

UNLOCKING
GROWTH



2024 INVESTOR DAY

OCTOBER 15, 2024

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These slides, and the accompanying oral presentation, contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact contained in this presentation, including statements regarding the future financial position of CareDx®, Inc. (together with its subsidiaries, “CareDx” or the “Company”), including financial targets and expectations, business strategy, and plans and objectives for future operations, are forward-looking statements. The words "believe," "may," "will," "potentially," "estimate," "continue," "anticipate," "intend," "could," "should," "would," "project," "plan," "target," "contemplate," "predict," "expect," and the negative and plural forms of these words and similar expressions are intended to identify that CareDx has based these forward-looking statements on its own estimates and assumptions and its current expectations and projections about future events. These forward-looking statements are subject to a number of risks, uncertainties, and assumptions, including those contained in the “Risk Factors” section of the Company’s most recent Annual Report on Form 10-K for the fiscal year ended December 31, 2023, filed with the U.S. Securities and Exchange Commission (the "SEC") on February 28, 2024, the Quarterly Report on Form 10-Q for the fiscal quarter ended March 31, 2024, filed with the SEC on May 9, 2024 and the Quarterly Report on Form 10-Q for the fiscal quarter ended June 30, 2024, filed with the SEC on July 31, 2024.

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UNLOCKING
GROWTH

Establishing CareDx as the Most Innovative Company in Diagnostics

John Hanna
President and CEO



John Hanna
President & CEO



Jessica Meng
Chief Commercial Officer



Robert Woodward, PhD
Chief Scientific Officer



Keith Kennedy
Chief Operating Officer



Abhishek Jain
Chief Financial Officer



Marica Grskovic, PhD
Chief Strategy Officer

TODAY'S AGENDA

8:00-8:25	Establishing CareDx as the Most Innovative Company in Diagnostics	John Hanna
8:25-8:45	Unlocking Building Blocks of Growth	Jessica Meng
8:45-9:00	Securing Coverage & Adoption Through Evidence	Robert Woodward
9:00-9:15	Driving Operational Leverage	Keith Kennedy
9:15- 9:25	Charting a Clear Path to Profitable Growth	Abhishek Jain
9:25-9:45	Expanding Our Footprint Beyond \$8B TAM	Marica Grskovic
9:45-10:00	Activating Our Strategy	John Hanna

OBSERVATIONS OVER FIRST 100 DAYS

TEAM



MARKET



PRODUCTS



TEAM PASSIONATE ABOUT INNOVATION & PATIENT CARE

650

CareDx Employees Globally Headquartered in South San Francisco & Stockholm

180

Commercial Employees Supporting our Customers and Patients

110

Scientists & Researchers Building the Next Innovations in Transplant

80

Software Programmers Building Our Digital Solutions

TEAM



John Hanna
President & CEO



Keith Kennedy
Chief Operating Officer



Jessica Meng
Chief Commercial Officer



Abhishek Jain
Chief Financial Officer



Marica Grskovic, PhD
Chief Strategy Officer



Robert Woodward, PhD
Chief Scientific Officer



Jing Huang, PhD
Chief Data and AI Officer



Jeff Novack, JD
General Counsel



Stacey Follon
Head of Human Resources



Kashif Rathore
Head of Software Engineering



GS Jha
Chief Information Officer



LARGE TRANSPLANT MARKET

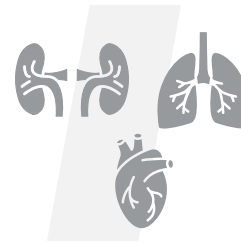
250

US Transplant Centers
Cardiothoracic & Abdominal



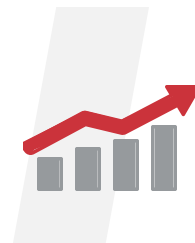
\$50B

Transplant Services Market



46K

Transplants Annually



6%

Annual Growth in Transplants

CAREDx IS THE ESTABLISHED SOLUTIONS PROVIDER TO TRANSPLANT CENTERS

~1M

Rejection Monitoring
Tests Performed

~200K

HLA Typing
Kits Sold Annually

70%

Centers Use One Or More
Software Products

150K

Rx Filled Annually by
Transplant Pharmacy

PRELIMINARY RESULTS FOR Q3 2024



Third Quarter Revenue

Expected to be in the range of \$82M to \$83M, an increase of approximately 23% year-over-year



Testing Services Revenue

Expected to be in the range of \$60M to \$61M, an increase of approximately 26% year-over-year. Testing Services volume expected to be 44.6K, an increase of approximately 16% year-over-year



Digital & Lab Products

Revenue for Digital and Patient Solutions is expected to be \$11.9M and Products expected to be \$10.2M, up 20% and 7%, year-over-year respectively



Strong Cash Balance

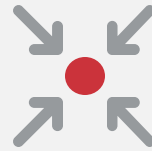
Cash, cash equivalents, and marketable securities of approximately \$240M, with no debt

GUIDING PRINCIPLES

BUILDING A SUCCESSFUL & ENDURING HEALTHCARE SERVICES BUSINESS



**Strong execution starts
with a strong team**



**We must put our
customer at the center of
everything we do**



**Investing in product and
business innovation will deliver
breakthrough growth**

UNIQUE POSITION IN MOLECULAR DIAGNOSTICS

MOLECULAR DIAGNOSTIC PROFITABILITY FORMULA

Most Molecular Diagnostic Companies



Multiple Large Disease Indications



Potential Revenue Growth



Operational Scale

= Profitability?

CareDx



Concentrated Transplant Market



Customer Acquisition Cost



Cross-Sell Products and Services

= Profitable Growth

UNIQUE POSITION IN MOLECULAR DIAGNOSTICS

MOLECULAR DIAGNOSTIC PROFITABILITY FORMULA

Most Molecular Diagnostic Companies



Multiple Large Disease Indications



Potential Revenue Growth



Operational Scale

= Profitability?

CareDx



Concentrated Transplant Market



Customer Acquisition Cost



Cross-Sell Products and Services

= Profitable Growth

CAREDX STRATEGIC PRIORITIES

1

PROFITABLE GROWTH

2

OPERATIONAL EXCELLENCE

3

DEFINE TRANSPLANT+

4

ELEVATE PERFORMANCE CULTURE



UNLOCKING
GROWTH

Unlocking

Building Blocks of Growth

Jessica Meng
Chief Commercial Officer

UNLOCKING OUR PATIENT IMPACT

46K

Transplants
in 2023

400K

Organ Transplant
Patients in the U.S.

100K+

Transplant Wait List

UNLOCKING THE TRANSPLANT MARKET TAM: \$8B

LONG-TERM PLAN

\$8B+ TAM

DIGITAL SOLUTIONS

~\$1B+
TAM

LAB PRODUCTS

~\$1B+
TAM

TESTING SERVICES

~\$6B+
TAM

BUILDING BLOCKS OF GROWTH

4

PRODUCT PIPELINE

3

PATIENT ADHERENCE

2

CUSTOMER ADOPTION

1

TRANSPLANT VOLUME

FORCES DRIVING TRANSPLANT VOLUME GROWTH



Growing government efforts
are working to expand transplantation access

The New York Times

**U.S. Organ Transplant System,
Troubled by Long Wait Times, Faces
an Overhaul**

IOTA Model
Increasing Organ Transplant Access

THE WALL STREET JOURNAL

**Biden Administration Launches
Overhaul of Organ-Transplant System**

OPTN
Organ Procurement and Transplantation Network



Technological advances
are improving organ viability

THE LANCET

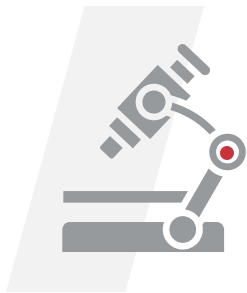
Hypothermic oxygenated perfusion of the donor heart in heart transplantation: the short-term outcome from a randomised, controlled, open-label, multicentre clinical trial

The NEW ENGLAND
JOURNAL of MEDICINE

**A Randomized Phase 2 Trial of Felzartamab in
Antibody-Mediated Rejection**

SYNERGISTIC PORTFOLIO DRIVES CUSTOMER ADOPTION

ORGAN MATCHING/WAIT LISTING



CARE QUALITY/SYSTEM EFFICACY



GRAFT HEALTH



SOLUTIONS ACROSS PATIENT JOURNEY

LAB PRODUCTS

- HLA Typing
- Lab Management Software
- Waitlist Management

TRANSPLANT CENTER

- Transplant EMR
- Quality Reporting
- Staff Augmentation

PATIENT DX & SOLUTIONS

- Remote Monitoring
- Graft Health Assessment
- Tissue Diagnosis

CUSTOMER ADOPTION EXAMPLE



 MedActionPlan®

TESTING SERVICES

 AlloSure^{KIDNEY}®

 HeartCare®

 AlloSure^{LUNG}®

LAB PRODUCTS

 AlloSeq Tx

 QTYPE®

DIGITAL SOLUTIONS

 TxAccess™

 XynQAPI®

 AlloHome™

EMR INTEGRATION

MULTI-SOLUTION ACCOUNTS GENERATE 2x TESTING SERVICES REVENUE

<3 SOLUTIONS

29%

Average new transplant patient acquisition for testing

\$600K

Average transplant center revenue from testing

3+ SOLUTIONS

44%

Average new transplant patient acquisition for testing







\$1.2M

Average transplant center revenue from testing

2x

Accounts that have 3 or more CareDx solutions have higher average patient acquisition, 2x the absolute testing volume increase and, ultimately, 2x the testing services revenue

OPPORTUNITY TO IMPROVE PATIENT ADHERENCE

		Number of tests/patient per center protocol in first 3 years	Current number of tests/patient in first 3 years
 KIDNEYS		15	7
 HEART		38	24
 LUNGS		20	10

Sources: Protocol calculations based on: Heart HARTS protocol is 11, 4, 4; Kidney ARTS protocol is 7, 4, 4; and Lung ALRTS protocol is 12, 4, 4; Testing frequency is always subject to the treating physician's individualized determination of medical necessity; CareDx internal data estimates.

EXAMPLE: LEVERAGE PORTFOLIO TO IMPROVE PATIENT ADHERENCE

TESTING SERVICES



KIDNEYS



HEART



LUNGS



DIGITAL SOLUTIONS



**Better
Adherence**

PIPELINE FUELS ADDITIONAL GROWTH

2025

2026

Expanded Indications



AlloSure SPK

Simultaneous pancreas and kidney (SPK) transplantation



AlloSure Heart PEDS

Validated for patients <15 years old

Launch New Dx



AlloMap Kidney

Gene-expression profiling complements AlloSure Kidney



HistoMap

Provides molecular read-out of biopsy



UroMap

Urine-based test for patients with high BKV viremia

BUILDING BLOCKS OF GROWTH

4

PRODUCT PIPELINE

3

PATIENT ADHERENCE

2

CUSTOMER ADOPTION

1

TRANSPLANT VOLUME



UNLOCKING
GROWTH

Securing Coverage and Adoption Through Evidence

Robert Woodward, PhD
Chief Scientific Officer

EVIDENCE GENERATION INCREASES COVERAGE AND ADOPTION

INCREASING COVERAGE

Clinical Validation

Physician Adoption

Decision Impact Clinical Utility

Outcomes Clinical Utility

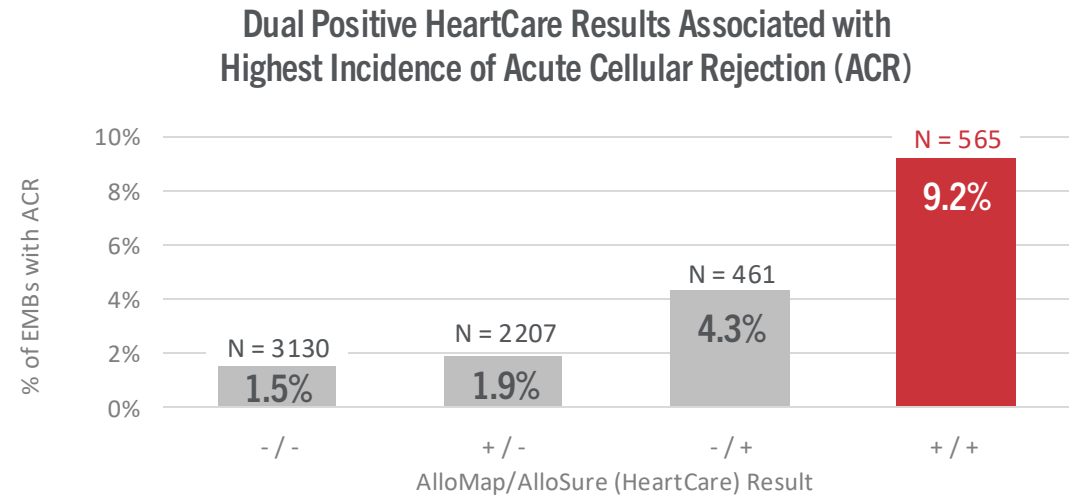
Meta-analysis of Clinical Studies

SHORE RESULTS DEMONSTRATE THE VALUE OF HEARTCARE

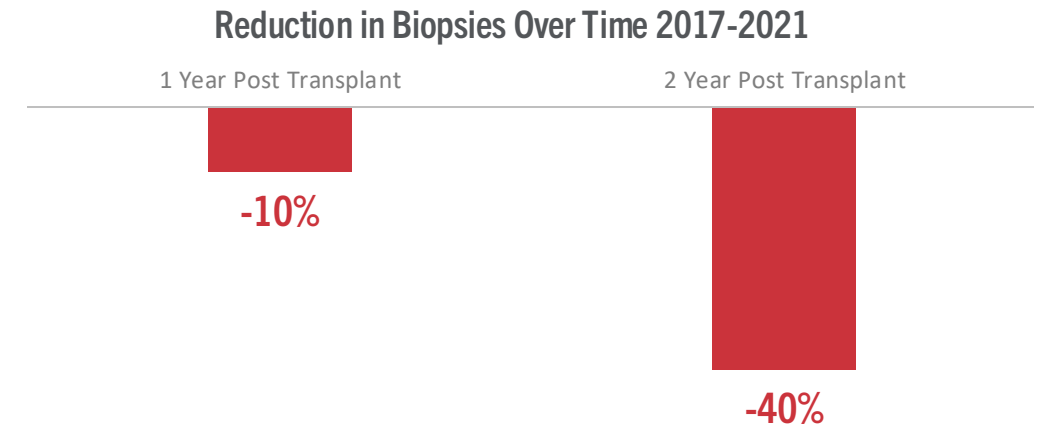
KEY FINDINGS



HeartCare outperforms dd-cfDNA alone in detecting rejection



Patients experienced excellent outcomes with fewer biopsies



LANDMARK *NATURE MEDICINE* PUBLICATION DEMONSTRATES UTILITY OF ALLOSURE KIDNEY

KEY FINDINGS



Surveillance monitoring with AlloSure independently predicts allograft rejection

Variable	# of biopsies	Odds ratio	P
AlloSure	1911	2.32 (2.08, 2.59)	<0.001

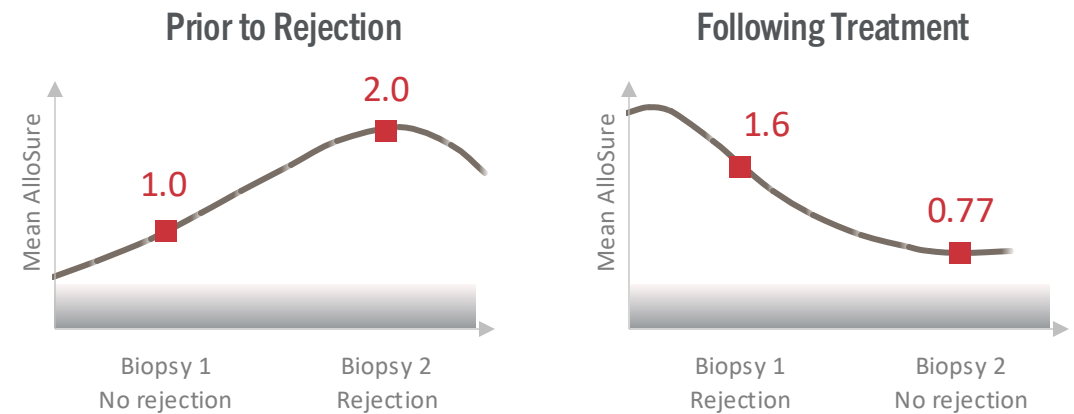


AlloSure detected subclinical rejection in clinically stable patients

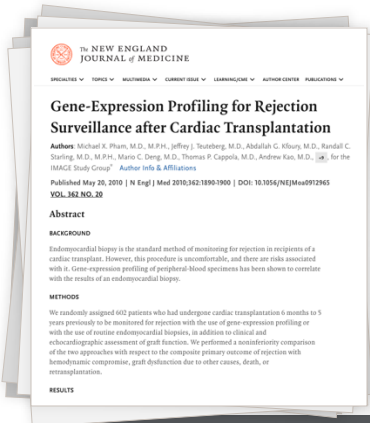
Variable	# of biopsies	Odds ratio	P
In stable patients	869	2.20 (1.66, 2.95)	<0.0001



AlloSure dd-cfDNA levels elevated prior to rejection and declined in response to treatment

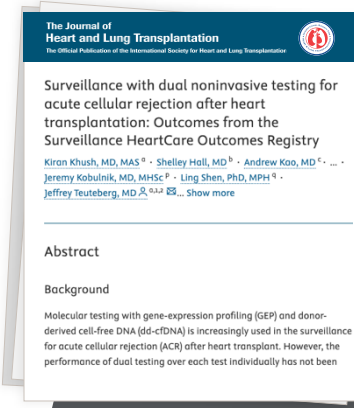


COVERAGE GROWS WITH INTENTIONAL APPROACH



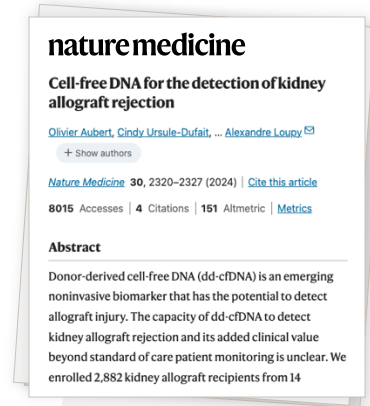
~90%
AlloMap Heart
Covered Lives

Launched 2006 / Medicare Coverage 2006



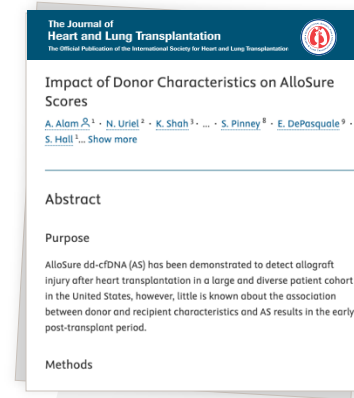
~40%
AlloSure Heart
Covered Lives

Launched 2018 / Medicare Coverage 2020



~60%
AlloSure Kidney
Covered Lives

Launched 2017 / Medicare Coverage 2017



~30%
AlloSure Lung
Covered Lives

Launched 2021 / Medicare Coverage 2023

BCBS FEDERAL EMPLOYEES

POLICY:
Positive coverage for AlloSure Heart




STUDY:
HeartCare SHORE data, *J Heart Lung Transplant*

HIGHMARK BLUES

POLICY:
Positive coverage for AlloSure Kidney

STUDY:
AlloSure Kidney *Nature Medicine*

ADDRESSING UNMET NEEDS IN TRANSPLANT CARE

	<i>GENERATING EVIDENCE</i>	<i>PRIMARY STUDY</i>	<i>STUDY COMPOSITION</i>
 HEART	<ul style="list-style-type: none"> ▪ Pediatrics Validation ▪ 5-year Survival ▪ Directing Therapeutic Treatment 	SHORE	<ul style="list-style-type: none"> ▪ >2,700 patients ▪ 5-year follow-up ▪ 67 sites, HARTS protocol
 KIDNEY	<ul style="list-style-type: none"> ▪ Procedure Decision Making ▪ Treating Subclinical Rejection ▪ 3-year Survival 	KOAR OKRA	<ul style="list-style-type: none"> ▪ >3,600 patients ▪ 3-year follow-up ▪ 56 sites, ARTS protocol
 LUNG	<ul style="list-style-type: none"> ▪ Surveillance Outcomes ▪ Subclinical Rejection ▪ All Transplant Coverage 	ALAMO	<ul style="list-style-type: none"> ▪ 500 patients ▪ 5-year follow-up ▪ 19 sites, ALRTS protocol

UNLOCKING
GROWTH



Driving Operational Leverage

Keith Kennedy
Chief Operating Officer

DRIVING OPERATIONAL LEVERAGE

1

**DRIVE
VOLUME**

Make it easy for physicians and patients to order our tests

2

**SCALE
OPERATIONS**

Scale operations to drive long-term predictability of margins

3

**LEVERAGE
TECHNOLOGY**

Deploy best-in-class technology to drive efficient throughput

4

**ACCELERATE
PROFITABILITY**

Leverage evidence and clinical utility to improve realization per test with an eye on cost control

DRIVING OPERATIONAL LEVERAGE

1

DRIVE VOLUME

Make it easy for physicians and patients to order our tests

- Integrate commercial strategy
- Maximize EMR integrations- Epic, Cerner, and other EMRs
- Integrate proprietary portals from acquired companies

2

SCALE OPERATIONS

Scale operations to drive long-term predictability of margins

- Unlock efficiencies through our supply chain
- Automate lab workflows and streamline testing platforms
- Assess geographic opportunities to improve cost and turn-around times

3

LEVERAGE TECHNOLOGY

Deploy best-in-class technology to drive efficient throughput

- Deploy low key automation across workflows
- Integrate lab information systems (LIMS) with enterprise data warehouse and Business Intelligence (BI) tools

4

ACCELERATE PROFITABILITY

Leverage evidence and clinical utility to improve realization per test with an eye on cost control

- Deliver value on coverage and contracting
- Improve eligibility, prior authorizations, and appeals processes
- Improve margin on a cost-per-test basis

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DRIVING SHAREHOLDER VALUE THROUGH KPIs

KPIs	STRATEGIES			
	Drive Volume	Scale Operations	Leverage Technology	Accelerate Profitability
Volume	▲	▲	▲	
Revenue	▲	▲		▲
Gross Margin		▲	▲	▲
OpEx		▼	▼	▼
EBITDA	▲	▲	▲	▲

IMPACT OVER THE NEXT 24 MONTHS



Best-in-Class
Scalable operations



Industry Leading
Operating metrics



Driving
Shareholder value



UNLOCKING
GROWTH

Charting

a Clear Path to Profitable Growth

Abhishek Jain
Chief Financial Officer

CHARTING A PATH TO PROFITABLE GROWTH AND STRATEGIC CAPITAL ALLOCATION

PROFITABLE GROWTH



- Compounded Annual Growth Rate (CAGR)
- Gross Margin

PROFITS AND CASH



- Adjusted EBITDA
- Cash Generation

CAPITAL ALLOCATION



- M&A
- Invest in Core Business
- Share Buyback

DRIVING PROFITABLE GROWTH

15%

3-Year Revenue
CAGR Target

>70%

2027 Gross Margin
Target

DRIVING PROFITS AND CASH

20%

2027 Adjusted
EBITDA Target

+\$100M

3-Year Incremental
Cash Target

STRATEGIC CAPITAL ALLOCATION

BUSINESS DEVELOPMENT AND M&A

CORE BUSINESS

SHARE BUY BACK



UNLOCKING
GROWTH

Expanding
Our Footprint Beyond
\$8B TAM

Marica Grskovic, PhD
Chief Strategy Officer

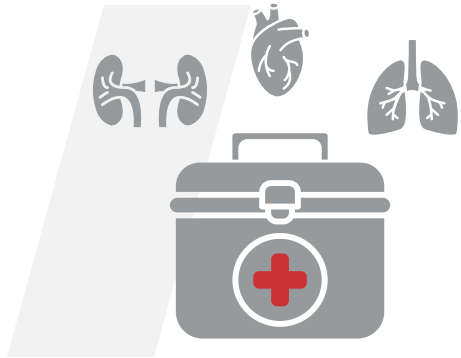
STRATEGY TO EXPAND BEYOND \$8B TAM

New Indications for Transplant Biomarkers

Extending Beyond Solid Organ Transplant Monitoring

Capitalizing on Our Expansive Multidimensional Transplant Data

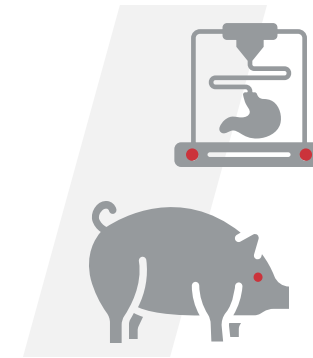
NEW INDICATIONS FOR TRANSPLANT BIOMARKERS



ORGAN PERFUSION



**IMMUNOSUPPRESSION
DRUGS**

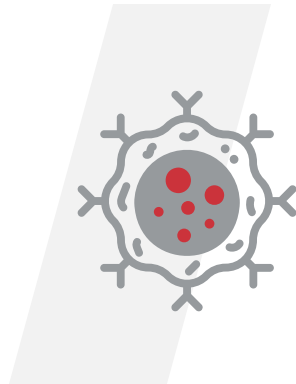


**XENOTRANSPLANTATION/
BIOENGINEERED**

EXTENDING BEYOND SOLID ORGAN TRANSPLANT MONITORING



**Blood
Cancer**



**Solid
Cancer**

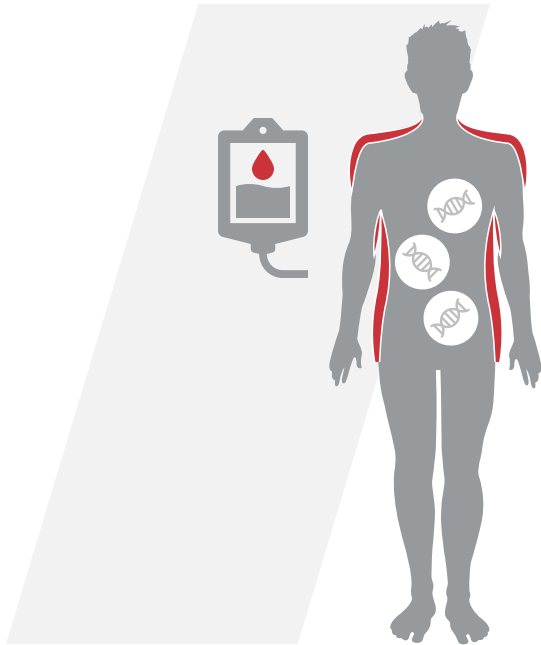


**Autoimmune
Disorders**

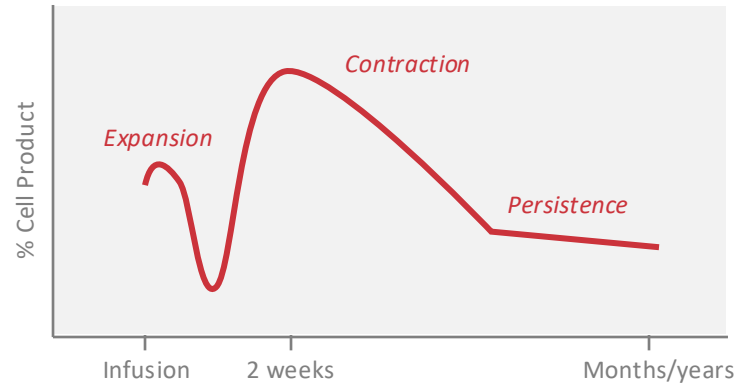
CAR-T CELL THERAPY PATIENT MONITORING

ALLOCELL SURVEILLANCE

Universal assay based on DNA differences between cell therapy product and patient



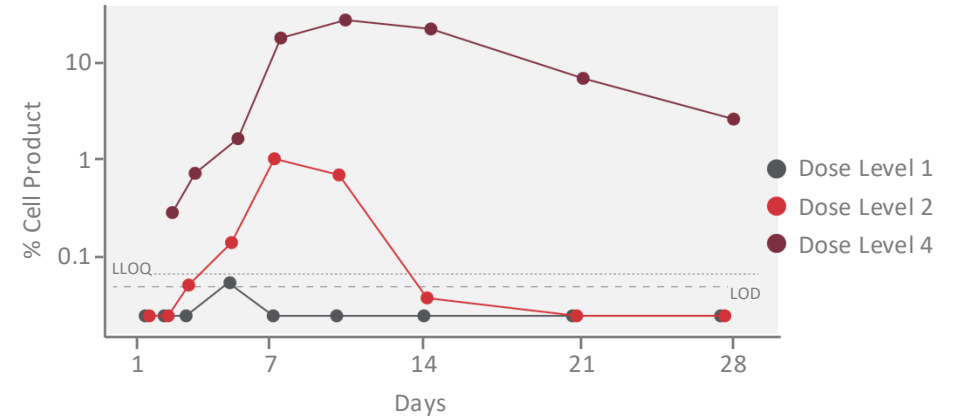
Analyzes **cells in blood**



Standardized Pharmacokinetics (PK) Assessment

EARLY CLINICAL DATA

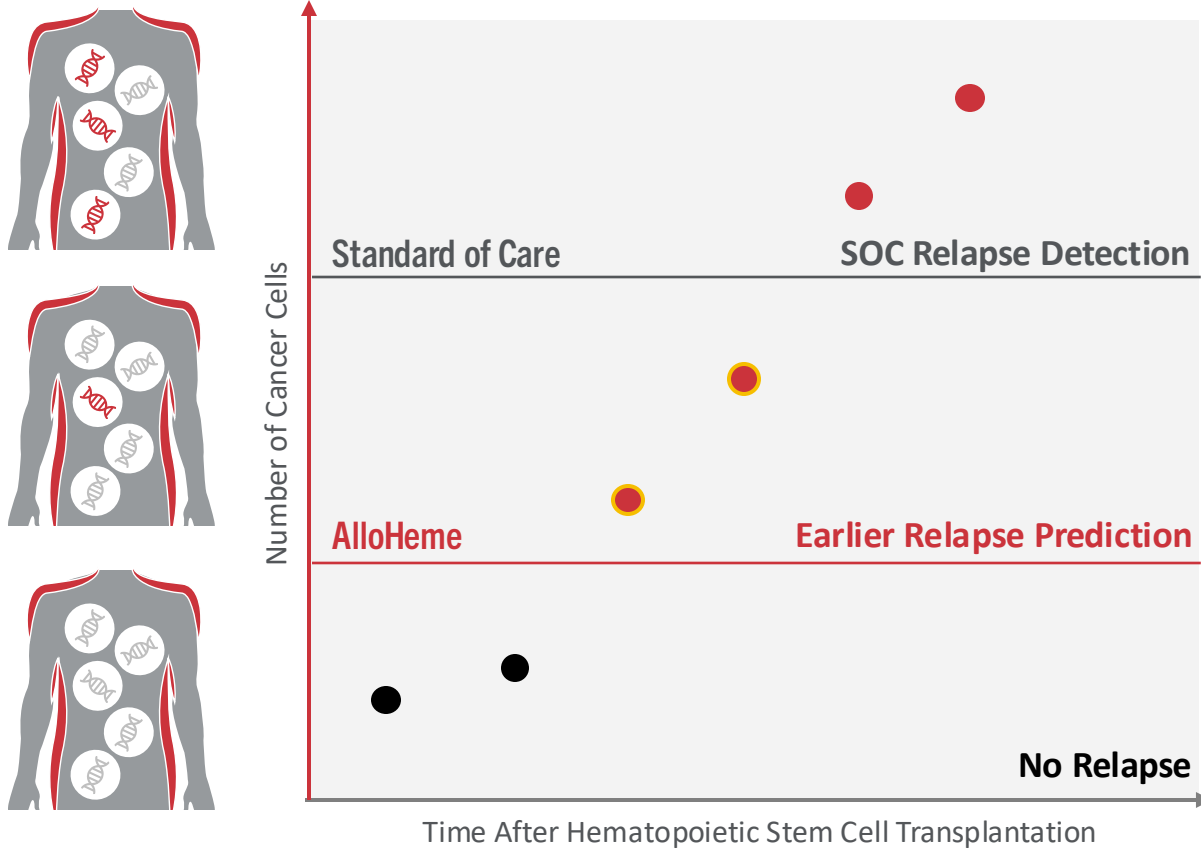
Demonstrated AlloCell clinical performance in cell therapy trials



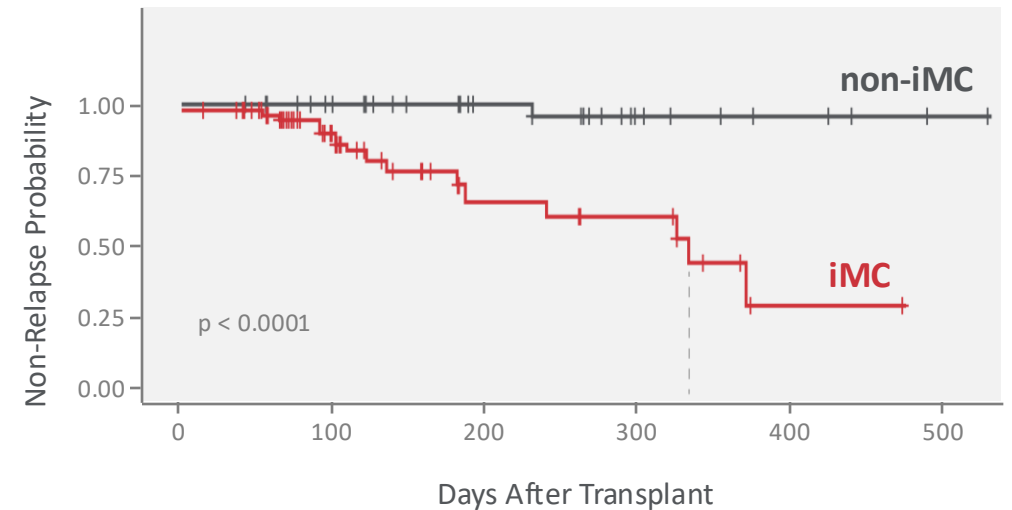
EARLY DETECTION OF CANCER RELAPSE

ALLOHEME DETECTS CANCER RELAPSE POST-STEM CELL TRANSPLANT

EARLY CLINICAL DATA



AlloHeme correlates with risk of relapse in blood cancer patients



TANDEM MEETINGS

Transplantation & Cellular Therapy Meetings of ASTCT[®] and CIBMTR[®]

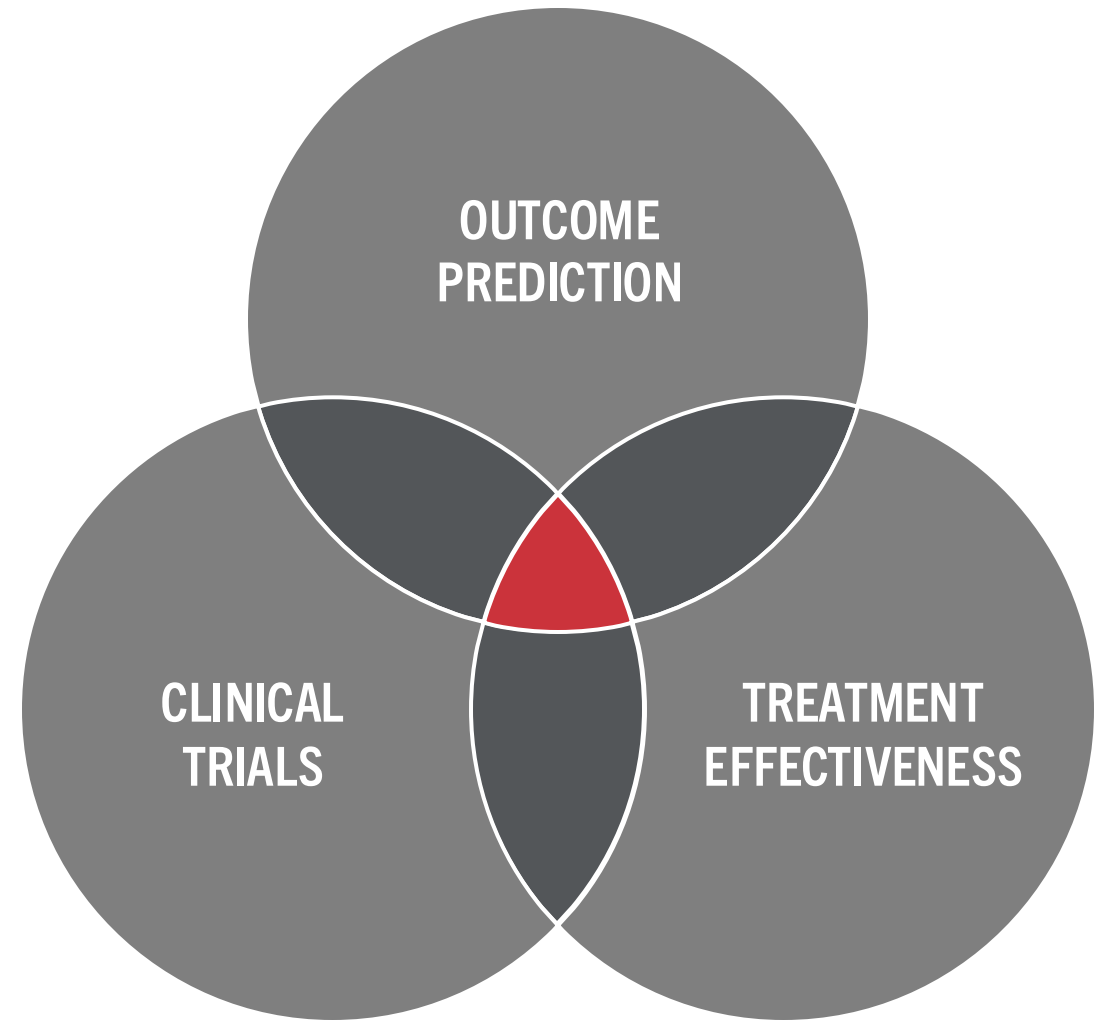


CAPITALIZING ON OUR EXPANSIVE MULTIDIMENSIONAL TRANSPLANT DATA REPOSITORY

	PATIENTS	RECORDS
PRE-TRANSPLANT/WAIT LIST	185K	>9M
PERI-TRANSPLANT/QUALITY	735K	>220M
POST-TRANSPLANT/ DX TESTING	150K	>920k
POST-TRANSPLANT/ MEDICATION MANAGEMENT	130K	>20M
POST-TRANSPLANT/ REMOTE MONITORING	1K	>1M
	>1M	>250M

Source: CareDx estimate as of Oct. 2024; Patient data de-identified; Records may be subject to varying use restrictions.

POWER OF APPLYING AI TO OUR EXPANSIVE MULTIDIMENSIONAL DATA-SET



STRATEGY TO EXPAND BEYOND \$8B TAM

New Indications for Transplant Biomarkers

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UNLOCKING
GROWTH

Activating Our Strategy

John Hanna
President and CEO

CAREDX STRATEGIC PRIORITIES

1

PROFITABLE GROWTH

2

OPERATIONAL EXCELLENCE

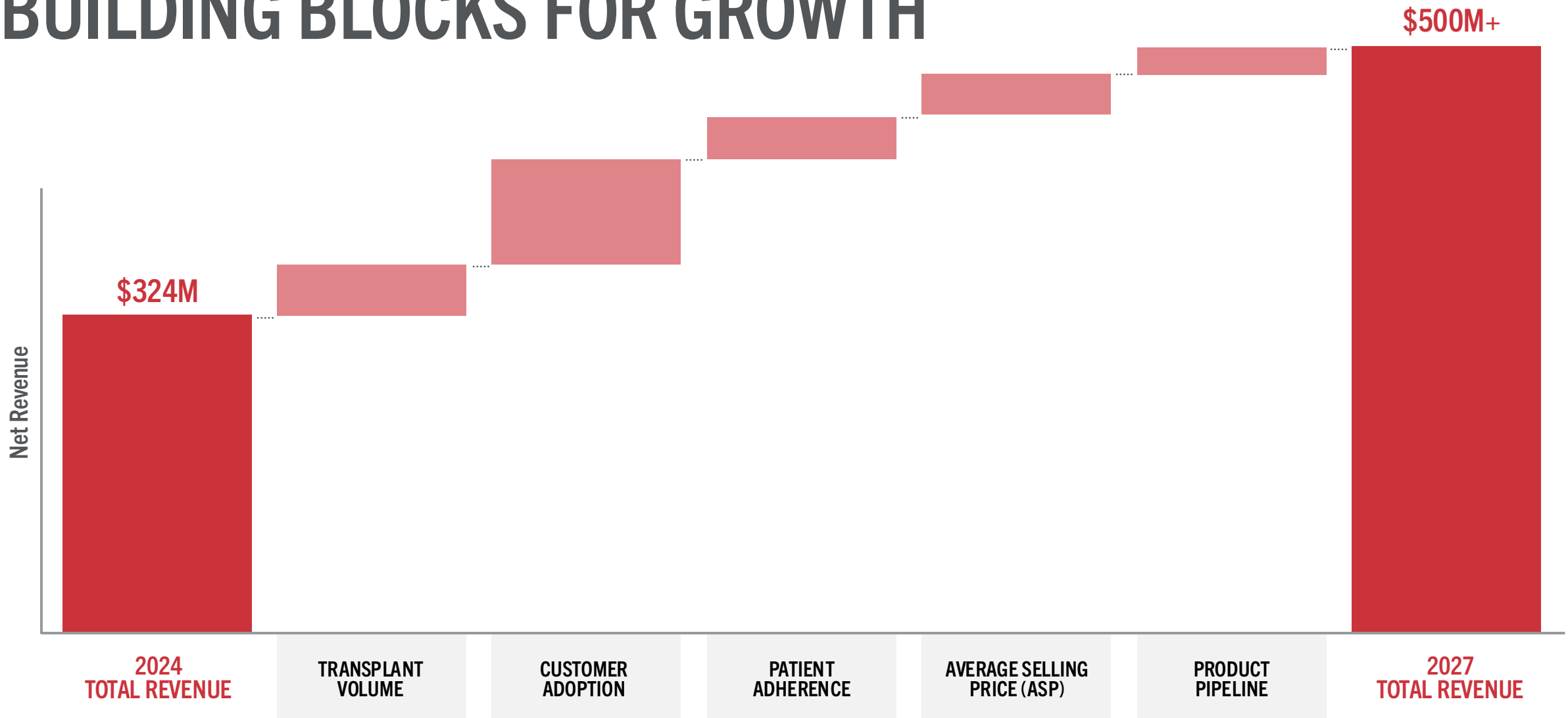
3

DEFINE TRANSPLANT+

4

ELEVATE PERFORMANCE CULTURE

BUILDING BLOCKS FOR GROWTH



2027 FINANCIAL TARGETS

\$500M

2027 Revenue
Target

20%

2027 Adjusted EBITDA
Target

+\$100M

3-Year Incremental
Cash Target

ACTIVATING OUR STRATEGY



PUT IN PLACE THE RIGHT TEAM



IDENTIFIED THE MARKET OPPORTUNITIES



LAUNCHING INNOVATIVE SOLUTIONS TO RESOLVE UNMET MEDICAL NEEDS

THE
MOST
INNOVATIVE
COMPANY

IN DIAGNOSTICS

