Q2 2026 Financial Results

July 28, 2026

Nasdaq: NEO

Safe Harbor Statements

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This presentation includes forward-looking statements. These forward-looking statements generally can be identified by the use of words such as “anticipate,” “expect,” “plan,” “could,” “would,” “may,” “will,” “believe,” “estimate,” “forecast,” “goal,” “project,” “guidance,” “plan,” “potential” and other words of similar meaning, although not all forward-looking statements include these words. These forward-looking statements address various matters, including the Company’s strategy, planned future operations and related expectations with respect to timing and performance, future financial position, future revenues, growth potential and expected growth drivers, projected costs and capital expenditures, prospects and plans, estimates of market size and position, and objectives of management. Each forward-looking statement contained in this presentation is subject to a number of risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statement. Applicable risks and uncertainties include, among others, the Company’s ability to identify and implement appropriate financial and operational initiatives to execute on its strategic priorities, to enter new markets and increase market share in both current and new markets, to develop and commercialize new types of tests and to achieve projected increases in test adoption, to execute on its long-range strategic priorities and to otherwise implement its business plans, as well as general market conditions and competitive dynamics and the risks identified under the heading “Risk Factors” contained in the Company's Annual Report on Form 10-K for the year ended December 31, 2025, and filed with the SEC on February 17, 2026, as well as subsequently filed Quarterly Reports on Form 10-Q and the Company's other filings with the Securities and Exchange Commission. We caution investors not to place undue reliance on the forward-looking statements contained in this presentation. You are encouraged to read our filings with the SEC, available at www.sec.gov and on our website at www.neogenomics.com, for a discussion of these and other risks and uncertainties. The forward-looking statements in this presentation speak only as of the date of this presentation (unless another date is indicated), and we undertake no obligation to update or revise any of these statements. Our business is subject to substantial risks and uncertainties, including those referenced above. Investors, potential investors, and others should give careful consideration to these risks and uncertainties.

Information contained in this presentation concerning our industry and the markets in which we operate, including our general expectations and market position, market opportunity and market size, is based on information from various sources, on assumptions that we have made that are based on such information and other similar sources and on our knowledge of, and expectations about, the markets for our service offerings. This information involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

In order to provide greater transparency regarding our operating performance, the financial results and financial guidance in this presentation refer to certain non-GAAP financial measures, such as adjusted EBITDA, adjusted EBITDA margin, adjusted gross margin and adjusted gross profit, that involve adjustments to GAAP results. These non-GAAP financial measures exclude certain income and/or expense items that management believes are not directly attributable to the Company’s core operating results and/or certain items that are inconsistent in amounts and frequency, making it difficult to perform a meaningful evaluation of our current or past operating performance. Management believes that the presentation of operating results using non-GAAP financial measures provides useful supplemental information to investors by facilitating the analysis of the Company’s core test-level operating results across reporting periods. These non-GAAP financial measures may also assist investors in evaluating future prospects. Management also uses non-GAAP financial measures for financial and operational decision making, planning and forecasting purposes and to manage the business. These non-GAAP financial measures do not replace the presentation of financial information in accordance with U.S. GAAP financial results, should not be considered measures of liquidity, and are unlikely to be comparable to non-GAAP financial measures provided by other companies. The Company has provided reconciliations of such non-GAAP financial measures to their most directly comparable financial measures calculated in accordance with GAAP. Investors are encouraged to review the related GAAP financial measures and reconciliations of the non-GAAP financial measures to their most directly comparable GAAP financial measures set forth in this presentation.

NEO GENOMICS

NEO GENOMICS

Mission

We take cancer personally.

We partner with physicians to deliver actionable insights that guide personalized treatment decisions and improve outcomes – through a comprehensive oncology portfolio, integrated customer solutions, and an unwavering commitment to excellence.

Vision

A world where every cancer treatment decision is as **personal as the patient**.

NEO: Investment Thesis

Positioned to lead in precision oncology

Pure-play oncology solutions provider

Focused commercial engine drives rapid adoption

$20B+ MRD market entry

RaDaR ST launch opens a fast-growing solid-tumor MRD segment

Hematology leadership

Lab consolidation drives testing volume with NEO

Partner of choice

Broadest test menu across the cancer care continuum

Community oncology focus

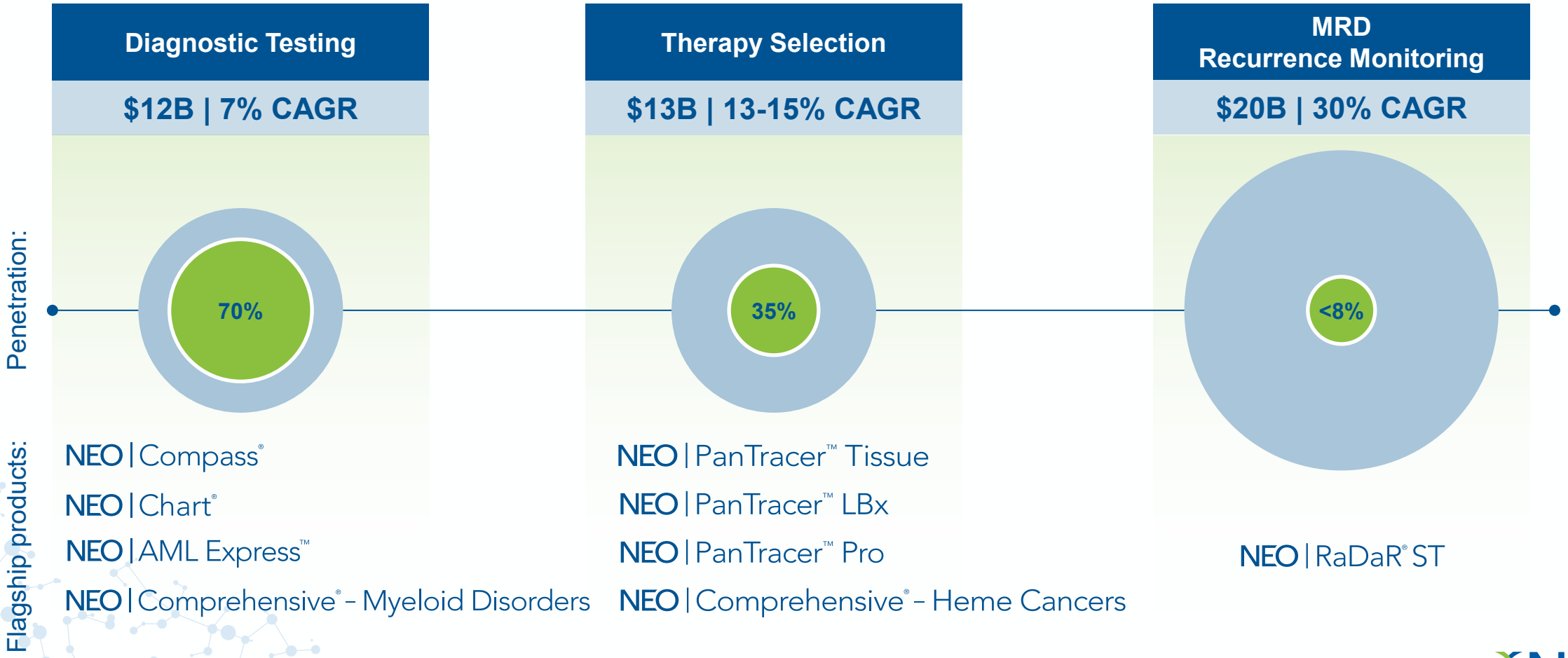
Differentiated from large reference labs and specialty diagnostic companies

Proven financial momentum

Double-digit YOY revenue growth and positive AEBITDA

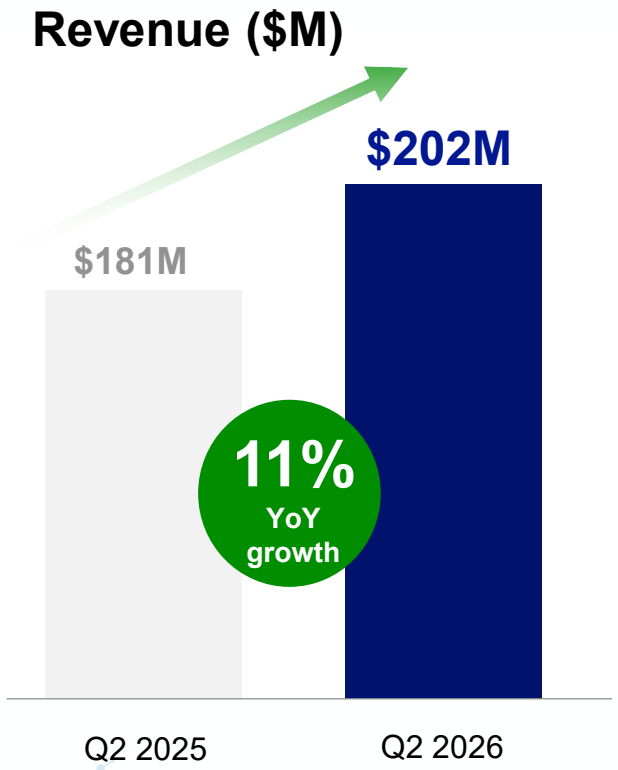
NEO GENOMICS

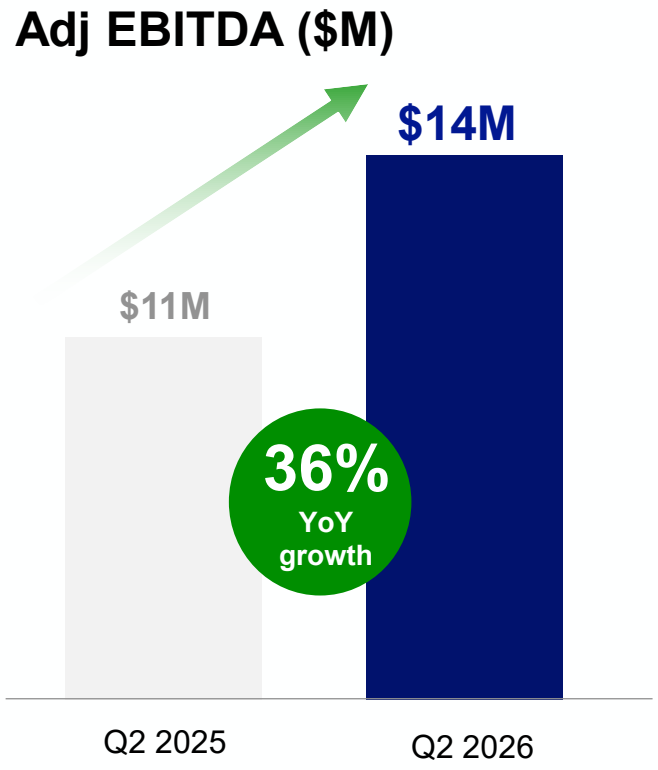
One Provider from Diagnosis to Recurrence Monitoring



Sources: SEER, NCCN, NHS, NSF, NIH, UN, WHO, Precedence Research, primary market research, Precision for Medicine analysis, NEO internal estimates. All figures are approximations. For illustrative purposes only.

Strong Revenue and Adjusted EBITDA Growth





Quarterly financial information is unaudited. Growth corresponds to prior year period. Adjusted EBITDA is a non-GAAP financial measure. See Adjusted EBITDA slide in the appendix for a reconciliation to net loss, the most directly comparable financial measure calculated in accordance with GAAP.

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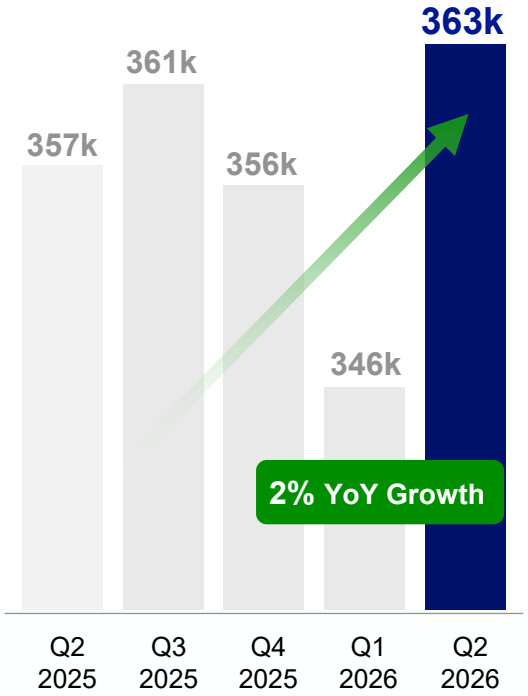
Clinical Performance Drives Growth

Clinical Revenue

Revenue per Test

Volume (tests)



Quarterly financial information is unaudited. Growth corresponds to prior year period.

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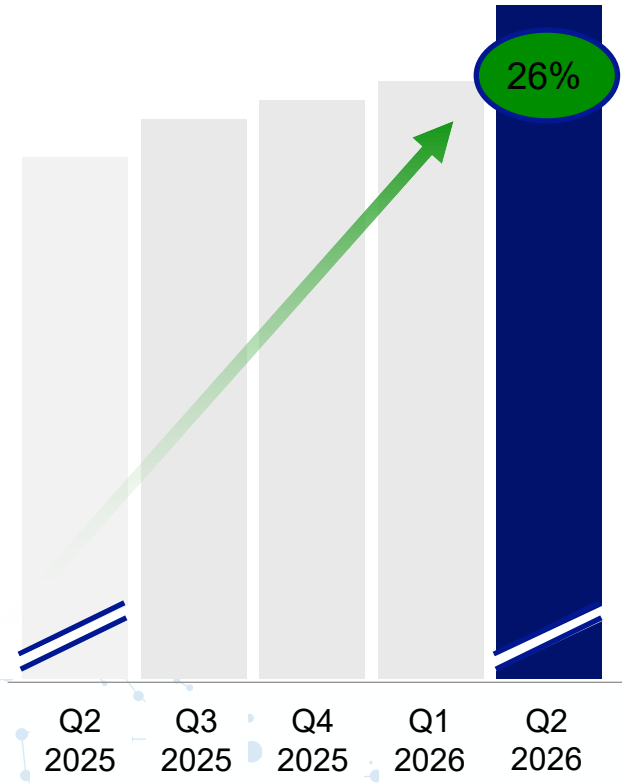
NGS is the Performance Catalyst

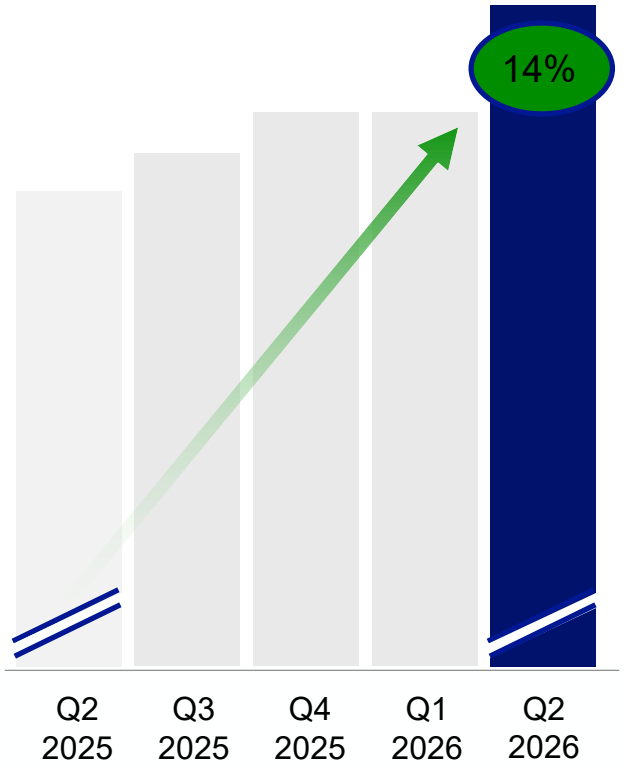
+26% NGS Revenue

Expect mid-twenties YoY revenue growth in 2026



+14% NGS Volume

Expect mid-teens YoY volume growth in 2026



NGS Revenue
~1/3
of Clinical Revenue

NGS Volume
~10%
of Clinical Volume in Q2

Large NGS Panel
>20%
Volume Growth

Quarterly financial information is unaudited. Growth corresponds to prior year period. Charts are for illustrative purposes only.

NEO GENOMICS

Winning in the Community Setting

~80% of cancer patients are treated in the community — where NeoGenomics is focused

GUIDELINE DRIVEN PORTFOLIO

500+ tests

Covering Diagnostic, Therapy Selection & MRD continuum of care

40% of active providers order 5+ Neo tests

MARKET LEADERSHIP[1]

>25%

Heme market share

200+ tests — diagnosis, therapy selection, and MRD

SERVICE EXCELLENCE[2]

NPS 78

Heme NGS published TAT reduction

14 days → 8–11 days

>20% faster published TAT

Epic Aura Early integrations emphasizes revenue growth potential associated with Epic

1. Based on NeoGenomics internal estimates
2. Based on NPS study commissioned June 2026

NEO GENOMICS

RaDaR® ST: A Strategic Growth Engine in MRD

Tapping into the large, nascent, and rapidly growing MRD market for cancer recurrence monitoring

TOTAL ADDRESSABLE MARKET COVERAGE[1]

- HPV- Head & Neck
- Subset of Breast
- 3 Pending Submissions

→ Access to **>40%** of MRD TAM

Early Launch Insights[2] – Expanding Indications Drive Revenue Growth

Concurrent attachment rate
Pull-through of NEO portfolio

In-indication order rate
Demand landing on approved indications

Medicare coverage[3]
Reimbursement already in place

1. Neo Estimates. TAM estimates reflect revenue opportunity.
2. Orders from launch through July 10, 2026.
3. Approximately one-third of orders across all indications are for patients with Medicare coverage

NEO GENOMICS

Sharpening our Commercial Focus

Reorganized commercial team focused on Pathology and Oncology

160+ targeted commercial representatives — on track to grow by Q3 2026

Building the Oncology Sales Specialist team ahead of additional RaDaR ST reimbursement approvals

Pathology

Dedicated ecosystem — core pathology business

Oncology

Dedicated ecosystem — MRD & therapy-selection growth

Each ecosystem includes dedicated Marketing, Medical Science Liaison & support functions

Why the new structure

- Simplifies execution
- Strengthens accountability
- Sustains growth across both businesses

Looking ahead – Investment considerations

- Overall market penetration, reach and frequency
- Reimbursed MRD indications & new products
- Progress with commercial payors

Lab of the Future – Modernizing our Infrastructure

Six integrated initiatives to drive gross margin expansion

01

Digital pathology

Whole-slide imaging and digital diagnostic workflows

02

Automation & AI

Automated processing and AI-assisted analysis

03

Instrument platform upgrades

Next-generation sequencing and analyzer platforms

04

NEO LIMS implementation

Unified laboratory information management system

05

Strategic procurement savings

Optimized sourcing and supplier contracts

06

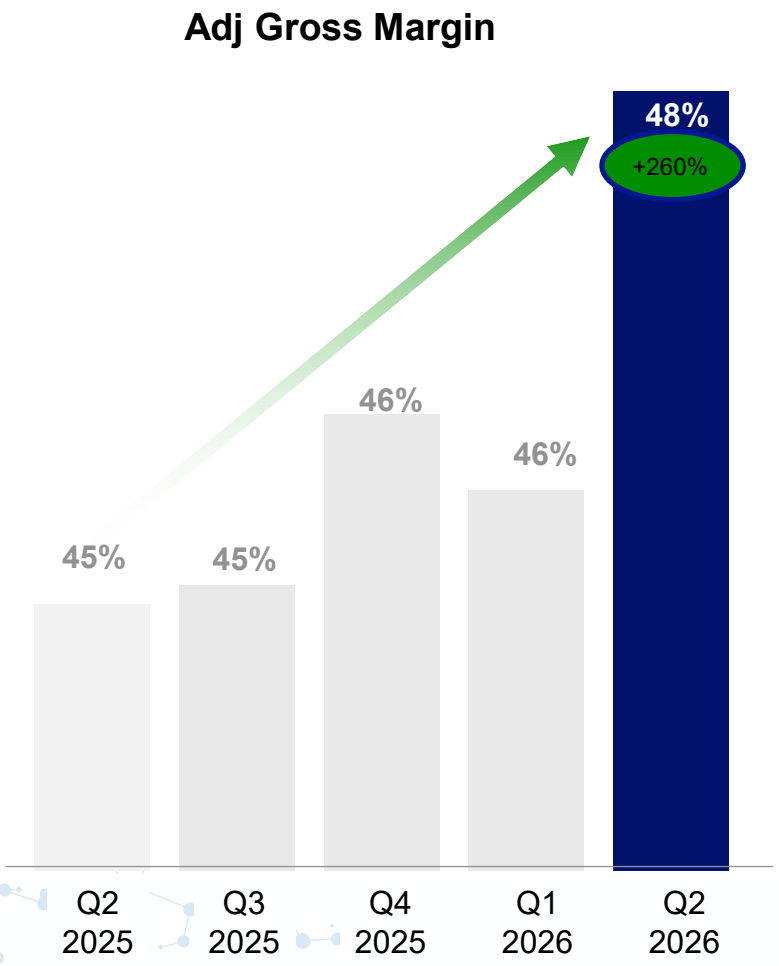
Lab footprint optimization

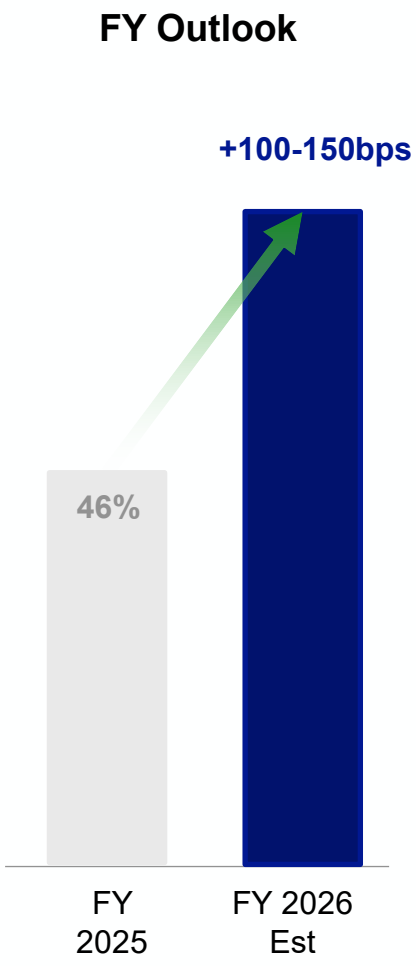
Streamlined, efficient lab space and layout

NEO GENOMICS

Adjusted Gross Margin Expanded 260bps in Q2

We expect 100-150bps of adjusted GM expansion for full year 2026





Q2 Gross Margin
~260 bps
AUP + Lab of the Future

FY Outlook
~100-150 bps
Robust Margin Expansion

Adjusted gross profit and adjusted gross profit margin are non-GAAP financial measures. See adjusted gross profit and adjusted gross profit margin slide in the appendix for reconciliations to gross profit and gross profit margin, respectively, the most directly comparable financial measures calculated in accordance with GAAP.

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Operating Expenses, Margins, and Cash Position

OPERATING EXPENSE	ADJ. EBITDA	ADJ. EBITDA MARGIN	TOTAL CASH
$102M	**$14M**	**7.2%**	**$146M**
(3%) YoY*	+36% YoY	+130 bps YoY	Period-end

OPERATING LEVERAGE

- **OpEx down (3%) YoY* to $102M**, investments to Sales and R&D offset from G&A leverage
- **Adj. EBITDA up +36% YoY** with +130 bps of margin expansion

CASH POSITION

- **Generated $20M of operating cash flow in Q2**, ending the quarter with $146M in cash and cash equivalents
- **Extended** our convertible senior notes maturity from 2028 to 2032**

*Operating expense comparison excludes $20.0 million of non-recurring impairment charges recognized in the second quarter of 2025

**Retired $276M in Q2 2026 out of $345M convertible senior notes due in 2028

Quarterly financial information is unaudited. Growth corresponds to prior year period. Adjusted EBITDA. See Adjusted EBITDA slide in the appendix for a reconciliation to net loss and net loss margin, the most directly comparable financial measures calculated in accordance with GAAP.

NEO GENOMICS

Updating Full Year 2026 Guidance

Guide	April 28, 2026 ($ Millions)	April 28, 2026 YoY% Growth
Revenue	$797–803	10% at midpoint
Adj. EBITDA	$55–57	27–31%

Guidance as of July 28, 2026 ($ Millions)	YoY% Growth	Assumptions
$802–806	~11% at midpoint	• Clinical revenue to grow low-teens % • NGS to grow mid-twenties % • PanTracer LBx revenue in MSD millions • RaDaR ST revenue in MSD millions • Non-clinical down HSD % YoY
$56–58	29–34%	• Adj. gross margin expansion 100–150 bps YoY

Growth corresponds to prior year period. Adjusted EBITDA is a non-GAAP financial measure. See Adjusted EBITDA 2026 Guidance slide in the appendix for a reconciliation to net loss, the most directly comparable financial measure calculated in accordance with GAAP.

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Growth Catalysts 2026+

PROGRESS THROUGH Q2 | 3 GOALS ACHIEVED | 2 REMAIN ON TRACK

✓ 1	RaDaR ST launch — HPV- Head & Neck, Breast subset	**Achieved**
✓ 2	PanTracer LBx MolDx reimbursement	**Achieved**
3	Expanded indication reimbursement for RaDaR ST	**On Track**
✓ 4	Above market NGS growth	**Achieved**
5	Sales force expansion	**On Track**

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Serving patients. Saving lives.™

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Rev. 02.17.2026

Appendix

Balance Sheet

June 30, 2026

(unaudited, in thousands)

	June 30, 2026 (unaudited)	December 31, 2025
ASSETS		
Current assets		
Cash and cash equivalents	$ 145,539	$ 159,618
Accounts receivable, net	175,405	159,242
Inventories	27,137	28,566
Prepaid assets	23,590	21,443
Other current assets	9,807	7,417
Total current assets	381,478	376,286
Property and equipment, net	80,938	84,834
Operating lease right-of-use assets	78,606	78,444
Financing lease right-of-use assets	6,653	54
Intangible assets, net	271,262	286,528
Goodwill	523,995	524,344
Other assets	9,311	9,340
Total non-current assets	970,765	983,544
Total assets	$ 1,352,243	$ 1,359,830
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities		
Accounts payable and other current liabilities	$ 100,457	$ 83,496
Current portion of operating lease liabilities	3,722	4,776
Current portion of finance lease liabilities	1,704	28
Total current liabilities	105,883	88,300
Long-term liabilities		
Operating lease liabilities	64,671	62,822
Finance lease liabilities	4,030	27
Convertible senior notes, net	374,241	341,858
Deferred income tax liabilities, net	16,824	18,219
Other long-term liabilities	862	12,042
Total long-term liabilities	460,628	434,968
Total liabilities	$ 566,511	$ 523,268
Stockholders' equity		
Total stockholders' equity	$ 785,732	$ 836,562
Total liabilities and stockholders' equity	$ 1,352,243	$ 1,359,830

NEO GENOMICS

Income Statement

June 30, 2026

(unaudited, in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2026	2025	2026	2025
NET REVENUE	$ 201,656	$ 181,330	$ 388,328	$ 349,365
COST OF REVENUE	109,778	104,072	215,586	198,861
GROSS PROFIT	91,878	77,258	172,742	150,504
Operating expenses:				
General and administrative	63,613	71,747	129,354	139,954
Research and development	10,761	9,023	20,295	19,204
Sales and marketing	27,275	24,075	51,105	46,758
Impairment charges (Note 5)	—	20,041	—	20,041
Total operating expenses	101,649	124,886	200,754	225,957
LOSS FROM OPERATIONS	(9,771)	(47,628)	(28,012)	(75,453)
Interest income	1,214	2,263	2,487	5,984
Interest expense	(781)	(933)	(1,379)	(2,551)
Other (expense) income, net	(17)	482	(29)	547
Gain on extinguishment of debt (Note 6)	11,181	—	11,181	—
Income (loss) before taxes	1,826	(45,816)	(15,752)	(71,473)
Income tax benefit	412	724	884	458
NET INCOME (LOSS)	$ 2,238	$ (45,092)	$ (14,868)	$ (71,015)
NET INCOME (LOSS) PER SHARE				
Basic	$ 0.02	$ (0.35)	$ (0.11)	$ (0.56)
Diluted	$ 0.02	$ (0.35)	$ (0.11)	$ (0.56)

NEO GENOMICS

Statements of Cash Flows

June 30, 2026

(unaudited, in thousands)

	Six Months Ended June 30,	
	2026	2025
CASH FLOWS FROM OPERATING ACTIVITIES		
Net loss	$ (14,868)	$ (71,015)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:		
Depreciation	17,356	18,506
Amortization of intangibles	15,267	16,486
Stock-based compensation	17,852	22,968
Non-cash operating lease expense	3,226	3,346
Non-cash finance lease amortization	322	7
Amortization of debt issue costs	20	69
Amortization of convertible debt discount	753	1,164
Gain on debt extinguishment	(11,181)	—
Impairment charges	—	20,041
Other adjustments	(15)	(340)
Changes in assets and liabilities, net	(16,910)	(16,229)
Net cash provided by (used in) operating activities	11,822	(4,997)
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from maturities of marketable securities	—	11,060
Purchases of property and equipment	(13,219)	(10,823)
Business acquisition, net of cash acquired	—	(5,991)
Purchase of convertible note	(100)	—
Net cash used in investing activities	(13,319)	(5,754)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from issuance of convertible debt, net of discount	305,434	—
Repayment of convertible debt	(262,890)	(201,250)
Premiums paid for capped call confirmations	(28,747)	—
Proceeds received from capped call terminations	77	—
Repurchases of common stock	(25,000)	—
Repayment of financing leases	(1,313)	(7)
Proceeds from issuance of common stock under employee stock purchase plan	1,752	2,266
Proceeds from issuance of common stock upon exercise of stock options	1,273	74
Employee taxes paid related to net share settlement of restricted stock	(3,168)	(2,567)
Net cash used in financing activities	(12,582)	(201,484)
Net change in cash and cash equivalents, including cash classified within current assets held for sale	(14,079)	(212,235)
Less: net change in cash classified within current assets held for sale	—	(54)
Net change in cash and cash equivalents	(14,079)	(212,289)
Cash and cash equivalents, beginning of period	159,618	367,012
Cash and cash equivalents, end of period	$ 145,539	$ 154,723

NEO GENOMICS

Adjusted Gross Margin

June 30, 2026

(unaudited, in thousands)

	Three Months Ended June 30,			Six Months Ended June 30,		
	2026	2025	% Change	2026	2025	% Change
Consolidated:						
Total revenue (GAAP)	$ 201,656	$ 181,330	11.2 %	$ 388,328	$ 349,365	11.2 %
Cost of revenue (GAAP)	$ 109,778	$ 104,072	5.5 %	$ 215,586	$ 198,861	8.4 %
Adjustments to cost of revenue[1]	(5,021)	(5,114)		(9,972)	(10,439)	
Adjusted cost of revenue (non-GAAP)	$ 104,757	$ 98,958	5.9 %	$ 205,614	$ 188,422	9.1 %
Gross profit (GAAP)	$ 91,878	$ 77,258	18.9 %	$ 172,742	$ 150,504	14.8 %
Adjusted gross profit (non-GAAP)	$ 96,899	$ 82,372	17.6 %	$ 182,714	$ 160,943	13.5 %
Gross profit margin (GAAP)	45.6 %	42.6 %		44.5 %	43.1 %	
Adjusted gross profit margin (non-GAAP)	48.1 %	45.4 %		47.1 %	46.1 %	

(1) Cost of revenue adjustments for the three months ended June 30, 2026, include $4.6 million of amortization of acquired intangible assets and $0.4 million of stock-based compensation. Cost of revenue adjustments for the six months ended June 30, 2026, include $9.2 million of amortization of acquired intangible assets and $0.7 million of stock-based compensation. Cost of revenue adjustments for the three months ended June 30, 2025, include $4.8 million of amortization of acquired intangible assets and $0.3 million of stock-based compensation. Cost of revenue adjustments for the six months ended June 30, 2025, include $9.7 million of amortization of acquired intangible assets and $0.7 million of stock-based compensation.

Adjusted EBITDA

June 30, 2026

(unaudited, in thousands)

($ in thousands)	Three Months Ended June 30, 2026	Three Months Ended June 30, 2025	Six Months Ended June 30, 2026	Six Months Ended June 30, 2025
Net income (loss) (GAAP)	$ 2,238	$ (45,092)	$ (14,868)	$ (71,015)
Adjustments to net income (loss):				
Interest income	(1,214)	(2,263)	(2,487)	(5,984)
Interest expense	781	933	1,379	2,551
Income tax benefit	(412)	(724)	(884)	(458)
Depreciation	8,577	9,140	17,357	18,506
Amortization	7,974	8,124	15,607	16,486
EBITDA (non-GAAP)	$ 17,944	$ (29,882)	$ 16,104	$ (39,914)
Further adjustments to EBITDA:				
Leadership transition costs[1]	245	637	563	2,831
Acquisition and integration related expenses[2]	—	3,204	806	4,376
Stock-based compensation expense	8,216	12,215	17,852	22,968
Gain on extinguishment of debt	(11,181)	—	(11,181)	—
Impairment charges[3]	—	20,041	—	20,041
IP litigation costs[4]	81	4,460	165	7,443
Adjustment to contingency for regulatory matter	(1,155)	—	(1,155)	—
Other significant expenses, net[5]	317	—	317	—
Adjusted EBITDA (non-GAAP)	$ 14,467	$ 10,675	$ 23,471	$ 17,745

(1) For the three and six months ended June 30, 2026, leadership transition costs include executive retention costs. For the three months ended June 30, 2025, leadership transition costs include executive retention costs. For the six months ended June 30, 2025, leadership transition costs include executive severance costs, executive retention costs, and executive search costs.

(2) For the six months ended June 30, 2026, acquisition and integration related expenses include severance costs. There were no such costs for the three months ended June 30, 2026. For the three and six months ended June 30, 2025, acquisition and integration related expenses include consulting and legal fees, severance costs, and employee retention costs.

(3) For the three and six months ended June 30, 2025, impairment charges include losses from InVisionFirst®-Lung intangible asset impairment and inventory write-off, and impairment of disposal groups held for sale. There were no such costs for the for the three and six months ended June 30, 2026.

(4) For the three and six months ended June 30, 2026 and June 30, 2025, IP litigation costs include legal fees.

(5) For the three and six months ended June 30, 2026, other significant expenses, net, includes severance costs. There were no such costs for the three and six months ended June 30, 2025.

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Adjusted EBITDA
2026 Guidance
(unaudited, in thousands)

GAAP net loss in 2026 will be impacted by certain charges, including: (i) amortization, (ii) stock-based compensation, and (iii) other one-time expenses. These charges have been included in GAAP net loss available to stockholders and GAAP net loss per share; however, they have been removed from adjusted net loss and adjusted diluted net loss per share.

The following table reconciles the Company's 2026 outlook for net loss and EPS to the corresponding non-GAAP measures of adjusted net loss, adjusted EBITDA, and adjusted diluted EPS:

	Year Ended December 31, 2026	
	Low Range	High Range
Net loss (GAAP)	$ (42,000)	$ (34,000)
Amortization	32,000	32,000
Stock-based compensation expenses	37,000	35,000
Other one-time expenses	(5,000)	(7,000)
Adjusted net income (non-GAAP)	22,000	26,000
Interest and taxes	(2,000)	(2,000)
Depreciation	36,000	34,000
Adjusted EBITDA (non-GAAP)	$ 56,000	$ 58,000
Net loss per diluted share (GAAP)	$ (0.32)	$ (0.26)
Adjustments to net loss per diluted share:		
Amortization	0.25	0.25
Stock-based compensation expenses	0.28	0.27
Other one-time expenses	(0.04)	(0.05)
Rounding and impact of diluted shares in adjusted diluted shares[1]	—	(0.01)
Adjusted diluted EPS[1] (non-GAAP)	$ 0.17	$ 0.20
Weighted average assumed shares outstanding in 2026:		
Diluted shares (GAAP)	130,000	130,000
Options, restricted stock, and converted shares not included in diluted shares[2]	—	—
Adjusted diluted shares outstanding (non-GAAP)	130,000	130,000

(1) This adjustment is for rounding and, in those periods in which GAAP net (loss) income is negative and adjusted net (loss) income is positive, also compensates for the effects of additional diluted shares included in adjusted diluted shares outstanding for the treasury stock impact of outstanding stock options and restricted stock and the if-converted impact of convertible notes.

(2) For those periods in which GAAP net (loss) income is negative and adjusted net (loss) income is positive, this adjustment includes any options or restricted stock that would be outstanding as dilutive instruments using the treasury stock method and the weighted average number of shares that would be outstanding if the convertible notes were converted into common stock on the original issue date based on the number of days such shares would have been outstanding in the reporting period, until the effect of these adjustments are anti-dilutive.

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