Forward-Looking Statement

These slides may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements pertaining to future financial and/or operating results, future growth in revenues, margins, research, technology, clinical development and potential opportunities for Cancer Genetics, Inc. tests and services, along with other statements about the future expectations, beliefs, goals, plans, or prospects expressed by management constitute forward-looking statements.

Any statements that are not historical fact (including, but not limited to, statements that contain words such as "will," "believes," "plans," "anticipates," "expects," "estimates") should also be considered to be forward-looking statements. Forward-looking statements involve risks and uncertainties, including, without limitation, risks inherent in the development and/or commercialization of potential products, risks of cancellation of customer contracts or discontinuance of trials, risks that anticipated benefits from acquisitions will not be realized, uncertainty in the results of clinical trials or regulatory approvals, need and ability to obtain future capital, maintenance of intellectual property rights and other risks discussed in the Cancer Genetics, Inc. Form 10-K for the year ended December 31, 2016 along with other filings with the Securities and Exchange Commission. These forward-looking statements speak only as of the date hereof. Cancer Genetics, Inc. disclaims any obligation to update these forward-looking statements.
EVERYTHING WE DO IS FOCUSED ON 1 KEY IDEA …

…DELIVER INNOVATION & PATIENT VALUE BY PROVIDING THE MOST COMPREHENSIVE CAPABILITIES IN PRECISION ONCOLOGY …

FROM DISCOVERY TO DEVELOPMENT THRU DIAGNOSTICS
Investor Highlights: Cancer Genetics Addresses the Trends in Oncology from Bench to Bedside

- Large, Global Market Opportunities
- Global Footprint Created by Highly Strategic M&A
- Strong & Growing Partnerships with Leading BioPharma
- Innovation Engine & Expertise Driven By Key Collaborations
- Unique, Proprietary Portfolio of Genomic Tests & Panels
- Diversified & High Growth Revenue Streams
- World-Class Management Team

$458B GLOBAL ONCOLOGY SPEND BY 2030
4 TRANSFORMATIVE ACQUISITIONS
CONTRACTS WITH 9 of 10 TOP BIOPHARMA
+488% REVENUE INCREASE (2013-16)
15+ ACTIVE RESEARCH COLLABORATIONS WITH LEADING INSTITUTIONS
21 COMMERCIALY LAUNCHED TESTS
100 US & FOREIGN PATENTS
50% REVENUE GROWTH 2015-16 / 42% 4-YEAR CAGR
100+ CUMULATIVE YEARS OF EXPERIENCE

(1) From 2.6M in 2013 to 15.3M in 2016
Our Mission is to be the Oncology Diagnostics Partner of Choice from Bench to Bedside

INNOVATION & EXECUTION

RESEARCH - DISCOVERY -

PARTNERING WITH LEADING RESEARCH INSTITUTIONS TO DRIVE INNOVATION AND DEVELOP NEW INSIGHTS

CLINICAL TRIALS - DEVELOPMENT -

PROVIDING UNPARALLELED EXPERTISE TO BIOPHARMA COMPANIES FOR IMPROVED THERAPEUTIC DEVELOPMENT

PATIENT CARE - DIAGNOSTICS -

DELIVERING GENOMIC INSIGHTS TO PHYSICIANS TO PERSONALIZE TREATMENT & IMPROVE OUTCOMES
Overview of Strategic Rationale
Several Powerful Drivers that Support the Acquisition of vivoPharm

01

02
Significant Customer Synergies

03
Capabilities Beyond Genomics

04
Meaningful Market Expansion

Financially Accretive in Year 1
## The Fundamentals of \textit{vivoPharm}
A solid & highly scalable platform for early discovery, pre-clinical & pharmacology

<table>
<thead>
<tr>
<th>200</th>
<th>$5-6$ M</th>
<th>30+</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDs supported across 20+ indications</td>
<td>accretive discovery services revenue projected during Year One</td>
<td>Immuno-Oncology Studies &amp; Trials</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2</th>
<th>~14%</th>
</tr>
</thead>
<tbody>
<tr>
<td>state-of-the-art GLP discovery &amp; early development labs in Pennsylvania &amp; Australia</td>
<td>4 Yr. Revenue CAGR</td>
</tr>
</tbody>
</table>
Expanding In The Oncology Value Chain
Growing CGI’s addressable market and increasing our impact in oncology

- Target Selection and Validation
- Lead Finding and Optimization
- Pre-IND Package
- in vivo Models
- Imaging Studies
- Tumor – Microenvironment

- Pharmacokinetics
- Pharmacodynamic
- Efficacy
- Pharmacological Profiling
- Toxicology
- Formulation
- IND-Enabling Studies

- Phase 1, 2, 3 Trials
- Phase 4, Post-Marketing Studies
- Tolerability, Efficacy, Dosage
- Drug Repurpose and Rescue
- Patient Stratification
- Progress Monitoring

- Validation studies
- Regulatory Filing and Application Preparation
- Companion Dx Development
- Indication Expansion Studies
- LDT Development

- Monitor Drug Adverse Events
- Patient Therapy Management
- Follow-up Monitoring
- Liquid Biopsy
- LDT + FDA Testing
Strong and Consistent History of Revenue Growth

TOTAL ANNUAL REVENUE

2012 $4.3  2013 $6.6  2014 $10.2  2015 $18.0  2016 $27.0

* Amounts in $ millions

REVENUE & OPERATING EXPENSES

Q3 2015 $4.0
Q4 2015 $5.5
Q1 2016 $6.1
Q2 2016 $6.7
Q3 2016 $6.3
Q4 2016 $6.5
Q1 2017 $5.6
Q2 2017 $5.7

* Amounts in $ millions

Pre-Response Acquisition
Post Response Acquisition
Fully Integrated Acquisition

Revenue
Operating Expenses

2017 Cancer Genetics, Inc. | www.cancergenetics.com | @Cancer_Genetics
The Oncology Marketplace & Opportunity

SPENDING ON ONCOLOGY TESTING

<table>
<thead>
<tr>
<th>Year</th>
<th>Biopharma</th>
<th>Clinical</th>
<th>Discovery</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>3.72</td>
<td>0.84</td>
<td>3.98</td>
</tr>
<tr>
<td>2020</td>
<td>4.68</td>
<td>5.41</td>
<td>1.02</td>
</tr>
</tbody>
</table>


POTENTIAL BUYING CENTERS

- **4,000+** U.S. HOSPITALS
  - Community Hospitals
  - Regional Cancer Centers
- **3,000+** U.S. CLINICAL TRIALS FOR ALL CANCER TYPES
  - Pharmaceutical & Biotechnology Companies
- **200+** RESEARCH CENTERS IN THE U.S.
  - Universities & Research Centers
- **85%** ONCOLOGY PATIENTS Treated in Community Setting

$\text{\$8.5 Bn}$ to $\text{\$11.2 Bn}$ by 2020
Primary Growth Drivers 2017-2018

Immuno-Oncology
- Key immuno-markers are already FDA cleared and in market: PD-1 & PDL-1
- CGI offers ALL the PD-L1 companion diagnostic tests available on the market for immuno-oncology therapies
- Multiple partnerships in development

Healthcare Systems
- Need for a partner that can provide unique tests along with day-to-day collaboration for patient needs
- Increasing clinical and economic acceptance of CGI’s focused NGS Panels (Lymphoma, Myeloid, Lung, etc.)

Testing Innovation
- Launch of Multiple Myeloma panel with Mayo Clinic
- Launch of Hereditary Cancer Panels
- More marketing focus and data on FDA-cleared Tissue of Origin® and CE-marked FHACT® for Cervical Cancer
- Launch of focused, multi-gene liquid biopsy tests for lung and renal cancer in upcoming quarters

Biopharma Partners
- Pharmas need companies that can provide testing, innovation and patient insights
- CGI has both content and capabilities that are unique or in high market demand
- In discussions with several pharma companies for large scale partnerships
**Unique, Proprietary Portfolio of Genomic Tests & Panels**

### Guiding Principals for Portfolio Development

1. Provide comprehensive and technology agnostic methodologies
2. Drive novel discovery and development through partnerships with key thought leaders
3. Target unmet and critical disease states
4. Meaningfully impact and improve clinical trials and patient care

### RESEARCH & DISCOVERY

<table>
<thead>
<tr>
<th>Blood Cancers</th>
<th>Solid Tumors</th>
<th>Hereditary</th>
<th>Oncospire Genomics(2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MATBA® FOR B-CELL CANCERS [CLL&amp;SLL; DLBCL; FL; MCL]</td>
<td>UROGENRA®-KIDNEY</td>
<td>FOCUS::HERSITE® [HEREDITARY BREAST &amp; OVARIAN CANCER]</td>
<td>MULTIPLE MYELOMA</td>
</tr>
<tr>
<td>LYMPHOMA NGS PANELS [CLL; DLBCL&amp;FL; MCL; OTHER LYMPHOMAS]</td>
<td>FOCUS::RENAL®</td>
<td>COMPLETE::IO™</td>
<td>LUNG CANCER (MULTI CLONAL TUMOR ASSESSMENT)</td>
</tr>
<tr>
<td>MYELOID NGS PANELS [AML; MDS; MPN; OTHER MYELOID MALIGNANCIES]</td>
<td>FHACT® CERVICAL</td>
<td>LIQUID::LUNG-CFDNA™</td>
<td>COMPREHENSIVE PHARMACOGENOMICS (PGx) PANEL</td>
</tr>
</tbody>
</table>

### CLINICAL DEVELOPMENT

- **4 TESTS IN MARKET**
- **5 TESTS IN MARKET**
- **4 TESTS IN MARKET**
- **TEST IN MARKET**
- **TEST IN MARKET**
- **TEST IN MARKET**
- **TEST IN MARKET**
- **TEST IN MARKET**

### COMMERCIAL DEVELOPMENT

- **LAUNCHING**

### MARKET ENTRY

- **IN MARKET**
- **IN MARKET**
- **IN MARKET**
- **IN MARKET**

(1) Pipeline of projects may change based on business or scientific rationale
(2) Joint Venture with the Mayo Clinic

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2017 Cancer Genetics, Inc. | www.cancergenetics.com | @Cancer_Genetics
Strong and Growing Relationships with Leading Biopharma Companies

9 of 10
CGI HAS CONTRACTS WITH TOP BIOPHARMA COMPANIES

200+
NUMBER OF CLINICAL TRIALS CGI IS ACTIVELY SUPPORTING WITH ITS TESTING, GENOMIC SERVICES, & BIOMARKER CAPABILITIES

HIGHLIGHT ON BIOPHARMA REVENUE & FUTURE GROWTH

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$4.3M</td>
<td>$6.6M</td>
<td>$10.2M</td>
<td>$11.6M</td>
<td>$15.3M</td>
</tr>
</tbody>
</table>

(1) Approximately expected future revenues under signed contracts with biotechnology & pharma customers for testing & services to support currently planned clinical trials.
Targeted Clinical Trials Drive Revenue Today and Market Share in the Future

**TODAY**

**REVENUE TODAY FOR BIOPHARMA SERVICES**

- 200+ CLINICAL TRIALS & STUDIES WITH CGI

**FUTURE**

**FUTURE REVENUE IN CLINICAL CARE**

- 30+ MIGHT TRANSFORM CANCER CARE BASED ON CGI’S ESTIMATE OF A 15% APPROVAL RATE
- 6 POTENTIAL COMPANION DX TO ACCELERATE CLINICAL GROWTH & PROFITABILITY
CGI OPERATES AT THE FOREFRONT OF THE ERA WHERE GENOMIC AND IMMUNE MARKERS WILL ENABLE PRECISION MEDICINE
Our Four Pillars of Innovation

1. **UNIQUE CONTENT VIA PARTNERSHIPS & COLLABORATIONS**
   - Mayo Clinic
     Oncospire Genomics joint venture targeting hematological cancers
   - Columbia University
     Genomic signatures for myelodysplastic syndromes and AML
   - Huntsman Cancer Center
     Patient response to kidney cancer frontline therapies

2. **IMMUNO-ONCOLOGY CAPABILITIES THAT ARE INDUSTRY LEADING**
   - HTG Collaboration
     Expression of genes implicated in patient immune responses to tumors
   - Dako / Ventana CDx
     Dako 22C3 and Ventana SP263 CDx test for KEYTRUDA®
   - Unique Immuno-Oncology Panel via Flow Cytometry
     Commercialization of Comprehensive IO Panel via Flow Cytometry

3. **HIGH SENSITIVITY LIQUID BIOPSY AND CELL-FREE ANALYSIS**
   - Portfolio Updates
     Anticipated launch of focused, multi-gene liquid biopsy tests for lung and renal cancer in upcoming quarters
   - Oncomine™ Lung cfDNA Assay
     Detection levels down to 0.1% with 90% sensitivity & >98% specificity for point mutations and indels using only a single blood sample

4. **HIGH QUALITY, CLINICALLY VALIDATED HEREDITARY CANCER TESTING**
   - Focus::HERSite® NGS Panel Launch
     Covers the 16 most critical genes associated with breast and ovarian cancers and provides comprehensive coverage of BRCA1 and BRCA2
   - Hereditary Focused Partnerships
     Expected to partner with community based genetic counselors at cancer centers, research facilities, and integrated health networks
## Collaborations with World-Renowned Cancer Research Institutions

<table>
<thead>
<tr>
<th>Institution</th>
<th>Disease Target</th>
<th>Collaboration Highlights</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beth Israel Deaconess Medical Ctr</td>
<td>DLBCL (Diffuse Large B-Cell Lymphoma)</td>
<td>Biomarker-based outcome prediction using Focus::Lymphoma™ and MatBA®-DLBCL</td>
</tr>
<tr>
<td>Cleveland Clinic</td>
<td>Kidney Cancer</td>
<td>Genomic marker validation</td>
</tr>
<tr>
<td>Columbia University</td>
<td>AML, MDS, and Myeloid Cancers (Acute Myeloid Leukemia, Myelodysplastic Syndromes)</td>
<td>NGS panel development</td>
</tr>
<tr>
<td>Groupe Hospitalier Pitié Salpêtrière, Paris</td>
<td>Kidney Cancer</td>
<td>Analysis of biomarker variability by array-CGH &amp; NGS</td>
</tr>
<tr>
<td>Huntsman Cancer Institute, Univ of Utah</td>
<td>Kidney Cancer</td>
<td>Evaluation of biomarkers of response using Focus::Renal™ &amp; array-CGH</td>
</tr>
<tr>
<td>Kamineni Hospital, India</td>
<td>Cervical Cancer</td>
<td>FHACT® evaluation</td>
</tr>
<tr>
<td>Keck School of Medicine of USC</td>
<td>DLBCL and FL (Follicular Lymphoma)</td>
<td>Biomarker investigation</td>
</tr>
<tr>
<td>Memorial Sloan-Kettering Cancer Ctr</td>
<td>Kidney Cancer</td>
<td>Array-CGH &amp; NGS core needle biopsy analyses &amp; biomarkers assoc. w/metastasis</td>
</tr>
<tr>
<td>Moffitt Cancer Center</td>
<td>CINV and PGx</td>
<td>Prediction of side effects associated with chemotherapy (CINV)</td>
</tr>
<tr>
<td>National Cancer Institute</td>
<td>Cervical Cancer</td>
<td>FHACT® development &amp; cervical cancer screening trials</td>
</tr>
<tr>
<td>North Shore LIJ Health System</td>
<td>CLL/SLL</td>
<td>CLL/SLL validation &amp; BTK inhibitor resistance</td>
</tr>
<tr>
<td>University of Alabama</td>
<td>Central Nervous System Lymphoma</td>
<td>Biomarker investigation</td>
</tr>
<tr>
<td>University of Iowa Cancer Center</td>
<td>DLBCL, Lymphoma</td>
<td>MatBA®-DLBCL and Focus::Lymphoma™ validation</td>
</tr>
<tr>
<td>Westchester Medical Center</td>
<td>Central Nervous System Lymphoma</td>
<td>Genomic biomarker identification using UroGenRA®</td>
</tr>
</tbody>
</table>
Recent Collaboration Highlights

**H3 Biomedicine Inc.** (H3) selected CGI to provide **clinical biomarker services** for H3’s lead oncology drug candidate H3B-8800: **the first ever gene splicing anticancer therapeutic agent** being developed for the potential treatment of select blood-based cancers.

**Huntsman Cancer Institute at University of Utah, Pfizer**, and CGI entered a collaboration for the validation of CGI’s NGS-based kidney cancer panel, which includes a signature for the prediction of response to Sunitinib®, and the development of cell-free DNA assay for disease monitoring.

Announced collaboration with **Lantern Pharma, Inc.** focused on drug rescue and repurposing leveraging **genomics, biomarkers, and artificial intelligence** driven development for multiple lead oncology compounds.
Immuno-Oncology (IO): Greater Insights Require Integrated Information From Multiple Technologies

BY 2024, IO DRUG SALES EXPECTED TO REACH $35B AND HAS THE POTENTIAL TO IMPACT UP TO 60% OF ALL CANCER PATIENTS

CGI’S EXTENSIVE APPROACH IN IMMUNO-Oncology:

- **IMMUNOHISTOCHEMISTRY (IHC)** to detect critical biomarkers such as PD-L1 [FDA-APPROVED]
- **IMMUNOPHENOTYPING & FLOW CYTOMETRY** to assess immune response against cancers
- **TRANSCRIPTOME PROFILING & SEQUENCING VIA NGS** to measure expression levels of drug targets

**Source:** IMS Health

**MERCK**

CANCER GENETICS is listed by MERCK as a National Reference Lab for KEYTRUDA® - a drug that will be impacting $7.8 BN IN SALES BY 2025
Combinations of Targeted & Immuno-Oncology Drugs Will Improve Outcomes and Drive Biomarker Testing

- Many combinations will launch over the next five years with an **inflection point** near 2020-2021

- **Hematology and breast combos** will continue to dominate through 2018

- After 2018, **solid tumor combos will increase dramatically** – especially for lung cancer and melanoma

- Combinations will incorporate **targeted and immuno-oncology agents** and are likely to have an **additive or synergistic therapeutic effect**

Sources: CenterWatch, FDA, clinicaltrials.gov, IMS R&D LifeCycle, IMSCG Analysis, Cell 161 April 9, 2015 Elsevier Inc.
CGIX is Uniquely Positioned to Rapidly Create Clinically Useful Liquid Biopsy Tests

**SIGNED 5 AGREEMENTS** TO DEVELOP AND VALIDATE MULTI-MARKER LIQUID BIOPSY TESTS FOR A BROAD RANGE OF SOLID TUMORS

- Partnerships allow CGI to remain **platform agnostic in liquid biopsy** test development
- Programs and projects are being **funded by leading biotech & pharmaceutical companies**
- Focused on **therapy monitoring & companion diagnostic development for solid tumors** including breast, lung, renal, prostate, and gastric
- **Revenue** from liquid biopsy from both biopharma and clinical customers is expected to **increase rapidly** during 2017

**Launch of Liquid Lung Multi Gene Assay Expected in Q2 2017**

**Liquid Biopsy Investment Trend**
YoY Total Funding (in millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Funding (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>$25</td>
</tr>
<tr>
<td>2012</td>
<td>$38</td>
</tr>
<tr>
<td>2013</td>
<td>$49</td>
</tr>
<tr>
<td>2014</td>
<td>$122</td>
</tr>
<tr>
<td>2015</td>
<td>$223</td>
</tr>
<tr>
<td>2016</td>
<td>$487</td>
</tr>
</tbody>
</table>

Source: Tracxn Diagnostics Report January 2017
Artificial Intelligence (AI) is Transforming Oncology & Clinical Medicine

CGI is very focused on transforming and evolving our value proposition as a critical and preferred partner in the oncology ecosystem by leveraging AI-enabled solutions.

- **Partnering** with select companies to improve our clinical value proposition
- **Investing** in key technologies to streamline operations and improve visibility
- **Implementing** solutions that allow additional revenue generation from ancillary services
- **Curating** and extracting insights from molecular and clinical data

Opportunities Exist Across The Entire Oncology Value Chain…
From Discovery to Clinical Trials thru Patient Monitoring

- Drug Design
- Drug Discovery
- Drug Rescue
- Signature Development
- Combination Therapies
- Population Stratification
- Patient Diagnosis
- Disease Prediction
- Test Optimization
- Clinical Trial Matching
- Clinical Care Optimization
CGI Match
Artificial Intelligence in Precision Medicine

- CGI is the **first diagnostic company** able to augment the oncologist’s decision making by **continuously matching** the patient’s data with **emerging clinical trials**, based on previous diagnostic tests and any shared clinical data or records.

- **CGI Match** uses **Artificial Intelligence** to Drive Personalized Treatment and Accelerate Clinical Trial Matching leveraging a deep-learning engine to accelerate and **constantly update clinical trial matching for patients**.

<table>
<thead>
<tr>
<th>01</th>
<th>Clinician</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Main target</strong>, medical professional using portal with CGI medical reports to accelerate trial match based diagnostic tests and any shared clinical data or records</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>02</th>
<th>Pharma</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business entity using medical insights to accelerate patient enrollment for clinical trial studies and patient enrollment</td>
<td></td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>03</th>
<th>Patient</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual patient using tool for clinical trial insights</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>04</th>
<th>Caregiver</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual caregiver using tool for clinical trial insights for patients</td>
<td></td>
</tr>
</tbody>
</table>
OUR FOCUS IS TO BALANCE INNOVATION & EXECUTION TO ACHIEVE PROFITABILITY & DURABILITY AS A LEADER IN PRECISION ONCOLOGY
### SELECT SIGNIFICANT PATENTS INCLUDE:

<table>
<thead>
<tr>
<th>Disease Area</th>
<th>Patents/Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>HPV-Associated Cancers</td>
<td>3 US Patents</td>
</tr>
<tr>
<td>Mature B-Cell Neoplasms</td>
<td>2 US Patents</td>
</tr>
<tr>
<td>Tissue of Origin</td>
<td>4 US Patents</td>
</tr>
<tr>
<td>Renal Cortical Neoplasms</td>
<td>2 US Patents</td>
</tr>
<tr>
<td>Gene Expression</td>
<td>15 US Patents</td>
</tr>
<tr>
<td>Chromosomal Analysis Using FISH</td>
<td>2 US Patents</td>
</tr>
<tr>
<td>Gynecological Cancers &amp; Precancers</td>
<td>Application Submitted</td>
</tr>
</tbody>
</table>

**Disease-Focused Patent Portfolio: 80+ Global Patents**
Revenue & Growth Highlights
(numbers in $ millions)

2\textsuperscript{ND} QUARTER REVENUE

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2</td>
<td>$1.5M</td>
<td>$4.2M</td>
<td>$7.0M</td>
<td>$6.6M</td>
</tr>
</tbody>
</table>

4-Year CAGR: 45%

1\textsuperscript{ST} HALF YEAR REVENUE

<table>
<thead>
<tr>
<th>Half Year</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
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<tbody>
<tr>
<td>1H</td>
<td>$2.9M</td>
<td>$8.6M</td>
<td>$13.1M</td>
<td>$13.6M</td>
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</table>

4-Year CAGR: 47%

FULL YEAR REVENUE

<table>
<thead>
<tr>
<th>Year</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2</td>
<td>$6.6M</td>
<td>$10.2M</td>
<td>$18.0M</td>
<td>$27.0M</td>
</tr>
</tbody>
</table>

4-Year CAGR: 42%
Q2 2017 Biopharma Highlights

STRONG YEAR OVER YEAR PROGRESS & SIGNIFICANT QUARTERLY PROGRESS

**TOTAL ACTIVE PROJECTS**
- Q2 2016: 111
- Q1 2017: 140
- Q2 2017: 170

**ACTIVE I/O PROJECTS**
- Q2 2016: 15
- Q1 2017: 32
- Q2 2017: 39

**BOOKINGS TO BILLING RATIO**
- Q2 2016: 1.6
- Q1 2017: 1.2
- Q2 2017: 2.2

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**ANNUAL PROGRESS**
- 53% increase in number of biopharma projects from 111 to 170 projects

**QUARTERLY PROGRESS**
- 21% increase in number of biopharma projects from 140 to 170 projects
- A 1.6-fold increase from 15 to 39 immuno-oncology projects
- 7 additional immuno-oncology projects with biopharma partners, many with combination trials
- Biopharma bookings to billing ratio of 2.2 on $7.1M of Q2 2017 bookings (highest on record at CGI)
- Record Biopharma bookings on $7.1M+ of Q2 2017 bookings which are expected to drive future revenue increases
## Cancer Genetics Summary Statement of Operations

<table>
<thead>
<tr>
<th>Income Statement Items</th>
<th>Q2 2016</th>
<th>Q2 2017</th>
<th>1H 2016</th>
<th>1H 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$7,000</td>
<td>$6,604</td>
<td>$13,069</td>
<td>$13,570</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>$2,716</td>
<td>$2,570</td>
<td>$4,681</td>
<td>$5,327</td>
</tr>
<tr>
<td>Gross Margin (%)</td>
<td>39%</td>
<td>39%</td>
<td>36%</td>
<td>39%</td>
</tr>
<tr>
<td>Research &amp; Development (R&amp;D)</td>
<td>$1,680</td>
<td>$989</td>
<td>$3,212</td>
<td>$2,099</td>
</tr>
<tr>
<td>Sales &amp; Marketing (S&amp;M)</td>
<td>$1,379</td>
<td>$1,165</td>
<td>$2,677</td>
<td>$2,136</td>
</tr>
<tr>
<td>General &amp; Administrative (G&amp;A)</td>
<td>$3,658</td>
<td>$3,529</td>
<td>$7,976</td>
<td>$7,006</td>
</tr>
<tr>
<td>Operating Profit (Loss)</td>
<td>($4,001)</td>
<td>($3,113)</td>
<td>($9,184)</td>
<td>($5,914)</td>
</tr>
<tr>
<td>Net (Loss)</td>
<td>($4,028)</td>
<td>($2,766)</td>
<td>($9,282)</td>
<td>($12,346)</td>
</tr>
<tr>
<td>Change in Fair Value of Derivative Securities</td>
<td>(67)</td>
<td>590</td>
<td>118</td>
<td>(6,936)</td>
</tr>
<tr>
<td>Adjusted Net (Loss) (non GAAP)+</td>
<td>(4,095)</td>
<td>(3,356)</td>
<td>(9,400)</td>
<td>(5,410)</td>
</tr>
</tbody>
</table>

*This is non GAAP measure. The above table represents non-GAAP measures that management believes, given its magnitude, represents its earnings per share as unaffected by non-operating valuation adjustments to derivative instruments resulting from the Company’s change in its share price, among other related factors.*
Clinical Reimbursement Mix & Payer Coverage

CGI CLINICAL REVENUE
Q1 2017 - $3.0M

DIRECT BILL 14%
REGIONAL AND NATIONAL PAYERS 53%
COMMERCIAL PAYERS

MORE THAN 180M COVERED LIVES REPRESENTED BY AGREEMENTS WITH NATIONAL INTEGRATED NETWORKS

DIRECT BILL
REGIONAL AND NATIONAL PAYERS
COMMERCIAL PAYERS

33%
14%
53%
2017 Goals

- ✔ Hereditary Cancer Testing Panels
- ✔ Artificial Intelligence Engine to Improve Clinical Trial Matching
- ✔ Expand Biopharma Partnerships
- ✔ Liquid Biopsy for Lung Cancer
- ✔ Immuno-Oncology NGS Panel [Biopharma Studies]

- ✔ Multiple Myeloma NGS Panel [Mayo]
- ✔ Further Expansion in Asia-Pacific
  - ○ Develop Genetic Counselor Network
  - ○ Expand Hereditary Service Offering
  - ○ Announce Partnership in China
  - ○ Liquid Biopsy for Kidney Cancer
  - ○ Expand Vivo Offering for Biopharma
  - ○ Bioinformatics Center of Excellence in India
Experienced Leadership Team

Panna Sharma  
CHIEF EXECUTIVE OFFICER & PRESIDENT, BOARD MEMBER  
15+ years as advisor to global life science & healthcare companies

John A (Jay) Roberts, MBA  
CHIEF OPERATING OFFICER & EXECUTIVE VP, FINANCE  
25+ years operational and finance experience

Rita Shaknovich, MD, PhD  
GROUP MEDICAL DIRECTOR & VP, HEMATOPATHOLOGY SERVICES  
15+ years in both clinical and research capacities

Rob Fannon, MBA, MPH  
VP, BIOPHARMA OPERATIONS  
10+ years operations & molecular test & panel development and 5 years life-sci/pharma equity research

Kamala K Maddali DVM, PhD  
VP, BIOPHARMA COLLABORATIONS & COMPANION DIAGNOSTICS  
10+ years in global P&L scientific and commercial management arena

Narasimha Marella, PhD  
VP, OPERATIONS  
7+ years in life sciences arena

Greg Ash  
VP, CLINICAL MARKET DEVELOPMENT  
16+ years in the healthcare sector

Marie Michellod, PhD  
DIRECTOR, QA & REGULATORY  
13+ years in life science arena and 8 years in clinical environment
Board of Directors

**John Pappajohn**  Non-Executive Chairman
- Involved in 100+ start-up companies
- Served as director of 40+ public companies
- Currently on boards of: American CareSource Holdings; ConMed Healthcare Mgmt; CNS Response

**Raju S.K. Chaganti, PhD**
- Founded CGI & served as Chairman until 2014
- Internationally recognized leader in molecular genetics
- Co-discovered lymphoma & kidney cancer patents
- Incumbent of the William Snee E. Chair at MSKCC

**Howard McLeod, PharmD**
- Personalized Medicine Medical Director at Moffit
- Founding Director of the Univ. of NC Institute for Pharmacogenomics (PGx) & Individualized Therapy
- 475+ peer-reviewed papers (PGx, applied therapeutics)

**Panna Sharma**
- CEO & president of Cancer Genetics
- General Manager of OncoSpire Genomics
- Previously managing partner/founder of TSG Partners
- 70+ buy & sell-side transactions (healthcare companies)

**Ted Cannon** a,c
- Founder & President of the Clinical Research Center of Cape Cod
- Previously at Franey Medical Labs; Pharmacia Diagnostics; Alletess

**Geoffrey Harris, CFA** a
- 30+ years experience as healthcare analyst & portfolio manager for biotech/life science companies
- Portfolio manager/Managing partner at c7 Advisors
- Previously: Cantor Fitzgerald; Gleacher & Company

**Franklyn Prendergast, MD, PhD** a, c, g
- Director of Mayo Clinic for Individualized Medicine (Retired)
- Currently on boards of: Translational Genomics Research Inst.; Infectious Disease Research Inst.; DemeRx, Inc.; Ativa; Eli Lilly & Co.

**Michael J. Welsh, MD** c, g
- Investigator at the Howard Hughes Medical Inst.
- Roy J. Carver Biomed Research Chair in Internal Medicine & Molecular Physiology & Biophysics
- Director of Univ. of Iowa Inst. for Biomed Discovery

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a: Audit Committee  c: Compensation Committee  g: Governance and Nominating Committee
Investor Highlights: Cancer Genetics Addresses the Trends in Oncology from Bench to Bedside

Large, Global Market Opportunities

Global Footprint Created by Highly Strategic M&A

Strong & Growing Partnerships with Leading BioPharma

Innovation Engine & Expertise Driven By Key Collaborations

Unique, Proprietary Portfolio of Genomic Tests & Panels

Diversified & High Growth Revenue Streams

World-Class Management Team

$458B GLOBAL ONCOLOGY SPEND BY 2030

4 TRANSFORMATIVE ACQUISITIONS

CONTRACTS WITH 9 of 10 TOP BIOPHARMA +488% REVENUE INCREASE (2013-16)

15+ ACTIVE RESEARCH COLLABORATIONS WITH LEADING INSTITUTIONS

21 COMMERCIALLY LAUNCHED TESTS 28 US PATENTS | 80+ FOREIGN PATENTS

50% REVENUE GROWTH 2015-16 / 42% 4-YEAR CAGR

100+ CUMULATIVE YEARS OF EXPERIENCE

(1) From 2.6M in 2013 to 15.3M in 2016
For further information, please contact us at contact@cgix.com

Thank you

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