All of your health, informed by genetics

37th Annual J.P. Morgan Healthcare Conference
Sean George, Co-Founder and Chief Executive Officer of Invitae
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We’ve begun by transforming how genetics is being used
We’ve begun by transforming how genetics is being used...
Consistent execution

- Doubled volume year-over-year to more than 302,000 samples
- Generated revenue of more than $144 million in 2018
- Drove down COGS per sample to less than $250 in the fourth quarter
- Announced year-end 2018 cash balance of approximately $130 million, with access to an additional $125 million
- Exitied 2018 with less than $19 million in quarterly cash burn

Preliminary 2018 unaudited financial results
2019 guidance: building on our momentum

VOLUME

MORE THAN
500,000 samples
EXPECTED IN 2019

REVENUE

MORE THAN
$220 million
EXPECTED IN 2019

REAL-TIME INDICATOR

TRAILING INDICATOR
Breast cancer testing guidelines out of date, missing genetic screening, study says

By Susan Scotti, CNN

Updated 2:27 PM ET, Wed December 12, 2018
A clear-eyed approach to starting your family

MORE THAN

6

million pregnancies per year

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The single largest indicated patient cohort: everyone

More than 16% presented with a medically actionable genetic condition that they were not aware they had.
One patient, multiple answers
One patient, multiple answers
One patient, multiple answers

CARRIER SCREENING

Proactive

Diagnostic

Family health

PERINATAL TESTING
Beyond genetic testing: building a robust network
Next phases of business rapidly coming into view

- **FERTILITY & PERINATAL HEALTH**
- **PGT**
- **PRENATAL TESTING**
- **NEONATAL TESTING**
- **PEDIATRIC TESTING**
- **CARRIER SCREENING**

**PROACTIVE**

- Build partnerships with industry peers to increase utilization of genetic testing

**ADULT INHERITED TESTING**

- Provide genetic information services that inform healthcare throughout life
- Share genetics on a global scale to diagnose more patients correctly and bring therapies to market faster
- Make acquisitions that expand test menu content and services to open new markets
- Build partnerships with industry peers to increase utilization of genetic testing

**GENOME MANAGEMENT**

- Build partnerships with industry peers to increase utilization of genetic testing
Solving the seemingly impossible: there are no shortcuts

- High quality
- Comprehensive
- Affordable

→ Easy access
→ Support every step of the way
Which of these best describes you?

I am generally healthy and interested in understanding possible genetic health risks. Learn more about proactive tests.

I would like carrier screening to understand the risk of passing a genetic disorder to my child. Learn more about carrier screening.

I have a condition that may be genetic and would like to explore testing options. Learn more about diagnostic testing.

Need help deciding which test is right for you? Contact Us.
Your kit has been shipped.

Your kit needs to be activated.

Once you receive your kit, click “Activate Kit” to begin the saliva collection process.
All of your health, informed by genetics…
How we start families
How we enter the world
How we mark our children’s development
What happens when they falter
How we live
How we make, sell, and distribute drugs
How we battle disease
How we grow old and die