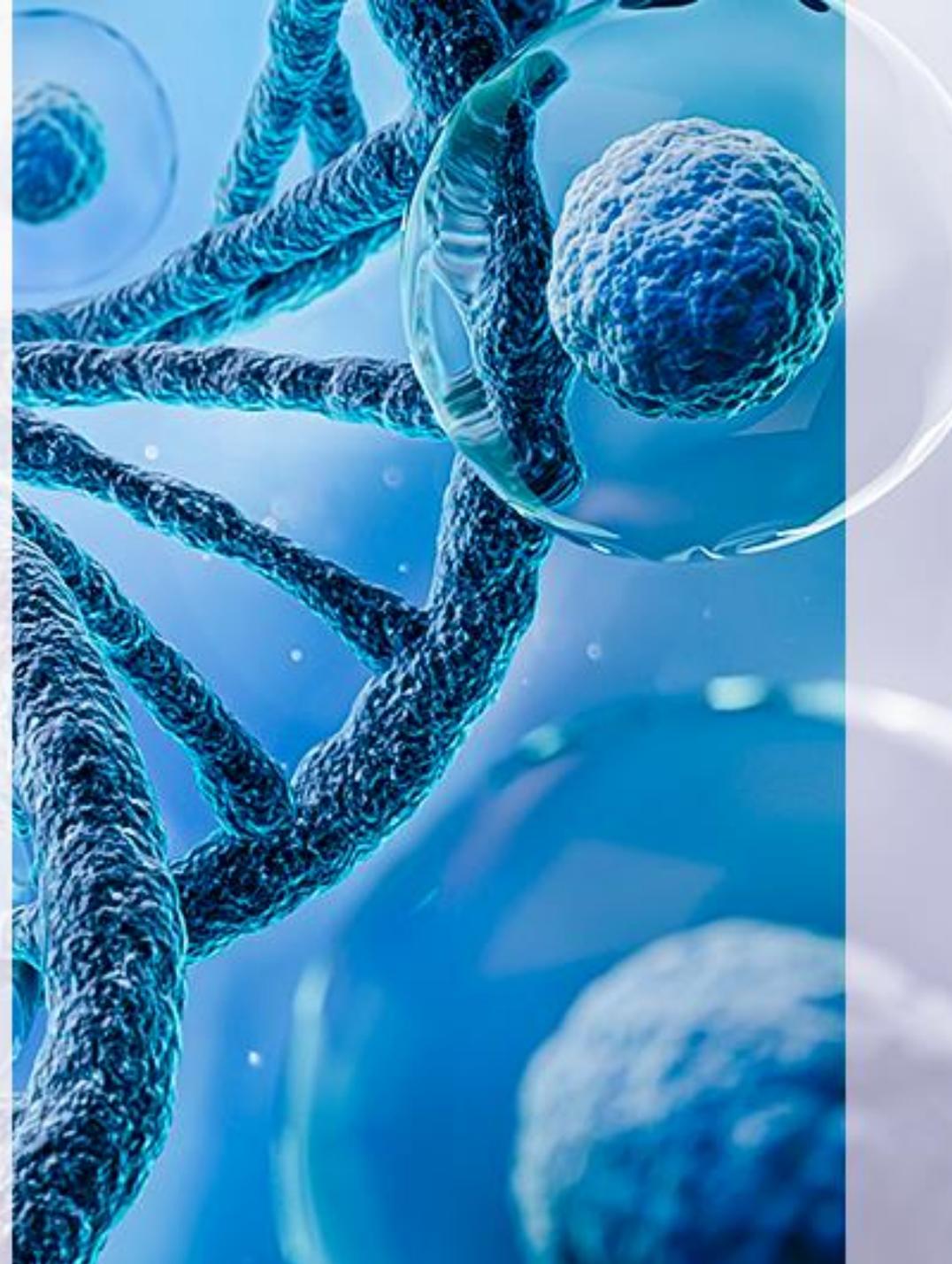


**BAYLOR**  
GENETICS

INTRODUCTION  
TO BAYLOR GENETICS

April, 2024



# **BAYLOR** GENETICS



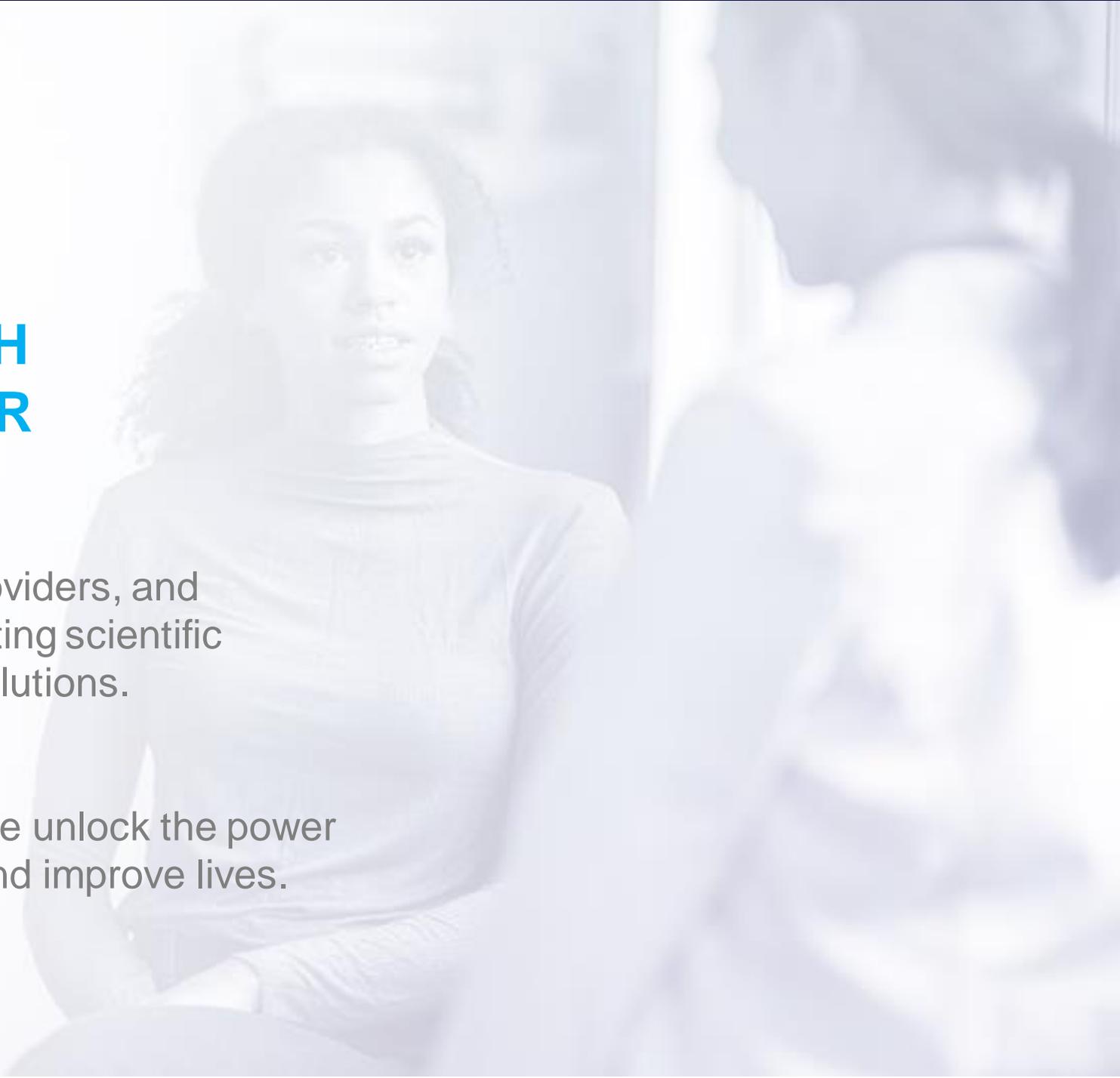
## **EMPOWERING YOU WITH ANSWERS THAT MATTER**

### Mission

We empower patients, healthcare providers, and partners with trusted insights, translating scientific innovations into accessible clinical solutions.

### Vision

As a pioneer in precision medicine, we unlock the power of genetics to transform healthcare and improve lives.



# // PROFILE AND OVERVIEW

## BAYLOR GENETICS

### BUSINESS

Genetic Testing Services

### JOINT VENTURE

H.U. Group Holdings  
Baylor College of Medicine

### PRODUCTS & SERVICES

Diagnostic Genomics  
Partner Lab Services

### HEADQUARTERS

Texas Medical Center - Houston

### CERTIFIED LAB



45+ years  
of Innovation

2023 Gold Merit Award in  
Healthcare Research



300+  
Employees



3000+  
Customizable  
Test Menu



250+  
Scientific  
Publications



Research  
Commercialization

Baylor College of Medicine  
#1 NIH funded in genetics



4 Million+  
Clinical Tests

Performed to date



80+  
Partners

Life Sciences, Pharma  
Precision Medicine

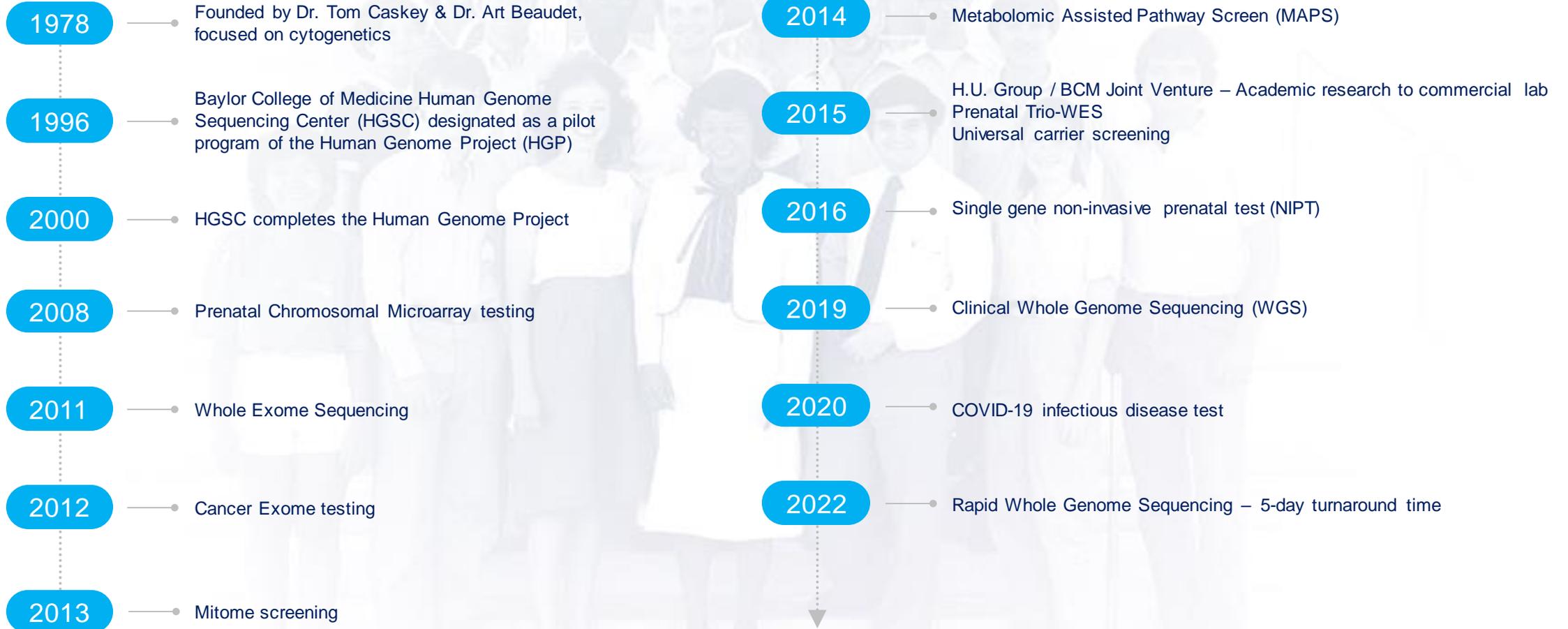


National &  
Global Reach

50 states – 16 Countries

# // TRACK RECORD OF INNOVATION

## SCIENTIFIC AND CLINICAL IMPACT



# // PROVEN LEADERSHIP TEAM

## DECADES OF EXPERTISE IN HEALTH AND TECH

### MANAGEMENT TEAM



**Kengo Takishima**  
President & Chief Executive Officer



**Gina Anderson**  
VP, Commercial Operations



**Santu Dhar**  
AVP, Business Development Operations



**Gerard Pare**  
AVP, Customer Operations



**Shawna Burdick**  
Sr. Director, Revenue Optimization & Reporting



**Fan Xia, PhD**  
VP, Clinical Genomics



**Ji He, PhD**  
VP Bioinformatics & Data Strategy



**Stephanie Zichi**  
AVP, Product Management



**Ed Gala**  
VP, Brand Marketing & Communications



**Christine Eng, MD**  
Chief Medical Officer & Chief Quality Officer



**Ann Fitzpatrick**  
Chief Human Resource Officer



**Li Shen**  
VP, Finance & Controller



**Ade Lawal**  
Director, Legal Operations



**Millie Johnson**  
Director, Compliance



**Jonathan Tegbe**  
Director, Business Alignment

### SCIENTIFIC ADVISORY BOARD



**Brendan Lee, MD, PhD**  
Robert and Janice McNair Endowed Chair in Molecular and Human Genetics, Professor & Chairman, Molecular and Human Genetics, Baylor College of Medicine



**Sharon E. Plon, MD, PhD**  
Dan L. Duncan Comprehensive Cancer Center Professorship, Baylor College of Medicine



**Ignatia Barbara Van den Veyver, MD**  
Professor, Departments of Obstetrics and Gynecology and Molecular and Human Genetics, Baylor College of Medicine

### SCIENCE AND MEDICINE

- 25+ ABMGG-certified PhD or MD lab directors, scientists and CGC genetic counselors

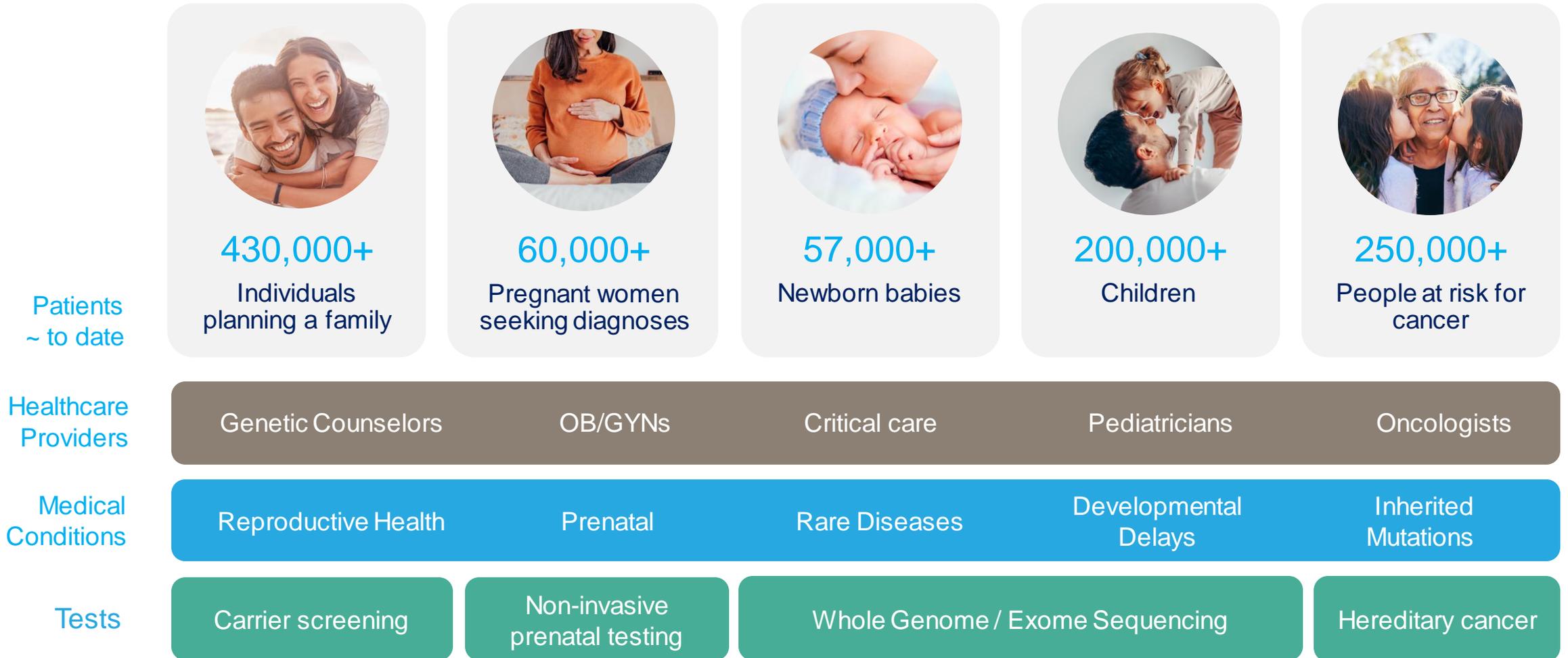
### TECHNOLOGY AND BUSINESS

- Broad experience at enterprises including GE, GeneDx, Invitae, MD Anderson, Myriad Genetics, PerkinElmer, Pfizer, and Roche
- Recognized on association boards, fellowships, 2023 top healthcare leader lists and merit awards

### DOMAIN EXPERTISE

- Clinical and commercial
- Healthcare, biotech, life sciences, pharma, technology, strategy

# // SERVING PATIENT AND PROVIDER NEEDS



# // COMPREHENSIVE MULTI-OMIC TESTING



## Whole Genome / Exome

- Comprehensive tests for complex cases
- High diagnostic yield in one test
- Fastest **rapid turnaround** – as soon as 5 days
- Re-analysis



## Chromosomal Microarray

- Product range and flexibility
- Exon coverage of 5000+ genes
- 100k+ microarrays
- Complementary test options



## Reproductive Health

- Prenatal multigene sequencing and carrier screening
- **PreSeek™** non-invasive prenatal screen
- **GeneAware™** reproductive carrier screen



## Oncology

- Somatic and germline
- Hereditary Cancer with RNA seq reflex
- CMA exon coverage
- Cytogenetics and FISH



## Biochemical

- Enzymes, proteins and metabolites
- **Global MAPS™** one-of-a-kind single test for inborn metabolic disorders



## Molecular Diagnostics

- Customizable testing
- Disease-specific panels with WGS reflex
- Nuclear and Mitochondrial
- RNA sequencing



## Advantages

Multidisciplinary assessment, industry-leading rapid turnaround time, flexible sample types, personalized treatment guidance, clinical support

# // SCIENTIFIC RESEARCH AND KNOWLEDGE SHARING

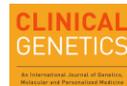
## Collaborative Research



PreNatalSeq

## Peer Reviewed Publications and Presentations

- 250+ research studies and presentations
- 8 scientific studies<sup>1</sup> in major medical journals
- 13+ abstracts at top 2023 industry conferences
  - Reviewer's Choice for WGS dual diagnosis at ASHG
- 100+ new disease mechanisms discovered
- Data sharing with ClinVar



# // CUSTOMER-CENTRIC SERVICE MODEL

## SEAMLESS ORDERING



- Enhanced online portal for provider ordering
- Prior auth & consent
- Instant OOP quotes
- EMR integrations
- Bidirectional chat

## FLEXIBLE SAMPLE TYPES



- Blood
- Extracted DNA
- Cultured cell
- Self-collection
  - Saliva / Buccal swab
- Tracking & reporting

## CLINICAL SUPPORT



- Genetic Counseling resources
- Case conferences, grand rounds
- Dedicated customer service & support tools

## EXPANDED COVERAGE



- 34 US health plans - 7.8M new covered lives in 2023
- Contracts with top 5 national payors



## STREAMLINED BILLING



- Financial assistance
- Flexible payment options for outpatient clients
- Institutional billing with Lab Services Agreements

## Simplifying the customer journey



# // STATE-OF-THE-ART TESTING LABORATORY



## AUTOMATED WORKFLOWS

- Robotics, predictive analytics
- AI, machine learning
- 300,000 samples / yr



## MULTI-OMICS PLATFORM

- Flexible, scalable testing capabilities
- Custom solutions and assays
- 2 petabytes of sequencing data / yr



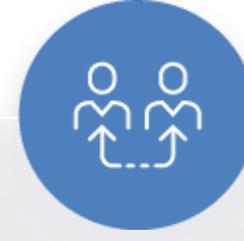
## ADVANCED TECHNOLOGY

- New NovaSeq X sequencing high throughput clinical apps - 1st in Texas
- 73,000 sf testing hub



## CURATED DATASETS

- 3.6 million+ validated clinical patient datasets
- Clinical trial, biomarker, drug discovery support



## PARTNER SERVICES

- Strategic partnerships - life sciences, biotech & pharma
- Assay development, testing, validation and collaborative research



## ANALYTICAL EXPERTISE

- 19 board-certified clinical Lab Directors
- Faculty of Baylor College of Medicine



## CERTIFIED & ACCREDITED



CA, FL, MD, PA, RI



# // OUR PARTNERS

## NATIONAL RESEARCH PARTNERS



## TOP-RANKED HEALTH SYSTEMS



// CONTACT US

# BAYLOR GENETICS

[www.baylorgenetics.com](http://www.baylorgenetics.com) // 1-800-411-4363 // [help@baylorgenetics.com](mailto:help@baylorgenetics.com)