



## Second Quarter 2025

### Earnings Conference Call



# Safe Harbor

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In addition, non-GAAP financial measures are included in this presentation. Please see tables in appendix for reconciliations to the most directly comparable GAAP measures.

## **Q2 highlights – strong execution exceeding expectations**



### **Fueling growth and achieving catalysts**

- MRD reached positive adjusted EBITDA
- MRD revenue \$49.9M; +42% Y/Y
  - Excluding milestones +38% Y/Y
- Integrated clonoSEQ into OncoEMR
- Launched NovaSEQ X Plus
- Updated NCCN guidelines in MM
- Launched ph.1 of collaboration with NeoGenomics



### **Managing spend and cash**

- Total operating expenses -7% Y/Y
- Total gross margin (GM) 69%
  - Sequencing GM<sup>1</sup> 64% (+14 ppts Y/Y)
- Strong cash<sup>2</sup> position: \$222M
  - Q2'25 cash<sup>2</sup> burn: ~\$11M; (-36% vs Q2'24)

**FY 2025 guidance update:** increasing MRD revenue range; decreasing annual cash burn range

<sup>1</sup> Sequencing GM refers to gross margin excluding MRD regulatory milestones and GNE amortization

<sup>2</sup> Cash, cash equivalents and marketable securities as of 6/30/2025



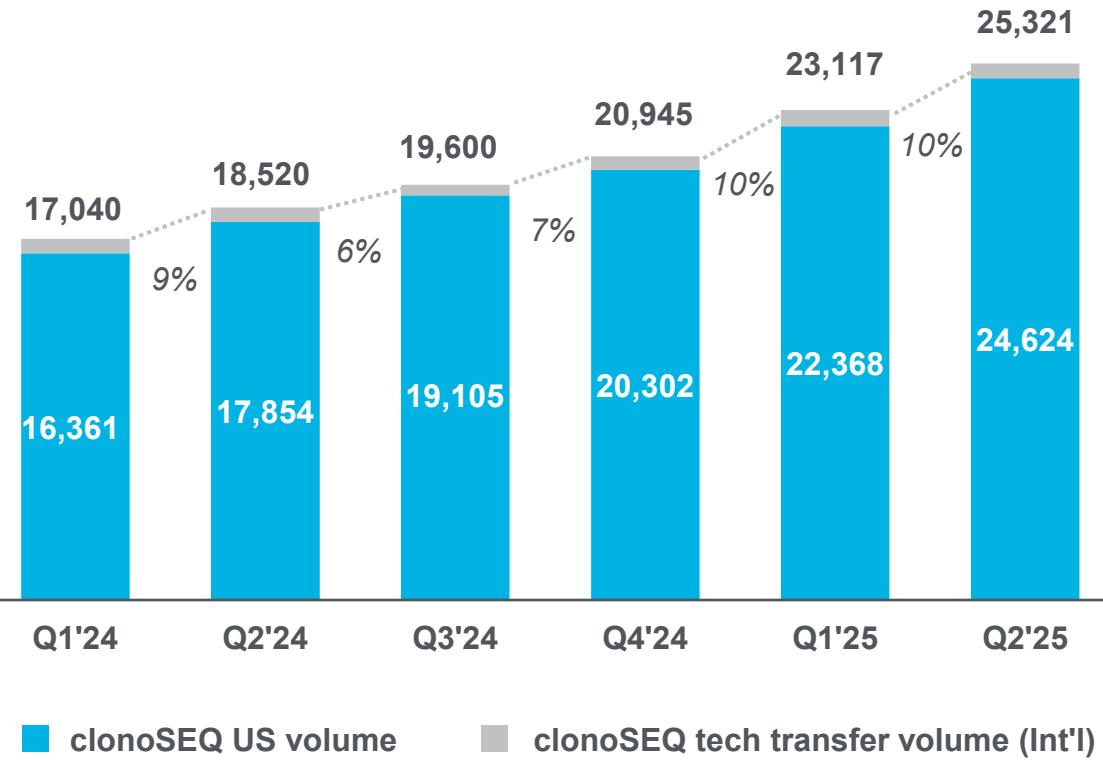
Adaptive  
biotechnologies™

MRD

# Clinical testing: volume continues to grow at record high levels

Clinical testing revenue increased 57% in Q2 2025 Y/Y

## clonoSEQ test volumes



## clonoSEQ US volume metrics:

**44%** of MRD tests in blood in Q2'25

**16%** Q/Q growth in tests delivered in the community

**14%** of tests from NHL in Q2'25

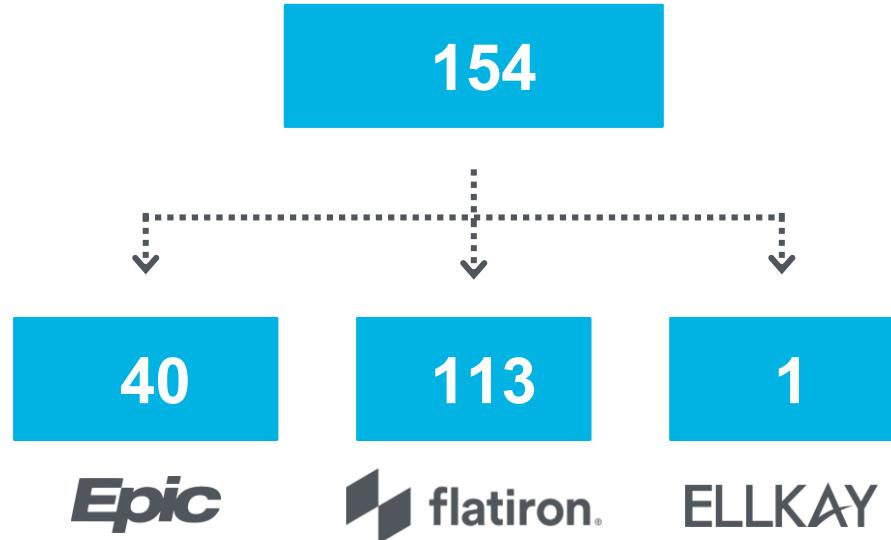
**3,718** ordering HCPs in Q2'25 (+35% Y/Y)

**18,033** unique patients tested in Q2'25 (+40% Y/Y)

**8** key payer contracts renegotiated/closed YTD

# EMR integrations: accelerating EPIC footprint + key community milestone

## # EMR integrated clonoSEQ sites to date



- 13 new EPIC sites integrated since last quarter
- Mature EPIC integrated sites growing on average ~2x non-integrated business
- 4 of top 10 accounts now EPIC integrated
- Tennessee Oncology (first non-EPIC integration) live in April
- Flatiron OncoEMR launched nationwide on 7/1

Rapidly integrate clonoSEQ in EMRs to streamline workflows, accelerate MRD adoption, and build a scalable competitive moat

# MRD pharma: building on momentum with solid execution

- **Q2'25 revenue growth of 20% Y/Y including milestones (excluding milestones: +3% Y/Y and +13% TTM<sup>1</sup>)**
  - Recognized \$5.5M in milestone revenue in Q2'25
- **EMA's CHMP issued positive opinion supporting the use of MRD testing as an early endpoint in MM clinical trials**

## Portfolio overview and strategy:

**~175** global active clinical trials

.....→ Healthy backlog as of Q2'25 of ~\$218M (~21% growth Y/Y)

**~90** with clinical endpoint

.....→ Global support for MRD use as primary endpoint in MM with potential momentum in other indications

**~17** primary endpoint

**~73** secondary endpoint

.....→ Milestone payments upon regulatory approval

<sup>1</sup> TTM = Trailing Twelve Months change Y/Y

# Data highlight MRD utility across lymphoid malignancies

## Expansion of the interventional use of clonoSEQ

Presence at  
**ASCO – EHA – ICML\***

 **44** Abstracts\*\*

 **22** Oral presentations

 **21** Poster presentations

 **20** Pharma presentations

**MM  
(MIDAS)<sup>1</sup>**

### MRD status guiding transplant decisions in myeloma

Phase 3 study demonstrates that MRD-negative patients post-induction can safely forego upfront transplant without compromising depth of response

**CLL  
(VenetoSTOP)<sup>2</sup>**

### Treatment duration informed by MRD status in blood

High PFS rates & overall durability of MRD-free remission post-discontinuation supports use of MRD to tailor the duration of venetoclax

**DLBCL<sup>3,4</sup>**

### Expanded use of the clonoSEQ assay in DLBCL studies

Data highlighted the utility of MRD in 1L and R/R for response assessment & evaluation of ctDNA dynamics with administration of novel Tx regimens

\* ICML = International Conference on Malignant Lymphoma

\*\*Total includes one abstract that was publication-only

<sup>1</sup> Perrot A, et al. *N Engl J Med*. Published online 2025. <sup>2</sup> Boussi L, et al. *HemaSphere*. 2025;9(S1):2615. <sup>3</sup> Melani, et al. *Hematol Oncol*. 2025;43(S3):e316\_70094

<sup>4</sup> Crombie J, et al. *Hematol Oncol*. 2025;43(S3):e74\_70093

# 2025 MRD key strategic priorities and goals execution

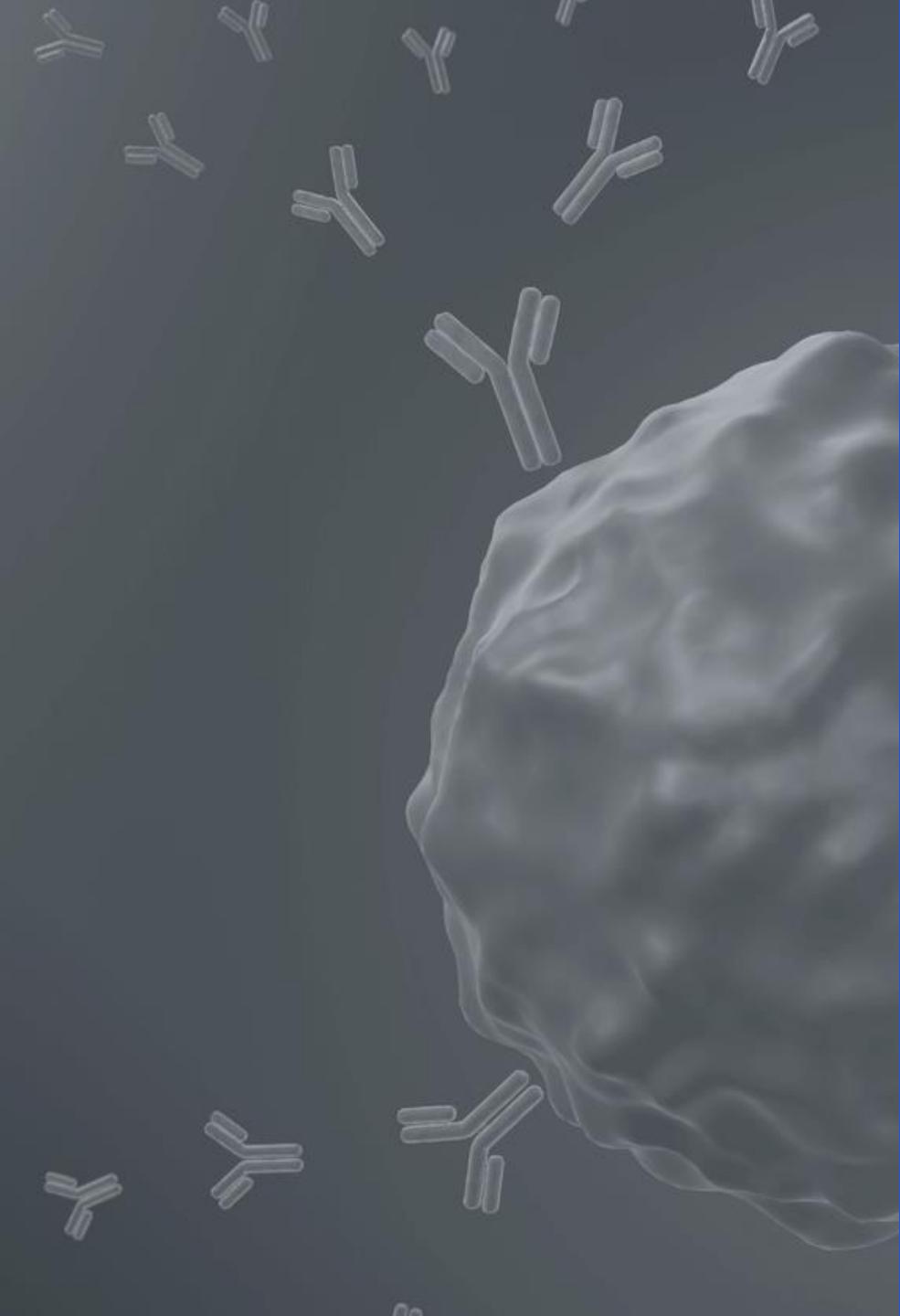
Annual Goal	Status as of Q2
<b>MRD profitability:</b> positive adjusted EBITDA in 2H'25	Achieved
<b>NovaSEQ X Plus:</b> go live in 2H'25	Achieved
<b>Data generation<sup>1</sup>:</b> readouts MM (MIDAS); CLL (VenetoSTOP); DLBCL (at ICML <sup>2</sup> )	Achieved
<b>Neo collaboration:</b> phase 1 launch in selected accounts in 2H'25	Achieved
<b>EMR integration:</b> with Flatiron in 2H'25	Achieved
<b>% of orders through EMR integrated sites:</b> ~50% of clonoSEQ orders by YE	On track
<b>Increase testing in blood:</b> >45% of all clonoSEQ testing to be done in blood by YE	On track

<sup>1</sup> Data generation to continue throughout the year

<sup>2</sup> ICML = International Conference on Malignant Lymphoma



# Immune Medicine (IM)



# 2025 IM strategic priorities and goals all on track

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1

## Develop 'digital' TCR-antigen prediction models that power multiple applications

- ✓ Scaling data generation and AI/ML modeling work to 'digitally' predict T cell specificity / antigen binding
- ✓ Using our sizable, high quality training data to test and improve prediction model performance
- ✓ Modeling selection of antigen-specific TCRs in cancer cell therapy (Genentech) and additional applications

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2

## Generate robust pre-clinical data package in lead autoimmune indication

- ✓ Selected and actively characterizing a subset of candidate antibodies in lead autoimmune indication
- ✓ Confirmed patient selection strategy in lead indication

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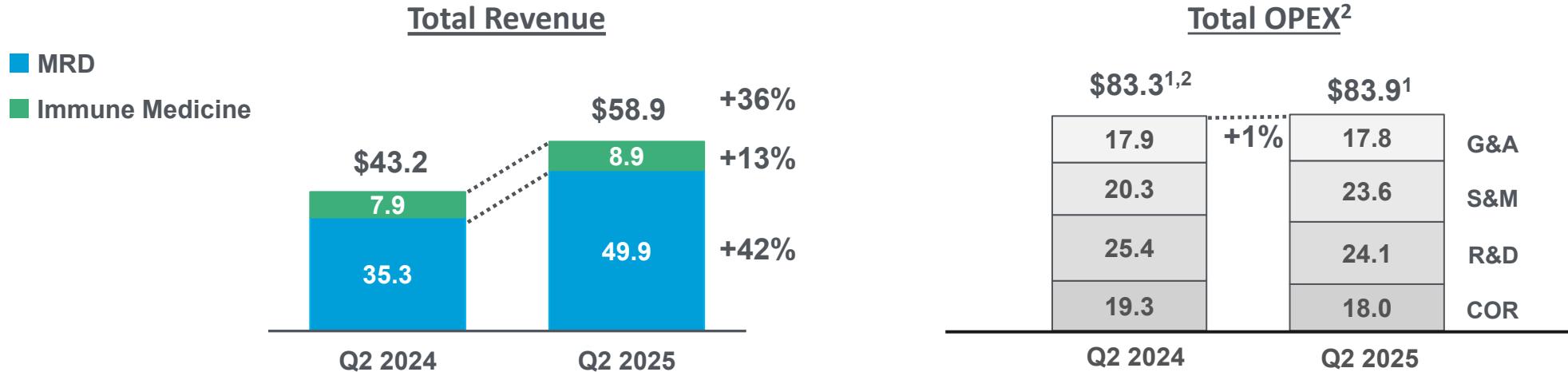
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## Reduce cash burn: achieve IM goals with total burn of \$25M-\$30M

- ✓ On track for cash burn target with revenue from pharma partnering continuing to fund R&D investment

# Q2 2025 financial highlights

## Q2 Revenue and Operating Expenses (\$M)



## Segment Performance (\$M)

(\$M)	MRD		IM		Unallocated Corporate		Total Company	
	Q2'25	Y/Y	Q2'25	Y/Y	Q2'25	Y/Y	Q2'25	Y/Y
Revenue	49.9	42%	8.9	13%		N/A	58.9	36%
OPEX <sup>2</sup>	57.1	3%	21.3	-2%	5.5	-9%	83.9	1%
Adj. EBITDA <sup>3</sup>	1.9	117%	(6.1)	14%	(3.0)	3%	(7.2)	66%

<sup>1</sup> Includes \$0.4M in amortization of intangible assets

<sup>2</sup> Excludes \$7.2M in asset impairment expenses in Q2'24

<sup>3</sup> Adj. EBITDA is a non-GAAP financial measure; % changes represent reductions to prior year deficit

# FY 2025 guidance update

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- **FY 2025 revenue guidance:**

- MRD revenue between \$190M and \$200M vs previous guidance between \$180M and \$190M
  - MRD revenue guide represents 31% - 37% growth Y/Y
  - Includes MRD milestones between \$14M-\$15M
  - MRD base business revenue guide (excluding milestones<sup>1</sup>) represents 32% - 39% growth Y/Y

- **FY 2025 operating expenses guidance:**

- OPEX between \$335M and \$345M – unchanged vs previous guidance

- **FY 2025 cash<sup>2</sup> burn guidance:**

- Cash<sup>2</sup> burn between \$45M and \$55M vs previous guidance between \$50M and \$60M

<sup>1</sup> FY 2025 milestones at mid-point of the range

<sup>2</sup> Cash includes cash, cash equivalents and marketable securities

## Appendix: Reconciliations between Adjusted EBITDA and net loss attributable to Adaptive Biotechnologies Corporation & Segment Information

- The following table sets forth a reconciliation between our Adjusted EBITDA and net loss attributable to Adaptive Biotechnologies Corporation, the most directly comparable GAAP financial measure, for each of the periods presented (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net loss attributable to Adaptive Biotechnologies Corporation	\$ (25,614)	\$ (46,222)	\$ (55,466)	\$ (93,729)
Interest and other income, net	(2,391)	(3,766)	(5,070)	(7,988)
Interest expense	2,948	2,696	5,853	5,689
Depreciation and amortization expense	4,502	5,003	9,233	10,217
Impairment of long-lived assets	—	7,205	—	7,205
Restructuring expense	—	680	—	1,724
Share-based compensation expense	13,359	12,958	25,506	27,256
Adjusted EBITDA	\$ (7,196)	\$ (21,446)	\$ (19,944)	\$ (49,626)

# Appendix: Reconciliations between Adjusted EBITDA and net loss attributable to Adaptive Biotechnologies Corporation & Segment Information

- The following table sets forth segment information for each of the periods presented (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
<b>MRD:</b>				
Revenue	\$ 49,938	\$ 35,284	\$ 93,659	\$ 67,910
Adjusted EBITDA	1,912	(11,289)	(2,199)	(28,548)
<b>Reconciliation of Net Loss to Adjusted EBITDA:</b>				
Net loss	\$ (7,180)	\$ (23,077)	\$ (19,418)	\$ (50,337)
Depreciation and amortization expense	2,455	2,604	5,118	5,305
Impairment of long-lived assets	—	2,819	—	2,819
Restructuring expense	—	561	—	1,028
Share-based compensation expense	6,637	5,804	12,101	12,637
Adjusted EBITDA	<u>\$ 1,912</u>	<u>\$ (11,289)</u>	<u>\$ (2,199)</u>	<u>\$ (28,548)</u>
<b>Immune Medicine:</b>				
Revenue	\$ 8,941	\$ 7,906	\$ 17,663	\$ 17,153
Adjusted EBITDA	(6,069)	(7,033)	(11,515)	(13,960)
<b>Reconciliation of Net Loss to Adjusted EBITDA:</b>				
Net loss	\$ (12,355)	\$ (18,228)	\$ (23,836)	\$ (32,821)
Depreciation and amortization expense	1,616	1,967	3,258	4,049
Impairment of long-lived assets	—	4,386	—	4,386
Restructuring expense	—	119	—	696
Share-based compensation expense	4,670	4,723	9,063	9,730
Adjusted EBITDA	<u>\$ (6,069)</u>	<u>\$ (7,033)</u>	<u>\$ (11,515)</u>	<u>\$ (13,960)</u>