Advanced Genomics Platform for Next-Generation Cancer Therapies

Personalis®

Investor Presentation

June 2019

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, future market sizes, potential success of personalized cancer therapies and other drugs, the developing and potential competitive landscape for genomic sequencing platforms, 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. These forward-looking statements are subject to risks and uncertainties, including those discussed in Personalis' filings with the Securities and Exchange Commission (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 periodic report on Form 10-Q and subsequent filings 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. 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.

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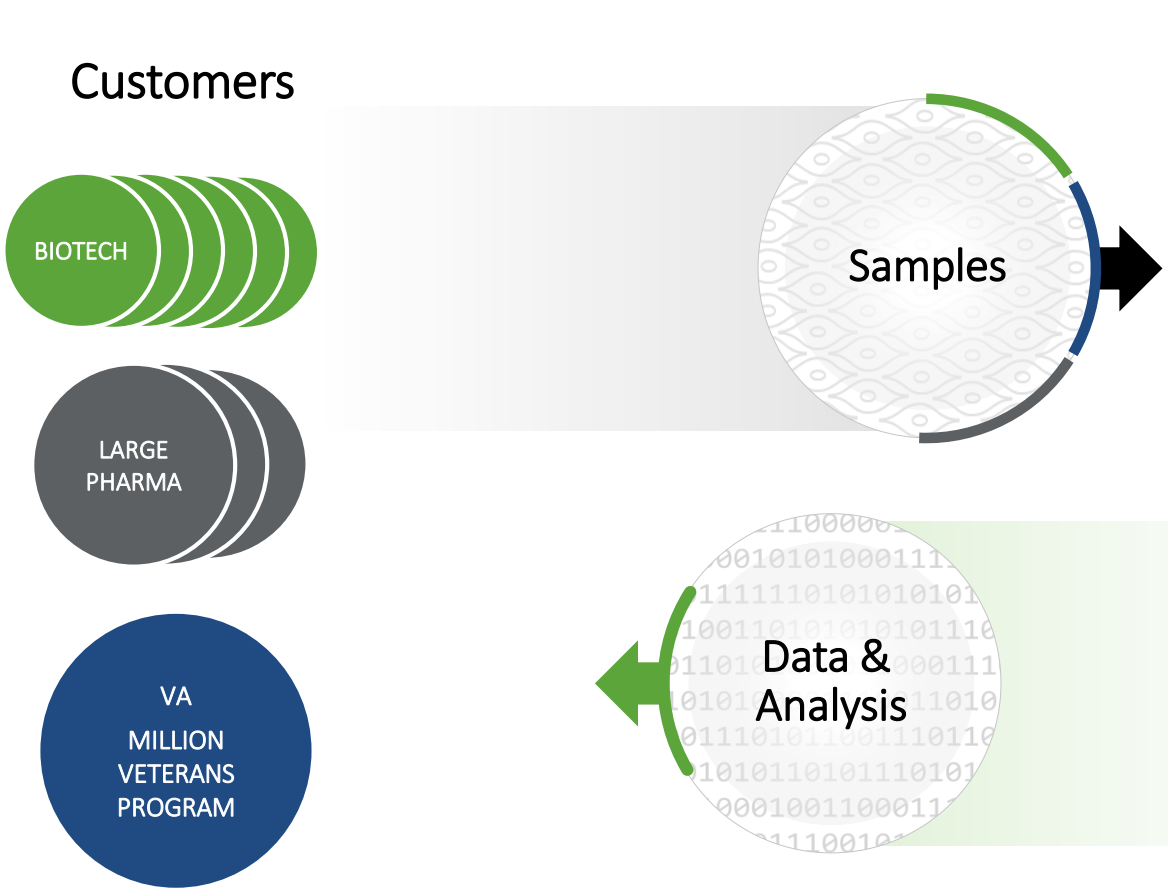
Cancer drug development is increasingly about data…

… and Personalis is positioned to be a key part of that ecosystem

Personalis Provides Proprietary Genomic Information to Customers

Efforts to develop better cancer drugs increase demand for genomic information



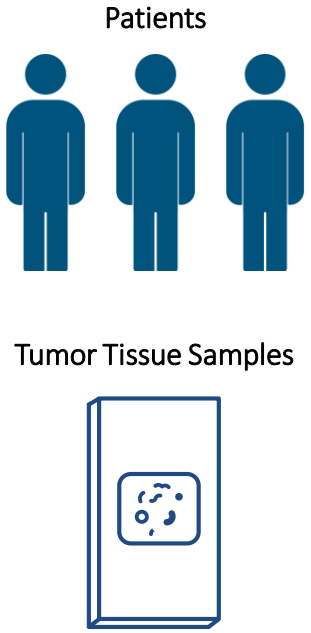
Personalis®

- Proprietary Sample Prep & Chemistry
- Proprietary Sequencing Methods
- Machine Learning and Analytics

Note: Personalis has over 45 Biopharmaceutical Customers. Not all are represented here.

Personalis is Transforming the Development of Next-Generation Cancer Therapies

Providing biopharma with more comprehensive molecular data about patient tumors



Comprehensive Molecular Data

~20,000

TUMOR GENES + IMMUNE SYSTEM

Biopharma First Model

45+

BIOPHARMA CUSTOMERS
NO REIMBURSEMENT

Rapid Growth

2018 REVENUE: **$37.8MM** (+302% YoY)
1Q'19 REVENUE: **$14.1MM** (+238% YoY)

WITH CAPITAL EFFICIENT BUSINESS MODEL

Large Market

$5 billion

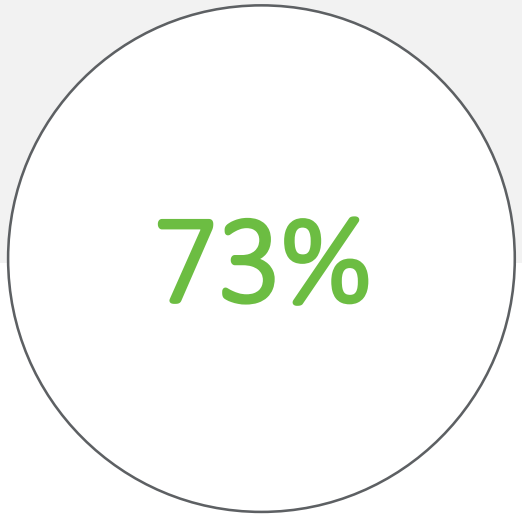
ESTIMATED INITIAL TAM WITH BIOPHARMA CUSTOMERS[1]

Biopharma Customers are Using Molecular Data to Address a Large Opportunity

Significant End Market

Annual spend on cancer therapies and supportive care drugs for cancer[1]

Biopharma is Committed



Oncology therapeutics in development rely on biomarker data[2]

Benefits are Promising

Increase in probability of success (Phase 1 → Approval) for therapies with biomarkers across all therapeutic types[3]

Personalis is Purpose-Built for Biopharma

Our comprehensive solution represents the next step in biopharmaceutical research

Animal Models

Human Tissue

~50-500 gene panels (sequencing)

Hotspot genetic tests (e.g. EGFR)

Radiology & histopathology

Translational research with animal models

Clinical outcomes & basic blood tests

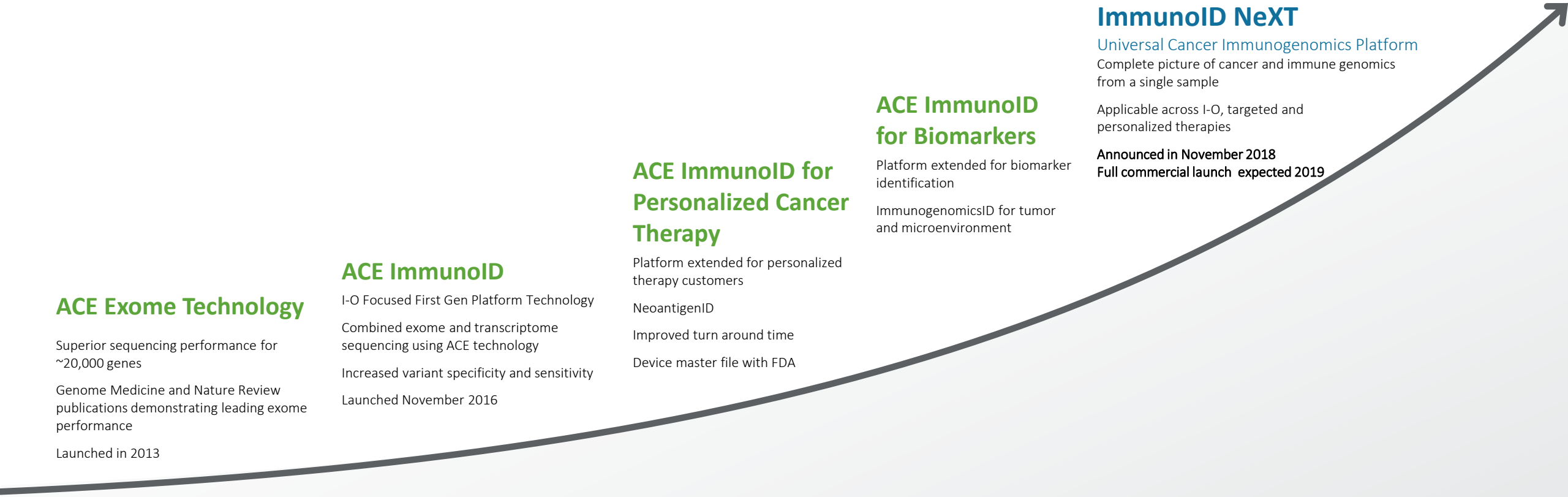
Comprehensive solution built for Biopharmaceutical Companies

Diagnostics repurposed for research

Meet reimbursement requirements but limit new discovery

Personalis®

Platform Leadership Over Generations of Innovation



ACE Exome Technology

Superior sequencing performance for ~20,000 genes

Genome Medicine and Nature Review publications demonstrating leading exome performance

Launched in 2013

ACE ImmunoID

I-O Focused First Gen Platform Technology

Combined exome and transcriptome sequencing using ACE technology

Increased variant specificity and sensitivity

Launched November 2016

ACE ImmunoID for Personalized Cancer Therapy

Platform extended for personalized therapy customers

NeoantigenID

Improved turn around time

Device master file with FDA

ACE ImmunoID for Biomarkers

Platform extended for biomarker identification

ImmunogenomicsID for tumor and microenvironment

ImmunoID NeXT

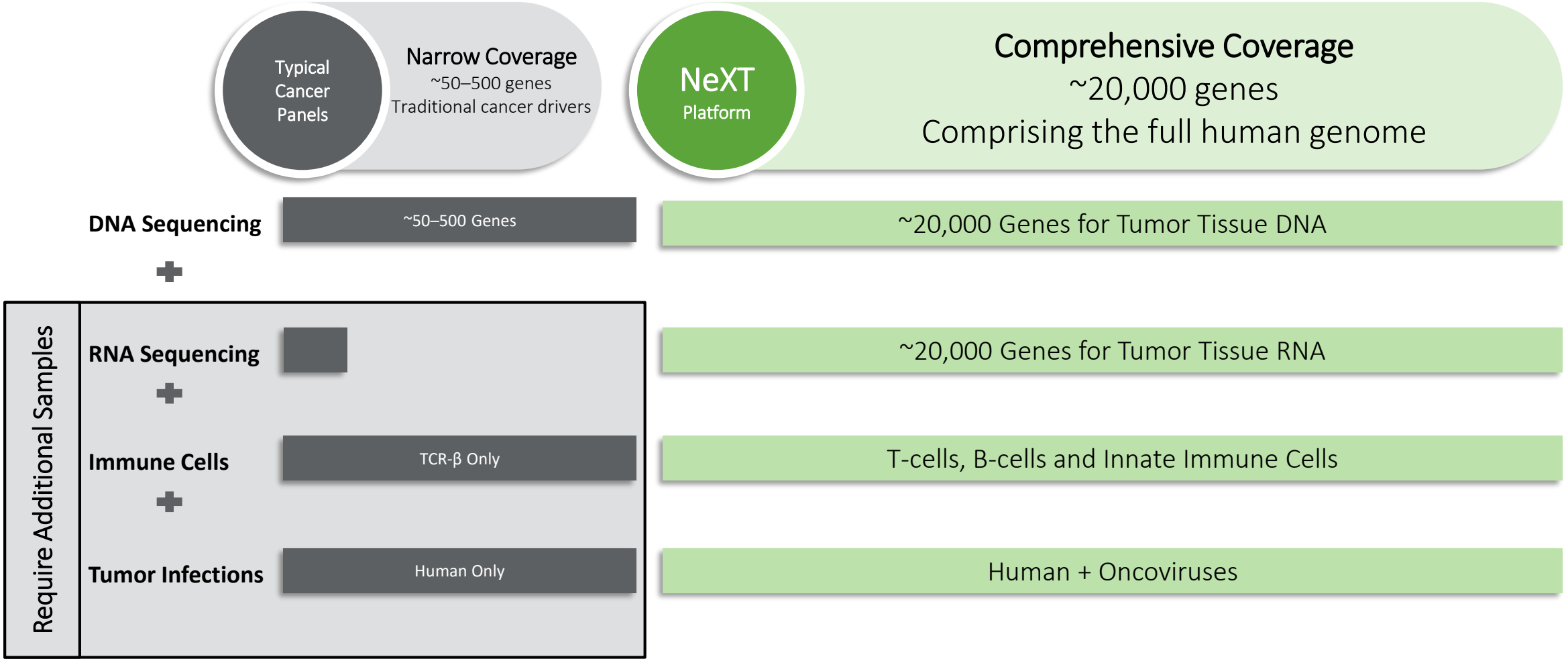
Universal Cancer Immunogenomics Platform

Complete picture of cancer and immune genomics from a single sample

Applicable across I-O, targeted and personalized therapies

Announced in November 2018
Full commercial launch expected 2019

Diagnostic Panels Utilize Human Tissue But Aren't Comprehensive



Proprietary Platform Maximizes Insights from a Single Sample

Patient Tumor Samples Are Often Extremely Limited

Traditional Process

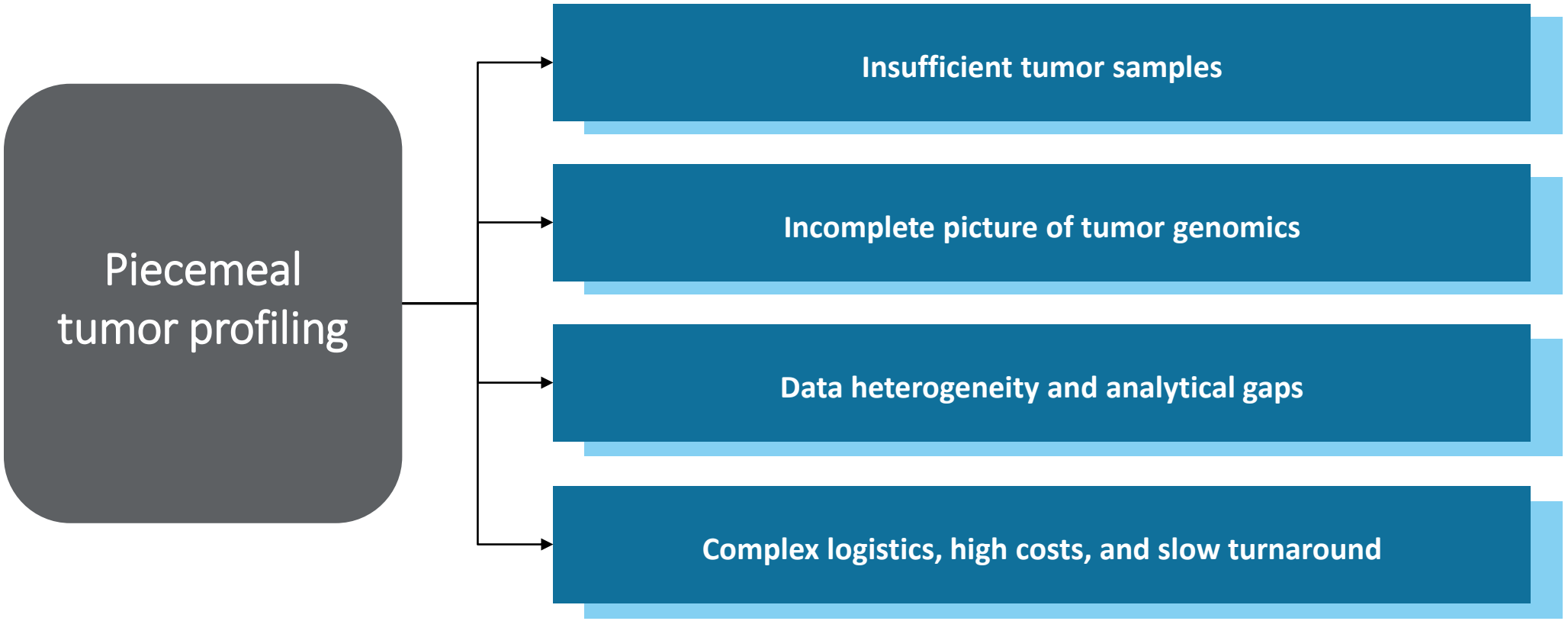
Multiple Samples | Multiple Vendors | Multiple Assays

- Targeted Therapy Panel (often 50 to 500 genes)
- ~~Neoantigen Identification from Exome~~
- ~~Expression Data from Array~~
- ~~TCR / Immune Cell Repertoire~~
- ~~MSI-Testing~~
- ~~Oncoviral Testing~~
- ~~Remaining Sample, if any, Sent to Discovery and Translational Teams~~
- HLA-Testing

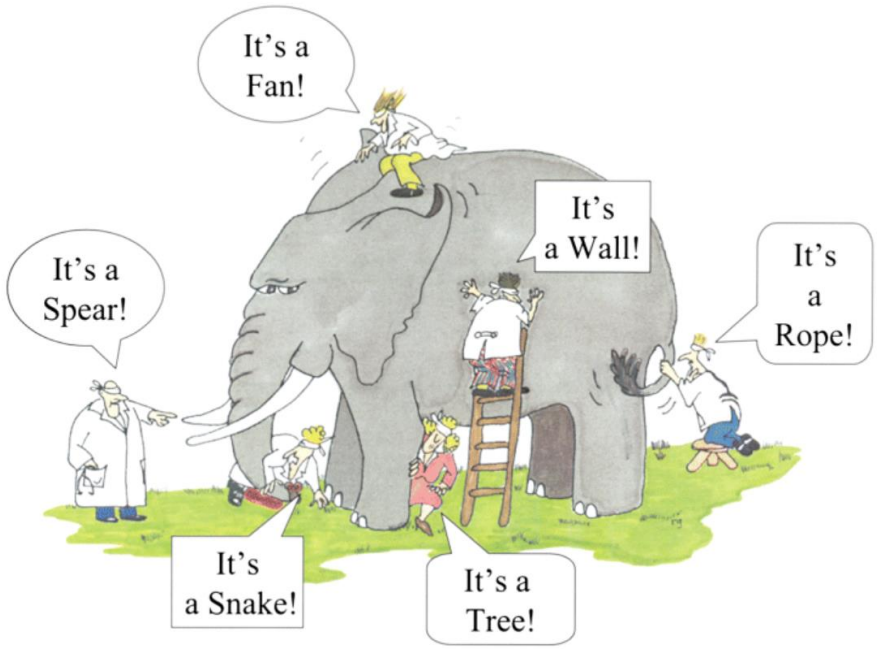
Personalis®

Comprehensive Data with a Limited Sample
Higher Success Rate and Lower Costs

Patching Together a Profiling Solution with Multiple Offerings is Challenging…



…Leading to an Incomplete Picture of Cancer and Low Rates of Success



Viewing a singular aspect of tumor biology limits conclusions

5.1%

The likelihood of FDA approval from Phase I clinical trial for oncology developmental candidates[1]

Proprietary Assay and Analytics for the Many Elements of Tumor Biology

ImmunoID NeXT

	DNA & RNA Coverage over 20,000 genes	Neoantigens	Tumor Escape & Immuno-modulators	HLA Type & Mutations	Immune Repertoire	MSI	Oncoviruses	Immunocellular Deconvolution	Diagnostic Report
Proprietary Assay & Content	ACE assay technology enhances accuracy	ACE assay technology Proprietary mass spec data	ACE assay technology	Proprietary design to enhance accuracy	Proprietary design boosts CDR3	Enhancement in MSI regions not covered by exomes	Proprietary design	Proprietary RNA signatures*	Boost >1000X in clinical footprint for clinical grade coverage
Proprietary Analytics & Validation	Validated analytics for DNA and RNA mutations True TMB	Proprietary neural networks	Integrated DNA & RNA analytics	Validated high accuracy algorithms	Analytics for TCR and BCR	Both canonical and exome based MSI computation Clinical validation*	Sensitive and specific detection*	Immune cell signature scores*	Clinically validated analytics and reporting*

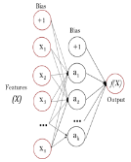
Personalis customers can select features of the platform to meet their particular needs. An * denotes next-generation feature in development.

Differentiated Analytics Driven by Proprietary Content

Engineered cell lines train neural networks to make predictions

Genetically engineered cell lines

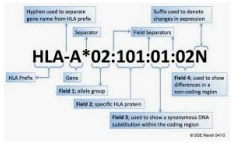
Mass spectrometry

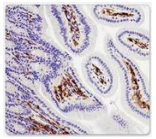


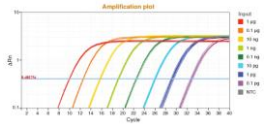
Neural networks

Neantigen prediction

Sequencing approach validated with orthogonal technologies







HLA, IHC, QPCR…

Foundation for regulatory compliance

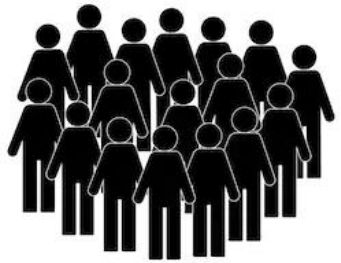
Clinical & research collaborations

INOVA

PARKER INSTITUTE for CANCER IMMUNOTHERAPY

Demonstrate clinical utility of the platform

Growing database from patient samples

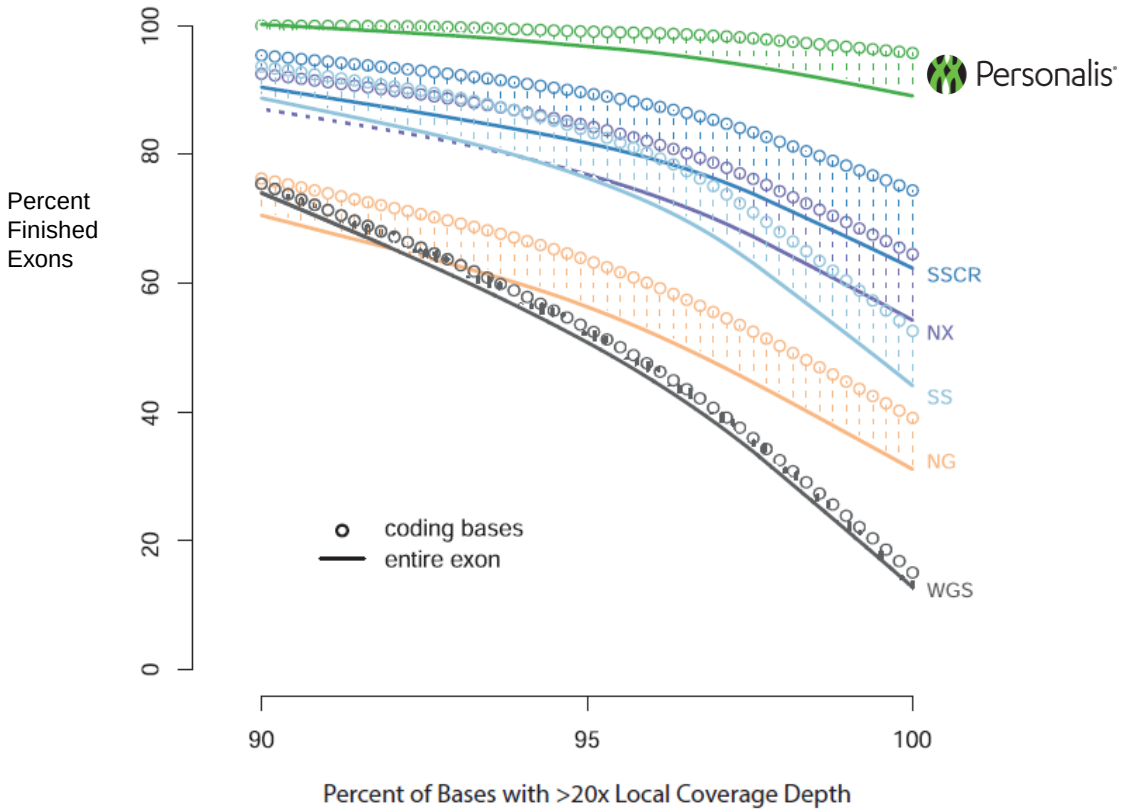


Provides customer with additional information and opportunity for discovery of unique drug targets

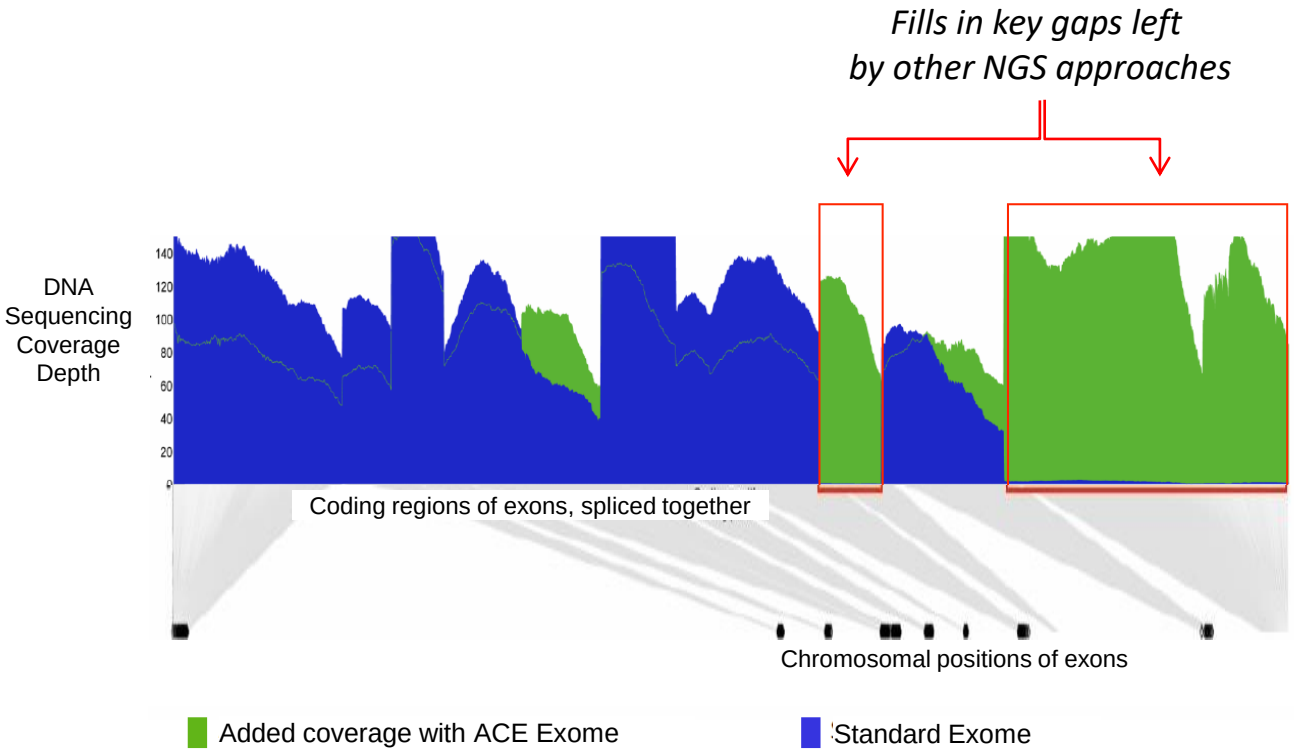
Proprietary Sequencing Methods Achieve Superior Coverage and Gene Finishing

Coverage, depth and accuracy are key in oncology

Superior sequencing performance[1]



Coverage of difficult-to-sequence gene regions

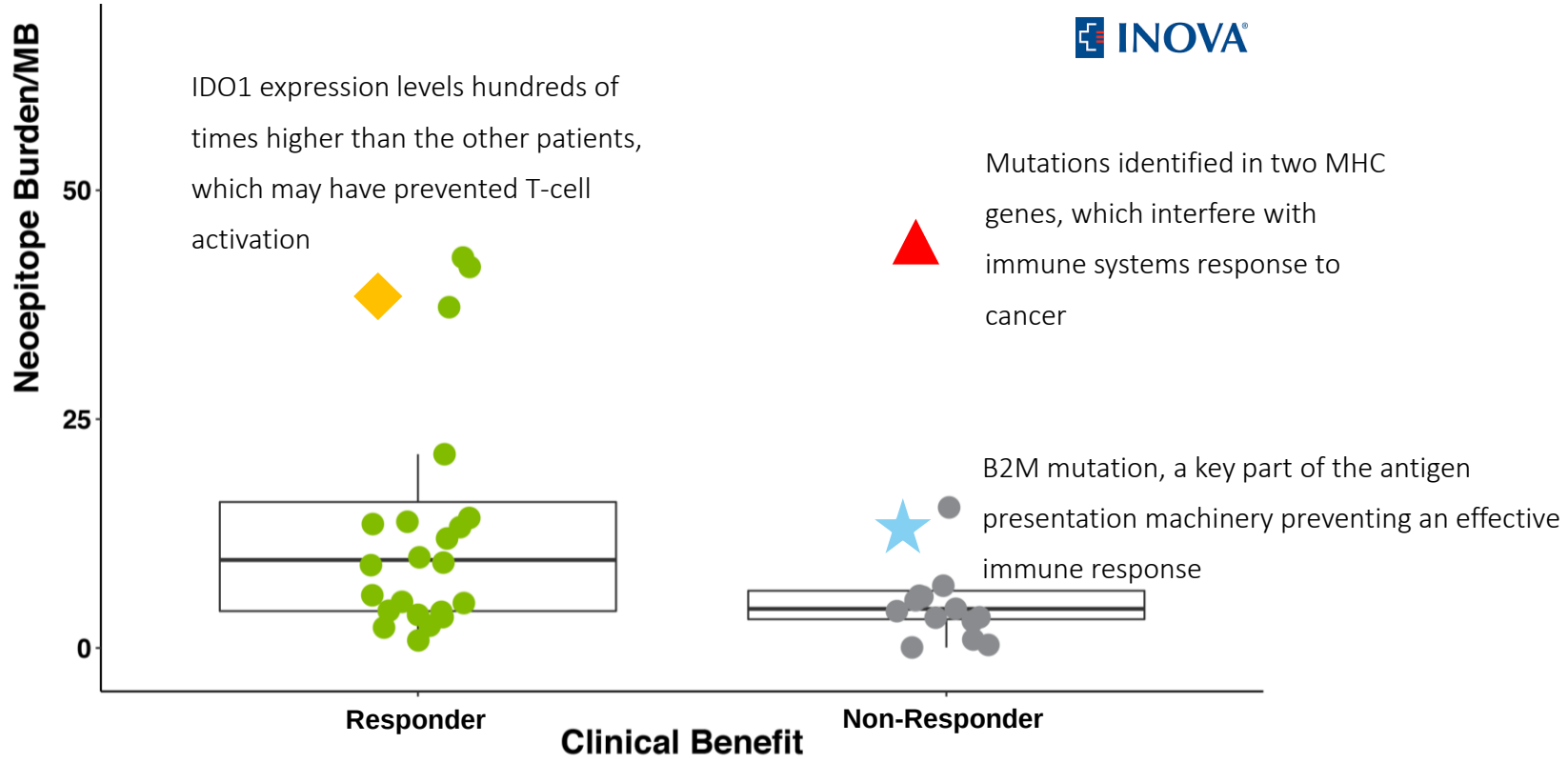


Comprehensiveness Allows Customers to Understand Why Patients Respond

At an average cost of ~$60,000 per patient in oncology clinical trials,[1] understanding why patients do or don't respond is critical

Improve enrollment criteria in clinical trials

Discover new biological mechanisms underlying therapeutic response and tumor resistance

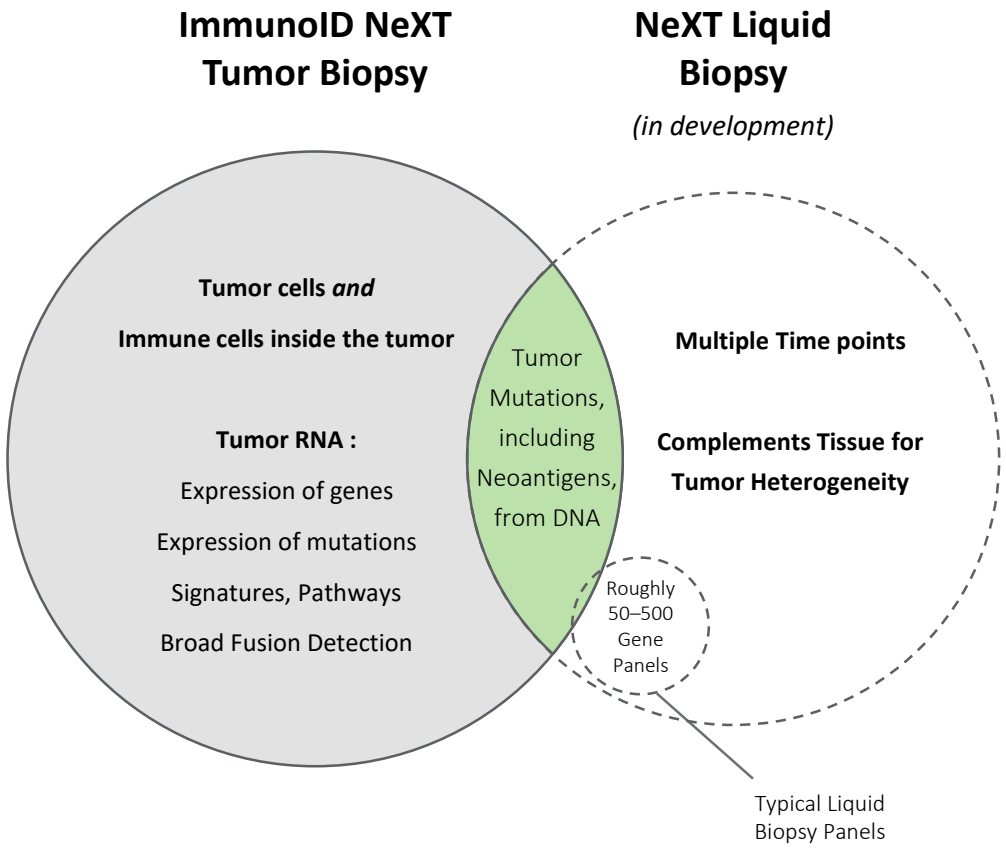


Developing Liquid Biopsy Capabilities to Complement Tissue Sample Insights

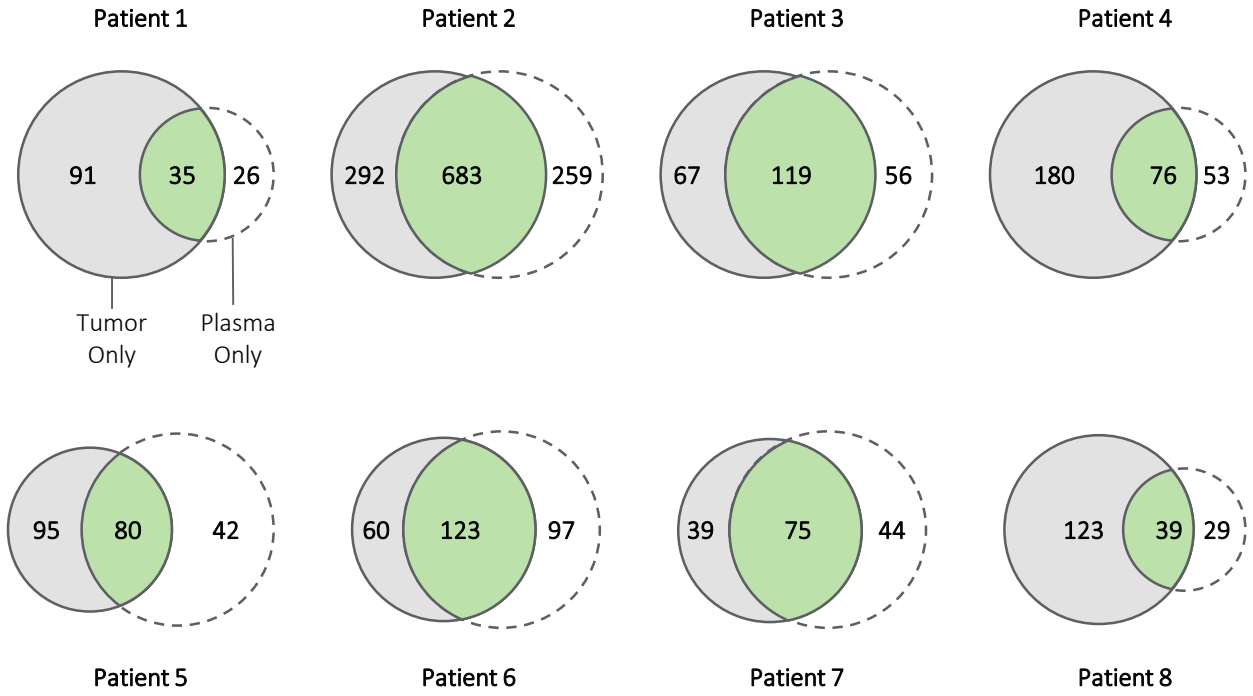
Purpose-built for pharma clinical research

~ 20,000 genes in both tissue and liquid biopsy versions

Tissue is critical for immune cells and RNA, but cfDNA complements with new insights and serial time points



Mutations Found in Tissue Samples and cfDNA are Important for Drug Development



Numbers indicate variants detected in the tumor only, plasma only, or in both.

Our Customer Applications – Biopharma Companies

Immunotherapies

*Platform provides comprehensive insights on tumor **and** immune biology*

Targeted Therapies

Patient's genomic and immune profile critical for pharma R&D

Personalized Cancer Therapies

*Information we provide can be used to design **individually tailored** therapies*

Enterprise Commercial Strategy - Land and Expand Case Study

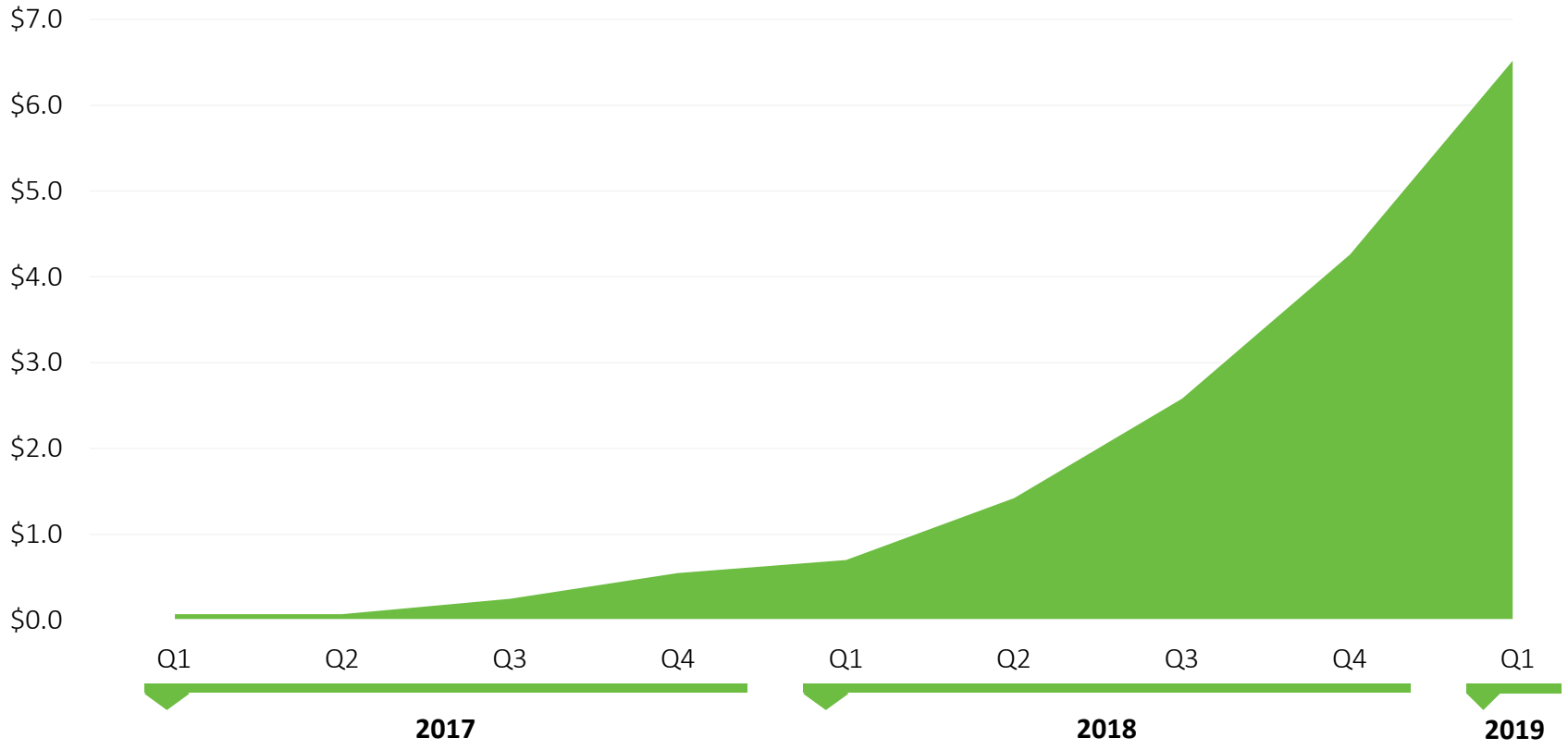
First pilot order of 10 samples in 2015

To date has used multiple versions of our platform

Currently piloting ImmunoID NeXT

Initial pilot period gives way to broader use at organization

Cumulative Revenue from One Current Pharma Customer ($M)



Our Customer Applications – VA MVP

Whole genome sequencing provider to U.S. VA Million Veteran Program

Significant customer offering stability and scale
2018A Revenue of $18.6M

740,000
veterans enrolled in program to-date

Personalis is currently contracted
to deliver ~80,000 samples

Awards to date expected
to be revenue into 2021 ($73M backlog)[1]

Contracted to 2023 and potential for additional orders

Long-term partner
Working together since 2012

MVP

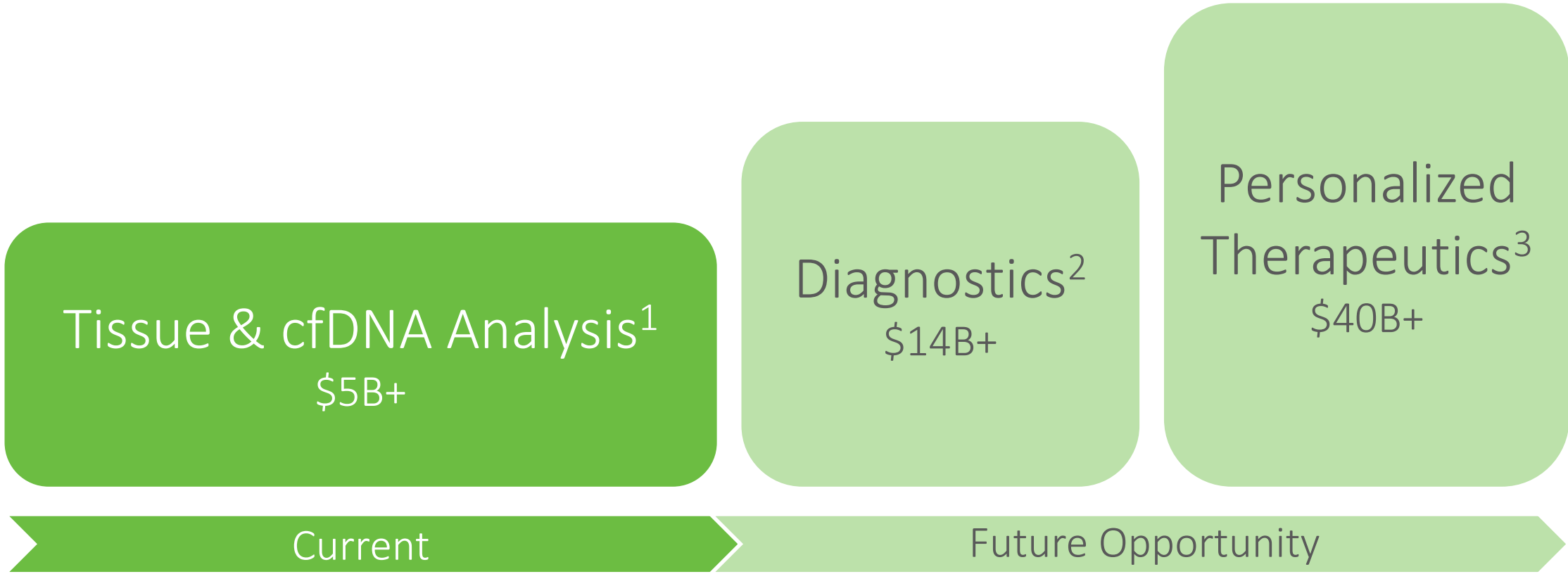
MILLION VETERAN PROGRAM

DISCOVERY ★ INNOVATION ★ ADVANCEMENT

Offers key experience as cancer analysis eventually moves to whole genome

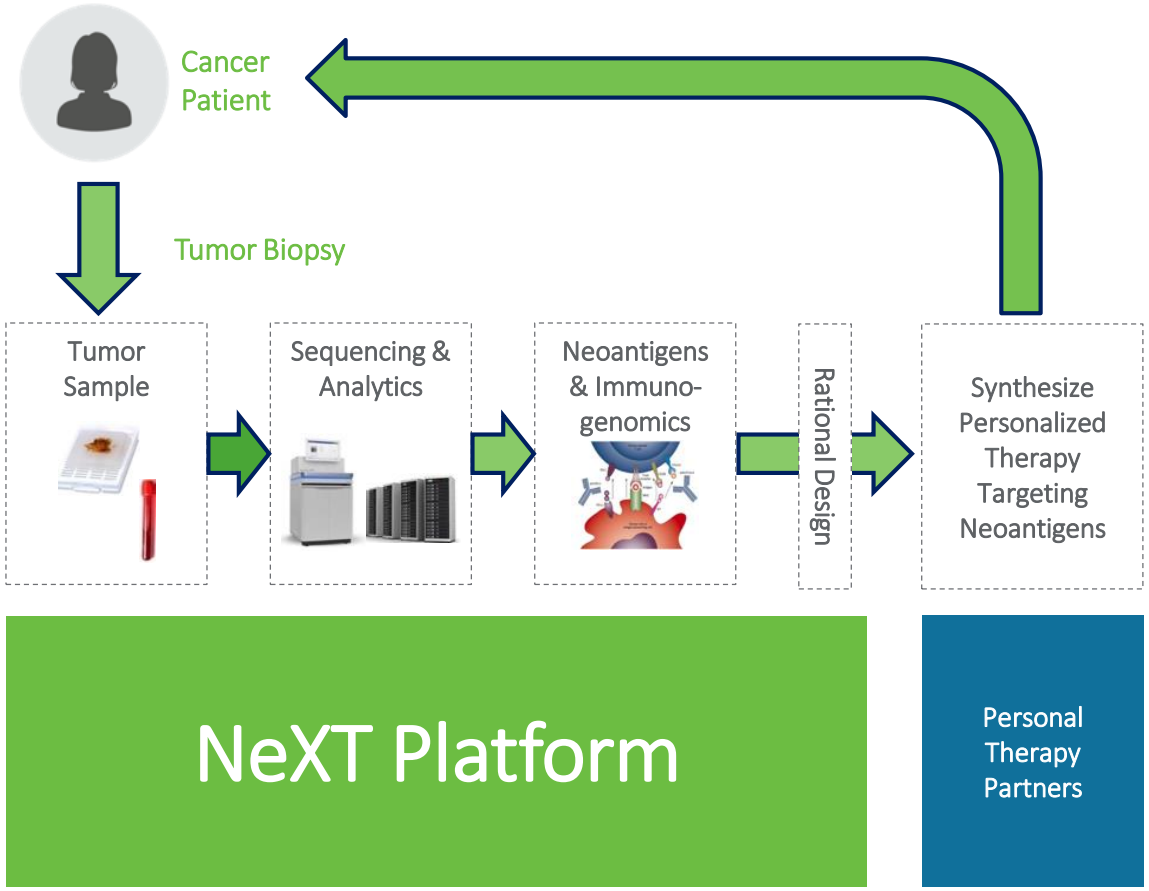
1. As of December 31, 2018, the remaining performance obligations under contracts with the VA MVP for which revenues are expected to be recognized over a period of more than one year was $73 million. Management expects to recognize such revenues over a three-year period.

Market Opportunity Grows as Use Increases



Personalis Provides Information that May Be Used in Personalized Cancer Therapies

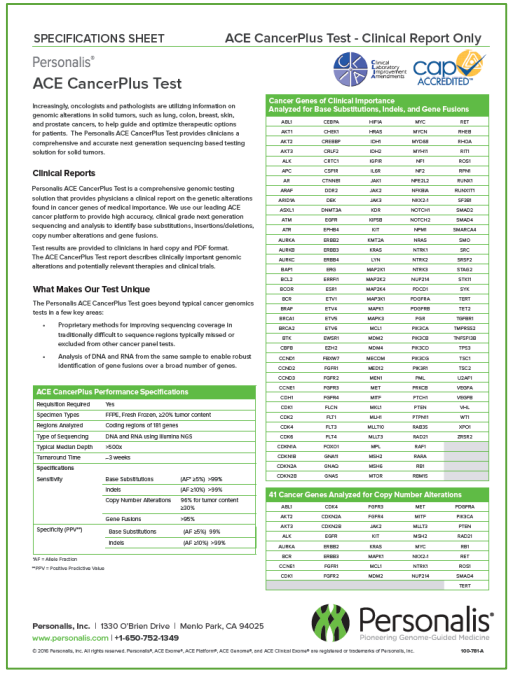
- We believe we are working with the majority of companies developing neoantigen-targeted personalized cancer therapies
- Involved in first-in-human clinical trials
- Addresses key challenges with unique technology
  - Seeing more neoantigens
  - Predicting which neoantigens will be immunogenic
  - Comprehensive immuno-genomic biomarkers
- Rapid turnaround time
- >95% success rate with samples[1]
- Personalis' FDA Device Master File enables long-term success with our customers
- Potential to derive revenue in connection with the sale of personalized therapeutics developed using our platform



What's Next?

Develop NeXT as a Clinical Diagnostic Platform

- Clinical diagnostic test built for advanced immuno-therapies
- Genes related to classic targeted therapies boosted to > 1,000x coverage
- Initial clinical interpretation builds on three years of experience with our earlier targeted-therapy panel-based test
- Platform to work with pharma and collaborators to build clinical utility evidence with advanced therapies
- Long-term upside as the diagnostic platform of next-generation IO



SPECIFICATIONS SHEET — ACE CancerPlus Test - Clinical Report Only

Personalis®

ACE CancerPlus Test

Increasingly, oncologists and pathologists are utilizing information on genomic alterations in solid tumors, such as lung, colon, breast, skin, and prostate cancers, to help guide and optimize therapeutic options for patients. The Personalis ACE CancerPlus Test provides clinicians a comprehensive and accurate next generation sequencing based testing solution for solid tumors.

Clinical Reports

Personalis ACE CancerPlus Test is a comprehensive genomic testing solution that provides physicians a clinical report on the genetic alterations found in cancer genes of medical importance. We use our leading ACE cancer platform to provide high accuracy, clinical grade next generation sequencing and analysis to identify base substitutions, insertions/deletions, copy number alterations and gene fusions.

Test results are provided to clinicians in hard copy and PDF format. The ACE CancerPlus Test report describes clinically important genomic alterations and potentially relevant therapies and clinical trials.

What Makes Our Test Unique

The Personalis ACE CancerPlus Test goes beyond typical cancer genomics tests in a few key areas:

- Proprietary methods for improving sequencing coverage in traditionally difficult to sequence regions typically missed or excluded from other cancer panel tests.
- Analysis of DNA and RNA from the same sample to enable robust identification of gene fusions over a broad number of genes.

ACE CancerPlus Performance Specifications

Requisition Required	Yes	
Specimen Types	FFPE, Fresh Frozen, ≥20% tumor content	
Regions Analyzed	Coding regions of 191 genes	
Type of Sequencing	DNA and RNA using Illumina NGS	
Typical Median Depth	>500x	
Turnaround Time	~3 weeks	
Specifications		
Sensitivity	Base Substitutions	(AF ≥5%) >99%
	Indels	(AF ≥10%) >99%
	Copy Number Alterations	98% for tumor content ≥20%
	Gene Fusions	>95%
Specificity (PPV**)	Base Substitutions	(AF ≥5%) 99%
	Indels	(AF ≥10%) >99%

Cancer Genes of Clinical Importance Analyzed for Base Substitutions, Indels, and Gene Fusions

ABL1	CEBPA	HIF1A	MYC	RET
AKT1	CHEK1	HNF1A	MYCN	RHEB
AKT2	CREBBP	IDH1	MYD88	RHOA
AKT3	CRLF2	IDH2	MYH11	RIT1
ALK	CRTC1	IGF1R	NF1	ROS1
APC	CSF1R	IL6R	NF2	RPN1
AR	CTNNB1	JAK1	NPM1	RUNX1
ARAF	DDR2	JAK2	NRAS	RUNX1T1
ARID1A	DEK	JAK3	NTRK1	SF3B1
ASXL1	DNMT3A	KDR	NTRK2	SMAD2
ATM	EGFR	KIF5B	NTRK3	SMAD4
ATR	EP300	KIT	NUP93	SMARCA4
AURKA	ERBB2	KMT2A	PAK3	SMO
AURKB	ERBB3	KRAS	PBRM1	SPEN
AURKC	ERBB4	LYN	PDCD1LG2	SPOP
BAP1	ERG	MAP2K1	PDGFRA	SRC
BCL2	ESR1	MAP2K2	PIK3CA	STAG2
BCOR	EZH2	MAP2K4	PIK3CB	STAT3
BCR	FAM46C	MAP3K1	PIK3R1	TBX3
BRAF	FBXW7	MAP3K13	PPP2R1A	TERT
BRCA1	FGF3	MCL1	PRDM1	TET2
BRCA2	FGF4	MDM2	PTCH1	TNFAIP3
BTK	FGF19	MED12	PTEN	TNFRSF14
CARD11	FGFR1	MEF2B	PTPN11	TP53
CBFB	FGFR2	MEN1	RAC1	TSC1
CCND1	FGFR3	MET	RAD21	TSC2
CCND2	FLT3	MITF	RAF1	U2AF1
CCND3	FOXL2	MLH1	RARA	VEGFA
CCNE1	GATA1	MPL	RB1	VHL
CD274	GATA2	MSH2	RBM10	WT1
CDH1	GATA3	MSH6	RET	XPO1
CDK12	GNA11	MTOR	ROS1	ZRSR2
CDK4	GNAQ	MUTYH	SF3B1	
CDKN2A	GNAS	MYC	SMAD4	

41 Cancer Genes Analyzed for Copy Number Alterations

ABL1	CDK4	FGFR3	MET	PDGFRA
AKT2	CDKN2A	FGFR4	MITF	PIK3CA
AKT3	CDKN2B	JAK2	MLL12	PTEN
ALK	EGFR	KIT	MSH2	RAD21
AURKA	ERBB2	KRAS	MYC	RB1
BCR	ERBB3	MAP2K1	NOTCH1	RET
CCNE1	FGFR1	MCL1	NTRK1	ROS1
CDK1	FGFR2	MDM2	NUP214	SMAD4
				TERT

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Personalis® Pioneering Genome-Guided Medicine

Build a Tumor Immuno-Genomics Database

Personalis "Genomics Engine" for Personalized Cancer Vaccine & Adoptive Cell Therapy Development

100's-1,000's of patients

Personalis Universal Biomarker Platform for all Immuno-oncology and Combination Clinical Trials

10,000's of patients

Personalis Universal Diagnostic for Cancer Patients (IO, TT, PCV, P-ACT)

100,000's of patients

Personalis

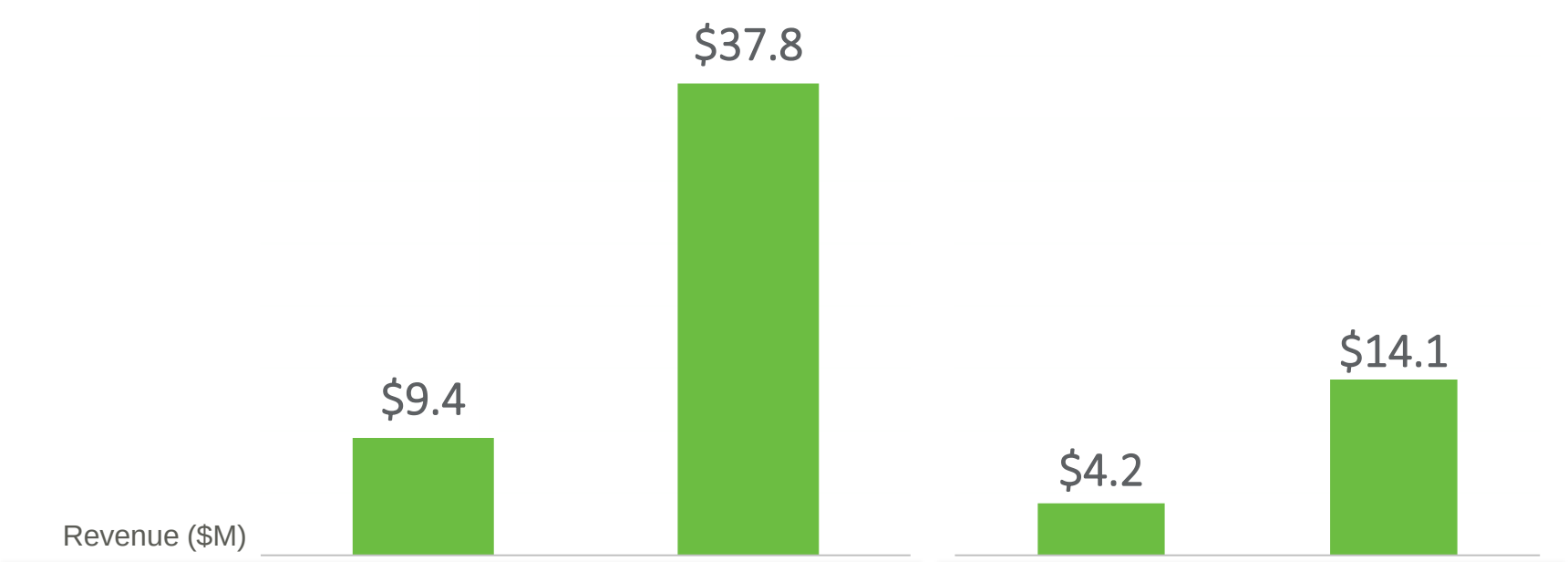
Immuno-genomics DB

- Cancer Cells ***and*** Immune Cells
- Adaptive ***and*** Innate Immune Systems
- Human ***and*** Oncoviral Genomics
- 20,000 Genes
- ACE Exome and Transcriptome
- Neoantigens &Escape Mechanisms
- Exome-scale TMB
- HLA & Antigen Presenting Machinery
- Microsatellite Instability (MSI)
- Cancer Drivers
- Targeted Therapy Targets

Data from 100,000's of patients

Novel Cancer Therapeutic Insights Drive Therapeutic Development

Strong Financial Profile and Historical Growth



Revenue ($M)	2017A	2018A	1Q'18A	1Q'19A
Gross Profit	(2.3)	11.8	0.1	4.0
Operating Expenses	(19.8)	(25.6)	(5.3)	(9.4)
Net Loss	(23.6)	(19.9)	(5.4)	(5.7)

1Q '19A Balance Sheet

Total Cash: $33.2M

Total Debt: $18.9M

Customer Deposit Liabilities: $44.3M[1]

1. Represents customer deposits for the prepayment of a portion of services that the customer expects to order from us. If a customer that has prepaid us for future services cancels its contract with us or reduces the level of services that it expects to receive, we would generally be required to repay that customer's deposit

Experienced Leadership Team

John West
President, Chief Executive Officer & Director

illumina · Solexa · applied biosystems

Richard Chen, M.D., M.S.
Chief Scientific Officer

INGENUITY SYSTEMS · Stanford Medicine

Clinton Musil
Chief Business Officer

ARMO BIOSCIENCES · EssexWoodlands

Aaron Tachibana
Chief Financial Officer

LUMENTUM · JDSU · PERICOM Semiconductor Corporation

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Michael Fitzpatrick	VP Sales	
Carol Tillis	VP Finance and Administration	MOLECULAR DYNAMICS · PACBIO
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Xavier Paliard, PharmD, Ph.D.	VP Immunology and R&D	ultragenyx · MedImmune · ARY Therapeutics · MERCK · NOVARTIS
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Jonathan MacQuitty, Ph.D.	Chairman of the Board	Lightspeed · Forty Seven
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Kenneth Ludlum	Director	CareDx · natus
Paul Ricci	Director	Lightspeed · WARBURG PINCUS · NUANCE

Operational Excellence

100,000+ human samples
of anticipated current capacity annually

Significant focus on process development
including with laboratory automation, to drive margin expansion

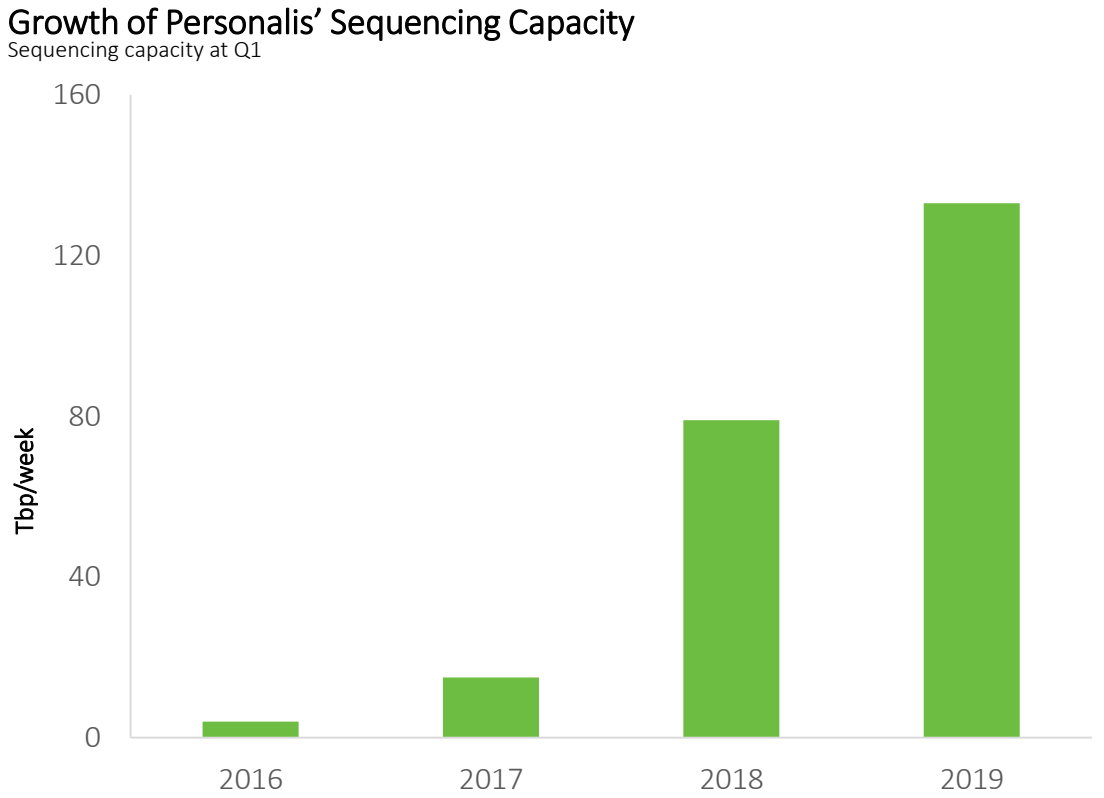
Differentiated QMS and Regulatory Credentials
CLIA / CAP, NY State[1] & FDA[2] - all at exome scale

Headquartered
in Menlo Park, CA

Over 145 employees

Specialized sales force fosters deep relationships

Intellectual Property Protections
including 10 issued U.S. and foreign patents



Key Upcoming Milestones

Planned new product launches

- Expect to generate revenues from ImmunoID NeXT in 2019
- Clinical diagnostic based on ImmunoID NeXT, for pharma & collaborations
- Exome-scale cell-free DNA liquid biopsy for neoantigens (known *and* new)

Growing proprietary content to drive further product differentiation

- Mass spec data for HLA-peptide binding
- Immuno-genomics database reaches scale to benefit biopharma customers

Customer & collaboration results to increasingly demonstrate clinical utility

- Expect to demonstrate neoantigen and tumor escape dynamics using exome-scale cell free DNA assay
- Potential for use as companion diagnostic to better understand a patient's therapeutic response to checkpoint inhibitors
- Potential for personalized therapy customers to demonstrate efficacy using adoptive cell therapies & cancer vaccines

Cancer Drug Development is Increasingly About Data…

… and Personalis is positioned to be a key part of that ecosystem

"Genomics Engine" for Next-Generation Cancer Therapies

Covers all ~20,000 human genes *and* the immune system from a single tumor tissue sample

Purpose-built for biopharma to help better understand cancer

Complementary liquid biopsy assay with broad 20,000-gene coverage in development

Positioned to Capitalize on Major Trends in Oncology R&D

Molecular data from cancer patients is increasingly used to develop therapeutics

Current molecular profiling panels only cover ~50-500 genes and miss critical tumor and immune biology

Immunotherapies, targeted therapies and personalized cancer medicines require more comprehensive genomic profiling

Potential to Unlock Value in Massive Markets

$5Bn estimated initial addressable market for biopharmaceutical customer R&D

$14Bn estimated addressable future market for diagnostic opportunity

$40Bn estimated addressable future market based on commercialization of personalized therapeutics

Strong Financial Profile and Historical Growth

Strong historical revenue growth

Initial commercial model not subject to any reimbursement from payors

More than 45 biopharmaceutical customers since inception

VA MVP is a significant customer offering scale and stability

Highly targeted enterprise sales model

Endnotes

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1. Number of patients and clinical trials are based on data from the U.S. National Library of Medicine, ClinicalTrials.gov, January 2019; assumes that patients in such clinical trials will receive one tumor biopsy test and three liquid biopsy tests over the course of a clinical trial, and the cost of tumor and liquid biopsy tests will be $5,000 and $7,000 on average, respectively

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1. IQVIA MIDAS; IQVIA Institute, Dec 2017
2. Tufts CSDD “Personalized Medicine is Gaining Traction, but Faces Multiple Challenges” (14-May-2015)
3. Biotechnology Innovation Organization (BIO), Biomedtracker, and Amplion "Clinical Development Success Rates 2006-2015" (Jun-2016)

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1. Biotechnology Innovation Organization (BIO), Biomedtracker, and Amplion "Clinical Development Success Rates 2006-2015" (Jun-2016)

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1. Patwardhan et al. Genome Med. 2015

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1. Biopharmaceutical Industry-Sponsored Clinical Trials: Impact on State Economies, 2013

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1. As of December 31, 2018, the remaining performance obligations under contracts for which revenues are expected to be recognized over a period of more than one year is $73 million. Management expects to recognize such revenues over a three-year period.

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1. Number of patients and clinical trials are based on data from the U.S. National Library of Medicine, ClinicalTrials.gov, January 2019; assumes that patients in such clinical trials will receive one tumor biopsy test and three liquid biopsy tests over the course of a clinical trial, and the cost of tumor and liquid biopsy tests will be $5,000 and $7,000 on average, respectively
2. Based on a combination of data derived from the American Cancer Society, Cancer Facts and Figures 2018, 2018, American Cancer Society, Cancer Facts and Figures 2019, 2019, and a review article from the European Journal of Cancer, Cancer incidence and mortality patterns in Europe: Estimates for 40 countries and 25 major cancers in 2018, August 9, 2018. We assume that pre-diagnosis cancer patients will receive one oncology clinical diagnostic test to inform their treatment strategy or to identify clinical trial enrollment opportunities, and the cost per test will be $3,000 on average, which we believe is in line with current cancer panels.
3. Based on a combination of data derived from Public Health Faculty Publications, SEER Cancer Statistics Review, 1975-2015 (only data relating to cancer cases diagnosed— and the respective stage of disease upon diagnosis—from 2008 to 2014 was used for our purposes), American Cancer Society, Cancer Facts and Figures 2018, 2018, American Cancer Society, Cancer Facts and Figures 2019, 2019, and a review article from the European Journal of Cancer, Cancer incidence and mortality patterns in Europe: Estimates for 40 countries and 25 major cancers in 2018, August 9, 2018. We assume that personalized cancer therapy patients will receive one tumor biopsy test and three liquid biopsy tests over the course of a clinical trial or treatment, with the average cost per test being the same as is outlined above in the United States and $3,000 and $4,200 on average per test, respectively, in the European Union.

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1. For prospectively collected FFPE samples with our personalized therapy partners, we achieve a greater than 95% success rate for obtaining high-quality data from tumor samples received from personalized cancer therapy customers due to our optimized nucleic acid extraction protocols

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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