CareDx®

Together in Transplant

Q2 2025 Financial Results

August 6, 2025

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Key Drivers of Growth in 2025

	1H'25	2H'25E
Go to Market Strategy	☑ Launch AlloSure Heart Peds ☑ Launch AlloSure SPK ☑ XynQAPI IOTA Software Release	☐ Score 7.0 Launch ☐ Launch HistoMap Kidney ☑ AlloSure Plus enhancement
Evidence Generation	☑ AlloSeq cfDNA publication ☑ SHORE 2nd manuscript submitted ☑ ISHLT – April ☐ KOAR – 2nd manuscript submitted	☑ KOAR – 1st publication ☑ World Transplant Congress August ☐ SHORE – 2nd publication ☐ AlloSure Lung publication
Operational Excellence	☑ Billing team restructured	☐ Lab products gross margin improvement ☐ EPIC Aura launch

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Q2 2025 Highlights

14%
Adjusted revenue growth*

$90.5M excludes $3.8M tests performed in prior periods

$9.1M
Adjusted EBITDA*

Up significantly compared to ($0.3M) last year

13%
Testing volume growth YoY

49,500 tests

8th
Consecutive quarter of QoQ testing volume growth

+5% QoQ

$186M
Cash^

Net of $50M share repurchase

zero
Debt^

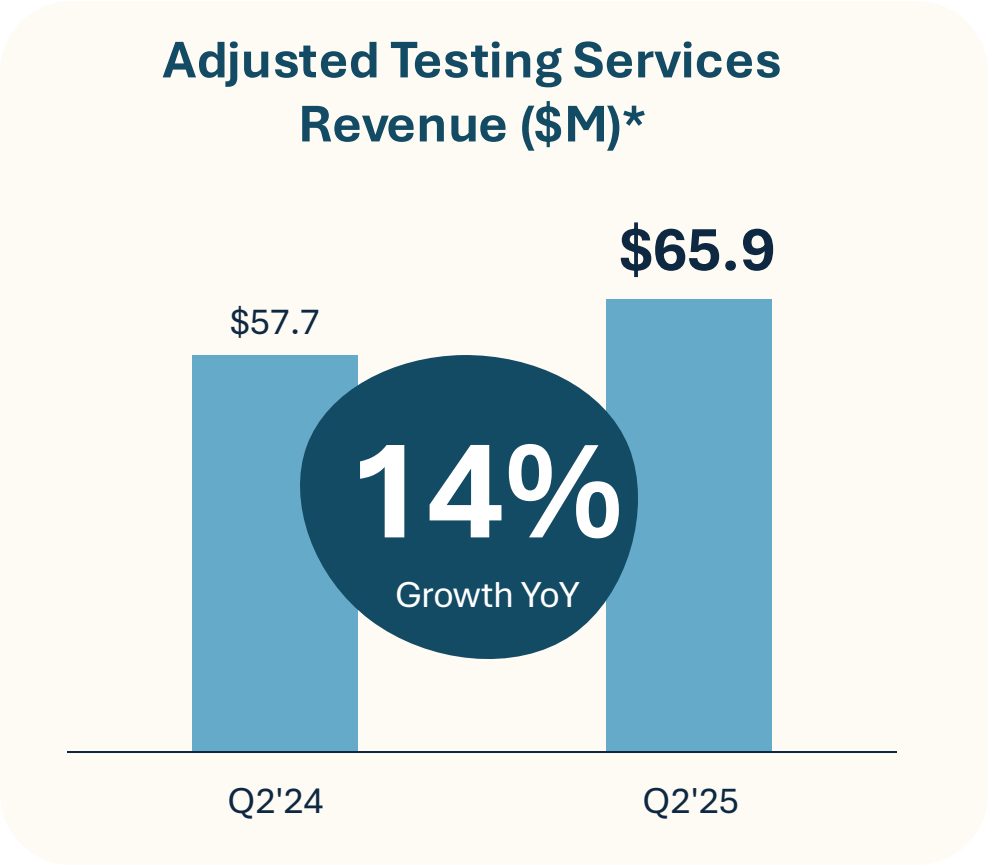
FY 2025 Guidance Update

- Revenue $367M to $373M vs $365M to $375M previously – no change to midpoint
- Continue to expect $29M to $33M adjusted EBITDA

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* Adjusted for revenue associated with tests performed in prior periods. Refer to GAAP to non-GAAP reconciliation for further details in the Appendix. ^As of June 30, 2025.

Testing Services



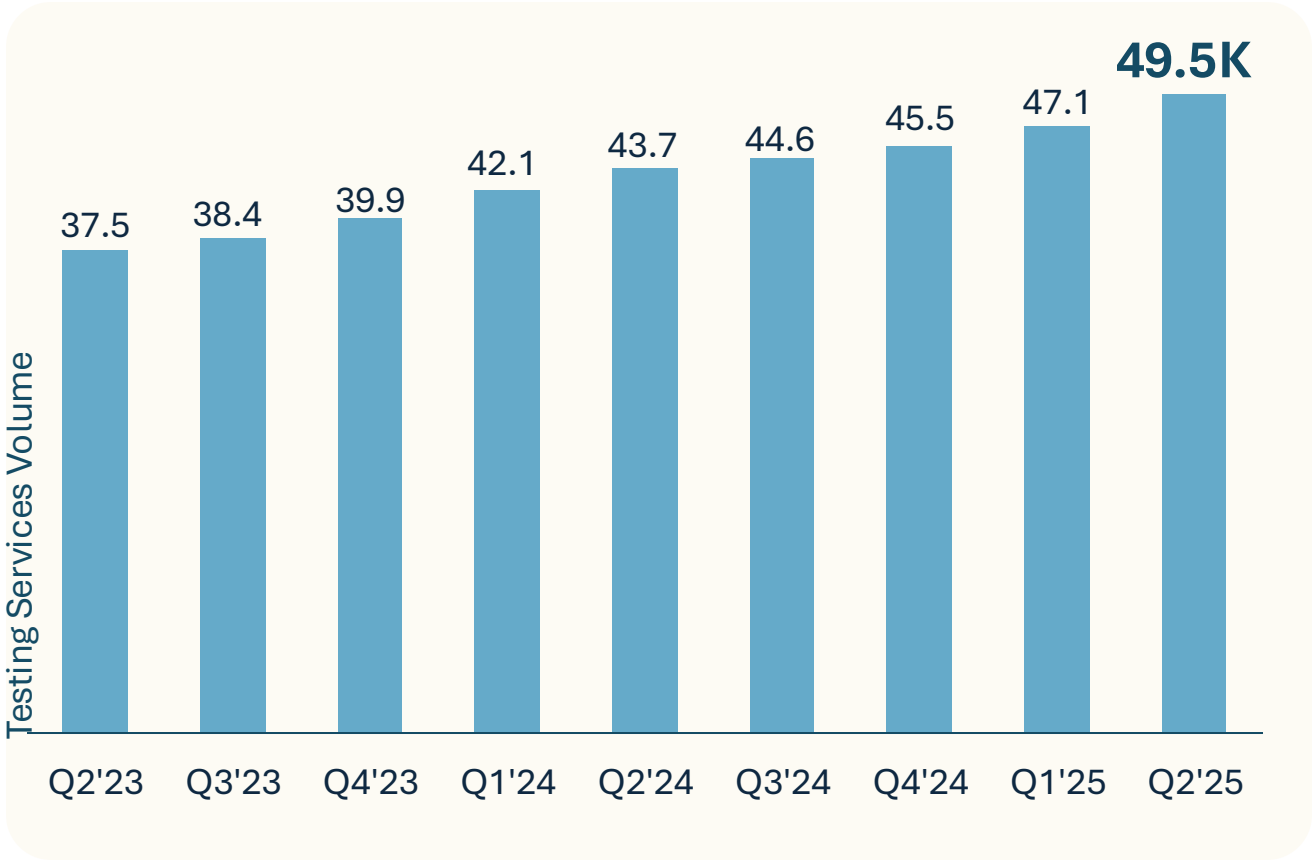
- Expanded sales team driving growth
- Significant expansion of Kidney surveillance protocols
- Launched AlloSure Plus (previously AlloView) @ WTC
- Strong reception to AlloSure Heart for Pediatrics launch

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* Adjusted for revenue associated with tests performed in prior periods. Refer to GAAP to non-GAAP reconciliation for further details in the Appendix.

Testing Services Momentum

Volume growth accelerated YoY & QoQ



✓ Solid growth across all 3 organ indications driven by expansion of field team & productivity

8th Consecutive quarter of sequential growth

60 Centers with kidney protocols implemented*

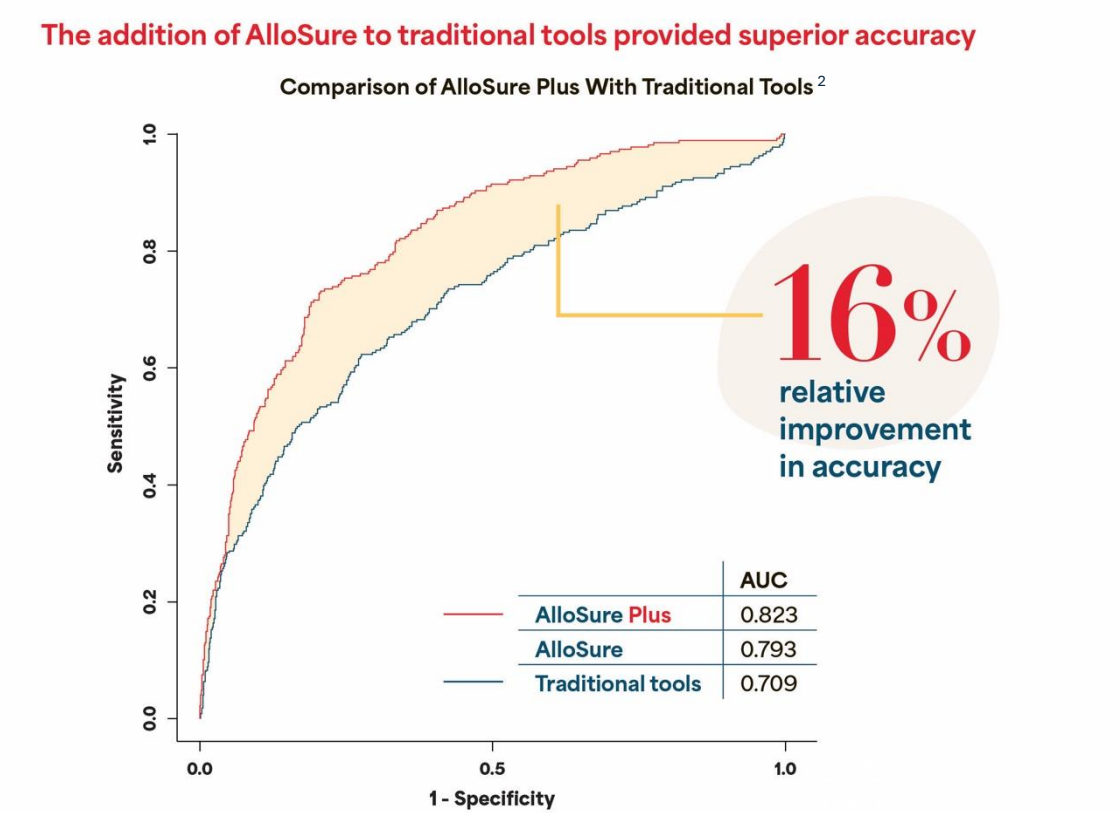
19% Growth in kidney testing YoY

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*As of Q2'25

AlloSure Plus to Launch with EPIC Aura Integration

AI-Powered Transplant Diagnostics



AlloSure Plus added discriminative value for predicting:

- **Overall allograft rejection according to Banff 2022 Classification (AUC=0.823)**
- **MVI, DSA-negative and C4d-negative vs nonrejection (AUC=0.832) [1]**

Automated via EPIC

Integrated AlloSure & Traditional Tools Using AI-Technology

Validated by The Paris Transplant Group

2,051 patients
2,771 biopsies with AlloSure results
20 transplant centers

New Study[1] Data Presented at WTC

3,175 patients
4,181 biopsies with AlloSure results
20 transplant centers

[1]WTC 2025 – (Oral abstract OA33.3) Brousse R, Sablik M, Jordan S, et al. *Performance of Integrative dd-cfDNA in Detecting Rejection Based on the Updated Banff 2022 Classification*.
[2]Data on file

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Elevated AlloSure Kidney Predicts Graft Loss Risk

Patients with elevated AlloSure 15–60 days post-transplant had a 5.7-fold increased risk of graft loss at 3 years

WTC 2025
World Transplant Congress
San Francisco, USA | August 2-6

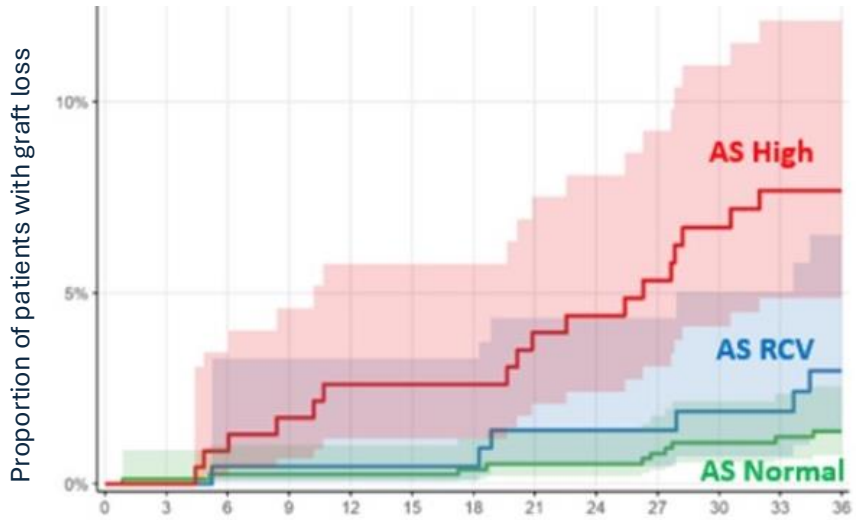
New Data from KOAR

1,258
Patients

Kidney Outcomes with AlloSure Registry
K O A R

3-Year Cumulative Graft Loss

Gray's p< 0.001



At-risk N:													
AS High	232	231	225	222	220	217	213	205	201	195	184	171	130
AS RCV	216	216	214	212	210	208	206	202	199	195	186	175	132
AS Normal	810	790	778	760	753	737	722	708	697	668	642	616	458

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WTC 2025 (Oral abstract OA59.4) – Bromberg J, Mandelbrot D, Kumar D, et al. *Renal Transplant Recipients with Elevated Donor-Derived Cell-Free DNA (dd-cfDNA) are at Increased Risk of Graft Loss*

Persistent Elevation in HeartCare Biomarkers Predicts Adverse Outcomes

WTC 2025
World Transplant Congress
San Francisco, USA | August 2-6

New Data from SHORE

2,240

Patients

Surveillance HeartCare Outcomes Registry
S.H.O.R.E

Results

Clinical Events in Patients with Persistent GEP/dd-cfDNA Elevation (N=76)
Rejection (N=8) ACR (N=4) AMR (N=4)
Graft dysfunction (N=5)
Cardiovascular death (N=1)

Incidence of Acute Rejection, Graft Dysfunction and CVD				
	Unadjusted		Covariate Adjusted*	
	HR (95% CI)	p-value	HR (95% CI)	p-value
Persistent GEP/dd-cfDNA elevation	1.899 (1.109-3.251)	0.019	1.895 (1.106-3.249)	0.020

Reference: patients without persistent GEP/dd-cfDNA elevation

*Adjusted for age at transplant, recipient sex, and recipient race

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WTC 2025 – (Oral OA36.8) – Cheng RK, Vidic A, Alharethi R, et al. *Impact of Persistently Elevated Simultaneous Gene Expression Profiling and Donor-Derived Cell-Free DNA on Future Clinical Events*

Personalized Monitoring with AlloSure Lung Boosts Predictive Value in Lung Transplants



WTC 2025
World Transplant Congress
San Francisco, USA | August 2-6

UCLA Lung Transplant Program Patient Study Update

Tracking relative changes in AlloSure Lung improves detection of subclinical lung allograft injury and infection

High diagnostic accuracy in stable lung transplant recipients, highly reliable for ruling out injury or infection

Shift towards personalized baseline monitoring of AlloSure Lung

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WTC 2025 (Poster P1.09.25) Weigt S, Amubieya O, Belperio J, et al. *Relative Change in dd-cf DNA for the Diagnosis of Lung Allograft Injury or Infection in Bilateral and Single Lung Recipients*

First KOAR Publication

Delivering on Evidence Strategy Through Largest Surveillance Study of Its Kind

American Journal of Transplantation

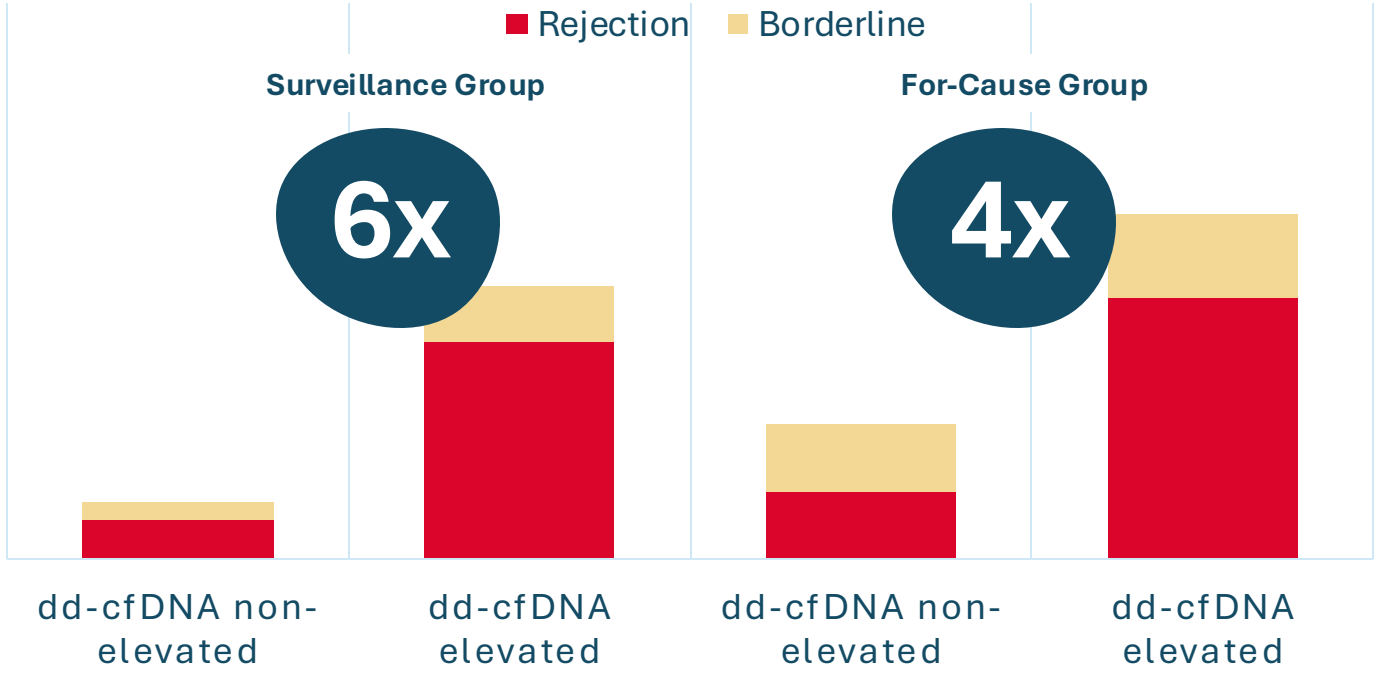
1,743
Published Patients

56
Transplant centers

18,584
Allosure Kidney tests

AlloSure Kidney Elevation Significantly Increases Rejection Yield

Rejection is more prevalent in patients with elevated AlloSure levels



6-fold increase in yield for rejection in surveillance biopsies (39% vs. 7%), and **4-fold increase** in for-cause biopsies (47% vs. 12%)

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KOAR: Kidney Allograft Outcomes Allograft Registry.

What to Expect: LCD Draft Policy

7/19/25	COMMENT PERIOD	8/31/25	MID-2026 (EST)

LCD Policy Update Draft Published

Surveillance testing covered without requiring protocol biopsy

Engaging With Data & Advocacy

Preparing written response that we anticipate will comment on:

- Surveillance testing cadence
- AlloMap heart evidence review
- Bundled payment concept

Comment Period Closes

Written response accessible @ www.caredx.com

LCD Finalized

Medicare rules generally require LCDs to be finalized within one-year of draft being published

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Operational Excellence

Restructured RCM team **WINS** drive confidence in future testing services ASP growth

BEHIND-THE-SCENES WINS

100%
RCM workflows implemented

100%
Insurance eligibility verifications per patient

↑160%
Total appeals volume since December 2024

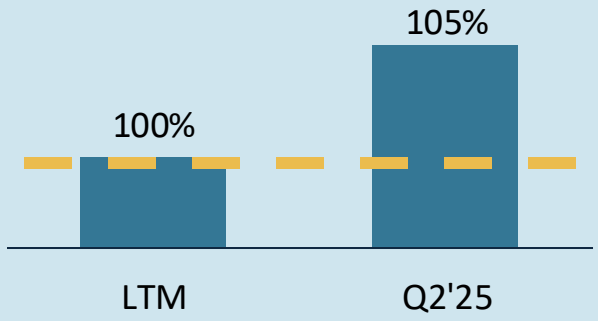
↓60%
Claim submission time (date of service to submission) Q1 2024 to Q1 2025

↑45%
Authorization success rate

↓800bps
Claim rejection rate Q1 2024 to Q1 2025

IMPACT

Accelerating cash collection compared to revenue

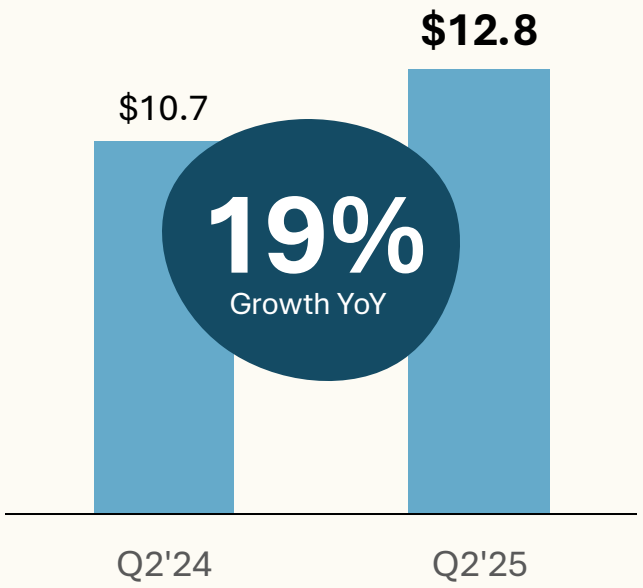


Payment per test increasing across all tests

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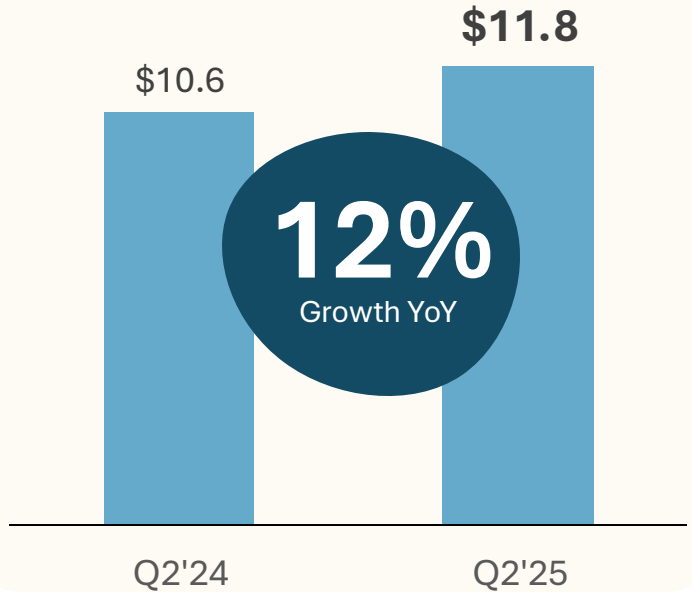
Patient & Digital / Lab Products

Patient & Digital Revenue ($M)



- XynQAPI software update ahead of July 1 IOTA program start date

Lab Products Revenue ($M)



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Financial Highlights

Q2 2025 Financial Highlights

	Adjusted Revenue*	Testing Volume	Non-GAAP Gross Margin*	Adjusted EBITDA*	Cash Balance
Q2 2025	$90.5M	49.5K	70.4%	$9.1M	$186M
YoY	+14%	+13%	+340bps	+$9.4M	($43M)

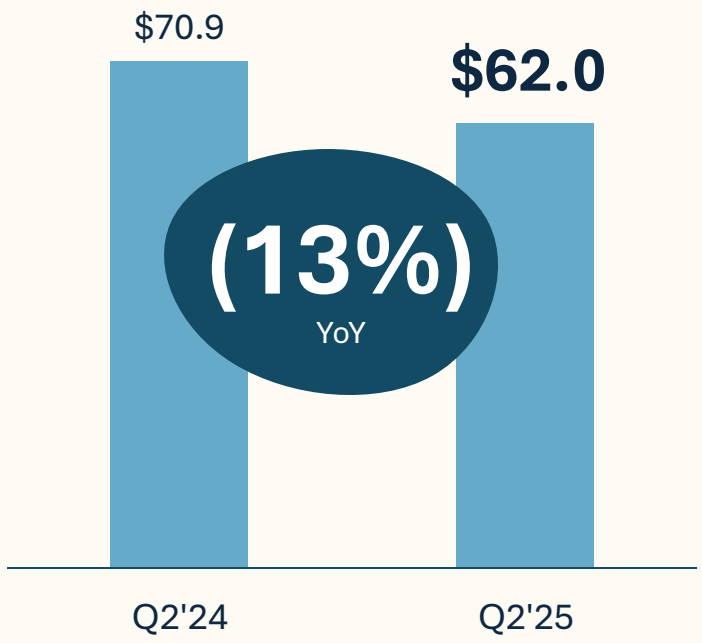
Net of $50M share repurchase

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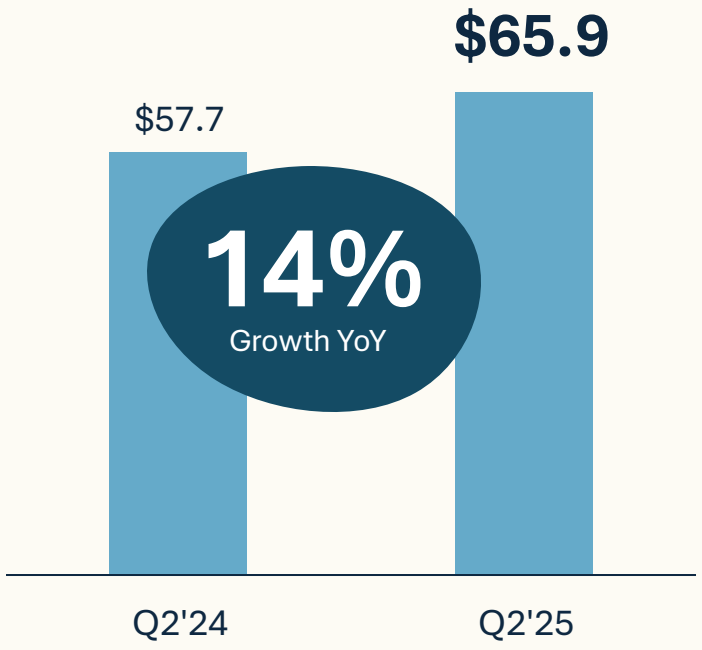
* Adjusted for revenue associated with tests performed in prior periods. Refer to GAAP to non-GAAP reconciliation for further details in the Appendix. Cash & debt figures are as of June 30, 2025

Strong Adjusted Testing Services Revenue Growth

Testing Revenue ($M)



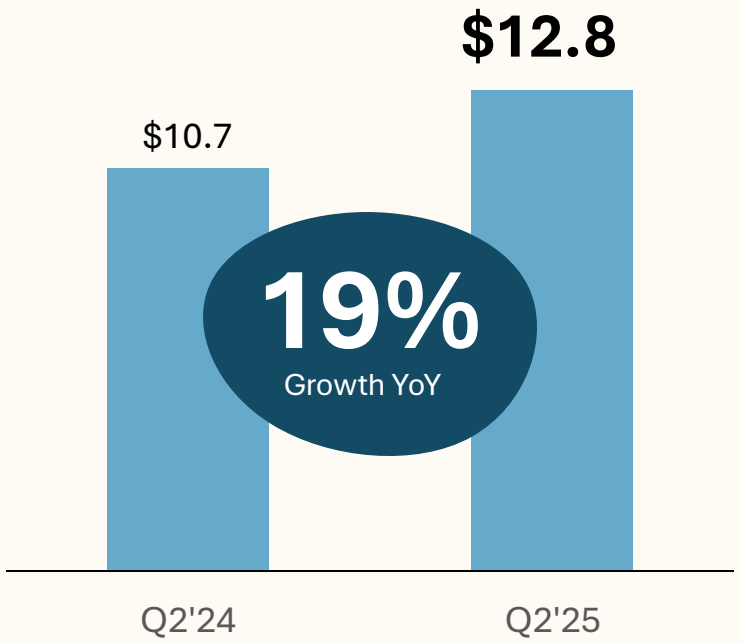
Adjusted Testing Revenue ($M)*



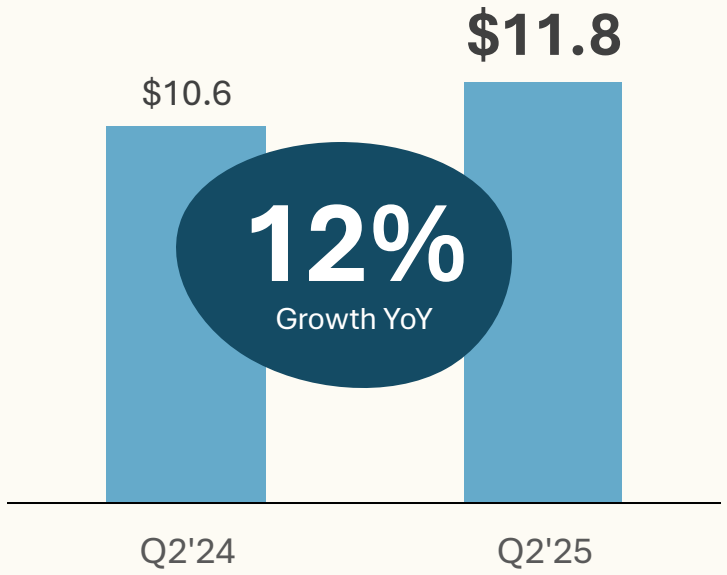
* Adjusted for revenue associated with tests performed in prior periods. Refer to GAAP to non-GAAP reconciliation for further details in the Appendix.

Patient & Digital / Lab Products

Patient & Digital Revenue ($M)

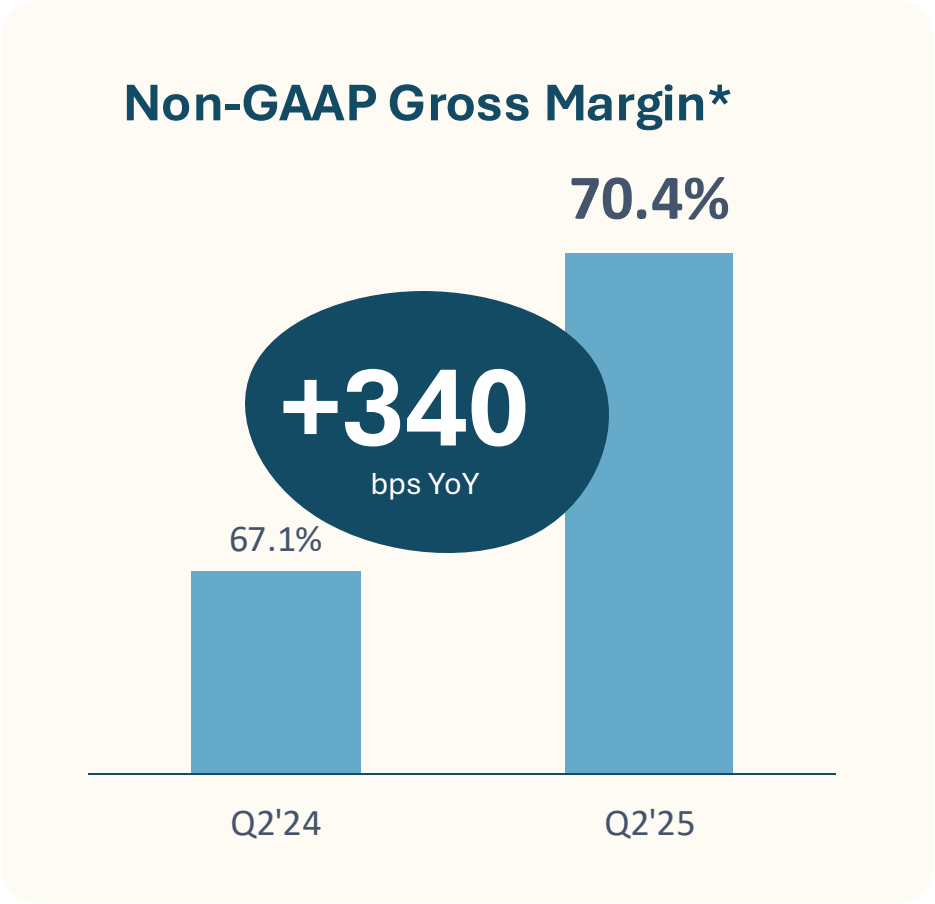


Lab Products Revenue ($M)



Non-GAAP Gross Margin Improved 340bps YoY

Margin expansion across all businesses



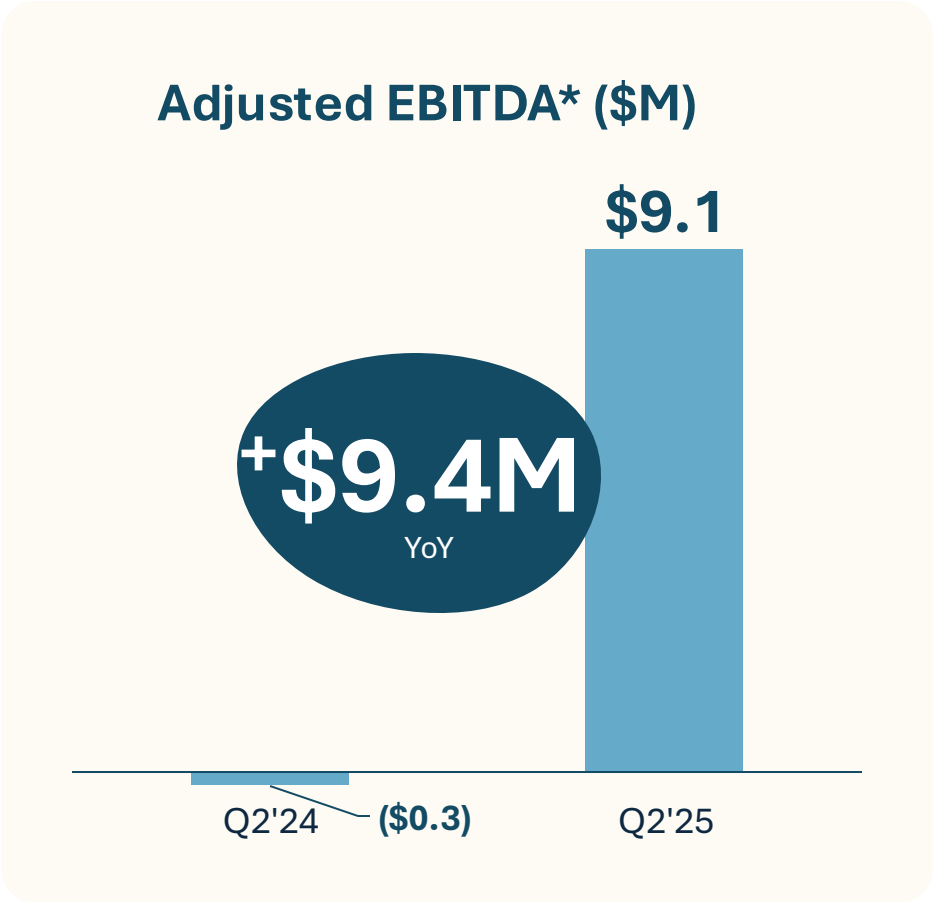
Drivers of improvement

- Strong revenue growth
- Improved pricing
- Continued expense discipline

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* Adjusted for revenue associated with tests performed in prior periods. Refer to GAAP to non-GAAP reconciliation for further details in the Appendix.

Significant Growth in Adjusted EBITDA YoY



Drivers of improvement

- Strong revenue growth
- Improved gross margin
- Disciplined operating expense management

* Adjusted for revenue associated with tests performed in prior periods. Refer to GAAP to non-GAAP reconciliation for further details in the Appendix.

FY 2025 Guidance

	Previous	Revised
Revenue	$365M to $375M	$367M to $373M
Non-GAAP Gross Margin*	~70%	~70%
Adjusted EBITDA*	$29M to $33M	$29M to $33M

FY'25 revenue guidance drivers

- Testing services volume growth: mid-teens %
- Testing services ASP: ~$1,360
- Patient & Digital solutions growth: low-twenties %
- Lab Products growth: mid-teens %

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* Adjusted for revenue associated with tests performed in prior periods. Refer to GAAP to non-GAAP reconciliation for further details in the Appendix

Appendix

Q2 2025 Revenue

($M)	Reported	YoY %	Adjusted*	YoY %
Testing services	$62.0	*(13%)*	$65.9	*14%*
Patient & digital	$12.8	*19%*		
Lab products	$11.8	*12%*		
Total	$86.7	*(6%)*	$90.5	*14%*

* Q2'25 and Q2'24 adjusted total revenue & testing services revenue exclude ($3.8M) and $13.2M, respectively, related to tests performed in prior periods

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* Adjusted for revenue associated with tests performed in prior periods. Refer to GAAP to non-GAAP reconciliation for further details in the Appendix.

Q2 2025 Non-GAAP Gross Margin

Gross margin %	Reported	YoY bps	Adjusted*	YoY bps
Testing services	76.3%	*(450)bps*	77.6%	*120bps*
Digital & patient	39.5%	*280bps*		
Lab products	63.9%	*1,700bps*		
Total	69.1%	*(260)bps*	70.4%	*340bps*

Drivers of improvement

- Strong revenue growth
- Improved pricing
- Continued expense discipline

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* Adjusted for revenue associated with tests performed in prior periods. Refer to GAAP to non-GAAP reconciliation for further details in the Appendix.

Reconciliation of Adjusted Revenue

(In thousands)	Q2'25	Q2'24
Revenue (GAAP)	$86,679	$92,274
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted revenue (Non-GAAP)	$90,506	$79,060

*For the three months ended June 30, 2025, the Company reduced revenue by $3.8 million for tests performed in prior periods. For the three months ended June 30, 2024, the Company recognized $13.2 million in revenue for the tests performed in prior periods.

Reconciliation of Adjusted Testing Services Revenue

(In thousands)	Q2'25	Q2'24
Testing services revenue (GAAP)	$62,033	$70,918
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted testing services revenue (Non-GAAP)	$65,860	$57,704

*For the three months ended June 30, 2025, the Company reduced revenue by $3.8 million for tests performed in prior periods. For the three months ended June 30, 2024, the Company recognized $13.2 million in revenue for the tests performed in prior periods.

Reconciliation of Adjusted EBITDA

(In thousands)	Q2'25	Q2'24
Non-GAAP net income	$5,622	$13,611
Interest income	(2,364)	(2,826)
Income tax (benefit) expense	(8)	121
Depreciation expense	2,132	1937
Other (income) expense, net	(72)	100
Adjusted EBITDA	5,310	12,943
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted EBITDA after revenue from tests performed in prior periods	$9,137	$(271)

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Reconciliation of Non-GAAP Gross Margin

(In thousands)	Q2'25	Q2'24
GAAP total revenue	$86,679	$92,274
GAAP cost of sales	28,658	27,999
GAAP gross profit	58,021	64,275
Stock-based compensation expense	626	932
Restructuring costs	338	53
Acquisition related-amortization of purchased intangibles	941	978
Non-GAAP gross profit	$59,926	$66,238
Non-GAAP gross margin %	69%	72%

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Reconciliation of Non-GAAP Gross Margin With Adjusted Revenue

(In thousands)	Q2'25	Q2'24
GAAP total revenue	$86,679	$92,274
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted total revenue	90,506	79,060
GAAP cost of sales	28,658	27,999
	61,848	51,061
Stock-based compensation expense	626	932
Restructuring costs	338	53
Acquisition related-amortization of purchased intangibles	941	978
Non-GAAP gross profit	$63,753	$53,024
Non-GAAP gross margin %	70%	67%

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Reconciliation of Non-GAAP Gross Margin With Adjusted Testing Services Revenue

(In thousands)	Q2'25	Q2'24
GAAP testing services revenue	$62,033	$70,918
Revenue from tests performed in prior periods *	3,827	(13,214)
Adjusted testing services revenue	65,860	57,704
Cost of testing services	15,406	14,308
	50,454	43,396
Stock-based compensation expense	329	357
Acquisition related-amortization of purchased intangibles	346	329
Non-GAAP gross profit	$51,129	$44,082
Non-GAAP gross margin %	78%	76%

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*For the three months ended June 30, 2025, the Company reduced revenue by $3.8 million for tests performed in prior periods. For the three months ended June 30, 2024, the Company recognized $13.2 million in revenue for the tests performed in prior periods.



INVESTOR RELATIONS
Caroline Corner
investor@caredx.com

MEDIA RELATIONS
Natasha Moshirian Wagner
nwagner@caredx.com

CORPORATE HQ
8000 Marina Blvd,
Brisbane, CA 94005