

2019 JP Morgan Healthcare Conference

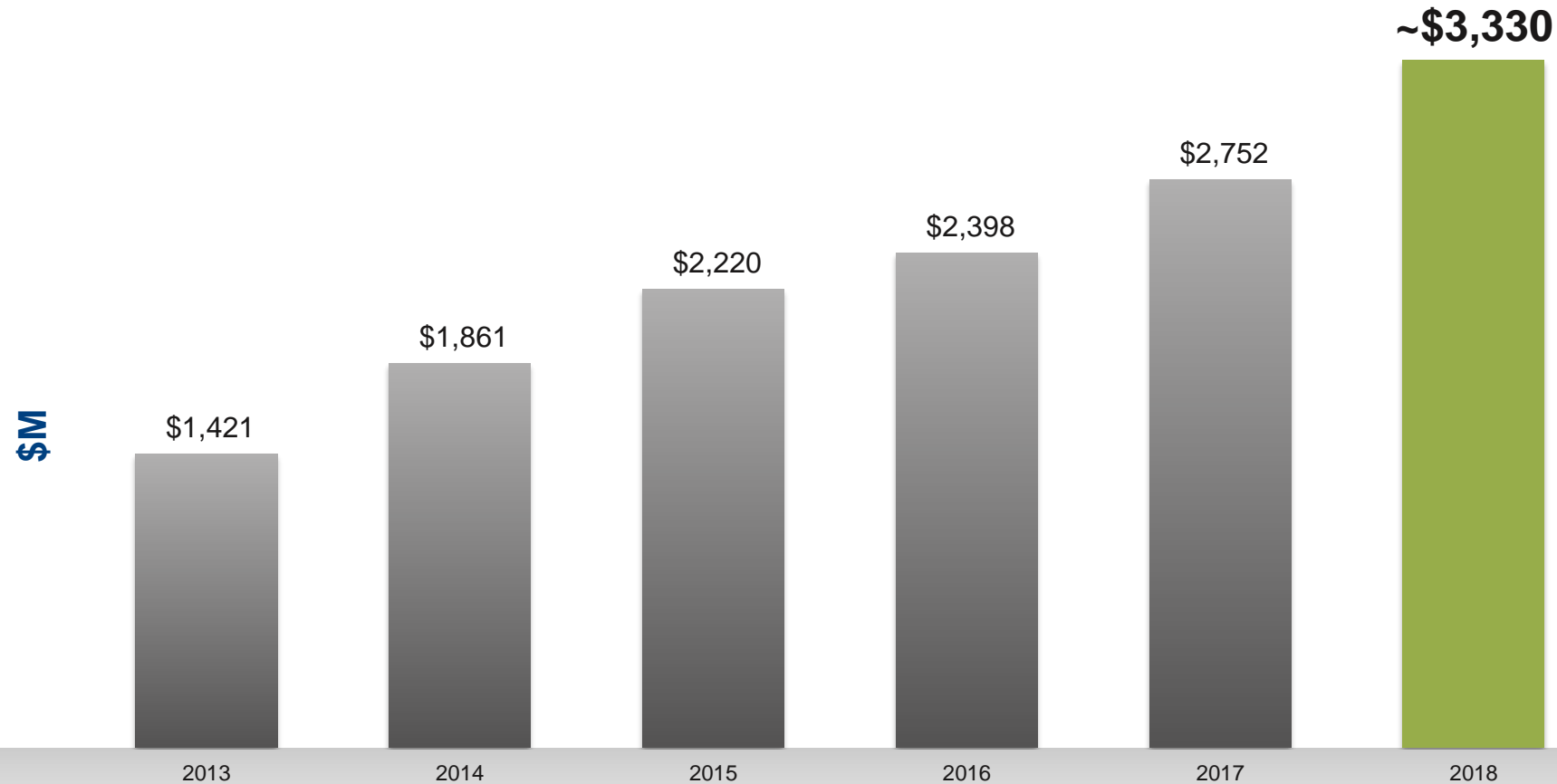
Francis deSouza | President & CEO | January 7, 2019



Safe Harbor Statement

This communication may contain statements that are forward-looking. Forward-looking statements are subject to known and unknown risks and uncertainties and are based on potentially inaccurate assumptions that could cause actual results to differ materially from those expected or implied by the forward-looking statements. Among the important factors that could cause actual results to differ materially from those in any forward-looking statements are (i) our ability to further develop and commercialize our instruments and consumables and to deploy new products, services, and applications, and expand the markets, for our technology platforms; (ii) our ability to manufacture robust instrumentation and consumables; (iii) our ability to successfully identify and integrate acquired technologies, products, or businesses; (iv) our expectations and beliefs regarding future conduct and growth of the business and the markets in which we operate; (v) challenges inherent in developing, manufacturing, and launching new products and services; (vi) our expectations regarding the pending acquisition of Pacific Biosciences; and (vii) the application of generally accepted accounting principles, which are highly complex and involve many subjective assumptions, estimates, and judgments, together with other factors detailed in our filings with the Securities and Exchange Commission, including our most recent filings on Forms 10-K and 10-Q, or in information disclosed in public conference calls, the date and time of which are released beforehand. We undertake no obligation, and do not intend, to update these forward-looking statements, to review or confirm analysts' expectations, or to provide interim reports or updates on the progress of the current quarter.

20 Years of Sequential Revenue Growth



~\$3,330M

2018 Revenue

21%

YoY Growth

~\$865M

Q4 2018 Revenue

2019 Guidance

**\$3.76 -
\$3.80B**

FY19 Revenue
Guidance

13-14%

2019
Growth

\$6.07 - \$6.17

GAAP
FY19 EPS

\$6.50 - \$6.60

Non-GAAP
FY19 EPS

Enabling the New Possible



Advancing Science

**>220,000
Publications**

Foundational Discoveries



Transforming Medicine

**Accurate,
Comprehensive Testing**

Targeted Therapies

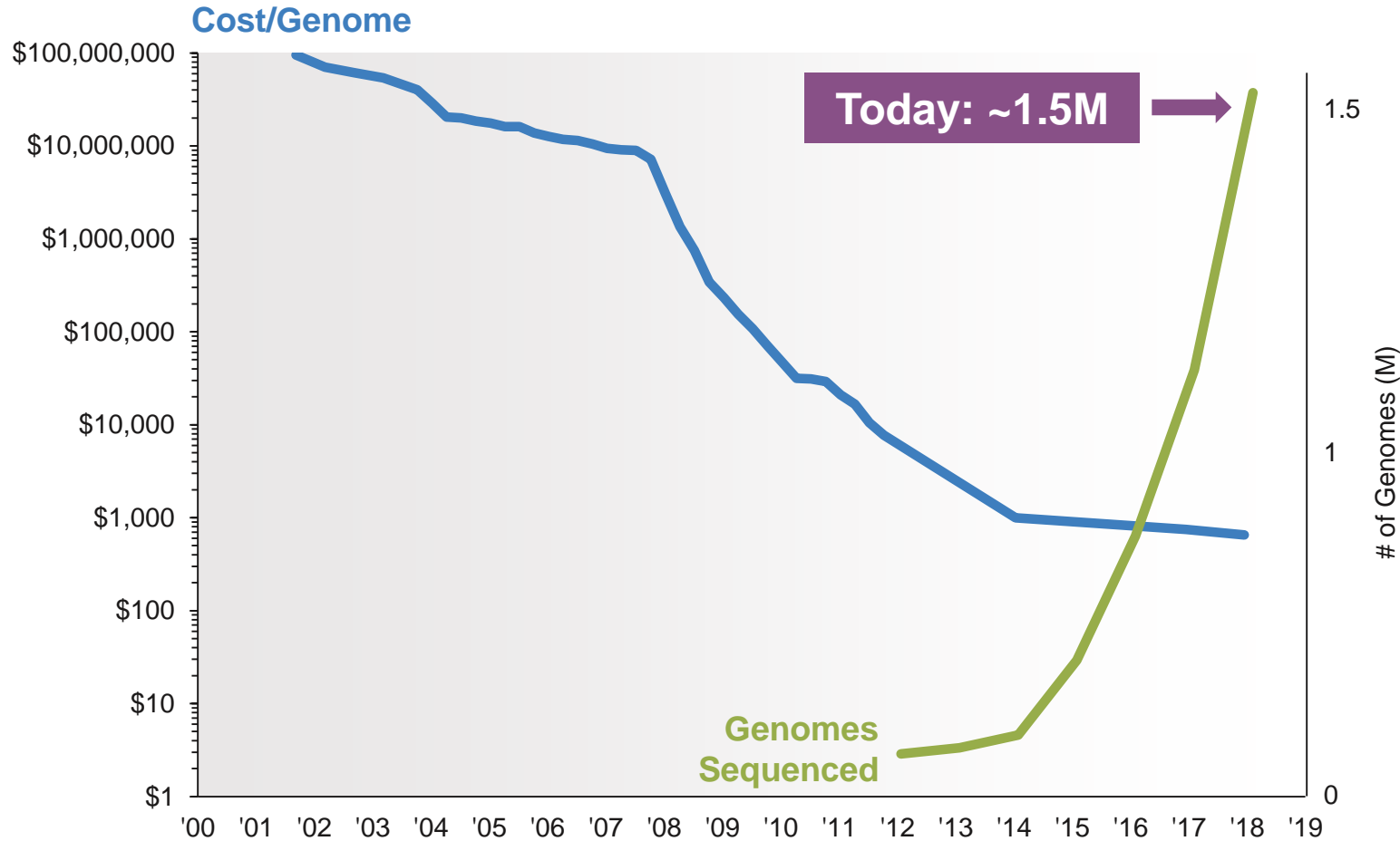


Impacting Lives

**Personalized,
Actionable Insights**

Better Patient Outcomes

The Start of the NGS Story



<0.01%

Species
Sequenced

<0.02%

Human Genomes
Sequenced

<1%

Variants in Human
Genome Fully
Characterized

>13,000 Active Instruments Globally

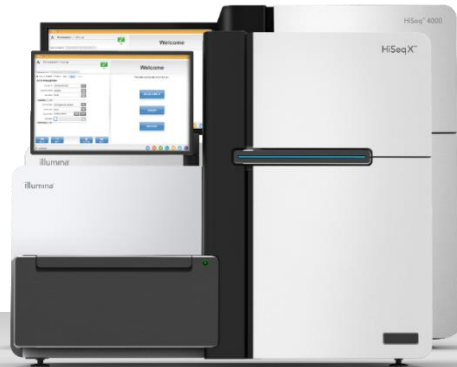
~100 Pb

Sequence Data
in 2018



~600
NovaSeq™

High Throughput



~2,100
HiSeq™

Mid Throughput



~3,000
NextSeq™



~6,700
MiSeq™



~900
MiniSeq™

Benchtop



~350
iSeq™

BaseSpace®

NovaSeq: Fastest Revenue Ramp in Illumina History



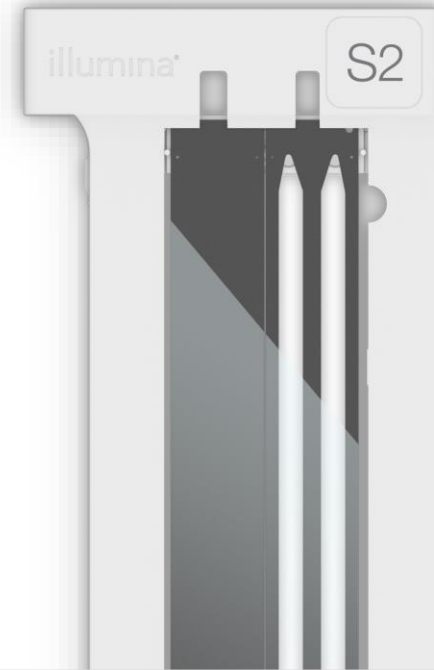
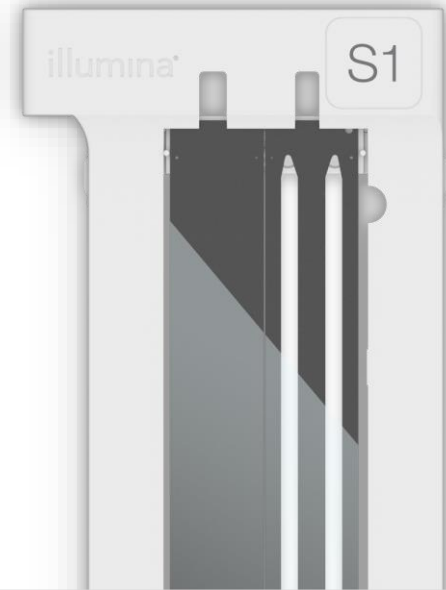
>600K
WGS
Sequenced

~30%
New-to-ILMN or
Benchtop Convert

~25%
HiSeq Customer
Penetration



Broad Flow Cell Menu



Immune Repertoire Profiling



Microbial Resequencing

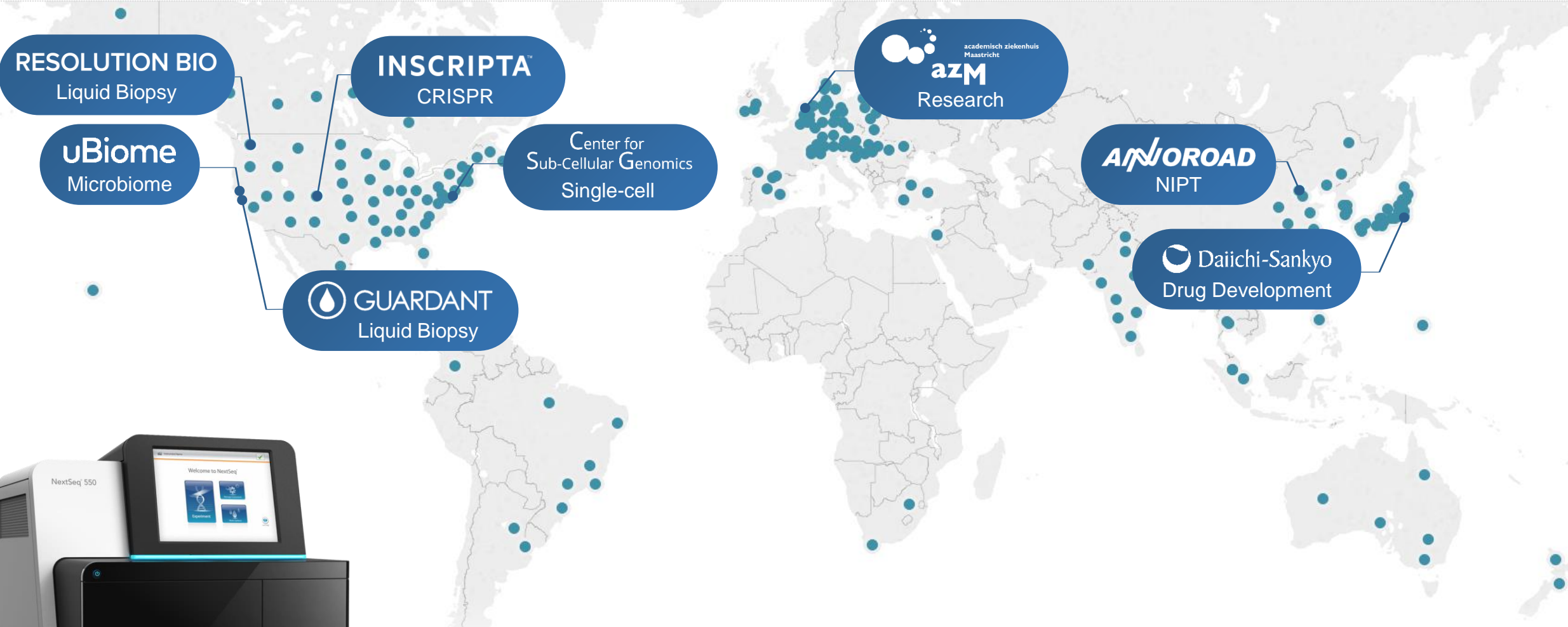


Exomes



Human WGS

NextSeq Expanding Applications



>25%
Platform Shipment Growth

>30%
Consumables Growth

>\$1.5B
in Shipments Since Launch

Benchtop System Growth

>50%

Placements in 2018 to
New-to-ILMN Owners

~20%

Consumable
Growth

>5,000

Customers

>10

Partners



iSeq Extends Benchtop Reach



Key Applications



NovaSeq
Library QC



Outbreak
Monitoring



Metagenomics /
Microgenomics



Targeted
Resequencing

~350

Units Shipped

>40

Countries

~50%

Shipped to
New-to-ILMN

iSeq Enhancements Expand the Market



2x250bp

Shipping
in Q1

1.7x
Increase
in Output

~20%
Decrease
in \$/Gb

>99%
Raw Read Accuracy

Vast, Growing and Emerging Markets



NIPT



RUGD



Population
Genomics



Oncology



Consumer



Research and Translational

VeriSeq NIPT V2 Expands Abnormalities Detected



Ships 1H
2019

~2X

Detection of
Abnormalities

Flexible Solution

Multiple Sample
Kit Options

Fastest

Sample-to-Answer
Solution

NGS Emerging as Standard of Care for Genetic Disease



147M

Covered Lives for WES

>\$5,000

CMS Pricing for cWGS



NGS Building Momentum in Oncology

Research

2,250
I/O Clinical Trials



Guidelines



Reimbursement



Regulatory



TruSight Oncology 500 Standardizes Oncology Testing

RUO Now Available

TSO500 for FFPE Tissue

**High Fidelity
TMB and MSI**

**Integrated Tumor-only,
DNA+RNA* Workflow**

**Novel Fusion
Detection**

TSO500 for Blood (in Development)

Building Evidence with NCI-Sponsored Clinical Studies

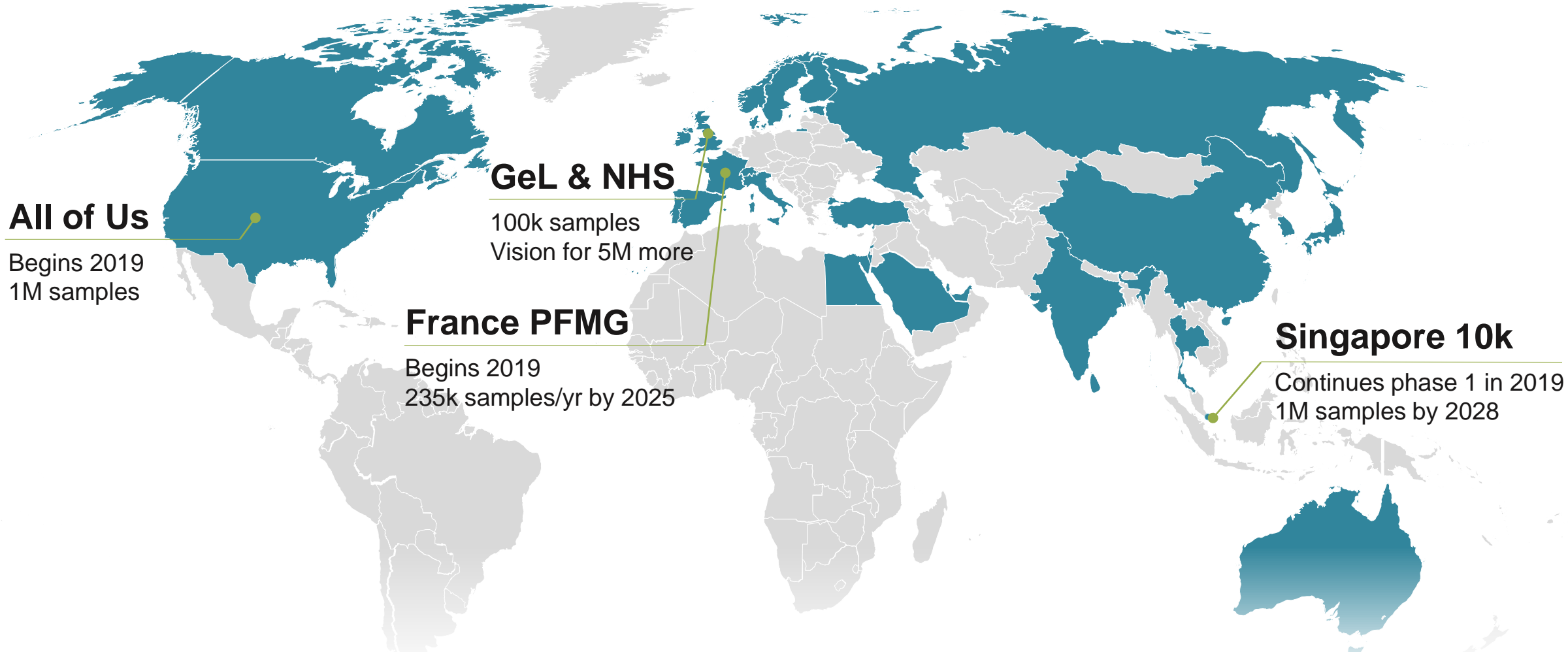
**5 Year
Collaboration**

**7,000
Samples**

**ctDNA
Assay**

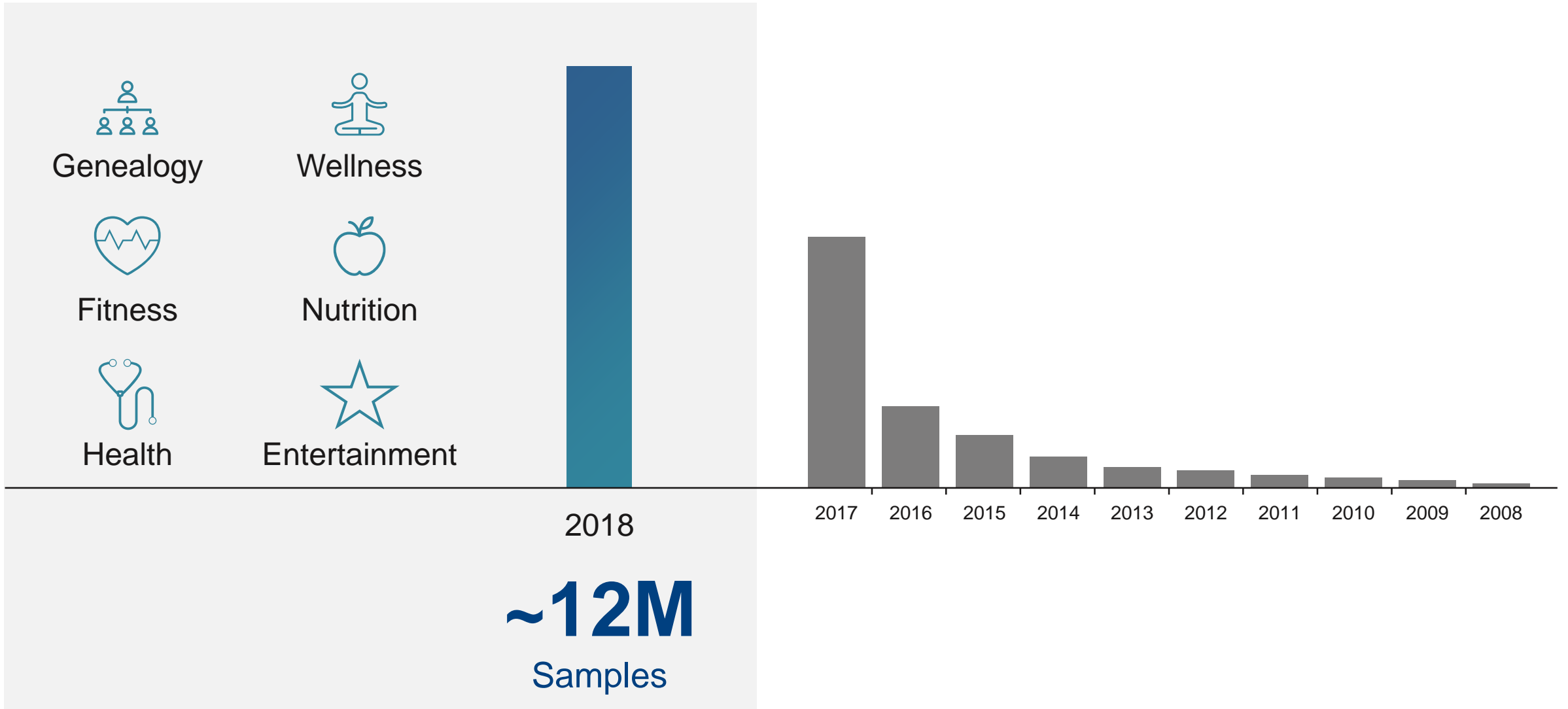
* The products to evaluate DNA + RNA variants are the TSO500 DNA+ TST170 RNA bundle (PN: 20028215 / 20028216)

Global Emergence of Population Genomics



~50 Programs

Another Record Year for Consumer Genomics





PACBIO®

Combination Delivers:

**More Perfect View
of the Genome**

**Differentiated
Experience**

**Accelerated
Innovation**

**Novel
Insights**

**Accelerated
Product
Roadmap**

**Expanded
Clinical
Utility**

**Disruptive
Methods &
Applications**

**Global
Coverage
and Access**

Positions Illumina to:

**Expand Our
Opportunities**

**Accelerate Our
Largest Segments**

**Advance
Our Mission**







Infectious Diseases



RUGD



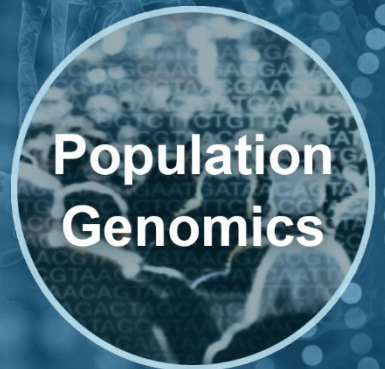
Microbiome



NIPT



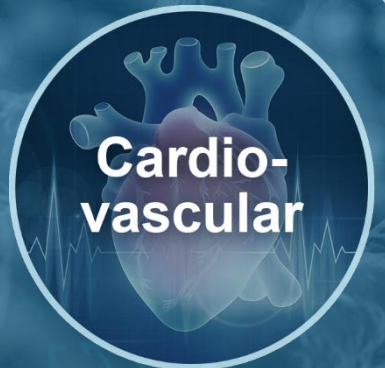
Asymptomatic Screening



Population Genomics



Oncology



Cardio-vascular



Consumer

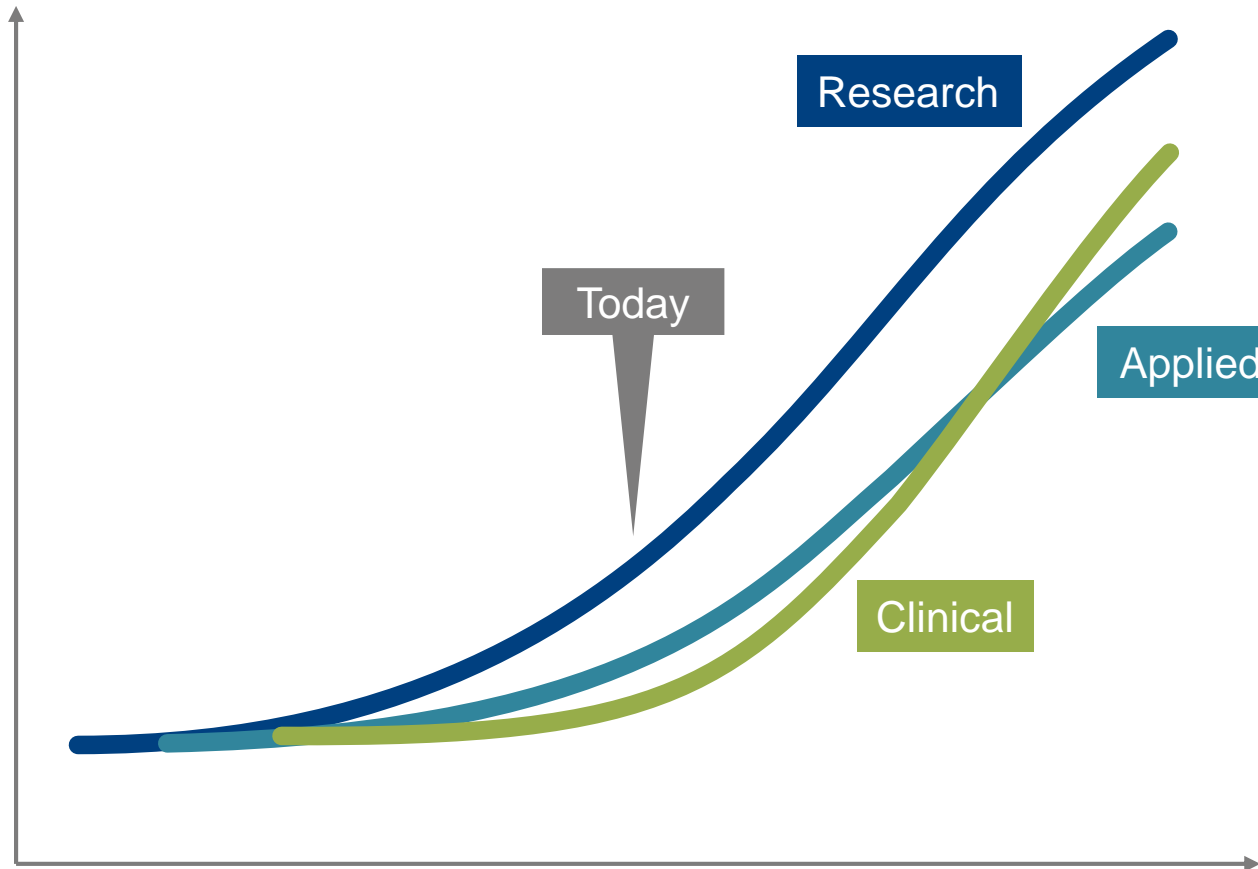


Research



Neurology

And Still So Much Opportunity Ahead



1,000s → **Ms**
Species Sequenced

>1M → **100s M**
Human Genomes Sequenced

<1% → **~All**
Variants Characterized

100s → **1,000s**
Conditions Impacted

NGS: At the Very Beginning

To Improve
Human Health
by Unlocking the
Power of the
Genome



Illumina, Inc.

Reconciliation of Non-GAAP Financial Guidance

The Company's future performance and financial results are subject to risks and uncertainties, and actual results could differ materially from the guidance set forth below. Potential factors that could affect the Company's financial results are included from time to time in the company's public reports filed with the Securities and Exchange Commission, including the Company's Form 10-K for the fiscal year ended December 31, 2017, and the Company's Form 10-Q for the fiscal quarters ended April 1, 2018, July 1, 2018, and September 30, 2018. The Company assumes no obligation to update any forward-looking statements or information.

	Fiscal Year 2019
GAAP diluted earnings per share attributable to Illumina stockholders (a)	\$6.07 - \$6.17
Amortization of acquired intangible assets	0.24
Non-cash interest expense (b)	0.33
Incremental non-GAAP tax expense (c)	(0.14)
Non-GAAP diluted earnings per share attributable to Illumina stockholders (a)	\$6.50 - \$6.60

(a) Guidance does not include the potential impact of the pending Pacific Biosciences acquisition, which is expected to close in mid-2019.

(b) Non-cash interest expense is calculated in accordance with the authoritative accounting guidance for convertible debt instruments that may be settled in cash.

(c) Incremental non-GAAP tax expense reflects the tax impact related to the non-GAAP adjustments listed above.