

INTRODUCTION
TO 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

2024 Fast Company Innovators Award



350+ Employees



3000+ Customizable Test Menu



350+ 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

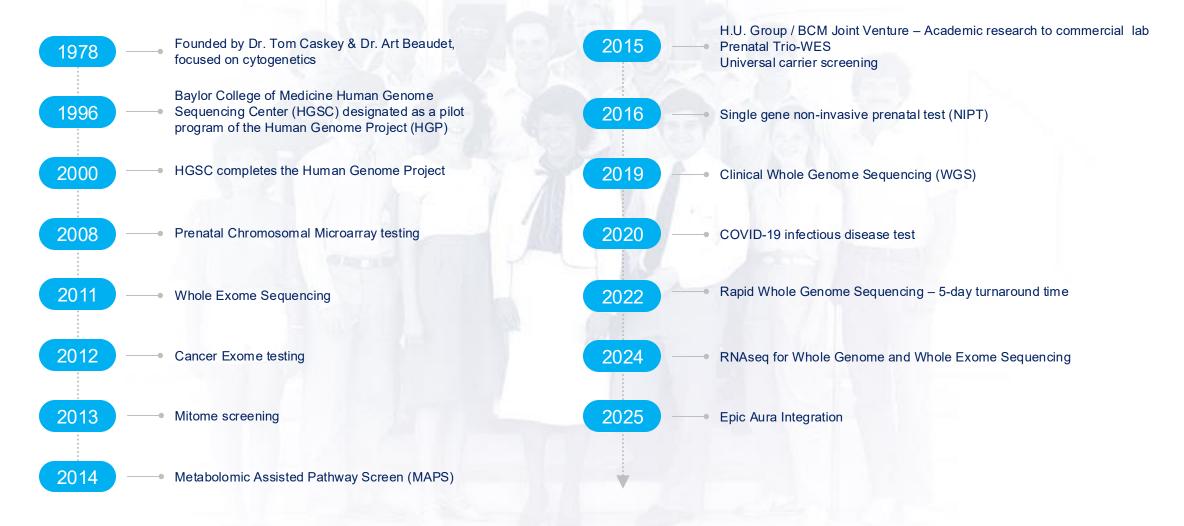


National & Global Reach

50 states - 16 Countries

# // TRACK RECORD OF INNOVATION

#### SCIENTIFIC AND CLINICAL IMPACT



## // DEEP EXPERTISE IN RARE DISEASE

Baylor Genetics
is the sole sequencing
core partner for the
Undiagnosed Diseases
Network (UDN), funded by
National Institutes of Health



2,396

participants evaluated or ~1 every other day 2,229

participants with exome and/or genome sequencing 718

30% of participants diagnosed

- UDN leverages Baylor Genetics expertise with Whole Genome and Exome Sequencing, and unique capabilities to deliver answers for patients with ultra-rare diseases
- Providing data-driven information and insights to improve health outcomes



# COLLABORATING ON COMPLEX CASES

- 10-year partnership
- 14 sites at top
   U.S. children's hospitals
   and 10 diagnostic centers
   of excellence
- Working with clinical and research experts to solve the most challenging cases

# // PROVEN LEADERSHIP TEAM

#### **DECADES OF EXPERTISE IN HEALTH AND TECH**

#### **MANAGEMENT TEAM**



Kengo Takishima
President & Chief Executive Officer



Christine Eng, MD
Chief Medical Officer
& Chief Quality Officer



Chris Sands SVP, Sales & GM, Diagnostic Genomics



Kim Davis
AVP, Commercial Operations



Jerry Wang SVP, Business Development, Emerging Business, & Strategic Alliances



Fan Xia, PhD
Chief Genomics Officer



Ji He, PhD Chief Technology Officer



Shannon Kieran VP, Product



Kourtney Walsh
Director, Client Services



David Berger
Chief Legal Officer



Linda Ballard Chief Human Resources Officer



Li Shen
Chief Accounting Officer

#### **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**

- 15+ PhDs and MDs
- 40+ ABMCG-certified lab directors, researchers, genetic counselors

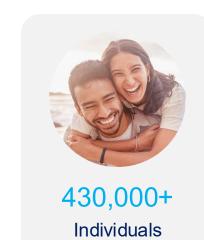
#### **TECHNOLOGY AND BUSINESS**

- Broad experience at enterprises including GE, GeneDx, Invitae, MD Anderson, PerkinElmer, Pfizer, and Roche
- Recognized on association boards, fellowships, 2024 top healthcare leader lists and merit awards

#### **DOMAIN EXPERTISE**

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

## // SERVING PATIENT AND PROVIDER NEEDS



planning a family



60,000+ Pregnant women seeking diagnoses



57,000+ Newborn babies



200,000+ Children



250,000+ People at risk for cancer

Healthcare **Providers** 

**Patients** 

~ to date

Medical Conditions

**Tests** 

**Genetic Counselors OB/GYNs** 

Critical care

Pediatricians

Oncologists

Reproductive Health

Prenatal

Rare Diseases

Developmental Delays

Inherited **Mutations** 

Carrier screening

Non-invasive prenatal testing

Whole Genome / Exome Sequencing

Hereditary cancer

# // 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<sup>™</sup> noninvasive prenatal screen
- GeneAware™
   reproductive
   carrier screen



#### **Oncology**

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



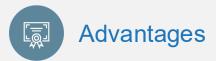
#### **Biochemical**

- 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



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

- 350+ research studies and presentations
- 8 scientific studies<sup>1</sup> in major medical journals
- 15+ abstracts at top 2024 industry conferences
- 100+ new disease mechanisms discovered
- Data sharing with ClinVar





















# // CUSTOMER-CENTRIC SERVICE MODEL

**Track Sample** 

Portal, EMR

• Client codes (Parent + sub)



#### **Product Offering**

 WES, WGS, CMA and Disease Specific Panels



#### **Billing**

 Insurance bill based on POS codes, with upfront PA/VOB



# Additional Support



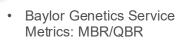


- Online Portal
- · Paper Test Requisition
- · Integrated with Epic EMR



#### **Review Results**

- Online Portal
- EMR Integration
- · Secure email



- Access to Baylor Genetics GC team
- Access to Baylor Genetics Medical Director
- Client Centric customer support team
- Broad portfolio of test offerings



#### **Your Support Team**

- Sales Executive: sales@baylorgenetics.com
- Customer Service: help@baylorgenetics.com
- Billing: vob@baylorgenetics.com
- Baylor Genetics GCs for Providers: <a href="mailto:gccomms@baylorgenetics.com">gccomms@baylorgenetics.com</a>

# // SUPPORTING PROVIDERS WITH OUR GENETIC EXPERTS

#### Genetic Counselor Support Team



Laura Andolina MS, CGC



Thomas Felton MS. CGC



Grace Hollingsworth MS, CGC



Allie Heritage MS, CGC



Romy Fawaz MS, CGC



Lexi Isaacs MS, CGC

#### **Medical Affairs Team**



Jason Chibuk MS, CGC



Sydney Lau MS, CGC



Eileen Barr MS, CGC



Rob Rigobello MS, CGC



Leah Campbell MS, CGC



Lisa Salz MS, CGC

#### SCIENTIFIC LEADERSHIP

- 15+ PhDs and MDs
- 40+ ABMCG-certified lab directors, researchers, genetic counselors

#### **PROVIDER SUPPORT**

Our experienced client support team is available to handle your day-to-day needs.

#### DIRECT ACCESS TO BAYLOR'S GENETIC COUNSELORS

The genetic counseling team is available to provide clinical support to healthcare providers.

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



# **AUTOMATED WORKFLOWS**

- Robotics, predictive analytics
- Al, 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 // 1-800-411-4363 // help@baylorgenetics.com