

Corporate Fact Sheet

Key Facts

(as of 3.31.18)

Employees: **808**

NASDAQ Ticker: **GHDX**

Q118 Revenue: **\$92.6**, 13% year-over-year increase on a pre-606 adjusted basis

Cash and Cash Equivalents & Short-term Marketable Securities: **\$130.4M**

Shares Used in Computing Basic Net Income Per Share (3 months): **35.2M**

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
& Chief Medical 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[®] 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 900,000 cancer patients worldwide. Genomic Health is expanding its test portfolio to include additional liquid- and tissue-based tests, including the recently launched Oncotype DX[®] 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 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 63,000 patients demonstrating that the Oncotype DX Breast Recurrence Score[®] 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.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

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

- Results from the landmark ECOG-ACRIN Cancer Research Group TAILORx study were accepted for presentation at the Plenary Session at the 2018 American Society of Clinical Oncology Annual Meeting (ASCO) on Sunday, June 3.
- 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 71 million.
- Palmetto GBA, a Medicare Administrative Contractor (MAC) that assesses molecular diagnostic technologies, issued a draft local coverage determination (LCD) for the Oncotype DX AR-V7 Nucleus Detect™ test.
- The National Institute for Health and Care Excellence (NICE) in the United Kingdom issued a revised Diagnostics Consultation Document (DCD) including the Oncotype DX Breast Recurrence Score test for continued use to guide adjuvant chemotherapy decisions for patients with hormone receptor-positive, HER2-negative, node-negative early-stage breast cancer.
- Secured tender with the UNICANCER hospital group in France for the Oncotype DX Breast Recurrence Score test increasing access to approximately 20 percent of the French market.
- Established new public coverage for the Oncotype DX Breast Recurrence Score test in Germany, bringing the total number of German covered lives to more than 17 million.
- Secured public coverage with the province of Manitoba for the use of the Oncotype DX Breast Recurrence Score test in early-stage breast cancer patients with node-negative disease, increasing the total number of covered lives in Canada to 35 million.
- *The Oncologist* published positive results from a study conducted by Sunnybrook Health Sciences Centre in Canada, demonstrating a 37 percent reduction in chemotherapy among breast cancer patients with up to three positive nodes, as well as an increase in physicians' and patients' confidence (49 and 54 percent, respectively) when Oncotype DX was used to make adjuvant treatment decisions.
- Presented results from three studies at the 11th European Breast Cancer Conference (EBCC-11) in March.
- Received acceptance to present two studies utilizing the Oncotype DX Genomic Prostate Score test at the American Urological Association Annual Meeting in May.

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.