



1Q17 EARNINGS RECAP

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EXAS | 1Q17 EARNINGS TAKEAWAYS

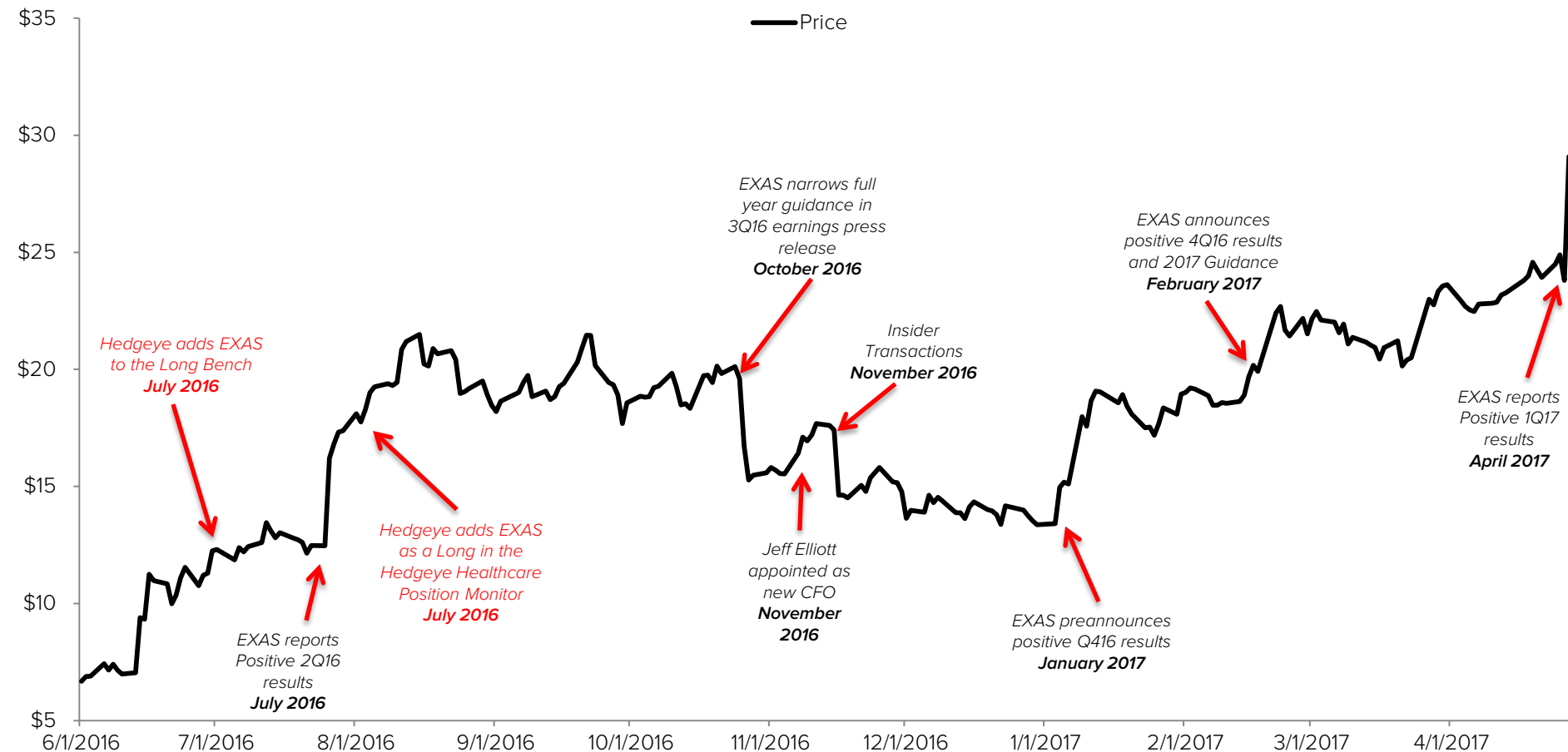
Positive

- 1Q17 ASP of \$485, \$442 after \$43 per test due to one-time accrual revenue. A 19% YoY increase
- 1Q17 Sales of \$48.4M of which \$4.3M was one-time. The true \$44.1M was 197% YoY
- Added 10,500 providers compared to our tracker of 9,000 a 110% YoY increase
- 100,000 tests completed, above consensus of 87,000
- Updated 2017 Sales guidance of \$195-\$205M

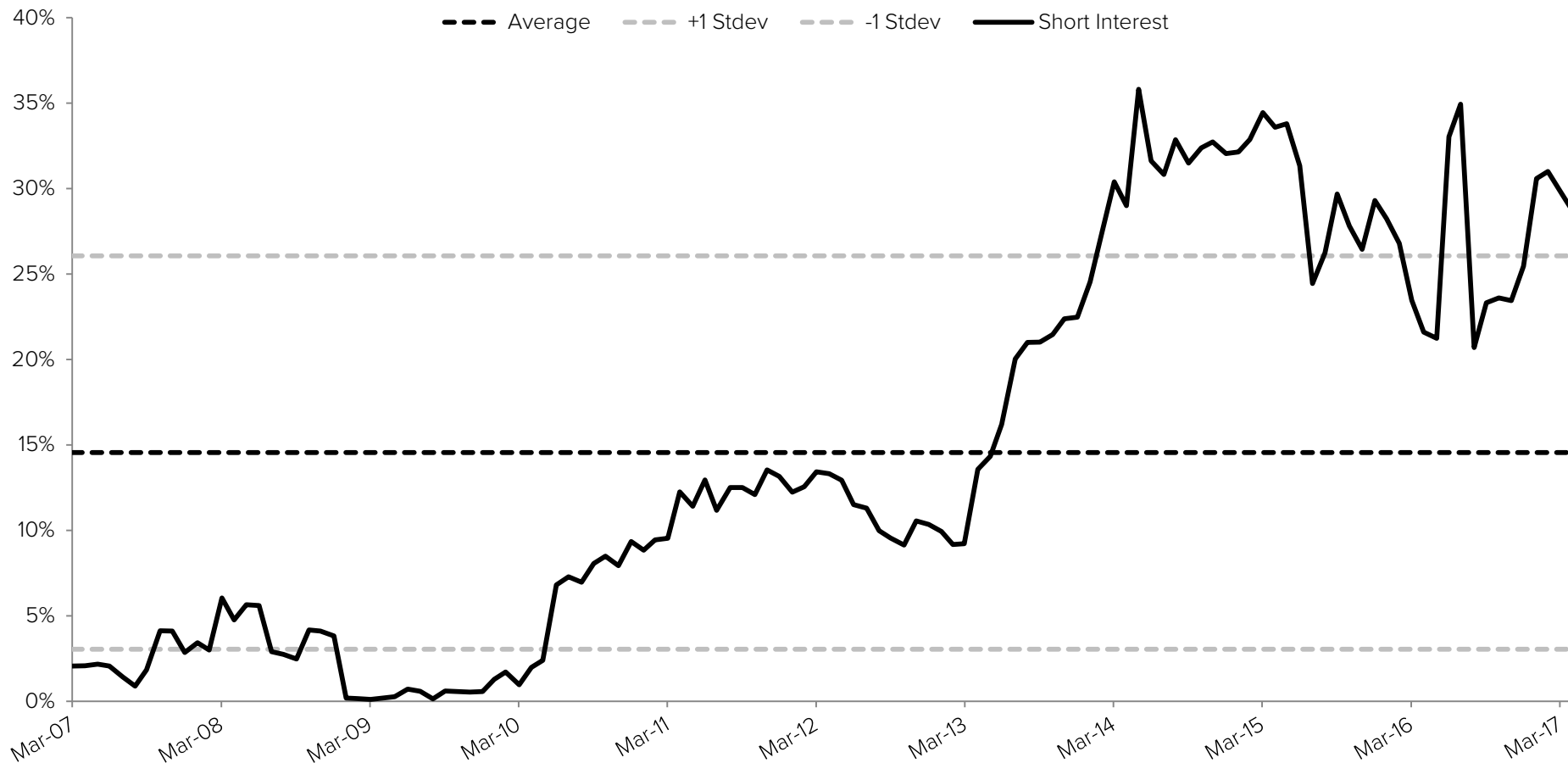
Negative

- Compliance rate of 67% compared to goal of 70%
- Increase in DSO

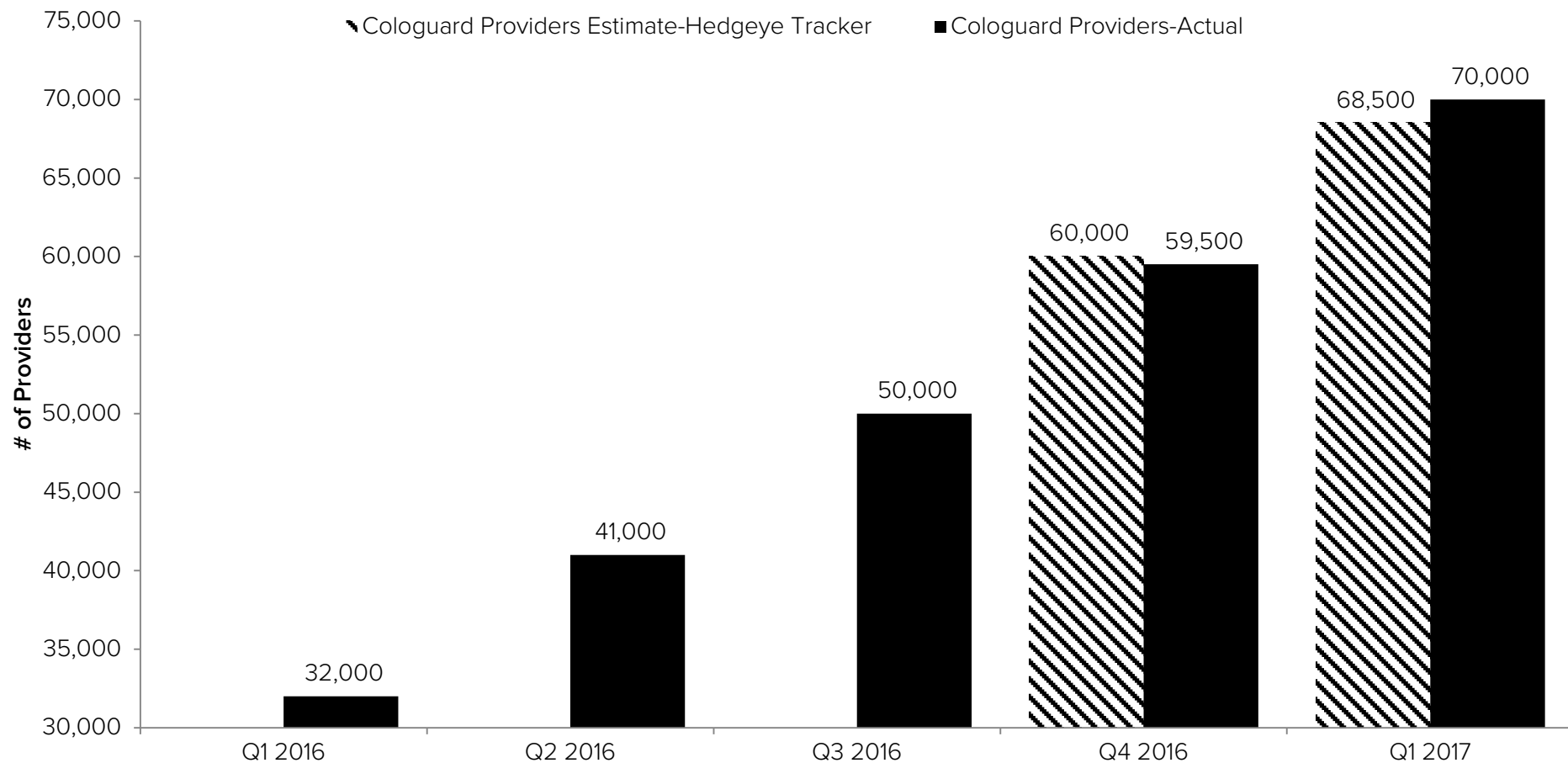
EXAS | RECENT STOCK PRICE



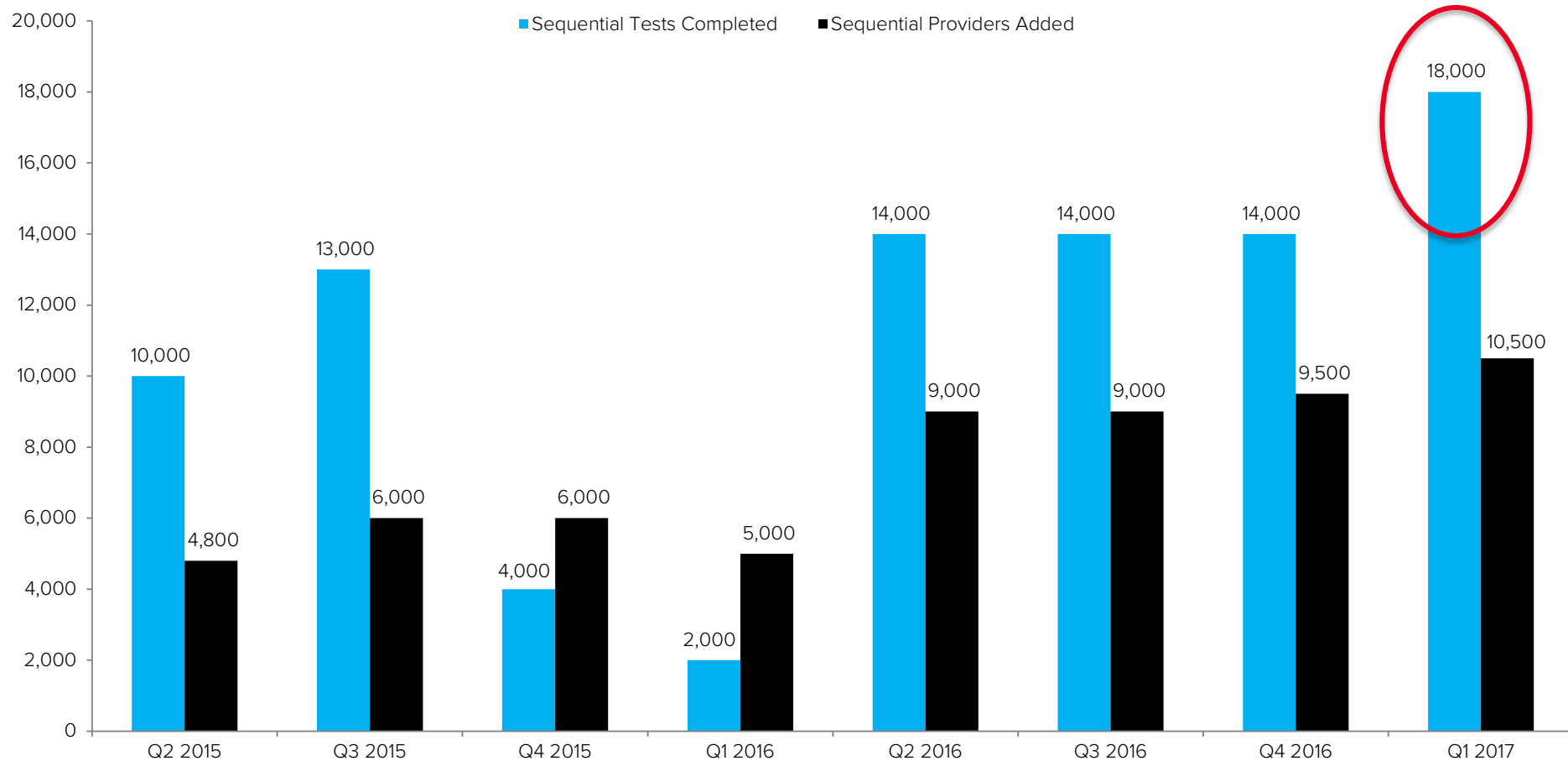
EXAS | SHORT INTEREST



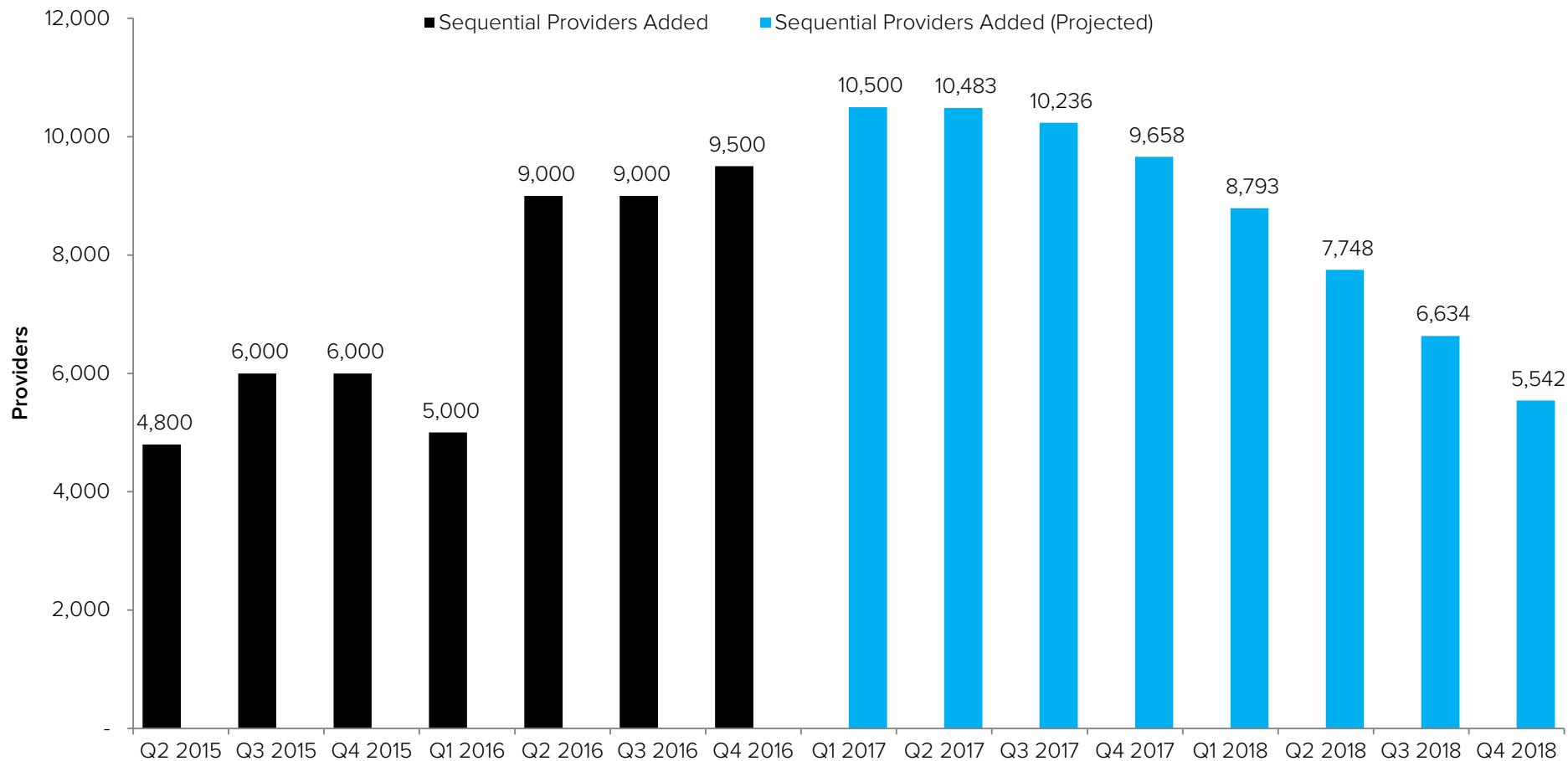
EXAS | PROVIDER VS TEST ADDS



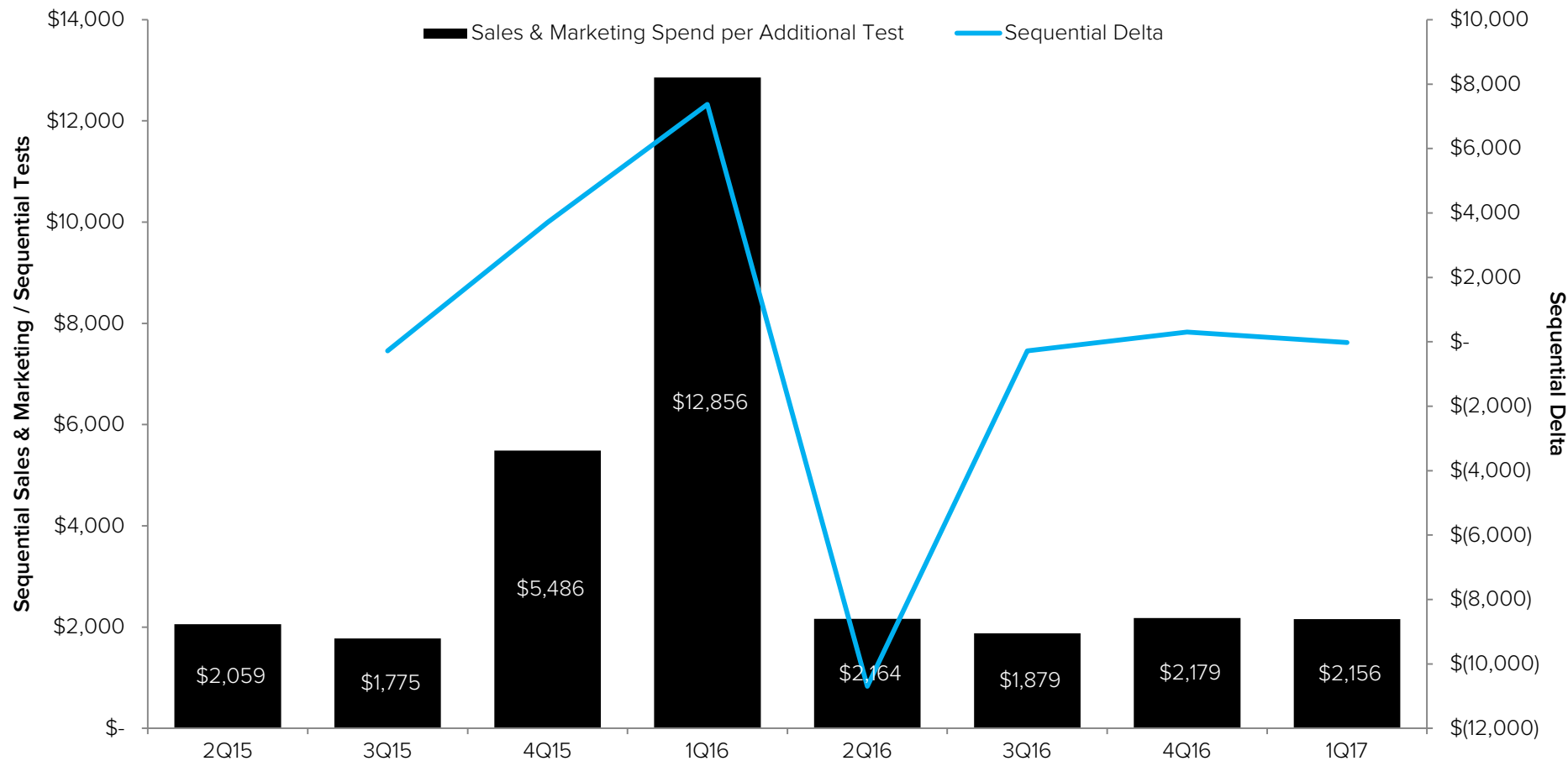
EXAS | PROVIDER VS TEST ADDS



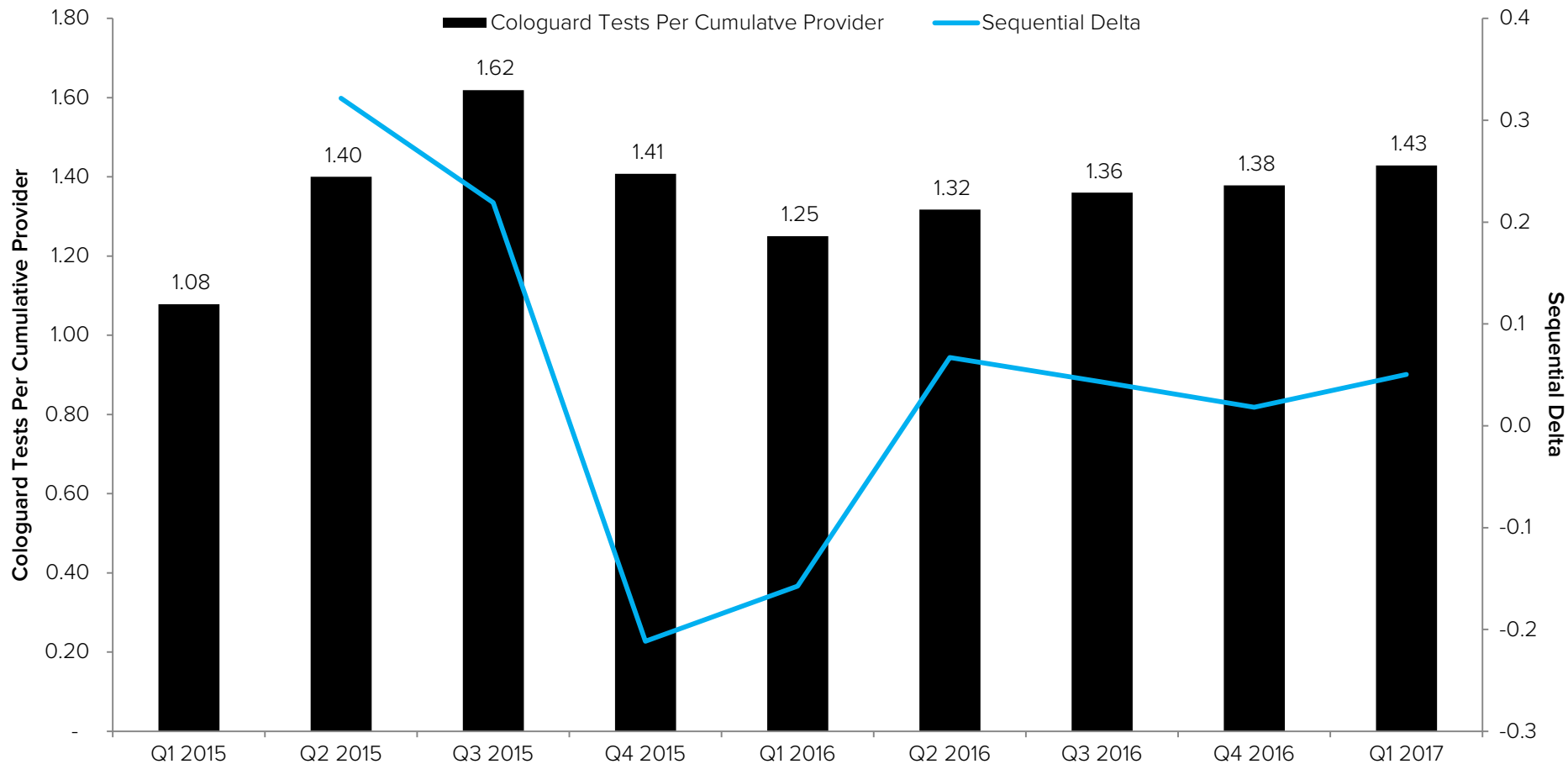
EXAS | PROVIDER ADDS



EXAS | SALES & MARKETING PER ADDITIONAL TEST



EXAS | TESTS PER CUMULATIVE PROVIDER



EXAS | HEDGEYE VS CONSENSUS

