Tech-enabled commercial capabilities
Improving the customer experience and driving growth
Kevin Haas, Ph.D., Chief Technology Officer
Technology transformation at Myriad

2021

Myriad Technology: Premier enterprise platform for precision medicine

Phase I: Major investment for overhaul to address tech deficit

2022

Phase II: Roll out key commercial capabilities improving ease-of-use

2023

Phase III: Double down on winning growth strategies
Comprehensive enterprise platform for enabling precision medicine

Myriad Complete™ simplifies and streamlines the genetic screening and testing process

- **Patient ID tools** based on medical society guidelines
- **Pre-test education** with a Certified Genetic Counselor
- **Personalized affordability** with cost estimates and financial assistance programs
- **Simple ordering** including online portal and EMR integration
- **Actionable results** with patient care management tools
- **Post-test consults** with a Certified Genetic Counselor
Consistent delivery of tech-enabled commercial capabilities for GeneSight

Sales execution fueling strong recovery and ~40% CAGR since 2020
Unified provider and patient portals planned to launch for Women’s Health 2H 2022

Integrate MyGeneHistory to identify those patients who meet criteria

Electronically order Foresight, Prequel and MyRisk
Manage all results

Expand patient portal to receive MyRisk results and schedule counseling

70% of Women’s Health accounts don’t yet order both

New opportunity for cross-selling Prenatal and Hereditary Cancer products
Myriad Virtual Care: A new, telehealth hereditary cancer risk action program in partnership with our providers who would like to offer MyRisk testing

**Encounter**

Patient receives family history screener card from their provider with QR code

**Consider**

Signup to learn more about MyRisk virtual care for as little as $40

**Assessment**

Further qualify using MyGeneHistory and educational videos

**Results**

A telehealth physician approves testing and reviews results via virtual care

Launches Q3 and will be offered to 100 OBGYN offices and breast image centers
EMR accelerating growth with 900+ systems to date across 42 different vendors

Volume growth
Over the past 16 months, we have seen ~25% same store sales uplift post-integration across product lines

30 - 60 days post integration: ~1580 orders/mo

Acceleration
Forecasted to go-live with 650 clinic integrations in 2022
35% YoY increase
Natively integrate into clinical EMR workflows for ordering and results

Planned:

**Partnership**
- **Turnkey integration:** of Myriad portfolio leveraging Epic’s 400 participant CareEverywhere network
- **Full throttle acceleration:** For Q4 pilot go-live and early 2023 general availability
- **Facilitate deeper genomic data sharing:**
  - Structured genomic results
  - Full test Variant Call Files (VCFs)

**Opportunity**
- **Volume growth:** Projected 25% volume lift per existing client for the >25% of current Myriad accounts using Epic today
- **Market access:** Target large health systems overwhelmingly on Epic

50% of practices with 25 or more physicians are on Epic
Health data intelligence powering next generation in precision medicine innovation

Health. Illuminated.

Data
Create a stronger value proposition that allows our customers to more effectively leverage genetic data to improve patient care by pairing our products with real world evidence.
Harness large dataset to facilitate effective research collaboration

Run retrospective analysis across millions of anonymized samples joined with phenotypes

- MyChoice + Precise + treatment
- MyRisk + indications + family history
- GeneSight + pharmacy + patient survey
- Prequel + Foresight + FirstGene + outcomes

Powering advances in breast cancer risk assessment

<table>
<thead>
<tr>
<th>Genetic results</th>
<th>7 million</th>
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<tbody>
<tr>
<td>Variant curations</td>
<td>2 million</td>
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<tr>
<td>Low-coverage whole genomes</td>
<td>850K</td>
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<tr>
<td>Sample biobank</td>
<td>450K</td>
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Provide access to data and contribute to the healthcare community by integrating into open source standards and extensible platforms

- Improve treatment decisions and patient care
- Share and optimize protocol best practices
- Identify and recruit trial candidates faster & easier
- Support research and innovation of new products
- Reinforce clinical utility of genetic insights
- Enable population health economics studies

Tools, Workflows & Visualization
Clinical Outcomes EMR data extraction
Treatment, Cohorts, Longitudinal Study
Privacy, Use & Access Controls
Precise Oncology Solutions Treatment Registry: Driving adoption through health data intelligence

Goal: 100k de-identified, patients in 3 years
Germline, Tumor and Liquid genetic data
Treatments & Outcomes capture from EMR
Apollo Multi-omics collaboration platform

35+ researchers already enrolled in registry
25% are new to Myriad