



**ANSWERS**

**9th Annual SVB Leerink  
Global Healthcare  
Conference**

**February 27, 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 we make regarding Veracyte's expectations regarding full-year 2020 total revenue and net cash used in operating activities, the expected impacts of the acquisition from NanoString on us, including our ability to expand our platform globally, our ability to increase the efficiency of our advanced genomic testing, and our plans to transfer our current and pipeline genomic tests onto the nCounter system; our ability to advance the development and commercialization of novel diagnostic tests under the collaboration with Johnson & Johnson; our ability to achieve the expected benefits from the Acerta collaboration; and our ability to potentially inform diagnosis and treatment decisions in new oncology indications. 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: our ability to achieve and maintain Medicare coverage for our tests; the benefits of our tests and the applicability of clinical results to actual outcomes; the laws and regulations applicable to our business, including potential regulation by the Food and Drug Administration or other regulatory bodies; our ability to successfully achieve and maintain adoption of and reimbursement for our products; the amount by which use of our 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 our filings with the Securities and Exchange Commission, including the risks set forth in our annual report on Form 10-K for the year ended December 31, 2019. These forward-looking statements speak only as of the date hereof and Veracyte specifically disclaims any obligation to update these forward-looking statements.

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## WHERE WE ARE TODAY

Answering clinical questions in more indications throughout the patient journey and forging valuable partnerships

### Early Detection

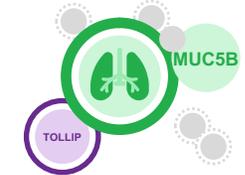
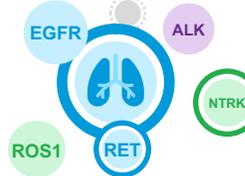


Nasal Swab Classifier

### Diagnosis & Prognosis



### Treatment



### Collaborations



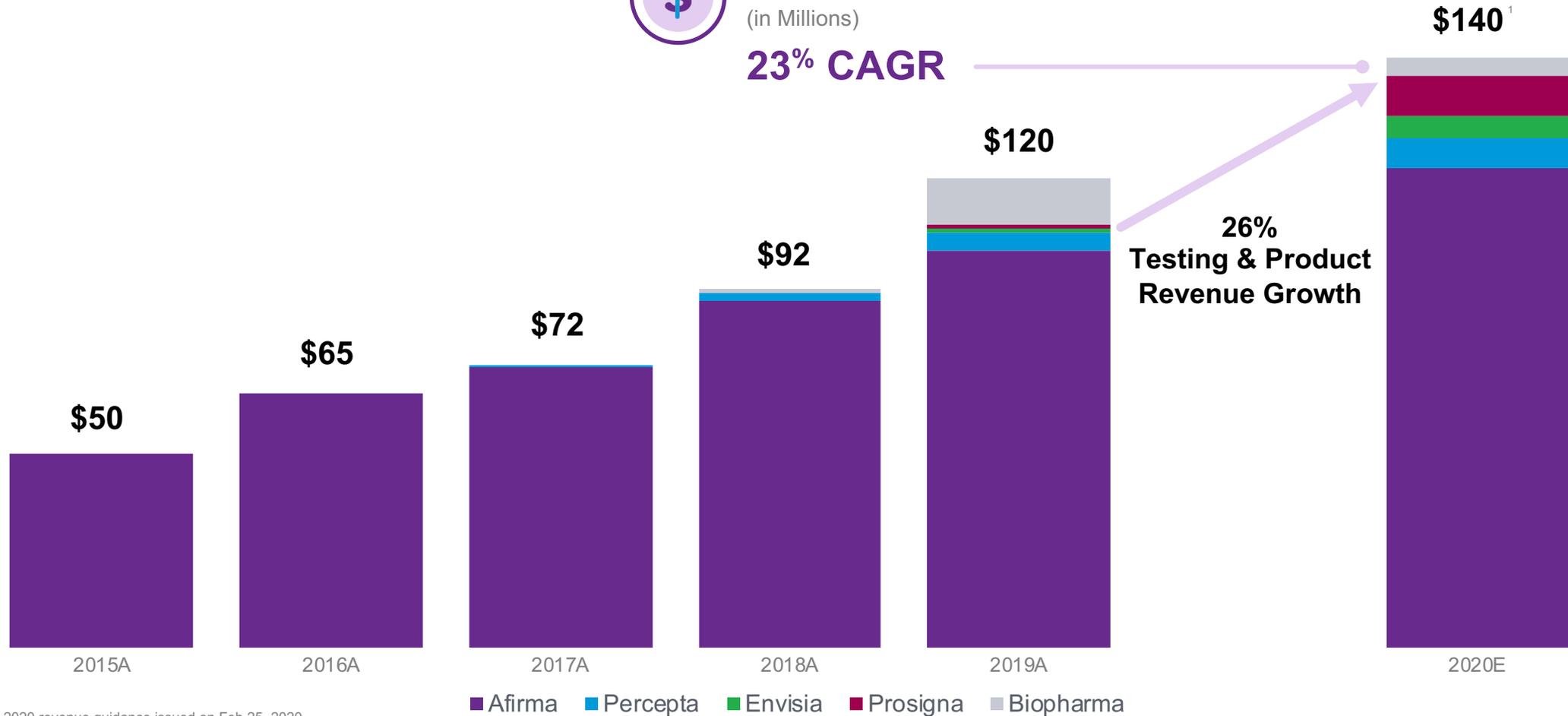
# Robust total annual revenue growth driven by expanding sources



## Annual Total Revenue

(in Millions)

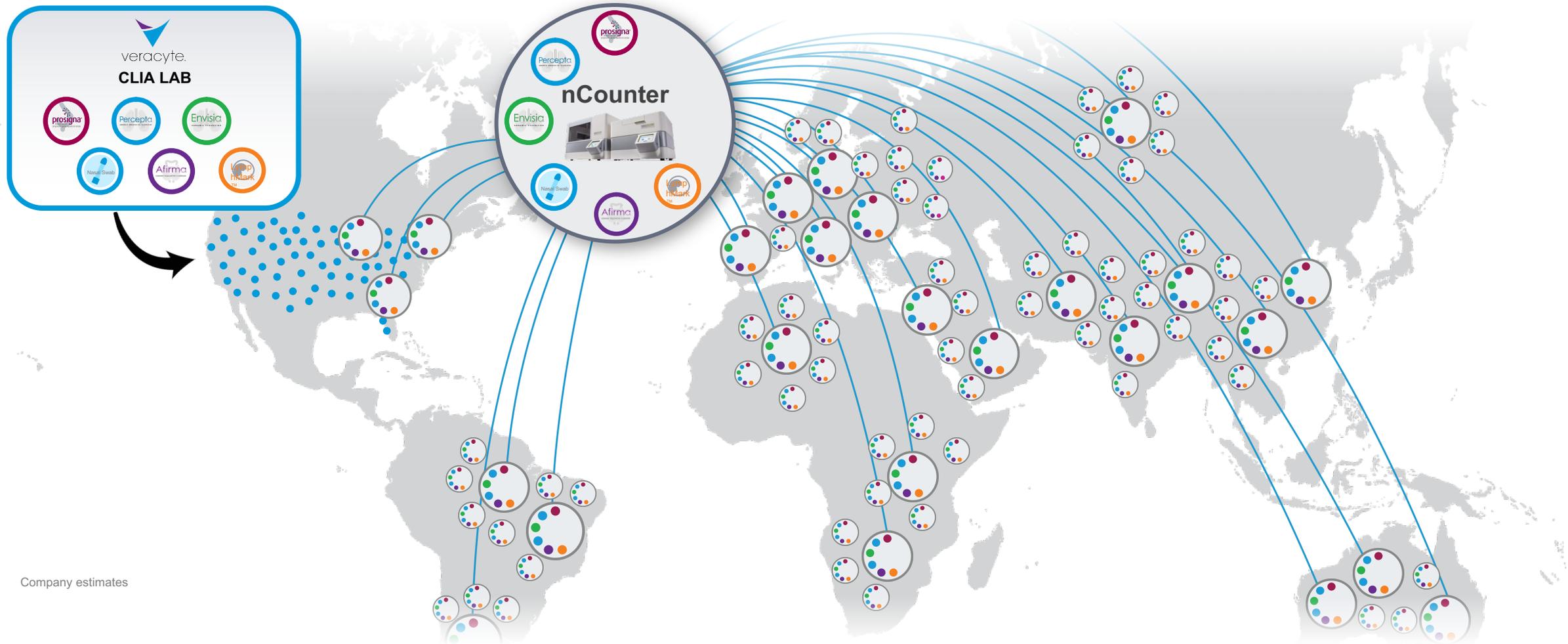
**23% CAGR**



<sup>1</sup> Midpoint of 2020 revenue guidance issued on Feb 25, 2020

# WHERE WE ARE GOING (5-10 Years)

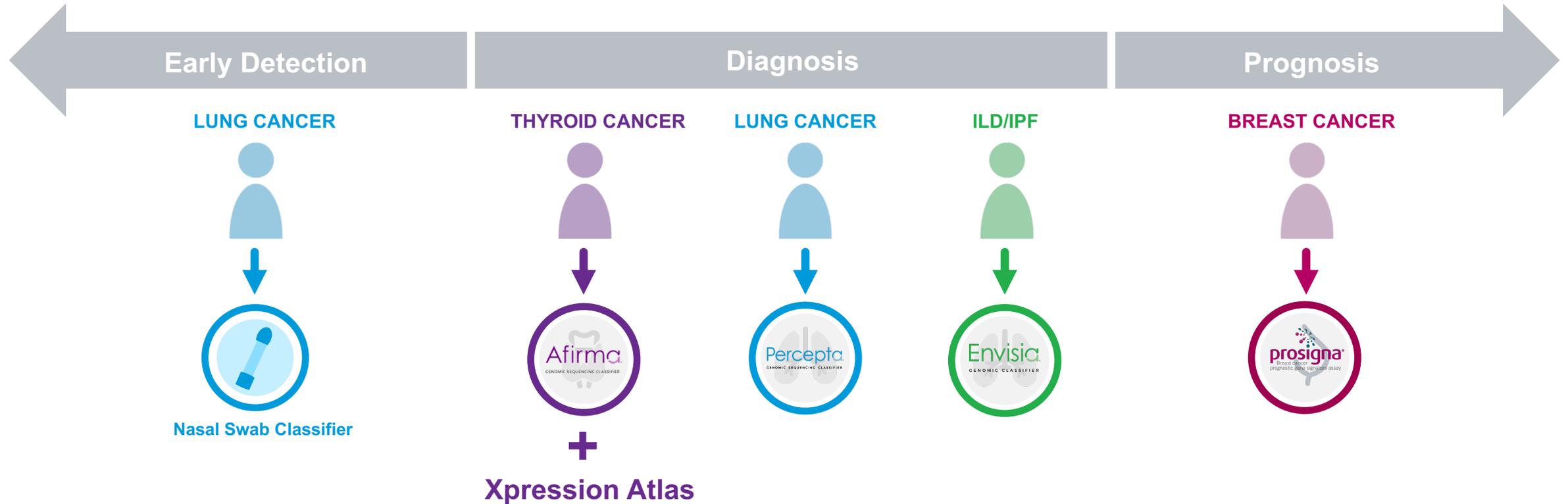
## Global Market, Menu and Margin Expansion



Company estimates

**\$40 BILLION** GLOBAL MARKET OPPORTUNITY

# Our products provide clinical answers that improve patient care



**ANSWERS** that inform patient treatment decisions

FOCUS & OPPORTUNITIES

# Attractive financial profile



## Strong Total Revenue Growth 31%

Full-year 2019 over 2018 actuals



## Attractive “Gross Margin”

~65% testing services

Increases with collaboration revenue



## Selling and Marketing Leverage

Scale single-structure in U.S.

Focused dedicated resource in EU

Leverage institutional stakeholder relationships



## R&D, Medical and Clinical Operations

Extensive whole RNA-transcriptome & biorepository

Advancing pulmonology pipeline

Menu expansion on nCounter supports international expansion



## Solid Cash Position

Over \$159 Million at December 31, 2019



# Catalysts to drive continued momentum through 2021

	Product & Testing Revenue	Collaboration Revenue	Evidence Development	Pipeline Advancement / Menu Expansion
<b>2020</b>	<ul style="list-style-type: none"> <li>● Afirma GSC and XA volume growth</li> <li>● Double Pulmonology genomic test volume</li> </ul>	<ul style="list-style-type: none"> <li>● Loxo/Lilly Thyroid Cancer</li> <li>● Acerta Pharma / Astra Zeneca Lymphoma</li> </ul>	<ul style="list-style-type: none"> <li>● Envisia publications/abstracts/presentations</li> <li>● Percepta publications/abstracts/presentations</li> <li>● Prosigna publications/abstracts/presentations</li> </ul>	<ul style="list-style-type: none"> <li>● Afirma XA enhancements</li> <li>● Nasal swab data</li> <li>● NOBLE trial initiation</li> <li>● LymphMark advances</li> </ul>
<b>2021</b>	<ul style="list-style-type: none"> <li>● Guideline inclusion (pulmonology)</li> <li>● Reimbursement expansion (pulmonology)</li> </ul>	<ul style="list-style-type: none"> <li>● Johnson &amp; Johnson nasal swab lung cancer</li> <li>● Loxo/Lilly Thyroid Cancer</li> <li>● Acerta Pharma / Astra Zeneca Lymphoma</li> </ul>	<ul style="list-style-type: none"> <li>● Nasal swab pivotal clinical validation</li> <li>● Envisia nCounter data</li> </ul>	<ul style="list-style-type: none"> <li>● Nasal Swab US Launch</li> <li>● Envisia nCounter Launch</li> <li>● Percepta Atlas Launch</li> </ul>