



Key Statistics

(as of January 3, 2011)

Symbol	NGNM.OB
Current Price	\$1.30
Shares Outstanding	37.41M
Market Cap	\$48.6M
52-Week Range	\$0.96-1.70
Avg. Volume	13,631
Fiscal Year End	December 31

Management

Douglas M. VanOort

Chairman, Chief Executive Officer

Robert P. Gasparini, M.S.

President & Chief Science Officer,
Director

Steven C. Jones

Executive Vice President - Finance,
Director

George Cordozo

Chief Financial Officer

Mark Smits

V. P., Sales & Marketing

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Company Overview

NeoGenomics, Inc. is a high-complexity, clinical laboratory that specializes in cancer genetics diagnostic testing, the fastest growing segment of the laboratory industry. The company services oncologists, pathologists, and hospitals throughout the United States and offers four primary types of testing services: **FISH testing** (Fluorescence in situ Hybridization), which analyzes abnormalities at the gene level; **cytogenetics testing**, which analyzes human chromosomes; **flow cytometry testing**, which analyzes clusters of differentiation on cell surfaces, and **molecular testing**, which analyzes abnormalities in DNA. NeoGenomics state-of-the-art genetic testing is provided at three facilities in Ft. Myers, Florida; Nashville, Tennessee; and Irvine, California. Each of NeoGenomics' laboratories is fully licensed under the Clinical Laboratories Improvement Act, as amended (CLIA), and is accredited by the College of American Pathology (CAP). NeoGenomics is competitive through intense client focus, differentiated products and markedly faster turnaround times.

Genetic Testing Market

- Medical testing laboratory market is composed of three primary segments: clinical laboratory testing, anatomic pathology testing, and genetic/molecular testing
- Genetic testing segment is estimated to be growing at approximately 20-25% per year; key drivers include the following:
 - » Cancer is primarily a disease of the elderly and 3-4 million baby boomers/year will turn 60 every year for the next 15 years in the US (25% more than 5 years ago) and one of every four senior citizens is diagnosed with some form of cancer during the remainder of their lives.
 - » The discovery of new genes linked to cancer every year is driving rapid development of new tests.
 - » Genetic tests are highly accurate and the medical community has embraced their efficacy.
 - » Genetic tests often allow for earlier diagnoses, which allows for better and more cost effective treatment options to be explored.
- Total cancer testing market is estimated to be \$10 billion to \$12 billion nationwide
 - » NeoGenomics currently addresses approximately 40-50% of this market, or \$4-6 billion

Investment Highlights

- FY 2009 revenue grew 47% to \$29.5M from \$20.0M in 2008
- SG&A as a % of revenue dropped from 79.3% in 2007 to 57.7% in 2008 to 57.5% in 2009 resulting in significant operating leverage. Management expects SG&A as a percentage of revenue to fall to 35-40% in coming years
- Company doubled its sales force in 2009 from 14 reps in Dec 2008 to 26 reps in Dec 2009.
- Recurring revenue from established customers leads to sales/marketing and operating efficiencies and easily scalable business model
- NeoGenomics consistently has the fastest turnaround times in the industry for its products.
- Highly experienced management team that expects continued robust growth.

NeoGenomics Primary Services

- 1. Cytogenetics testing** is the study of the structure of chromosome material:
 - Acute leukemias, lymphomas, chronic myeloid, and lymphoid disorders are examined cytogenetically in order to establish the exact nature of the acquired genetic change
 - Turnaround times: 3-5 days vs. industry avg of 7-10 days
- 2. Fluorescence in situ Hybridization (FISH) testing** includes the following:
 - Bone marrow testing for hematological cancers such as leukemia and lymphoma
 - Solid tumor testing such as HER2 for breast cancer, UroVysion for bladder cancer, and cervical cancer testing
 - Lymph node testing
 - Peripheral blood testing
 - FISH Turnaround Times: 24-72 hours vs. industry avg of 3-5 days
- 3. Flow cytometry testing** is a rapid way to measure the characteristics of individual cells:
 - Hematopoietic cells (blood, bone marrow, core biopsies, lymph nodes) are labeled with selective fluorescent antibodies and quantified according to their antigens
 - Turnaround time is 12-24 hours vs. industry avg of 24-72 hours

Competitive Advantages

- Strong management team with directly relevant industry experience
- Fastest turnaround times in the industry
- Highly focused, after-test support to physicians requesting consultation
- Differentiated products provide significant advantage versus competition.
- Advanced testing algorithms expedite accurate diagnostic and prognostic genetic test results
- Laser focused on addressing the cancer genetics market, the fastest growing segment of the laboratory testing industry
- Strategic agreement with Abbott Labs will allow for the launch of three proprietary lab developed tests

Management Team

Douglas M. VanOort, Executive Chairman & Interim Chief Executive Officer

- Chief Operating Officer, Quest Diagnostics, Inc.
- Has held executive leadership positions with several Fortune 500 firms and rapidly growing ventures during 30-year career
- Over 10 years in healthcare services
- Operating Partner at Summer Street Capital Partners, Managing Director of Conundrum Capital Partners, and member of the Board of several private-equity held companies

Robert Gasparini, President & Chief Scientific Officer

- Director of Genetics, U.S. Labs
- Worldwide Marketing Manager, Ventana Medical Systems
- Assistant Director, Prenatal Diagnostic Center (Harvard)

Steven Jones, Executive Vice President - Finance

- Chairman, Aspen Capital Group
- Vice President, Merrill Lynch Investment Banking

George Cardoza, Chief Financial Officer

- CFO, Protocol Global Solutions
- Controller, Central Region, Quest Diagnostics

Mark Smits, Vice President, Sales & Marketing

- VP, Marketing & Business Development, Thermo Fisher - Healthcare Division
- VP, Commercial Operations, Abbott Laboratories - Diagnostics Division

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