Network Expansion - New Partnership

Physical Rehab Network JV

- 23 centers in OC & LA counties
- Largest PT network in region
- New sites coming
- Occupational medicine
Did You Know?

- Outpatient procedures (imaging, surgery, testing, other) can be done:
  1) Hospital outpatient departments (HOPD)
  2) Community-based ambulatory settings

- Cost to payer/employer can vary from 100-900% between HOPDs and ambulatory centers

- Same patient, procedure, equipment and physician (usually)
# Traditional Versus Value-Based Plans

<table>
<thead>
<tr>
<th>Traditional Plans</th>
<th>Value-Based Plans</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broad provider network which often lacks coordination</td>
<td>Access to a high-value, high-performing network of providers located in community-based settings</td>
</tr>
<tr>
<td>Vendors do not share data with us for claims received outside of provider</td>
<td>Provider receives all claims information and actionable data enabling them to provide customized and most cost-effective care to employees</td>
</tr>
<tr>
<td>Providers incentivized by higher volume and price</td>
<td>Provider is incentivized (upside and downside) to manage total cost-of-care</td>
</tr>
<tr>
<td>No provider/plan collaboration</td>
<td>Providers/plans work as a team to lower cost/improve quality and consumer engagement</td>
</tr>
<tr>
<td>Employees don’t have the option to choose more affordable models</td>
<td>Employees can choose a plan that has a lower premium/cost sharing</td>
</tr>
</tbody>
</table>
Value-Based Care Timeline
Health Plan Partnerships & Direct-to-Employer

2014
- PPO ACO
- HMO ACO

2015
- PPO ACO

2016
- PPO ACO
- HMO ACO
- MemorialCare
  - Health Alliance
  - Direct contract with Boeing; contract extended (2016 – 2023)

2019
- HMO ACO
  - UnitedHealthcare®
  - SignatureValue Alliance
- EPO ACO
  - MemorialCare
  - Created in response to employer demand

2020
- EPO ACO
  - Direct contract with F&M Bank and Novartis

2021
- HMO ACO
  - blue trio HMO
  - Expanded to include our Orange County network

Additional Information:
- 7 Founding Health Systems added Providence (2020)
- 60 employer partners and growing
Value-Based Care Partnerships: Aetna Accountable Care Organization (ACO)

Results:

• More than doubled membership from 2019-20
• Reduced ER visits PKPY by 11%
• Reduced high-cost imaging PKPY by 22%
• Reduced Avg. IP length of stay by 18%

Actual Costs Below Target By $22.5 PMPM
Time Period: Jan-Sept. 2020
Boeing Partnership—Direct to Employer (DTE)

Results:

• Implemented January 1, 2017; contract extended through 2023
• Lowered total cost-of-care in 2020, less than 1% increase over the last 2 years
• Reduced ED visits PKPY since 2018 by 27%
• Reduced IP hospital admissions by 30% since 2018
• Out-performed the statewide pharmacy cost trend by 5%

Medical Cost (PMPM)

<table>
<thead>
<tr>
<th>Year</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>$402.16</td>
</tr>
<tr>
<td>2019</td>
<td>$430.78</td>
</tr>
<tr>
<td>2020</td>
<td>$405.07</td>
</tr>
</tbody>
</table>

Data: Boeing ACO Designated + Attributed Population
January-September 2018, 2019, & 2020

Emergency Department Visits (PKPY)

<table>
<thead>
<tr>
<th>Year</th>
<th>Visits</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>127.9</td>
</tr>
<tr>
<td>2019</td>
<td>104.9</td>
</tr>
<tr>
<td>2020</td>
<td>93.0</td>
</tr>
</tbody>
</table>

Data: Boeing ACO Designated + Attributed Population
January-September 2018, 2019, & 2020

California Pharmacy Cost Trend

<table>
<thead>
<tr>
<th>Provider</th>
<th>Cost Trend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-Kaiser</td>
<td>10%</td>
</tr>
<tr>
<td>Kaiser</td>
<td>5%</td>
</tr>
<tr>
<td>MemorialCare ACO</td>
<td>5%</td>
</tr>
</tbody>
</table>

Data: 1) Boeing ACO Designated + Attributed Population
January-September 2018, 2019, & 2020
2) DMHC Pharmacy Cost Report 2019 (2020 unavailable)

Inpatient Admissions (PKPY)

<table>
<thead>
<tr>
<th>Year</th>
<th>Admissions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>36.3</td>
</tr>
<tr>
<td>2019</td>
<td>37.6</td>
</tr>
<tr>
<td>2020</td>
<td>25.3</td>
</tr>
</tbody>
</table>

Data: Boeing ACO Designated + Attributed Population
January-September 2018, 2019, & 2020
New Direct-To-Employer Model

- For self-insured companies with 100+ employees
- Access to high-performance provider network
- Care management to increase quality and reduce utilization of high-cost procedures
- Primary care physician engagement
- TPA for administrative services (Centivo, HealthNow, Others)
- F&M bank effective April 1, 2021
Labcorp Partnerships During COVID-19

Lance Berberian
Chief Information and Technology Officer at Labcorp

April 28, 2021
Labcorp’s Rapid Response to the Pandemic

The fight against COVID-19 requires innovation and collaboration at every turn.

Since March 2020, we have performed >40M PCR tests and have ramped up capacity to 275,000 tests per day.*

We have also performed 4.8M antibody tests and have capacity for 300,000 antibody tests per day*, which will help us explore potential drug treatments, develop vaccines, and support return to life strategies.

Labcorp is a leader in supporting federal, regional, state, and local responses to COVID-19.

We have been working closely with the government, including HHS, the CDC, the FDA, and the White House Coronavirus Task Force to increase test capacity, identify disease trends, and respond to this public health crisis.

*As of April 16, 2021.
A Partnership-Focused Approach

Labcorp is working closely with scientific and industry partners to accelerate research and knowledge.
Supporting the Nation’s Response

Our history and geographical footprint allow Labcorp to support national, regional, state, and local testing and responses.

- Providing public health data and vital guidance to all 50 states and the federal government to inform essential disease mitigation and control activities.
- Working closely with HHS, the CDC, the FDA, and the White House Coronavirus Task Force to increase test capacity, identify disease trends, and respond to this public health crisis.
- Collaborating with CDC’s SPHERES public-private consortium to track the spread.
- Awarded contract from CDC to provide genomic sequencing samples of SARS-CoV-2.
- As part of The Fight Is In Us initiative, Labcorp rose to the government’s call for plasma donations by offering no-charge antibody testing.
Pacific Biosciences Collaboration

**Studying SARS-CoV-2**
- Sequence a large number of SARS-CoV-2 viruses from de-identified positive samples.
- Research sheds light on virus evolution mutations and implications for disease severity and outcomes.
- Partnership supports more informed patient treatment decisions and provides the opportunity to deliver innovative responses.
- Collaboration supports CDC project to track the spread of existing SARS-CoV-2 variants and detects emergence of new variants.
Ciox Health Collaboration

Creating a COVID-19 patient data registry

• Registry houses curated, HIPAA-compliant de-identified data sets to expedite COVID-19 clinical research and analyses.
• Helps researchers better understand and characterize diagnosis and treatments.
• Opportunity for expansion to include leading healthcare providers and other partners, such as state and federal public health organizations.
Adaptive Biotechnologies and Microsoft Collaboration

Decoding the immune response to COVID-19

- Samples collected and de-identified from individuals diagnosed with or recovered from COVID-19.
- Immune cell receptors from the samples are sequenced and mapped to SARS-CoV-2-specific antigens.
- Immune response signature is uploaded to the open data access portal and improved with new samples.
- Differentiated approach helps improve detection, triage patients, and inform vaccine discovery for COVID-19.
American Clinical Laboratory Association (ACLA) Collaboration

An example of partnership

- Labcorp partnered with the ACLA to meet the growing demand for national testing by collaborating and sharing testing capacity with other labs.
If you think we’ve answered the call so far, just wait until you see what is ahead.

- We are constantly innovating to fight against COVID-19.
- Bringing more high-quality test types and collections that improve our response to the pandemic.
- Engagement with global clinical trials.
- Enhanced patient experiences.
Thank you.
About Us

Guardant Health is a leading precision oncology company dedicated to helping conquer cancer through our proprietary blood tests, vast data sets, and advanced analytics.

# of employees
1000

Headquarters
Redwood City, CA

CEO
Helmy Eltoukhy, PhD

Year Founded
2013
Guardant Health in 2021
Transforming the continuum of cancer care

<table>
<thead>
<tr>
<th>Screening</th>
<th>Recurrence Monitoring</th>
<th>Therapy Selection</th>
</tr>
</thead>
<tbody>
<tr>
<td>• ECLIPSE registrational trial on track for enrollment completion in 2021</td>
<td>• Launching Guardant Reveal for use in early-stage colorectal cancer</td>
<td>• Growing pipeline of Guardant360 CDx approvals</td>
</tr>
<tr>
<td>— Colorectal cancer is first indication</td>
<td>• First blood-only test with 7-day TAT</td>
<td>• Expanding use of Guardant360 for tumor profiling, molecular response &amp; longitudinal monitoring</td>
</tr>
<tr>
<td>— More cancer types to follow</td>
<td>• More cancer types to follow</td>
<td>• Launching CGP tissue assay</td>
</tr>
</tbody>
</table>

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CLINICAL DIAGNOSIS  SURGERY  ADJUVANT THERAPY  RECURRENCE  1ST-LINE THERAPY  2ND-LINE THERAPY

LUNAR-2  GUARDANT REVEAL  GUARDANT 360 CDx
Guardant’s InformDB: Clinical-Genomic Research Database

135k+
Patients with Integrated Clinical and Molecular Information

- 60+ Cancer Types
- 2400+ Distinct Cancer Treatments
- 6,000+ Distinct Cancer-Related Procedures
- 15,000+ Patients with >1 G360 Test

Targeted Drug Development  Clinical Trial Optimization  Post-Market Studies
# Accelerating Precision Oncology Development with GuardantINFORM

## Defining Intent-to-Treat Population
- Identifying and characterizing clinically and gnomically defined cohorts ahead of clinical trials

## Characterizing Unmet Medical Need
- Outcomes-based analysis to understand clinical trial-response benchmarking and generation of evidence to support clinical validity claims

## Identifying Patients for Clinical Trials
- Just-in-time oncologist notifications to drive awareness of clinical trials at the point-of-care setting
Characterizing Unmet Need

- Real-world outcomes including time to next treatment (TTNT) and time to discontinuation (TTD) can be measured as proxy indicators of progression-free survival (PFS)

Re-constructed treatment journey of a mNSCLC patient with RET fusion
Characterizing Unmet Need to Support Clinical Trials

- Evaluation of response to SoC treatment can inform endpoint selection and provide benchmark for clinical response.

Kaplan-Meier curve of rwOS since RET fusion detection (month)
Academic/Industry Coalitions
Working together to advance innovation

A well-established industry/academic collaboration to foster better practices for the application of blood-based diagnostic technologies

Improving patient outcomes through collaboration

BloodPAC

Regulatory Interactions
01
Two-way dialogue with regulators on evidentiary needs and inputs

Standard Setting
02
Agreeing best practices across industry groups

Harmonization
03
Lexicon, analytes, data elements

Information Sharing
04
Data commons model