



## Q4 2019 Earnings Highlights



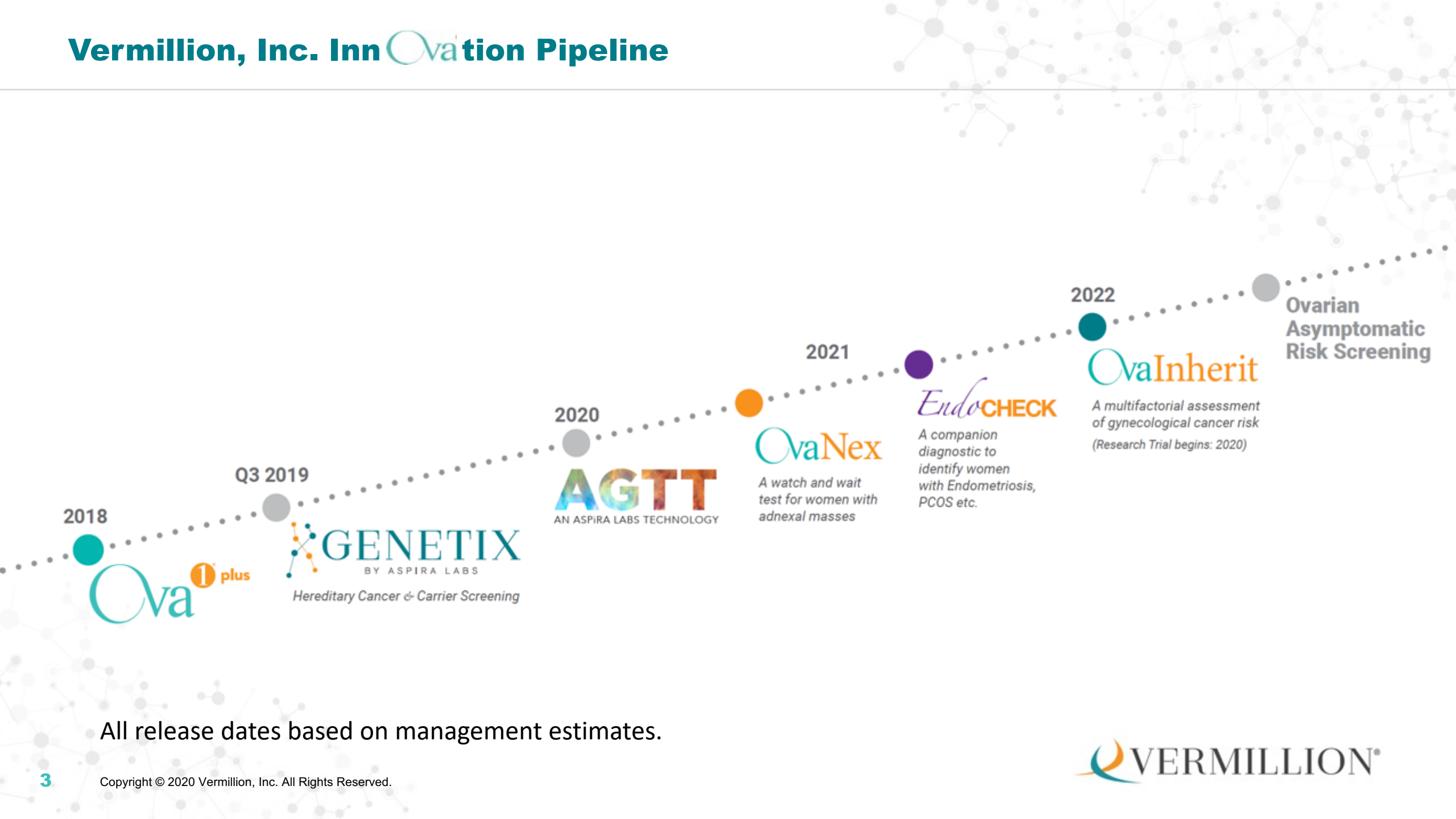
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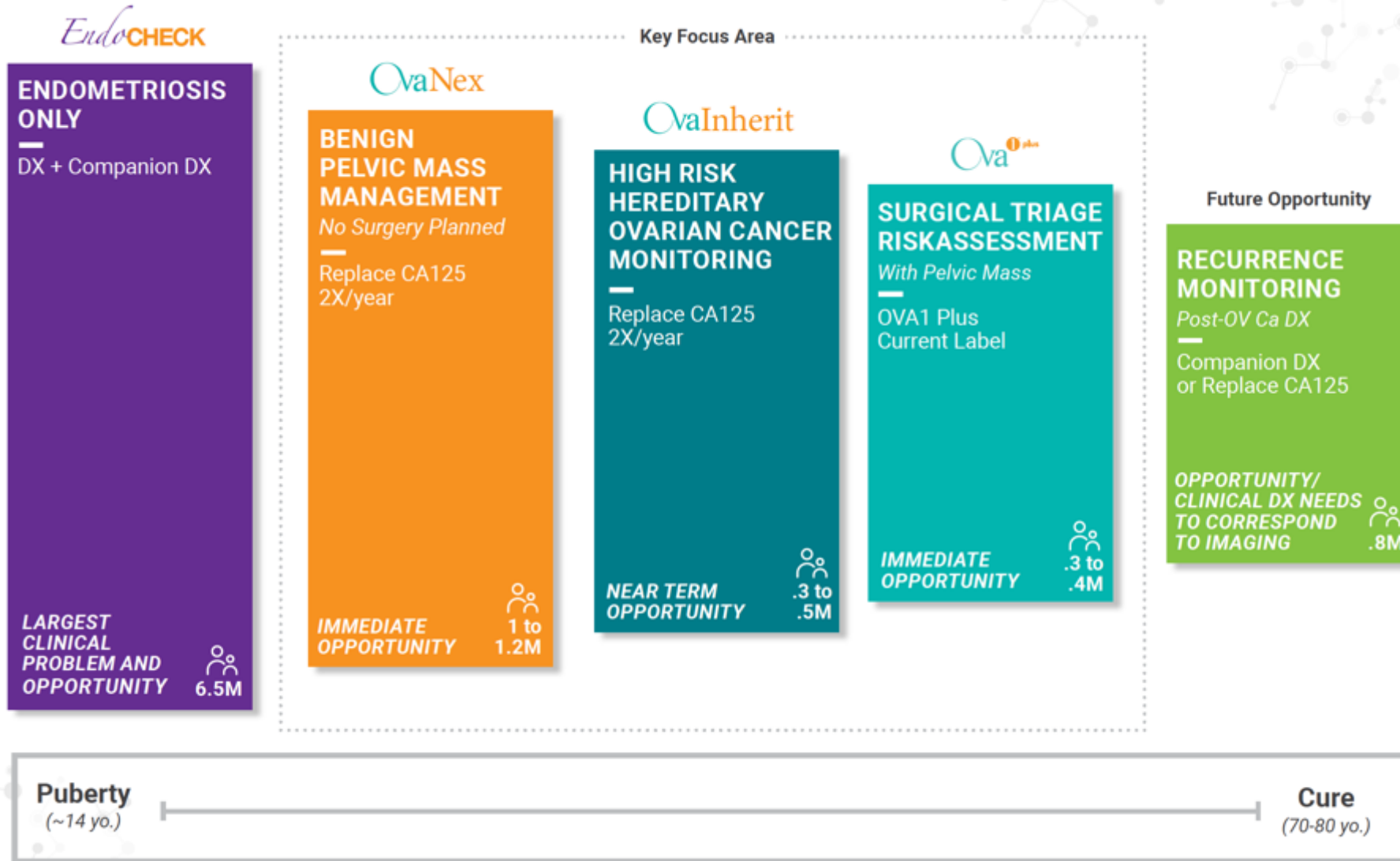
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# Vermillion, Inc. Innovation Pipeline



All release dates based on management estimates.

# Patient Lifecycle WITH OVA TECHNOLOGY – SOLVING DIAGNOSTIC DILEMMAS FROM PUBERTY TO CURE



# Q4 2019 YOY Highlights

## Q4 FY19 vs Q4FY18

Product Volume

**INCREASED 93%**

3854 units Q4 FY19 vs 1996 units Q4 FY18

Product Revenue

**INCREASED 62%**

\$1.3M in Q4 FY19 vs  
\$0.74 in Q4 FY18

Total Customers

**INCREASED 83%**

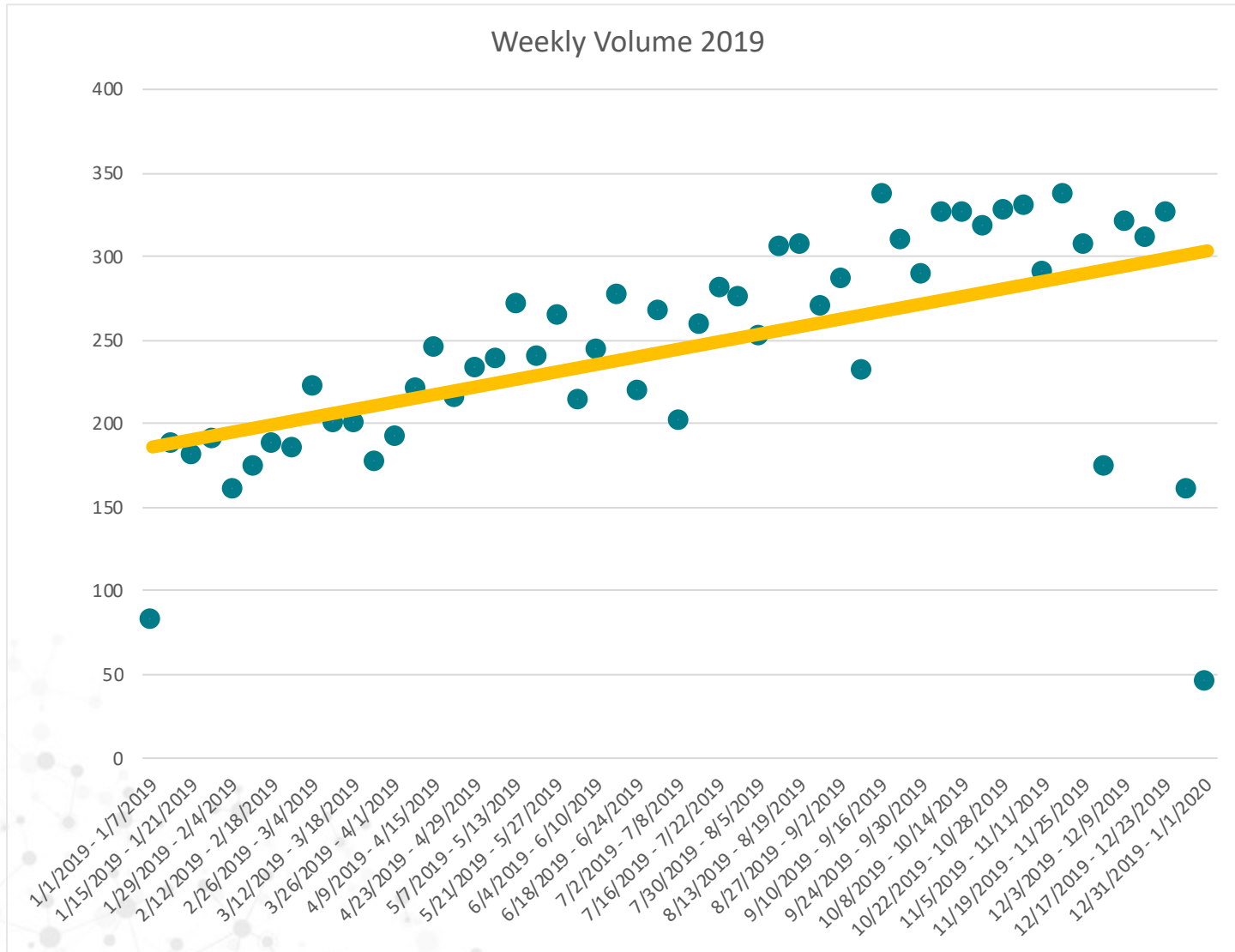
New Customers

**INCREASED 61%**

## Other Key Metrics

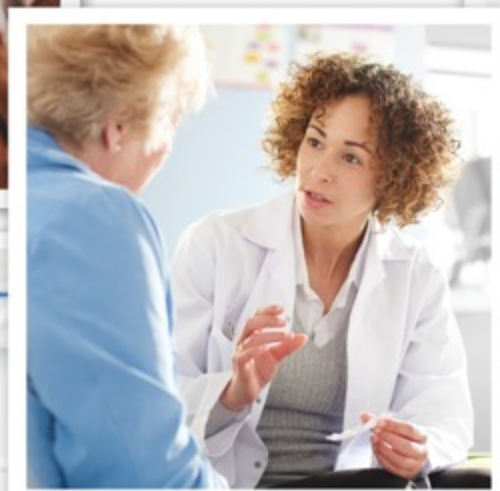
- Total ordering physicians Q4 YOY  
– increase of ~ 1,189 y/y from  
1,440 (Q418) to 2629 (Q419)
- Cash utilization \$2.9M – cash  
balance at year end \$11.7M
- Gross profit for OVA1
  - 48% vs prior year 36%

# OVA1 Weekly Volumes



## Note:

While we did continue to hit an annualized run rate of 16 to 17k, it was slightly less than we forecasted as the holiday calendar impacted patient visits. We believe many patients took an entire week off and did not schedule doctor appointments.



**-Our Mission-  
Enable Early Ovarian Cancer  
Detection for All Ages and  
Ethnicities**