

# ILLUMINA Investor Presentation

February 13, 2018



# Safe Harbor Statement

This communication may contain forward-looking statements that involve risks and uncertainties, such as Illumina's expectations regarding its financial outlook and guidance for fiscal 2017 and the launch of any products. 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, including the timing of customer orders and impact on existing products and services; and (vi) 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.

# Our Mission



**To improve human health by unlocking the power of the genome**

# Our Technology

*Integrated workflows from sample-to-answer*



## SEAMLESS WORKFLOW SOLUTIONS ENABLE MARKETS

Simplified  
library prep

Custom  
content

Flexible,  
economical  
sequencing

Integrated  
analysis



# Sequencing Power for Every Scale

*The broadest portfolio offering available*



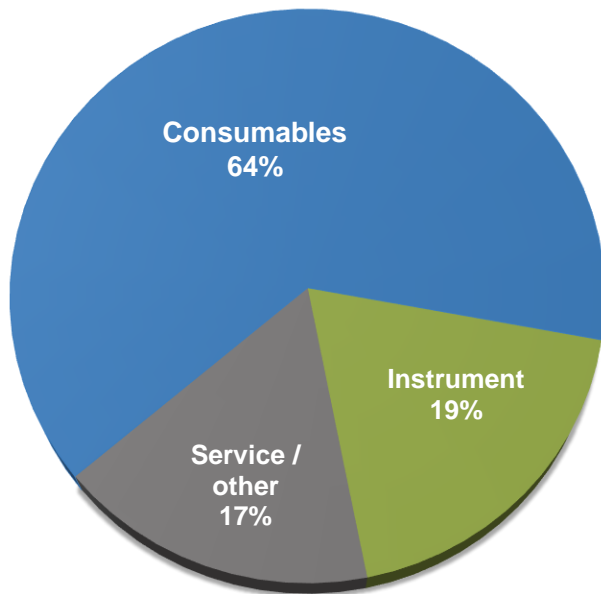
Sequencing System	iSeq™	MiniSeq™	MiSeq®	NextSeq®	HiSeq®	HiSeq® X	NovaSeq®
					4000	Five/Ten	6000
<b>Output per run</b>	1.2 Gb	7.5 Gb	15 Gb	120 Gb	1.5 Tb	1.8 Tb	1 Tb - 6 Tb <sup>1</sup>
<b>Instrument price</b>	\$19.9K	\$49.5K	\$99K	\$275K	\$900K	\$6M <sup>2</sup> /\$10M <sup>2</sup>	\$985K
<b>Installed base<sup>3</sup></b>	NA	~600	~6,000	~2,400	~2,300 <sup>4</sup>		~285

1. Output per run for the S1, S2 and S4 flow cells equal 1 Tb, 2 Tb and 6 Tb, respectively assuming two flow cells per run
2. Based on purchase of 5 and 10 units for HiSeq X Five and HiSeq X Ten, respectively
3. Based on end of fiscal year 2017
4. Combined HiSeq family

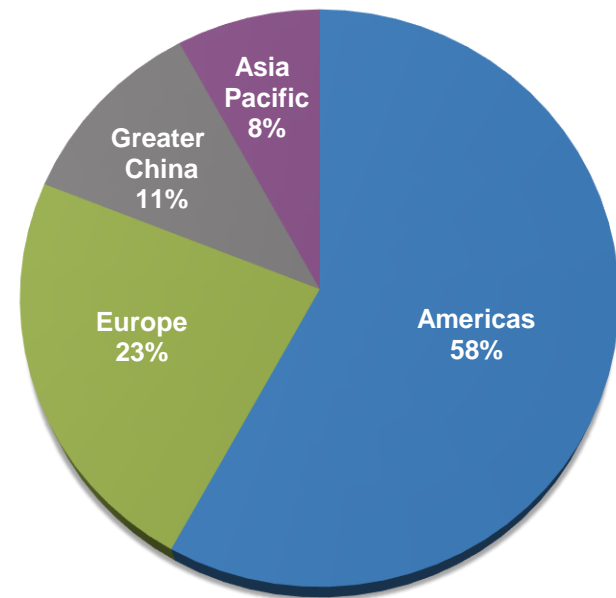
# Product & Customer Diversity

*Robust recurring revenue with balanced customer base<sup>1</sup>*

Revenue by Product/Service

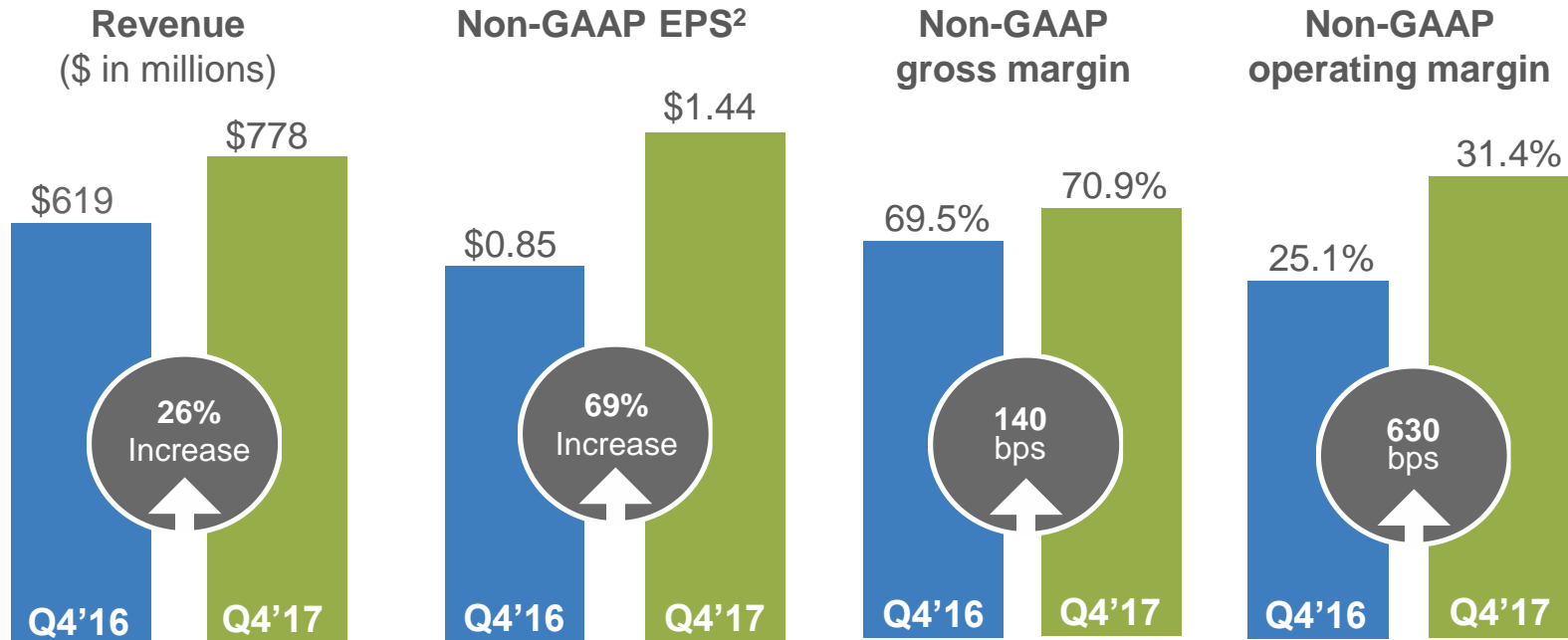


Revenue By Geography



# Fourth Quarter Results<sup>1</sup>

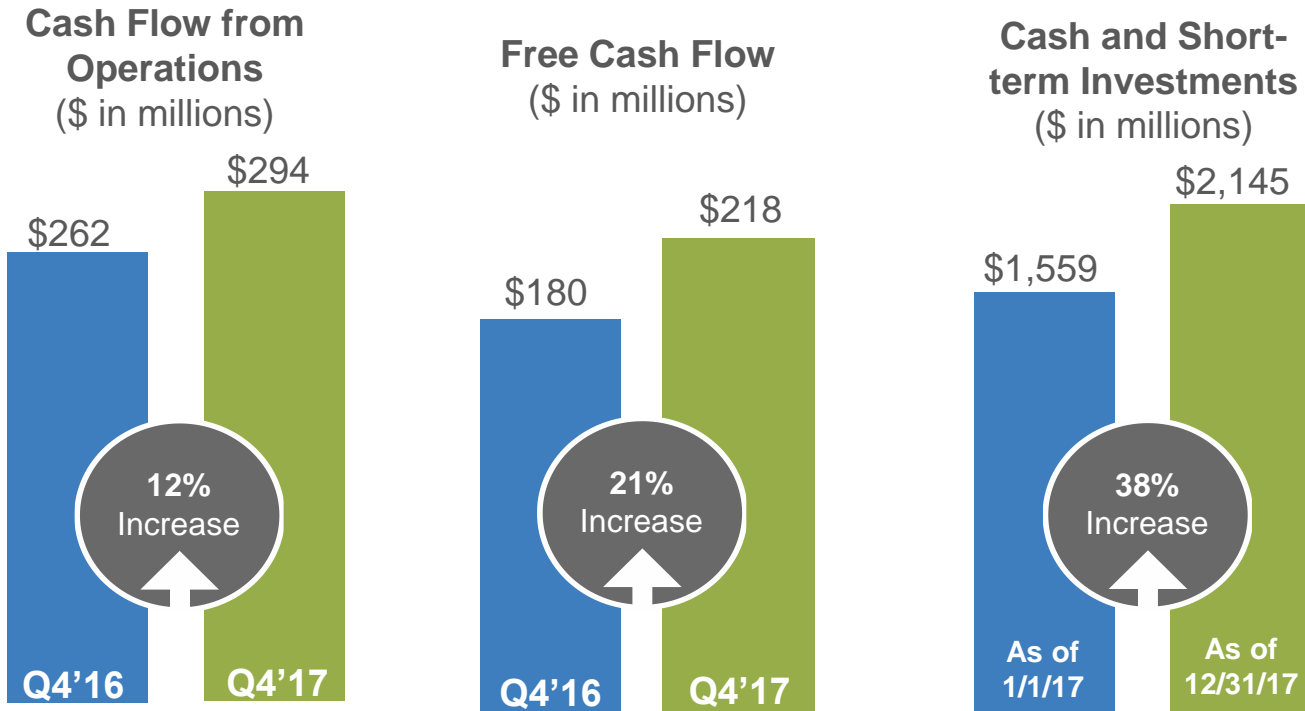
*Revenue and Non-GAAP EPS exceeded expectations*



1. Financials include \$41 million and \$27 million of stock-based compensation expense in Q4'17 and Q4'16, respectively  
2. Non-GAAP attributable to Illumina stockholders

# Balance Sheet<sup>1</sup> / Cash Flow<sup>2</sup>

*Strong cash position*



1. Balance sheet includes the consolidated amounts from GRAIL and Helix in Q4'16 and only Helix in Q4'17  
2. Cash flow includes the consolidated amounts from GRAIL and Helix in Q4'16 and only Helix in Q4'17

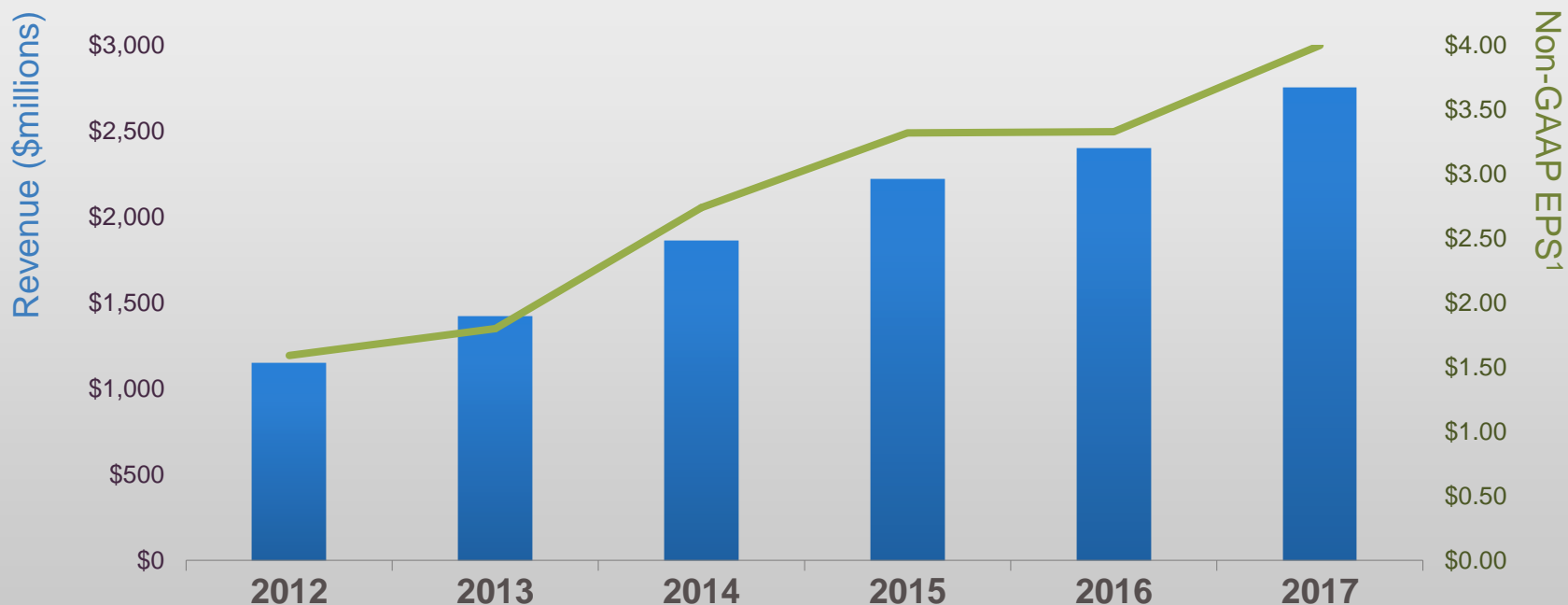


# Historic Revenue and Non-GAAP EPS

*Innovation drives profitable growth*

Revenue CAGR: 19%

EPS CAGR<sup>1</sup>: 20%



# 2018 Guidance

*Double-digit revenue growth in 2018*

**2018<sup>1</sup>**

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**Revenue<sup>1</sup>**

13% - 14%

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**GAAP EPS<sup>2</sup>**

\$4.14 - \$4.24

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**Non-GAAP EPS<sup>2</sup>**

\$4.50 - \$4.60

# Who We Serve

*Innovation drives expanding market opportunities*

illumina®



Reproductive Health



Oncology



Population Sequencing



Research



Complex Disease



Consumer



Infectious Disease



Forensics



Agriculture



Genetic Health



BioPharm

# Appendix

## Non-GAAP Reconciliations

