



Reducing cancer-related deaths worldwide

Comprehensive service overview for pharmaceutical partners





Our mission is to help reduce cancer deaths across the globe.

Because every sixth death in the world is due to cancer, our mission at NeoGenomics is to partner with pharmaceutical companies to bring new life-saving oncology drugs to market, so we can help reduce cancer-related deaths worldwide.

As the largest oncology-focused contract research organization (CRO) in the USA, with comprehensive and global one-stop testing and over 18 years of cancer-testing experience, we have one of the most robust, clinically validated oncology diagnostic menus in the world. NeoGenomics Pharma Services takes pride in delivering an unparalleled level of expertise, flexibility, and scalability in our products. Because we are platform-agnostic, we can and will work with you to identify the best approach for your patient population.

You'll receive our full, dedicated support from pre-clinical testing and research through FDA filing, launch preparation, and commercialization, including:

- Biomarker discovery
- Analytical validation
- Clinical validation
- Custom assay design and development
- Dx/CDx development

NeoGenomics milestones

>2,000

biomarker projects
in development and
testing to date

#1

in breast cancer
testing*

*Data from CMS claims database

>1,500

completed projects
with a backlog of
more than \$217M

#1

in PD-L1 Testing

>120

MDs and PhDs
across pathology and
scientific disciplines

~1,000,000

cancer-related tests per year

620+

oncology and
pathology tests ready
for order

Discover our comprehensive
product and service offering

>18

years of experience

Global laboratory
footprint

Switzerland, China, and Singapore

1

unified lab

Custom
assay design

development and validation

High quality and
accreditation

CAP-accredited and CLIA-certified

Platform
agnostic

established relationships
with key manufacturers



Delivering leading technologies that support immuno-oncology

NeoGenomics provides one of the largest oncology diagnostic menus in the world, with dozens of new tests and testing enhancements added each year. We also run a wide variety of clinically-validated FDA approved assays. If you don't see a test you need, let us know and we'll develop it for you.

Contact Us: Pharmaservices@neogenomics.com



Anatomic pathology



FISH



Cytogenetics

Anatomic pathology, FISH and Cytogenetics

Leading edge tests

- **Breadth of menu and expertise**
- **Global offering**
- **IHC/ISH, with >400 validated IHC stains**
- **CDx regulatory expertise**
- **Imaging and image analysis**

Our vast experience in clinical grade anatomic pathology (AP) services includes comprehensive histology services, a full immunohistochemistry (IHC) menu and image analysis/digital pathology capabilities to support oncology and inflammatory diseases. Our FISH portfolio includes single and multi-marker disease-focused panels covering hematologic diseases and solid tumor applications. With decades of experience developing and implementing leading-edge tests to service the pharma, oncology, pathology and research communities, our AP and FISH services are capable of delivering results for any project scope.



Flow cytometry

Flow cytometry

For novel drug development

- **Highly customized assay design, development and validation**
- **Global offering**
- **Rapid development**
- **Scientific expertise across applications**
- **Global expertise and offering**

We provide flow cytometry services for drug and vaccine development programs at our US, Europe and Asia locations—supporting novel drug development in clinical trials across all therapeutic disciplines.



Multiplexed immunofluorescence

Multiplexed immunofluorescence

A complete view of tumor behavior

- **Medical, scientific, and bioinformatics consultation**
- **Custom panel design with up to 60 markers from one FFPE slide**
- **Proprietary stand-out technology**
- **Comprehensive Immunophenotyping of protein and DNA/RNA biomarkers**
- **Advanced spatial single-cell level data analysis**

Utilizing deep learning and advanced cell classification algorithms, multiplexed immunofluorescence spatial analysis uncovers complex interplay between multitudes of immuno-oncology biomarkers, and provides complete analysis of the tumor microenvironment. Offering comprehensive quantitative immunophenotyping from a single slide, our unique, proprietary MultiOmyx™ technology studies up to 60 biomarkers in a single tumor slice. It also uncovers the relationship between markers which could yield new insights and a more complete picture of tumor behavior.



Molecular

Molecular

160+ Validated assays, ready for direct use

- **Custom assay and pipeline development and validation**
- **Solid tumor liquid biopsy by NGS (including MRD applications)**
- **Validated targeted NGS panels for clinical trials**
- **Exploratory applications: WGS, WES and RNAseq**

Our comprehensive molecular menu of 160+ validated assays allows for direct use in your project, and spans from liquid biopsies (cfDNA/RNA), next-generation sequencing, Sanger sequencing, NanoString, qPCR and IVD assays. Requiring assays for novel biomarkers? Discuss your needs with our medical and scientific team to ensure that assays are developed to your standards.



Immunoassays

Immunoassays

Combining cytokine testing, single assays and Multiplex assays for markers

- **Globally validated 24hr PBMC processing across US, Europe, and Asia**
- **Proprietary assay transfer**
- **Applications: Vaccine, Immuno-oncology (IO) and Infectious diseases (ID)**
- **ELISA; Luminex Multiplex platforms**

We offer cytokine testing (single-target ELISA and multiplexed immunoassay) as well as detection of soluble markers such as growth factors in serum, plasma and other matrices as needed. Platforms include Tecan and Luminex, and supported applications include Immuno-oncology (IO) and Infectious diseases (ID), vaccines, autoimmune diseases and inflammation. We can manage the transfer of novel or other technologies from partners, custom assay development/optimization and validations.

CDx development, support and services

The 4 Cs

As the largest oncology reference laboratory in the USA, NeoGenomics is an ideal partner for companion diagnostic CDx development. Our team of scientists, pathologists and regulatory experts take assays from preclinical stages through approval and commercialization to ensure day one support for the launch of your drug.

development—allowing for the flexibility and scalability you need for your clinical trial. We work with the majority of FDA cleared companion diagnostic devices (in vitro and imaging tools) for convenient and fast CDx transfers and validations, and offer several FDA approved and FDA cleared assays for research and clinical use.

We can transition assays on our menu to Clinical Trial Assay (CTA) grade in support of early clinical trials or can accommodate assay transfer or de novo assay

Consultation

- Platform and technology selection
- Study design
- Regulatory support and submission
- Bioinformatics
- Commercial strategy

Customization

- Assay design and requirements
- Assay development transfer and validation
- Global harmonization
- Clinical trial testing: Phase 1–3
- Project management
- Data management

Commercialization

- IVD Partnerships
- Single-site FDA approved test
- USA commercial launch
- Partnerships for ex-U.S. launch
- Day-one launch Program
- Sponsored testing program

Consolidation

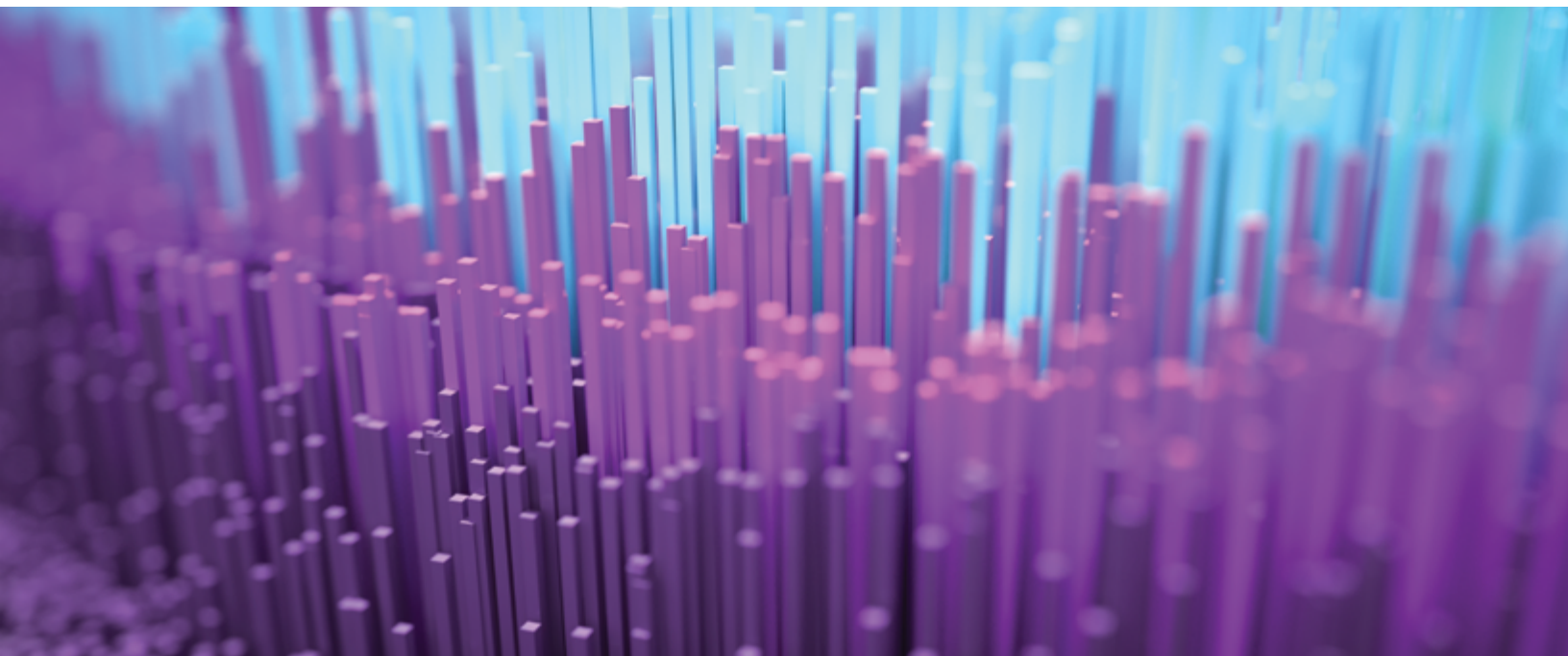
- Consolidate diagnostic, CDx, and specialty testing with one laboratory



Key partners and collaborators

We collaborate with other testing solution companies to create robust scientific solutions, from nanoString IO360 collaboration to CDx commercialization to pathology resources and more—all to deliver more effective drugs for those in need.





Oncology data services

NeoGenomics Pharma Services

We offer actionable insights to guide your therapeutic product development, speed up clinical trial recruitment, improve biomarker testing and accelerate access to targeted therapies.

NeoGenomics oncology data services empower cancer researchers as well as pharmaceutical and biotech companies with access to best-in-class real-world data to accelerate personalized oncology care.

Our products and services can help advance your trials

NeoGenomics is a premier cancer diagnostics and pharma services company that provides innovative diagnostic, prognostic and predictive testing with uncompromising quality, exceptional service and innovative solutions—all to help save lives by improving patient care.

Example use cases of real-world data:

- **Genomics/translational medicine**
- **Identify complex biomarkers**
- **Study optimization**
- **Patient and site selection**
- **Profile patient cohorts**



- 1 Aliso Viejo, California (Est. 2004)
- 2 Carlsbad, California (Est. 2004)
- 3 La Jolla, California (Est. 2014)
- 4 Houston, Texas (Est. 2001)
Genomics Specialty
- 5 RTP, North Carolina
Inivata Partner Site
- 6 Nashville, Tennessee
- 7 Atlanta, Georgia
- 8 Tampa, Florida
- 9 Fort Myers, Florida (Est. 2002)
Headquarters
- 10 Cambridge, UK
Inivata Partner Site
- 11 Geneva, Switzerland (Est. 2017)
- 12 Singapore (Est. 2019)
- 13 Suzhou, China (Est. 2021)

NeoGenomics is the leading global provider of oncology testing and research services, with 13 locations across 3 continents.

About NeoGenomics Pharma Services

NeoGenomics' Pharma Services unifies several innovative companies' scientific and medical leadership under one leading brand, offering one of the most comprehensive laboratory services menu available for biomarker testing supporting oncology clinical trials globally. We provide

our clients with an unparalleled level of expertise, service, flexibility, and scalability. Additionally, we offer alternative business models and solutions across the continuum of development from pre-clinical research and development through commercialization.

To learn more about NeoGenomics Pharma Services, visit us online at neogenomics.com/pharma-services, call us at 800.720.4363 or email us at pharmaservices@neogenomics.com

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 nationwide 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.

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