



Raymond James Institutional Investors Conference

March 4, 2024

Marc Stapley, CEO



Forward-looking statements

This presentation contains forward-looking statements, including, but not limited to our statements related to our plans, objectives, and expectations (financial and otherwise), including with respect to 2024 financial and operating results; statements regarding the expected benefits of the acquisition of C2i Genomics; and our intentions with respect to our tests and products, for use in diagnosing and treating diseases, in and outside of the United States. Forward-looking statements can be identified by words such as: “appears,” “anticipate,” “intend,” “plan,” “expect,” “believe,” “should,” “may,” “will,” “enable,” “positioned,” “offers,” “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: our ability to launch, commercialize and receive reimbursement for our products; our ability to execute on our business strategies relating to the C2i Genomics acquisition, integration the business and realize expected benefits and synergies; our ability to demonstrate the validity and utility of our genomic tests and biopharma and other offerings; our ability to continue executing on our business plan; our ability to continue to scale our global operations and enhance our internal control environment; the impact of the war in Ukraine, and other regional conflicts, on European economies and energy supply, as well as our facilities in France; the impact of foreign currency fluctuations, increasing interest rates, inflation, potential government shutdowns and turmoil in the global banking and finance system; and the performance and utility of our 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 on February 29, 2024, and our Quarterly Report on Form 10-Q filed for the three months ended September 30, 2023, filed on November 8, 2023, as well as in other documents that we may file from time to time with the Securities and Exchange Commission. Copies of these documents, when available, may be found in the Investors section of our website at investor.veracyte.com. These forward-looking statements speak only as of the date hereof and, except as required by law, we specifically disclaim 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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Our vision is to
transform cancer
care for patients
all over the world



Positioned to serve the global cancer market

>450K

Patients benefitted by our tests

>35

Countries where our tests are offered

35

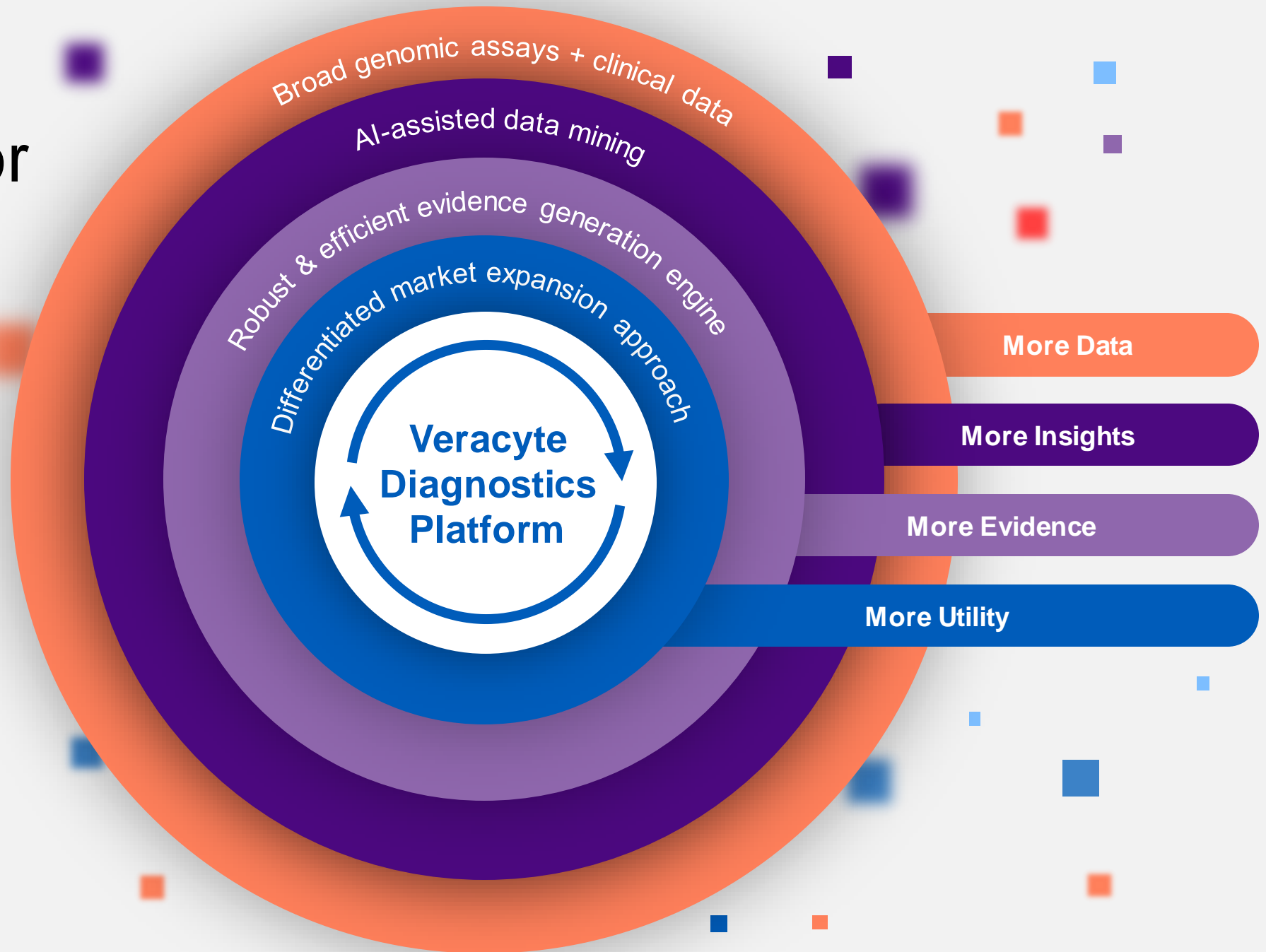
Active clinical trials

>500

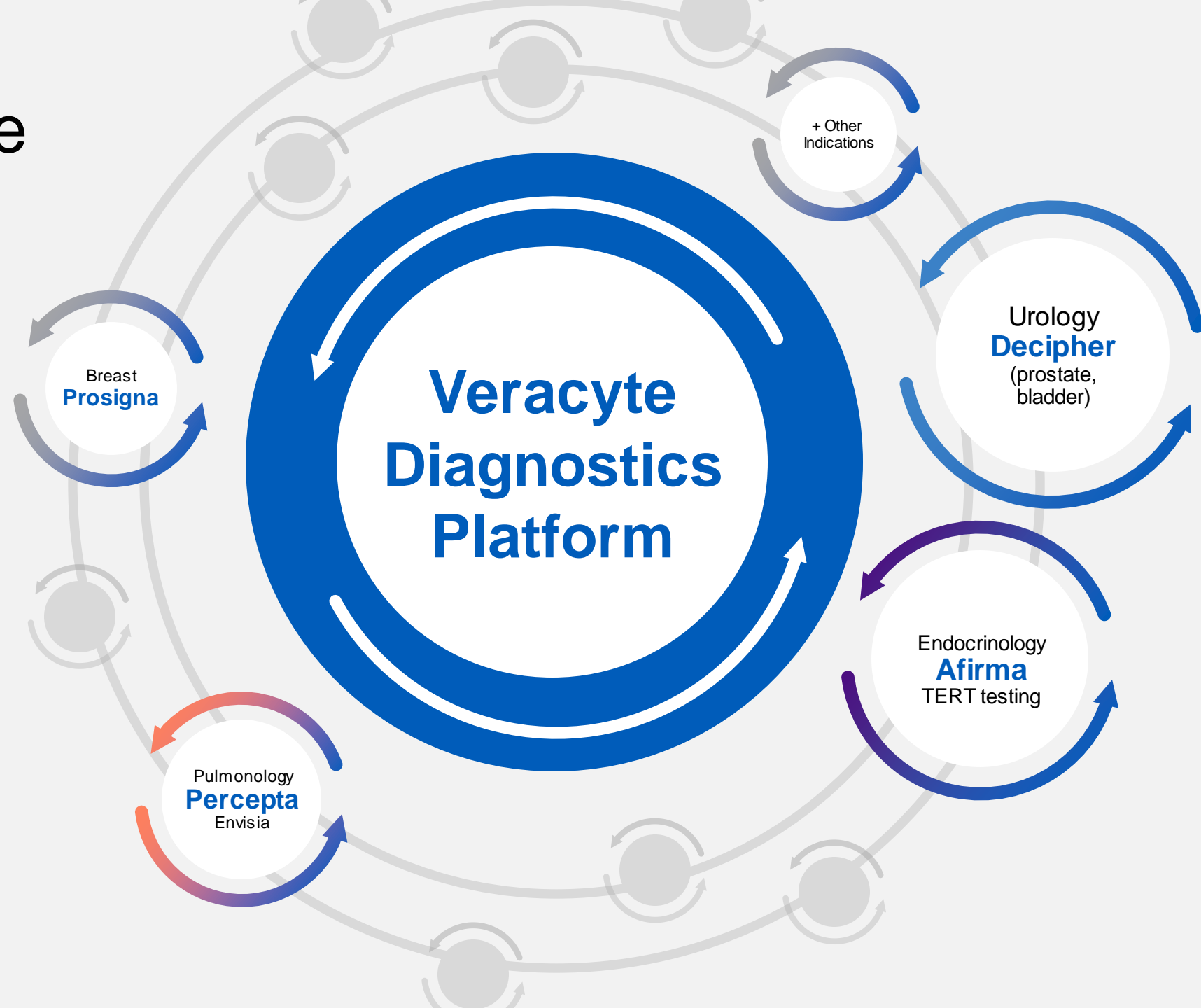
Publications utilizing our tests



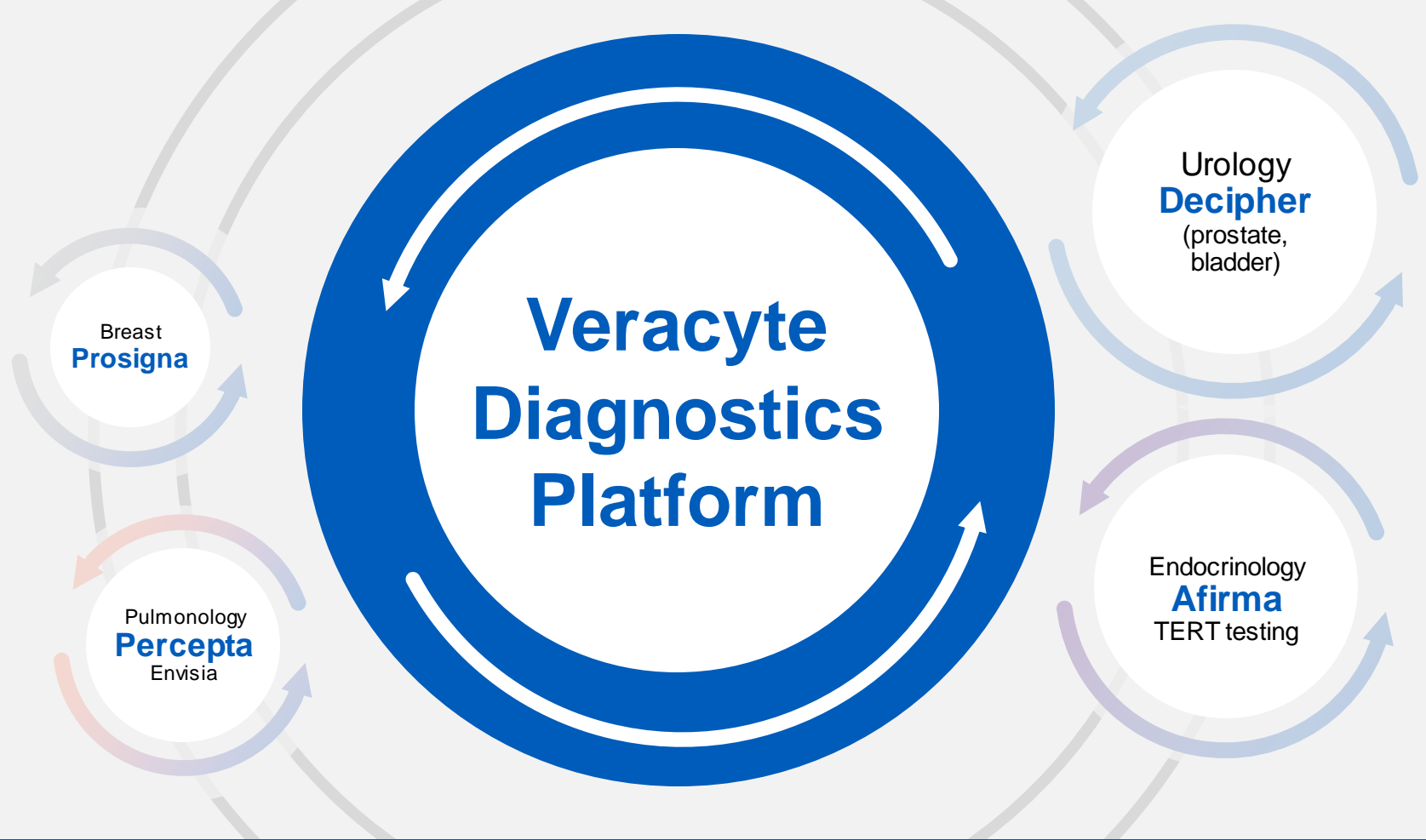
A novel platform for growth



That is extensible
and repeatable



To serve more of the cancer care continuum



The cancer care continuum

1

Screening
(Blood-based MCEd, Nasal Swabs, Imaging, Germline Testing)

2

Early Detection and Early-Stage Risk Assessment

3

Diagnosis

4

Prognosis

5

Treatment Selection

6

Treatment Effectiveness

7

Monitoring for Recurrence

And deliver insights across the patient journey for multiple cancers

PULMONOLOGY

Percepta®

Nasal Swab

Innovative non-invasive test for lung cancer

ENDOCRINOLOGY

Afirma®

Market leader in thyroid cancer diagnostics

UROLOGY

Decipher®

Market leader in prostate cancer prognosis

MULTIPLE CANCERS

 **C2i Genomics**

Address more of the patient journey

The cancer care continuum

1

Screening

(Blood-based MCEd, Nasal Swabs, Imaging, Germline Testing)

2

Early Detection and Early-Stage Risk Assessment

3

Diagnosis

4

Prognosis

5

Treatment Selection

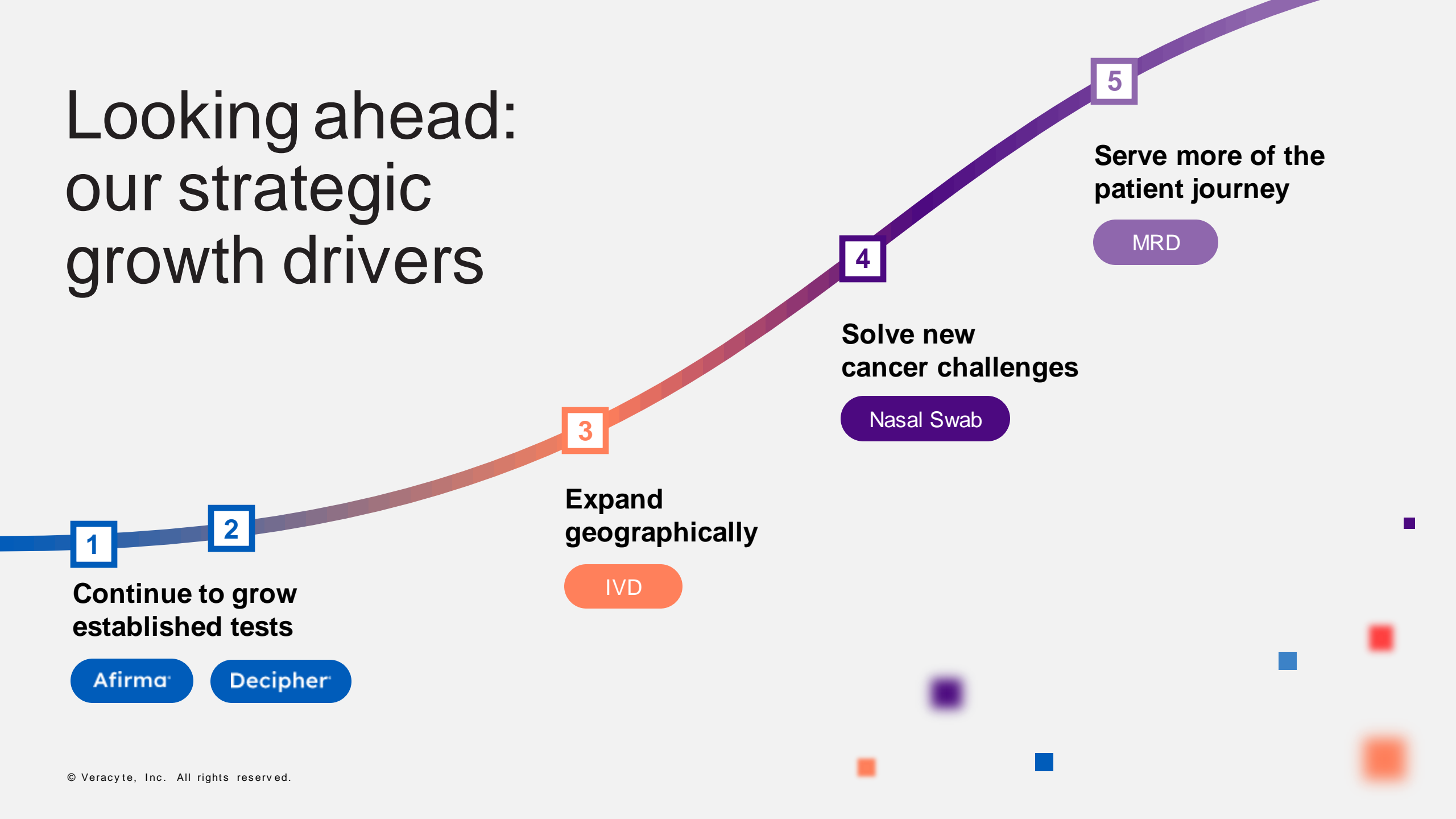
6

Treatment Effectiveness

7

Monitoring for Recurrence

Looking ahead: our strategic growth drivers



Afirma®

Market leader in thyroid diagnostics

~275M

Covered lives

>175K

Patients spared an unnecessary surgery

>140

Publications highlighting the clinical validity and utility of Afirma

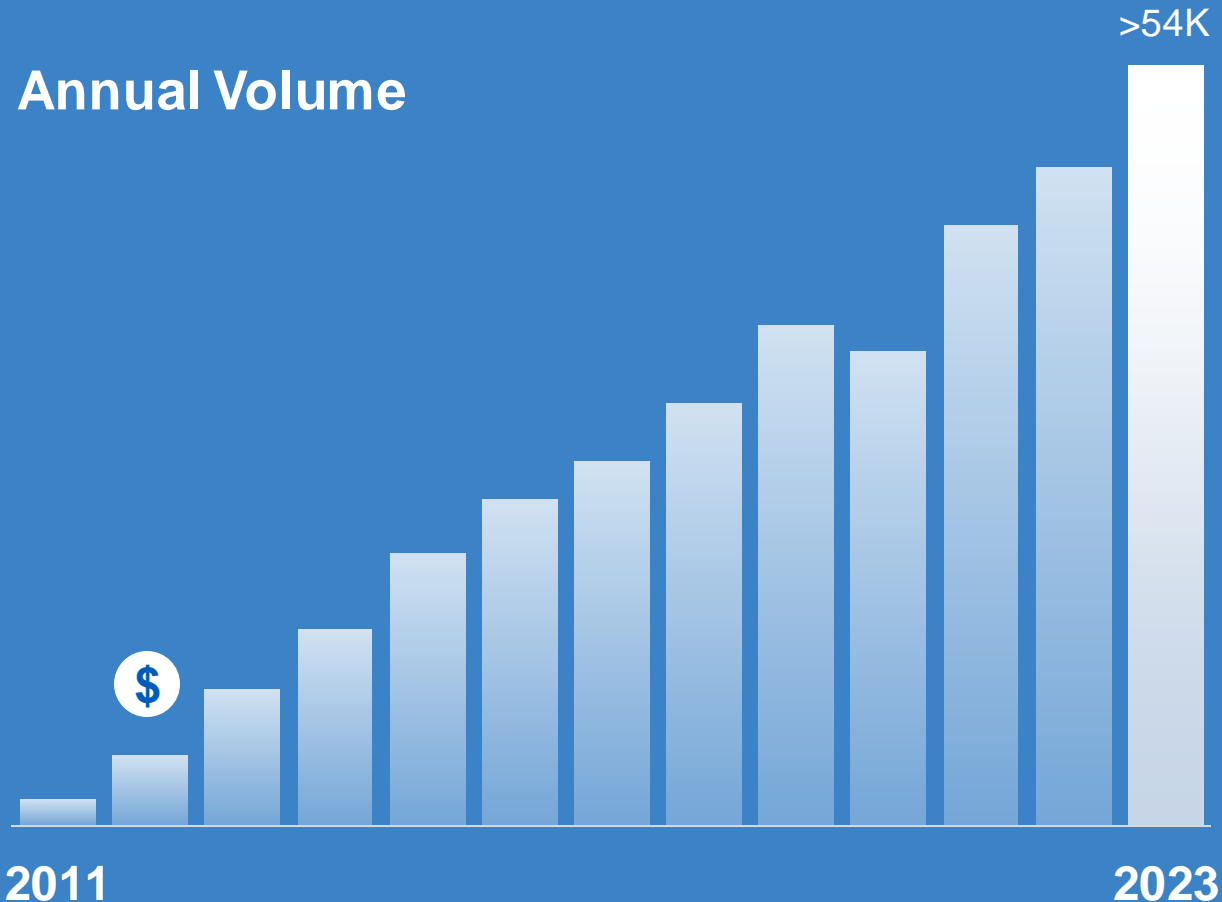
“Physicians want to provide clear answers to their patients, and no one wants to send a patient to surgery who doesn’t need it. Afirma testing gives physicians better information to determine what to do next for patients with thyroid nodules. This may include helping them avoid unnecessary surgery or ensuring more appropriate treatment.”

Joshua P. Klopper, M.D.

Medical Director, Endocrinology, Veracyte

Growing Afirma

Annual Volume



 Medicare Reimbursement



Further penetration and physician conversion



Market expansion including into the Bethesda V population



New test functionality and customer experience improvements

Decipher®

Market leader in prostate cancer prognosis & prediction

~200M

Covered lives

>180

Publications

#1

Only gene expression test with Level 1B evidence in NCCN guidelines

“Selecting a prostate cancer management strategy is a nuanced process, balancing the oncologic benefits of treatments with their impacts on quality of life. The Decipher Prostate test helps us as physicians to make sure the right patients are getting the right treatment at the right time.”

Ashley E. Ross, M.D., Ph.D.

Associate Professor of Urology and
Clinical Director for the Polsky Urological Oncology Center
Northwestern Feinberg School of Medicine

Growing Decipher

Annual Volume



 Biopsy Medicare Reimbursement



Market penetration and physician awareness



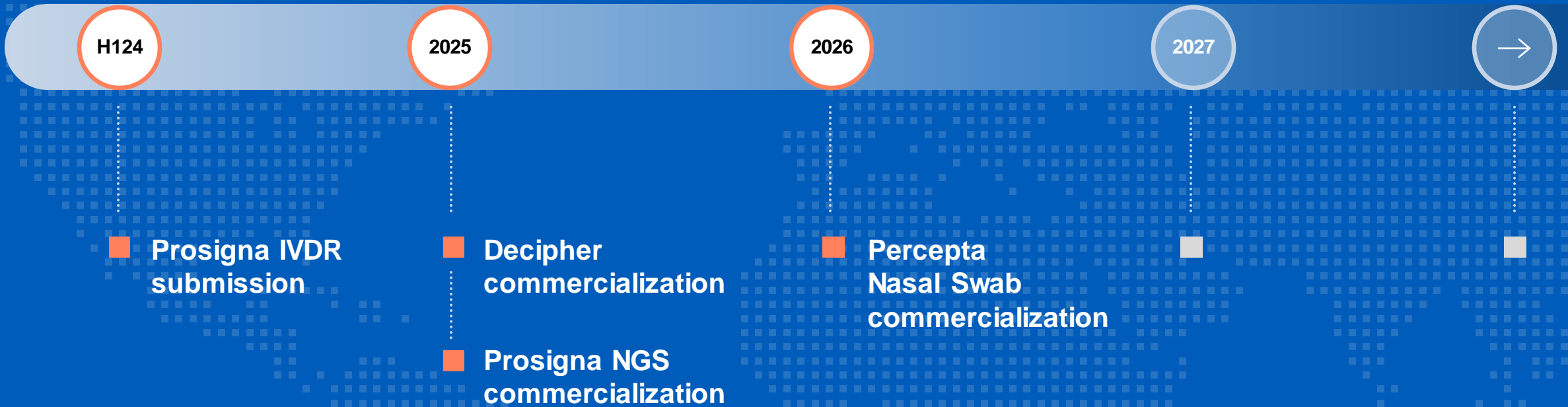
New indications and expanded coverage



Flywheel of evidence generation and claims expansion

EXPAND GEOGRAPHICALLY

IVD roadmap



SOLVE NEW CANCER CHALLENGES

Percepta Nasal Swab: Non-invasive test for risk classifying lung nodules

The logo consists of four concentric circles in shades of orange, purple, and blue, with a central white circle containing the text 'Veracyte Diagnostics Platform' and a circular arrow icon.

Veracyte
Diagnostics
Platform

The logo features the CHEST JOURNAL name in white on a dark background, with a stylized blue and orange graphic to the left.

CHEST[®] JOURNAL

ORIGINAL RESEARCH | ARTICLES IN PRESS

A Nasal Swab Classifier to Evaluate the Probability of Lung Cancer in Patients with Pulmonary Nodules

Carla R. Lamb, MD   • Kimberly M. Rieger-Christ, PhD  • Chakravarthy Reddy, MD • ...

Avrum Spira, MD • Giulia C. Kennedy, PhD  • Peter J. Mazzone, MD • [Show all authors](#) • [Show footnotes](#)

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SERVE MORE OF THE
PATIENT JOURNEY

Why MRD?



Access to a
\$20B TAM¹

Leverages existing
specialty sales
channels



Compatible
with Veracyte's
Diagnostics
Platform

Expands across
the cancer care
continuum





SERVE MORE OF THE PATIENT JOURNEY

A differentiated WGS-based platform for MRD



Less blood



Faster results



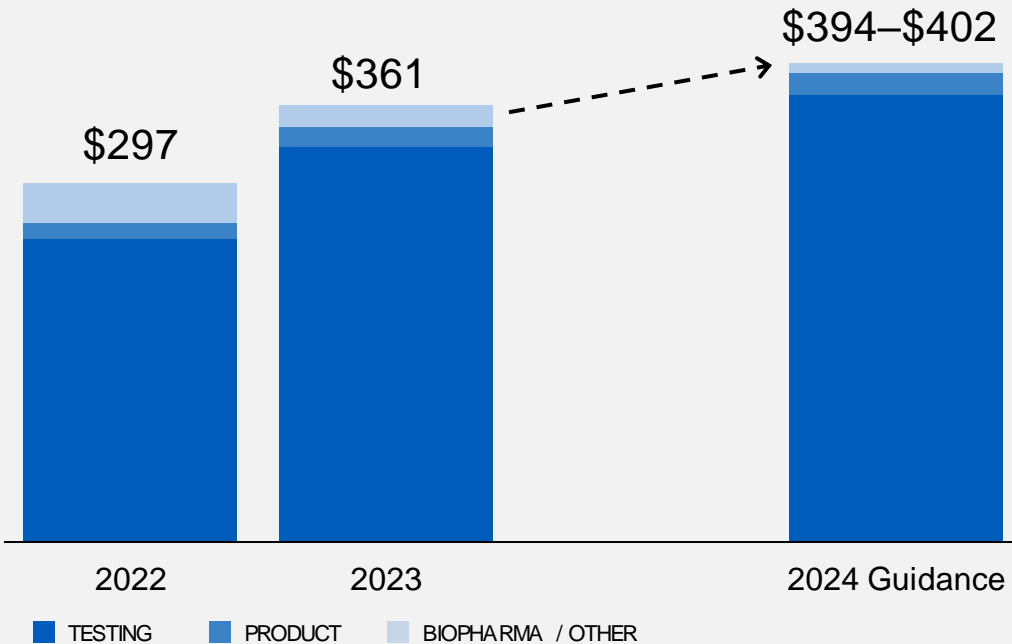
Earlier detection



Better outcomes

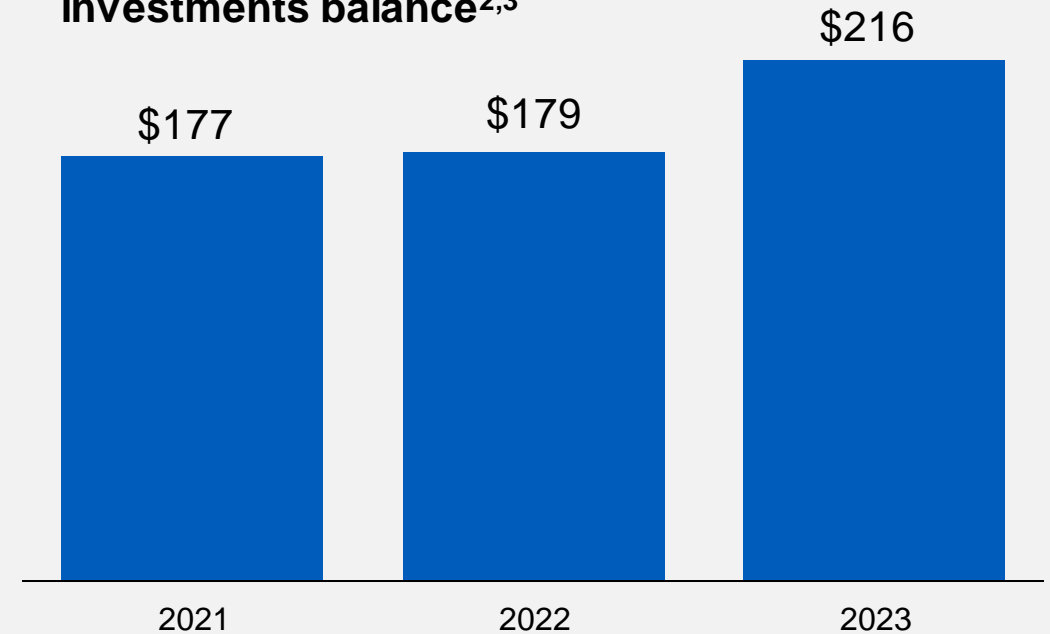
Profitable growth driven by our proven platform

Total revenue^{1,3}

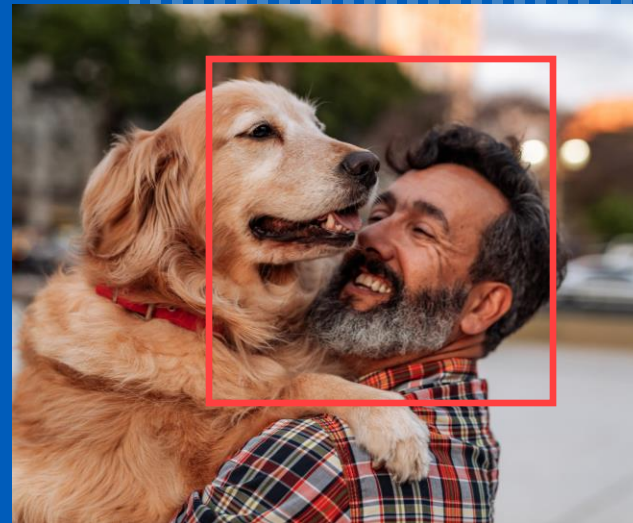
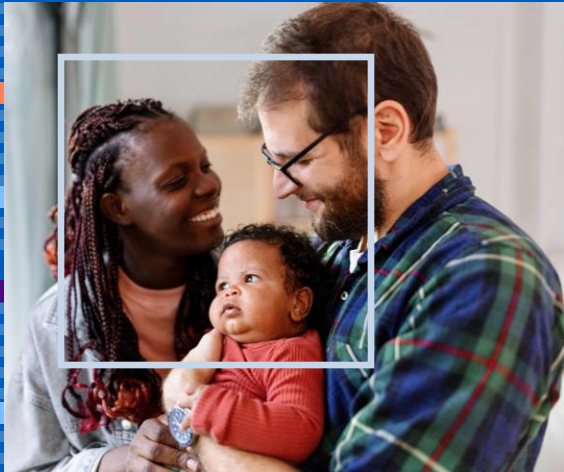


13% to 15% expected growth in testing and product revenue in 2024³

Cash and short-term investments balance^{2,3}



2024 ending cash balance of \$230M to \$234M, including ~\$8 million of one-time acquisition related expenses^{2,3}



Q&A

