

A photograph of a person's back and shoulder. A hand is holding a small, circular, translucent sensor device against the person's skin on their right shoulder. The background is a blurred indoor setting. The image is overlaid with a blue gradient at the bottom and orange wavy lines.

Corporate Presentation

May 2023

DermTech

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Disclaimer

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Our Mission Is to Improve the Lives of Millions by Providing Non-Invasive Precision Dermatology Solutions that Enable Individualized Care



**Proprietary
non-invasive skin
genomics platform**



**Significant patient
need and large
addressable market
in skin disease
including cancer**



**Commercial stage
with robust product
pipeline; over 175K
DMT's⁽¹⁾ completed**



**Growing volumes
and assay revenue**

(1) DermTech originally marketed its foundational assay under the name Pigmented Lesion Assay (PLA). The PLA assesses pigmented skin lesions, moles or dark skin spots for melanoma. In particular, the PLA detects expression of the LINC00518 (LINC) and preferentially expressed antigen in melanoma (PRAME) genes using reverse transcription-polymerase chain reaction (RT-PCR). The Company introduced its second-generation test in 2021 as an add-on assay to PLA, which is designed to identify the presence of mutations in TERT gene promoter region using DNA sequencing. The Company has since branded its PLA and TERT add-on-assay as the DermTech Melanoma Test (DMT).

Genomic Innovations Are Less Invasive, More Accurate and Less Expensive

		Old Standard of Care	Next-Gen Solution
Skin			
Breast			
Colorectal			
Thyroid			
Heart			
Prenatal			

Bringing the Genomic Revolution to Dermatology

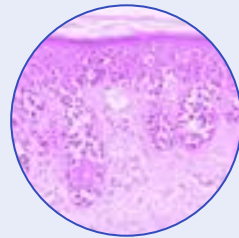
More Art Than Science – Invasive, Low Accuracy, High Cost



Subjective
Visual
Assessment



Surgical
Biopsy



Subjective
Histopathology

The Future Is Here – Non-Invasive, Reliable, Low Cost



DermTech
Smart Sticker™



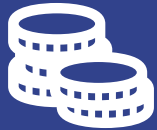
Genomic Analysis
in CLIA/CAP Lab



Results
within 5
business days

Abv. – CLIA (Clinical Laboratory Improvement Amendments); CAP (College of American Pathologists)

Significant Patient Need – We Believe that Nobody Has to Die from Skin Cancer or Endure Late-Stage Treatments



\$8.1B

Annual treatment cost for all skin cancers, \$3.3B for melanoma



200K

New cases of melanoma reported annually (2018), 8,000 deaths



15M

Annual diagnostic biopsies for skin cancer (melanoma 4M, basal and squamous cell cancers 11M)



1 in 5

Americans develop skin cancer by age 70, more skin cancer incidence than all other cancers combined

Sources - Cancer Facts & Figures 2018. American Cancer Society.
AAD Skin Cancer Types Facts and aad.org

Early Melanoma Detection Is Critical to Survival

5-Year Melanoma Relative Survival Rate¹

99%

**Local Stage
Diagnosis**

66%

**Regional Stage
Diagnosis**

27%

**Distant Stage
Diagnosis**

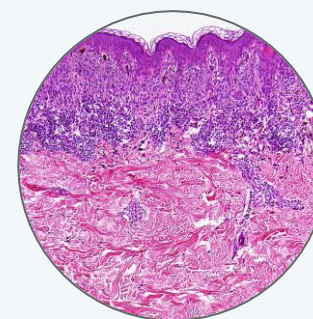
Early Visual Detection is Often Difficult



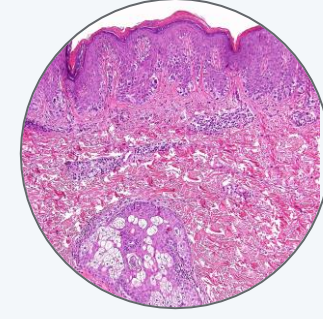
Benign Mole



Melanoma



Benign Mole



Melanoma

1) Cancer Facts & Figures 2021. American Cancer Society.

2) Hanke CW, Carcinoma and Keratoses, 1:2 2019

Melanoma's Challenging Diagnostic Pathway Leads to Diagnostic Inaccuracy and Unnecessary Surgery

Subjective Clinical Visual Assessment

~25 surgical biopsies are performed to find 1 melanoma¹

Subjective Pathology Assessment

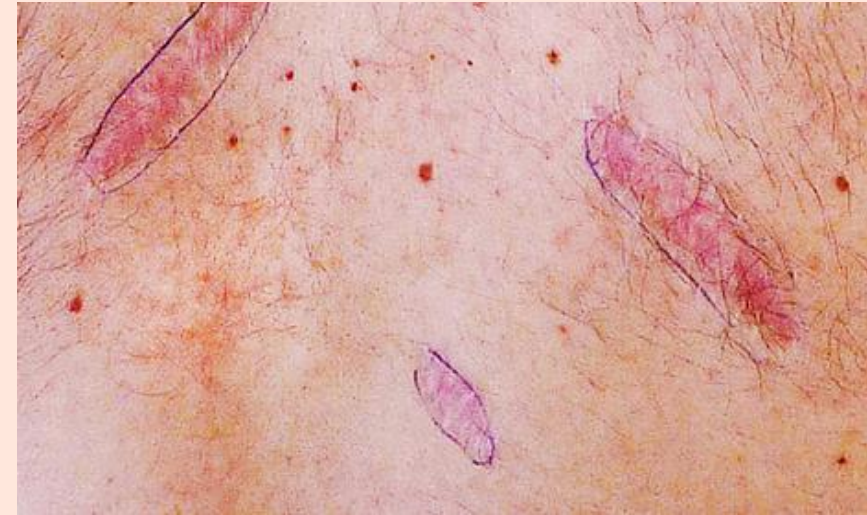
>50% of early-stage lesions may be diagnosed inaccurately²

Biopsies evaluate only 1-2% of the lesion

Leads to high proportion (>20%) unnecessary wide excisions³

Most Biopsies Do NOT Reveal Melanoma

Up to 4.5M biopsies annually to identify 180K melanomas



Multiple biopsies and excisions for benign pigmented lesions
(Courtesy of G. Peck, MD)

1) Anderson A, et al., *JAMA Dermatology*, 2018; doi:10.1001/jamadermatol.2018.0212

2) Elmore JG, et al. *BMJ*. 2017;357:j2813.

3) Strazzula L, et al. *Journal of the American Academy of Dermatology*, 2014; 71:1071-6

The DermTech Melanoma Test (DMT): First Non-Invasive Approach to Enhance Early Melanoma Detection

Non-Invasive Smart Stickers™

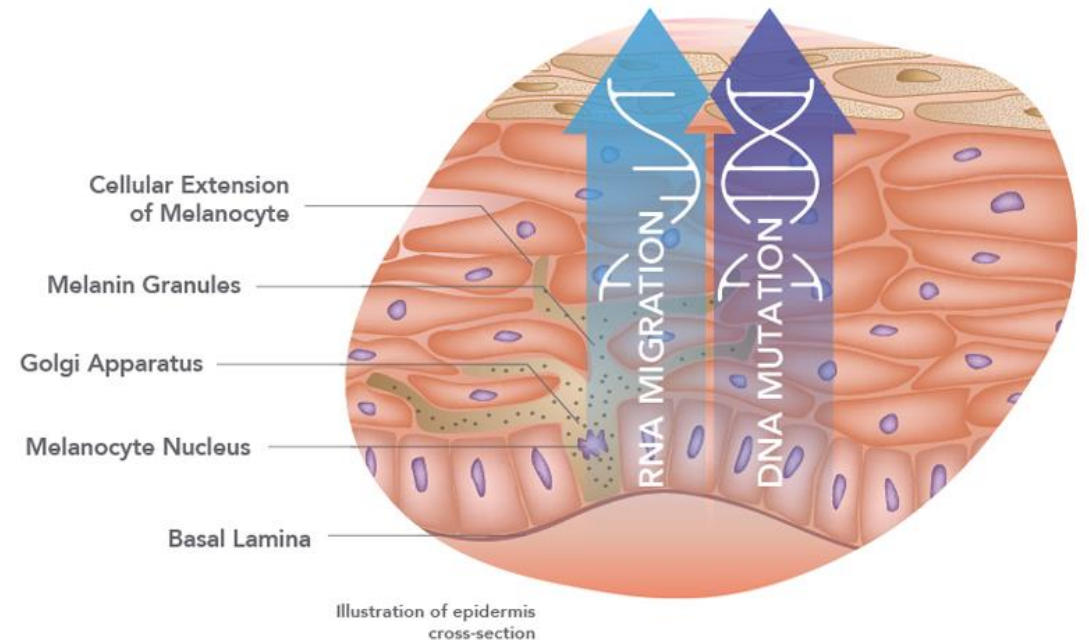
- Avoids unnecessary surgery^{1,2}
- Improves patient care and comfort

Earliest Detection Possible

- Detects genomic markers that are correlated with melanoma^{1,3,4}
- Genomic changes precede visual changes^{1,3,4}

High NPV

- Rules out melanoma with >99% probability
- Samples the lesion's entire surface
- Precision genomics solution



1) Data on File. DermTech, Inc.

2) Jackson RJ, Jansen B, Yao Z, Ferris LK. Skin. 2020;4(2):105-110

3) Gerami P, Yao Z, Polsky D, et al. J Am Acad Dermatol. 2017;76(1):114-120.

4) Jansen B, et al. J Drugs Dermatol. 2018;17(5):574-576.

* DMT is comprised of two assays: (1) Pigmented Lesion Assay (PLA) that detects expression of LINC and PRAME genes; and (2) sequencing assay to detect mutations in promoter region of TERT gene (TERT assay).

Better Care at a Lower Cost – Fewer Biopsies While Missing Fewer Melanomas

Strong Validation & Clinical Utility Performance

NPV >99%¹⁻³

(Current standard is ~ 83%)

91-97%
Sensitivity^{1,2}



Significant Performance Improvement

Performance Metric	Current Standard	PLA	Improvement
Possibility of Missed Melanoma ⁴	17%	1%	17x
Biopsies to Detect 1 Melanoma ⁵	25	2.5 - 5.0	5x - 10x
Wide Excisions per Melanoma ^{5,6}	5.2	1.6	3x
Present Value Net Neutral 3-Year ROI ⁷	~\$1,300	\$760	~\$540

1) Gerami P, et al. *J Am Acad Dermatol*. 2017;76(1):114-120

2) Jackson S, et al. *SKIN J Cutan Med*. 2020;4(2):105-110

3) Skelsey M, et al. *SKIN J Cutan Med*. 2021;5(5):512-523

4) Elmore JG, et al. *BMJ*. 2017; 357:j2813 & Malvey J, et al. *BJD*. 2014; 177:1099-1107

5) Ferris L, et al. *JAMA Dermatol*, 2018; 154(10):1229-1230 & Gerami P, et al., *JAAD* 2017, 76:114-120e

6) Strazzula L, et al. *JAAD*, 2014; 71:1071-6 & Ferris L, et al. *Melanoma Research*, 2018 1:DOI10.1097

7) Optum Insights Economic Analysis, April 2021

Case Study – JAMA Dermatology

Background

- 28-year-old female
- Family history of melanoma
- Complained of bug bite
- Refused surgical biopsy

DermTech Results

- **DermTech Melanoma Test (DMT) was positive**
- **Histopathology revealed 0.5-mm melanoma**
- Curative wide excision performed
- Case study published in JAMA Dermatology¹



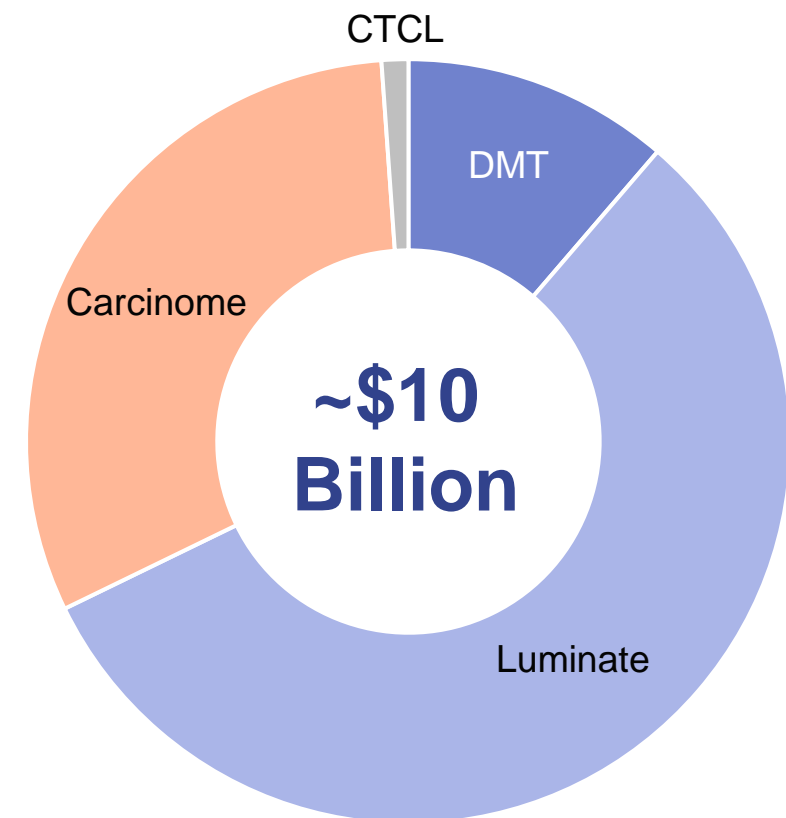
1) Childs MV. JAMA Dermatol. 2018; 154(2):223

Skin Cancer Market Opportunity

Potential U.S. Patient and Procedure Volumes

- **DermTech Melanoma Test** – melanoma¹ skin cancer
 - 4.0M-4.5M diagnostic surgical biopsies
- **Carcinome** – non-melanoma skin cancer¹
 - 11M-12M diagnostic surgical biopsies
- **Luminate**SM – UV damage and skin cancer risk²
 - 82M U.S. adults aged 35-54, ~1/3 actinic sun damage
- **CTCL** – Cutaneous lymphoma³
 - 400K-700K estimated biopsies for inflammatory conditions that may be confused with CTCL

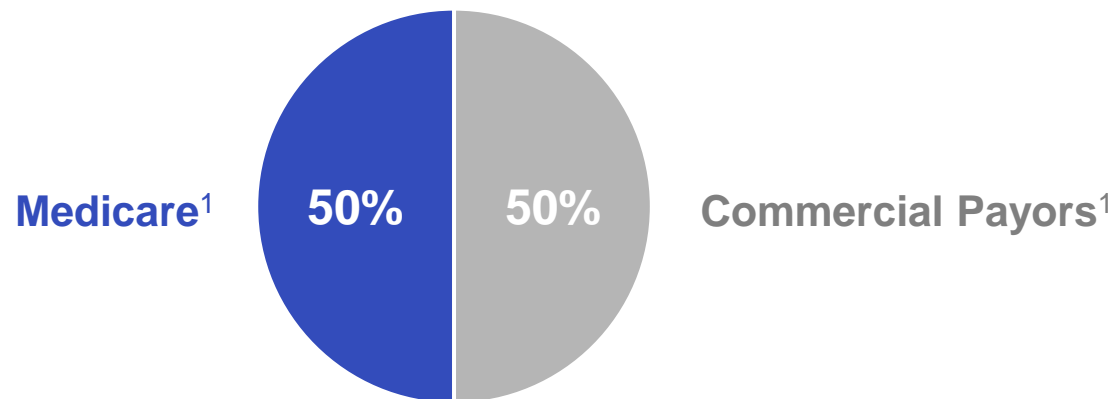
Estimated Total Procedure Volumes



1) IQVIA Skin Cancer Claims and Procedures Study
2) Kaiser Family Foundation, kkf.org and DermTech estimate
3) DermTech KOL advisor estimates

Medicare Coverage Anchors Significant Market Opportunity

Estimated Total Number U.S. Biopsies for Pigmented Lesions¹



Medicare	~2.0 Million Total Biopsies ⁽²⁾	×	~\$760 Reimbursement ⁽²⁾	=	~\$1.5 Billion
Other	~2.0 Million Total Biopsies	×	Reimbursement TBD Expect in-line with Medicare payment rate	=	+\$1 Billion (est.)

1) Source: IQVIA Skin Cancer Claims and Procedures Study; Medicare coverage established in January 2020

2) 2020 Clinical Laboratory Fee Schedule: <https://www.cms.gov/medicare/medicare-fee-service-payment/clinical-laboratory-fee-schedule-files/20clabq1>

Our Platform and Product Pipeline

Indication	Discovery	Proof-of-Concept	Validation	Commercial
Melanoma	DermTech Melanoma Test			
UV Damage/ Skin Cancer Risk	Luminate SM			
Basal & Squamous Cell Carcinoma	Carcinome			
Cutaneous T-cell Lymphoma (CTCL)				



Commercial Activities

Commercial Vision – Leveraging Multiple Channels

Professional Sales Channel



**Dermatology/
Primary Care
Commercial Orgs**



**Physician Prescribed
& Payor Reimbursed
Products**



**Skin Cancer Products
Inflammatory Disease
Products
Therapy Selection
Products**

DermTech Connect™ Telemedicine Channel



Snap, Send, Test, Know



**Independent Physician
Network**



**Leverage Professional
Products**

Luminate™ Consumer Channel



**Skin Health and
Wellness Products**



**Digital DTC Marketing
and Retail Partnerships**

DermTech Stratum™ Research Channel



**Supporting
Drug Development**



**Research Products
and Services**

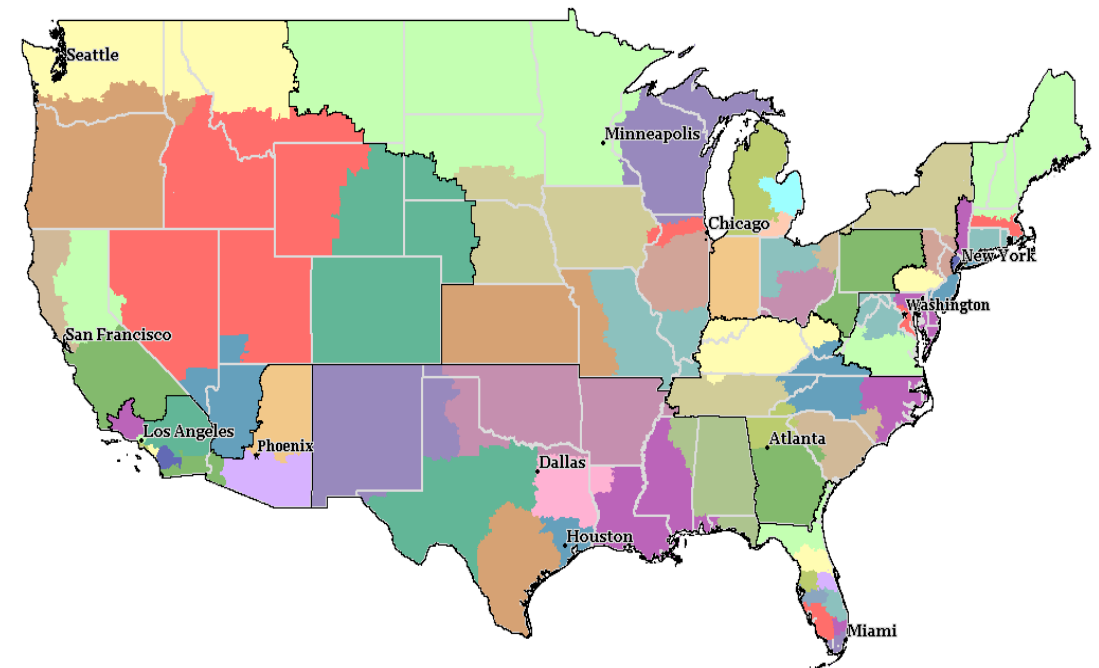


**Biopharma
Collaborations**

Dermatology Professional Sales Force

- Approximately 65 sales representatives
- Coverage of 13,000 dermatology clinical professionals
- Growing target utilization of DMT
 - Historically ~180 biopsies/qtr./clinician vs. current utilization ~7.0 DMT tests/quarter¹
- ~10% served market penetration = ~446K tests per year
- Revenue potential at 10% penetration = ~\$312M/year²

U.S. Field Sales Territory Map



1) DermTech estimate based on historical "good" account

2) Assumes convergence of Medicare and commercial payer rates with average selling price of \$700 per test

Organic and Paid Digital Marketing Is Driving Consumer Awareness and HCP Adoption



~15M

Avg. Monthly Impressions



~118K

Avg. Monthly Social Engagements



~105K

Avg. Monthly Website Visitors



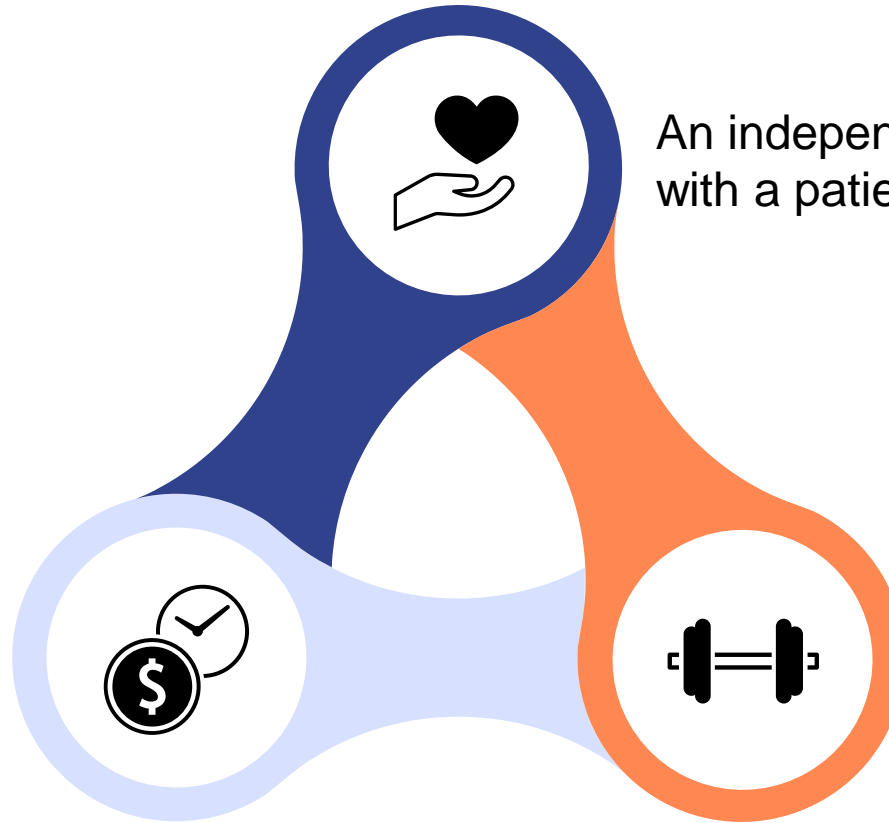
~29K

Avg. Monthly HCP Searches

Source - Socialbakers; Google Analytics; Acuity, January 1, 2022 - December 31, 2022, select U.S. regions
Data - Includes metrics across both published (organic and boosted) and unpublished content on owned social platforms

DermTech Connect – The First Telehealth Dermatology Solution for Melanoma Testing

A convenient platform that permits evaluation of suspicious lesions by board-certified dermatologists and enables access to the DermTech Melanoma Test



An independent dermatologist network with a patient-first focus

An efficient user experience that establishes trust and credibility between patients and providers

DermTech Connect – How It Works



1 Snap

- Submit images and answer questions

2 Send

- Data securely uploaded to the DermTech Connect Cloud

3 Connect

- Board Certified Dermatologist reviews images and shares evaluation with patient
- Dermatologist determines next step, which may include ordering DMT with at-home supervised sample collection

4 Know

- Dermatologist provides recommendation for next steps
- DermTech Patient Advocate available to assist locating physicians if needed



Financial Highlights & Outlook

1Q23 Financial Summary



\$3.4M

Test Revenue,
3% y-o-y decrease



~17,800

Billable Sample Volume,
24% y-o-y increase; over 175K
total DMTs completed



\$192

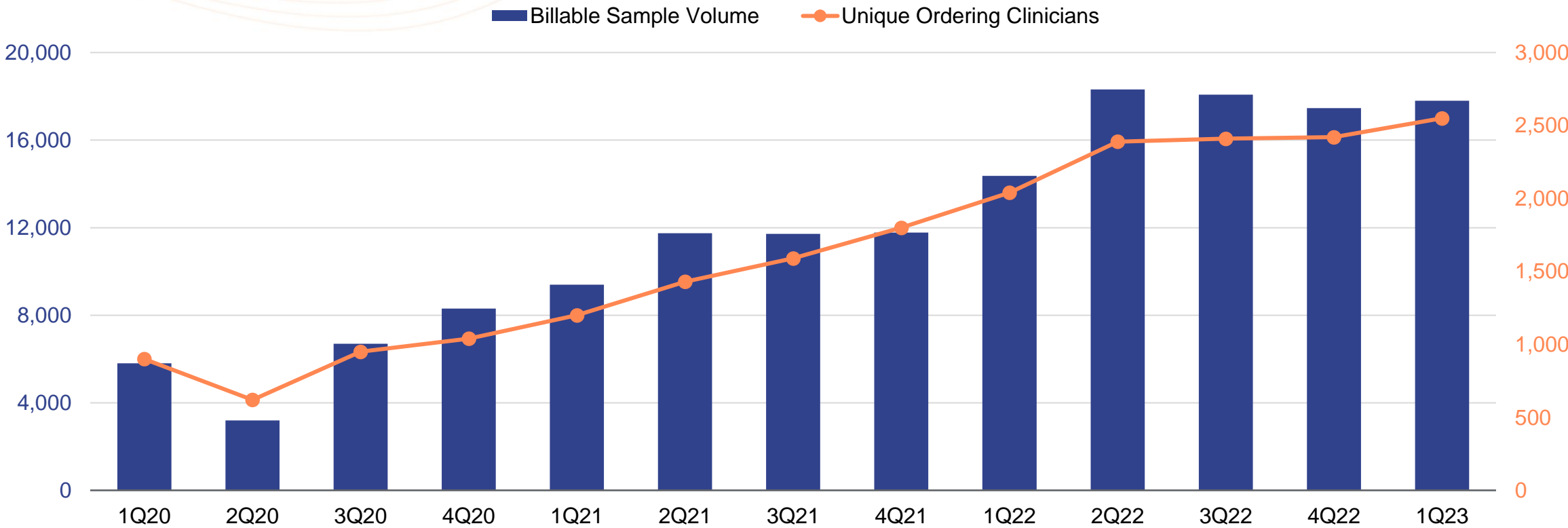
Average Selling Price (ASP)
22% y-o-y decrease



\$108M

Cash balance

Solid Growth in Core Operating Metrics



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Appendix

Strong Clinical Validation and Robust Patent Portfolio

Milestone	Status	Sample Size
Analytical Validation	✓ Complete	125
Clinical Validation – pathology	✓ Complete	555
Clinical Validation – mutation	✓ Complete	626
Clinical Utility	✓ Complete	45 Derms
Real-World Utility	✓ Complete	381
1-Year Follow-up	✓ Complete	734
Real-World Utility Registry	✓ Complete	3,418
Adhesive Biopsy Validation	✓ Complete	N/A
Real-World NPV Study- TRUST Study	✓ Complete	1,781
Real-World PPV Study	✓ Complete	316
Economic Impact/ROI- Optum Study	✓ Complete	27 MM Claims Analyzed
CPT Codes	✓ Complete	N/A

Seven issued US patents provide broad protection

- Broad methods covering RNA analysis via rtPCR of adhesive patch collected skin – 7,183,057
- Broad claims for melanoma gene classifier – 9,057,109
- Broad claims for melanoma gene classifier – 10,407,729
- 34 U.S. patents pending

Patents issued in select countries worldwide

- Multiple European countries, Canada, Japan, and Australia
- Issued foreign patents – 5; pending foreign patents – 28

Trade secrets and technical know-how

- Low quantity, poor quality sample material requires special processes
- Custom automation

CPT: Current Procedural Terminology; N/A: not applicable, OUS: Outside U.S.
Publications available at www.dermtech.com

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