GeneDx
Nasdaq: WGS

Q3 2026 Earnings Presentation

November 2026

Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and the U.S. Private Securities Litigation Reform Act of 1995, including statements regarding our future performance and our market opportunity, including expectations for full year and fourth quarter 2026 revenue, exome and genome revenue and test volumes, adjusted gross margin and adjusted net income. These forward-looking statements generally are identified by the words “believe,” “project,” “expect,” “anticipate,” “estimate,” “intend,” “strategy,” “future,” “opportunity,” “plan,” “may,” “should,” “will,” “would,” “will be,” “will continue,” “will likely result,” and similar expressions. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual future events to differ materially from the forward-looking statements in this presentation, including but not limited to: (i) our ability to implement business plans, goals and forecasts, and identify and realize additional opportunities, (ii) the risk of downturns and a changing regulatory landscape in the highly competitive healthcare industry, (iii) the size and growth of the market in which we operate, (iv) future expansion of insurance coverage for exome and genome testing, and (v) the anticipated impacts of regulatory reimbursement changes. The foregoing list of factors is not exhaustive. The information, opinions and forward-looking statements contained in this announcement is not exhaustive and speak only as of its date and are subject to change without notice. This presentation contains estimates, projections and other information concerning our industry, our business and the markets for our products and services. Information that is based on estimates, forecasts, projections, market research or similar methodologies is inherently subject to uncertainties, and actual events or circumstances may differ materially from events and circumstances that are assumed in this information. Unless otherwise expressly stated, we obtained this industry, business, market and other data from our own internal estimates and research as well as from reports, research surveys, studies and similar data prepared by market research firms and other third parties, industry, medical and general publications, government data and similar sources. While we believe our internal company research as to such matters is reliable and the market definitions are appropriate, neither such research nor these definitions have been verified by any independent source.

We discuss these and other risks and uncertainties in greater detail in the sections entitled “Risk Factors” and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our periodic reports and other filings we make with the SEC from time to time. Given these uncertainties, you should not place undue reliance on the forward-looking statements. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. Except as required by law, we undertake no obligation to update publicly any forward-looking statements for any reason after the date of this presentation to conform these statements to actual results or to changes in our expectations. We file reports, proxy statements, and other information with the SEC. Such reports, proxy statements, and other information concerning us are available www.sec.gov. Requests for copies of such documents should be directed to our Investor Relations department at GeneDx Holdings Corp. 333 Ludlow Street, North Tower 6th Floor, Stamford, Connecticut, 06902. Our telephone number is 888-729-1206.

Non-GAAP Financial Measures

This presentation includes certain financial measures not presented in accordance with generally accepted accounting principles in the United States ("GAAP"), which are used by management as a supplemental measure, have certain limitations, and should not be construed as alternatives to financial measures determined in accordance with GAAP. The non-GAAP measures as defined by us may not be comparable to similar non-GAAP measures presented by other companies. Our presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that our future results will be unaffected by other unusual or non-recurring items. A reconciliation is provided in the Appendix to the most directly comparable financial measure stated in accordance with GAAP.

Q3 2026 Results

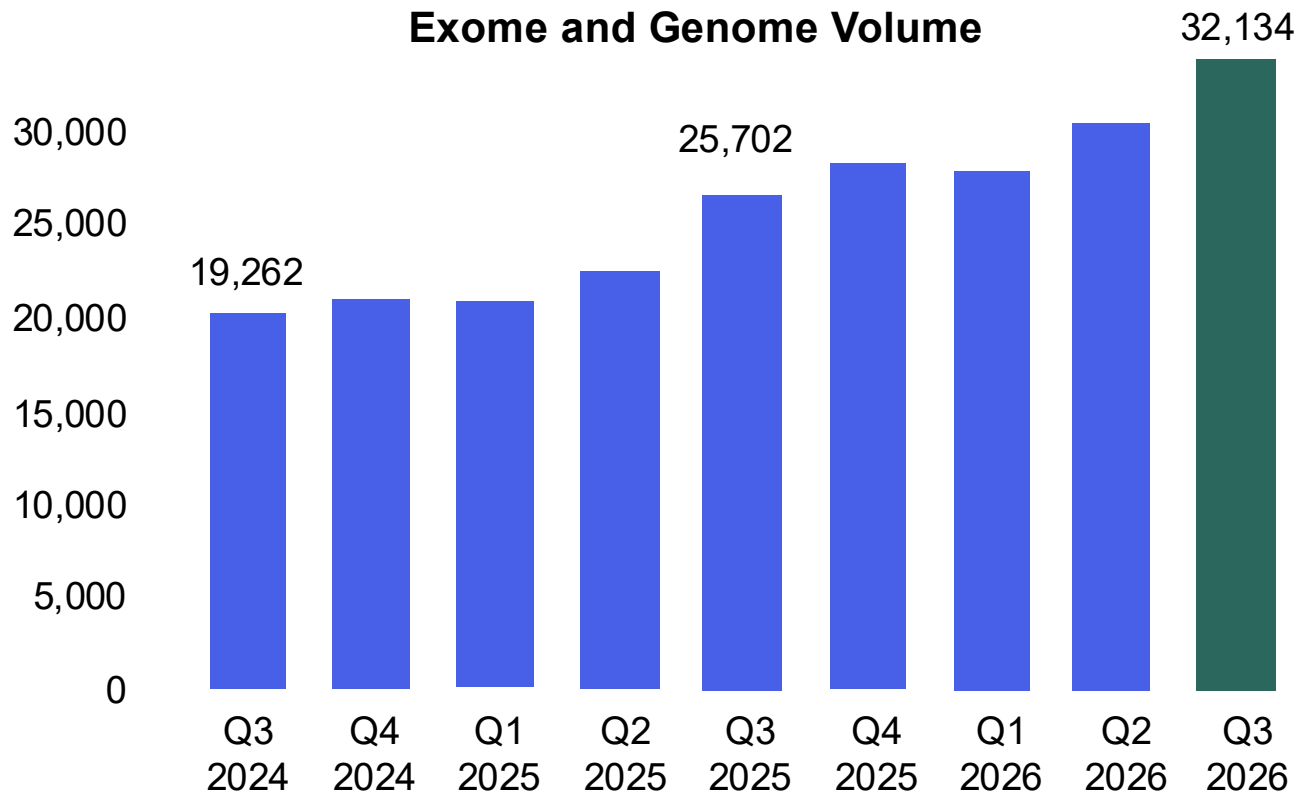
Metric	Third Quarter 2026
Revenue	$123.1 million
Exome and genome volume	32,134
Exome and genome revenue	$110.4 million
Adjusted gross margin[1]	72%
Adjusted net income[1]	$8.6 million
Cash on hand	$171.1 million

1 Adjusted gross margin and adjusted net income are non-GAAP financial measures. See appendix for a reconciliation of GAAP to non-GAAP figures presented.

Delivering strong volume growth while improving reimbursement

Exome and genome volume year-over-year:

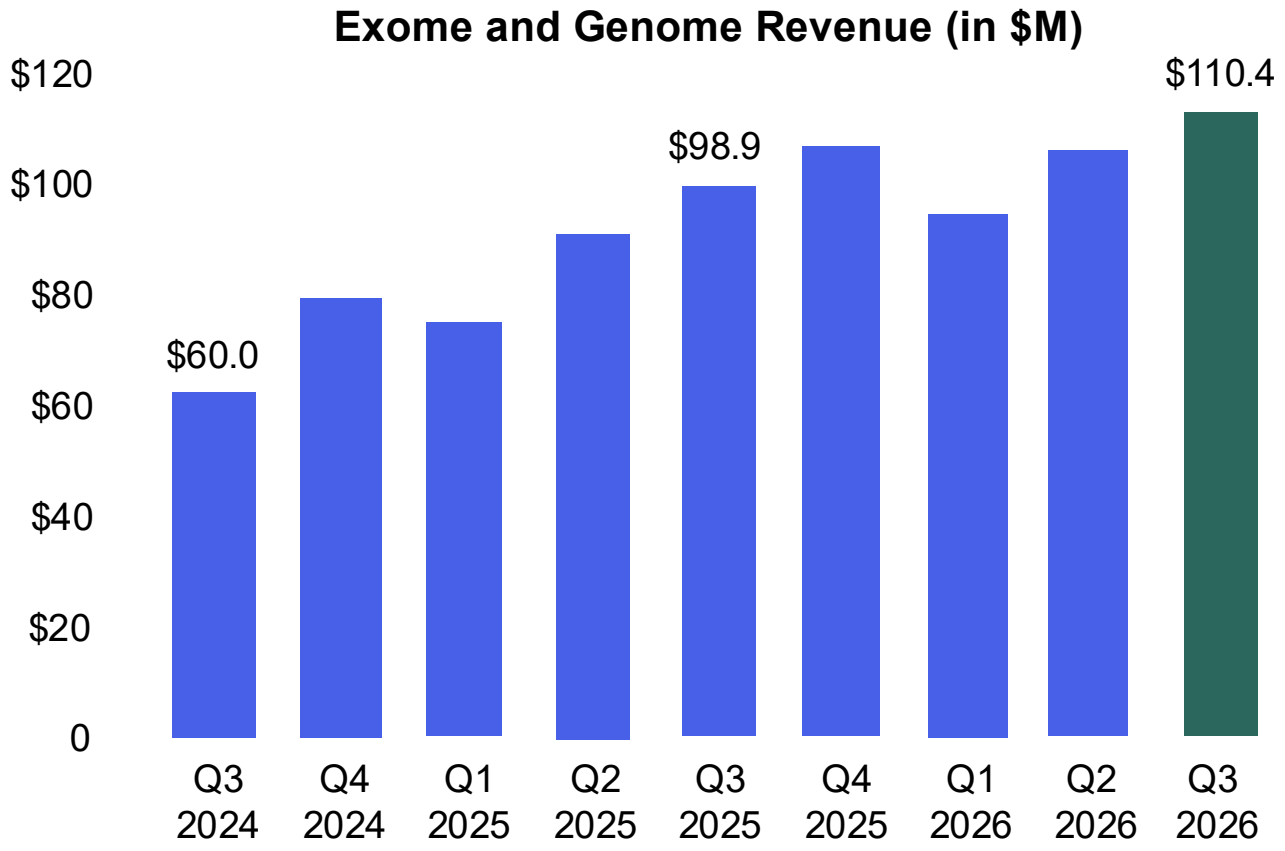
- Q3 2026 reported volume up 25% YoY to 32,134
- Accession volume growth up 28% YoY, indicating strong demand



Revenue growth stepped up driven by mix shift and RCM performance

Exome and genome revenue year-over-year:

- Q3 2026 up $10M sequentially and 12% YoY
- Q3 ARR up 5% sequentially to ~$3,430
- No material changes to underlying average contracted rates this quarter



We've organized the company around three key imperatives



Optimize unit economics



Grow utilization of exome and genome



Deliver the leading products at unmatched scale

2026 Guidance Update

Metric	**Full Year 2026** Previous Guidance August 3, 2026	**Full Year 2026** Updated Guidance November 9, 2026	**Fourth Quarter of 2026** Guidance November 9, 2026
Revenue	$475 to $490 million	$475 to $490 million	$135 million
Exome and genome volume	At least 30% growth	At least 28% growth	34,500 tests
Exome and genome revenue	At least 20% growth	At least 17% growth	$121 million
Adjusted gross margin[1]	Approximately 70%	Approximately 71%	At least 71%
Adjusted net income[1]	Positive	Approximately $12 million	Approximately $12 million

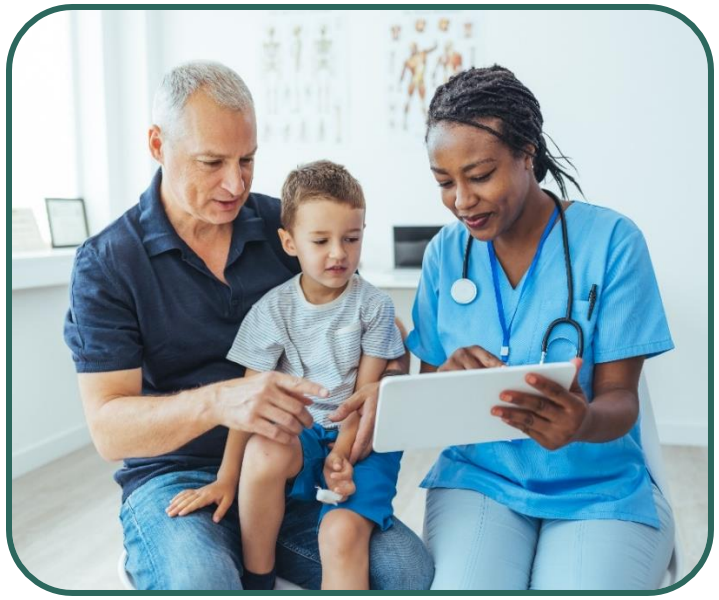
1 Adjusted gross margin and adjusted net income are non-GAAP financial measures.

Appendix

Empowering everyone to live their healthiest life through genomics



GeneDx is the global leader in rare disease diagnosis



The #1 genetic test

Preferred by 80% of geneticists and granted FDA Breakthrough Device designation



GeneDx Infinity™

The largest and most diverse rare disease dataset to deliver highest accuracy

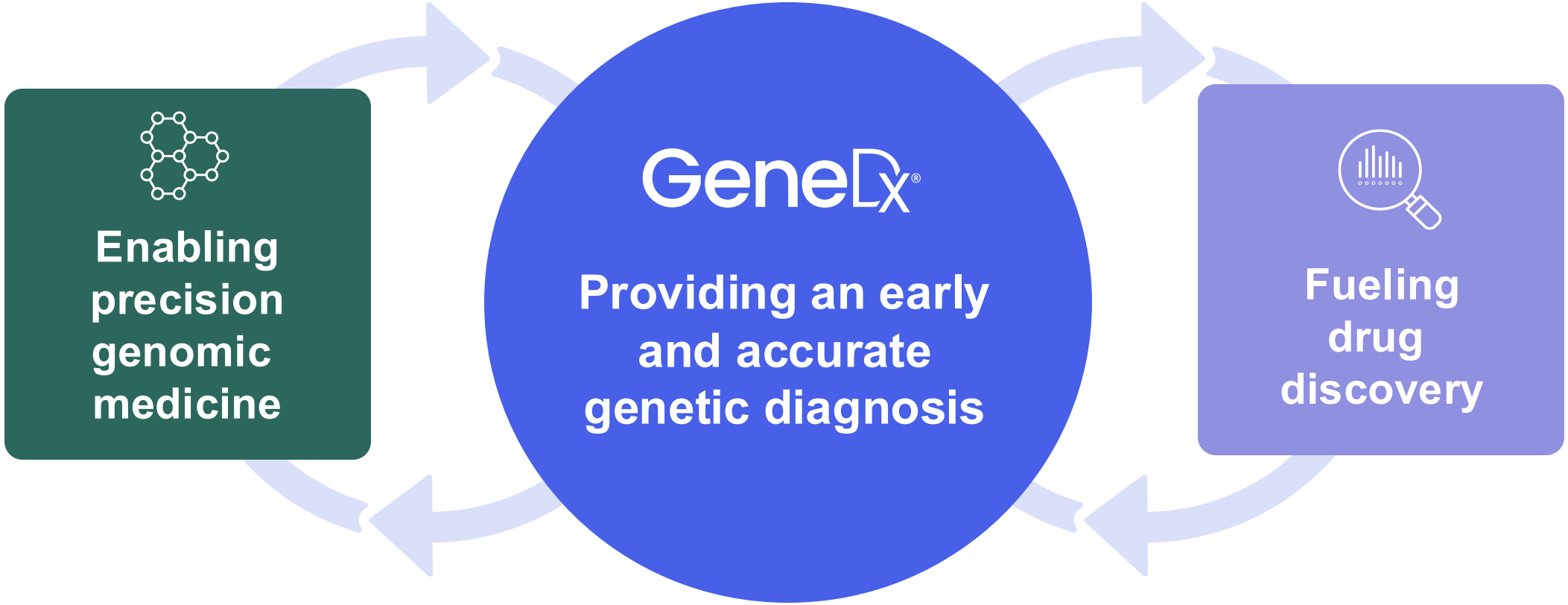


Experience & Technology

Diagnosing more rare disease patients than anyone else and delivering 500+ new gene-disease discoveries over 25 years

1. GeneDx Internal Data, data on file 2026 2. Claims data provided by Definitive Healthcare

An accurate genetic diagnosis is key to transforming healthcare

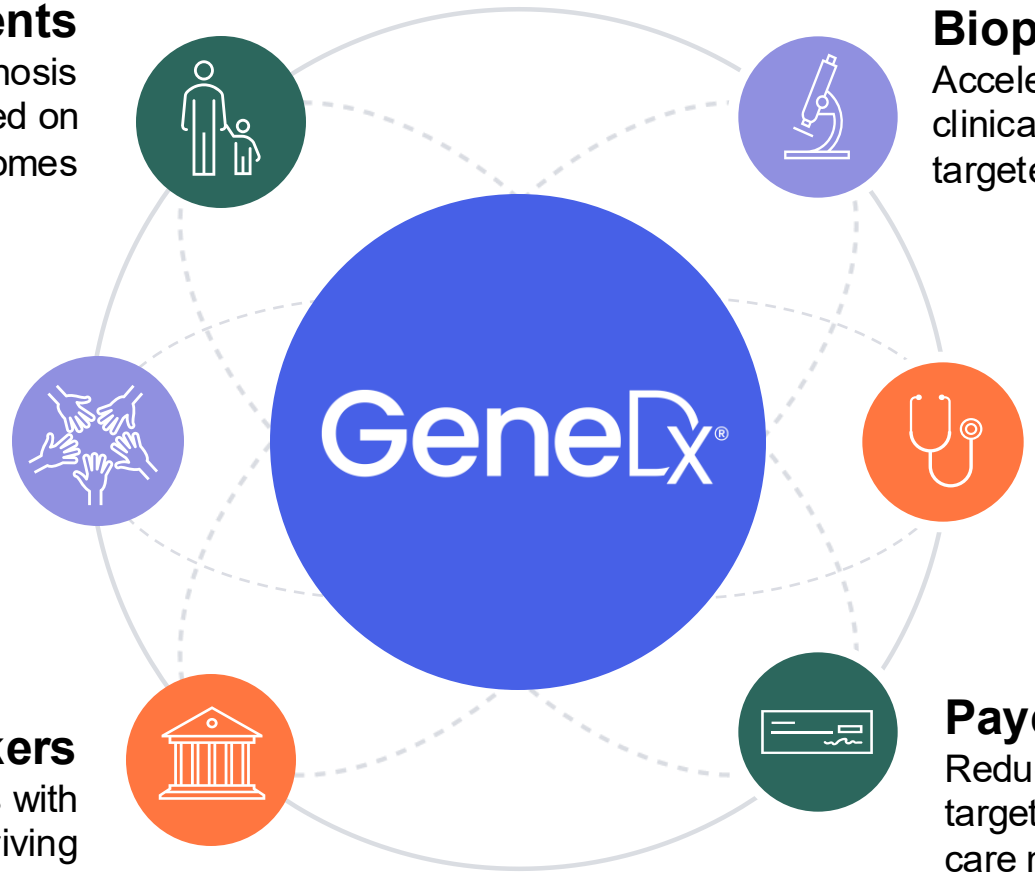


Delivering the future of precision medicine via the network effect

Patients
Delivering faster, more accurate diagnosis with personalized treatments based on biology, leading to better outcomes

Biopharma
Accelerating drug discovery, enabling clinical trials, and unlocking biomarkers for targeted therapies with real-world evidence

Advocacy
Delivering answers for families, advancing equitable care, and connecting patients and parents across rare and underserved communities



Health Systems
Improving clinical decisions, streamlining care pathways, and reducing costs with genomic insights

Policymakers
Improving population health outcomes with support for evidence-based policies driving innovation and efficiencies

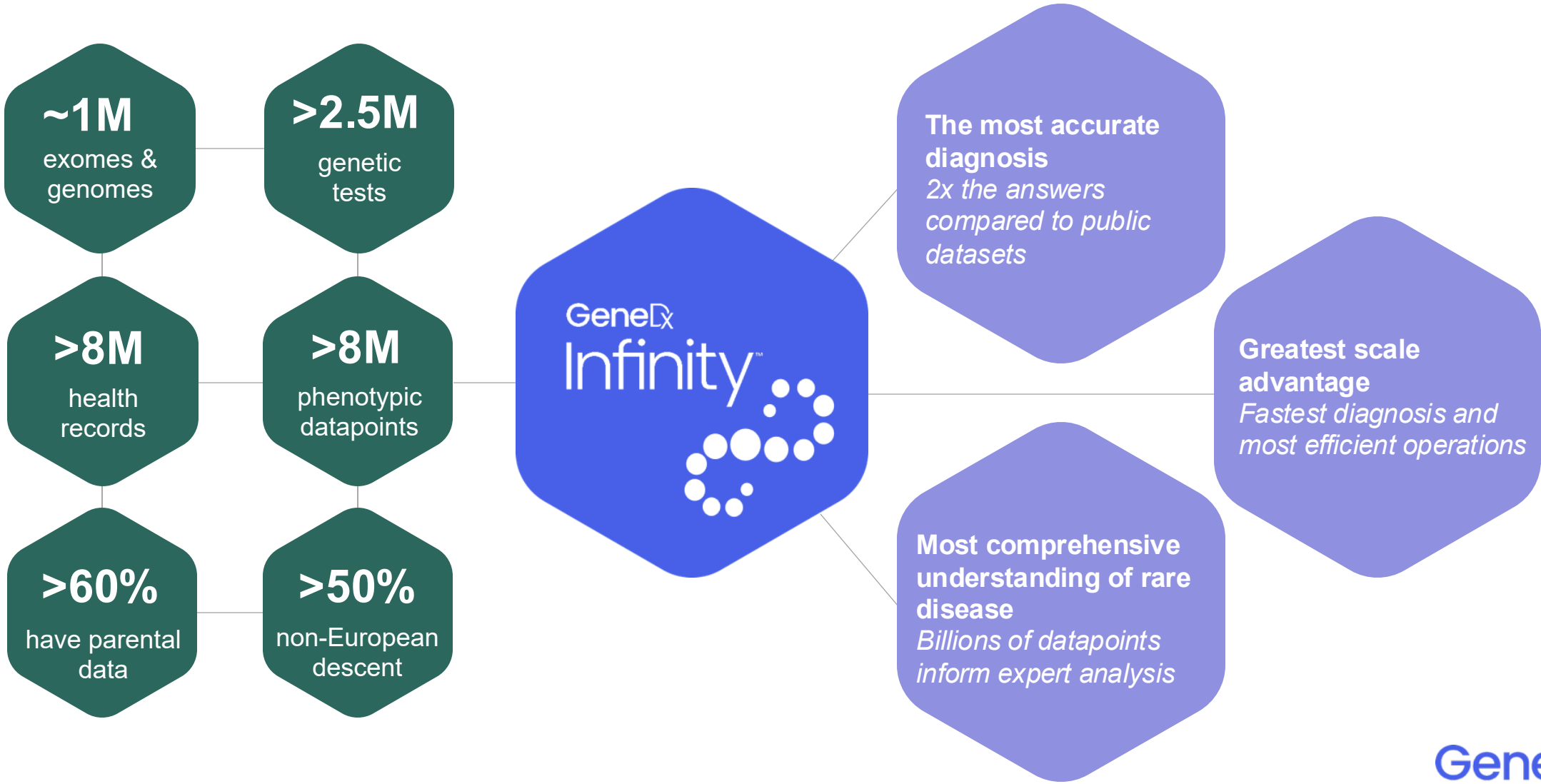
Payers
Reducing long-term spend through effective, targeted treatments supporting value-based care models with measurable outcomes

Trusted by the nation's leading health systems



GeneDx

GeneDx Infinity™ is the largest and most diverse rare disease dataset



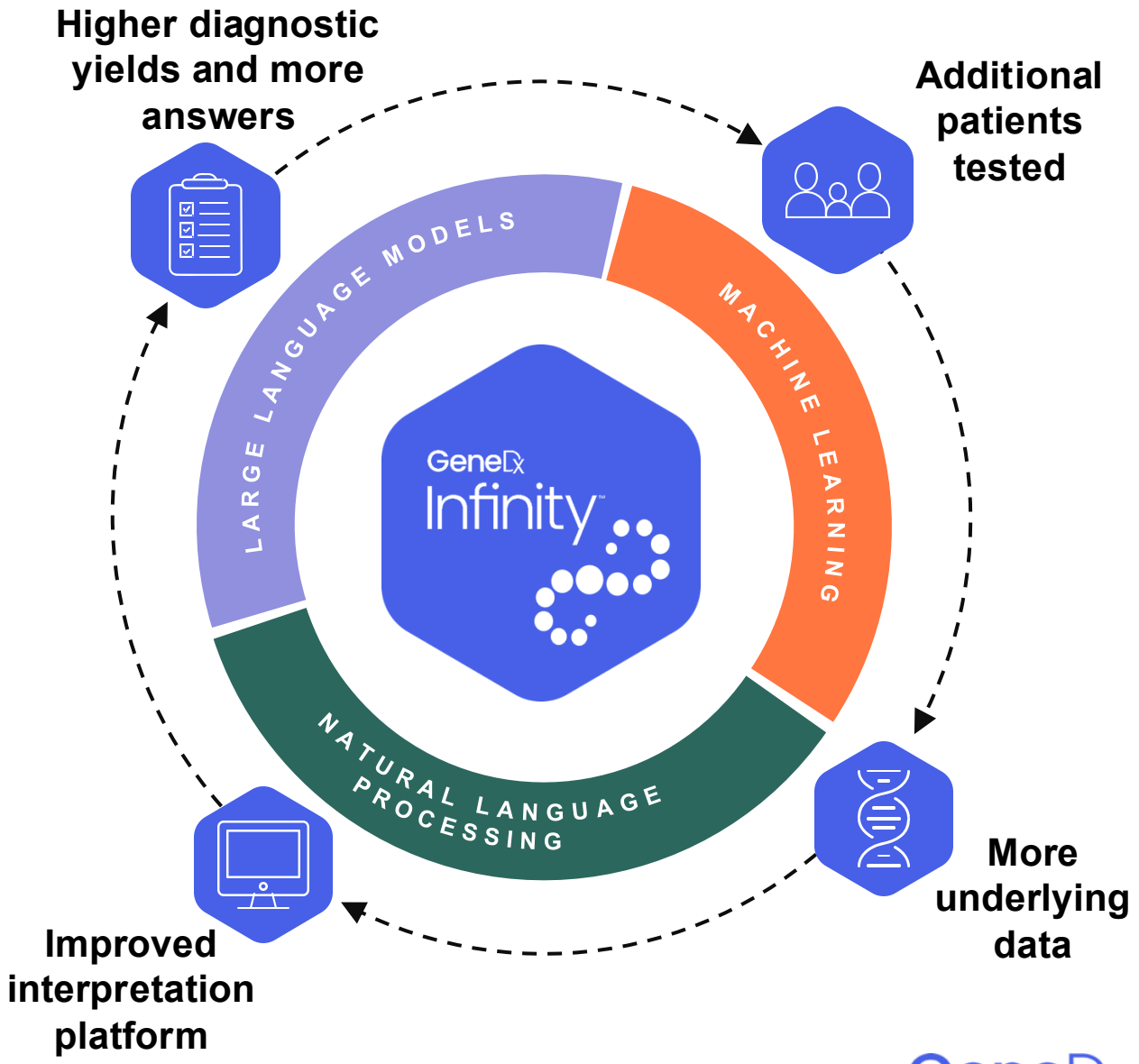
1. GeneDx Internal Data, data on file 2026

Our AI strategy accelerates the flywheel effect of our data

The compounding power of the data from each new patient informs more diagnoses and extends our lead

Proprietary AI models and algorithms constantly enhance our accuracy, scale, speed, and efficiency

Creating the Lab of the Future to translate cutting-edge innovation into better patient outcomes

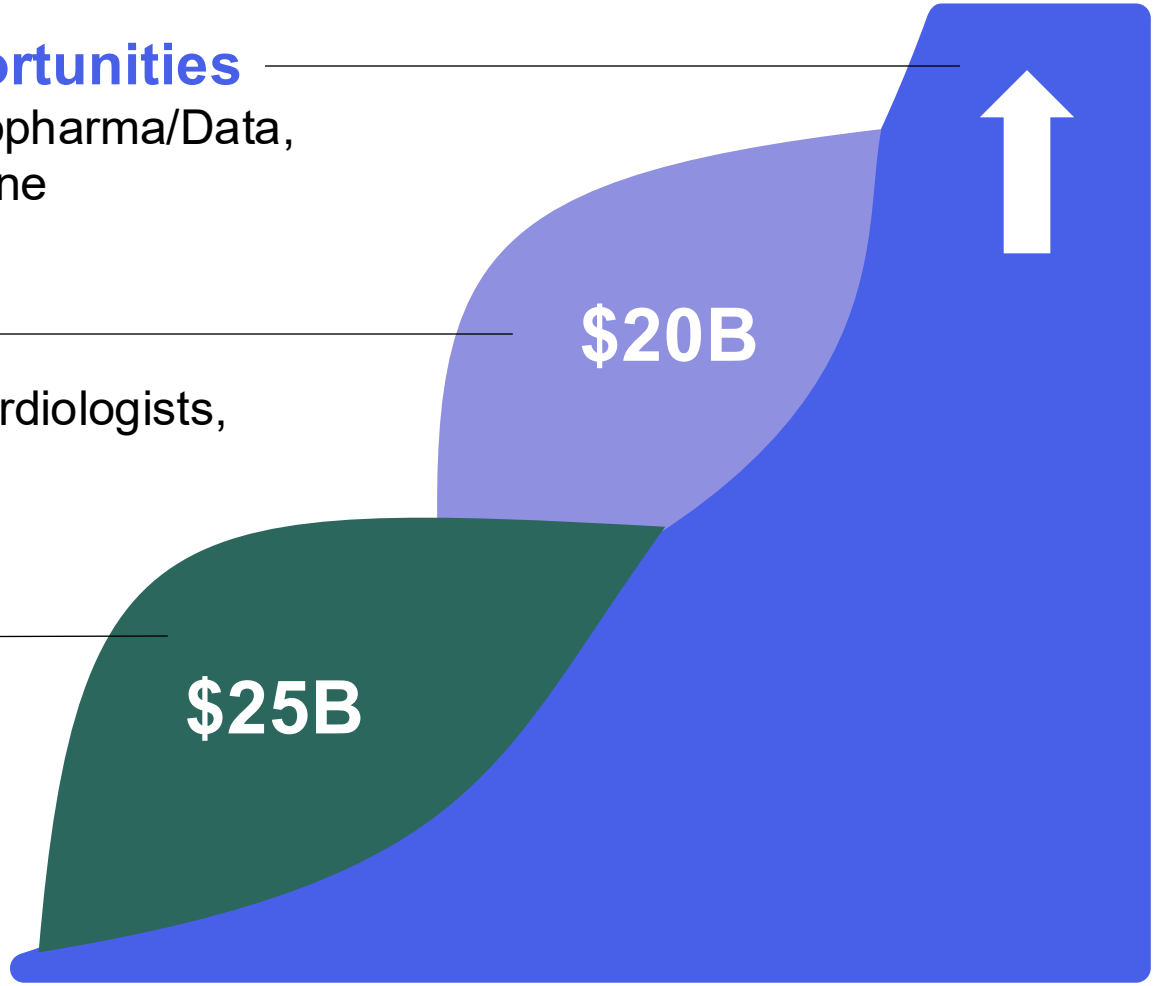


This large and ever-growing opportunity is ours to win

Upside Opportunities
International, Biopharma/Data, Precision Medicine

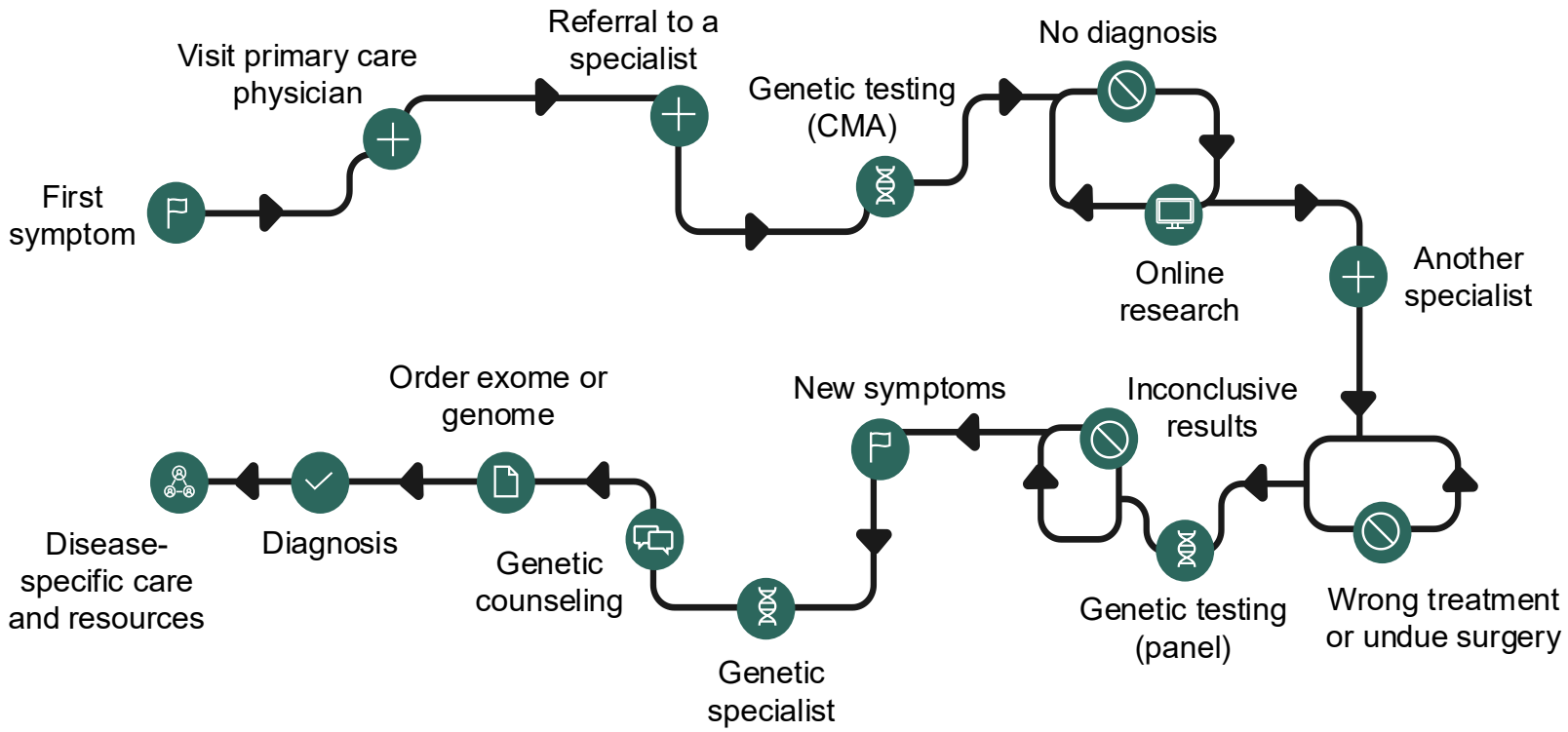
Adult
Adult Neurologists, Adult Cardiologists, and Other Specialists

Pediatrics & Rare
Pediatric Specialists, Pediatricians, NICU, Prenatal, and gNBS



On average, an accurate diagnosis takes 5 years

The economic burden of rare diseases in the U.S. is over $1 trillion annually



GeneDx provides answers in

~~months~~

~~weeks~~

~~days~~

hours

1. Marwaha S, Knowles JW, and Ashley EA. A guide for the diagnosis of rare and undiagnosed disease: beyond the exome. GenomeMed. 2022 Feb 28;14(1):23. 2. Tisdale, A., Cutillo, C.M., Nathan, R. et al. The IDeaS initiative: pilot study to assess the impact of rare diseases on patients and healthcare systems. Orphanet J Rare Dis 16, 429 (2021).

Focused on four operational levers to improve blended average reimbursement rates

1. Manage Mix
2. Expand Payer Coverage
3. Implement Payer-Specific Workflows
4. Invest In Technology

We are monitoring key metrics that translate to higher blended ARR over time

1 Product Mix



Q3 outpatient genome mix

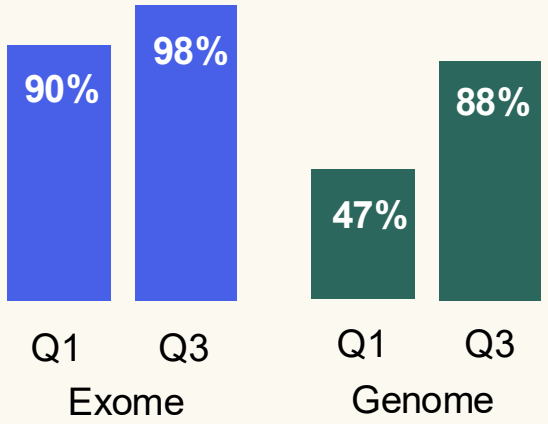
3 Collection Rate



Q3 collection rate for outpatient genome

2 Payer Policy Coverage

Commercial Covered Lives

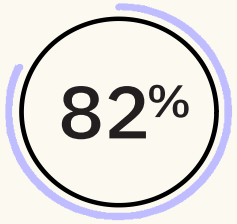


State Medicaid Policies

39 Cover outpatient exome and/or genome

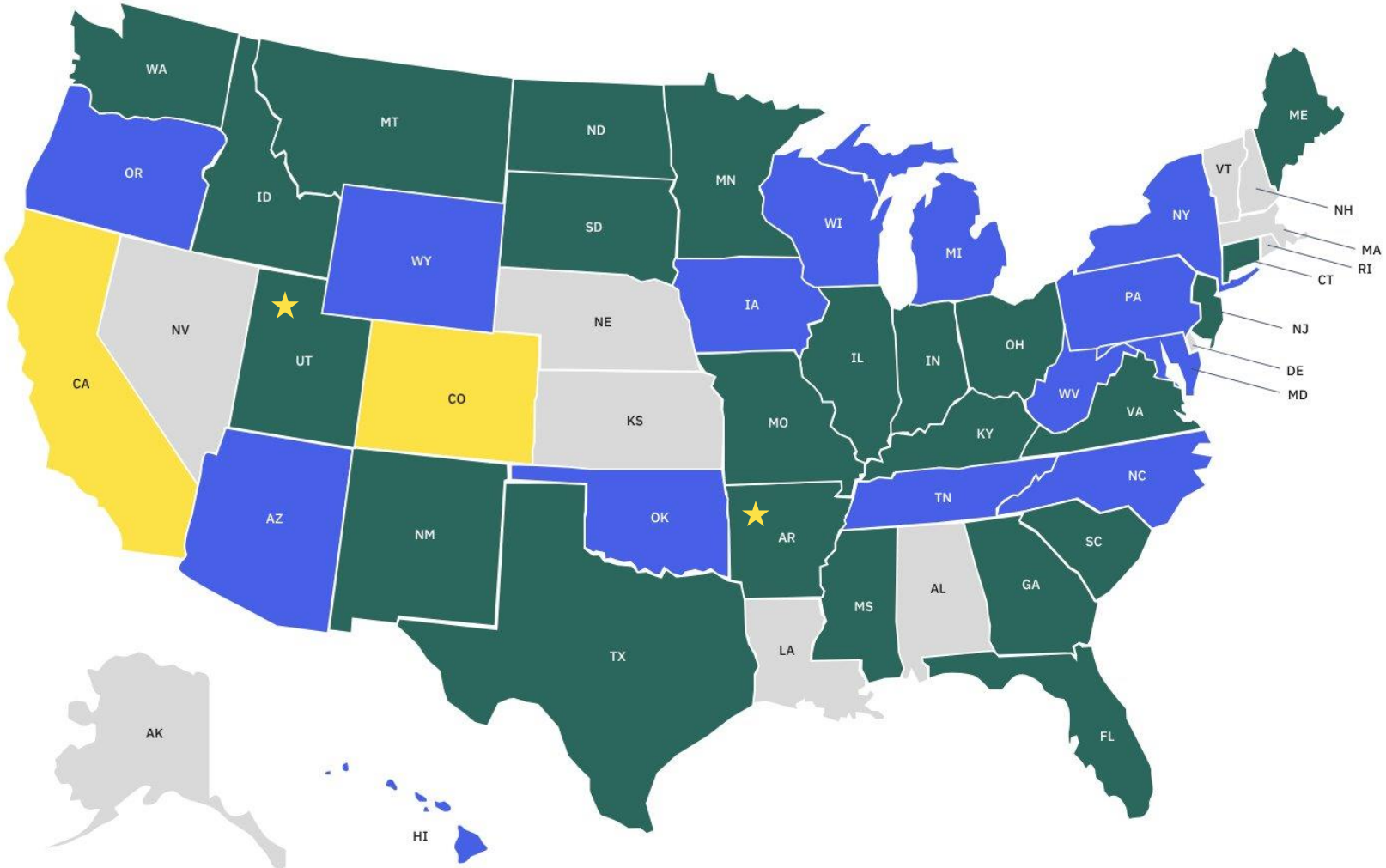
37 Cover outpatient exome

25 Cover outpatient genome



Q3 outpatient genome volume submitted to payers with an active positive coverage policy

Medicaid programs across the country are expanding access



Current Medicaid Coverage Landscape

- Exome Coverage Only
- Genome Coverage Only
- Exome and Genome Coverage
- No Coverage
- ★ New or Enhanced Coverage

1. GeneDx Internal Data, data on file 2026

Our north star is to diagnose as many people as fast as possible

Our stacked, compounding growth strategy unlocks new opportunities

Three layers, multiple building blocks to sustained high growth with disciplined expansion plan

Future Markets *(Developing)*

- gNBS
- New Channels
- BioPharma & Data

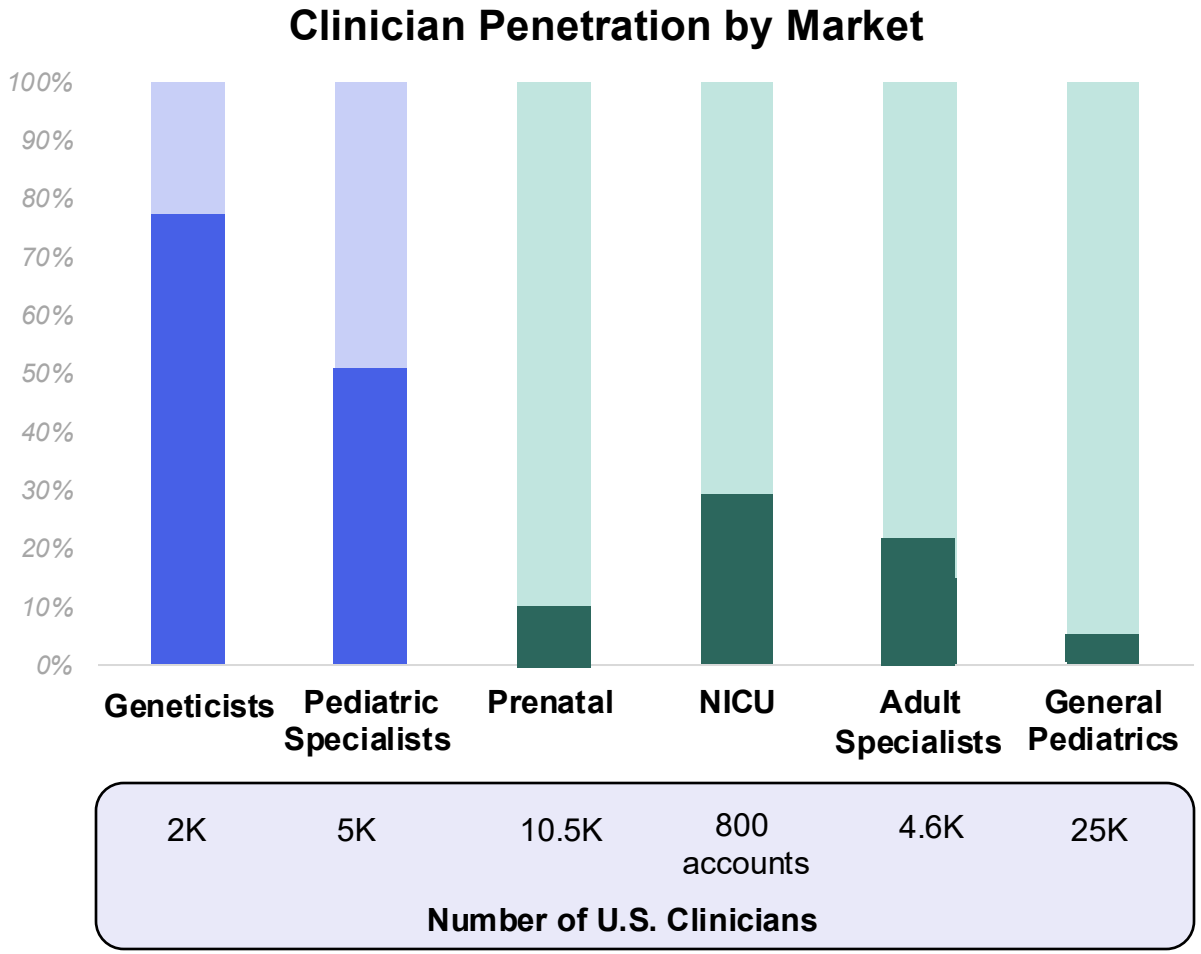
Expansion Markets *(Ramping)*

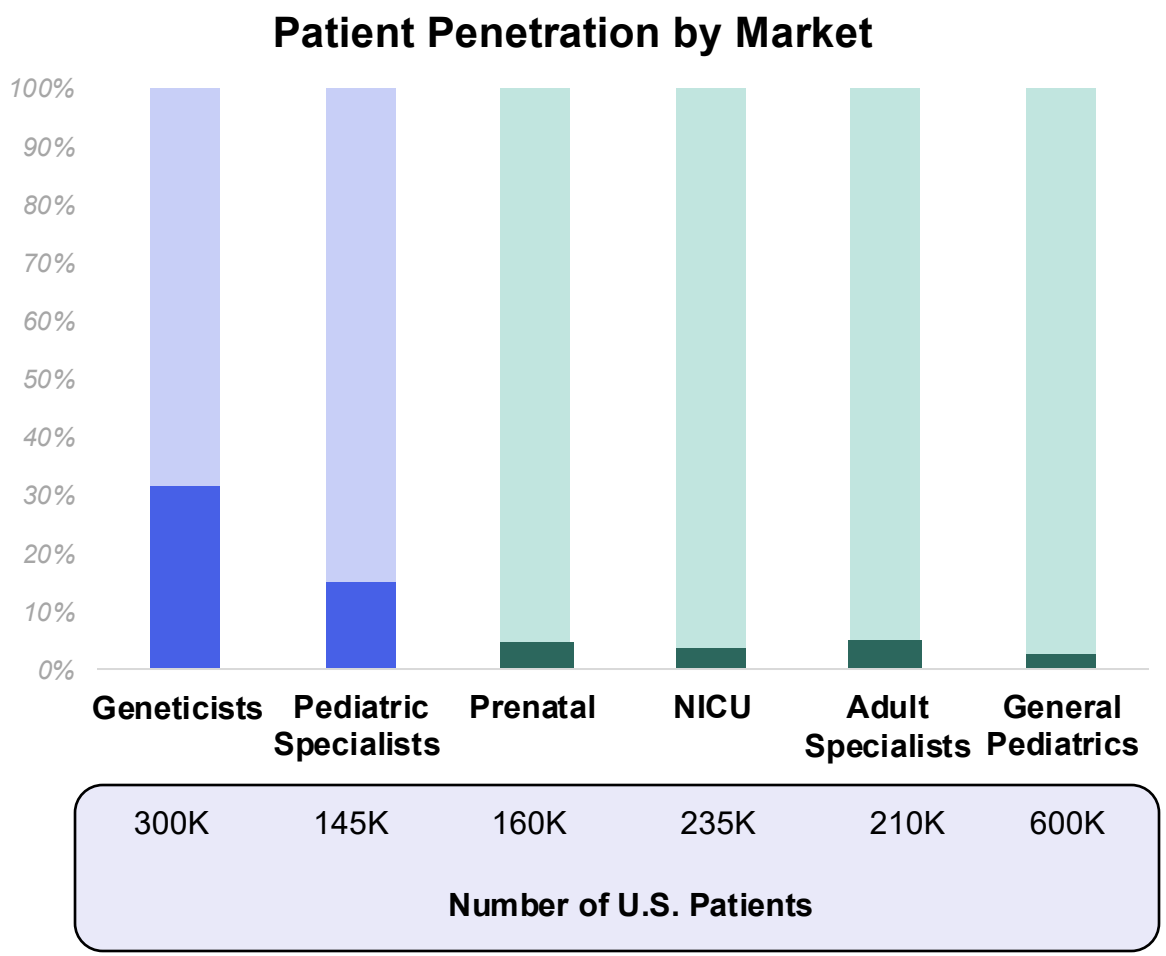
- General Pediatricians ***(H2 2026)***
- NICU ***(since 2024)***
- Prenatal ***(H2 2026)***
- Adult Specialists ***(H2 2026)***
- International ***(since 2025)***

Foundational Markets *(Launched)*

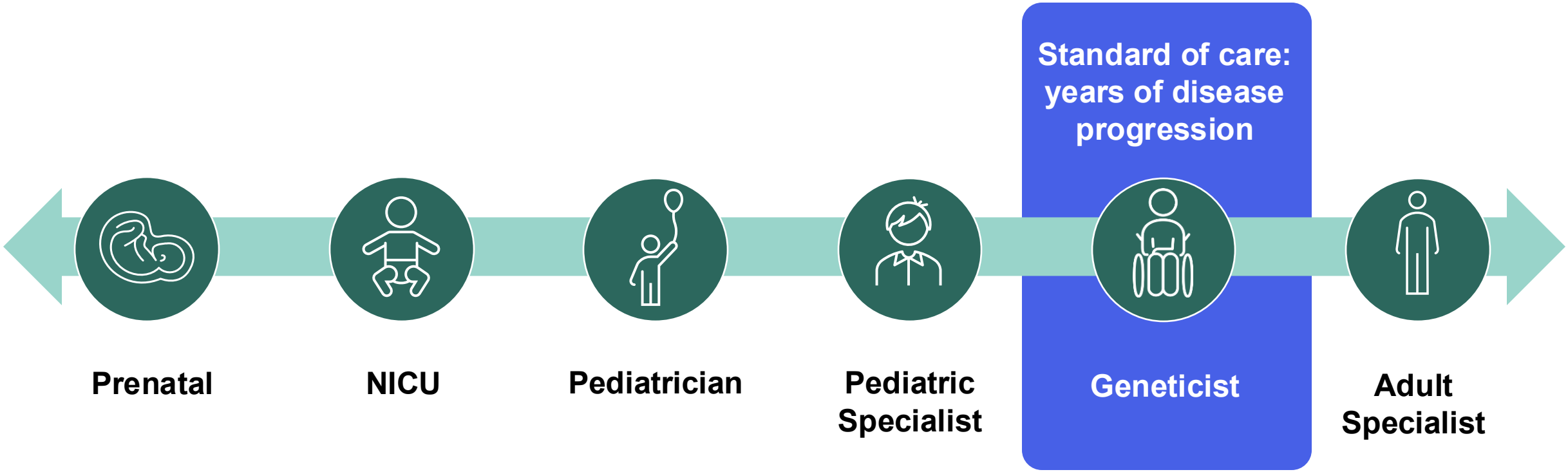
- Geneticists ***(since inception)***
- Pediatric Specialists ***(since 2023)***

Diversifying call points unlocks our total addressable market and brings the power of genomic testing to every patient that can benefit





Entering new markets to deliver answers at the earliest moment possible



Foundational Market

Geneticists remain key customers and prefer GeneDx

Geneticist recommendations reinforce our leadership in new markets

Leading position: 80% market share driven by superior accuracy, broad access, and cutting-edge discovery

Continued growth: Largest contributor to revenue today with room to grow via ongoing panel conversion

Loyal advocates: As we continue to expand, these ~2,000 geneticists are key influencers for other clinicians



1. GeneDx Internal Data, data on file 2026 2. Claims data provided by Definitive Healthcare

Foundational Market

Pediatric specialists continue to drive high growth

Increased ordering and new customer activation driving expansion

Significant share: Over 30% of pediatric neurologists now order from us with continued growth ahead

Strong awareness: Greatest brand recognition of any genetics lab - over 80% of pediatric specialists know GeneDx

Expanding our footprint: Continuing to add new call points and indications to serve the over 10,000 rare diseases



1. GeneDx Internal Data, data on file 2026 2. Claims data provided by Definitive Healthcare 3. Fu MP, Merrill SM, Sharma M, et al. Rare diseases of epigenetic origin: Challenges and opportunities. Front Genet. 2023 Feb 6;14:1113086. doi: 10.3389/fgene.2023.1113086. PMID: 36814905.

Expansion Market

Pediatricians are becoming the new front line of genomic medicine

First mover to an untapped market with the #1 genetic test in hand

Massive market: 600K patients diagnosed with DD/ID by 25K pediatricians annually

Trusted partner & clear leader: Leading product, wraparound services, expert endorsements, and health system relationships

Customer experience: Pediatricians can integrate genomics into routine care with easy ordering

Expansive reach: Dedicated team of ~50 sales reps expected to drive impact by the end of 2026 and into 2027



1. GeneDx Internal Data, data on file 2026 2. Claims data provided by Definitive Healthcare

Expansion Market

The NICU is an untapped opportunity for early intervention and improved outcomes

Taking a protocol-driven approach to benefit more patients and lower healthcare costs

Large unmet need: Up to 60% of NICU patients could benefit from rWGS per SeqFirst (~235k patients) but less than 5% of them receive genetic testing today

Fastest TAT: Leading rapid and ultrarapid genome tests deliver precise answers in as soon as 48 hours

Deep relationships: 42 of the top 50 NICUs ordered rapid testing from us in 2025, positioning us to scale



1. Wenger TL, Scott A, Kruidenier L, et al. SeqFirst: Building equity access to a precise genetic diagnosis in critically ill newborns. Am J Hum Genet. 2025 Mar 6;112(3):508-522. 2. Claims data provided by Definitive Healthcare 3. Kingsmore, Stephen F et al. NPJ genomic medicine vol. 9,1 17. 27 Feb. 2024 4. GeneDx Internal Data, data on file 2026

Expansion Market

GenomeDx Prenatal extends our industry-leading diagnostic capabilities into prenatal care

Setting a new standard for prenatal genomic diagnoses

Large unmet need: For patients with structural anomalies on prenatal ultrasound, impacting up to 4% of pregnancies

Extensive prenatal experience: Building upon 10+ years of experience offering CMA and 4,000+ prenatal exomes

Timely answers: Delivering the most accurate and comprehensive diagnostic results in less than two weeks to guide critical care decisions



1.Salomon LJ, Alfirevic Z, Berghella V, et al. Practice guidelines for performance of the routine mid-trimester fetal ultrasound scan. Ultrasound Obstet Gynecol. 2011 Jan;37(1):116-26. 2. GeneDx Internal Data, data on file 2026

Expansion Market

Adult specialists will unlock future growth and impact

Putting commercial focus behind the organic growth in adult exome and genome testing

New market: Expanding to neurologists in 2026 with a focus on clinicians already ordering genetic testing

Green space: Strong demand and reimbursement for adults living with pediatric-onset conditions like epilepsy

Long-term potential: Future opportunities could expand to cardiology, neurodegenerative disorders, and more, representing up to 5M patients



1. GeneDx Internal Data, data on file 2026 2. Claims data provided by Definitive Healthcare

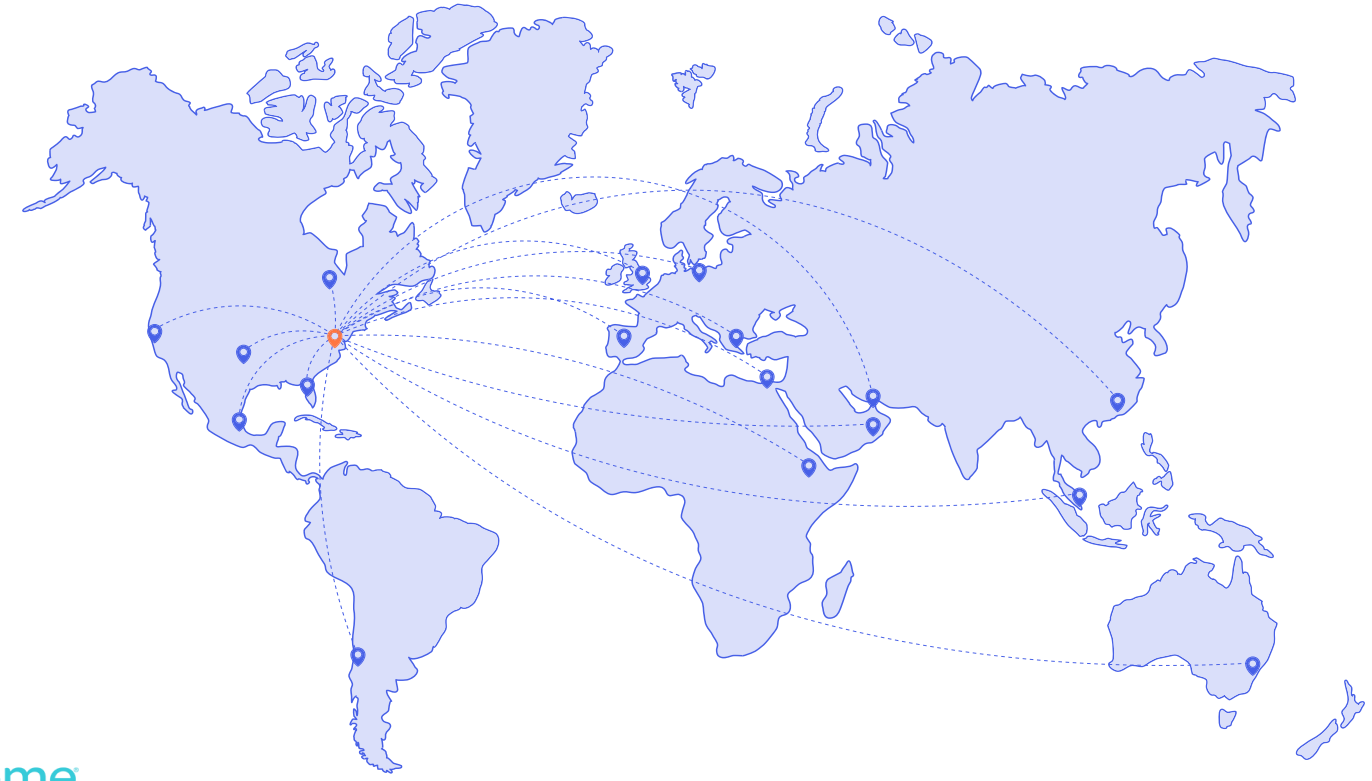
Expansion Market

Global reach with decentralized testing powered by centralized intelligence from GeneDx Infinity™

Cloud-native platform enables remote interpretation while complying with local regulations

Expanded international footprint with sales reps in key geographies

Providing leading interpretation services to key domestic partners



BROAD INSTITUTE

Rady Children's Institute Genomic Medicine

myome

GeneDx

Future Market

Transforming healthcare from diagnostic odyssey to day one action with gNBS

GeneDx has the evidence, experience, and operational capabilities to lead global adoption

Evidence

Data from the GUARDIAN study:

- Actionable conditions identified in **3.2% of newborns**
- **Nearly 75% of parents** opted into testing
- Without gNBS, the average age of diagnosis for these conditions is **7-11 years old**

Experience

- Sequenced >30,000 newborns
- Implemented diverse multi-site programs
- Partnering with first movers to make gNBS a reality
  - GUARDIAN
  - BRIDGES-NBS
  - Sunshine Genetics

Capabilities

- Flexible services – from end-to-end testing to decentralized interpretation
- Operations optimized for accuracy, speed, and scale
- Technical expertise to responsibly bring this technology to patients

1. Ziegler A, Koval-Burt C, Kay DM, et al. Expanded Newborn Screening Using Genome Sequencing for Early Actionable Conditions. JAMA. Published online October 24, 2024. doi:10.1001/jama.2024.1966
2. GeneDx Internal Data, data on file 2026

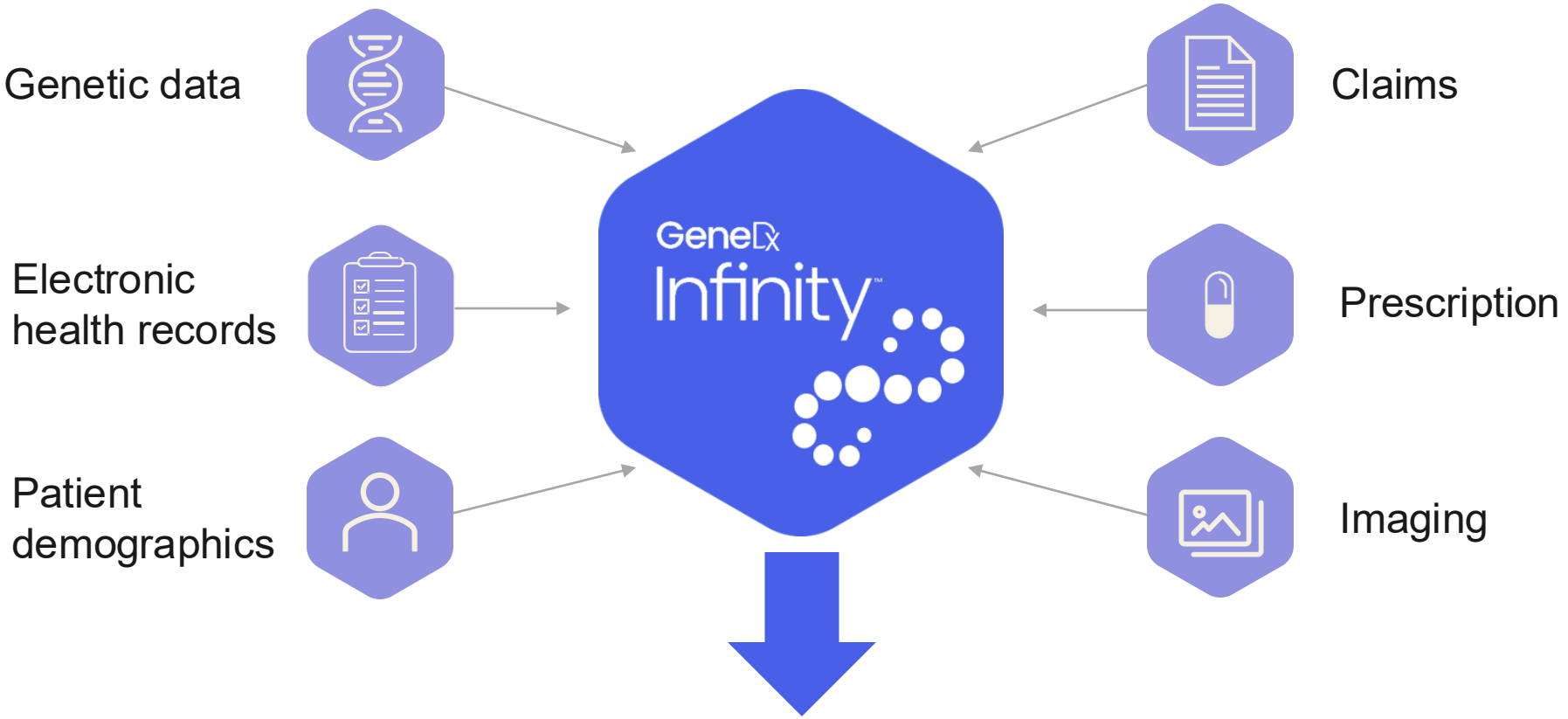
Pioneering new channels and partnerships to deliver on the promise of precision genomic medicine

Future Market



Future Market

Deploying the most comprehensive, longitudinal dataset for rare disease ever assembled



Unlocking faster HEOR, biopharma innovation, and AI-driven discovery

Turning insight into biopharma impact



























































Proven leadership driving high-growth and operational excellence at scale



Katherine Stueland
Chief Executive Officer

INVITAE TAR



Kevin Feeley
Chief Financial Officer

KPMG Celgene



Mark Gardner
President

Quest Diagnostics ThermoFisher SCIENTIFIC



Bryan Dechairo
Chief Technology and Innovation Officer

Myriad genetics Pfizer



Melanie Duquette
Chief Growth Officer

INVITAE DNAgenotek



Lisa Gurry
Chief Business Officer

TRUVETA Microsoft



Heidi Chen
Chief Legal Officer

zoetis Pfizer



Linda Genen
Chief Medical Officer

progenity UNITEDHEALTH GROUP



Jami Biliboaca
Chief People Officer

macy's



Nicole Maassen
Chief Patient Access Officer

EXACT SCIENCES

Executing the right strategy to drive durable, long-term growth

Establish genomic testing as the standard, early answer for suspected genetic disease – expanding access, delivering faster and more actionable diagnoses, and leveraging GeneDx Infinity's learning to continuously strengthen the platform



1. Lead in rare-disease diagnosis by **moving exome and genome testing earlier in care**
2. Expand **access across established and underpenetrated call points**, health systems, and lower-friction patient pathways
3. Deliver **the best clinical answer, faster** through testing breadth, interpretation quality, and turnaround time
4. Compound the **Infinity learning** to improve diagnosis and **create biopharma value**
5. **Convert access into realized revenue** through payer, authorization, claims, and appeals excellence
6. Scale profitably through **automation, commercial discipline, and operating leverage**

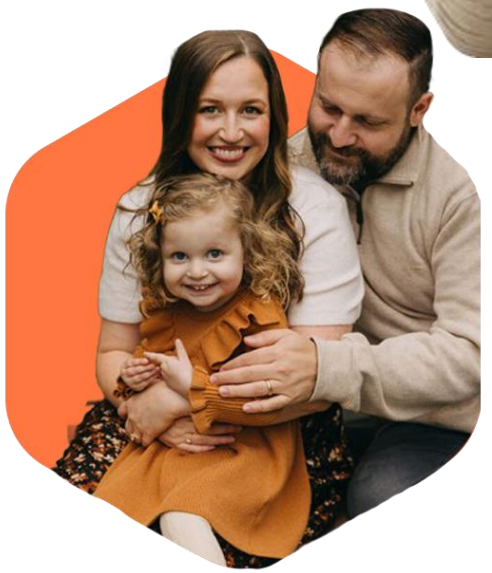
GeneDx

Our core competitive advantage compounds with every patient we test.

We are setting the industry standard, delivering actionable answers for families and sustainable value for shareholders.











Reconciliation of non-GAAP financial measures

Adjusted gross profit, adjusted gross margin, and adjusted net income

(in $ thousands)	Three months ended		
	September 30, 2026	September 30, 2025	June 30, 2026
Revenue	$ 123,101	$ 116,743	$ 114,440
Cost of services	37,041	32,216	36,202
Gross profit	$ 86,060	$ 84,527	$ 78,238
Gross margin	69.9%	72.4%	68.4%
Reconciliations:			
Depreciation and amortization expense	1,687	1,374	1,726
Stock-based compensation expense	371	219	561
Restructuring charges	18	–	47
Adjusted gross profit	$ 88,136	$ 86,120	$ 80,572
Adjusted gross margin	71.6%	73.8%	70.4%

(in $ thousands)	Three months ended		
	September 30, 2026	September 30, 2025	June 30, 2026
Net loss	$ (12,327)	$ (7,635)	$ (17,740)
Reconciliations:			
Depreciation and amortization expense	6,895	6,474	6,714
Stock-based compensation expense	8,253	10,586	6,342
Restructuring costs	867	128	3,295
Change in fair value of financial liabilities	–	3,401	(220)
Interest expense, net	1,779	562	1,185
Non-core lease costs	1,169	1,323	1,097
Other[1]	1,975	1,219	(262)
Adjusted net income (loss)	$ 8,611	$ 16,058	$ 411

1 Other represents income tax (expense) benefit and costs related to legal reserves for all periods presented. For the three months ended September 30, 2026, Other also includes costs for third party advisor fees related to our Revenue Cycle Transformation. For the three months ended September 30, 2025, Other also includes transaction costs incurred in connection with the acquisition of Fabric Genomics.