Genomic Health
LIFE, CHANGING.

Investor Contact:
investors@genomichealth.com

Corporate Fact Sheet

Key Facts

(as of 6.30.18)
Employees**: 805**

NASDAQ Ticker: **GHDX**

Q218 Revenue: **$95.6**, 14% year-over-year increase on a pre-606 adjusted basis

Cash and Cash Equivalents & Short-term Marketable Securities: **$152.9M**

Shares Used in Computing Basic Net Income Per Share (3 months): **35.5M**

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 U.S. 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, 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 71,000 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

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 published in *The New England Journal of Medicine* and presented in the Plenary Session at the American Society of Clinical Oncology (ASCO) Annual Meeting. Results demonstrated that the Oncotype DX Breast Recurrence Score test identified 70 percent of early-stage breast cancer patients who receive no benefit from chemotherapy and can be effectively treated with endocrine therapy alone. Additionally, the trial established that chemotherapy may provide life-saving benefit to 30 percent of patients.
- Following the TAILORx study publication, the U.K.'s National Institute for Health and Care Excellence (NICE) confirmed that it has requested that the External Assessment Group (EAG) review the results before finalizing its updated guidance on tumor profiling tests, and the German Federal Joint Committee (G-BA) commissioned the Institute for Quality and Efficiency in Health Care (IQWiG) to evaluate the new evidence before making a final coverage decision in Germany.
- Established public coverage with the province of New Brunswick 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 more than 35 million. With this decision, all 10 provinces in Canada now cover the test.
- Multiple private insurers, including a top five national payor, established new coverage for the Oncotype DX GPS test, bringing the total number of U.S. covered lives to more than 92 million, including Medicare.
- Results from two studies demonstrating the positive impact of the Oncotype DX GPS test on risk assessment for better treatment decisions in clinically low-risk prostate cancer patients in real-world practice were presented at the 2018 American Urological Association (AUA) Annual Meeting.
- *JAMA Oncology* published a study that demonstrated that the Oncotype DX AR-V7 Nucleus Detect™ test can identify patients with metastatic castration-resistant prostate cancer (mCRPC) who may live longer if they switch from targeted androgen receptor-signaling inhibitor (ARSi) therapy, such as enzalutamide and abiraterone, to taxane-based chemotherapy.