



GenMark Diagnostics

TRANSFORMING MULTIPLEX MOLECULAR TESTING

August 2019

Forward-Looking Statements

This presentation contains forward-looking statements about GenMark Diagnostics, Inc. These statements involve known and unknown risks that relate to the Company's future events or future financial performance and the actual results could differ materially from those discussed in this presentation. Factors that may cause the Company's actual results to differ materially from those discussed in the presentation, include:

- failure of the Company's products to gain market acceptance domestically or internationally;
- failure to scale our manufacturing operations to sufficiently support our anticipated future growth;
- the refusal of third-party payors to reimburse the Company's customers for use of diagnostic systems and tests;
- the loss of the Company's largest customer;
- the Company's history of net losses;
- increases in the Company's projected expenditures on sales and marketing, research and development and administrative activities;
- less than anticipated growth in the market for diagnostic testing generally and for the tests the Company is developing or may develop in the future;
- inability to obtain regulatory clearance or approval for any of the Company's products;
- changes in the regulatory environment which may adversely impact the commercialization of the Company's new products and result in significant additional capital expenditures;
- failure to enter into or maintain successful strategic alliances, which may delay the development or commercialization of the Company's products or may result in significant additional expenditures;
- failure to obtain sufficient funding for the continued development and commercialization of the Company's products;
- inability to attract or retain skilled personnel for the Company's product development and commercialization efforts; and
- inability to protect the Company's intellectual property and operate the Company's business without infringing upon the intellectual rights of others, which could result in litigation and significant expenditures.

Additional risks and uncertainties relating to the Company and its business can be found in the "Risk Factors" section of GenMark's most recent Annual Report on Form 10-K, Quarterly Report on Form 10-Q and other filings with the United States Securities and Exchange Commission. The forward-looking statements contained in this presentation represent the Company's estimates and assumptions only as of the date of this presentation and the Company undertakes no duty or obligation to update or revise publicly any forward-looking statements contained in this presentation as a result of new information, future events or changes in the Company's expectations.

A Winning Strategy in a Rapidly Growing Market



Rapid, accurate, and actionable multiplex molecular diagnostics enable effective management of high-risk patients



ePlex is a platform solution that creates **competitive differentiation** to help improve patient care & address key hospital priorities



GenMark's unique multiplex panels and software integration are driving adoption in a large and growing market



High performing team with a **track record of commercial execution and success** driving strong revenue and annuity growth

Enabling Patient Centered, Value-Based Care for Infectious Diseases

Rapid, multiplex molecular testing can enhance patient outcomes, reduce total cost-of-care and improve quality



Patient Outcomes

- Reduce time to result for high risk patients by > 65%^{1,2,3}
- Increase survival rates by ~10% in ICU patients⁴
- Influences therapy for sepsis patients in > 20% cases^{5,6}



Cost-of-care

- > \$8,000 savings/patient in ICU with rapid RP testing⁴
- BCID contamination rule out can save > \$4,500/patient⁶
- Reduce length-of-stay to improve bed management, avoid unnecessary costs^{3,7,8}



Quality & Stewardship

- Rapid results can decrease antibiotic use to help address antimicrobial stewardship initiatives^{1,4}
- Comprehensive panels and actionable resistance markers support infection control by informing isolation strategies^{2,9}

1. Rogers, et al. Arch Pathol Lab Med. 2015 May;139(5):636-41

2. Xu, et al. Am J Clin Pathol. 2013;139(1):118-123.

3. Brendish, et al. Lancet Respir Med. 2017; 5(5): 401-11.

4. Martinez, et al. Clinical Virology Symposium, May 2016, Daytona Beach, FL.

5. IDSA: Better Tests Better Care. The Promise of Next Generation Diagnostics. 2015

6. O'Donnell, et al. Healthcare Infection Society (HIS) Meeting; Nov 2018, Liverpool, UK.

7. Alahmadi, et al. J. Hosp Inf. 2011; 77:233-36.

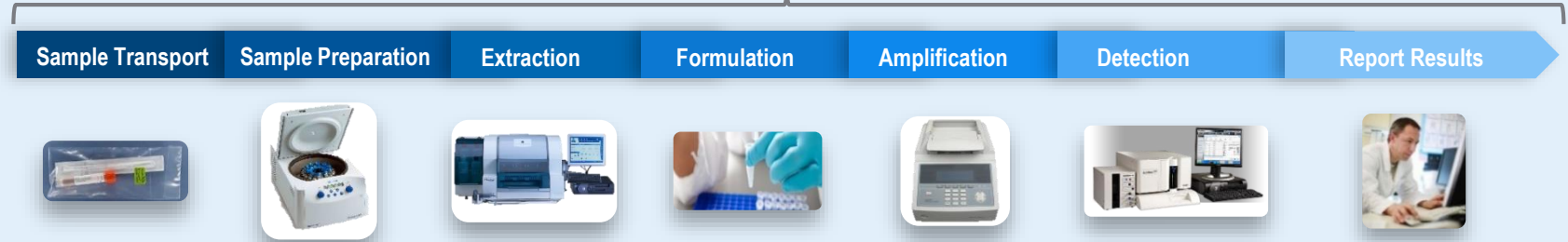
8. Timbrook, et al. Clin Infect Dis. 2017; 64(1):15-23.

9. EUCAST Guidelines for detection of resistance mechanisms & specific resistances of clinical and/or epidemiologic importance.

Proprietary Technologies Enable ePlex Sample-to-Answer Solution

Makes complex multiplex molecular diagnostic testing accessible in new care settings

Conventional Molecular Testing (~6-24h+)



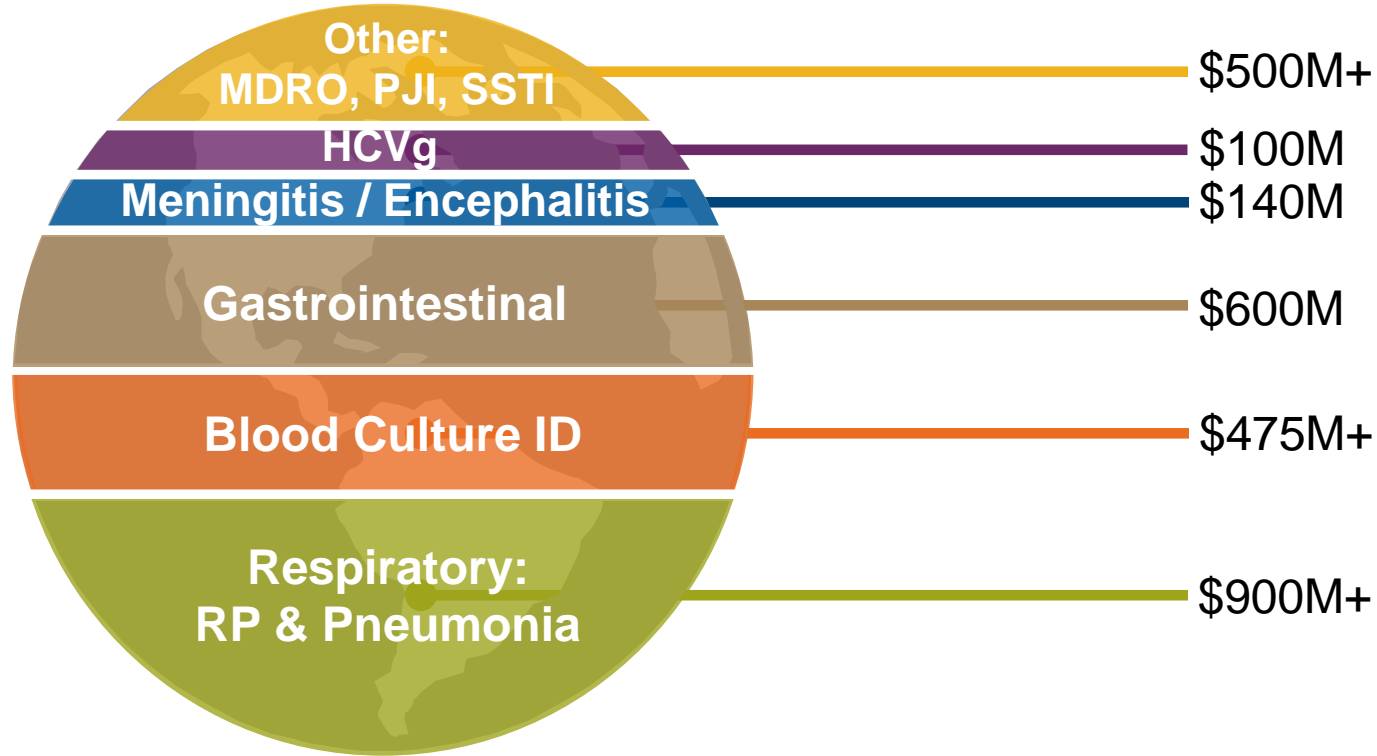
ePlex: *The True Sample-to-Answer Solution™*

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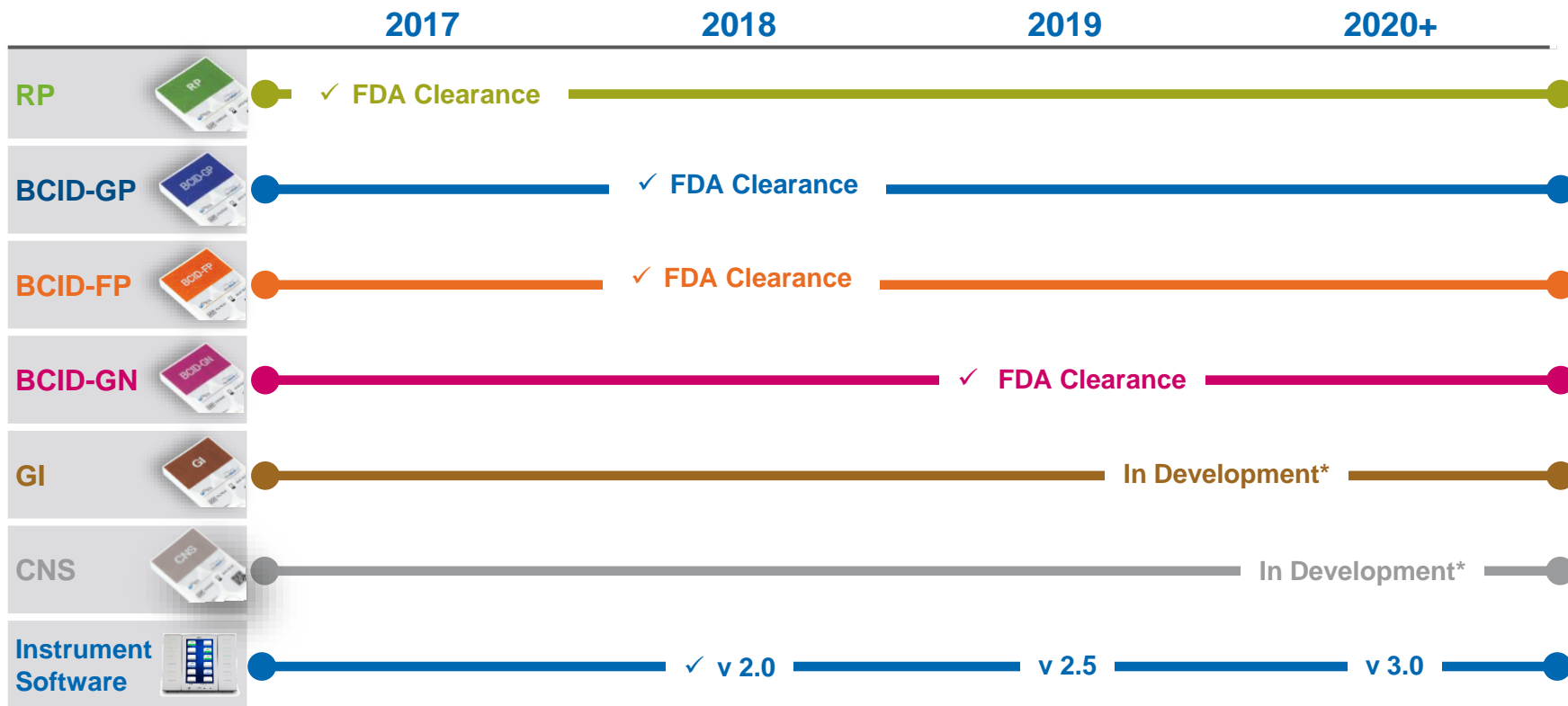


Significant Global Market Opportunity for Multiplex Testing

\$2.5B+ global market for rapid multiplex diagnostics and critical infectious disease state solutions



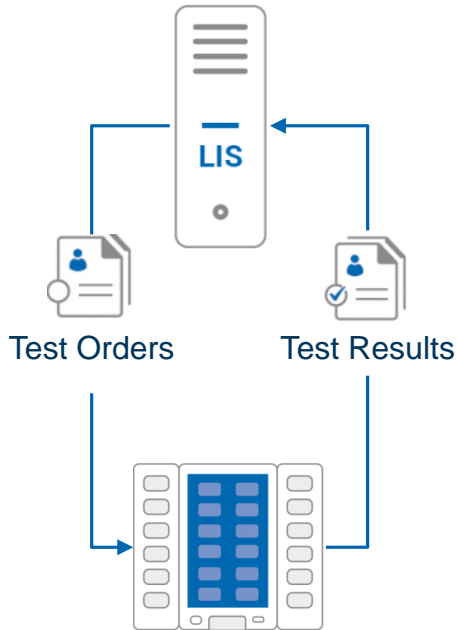
A Compelling and Differentiated Product Roadmap



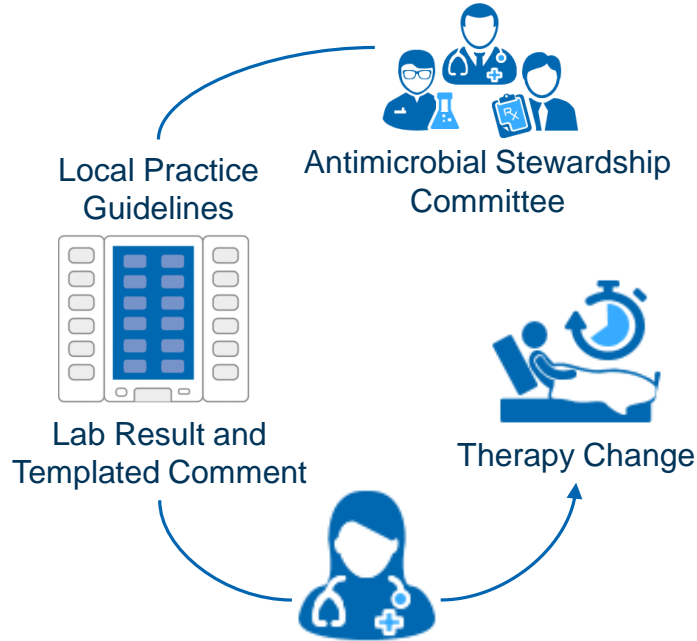
Differentiating and Winning with ePlex Software

Platform architecture and unique product features provide a sustainable competitive advantage

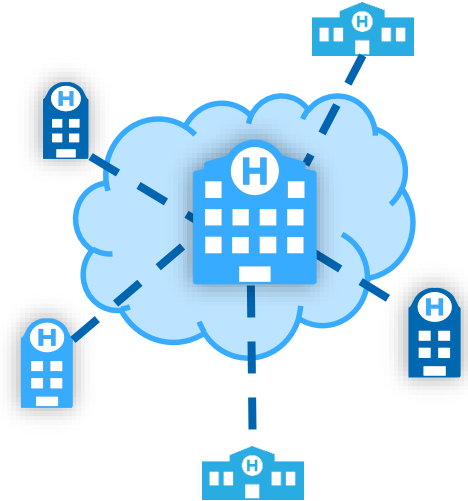
Order-to-Report Workflow Efficiency



Link Diagnostic Results to Patient Management



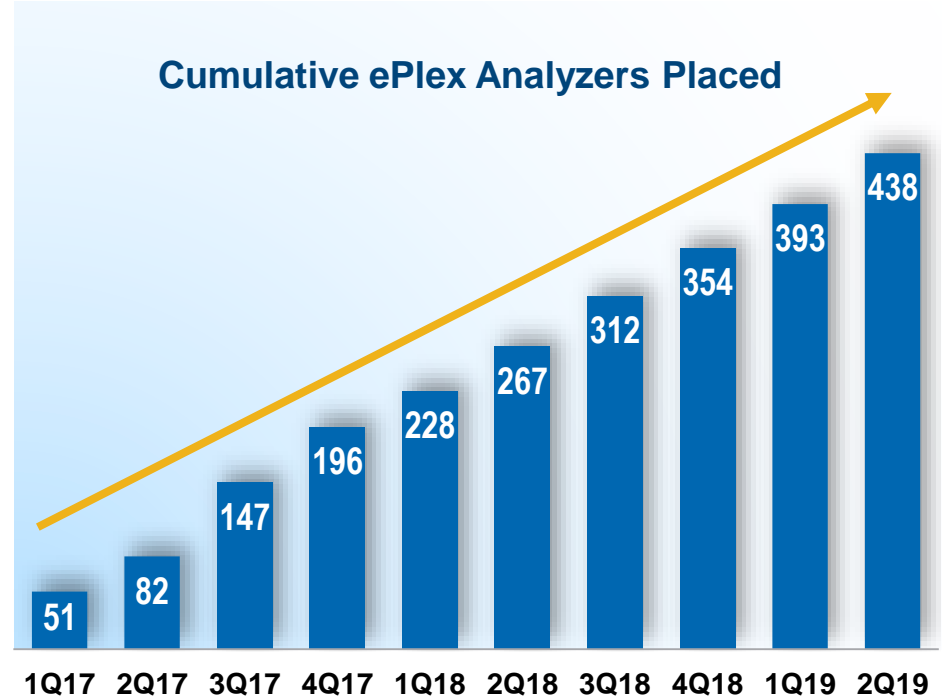
Remote Monitoring and Real-Time Data Access



Unique Value Proposition Translating Into Commercial Success

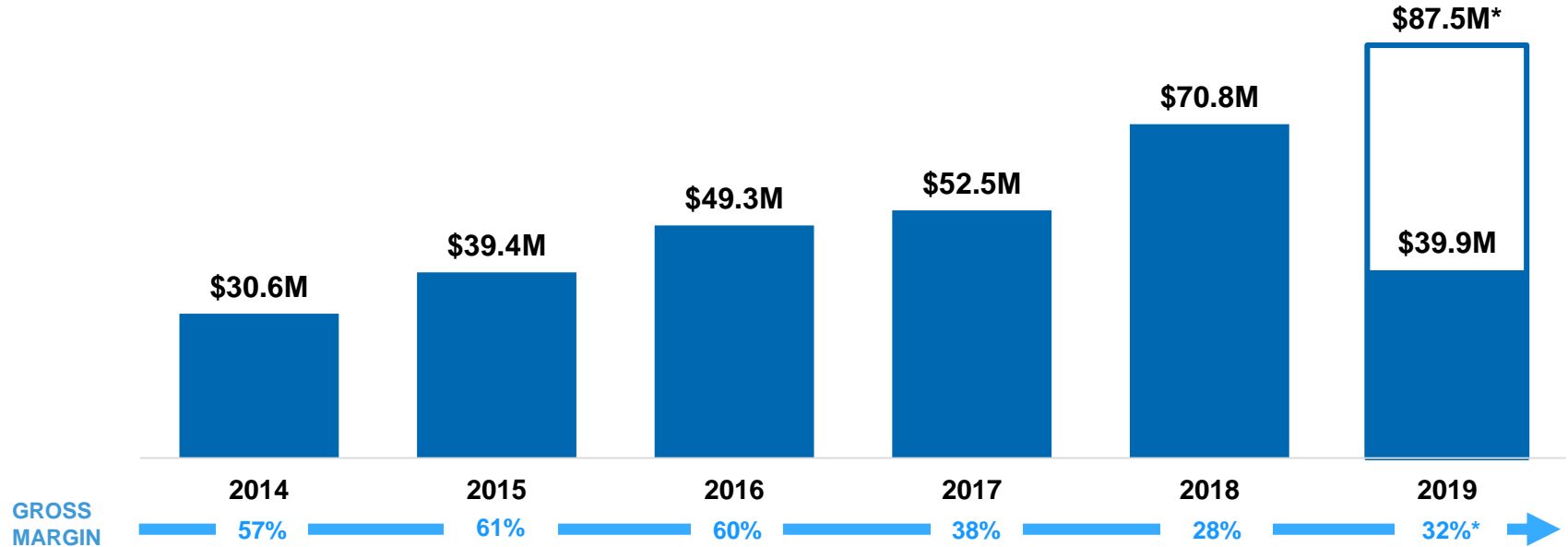
Strong growth in installed base propelled by platform differentiation and high-value add panels

- 64% growth in ePlex installed base since Q2'18
- Quality, ease-of-use and workflow efficiency driving wins in small and large testing sites
- Growing body of scientific and clinical studies



Historical Financial Performance

35% revenue growth in first full year of ePlex launch with 23+% 5-year revenue CAGR



Revenue in USD Million

*Revised 2019 Guidance midpoint

2019 Guidance

- **ePlex Placements:** 170 – 190 net new analyzers
- **Revenues:** \$85 – \$90 million
 - Annuity of \$135,000 – \$145,000 per ePlex placement
- **Gross Margin:** 31% – 33%
- **Operating Expenses:** \$65 – \$70 million
- **Cash Usage:** \$25 – \$30 million



