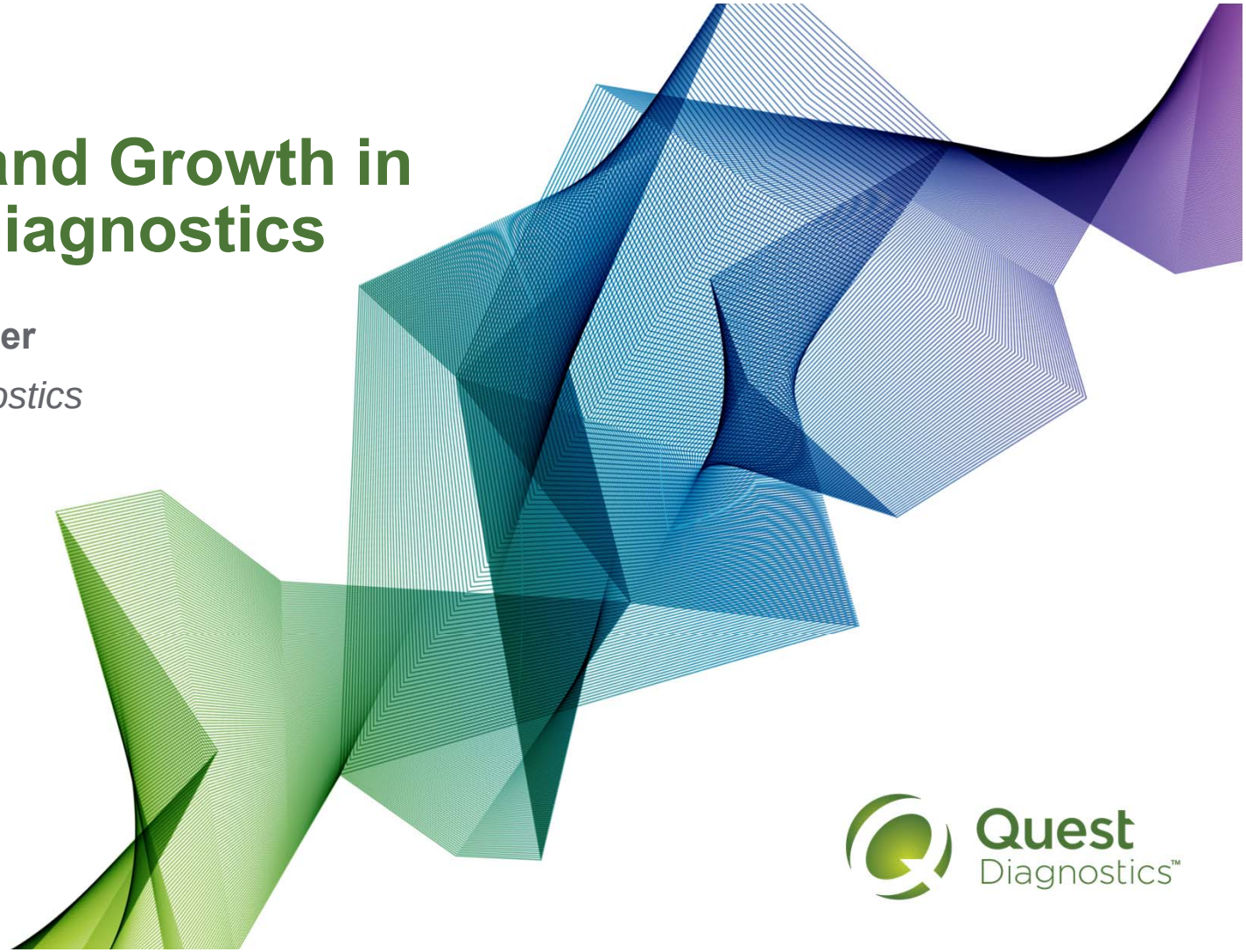
Innovation and Growth in Advanced Diagnostics

Carrie Eglinton Manner

SVP, Advanced Diagnostics



Quest Diagnostics™

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How far we've come

20 years ago

FDA approves Herceptin for breast cancer targeted at the **tumor's genetics**



This week

FDA approves Vitrakvi for a specific genetic mutation, not cancer type



Source: US National Cancer Institute

Quest Diagnostics™

Leading position in **significant growth market**

$1B+ in Advanced Diagnostics

Strong health system-hospital relationships

Profitable growth



Oncology



Women's Health



Infectious Disease



Neurology



CardioMetabolic

Better Access = Stronger Growth

Quest Diagnostics™

Differentiated strengths **to generate growth**



Medical expertise to translate science into reimbursable services



Size and scale for broad innovation access



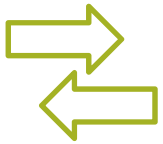
Science and Innovation

~500 patents

~150 studies published a year



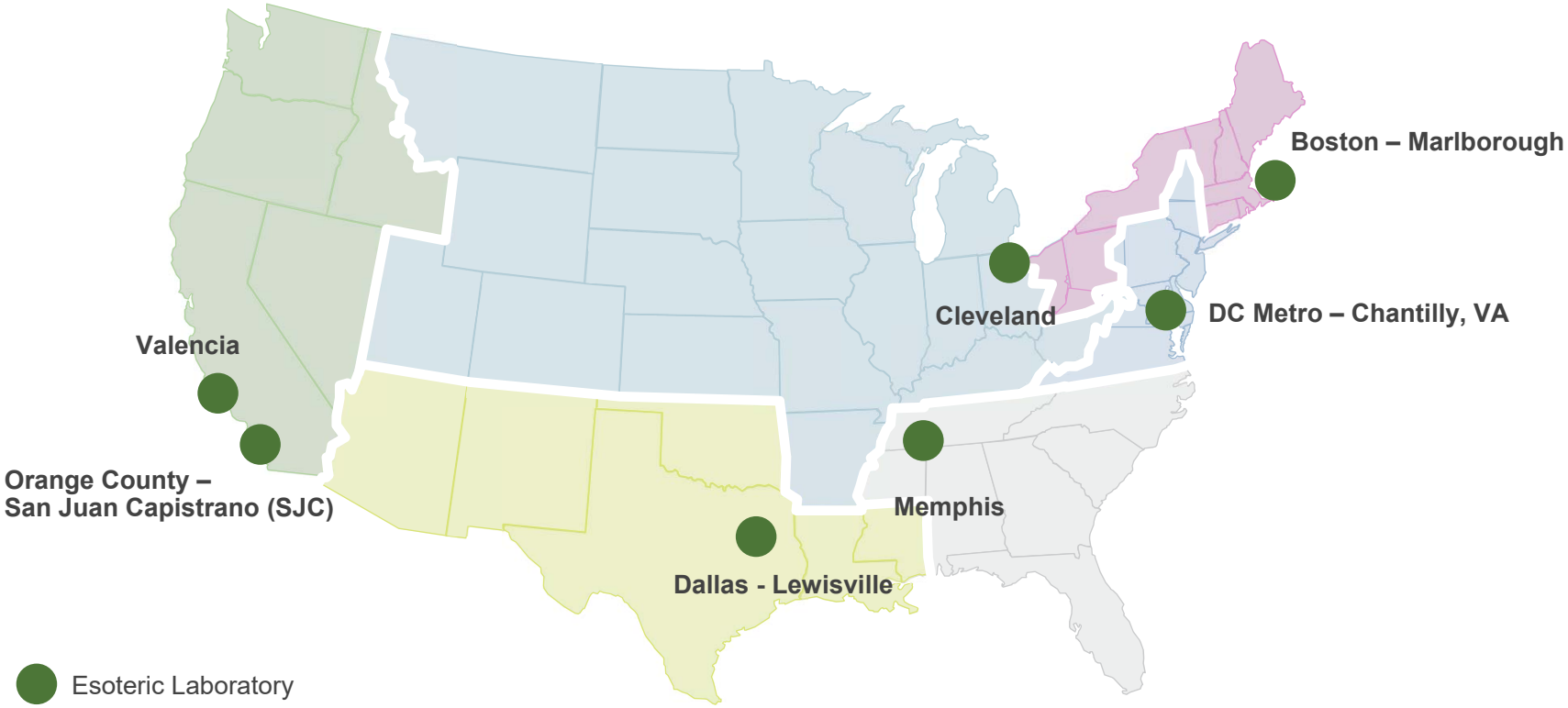
High-end technology automation



End-to-end solutions for convenience and support

Quest Diagnostics™

Broad network of advanced laboratories



Quest Diagnostics™

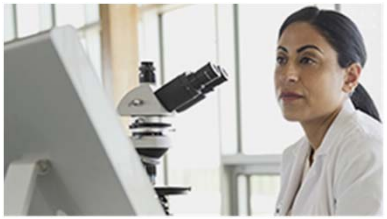
Strong reputation for global opportunities: **Global Diagnostics Network**



Quest Diagnostics™

Four pillars to deliver value and growth through **innovation**

Science & Innovation



Expertise



Service Experience



Partnerships & Acquisitions



Actionable | Accessible | Reimbursable

Quest Diagnostics™

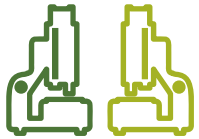
Closing crucial gaps in **product innovation**

Since late 2016 …



Internal R&D

- Carrier Screening
- Exome Sequencing-Newborn
- Alzheimer's Disease



Partners

- Liquid Biopsy
- Artificial Intelligence
- Digital Pathology
- Consumer Genetics
- Companion Diagnostics



Acquisitions

- Community Cancer
- Fertility
- Cardio-metabolic
- Tuberculosis

Quest Diagnostics™

Developing **enhanced services** to meet amplified expectations



Q: Am I covered?

A: Pre-authorization



Q: How much will it cost?

A: Out of pocket price estimation



Q: What do my results mean?

A: Genetic counseling services

Quest Diagnostics™

Partnering to seize market opportunities

Early stage and pharma

- ~50 companion diagnostics
- Q^2 joint venture

ThermoFisher SCIENTIFIC

Agilent Technologies

IQVIA™

Market development

- Community Oncology
- Tuberculosis screening
- Women's Health

US Oncology

Oxford Immunotec

HOLOGIC®

Research

- PROMISE – Multiple myeloma
- BFOR – Breast Cancer / BRCA
- Dementia Discovery Fund
- One Brave Idea – Heart Disease

DANA-FARBER CANCER INSTITUTE

Memorial Sloan Kettering Cancer Center

American Heart Association®

UCSF Medical Center

AARP

The full complement for **multiple myeloma**

We are delivering leading solutions across the patient journey



PCP

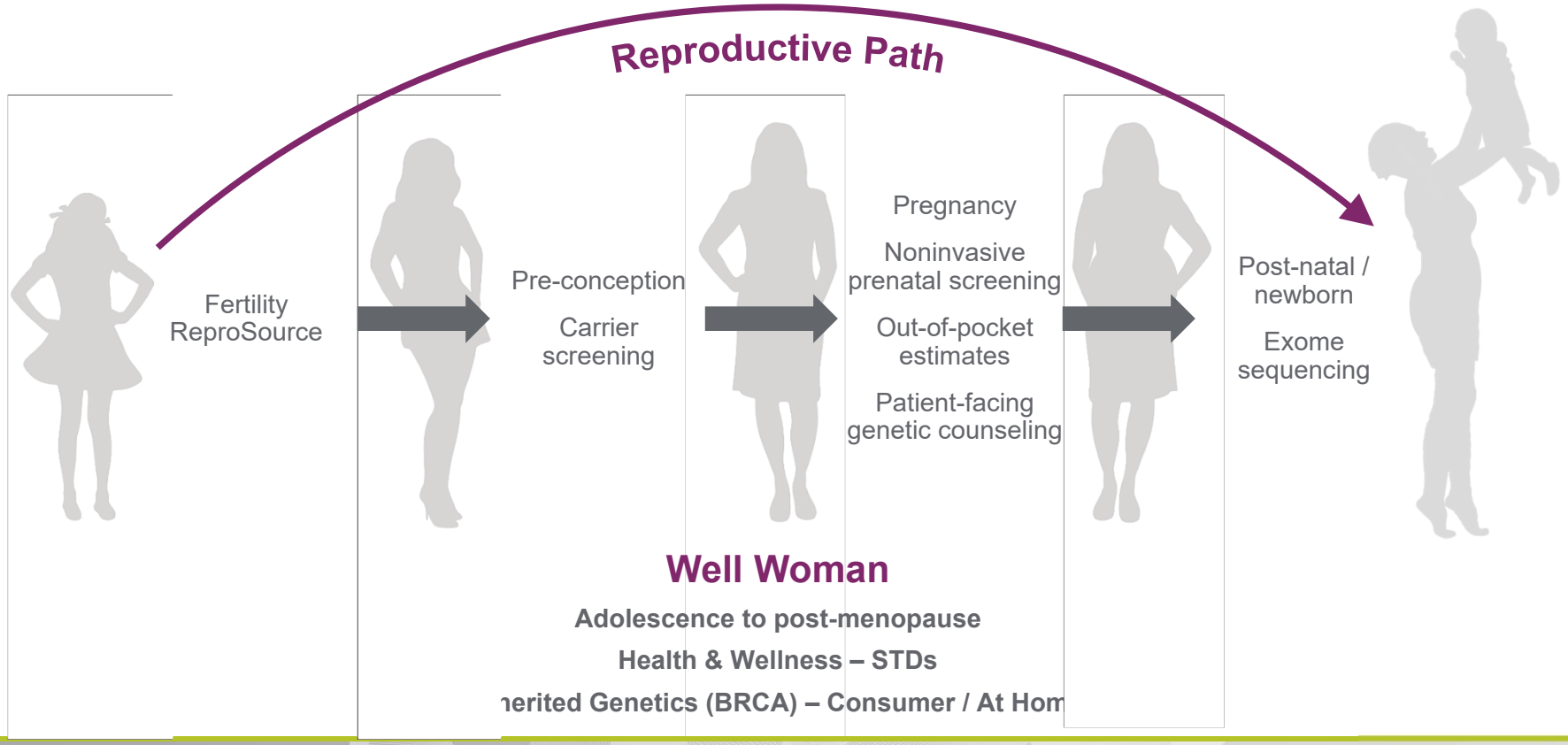


Hematologist

Screening	Diagnosis		Prognosis		Treatment	Monitoring
Early Genetic Risk Assessment Screening Trial	Diagnostic Pathways	Digital Pathology	MyPRS Genomic Profiling	MRD Flow Cytometry	Daratumumab-specific Immunofixation	Prescription Drug Monitoring Full clinical menu
DANA-FARBER CANCER INSTITUTE	US Oncology	AmeriPath	UNIVERSITY OF ARKANSAS	PhenoPath Diagnoses you can count on	janssen	Celgene
STAND UP TO CANCER			THE UNIVERSITY OF TEXAS MD Anderson Cancer Center			US Oncology

Quest Diagnostics

Accompanying **women on their healthcare journey**



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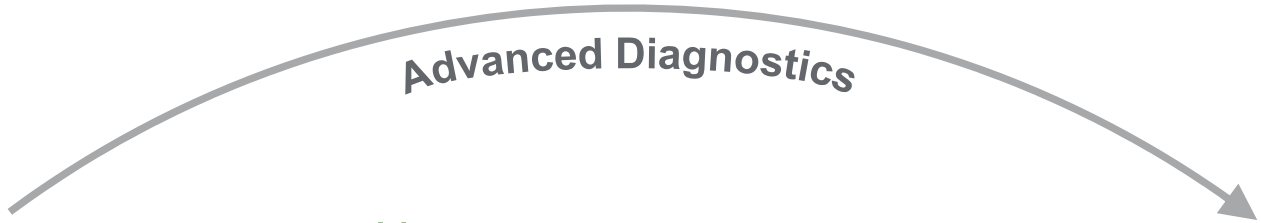
Advanced Diagnostics **delivers value** across our core strategies



M&A

Innovation hospital labs can't provide

Health Systems

Services provide clinical value that payers reimburse

Consumer

Inherited Genetics and the basis of Precision Health

Data / Population Health

Bioinformatics

AI-infused data

Genetics

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Key takeaways

- Precision medicine and Advanced Diagnostics represent strong growth potential
- We lead today, we're profitable, and our strengths position us to win more
- Expanded health plan access will build momentum to accelerate profitable growth

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