



Transforming Cancer Care

Q2 2023 Earnings Call

August 3, 2023



Safe harbor

Certain statements in this presentation and the accompanying oral commentary are forward-looking statements within the meaning of federal securities laws. These statements relate to future events or Guardant Health, Inc. (the “Company”)’s future results and involve known and unknown risks, uncertainties and other factors that may cause the actual results, levels of activity, performance or achievements of the Company or its industry to be materially different from those expressed or implied by any forward-looking statements. In some cases, forward-looking statements can be identified by terminology such as “may,” “will,” “could,” “would,” “should,” “to,” “target,” “expect,” “plan,” “anticipate,” “intend,” “believe,” “estimate,” “predict,” “potential” or other comparable terminology. All statements other than statements of historical fact could be deemed forward-looking, including any expectations regarding the Company’s commercial engine as a force multiplier for research and development initiatives; any projections of market opportunities; statements about the Company’s ability to assess potential market opportunities or any statements about the Company’s ability to successfully develop new products and services; any statements regarding expectations for future reimbursement opportunities; any statements regarding the Company’s long-term expectations, including with respect to oncology, liquid biopsy, and other aspects of the Company’s industry; any statements about launching planned new products and additional laboratories, including with respect to Guardant Reveal, CGP tissue assay, and laboratories outside the United States; any statements about the Company’s ECLIPSE study; any statements regarding expectations for future regulatory approvals; any statements about historical results that may suggest trends for the Company’s business; any statements of the plans, strategies, and objectives of management for future operations and directions; any statements of expectation or belief regarding future events, opportunities to drive future growth, potential markets or market size, or technology developments; and any statements of assumptions underlying any of the items mentioned. The Company has based these forward-looking statements on its current expectations, assumptions, estimates and projections. While the Company believes these expectations, assumptions, estimates and projections are reasonable, such forward-looking statements are only predictions and involve known and unknown risks and uncertainties, many of which are beyond the Company’s control. These and other important factors may cause actual results, performance or achievements to differ materially from those expressed or implied by these forward-looking statements. The forward-looking statements in this presentation are made only as of the date hereof. For a further description of the risks and uncertainties that could cause actual results to differ from those expressed in these forward-looking statements, as well as risks relating to the business of the Company in general, see the Company’s periodic filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended December 31, 2022, and in its other reports filed

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This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size, penetration and growth and other data about the Company’s industry, which involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. In addition, projections, assumptions, and estimates of the Company’s future performance and the future performance of the markets in which the Company operates are necessarily subject to a high degree of uncertainty and risk.

In light of the foregoing, investors are urged not to rely on any forward-looking statement or third-party data in reaching any conclusion or making any investment decision about any securities of the Company.

This presentation includes references to certain financial measures that are not calculated in accordance with GAAP. Reconciliation to the most directly comparable GAAP financial measure may be found in the earnings release furnished to the SEC.

High growth core business approaching breakeven with a potentially higher growth pipeline

Therapy Selection



TECHNOLOGY
LEADER



MARKET
LEADER



BIOPHARMA
PARTNERSHIP



ATTRACTIVE
FINANCIAL PROFILE

Pipeline of multi-billion dollar revenue opportunities in early stages

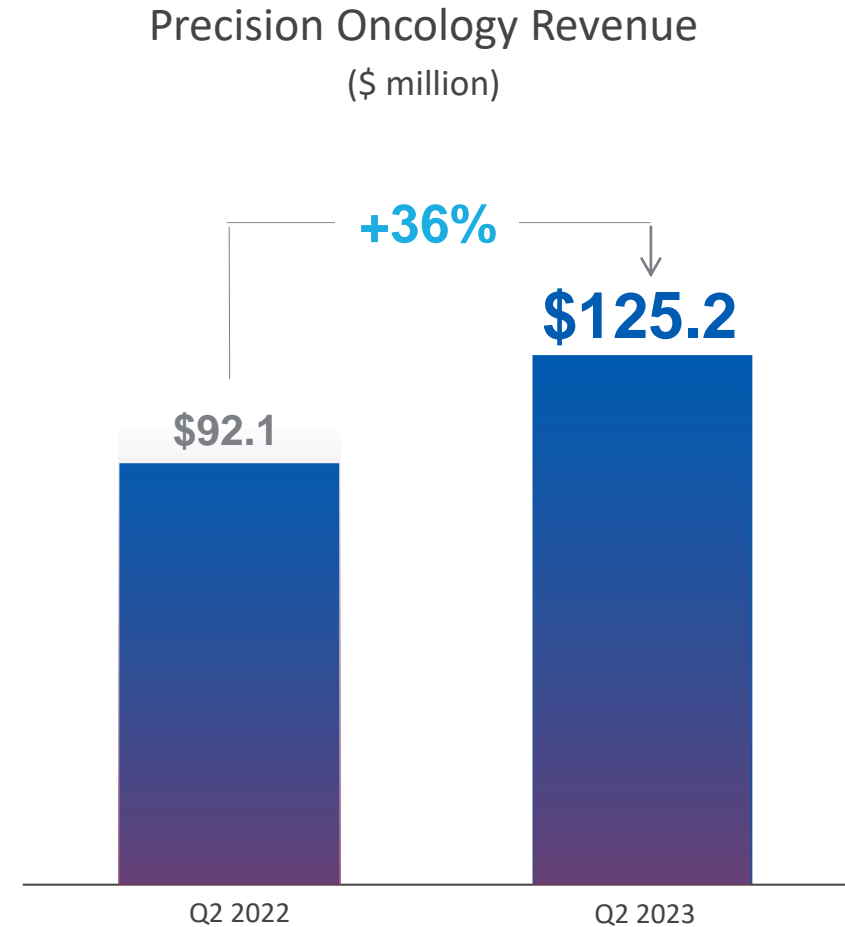
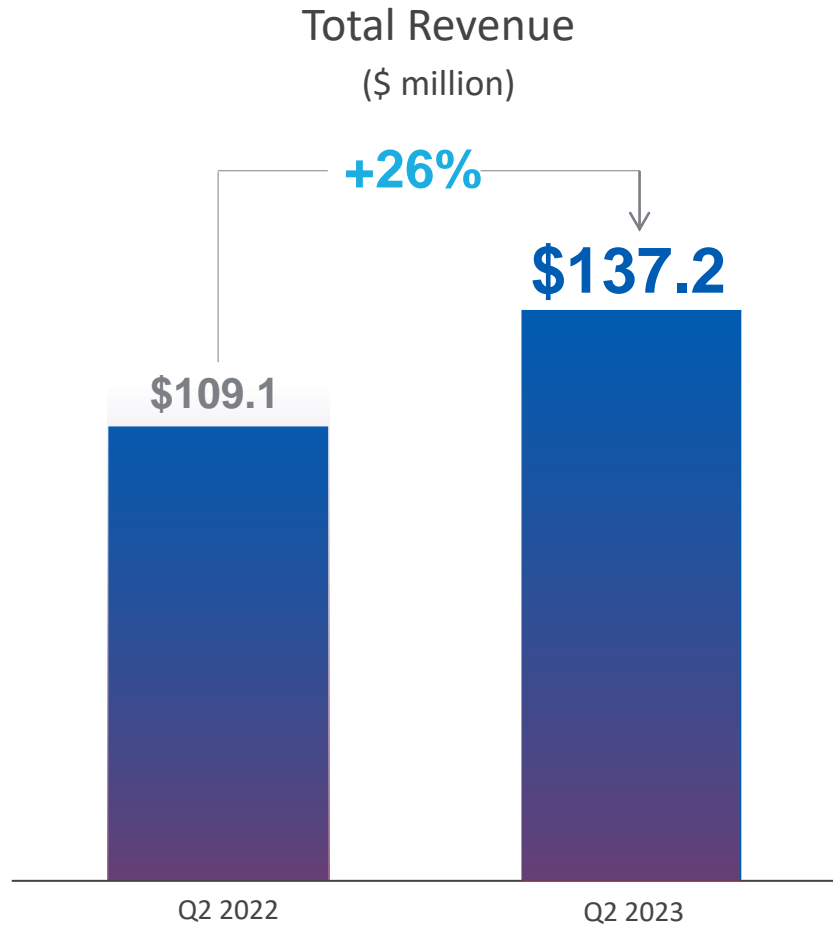
MRD / Recurrence Monitoring

1st and only Medicare-reimbursed tissue-free liquid biopsy

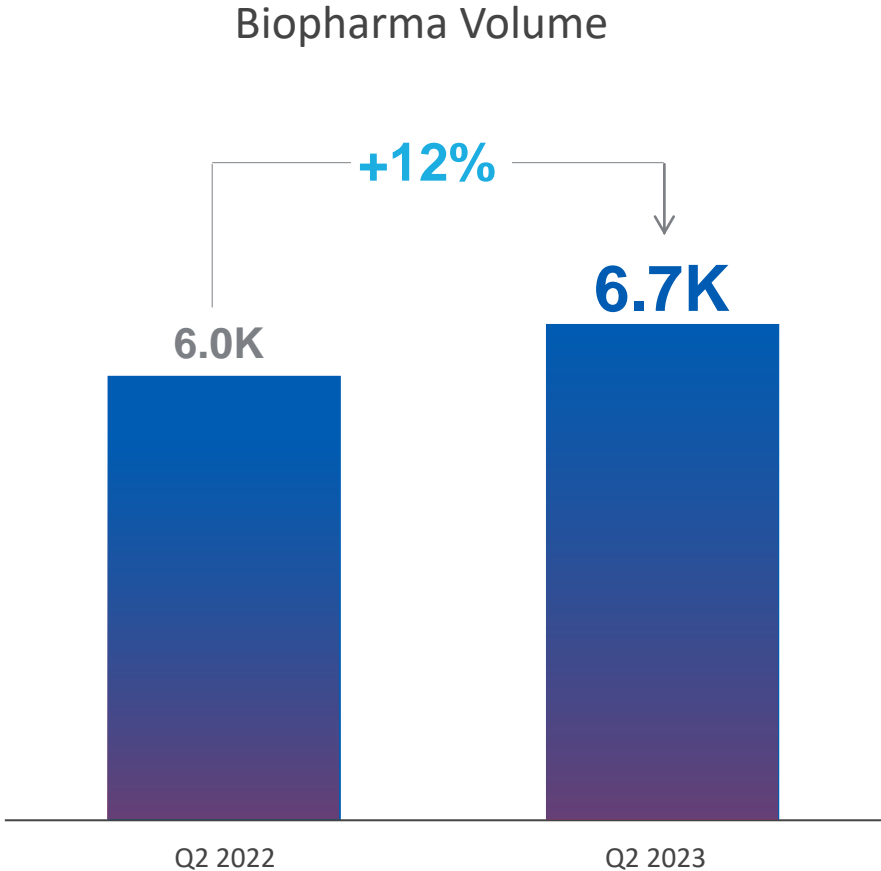
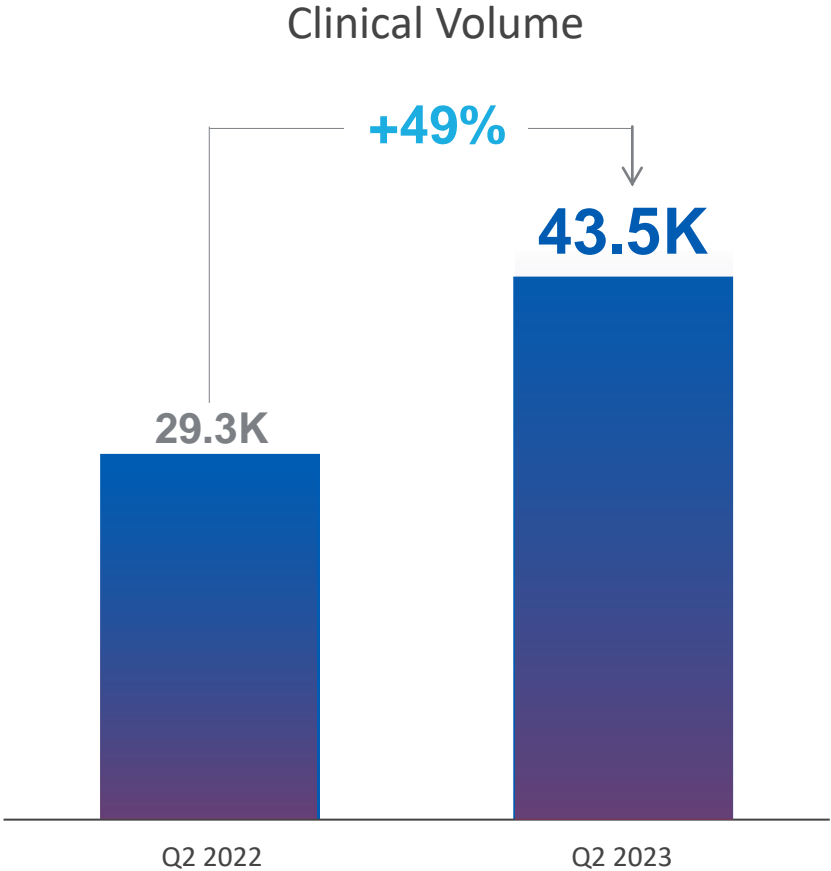
Screening

Spearheading a new patient-preferred category with Shield blood test, demonstrated for CRC and with roadmap to multi-cancer test

Robust topline growth driven by precision oncology revenue



Surpassed 50,000 precision oncology tests in Q2



Strong performance across our product portfolio

- ✓ Continued to see **strength in lung** volumes for Guardant360
- ✓ **Acceleration in breast** fueled by recent Guardant360 approval for ESR1
- ✓ **Growth in TissueNext**, differentiated by our Lunit-powered Galaxy AI
- ✓ Continued **traction with Reveal** across CRC, lung & breast
- ✓ Maintained our **lead in share of voice** and overall satisfaction with our customer experience
- ✓ Integration underway with **top three oncology EMR** providers in the U.S.

Recent breakthroughs in payer coverage

Therapy Selection

- ✓ **Secured coverage** from Anthem Blue Cross and Blue Shield, Aetna and Humana for Guardant360
- ✓ Crossed **300 million covered lives** for Guardant360
- ✓ Approaching **200 million covered lives** for TissueNext

MRD / Recurrence Monitoring

- ✓ Received **first commercial coverage for Guardant Reveal**

Received national reimbursement for Guardant360 in Japan

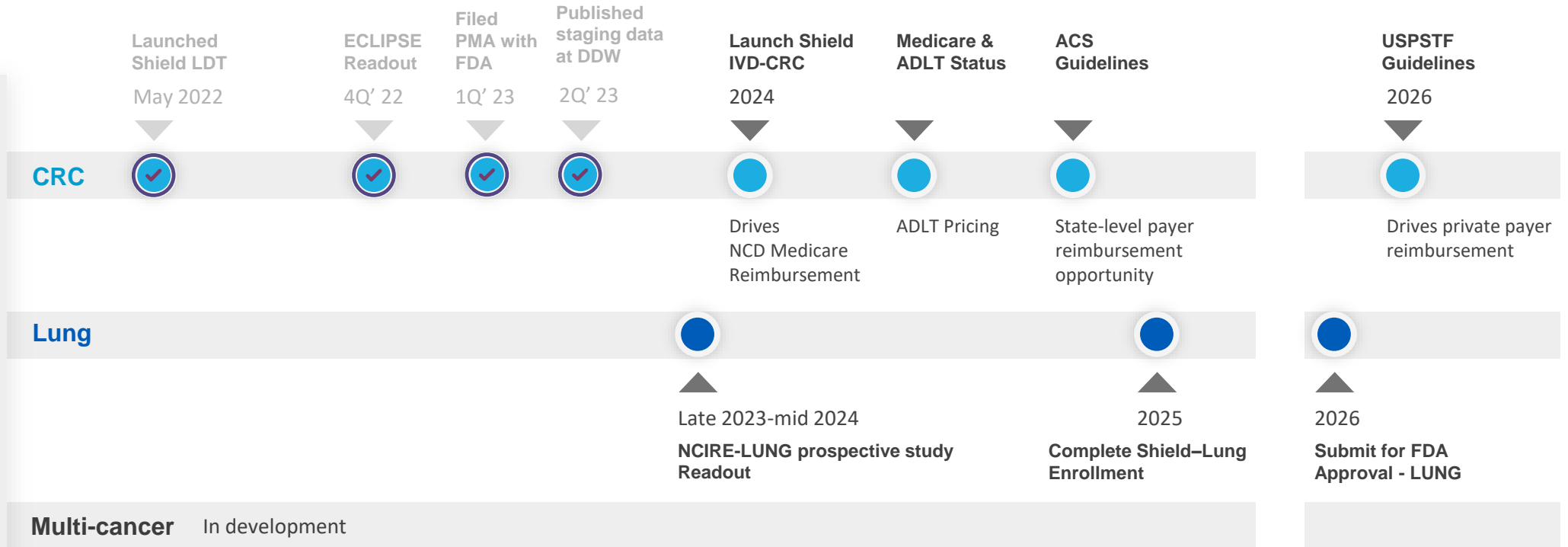
Japan market landscape

- ✓ 1M new cancer cases per year with ~390K cancer deaths per year
- ✓ Centralized care with around 260 core genomic hospitals
- ✓ Rapidly growing market with <10% penetration with ~25K CGP tests expected in 2023

Guardant in Japan

- ✓ Received national reimbursement approval from the Japanese MHLW for Guardant360 CDx
- ✓ Pricing in line with U.S. ASP of \$2,600 – \$2,700
- ✓ Efficient local sales model will provide positive contribution to Therapy Selection business

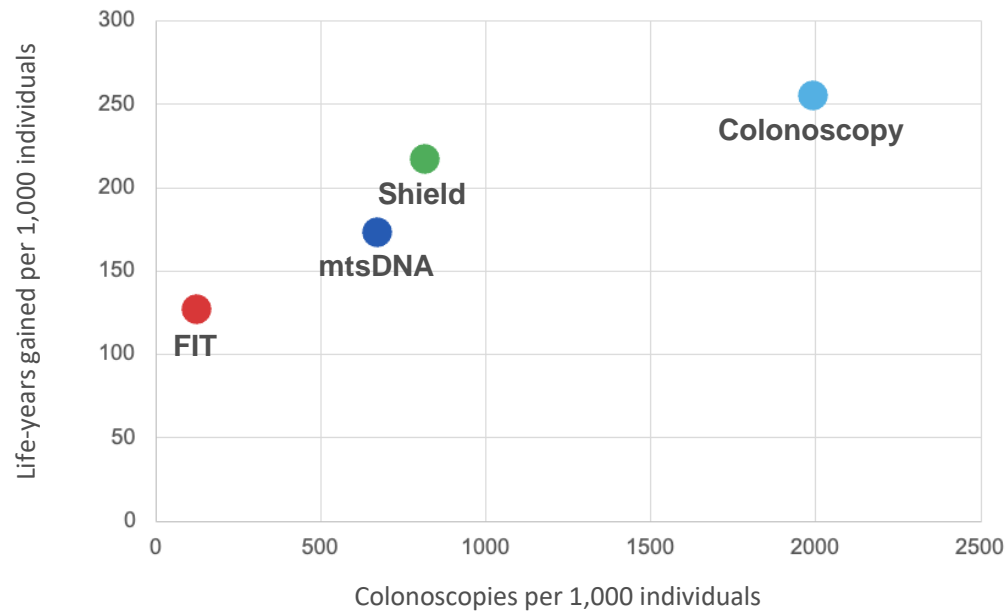
Blazing a trail to the first FDA approved and reimbursed multi-cancer screening test




Shield is in range with other guideline recommended modalities

Real-world longitudinal adherence model

Lifetime number of colonoscopies and life-years gained for simulated cohort



Model parameters

	CRC Sensitivity ^{2,3}	Specificity ^{2,3}	One-Time Adherence ³⁻⁶	Screening Interval ¹⁻³
Colonoscopy	95%	86%	38%	10 years
FIT	74%	96%	43%	1 year
mtsDNA	92%	90%	65%	3 years
 shield™	83%	90%	90%	3 years

1. Knudsen AB et al. "Colorectal Cancer Screening: An Updated Decision Analysis." USPSTF [Internet]. 2021. 2. Knudsen AB et al.. Estimation of benefits, burden, and harms of colorectal cancer screening strategies: modeling study for the US Preventative Services Task Force. Jama. 2016 Jun 21;315(23):2595-609. 3. Guardant Health Internal Data. 4. Singal AG et al. "Effect of Colonoscopy Outreach vs Fecal Immunochemical Test Outreach on Colorectal Cancer Screening Completion: A Randomized Clinical Trial." JAMA 318, no. 9 (05 2017): 806-15. 5. J.P. Morgan Healthcare Conference 2018. 6. Akram A et al. "Replacing the Guaiac Fecal Occult Blood Test With the Fecal Immunochemical Test Increases Proportion of Individuals Screened in a Large Healthcare Setting." Clinical Gastroenterology and Hepatology 15, no. 8 (August 2017): 1265-1270.e1.

Pathway to multi-cancer screening with expansion into lung cancer

Indication expansion for  shield™

#1

Leading cause of cancer-related death

15M

High risk individuals eligible for lung cancer screening

<15%

Compliance to screening

>6k

Enrolled in Shield-LUNG

Q2 2023 financial overview

	Q2'23	Q2'22
Total Revenue	\$137.2M	\$109.1M
Precision Oncology Revenue	\$125.2M	\$92.1M
Development Services & Other	\$11.9M	\$17.1M
Gross Margin	61%	66%
Precision Oncology Gross Margin	61%	63%
Development Services & Other Gross Margin	62%	86%
Operating Expenses	\$202.9M	\$202.7M
Loss from Operations	(\$119.6M)	(\$130.3M)
Net Loss	(\$72.8M)	(\$229.4M)
EPS	(\$0.67)	(\$2.25)

Q2 2023 non-GAAP financial measures

	Q2'23	Q2'22
Non-GAAP Operating Expenses	\$180.5M	\$176.2M
Non-GAAP Net Loss	(\$88.7M)	(\$101.8M)
Non-GAAP EPS	(\$0.82)	(\$1.00)
Adjusted EBITDA	(\$85.2M)	(\$94.3M)

	Q2'23	Q2'22
Free Cash Flow	(\$100.5M)	(\$135.0M)

13 Non-GAAP operating expenses exclude stock-based compensation and related employer payroll tax payments, acquisition related expenses, amortization of intangible assets and contingent consideration. Please refer to the tables in the associated press release labeled Reconciliation of Selected GAAP Measures to Non-GAAP Measures and Reconciliation of GAAP Net Loss to Adjusted EBITDA. Free cash flow is defined as net cash used in operating activities in the period less purchase of property and equipment in the period.

Equity offering extends runway to reach cash flow breakeven

Five Year Capital Allocation Assumptions

\$1.2B of cash at end of Q2 2023

Cash flow breakeven targeted in 2027/28 (1 to 2 years after USPSTF guideline inclusion)

Therapy Selection

- On-track for cash flow breakeven in 3-6 months
- Will generate positive cash flow from 2024 onward

MRD

- Spend focused on market penetration and clinical data development
- Investment funded over five years from Therapy Selection contribution and additional Reveal reimbursement

Screening

- Cash burn of ~\$200M per year until USPSTF guidelines / breakeven
- S&M expansion gated by commercial & revenue milestones
- R&D spend reduced in 2024 following ECLIPSE & SHIELD Lung enrollment completion

Raising our guidance for FY 2023 revenue

- Total Revenue: **\$545 – \$550 million**, growth of **21% to 22%** y/y
 - Raised from previous expectations of \$535 - \$545 million
- Operating Expenses: **below** FY 2022
- Free Cash Flow: **~(\$350) million** in 2023

Key 2023 milestones transforming the continuum of care

Therapy Selection

- ✓ CMS reimbursement for Guardant Response
- ✓ Ongoing rapid deployment of EMR customer integration
- ✓ Guardant360 reimbursement in Japan
- Exceed 200M covered lives for TissueNext

MRD / Recurrence Monitoring

- ✓ First commercial reimbursement for Guardant Reveal
- Additional data for Guardant Reveal in CRC and other tumor types
- Upgrade to Smart Liquid Biopsy platform

Screening

- ✓ Complete FDA submission for Shield CRC
- ECLIPSE peer review study publication
- NCIRE-LUNG prospective study readout (late 2023–mid 2024)



Investor Day

Thursday, September 7, 2023

Hosted in New York City with virtual webcast

Contact investors@guardanthealth.com for more information



