



Making Precision Medicine the Standard of Care

To improve patient outcomes and
grow your brand

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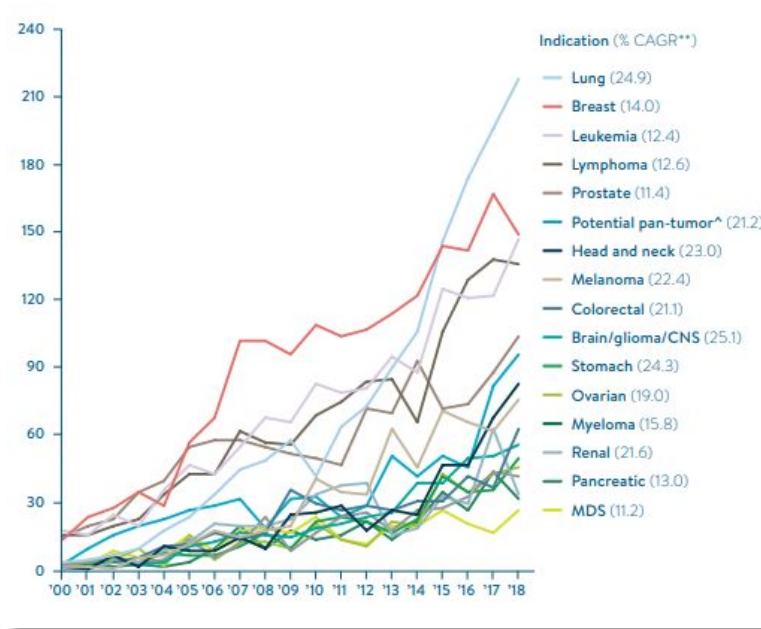


Genetic markers are driving treatments

Oncology Biomarkers



Number of Personalized Medicines on the Market¹



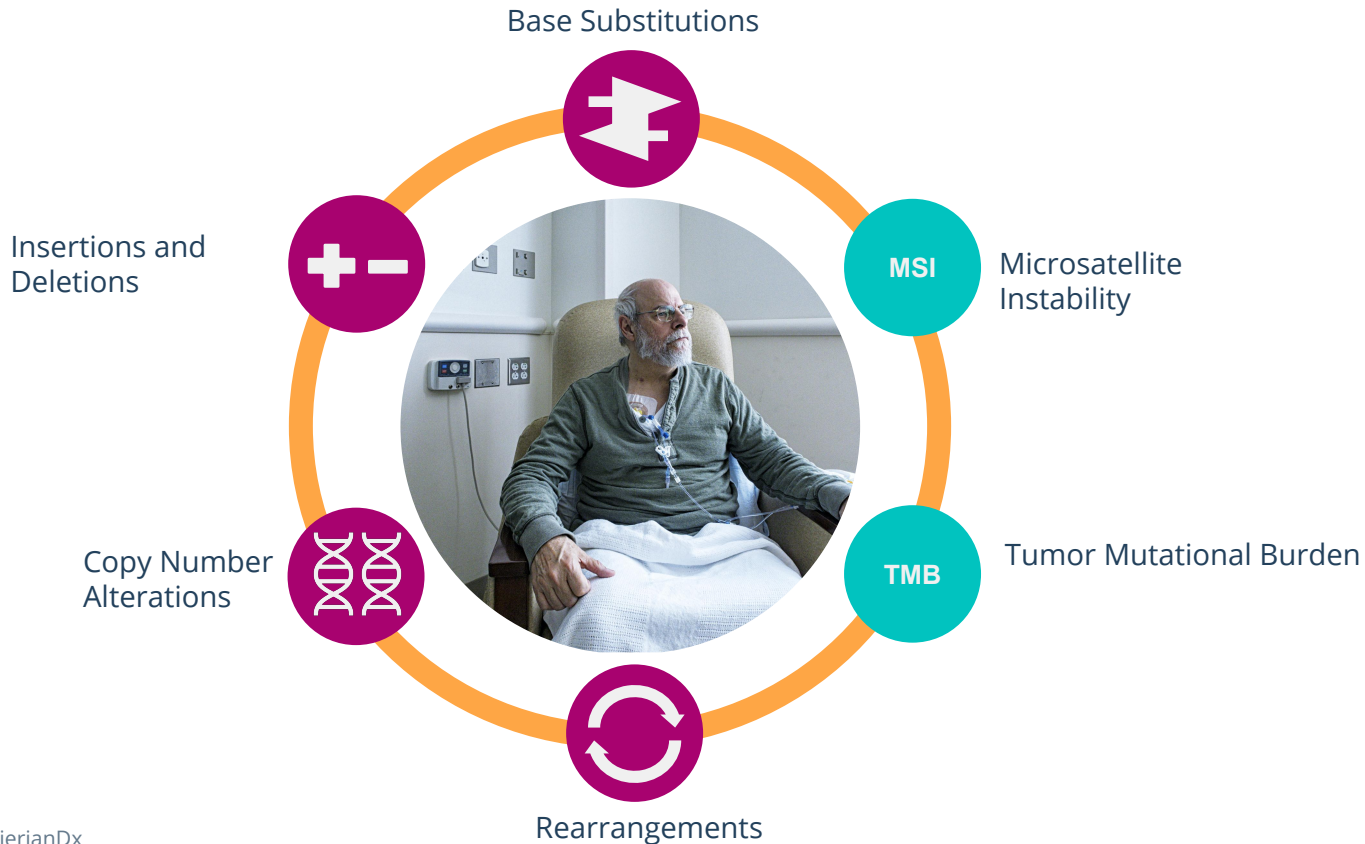
Oncology Biomarker Clinical Trials, by Indication, 2000–2018²

“Biomarkers can greatly enhance clinical development, increase regulatory approvability, and optimize the likelihood of payer acceptance.”

- Chad Clark, Precision for Medicine

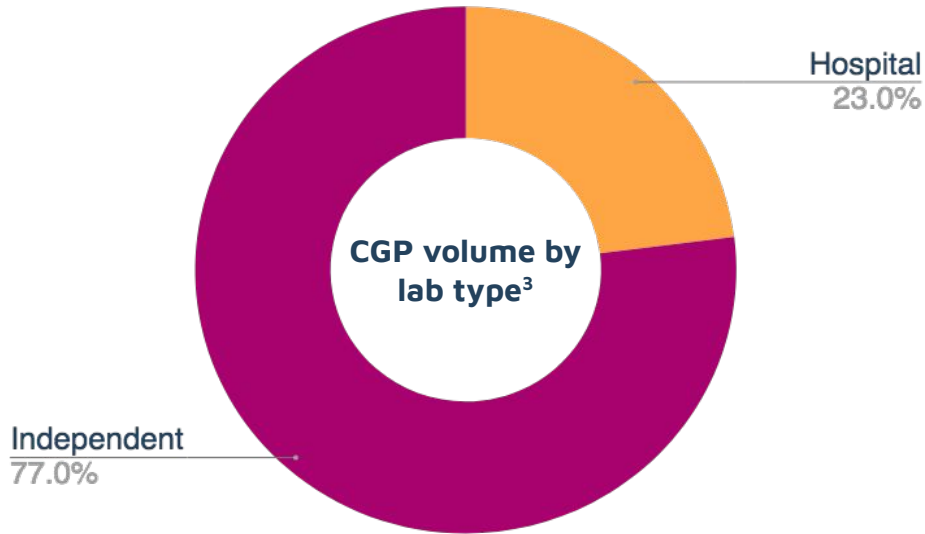
Comprehensive Genomic Profiling (CGP) of Tumor Biomarkers

One Test, Many Cancers



Specialty Labs Profit from your Patients

CGP Test Send Outs



FoundationOne® **\$5,800**



Caris MI Profile™ **\$4,500**



Guardant360® **\$6,800**

Better Patient Care

The Value of Insourcing CGP



Local diagnosis and treatment



Cutting edge precision medicine diagnostics within the community



From biopsy to answers quickly; TAT is critical



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The majority of patients are interested in care in the community setting
.....

— Rose Gerber
Community Oncology Alliance



Insourcing CGP Offers Multilateral, Compelling ROI



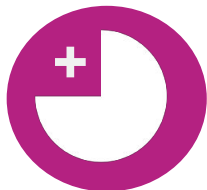
Clinical

Builds personalized medicine competencies that improve patient care



Financial

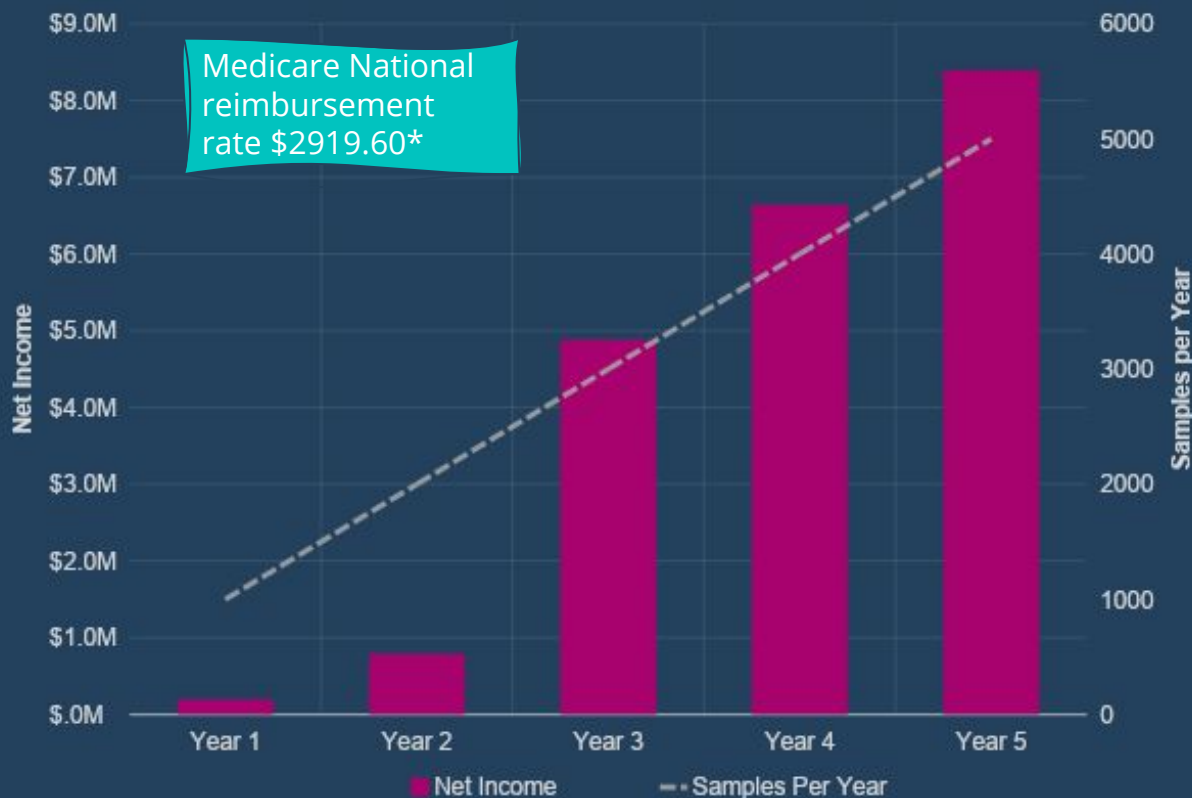
Generates revenue, reduces operating costs, builds data asset



Strategic

Promotes institutional market leadership by becoming a genomics center of excellence

Turning NGS Testing into a Profit Center⁴



NGS Panel	Direct Variable	Complete Cost	If Sent Out
Myeloid	~\$75,000	~\$215,000	~\$325,000
Lung	~\$70,000	~\$175,000	~\$300,000
Melanoma	~\$20,000	~\$50,000	~\$90,000
	~\$165,000	~\$440,000	~\$715,000
Savings	76.79%	38.57%*	
	To Lab	To Institution	

“It does make financial sense to [insource]... The goal for our lab is to maintain the send-out volume at less than 5% and keep the send out costs at about 7% to 8% of the total operating costs for the lab.”

*Eric Loo
Asst. Professor, Pathology & Lab Medicine,
Dartmouth-Hitchcock*

Partner with Us

Leaders in Clinical Genomics

Today

Dominant market-leader in SaaS, clinical genomic workflow + knowledgebase solutions; proven IP; experienced leadership; strongly differentiated value proposition; demonstrable ROI (return on investment)

2018

Foundational year - added proven executive leadership, new strategic investor (RTI), infrastructure, completed sales, marketing, and process transformation

Watershed moment with the Centers for Medicare & Medicaid Services (CMS) and U.S. Food and Drug Administration (FDA) reimbursement clarity

Pipeline growth > 300%; new 7-year, global Illumina partnership

Bridging care between pathology and oncology (1st American Society of Clinical Oncology); new thought leadership for Precision Medicine

2014-16

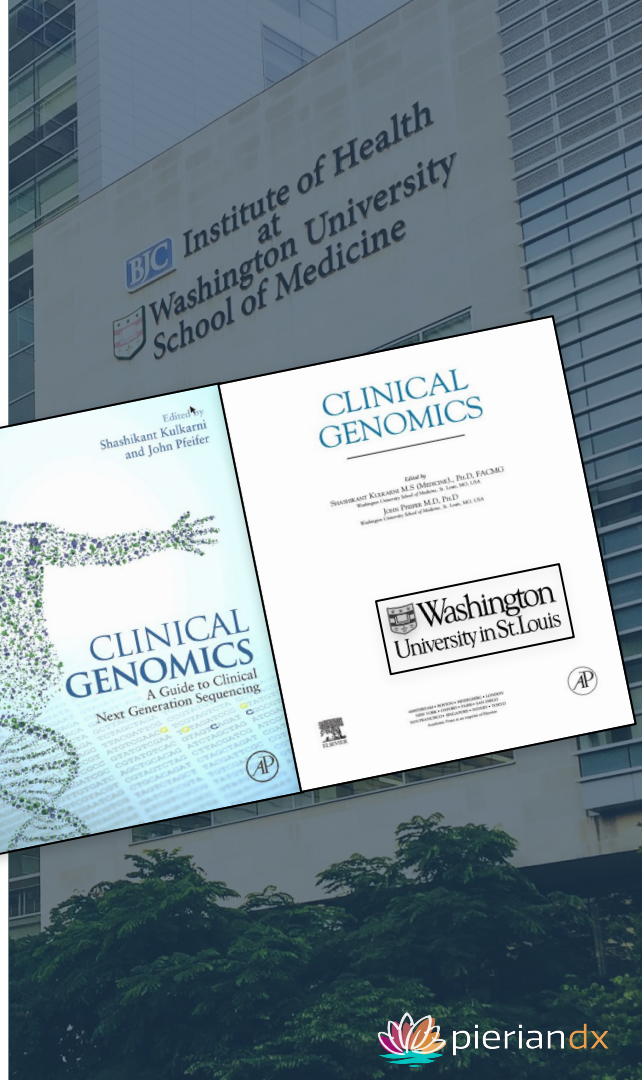
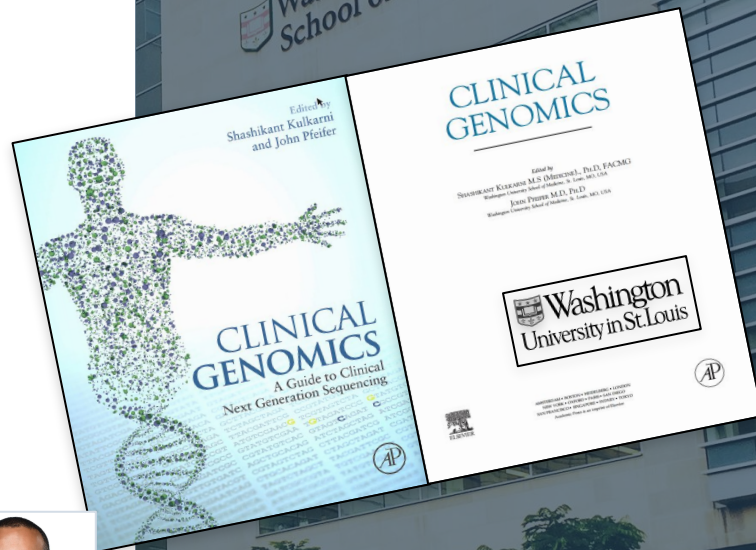
PierianDx and Dr. Nagarajan spin-out of WashU, creating a privately-held company backed by Health Catalyst Capital

2011

WashU among first to clinically validate and report on NGS in somatic cancer; Dr. Nagarajan **helped write the book**

2003

Dr. Rakesh Nagarajan joins WashU as Co-Director of Cancer Center Bioinformatics Core; WashU plays critical role in Human Genome Project (~ 25% content)



References

1. Personalized Medicine Coalition. The Personalized Medicine Report, 2020: Opportunity, Challenges, and the Future. Available online at: http://www.personalizedmedicinecoalition.org/Userfiles/PMC-Corporate/file/PMC_The_Personalized_Medicine_Report_Opportunity_Challenges_and_the_Future.pdf. Last accessed February 15, 2021.
2. Personalized Medicine Coalition. The Evolution of Biomarker Use in Clinical Trials for Cancer Treatments: Key Findings and Implications. Available online at: http://www.personalizedmedicinecoalition.org/Userfiles/PMC-Corporate/file/The_Evolution_of_Biomarker_Use_in_Clinical_Trials_for_Cancer_Treatments.pdf. Last accessed February 15, 2021.
3. PierianDx. Navigating the Reimbursement Landscape for Clinical NGS Diagnostics. Available online at: <https://www.pierianDX.com/navigating-the-reimbursement-landscape>.
4. PierianDx. Bringing NGS Testing In-House. Available online at: <https://www.pierianDX.com/bringing-ngs-testing-in-house>.