



GenMark Diagnostics

Delivering Diagnostics that Improve Patient Care

March 2020



Forward-Looking Statement

This presentation contains forward-looking statements about GenMark Diagnostics, Inc. These statements involve known and unknown risks that relate to the Company's future events or future financial performance and the actual results could differ materially from those discussed in this presentation. Factors that may cause the Company's actual results to differ materially from those discussed in the presentation, include:

- failure of the Company's products to gain market acceptance domestically or internationally;
- failure to scale our manufacturing operations to sufficiently support our anticipated future growth;
- the refusal of third-party payors to reimburse the Company's customers for use of diagnostic systems and tests;
- the loss of the Company's largest customer;
- the Company's history of net losses;
- increases in the Company's projected expenditures on sales and marketing, research and development and administrative activities;
- less than anticipated growth in the market for diagnostic testing generally and for the tests the Company is developing or may develop in the future;
- inability to obtain regulatory clearance or approval for any of the Company's products;
- changes in the regulatory environment which may adversely impact the commercialization of the Company's new products and result in significant additional capital expenditures;
- failure to enter into or maintain successful strategic alliances, which may delay the development or commercialization of the Company's products or may result in significant additional expenditures;
- failure to obtain sufficient funding for the continued development and commercialization of the Company's products;
- inability to attract or retain skilled personnel for the Company's product development and commercialization efforts; and
- inability to protect the Company's intellectual property and operate the Company's business without infringing upon the intellectual rights of others, which could result in litigation and significant expenditures.

Additional risks and uncertainties relating to the Company and its business can be found in the "Risk Factors" section of GenMark's most recent Annual Report on Form 10-K, Quarterly Report on Form 10-Q, and other filings with the United States Securities and Exchange Commission. The forward-looking statements contained in this presentation represent the Company's estimates and assumptions only as of the date of this presentation and the Company undertakes no duty or obligation to update or revise publicly any forward-looking statements contained in this presentation as a result of new information, future events, or changes in the Company's expectations.

Improving Patient Care with Multiplex Molecular Diagnostics



**Simple, rapid
and actionable**

Multiplex molecular
diagnostics to help
improve management
of high-risk patients



**Differentiated
ePlex® platform**

Winning in a
significant and rapidly
growing market
segment



**ePlex revenue
grew ~60% in 2019**

Unique blood culture
ID solution and
sustained leadership
in respiratory testing



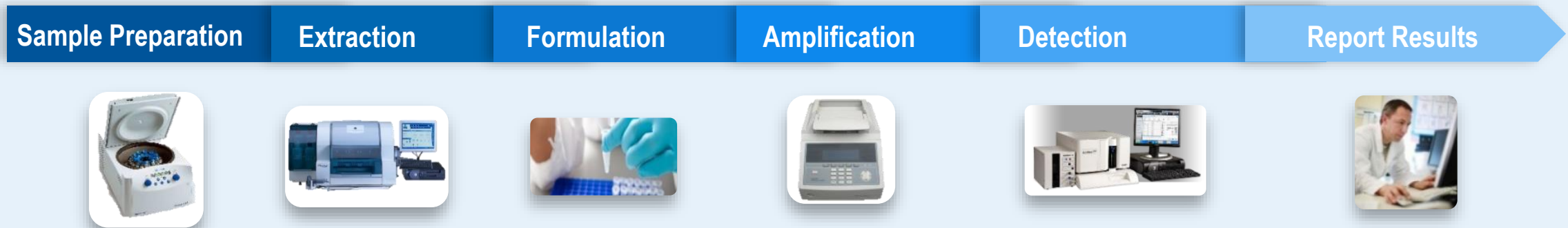
**Drive margin
expansion**

Proven ability to
reduce costs and
improve gross
margins

Proprietary Technologies Enable ePlex Sample-to-Answer Solution

Makes complex multiplex molecular diagnostics accessible in new care settings

Conventional Molecular Testing (~6-24h+)

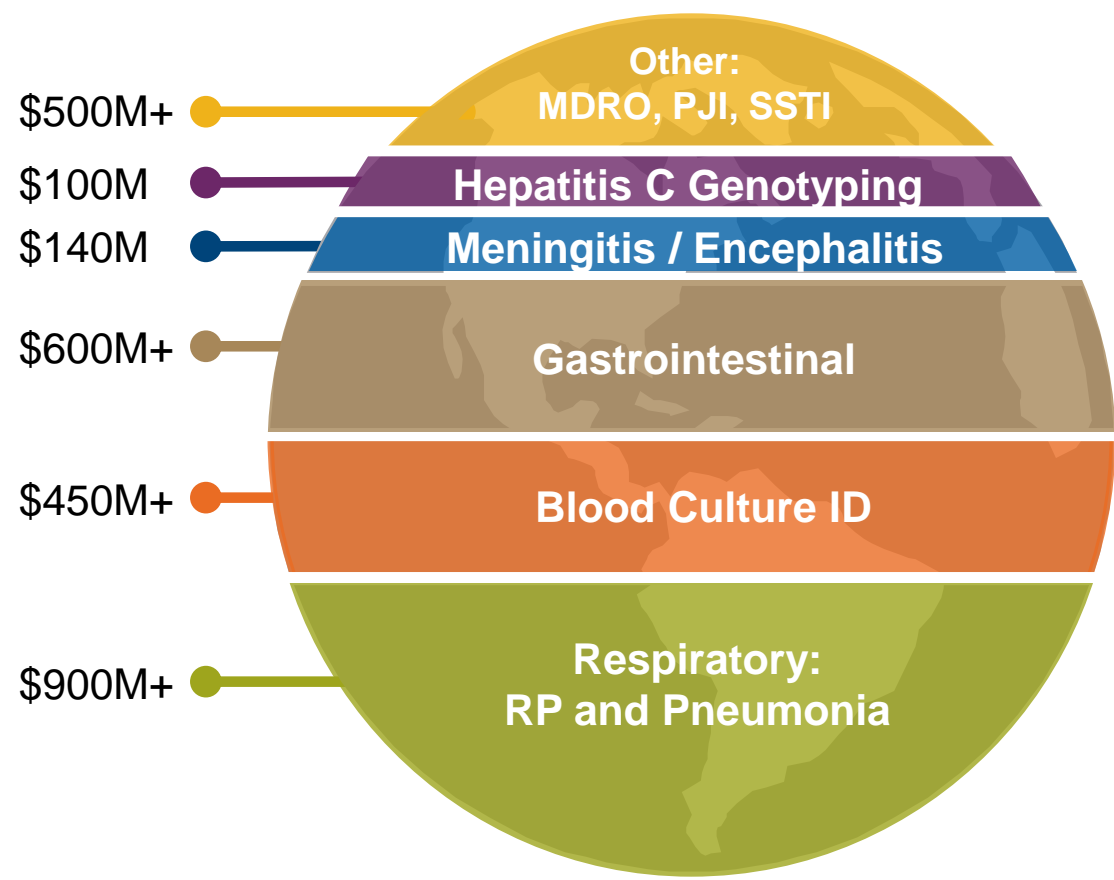


ePlex: The True Sample-to-Answer Solution® (< 2h)

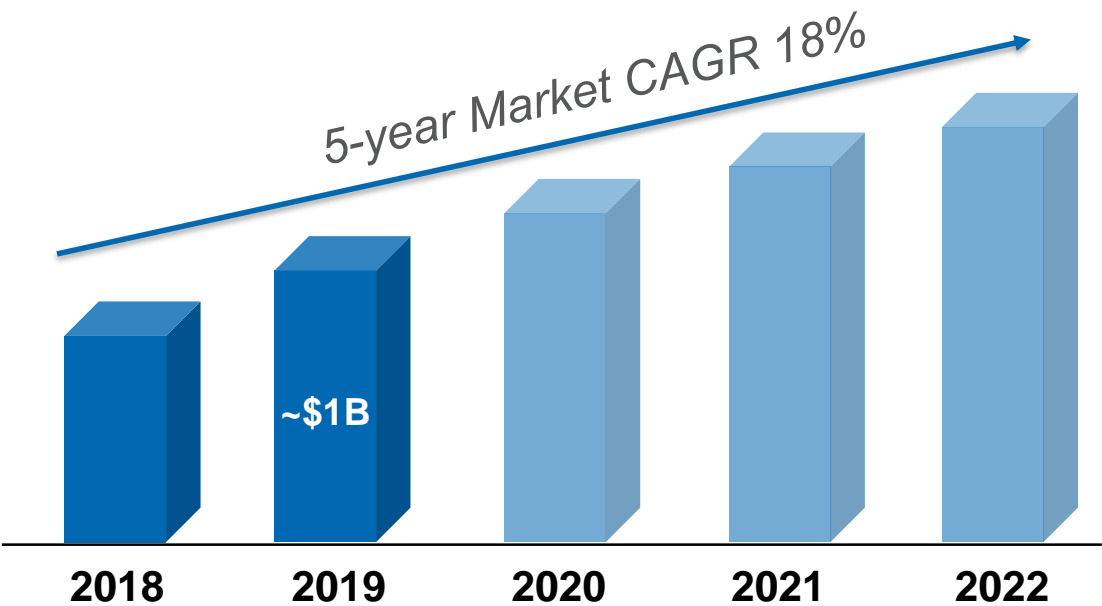


Significant Global Market Opportunity for Multiplex Testing

\$2.5B+ infectious disease market less than 40% penetrated



Total Addressable Market



Market Penetration





ePlex

**Designed for the Patient,
Optimized for the Lab®**

The ePlex System is designed to
improve patient outcomes and
reduce hospital costs

GenMark is Uniquely Positioned to Win



Order-to-Report Efficiency

- Minimal hands-on-time and scalable throughput for managing peak testing demand
- Simplest workflow enables high-throughput & reduces labor costs



IT Integration

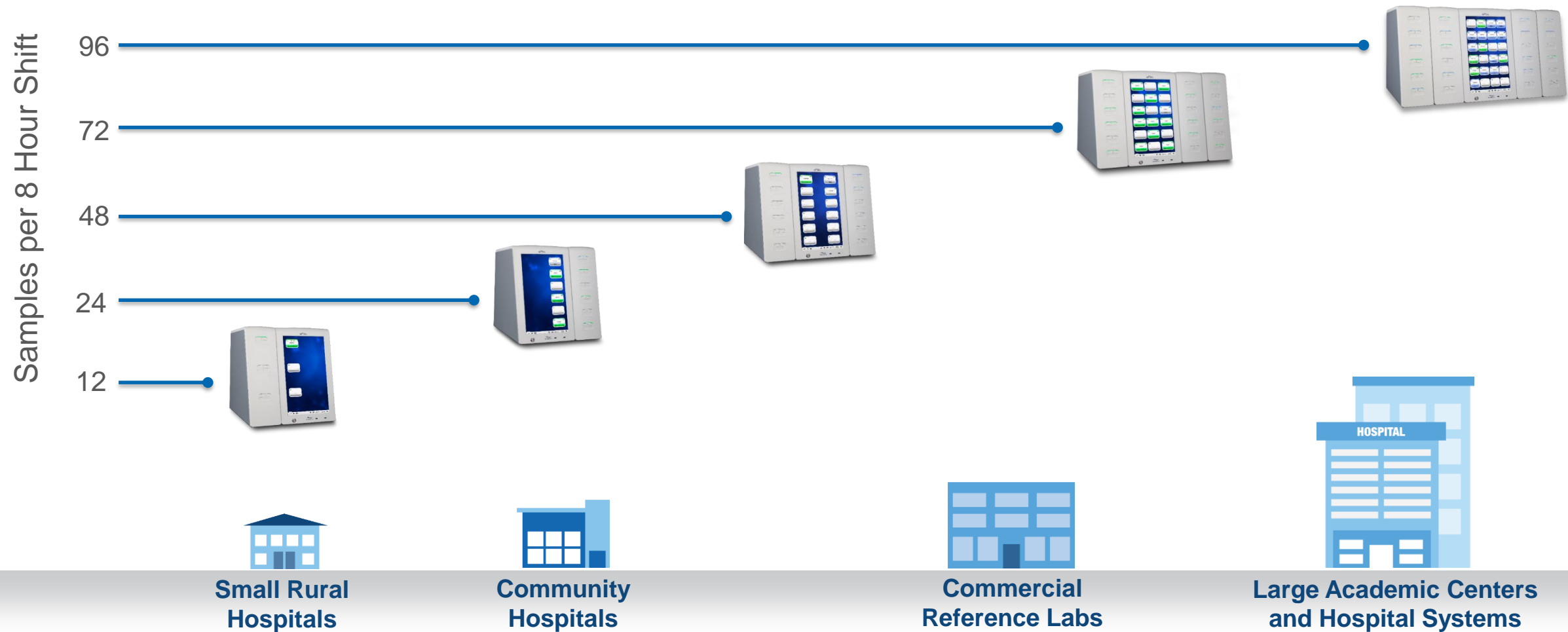
- Advanced LIS and integration capabilities provide significant productivity gains
- Integrated software to link diagnostic results to actionable therapy



Patient Centered Care

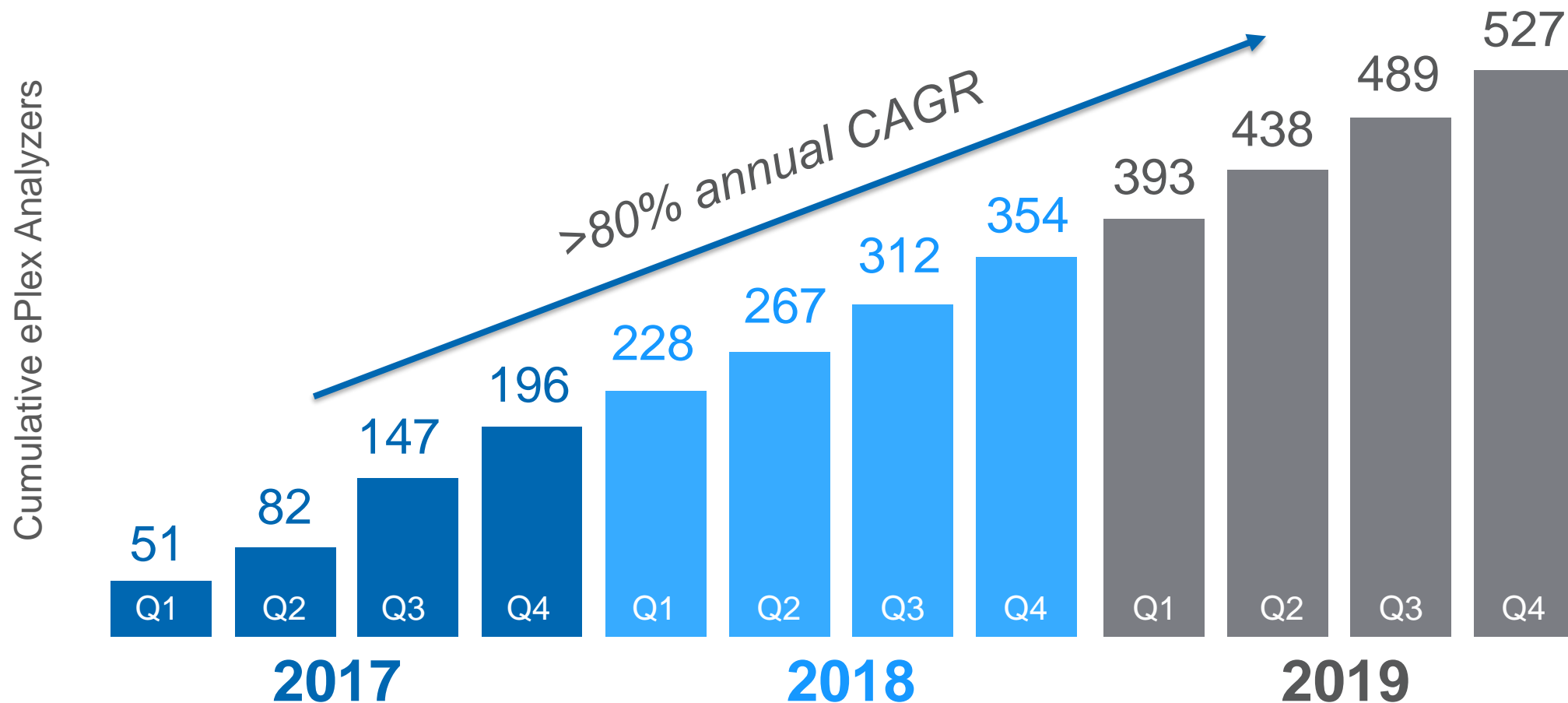
- Comprehensive pathogen coverage ensures clinically relevant results
- Positive patient ID capabilities designed to reduce avoidable medical errors and ensure patient safety

Scalable Design Extends ePlex Benefits Across All Segments



Growing Installed Base and Increasing Annuity Drives Growth

Q4'19 analyzer annuity of \$148,000



Addressing the Need for Rapid Diagnostics

Respiratory Infections



More doctor visits and
absences from school and
work than any other illness¹

~500 million

Non-influenza infections
annually in the U.S.^{1,2,3}

Traditional Diagnostic Methods

Can **delay** results by **8-72 hours** and
miss >80% of viruses and bacteria that can
cause influenza-like illness⁴

Rapid diagnostic tests can reduce mortality in high-risk groups

The ePlex Respiratory Pathogen Panel + SARS-CoV-2 Test

Driving consistent year-over-year growth



RP Panel detects >20 common respiratory pathogens⁵

- Achieved CE Mark in Q2 2016 and FDA Clearance in Q2 2017

SARS-CoV-2 test designed (not cleared for clinical use)

- Designed and shipped initial RUO tests in support of Emergency Use Authorization (EUA) submission



Validated clinical performance (RP Panel)

- U.S. clinical study showed 95.2% agreement with comparator method in 3,235 samples⁶



Rapid, accurate, actionable results inform patient care

- Established standard-of-care for high-risk patients makes RP the largest multiplex market segment in the world



Addressing the Need for Rapid Diagnostics

Bloodstream Infections and Sepsis

~30,000,000 affected
globally every year⁷

Most expensive condition in
hospitals:

~\$18,000 per case⁸ causing a
death every **4 seconds**⁹



Sepsis mortality
increases up to

8%

every hour effective
antibiotics are
delayed¹⁰

**10 million
people**

estimated to die
annually due to
antimicrobial resistant
infections by 2050¹¹

ePlex Blood Culture Identification Panels

Driving the next phase of growth



Unique Assay Design

- 10-20% more organism coverage than comparable panels¹²
- Only multiplex panel with potentially fatal fungal organism *C. auris*



Rapid Actionable Results

- Results within two hours of confirming a bloodstream infection
- Appropriate therapy sooner with broadest resistance gene coverage

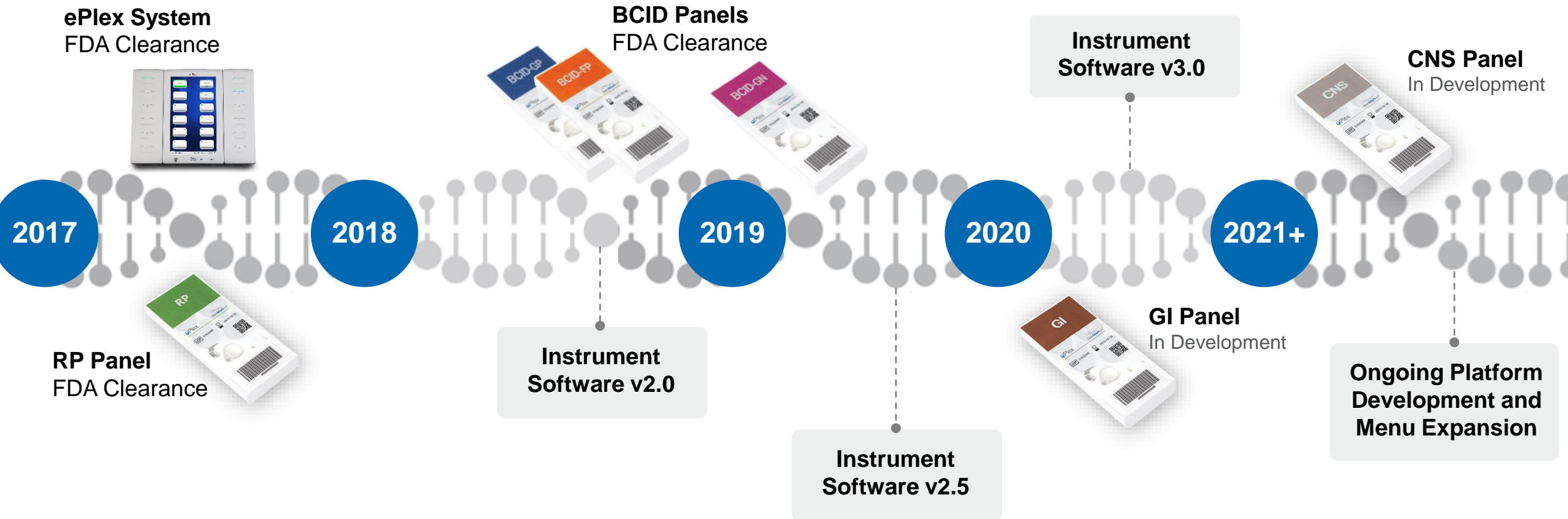


Software Integration Optimizes Patient Care

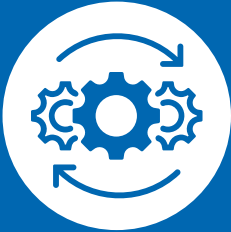
- Unique antimicrobial stewardship module
- Alert notifications help eliminate patient treatment delays



Investing in Innovation to Drive Sustained Long-Term Growth



2020 Corporate Priorities



Execute Commercially

Drive growth with unique sepsis solution and extend leadership in respiratory testing



Drive Margin Expansion

Targeted material, labor and overhead cost improvement programs



Deliver Innovation

Advance menu and manufacturing capabilities

Capitalize on our leading technology and market position within the broader strategic landscape

Accelerate BCID Launch and Extend RP Leadership

2019 Status



BCID drove 80% of new customer placements



Almost 50% of BCID placements also include RP



> 300 new panels implemented and pending implementation



2020 Action Plan

Continue to focus on panel utilization to accelerate revenue

Drive efficiency with optimized commercial organization

Finalize contracts with leading national IDNs and GPOs

Drive ePlex Gross Margin Expansion



History of driving significant gross margin improvements

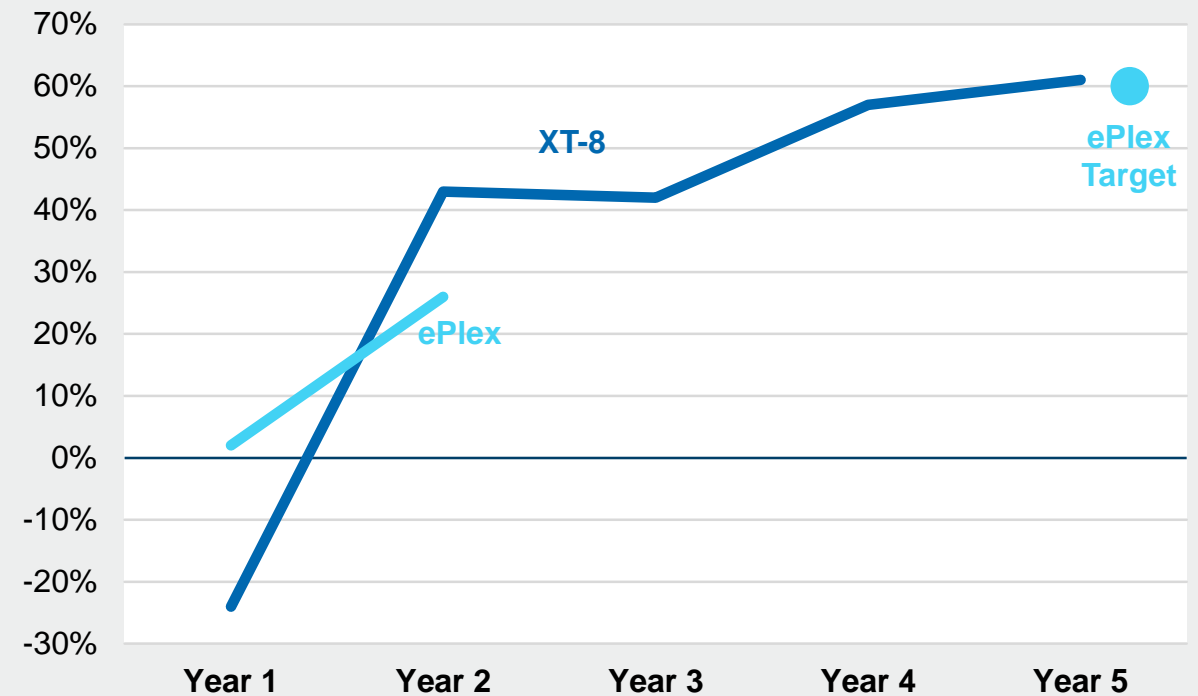


Improved ePlex gross margin to ~25+% in 2019



Improve gross margin to 60% over the next 2 to 3 years

GenMark Product Gross Margin Trajectory



1. XT-8 gross margin based on 2011-2016 results. Year 3 XT-8 gross margin results were 47% on a non-GAAP basis related to certain one-time charges
2. ePlex gross margin based on 2018-2019 results and may not be indicative of future performance

Deliver on Innovation Agenda



Deliver ePlex Menu

- Execute GI product development and clinical study
- Complete technology development for future panels



Elevate Manufacturing Capabilities

- Continuous improvement manufacturing processes
- Expand ePlex manufacturing capacity to support demand



Leverage Technology and Commercial Execution

- Capitalize on market position within the broader strategic landscape



Q4 and 2019 Results

	Q4 2019	FY 2019
Total Revenue ----- YoY	\$27.2M ----- 40%	\$88.0M ----- 24%
ePlex Revenue ----- YoY	\$19.2M ----- 58%	\$60.3M ----- 59%
Net Placements ----- <i>Installed Base YoY</i>	38 (48 gross) ----- -	173 ----- ~50%
Gross Margin ----- YoY	33.5% ----- 6.3 pts	32.5% ----- 5 pts

2020 Guidance

Total Revenue

\$100 to \$110 million

ePlex revenue growth of **30% to 40%**

Gross Margin

36% to 39%

Net Placements

130 to 160 net new analyzers

Annuity per ePlex Analyzer of **\$130 to \$135 thousand**

Operating Expenses

\$65 to \$70 million

Cash Usage

\$16 to \$20 million



GenMark Dx[®]

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