

**EXAS**

INVESTOR &  
ANALYST DAY

June 25, 2015





## Investor & Analyst Day Introduction

**JP Fielder**  
Senior Director  
Corporate Communications



## Safe Harbor statement

Certain statements made in this presentation contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities and Exchange Act of 1934, as amended that are intended to be covered by the "safe harbor" created by those sections. Forward-looking statements can generally be identified by the use of forward-looking terms such as "believe," "expect," "may," "will," "should," "could," "seek," "intend," "plan," "estimate," "anticipate" or other comparable terms. All statements other than statements of historical facts included in this presentation regarding our strategies, prospects, financial condition, operations, costs, plans and objectives are forward-looking statements. Examples of forward-looking statements include, among others, statements we make regarding expected future operating results, anticipated results of our sales and marketing efforts, expectations concerning payer reimbursement and the anticipated results of our product development efforts. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following: our ability to successfully and profitably market our products; the acceptance of our products by patients and health care providers; the amount and nature of competition from other cancer screening products and procedures; our ability to maintain regulatory approvals and comply with applicable regulations; our success establishing and maintaining collaborative and licensing arrangements; our ability to successfully develop new products; and the other risks and uncertainties described in the Risk Factors and in Management's Discussion and Analysis of Financial Condition and Results of Operations sections of our most recently filed Annual Report on Form 10-K and our subsequently filed Quarterly Reports on Form 10-Q. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise.

## Today's agenda

Thursday  
June 25, 2015

### ***Welcome and Introductions***

7:00 – 7:30a Breakfast  
7:30 – 7:45a Exact Sciences Vision  
7:45 – 8:00a Exact Sciences Laboratories and Customer Care Center

### ***Driving Cologuard® Success***

8:00 – 8:45a Cologuard® Execution  
8:45 – 9:15a Cologuard® Q&A  
9:15 – 9:30a Morning break

### ***Fighting Cancer through Early Detection***

9:30 – 9:50a Building a Pipeline: Our Approach to Technology  
9:50 – 10:00a Cologuard® Expansion  
10:00 – 10:20a Pancreatic Cancer  
10:20 – 10:40a Esophageal Cancer  
10:40 – 11:15a Lung Cancer  
11:15 – 12:00p Pipeline Q&A

12:00p Lunch  
12:30 – 2:00p Optional Lab Tours (buses depart from Edgewater at 12:30p)

## Investor & Analyst Day Speaker



**Kevin Conroy**  
Chairman and  
Chief Executive Officer



# Exact Sciences Our Vision for the Future

**Kevin Conroy**  
Chairman and  
Chief Executive Officer



## Investor & Analyst Day key takeaways

- **Cologuard® execution:** Offering significant benefits to patients and providers through advanced screening; ramp accelerating
- **Industry leader:** Product development, regulatory reviews and commercialization
- **Impactful pipeline:** Leveraging first-of-its-kind commercial product to increase shareholder value
- **Management strength:** Experienced team with track record of execution

## Investor & Analyst Day Speakers



**Maneesh Arora**  
Chief Operating Officer



**Graham Lidgard**  
Chief Science Officer



## Investor & Analyst Day Speakers



**Ana Hooker**  
Senior Vice President,  
Operations



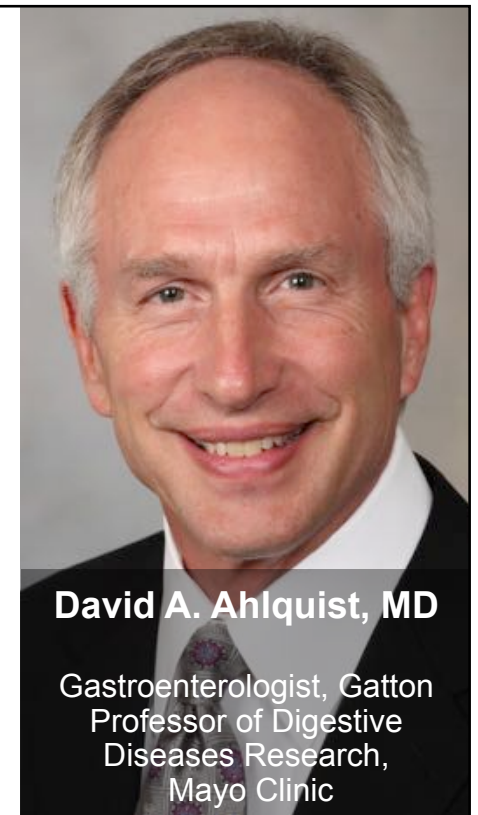
**Bill Megan**  
Senior Vice President,  
Finance

## Investor & Analyst Day Speakers



**Sam Hanash, MD, PhD**

Director, MD Anderson  
McCombs Institute for  
Early Detection and  
Treatment of Cancer



**David A. Ahlquist, MD**

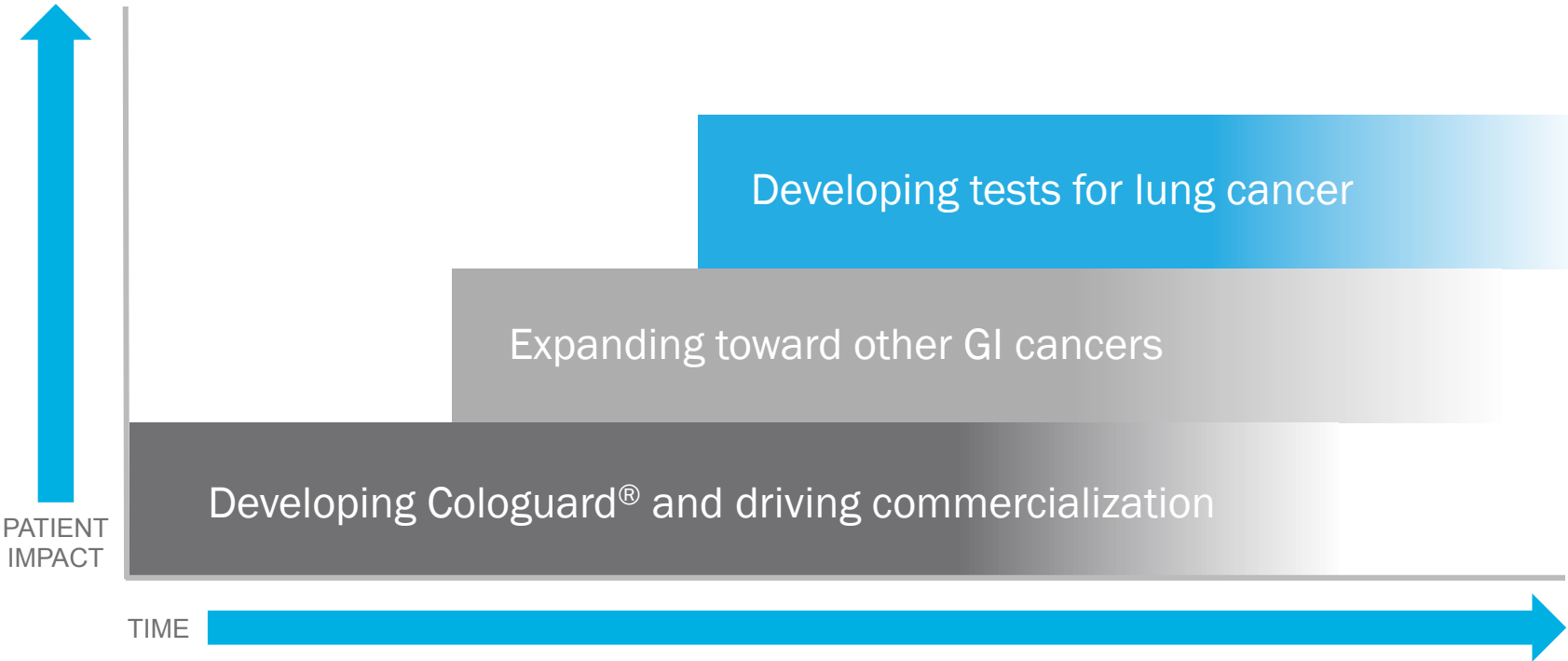
Gastroenterologist, Gatton  
Professor of Digestive  
Diseases Research,  
Mayo Clinic



# OUR FIRST MISSION

To work with patients, payers and providers  
to help play a role in the  
**eradication of colorectal cancer**

# Building a leading early cancer detection company



# OUR VISION

Exact Sciences is committed to helping win the war on cancer through **early detection**

Cancer	Ranked by deaths per year
Lung	1
Colon	2
Pancreatic	4
Esophageal	10

**Combined 270,000 US deaths per year**

## Cologuard®: Foundation to our success

- First-ever, FDA-approved, Medicare-covered non-invasive colon cancer screening test
- Potential to screen 80 million average-risk Americans
- Strong uptake since October 2014 launch
- Developed in collaboration with Mayo Clinic



## Leveraging our assets to maximize product development and patient impact

 Technology platform 

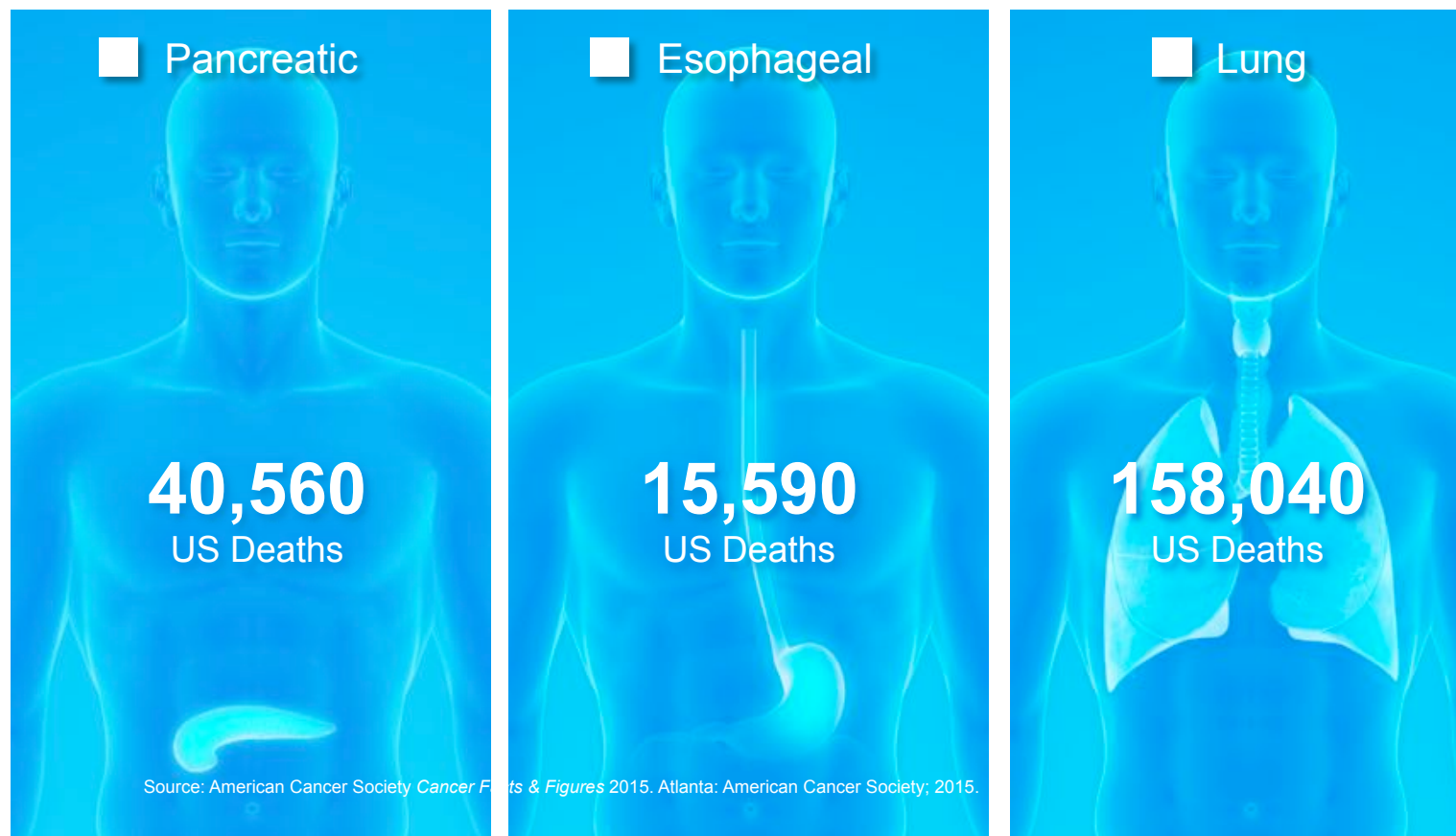
 CLIA laboratories 

 Established product development and regulatory approval 

 Commercialization capabilities 

 Direct connection to physicians and patients 

## A pipeline to address America's deadliest cancers





## Maintaining a formula for success



**Best-in-class  
People**



**Clear and  
Focused Strategy**



**Execution**

# Third Wave Technologies

2001 - 2008



# Exact Sciences

2001 – June 24, 2015



Source: NASDAQ

# Exact Sciences Laboratories and Customer Care Center

Ana Hooker  
Senior Vice President, Operations



# Comprehensive screening program driving compliance

Customer  
Care Center

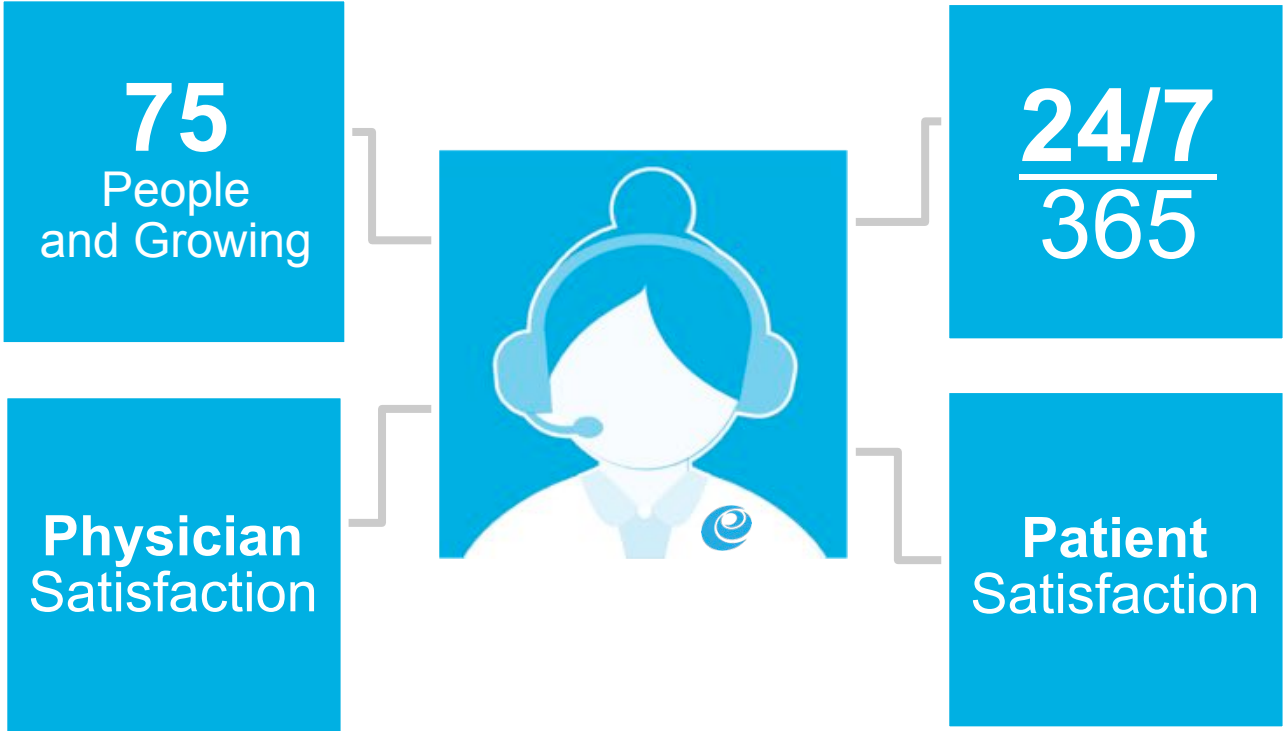


Laboratories



\*Patient compliance rate: number of valid test results reported divided by the number of collection kits shipped to patients 60 or more days prior to June 19, 2015.

# Customer care center engages patients and physicians

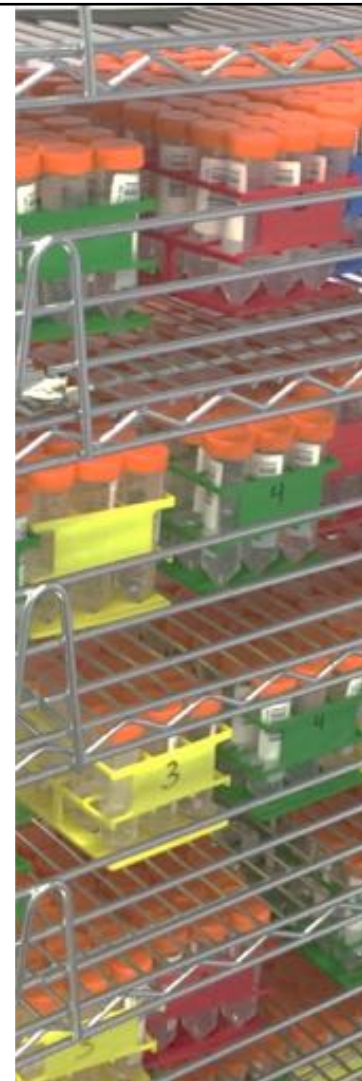


## Custom-designed laboratories elevate screening capabilities

- State-of-the-art screening technology
- 30k sq. ft. of flexible and scalable space

**1M**

Capacity of tests  
Exact Sciences  
can run per year



**HIGH QUALITY**

**leads to**

**HIGH COMPLIANCE**



