

Transforming the management of dermatologic cancers

March 8, 2021



FORWARD-LOOKING STATEMENTS

The information in this presentation contains forward-looking statements and information within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which are subject to the "safe harbor" created by those sections. These forward-looking statements include, but are not limited to, statements concerning the effects of the COVID-19 pandemic on our business and our efforts to address its impact on our business, our anticipated milestones, including expected commercial availability of our pipeline products and revenue generation therefrom, estimated total addressable market attributable to our existing and pipeline products, the impact of our tests, including DecisionDx-Melanoma, DecisionDx-SCC and DecisionDx DiffDxMelanoma, including the effectiveness of integrating the i31-GEP algorithm into our DecisionDx-Melanoma test, our plans for commercial expansion, including anticipated growth of our sales team, our prospects and plans and the objectives of management. The words "anticipates," "believes," "estimates," "expects," "intends," "may," "plans," "projects," "will," "would" and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. We may not actually achieve the plans, intentions, or expectations disclosed in our forward-looking statements and you should not place undue reliance on our forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations disclosed in the forwardlooking statements that we make. These forward-looking statements involve risks and uncertainties that could cause our actual results to differ materially from those in the forwardlooking statements, including, without limitation, the effects of the COVID-19 pandemic on our business and our efforts to address its impact on our business, the timing and amount of revenue we are able to recognize in a given fiscal period, unexpected delays in planned launch of our pipeline products, the level and availability of reimbursement for our products, our ability to manage our anticipated growth and the risks set forth in our Quarterly Report on Form 10-Q for the quarter ended September 30, 2020, filed with the SEC on November 9, 2020, and in our other filings with the SEC. The forward-looking statements are applicable only as of the date on which they are made, and we do not assume any obligation to update any forward-looking statements, except as may be required by law.

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E LEADING DERMATOLOGIC DIAGNOSTICS COMPANY

TRANSFORMING THE MANAGEMENT OF SKIN CANCER







	4Q20	4Q19	Twelve months ended 12/31/20	Twelve months ended 12/31/19
Revenue	\$17.3M	\$17.6M	\$62.6M	\$51.9M
Total GEP test reports ¹	5,157	4,914	18,185	17,055
Total Derm test reports ¹	4,747	4,480	16,790	15,529
Operating Cash Flow	\$(0.4)M	\$4.5M	\$9.9M	\$7.0M
Adj. Operating Cash Flow ²	\$1.5M	\$4.5M	\$1.5M	\$7.0M
Gross Margin	85%	89%	85%	86%
Cash & Cash Equivalents			\$410M (as of 12/31/20)	\$99M (as of 12/31/19)



ESTIMATED ~\$5.5B U.S. TOTAL ADDRESSABLE MARKET¹

In market and pipeline tests, leveraging established dermatologic sales channels

Indication/ Test outcome	Trade Name	Reimbursement Status	Peer-Reviewed Publications	Primary Customers	Initial Launch Targets	Initial addressable market, patients ²	Estimated U.S. TAM
Cutaneous melanoma/ Risk of metastasis	Decision Dx MELANOMA	MCR, MCRA Commercial – in process	28	Derms (including Mohs), Surgeons		~130k patients classified as Stage I, II or III	~\$540M
Cutaneous squamous cell carcinoma/ Risk of metastasis	Decision Dx-scc	Expected draft LCD in 2021	4	Derms (including Mohs)	~4,300 current customers ³	~200k w/ high-risk features	~\$820M
Suspicious pigmented lesions/ Melanoma status	DecisionDx* DiffDx-Melanoma	Expected draft LCD in 2021	2	Dermpaths, Derms	~1,850 current dermpath customers ⁴	~300k patients w/indeterminant biopsy	~\$600M
Pipeline Tests	Target launches anticipated by the end of 2025	N/A	N/A	Expected to utilize existing dermatologic sales channels	To be announced	To be announced	~\$3.6B

¹U.S. TAM = Total addressable market based on estimated patient population assuming average reimbursement rate among all payors.

² Annual U.S. incidence for Stage I, II or III melanoma estimated at 130,000; Annual U.S. incidence for squamous cell carcinoma estimated at 1,000,000 with addressable market limited to carcinomas with one or more high risk features; Annual U.S. incidence for suspicious pigmented lesion biopsies estimated at 2,000,000 with addressable market limited to the 15% with an indeterminant biopsy.

5 ³Clinicians who ordered DecisionDx-Melanoma in LTM (as of 12/31/2020)

⁴Pathologists who provided clinical specimens for DecisionDx-Melanoma in LTM (as of 12/31/2020) -MCR = Medicare. MCRA = Medicare Advantage; current customer estimates based on LTM.









Identify dermatologic diseases with high unmet medical need, where *genomic information* has the potential to *improve management decisions*



CAP-accredited, CLIAcertified commercial labs



Suite of skin cancer tests designed to provide clinicians with precise, personalized information, enabling more accurate treatment plan decisions



Leveraging artificial intelligence, tests are designed to provide actionable information based on tumor gene expression patterns



Test results inform management decisions within *nationally accepted* treatment *guidelines*



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Decision Dx MELANOMA Informing clinical decision making

for patients with invasive melanoma



DECISIONDX-MELANOMA: AFTER DIAGNOSIS OF CANCER



DECISIONDX-MELANOMA: AFTER DIAGNOSIS FOR MORE ACCURATE RISK ASSESSMENTS





Gerami et al. Clin Cancer Res 2015; Gerami et al. JAAD 2015; Zager et al. BMC Cancer 2018; Gastman et al. JAAD 2019

diagnosis

INTEGRATED TEST RESULT

i31-GEP utilizes artificial intelligence designed to provide a more precise prediction of SLN positivity risk

			Decision Dx-melanon			
				Castle ID:	Page 1 of 2	
FINAL REPORT Patient: Tumor Site: Sex: Female Specimen ID: DOB: Collected: Client: Received: Clinician: Reported:						
	[DecisionDx	-Melanoma	Result		
Class 1A is associated with the lowest risk of recurrence/metastasis within 5 years See page 2 of this report for data pertaining to likelihood of SLNB positivity						
			See page 2 of this report	for data pertaining to likeliho	ood of SLNB positivity	
e DecisionDx [®] -N Istle Biosciences, mary tumor tissue INICAL INFOF e test's performar sorted in four pros mthose included luding Breslow th	lelanoma molecula Inc. The test uses . ¹ 2MATION: 5 YE rec characteristics pective clinical stur n these studies. De ickness, ulceration	ar test for cutaneous m RT-PCR to determine AR OUTCOMES as reported in multi-ce dies. ⁷¹ t ¥ Data in this accisionDx-Melanoma i mitotic rate, age, SL1	See page 2 of this report helanoma is a proprietary is the expression of a par- enter retrospective clinic report have not been va s an independent predict N status and AJCC stage	for data pertaining to likeliho gene expression (GEP) as lei of 31 genes (28 discrimin al validation studies ¹⁵ are or lidated in patients with clini for of metastatic risk in mult 2.	and of SLNB positivity assay offered solely by nant and 3 control) in onsistent with those cal features different ivariable analyses	
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Castle Biosciences, Inc. | Lab Director

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Castle ID; itegrated 31-GEP (i31-GEP): PERSONALIZED RISK OF SENTINEL LYMPH NODE POSITIVITY

Decision Dx-MELANOMA

Page 2 of 2

The likelihood of sentinel lymph node (SLN) positivity is reported using the i31-GEP algorithm which was derived from an artificial intelligence based neural network. This algorithm integrates the 31-GEP Score with traditional clinical and pathologic features.¹⁴ The 31-GEP was developed in a previously described cohord of 1396 patients¹⁴ and validated in an independent multicenter clinical cohort of 1674 consecutively tested patients with primary cutaneous melanoma (T1-T4). Within the development and validation population, the SLNB-assesde positivity rates may guide sentinel lymph node biopsy (SLNB) diacussions. Typically, SLNB is recommended for patients with risk of positivity rates may guide sentinel lymph node biopsy (SLNB) diacussions. Typically, SLNB is recommended for patients with risk of positivity greater than 10%. For those with risk between 5% and 10%, SLNB is sometimes considered. For those with risk between 5% and 10%, SLNB is generally not recommended.¹³ The Following variables were evaluated during algorithm development: 31-GEP Score, Breslow thickness, ulceration status, mitotic rate, age, regression, micro-staging (positive deep margins), histological subtype, TLS, LVI, turno location and sex. However, only those shown to be significant contributors to the algorithm are reflected in the table below. For additional information about the i31-GEP algorithm, visit www.castletestinfo.com/decisiondx-melanoma.The 31-GEP Score shown below generates the Class result by applying the following cut points: Class 1A (0-0.41), Class 1B/2A(>0.41-<0.59) and Class 2B (0.59-1).

Patient-Specific Factors:	Class 1A		SLNB positivity estimates using histopathologic factors alone:
31-GEP Score	0.12	Likelihood of SLNB positivity	Breslow thickness of <0.8mm without ulceration or other adverse features' has an estimated likelihood of SLNB positivity of <5%
Breslow Thickness (mm)	1.1	(i31-GEP)	Breslow thickness of ≥0.8 - 1.0mm with or without ulceration or Breslow's thickness <0.8mm with
Ulceration Status	present	2.9%	ulceration and/or other adverse features* has an estimated likelihood of SLNB positivity of 5 – 10%
Mitotic Rate (/mm ²)	1		Breslow thickness of >1.0mm with or without ulceration
Age (years)	68		has an estimated likelihood of SLNB positivity of >10%

*Adverse features can include uncertainty about the adequacy of micro-staging (positive deep margin), mitotic index 22/mm2 (particularly in the setting of young age). lymphovascular invasion, or a combination of these factors. ¹³

ABOUT THE TEST

The twenty-eight discriminating genes in this profile are: BAP1 (two gene loci), MGP, SPP1, CXCL14, CLCA2, S100A8, BTG1, SAP130, ARG1, KRT6B, GJA1, ID2, EIF1B, S100A9, CRABP2, KRT14, ROBO1, RBM23, TACSTD2, DSC1, SPRR1B, TRIM29, AQP3, TYRP1, PPL, LTA4H and CST6. The three control genes are: FXR1, YKT6 and HNRNPL.

REFERENCE LIST

¹Gerami P, et al. Clin Cancer Res 2015; 21(1):175-183. ³Cerami P, et al. J Am Acad Dematol 2015; 72:780-785.es; ¹Zager J, et al. BMC Cancer 2015; 18:130; ⁴Gastman B, et al. J Am Acad Dematol 2019; 80(1): 149-157.et; ¹Fardo G, et al. Fall Clinical Derm NPFA meeting abstract; 2019; ⁴Vetto J, et al. Future Oncol 2019; 15(11):1207-1217; ⁻Hsueh E, et al. J Hematol Cancol 2017; 10(152); ⁴Greenhaw B, et al. J Dematol Surg 2015; 44(12):149-150; ⁴Vetto J, et al. Fature Oncol 2019; 15(11):1207-1217; ⁻Hsueh E, et al. J Hematol Cancol 2017; 10(152); ⁴Greenhaw B, et al. J Dematol Surg 2015; 44(12):149-1500; ⁴Vetto J, et al. CA: a cancer journal to Venerel 2019; 33:857-851; ¹¹Greenhaw BN, et al. J Am Acad Dematol 2020; 5ep;83(3):745-753; ¹²Gershenwal JE, et al.CA: a cancer journal for clinicians 2017; 67:472-462; ¹¹NCCN Clinical PractoG substraines in Oncology, 11,2021; ¹⁴Caste Biosciences, Inc. DATA ON FILE

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The new Integrated Test Result incorporates traditional clinicopathologic factors with the DecisionDx-Melanoma continuous score designed to provide a precise, personalized likelihood of sentinel lymph node positivity



AFTER DIAGNOSIS, TWO CLINICAL QUESTIONS HELP GUIDE MELANOMA MANAGEMENT

CHOOSING RISK-APPROPRIATE LEVEL OF MANAGEMENT IS KEY





SLN = sentinel lymph node; SLNB = sentinel lymph node biopsy. Source: NCCN Guidelines for Cutaneous Melanoma v3.2020

DECISIONDX-MELANOMA INFORMS BOTH RISK ASSESSMENTS, NOW WITH i31-GEP TO PREDICT SLN POSITIVITY RISK



DecisionDx-Melanoma informs *use of SLNB*



Vetto et al. Future Oncol 2019; Marks et al SKIN J Cutaneous Med 2019

up, referrals, imaging, adjuvant therapy)

DECISIONDX-MELANOMA STRATIFIES RISK OF POSITIVE SLN TO INFORM DISCUSSIONS

Objective: right treatment, right patient, right time

SLNB: risky, poor prognostic tool

- 88% SLNB recipients negative
- Anesthesia risks, surgical complications: 11%¹
- False negative: 5% 21%³
- No survival benefit, low sensitivity:
 - 2/3 of melanoma deaths were SLN-negative²



Text sources:

¹Systematic review of 21 articles representing 9,047 patients (Moody *Eur J Sur Onc* 2016); ²Morton *NEJM* 2014; ³False negative rate definition limited to metastasis to the regional lymphatics, not to distant metastasis or death. Median false negative rate = 17.6%; ³Sondak & Zager *Ann Surg Oncol* 2010

Graph sources:

- SLN = sentinel lymph node; SLNB = sentinel lymph node biopsy. MCR=Medicare Cost Report.
- Source: AJCC v7 J Clin Oncol 2009; SEER data release 2017; Morton et al. N Engl J Med 2014; Whiteman et al. J Invest Dermatol 2015; Shaikh et al. J Natl Cancer Inst 2016; Poklepovic and Carvajal. Oncology 2018; Sondak and Zager. Ann Surg Oncol 2010. Moody et al. Euro Jrnl Surg Onc 2017.



SOLUTION 1: DECISIONDX-MELANOMA INFORMS SLNB SURGERY DISCUSSIONS IN T1a – T4 MELANOMAS



Decision Dx·MELANOMA

Castle ID: Page 2 of 2 Integrated 31-GEP (i31-GEP): PERSONALIZED RISK OF SENTINEL LYMPH NODE POSITIVITY

The likelihood of sentinel lymph node (SLN) positivity is reported using the i31-GEP algorithm which was derived from an artificial intelligence based neural network. This algorithm integrates the 31-GEP Score with traditional clinical and pathologic features.¹⁴ The i31-GEP was developed in a previously described cohort of 1398 patients⁴ and validated in an independent multicenter clinical cohort of 1674 consecutively tested patients with primary cutaneous melanoma (T1-T4). Within the development and validation population, the SLNB-assessed positivity rate ranged between 12-14% which is aligned with published overall positivity rates of approximately 12%. SLN positivity rates may guide sentinel lymph node biopsy (SLNB) discussions. Typically, SLNB is recommended for patients with risk of positivity greater than 10%. For those with risk between 5% and 10%, SLNB is sometimes considered. For those with risk less than 5%, SLNB is generally not recommended.¹³ The following variables were evaluated during algorithm development: 31-GEP Score, Breslow thickness, ulceration status, mitotic rate, age, regression, micro-staging (positive deep margins), histological subtype, TILS, LVI, tumor location and sex. However, only those shown to be significant contributors to the algorithm are reflected in the table below. For additional information about the i31-GEP algorithm, visit www.castletestinfo.com/decisiondx-melanoma.The 31-GEP score shown below generates the Class result by applying the following cut points: Class 1A (0-0.41), Class 1B/2A(>0.41-<0.59) and Class 2B (0.59-1).

Patient-Specific Factors:	Class 2B		SLNB positivity estimates using histopathologic factors alone:
31-GEP Score	0.82	Likelihood of SLNB positivity	Breslow thickness of <0.8mm without ulceration or other adverse features' has an estimated likelihood of SLNB positivity of <5%
Breslow Thickness (mm)	0.7	(i31-GEP)	Breslow thickness of ≥0.8 - 1.0mm with or without ulceration or Breslow's thickness <0.8mm with
Ulceration Status	absent	15.1%	ulceration and/or other adverse features" has an estimated likelihood of SLNB positivity of 5 – 10%
Mitotic Rate (/mm ²)	0		Breslow thickness of >1.0mm with or without ulceration
Age (years)	66	-0	has an estimated likelihood of SLNB positivity of >10%

I31-GEP is designed to take patients from population-based risk to more precise, personalized risk to guide SLNB discussions

*Adverse features can include uncertainty about the adequacy of micro-staging (positive deep margin), mitotic index ≥2/mm2 (particularly in the setting of young age), lymphovascular invasion, or a combination of these factors. ¹³

DecisionDx-Melanoma could result in 74% fewer SLNB surgeries, potentially saving U.S. healthcare system \$250M^{1,3}



15 ¹Vetto et al. Future Oncol 2019. ²Hsueh et al. Poster discussion abstract, ASCO 2019. ³Clearview health economic model, data on file. T1-T2 tumors are <2.0mm thick ("Breslow's" thickness or depth). MSS = melanoma specific survival. OS = overall survival. DMFS = distant metastasis free survival. RFS = recurrence free survival. n/r = not reported.</p>

PROBLEM 2: UNDER-MANAGEMENT EVIDENT IN MELANOMA CURRENT RISK ASSESSMENTS MISS PATIENTS WITH AGGRESSIVE TUMOR BIOLOGY





Prognostic accuracy must improve to determine the most appropriate melanoma management strategy for each patient

Text sources:¹Poklepovic and Carvajal. *ONCOLOGY* 2018; ²Ribas et al. *JAMA* 2016; ³Schadendorf et al. *Eur J Can* 2017; ⁴Robert et al. *J Clin Oncol* 2017; ⁵Joseph et al. *Clin Cancer Res* 2018; ⁶SEER data release 2017; ⁷Whiteman et al. *J Invest Dermatol* 2015; ⁸Shaikh et al. *J Natl Cancer Inst* 2016 **Graph sources:** AJCC v7 *J Clin Oncol* 2009; SEER data release 2017; Morton et al. *N Engl J Med* 2014; Whiteman et al. *J Invest Dermatol* 2015; Shaikh et al. *J Natl Cancer Inst* 2016; Poklepovic and Carvajal. *Oncology* 2018; Sondak and Zager. *Ann Surg Oncol* 2010. Moody et al. *Euro Jrnl Surg Onc* 2017.



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SOLUTION 2: DECISIONDX-MELANOMA IS A SIGNIFICANT, INDEPENDENT PREDICTOR OF OUTCOMES





DECISIONDX-MELANOMA FURTHER STRATIFIES RISK OF RECURRENCE BEYOND AJCC (8TH Ed.) STAGING



Prado et al. SKIN J Cutan Med 2018:suppl 2. n=690

SOLUTION 2: DECISIONDX-MELANOMA CHANGED MANAGEMENT FOR 50% OF PATIENTS

4 consecutive clinical impact studies: 47-53% change in risk-of-recurrence-based management

Changes in patient management include:

Imaging and labs



Sentinel lymph node biopsy guidance



Clinical visit frequency



Referrals

Study	Design	# of Patients	% Change in Management
Berger ¹	Prospectively tested cohort, multi-center. Retrospective pre-test / post-test management.	156	53%
Dillon ²	Prospective, multi-center: pre-test / post-test management	247	49%
Farberg ³	169 physician impact study: patient vignettes with pre-test / post-test management	n/a	47-50%
Schuitevoerder ⁴	Prospectively tested cohort, single center. Retrospective pre-test / post-test management; modeling of prospective cohort	91	52%

¹Berger, et al. 2016 Curr Med Res Opin; ²Dillon et al. 2018 Skin; ³Farberg et al. 2017 Jrnl Drugs Derm; ⁴Schuitevoerder, et al. 2018 Jrnl Drugs Derm.



DECISIONDX-MELANOMA: WELL-STUDIED, INFORMS CANCER MANAGEMENT DECISIONS

>7,700

Patients included in studies including *independent validation*

Peer-reviewed, published studies including 2 meta-analyses

28

68,000+

Patients with a *DecisionDx-Melanoma* order from over *6,800 clinicians*

1A

Level 1A evidence*

50%

Demonstrated change in management for 1 of 2 patients tested

Medicare+

Covered by Medicare and multiple private insurers with an *industryleading* patient assistance program



Decision Dx-scc

Identifying the risk of metastasis in patients with cutaneous squamous cell carcinoma with one or more risk factors





PROBLEM: THE UNMET NEED IN HIGH-RISK SCC PATIENTS: WHO IS REALLY AT LOW RISK OR HIGH RISK FOR METASTASIS?

Deaths from SCC are now estimated to exceed those from melanoma.

~20% of SCC patients (200,000 annually) have **one or more clinical** or **pathological risk factors**, and a subset will **develop metastasis**.

They suffer the majority of SCC mortality.

These factors alone are often not specific enough to determine risk-appropriate treatment and further management.

SCC treatment plans are guided by risk of metastasis.

Risk-appropriate SCC management is *currently limited by classification systems* (NCCN, BWH, AJCC) with *low positive predictive value* (PPV).



DESIGNED TO PREDICT INDIVIDUAL METASTATIC RISK TO INFORM RISK-APPROPRIATE MANAGEMENT

Decision Dx-scc

For *high-risk* SCC patients with one or more risk factors **200,000** high-risk patients annually;

\$820M U.S TAM¹

Validated in **420patient cohort** of highrisk SCC from 33 U.S. centers 4 *peer-reviewed publications* to date;

Over **1,400** patients enrolled in studies to date from **92** centers Utilizing *existing sales channels:* dermatologists (including Mohs surgeons)

Incorporation of DecisionDx-SCC with traditional risk factors can *improve patient classification* compared to traditional risk factors alone



WORKFLOW FOR DECISIONDX-SCC: PROCESS IDENTICAL TO DECISIONDX-MELANOMA

SCC tumor	Т	reatment plans may include	Follow-up plans may include
RNA isolation	Class 1 low metastatic risk (~50% of results)a	Surgery, if feasibleClinical nodal exam	Clinical follow-up: 1-2x per yearClinical nodal exam
RT-PCR: cDNA generation and amplification	Class 2A moderate metastatic risk (~40% of results)	 Surgery, if feasible Consider nodal imaging / staging Consider oncology referral 	 Clinical follow-up: 2-4x per year for 3 years Baseline and annual nodal US/CT for 2 years
qPCR: open array card 34 discriminant gene targets and 6 control genes	Class 2B high metastatic risk (<10% of results)	 Surgery, if feasible Nodal imaging / staging Consultation: radiation oncology Consultation: medical oncology 	 Clinical follow-up: 4-12x per year for 3 years Baseline and 4x per year nodal US/CT for 2 years
Analysis of GEP with a proprietary algorithm to determine Class and metastatic risk			

DecisionDx-SCC results can inform management decisions within established guidelines



Wysong et al. JAAD 2020; Data on file, Castle Biosciences

NCCN Guidelines for Squamous Cell Skin Cancer v1.2020, Likhacheva et al. Pract Radiat Oncol 2020, Farberg et al. CMRO 2020, Litchman et al. CMRO 2020, Teplitz et al. JDD 2019, Alam et al. JAAD 2018

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Patient diagnosed with SCC and one or more risk factors

DECISIONDX-SCC IS VALIDATED TO PREDICT METASTATIC RISK FOR INDIVIDUAL SCC PATIENTS WITH ONE OR MORE RISK FACTORS



CLASS 2A AND CLASS 2B ARE INDEPENDENT PREDICTORS OF METASTASIS



What is the impact of DecisionDx-SCC?

An SCC with deep invasion is **2.1x more likely** to **metastasize** than without. Adding a Class 2A results shifts that to *4.8x more likely* to *metastasize*. Adding a Class 2B result shifts that to **14.5x more** *likely* to *metastasize*.



Deep invasion: beyond subcutaneous fat, depth >6mm, or Clark level V. Wysong et al. JAAD 2020; Ibrahim et al. submitted; Data on file, Castle Biosciences.

DecisionDx DiffDx-Melanoma

A highly accurate and objective test for melanocytic lesions of unknown malignant potential

DecisionDx DiffDx·Melanoma

DERMATOPATHOLOGISTS AND DERMATOLOGISTS WORK TOGETHER TO DIAGNOSE MELANOMA





THE CLINICAL ISSUE: UNCERTAINTY CREATES AN OVER- OR UNDER-TREATMENT DILEMMA





DECISIONDX DIFFDX-MELANOMA IS DESIGNED FOR USE FOLLOWING IMMUNOHISTOCHEMISTRY (IHC) AND/OR LOCAL CONSENSUS





WORKFLOW FOR DECISIONDX DIFFDX-MELANOMA: PROCESS IDENTICAL TO DECISIONDX-MELANOMA



DECISIONDX DIFFDX-MELANOMA: DESIGNED AND VALIDATED TO IMPROVE DIAGNOSTIC RESOLUTION FOR THE BENEFIT OF PATIENT CARE

	All ages N=503		Age > 65 yea N=178	rs	
	DecisionDx DiffDx-Melanoma	95% CI	DecisionDx DiffDx-Melanoma	95% CI	
Sensitivity	99.1%	97.9-100	99.2%	97.6-100	
Specificity	94.3%	91.5-97.1	100%	100-100	
PPV	93.6%	90.5-96.7	100%	100-100	
NPV	99.2%	98.1-100	98.1%	94.3-100	
Intermediate-risk result	3.6%		3.4%		
Technical success rate		96 .	%		

Samples that fall in intermediate-risk zone were excluded from the calculation. PPV – positive predictive value; NPV – negative predictive value; CI – confidence interval. Estrada et al. (2020) *SKIN J Cutan Med*



IMPROVING DIAGNOSTIC RESOLUTION FOR THE BENEFIT OF PATIENT CARE

DecisionDx DiffDx·Melanoma

A definitive result from DecisionDx-DiffDx-Melanoma in ≥96% of lesions submitted for testing

Includes *multiple subtypes* of lesions with uncertain malignant potential

Technical *success* rate of *96%* 5-7 day turn around time/ similar to other ancillary tests After melanoma diagnosis, clinicians can order DecisionDx-Melanoma; *uses same tissue block*

Interpreted in the context of other clinical, laboratory and histopathologic information, DecisionDx DiffDx-Melanoma is designed to *add diagnostic clarity* and *confidence* for dermatopathologists, while *helping dermatologists* better *understand the clinical implications* for more informed patient care



Decision Dx-um

The Standard of Care for Evaluating Metastatic Risk in Uveal Melanoma





Decision DX·UM : STANDARD OF CARE

Strong Evidence Base

• 17 peer-reviewed publications, *2,000+ patients*

Widespread adoption

- **90%+** of U.S. ocular oncology institutions order
- 1,395 reports issued in 2020

Broad Coverage

- 156+ million total lives covered
- Medicare LCD *covers patients* with a confirmed diagnosis and no evidence of metastatic disease
- "Existing ADLT" status effective May 2019
- 2021 Medicare rate of ~\$7700

AJCC and NCCN Guideline Inclusion

Uveal Melanoma – A Rare Eye Cancer

~1,600 patients diagnosed in the U.S. annually
 ~97% of patients – no evidence of metastatic disease at the time of diagnosis
 ~20% will develop metastases within 2 years

~30% will develop metastases within 3 years



(Uveal Melanoma) 15-Gene Expression Profile (GEP) Test

Low-risk: ~67% Low Intensity Management High-risk: ~33% High Intensity Management



MARKET AND FINANCIAL OVERVIEW

ESTIMATED ~\$5.5B U.S. TOTAL ADDRESSABLE MARKET¹

In market and pipeline tests, leveraging established dermatologic sales channels

Indication/ Test outcome	Trade Name	Reimbursement Status	Peer-Reviewed Publications	Primary Customers	Initial Launch Targets	Initial addressable market, patients ²	Estimated U.S. TAM
Cutaneous melanoma/ Risk of metastasis	Decision Dx MELANOMA	MCR, MCRA Commercial – in process	28	Derms (including Mohs), Surgeons		~130k patients classified as Stage I, II or III	~\$540M
Cutaneous squamous cell carcinoma/ Risk of metastasis	Decision Dx-scc	Expected draft LCD in 2021	4	Derms (including Mohs)	~4,300 current customers ³	~200k w/ high-risk features	~\$820M
Suspicious pigmented lesions/ Melanoma status	DecisionDx* DiffDx-Melanoma	Expected draft LCD in 2021	2	Dermpaths, Derms	~1,850 current dermpath customers ⁴	~300k patients w/indeterminant biopsy	~\$600M
Pipeline Tests	Target launches anticipated by the end of 2025	N/A	N/A	Expected to utilize existing dermatologic sales channels	To be announced	To be announced	~\$3.6B

¹U.S. TAM = Total addressable market based on estimated patient population assuming average reimbursement rate among all payors.

² Annual U.S. incidence for Stage I, II or III melanoma estimated at 130,000; Annual U.S. incidence for squamous cell carcinoma estimated at 1,000,000 with addressable market limited to carcinomas with one or more high risk features; Annual U.S. incidence for suspicious pigmented lesion biopsies estimated at 2,000,000 with addressable market limited to the 15% with an indeterminant biopsy.

38 ³Clinicians who ordered DecisionDx-Melanoma in LTM (as of 12/31/2020)

⁴Pathologists who provided clinical specimens for DecisionDx-Melanoma in LTM (as of 12/31/2020) -MCR = Medicare. MCRA = Medicare Advantage; current customer estimates based on LTM.



RECENT ACHIEVEMENTS AND EXPECTED FUTURE MILESTONES

2021 MILESTONES ON TRACK





2021+: Continued evidence

development for all

FACTORS DRIVING NEAR-AND LONG-TERM GROWTH

REVENUE

 $\bigcirc \bigcirc \bigcirc$

Test Report Volume

 Commercial sales team expansion in 1H21 to ~60

Reimbursement

- Strong ASP growth
- DecisionDx-Melanoma \$7,193 PAMA rate through 2021
- DecisionDx-UM \$7,776 PAMA rate through 2021

PROFITABILITY

+

Gross Margins

- 85% in 2020
- Continued margin expansion of existing products (increasing ASPs and efficiencies of scale) could be slightly offset by uptake of pipeline products ahead of reimbursement

PIPELINE

New Product Development

- Launched two skin cancer tests in 2020 with estimated \$1.4B+ U.S. TAM
- Leverage of our existing skin cancer sales channels to support new products
- Initiated new pipeline products in dermatologic diseases with high unmet need; potential to launch 3-5 new tests by the end of 2025



CONTINUED REVENUE GROWTH, DRIVEN BY TEST REPORT AND ASP GROWTH*





*2020 ASP growth over 2019 and 2018



All Employees

Executives



GENDER



Data as of 12/31/20, Executive= Executive Director or Regional Business Director level and above

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E LEADING DERMATOLOGIC DIAGNOSTICS COMPANY

TRANSFORMING THE MANAGEMENT OF SKIN CANCER







THANK YOU

USE OF NON-GAAP FINANCIAL MEASURES (UNAUDITED)

- In this presentation, we use the metric of Adjusted Operating Cash Flow, which is a non-GAAP financial measure and is not calculated in accordance with generally accepted accounting principles in the United States (GAAP). This non-GAAP financial measure reflects adjustments to net cash provided by operating activities to remove the effects of two payments we received associated with government aid to healthcare providers due to COVID-19, which we believe are not indicative of our ongoing operations.
- We use Adjusted Operating Cash Flow internally because we believe this metric provides useful supplemental information in assessing our cash flow performance from our core ongoing business activities by removing the effects of these items on our operating cash flows. We believe this metric is also useful to investors as a supplement to GAAP measures in analyzing the performance of our business. However, this non-GAAP financial measure may be different from non-GAAP financial measures used by other companies, even when the same or similarly titled terms are used to identify such measures, limiting their usefulness for comparative purposes. This non-GAAP financial measure is not meant to be a substitute for net cash provided by operating activities reported in accordance with GAAP and should be considered in conjunction with our financial information presented on GAAP basis. Accordingly, investors should not place undue reliance on non-GAAP financial measures. Reconciliations of this non-GAAP financial measure to the most directly comparable GAAP financial measure are presented on the next slide.



RECONCILIATION OF NON-GAAP FINANCIAL MEASURES (UNAUDITED)

The table below presents the reconciliation of adjusted operating cash flow, which is a non-GAAP measure. See "Use of Non-GAAP Financial Measures (UNAUDITED)" above for further information regarding the Company's use of non-GAAP financial measures.

	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2020		2019		2020			2019
(in thousands)								
Adjusted operating cash flow								
Net cash (used in) provided by operating activities (GAAP)	\$	(430)	\$	4,493	\$	9,865	\$	7,015
Medicare advance payment ¹		_		_		(8,350)		_
HHS provider relief funds ²		1,882		_		—		_
Adjusted operating cash flow (Non-GAAP)	\$	1,452	\$	4,493	\$	1,515	\$	7,015

1. In April 2020, we received an advance payment of \$8.3 million from the Centers for Medicare & Medicaid Service (CMS), which will be applied against future Medicare claims that we submit for reimbursement beginning in April 2021. Originally, recoupment was to begin in August 2020, but recent legislation amended the recoupment schedule such that recoupment will begin in April 2021 and continue for a period of up to 17 months. We recorded the receipt of the payment as a liability on our balance sheet and, in accordance with GAAP, it is included in net cash provided by operating activities in the period received. We have excluded receipt of the advance payment from adjusted operating cash flow, but as future claims are submitted for reimbursement and applied against this balance, we expect to include the advance payment in adjusted operating cash flow to the extent that Medicare claims submitted for reimbursement have been applied to the balance.

2. Reflects cash activity in the three months ended December 31, 2020 associated with the HHS provider relief funds.



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APPENDIX

C/=STLE BIOSCIENCES



LEADERSHIP TEAM OVERVIEW



BOARD OF	DIRECTORS
Dan Bradbury	equillium
Derek Maetzold	
Mara Aspinall	BLUESTONE VENTURE PARTNERS, LLC
Brad Cole	EXACT SCIENCES
Joe Cook, III	MOUNTAIN GROUP
Miles D. Harrison	🖧 GALDERMA
David Kabakoff	HealthQuest
	CACTI