



progenity[®]

Business Update and
Third Quarter 2020
Financial Results

November 9, 2020

Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of the federal securities laws, which statements are subject to substantial risks and uncertainties and are based on estimates and assumptions. All statements, other than statements of historical facts included in this presentation, including statements concerning our plans, objectives, goals, strategies, future events, future revenues or performance, financing needs, plans or intentions relating to product candidates, estimates of market size, estimates of market growth, business trends, expected testing supply and demand, the anticipated timing, design and conduct of our planned clinical trials, the development of our product candidates, including the timing and likelihood of regulatory filings and approvals for our product candidates, our ability to commercialize our product candidates, if approved, the pricing and reimbursement of our product candidates, if approved, the potential to develop future product candidates, the potential benefits of strategic collaborations and our intent to enter into any strategic arrangements, the timing and likelihood of success, plans and objectives of management for future operations and future results of anticipated product development efforts, are forward-looking statements. In some cases, you can identify forward-looking statements by terms such as “may,” “might,” “will,” “objective,” “intend,” “should,” “could,” “can,” “would,” “expect,” “believe,” “design,” “estimate,” “predict,” “potential,” “plan” or the negative of these terms, and similar expressions intended to identify forward-looking statements. These statements involve known and unknown risks, uncertainties and other factors that could cause our actual results to differ materially from the forward-looking statements expressed or implied in this presentation, including those described in “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our Quarterly Report on Form 10-Q for the quarter ended September 30, 2020, and elsewhere in such filings and in other subsequent disclosure documents filed with the U.S. Securities and Exchange Commission (SEC).

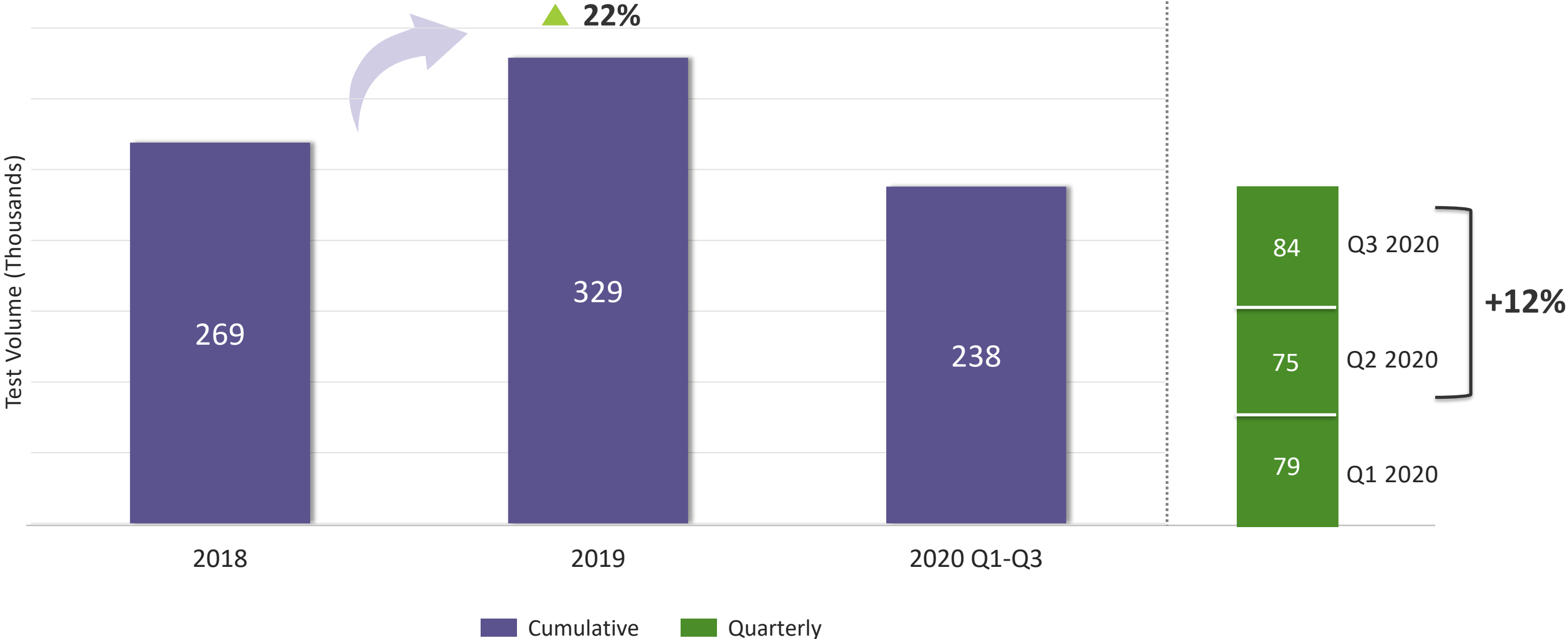
We cannot assure you that we will realize the results, benefits or developments that we expect or anticipate or, even if substantially realized, that they will result in the consequences or affect us or our business in the way expected. Forward-looking statements are not historical facts, and reflect our current views with respect to future events. Given the significant uncertainties, you should evaluate all forward-looking statements made in this presentation in the context of these risks and uncertainties and not place undue reliance on these forward-looking statements as predictions of future events. All forward-looking statements in this presentation apply only as of the date made and are expressly qualified in their entirety by the cautionary statements included in this presentation. We disclaim any intent to publicly update or revise any forward-looking statements to reflect subsequent events or circumstances, except as required by law.

Industry and Market Data: We obtained the industry, market, and competitive position data used throughout this Presentation from our own internal estimates and research, as well as from industry and general publications, and research, surveys, and studies conducted by third parties. Internal estimates are derived from publicly available information released by industry analysts and third-party sources, our internal research and our industry experience, and are based on assumptions made by us based on such data and our knowledge of the industry and market, which we believe to be reasonable. In addition, while we believe the industry, market, and competitive position data included in this prospectus is reliable and based on reasonable assumptions, we have not independently verified any third-party information, and all such data involve risks and uncertainties and are subject to change based on various factors. These and other factors could cause results to differ materially from those expressed in the estimates made by the independent parties and by us.

Q3 2020 Progenity Corporate Highlights

- Achieved an important analytical verification milestone for our Preeclampsia rule-out LDT, tradename Preecludia™.
- Added access for 60M health plan members with Multiplan contract.
- Achieved Innatal 4 development milestone: demonstrated ability to quantify fetal fraction.
- Grew total tests 12%; reported ~84,000 tests in Q3 2020, mostly from COVID-19 testing.
- Two abstracts, including category award winner, related to our PIL Dx capsule presented at American College of Gastroenterology (ACG) meeting in October 2020.
- Continued expansion of COVID-19/SARS CoV-2 diagnostic testing to broader geographies within our channel to support unmet need.
- Work progressing well under precision medicine pharma collaboration; continued engagement with pharma for further potential partnerships.
- Continuing improvements in revenue cycle management to maximize revenues.

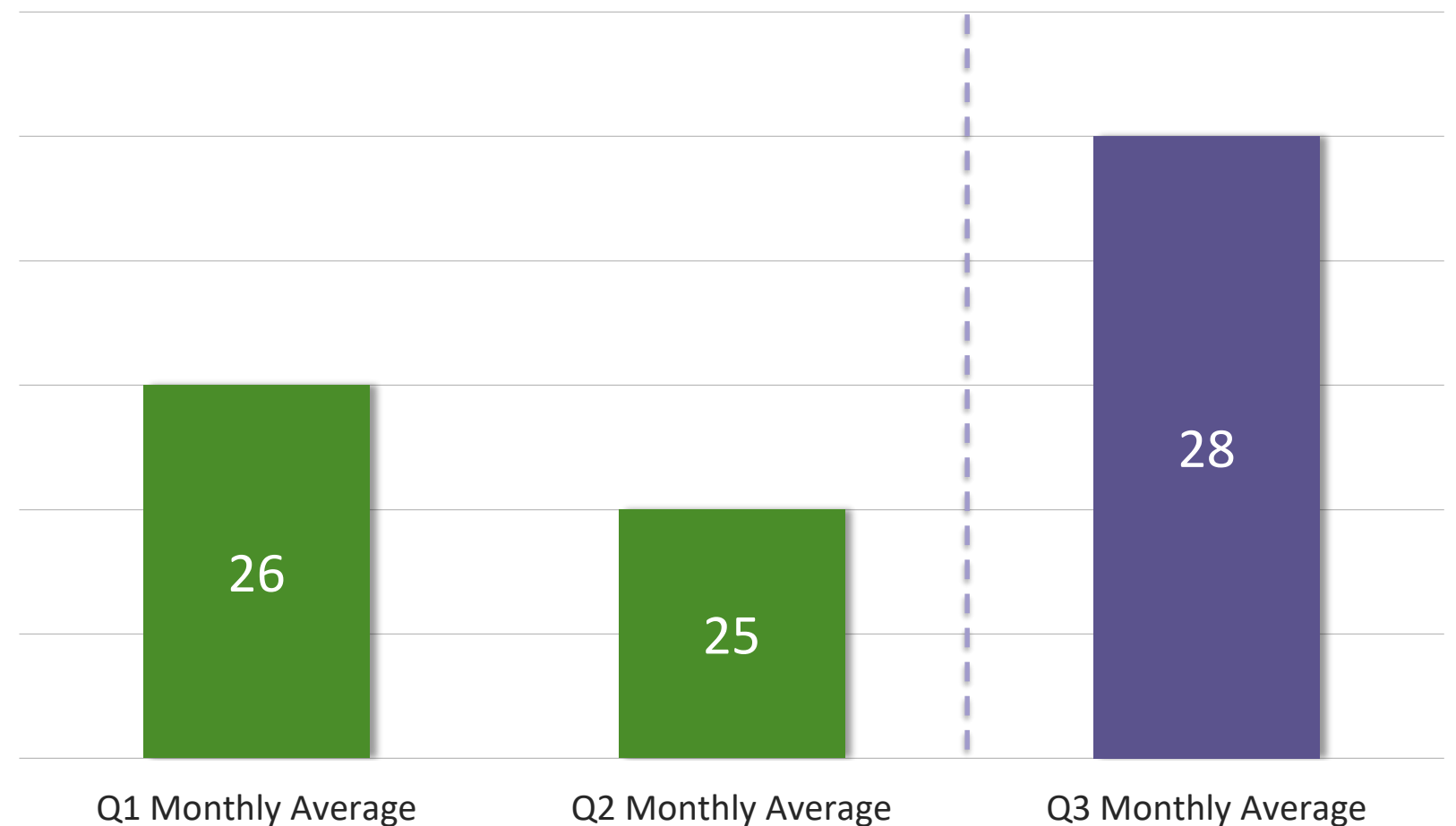
Test Volumes: 2018 – 2020 (YTD)



Volume Growth Surpassed Q1

- Monthly average volumes grew 12% in Q3 primarily from Covid testing
- Continued progress in Q3 toward recovery and growth
- Resilience in NIPT demand, supporting carrier screening demand
- Launch of new carrier test panels growing rapidly
- Demand for SARS CoV-2 tests increasing; expanding capacity

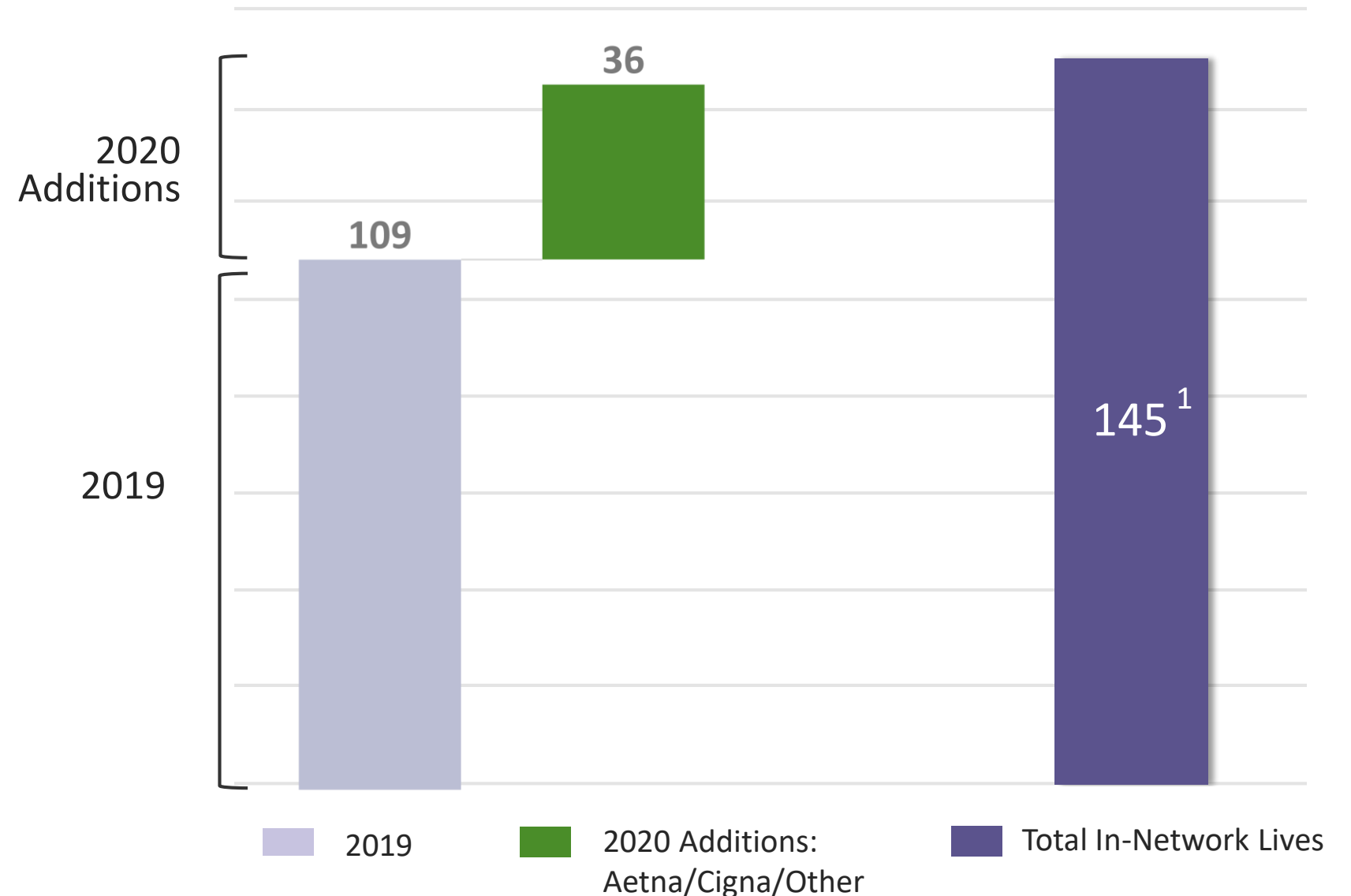
Monthly Average Volumes
(thousands)



Expanding the In-Network Footprint

- New Multiplan contract; 60M health plan members have access to Multiplan services
- Added 1.5 million regional plan covered lives in Q3
- Aetna covering average risk NIPT through end of 2020
- Centene, Humana and some state Medicaid plans also began covering NIPT for average risk

In-Network Lives – Progenity
(millions)



(1) Does not include Multiplan; some overlap with current in-network lives



R&D Pipeline Update

Preeclampsia Rule-out LDT Test: One Step Closer to 2021 Launch

- Achieved an important analytical verification milestone
- Constructive FDA pre-sub meeting for IVD test version
- Brand name determined
- Preeclampsia R&D day on November 20, 2020

An Important Analytical Verification Milestone Achieved

KEY TAKEAWAYS:

- High confidence in analytical results & accuracy of assay
- Performance verified in operational CLIA lab
- Achieved acceptance criteria for CAP Validation Test Performance Specifications
- Provides confidence clinical studies will reflect true biological responses
- De-risks clinical verification and overall preeclampsia program

Source: Progenity internal study



Innatal 4: Innovating Next-Generation NIPT

innatal®

prenatal screen

**NOVEL, SINGLE-MOLECULE
COUNTING ASSAY FOR NIPT**

- ✓ *Q2: Achieved a key development milestone enabling measurement of fetal fraction*
- ✓ *Q3: Achieved second de-risking development milestone demonstrating ability to quantify fetal fraction*



QUALITY
RESULTS

Maintain premium
clinical value and
reliability



FASTER
TURNAROUND
TIME

Set a new competitive
benchmark in the
market



COST
EFFECTIVENESS

Cost effective
workflow improves
COGS

GI Precision Medicine Programs

advancing toward the clinic and progressing partnership

Oral Biotherapeutics

OBDS

oral biopharmaceuticals

ORAL DELIVERY FOR SYSTEMIC BIOPHARMACEUTICAL DISTRIBUTION

- Adalimumab (PGN-OB1)
GMP batch produced
- Emerging drug pipeline

- ✓ Expecting preclinical study with first fully autonomous device in Q4 2020
- ✓ Progress continues under current pharma partnership



DDS

targeted therapeutics

LOCALIZED DRUG DELIVERY FOR GI DISORDERS

- GI-targeted adalimumab (PGN-001)
GMP batch produced
- GI-targeted tofacitinib (PGN-600)

- ✓ Announced successful completion of a preclinical device function study
- ✓ Expecting device clinical function study initiation in Q1 2021



GI Precision Medicine Programs

advancing toward the clinic

Diagnostics

RSS

sampling + preservation
technology

**LOCALIZATION → SAMPLING →
PRESERVATION → RECOVERY → ANALYSIS**

- Microbiome, cells
- Multi-omics
- Multiple GI diseases

- ✓ On track to initiate clinical proof of concept study in Q1 2021



PIL Dx

ingestible fluorescent laboratory

**LOCALIZATION → SAMPLING →
IN SITU ASSAY → TRANSMIT RESULTS (no recovery)**

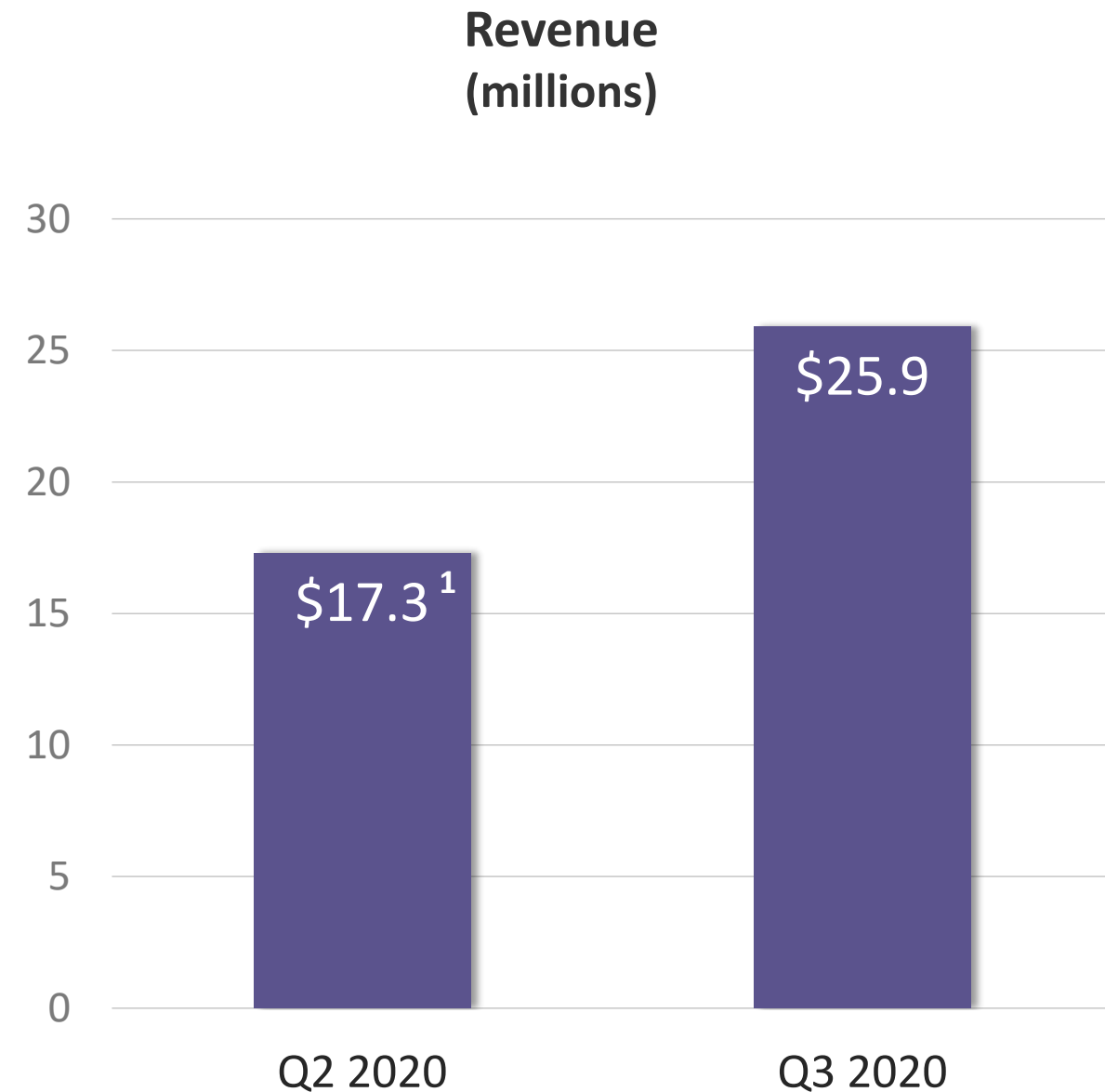
- Multiple assays and diseases
 - Lead indication in SIBO
- ✓ ACG Abstract Award/Oral Presentation:
 - ✓ Clinical study demonstrating successful localization & assay accuracy compared to invasive standard of care protocol
 - ✓ ACG Poster:
 - ✓ Need & preference for PIL Dx device verified
 - ✓ Full function preclinical study planned for 1H 2021
 - ✓ On track to initiate clinical proof of concept study in 2H 2021



Third Quarter Financial Results

Resilient Demand Reflected in Q3 Revenue

- Q3 revenue reflects continued In-Network and revenue cycle management transition
- INN transition expected to generate gradual improvement in reported revenue
- Operational improvements further enhance revenue potential



1. Includes \$10.3M accrual for refund reserve

Financial Overview

\$ in millions

	Q2 2020	Q3 2020	YTD 2020
Revenues	\$17.3 ¹	\$25.9	\$60.0
<i>ASP (\$/test)</i>	230.2 ¹	308.6	252.4
COGS	21.8	23.6	72.0
SG&A	29.9	33.9	95.3
R&D	12.2	13.0	36.5
Net Loss	(53.1)	(47.1)	(117.3)
Operating Cash Flows	(13.5)	(51.3)	(95.7)
Cash & Cash Equivalents	113.6	60.0	60.0
Indebtedness	78.9	78.6	78.6

1. Includes \$10.3M accrual for refund reserve

- Increasing differentiation of OBGYN/MFM Business
- Accelerating revenue cycle enhancements
- Dx business generates recurring long-term cash flows
- In-network coverage supports volume growth and market share capture
- Potentially transformative GI Precision Medicine platform
- Potential additional pharma partnerships, revenues and growth catalysts

INNOVATION PIPELINE MILESTONES & VALUE DRIVERS Q4 2020 – Q1 2021

STRATEGIC SIGNIFICANCE

preecludia[™]

preeclampsia rule-out test

Finalize clinical verification, explore rule out window; initiate validation phase

SARS CoV-2

RNA diagnostic testing

Expanding SARS-CoV-2 testing broadly within our channel

innatal[®]

prenatal screen

Innatal 4 : optimization phase assay performance; progressing through development milestones

RSS

sampling + preservation technology

Initiate clinical proof of concept study

PIL Dx

ingestible fluorescence laboratory

ACG presentation and poster on PILDx in SIBO

OBDS

oral biopharmaceuticals

Initiate prototype preclinical studies and full function preclinical studies

DDS

targeted therapeutics

Initiate prototype preclinical studies and full-function clinical study

Expand testing menu within Women's Health channel

Launch proprietary platforms

Expand into new GI sales channel leverage GYN channel

Q&A Session