

Engaging our team

Driving service and operational excellence
Key Performance Indicators (KPIs)

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Enterprise Key Performance Indicators (KPIs)



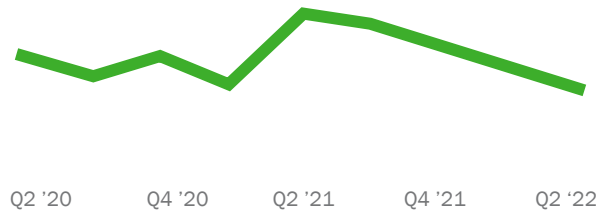
- **Objective: Holistic view of the drivers of our success**
 - Teams engaged in our success and motivated to deliver the highest quality and customer experience fuels our growth and productivity
 - A fact-driven approach to surfacing trouble spots and root causes fosters a healthy learning-focused culture
- **Current focus**
 - Enabling commercial leaders with Business Unit and product-level data and a consistent cadence for review
 - Standardizing and automating delivery of the data



People measures and trending

Employee turnover

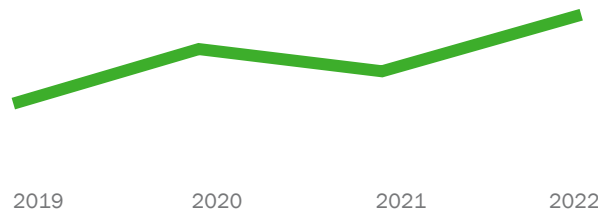
▼ 25% Y/Y



% of our team who voluntarily left Myriad over the last 12 months

Employee engagement

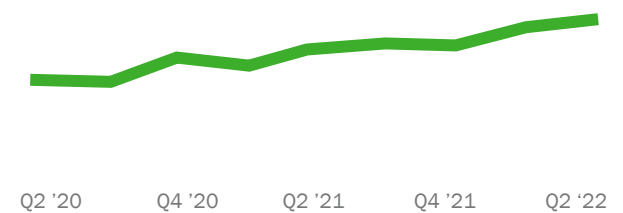
▲ 20% Y/Y



% of our team who are satisfied and committed to the organization and its goals

Diversity & inclusiveness

56% % of total HC as of Q2 '22



% of our executive leadership who represent various ethnicities, gender and orientation



Quality measures and trending

Total turnaround time

▼ **15% faster Y/Y**



Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Average number of days required to produce a report after the sample is received

Customer NPS

72 %

“Net Promoter Score” is the number of customers who are advocates of Myriad

Audit findings

Holding steady



Q4 '21 Q1 '22 Q2 '22

The number of non-conformance findings surfaced by audits each quarter that drive continuous improvement efforts



Growth trends

Total active customers trends

▲ 30% since Q2'20



Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Number of current active healthcare providers ordering tests

Demand volume trends

▲ 12% Y/Y



Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Total number of distinct patient samples received in each quarter

Average Selling Price

Holding steady



Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Average Selling Price is the total Revenue divided by the total number of units sold



Productivity measures and trends

COGS per Test

▼ **8%** since Q2'20



Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Average COGS \$'s per test quarterly
(total Cost of Goods dollars divided by the number
of total units sold to inflation adjusted)

Adjusted OpEx as a % of revenue

▼ **10%** since Q2'20



Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Adjusted Operating Expenses divided by
total Revenue each quarter

Sales productivity

▲ **65%** since Q2'20



Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Total average revenue generated by each
sales maker (revenue / sales headcount)



Financials

Total revenue

\$179 million

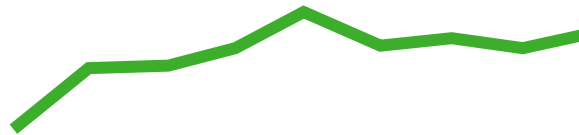


Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Revenue generated each quarter from current orders + collections from tests run in previous quarters

Adjusted Operating income

\$4.5 million



Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Adjusted Operating Income is Myriad's profit after all enterprise expenses are accounted for

Adjusted Gross margin

72%



Q2 '20 Q4 '20 Q2 '21 Q4 '21 Q2 '22

Adjusted Gross margin is total revenue less the Cost of Goods Sold (COGS)