TEMPUS

Tempus AI, Inc.

43rd Annual J.P. Morgan Healthcare Conference

January 13, 2025

Disclaimer

This presentation contains forward-looking statements that reflect Tempus AI, Inc.'s (the "Company" or "Tempus") current expectations and projections with respect to, among other things, its preliminary, unaudited financial results for fourth quarter and full year 2024, its pending acquisition of Ambry Genetics (Ambry) and its and Ambry's financial condition, results of operations, plans, objectives, future performance and business. Forward-looking statements include all statements that are not historical facts. Such forward-looking statements are subject to various risks and uncertainties, including those set forth under "Risk Factors" in the Company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2024 and in subsequent reports Tempus files with the Securities and Exchange Commission. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. Tempus does not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise. Moreover, the Company operates in very competitive and rapidly changing environments, and new risks may emerge from time to time. It is not possible for the Company to predict all risks, nor can it assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements the Company may make.

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This presentation includes information concerning economic conditions, the Company's industry, the Company's markets and the Company's competitive position that is based on a variety of sources, including information from independent industry analysts and publications, as well as Tempus' own estimates and research. The Company's estimates are derived from publicly available information released by third-party sources, as well as data from its internal research, and are based on such data and the Company's knowledge of its industry, which the Company believes to be reasonable.

This presentation includes Adjusted EBITDA, which has not been prepared in accordance with generally accepted accounting principles in the United States ("GAAP"). Management uses this non-GAAP financial information internally in analyzing the Company's financial results and believes that it is useful to investors as an additional tool to evaluate ongoing operating results and trends. Non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable financial measures prepared in accordance with GAAP and should be read only in conjunction with the Company's consolidated financial statements prepared in accordance with GAAP. Tempus urges you not to rely on any single financial measure to evaluate the Company's business. For additional information concerning Adjusted EBITDA, see the preliminary fourth quarter and full year 2024 earnings release posted on Tempus' Investor Relations website at https://investors.tempus.com.

Tempus believes this non-GAAP financial measure is useful to investors and others because it allows for additional information with respect to financial measures used by management in its financial and operational decision-making and it may be used by institutional investors and the analyst community to help them analyze the health of Tempus' business. In particular, Adjusted EBITDA is a key measurement used by Tempus management to make operating decisions, including those related to analyzing operating expenses, evaluating performance, and performing strategic planning and annual budgeting. However, there are a number of limitations related to the use of non-GAAP financial measures, and Adjusted EBITDA should be considered in addition to, not as a substitute for or in isolation from, net loss, the most comparable GAAP measure. Other companies, including companies in our industry, may calculate this non-GAAP financial measure differently or not at all, which reduces its usefulness as a comparative measure.

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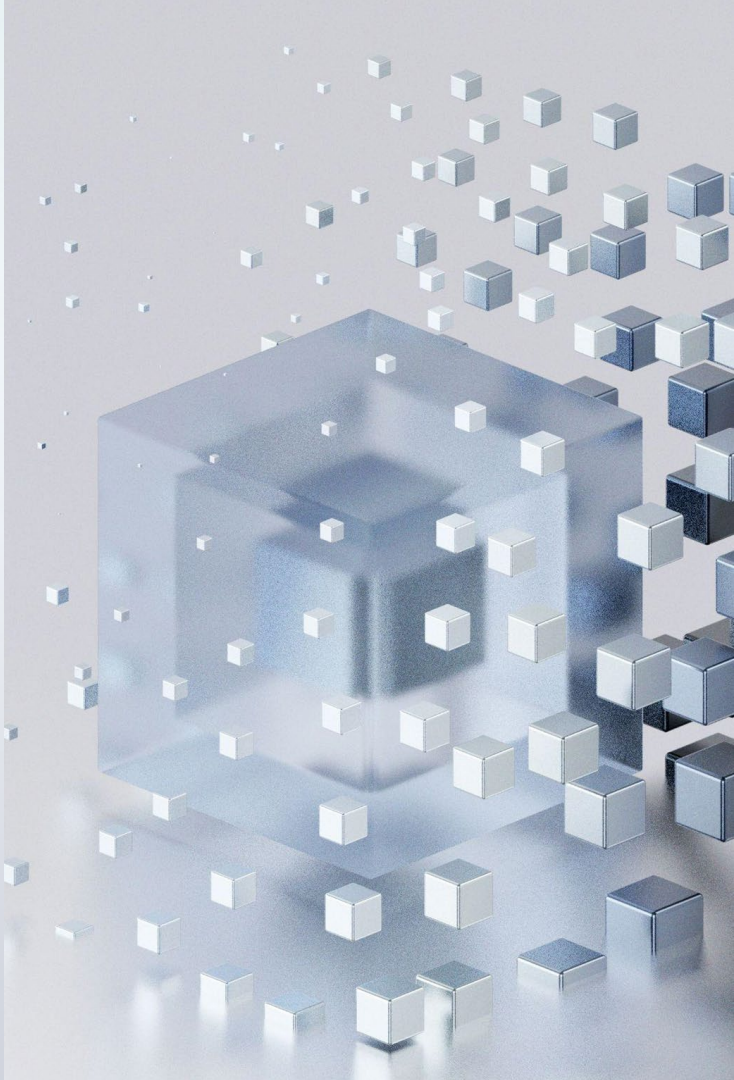
TEMPUS

Based on recent advancements, including generative AI, the time is now. AI is finally ready to transform healthcare.

We believe the change will occur in diagnostics first.

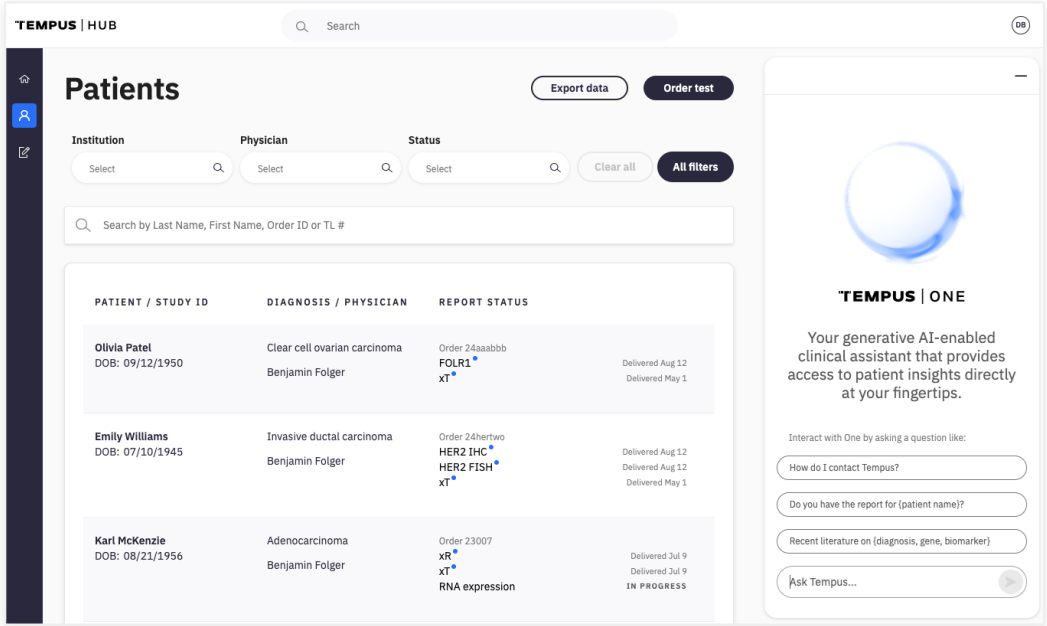


Tempus is focused on building the leading AI-enabled (Intelligent) Diagnostic platform in the world, by integrating

Data + Diagnostics

The Tempus Platform

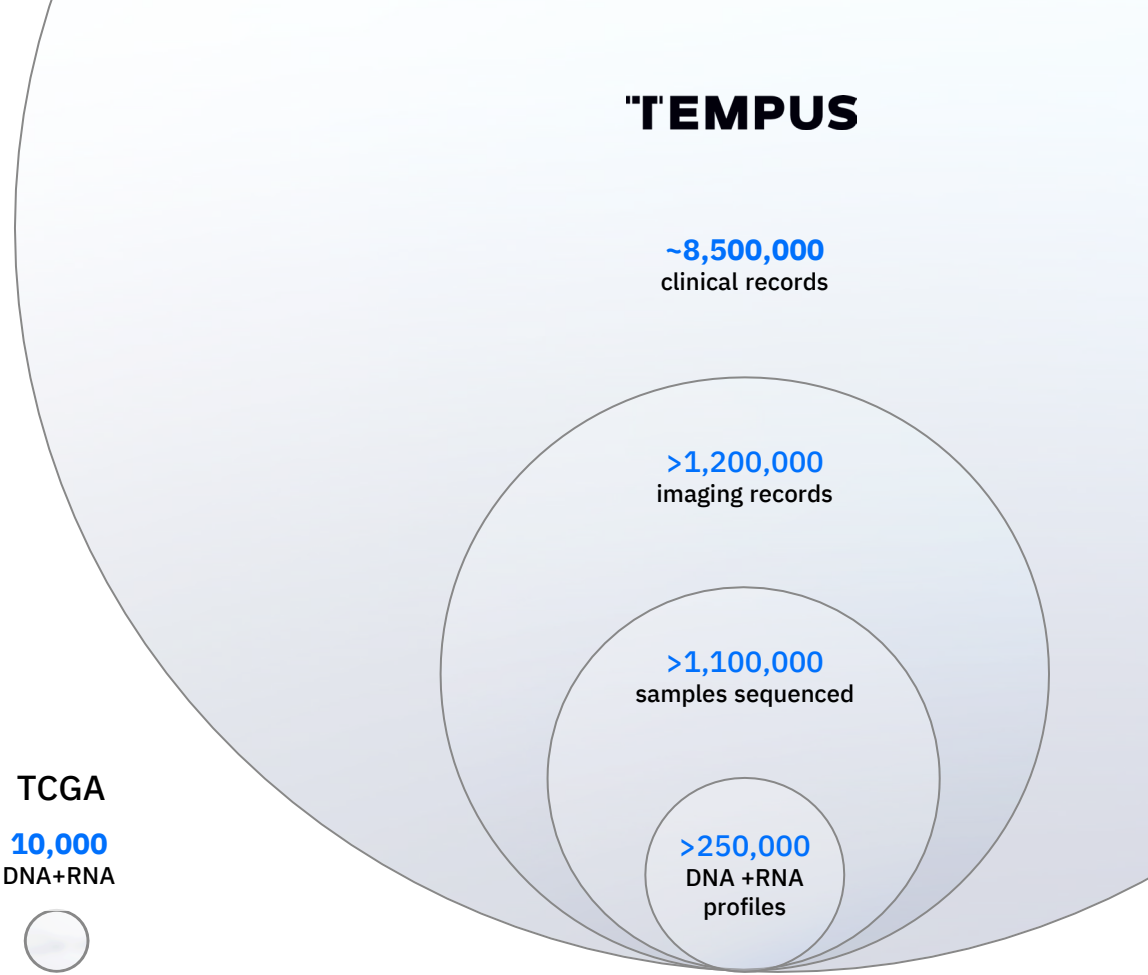
In order to deploy AI at scale, Tempus has established **connections with >2,500 institutions,** to collect real-time clinical, molecular, and imaging data on millions of cancer patients.



Through our established connections and sequencing efforts, we have amassed a large amount of proprietary data

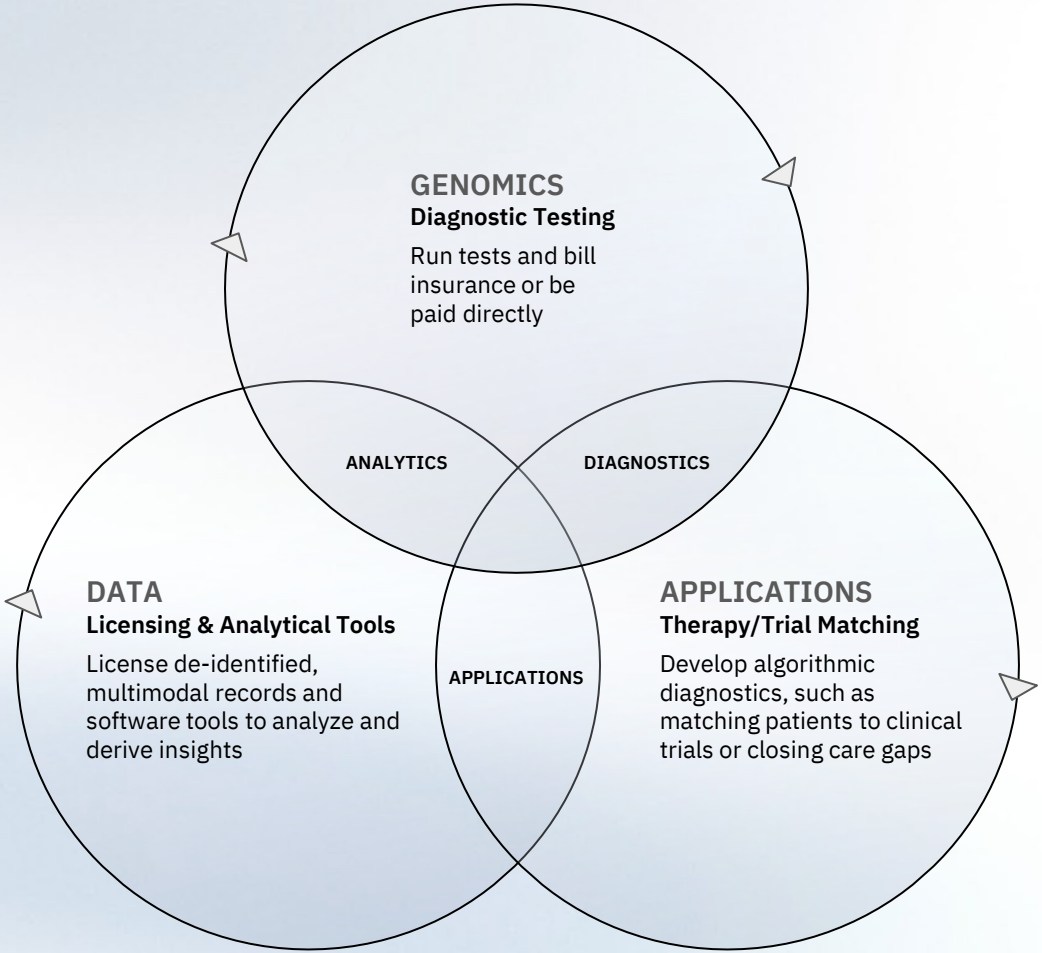
Allowing us to build and train AI models and distribute the insights generated to treating physicians, patients and researchers.

- We are connected to >65% of all Academic Medical Centers and >50% of oncologists in the U.S. through our sequencing and data collection efforts.
- We have >250 petabytes of rich multimodal healthcare data.



Tempus' three product lines are integrated and benefit from network effects which allow us to invest in the platform in a sustainable way

The more patients we sequence, the more data we collect, which allows us to provide additional insights, further enhancing our genomics business and enhancing our data, which compounds the value of our data business and allows us to invest in our applications business.



Genomics

The Genomics product line focuses on delivering intelligent and personalized molecular results to physicians

Our tests are developed with scientific rigor and supported by

- **>500 publications,** of which >400 were Tempus-authored, including:
- **~150 peer-reviewed articles**, of which ~100 were Tempus-authored
- **~380 poster presentations** based on clinical and research data presented at major scientific conferences
- **~35 oral presentations** at scientific meetings such as ASCO, SABCS and AHA

ONCOLOGY

Tempus xT (2017)

648 gene solid tumor cancer DNA assay; FDA approved in April 2023; sensitivity >98% for SNVs, >92% for rearrangements / fusions, >92% for CNVs and indels, and 99.9% for MSI

Tempus xR (2023)

Whole transcriptome RNA assay; 43.4% of patients matched to targeted therapy when DNA seq., RNA seq. and immune biomarker assessment were combined vs 29.6% with DNA seq. alone

Tempus xF (2018)

105 & 523 gene liquid biopsy cancer assay; >99.9% sensitivity for SNVs, 98.8% for indels, >99.9% for CNVs, and 97.4% for rearrangements and fusions

Tempus xE (2018)

Whole exome cancer assay; sensitivity 99.4% for SNVs, 97.1% for indels, 85.7% for copy number gains

Tempus xG (2021)

52 & 88 gene inherited cancer risk germline assays; >99% sensitivity for SNVs, indels, CNVs and gene arrangements

Tempus xM (2024)

High coverage methylation sequencing for minimal residual disease in (early stage) cancer and monitoring (late stage); landmark sensitivity 61.1%, longitudinal sensitivity 83.3%, specificity 89.5% across stage II/III CRC patients

ALGORITHMIC TESTS

HRD (2020)

Homologous recombination deficiency algo

TO (2021)

Tumor origin algo

DPYD (2021)

Dihydropyrimidine dehydrogenase deficiency algo

UGT1A1 (2022)

Elevated toxicity risk algo

PurIST (2023)

Subtype classification in PDAC algo

NEUROPSYCHIATRY

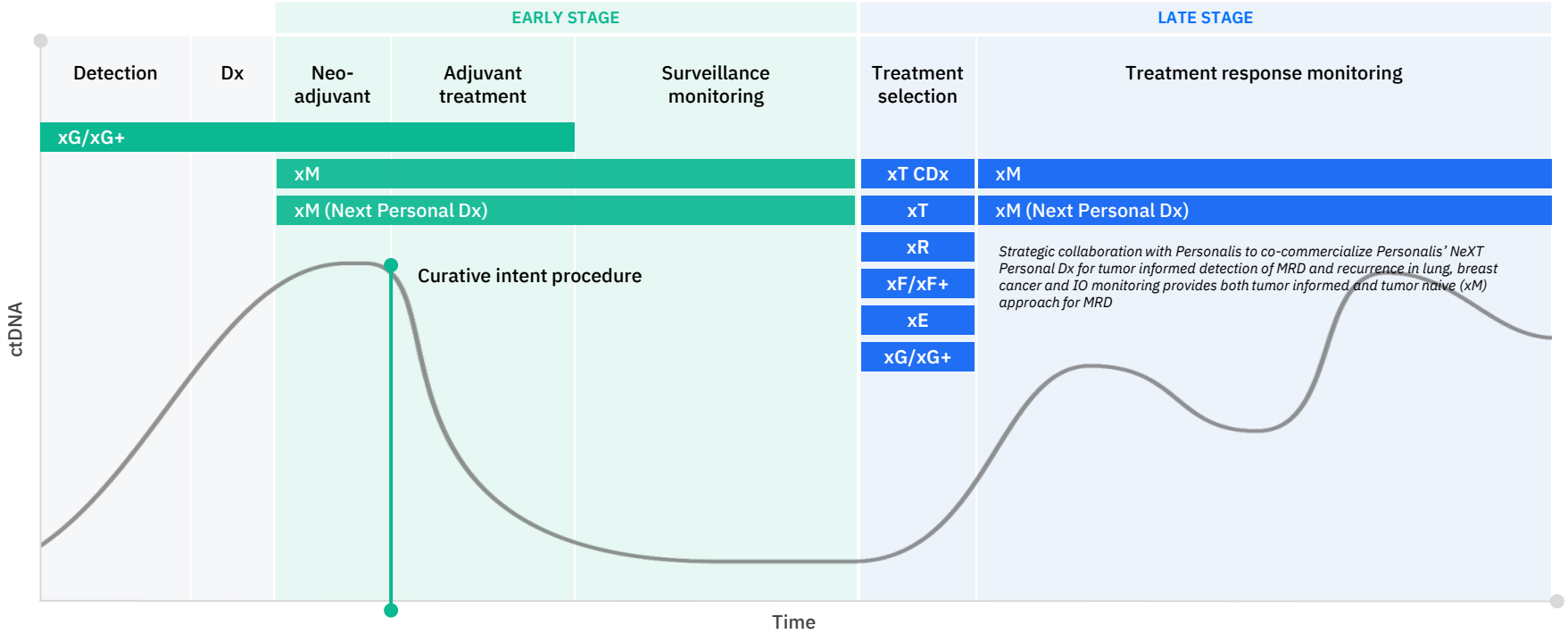
Tempus nP (2019)

Pharmacogenomics profiling in neuropsychology; >99% sensitivity for SNVs, indels and CYP2D6 CNVs

Announced strategic collaboration with Personalis to co-commercialize NeXT Personal Dx for tumor informed detection of MRD and recurrence in lung, breast cancer and IO monitoring

Tempus' growth to date in Genomics has been entirely within treatment selection. With the launch of our **new minimal residual disease and monitoring assay, xM**, we expect to gain access to a global market opportunity that is significantly larger than the selection market.

Illustrative of ctDNA levels throughout a patient's treatment journey to detect minimal residual disease (MRD)



The addition of Ambry Genetics will extend our existing capabilities and reach

TEMPUS

Ambry Genetics

Integrate hereditary cancer screening

Tempus offers germline sequencing (xG) for inherited risk, using Ambry as its supplier. Together, we have an opportunity to expand and enhance inherited risk screening for cancer patients.

Augment data and analytics capabilities

Ambry generates vast amounts of data across the ~400k patients it sequences each year. Tempus can leverage this data and augment its current data offering.

Expand platform in additional disease areas

Ambry's product line allows Tempus to immediately expand into new categories (pediatrics, rare disease, cardiology, reproductive health, immunology, etc.).

Support geographic expansion

Adds significant lab capabilities on West Coast to increase overall footprint.

Data

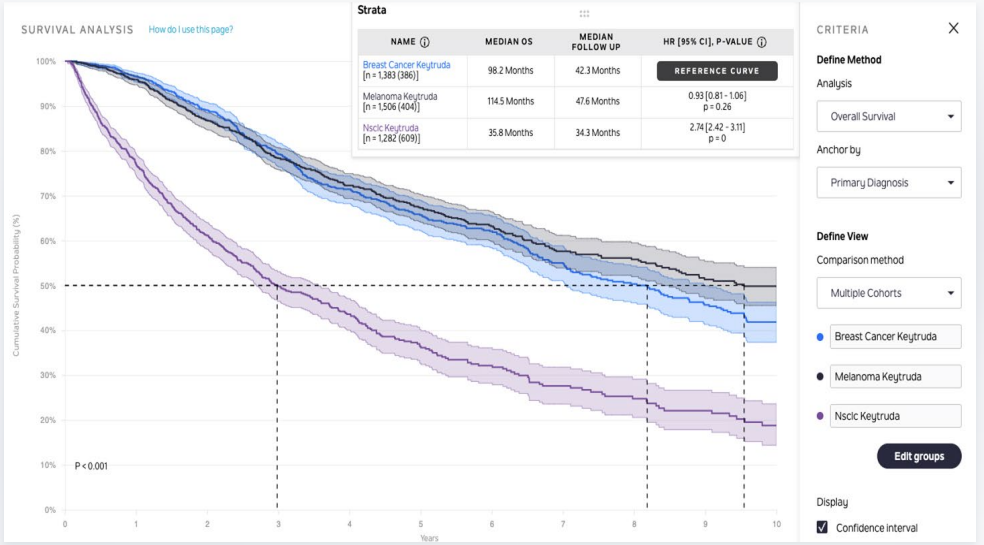
Our second product line, **Data & Services,** is centered on licensing de-identified data

Data & Licensing

Our primary data product is the licensing of libraries of de-identified clinical, molecular, and imaging data and providing a suite of analytic and cloud-and-compute tools to pharmaceutical and biotechnology companies.

Customers historically have moved from licensing discrete data sets to multi-year strategic collaborations over time.

We work with 19 of the 20 largest public pharmaceutical companies based on 2023 revenue, and, as of Q4 2024, we have signed contracts with a **total remaining contract value of >$900 million,** a majority of which we expect to deliver over the next several years.



Data & Services

We measure our data business based on the remaining committed total contract value (the “Remaining Committed TCV”) that is contractually committed to be delivered in the future and annual net revenue retention from customers.

Remaining Committed TCV*

~$940M

including ~$300M in future opt-ins

Data Licensing Retention**

~140%

net revenue retention in 2024

**As of December 31, 2024 approximate Remaining TCV is equal to the total potential value of signed contracts and assumes the exercise of all contract options, all discretionary opt-ins, and no early termination. It excludes any revenue recognized to date on these contracts or any future adjustments made to the contractual value as a result of amendments or terminations. Many of our agreements contain termination clauses, including the ability of our counterparty to terminate for convenience, and there can be no guarantee that contracts will not be terminated, that contractual options and discretionary opt-ins will be exercised, or that we will achieve the full amount of potential revenue represented by these contracts in the time periods set forth above or at all. Remaining TCV is not a calculation of revenue and should be viewed independently of revenue and deferred revenue, as Remaining TCV is not intended to be combined with or replace these items. Similarly, Remaining TCV is not a forecast of future revenue, which can be impacted by, among other things, contract start and end dates and the exercise of contractual options. Moreover, Remaining TCV may differ from similarly titled metrics presented by other companies and may not be comparable to such other metrics.*

*** Net Revenue Retention compares the annual revenue generated from all Data Licensing customers (includes data and services, excluding CRO services) in one year to the annual revenue generated from the same cohort of Data Licensing customers in the subsequent year. Net Revenue Retention is not a calculation of revenue and should be viewed independently of revenue and deferred revenue, as Net Revenue Retention is not intended to be combined with or replace these items. Similarly, Net Revenue Retention is not a forecast of future revenue. Moreover, Net Revenue Retention may differ from similarly titled metrics presented by other companies and may not be comparable to such other metrics.*

Applications

Our applications leverage our data and connectivity to deploy AI insights clinically

These smart diagnostics require (1) vast amounts of molecular data across indications, (2) a data business to structure and harmonize it and (3) applications to distribute the insights generated at scale to physicians and patients.

Tempus has all three

Oncology

Ex: Detect whether a NSCLC patient has an EGFR mutation to dictate therapy selection and then use AI to determine whether they are likely to respond to an EGFR inhibitor

Neuropsychology

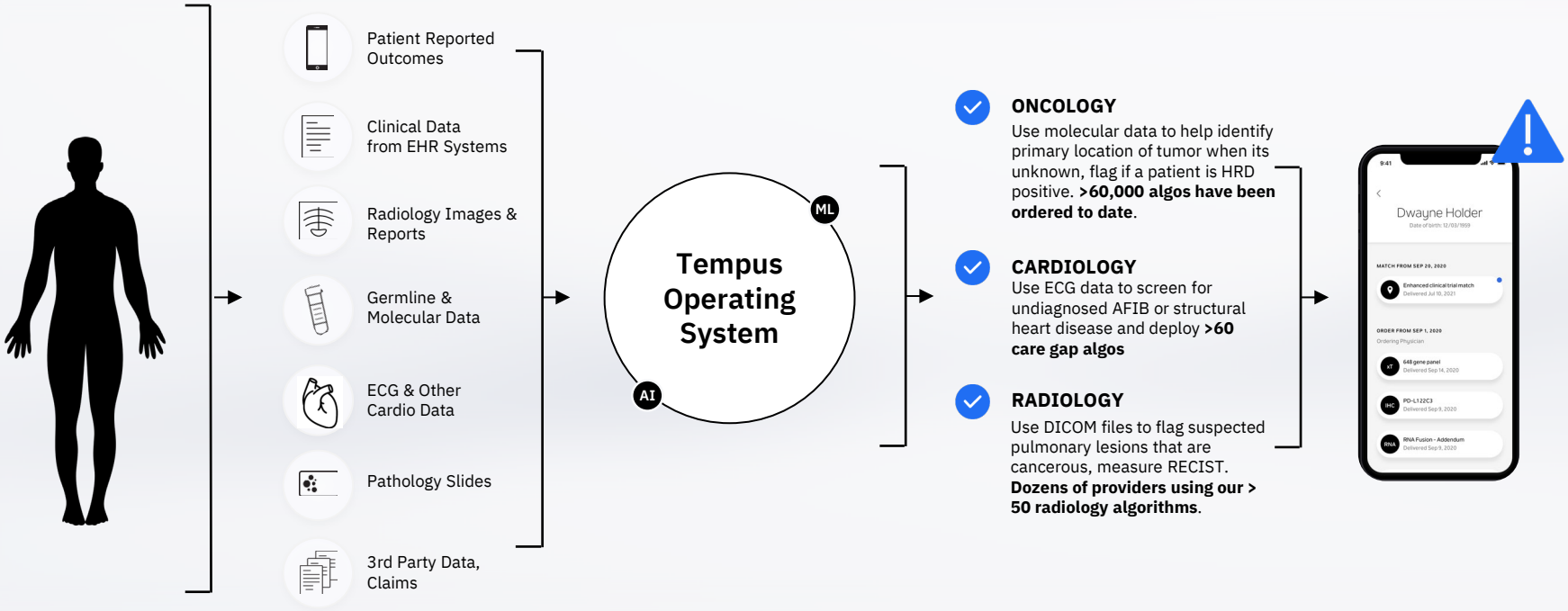
Ex: Identify whether a patient with depression is a poor CYP2D6 metabolizer and then use AI to determine which antidepressant and dose is optimal for treatment

Cardiology

Ex: Uncover risk for heart attack or stroke via ECG and stratify patient’s risk for structural heart defects and then use AI to recommend optimal therapeutic path

Applications ensure that each patient is on the right therapeutic path (NEXT)

Our AI Algorithms leverage ML models that look at multimodal data and make AI-enabled diagnostic recommendations that are only possible by virtue of Tempus' real time connectivity to providers and the data that feeds our platform. The result is a suite of care gap algorithms, called "Next" that help physicians determine what to do *next* in the clinic and match those care gaps with therapeutics in near real time.



Updates

Continued execution in 2024: building the leading AI-enabled diagnostic platform

Entered MRD, expanding beyond therapy selection

Launch of xM (tumor naive assay) in June 2024 in CRC along with expansion of Personalis collaboration for tumor-informed assay

Expanded data collaborations

Announced notable data collaboration expansions with Novartis, Takeda, Merck EMD, and Astellas among others supporting longevity of relationships

Announced intent to acquire Ambry Genetics

Integrate hereditary screening, rounding out genomics testing menu, expanding platform to new disease areas and augmenting data capabilities

Surpassed 500 research publications

Continued investment in rigorous scientific research to validate diagnostic offerings and collaboration with biopharma to publish research supported by our multimodal data library

Continued progress with payors for genomic tests

xT CDx awarded ADLT status, signed agreements for in-network provider status with Cigna, Humana, BCBS Illinois, BS California and Avalon Healthcare Solutions

Launched and established additional algorithmic tests

Introduced Tempus Next, IPS, pMSI and secured FDA 510(k) clearance and Medicare coverage for clinical use of ECF-AF

2024 results preview: expected to be in line with guidance

Expected continued growth across both our genomics and data & services businesses supporting improvement in adjusted EBITDA as we continue tracking towards our near-term goal to be adjusted EBITDA and free cash flow positive.

In Q4:

- ~30% growth in Genomics
- ~45% growth in Data & Services

Full Year 2024 Select, Preliminary, Unaudited Financial Results

~$693M

Revenue
↑ ~30% year-over-year

↑

Improvement in Adjusted EBITDA
Continued improvement over 2023

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2025 Outlook

We expect the combined Tempus and Ambry Genetics business to grow at ~25% from its 2024 levels (with Tempus growing closer to 30%) and generate positive adjusted EBITDA on an aggregate basis for the full year. We now expect the transaction to close ~2/1/25.

Our revenue and adjusted EBITDA guidance reflect targets and are therefore noted to be approximate values for fiscal year 2025. Given the unique nature of our business, it is difficult to predict these numbers with complete accuracy; as such, the word “approximately” implies a modest range.

~$1.23B

Revenue
↑ >75% year-over-year

\+

Adjusted EBITDA
For the full year 2025

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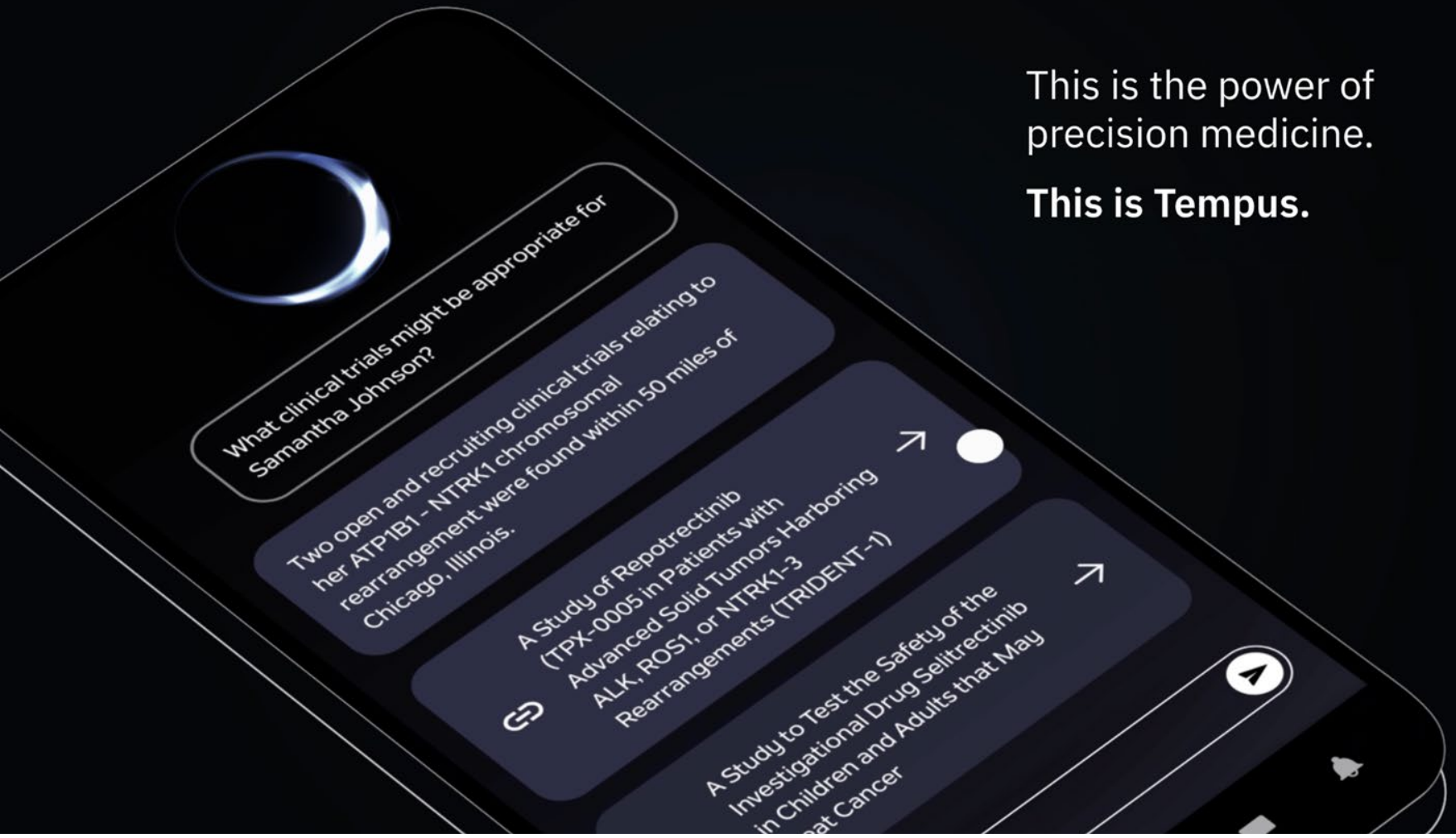

This is the power of precision medicine.

This is Tempus.