



Accelerating Global Market Penetration by Partnering With Leading Clinical Sequencing Platform Company

Thermo Announcement Conference Call
January 18, 2022

 **ONCOCYTE™**

Where Tomorrow **LIVES**

Forward Looking Statements

Any statements that are not historical fact (including, but not limited to statements that contain words such as “will,” “believes,” “plans,” “anticipates,” “expects,” “estimates,” “may,” and similar expressions) are forward-looking statements. These statements include, among others, those pertaining to the Determa platform strategy, Oncocyte’s plans to decentralize its menu of tests, anticipated revenue impact and market penetration, expected benefits from Oncocyte’s partnership with Thermo Fisher and anticipated regulatory milestones, along with other statements about the future expectations, beliefs, goals, plans, or prospects expressed by management. Forward-looking statements involve risks and uncertainties, including, without limitation, the potential impact of COVID-19 on Oncocyte™ or its subsidiaries’ financial and operational results, risks inherent in the development and/or commercialization of diagnostic tests or products, uncertainty in the results of clinical trials or regulatory approvals, the capacity of Oncocyte’s third-party supplied blood sample analytic system to provide consistent and precise analytic results on a commercial scale, potential interruptions to supply chains, the need and ability to obtain future capital, maintenance of intellectual property rights in all applicable jurisdictions, and the need to obtain third party reimbursement for patients’ use of any diagnostic tests Oncocyte or its subsidiaries commercialize, and risks inherent in strategic transactions such as the potential failure to realize anticipated benefits, legal, regulatory or political changes in the applicable jurisdictions, accounting and quality controls, potential greater than estimated allocations of resources to develop and commercialize technologies, or potential failure to maintain any laboratory accreditation or certification. Actual results may differ materially from the results anticipated in these forward-looking statements and accordingly such statements should be evaluated together with the many uncertainties that affect the business of Oncocyte, particularly those mentioned in the “Risk Factors” and other cautionary statements found in Oncocyte’s Securities and Exchange Commission filings, which are available from the SEC’s website. You are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date on which they were made. Oncocyte undertakes no obligation to update such statements to reflect events that occur or circumstances that exist after the date on which they were made, except as required by law.

Transformational Global Partnership

- **Thermo Fisher Scientific is a global leader in molecular diagnostic testing**
- **Thermo's large global instrument installed base accelerates Determa test adoption across \$5 billion market opportunity**
- **Robust Revenue Share for all new Thermo Fisher tests co-developed over 14-year contract**
- **Double-digit "annuity" revenue share on Thermo Fisher's current tests once regulated by OCX**
- **Thermo's global sales and support minimizes Oncocyte's investment required to expand market**
- **Upon regulatory approval, Oncocyte's 1st 3 years' projected kit revenue exceeds \$100M**

Oncocyte's *Determa* Platform Strategy

Products Deliver Critical Information Throughout the Patient Journey Improving Outcomes and Reducing Costs

Treatment Decision

Should I give
adjuvant chemo?



DETERMA Rx™
Available for Clinical Use

Should I give
targeted therapy?



DETERMA Tx™
Clinical Launch 1H22

Should I give
immunotherapy?



DETERMA IO™
Full Market Clinical Launch 1H22

Patient Monitoring

Is the therapy
working?



DETERMA CNI™
For Research Use Only in
EU
US 1H22

Is the cancer
coming back?



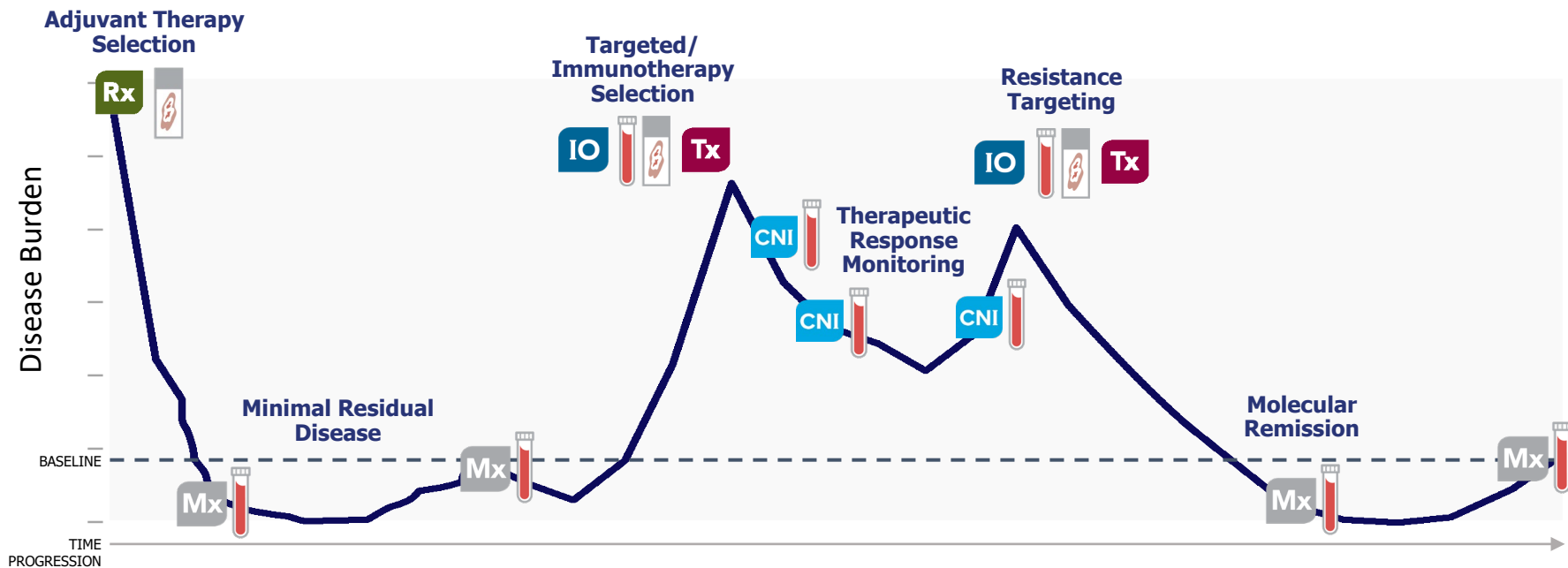
DETERMA Mx™
In Development

Differentiated Tests with **large TAMs (>\$10B)** to Address Unanswered Questions Across **ALL** Stages of Cancer

OCX tests developed in a format that can be sold as regulated kits on an instrument platform to reach global markets

The Emerging Patient Management Paradigm

Transforming a deadly disease to a chronic disorder



Decentralizing OCX's menu will bring better patient management to local pathologists and oncologists to significantly improve result turnaround time and allow shared economics

Rx IO Tx Tissue Diagnostics

Blood Diagnostics CNI Mx Future Product

What Does This Mean for Oncocyte?

**Global channel
partnership with
Leader in Clinical
Molecular Testing**

**\$5B+ annual revenue
opportunity in kitted
Determa Products**

**EU/US regulatory
changes driving need
for IVD/IVD-R Kits vs
Research products**

What Does This Mean for Oncocyte?

Global channel partnership with Leader in Clinical Molecular Testing

- Co-Development, Co-Marketing relationship with large, well-funded global partner
- **Robust Revenue Share for all Thermo Fisher tests co-developed over 14-year contract**
- **Large installed instrument base** in molecular labs in key markets allows rapid uptake of kits
- Global sales and support personnel expands market access globally and **minimizes OCX OpEx**
- **OCX gains first right to develop all Companion Diagnostics (CDx) projects sold by Thermo Fisher on 500 gene panel which brings solid OCX revenues for each project**

What Does This Mean for Oncocyte?

Significant annual revenue potential for OCX upon approval of kitted Determa Products

- Provides large growing global installed instrument base and sales channel for OCX's Determa product line
- Combines Determa Kits with current Thermo Fisher Oncology offering to provide complete patient management locally
- **Upon FDA/IVD-R Regulatory Clearance, first 3 years' projected cumulative kit revenue sales for OCX on current install base >\$100M**

What Does This Mean for Oncocyte?

EU regulatory changes driving need for IVD/IVD-R Kits vs research use only “Home Brew” products

- **Provides regulated instrument platform for DetermaIO and DetermaCNI sales in EU starting in 2023**
- OCX becomes a trusted partner to help Thermo Fisher complete regulatory process for their current tests alongside DetermaIO/DetermaCNI Development
- **Provides solid double-digit revenue share back to OCX for regulated test development of current Thermo Fisher tests providing “annuity” revenue stream for OCX based on Thermo Fisher kit sales**

Why Thermo Fisher and Genexus Instrument?

Aligned on serving patients and the community

Global leader in molecular testing and engineering

Genexus instrument designed to democratize academic level care

Why Thermo Fisher and Genexus Instrument?

Aligned on serving patients and the community

- OCX begins every business decision with the impact on patient care
- **Thermo Fisher is the only sequencing company to invest heavily in development of an easy-to-use, walk away sequencing system that can be used in community setting pathology labs**
- Together we can deliver important tests to regional cancer centers for local care
- **Decentralization of complex cancer tests allows for better turnaround time of important tests and allows community hospitals and pathologists to participate in the reimbursement economics**

Why Thermo Fisher and Genexus Instrument?

Global leader in molecular testing and engineering

- Large Install Base in Clinical Sequencing today, expansion of placements expected with Genexus
- **Thermo Fisher is a *World Leader* in molecular test kit manufacturing...OCX benefits from scale**
- **OCX gains access to leading service and support infrastructure**
- Regulatory experience complements OCX's and minimizes risk of development of IVD-R kits

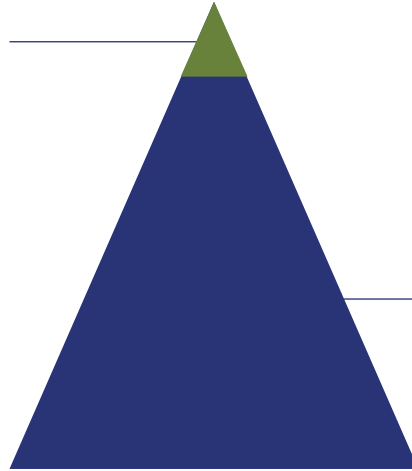
Why Thermo Fisher and Genexus Instrument?

Genexus instrument designed to democratize academic level care

- **First (and, today, the only) Fully Automated NGS instrument that can be used in regional and community cancer centers**
- Best-in-class sample input requirements, turnaround time and ease of use
- **OCX benefits from over \$100M Thermo Fisher investment on instrument and chemistry technology** development that allows for cost effective, low sample input and rapid turnaround time

Current Molecular Profiling is Centralized but >80% of Cancer Patients are in the Community Setting

Current MolDx platforms have failed to penetrate beyond the top of the market in oncology



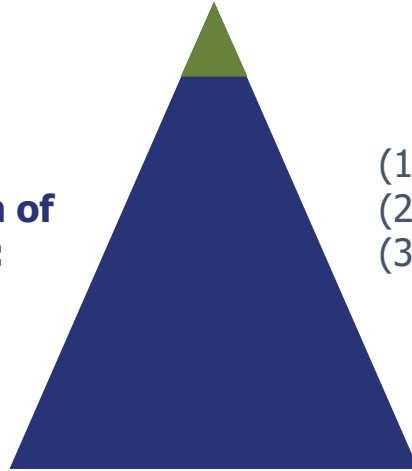
80%+ of cancer patients enter the system via regional care

Significant portion of current volume for large cancer labs (FMI, GH, Caris, Tempus) comes from our market opportunity

Decentralizing Clinical Sequencing Opens Revenue Streams to Pathology Labs and Oncocyte/Thermo Fisher in US and EU

Current Molecular Profiling is Centralized but >80% of Cancer Patients are in the Community Setting

Three hurdles have limited the adoption of NGS in the local lab:

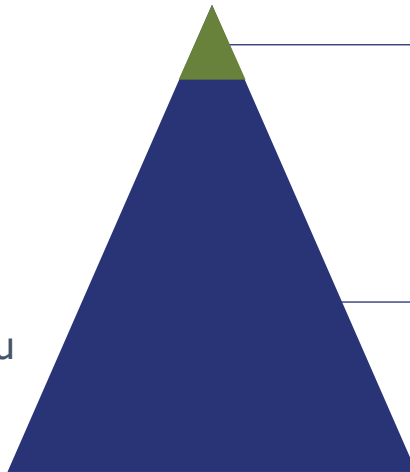


- (1) Instrument Complexity
- (2) Sample Economics Owned by Large Labs
- (3) No Regulated Test Menu

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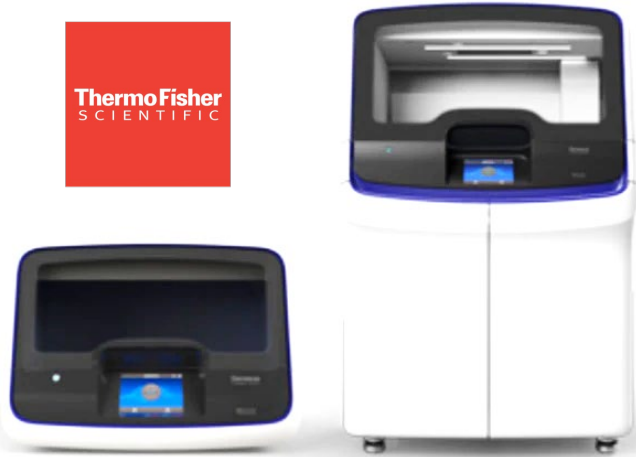
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Genexus Platform Transforms Sequencing Testing Market

Ease of Use and Expanded Menu from OCX Delivers Testing Capability to Community Setting



Decentralization Allows Local Labs to Compete...Keep Patient Samples Local and Participate in Economics

- ✓ **Rapid testing** results obtained in a single day from specimen to report
- ✓ **Easy to Use:** less than 20 minutes of tech time
- ✓ **Assay and throughput flexibility** facilitated by strips and multi-lane sequencing chip means better economics for labs
- ✓ **Patented AmpliSeq Chemistry** allows for conservation of precious tissue for Pathology to complete all diagnostic requirements

Automation and 24-Hour Test Turn Around Time Meets Needs of Community Labs and Treating Physicians

Two touchpoints, <20 minutes hands on time and 1-day easy NGS workflow

ThermoFisher
SCIENTIFIC

Touch Point 1



- 1 Nucleic Acid (NA) Extraction
- 2 NA quantification
- 3 Sequencing sample plate preparation
- 4 Storage NA plate preparation

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Touch Point 2



- 1 Library preparation
- 2 Templating
- 3 Sequencing
- 4 Analysis



Automation and 24-Hour Test Turn Around Time Meets Needs of Community Labs and Treating Physicians

Two touchpoints, <20 minutes hands on time and 1-day easy NGS workflow

Touch Point 1



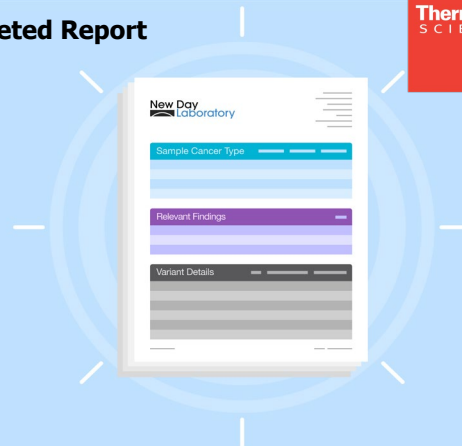
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Touch Point 2



- 1 Library preparation
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Completed Report



ThermoFisher
SCIENTIFIC

Genexus can Bring the Entire Determa Menu to Local Pathology Labs

Treatment Decision



DETERMA **Rx**™



DETERMA **Tx**™



DETERMA **IO**™

Patient Monitoring



DETERMA **CNI**™



DETERMA **Mx**™

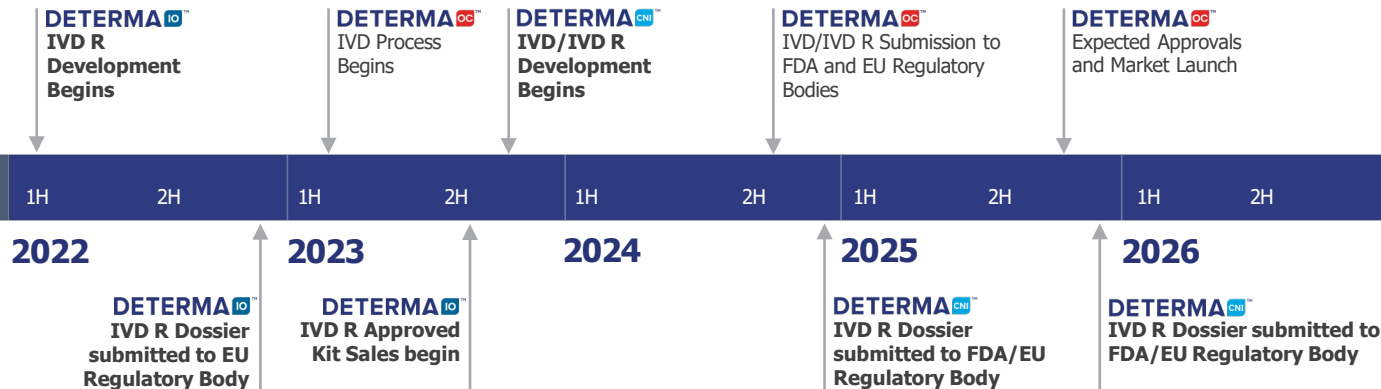
Genexus Helps Oncocyte Penetrate Large Decentralized Market Opportunity

Product	Annual Test Opportunity	Annualized Revenue Opportunity**
DETERMA OC™	2M	\$1B
DETERMA IO™	2M	\$1.7B
DETERMA CNI™	6M	\$4.2B
DETERMA Rx™	100K	\$70M
DETERMA Mx™	6M	\$3.0B

- **Determa tests cover all questions local pathologists must answer for oncologists to manage patient locally**
- Breadth of Oncocyte’s menu allows for instrument cost amortization across lower volume centers
- **Leveraging Thermo Fisher’s Global Channel opens large revenue opportunities for Determa Product Revenue as kits**
- DetermaTx will be marketed on platform as DetermaOC for “Oncomine Comprehensive” panel

** Global Kit TAM

Key Milestones and Regulatory Approval Goals



DETERMA^{OC}™ is the new brand name for the jointly developed large comprehensive test which will go through regulatory approval and be sold by Thermo Fisher on Genexus in US and EU

Thank You

 **ONCOCYTE™**

