NeoGenomics

Investor Presentation

May 2021

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, (iv) non-cash stock-based compensation expense, and, if applicable in a reporting period, (v) acquisition and integration related expenses, (vi) non-cash impairments of intangible assets, (vii) and other significant non-recurring or non-operating (income) or expenses, including any debt financing costs.

Our Next Step

Our Formula For Oncology Leadership is Accelerating

The Acquisition of Inivata Builds Upon Our Previous Successful Business Development

Building Strategic Scale

- Leadership in the clinical market achieved through M&A and rapid organic growth
- Demonstrated our ability to build scale – acquire, integrate and run businesses

CLARIENT

GENOPTIX

Creating A Flywheel For Organic Growth Powering Platform Integration

- Built out leading pharma services business with differentiated companion diagnostic capabilities
- Launched Informatics initiative to leverage data to strengthen core businesses and provide independent revenue stream

HUMAN LONGEVITY, INC.

Oncology Division

trapelo™

Driving Market Leadership with Best-in-Class Technology

- Combination of channel leadership with leading liquid biopsy platform technology – continues "One Lab" mission while accelerating growth in a massive market opportunity

Inivata™

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Inivata Review: One Leading Liquid Biopsy Platform with Multiple Applications

InVision | LIQUID BIOPSY PLATFORM

Specifically designed for liquid biopsy | **Optimized for high sensitivity** | **Robust customizable approach**

InVision First LUNG

Commercialized by NeoGenomics

- 37 gene panel for advanced NSCLC
- SNV, Indels, CNV and fusions
- CAP / CLIA lab
- Medicare reimbursed test
- Turnaround time within 7 calendar days

+

RaDaR™ RESIDUAL DISEASE AND RECURRENCE

- Personalized assay / multi-tumor
- 48 markers derived from tissue analysis
- CAP / CLIA lab from late 2020
- Turnaround time within 7 calendar days
- Sensitivity: 10ppm / 0.001VAF%

FDA Breakthrough Medical Device Designation

R&D Capabilities | ***Regulatory Capabilities*** | ***Reimbursement Capabilities***

RaDaR Review: Sensitivity Matters

RaDaR is Designed to Directly Address the Key Needs in the MRD Market

RaDaR™ RESIDUAL DISEASE AND RECURRENCE

Sensitivity is the Key Differentiator

- Levels of ctDNA in the blood correlates with tumor volume / stage
- Many ctDNA tests have difficulty detecting ctDNA in early-stage disease
- Levels of ctDNA are further decreased by surgical excision or treatment
- MRD detection is very challenging
- For recurrence detecting ctDNA levels will rise from very low levels:
  - Better sensitivity = earlier detection of relapse

RaDaR Maximizes Sensitivity

- Inherent high sensitivity of InVision platform vs competitor technology
- Very deep sequencing enables higher sensitivity
- Personalized assay targeting 48 variants known to be present in the cancer increases sensitivity
- Replicate analysis approach improves sensitivity and specificity
- Analytics optimized to enhance detection

RaDaR offers significantly increased sensitivity versus competitors, allowing better targeting of adjuvant Rx and earlier detection of relapse.

The RaDaR Assay Shows Excellent Sensitivity

Published Data Cross Trial Comparisons

	RaDaR	Company A	Company B
Lung Cancer			
Study	LUCID, AACR 2020	TRACERx, Nature 2017	TRACERx, AACR 2020
Variants tracked	48	12 – 30	50 – 200
Cohort size	90 patients	96 patients	88 patients
Median lead time from ctDNA to clinical recurrence	**203 days**	**70 days**	**136 days** (for baseline+ cases)
Breast Cancer			
Study	Cutts et al, AACR 2021	Coombes et al, 2019	
Variants tracked	48	16	
Cohort size	25 patients	49 patients	
Median lead time from ctDNA to clinical recurrence (range)	**12.89 months** (3.72 – 26.04 months)	**8.9 months** (0.5 – 24.0 months)	

NOTE: Cross trial comparisons are of limited utility and introduce inherent uncertainty

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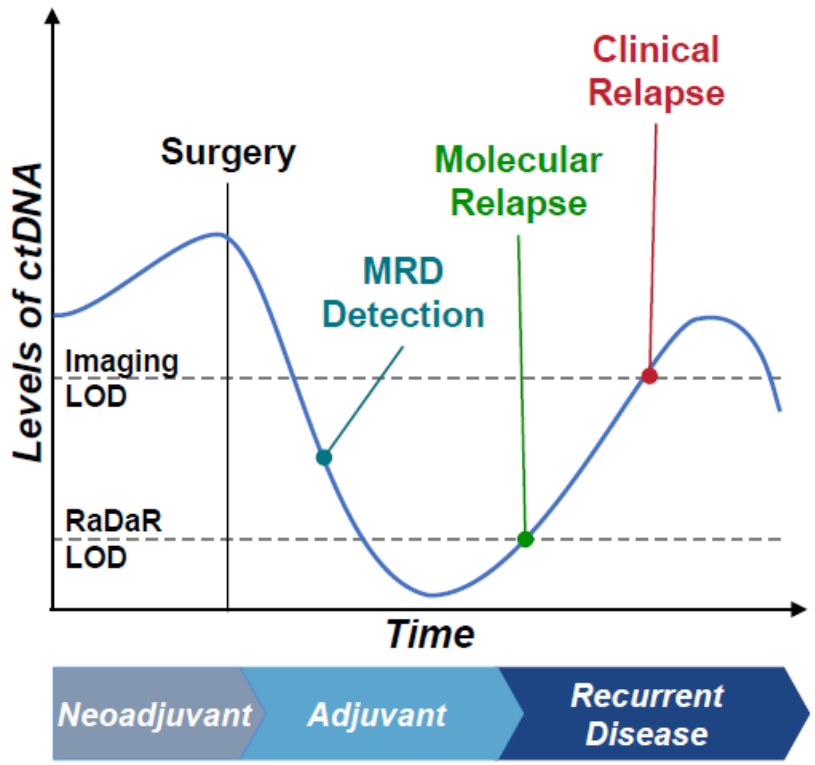
The Clinical Cancer Journey and The Role For RaDaR

Minimal Residual Disease (MRD)



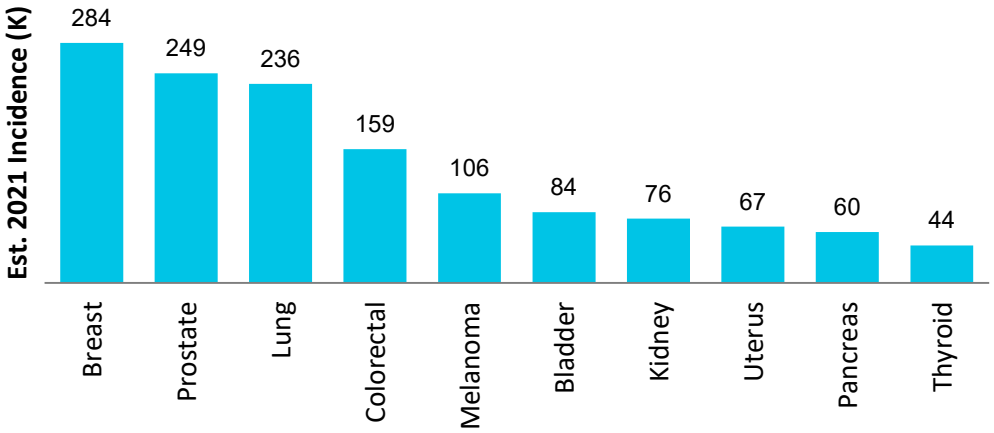
Clinical Benefits of MRD Testing

Neoadjuvant Setting	*Identify patients with high risk of recurrence after surgery to modify pre-surgery treatment*
Adjuvant Setting	*Identify patients most in need of additional drug therapy post surgery and to escalate or de-escalate based on ctDNA response*
Recurrent Disease	*Detect recurrent disease earlier than traditional surveillance to allow initiation of timely additional treatment to improve clinical outcomes*

*MRD has the potential to **transform the current treatment paradigm** for cancer **through more timely interventions***

The Real Clinical Need for MRD Across Cancer Types Creates a ~$15Bn+ Opportunity

More than 1.3mm new patients per year may be addressable by MRD across the top 10 solid tumors in the U.S.



Source: American Cancer Society – Facts & Figures 2021

Estimated Annual Market Opportunity

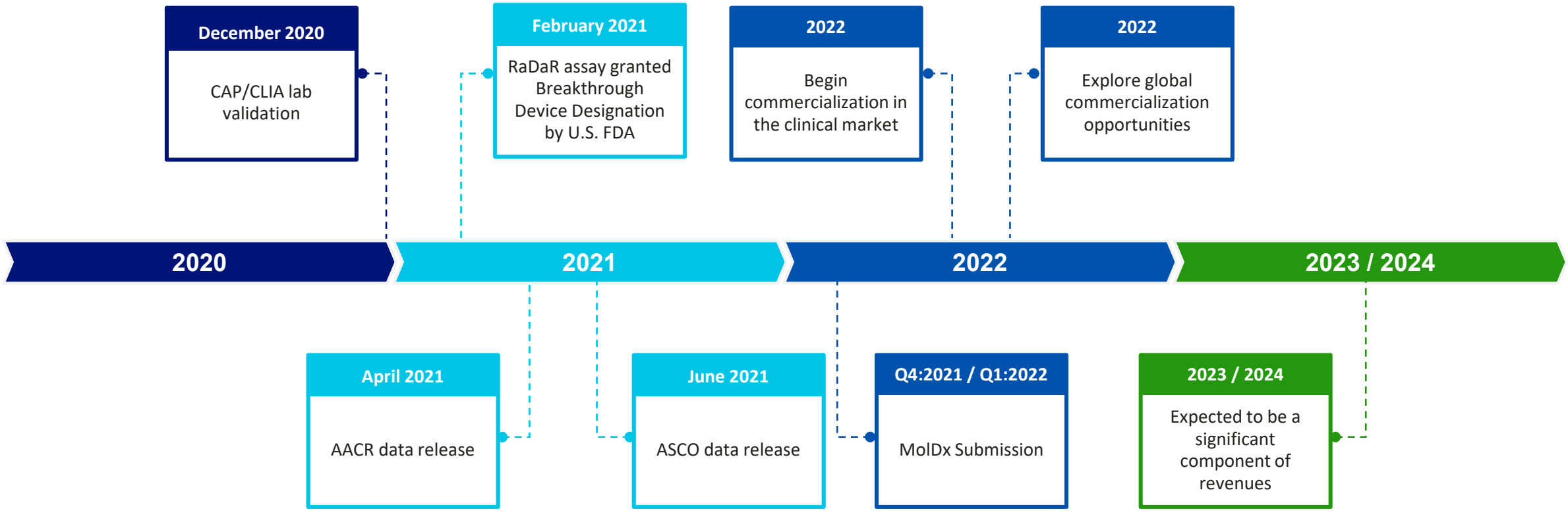
~$15Bn+

80% to **85%** of all cancer patients are treated by community oncologists

MRD to gain more importance as tools to monitor response to therapies and recurrence, as cancers become more treatable or are viewed as chronic diseases.

Outline of Milestones for RaDaR

- Already Commercial with Biopharma Today
- NeoGenomics infrastructure will aid RaDaR development



Transaction Brings Platform Primed for Market Traction

Bringing Access to Dynamic Markets in Oncology Care to the Platform

Deal Terms

- History: NEO and Inivata formed an exclusive commercial partnership in May 2020 which included a $25mm minority equity investment in Inivata, with a call option to acquire the Company outright in the future.
  - Doug VanOort assumed a board seat at Inivata
- Purchase Option Expiration: 12/31/21
- Acquisition Deal Size: $390mm in cash consideration, as agreed to in May 2020

As a result of our confidence in Inivata's capabilities and their ability to strengthen NeoGenomics' offering across all divisions, we have decided to exercise the option to acquire Inivata well in advance of the expiration of our agreement

Strategic Financing Summary

- Raised strategic financing of $200 million from a highly sophisticated group of select institutional investors
  - Legacy Inivata Shareholders
  - Existing NEO Investors
  - New Oncology-Focused Specialist Investors

Pro forma for today's transactions we will have greater than $550mm of cash on hand, providing ample flexibility to accelerate funding of technology development at Inivata while we pursue further strategic opportunities.

One Lab. Vital Answers.

Transforming Care for Cancer Patients.