



Saving lives by improving patient care.

3rd Quarter 2022

Earnings Results

November 8th, 2022



Forward looking statement

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This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 relating to business, operations, and financial conditions of the Company. Words such as, but not limited to, “look forward to,” “believe,” “expect,” “anticipate,” “estimate,” “intend,” “plan,” “would,” “should” and “could,” and similar expressions or words, identify forward-looking statements. Although the Company believes the expectations reflected in such forward-looking statements are based upon reasonable assumptions, there can be no assurance that its expectations will be realized. Actual results could differ materially from those projected in the Company’s forward-looking statements due to numerous known and unknown risks and uncertainties. All forward-looking statements speak only as of the date of this presentation and are qualified in their entirety by this cautionary statement. The Company undertakes no obligation to revise or update this presentation to reflect events or circumstances after the date hereof.

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.

Mission & Vision

Mission

We save lives by improving patient care.

Vision

We are becoming the world's leading cancer testing, information, and decision support company by providing uncompromising quality, exceptional service, and innovative solutions.



Weathering Hurricane Ian

There for Each Other.
There for Our Teams.
There for Our Patients.



3rd Quarter 2022 Highlights

Revenue

Up 6%

To \$129M

Adj. Gross Profit

\$54M

+3%

Revenue per Test

Up 5%

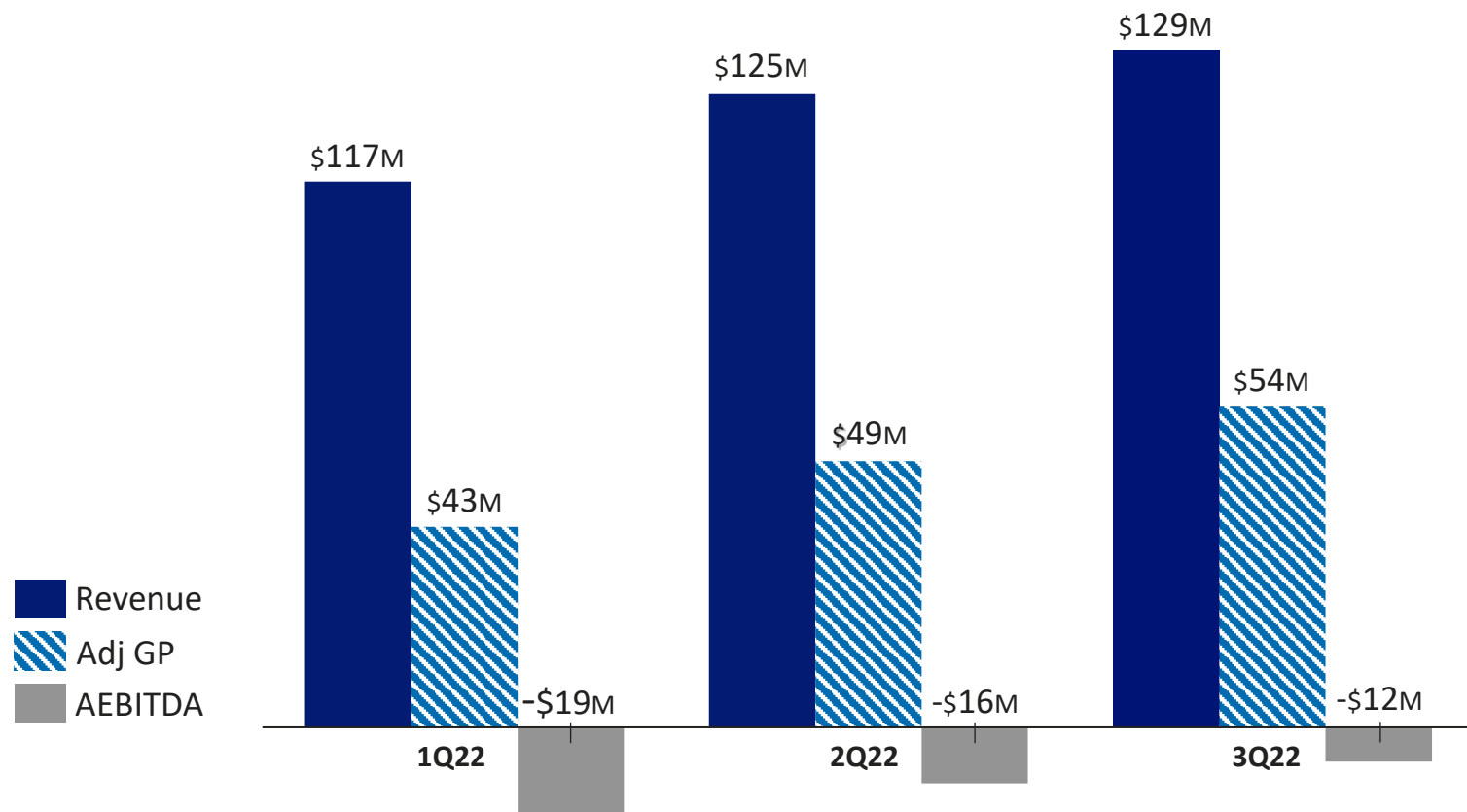
To \$392

Adj. EBITDA

-\$12M

-271%

Performance Improving



Estimated Patients served YTD

450,000+

Tests ordered YTD

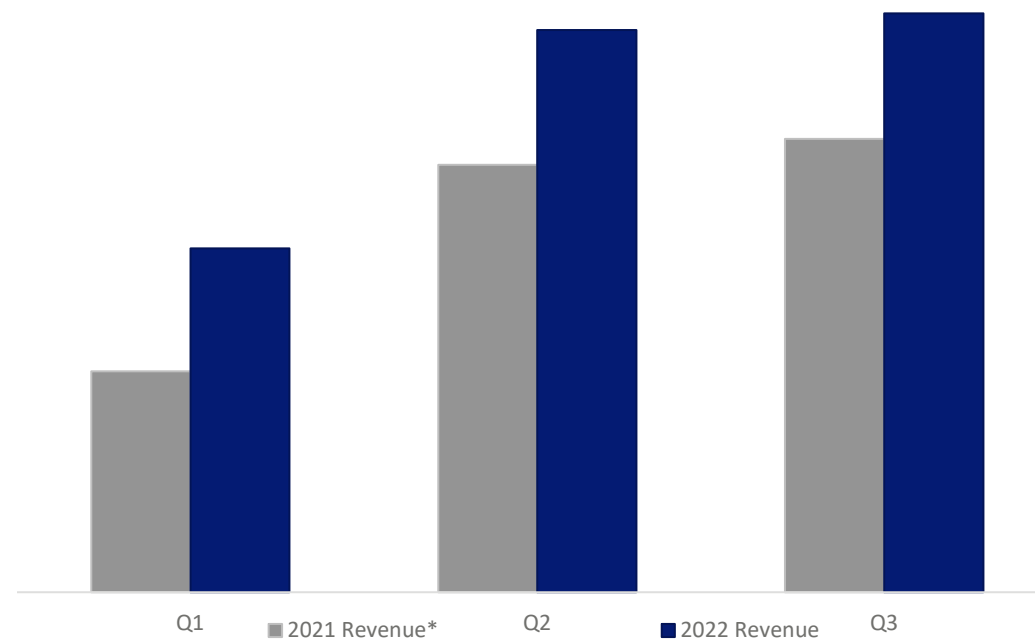
800,000+

Pharma partners

125+

Description	1Q22	2Q22	3Q22
Revenue Growth Rate	1.4%	2.8%	6.1%
Adj Gross Profit Margin	36.8%	39.0%	41.7%

- Revenue grew 4%
- Continued improvement in revenue per test, with 5% year-over-year growth
- Volume down 1%; growth improved in September and October, despite Hurricane



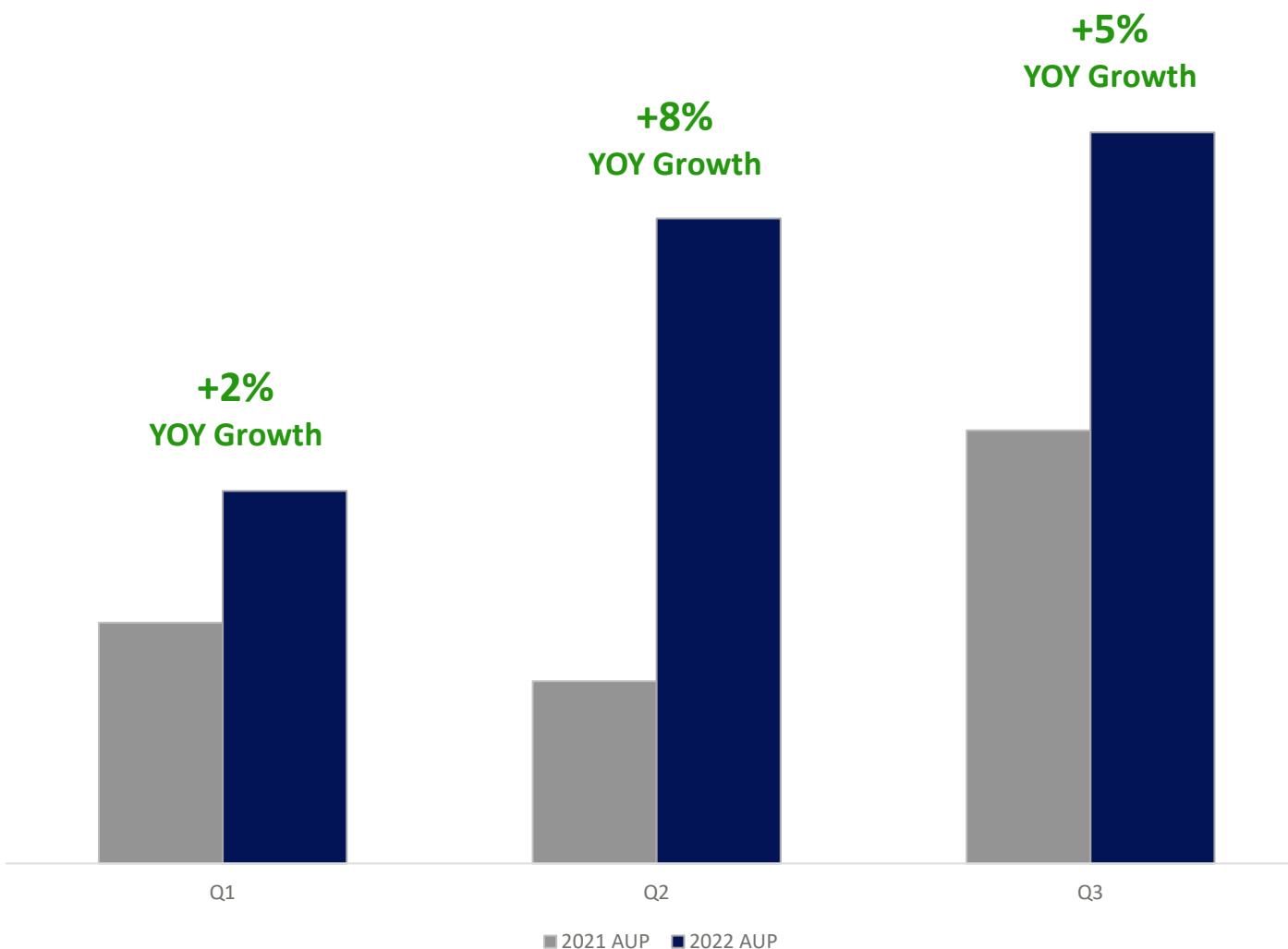
Revenue			
<i>\$Thousands</i>	Q1	Q2	Q3
2021 Revenue*	94,930	101,405	102,227
2022 Revenue	98,791	105,635	106,163
<i>Growth %</i>	4%	4%	4%

*excluding COVID-19

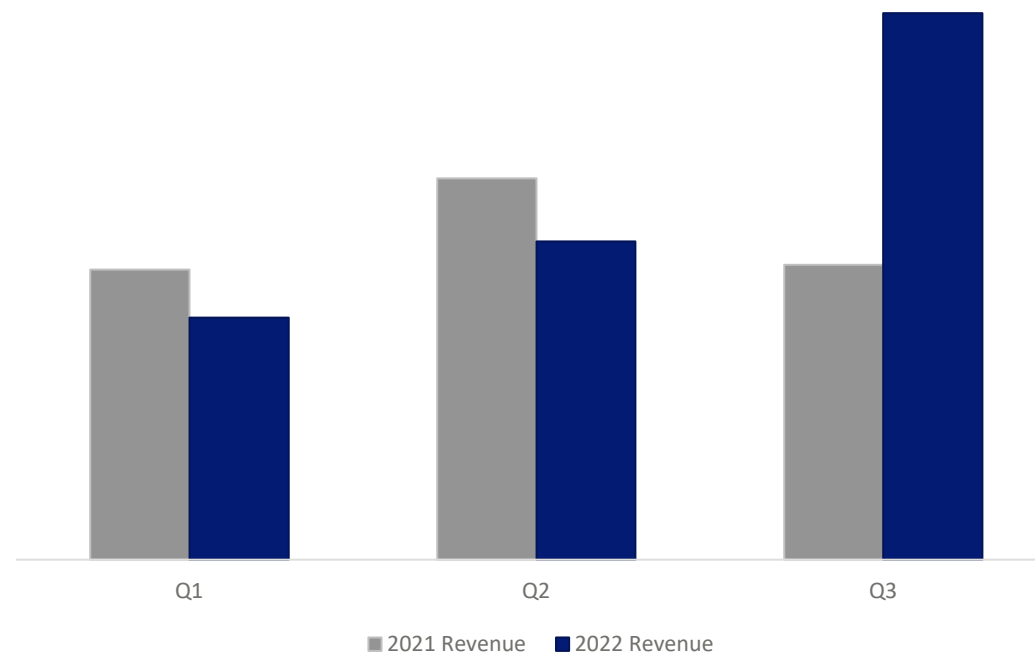
Financial information for 2022 are unaudited. Growth corresponds to prior period 2021.

Growth in AUP Remains A Priority

- Focus on higher-value tests
- Positive contributions from strategic reimbursement initiatives
- Offset by Medicare cuts



- Record revenue of \$23 million, up 18%
- Continuing to see strong demand
- Building momentum with RaDaR pipeline
- Beginning to shift focus to more profitable customers and projects



Revenue			
<i>\$Thousands</i>	Q1	Q2	Q3
2021 Revenue	19,046	20,318	19,113
2022 Revenue	18,378	19,437	22,620
<i>Growth %</i>	-4%	-4%	18%

3rd Quarter Income Statement

Income Statement In \$Millions	ACTUAL	%vPY
Clinical Services Revenue	106.2	3.8%
Pharma Services Revenue	22.6	18.4%
Total Revenue	128.8	6.1%
Adjusted Gross Profit	53.7	3.2%
Sales & Marketing	16.8	7.0%
General & Administrative	64.3	0.7%
Research & Development	7.3	-1.3%
Total Operating Expenses	88.4	1.7%
Operating Profit	(39.5)	-0.5%
Net Income	(36.9)	-81.1%
Deprec. and Amort.	17.5	4.9%
Interest/Taxes and Adjustments	7.8	1243.2%
Adjusted EBITDA	(11.6)	-271.3%
As a % of Revenue:		
Cost of Goods Sold	62.0%	97 bps
Adjusted Gross Profit	41.7%	-117 bps
Sales & Marketing	13.1%	11 bps
General & Administration	49.9%	-270 bps
Research & Development	5.7%	-43 bps
Adjusted EBITDA	-9.0%	-641 bps

Sequential improvement in revenue growth, gross margin and adjusted EBITDA

- **Revenue** Improving growth despite impact of Hurricane Ian. Drivers are increases in revenue per test and Pharma Services revenue offset by modest declines in Clinical test volume
- **Adjusted Gross Profit** Sequential improvement driven by both improvements in revenue per test and reductions in cost per test. Year-over-year decline driven by wage and supply cost inflation.
- **Operating Expenses** Year-over-increase driven by expansion of precision medicine sales force. Sequential increase in G&A due to one-time CEO transition expense and asset disposal.
- **Adjusted EBITDA** Improved \$5 million sequentially due to improvement in gross margin.

Financial information for 2022 are unaudited. Growth corresponds to prior period 2021

Reference non-GAAP reconciliation slides in Appendix for details.

*Q3 of 2021 includes a \$17.8M gain on investment in and loan receivable from non-consolidated affiliate, offset by a \$10.5M loss contingency for a regulatory matter. There were no such items for Q3 of 2022.

3rd Quarter Balance Sheet

■ Cash and Marketable Securities

\$444 million of cash and marketable securities.

■ DSO 80 days, consistent with normalized range

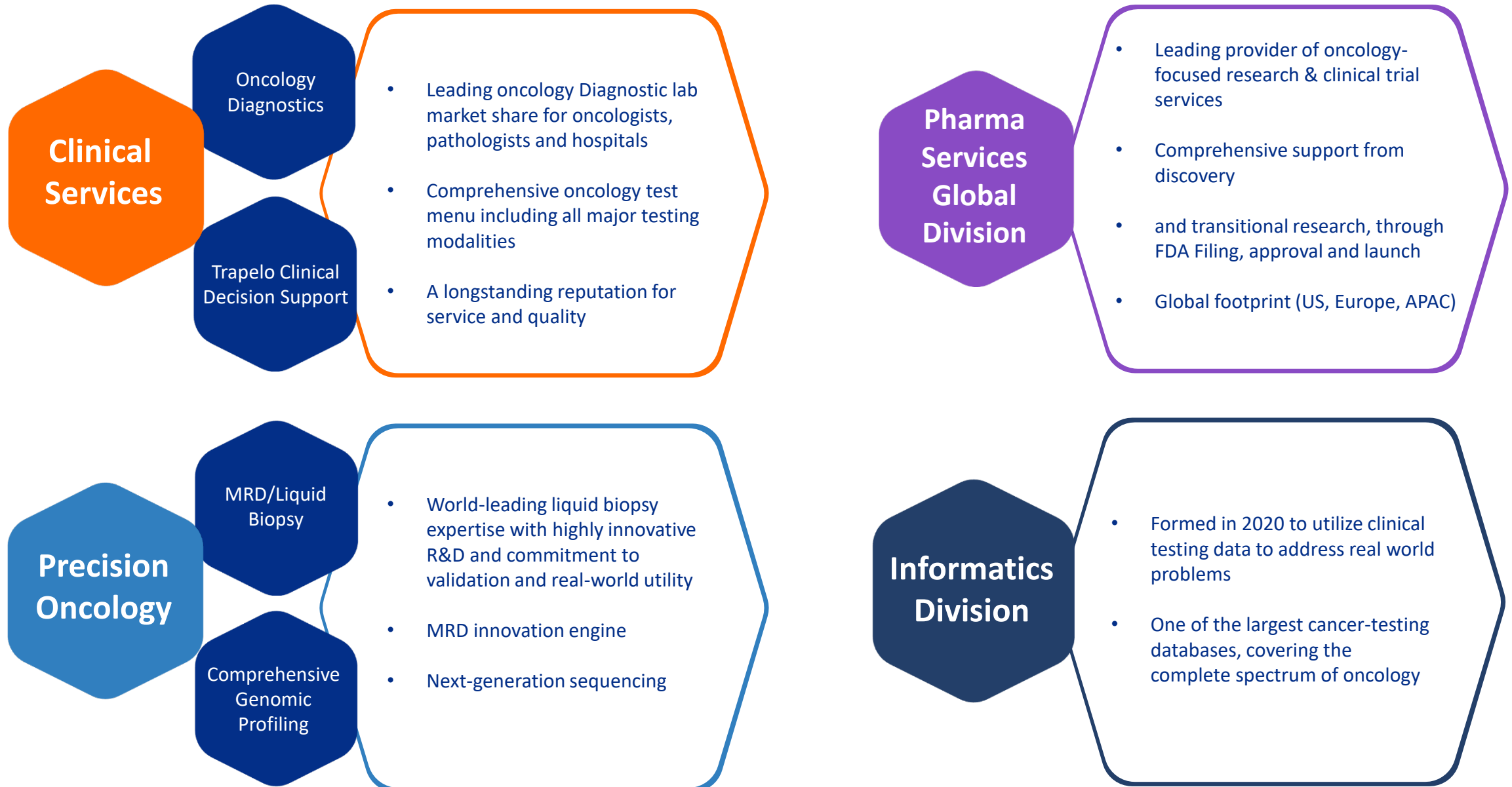
■ PPE declined \$4.3 million from Q2 due in part to write off of obsolete lab equipment.

Balance Sheet In \$Millions	Sep-22	Jun-22
Cash and cash equivalents	266.1	283.6
Marketable securities, at fair value	177.4	182.3
Accounts receivable, net	112.0	111.3
Inventories	23.8	21.9
Prepaid assets	16.5	16.7
Assets held for sale	0.0	0.0
Other current assets	7.5	6.5
Total current assets	603.4	622.3
Property and equipment, net	106.8	111.1
Operating lease right-of-use assets	98.9	99.9
Intangible assets, net	416.8	425.3
Goodwill	522.8	527.1
Other assets	6.8	6.4
Total non-current assets	1,152.2	1,169.9
Total Assets	1,755.6	1,792.1
Accounts payable and other current liabilities	78.5	70.2
Current portion of equipment financing obligations	0.1	0.4
Current portion of operating lease liabilities	6.4	12.1
Total current liabilities	85.0	82.7
Convertible senior notes, net	534.6	533.9
Operating lease liabilities	70.5	71.9
Deferred income tax liabilities, net	38.3	46.0
Other long-term liabilities	14.2	14.2
Total long-term liabilities	657.6	665.9
Total Liabilities	742.6	748.6
Total stockholders' equity	1,013.0	1,043.5
Total Liabilities and Stockholders' Equity	1,755.6	1,792.1



2022 Financial Outlook

NeoGenomics Core Strengths by Division



Strategic Priorities

Focus On Execution

Enhance Customer Experience

- Win on Service
- Reduce Turn-around-Time
- Make it Easier to Do Business with Us
- Expand and Optimize Field Organization
- Improve Product Offering

Improve Profitability

- Increase Productivity and Efficiency
- Manage SG&A Spend
- Focused Investments
- Prioritize Revenue Cycle Management
- Execute on Catalyst to Improve Margin

Project Catalyst



Lab Optimization

- Implement best practices throughout our modalities and locations through standardized processes and policies.



People & Capabilities

- Align organization structure to best support long-term strategic goals.



Competitive Growth

- Drive profitable growth across all divisions. Establish NGS Center of Excellence and launch competitive offering.



Insights & Analytics

- Establish targets and tracking values of workstream. Build foundation for continuous margin improvement.

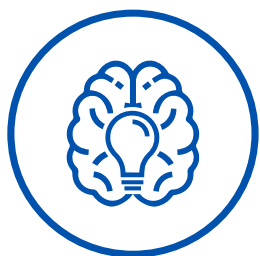
One Company. One Culture. One Vision.

Patient Focus In All We Do

- **Initiating Additional Studies in CRC to Meet MoIDx Requirements**
- **Commercial Launch for Breast Cancer and CRC Targeted for Q1**
- **Accelerating Breast Launch Given Strength of Published Clinical Data**
 - “CHiRP” study in late adjuvant HR+ HER2- breast cancer
 - ✓ Published in Journal of Clinical Oncology
 - ✓ Oral presentation at ASCO 2022.
 - “ChemoNEAR” study in early-stage breast cancer
 - Additional datasets to be presented at SABCS 2022
- **Commercial Team Trained and Ready to Launch**
- **Initial Focus on Commercial and Private Pay**



Positive feedback from oncologists and pharma partners.



**Scientific
Leadership**



**Precision
Oncology Focus**



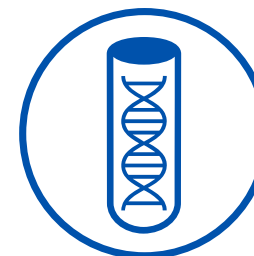
**Innovative
Technologies**



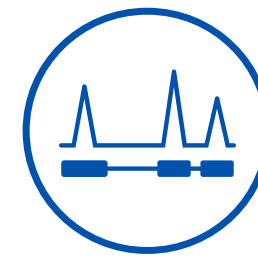
**CDx
Capabilities**



**Portfolio
Optimization**



**Commercial
Excellence**



**Footprint
Rationalization**

Re-Imagining Pharma Services

Drive Innovation. Improve Profitability. Accelerate Growth.

ONE NEO

- Revenue growth improved to 6%
- Sequential improvement in Gross Margin
- Sequential improvement in AEBITDA
- Building foundation for sustainable, profitable growth
- Excited about 2023 and the future of the Company



Serving Patients.
Saving Lives.





One Lab. Vital Answers.

Transforming Care for
Cancer Patients.

Appendix

Appendix

Balance Sheet, September 30, 2022

(unaudited, in thousands)

ASSETS

Current assets

Cash and cash equivalents
Marketable securities, at fair value
Accounts receivable, net
Inventories
Prepaid assets
Assets held for sale
Other current assets
Total current assets
Property and equipment, net
Operating lease right-of-use assets
Intangible assets, net
Goodwill
Other assets
Total non-current assets
Total assets

September 30, 2022 (unaudited)	December 31, 2021
\$ 266,126	\$ 316,827
177,414	198,563
111,994	112,130
23,799	23,395
16,511	12,354
-	10,050
7,516	8,189
603,360	681,508
106,818	109,465
98,945	102,197
416,848	442,325
522,766	527,115
6,845	7,168
1,152,222	1,188,270
<u>\$ 1,755,582</u>	<u>\$ 1,869,778</u>

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities

Accounts payable and other current liabilities
Current portion of equipment financing obligations
Current portion of operating lease liabilities
Total current liabilities

\$ 78,506	\$ 79,213
118	1,135
6,379	6,884
85,003	87,232

Long-term liabilities

Convertible senior notes, net
Operating lease liabilities
Deferred income tax liabilities, net
Other long-term liabilities
Total long-term liabilities
Total liabilities

534,609	532,483
70,471	72,289
38,345	55,475
14,166	14,022
657,591	674,269
<u>\$ 742,594</u>	<u>\$ 761,501</u>

Stockholders' equity

Total stockholders' equity
Total liabilities and stockholders' equity

\$ 1,012,988	\$ 1,108,277
<u>\$ 1,755,582</u>	<u>\$ 1,869,778</u>

Income Statement, September 30, 2022

(unaudited, in thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
NET REVENUE				
Clinical Services	\$ 106,162	\$ 102,227	\$ 310,588	\$ 300,119
Pharma Services	22,620	19,113	60,435	58,478
Total net revenue	128,782	121,340	371,023	358,597
COST OF REVENUE	79,889	74,101	239,952	216,794
GROSS PROFIT	48,893	47,239	131,071	141,803
Operating expenses:				
General and administrative	64,282	63,839	188,481	158,953
Research and development	7,312	7,409	23,651	13,360
Sales and marketing	16,809	15,704	50,179	46,677
Total operating expenses	88,403	86,952	262,311	218,990
LOSS FROM OPERATIONS	(39,510)	(39,713)	(131,240)	(77,187)
Interest expense, net	139	1,296	2,366	3,375
Other expense (income), net	(25)	(89)	212	(431)
Gain on investment in and loan receivable from non-consolidated affiliate, net	-	(17,750)	-	(109,260)
(Loss) income before taxes	(39,624)	(23,170)	(133,818)	29,129
Income tax benefit	(2,772)	(2,822)	(12,255)	(4,283)
NET (LOSS) INCOME	<u>\$ (36,852)</u>	<u>\$ (20,348)</u>	<u>\$ (121,563)</u>	<u>\$ 33,412</u>
NET (LOSS) INCOME PER SHARE				
Basic	\$ (0.30)	\$ (0.17)	\$ (0.98)	\$ 0.28
Diluted	\$ (0.30)	\$ (0.17)	\$ (0.98)	\$ 0.28
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING				
Basic	124,425	122,559	124,055	119,087
Diluted	124,425	122,559	124,055	121,356

Statements of Cash Flows, September 30, 2022

(unaudited, in thousands)

	Nine Months Ended September 30,	
	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Net (loss) income	\$ (121,563)	\$ 33,412
Adjustments to reconcile net (loss) income to net cash used in operating activities:		
Depreciation	25,894	21,807
Amortization of intangibles	25,470	14,683
Non-cash stock-based compensation	20,009	12,396
Non-cash operating lease expense	7,375	6,167
Gain on investment in and loan receivable from non-consolidated affiliate, net	-	(109,260)
Amortization of convertible debt discount and debt issue costs	2,125	2,037
Gain on sale of assets held for sale	(2,048)	-
Loss on disposal of assets, net	3,066	166
Write-off of COVID-19 PCR testing inventory and equipment	-	6,061
Other adjustments	1,428	831
Changes in assets and liabilities, net	(24,064)	4,753
Net cash used in operating activities	<u>(62,308)</u>	<u>(6,947)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of marketable securities	(73,973)	(180,961)
Proceeds from sales and maturities of marketable securities	89,812	44,736
Purchases of property and equipment	(26,357)	(52,155)
Proceeds from assets held for sale	12,098	-
Business acquisitions, net of cash acquired	-	(419,404)
Loan receivable from non-consolidated affiliate	-	(15,000)
Net cash provided by (used in) investing activities	<u>1,580</u>	<u>(622,784)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of equipment financing obligations	(706)	(2,537)
Issuance of common stock, net	10,733	12,110
Proceeds from issuance of convertible debt, net of issuance costs	-	334,410
Premiums paid for capped call confirmations	-	(29,291)
Proceeds from equity offering, net of issuance costs	-	408,133
Net cash provided by financing activities	<u>10,027</u>	<u>722,825</u>
Net change in cash, cash equivalents and restricted cash	<u>(50,701)</u>	<u>93,094</u>
Cash, cash equivalents and restricted cash, beginning of period	316,827	250,632
Cash, cash equivalents and restricted cash, end of period	<u>\$ 266,126</u>	<u>\$ 343,726</u>
Reconciliation of cash, cash equivalents and restricted cash to the Consolidated Balance Sheets:		
Cash and cash equivalents	\$ 266,126	\$ 340,565
Restricted cash, non-current	<u>-</u>	<u>3,161</u>
Total cash, cash equivalents and restricted cash	<u>\$ 266,126</u>	<u>\$ 343,726</u>

Adjusted Gross Margin, September 30, 2022

(unaudited, in thousands)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2022	2021	% Change	2022	2021	% Change
Clinical Services:						
Total revenue (GAAP)	\$ 106,162	\$ 102,227	3.8%	\$ 310,588	\$ 300,119	3.5%
Cost of revenue (GAAP)	\$ 65,261	\$ 59,560	9.6%	\$ 197,563	\$ 178,358	10.8%
Adjustments to cost of revenue ⁽⁴⁾	(4,264)	(4,239)		(12,792)	(10,267)	
Adjusted cost of revenue (non-GAAP)	<u>\$ 60,997</u>	<u>\$ 55,321</u>	10.3%	<u>\$ 184,771</u>	<u>\$ 168,091</u>	9.9%
Gross profit (GAAP)	\$ 40,901	\$ 42,667	(4.1)%	\$ 113,025	\$ 121,761	(7.2)%
Adjusted gross profit (non-GAAP)	\$ 45,165	\$ 46,906	(3.7)%	\$ 125,817	\$ 132,028	(4.7)%
Gross profit margin (GAAP)	38.5%	41.7%		36.4%	40.6%	
Adjusted gross profit margin (non-GAAP)	42.5%	45.9%		40.5%	44.0%	
Pharma Services:						
Total revenue (GAAP)	\$ 22,620	\$ 19,113	18.3%	\$ 60,435	\$ 58,478	3.3%
Cost of revenue (GAAP)	\$ 14,628	\$ 14,541	0.6%	\$ 42,389	\$ 38,436	10.3%
Adjustments to cost of revenue ⁽⁵⁾	(589)	(586)		(1,767)	(586)	
Adjusted cost of revenue (non-GAAP)	<u>\$ 14,039</u>	<u>\$ 13,955</u>	0.6%	<u>\$ 40,622</u>	<u>\$ 37,850</u>	7.3%
Gross profit (GAAP)	\$ 7,992	\$ 4,572	74.8%	\$ 18,046	\$ 20,042	(10.0)%
Adjusted gross profit (non-GAAP)	\$ 8,581	\$ 5,158	66.4%	\$ 19,813	\$ 20,628	(4.0)%
Gross profit margin (GAAP)	35.3%	23.9%		29.9%	34.3%	
Adjusted gross profit margin (non-GAAP)	37.9%	27.0%		32.8%	35.3%	
Consolidated:						
Total revenue (GAAP)	\$ 128,782	\$ 121,340	6.1%	\$ 371,023	\$ 358,597	3.5%
Cost of revenue (GAAP)	\$ 79,889	\$ 74,101	7.8%	\$ 239,952	\$ 216,794	10.7%
Adjustments to cost of revenue ⁽⁴⁾⁽⁵⁾	(4,853)	(4,825)		(14,559)	(10,853)	
Adjusted cost of revenue (non-GAAP)	<u>\$ 75,036</u>	<u>\$ 69,276</u>	8.3%	<u>\$ 225,393</u>	<u>\$ 205,941</u>	9.4%
Gross profit (GAAP)	\$ 48,893	\$ 47,239	3.5%	\$ 131,071	\$ 141,803	(7.6)%
Adjusted gross profit (non-GAAP)	\$ 53,746	\$ 52,064	3.2%	\$ 145,630	\$ 152,656	(4.6)%
Gross profit margin (GAAP)	38.0%	38.9%		35.3%	39.5%	
Adjusted gross profit margin (non-GAAP)	41.7%	42.9%		39.3%	42.6%	

(4) Clinical Services cost of revenue adjustments for both the three months ended September 30, 2022 and September 30, 2021 include \$4.3 million of amortization of acquired Inivata developed technology intangible assets. Clinical Services cost of revenue adjustments for the nine months ended September 30, 2022 include \$12.8 million of amortization of acquired Inivata developed technology intangible assets. Clinical Services cost of revenue adjustments for the nine months ended September 30, 2021 include write-offs of \$5.3 million for COVID-19 PCR testing inventory and \$5.0 million of amortization of acquired Inivata developed technology intangible assets.

(5) Pharma Services cost of revenue adjustments for both the three months ended September 30, 2022 and September 30, 2021 include \$0.6 million of amortization of acquired Inivata developed technology intangible assets. Pharma Services cost of revenue adjustments for the nine months ended September 30, 2022 and September 30, 2021 include \$1.8 million and \$0.6 million of amortization, respectively, of acquired Inivata developed technology intangible assets.

Adjusted EBITDA, September 30, 2022

(unaudited, in thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Net (loss) income (GAAP)	\$ (36,852)	\$ (20,348)	\$ (121,563)	\$ 33,412
<i>Adjustments to net (loss) income:</i>				
Interest expense, net	139	1,296	2,366	3,375
Income tax benefit	(2,772)	(2,822)	(12,255)	(4,283)
Depreciation	8,973	8,178	25,894	21,807
Amortization of intangibles	8,490	8,474	25,470	14,683
EBITDA (non-GAAP)	\$ (22,022)	\$ (5,222)	\$ (80,088)	\$ 68,994
<i>Further adjustments to EBITDA:</i>				
Acquisition and integration related expenses	197	1,533	2,479	13,345
Write-off of COVID-19 PCR testing inventory and equipment	-	-	-	6,061
CEO transition costs	2,792	11	4,518	575
Non-cash stock-based compensation expense	4,280	5,237	20,009	12,396
Gain on investment in and loan receivable from non-consolidated affiliate, net	-	(17,750)	-	(109,260)
Loss contingency for regulatory matter	-	10,500	-	10,500
Other significant (income) expenses, net ⁽³⁾	3,195	2,578	6,240	3,013
Adjusted EBITDA (non-GAAP)	<u>\$ (11,558)</u>	<u>\$ (3,113)</u>	<u>\$ (46,842)</u>	<u>\$ 5,624</u>

(3) For the three months ended September 30, 2022, other significant (income) expenses, net, includes consulting fees related to Project Catalyst (our value capture program), fees related to a regulatory matter and other non-recurring items. For the three months ended September 30, 2021, other significant (income) expenses, net, includes strategic deal costs, moving costs and other non-recurring items. For the nine months ended September 30, 2022, other significant (income) expenses, net, includes fees related to a regulatory matter, consulting fees related to Project Catalyst (our value capture program), moving costs, a gain on the sale of a building and other non-recurring items. For the nine months ended September 30, 2021, other significant (income) expenses, net, includes strategic deal costs, moving costs, and other non-recurring items