

# Diagnostic Innovation as a Growth Driver

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Day 2025



# Safe harbor disclosure

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# Key highlights

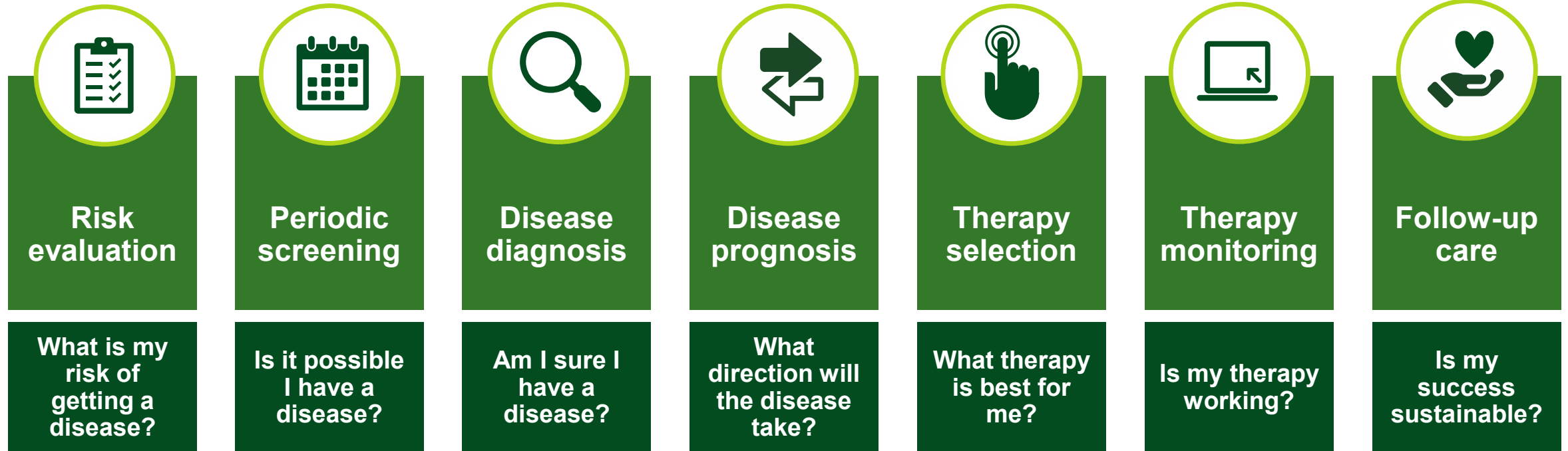
**We are committed to delivering the most comprehensive portfolio of diagnostic lab innovation**

**We expect to deliver double-digit revenue growth in advanced diagnostics across 5 key clinical areas**






**We are well positioned to grow revenues for Haystack MRD™, building on our leadership in oncology**

**By empowering earlier diagnosis and prevention, we are improving clinical and economic outcomes**

# We deliver diagnostic innovation across the continuum of care to offer comprehensive, scaled solutions



# We expect new and existing advanced diagnostic tests in 5 key clinical areas to deliver double-digit growth

<p><b>Oncology</b></p> 	<p><b>Advanced Cardiometabolic Health</b></p> 	<p><b>Women's &amp; Reproductive Health</b></p> 	<p><b>Brain Health</b></p> 	<p><b>Autoimmune Disorders</b></p> 
<ul style="list-style-type: none"> <li>• Haystack MRD™</li> <li>• IsoPSA®</li> <li>• STEP500 liquid and tissue</li> </ul>	<ul style="list-style-type: none"> <li>• ApoB</li> <li>• Lipoprotein(a)</li> <li>• Insulin Resistance Panel with Score</li> </ul>	<ul style="list-style-type: none"> <li>• QNatal® Advanced (NIPS)</li> <li>• QHerit® carrier screening</li> </ul>	<ul style="list-style-type: none"> <li>• AD-Detect®</li> <li>• Alzheimer's disease blood testing</li> <li>• New liquid biomarkers</li> </ul>	<ul style="list-style-type: none"> <li>• ANALyzeR™ primary care screening</li> <li>• Therapy guidance (RA, IBD)</li> </ul>

**In these 5 areas, advanced diagnostic tests generated ~\$900 million in 2024**

# We develop our own lab innovations and partner/buy to source others

1

Leverage IVD suppliers' innovation



ELF™ Liver Fibrosis Assessment

Quest AD-Detect™  
P-Tau 217, 181

2

Develop organic innovations via Quest R&D



Quest AD-Detect®  
42/40 Amyloid Beta

OmegaCheck®  
Cardiovascular Risk

3

License and create innovation from third-party IP



QNatal® Advanced Prenatal Genetics

Ion Mobility

4

Partnerships that leverage our scale



IsoPSA®

GRAIL's Galleri®  
MCED test

5

Acquire new capabilities to extend portfolio



Haystack MRD™

PathAI® Diagnostics  
digital pathology

# Panel discussion

Diagnostic innovation as a growth driver

**Yuri Fesko**, MD, Senior Vice President and Chief Medical Officer

**Dan Edelstein**, Vice President and General Manager, Haystack MRD

**Mouris Saghir**, PhD, Vice President and General Manager,  
Cardiometabolic, Endocrine, and Wellness

**Kathleen Valentine**, Vice President and General Manager,  
Women's & Reproductive Health and Core Neurology

**Investor  
Day** 2025



# Our advanced cardiometabolic solutions focus on prevention via early identification

**~128M**  
Americans have heart disease

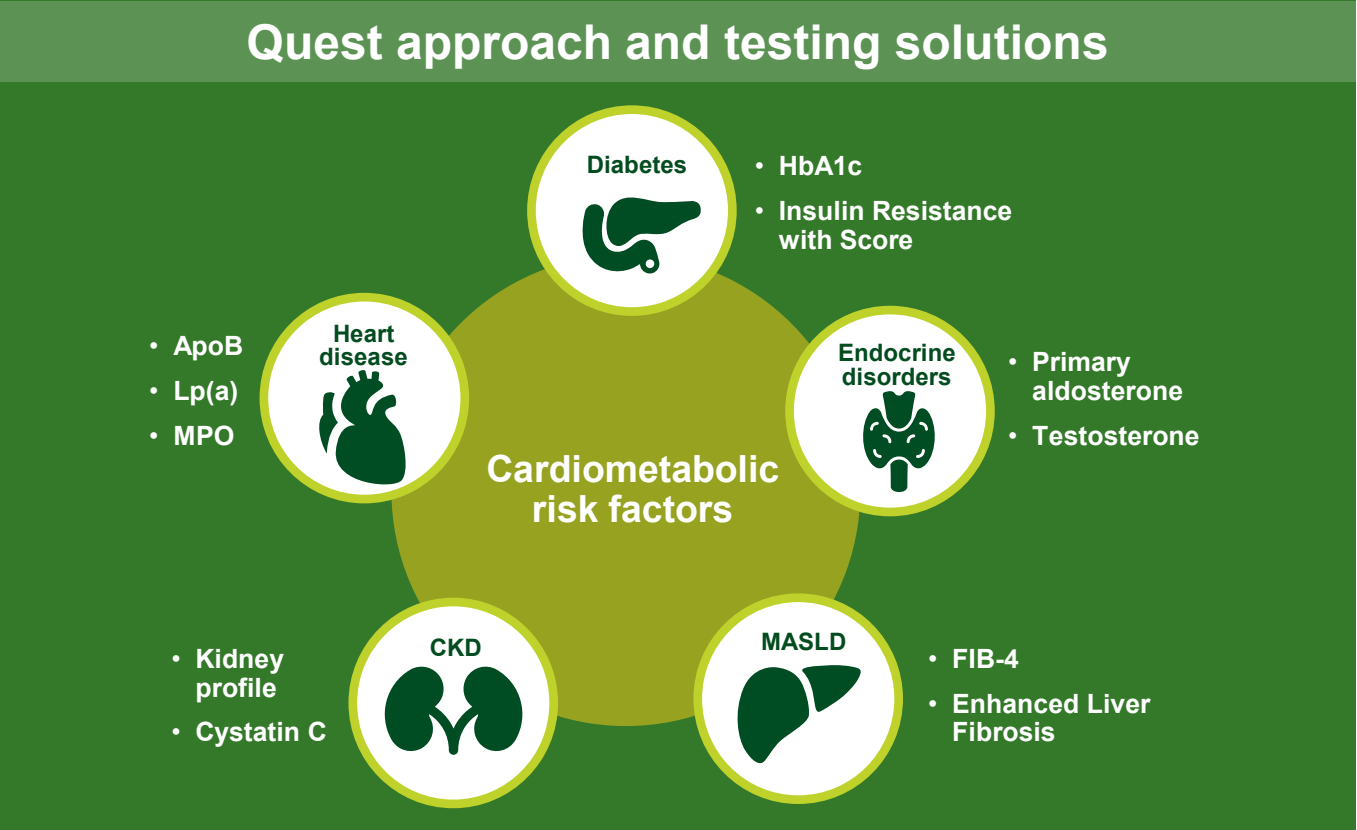
**~38M**  
have type 2 diabetes

**36M**  
have chronic kidney disease (CKD)

**1 in 3**  
Americans have metabolic-associated steatotic liver disease (MASLD)



**Only 7%** of the population has normal metabolic health



- Insulin Resistance Panel with Score**  
Predicts diabetes before HbA1c

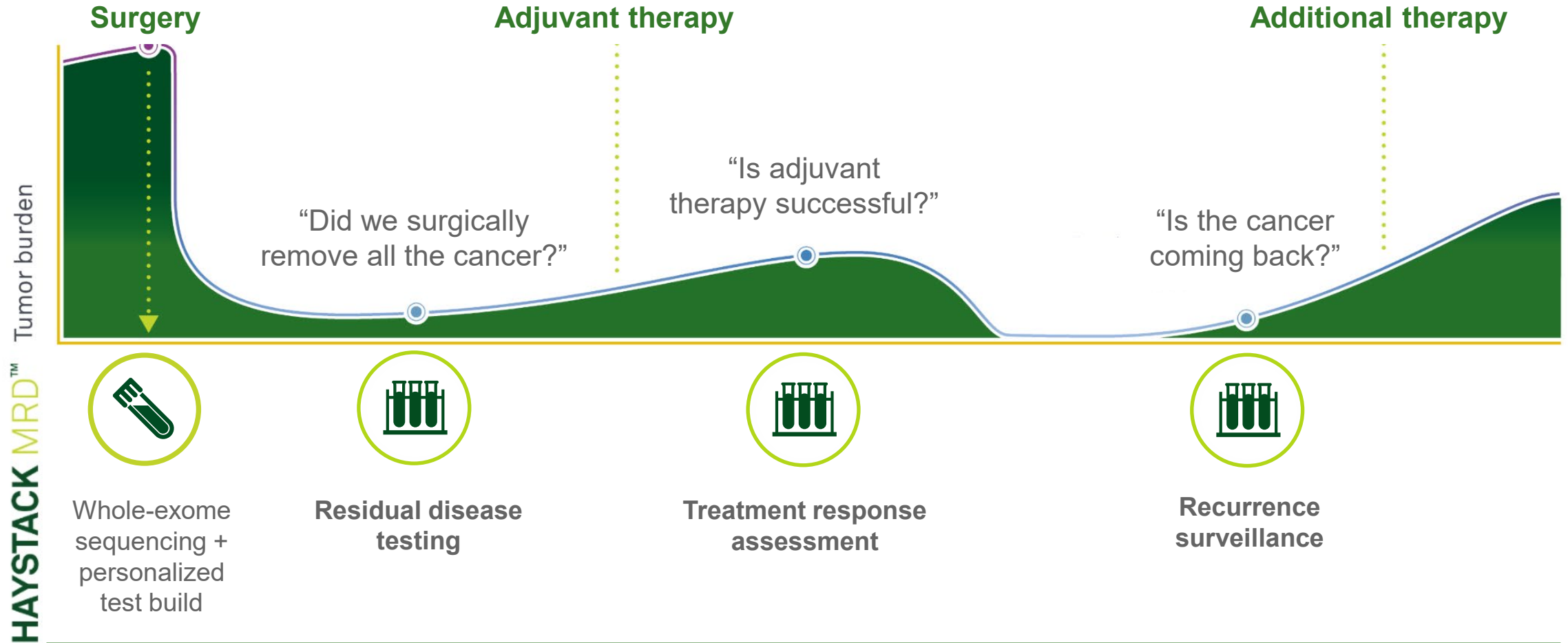
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- Apolipoprotein B**  
Identifies risk that lipid panels miss

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- Myeloperoxidase (MPO)**  
Identifies dangerous inflammation

# With 18+ million patients treated for cancer in the US, our sensitive MRD test will optimize patient management with early detection



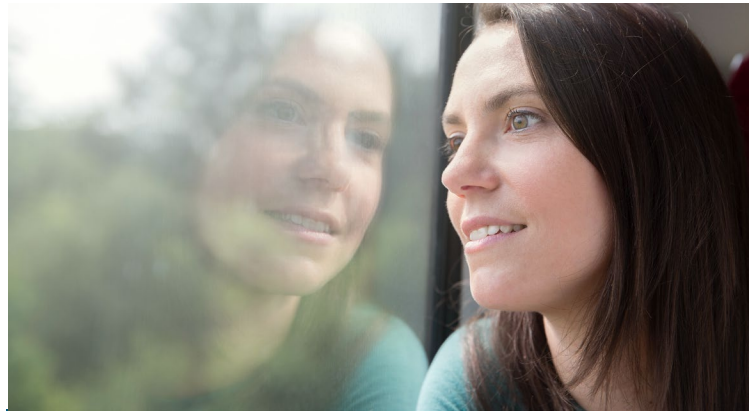
Analytical validation results show that the Haystack MRD test is extremely sensitive with an LoD95 of 0.0006% tumor fraction

# Delivering differentiated solutions across each stage of a woman's life



## Routine, guideline-based screenings during well-woman visits

- Cervical cancer – Hologic Genius Digital Cytology System
- Sexually transmitted infections (STIs)



## Symptomatic solutions to help diagnose and treat

- STIs: chlamydia, gonorrhea, trichomonas, syphilis
- Pelvic inflammatory disease and vaginitis
- STIs/vaginitis self-collect option at 2,000 PSCs

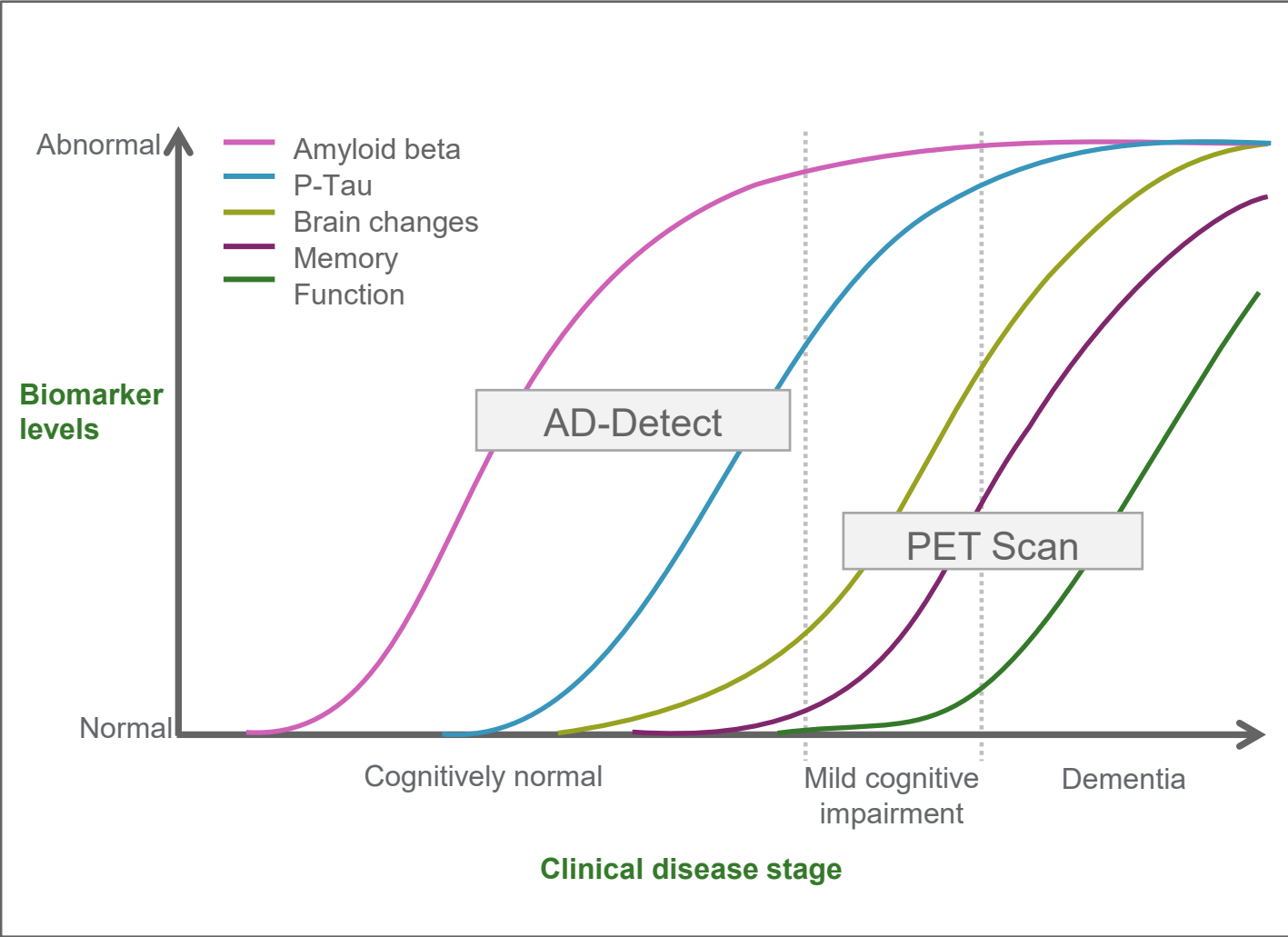


## Pregnancy/ reproductive health for every step of the reproductive journey

- Fertility testing and comprehensive trimester-based testing
- **QHerit<sup>®</sup> carrier screening**
- **QNatal<sup>®</sup> noninvasive prenatal screening**

# Quest AD-Detect blood testing helps assess risk of Alzheimer's disease in early stages

12% - 18% of people age 60 or older are living with mild cognitive impairment... a possible sign of Alzheimer's disease



New **AD-Detect** panel combines amyloid beta and P-tau217

**medRxiv** CSH Cold Spring Harbor Laboratory **BMJ** Yale  
THE PREPRINT SERVER FOR HEALTH SCIENCES

**Development and clinical validation of blood-based multibiomarker models for the evaluation of brain amyloid pathology**

Darren M Weber, Matthew A Stroh, Steven W Taylor, Robert J Lagier, Judy Z Louie, Nigel J Clarke, David E Vaillancourt, Sruti Rayaprolu, Ranjan Duara, Michael K Racke  
doi: <https://doi.org/10.1101/2025.02.27.25322892>

**Study found** | **91% sensitivity**  
**91% specificity**

# We help providers personalize diagnosis, treatment, and care for their patients with autoimmune disorders

**Autoimmune disease**

**~24M**  
Americans

**100+**  
different types

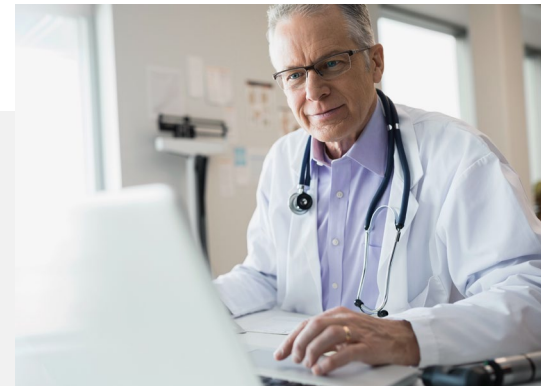
**4 - 5**  
years on average  
for diagnosis



**Screening/diagnosis**

Features **ANALyzeR™**  
**Autoimmune Screening**

Unmet need:  
**early diagnosis**



**Therapy selection**

Personalized medicine for  
most effective treatment  
selection

Unmet need:  
**treatment optimization**



**Disease monitoring**

Serological testing to  
monitor disease activity

Unmet need:  
**maintain remission**

# Haystack MRD™ leverages Quest's unique strengths and scale to broaden access

## Blood testing at scale

- ~8,000 patient access sites for blood draws

## Streamlined access to biopsy tissue

- 400+ pathologists
- ~10k tissue specimens/day

**\$1B**

annual  
oncology  
revenues

## Comprehensiveness of care

- Treatment selection (STEP500+)

## National connectivity

- Interfaces with >1,000 EMRs in the US
- Now adding Epic Aura oncology (Q3)

**Epic**



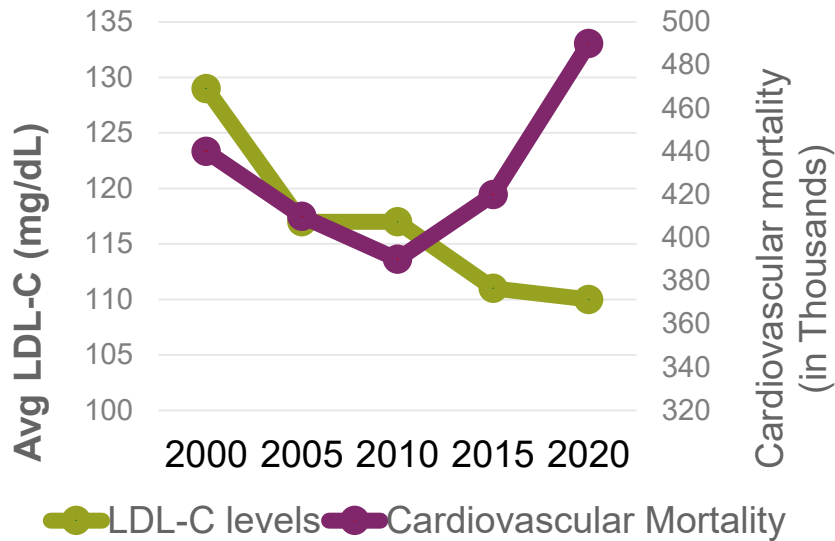
# We are challenging the existing hypothesis of cardiovascular disease

## Existing hypothesis

Normal lipid levels are cardioprotective

- Low LDL
- Low triglyceride
- High HDL

## Cardiovascular mortality trends\*



**>400k** of heart attack patients have normal lipid levels

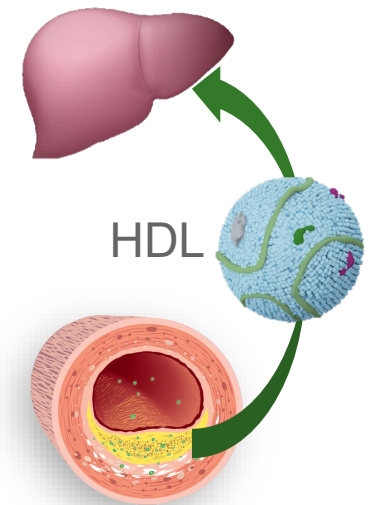
## Emerging science

Normal lipid levels

+

**Functioning HDL** are cardioprotective

## Assay to measure HDL function



Measure the functioning ability of HDL to carry cholesterol to the liver

\* Tsao CW, et al. 2023. doi:10.1161/CIR.0000000000001123

# Developing novel solutions for preeclampsia

Potentially life-threatening hypertensive disorder during pregnancy



**~5.5M**  
pregnancies in  
US each year

**~16%**  
of pregnant women in  
the US are affected by  
hypertensive disorder  
of pregnancy

**Half**  
of hypertensive  
women develop  
preeclampsia  
during pregnancy



## Diagnosis

Acute increase in blood pressure **AND**

- Proteinuria **OR**
- Thrombocytopenia
- Impaired renal function
- Impaired liver function
- Pulmonary edema

## Current challenges

- Lack of accuracy
- Lab solutions specific to hospital settings
- No well-established method to predict severity
- Limited options for early identification

# We are empowering earlier diagnosis and prevention

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- We are delivering diagnostic lab services that address unmet clinical needs affecting large patient populations
- We are driving innovation to deliver earlier, more precise health insights—empowering clinicians with confidence to act sooner
- Through our expertise and scale, we make lab testing easier to access and more affordable for patients and providers

# Key takeaways

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