

Making **earlier cancer detection** a routine part of medical care

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Chairman and CEO

January 12, 2022



Safe harbor

This presentation contains forward-looking statements concerning our expectations, anticipations, intentions, beliefs or strategies regarding the future. These forward-looking statements are based on assumptions that we have made as of the date hereof and are subject to known and unknown risks and uncertainties that could cause actual results, conditions and events to differ materially from those anticipated. Therefore, you should not place undue reliance on forward-looking statements. Examples of forward-looking statements include, among others, statements we make regarding expected future operating results; expectations for development of new or improved products and services; our strategies, positioning, resources, capabilities and expectations for future events or performance; and the anticipated benefits of our acquisitions, including estimated synergies and other financial impacts.



**Great
Place
To
Work®**

Certified

JUN 2021-JUN 2022

USA

We aim to eradicate cancer and the suffering it causes through tests that help prevent cancer, detect it earlier, and guide treatment.

FORTUNE



BEST

**WORKPLACES
IN HEALTH CARE
AND BIOPHARMA™**

2021

Exact Sciences is the leading, global, advanced cancer diagnostics company

OUR PEOPLE

6,500+

employees

1,400+

person commercial team

450+

R&D team members

OUR FLAGSHIP TESTS

7.5M

people tested

with
cologuard®

1.5M

people tested

with
oncotype dx®

THE LEADER IN DIAGNOSTICS

Powerful commercial engine, deep relationships, **broad foundation**

Attacking cancer through early detection, **starting with screening**

Targeting largest markets across the continuum totaling **\$60B+**

Broad scientific expertise and capabilities

Expertise at every step

DNA preservation

Proprietary sample prep

Methylation conversion

DNA methylation

DNA mutation

Protein

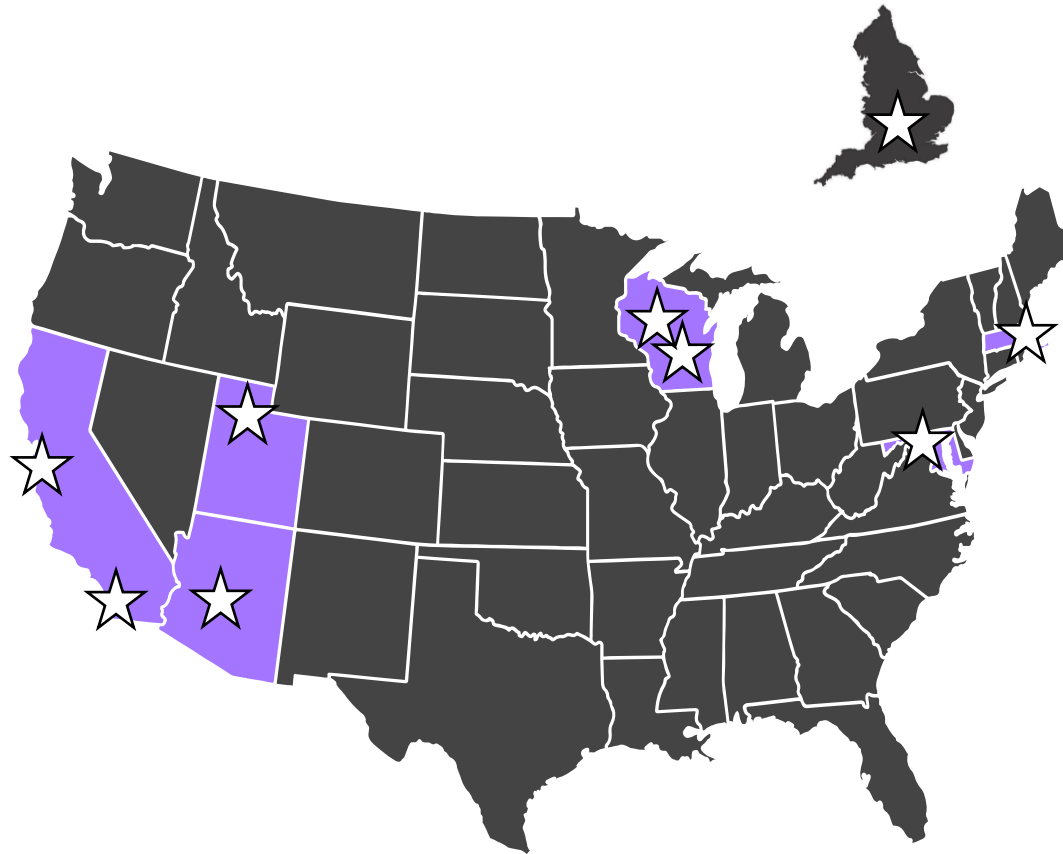
Sequencing

PCR

AI/machine learning

Bioinformatics

10 R&D centers & labs globally



Note: includes 2 R&D centers/labs in Madison, Wisconsin

EXACT SCIENCES

PREVENTION > GENETICS

ASHION_®

TARDIS
TARGETed Digital Sequencing

Thrive.
Earlier Detection

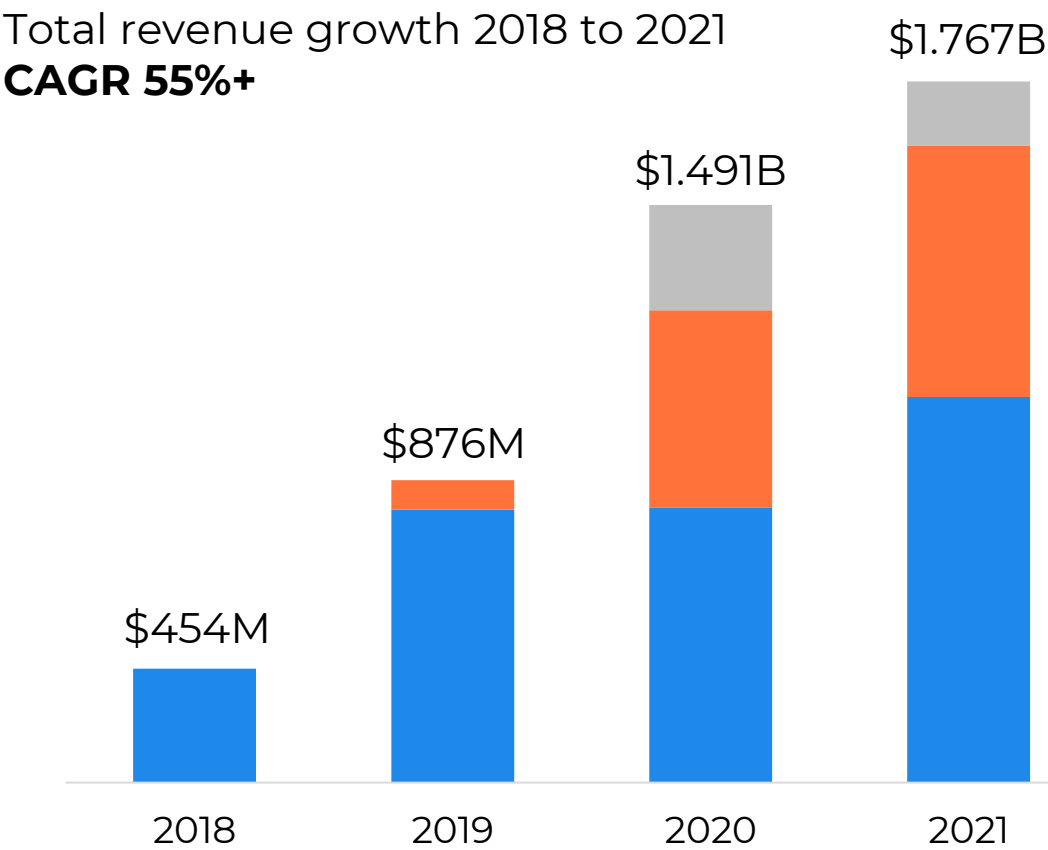
base
GENOMICS

Paradigm

viomics

Biomātrica

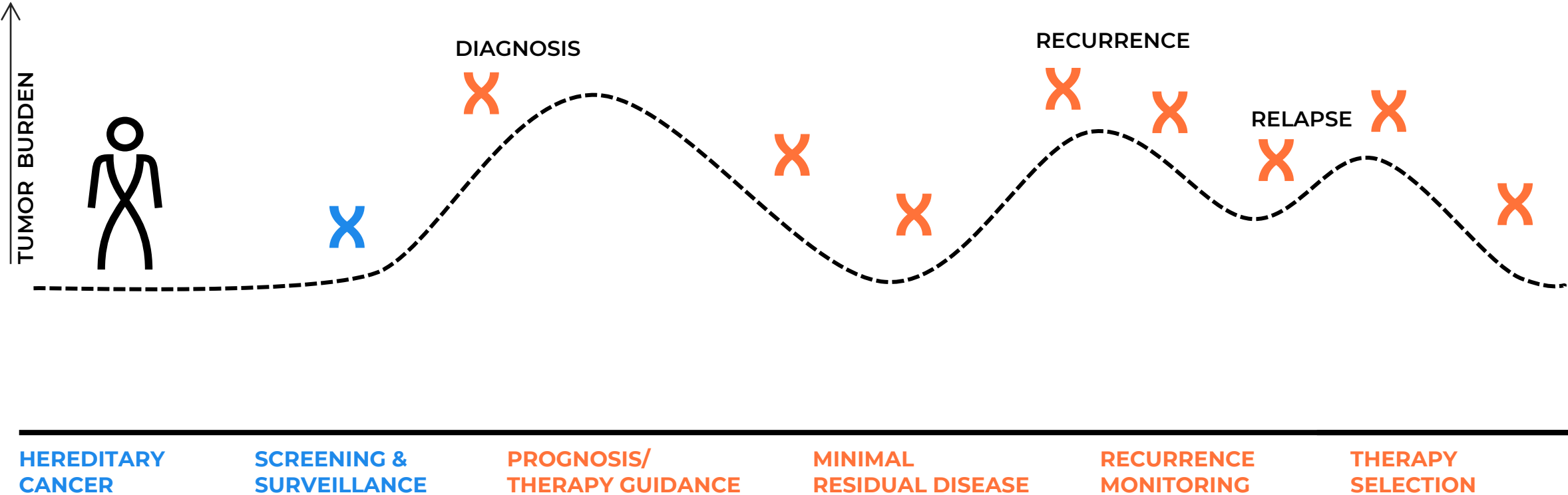
The foundation and brands to enable strong revenue growth and path to profitability in 2024



Note: 2021 revenue is preliminary and unaudited; full-year 2021 revenue represents midpoint of preliminary range provided on Jan. 9, 2022; 2019 includes partial year of Precision Oncology revenue due to Genomic Health acquisition closing in Nov. 2019; profitability target is estimate for full-year adjusted EBITDA

2021 revenue by business	Y/Y growth
Screening	
\$1,061.6-1,062.6M	30%
Precision Oncology	
\$561.1-562.1M	27%
COVID-19 testing	
\$142.5-143.5M	(39)%
Total	
\$1,765.3-1,768.3M	18%

Making earlier cancer detection possible at every step



We plan to lead 3 of the largest patient impact opportunities in diagnostics

**Colorectal cancer
screening**

stool & liquid biopsy

110M

people in U.S.

\$18B

**Multi-cancer
early detection**

liquid biopsy

135M

people in U.S.

\$25B

**Minimal residual disease
and recurrence monitoring**

liquid biopsy

12M

annual testing opportunities

\$15B

Source: U.S. Census data, Exact Sciences estimates; includes U.S. markets only

Most pipeline data in company history coming within next 18 months

Colorectal cancer screening

cologuard® 2.0

- X Data at ASCO-GI
- X Prospective, pivotal readout

colon cancer blood test

- X Data at scientific conference
- X Prospective, pivotal readout

Multi-cancer early detection

- X Marker selection data
- X Assay lock data

Minimal residual disease and recurrence monitoring

- X Clinical validation data

Addressing the persistent colorectal cancer problem

150k

new U.S. diagnoses

53k

U.S. deaths

46M

people unscreened

Source: American Cancer Society Cancer Facts & Figures 2021, U.S. Census data, Division of Cancer Prevention and Control, Centers for Disease Control and Prevention (2021), Exact Sciences estimates

Cologuard is an innovative solution



94%

Early-stage cancer sensitivity*

Easy to use

No preparation

No time off work

Non-invasive

No sedation

24/7 customer support

Cologuard is having a meaningful impact

7.5M+

people screened since launch

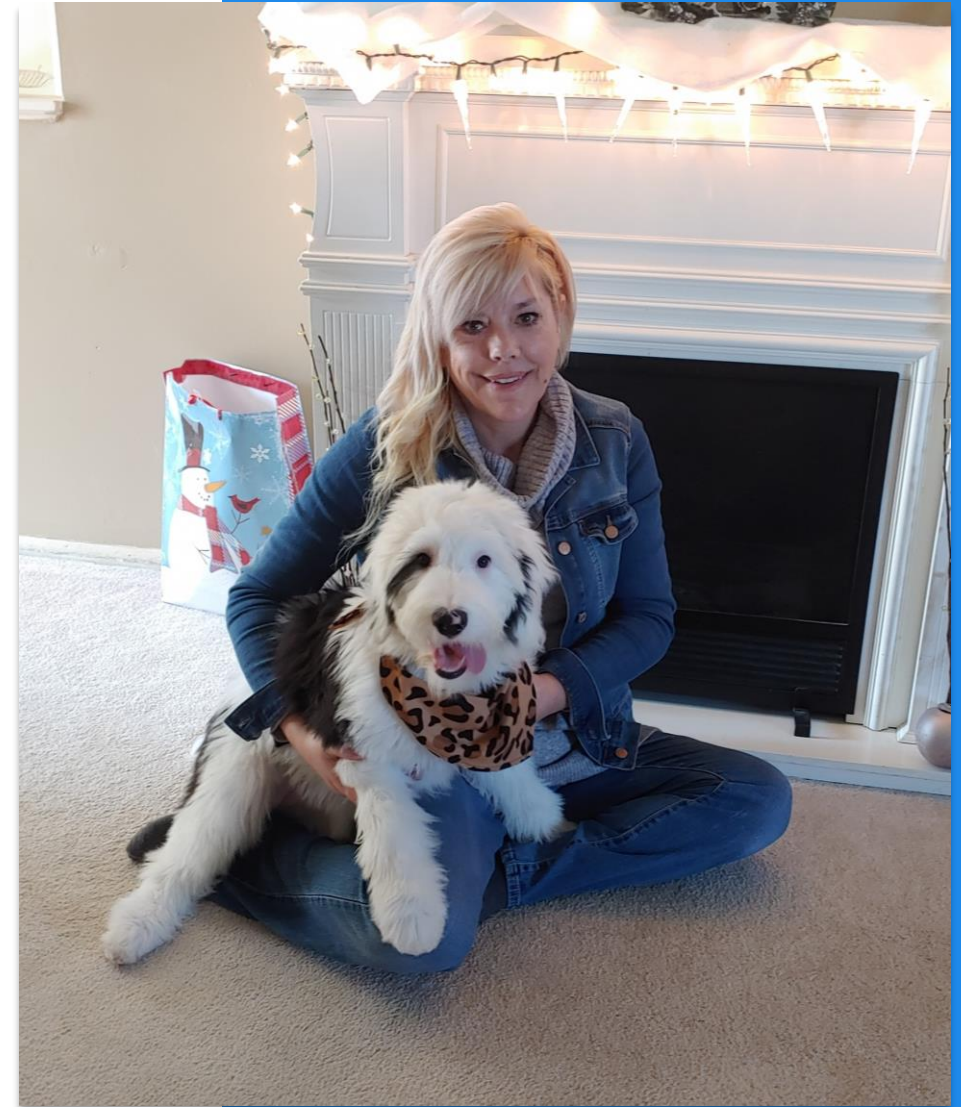
240k

pre-cancerous
polyps detected

35k

early-stage
cancers detected

Source: based on extrapolation of findings in DeeP-C pivotal trial population to the 7.5M+ people screened with Cologuard since launch; Imperiale TF et al., N Engl J Med (2014)



Investments will fuel growth and help close the screening gap

cologuard®

Progress since launch

260k+

providers have ordered

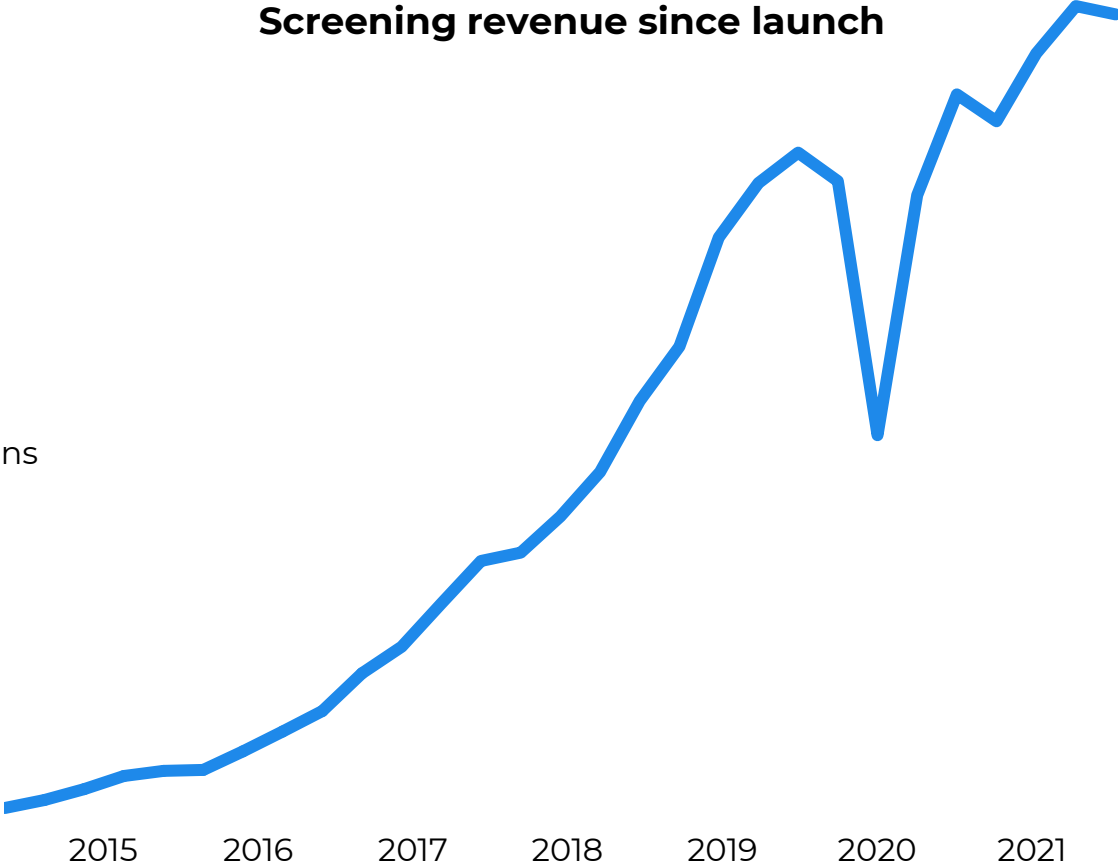
200+

health systems with connections

~50%

electronic ordering rate

Screening revenue since launch



Future growth drivers

850

primary care field reps

\$220M

2022 revenue from rescreens

\$100M

2022 revenue from 45-49 age group

Note: revenue targets are estimates for revenue generated from Cologuard rescreens and Cologuard use in the 45-49 age group during 2022

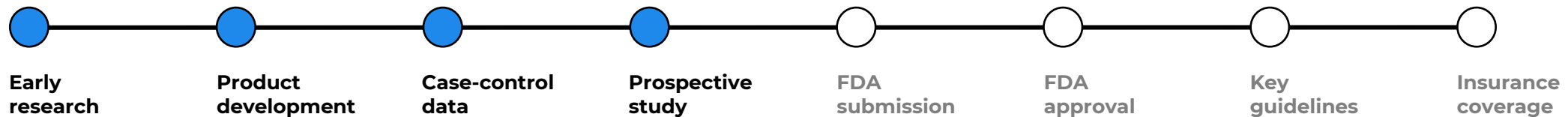
Setting the bar higher with an even better Cologuard

cologuard[®] 2.0

Improve false positive rate

Improve pre-cancer detection rate

Data at ASCO-GI in January



Note: Cologuard 2.0 has not been cleared or approved by the FDA – goals for test performance described here

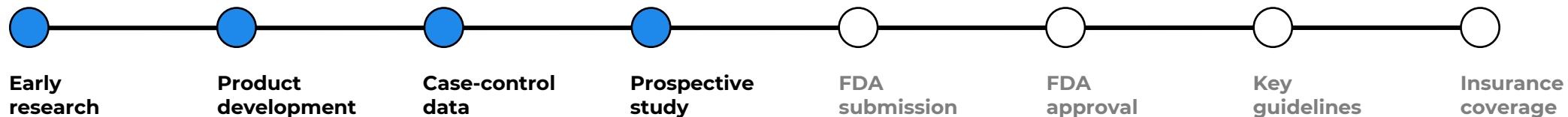
Providing another option to get screened with a blood test

colon cancer blood test

Provide another option for
46M unscreened patients

Make available through
current screening platform

Internal case-control data
exceeds Medicare requirements



Source: U.S. Census data, CDC NHIS survey results as published in the CDC's MMWR between 2006 and 2017, Exact Sciences estimates

Colon cancer blood tests require high accuracy to become a preferred option

Survey 1: minimum cancer sensitivity required to order test

<85%

cancer sensitivity

77%

of doctors **won't** order

Survey 2: test performance and order of physician preference

85%

cancer sensitivity

<40%

pre-cancer sensitivity

4th

line option after
colonoscopy and stool tests

Source: Survey 1 – Exact Sciences survey of 225 primary care providers, gastroenterologists, and women's health providers fielded in October 2021

Survey 2 – Exact Sciences survey of 40 community and key opinion leader primary care providers and gastroenterologists fielded in 2019

Cancer remains the number 1 killer under age 85

1.8M

new U.S. diagnoses

600k

U.S. deaths

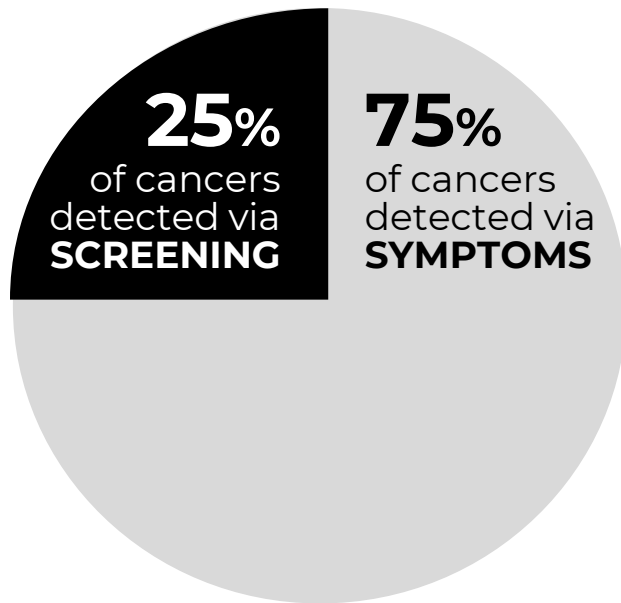
70%

with no screening option

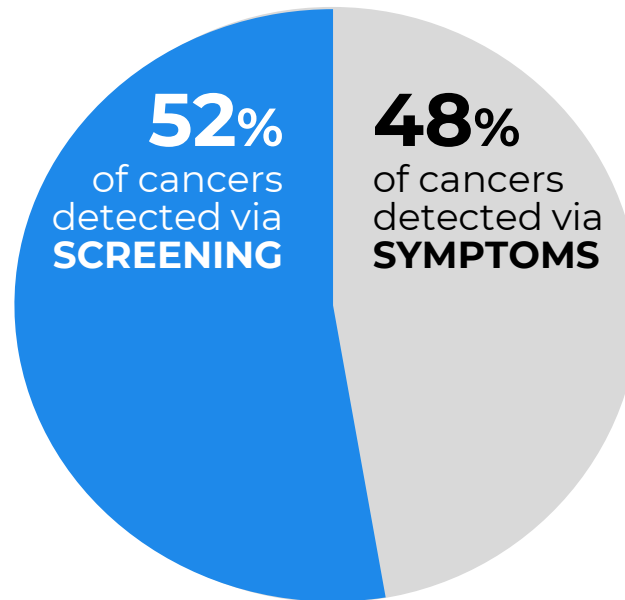
Source: American Cancer Society Cancer Facts & Figures 2021,
NIH. "SEER Mortality Data, 2006-2015." <https://seer.cancer.gov/data/>

Detect-A demonstrated the power of multi-cancer early detection

Standard of care
only



Standard of care
+ our test



The **first and only** prospective study

10K asymptomatic people

Doubled cancers found compared to standard of care alone

65% were detected early stage

Source: A. M. Lennon et al., Science (2020)

Bringing together winning approaches to lead multi-cancer early detection

Methylation
+ protein

87%
sensitivity

+

Mutation
+ protein

62%
sensitivity

=

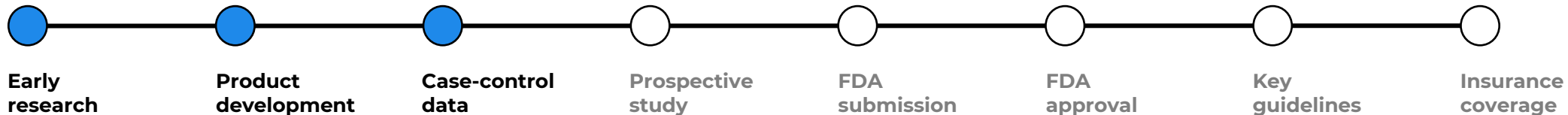
Methylation + mutation
+ protein + others

X%
sensitivity

95%
specificity

99%
specificity

Y%
specificity



Source: Katerov et al., AACR Cancer Research abstract nr 111 (2021),
Cohen et al., Science (2018): Vol. 359, Issue 6378, pp. 926-930

Precision Oncology business is a strong platform for growth

oncotype dx[®]

Breast Recurrence Score

oncotype dx[®]

Genomic Prostate Score

oncomap[™]

Therapy selection

oncomap[™] ExTra

Therapy selection (large panel)

Test reach

98%

of U.S. oncologists
have ordered

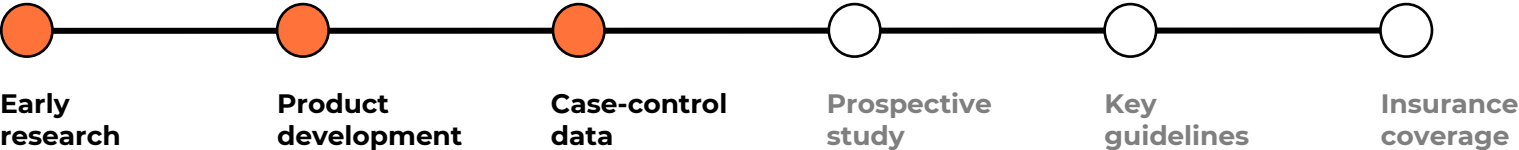
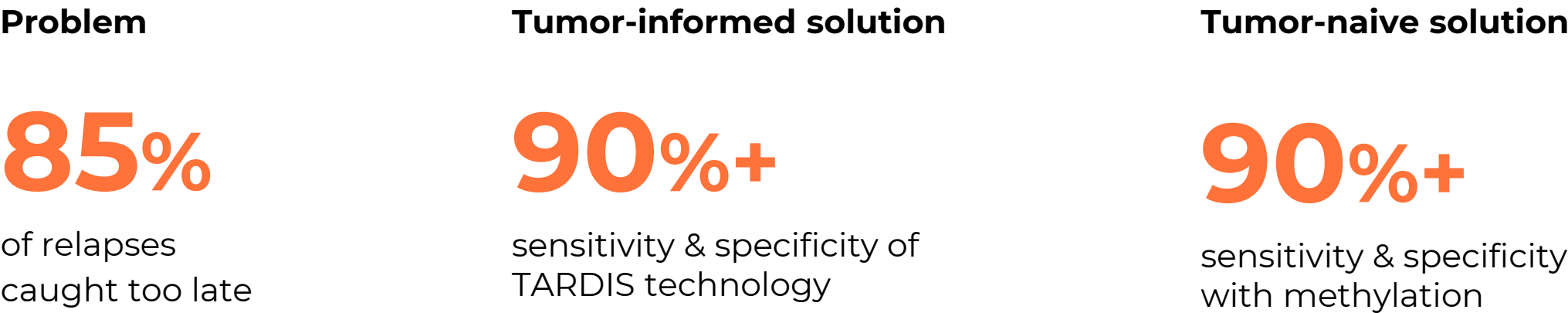
Unmatched evidence

300+

publications

Note: oncomap also known as Oncotype MAP and oncomap ExTra also known as GEM ExTra; updated branding will be released during 2022

Developing minimal residual disease and recurrence tests to help detect cancer earlier



Source: B. McDonald et al., Science Translational Medicine (2019),
H. Xie et al., Clinical Cancer Research (2020)

Expanding hereditary cancer testing to help prevent & treat cancer more effectively

**EXACT
SCIENCES**

PREVENTION > GENETICS

Strong reputation among genetics community

High quality tests and customer service

\$36M in revenue and profitable



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