



**Q2 2025 Financial Results**  
**August 6, 2025**

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These slides and the accompanying oral presentation contain certain non-GAAP financial measures, which are provided to assist in an understanding of the business and performance of CareDx. These measures should always be considered only as a supplement to, and not as superior to, financial measures prepared in accordance with GAAP. Please refer to the Appendix included in these slides for a reconciliation of the non-GAAP financial measures included in these slides and the accompanying oral presentation to the most directly comparable financial measures prepared in accordance with GAAP. Further information regarding our non-GAAP financial measures can be found in our filings with the SEC. A reconciliation of the forecasted range for Adjusted EBITDA for 2025 is not included in these slides due to the number of variables in the projected range and because we are currently unable to quantify accurately certain amounts that would be required to be included in the U.S. GAAP measure or the individual adjustments for such reconciliation.

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# Key Drivers of Growth in 2025

	1H'25	2H'25E
<b>Go to Market Strategy</b>	<input checked="" type="checkbox"/> Launch AlloSure Heart Peds <input checked="" type="checkbox"/> Launch AlloSure SPK <input checked="" type="checkbox"/> XynQAPI IOTA Software Release	<input type="checkbox"/> Score 7.0 Launch <input type="checkbox"/> Launch HistoMap Kidney <input checked="" type="checkbox"/> AlloSure Plus enhancement
<b>Evidence Generation</b>	<input checked="" type="checkbox"/> AlloSeq cfDNA publication <input checked="" type="checkbox"/> SHORE 2 <sup>nd</sup> manuscript submitted <input checked="" type="checkbox"/> ISHLT – April <input type="checkbox"/> KOAR – 2 <sup>nd</sup> manuscript submitted	<input checked="" type="checkbox"/> KOAR – 1 <sup>st</sup> publication <input checked="" type="checkbox"/> World Transplant Congress August <input type="checkbox"/> SHORE – 2 <sup>nd</sup> publication <input type="checkbox"/> AlloSure Lung publication
<b>Operational Excellence</b>	<input checked="" type="checkbox"/> Billing team restructured	<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<sup>^</sup>

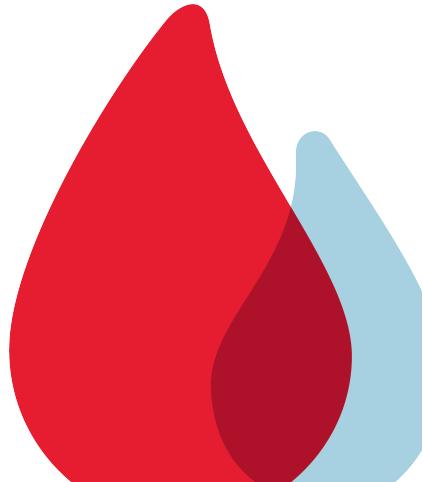
Net of \$50M share repurchase

**zero**

Debt<sup>^</sup>

## 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

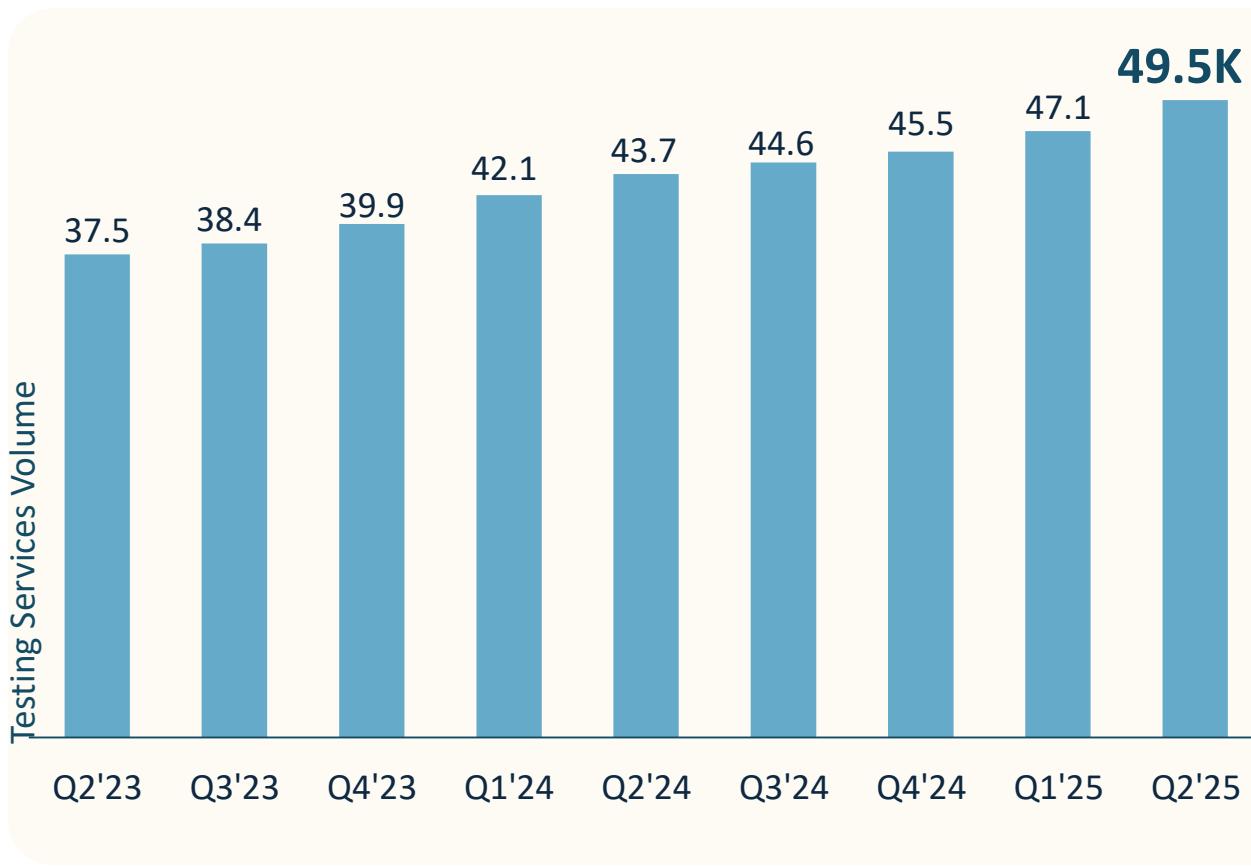
## Adjusted Testing Services Revenue (\$M)\*



- 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

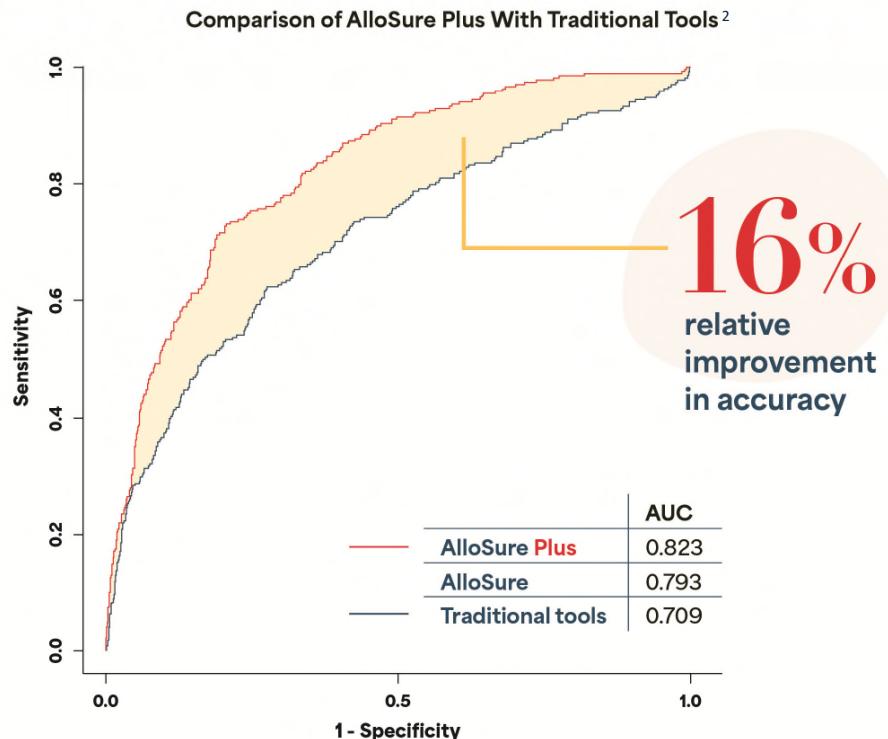


- ✓ Solid growth across all 3 organ indications driven by expansion of field team & productivity
- 8th** Consecutive quarter of sequential growth
- 60** Centers with kidney protocols implemented\*
- 19%** Growth in kidney testing YoY

# 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)<sup>1</sup>

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 Study<sup>1</sup> Data Presented at WTC

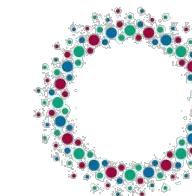
3,175 patients  
4,181 biopsies with AlloSure results  
20 transplant centers

<sup>1</sup>WTC 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*.

<sup>2</sup>Data on file

# Elevated AlloSure Kidney Predicts Graft Loss Risk

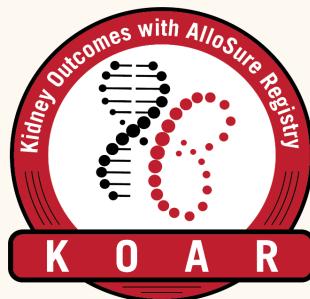
Patients with elevated AlloSure 15–60 days post-transplant had a 5.7-fold increased risk of graft loss at 3 years



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

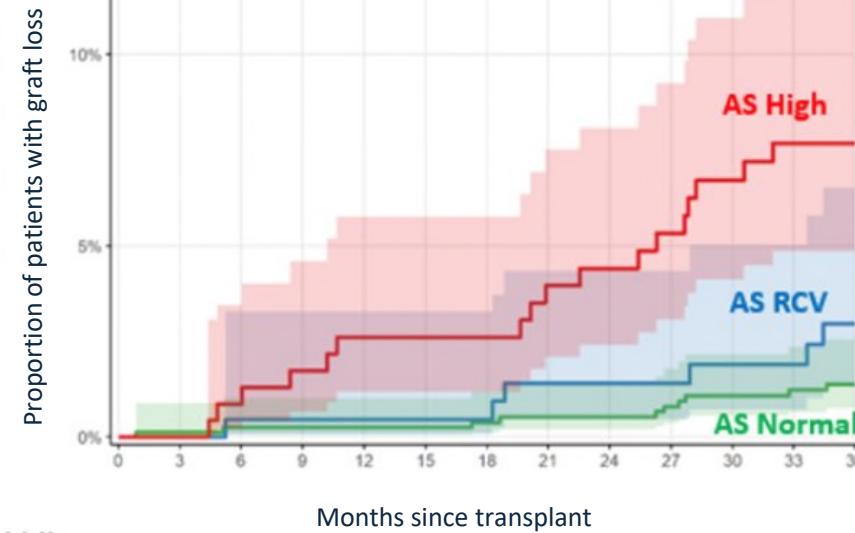
New Data from KOAR

**1,258**  
Patients



## 3-Year Cumulative Graft Loss

Gray's  $p < 0.001$



# Persistent Elevation in HeartCare Biomarkers Predicts Adverse Outcomes



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New Data from SHORE

2,240

Patients



## Results

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

	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  
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**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

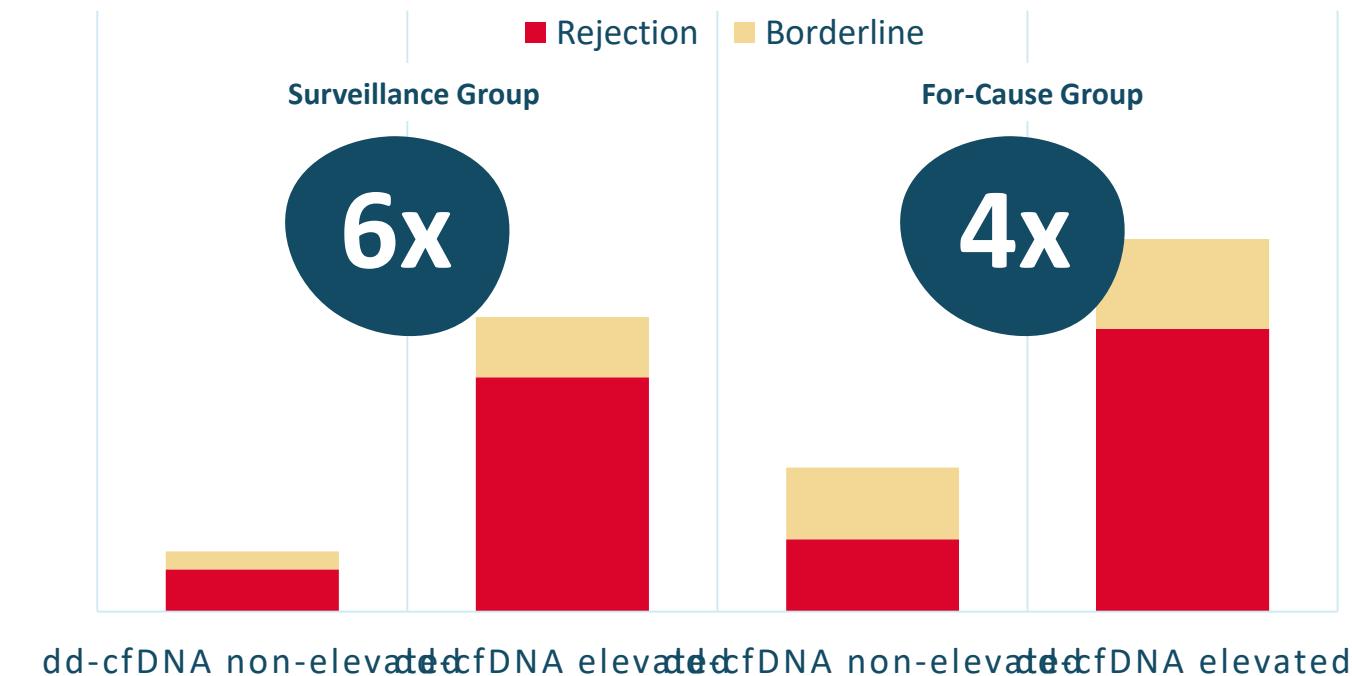
**56**

Transplant centers

**18,584**

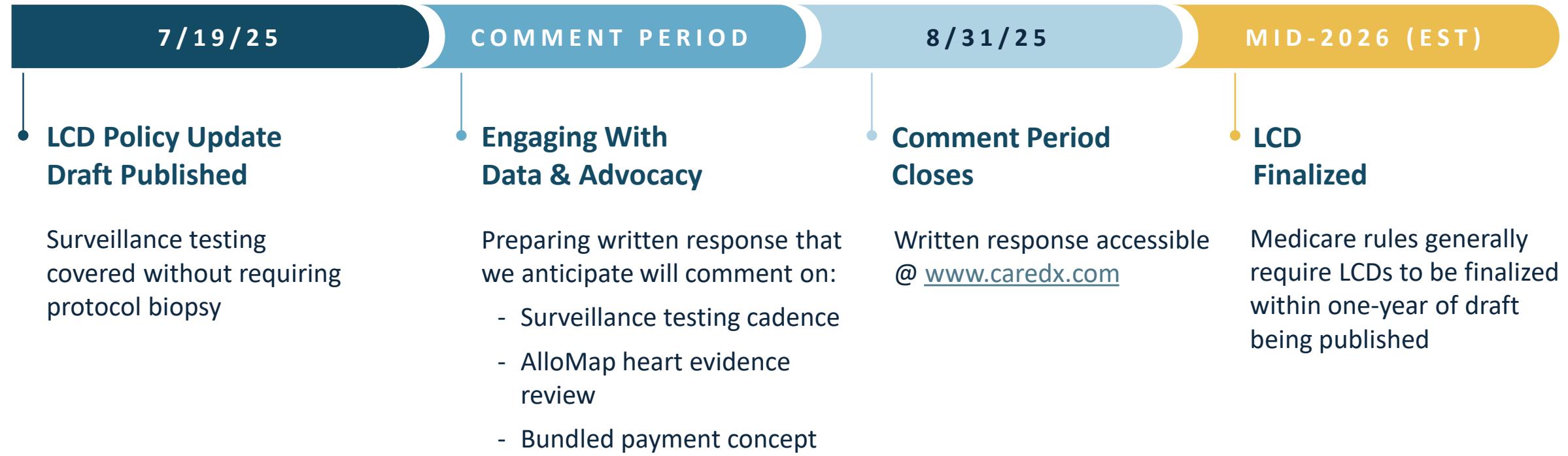
Allosure Kidney tests

*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

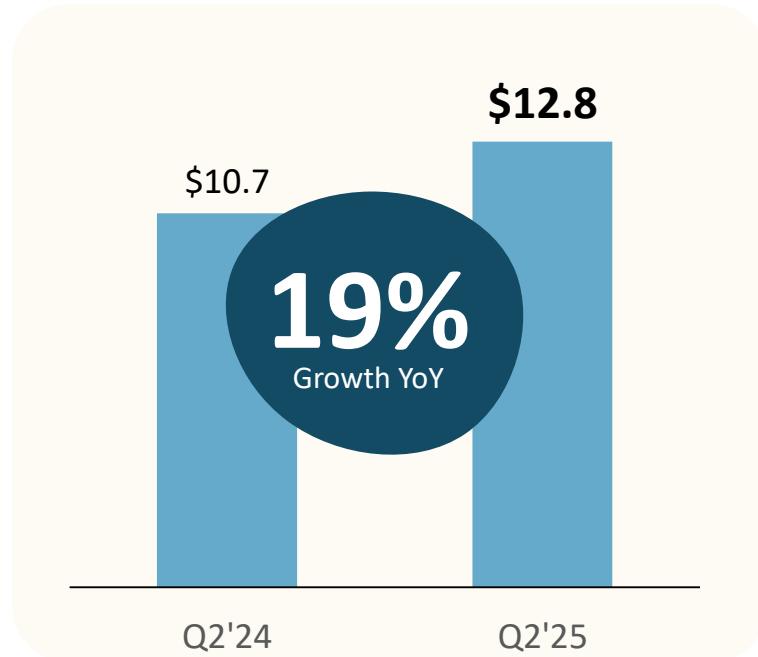
Accelerating cash collection compared to revenue



Payment per test increasing across all tests

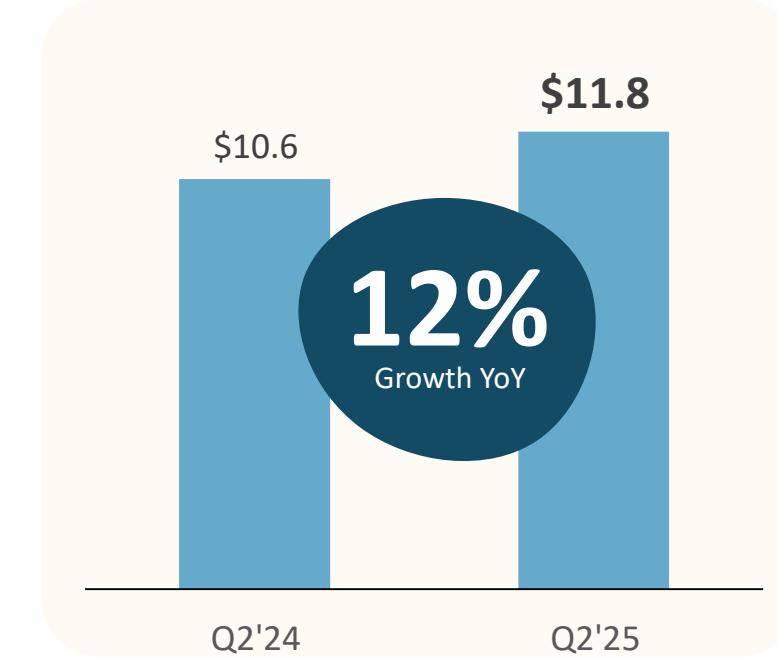
# Patient & Digital / Lab Products

## 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)

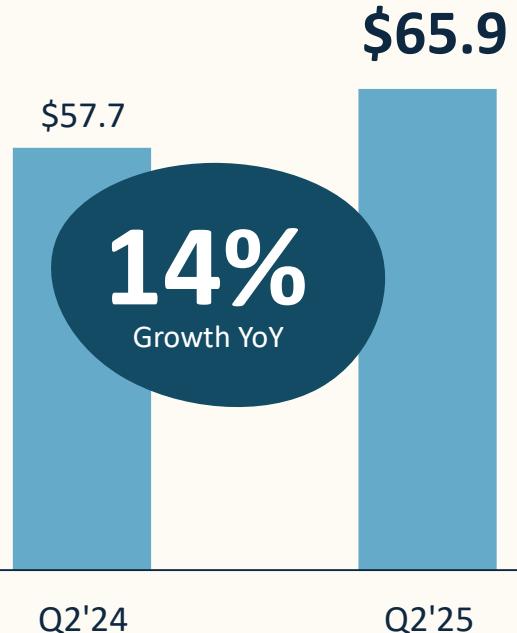
Net of \$50M share repurchase

# Strong Adjusted Testing Services Revenue Growth

Testing Revenue (\$M)



Adjusted Testing Revenue (\$M)\*

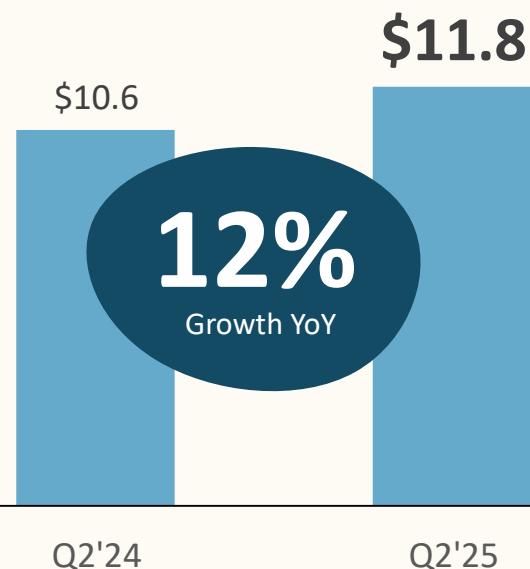


# Patient & Digital / Lab Products

Patient & Digital Revenue (\$M)

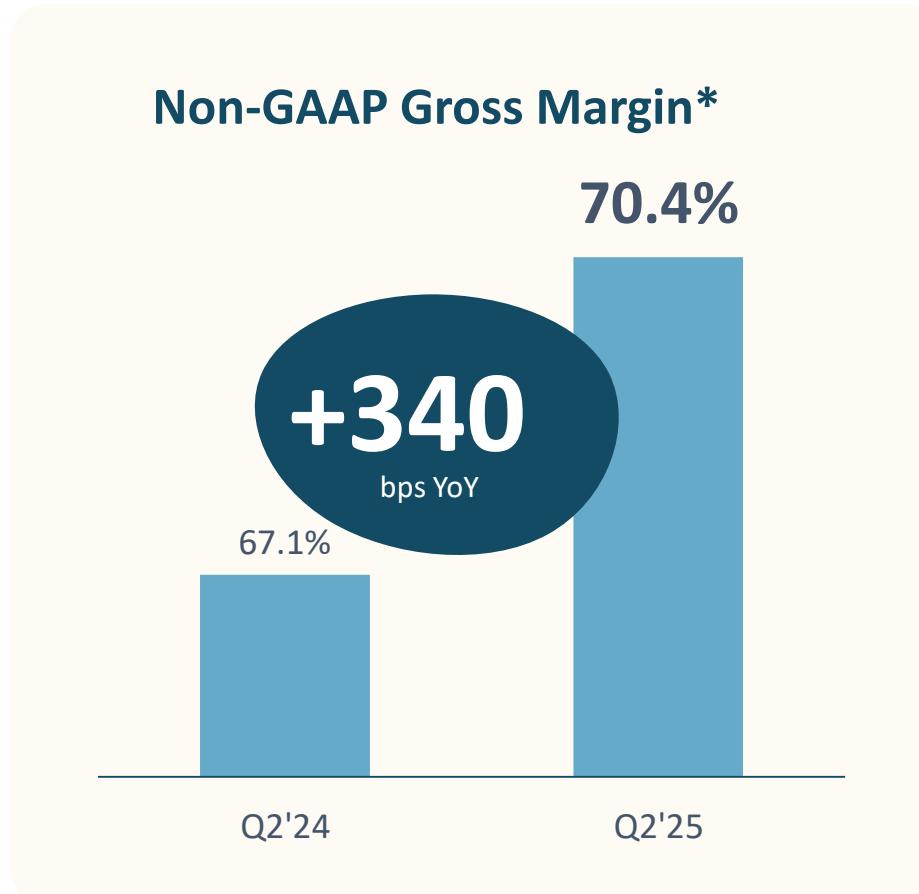


Lab Products Revenue (\$M)



# Non-GAAP Gross Margin Improved 340bps YoY

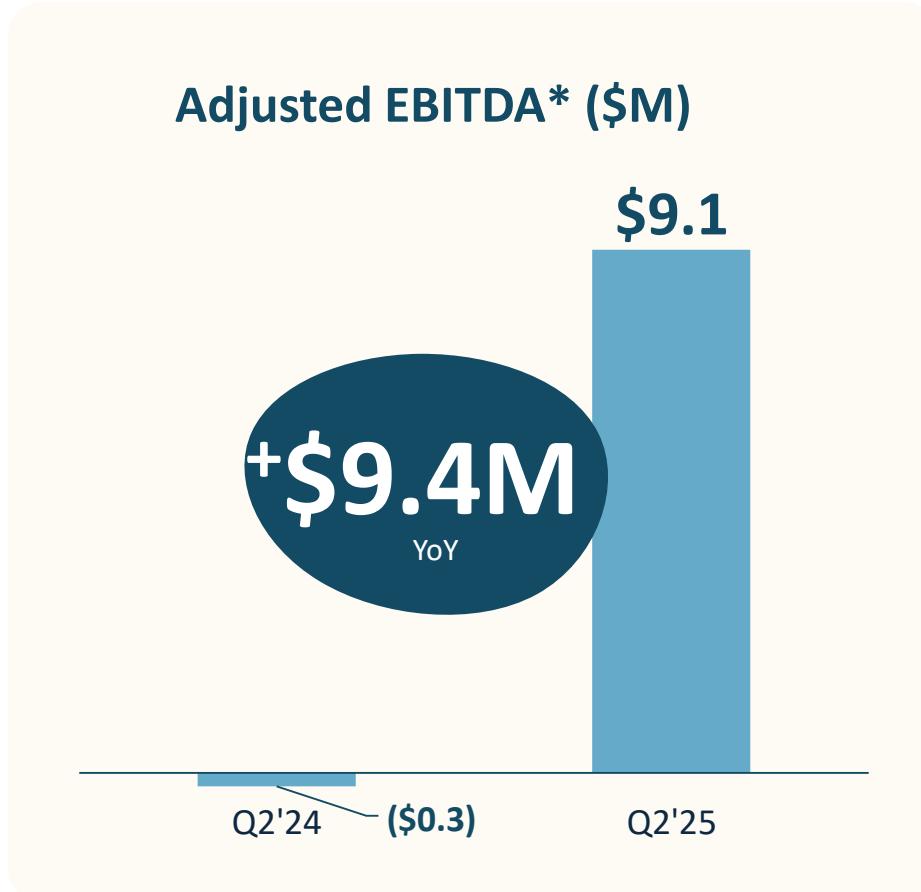
Margin expansion across all businesses



## 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%		
<b>Total</b>	<b>\$86.7</b>	<b>(6%)</b>	<b>\$90.5</b>	<b>14%</b>

\* 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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