May 29, 2020

Dear Valued Client,

We wanted to provide you with our weekly update as we all continue to adjust to changes driven by the Coronavirus (COVID-19) pandemic. All of NeoGenomics’ main lab facilities still remain open and we are focused on continuing to provide the highest quality testing services for our clients. We know how much you are depending on us and how critical our services are to you and your cancer patients.

Oncology clinical trial volumes continue to slowly increase as more states ease restrictions thus allowing patients access to initial and follow-up office visits. Despite rising oncology volumes and increasing COVID-19 testing volumes, NeoGenomics can still effectively operate with many of our employees working from home. Of course our laboratory personnel are onsite, and therefore we continue to be cautious about their safety in order to maintain uninterrupted service levels for our clients.

Irrespective of the distractions caused by the pandemic, NeoGenomics has remained focused on executing our longer-term strategic initiatives. Earlier this week we announced a new strategic partnership with Inivata to commercialize the InVisionFirst®-Lung liquid biopsy test for advanced non-small cell lung cancer. NeoGenomics made a minority investment in Inivata with the option to buy the company in the future. The parties are working closely together to prepare for the launch of this liquid biopsy assay for patients in the United States. We are also collaborating with them to globally offer RaDaR, a newly launched personalized assay for the detection of residual disease and recurrence, to Pharma companies. If you have interest in the InVisionFirst-Lung liquid biopsy for research purposes or your clinical trials, please feel free to reach out to us.

We will communicate to you each Friday to give you a status update, and should there be any significant changes in the status of any of our labs we will let you know immediately. Our Project Management team is always available and can help answer questions you have. Should you have any questions or concerns regarding NeoGenomics’ actions regarding COVID-19, please let us know.

Sincerely,

George Cardoza
President, Pharma Services