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

2013: $1,421
2014: $1,861
2015: $2,220
2016: $2,398
2017: $2,752
2018: ~$3,330

2018 Revenue: ~$3,330M
YoY Growth: 21%
Q4 2018 Revenue: ~$865M
2019 Guidance

FY19 Revenue Guidance: $3.76 - $3.80B

2019 Growth: 13-14%

GAAP FY19 EPS: $6.07 - $6.17

Non-GAAP FY19 EPS: $6.50 - $6.60

Note: Guidance does not include impact of the potential Pacific Biosciences acquisition.
Enabling the New Possible

Advancing Science

Transforming Medicine

Impacting Lives

Foundational Discoveries

Accurate, Comprehensive Testing

Personalized, Actionable Insights

>220,000 Publications

Targeted Therapies

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

Cost/Genome vs. Number of Genomes Sequenced:
- Today: ~1.5M Genomes Sequenced
- The trend shows a decrease in cost per genome and an increase in the number of genomes sequenced over time.
>13,000 Active Instruments Globally

~100 Pb
Sequence Data
in 2018

~600
NovaSeq™

~2,100
HiSeq™

~3,000
NextSeq™

~6,700
MiSeq™

~900
MiniSeq™

~350
iSeq™
NovaSeq: Fastest Revenue Ramp in Illumina History

Years to Exceed $1B in Shipments

<table>
<thead>
<tr>
<th></th>
<th>HiSeq™X</th>
<th>HiSeq™</th>
<th>NovaSeq™</th>
</tr>
</thead>
<tbody>
<tr>
<td>~4 Years</td>
<td></td>
<td>~3 Years</td>
<td>~2 Years</td>
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</table>

>600K WGS Sequenced

~30% New-to-ILMN or Benchtop Convert

~25% HiSeq Customer Penetration
Broad Flow Cell Menu

Shipping in Q1

Immune Repertoire Profiling

Microbial Resequencing

Exomes

Human WGS
NextSeq Expanding Applications

- RESOLUTION BIO
  Liquid Biopsy

- uBiome
  Microbiome

- INSCRIPTA
  CRISPR

- Guardant
  Liquid Biopsy

- Center for
  Sub cellular Genomics
  Single-cell

- Daiichi-Sankyo
  Drug Development

- ANJOROAD
  NIPT

- >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

- 1.7x Increase in Output
- ~20% Decrease in $/Gb
- >99% Raw Read Accuracy

2x250bp Shipping in Q1
Vast, Growing and Emerging Markets

NIPT

RUGD

Population Genomics

Oncology

Consumer

Research and Translational
VeriSeq NIPT V2 Expands Abnormalities Detected

Flexible Solution
Multiple Sample Kit Options

~2X Detection of Abnormalities

Fastest Sample-to-Answer Solution

Ships 1H 2019
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

<table>
<thead>
<tr>
<th>Research</th>
<th>Guidelines</th>
<th>Reimbursement</th>
<th>Regulatory</th>
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</thead>
<tbody>
<tr>
<td>2,250 I/O Clinical Trials</td>
<td>National Comprehensive Cancer Network®</td>
<td>Anthem</td>
<td>FOUNDATION ONE® CDx</td>
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<tr>
<td></td>
<td></td>
<td>CMS</td>
<td>GUARDANT360™</td>
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<td>VITRAKVI™</td>
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<td>PALMETTO GBA. MoIDX®</td>
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<td>BAYER</td>
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TruSight Oncology 500 Standardizes Oncology Testing

**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

All of Us
Begins 2019
1M samples

GeL & NHS
100k samples
Vision for 5M more

France PFMG
Begins 2019
235k samples/yr by 2025

Singapore 10k
Continues phase 1 in 2019
1M samples by 2028

~50 Programs
Another Record Year for Consumer Genomics

Genealogy, Wellness, Fitness, Nutrition, Health, Entertainment

2018

~12M Samples
More Perfect View of the Genome

Differentiated Experience

Accelerated Innovation

Combination Delivers:

- 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
To Improve Human Health by Unlocking the Power of the Genome

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

Today

Research

Applied

Clinical
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.

<table>
<thead>
<tr>
<th>GAAP diluted earnings per share attributable to Illumina stockholders (a)</th>
<th>$6.07 - $6.17</th>
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<tbody>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>0.24</td>
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<tr>
<td>Non-cash interest expense (b)</td>
<td>0.33</td>
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<tr>
<td>Incremental non-GAAP tax expense (c)</td>
<td>(0.14)</td>
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<tr>
<td>Non-GAAP diluted earnings per share attributable to Illumina stockholders (a)</td>
<td>$6.50 - $6.60</td>
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(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.