

PhenoPath Customer Letter

September 2018

Dear Valued Client:

Anatomic pathology (AP), molecular oncology and consultation expertise are essential to diagnosing and helping to guide treatment decisions for many diseases, particularly cancer. To ensure we continue to provide you with the most advanced services, PhenoPath has agreed to be acquired by Quest Diagnostics, and is now part of AmeriPath, a Quest Diagnostics company.

AmeriPath is the leading provider of AP services in the United States. The company provides the latest innovations in AP, molecular oncology, consultation and related services through the Advanced Diagnostics portfolio of services at Quest Diagnostics.

AmeriPath and PhenoPath have complementary strengths that, together, will improve our ability to empower better care and outcomes. Over time, new benefits for you and your patients will include:

- Access to the current PhenoPath services, including world-renown consultative services, deep menu of IHC capabilities, flow cytometry, cytogenetics, FISH and other molecular oncology testing
- Together providing access to the broadest menu of AP and clinical diagnostic services
- An expanded network of renowned pathologists both at the PhenoPath facility in Seattle and the existing Quest Diagnostics operation in nearby Portland, Oregon, coupled with Quest's national pathology community
- Combined service offerings where physicians can get access to clinical services through Quest Diagnostics in addition to anatomic pathology and molecular oncology services through PhenoPath
- Superior connectivity and analytics through the Quest Quantum® suite of healthcare information technologies, covering areas such as population health, gaps in care and utilization management

The result will be better care, access and convenience for you, your staff and your patients.

We are committed to a smooth transition, and anticipate that this acquisition will mean little or no disruption for you, your staff, or your patients. We are in the early phases of this relationship, and will update you as our plans develop. The current PhenoPath location will serve as a Center of Excellence in oncology for our new relationship. For now, please continue to order services from AmeriPath and / or PhenoPath as you normally would.

We are privileged to count you as a client, and look forward to continuing to provide you with diagnostic insights that empower better health. If you have any questions about this development, please contact us or your AmeriPath Sales Representative for additional information.

Sincerely,



Tim Rich
Chief Executive Officer
PhenoPath, an AmeriPath company



Everett Cunningham
Senior Vice President, Commercial
Quest Diagnostics