

## Corporate Fact Sheet

### Key Facts

(as of 12.31.17)

Employees: **863**

NASDAQ Ticker: **GHDX**

FY17 Revenue: **\$340.8M**; 4%  
year-over-year increase

Q417 Revenue: **\$87.5M**, 6%  
year-over-year increase

Cash and Cash Equivalents  
& Short-term Marketable

Securities: **\$129.6M**

Shares Used in Computing  
Basic Net Income Per Share  
(3 months): **34.9M**

### Management

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

**G. Bradley Cole**,  
Chief Financial Officer

**Steven Shak, M.D.**,  
Co-Founder, Chief Scientific Officer  
& Interim Chief Medical Officer

**Frederic Pla, Ph.D.**,  
Chief Operating Officer

**Jim Vaughn, R.Ph.**,  
Chief Commercial 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

**Torsten Hoof**,  
Senior Vice President, International

**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 help optimize cancer care, including addressing the overtreatment of the disease, one of the greatest issues in healthcare today. With its Oncotype IQ<sup>®</sup> 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<sup>®</sup> gene expression tests that have been used to guide treatment decisions for more than 850,000 cancer patients worldwide. Genomic Health is expanding its test portfolio to include additional liquid- and tissue-based tests, including the recently launched Oncotype DX<sup>®</sup> AR-V7 Nucleus Detect<sup>™</sup> test. The company is based in Redwood City, California, with international headquarters in Geneva, Switzerland.

- For more information, please visit [www.GenomicHealth.com](http://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 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 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<sup>®</sup> Idylla<sup>™</sup> 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 63,000 patients demonstrating that the Oncotype DX Breast Recurrence Score<sup>®</sup> test 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 ~\$5 billion in the United States alone.<sup>1</sup>
- 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.

<sup>1</sup> 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.

## Recent Business Highlights

- Launched Oncotype DX AR-V7 Nucleus Detect, the first and only liquid biopsy test of its kind to help prolong the lives of men with metastatic castration-resistant prostate cancer (mCRPC) by accurately detecting a splice variant of the androgen receptor protein (AR-V7) in the nucleus of circulating tumor cells (CTCs).
- The National Comprehensive Cancer Network (NCCN) updated its guidelines for prostate cancer to now include molecular testing. Specifically, the updated 2018 guidelines include the Oncotype DX Genomic Prostate Score (GPS) test for men with NCCN low- and favorable intermediate-risk prostate cancer to provide prognostic information in order to choose active surveillance or definitive treatment.
- *Reviews in Urology* published real-world clinical evidence demonstrating that the Oncotype DX GPS test increases use of active surveillance by 30 percent in low-risk patients, resulting in greater adherence to guideline-based care. These findings from a large U.S. payer system are consistent with four previously published studies demonstrating the positive effect of GPS testing on active surveillance use.
- Established additional private coverage for the Oncotype DX GPS test, bringing the total number of U.S. covered lives to more than 67 million.
- Announced an [exclusive licensing agreement](#) with Cleveland Diagnostics, Inc. to develop and commercialize new prostate cancer tests based on Cleveland Diagnostics' IsoPSA™ reagents and technology. Initial efforts will focus on Genomic Health's development of a high-PSA (prostate-specific antigen) reflex test to accurately predict the presence of high-grade cancer (Gleason score > 7) prior to prostate biopsy.
- Announced a multi-year [research collaboration agreement](#) with Janssen Pharmaceuticals to evaluate the GPS test for their prostate cancer drug pipeline. As part of the agreement, Genomic Health will test samples from Janssen studies to examine the association of GPS results with clinical outcomes.
- Made a [\\$4 million equity investment](#) in Biocartis Group NV, further strengthening the partnership between the companies to develop an IVD version of the Oncotype DX Breast Recurrence Score test on the Idylla platform that can be performed locally by laboratory partners and in hospitals around the world.
- Presented results from [10 studies](#) that reinforce the unmatched value of the Oncotype DX Breast Recurrence Score test and Oncotype DX Breast DCIS Score™ test in optimizing patient treatment across the breast cancer disease continuum at the 2017 San Antonio Breast Cancer Symposium (SABCS).
- Received acceptance to present three studies at the 11th European Breast Cancer Conference (EBCC-11), in March.

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.