

Corporate Fact Sheet

Key Facts

(as of 3.31.19)

Employees: **>840**

NASDAQ Ticker: **GHDX**

Q119 Revenue: **\$108.8M**, 17.4%
year-over-year increase

Q119 Net Income: **\$13.0M** or
\$0.34 per share on a diluted
basis; 15th consecutive quarter of
year-over-year non-GAAP
improvement

Cash and Cash Equivalents
& Short-term Marketable
Securities: **\$205.9M**

Shares Used in Computing
Diluted Net Income Per Share
(3 months): **38.8M**

Management

Kimberly Popovits

Chairman of the Board,
Chief Executive Officer & President

G. Bradley Cole

Chief Financial Officer

Frederic Pla, Ph.D.

Chief Operating Officer

Steven Shak, M.D.

Co-Founder, Chief Scientific Officer

Torsten Hoof

Chief International Commercial
Officer

Laura Leber

Chief Communications Officer

Kim McEachron

Chief People Officer

Jason W. Radford

Chief Legal Officer & Secretary

Jim Vaughn, R.Ph.

Chief U.S. Commercial Officer

Frederick Baehler, M.D.

Chief Medical Officer

Jon Cassel, Ph.D.

Senior Vice President, Operations

David Hanlon

Senior Vice President, Regulatory
Affairs and Quality Assurance

Genomic Health, Inc. is the world's leading provider of genomic-based diagnostic tests that help optimize cancer care, including addressing the overtreatment of the disease, one of the greatest issues in healthcare today. With its Oncotype IQ[®] Genomic Intelligence Platform, the company is applying its world-class scientific and commercial expertise and infrastructure to lead the translation of clinical and genomic big data into actionable results for treatment planning throughout the cancer patient journey, from diagnosis to treatment selection and monitoring. The Oncotype IQ portfolio of genomic tests and services currently consists of the company's flagship line of Oncotype DX[®] gene expression tests that have been used to guide treatment decisions for over 1 million cancer patients worldwide. Genomic Health is expanding its test portfolio to include additional liquid- and tissue-based tests, including the recently launched Oncotype DX[®] AR-V7 Nucleus Detect[™] test. The company is based in Redwood City, California, with international headquarters in Geneva, Switzerland.

- For more information, please visit www.GenomicHealth.com and follow the company on Twitter: [@GenomicHealth](https://twitter.com/GenomicHealth), Facebook, YouTube and LinkedIn.

Business Model

Genomic Health's business model is based on the belief that clinically validated standardized genomic tests, in its Oncotype IQ portfolio of tests, provide valuable information for patients, physicians and payors.

- For over a decade, Genomic Health has delivered on the promise of precision medicine by providing personalized information based on a patient's unique biology to help ensure they receive the right treatment at the right time, allowing many to avoid unnecessary treatments and their side effects.
- Our tests are commercially available through our clinical reference laboratory located in Redwood City, California, which is certified under the Clinical Laboratory Improvement Amendments of 1988, or CLIA, and accredited by the College of American Pathologists, or CAP. In addition, this laboratory is an ISO 15189:2012 Internationally-Recognized Accredited Laboratory for Clinical Testing. The Oncotype DX AR-V7 Nucleus Detect test is offered by Genomic Health and performed by Epic Sciences in its clinical reference laboratory located in San Diego, California, which is certified under CLIA and CAP accredited.
- We focus on catalysts that will drive further expansion of our portfolio globally, including the development of in vitro diagnostic (IVD) test solutions, including on the Biocartis[®] Idylla[™] platform, to increase access to Oncotype DX in markets where localized testing is critical for adoption and reimbursement.
- We now have prospective evidence from more than 93,000 patients demonstrating that the Oncotype DX Breast Recurrence Score[®] test accurately predicts outcomes, including results from the Trial Assigning Individualized Options for Treatment (Rx), or TAILORx sponsored by the National Cancer Institute and published by *The New England Journal of Medicine*.
- We have a world-class commercial channel and successful track record in securing clinical guidelines and insurance coverage to provide physicians and patients with a trusted, single source for genomic tests; as well as online services that make it easy to interpret and share results with patients.
- Access to our tests enables personalized treatment decision-making and has saved the healthcare system >\$5 billion in the United States alone.¹
- We will continue to expand the Oncotype IQ Genomic Intelligence Platform through our own internal research and development as well as strategic partnerships; all with the mission of delivering precision medicine to make cancer care smarter.

¹ Company estimation based on number of patients tested, chemotherapy reduction, health economics studies and treatment cost.

Board of Directors

Julian C. Baker

Lead Independent Director,
Genomic Health, Managing
Partner, Baker Brothers
Investments

Felix J. Baker, Ph.D.

Managing Partner,
Baker Brothers Investments

Fred Cohen, M.D., D.Phil.

Senior Managing Director,
Vida Ventures

Barry P. Flannely, Pharm.D.

Executive Vice President and
General Manager US,
Incyte Corporation

Henry J. Fuchs, M.D.

President, Worldwide
Research & Development,
BioMarin Pharmaceutical Inc.

Ginger L. Graham

Former President & CEO,
Amylin Pharmaceuticals

Geoffrey M. Parker

Chief Financial Officer &
Senior Vice President, Tricida,
Inc.

Kimberly Popovits

Chairman of the Board,
Chief Executive Officer &
President, Genomic Health

Recent Business Highlights

- Presented results from five studies at the 16th St. Gallen International Breast Cancer Conference, including real-world evidence that reinforces the treatment paradigm established by the TAILORx trial. Additionally, two decision impact studies from the UK and the Czech Republic highlighted the value of Oncotype DX in personalizing and improving the quality of clinical decisions in patients with early-stage breast cancer, including those with node positive disease .
- Multiple private insurers established new coverage for the Oncotype DX Genomic Prostate Score test, bringing the total number of U.S. covered lives to more than 114 million, including Medicare.
- First private insurer established reimbursement for the Oncotype DX AR-V7 Nucleus Detect™ test, bringing the total number of U.S. covered lives to more than 61 million, including Medicare.
- The National Comprehensive Cancer Network (NCCN) strengthened its prostate cancer guidelines, recommending the consideration of AR-V7 testing in metastatic castrate resistant prostate cancer (mCRPC) patients following abiraterone/enzalutamide to help guide the selection of further therapy.

2019 Full-Year Guidance

Metric	Guidance	YOY Growth
Revenue	\$436M - \$448M	11%-14% growth
Net Income Basic Earning Per Share (EPS)	\$48M - \$54M \$1.23 - \$1.38	86%-110% growth

This fact sheet contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially, and reported results should not be considered as an indication of future performance. These risks and uncertainties include, but are not limited to: our business model; the regulation of our tests; the applicability of clinical study results to actual outcomes; our ability to independently develop and commercialize and collaborate with companies to commercialize new tests and expand into new markets domestically and internationally; the risk that we may not obtain or maintain sufficient levels of reimbursement, domestically or abroad; competition; unanticipated costs or delays in research and development efforts; our ability to obtain capital when needed; and the other risks and uncertainties set forth in our filings with the Securities and Exchange Commission, including the risks set forth in our most recent Annual Report filed on Form 10-K and our subsequently filed Quarterly report(s) filed on Form 10-Q. These forward-looking statements speak only as of the date hereof. Genomic Health disclaims any obligation to update these forward-looking statements.

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