



Third Quarter 2021 Performance

Business & Financial Presentation

November 9, 2021

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 including, but not limited to, our statements related to our expected total revenue and other financial and operating results for 2021 and our plans, objectives, expectations (financial and otherwise) or intentions with respect to our Prosigna, Afirma, Percepta, Envisia, LymphMark, Decipher Prostate, Percepta Nasal Swab, Percepta Genomic Atlas and Decipher Bladder test and products for use in diagnosing and treating diseases, our expectations regarding Medicare coverage, and our commercial organization. Forward-looking statements can be identified by words such as: “appears,” “anticipate,” “intend,” “plan,” “expect,” “believe,” “should,” “may,” “will,” “positioned,” “designed” and similar references to future periods. Actual results may differ materially from those projected or suggested in any forward-looking statements. These statements involve risks and uncertainties, which could cause actual results to differ materially from our predictions, and include, but are not limited to Veracyte’s ability to launch, commercialize and receive reimbursement for our products, to successfully integrate the HalioDx and Decipher Biosciences businesses and execute on our business plans; and the performance and utility of Veracyte’s tests in the clinical environment. Additional factors that may impact these forward-looking statements can be found under the caption “Risk Factors” in our Annual Report on Form 10-K filed with the SEC on February 22, 2021 and our subsequent quarterly reports on Form 10-Q. Copies of these documents can be found at the Investors section of our website at investor.veracyte.com. The risks and uncertainties may be amplified by the COVID-19 pandemic, which has caused significant economic uncertainty. The extent to which the COVID-19 pandemic impacts Veracyte’s businesses, operations, and financial results, including the duration and magnitude of such effects, will depend on numerous factors, which are unpredictable, including, but not limited to, the duration and spread of the outbreak, its severity, the actions to contain the virus or treat its impact, and how quickly and to what extent normal economic and operating conditions can resume. These forward-looking statements speak only as of the date hereof and, except as required by law, 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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Q3 2021 – Key Takeaways



Strong revenue growth year-over-year, despite COVID



Robust clinical evidence to drive test adoption and reimbursement

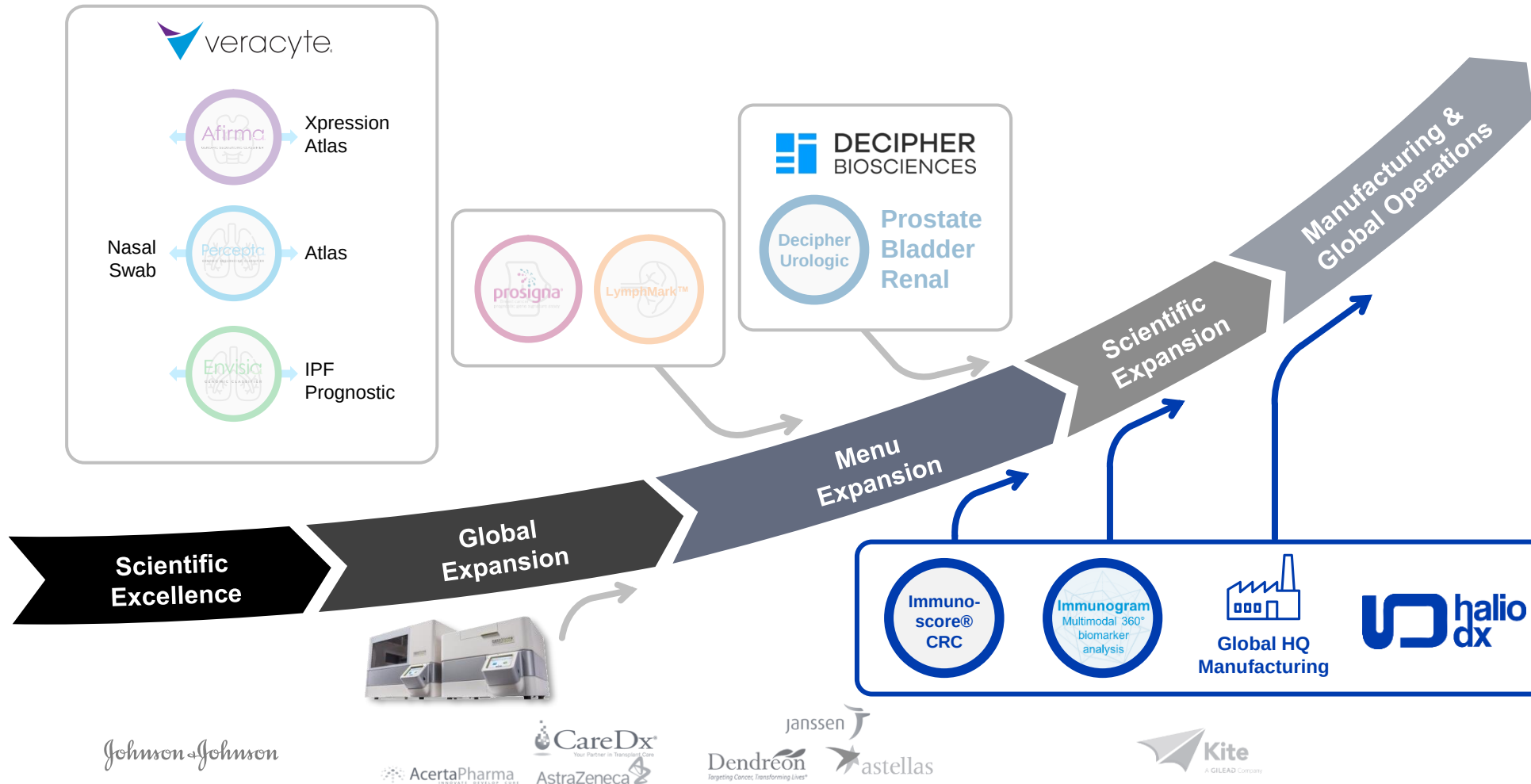


Key product launches: Percepta Nasal Swab and Decipher Bladder

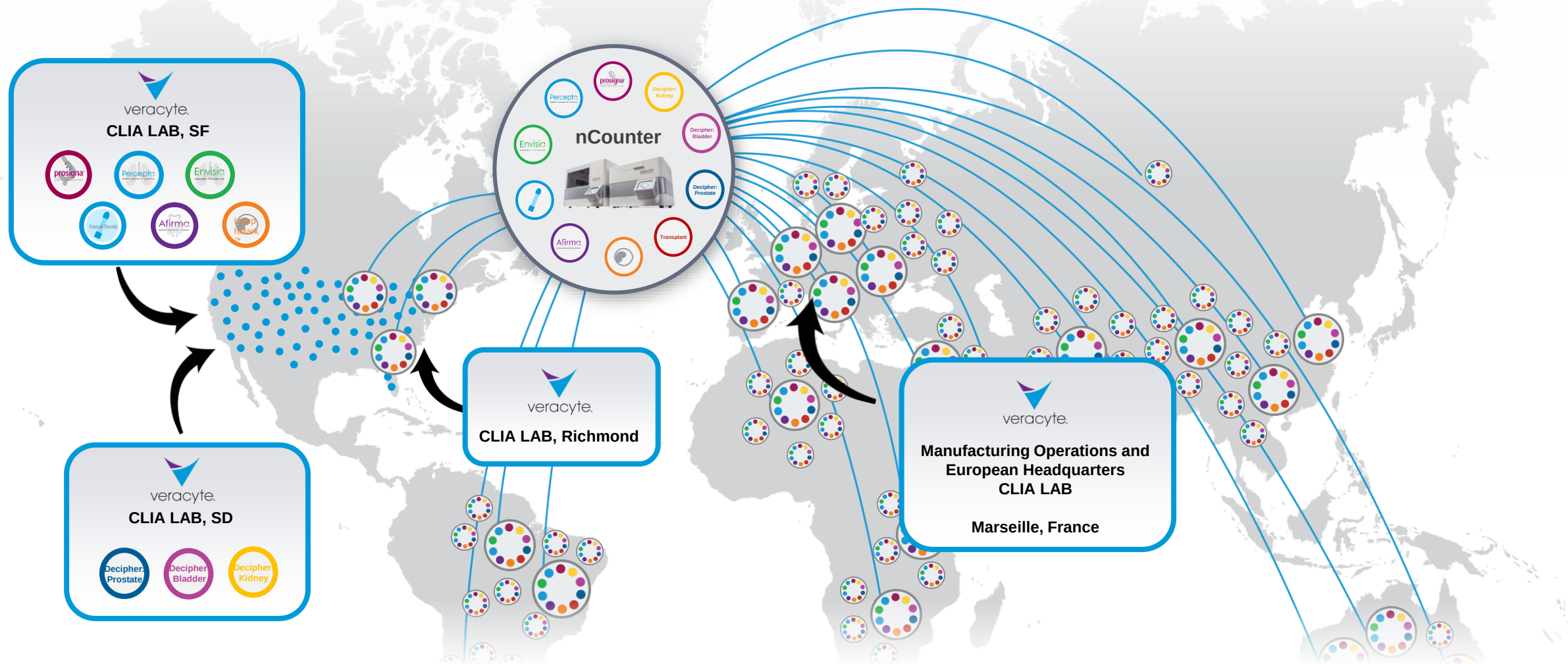


Completed HalioDx acquisition to drive strategic global expansion

Executing on clear strategy to achieve our global vision

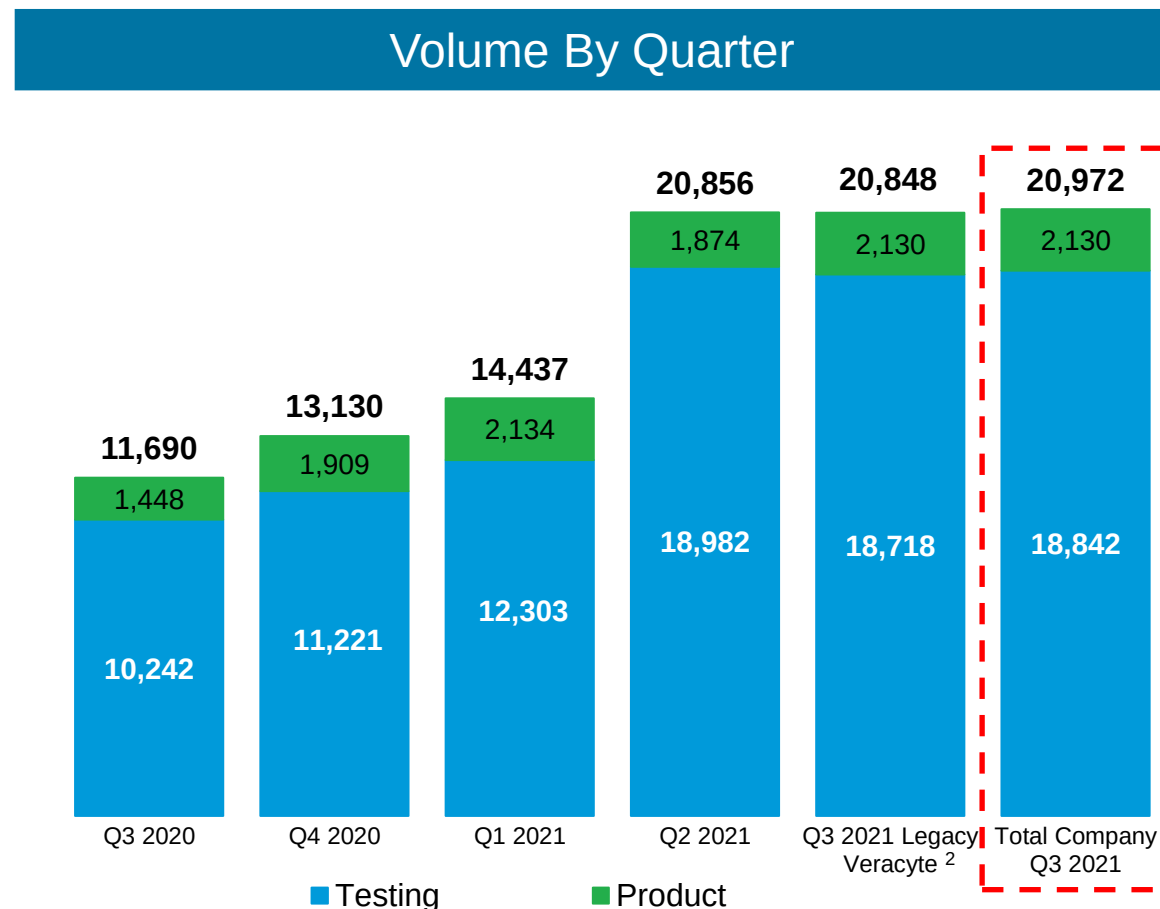
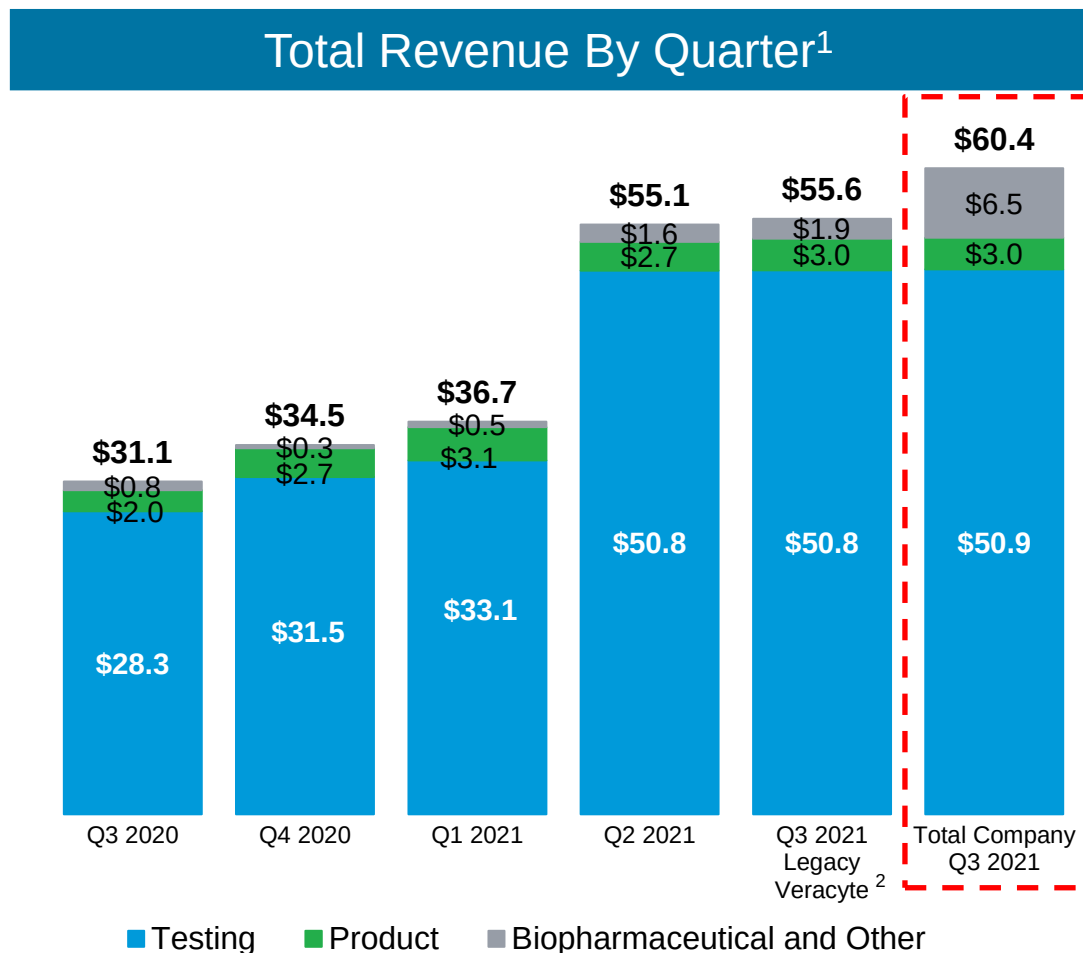


Solidifies global leadership in cancer diagnostics



Q3 2021 Revenue and Volume

Delivered total revenue growth of 94% year-over-year; volume growth of 79% year-over-year

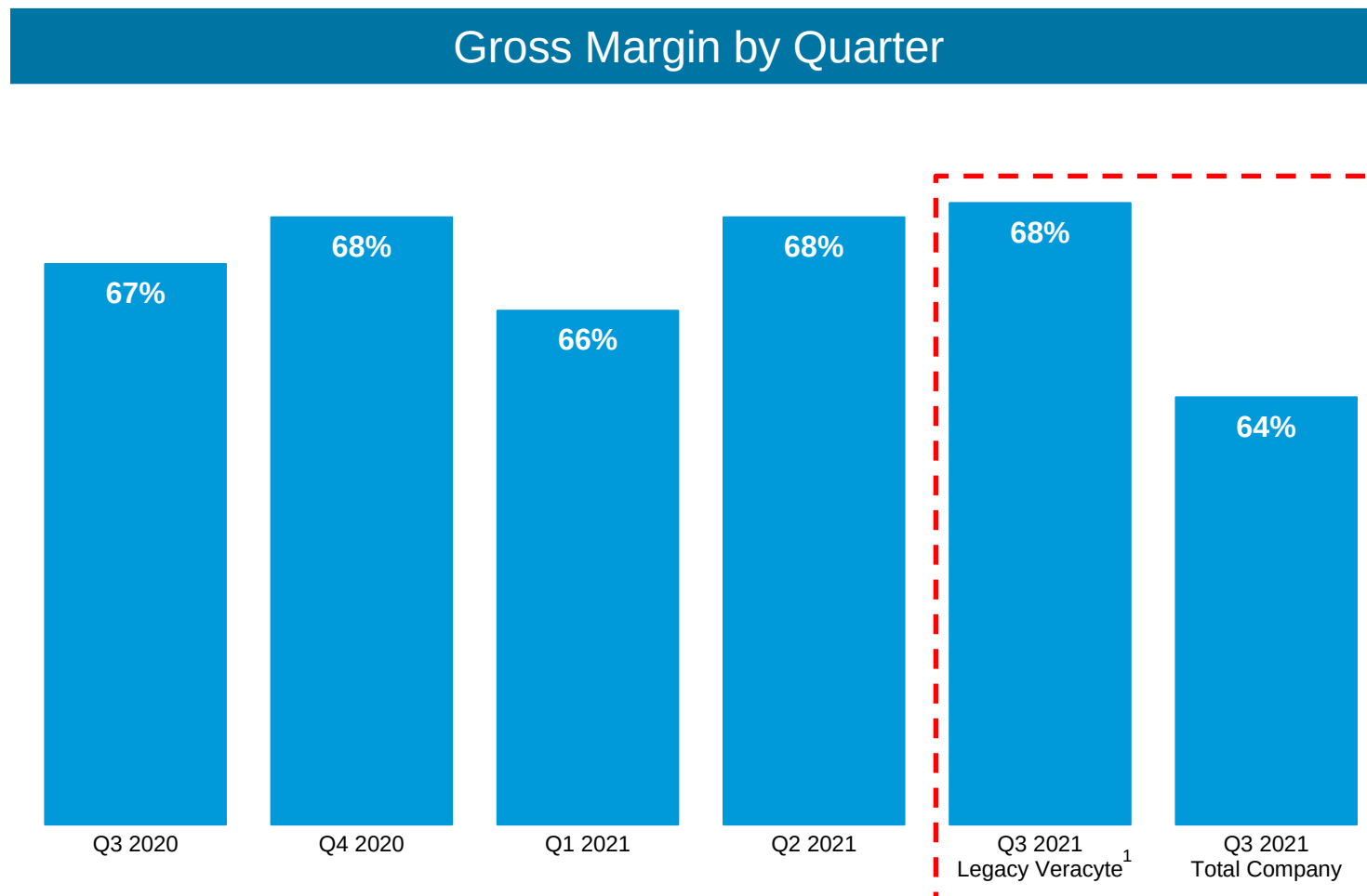


¹ Amounts in millions. Testing, Product and BioPharma revenue rounded and summarized as presented

² Reflects Veracyte results excluding the acquisition of HalioDx in August 2021

Q3 2021 Gross Margin

Gross Margin of 68% prior to impact of HalioDx

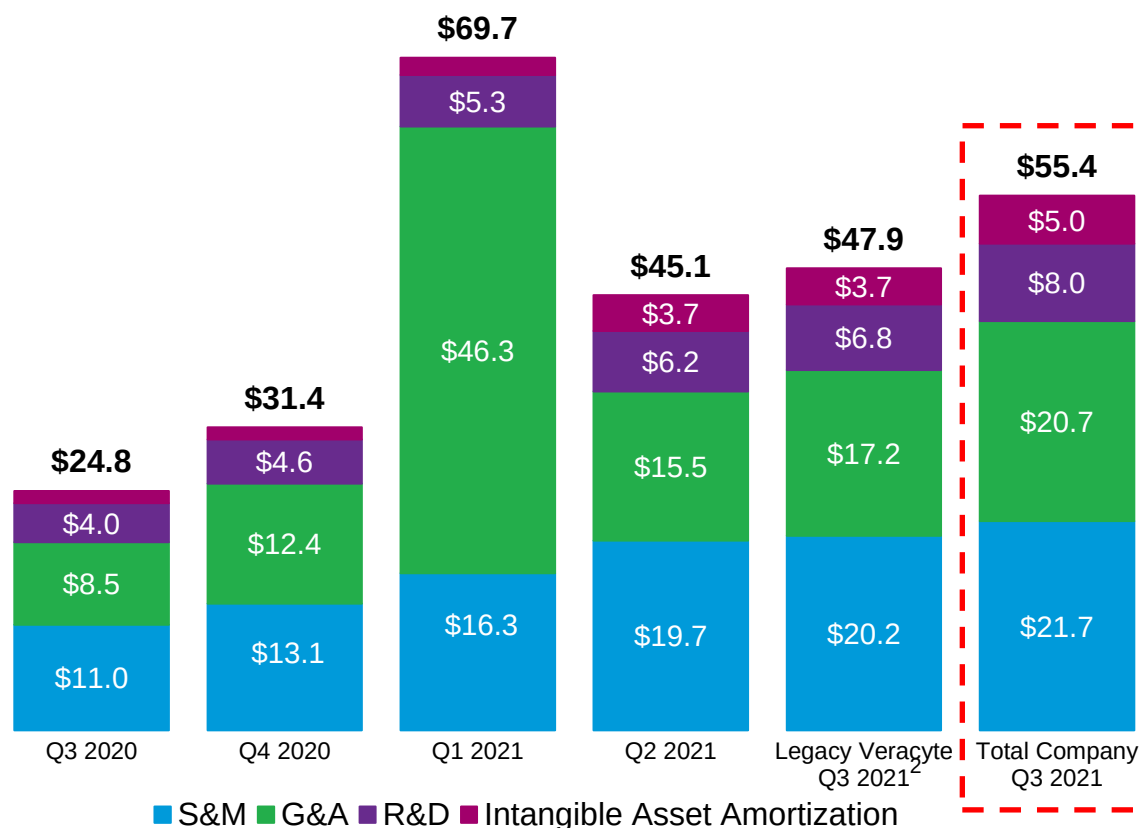


¹ Reflects Veracyte results excluding the acquisition of HalioDx in August 2021

Q3 2021 Operating Expenses

Higher operating expenses given the impact of HalioDx and acquisition related costs

Operating Expense by Quarter¹



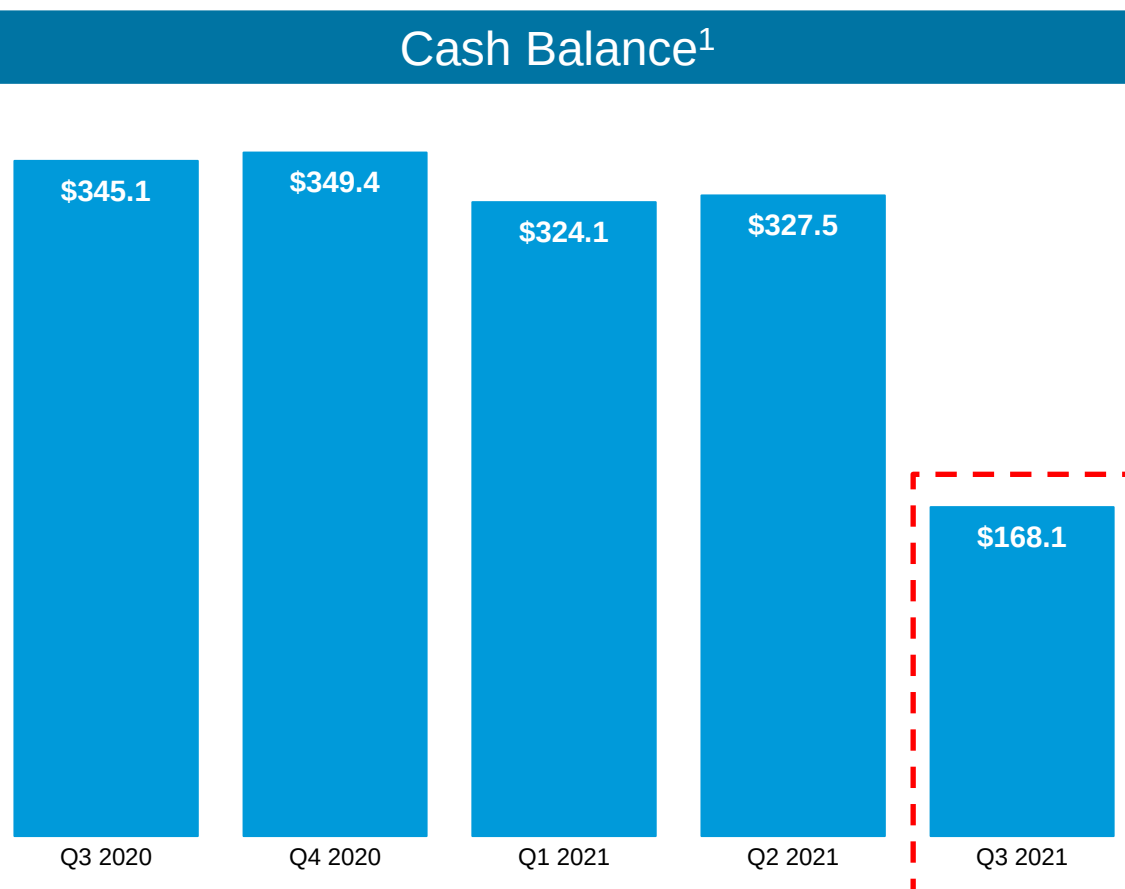
- S&M and R&D expenses increased sequentially driven by the impact of HalioDx
- G&A expenses increased sequentially driven by the impact of HalioDx, stock-based compensation and acquisition related professional fees
- Intangible asset amortization increased sequentially due to intangible assets recorded associated with HalioDx
- Operating expenses in Q3 2021 included \$8.0M of stock-based compensation

¹ Amounts in millions. Operating expenses rounded and summarized as presented

² Reflects Veracyte results excluding the acquisition of HalioDx in August 2021

Q3 2021 Cash Balance

Cash balance of \$168M post HalioDx Acquisition

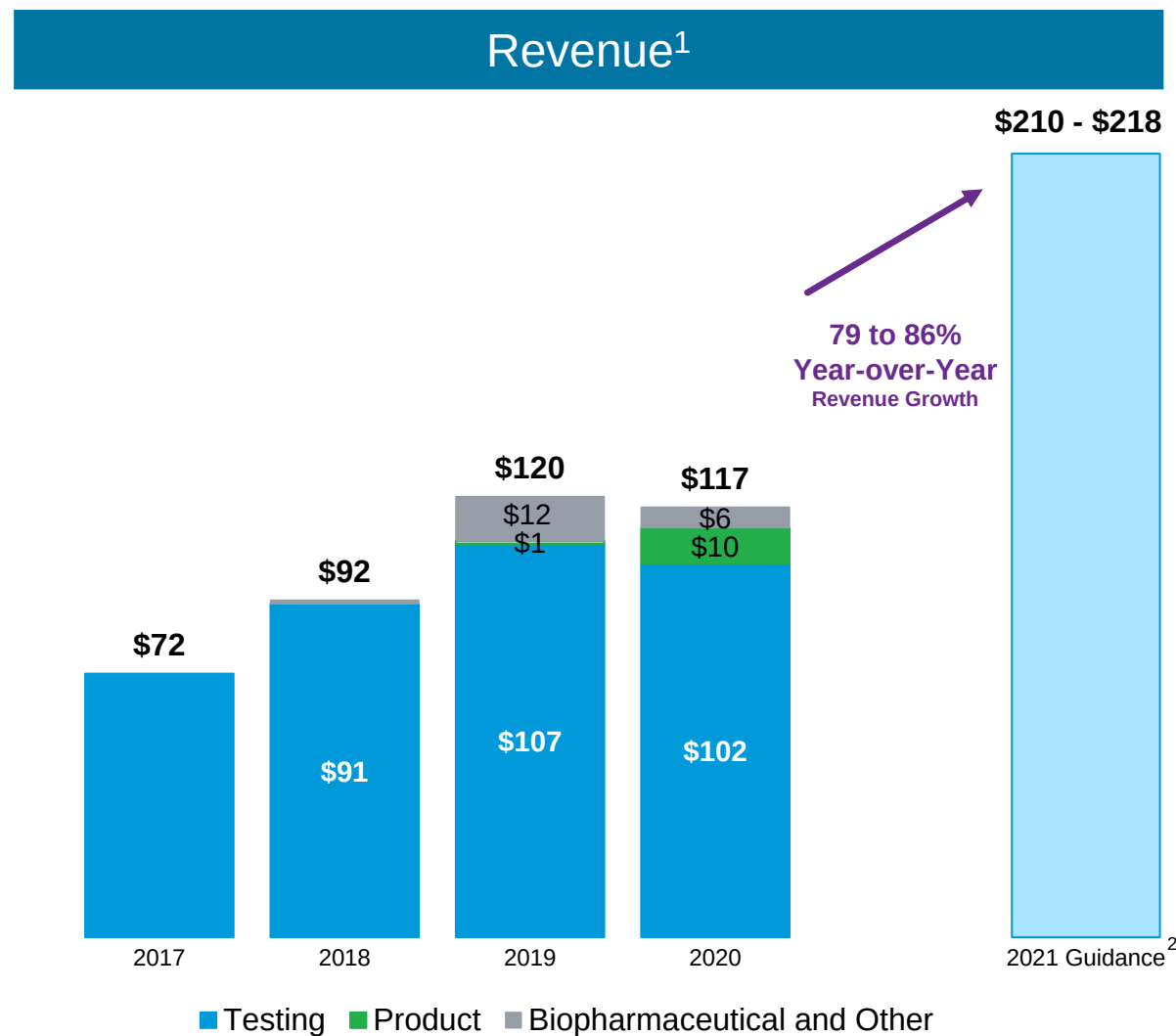


- Cash used in operating activities was \$1.4M for Q3 2021
- Excluding acquisition related costs, the company generated positive cash from operating activities for Q3 2021 and year-to-date

¹ Cash and cash equivalents, excluding restricted cash, in millions

2021 Revenue Guidance

Updated revenue guidance of \$210M to \$218M; includes HalioDx contribution



- Maintaining guidance range of \$200 to \$208 million prior to HalioDx contribution
- HalioDx contribution of ~\$10 million
- **Total company revenue guidance of \$210 to 218 million**

¹ Testing, Product and Biopharma revenue rounded and summarized as presented in millions

² Guidance is provided as of November 9, 2021 only