# Myriad Genetics Third Quarter 2021 Earnings

November 2, 2021



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#### **Forward looking statements**

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 and transition reports 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.

#### 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 results 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.

#### Health. Illuminated.

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#### Quarterly operating and financial results were strong, despite COVID-19 headwinds and typical seasonal softness

# 1

Total revenue of **\$167.3M** increased **15% YOY** 

Excluding impact of divested Vectra, RBM and myPath, quarterly revenue increased **27% YOY** 

# 2

Diagnostic test volumes of 252,000 increased 15% YOY

Stability in ASPs for past four quarters, excluding impact of out-of-period collections

# 3

GAAP total operating expenses were **\$199.4** million; adjusted total operating expenses decreased **\$1.6 million** sequentially to **\$121.5 million** 

# 4

GAAP operating loss in the quarter was (\$79.9) million; adjusted operating loss was (\$1.4) million

# 5

GAAP EPS of **\$0.30**; Adjusted EPS were (**\$0.02**), and we remain on track to return to profitability in 2022

Closed divestiture of Myriad Autoimmune (Vectra) business

Paid down revolving credit facility - \$413.6 million cash, cash equivalents and investments

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### **4** strategic priorities



Developing best-in-class quality, service and accessibility for our products to accelerate growth and reach more patients of all backgrounds Enhancing our enterprise capabilities to improve the patient and physician experience, revenue cycle management, commercial capabilities and innovation Expanding access to our genetic insights through new digital tools and leveraging our data to elevate and expand our core products Committed to disciplined execution on a key set of initiatives to fulfill our mission and drive long-term growth and profitability

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## Women's Health Business Update

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- Focused on expanding access to genetic testing
- Launched MyRisk with RiskScore
- Continued execution on commercial transformation strategy
- Progress toward launch of combined Prequel / Foresight screen

First polygenic breast cancer risk score for women of all ancestries



MyRisk<sup>™</sup> Hereditary Cancer Test Combination noninvasive prenatal screening + carrier screening

Only 1 out of 3 patients undergo carrier screening and NIPS during pregnancy

Need to simplify current process of 3 samples from 2 parents

Comprehensive assessment with single blood draw, requiring just one sample from mother





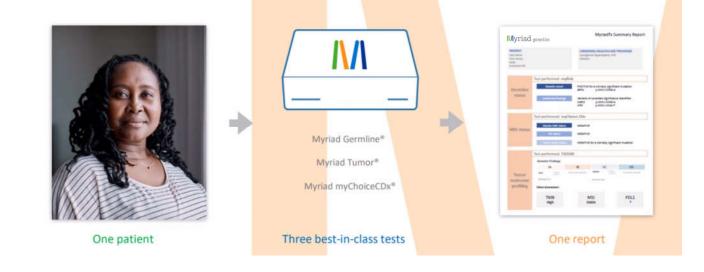
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## **Oncology Business Update**



- Advancing precision oncology
- Preparing launch of combined somatic, germline and CDx solution with Illumina and Intermountain for ovarian cancer patients
- Merging the power of CDx, next gen tumor sequencing and world-class testing services - \$5B market opportunity in tumor profiling
- Field teams gaining traction with large institutional wins at major health systems

Combined comprehensive somatic, germline and companion diagnostic solution



## **Mental Health Business Update**

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- GeneSight volumes growing in key provider segments, including general and nurse practitioners
- Digital ordering continuing to grow and evolve, and currently accounts for 10% to 15% of business
- ~30% of kits are home-based tests
- Enhanced GeneSight test, with ADHD, projected to exceed launch objectives for volume and revenue

Elevating GeneSight<sup>®</sup> Mental Health Medication Test to full potential



## **Status of transformation**

#### **Reset the Base**

**Phase** 

- Prioritized product innovation, research and technology initiatives
- Established firm financial position, reduced complexity and cost
- Launched comprehensive transformation plan

#### **Refocus the Organization**

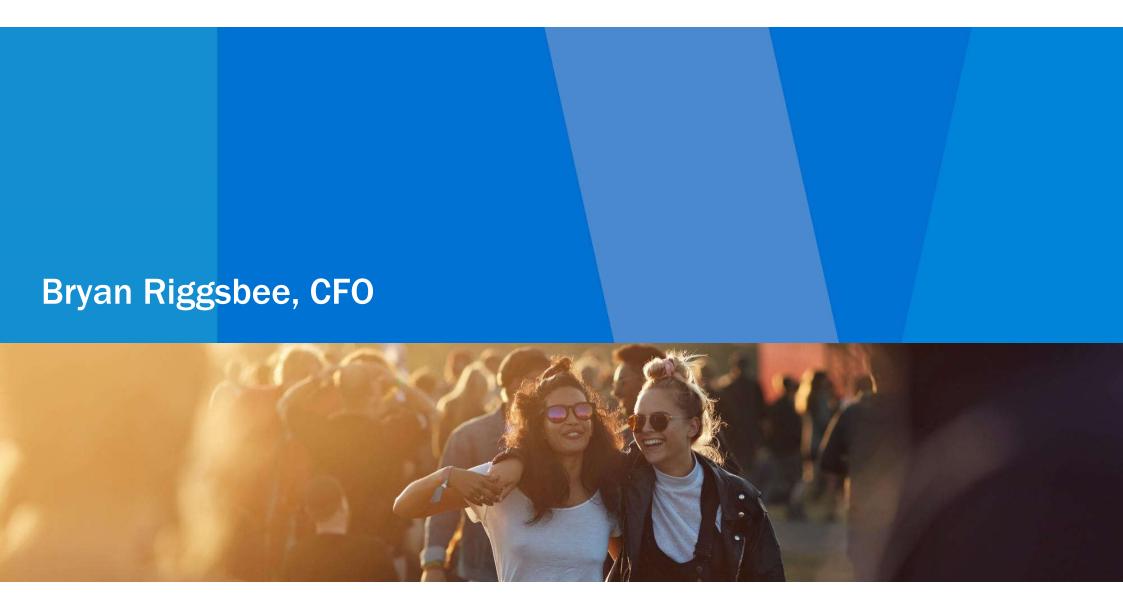
**Phase** 

- Reorganized around strategic priorities, reduced complexity and cost
- Improved financial performance and transparency with investors
- Enhanced reimbursement and revenue cycle capabilities

#### **Accelerate Growth**

**Phase** 

- Deploying customer centric, techenabled commercial model
- Building commercial capabilities to support new products
- Investing in innovation, research and partnerships to accelerate organic growth
- Seeking strategically sound acquisitions



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### **Portfolio simplification**



Closed sale of Myriad RBM July 1, 2021



**Closed sale of myPath Melanoma** May 28, 2021



**Closed sale of Myriad Autoimmune (Vectra)** September 13, 2021



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# **Consolidated quarterly highlights**

#### Revenue, adjusted gross margin, adjusted operating income, adjusted EPS

In millions	September 2021	June 2021	September 2020						
Revenue	\$167.3	\$189.4	\$145.2						
Sequential change	(12%)	9%	_						
Adjusted gross margin	71.7%	72.1%	69.8%						
Sequential change	-40 bp	+70 bp	_						
Adjusted op income (loss)	(\$1.4)	\$13.5	(\$12.3)						
Sequential change	(\$14.9)	+\$16.8	_						
Adjusted EPS	(\$0.02)	\$0.12	(\$0.15)						
Sequential change	(\$0.14)	+\$0.18	_						
Revenue from Prior Period Collections	\$8	\$13	(\$2)						

Quarter ended

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# Third Quarter 2021 — Revenue by product

	2021			2020							
In millions	Women's Health	Oncology	Mental Health	Other	Total	Women's Health	Oncology	Mental Health	Other	Total	% Change
Hereditary Cancer	\$35.5	\$43.9	_	—	\$79.4	\$39.2	\$41.3	—	—	\$80.5	(1%)
Tumor profiling	_	32.9	_	—	32.9	-	17.0	—	—	17.0	94%
Prenatal	23.6	_	_	—	23.6	16.6	—	—	—	16.6	42%
Pharmacogenomics	_	_	24.1	_	24.1	-	_	11.9	—	11.9	103%
Autoimmune	-	_	—	7.3	7.3	-	—	_	9.1	9.1	(20%)
Other	_	_	_	_	_	-	_	_	0.6	0.6	(100%)
Total molecular diagnostic revenue	59.1	76.8	24.1	7.3	167.3	55.8	58.3	11.9	9.7	135.7	23%
Pharmaceutical and clinical service revenue	_	_	_	_	_	-	_	_	9.5	9.5	(100%)
Total Revenue	\$59.1	\$76.8	\$24.1	\$7.3	\$167.3	\$55.8	\$58.3	\$11.9	\$19.2	\$145.2	15%

Three months ended September 30

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# **Revenue and test performance**

#### Year-over-year change September 2020–September 2021

		Revenue	Test Volume
Hereditary Cancer	BRACAnalysis <sup>®</sup> CDx MyRisk <sup>~</sup> Companion Diagnostic Test	(1%)	0%
Prenatal	Foresight <sup>®</sup> Prequel <sup>®</sup> Carrier Screen	42%	7%
Tumor Profiling	MyChoice®CDx HRD Companion Diagnostic Test Breast Cancer Prognostic Test Prostate Cancer Prognostic Test	94%	33%
Pharmacogenomics	GeneSight® Mental Health Medication Test	103%	71%
Overall company		15%	15%
Overall company (excluding divestitures)		27%	20%

ASP Stable



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# Thank you

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