CANCER GENETICS, INC
Form FWP
October 17, 2013

Issuer Free Writing Prospectus
Filed pursuant to Rule 433
Registration No. 333-191633
October 17, 2013
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RINGPERSONALIZEDCANCERTREATMENTCGIX
(NASDAQ)

2013 Cancer Genetics, Inc.
|
NASDAQ: CGIX | 2
All statements pertaining to future financial and/or operating results, future growth in research, technology, clinical development, and potential opportunities for Cancer Genetics, Inc. (The Company) products 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 the development and/or commercialization of potential products, uncertainty in the results of clinical trials or regulatory approvals, need and ability to obtain future capital, and maintenance of intellectual property rights and other risks discussed in the Company s registration statement on Form S-1 and other reports filed with the Securities and Exchange Commission which is available for review at www.sec.gov.
Actual results may differ materially from the results anticipated in these forward-looking statements and as such should be evaluated together with the many uncertainties that affect the Company's business.
The Company disclaims any intent or obligation to update these forward-looking statements.
Forward-Looking Statement

2013 Cancer Genetics, Inc.
|
NASDAQ: CGIX | 3
This presentation highlights basic information about us and the offering. Because it is a summary, it does not contain all of the information that you should consider before investing.
We have filed a registration statement (including a preliminary prospectus) with the SEC for the offering to which this presentation relates. The registration statement has not yet become effective. Before you invest, you should read the preliminary prospectus in the registration statement (including the risk factors described therein) and other documents we have filed with the SEC for more complete information about us and the offering. You may get these documents for free by visiting EDGAR on the SEC Web site at http://sec.gov. The preliminary prospectus, dated October 17, 2013, is available on the SEC Web site at http://sec.gov. Alternatively, we or any underwriter participating in the offering will arrange to send you the prospectus if you contact Aegis Capital Corp., Prospectus Department, 810 Seventh Avenue, 18th Floor, New York, NY 10019, telephone: 212-813-1010, e-mail: prospectus@aegiscap.com.
Free Writing Prospectus Statement

Offering Summary

Issuer
Cancer Genetics, Inc.

Exchange / Ticker
NASDAQ
/ **CGIX**

Offering Size
$50,000,000

Over-Allotment
15%

Use of Proceeds

Sales & Marketing Expansion

Mayo Joint
Venture

Product Commercialization

General Working Capital
Sole Book-Runner
Aegis Capital Corp.
Co-Managers
Feltl
& Company, Cantor Fitzgerald & Co. & Dougherty & Company LLC

Growth-Stage, Oncology-Focused,
Personalized-Diagnostics Company
Established
multi-year
track
record
of
top-line
growth
with
improving
margins
Hybrid

business
model
providing
proprietary
genomic
products,
clinical
cancer
testing
and
clinical
trial
services
for
biotechs
and
pharmas

Portfolio of commercially available, IP-protected, revenue-creating products:
microarrays, DNA panels and probes

54% revenue growth first half 2013 over first half 2012

Experienced
management
team,
active
board
of
directors,
and
committed,
industry-leading scientific advisors

Category continues to experience significant price-to-sales multiples and
premium acquisition valuations

Established collaborations and partnerships with world-class institutions
including J.V. with Mayo Clinic: OncoSpire Genomics

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Molecular Diagnostics are Changing our Understanding of
Cancer While Providing New Tools to Diagnose & Treat Patients
Our unique focus & approach supports the entire cancer care continuum
Personalize
therapeutic plan and
treatment options
DIAGNOSIS
PROGNOSIS
THERANOSIS
Assist in patient
outcome and disease
management
What drug(s) to give,

how
much,
and
when?
What are my survival
prospects?
Do I have cancer and
what
type?
Use genomics to
provide an accurate
and definitive typing
of the cancer
Integrated Molecular Diagnostic Testing Brings Benefits
Across the Entire Oncology Ecosystem
Proprietary Products
Focused Oncology Lab
Comprehensive Report

Traditional Approach
Our Approach: Personalized Medicine
Target For Tomorrow
Integrating & Delivering Genomic Information About a Patient s Cancer Can Improve Care & Reduce Cost
Situation Today
Source: Clinical Trends in Molecular Medicine, Vol. 7, Issue 5
Success Rate
Target Success

Rate
25%
100%
Phenotypic &
Physical Examination
Morphologic &
Pathological Analysis
Large & Multiple
Specimens Required
Significant Delays to
Treatment
Biomarkers and
Companion Diagnostics
Genomic Analysis &
Proprietary Algorithms
Reduced Size and
Number of Specimens
Improved Diagnoses &
Treatment Plans
CGI s Mission is to Personalize and Improve the
Success Rate in Cancer Treatment

Unique, Scalable and Multifaceted Business Model With A Focus On Providing A Complete Solution

PROPRIETARY PRODUCTS

Proprietary molecular diagnostics & FISH probes
Clinically validated
IP-protected
Sold globally

CLINICAL SERVICES

BIOPHARMA PARTNERSHIPS

Probe manufacturing leverages low-cost, high scale facility in India
Differentiated and complete disease-focused solutions
Superior turnaround times
World-class expertise in genomics and cytogenetics
Serving community hospitals and labs through unique Expand Dx program
Biomarker and companion diagnostic development
World-class genomics and bioinformatics
Drug-specific and cancer-specific assays
Comprehensive focus in hematologic and urogenital cancers

Suite of Products and Services Provides Multiple Growth Drivers and Value to Multiple Parties: Clinical Community, Biopharma & Medtech

Source: American Cancer Society
149,990
2013 Estimated New Cases
(U.S.)
Death Rate
36%
Hematological:
Lymphoma, Leukemia, M. Myeloma
376,310
2013 Estimated New Cases
(U.S.)
Death Rate
16%
Urogenital:
Kidney, Bladder & Prostate

Our Target Markets in Oncology Testing Comprise
Over 610,000 New Lives Annually in the U.S.
Ability to Impact Over
610,000 New Lives
610,000 New Lives
5 Products Launched in Target Segments
Gynecological:
Cervical, Endometrial & Ovarian
84,140
2013 Estimated New Cases
(U.S.)
Death Rate
31%
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5 Proprietary Diagnostic Products
Commercially Launched & In Market
FHACT
-
Cervical*
FHACT -
Head&Neck
UGenRA
-
Cervical
UGenRA
-
Endometrial

UroGenRA
-
Kidney
UroGenRA
-
Bladder
UroGenRA -Prostate
MatBA
®
-
Chronic & Small Lymphocytic Leukemia
MatBA
®
-
Diffuse Large B-Cell Lymphoma
MatBA
®
-
Mantle Cell Lymphoma
MatBA
®
-
FL
MatBA
®
-
MM
Research &
Discovery
Clinical
Development
Commercial
Development
Launch &
Market Entry
Clinical Collaboration &
Validation Partners
UGenRA
-
Ovarian
* -
Launched Outside U.S. As A Product

|

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Despite Improved Cancer Care, Case Numbers for
Hematologic Cancers are Still Rising
Source: Genzyme & Nature
Source: National Cancer Institute, National Center for Health
Statistics, SEER Dataset of Incidence & Mortality, FDA
Identified Leukemia & Lymphoma Subtypes
Incidence & Survival Rates for NHLs
(US Only, per 100,000)
Genomics-Based
Tests
like

MatBA
®
are
Critical
and
Improve
the Management and Cost of Hematologic Cancers
1
2
5
12
89
100
80
60
30
2
Number of Years Ago
11.1
12.6
15.5
18.5
20.0
19.7
20.5
21.2
5.6
6.2
7.1
7.9
8.7
8.2
6.9
7.3
1975
1985
1995
2005
Incidence Rate
Survival Rate

|

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MatBA -CLL/SLL
Array-CGH
Improves
Risk
Stratification & Outcome Prediction
Validated in Collaboration w/ Dr. Kanti Rai & Dr. Nicholas Chiorazzi (NSLIJ); 2 Datasets, 322 specimens
Additional Validations being conducted w/ HUMC & Dana Farber; 2 Cohorts, 350+ specimens
38% of cases in our study have
a favorable prognosis falling
under "watch & wait" approach.

8% of cases with unfavorable prognosis missed by FISH and caught using MatBA ® -CLL/SLL.
Impact on therapy selection & clinical management of CLL patients.
Genomic Aberrations Reported by FISH: 4
Genomic Aberrations Reported by MatBA ® -CLL/SLL: 20
FISH
23%
39%
38%
(Current Method)
(CGI Method)
85%
Favorable
Intermediate
Unfavorable
Favorable/ Intermediate (no distinction)
®
15%

Poor outcome = High risk
Intermediate outcome = Intermediate risk
Good outcome = Low risk
Time to First Treatment (TTFT)
Time (months)
Time (months)

GOOD (n=74)

INTERMED (n=107)

POOR (n=47)

GOOD (n=74)

INTERMED (n=107)

POOR (n=47)
P = 0.090
P = 0.001
P < 0.001
P = 0.010
Overall Survival (OS)
Leukemia & Lymphoma
Houldsworth, et. al Sept. 18, 2013
Being actively used in clinical care, in clinical trials and in validation programs with Dana Farber, MSKCC and HUMC
20 key genetic events/sites classify CLL patients as having the potential for
Patients classified as high risk showed a shorter time to first treatment (TTFT) compared to those classified as low or intermediate risk
Patients classified as high risk had significantly shorter overall survival (OS) times than those classified as low or intermediate risk
Provides additional risk stratification between low and intermediate risk patients, not currently available in other tests
MatBA® Can Group Patients Into Risk Groups and Prognostication Classes
Detection of specific genomic imbalance in CLL/SLL
by
MatBA
®
-CLL/SLL
correlates
patient
risk with time to first treatment (TTFT) and shorter overall survival (OS)
MatBA
®
-
CLL / SLL is a diagnostic tool and prognostic indicator for patient stratification and improved patient management

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Development of diagnostic algorithm
Prospective ongoing percutaneous needle biopsy (n>50) MSKCC
Retrospective in-house FFPE validation (n>190) CCF
UroGenRA -Kidney
Can
Help
Decide
if
Partial
Kidney
Removal

Is
Required
and
Guide
Treatment
Selection
PROBLEM
Men and women with renal masses
often undergo unnecessary
nephrectomy for accurate diagnosis
and experience delay in treatment
SOLUTION
UroGenRA
is designed to detect genomic
aberrations in a single assay in percutaneous
needle biopsies permitting accurate diagnosis
and reduction in cost & time to treatment
Clinical
Benefits
Include
Reduction
in
Number
of
Highly
Invasive
Procedures,
Time to Treatment Selection and Time to Treatment Initiation
>600 RCC malignant subtypes (in-silico: SNP)
>100 RCC malignant and benign subtypes (in-house: aCGH & FISH)
Approaching 100% classification between benign and malignant lesions
Demonstrated
ability
to
diagnose
pathologically
unclassifiable
biopsies
prior
to surgical intervention
J. Coleman (MSKCC)
Test
to
distinguish
benign
from
malignant
and
specific
malignant

subtype
E. Klein (Cleveland Clinic)

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Cervical cancer effects nearly 500,000 women annually with nearly
80% in developing countries.
FHACT
-
A New Genomic Aid In The Screening &
Management Of Cervical Cancer

Provides critical information which reduces unnecessary and costly colposcopy

Predicts the progression and associated risk of cervical cancer progression
Global Validation Partners
National Cancer Institute

Georgia Health Sciences Univ.
University of Iowa
Kamineni Hospital
HPV+
Abnormal
Cervical
Lesions
90% Regress
to Normal Grade
Decreased
Risk
for
Cancer
10% Progress
to Higher Grade
Increased
Risk
for
Cancer
Source: Luhn et al., IPV Poster, 2012
www.cmdrc.com
* -
Launched Outside U.S. As A Product
Genomic Amplification By Disease Category

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IP Position and Detailed Global Strategy
Strong and growing portfolio in molecular-focused patents for disease identification and stratification
IP-based on unique
algorithms
across a broad group of chromosomal regions
Validation of specific clinical endpoints that are associated with particular disease outcomes or decisions
Filing and maintenance of trademark portfolio

Tool for Diagnosis and Prognosis of Mature B-Cell Neoplasms
Panel for the Detection and Differentiation of Renal Cortical Neoplasms
Methods of Analyzing Chromosomal Translocations Using Fluorescence In Situ Hybridization (FISH)
Methods for Detecting Human Papilloma Virus-Associated Cancers
Methods and Tools for the Diagnosis of Female Gynecological Cancers and Precancers
US Issued Patent 13/475,034
US 11/932,422
Europe 08844570.5
US 12/980,480
US 13/475,034
Europe 10803548.6
India 6657/DELNP/2012
Canada 2,785,656
US Issued Patent 7,585,964
US Issued Patent 7,964,345
Canada 2,447,320
US 13/227,027
US 13/474,111
PCT/US2011/050681
US *61/581,350*
Tool for Diagnosis and Prognosis of Mature B-Cell Neoplasms

Large, Targeted Market Opportunities
Target Markets
Commercialization Strategy
Community Hospitals
Regional Cancer Centers
Oncologists and Pathologists
Continue to growing sales force that calls on
hospitals and regional laboratories
Plan development of national footprint through
Expand Dx
Biotechnology Companies

Pharmaceutical Companies
Leverage clinical infrastructure and proprietary product portfolio for testing services that support clinical trials
Expand sales emphasis of Select One
Emerging Markets
Enhance distributor base in select emerging economies
Partner with leading local cancer care providers and hospitals to provide probes, arrays and clinical services
Collaborate to create and validate microarrays and other proprietary products
Accelerate launch of large scale studies
Universities and Research Centers

Delivers better outcomes to community hospitals and laboratories

Enables community hospitals to bring state-of-the-art genomic testing to patients

Brings personalized medicine to the community hospital vs. just at academic and teaching hospitals

Allows community hospitals
to keep patients and treat
them locally
Improving care and quality is
critical to maintaining
reimbursement for community
hospitals
$600,000 -
$800,000 USD
in Testing
Opportunity on Average per Hospital
Expanding & Developing Cancer Care
is
a
Top
Priority
for
Hospital
CEOs
& CFOs
4,000 to 5,000
Community Hospitals
& Laboratories in the U.S.
85%
Of All U.S. Cancer Patients are
Initially Diagnosed in Community
Hospitals & Laboratories
Source: American Hospital Association
Unique
Service
Offering
Developed
to
Enable
Community
Hospitals
to
Improve
Cancer
Outcomes
&
Treat
Patients
Locally

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GROWTH IN CGI s DIRECT BILL
CLIENTS ($000)
ONCOLOGY DRUGS ASSOCIATED
WITH BIOMARKER(S)
Clinical Trial Services Showing Strong Growth
and Robust Pipeline
Source: Company Analysis and Management Estimates
Well-Positioned for Use in Clinical Trials & Companion Diagnostic Programs

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Gilead is Currently Using a Comprehensive Panel of CGI
Services & Proprietary Products in National & International
Trials for Hematologic Cancers
Highlights
Comprehensive, biomarker-based patient profiling will help risk stratification and response
monitoring
Improved patient profiling will result in improved trial efficacy for Gilead
Testing will occur across several methodologies, including flow cytometry, FISH,
sequencing
and
mutation
assays,

and
MatBA
®
microarrays
CGI provides biomarker driven insight regarding patient targeting and potential outcomes
Trials cover both national and international locations with all patient specimens being
processed in Rutherford, New Jersey
The Gilead Relationship Exemplifies the Significant Upside Potential of
CGI s Select One
Offering
CGIX Press Release: Cancer Genetics, Inc. Selected By Gilead Sciences, Inc. to Provide Clinical Trial Services for Interna

Collaborations with Premier Cancer Research Institutions
Leading Differentiated Research & Driving Product Adoption
Research Collaboration/
Licensing
Clinical
Services
Partnership
Highlights
Kidney Cancer, DLBCL, MCL & FL
Joint Venture Focused on Oncology
& Next Generation Sequencing
Cervical Cancer

DLBCL
CLL
Cervical Cancer & DLBCL
Cervical Cancer
Kidney Cancer
DLBCL, Head & Neck Cancers
CLL
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|
NASDAQ: CGIX | 21

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|
NASDAQ: CGIX | 22
Well-Positioned and Growing Internationally
Including in Emerging Economies
International revenue comes from sale of oncology products (DNA-FISH probes, arrays) and services to emerging economies
Expect exposure to increase to emerging economies through strong partnerships with Kamineni Life Sciences (India), Roche (Central America & Caribbean), and DASA (Brasil)
We focus our efforts through partnerships to ensure compliance with local regulations and distribution issues
Expanded distribution network with 4 new distributors covering 7

countries
Continued focus on increasing international partnerships in 2013
and 2014

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Roche Partnership
Expanding Market Presence Internationally
Highlights
CGI will be providing genomic and biomarker testing services
to 14 countries in Central America and the Caribbean.
By expanding our relationship, we are strengthening our ability to provide
patients the best service possible.
Alvaro Soto, Roche Servicios, Central America & Caribbean General Manager
CGIX Press Release: Cancer Genetics, Inc. selected by Roche Servicios S.A. to provide services for the diagnosis and personal
CGIX Press Release: Cancer Genetics, Inc. expands relationship with Roche Servicios S.A.

CGI won a global RFP to help a strategic personalized medicine initiative for Roche
Servicios (Latin America)
Roche
sends
all
patient
samples
to
the
Rutherford
facility
where
they
are
catalogued
and processed
CGI interacts with both Roche and the hospital staff (pathologists, oncologists and
nurses)
and
supports
delivery
of
reports
through
an
online
HIPAA
compliant portal
CGI
and
Roche
recently
expanded
this
relationship
and
will
begin
developing
workshops and training programs to drive adoption of biomarker-based cancer
diagnostics throughout Central America and the Caribbean

Mayo Clinic Joint Venture
Investing
in
the
Future

OncoSpire
Genomics
Highlights
JV to develop clinical diagnostic products and services on NGS platform(s) for select cancers
Select three initial projects in key oncology categories by the SRC (Scientific Review Committee)
CGI commits up to $6 M over initial three year period (2013 to 2015-16 expected)
Mayo commits to in-kind
services and support, use of facilities, NGS capabilities and
patient samples
Joint Venture is exclusive in the project areas selected by CGI & Mayo
Important company update and analyst day being held in late November
Next Generation Sequencing in Oncology
The Value and Focus of Next Generation Sequencing is Moving from
Platforms to Clinically Relevant, Disease-Specific Applications
CGIX Press Release: Mayo Clinic Forms Joint Venture with Cancer Genetics

Total Revenue ($Mn)
Clinical Volume (Tests Processed)
Trailing 12 Months Revenue is
$5.4 Mn
$5.4 Mn

$1.67
$2.52
$3.02
$4.30
$3.05
2009
2010
2011
2012
1H-2013
2,321
3,146
3,622
6,610
5,115
2009
2010
2011
2012
1H-2013
Strong History of Growth
CGI
Revenue
&
Clinical
Volume
Trends
(2009

2013
thru
6
mos)

2012
2013
Strong History of Growth -
Revenue & Clinical Volume Trends
(Quarterly Comparison 2012 vs. 2013)
Total Revenue ($000)
1
Quarter
2013
2012
2

Quarter
Grants*
Grants*
Clinical Volume (Tests Processed)
2012
2013
1
Quarter
2013
2012
2
Quarter
Note: Approx. 90% Growth
2
Quarter
2013
vs.
2012,
Excluding Grants
46%
60%
97%
19%
st
nd
st
nd
nd
3,204
1,623
1,911
1,610
$1,832
$1,148
$1,218
$835
* Grants Q1,2012: $10K
Grants Q2,2012: $185K

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Summary Statement of Operations
(2009-2013 thru 6 mos)
Income Statement Item
2009
2010
2011
2012
1H-2013
Revenue
$1,666
$2,522
$3,019

$4,302
$3,050
Gross
Profit
(866)
(995)
(98)
373
701
Gross Margin
(%)
(52%)
(39%)
(3%)
9%
23%
Research & Development
(R&D)
1,336
1,167
2,074
2,112
951
Sales & Marketing
(S&M)
239
716
1,574
1,399
832
General & Administrative
(G&A)
1,845
3,446
4,439
4,503
2,961
Operating Profit (Loss)
(4,286)
(6,323)
(8,185)
(7,641)
(4,043)
Net Income (Loss)
(7,328)
(8,407)
(19,887)
(6,666)
(6,782)
$ in thousands

2009 -
2012 audited

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|
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Summary Statement of Operations
(Quarterly & First Half Comparisons 2012 vs. 2013)
$ in thousands
Income Statement Item
Q2 2012
Q2 2013
1H 2012
1H 2013
Revenue
$1,148
$1,832
60%
$1,983

$3,050
54%
Gross Profit
62
553
+100%
74
701
+100%
Gross Margin (%)
5%
30%
+100%
4%
23%
+100%
Research & Development (R&D)
527
456
(13%)
1,050
951
(9%)
Sales & Marketing (S&M)
376
447
19%
716
832
16%
General & Administrative (G&A)
1,393
1,384
(1%)
2,329
2,961
27%
Loss From Operations
(2,234)
(1,734)
22%
(4,021)
(4,043)
(1%)

Summary Balance Sheet

Actual 06/30/13	Pro Forma (A)
Cash & Cash Equivalents	$1,941
Total Assets	6,456
Total Liabilities	13,325
Stockholders (Deficit) Equity	(6,869)

$12,668
17,038
9,681
7,357
$ in thousands
(A)
Pro Forma basis gives effect to (i) the receipt of net proceeds of approximately $13.3 MM from the sale of 1,500,000 shares of common stock at $10.00 per share, less offering expenses in our secondary offering which closed on August 19, 2013, (ii) the repayment of outstanding indebtedness of approximately $3.5 MM, resulting in the recognition of $0.2 MM in unamortized fees, and (iii) the receipt of additional net proceeds of approximately $947,000 from the sale of 105,000 shares of common stock at $10.00 per share, less offering expenses pursuant to the partial exercise of the underwriters over-allotment option on September 5, 2013.

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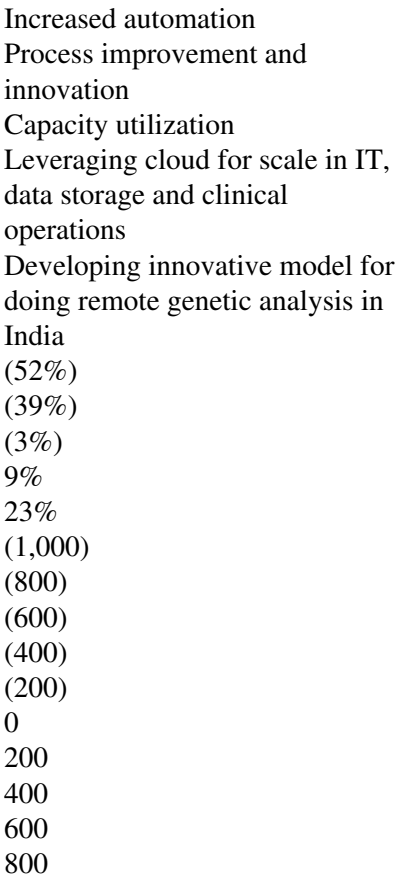
2009-2012 audited
Consistent Focus on Gross Profit Improvements
Additional Efforts Focused Operationally in US & India
Gross Profit Margin
Highlights of Initiatives
2009
2010
2011
2012
1H-2013
Manufacturing in India (Probes)


Increased automation
Process improvement and innovation
Capacity utilization
Leveraging cloud for scale in IT, data storage and clinical operations
Developing innovative model for doing remote genetic analysis in India
(52%)
(39%)
(3%)
9%
23%
(1,000)
(800)
(600)
(400)
(200)
0
200
400
600
800

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Payor Revenue Mix 2013 (1H, 2013)
Selected Payors
Direct Bill Customer Types
Reimbursement Based
Direct Bill / Pay Based
Insurance Companies
Medicare
Companies, Hospitals & Care Facilities
Grants, Royalty & Other

Biotechs
Pharmas
Academic
Cancer Facilities
Community &
Regional Labs
1H, 2013
Multiple Customer Types Provide Diversified Revenue Mix
With Covered Lives Already in Place
57 million covered lives through multiple payors:
13%
27%
57%
3%

Experienced and Focused Management and Boards
Andrea Califano, Ph.D.
Chairman of the Columbia Initiative for Systems Biology
Associate Director for Bioinformatics, Herbert Irving
Comprehensive Cancer Center
Timothy A. Chan, M.D., Ph.D.
Principal Investigator, Human Oncology and Pathogenesis
Program at Memorial Sloan-Kettering Cancer Center
Riccardo Dalla-Favera, M.D.
Director, Institute for Cancer Genetics at Columbia

University
Hans-Guido Wendel, M.D.
Principal Investigator, Cancer Genetics Laboratory at
Memorial Sloan-Kettering Cancer Center
Vundavalli V. Murty, Ph.D.
Director, Cancer Cytogenetic Laboratory and Molecular
Pathology at Columbia University
Andrew D. Zelenetz, M.D., Ph.D.
Chief of Lymphoma Service and Head of Molecular Hemo-
Oncology Laboratory, Department of Medicine at MSKCC
Raju Chaganti, Ph.D., FACMG *Founder & Chairman*

35 years in cancer research; 37 at MSKCC

Major discoveries in cancer genomics

Published 350+ articles, 4 patents
Panna Sharma *President & CEO*

15+ years as advisor to global life science & healthcare cos.

Founded TSG Partners

Chief Strategy Officer, iXL (IIXL)
Elizabeth Czerepak *Chief Financial Officer*

9 yrs as biotech VC; 18 yrs in pharma finance & deal making

JPMorgan, Bear Stearns Health Innoventures, BASF, Roche,
Merck
Jane Houldsworth, Ph.D. *Vice President of R&D*

25 years in translational oncology research

Published 50+ articles, 4 patents

NIH grantee
Board of Directors
Officers & Management Team
Raju Chaganti, Ph.D.
Keith Brownlie
John Pappajohn
Franklyn Prendergast, M.D., Ph.D.
Panna Sharma
Edmund Cannon
Andrew Pecora, M.D.
The Honorable Tommy G. Thompson
Scientific Advisory Board

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Strong, Commercially-Focused News Flow & Consistent

Achievement of Milestones Expected in Coming Quarters

Upcoming Milestones & Value Drivers
Accelerating market traction
over
50% quarter to quarter growth in 2013
and 60% over same quarter last year
Launched UroGenRA

Kidney,
a unique microarray for kidney cancer
diagnosis and treatment selection in

collaboration with MSKCC
Launched FHACT
outside the U.S.
in collaboration with the National Cancer
Institute research publication
Received CLIA Approval for MatBA
®

MCL (Mantle Cell Lymphoma)
Finalized Agreement with Multiplan
which gave us access to 57 million
covered lives
Launched OncoSpire Genomics
A Next Generation Sequencing Joint
Venture with Mayo Clinic
Recent Accomplishments
Increasing covered lives market access through additional
payers and health care organizations
Launching multi-marker NGS panel for leukemia and lymphomas
Additional international agreements with life science tools
companies for DNA Probes and product distribution in key
geographies
UroGenRA
Kidney
Next phase of data and results from
Cleveland Clinic collaboration
MatBA
®

Next phase of data and results from Dana Farber and
HUMC studies to help support value and reimbursement
FHACT
-
CE Approval, allows for IVDD use in E.U. & US launch
as a LDT
Additional news on biopharma
partners and relationships
Announcing initial set of projects and launch plans for
OncoSpire
Genomics

For
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Appendix

2013 Cancer Genetics, Inc.
|
NASDAQ: CGIX | 36
Summary Capitalization Table
CGIX Cap Table
06/30/2013
Pro Forma
06/30/2013
Common Stock
4,316,691
5,921,691
Warrants*
Average Exercise Price of **$12.15**
1,926,477
1,926,477
Options
Average Exercise Price of **$7.61**
507,610
507,610

Total
Fully Diluted
6,750,778
8,355,778
Excludes 450,390:
440,390
options reserved for future issuance under equity incentive plans (Employee Option Plan), of which 381,412 shares are subject to option grants awarded subsequent to June 30, 2013.
10,000
shares issuable to The Mayo Clinic
* Some of the warrants have anti-dilution provisions, so that the numbers may vary with the actual offering price

Expanding Proprietary Capabilities Across Full Range of
DNA Detection Methodologies

Existing CGI
Capabilities

DNA-FISH Probe

DNA Microarray

The Next
Step

DNA Next Generation Sequencing

Natural Extension of Technologies Used to Genomically Assess Cancer

Low Resolution (~1-2Mb)

Mid-High Market Maturity

Value:
High in established markets and growing in emerging markets

High Resolution (~1-2kb)

Low-Mid Market Maturity

Value:
Growing in established and more mature healthcare economies

Very High Resolution (1-2 nucleotides)

Emerging Market

Value:
High in research but clinical value still emerging. First mover advantage in application development is critical