

Corporate Fact Sheet

Key Facts

(as of 9.30.17)

Employees: **>855**

NASDAQ Ticker: **GHDX**

Q317 Revenue: **\$83.8M**, 2%
year-over-year increase

Cash and Cash Equivalents
& Short-term Marketable
Securities: **\$119M**

Shares Used in Computing
Basic Net Income Per Share
(3 months): **34.7M**

Management

Kimberly Popovits,
Chairman of the Board,
Chief Executive Officer & President

G. Bradley Cole,
Chief Operating Officer &
Chief Financial Officer

Steven Shak, M.D.,
Co-Founder, Chief Scientific Officer

Frederic Pla, Ph.D.,
Chief Business & Product
Development Officer

Jim Vaughn, R.Ph.,
Chief Commercial Officer

Phil Febbo, M.D.,
Chief Medical Officer

Laura Leber,
Chief Communications Officer

Kim McEachron,
Chief People Officer

Jason W. Radford,
Chief Legal Officer & Secretary

Ellen Beasley, Ph.D.,
Senior Vice President,
Products and Services R&D

Jon Cassel, Ph.D.,
Senior Vice President, Operations

Mike Vedda,
Senior Vice President, Information
Technology, Chief Information Officer

Genomic Health, Inc. is the world's leading provider of genomic-based diagnostic tests that 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 more than 800,000 cancer patients worldwide. Genomic Health is expanding its test portfolio to include additional liquid- and tissue-based tests with the recently launched Oncotype SEQ[®] Liquid Select[™] in lung cancer and collaboration with Epic Sciences to commercialize the 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](https://www.facebook.com/GenomicHealth), [YouTube](https://www.youtube.com/GenomicHealth) and [LinkedIn](https://www.linkedin.com/company/genomichealth).

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 accredited under the Clinical Laboratory Improvement Amendments of 1988, or CLIA, and by the College of American Pathologists, or CAP. In addition, this laboratory is an ISO 15189:2012 Internationally-Recognized Accredited Laboratory for Clinical Testing.
- We now have prospective evidence from more than 63,000 patients demonstrating that the Oncotype DX Breast Recurrence Score[®] accurately predicts outcomes, including initial 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 >\$4 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 Baker,
Managing Partner,
Lead Independent Director,
Baker Brothers Investments

Felix Baker, Ph.D.,
Managing Partner,
Baker Brothers Investments

Fred Cohen, M.D., D.Phil.,
Senior Advisor, TPG

Henry J. Fuchs, M.D.,
Executive Vice President &
Chief Medical Officer,
BioMarin Pharmaceutical Inc.

Ginger L. Graham,
Former President & Chief
Executive Officer, Amylin
Pharmaceuticals

Geoffrey M. Parker,
Chief Financial Officer and Senior
Vice President, Tricida, Inc.

Kimberly Popovits,
Chairman of the Board,
Chief Executive Officer &
President, Genomic Health, Inc.

Third Quarter 2017 Highlights

- Palmetto GBA, a Medicare Administrative Contractor (MAC) that assesses molecular diagnostic technologies, issued a positive final Local Coverage Determination (LCD) that became effective on October 9, 2017 to expand Medicare coverage of the Oncotype DX Genomic Prostate Score test to qualified patients with favorable intermediate-risk prostate cancer throughout the U.S.
- Established additional private coverage for the Oncotype DX Genomic Prostate Score test, bringing the total number of U.S. covered lives to more than 66 million.
- Established new private coverage for the Oncotype DX Breast Recurrence Score test in Germany, bringing the total number of German private covered lives to 15 million.
- Announced an exclusive agreement with Biocartis Group NV to develop an IVD version of the Oncotype DX Breast Recurrence Score test on Biocartis' Idylla platform that can be performed locally by laboratory partners and in hospitals around the world to broaden future global patient access.
- *European Urology* published results from a large, community-based, multi-center clinical validation study conducted at Kaiser Permanente. The results confirmed that the Oncotype DX GPS test is a strong independent predictor of prostate cancer-specific death and metastases at 10 years in men with localized prostate cancer.
- Presented results from four studies that provide additional evidence of the unmatched value of the Oncotype DX Breast Recurrence Score test in accurately predicting outcomes in early-stage breast cancer patients at the European Society for Medical Oncology (ESMO) 2017 Congress.
- *Nature Partner Journals Breast Cancer*, a peer-reviewed journal published by *Nature*, published two articles highlighting results from a large prospectively designed registry conducted by Clalit Health Services, the largest Health Maintenance Organization in Israel. The results reinforce the ability of the Oncotype DX Breast Recurrence Score test to predict clinical outcomes in both node-negative and node-positive patients.
- Received acceptance to present nine studies at the 2017 San Antonio Breast Cancer Symposium (SABCS) in December.

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.

NOTE: The Genomic Health logo, Oncotype, Oncotype DX, Recurrence Score, DCIS Score, Oncotype SEQ, Liquid Select, Genomic Prostate Score, Oncotype DX AR-V7 Nucleus Detect and Oncotype IQ are trademarks or registered trademarks of Genomic Health, Inc. All other trademarks and service marks are the property of their respective owners.