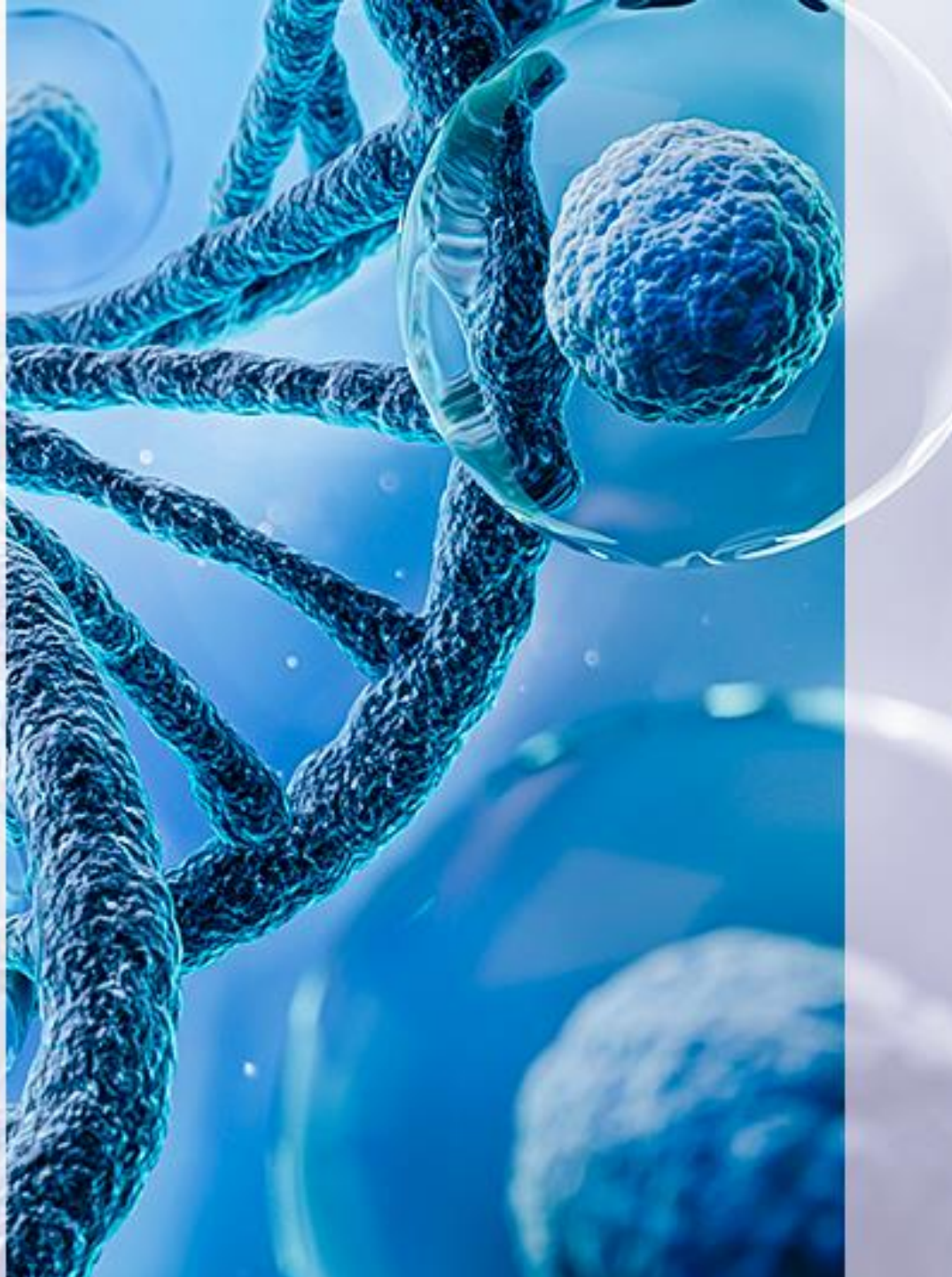
BAYLOR
GENETICS

# INTRODUCTION TO BAYLOR GENETICS



BAYLOR
GENETICS

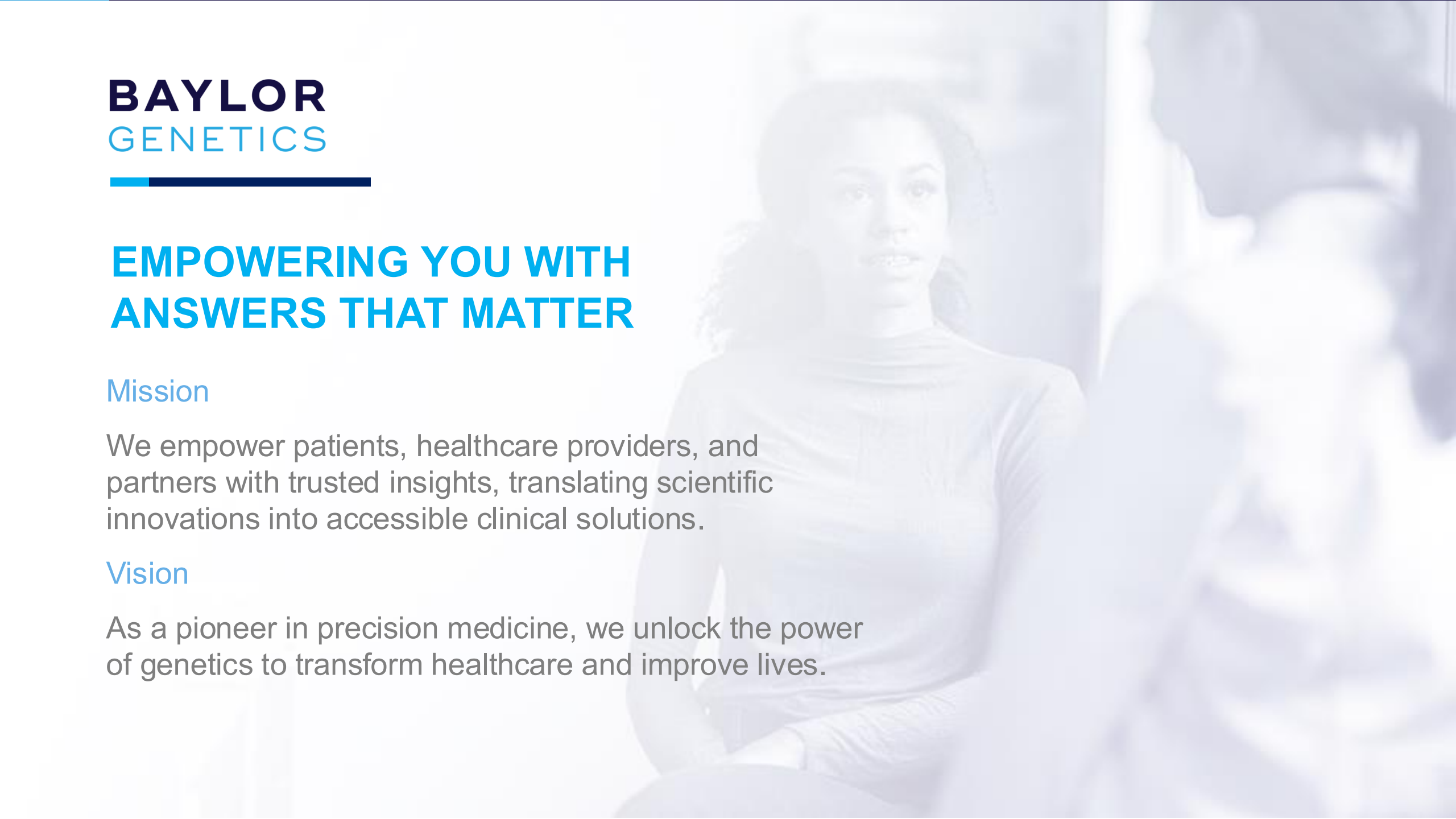
# EMPOWERING YOU WITH ANSWERS THAT MATTER

## 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**

Clinical Laboratory Improvements Amendments

cap ACCREDITED

45+ years of Innovation

2024 Fast Company Innovators Award

400+ 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

**1978** — Founded by Dr. Tom Caskey & Dr. Art Beaudet, focused on cytogenetics

**1996** — Baylor College of Medicine Human Genome Sequencing Center (HGSC) designated as a pilot program of the Human Genome Project (HGP)

**2000** — HGSC completes the Human Genome Project

**2008** — Prenatal Chromosomal Microarray testing

**2011** — Whole Exome Sequencing

**2012** — Cancer Exome testing

**2013** — Mitome screening

**2014** — Metabolomic Assisted Pathway Screen (MAPS)

**2015** — H.U. Group / BCM Joint Venture – Academic research to commercial lab
Prenatal Trio-WES
Universal carrier screening

**2016** — Single gene non-invasive prenatal test (NIPT)

**2019** — Clinical Whole Genome Sequencing (WGS)

**2020** — COVID-19 infectious disease test

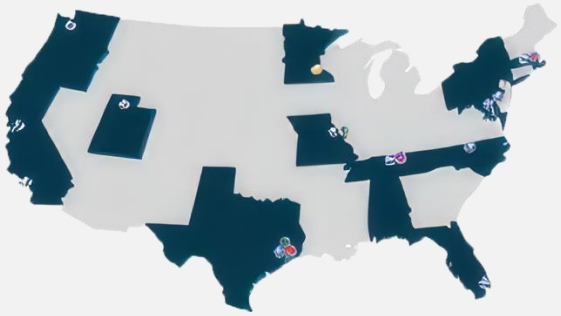
**2022** — Rapid Whole Genome Sequencing – 5-day turnaround time

**2024** — RNAseq for Whole Genome and Whole Exome Sequencing

**2025** — Epic Aura Integration

# // 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 | 2,229 | 718 |
|---|---|---|
| participants evaluated or ~1 every other day | participants with exome and/or genome sequencing | 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

UDN Undiagnosed Diseases Network

## 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



*Facts and figures were last updated by the UDN on July 7, 2023

# // PROVEN LEADERSHIP TEAM

## DECADES OF EXPERTISE IN HEALTH AND TECH

### MANAGEMENT TEAM

**Kengo Takishima**
Chairman & Chief Executive Officer

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

**Chris Sands**
SVP, Sales & GM, Diagnostic Genomics

**Shannon Kieran**
VP, Product

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

**Fan Xia, PhD**
Chief Genomics Officer

**Ji He, PhD**
Chief Technology Officer

**Li Shen**
Chief Accounting Officer

**Kourtney Walsh**
Director, Client Services

**David Berger**
Chief Legal Officer

**Linda Ballard**
Chief Human Resources 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

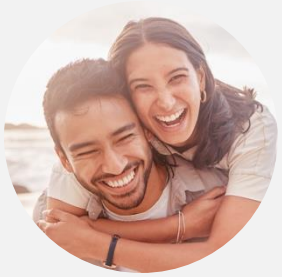
### TECHNOLOGY AND BUSINESS

- 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

| | | | | | |
|---|---|---|---|---|---|
| Patients ~ to date |  430,000+ Individuals 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 | Genetic Counselors | OB/GYNs | Critical care | Pediatricians | Oncologists |
| Medical Conditions | Reproductive Health | Prenatal | Rare Diseases | Developmental Delays | Inherited Mutations |
| Tests | 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™** 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

Undiagnosed Diseases Network

THE MEDICAL GENOME INITIATIVE

National Institute of Allergy and Infectious Diseases

AGTC Centers for Mendelian Genomics

PreNatalSeq

## Peer Reviewed Publications and Presentations

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

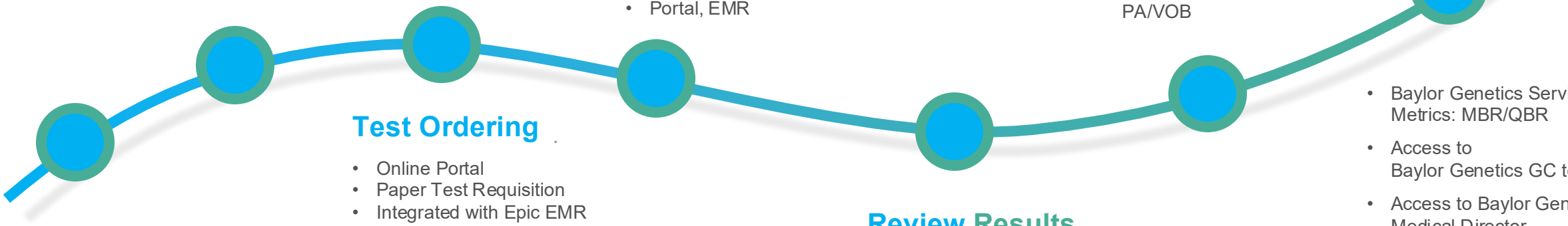
JAMA · nature · New England Journal of Medicine · ASHG American Society of Human Genetics · NORD National Organization for Rare Disorders

Clinical Genetics · PubMed.gov · ClinVar · ACMG · National Society of Genetic Counselors

*Source*

1. *Baylor Genetics publications - PubMed*

# // CUSTOMER-CENTRIC SERVICE MODEL



## Product Offering

- WES, WGS, CMA and Disease Specific Panels

## Test Ordering

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

## Track Sample

- Client codes (Parent + sub)
- Portal, EMR

## Review Results

- Online Portal
- EMR Integration
- Secure email

## Billing

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

## Additional Support

- Baylor Genetics Service Metrics: MBR/QBR
- 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**: gccomms@baylorgenetics.com

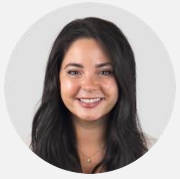
# // SUPPORTING PROVIDERS WITH OUR GENETIC EXPERTS

## Genetic Counselor Support Team

Laura Andolina
MS, CGC

Allie Heritage
MS, CGC

Thomas Felton
MS, CGC



Romy Fawaz
MS, CGC

Grace Hollingsworth
MS, CGC

Lexi Isaacs
MS, CGC

## Medical Affairs Team

Jason Chibuk
MS, CGC

Rob Rigobello
MS, CGC

Sydney Lau
MS, CGC

Leah Campbell
MS, CGC

Eileen Barr
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
- 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

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

## CURATED DATASETS

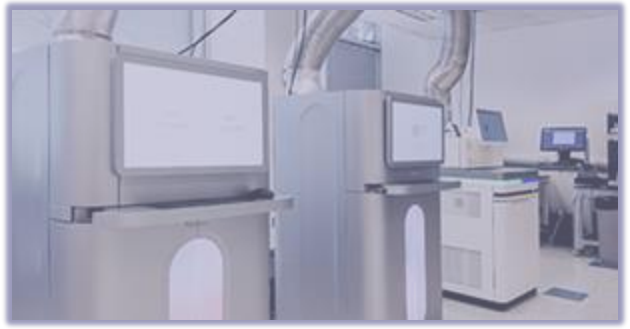
- 3.6 million+ validated clinical patient datasets
- Clinical trial, biomarker, drug discovery support

## 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

Clinical Laboratory Improvements Amendments

CAP ACCREDITED™

NEW YORK STATE Department of Health

CA, FL, MD, PA, RI

# // OUR PARTNERS

## NATIONAL RESEARCH PARTNERS

NIH

Baylor College of Medicine

Undiagnosed Diseases Network

## TOP-RANKED HEALTH SYSTEMS

Northwell Health

Boston Children's Hospital
Until every child is well

BRIGHAM HEALTH
BRIGHAM AND WOMEN'S HOSPITAL

Children's Hospital of Philadelphia

CommonSpirit

UCLA David Geffen School of Medicine

Duke University School of Medicine

MAYO CLINIC

MIAMI MILLER SCHOOL of MEDICINE

Seattle Children's
HOSPITAL • RESEARCH • FOUNDATION

CookChildren's

Texas Children's Hospital

The University of Utah School of Medicine

VANDERBILT HEALTH

Washington University in St. Louis
School of Medicine

HCA HealthONE

# // CONTACT US

BAYLOR GENETICS

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