



Q2 2025 Financial Results
August 6, 2025

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Key Drivers of Growth in 2025

	1H'25	2H'25E
Go to Market Strategy	<ul style="list-style-type: none"><input checked="" type="checkbox"/> Launch AlloSure Heart Peds<input checked="" type="checkbox"/> Launch AlloSure SPK<input checked="" type="checkbox"/> XynQAPI IOTA Software Release	<ul style="list-style-type: none"><input type="checkbox"/> Score 7.0 Launch<input type="checkbox"/> Launch HistoMap Kidney<input checked="" type="checkbox"/> AlloSure Plus enhancement
Evidence Generation	<ul style="list-style-type: none"><input checked="" type="checkbox"/> AlloSeq cfDNA publication<input checked="" type="checkbox"/> SHORE 2nd manuscript submitted<input checked="" type="checkbox"/> ISHLT – April<input type="checkbox"/> KOAR – 2nd manuscript submitted	<ul style="list-style-type: none"><input checked="" type="checkbox"/> KOAR – 1st publication<input checked="" type="checkbox"/> World Transplant Congress August<input type="checkbox"/> SHORE – 2nd publication<input type="checkbox"/> AlloSure Lung publication
Operational Excellence	<ul style="list-style-type: none"><input checked="" type="checkbox"/> Billing team restructured	<ul style="list-style-type: none"><input type="checkbox"/> Lab products gross margin improvement<input type="checkbox"/> EPIC Aura launch

Q2 2025 Highlights

14%

Adjusted revenue growth*

\$90.5M excludes \$3.8M tests performed in prior periods

\$9.1M

Adjusted EBITDA*

Up significantly compared to (\$0.3M) last year

13%

Testing volume growth YoY

49,500 tests

8th

Consecutive quarter of QoQ testing volume growth

+5% QoQ

\$186M

Cash^

Net of \$50M share repurchase

zero

Debt^

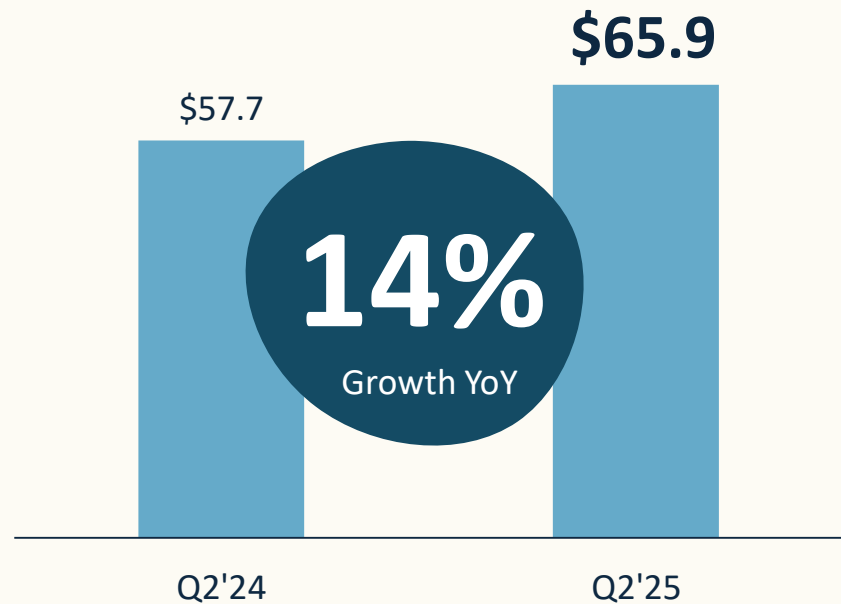
FY 2025 Guidance Update

- Revenue \$367M to \$373M vs \$365M to \$375M previously – no change to midpoint
- Continue to expect \$29M to \$33M adjusted EBITDA



Testing Services

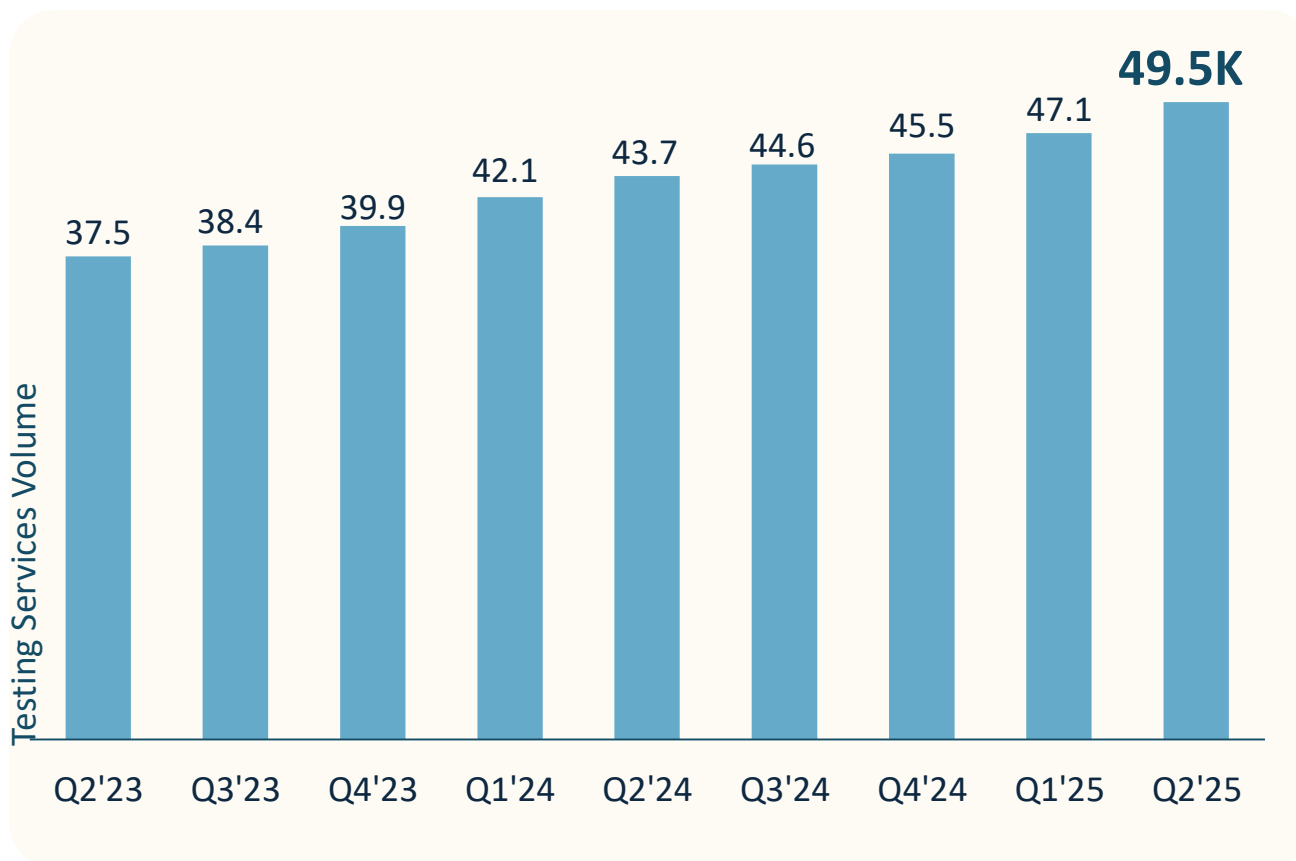
Adjusted Testing Services Revenue (\$M)*



- Expanded sales team driving growth
- Significant expansion of Kidney surveillance protocols
- Launched AlloSure Plus (previously AlloView) @ WTC
- Strong reception to AlloSure Heart for Pediatrics launch

Testing Services Momentum

Volume growth accelerated YoY & QoQ



✓ Solid growth across all 3 organ indications driven by expansion of field team & productivity

8th Consecutive quarter of sequential growth

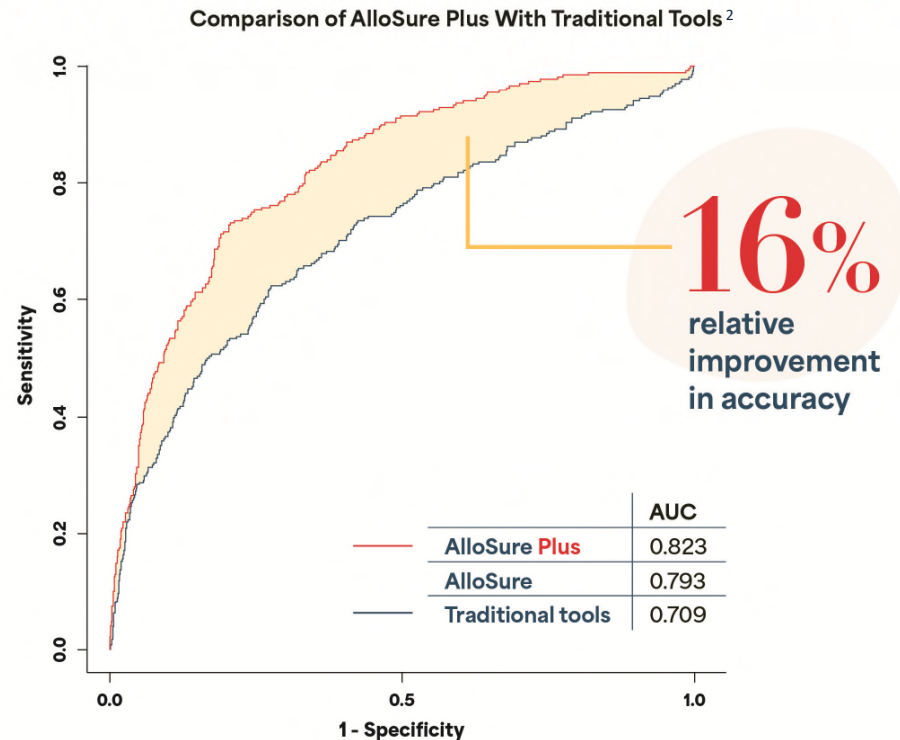
60 Centers with kidney protocols implemented*

19% Growth in kidney testing YoY

AlloSure Plus to Launch with EPIC Aura Integration

AI-Powered Transplant Diagnostics

The addition of AlloSure to traditional tools provided superior accuracy



AlloSure Plus added discriminative value for predicting:

- Overall allograft rejection according to Banff 2022 Classification (AUC=0.823)
- MVI, DSA-negative and C4d-negative vs nonrejection (AUC=0.832)¹

Automated via EPIC

Integrated AlloSure & Traditional Tools Using AI-Technology

Validated by The Paris Transplant Group

2,051 patients
2,771 biopsies with AlloSure results
20 transplant centers

New Study¹ Data Presented at WTC

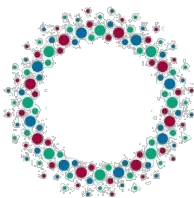
3,175 patients
4,181 biopsies with AlloSure results
20 transplant centers

¹WTC 2025 – (Oral abstract OA33.3) Brousse R, Sablik M, Jordan S, et al. *Performance of Integrative dd-cfDNA in Detecting Rejection Based on the Updated Banff 2022 Classification.*

²Data on file

Elevated AlloSure Kidney Predicts Graft Loss Risk

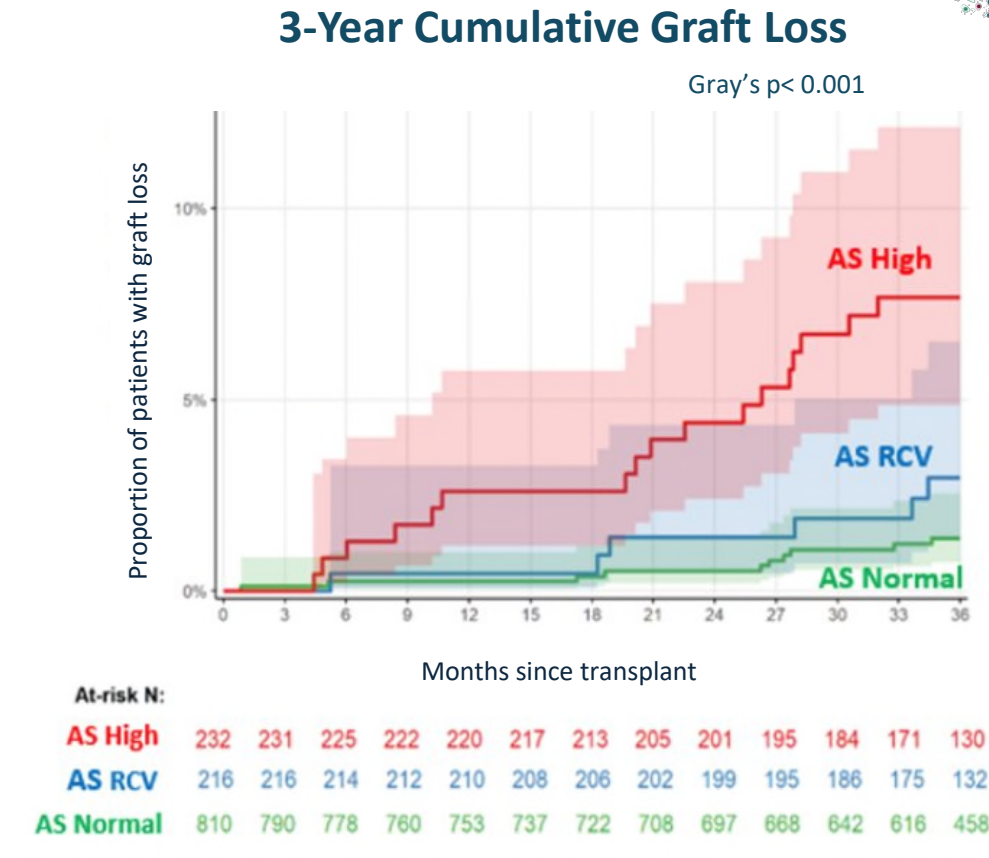
Patients with elevated AlloSure 15–60 days post-transplant had a 5.7-fold increased risk of graft loss at 3 years



WTC 2025
World Transplant Congress
San Francisco, USA | August 2-6

New Data from KOAR

1,258
Patients



Persistent Elevation in HeartCare Biomarkers Predicts Adverse Outcomes



WTC 2025
World Transplant Congress
San Francisco, USA | August 2-6

New Data from SHORE

2,240

Patients



Results

Clinical Events in Patients with Persistent GEP/dd-cfDNA Elevation (N=76)
Rejection (N=8) ACR (N=4) AMR (N=4)
Graft dysfunction (N=5)
Cardiovascular death (N=1)

Incidence of Acute Rejection, Graft Dysfunction and CVD				
	Unadjusted		Covariate Adjusted*	
	HR (95% CI)	p-value	HR (95% CI)	p-value
Persistent GEP/dd-cfDNA elevation	1.899 (1.109-3.251)	0.019	1.895 (1.106-3.249)	0.020

Reference: patients without persistent GEP/dd-cfDNA elevation

*Adjusted for age at transplant, recipient sex, and recipient race

Personalized Monitoring with AlloSure Lung Boosts Predictive Value in Lung Transplants



WTC 2025

World Transplant Congress
San Francisco, USA | August 2-6

UCLA Lung Transplant Program Patient Study Update

Tracking relative changes in AlloSure Lung improves detection of subclinical lung allograft injury and infection

High diagnostic accuracy in stable lung transplant recipients, highly reliable for ruling out injury or infection

Shift towards personalized baseline monitoring of AlloSure Lung

First KOAR Publication

Delivering on Evidence Strategy
Through Largest Surveillance Study of Its Kind

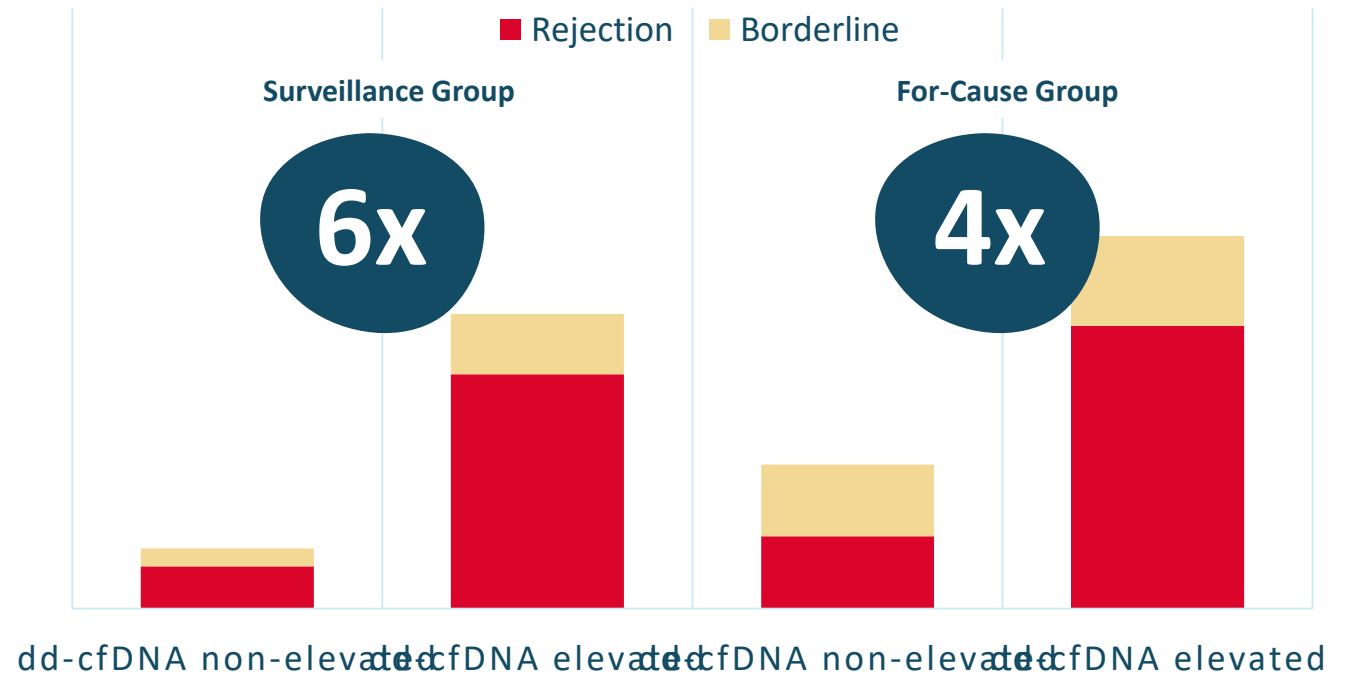
American Journal of
Transplantation

1,743
Published Patients

56
Transplant centers

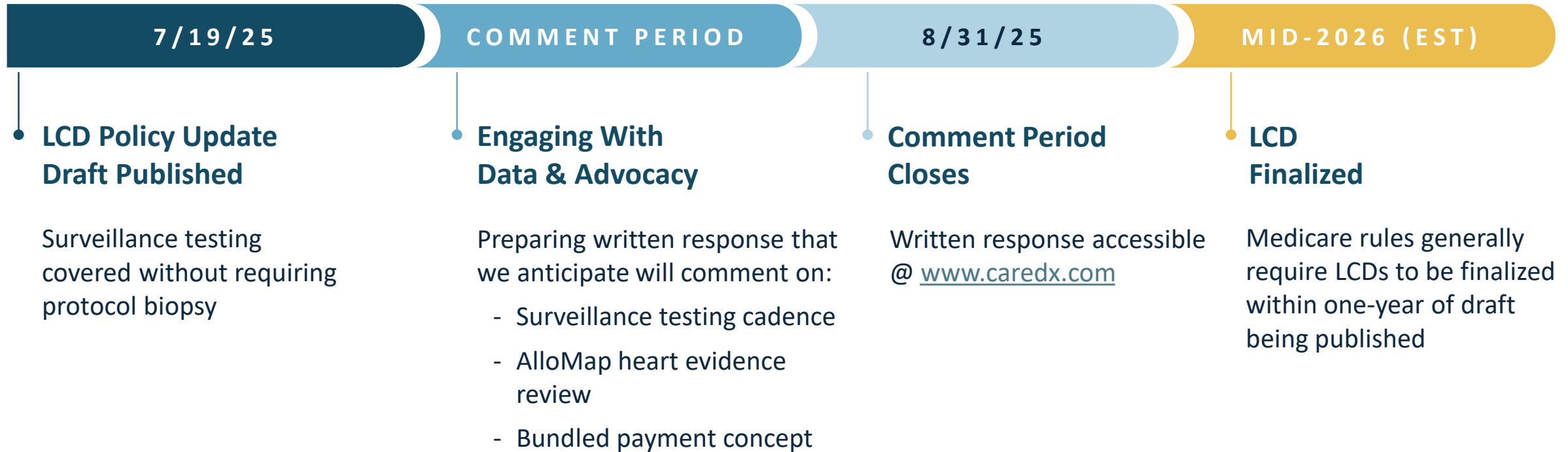
18,584
Allosure Kidney tests

AlloSure Kidney Elevation Significantly Increases Rejection Yield
Rejection is more prevalent in patients with elevated AlloSure levels



6-fold increase in yield for rejection in surveillance biopsies (39% vs. 7%), and **4-fold increase** in for-cause biopsies (47% vs. 12%)

What to Expect: LCD Draft Policy



Operational Excellence

Restructured RCM team **WINS** drive confidence in future testing services ASP growth

BEHIND-THE-SCENES WINS

100%

RCM workflows implemented

100%

Insurance eligibility verifications
per patient

↑160%

Total appeals volume
since December 2024

↓60%

Claim submission time
(date of service to submission)
Q1 2024 to Q1 2025

↑45%

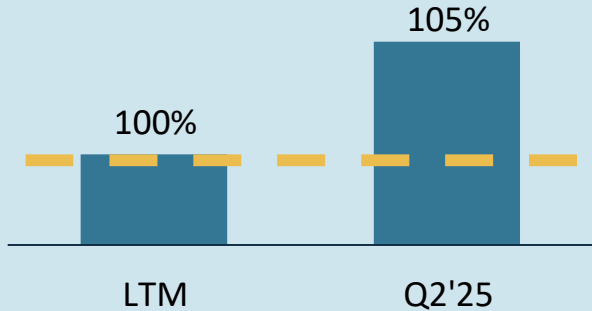
Authorization success
rate

↓800bps

Claim rejection rate
Q1 2024 to Q1 2025

IMPACT

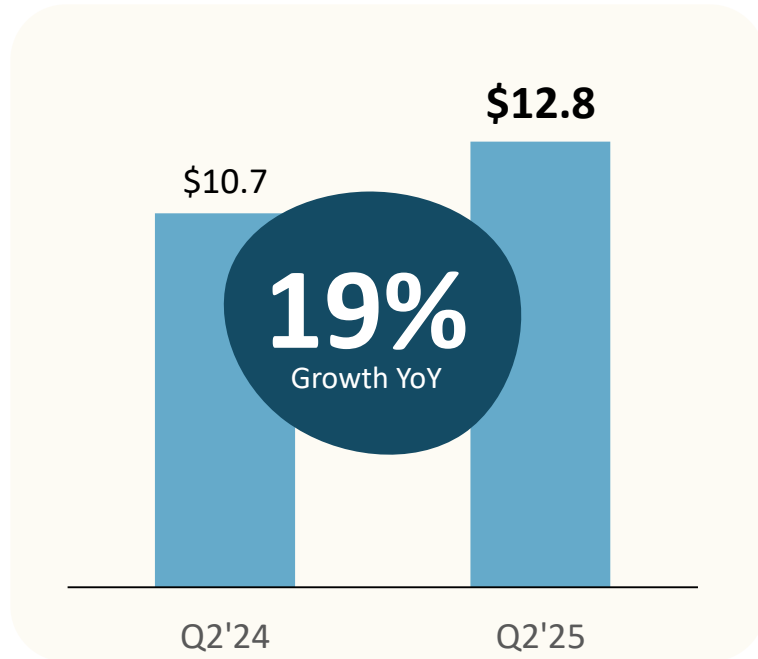
Accelerating cash collection
compared to revenue



Payment per test increasing
across all tests

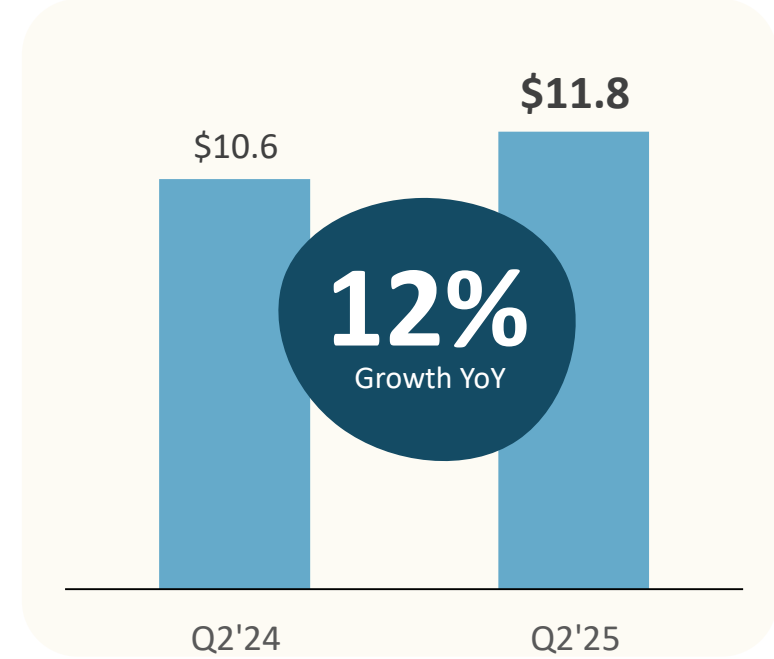
Patient & Digital / Lab Products

Patient & Digital Revenue (\$M)



- XynQAPI software update ahead of July 1 IOTA program start date

Lab Products Revenue (\$M)



Financial Highlights

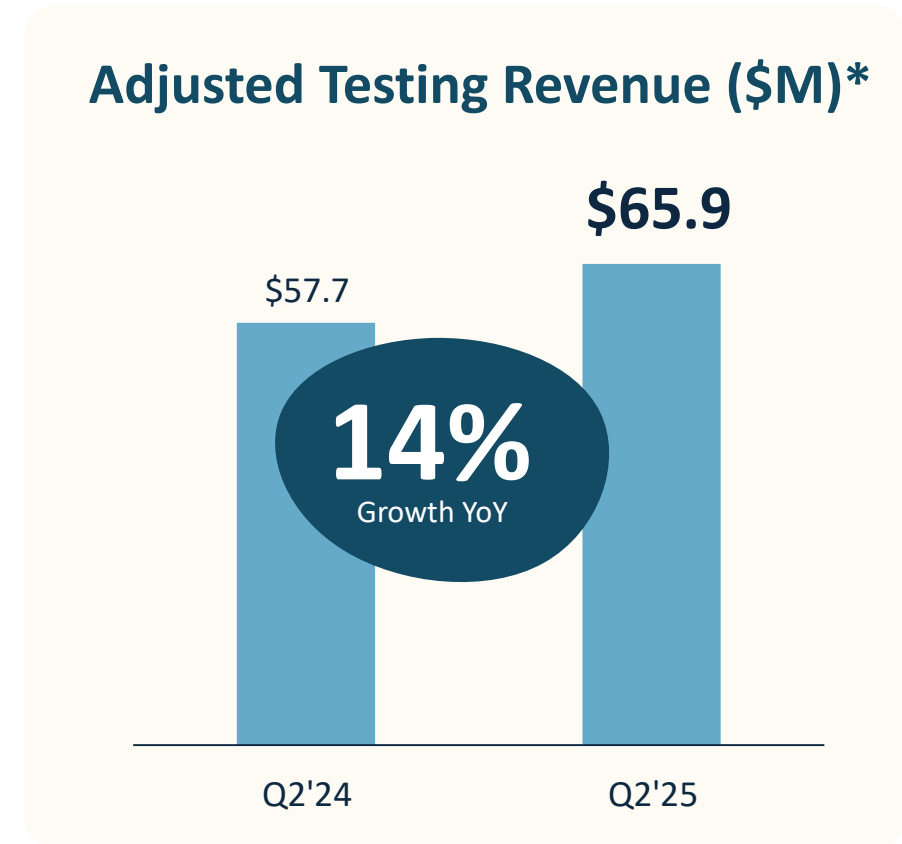
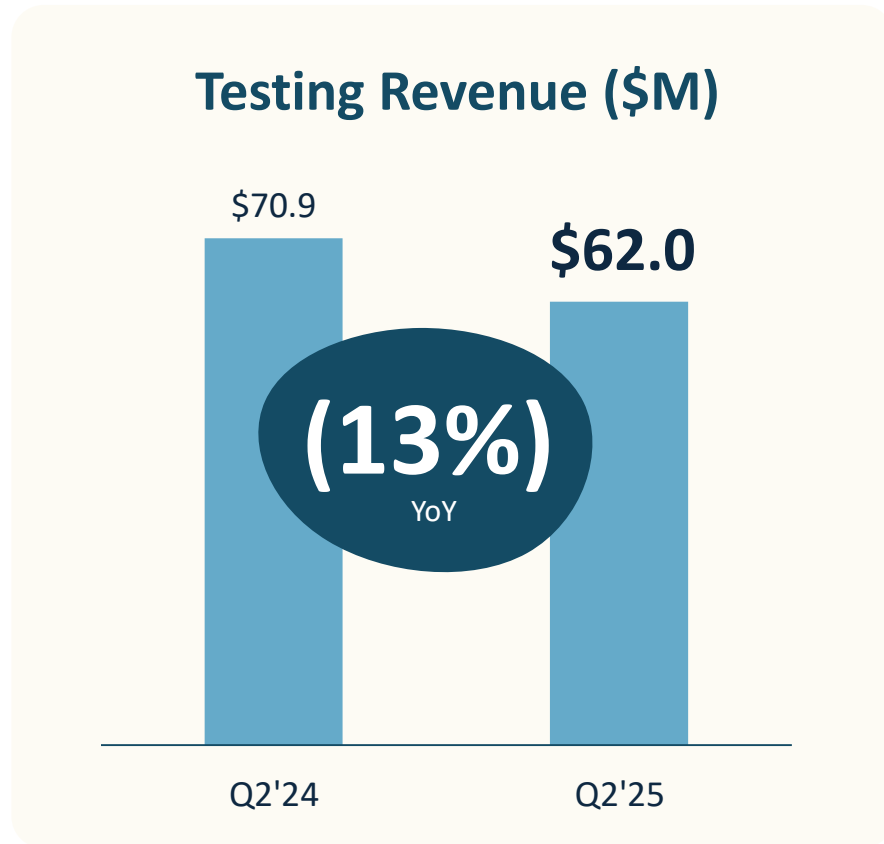


Q2 2025 Financial Highlights

	Adjusted Revenue*	Testing Volume	Non-GAAP Gross Margin*	Adjusted EBITDA*	Cash Balance
Q2 2025	\$90.5M	49.5K	70.4%	\$9.1M	\$186M
YoY	+14%	+13%	+340bps	+\$9.4M	(\$43M)

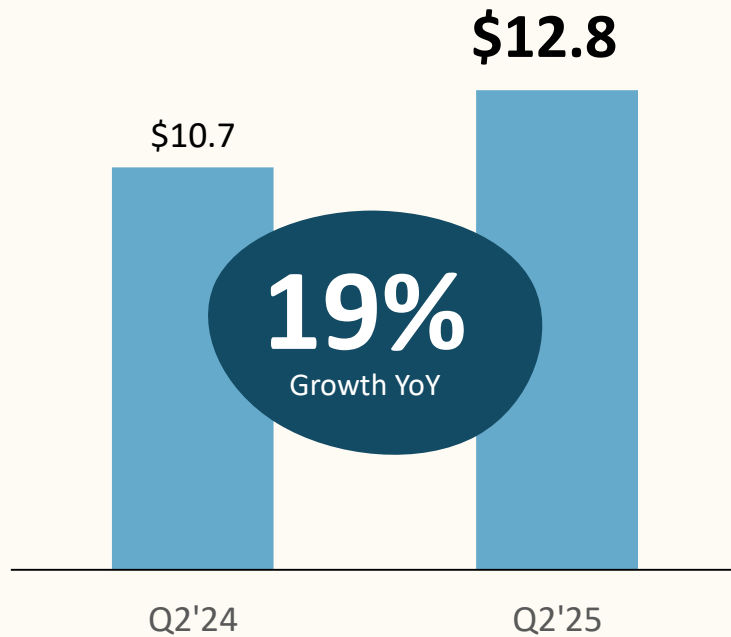
• Net of \$50M share repurchase

Strong Adjusted Testing Services Revenue Growth

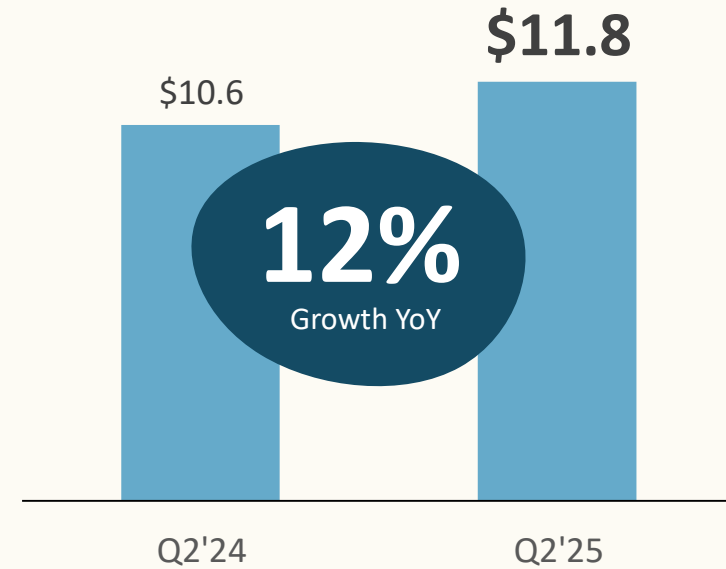


Patient & Digital / Lab Products

Patient & Digital Revenue (\$M)

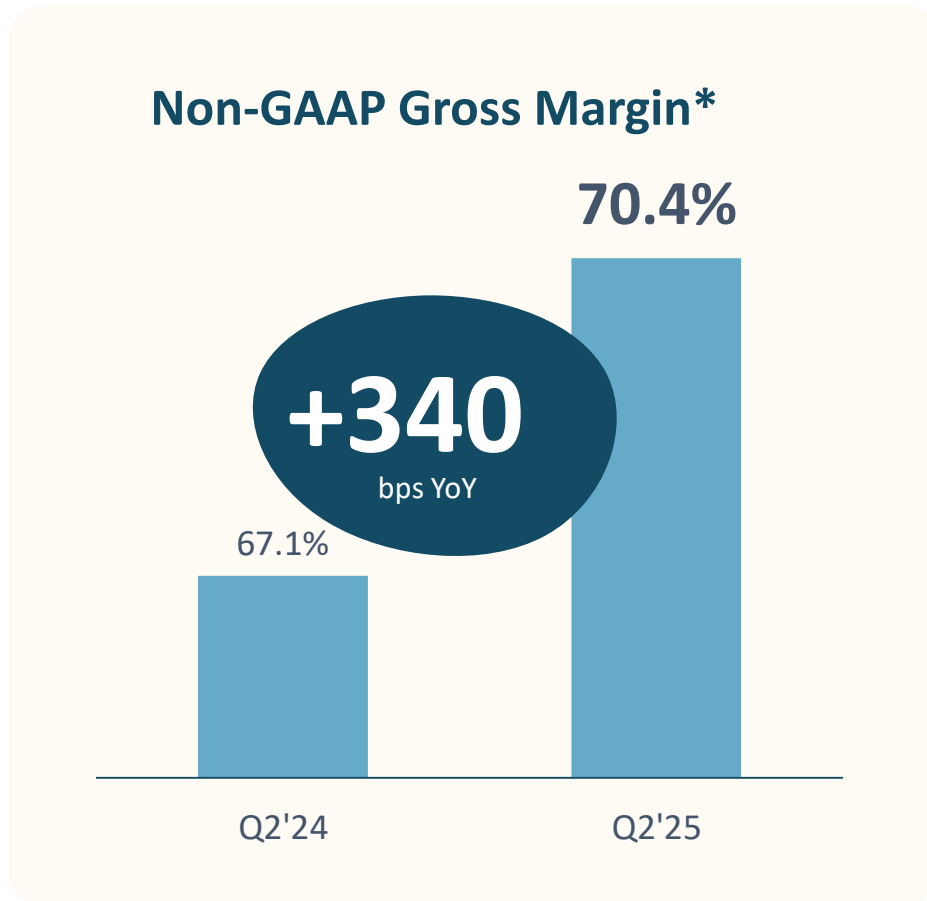


Lab Products Revenue (\$M)



Non-GAAP Gross Margin Improved 340bps YoY

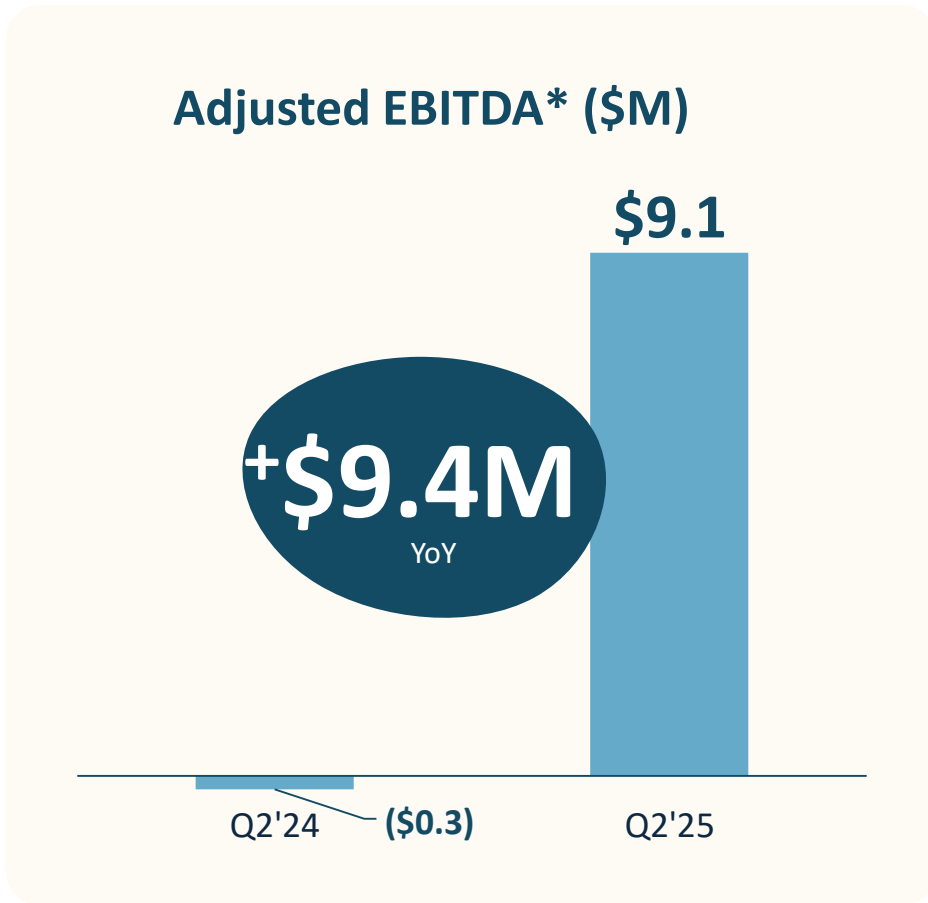
Margin expansion across all businesses



Drivers of improvement

- Strong revenue growth
- Improved pricing
- Continued expense discipline

Significant Growth in Adjusted EBITDA YoY



Drivers of improvement

- Strong revenue growth
- Improved gross margin
- Disciplined operating expense management



FY 2025 Guidance

	Previous	Revised
Revenue	\$365M to \$375M	\$367M to \$373M
Non-GAAP Gross Margin*	~70%	~70%
Adjusted EBITDA*	\$29M to \$33M	\$29M to \$33M

FY'25 revenue guidance drivers

- Testing services volume growth: mid-teens %
- Testing services ASP: ~\$1,360
- Patient & Digital solutions growth: low-twenties %
- Lab Products growth: mid-teens %

Appendix



Q2 2025 Revenue

(\$M)	Reported	YoY %	Adjusted*	YoY %
Testing services	\$62.0	(13%)	\$65.9	14%
Patient & digital	\$12.8	19%		
Lab products	\$11.8	12%		
Total	\$86.7	(6%)	\$90.5	14%

* Q2'25 and Q2'24 adjusted total revenue & testing services revenue exclude (\$3.8M) and \$13.2M, respectively, related to tests performed in prior periods

Q2 2025 Non-GAAP Gross Margin

Gross margin %	Reported	YoY bps	Adjusted*	YoY bps
Testing services	76.3%	(450)bps	77.6%	120bps
Digital & patient	39.5%	280bps		
Lab products	63.9%	1,700bps		
Total	69.1%	(260)bps	70.4%	340bps

Drivers of improvement

- Strong revenue growth
- Improved pricing
- Continued expense discipline

Reconciliation of Adjusted Revenue

(In thousands)	Q2'25	Q2'24
Revenue (GAAP)	\$86,679	\$92,274
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted revenue (Non-GAAP)	\$90,506	\$79,060

Reconciliation of Adjusted Testing Services Revenue

(In thousands)	Q2'25	Q2'24
Testing services revenue (GAAP)	\$62,033	\$70,918
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted testing services revenue (Non-GAAP)	\$65,860	\$57,704

Reconciliation of Adjusted EBITDA

(In thousands)	Q2'25	Q2'24
Non-GAAP net income	\$5,622	\$13,611
Interest income	(2,364)	(2,826)
Income tax (benefit) expense	(8)	121
Depreciation expense	2,132	1937
Other (income) expense, net	(72)	100
Adjusted EBITDA	5,310	12,943
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted EBITDA after revenue from tests performed in prior periods	\$9,137	\$(271)

Reconciliation of Non-GAAP Gross Margin

(In thousands)	Q2'25	Q2'24
GAAP total revenue	\$86,679	\$92,274
GAAP cost of sales	28,658	27,999
GAAP gross profit	58,021	64,275
Stock-based compensation expense	626	932
Restructuring costs	338	53
Acquisition related-amortization of purchased intangibles	941	978
Non-GAAP gross profit	\$59,926	\$66,238
Non-GAAP gross margin %	69%	72%

Reconciliation of Non-GAAP Gross Margin With Adjusted Revenue

(In thousands)	Q2'25	Q2'24
GAAP total revenue	\$86,679	\$92,274
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted total revenue	90,506	79,060
GAAP cost of sales	28,658	27,999
	61,848	51,061
Stock-based compensation expense	626	932
Restructuring costs	338	53
Acquisition related-amortization of purchased intangibles	941	978
Non-GAAP gross profit	\$63,753	\$53,024
Non-GAAP gross margin %	70%	67%

Reconciliation of Non-GAAP Gross Margin With Adjusted Testing Services Revenue

(In thousands)	Q2'25	Q2'24
GAAP testing services revenue	\$62,033	\$70,918
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted testing services revenue	65,860	57,704
Cost of testing services	15,406	14,308
	50,454	43,396
Stock-based compensation expense	329	357
Acquisition related-amortization of purchased intangibles	346	329
Non-GAAP gross profit	\$51,129	\$44,082
Non-GAAP gross margin %	78%	76%



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