UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, DC 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported)
April 4, 2023

NEOGENOMICS, INC.

(Exact name of registrant as specified in its charter)

Nevada	**001-35756**	**74-2897368**
(State or other jurisdiction of incorporation)	**(Commission File Number)**	**(I.R.S. Employer Identification No.)**

9490 NeoGenomics Way,	**Fort Myers,**	**Florida**	**33912**
(Address of principal executive offices)			**(Zip Code)**

(239) 768-0600

(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol	Name of each exchange on which registered
Common stock ($0.001 par value)	NEO	NASDAQ

Indicate by check mark whether the registrant is an emerging growth company as defined in as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company □

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. □

Item 7.01 Regulation FD Disclosure.

NeoGenomics, Inc. (the "Company") has made available an Investor Presentation, which is attached to this Current Report on Form 8-K as Exhibit 99.1 and incorporated herein by reference.

This information shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, and it shall not be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(a) Not applicable
(b) Not applicable
(c) Not applicable
(d) Exhibits.

99.1 Investor Presentation
104 Cover Page Interactive Data File (embedded within the Inline XBRL document).

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

NEOGENOMICS, INC.

Date: April 4, 2023

By: */s/ Alicia C. Olivo*
Name: Alicia C. Olivo
Title: General Counsel and Corporate Secretary

Exhibit 99.1

Safe Harbor Disclosure

This presentation has been prepared by NeoGenomics, Inc. ("we," "us," "our," "NeoGenomics" or the "Company") and is made for informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy securities, nor shall there be any sale of any securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction. The information set forth herein does not purport to be complete or to contain all of the information you may desire. Statements contained herein are made as of the date of this presentation unless stated otherwise, and neither this presentation, nor any sale of securities, shall under any circumstances create an implication that the information contained herein is correct as of any time after such date or that information will be updated or revised to reflect information that subsequently becomes available or changes occurring after the date hereof.

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 relating to business, operations, and financial conditions of the Company. Words such as, but not limited to, "look forward to," "believe," "expect," "anticipate," "suggest", "project", "forecast", "estimate," "intend," "plan," "would," "should" and "could," and similar expressions or words, identify forward-looking statements. Although the Company believes the expectations reflected in such forward-looking statements are based upon reasonable assumptions, there can be no assurance that its expectations will be realized. Actual results could differ materially from those projected in the Company's forward-looking statements due to numerous known and unknown risks and uncertainties. All forward-looking statements speak only as of the date of this presentation and are qualified in their entirety by this cautionary statement. The Company undertakes no obligation to revise or update this presentation to reflect events or circumstances after the date hereof.

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.

Non-GAAP Financial Measures

This presentation contains financial measures, such as adjusted EBITDA, adjusted gross margin and adjusted net income, which are considered non-GAAP financial measures under applicable U.S. Securities and Exchange Commission rules and regulations. These non-GAAP financial measures should be considered supplemental to, and not a substitute for, financial information prepared in accordance with U.S. generally accepted accounting principles (GAAP). Adjusted EBITDA, adjusted gross margin and adjusted net income, unusual or other items that we do not consider indicative of our ongoing operating performance. The Company's definitions of these non-GAAP measures may differ from similarly titled measures used by others. The Company generally uses these non-GAAP financial measures to facilitate management's financial and operational decision-making, including evaluation of the Company's historical operating results, comparison to competitors' operating results and determination of management incentive compensation. These non-GAAP financial measures reflect an additional way of viewing aspects of the Company's operations that, when viewed with GAAP results and the reconciliations to corresponding GAAP financial measures, may provide a more complete understanding of factors and trends affecting the Company's business. Because non-GAAP financial measures exclude the effect of items that will increase or decrease the Company's reported results of operations, management strongly encourages investors to review the Company's consolidated financial statements and publicly filed reports in their entirety. Reconciliations of the non-GAAP financial measures to the most directly comparable GAAP financial measures are included in the tables in this presentation. We cannot estimate or project these items and they may have a substantial and unpredictable impact on our results presented in accordance with GAAP.

NEO GENOMICS

Building a Foundation for Long-Term, Sustainable Growth

Chris Smith
Chief Executive Officer

2023 INVESTOR DAY

Today's Agenda

- Market Leader in Oncology Diagnostics Testing
- Delivering Operational & Commercial Excellence
- Transitioning to an Integrated Enterprise Operating Model
- Innovating for the Future
- Financial Overview and Outlook
- *The Role of MRD in Clinical Practice* with Dr. Peter Beitsch
- Q&A

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.


We Are a
World-leading Oncology
Diagnostics Company
We have one of the largest oncology patient databases
Significant share of oncology patient testing volume in the USA
We have a comprehensive oncology menu offering of over 600 tests
We are oncology experts focused on developing innovative oncology diagnostic solutions
Two distinct Clinical sales teams with deep oncology expertise & robust customer relationships
We have a broad lab footprint to enable superior TAT
Over 2,200 teammates worldwide
INVESTOR DAY 2023
NEO GENOMICS

World-Class Team of Experienced Professionals

Today's Speakers

Chris Smith
Chief Executive Officer

Jeff Sherman
Chief Financial Officer

Vishal Sikri
President, Advanced Diagnostics

Warren Stone
President, Clinical Services

Melody Harris
President, Enterprise Operations

Shashikant Kulkarni, MS, PhD, MBA, FACMG
Chief Scientific Officer

Greg Sparks
Chief Technology Officer

Ali Olivo
General Counsel and Corporate Secretary

Gary Passman
Chief Culture Officer

Hutan Hashemi, JD
Chief Compliance Officer

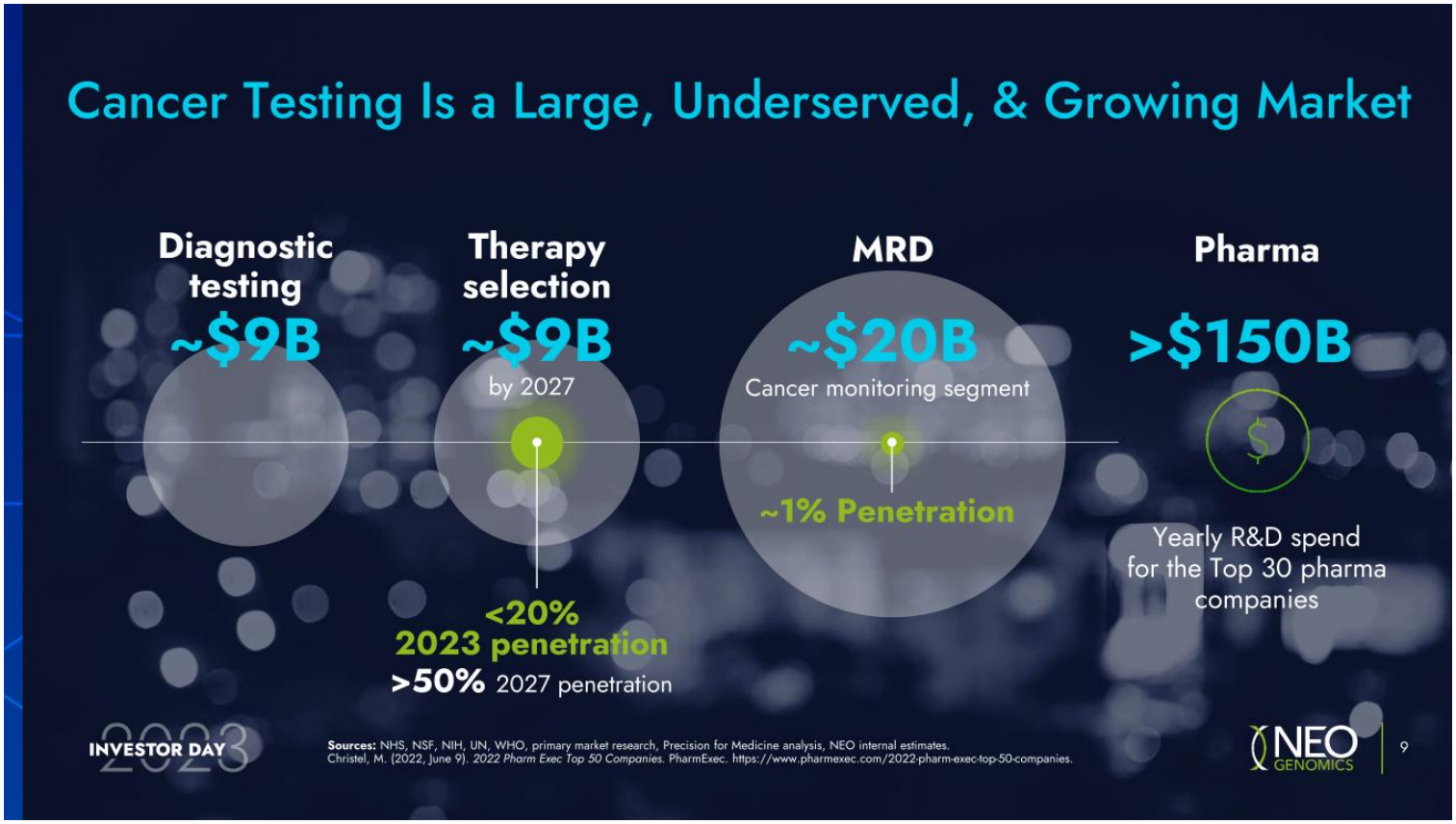
Marcus Silva, JD, MBA
SVP, Oncology Diagnostics

Dr. Steven Brodie
SVP of Laboratory Operations

Sean Bundy
VP Quality & Regulatory Affairs

Dr. Derek Lyle
Chief Medical Officer

INVESTOR DAY 2023


Cancer Testing Is a Large, Underserved, & Growing Market
Diagnostic testing
~$9B
Therapy selection
~$9B
by 2027
<20%
2023 penetration
>50% 2027 penetration
MRD
~$20B
Cancer monitoring segment
~1% Penetration
Pharma
>$150B
Yearly R&D spend for the Top 30 pharma companies
INVESTOR DAY 2023
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
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We Have a Unique Position in the Cancer Diagnostics Market

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Moving into 2023
INVESTOR DAY
2023
NEO
GENOMICS
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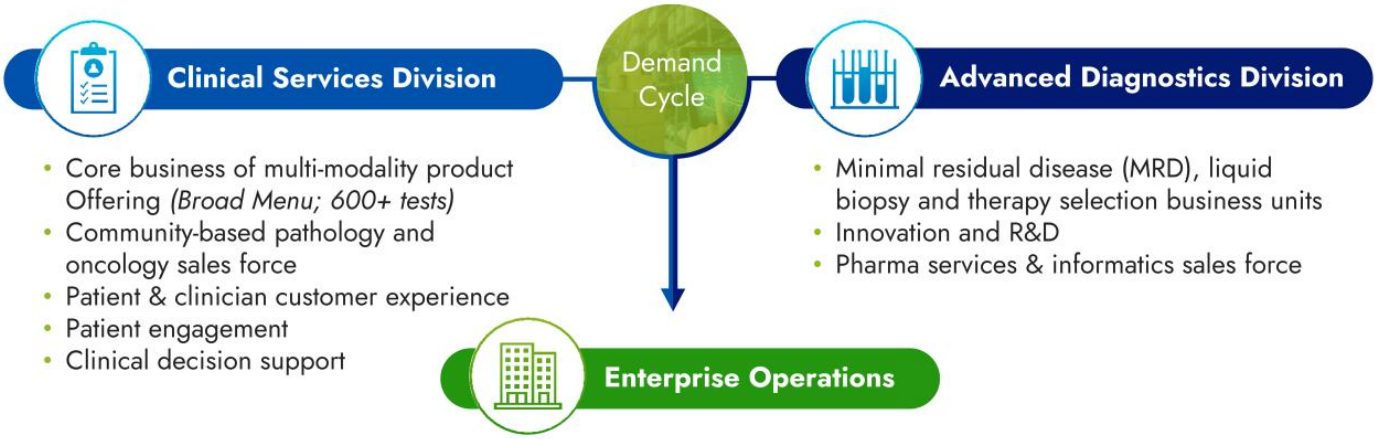
Building Momentum Into 2023

	1Q 2022	2Q 2022	3Q 2022	4Q 2022
Revenue Growth Rate	1.4%	2.8%	6.1%	10.3%
Adj Gross Profit Margin	36.8%	39.0%	41.7%	44.5%

2022 Quarterly Results

Organizational Model Supports Long-Term, Sustainable Growth



- Core business of multi-modality product Offering *(Broad Menu; 600+ tests)*
- Community-based pathology and oncology sales force
- Patient & clinician customer experience
- Patient engagement
- Clinical decision support

- Minimal residual disease (MRD), liquid biopsy and therapy selection business units
- Innovation and R&D
- Pharma services & informatics sales force

- Own end-to-end workflow of patient samples to improve outcomes and TAT for clinicians and patients
- Enhance data infrastructure and strategy
- Decrease costs by increasing operational leverage across all facets of enterprise

NeoGenomics Strategic Pillars

Mission, Vision, & Building Long-Term Sustainable Growth

Our 2023 Strategic Priorities

Profitably Grow Our Core Business

- Grow Volume & Drive NGS Mix
- Expand & Optimize Commercial Organization
- Improve Turnaround Times

Accelerate Advanced Diagnostics

- Launch New Innovative Products
  - RaDaR (MRD)
  - Neo Comprehensive (NGS)
- Continue to Improve Pharma Growth & Profitability
- Focus on Enterprise Data Strategy

Drive Value Creation

- Increase Productivity & Efficiency
- Manage G&A Spend; Re-Invest in Strategic initiatives
- Enhance Automation & Digital Implementation
- Drive Revenue Cycle Management

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Q1 2023 Highlights

- Successful commercial launch of four new assays – RaDaR, Neo Comprehensive –Solid Tumor and Neo Comprehensive – Myeloid, NeoType DNA & RNA - Lung
- Improved Q1 TAT by 17% YoY (following a 36% improvement in Q4 YoY)
- Hosted American Cancer Society's Greater Lee County Relay for Life, raising over $100k with our community
- Grew salesforce by 22% in Q1
- Generated $25 million in annualized cost savings from reorganization activities, much of this is being reinvested in growth initiatives

Key Takeaways

1. NeoGenomics is well positioned to win as a pure-play comprehensive oncology diagnostics lab focusing on sustainable, profitable, long-term growth
2. We have a winning strategy and unique value proposition to capture a large share of a growing underserved market
3. We have a world-class leadership team now in place, and 2,200 teammates committed to our mission
4. We are on our way to serving 1 million patients annually by 2028

NEO GENOMICS

Delivering Operational & Commercial Excellence

Warren Stone
President, Clinical Services Division

2023 INVESTOR DAY

2023 Key Priorities

Commercial Execution

Portfolio Optimization

Customer Experience

Revenue Cycle Management

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Clinical Services Division Customer Segmentation and Sales Resource Summary

Hospitals & Academic Centers (Clinicians, Labs)

- ~6,000 total hospitals in the US[1]
- ~1,000 teaching hospitals or academic centers in the US[1]

Community Practices (Oncologists, Pathologists)

- ~950 oncology practices in the US, with ~5,000 oncologists[2]

POD structure

Territory Business Manager (TBM)
Geo-based calling on hospital pathologists, oncologists, and lab directors, promoting full portfolio

Regional Director (RD)
Integrated POD structure of TBMs & PMMs; leadership, strategy execution, coaching and talent development

Precision Medicine Manager (PMM)
Overlay calling on oncologists, surgeons and radiologists in community/hospital settings, promoting mainly precision medicine products

Client Success Specialists (CSS)
Onboard new customers, reduce customer churn and reduce sales admin burden

Client Services Advocates (CSA)
Support test requisitioning, third-party requests, test status, information and results

References: **1.** 2022 American Hospital Association. **2.** Community Oncology Association.

Commercial Growth Strategy

Protect

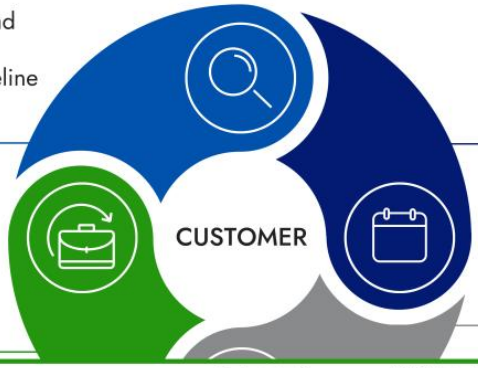
Expand

Win

32% Increase in Commercial Resources to Expand Coverage and Enhance Execution

Downstream Marketing
Establishing campaigns, demand, and lead-generation capabilities to drive increased awareness and a rich pipeline of marketing-qualified leads

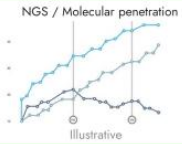
Sales
Investing in additional sales team members to accelerate growth through improved market coverage and competitive takeaways



Commercial Operations
Delivering increased productivity by optimizing GTM strategy, streamlining processes, and enabling commercial functions through data and targeted insights

Client Success & Services
Successful onboarding of new customers and protecting current customers by establishing a high-touch, service-oriented mindset

Leveraging analytics to support targeting, drive actionable insights to enhance effectiveness



Portfolio Segmentation & NGS Focus Drive Growth

Hematologic Cancers

Market Dynamics*

- Neo is the market leader in overall heme testing based on strong relationships with heme oncologists and hospital pathology
- Neo is the heme NGS market leader with ~25% market share (volume)

Protect & Expand

Focus: Leverage hospital One Lab value proposition

Focus: NGS and proprietary COMPASS® offering

Solid Tumor Cancers

Market Dynamics*

- Neo is one of the leaders in non-NGS testing based on breadth of portfolio
- NGS continues to drive value in solid tumors
- Community oncology prioritizes turnaround time, ease of ordering and reporting when selecting a reference lab partner

Expand & Win

Focus: New NGS "solution" offerings with 10-day TAT

Focus: Expand oncologist-focused sales and support team

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* Based on market definition data on file, 2016-2021.

Portfolio Optimization

NeoGenomics Solution for Solid Tumor Cancers

Launched March 2023

2 New Competitive Products

Neo Comprehensive
- 10-day TAT
- Pan-cancer
- 517 genes
- DNA & RNA
- CNVs, MSI, TMB

NeoType DNA & RNA – Lung
- 10-day TAT
- Reduced specimen (10 slides)
- CNV by NGS

FAST! 10-DAY TURNAROUND TIME

Easy to Order With NeoAccess

Streamlined Report

Interrogate Data With NeoSeek

SIMPLER. BETTER. FASTER.

Portfolio Optimization Offers Significant Growth Potential

Fill Gaps

Incremental product launches

2022 Case Study – non-NGS Launches

- FOLR1
- PD-L1 SP263 NSCLC
- BCL6/MYC

Improve Margins

Upgrade of older products

2023 Case Study – Upgrade Sanger to PCR

- EGFR
- BRAF
- KRAS
- NRAS

Rationalize

Low-margin, non-strategic products

2022 Case Study – Discontinued Tests

- NeoTYPE® Ancillary test discontinuations
- Bespoke tests

Targeted Opportunities

Portfolio, new markets, business model innovation

Concepts Being Evaluated

- International sponsored testing programs
- Enhanced germline testing
- Pediatric oncology

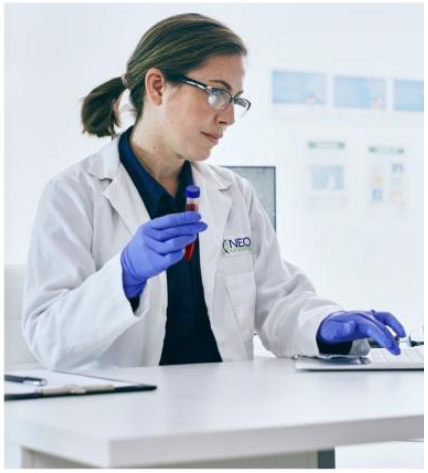
360° NeoExperience

Market Dynamics

- World-class customer experience is yet to be defined
- Neo has always gone above and beyond for clients, but expectations have changed
- Turnaround time and ease of ordering are table stakes

Ongoing Tactical Actions

- Improve turnaround time, ordering, and reporting



Neo Will Differentiate on Customer Experience With 360° NeoExperience

- Customer Service & Success
- Online Sample Tracking
- Portals
- Decision Support
- Self-Service

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Enhancing our RCM Approach Offers a Significant Opportunity

Denials & Patient Concessions

- Move billing review process up-front
- Partner with providers to ensure prior authorizations are secured
- Enhance online ordering functionality and ensure complete patient information at the time of requisition

Improved Reimbursement

- Partner with third-party payers to improve molecular reimbursement
- Negotiate clinical test reimbursement rates based on clinical value vs. Medicare reimbursement
- Contract with out-of-network third-party payers

Strategic Pricing

- Enhanced pricing for non-covered tests and uninsured patients
- Implement targeted annual client price increase process
- Improve analytics regarding market and competitive pricing

Key Takeaways

1. Sales and commercial investment, analytics and execution will drive continuous and sustainable growth
2. New products and portfolio optimization offers meaningful upside potential
3. We will differentiate through Customer Experience with NeoExperience
4. Revenue Cycle Management will enable significant bottom-line leverage

NEO GENOMICS

Transitioning to an Integrated Operating Model

Melody Harris
President, Enterprise Operations

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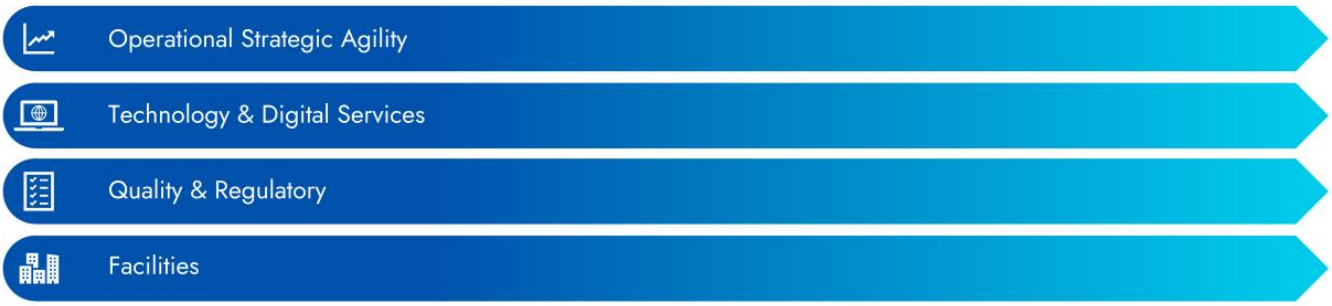
Our Integrated End-to-End Approach



2023 Enterprise Operations Focus Areas

Laboratory Optimization

Workflow Optimization

Talent Recruitment & Retention

Digital Transformation

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Delivering Operational Results

Automating & Digitizing the Lab

- Productivity increase in networked analysis
- Digitizing H&Es (stains), uploading to network

Optimizing Footprint & Equipment

- Improving redundancy
- Reducing downtime

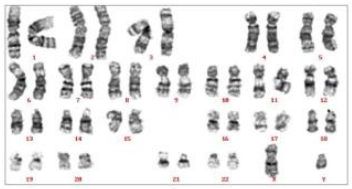
Driving High Performance in NGS for 1Q23

- Improved NeoTYPE® NGS Turnaround Time by 46%
- Improved other NGS Turnaround Time by 22%

Automating the Lab of the Future

We are automating our future to increase throughput, improve quality and safety, and drive operational leverage across the enterprise.

Enabling analysis through our **network** of technologists & pathologists



Automated karyotyping
- Reducing analysis time
- Feeding network

Automated liquid handling
- Tracking with 2D barcoding
- Improving TaT

Laboratory Optimization

Driving Productivity Across the Neo Network

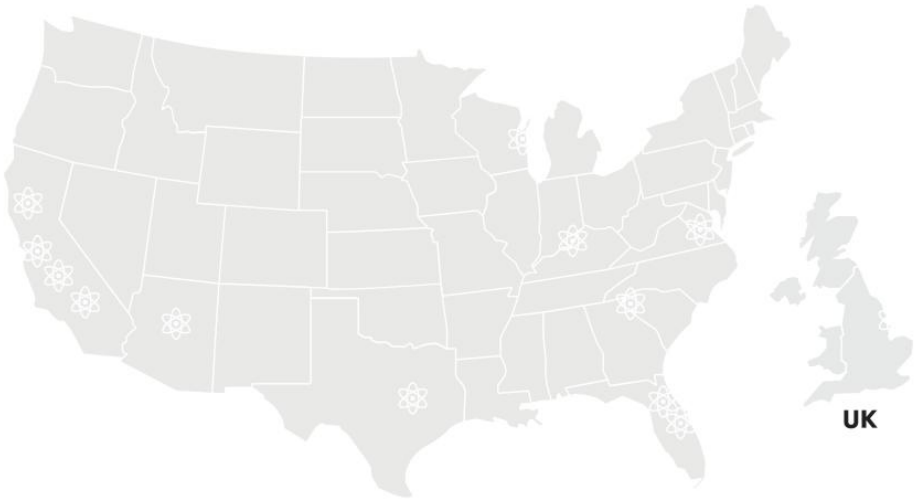
Labs consolidated in 2023

- Nashville production lab
- Singapore
- Rolle, Switzerland

NEO Production Labs With Modular Automation

NEO Networked Analysis Lab

HQ & New NEO Production Lab – Validating Automation



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Working Smarter Through Analytics

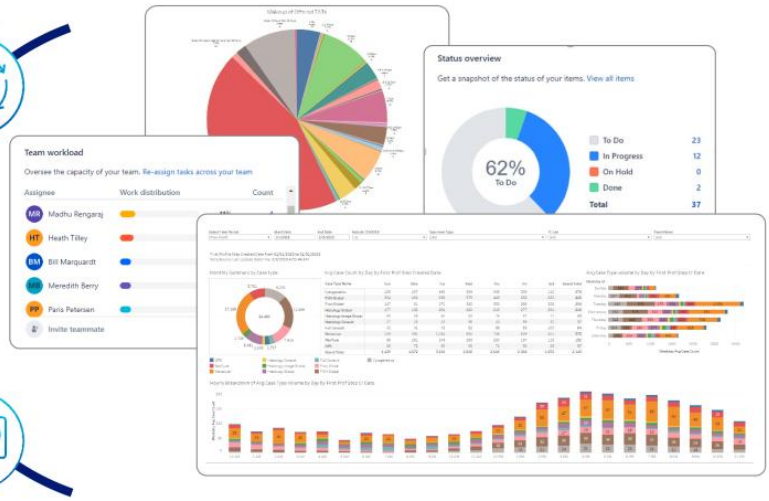
Neo's office of "operational strategic agility"

Integrating a Six Sigma team into ops to drive continuous improvement

Aligning staffing and capacity to meet customer demands

Simplifying & standardizing all modalities across the network

Driving optimization with real time dashboards and metrics



Our People Are Our Assets

Recruit
- Candidates & certifications through MD Anderson, Mt San Antonio College, Florida Gulf Coast U, Keiser U
- Market compensation analysis

Develop
- Lab ops employees continuing education through Neo U
- In-house certifications as medical technologists
- Leadership development – Supervisor Summit July '23

Retain
- Tailored career plans for growth within NEO
- Consistent & continuous improvement in turnover over last 12 months
- Modernized facilities for upgraded working environment


Digital
Transformation
2023
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Enabling Technology for the Lab of the Future

Enterprise & Data Architecture

- End-to-end connectivity
- Backbone for automation
- Agnostic to data inputs
- Foundation for future product

Data & Analytics

- Common data definitions
- Sample tracking
- Supply & inventory analytics
- Cost transparency

Wider Cloud Deployment

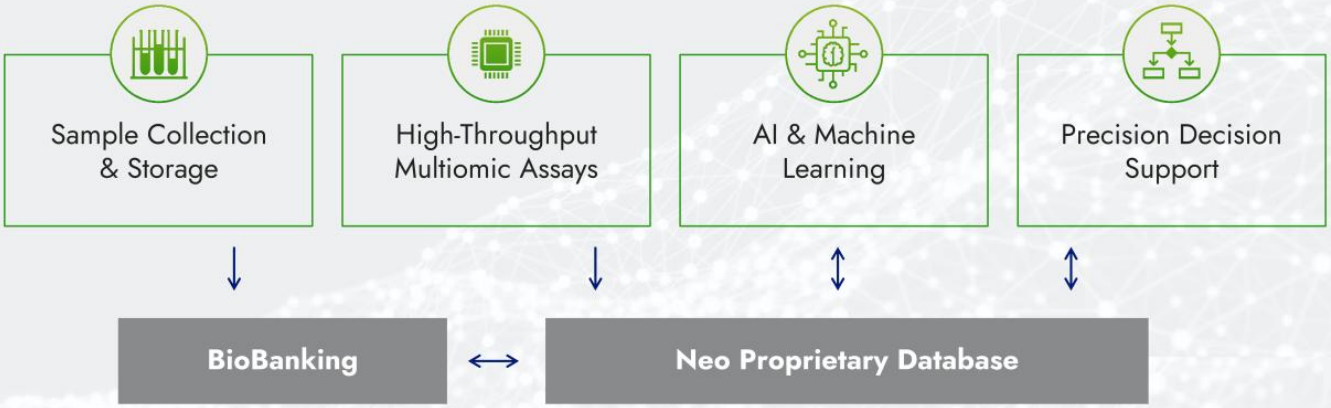
- Reduced costs
- Reduced security and BC/DR risks
- Better deployment to new sites or geographies
- Advanced tools and analytics

Enhanced Customer Experience

- Improved online ordering
- Support expanded user platforms
- Improved reporting
- Enhanced UIs
- Enable customer self-service

Big Data Will Drive Precision Oncology

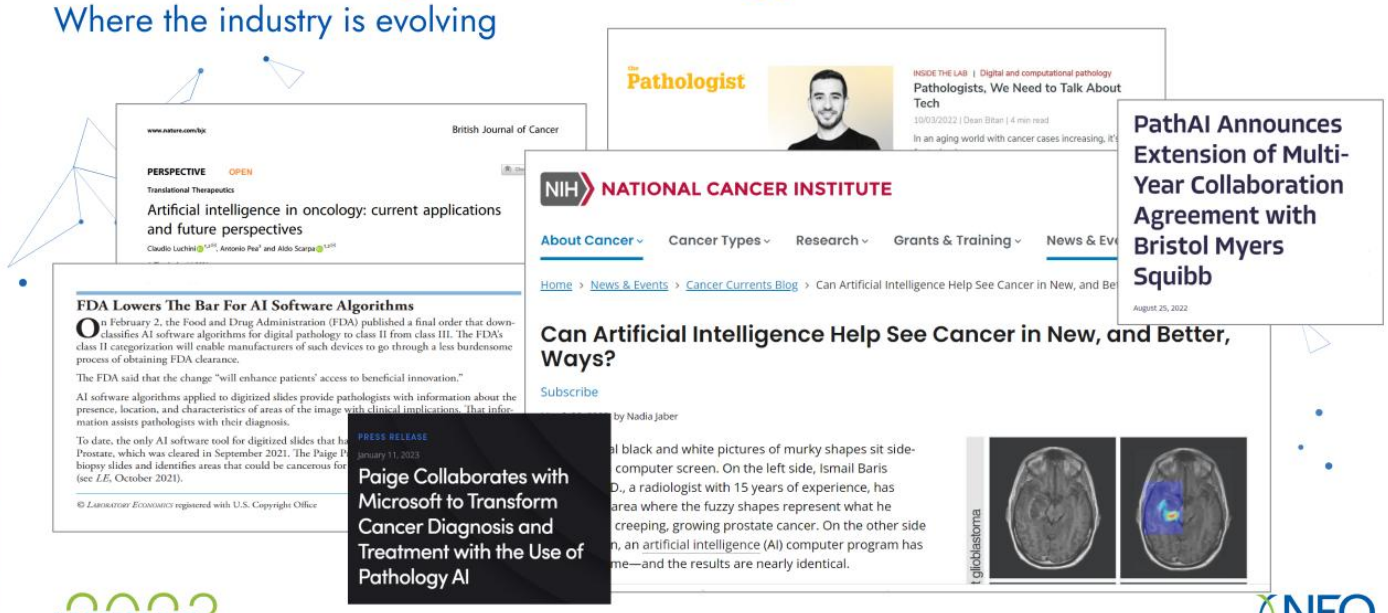
Components of the data-driven future



We are building the ***infrastructure*** that enables this future.

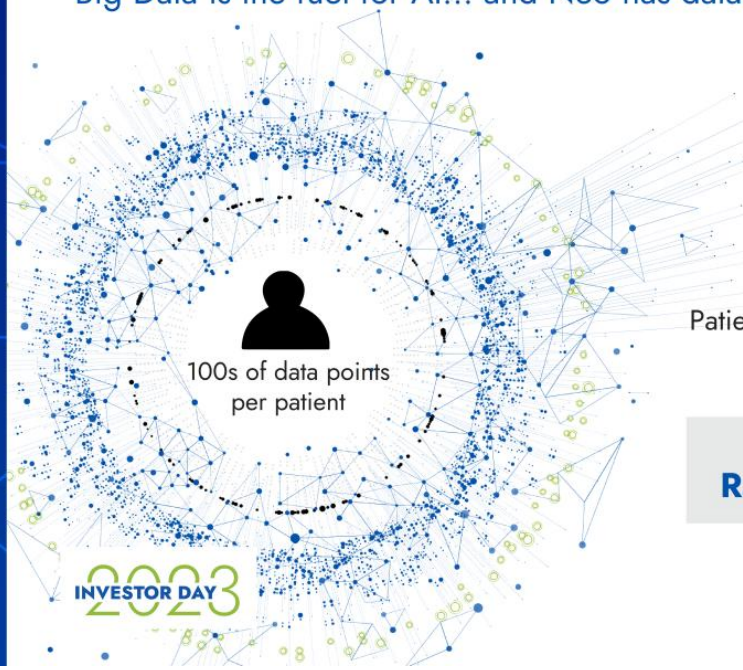
Artificial Intelligence: Oncology's Present & Future

Where the industry is evolving



Our Data Advantage

Big Data is the fuel for AI... and Neo has data!



~540K
Patients served annually
TODAY

1 Million
Patients served annually
2028

>100M clinical data points generated annually
RaDaR® Makes Neo Data *Longitudinal*

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The Neo Data Advantage

Current Uses of Our Data

- Enabling pharma R&D
- Licensing for algorithm training through partnerships with tech Companies
- Clinical trial matching
- Realizing a competitive advantage by delivering results through our network

Future Uses of Our Data

- Further monetization through real world evidence
- Future product development
- IP generation
- Building Neo ecosystem through common data standards

Key Takeaways

1. We have transitioned to a fully integrated operations model for end-to-end delivery

2. We are delivering strong results in improvements to turnaround time and productivity

3. We will continue to drive results in 2023 through:
   - Lab optimization
   - Workflow analysis & optimization
   - Talent recruitment & retention

4. We are undergoing a digital transformation to leverage Neo's data advantage

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NEO GENOMICS

Innovating for the Future

Vishal Sikri
President, Advanced Diagnostics

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Advanced Diagnostic Division

Therapy Selection
(Solid Tumor & Heme)

MRD/
Liquid Biopsy

Pharma
Services

Informatics/
Data Strategy

R&D

CLINICAL PROGRAMS

CLIENT ENGAGEMENT

Experienced
leadership team

Clearly defined focus on execution of product roadmap focusing on innovative, next-generation products in solid tumor & heme for pharma partners as well as clinical customers

Continued Strong Heme Presence & Solid Tumor Growth Potential

Neo Comprehensive – Myeloid Disorders (>160 genes)

Neo Comprehensive – Solid Tumor (>500 genes)
10-day TAT
RNA capture

Large Panels, DNA & RNA, TMB & MSI

Small Panels, DNA & RNA

Small Panels, DNA Only

Single-Gene Testing

Market Leader in Leukemia NGS Testing[1]

- NeoGenomics 2021 Test Volume
- Leukemia NGS Test Market

Solid Tumor NGS Testing Market Share[2,3]

- NeoGenomics Test Volume
- Solid Tumor NGS Market

References: 1. https://seer.cancer.gov/statfacts/html/all.html **2.** https://seer.cancer.gov/statfacts/html/leuks.html **3.** https://progressreport.cancer.gov/diagnosis/stage

Continued Strong Heme Presence & Solid Tumor Growth Potential

Multi-Billion Market Opportunity

$9B

Estimated market size by 2027

Underpenetrated Market

~18%

Market penetration

Superior Specs vs. Market Leader

Largest **DNA/RNA myeloid profile** on market and largest **internal pan-cancer, solid tumor profile**

Trusted Partner

- **>4,400** pathology & community oncology relationships
- **>600** cancer tests available
- **>1.7M** tests run/year
- **>120** MDs and PhDs on staff

Solving Oncologist Challenges

NeoAccess: clinical decision support

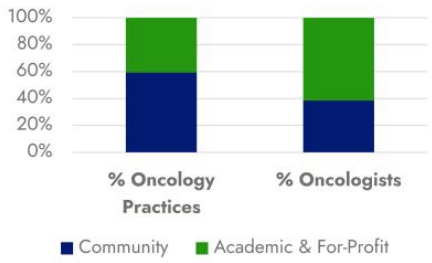
40% improvement in sign-out TAT

Source: NHS, NSF, NIH, UN, WHO, primary market research, NEO internal estimates.

Roadmap to Further Increase Market Share

Expected therapy selection market growth of 15% YOY[1]

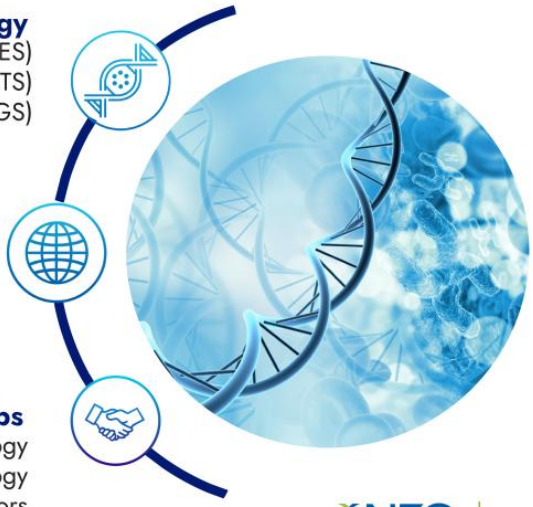
NeoGenomics traditionally services community oncology practices, which represent approximately half of the oncology market, but only 30% of total oncologists[2].



Enhance Technology
Whole-exome sequencing (WES)
Whole-transcriptome sequencing (WTS)
Whole-genome sequencing (WGS)

Expand Access
NY state approval
FDA approval
Clinical decision support

Increase Relationships
Academic & for-profit oncology
Pediatric oncology
Private payors



References: 1. Lab Economics. **2.** Community Oncology Alliance statistics, 2022 ASCO Snapshot

RaDaR®: Strong Positioning in MRD Market

Massive Market Opportunity

$20B

Estimated market size by 2027

Underpenetrated Market

~1%

Market penetration

Exceptional Performance

10x

higher sensitivity compared to other leading MRD tests

Trusted Partner

- Broad cancer testing menu
- Established pathology customer base
- Foothold in the community setting

Broad Clinical Data

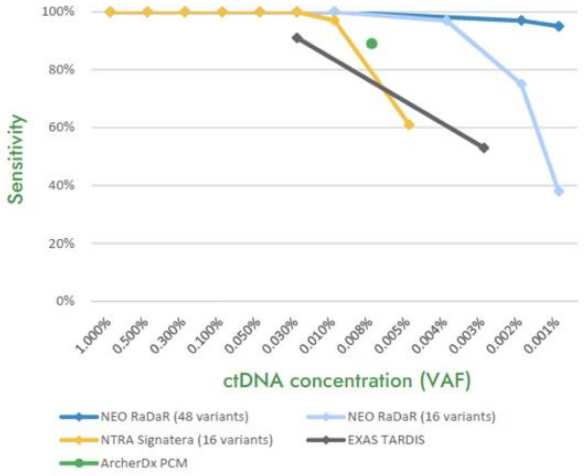
- Breast cancer
- HNSCC
- Lung cancer
- Melanoma
- Urothelial cancer

Source: NHS, NSF, NIH, UN, WHO, primary market research, NEO internal estimates.

High Sensitivity Enables Detection of More Patients With Residual Disease

10x MORE SENSITIVE*

RaDaR has been carefully designed to detect extremely low levels of ctDNA in the blood, demonstrating exceptionally high sensitivity (LoD_{95} = 0.001% VAF) and specificity (100%).

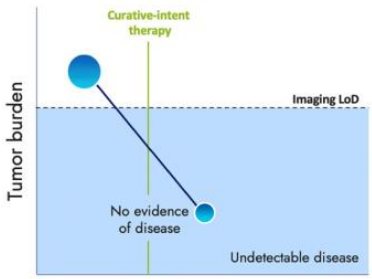


LoD95 = limit of detection, working at a confidence of 95%; VAF = variant allele fraction.
* The analytical validation study of RaDaR demonstrates a limit of detection (LoD_{95}) of 0.001% variant allele fraction (VAF) with 100% specificity.
Source: Stephens Industry Note; Mason Carrico, April 2022.

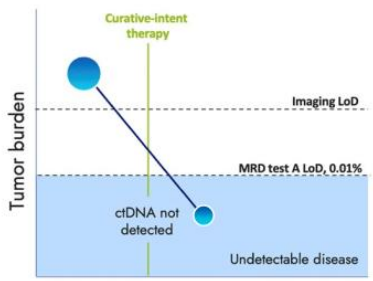
High Sensitivity Enables Detection of More Patients With Residual Disease

10x MORE SENSITIVE*

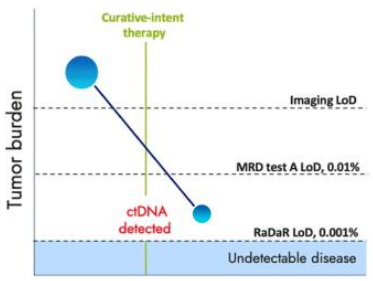
Imaging



Other MRD test (LoD 0.01%)



RaDaR (LoD 0.001%)



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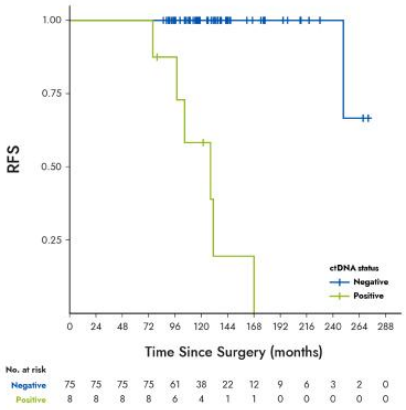
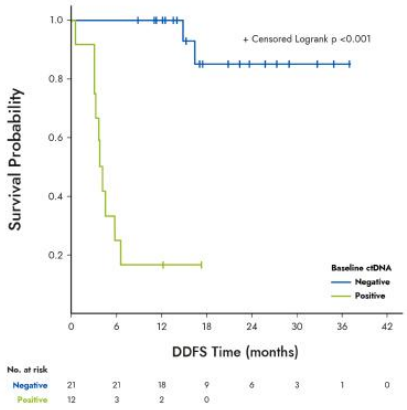
* Compared to other leading minimal residual disease (MRD) assays.

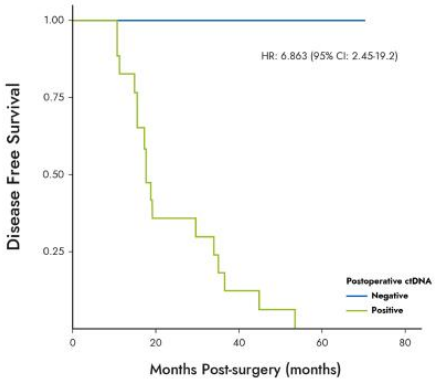
RaDaR as a Reliable Risk Stratification Tool Across Tumor Types: Breast



CHiRP: Monitoring for recurrence in ER+/HER2- breast cancer[1]



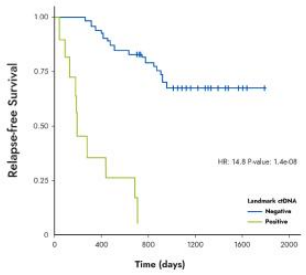
OXEL: MRD detection post surgery in triple-negative breast cancer[2]



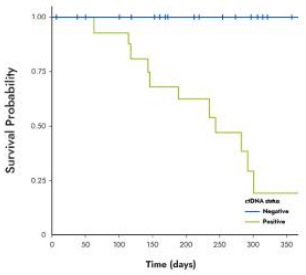
ChemoNEAR: MRD detection post therapy and recurrence monitoring across sub types of breast cancer[3]

References: 1. Lipsyc-Sharf, et al. JCO 2022. **2.** Lynce, et al. SABCS 2021. **3.** Cutts et al. AACR 2021.

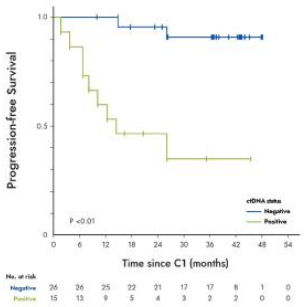
RaDaR as a Reliable Risk Stratification Tool Across Tumor Types: Lung, Head and Neck, Bladder, Melanoma



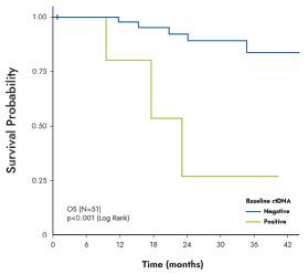
LUCID: MRD detection post surgery in non-small cell lung cancer[1]



LIONESS: MRD detection post surgery in head and neck cancer[2]



NABUCCO: ctDNA detection post neoadjuvant therapy in muscle-invasive bladder cancer[3]



SAMBA: MRD detection post surgery in melanoma[4]

References: 1. Gale, et al. *Annals of Oncology*, 2022 **2.** Flach, et al. ESMO 2022. **3.** Van Dorp, et al. *Nature Medicine* 2022. **4.** Genta, et al. ASCO 2022.

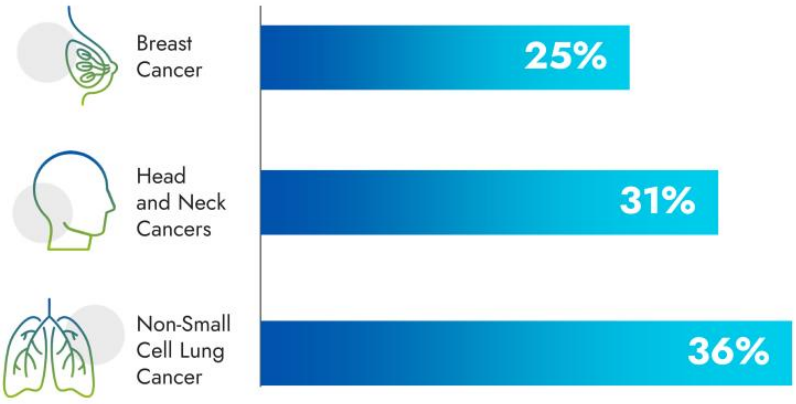
RaDaR Detects More Patients With Residual Disease

10x MORE SENSITIVE*

RaDaR detects a significant number of samples that other MRD tests may miss

Highly sensitive tests are required to detect microscopic levels of ctDNA. RaDaR detects ctDNA down to 0.001% VAF.

Study Samples With Detectable ctDNA <0.01% VAF[1-3]



* Compared to other leading minimal residual disease (MRD) assays.

References: 1. Gale D, et al. *Ann Oncol*. 2022;33(5):500-510. **2.** Flach S, et al. *Br J Cancer*. 2022;136:1186-1195. **3.** Lynce P, et al. https://www.inivata.com/wp-content/uploads/2021/12/SABCS-OXEL-11.19.2021-Final.pdf.

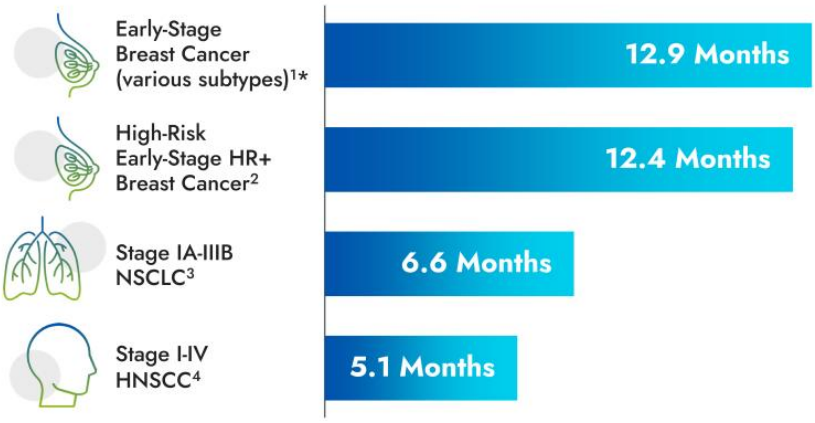
RaDaR Detects Cancer Recurrence Sooner

10x MORE SENSITIVE*

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

High sensitivity enables longer lead times ahead of standard of care monitoring tools like radiographic imaging.

Median lead times for relapse or recurrence[1-4]



*Compared to other leading minimal residual disease (MRD) assays. Excluding patients with brain metastases..
HNSCC = head and neck squamous cell carcinoma; HR = hormone receptor; NSCLC = non-small cell lung cancer.

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

Building clinical evidence for RaDaR

CHiRP Study

Lipsyc-Sharf, et al.
Journal of Clinical Oncology, 2022

Aim of the study
To investigate the association of MRD with recurrence in a cohort of high-risk, early-stage HR+ BC patients with no evidence of recurrence 5 years after diagnosis

Results
- RaDaR identified MRD in 10% of patients. No patient had physical symptoms or radiological recurrence at that time.
- **RaDaR identified MRD prior to all cases of distant metastatic recurrence with a median lead time of 12.4 months.**

LIONESS Study

Flach, et al.
British Journal of Cancer, 2022

Aim of the study
To investigate whether post-operative ctDNA detection can act as a biomarker for surgical tumor clearance in HNSCC cancer and evaluate the potential of RaDaR as a surveillance tool

Results
- **ctDNA was detected by RaDaR with 100% clinical sensitivity.**
- RaDaR was able to detect MRD in all cases prior to clinical progression with a median lead time of 154 days.

LUCID Study

Gale, et al.
Annals of Oncology, 2022

Aim of the study
To investigate the feasibility and prognostic value of RaDaR detecting ctDNA at or before relapse in stage IA-IIIB NSCLC patients

Results
- ctDNA detection at landmark (2-16 weeks after treatment end) leads to a 14.8-fold higher risk of recurrence.
- **RaDaR was able to detect MRD prior to clinical progression with a median lead time of 212.5 days.**

2022 ASCO ANNUAL MEETING | 4 abstracts submitted | 7+ publications across multiple cancer indications anticipated for 2023

RaDaR Commercialization

2023 Focus

- Successful commercial launch Q1, 2023
- Direct clinical and pharma sales channel
- Commercial initiatives in place to drive adoption
- Building clinical evidence
- Clear focus on establishing public and private coverage

Coverage Roadmap

2023 → **2024 onward** →

2023	2024 onward
3+ MolDx and private payor submissions BC MolDx application submitted late Q1, 2023	Additional individual and pan-cancer submissions

Pharma Services at NeoGenomics

What changed?

The Past

- Accepted any project regardless of profitability
- Reported bookings and backlog as a sign of health
- Dropped price to build up bookings
- Expanded testing locations without focus on profitability

Today

- Focus selling on high margin/growth modalities
- Focus on revenue generation
- Increase volume with batched/retro samples
- Discipline on pricing and competitive differentiation
- Grow CDx opportunities
- Consolidate international sites
- Increase focus on Top 30 pharma

Broad test menu to meet pharma partners' needs


Molecular

RaDaR MRD


Companion Diagnostics


MultiOmyx™


Anatomical Pathology


FISH and Cytogenetics

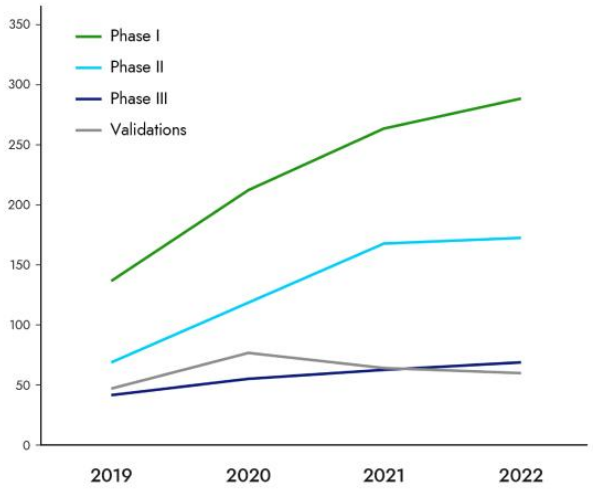

Flow Cytometry


Immunoassays

Rebalancing Pharma Portfolio

Grew volume of **retrospective/batched** samples to ensure sample turnover in laboratory (trends to Phase I-II studies)

- Vs. prospective studies and custom development (trends to Phase III and validation studies)
- COVID-19 effect on new validations 2020-2021 resulted in moderate growth of Phase III 2022



Returning to Double-Digit Growth

Reasons to believe

- Batched/ Retrospective Samples
- High Margin & Growth Modalities
- Broad Menu & Capabilities
- Companion Dx & Launch Pipeline
- International Site Capabilities and Volume Channels
- Strong Investments in R&D Translating Pharma VOC

RaDaR: A Tool for Drug Development

1. **Enrich trial recruitment** – identifying patients at high risk for recurrence can substantially reduce trial sample size
2. **Use as potential surrogate endpoint** – ctDNA can provide early indications of therapeutic efficacy
3. **Balance study arms** – ensures proper assessment of therapeutic performance metrics in early-stage trials

*"ctDNA as a biomarker has a number of potential regulatory and clinical uses in the early-stage setting that may assist and expedite drug development. [...] to enrich a high- or low-risk population for study in a trial, to reflect a patient's response to treatment, or potentially as an early marker of efficacy."**

With its exceptional sensitivity & specificity, RaDaR has the potential to increase efficiency and reduce costs of clinical trials even more than other MRD assays

* FDA draft guidance for industry "se of ctDNA for early-stage solid tumor drug development. May 2022.

An Integrated Portfolio

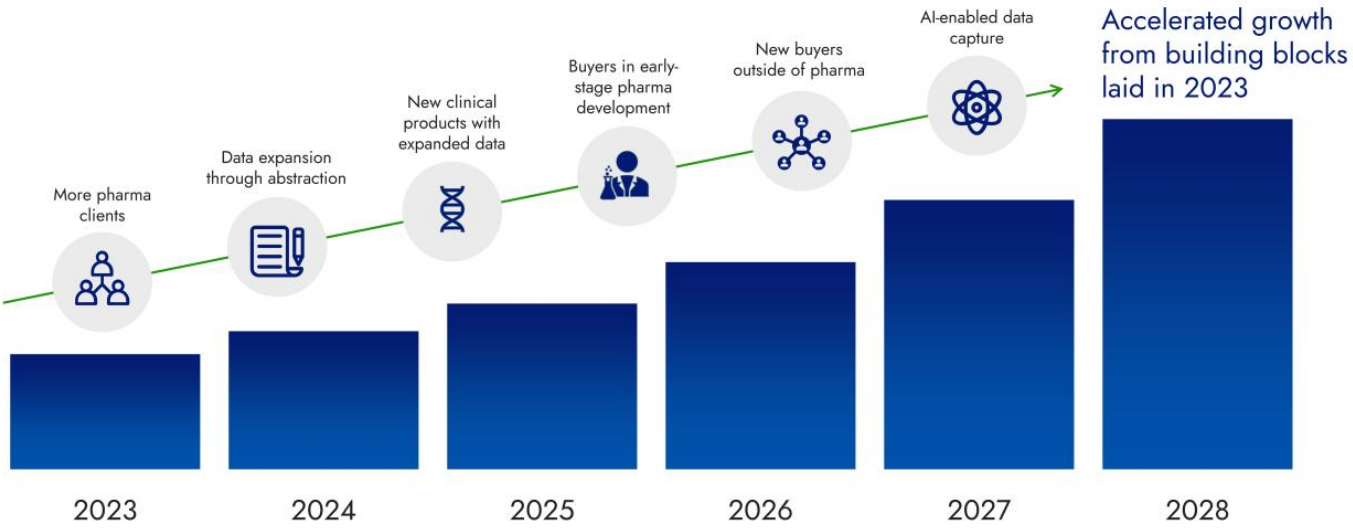
Actualizing precision medicine

Top 30 pharma yearly R&D spend: **>$152.5B***

NeoGenomics can support comprehensive biomarker testing, translational research, and diagnostic needs for pharma

* 2021 Figures – https://www.pharmexec.com/view/2022-pharm-exec-top-50-companies.

Informatics: Path to Strong, Continued Growth



Note: data utilized by Informatics clients is de-identified and abides by appropriate data protection regulations.

Growth Drivers

Exclusive Source

- NeoGenomics data is now exclusively available through NeoGenomics, making it more valuable.
- No further licensing to aggregators to resell

Expanding Existing Data

- Utilizing NLP and manual in-house abstraction to extract additional clinical history elements to expand types of projects we can support.

Future Data Expansion

- As clinical launches expanded comprehensive testing (NGS/eWES/WTS), data increases, resulting in our ability to move earlier in pharma drug development life cycle

Expanding Partnerships

- Working with 15 of the top 20 pharma
- Expanding partnerships with AI companies

Advanced Diagnostics: Set-up for Success

R&D
Develop innovative products for pharma and later clinical use

Clinical
Launch innovative next-generation products, validated with pharma, that add clinical value to patients, oncologists and pathologists

Pharma
Implement innovative technologies to feed clinical pipeline and capture VOC to support R&D development, looking forward 3-5 years

Informatics
Generate multi-modality data for pharma partners to accelerate drug development and precision medicine

Key Takeaways

1. New Neo Comprehensive and RaDaR launches are helping grow revenue and market share and are rapidly expanding Neo's informatics portfolio
2. Pharma services changes implemented in 2022 are showing improved profitability
3. At Neo, we are driving to be an innovative R&D company and investing in next generation products that will help cancer patients for years to come
4. RaDaR is a key differentiator for Neo, allowing for longer-term revenue growth

NEO GENOMICS

Long-Term Financial Outlook

Jeff Sherman
Chief Financial Officer

2023 INVESTOR DAY

2023 FY Expectations

Strategic focus to drive long-term profitable growth

Revenue

$545–555 million

KEY DRIVERS

Clinical volume & revenue per test growth
- NGS Revenue Growth
- Revenue Cycle Initiatives

Advanced Diagnostics
- Legacy Pharma & Informatics revenue growth
- RaDaR® growth

AEBITDA

($27)–($22) million

KEY DRIVERS

Revenue & gross margin improvements

Overhead cost efficiencies from reorganization

Expect to deliver positive AEBITDA in Q4

Cash Burn

$50–60 million

KEY DRIVERS

Decreased from $89 million*, an improvement of ~$34 million from 2022

INVESTOR DAY 2023

Adj EBITDA is a non-GAAP metric. Please reference the non-GAAP reconciliation within the Appendix section of this presentation.
* Cash burn of $89M excludes $12M in proceeds from building sale.

Operating Efficiencies & Investments 2023

Operating Efficiencies

- $25MM in annualized cost savings from Q1 2023 reorganization
  - Reduced G&A costs
  - Geographic footprint rationalization
- Revenue cycle initiatives
- Continued productivity across organization to offset headwinds and deliver margin expansion

Investments

- Sales force expansion
- Lab optimization and automation
  - Houston expansion
  - Long-term capacity planning
  - Workforce investments
- RaDaR CMS/MolDx approval and clinical trials
- R&D & innovation
- Technology investments

INVESTOR DAY 2023

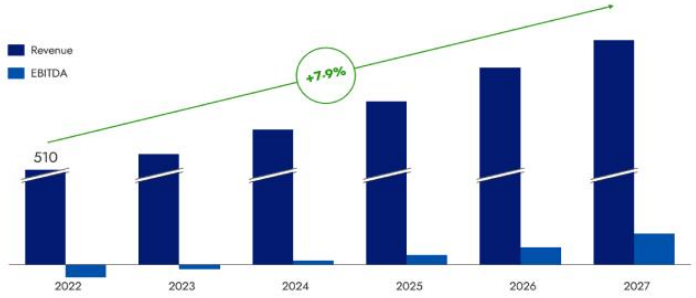
Cost savings included in 2023 guidance.

Reported Operating Metrics

- **Clinical Service Revenue**
  - Clinical Volumes
  - Revenue per test
- **Advanced Diagnostics Revenue**
  - Includes the following not broken out separately:
  - Pharma Revenue (stopped reporting bookings in Q3 2022)
  - Informatics Revenue
  - RaDaR Revenue
- Adjusted Gross Margin
- Adjusted EBITDA Margin
- Capital Investments – cash burn/cash generation

5-Year Financial Projection – Base Business

- Annual Base Revenue growth 7-9%, including NGS growth of 20%+ per year
- Base Business defined as current state including Pharma RaDaR Revenue, does not include guidance for RaDaR Clinical Revenue
- Annual inflation at 3-4%, partially offset by automation and operating efficiencies
- Achieve operating leverage
  - Adjusted Gross Margin improvement each year
- Adjusted EBITDA improvement
  - Expect positive full year AEBITDA in 2024
  - AEBITDA margin in mid-teens by 2026
- $30-40M Capital Expenditure per year



5-year Revenue & AEBITDA

Adj Gross Margin and Adj EBITDA are non-GAAP metrics. Please reference non-GAAP reconciliations within our 10-K filing and quarterly earnings release on the NeoGenomics investor site. ir.neogenomics.com and within the Appendix.

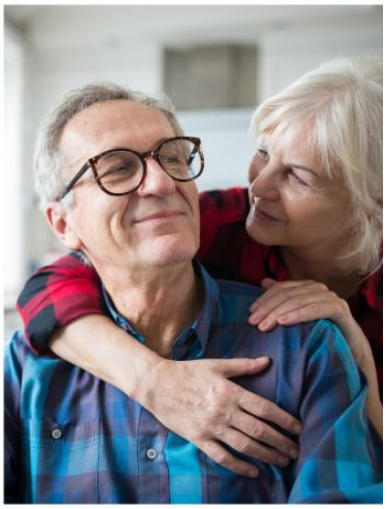
Projected Liquidity Provides Financial Flexibility

To manage capital structure and to continue to invest for growth

2022	2022 YE	2023	2025 & Beyond	2028
Cash Burn **$89M***	**$438M** Cash & Marketable Securities	Cash Burn **$50-60M**	Cash Flow **Positive**	

$200M **2025** Convertible Note Maturity

$345M **2028** Convertible Note Maturity



2023 INVESTOR DAY

* Cash burn of $89M excludes $12M in proceeds from building sale.

Key Takeaways

1. Improving financial trends from 2022 expected to continue in 2023 and beyond
2. Operating efficiencies driving improved profitability
3. Strategic investments to fuel innovation and future growth
4. Clinical RaDaR growth drives incremental Revenue, Adj. Gross Margin, and AEBITDA

- Revenue growth 7-9%
- AEBITDA-positive in 2024
- AEBITDA margin improvement to mid-teens by 2026
- Cash flow-positive in 2025

Appendix

Adjusted EBITDA, 2023 Guidance

Reconciliation of Non-GAAP Financial Guidance to Corresponding GAAP Measures

(Unaudited, in thousands, except per share amounts)

GAAP net loss in 2023 will be impacted by certain charges, including: (i) expense related to the amortization of intangible assets, (ii) non-cash stock-based compensation, and (iii) restructuring charges. 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 2023 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, 2023	
	Low Range	High Range
Net loss (GAAP)	$ (116,000)	$ (107,000)
Amortization of intangibles	34,000	34,000
Non-cash stock-based compensation	28,000	27,000
Restructuring charges	5,000	5,000
Adjusted net loss (non-GAAP)	(49,000)	(41,000)
Interest and taxes	(14,000)	(16,000)
Depreciation	36,000	35,000
Adjusted EBITDA (non-GAAP)	$ (27,000)	$ (22,000)
Net loss per diluted share (GAAP)	$ (0.91)	$ (0.84)
Adjustments to net loss per diluted share:		
Amortization of intangibles	0.27	0.27
Non-cash stock-based compensation expenses	0.22	0.21
Restructuring charges	0.04	0.04
Rounding and impact of diluted shares in adjusted diluted shares[11]	-	-
Adjusted diluted EPS[12] (non-GAAP)	$ (0.38)	$ (0.32)
Weighted average assumed shares outstanding in 2023:		
Diluted shares (GAAP)	128,000	128,000
Options, restricted stock, and converted shares not included in diluted shares[12]	-	-
Adjusted diluted shares outstanding (non-GAAP)	128,000	128,000

[11] 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.

[12] 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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Vital Answers.
Transforming Care for
Cancer Patients.

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A Clinician's Perspective on the Role of MRD in Clinical Practice

Dr. Peter Beitsch
Dallas Surgical Group

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