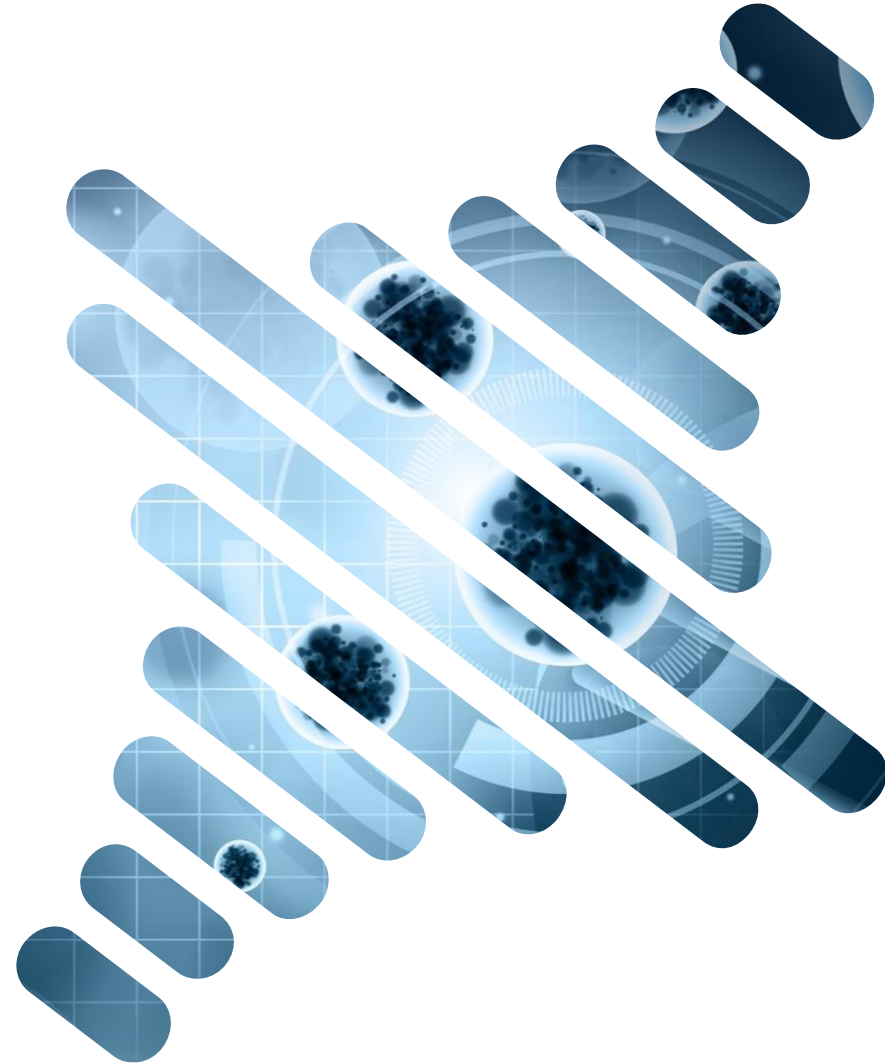




Nasdaq : CGIX
Summer 2020

De-risking and Accelerating Drug Discovery



T H E F I N E P R I N T

DISCLAIMER

These slides may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements pertaining to future financial and/or operating results, future growth in revenues, margins, research, technology, clinical development and potential opportunities for Cancer Genetics, Inc. tests and services, along with other statements about the future expectations, beliefs, goals, plans, or prospects expressed by management constitute forward-looking statements.

Any statements that are not historical fact (including, but not limited to, statements that contain words such as “will,” “believes,” “plans,” “anticipates,” “expects,” “estimates”) should also be considered to be forward-looking statements. Forward-looking statements involve risks and uncertainties, including, without limitation, risks inherent in our attempts to adapt to the global coronavirus pandemic, achieve profitability by increasing sales of our pre-clinical services, maintain our existing customer base and avoid cancellation of customer contracts or discontinuance of trials, raise capital to meet our liquidity needs, properly evaluate strategic options, and other risks discussed in the Cancer Genetics, Inc. Form 10-K for the year ended December 31, 2019 and Form 10-Q for the quarter ended March 31, 2020, along with other filings with the Securities and Exchange Commission. These forward-looking statements speak only as of the date hereof. Cancer Genetics, Inc. disclaims any obligation to update these forward-looking statements.



THE FUTURE OF DRUG DISCOVERY

2020

Focused on Precision and Translational Medicine to drive drug discovery and novel therapies

2020
Focus on Discovery
Initiate M&A strategy to identify strategic options

July 2019
Key Divestitures of BioPharma (\$23M) and Clinical Services (\$2M)
Retired senior debt

May - Sept 2018
Consolidated lab facilities in US

April 2018
Divested India business consistent with transformation & business strategy

Feb 2018
Focus on core businesses and restructuring the balance sheet





Cancer Genetics, Inc.

Founded 1999

Nasdaq listed since 2013 (CGIX)

Market Cap: Approx. \$7 Million

Common Stock Outstanding: 2.1 Million

Cash at 12/31/2020: \$4 Million

De-risking and Accelerating Drug Discovery



ESTABLISHED AND TRUSTED

WHY CGIX?

The trusted brand for delivering products and services that drive efficient and effective drug development and discovery.



CAPITAL MARKET ACCESS

Publicly Traded
Nasdaq Capital Market
Large retail base of shareholders



GLOBAL DISCOVERY SERVICES

GLP-compliant Labs
State-of-the-Art Facilities
Secure Data Management
Project Management and Study Design
Diverse and Innovative Customers



EXPERIENCED DISCOVERY ALLIANCE

Bioanalytical Unit
Dedicated Project Management
Study Directors
Quality and Regulatory Team





PARTNERING WITH THE WORLD'S LEADERS TO ACCELERATE DISCOVERY

50+ CLINICAL TRIALS SUPPORTING
INNOVATIVE DRUG DISCOVERY
PROGRAMS AND BIOMARKER
DEVELOPMENT ACROSS
LEADING GLOBAL BIOPHARMA
ORGANIZATIONS AND
70+ ACTIVE CUSTOMERS

SIGNIFICANT GROWTH OPPORTUNITIES



AI in Drug Discovery

5 yr CAGR

40.8%



Early Phase
Development CRO

7.5%



Cell-Based Assay

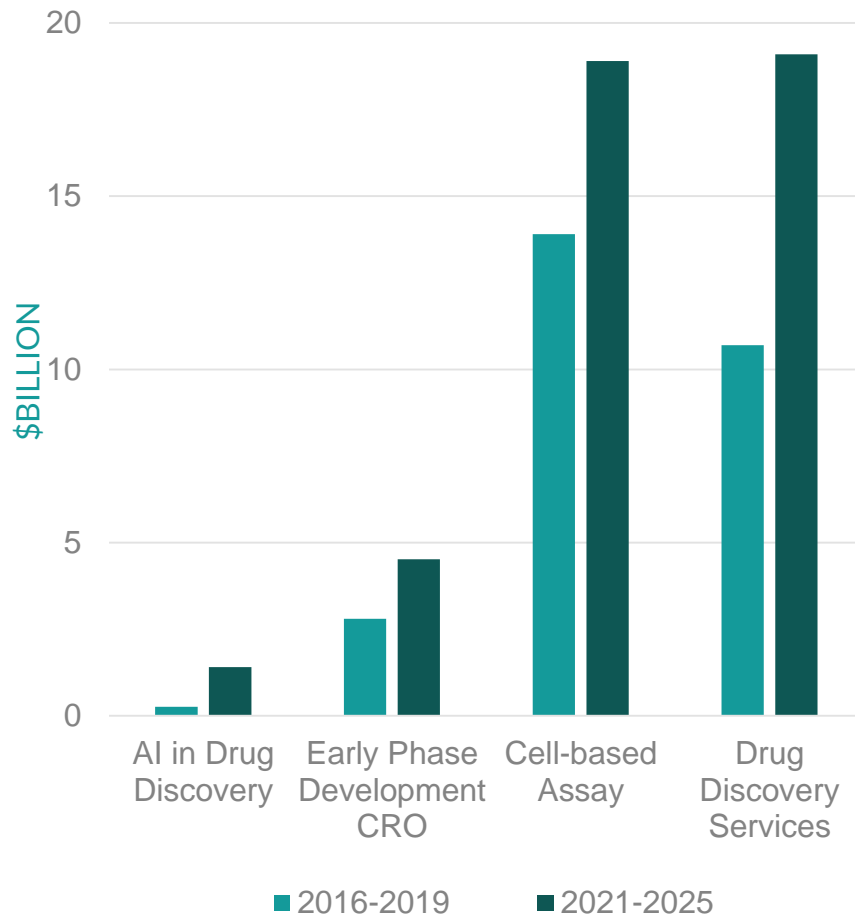
6.3%



Drug Discovery
Services

12.1%

Projected Growth in Relevant Market Segments



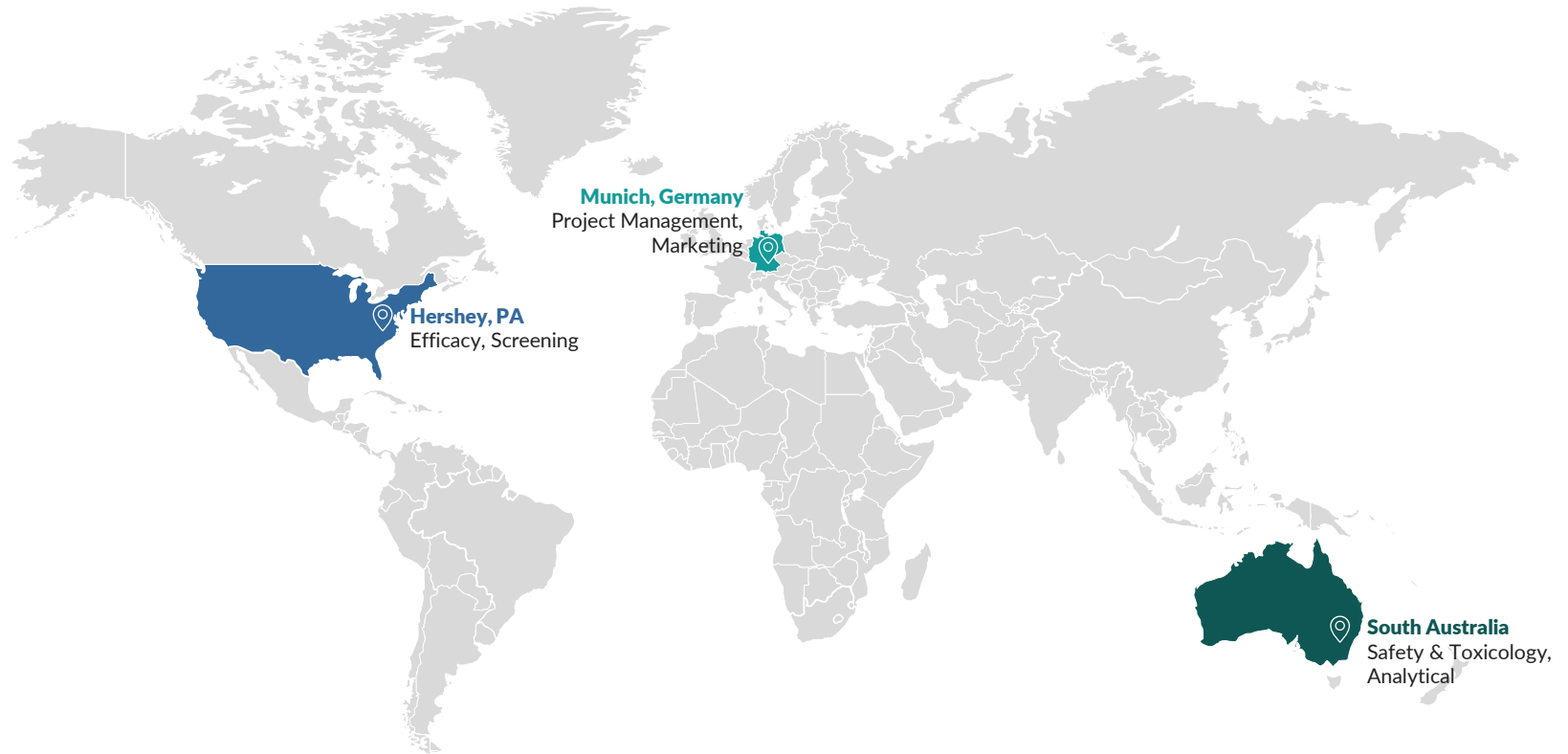


ESTABLISHED OPERATIONS

DISCOVERY
INFRASTRUCTURE

COMPLIANT DISCOVERY NETWORK

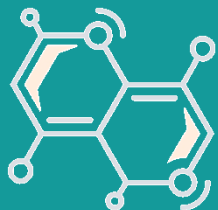
GLOBAL GLP



BY THE NUMBERS

DISCOVERY IN ACTION

Highly-scalable platform for early discovery, pre-clinical and pharmacology provides consulting, guidance and preparation of samples and clinical trial design



200

in vitro and in vivo testing
for Investigational New
Drug (“IND”) applications



2

STATE-OF-
THE-ART
GLP LABS

20+
INDICATIONS



30+

IMMUNO-ONCOLOGY
STUDIES & TRIALS





INSTEM Provantis

Integrated preclinical laboratory management software (LIMS)



MSB Document Management System

A cloud-based digital workflow and eSigning solution



ZenQMS Quality Management System

21 CFR Part 11 Compliant



STUDY LOG Lab Information Management System

Automates planning, data acquisition, analysis, reporting and storage



D I G I T A L
O P E R A T I N G
S Y S T E M S

**OPERATIONAL
EXCELLENCE**

TRUSTED DATA MANAGEMENT



Secure Linux-based servers in state-of-the-art data center



Secure data acquisition, storage and processing system - Study Log, Provantis



Identification of animals by e-tag



Controlled data access and data editing protection



State-of-the-Art GLP laboratories and animal housing



Purpose-optimized data backup with 3 levels of redundancy



Real-time data access for all global operational sites



Secure data communication (encryption) with delivery control and possibility of delivery certification



Electronic facility access control



GLOBAL REACH
**DISCOVERY
SERVICES**

TRUSTED DISCOVERY PARTNER

LEVERAGE EXISTING SERVICES CHANNELS

As a trusted discovery partner, client access through existing services channels such as:

Experienced scientific support for development of candidates

From hits to leads (screening), mechanism of action studies, in vitro compound activity studies, combination studies

Dose-range finding studies, ADME studies

Expertise and study design producing IND-ready reports including pharmacokinetics, toxicokinetics, dose proportionality, and bioavailability

In vivo anti-tumor efficacy studies

Key expertise in orthotopic models (including non-invasive optical real-time imaging for many models; all major organs covered) and combination studies

Customized *in vitro* systems and animal models, & toxicology

More than 90 tumor cell lines available, as well as extensive expertise in xenograft, syngeneic, and orthotopic models, delivering systems that can be customized to fit innovative study designs

GLP-compliant *in vivo* toxicology in non-rodents in cooperation with reliable partners

*Study design that maximizes partnerships, providing the most suitable *in vivo* models and progressive combination studies*

Bioanalytical services (non-clinical and clinical)

Employing leading analytical techniques for small and large molecules, method development, transfer and validation in any sample matrix, and comprehensive bioavailability and bioequivalence studies



In vitro Analysis



Flow Cytometry



Cell-Based Assays



PCR



**Immunochemistry and
Antigen Detection**



Biomarker Detection



Radioactive Assays

In vivo Analysis



Solid Tumors



Disseminated Tumors



Luciferase-Expressing Tumors



Special Models



Novel Model Development



BUSINESS FORTITUDE

FINANCIAL REVIEW

KEY FINANCIAL METRICS

FY 2019



Ending Cash Balance ~ \$4 Million



Working Capital ~ \$700 Thousand



Debt Reduction ~ \$21 Million

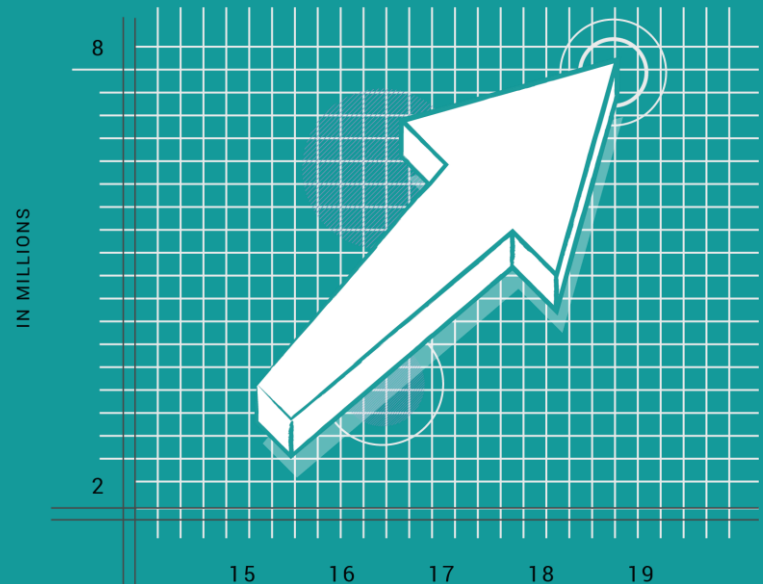


Stockholders Equity ~ \$7.9 Million



REVENUE GROWTH

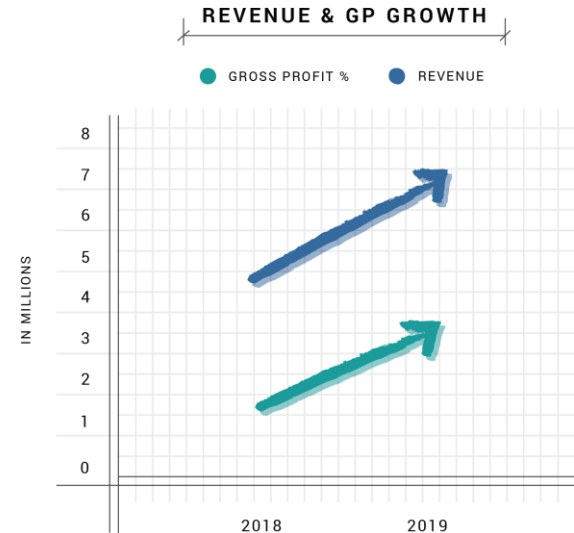
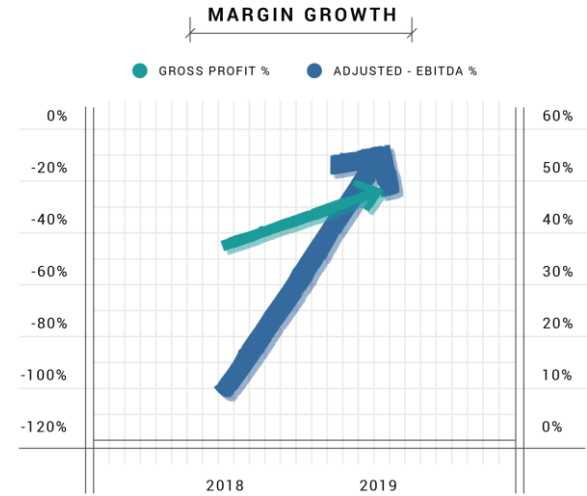
DISCOVERY SERVICES 5 yr. CAGR = 54%



** 2015 to 2017 includes *vivo*Pharm prior to acquisition in August 2017

DISCOVERY REVENUE & OPERATING EXPENSE KPIs

- Discovery Revenue increased 30% year-over-year 2018 to 2019
- Gross Margin improved by 8 percentage points from 38% to 47%
- Adjusted EBITDA improved from (\$800K) to \$600K
- Adjusted EBITDA margin increased to 8.5%

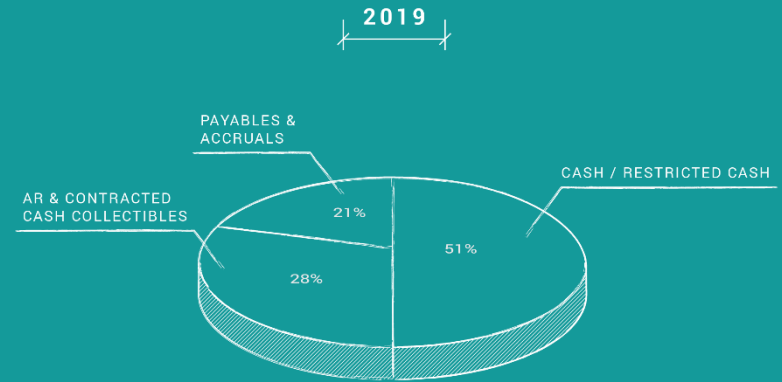
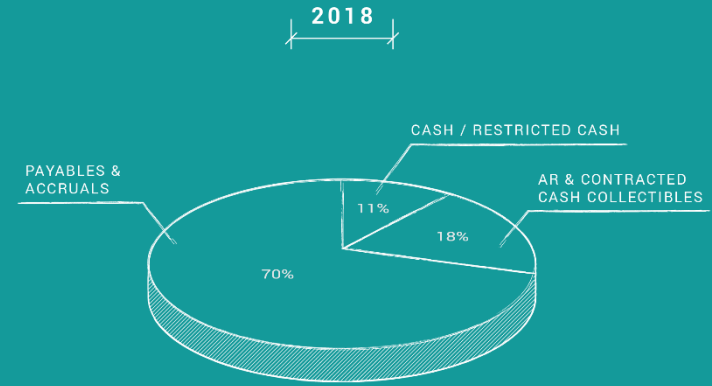


Non-GAAP Financial Information

In addition to disclosing financial results in accordance with United States generally accepted accounting principles ("GAAP"), the company discloses non-GAAP financial measures that the Company believe are helpful in understanding and comparing its past financial performance and its future results.

KEY BALANCE SHEET IMPROVEMENTS 2018 TO 2019

- Cash position improved by \$3.7 million to approximately \$4.0 million
- Working Capital improved from \$(3.3 million) to \$0.9 million
- Accounts Payable and Accrued Liabilities reduced from \$3.1 million to \$1.7 million
- Accounts Receivables and prior-M&A transaction receivables increased from \$0.8 million to \$1.6 million





Dr. Raju Chaganti

A LEGACY OF PIONEERING

“ I am delighted that our continued focus on supporting drug discovery and development programs will help patients worldwide, a strong testament to the vision we had when assembling the first team of academic researchers twenty years ago. A company is an association of individuals with multiple talents who have the common goal of success. They unite in order to focus their talents and organize collectively available skills and resources to achieve specific, declared goals. ”

Guided strategically and with experienced governance by a highly credentialed Board of Directors



PROVIDENCE
COLLEGE



Memorial Sloan Kettering
Cancer Center.

Geoffrey Harris

Chairman of the Board and Director

Investment portfolio manager and managing partner at c7 Advisors. Experienced healthcare investor and analyst with biotechnology and life sciences companies.

Raju S.K. Chaganti, PhD

Founder and Director

Internationally recognized leader in cancer cytogenetics and molecular genetics and is currently the William E. Snee Chair at the Memorial Sloan- Kettering Cancer Center.

Edmund Cannon

Director

Founder and President of the Clinical Research Center of Cape Cod, and a specialist in institutional review board (IRB) approvals for the diagnostics and biopharma.

Howard McLeod, PharmD

Director

Medical Director, Precision Medicine for the Geriatric Oncology Consortium and a Professor at the USF Taneja College of Pharmacy.

Franklyn G. Prendergast, MD, PhD

Director

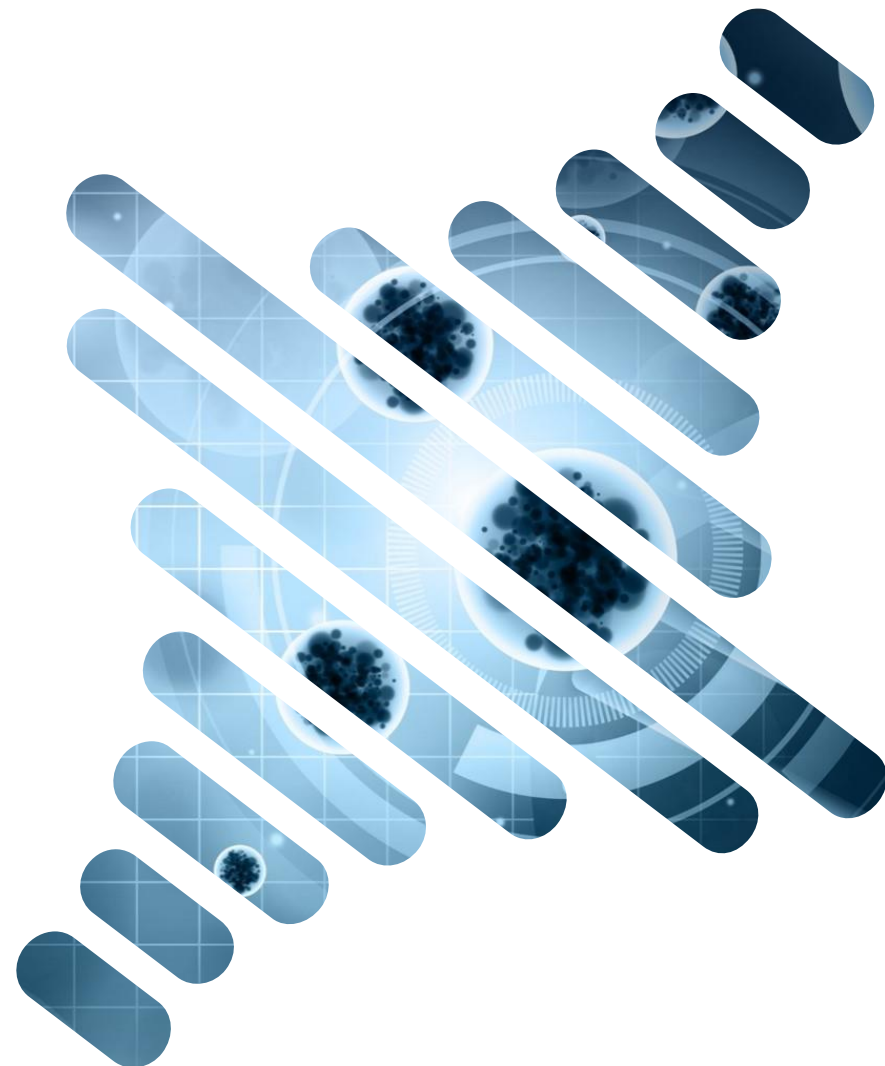
Emeritus Edmond and Marion Guggenheim Professor of Biochemistry and Molecular Biology and Professor of Molecular Pharmacology and Experimental Therapeutics at Mayo Medical School.



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RUTHERFORD, NJ

HERSHEY, PA

RALEIGH, NC

MUNICH, GERMANY

MELBOURNE, AUSTRALIA