



Q1 2015 Earnings Call

CGIX
NASDAQ
LISTED

May 12, 2015



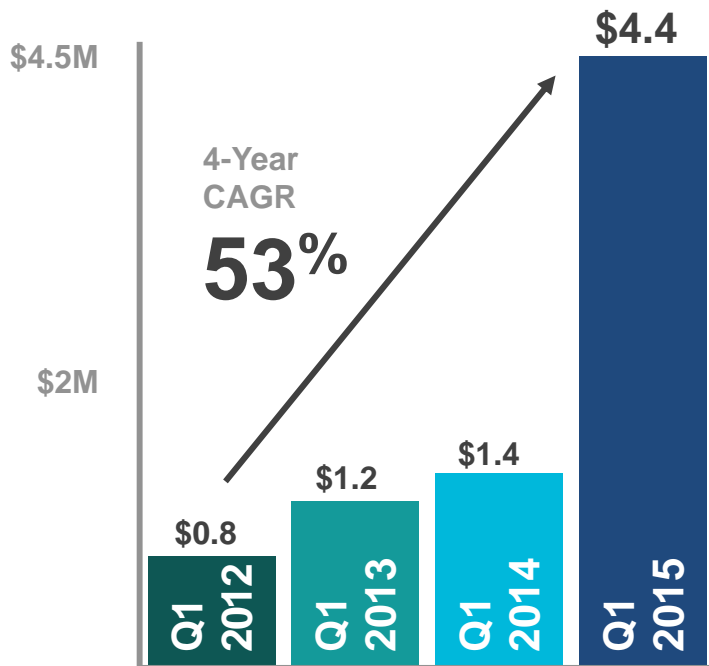
Forward-Looking Statements

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This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements pertaining to future financial and/or operating results, future growth in research, technology, clinical development and potential opportunities for Cancer Genetics, Inc. products and services, along with other statements about the future expectations, beliefs, goals, plans, or prospects expressed by management constitute forward-looking statements. Any statements that are not historical fact (including, but not limited to, statements that contain words such as "will," "believes," "plans," "anticipates," "expects," "estimates") should also be considered to be forward-looking statements. Forward-looking statements involve risks and uncertainties, including, without limitation, risks inherent in the development and/or commercialization of potential products, risks of cancellation of customer contracts or discontinuance of trials, risks that anticipated benefits from acquisitions will not be realized, uncertainty in the results of clinical trials or regulatory approvals, need and ability to obtain future capital, maintenance of intellectual property rights and other risks discussed in the Company's Forms 10-K for the year ended December 31, 2014 and 10-Q for the quarter ended March 31, 2015 along with other filings with the Securities and Exchange Commission. These forward-looking statements speak only as of the date hereof. Cancer Genetics disclaims any obligation to update these forward-looking statements.

1st Quarter 2015 Revenue Highlights

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Q1 TOTAL REVENUE GREW FROM

\$1.4M TO **\$4.4M**

2014

2015

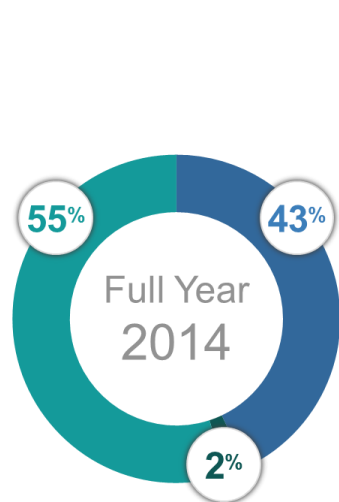
578%

BIOPHARMA REVENUE
GROWTH FROM Q1 2014

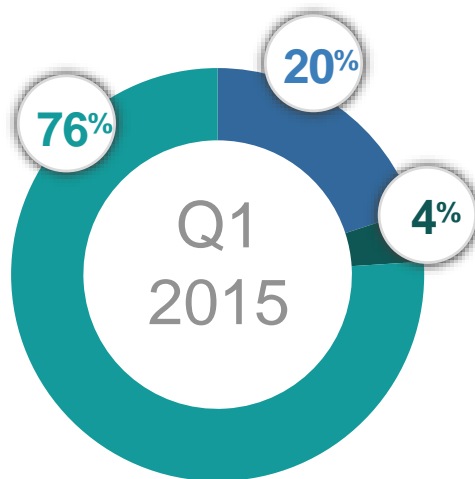
206% REVENUE GROWTH
FROM Q1 2014

Revenues By Category

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\$10.2 Mn



\$4.4 Mn

BIOPHARMA SERVICES **\$3.3 M**

- Selected to power molecular and biomarker testing for six clinical trials
- Focus::CLL™ chosen for global clinical trial by leading biotechnology company

CLINICAL SERVICES **\$873 K**

- Launched new NGS panels, including Focus::Myeloid™
- Repositioning of Go-To Market Strategy to concentration on clinical sales

DISCOVERY SERVICES **\$166 K**

- New research studies with leading cancer centers and academic institutions
- Focus::Hotspot™ NGS panel for solid tumors adopted in multiple research programs in India



Q1 2015 Financial Highlights

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- First quarter 2015 revenues were **\$4.4 million**, a **206% increase** over first quarter 2014 revenues of \$1.4 million, and 8+% sequential growth over \$4.0 million in the fourth quarter of 2014
- Revenue from **Biopharma Services grew 578%** year-over-year during the first quarter while revenue from **Clinical Services decreased 7%** year-over-year during the same period due to test mix and a strategic repositioning of the Clinical "go-to-market" strategy
- Total operating expenses were **\$5.4 million** in the quarter, including **\$696,000** of **non-cash** equity compensation expense
- Gross margin percentage **improved to 28%** (from 10% in Q1 2014) due to improved utilization.
- R&D expenses of **\$1.3 million** included \$0.2 million of costs related to our joint venture with Mayo Clinic, Oncospire Genomics
- Net loss for the quarter was **\$4.3 million**, or **\$0.44** per diluted share, compared to a net loss of **\$2.5 million**, or **\$0.27** per diluted share in the first quarter of 2014
- Total cash at March 31, 2015 was **\$28.6 million**, and our credit line through our new debt financing facility is **\$10.0 million**, with **\$4.0 million** available.



Summary Statement of Operations

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Income Statement Item (\$ in Thousands)	Q1 2013	Q1 2014	Q1 2015
Revenue	\$1,219	\$1,430	\$4,370
Gross Profit	149	140	1,229
Gross Margin (%)	12%	10%	28%
Research & Development (R&D)	491	597	1,278
Sales & Marketing (S&M)	397	749	1,116
General & Administrative (G&A)	1,571	2,731	2,987
Operating Profit (Loss)	(2,309)	(3,936)	(4,152)
Net Income (Loss)	2,360	(2,486)	(4,278)

Balance Sheet Information	Actual 03/31/15
All Cash*	\$28,612
Stockholders' Equity	30,972

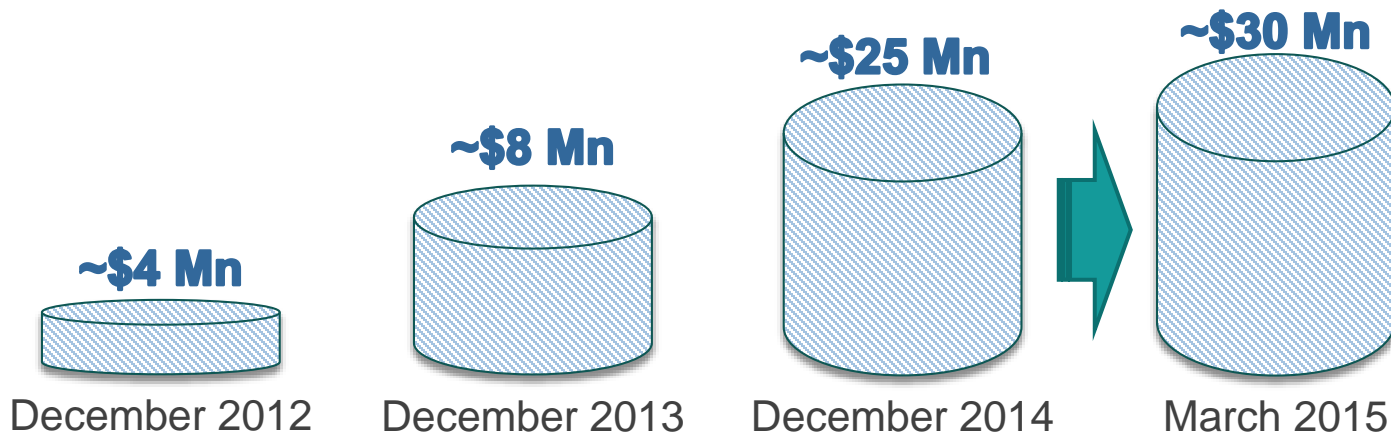
\$ in thousands

* All cash includes \$6,300 of restricted cash.
\$6,000 of that is now unrestricted as of May 7, 2015.
(Cancer Genetics, Inc. 2014 YE 10Q, page 77)

Expected Future Biopharma Revenues

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CGI IS ACTIVELY PROVIDING TESTING, GENOMIC SERVICES, AND BIOMARKER SUPPORT FOR **OVER 70 CLINICAL TRIALS**



Approximate expected future revenues under signed contracts with biotechnology and pharma customers for testing and services to support currently planned clinical trials.



Significant Progress in our Disease-Specific NGS Panel Pipeline

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RESEARCH & DISCOVERY

CLINICAL DEVELOPMENT

COMMERCIAL DEVELOPMENT

LAUNCH & MARKET ENTRY

HEMATOLOGIC CANCERS

FOCUS::CLL™

TEST IN MARKET



FOCUS::MYELOID™ (IN COLLABORATION WITH ILLUMINA)

TEST IN MARKET



FOCUS::LYMPHOID™

MULTIPLE MYELOMA (VIA ONCOSPIRE*)

FOLLICULAR LYMPHOMA (VIA ONCOSPIRE*)

UROGENITAL CANCERS

FOCUS::RENAL™

SOLID TUMOR

FOCUS::HOTSPOT™ (INITIAL LAUNCH IN INDIA)

TEST IN MARKET



LUNG CANCER (VIA ONCOSPIRE*)

PHARMACOGENOMICS (PGX)

COMPREHENSIVE PHARMACOGENOMICS PANEL

* Oncospire Genomics: a joint venture with Mayo Clinic

Focus::CLL™ NGS Panel

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- Launched in **Q4 2014**
- Unique targeted NGS panel with **7 biomarkers** for diagnosis, prognosis and patient management
- The **only targeted NGS panel** available for **CLL/SLL**
- Selected for use in **global clinical trial** by a leading biotechnology company

CG FOCUS::CLL™

Clinical Indications

- Chronic Lymphocytic Leukemia (CLL)
- Small Lymphocytic Lymphoma (SLL)

Numbers Behind the Disease

- **18,200** new cases per year
- **150,000** people living with the disease

(United States)

Focus::Myeloid™ NGS Panel

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- Launched in **Q1 2015**
- Comprehensive NGS panel with **54 biomarkers** that provides **actionable information** for improved diagnosis, prognosis, and risk stratification
- Delivers **faster results on biomarkers** in current diagnostic and treatment guidelines
- Expands therapy options for patients with appropriate **enrollment in clinical trials**
- Selected for use in **multiple clinical trials**

CG FOCUS::MYELOID™

Clinical Indications

- Acute myeloid leukemia (AML)
- Myelodysplastic syndrome (MDS)
- Myeloproliferative neoplasms (MPN)

Numbers Behind the Disease

- **54,000** new cases per year
- **274,000** people living with the disease

(United States)

Upcoming Milestones

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- **REIMBURSEMENT & MARKET ADOPTION**

- Increasing covered lives market access through additional payers & health care organizations
- Additional international agreements for FHACT® distribution and co-marketing partnerships in key geographies

- **NEXT GENERATION SEQUENCING PANELS**

- Launching multi-marker NGS panel for lymphoid malignancies
- Multiple Myeloma NGS panel launch, Oncospire → Second half of 2015

- **DATA TO SUPPORT PRODUCTS**

- Lymphoid, Myeloid and CLL Panels - Additional data and results to support clinical usage, patient value and payor coverage
- FHACT® - Additional data from a study conducted in conjunction with NCI and more published papers focused on FHACT®, including a health economic study

- **BIOPHARMA REVENUES & MARKET SHARE**

- Additional news on biopharma partners & relationships
- Major collaborations with US & Asia biopharma companies

- **LATE PHASES OF FINALIZING SIGNIFICANT PARTNERSHIPS TO EXPAND BIOPHARMA BUSINESS**



Thank You

Cancer Genetics, Inc.



www.cancergenetics.com



RUTHERFORD, NJ

CGI Headquarters
Meadows Office Complex
201 Route 17 North, 2nd Floor
Rutherford, NJ 07070

Phone: +1 201-528-9200
Fax: +1 201-528-9235

RALEIGH, NC

Research Triangle Park
133 Southcenter Court, Ste. 400
Morrisville, NC 27569

Phone: +1 919-465-0100
Fax: +1 919-465-0554

HYDERABAD, INDIA

#3-1-135 / 1A CNR Complex
Mallapur Main Road, R.R. District
Hyderabad – 500 076, Telangana

Toll-free: +91 040-2717-8178
Fax: +91 040-2717-8176

SHANGHAI, CHINA

781 Cai Lun Road, Room 803
Shanghai 201203
P.R. China

Toll-free: +91 040-2717-8178
Fax: +91 040-2717-8176