



*Q3 2023
Earnings Presentation*

November 9, 2023



Jacob Thaysen

Chief Executive Officer



Joydeep Goswami

*Chief Financial Officer,
Chief Strategy &
Corporate Development Officer*



Salli Schwartz

*Head of
Investor Relations*

Cautionary Notes on Forward Looking Statements

This release may contain forward-looking statements that involve risks and uncertainties. Among the important factors to which our business is subject that could cause actual results to differ materially from those in any forward-looking statements are: (i) changes in the rate of growth in the markets we serve; (ii) the volume, timing and mix of customer orders among our products and services; (iii) our ability to adjust our operating expenses to align with our revenue expectations; (iv) our ability to manufacture robust instrumentation and consumables; (v) the success of products and services competitive with our own; (vi) challenges inherent in developing, manufacturing, and launching new products and services, including expanding or modifying manufacturing operations and reliance on third-party suppliers for critical components; (vii) the impact of recently launched or pre-announced products and services on existing products and services; (viii) our ability to modify our business strategies to accomplish our desired operational goals; (ix) our ability to realize the anticipated benefits from prior or future actions to streamline and improve our R&D processes, reduce our operating expenses and maximize our revenue growth; (x) our ability to further develop and commercialize our instruments, consumables, and products, including Galleri, the cancer screening test developed by GRAIL, to deploy new products, services, and applications, and to expand the markets for our technology platforms; (xi) the risks and costs associated with our ongoing inability to integrate GRAIL due to the transitional measures imposed on us by the European Commission as a result of their prohibition of our acquisition of GRAIL and orders issued by the European Commission and the Federal Trade Commission requiring that we divest GRAIL; (xii) the risks and costs associated with the integration of GRAIL's business if we are ultimately able to integrate GRAIL; (xiii) the risk that disruptions from the consummation of our acquisition of GRAIL and associated legal or regulatory proceedings, including appeals, or obligations will harm our business, including current plans and operations; (xiv) the risk of incurring additional fines associated with the consummation of our acquisition of GRAIL and the possibility that we may be required to divest all or a portion of the assets or equity interests of GRAIL on terms that could be materially worse than the terms on which we acquired GRAIL; (xv) our ability to obtain approval by third-party payors to reimburse patients for our products; (xvi) our ability to obtain regulatory clearance for our products from government agencies; (xvii) our ability to successfully partner with other companies and organizations to develop new products, expand markets, and grow our business; (xviii) uncertainty, or adverse economic and business conditions, including as a result of slowing or uncertain economic growth, COVID-19 pandemic mitigation measures, or armed conflict; (xix) the application of generally accepted accounting principles, which are highly complex and involve many subjective assumptions, estimates, and judgments and (xx) legislative, regulatory and economic developments, 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.



Jacob Thaysen
Chief Executive Officer



Jacob Thaysen, Ph.D.
Chief Executive Officer

Present



Chief Executive Officer,
Illumina

2018-2023



SVP and President,
Life Sciences & Applied
Markets Group,
Agilent

2013-2018



President, Diagnostics
& Genomics Group,
Agilent

2007-2013



Corporate Vice President
of R&D,
Dako

Early Impressions as CEO

INITIAL OBSERVATIONS

1

Highly Capable Team Driven to Move Genomics Forward

2

Massive Opportunity; Illumina Will Remain the Key Player

3

Infrastructure Built Over 25 Years; Our Compelling Offerings Set the Standard

4

Commitment to Innovation Will Drive Genomics and Multiomics Globally

Q3 2023 Financial Results

Consolidated Revenue

\$1.12 Billion

REVENUE

Flat
YoY

+1%
YoY Increase (CC)¹

The macroeconomic environment remains challenging for our industry, with customers increasingly cautious and constrained in their purchasing decisions

Non-GAAP EPS

\$0.33

NON-GAAP EPS

~Flat
YoY

Tight management of our operating expenses offset a lower YoY gross margin

Note: CC = Constant Currency.

Note: See Appendix for reconciliations of these GAAP and non-GAAP financial measures.

¹ Net of the effects of hedging.

Key Areas of Focus

1 Supporting our Customers and Our Own Operational Execution

2 Undergoing a Comprehensive Review of the Business

- We will re-examine our:
 - Strategic initiatives
 - Targets for long-term revenue growth and operating margins
- We will lay out our new targets later in 2024

3 Gaining Clarity on the GRAIL Situation

- Established a special committee to expedite decisions on GRAIL
- We have retained advisors and are preparing for sale and capital markets transactions
- Expect to file a Form 10 on a confidential basis with the SEC; hereafter, we will contact third parties as investment capital sources or as potential purchasers, as our appeals are ongoing



Joydeep Goswami

***Chief Financial Officer,
Chief Strategy & Corporate Development Officer***

Consolidated Q3 2023 Financials

REVENUE

\$1.12B

Flat
YoY Growth

+1%
YoY Growth (CC)¹

(5%)
QoQ Revenue

NON-GAAP METRICS

NET INCOME

\$52M

DILUTED EPS

\$0.33

GRAIL OPERATING LOSS

(\$155M)

Note: CC = Constant Currency.

Note: See Appendix for reconciliations of these GAAP and non-GAAP financial measures.

¹ Net of the effects of hedging.

Consolidated Q3 2023 Financials (Cont'd.)

GAAP METRICS

NET LOSS

(\$754M)

DILUTED EPS

(\$4.77)

**Include goodwill and intangible impairments
of \$821M related to GRAIL**

NON-GAAP TAX RATE¹

39.7%

Decreased from 43.2% in Q3 2022

NON-GAAP WEIGHTED AVERAGE DILUTED SHARES

~158 Million

Note: CC = Constant Currency.

Note: See Appendix for reconciliations of these GAAP and non-GAAP financial measures.

¹ Non-GAAP tax rate year-over-year decrease was primarily due to a decrease in the non-GAAP tax expense impact of R&D capitalization requirements given increased amortization of capitalized R&D expenses.

Core Illumina Q3 2023 Financials

REVENUE

\$1.11B

Flat
YoY Growth

Flat
YoY Growth (CC)¹

Includes anticipated YoY reductions from:

3.5 Percentage Pts
COVID surveillance and the
effects of sanctions in Russia

3.5 Percentage Pts
Reduction in
China revenue

CONSUMABLES REVENUE

Consumables

\$695M

(4%)
YoY Decline

By Customer Type

Research
(12%)
YoY Decline

Clinical
+10%
YoY Increase

COVID SURVEILLANCE

~\$4 Million

Compared to \$28M in Q3'22

TOTAL SEQUENCING ACTIVITY²

+5%

QoQ Growth

+29%

YoY Growth

Note: See Appendix for reconciliations of these GAAP and non-GAAP financial measures.

¹ Net of the effects of hedging.

² Total sequencing Gb output on connected high- and mid-throughput instruments.

Core Illumina Q3 2023 Financials (Cont'd.)

Other Core Illumina Revenue

INSTRUMENTS

\$179M

Revenue

+10%

YoY Increase

SERVICE & OTHER

\$142M

Revenue

+15%

YoY Increase

NovaSeq™ X Q3 Highlights



>310

Orders since launch

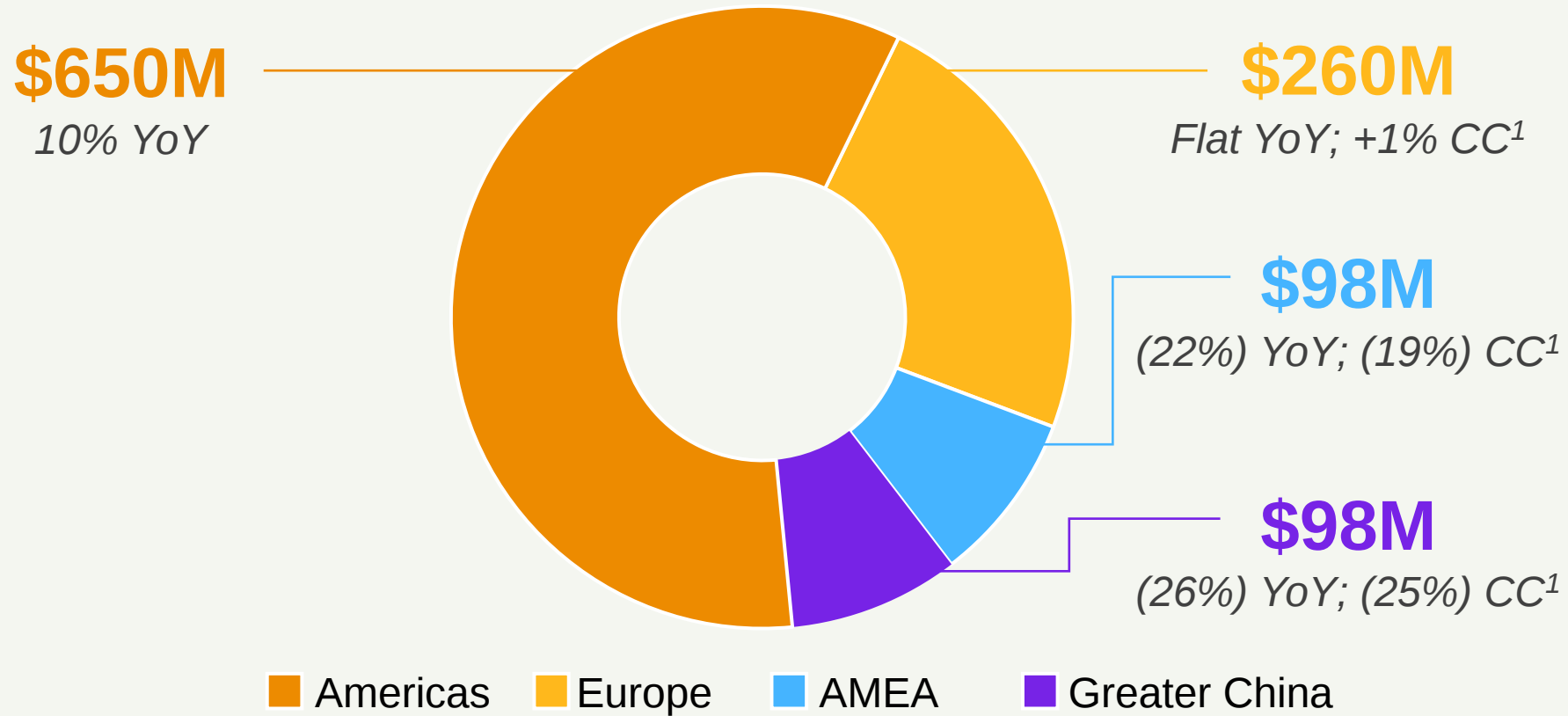
97

Q3'23 Shipments

273

Installed Base

Core Illumina Q3 2023 Regional Revenue



Note: CC = Constant Currency.

Note: AMEA denotes Asia Pacific, Middle East and Africa.

¹ Net of the effects of hedging.

Core Illumina Q3 2023 Additional P&L Results

NON-GAAP GROSS MARGIN

66.0%

Down 290 bps YoY

Primarily driven by product mix, less fixed cost leverage on lower manufacturing volumes, lower instrument margins, and higher field services and installation costs

NON-GAAP OPERATING EXPENSES

\$481M

▼ \$33 Million YoY

Lower than expected, primarily due to continued expense reduction initiatives

22.5%

NON-GAAP OPERATING MARGIN

~Flat YoY due to proactive cost management initiatives

Note: See Appendix for reconciliations of these GAAP and non-GAAP financial measures.

GRAIL Q3 2023 Financial Results

REVENUE

\$21M

Up 110% YoY

Due to
adoption of Galleri®

NON-GAAP OPERATING EXPENSES

\$161M

▲ \$12 Million YoY

Driven primarily by efforts to scale GRAIL's
commercial and R&D organizations

Note: See Appendix for reconciliations of these GAAP and non-GAAP financial measures.

Cash Flow and Balance Sheet Items Q3 2023

CASH FLOW FROM OPERATIONS

\$139M

CAPITAL EXPENDITURES

\$45M

Free Cash Flow of \$94M

Note: See Appendix for reconciliations of these GAAP and non-GAAP financial measures.

CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS

\$933M

\$750M

Cash used in Q3 to repay convertible notes that matured in August 2023

Guidance for Full Year 2023

CONSOLIDATED

Consolidated Revenue Decline

(2%) – (3%)

Non-GAAP Operating Margin

4% – 4.5%

Non-GAAP Tax Rate

~39%

Weighted Avg Shares O/S

~159 million

Non-GAAP EPS¹

\$0.60 – \$0.70

GRAIL

Revenue at Low End of Range

\$90M – \$110M

Non-GAAP Operating Loss: **~\$660M**

Revenue Decline²

(3%) – (4%)

CORE ILLUMINA

Sequencing Decline²

(3%) – (4%)

Non-GAAP Operating Margin

19% – 19.5%

Seq. Instruments: **(5%) – (6%)**

Seq. Consumables: **(5%) – (6%)**

Note: See Appendix for reconciliations of these GAAP and non-GAAP financial measures.

Note: Growth rates are year-over-year.

¹ Reflects an estimated \$660M non-GAAP operating loss from GRAIL.

² Includes intercompany revenue of ~\$30M at the midpoint of revenue guidance, which is removed on a consolidated basis.



Jacob Thaysen
Chief Executive Officer

Preliminary Views on 2024

- We are in the process of developing our 2024 budget
- Preliminary macroeconomic view:
 - Do not expect near-term improvement to the macroeconomic environment
 - Persistent geopolitical issues
- NovaSeq X Roll-out:
 - Encouraging signs with NovaSeq X utilization
 - Continued roll-out positions us for a ramp in consumables and overall growth when market conditions improve

**Our initial view is that 2024 results will look very similar to 2023.
We will not provide 2024 guidance before our Q4 earnings call in February.**

Key Priorities

1

Drive the Top Line

- Continued placements of NovaSeq X and all our instruments
- Lay the groundwork for increased consumables demand
- Work with our customers to integrate their new instruments into their workflows

2

Deliver Innovation

- Automation and sample-to-answer solutions
- Strengthen our leadership position
- Manage R&D investments with discipline and rigor

3

Focus On Operational Excellence

- Reduced annualized run-rate expenses by ~\$175M, above original projection of >\$100M
- Savings will support flexibility for further investment in high-growth areas, and our margins



illumina®

Our Mission:

To improve human health
by unlocking the power of the genome

Appendix

Statement regarding use of non-GAAP financial measures

The company reports non-GAAP results for diluted earnings per share, net income, gross margin, operating expenses, including research and development expense, selling general and administrative expense, and from time to time, as applicable, legal contingencies and settlement, and goodwill impairment, operating income (loss), operating margin, gross profit (loss), other income (expense), tax provision, constant currency revenue growth, and free cash flow (on a consolidated and, as applicable, segment basis for our Core Illumina and GRAIL segments) in addition to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. The company's financial measures under GAAP include substantial charges such as amortization of acquired intangible assets among others that are listed in the itemized reconciliations between GAAP and non-GAAP financial measures included in this press release, as well as the effects of currency translation. Management has excluded the effects of these items in non-GAAP measures to assist investors in analyzing and assessing past and future operating performance, including in the non-GAAP measures related to our Core Illumina and GRAIL segments. Additionally, non-GAAP net income and diluted earnings per share are key components of the financial metrics utilized by the company's board of directors to measure, in part, management's performance and determine significant elements of management's compensation.

The company encourages investors to carefully consider its results under GAAP, as well as its supplemental non-GAAP information and the reconciliation between these presentations, to more fully understand its business. Reconciliations between GAAP and non-GAAP results are presented in the tables of this release.

Use of forward-looking statements

This release may contain forward-looking statements that involve risks and uncertainties. Among the important factors to which our business is subject that could cause actual results to differ materially from those in any forward-looking statements are: (i) changes in the rate of growth in the markets we serve; (ii) the volume, timing and mix of customer orders among our products and services; (iii) our ability to adjust our operating expenses to align with our revenue expectations; (iv) our ability to manufacture robust instrumentation and consumables; (v) the success of products and services competitive with our own; (vi) challenges inherent in developing, manufacturing, and launching new products and services, including expanding or modifying manufacturing operations and reliance on third-party suppliers for critical components; (vii) the impact of recently launched or pre-announced products and services on existing products and services; (viii) our ability to modify our business strategies to accomplish our desired operational goals; (ix) our ability to realize the anticipated benefits from prior or future actions to streamline and improve our R&D processes, reduce our operating expenses and maximize our revenue growth; (x) our ability to further develop and commercialize our instruments, consumables, and products, including Galleri, the cancer screening test developed by GRAIL, to deploy new products, services, and applications, and to expand the markets for our technology platforms; (xi) the risks and costs associated with our ongoing inability to integrate GRAIL due to the transitional measures imposed on us by the European Commission as a result of their prohibition of our acquisition of GRAIL and an order issued by the Federal Trade Commission requiring that we divest GRAIL; (xii) the risks and costs associated with the integration of GRAIL's business if we are ultimately able to integrate GRAIL; (xiii) the risk that disruptions from the consummation of our acquisition of GRAIL and associated legal or regulatory proceedings, including related appeals, or obligations will harm our business, including current plans and operations; (xiv) the risk of incurring additional fines associated with the consummation of our acquisition of GRAIL and the possibility that we may be required to divest all or a portion of the assets or equity interests of GRAIL on terms that could be materially worse than the terms on which we acquired GRAIL; (xv) our ability to obtain approval by third-party payors to reimburse patients for our products; (xvi) our ability to obtain regulatory clearance for our products from government agencies; (xvii) our ability to successfully partner with other companies and organizations to develop new products, expand markets, and grow our business; (xviii) uncertainty, or adverse economic and business conditions, including as a result of slowing or uncertain economic growth, COVID-19 pandemic mitigation measures, or armed conflict; (xix) the application of generally accepted accounting principles, which are highly complex and involve many subjective assumptions, estimates, and judgments and (xx) legislative, regulatory and economic developments, 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.

Illumina, Inc.
Condensed Consolidated Statements of Cash Flows
(In millions)
(unaudited)

	Three Months Ended		Nine Months Ended	
	October 1, 2023	October 2, 2022	October 1, 2023	October 2, 2022
Net cash provided by (used in) operating activities	\$ 139	\$ (52)	\$ 254	\$ 245
Net cash used in investing activities	(54)	(250)	(146)	(489)
Net cash (used in) provided by financing activities	(707)	28	(1,183)	44
Effect of exchange rate changes on cash and cash equivalents	(4)	(15)	(9)	(32)
Net decrease in cash and cash equivalents	(626)	(289)	(1,084)	(232)
Cash and cash equivalents, beginning of period	1,553	1,289	2,011	1,232
Cash and cash equivalents, end of period	<u>\$ 927</u>	<u>\$ 1,000</u>	<u>\$ 927</u>	<u>\$ 1,000</u>
Calculation of free cash flow:				
Net cash provided by (used in) operating activities	\$ 139	\$ (52)	\$ 254	\$ 245
Purchases of property and equipment	(45)	(67)	(144)	(198)
Free cash flow (a)	<u>\$ 94</u>	<u>\$ (119)</u>	<u>\$ 110</u>	<u>\$ 47</u>

(a) Free cash flow, which is a non-GAAP financial measure, is calculated as net cash provided by (used in) operating activities reduced by purchases of property and equipment. Free cash flow is useful to management as it is one of the metrics used to evaluate our performance and to compare us with other companies in our industry. However, our calculation of free cash flow may not be comparable to similar measures used by other companies.

Illumina, Inc.
Results of Operations - Revenue by Segment
(Dollars in millions)
(unaudited)

	Three Months Ended			Nine Months Ended		
	October 1, 2023	October 2, 2022	% Change	October 1, 2023	October 2, 2022	% Change
Consolidated revenue	\$ 1,119	\$ 1,115	—	\$ 3,382	\$ 3,501	(3)%
Less: Hedge gains	5	16		9	32	
Consolidated revenue, excluding hedge effect	1,114	1,099		3,373	3,469	
Less: Exchange rate effect	4	—		(35)	—	
Consolidated constant currency revenue (a)	<u>\$ 1,110</u>	<u>\$ 1,099</u>	1 %	<u>\$ 3,408</u>	<u>\$ 3,469</u>	(2)%
Core Illumina revenue	\$ 1,106	\$ 1,110	—	\$ 3,341	\$ 3,487	(4)%
Less: Hedge gains	5	16		9	32	
Core Illumina revenue, excluding hedge effect	1,101	1,094		3,332	3,455	
Less: Exchange rate effect	4	—		(35)	—	
Core Illumina constant currency revenue (a)	<u>\$ 1,097</u>	<u>\$ 1,094</u>	—	<u>\$ 3,367</u>	<u>\$ 3,455</u>	(3)%

(a) Constant currency revenue growth, which is a non-GAAP financial measure, is calculated using comparative prior period foreign exchange rates to translate current period revenue, net of the effects of hedges.

Illumina, Inc.
Results of Operations - Revenue by Region
(Dollars in millions)
(unaudited)

	Three Months Ended			Nine Months Ended		
	October 1, 2023	October 2, 2022	% Change	October 1, 2023	October 2, 2022	% Change
AMR revenue - Core Illumina	\$ 650	\$ 592	10 %	\$ 1,879	\$ 1,871	—
Less: Hedge gains	—	—		1	1	
AMR revenue - Core Illumina, excluding hedge effect	650	592		1,878	1,870	
Less: Exchange rate effect	—	—		(3)	—	
AMR constant currency revenue - Core Illumina (a)	<u>\$ 650</u>	<u>\$ 592</u>	10 %	<u>\$ 1,881</u>	<u>\$ 1,870</u>	1 %
AMEA revenue - Core Illumina (b)	\$ 98	\$ 125	(22)%	\$ 335	\$ 418	(20)%
Less: Hedge gains	2	4		5	8	
AMEA revenue - Core Illumina, excluding hedge effect (b)	96	121		330	410	
Less: Exchange rate effect	(2)	—		(13)	—	
AMEA constant currency revenue - Core Illumina (a)(b)	<u>\$ 98</u>	<u>\$ 121</u>	(19)%	<u>\$ 343</u>	<u>\$ 410</u>	(16)%
China revenue - Core Illumina (c)	\$ 98	\$ 133	(26)%	\$ 302	\$ 378	(20)%
Less: Hedge gains	4	—		4	—	
China revenue - Core Illumina, excluding hedge effect (c)	94	133		298	378	
Less: Exchange rate effect	(5)	—		(18)	—	
China constant currency revenue - Core Illumina (a)(c)	<u>\$ 99</u>	<u>\$ 133</u>	(25)%	<u>\$ 316</u>	<u>\$ 378</u>	(16)%
Europe revenue - Core Illumina	\$ 260	\$ 259	—	\$ 825	\$ 820	—
Less: Hedge gains	(1)	11		(2)	23	
Europe revenue - Core Illumina, excluding hedge effect	261	248		827	797	
Less: Exchange rate effect	11	—		(1)	—	
Europe constant currency revenue - Core Illumina (a)	<u>\$ 250</u>	<u>\$ 248</u>	1 %	<u>\$ 828</u>	<u>\$ 797</u>	4 %

All amounts in tables are rounded to the nearest millions, except as otherwise noted. As a result, certain amounts may not recalculate using the rounded amounts provided.

Note: We implemented a new global commercial structure in Q1 2023 to improve operating efficiencies and better align with local markets. We integrated Asia-Pacific and Japan with emerging markets across the Middle East, Africa, Turkey, and Commonwealth of Independent States (CIS). Beginning in Q1 2023 and going forward, we will report regional results for the following regions: Americas, Europe, Greater China and Asia-Pacific, Middle East and Africa (AMEA).

(a) Constant currency revenue growth, which is a non-GAAP financial measure, is calculated using comparative prior period foreign exchange rates to translate current period revenue, net of the effects of hedges.

(b) Region includes revenue from Russia and Turkey.

(c) Region includes revenue from China, Taiwan, and Hong Kong.

Illumina, Inc.
Results of Operations - Non-GAAP
(In millions, except per share amounts)
(unaudited)

TABLE 1: CONSOLIDATED RECONCILIATION BETWEEN GAAP AND NON-GAAP DILUTED (LOSS) EARNINGS PER SHARE:

	Three Months Ended		Nine Months Ended	
	October 1, 2023	October 2, 2022	October 1, 2023	October 2, 2022
GAAP loss per share - diluted	\$ (4.77)	\$ (24.26)	\$ (6.23)	\$ (27.13)
Cost of revenue (b)	0.30	0.29	0.93	0.79
R&D expense (b)	0.02	0.01	0.11	0.01
SG&A expense (b)	(0.15)	(1.22)	0.64	(0.82)
Goodwill and intangible impairment (b)	5.20	24.89	5.19	24.89
Legal contingency and settlement (b)	(0.01)	(0.07)	0.09	3.81
Other expense, net (b)	0.14	0.04	0.23	0.53
GILTI and U.S. foreign tax credits (c)	0.24	0.19	0.40	0.38
Incremental non-GAAP tax expense (d)	(0.65)	0.48	(0.68)	(0.48)
Income tax provision (e)	0.01	—	0.05	0.03
Effect of dilutive shares (f)	—	(0.01)	—	(0.03)
Non-GAAP earnings per share - diluted (a)	\$ 0.33	\$ 0.34	\$ 0.73	\$ 1.98
GAAP diluted shares	158	157	158	157
Non-GAAP dilutive shares (f)	—	2	—	2
Non-GAAP diluted shares	158	159	158	159

TABLE 2: CONSOLIDATED RECONCILIATION BETWEEN GAAP AND NON-GAAP NET (LOSS) INCOME:

	Three Months Ended		Nine Months Ended	
	October 1, 2023	October 2, 2022	October 1, 2023	October 2, 2022
GAAP net loss	\$ (754)	\$ (3,816)	\$ (986)	\$ (4,265)
Cost of revenue (b)	48	46	147	124
R&D expense (b)	3	1	17	1
SG&A expense (b)	(24)	(191)	102	(129)
Goodwill and intangible impairment (b)	821	3,914	821	3,914
Legal contingency and settlement (b)	(1)	(11)	14	598
Other expense, net (b)	22	7	36	83
GILTI and U.S. foreign tax credits (c)	38	30	63	60
Incremental non-GAAP tax expense (d)	(102)	74	(108)	(77)
Income tax provision (e)	1	—	9	5
Non-GAAP net income (a)	52	54	115	314
Add: interest expense on convertible notes, net of tax (g)	—	1	—	1
Non-GAAP net income for diluted earnings per share	\$ 52	\$ 55	\$ 115	\$ 315

All amounts in tables are rounded to the nearest millions, except as otherwise noted. As a result, certain amounts may not recalculate using the rounded amounts provided.

(a) Non-GAAP net income and diluted earnings per share exclude the effects of the pro forma adjustments as detailed above. Non-GAAP net income and diluted earnings per share are key components of the financial metrics utilized by the company's board of directors to measure, in part, management's performance and determine significant elements of management's compensation. Management has excluded the effects of these items in these measures to assist investors in analyzing and assessing our past and future operating performance.

(b) Refer to the Itemized Reconciliations between GAAP and Non-GAAP Results of Operations for the components of these amounts.

(c) Amounts represent the impact of GRAIL pre-acquisition net operating losses on GILTI and the utilization of U.S. foreign tax credits.

(d) Incremental non-GAAP tax expense reflects the tax impact of the non-GAAP adjustments listed.

(e) Amounts represent the difference between book and tax accounting related to stock-based compensation cost.

(f) In loss periods, GAAP basic loss per share and diluted loss per share are identical since the effect of potentially dilutive shares is anti-dilutive and therefore excluded. For non-GAAP diluted earnings per share, the impact of potentially dilutive shares from our convertible senior notes and equity awards is included and is calculated based on the sum of weighted-average common shares and potentially dilutive shares outstanding during Q3 2022 and YTD 2022.

(g) Amount represents interest expense on the 2023 Convertible Senior Notes, net of any income tax effects, which is added back to the numerator used to calculate non-GAAP diluted earnings per share, for purposes of the if-converted method, as it would have a dilutive effect on the calculation of non-GAAP diluted earnings per share.

Illumina, Inc.
Results of Operations - Non-GAAP (continued)
(Dollars in millions)
(unaudited)

TABLE 3: ITEMIZED RECONCILIATION BETWEEN GAAP AND NON-GAAP RESULTS OF OPERATIONS AS A PERCENT OF REVENUE:

	Three Months Ended					
	October 1, 2023					
	Core Illumina		GRAIL	Eliminations	Consolidated	
GAAP gross profit (loss) (b)	\$ 715	64.7 %	\$ (27)	\$ (4)	\$ 684	61.1 %
Amortization of acquired intangible assets	14	1.2 %	33	—	47	4.2 %
Restructuring (g)	1	0.1 %	—	—	1	0.1 %
Non-GAAP gross profit (a)	\$ 730	66.0 %	\$ 6	\$ (4)	\$ 732	65.4 %
GAAP R&D expense	\$ 238	21.5 %	\$ 79	\$ (2)	\$ 315	28.1 %
Restructuring (g)	(3)	(0.3)%	—	—	(3)	(0.3)%
Non-GAAP R&D expense	\$ 235	21.2 %	\$ 79	\$ (2)	\$ 312	27.8 %
GAAP SG&A expense	\$ 216	19.5 %	\$ 87	\$ —	\$ 303	27.0 %
Amortization of acquired intangible assets	—	—	(1)	—	(1)	(0.1)%
Contingent consideration liabilities (c)	110	9.9 %	—	—	110	9.8 %
Acquisition-related expenses (d)	(27)	(2.3)%	(3)	—	(30)	(2.6)%
Restructuring (g)	(54)	(4.9)%	(1)	—	(55)	(4.9)%
Proxy contest	1	0.1 %	—	—	1	0.1 %
Non-GAAP SG&A expense	\$ 246	22.3 %	\$ 82	\$ —	\$ 328	29.3 %
GAAP goodwill and intangible impairment	\$ —	—	\$ 821	\$ —	\$ 821	73.4 %
Goodwill impairment (i)	—	—	(712)	—	(712)	(63.6)%
Intangible (IPR&D) impairment (i)	—	—	(109)	—	(109)	(9.8)%
Non-GAAP goodwill and intangible impairment	\$ —	—	\$ —	\$ —	\$ —	—
GAAP legal contingency and settlement	\$ (1)	(0.2)%	\$ —	\$ —	\$ (1)	(0.1)%
Legal contingency and settlement (h)	1	0.2 %	—	—	1	0.1 %
Non-GAAP legal contingency and settlement	\$ —	—	\$ —	\$ —	\$ —	—
GAAP operating profit (loss)	\$ 262	23.7 %	\$ (1,015)	\$ (1)	\$ (754)	(67.3)%
Cost of revenue	15	1.3 %	33	—	48	4.3 %
R&D costs	3	0.4 %	—	—	3	0.3 %
SG&A costs	(30)	(2.7)%	6	—	(24)	(2.3)%
Goodwill and intangible impairment	—	—	821	—	821	73.4 %
Legal contingency and settlement	(1)	(0.2)%	—	—	(1)	(0.1)%
Non-GAAP operating profit (loss) (a)	\$ 249	22.5 %	\$ (155)	\$ (1)	\$ 93	8.3 %
GAAP other (expense) income, net	\$ (33)	(3.0)%	\$ 5	\$ —	\$ (28)	(2.6)%
Strategic investment related loss, net (e)	19	1.8 %	—	—	19	1.8 %
Gain on Helix contingent value right (f)	(5)	(0.5)%	—	—	(5)	(0.4)%
Unrealized foreign currency loss on EC fine (j)	8	0.7 %	—	—	8	0.7 %
Non-GAAP other (expense) income, net (a)	\$ (11)	(1.0)%	\$ 5	\$ —	\$ (6)	(0.5)%

All amounts in tables are rounded to the nearest millions, except as otherwise noted. As a result, certain amounts may not recalculate using the rounded amounts provided. Percentages of revenue are calculated based on the revenue of the respective segment.

Illumina, Inc.
Results of Operations - Non-GAAP (continued)
(Dollars in millions)
(unaudited)

TABLE 3 (CONTINUED): ITEMIZED RECONCILIATION BETWEEN GAAP AND NON-GAAP RESULTS OF OPERATIONS AS A PERCENT OF REVENUE:

	Three Months Ended					
	October 2, 2022					
	Core Illumina		GRAIL	Eliminations	Consolidated	
GAAP gross profit (loss) (b)	\$ 753	67.9 %	\$ (32)	\$ (4)	\$ 717	64.3 %
Amortization of acquired intangible assets	12	1.0 %	33	—	46	4.1 %
Non-GAAP gross profit (a)	<u>\$ 765</u>	<u>68.9 %</u>	<u>\$ 1</u>	<u>\$ (4)</u>	<u>\$ 763</u>	<u>68.4 %</u>
GAAP R&D expense	\$ 253	22.8 %	\$ 74	\$ (2)	\$ 325	29.1 %
Acquisition-related expenses (d)	(1)	(0.1)	—	—	(1)	—
Non-GAAP R&D expense	<u>\$ 252</u>	<u>22.7 %</u>	<u>\$ 74</u>	<u>\$ (2)</u>	<u>\$ 324</u>	<u>29.1 %</u>
GAAP SG&A expense	\$ 66	5.9 %	\$ 81	\$ (1)	\$ 146	13.1 %
Amortization of acquired intangible assets	—	—	(1)	—	(1)	(0.1)%
Contingent consideration liabilities (c)	219	19.7 %	—	—	219	19.6 %
Acquisition-related expenses (d)	(23)	(2.1)%	(5)	—	(28)	(2.5)%
Non-GAAP SG&A expense	<u>\$ 262</u>	<u>23.6 %</u>	<u>\$ 75</u>	<u>\$ (1)</u>	<u>\$ 336</u>	<u>30.1 %</u>
GAAP legal contingency and settlement	\$ (11)	(1.0)%	\$ —	\$ —	\$ (11)	(1.0)%
Legal contingency and settlement (h)	11	1.0 %	—	—	11	1.0 %
Non-GAAP legal contingency and settlement	<u>\$ —</u>	<u>—</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>—</u>
GAAP goodwill and intangible impairment	\$ —	—	\$ 3,914	\$ —	\$ 3,914	351.0 %
Goodwill impairment (i)	—	—	(3,914)	—	(3,914)	(351.0)%
Non-GAAP goodwill and intangible impairment	<u>\$ —</u>	<u>—</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>—</u>
GAAP operating profit (loss)	\$ 445	40.1 %	\$ (4,101)	\$ (1)	\$ (3,657)	(327.9)%
Cost of revenue	12	1.0 %	33	—	46	4.1 %
R&D costs	1	0.1 %	—	—	1	—
SG&A costs	(196)	(17.5)%	6	—	(191)	(17.0)%
Legal contingency and settlement	(11)	(1.0)%	—	—	(11)	(1.0)%
Goodwill impairment	—	—	3,914	—	3,914	351.0 %
Non-GAAP operating profit (loss) (a)	<u>\$ 251</u>	<u>22.6 %</u>	<u>\$ (148)</u>	<u>\$ (1)</u>	<u>\$ 102</u>	<u>9.2 %</u>
GAAP other (expense) income, net	\$ (15)	(1.4)%	\$ 1	\$ —	\$ (15)	(1.3)%
Strategic investment related loss, net (e)	2	0.2 %	—	—	2	0.2 %
Loss on Helix contingent value right (f)	5	0.5 %	—	—	5	0.4 %
Non-GAAP other (expense) income, net (a)	<u>\$ (8)</u>	<u>(0.7)%</u>	<u>\$ 1</u>	<u>\$ —</u>	<u>\$ (8)</u>	<u>(0.7)%</u>

All amounts in tables are rounded to the nearest millions, except as otherwise noted. As a result, certain amounts may not recalculate using the rounded amounts provided. Percentages of revenue are calculated based on the revenue of the respective segment.

Illumina, Inc.
Results of Operations - Non-GAAP (continued)
(Dollars in millions)
(unaudited)

TABLE 3 (CONTINUED): ITEMIZED RECONCILIATION BETWEEN GAAP AND NON-GAAP RESULTS OF OPERATIONS AS A PERCENT OF REVENUE:

	Nine Months Ended					
	October 1, 2023					
	Core Illumina		GRAIL	Eliminations	Consolidated	
GAAP gross profit (loss) (b)	\$ 2,161	64.7 %	\$ (77)	\$ (14)	\$ 2,070	61.2 %
Amortization of acquired intangible assets	43	1.3 %	100	—	143	4.3 %
Restructuring (g)	4	0.1 %	—	—	4	0.1 %
Non-GAAP gross profit (a)	\$ 2,208	66.1 %	\$ 23	\$ (14)	\$ 2,217	65.6 %
GAAP R&D expense	\$ 771	23.1 %	\$ 254	\$ (12)	\$ 1,013	30.0 %
Acquisition-related expenses (d)	(1)	—	—	—	(1)	—
Restructuring (g)	(16)	(0.6)%	—	—	(16)	(0.5)%
Non-GAAP R&D expense	\$ 754	22.5 %	\$ 254	\$ (12)	\$ 996	29.5 %
GAAP SG&A expense	\$ 857	25.7 %	\$ 271	\$ (1)	\$ 1,127	33.3 %
Amortization of acquired intangible assets	(1)	—	(3)	—	(4)	(0.1)%
Contingent consideration liabilities (c)	82	2.5 %	—	—	82	2.3 %
Acquisition-related expenses (d)	(64)	(1.9)%	(11)	—	(75)	(2.1)%
Restructuring (g)	(72)	(2.3)%	(3)	—	(75)	(2.2)%
Proxy contest	(29)	(0.9)%	—	—	(29)	(0.9)%
Non-GAAP SG&A expense	\$ 773	23.1 %	\$ 254	\$ (1)	\$ 1,026	30.3 %
GAAP goodwill and intangible impairment	\$ —	—	\$ 821	\$ —	\$ 821	24.3 %
Goodwill impairment (i)	—	—	(712)	—	(712)	(21.1)%
Intangible (IPR&D) impairment (i)	—	—	(109)	—	(109)	(3.2)%
Non-GAAP goodwill and intangible impairment	\$ —	—	\$ —	\$ —	\$ —	—
GAAP legal contingency and settlement	\$ 14	0.4 %	\$ —	\$ —	\$ 14	0.4 %
Legal contingency and settlement (h)	(14)	(0.4)%	—	—	(14)	(0.4)%
Non-GAAP legal contingency and settlement	\$ —	—	\$ —	\$ —	\$ —	—
GAAP operating profit (loss)	\$ 519	15.5 %	\$ (1,424)	\$ —	\$ (905)	(26.8)%
Cost of revenue	47	1.4 %	100	—	147	4.4 %
R&D costs	17	0.5 %	—	—	17	0.5 %
SG&A costs	84	2.6 %	18	—	102	3.0 %
Goodwill and intangible impairment	—	—	821	—	821	24.3 %
Legal contingency and settlement	14	0.4 %	—	—	14	0.4 %
Non-GAAP operating profit (loss) (a)	\$ 681	20.4 %	\$ (485)	\$ —	\$ 196	5.8 %
GAAP other (expense) income, net	\$ (53)	(1.6)%	\$ 8	\$ —	\$ (45)	(1.3)%
Strategic investment related loss, net (e)	36	1.1 %	—	—	36	1.0 %
Gain on Helix contingent value right (f)	(8)	(0.2)%	—	—	(8)	(0.2)%
Unrealized foreign currency loss on EC fine (j)	8	0.2 %	—	—	8	0.2 %
Non-GAAP other (expense) income, net (a)	\$ (17)	(0.5)%	\$ 8	\$ —	\$ (9)	(0.3)%

All amounts in tables are rounded to the nearest millions, except as otherwise noted. As a result, certain amounts may not recalculate using the rounded amounts provided. Percentages of revenue are calculated based on the revenue of the respective segment.

Illumina, Inc.
Results of Operations - Non-GAAP (continued)
(Dollars in millions)
(unaudited)

TABLE 3 (CONTINUED): ITEMIZED RECONCILIATION BETWEEN GAAP AND NON-GAAP RESULTS OF OPERATIONS AS A PERCENT OF REVENUE:

	Nine Months Ended					
	October 2, 2022					
	Core Illumina		GRAIL	Eliminations	Consolidated	
GAAP gross profit (loss) (b)	\$ 2,405	69.0 %	\$ (91)	\$ (14)	\$ 2,300	65.7 %
Amortization of acquired intangible assets	24	0.7 %	101	—	124	3.5 %
Non-GAAP gross profit (a)	<u>\$ 2,429</u>	<u>69.7 %</u>	<u>\$ 10</u>	<u>\$ (14)</u>	<u>\$ 2,424</u>	<u>69.2 %</u>
GAAP R&D expense	\$ 740	21.2 %	\$ 245	\$ (10)	\$ 975	27.8 %
Acquisition-related expenses (d)	(1)	—	—	—	(1)	— %
Non-GAAP R&D expense	<u>\$ 739</u>	<u>21.2 %</u>	<u>\$ 245</u>	<u>\$ (10)</u>	<u>\$ 974</u>	<u>27.8 %</u>
GAAP SG&A expense	\$ 656	18.8 %	\$ 210	\$ (1)	\$ 865	24.7 %
Amortization of acquired intangible assets	(1)	—	(3)	—	(4)	(0.1)%
Contingent consideration liabilities (c)	230	6.6 %	—	—	230	6.6 %
Acquisition-related expenses (d)	(86)	(2.5)%	(9)	—	(96)	(2.8)%
Non-GAAP SG&A expense	<u>\$ 799</u>	<u>22.9 %</u>	<u>\$ 198</u>	<u>\$ (1)</u>	<u>\$ 995</u>	<u>28.4 %</u>
GAAP legal contingency and settlement	\$ 598	17.1 %	\$ —	\$ —	\$ 598	17.1 %
Legal contingency and settlement (h)	(598)	(17.1)%	—	—	(598)	(17.1)%
Non-GAAP legal contingency and settlement	<u>\$ —</u>	<u>—</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>—</u>
GAAP goodwill and intangible impairment	\$ —	—	\$ 3,914	\$ —	\$ 3,914	111.8 %
Goodwill impairment (i)	—	—	(3,914)	—	(3,914)	(111.8)%
Non-GAAP goodwill and intangible impairment	<u>\$ —</u>	<u>—</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>—</u>
GAAP operating profit (loss)	\$ 411	11.8 %	\$ (4,460)	\$ (3)	\$ (4,052)	(115.7)%
Cost of revenue	24	0.7 %	101	—	124	3.5 %
R&D costs	1	—	—	—	1	— %
SG&A costs	(143)	(4.0)%	12	—	(129)	(3.7)%
Legal contingency and settlement	598	17.1 %	—	—	598	17.1 %
Goodwill impairment	—	—	3,914	—	3,914	111.8 %
Non-GAAP operating profit (loss) (a)	<u>\$ 891</u>	<u>25.6 %</u>	<u>\$ (433)</u>	<u>\$ (3)</u>	<u>\$ 456</u>	<u>13.0 %</u>
GAAP other (expense) income, net	\$ (117)	(3.4)%	\$ 1	\$ —	\$ (116)	(3.3)%
Strategic investment related loss, net (e)	75	2.2 %	—	—	75	2.2 %
Loss on Helix contingent value right (f)	8	0.2 %	—	—	8	0.2 %
Non-GAAP other (expense) income, net (a)	<u>\$ (34)</u>	<u>(1.0)%</u>	<u>\$ 1</u>	<u>\$ —</u>	<u>\$ (33)</u>	<u>(0.9)%</u>

All amounts in tables are rounded to the nearest millions, except as otherwise noted. As a result, certain amounts may not recalculate using the rounded amounts provided. Percentages of revenue are calculated based on the revenue of the respective segment.

(a) Non-GAAP gross profit, included within non-GAAP operating profit (loss), is a key measure of the effectiveness and efficiency of manufacturing processes, product mix and the average selling prices of our products and services. Non-GAAP operating profit (loss) and non-GAAP other (expense) income, net exclude the effects of the pro forma adjustments as detailed above. Management has excluded the effects of these items in these measures to assist

investors in analyzing and assessing past and future operating performance, including in the non-GAAP measures related to our Core Illumina and GRAIL segments.

(b) Reconciling amounts are recorded in cost of revenue.

(c) Amounts consist primarily of fair value adjustments for our contingent consideration liability related to GRAIL.

(d) Amounts consist primarily of legal expenses related to the acquisition of GRAIL.

(e) Amounts consist primarily of mark-to-market adjustments and impairments from our strategic investments.

(f) Amounts consist of fair value adjustments related to our Helix contingent value right.

(g) Amounts for Q3 2023 consist primarily of lease and other asset impairments and amounts for YTD 2023 consist primarily of employee severance costs and lease and other asset impairments related to restructuring activities.

(h) Amount for Q3 2023 consists of a gain related to a patent litigation settlement. The amount for YTD 2023 also consists of a loss related to a patent litigation settlement in Q1 2023 and an adjustment recorded in Q2 2023 to our accrual for the fine imposed by the European Commission in July 2023. Amounts in YTD 2022 consist of an expense of \$145 million related to the settlement of our litigation with BGI, which includes a gain of \$11 million recorded in Q3 2022 as a result of releasing \$6 million of previously recorded litigation accrual and \$5 million of a gain contingency recognized in Q3 2022. In addition, the amount in YTD 2022 consists of an accrual of \$453 million, recorded in Q2 2022, for the fine imposed by the European Commission.

(i) Amounts for Q3 2023 and YTD 2023 consist of goodwill and IPR&D intangible asset impairments related to our GRAIL segment. Amounts for Q3 2022 and YTD 2022 consist of goodwill impairment related to our GRAIL segment.

(j) Amounts consist of an unrealized mark-to-market loss on hedge entered into in Q3 2023 associated with the EC fine, partially offset by an unrealized gain related to foreign currency balance sheet remeasurement of the EC fine liability.

Illumina, Inc.
Results of Operations - Non-GAAP (continued)
(Dollars in millions)
(unaudited)

TABLE 4: CONSOLIDATED ITEMIZED RECONCILIATION BETWEEN GAAP AND NON-GAAP TAX PROVISION (BENEFIT):

	Three Months Ended		Nine Months Ended	
	October 1, 2023		October 1, 2023	
GAAP tax (benefit) provision	\$	(28) 3.6 %	\$	36 (3.8)%
Incremental non-GAAP tax expense (b)		102		108
Income tax provision (c)		(1)		(9)
GILTI and U.S. foreign tax credits (d)		(38)		(63)
Non-GAAP tax provision (a)	\$	35 39.7 %	\$	72 38.3 %

	Three Months Ended		Nine Months Ended	
	October 2, 2022		October 2, 2022	
GAAP tax provision	\$	144 (4.0)%	\$	97 (2.3)%
Incremental non-GAAP tax expense (b)		(74)		77
Income tax provision (c)		—		(5)
GILTI and U.S. foreign tax credits (d)		(30)		(60)
Non-GAAP tax provision (a)	\$	40 43.2 %	\$	109 25.8 %

(a) Non-GAAP tax provision excludes the effects of the pro forma adjustments as detailed above. Management has excluded the effects of these items in this measure to assist investors in analyzing and assessing past and future operating performance.

(b) Incremental non-GAAP tax expense reflects the tax impact of the non-GAAP adjustments listed in Table 2.

(c) Amounts represent the difference between book and tax accounting related to stock-based compensation cost.

(d) Amounts represent the impact of GRAIL pre-acquisition net operating losses on GILTI and the utilization of U.S. foreign tax credits.

Illumina, Inc.
Reconciliation of Consolidated Non-GAAP Financial Guidance
(unaudited)

Our future performance and financial results are subject to risks and uncertainties, and actual results could differ materially from the guidance set forth below. Some of the factors that could affect our financial results are stated above in this press release. More information on potential factors that could affect our financial results is included from time to time in the public reports filed with the Securities and Exchange Commission, including [Form 10-K](#) for the fiscal year ended January 1, 2023 filed with the SEC on February 17, 2023, [Form 10-Q](#) for the fiscal quarter ended April 2, 2023, and [Form 10-Q](#) for the fiscal quarter ended July 2, 2023. We assume no obligation to update any forward-looking statements or information.

TABLE 5: RECONCILIATION BETWEEN GAAP AND NON-GAAP DILUTED (LOSS) EARNINGS PER SHARE GUIDANCE:

	Fiscal Year 2023
Consolidated GAAP diluted loss per share	\$(6.67) - \$(6.57)
Amortization of acquired intangible assets	1.23
Goodwill and intangible impairment (b)	5.15
Legal contingency and settlement (c)	0.09
Acquisition-related expenses (d)	0.48
Strategic investment related loss, net (e)	0.22
Gain on Helix contingent value right (f)	(0.05)
Unrealized foreign currency loss on EC fine (g)	0.05
Restructuring (h)	0.59
Contingent consideration liabilities (i)	(0.51)
GILTI and U.S. foreign tax credits (j)	0.41
Incremental non-GAAP tax expense (k)	(0.63)
Income tax provision (l)	0.06
Proxy contest	0.18
Consolidated non-GAAP diluted earnings per share (a)	\$0.60 - \$0.70

(a) Non-GAAP diluted earnings per share excludes the effects of the pro forma adjustments as detailed above. Non-GAAP diluted earnings per share is a key component of the financial metrics utilized by the company's board of directors to measure, in part, management's performance and determine significant elements of management's compensation. Management has excluded the effects of these items in this measure to assist investors in analyzing and assessing our past and future operating performance.

(b) Amount consists of goodwill and IPR&D intangible asset impairments related to our GRAIL segment recognized in Q3 2023.

(c) Amount consists of a gain related to a patent litigation settlement in Q3 2023, an adjustment in Q2 2023 to our accrual for the fine imposed by the European Commission and a loss related to a patent litigation settlement in Q1 2023.

(d) Amount consists primarily of legal expenses incurred through Q3 2023 related to the acquisition of GRAIL.

(e) Amount consists primarily of mark-to-market adjustments and impairments recognized through Q3 2023 on our strategic investments.

(f) Amount consists of fair value adjustments recognized through Q3 2023 on our Helix contingent value right.

(g) Amount consists of an unrealized mark-to-market loss on hedge entered into in Q3 2023 associated with the EC fine, partially offset by an unrealized gain related to foreign currency balance sheet remeasurement of the EC fine liability.

(h) Amount consists primarily of employee severance costs and lease and other asset impairments incurred through Q3 2023 related to restructuring activities.

(i) Amount consists primarily of fair value adjustments recognized through Q3 2023 for our contingent consideration liability related to GRAIL.

(j) Amount represents the impact of GRAIL pre-acquisition net operating losses on GILTI and the utilization of U.S. foreign tax credits.

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

(l) Amount represents the difference between book and tax accounting related to stock-based compensation cost recognized through Q3 2023.

Illumina, Inc.
Reconciliation of Non-GAAP Financial Guidance
(unaudited)

Our future performance and financial results are subject to risks and uncertainties, and actual results could differ materially from the guidance set forth below. Some of the factors that could affect our financial results are stated above in this press release. More information on potential factors that could affect our financial results is included from time to time in the public reports filed with the Securities and Exchange Commission, including [Form 10-K](#) for the fiscal year ended January 1, 2023 filed with the SEC on February 17, 2023, [Form 10-Q](#) for the fiscal quarter ended April 2, 2023, and [Form 10-Q](#) for the fiscal quarter ended July 2, 2023. We assume no obligation to update any forward-looking statements or information.

TABLE 6: RECONCILIATION BETWEEN GAAP AND NON-GAAP OPERATING MARGIN GUIDANCE:

	FY 2023
Consolidated GAAP operating margin	(21.7%) - (21.2%)
Amortization of acquired intangible assets	4.4
Acquisition-related expenses (b)	1.7
Contingent consideration liabilities (c)	(1.8)
Restructuring (d)	2.1
Proxy contest	0.7
Goodwill and intangible impairment (e)	18.4
Legal contingency and settlement (f)	0.2
Consolidated non-GAAP operating margin (a)	<u>4.0% - 4.5%</u>

	FY 2023
Core Illumina GAAP operating margin	15.0% - 15.5%
Amortization of acquired intangible assets	1.3
Acquisition-related expenses (b)	1.5
Contingent consideration liabilities (c)	(1.9)
Restructuring (d)	2.1
Proxy contest	0.7
Legal contingency and settlement (f)	0.3
Core Illumina non-GAAP operating margin (a)	<u>19.0% - 19.5%</u>

(a) Non-GAAP operating margin excludes the effects of the pro forma adjustments as detailed above. Management has excluded the effects of these items in this measure to assist investors in analyzing and assessing past and future operating performance, including in the non-GAAP measure related to our Core Illumina segment.

(b) Amounts consist primarily of legal expenses incurred through Q3 2023 related to the acquisition of GRAIL.

(c) Amounts consist primarily of fair value adjustments recognized through Q3 2023 for our contingent consideration liability related to GRAIL.

(d) Amounts consist primarily of employee severance costs and lease and other asset impairments incurred through Q3 2023 related to restructuring activities.

(e) Amount consists of goodwill and IPR&D intangible asset impairments related to our GRAIL segment recognized in Q3 2023.

(f) Amounts consist of a gain related to a patent litigation settlement in Q3 2023, an adjustment in Q2 2023 to our accrual for the fine imposed by the European Commission and a loss related to a patent litigation settlement in Q1 2023.

Illumina, Inc.
Reconciliation of Non-GAAP Financial Guidance (continued)
(unaudited)

TABLE 7: RECONCILIATION BETWEEN GRAIL GAAP AND NON-GAAP OPERATING LOSS GUIDANCE:

	FY 2023
GRAIL GAAP operating loss	\$ (1,634)
Amortization of acquired intangible assets	138
Acquisition-related expenses (b)	12
Restructuring (c)	3
Goodwill and intangible impairment (d)	821
GRAIL non-GAAP operating loss (a)	<u><u>\$ (660)</u></u>

(a) Non-GAAP operating loss excludes the effects of the pro forma adjustments as detailed above. Management has excluded the effects of these items in this measure to assist investors in analyzing and assessing past and future operating performance related to the GRAIL segment.

(b) Amount consists primarily of legal expenses incurred through Q3 2023 related to the acquisition of GRAIL.

(c) Amount consists of employee severance costs incurred through Q3 2023 related to restructuring activities.

(d) Amount consists of goodwill and IPR&D intangible asset impairments related to our GRAIL segment recognized in Q3 2023.

Illumina, Inc.
Reconciliation of Non-GAAP Financial Guidance (continued)
(unaudited)

TABLE 8: RECONCILIATION BETWEEN GAAP AND NON-GAAP TAX RATE GUIDANCE:

	Fiscal Year 2023
Consolidated GAAP tax rate	(4)%
Non-GAAP tax adjustments (a)	43
Consolidated non-GAAP tax rate	39 %

(a) Non-GAAP tax adjustments reflect the tax impact related to the non-GAAP adjustments listed above in our "Reconciliation Between GAAP and Non-GAAP Diluted (Loss) Earnings Per Share Guidance." Management has excluded the effect of these items in this measure to assist investors in analyzing and assessing past and future operating performance.