Q1 2026 Financial Results

April 28, 2026

Nasdaq: NEO

Safe Harbor Statements

This presentation has been prepared by NeoGenomics, Inc. (“we,” ”us,” “our,” “NeoGenomics” or the “Company”). Statements contained herein are made as of the date of this presentation unless stated otherwise.

This presentation includes forward-looking statements. These forward-looking statements generally can be identified by the use of words such as “anticipate,” “expect,” “plan,” “could,” “would,” “may,” “will,” “believe,” “estimate,” “forecast,” “goal,” “project,” “guidance,” “plan,” “potential” and other words of similar meaning, although not all forward-looking statements include these words. These forward-looking statements address various matters, including the Company’s strategy, planned future operations and related expectations with respect to timing and performance, future financial position, future revenues, growth potential and expected growth drivers, projected costs and capital expenditures, prospects and plans, estimates of market size and position, and objectives of management. Each forward-looking statement contained in this presentation is subject to a number of risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statement. Applicable risks and uncertainties include, among others, the Company’s ability to identify and implement appropriate financial and operational initiatives to execute on its strategic priorities, to enter new markets and increase market share in both current and new markets, to develop and commercialize new types of tests and to achieve projected increases in test adoption, to execute on its long-range strategic priorities and to otherwise implement its business plans, as well as general market conditions and competitive dynamics and the risks identified under the heading “Risk Factors” contained in the Company's Annual Report on Form 10-K for the year ended December 31, 2025, and filed with the SEC on February 17, 2026, as well as subsequently filed Quarterly Reports on Form 10-Q and the Company's other filings with the Securities and Exchange Commission. We caution investors not to place undue reliance on the forward-looking statements contained in this presentation. You are encouraged to read our filings with the SEC, available at www.sec.gov and on our website at www.neogenomics.com, for a discussion of these and other risks and uncertainties. The forward-looking statements in this presentation speak only as of the date of this presentation (unless another date is indicated), and we undertake no obligation to update or revise any of these statements. Our business is subject to substantial risks and uncertainties, including those referenced above. Investors, potential investors, and others should give careful consideration to these risks and uncertainties.

Information contained in this presentation concerning our industry and the markets in which we operate, including our general expectations and market position, market opportunity and market size, is based on information from various sources, on assumptions that we have made that are based on such information and other similar sources and on our knowledge of, and expectations about, the markets for our service offerings. This information involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

In order to provide greater transparency regarding our operating performance, the financial results and financial guidance in this presentation refer to certain non-GAAP financial measures, such as adjusted EBITDA, adjusted EBITDA margin, adjusted gross margin and adjusted gross profit, that involve adjustments to GAAP results. These non-GAAP financial measures exclude certain income and/or expense items that management believes are not directly attributable to the Company’s core operating results and/or certain items that are inconsistent in amounts and frequency, making it difficult to perform a meaningful evaluation of our current or past operating performance. Management believes that the presentation of operating results using non-GAAP financial measures provides useful supplemental information to investors by facilitating the analysis of the Company’s core test-level operating results across reporting periods. These non-GAAP financial measures may also assist investors in evaluating future prospects. Management also uses non-GAAP financial measures for financial and operational decision making, planning and forecasting purposes and to manage the business. These non-GAAP financial measures do not replace the presentation of financial information in accordance with U.S. GAAP financial results, should not be considered measures of liquidity, and are unlikely to be comparable to non-GAAP financial measures provided by other companies. The Company has provided reconciliations of such non-GAAP financial measures to their most directly comparable financial measures calculated in accordance with GAAP. Investors are encouraged to review the related GAAP financial measures and reconciliations of the non-GAAP financial measures to their most directly comparable GAAP financial measures set forth in this presentation.

NEO GENOMICS

NEO GENOMICS

Mission

We save lives by improving patient care.

Vision

We are becoming the world's leading provider of comprehensive cancer testing, data and solutions through uncompromising quality, exceptional customer experience, and innovative products and services.

NEO: Investment Thesis

01 A **“pure play” oncology solutions provider** driving rapid dissemination and adoption of innovation through its best-in-class commercial organization

02 **Leadership position in hematology creates enhanced test demand** as pathologists and oncologists consolidate the number of labs they use

03 **Differentiated** from large reference labs and specialty diagnostic companies via a relentless focus on the community oncology setting

04 Entering the rapidly-growing **$20+ billion solid tumor MRD** (minimum residual disease) cancer monitoring market with the launch of RaDaR ST

05 Breadth of test menu along the cancer care continuum makes NEO a **“partner of choice”** among hospitals and community practices

06 **Double-digit revenue growth** in Q1 and eleven consecutive quarters of **positive adjusted EBITDA**

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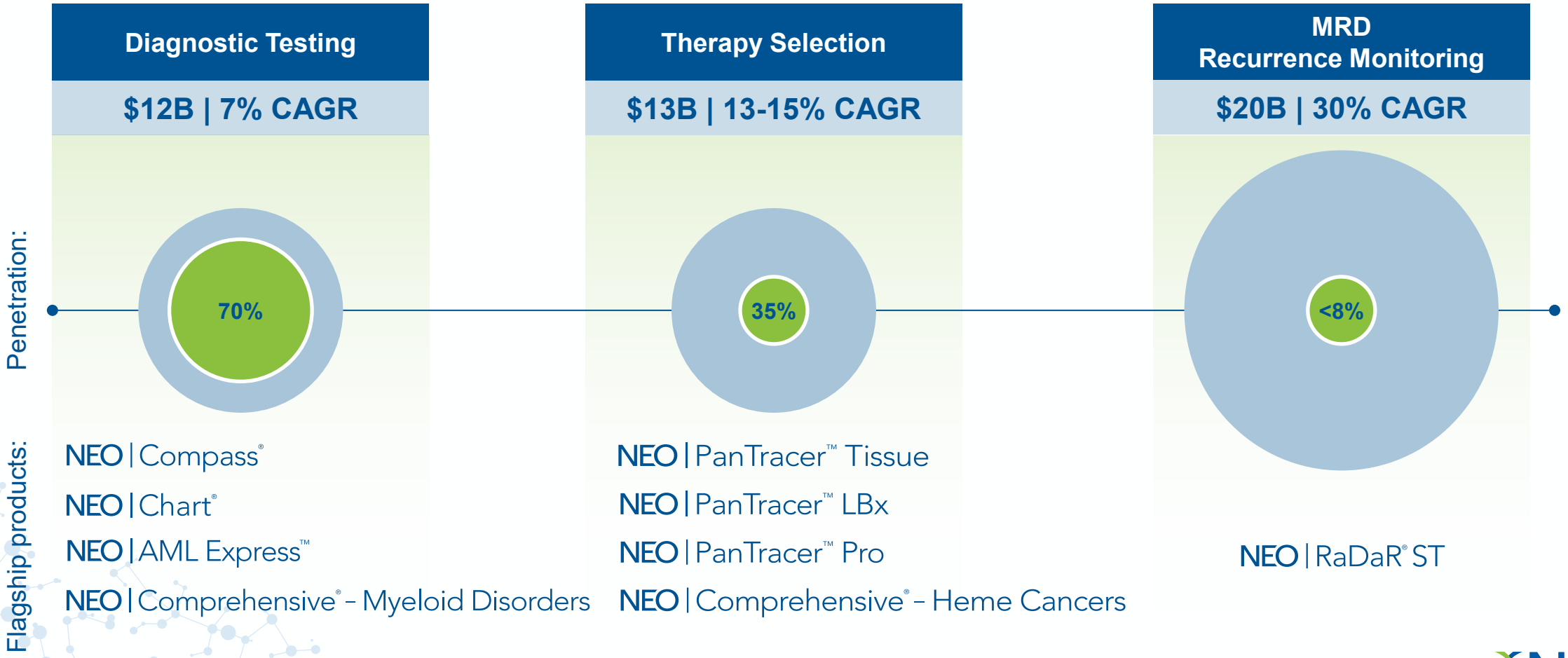
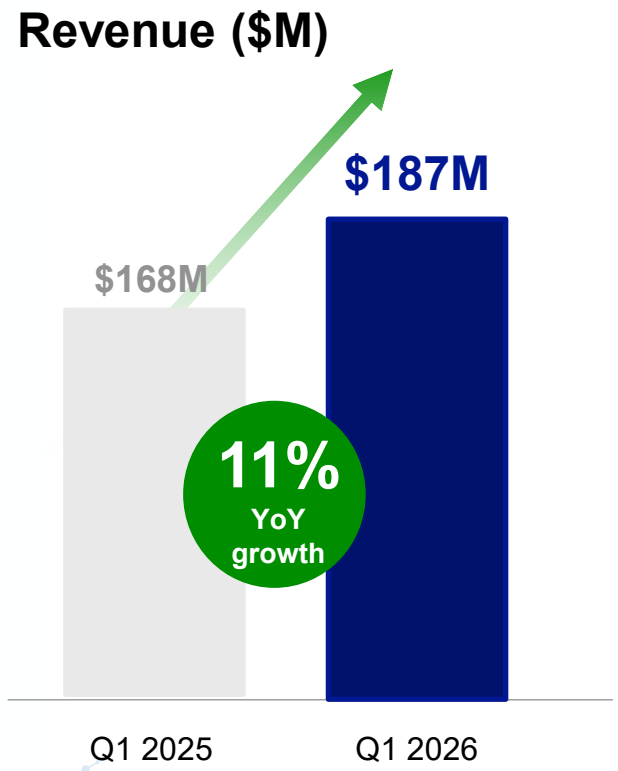
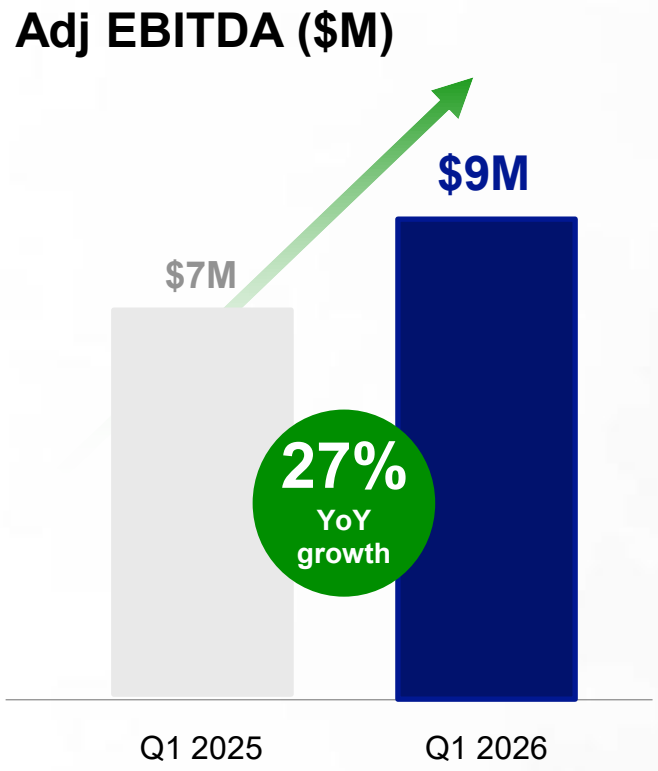
One Provider from Diagnosis to Recurrence Monitoring



Sources: SEER, NCCN, NHS, NSF, NIH, UN, WHO, Precedence Research, primary market research, Precision for Medicine analysis, NEO internal estimates. All figures are approximations. For illustrative purposes only.

Strong Revenue and Adj EBITDA Growth





Quarterly financial information is unaudited. Growth corresponds to prior year period. Adjusted EBITDA is a non-GAAP financial measure. See Adjusted EBITDA slide in the appendix for a reconciliation to net loss, the most directly comparable financial measure calculated in accordance with GAAP.

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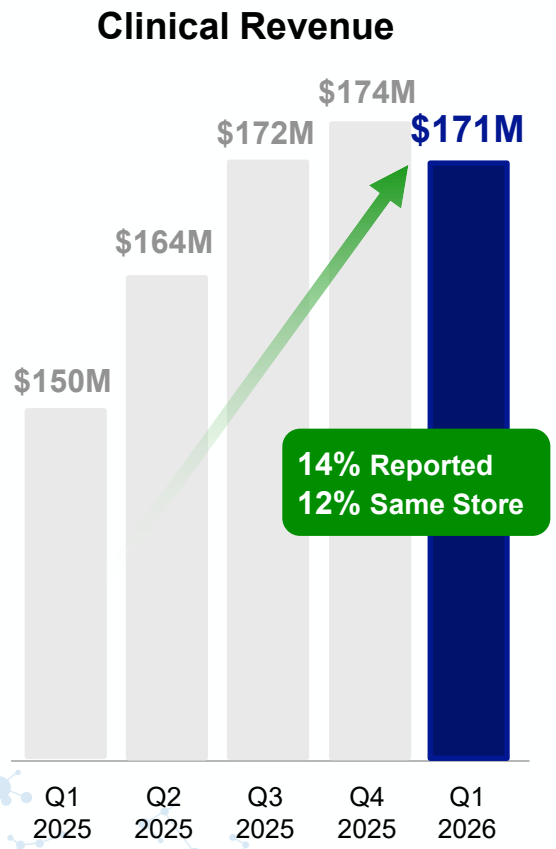
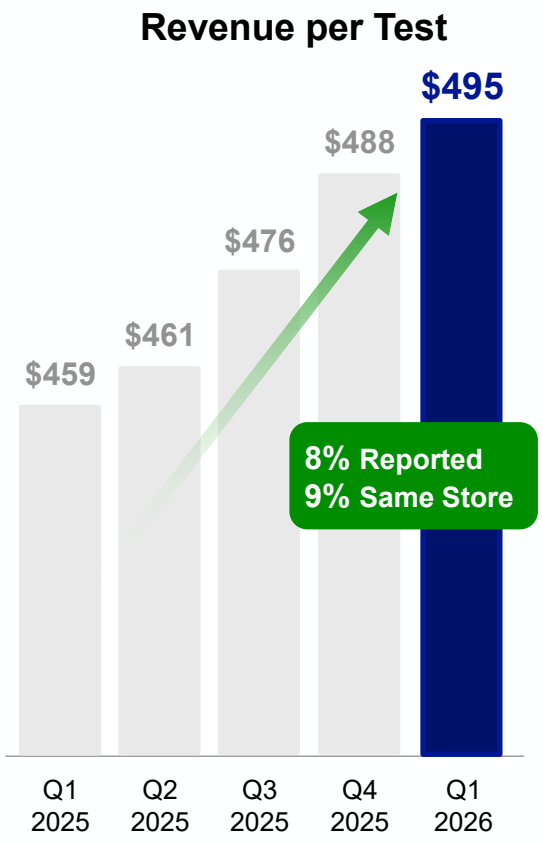
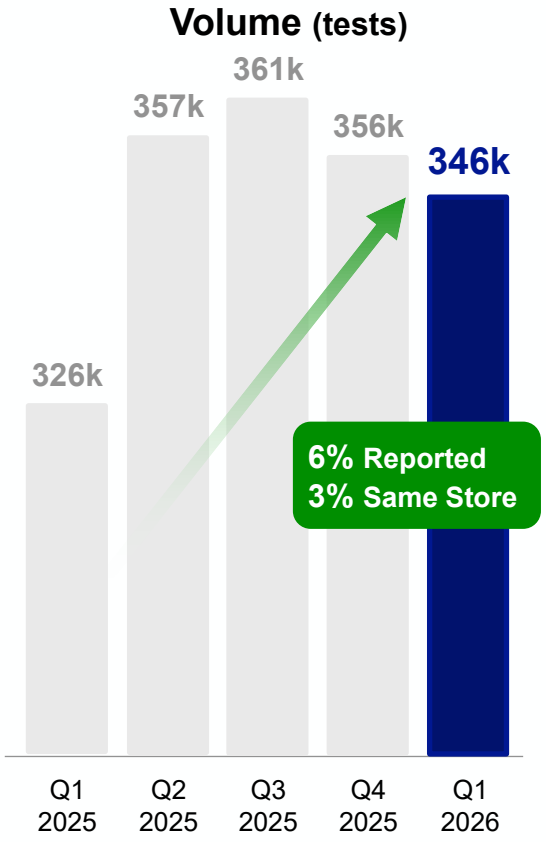
Clinical Performance Drives Growth





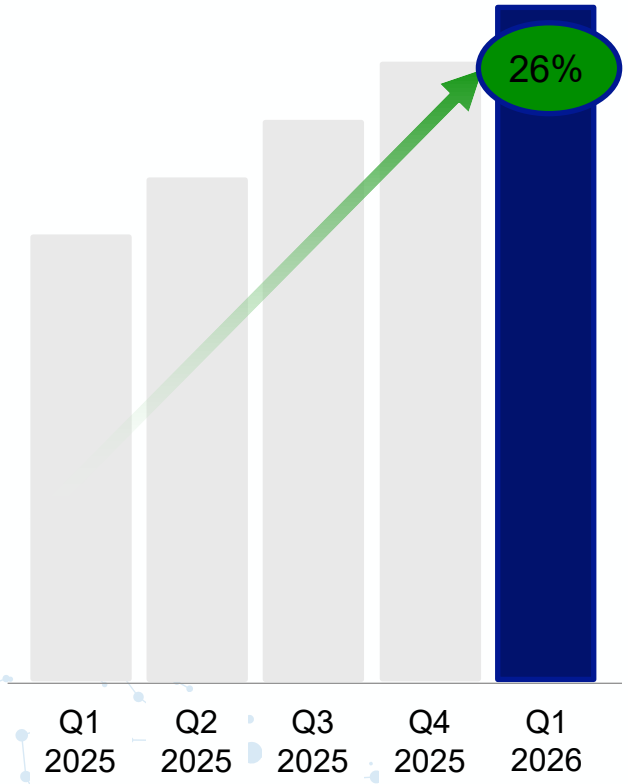


Same Store excluding Pathline
Quarterly financial information is unaudited. Growth corresponds to prior year period.

NGS is the Performance Catalyst

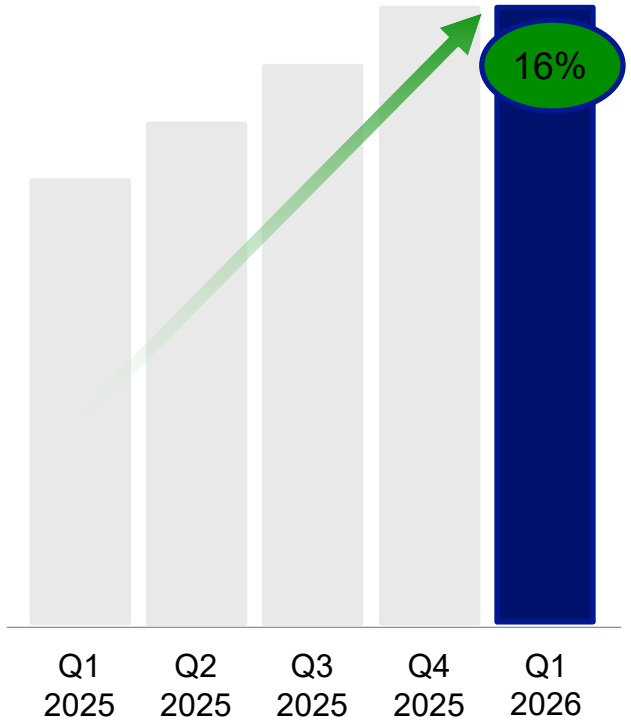
+26% NGS Revenue

Low-mid Twenties YoY Revenue Growth



+16% NGS Volume

Mid-teens YoY Volume Growth



NGS Revenue
~1/3
of Clinical Revenue

NGS Volume
~10%
of Clinical Volume in Q1

CGP Panels
Driving outsized revenue growth

Quarterly financial information is unaudited. Growth corresponds to prior year period.

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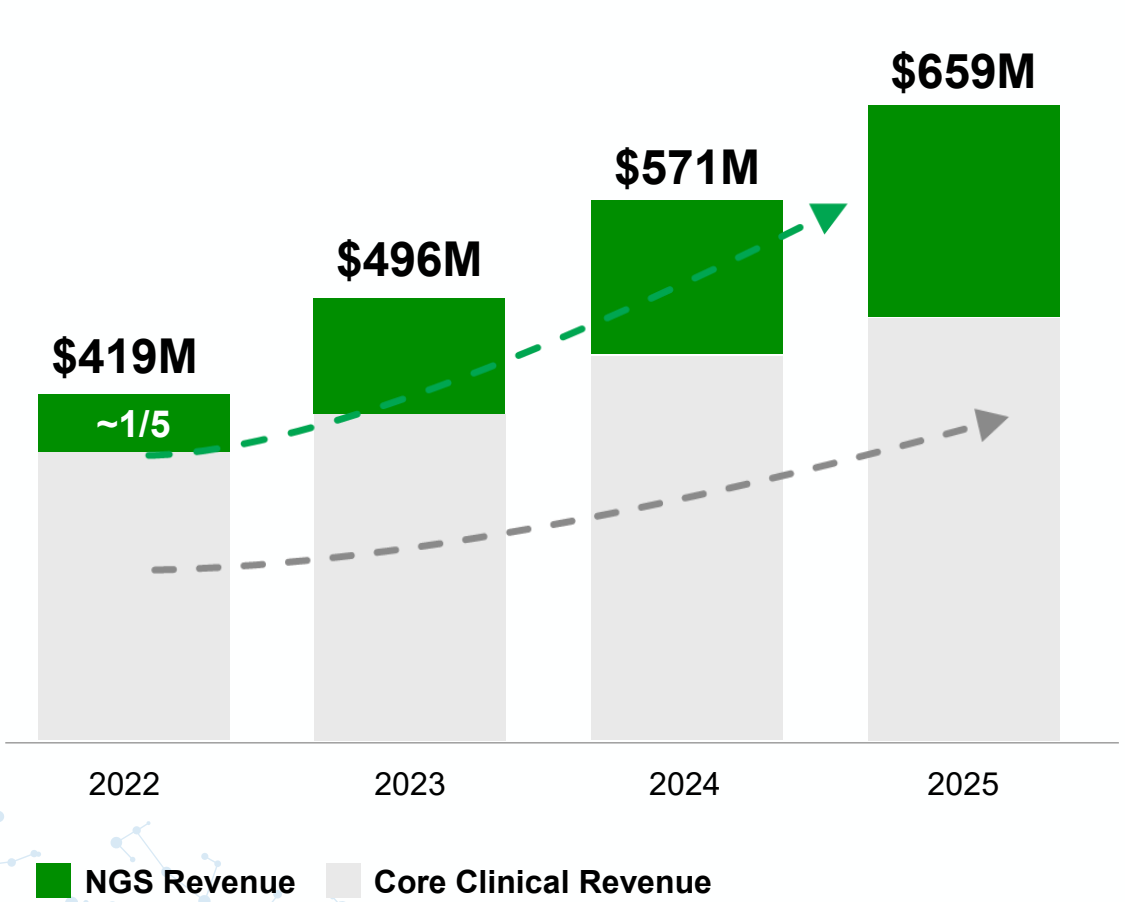
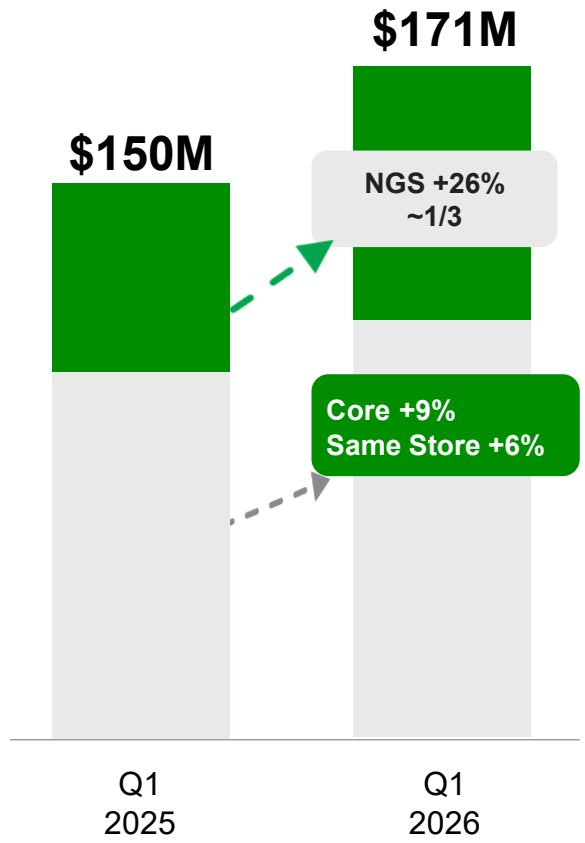
NGS Growth Scaling ~3-4x Faster than Core Clinical





Quarterly financial information is unaudited. Growth corresponds to prior year period.

Winning in the Community Setting

It's where approximately 80% of cancer patients receive their care

Guideline Driven	Leading Hematology Market Share	Geographically Diverse Lab Network	Comprehensive Oncology-Focused Test Menu
Community oncologists select partners that **reduce friction** and offer **guideline driven solutions**	**>25% heme market share** across diagnostics and therapy selection	Delivering some of the **fastest multi-modal turn-around** times in the industry	**500+ tests** spanning diagnosis, therapy selection, and MRD

14% growth in the number of pathologists and oncologists ordering five or more tests in 2025

40% of active providers ordered at least five Neo tests in 2025

Epic Aura integration could drive a **20%-30%** increase in test adoption per site*

*Reference

1. Huelsman K, Vasiliadis L, Liette A, Wernke K, Parchman A, Maher J, Rice C. Integrating discrete genomic data with an EHR improves patient care, provider satisfaction, and program metrics. *Association of Cancer Care Centers*. 2024;39(2):12-24. Accessed April 21, 2026. https://cdn.sanity.io/files/0vv8moc6/accc-cancer/b351ee63a2f4679660f6e409dd3564c61d15e212.pdf

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Launched RaDaR® ST for MRD in Feb'26

Tapping into the large, nascent, & rapidly growing cancer recurrence monitoring market

RaDaR ST

Indication	New Diagnosis[1]	Prevalence[1]
Head and neck	20K	60K
Breast HR+/HER2-	210K	1.1M
Submitted indications	**597K**	**1.3M**

Detection as low as 1ppm[3]

- MolDx reimbursement secured[2]
- Specialized salesforce
- Revenue ramping 2H'26 into 2027

Early Insights[4]

- **Strong Customer Re-engagement:** 29% return users from RaDaR 1.0
- **Portfolio Expansion Opportunity:** 34% of RaDaR ST orders have included additional NEO portfolio testing.
- **Operational Excellence:** since launch all tests were resulted significantly faster than our published TAT.

1 NEO estimates
2 Favorable MolDX reimbursement decision received in October 2025 for subsets of head & neck and breast cancer
3 *Sensitivity demonstrated across four independent analytical and clinical validation studies, with detection down to 1 part per million (ppm) under study-specific conditions. Data on file.*
4 Orders from launch through April 14th, 2026

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Expanding the PanTracer Portfolio with Pro

Eliminating order complexity, PanTracer Pro delivers the right tests at the right time, and enables therapy decision-making with timely, relevant results to improve patient outcomes.

Actionable information for therapy selection and clinical trial matching

Reduces delays in treatment planning with results in 8-10 days

Optimized workflow with a single order

Includes over 12 companion diagnostic IHC tests available through Neo

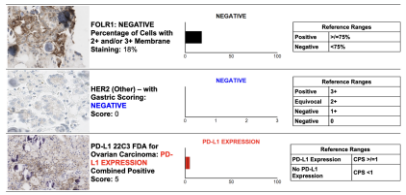
PanTracer Pro Ovarian Example

Comprehensive, Actionable Results in One Order

Physician Orders PanTracer Pro

Accessioning Receives Sample + Order

IHC Report Sent



NGS Report Sent

Day 0 | Day 4 | Day 8

Path Report Review

Dx = Ovarian Cancer

Oncotree Test Add-Ons

- FOLR1
- HER2 (Other) – Gastric scoring
- PD-L1 22C3 FDA for Ovarian Carcinoma
- ER
- PgR

Disease Indication: Low-grade Serous Ovarian Cancer

Results Summary

IMMUNOTHERAPY MARKERS	GENOMIC ALTERATIONS	
RESULT	DNA NGS	RNA NGS
Microsatellite Instability Status: STABLE / INDETERMINATE / HIGH	• NF2 p.W191*	No fusions detected.
Tumor Mutational Burden: 3.1 mut/Mb: LOW / HIGH	HRD Status: POSITIVE / NEGATIVE	Comprehensive Genomic Instability Status: Negative BRCA 1/2 Mutation Status: Negative for Clinically Significant Mutation
PERTINENT NEGATIVES		
No pathogenic alterations are detected in these disease-relevant genes: BRAF, BRCA1, BRCA2, MLH1, MSH2, MSH6, NTRK1, NTRK2, NTRK3, PMS2, HRD		

PD-L1 22C3 FDA for Ovarian Carcinoma launched on March 8, 2026

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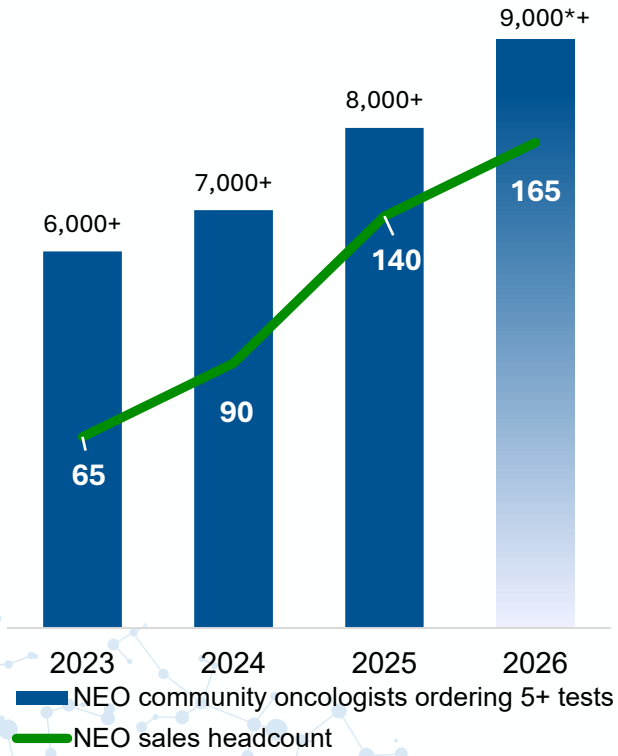
Sales Force Expansion Driving Accelerated Penetration

~75% of community oncologists new to NEO in 2025 ordered 5+ tests

NEO Community Oncologist NPI and Sales Headcount Trends, 2023-2025



*2026 figures are estimates

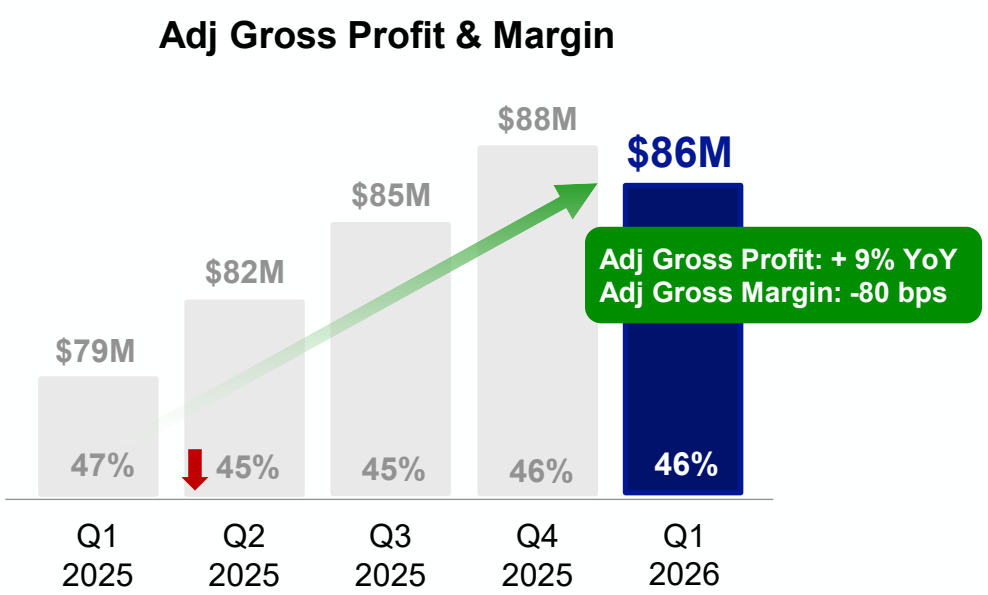
Demonstrated **ability of taking market share** even with later product introductions due to our strength in the community channel

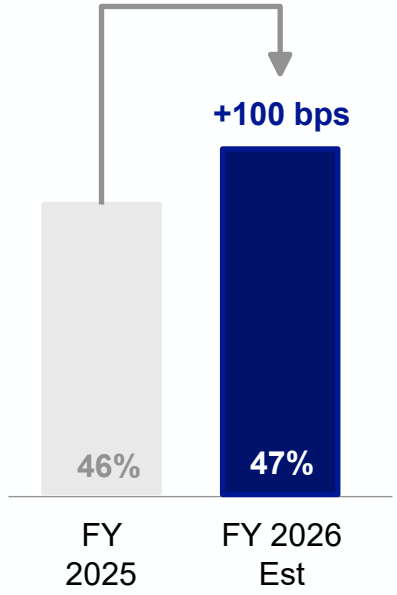
Five products launched in 2023 represent **25% of total 2025 Clinical revenue**

Breadth of test portfolio, including Heme, is a key differentiator

Gross Margin Expected to Increase by 100 bps

In 2026





- Pathline acquisition and Pan Tracer LBx drove gross margin dilution in Q126 as anticipated
- Some impact from higher freight and fuel surcharges

- Pathline will no longer be a headwind from Q226 onwards and Pan Tracer LBx MolDx approval to be accretive
- Gross Margin improvement initiatives including lab automation and AUP increase

Decline in margin in Q2 2025 driven by Pathline Acquisition

Quarterly financial information is unaudited. Growth corresponds to prior year period. Adjusted gross profit and adjusted gross margin are non-GAAP financial measures. See Adjusted Gross Margin slide in the appendix for a reconciliation to gross profit and gross profit margin, the most directly comparable financial measures calculated in accordance with GAAP.

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Operating Expense, Margin and Cash Position

OPERATING EXPENSE	ADJ. EBITDA	ADJ. EBITDA MARGIN	TOTAL CASH
$99M	$9M	4.8%	$146M
(2%) YoY	+27% YoY	+60 bps YoY	Period-end balance

Operating Leverage

- OpEx down (2%) YoY to $99M, primarily driven by non recurrence of one-time items last year and expense management
- Adj. EBITDA up +27% YoY with +60 bps margin expansion

Cash Position

- Cash used in operations of $8M in Q1 26, improved vs. $25M cash used in operations in Q1 25

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Full Year 2026 Guidance

Guide	Guidance as of February 17th, 2026 ($ Millions)	YoY% Growth
Revenue	$793 - $801	~10% at midpoint
Adj. EBIDTA	$55 - $57	27 - 31%

Guidance as of April 28th, 2026 ($ Millions)	YoY% Growth	Assumptions
$797 - $803	10% at midpoint	• Continued momentum in NGS • RaDaR revenue in MSD millions • PanTracer LBx Revenue in MSD millions • Non-clinical down LSD-MSD YoY
$55 - $57	27 - 31%	• Margin expansion of approximately100 bps YoY

Growth corresponds to prior year period. Adjusted EBITDA is a non-GAAP financial measure. See Adjusted EBITDA 2026 Guidance slide in the appendix for a reconciliation to net loss, the most directly comparable financial measure calculated in accordance with GAAP.

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Growth Catalysts 2026+

1. RaDaR ST launch for HPV- Head & Neck, subset of Breast
2. PanTracer LBx MolDx reimbursement
3. Expanded indication reimbursement for RaDaR ST
4. Above market NGS growth
5. Sales force expansion

Business Levers for Accelerated Financial Performance

Product

- RaDaR ST adoption in Head and Neck, Breast
- RaDaR ST indication expansion
- PanTracer Family adoption
- Portfolio fillers and Product upgrades

Commercial Execution

- Sales force expansion
- Pricing and Revenue Cycle Management initiatives
- Payer coverage expansion
- EMR integrations and care pathways, including Epic Aura

Operations

Lab of the Future

- Digital pathology
- Automation & AI
- Instrument platform upgrades
- NEO LIMS implementation
- Strategic procurement savings
- Lab footprint optimization

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Serving patients. Saving lives.™

Rev. 02.17.2026

Appendix

Balance Sheet

March 31, 2026

(unaudited, in thousands)

	March 31, 2026 (unaudited)	December 31, 2025
ASSETS		
Current assets		
Cash and cash equivalents	$ 146,143	$ 159,618
Accounts receivable, net	167,424	159,242
Inventories	29,837	28,566
Prepaid assets	23,666	21,443
Other current assets	6,614	7,417
Total current assets	373,684	376,286
Property and equipment, net	83,659	84,834
Operating lease right-of-use assets	76,703	78,444
Intangible assets, net	278,895	286,528
Goodwill	523,995	524,344
Other assets	9,595	9,394
Total non-current assets	972,847	983,544
Total assets	$ 1,346,531	$ 1,359,830
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities		
Accounts payable and other current liabilities	$ 79,762	$ 83,524
Current portion of operating lease liabilities	4,828	4,776
Total current liabilities	84,590	88,300
Long-term liabilities		
Operating lease liabilities	61,461	62,822
Convertible senior notes, net	342,240	341,858
Deferred income tax liabilities, net	17,450	18,219
Other long-term liabilities	12,030	12,069
Total long-term liabilities	433,181	434,968
Total liabilities	$ 517,771	$ 523,268
Stockholders' equity		
Total stockholders' equity	$ 828,760	$ 836,562
Total liabilities and stockholders' equity	$ 1,346,531	$ 1,359,830

Income Statement

March 31, 2026

(unaudited, in thousands)

	Three Months Ended March 31,	
	2026	2025
NET REVENUE	$ 186,672	$ 168,035
COST OF REVENUE	105,808	94,789
GROSS PROFIT	80,864	73,246
Operating expenses:		
General and administrative	65,741	68,207
Research and development	9,534	10,181
Sales and marketing	23,830	22,683
Total operating expenses	99,105	101,071
LOSS FROM OPERATIONS	(18,241)	(27,825)
Interest income	(1,273)	(3,721)
Interest expense	598	1,618
Other expense (income), net	12	(65)
Loss before taxes	(17,578)	(25,657)
Income tax (benefit) expense	(472)	266
NET LOSS	$ (17,106)	$ (25,923)
NET LOSS PER SHARE		
Basic	$ (0.13)	$ (0.20)
Diluted	$ (0.13)	$ (0.20)
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING		
Basic	129,166	127,376
Diluted	129,166	127,376

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Statements of Cash Flows

March 31, 2026

(unaudited, in thousands)

	Three Months Ended March 31,	
	2026	2025
CASH FLOWS FROM OPERATING ACTIVITIES		
Net loss	$ (17,106)	$ (25,923)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation	8,780	9,366
Amortization of intangibles	7,633	8,362
Stock-based compensation	9,636	10,754
Non-cash operating lease expense	1,720	1,584
Other adjustments	402	772
Changes in assets and liabilities, net	(19,202)	(30,242)
Net cash used in operating activities	(8,137)	(25,327)
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from maturities of marketable securities	—	8,060
Purchases of property and equipment	(5,000)	(4,500)
Net cash (used in) provided by investing activities	(5,000)	3,560
CASH FLOWS FROM FINANCING ACTIVITIES		
Issuance of common stock, net	(338)	949
Net cash (used in) provided by financing activities	(338)	949
Net change in cash and cash equivalents	(13,475)	(20,818)
Cash and cash equivalents, beginning of period	159,618	367,012
Cash and cash equivalents, end of period	$ 146,143	$ 346,194

NEO GENOMICS

Adjusted Gross Margin

March 31, 2026

(unaudited, in thousands)

	Three Months Ended March 31,		
	2026	2025	% Change
Consolidated:			
Total revenue (GAAP)	$ 186,672	$ 168,035	11.1 %
Cost of revenue (GAAP)	$ 105,808	$ 94,789	11.6 %
Adjustments to cost of revenue[1]	(4,951)	(5,325)	
Adjusted cost of revenue (non-GAAP)	$ 100,857	$ 89,464	12.7 %
Gross profit (GAAP)	$ 80,864	$ 73,246	10.4 %
Adjusted gross profit (non-GAAP)	$ 85,815	$ 78,571	9.2 %
Gross profit margin (GAAP)	43.3 %	43.6 %	
Adjusted gross profit margin (non-GAAP)	46.0 %	46.8 %	

(1) Cost of revenue adjustments for the three months ended March 31, 2026, includes $4.6 million of amortization of acquired intangible assets and $0.3 million of stock-based compensation. Cost of revenue adjustments for the three months ended March 31, 2025, includes $4.9 million of amortization of acquired intangible assets and $0.4 million of stock-based compensation.

Adjusted EBITDA

March 31, 2026

(unaudited, in thousands)

	Three Months Ended March 31,	
	2026	2025
Net loss (GAAP)	$ (17,106)	$ (25,923)
Adjustments to net loss:		
Interest income	(1,273)	(3,721)
Interest expense	598	1,618
Income tax (benefit) expense	(472)	266
Depreciation	8,780	9,366
Amortization of intangibles	7,633	8,362
EBITDA (non-GAAP)	$ (1,840)	$ (10,032)
Further adjustments to EBITDA:		
CEO transition costs[1]	—	2,193
Acquisition and integration related expenses[2]	806	1,172
Stock-based compensation expense	9,636	10,754
IP litigation costs[3]	—	2,983
Other significant expenses, net[4]	402	—
Adjusted EBITDA (non-GAAP)	$ 9,004	$ 7,070

(1) For the three months ended March 31, 2025, CEO transition costs include severance costs, executive retention costs, and executive search costs. There were no such costs for the three months ended March 31, 2026.

(2) For the three months ended March 31, 2026, acquisition and integration related expenses include severance costs. For the three months ended March 31, 2025, acquisition and integration related expenses include legal and consulting costs.

(3) For the three months ended March 31, 2025, IP litigation costs include legal fees. There were no such costs for the three months ended March 31, 2026.

(4) For the three months ended March 31, 2026, other significant (income) expenses, net, includes executive retention costs, severance costs, and fees related to non-recurring legal matters. There were no such costs for the three months ended March 31, 2025.

NEO GENOMICS

Adjusted EBITDA 2026 Guidance

(unaudited, in thousands)

GAAP net loss in 2026 will be impacted by certain charges, including: (i) expense related to the amortization of intangible assets, (ii) stock-based compensation, and (iii) other one-time expenses. These charges have been included in GAAP net loss available to stockholders and GAAP net loss per share; however, they have been removed from adjusted net loss and adjusted diluted net loss per share.

The following table reconciles the Company's 2026 outlook for net loss and EPS to the corresponding non-GAAP measures of adjusted net loss, adjusted EBITDA, and adjusted diluted EPS:

	Year Ended December 31, 2026	
	Low Range	High Range
Net loss (GAAP)	$ (63,000)	$ (50,000)
Amortization of intangibles	30,000	30,000
Stock-based compensation expenses	43,000	40,000
Other one-time expenses	11,000	7,000
Adjusted net income (non-GAAP)	21,000	27,000
Interest and taxes	(5,000)	(6,000)
Depreciation	39,000	36,000
Adjusted EBITDA (non-GAAP)	$ 55,000	$ 57,000
Net loss per diluted share (GAAP)	$ (0.48)	$ (0.38)
Adjustments to net loss per diluted share:		
Amortization of intangibles	0.23	0.23
Stock-based compensation expenses	0.33	0.31
Other one-time expenses	0.08	0.05
Rounding and impact of diluted shares in adjusted diluted shares[(1)]	—	—
Adjusted diluted EPS[(1)] (non-GAAP)	$ 0.16	$ 0.21
Weighted average assumed shares outstanding in 2026:		
Diluted shares (GAAP)	130,000	130,000
Options, restricted stock, and converted shares not included in diluted shares[(2)]	—	—
Adjusted diluted shares outstanding (non-GAAP)	130,000	130,000

(1) This adjustment is for rounding and, in those periods in which GAAP net (loss) income is negative and adjusted net (loss) income is positive, also compensates for the effects of additional diluted shares included in adjusted diluted shares outstanding for the treasury stock impact of outstanding stock options and restricted stock and the if-converted impact of convertible notes.

(2) For those periods in which GAAP net (loss) income is negative and adjusted net (loss) income is positive, this adjustment includes any options or restricted stock that would be outstanding as dilutive instruments using the treasury stock method and the weighted average number of shares that would be outstanding if the convertible notes were converted into common stock on the original issue date based on the number of days such shares would have been outstanding in the reporting period, until the effect of these adjustments are anti-dilutive.

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