



Second Quarter 2021 Performance

July 29, 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.

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 expectations for its expected financial results for 2021 and our plans, objectives, expectations (financial and otherwise) or intentions with respect to its Prosigna, Afirma, Percepta, Envisia, LymphMark, Decipher Prostate, Percepta Nasal Swab, Percepta Genomic Atlas and Envisia Classifier test and products for use in diagnosing and treating diseases, its expectations regarding full-year 2021 total revenue, its expectations regarding Medicare coverage, and its commercial organization. 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 for the year ended December 31, 2020 and in our Quarterly Report for the three months ended June 30, 2021. 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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Q2 2021 – Key Takeaways



Strong commercial growth and momentum



Pipeline advances to drive growth

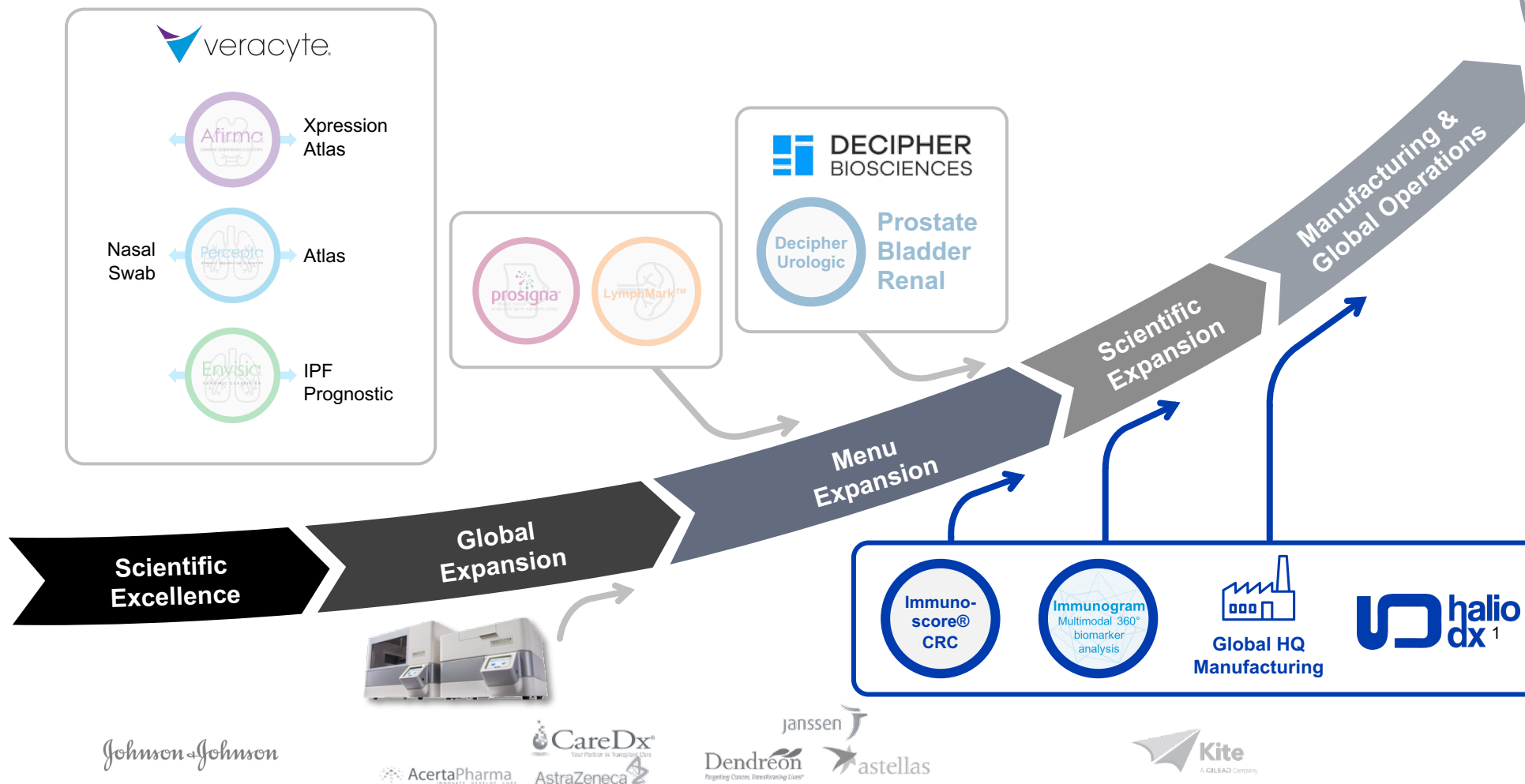


HalioDx acquisition and enhanced leadership team to drive global expansion

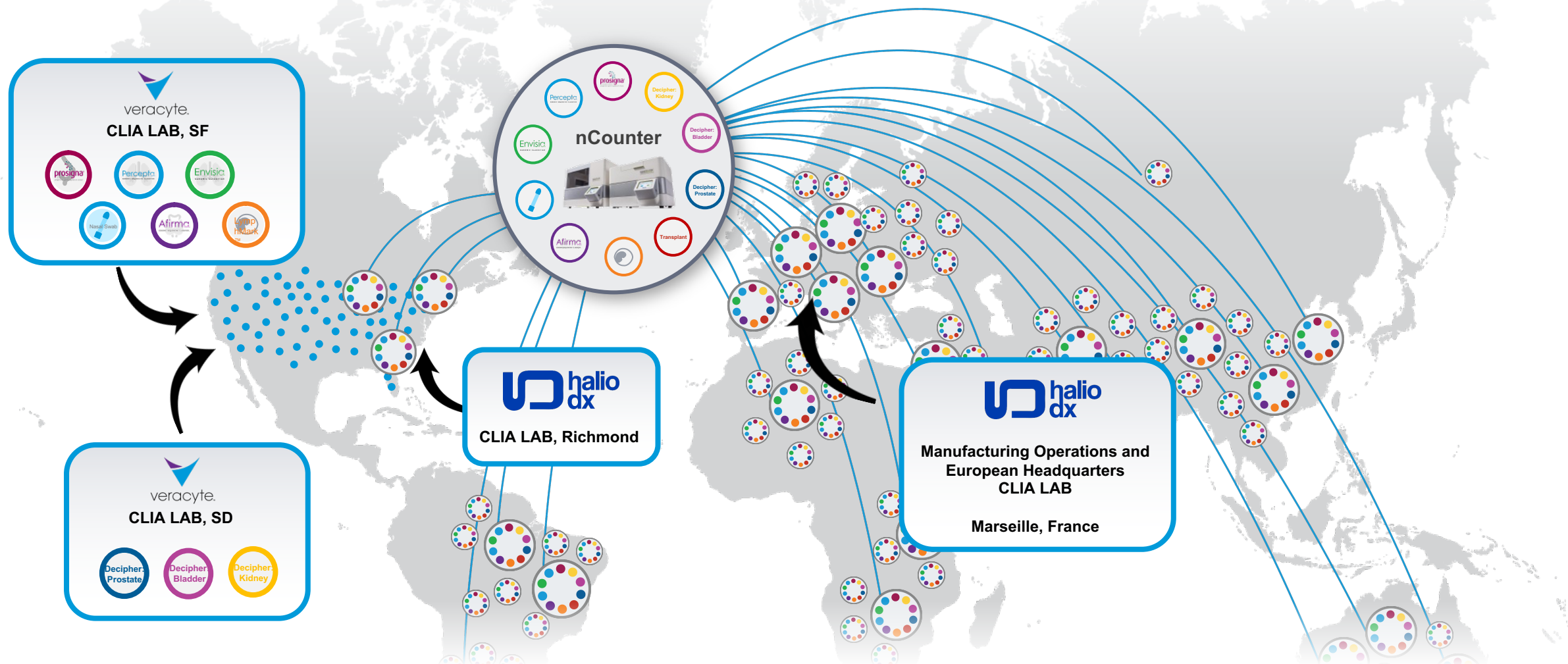


Financial strength and discipline

Executing Clear Strategy to Achieve Our Global Vision



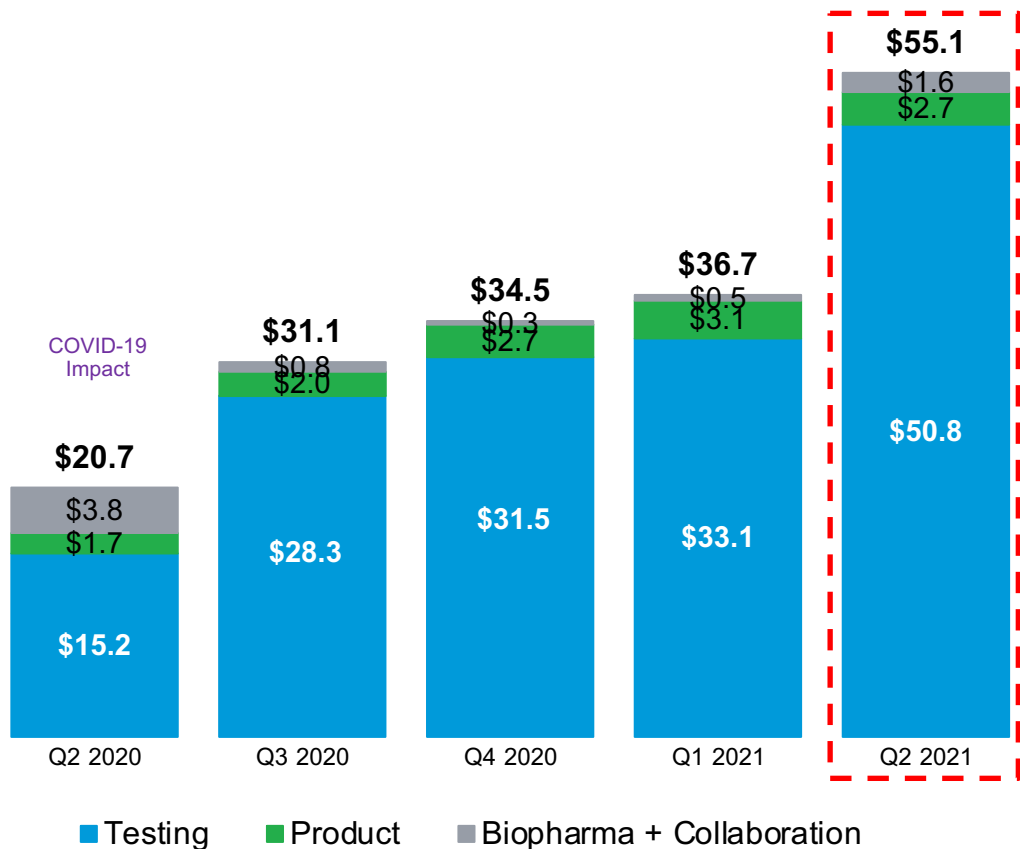
Expected to Solidify Global Leadership in Cancer Diagnostics



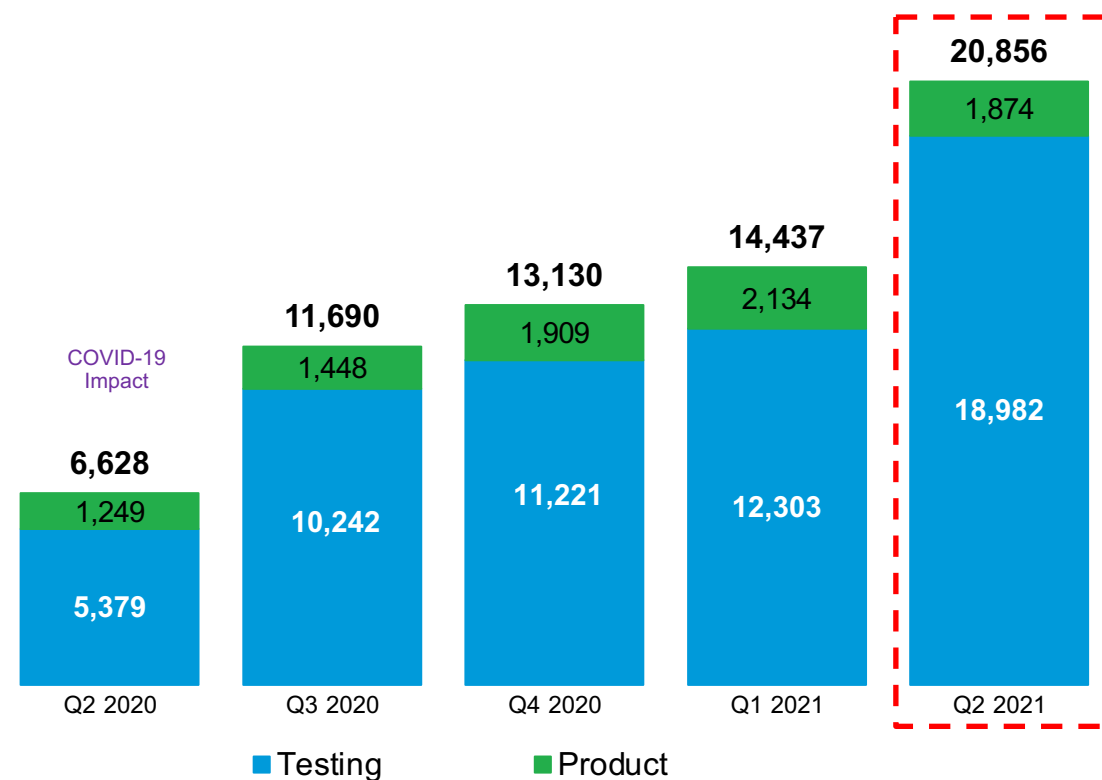
Q2 2021 Revenue and Volume

Delivered revenue growth of 166% year-over-year; volume growth of 215% versus the prior year quarter

Revenue By Quarter¹



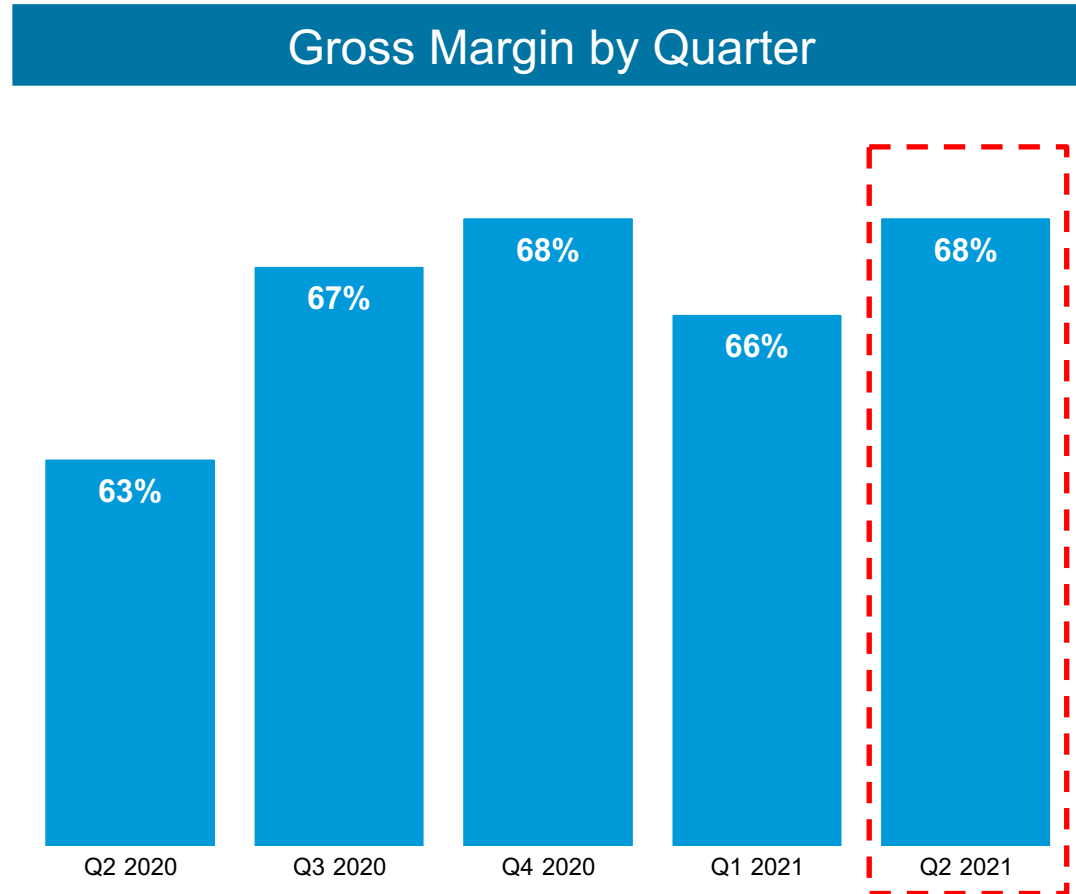
Genomic Testing Volume By Quarter



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

Q2 2021 Gross Margin

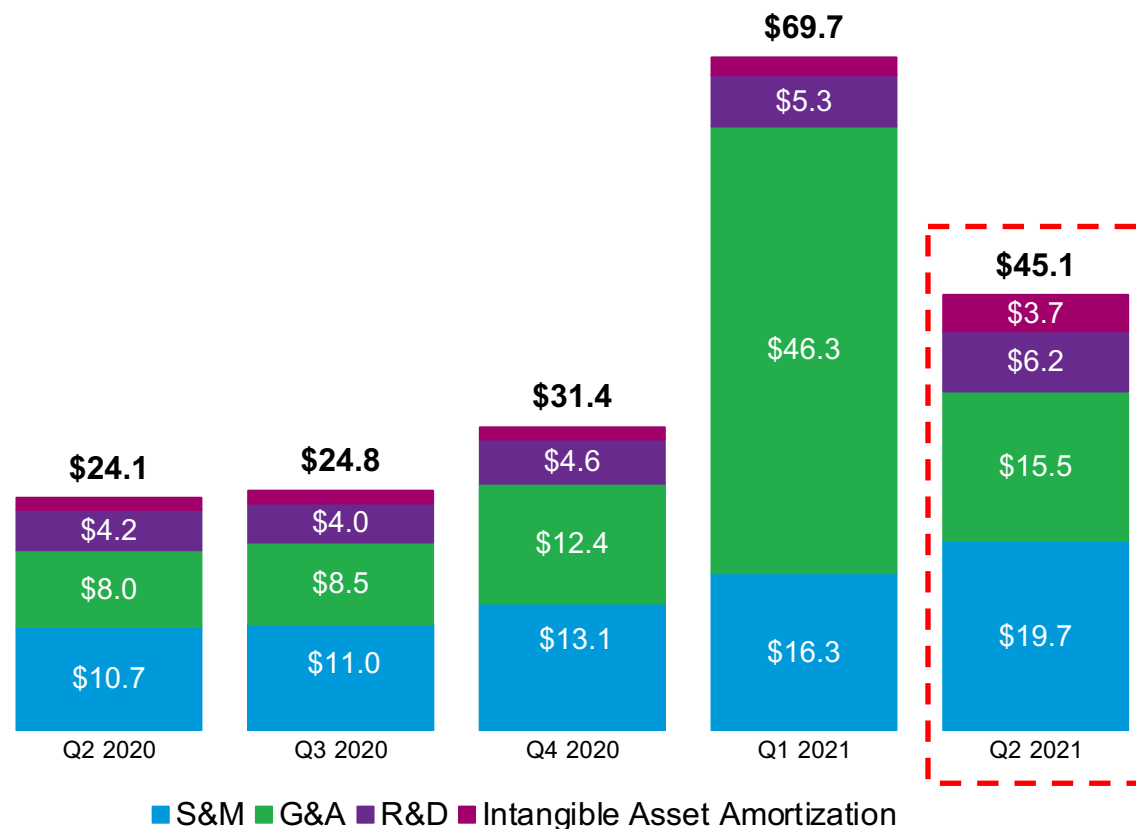
Gross Margin expansion driven by lower cost per test given higher testing volumes



- Year-over-year and sequential gross margin expansion driven by better fixed cost absorption associated with higher testing volumes

Q2 2021 Operating Expenses

Operating Expenses by Quarter¹

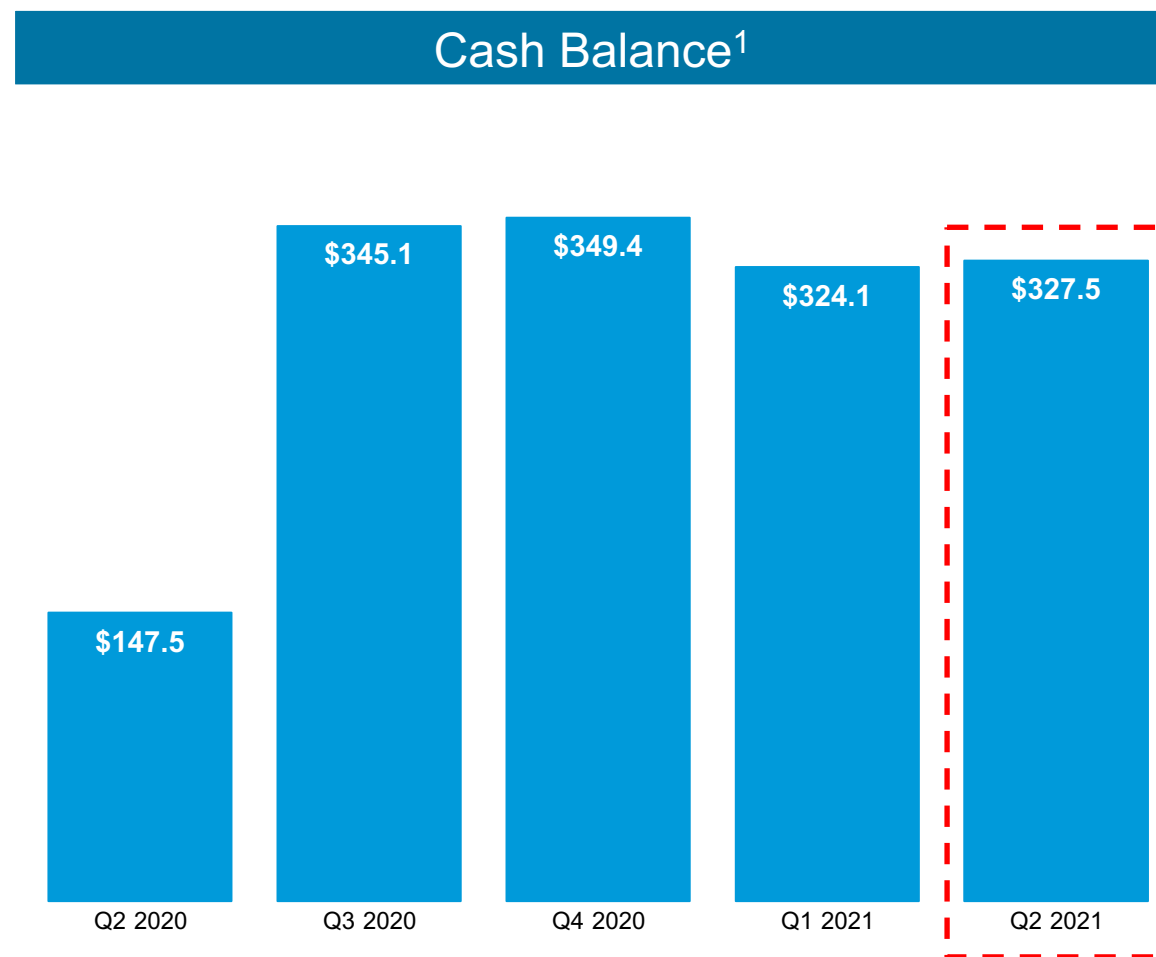


- S&M expenses increased sequentially driven by the full quarter impact of the Decipher team, as well as marketing expenses
- G&A expenses declined sequentially given the large Q1 2021 stock-based compensation expense associated with the Decipher acquisition; which was partially offset by a full quarter of Decipher expenses
 - Q2 2021 G&A expense included approximately \$3.4M of expense associated with the HalioDx and Decipher acquisitions
- R&D increased sequentially driven by a full quarter of Decipher expense

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

Q2 2021 Cash Balance

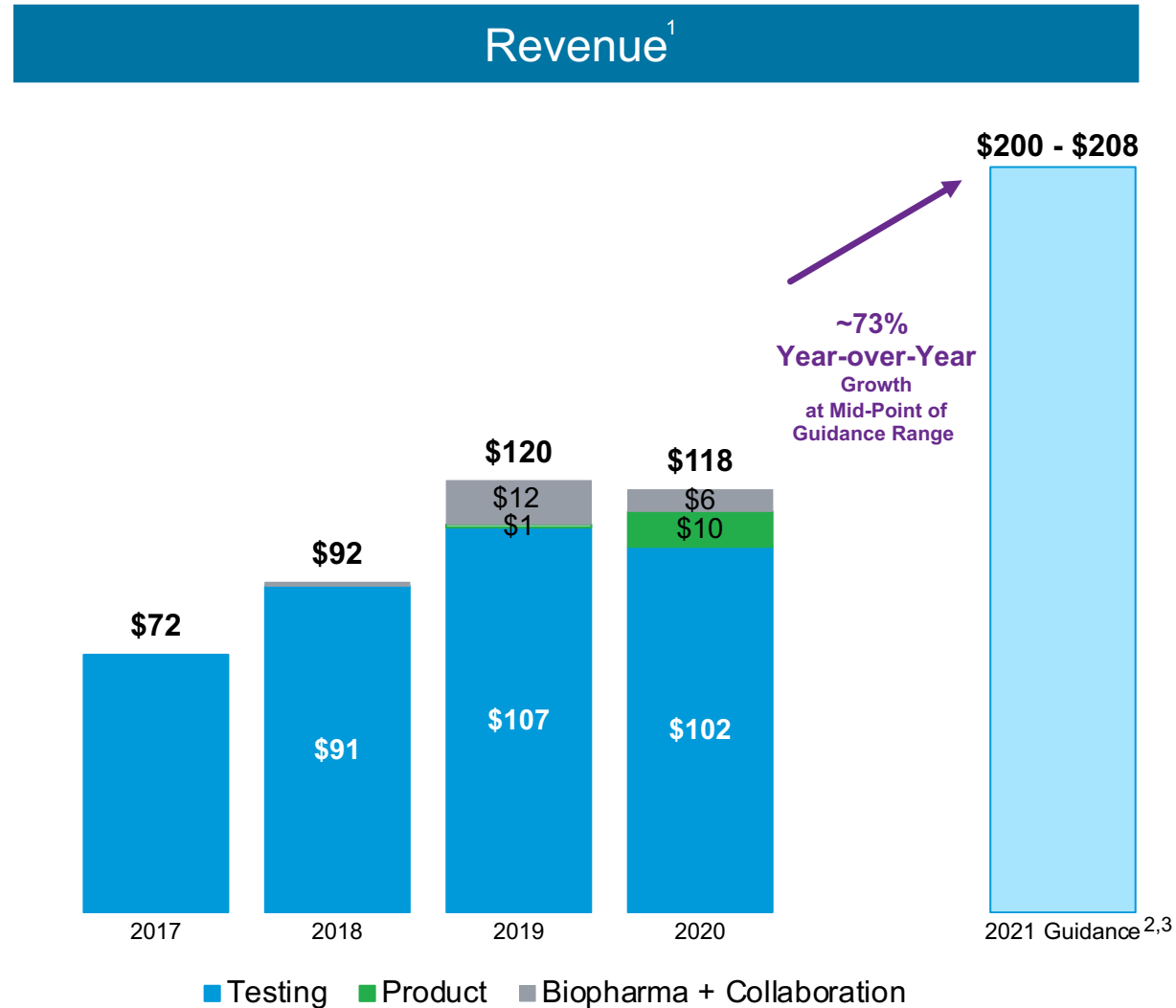
Generated ~\$2M of positive net cash provided by operations during the quarter



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

2021 Revenue Guidance

Revenue guidance increased given strong Afirma and Decipher momentum



- 2021 revenue guidance of \$200M – \$208M
 - Increase from prior revenue guidance of \$190M – \$200M driven by Afirma and Decipher momentum
 - Expect typical summer seasonality will lead to flat to slightly higher third quarter revenue

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

² Guidance of July 29, 2021; please refer to the company's SEC filings and press releases for additional information and disclosures

³ Excludes any revenue contribution from the HalioDx acquisition