Investor Contact:
investors@genomichealth.com

Corporate Fact Sheet

Key Facts

(as of 2.20.19)
Employees**: >820**

NASDAQ Ticker: **GHDX**

2018 Revenue: **$394.1M**, 18% increase on a pre-606 adjusted basis

2018 Non-GAAP Net Income: **$39.7M,** up $41.3M from 2017; 14th consecutive quarter of year-over-year improvement

Cash and Cash Equivalents & Short-term Marketable Securities: **$209.8M**

Shares Used in Computing Basic Net Income Per Share (3 months): **36.2M**

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 Baeher, 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, 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.

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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. Flannelly, Pharm.D.
Executive Vice President 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

- Delivered, in collaboration with physicians around the world, more than 1 million Oncotype DX tests to cancer patients worldwide since the first test was made available to patients in 2004. To date, more than 53,000 physicians across 90 countries have used Oncotype DX to optimize treatment decisions for their breast, prostate and colon cancer patients, improving outcomes and saving >$5 billion in healthcare costs.
- Expanded exclusive collaboration with Biocartis Group NV to include urology for the anticipated development of an in vitro diagnostic version of the Oncotype DX Genomic Prostate Score test on Biocartis' Idylla™ platform.
- The U.K.'s National Institute for Health and Care Excellence (NICE) issued updated guidance again recommending the Oncotype DX Breast Recurrence Score test for use in clinical practice to guide adjuvant chemotherapy treatment decisions and expanding its prior recommendation to now include patients with micrometastases.
- *The Breast* published results from a French prospective decision impact study on the real-life utilization of the Oncotype DX Breast Recurrence Score test in clinical practice, demonstrating a 36 percent reduction in chemotherapy use. Consistent with other decision impact studies worldwide, these results highlight the value and need for broader patient access in France.
- *Nature Partner Journals (NPJ) Breast Cancer* published a new analysis of the randomized NSABP B-20 study confirming patients with Oncotype DX Breast Recurrence Score results greater than 25 receive life-saving benefit from chemotherapy, reinforcing the conclusions of the landmark TAILORx study.
- Presented results from two Oncotype DX studies at the 2018 San Antonio Breast Cancer Symposium reinforcing the real-world value of the Oncotype DX Breast Recurrence Score test in optimizing treatment and outcomes in breast cancer patients regardless of age or race.
- Received acceptance to present five studies at the 16th St. Gallen International Breast Cancer Conference in March 2019.
- *Urology* published results from a multi-center study establishing Oncotype DX as the first genomic prostate cancer test with prospective validation for predicting adverse pathology to identify patients for active surveillance.
- Presented results from multiple studies in men on active surveillance at the 2019 Genitourinary Cancers Symposium demonstrating association between the Oncotype DX GPS test and adverse pathology, underscoring its value in identifying patients who will ultimately require surgery due to disease progression.