Investor Webinar

2020 BIOLABS

NASDAQ: AIDX

August 5, 2026

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Today's Presentation

- Overview of AIDX (5-minutes; for 1st time attendees)
- Updates & Progress since July Webinar (25 minutes)
    - *Commercial Progress & New Customers (David Lees)*
    - *Giant Pharmacy Pilot of Longevity Test*
    - *East Asia Trip (Jonathan Cohen)*
- Q&A (10-15 minutes)

Congress Creates a Pathway for Medicare Reimbursement for Multi-Cancer Tests by 2028

On Feb. 3, 2026, the *Multi-Cancer Early Detection Screening Coverage Act* passed Congress and was signed by the President

- Establishes the first statutory pathway for Medicare coverage of MCED blood tests
- CMS authority to reimburse MCEDs beginning in 2028
- Applies to FDA-approved MCED tests deemed clinically appropriate by CMS
- Initial rollout to older Medicare cohorts, with potential expansion over time

A Major Growth Catalyst for MCEDs

•~67 million Medicare beneficiaries in the U.S. today
• Should accelerate private payer and Medicare Advantage coverage
•Supports MCEDs moving from employer- and self-pay funding into routine preventive care over the next 3+ years
•We believe OneTest may be well-positioned for reimbursement under the 2028 CMS pathway, subject to obtaining FDA authorization and satisfying CMS clinical appropriateness criteria.

Grail's NHS-Galleri Data at ASCO Signals Trouble for Medicare Coverage of Galleri

At ASCO 2026 (May 30), Grail reported full results from its randomized *NHS-Galleri trial* of 142,000+ NHS participants

- Primary endpoint missed — no drop in combined Stage III/IV cancers overall
- Stage I–II diagnoses rose just 16% when added to standard screening — unlikely to translate into a meaningful mortality benefit
- ctDNA misses many early tumors that shed little DNA (Stage I ~10–20%)
- Requires 2 full tubes of whole blood making serial (more than yearly) screening impractical
- Expensive: $949 per test list price

These results raise questions about the clinical utility profile of ctDNA-based approaches for broad Medicare population screening.

OneTest™ for Medicare:
Biomarker Tracking + Machine Learning + Anti-Inflammatory Diet

Biomarker Panel: 12 Markers

Cancer protein tumor markers (PTMs)

- **AFP** — liver, testicular, ovarian
- **CEA** — lung, pancreatic, GI
- **CA 19-9** — pancreatic, liver, GI
- **CA 125** — ovarian, lung
- **CYFRA 21-1** — lung, head/neck, breast
- **CA 15-3 (women) / PSA (men)** — breast / prostate
- **HE4** — ovarian

Inflammation Associated markers

- **CRP, ApoA1, B2-Microglobulin, Prealbumin**

Serial Testing & Biomarker Velocity

Repeat testing every 3 or 4 months

- Three tests per year track each marker as a trajectory over time, not a single snapshot.
- Velocity algorithms score each marker's rate of change, flagging tumors as levels begin to rise.

Higher sensitivity

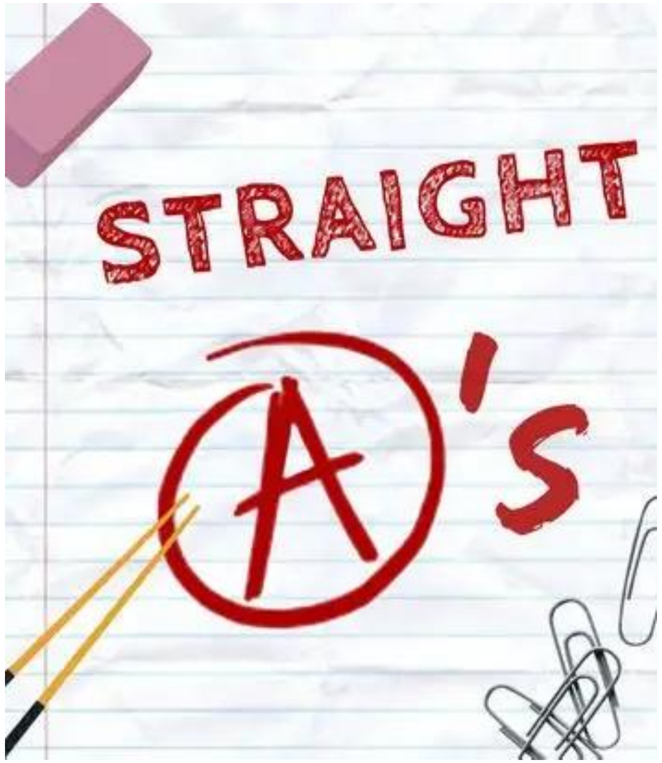
- Rising trends surface early-stage cancers a one-time test within the normal range would miss.

Higher specificity

- Sustained upward trajectories are separated from transient, benign elevations, cutting false positives.

OneTest Advantages Over ctDNA – Our "Straight A's"

- Accuracy for Earlier Stage Cancers
- Affordability
- Acceleration over Time
- Aggregates Data from Multiple Sources
- Access at Home & Workplaces
- AI Compatible for Consumers & Clinicians



At Home Capillary Collection Now Makes Quarterly Testing Practical & Velocity Algorithms Impactful

M&A Strategy

Expect to "bolt-on" or acquire other companies that are vertically or horizontally integrated with 20/20 (e.g., suppliers, distributors, or related products)

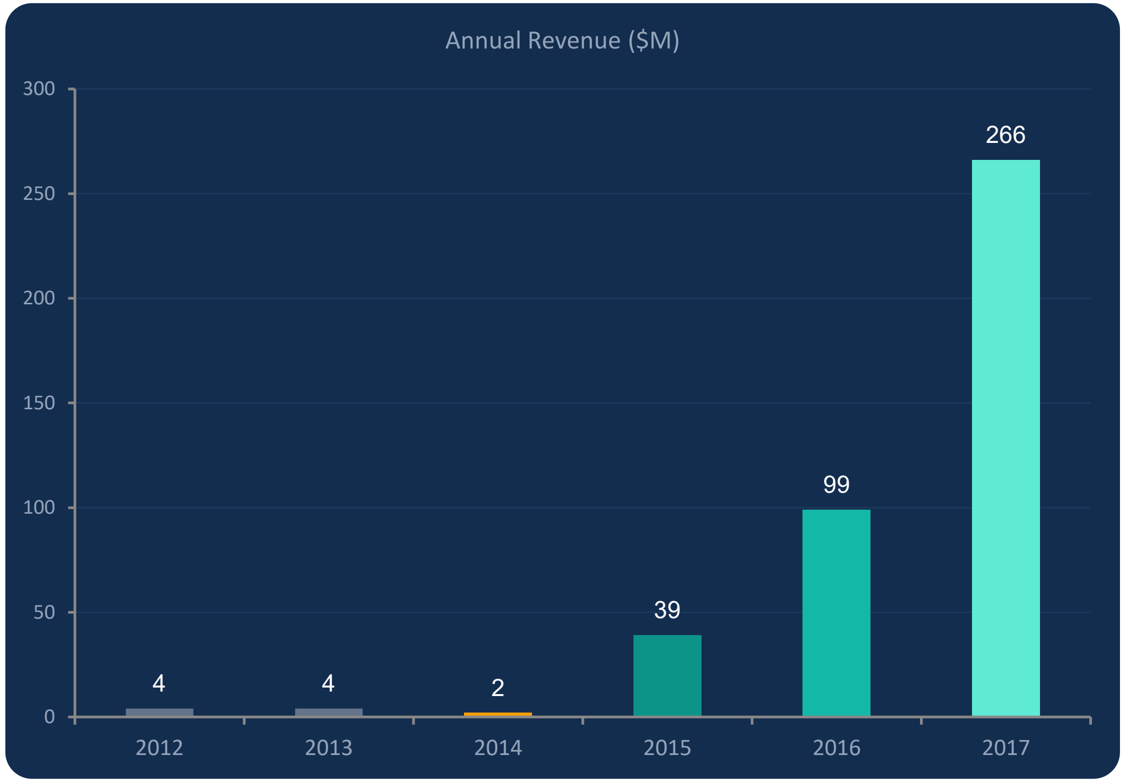
Desired Attributes for Acquired Companies

- Health & wellness customer base overlaps with those of 20/20
  - Early Cancer Detection
  - Longevity Testing
  - Healthy Whole Foods that positively impact Biomarker Levels
- $2 to $8 million in annualized revenues
- Proven year-over-year growth likely to accelerate with modest cash infusions over time
- Line of sight to profitability
- Shareholders eager for liquidity with limited "exit" options

Structure & Operation of Acquired Companies

- Mostly stock transaction
- Each business to initially operate as a wholly-owned subsidiary (rather than an operating division)
- Equity to flow between subsidiaries based on quarterly financial performance
- Cost sharing and economies of scale to reduce overhead and burn of each subsidiary
  - Marketing
  - AI Development & Deployment
  - Accounting, Audit, & HR
  - Legal and IP Development
  - Government Advocacy

How Cologuard's 2014 Medicare Coverage Ignited Exponential Revenue Growth



← Medicare Coverage October 2014

FDA Approval
Aug 11, 2014 — First stool DNA test approved

Medicare NCD Issued
Oct 9, 2014 — Coverage for 50M+ beneficiaries

Revenue Explosion
$2M → $266M in 3 years (133x growth)

133x **Revenue Growth**
2014 to 2017 post-Medicare

Exact Sciences' historical revenue growth is presented for contextual purposes only. AIDX's OneTest is at a fundamentally different stage of development, and past performance of another company's product is not indicative of AIDX's future results. There can be no assurance that OneTest will achieve similar regulatory outcomes, market adoption, or revenue growth.

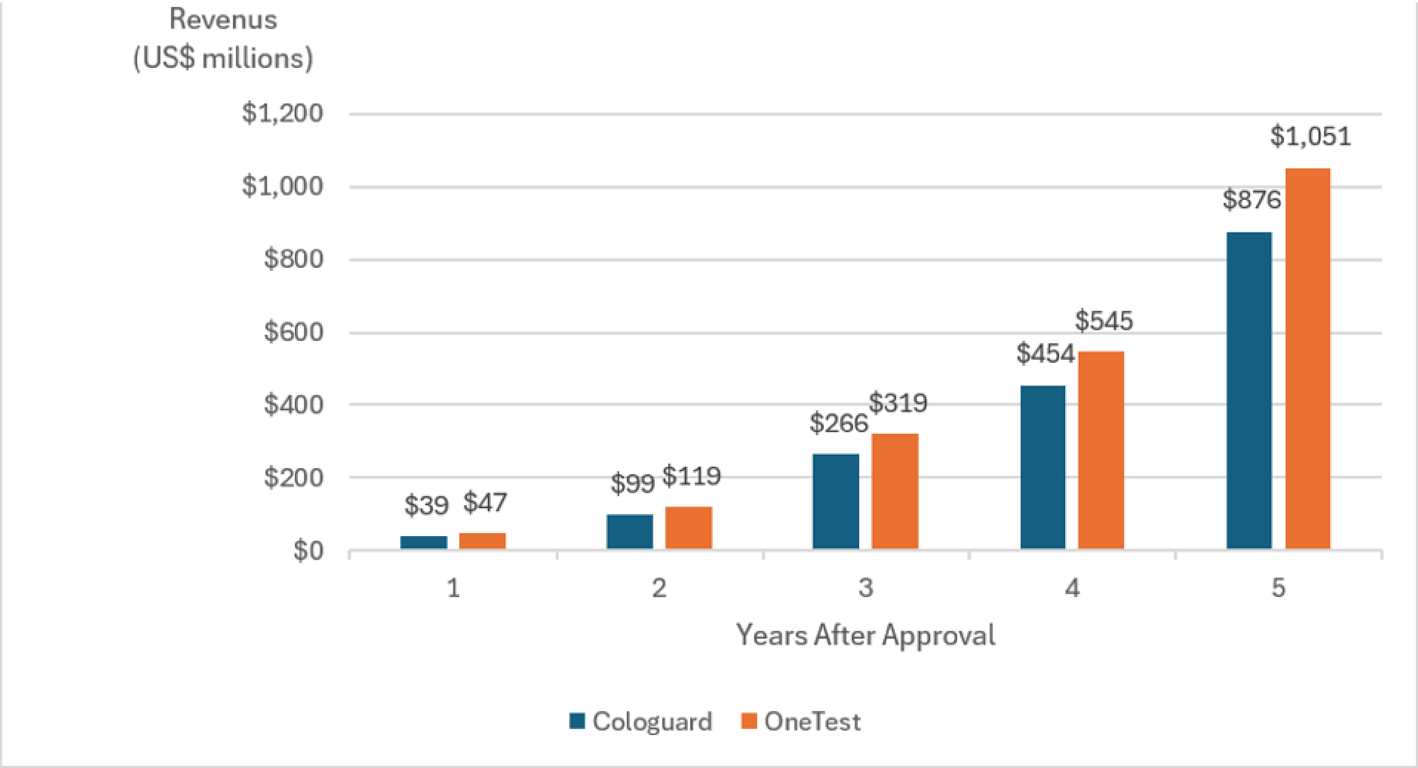
Revenue Projections & Royalty Pool Sharing Following Medicare Reimbursement

Based on 20% Premium over Exact Sciences (Cologuard)

Five percent royalty pool on revenues over first 5 years ~ **$100 million**

Royalty pool to be shared with "data investors" on a pro-rata basis

Revenue projections (in $millions) :



These projections assume that 1) the Company obtains FDA approval, 2) the Company obtained CMS reimbursement, and 3) the test has a broader addressable market based on the number of cancers being tested for. We cannot provide assurance that these will be met.

Q2 2026 Sales Update

- Q2 2026 produced our **best quarterly cancer testing revenue to date**, based on preliminary, unaudited results.
- We believe both Q3 and Q4 2026 will show strong year-over-year revenue growth.
    - *Preliminary results may change pending our quarterly close; final results will be reported in our SEC filings.*
    - *Growth expectations are forward-looking statements subject to risks and uncertainties; actual results may differ materially.*

Q2 2026 Sales Update

Major Wins

- 29 Orders from New Accounts
  - Including Occupational and Preventive Health Companies, Fire Departments, and Primary Care Physicians
- Maryland Firefighter Cancer Screening Program
  - 18 Fire Departments
  - 1,400+ participants
- Selected for Vermont Firefighter Cancer Screening Program
  - Screen up to 4,500 firefighters
  - Anticipated to start in Q3 2026

New Customers

- Momentum with new customers continues into Q3
- Highlights
  - Strong growth with new customers in the Fire Department, Occupational Health, Military service, and Physician Practice Markets
  - TF – 7294 Foundation
    - Executed purchase agreement expanding access to OneTest for Cancer to the Intelligence Community
  - BodyMetRX – First Commercial Order
    - Increasing OneTest for Cancer's footprint in the health optimization and wellness market
  - Growing enterprise pipeline entering the second half of 2026
- Maintaining strong repeat business from existing customers
  - Clayton County, GA – beginning it's 7th year with OneTest for Cancer

New Pilot with Giant Food — OneTest™ for Longevity

- **Pilot term:** 3-month pilot expected to begin in August 2026
- **Product:** OneTest™ for Longevity, measuring inflammatory and cardiometabolic biomarkers, run at our CAP-accredited, high-complexity CLIA lab in Gaithersburg, MD.
- **Two channels at participating Giant Food stores:**
  - Capillary blood collection by trained pharmacy associates
  - Retail shelf kits for at-home self-collection
- **Marketing:** joint campaigns led by 20/20, with Giant exploring Flex Points incentives for purchasers.
- **Future Direction:** Discount coupons for anti-inflammatory foods recommended by AI algorithms based on DII and biomarker values

This is a pilot; neither party has an assurance of future business, and pilot terms and fees may change upon completion. Statements about the pilot are forward-looking and subject to risks and uncertainties.

CEO's Two-Week East Asia Trip

- CEO Jonathan Cohen recently completed a two-week trip across East Asia (Taipei, Tokyo, Seoul).
- **Anticipated results from the trip include:**
  - Commercial expansion in the region
  - Acquisition of real-world data for use with U.S. regulators and payors
  - Merger and acquisition opportunities
- We expect to provide further details on our September and October webinars.

Anticipated outcomes are forward-looking statements subject to risks and uncertainties; no assurance can be given that any commercial, data, or M&A result will be achieved.

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***Key Takeaway**: AIDX has the upside potential of a biopharmaceutical company (in Phase II clinical trials) with the downside protection of an early revenue stage Dx or medtech company*

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