

The Diagnostics Year in Review 2024

Editor: Mara G. Aspinall, Partner, Illumina Ventures

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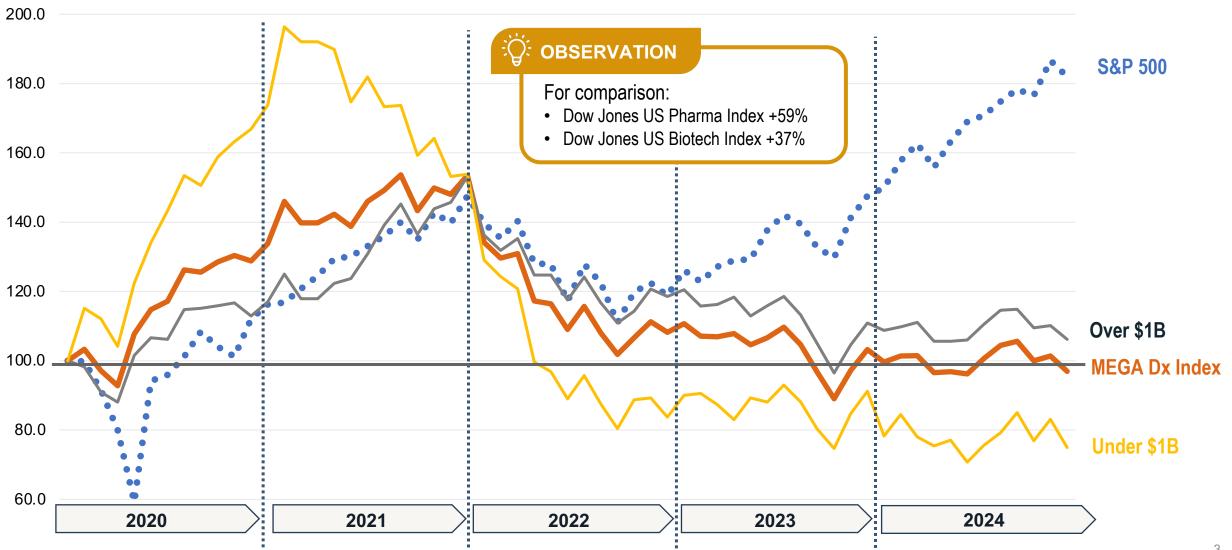
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The Financial Results

- MegaDx Stock Index
- Initial Public Offerings
- Capital: VC and PE investments
- The Deals
 - Mergers & Acquisitions
 - Partnerships
- The Regulations & Reimbursement
 - US and Europe Regulations
 - Reimbursement Focus
 - Market Access Focus

- The Numbers / The Products
 - Test Volumes
 - FDA Approvals
 - Focus: Companion Diagnostics
 - Focus: At-Home / OTC Tests
- Addendum

MegaDx Stock Index 2020-2024

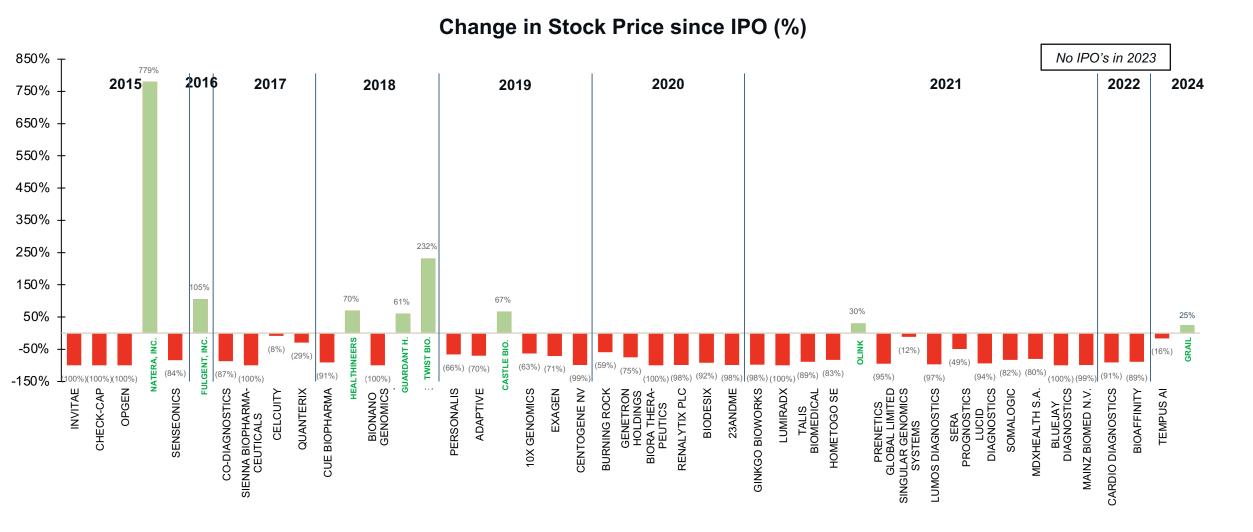


Source: Illumina Ventures analysis.

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If You Bought \$1 of these Diagnostics IPOs at their IPO Initial Price ...

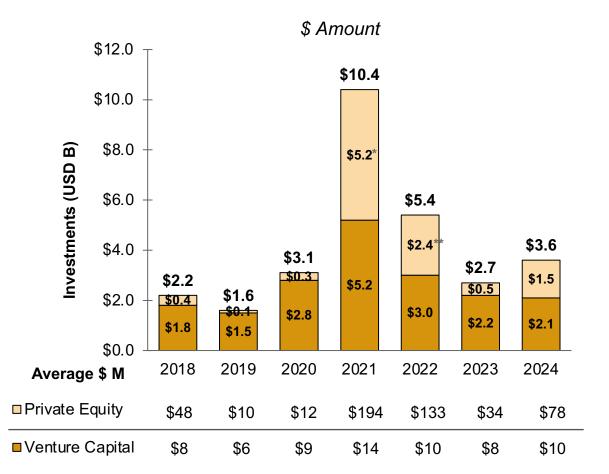




Source: Dealogic - Factset as of 12/31/24.

Diagnostics Venture Capital & Private Equity Investments





Including Amedes Group (Buyout/LBO, \$1.66B) | Groupe Inovie (Buyout/LBO, \$2.3B). .

** Including Affidea (Buyout/LBO, \$1.75B)

Note: VC (all VC stages), PE (Buyout/LBO, PIPE, etc.) Source: Pitchbook

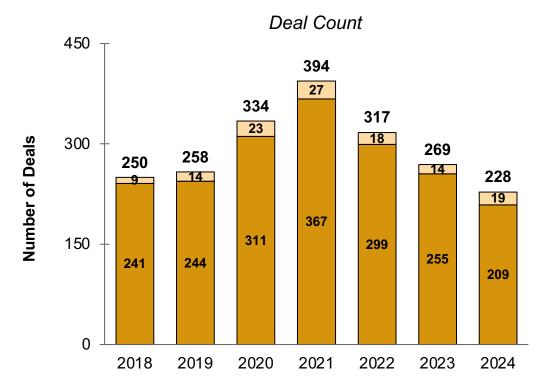


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Diagnostic Industry Transforming Acquisitions (>\$1 Billion)





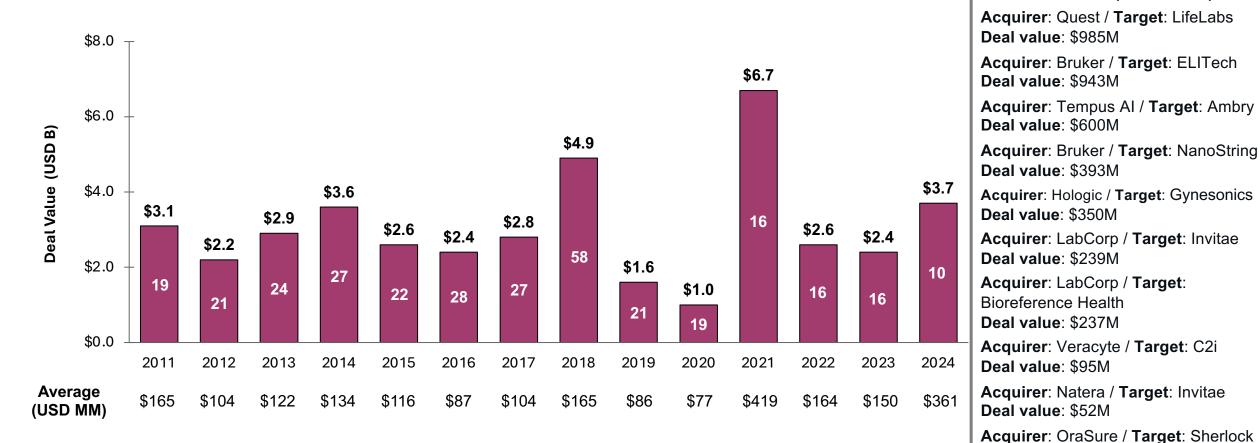
Smaller Diagnostic Acquisitions (<\$1 Billion)



2024 Deals (\$ size order)

Deal value: \$25M

Acquisitions by Year Announced



Note: Excludes deals with undisclosed financial terms and deals with transaction value less than \$25mm; Year of transaction based on announcement date; Only includes transactions with US-based targets with exception of ELITechGroup, LifeLabs, and Lumira Dx.. Source: Dealogic.

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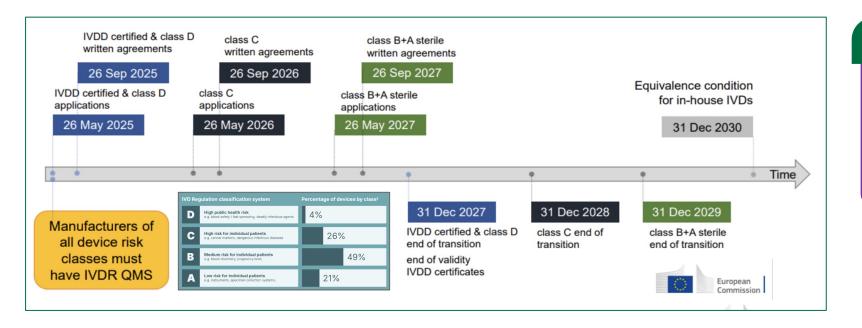
The Rule concerning the FDA's enforcement discretion for Laboratory Developed Tests (LDT) was published on May 6, 2024.

On March 30, 2025, the U.S. District Court (Eastern District of Texas Sherman Division) vacated the FDA LDT rule. The court stated that the FDA does not have the authority to regulate LDTs. As a result, the FDA LDT Rule and its compliance deadlines are no longer in effect.

Regulatory Focus: European Union IVD Roll-Out



- The European Commission has extended the transition periods for certain In Vitro Diagnostic (IVD) devices (January 2024)
- The key elements are as follows:
- **Extended Transition Periods**: The transition period to the new rules for legacy IVD devices covered by a certificate or a declaration of conformity issued before May 26, 2022, is extended from May 26, 2024, to December 31, 2027, 2028, and 2029 depending on the risk class
- Gradual Roll-Out of EUDAMED: Speeding up the launch of some parts of the European Database on Medical Devices EUDAMED, to improve transparency



This proposal provides more time both to manufacturers and the notified bodies to get the IVD devices to comply with the new European regulations

Reimbursement Focus: Payer Rate Monitor - Molecular Tests



Rate Dynamics	for Represent	tative Molecular Tests	Middle 50% Weighted Average (USD) Range
CPT Code	Insurer	Reimbursement Range	# of Distinct Rates
	♥aetna	\$250	818
 81404 - Molecular	UnitedHealthcare	- 1	1,049
Pathology — Procedure	🎢 Cigna.		2,148
(Level 5)			2,925
_	Humana	\$350 × 350	4,049
	🔰 UnitedHealthcare	\$690	1220
_	♥aetna	\$700	908
81420 - Fetal 🦳 Aneuploidy NIPT	🌋 Cigna.	\$750	2,615
		\$780	2,910
	Humana	\$970	1,220
	UnitedHealthcare	\$1800	1,323
	♥aetna	\$1810	977
Breast/Ovarian [—] Cancer Gene Analysis <u>–</u> (BRCA 1/2)		\$2020	4,647
	🌋 Cigna.	\$2090	4,392
	Humana	\$2420	3,246
ce: Xifin Payor Rate Trans	sparency Monitor	\$0 \$2,500 \$5,000 \$7,500 \$10,000 Reimbursement (USD)	12

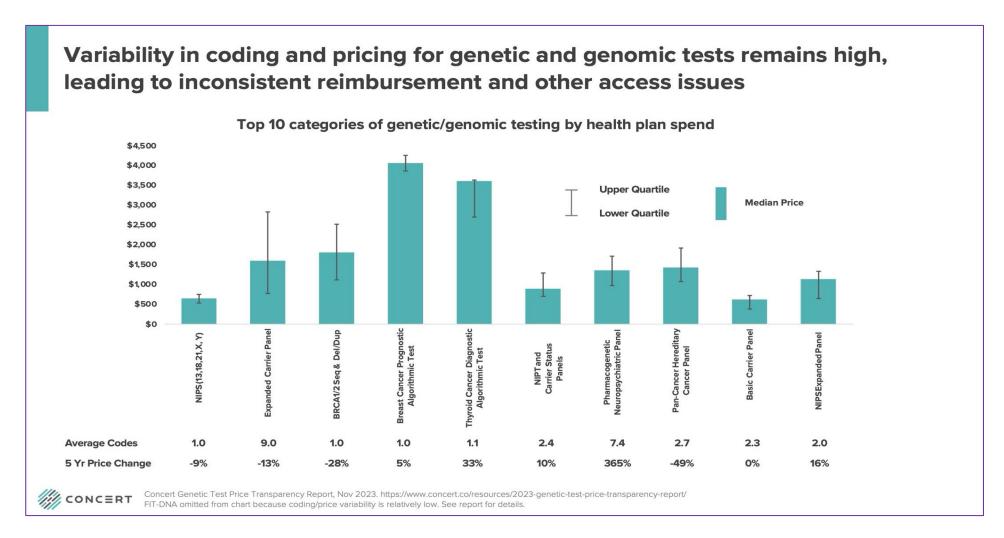
Reimbursement Focus: Payer Rate Monitor - Pathology Tests



Middle 50%
Weighted Average (USD)

Test	Company	Reimbursement Ranges	# of Distinct Rates
	🌾 Cigna.	\$90	818
	🔰 UnitedHealthcare	\$90	4,049
	♥aetna	\$100	2,148
	Humana	\$105	2,925
		\$105	1,049
	♥aetna	\$105	908
	🎢 Cigna.	\$115	4,188
	🕖 UnitedHealthcare	\$120	2,615
		\$125	2,910
	Humana	\$135	1,220
	♥aetna	\$120	977
	🎇 Cigna.	\$140	4,647
Analysis of Tissue Immunostain —	🕖 UnitedHealthcare	\$150	4,392
		\$155	3,246
	Humana	\$150	1,323
		\$0 \$50 \$100 \$150 \$200 \$250 \$300 \$350 \$400 \$450 \$500 Reimbursement (USD)	13

Reimbursement Focus: Price Variability for Genetic / Genomic Tests



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Market Access Focus: The Advent and Role of PLA Codes

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	Class I CPT	Proprietary Laboratory Analyses (PLA)*		
Definition	Used by providers, healthcare facilities, and manufacturers to report medical procedures and professional services delivered in ambulatory and outpatient settings	 Subsection of pathology CPT codes used unique to represent <u>a single test</u> Can only be applied for and used by the lab performing the test or the manufacture producing the test reagents and instrumentation Can not be used by other labs or applied to similar distributed test kits Takes precedence over applicable Class I codes 	 Introduced by AMA and CMS as a result of Protecting Access to Medicare Act of 2014 (PAMA). PAMA sought to unify lab testing fees for Medicare. The 2017 report found that undercounting of independent labs, hospital outreach labs, and physician office labs lead 	
Regulatory Requirements	FDA IVD status	Single site/labs: LDT or FDA IVD status Products (distributed to multiple labs): FDA IVD Status	 to a nearly \$4 billion cut to Medicare services which lead to industry backlash. As part of a response to the backlash, the 	
Additional Data Requirements	 Clinical efficacy must be well established and documented in US peer-reviewed literature Must demonstrate the service is performed by many physicians across the US 	None	 AMA introduced PLA codes to allow advanced independent labs and product companies to better represent their contributions in Medicare reporting data PLA Codes can be applied to/may be standard Clinical Diagnostics Laboratory 	
Time From Application to Decision	12-24 months Q1 Q2 Q3 Q4	6-12 months Q1 Q2 Q3 Q4	Tests (CDLTs), Advanced Diagnostics Laboratory Tests (ADLT), Multianalyte Assays with Algorithmic Analyses (MAAA),	
Review Times (per Year)			Genomic Sequencing Procedures (GSP), and other categories as defined by PAMA.	
Additional Requirements	Strong advocacy support from relevant medical society	None	15	

Source: Health Advances analysis, AMA and CMS.

Market Access Focus: PLA Code Numbers



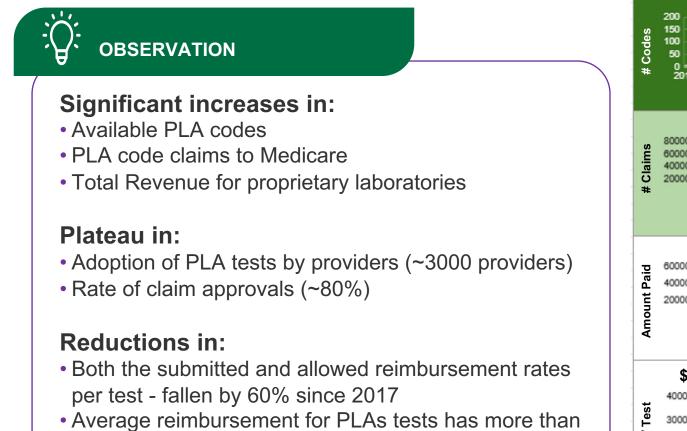
New PLA Code Introductions... ...by Year ...by Clinical Area □Other 100% 120 Nephrology 98 Obstetrics Number of New PLA Codes **Codes by Clinical Area** 75% 90 ■ Gastroenterology 77 Cardiology 67 60 □Neurology 56 50% 60 47 ■ Autoimmune / Transplant ■ ID/Resistance 25% 30 Drug Monitoring/Response ■ Sequencing Oncology 0% 0 2023 2024 2019 2020 2021 2022 2023 2024

Source: Health Advances analysis, CodeMap

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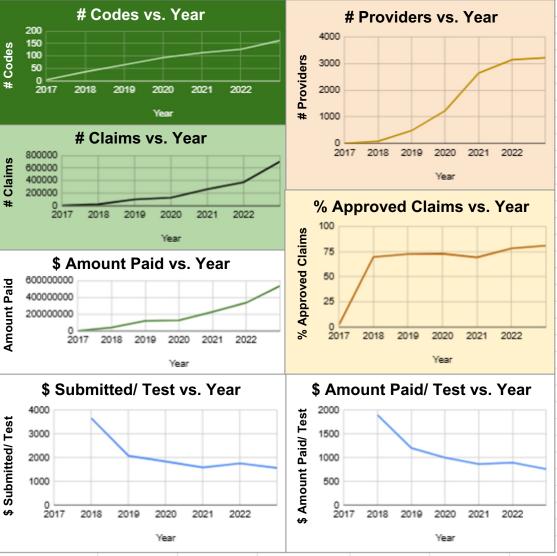
Market Access Focus: PLA Code Use





halved in last 5 years with new codes being added

Source: CMS 2017-2023 Physician/Supplier Procedure Summary Dataset. Samantha Burg analysis



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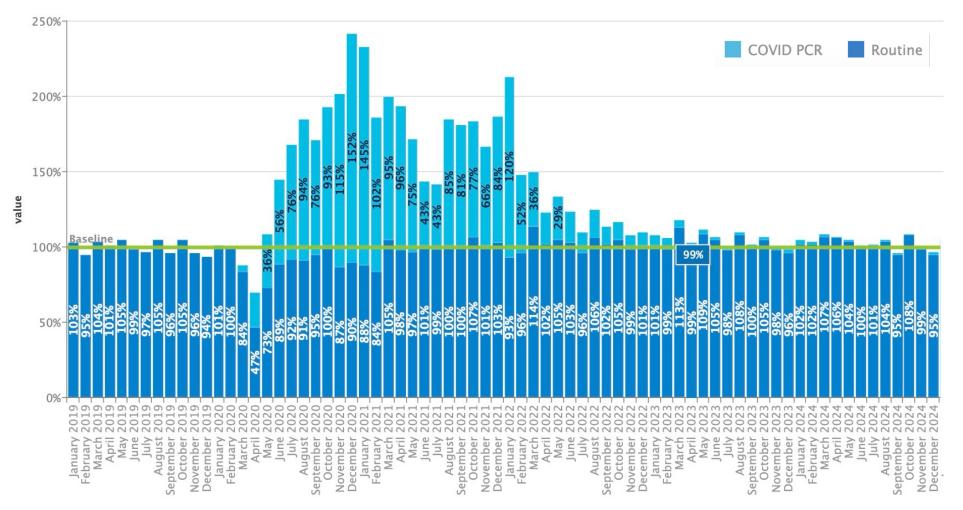
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Laboratory Volumes 2019 to 2024



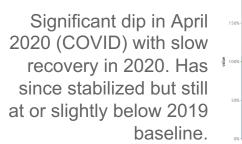


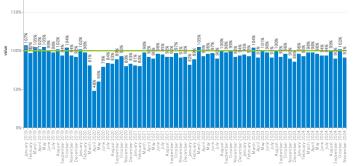


Source: Xifin Lab Volume Index. Baseline is the average monthly volume for 2019; January 2020 through December 2024

Laboratory Volumes 2019 to 2024 by Testing Discipline

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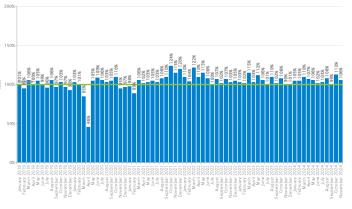




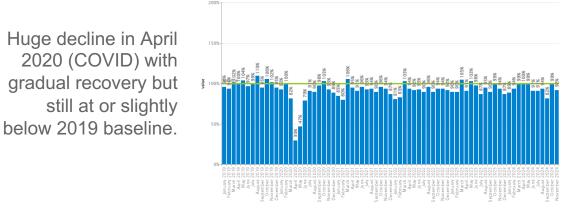
Clinical

Sharp decline in April 2020 (COVID) followed by a rapid recovery in 2020. Stable with little variation since then.

Immunology & Microbiology

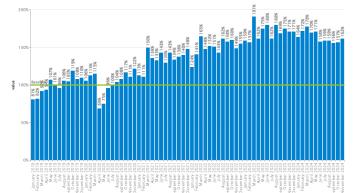


Pathology



Molecular & Genetic

Consistent upward trend – 2024 is 50% above 2019 baseline. Tests: PCR, FISH, WES, WGS, CNV, MLPA



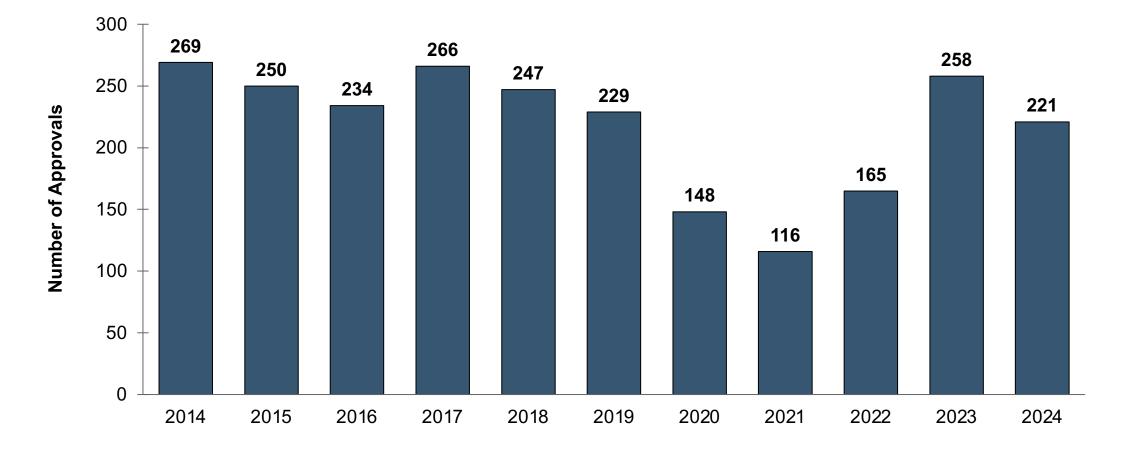
Note: Baseline is the average monthly volume for 2019; January 2020 through December 2024.

Source: Xifin Lab Volume Index

FDA Approvals: 510(k) -Close to Pre-COVID Baseline



Diagnostics 510(k) Approvals by Year

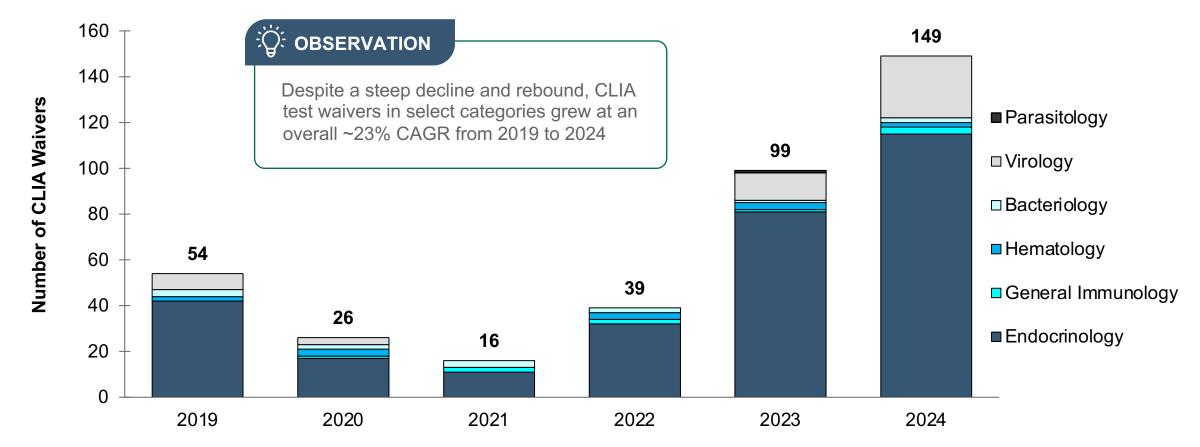


Note: Includes repeat 510Ks for products with an update. Source: Health Advances analysis, FDA.

FDA Approvals: CLIA Waivers -Increases Post COVID



CLIA Test Waivers in Select Analyte Groups



Note: An additional ~800 waivers were granted between 2019 and 2024 for analytes in urinalysis, toxicology, and general chemistry. Source: Health Advances analysis, FDA.

FDA Approvals: Diagnostics with Breakthrough Designation

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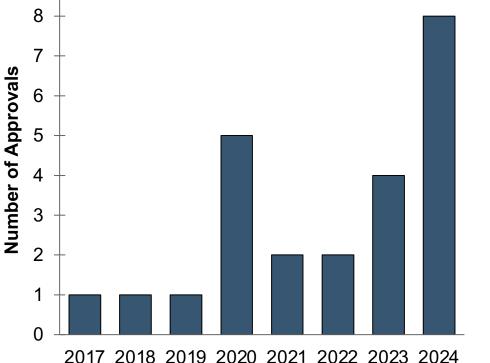
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Principles of Breakthrough Device Program Benefits

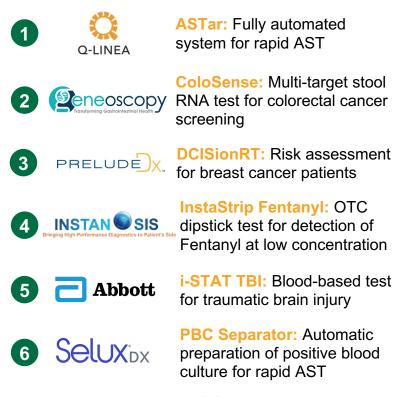
(From Finalized Guidance)

- 1. Interactive and Timely Communication
- 2. Pre/Post market Balance of Data Collection
- 3. Efficient and Flexible Clinical Study Design
- 4. Review Team Support
- 5. Senior Management Engagement
- 6. Priority Review
- 7. Breakthrough Device Sprint Discussion
- 8. Data Development Plan
- 9. Clinical Protocol Agreement





8 Diagnostics Approved in 2024 via Breakthrough Designation



deepull

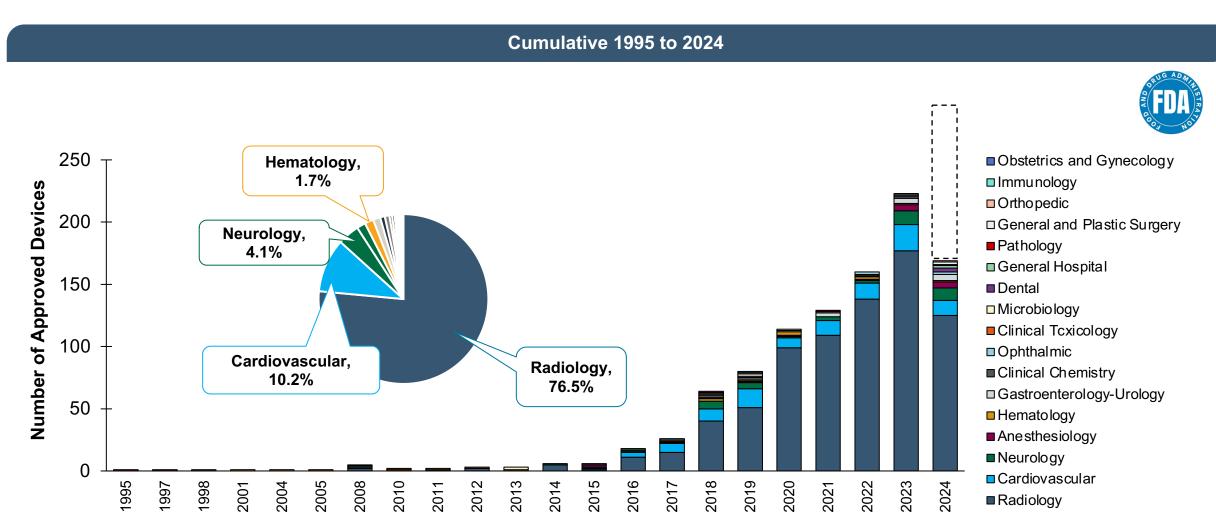
UIICORE: Bloodstream Infection (BSI) Test

VITEK REVEAL: Rapid AST for bloodstream infections

Source: Health Advances and Illumina Ventures analysis, FDA, company websites.

FDA Approvals: Machine Learning Enabled Devices

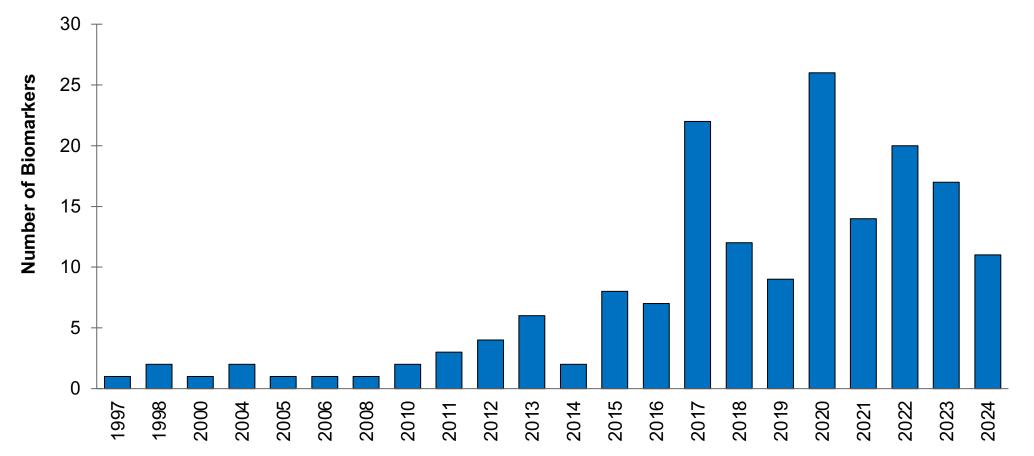




Note: FDA publishes new approvals in June each year so 2024 is only half year of data. Source: FDA

FDA Approvals: Companion Diagnostics (CDx) Biomarkers

Companion Diagnostics (CDx) Biomarkers by Approval Type 172 Cumulative (1997 to 2024)



Source: FDA, Samantha Burg analysis.

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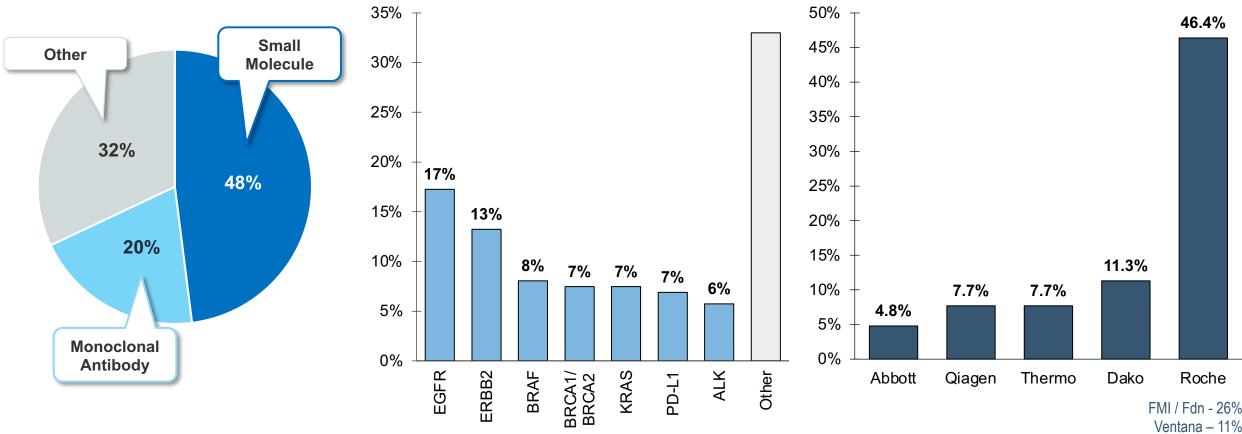
FDA Approvals: Companion Diagnostics (CDx) Summary



172 CDx associated with **64 unique therapies** *from 2010 through 2024*

65% of CDx approvals are for 7 biomarkers

75% of CDx approvals are held by 5 companies



Molecular – 9%

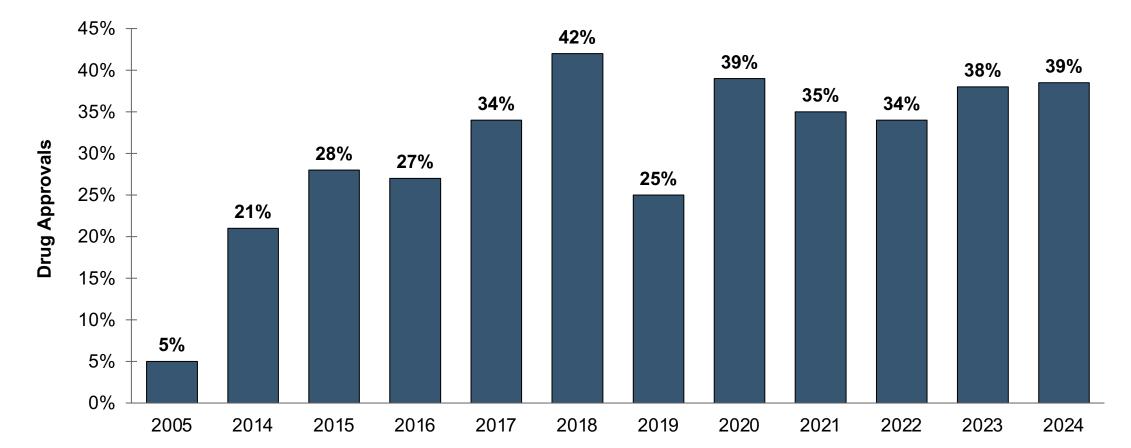
CDx Biomarker Targeted Therapies



Number of Number of Biomarker Approved Targeted Therapies <u>)</u> OBSERVATION **Approved Drugs** (by Biomarker Function and Year) 64 unique CDx Biomarker Targeted 70 8 treatments Tumor Promoter Non-cancer, 3 60 7 Immunotherapy 34 unique cancer indications have Tumor Promoter, 9 Number of CDx Approvals CDx Targeted drug therapy Growth Factor 6 50 - Lung Cancers: ~27% of Immuno-Tumor Suppressor therapy, 7 approved intended uses 5 - Breast cancers: ~11% of 40 approved intended uses 4 30 Growth 3 Non-Cancer CDx treatments for: Factor. 35 20 - Hemophilia B (Labcorp & Pfizer) 2 2024 - Hemophilia A (ARUP & BioMarin) 10 2023 Tumor - Obesity (Rhythm & Exact) Suppressor, 8 0 2020 Ω $\begin{array}{c} 1997 \\ 1999 \\ 2001 \\ 2002 \\ 2002 \\ 2002 \\ 2003 \\ 2005 \\ 2006 \\ 2006 \\ 2006 \\ 2006 \\ 2007 \\ 2006 \\ 2001 \\ 2001 \\ 2001 \\ 2001 \\ 2001 \\ 2001 \\ 2001 \\ 2001 \\ 2002 \\ 20$ **Approved Drugs**

Biomarker-Dependent Drug Approvals as % of all Drug Approvals



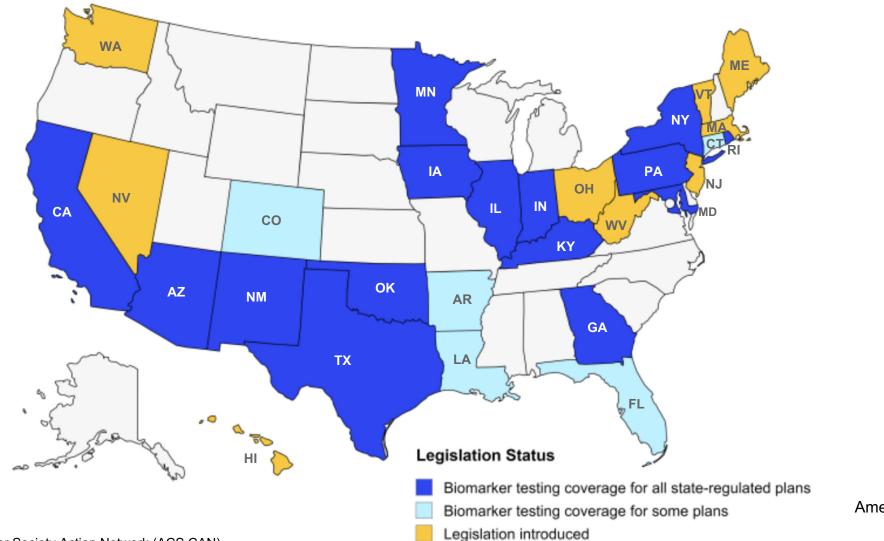


Source: Personalized Medicine Coalition: Personalized Medicine at FDA: The Scope and Significance of Progress

Methodology: When evaluating NMEs, PMC categorizes personalized medicines as those therapeutic products for which the label includes reference to specific biological markers, often identified by diagnostic tools, that help guide decisions and/or procedures for their use in individual patients.

Biomarker Access: State Legislation Expanding



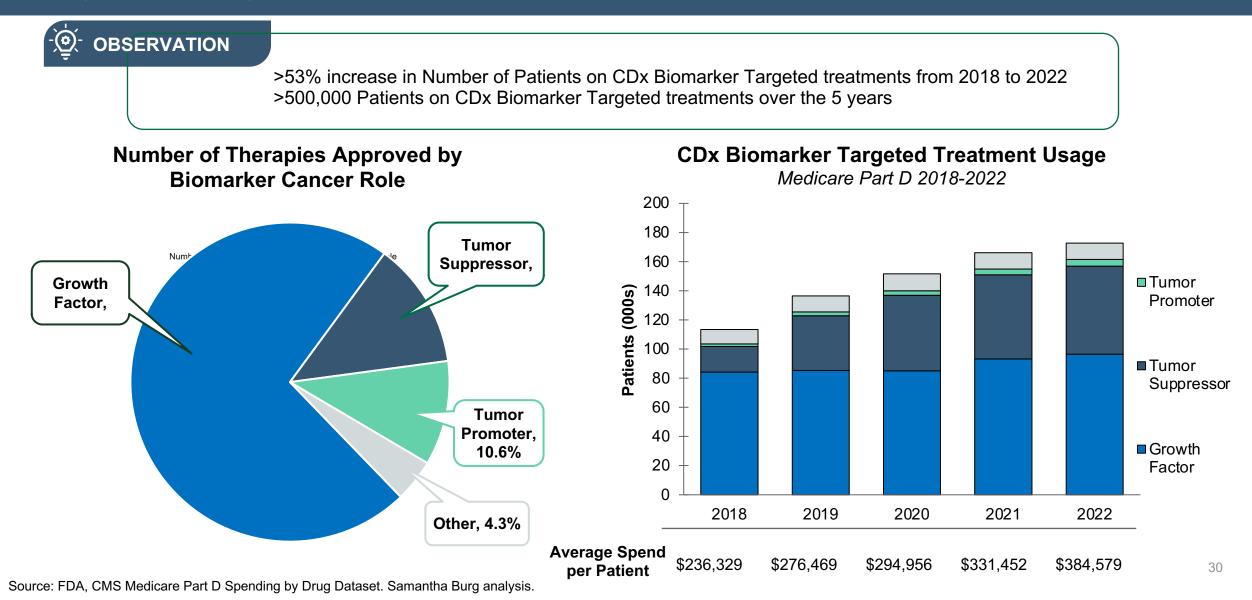


American Cancer Society Updated December 2024 29

Source: American Cancer Society Action Network (ACS CAN)

Patient Impact of CDx: Targeted Drug Treatment



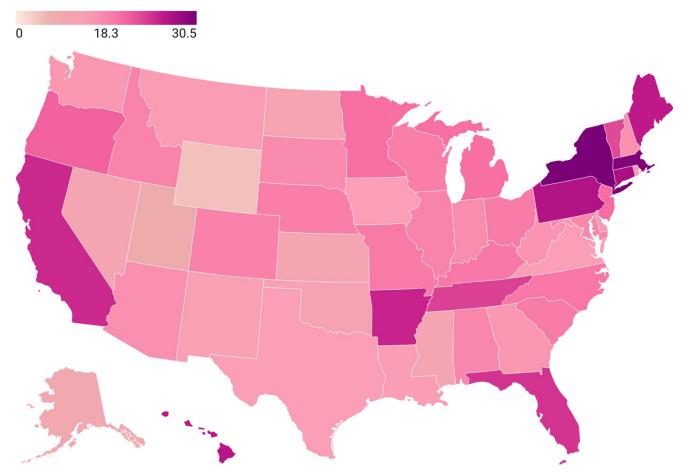


Biomarker Access: Patients per Capita by State



2022 Patients per 100,000 on CDx Approved Cancer Therapies

Medicare Part D Prescribers by Geography and Drug 2022 Normalized to State Population



Healthcare Shifting to Home: Primary Drivers

Decentralization of Care to Lower Cost Settings

- Home care and Point of Care cheaper than hospitals
- Private insurers driving more treatment and some testing to outpatient to limit per diem allowances
- Need to hold hospital beds for acutely and severely ill



Patient Agency

- Patients want convenience, flexibility and privacy of home testing & treatment
- Patients and family caregivers comfortable with home healthcare including SC drugs
- "Hospital at Home" model is growing for chronic illness

Ongoing Shift in Location of Testing

Technology and Business Model Advancements



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- Smaller, simpler, and faster technologies with little to no sacrifice in accuracy
- Treatments with fewer doses and more convenient administration (including at home)
- Digital connectivity enables integrated solutions (e.g. physician notifications, repeat testing reminders, links to follow-up treatment)

Limited Skilled Healthcare Labor

- Provider shortage and access issues accelerate
- Aging and declining pool of laboratory technicians
- Need to curb burnout and turnover among healthcare practitioners





Healthcare Shifting to Home: Drugs

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Hormone Injections (InVitro Fertilization) 1978

Insulin Pen 1985



Plague Psoriasis Injection (Cosentyx, Taltz, Stelara) 2009



Crohn's / Ulcerative Colitis Pen (Simponi, Zymfentra) 2009



Neutropenia

On-Body Injector

Neulasta Onpro

2014

en Andreas

GLP-1 Pen (Wegovy, Ozempic, Mounjaro) 2015



Inhibitor of Type 2 Inflammation Pen Monoclonal Antibody (Dupixent) 2017



Arthritis Pen (Enbrel, Humira, Simponi, Cimzio, Kineret) 2018



Migraine Prevention Calcitonin gene-related peptide (CGRP) (Aimovig, Ajovy, Emgality) 2018



Plaque Psoriasis On-Body Injector (Skyrizi) 2019

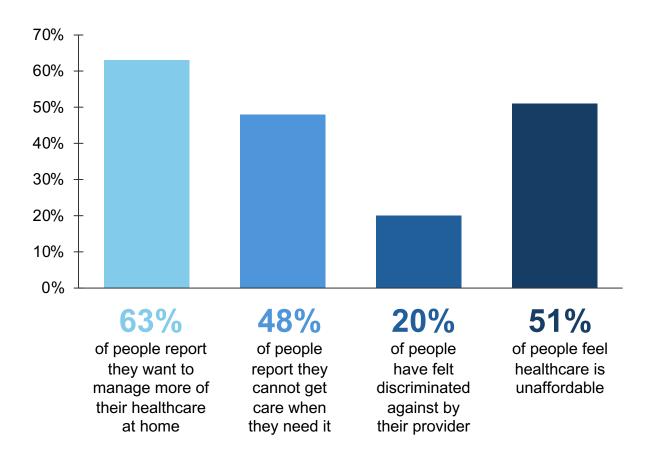


Asthma Pen (Tezspire, Fasenra) 2019

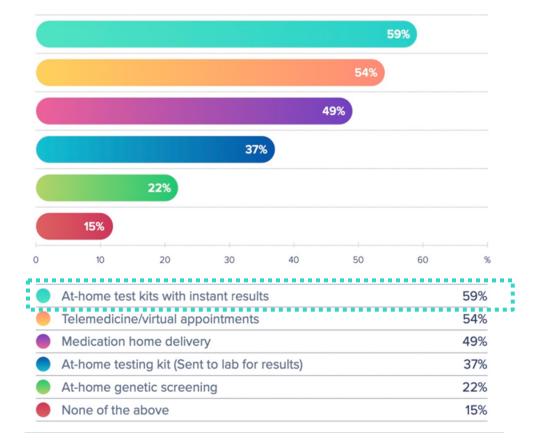
Healthcare Shifting to Home: Consumer Perceptions



How do you perceive your healthcare?



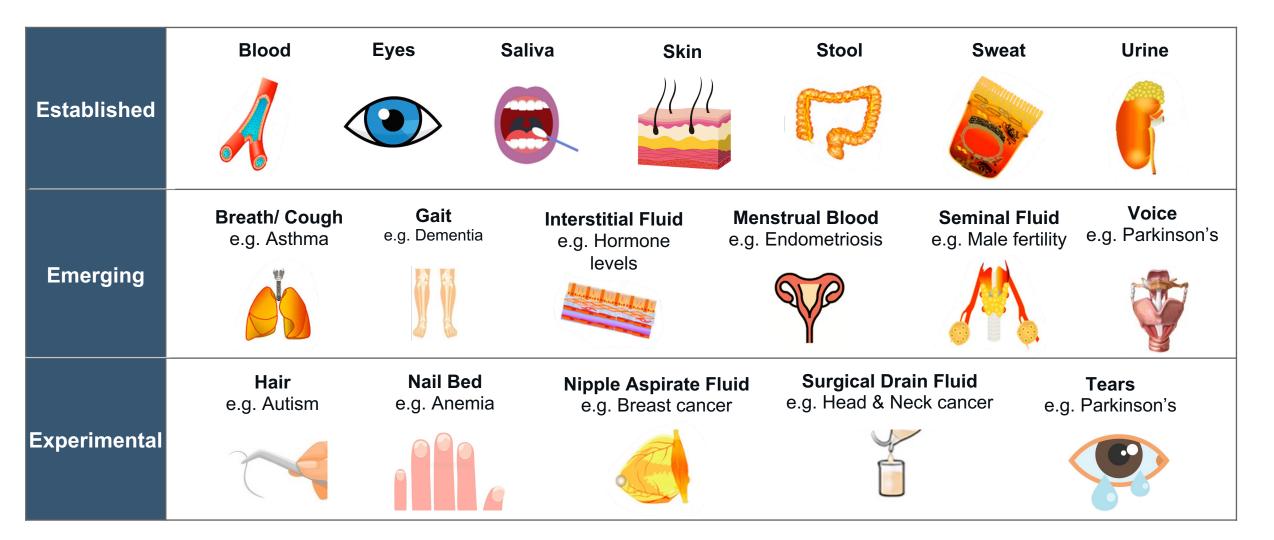
Which healthcare services are you most comfortable with at home?



Source: LetsGetChecked Health Equity Report 2024.

Healthcare Shifting to Home: Less Invasive Samples

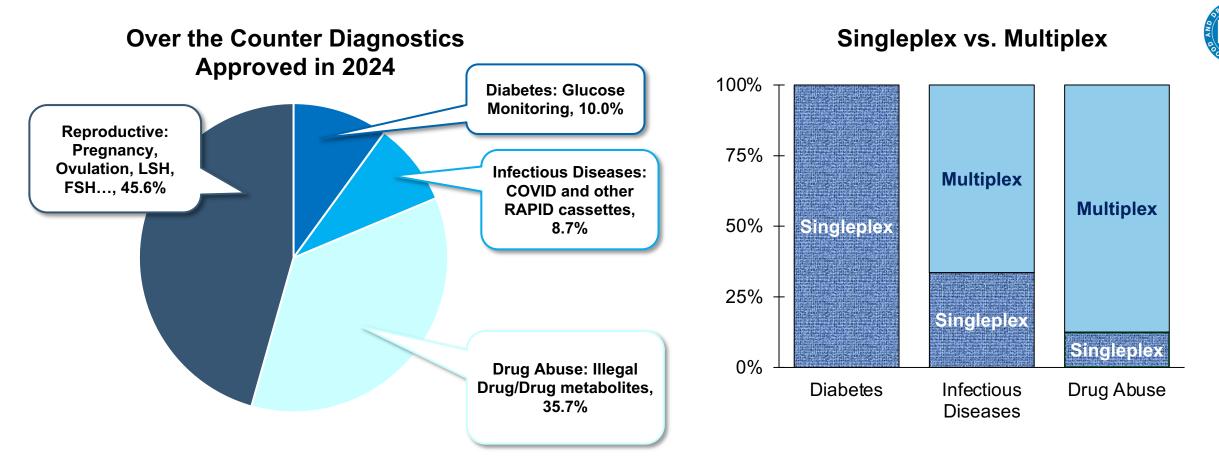




Source: Illumina Ventures analysis.

FDA Approvals: Over-The-Counter / Home Tests





- 36 new unique analytes are approved by FDA for at-home testing in 2024
- Additionally, FDA authorized 8 COVID/flu tests for home use (EUAs)

Source: FDA Website and Samantha Burg analysis. Note: - 36 new analytes do not include EUAs.

Good News: New Diagnostics Launched



New Unique Diagnostics Launched in 2024						
First Home COVID / Flu Combo Tests	First Home Menstrual Blood Home Collection	First Home OTC Glucose Meters	First Home Syphilis Test	First POC Hepatitis C Test	First POC high sensitivity troponin	Blood Tests for CNS diseases
FDA authorized eight combined COVID and Flu A & Flu B sold Over-The- Counter (OTC)	FDA-cleared analyte to analyze A1C levels for diabetes monitoring	FDA approval of OTC continuous glucose meters (CGM) designed for general health and wellness, for individuals without diabetes	FDA approval for first at-home, OTC test to detect syphilis antibodies in human blood (Follow up test needed)	FDA approval of the first hepatitis C virus (HCV) for use at the Point of Care	FDA approval of the first high- sensitivity cardiac troponin test for use at the Point of Care	New blood tests for Alzheimer's and other CNS related disorders offer less invasive alternative to traditional methods
Healgen · Rust Chas C C Pus C C C C C C C C C C C C C C C C C C C	Qvin [®] AtcTest There's power in your period.	to the second se	VICE VICE VICE VICE VICE VICE VICE VICE			

Source: Health Advances and Illumina Ventures analysis.





Special appreciation to Arnaud Autret, Samantha Burg, Ralph Hall, Alan Hirzel, Tim Stenzel and Liz Ruark.

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Illumina Ventures: Advancing Diagnostics Innovation





Advancing the life sciences through the power of 3D genomes

📑 D E L F I

Non-invasive early cancer detection analyzing plasma-derived cell-free DNA fragmentation patterns



Genomics and machine learning applied to NASH / MASH detection and monitoring



Delivering tailored at-home healthcare solutions to 5000+ organizations and transforming care for employers, health plans, providers and more



Liquid biopsy delivering tissue transcriptional biology by harnessing the power of gene regulatory elements for precision medicine

PREDICTA BIOSCIENCES

Multiomics and AI to develop personalized diagnosis and treatment options for hematologic malignancies

Serimmune

NGS-based universal serology and mapping human immunity through antibody detection

SHERLOCK

Engineering biology to develop molecular diagnostic products to decentralize testing to personalize healthcare

STILLA 🛞

Simple, rapid, multiplexed digital PCR creating cost effective assays for genomic markers



Disease diagnosis through comprehensive multiomic profiling multiomic biomarkers from a DNA sample using a streamlined workflow

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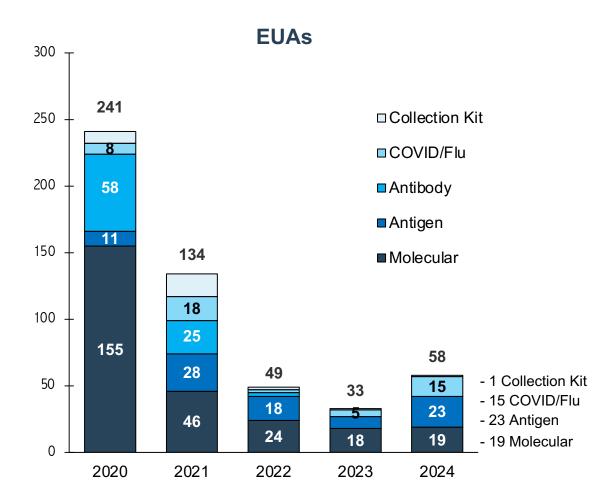
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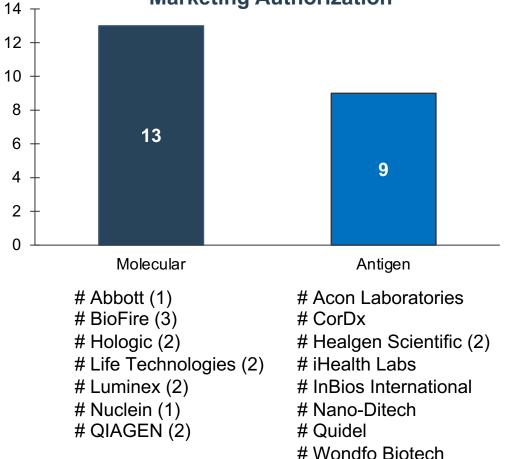
- COVID and Respiratory Tests
- MegaDx Index

FDA Approvals and Authorizations: COVID Tests

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COVID Tests with "Traditional" Marketing Authorization

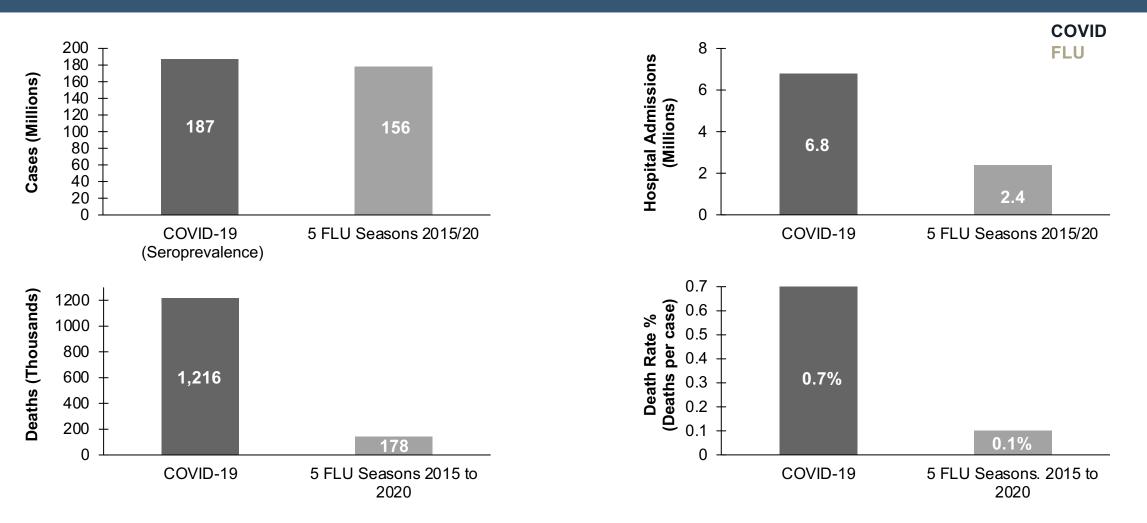


COVID-19 / Flu Combo Antigen Tests 2024



Company	Test	Date of EUA	Home / OTC / Self?
SEKISUI	OSOM Flu SARS-CoV-2 Combo Home Test	2/29/24	Yes
SEKISUI	OSOM Flu SARS-CoV-2 Combo Test	2/29/24	No
CorDx	CorDx Tyfast Flu A/B & COVID-19 Multiplex Rapid Test	3/21/24	Yes
OSANG	OHC COVID-19/Flu Antigen Test Pro	3/21/24	No
OSANG	QuickFinder COVID-19/Flu Antigen Self Test	4/3/24	Yes
CorDX	CorDxTyFast FluA/B & COVID-19 At Home Multiplex Rapid Test	4/5/24	Yes
Wondfo	WELLIife COVID-19 / Influenza A&B Test	4/19/24	No
Wondfo	WELLIife COVID-19 / Influenza A&B Home Test	4/30/24	Yes
iHealth	iHealth COVID-19/Flu A&B Rapid Test	5/7/24	Yes
Watmind	Speedy Swab Rapid COVID-19 + Flu A&B Antigen Test	5/8/24	No
Watmind	Speedy Swab Rapid COVID-19 + Flu Antigen Self-Test	5/24/24	Yes
iHealth	iHealth COVID-19/Flu A&B Rapid Test Pro	5/31/24	No
Healgen	Healgen COVID-19/Flu A&B Ag Combo Rapid Test Cassette	6/10/24	Yes
Nano-Ditech	Nano-Check Influenza+COVID-19 Dual Test	7/8/24	No
ACON	Flowflex Plus COVID-19 and Flu A/B Home Test	7/23/24	Yes

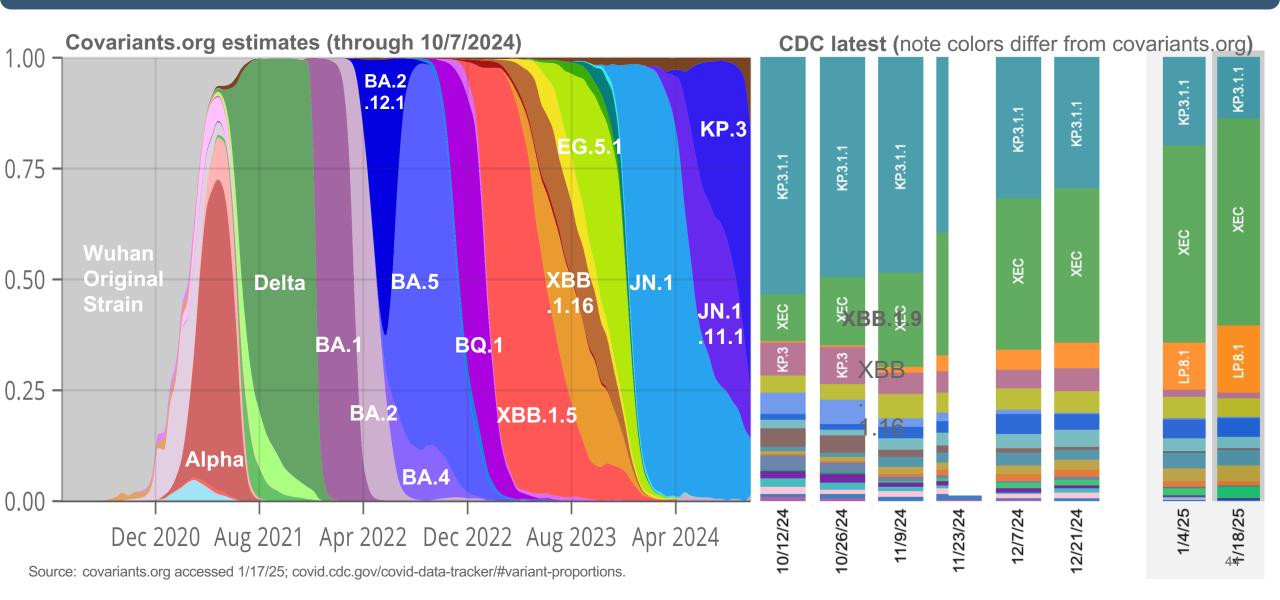
Cumulative COVID-19 vs. 5 Years of Influenza





COVID Variant History of the US: All Omicron after 2022







- MegaDx Index is a database and an associated index of changes in the market value of the most inclusive collection of public companies that participate in the clinical in-vitro diagnostic industry worldwide:
 - 130 public companies tracked during 2024: 77 on US exchanges, 24 in China, and 29 elsewhere
 - Bias toward inclusion: many large Dx participants have most of their revenues outside clinical diagnostics.
 - The MegaDx index includes the proportion of their market value based on the proportion of diagnostics revenues to total revenues (e.g. 24% of Roche; 21% of Agilent). It does not value segments independently (due to circularity).
 - Companies are included for entire year if they were public for any month of that year (value introduced or revised for all public/private events: IPOs added (just one in 2024, none in 2023); mergers and acquisitions; bankruptcy; etc.
- Companies included in MegaDx index; diagnostic revenue proportion; and currency rates are revised at the beginning of each calendar year and held fixed for the full year.

MegaDx Index: Companies Included in Index 2024

illumina ↓ VENTURES™

More than \$1 billion diagnostic revenue

Abbott Agilent **Beckton Dickinson Bio-Rad BioMerieux** (Euro) Danaher (Cepheid, Beckman Coulter, Leica, Radiometer) Dexcom Dian diagnostics group DiaSorin SpA(Italy) **Eurofins Scientific** Exact Sciences Healthineers Siemens AG Hologic HU Group/Miraca Holdings/Fujirebio Illumina LabCorp Mindrav Medical International Natera Qiagen Quest QuidelOrtho Revvity (aka Perkin Elmer) Roche Holding AG Sonic Healthcare SYNLAB AG Sysmex Thermo Fisher

10x Genomics 23andMe Accelerate Dx Adaptive Biotechnologies Adicon Holdings Itd Amoy dx Angle PLC Autobio Dx **Beijing Strong Biotechnologies BGI Genomics Co Ltd** Bio-Techne **Bioaffinity Technlolgies** Biocartis Biodesix, Inc. Biomerica inc **BioNano Diagnostics BioSino Biotechnology and Science** BioSynex Biovica **BluJay Diagnostics** Burning Rock Biotech Ltd **Cardio Diagnostics** CareDx Inc Castle Biosciences Cellavision AB Centogene

CoDiagnostics Cue Da An Gene DermTech Diaceutics PLC Dirui Industrial Dr Lal PathLabs **EKF Diagnostics Holding PLC (UK)** Enzo Biochem **EuroBio Scientific** Exagen Fulgent Genetics GeneDx **Genetic Signatures** Genetic Technologies Ltd (Australia) Getein Biotech Ginkgo Grifols Guardant Hybri Biotech Co Ltd Immunovia Inovig IntegraGen Interpace Diagnostics Invitae Kindstar Global Gene Technology

Leadman Biochemistry Co Ltd Lucid Diagnostics Lumos Diagnostics Maccura Biotechnology Mainz Biomed MDX Health SA MedicalSystem Biotechnology Medmira Myriad Genetics Nanostring Nautilus Navidea Biopharmaceuticals, Inc NeoGenomics OncoCyte OpGen, Inc Opko Health OraSure Technologies Oxford BioDynamics Oxford Nanopore Pacific Biosciences Pacific Edge Personalis Precipio Prenetics ProMIS Neurosciences ProPhase Labs

Less than \$1 billion diagnostic revenue

Proteomics International Laboratories Psychemedics Corp Quanterix Renalytix Al Runda Medical Technology Co Ltd SD BioSensor Senseonics Sera Prognostics Shanghai Kehua Bioengineering Singular Genomic Systems, Inc. Sinocare Snibe SurModics Inc. T2 Biosystems **Talis Biomedical** Tellgen Tempus Al Thalys Medical Technology Inc. Trinity Biotech Plc (Ireland) Universal Biosensors Veracyte VolitionRX Ltd Wondfo Biotech YHLO Biotech