



Q3 2024 Financial and Business Presentation

November 4, 2024



Patrick G, Kidney Transplant Recipient

Safe Harbor Statement

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, the Quarterly Report on Form 10-Q for the fiscal quarter ended June 30, 2024, filed with the SEC on July 31, 2024, and the Quarterly Report on Form 10-Q for the fiscal quarter ended September 30, 2024, to be filed with the SEC on or about November 4, 2024.

In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation are inherently uncertain and may not occur, and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Accordingly, you should not rely upon forward-looking statements as predictions of future events. CareDx undertakes no obligation to update publicly or revise any forward-looking statements for any reason after the date of this presentation or to conform these statements to actual results or to changes in CareDx’s expectations.

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.

Certain data in this presentation was obtained from various external sources, and neither the Company nor its affiliates, advisers or representatives has verified such data with independent sources. Accordingly, neither the Company nor any of its affiliates, advisers or representatives makes any representations as to the accuracy or completeness of that data or undertakes any obligation to update such data after the date of this presentation. Such data involves risks and uncertainties and is subject to change based on various factors.

The trademarks included herein are the property of the owners thereof and are used for reference purposes only. Such use should not be construed as an endorsement of the products or services of the Company.

Q3 2024 Highlights

Financial Results and FY 2024 Guidance

Revenue

Total revenue of \$82.9 million increased 23% year-over-year

Testing Volume

Testing Services volume of 44,600 tests increased 16% year-over-year

GAAP Net Loss/Non-GAAP Income / EBITDA Positive

GAAP net loss of \$7.4 million, non-GAAP net income of \$8.0 million, and positive adjusted EBITDA of \$6.9 million, a significant improvement from the third quarter 2023

Strong Cash Balance

Cash flow from operations of \$12.5 million
Cash, cash equivalents, and marketable securities of approximately \$241 million, with no debt

2024 Guidance

Raised annual revenue guidance to \$327 to \$331 million and adjusted EBITDA to a gain of \$18 to \$22 million

Business Updates

CMS Coverage Reaffirmed

CMS reaffirmed longstanding Medicare coverage for AlloSure® and AlloMap® Testing

Surveillance Testing

Surveillance testing mix in kidney began to increase in the second half of September and continued through October

Executive Appointments

Hired industry veterans Keith Kennedy, Chief Operating Officer; Jessica Meng, Chief Commercial Officer; and Jing Huang, PhD, Chief Data and AI Officer

Transplant Innovation

Announced the launch of the next generation of Assign software for AlloSeq™ Tx HLA typing and enhancements to QTYPE® rapid typing solution for deceased donor HLA typing

Launched an Early Access Program with Dovetail Genomics, introducing innovative haplotyping technology to HLA labs

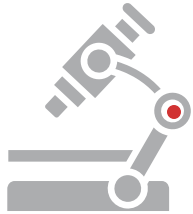
DOJ Investigation

DOJ concluded its investigation into CareDx with no finding of wrongdoing

Business Highlights

CareDx Synergistic Portfolio Drives Customer Adoption

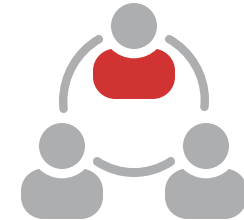
ORGAN MATCHING/WAIT LISTING



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

QTYPE Now Features Single Bead Resolution for Rapid Deceased Donor Typing

QTYPE DETECTS 100% OF ANTIGENS PRESENT ON AVAILABLE ANTIBODY DETECTION ASSAYS¹

- **QTYPE** now includes single bead antigen resolution
- Ideal for compatibility assessment in high risk sensitized patients
- Faster and more accurate virtual cross matching (VXM)
- HLA typing results within an hour
- Enables expedited organ allocation decisions

Locus	Antibody Detection RECIPIENT		QTYPE Coverage DONOR
	SAB Panel I DSA Provider 1	SAB Panel II DSA Provider 1	QTYPE SAB Resolved %
A	31	30	100%
B	50	48	100%
C	16	18	100%
DRB1	29	32	100%
DRB345	7	6	100%
DQA1	12	10	100%
DQB1	15	14	100%
DPA1	7	5	100%
DPB1	19	16	100%

1. DSA provider and CareDx data on file.

Early Access Program

Innovative Solution for Donor-Recipient Matching at Haplotype Level



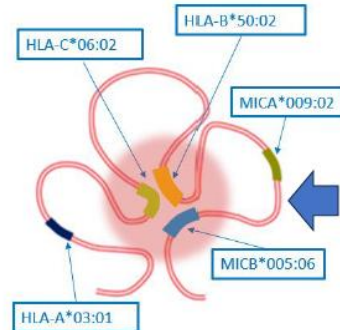
AlloSeq Tx 17 High Resolution HLA Typing



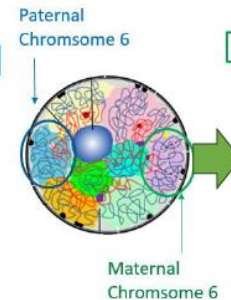
Hi-C LinkPrep Technology for Haplotyping



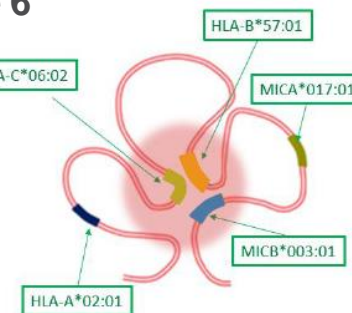
Paternal Haplotype



HLA Region on Chromosome 6



Maternal Haplotype



New Data at ASHI Shows 3-D View of Haplotyping Without Need for Family Studies

1. Lind C, Morris T, Willis A, et al. Haplotyping in 3-D – Long-distance phasing of short NGS reads – a novel approach to HLA haplotyping. Poster presented at American Society for Histocompatibility & Immunogenetics annual meeting; October 2024.

Charting a Path to Profitable Growth and Strategic Capital Allocation

2027 Financial Targets

PROFITABLE GROWTH



\$500M

2027 Revenue Target

15%

3-Year Revenue CAGR Target

>70%

2027 Gross Margin Target

PROFITS AND CASH



20%

2027 Adjusted
EBITDA Target

+\$100M

3-Year Incremental
Cash Target

CAPITAL ALLOCATION



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

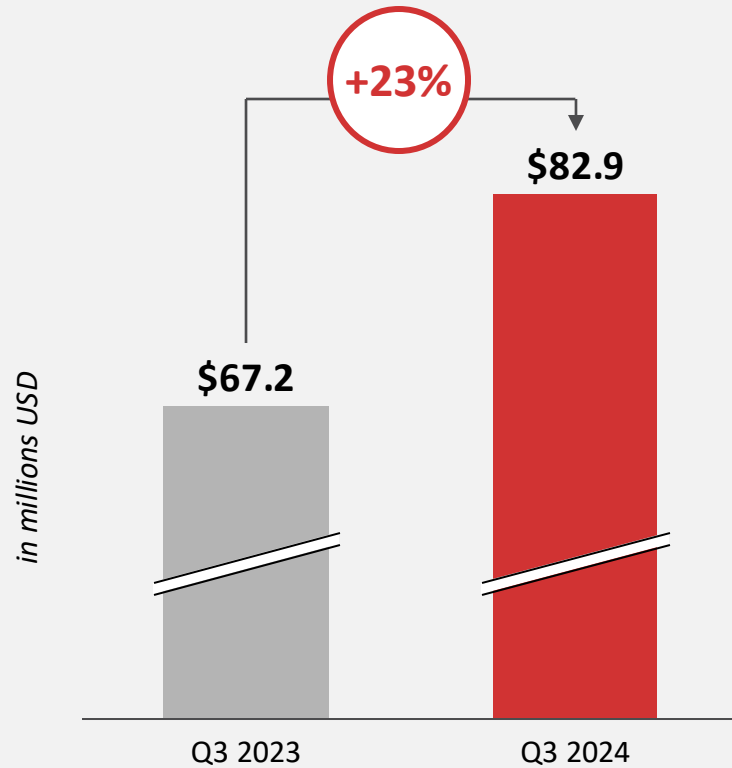
Financial Highlights

CareDx Q3 2024 Financial Highlights

	REVENUE	TESTING VOLUME	NON-GAAP GROSS MARGIN ¹	ADJUSTED EBITDA	CASH BALANCE
Q3 2024	\$82.9 million	~44,600	69%	\$6.9M positive	\$241 million
YEAR-OVER-YEAR	23% increase	16% increase	+240 basis points	+\$17.9M	-\$27.3 million

1. GAAP Gross Margin in Q3 2024 was 67%, as compared to 64% in Q3 2023. Please refer to GAAP to non-GAAP reconciliation for further details in the Appendix.

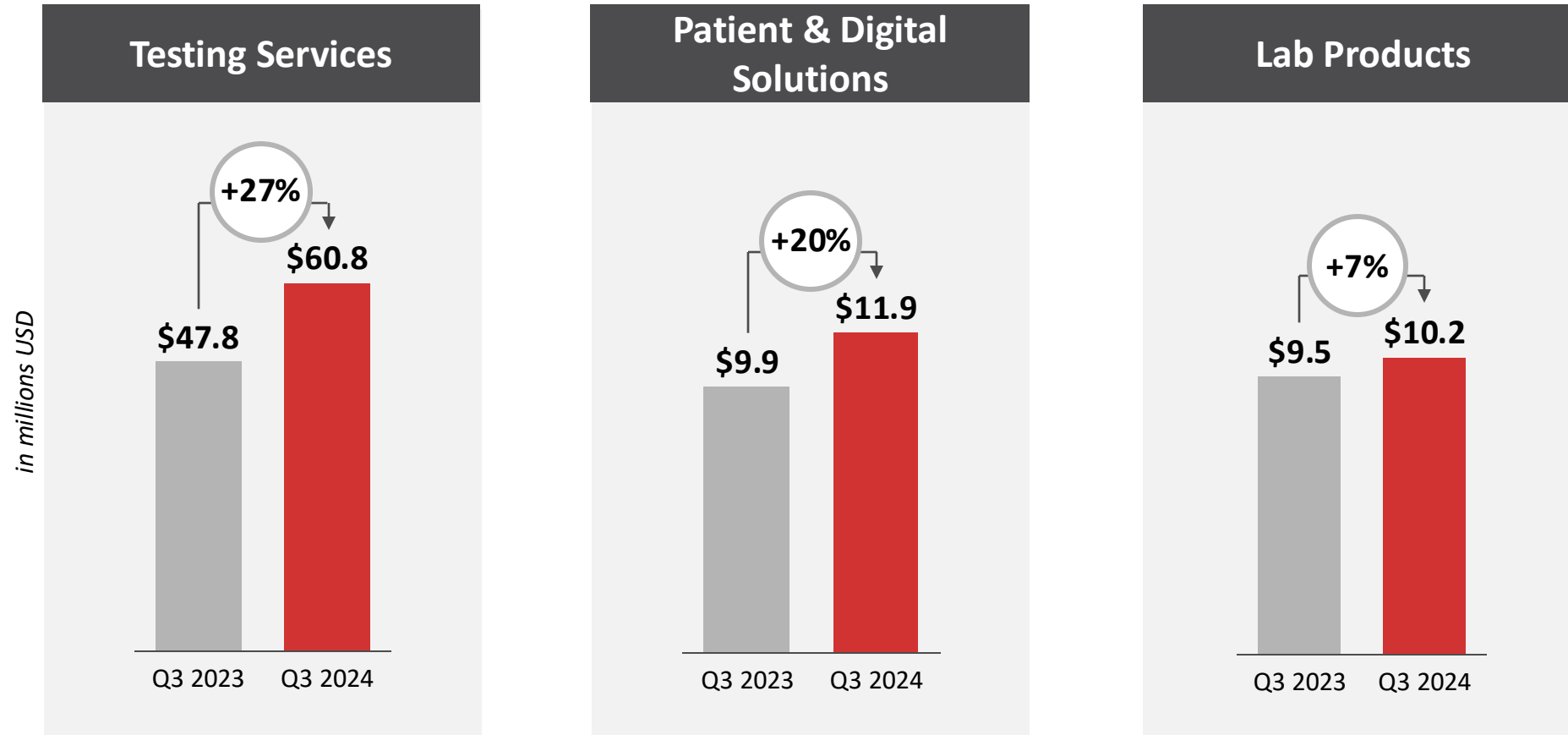
Strong Year-Over-Year Revenue Growth



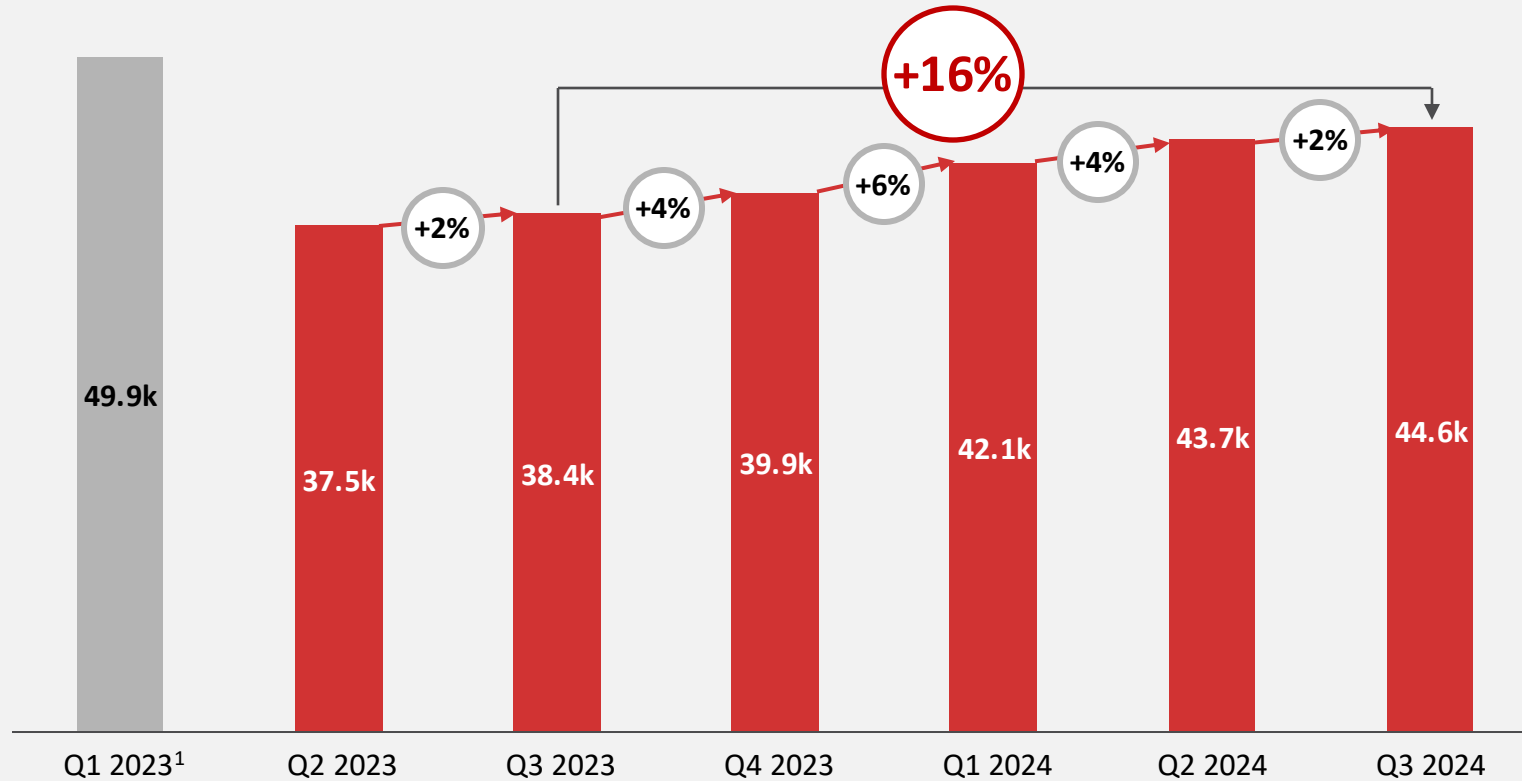
Drivers of Growth

- Five quarters of sequential testing services volume growth
- Expanded payor coverage and collections driving higher ASP's
- Strong growth in Patient and Digital Solutions

Revenue Growth Across All Businesses

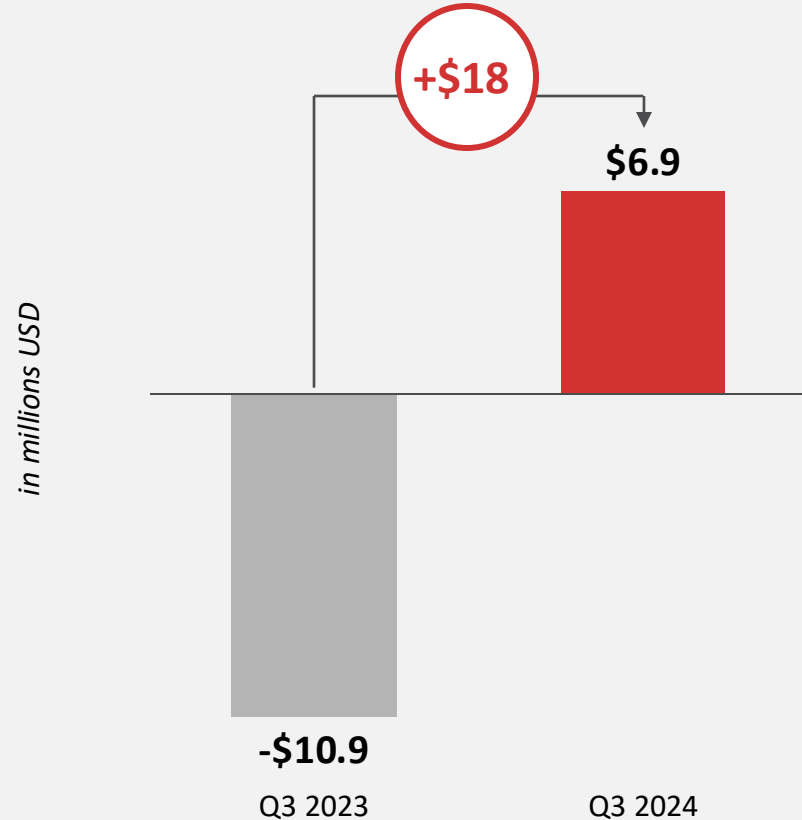


Achieved Fifth Consecutive Quarter of Testing Services Volume Growth Across All Organs



1. Drop in Testing Services volume from Q1 2023 to Q2 2023 due to the impact of Billing Article introduced in March 2023.

Revenue Growth Drives Improved Adjusted EBITDA



Drivers of Improved EBITDA

- Strong revenue growth
- Improved gross margin
- Lower operating expenses

Revised 2024 Guidance

Guide Assumptions	July 2024	November 2024
Total Revenue	<p>\$320M - \$328M</p> <p>Testing Services</p> <ul style="list-style-type: none"> • Volume to grow high teens and revenue to grow in mid twenties year-over-year in second half of 2024 • Revenue to outpace volume growth driven by ASP expansion • No change to Medicare coverage <p>Products</p> <ul style="list-style-type: none"> • High teens growth year-over-year <p>Patient and Digital Solutions</p> <ul style="list-style-type: none"> • Low double-digit growth year-over-year 	<p>\$327M – \$331M</p> <p>Testing Services</p> <ul style="list-style-type: none"> • Volume to grow mid teens and implied revenue growth of 30% year-over-year in the fourth quarter of 2024 • Revenue to outpace volume growth driven by ASP expansion • No change to Medicare coverage <p>Products</p> <ul style="list-style-type: none"> • High teens growth year-over-year <p>Patient and Digital Solutions</p> <ul style="list-style-type: none"> • Mid-teens growth year-over-year
Non-GAAP Gross Margin	<p>67% – 68%</p> <p>Driven by continued improvement in Testing Services gross margin</p>	<p>~69%</p> <p>Driven by continued improvement in Testing Services gross margin</p>
Adjusted EBITDA Gain	<p>\$9M – \$15M</p> <p>Improved top-line and gross margin assumptions</p>	<p>\$18M – \$22M</p> <p>Improved top-line and gross margin assumptions</p>



CareDx[®]

Your Partner in Transplant Care[™]

Appendix

Reconciliation of Adjusted EBITDA

in millions USD

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
GAAP Net Loss	(23.5)	(118.1)	(16.7)	(1.4)	(7.4)
Stock-based compensation expense	12.7	10.0	13.3	13.2	13.7
Unrealized loss (gain) on investments	0.3	-	-	-	-
Realized gain on investments	-	(1.5)	-	-	-
Acquisition related amortization of purchased intangibles	1.6	1.7	1.7	1.6	1.6
Acquisition related fees and expenses	0.3	0.1	0.0	0.0	-
Change in estimated fair value of contingent consideration	1.2	0.9	0.3	0.2	0.2
Restructuring	0.0	1.5	(0.0)	0.1	-
Litigation expense	-	96.3	-	-	-
Other charges (gain)	(2.1)	-	-	0.0	-
Tax effect related to amortization of purchased intangibles	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Non-GAAP Net Income (Loss)	(9.6)	(9.3)	(1.4)	13.6	8.0
Interest income	(3.2)	(3.2)	(2.9)	(2.8)	(3.0)
Income tax expense (benefit)	(0.2)	0.3	0.0	0.1	0.3
Depreciation expense	2.0	2.0	2.2	1.9	1.9
Other (income) expense, net	(0.0)	(0.1)	0.3	0.1	(0.3)
Adjusted EBITDA	(10.9)	(10.3)	(1.9)	12.9	6.9

Reconciliation of Non-GAAP Gross Margin

<i>in millions USD (except %)</i>	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Revenue	67.2	65.6	72.0	92.3	82.9
GAAP Cost of Revenue	24.5	25.8	25.9	28.0	27.6
GAAP Gross Profit	42.7	39.8	46.1	64.3	55.3
GAAP Gross Margin %	64%	61%	64%	70%	67%
Non-GAAP Expense:					
Stock-based compensation expense	(1.1)	(0.9)	(1.1)	(0.9)	(1.0)
Restructuring	0.0	(0.2)	0.0	(0.0)	(0.0)
Acquisition related amortization of purchased intangibles	(1.0)	(1.0)	(1.0)	(1.0)	(0.9)
Non-GAAP Cost of Revenue	22.4	23.7	23.8	26.1	25.7
Non-GAAP Gross Profit	44.8	41.9	48.3	66.2	57.2
Non-GAAP Gross Margin %	67%	64%	67%	72%	69%