

HEDGEYE

Genetic Testing Chartbook

Key Data Updates, Claims Analyses,
and Forecasts

September 25, 2020



\$ Rich HEDGEYE



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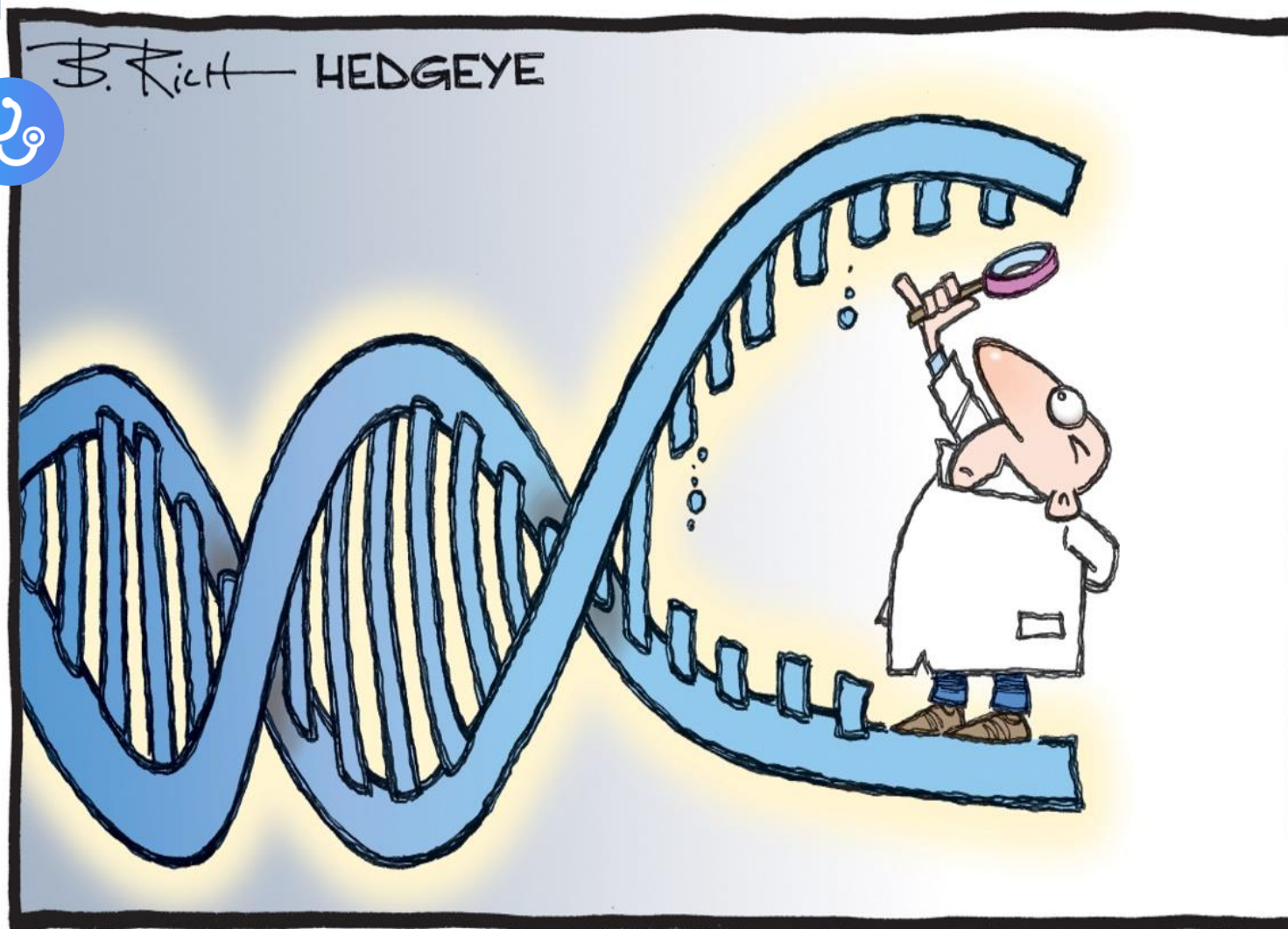
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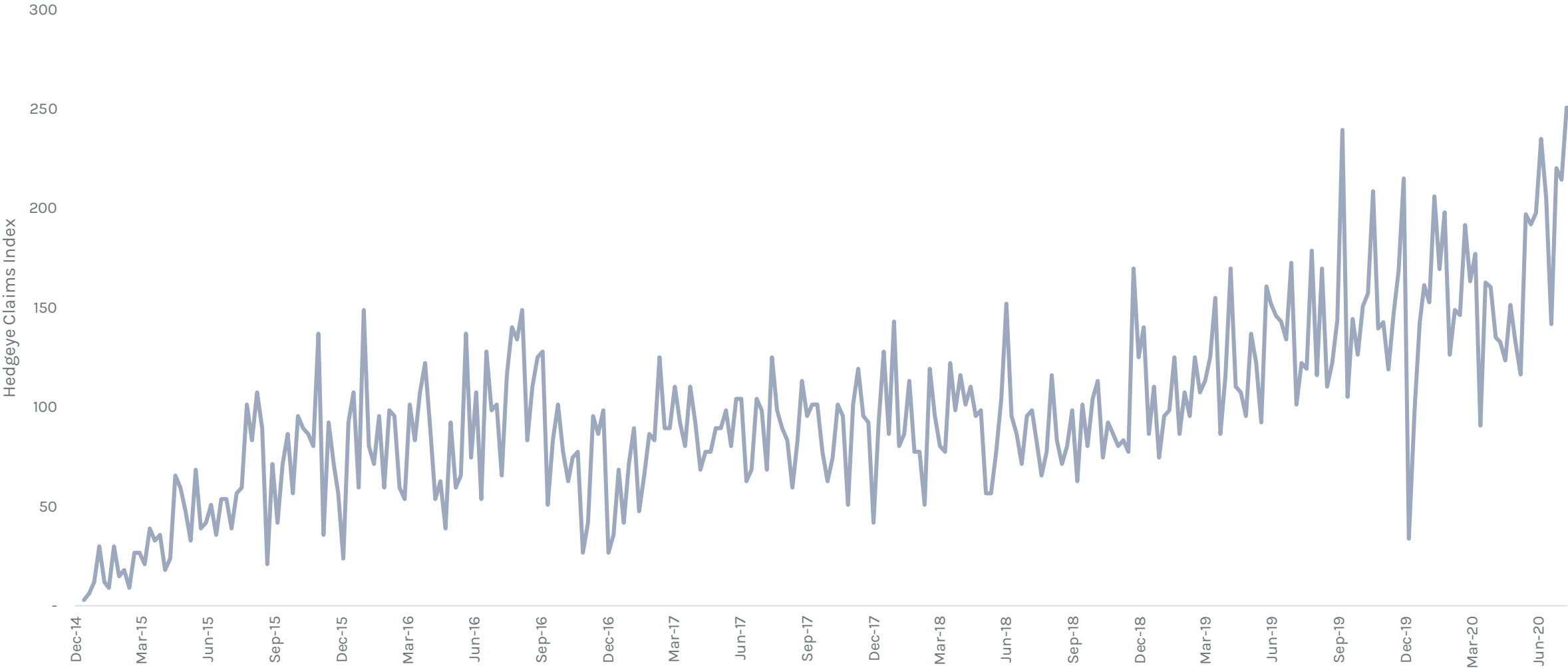
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Hedgeye Claims Proprietary Data

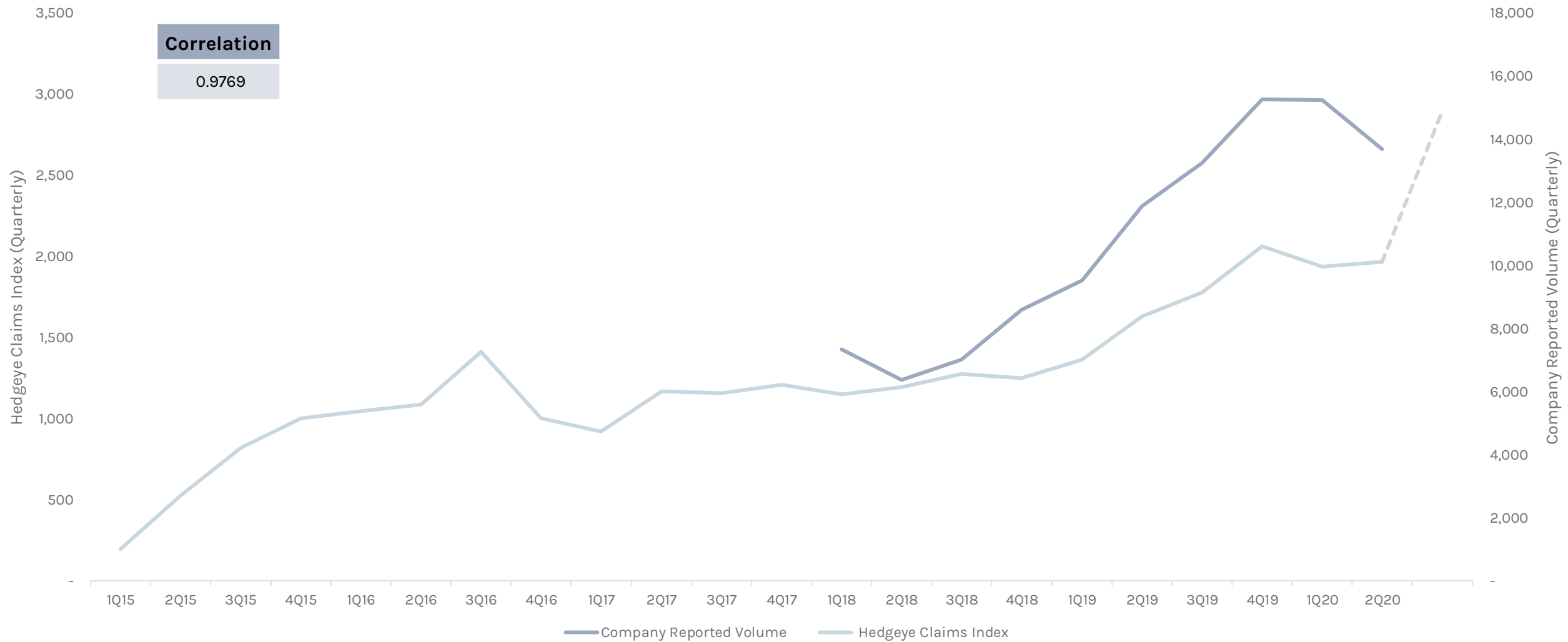


“As genetic testing now has the potential to guide cancer care, it has **become imperative to ensure that all populations may benefit** from these tremendous advances and that existing disparities in testing do not widen.” - Tuya Pal, MD, associate director of Cancer Health Disparities at Vanderbilt-Ingram Cancer Center.

GH | Claims Index



GH | Claims Index versus Company Reported



GH | Claims Forecast

Claims Index Forecasting Method

Week	Q1-2017	Q2-2017	Q3-2017	Q4-2017	FY2017	Q1-2018	Q2-2018	Q3-2018	Q4-2018	FY2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	FY2019	Q1-2020	Q2-2020	Q3-2020
1	36	92	63	101	292	92	77	95	63	328	140	125	146	240	651	34	177	235
2	68	80	68	101	319	128	122	86	101	438	86	155	143	105	489	99	91	205
3	42	110	104	77	334	86	98	71	80	337	110	86	134	144	475	142	163	142
4	71	92	98	63	325	143	116	95	104	459	74	116	173	126	490	161	160	220
5	89	68	68	74	301	80	101	98	113	393	95	170	101	151	517	153	135	215
6	48	77	125	101	351	86	110	83	74	354	98	110	122	157	488	206	133	251
7	66	77	98	95	337	113	95	66	92	366	125	107	119	209	560	169	124	-
8	86	89	89	51	316	77	98	77	86	340	86	95	179	139	500	198	151	-
9	83	89	83	101	357	77	57	116	80	331	107	137	116	143	503	126	132	-
10	125	98	60	119	402	51	57	83	83	274	95	122	170	119	506	149	116	-
11	89	80	83	95	348	119	77	71	77	345	125	92	110	147	474	146	197	-
12	89	104	113	92	399	95	104	80	170	450	107	161	122	169	559	191	192	-
13	110	104	95	42	351	80	152	98	125	456	113	152	144	215	624	163	198	-
Total	1,004	1,164	1,150	1,114	4,432	1,230	1,266	1,123	1,251	4,869	1,364	1,629	1,779	2,063	6,835	1,938	1,968	1,267

Seasonal Weekly Distribution Pattern Based on Prior Years		Average Per Day QTD x Total Days		QTD Volume / Ratio of Completed Days		Last Weekly Data Point Carried Forward		Average Weekly Volume Carried Forward	
Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020
7	197	7	246	7	211	7	251	7	211
8	279	8	247	8	211	8	251	8	211
9	280	9	247	9	211	9	251	9	211
10	280	10	248	10	211	10	251	10	211
11	201	11	248	11	211	11	251	11	211
12	226	12	248	12	211	12	251	12	211
13	276	13	248	13	211	13	251	13	211
Total	3,006	Total	3,000	Total	2,744	Total	3,022	Total	2,744

Correlation	
Claims Data & Reported Claims	97.7%

Forecast Q3-2020	
Management Guidance	
Clinical Test Volume	Withdrawn

Hedgeye	
Method 1: Seasonal Wkly Distr.	20,913
Method 2: Avg Per Day x Total	20,871
Method 3: QTD Vol / Ratio Days	19,093
Method 4: Last Wkly Data Pt	21,023
Method 5: Avg Wkly Vol Carry	19,093
Average	20,198

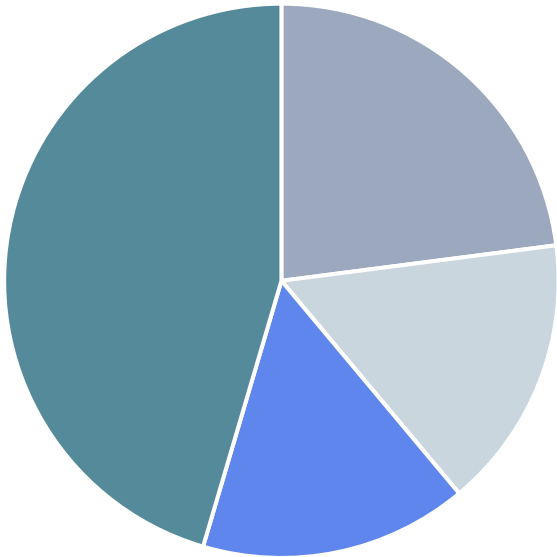
- While we recognize that we are asking claims data to do more than it was ever meant to, we have continued to refine our original method.
- In the most recent quarter, we had the most success yet accurately forecasting company reported volume for the quarter.

*6 of 13 weeks completed in this data set.

GH | Claims Analysis

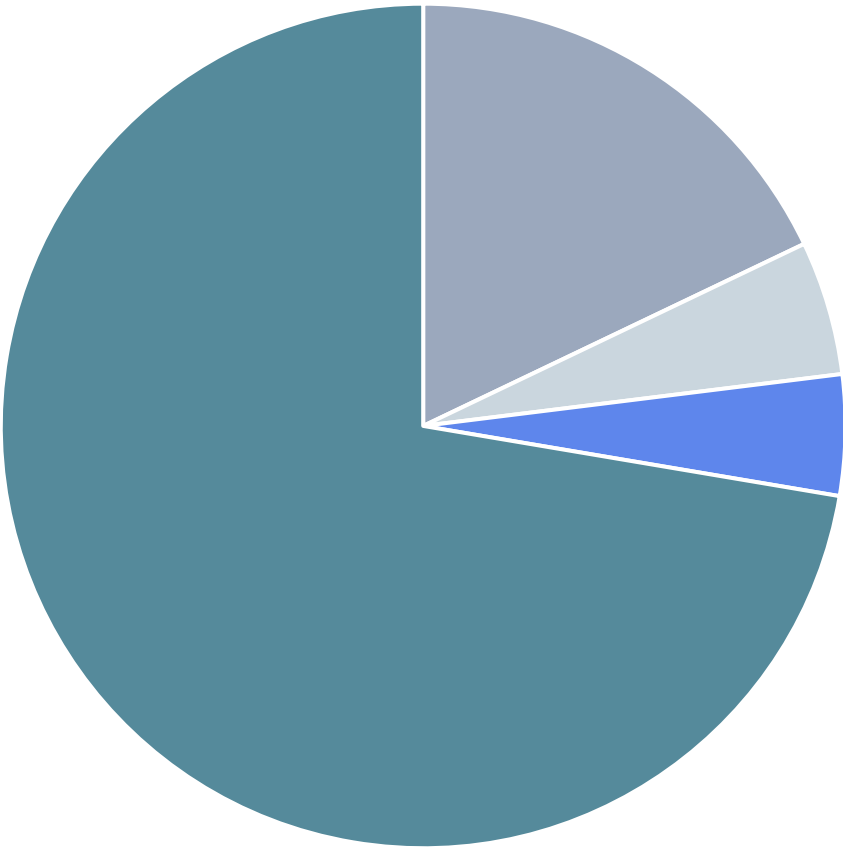
Unique Diag and CPT codes Mix

CPT Codes



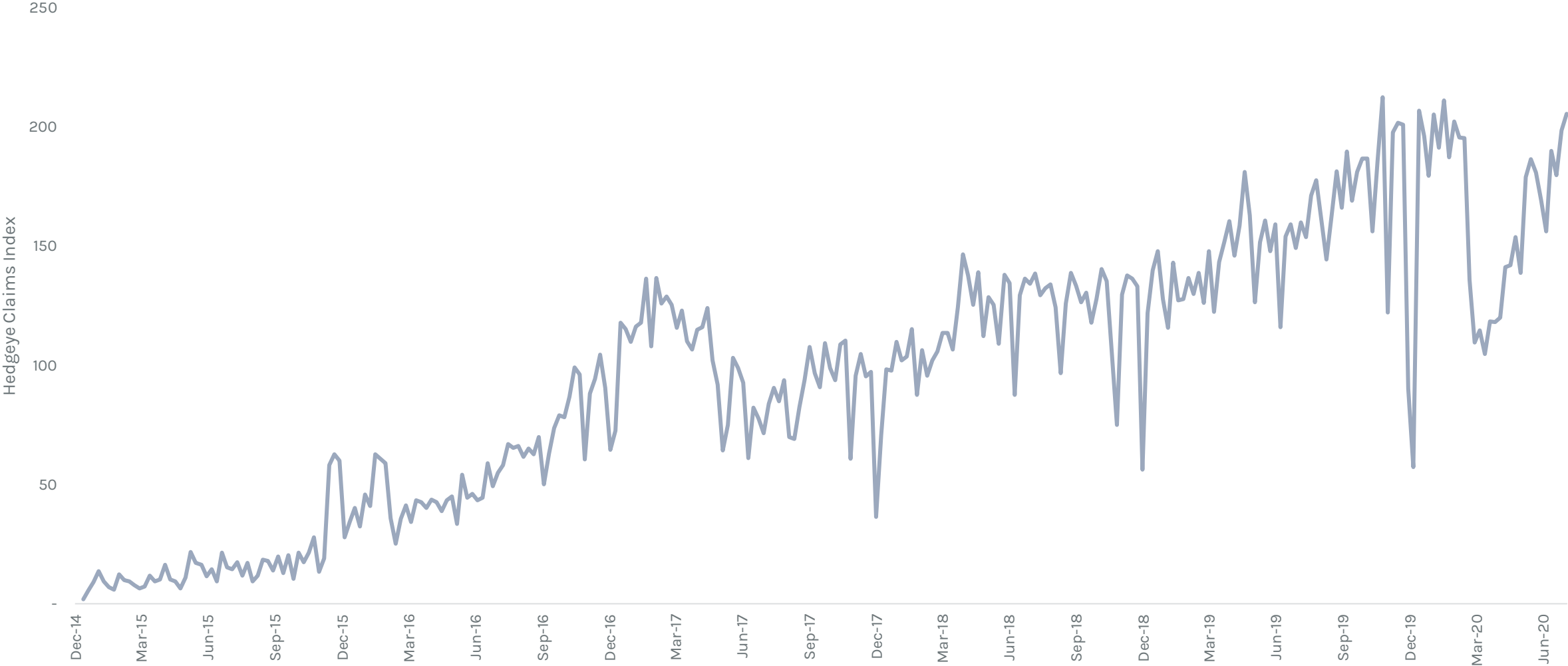
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- 81201|81210|81235|81270|81272|81275|81293|81310|81311|81314|81321|81400|81401|81401|81402|81403|81403|81403|81403|81403|81403|81404|81404|81404|81404|81404|81404|81404|81405|81405|81405|81406
- 81120|81121|81201|81210|81235|81270|81272|81275|81276|81293|81310|81311|81314|81321|81400|81401|81401|81402|81402|81403|81403|81404|81404|81405|81405|81406|81406
- Others

Diag Codes

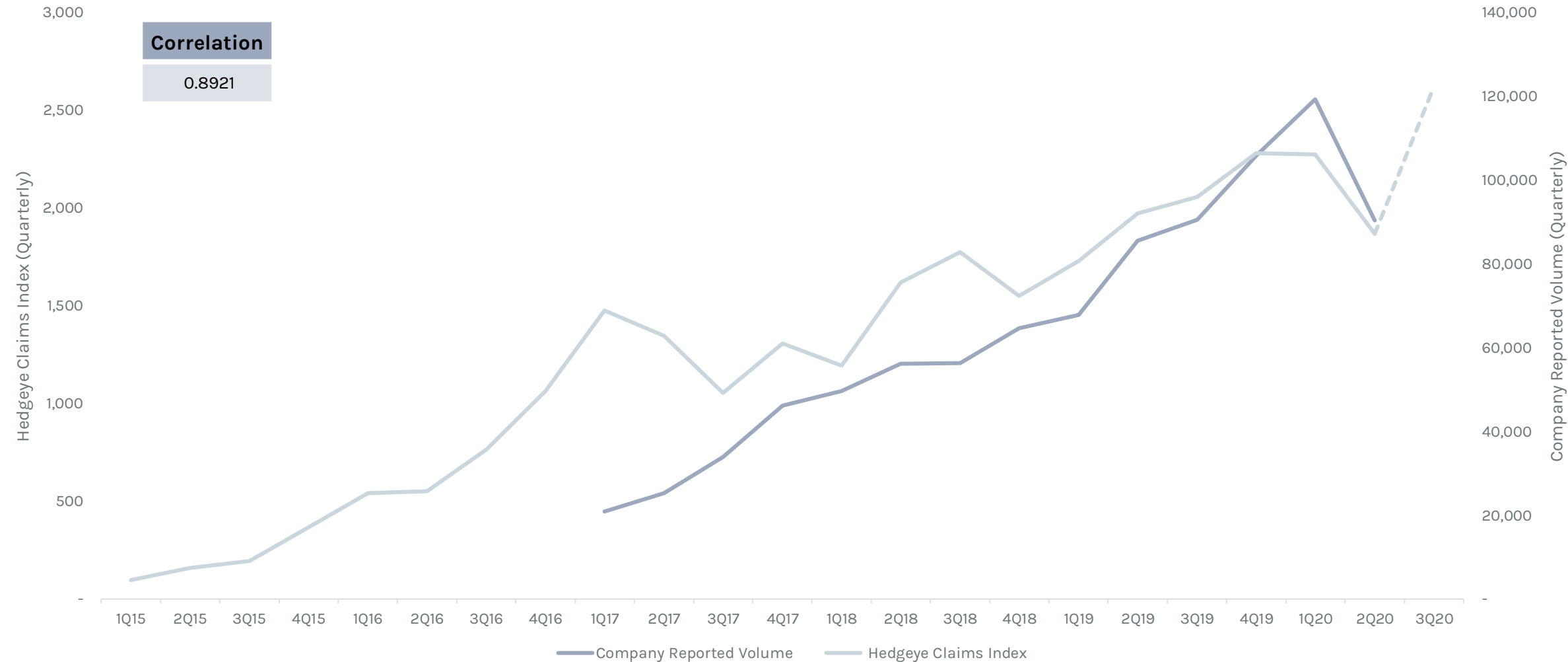


- C3490
- C61
- C50919
- Others

NVTA | Claims Index



NVTA | Claims Index versus Company Reported



NVTA | Claims Forecast

Claims Index Forecasting Method

Week	Q1-2017	Q2-2017	Q3-2017	Q4-2017	FY2017	Q1-2018	Q2-2018	Q3-2018	Q4-2018	FY2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	FY2019	Q1-2020	Q2-2020	Q3-2020
1	73	123	61	97	354	71	114	88	126	398	122	122	116	190	550	57	115	156
2	118	110	82	91	401	98	107	129	130	464	140	143	154	169	606	207	105	190
3	115	107	78	109	409	98	124	136	118	476	148	152	159	181	639	196	118	180
4	110	115	72	99	395	110	146	134	128	518	128	160	149	187	624	179	118	199
5	116	116	84	94	410	102	138	138	140	518	116	146	160	187	608	205	120	206
6	118	124	90	109	441	104	125	129	135	494	143	159	154	156	611	191	141	-
7	136	102	85	110	434	115	139	132	105	492	127	181	171	185	665	211	142	-
8	108	92	94	61	354	88	112	134	75	409	128	163	177	212	681	187	154	-
9	137	64	70	96	366	106	129	124	130	489	137	126	161	122	546	202	139	-
10	126	75	69	105	375	96	125	97	138	456	130	152	144	198	623	195	179	-
11	129	103	82	95	410	102	109	126	136	473	139	161	162	202	664	195	187	-
12	125	99	94	97	415	106	138	139	133	516	126	148	181	201	656	136	181	-
13	116	93	108	36	352	114	135	133	56	438	148	159	166	90	563	109	169	-
Total	1,526	1,322	1,068	1,199	5,115	1,308	1,641	1,640	1,551	6,140	1,730	1,971	2,056	2,280	8,037	2,273	1,867	930

Correlation	
Claims Data & Reported Claims	89.2%
Forecast Q3-2020	
Management Guidance	
Billable Tests ex Medicare	Withdrawn
Hedgeye	
Method 1: Seasonal Wkly Distr.	142,515
Method 2: Avg Per Day x Total	132,265
Method 3: QTD Vol / Ratio Days	117,092
Method 4: Last Wkly Data Pt	124,666
Method 5: Avg Wkly Vol Carry	117,092
Average	126,726

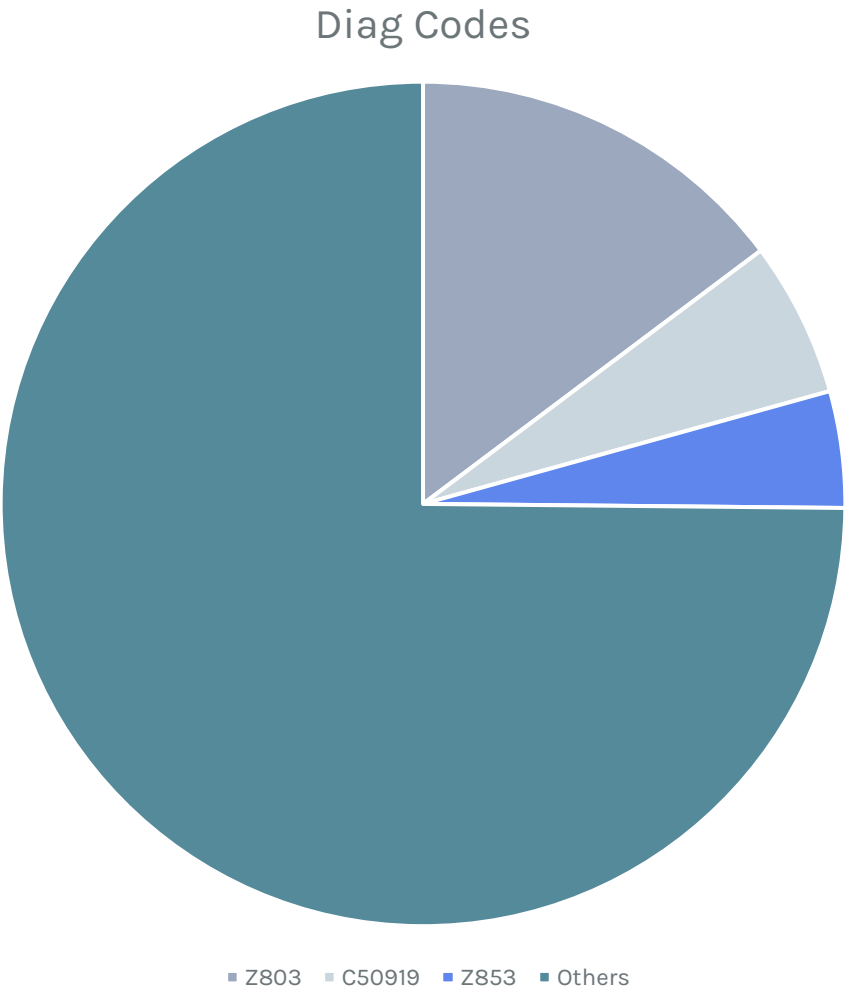
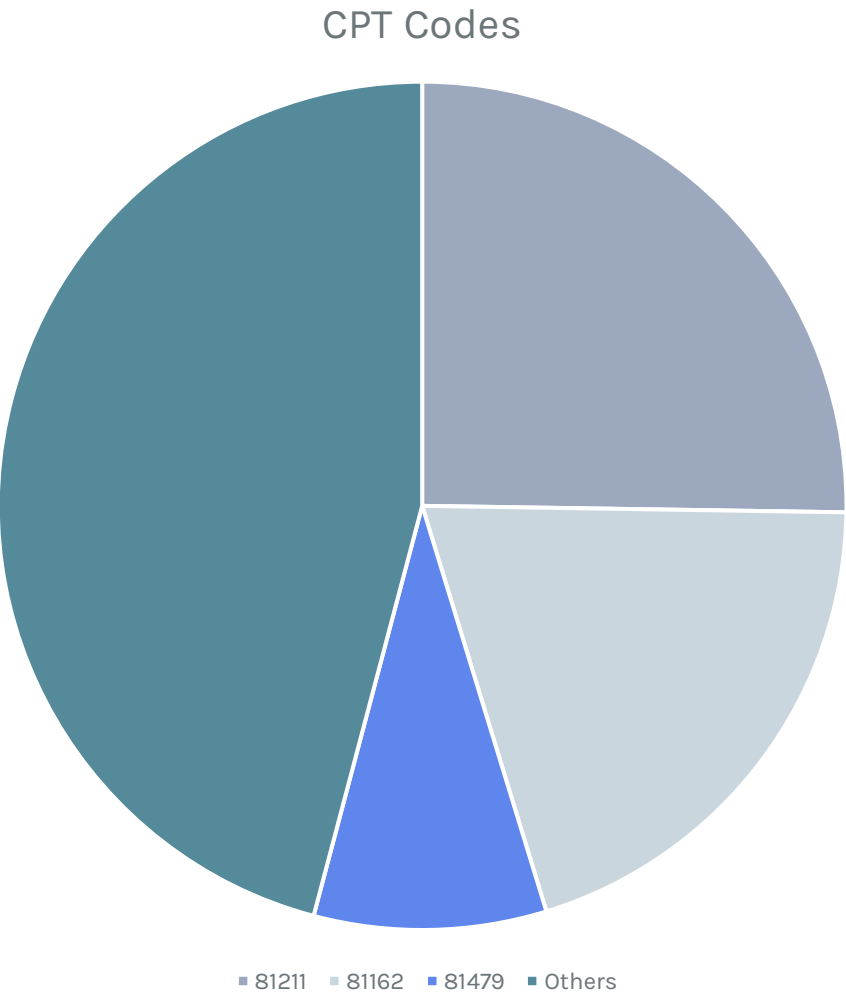
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Seasonal Weekly Distribution Pattern Based on Prior Years		Average Per Day QTD x Total Days		QTD Volume / Ratio of Completed Days		Last Weekly Data Point Carried Forward		Average Weekly Volume Carried Forward	
Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020
6	243	6	223	6	186	6	206	6	186
7	264	7	224	7	186	7	206	7	186
8	271	8	225	8	186	8	206	8	186
9	246	9	225	9	186	9	206	9	186
10	202	10	226	10	186	10	206	10	186
11	248	11	226	11	186	11	206	11	186
12	278	12	226	12	186	12	206	12	186
13	260	13	226	13	186	13	206	13	186
Total	2,943	Total	2,731	Total	2,418	Total	2,574	Total	2,418

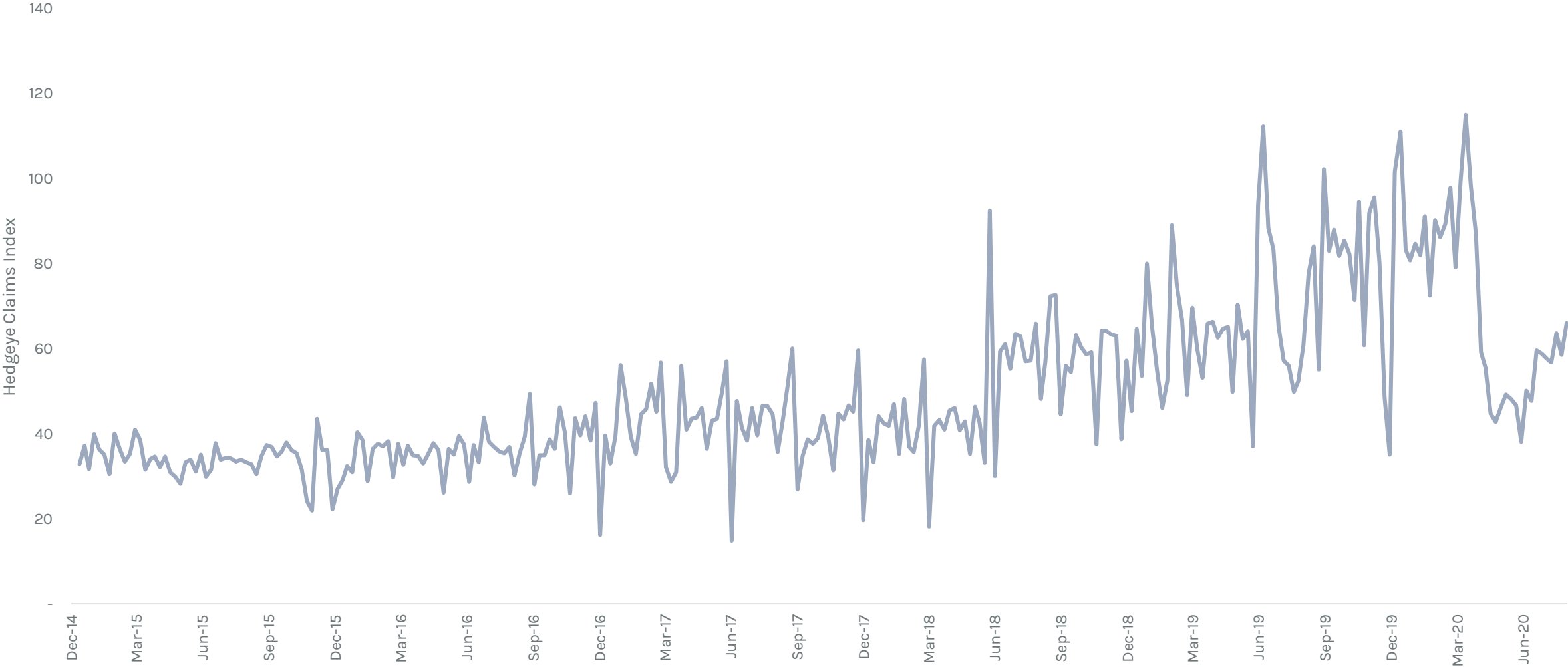
*5 of 13 weeks completed in this data set.

NVTA | Claims Analysis

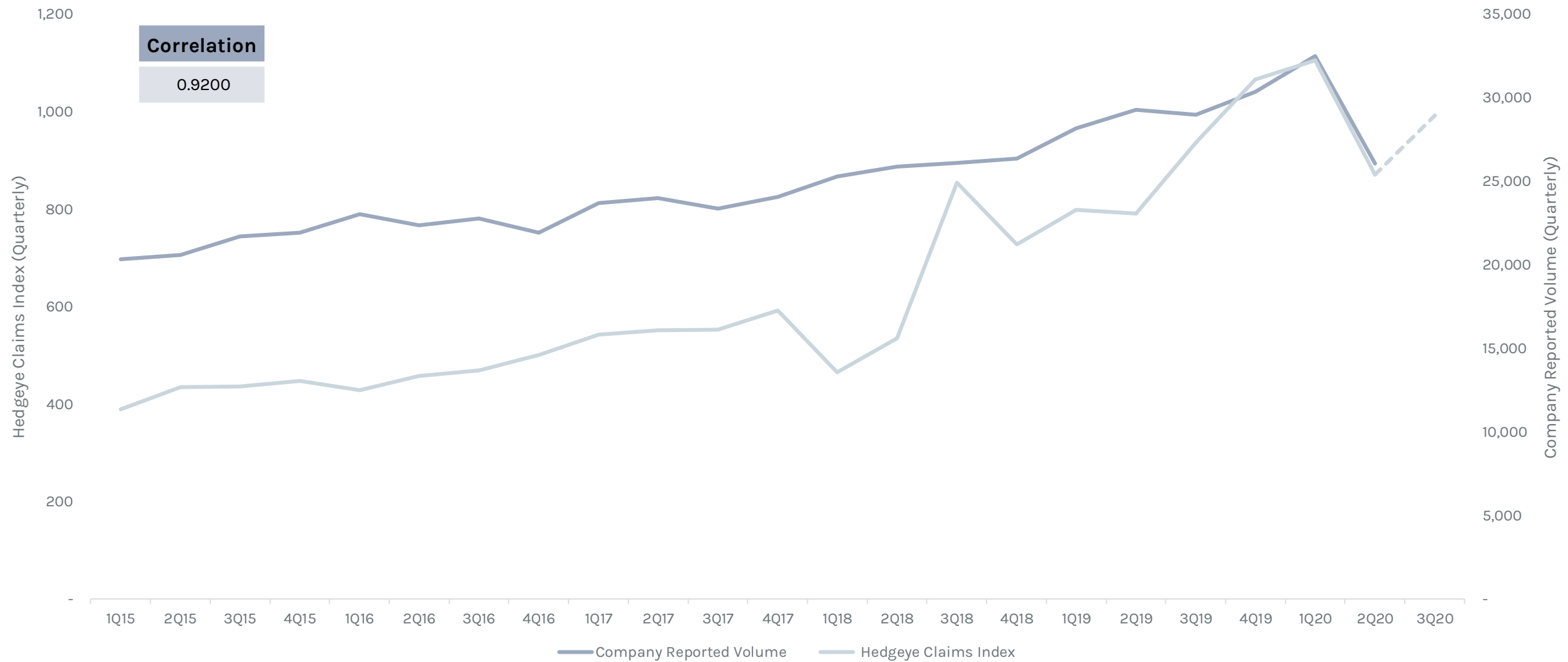
Unique Diag and CPT codes Mix



GHDX | Claims Index



GHDX | Claims Index versus Company Reported



GHDX | Claims Forecast

Claims Index Forecasting Method

Week	Q1-2017	Q2-2017	Q3-2017	Q4-2017	FY2017	Q1-2018	Q2-2018	Q3-2018	Q4-2018	FY2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	FY2019	Q1-2020	Q2-2020	Q3-2020
1	16	32	15	27	90	20	18	30	45	113	57	70	94	102	323	35	79	47
2	40	29	48	35	151	39	42	59	56	196	45	60	112	83	300	102	99	38
3	33	31	41	39	144	33	43	61	55	192	65	53	88	88	294	111	115	50
4	39	56	38	38	172	44	41	55	63	204	54	66	83	82	285	83	98	48
5	56	41	46	39	182	42	46	64	60	212	80	66	65	85	297	81	87	60
6	49	43	40	44	176	42	46	63	59	210	65	63	57	82	267	85	59	59
7	39	44	46	39	169	47	41	57	59	204	55	65	56	71	247	82	55	58
8	35	46	47	31	159	35	43	57	38	173	46	65	50	95	256	91	45	57
9	45	36	45	45	170	48	35	66	64	214	53	50	52	61	216	72	43	64
10	46	43	36	43	168	37	46	48	64	196	89	70	61	92	312	90	46	59
11	52	43	43	47	185	36	43	57	63	199	75	62	78	96	310	86	49	66
12	45	50	51	45	191	42	33	72	63	211	67	64	84	80	295	89	48	-
13	57	57	60	60	233	57	92	73	39	261	49	37	55	49	190	98	47	-
Total	552	552	556	532	2,191	523	570	762	728	2,583	799	791	936	1,066	3,591	1,105	871	604

Seasonal Weekly Distribution Pattern Based on Prior Years		Average Per Day QTD x Total Days		QTD Volume / Ratio of Completed Days		Last Weekly Data Point Carried Forward		Average Weekly Volume Carried Forward	
Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020
12	76	12	60	12	55	12	66	12	55
13	62	13	60	13	55	13	66	13	55
Total	1,009	Total	991	Total	981	Total	1,003	Total	981

Correlation

Claims Data & Reported Claims 92.0%

Forecast Q3-2020

Guidance Withdrawn
U.S. Oncotype DX Tests Delivered Withdrawn

Hedgeye

Method 1: Seasonal Wkly Distr. 30,179
Method 2: Avg Per Day x Total 29,637
Method 3: QTD Vol / Ratio Days 29,338
Method 4: Last Wkly Data Pt 30,004
Method 5: Avg Wkly Vol Carry 29,338

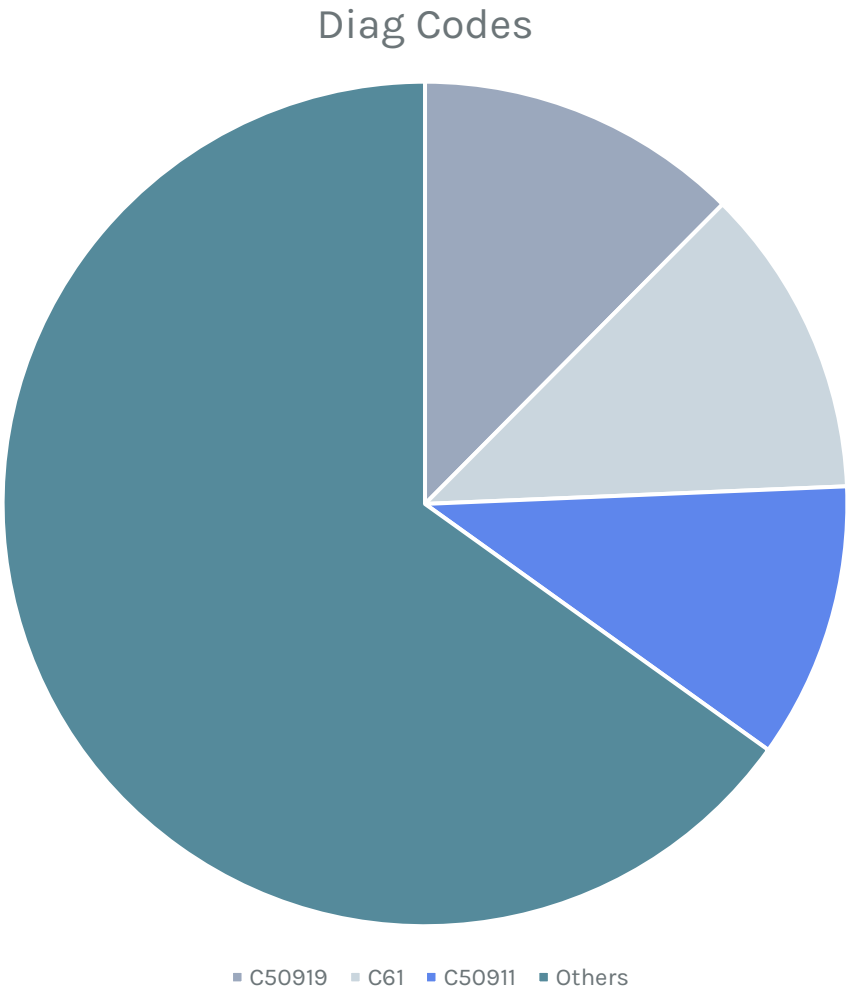
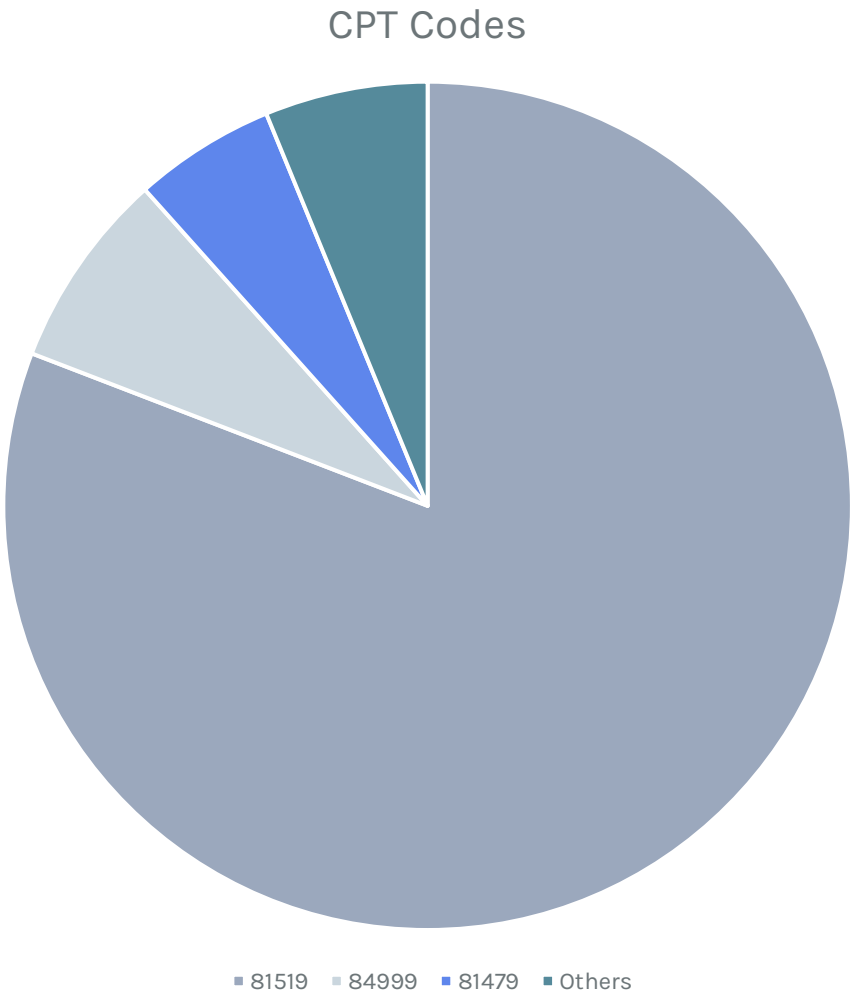
Average 29,699

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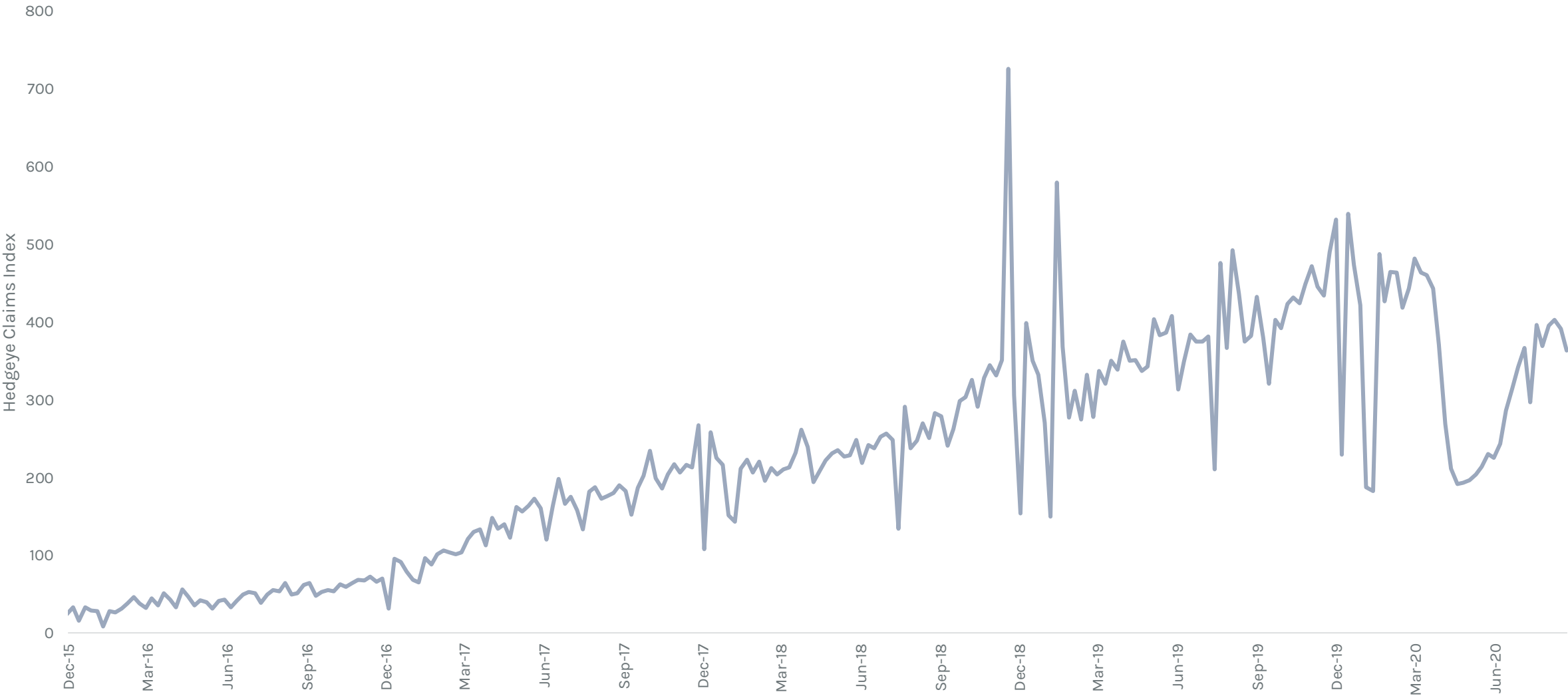
*11 of 13 weeks completed in this data set.

GHDX | Claims Analysis

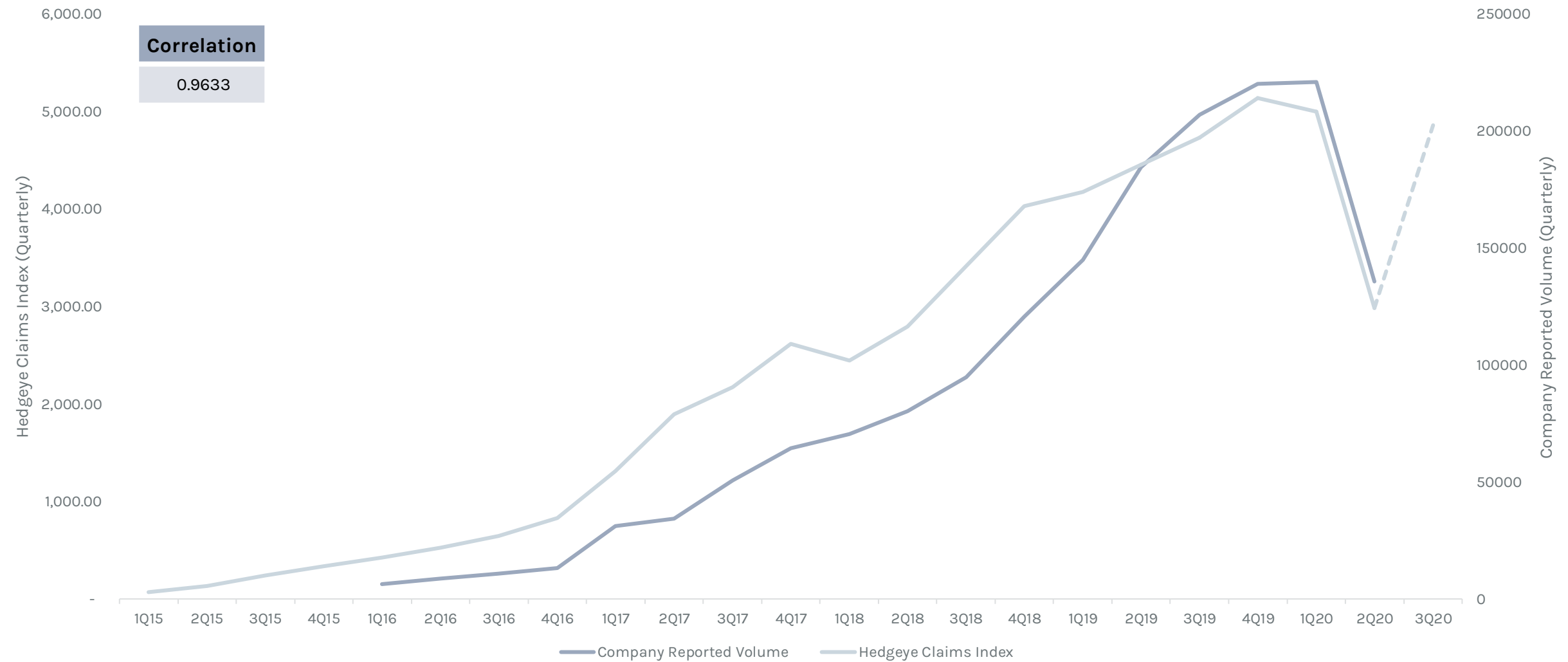
Unique Diag and CPT codes Mix



EXAS | Claims Index



EXAS | Claims Index versus Company Reported



EXAS | Claims Forecast

Claims Index Forecasting Method

Week	Q1-2017	Q2-2017	Q3-2017	Q4-2017	FY2017	Q1-2018	Q2-2018	Q3-2018	Q4-2018	FY2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	FY2019	Q1-2020	Q2-2020	Q3-2020
1	90	130	124	173	517	196	194	125	271	786	539	327	196	401	1,462	170	196	274
2	82	114	169	190	555	207	206	270	305	989	342	313	442	394	1,492	454	177	367
3	94	151	174	202	621	192	214	221	320	948	258	319	341	417	1,335	397	179	341
4	98	145	161	192	596	205	219	230	308	961	289	375	458	439	1,561	432	183	365
5	96	152	164	201	613	182	211	251	326	970	255	356	406	414	1,431	431	189	389
6	94	161	167	198	621	197	213	233	675	1,318	309	359	348	403	1,420	389	198	376
7	96	149	177	249	671	190	231	263	284	967	258	379	355	455	1,448	412	214	345
8	113	112	170	100	495	195	203	259	143	801	313	292	402	495	1,501	448	209	352
9	121	153	142	240	655	198	225	224	370	1,017	298	325	353	214	1,189	430	225	-
10	124	184	173	210	691	216	221	244	326	1,006	326	357	298	501	1,482	426	265	-
11	105	154	188	201	648	243	234	278	309	1,064	315	349	374	440	1,478	411	292	-
12	137	163	218	141	659	223	238	282	252	995	348	349	365	392	1,454	345	317	-
13	125	147	185	133	590	181	231	303	139	854	326	354	394	174	1,247	251	339	-
Total	1,375	1,915	2,212	2,428	7,930	2,624	2,842	3,182	4,028	12,676	4,177	4,453	4,732	5,140	18,501	4,995	2,984	2,810

Seasonal Weekly Distribution Pattern Based on Prior Years		Average Per Day QTD x Total Days		QTD Volume / Ratio of Completed Days		Last Weekly Data Point Carried Forward		Average Weekly Volume Carried Forward	
Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020
9	384	9	395	9	351	9	352	9	351
10	370	10	396	10	351	10	352	10	351
11	449	11	396	11	351	11	352	11	351
12	447	12	396	12	351	12	352	12	351
13	484	13	397	13	351	13	352	13	351
Total	5,118	Total	4,964	Total	4,740	Total	4,742	Total	4,740

Correlation

Claims Data & Reported Claims 96.3%

Forecast Q3-2020

Cologuard Tests Completed ex Medicare Withdrawn

Hedgeye

Method 1: Seasonal Wkly Distr.	232,909
Method 2: Avg Per Day x Total	225,890
Method 3: QTD Vol / Ratio Days	215,712
Method 4: Last Wkly Data Pt	215,802
Method 5: Avg Wkly Vol Carry	215,712

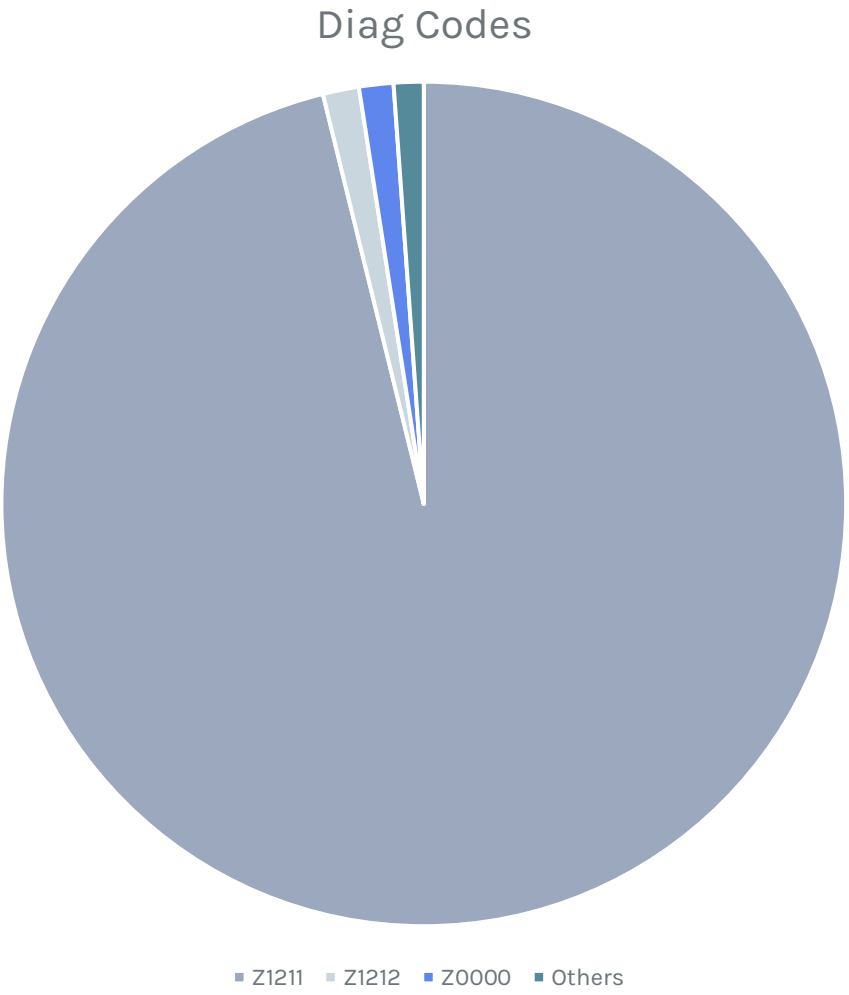
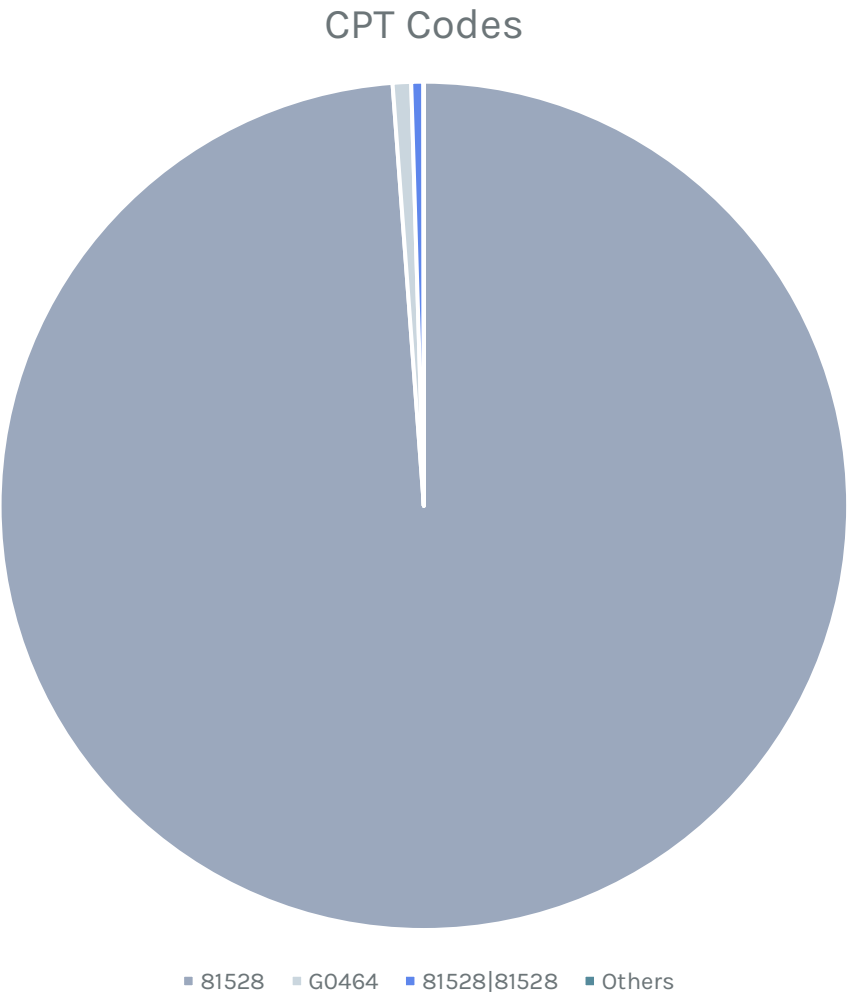
Average 221,205

- While we recognize that we are asking claims data to do more than it was ever meant to, we have continued to refine our original method.
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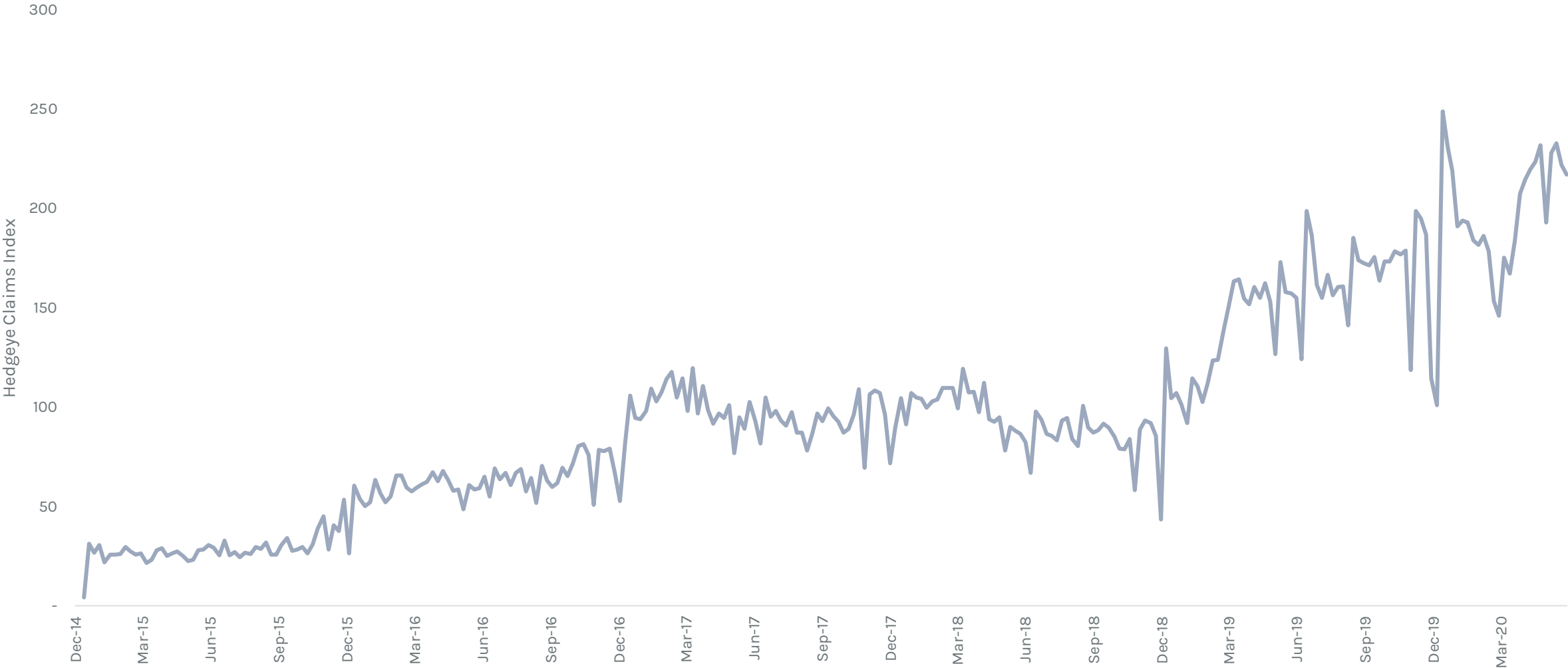
*8 of 13 weeks completed in this data set.

EXAS | Claims Analysis

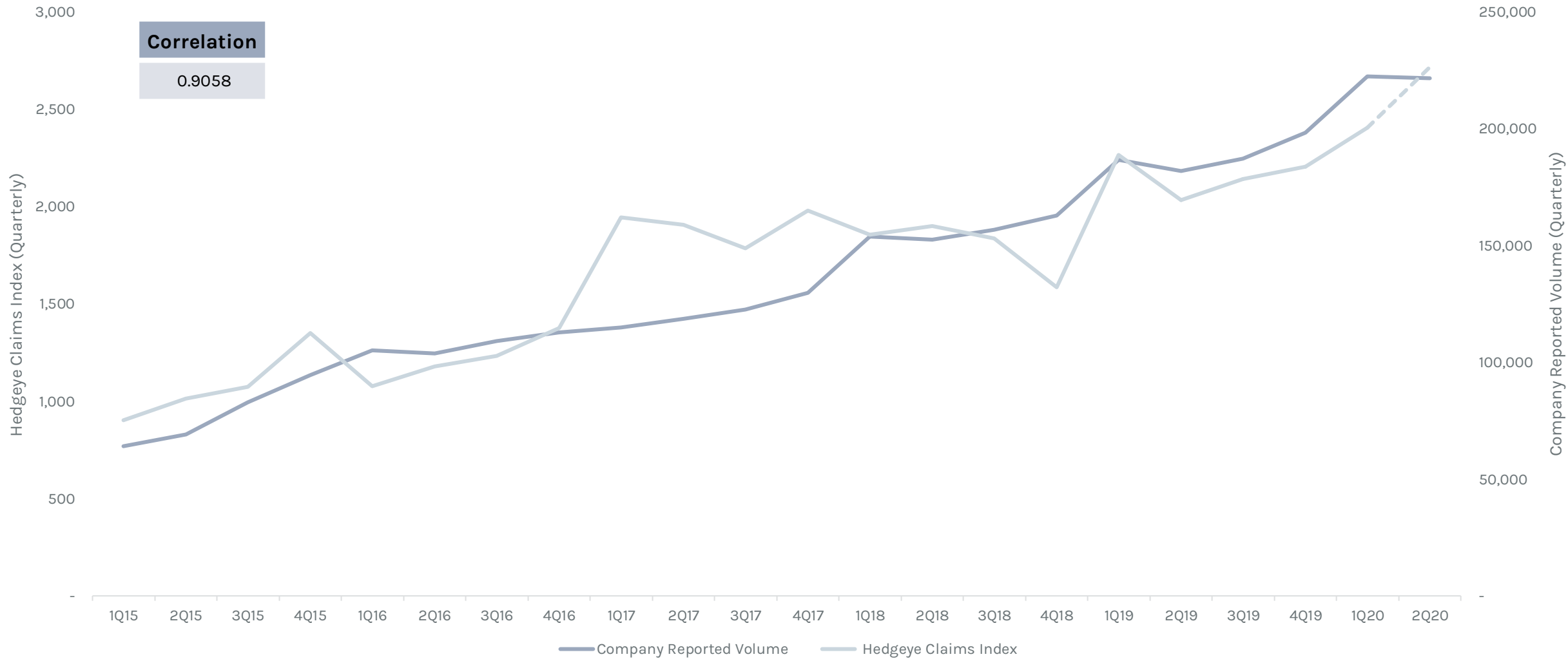
Unique Diag and CPT codes Mix



NTRA | Claims Index



NTRA | Claims Index versus Company Reported



NTRA | Claims Forecast

Claims Index Forecasting Method

Week	Q1-2017	Q2-2017	Q3-2017	Q4-2017	FY2017	Q1-2018	Q2-2018	Q3-2018	Q4-2018	FY2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	FY2019	Q1-2020	Q2-2020
1	122	179	123	149	573	134	179	100	133	546	194	163	124	171	653	101	175
2	159	145	157	143	604	157	161	147	137	602	157	164	199	176	695	249	167
3	142	166	143	139	589	137	161	140	134	573	161	154	186	163	665	231	184
4	141	148	147	130	566	161	146	129	128	564	152	152	161	173	638	219	207
5	147	138	140	133	558	157	168	128	118	572	138	160	155	173	627	191	214
6	164	145	136	144	589	156	141	125	118	540	172	155	167	178	672	194	220
7	154	142	146	164	606	149	139	140	126	554	166	162	156	177	661	193	223
8	161	151	131	104	547	154	142	141	87	525	154	153	160	179	646	184	232
9	171	115	131	159	577	156	117	126	133	532	168	127	161	119	574	181	193
10	176	142	117	162	598	165	135	120	140	560	185	173	141	199	698	186	228
11	157	134	130	160	581	164	132	151	138	585	185	158	185	195	723	178	233
12	172	154	145	144	615	165	130	135	128	557	208	157	174	187	725	153	222
13	147	139	139	107	533	149	123	130	65	468	226	155	172	114	667	146	217
Total	2,013	1,897	1,784	1,840	7,535	2,004	1,873	1,714	1,586	7,177	2,265	2,033	2,142	2,204	8,644	2,406	2,715

Correlation	
Claims Data & Reported Claims	90.5%

Forecast	Q2-2020
Reported	
Tests Accessioned	221,600

Hedgeye	
Method 1: Seasonal Wkly Distr.	244,248
Method 2: Avg Per Day x Total	244,248
Method 3: QTD Vol / Ratio Days	244,248
Method 4: Last Wkly Data Pt	244,248
Method 5: Avg Wkly Vol Carry	244,248
Average	244,248

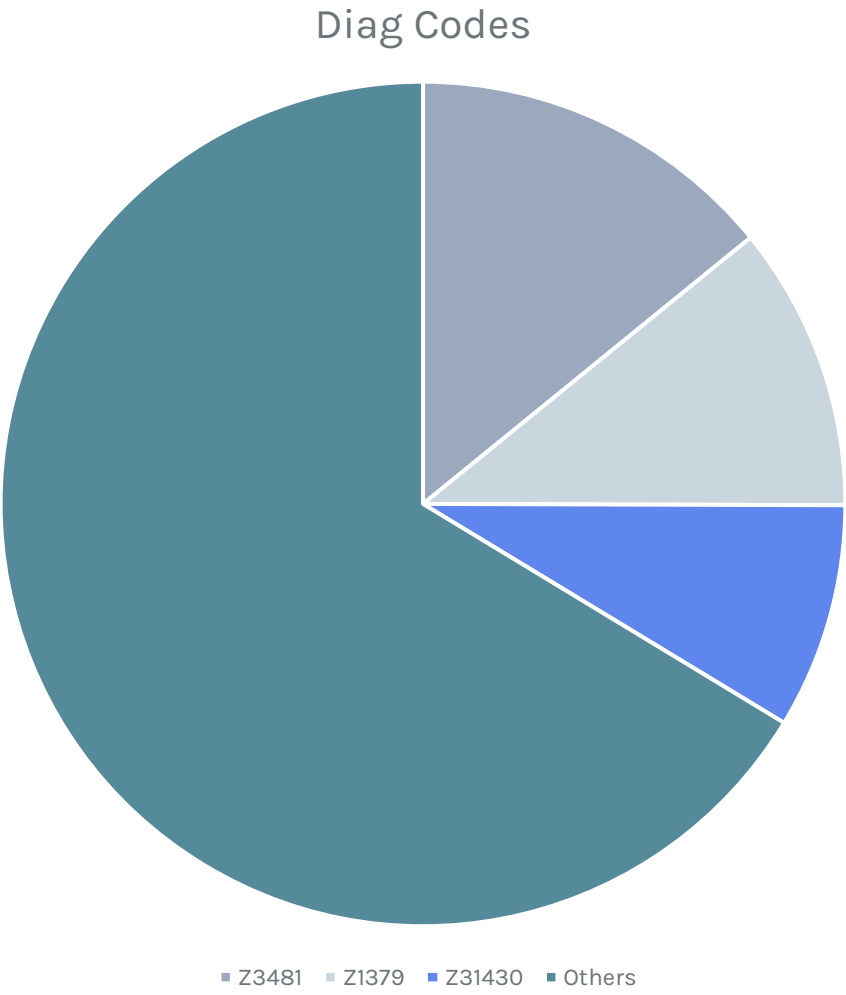
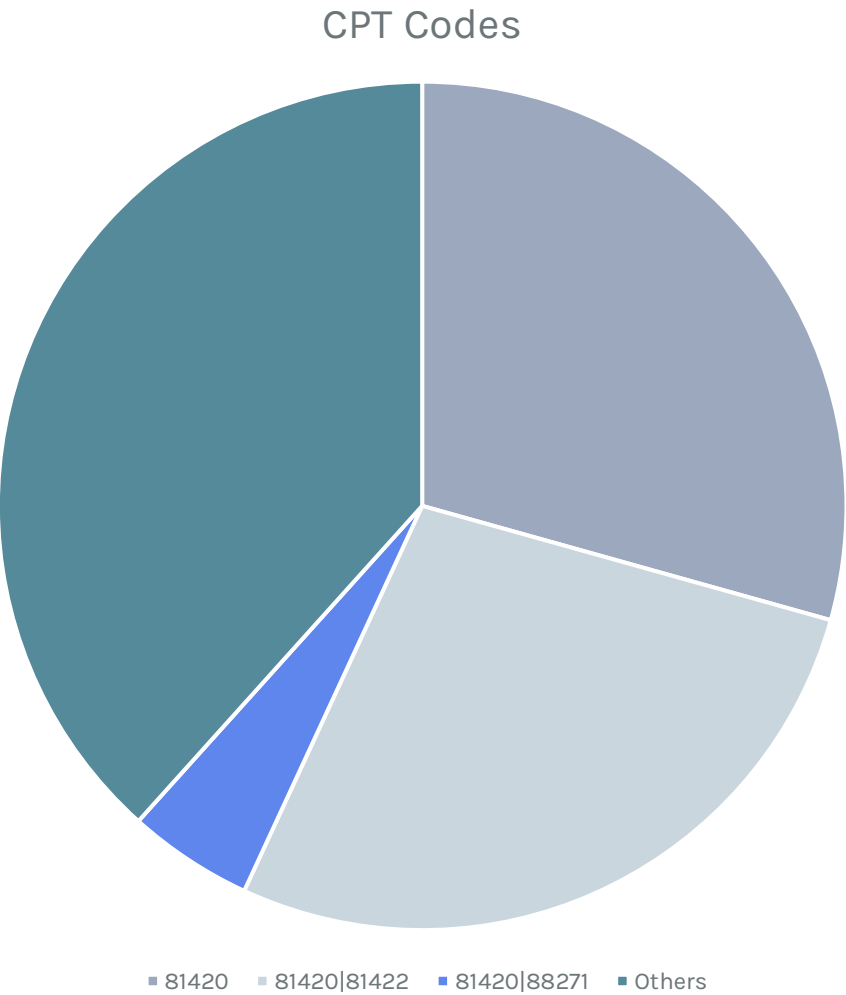
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Seasonal Weekly Distribution Pattern Based on Prior Years		Average Per Day QTD x Total Days		QTD Volume / Ratio of Completed Days		Last Weekly Data Point Carried Forward		Average Weekly Volume Carried	
Week	Q2-2020	Week	Q2-2020	Week	Q2-2020	Week	Q2-2020	Week	Q2-2020
Total	2,715	Total	2,715	Total	2,715	Total	2,715	Total	2,715

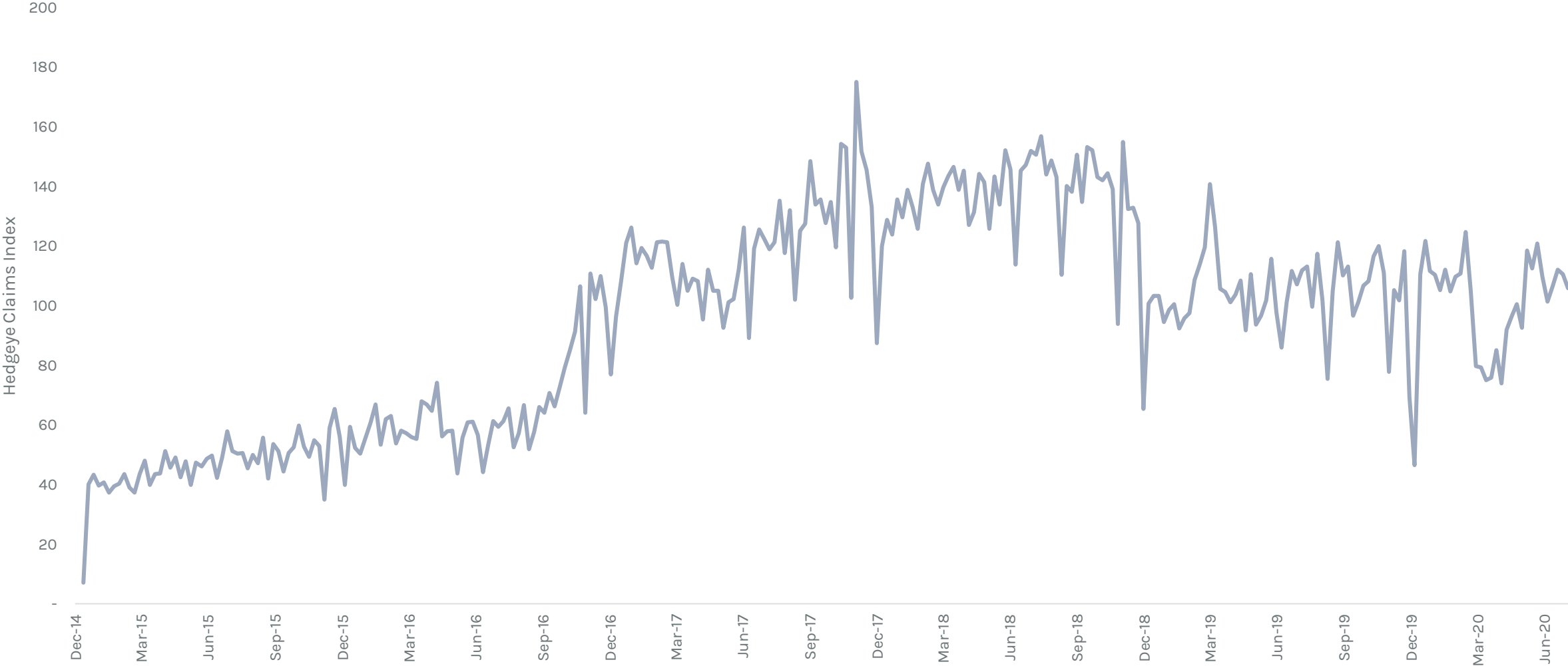
*13 of 13 weeks completed in this data set.

NTRA| Claims Analysis

Unique Diag and CPT codes Mix



NEO | Claims Index



NEO | Claims Index versus Company Reported



NEO | Claims Forecast

Claims Index Forecasting Method

Week	Q1-2017	Q2-2017	Q3-2017	Q4-2017	FY2017	Q1-2018	Q2-2018	Q3-2018	Q4-2018	FY2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	FY2019	Q1-2020	Q2-2020	Q3-2020
1	96	114	89	134	433	120	144	114	135	512	101	127	86	113	426	47	79	101
2	108	105	119	136	468	129	147	145	153	574	103	106	101	97	407	111	75	106
3	121	109	125	128	483	124	139	147	152	562	103	105	112	101	421	122	76	112
4	126	108	122	135	491	136	145	152	143	576	94	101	107	107	409	112	85	111
5	114	95	119	120	448	130	127	151	142	549	98	104	112	108	422	110	74	106
6	119	112	121	154	507	139	131	157	144	571	101	108	113	117	439	105	92	-
7	117	105	135	153	510	133	144	144	139	560	92	92	100	120	403	112	96	-
8	113	105	118	103	438	126	141	149	94	509	96	111	117	111	435	105	100	-
9	121	93	132	175	521	141	126	143	155	565	98	94	102	78	370	110	93	-
10	122	101	102	152	476	148	143	110	132	534	109	97	75	105	386	111	119	-
11	121	102	125	145	494	139	134	140	133	546	114	102	105	102	422	125	113	-
12	110	112	127	133	482	134	152	138	128	552	120	116	121	118	475	105	121	-
13	100	126	148	87	462	140	146	151	65	501	141	98	110	69	418	80	110	-
Total	1,489	1,388	1,584	1,754	6,215	1,736	1,820	1,840	1,716	7,112	1,369	1,357	1,361	1,345	5,433	1,352	1,232	536

Correlation	
Claims Data & Reported Claims	67.3%
Forecast Q3-2020	
Management Guidance	
Clinical Test Volume	Withdrawn
Hedgeye	
Method 1: Seasonal Wkly Distr.	151,147
Method 2: Avg Per Day x Total	146,267
Method 3: QTD Vol / Ratio Days	129,488
Method 4: Last Wkly Data Pt	128,420
Method 5: Avg Wkly Vol Carry	129,488
Average	136,962

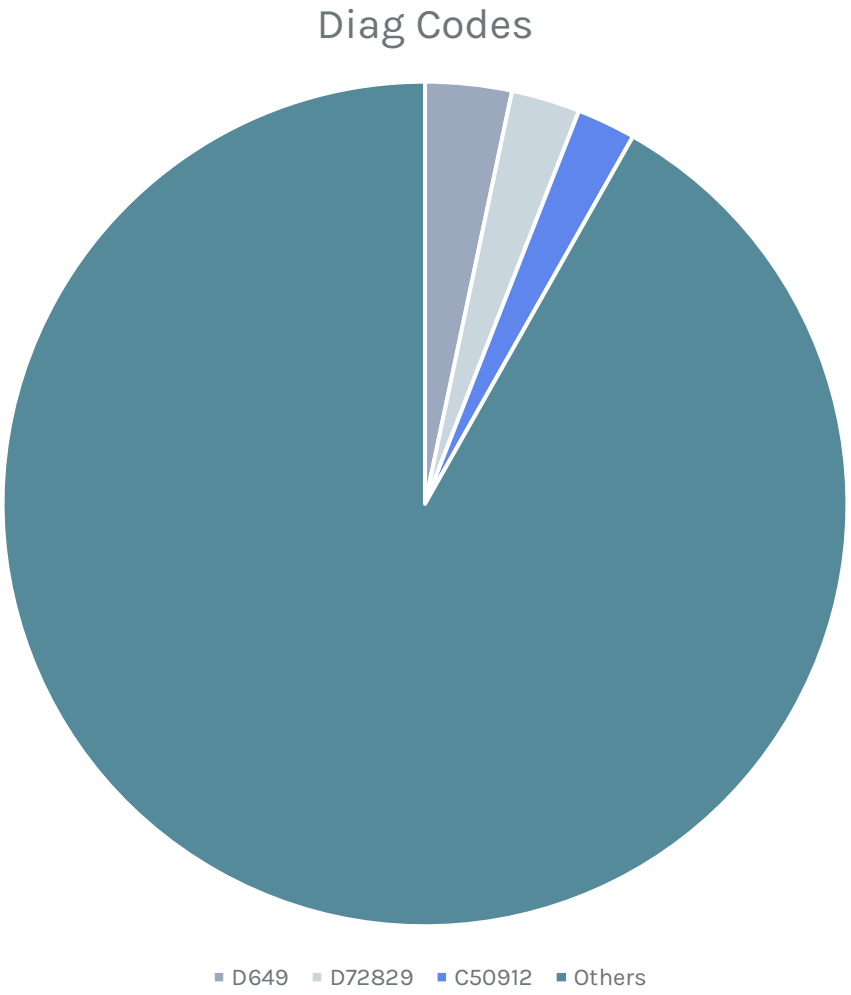
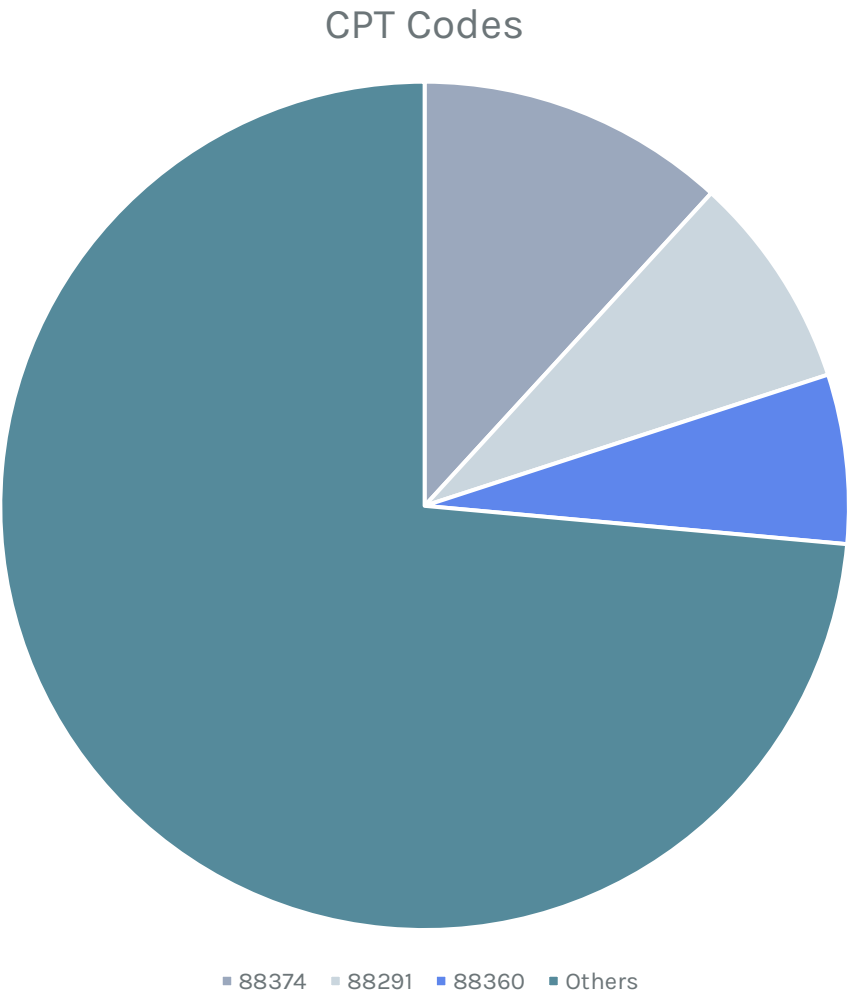
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Seasonal Weekly Distribution Pattern Based on Prior Years		Average Per Day QTD x Total Days		QTD Volume / Ratio of Completed Days		Last Weekly Data Point Carried Forward		Average Weekly Volume Carried Forward	
Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020
6	151	6	129	6	107	6	106	6	107
7	133	7	129	7	107	7	106	7	107
8	149	8	130	8	107	8	106	8	107
9	134	9	130	9	107	9	106	9	107
10	99	10	130	10	107	10	106	10	107
11	135	11	130	11	107	11	106	11	107
12	146	12	130	12	107	12	106	12	107
13	144	13	130	13	107	13	106	13	107
Total	1,628	Total	1,575	Total	1,395	Total	1,383	Total	1,395

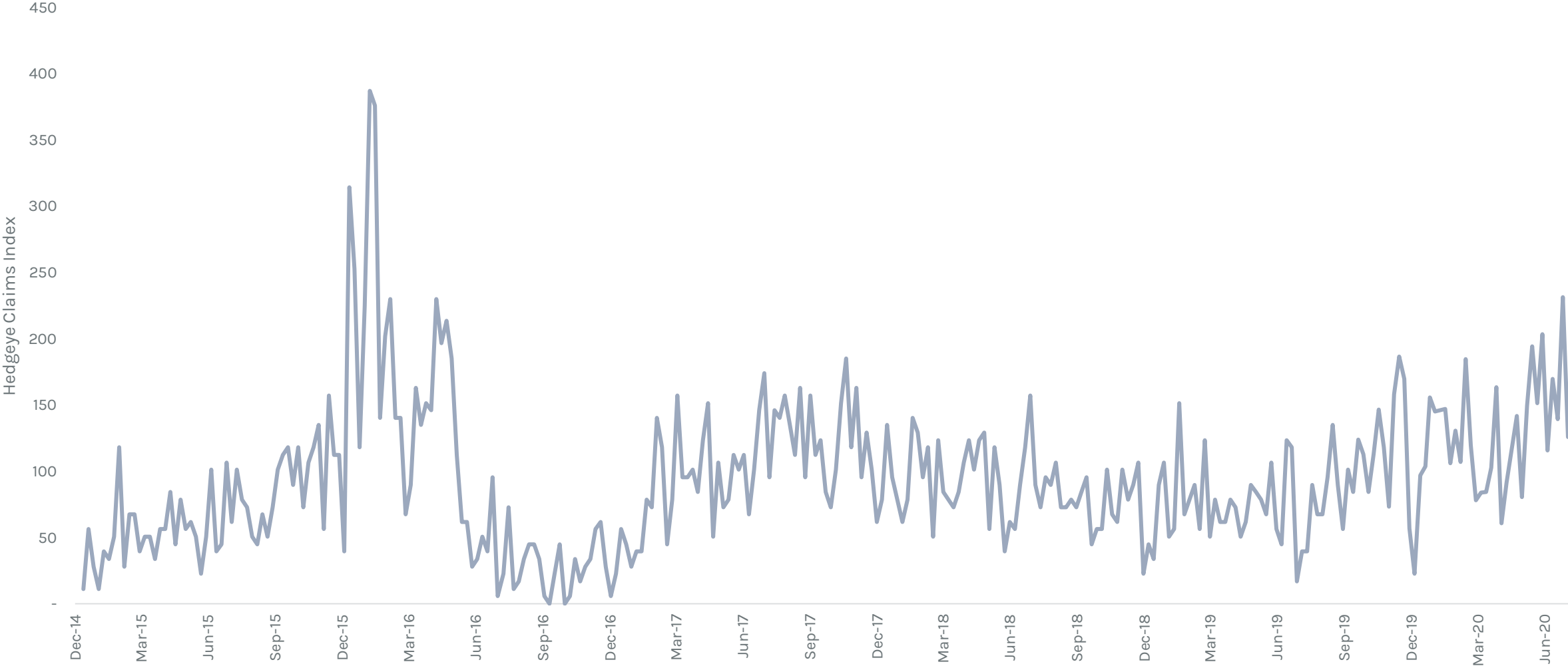
*5 of 13 weeks completed in this data set.

NEO | Claims Analysis

Unique Diag and CPT codes Mix



ADPT | Claims Index



ADPT | Claims Forecast

Claims Index Forecasting Method

Week	Q1-2017	Q2-2017	Q3-2017	Q4-2017	FY2017	Q1-2018	Q2-2018	Q3-2018	Q4-2018	FY2018	Q1-2019	Q2-2019	Q3-2019	Q4-2019	FY2019	Q1-2020	Q2-2020	Q3-2020
1	22	95	67	112	298	79	79	56	84	298	45	79	45	101	270	23	84	116
2	56	95	101	124	376	135	73	90	95	393	34	62	124	84	303	97	84	170
3	45	101	146	84	376	95	84	118	45	342	90	62	118	124	393	103	103	139
4	28	84	174	73	359	79	107	157	56	399	107	79	17	113	315	156	164	232
5	39	124	95	101	359	62	124	90	56	331	51	73	39	84	247	145	61	126
6	39	152	146	152	488	79	101	73	101	354	56	51	39	113	259	146	92	-
7	79	51	140	185	455	140	124	95	67	427	152	62	90	146	450	147	116	-
8	73	107	157	118	455	129	129	90	62	410	67	90	67	118	343	106	142	-
9	140	73	135	163	511	95	56	107	101	359	79	84	67	73	304	131	80	-
10	118	79	112	95	404	118	118	73	79	387	90	79	95	158	422	107	149	-
11	45	112	163	129	449	51	90	73	90	303	56	67	135	186	445	185	194	-
12	79	101	95	101	376	124	39	79	107	348	124	107	90	170	490	119	151	-
13	157	112	157	62	488	84	62	73	22	241	51	56	56	57	219	78	204	-
Total	921	1,286	1,690	1,499	5,395	1,269	1,185	1,173	966	4,592	999	949	983	1,528	4,459	1,542	1,624	782

Seasonal Weekly Distribution Pattern Based on Prior Years		Average Per Day QTD x Total Days		QTD Volume / Ratio of Completed Days		Last Weekly Data Point Carried Forward		Average Weekly Volume Carried Forward	
Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020	Week	Q3-2020
6	116	6	188	6	156	6	126	6	156
7	224	7	189	7	156	7	126	7	156
8	179	8	189	8	156	8	126	8	156
9	197	9	190	9	156	9	126	9	156
10	205	10	190	10	156	10	126	10	156
11	265	11	190	11	156	11	126	11	156
12	200	12	190	12	156	12	126	12	156
13	147	13	190	13	156	13	126	13	156
Total	2,314	Total	2,297	Total	2,034	Total	1,787	Total	2,034

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ADPT | Claims Analysis

Unique Diag and CPT codes Mix

