



# Transforming care for cancer patients

Comprehensive service overview  
for pharmaceutical partners





## Our mission: Transforming care for cancer patients

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 20 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 \$250M

A Leader

in PD-L1 Testing\*\*

\*\*Internal data based  
on test utilization

>120

MDs and PhDs  
across pathology and  
scientific disciplines

~1,000,000

cancer-related  
tests per year

500+

oncology and  
pathology tests ready  
for order

Discover our comprehensive  
product and service offering

>20

years of experience

Global laboratory  
footprint

12 locations across 2 continents

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



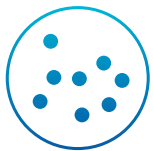
# Delivering leading technologies that support immuno-oncology

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](mailto:pharmaservices@neogenomics.com)



Anatomic pathology



FISH



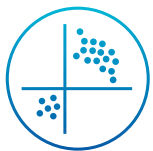
Cytogenetics

## 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 and Europe locations—supporting novel drug development in clinical trials across all therapeutic disciplines.



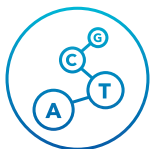
## Multiplexed immunofluorescence

# 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
- 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

## Quantitative measurement of biological effects

- Single and multi-analyte profiling
- Multiplexing of up to 50 targets
- Scientific expertise across applications

NeoGenomics provides immunoassay services on the Tecan, Luminex®, and Ella™ platforms. Our scientific experts have expertise for vaccine development, inflammatory diseases, and immuno-oncology applications.

# 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

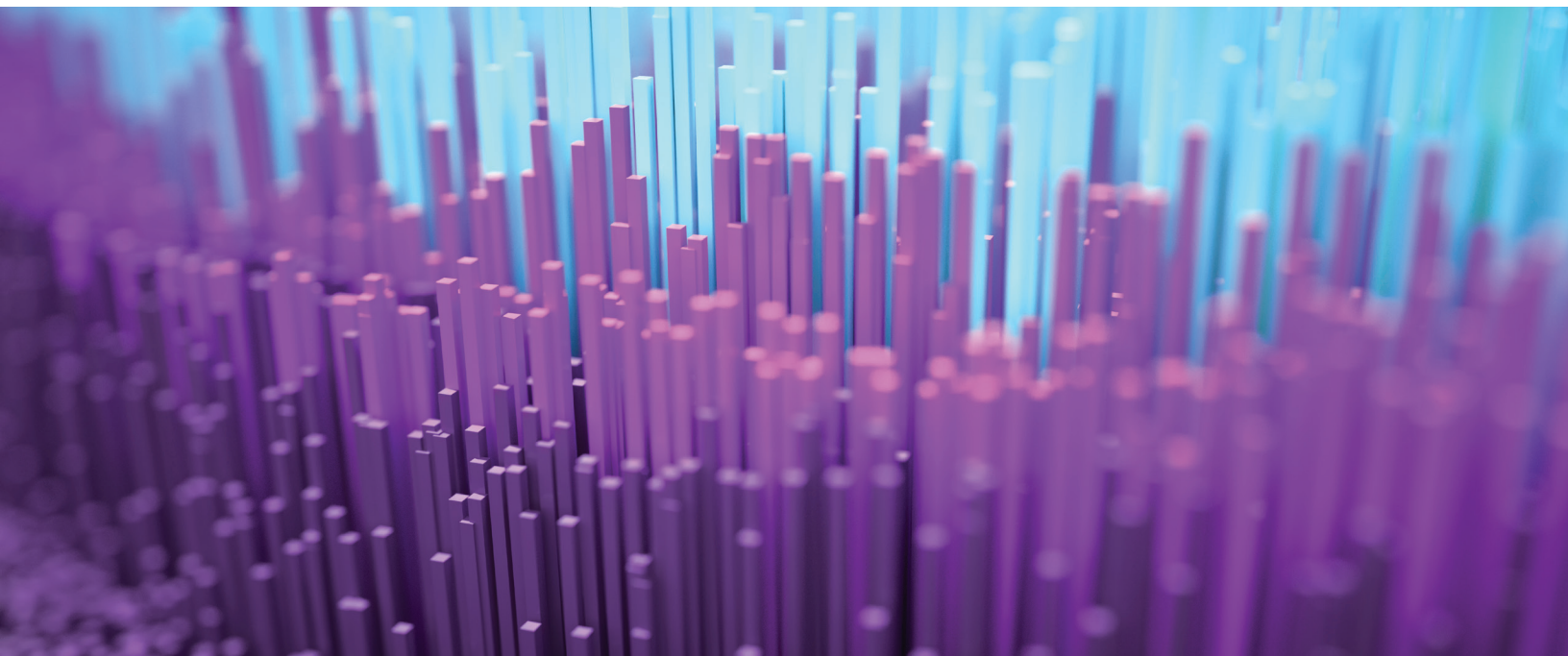
- Consolidate diagnostic, CDx, and specialty testing with one laboratory



## 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.

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# 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 Fort Myers, Florida (Est. 2002)  
Headquarters
- 2 Aliso Viejo, California (Est. 2004)
- 3 Atlanta, Georgia (Est. 2017)
- 4 Cambridge, UK (Est. 2014)
- 5 Carlsbad, California (Est. 2004)
- 6 Chicago, Illinois (Est. 2022)
- 7 Fresno, California (Est. 2014)
- 8 Houston, Texas (Est. 2001)
- 9 Nashville, Tennessee (Est. 2006)
- 10 Phoenix, Arizona (Est. 2021)
- 11 RTP, North Carolina (Est. 2016)
- 12 Tampa, Florida (Est. 2011)

NeoGenomics is the leading global provider of oncology testing and research services, with 12 locations across 2 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](https://neogenomics.com/pharma-services), call us at 800.720.4363 or email us at [pharmaservices@neogenomics.com](mailto: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 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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