# BofA Securities 2024 Healthcare Conference

# Myriad genetics •



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

Some of the information presented here today contains projections or other forward-looking statements regarding future events or the future financial performance of the Company.

#### FORWARD-LOOKING STATEMENTS AND DISCLAIMERS

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—<sup>®</sup> and TM—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.



## **Myriad Genetics at-a-glance**



### A leader in genetic testing

Established franchises in hereditary cancer, pharmacogenomics, and prenatal testing



30+ years of scientific and commercial achievements

1,000+ scientific publications and counting





**50,000+** active ordering healthcare providers<sup>1</sup>

**74** net promoter score<sup>1</sup>

**~2,700** employees<sup>1</sup>



Strong start to 2024: 12% revenue growth year-over-year<sup>1</sup>
Commercial execution driving both volume growth and price stability



Market-leading gross margins; healthy balance sheet



Innovation in '24 and beyond

Expect to launch multiple differentiated tests in prenatal and oncology

1. As of 1st quarter, 2024



# First quarter 2024 operating and financial highlights



Achieved Double Digit Revenue Growth; Average Selling Price (ASP) Improvements



+9% volume YOY

+2% ASP YOY

ASP improvement across majority of test portfolio



# Increasing Profitability Momentum

\$4 million Adj. EBITDA significantly improved from \$(19) million in Q1 '23

\$(0.01) Adj. EPS also improved compared to \$(0.21) in Q1 '23

#### On-Going Execution of Near-Term Strategic Priorities

Early wins (both Prenatal and Oncology) from competitor dislocation

Optimization of Oncology portfolio: IPG assets and reorg of int'l ops

Labs of the Future plan ontrack

Acceleration of investment in clinical validation studies and EMR

# Expected New Products in 2025 Support Long-Term Growth

#### **Upcoming Launches**

- o Foresight Universal Plus
- FirstGene
- Precise Liquid
- Molecular Residual Disease (MRD)

Well Positioned in Regulatory Environment

#### **Publications + Presentations**

- o 6 manuscripts published so far in 2024
- o ACOG: 5 posters
- ASCO: 6 posters + 1 podium

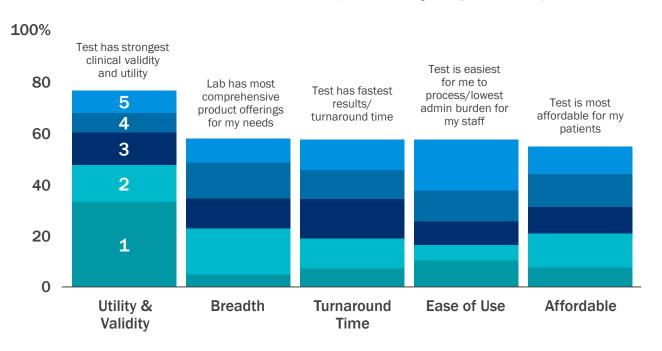
<sup>\*</sup>Percentages do not sum due to rounding



## Strategic pillars anchored in customer requirements

#### **Top 5 test provider requirements**

#### **Healthcare Providers (ranked by importance)**



### 4 strategic pillars



# Diversified portfolio within large, fragmented, actionable markets

	Oncology					Women's Health		PGx
	AFFECTED HCT + GERMLINE	TUMOR PROFILING <sup>3</sup>	MRD	HRD <sup>2</sup>	UROLOGY	PRENATAL	UNAFFECTED HCT	PGx
Actionable Market Opp. <sup>1</sup>	\$1.2B	\$500M	\$20B+	\$350M	\$600M	\$2.3B	\$3B	\$5B
Market Penetration	~65%	~45%	<5%	~40%	~35%	~50%	<15%	~15%
Myriad Products	MyRisk® Hereditary Cancer Test  BRACAnalysis CDX® Germline Companion Diagnostic Test	Precise™ Tumor  Molecular Profile Test  Precise™ Liquid  Molecular Profile Test	Precise <sup>™</sup> MRD Molecular Residual Disease Monitoring	MyChoice® CDX Myriad HRD Companion Diagnostic Test	Prolaris® Prostate Cancer Prognostic Test	Foresight® Carrier Screen  Prequel® Prenatal Screen  SneakPeek®	MyRisk® Hereditary Cancer Test  BRACAnalysis CDX® Germline Companion Diagnostic Test	GeneSight® Mental Health Medication Test



of actionable market opportunity

<40%

average market penetration across all categories

<20%

of market share concentrated among Top 3 players

Myriad holds

Top 3 position

in 6 out of 7 active product categories

Data as of 2022 from third-party global consulting firm and internal estimates



<sup>1:</sup> Actionable market indicated against cancers of commercial focus

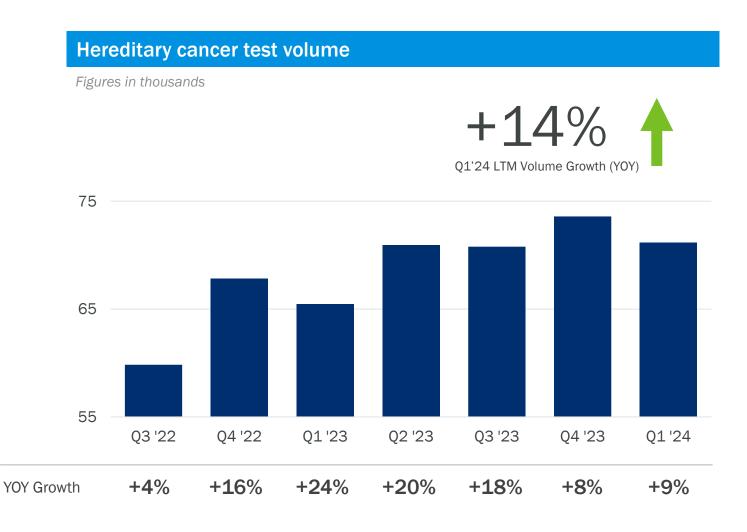
<sup>2:</sup> In ovarian, breast, prostate, and pancreatic cancers only

<sup>3:</sup> Reflective of IHC partnership

# Significant opportunity to accelerate MyRisk growth across Women's Health, Imaging, Oncology and Urology







# MyRisk addresses the needs of large and growing markets



#### **Unaffected Market - Hereditary Screening**

Actionable market size (US only)

~\$3B

Market penetration\*

**15**%

Market growth\*\*

High single digits

MYGN market share

30% - 35%

#### **Affected Market - Germline Screening**

Actionable market size (US only)

~\$1.2B

Market penetration

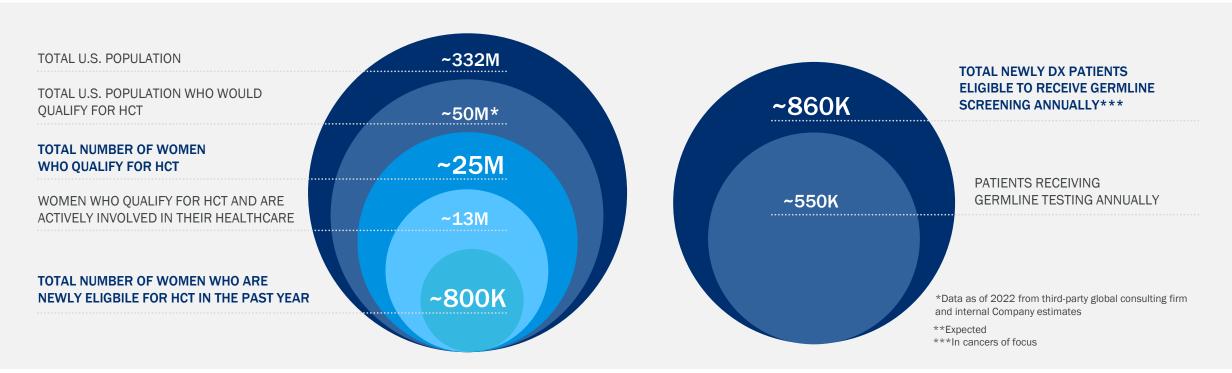
**65**%

Market growth\*\*

Mid single digits

MYGN market share

~20%





# Myriad's Breast Cancer Risk Assessment Program MyRisk with RiskScore® a clinically differentiated Hereditary Cancer Test









More than 50% of unaffected patients\* tested with MyRisk® with RiskScore® will qualify for a change to their medical management.

"All women in the U.S. should have equal access to the insights that genetic testing provides."

**Dr. Monique Gary, DO, FACS,**Breast surgeon and patient advocate at Grand View Health in Sellersville, PA







\*Source: Myriad internal data based on MyRisk tests reported between 9/1/2021 and 02/01/2023 ordered for unaffected patients by OBGYN & Primary Care healthcare providers.





### **Precise™ Tumor**

Robust tumor profiling & therapy selection

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

## **Precise**<sup>™</sup> Liquid

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**

Molecular residual disease monitoring

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



## Women's Health

### **FirstGene**<sup>™</sup>

Multiple prenatal screening

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

### **Foresight**<sup>™</sup>

**Expanded carrier screen** 

Pioneering expanded carrier screen that uses NGS to find pathogenic variants underlying recessive disease

## Positioned to Succeed in an Increasingly Regulated Environment



This document is scheduled to be published in the Federal Register on 05/06/2024 and available online at

https://federalregister.gov/d/2024-08935, and on https://govinfo.gov

#### DEPARTMENT OF HEALTH AND HUMAN SERVICES

FDA NEWS RELEASE

# FDA Takes Action Aimed at Helping to Ensure the Safety and Effectiveness of Laboratory Developed Tests



At Myriad Genetics, we view patient safety and increasing patient access to diagnostic tests as essential to our mission of advancing health and well-being for all

# Myriad Genetics Initial Perspective on FDA Ruling on LDT Oversight

#### Well-positioned to meet FDA requirements

- Portfolio of molecular diagnostics tests meets CAP, CLIA and NY State requirements
- Strong Quality Assurance and Regulatory Affairs Organization

#### Deep experience with the FDA, including:

- Collaborating with FDA on regulatory submissions and achieving product approvals
- Building and maintaining a robust, FDA-compliant Quality Management System (QMS)

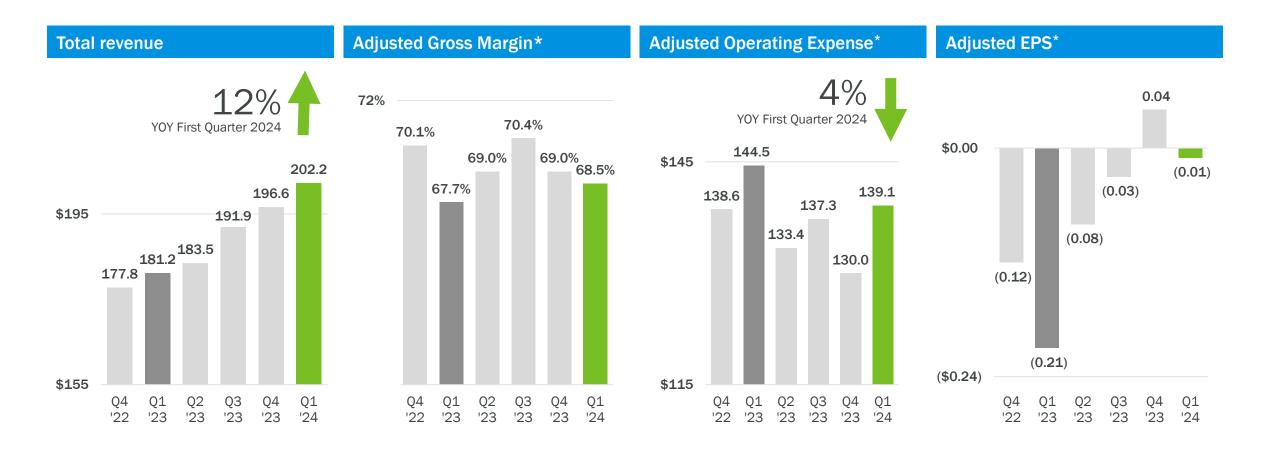
#### Plan to proactively engage with the FDA

 Facilitate timely regulatory feedback across product portfolio



# 2023 and Q1 '24 financial progression by quarter

All figures in millions, except per share amounts and percentages



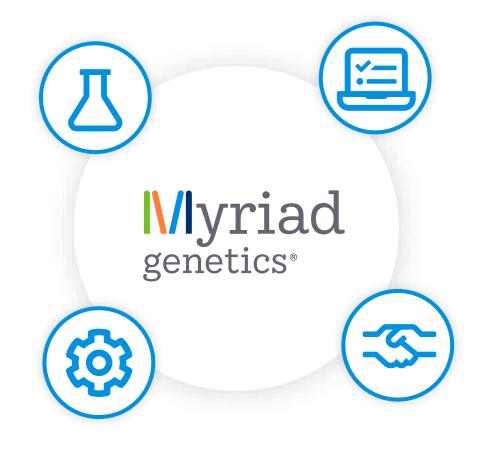
<sup>\*</sup>GAAP to non-GAAP reconciliations can be found in the appendix.



## Reiterate 2024 financial guidance

All figures in millions, except per share amounts and percentages

	2024 FINANCIAL GUIDANCE	YEAR-OVER-YEAR CHANGE
Total revenue	\$820 - \$840	9% - 11%
Gross margin %	69.5% - 70.5%	50 - 150 bps
Adjusted operating expenses*	\$572 - \$582	5% - 7%
Adjusted EBITDA*	\$20 - \$30	\$31 - \$41
Adjusted EPS*	\$0.00 - \$0.05	+\$0.27 - \$0.32



<sup>\*</sup>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 and the Appendix to this presentation for more information about the use of non-GAAP financial measures

**EXPECTED** 



# Well positioned to take advantage of future market opportunities



Annual revenue growth expected to accelerate to 10%+ in '24-'26

Reiterate 2024 full-year revenue guidance of \$820 - \$840 million reflecting expected annual growth of 9-11% over 2023



Right to win with core products driving market share gains

Enhanced commercial execution generating volume growth as adoption rates and competitive position improves



Pipeline addresses large growth markets

Robust and differentiated product pipeline expected to open access to incremental multi-billion-dollar markets



Operating leverage, profitability, and positive cash flow

Strength of business model, technology platform and enhanced laboratory capabilities expected to drive operating leverage, adjusted profitability and positive adjusted cash flow in 2024–2026



Ongoing Portfolio Repositioning and Capital deployment

Disciplined capital deployment; continue to invest in high ROI opportunities within core channels

Q&A