The Oncology Laboratory Solution for Managed Care

Precision Medicine Improves Patient Outcomes and Lowers Costs

Fighting cancer is in our DNA!

neogenomics.com
866.776.5907
NeoGenomics is a premier cancer diagnostics and pharma services company serving oncologists, pathologists, pharmaceutical companies, academic centers, and others with innovative diagnostic, prognostic and predictive testing. Our vision embodies uncompromising quality, exceptional service, and innovative solutions. We have a network of CAP-accredited, CLIA-licensed facilities across the U.S., and work hard to maintain easy access and all the efficiencies of a smaller operation. Our pharmaceutical development clients are also served in two international locations.

NeoGenomics has been serving the cancer community since 2002. We welcomed the expertise of our peers through acquisition of Clarient Diagnostic Services in December 2015 and Genoptix, Inc. in December 2018.
COMMON PURPOSE
We save lives by improving patient care.

VISION
By providing uncompromising quality, exceptional service and innovative solutions, we will be the world’s leading cancer testing and information company.

VALUES
Quality | Integrity | Accountability | Teamwork | Innovation

History of NeoGenomics

2002
Receives state & national laboratory certifications

2005
Pioneers the technical-only service model with FISH

2008
Launches molecular diagnostics division

2012
First-to-market multimethod disease-specific NeoTYPE® Cancer Profiles
First commercial provider of 10-color flow cytometry

2013
Achieves and maintains most comprehensive menu in molecular oncology/pathology
Launches next-generation sequencing platform
Listed on NASDAQ as NEO

2014
Launches numerous molecular tests, including CALR mutation analysis and BTK

2015
Launches 70 new and enhanced tests – an average of 1 test each 5.2 days
Acquires Clarient, another well-known and well-regarded national cancer diagnostics laboratory

2016
NeoGenomics builds a better lab – not just a bigger lab – by integrating NeoGenomics and Clarient
NeoGenomics hits a milestone of 150+ molecular tests, and continues to offer the most comprehensive molecular oncology menu in the market

2017
First European location opened in Rolle, Switzerland
Launches 13 new tests including PD-L1 FDA (KEYTRUDA®) for Gastric/GEA, PD-L1 SP263 FDA (IMFINZI™), and more

2018
Acquires Genoptix, Inc.
Expanded Houston lab to 34,000 sq ft

2019
Singapore lab opens
Broke ground on a 150,000 sq. ft. state of the art oncology lab and global headquarters
Why NeoGenomics?

**Expertise**
- Staffed with board-certified pathologists trained in a variety of sub-specialties all focused on cancer
- Increased proficiency with rare and common disease types due to high volume and broad test menu
- >70 MD/PhD members of our medical and scientific teams
- We bring clarity to increasingly complex therapeutic options as precision medicine evolves

**Quality**
- NCI MATCH/EAY131 clinical trials provider
- Nation-wide network of CAP-accredited, CLIA-certified laboratories.
- All complementary testing methods including morphology, cytogenetics, FISH, flow cytometry, and IHC are available in-house, which maximizes yield from small specimens and minimizes test result turnaround time

**Service**
- Over 600+ prognostic, diagnostic, and therapeutic cancer-specific tests for precision medicine
- Industry-leading test result turnaround times
- Open 365 days/year and 24 hours/day
- Data analytics and utilization cost analysis available
- Identify health risks to optimize risk adjustment
- Detect disease early with clinical specificity to support provider – payer collaborations

**Cost Containment**
- Use of precision medicine and guideline-based targeted testing for effective care and conscientious attention to cost
- Offers specialty testing at prices competitive with large non-specialized reference laboratories
- Leakage program effectively targets and consolidates expensive oncology testing, which full-service labs may have been unable to capture
- Data analytics: the benefits of reviewing esoteric lab utilization data can provide opportunities to drive cost reduction and deliver actionable data to improve insurance plans, network satisfaction, and financial outcomes

Performing over 900,000 cancer-related tests per year and serving over 2,600 hospitals annually, NeoGenomics is a leader in providing solutions to Managed Care’s most significant challenges.
Cancer Testing Innovation

Innovation is one of NeoGenomics’ company values. We mean that literally – innovation is one of our Core Values – and we take it personally. We are continually refining and adding new assays in hereditary and somatic molecular genetics, IHC, FISH, flow cytometry, and cytogenetics to keep our test menu at the forefront of cancer diagnostics.

Complementary and Comprehensive Methodologies

- Anatomic Pathology
  - Consultation pathology
  - Immunohistochemistry
  - Digital imaging
  - Automated quantitative IHC

- Flow Cytometry
  - 10-color flow
  - MRD detection
  - Becton Dickinson & Beckman Coulter

- Cytogenetics
  - Extensive automation for high quality/low cost
  - 4-6 day TAT

- FISH
  - Robust library of validated probes
  - Tech-only service with automation

- Molecular
  - Sanger sequencing
  - Next-gen sequencing
  - Whole exome sequencing
  - Targeted sequencing
  - Real-time qPCR
  - Liquid biopsy

NeoGenomics is the Cancer Testing Expert. We diagnose and characterize the following cancers and more.

Solid Tumor Cancers


Hematologic Neoplasms

Acute Lymphocytic Leukemia (ALL) in Adults | Acute Myeloid Leukemia (AML) | Castleman Disease | Chronic Lymphocytic Leukemia (CLL) | Chronic Myeloid Leukemia (CML) | Chronic Myelomonocytic Leukemia (CMML) | Hodgkin Lymphoma | Leukemia | Leukemia in Children | Lymphoma | Multiple Myeloma | Myelodysplastic Syndromes | Non-Hodgkin Lymphoma | Non-Hodgkin Lymphoma in Children | Waldenstrom Macroglobulinemia
**FDA-Approved Assays**

- PD-L1 22C3 FDA (KEYTRUDA®) for NSCLC
- PD-L1 22C3 FDA (KEYTRUDA®) for Gastric/GEA
- PD-L1 22C3 FDA (KEYTRUDA®) for Urothelial Carcinoma
- PD-L1 22C3 FDA (KEYTRUDA®) for ESCC
- PD-L1 22C3 FDA (KEYTRUDA®) for Head & Neck
- PD-L1 22C3 FDA (KEYTRUDA®) for Cervical
- PD-L1 SP142 FDA (TECENTRIQ®) for Urothelial Carcinoma
- PD-L1 SP142 FDA (TECENTRIQ®) for TNBC (Breast)
- PD-L1 SP263 FDA (IMFINZI™)
- PD-L1 28-8 FDA (OPDIVO®)
- ALK (D5F3) IHC
- Oncomine™ Dx Target Test
- HER2 INFORM Dual ISH
- HER2 PATHWAY Breast IHC
- PIK3CA RGQ PCR
- FGFR RGQ PCR
- THxID® BRAF for Melanoma

**QIAGEN® and NeoGenomics collaborate to offer cancer patients Day-One access to innovative companion diagnostics for newly approved drugs**

- NeoGenomics and QIAGEN formed an agreement in December 2018 to ensure day one patient access to FDA-approved molecular tests paired with newly approved drugs for cancer.

- NeoGenomics will ensure immediate availability of QIAGEN companion diagnostics during clinical trials and upon approval by the FDA, supporting synchronized launches of new oncology drugs, to make a difference for patients.

- Our Day-One access granted NeoGenomics exclusivity to the PIK3CA Companion Diagnostic Testing Program designed to ensure access to testing for patients eligible for PIQRAY. Eligible patients may receive one PIK3CA mutation test under the testing program at no cost.
Medical and Scientific Team

Medical Directors

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Why Partnering with NeoGenomics Matters

People with cancer need more options, and we believe precision medicine is a critical component in controlling cancer. With all testing methodologies in one laboratory system, we have the ability to interrogate a blood-based cancer or solid tumor by as many means necessary to reveal biomarkers that expose that disease’s susceptibilities to standard or novel therapies. NeoGenomics’ extremely fast test development cycle means we are highly responsive to guideline changes and new therapy options. Design of our new tests always involves a balance of convention and innovation so costs are reduced and results become available promptly.

We deliver fast, accurate and vital results to help improve patient care. Patients are our priority!

We are the cancer fighting experts!

Contact Us

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NeoGenomics Laboratories is a specialized oncology reference laboratory providing the latest technologies, testing partnership opportunities, and interactive education to the oncology and pathology communities. We offer the complete spectrum of diagnostic services in molecular testing, FISH, cytogenetics, flow cytometry, and immunohistochemistry through our nation-wide network of CAP-accredited, CLIA-certified laboratories.

Committed to research as the means to improve patient care, we provide Pharma Services for pharmaceutical companies, in vitro diagnostic manufacturers, and academic scientist-clinicians. We promote joint publications with our client physicians. NeoGenomics welcomes your inquiries for collaborations. Please contact us for more information.