OCTOBER 9, 2024

# Wyriad genetics

# **Investor Day**2024

# **Forward-looking statements and Non-GAAP financial measures**

#### FORWARD-LOOKING STATEMENTS AND DISCLAIMERS

Some of the information presented here today contains projections or other forward-looking statements regarding future events, the future financial performance of the Company, or the Company's expectations, intentions, beliefs or strategies regarding the future. These statements are based on management's current expectations and the actual events or results may differ materially and adversely from these expectations. We refer you to the documents the Company files from time to time with the Securities and Exchange Commission, specifically, the Company's annual report on Form 10-K, its quarterly reports on Form 10-Q, and its current reports on Form 8-K. These documents identify important risk factors that could cause the actual results to differ materially from those contained in the Company's projections or forward-looking statements. All third-party marks—® and <sup>TM</sup>—are the property of their respective owners. Certain market and industry data has been obtained from third-party sources, which the Company believes are reliable, but the Company has not independently verified the information provided by third-party sources. Unless otherwise noted, market growth rates used in this presentation are estimates based on Company and third-party industry research.

#### NON-GAAP FINANCIAL MEASURES

In this presentation, the Company's financial results and financial guidance are provided in accordance with accounting principles generally accepted in the United States (GAAP) and using certain non-GAAP financial measures. Management believes that presentation of operating results using non-GAAP financial measures provides useful supplemental information to investors and facilitates the analysis of the Company's core operating results and comparison of operating results across reporting periods. Management also uses non-GAAP financial measures to establish budgets and to manage the Company's business. Definitions of the non-GAAP financial measures and a reconciliation of the GAAP to non-GAAP financial results are provided in the Appendix to this presentation.

The Company does not provide forward-looking guidance on a GAAP basis for the measures on which it provides forward-looking non-GAAP guidance as the Company is unable to provide a quantitative reconciliation of forward-looking non-GAAP measures to the most directly comparable forward-looking GAAP measure, without unreasonable effort, because of the inherent difficulty in accurately forecasting the occurrence and financial impact of the various adjusting items necessary for such reconciliations that have not yet occurred, are dependent on various factors, are out of the Company's control, or cannot be reasonably predicted. Such adjustments include, but are not limited to, real estate optimization and transformation initiatives, certain litigation charges and loss contingencies, costs related to acquisitions/divestitures and the related amortization, impairment and related charges, and other adjustments. For example, stock-based compensation may fluctuate based on the timing of employee stock transactions and unpredictable fluctuations in the Company's stock price. Any associated estimate of these items and its impact on GAAP performance could vary materially.

Paul J. Diaz PRESIDENT AND CHIEF EXECUTIVE OFICER



Well-positioned to drive long-term growth, innovation and profitability Focus on quality, commercial execution and innovation

Sam Raha CHIEF OPERATING OFFICER



# Strengthening capabilities, leveraging operational excellence to drive profitable growth

Leveraging scale, driving productivity and innovation, Labs of the Future program, and digital strategy

# Today's agenda

Mark Verratti CHIEF COMMERCIAL OFFICER



# Addressing large underpenetrated markets with differentiated products and services

Expanding genetic testing in markets affecting millions of lives

#### Executing to win

Expanding commercial sales and marketing capabilities to increase access to genetic testing and drive growth

Dale Muzzey, Ph.D. CHIEF SCIENTIFIC OFFICER



#### Enhancing existing products & innovating in new areas

Advancing clinical utility to reach more patients and developing new products to pursue opportunities in precision medicine

Scott Leffler CHIEF FINANCIAL OFFICER



**Delivering financial performance & shareholder value** Focus on long-term growth and profitability

# Paul J. Diaz

President and Chief Executive Officer

# Well positioned to drive long-term growth, innovation and profitability

# **Vyriad** genetics<sup>®</sup>





Revealing the power of genetic science – for everyone



### Mission

We advance health and well-being for all, empowering every individual by revealing the answers inside each of us.

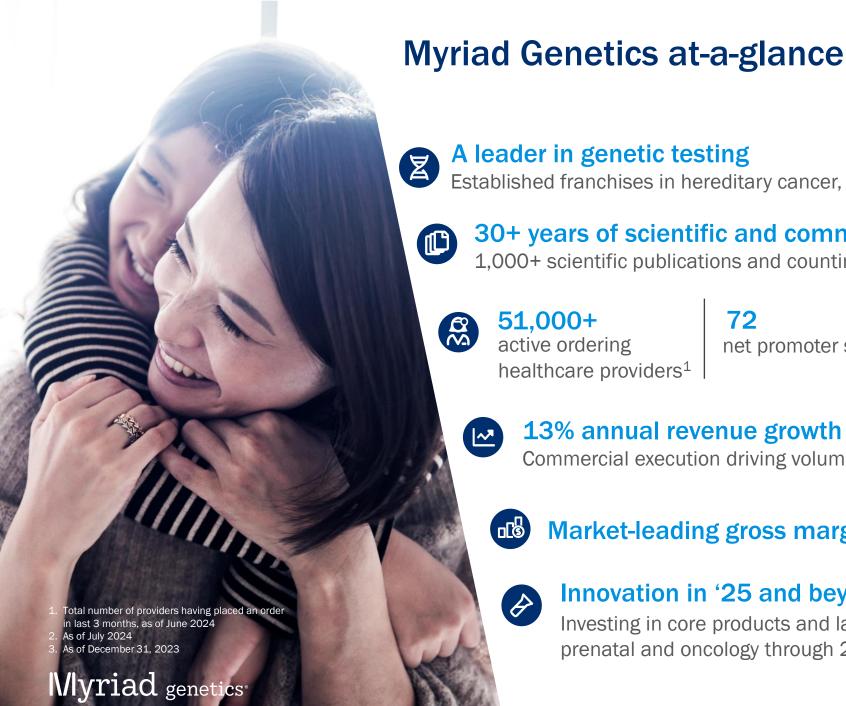


### Vision

As a leader in genetic testing and precision medicine, we provide insights that help people take control of their health and enable healthcare providers to better detect, treat and prevent disease.







A leader in genetic testing

51,000+

active ordering

healthcare providers<sup>1</sup>

Ð

1,000+ scientific publications and counting

Established franchises in hereditary cancer, pharmacogenomics, and prenatal testing

30+ years of scientific and commercial achievements

13% annual revenue growth through Q2 '24

Commercial execution driving volume growth; price stability

net promoter score<sup>2</sup>

Market-leading gross margins; healthy balance sheet

Investing in core products and launch of multiple differentiated tests in

72

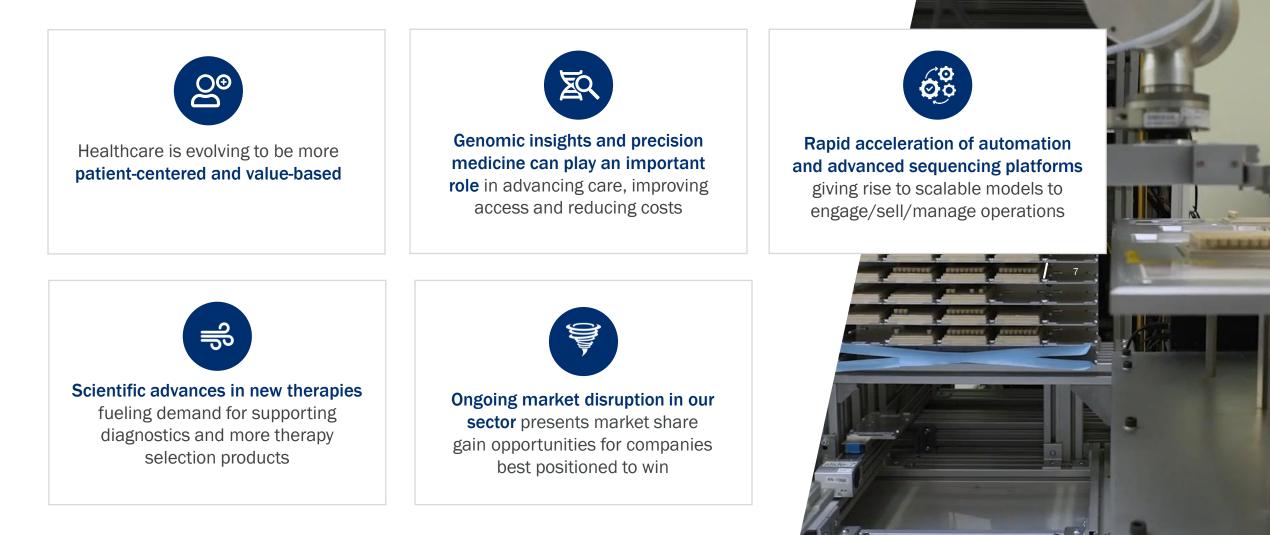
Innovation in '25 and beyond

prenatal and oncology through 2026

~2,700

employees<sup>3</sup>

# Market dynamics in healthcare are creating new opportunities



# **Our diversified portfolio offering**



#### Oncology

Clarifying cancer treatment with genetic insights and companion tests that are designed to work with corresponding treatments.

#### **Women's Health**

A leader in health and wellness with best-in-class genetic insights for women of all ancestries, assessing cancer risk and offering prenatal solutions.

#### **Pharmacogenomics**



ß

Using genetic insights to help healthcare providers understand how genetic alterations impact patient response to antidepressants and other drugs.



# Large, fragmented and actionable markets

		Oncology		Hereditary Ri	sk 🚯 Women's Health		D PGx	
	MRD	TUMOR PROFILING	HRD <sup>2</sup>	AFFECTED HCT + GERMLINE	UNAFFECTED HCT	PRENATAL	PHARMACO-GENOMICS	
Actionable Market Opp. <sup>1</sup>	\$20B+	\$3.8B	\$0.3B	\$1.7B	\$4.6B	\$2.6B	\$2B	
Market Growth Rate (2024 Est)	15%+	10 - 15%	5 - 10%	4 - 5%	8 - 10%	3%	13%	
Myriad Products	Precise MRD (pipeline)	Precise Tumor Precise Liquid <sub>(pipeline)</sub> Prolaris	MyChoice CDx	MyRisk BRAC CDx	MyRisk with RiskScore BRAC CDx	Foresight Prequel <i>FirstGene</i> (pipeline)	GeneSight	

Myriad addressing or expanding into

**Faster Growth** 

markets with a number of segments growing double digits annually

**Top 3 Position** 

in 4 out of 7 active product categories



>\$33B

Of actionable market opportunity

Actionable market indicated against cancers of commercial focus
 In ovarian, breast, prostate, and pancreatic cancers only
 Except as otherwise noted, data as of 2023 from GlobalData 2023, NIMH, ADAA, NCBI Definitive Healthcare 2023, and internal estimates



# +15% MyRisk Oncology Revenue growth<sup>1</sup>

Myriad genetics

1: LTM as of June 30, 2024

# **Clear strategy for long-term value creation and strong execution fueling current revenue growth**



#### Investing in increasing content, breadth of offering & paired testing

- Expanding MyRisk<sup>®</sup> gene panel and clinical evidence
- Increasing demand for pairing Precise Tumor<sup>®</sup> & Precise<sup>®</sup> Liquid (*pipeline*) with MyRisk (and Prolaris + MyRisk)
- Expanding myChoice to Prostate and Breast for U.S. and Japan

#### Advancing unique Precise<sup>®</sup> MRD program

- Accelerating clinical studies, and publications
- Strengthened IP portfolio securing freedom to operate
- Opportunity to leverage IP for licensing revenues

#### **Compelling value proposition for BioPharma**

- Fuels evidence generation
- Potential source of profitable revenue growth

# +26% Women's Health Revenue growth<sup>1</sup>

#### Myriad genetics<sup>\*</sup> 1:

1: LTM as of June 30, 2024

# Positioned to increase market share & profitability

Leading clinical value



#### Gaining market share through on-going market disruption



Expanding to new channels: integrate delivery networks, hospital systems and out-patient provider groups

#### Enhancing current products and expand utility

- Foresight<sup>®</sup> increased adoption and reimbursement with expected expansion in guidelines
- Prequel<sup>®</sup> industry-leading early (8 week) gestational age indication and 22q
- MyRisk<sup>®</sup> with RiskScore<sup>®</sup> extending leadership in HCT with new content

#### Novel multi-screen prenatal panel

FirstGene<sup>™</sup> combined carrier screen + NIPS with a single maternal blood draw (pipeline)



Myriad genetics<sup>®</sup>

1: LTM as of June 30, 2024

# A leader positioned for continued growth



#### Expanding volume

- Through large and untapped primary care channel
- With increasing efficiency in our targeted digital outreach and demand-generating marketing programs

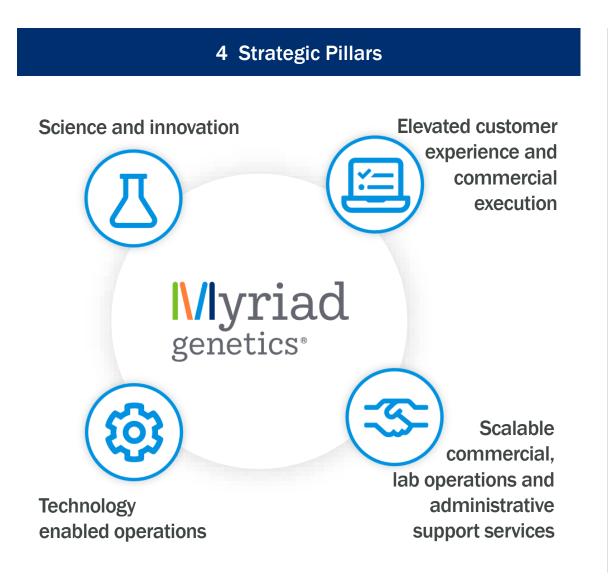
#### Expanding coverage and improving average revenue per test

- Growing momentum around state biomarker legislation
- Ongoing clinical evidence generation

#### Improving medication administration

Exploring new indications

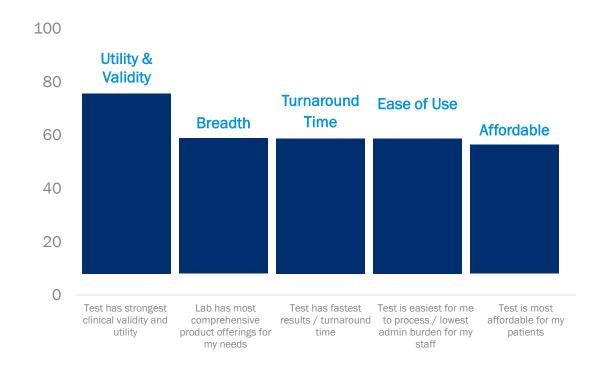
# **Cornerstones of our future growth and innovation**



**Viviad** genetics<sup>®</sup>

#### **Top 5 Provider Test Requirements**

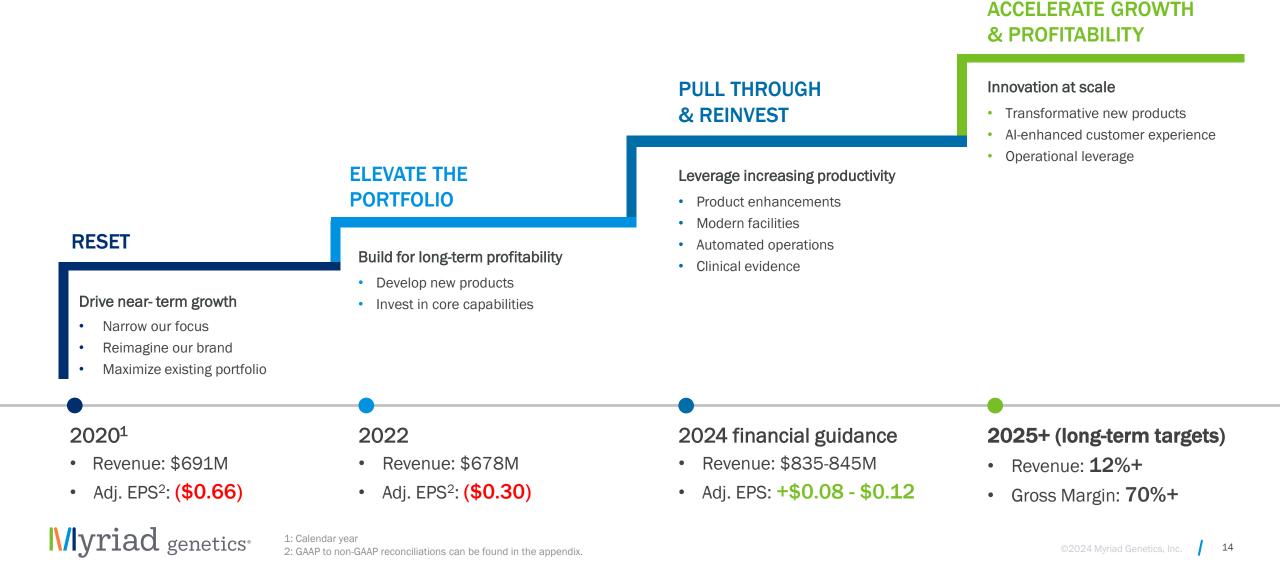
#### Germline Providers (ranked by importance)



Source: proprietary report from third party consulting firm, 2023.

# Journey to revitalize Myriad and build the foundation for future growth

Executing to our strategy to deliver high clinical value for patients and providers with a sustainable business model



# First look at third quarter revenue; Reaffirm 2024 revenue guidance



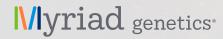
#### Q3 revenue

Preliminary total revenue of **\$210M - \$212M**, despite the divestiture of EndoPredict business in the EU



# Reaffirm 2024 financial guidance

Total revenue: **\$835 - \$845 million** Adjusted EPS: **\$0.08 - \$0.12** 



## Sam Raha

Chief Operating Officer

Strengthening capabilities, leveraging operational excellence to drive profitable growth

# **Rebuilding the Myriad Genetics brand among clinicians**

A deliberate strategy to better meet the needs of patients and providers

**Viriad** genetics<sup>®</sup>

WHAT MATTERS	FO	CUSED INVESTMENT & EFFORTS TO II
Clinical Utility		Investment in clinical evidence, expanded panels
2 Comprehensive Test Offerings		Expanded Oncology portfolio
3 Turn-Around-Time		Improved Lab Operations & Customer Service
4 Ease-of-Use		Significant investments made to improve customer experience
5 Affordable		Expanded coverage, increased cost transparency
6 Scientific Contribution		Industry-leading contributions to ClinVar Myriad Collaborative Data Registry
77 Trustworthy Lab		Expert support for large health systems
		Expanded KOL & Genetic Counselor engagement

Report an improved opinion of Myriad YoY



SOURCE: Corporate Brand Equity Research Report 2024

# Setting a strong foundation for accelerating growth & profitability

Investing in core capabilities across the enterprise focused on improving experience and operational excellence at scale



Focused, insight-driven and user-centric product innovation with clear path to reimbursement



End-to-end automation, process improvements and policy changes to reduce friction for patients, providers and payors



Reducing operational costs and increasing efficiency and scalability across multiple organizations

\*Across key operations and sales functions, 2021 - 2024



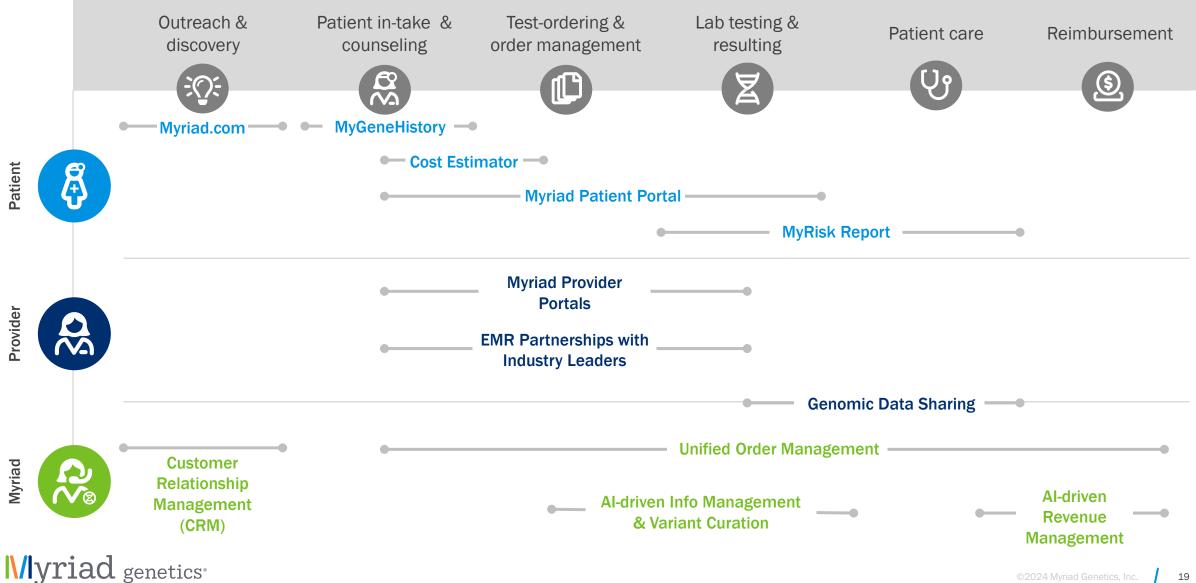
Significant investment in stateof-the-art labs, standards-based technology infrastructure, advanced AI and automation resulting in productivity gains\*

+28% customer service

+18% lab operations

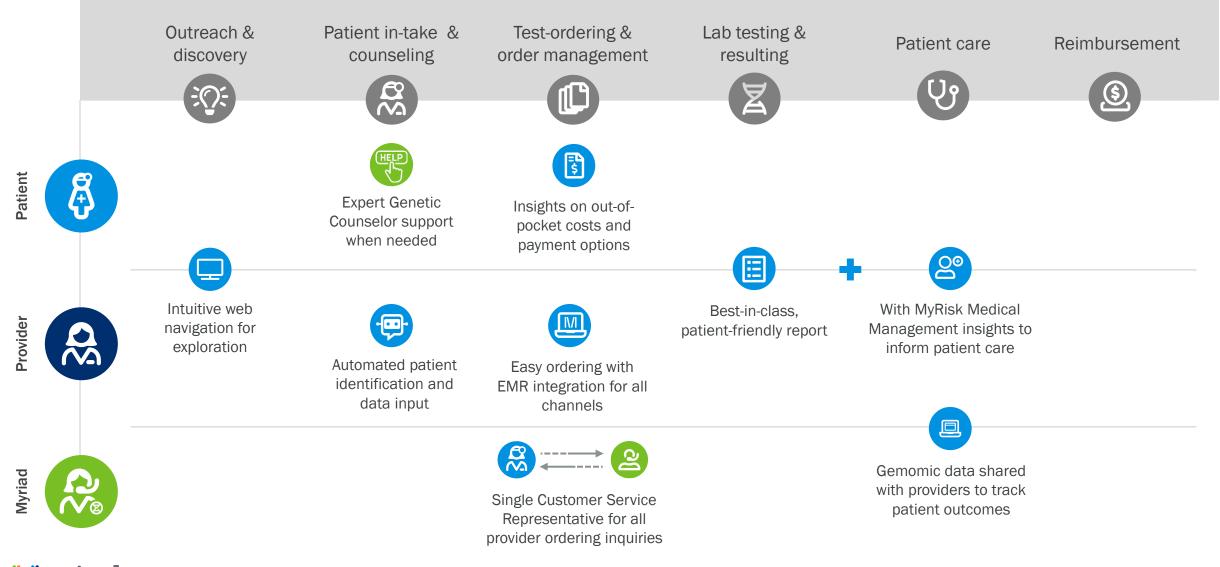
# Advancing digital architecture end-to-end

Delivering differentiated customer experience, higher productivity and improved reimbursement



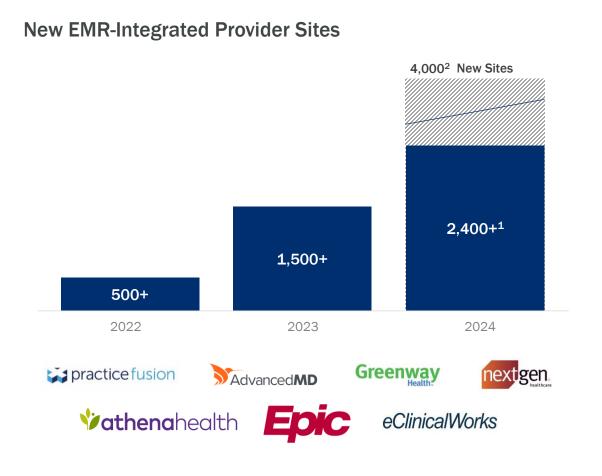
# Removing friction and enhancing our support of patients and providers

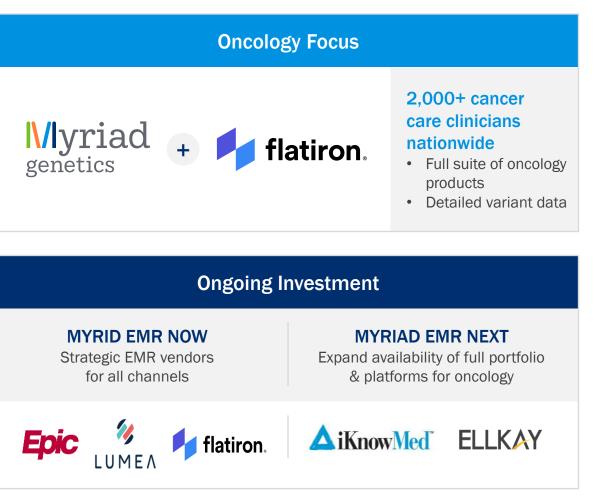
Focusing our efforts where it matters most across the customer journey



# **Deploying industry-leading EMR solutions in all channels**

Streamlining workflows, expanding access and driving added volume





\* In negotiations at present

1 Year-to date as of September 2024 2 Target total new sites to be integrated in 2024

**Vriad** genetics

# Building for growth with the Labs of the Future program

#### **Objectives**

To drive innovation and operational excellence at scale and deliver high quality results with shortened turnaround times and lower COGS per test

#### 2024 highlights

- Regulatory permitting / approvals
- Oncology volume ramping in new Salt Lake City lab
- Prenatal volume ramping in new S San Francisco lab
- Intermountain Precision Genomics integration
- Transitions to be completed in 2025

#### Impact

**Viriad** genetics

>40% reduction in annual lease costs expected\*
 >3M annual sample processing capacity

### **Myriad Precise Tumor**

Strategic acquisition and integration



Intermountain Health Precision Genomics ST. GEORGE UTAH → SALT LAKE CITY

THE

# Advanced R&D

Incubate / advance new technologies

65k square feet

> Walter Gilbert Innovation Center SOUTH SAN FRANCISCO

Scaled Operations 235k

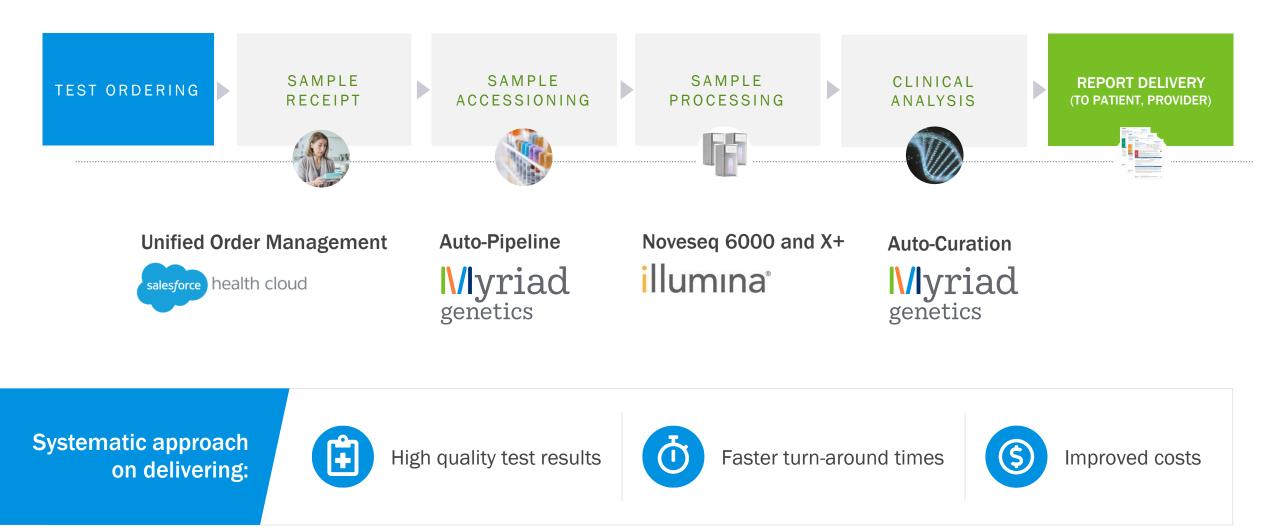
Process high volume products

square feet

#### Myriad Genetics HQ and Central Lab Operations SALT LAKE CITY

# Leveraging operational excellence at scale

Improving lab capabilities end-to-end with advanced automation, delivering richer insights for patients



# **Evaluating new advanced diagnostic technologies**

Driving scale, decreased costs, and enabling impactful innovation



# Artificial Intelligence and our emerging capability



#### **Foundations of Science**

Myriad's tradition of innovation powered by rigorous stats and machine learning

#### EXAMPLES

- Unique insights in core products
- Critical element of new differentiated assay development



#### **Workforce Productivity**

Increase workforce leverage by expanding Microsoft Copilot

#### EXAMPLES

- Content creation
- Al-enhanced robotics automation



#### **Automation for Growth**

Efficiently scale to meet demand by removing tedious manual processes

#### **EXAMPLES**

- Al-driven patient identification
- Al-enhanced eligibility, prior-auth and exception management expected to increase average revenue per test



Leveraging partnerships with AI expertise: AWS, DNAnexus, Epic, Microsoft, Salesforce, Xifin

# Leveraging Al-powered workflows where they can have the highest impact



#### **Patient Identification**

Al-powered Myriad MyGene History<sup>™</sup>

From identifying unaffected patients in Women's Health who qualify for MyRisk to increasing cash collections, AI is a tool to support our growth and improve the bottom line



#### Improving patient education and Customer Service to increase testing

- Myriad Al-driven patient in-take platform to gather family history and risk factors
- Integrated with EMR to speed ordering

#### Reducing No-Pay rates

- Al-assisted prior-authorization submission
- Al data extraction to improve billing accuracy



#### Reimbursement

Automated revenue cycle management Advanced analytics platform

# **Strengthening core capabilities and leveraging operational excellence to drive profitable growth**

Fueling top line growth based on relentless focus on customer-centric innovation and experience High clinical value through customer-driven product innovation

Removing friction through advanced automation and digital workflows



Supporting margin expansion with enhanced capabilities and rigorous cost management Leveraging the power of AI to maximize engagement and revenue operations

Lowering cost-of-goods-sold (COGS) with a strategic approach to managing key suppliers

Increasing operational efficiency by leveraging process optimization and new technologies

Increasing operationalAutomating end-to-end to scale operations,efficiency byspeed innovation, and increase agility

Leveraging technology partnerships to strengthen offerings and reduce costs

### Mark Verratti

Chief Commercial Officer

Addressing large underpenetrated markets with differentiated products and services

Executing to win

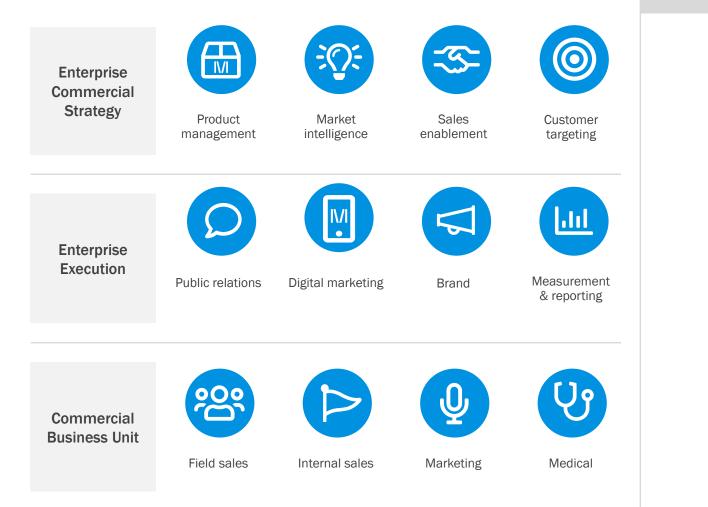
# Key market trends forcing diagnostic companies to evolve

Healthcare practices continue to consolidate with the rise of outpatient care	As providers falter, have become b	trust and lab repu key selection criter			ngly looking for a portfolio Id workflow solutions		
<ul> <li>~78% of US physicians are employed by hospitals, health systems, and other corporate entities (up from ~26% from 2012)<sup>2</sup></li> </ul>	· · · · · · · · · · · · · · · · · · ·	<b>Trust-worthy lab</b> I am proud to work with is #2 most important driver of lab choice			<b>Comprehensive product</b> <b>offering</b> is a top attribute for increasingly overwhelmed clinicians		
	Myriad Genetics Competitor Average						
<b>Nyriad</b> genetics <sup>®</sup>	<b>Ξ</b>	<b>O</b> ⊕			<b>Q</b>		
genetics®	Recommendation	Positive feeling	Trust 79% 76%	Patient support	Overall satisfaction 93% 88%		
The Myriad Enterprise brand is strong, performing above competitor average in "Likelihood to Recommend" and "Positive Feeling About the Company". <sup>1</sup>	71% 62%	62%		<sup>72%</sup> 65%			
				Signifi Signifi	icantly higher / lower than competitor average		

<sup>1</sup>Myriad Brand Equity Study 2024;

<sup>2</sup>Physicians Advocacy Institute Accessed 9/30/24 https://www.physiciansadvocacyinstitute.org/Portals/0/assets/docs/PAI-Research/PAI-Avalere%20Physician%20Employment%20Trends%20Study%202019-2023%20Final.pdf?ver=uGHF46u1GSeZgYXMKFyYvw%3d%3d,

# A strong, scalable commercial team unified in a singular goal



**Viriad** genetics

COMMERCIAL TEAM MEMBERS



Our commitment to patients and the providers that treat them comes from a

>650

person team\*

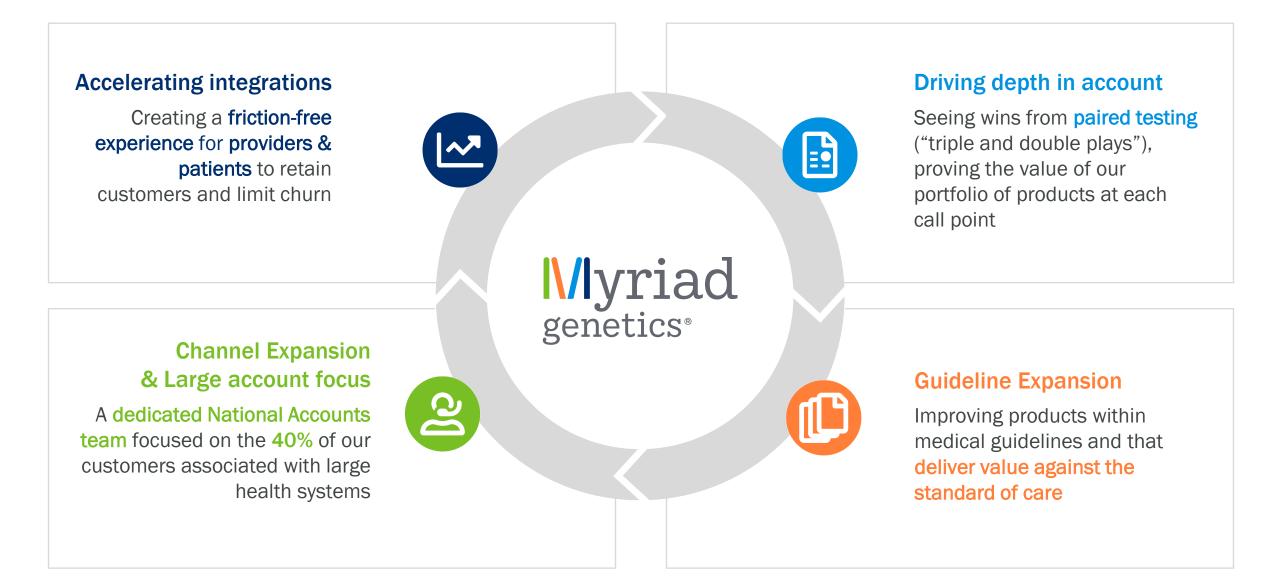
Dedicated, highly efficient Commercial organization delivering

+68%

more revenue per Commercial team member since 2021\*

\*as of September 2024

# Seeding growth driven by strength of the complete portfolio



### **Pharmacogenomics**

Goal: Drive double-digit revenue where we have strategic advantage in the primary care market

#### **Opportunity**

# **\$2B**

market growing at **13% CAGR** 

# >\$150M

TTM revenue<sup>1</sup> driven largely by primary care clinicians

<sup>1</sup>As of June 30, 2024

# Viriad genetics



**Our focus** 

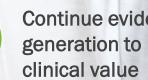
**Expand coverage** with growing state biomarker laws



**Refine targeting to** maximize opportunity for reimbursement



**Expand indications to** address other medication administration issues



**Continue** evidence generation to prove



#### **Key clinical question**

"Are there drugs for treating major depressive disorder where my genetics may mean that standard dosing recommendations are inappropriate for me?"



### နှိ Women's Health

**Goal:** increase access to genetic insights for patients receiving care across women's health channels

#### Who we serve

Women of all ancestries, receiving care across their healthcare journey

And the OB/GYN and primary care clinicians who care for them across independent practices, imaging centers and large health systems

#### Our focus



Expanding access and equity in differentiated genetic diagnostic insights

With a portfolio of women's health tests spanning prenatal planning to cancer risk Affordable products that meet guidelines

**28%<sup>1</sup>** YoY revenue growth

#### **Key clinical questions**

#### **Cancer risk**

"Based on hereditary genetic information, what is my risk of developing a first cancer?"

#### **Carrier risk**

"Are my reproductive partner & I asymptomatic carriers of a severe recessive disease?"

#### Fetal risk

"Does my developing fetus have a chromosomal abnormality that could impact its health & viability?"

# Accelerating profitable revenue growth in prenatal care

Foresight® Carrier Screen ~\$0.9B	ted Market Growth	Market Penetration 45%	Myriad Papers Published 25
Product attributos     Dropotol a			
<ul> <li>Foresight Carrier Screening</li> <li>Highest published at-risk couple detection rate for serious conditions</li> <li>Prequel NIP Screening</li> <li>Unique AMPLIFY technology delivers industry-lowest first-time screening failure rate<sup>2</sup></li> <li>First-time results patients at 8 week</li> <li>Adding 22q with</li> </ul>	to meet expected new d drive increased adoption nent tational Age s available to >99.9% of	Q2 '24 LTM F \$40 \$30 \$20 Q2 '23 Q3	evenue growth +37% <sup>3</sup> Revenue Growth (YOY) 3 '23 Q4 '23 Q1 '24 Q2 '24

## Wyriad genetics<sup>•</sup>

earnings releases



# Increasing hereditary cancer risk testing for unaffected women

Market Penetration

>9%

Market Size (US only)

~\$4.6B



**Product attributes** 

#### MyRisk

- Gold standard for hereditary cancer testing
- Analyzes risk of developing 11
  types of hereditary cancer

#### RiskScore

- Polygenic test for women of all ancestries
- More accurately estimates woman's lifetime risk of developing breast cancer

**Vriad** genetics<sup>®</sup>

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**Expected Market Growth** 

8 - 10%

- MyRisk Gene Panel Expansion
- RiskScore increased content
- Medical Management Tool enhancements
- MyGene History integration
   into key EMRs



**Myriad Papers Published** 

**98** 

\* Calculated at the increase from the 12 months ended June 30, 2024, as compared to the 12 months ended June 30, 2023.

# Our commitment to uncovering breast cancer risk

30 years and counting



#### Over a decade of providing patients with hereditary cancer risk 11 years since the launch of MyRisk



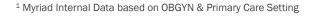
# Comprehensive risk assessment to provide 5-year and lifetime cancer risk

Density + Risk Model + Genetics to provide 5-year Breast Cancer risk and lifetime hereditary risk of 11 different cancers



#### Impactful short and long-term medical management

50%+ of all patients who take a MyRisk test get a medical management change with assistance by 50+ live genetic counselors<sup>1</sup>







AWARENESS MO

BREAST CANCER

# Improving patient care through breast cancer risk assessment and genetic testing

American College of Radiology and Society of Breast Imaging have called for all women 25 years of age and above to have their risk assessment completed<sup>3</sup>

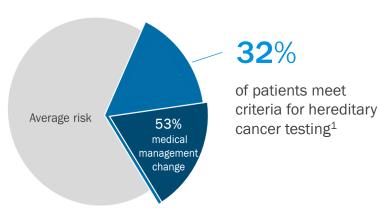
Modified medical

management





## Patient identification & education





#### **Risk stratification**



Average-risk patient Proceed with standard screening (e.g., annual mammo)



#### Elevated-risk patient Supplemental screenings (e.g., MRI / ABUS -> TC >20%)



High-risk patient Recommend tailored screening & care plan



Text-based risk assessments completed by over 12,000 patients (from four pilot sites, 4/23 – 10/24)



of patients tested are candidates for enhanced screening  $^{1\mbox{-}3,}$ 



3

Increased surveillance (e.g., annual MRI / US)

A
<i>D</i>

É

**Risk-reducing interventions** (e.g., medication + surgical options)



**Family considerations** (e.g., screening / genetic testing)

 1. DeFrancesco, et al. Obstetrics & Gynecology, Nov 2018
 2. Hughes et al. NCBC Abstract (2023 Meeting).
 3. Monticciolo DL, Newell MS, Moy L, Lee CS, Destounis SV. Breast Cancer Screening for Women at Higher-Than-Average Risk: Updated Recommendations From the ACR. J Am Coll Radiol. 2023;20(9):902-914. doi:10.1016/j.jacr.2023.04.002



Goal: Bring the "clarity" of genomics to more patients

#### Who we serve



Community Oncologist with a focus on treating high-incidence cancer in the community

#### **Our Focus**



Delivering diagnostic insights with clear clinical utility

Viriad genetics

with a portfolio of oncology offerings with utility across the patient journey

and products with a path to guidelines and imminent reimbursement

**11%<sup>1</sup>** YoY MyRisk Affected Revenue growth

#### **Key clinical questions**

#### CANCER RISK

"Based on hereditary genetic information, what is my risk of developing a subsequent cancer?"

#### CANCER TREATMENT

"Does the genome of my solid tumor tissue have variants that mean my doctor should treat me with particular therapies? Clinical trials where I'm eligible to participate?

1: Q2 '24 Revenue Growth (YOY)

## Understanding the Community **Oncologist**

Generally, there has been a slow move towards precision medicine. There are real obstacles in terms of matching diagnoses to therapies. To understand which techniques are appropriate for prime time; which biomarkers might be most relevant and actionable to bring into the practice."

Medical Director Community Hospital System

Myriad genetics<sup>®</sup>

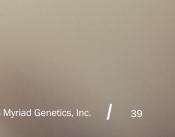
83%

Of all first-time patients diagnosed in the community setting

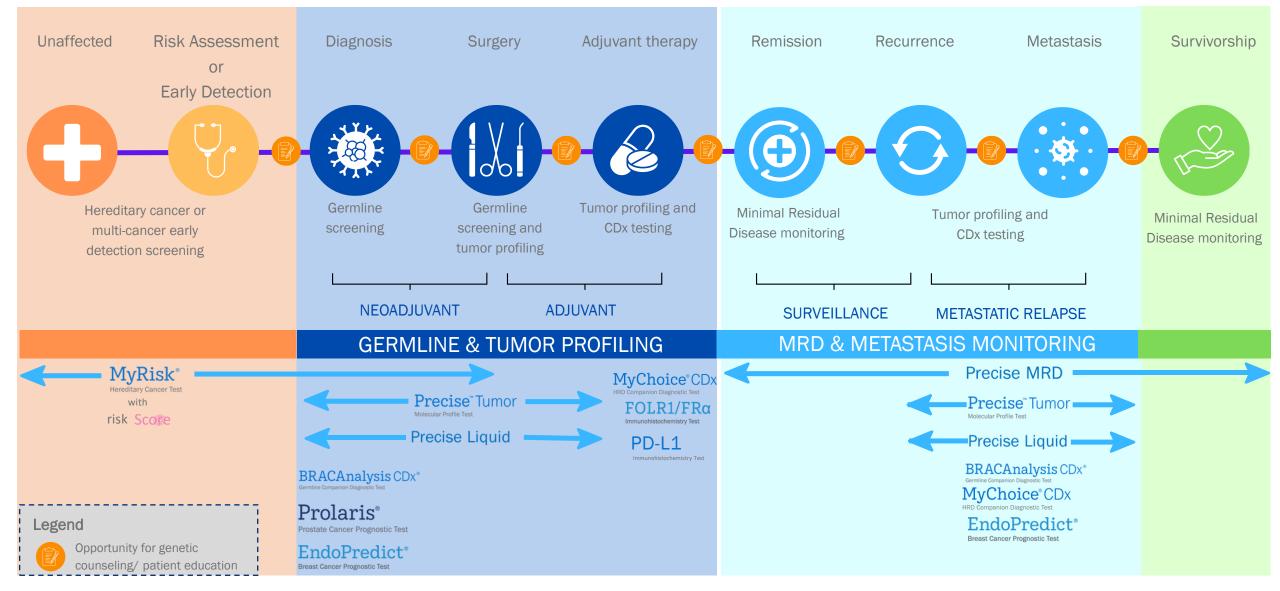
~50%

Of all oncology patients receive care in the community

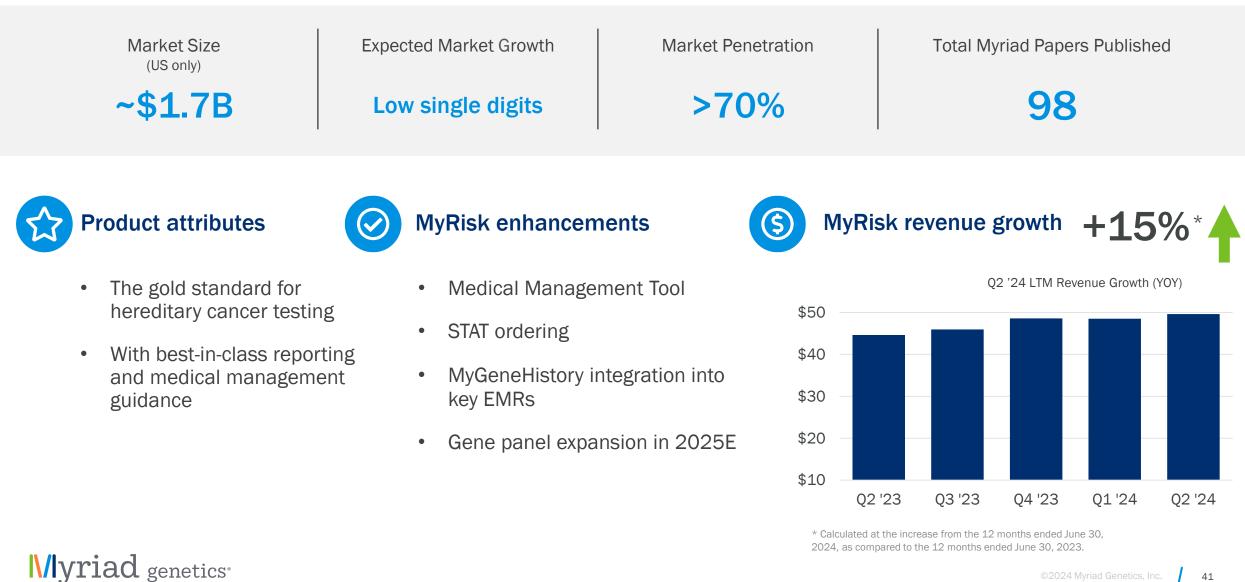
Source: JAMA Network Open. 2021;4(7):e2115675. doi:10.1001/jamanetworkopen.2021.15675



## The complete Myriad Oncology offer



#### MyRisk<sup>®</sup> Accelerating hereditary cancer revenue growth in Oncology Hereditary Cancer Test



## **Resetting the opportunity in Tumor Profiling and Therapy Selection**

Prostate Cancer Prognostic Test Prostate Cancer Prognostic Test Precise Tumor Molecular Profile Test	Market Size (US only)	Expected Market Growth 10 - 15%	Market Penetration	Myriad Papers Published <b>26</b> Prolaris <b>100</b> Precise Tumor
Mychoice®CDX Myriad HRD Companion Diagnostic Test	Market Size (US only)	Expected Market Growth <b>5 - 10%</b>	Market Penetration 34% <sup>1</sup>	Myriad Papers Published 40



- **Prolaris:** Leading prostate cancer prognostic to address disease progression
- **Precise Tumor**: Comprehensive genomic panel for therapy identification
- **MyChoice:** FDA approved to determine PARPi eligibility based on genetic mutations

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#### **Tumor Profiling enhancements**

- **Prolaris:** 10-year risk improvements and lymph node guidance
- Precise Tumor: Illumina secured CDX indication
   on TSO 500 kit
- **MyChoice**: Japan studies underway to expand indications to breast, prostate

Accelerating revenue in our core with increasing commercial effectiveness & an increasingly competitive portfolio

Highly-engaged, skilled team maximizing revenue opportunities

- Leveraging a seasoned sales force to expand our channel footprint
- Realize the full value of the complete portfolio

Armed with a portfolio of products with high clinical utility

- Core products that cater to growing, underpenetrating markets
- Complementary test offerings for comprehensive, high-quality care

Improving efficiency & removing friction for our customers

- Product-design carefully informed by customers and channels that we serve
- EMR integrations that enable clinician workflows and support the delivery of care

## Dale Muzzey Ph.D.

Chief Scientific Officer

## Enhancing existing products & innovating in new areas

## Guiding light for R&D at Myriad

# <image>

Often not:

Observations

Strategy

#### Treated by specialists

#### Receiving guideline-recommended genetic insights

• Of Northern-European descent

Provide exemplary, accessible, equitable genetic offerings that enable all patients to receive testing that meets or exceeds guidelines.

#### **Providers**



Often:

- See >20 patients per day
- Need to administer multiple genetic tests
- Not experts in genetics

Aggregate and simplify the delivery of genetic insights that empower action

INGENUITY

PRACTICALITY

+

UTILITY

+ SIMPLICITY

CITY +

#### ACCESSIBILITY + EQUITY

## Active expansion of high-quality testing pipeline, addressing real-world community needs

#### **Precise Oncology Solutions**

#### Precise Tumor<sup>®</sup> Launched

#### Robust tumor profiling & therapy selection

Pan-cancer comprehensive genomic profiling test; may serve as first-line offering

#### Precise<sup>®</sup> Liquid Targe

**Viriad** genetics<sup>•</sup>

#### Target: Q1'26 Commercial Launch

#### Robust tumor profiling & therapy selection

Comprehensive genomic profiling test; may serve as first-line offering or as reflex if solid tumor is insufficient

#### Precise<sup>®</sup> MRD RU0 Launched

#### Molecular residual disease monitoring

Monitoring test based on whole genome sequencing; detect recurrence earlier and help guide treatment decisions

#### Women's Health

#### Foresight<sup>®</sup> Launched

#### **Expanded carrier screen: Universal Plus**

Pioneering expanded NGS carrier screen finds pathogenic variants underlying recessive disease with increase guidelines to improve adoption, payor coverage

#### **Prequel<sup>®</sup>** Q1'25 Launch at Earlier Gestational Age

GA is a key driver of when fetal aneuploidy testing can be reliably performed. Prequel with AMPLIFY enables testing at 8-weeks GA vs. industry at 10-weeks

#### FirstGene<sup>™</sup> H1'25 Pre-Launch

#### Multiple prenatal screening

Integrated assay for NIPS + carrier screen + fetal recessive status + feto-maternal blood compatibility

## Expanding market opportunities with the recent launches

## Foresight Universal Plus

A more comprehensive carrier screening panel



#### **Foresight Universal Plus**

- Expansion of guidelines should help drive adoption and payer coverage
- Platform upgrade designed to harmonize workflow and cost advantages
- Panel expansion will support average revenue per test
   increase with minimal additional cost per test

## Prequel at Earlier Gestational Age

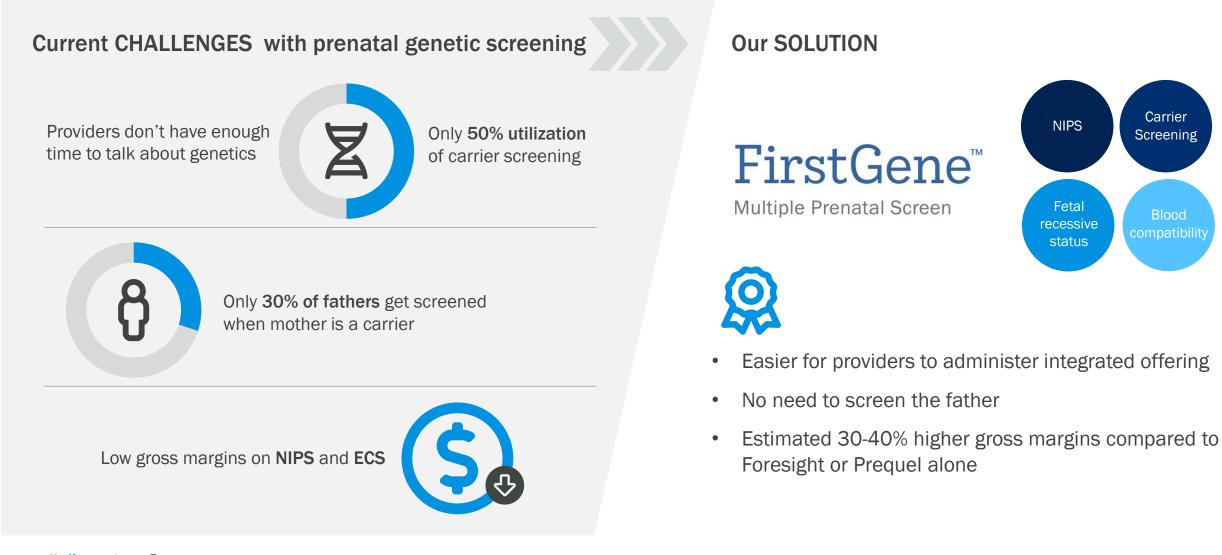
Prequel with GA at 8-weeks vs. most of industry at 10-weeks



#### **Prequel at Earlier Gestational Age**

- Testing at 8-weeks GA facilitates patient/provider clinical workflow and allows more time to plan for diagnostic testing.
- Prequel's unique AMPLIFY technology that boosts fetal signal enables earlier GA, when fetal signal is typically lower

## Transformative prenatal screen running multiple tests at once



**Vyriad** genetics

## Exemplary performance of FirstGene for fetal status nearing that of established prenatal screening

			SENSITIVITY	SPECIFICITY	PPV	NPV
	Non-invasive Prenatal Screening	Aneuploidy (trisomies, SCAs, µdeletions)	100%	99.8%	98%	100%
	Carrier Screening	Recessive variants in pregnant person	99.9%	99.9%	99.9%	99.9%
NEW!	Fetal recessive status	Recessive variants in fetus	99.2%	99.8%	99.3%	99.8%
NEW!	Blood compatibility	Rhesus D Antigen	100%	100%	100%	100%

**598-sample Validation Study** 

FirstGene<sup>™</sup> Multiple Prenatal Screen

#### Validation studies update

4 analytical validation (AV) posters presented at NSGC

Manuscript submitted for peer review

NYS validation submitted

#### H1 '25 pre-launch

study initiation to gather Clinical Validity and Clinical Utility data on >4,000 pregnancies to begin

Wang et al., Poster #PRE347, NSGC, 2024 Battey et al., Poster #PRE348, NSGC, 2024 Patel et al., Poster #PRE349, NSGC, 2024 Patel et al., Poster #PRE351, NSGC, 2024

**Viriad** genetics

## **Precise MRD: Partnerships with world-leading collaborators**

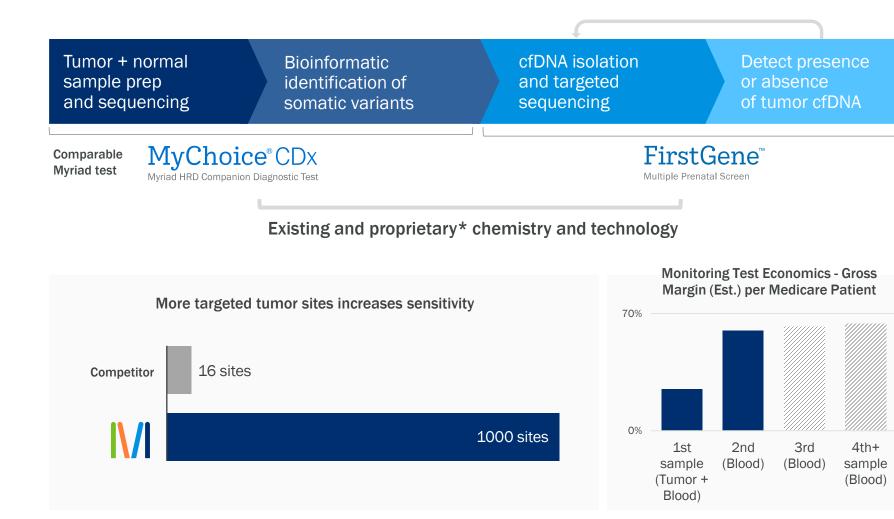
We anticipate the **MRD test from Myriad will be more sensitive and specific than many other ctDNA offerings** for monitoring the response and, therefore, may more accurately identify the patients who will or will not benefit from certain therapies. Importantly, some of these patients may go undetected on a less-sensitive MRD test."

#### Dr. Pedram Razavi

Director of Liquid Biopsy & Genomics Memorial Sloan Kettering Cancer Center

## Myriad genetics.

## **Precise MRD: Differentiation built upon existing competencies**



Higher sensitivity: detection at 10x lower tumor levels

Precise® MRD Minimal Residual Disease Monitoring

100x more of the genome explored

Over 60x more targeted sites

Earlier detection of recurrence

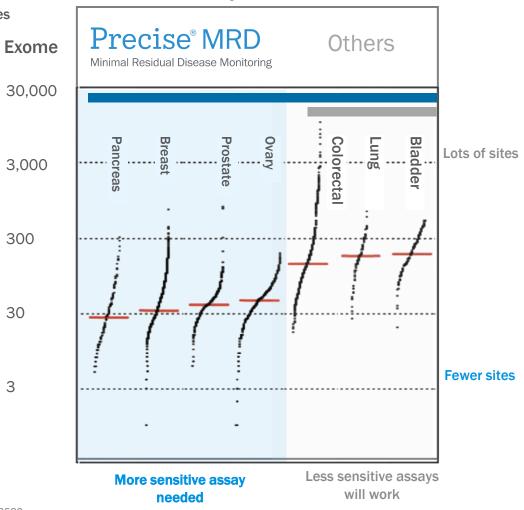
\*3 patents issued

## Whole Genome-based Precise MRD is ultrasensitive with low background noise

#### Myriad Precise MRD vs others

	Limit of Detection (ctDNA per million cfDNA)	# of s
Myriad Precise MRD	<5	3,000,000
Laboratory A <sup>1</sup>	3.45	300,000
Laboratory B <sup>2</sup>	100	30,000
Laboratory C <sup>3</sup>	80	3,000
Laboratory D <sup>4</sup>	100	300
Laboratory E <sup>5</sup>	3000	

#### When sensitivity matters



## **Vyriad** genetics<sup>®</sup>

<sup>1</sup>Northcott et al. 2024. Oncotarget 15:200-218 <sup>2</sup>Company web site <sup>3</sup>Zhao et al. 2024. Mol Diag & Ther. 27:753-768 <sup>4</sup>Kandasamy et al. 2022. J. Clin.Oncol. 40:e13582 <sup>5</sup>Artieri et al. 2020. J. Clin. Oncol. 38:e15549 image adapted from Alexandrov et al., Nature, 2013

# of sites

## Advancing our innovative Molecular Residual Disease (MRD) program on multiple fronts

#### Strengthening intellectual property portfolio

**Viriad** genetics

- Announced adding three patents to the portfolio family in 2024 (filing dates in 2016)
- Entered a cross-license agreement with Personalis related to patent estates covering tumor-informed approaches to detect MRD (July 2024)

## Established research collaborations with prestigious institutions across multiple disease indications

- Top oncology research institutions such as MD Anderson, Memorial Sloan Kettering and National Cancer Center Hospital East in Japan
- Indications include breast, ovarian, prostate, endometrial, renal, and bladder cancers

## Expanding number of prospective and retrospective studies and publications through 2026

In advanced negotiations to form strategic alliance with leading national cancer center Institution looking to utilize a highly sensitive MRD assay for trials across several indications



## Myriad Precise MRD study overview

Indication	Study Types	<b>Total Patients</b>	Statuses
Breast (x8)		>1700	Enrolling, running samples, proposal
Renal (x5)		>400	Enrolling, running samples
Ovarian (x3)		>350	Enrolling, running samples
Multicancer		~1,100	Enrolling, running samples
Other (x4)		~600	Enrolling, running samples, proposal

Precise® MRD Minimal Residual Disease Monitoring

>4,000 patients

>30,000 timepoints

7+ indications

Myriad Prospective

Investigator-Initiated Prospective

Retrospective Collaboration

Prospective Interventional



## **Precise MRD: Key milestones**

**0** 2024

Offer Precise-MRD for research use only (RUO)

Continue to strengthen IP portfolio

Partner on retrospective clinical validation Work with leading cancer centers eager to use HD-MRD

Begin prospective clinical validity studies

Three institutions onboarded; patient enrollment underway

**Scale laboratory operations** Low-touch, high-capacity, and high-quality with low COGS Offer Precise-MRD for biopharma partners

2025+

Submit clinical validity studies Retrospective longitudinal cohorts; one per indication

Submit for reimbursement to CMS

Show non-inferiority to currently covered tumor-informed tests

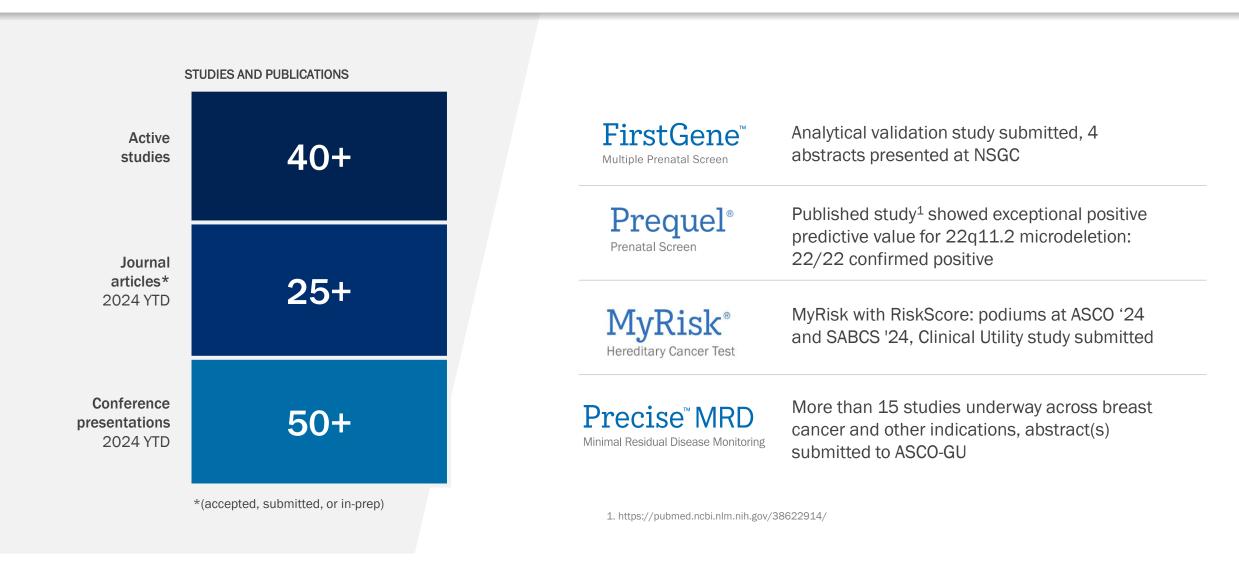
**Commence clinical-utility study** Focus on provider utilization and patient outcomes

**Continue scaling laboratory operations** 

Low-touch, high-capacity, and high-quality with low COGS

2026 Target commercial launch with Breast as first indication

## Establishing the evidence: A robust study and publication pipeline



## **Creating an environment for improving and advancing cancer care**

Myriad Collaborative Research Registry

The Myriad Collaborative Research Registry advances patient care by combining structured clinical data with genetic and genomic results

Researchers utilizing the Registry have already begun to generate abstracts presented at medical conferences in 2024, including at

> ASCO<sup>®</sup> AMERICAN SOCIETY OF CLINICAL ONCOLOGY KNOWLEDGE CONQUERS CANCER

**VIVIAC** genetics

#### The registry includes the following de-identified data:



>1.1 million patients included



Several represented cancer types



Gene expression, tumor, and germline testing results



Scientifically valid and regulatory compliant

Once granted access and trained, clinicians and researchers can use the research portal for immediate exploration.

Queries and analyses conducted can foster further research opportunities.

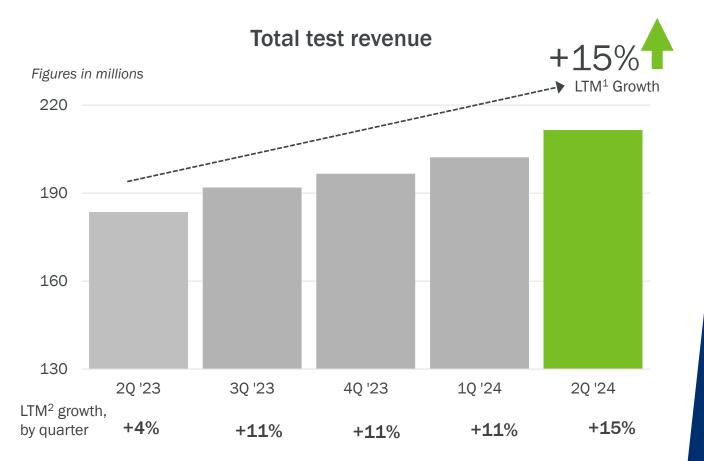
## **Scott Leffler**

**Chief Financial Officer** 

## Delivering financial performance & shareholder value

## Myriad genetics

# Focus on the customer experience and commercial execution with a diversified portfolio driving double-digit revenue growth



1. Last twelve months as of June 30, 2024

2. Last twelve months as of the quarter end indicated

## LTM<sup>1</sup> revenue growth (YOY) across breadth of product offerings:

- GeneSight: 16%
- Hereditary cancer: 15%
- Prolaris: 10%
- Prenatal: 37%

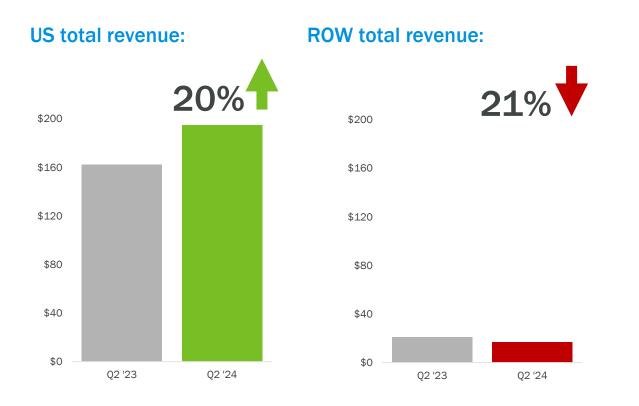
#### Revenue growth driven by:

- Commercial execution across current provider base; winning new business
- Improving provider perceptions
- Operational execution (e.g. lower turnaround times)
- Shifts in competitive landscape across select markets

## Q2 '24 spotlight on US strength and international restructuring

#### US / ROW total revenue and growth rates

All figures in millions, except growth rates



#### **US** highlights:

25% Hereditary cancer revenue growth YOY
25% Prenatal revenue growth YOY
22% Pharmacogenomics revenue growth YOY

#### **ROW** highlights:

HCT revenue declined due to Japanese Yen depreciation Transitory issues - EU reorganization Continue to see opportunities for focused profitable growth in Japan

# Ongoing activities supporting sustainable pricing environment going forward

#### Revenue cycle process improvements

Al-enhanced insights; Accelerate EMR integrations

Deploy Unified Order Management to reduce friction

# **Vyriad**



#### Invested in revenue cycle and preauthorization team

Added headcount and continue to integrate Robotic Process Automation (RPA) to off-load repetitive tasks



#### Ongoing payor and 3<sup>rd</sup> party engagement

State biomarker legislation leading to new coverage opportunities

Increasing engagement with Lab Benefit Managers (LBM)

Industry developments



#### Favorable positive pricing environment

Clinical society guideline expansions

Increased industry consolidation activity

Increased public focus on payor behavior

2Q24 year-to-date\* average revenue per test has increased 4% YOY reflecting expanded payer coverage and momentum of RCM initiatives

Nyriad genetics<sup>•</sup>

\* As of June 30, 2024

2024 Myriad Genetics, Inc. 61

## A deeper dive into average revenue per test trends



#### **Hereditary Cancer Test**





#### **Drivers and recent highlights**



#### Guidelines and payor coverage

- American Society of Clinical Oncology expanded guidelines on germline testing (2024)
- Blue Shield of California and Centene-Peach State (PGx coverage, 2024)
- UnitedHealthcare (2024)



#### **Payor contract wins**

- UnitedHealthcare expanded coverage of MyRisk and coverage of Prolaris (2024)
- Cigna recently instituted coverage of ForeSight
- 2025 Clinical Lab Fee Schedule (CLFS) preliminary rate for hereditary cancer testing INCREASED over prior rate (September 2024)

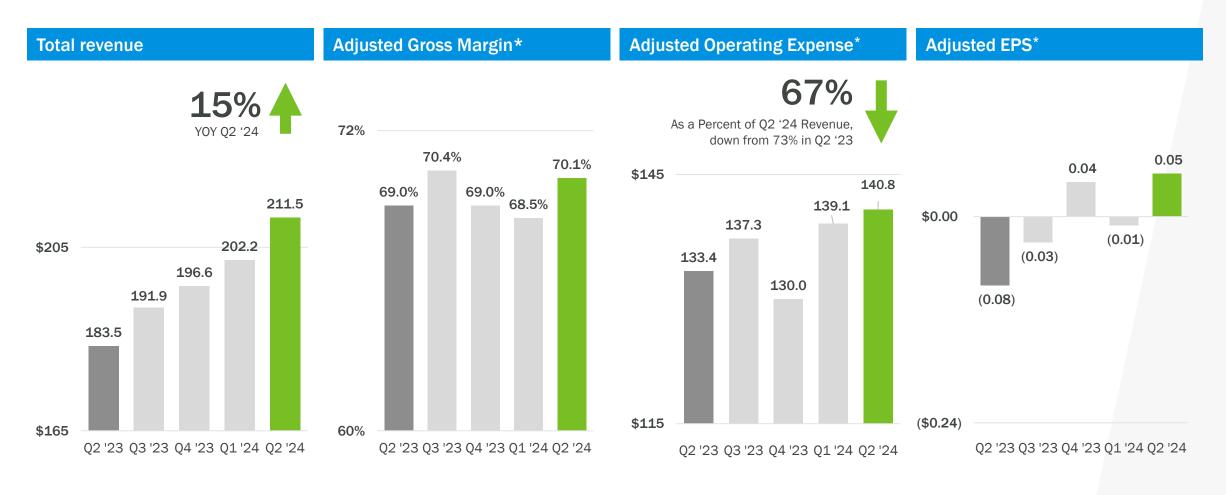


#### Revenue Cycle Management

Investments in technology (e.g. optical character recognition)
 and pre-authorization team

## Financial progression by quarter (2023 – Q2 '24)

All figures in millions, except per share amounts and percentages



 $\ast {\sf GAAP}$  to non-GAAP reconciliations can be found in the appendix.

## **Reaffirm 2024 revenue and non-GAAP financial guidance**

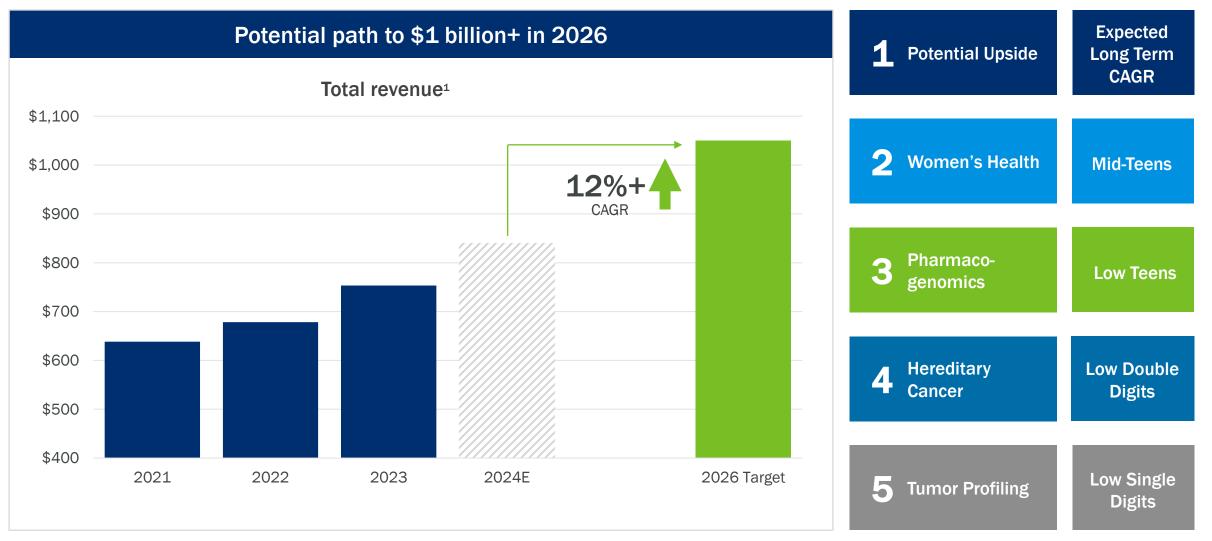
All figures in millions, except per share amounts

	2024 FINANCIAL GUIDANCE	2024 COMMENTS
Total revenue	\$835 - \$845	2024 annual growth between 11% - 12% over 2023.
Gross margin %	70.0% - 70.5%	GM expected to fluctuate in any quarter given seasonality.
Adjusted operating expenses*	\$575 - \$585	2024 annual growth between 6% - 8% over 2023.
Adjusted EBITDA*	\$25 - \$35	2024 adjusted EBITDA growth of \$36 to \$46 million over 2023.
Adjusted EPS*	\$0.08 - \$0.12	

Assumes currency rates as of October 9, 2024

\*The company does not forecast GAAP operating expenses, earnings before interest, tax, depreciation, or amortization (EBITDA), and earnings per share because it cannot predict certain elements that are included in reported GAAP results. See the statement on Non-GAAP Financial Measures at the beginning of this presentation for more information about the use of non-GAAP financial measures.

## Accelerating growth expected through prudent investment strategy



2024E revenue reflects the mid-point of current revenue guidance range of between \$835M - \$845M

Strength of business model expected to drive revenue growth, operating leverage and profitability long-term targets

<b>12%+</b> revenue growth	<ul> <li>Revenue growth expected to benefit from:</li> <li>Ongoing commercial execution across focus markets</li> <li>Average revenue per test trends remain stable</li> <li>Revenue target includes modest contribution from planned new products and no contribution from future M&amp;A</li> </ul>
<b>70%+</b> industry leading gross margins	<ul> <li>Gross margins expected to benefit from:</li> <li>Ongoing volume growth and product mix</li> <li>Lab enhancements and consolidation</li> <li>RCM progress</li> <li>Opportunity for fixed cost leverage and savings in materials</li> </ul>
6-7% CAGR OpEx growth	Ongoing productivity gains across the 580+ sales reps and

while leveraging SG&A

Ongoing productivity gains across the 580+ sales reps and disciplined spend in growth-focused activities

**Double digit** Adj. EBITDA margins

**Myriad** genetics

Expect Free cash flow (FCF) to track adjusted EBITDA progression

## Paul J. Diaz

President and Chief Executive Officer

## Closing thoughts

## **Aspiration**



#### Patient, Provider & Employer of Choice

- Excellence in clinical value
- Removing points of friction
- Ensuring quality in everything we do



#### **High-value Innovation**

- Patient-centric
- Leading science
- Where we have a right to win



#### Improve Access & Sustainable Growth

- Increase our reach
- Extend digital engagement
- Expand coverage

**Wyriad** genetics<sup>•</sup>



#### **Financial Performance**

- Improving average revenue per test
- Focus on gross margin
- Rigorous expense management



## Long-Range Financial Targets 12%+ Revenue CAGR 70%+ Gross Margin

Double Digit Adj EBITDA Margin in 2026



## Reconciliation of GAAP to Non-GAAP Financial Measures for the twelve months ended December 31, 2022 and 2020

(unaudited data in millions, except per share amounts)

	Year ended December 31,			
	 2022		2020 *	
Adjusted Net Income (Loss) <sup>(1)</sup>				
Net Loss Attributable to Myriad Genetics, Inc. Stockholders	\$ (112.0)	\$	(223.6)	
Acquisition - amortization of intangible assets	40.9		60.7	
Goodwill and long-lived asset impairment charges	16.8		98.4	
Equity compensation	37.8		24.4	
Transformation initiatives	17.9		18.1	
Acquisition-related costs	5.1			
Legal charges, net of insurance reimbursement	(11.4)		_	
Other adjustments	0.7		11.2	
Tax impact of non-GAAP adjustments	(20.0)		(38.8)	
Adjusted Net Income (Loss)	\$ (24.2)	\$	(49.6)	
Weighted average shares outstanding:				
Basic	80.6		74.8	
Diluted	80.6		74.8	
Adjusted Net Earnings Per Share				
Basic	\$ (0.30)	\$	(0.66)	
Diluted	\$ (0.30)		(0.66)	
(1) To determine Adjusted Net Farnings Per Share, or adjusted FPS				

To determine Adjusted Net Earnings Per Share, or adjusted EPS.

\*During the 2020 the Company transitioned from a fiscal year ended June 30 to a fiscal year that ended December 31. Consequently, there was a six-month transition period from July 1, 2020, to December 31, 2020.

## **Reconciliation of GAAP to Non-GAAP Financial Measures** for the twelve months ended December 31, 2022 and 2020

Following is a description of the adjustments made to GAAP financial measures:

- Acquisition amortization of intangible assets represents recurring amortization charges resulting from the acquisition of intangible assets.
- Goodwill and long-lived asset impairment charges impairment charges on long-lived assets and goodwill.
- Equity compensation non-cash equity-based compensation provided to Myriad Genetics employees and directors.
- Transformation initiatives transitory costs such as consulting and professional fees related to transformation initiatives and additional rent as a result of the build-out of our new laboratories in Salt Lake City, Utah and in South San Francisco, California, while maintaining our current laboratories in those locations.
- Acquisition-related costs non-recurring costs associated with our acquisition of Gateway Genomics, LLC.
- Legal charges, net of insurance reimbursement one-time legal expenses, net of insurance reimbursement. For the year ended December 31, 2021, we accrued \$48.0 million for the settlement of the qui tam lawsuit and \$14.0 million for settlement of the Abelli lawsuit.
- Other adjustments other one-time non-recurring expenses including expenses related to leadership transition, severance and retention agreements, expenses expected to be reimbursed by insurance, and changes in the fair value of contingent consideration related to acquisitions from prior years.
- Tax impact of non-GAAP adjustments tax expense/(benefit) due to non-GAAP adjustments and differences between stock compensation recorded for book purposes as compared to the allowable tax deductions and the CARES Act legislation.

# Reconciliation of GAAP to Non-GAAP Financial Measures for the Three and Six Months ended June 30, 2024 and 2023

(unaudited data in millions, except percentages)

	Three months ended June 30,			Six months en			nded June 30,	
		2024		2023		2024		2023
Adjusted Gross Margin								
Gross Profit <sup>(1)</sup>	\$	147.1	\$	125.7	\$	284.8	\$	247.7
Acquisition - amortization of intangible assets		0.3		0.3		0.6		0.6
Equity compensation		0.6		0.4		0.9		0.7
Transformation initiatives		_		0.2		_		0.2
Other adjustments		0.2		_		0.4		_
Adjusted Gross Profit	\$	148.2	\$	126.6	\$	286.7	\$	249.2
Adjusted Gross Margin		70.1%		69.0%		69.3%		68.3%

(1) Consists of total revenues less cost of testing revenue from the Condensed Consolidated Statements of Operations.

	Th	Three months ended June 30,				Six months ended June 30,			
		2024		2023	2024			2023	
Adjusted Operating Expenses									
Operating Expenses (1)	\$	183.6	\$	239.4	\$	349.2	\$	413.6	
Acquisition - amortization of intangible assets		(10.2)		(10.3)		(20.6)		(20.6)	
Goodwill and long-lived asset impairment charges		(11.6)		_		(11.6)		—	
Equity compensation		(14.0)		(10.8)		(25.6)		(17.9)	
Real estate optimization		(2.3)		(3.5)		(3.5)		(11.0)	
Transformation initiatives		(2.0)		(2.7)		(4.0)		(6.8)	
Legal charges, net of insurance reimbursement		(0.5)		(77.9)		(0.4)		(78.2)	
Other adjustments		(2.2)		(0.8)		(3.6)		(1.2)	
Adjusted Operating Expenses	\$	140.8	\$	133.4	\$	279.9	\$	277.9	

(1) Consists of research and development expense and selling, general and administrative expense, goodwill and lived-asset impairment charges, and legal settlements from the Condensed Consolidated Statements of Operations.

## Reconciliation of GAAP to Non-GAAP Financial Measures for the Three and Six Months ended June 30, 2024 and 2023

(unaudited data in millions, except per share amounts)

Three months ended June 30,				Six months ended June 30,				
	2024		2023		2024		2023	
\$	(36.7)	\$	(116.1)	\$	(62.7)	\$	(170.8)	
	10.4		10.7		21.1		21.3	
	11.6		_		11.6		—	
	14.6		11.1		26.5		18.5	
	2.3		3.5		3.5		11.0	
	2.1		2.9		4.0		7.0	
	0.6		77.9		0.5		78.2	
	2.3		0.8		2.5		1.2	
	(2.7)		2.8		(3.0)		9.8	
\$	4.5	\$	(6.4)	\$	4.0	\$	(23.8)	
	90.6		81.7		90.3		81.5	
	91.5		81.7		91.5		81.5	
\$	0.05	\$	(0.08)	\$	0.04	\$	(0.29)	
\$	0.05	\$	(0.08)	\$	0.04	\$	(0.29)	
	\$ \$ \$ \$	2024 \$ (36.7) 10.4 11.6 14.6 2.3 2.1 0.6 2.3 (2.7) \$ 4.5 90.6 91.5 \$ 0.05	2024         \$ (36.7) \$         10.4         11.6         14.6         2.3         2.1         0.6         2.3         (2.7)         \$ 4.5         90.6         91.5         \$ 0.05 \$	2024         2023           \$ $(36.7)$ \$ $(116.1)$ 10.4         10.7           11.6            14.6         11.1           2.3         3.5           2.1         2.9           0.6         77.9           2.3         0.8           (2.7)         2.8           \$ 4.5         \$ (6.4)           90.6         81.7           91.5         81.7           \$ 0.05         \$ (0.08)	2024         2023           \$ (36.7) \$ (116.1) \$           10.4         10.7           11.6            14.6         11.1           2.3         3.5           2.1         2.9           0.6         77.9           2.3         0.8           (2.7)         2.8           \$ 4.5         \$ (6.4) \$           90.6         81.7           91.5         81.7           \$ 0.05 \$ (0.08) \$	202420232024\$ (36.7)\$ (116.1)\$ (62.7)10.410.721.111.611.614.611.126.52.33.53.52.12.94.00.677.90.52.30.82.5(2.7)2.8(3.0)\$ 4.5\$ (6.4)\$ 4.090.6 $81.7$ 90.391.5 $81.7$ 91.5\$ 0.05\$ (0.08)\$ 0.04	2024         2023         2024           \$ (36.7) \$ (116.1) \$ (62.7) \$           10.4         10.7         21.1           11.6          11.6           14.6         11.1         26.5           2.3         3.5         3.5           2.1         2.9         4.0           0.6         77.9         0.5           2.3         0.8         2.5           (2.7)         2.8         (3.0)           \$ 4.5         \$ (6.4)         \$ 4.0         \$           90.6 $81.7$ 90.3         \$           91.5 $81.7$ 91.5         \$           \$ 0.05 \$ (0.08) \$ 0.04 \$         \$         0.04 \$         \$	

(1) To determine Adjusted Earnings (Loss) Per Share, or adjusted EPS.

## Reconciliation of GAAP to Non-GAAP Financial Measures for the Three and Six Months ended June 30, 2024 and 2023

#### Following is a description of the adjustments made to GAAP financial measures:

- Acquisition amortization of intangible assets represents recurring amortization charges resulting from the acquisition of intangible assets.
- Equity compensation non-cash equity-based compensation provided to Myriad Genetics employees and directors.
- Real estate optimization costs related to real estate initiatives. Prior to the fourth quarter 2023 reporting period, these costs were included in the transformation initiatives category. With respect to the adjusted free cash flow reconciliation, the cash flow effect of real estate optimizations excludes non-cash items such as accelerated depreciation. These costs include the following:
  - For the three months ended June 30, 2024, additional rent as a result of the build-out of our new laboratories in Salt Lake City, Utah, and South Francisco, California, while maintaining our current laboratories in those locations and testing and set-up costs for equipment in our new facilities.
  - For the three months ended June 30, 2023, additional rent as a result of the build-out of our new laboratories in Salt Lake City, Utah, and South San Francisco, California, while maintaining our current laboratories in those locations.
  - For the six months ended June 30, 2024, additional rent as a result of the build-out of our new laboratories in Salt Lake City, Utah, and South Francisco, California, while maintaining our current laboratories in those locations and testing and set-up costs for equipment in our new facilities, lease terminations gains, net of lease termination losses, impairment charges and other abandonment costs.
  - For the six months ended June 30, 2023, additional rent as a result of the build-out of our new laboratories in Salt Lake City, Utah, and South San Francisco, California, while maintaining our current laboratories in those locations, and accelerated depreciation in connection with our decision to cease the use of our former corporate headquarters in Salt Lake City, Utah.
- Transformation initiatives costs related to transformation initiatives including:
  - For the three and six months ended June 30, 2024, consulting and professional fees.
  - For the three and six months ended June 30, 2023, consulting and professional fees and severance costs related to restructuring.
- Legal charges, net of insurance reimbursement one-time legal expenses, net of insurance reimbursement. With respect to the adjusted free cash flow reconciliation, the cash flow effect includes cash paid for settlements in the related period.
- Other adjustments other one-time non-recurring expenses including:
  - For the three months ended June 30, 2024, changes in the fair value of contingent consideration related to acquisitions from prior years, severance, and other consulting costs.
  - For the three months ended June 30, 2023, primarily includes changes in the fair value of contingent consideration related to acquisitions from prior years.
  - For the six months ended June 30, 2024, primarily includes a gain recognized on acquisition, changes in the fair value of contingent consideration related to acquisitions from prior years, the
    reclassifications of cumulative translation adjustments to income upon liquidation of an investment in a foreign entity, severance, and costs incurred in connection with executive personnel
    changes.
  - For the six months ended June 30, 2023, consulting and professional fees related to prior year acquisitions and changes in the fair value of contingent consideration related to acquisitions from prior years.

## **Reconciliation of GAAP to Non-GAAP Financial Measures** for the Three and Six Months ended June 30, 2024 and 2023

- Depreciation expense depreciation expense recognized on our fixed assets.
- Goodwill and long-lived asset impairment charges for the three and six months ended June 30, 2024, primarily the impairment of assets held for sale related to the sale of the EndoPredict business to Eurobio Scientific.
- Contingent consideration payment for the three months ended June 30, 2024, the payment of contingent consideration related to the previous acquisition of Sividon Diagnostics GmbH.
- Tax adjustments tax expense/(benefit) due to non-GAAP adjustments, differences between stock compensation recorded for book purposes as compared to the allowable tax deductions, and valuation allowance recognized against federal and state deferred tax assets in the United States.
  - As of June 30, 2024, a valuation allowance of \$63.3 million was not recognized for non-GAAP purposes given our historical and forecasted positive earnings performance.
  - As of June 30, 2023, a valuation allowance of \$37.2 million was not recognized for non-GAAP purposes given our historical and forecasted positive earnings performance.