

Translating the PAM50 Gene Expression Assay from LDT to FDA-cleared Test

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Conflict of Interest

I'm an inventor of the PAM50 signature and a stakeholder in BioClassifier LLC, a company that licensed the PAM50 know-how to Nanostring Inc. for commercialization of Prosigna®





SCIENCE

Analytical & Clinical Validation

COVERAG

Patient Reimbursement

MARKETIN

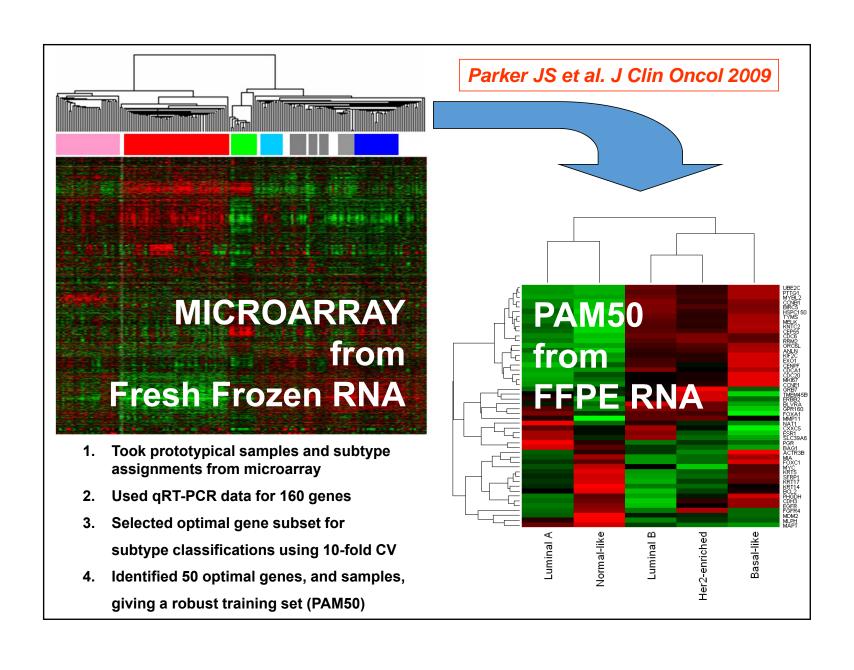
Sales Force \$\$ Reaching Physicians

GUIDELIN

Recommended by Professional Organizations









PAM50 Discovery to Commercialization 2009 2013 2015-2017 2018-2011 U01 NIH/NCI JCO Article **ARUP Inc** Nanostring Inc Nanostring Inc Nanostring Inc PAM50 launched SPECS funding PAM50 Discovery Commercial Reimbursement: More Guidelines: Subtyping and for breast cancer as qPCR LDT for launch of Local Coverage NICE, AJCC, etc subtyping R0R score Prosigna in Determinations breast cancer More Indications: Europe and Israel across US Prediction signature subtyping UNIVERSITY 2010 2011 2013 2015-2018 OF UTAH Nanostring Inc **Bioclassifer LLC Nanostring Inc Washington** Nanostring Inc Licenses PAM50 Completion of first Prosigna receives Prosigna University in St. Louis to NanoString Inc clinical validation FDA 510(k) incorporated into Stakeholders: study on clearance for national and THE UNIVERSITY of NORTH CAROLINA Universities nCounter for prognosis in ER+ international at CHAPEL HILL Prosigna for RoR Founders breast cancer quidelines for Inventors breast cancer

COMMERCIALIZING PAM50

Do DIFFERENT

- May not have spent effort and money on the qPCR LDT platform at ARUP
- May not have gone to the FDA with Prosigna due to claim restrictions and marketing disadvantage

Do the SAME

- Establish a strong scientific foundation for the signature beyond the initial offering
- License technology from the Universities
- Seek a platform that could be de-centralized allowing worldwide distribution