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## Genomic Health, Inc. Q1 2009 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

At this time we will open the lines for questions. (Operator Instructions). Your first question comes from the line of Scott Gleason with Stephens Inc.

#### Scott Gleason - Stephens Inc

Hey guys, thanks for taking my questions.

#### Kimberly Popovits

You're welcome.

#### Scott Gleason - Stephens Inc

Though, I've got little bit of cold here. First question Kim, just looking at some of the Japanese data that was presented this quarter. Can you update us on the progress you guys have made on the reimbursement front in Japan, and just maybe talk a little bit about how you view that market?

#### Kimberly Popovits

Yes. Scott thanks. Very early days with the work that we were doing in Japan. The study was a great first step in identifying that the Recurrence Score in fact, would work for that specific population and what we do know is that the reimbursement tap in Japan is one that will probably take some time and that will require a national coverage decision. So we've got people on the ground, they are working on that now but wouldn't expect to see that for probably several years.

#### Scott Gleason - Stephens Inc

Okay. Great, thank you. And then Kim I guess when you look at the new reps you guys brought on the quarter, pretty large number around 20. Can you talk about rep productivity at all there for some of the newer guys? What you guys are seeing and what you guys expect kind of going into the second and third quarters here?

#### Kimberly Popovits

Sure. We've always said that we believe it takes around 6 to 12 months or so for reps to be fully engaged, settled in our territories and making the peak end attacks that they can make.

And one of the things that we noted last quarter and in the prior quarter was that we probably waited a little longer than we didn't probably wait, we did wait longer than we had in the past to increase the size of the sales force, so we think adding these 18 in the first quarter and getting them fully trained, will probably have an impact.

We'd like to say in the next quarter and certainly in the next couple of quarters, we already quite frankly, are seeing some impact in some of the territories already but the full impact won't be seen for several months.

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