



INVITAE

Genetics from downstream to mainstream

36TH ANNUAL JP MORGAN HEALTHCARE CONFERENCE
SAN FRANCISCO, CA

SEAN GEORGE, CHIEF EXECUTIVE OFFICER

Safe Harbor Statement

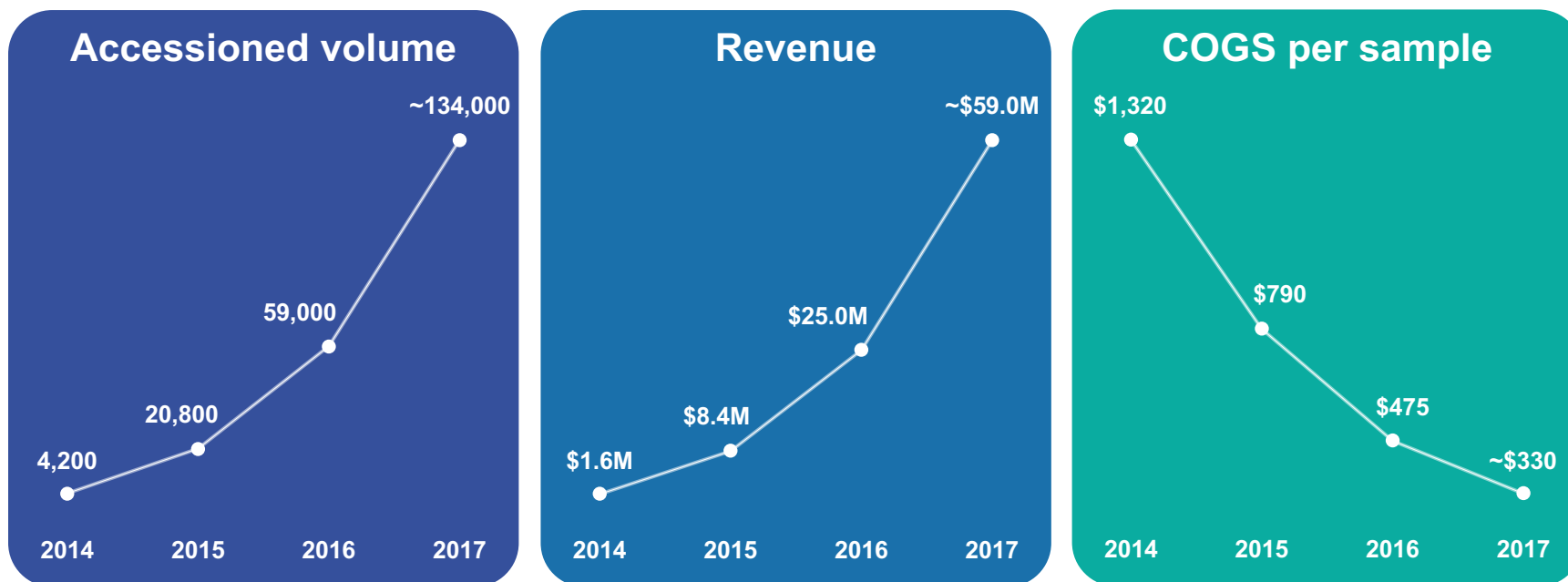
This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements relating to the company's estimates regarding its financial results for 2017, including accessioned volume, revenue and cost of goods per sample; the company's beliefs regarding the success and benefits of its business model, business strategy and momentum in its business; the company's beliefs regarding execution of its business plan and the potential areas of growth; the drivers of growth in the company's business; the company's belief that its network marks the emergence of a new industry; the company's beliefs regarding its ability to be a leader in the genetic information management market and a new era of healthcare; potential market opportunities and growth estimates; the company's expectations regarding continued growth in 2018, including volume and revenue levels; and the company's expectations regarding other financial indicators in 2018. Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially, and reported results should not be considered as an indication of future performance. These risks and uncertainties include, but are not limited to: the company's history of losses; the company's ability to execute on its business plan; company's need to scale its infrastructure in advance of demand for its tests and to increase demand for its tests; the company's ability to develop and commercialize new tests and expand into new markets; the company's ability to compete; the risk that the company may not obtain or maintain sufficient levels of reimbursement for its tests; risks associated with the company's ability to use rapidly changing genetic data to interpret test results accurately and consistently; the company's ability to acquire and successfully integrate businesses; security breaches, loss of data and other disruptions; laws and regulations applicable to the company's business, including potential regulation by the Food and Drug Administration; and the other risks set forth in the company's filings with the Securities and Exchange Commission, including the risks set forth in the company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2017. These forward-looking statements speak only as of the date hereof, and Invitae Corporation disclaims any obligation to update these forward-looking statements.

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- We have simplified genetic testing
- We have made genetic information more accessible
- We are transforming the field from testing to information management

Dominant growth in diagnostics

SETTING NEW RECORDS IN 2017



- Full-year 2017 accessioned volume of >134,000 samples exceed upper end of increased guidance range for base business
- Full-year 2017 revenue of ~\$59.0M, mid-point of 2017 guidance for base business

Focused execution is accelerating momentum

19 CONSECUTIVE QUARTERS OF DOUBLE-DIGIT SEQUENTIAL VOLUME GROWTH

Expanded product and commercial breadth

- Launched with ~200 genes
- Now test >20,000 genes
- Content across all stages of life

Invested in our technology process

- Custom, scalable software tools enabling medical interpretation at scale

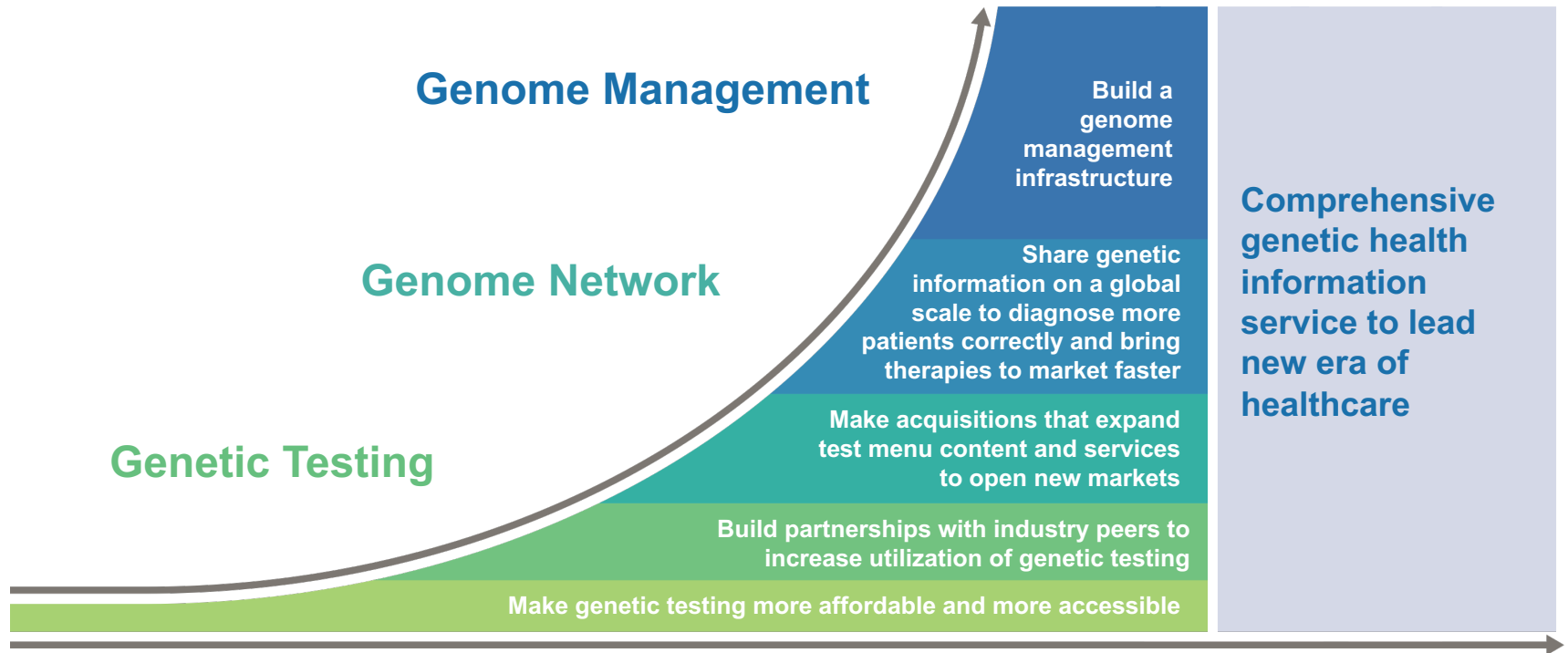
Disciplined acquisitions

- 4 successful acquisitions adding complementary capabilities and reach

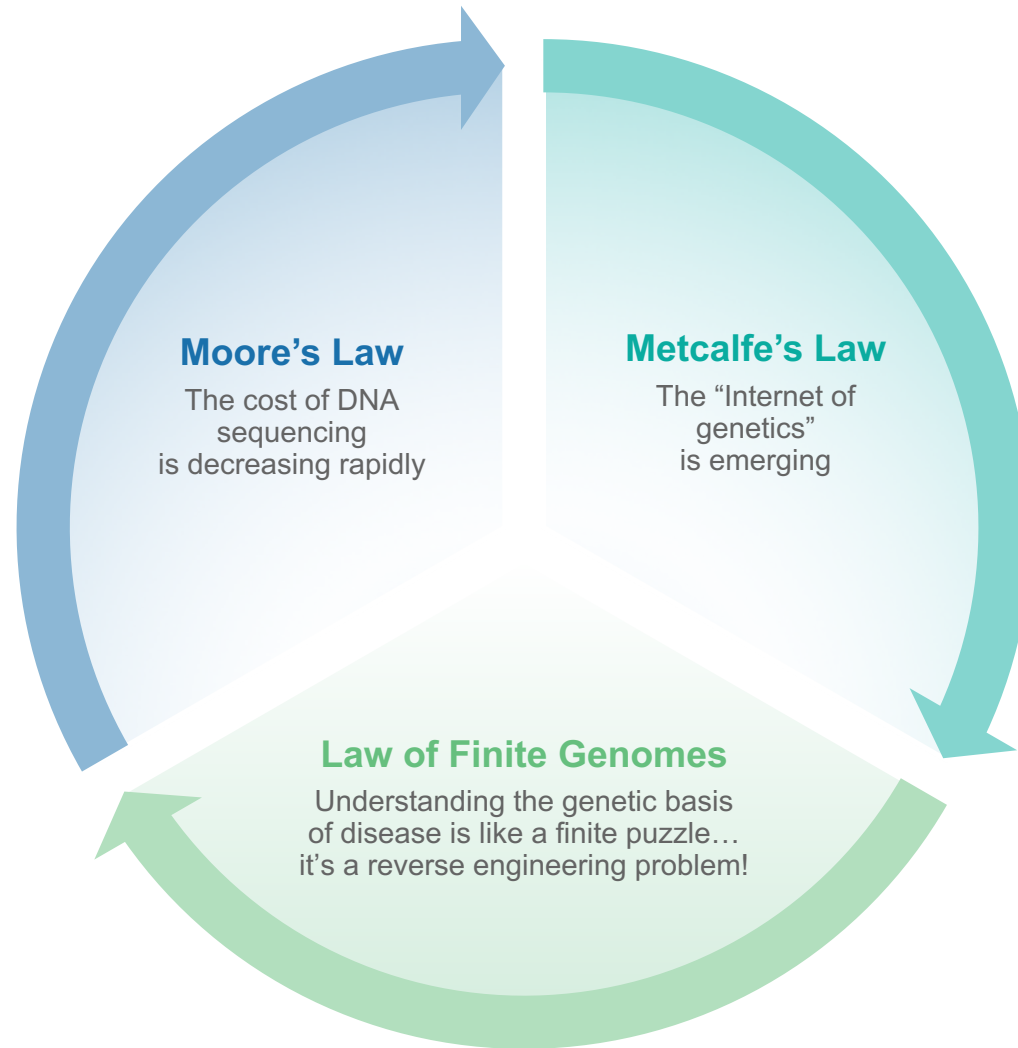
Commercial collaborations

- >14 biopharma and health system partners
- >100 advocacy organizations reaching >100,000 people

Invitae network marks emergence of new industry



A technology fueled business model



Executed in the most exacting of industries

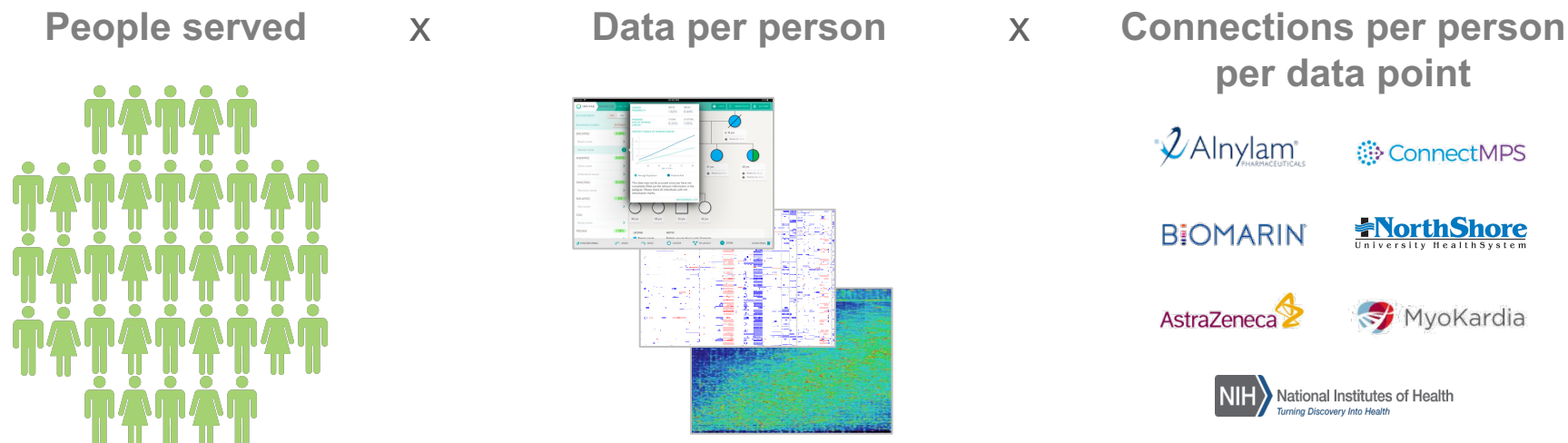
APPLYING WORLD-CLASS CLINICAL EXPERTISE TO RESULTS
THAT INFORM CRITICAL HEALTHCARE DECISIONS



Many companies deploying technology to lower costs
remain naïve about the complexity of biology

Capturing the broad potential of genetics

A GENETIC INFORMATION NETWORK THAT SPANS HEALTHCARE CONTINUUM



A network uniquely positioned to harness the potential of genetics across the healthcare continuum for the benefit of the individual

January 2014

~200 Genes

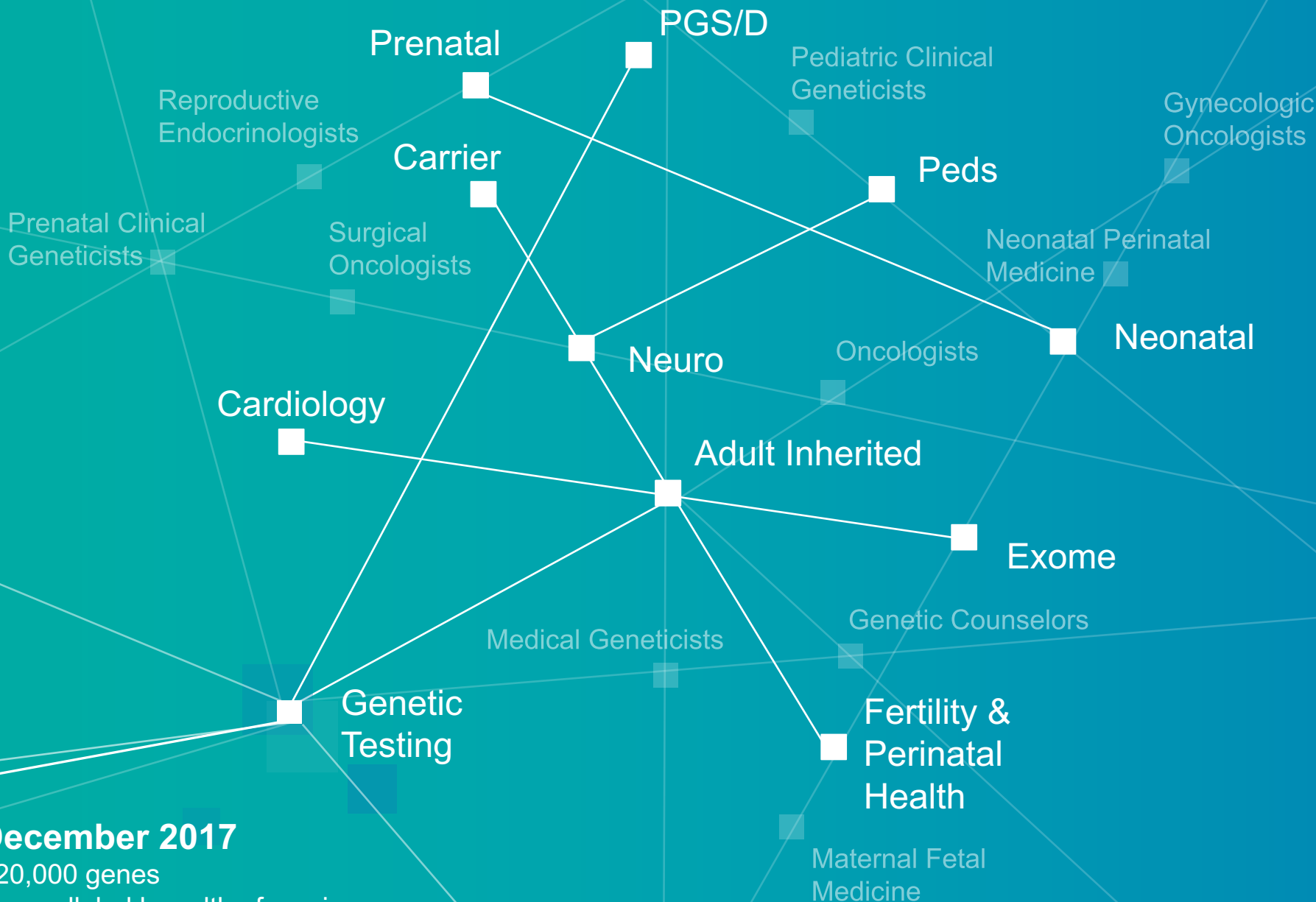
Specialists in niche market

Genetic
Testing

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graph LR; GT[Genetic Testing] --- HC[Hereditary Cancer]; GT --- GC[Genetic Counselors];
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Hereditary Cancer

Genetic Counselors

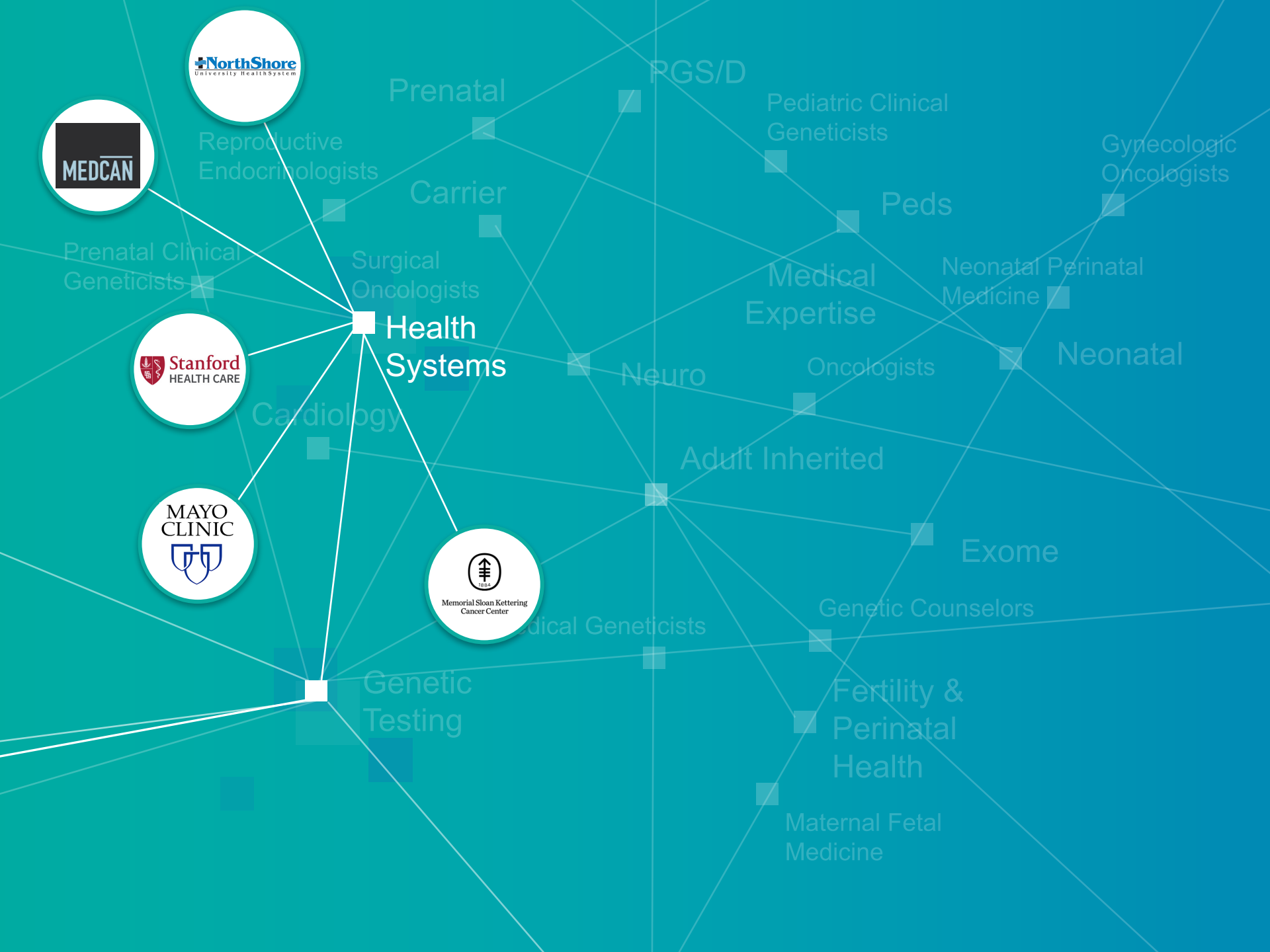


December 2017

>20,000 genes

Unparalleled breadth of service:

Genetic information through every stage of life



NorthShore
University HealthSystem

MEDCAN

Stanford
HEALTH CARE

MAYO
CLINIC



Memorial Sloan Kettering
Cancer Center

Health
Systems

Prenatal

Reproductive
Endocrinologists

Carrier

Surgical
Oncologists

Prenatal Clinical
Geneticists

Cardiology

Neuro

Adult Inherited

Genetic
Testing

Medical Geneticists

Genetic Counselors

Fertility &
Perinatal
Health

Maternal Fetal
Medicine

PGS/D

Pediatric Clinical
Geneticists

Peds

Medical
Expertise

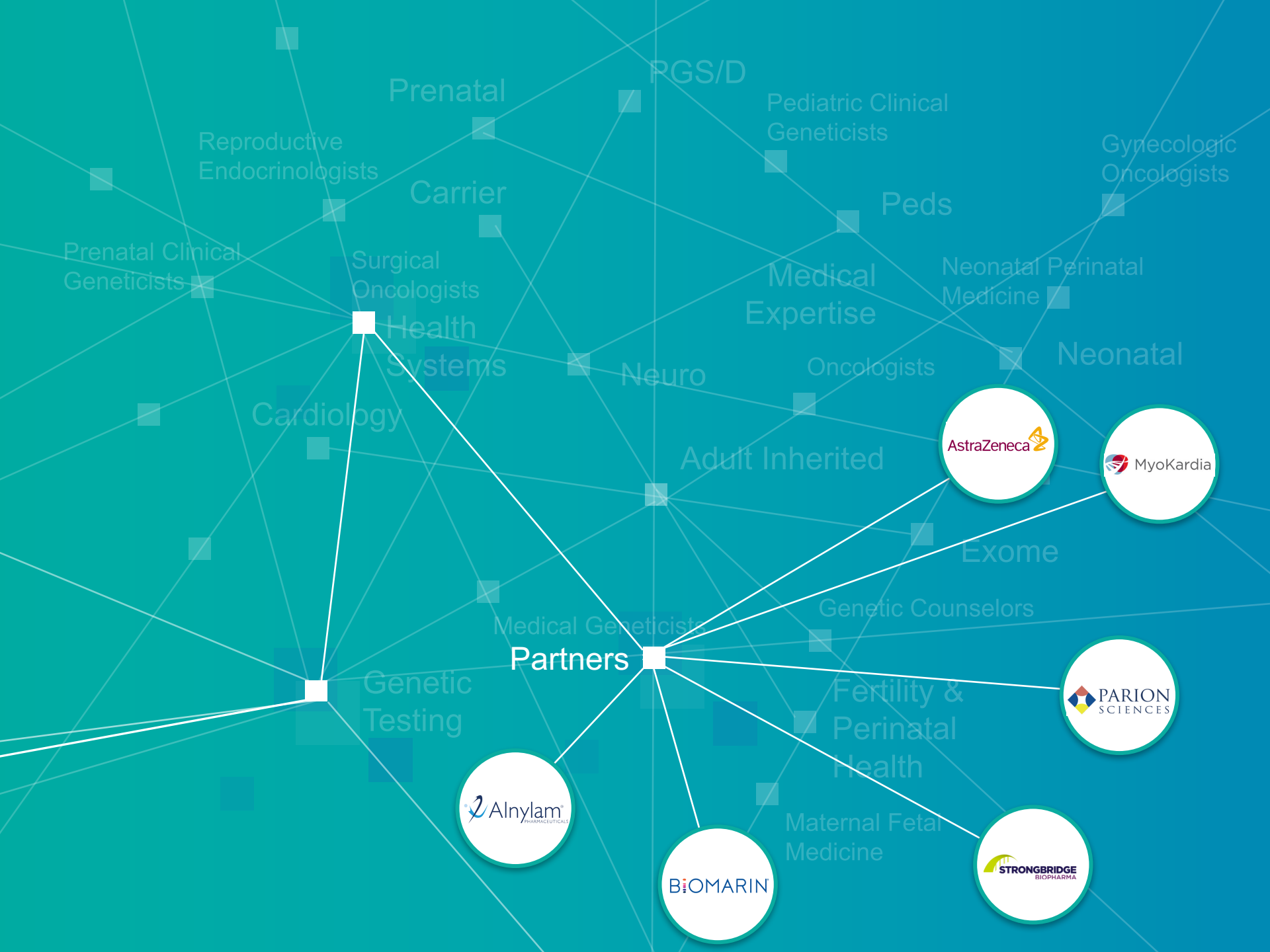
Oncologists

Neonatal

Neonatal Perinatal
Medicine

Gynecologic
Oncologists

Exome



Prenatal

PGS/D

Pediatric Clinical Geneticists

Gynecologic Oncologists

Peds

Neonatal Perinatal Medicine

Neonatal

Medical Expertise

Oncologists

Adult Inherited

Exome

Genetic Counselors

Fertility & Perinatal Health

Maternal Fetal Medicine

Neuro

Surgical Oncologists

Health Systems

Cardiology

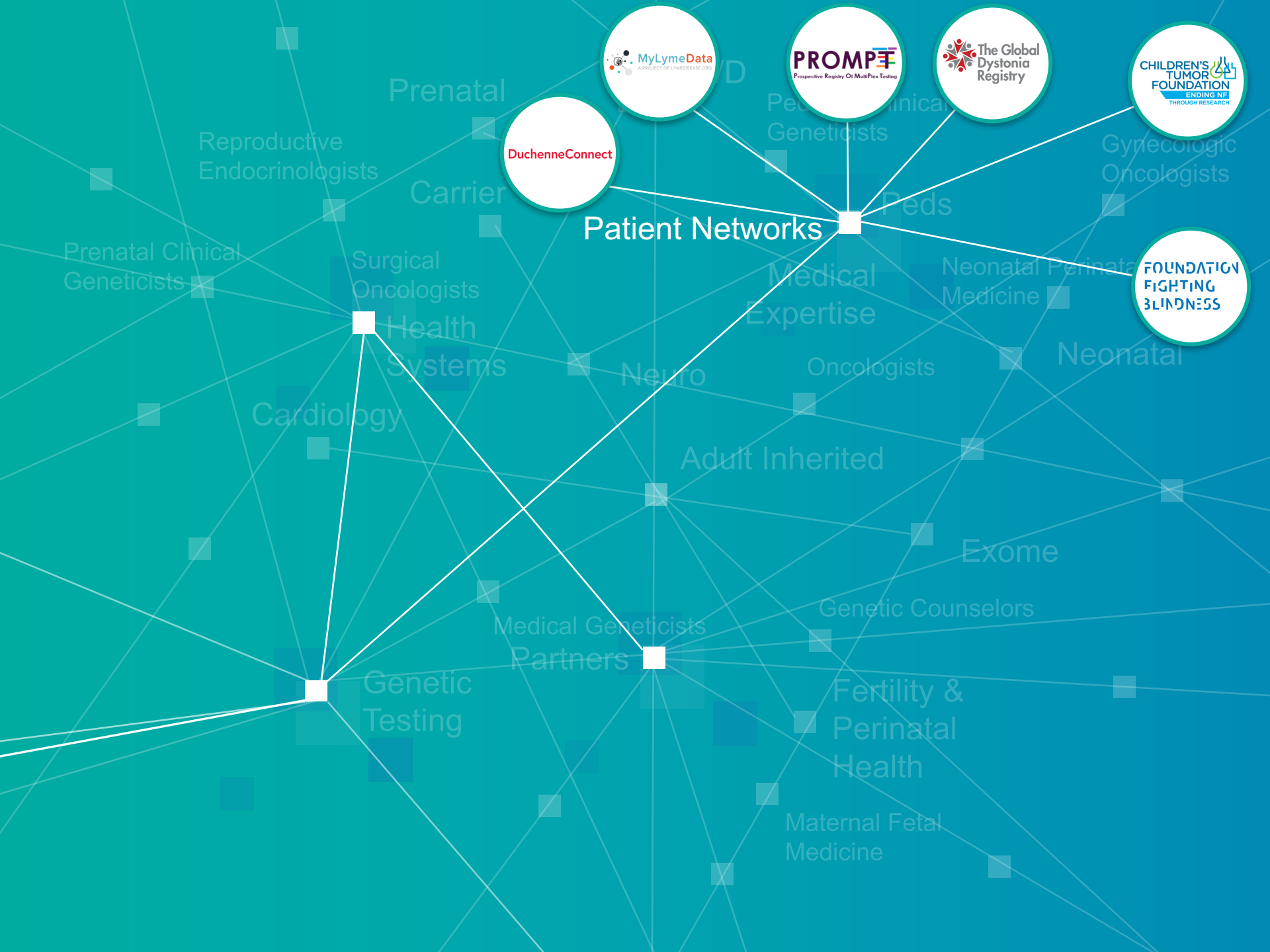
Prenatal Clinical Geneticists

Reproductive Endocrinologists

Carrier

Partners





Patient Networks

DuchenneConnect

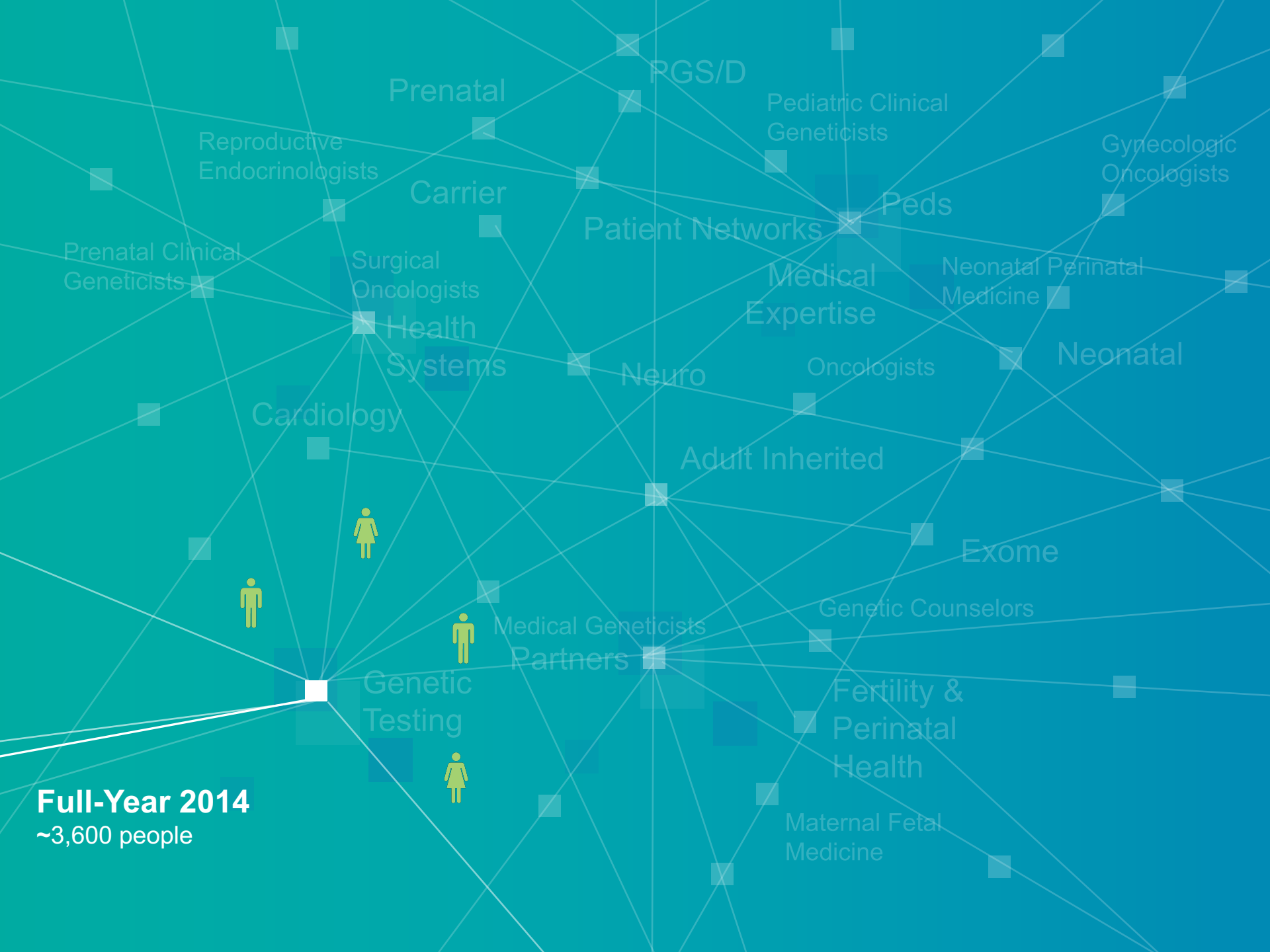
MyLymeData
A PROJECT OF LYME DISEASE.ORG

PROMPT
Prospective Registry Of MultiPlus Testing

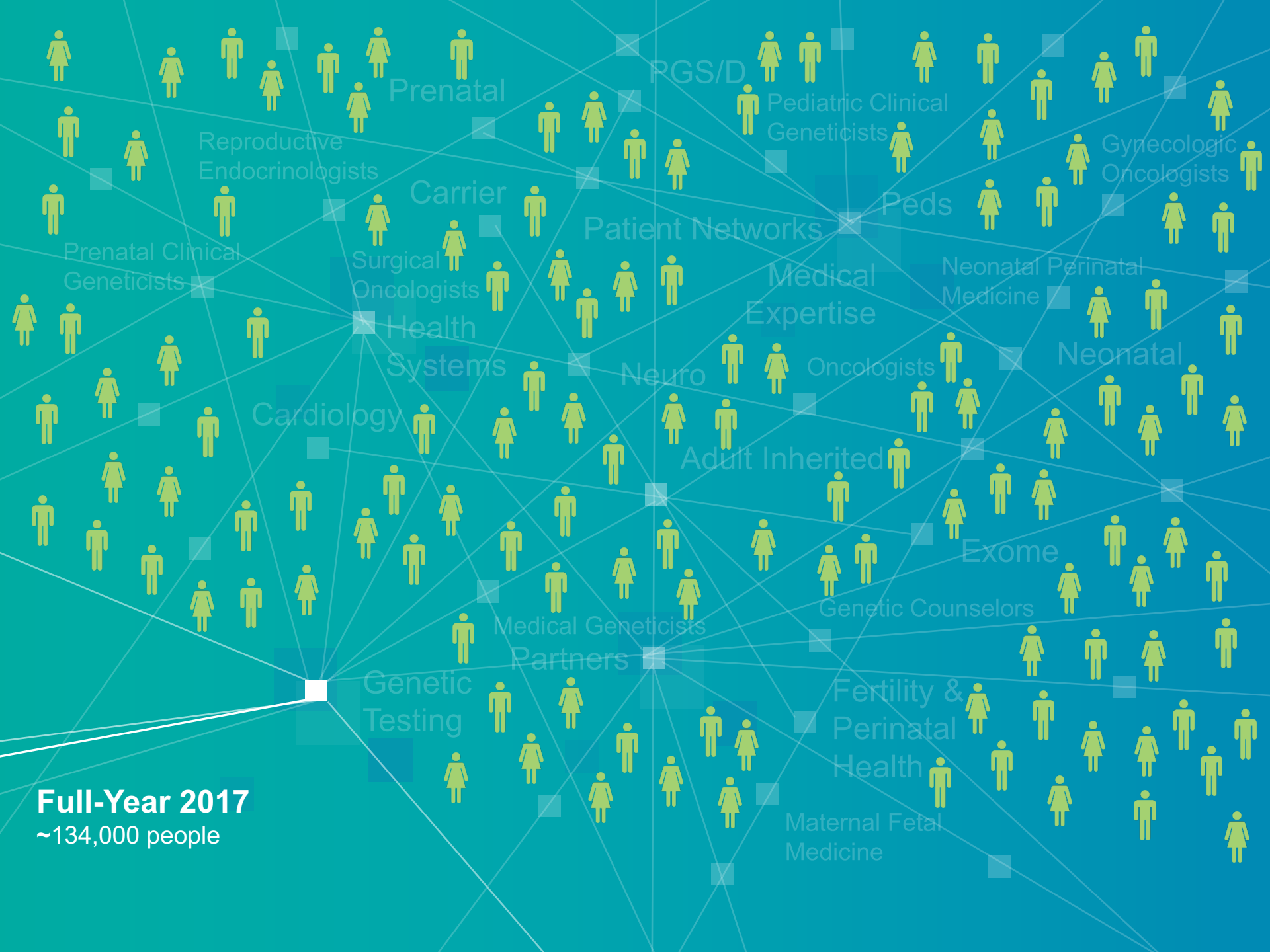
The Global
Dystonia
Registry

CHILDREN'S
TUMOR
FOUNDATION
THROUGH RESEARCH

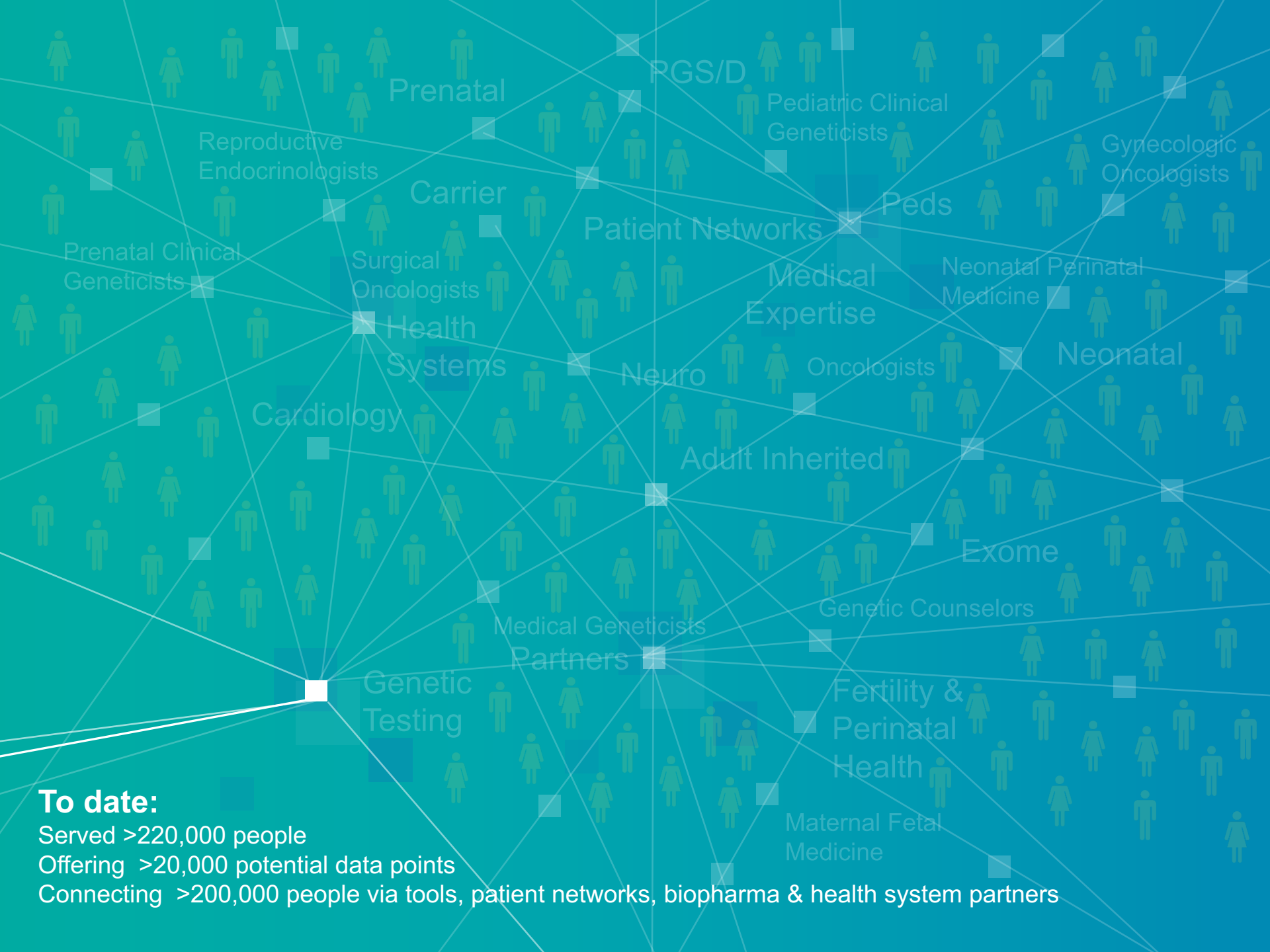
FOUNDATION
FIGHTING
BLINDNESS



Full-Year 2014
~3,600 people



Full-Year 2017
~134,000 people



To date:

Served >220,000 people

Offering >20,000 potential data points

Connecting >200,000 people via tools, patient networks, biopharma & health system partners

Simplify and answer comprehensively

PROVIDING GENETIC INFORMATION THROUGH EVERY
STAGE OF LIFE TO ANSWER THREE SIMPLE QUESTIONS



Carrier
screening



Fertility &
perinatal
health



PGS/D



Prenatal
testing



Neonatal
testing



Pediatric
testing



Adult
inherited
testing

Starting a family?

Diagnosing a
disease?

Informing my
health?

Uniquely capable of serving growing demand

Inherited Disease

- Cancer market estimated to grow to >2 million tests per year
 - 1.2-1.3 million women in the US with breast and ovarian cancer who qualify for genetic testing didn't receive it
 - ~1.7 million newly diagnosed cancers per year
- Cardio, Neuro, Peds estimated to grow over the coming years
 - >90 million Americans living with cardiovascular disease or after-effects of stroke

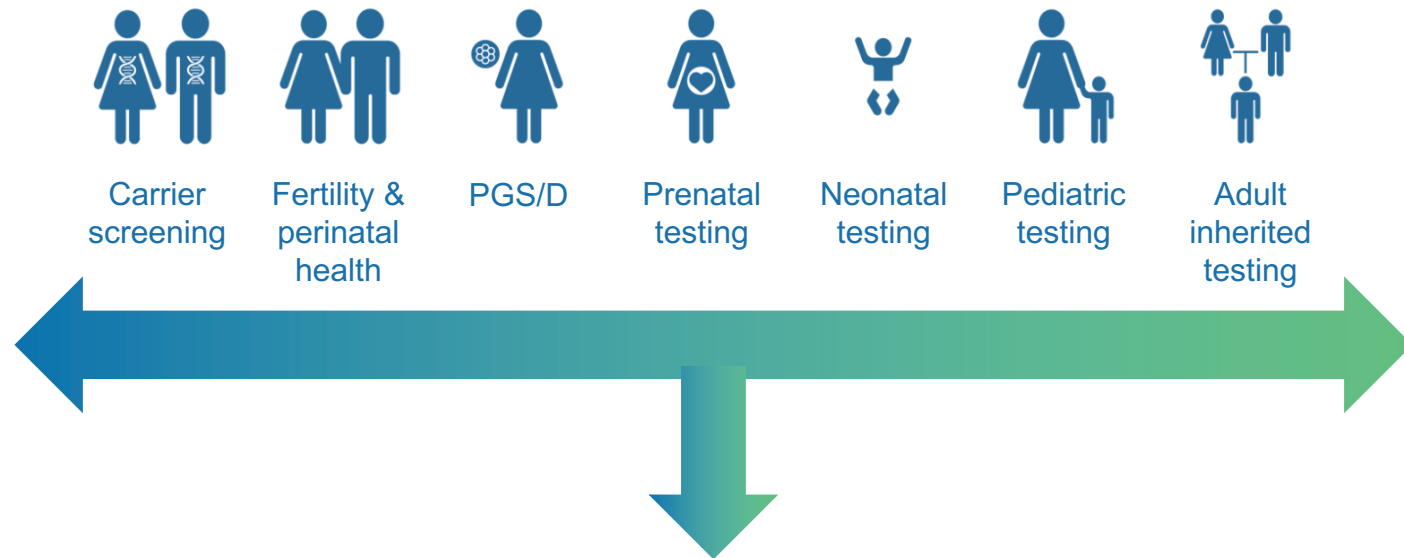
Family Health

- Family Health market is already larger than cancer
 - Combined carrier testing, products of conception, cytogenetics, cancer screening into one NGS platform
 - Aggregate market is enormous for family health

Proactive

- Proactive Health estimated to grow to over 10 million per year
 - 1 in 20 people carry a serious health-related genetic risk
 - ~330 million US population is the total addressable market

Breadth, depth and scale is essential to lead



- Depth and breadth have been a key component of our commercial success to date
- Enhanced content feeds a virtuous cycle of scale, pulling forward value inflection for our business

Recipe for success: build/partner/buy

- Build industry leading platform that is
 - Cost-effective
 - Scalable
 - Content and feature rich
 - Proven in complex and competitive market
- Identify industry partners that can
 - Increase awareness, utility and utilization of Invitae menu
 - Augment content and capabilities
 - Expand existing market or channels
- Seek select acquisition candidates that can
 - Expand our infrastructure and services capabilities
 - Enhance our position in an existing market or provide an entry point into a new market
 - Offer tests capable of being delivered in a cost-effective, scalable manner



Unmatched offering enables unparalleled reach

PULLING GENETIC INFORMATION THROUGH THE SYSTEM



Tracking our progress in 2018 and beyond

VOLUME, VOLUME, VOLUME

REAL-TIME INDICATOR

Volume

Anticipated continued double-digit sequential growth

At least 250,000 samples expected in 2018

Tracking our progress in 2018 and beyond

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REAL-TIME INDICATOR

Volume

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TRAILING INDICATOR

Revenue

Expected to double in 2018:
\$120 million

Tracking our progress in 2018 and beyond

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REAL-TIME INDICATOR

Volume

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At least 250,000 samples expected in 2018

TRAILING INDICATOR

Revenue

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\$120 million

TREND

Reimbursement

Short-term variability

TREND

Gross Profit

Short-term variability

TREND

COGS

Short-term variability

TREND

Operating Leverage

Short-term variability

Performance statement

VALUING GENETICS BEYOND DIAGNOSTIC SILO

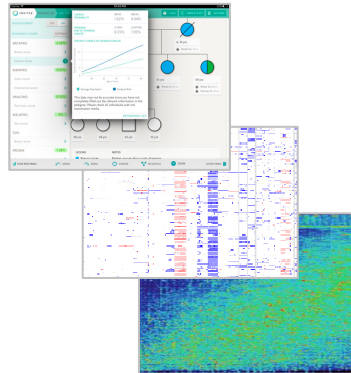
People served

x

Data per person

x

Connections per person
per data point



Building a genetic information network to span healthcare continuum



INVITAE