



JP Morgan Healthcare Conference

January 8, 2024
Marc Stapley, CEO



Forward-looking statements and disclaimer

This presentation contains forward-looking statements, including, but not limited to, our plans, objectives, and expectations (financial and otherwise), including with respect to 2023 and 2024 financial and operating results; our anticipated acquisition of C2i Genomics; statements regarding the expected benefits of the acquisition, including but not limited to our expectation that adding whole-genome minimal residual disease (MRD) capabilities to our unique diagnostics platform will position us to serve physicians and their patients further along the care continuum, that we believe this C2i Genomics' technology will enable us to measure a tumor's progression as it evolves from early diagnosis through patient treatment and follow-ups; 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; the ability of the parties to complete the acquisition of C2i Genomics on a timely basis or at all, including the required satisfaction or waiver of the closing conditions; our and C2i Genomics' ability to execute on our business strategies relating to the acquisition and realize expected benefits and synergies; the retention of certain of C2i Genomics' employees and our ability to successfully integrate the C2i Genomics business; the risk of stockholder litigation in connection with the contemplated transaction; our ability to demonstrate the validity and utility of our genomic tests and biopharma 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 on European economies and energy supply and other regional conflicts, 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 March 1, 2023, and our Quarterly Report on Form 10-Q filed for the three months ended September 30, 2023, filed on November 8, 2023. 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.

We have not completed preparation of our financial statements for the fourth quarter or full year of 2023. The revenue ranges presented in this news release for the fourth quarter of 2023 and for the year ended December 31, 2023, as well as the estimate given for our cash, cash equivalents and short-term investments, are preliminary and unaudited and are thus inherently uncertain and subject to change as we complete our financial results for the fourth quarter of 2023. We are in the process of completing our customary year-end close and review procedures as of and for the year ended December 31, 2023, and there can be no assurance that final results for this period will not differ from these estimates. During the course of the preparation of our consolidated financial statements and related notes as of and for the year ended December 31, 2023, our independent registered public accountants may identify items that could cause final reported results to be materially different from the preliminary financial estimates presented herein. We have not completed preparation of our financial statements for the fourth quarter or full year of 2023. The revenue ranges presented in this news release for the fourth quarter of 2023 and for the year ended December 31, 2023, as well as the estimate given for our cash, cash equivalents and short-term investments, are preliminary and unaudited and are thus inherently uncertain and subject to change as we complete our financial results for the fourth quarter of 2023. We are in the process of completing our customary year-end close and review procedures as of and for the year ended December 31, 2023, and there can be no assurance that final results for this period will not differ from these estimates. During the course of the preparation of our consolidated financial statements and related notes as of and for the year ended December 31, 2023, our independent registered public accountants may identify items that could cause final reported results to be materially different from the preliminary financial estimates presented herein.

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 disciplined approach to diagnostics

CONSUMER

Development



LIFE SCIENCE TOOLS

Development



Evidence

TRADITIONAL DIAGNOSTICS

Development



Evidence

Reimbursement

Guidelines

VERACYTE

Development

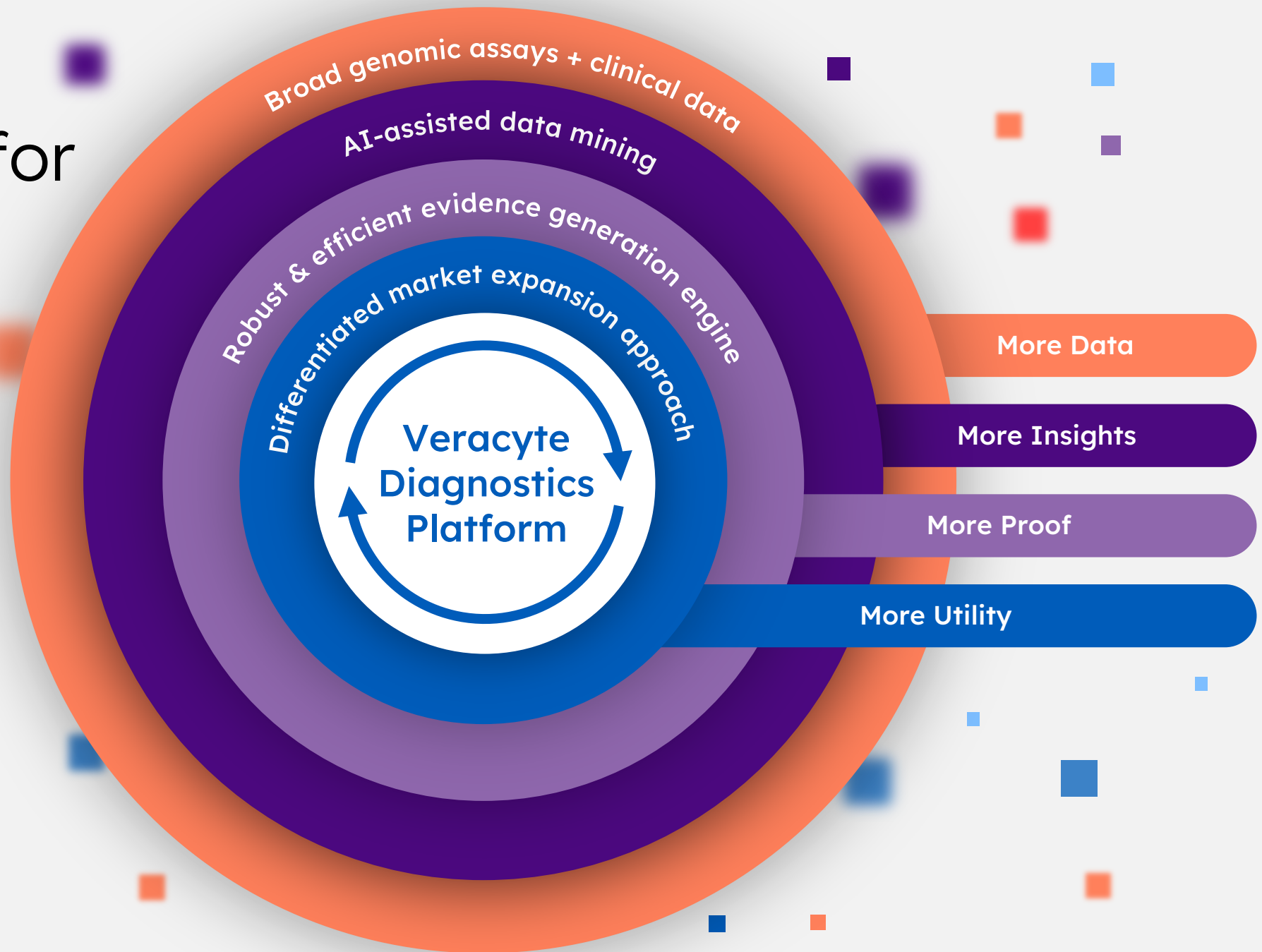
Evidence

Reimbursement

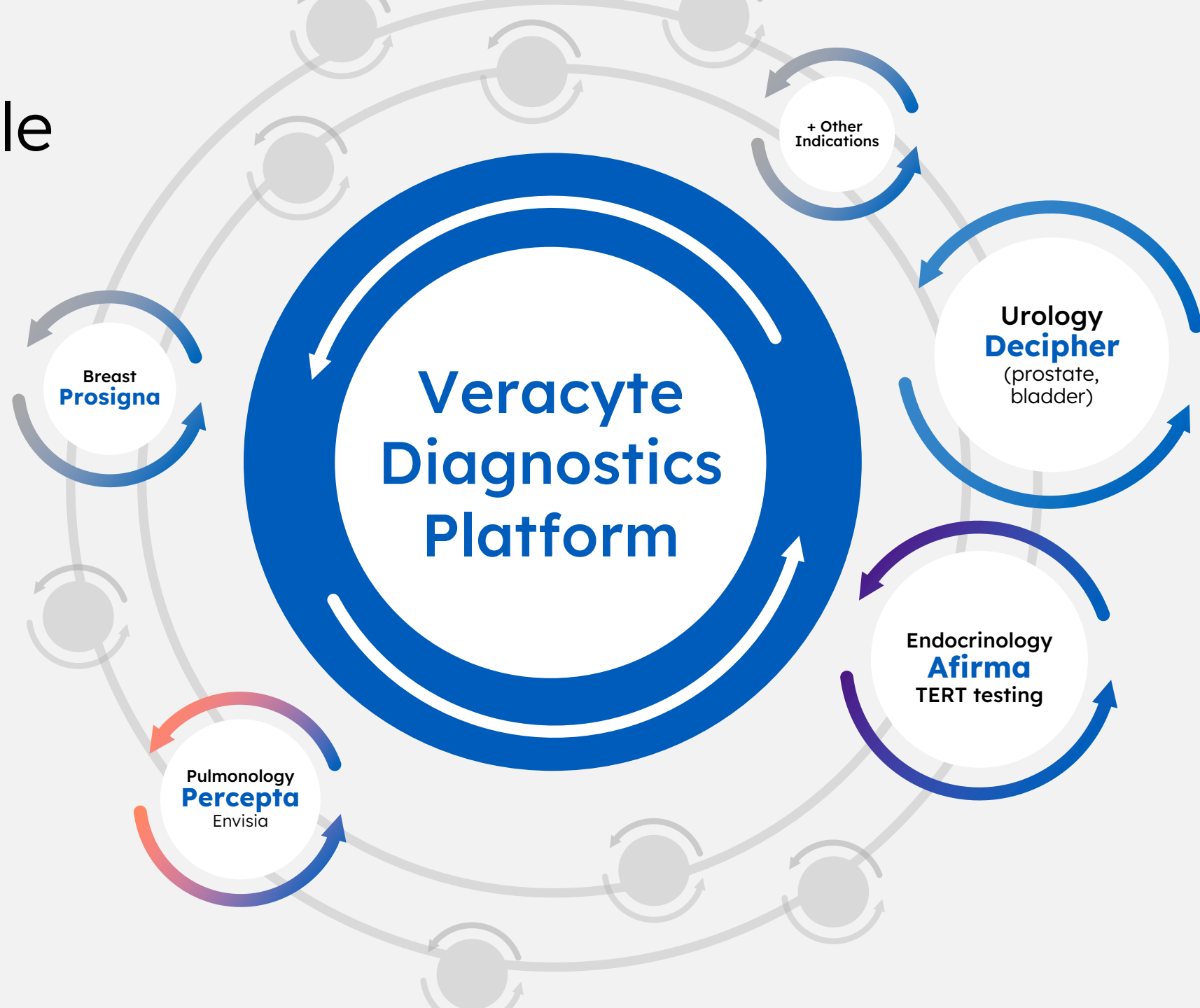
Guidelines

 Launch

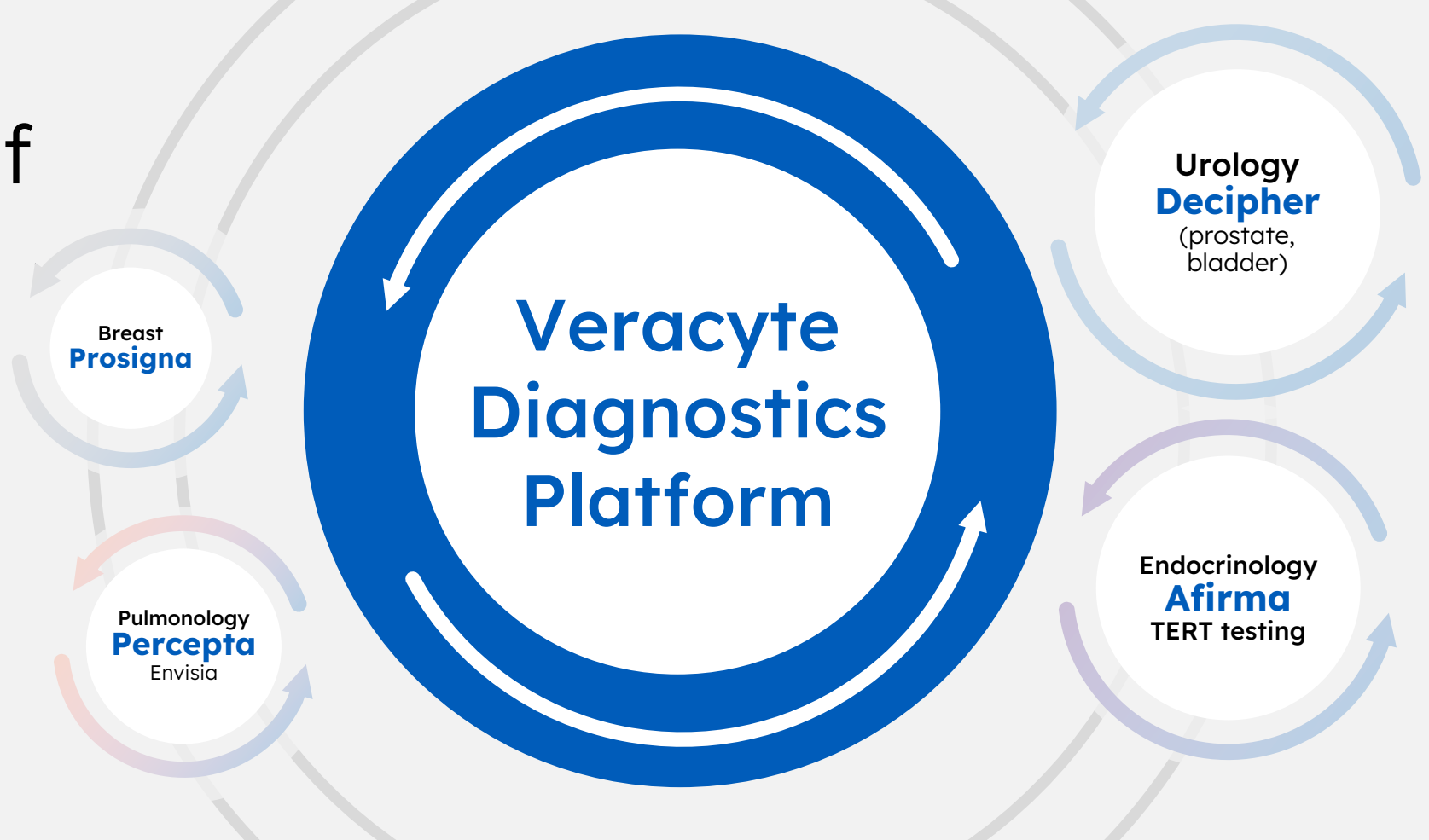
A novel platform for growth



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

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

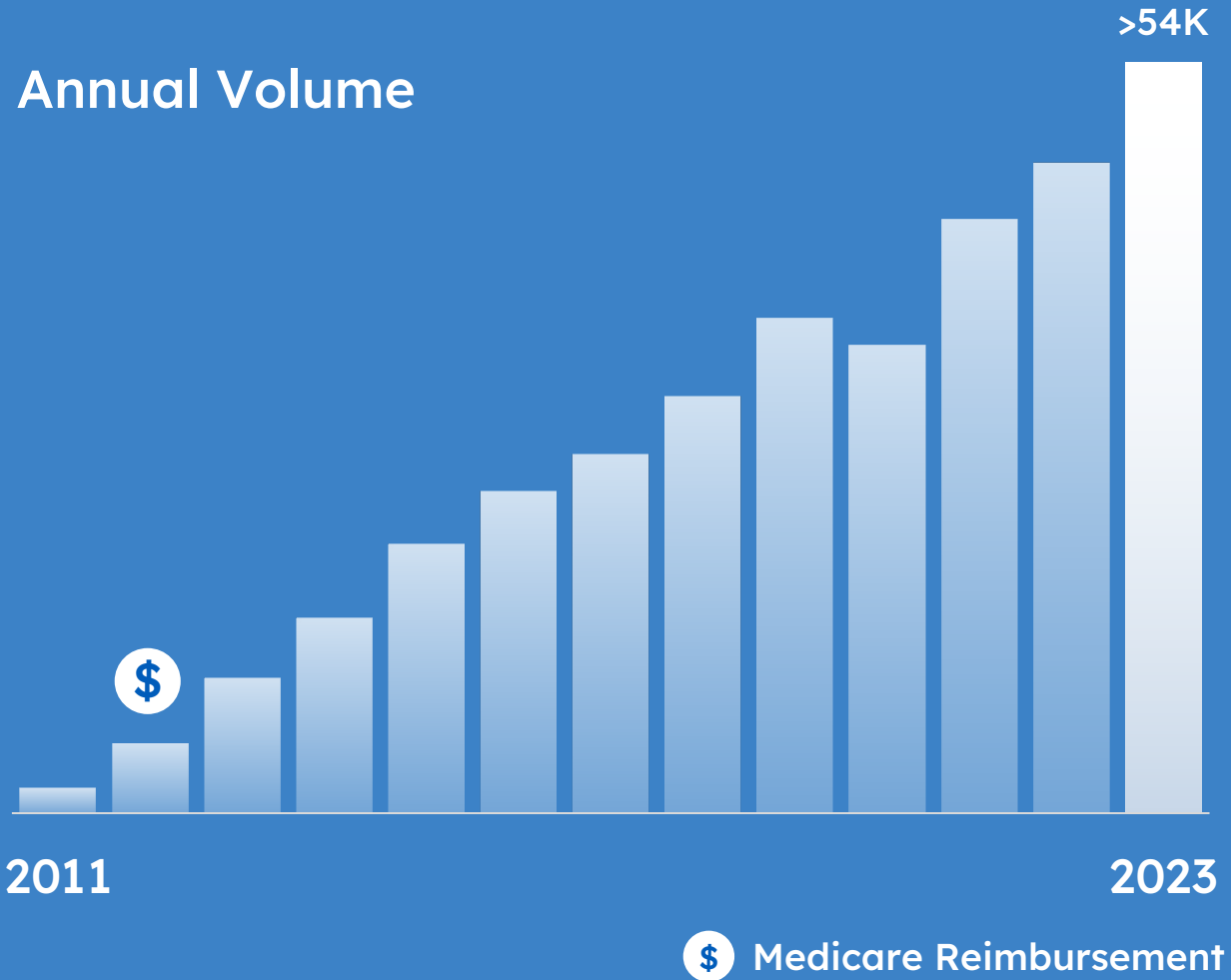
“Physicians want to provide clear answers to their patients, and no one wants to send a patient to surgery who doesn’t need it. Afirma testing gives physicians better information to determine what to do next for patients with thyroid nodules. This may include helping them avoid unnecessary surgery or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

Joshua P. Klopper, M.D.

Medical Director, Endocrinology, Veracyte

Growing Afirma

Annual Volume



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 1 evidence in NCCN guidelines

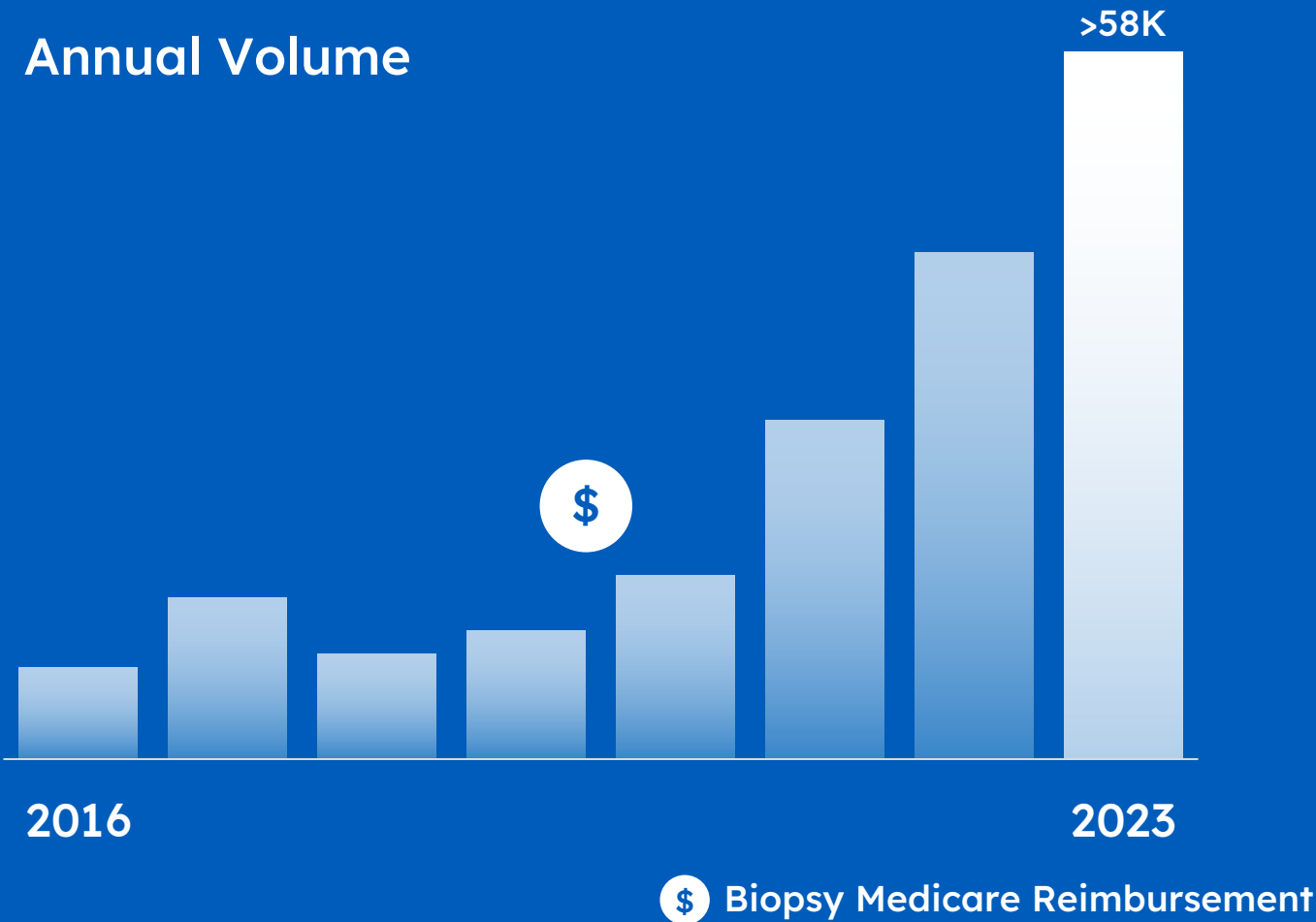
“Selecting a prostate cancer management strategy is a nuanced process, balancing the oncologic benefits of treatments with their impacts on quality of life. The Decipher Prostate test helps us as physicians to make sure the right patients are getting the right treatment at the right time.”

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



Market penetration and physician awareness



New indications and expanded coverage



Flywheel of evidence generation and claims expansion

Looking ahead: our strategic growth drivers



Continue to grow
established tests

Afirma®

Decipher®



Expand
geographically

IVD



Solve new
cancer challenges

Nasal Swab

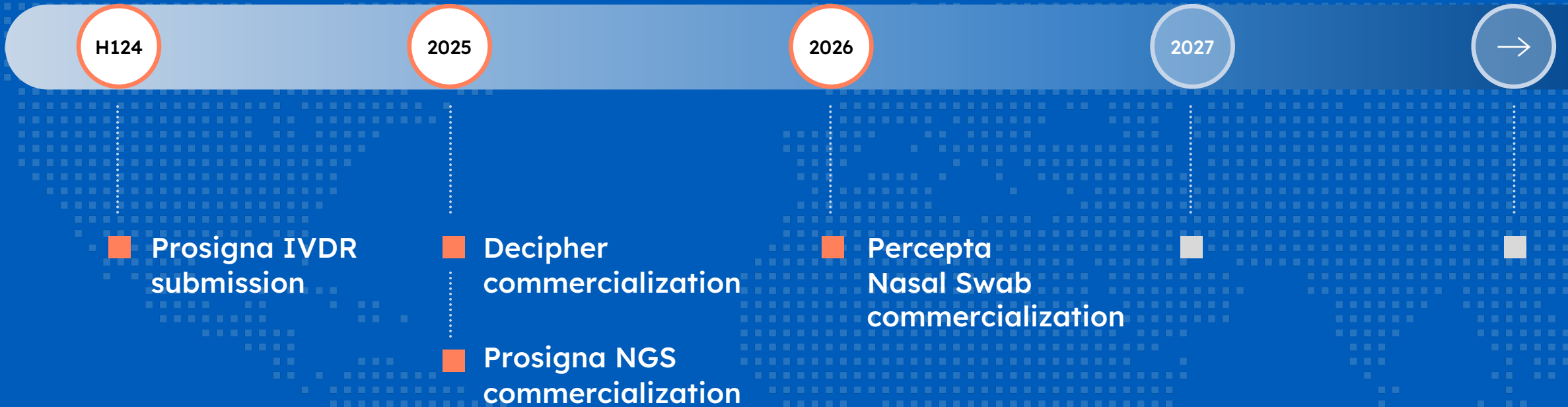


Serve more of the
patient journey

MRD

EXPAND GEOGRAPHICALLY

IVD roadmap



SOLVE NEW CANCER CHALLENGES

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



Veracyte
Diagnostics
Platform



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



Compatible
with Veracyte's
Diagnostics
Platform



Leverages
existing specialty
sales channels



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

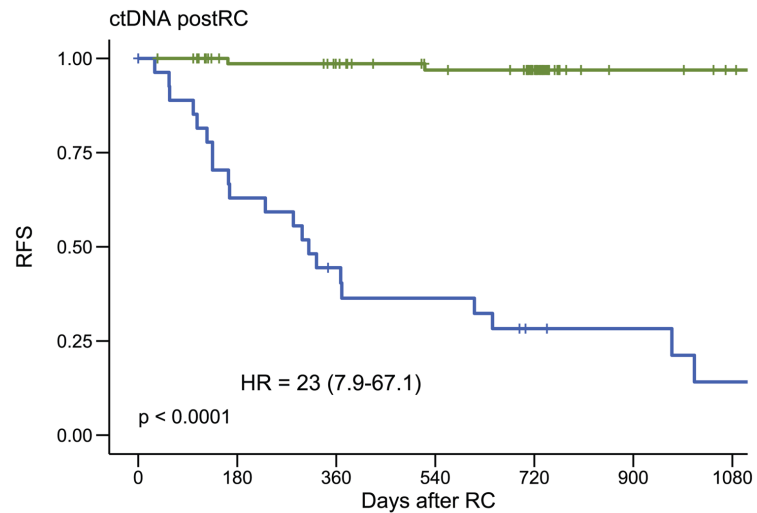
SERVE MORE OF THE PATIENT JOURNEY

A differentiated WGS-based platform for MRD



BLADDER

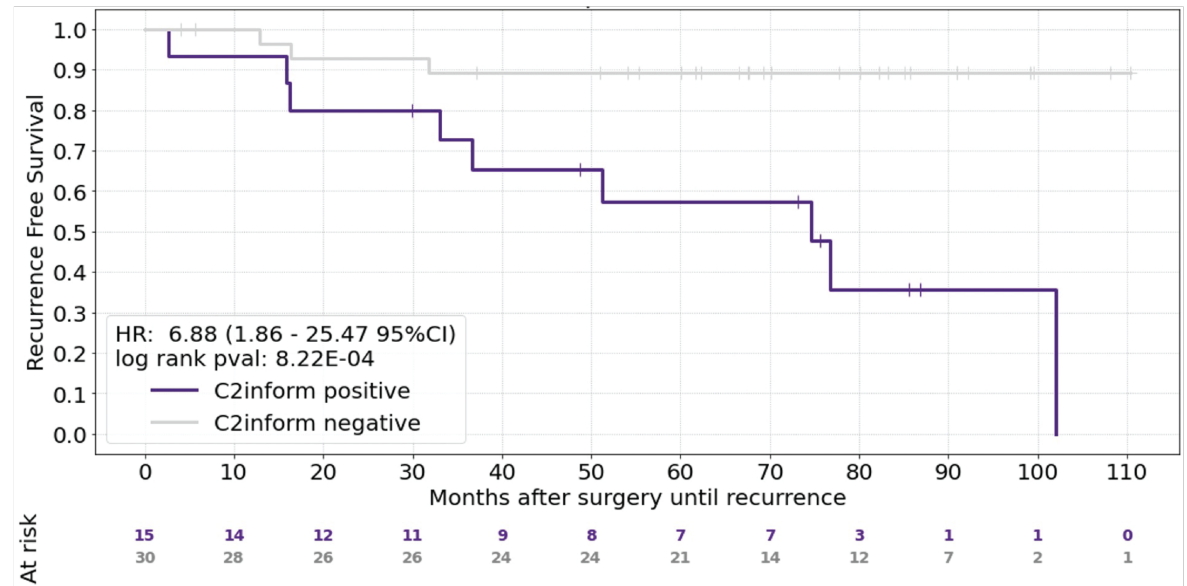
Mean lead time: 5.3 months



Negative	80	70	66	58	42	11	8
Positive	28	17	11	9	5	4	2

LUNG

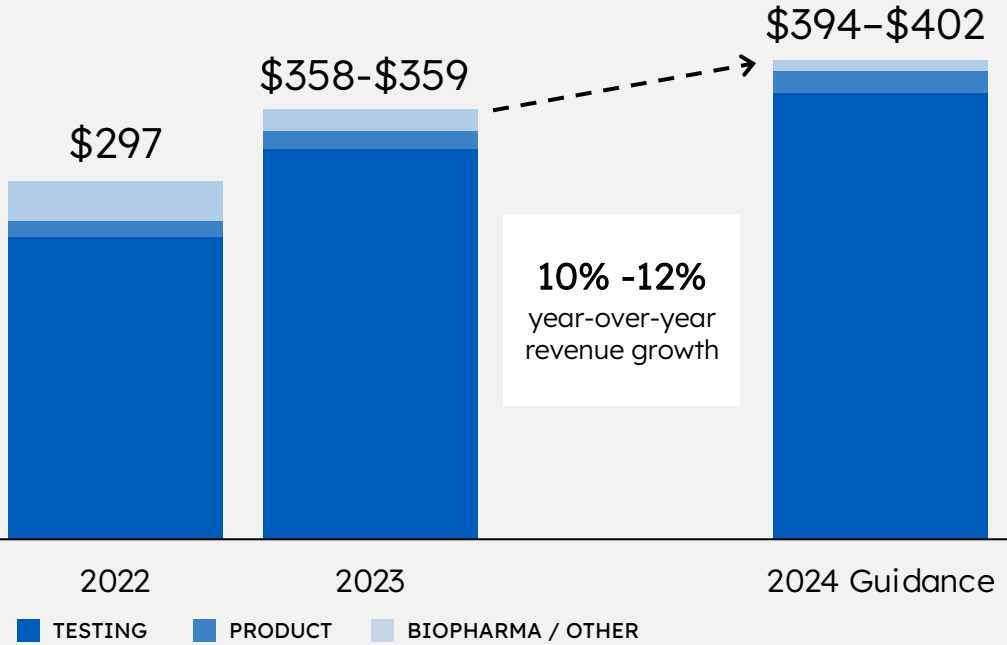
Mean lead time: 16.7 months



At risk	15	14	12	11	9	8	7	7	3	1	1	0
	30	28	26	26	24	24	21	14	12	7	2	1

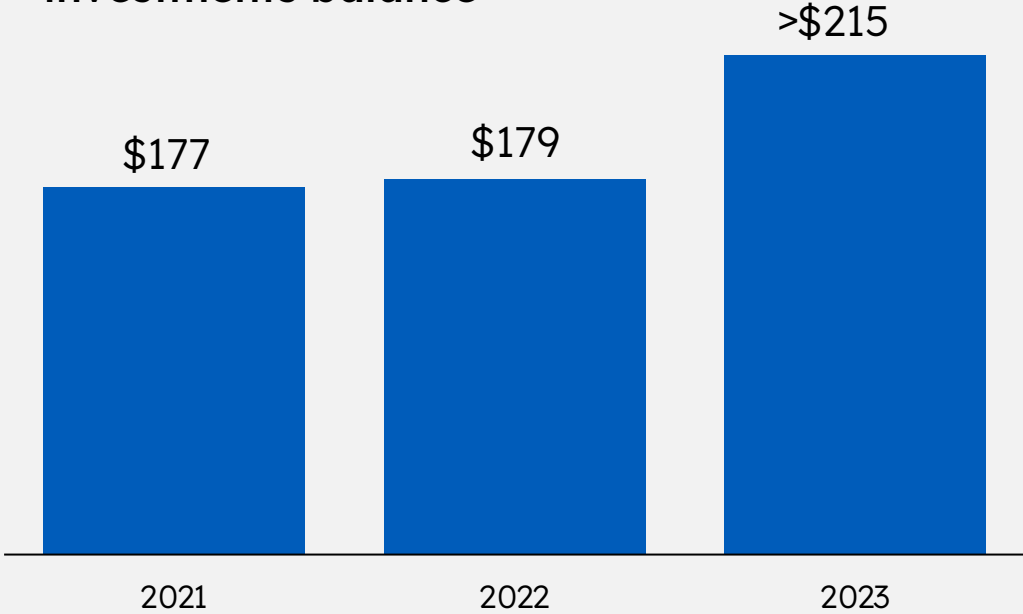
Profitable growth driven by our proven platform

Total revenue^{1,2,4}

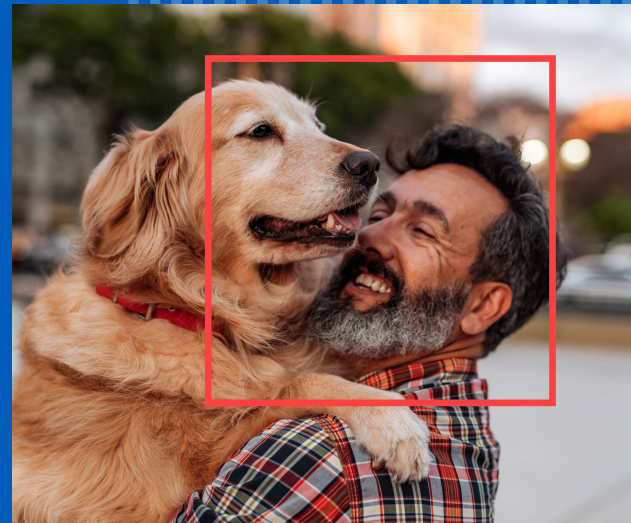


 **13% to 15%** expected growth in testing and product revenue in 2024⁴

Cash and short-term investments balance^{1,3}



 **2024 projection to grow cash in line with revenue growth** Excluding ~\$8 million of one-time acquisition related expenses⁴



Q&A

