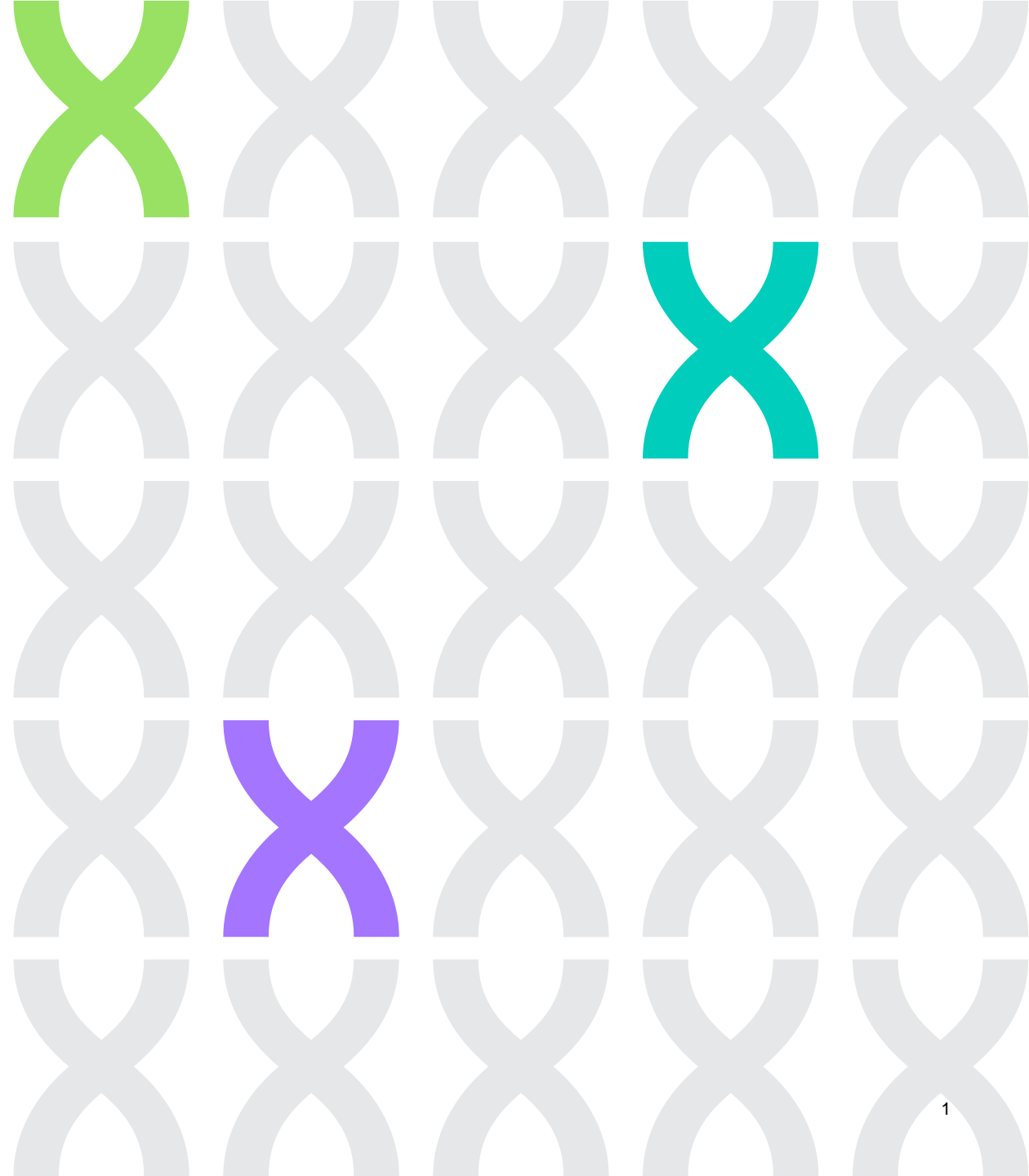


# **Cowen Liquid Biopsy Summit**

**Kevin Conroy, Chairman and CEO**

**September 24, 2020**

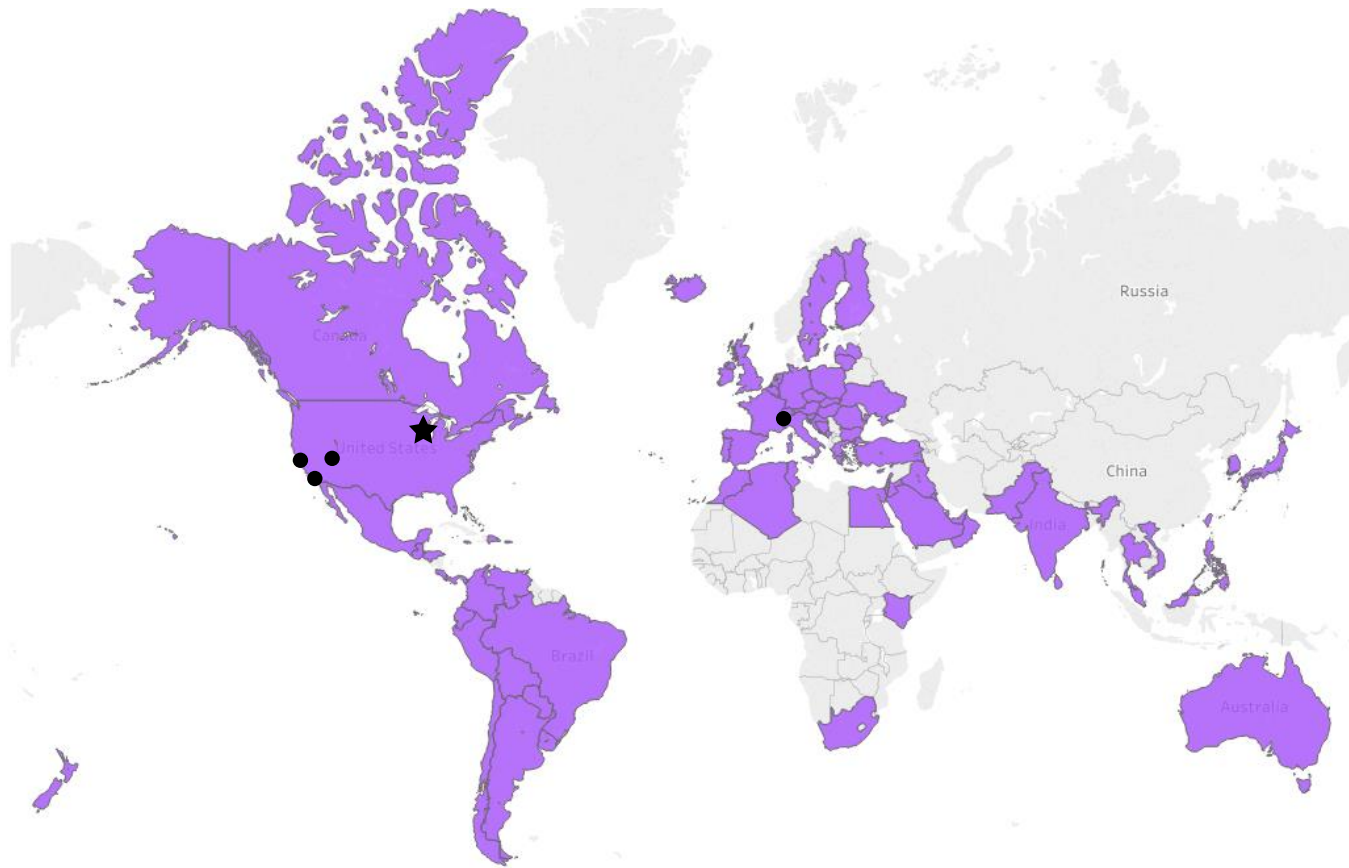


# Safe harbor statement

## 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 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 of forward-looking statements.

# Leading, global, advanced cancer diagnostics company



★ Headquarters ● Offices

**EXACT  
SCIENCES**

\*Includes Genomic Health revenue prior to November acquisition close

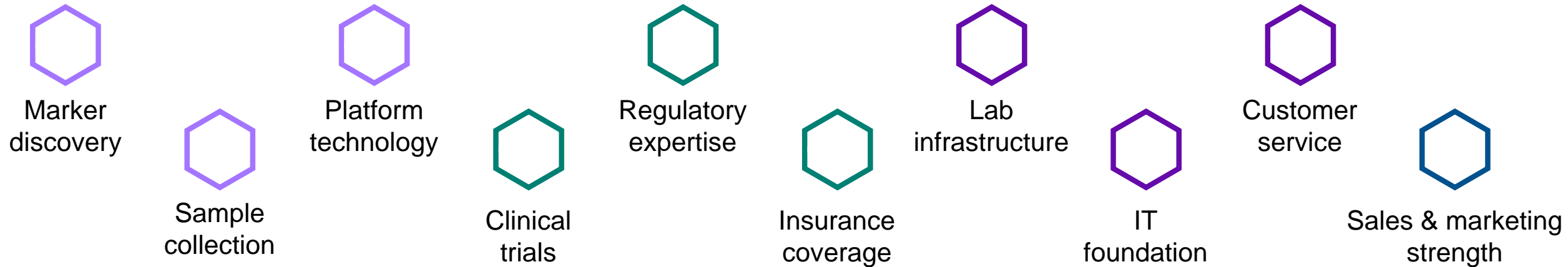
**4,000+**  
employees

**1,000+**  
commercial organization

**250+**  
skilled R&D employees

**\$1.3B**  
Proforma 2019 revenue\*

# Steps to successfully bring new cancer screening tests to patients and physicians



# Marker discovery



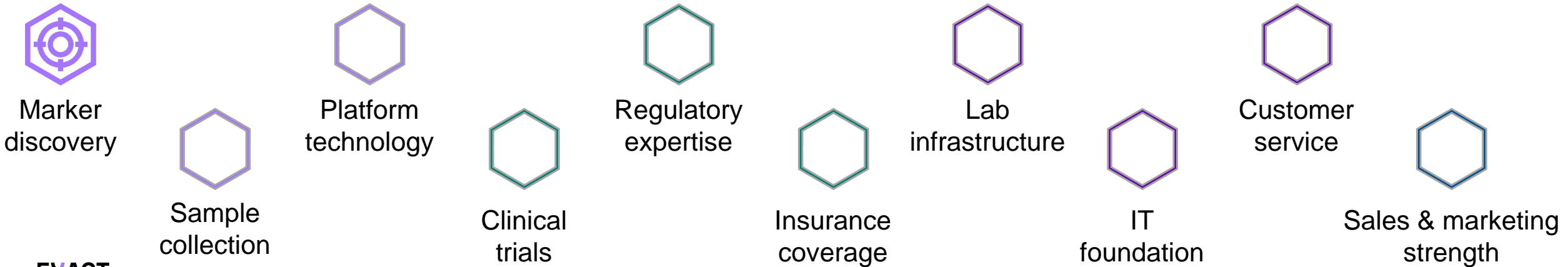
97%

~3,000

Systematically identifying markers with Mayo Clinic

Average accuracy of methylation markers identified across top cancers in tissue\*

Patents filed for discovered markers




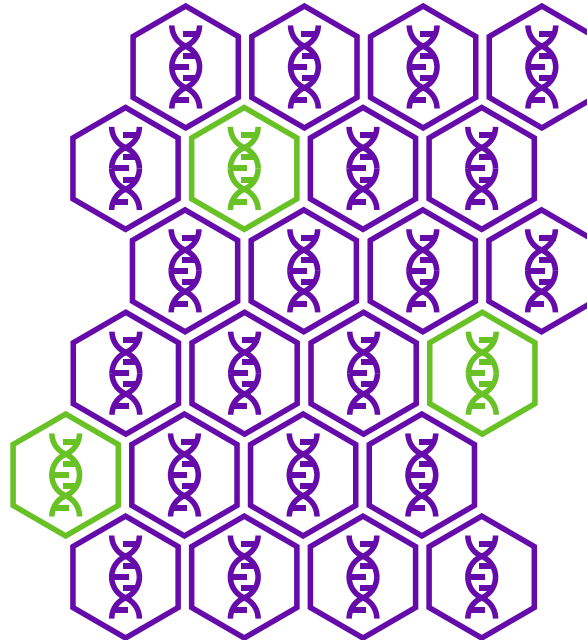
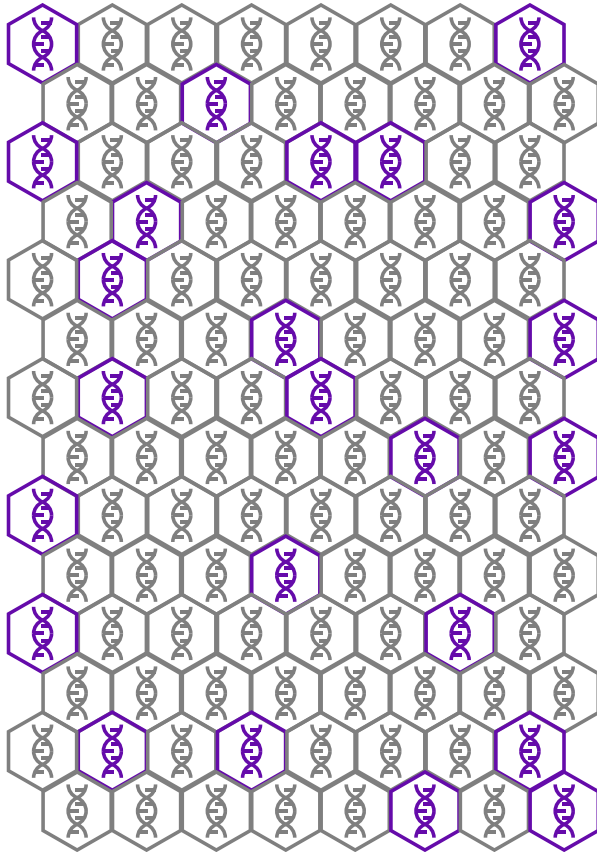
\*As defined by AUC (area under the curve), a measure of both sensitivity and specificity

# Marker discovery process

Discover markers in tissue 

Validate in blood 

Identify markers >95% accurate in both 



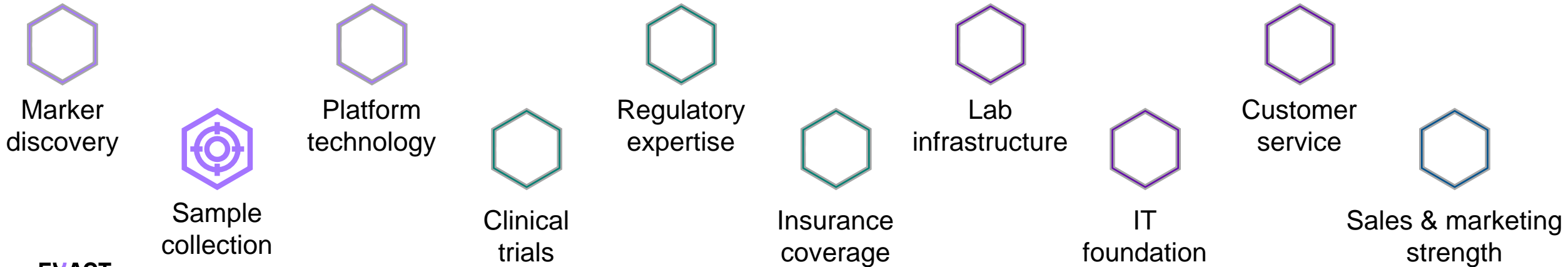
# Sample collection

215,000+

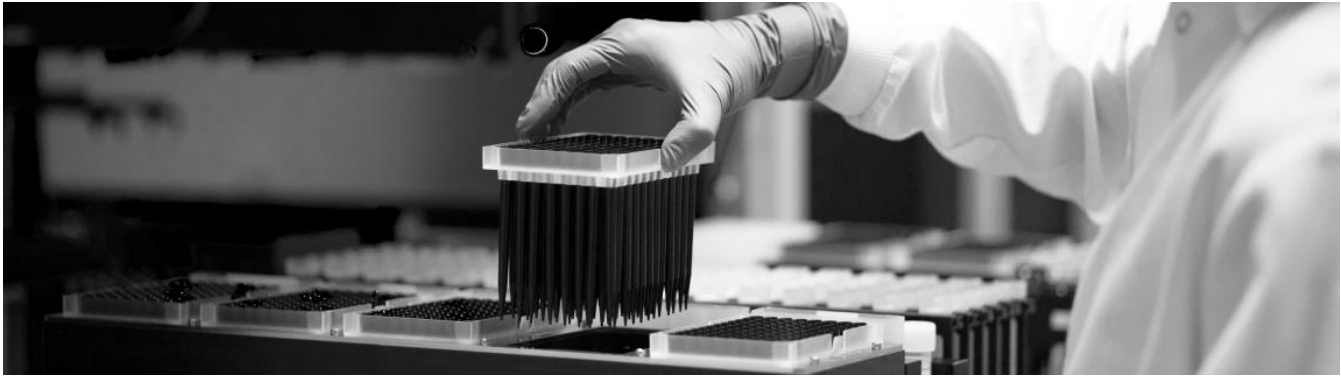


Banked blood samples

Superior blood preservation with LBGard tube\*

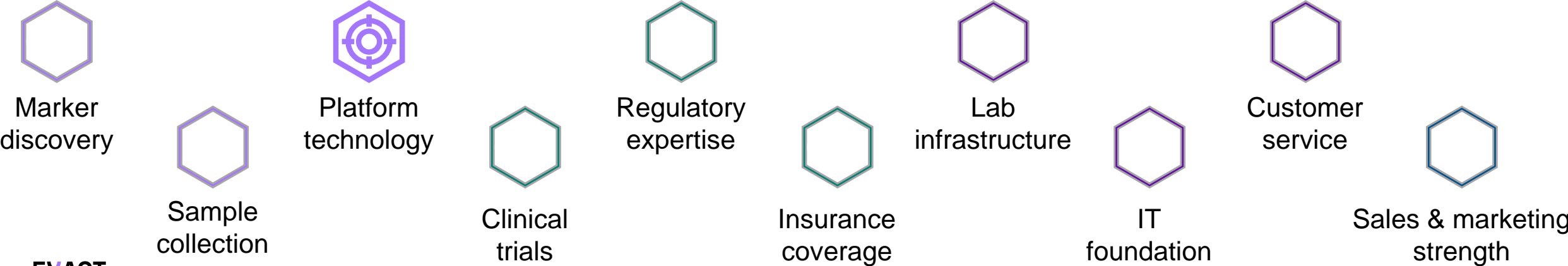


# Platform technology



Sophisticated platform well-suited to blood testing

Differentiated DNA extraction, PCR, & sequencing capabilities





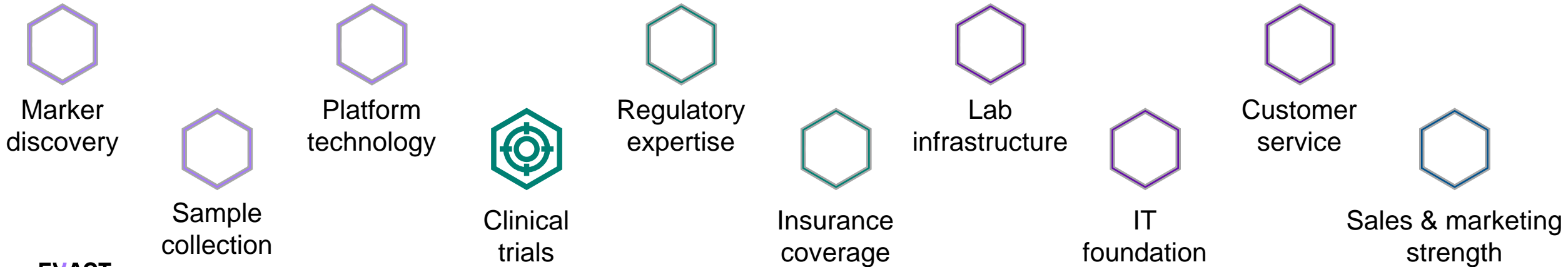
# Clinical trials

**10,000+**

Person trials:  
DeeP-C, BLUE-C,  
TAILORx, TIDAL, Voyage

**600+**

Abstracts and  
publications\*



# Regulatory expertise

**FDA**

**CMS**  
CENTERS FOR MEDICARE & MEDICAID SERVICES

U.S. Preventive Services  
**TASK FORCE**

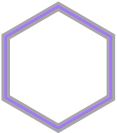
 **PALMETTO GBA.  
MoIDX®**

 **NCQA**

 **AMERICAN  
CANCER  
SOCIETY®**

 **NCCN** National Comprehensive  
Cancer Network®

  
Marker  
discovery

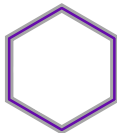
  
Sample  
collection

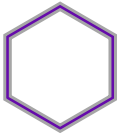
  
Platform  
technology

  
Clinical  
trials

  
Regulatory  
expertise

  
Insurance  
coverage

  
Lab  
infrastructure

  
IT  
foundation

  
Customer  
service

  
Sales & marketing  
strength

# Insurance coverage



oncotypeDX<sup>®</sup>  
*Breast Recurrence Score*

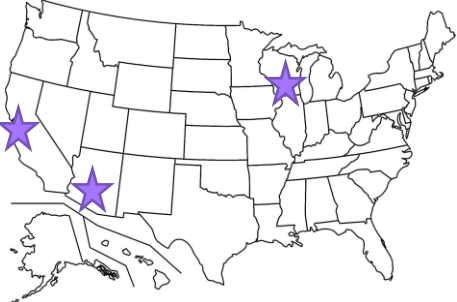
Contracted with all major commercial payers

>95% lives covered\*

Medicare & Medicaid coverage



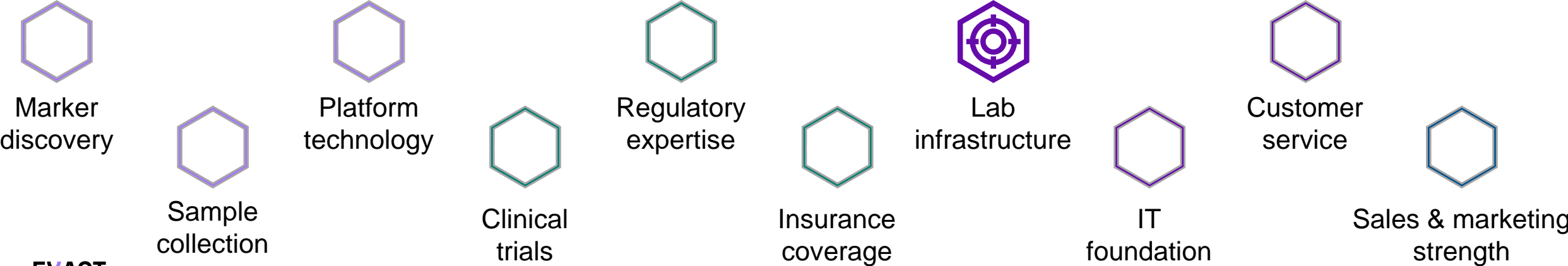
# Lab infrastructure



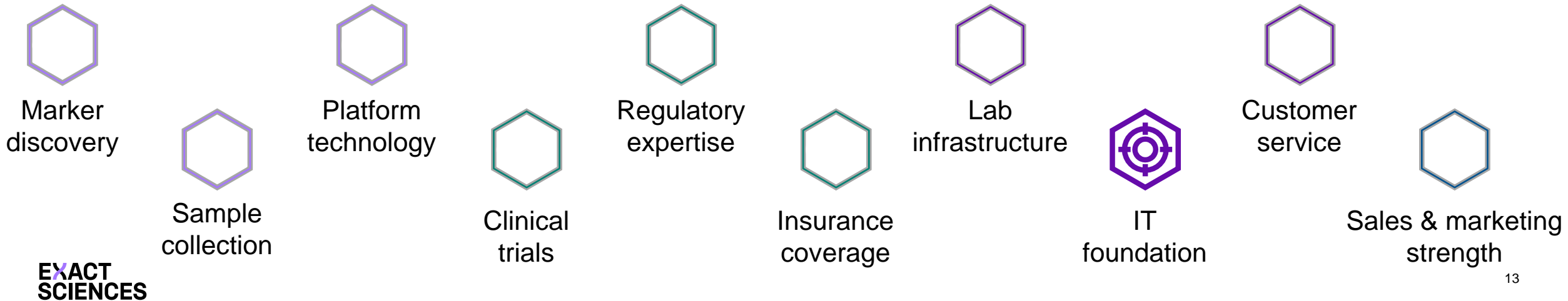
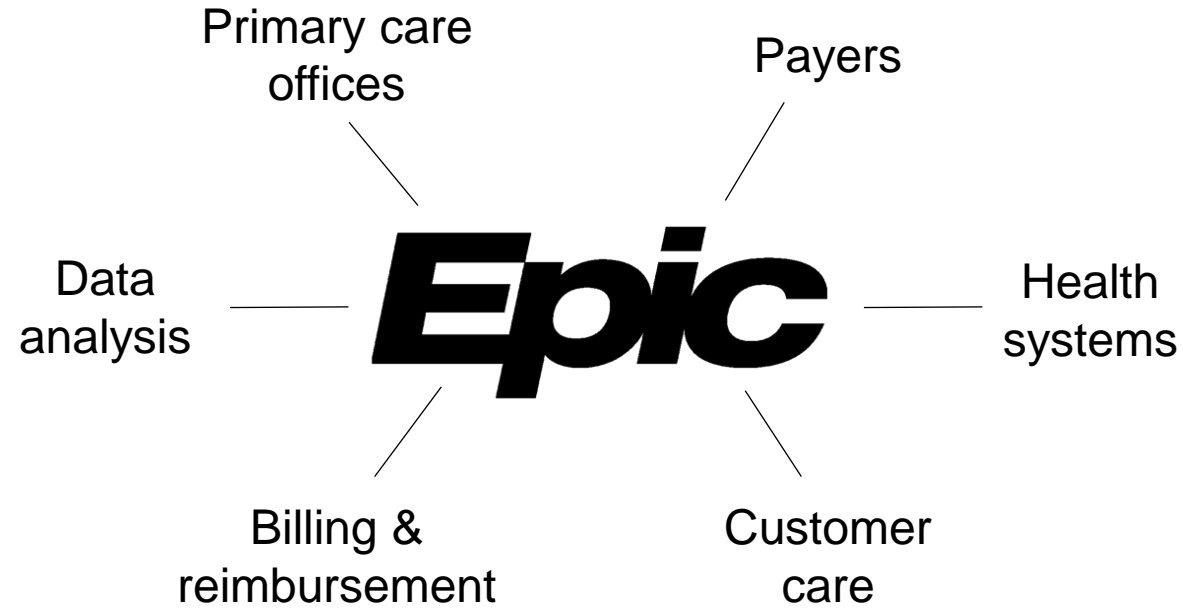
4 labs in  
WI(2), CA, AZ

# 230,000+

Square feet of  
clinical lab space



# IT foundation



# Customer service

**24/7**

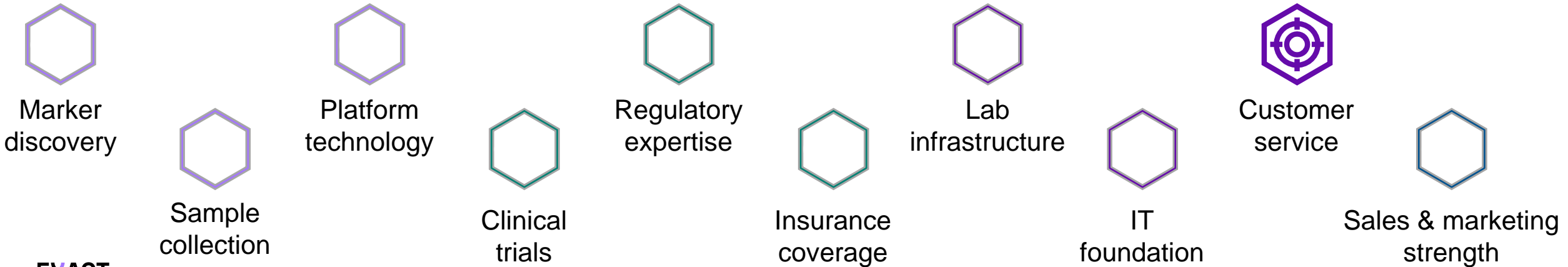
Customer support

**9.3M**

Total patient and provider support calls in 2020

**200+**

Languages available



# Sales and marketing strength

**1,000+**

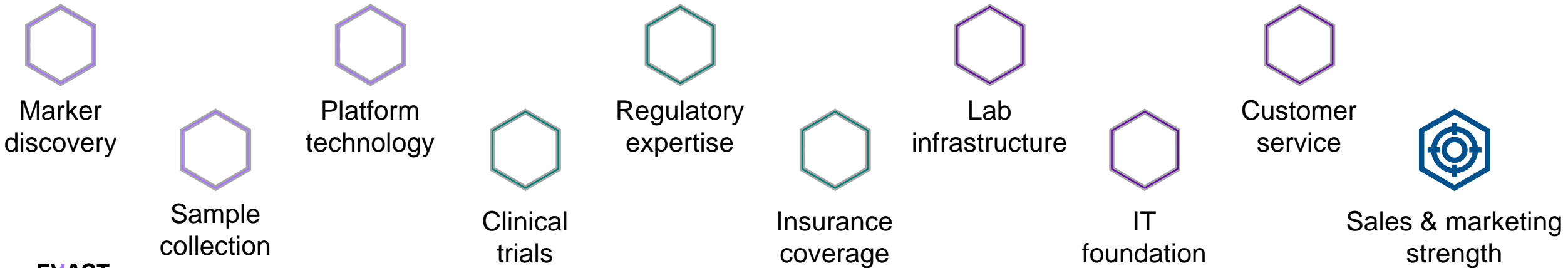
Person team

**5**

Specialties: primary care, oncology, gastroenterology, urology, & women's health

**\$2.6B**

Sales & marketing investment since 2009\*



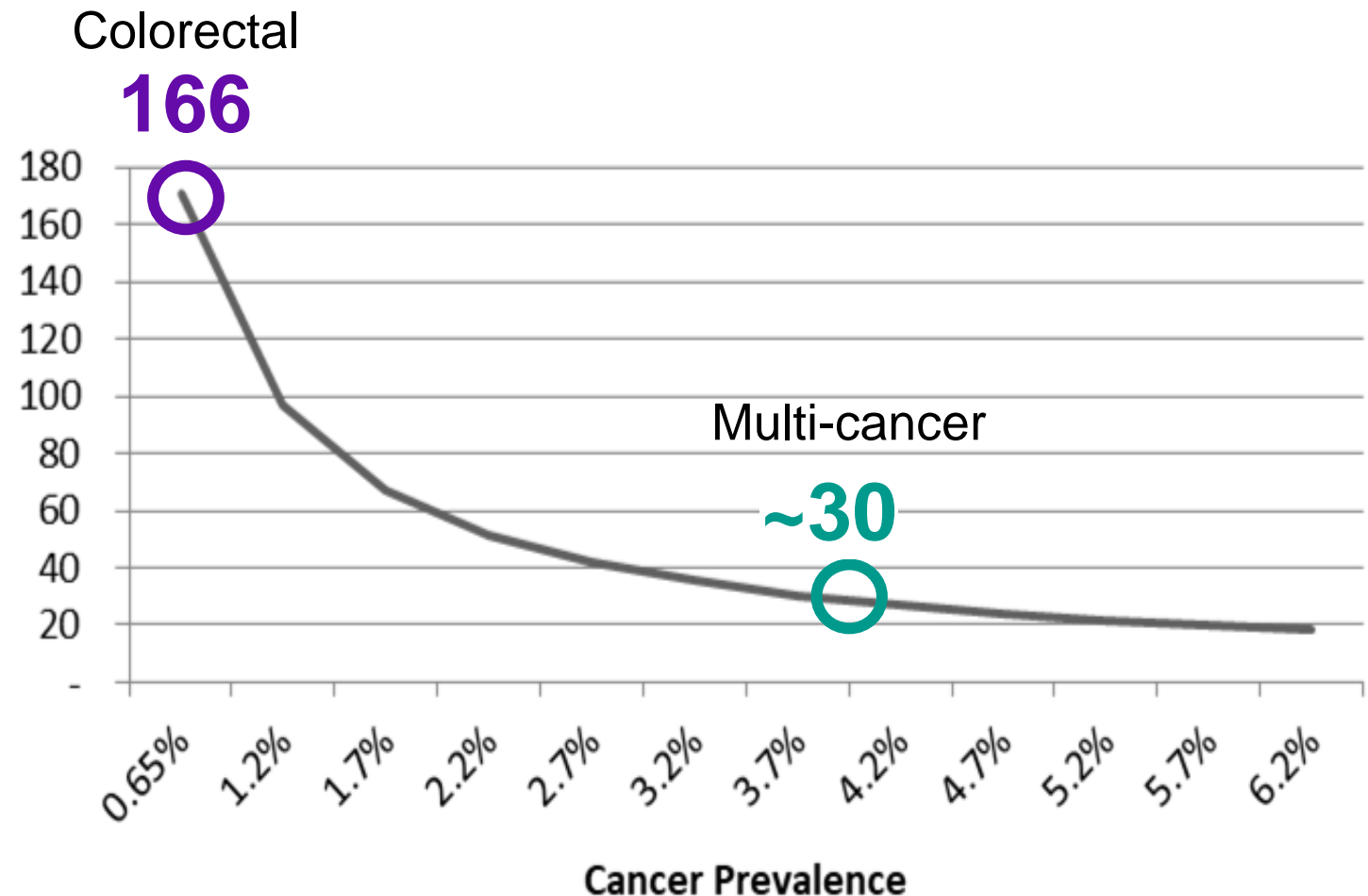
# Screen fewer people to detect 1 cancer with multi-cancer approach

166

People need to be screened to detect 1 colorectal cancer

~30

People need to be screened to detect 1 type of multi-cancer



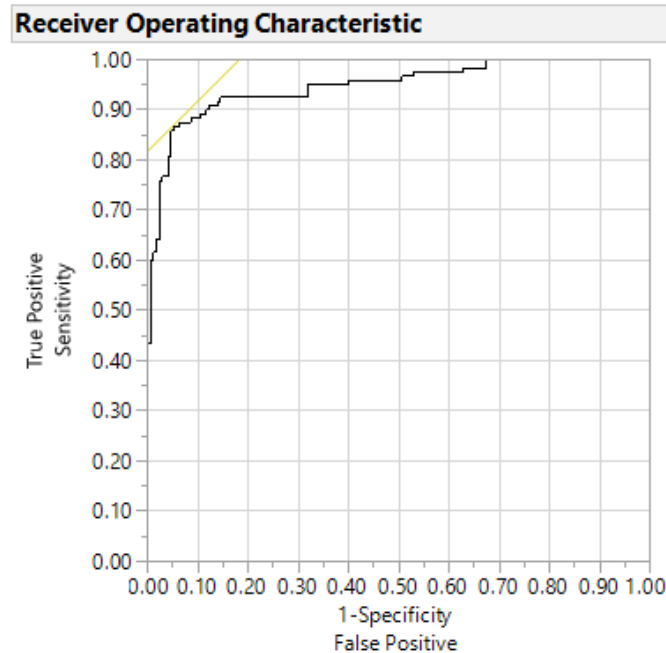


# Colorectal cancer is just the beginning – EXAS is uniquely positioned to address multi-cancer screening

## Training

**87%** Sensitivity

N=292  
120 cases  
172 controls



Using Cancer/Healthy='Cancer' to be the positive level

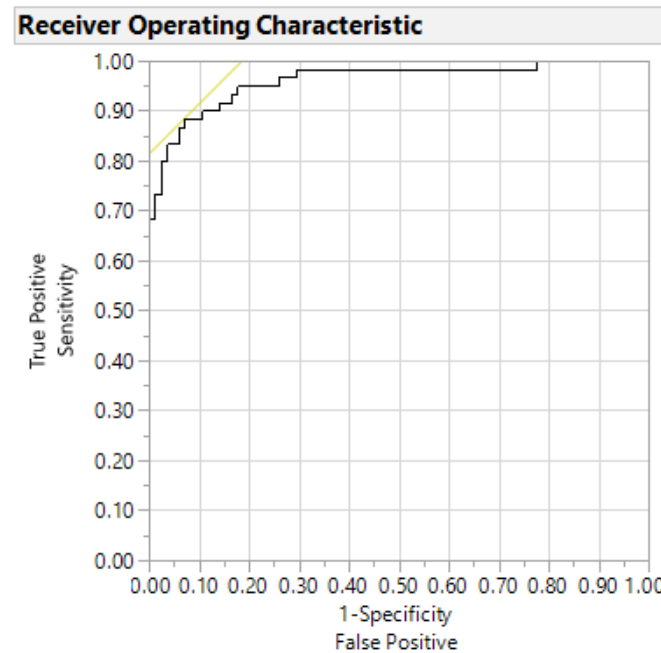
**AUC**

0.94806

## Validation

**83%** Sensitivity

N=145  
60 cases  
85 controls



Using Cancer/Healthy='Cancer' to be the positive level

**AUC**

0.96157

## Overall

**86%** Sensitivity

**95%** Specificity

<b>Esophageal</b>	89% (16/18)
<b>Liver</b>	83% (30/36)
<b>Lung</b>	78% (28/36)
<b>Ovarian</b>	90% (27/30)
<b>Pancreatic</b>	90% (27/30)
<b>Stomach</b>	87% (26/30)

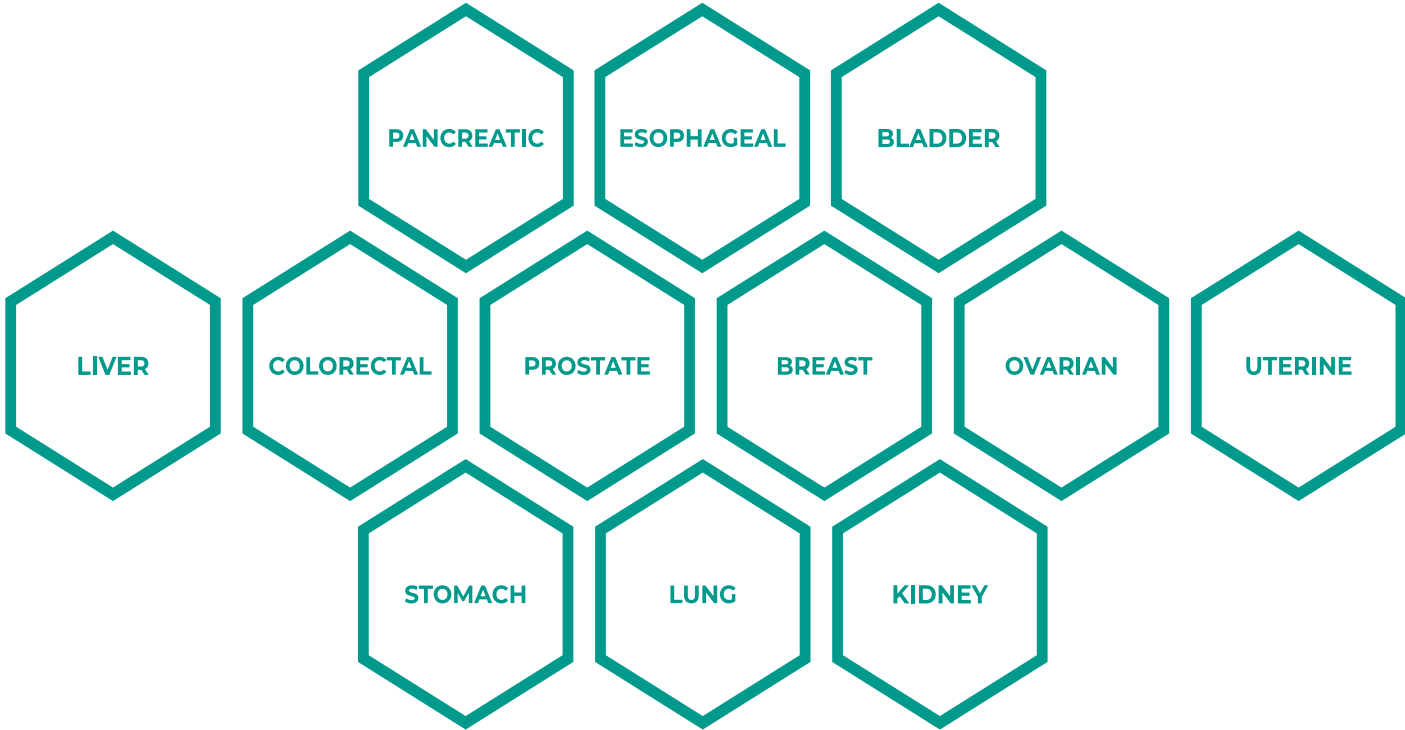
# Unique capabilities will support multi-cancer screening

**3,500+**

Cases collected across all stages

**1,400+**

Stages 0, I, and II



# EXACT SCIENCES