



From genetics, health

First Quarter 2020 Financial Results

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Safe harbor statement

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements relating to preliminary financial results, including preliminary net loss and net loss per share; the company's belief that it has been able to quickly leverage its telehealth offerings and its ability to deliver genetic testing remotely; the company's belief that it is well-equipped to drive growth across an increasing number of customer segments as it drives genetics into mainstream medicine; the impact of the COVID-19 pandemic on the company's business, and the measures it has taken or may take in the future with respect thereto; the impact of the company's acquisitions, partnerships and product offerings; and the company's beliefs regarding the growth of its business, its position and impact on the genetic testing industry, its success in executing on its mission and achieving its goals, and the benefits of genetic testing. Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially, and reported results should not be considered as an indication of future performance. These risks and uncertainties include, but are not limited to: the impact of the COVID-19 pandemic on the company, and the effectiveness of the efforts it has taken or may take in the future in response thereto; the completion of the quarter-end closing process, including finalization of acquisition-related adjustments and the magnitude thereof; the company's ability to continue to grow its business, including internationally; the company's history of losses; the company's ability to compete; the company's failure to manage growth effectively; the company's need to scale its infrastructure in advance of demand for its tests and to increase demand for its tests; the risk that the company may not obtain or maintain sufficient levels of reimbursement for its tests; the company's failure to successfully integrate or fully realize the anticipated benefits of acquired businesses; the company's ability to use rapidly changing genetic data to interpret test results accurately and consistently; security breaches, loss of data and other disruptions; laws and regulations applicable to the company's business; and the other risks set forth in the company's Annual Report on Form 10-K for the year ended December 31, 2019. These forward-looking statements speak only as of the date hereof, and Invitae Corporation disclaims any obligation to update these forward-looking statements.



Non-GAAP financial measurements

To supplement Invitae's consolidated financial statements prepared in accordance with generally accepted accounting principles in the United States (GAAP), the company is providing several non-GAAP measures, including non-GAAP gross profit, non-GAAP cost of revenue, non-GAAP operating expense, including non-GAAP research and development, non-GAAP selling and marketing and non-GAAP general and administrative, as well as non-GAAP net loss and net loss per share and non-GAAP cash burn. These non-GAAP financial measures are not based on any standardized methodology prescribed by GAAP and are not necessarily comparable to similarly-titled measures presented by other companies. Management believes these non-GAAP financial measures are useful to investors in evaluating the company's ongoing operating results and trends.

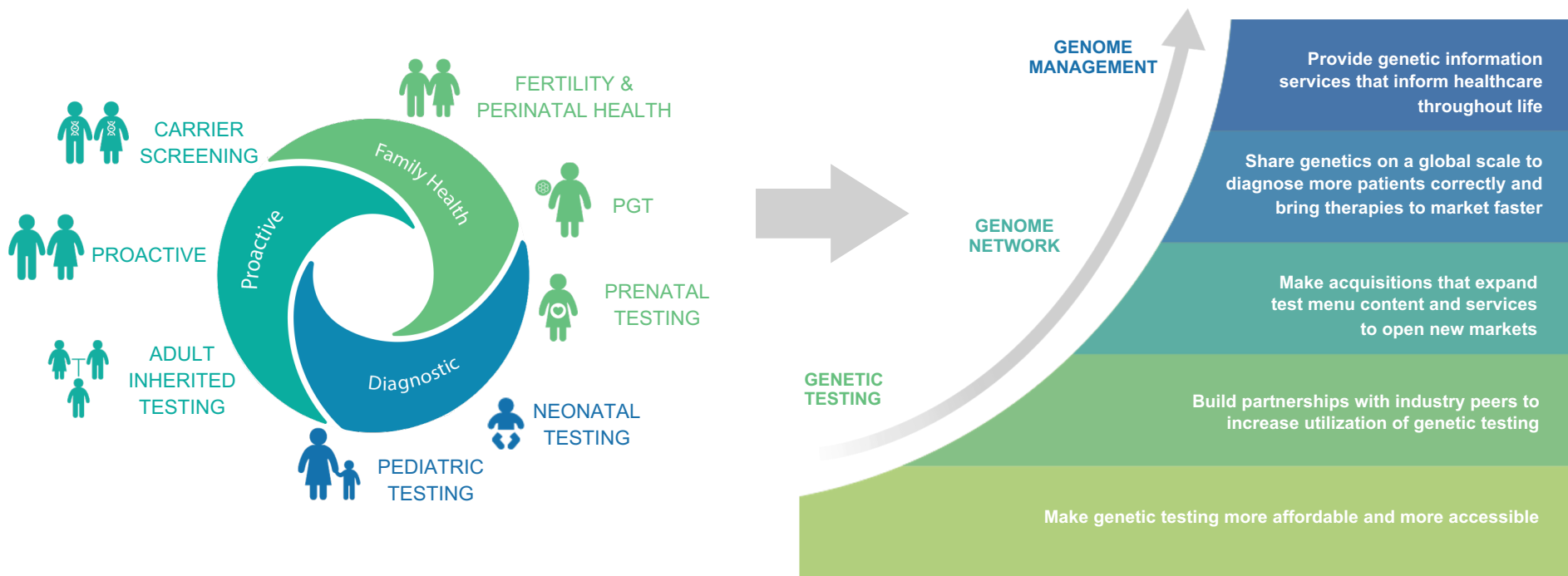
Management is excluding from some or all of its non-GAAP operating results (1) amortization of acquired intangible assets and (2) acquisition-related stock-based compensation related to inducement grants. These non-GAAP financial measures are limited in value because they exclude certain items that may have a material impact on the reported financial results. Management accounts for this limitation by analyzing results on a GAAP basis as well as a non-GAAP basis and also by providing GAAP measures in the company's public disclosures.

Cash burn excludes (1) changes in marketable securities and (2) cash received from exercises of warrants. Management believes cash burn is a liquidity measure that provides useful information to management and investors about the amount of cash consumed by the operations of the business. A limitation of using this non-GAAP measure is that cash burn does not represent the total change in cash, cash equivalents, and restricted cash for the period because it excludes cash provided by or used for other operating, investing or financing activities. Management accounts for this limitation by providing information about the company's operating, investing and financing activities in the statements of cash flows in the consolidated financial statements in the company's most recent Quarterly Report on Form 10-Q and Annual Report on Form 10-K and by presenting net cash provided by (used in) operating, investing and financing activities as well as the net increase or decrease in cash, cash equivalents and restricted cash in its reconciliation of cash burn.

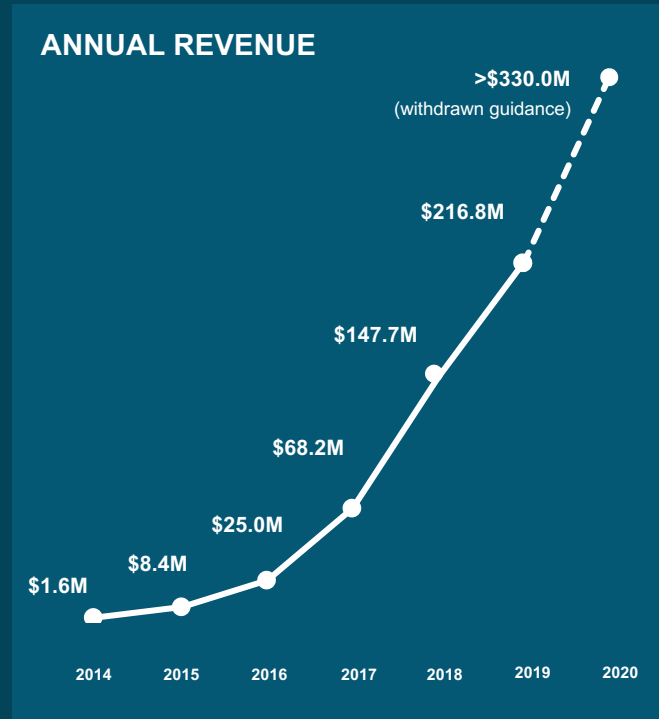
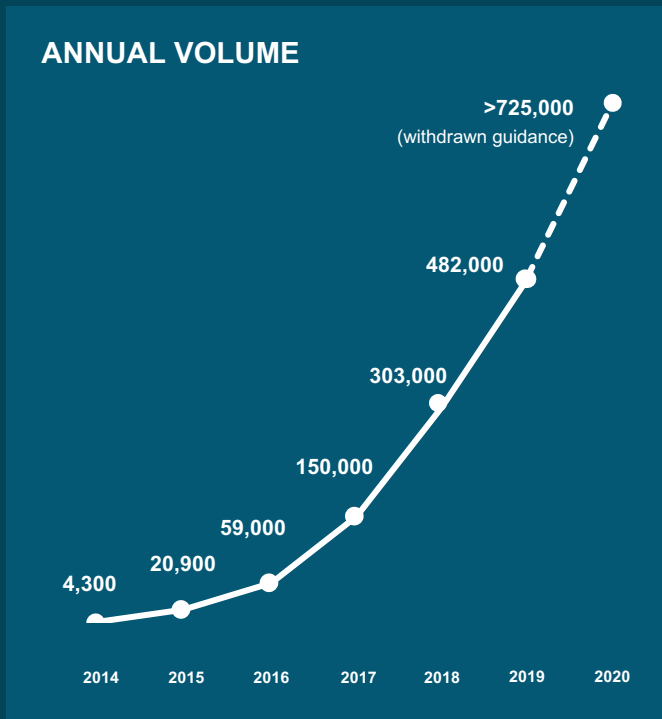
In addition, other companies, including companies in the same industry, may not use the same non-GAAP measures or may calculate these metrics in a different manner than management or may use other financial measures to evaluate their performance, all of which could reduce the usefulness of these non-GAAP measures as comparative measures. Because of these limitations, the company's non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. Investors are encouraged to review the non-GAAP reconciliations provided in the tables that follow.



Bringing genetics into mainstream medicine



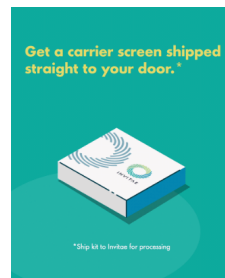
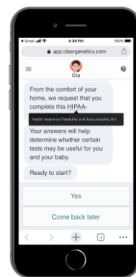
Strong growth trajectory into Q1



- Trajectory for the first ten weeks of the year on track to exceed previously issued guidance
- Invitae has withdrawn 2020 guidance while we understand better the near-term impact of the pandemic

Uniquely positioned to support continuity of care

Production facilities remain fully operational receiving samples every day



Sales focused on the use of remote genetic testing using saliva kits while there is limited access to clinics/hospitals, particularly among genetic counselors, OB/GYNs, oncologists and children's hospitals.

Launched new capabilities and workflows to Gia, our advanced clinical chatbot to support obstetrician/gynecologists, oncologists, genetic counselors and other clinicians who order genetic testing for their patients.

Launched consumer marketing campaign to promote carrier screening through our direct channel, as many couples who are trying to conceive or may be pregnant can utilize our "order from home" option to minimize hospital/clinic visits.

Q1 2020 Financials



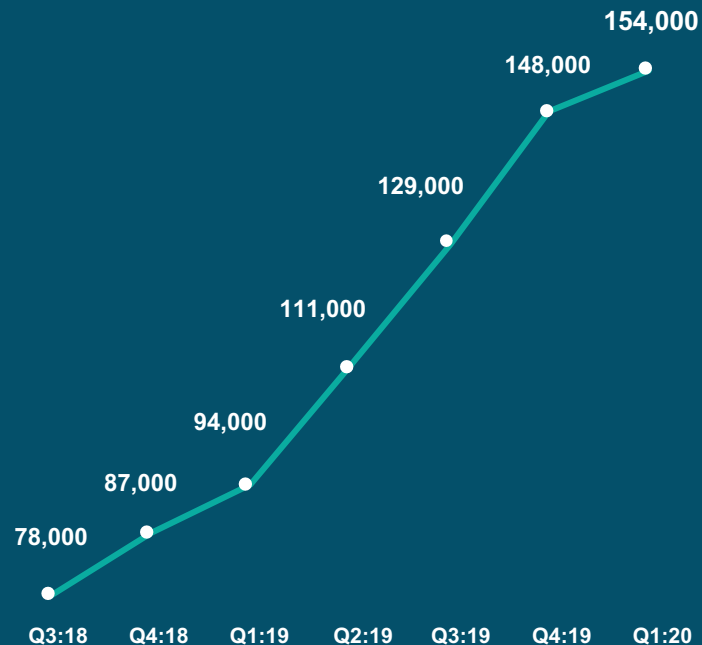
Volume growth of nearly 64% quarterly year- over-year

Reported record growth in volume
of >154,000 samples accessioned

- Representing more accessioned samples in one quarter than in the full year of 2017

Billable volume of >151,000

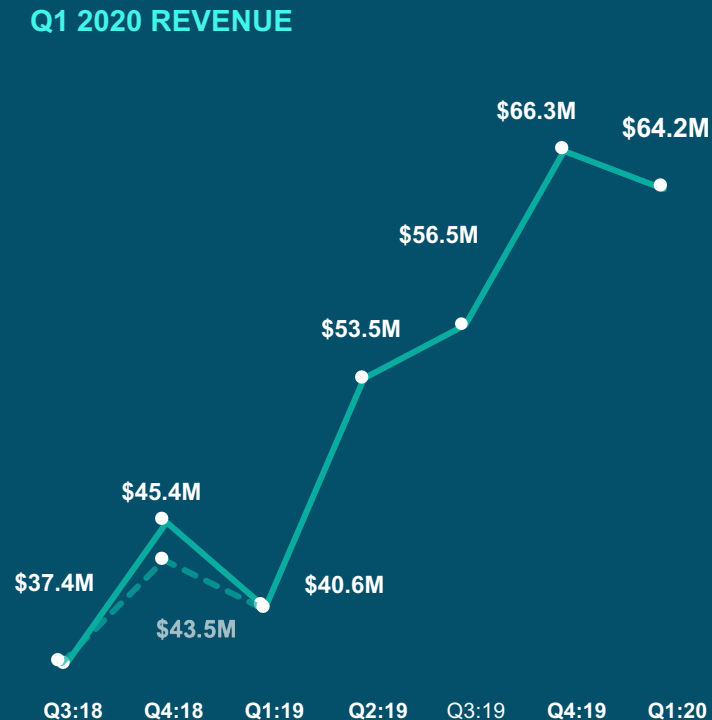
Q1 2020 ACCESSIONED VOLUME



Revenue growth of 58% quarterly year- over-year

Generated revenue of \$64.2M

ASP of \$418 this quarter



Q1 2020 GAAP to non-GAAP reconciliation

(in thousands)	Q1 2020	Q1 2019
Cost of revenue*	\$40,422	\$21,254
Amortization of acquired intangible assets	(2,674)	(296)
Non-GAAP cost of revenue	\$37,748	\$20,958

(in thousands)	Q1 2020	Q1 2019
Revenue	\$64,248	\$40,553
Cost of revenue	40,422	21,254
Gross profit	23,826	19,299
Amortization of acquired intangible assets – cost of revenue	2,674	296
Non-GAAP gross profit	\$26,500	\$19,595

(in thousands)	Q1 2020	Q1 2019
Research and development	\$55,668	\$17,994
Amortization of acquired intangible assets	(117)	(313)
Acquisition-related stock-based compensation	(18,799)	—
Non-GAAP research and development	\$36,752	\$17,681

(in thousands)	Q1 2020	Q1 2019
Selling and marketing	\$42,120	\$24,193
Amortization of acquired intangible assets	(786)	(675)
Non-GAAP selling and marketing	\$41,334	\$23,518

*On a cost per sample bases, GAAP of \$262 per sample

(in thousands)	Q1 2020	Q1 2019
General and administrative	\$23,822	\$13,319
Amortization of acquired intangible assets	(10)	(29)
Non-GAAP general and administrative	\$23,812	\$13,290

(in thousands)	Q1 2020	Q1 2019
Research and development	\$55,668	\$17,994
Selling and marketing	42,120	24,193
General and administrative	23,822	13,319
Operating expense	121,610	55,506
Amortization of acquired intangible assets	(913)	(1,017)
Acquisition-related stock-based compensation	(18,799)	—
Non-GAAP operating expense	\$101,898	\$54,489

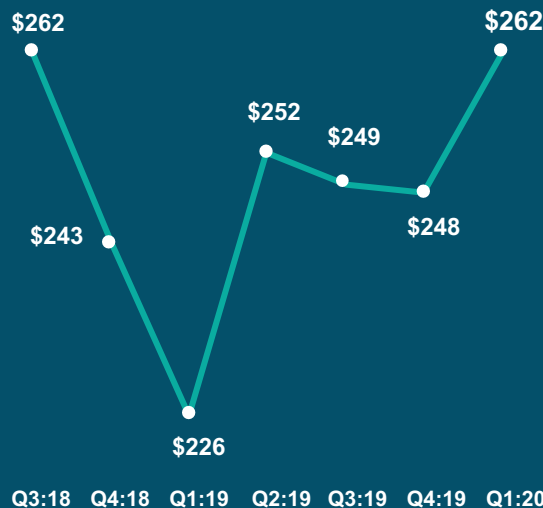
(in thousands, except per share data)	Q1 2020	Q1 2019
Net loss (preliminary)	(\$102,190)	(\$37,677)
Amortization of acquired intangible assets	3,587	1,313
Acquisition-related stock-based compensation	18,799	—
Non-GAAP net loss (preliminary)	(\$79,804)	(\$36,364)
Non-GAAP net loss per share, basic and diluted	(\$0.80)	(\$0.46)
Shares used in computing net loss per share, based and diluted	99,632	79,369

Reported average cost per sample at \$245* (non-GAAP)

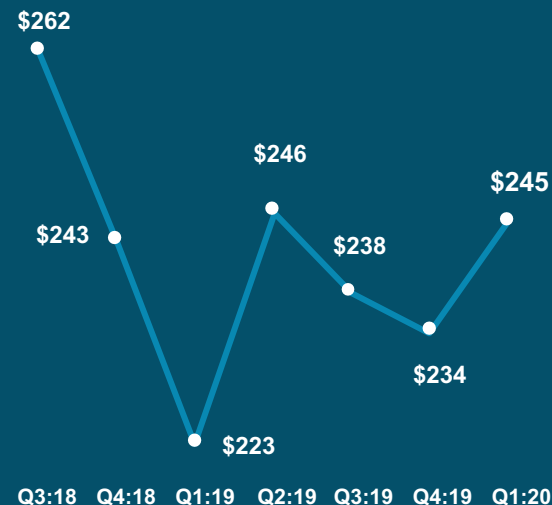
Non-GAAP average cost per
sample increased 10%

COGS will fluctuate as we balance
introduction of new content and
features with driving down costs
per sample

Q1 2020 GAAP COGS



Q1 2020 Non-GAAP COGS



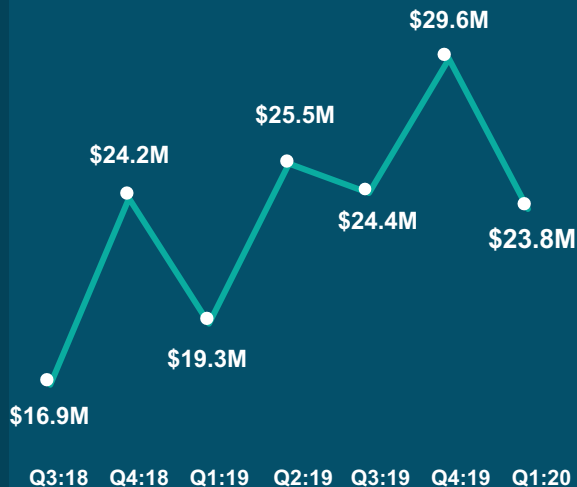
Increased gross profit by 35% quarterly year-over-year (non-GAAP)

Non-GAAP gross profit of \$26.5M, up 35%

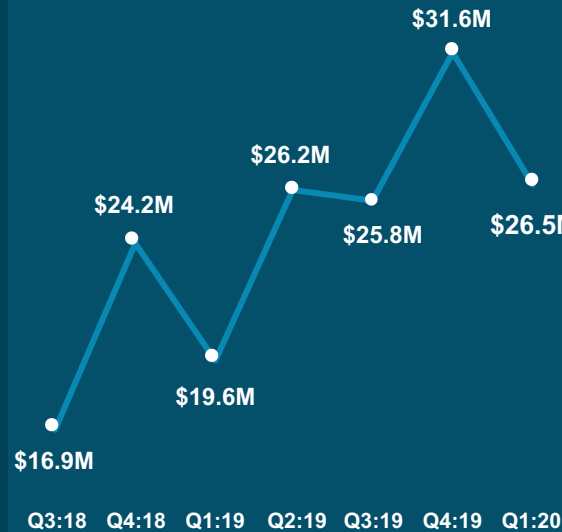
Non-GAAP gross margin of 41%

Continue to target 50% gross margins

Q1 2020 GAAP GROSS PROFIT



Q1 2020 non-GAAP GROSS PROFIT



Q1 GAAP to non-GAAP reconciliation

(in thousands)	Q1 2020
Net cash used in operating activities	(\$62,361)
Net cash provided by investing activities	801
Net cash provided by financing activities	551
Net decrease in cash, cash equivalents and restricted cash	(61,009)
Adjustments:	
Sales of investments	(12,532)
Maturities of investments	(24,965)
Proceeds from exercise of cash warrants	(27)
Cash burn	(\$98,533)

Cash burn for the three months ended March 31, 2020 includes \$32.3 million of cash paid in connection with the acquisition of Diploid. The change in marketable securities for the quarter includes unrealized gains of \$1.3 million.



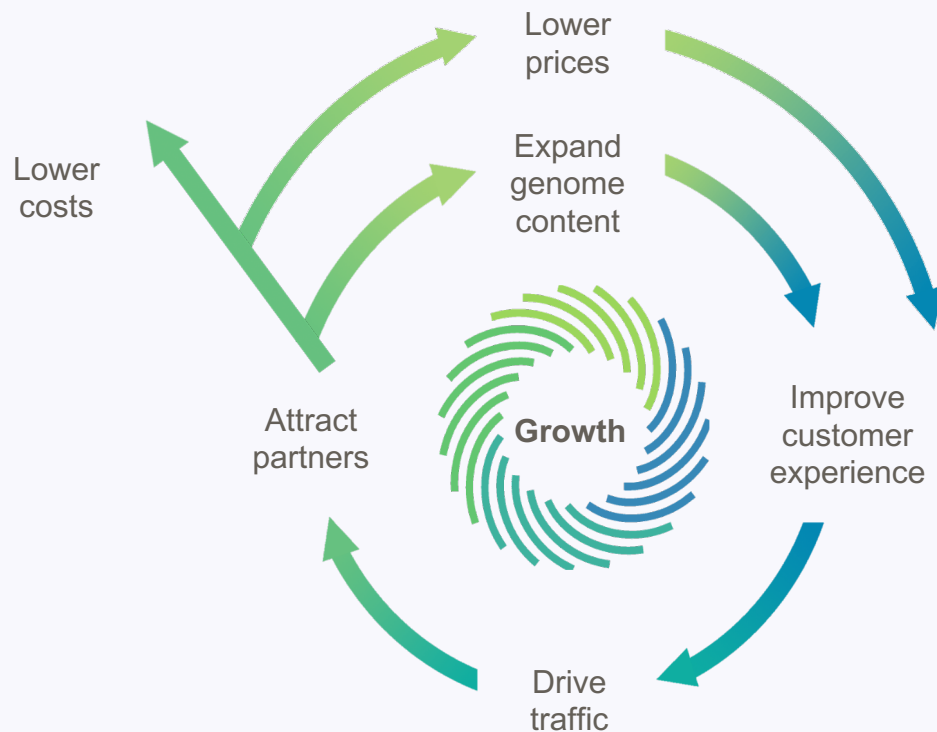
Investment in business growth

Non-GAAP operating expense of \$101.9M

- Excludes amortization of acquired intangible assets and acquisition-related stock-based compensation

Taken steps late in the first quarter and into the second quarter to reduce OpEx

Non-GAAP cash burn would have been \$66.2M excluding various acquisition-related expenses



Strong cash position following acquisitions

\$301.0M in cash, cash equivalents, restricted cash, and marketable securities at March 31, 2020

Closed two acquisitions (YouScript and Genelex) at \$25M of cash in April 2020

Raised \$173M in net proceeds from public offering in April 2020



Science that benefits humanity



Demonstrating the utility of comprehensive genetic testing



96%

of individuals with genetically-positive cardiomyopathy would be **falsely reassured** by a negative result provided by limited genotyping testing available in commonly used direct-to-consumer services.



Broadening testing criteria to benefit more patients



ACMG

American College of Medical
Genetics and Genomics

Translating Genes Into Health®

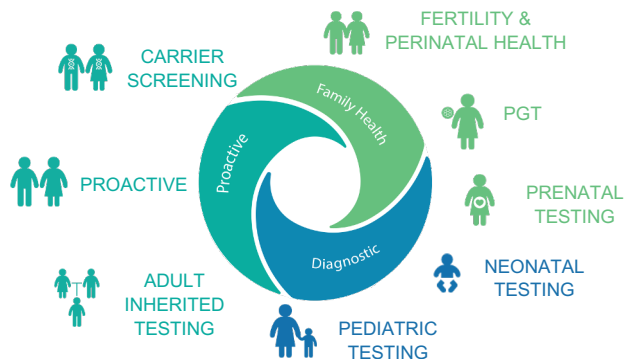
One out of very seven patients with prostate cancer had a positive, actionable genetic test result regardless of whether their pathology showed intermediate, high, or very high risk disease.

One out of every two patients with actionable findings reported no family history of prostate or other relevant cancer.

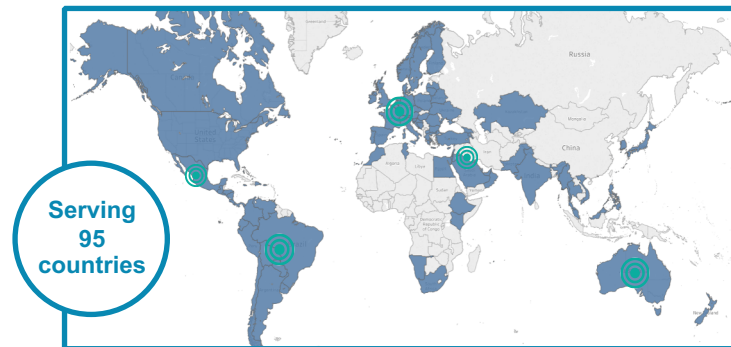


Diversified portfolio & offerings

Test Menu



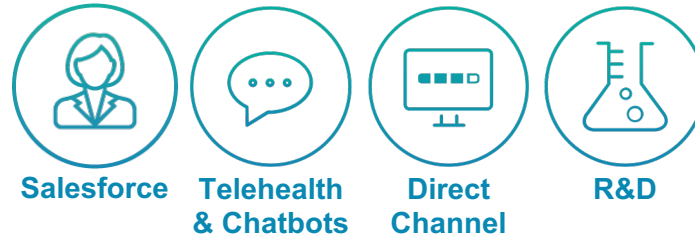
Geographies



Customers & Payers



Tools & Channels



Building the industry of genetic-based healthcare



≈ 100+ million
diagnostic
testing patients



≈ 120 million tests
healthy mom &
baby each year



≈ 400 million
proactive
population health



≈ 2 billion people ready to have their health
changed by genetic information

Q&A session



INVITAE

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