Personalis®

Leading the NeXT Generation of Cancer Testing

Investor Presentation

November 2024

Forward-Looking Statements

This presentation and the accompanying oral presentation contain forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact contained in this presentation, including statements as to future results of operations, financial condition, business strategy, plans, and objectives of management for future operations of Personalis, Inc. ("Personalis" or the "Company"), future market sizes, potential success of personalized cancer therapies and other drugs, the developing and potential competitive landscape for genomic sequencing platforms, performance and sensitivity of NeXT Personal and competing MRD offerings, the anticipated exercise by the VA MVP of each of its four one-year renewal option periods after the one-year base period, the strength of the Company's intellectual property, and others, are forward-looking statements. These statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Because forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified and some of which are beyond our control, you should not rely on these forward-looking statements as predictions of future events. For a further description of the risks and uncertainties that could cause actual results to differ from those anticipated in these forward-looking statements, as well as risks relating to the Company's business in general, please refer to Personalis' filings with the SEC, including in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of the Company's most recently filed Quarterly Report on Form 10-Q for the quarter ended September 30, 2024, and any current and periodic reports filed thereafter and in the documents incorporated by reference therein.

In some cases, you can identify forward-looking statements because they contain words such as "anticipate," "believe," "contemplate," "continue," "could," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "project," "should," "target," "will," or "would," or the negative of these words or other similar terms or expressions. These statements are only predictions. Personalis has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that it believes may affect its business, financial condition and results of operations. The events and circumstances reflected in these forward-looking statements may not be achieved or occur and actual results could differ materially from those projected in the forward-looking statements. Also, these forward-looking statements represent the Company's estimates and assumptions only as of the date of this presentation. The Company assumes no obligation to update any forward-looking statements after the date of this presentation, except as required by law.

This presentation also contains estimates and information concerning the Company's industry and business, including estimated market size, projected growth rates of the markets in which Personalis participates, indicative pricing for the Company's products and the prevalence of certain medical conditions. These data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. The Company has not independently verified the statistical and other industry data generated by independent parties and contained in this presentation and, accordingly, cannot guarantee their accuracy or completeness. In addition, projections, assumptions and estimates of its future performance and the future performance of the industries in which the Company operates are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in the estimates made by the independent parties and by Personalis.

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Who we are: Leaders in early recurrence detection for cancer survivors

PERSONALIS FAST FACTS

2011	40+	475K+	100K	100+
YEAR FOUNDED	ISSUED PATENTS	HUMAN SAMPLES SEQUENCED	SQ FT OF LAB & OFFICE FACILITIES	PUBLICATIONS & POSTERS

50+

BIOPHARMA PARTNERS

CLIA / CAP / NYSDOH / ISO 13485

QMS & REGULATORY CREDENTIALS

Personalis is permitted by NYS. The NeXT Dx® test is under review with NYS.

OUR INDUSTRY LEADERSHIP

CLINICAL

Advancing MRD Tracking & Therapy Selection

Our highly sensitive MRD test is designed to detect recurrence earlier than ever before and monitor cancer evolution with a single platform.

BIOPHARMA

Enabling Drug Success

Our proprietary tests and algorithms can enhance patient stratification and clinical trial success for biopharma partners.

PCV / INT

Personalizing Cancer Vaccines

Our engine powers individualized neoantigen therapy design and enables patient-specific monitoring of therapy response.

Strong 2024 Financial Results; Clinical Business Establishment and Execution for Long-Term Growth

Q3-2024 Key Financial Updates

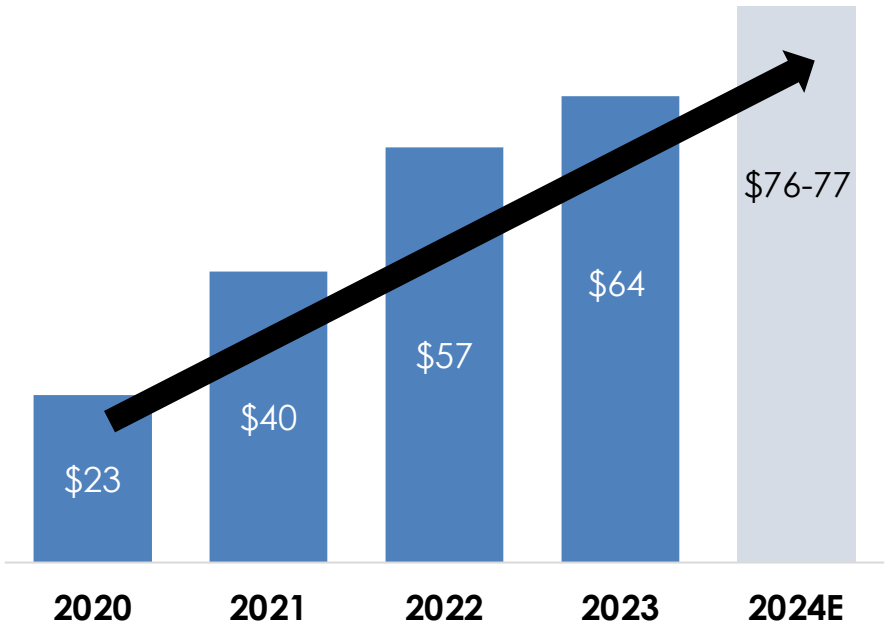
- Total revenue of **$25.7M** (+41% YoY)
  - **Exceeded** Q3 guidance of $21-22M
  - **Raised** full year guidance to $83-84M
- **Expanded** gross margins to **34%** Y/Y from 19% with product cost reductions and volume leverage
- **Extended cash runway** into 1H-2027
  - Ending **cash of ~$144M** as of September 30, 2024
  - **Raised ~$62M**, net of expenses from Tempus and ATM program

2024 Key Business Accomplishments

- ✓ **Delivered 945 molecular tests in Q3-2024, up 68% Q/Q;** Launched NPDx commercially with Tempus in June'24
- ✓ Presented compelling **early-stage breast** cancer clinical **MRD data** with Royal Marsden at ASCO; NeXT Personal detected cancer ~15 months before imaging
- ✓ Received **Medicare coverage** for NeXT Dx (2024)
- ✓ Completed **IP cross-license with Myriad** (MRD)
- ✓ **Settled IP lawsuit with Foresight Diagnostics** whereby Foresight agreed to license Personalis' MRD patents

Driving Strong, Capital-Efficient Oncology Growth

Excludes revenue from the VA MVP



	2020	2021	2022	2023	2024E
Gross Profit ($M)[3]	20	32	13	18	
Operating Expenses ($M)[3]	(62)	(97)	(129)	(128)	
Net Loss ($M)[3]	(41)	(65)	(113)	(108)	(85)[4]

Building a Capital-Efficient Model with a Low-Cost Foundation

$53-55M

Reducing 2024 estimated cash usage to lower levels of $53-55M from higher revenue / gross profit dollars and expense control

~$62M

Raised ~$62M net of expenses in Q3 through Tempus financing + ATM

~$144M

Total cash[1] with no debt[2] offers ~2.5 years of cash runway into 1H-2027, significantly beyond timing of reimbursement milestone

Notes: 1. Includes cash, cash equivalents and short-term investments as of June 30, 2024
2. Excludes equipment and software loans
3. Based on total company business
4. Includes ~$18 million of net, non-cash expense from the warrants issued to Tempus

2024-25 Are The Years We Expect to Realize High Strategic Value

Key Milestones

- Generate additional clinical evidence for MRD with NeXT Personal in three key indications (lung, breast, and immunotherapy (IO) monitoring) through KOL collaborations
- Prepare and submit manuscripts to leading peer-reviewed oncology journals for key indications and submit for Medicare reimbursement once accepted for publication; targeting NeXT Personal Dx coverage for two programs in 2025
- Leverage commercial partnership with Tempus to accelerate NeXT Personal Dx volume ramp-up while minimizing sales & marketing investment needed
- Leverage biopharma relationships to accelerate adoption of NeXT Personal in clinical trials
- Continue management of operating expenses to extend cash runway

NeXT Personal® Dx

Next Generation Ultra-Sensitive MRD Testing

A cancer patient's journey is filled with uncertainty…

- How serious is my cancer?
- Is my cancer treatment working?
- Is my cancer gone?
- If my cancer comes back, will I catch it in time?

… and existing options don't provide confidence

- Tumors aren't always detectable by imaging
- Imaging can be non-specific
- Time, cost and radiation can limit frequent use
- Blood tests alone may have limited sensitivity

The ultra-sensitivity of NeXT Personal Dx is expected to provide a solution for these difficult-to-address indications

Entering the Next Generation of Ultra-Sensitive MRD Testing

NeXT Personal® Dx

Creating A Better Management Paradigm For Cancer Patients

- NeXT Personal Dx LDT for MRD **launched October 2023**
- **Higher sensitivity, personalized, tumor-informed assay** designed to aid decision making throughout the cancer journey
- Generating clinical evidence in **historically difficult-to-address cancers**: early-stage lung and breast
- **Ultra-sensitivity** enables NeXT Personal to **detect cancer earlier**
- Detects cancer down to ~**1 part per million – offers up to10x-100x greater sensitivity** than other options, with 99.9%+ specificity
- **Extensive** longitudinal disease monitoring insights
- **Strong economic model** – with goal of 60%+ gross margins at scale

Unique Features of NeXT Personal

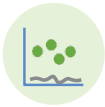

Whole Genome Sequencing


Large Personalized Panel (Up to ~1,800 Variants)


Ultra-sensitive MRD Performance


Assay Multifunctionality


Low Sample Input Requirements


Advanced Error Suppression

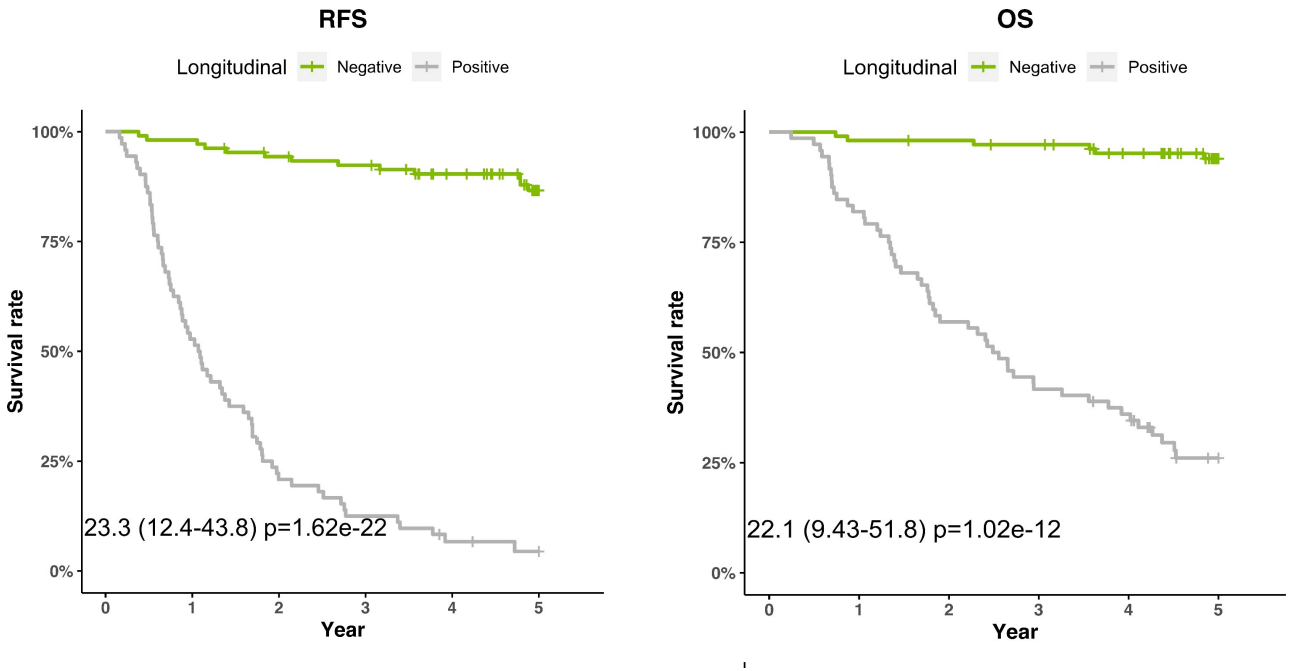
Demonstrating Landmark Performance with TRACERx Data

Preliminary Data Highlights Promise of Ultra-Sensitive Approach for Post-Operative Disease Stratification

Surgery +/- Adjuvant → Recurrence on Imaging

331 days median lead time to recurrence NeXT Personal® Dx [1]

228 days *(Abbosh '23)*[1]



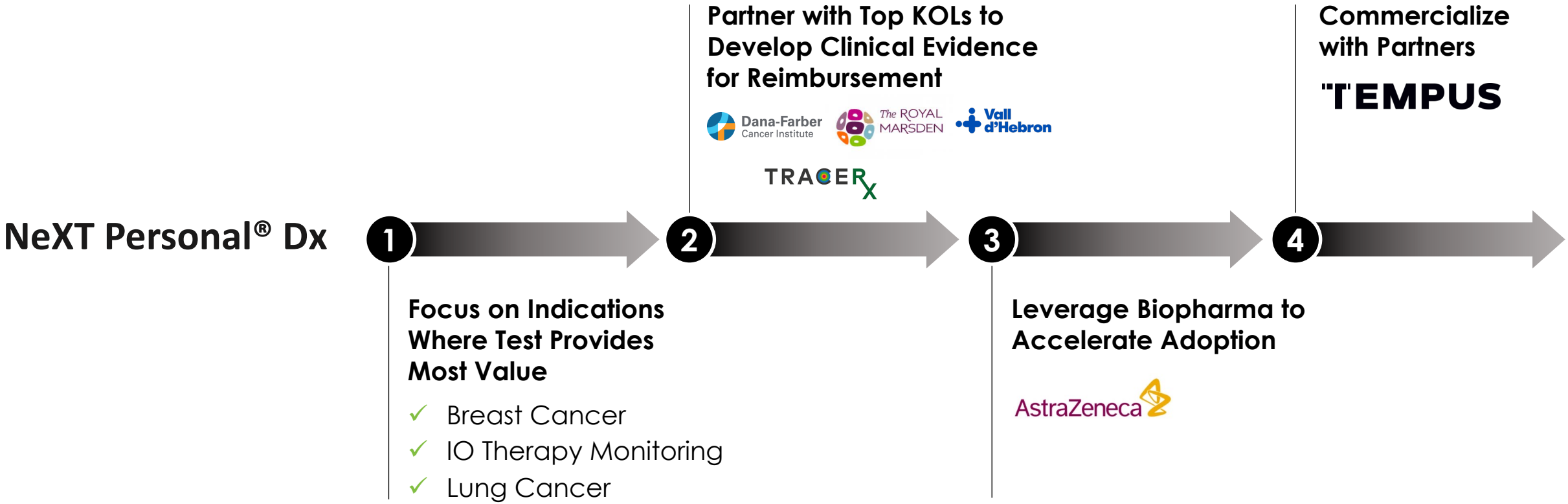
- ✓ **Best overall landmark performance** to date in TRACERx early-stage lung cancer cohort
- ✓ **Higher sensitivity – up to 4x higher** in stage 1 LUAD than other liquid biopsy assays analyzed by TRACERx
- ✓ **Early detection** of lung cancer recurrence – **6 to 11 months ahead** of standard imaging and significantly ahead of other assays
- ✓ Identification of **low and high recurrence risk** patients which could lead to improved therapy decisions
- ✓ **Predictive of 5-year RFS and OS**

Source: ESMO 2023 TRACERx proferred talk

1. Lead times are for landmark-positive patients

Capital-Efficient Strategy to Commercialize NeXT Personal Dx

First-in-class, ultra-sensitive MRD test poised to capture share in a $20B+[(1)] market

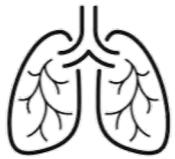


1. Source: American Cancer Society *Cancer Facts & Figures 2020, U.S. National Library of Medicine, ClinicalTrials.gov January 2019, Cancer Statistics, 2019,* and internal estimates.

1 Strategic Indication Selection Focused on Cancers Where Ultra-Sensitivity Brings the Most Value

NeXT Personal® Dx's sensitivity (up to 10x-100x greater analytical sensitivity - ~1 part per million) unlocks opportunity to address recurrence earlier and to guide treatment decisions better than current standard of care for difficult-to-address cancers

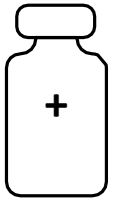
Early-Stage Setting



Early-Stage Lung (i.e., adenocarcinoma)

Early-Stage Breast (i.e., ER+, HER2+, TNBC)

Late-Stage Setting



Immunotherapy Monitoring

Future Applicability

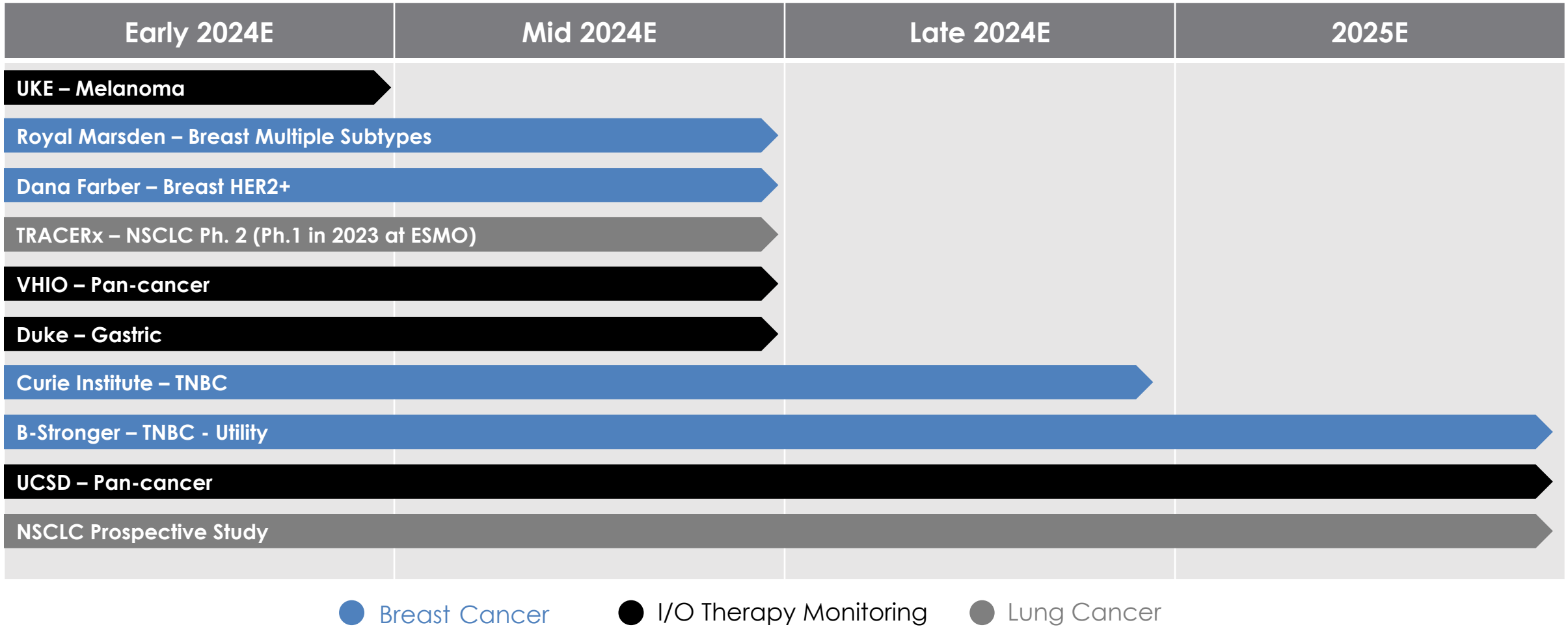
Additional solid tumor types with an adjuvant strategy

Initial indication selection focused on cancers with low tumor mutational burden and shedding into blood

Capital efficient strategy unlocks ~$20B+[1] market

1. Source: American Cancer Society *Cancer Facts & Figures 2020, U.S. National Library of Medicine, ClinicalTrials.gov January 2019, Cancer Statistics, 2019,* and internal estimates.

2 2024 is a Key Year for Clinical Evidence Generation



Timing reflects when company submission of data occurs or abstracts presented at conferences

3 Deep Experience in Biopharma Accelerates NeXT Personal Adoption By Establishing Clinical Utility

Key Biopharma Players Leverage Our Core Platform Today

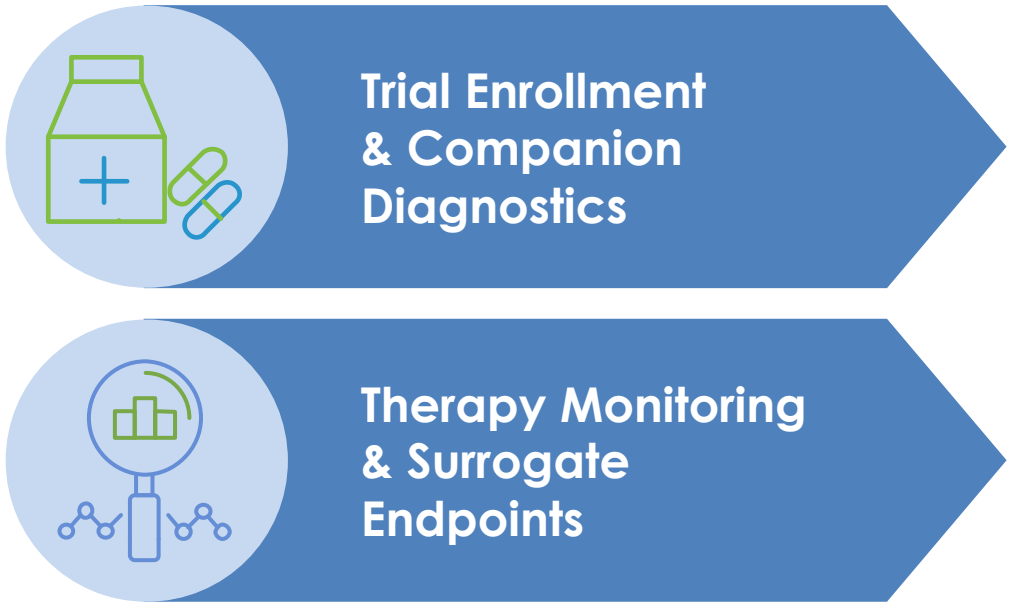
16 of Top 20 Pharma

15 Immuno-Oncology

14 Targeted Therapy

17 Cell Therapy

18 Personalized Cancer Vaccine



NeXT Personal® provides ultra-sensitive results and enables multiple opportunities to enhance clinical trial success

Strong QMS and regulatory credentials – CLIA / CAP, ISO, NY State, and FDA at exome scale

3 Personalizing Cancer Vaccines Provides Tremendous Upside

ImmunoID NeXT®

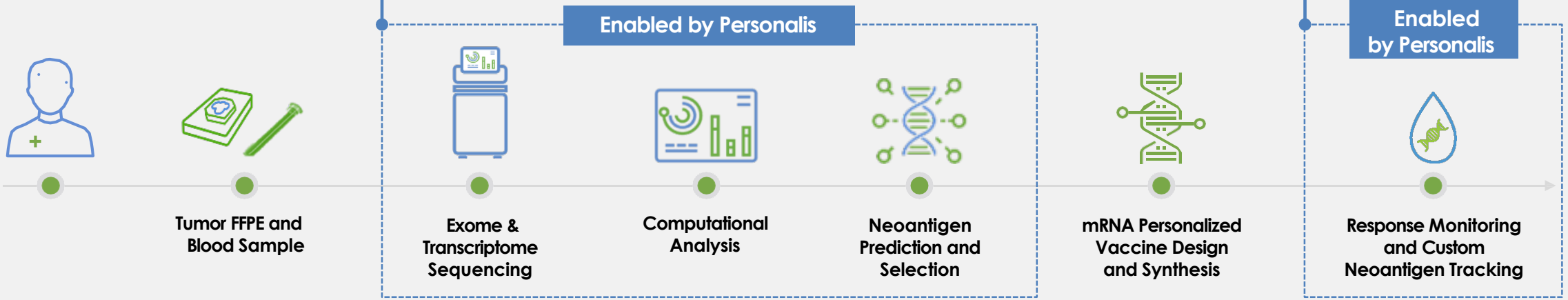
Building Personalized Therapies

Powers personalized vaccine design

NeXT Personal®

Monitoring Therapy Response

Enables patient-specific monitoring



Legacy of partnering with 18 Personalized Cancer Vaccine biotech companies

4 Tempus Partnership: Capital-Efficient Way to Drive Accelerated Growth and Adoption of NeXT Personal for MRD

NeXT Personal® Dx

+

TEMPUS

"We believe that monitoring cancer recurrence is an important emerging development that has the potential to transform the way cancer is managed and ***Tempus is excited to bring this best-in-class tumor-informed test to oncologists to complement our existing tumor naïve MRD strategy****."*

– Eric Lefkofsky, Founder and CEO of Tempus

- **Tempus, a leader in artificial intelligence and precision medicine, has selected NeXT Personal Dx as its MRD test of choice**
- **Leverage Tempus' leading sales channel to co-commercialize "best-in-class" tumor-informed test, NeXT Personal Dx, and accelerate growth**
- **Personalis to obtain reimbursement and invoice health insurance payors**
- **Attractive economics:**
  - Up to $12M in non-dilutive financing to fund clinical development
  - Personalis pays Tempus for fair-market value of sales & marketing, which has a lower cost than building internally
  - After successful partnership launch, Tempus invested additional $35M net of expenses, in Personalis common stock

Leveraging Core IP and Proven Executional Strengths to Drive Continued Oncology Platform Growth

>475,000 human samples & >180,000 human genomes

sequenced to date

Scaling operations for clinical testing and biopharma

including with laboratory automation to drive margin expansion

Differentiated QMS and regulatory credentials

CLIA / CAP, ISO, NY State[1] & FDA[2] - all at exome scale

Intellectual property protection

including 30 issued U.S. and 16 issued foreign patents

1. We maintain a current license with the New York State Department of Health for our laboratory
2. We have filed a Device Master File with the FDA

2024 is Expected to be a Key Value Inflection Point for Personalis

Core business poised to deliver strong growth across MRD and biopharma

First-in-class ultra-sensitive MRD test offers unique opportunity to capture share in a $20B+[1] market

Significant growth opportunity and early traction in personalized cancer vaccines

Capital-efficient execution model focused on success of high-priority initiatives

1. Source: American Cancer Society *Cancer Facts & Figures 2020, U.S. National Library of Medicine, ClinicalTrials.gov January 2019, Cancer Statistics, 2019,* and internal estimates.

Personalis®

Thank You!