NeoGenomics, Inc.

Chris Smith, Chief Executive Officer

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NEO GENOMICS

Mission

We save lives by improving patient care.

Vision

We are becoming the world's leading cancer testing, information, and decision support company by providing uncompromising quality, exceptional service, and innovative solutions.

Cancer prevalence is on the rise.

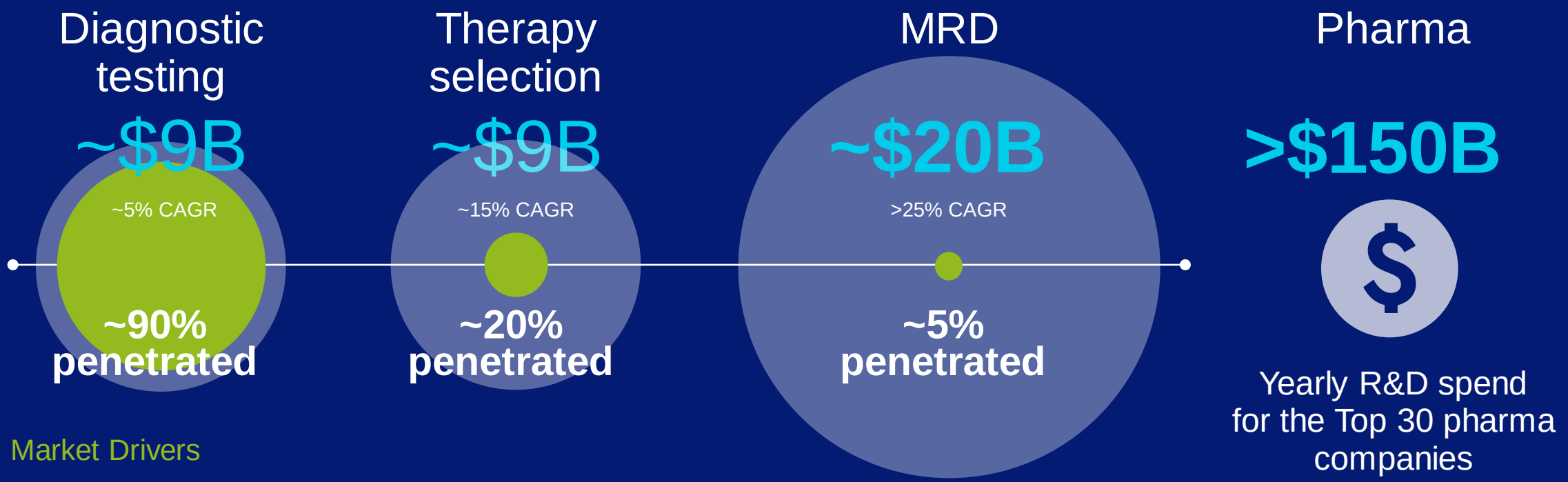
1 in 2 men
will develop cancer
in their lifetime

1 in 3 women
will develop cancer
in their lifetime

1: American Cancer Society (ACS), NHS UK, Cancer Research UK, National Cancer Institute (NCI)

The Cancer Testing Market

Providing significant growth opportunity



Market Drivers

1. Cancer incidence and prevalence on the rise
2. Treatment paradigm shifting towards earlier stage care
3. Increased access, complexity and testing
4. NGS/Therapy Selection is growing at ~15-20% annually with a long runway

Sources: NHS, NSF, NIH, UN, WHO, primary market research, Precision for Medicine analysis, NEO internal estimates.
Christel, M. (2022, June 9). 2022 Pharm Exec Top 50 Companies. PharmExec. https://www.pharmexec.com/2022-pharm-exec-top-50-companies.

NEO GENOMICS

We Have a Unique Position

In the Cancer Diagnostics Market

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We are an industry leader in oncology diagnostics

We have a comprehensive oncology menu offering of over 600 tests

We focus on developing innovative oncology diagnostic solutions

We have a significant share of oncology patient testing volume in the US

We have a broad network of labs to enable superior service and rapid TAT

We have two distinct Clinical sales teams with deep oncology expertise & strong customer relationships

We generate over 100M Clinical data points annually

We have over 2,200 teammates between the US and UK

Right Test, Right Patient, Right Time

Delivering world class care through personalized medicine for the community oncologist

Anatomic Pathology

Flow Cytometry

Cytogenetics

FISH

Molecular

MRD

NEO Production Labs With Modular Automation

NEO Networked Analysis Lab

HQ & NEO Production Lab – Validating Automation

Profitably Grow Our Core Business

Increase Volume in Base Business, and NGS

Expand and optimize commercial organization…Win in Oncology

Continue to improve Revenue Cycle Management

Accelerate Advanced Diagnostics

Launch New Innovative Products

- Neo Comprehensive 2.0 (NGS)
- Liquid Biopsy CGP

Continue to develop Clinical Evidence and reimbursement pathways for MRD

Improve Pharma Margins

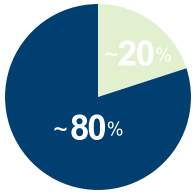
Drive Value Creation

Drive Operating Efficiencies and Improve Gross Margin

LIMS Implementation

Enhance automation and digital implementation

FDA Readiness



% of Revenue

Clinical Service Division

Trusted partner for pathology and community oncology

Portfolio

- Tailored portfolio solutions to specifically address customer's testing needs
- Market leader in heme testing with ~25% of Heme NGS market volume
- More than 50 NGS tests in our menu which represents approximately 25% of the clinical revenue and is growing in excess of 35% through Q3-'23

Commercial Execution

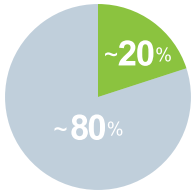
- 100-person+ sales team strategically deployed to address the most relevant opportunities
- Digital tools and capabilities to enhance commercial effectiveness
- Exceptional relationships with oncologists and pathologists
- Over 200 managed care contracts supporting patients

Scalable Business Support

- Enhanced regulatory capabilities and readiness
- Reimbursement and revenue cycle sophistication to accelerate AUP
- Customer integration and interfaces for bi-direction communication with customers
- Wrap around services to support patients and their treatment decisions

Operational Excellence

- Maintain rapid turnaround time to support consumer needs, test to treatment
- Optimized lab footprint across testing network improving regional access and redundancy
- Automation driving cost per test efficiencies



% of Revenue

Advanced Diagnostics Division

Custom assay development and validation expertise across all technologies

R&D

- Building strong clinical evidence for MRD and therapy selection
- Launching next generation NGS products
  - Therapy selection CGP
  - Liquid biopsy CGP
  - Next generation MRD technology and applications

Pharma Services

- Large selection in Oncology offerings spanning simple amino assays to MRD technology
- Support across all stages of Pharma drug development
- Experienced QA/RA support
- Day 1 readiness program to new Oncology drug approvals targeting the community-based setting

Informatics

- Generating 100M+ Clinical data points for Pharma each year to accelerate commercialization of precision medicine
- Large database of robust de-identified data
- AI-enabled data capture, allowing for partnerships to develop algorithms
- Collaborations to investigate real-world clinical outcomes in Heme malignancies

ADx Technology

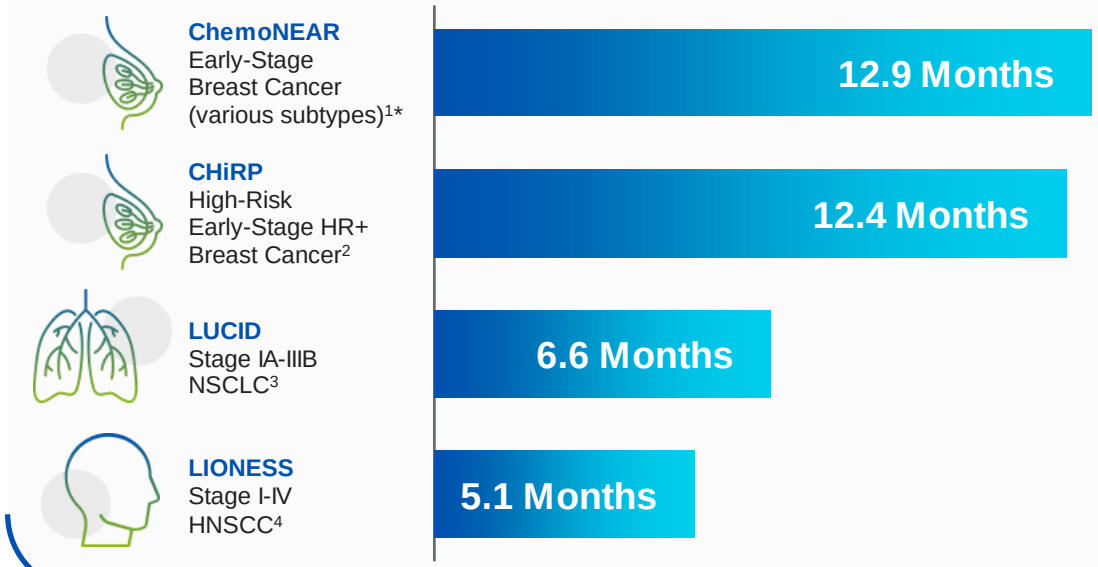
- Largest DNA/RNA myeloid profile on the market
- Full disease state offerings for both solid tumor and heme cancers in therapy selection
- MRD solid tumor applications
- Lung targeted liquid biopsy tests for therapy selection

Changing the Treatment Paradigm with MRD

The power of a personalized tumor informed assay with high sensitivity and specificity

MRD detects recurrence sooner than Imaging

RaDaR's high sensitivity allows for earlier identification of residual disease when comparing to current SOC and opens the possibility of interventions prior to overt metastatic disease



- 28 additional studies in progress to support clinical efficacy for RaDaR
- RaDaR assay validated in Breast, Lung, Colorectal and H&N
- Medicare approval for breast cancer Medicare patients with hormone receptor-positive (HR+), human epidermal growth factor receptor 2-negative (HER2-) breast cancer.*
- Additional Medicare submission for expanded breast indications, Lung and Head & Neck indications

1. Cutts R, et al. AACR 2021 Abstract 536 2. Lipsyc-Sharf M, et al. J Clin Oncol. 2022;40:2408-2419.
3. Gale D, et al. Ann Oncol. 2022;33(5):500-510. 4. Flach S, et al. Br J Cancer. 2022;136:1186-1195.

* The coverage includes patients with a personal history of high-risk stage II/III HR+/HER2- breast cancer, five or more years from diagnosis who presently do not have evidence of disease.

NEO GENOMICS

Financial Performance YTD Through 3Q'23

- Total YoY Revenue Increased 18%
  - Clinical Revenue Increased 18%
  - ADx Revenue Increased 17%
- Adjusted EBITDA improved by $41M or 88%
- NGS revenue grew over 35%
- Cash Flow from operations improved by $43M or 68% vs PY

REVENUE UP

18%

TO $436M

ADJ. GROSS PROFIT

$192M

MARGIN: 43.9%

10TH

CONSECUTIVE INCREASE VS PRIOR YEAR IN REVENUE PER TEST

ADJ. EBITDA UP

88%

Quarterly financial information is unaudited. Growth corresponds to prior period 2022.
Reference non-GAAP reconciliation slides in Appendix for details.

Current FY ’23 Expectations

- Continued Focus on Long-term, Sustainable Revenue Growth
- Adjusted EBITDA Growth Exceeds Revenue Growth Due to Improving Gross Profit and Operating Leverage
- Continued Investments Salesforce and Operational Efficiencies and Lab Automation
- Expect to Be Adjusted EBITDA Positive in Q4 of 2023

15% – 16%
Revenue Growth

FY: $585 – $592 Million

Up from $565 - $575 Million

92% – 98% Adjusted EBITDA Growth

FY: ($4) to ($1) Million

Up from ($13) – ($10) Million

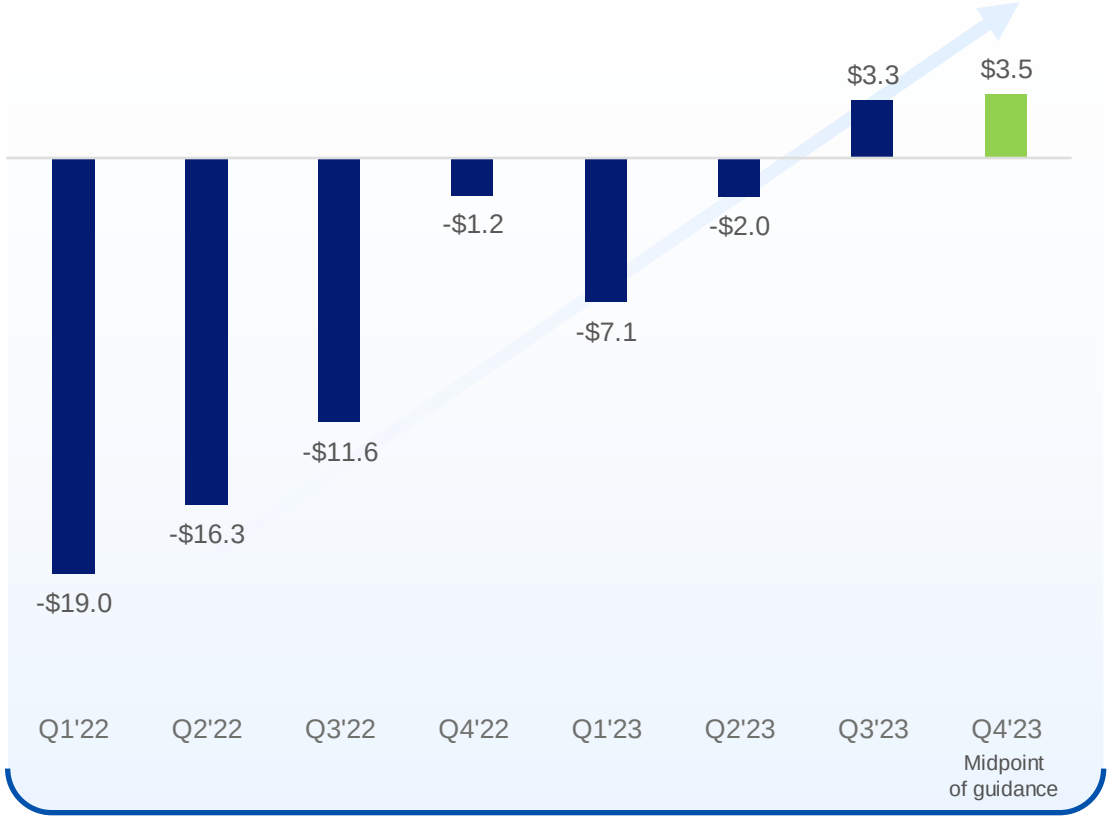
Reference non-GAAP reconciliation slides in Appendix for details.

Momentum Continues

Total Quarterly Revenues

($ in millions)

Quarterly Adj. EBITDA



($ in millions)

Key Takeaways

- Significant addressable market across cancer care continuum
- Market leading position with over 600 tests having differentiated modalities focused on community oncologists and pathologists
- Strong volume and revenue growth in 2023, turning Adj. EBITDA positive with momentum carrying into 2024
- Well positioned to win; building long-term sustainable growth

Serving patients.

Saving lives.™

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