# Myriad Genetics First Quarter 2022 Earnings

May 5, 2022



Myriad genetics

Some of the information presented here today may contain projections or other forward-looking statements regarding future events or the future financial performance of the Company. 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>™</sup>—are the property of their respective owners.

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. A reconciliation of the GAAP to non-GAAP financial measures is provided under the investor section of Myriad's corporate website at www.myriad.com.

### Who we are, what we do, and why it matters

# Illuminating the path to better health through genetic insights.

### **Our purpose-led Mission**

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

#### **Our 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.

### **Empowering patients with answers and insights for better health**



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2022 Annual letter to stakeholders

At Myriad Genetics, our mission is to advance health and well-being for all, empowering patients to take control of their health and enabling healthcare providers to better detect, treat and prevent disease.

For more than 30 years, we've partnered with healthcare providers to advance genetic testing and precision medicine. Now, we are taking the same kind of scientific discipline and rigor that goes into our products and applying it to the management of our business.

In 2021, we executed on our transformation and growth plan, laying a strong foundation for long-term sustainable growth, profitability, and innovation."

Paul J. Diaz President and CEO Myriad Genetics **7 million+** genetic tests performed

95% of payers

of payers cover certain Myriad testing in network



eligible patients assisted with financial aid under Myriad uninsured and underinsured programs in 2021 – total value exceeding \$49 million



**1,000+** scientific publications to date



employees worldwide – 800 sales, medical, and customer service team members

### First quarter operating and financial highlights

# 1

Total revenue of **\$164.9 million** increased **11% YoY** after excluding the impact of the divested Vectra, Myriad RBM and myPath businesses

# 2

Diagnostic test volumes of **241,000** increased **10% YoY** after excluding divested businesses

ASP in the quarter increased **1% YoY**, stable ASP for **7 quarters** in a row

GAAP total operating expenses were **\$142.5 million**; decreasing **\$27.0 million YoY** 

Adjusted operating expenses decreased \$7.0 million YoY to \$120.0 million

# 4

GAAP operating loss in the quarter was **\$25.6 million;** improving **\$21.1 million YoY** 

Adjusted operating loss was **\$2.8 million**, improving **\$0.5 million YoY** 

# 5

Diluted GAAP EPS of \$(0.26) improved \$0.26 YoY and adjusted EPS of \$(0.03) improved \$0.03 YoY

In 2022, we remain on track to return to profitability

#### Ended the quarter with \$339.2 million in cash, cash equivalents and investments and no debt outstanding

### **Strategic priorities**

#### A trusted, differentiated partner with specialized expertise



# Innovation that improves clinical outcomes, ease of use, and access

Developing and enhancing best-in-class products to support growth, improve patient and provider experience and reach more patients of all backgrounds

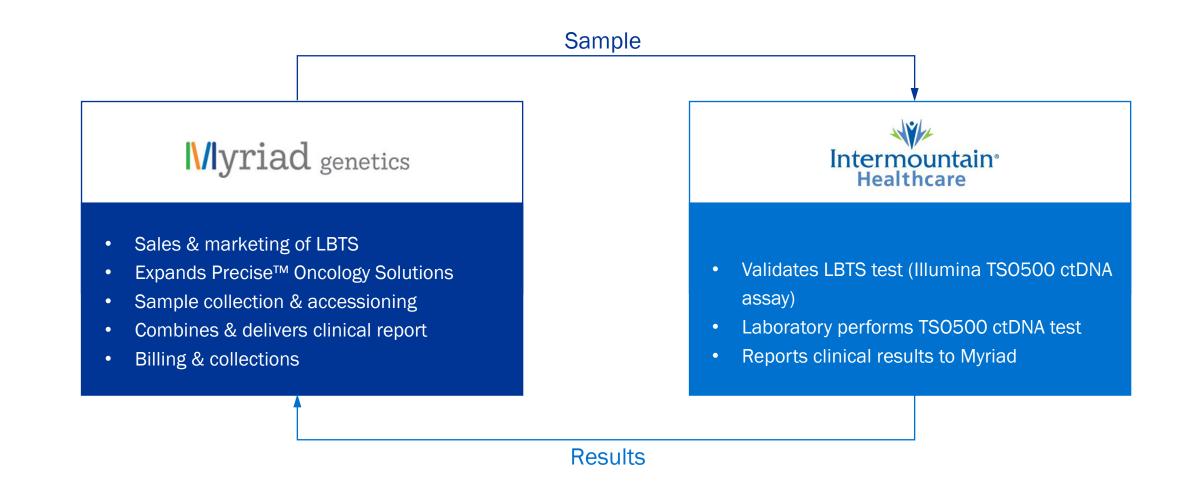
# Enterprise capabilities to accelerate growth and scale to market opportunity

Investing in tech-enabled commercial tools to drive engagement, improve revenue cycle management, and reduce complexity & cost

# Focus on execution and delivery of consistent results

Committed to disciplined management of a key set of initiatives to fulfill our mission and drive long-term growth and profitability

### **Expanded Precise Tumor partnership with Intermountain Precision Genomics** to accelerate launch of liquid biopsy therapy selection (LBTS) test offering



### In-house Measurable Residual Disease (MRD) solution built upon Myriad Genetics' existing core competencies

#### **Current status:**

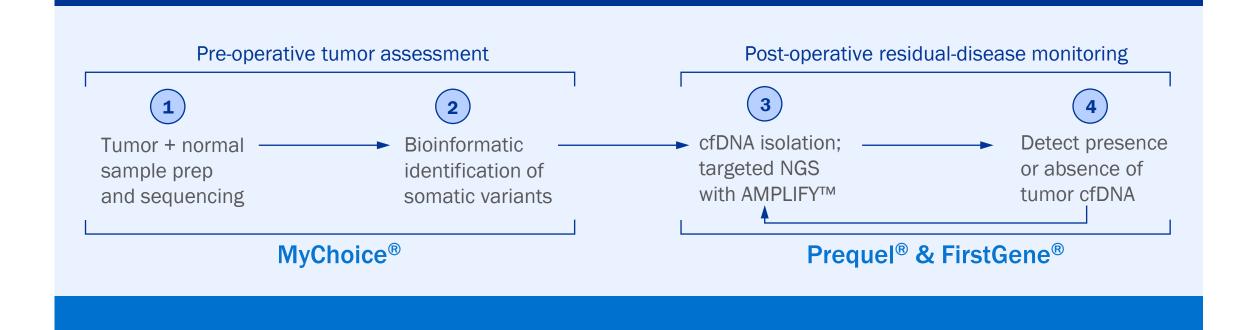
• Prototype underway; pharma availability expected in '23

**MRD Workflow with current Myriad capabilities** 

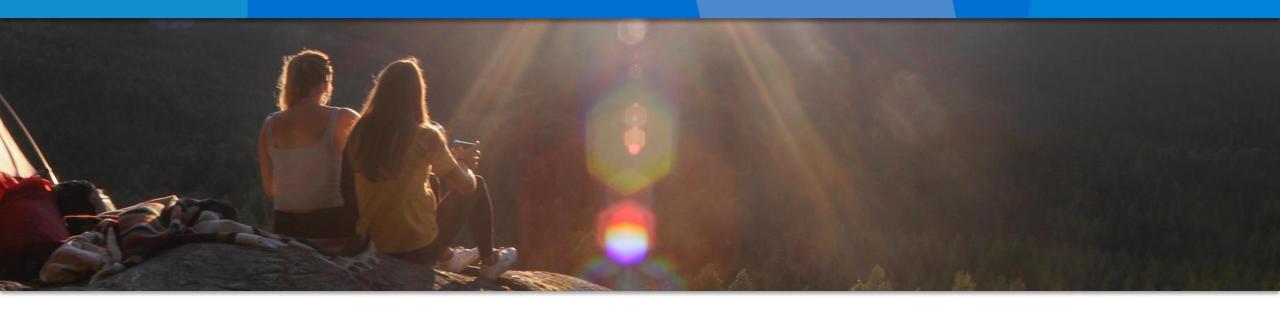
• Protocols for clinical studies undergoing review

#### **Expected performance:**

- High sensitivity, high specificity, and fast turnaround time
- Actionable information about nature of recurrent cancer



# Nicole Lambert, Chief Operating Officer





### **Mental Health**

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

#### **Operating Results**

Q1 '22 volume: ~84k Q1 '22 revenue: \$29.3M







#### **Quarterly highlights**

- GeneSight volumes in the first quarter reach one of its highest levels ever
- GeneSight Psychotropic 4.1 launches with key updates including three new medications:
  - suvorexant (Belsomra<sup>®</sup>)
  - lemborexant (Dayvigo<sup>®</sup>)
  - viloxazine (Qelbree<sup>®</sup>)
- WedMD features GeneSight Mental Health Monitor in front-page article on the treatment of teenagers with mental illness



#### Wyriad genetics

# Women's Health



with **RiskScore®** for all ancestries



MyRisk'

Hereditary Cancer Test

~113k

**Foresight**<sup>®</sup>

Carrier Screen

01 '22 revenue: \$65.5M

**Prequel**<sup>®</sup>

Prenatal Screen

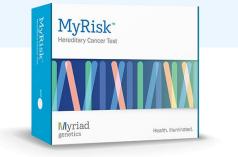
#### **Quarterly highlights**

2023E Launch

**FirstGene**<sup>®</sup>

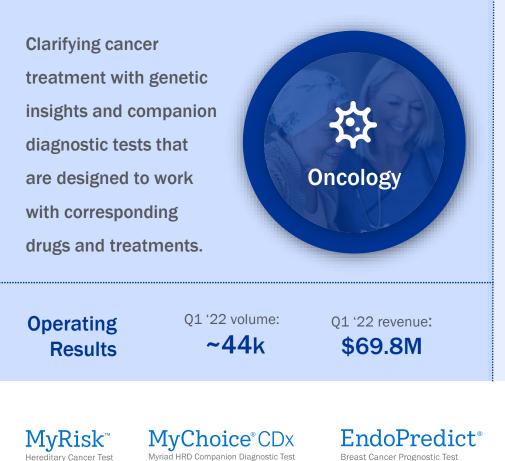
**Comprehensive Prenatal Screen** 

- MyRisk with RiskScore remains the only test of its kind for women of all ancestries
- Launched new Virtual Care Solution in • partnership with Genome Medical to provide end-to-end guidance for MyRisk testing
- Prenatal first quarter revenue up 35% • year-over-year
- Patient education tools experience ٠ spike in demand





# Oncology



#### **Quarterly highlights**

**Prolaris**<sup>®</sup>

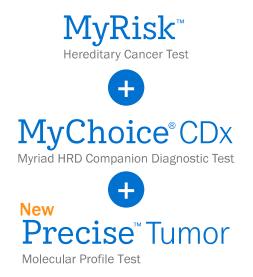
Prostate Cancer Prognostic Test

- Successful March 2022 launch of Precise Tumor for molecular tumor profiling
- New partnership with Intermountain Precision Genomics to launch Precise Liquid
- BRACAnalysis CDx receives FDA approval for use with Lynparza<sup>®</sup> in early-stage breast cancer treatment
- Prolaris prostate cancer prognostic test sets record volume levels in March 2022

# **Precise**<sup>™</sup> Tumor

Molecular Profile Test

Designed to help providers determine the best treatment plans for patients



#### Wyriad genetics

Germline Companion Diagnostic Tes

**BRACAnalysis** CDx<sup>®</sup>

5 May 2022

# **Bryan Riggsbee, Chief Financial Officer**

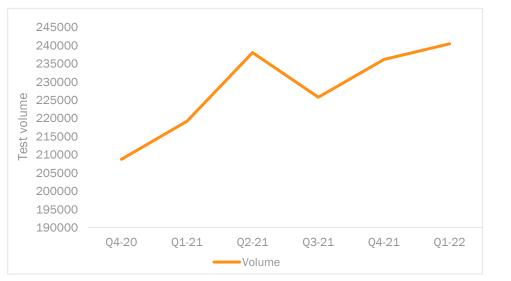


Nyriad genetics

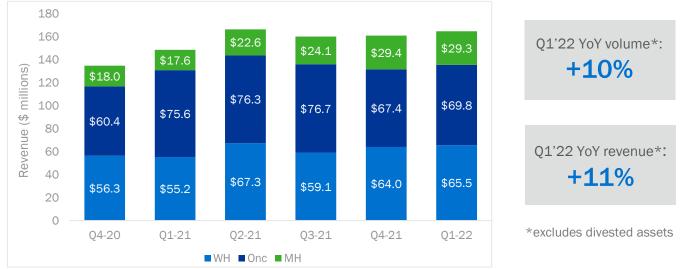
# Myriad continues to stabilize business and improve operating and financial results

### **Financial highlights**

- Maintained both GAAP & adjusted gross margins within guidance
- Stable ASP results for 7 consecutive quarters showing benefits of improved revenue cycle management



- Improved GAAP loss per share by \$0.26 and adjusted loss per share by \$0.03 compared to the first quarter of last year
- ~\$340M in cash, cash equivalents and investments with no debt



# **Consolidated quarterly highlights**

### Revenue excluding divested assets, adjusted gross margin, adjusted operating income, adjusted EPS

*In millions	March 2022	December 2021	March 2021	
Revenue*	\$164.6	\$160.8	\$148.4	
Annual change	11%	19%	_	
Adjusted gross margin	71.1%	71.8%	71.5%	
Annual change	(40 bp)	170 bp	_	
Adjusted op income (loss)*	(\$2.8)	\$0.1	(\$3.3)	
Annual change	\$0.5	\$11.4	_	
Adjusted earnings per share	(\$0.03)	(\$0.02)	(\$0.06)	
Annual change	\$0.03	\$0.10	_	
Revenue from prior period collections*	\$12	\$7	\$9	

Quarter ended

# First quarter 2022 — revenue by product, excluding divested assets

	2022			2021					
In millions	Women's Health	Oncology	Mental Health	Total	Women's Health	Oncology	Mental Health	Total	% Change
Hereditary cancer	\$33.6	\$37.3	_	\$70.9	\$31.5	\$44.6	_	\$76.1	(7%)
Prenatal	31.9	_	_	31.9	23.7	_	_	23.7	35%
Pharmacogenomics	—	_	29.3	29.3	_	_	17.6	17.6	66%
Tumor profiling	_	32.5	_	32.5	_	31.0	_	31.0	5%
Total core business revenue	\$65.5	\$69.8	\$29.3	\$164.6	\$55.2	\$75.6	\$17.6	\$148.4	11%

#### Three months ended March 31,

### First quarter 2022 revenue and test performance

		Year over Year %		Sequential %	
		Revenue	Test Volume	Revenue	Test Volume
Hereditary cancer	BRACAnalysis <sup>®</sup> CDx MyRisk <sup>™</sup> Companion Diagnostic Test Hereditary Cancer Test	(7%)	(12%)	(5%)	(10%)
Prenatal	Foresight <sup>®</sup> Prequel <sup>®</sup> Carrier Screen Prenatal Screen	35%	(1%)	6%	3%
Tumor profiling	MyChoice®CDX HRD Companion Diagnostic Test Breast Cancer Prognostic Test Precise™Tumor Prolaris® Molecular Profile Test Prostate Cancer Prognostic Test	5%	12%	23%	17%
Pharmacogenomics	GeneSight® Mental Health Medication Test	66%	49%	0%	7%
Overall company		(5%)	(3%)	3%	2%
<b>Overall company</b> (excluding divestitures)		11%	10%	2%	2%

ASP in the first quarter increased 1% YoY\* and 1% sequentially\*

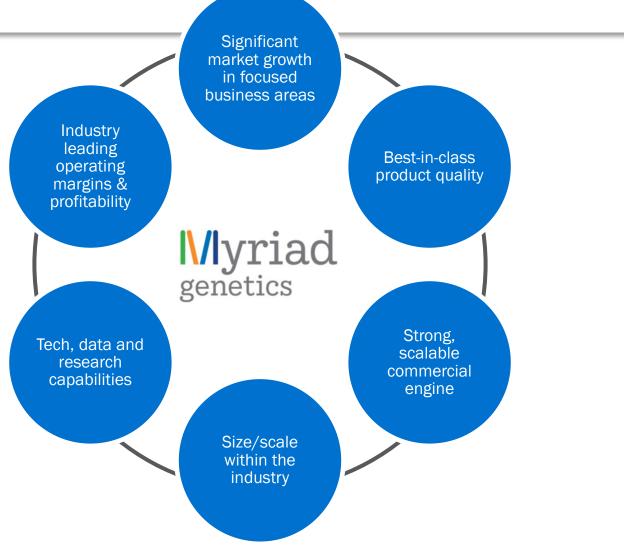
\*After excluding divested businesses

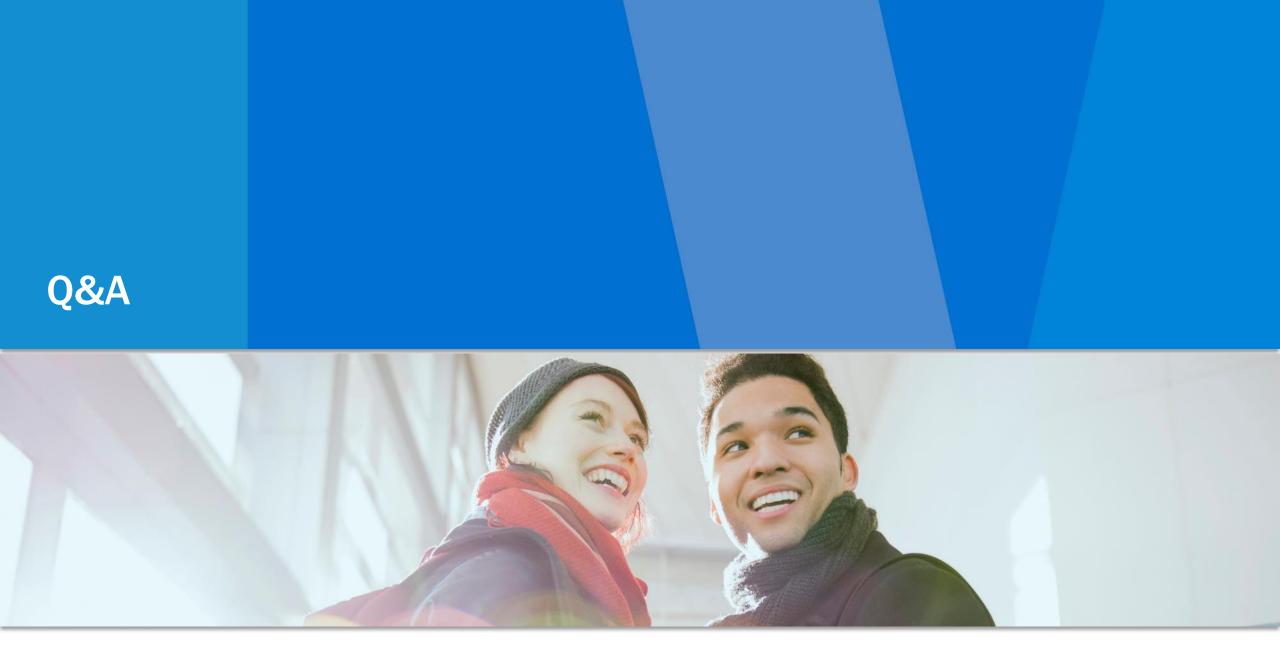
**Wyriad** genetics

# Myriad strengths and strategic advantages

#### Leader in genetic testing and precision medicine

- Successfully implementing transformation and growth strategy
- Broad and growing commercial capabilities with 60K healthcare providers ordering Myriad products across Women's Health, Oncology and Mental Health
- Commercial platform with market-leading breadth of payer relationships and revenue cycle management capabilities
- Trusted, differentiated healthcare partner with specialized expertise





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