

NeoGenomics

Acquisition of Genoptix

October 23, 2018



Forward-Looking Statements

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Non-GAAP Adjusted EBITDA

"Adjusted EBITDA" is defined by NeoGenomics as net income from continuing operations before: (i) interest expense, (ii) tax expense, (iii) depreciation and amortization expense, non-cash stock-based compensation expense, and if applicable in a reporting period, acquisition-related transaction expenses (vi) non-cash impairments of intangible assets (vii) debt financing costs (viii) and other significant non-recurring or non-operating (income) or expenses.



A New Standard in Oncology Testing

NeoGenomics

Well established as a leading provider of oncology testing for pathologists and hospitals

Genoptix

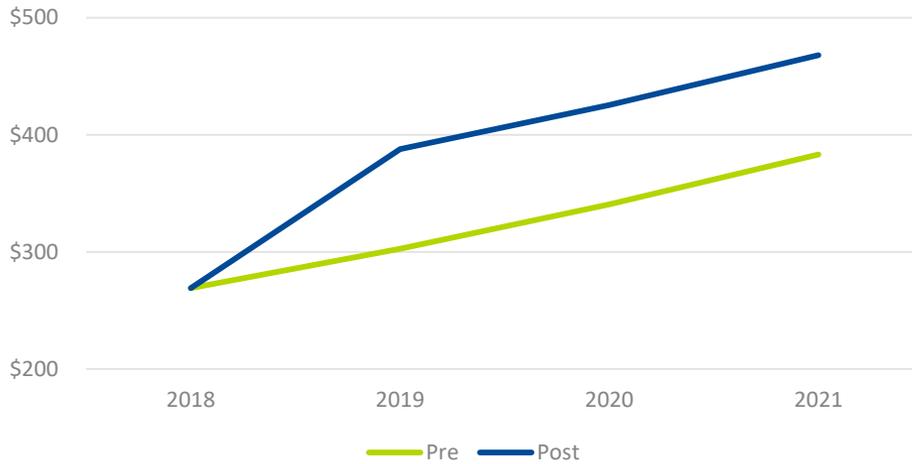
Outstanding reputation and relationships with community oncologists



- Unprecedented reach to all customer segments
- Broadest and deepest test menu in the Industry
- Deep knowledge of community oncology practice
- Gold standard consults and reports
- Broad portfolio of managed care/GPO contracts
- Highly efficient, oncology-focused operations, medical team, and sales force

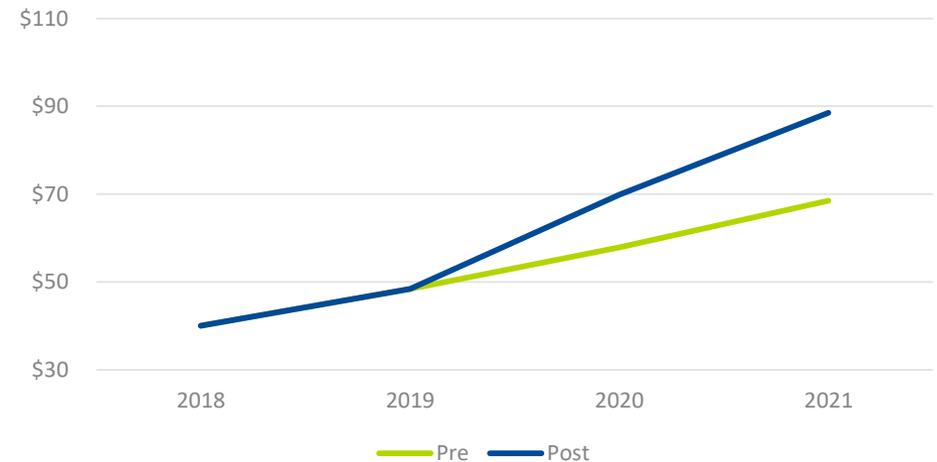
Bends the Curve

Potential Revenue



- Incremental revenue of ~\$85M
- Pro form combined revenue of ~\$350M
- ~\$25 million of cost synergies
- ~25% EBITDA on incremental revenue by end of year three

Potential EBITDA



Note: graphs and estimates are for illustrative purposes and do not represent company forecasts, with the exception of 2018, which is the mid-point of previously issued guidance

Genoptix Overview

- Leading oncology-focused lab
- Outstanding reputation and relationship with community oncology practices
- Cases managed by specialized pathologists and hematopathologists
- Experience with complex and challenging disease states
- 170,000 test reports issued in 2017
- Located in Carlsbad, CA
- Founded in 1999; IPO 2007; Acquired by Novartis 2011; Acquired by Ampersand Capital, 1315 Capital and management in March of 2017

Expands Reach into Oncology Practices

Significant opportunity for growth



\$2.5 billion revenue opportunity



>2,000 independent, community oncology practices



Important channel for fastest growing tests (e.g., NGS and Liquid Biopsy)

Genoptix is well established in this market segment



40 person oncologist-focused sales force (5x larger than NeoGenomics' current oncology team)



Customized reports specifically tailored for the oncologist community



Specialized pathologists with years of experience working directly with oncologists

Leverages Best Offerings

EXTENSIVE TEST MENU

NeoGenomics' test menu includes many tests that Genoptix does not currently offer to its customers

- Broader portfolio of NGS tests
- 10-color flow
- Greater number of IHC tests
- Solid tumor pathology

PHARMA SERVICES

Synergistic pharma services business drives access to companion diagnostics

NATIONAL FOOTPRINT

With operations on both coasts, NeoGenomics will be able to improve turn-around time for Genoptix customers

MANAGED CARE AND GPO CONTRACTS

NeoGenomics has a broad portfolio of contracts in which Genoptix does not participate

CUSTOMIZED REPORTING

Genoptix has a suite of customized reporting tools that are considered the gold standard among oncologists

COMPASS[®] and CHART[®]

COMPASS: comprehensive, hematopathologist-directed, integrated assessment report

- Customized workflow on each patient case to provide a disease-specific evaluation based on up-to-date guidelines
- Actionable diagnosis in a one-page report
- Consultation with assigned hematopathologist available on every case
- Notification of acute cases and unexpected diagnoses within 24 hours
- Real-time electronic reporting with Genoptix Online, powered by eCOMPASS[™]
- Review of challenging cases and presentation of tumor conferences with a Genoptix Hematopathologist through eRounds

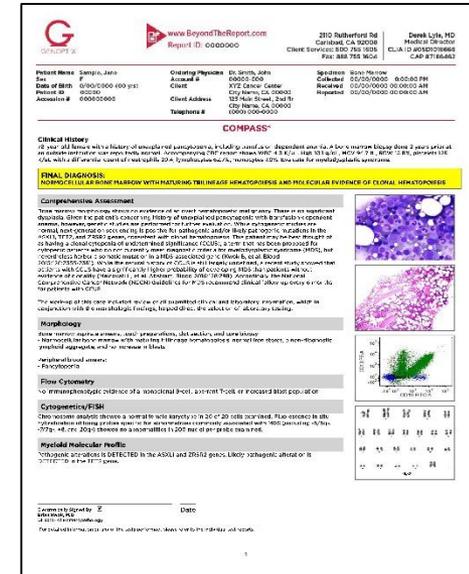
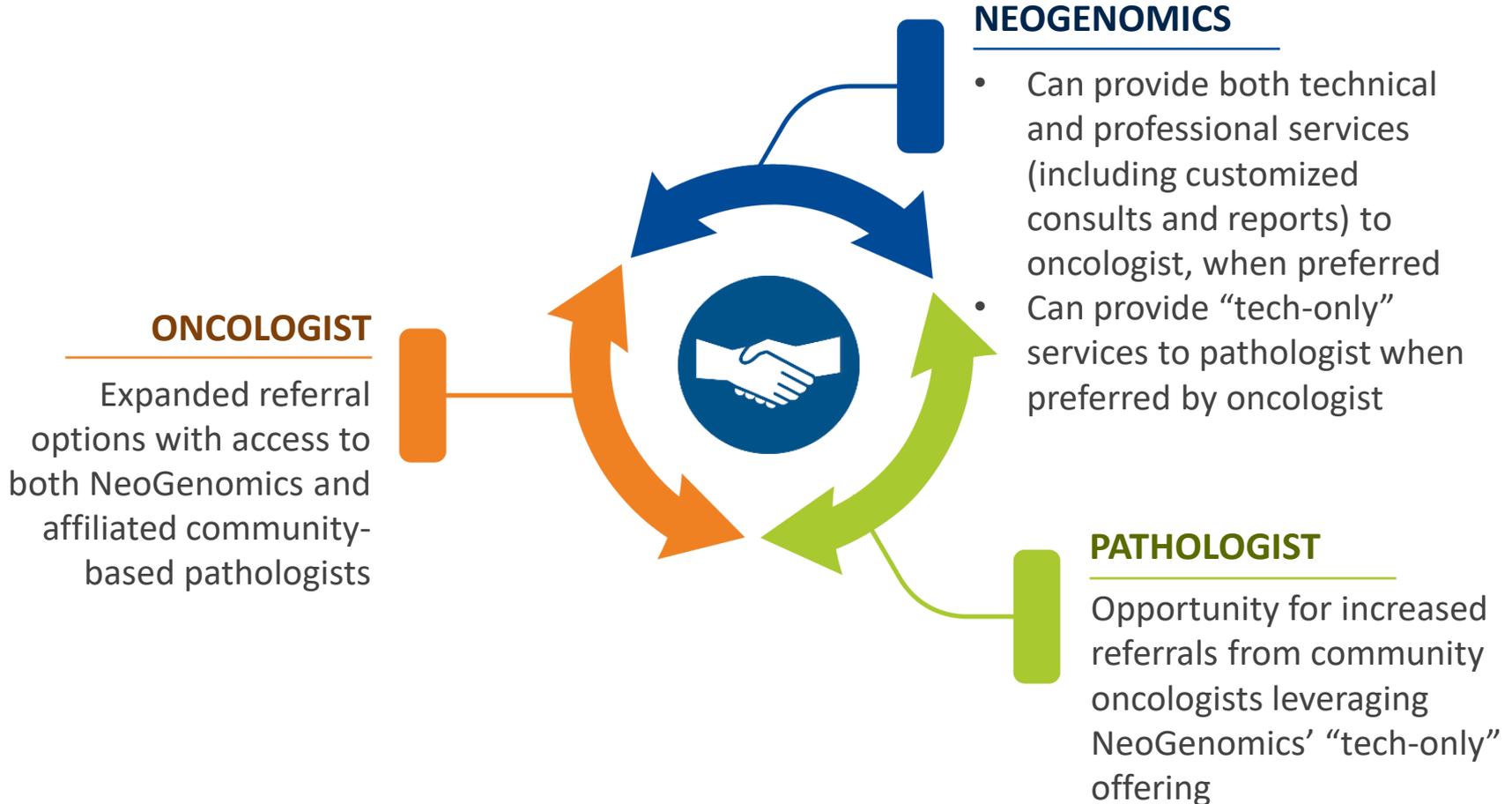


CHART: a longitudinal report including a consultative review and correlation with relevant prior findings by a Genoptix Hematopathologist, used to:

- Monitor response to therapy
- Determine disease progression
- Evaluate clonal evolution
- Assess residual disease

Creates Innovative Value Proposition



Raises the Bar

- Significantly expands reach into oncology practices
- Creates unique value proposition for oncologists, pathologists, hospitals, payors and patients
- Enhances and leverages combined product offering
- Increases opportunity for coordination between oncologists and pathologists within the community
- Accelerates revenue and profit trajectory

