

One Test: Miss Less. Discover More.
GeneDx (Nasdaq: WGS)

4Q and Year End 2022 Earnings Presentation

March 14, 2023

GeneDx

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This presentation contains forward-looking statements under the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that do not relate to historical facts and events and such statements and opinions pertaining to the future that, for example, contain wording such as “may,” “might,” “will,” “could,” “would,” “should,” “expect,” “intend,” “plan,” “objective,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” “continue,” “ongoing,” or the negative of these terms, or other comparable terminology intended to identify statements about the future. Forward-looking statements contained in this presentation include, but are not limited to, statements about: our future performance and our market opportunity our expected full year 2023 reported revenue guidance, our expectations regarding our gross margin profile in 2023 and beyond, our use of cash for continuing operations and our cash burn in 2023 and our turning profitable in 2025, our expectations for our growth and future investment in our business, our expectations regarding our plans to pursue a new strategic direction, improve our operational efficiency and reduce our cash burn and our ability to scale to profitability, the associated cost savings of our business exits and impact on our gross margins.. We cannot assure that the forward-looking statements in this presentation will prove to be accurate. Furthermore, if our forward-looking statements prove to be inaccurate, the inaccuracy may be material. These statements involve known and unknown risks, uncertainties and other important factors that may cause our actual results, levels of activity, performance or achievements to be materially different from the information expressed or implied by these forward-looking statements.

The forward-looking statements and opinions contained in this presentation are based on our management’s beliefs and assumptions and are based upon information currently available to our management as of the date of this presentation and, while we believe such information forms a reasonable basis for such statements, such information may be limited or incomplete, and our statements should not be read to indicate that we have conducted an exhaustive inquiry into, or review of, all potentially available relevant information. Many factors could cause actual future events to differ materially from the forward-looking statements in this presentation, including but not limited to: (i) the ability to implement business plans, goals and forecasts, and identify and realize additional opportunities, (ii) the risk of downturns and a changing regulatory landscape in the highly competitive healthcare industry, (iii) the size and growth of the market in which we operate, and (iv) our ability to pursue our new strategic direction. The information, opinions and forward-looking statements contained in this announcement speak only as of its date and are subject to change without notice

Use of Non-GAAP Financial Measures

This presentation includes non-GAAP financial measures, including Adjusted Gross Profit (Loss), Adjusted Gross Margin and Adjusted EBITDA. We define Adjusted Gross Profit (Loss) as revenue less cost of services, excluding stock-based compensation expense and restructuring costs, and we define Adjusted Gross Margin as our Adjusted Gross Profit (Loss) divided by our revenue. We define Adjusted EBITDA as our net loss adjusted for interest expense, net, income tax expense, depreciation and amortization, stock-based compensation expense, transaction, acquisition and business integration costs, restructuring costs, change in fair market value of financial liabilities and other income. Management believes that these non-GAAP measures of financial results are useful in evaluating the GeneDx's operating performance compared to that of other companies in its industry, as these metrics generally eliminate the effects of certain items that may vary from company to company for reasons unrelated to overall operating performance.

This presentation contains estimates, projections and other information concerning our industry, our business, and the markets for our products and services. Information that is based on estimates, forecasts, projections, market research or similar methodologies is inherently subject to uncertainties, and actual events or circumstances may differ materially from events and circumstances that are assumed in this information. Unless otherwise expressly stated, we obtained this industry, business, market and other data from our own internal estimates and research as well as from reports, research surveys, studies and similar data prepared by market research firms and other third parties, industry, medical and general publications, government data and similar sources. While we believe our internal company research as to such matters is reliable and the market definitions are appropriate, neither such research nor these definitions have been verified by any independent source.

We discuss these and other risks and uncertainties in greater detail in the sections entitled “Risk Factors” and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our periodic reports and other filings we make with the SEC from time to time. Given these uncertainties, you should not place undue reliance on the forward-looking statements. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. Except as required by law, we undertake no obligation to update publicly any forward-looking statements for any reason after the date of this presentation to conform these statements to actual results or to changes in our expectations. We file reports, proxy statements, and other information with the SEC. Such reports, proxy statements, and other information concerning us are available www.sec.gov. Requests for copies of such documents should be directed to our Investor Relations department at GeneDx Holdings Corp. 333 Ludlow Street, North Tower, 6th Floor, Stamford, Connecticut, 06902. Our telephone number is 800-298-6470.



Our mission: deliver personalized and actionable health insights to inform diagnosis, direct treatment and improve drug discovery.

GeneDx

The problem: lack of genomic data and connectivity with EMR

Years of missed diagnosis leads to:

- Inappropriate treatments
- Increased costs on the healthcare system
- Suffering for patients and families
- Stress on providers
- Missed opportunities to develop treatments and solutions



Symptoms

Tests are ordered



More tests

But no answers



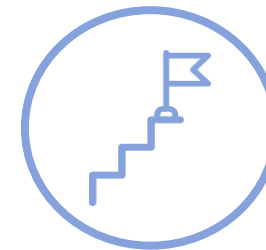
Try new doctors

But no records



More tests

And more spending



Patients miss milestones

Waiting for a proper diagnosis



Suboptimal care

Waiting for answers that come too late

**Our Solution:
Genomic Data +
Clinical Insights =
Better Health**



Built by GeneDx: Genomic interpretation platform

Since our inception more than 20 years ago, we believe we offer the **most definitive genomic analysis in the industry**, borne from over a decade of constructing our proprietary data sets

>**400K** clinical exomes

>**2.7 million** phenotypes

> **1 million** DNA extractions

>**400** gene discovery publications

Invested in:

- Scalable genome lab and informatics
- New commercial strategy and team
- Medical affairs and managed care

Built by Sema4: Centrellis health insights platform

We've spent over 10 years developing the most sophisticated dataset in the industry, complete with custom algorithms and more accurate analyses

3.1 million patient health records

8 million disease diagnoses

47 million phenotypes

20 years of records abstracted from **56 million** clinical documents

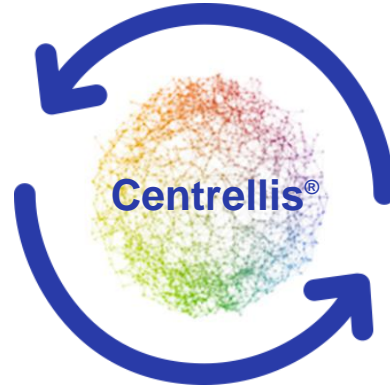
- Strengthening data asset for Centrellis
- Reorganized product and technology team for scale
- Discontinued reproductive health, somatic oncology, commercial operations

Best of both creates a seamless solution



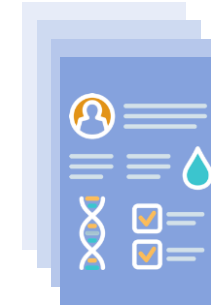
Sequence once

Expand the use of and deliver best in class whole exome/genome analysis & interpretation



Combine clinical + genomic data

Match structured clinical and genomic data and supplement with disease models to drive insights



Generate genomic insights over time

Generate patient-specific and disease profiles to generate actionable reports upon presentation of symptoms

Providing actionable insights - Leveraging clinical data adds a critical layer onto what we know from structured genomic data including, phenotypic information, symptoms, family history, and longitudinal data

4Q 2022 and Recent Highlights



Completed strategic shift to focus on scalable business and profitable growth



Financial results are in line with previously announced preliminary 2022 results; reiterating 2023 guidance

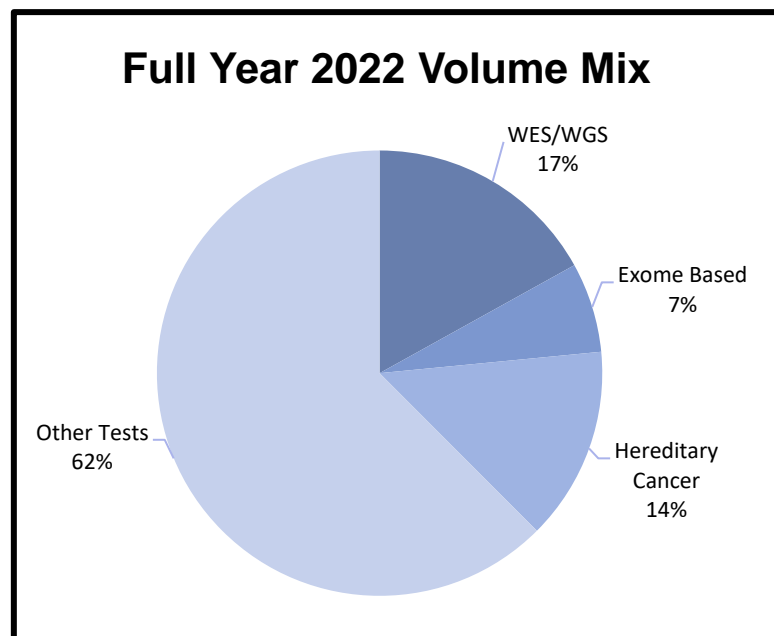


Completed financing in January 2023 with \$150 million in expected proceeds



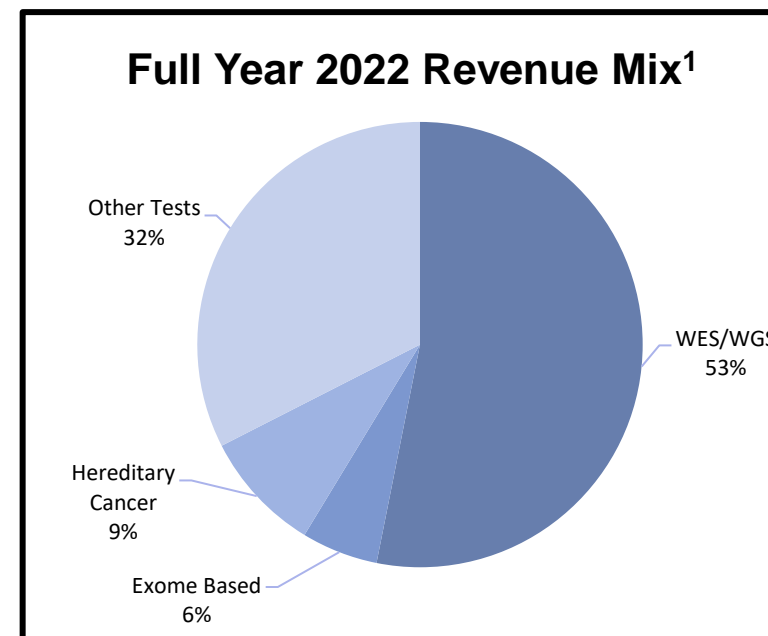
\$138.2M in cash, cash equivalents and restricted cash as of 12/31/22; fully funded to expected profitability in 2025

Strong Momentum Across Pro Forma Legacy GeneDx Volume & Revenue



~49k tests Q4 total volume
+26% YoY¹

7,862 Q4 Whole Exome / Whole Genome tests
+19% YoY



\$45.8M Q4 total revenue
+31% YoY¹

\$171.0M 2022 total revenue
39% adj gross margin

¹ The pro forma unadjusted and adjusted results from continuing operations for 2022 and the comparable results for 2021 are presented on a pro forma basis assuming Legacy GeneDx and the Company were combined for the entirety of 2021 and 2022 and exclude the revenues and costs from the now discontinued reproductive health, somatic tumor and COVID-19 testing businesses, and include the combination of the Legacy GeneDx diagnostic business revenues and costs with the data and information revenues and associated costs derived from the Legacy Sema4 business. Actual total Company results include the results of the Legacy GeneDx business only from the date of the Company's acquisition of Legacy GeneDx on April 29, 2022, the purchase accounting associated with the acquisition of Legacy GeneDx, and also include the financial impacts of exited Legacy Sema4 business activities for the full year. Pro forma metrics are presented for illustrative purposes only and are not necessarily indicative of the results that would have occurred had the Legacy GeneDx acquisition been completed on such dates or that may occur in the future.

2023 Guidance

Revenues between \$205-220 million for full year 2023

Expanded adjusted gross margin profile 2023 and beyond

Use of net \$95-110 million in cash in 2023 for continuing operations

Inclusive of servicing obligations of the exited business activities, total cash burn in 2023 between \$130-145 million, a >50% reduction year-over-year

Turn to profitability in 2025