients with early-stage breast cancer



THYROID CANCER

Improving patient outcomes in thyroid cancer



¹ Company estimates

History of acquisitions and strategic partnerships accelerate pipeline and drive growth

Acquisitions



“Field of Injury”
science to
improve
diagnosis of lung
cancer



Exclusive global
license for
nCounter platform;
Breast cancer
Lymphoma

- ✓ Product portfolio expansion
- ✓ Global and channel expansion
- ✓ Pipeline advancement

2012 - 2018

2019

2020

Partnerships / Collaborations



Afirma Launch
partner into
Endocrinology



Afirma
Xpression
Atlas to
develop
thyroid cancer
therapies



Advance early
lung cancer
detection



Blood
monitoring
test for IPF on
nCounter



Genomic
information to
support oncology
therapeutics



Solid organ
transplant
rejection tests
on nCounter



Covid-19 and
other infectious
disease tests on
nCounter



Financial Overview

Attractive financial profile



Strong Total Revenue Growth 31%

Full-year 2019 over 2018 actuals



Attractive “Gross Margin”

64% for the nine-month period ended September 30, 2020
Increases with collaboration revenue



Selling and Marketing Leverage

Scale single-structure in U.S.
Dedicated resources in EU
Shifting to more efficient digital engagement model



R&D, Medical and Clinical Operations

Extensive whole RNA-transcriptome & biorepository
Advancing pulmonology pipeline
Menu expansion on nCounter supports international expansion

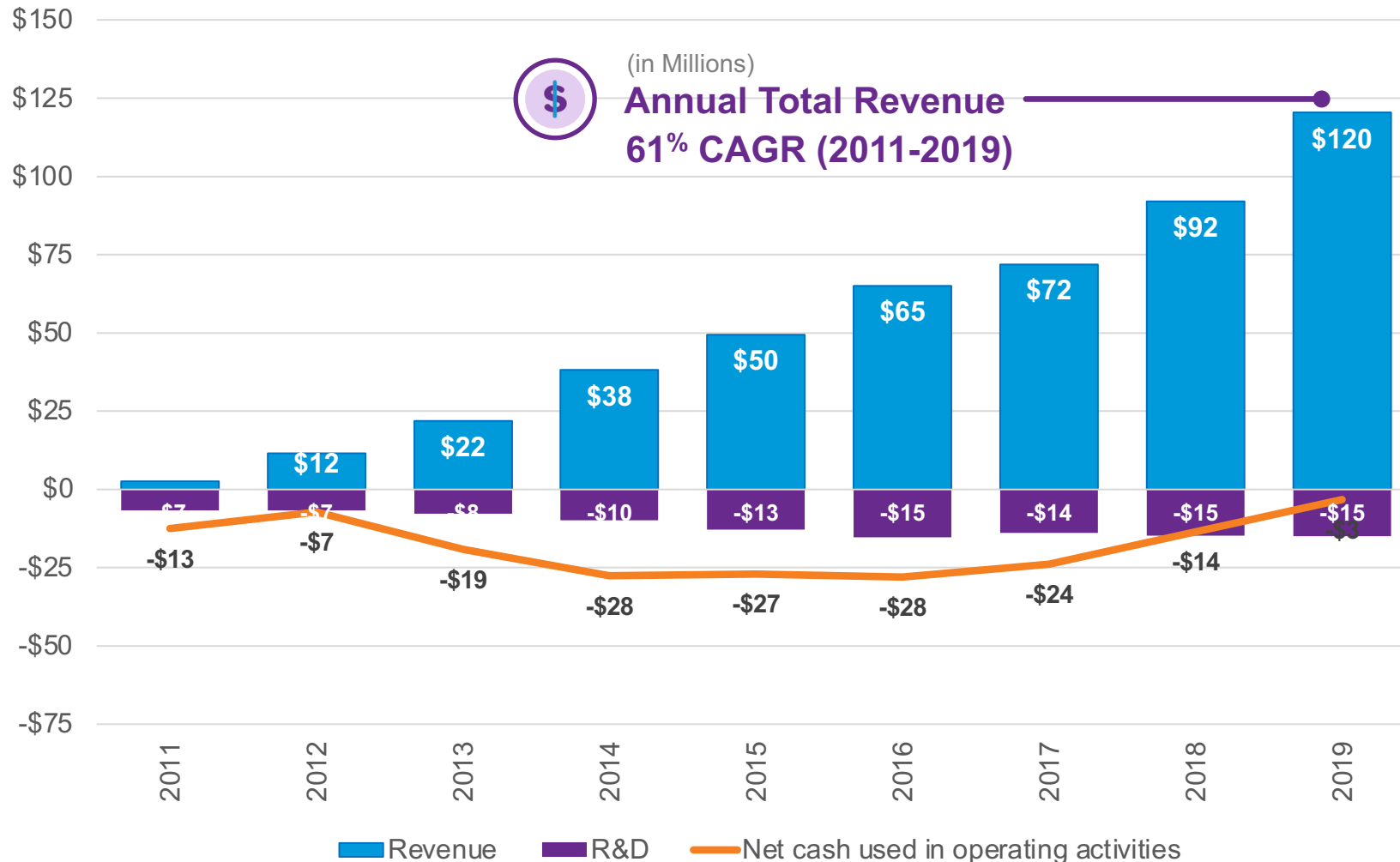


Strong Balance Sheet

~\$345M cash as of September 30, 2020
No debt



Revenue acceleration driven by new products, partnerships



- Layering of multiple products
- Multiple strategic collaborations
- Products -> value+ -> payment
- Global entry -> menu+
- R&D productivity
- Financial discipline

Experienced team with track record of success



Bonnie Anderson
Chairman and
Chief Executive Officer

Keith Kennedy
Chief Financial Officer and
Chief Operating Officer



Giulia C. Kennedy, Ph.D.
Chief Scientific Officer and
Chief Medical Officer



James (Jim) Erlinger
Executive Vice President,
General Counsel and Secretary



John Hanna
Chief Commercial Officer



Freddie Bowie, Ph.D.
Vice President, Corporate
and Business Development



Tracy Morris
Vice President, Corporate
Communications and Investor Relations

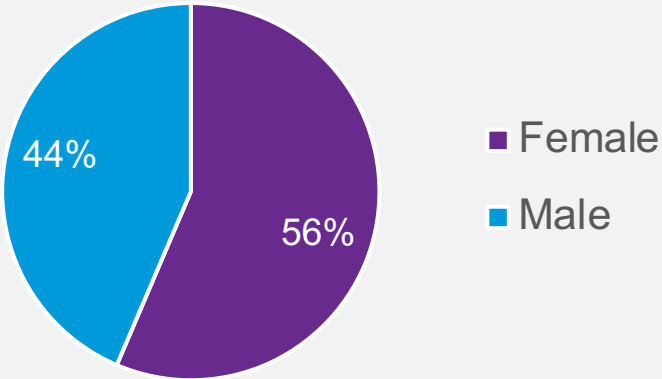
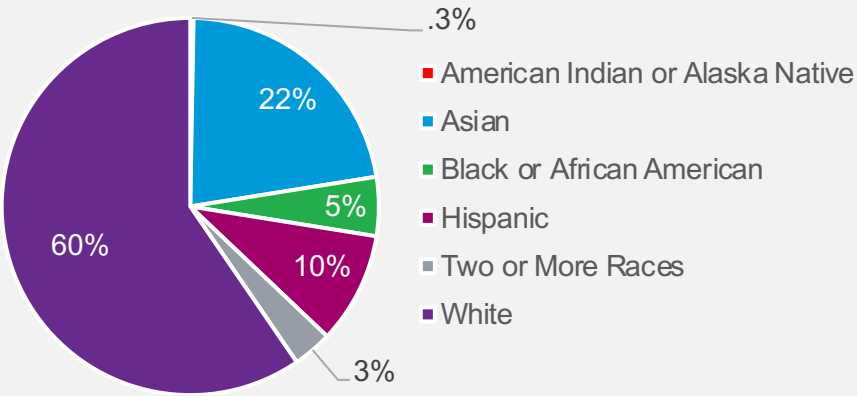


Our diversity contributes to our success

Race

Gender

All Employees



VP Level and Above

