From genetics, health

Invitae Corporation
March 10, 2020
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Bringing genetics into mainstream medicine

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

- Make genetic testing more affordable and more accessible

- CARRIER SCREENING
- ADULT INHERITED TESTING
- PROACTIVE
- FAMILY HEALTH
- GENETIC TESTING
- NEONATAL TESTING
- PEDIATRIC TESTING
- PREGNANT TESTING
- FERTILITY & PERINATAL HEALTH
- GENOME NETWORK
- GENOME MANAGEMENT

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Additional capabilities to accelerate growth

- Lower costs
- Expand content
- Attract Partners
- Drive Volume
- Improve customer experience
- Lower prices
## At a glance

<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
<th>Location</th>
<th>Number of Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>diploid</td>
<td>Creator of Moon, an AI-fueled gene-disease association and disease-phenotype correlation algorithm to autonomously diagnose rare disease</td>
<td>Leuven, Belgium</td>
<td>&lt;10</td>
</tr>
<tr>
<td>youScript</td>
<td>Best-in-class software platform for risk assessment and medication optimization with real-time decision support for clinicians</td>
<td>Seattle, WA</td>
<td>&lt;20</td>
</tr>
<tr>
<td>genelex</td>
<td>15-year leadership in PGx testing, with a broad and flexible menu tightly integrated with the YouScript reporting platform</td>
<td>Seattle, WA</td>
<td>~10</td>
</tr>
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</table>
**Continued leadership in genomic interpretation**

*Invitae has acquired Diploid, a privately held Belgian company which makes artificial intelligence-fueled software that identifies genetic diagnoses based on next-generation sequencing data and patient phenotypic information in minutes*

<table>
<thead>
<tr>
<th>Why?</th>
<th>Why Invitae?</th>
</tr>
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</table>
| Variant interpretation and medical reporting continues to be the most challenging aspect of utilizing genomics, at scale, in mainstream medicine worldwide. | • Combination extends leadership in end-to-end variant interpretation and medical reporting  
• AI-fueled automation immediately increases content available and further reduces COGS  
• Enables whole genomic medicine at scale |
Pharmacogenetics at Invitae

Invitae has entered into definitive agreements to acquire YouScript, a privately held clinical decision support and analytics platform, and Genelex, a privately held pharmacogenetic testing company, to bring best-in-class pharmacogenetic testing, and robust, integrated clinical decision support to Invitae.

Why?

Research shows the vast majority of people have a genetic variant that could impact how they respond to medication.¹

Why Invitae?

- A major category expansion significantly increases the breadth of the Invitae platform
- Disease-specific pharmacogenetic information complements Invitae’s current testing and screening services across all stages of life
- Coupled with scale and executed with Invitae’s business model, this essential health information can be utilized with an increased value proposition for patient, provider and payer alike

Transactions at a glance

<table>
<thead>
<tr>
<th>Company</th>
<th>Total Consideration</th>
<th>Cash</th>
<th>Other/Future</th>
</tr>
</thead>
<tbody>
<tr>
<td>diploid</td>
<td>$95M</td>
<td>$32M</td>
<td>$5M employee inducement RSUs</td>
</tr>
<tr>
<td>youScript</td>
<td>$79.3M</td>
<td>$25M</td>
<td>n/a</td>
</tr>
<tr>
<td>genelex</td>
<td>$20.7M</td>
<td>n/a</td>
<td>Additional stock on completion of certain milestones</td>
</tr>
</tbody>
</table>
## Complementary assets – track record of execution

<table>
<thead>
<tr>
<th>Date</th>
<th>Primary rationale</th>
<th>Current status</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2017</td>
<td>First steps into serving biopharma and advocacy group partners</td>
<td>The biopharma network partnerships now serve as a core pillar of growth for the company</td>
</tr>
<tr>
<td>June 2017</td>
<td>Better customer experience, additional patient management tools for experts</td>
<td>Invitae is now the leader in hereditary cancer testing, actively expanding the number of individuals benefiting from this vital information</td>
</tr>
<tr>
<td>August 2017</td>
<td>Launching point for Invitae’s entry into reproductive health</td>
<td>Invitae now offers the broadest reproductive offering in the market; reproductive testing and screening are now a core pillar of future growth</td>
</tr>
<tr>
<td>November 2017</td>
<td></td>
<td></td>
</tr>
<tr>
<td>June 2019</td>
<td>COGS reduction for high-throughput, limited target, low-cost screening/testing applications</td>
<td>Integration complete; on track for significant NIPS COGS reduction in 2021; potential liquid biopsy application following</td>
</tr>
<tr>
<td>July 2019</td>
<td>Better variant interpretation, COGS reduction</td>
<td>Integration complete; currently delivering best-in-class variant interpretation and VUS resolution</td>
</tr>
<tr>
<td>November 2019</td>
<td>Expand into new customer types, improved commercial leverage</td>
<td>Integration complete; Gia chatbot and the Clear Genetics workflow being offered to improve clinic workflow and directly to patients</td>
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Building the industry of genetic-based healthcare

- ≈ 100+ million diagnostic testing patients
- ≈ 120 million tests healthy mom & baby each year
- ≈ 400 million proactive population health

≈ 2 billion people ready to have their health changed by genetic information

*Estimates
Q&A