Forward-Looking Statements

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, uncertainties with respect to evaluating strategic options, reimbursement risks for new tests, maintenance of intellectual property rights and other risks discussed in the Cancer Genetics, Inc. Form 10-K for the year ended December 31, 2017 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 FOR PRECISION ONCOLOGY DEVELOPMENT.
Revenue & Growth Highlights

2\textsuperscript{ND} QUARTER REVENUE

- 5-Year CAGR: 36%
- Q2 2014: $1.5M
- Q2 2015: $4.2M
- Q2 2016: $7.0M
- Q2 2017: $6.6M
- Q2 2018: $7.0M

1\textsuperscript{ST} HALF YEAR REVENUE

- 5-Year CAGR: 38%
- 1H 2014: $2.9M
- 1H 2015: $8.6M
- 1H 2016: $13.1M
- 1H 2017: $13.6M
- 1H 2018: $14.7M

FULL YEAR REVENUE

- 4-Year CAGR: 30%
- 2014: $10.2M
- 2015: $18.0M
- 2016: $27.0M
- 2017: $29.0M
Revenues by Market & Customer Category

**Q2 2018**

$7.0M

- **BIOPHARMA SERVICES**
  - Supports 249 clinical trials and studies focused on Solid Tumor and Blood Cancers, including 53 for immuno-oncology indications.

- **CLINICAL SERVICES**
  - Over 16,400 tests performed in Q2 2018. Comprehensive test portfolio includes immuno-oncology and liquid biopsies.

- **DISCOVERY SERVICES**
  - Supporting hundreds of clinical trials, driving support for molecular testing and bioinformatics for pre-clinical initiatives and therapeutic discovery.

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Cancer Genetics, Inc. | NASDAQ: CGIX | Q2 2018 Earnings Call
Q2 2018 and Recent Operational Highlights

- **Strengthened leadership team** with appointment of Michael McCartney as Chief Commercial Officer.

- **Raised $2.5 million** through a convertible note financing.

- **Raised $1.9 million in April 2018** by the sale of a non-core asset (wholly-owned subsidiary Bio-Serve Biotechnologies (India) Pvt. Ltd.) to REPROCELL Inc.

- **Progressing the consolidation of the West Coast molecular profiling laboratory and relocation** of most of these activities to New Jersey and North Carolina laboratories, as part of 2018 transformation strategy.
  - The consolidation of this facility is expected to be complete by the end of the third quarter, and **reduce operating expenses by over $4 million annually** once completed.
Q2 2018 Financial Highlights

- Revenues of $7.0 million, 6% increase or $0.4 million over $6.6 million in Q2 2017.

- **Biopharma Services** revenue totaled $3.6 million compared to $3.3 million in Q2 2017.

- **Clinical Services** revenue totaled $2.1 million compared to $3.1 million in Q2 2017. This decrease in revenue was primarily related to the adoption of ASC 606, and 18% decrease in test volume.

- **Discovery Services** revenue totaled $1.3 million compared to $0.3 million in Q2 2017.

- Total Operating expenses were $7.4 million, a 30% increase compared to $5.7 million in Q2 2017.

- Net loss was $3.6 million, or $0.13 per share for Q2 2018, compared to a net loss of $2.8 million or $0.16 per share for Q2 2017.
## Summary Statement of Operations

### Income Statement Items ($ in Thousands)

<table>
<thead>
<tr>
<th></th>
<th>Q2 2018</th>
<th>Q2 2017</th>
<th>1H 2018</th>
<th>1H 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$7,036</td>
<td>$6,604</td>
<td>$14,703</td>
<td>$13,570</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>$2,183</td>
<td>$2,570</td>
<td>$4,768</td>
<td>$5,327</td>
</tr>
<tr>
<td><strong>Gross Margin (%)</strong></td>
<td>31%</td>
<td>39%</td>
<td>32%</td>
<td>39%</td>
</tr>
<tr>
<td><strong>Research &amp; Development (R&amp;D)</strong></td>
<td>$673</td>
<td>$989</td>
<td>$1,354</td>
<td>$2,099</td>
</tr>
<tr>
<td><strong>Sales &amp; Marketing (S&amp;M)</strong></td>
<td>$1,341</td>
<td>$1,165</td>
<td>$2,932</td>
<td>$2,136</td>
</tr>
<tr>
<td><strong>General &amp; Administrative (G&amp;A)</strong></td>
<td>$5,419</td>
<td>$3,529</td>
<td>$10,679</td>
<td>$7,006</td>
</tr>
<tr>
<td><strong>Operating (Loss)</strong></td>
<td>($5,250)</td>
<td>($3,113)</td>
<td>($10,197)</td>
<td>($5,914)</td>
</tr>
<tr>
<td><strong>Net (Loss)</strong></td>
<td>($3,633)</td>
<td>($2,766)</td>
<td>($8,089)</td>
<td>($12,346)</td>
</tr>
<tr>
<td><strong>Change in Fair Value of Derivative Securities</strong></td>
<td>$2,218</td>
<td>$590</td>
<td>$2,927</td>
<td>($6,936)</td>
</tr>
<tr>
<td><strong>Adjusted Net (Loss) (non GAAP)+</strong></td>
<td>($5,851)</td>
<td>($3,356)</td>
<td>($11,016)</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.*
Biotech and Pharma Highlights:
Strong Year over Year & Quarterly Progress

2-fold increase in biopharma projects from 170 to 342 projects

11% increase in biopharma projects from 308 to 342 projects

2.8-fold increase in immuno-oncology projects from 39 to 108 projects

7% increase in immuno-oncology projects with biopharma partners

Biopharma bookings to billing ratio of 2.5 on $9.1M of Q2 2018 bookings

Record quarterly biopharma bookings of $9.1M, up 28.2% over previous record 2Q 2017 expected to drive future revenue