

INVESTMENT BANKING UPDATE

December 30, 2015

\$80 Million



Senior Secured ABL
Revolver & Term Loan Facility

Acquisition Financing

*The undersigned is serving as
Sole Placement Agent to NeoGenomics, Inc.*

Stephens Inc.

Transaction Details

- On December 30, 2015, NeoGenomics, Inc. (NASDAQ: NEO or the “Company”), a leading provider of cancer-focused genetic testing services, acquired Clariant Diagnostics Services, Inc. (“Clariant”), a similar business and former operating subsidiary of GE Healthcare’s Life Sciences business
- Stephens Inc. served as sole placement agent to NeoGenomics in the transaction successfully raising \$80mm of committed, fully underwritten debt financing to support NEO’s acquisition of Clariant
- Under the terms of the agreement, NEO has acquired Clariant via:
 - \$80mm in cash
 - \$110mm in preferred stock
 - 15mm shares of NeoGenomics’ common stock
- The cash component of the purchase price was funded via:
 - Existing cash from NEO’s balance sheet
 - New, 5-year, \$25mm Senior Secured ABL Revolver provided by Wells Fargo
 - New, 5-year, \$55mm Senior Secured Term Loan provided by AB Private Credit Investors (an affiliate of Alliance Bernstein)

According to Company Press Release:

NeoGenomics, Inc. provides specialized and comprehensive cancer genetic testing services through its network of CLIA-certified clinical laboratories. The Company's advanced testing services include cytogenetics, fluorescence in-situ hybridization (FISH), flow cytometry, immunohistochemistry, digital and anatomic pathology and molecular genetic testing. NeoGenomics services the needs of pathologists, oncologists, other clinicians and hospitals throughout the United States, and also provides clinical trial support services to the Pharmaceutical industry. The company has laboratories in Nashville, TN; Aliso Viejo, Irvine, Fresno and West Sacramento, CA; Houston, TX; and Tampa and Fort Myers, FL. For additional information about NeoGenomics, visit <http://www.neogenomics.com/>.

Clariant Diagnostics Services, Inc. is a provider of comprehensive cancer diagnostic testing to hospitals, physicians and the pharmaceutical industry and was a unit of GE Healthcare’s Life Sciences business. Clariant is based in Aliso Viejo, California and Houston, Texas. Clariant has approximately 415 employees and reported 2014 revenue of approximately \$127mm. For additional information about Clariant, visit <http://clariant.gehealthcare.com/>.

Sources: Company filings and publicly available information.

Stephens Inc. | Member NYSE, SIPC

This material has been prepared solely for informative purposes as of its stated date and is not a solicitation, or an offer, to buy or sell any security. It does not purport to be a complete description of the securities, markets or developments referred to in the material. Information included in the material was obtained from external sources which we consider reliable, but we have not independently verified such information and do not guarantee that it is accurate or complete. Such information is believed to be accurate on the date of issuance of the material. No subsequent publication or distribution of this material shall mean or imply that any such information or opinion remains current at any time after the stated date of the material. We do not undertake to advise you of any changes in any such information or opinion. Additional information is available upon request.