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1 isolated and then specifically looking for methylation
2 biomarkers in that DNA to determine whether an
3 individual has cancer at the time.

4 Q. Earlier you referred to a multicancer test.

5 Is it okay with you if I refer to it as a
6 multicancer early detection test?

7 A. That's fine.

8 Q. Is it okay with you if I abbreviate that to
9 "MCED test"?

10 A. Yes.

11 Q. Thank you.

12 How long has Helio been in the cancer detection
13 business?

14 A. It's actually been in the business for some
15 time. I would say it's probably one of the earlier
16 companies in the category, especially with respect to
17 blood-based tests, so I can't remember exactly. I
18 believe the company was formed in 2016 or 2017, prior
19 to my joining.

20 Q. Has Helio ever operated under a different
21 name?

22 A. It did operate under the name Laboratory for
23 Advanced Medicine.

24 Q. And when the business was called Laboratory for
25 Advanced Medicine, did the products go by a certain

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1 name?

2 A. Well, there was one product as I recall that
3 was called IvyGene I believe, and it was referring to
4 the liver cancer test. That's the only one I recall.

5 Q. Why did Helio change its name from
6 Laboratory for Advanced Medicine to Helio?

7 A. Honestly, it was simply a sort of, you know,
8 marketing and sort of perception. It was just a
9 brand -- a typical brand change that companies might
10 go through. There was nothing more to that than that.

11 Q. Prior to Helio, where were you employed?

12 A. Ancestry.com.

13 Q. What was your title while you were at
14 Ancestry?

15 A. My title was executive vice president of
16 Ancestry and general manager of AncestryDNA.

17 Q. And when were you employed at Ancestry?

18 A. 2011 until the end of 2019.

19 Q. And what were your roles and responsibilities
20 while you were at Ancestry?

21 A. I joined the company in 2011 for the specific
22 purpose of developing and launching the product
23 AncestryDNA, and it -- those roles and responsibilities
24 continued through my employment there, as well as being
25 a senior executive of the company.

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1 Q. Please describe AncestryDNA's business.

2 A. AncestryDNA is a service that allows a
3 consumer to provide a saliva sample. DNA is extracted
4 from that saliva sample. It is analyzed till today on
5 a microarray chip that we can discuss. And then those
6 data are used in a very -- very sensitive algorithms to
7 determine a person's ancestral origins, so, for
8 example, what percent from Ireland or Germany or any
9 other location.

10 JUDGE CHAPPELL: Who are those results
11 available to at Ancestry?

12 THE WITNESS: The results -- well, the consumer
13 has -- gets the results. No one else gets the results,
14 if that's your question, Your Honor.

15 JUDGE CHAPPELL: You don't -- Ancestry does not
16 provide results to government agencies or police
17 departments?

18 THE WITNESS: Absolutely not. We do not
19 provide that. In fact, any type of reidentification
20 is explicitly prohibited in the terms, and to the best
21 of my knowledge, it's never been used in that way.

22 JUDGE CHAPPELL: All right. Thank you.

23 BY MR. JOSEPH:

24 Q. Dr. Chahine, you referred to a microarray chip.
25 Could you please explain what that is.

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1 A. Yeah. It's essentially a technology that
2 allows you to interrogate the genetic -- the genetic
3 marker at a certain location.

4 So, for example, in our test, roughly
5 600,000 markers were interrogated using a microchip
6 array that looks like essentially a stick of gum. You
7 put the DNA on it and then the results that it provides
8 is whether a person has your, you know, A, G, T, C,
9 which we refer to, DNA at that individual location, and
10 so in some ways it gives sort of a genetic fingerprint,
11 if you will, of those 600,000 markers, and then those
12 data are the ones that are used for, you know, various
13 purposes, including determining someone's ethnic
14 background.

15 Q. Which company provided the microarray platform
16 that Ancestry used?

17 A. Well, we use the Illumina platform.

18 Q. Would you please explain where Illumina's
19 equipment fit into the workflow of AncestryDNA.

20 A. So the -- as I mentioned, the sample --
21 sorry -- sort of a kit was sent to the consumer. The
22 consumer provided a specimen in the form of a saliva
23 sample back to us. That then was provided to one of
24 three labs towards the end of the process. Illumina
25 actually processed our samples in two separate labs,

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1 and then we also had Quest Diagnostics be one of the
2 laboratories.

3 And so within the laboratory, the first step is
4 to extract the DNA from the saliva. Once that DNA is
5 extracted, it's basically analyzed on a microarray.
6 Again, those data are then provided.

7 We, Ancestry, basically got the raw data, as it
8 were, and then we were the ones that analyzed that,
9 that data, and then provided the results back to the
10 consumer.

11 Q. What other products, if any, did Ancestry
12 purchase from Illumina?

13 A. You know, that was by far the most. I'm
14 trying to think. We may have used some other services
15 at Ancestry, but essentially that was it.

16 There was a time when we were trying to
17 transition from the microarray to using NGS with
18 Illumina, but they were not the lab, and we can
19 elaborate, but it was Quest. But it was towards the
20 end.

21 And the purpose of that is that the test, in
22 addition to providing your ethnic origins, we wanted it
23 to also provide some information about the
24 predisposition to certain conditions that an individual
25 might have.

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1 JUDGE CHAPPELL: Just so we're clear, did you
2 have the actual Illumina unit or hardware in your lab?

3 THE WITNESS: Good question, Your Honor.

4 No, we did not.

5 So everything was outsourced, so the iScan
6 machine, which is a machine that's used, was either at
7 the Illumina laboratory or at Quest Diagnostics.

8 JUDGE CHAPPELL: So you paid for what, you paid
9 for a timeshare or I guess a part-time use of the
10 machine?

11 THE WITNESS: Essentially we would pay one cost
12 that would include the extraction and all the supplies
13 that are required for that, the microarray that came
14 exclusively from Illumina, the iScan machines that came
15 from Illumina, and so it was just packaged as sort of
16 one price either at Quest or Illumina.

17 JUDGE CHAPPELL: So the machine that was
18 printing out the final result or providing the final
19 result might have been located at an Illumina facility
20 or at a Quest facility.

21 THE WITNESS: That's correct.

22 JUDGE CHAPPELL: Thank you.

23 And do you know the model they were using?

24 THE WITNESS: We called -- it's called the
25 iScan. I, you know, honestly don't know any more

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1 specificity than that, but there may not be more than
2 one of those, to be honest.

3 JUDGE CHAPPELL: That would be I as in India
4 rather than E-Y-E?

5 THE WITNESS: I, yeah. Sort of like the way
6 iPhone does it with a small "iScan" is sort of my
7 recollection.

8 JUDGE CHAPPELL: Thank you.

9 BY MR. JOSEPH:

10 Q. Dr. Chahine, while you were at Ancestry, how
11 often would you say you interacted with Illumina?

12 A. Very, very frequently. They were, you know, by
13 far our most important client, and we were a very
14 important client of theirs as well. Our business, as
15 you probably know, grew very rapidly, and so for a long
16 period of time we were their single largest global
17 client, is my understanding.

18 Q. Dr. Chahine, we'll come back to your time with
19 Ancestry, but for now I'm going to return back to your
20 general background.

21 Prior to working at Ancestry, where did you
22 work?

23 A. Prior to Ancestry -- now we're going far
24 back -- I was at a company called Avigen working on
25 gene therapy, technology called gene therapy.

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1 Q. And what was your role there?

2 A. I had various roles. I started as a director
3 of intellectual property and through a series of
4 promotions ended up being the chief executive officer
5 of that company as well.

6 Q. How long were you at Avigen?

7 A. I believe it was about eleven years.

8 Q. And prior to Avigen, where did you work?

9 A. Wow, now you're really going back.

10 I was I believe at Parke-Davis, which then was
11 acquired by Pfizer, for a short -- for a short stint.
12 And then in between there I got my Ph.D. and also got
13 my law degree.

14 Q. In addition to that industry experience that
15 you just described, what other experience do you have?

16 A. The only other thing, I do teach an
17 entrepreneurial law class at the University of Utah
18 just once a week. I don't know if that's what you're
19 referring to. Maybe I'm forgetting my own experience,
20 but that's the only one that comes to mind.

21 Q. You mentioned that you have a few graduate
22 degrees.

23 Could you please describe your graduate degree
24 background for the court.

25 A. Sure.

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1 Graduate degree, I have a Ph.D. officially in
2 biological chemistry from the University of Michigan.
3 All of my thesis work was in the early days in
4 genetics and molecular biology.

5 And then I attended law school. And I am a
6 registered patent attorney. And I don't practice law
7 per se, you know, today. As you know, I'm more in the
8 executive level now.

9 Q. Dr. Chahine, I understand that -- as His Honor
10 alluded to, that Helio believes the details, workflow
11 and design of its tests and other related aspects are
12 sensitive and confidential and that Helio has received
13 in camera treatment on certain materials from this
14 court to keep that information confidential pursuant to
15 this court's protective order.

16 As I move into my next few questions here,
17 please do not share any competitively sensitive or
18 proprietary information. I'll note for you that we
19 will be going into an in camera session later, at which
20 time we will return to some of these topics in more
21 detail.

22 A. Thank you. I appreciate that.

23 Q. Dr. Chahine, what name does Helio use when
24 referring to its Helio liver cancer screening test?

25 A. Today it just refers to it as the HelioLiver

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1 test.

2 Q. And what other names, if any, has HelioLiver
3 been called?

4 A. As we discussed previously, when the company
5 was called Laboratory for Advanced Medicine, it was
6 referred to as IvyGene.

7 Q. And without sharing any competitively sensitive
8 or proprietary information, could you please describe
9 at a high level how the test works.

10 A. Yeah. Sure.

11 At a high level -- and there are several,
12 you know, published papers and abstracts on this -- a
13 sample of blood is provided from an individual that is
14 at high risk for liver cancer, so that may be someone,
15 for example, that has hepatitis.

16 That blood sample -- the DNA from that blood
17 sample is extracted. In particular, of interest is,
18 as we call it, cell-free DNA, which are essentially
19 short segments of DNA that are shed from an active
20 tumor. That DNA along with other DNA that's in the
21 blood sample is then sequenced.

22 And so like the microarray but a different and
23 more robust technology I would say is used to look at
24 the DNA sequence of that DNA that's being isolated.

25 There is a technology or -- yeah, a technology

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1 or marker that I'm sure you guys have discussed called
2 methylation, and so we look at the methylation
3 signature within those DNA, the DNA that we isolated.
4 And then depending on whether certain locations in the
5 DNA are, as what we refer, hypermethylated or
6 hypomethylated, there's an algorithm that determines
7 what combination of those predict whether an individual
8 has cancer.

9 Once that algorithm is run, then that
10 information is provided to the patient. It's in
11 clinical trials today for that use.

12 Q. I'd like to just break that down a little bit.
13 Thank you for going into that detail.

14 You mentioned sequence.

15 What --

16 JUDGE CHAPPELL: Hang on a second.

17 Before you do that, you gave us details some
18 moments ago about Ancestry, and I asked you
19 specifically about location of the equipment.

20 How does that work for Helio? Where are the
21 machines?

22 THE WITNESS: So, Your Honor, they're -- in
23 this particular case we have instruments at Helio. We
24 have one lab that is certified. And then in addition,
25 we also use third-party labs for some sequencing, so

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1 that in that case it's a combination of both.

2 JUDGE CHAPPELL: Do you know which Illumina
3 machine or equipment Helio uses?

4 THE WITNESS: Yes. It has -- it just has
5 what's called a MiSeq.

6 And the company has looked into potentially
7 purchasing, you know, additional instruments for a
8 various different reasons that I'm happy to go into if
9 important in terms of scale and other things like that,
10 but today it only has one.

11 JUDGE CHAPPELL: Are you familiar with the
12 NovaSeq?

13 THE WITNESS: I am.

14 JUDGE CHAPPELL: The one you use would be I
15 guess a reduced version or a smaller one?

16 THE WITNESS: That's exactly right.

17 A NovaSeq is absolutely one of the high end, if
18 not the highest end, but it does -- it does have a lot
19 of capacity, and so for a company in its early stage
20 before you ramp up, a smaller machine is more
21 efficient, and so we use that.

22 JUDGE CHAPPELL: Are you well-versed in how the
23 machine is instructed or knows what to look for when
24 you give the sample or input your information into the
25 machine?

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1 THE WITNESS: I understand -- I guess I would
2 say I understand fairly well how the sequencing works
3 whether it's on a MiSeq or a NovaSeq. I'm sure you
4 could tap my expertise if -- you know, depending on how
5 deep you wanted to go into the very, very specifics of
6 what the machine does.

7 JUDGE CHAPPELL: And Mr. Joseph may be planning
8 to get into this, but can you explain, I guess as
9 briefly as possible, what happens when you want --
10 your client wants to test a sample? What are the
11 steps?

12 THE WITNESS: So let me make sure I
13 understand. You're saying, so if a patient came in and
14 a physician drew blood and wanted that sample tested
15 for the patient? Is that, for example, what you're
16 asking?

17 JUDGE CHAPPELL: Correct.

18 THE WITNESS: Yeah.

19 So in that particular case, the -- and again,
20 interrupt me with more or less detail -- when a
21 physician were to suspect or wanted to screen a patient
22 for whether that patient had cancer or not, he or she
23 would draw blood, typically a pretty standard sort of
24 what we call Vacutainer tube, which we're all familiar
25 with at a typical doctor's office.

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1 That sample would then be sent to Helio. And
2 in the clinical trial that we're currently running,
3 which is public, that comes to Helio and either it is
4 sequenced at Helio or it's sent out to a third party.
5 But it's the same process where, regardless, the DNA
6 from that blood sample is first extracted.

7 Once that DNA is extracted, then from there it
8 gets put onto a sequencing platform, whether that be
9 the MiSeq or NovaSeq or any of the other machines that
10 Illumina has.

11 It has been -- and again, please let me know if
12 I'm going into too much detail, but a priori to that
13 there have been certain segments of the DNA for which
14 Helio has designated that it would like to have the
15 genetic information.

16 So we don't sequence 100 percent of the DNA,
17 but there's something called the library prep that
18 basically says okay, I want to read from here to here,
19 I want to read from here to here, I want to read from
20 here to here. Those data then are what the machine
21 gives back, and then that is what's analyzed in our
22 particular case for the methylation of the different
23 genetic markers within the sequenced segments that we
24 want to sequence.

25 JUDGE CHAPPELL: And I guess what I'm trying to

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1 get at is, where is the magic performed that makes
2 Helio's test different from Fred's genome project where
3 he can get a blood sample and put it on the machine
4 just as well?

5 THE WITNESS: Excellent question.

6 So, yes, in terms of --

7 JUDGE CHAPPELL: And again, nothing
8 proprietary.

9 THE WITNESS: No, no. That's -- absolutely.
10 Thank you for the reminder.

11 Extracting the blood is obviously common. The
12 tubes are common. Putting the DNA and sequencing it
13 on the machine, you know, are things that everyone can
14 do.

15 The magic occurs in basically deciphering the
16 information you get back from that sequencing machine
17 and determining what algorithm may or may not predict
18 whether someone has cancer.

19 So it's a combination just of, one, what you're
20 looking for and then the combination of those genetic
21 markers. That's the magic that says, you know, now you
22 can predict using the combination of those whether
23 someone has cancer or not.

24 JUDGE CHAPPELL: And that last scan or I guess
25 evaluation, is that all done by a computer and

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1 algorithm, or do we have people sitting there like the
2 old days looking into a microscope?

3 THE WITNESS: Good question.

4 So let me take a step back, and this will be --
5 I'll be brief here.

6 But if we ask ourselves what -- what's the
7 problem that we're trying to solve, what we're trying
8 to solve here is to take someone's DNA and by
9 analyzing and determining whether that person has
10 cancer or not.

11 So what that means is, we don't know a priori
12 what we're looking for, so looking in a microscope,
13 you know, as it were, isn't helpful.

14 So what we do is we take a lot of samples --
15 and this is important from the research standpoint and
16 really where -- where a lot of the money is poured in
17 and where the magic happens, is the only way to do this
18 is to take many, many thousands of patients that have
19 been confirmed through other methods, call it MRI or
20 something else, do not have cancer and then similarly
21 taking thousands of patients that have been confirmed
22 through something like MRI that do have cancer at
23 various stages. Then you have these two sets of data.
24 And then you analyze them genetically.

25 And to be very clear, even initially we don't

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1 even know what we're looking for, but we sequence as
2 much as we can with an educated guess.

3 Now you take this set of genetic information
4 and this set of genetic information, meaning no cancer
5 and cancer. All that information is fed into a
6 computer. And you're asking the computer can you find
7 some pattern in the ones with cancer that distinguish
8 it from the ones that don't have cancer.

9 That is what we're doing here because the DNA
10 otherwise looks almost identical, and so there's no way
11 to visually look at this. You have to let the computer
12 do it.

13 I will make one more point. This is why it's
14 so critical. The more samples you have in each of
15 these buckets, the more information you're feeding the
16 computer, the more likely it is that the computer will
17 give you a better and better algorithm. And we
18 anticipate that whatever we do today will only get
19 better tomorrow, like most things in technology.

20 Is that helpful?

21 JUDGE CHAPPELL: Yes.

22 And just to follow up, if I understood
23 correctly, at the product development stage, this is
24 not blind. In other words, you know what's positive
25 for cancer and what's not to help you develop the

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1 software?

2 THE WITNESS: You do. You start off as a -- as
3 the R&D sort of, you know, progress grows, initially
4 you're absolutely correct. You are not blinded.
5 You know, you should blind the computer obviously, but
6 you're not blinded. You actually want to collect
7 samples that have been, as we refer to them, well
8 clinically annotated, so you know, you know, basically
9 gender and age and ethnic background and other clinical
10 information and you put them in both buckets.

11 As you start feeling that potentially you have
12 an algorithm that might work, then what ends up
13 happening is that you do sort of self-blind yourself
14 initially. And then ultimately, when you're in the
15 setting of the FDA, this is actually blinded completely
16 by a third party, and then this is the ultimate proof
17 that your algorithm in a blind setting can in fact
18 predict who has cancer and who has not.

19 JUDGE CHAPPELL: When you've got the test
20 developed, would it be fair to call it software or a
21 program, or what terminology would you use?

22 THE WITNESS: The -- yeah. The magic, as you
23 referred to it earlier, we just refer to it as an
24 algorithm, so it's an algorithm that, you know, has
25 multiple inputs that delivers an output that is,

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1 you know, yes for cancer or no for cancer, but we refer
2 to it as an algorithm.

3 JUDGE CHAPPELL: And once you've got the
4 algorithm finalized, then you're sort of on autopilot.
5 The samples come in, you can get the results, and you
6 go on to the next one.

7 THE WITNESS: Well, so I'll pause you there for
8 a second. It depends on where you are in the process.

9 So early in the process you're allowed, as it
10 makes sense -- you're allowed to modify this algorithm
11 and try to improve it as much as you can.

12 When you get to the FDA, right, the FDA then at
13 that point requires you to lock the algorithm, as it
14 were, right. You can't make changes. You basically
15 call your pocket and you say we believe this algorithm
16 will be able to predict cancer or not cancer with this
17 amount of specificity and sensitivity, and at that
18 point it's locked. Prior to that, you know, obviously
19 you're constantly trying to improve it in any ways that
20 you can.

21 JUDGE CHAPPELL: And does Helio have this liver
22 cancer detection product -- is that something that's on
23 the market right now, someone could go to the doctor,
24 get a prescription and have this done?

25 THE WITNESS: It is not. It is currently in

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1 that last phase of clinical development with the
2 Food and Drug Administration.

3 JUDGE CHAPPELL: Okay. Thank you.

4 MR. JOSEPH: Thank you, Your Honor.

5 BY MR. JOSEPH:

6 Q. Dr. Chahine, going back to your answer on the
7 explanation of how the liver test works, in that answer
8 you described sequencing as a different and more robust
9 technology than microarrays.

10 What did you mean by that?

11 A. Well, the microarray technology actually works
12 quite well, but it's also quite old, and so it is
13 limited in the number of genetic markers that it can
14 interrogate.

15 So as I mentioned earlier, at Ancestry we use
16 one that was about 600,000. I don't believe it's
17 actually, you know, any other technology in that
18 platform has any more capacity to do much more than
19 that, where with DNA sequencing you're able to,
20 you know, interrogate the entire genome, if that's what
21 you wanted to do, in the billions of bases, so
22 that's -- that's primarily the difference.

23 Q. And why is that distinction between the number
24 of bases that can be interrogated relevant to Helio's
25 cancer screening development?

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1 A. Well, it goes back to just the broader
2 explanation of research. As I mentioned, when you
3 first start this process of cancer/noncancer, not only
4 do you not know an algorithm, you're not even sure what
5 you're looking for, so the ability to sequence more of
6 that entire genome just gives you more data to
7 potentially find the needle or needles in the haystack
8 that ultimately will determine, you know, what can
9 predict cancer/not cancer.

10 If you limit yourself to, for example,
11 600,000 markers, I could say almost with certainty
12 there's zero chance you're going to catch any markers
13 that can really distinguish, distinguish those in the
14 early R&D phase.

15 Q. So without sharing any competitively sensitive
16 or proprietary information, could Helio's liver test
17 run on a microarray platform?

18 A. It could not today.

19 Q. And again I would caution you to not share
20 anything that Helio considers confidential, so maybe I
21 should ask.

22 You mentioned that Helio has plans to move to a
23 different Illumina platform.

24 Is that considered confidential?

25 A. I would say at a high level, without getting

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1 into any confidential information, I think if you look
2 at the suite of products that Illumina offer, they are
3 designed to sort of scale with the company, so I would
4 say that almost everyone would likely start off with a
5 smaller machine for some of the research but then
6 eventually, you know, if it was successful and there
7 was enough volume, would move up to a NovaSeq, so I
8 would say that's just a general, you know, practice
9 that I think makes sense for small companies.

10 Q. And in your answer right there, you referred to
11 scale.

12 Why is scale relevant to the distinction
13 between a MiSeq and, for instance, a NovaSeq?

14 A. So the instruments have what is we refer to as,
15 you know, a certain amount of capacity to sequence, and
16 so, you know, quite simply on a NovaSeq you would be
17 able to in a single run test the DNA of many more
18 individuals than you would for a MiSeq, right, at least
19 more robustly, and so it just -- it literally is just
20 like a scale. It's almost like using a more powerful
21 computer for computing.

22 The NovaSeq just has a lot of capacity. In the
23 early days, when you're doing few samples, it would be
24 very expensive to run a NovaSeq and only use it at
25 5 percent capacity. But once you start getting to a

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1 higher capacity, right, then NovaSeq provides economies
2 of scale that are advantageous.

3 Q. I think during your exchange with His Honor
4 you referred to locking the algorithm at the FDA
5 level.

6 A. Yes.

7 Q. Could you just explain what you meant by that.

8 A. So obviously during the research and
9 development phase you are allowed to do, you know,
10 pretty much anything to try to optimize the algorithm,
11 but at the end of the day, you know, we have a very
12 rigorous process that says okay, you believe that
13 you're confident that this process including this
14 algorithm can accurately predict whether an individual
15 has cancer or not, and so at that point you say you
16 lock the algorithm. You basically do not change it
17 going forward.

18 And then you conduct your clinical trial,
19 which, you know, for most of these are going to take
20 several years and several thousand patients. And then
21 at the end, you know, you essentially unblind and
22 determine whether your algorithm is correct. But you
23 have to lock it for the FDA.

24 Q. Why is it locked at that stage?

25 A. It's just rigorous. I mean, at that point,

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1 you know, the FDA says, if that's what you're going to
2 take to market and if that is what you're asserting can
3 in fact detect cancer or noncancer, then, you know, you
4 can't -- you can't constantly be changing.

5 And that's true not just for this, but for any
6 clinical trial you have to -- you have to sort of,
7 you know, call your pocket, lock it, and then you run
8 the clinical trial and determine whether you're right
9 or not.

10 Q. Going back to the products that Helio purchases
11 from Illumina, does Illumina -- or does Helio purchase
12 from Illumina any other products than the machines
13 themselves?

14 A. Obviously, there are reagents that go along
15 with the -- with those, those instruments, but other
16 than -- other than that, I don't believe we do.

17 Q. And why do you buy reagents?

18 A. The reagents are specific to Illumina and I
19 think -- well, not I think -- and even specifically to
20 the model that you have, so it's -- it's a
21 razor-razorblade model.

22 Q. So could Helio buy reagents from a different
23 company than Illumina to use on Illumina's machines?

24 A. No.

25 Q. Going back to the -- I forgot to ask you --

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1 going back to the locking, does that -- does Helio
2 continue to develop after locking its assay with the
3 FDA?

4 A. It could, but it has to be separate from that.

5 So, for example, you could lock an algorithm
6 and run a clinical trial. You can continue to do
7 research and development perhaps and very likely
8 improve that over time. Then you would have to go back
9 to the FDA and again, you know, prove that that newer
10 algorithm in fact works, you know, better than the one
11 you had before.

12 Q. Thank you, Dr. Chahine.

13 We've been talking about the HelioLiver test
14 that Helio is developing. I wanted to ask you why
15 Helio has chosen to pursue a liver cancer screening
16 test.

17 A. So liver -- the company has operations both in
18 China and in the U.S. Liver cancer is the number
19 one -- sorry. China has the largest number of liver
20 cancer cases in the world. It's also a large and
21 growing market in the United States. Hepatitis and
22 obesity and increasingly other conditions are
23 increasing the risk of liver cancer, and so a lot of it
24 has to do with just the market opportunity in those
25 markets.

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1 Q. You mentioned that Helio has operations in
2 China.

3 Where does Helio have offices in China?

4 A. In Beijing and in Guangzhou.

5 Q. And how are the Chinese operations related to
6 the U.S. operations for Helio?

7 A. So the companies are completely segregated
8 with respect to research and development, and so all
9 of the work in China is done in China with China
10 samples. All the sequencing that's in China is done in
11 China. All of the algorithm development is all done
12 there. There's no commingling. Everything in the U.S.
13 is there, so it's completely -- it's completely
14 separate, but there are obviously, you know, a common
15 interest and strategies and things like that that can
16 be employed by both, by both regions.

17 Q. And you know, if this goes to sensitive
18 information, you know, please let us know.

19 You know, why does Helio segregate the patient
20 samples between U.S. and China?

21 A. Well, it's just -- I mean, one, there are
22 specific laws to this, but also just it sort of makes
23 good business sense to completely segregate and not
24 commingle any of those data.

25 JUDGE CHAPPELL: I have a question.

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1 Are you familiar with GRAIL's product Galleri?

2 THE WITNESS: I am. I am familiar with that,
3 Your Honor.

4 JUDGE CHAPPELL: Do you happen to know how is
5 it that that product is available, someone could go to
6 a doctor, get a prescription, and get a test result,
7 yet, as far as we've heard, the FDA hasn't approved it
8 yet, at least for some uses?

9 THE WITNESS: Absolutely.

10 JUDGE CHAPPELL: If I've misstated something,
11 correct me.

12 THE WITNESS: No, you didn't.

13 JUDGE CHAPPELL: I'm just trying to follow the
14 evidence here.

15 THE WITNESS: You didn't. And it's a little
16 complex, and I'll try to make it clear for you because
17 you're absolutely correct.

18 JUDGE CHAPPELL: I understand that I can ask
19 GRAIL that, but I want to get your perspective.

20 THE WITNESS: Sure. Sure. And I don't believe
21 they're going to give a different answer here. This is
22 pretty -- I think pretty straightforward in terms of
23 the way that the regulatory framework is in the
24 United States.

25 So in the United States there are really two

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1 major options for bringing a diagnostic test to
2 market.

3 The first is to go through this FDA process
4 that we've been discussing. If you go through that
5 process, it officially is called an IVD, which stands
6 for an in vitro diagnostic test. And then you can sell
7 the test under the FDA purview.

8 We have a second way that you can launch a
9 product in the United States, which is under a
10 separate statute called CLIA, which is the
11 Clinical Laboratory Improvement Act. That is run not
12 by the FDA but by a different government agency. I
13 want to say it's either CMS or it may be HHS. But it's
14 run by a different agency.

15 And in that scenario, the requirement is that
16 a physician under the practice of medicine can then
17 order that test for a patient. And so long as the
18 laboratory that is being used to do the actual
19 diagnostic testing complies with the CLIA statute, then
20 that is a separate -- a separate way that you can order
21 a test.

22 And there are tests in both of these camps in
23 the United States.

24 JUDGE CHAPPELL: And as far as you know, that
25 statute ensures safety and efficacy?

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1 THE WITNESS: So you should definitely get an
2 expert. I'm fairly certain I know the answer.

3 The CLIA lab standard is really more about the
4 laboratory quality, robustness, accuracy of the test.
5 There is no requirement I do not believe on the
6 efficacy, and if it is, it's not as rigorous as what
7 the FDA would require.

8 JUDGE CHAPPELL: And the first route you
9 described via FDA, would that mean that you've got
10 approval for insurance companies to pay for part of the
11 test if you go that route?

12 THE WITNESS: Again, a little more
13 complicated.

14 The insurance -- there's really essentially,
15 call it, two groups of insurance in the United States.
16 One is CMS or, you know, sort of our national
17 insurance, if you will, and then the private payers.

18 For each of the private, call it, or public
19 payers, they make their own decision as to whether
20 it's going to require FDA approval for reimbursement or
21 not.

22 CMS with respect to early cancer detection had
23 a guidance that came out in January I believe of this
24 year stating that it would require FDA approval for
25 reimbursement under CMS. To the best of my knowledge,

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1 on the private payer side, no clear decision has been
2 made, and each private payer can make their own
3 decision whether they will require FDA approval for
4 reimbursement or not.

5 JUDGE CHAPPELL: And CMS would be Medicaid and
6 Medicare reimbursement?

7 THE WITNESS: Center for Medicare Services.
8 Yes.

9 JUDGE CHAPPELL: Thank you.

10 BY MR. JOSEPH:

11 Q. Dr. Chahine, could you please explain the
12 development process that Helio has undergone at this
13 point with regard to the HelioLiver test.

14 A. Yes.

15 So very much what I explained earlier. The
16 company collected samples from patients that did not
17 have cancer based on the diagnosis of some other
18 method, particularly imaging, versus patients that have
19 had cancer or have cancer, and then it has sequenced
20 both of those samples and then done, you know, what
21 we've discussed, which is basically compare not just
22 genetic sequence but in particular the methylation
23 signature of the cancer/noncancer group to try to
24 identify markers that would lead to an algorithm that
25 could accurately predict whether an individual had

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1 cancer.

2 Q. And you've mentioned that Helio is undergoing
3 clinical trials for HelioLiver?

4 A. It is.

5 Q. How many clinical trials has Helio undergone
6 for HelioLiver to date?

7 A. There's one trial that's, you know, publicly
8 available in ClinicalTrials.gov. There's only one.

9 Q. We've been focusing on the HelioLiver test,
10 but earlier you testified that Helio is creating an
11 MCED test.

12 And again, without sharing any competitively
13 sensitive or proprietary information, could you
14 describe the Helio MCED test for the court, please.

15 A. Well, yeah.

16 So there's nothing really proprietary here, and
17 I would say that, you know, for the entire industry I
18 think everyone understands that the value of going to a
19 blood-based test is this ability to now be able to
20 now -- to be able to interrogate not just for a single
21 cancer but for multiple cancers.

22 So I think -- I think it would be hard to find
23 anyone in this industry that would say that all of
24 these tests aren't eventually going to become a
25 multicancer screening test. And I think what we're

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1 witnessing today is really just a strategy for how you
2 get there. And where GRAIL has chosen to do multiple
3 cancers at one time, Helio and a few others have taken
4 a strategic approach to say let's get one cancer done
5 right and then add a second and a third and a fourth.

6 So it's not proprietary. I think it's common
7 that anyone in this category using blood is ultimately
8 moving in that direction, and as I said, it's really a
9 matter of the strategy to get there that we're really
10 debating.

11 Q. So why has Helio elected to start with one
12 cancer and then grow the test?

13 A. I mean, there -- look, there are a couple of
14 sort of scientific but also some practical reasons.
15 It's, you know, if -- if finding an algorithm that
16 accurately predicts whether someone has liver cancer or
17 not and you're doing R&D on a large number, thousands
18 and thousands of patients in both of these camps,
19 you know, the problem only grows, not even linearly.
20 It probably gets exponentially harder if you're adding,
21 you know, five and ten cancers, and so just from a
22 practical standpoint, a small company trying to go
23 after multiple cancers at the same time I think is just
24 really just not feasible.

25 So I think I would say, you know, money --

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1 you know, money and resources is probably a big part of
2 that.

3 Q. You mentioned a problem in the course of your
4 answer there. You said "you know, the problem only
5 grows, not even linearly."

6 What problem are you referring to?

7 A. The problem I'm referring to is this idea of
8 like what genetic markers predict whether someone has
9 liver cancer or not liver cancer, so that's one --
10 that's one problem, right. We need to figure that
11 out.

12 But the problem when I say it doesn't grow
13 linearly is now we've added colon cancer to that mix.
14 You're still trying to differentiate, you know,
15 non-colon cancer from colon cancer, but now you've
16 introduced more variables like liver. Now you add
17 breast cancer on top of it.

18 My point is that, you know, this problem
19 becomes more and more complex. What you're asking the
20 computer to do now is not only differentiate between
21 cancer and not cancer on a single cancer, you're asking
22 it to differentiate cancer and not cancer on the -- on
23 multiple cancers and also make sure that a colon cancer
24 isn't also recognized as a liver cancer, right. It has
25 to be specific even within cancer.

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1 So that's what I mean that the problem only
2 grows, because it becomes an exponentially harder
3 problem in my mind.

4 Q. And today what NGS platform has Helio used in
5 its development, research and development of the Helio
6 MCED test?

7 A. The one I'm familiar when I was there while we
8 were using sequencing, I believe it was for a lot of
9 the research work, because again -- and I keep going
10 back to the same thing and I apologize -- because at
11 this point in research you don't know what you're
12 looking for, you'd like to sequence a superset of
13 genetic information to then give the algorithm and the
14 computer as much information as possible, so I believe
15 those have all been outsourced to a third party that
16 has I believe it's an X10 machine, but it may be a
17 NovaSeq. In any event it's one of their top two
18 machines that allows for, you know, gathering of large
19 amount of genetic information.

20 JUDGE CHAPPELL: I think you said earlier that
21 targeting one cancer, for example, for an organ versus
22 multicaners is not feasible for a small company
23 because of money.

24 What would unlimited funds provide that the
25 small company doesn't have that would make a difference?

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1 THE WITNESS: The R&D process, Your Honor, here
2 is extremely expensive, right, so what you're -- there
3 are really two -- and I would say there are two major
4 costs.

5 The first is acquiring the actual samples, so
6 this idea of going to a clinical site, a major medical
7 center, and saying, I would like for you to, when a
8 patient comes in, run this protocol. If the patient
9 doesn't have cancer and they meet all these other
10 criteria, please, you know, sort of enroll them, if you
11 will, in this trial. Because we want to use their DNA,
12 they have to be consented, you know, informed consent,
13 et cetera. If they have cancer, likewise, put them in
14 a different bucket.

15 So that's a very expensive process. An MRI in
16 this country is, you know, several thousand dollars, as
17 an example, and that's what you have to use to prove
18 whether the individual has cancer or not or the patient
19 has cancer or not.

20 So that's one major cost. And then the second
21 major cost is the sequencing.

22 So now you're taking all of that, all of those
23 samples from thousands and thousands of patients, and
24 then you're sequencing it, and that's your second major
25 cost.

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1 So it's a combination of both those costs,
2 Your Honor, that make it very, very expensive. If
3 you -- right, if you were to do -- you know, I think
4 you can -- this is not about Helio, but you can do
5 back-of-the-envelope calculation from several other
6 companies in the category.

7 If you used a ballpark number of, you know,
8 call it, \$10,000 per patient, right, you can see how
9 very quickly, you know, wanting, call it, a million
10 patients, which would be lovely from a, you know,
11 machine learning or artificial intelligence, right,
12 that would be ideal for the machine, that would get
13 very, very prohibitively expensive pretty quickly, so
14 that's what I mean, Your Honor, about, you know, the
15 limitation.

16 JUDGE CHAPPELL: I noticed you didn't mention
17 brain power or talent. Is that not a factor?

18 THE WITNESS: Absolutely. For sure. There's
19 no question that there are a lot of other things that
20 go in there, and obviously, you know, sort of your
21 employee base is absolutely going to be critical for
22 sure.

23 JUDGE CHAPPELL: Are there enough people
24 available who have the brain power and talent to do
25 this work, or is there a shortage?

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1 THE WITNESS: I would say that we're seeing a
2 pretty tight job market in anyone in this area for
3 sure. I think that like anything else, you know, the
4 top level of individuals are certainly harder and
5 harder to find without question, yeah.

6 JUDGE CHAPPELL: Thank you.

7 BY MR. JOSEPH:

8 Q. Dr. Chahine, has Helio told investors that it's
9 developing an MCED test?

10 A. It has. Yeah, it has.

11 And I think the strategy as I've communicated
12 it to investors and I think is being communicated to
13 investors today is exactly what I've mentioned, that,
14 you know, ultimately the category is going in this
15 direction but that we're choosing to, for the reasons
16 I've mentioned, doing a single test first.

17 Q. And just to be clear, has Helio yet
18 commercialized its MCED test?

19 A. It has not.

20 Q. As part of Helio's pipeline that you've
21 referred to of adding multiple cancers, how many
22 cancers is Helio planning to eventually capture in its
23 MCED test?

24 A. Well, I would say again consistent with the
25 strategy that Helio and I think others are pursuing,

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1 you would start with whatever your first cancer is,
2 whether it be liver or colon, I think, you know,
3 obvious cancers. I'm not giving away anything
4 proprietary here. You know, colon obviously is a very,
5 very large market. You know, breast cancer is another
6 very large market.

7 But there are other cancers like, you know,
8 like lung, and sadly there's no shortage of other
9 cancers, so I would say, you know, in general those
10 are -- those are, you know, big killers and large
11 markets, and I think everyone would -- you know, would
12 agree that those would be really ideal if you could
13 find a way to identify those.

14 JUDGE CHAPPELL: You may have said this and I
15 missed it.

16 How many cancers need to be detected for a test
17 to be considered by you as an MCED?

18 THE WITNESS: Well, I mean, technically
19 speaking, I would say that at the point that you
20 started to test more than one you're down that path.

21 JUDGE CHAPPELL: So more than one.

22 THE WITNESS: Correct.

23 JUDGE CHAPPELL: Thank you.

24 BY MR. JOSEPH:

25 Q. I think you mentioned liver, colon, breast and

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1 lung.

2 How about beyond those cancer types? Does
3 Helio have plans to expand beyond that?

4 A. There are many others that we have done,
5 you know, very limited research on. You know, there --
6 again, sadly, there's no limit it seems like to the
7 number of cancers, but things like, you know, ovarian
8 cancer is a huge killer. Esophageal cancer is another
9 one.

10 So, so honestly, you know, the list is sort
11 of -- there's a long tail I guess is the way I would
12 put it in terms of other cancers. But in terms of,
13 you know, any real sort of conversation, I think
14 everyone in the market for the most part right now is
15 targeting some of those major ones.

16 Q. A couple times you've referenced sort of the
17 gravity of cancer types.

18 How -- how is Helio prioritizing certain cancer
19 types over others?

20 A. Well, it's really a combination -- it's really
21 like a business decision and a combination of, say,
22 very broadly two or three things.

23 One is just the challenge, how challenging do
24 we believe that it would be to develop a test that
25 could develop -- sorry -- that could distinguish

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1 between cancer and noncancer. And that could be
2 everything from how much research has been done,
3 you know, to date by others that could help you do it,
4 so I think that's one major consideration.

5 A second consideration is the cost of that, so
6 how large is your clinical trial.

7 For example, in a liver cancer trial, it will
8 be significantly smaller than a colon cancer trial, and
9 that has to do with statistics, which we can discuss if
10 important.

11 But that's another, you know, sort of,
12 you know, consideration and then just also from a
13 business standpoint what is -- what alternatives are
14 available for individuals if this test weren't,
15 you know -- if this test weren't out there, what could
16 you do.

17 So, for example, for colon cancer, as
18 unpleasant as some people may find it, right, there is
19 a colonoscopy that's available, right, so you're
20 always looking at, you know, what are the other
21 alternatives, how good are they, how well will the
22 market accept it, so it's a -- it's, you know, a lot of
23 factors that go into deciding which cancer you'd like
24 to go into.

25 Q. How about how common a cancer is? Is that

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1 relevant?

2 A. It is, and it plays into many factors, one --
3 you know, one the market size obviously, so the more
4 prevalent the cancer is, then obviously the larger
5 market. But it also has implications with respect to
6 the clinical trial, the clinical trial design, the
7 statistics that go into it.

8 And even going back to your R&D, the more
9 prevalent, right, again, if a cancer is more prevalent,
10 the likelihood for you to be able to get that
11 noncancer/cancer bucket is better. The rarer it is,
12 right, the more difficult these samples are even to
13 get, so again, you know, it just -- the costs of these
14 rarer cancers are just going to get more and more
15 expensive.

16 Q. How about how lethal a cancer type is?

17 A. For sure that -- that goes to unmet need in the
18 market, so if there's something like a pancreatic
19 cancer is a good example where, very deadly, we have
20 nothing, to my knowledge, that really can predict
21 whether someone has that pancreatic cancer.

22 Having said that, you know, I think there are
23 other challenges that are potentially keeping,
24 you know, keeping anyone from trying to develop that,
25 so again it's a complicated answer. That's certainly a

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1 factor but not the only factor.

2 Q. We've been -- I've been using the term
3 "cancer type" quite frequently.

4 How does -- how does Helio define cancer
5 types?

6 A. That's a very, very good question.

7 We are today and even, you know, in our
8 conversations here and I would say broadly in the
9 category using organs to define the cancers, but it's,
10 frankly, far more complicated than that. And even
11 within a certain organ you could have different cancer
12 types and even different algorithms that would identify
13 a certain cancer type or not, so, you know, I don't
14 know how deep or how important it is to get into this,
15 but I think everyone is using sort of a broad, broad
16 organ-based definition, which is probably not
17 scientifically the best, but it suits our purposes for
18 today.

19 Q. Dr. Chahine, are you familiar with the
20 American Joint Committee on Cancer's definition of
21 cancer types?

22 A. You know, I'm not.

23 Q. So I assume it's safe to say, does Helio follow
24 the American Joint Committee on Cancer types
25 definition?

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1 A. Truthfully, I would say maybe we do, but I
2 don't know the -- I honestly don't know the guidelines
3 well enough to be able to answer that.

4 Q. In its research and development so far, has
5 Helio placed a limit on the number of cancers that it's
6 seeking to screen for on its MCED test?

7 A. Long-term, the aspirations are, you know, very
8 large, right, so -- so no. It's really, as I've said,
9 the strategy for how to get from, you know, one to many
10 and which ones you choose and how do you combine them,
11 et cetera.

12 Q. Thank you, Dr. Chahine. And we will come back
13 to Helio's cancer screening tests more in the in camera
14 portion of your testimony.

15 I now want to ask you some questions about
16 Helio's consideration of NGS alternatives to Illumina.

17 My understanding is that Helio did not request
18 in camera treatment for some of these topics, so please
19 do not -- but did on others, so please do not share
20 anything competitively sensitive as I go into this line
21 of questioning.

22 A. Great. Thank you.

23 Q. During your time at Helio, what NGS
24 alternatives to Illumina did Helio consider for its
25 HelioLiver test?

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1 A. To be honest, there wasn't very serious
2 consideration to alternatives at this point. I think
3 that we already had purchased that machine prior to me
4 joining, so a decision had sort of been made.

5 Two, when you look at third parties, while they
6 all offer or a lot of them offer all different
7 alternatives, I think the Illumina platform is by far,
8 you know, sort of the preferred one that's used even at
9 third-party shops. And Illumina sequencing is,
10 you know, really considered, you know, the leading one
11 for many different -- for many different reasons.

12 So there was not real serious consideration to
13 switching from the Illumina platform that had been
14 selected.

15 Q. To your knowledge, why is Illumina the
16 preferred platform, as you put it?

17 A. You know -- and I'm not, you know, in the
18 laboratory, but I can say, you know, sort of from a
19 business standpoint, you know, it is just considered
20 the top technology with respect to its ability to
21 sequence, you know, accurately -- you hear that quite a
22 bit -- obviously, you know, scale, and I think,
23 you know -- and I think at larger scales also,
24 you know, some economies of scale that are very -- that
25 are very useful.

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1 MR. JOSEPH: Your Honor, I think at this time
2 it's best to move into the in camera portion of the
3 hearing to address some of the information that the
4 court and Helio has deemed sensitive.

5 JUDGE CHAPPELL: All right.

6 The public who are calling in will be moved
7 into a waiting room for the in camera session and will
8 be brought back into the courtroom after we go back to
9 a public session.

10 I need the lead or questioning counsel for each
11 party to view the list of the participants on the Zoom
12 screen and verify that there are no participants in the
13 courtroom who should not be there.

14 If there is anyone who is not authorized to be
15 in an in camera session, you are to instruct that
16 person to use the Raise Hand function in the Zoom
17 screen. OpenExchange will then move that person into a
18 waiting room.

19 Go ahead.

20 (Pause in the proceedings.)

21 SCOTT: Your Honor, this is Scott. We have the
22 attorney for the next witness in. I'm not sure if it's
23 appropriate for him to stay or not.

24 JUDGE CHAPPELL: Probably not.

25 SCOTT: All right. So Mr. Brent Yarnell, I'm

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1 going to move you into the isolation chamber, so to
2 speak. Bear with me a moment as I do that.

3 Where are you? He may have dropped.

4 Yeah, it looks like he dropped.

5 Okay.

6 JUDGE CHAPPELL: I believe the next witness is
7 Guardant based on an email I received. However, not
8 knowing what we're going to go into, it's safer not to
9 have an attorney for Guardant in the session.

10 MR. JOSEPH: Your Honor, there's one name that
11 I didn't recognize -- it's under Illumina --
12 Veronica Silva.

13 SCOTT: Veronica is in on our list and she is
14 allowed to stay.

15 JUDGE CHAPPELL: Has the public feed been cut?

16 SCOTT: Yes, it has.

17 JUDGE CHAPPELL: All right. Good.

18 So you do that when I read the first part of my
19 presentation?

20 SCOTT: When you're done with that bit, we move
21 them in.

22 JUDGE CHAPPELL: Sounds good.

23 All right. I think -- anyone else look
24 suspicious?

25 Mr. Stark, you're muted. I don't know if you

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1 said anything.

2 MR. STARK: No, sir. I think we're okay,
3 Your Honor.

4 (Whereupon, the proceedings were held in
5 in camera session.)

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1 (The following proceedings were held in
2 in camera session.)

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25 (End of in camera session.)

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1 (The following proceedings continued in
2 public session.)

3 JUDGE CHAPPELL: Let me know when we're ready.

4 SCOTT: The phone line is in, but I want to
5 move the other people in as well.

6 JUDGE CHAPPELL: All right.

7 SCOTT: And just so you know, we have the next
8 witness and that witness' attorney also on, but since
9 it's public session I didn't think it would be a big
10 deal, but I can move them out again if you'd prefer.

11 JUDGE CHAPPELL: I think that's fine.

12 SCOTT: Okay. The public line is in and the
13 people are back in. You should be good to proceed,
14 Your Honor.

15 JUDGE CHAPPELL: All right. Continue with your
16 public version of the cross-examination.

17 MR. STARK: Thank you, Your Honor.

18 - - - - -

19 CROSS-EXAMINATION (continued)

20 BY MR. STARK:

21 Q. Dr. Chahine, besides GRAIL and Helio, there
22 are a number of other companies that are seeking to
23 bring an early cancer screening test to market;
24 correct?

25 A. Definitely. Yes.

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1 Q. And you estimated in your deposition that there
2 may be somewhere between ten and twenty additional
3 companies potentially pursuing the area of early cancer
4 screening; correct?

5 A. Correct.

6 Q. But none of those multicancer tests have
7 launched on the market yet aside from Galleri; right?

8 A. That's my understanding. Yes.

9 Q. The success of various early cancer screening
10 tests will depend on various technical, scientific and
11 regulatory variables; right?

12 A. Definitely.

13 Q. And each of the tests in development could
14 ultimately be differentiated from one another;
15 correct?

16 A. Well, ultimately they could be. At this point,
17 it's -- you know, it's too early to say what and
18 you know, what that those differentiations would be,
19 but certainly they could be.

20 Q. And they could focus on different types of
21 cancers, for example; right?

22 A. That is one example.

23 Q. And they could use different technologies;
24 right?

25 A. Correct.

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1 Q. And the different cancer screening tests in
2 development could have different levels of sensitivity;
3 right?

4 A. They definitely could.

5 Q. And different levels of specificity; right?

6 A. Correct.

7 Q. And they could be approved by the FDA for
8 different uses; right?

9 A. The intended uses could be different.

10 Q. And they could be covered by third-party payers
11 for different uses; right?

12 A. Correct.

13 Q. Can you say with any certainty which of the
14 competing tests will actually come to market?

15 A. Absolutely not.

16 Q. Can you say with any certainty which of the
17 competing tests will actually compete with GRAIL's
18 multicaner test?

19 A. I do not know specifically which ones would.
20 No.

21 Q. Can you say with any certainty which screening
22 test providers will be the market leaders in the
23 future?

24 A. No.

25 Q. And would you agree that there's no way to

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1 predict five years from now or ten or fifteen years
2 from now which of these various companies developing
3 early cancer screening tests is actually going to be
4 successful in bringing an early cancer screening test
5 to market?

6 A. What we know is what we know now, and no, I
7 would not attempt to predict fifteen years from now.

8 Q. And now, would you agree that start-ups like
9 GRAIL and Thrive Earlier Detection were developing
10 blood tests to detect multiple types of cancer where --
11 is that correct?

12 A. Yes.

13 Q. And would you also agree that LAM, now known as
14 Helio, is pursuing a series of tests for specific
15 cancers?

16 A. As we discussed, yes. Liver cancer in
17 particular.

18 Q. And that's something that potentially
19 differentiates GRAIL and Thrive on the one hand from
20 Helio's approach; right?

21 A. As we discussed in terms of strategy, yes.

22 Q. Now, Dr. Chahine, as of today, there's no
23 multicancer early detection screening test that has
24 been approved by the FDA; right?

25 A. Yeah. Not to my knowledge.

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1 Q. And as of today, HelioLiver has not been
2 approved by the FDA; right?

3 A. Correct.

4 Q. Now, is it true that FDA approval is one of the
5 hurdles to widespread availability of a multicancer
6 screening test?

7 A. It certainly could be, could be important. It
8 depends on the test and a lot of other factors but
9 certainly could be.

10 Q. Now, if one company's multicancer screening
11 test is approved by the FDA, that could make it easier
12 for another company to bring a different multicancer
13 test to market; right?

14 A. Potentially. Yes.

15 Q. And you testified in your deposition that the
16 FDA follows precedence; right?

17 A. I don't remember testifying that, but I -- but
18 that's true.

19 Q. And given that the FDA follows precedent, any
20 one test that breaks new ground with the FDA would help
21 others to follow along in its footsteps with the FDA;
22 right?

23 A. There's definitely some learnings from the
24 previous, you know, from people ahead of you.

25 Q. So if GRAIL accelerates the process by which it

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1 gets FDA approval for its early cancer screening test,
2 that could accelerate the process by which other
3 companies get FDA approval for their cancer screening
4 tests; right?

5 A. Possibly.

6 Q. Now, when third-party payers like Medicare
7 consider providing reimbursements for laboratory tests,
8 they also consider precedent, whether they've already
9 reimbursed similar tests; right?

10 A. Don't know the process intimately, but I
11 suspect that that's true.

12 Q. And if one company's multicancer screening test
13 gets covered reimbursed by Medicare, that can grease
14 the skids for other companies who want to get
15 reimbursement for similar tests, and so they'll have an
16 easier time; isn't that fair?

17 A. I think that's a fair statement, yes.

18 Q. So if GRAIL accelerates the process by which it
19 gets reimbursement for its early cancer screening test,
20 that could accelerate the process by which other
21 companies qualify for reimbursement for their cancer
22 screening tests; right?

23 A. That possibly --

24 MR. JOSEPH: Objection as to foundation to
25 answer that question.

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1 JUDGE CHAPPELL: Any response?

2 MR. STARK: Yeah. Your Honor, the witness has
3 given fairly extensive testimony today about the
4 process of getting reimbursement coverage, and so
5 forth. I mean, it's clearly something he's
6 knowledgeable about with respect to his company and his
7 company's participation in the area.

8 JUDGE CHAPPELL: Based on the objection, lay a
9 foundation and then ask.

10 BY MR. STARK:

11 Q. Let me ask you this.

12 Dr. Chahine, in your deposition, did you
13 testify that there's certainly something to be said
14 for being second and following someone who's ahead of
15 you?

16 A. I don't recall specifically those words, but
17 there are some advantages for sure.

18 Q. And would one of the advantages of being
19 second and following someone else who's ahead of you
20 being -- be making it easier to get reimbursement
21 coverage?

22 A. It lays -- look, it lays a path or a
23 foundation for what you may need to prove to get -- to
24 get reimbursement.

25 MR. JOSEPH: I'm objecting, my same -- renewing

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1 my same objection from before. Sorry. I did not get
2 it in before the witness answered.

3 MR. STARK: So I'm going to shift gears
4 slightly here.

5 MS. GOSWAMI: Just one moment. My apologies.

6 I believe there's a witness on from
7 complaint counsel. My understanding is that witnesses
8 are not supposed to be listening to other witness
9 testimony.

10 JUDGE CHAPPELL: I thought it was an attorney.
11 I must have misunderstood Scott.

12 SCOTT: Yes, sir, I did mention that it was a
13 witness and their attorney.

14 JUDGE CHAPPELL: Drop them.

15 SCOTT: Okay. Will do.

16 JUDGE CHAPPELL: Thank you.

17 Now, do we have any pending objections here?

18 I need to let the witness know, when you hear
19 an objection, just hold your answer.

20 THE WITNESS: I will. Thank you.

21 MR. STARK: I'm moving to a new question,
22 Your Honor.

23 MR. JOSEPH: Your Honor, because the witness
24 had answered the question, it's already at least
25 written down in my realtime, I would move to strike the

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1 answer unless foundation is established.

2 JUDGE CHAPPELL: And which question and answer
3 is that?

4 MR. JOSEPH: Mr. Stark asked: And one of the
5 advantages of being second and following someone else
6 who's ahead of you being making it easier to get
7 reimbursement coverage?

8 And then the witness answered right after that,
9 before I got my objection in.

10 JUDGE CHAPPELL: I'm going to allow that
11 answer. Let's move along.

12 Objection overruled.

13 BY MR. STARK:

14 Q. Dr. Chahine, you would agree that if GRAIL gets
15 its early cancer screening test out to market at scale,
16 that would be a positive for society; right?

17 A. Any kind of early cancer screening test that
18 would be I think good for society.

19 Q. And getting GRAIL's Galleri test out to the
20 public at scale would save lives; right?

21 A. I think early cancer detection in general
22 certainly has that potential.

23 Q. The sooner any company gets its early cancer
24 screening tests to market, the sooner those societal
25 benefits will be realized; right?

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1 A. Certainly.

2 MR. STARK: Your Honor, I have no further cross
3 at this time subject to any redirect.

4 JUDGE CHAPPELL: Any redirect?

5 MR. JOSEPH: Not at this time, Your Honor -- or
6 no, Your Honor. Thank you.

7 JUDGE CHAPPELL: Okay. Thank you, sir. You're
8 excused. You may stand down.

9 THE WITNESS: Thank you very much.

10 JUDGE CHAPPELL: All right. Since it takes
11 time to call a new witness, we'll go ahead and take our
12 lunch break now. We will reconvene at 2:25, 2-2-5.

13 We're in recess.

14 (Whereupon, at 1:18 p.m., a lunch recess was
15 taken.)

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1 AFTERNOON SESSION

2 (2:30 p.m.)

3 JUDGE CHAPPELL: Back on the record. Call your
4 next witness.

5 MS. MUSSER: Good afternoon, Your Honor. I
6 would like to introduce you to my colleague, David
7 Gonen, who will be calling Complaint Counsel's next
8 witness.

9 JUDGE CHAPPELL: All right.

10 MR. GONEN: Good afternoon, Your Honor. David
11 Gonen on behalf of Complaint Counsel. Complaint
12 Counsel calls as its next witness Ms. Darya Chudova,
13 senior vice president of technology at Guardant Health.
14 Whereupon--

15 DARYA CHUDOVA

16 a witness, called for examination, having been first
17 duly sworn, was examined and testified as follows:

18 JUDGE CHAPPELL: Go ahead.

19 MR. GONEN: Your Honor, I just want to state
20 that Ms. Chudova is represented today by counsel from
21 Sullivan & Cromwell, Sophie Vandergrift.

22 MS. VANDERGRIFT: Good afternoon. Sophie
23 Vandergrift on behalf of Guardant Health and the
24 witness, Dr. Chudova.

25 JUDGE CHAPPELL: All right.

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1 DIRECT EXAMINATION

2 BY MR. GONEN:

3 Q. Good morning, Ms. Chudova. It's afternoon
4 here, but I know it's morning still where you are.

5 Could you spell your first and last name for
6 the court reporter?

7 A. Yes, good afternoon. My name is Darya, this is
8 D, as in dog, A-R-Y-A, and the last name is Chudova,
9 C-H-U-D-O-V-A.

10 Q. Before we proceed, is there any reason that you
11 are not able to provide truthful and complete testimony
12 today?

13 A. No.

14 Q. Are you presently employed, Ms. Chudova?

15 A. That is correct.

16 Q. Who is your employer?

17 A. Guardant Health.

18 Q. What is Guardant Health?

19 A. Guardant Health is a clinical diagnostics
20 company that is developing tests for oncology
21 applications presently using liquid biopsy approach.

22 Q. When did you start working at Guardant Health?

23 A. I started in 2015.

24 Q. And may I refer to Guardant Health as just
25 "Guardant"?

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1 A. Yes.

2 Q. What is your current position at Guardant?

3 A. I am a senior vice president of technology.

4 Q. How long have you been senior vice president of
5 technology at Guardant?

6 A. I would guess approximately three years. Prior
7 to that, I was a vice president of technology and
8 senior director of bioinformatics within Guardant
9 Health.

10 Q. Ms. Chudova, I want to take a moment to make
11 sure you understand that we are in a public session of
12 this hearing right now. I will try not to ask you
13 questions during this public session that would require
14 you to reveal any of Guardant's proprietary information
15 or competitively sensitive business information.

16 Please keep in mind that this portion is
17 public, and if you think you would need to reveal any
18 such information, please just indicate that, and we can
19 return to the question later when we're in an in camera
20 session. The in camera session will be closed to the
21 public.

22 Do you understand?

23 A. Understood.

24 Q. What are your responsibilities in your present
25 role as senior vice president of technical --

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1 JUDGE CHAPPELL: Mr. -- is it Gonen?

2 MR. GONEN: Yes.

3 JUDGE CHAPPELL: You are going to have to
4 refrain from shuffling papers on top of the microphone.
5 It's covering up everything else we hear.

6 MR. GONEN: Understood, Your Honor. Thank you.

7 JUDGE CHAPPELL: Not on top of, but near the
8 microphone. It apparently is closer to the microphone
9 than you are.

10 MR. GONEN: Understood.

11 BY MR. GONEN:

12 Q. I'll repeat my question.

13 Ms. Chudova, what are your responsibilities in
14 your present role as senior vice president of
15 technology at Guardant?

16 A. I oversee technology development projects at
17 Guardant that contribute to our clinical diagnostic
18 assays. Up until very recently, I was responsible for
19 the entire technology staff. In the recent weeks or
20 so, my role changed to focus on screening applications.

21 Q. What are the technology development projects at
22 Guardant that you oversee?

23 A. Over the last six years, I oversaw development
24 of clinical diagnostic tests that Guardant was
25 developing in aiding in identification of treatment

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1 options for patients with advanced cancer. These are
2 products that Guardant was originally founded to
3 develop early on, and we have taken them through FDA
4 approvals during my tenure here as part of my
5 responsibility.

6 We initiated development of clinical diagnostic
7 tests in other clinical application areas in oncology
8 during my tenure here, and my team was responsible for
9 developing products for minimal residual disease
10 testing, as well as screening applications.

11 Q. So have you overseen different R&D teams within
12 Guardant?

13 A. I've been here about six years, so the teams
14 have been evolving during these six years, but my
15 responsibilities encompassed those areas over time.

16 Q. And could you just list the different areas of
17 R&D that you've overseen?

18 A. So from the application perspective, from where
19 the tests are being used, there are three distinct
20 clinical categories of the market where we give out
21 products. One is the advanced cancer setting, where we
22 develop products to aid in identifying biomarkers that
23 match patients to the relevant treatment categories,
24 and we refer to these products as treatment selection
25 products, which are based on liquid biopsy.

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1 The second area that I mentioned is used in the
2 space of detecting minimal residual disease, which is
3 applicable to patients in earlier stage of disease than
4 advanced cancer that I mentioned earlier.

5 And the third area is developing applications
6 for screening populations, which is patients who are
7 not yet diagnosed with cancer. So these three areas
8 span applications for patients in different phases of
9 their cancer diagnosis, from late stage to earlier
10 stage to undiagnosed patients.

11 Q. Are you familiar with the technological
12 requirements of Guardant's tests?

13 A. Yes, absolutely.

14 Q. How are you familiar with that?

15 A. I am familiar with that since I've been very
16 intrinsically involved with the team, starting from a
17 very small team of about eight or ten people in the
18 research and development organization six years from
19 now and being on the ground with that team as Guardant
20 was developing all of its technologies in this period
21 of time, to overseeing a larger team, as I mentioned,
22 developing applications in the three diverse areas.

23 Q. Have your responsibilities included evaluating
24 next-generation sequencing technologies for Guardant's
25 tests?

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1 A. All of the applications that we are developing
2 today in diagnostic tests involve next-generation
3 sequencing -- or NGS -- as part of the work flow. So
4 in order for us to build a system that works, we
5 necessarily have to make sure that the next-generation
6 sequencing component of that system also works and fits
7 for the purpose of what we're developing.

8 Q. And do you have any responsibilities related to
9 sales and marketing?

10 A. I do not.

11 Q. Do you have any responsibilities related to
12 competition or competitive intelligence?

13 A. I do not have any responsibilities related to
14 competitive intelligence. My -- part of the research
15 team that we have is looking out for other technologies
16 we could be bringing into our development areas, and so
17 from that point of view, that part of the team is
18 familiar with the developing field of technologies
19 relevant to our space, but not from a business
20 intelligence/competitive perspective.

21 Q. Do you have any responsibilities related to
22 customer research or customer preferences?

23 A. No, I do not.

24 Q. Someone came off of mute.

25 JUDGE CHAPPELL: Is anyone in a room where you

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1 hear that voice?

2 MS. GOSWAMI: Yeah, I believe that's the public
3 line.

4 JUDGE CHAPPELL: The public line should be
5 quiet. They're just listening. They're not -- we
6 can't hear them.

7 SCOTT: It's set up that way, Your Honor.

8 JUDGE CHAPPELL: Did you hear that cross-talk,
9 Scott?

10 SCOTT: I did not, but I'm listening a little
11 closer now. I did actually mute the public line as
12 soon as I heard that, because that makes no difference
13 if I mute them or not, if they're muted themselves, but
14 we'll see if that continues.

15 JUDGE CHAPPELL: All right. Go ahead.

16 MR. GONEN: Thank you, Your Honor.

17 BY MR. GONEN:

18 Q. Ms. Chudova, would you please briefly explain
19 your educational background, beginning with college?

20 A. Yes. My primary educational background is in
21 the field of applied mathematics and computer science.
22 I started my education back in Russia and earned my
23 master's degree there, or equivalent of that, and
24 started a Ph.D. program in math, after which I moved to
25 the United States and continued my education, obtaining

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1 a Ph.D. in computer science and including in my studies
2 a three-year program that was a joint program between
3 computer science and molecular biology departments to
4 train for a bioinformatics specialty within computer
5 science.

6 Q. When did you obtain your Ph.D.?

7 A. It was 2007.

8 Q. What was the first professional position you
9 held after obtaining your Ph.D.?

10 A. I was -- I held a consulting part-time role for
11 a short period of time right after -- well, shortly
12 after graduation, and my first serious, I would say,
13 engagement after that was at a company called Veracyte.
14 Veracyte was also a clinical diagnostic company that
15 was focused on identifying signatures of thyroid cancer
16 in tumor biopsy material from thyroid nodules.

17 Q. What was your role at Veracyte?

18 A. I was a data analysis computational science
19 individual contributor in the team and was focused on
20 developing computational methods for analysis of data
21 for a diagnosis of thyroid nodules.

22 Q. Did any of your work at Veracyte involve
23 next-generation sequencing?

24 A. No. The technology at that company at the time
25 was a previous generation of genomic analysis that is

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1 referred to as micro-array technology.

2 Q. At a high level, can you explain what
3 micro-array technology is?

4 A. Sure. So micro-arrays are tools that allow
5 simultaneous measurement of multiple signals from a
6 sample. In that case, it was applied to studying gene
7 expression data, so how actively various genes are
8 expressed as evidence or presence or absence of cancer
9 in a sample, and that technology, while it still allows
10 profiling of multiple analytes and signals at once
11 within the RNA expression, it doesn't allow for more
12 accurate quantification that's possible with the
13 next-generation sequencing technologies that have been
14 developed since then.

15 So it's kind of an analog device, as a TV
16 analogy would allow us to kind of think about it,
17 analog TV versus the digital TV that was available at
18 that time.

19 Q. How long did you work at Veracyte?

20 A. I was at Veracyte between 2008 and 2013, if I
21 recall correctly.

22 Q. Where did you work next after Veracyte?

23 A. After Veracyte, I joined a company that was
24 called Verinata, which is -- was a company developing
25 clinical diagnostic tests for noninvasive prenatal

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1 testing using next-generation sequencing technology,
2 which was acquired by Illumina.

3 A. When did you join Verinata?

4 A. I believe it was early 2013.

5 Q. Did you work there at the time it was acquired
6 by Illumina?

7 A. Yes. I joined right at the cusp of the time
8 that it was acquired by Illumina. So my offer letter
9 stated Verinata, and I joined at the time that it was
10 almost going through the acquisition process. So
11 somewhere on the cusp of that.

12 Q. So after Verinata, you were now working at
13 Illumina?

14 A. That is correct.

15 Q. What was your title at Illumina?

16 A. I was associate director of bioinformatics.

17 Q. And while you were at Illumina, did you
18 continue to focus on the technology you described at
19 Verinata, the noninvasive prenatal testing technology?

20 A. Correct. During my entire stay at Illumina, I
21 was focused on developing technologies for noninvasive
22 prenatal screening.

23 Q. Did you hold any other positions while at
24 Illumina?

25 A. Actually Noninvasive prenatal testing, to be

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1 correct.

2 Can you repeat your question, please?

3 Q. Certainly. I just asked, did you hold any
4 other positions while you were at Illumina?

5 A. I don't think so.

6 Q. Where did you work next after Illumina?

7 A. After Illumina, I joined Guardant Health, and
8 that was in 2015.

9 Q. You went straight from Illumina to Guardant?

10 A. That is correct.

11 Q. Why did you move from Illumina to Guardant?

12 A. This is a very good question. So while I was
13 at Illumina developing noninvasive prenatal testing
14 solutions, this was based on looking at circulating
15 fragments of DNA in maternal bloodstream, and so as a
16 noninvasive method, it allows us to study a sample from
17 maternal blood to identify if there are any chromosomal
18 abnormalities using that sample.

19 As part of that testing, we have encountered
20 cases and published articles about that in scientific
21 literature, about these samples sometimes exhibiting
22 signs of cancer, and it was seen in both patients with
23 symptomatic known cancer, as well as asymptomatic
24 patients profiled with noninvasive prenatal testing
25 technology.

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1 And so it became a very interesting field for
2 me to further study the blood samples, to be able to
3 identify signals that are relevant and helpful in
4 treatment and management of cancer. And so I was
5 excited to find a company that was focused on applying
6 similar technologies to analysis of blood in the liquid
7 biopsy context that would be helpful for cancer
8 patients.

9 Q. Were you a co-author on any of the public --
10 published articles that you mentioned?

11 A. Yes, I was. So one of the public -- the -- one
12 of the publications was just a clinical study
13 demonstrating performance of the noninvasive prenatal
14 screening or prenatal testing technologies that we were
15 developing; and the second publication was specifically
16 dedicated to demonstrating signals of cancer that we
17 were encountering in those maternal samples from
18 asymptomatic and symptomatic individuals. That paper
19 was probably published around 2015 or so. Yeah,
20 probably 2015.

21 Q. I'd like to turn to Guardant's products. What
22 products does Guardant currently have on the market?

23 A. So Guardant's main flagship product is called
24 Guardant360. This product is developed specifically
25 for advanced cancer patients. This product is used to

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1 noninvasively identify which mutations may be
2 associated with a patient's tumor based on the analysis
3 of a blood sample, and based on the results of this
4 analysis, the physicians are empowered to find the
5 right treatment for the patient based on the specific
6 mutational profile of the tumor. So that is
7 Guardant360 product.

8 In addition to that, we've launched a test that
9 is used to detect minimal residual disease in
10 colorectal cancer patients. This test is primarily
11 used in patients who have earlier stage colorectal
12 cancer who have undergone some kind of surgical
13 resection or other treatment to eliminate the tumor,
14 and the blood test allows us to profile whether there
15 is signs of residual disease in circulation, which is
16 then used by physicians to diagnose treatment steps
17 based on that information.

18 So those two clinical areas of therapy
19 selection, plus minimal residual disease, have two
20 tests that are available in our clinical laboratory.

21 Q. What is the name of Guardant's minimal residual
22 disease test?

23 A. It's called Guardant Reveal.

24 Q. Turning back to the therapy selection tests,
25 does Guardant have any other therapy selection tests on

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1 the market, other than Guardant360?

2 A. So Guardant360 is a name for two generations of
3 this product. One is called -- one was initially
4 called Guardant360, and that was a test profiling about
5 70 to 75 genes. A later generation of the same test is
6 used to profile about 500 genes, again, to aid in
7 therapy selection. So both of them are available today
8 to physicians.

9 Q. What is the name of that later-generation
10 therapy selection test?

11 A. We have been trying to refer to GuardantOMNI as
12 the panel with 500 genes.

13 Q. When did Guardant first begin offering the
14 Guardant360 therapy selection test?

15 A. I could be a little bit off on that date
16 because it preceded my joining the company, but I would
17 believe it would be either 2013 or 2014.

18 Q. Is the Guardant360 test approved by the FDA?

19 A. That is correct. The Guardant360 test has been
20 approved by the FDA, is a companion diagnostic test,
21 which means it's approved to be used as an aid in
22 selecting treatment for patients with advanced cancer.

23 Q. Were you involved in the --

24 A. You may hear me refer to these companion
25 diagnostics tests as CDx. It effectively means tests

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1 used to identify the right treatment option for the
2 patient.

3 Q. And you said CDx?

4 A. CDx, yes. That stands for companion
5 diagnostic.

6 Q. Were you involved in the process of obtaining
7 FDA approval for Guardant360?

8 A. Yes. I was very intimately involved in both
9 the internal development work, as well as validation
10 work leading up to the submission and our defense of
11 the regulatory filing for the test.

12 Q. When did Guardant360 receive its FDA approval?

13 A. This was in August 2020.

14 Q. With regard to the other therapy selection
15 test, the GuardantOMNI test, when did Guardant first
16 beginning offering that test?

17 A. So we first developed the GuardantOMNI test in
18 the preclinical setting. We started offering it to our
19 pharmaceutical partners as a means of studying their
20 responses to their drugs in various clinical trials,
21 and that was probably in 2017. It was made available
22 in the clinical setting for testing patients
23 subsequently, and I believe that was 2020 as well.

24 Q. Is the GuardantOMNI therapy selection test
25 approved by the FDA?

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1 A. No. GuardantOMNI is not approved by the FDA.

2 Q. Turning to the Guardant Reveal minimal residual
3 disease test, how does a minimal residual disease test
4 differ from a therapy selection test?

5 A. So the goal of the therapy selection test is --
6 is, in this particular instance of liquid biopsies, to
7 be able to noninvasively understand the mutations that
8 may be present in the primary tumor, and so a number of
9 therapeutic options have been developed that work
10 specifically well when a patient has a specific
11 tumor -- mutation inside the tumor.

12 And so if you have the liquid biopsy test for
13 advanced cancer therapy selection, you would be able to
14 study that mutational profile from a blood sample
15 instead of an invasive biopsy procedure, and if you
16 identify a mutation that has one of the therapeutic
17 options that are approved for use in conjunction with
18 that mutation, then patients would typically be
19 recommended to be put on therapy that matches the
20 specific mutation found in the tumor.

21 So in order for this to work, you know, you
22 need to figure out the specific mutation that's present
23 in the tumor, see if there is a matching therapy option
24 available, and if you find a match, then that typically
25 means a lot better outcome for the patient.

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1 In the space of minimal residual disease or the
2 Guardant Reveal test, the clinical setting is
3 different. The clinical setting is an early-stage
4 patient who has potentially resectable disease, and so
5 in the colorectal cancer example, the patient may
6 undergo resection with curative intent.

7 The majority of these patients, after
8 resection, can sort of continue to live life without
9 consequences of that tumor and have complete recovery.
10 Some, however, will still develop more progressive
11 disease, and with current tools, it's really hard to
12 identify who will progress and who will not.

13 For patients who do not progress, you don't
14 need to burden them with any additional treatment, and
15 so they would be best left alone without the negative
16 consequence of additional therapies.

17 For patients that eventually end up
18 progressing, it's really beneficial to initiate
19 treatment early before the cancer has a chance to
20 metastasize and sort of progress in stage.

21 So the goal of that test is to analyze any
22 traces of residual disease after surgical intervention,
23 and if such traces of molecules from the tumor are
24 still found in the bloodstream, it's a good indication
25 that it's likely a higher risk patient who would

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1 benefit from additional treatment in that context.

2 So the clinical situation is different. It's
3 an early-stage cancer where the cancer is potentially
4 gone after the surgical intervention or some other
5 treatment, and you are trying to identify if molecular
6 traces of disease remain that could benefit from more
7 intense therapy in that setting. So that's how those
8 two are different clinically and also from the type of
9 information that is gathered from the test.

10 Q. Thank you.

11 I want to remind you again that we are in a
12 public session, so please don't include anything
13 proprietary in your answers, but I'd like to ask, does
14 Guardant have any products currently in development?

15 A. Yes, we do. We are currently working on
16 extending our minimal residual test from colorectal
17 cancer to other cancers and plan to launch that product
18 shortly. We're also working for a number of years now
19 on extending that same technology platform that we're
20 using for detection of minimal residual disease to
21 screening applications, and that's another big area of
22 development at the moment.

23 Q. When you use the term "screening applications,"
24 what does that mean?

25 A. So in the previous two categories of therapy

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1 selection and minimal residual disease, we talked about
2 patients who have already been diagnosed with cancer
3 and are undergoing other, you know, early-stage
4 treatment choices and selections or late-stage disease
5 and those treatment options.

6 In a screening we refer to testing a population
7 that hasn't been diagnosed with cancer and, thus, we're
8 screening, trying to identify something that's not yet
9 known to be present, and so the intended use of the
10 tests is different in terms of being applied to
11 patients who haven't been yet diagnosed with cancer.

12 Q. What type of cancer or types of cancer is
13 Guardant's screening test intended to detect?

14 A. We are currently developing a platform that is
15 capable of detecting, to my knowledge, a majority of
16 the known cancers. So we're looking at a general
17 approach that allows to find traces of DNA that's
18 different from the sort of expected normal state, and
19 that could be associated with cancer.

20 Our different cancer types are in different
21 sort of progression along the line of development in
22 this space, but the focus and goal is to be able to
23 develop screening across many cancer types.

24 Q. Has Guardant prioritized any particular cancer
25 types?

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1 A. Yes. Guardant's approach is to focus initially
2 on the cancers with existing screening modalities. So
3 what that means is that current clinical guidelines
4 have specific recommendations for screening in certain
5 cancer types. Those include colorectal cancer, lung
6 cancer, and breast cancer.

7 So colorectal cancer would be mostly
8 colonoscopies and similar screening modalities; breast
9 cancer, mammograms; and lung cancer would be a low-dose
10 CT scan.

11 The benefit of prioritizing these cancer types
12 is clinically it's established that screening for those
13 indications is beneficial for the patients, and so we
14 focused initial efforts around cancer types that have
15 existing screening modalities, and our initial version
16 of that is focused on colorectal cancer as a specific
17 instance of screening -- screening indications that are
18 clinically known today.

19 Q. What is the current status of Guardant's
20 development of its cancer screening test?

21 A. We are in -- we are currently conducting
22 clinical trials in colorectal cancer tests that we are
23 planning to finish analysis of in upcoming year, so
24 2022. We are planning to start clinical trials in
25 other cancer types this year, and that process will

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1 unfold over the next couple years to conduct those
2 clinical trials that would be leading up to the
3 validation and submission of that product.

4 All of the products have been generating
5 development data to this date that suggests that we
6 will have a decent chance in being successful in this
7 very, very complicated endeavor.

8 Q. So the clinical trial you mentioned related to
9 colorectal cancer. Is the name of that trial the
10 Eclipse trial?

11 A. That is correct. The name of the trial we are
12 conducting to clinically validate colorectal cancer
13 indication is Eclipse.

14 Q. When did the Eclipse trial begin?

15 A. I may not have the precise date in my head. I
16 would imagine at end of 2019.

17 Q. What is the current status of the Eclipse
18 trial?

19 A. We are planning to complete enrollment for this
20 trial in the next quarter.

21 Q. Do you know how many patients Guardant plans to
22 enroll in total in the Eclipse trial?

23 A. Guardant is targeting enrollment of
24 approximately 13,000 patients in the Eclipse trial.

25 Q. Are you familiar with the term "clinical

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1 validation"?

2 A. I am familiar.

3 Q. What does that term mean?

4 A. That's a very good question. So in the space
5 of regulatory approvals, clinical validation refers to
6 a validation of the diagnostic test in relationship to
7 establish reference truth, to demonstrate clinical
8 validity of the test in detecting what corresponds
9 accurately to the established methods of clinical
10 truth, which I call reference methods.

11 So in practical terms, what that means is if
12 you have -- if you are developing a colorectal
13 screening test, you have existing modalities for
14 screening for colorectal cancer. Your clinical
15 validation is intended to demonstrate a certain level
16 of accuracy with respect to existing, known screening
17 modalities for these cancers.

18 Q. So will Guardant use data from the Eclipse
19 trial to support clinical validation for its colorectal
20 cancer screening test?

21 A. That is correct.

22 Q. And you also described how Guardant is also
23 developing a multicancer detection test as well. Is
24 the multicancer detection test related to the first
25 colorectal cancer screening test that Guardant is

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1 developing?

2 A. Yes. So as we progressed from advanced cancer
3 to minimal residual disease in earlier disease stages
4 to then screening application, it kind of gets
5 progressively more difficult in terms of both
6 analytical and clinical performance of diagnostics in
7 those spaces.

8 And so we've done a significant technology
9 leapfrog from initial advanced cancer to minimal
10 residual disease and then screening with the intention
11 that our screening platforms with extended capabilities
12 would be capable of detecting cancer in a variety of --
13 a cross-variety of different cancers.

14 Q. And you said Guardant is planning to perform
15 additional clinical trials related to multicancer
16 detection?

17 A. That is correct.

18 Q. I want to turn to the technology underlying
19 Guardant's multicancer screening test. At a high
20 level, could you please explain how Guardant's
21 multicancer screening test works?

22 A. Yes. So it starts with collecting a patient --
23 a sample from a patient. It's a blood sample that is
24 collected using sort of similar procedures to how we
25 get blood for any other tests. The sample is then

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1 shipped to the processing facility, and at that time it
2 represents a blood tube or several blood tubes from a
3 patient.

4 In order to extract information that is
5 relevant to cancer screening, we separate the blood and
6 we isolate the plasma component of the blood and then
7 extract DNA fraction from that sample that may contain
8 relevant information.

9 So in order to understand this, I think maybe a
10 couple minutes of explanation of what is it that we're
11 looking to analyze in the blood. It is known that all
12 of the cells in the body, as they go through a death
13 process, release small fragments of their DNA into the
14 bloodstream, and so normal cells, white blood cells as
15 well as tumor cells, would be releasing some amount of
16 these small DNA fragments into circulation, and we call
17 that cell-free DNA. So it exists outside the cells;
18 thus, the name of cell-free DNA. We refer to that as
19 cfDNA, as the primary analyte.

20 And so when we obtain a blood and plasma
21 sample, what we are looking to do is isolate a fraction
22 of DNA that originated from these cells as small
23 cell-free DNA fragments, and so the next step in the
24 process is to isolate cell-free DNA from the total
25 sample.

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1 That cell-free DNA then goes through a
2 preparation process, which we call library preparation,
3 that conducts fairly extensive sort of molecular
4 biology manipulation with those fragments, to prepare
5 them for sequencing and analysis. That lasts probably
6 about two days in the lab to go from extracted
7 cell-free DNA to a prepared material that is analyzable
8 by sequencing instrument.

9 Once that sample is prepared for sequencing, it
10 goes onto a sequencing instrument, which reads out
11 every one -- or hopefully every one -- of those
12 cell-free DNA fragments that we've prepared for
13 analysis. And so what that means is we get a
14 precise -- reasonably precise nucleotide sequence of
15 every fragment.

16 We then conduct analysis using our proprietary
17 software and data analysis algorithms to analyze all
18 the nucleotides associated with that sequence, and then
19 derive from that a multitude of information from many,
20 many fragments of DNA that we have studied in that
21 sample if it contains indications of cancer being
22 present among some of these fragments.

23 And we can go into more detail explaining what
24 that looks like, but maybe I will stop here to allow
25 for next questions.

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1 Q. Thank you. A very insightful explanation.

2 You said after cell death and the cell-free DNA
3 is released and becomes cell-free DNA, you said it is
4 present as short fragments of DNA?

5 A. That is correct. So our typical cellular DNA
6 would be found inside cells and would be representing
7 long fragments of DNA. Once the cells die, they go
8 through a process that fragments or chops up the DNA
9 into smaller pieces. There are typically under 200
10 base pairs or nucleotides in length after that process
11 when they are found in the bloodstream.

12 Q. So that process of chopping up long fragments
13 of DNA into short fragments is a natural process that
14 occurs during cell death?

15 A. Yes. This is something that natively occurs
16 within the body as the cells undergo the cell death
17 process.

18 Q. You said the DNA, when it's inside of the cell,
19 is typically long fragments. Where is the DNA located
20 in a typical cell?

21 A. The DNA is located inside the nucleus.

22 Q. And what form is that DNA in?

23 A. It depends, I guess, but it's -- it's found in
24 those long stretches of DNA called chromosomes.

25 Q. So is a chromosome a long DNA molecule?

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1 A. Yes. A chromosome is a long DNA molecule, and
2 so as the cells undergo the death process, there are
3 enzymes that are natively present in the body that kind
4 of attack that DNA to fragment it into small pieces
5 that are then entering the bloodstream outside of the
6 cell wall, because the cell -- the cells don't protect
7 that DNA anymore.

8 Q. And how many chromosomes are in a typical human
9 cell?

10 A. There are two pairs of 23 chromosomes, so 46.

11 Q. And approximately how long are those 46
12 chromosomes if you add them all up?

13 A. The entire genome is approximately 3 billion
14 nucleotides in length. So the entire length of a
15 single genome copy is about 3 billion base pairs.

16 Q. And you said there's two copies of the genome
17 inside each cell?

18 A. Generally that is accurate.

19 Q. So across both copies, would that total around
20 6 billion base pairs?

21 A. Ah, yes. So there's 3 billion unique
22 sequence -- unique nucleotides, and the total set of
23 chromosomes, each one has a pair.

24 Q. When the short cell-free DNA fragments are
25 released into the bloodstream on cell death, are they

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1 just then free-floating in the blood?

2 A. They are free-floating in the blood in the
3 sense that they are not protected by the nucleus or the
4 cell anymore, because the -- there's no membrane
5 protecting them. They are found in plain circulation,
6 yes.

7 Q. You mentioned circulating tumor DNA is
8 cell-free DNA that's been released from a cancer cell
9 instead of a normal cell. Is that right?

10 A. That is accurate.

11 Q. So if a cell in, say, the colon turned
12 cancerous and then died, would its chromosomes be
13 chopped up and released into the bloodstream as
14 circulating tumor DNA?

15 A. That is correct. So any cell that undergoes a
16 death process, like, you know, typical blood cells that
17 turn over fast would release some cell-free DNA into
18 bloodstream, so would be the dying cell from the tumor,
19 and we call generically all of the cell-free DNA as
20 cfDNA, cell-free DNA, and we call fragments that are
21 originating from the tumor as ctDNA or circulating
22 tumor DNA fragments. Both will be found in the
23 bloodstream.

24 Q. And how does the amount of circulating tumor
25 DNA in the blood compare to the total amount of

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1 cell-free DNA?

2 A. That is a very good question. So I think if we
3 think again about the spectrum of the disease and we
4 talk about advanced cancer patients, which may have
5 metastatic disease, it's not unusual to find -- you
6 know, it was considered a difficult problem at the time
7 when we initiated development of these products, with
8 maybe one or five fragments per thousand that are found
9 to be originating from the tumor DNA. So approximately
10 0.1 percent to 0.5 percent would be the typical range
11 you would find in that kind of patient.

12 As you go from advanced cancer to more
13 localized, early-stage disease, that goes down, and so
14 in order for the technology to be adequate for earlier
15 disease settings, it needs to be able to recognize
16 fragments when they're present at 0.01 percent or one
17 in 10,000, let's say, copies, as an approximate mark
18 for where the sensitivity needs to be.

19 And as you go further down into screening
20 applications, where hopefully you're looking at
21 early-stage disease in an undiagnosed patient, it goes
22 further down from one in 10,000 fragments to even lower
23 numbers, and so the challenges of detecting it become
24 more significant as you go from late-stage disease to
25 early-stage and then into screening.

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1 Q. So is the reverse of that that the amount of
2 circulating tumor DNA present in the blood increases as
3 the cancer progresses?

4 A. That is generally true. It's correlated with
5 tumor volume, but it's also correlated with factors
6 like tumor turnover rates or how quickly the cells in
7 the tumor undergo the apoptotic or cell death process,
8 but generally you will see correlation that more
9 advanced disease yields more DNA in circulation from
10 the tumor.

11 Q. Could you explain how Guardant's test is able
12 to look at cell-free DNA and determine whether it is
13 circulating tumor DNA?

14 A. So it depends on which context we are in in
15 terms of clinical application. So in the advanced
16 cancer setting, the primary objective is to find signs
17 of mutations that are coming from the tumor. And so
18 the primary method of analysis that is relevant
19 clinically is to look at all of the fragments, quantify
20 how many of them you see with various mutations or
21 changes in their composition in comparison to the rest
22 of the cells in that individual, and mutations in that
23 sequence are often originating from the tumor, and so
24 the identification of mutated DNA fragments, it informs
25 you about mutations that are likely coming from the

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1 tumor, and that's in that setting.

2 So we're looking for a specific type of
3 mutation that we call somatic mutation, which is a
4 change -- a somatic mutation in the composition of the
5 sequence, which means one of the nucleotides is mutated
6 compared to how you would find it in the rest of the
7 patients, the lower patient cells.

8 So, again, in advanced cancer specifically, the
9 technology is looking for any nucleotide changes that
10 are distinct between fragments of interest and majority
11 of the fragments in the body and that, like, links it
12 to the tumor origin.

13 Now, as we discussed, earlier residual disease
14 applications, early stage, and screening requires
15 higher sensitivity of the assay, because there's fewer
16 of these fragments, and you cannot rely exclusively on
17 just somatic mutations to identify presence of tumor in
18 that sample.

19 And so in the context of both early-stage
20 disease and screening applications on undiagnosed
21 patients, we have significantly augmented the
22 technology that allows us to look not only into
23 sequence change, which is specific nucleotide mutation,
24 but also other chemical modifications of the DNA that
25 are often associated with cancer.

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1 We call these modifications epigenetic changes
2 or methylation changes, and so we, in addition to
3 looking for which nucleotides may have changed, we're
4 looking for which fragments changed their epigenetic or
5 methylation status and assess that across a broad
6 portion of the human genome. And so that helps us
7 identify molecules that are likely associated with a
8 potential tumor.

9 Q. Are somatic mutations and methylation types of
10 biomarkers?

11 A. That's correct. These are two distinct types
12 of biomarkers one can look for in identifying cancer,
13 in addition to others, but these are two distinct
14 biomarkers.

15 Q. And you said a somatic mutation is a change in
16 the DNA sequence, so would that be you're expecting to
17 find a C at one position and you find a T instead?

18 A. That is correct. So the first class of
19 mutations that is mostly used in the context of
20 advanced cancer is you expect a C in this position, you
21 find a T, and so if you have confidence that it's not a
22 technical error in your processing of the samples and
23 you have enough evidence to know that it's a valid
24 mutation, that you identify it as such.

25 Q. And could you describe methylation when you're

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1 looking at a fragment of DNA at a particular position?
2 What's the difference between a methylated nucleotide
3 and an unmethylated nucleotide?

4 A. So a methylated nucleotide undergoes a specific
5 chemical modification that has a chemical mark added to
6 that nucleotide that really changes how the cell
7 functions. So an example of that would be that we'll
8 have the same DNA in our heart cells and our liver
9 cells, generally, but heart and liver function very
10 differently.

11 This is achieved partially by different
12 methylation status of different genes, and so they can
13 trigger a different development program or different
14 expression program for the cells based on the presence
15 of that chemical mark.

16 So it's a very important mechanism in defining
17 how the DNA will be processed and how we will create
18 downstream gene expression and for genomic patterns in
19 the cell. So it's one of the known hallmarks of
20 cancer, is to have nucleotide mutations, like a C
21 becomes T, or epigenetic stage where unmethylated C
22 becomes a methylated C, or vice versa.

23 Q. What technology does Guardant's multicancer
24 screening test use to evaluate these biomarkers in
25 cell-free DNA?

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1 A. It's a combination of multiple technologies.
2 So from a -- kind of a system-level view, I look at it
3 as three major components. One is you get a blood
4 sample. You need to somehow prepare these molecules
5 for as accurate and high fidelity of readout as you can
6 possibly create in your work flow. And so sample
7 preparation here is one key component of the system.

8 The second component is once you've prepared
9 these molecules, how do you actually read out the
10 sequence of those molecules? And for that we use a
11 sequencing technology in the middle of the system stack
12 to allow readout of every single molecule into its
13 nucleotide composition.

14 And, finally, the third very important piece is
15 analysis component that interprets all of the data that
16 comes off of the sequencing instrument, and it's
17 typically gigabases of data, to make sense out of the
18 data, to take into account how exactly you've prepared
19 the samples to minimize the errors in the process and
20 analyze the data with that knowledge in mind, to
21 identify both chemical modifications that may have been
22 present in the molecule, as well as nucleotide changes
23 that could have been present.

24 So these three parts are essential components
25 of the system that all have to interplay together to

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1 make any sense of the answers that are coming off of
2 this readout.

3 Q. The middle step that you explained uses
4 sequencing technology. Is that next-generation
5 sequencing?

6 A. That is correct. We use next-generation
7 sequencing as probably the only viable option to read
8 as many DNA fragments as we need to analyze to look at
9 sort of a needle in a haystack kind of problem of
10 finding tumor DNA fragments in the total cell-free DNA
11 pool.

12 Q. So does the sequencer essentially read the DNA
13 molecules and then in your bioinformatics step you
14 interpret it?

15 A. That is correct. So the job of the sequencing
16 instrument is to provide a digital readout of each of
17 the molecules, which I find is best guess into what is
18 the nucleotide composition of every fragment at every
19 position. So you feed in a molecule, 167, and you read
20 the first 150 base pairs of that, it will give you its
21 best guess as to what those 150 nucleotides were in
22 that individual fragment.

23 And then imagine that process happening in
24 parallel for many millions of molecules at a time. And
25 so you have a wealth of data coming off of that

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1 analysis where you could analyze millions and billions
2 of fragments with a specific readout of each nucleotide
3 within each fragment.

4 Q. I want to turn to the work flow for how
5 Guardant processes patient samples for its cancer
6 screening assay. You listed them before at a high
7 level. Will you tell me if I got these right?

8 It was sample collection, cell-free DNA
9 isolation, library prep, sequencing, and bioinformatics
10 analysis?

11 A. That is roughly correct composition of the
12 steps, yes.

13 Q. Starting with the sample collection step, you
14 said those are the blood tubes we're all familiar with.
15 So does that step happen in a doctor's office or at a
16 clinic?

17 A. So that step could happen in doctor's office,
18 it could be happening at labs, the Labcorps and Lab
19 Quests of this world. It could be happening at a
20 phlebotomy site, let's say if it's advanced cancer
21 patient, the phlebotomist might come to their house and
22 collect the blood in those tubes, but it's one of the,
23 you know, typical ways that you would collect blood
24 from a patient.

25 Q. And you said it's then sent to a processing

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1 facility. Is that a Guardant processing facility or is
2 it a third party?

3 A. In our case, all samples are sent to our own
4 lab for processing. So we receive whole blood from
5 different sites in our blood collection packages and
6 process it onsite at Guardant Lab.

7 Q. Could you describe the technique or the
8 protocol that Guardant uses to carry out that step of
9 isolating cell-free DNA from whole blood?

10 A. Yes. I may be --

11 JUDGE CHAPPELL: Before you do that, I have a
12 question. Does Guardant receive the blood samples in a
13 vacuum tube? Is that what it's called, Vacutube?

14 THE WITNESS: So it's a similar tube. It's
15 called Streck tube. Streck is the name of company that
16 manufactures those tubes, and they are specifically
17 made so they can preserve cell-free DNA. So they're
18 made for the purpose of preserving cell-free DNA, but
19 it looks like a Vacutainer tube, yes.

20 JUDGE CHAPPELL: So when the blood is drawn,
21 it's put into that particular type of test tube?

22 THE WITNESS: Correct.

23 JUDGE CHAPPELL: And when Guardant receives
24 that test tube, are you able to do or perform more than
25 one test, or is it one test and the remainder is

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1 disposed of?

2 THE WITNESS: That's a very good question. In
3 the advanced cancer setting, we collect two tubes of
4 blood. The first one is used for primary analysis, and
5 we could go and use the second aliquot if the first one
6 fails for some quality control reason, let's say, and
7 so you have residual material from the second tube.

8 In the context of screening applications, we
9 imagine the same kind of scenario where you will use a
10 partial specimen for your first attempted analysis,
11 which succeed the vast, vast majority of the time, but
12 in the rare case of instances of failures, you would
13 have a specimen to go back to.

14 JUDGE CHAPPELL: Thank you.

15 Ms. -- is it Vandergrift?

16 MS. VANDERGRIFT: Yes, Your Honor?

17 JUDGE CHAPPELL: Could you adjust your
18 lighting, please? You're in the dark.

19 MS. VANDERGRIFT: Sorry about that.

20 JUDGE CHAPPELL: Okay, thank you.

21 Go ahead, Mr. Gonen.

22 BY MR. GONEN:

23 Q. Ms. Chudova, could you please describe the
24 technique or protocol that Guardant uses to isolate
25 cell-free DNA from whole blood?

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1 A. Yes. So that consists of two steps. One of
2 them is to separate blood into two compartments. One
3 is called plasma, and that is the compartment that will
4 contain the cell-free DNA that we're after, so we
5 centrifuge these tubes to be able to put plasma into a
6 special secondary tube that will go next steps.

7 The second step is to put plasma in and extract
8 cell-free DNA using commercial kits, like Qiagen is a
9 manufacturer of that kit, that allows you to process
10 plasma and generate cell-free DNA from that aliquot.

11 MR. GONEN: Your Honor, if I may, I would like
12 to display a demonstrative exhibit. This is not
13 evidence. It is just a picture that I would like to
14 use to facilitate the discussion.

15 JUDGE CHAPPELL: Go ahead.

16 MR. GONEN: This is Exhibit PXD 2. This is a
17 photo that appears on the website Giveblood.org.

18 BY MR. GONEN:

19 Q. Ms. Chudova, does this depict what you
20 described a moment ago about centrifuging a tube of
21 blood into its separate components?

22 A. That looks approximately correct. We would use
23 a slightly different kind of tube, but the concept is
24 illustrated.

25 Q. And which layer contains the short cell-free

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1 DNA fragments that Guardant used for its multicancer
2 screening test?

3 A. It would be found in plasma.

4 Q. That's the yellow layer on top?

5 A. Correct. That would be the top layer.

6 Q. Earlier you described that in living cells, DNA
7 is present in the form of chromosomes. What component
8 of the separated -- the centrifuged blood is
9 chromosomal DNA found in?

10 A. So chromosomal DNA will still be within intact
11 cells, so those intact cells would be found in the --
12 in white blood cells, in red blood cells, and some of
13 them will, some won't have DNA in them, but the bottom
14 two layers will be cellular layers to the best of my
15 knowledge.

16 And I am not a molecular biologist or expert to
17 that level of detail to know exact details of what's in
18 where here, but that's roughly accurate.

19 Q. Understood.

20 For Guardant's work flow, does Guardant use the
21 chromosomal DNA from that white blood cell layer?

22 A. We do not currently use it in our existing
23 products, and we do not intend to use it in our
24 screening product.

25 Q. Okay. We can take the exhibit down.

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1 Once the cell-free DNA is isolated from the
2 patient's blood sample, you explained that the next
3 step is library prep.

4 A. That is correct, and library prep is a little
5 bit of a loaded term here in the sense that it
6 describes the process from, you know, your starting
7 cell-free DNA all the way to your -- in this
8 conversation here, all the way to sequencing.

9 It contains multiple distinct steps within that
10 that's not necessarily all called the time library
11 prep, but for the sake of this conversation, we can
12 maybe talk about two major steps here.

13 One is called library prep, and that's getting
14 your cfDNA fragments and making multiple copies of it
15 after some more manipulation that allows us to analyze
16 it in the assay, and we can talk about this if
17 important, and some of it is actually important.

18 And the second step is what we called
19 enrichment, which is looking for specific place in the
20 genome from the total library that we're mostly
21 interested in, and so enriching your prepared library
22 for the parts of the human genome that we're most
23 likely to find traces of cancer in. And that creates
24 the final product that's used in sequencing. So these
25 two major components may be an easier way to break it

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1 down.

2 Q. I'm going to refrain from delving deeper into
3 library prep for Guardant's test until we're in the in
4 camera session, but I'm going to detour to one last
5 topic that I'm able to cover in the public session.

6 I want to ask you about non-NGS technologies.
7 Could Guardant use PCR-based detection systems, such as
8 QPCR, in place of NGS?

9 A. So our technology step relies heavily on
10 profiling a significant portion of the human genome
11 with a sequencing-based readout. So we will not be
12 compatible with any QPCR solution that I am aware of.

13 So QPCR solutions are mostly relevant when you
14 want to study a particular mutation, let's say mutation
15 XYZ in a particular gene, and you want to know if it's
16 present or absent, that would be the technology that is
17 well matched to that application.

18 If you want to, you know, ask that question of
19 three or five different mutations, you can still do it
20 with a technology like that by doing multiple of these
21 reactions at the same time.

22 We are interested in sort of de novo analysis
23 of multiple fragments with no notion of -- up front of
24 where these mutations could occur, and so we are --
25 would not be able to design an assay that enumerates a

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1 small number of mutations and profiles for absence or
2 presence of these particular mutations. We need to
3 sample a much, much wider section of the human genome
4 to be able to find these rare tumor fragments.

5 Q. You explained earlier that in an earlier
6 position you had, you worked with micro-arrays. Could
7 Guardant use micro-arrays in place of next-generation
8 sequencing for its multicancer screening test?

9 A. No. We do not use micro-arrays anywhere in our
10 technology, applications that would not provide the
11 kind of precision that's needed for screening
12 applications in terms of the readout of the fragments
13 of DNA.

14 Q. Are you aware of any other technology that
15 Guardant could use in place of next-generation
16 sequencing for its multicancer screening test?

17 A. It's -- in my mind, it's a little bit of a
18 tautology in terms of what technology could be used in
19 this space. The next-generation sequencing is kind of
20 the name of technology that we exactly need in that
21 space of -- in the processing steps.

22 You need parallel digital readout of every
23 fragment in a highly, highly multiplex format, which
24 means you need to run and read millions of molecules at
25 a time or hundreds of millions of molecules at a time,

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1 and that is kind of the definition of what
2 next-generation sequencing allows you to do.

3 So I think this is just kind of a naming
4 convention for that step in the process. I don't think
5 there's an alternative for that that I am aware today
6 that could do the same.

7 MR. GONEN: Your Honor, the remainder of my
8 direct examination covers subject matter that Guardant
9 has identified as being proprietary and competitively
10 sensitive, including subject matter discussed in
11 transcripts and documents that have been granted in
12 camera status pursuant to the Court's order on August
13 19. Therefore, I request to move in camera at this
14 time for the remainder of my direct examination.

15 JUDGE CHAPPELL: Ms. Goswami, would you be
16 prepared to do your examination of the witness that's
17 not in camera at this time?

18 MS. GOSWAMI: Yes, I could do it.

19 JUDGE CHAPPELL: Let's do that. Let's do the
20 public a favor here.

21 Okay with you, Mr. Gonen?

22 MR. GONEN: Yes, Your Honor.

23 CROSS EXAMINATION

24 BY MS. GOSWAMI:

25 Q. Dr. Chudova, I believe you said earlier that

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1 Guardant refers to its screening products as LUNAR-2.

2 Is that right?

3 A. We have internal names for different products.
4 Yes, LUNAR-2 is often associated with our screening
5 tests.

6 Q. And Guardant's first LUNAR-2 product will only
7 screen for colorectal cancer. Is that right?

8 A. The platform technology that we have developed
9 is suitable for multiple cancer types. Our clinical
10 trial for colorectal cancer and the product for
11 colorectal cancer is in the most advanced phase, and
12 this will be likely the first one.

13 Q. And I believe you testified earlier that
14 Guardant is prioritizing screening for cancers that
15 have an existing cancer screening guideline. Is that
16 right?

17 A. From a business strategy perspective, that is
18 probably an accurate characterization. From my
19 technology seat, I am focused on developing technology
20 that could be used for detection of multiple cancer
21 indications or precancer indications, any cancer.

22 Q. And an existing cancer screening guideline
23 means that there is already an existing test for that
24 cancer that is the current standard of care. Is that
25 right?

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1 A. Current screening guidelines refer to existing
2 screening modalities that are in many cases inadequate
3 to fully screen the population at the level needed, and
4 there's a lot of effort ongoing in the medical
5 community to increase that compliance, which would be
6 enabled by noninnovative testing.

7 Q. I understand that, but there is an existing
8 test that is considered the current standard of care if
9 there's an existing cancer screening guideline. Is
10 that right?

11 A. That is accurate.

12 Q. And the current standard of care for colorectal
13 cancer screening is colonoscopy. Is that right?

14 A. I believe one of the screening modalities is
15 colonoscopy, but there are others as well.

16 Q. And the existence of an existing screening
17 modality is one of the reasons that Guardant chose to
18 prioritize screening for colon cancer. Is that right?

19 A. Existing screening modalities is one of the --
20 yes, one of the reasons why we have chosen to
21 prioritize it, again, from the business perspective,
22 not from my technology development perspective. Yep.

23 Q. And Guardant believes that starting with
24 colorectal cancer represents a potentially more
25 successful first approach to cancer screening, right?

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1 A. It would be probably going a little bit over my
2 technical head, outside, to be speculating about this,
3 but I believe that cancers with screening modalities
4 have higher likelihood of adoption in the clinical
5 community.

6 Q. Do you recall that you testified at your
7 deposition that it represents technically potentially
8 more successful first application of a platform
9 technology to start with colorectal cancer?

10 A. I don't recall the exact testimony, but it's
11 possible I said that.

12 Q. Is it fair to say that screening program
13 effectiveness and reductions in mortality due to
14 screening is highly dependent on sensitivity and
15 compliance?

16 A. That is accurate to say.

17 Q. And the clinical sensitivity of a test is the
18 ability of the test to correctly identify individuals
19 who have cancer. Is that right?

20 A. The sensitivity of the test is --

21 MR. GONEN: Objection. Foundation, Your Honor.

22 JUDGE CHAPPELL: We have an objection to
23 foundation. You will need to lay a foundation with the
24 witness.

25 BY MS. GOSWAMI:

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1 Q. Do you know what clinical sensitivity of a test
2 is?

3 A. I do know what the clinical sensitivity is.

4 Q. And is the clinical sensitivity of a test the
5 ability of the test to correctly identify individuals
6 who have cancer?

7 A. Not exactly. Clinical sensitivity of the test
8 is the probability that if you are presented with a
9 cancer sample, you, indeed, identify it as a cancer
10 sample. There could be other error modes in the test
11 associated with specificity that would lead you to
12 incorrectly call cancers, and that's not related to
13 clinical sensitivity. It's related to clinical
14 specificity.

15 Q. And just to go to an example that I think you
16 did at your deposition, so if there are 100 individuals
17 with cancer and the test correctly identifies 80 of
18 them, does that test have 80 percent sensitivity?

19 A. That is an accurate statement.

20 Q. And sensitivity is important because otherwise
21 the test will miss patients who actually have cancer.
22 Is that fair?

23 A. Sensitivity is important in conjunction with
24 compliance. If you have a test that identifies 99 out
25 of 100 but only one actually gets and does the

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1 procedure, like happens today in low-dose CT screening,
2 its effectiveness and sensitivity is closer to 1
3 percent, not 99. So I think it's important to
4 recognize that a combination of clinical sensitivity
5 and compliance is what determines successful screening.

6 Q. Right. And I understand, Dr. Chudova, that
7 multiple factors can be important, and I will actually
8 get into those, but is it fair to say that sensitivity
9 is important specifically because otherwise a test will
10 miss patients who actually have cancer?

11 A. As I said, it's a combination of multiple
12 factors, and it's impossible to separate one from the
13 others in judging the benefits of any particular
14 screening test. So I wouldn't be able to isolate
15 sensitivity as one important factor or single important
16 factor.

17 Q. I believe in one of your earlier answers you
18 mentioned the concept of specificity. Is that right?

19 A. That is correct.

20 Q. And is specificity how often a positive test is
21 a true positive rather than a false-positive?

22 A. The specificity of the test is defined by the
23 rate at which you will produce a false-positive result
24 when testing a negative population. So if you have
25 given 100 percent -- 100 negative cases, how many of

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1 them would be, on average, false-positive when you do
2 your screening? That is clinical specificity.

3 Q. And what would be the false-positive rate of a
4 test with 95 percent specificity?

5 A. The false-positive rate would be 5 percent.

6 Q. And a consequence of a false-positive is that
7 the physician would need to follow up with radiological
8 or other interventions potentially?

9 A. The consequence of a false-positive result, it
10 is likely that the physician will need to do a further
11 assessment of the patient's clinical factors to
12 determine next steps. Some of them may include
13 radiological assessment; some of them may not.

14 Q. And Guardant has published data relating to the
15 certain specifications of the LUNAR-2 colorectal cancer
16 test. Is that fair?

17 A. That we've published some results of our
18 clinical -- oh, of our performance with the CRC test?

19 Q. Yes.

20 A. That is accurate.

21 Q. And according to that data, the specificity of
22 a LUNAR-2 colorectal cancer test is 96.6 percent. Is
23 that right?

24 A. I don't recall the specific number from the
25 publication, but it sounds plausible.

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1 Q. So why don't we pull that up, and for this
2 document, I believe the specific page that I'm pulling
3 up has not been marked in camera, so I'm actually only
4 going to pull up that page. So it is RX 559, and we'll
5 look at PDF page 14.

6 So do you recall looking at this -- this
7 presentation?

8 A. Yes, I do.

9 Q. And if we could just focus on the portion at
10 the left focusing on Guardant, do you see, under
11 "Specificity," it says 96.6 percent?

12 A. I can see that.

13 Q. And do you see that there's a footnote down
14 from the sensitivity that's 2AACR 2020, which is the
15 Westesson, et al., paper?

16 A. It's an abstract of the conference, but yes.

17 Q. Okay. You can take that down, the excerpt.

18 And so that showed that the specificity of the
19 Guardant CRC test at the time was 96.6 percent?

20 A. That accurately reflects the abstract.

21 Q. And so that data showed that the test currently
22 has about a 3.4 percent false-positive rate?

23 A. That is accurate interpretation of that number.

24 Q. And we can just briefly look at the sensitivity
25 while it's up. So here it shows that the sensitivity

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1 for that colorectal cancer screening test ranges
2 between 88 to 98 percent for those different stages?
3 Do you see that?

4 A. Yes, I do.

5 Q. And is that accurate based on the data that
6 Guardant published in this abstract?

7 A. I believe it to be.

8 Q. And this specificity data is based on data
9 collected, again, in that Westesson abstract. Is that
10 right?

11 A. That would be my guess based on the slide, yes.

12 Q. And Westesson was a retrospective case cohort
13 trial. Is that right?

14 A. That is accurate. Most likely, I think so,
15 yes.

16 Q. Well, we can pull it up. So let's pull up
17 RX 3740, which is the Westesson abstract.

18 Do you recognize this as the Westesson 2020
19 abstract?

20 A. It most likely looks like it, yes. There could
21 be several similar ones, so if you say so, I will
22 believe it, yes.

23 Q. And do you recognize that you're one of the
24 co-authors of this abstract?

25 A. Yes, I do.

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1 Q. And if we take a look at that, if you look
2 at -- I believe that it's on the first page. So this
3 says, "Using an approved epigenomic analysis, we tested
4 a new cohort of individuals."

5 Do you see that?

6 A. Yes, I do. Thank you.

7 Q. And in the following line -- and in the
8 following paragraph, do you see where it refers to
9 "whole blood samples," if we could look at the next --
10 the next paragraph under "Methods."

11 And since it's -- do you see that under
12 "Methods," the whole blood samples?

13 A. Yes, I do.

14 Q. And when it's referring to patients with a
15 known diagnosis of CRC, that's referring to a
16 retrospective case cohort trial. Is that right?

17 A. That is correct.

18 Q. And this developmental data was collected from
19 blood samples from 162 colorectal cancer patients, 38
20 cancer-free donors, and 205 patients who were negative
21 from colonoscopy. Is that right?

22 A. That is correct.

23 Q. And so this Westesson study did not include
24 samples from patients with other cancers. Is that
25 right?

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1 A. That is correct. The study focused on patients
2 with known colorectal cancer disease, 255 individuals
3 who were screened negative. There's a remote chance
4 that 38 self-declared cancer-free donors could have had
5 other malignancies, but we don't know that, but
6 theoretically possible.

7 Q. We can take that down.

8 And I believe you -- earlier you testified
9 about the Eclipse file --

10 A. Actually --

11 Q. I'm sorry, go ahead.

12 A. I'll also state that 2005 were screened by
13 colonoscopy. It doesn't mean that they have or don't
14 have other malignancies, right? We know they have CRC.
15 That's what's known.

16 Q. And -- sorry, go ahead.

17 A. No, just correcting. 205 do not have CRC, and
18 that's the only screening that we were screening for in
19 that cohort.

20 Q. And at least in the Westesson study, you
21 weren't looking at any of the malignancies relating to
22 other cancers. Is that fair?

23 A. That study was specifically designed for
24 colorectal cancer assessment. That is correct.

25 Q. And earlier you spoke about the Eclipse trial.

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1 Do you recall that?

2 A. Yes, I did speak about Eclipse.

3 Q. And the aim of the Eclipse trial was to assess
4 performance of Guardant's CRC screening device in
5 comparison to standard of care, which is colonoscopy,
6 right?

7 A. That is correct.

8 MS. GOSWAMI: I believe that is my public cross
9 examination.

10 JUDGE CHAPPELL: Okay. Did you want to do
11 any -- did you want to do your redirect at this time on
12 the public version?

13 MR. GONEN: I have no redirect for the public
14 cross.

15 JUDGE CHAPPELL: Okay. At this time, we will
16 need to go into in camera session. The public who are
17 calling in will be moved into a waiting room. You will
18 be brought back into the courtroom after we go back to
19 a public session.

20 I need the lead or questioning counsel for each
21 party to view the list of participants on the Zoom
22 screen and verify that there are no participants in the
23 courtroom who should not be there. If there is anyone
24 who is not authorized to be on an in camera session,
25 you are to instruct that person to use the raise hand

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1 function on the Zoom screen. Open Exchange will then
2 move that person into the waiting room.

3 Go ahead.

4 SCOTT: Your Honor, we've moved the public line
5 and two people who were identified and raised their
6 hands so far.

7 JUDGE CHAPPELL: Okay.

8 MS. GOSWAMI: I don't believe that there's
9 anyone else that I see.

10 JUDGE CHAPPELL: Okay.

11 MR. GONEN: Same for Complaint Counsel, Your
12 Honor.

13 JUDGE CHAPPELL: All right. We are in in
14 camera session.

15 (Whereupon, the proceedings were held in
16 in camera session.)

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/30/2021

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5 (End of in camera session.)
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Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/30/2021

1 (The following proceedings continued in
2 public session.)

3 - - - - -

4 JUDGE CHAPPELL: Scott, are you there?

5 SCOTT: Yes, Your Honor. We are just moving
6 everything over.

7 JUDGE CHAPPELL: Let me know when the public's
8 on.

9 SCOTT: One moment. The public is on and
10 everyone else, too.

11 JUDGE CHAPPELL: All right. It appears that
12 tomorrow at 9:45, we will be starting with the same
13 witness, and we will be going into in camera session
14 for 45 minutes, or thereabouts. So you can decide
15 whether to try to call in at 9:45 or not.

16 We will reconvene tomorrow at 9:45. We're in
17 recess.

18 MS. GOSWAMI: Thank you, Your Honor.

19 (Whereupon, at 5:51 p.m., the hearing was
20 adjourned.)

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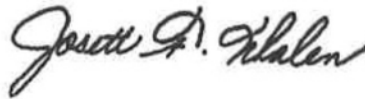
Trial - Public Record

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CERTIFICATE OF REPORTER

We, Susanne Bergling and Josett Whalen, do hereby certify that the foregoing proceedings were recorded by us via stenotype and reduced to typewriting under our supervision; that we are neither counsel for, related to, nor employed by any of the parties to the action in which these proceedings were transcribed; and further, that we are not a relative or employee of any attorney or counsel employed by the parties hereto, nor financially or otherwise interested in the outcome of the action.



JOSETT WHALEN, Court Reporter



SUSANNE BERGLING, Court Reporter

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UNITED STATES OF AMERICA
FEDERAL TRADE COMMISSION
OFFICE OF ADMINISTRATIVE LAW JUDGES

In the Matter of:)
ILLUMINA, INC.,)
a corporation,)
and) Docket No. 9401
GRAIL, INC.,)
a corporation,)
Respondents.)
-----)

Virtual Proceeding Via Zoom
August 31, 2021
9:48 a.m.
TRIAL VOLUME 6
PUBLIC RECORD

BEFORE THE HONORABLE D. MICHAEL CHAPPELL
Chief Administrative Law Judge

Reported by: Susanne Bergling and Josett F. Whalen,
Court Reporters

Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

- 1 APPEARANCES:
- 2 ON BEHALF OF THE FEDERAL TRADE COMMISSION:
- 3 STEPHEN A. MOHR, ESQ.
- 4 SUSAN A. MUSSER, ESQ.
- 5 DANIEL ZACH, ESQ.
- 6 WADE LIPPARD, ESQ.
- 7 SARAH WOHL, ESQ.
- 8 DYLAN NAEGELE, ESQ.
- 9 CATHERINE SANCHEZ, ESQ.
- 10 JORDAN ANDREW, ESQ.
- 11 STEPHANIE BOVEE, ESQ.
- 12 NICOLAS STEBINGER, ESQ.
- 13 NICHOLAS WIDNELL, ESQ.
- 14 RICARDO WOOLERY, ESQ.
- 15 MARIBETH PETRIZZI, ESQ.
- 16 BEN LORIGO, ESQ.
- 17 WILLIAM COOKE, ESQ.
- 18 PETER COLWELL, ESQ.
- 19 ERIC D. EDMONDSON, ESQ.
- 20 MATTHEW E. JOSEPH, ESQ.
- 21 SAM FULLITON, ESQ.
- 22 BRIAN O'DEA, ESQ.
- 23 LAUREN GASKIN, ESQ.
- 24 DAVID GONEN, ESQ.
- 25 WELLS HARRELL, ESQ.
- BETTY JEAN McNEIL, ESQ.
- NANDU MACHIRAJU, ESQ.
- JOSEPH NEELY, ESQ.
- DAVID VON NIRSHCL, ESQ.
- SUSAN HUBER, ESQ.

17
 18 Federal Trade Commission
 19 600 Pennsylvania Avenue, N.W.
 20 Washington, D.C. 20580
 21 (202) 326-2859
 22 smohr@ftc.gov

20
 21
 22
 23
 24
 25

Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

1 APPEARANCES: (continued)
 2 ON BEHALF OF ILLUMINA, INC.:
 3 CHRISTINE A. VARNEY, ESQ.
 RICHARD J. STARK, ESQ.
 4 DAVID R. MARRIOTT, ESQ.
 J. WESLEY EARNHARDT, ESQ.
 5 SHARONMOYEE GOSWAMI, ESQ.
 MICHAEL ZAKEN, ESQ.
 6 JESSE WEISS, ESQ.
 MOLLY JAMISON, ESQ.
 7 ALLISON KEMPF, ESQ.
 KALANA KARIYAWASAM, ESQ.
 8 BENJAMIN ATLAS, ESQ.
 9 Cravath, Swaine & Moore LLP
 Worldwide Plaza
 10 825 Eighth Avenue
 New York, New York 10019-7475
 11 (212) 474-1000
 cvarney@cravath.com

-and-

13 KARL HUTH, ESQ.
 14
 Huth Reynolds LLP
 15 41 Cannon Court
 Huntington, New York 11743-2838
 16 (212) 731-9333
 huth@huthreynolds.com

17
 18
 19
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Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

1 APPEARANCES: (continued)
 2 ON BEHALF OF GRAIL, INC.:
 3 MICHAEL G. EGGE, ESQ.
 MARGUERITE M. SULLIVAN, ESQ.
 4 ANNA M. RATHBUN, ESQ.
 DAVID L. JOHNSON, ESQ.
 5 MARCUS CURTIS, ESQ.
 MARILYN GUIRGUIS, ESQ.
 6 SEAN MULLOY, ESQ.
 SIMON TROCH, ESQ.
 7 NATHANIEL AMANN, ESQ.
 8 Latham & Watkins LLP
 555 Eleventh Street, N.W.
 9 Suite 1000
 Washington, D.C. 20004-1304
 10 (202) 637-2200
 michael.egge@lw.com

-and-

12 ALFRED C. PFEIFFER, ESQ.
 13
 Latham & Watkins LLP
 14 505 Montgomery Street
 Suite 2000
 15 San Francisco, California 94111-6538
 (415) 391-0600
 16 al.pfeiffer@lw.com
 17

18 ON BEHALF OF GUARDANT HEALTH AND DARYA CHUDOVA:
 19 SOPHIA A. VANDERGRIFT, ESQ.
 20 Sullivan & Cromwell LLP
 1700 New York Avenue, N.W.
 21 Suite 700
 Washington, D.C. 20006-5215
 22 (202) 956-7500
 vandergrifts@sullcrom.com

23
24
25

Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

1 P R O C E E D I N G S

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3 JUDGE CHAPPELL: I understand the parties want
4 to continue the in camera session. Is that correct?

5 MS. GOSWAMI: Yes. That's right, Your Honor.

6 JUDGE CHAPPELL: Before we do that and mute the
7 public line, can I have an updated estimate on how much
8 time you need.

9 MS. GOSWAMI: I believe it's still around
10 45 minutes for the cross-examination pending any
11 redirect by Mr. Gonen.

12 JUDGE CHAPPELL: Is there any redirect planned
13 at this time?

14 MR. GONEN: Not as of now, Your Honor.

15 JUDGE CHAPPELL: All right.

16 At this time we're going to go into in camera
17 session.

18 The public who are calling in will be moved
19 into a waiting room. You will be brought back into the
20 courtroom after we go back into public session. It
21 sounds like it's going to be 45 minutes to an hour.

22 I need the lead or questioning counsel for each
23 party to view the list of participants on the Zoom
24 screen and verify that there are no participants in the
25 courtroom who should not be there.

For The Record, Inc.

(301) 870-8025 - www.ftrinc.net - (800) 921-5555

Trial - Public Record

Illumina, Inc. and Grail, Inc.

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1 If there is anyone who is not authorized to be
2 in an in camera session, you are to instruct that
3 person to use the Raise Hand function in the Zoom
4 screen. OpenExchange will then move that person to a
5 waiting room.

6 Go ahead.

7 MS. GOSWAMI: Your Honor, I don't see anyone
8 who needs to be moved.

9 THE WITNESS: Please --

10 MR. GONEN: It looks okay to complaint counsel,
11 Your Honor.

12 JUDGE CHAPPELL: Does the witness have a
13 question?

14 THE WITNESS: I do. I have an interference
15 again in the background from some construction on the
16 roof. If that's interfering with ability to hear me,
17 please let me know. I will try to relocate myself. I
18 don't have another option.

19 JUDGE CHAPPELL: We'll keep going until the
20 court reporter tells me if she can't hear well enough.

21 All right, Josett?

22 THE REPORTER: Yes, Your Honor.

23 (Whereupon, the proceedings were held in
24 in camera session.)

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

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8/31/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

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19 (End of in camera session.)

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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1 (The following proceedings continued in
2 public session.)

3 JUDGE CHAPPELL: Let me know when the public
4 line is on.

5 SCOTT: The public line has been moved in,
6 sir.

7 JUDGE CHAPPELL: All right. Thank you. You're
8 excused. You may stand down.

9 Call your next witness.

10 THE WITNESS: Thank you, Your Honor.

11 MR. MOHR: Good morning, Your Honor.

12 Stephen Mohr on behalf of complaint counsel.

13 Complaint counsel calls as its next witness
14 Mr. Hans Bishop, CEO of GRAIL.

15 (Pause in the proceedings.)

16 JUDGE CHAPPELL: We need a witness and
17 respondents' counsel.

18 MS. SULLIVAN: Good morning, Your Honor.

19 We have requested that the witness join.

20 JUDGE CHAPPELL: Okay.

21 (Pause in the proceedings.)

22 It looks like the bright sun in the background
23 is causing problems seeing the witness.

24 SCOTT: Yeah. It's always best not to have the
25 sun directly behind you if possible.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

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1 That's a little better, but if you can move a
2 little more to your left, that would be better, because
3 there's a bit of a glare.

4 (Pause in the proceedings.)

5 That's better.

6 - - - - -

7 Whereupon --

8 HANS BISHOP

9 a witness, called for examination, having been first
10 duly sworn, was examined and testified as follows:

11 JUDGE CHAPPELL: Go ahead.

12 MR. MOHR: Your Honor, may I -- thank you.

13 - - - - -

14 DIRECT EXAMINATION

15 BY MR. MOHR:

16 Q. Good morning, Mr. Bishop.

17 A. Good morning.

18 Q. Mr. Bishop, can you please spell your first and
19 last name for the court reporter.

20 A. My first name is Hans, H-A-N-S. My second name
21 is Bishop, B-I-S-H-O-P.

22 Q. Before we proceed, is there any reason you are
23 unable to provide truthful and complete testimony
24 today?

25 A. No.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

1 Q. You are currently the chief executive officer
2 of GRAIL; correct?

3 A. Yes.

4 Q. You became CEO of GRAIL in 2019; correct?

5 A. Yes.

6 Q. And you joined GRAIL's board of directors about
7 a year before you became CEO; right?

8 A. Yes.

9 Q. After becoming CEO, you continued to serve on
10 GRAIL's board of directors; right?

11 A. Yes.

12 Q. As a member of the board of directors, your
13 responsibilities included ensuring that shareholders'
14 interests were represented; right?

15 A. Yes.

16 Q. As a member of the board of directors, your
17 responsibilities included ensuring that there's good
18 discipline and processes regarding how GRAIL is run and
19 controlled; right?

20 A. Yes.

21 Q. As a member of the board of directors, your
22 responsibilities included overseeing the quality of the
23 management of the company; correct?

24 A. Yes.

25 Q. As CEO, you're responsible to the board of

For The Record, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

1 directors and run the leadership team at GRAIL; right?

2 A. Yes.

3 Q. As CEO, you're responsible for formulating the
4 company's overall strategy?

5 A. I'm responsible to proposing that to the board,
6 and the board would -- will agree or reject such
7 proposals.

8 Q. As CEO, your responsibilities included hiring
9 and leading the management team; right?

10 A. Yes.

11 Q. As CEO, your responsibilities included working
12 with the management team to develop GRAIL's scientific
13 product plans; correct?

14 A. Yes.

15 I just want to make sure you and I have the
16 same meaning of "management team." When you use that
17 phrase, I understand it to mean the people that report
18 to me directly.

19 I'm responsible for hiring and overseeing that
20 group of people. Obviously, the people that report to
21 me do the same for the people that they hire and report
22 to.

23 Q. Thank you for the clarification.

24 As CEO, your responsibilities included working
25 to finance the company; right?

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

1 A. Yes. I'd be one of a number of people that
2 would work on that endeavor.

3 Q. As the CEO of GRAIL, you reported to the board
4 of directors of GRAIL; right?

5 A. Yes.

6 Q. On August 18, 2021, Illumina acquired GRAIL;
7 correct?

8 A. I'm not sure from memory that that's the exact
9 date, but I recall it to be a September date, but that
10 may be my mistake. But during that approximate period
11 last year, the board of directors, yeah, reached an
12 agreement to merge with GRAIL.

13 Q. And to clarify, my question isn't as to the
14 agreement to merge but the consummation of the merger,
15 so let me try to ask it more clearly.

16 On August 18, 2021, so about two weeks ago,
17 Illumina consummated its acquisition of GRAIL;
18 correct?

19 A. Yes, that's -- yes. Sorry. Now I understand.
20 Yeah.

21 Q. GRAIL is now a wholly owned subsidiary of
22 Illumina; right?

23 A. Yes.

24 Q. GRAIL has an oncology screening test called
25 Galleri; correct?

Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

1 A. Yes.

2 MS. SULLIVAN: Mr. Mohr, I believe we've lost
3 the judge again. I'm sorry to interrupt.

4 MR. MOHR: No. Thank you.

5 (Pause in the proceedings.)

6 SCOTT: You're back on, Your Honor.

7 JUDGE CHAPPELL: Okay. Let me see what I
8 missed.

9 We had another power surge here.

10 I see that "GRAIL has an oncology screening
11 test called Galleri" and the answer is "Yes."

12 Next question.

13 MR. MOHR: Yes, Your Honor.

14 BY MR. MOHR:

15 Q. Mr. Bishop, GRAIL publicly describes Galleri as
16 a multicancer early detection test; right?

17 A. Yes. We use that phrase.

18 Q. For example, GRAIL refers to Galleri as a
19 multicancer early detection test on GRAIL's website;
20 right?

21 A. I believe so.

22 Q. The Galleri test is based on the discovery that
23 cancer causes abnormal patterns of methylation on a
24 patient's DNA; correct?

25 A. Yes.

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1 The discoveries on which it's based are broader
2 than that. It was the conclusion of comparing various
3 discoveries that concluded with the available science
4 today that the methylation -- looking at methylation
5 abnormalities is the preferred way of detecting a
6 cancer signal.

7 Q. And specifically, Galleri tries to identify
8 regions of the patient's DNA that are either hyper- or
9 hypomethylated; right?

10 A. Yes. The test includes looking at CPG sites
11 that are either hyper- or hypomethylated, that's
12 correct.

13 Q. And the Galleri test seeks to differentiate
14 those hyper- or hypomethylation patterns from what's
15 seen in patients that are healthy; right?

16 A. Yes.

17 Q. DNA sequencing is a component of GRAIL's
18 Galleri test; right?

19 A. Yes.

20 As you correctly stated, we are not sequencing
21 the DNA. We're looking -- we're interrogating
22 methylation sites.

23 Q. Your view is that GRAIL's Galleri test should
24 be used alongside existing standard of care oncology
25 screenings; right?

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1 A. Yes.

2 Q. And that's because standard of care screenings
3 are optimized for detecting single cancers; correct?

4 A. Yes. That's partly why that's our opinion.

5 The -- it is a correct statement that
6 single-cancer screening tests, the standard of care
7 ones you referred to, are optimized for the single
8 cancer they seek to detect. And the reason that we
9 believe these tests must be used together is the goal
10 is to intercept the maximum number of cancers possible
11 at an early stage, and by combining Galleri with those
12 single-cancer screening tests we create the best
13 opportunity to identify the maximum number of cancers
14 at an early stage.

15 Q. And existing standard of care screenings
16 include screening methods such as colonoscopies;
17 right?

18 A. There are several different methods. That's
19 just one example. Yes.

20 Q. You also intend GRAIL's Galleri test to be used
21 alongside single-cancer blood-based screening tests;
22 right?

23 A. Yes.

24 Q. And that's because single-cancer tests are
25 optimized for a single cancer sensitivity and therefore

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1 are more sensitive at detecting those individual
2 cancers than Galleri is for any individual cancer;
3 right?

4 A. Well, that's speculation on your behalf.
5 The -- but the root -- the basis of why we believe that
6 to be the case -- and you'd need to give me examples --
7 comes from the same idea, that we would hope that a
8 single-cancer test being optimized would have a higher
9 detection rate.

10 Q. The intended use population for Galleri is
11 people with an elevated risk for cancer; correct?

12 A. Yes.

13 Q. From an age perspective, GRAIL's intended use
14 population for Galleri is individuals aged 50 and
15 older; correct?

16 A. That's generally correct.

17 Q. Galleri became commercially available in the
18 United States in June of 2021; is that right?

19 A. Yes. There were some practices that had
20 access to Galleri shortly before that, but the
21 nationwide launch was in June, as you correctly
22 stated.

23 Q. What is the current list price for Galleri?

24 A. \$949.

25 Q. Galleri has not received FDA approval yet; is

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1 that right?

2 A. Galleri is being made available under a set of
3 regulations called laboratory-developed test.

4 Q. GRAIL has not received FDA PMA approval yet;
5 correct?

6 A. That's right.

7 Q. If Galleri has not received FDA PMA approval
8 yet, how is GRAIL currently selling within the
9 United States?

10 A. As I mentioned, by complying with a set of
11 regulations, often referred to as LDT, that is the
12 route to market that a very significant number of
13 diagnostic tests are first made available to the public
14 and doctors.

15 For example, the most commonly used genetic
16 test to look for abnormalities in the babies of
17 pregnant women was and is made available as an LDT.

18 Q. GRAIL's Galleri test is not currently covered
19 by Medicare; is that right?

20 A. That's right.

21 Q. And Galleri is not widely reimbursed by private
22 insurers yet either; right?

23 A. To my knowledge, it's not reimbursed by any
24 private insurers as of today.

25 Q. You're aware that a bill has been introduced in

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1 Congress this year called the Medicare MCED Screening
2 Coverage Act?

3 A. Yes.

4 Q. You have advocated for this legislation;
5 correct?

6 A. What do you mean by "advocated"?

7 Q. You've -- you support the passage of this
8 legislation; is that right?

9 A. Yes. We believe that the passing of this
10 legislation would be a very meaningful improvement for
11 citizens getting access to tests that could reduce
12 deaths from cancer. Yes, we're advocates of that.

13 Q. And why do you support passage of the
14 Medicare MCED Screening Coverage Act?

15 A. Because we believe that it is reasonable that
16 CMS should have the authority to reimburse cancer tests
17 once approved -- cancer early detection tests once
18 approved by FDA.

19 Q. So if it were enacted, the Medicare MCED
20 Screening Coverage Act would provide for Medicare
21 coverage of an FDA-approved test; right?

22 A. I believe that's correct.

23 Q. I'd like to step back now from the present to
24 about one year ago to focus on the summer of 2020 for a
25 little bit.

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1 Okay?

2 A. Yes.

3 Q. GRAIL was considering an initial public
4 offering in 2020; correct?

5 A. Yes.

6 Q. As part of exploring an IPO, GRAIL engaged in a
7 number of meetings with a range of potential investors;
8 right?

9 A. Yes.

10 Q. These initial investor meetings were referred
11 to as NDRs; is that right?

12 A. Yes. I believe the earliest meetings in those
13 preparations you're referring to would most likely be
14 called NDRs, meaning or shorthand, if you will, for
15 non-deal roadshow.

16 Q. And there were more than forty NDR meetings;
17 right?

18 A. I don't recall.

19 Q. You participated in pretty much all of the NDR
20 meetings; is that right?

21 A. I participated in a great many of them. Yes.

22 Q. Following the NDR meetings, GRAIL engaged in a
23 second set of meetings with possible investors called
24 TTW meetings; is that right?

25 A. That's right.

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1 Q. And "TTW" refers to testing the waters; is that
2 right?

3 A. That's right.

4 Q. And as CEO of GRAIL, you presented to -- you
5 presented in many of these meetings as well; right?

6 A. Yes. I participated in many of them.

7 Q. And besides yourself, other GRAIL executives
8 who participated in these meetings included
9 Dr. Josh Ofman, Matthew Young, Aaron Freidin and
10 Arash Jamshidi; is that right?

11 A. Yes. Not each of those people, from memory,
12 participated in each meeting, but those people were
13 frequently in attendance at those meetings.

14 Q. And these meetings took place in July and
15 August of 2020; right?

16 A. I don't remember precisely, but around that
17 time.

18 Q. During an in camera session of this examination
19 I'll ask you some more specific questions about these
20 presentations for which Respondent GRAIL is seeking
21 in camera treatment.

22 Now, stepping forward a bit, as part of
23 preparing for a possible IPO, GRAIL eventually filed a
24 form with the Securities and Exchange Commission called
25 a Form S-1; right?

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1 A. That's right.

2 Q. And GRAIL filed this form S-1 in September of
3 2020; correct?

4 A. You would need to show me the document to
5 remind me of the exact date.

6 Q. The process to create the Form S-1 document was
7 rigorous; right?

8 A. Yes.

9 Q. It was reviewed by internal experts at GRAIL;
10 right?

11 A. Yes. That's correct.

12 Q. It was reviewed by both finance and legal at
13 GRAIL; correct?

14 A. Yes, that's correct.

15 Q. It was reviewed by external experts as well;
16 right?

17 A. That's correct.

18 Q. And you assisted with the process of preparing
19 the S-1; right?

20 A. Yes. I was one of the reviewers.

21 Q. And you tried to ensure that the information
22 contained in the S-1 was accurate; right?

23 A. Of course.

24 Q. Because GRAIL has an obligation to be truthful
25 in the S-1; right?

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1 A. Of course.

2 Q. And you paid particular attention to risk
3 factors, the general section that describes GRAIL, and
4 how GRAIL sees its products developing; right?

5 A. I paid particular attention to ensuring the
6 overall process content was all of the highest
7 standard.

8 Q. After filing an initial Form S-1 with the SEC,
9 GRAIL filed an amended S-1 shortly thereafter; right?

10 A. I believe that's correct. I don't recall what
11 the timing to all was, so I can't comment on "shortly."

12 Q. Subsequent to filing the amended version, no
13 one has told you that there are any inaccuracies in the
14 amended Form S-1; right?

15 A. Not to my recollection.

16 Q. I'd like to take a look at the amended
17 Form S-1 now. Mr. Bishop, I would like to show you
18 Exhibit PX 4082.

19 Your Honor, it has been admitted into evidence
20 on JX 02. It's identified on its cover page as GRAIL's
21 amended Form S-1 as filed with the U.S. Securities and
22 Exchange Commission and is dated September 17, 2020.

23 Now, the amended Form S-1 was filed with the
24 SEC just three days before Illumina and GRAIL signed a
25 merger agreement; correct?

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1 A. Again, you would need to show me the document.
2 My memory of dates is not that precise.

3 Q. And looking at page 005 here, this is the cover
4 sheet to the filing, and it states it's the amended
5 Form S-1 registration statement.

6 Can you see that?

7 A. Yes. Amendment Number 1 to Form S-1.

8 Q. And underneath that, it lists you as CEO on the
9 cover sheet; correct?

10 A. Yes. I see that.

11 Q. And you signed the amended Form S-1; correct?

12 A. I believe that's correct as well.

13 Q. First I'd like to show you page 009 of the
14 exhibit.

15 Do you see the heading on the middle of the
16 page "Our multi-cancer early detection test - Galleri"?

17 A. Yes.

18 Q. And there's an entire section of the
19 Form S-1 that describes GRAIL's Galleri test; right?

20 A. Would you like me to read it?

21 Q. Do you know if there's a section on the Galleri
22 test in the Form S-1?

23 A. Do I -- do I know if there is -- well, I'm sure
24 there is, but I'm asking you which bit you want me to
25 review.

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1 Q. I'll show you in one minute. I was just
2 asking generally if there was a section on the Galleri
3 test.

4 So if we can turn to page 011, this is in part
5 of that section discussing Galleri.

6 Do you see the second sentence of the first
7 paragraph on page 001 [sic] states, "Our market
8 research indicates that there is a significant
9 addressable market opportunity we can access even
10 before approval under traditional fee-for-service
11 Medicare reimbursement. While such approval would be
12 needed for broad-based adoption, we expect such
13 approval will take several years to obtain, if at all.
14 In the interim, we will pursue our initial market
15 representing a significant segment of the overall early
16 detection market of 107 million individuals between the
17 ages of 50-79 in the United States"?

18 Do you see that?

19 A. I do.

20 Q. And the term "broad-based adoption," that
21 refers to coverage of Galleri by Medicare and private
22 insurers; right?

23 A. I believe it does.

24 Q. And so GRAIL represented to potential investors
25 in its Form S-1 that it estimated the overall early

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1 detection market to be approximately 107 million
2 individuals in the United States; right?

3 A. No. I don't think that's what we were saying.
4 I think we were saying exactly what the sentence says.
5 In the interim, i.e., in advance of broad-based
6 reimbursement, there was the market opportunity that's
7 described on this page that included approximately a
8 hundred million individuals.

9 Q. So just to clarify, Mr. Bishop, is it your
10 understanding that the representation to investors was
11 that the segment that GRAIL would be pursuing in the
12 interim was 107 million individuals?

13 A. Yes. It's listed clearly on this page. That's
14 what I believe this is saying. I can't see the bottom
15 number, but you can see the channels that we initially
16 would talk to are large, self-insured employers,
17 progressive, integrated health systems, and then
18 physician-directed channels, with the approximate size
19 of each of those channels. I believe if you add those
20 together you get to roughly that number.

21 Q. And the first channel listed here is large,
22 self-insured employers; correct?

23 A. Yes.

24 Q. And with the national launch of Galleri this
25 summer, GRAIL is currently trying to sell Galleri to

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1 large, self-insured employers; correct?

2 A. Yes.

3 Q. Without going into any confidential details in
4 this public session, GRAIL has signed contracts with
5 some employers already to use Galleri; right?

6 A. Yes.

7 Q. And the second channel listed here is
8 progressive, integrated health systems.

9 Do you see that?

10 A. I do.

11 Q. And what does "an integrated health system"
12 refer to?

13 A. It's an imprecise term, but it generally I
14 believe is intended to mean a number of things, that
15 it can be a health system that includes various
16 different provisions of care ranging from primary care
17 to hospital-delivered care and may also include
18 payers.

19 Q. GRAIL is currently trying to sell Galleri to
20 progressive, integrated health systems; correct?

21 A. To some of them. Yes.

22 Q. Without going into any confidential details
23 right now, GRAIL has signed contracts with some health
24 systems to use Galleri; right?

25 A. Yes.

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1 Q. And the third channel listed here is
2 physician-directed channels, including concierge
3 practices and executive health programs.

4 Do you see that?

5 A. I do.

6 Q. What is a concierge practice?

7 A. It's often a term used to describe primary care
8 practices where the members of that practice or the
9 patients pay a fee to get preferred access to highly
10 qualified doctors.

11 Q. GRAIL is currently trying to sell Galleri to
12 the physician-directed channel, including concierge
13 practices and executive health programs; right?

14 A. That's correct.

15 Q. Without going into any confidential details
16 right now, GRAIL has signed contracts to process
17 Galleri tests prescribed by physicians at some
18 concierge practices and executive health programs;
19 right?

20 A. You used the term "signed contracts." I'm not
21 sure that's technically the correct term, but I think
22 it is correct to say that we are selling to concierge
23 practices.

24 Q. If we could please now turn to the page 012 of
25 the Form S-1, Exhibit PX 4082.

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1 If we look at the bottom of the page, do you
2 see the heading "Potential enhancements to Galleri and
3 DAC"?

4 A. Yes.

5 Sorry. Let me just move my camera -- my
6 picture here so I can read it all.

7 Q. Just let me know when you're ready.

8 A. Thank you.

9 (Document review.)

10 Yes, I've read it. Thank you.

11 Q. Sure.

12 And "DAC" refers to GRAIL's diagnostic to aid
13 cancer tests; is that right?

14 A. Yes. It's shorthand for diagnostic aid for
15 cancer.

16 Q. And that test is not yet commercially available
17 in the U.S.; is that right?

18 A. That's right.

19 Q. And looking under that heading, the first
20 sentence, do you see it says, "We seek to continually
21 enhance the performance and features of our tests, and
22 invest in enhancing our core targeted methylation
23 platform through improvements designed to achieve
24 higher efficiency and scalability"? Do you see that?

25 A. I do.

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1 Q. What does "methylation platform" refer to?

2 A. I believe it refers to the scientific
3 understanding we have related to methylation
4 abnormalities and our ability to detect those
5 abnormalities and use them to make a detection of
6 cancer.

7 Q. And where GRAIL stated here the term "through
8 improvements designed to achieve higher efficiency,"
9 "higher efficiency" means higher test performance;
10 right?

11 A. Well, they're both broad terms. Actually, the
12 paragraph goes on. I don't think it's a complete
13 sentence. We might not be looking at all of it, but it
14 goes on to talk about some of the further performance
15 improvements we're looking to deliver.

16 Q. Without going into any confidential details of
17 ongoing internal efforts at GRAIL, is it fair to say
18 that GRAIL is currently engaged in multiple efforts to
19 try to improve its Galleri test?

20 A. Yes. I think that's a fair statement.

21 Q. And I'd like to turn now to the Risk Factors
22 section of the Form S-1.

23 And you paid particular attention to the
24 Risk Factors section of the Form S-1 when you reviewed
25 it; correct?

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1 A. As I said, I paid attention to making sure that
2 the overall process and quality of the document in its
3 entirety. I do believe that the risk factor section is
4 a very important one of the overall document.

5 Q. And I'd like to show you page 015 of the
6 Form S-1.

7 And you see it has the heading Risk Factors at
8 the top of this page?

9 A. Yes, I see that.

10 Q. And then if we look about halfway down the
11 page, do you see that one risk GRAIL identified in its
12 Form S-1 was that GRAIL relies on Illumina, Inc. as a
13 sole supplier for GRAIL's next-generation sequencers
14 and associated reagents? Right?

15 A. Yes.

16 Single-supplier risks are always something that
17 investors should understand, and here in this paragraph
18 we talk about multiple single-supplier risks that we
19 have.

20 Q. And GRAIL uses an Illumina NGS machine as a
21 component of the Galleri test; right?

22 A. It depends what you mean by "component," but
23 we do absolutely use Illumina sequencers to run our
24 test.

25 Q. And specifically, GRAIL uses the Illumina

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1 NovaSeq sequencers to run its Galleri test; right?

2 A. I believe that's right. Yeah.

3 Q. And single-source supply can be a risk for
4 multiple reasons; right?

5 A. That's right.

6 Q. But Illumina is the only sequencer that GRAIL
7 has validated its technology on; right?

8 A. I believe that's right.

9 Q. And specifically, all of the analytical
10 validation and regulatory compliance documents that
11 GRAIL has been required to compile to show its tests
12 work have been done on Illumina sequencers; correct?

13 A. That would be beyond my knowledge.

14 For example, all of the regulatory compliance
15 work, I don't have that level of detail knowledge.

16 Q. Mr. Bishop, do you recall testifying in your IH
17 that all of the analytical validation and regulatory
18 compliance documents that GRAIL has been required to do
19 to show its tests work have been done on Illumina
20 sequencers?

21 A. I may have. I mean, certainly the first part
22 of that statement I know, i.e., all of the analytical
23 validation.

24 Q. And if Illumina becomes unavailable to GRAIL,
25 GRAIL doesn't have a validated alternative; right?

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1 A. I believe that's right as well.

2 Q. If GRAIL were to substitute to a non-Illumina
3 sequencer, GRAIL would have to do its analytical
4 validation process on the new platform; right?

5 MS. SULLIVAN: Objection. Lacks foundation.

6 THE WITNESS: Again, I'm not sure I'm the right
7 technical expert --

8 JUDGE CHAPPELL: Hold on, hold on. When
9 there's an objection, hold on from answering.

10 Well, he just told us he's not the right
11 expert. Do you want to respond, rephrase or move
12 along, Counselor?

13 MR. MOHR: Thank you, Your Honor. I'll
14 rephrase.

15 BY MR. MOHR:

16 Q. Do you know, if GRAIL were to substitute to a
17 non-Illumina sequencer, whether GRAIL would have to do
18 all of its analytical validation process on the new
19 platform?

20 A. I don't know the answer to that.

21 Q. Do you recall testifying in your
22 investigational hearing that if GRAIL were to
23 substitute to a non-Illumina sequencer, GRAIL would
24 have to do all of its analytical validation on the new
25 platform?

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1 A. Again, you'd need to show me my testimony,
2 sir, but I don't know. I can't recall whether I used
3 the words exactly as you phrased them to me, "all of."

4 Q. But do you know, if GRAIL were to substitute to
5 a non-Illumina sequencer, GRAIL would have to do at
6 least some of its analytical validation on the new
7 platform?

8 A. I think that's a -- I think that's a reasonable
9 assumption. I'd again reinforce that I'm not the
10 deepest technical expert on this subject.

11 Q. If we can turn to page 034, please, of the
12 Form S-1.

13 And if we zoom in on the top paragraph, do you
14 see the first sentence here in this S-1 reads, "Our
15 current suppliers, including Illumina, Streck or Twist,
16 may also discontinue or substantially change the
17 specification of products that we utilize in our
18 products"?

19 A. Yes, I see that.

20 Q. And what type of products does Streck provide?

21 A. They provide a particular form of blood
22 collection tube.

23 Q. And then the third sentence in this paragraph
24 reads, "Transitioning to a new supplier for this
25 equipment or these materials would be time-consuming

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1 and expensive, could result in interruptions in or
2 otherwise affect the performance specifications of our
3 laboratory operations and sample processing or could
4 require that we revalidate our products and, if we
5 receive FDA clearance or approval for our products,
6 could require a new submission to [the] FDA and other
7 regulatory bodies to approve or clear such changes."

8 Do you see that statement in the Form S-1?

9 A. Yes. I'm just reading the context of that.

10 (Document review.)

11 Yes, I see the sentence on here. Yeah.

12 Q. And this statement in the filing means that if
13 GRAIL received FDA approval for Galleri using Illumina
14 sequencers and subsequently switched away to a
15 third-party sequencer, GRAIL might need to submit a new
16 FDA filing; right?

17 MS. SULLIVAN: Objection. Lacks foundation.

18 JUDGE CHAPPELL: Could you rephrase that
19 question. I'm not sure it's clear.

20 MR. MOHR: Yes, Your Honor.

21 BY MR. MOHR:

22 Q. Do you know if GRAIL would need to submit a new
23 FDA filing if it received FDA approval for Galleri
24 using Illumina and subsequently switched to a different
25 company's sequencer?

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1 A. I don't believe I'm the right expert to answer
2 that question.

3 Q. Do you agree that a risk identified for
4 potential investors in the S-1 was that switching
5 suppliers, including Illumina, might result in the
6 requirement of submitting a new -- of making a new
7 submission to the FDA?

8 A. I think our understanding of the risks are as
9 written in the sentence you've highlighted for us.
10 Transitioning to a new supplier for the equipment or
11 materials listed above could take time, could be
12 expensive, could result in interruptions and, as it
13 goes on to say, could require that we revalidate our
14 products if we receive FDA clearance or approval for
15 those products, so it's speculating on a number of
16 scenarios.

17 Q. As far as you're aware as the CEO of GRAIL and
18 someone who reviewed the Form S-1, this representation
19 in the Form S-1 was accurate; right?

20 A. Yes.

21 Q. If we could turn to page 036, please.

22 And do you see the -- the heading there,
23 another risk that GRAIL identified in its Form S-1 was
24 that its "business and results of operations will
25 suffer if we fail to compete effectively"; right?

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1 A. Yes, I see that.

2 Q. And in the first sentence under this heading,
3 GRAIL described the testing and diagnostics products
4 industry as intensely competitive; right?

5 A. I see that. Yes.

6 Q. And GRAIL identified a number of competitors in
7 its Form S-1; right?

8 A. Yes.

9 Q. And competitors that GRAIL identified to
10 potential investors included Thrive; right?

11 A. The statement here I think says it as we
12 understand it, that as you've read, and it speculates
13 about potential future scenarios.

14 Q. And just so my question is clear, GRAIL
15 represented in its Form -- identified in its
16 Form S-1 Thrive as a competitor in the United States
17 and abroad; right?

18 A. Yeah. I think you need to read the whole
19 paragraph to get the context of what we're saying.

20 Q. And another competitor that GRAIL identified to
21 investors in its Form S-1 was Guardant; right?

22 A. Again, I'll read it in the context of the
23 paragraph, but yes, we mentioned them here.

24 Q. And you also mentioned Singlera here; right?

25 A. Again, in the context of the paragraph.

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1 Q. And you also mentioned Freenome here; right?

2 A. Again, within the context of the paragraph.

3 Q. And GRAIL noted in that second sentence that
4 some of these competitors have stated "they are
5 developing tests designed to detect cancer, including
6 some that will use cfDNA [sic] analyses like ours."

7 Do you see that?

8 A. I see that.

9 Q. And GRAIL's Galleri test uses cfDNA analysis;
10 right?

11 A. Yes. It says that they are developing tests
12 designed to detect early cancer, and some of those use
13 cell-free nucleic acids as part of their analysis.

14 Q. Moving on, we can pull this excerpt down.

15 GRAIL also discussed its FDA plans regarding
16 Galleri in the Form S-1; correct?

17 A. I think it depends what you mean by it
18 discussed its -- it discussed its FDA plans.

19 Q. Well, we can go to some specific pages in a
20 minute, but generally speaking, and without getting
21 into any confidential material that we can cover in the
22 in camera session, GRAIL plans on seeking FDA approval
23 for its Galleri test; right?

24 A. In the future, yes.

25 Q. And one of the reasons GRAIL plans on seeking

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1 FDA approval is that FDA approval will likely be a
2 prerequisite for getting broad-based reimbursement for
3 Galleri; right?

4 A. I agree with that.

5 Q. And if we can look at some of the discussion of
6 the FDA in the Form S-1, if we can please turn to
7 page 047.

8 And if we look at the first full paragraph
9 there, do you see that the first sentence reads, "We
10 are engaged in ongoing discussions with FDA regarding
11 the data that will be needed to support a successful
12 PMA for a multicancer test for our planned indications,
13 including whether we would need to provide additional
14 analyses and information beyond that which we are
15 currently planning to produce based on the designs of
16 our current and planned clinical trials [sic]"?

17 Do you see that?

18 A. Yes. Let me just read it for a moment,
19 please.

20 (Document review.)

21 Okay.

22 Q. What does "PMA" stand for here?

23 A. Premarket authorization or approval. I forget
24 the last one.

25 Q. And early -- earlier this morning, you

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1 testified regarding how Galleri is currently available
2 as an LDT; right?

3 A. That's right.

4 Q. How is PMA approval different from LDT?

5 A. It's an entirely set -- it's an entirely
6 different set of requirements.

7 Q. And GRAIL currently intends to go through the
8 FDA's PMA process; right?

9 A. Correct.

10 Q. GRAIL currently has employees who are working
11 on obtaining a PMA for Galleri --

12 A. That's right.

13 Q. -- correct?

14 And GRAIL employees have engaged in discussions
15 with the FDA regarding a possible PMA application for
16 Galleri; right?

17 A. Yes. I think that's a fair characterization.

18 Q. And if we can please turn to the next page,
19 page 048, of the Form S-1.

20 And if we look at the top, it notes that the
21 FDA has provided feedback regarding how it plans to
22 assess the safety and effectiveness of Galleri based on
23 potential intended use statements.

24 Do you see that?

25 A. Let me just read it, please.

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1 Q. Yep.

2 (Document review.)

3 A. Okay. Thank you.

4 Q. Without getting into confidential information,
5 what does the term "intended use statements" refer to?

6 A. It talks about the utility of the test and why
7 it should be used.

8 Q. And a little further down on this page, GRAIL
9 notes, "We have incorporated certain FDA feedback into
10 our ongoing [clinical] evidence generation program and
11 our ongoing PATHFINDER study."

12 Do you see that?

13 A. Yes. You added the word "clinical," but
14 otherwise I agree with what you just read.

15 Q. I'm sorry. I didn't mean to, but thank you for
16 clarifying.

17 What does "PATHFINDER" refer to here?

18 A. That's the name of a clinical trial.

19 Q. And is that clinical trial currently ongoing?

20 A. It's fully enrolled and results have been
21 reported out. There is a -- there is a one-year
22 follow-up period, so the final results are yet to be
23 read out.

24 Q. How many other studies is GRAIL currently
25 conducting involving Galleri? And again, only asking

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1 for publicly disclosed information, not anything
2 confidential, Mr. Bishop.

3 A. The answer is several, and I may not remember
4 all of them from memory. If you want me to give you an
5 incomplete list of some of the bigger, more important
6 ones, I'm happy to attempt to do that.

7 Q. Yes. So if you could please list the ones that
8 come to mind, that would be helpful. Thank you.

9 A. We're doing a large, real-world evidence study
10 in the United States. We're also doing a large trial
11 in the United Kingdom.

12 Q. All right. We can take this exhibit down.

13 And during an in camera session, I may follow
14 up with some questions that relate to exhibits and
15 testimony for which respondent has sought in camera
16 treatment related to those topics.

17 Now, GRAIL filed an amended Form S-1 with the
18 Securities and Exchange Commission on September 20- --
19 I misspoke, so let me start again.

20 GRAIL filed the amended Form S-1 with the SEC
21 on September 17, 2020; right?

22 A. Again, I don't remember the date. You did show
23 it to me earlier, but I'm sure -- you know, so I'm
24 happy to look at that again.

25 Q. Well, do you agree that GRAIL agreed to a

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1 merger with Illumina just three days later, on
2 September 20, 2020?

3 A. Again, I can't be as precise as "just three
4 days later," but certainly during that month I believe
5 it's right that that's when the board of directors made
6 the decision to merge with Illumina.

7 Q. And as a result of merging with Illumina, GRAIL
8 obviously did not pursue the IPO; correct?

9 A. That's right.

10 Q. Now, about eleven months later, on August 18,
11 2021, Illumina consummated the transaction with GRAIL;
12 right?

13 A. I believe that's right.

14 JUDGE CHAPPELL: Okay. Let's hold on. We've
15 been going over two hours. Let's take a short break.

16 We will reconvene at 12:00 noon.

17 We're in recess.

18 (Recess)

19 JUDGE CHAPPELL: Okay. We're back on the
20 record.

21 Continue questioning.

22 MR. MOHR: Thank you, Your Honor.

23 BY MR. MOHR:

24 Q. Mr. Bishop, before the break, I was asking you
25 some questions about the consummation of the merger

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1 between Illumina and GRAIL, and I wanted to continue
2 there.

3 Certificates of merger with respect to the
4 Illumina-GRAIL transaction have been filed with and
5 accepted by the Secretary of State of the State of
6 Delaware; correct?

7 MS. SULLIVAN: Objection. Lacks foundation.

8 THE WITNESS: Yeah. I'm not sure I'm the
9 legal expert to be precise on documents that were
10 filed.

11 JUDGE CHAPPELL: Sir, if there's an objection,
12 you need to refrain from answering until I rule on it.

13 THE WITNESS: My apologies, Your Honor.

14 JUDGE CHAPPELL: Respond or rephrase.

15 MR. MOHR: Yes, Your Honor.

16 BY MR. MOHR:

17 Q. Mr. Bishop, do you know if certificates of
18 merger with respect to the transaction between Illumina
19 and GRAIL have been filed with and accepted by the
20 Secretary of State of the State of Delaware?

21 A. I know that the legal process -- legal
22 processes required to close the merger have been
23 completed.

24 Q. Upon the closing of the merger, GRAIL, Inc.
25 ceased to exist; correct?

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1 A. I believe that's correct.

2 Q. GRAIL's successor is GRAIL, LLC; right?

3 A. I also believe that's correct.

4 Q. And GRAIL, LLC is a wholly owned subsidiary of
5 Illumina, Inc.; right?

6 A. I also believe that's correct.

7 Q. Did GRAIL's board of directors approve the
8 closing of the transaction with Illumina?

9 A. Again, as I'm not a lawyer, sir, I'm not sure
10 you've phrased that in the right technical way. But as
11 a nonlawyer, if you're asking me did the GRAIL board
12 agree to complete the merger with Illumina, I believe
13 the answer to that is it did.

14 Q. As a member of GRAIL's board of directors, did
15 you support completing the merger with Illumina?

16 A. Yes.

17 Q. Now that the merger with Illumina is complete,
18 what is your current position at GRAIL?

19 A. I remain in post as the CEO of GRAIL.

20 Q. Now that the merger with Illumina is complete,
21 what are your responsibilities as the CEO of GRAIL?

22 A. The same as they were before.

23 Q. Now that the merger with Illumina is complete,
24 who do you currently report to?

25 A. My understanding of that is I no longer report

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1 to the GRAIL board of directors, I do not report to
2 Illumina as we entered a hold-separate agreement with
3 the European Union, and I will and our company will be
4 subject to oversight from some soon-to-be-appointed
5 observers.

6 Q. Now that the merger with Illumina is complete,
7 does GRAIL's board of -- does GRAIL continue to have
8 its own board of directors?

9 A. To my knowledge, it does not.

10 Q. You testified earlier that in September of
11 2020 Illumina and GRAIL reached a merger agreement;
12 correct?

13 A. Yes.

14 Q. And Illumina and GRAIL made an amendment to the
15 original merger agreement on February 4, 2021; is that
16 right?

17 A. You'd have to remind me of the specifics.

18 Q. Generally speaking, you know, early in 2021 did
19 Illumina and GRAIL enter into an amendment to the
20 original merger agreement?

21 MS. SULLIVAN: Objection. Lacks foundation.

22 THE WITNESS: Yeah, I --

23 JUDGE CHAPPELL: Hold it.

24 THE WITNESS: Sorry.

25 JUDGE CHAPPELL: Do you want to rephrase or

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1 respond?

2 MR. MOHR: Yes, Your Honor.

3 BY MR. MOHR:

4 Q. Do you know if Illumina and GRAIL have made any
5 amendments to the original merger agreement?

6 A. I'm not sure. You'd have to remind me.

7 Q. The merger consideration to GRAIL included a
8 mixture of cash, stock, and contingent value rights;
9 correct?

10 A. That's right.

11 Q. The total cash consideration paid to GRAIL's
12 stockholders was approximately \$3.5 billion; correct?

13 A. I believe that's the approximate number.

14 Q. And now that the merger has closed, has this
15 cash actually been paid to GRAIL's stockholders?

16 MS. SULLIVAN: Objection. Lacks foundation.

17 JUDGE CHAPPELL: I think we can expect this man
18 being the CEO to have this information, and if not,
19 he'll let us know. That's overruled.

20 THE WITNESS: So I think it depends on whether
21 various shareholders have filed certain paperwork.

22 BY MR. MOHR:

23 Q. What was the total stock consideration paid to
24 GRAIL's stockholders?

25 A. You'll need to show me the number, but it's the

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1 balance minus the cash number you mentioned up to a
2 transaction value that was approximately \$8 billion,
3 although that number includes the ownership that
4 Illumina already had.

5 Q. So the total transaction value was
6 approximately \$8 billion; is that right?

7 A. As measured by the common accounting standards,
8 I believe that's correct.

9 Q. Has the amount of the total transaction value
10 to be paid to GRAIL stockholders changed from the
11 initial merger agreement on September 20, 2020 to when
12 the transaction closed on August 18, 2021?

13 A. So what do you mean by has the amount changed?

14 Q. Did GRAIL stockholders receive a greater amount
15 of consideration --

16 A. I see.

17 Q. -- on August 18 compared to the amount in the
18 initial merger agreement?

19 A. As I mentioned, when they receive it -- I think
20 you used the date August 18 -- is a function of whether
21 they've completed all of the required paperwork.

22 There was a mechanism in the merger
23 agreement -- I believe it's referred to as a cap and a
24 collar -- that does and did influence the total merger
25 consideration based on where the Illumina share price

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1 sat within that cap and collar range.

2 Q. Did Illumina offer GRAIL any additional
3 considerations in order to close the merger on
4 August 18, 2021?

5 JUDGE CHAPPELL: Can you make that more
6 specific, what you mean by additional consideration?

7 MR. MOHR: Sure. Yes, Your Honor. Certainly.

8 BY MR. MOHR:

9 Q. Did Illumina offer to increase the amount of
10 consideration to be paid to GRAIL's stockholders beyond
11 the amount from the initial merger agreement in
12 exchange for GRAIL agreeing to close the transaction on
13 August 18, 2021?

14 A. My understanding is the economics associated
15 with the close were fully consistent with the merger
16 agreement.

17 Q. I think you also testified that contingent
18 value rights were also issued to GRAIL's stockholders
19 as part of the consideration; correct?

20 A. Yes, sir. That's right.

21 Q. If I use the term "CVR," will you understand me
22 to be referring to contingent value rights?

23 A. Yes.

24 Q. Do you know if CVRs have been issued to GRAIL's
25 stockholders yet?

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1 A. Again, subject to the stockholders completing
2 their required paperwork, I believe those CVRs, as you
3 refer to them, are issued at the same time that stock
4 is transferred to the said investor.

5 Q. And you personally received financial
6 compensation when Illumina acquired GRAIL; correct?

7 A. Correct.

8 Q. Including cash, stock, and CVR rights,
9 approximately how much compensation did you receive?

10 A. I can't give you a precise number as the
11 taxation pieces are still being worked on, but it's a
12 very significant number.

13 Q. Can you give me your estimate of that total
14 compensation on a pretax basis?

15 A. I don't know the pretax number. I can give you
16 a very broad estimate of the post-tax number.

17 Q. What is your best estimate of that post-tax
18 number?

19 A. I believe it's going to be over a
20 hundred million dollars, including the accounting value
21 of the CVR.

22 Q. And CVR rights are a component of consideration
23 that GRAIL's shareholders will receive related to
24 future product revenues associated with GRAIL's
25 products and technologies; correct?

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1 A. I believe, sir, that's correct about -- for
2 products I know it's correct. I'm not sure what you
3 meant by the term "technologies."

4 Q. Well, generally speaking, the CVR right is a
5 right to receive future product revenues earned by
6 GRAIL; correct?

7 A. Again, broadly correct. I believe how I would
8 summarize my understanding, it is -- the CVR is GRAIL's
9 shareholder -- a GRAIL shareholder right to receive
10 financial consideration based on the sales of GRAIL
11 products current and future.

12 Q. And you received CVR rights as part of your
13 compensation; right?

14 A. Yes.

15 Q. And specifically, the CVR right gives its
16 holder the right to receive a portion of quarterly
17 payments in an amount equal to 2.5 percent of GRAIL
18 revenues up to \$1 billion plus 9 percent of revenues in
19 excess of a billion dollars; right?

20 A. I believe that's right.

21 Q. So the amount of the CVR payment to a CVR
22 holder increases as GRAIL's revenue increases; right?

23 A. Yes.

24 Q. And the CVR right payments are payable for
25 twelve years; is that correct?

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1 A. I believe that's also correct. Yes.

2 Q. And when negotiating the merger agreement with
3 Illumina, you wanted the CVR rights to be part of the
4 consideration because GRAIL's shareholders wanted a
5 benefit from the upside potential of GRAIL's business;
6 right?

7 A. Well, I would characterize the GRAIL board's
8 desire to have a CVR right as part of the general
9 overall valuation of the deal and what we thought was a
10 fair and reasonable deal for our shareholders.

11 Q. The existing -- the existence of these CVR
12 rights reduces the amount of revenue that Illumina will
13 receive from any sales of Galleri; correct?

14 A. I -- I would not characterize it that way.

15 Q. Well, GRAIL is a wholly owned subsidiary now of
16 Illumina; correct?

17 A. Yes.

18 Q. And revenue that otherwise would be retained by
19 GRAIL, a subsidiary of Illumina, is now being paid out
20 to the CVR holders; correct?

21 A. Again, I don't agree with the way you're
22 characterizing it. It doesn't impact the revenue that
23 Illumina books. I'm not an accountant, but I'm pretty
24 sure that's a correct statement.

25 Like a royalty, for example, it does -- it does

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1 impact the P&L of the products, but I don't believe
2 it's a correct statement to say it reduces the revenue
3 that Illumina books.

4 Q. And I apologize, Mr. Bishop. I'm not an
5 accountant either, so my questions are -- that was not
6 as precise.

7 So to make sure I understand, like a royalty,
8 the existence of the CVR payments does impact the P&L
9 for GRAIL products.

10 A. I believe that's a more accurate statement.
11 Yes.

12 Q. And then a minute ago you mentioned the -- a
13 hold-separate arrangement; correct?

14 A. Yes.

15 Q. Although the merger has been consummated, GRAIL
16 is currently being held separate from Illumina; is that
17 right?

18 A. Yes.

19 Q. And you're aware that Illumina unilaterally
20 offered to enter into the hold-separate agreement with
21 the European Commission?

22 A. I wasn't any part of the negotiations between
23 Illumina and the European Commission, so I have no
24 knowledge as to whether it was unilateral or not.

25 Q. Are you aware that the European Commission has

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1 stated publicly that it is investigating whether
2 GRAIL's consummation of the merger with Illumina
3 violated the European Commission's standstill order?

4 A. I have read in the press a report about a
5 European Commission or Union investigation but not with
6 the degree of detail that you added.

7 Q. What plans, if any, does GRAIL currently have
8 to deal with the possibility that the
9 European Commission determines that the hold-separate
10 agreement that Illumina and GRAIL have in place is
11 insufficient or illegal?

12 A. GRAIL has no plan. It's a concern I believe of
13 our owner, not of GRAIL.

14 MR. MOHR: Your Honor, the remainder of my
15 examination involves exhibits and testimony for which
16 Respondent GRAIL has sought in camera treatment. And
17 therefore, at this time I can either move into an
18 in camera session or defer to Your Honor how you would
19 like to -- the examination to proceed.

20 JUDGE CHAPPELL: Ms. Sullivan?

21 MS. SULLIVAN: Yes, Your Honor.

22 JUDGE CHAPPELL: Are you prepared to do your
23 non-in camera examination --

24 MS. SULLIVAN: Yes, Your Honor.

25 JUDGE CHAPPELL: -- at this time or do you want

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1 to wait?

2 Let's go ahead and do that since the public is
3 on the line.

4 MS. SULLIVAN: Thank you, Your Honor.

5 In addition to cross-examining Mr. Bishop,
6 respondents also call Mr. Bishop affirmatively in their
7 case.

8 JUDGE CHAPPELL: Which means you can go beyond
9 the scope; correct?

10 MS. SULLIVAN: Correct.

11 JUDGE CHAPPELL: I'm asking you; right?

12 MS. SULLIVAN: Yes, Your Honor. Thank you.

13 JUDGE CHAPPELL: Thank you. Go ahead.

14 I'm just letting everybody know so we don't get
15 those objections.

16 MR. MOHR: Understood, Your Honor.

17 - - - - -

18 CROSS-EXAMINATION

19 BY MS. SULLIVAN:

20 Q. Good morning, Mr. Bishop.

21 I want to start by talking about your
22 experience in oncology.

23 You testified that you became the CEO of GRAIL
24 in 2019; is that right?

25 A. Yes.

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1 Q. Before you became the CEO of GRAIL, what
2 experience have you had in oncology?

3 A. I would say that the majority of my career has
4 been involved with oncology.

5 Q. Have you worked with other companies in the
6 oncology space?

7 A. Yes.

8 Q. What are some of those companies?

9 A. Prior to joining GRAIL, I was the cofounder and
10 CEO of a company called Juno Therapeutics which was
11 developing blood cancer therapies.

12 Prior to Juno, I was the chief operating
13 officer at a cell therapy company called Dendreon,
14 which was developing a prostate and had approved a
15 prostate cancer therapeutic.

16 Prior to that, I was the president of
17 specialty medicine at Bayer that most significant part
18 of my responsibilities oversaw an oncology portfolio.

19 And prior to that, I was global commercial head
20 of a biotech called Chiron that also had an important
21 treatment for cancer.

22 Q. Are you a member of any boards today?

23 A. Yes, I am.

24 Q. What boards are you a member of?

25 A. I'm the chairman of a board -- of a company

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1 called Sana Biotherapeutics which is developing
2 treatments, including cancer.

3 I'm a member of the board of directors of
4 Lyell Immunopharma, again, another cancer therapeutics
5 research and development company.

6 I'm also on the board of a company called
7 JW Therapeutics developing blood cancer drugs.

8 And the final public board I'm on is of
9 Agilent Technologies, which is a scientific instrument
10 and reagent company.

11 Q. So let's shift gears a little bit and talk
12 about GRAIL.

13 Could you tell us a little bit about GRAIL.

14 A. GRAIL is a company whose single mission is to
15 detect cancer early when the chances of cures are
16 greatly increased.

17 Q. How did the company start?

18 A. Well, like many great scientific endeavors,
19 with interesting data and curiosity.

20 It started at Illumina. And the triggering
21 event was a curious pathologist who noticed in data
22 from pregnant women some very unusual sequences. And
23 she discussed these sequences with the then chief
24 medical officer of Illumina, who was a very experienced
25 oncology expert.

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1 And they both concluded these unusual data from
2 these pregnant women pointed to the fact that they may
3 have cancer. And they followed up with these patients'
4 physicians. And regretfully, many of them did. I
5 understand, thankfully, with the opportunity to
6 intervene earlier.

7 And that, that event, posed this question,
8 well, might it be possible to actually detect cancer in
9 the blood when it's still completely asymptomatic, and
10 that was the triggering event that led Illumina to form
11 GRAIL.

12 Q. And when Illumina formed GRAIL, what did it do
13 with the company? Did it hold the company or spin it
14 out? What did it do?

15 A. It recognized that -- I wasn't there, so I'm,
16 you know, sharing with you what I've been told -- that
17 it was an enormously risky endeavor and it would be
18 right to form a separate company.

19 It very generously funded the company, arguably
20 even more generously started it with some of its best
21 scientists and engineers, and also granted it certain
22 technology rights.

23 Q. When Illumina formed GRAIL as a separate
24 company, do you know what the ownership structure was?

25 A. I don't. I don't recall the ownership

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1 structure at the beginning.

2 Q. Do you know whether at some point the ownership
3 structure changed?

4 A. Yes. It was -- it was higher at the beginning,
5 and a year or two after the formation, the ownership
6 structure reduced by a meaningful margin.

7 Q. When did you decide to become the CEO of
8 GRAIL?

9 A. I was invited by the board about a year after I
10 joined the board, so that would have been in the middle
11 of 2019 I believe.

12 Q. And why did you decide to become the CEO of
13 GRAIL?

14 A. Because I believe if GRAIL is successful, it
15 can make an enormous contribution. I believe we have
16 the opportunity to reduce the suffering from cancer and
17 the deaths from cancer, and rather uniquely in my
18 career, it can do that at -- in a much more
19 cost-effective manner.

20 JUDGE CHAPPELL: Mr. Bishop, at this point in
21 the record, could you summarize for us the educational
22 and career history that led you to be GRAIL's CEO.

23 THE WITNESS: Yes, Your Honor.

24 I'm trained as an organic chemist. I've spent
25 the vast majority of my career in biotechnology and

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1 pharmaceuticals.

2 I started my career at a company called
3 GlaxoSmithKline. I spent some period at SmithKline as
4 well.

5 From there I went on to be the head of Europe
6 for a biotechnology company called Chiron, and my
7 responsibilities expanded to then be the global
8 commercial head of Chiron.

9 After Chiron was sold to Novartis, I moved to
10 be the president of specialty medicine at Bayer.

11 From there I went to be the chief operating
12 officer at Dendreon.

13 I was then an executive in residence at
14 Warburg Pincus before cofounding and being the CEO of
15 Juno Therapeutics.

16 And after that, I formed a new oncology company
17 called Sana that I referred to earlier.

18 And those are the key events right before,
19 before joining GRAIL.

20 JUDGE CHAPPELL: So, if I followed that
21 correctly, all of these firms you were working for were
22 in medicine or I suppose pharmaceuticals except the
23 Wall Street firm Warburg Pincus?

24 THE WITNESS: Yes, Your Honor.

25 JUDGE CHAPPELL: Thank you.

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1 BY MS. SULLIVAN:

2 Q. Mr. Bishop, what are your responsibilities as
3 CEO?

4 A. They're broad.

5 I'm effectively the most senior manager in the
6 company. I'm responsible for hiring and managing the
7 most senior leaders of the company.

8 And my broad duties involve many things,
9 including ensuring the company is financed, ensuring
10 that we have a compelling strategy, including that we
11 successfully execute the operating plans to deliver
12 against that strategy, to include that we're fully
13 compliant with all the necessary guidelines and
14 regulations, to include we have a culture that brings
15 out the best in our staff, and now as a commercial
16 company provide excellent service to the doctors and
17 patients we serve.

18 Q. So what has GRAIL accomplished since you became
19 CEO?

20 A. I would highlight a few things.

21 The first and very important in my mind is we
22 have validated the performance of Galleri. We have
23 done that in a trial that was approved by the FDA.

24 We have built all of the infrastructure,
25 laboratory infrastructure, necessary to reliably

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1 deliver that test in full compliance with all of the
2 regulatory requirements of running such a test in a
3 lab.

4 We've -- we've also made important scientific
5 progress with two new products that sit in somewhat
6 different intended use populations.

7 And importantly, we've just made the Galleri
8 test available to doctors and their patients for the
9 first time.

10 Q. Has most of the time been spent on R&D since
11 you've been CEO?

12 A. Yes.

13 Q. Is GRAIL finished with R&D?

14 A. Far from finished. The investments we need to
15 continue to make in R&D continue to be very
16 significant.

17 Q. So what's next for the company?

18 A. Well, multiple things. We're at a very
19 delicate and risky inflection point as we transition
20 from a company that up until recently was exclusively
21 an R&D company.

22 We're now a commercial company, and that comes
23 with, you know, many new challenges. It comes with the
24 need to build different types of teams. It comes with
25 the responsibility to serve customers.

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1 We also need to continue to develop our
2 technologies, both our screening technologies and the
3 other new types of tests that we're working on.

4 Q. You mentioned that GRAIL has built the lab
5 structure to reliably deliver its Galleri test in
6 compliance with regulatory requirements.

7 Are there regulatory hurdles that GRAIL will
8 still need to overcome as it transitions to a
9 commercial company?

10 A. Yes. Yeah. There are many.

11 Q. Can you describe those?

12 A. Yes.

13 We -- as we talked about with our colleague
14 earlier, we intend to seek a PMA approval with FDA.
15 That's a long and complicated process and very
16 necessary for getting American citizens access to our
17 test.

18 We'll have to go through equivalent processes
19 all around the world to get patients outside of the
20 United States access to our technology.

21 We're also having to build a brand-new
22 laboratory. There are several reasons for that,
23 including making sure we have the capacity to meet
24 future demand and also because we have as a very high
25 priority reducing the cost of our test, and so we're

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1 investing heavily in robotics and other improvements.

2 All of those things happening at this new lab
3 will also need to go through their own regulatory
4 approvals.

5 Q. You said that a PMA is necessary to get broad
6 patient access.

7 Why is that?

8 A. Because we're obviously concerned that given
9 the price of our test, everyday Americans won't be able
10 to afford it. And getting regulatory approv- --
11 getting a PMA approval is a prerequisite to getting the
12 payer and insurance coverage that would make this test
13 accessible to everyday people.

14 Q. Will the clinical trials that GRAIL has already
15 completed be sufficient for Galleri -- I'm sorry -- for
16 Galleri to obtain a PMA from the FDA?

17 A. We don't believe they will.

18 Q. Why not?

19 A. Well, first of all, I'll acknowledge it's a
20 question that's difficult to be precise on because
21 FDA's data requirements are not something that are
22 written precisely in a document and may change over
23 time. But our own understanding is that we need to
24 supplement data we have in hand with data from some
25 additional, very large clinical trials which we're

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1 investing in running.

2 Q. If GRAIL is able to obtain FDA approval for
3 Galleri, based on your experience, what impact will
4 that have on the company's ability to commercialize
5 Galleri at scale?

6 A. I think it will have a very substantial
7 positive impact.

8 Q. Why is that?

9 A. For the reasons we talked about. If we're --
10 could you repeat the question, please, just to check
11 I've got the context correct.

12 Q. Yes.

13 If GRAIL is able to obtain FDA approval for
14 Galleri, what impact will that have on the company's
15 ability to commercialize Galleri at scale?

16 A. It will have a very substantial impact because
17 that FDA -- that particular type of FDA approval is a
18 prerequisite to getting payer coverage, and having our
19 test covered on patients' insurance is a prerequisite,
20 in my view, to broad-scale adoption.

21 Q. And based on your experience, what do you
22 expect the impact will be on patients if GRAIL is able
23 to overcome that challenge?

24 A. It will be very -- the impact will be very
25 significant in a positive way.

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1 Regretfully, many cancers in this country are
2 still diagnosed when it's very difficult or impossible
3 to cure them. And if we can offer patients all over
4 the country, regardless of their financial means, a
5 test that will enable their doctors to detect cancers
6 in earlier stage and we create a substantial shift
7 towards early stage diagnosis, that will have great
8 benefits to patients' probability of surviving cancer,
9 it will likely reduce the cost of treatments those
10 patients have to fund, and so it will have a very
11 significant impact.

12 Q. In your view, as CEO, what is the best way to
13 ensure that GRAIL can overcome the challenges it's
14 facing as it transitions to be a commercial company?

15 A. Well, I believe that the most important things
16 have already been done. We've reduced many of the
17 risks associated with our standalone company by
18 becoming part of Illumina. And that will -- being part
19 of Illumina will reduce our risks and increase the
20 likelihood we're successful and efficient in multiple
21 different ways.

22 Q. And will being part of Illumina enable GRAIL to
23 accomplish its goals faster?

24 A. Yes.

25 Q. Why?

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1 A. There are many reasons.

2 First of all, Illumina is a globally respected
3 and experienced company when it comes to dealing with
4 regulatory authorities, so I believe it increases our
5 chances of success to be successful with our PMA and
6 indeed even the timing of it. I believe that's also
7 true with regulatory agencies all over the world.

8 We need to embark, as I touched on, on
9 substantial scaleup to our capacity, and I believe
10 Illumina's experience and success in endeavors like
11 that and opening labs and producing really complicated
12 equipment will help us with that scaleup, including
13 innovations we need to make our technology faster and
14 cheaper to run.

15 I believe their commercial experience will
16 derisk our company and speed up our success. They know
17 many customers around the world that have a deep
18 interest in our field, and I believe it will be faster
19 for us to access those customers as part of Illumina.

20 I also believe that as a standalone company
21 that we'll be losing money for an extended period of
22 time. There is always a very meaningful future
23 financing risk. And being part of a stable, successful
24 company such as Illumina will give real predictability
25 to the ongoing investments we need to make in our

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1 people and our technology.

2 Q. So let's talk more about Galleri, the cancer
3 screening test that GRAIL has developed.

4 This is the first test that GRAIL has
5 developed; is that right?

6 A. Yes. That's correct.

7 Q. Could you please describe at a high level what
8 the test is.

9 A. Yes.

10 Galleri is a blood test that's intended to
11 detect a cancer signal and enable therefore the earlier
12 diagnosis and treatment of cancer.

13 The test works by looking at abnormalities in
14 methylation regions in DNA that comes from a tumor and
15 being able to identify that as distinct and separate
16 from healthy tissue.

17 The test today detects more than 50 types of
18 cancer. It does so with a very low false positive
19 rate, which is very important to the healthcare system
20 and patients.

21 And in addition, it also offers the doctor
22 insight into the cancer -- the tissue origin of the
23 cancer, which enables the doctor to decide, when they
24 have a patient with a positive Galleri test, to
25 quickly decide what type of diagnostic follow-up is

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1 needed.

2 Q. You said that Galleri detects more than
3 50 types of cancer.

4 How many of those cancers currently have
5 screening tests available?

6 A. Only five.

7 Q. Which are those five?

8 A. Prostate, cervix, breast, colon and lung.

9 Q. Mr. Bishop, I'm going to show you an exhibit
10 that's marked RX 2770, which has already been entered
11 into evidence on JX 2.

12 Do you recognize this document?

13 A. Yes.

14 Q. What is it?

15 A. This is a poster that summarizes data from a
16 clinical trial -- I just need to move my picture
17 again -- it summarizes a clinical trial that was
18 presented at the American Society of Clinical Oncology
19 in June of this year.

20 Q. And what was that clinical trial?

21 A. The clinical trial is referred to as CCGA.

22 Q. If someone wanted to know the list of the
23 50-plus cancer types that Galleri detects, could he or
24 she determine that from this slide?

25 A. Yes. They are broken out in detail and named

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1 individually, yes, in the middle panel of this poster.

2 Q. Are there cancer types that Galleri does not
3 detect?

4 A. There are some rare cancers that we yet have
5 sufficient data on which to make performance claims.

6 One of the things we've discovered, which is a
7 really important insight into cancer, when you're
8 looking at the signal we do is that the cancer signal,
9 the abnormalities we're looking at are actually shared
10 between many different types of cancer. And that's why
11 our machine learning algorithm has been able to detect
12 cancers we haven't even trained it upon.

13 So, to your question, there are cancers that we
14 have insufficient data on which to say we can detect
15 them today, but we're optimistic with more data we
16 will continue to identify cancers beyond those on this
17 list.

18 Q. You can put that down.

19 So let's walk through the process a person who
20 wants to take the test goes through.

21 First of all, who makes the decision of whether
22 to take the Galleri test?

23 A. The -- a doctor makes a decision as to whether
24 or not it's appropriate to prescribe Galleri.

25 Q. And then how is the test administered?

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1 A. Once the doctor has prescribed the test
2 obviously and the patient has agreed, then we need a
3 blood sample.

4 That blood sample may be taken by a nurse in
5 the doctor's office or the patient may go to a
6 third-party blood collection service like, for example,
7 Quest who we have a nationwide partnership with.

8 Then that blood sample is sent to our
9 laboratory today in Northern California where the
10 sample is processed.

11 And once the test is complete, we return the
12 results to the patient's doctor, who then communicates
13 the results to the patient.

14 Q. If the blood is drawn in a lab like Quest, does
15 the sample still have to be sent to GRAIL's facility in
16 Northern California?

17 A. Yes. All of the samples regardless of where
18 they're drawn, including, to your question, Quest, they
19 must be mailed -- sent -- they're sent to our lab in
20 Northern California.

21 Q. Why is that?

22 A. That's the single lab that's qualified to run
23 the test.

24 Q. And you mentioned earlier that GRAIL is
25 building a second lab; is that right?

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1 A. Yes.

2 Q. Let's put up RDX 5-1.

3 JUDGE CHAPPELL: I have a question about
4 the -- you said that a doctor orders the test right
5 now?

6 THE WITNESS: Yes, Your Honor.

7 JUDGE CHAPPELL: If insurance isn't paying any
8 of it and someone wants to foot the bill, is there any
9 reason why any individual can't just take the test
10 without a doctor being involved and the copay and all
11 that?

12 THE WITNESS: We only -- there is no -- we do
13 not provide any facility for a patient to self-order
14 the test. The order form can only be completed by a
15 registered physician.

16 JUDGE CHAPPELL: All right.

17 BY MS. SULLIVAN:

18 Q. Is this an image on the bottom left-hand side
19 of the lab that GRAIL is building?

20 A. Yes.

21 Q. And why are you building a second lab?

22 A. For several reasons.

23 First of all, we want to invest in additional
24 test capacity to meet anticipated future demand.

25 Secondly, we're investing very heavily in new

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1 technology, including robotics, to reduce the cost of
2 the test and I hope speed up the turnaround time of the
3 test.

4 We also want to make sure that we have the
5 uninterrupted ability to run clinical trials, and that
6 will likely, with success with this lab, create new
7 capacity at our current lab to support clinical
8 trials.

9 Q. How big of an undertaking is building a new
10 facility to a company like GRAIL?

11 A. It's a huge undertaking. I mean, it comes at
12 enormous expense.

13 It requires us to hire a workforce in an
14 entirely different part of the country.

15 It means that all of our quality systems need
16 to be upgraded to oversee now, you know, two different
17 technical sites.

18 And with this particular lab, of course we need
19 to make progress with automation as well, which is a
20 technically challenging task.

21 Q. When do you expect to finish building the lab
22 in North Carolina?

23 A. Well, finish comes in various phases.

24 Towards the end of this year we expect to be in
25 final validations for our first set of objectives with

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1 this new laboratory. But we'll -- there will be
2 milestones ahead of us for several years associated
3 with it.

4 Q. What are the first set of objectives?

5 A. Around validating the laboratory for the
6 purposes of supplying Galleri.

7 Q. And what are the other milestones in the future
8 that you were referring to just now?

9 A. They include additional build-outs for
10 additional capacity. They include obviously getting
11 the final regulatory approvals. They include
12 understanding new configurations associated with new
13 versions of the test and higher degrees of automation.

14 Q. We can put that down.

15 So now let's go back to the process that
16 Galleri goes through. You said that the blood is sent
17 to GRAIL's facility in Northern California, and it is
18 processed.

19 Let's put up RDX 5-2. This is a
20 demonstrative.

21 Mr. Bishop, if you could walk us through the
22 process that Galleri goes through to test the blood,
23 that would be helpful.

24 A. So the first step is we take a tube of the
25 patient's blood and we go through a series of

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1 chemistry steps to isolate the DNA from that tube of
2 blood.

3 From there there is another chemical step
4 called bisulfite conversion, and this is a step
5 designed to essentially preserve the methylation
6 signature or the epigenetic signature associated with
7 that DNA.

8 We then move into a step that's called library
9 preparation where plates are loaded with different
10 samples from different patients, and there's a
11 technology used that will allow us to always associate
12 the sample with a particular patient.

13 There is then a series of steps that enrich the
14 signal that comes from the patient sample.

15 We then run the sequencing step that is
16 measuring the methylation.

17 Duplexing and alignment is then separating out
18 the results that we do before we run the methylation
19 call.

20 We then run our computer algorithm called
21 classification which makes the determination as to
22 whether a cancer signal is detected or not.

23 And then finally, there are a series of quality
24 control steps, for example, to ensure that no samples
25 have been contaminated.

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1 And when that's complete, the results can be
2 approved by a lab director and reported back to the
3 physician.

4 Q. And Galleri uses Illumina's sequencing machine
5 to perform the sequencing step that's reflected on the
6 top right side of this slide; is that right?

7 A. Yes.

8 Q. And you testified earlier it's the NovaSeq?

9 A. I believe that's right.

10 Q. Why does GRAIL use Illumina's sequencing
11 technology?

12 A. Well, as I mentioned earlier, the insight into
13 the spark that led to the creation of GRAIL was data
14 generated on an Illumina sequence. All of the earlier
15 research was conducted on it, and we've just stayed
16 with the technology we know and that works.

17 Q. Does Galleri need reagents and other
18 consumables as well?

19 A. Yes. Running the Galleri test requires a wide
20 range of other reagents and consumables.

21 Q. Does GRAIL get all of those inputs from
22 Illumina?

23 A. No.

24 Q. Does Illumina have any role in running the
25 Galleri test?

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1 A. None.

2 Q. So why don't we put that slide down and we can
3 talk about the results.

4 You indicated that a report is generated after
5 the test is run; is that right?

6 A. Yes.

7 Q. And where is that report sent?

8 A. To the patient's physician.

9 Q. What information is contained in the report?

10 A. The report is a number of pages. It's very
11 information-rich.

12 The primary information that's reported is
13 firstly has a cancer signal been detected or has no
14 cancer signal been detected.

15 If a cancer signal has been detected, we also
16 make a prediction about the cancer signal of origin.

17 The report also contains a lot of detail about
18 the test's technical performance. That includes a
19 measure called sensitivity. That includes a measure
20 called specificity. And it includes a measure called
21 positive predictive value or PPV. And many of the
22 measures I just mentioned there are also reported out
23 by individual cancer type.

24 Q. Could you explain what sensitivity is.

25 A. Yes.

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1 Imagine you have a hundred samples in your
2 laboratory that you know all correlate with a patient
3 that has cancer. Sensitivity is the percentage of
4 those cancers that your test would detect.

5 For example, you have a hundred samples you all
6 know from patients that have cancer. If the test
7 detected 80 of them, that would correlate to a
8 sensitivity of 80 percent.

9 Q. What is Galleri's sensitivity?

10 A. Galleri's sensitivity can be measured in
11 different ways.

12 We prespecified 12 cancers that are
13 particularly important because they account for
14 two-thirds of all cancer deaths in the United States,
15 and our test detects a little bit less than 70 percent
16 of those 12 cancers.

17 When you look at all 50 cancers that the test
18 can generate, we detect just under 45 percent of
19 those.

20 Q. Do you know how those numbers compare to any
21 existing screening methodologies like mammograms or
22 stool sample tests?

23 A. Well, technically, that's a real apples-to-pear
24 comparison. Let me explain why.

25 Single-cancer tests clearly only detect a

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1 single cancer, and so you have a single point estimate
2 of their sensitivity. But with a multicancer test, the
3 only way you measure sensitivity is by averaging, so
4 those numbers I just gave you were averages across
5 12 cancers or averages across 50 cancers.

6 But the -- what specificity is really designed
7 to do is tell you the cancer detection rate, so if you
8 have a single-cancer detection test that has a
9 specificity of 50 percent or a competing one that has a
10 specificity of 70 percent, the 70 percent one would
11 detect more cancer. That math does not work with a
12 multicancer test.

13 So, for example, if you think about a hundred
14 patients getting our test, you may think, well, we'll
15 detect more cancers if we just look for the 12,
16 70 percent sensitivity, less cancers if we look for the
17 50, 45 percent sensitivity. That arithmetic is
18 incorrect.

19 So at lower sensitivity but looking for many
20 more cancers, the absolute amount of cancer we detect
21 goes up. And that's why that's an apples-to-pears
22 comparison. When you're thinking about multicancer
23 tests, you really need to think about the cancer
24 detection rate.

25 Q. You also mentioned that the Galleri reports on

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1 the positive predictive value of the test.

2 What is positive predictive value?

3 A. It's a very important measure. Effectively,
4 what it means is, if a patient has a cancer screening
5 test and the cancer screening test is positive, what
6 percentage of those patients really have cancer.

7 So I can give you some examples if you'd like.

8 Q. Please.

9 A. So the most commonly used test -- cancer
10 detection test done today obviously is mammography. If
11 you ask what the PPV of a mammogram is, a positive
12 mammogram, it's less than 5 percent.

13 So a woman having a doctor tell them, We've got
14 a positive finding on your mammogram, less than
15 5 percent of those women actually have cancer, but of
16 course they all need to be worked up.

17 The positive predictive value of Galleri I'm
18 pleased to tell you is over 40 percent.

19 Q. And you said that all of the patients need to
20 be worked up in your last answer.

21 Is it important to have a low false positive
22 rate?

23 A. It's very important for several reasons.

24 I mean, first of all, avoiding enormous stress.
25 I mean, no one wants to have a cancer screening test

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1 that's positive, you know, be living with the fear
2 that they may have cancer, only then to find out they
3 don't.

4 Secondly, patients that have a positive cancer
5 screening test, as I mentioned, will be investigated.
6 And to varying extents, those investigations come with
7 medical risk, and so clearly the lower the false
8 positive rate, the lower the medical risk of the
9 diagnostic evaluation.

10 And thirdly, economic. Most of the money we
11 spend in the United States today on those five cancer
12 screening tests I told you about, most of the money we
13 spend is not on the tests. It's actually working up
14 the false positives they generate.

15 So the lower the false positive rate, the lower
16 the unnecessary stress, the lower the risk of
17 investigational harms, and the lower the wasted money
18 on unnecessary work-ups.

19 Q. You said earlier that Galleri predicts the
20 cancer signal of origin.

21 What did you mean by that?

22 A. It's a feature of the test that will point the
23 doctor to the right follow-up investigation.

24 So, for example, in a Galleri positive test,
25 the test will predict that signal, and it will be

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1 reported to the doctor as, for example, ovary or lung
2 or prostate, and so now the doctor is put in the
3 position where he or she can decide the follow-up, the
4 most appropriate follow-up investigation to make.

5 Q. How accurate is Galleri in identifying the
6 cancer signal of origin?

7 A. We're correct -- the test is correct
8 approximately nine times out of ten.

9 Q. And to be clear, does a doctor using Galleri
10 need to do a body scan to identify the cancer signal of
11 origin?

12 A. In certain patients they may choose to, but
13 it's not a necessary requirement for many patients.

14 Q. So Galleri can identify the cancer signal of
15 origin just through the blood?

16 A. Yes. And then the appropriate workup
17 associated with that cancer signal of origin.

18 Many cancers, for example, can be confirmed
19 with an ultrasound as the diagnostic resolution. I
20 mean, ultimately patients will then get a biopsy, but
21 that step needs -- that step has to have a diagnostic
22 confirmation.

23 Q. How important is it that the Galleri test
24 identifies the cancer signal of origin, from your
25 perspective?

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1 A. I believe it's very important.

2 Q. Why?

3 A. Because it makes the test easier to use for
4 the physician. It therefore speeds up the likely time
5 from a cancer signal detection to either a cancer or no
6 cancer diagnosis. And it can reduce the need for
7 unnecessary work-ups, including unnecessary whole-body
8 imaging, which is expensive and sometimes comes with
9 exposure to radiation.

10 Q. To your knowledge, are there any early
11 detection liquid biopsy tests other than Galleri
12 available to be purchased today?

13 A. I don't believe there are.

14 Q. Are you familiar with other early detection
15 liquid biopsy tests in development?

16 A. Yes. There are several.

17 Q. How are you familiar with them?

18 A. As part of my job, you know, I have -- you
19 become familiar of them through colleague -- expert
20 colleagues in our office, through reading the
21 literature, through reading press reports, through
22 reading reports on data presented at medical meetings.

23 Q. So you said that there are several.

24 Can you identify them?

25 A. Yes.

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1 To be clear, your question was broad. It was
2 cancer early detection tests, so not multicancer early
3 detection tests. Presumably you want me to answer
4 cancer detection tests.

5 Q. Correct. Using liquid biopsy.

6 A. Yeah.

7 So let me start then with some examples of
8 blood tests, liquid biopsy, that are being developed
9 for the detection of single cancers.

10 The two most advanced I believe are in the
11 field of colorectal cancer detection, with the most
12 prominent from a company called Guardant, and
13 there's -- there is another one from a company called
14 Freenome.

15 Then there are two companies I'm aware of that
16 are at the research and development stage of
17 developing different forms of multicancer early
18 detection tests, and that would include a company
19 called Thrive, part of Exact Sciences, and a Chinese
20 company called Singlera.

21 Q. Let's start with Guardant.

22 What more do you know about that test other
23 than that it is focused on colorectal cancer?

24 A. Well, context first.

25 It's very important that patients above a

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1 certain age get a colonoscopy. We can massively reduce
2 the number of people dying of colon cancer by doing
3 that. It's one of the most preventable forms of cancer
4 when detected early.

5 Regretfully, physicians aren't always
6 successful at convincing a patient to have a
7 colonoscopy, and so in that case, they're still very
8 focused on trying to understand if there are other ways
9 of detecting early signs of colon cancer.

10 So Guardant are developing a blood-based test
11 that a -- particularly in patients that can't use
12 colonoscopy or won't use colonoscopy will give the
13 doctor a chance to catch any early colon cancers.

14 Q. Have you read any publications that indicate
15 that the test Guardant is developing will detect any
16 cancers other than colorectal?

17 A. The test I'm referring to is a single-cancer
18 focused test.

19 Q. Do you expect Guardant's test to compete
20 against Galleri if Guardant ever makes its test
21 available to the market?

22 A. No.

23 As I said earlier, it is very important for
24 patients that they continue to get screened for those
25 five single cancers we talked about.

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1 And the reason that we should not use Galleri
2 instead of any of those single tests is because those
3 single tests are optimized for detecting those single
4 cancers. They have a higher detection rate than we do
5 for those individual cancers.

6 And the clinical goal here is to maximize the
7 number of cancers we detect early. And we do that by
8 using Galleri in conjunction with single-cancer
9 screening tests.

10 Remember, most of Galleri's benefit will be
11 for the first time our ability to detect any one of
12 those 45 cancers for which there is no early
13 detection.

14 And let me just give you some numbers to
15 support this.

16 Single-cancer detection tests today intercept
17 about 15 percent of all cancers at an early stage, 15,
18 1-5. If you add Galleri alongside them, we have the
19 potential now to detect up to 50 percent of all
20 early-stage cancers, and so it's very clear these
21 things should be used in combination.

22 JUDGE CHAPPELL: I have a question in that
23 regard.

24 You said there are I guess single-target cancer
25 tests for various organs; correct?

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1 THE WITNESS: Yes, Your Honor.

2 JUDGE CHAPPELL: And then you went over the I
3 guess accuracy rate of the Galleri test.

4 Can you tell me, how does the accuracy of
5 Galleri compare to those tests that are testing for
6 five types of cancer?

7 THE WITNESS: Yes.

8 So, Your Honor, without exception -- and I will
9 add some editorial about lung in a moment -- but
10 without exception, the single-cancer tests used today
11 for prostate, cervix, breast and colon -- and I can
12 list the particular tests that are regarded as standard
13 of care today -- their detection rate for those single
14 cancers at their specificity is higher than the
15 detection rate for those individual single cancers that
16 the Galleri test has.

17 That's the essential reason why these tests
18 should be used alongside each other.

19 JUDGE CHAPPELL: And you said except for lung.
20 Is that a special case?

21 THE WITNESS: Thank you, Your Honor.

22 So lung cancer screening today is limited to
23 patients that have a heavy smoking history, yet
24 70 percent of lung cancers occur outside of that
25 group. And the Galleri test will be used -- will

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1 report results outside that group, so there you would
2 have another apples-to-pears problem.

3 The sensitivity of lung cancer screening
4 available today is really only relevant to patients
5 with a 30 pack-year history of smoking, whereas the
6 Galleri test can be used in smokers and nonsmokers.

7 JUDGE CHAPPELL: Thank you.

8 BY MS. SULLIVAN:

9 Q. Now, let's talk about Freenome. That was the
10 other single-cancer liquid biopsy test that you
11 mentioned that is in development.

12 What do you know about Freenome's test?

13 A. That they have a similar objective to develop a
14 blood-based test. They have some different
15 technological approaches. But it's essentially a
16 blood-based test designed to detect colorectal cancer.

17 Q. Have you read anything that suggests that
18 Freenome will be able to detect any cancers other than
19 colorectal?

20 A. Not with that test.

21 Q. Have you read anything to suggest that Freenome
22 has another test in development that will be able to
23 identify other cancers?

24 A. No.

25 Many companies, I should add for completeness,

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1 do make general statements about in the future they
2 intend and hope to do research in the multicancer
3 detection field, but your question was about data, and
4 I'm not aware of that.

5 Q. Do you expect to compete with Freenome when or
6 if its test ever becomes available?

7 A. No. For the same reasons we've covered, that
8 they should be used in combination.

9 Q. You also mentioned that there are two companies
10 that you're aware of that are in research and
11 development stages of multicancer early detection
12 tests.

13 You mentioned, the first one I believe you
14 said, Exact; is that right?

15 A. Yes. Exact, who also acquired a company called
16 Thrive.

17 Q. Do you know how many cancers Exact's test will
18 detect?

19 A. It's difficult to answer that because their
20 public statements say that following the results they
21 reported on their last clinical trial, they're making
22 modifications to that test, and I've not seen -- I
23 don't think there are any publicly available data on
24 the test that they're now researching.

25 The last reported results from them, their most

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1 advanced test, reported I believe on approximately
2 eight or ten different types of cancer.

3 Q. Have you seen anything published that shows a
4 higher number of cancers detected by Exact's test in
5 development?

6 A. There was an earlier version of the test that
7 may have been higher, but those results were not
8 replicated in that second trial I referred to.

9 Q. What do you mean by that, that they weren't
10 replicated?

11 A. So, many companies report initial data on a
12 research version of a test. Often those early data can
13 be from quite small studies. And then they try and
14 replicate that test in a bigger, more accurate clinical
15 trial, and their performance degrades. That's been
16 seen very frequently in the science reported in this
17 field.

18 Q. And so you said that you have not seen anything
19 published that shows a higher number of cancers since
20 that initial publication; is that right?

21 A. The most advanced publication I believe
22 reported approximately eight to ten cancers detected.

23 Q. You've been in life sciences for a long time.
24 In your experience, at what point in a test's
25 development are there typically publications?

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1 A. Well, at different stages.

2 People report early results from early
3 technology, and then as they get a degree of confidence
4 that that technology is viable, they generally then do
5 bigger studies and report on those, so different
6 studies at different stages.

7 Q. And when a company has not published on viable
8 technology, what does that mean to you?

9 A. Well, that would be extraordinary. If a
10 company had promising scientific data, in my career
11 experience, it would always publish it.

12 Q. Do you recall reading anything else about the
13 Exact test in development?

14 A. They've reported on two different
15 technologies. It's unclear which of them they're
16 taking forward.

17 The major trial they reported on, the larger
18 one, was actually -- yes, many things -- was a very
19 complicated protocol. The results they reported
20 included the necessity for two sequential tests
21 separated by a few months, then a panel of doctors
22 reviewing the entire patient record, and that panel of
23 doctors then deciding whether the patient should be
24 recommended to have a PET-CT scan.

25 So that trial reported on a complicated set of

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1 medical events, you know, beyond just conducting two
2 sequential screening tests.

3 Q. Did anything that you read indicate that
4 Exact's test detected the cancer signal of origin?

5 A. In this most recent publication, no. I don't
6 recall that it did.

7 Q. Do you expect the Exact test in development to
8 compete with Galleri if it ever becomes available for
9 purchase?

10 A. That's really not possible to understand at
11 this point in time because we don't know what the
12 performance features of such a test may be. And
13 you know, in medicine you can have different products
14 in the field, but if their performances are quite
15 different, they can be just -- the doctors can decide
16 to use them in very different patient groups.

17 Q. Now, you also mentioned Singlera as a company
18 that is undertaking research and development on some
19 form of a multicancer early detection test.

20 Is that right?

21 A. Yes.

22 Q. What do you know about Singlera's test?

23 A. We know what's been published from some
24 clinical trials conducted in China. Our technical --
25 our scientists follow those data carefully and are

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1 somewhat concerned that these data have some
2 confounding factors, so my less expert view would be
3 these -- these are very early data and there's still a
4 lot of work to do to understand -- better understand
5 their technology.

6 Q. What do you mean by the fact that the data have
7 is to confounding factors?

8 A. Yeah. Again, this is the view of our
9 scientists.

10 Let me give you an example.

11 The way that blood tests looking for a cancer
12 signal work -- and this is the case with Singlera's
13 technology -- is they look for different types of
14 signal that come from the tumor that is present in the
15 blood.

16 And as tumors grow and become more advanced,
17 they get bigger, and the cells die at a faster rate,
18 and so the amount of signal in the blood increases as
19 the tumor advances and gets bigger. And that's why
20 it's almost universally the case that the cancer signal
21 detection rate is higher in patients with advanced
22 cancers.

23 And one of the confounding factors our
24 scientists were concerned about in the Singlera data
25 is they did an experiment where they looked at patients

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1 with advanced, bigger tumors that -- and ones that had
2 been growing for several years versus ones that had
3 only been diagnosed more recently and were less
4 advanced, and there was no difference in the signal
5 detection rate.

6 Q. And what did that tell you about the status of
7 the development efforts relating to that test?

8 A. Well, our scientists conclude that there's a
9 good bit more work to do because it's difficult to
10 explain that data pattern with the biology as we
11 understand it, and it suggests, as I say, a
12 confounding factor, which are not unusual in early
13 clinical trials.

14 Q. Do you expect that Singlera's test in
15 development will compete with Galleri if it ever
16 becomes available to purchase?

17 A. Again, I -- I don't know. We haven't seen any
18 advanced data, so it's not -- I don't think it's
19 possible to know.

20 Q. What about a test that might detect two cancers
21 or three cancers? Would you expect Galleri to compete
22 against a test like that?

23 A. Again, it's very difficult to answer that
24 question, almost impossible, because it would depend on
25 which cancers.

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1 For example, if those two or three, the
2 majority of them or all of them were standard of care
3 screening cancers, the best thing to do would be to use
4 it in combination.

5 Q. What if they were liquid biopsy early detection
6 tests?

7 A. Well, what I can say about my knowledge of
8 this is, as a man, there is a one-in-two chance --
9 lifetime chance of getting cancer. As a woman, there
10 is a one-in-three lifetime chance of getting cancer.

11 The one thing that is unknowable for all of us
12 is which type of cancer we're going to detect. It can
13 be one of 50.

14 And the risk of getting cancer as I've just
15 summarized is very high, but we have no understanding
16 of which type of cancer. That's why I believe the
17 more cancers a test can detect, the greater the
18 clinical benefit for society and the patient, and so,
19 you know, one that detects a smaller number, even if
20 they're not -- even if they're in a different set than
21 standard of care cancers, would be much less helpful,
22 other than if maybe you've got a patient, for example,
23 where you have reason to believe that they are at very
24 high elevated risk because of their medical history.

25 And so now, as a doctor, you're not worried

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1 about your one-in-two or one-in-three risk, you're
2 really worried about one particular cancer because of a
3 genetic risk factor or something in your medical
4 history.

5 Q. In your view, is GRAIL competing today against
6 any of these companies that we've been discussing?

7 A. No. We're the only multicancer detection test
8 on the market.

9 Q. You testified initially that GRAIL recently
10 became -- I'm sorry -- Galleri recently became
11 available to purchase; is that right?

12 A. Yes.

13 Q. Are there particular types of potential
14 customers that GRAIL has focused on?

15 A. The three groups we're focused on are large,
16 self-insured employers, integrated health systems, and
17 then finally some limited directed-physician channels,
18 often called concierge practices.

19 Q. Let's put up a demonstrative, RDX 5-3.

20 And I believe you testified about these three
21 channels earlier, so we don't need to go back over it,
22 but are these the three channels that GRAIL is focusing
23 on?

24 A. Yes.

25 Q. Why is GRAIL focusing on these three potential

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1 categories of customers?

2 A. Because we believe that these are areas where
3 our test can be adopted even though it's not yet
4 covered by a patient's insurance.

5 Q. And why is that?

6 A. Because in large, self-insured employers, the
7 employer can make the decision as to what healthcare
8 coverage and benefit they extend to their employees.
9 And there are many examples of self-insured employers
10 purchasing healthcare technologies or services that
11 they believe are to the benefit of their workforce that
12 aren't yet covered by standard insurances.

13 Q. And why do -- go ahead, please.

14 A. Yeah. I've finished my answer to that group.

15 Q. And what about the concierge practice group?

16 Why has GRAIL decided to focus on that category?

17 A. These are -- the patients that choose to pay
18 for access to these practices are the patients that are
19 most focused on their health and health maintenance,
20 and they also have the financial means to pay for the
21 test themselves.

22 Q. And what about health systems?

23 A. Well, the subset of health systems we believe,
24 the ones that are particularly interested because they
25 have this integrated responsibility to all different

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1 parts of managing a disease, we believe they'll be
2 interested at least to evaluate the technology in some
3 very elevated risk populations because of the
4 longer-term future benefit of early cancer detection.

5 Q. Does GRAIL hope to sell Galleri to customers
6 beyond these three categories in the future?

7 A. Yes.

8 Q. How does GRAIL plan to accomplish its goal of
9 making Galleri available beyond these three
10 categories?

11 A. Well, most importantly, we -- there are
12 several things we need to do, but most importantly I
13 would argue we need to be successful with a PMA
14 approval with FDA as a prerequisite to then seeking
15 broad-based reimbursement, which will make the test
16 accessible to many more patients than are in these
17 starting channels.

18 Of course, we also need to succeed in what --
19 different ways of getting the cost of our test down so
20 it's affordable by insurers. And we also need to make
21 sure that we've got the production capacity to make
22 the test -- be able to deliver this test in higher
23 volumes.

24 Q. You mentioned that GRAIL is -- I'm sorry.
25 Excuse me. Strike that.

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1 You mentioned that Galleri is currently \$949;
2 is that right?

3 A. Yes.

4 Q. What is GRAIL's goal for the price of Galleri
5 long-term?

6 A. I'd rather not share a commercially
7 confidential plan in the public forum if I -- if I'm --
8 if I'm -- if I may, I would like to answer that
9 confidentially.

10 Q. Certainly.

11 Does GRAIL plan to reduce the price of
12 Galleri?

13 A. Yes. We think that's very important for our
14 long-term future.

15 Q. How does GRAIL plan to reduce the price of
16 Galleri? If you can say in public.

17 A. Well, there are a number of -- there are a
18 number of ways we do that, by the way, many of them
19 intrinsic to becoming part of Illumina.

20 As part of Illumina, I think we'll scale
21 faster, and scale brings cost benefits.

22 Investing in automation and robotics, which
23 again, as an amazing engineering company, Illumina can
24 help us with.

25 By developing future versions of the test that

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1 reduce the need, the amount of sequencing we have to
2 use.

3 And also other cost inputs into the
4 manufacturing of the test.

5 Q. You also testified that GRAIL hopes to sell
6 Galleri outside the United States; is that right?

7 A. That is right.

8 Q. How does GRAIL plan to accomplish that
9 objective?

10 A. Well, we don't know yet. Sorry. I should say,
11 as part of Illumina, this becomes a very practical
12 proposition.

13 Before the Illumina transaction, this was
14 something that we had extraordinary limited plans on
15 because we didn't have the team or financial resources
16 to contemplate that outside of one market, which is the
17 United Kingdom, where we do have plans.

18 Q. And why is this a practical proposition as part
19 of Illumina?

20 A. Illumina has established operations and the
21 relevant teams of experts and laboratories in certain
22 instances in many countries around the world.

23 Q. In your view, does the Illumina acquisition put
24 GRAIL in a position to sell Galleri more broadly
25 faster?

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1 A. Absolutely.

2 Q. Why?

3 A. There are many reasons.

4 I mean, first of all, selling Galleri more
5 broadly, you know, outside the United States will have
6 a series of country-specific regulatory approvals. We
7 don't have a team today that has any experience of
8 that. Illumina already has those people.

9 Secondly, to supply a particular country
10 requires you to have a business and capabilities in
11 that country. And outside of the U.K., we don't have
12 any offices around the world. Illumina has many.

13 Thirdly, the financial resources and
14 engineering expertise to build the infrastructure
15 that's needed on top of what they already have is a
16 much easier step than as a standalone company today
17 with a very limited footprint outside the U.S.

18 Q. You can take down this slide.

19 You testified earlier that GRAIL considered an
20 IPO before it decided to be acquired by Illumina;
21 correct?

22 A. Yes.

23 Q. How many times did GRAIL consider the IPO
24 route?

25 A. I think in the company's history it's

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1 contemplated it three times.

2 Q. Why was GRAIL contemplating an IPO the last
3 time?

4 A. Because of our ongoing needs for substantial
5 amounts of capital to run our operations.

6 Q. When was GRAIL approached by Illumina?

7 A. I believe the first conversations were
8 approximately, you know, summer of 2020.

9 Q. So was GRAIL considering an IPO at the same
10 time it was considering being acquired by Illumina?

11 A. Yes.

12 Q. Did any companies other than Illumina express
13 an interest in acquiring GRAIL?

14 A. It depends what you mean by "express an
15 interest." There was at least one other company I'm
16 aware of that was contemplating it and running
17 analyses, what I'm aware of, but the process only
18 resulted in an offer from Illumina.

19 Q. So that company did not make an offer?

20 A. It did not.

21 JUDGE CHAPPELL: You may have answered this
22 before, but prior to the merger, other than the
23 percentage retained by Illumina, was GRAIL owned by
24 private shareholders?

25 THE WITNESS: Yes, Your Honor.

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1 JUDGE CHAPPELL: Not a public company.

2 THE WITNESS: There -- there were a number of
3 shareholders, Your Honor, mostly large pharmaceutical
4 companies, that did have a shareholding in GRAIL
5 alongside Illumina, but the balance -- the majority
6 shareholders were the normal mutual funds and private
7 investors. But there were some other -- there were
8 some other public companies, as I say, pharmaceutical
9 companies, that were also shareholders.

10 JUDGE CHAPPELL: Okay. Thank you.

11 BY MS. SULLIVAN:

12 Q. So the choice GRAIL was facing in 2020 was
13 either to be acquired by Illumina or proceed with an
14 IPO?

15 A. That's right.

16 Q. For how long did GRAIL consider both options?

17 A. Those options were evaluated in parallel over
18 several months.

19 Q. What did the company do during that time period
20 to make its decision?

21 A. There were involved interactions between
22 management who were asked to provide certain analyses
23 and our board of directors.

24 There were several board meetings that were
25 designed to evaluate the merits of the different

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1 approaches.

2 There were external experts that were hired to
3 advise the board and provide their perspective about
4 the pros and cons of the different potential paths
5 forward.

6 Q. And you testified earlier that there were also
7 meetings with potential investors; is that right?

8 A. Yes.

9 Q. And you attended many of those meetings?

10 A. Yes.

11 Q. I know you don't recall the exact number, but
12 do you have a sense of how many meetings there were
13 with potential investors?

14 A. It was many. Counsel prior said or referred to
15 a number of 40 about one set of those meetings, and
16 you know, I can't -- I can't be precise, but it was
17 many meetings. I wouldn't be surprised if that was the
18 right number.

19 Q. What happened during those meetings?

20 A. Well, it's where the company and the leadership
21 team or parts of the leadership team present to
22 investors our technology, the merits of our technology,
23 the market that we needed to build, and why -- why we
24 believe that we could be an important part of the
25 future of early cancer detection.

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1 And then, you know, vigorous discussions ensue
2 where investors ask questions about anything they want
3 about our strategy, our technology, the marketplace we
4 have to build, reimbursement, our future funding needs,
5 how long the money we might be raising might last, and
6 so on and so forth.

7 Q. Did the investors provide feedback to GRAIL
8 during these meetings?

9 A. Sometimes you get direct feedback from
10 investors. Most often the feedback you get is
11 assimilated by the banks that are arranging all the
12 meetings with investors.

13 Q. Did you receive feedback through the banks?

14 A. Yes.

15 Q. What do you recall about the feedback that you
16 received?

17 A. I recall that their -- GRAIL was a bifurcated
18 story, so there were investors that -- particularly
19 investors that had a long-term investment horizon, that
20 were really interested in our story. And I believe we
21 had the potential of getting their support had we gone
22 ahead with an IPO.

23 And there were investors that candidly were
24 very skeptical, particularly about multicancer early
25 detection rather than single-cancer liquid biopsy

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1 detection. And the group that was skeptical, you know,
2 had several different reasons for their skepticism.

3 Q. Did you receive feedback on what their reasons
4 were?

5 A. Yes.

6 Q. What do you recall about that feedback?

7 A. Well, this will be an imperfect summary, but I
8 recall a substantial concern about reimbursement. The
9 current pathway to getting a technology like ours
10 reimbursed is unpredictable and long. That was a
11 concern that many of the skeptical group had.

12 There were also investors that were struggling
13 to understand the different scientific reports that
14 they read.

15 There were investors that were concerned that
16 as our results became more advanced, our performance
17 would greatly deteriorate, because they had seen that
18 from others in the field.

19 There were investors that struggled to value
20 our company because there is no market for technologies
21 like ours today. Normally, investors like to be able
22 to build financial models using surrogates, and there
23 really are no real good surrogates, and so they felt it
24 was very challenging to arrive at a valuation for our
25 company.

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1 Q. Have you seen investment in the space --
2 JUDGE CHAPPELL: Hold that next question.
3 Let's go ahead and take our lunch break. We
4 will reconvene at 2:45 p.m., 2-4-5.
5 We're in recess.
6 (Whereupon, at 1:37 p.m., a lunch recess was
7 taken.)
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1 AFTERNOON SESSION

2 (2:45 p.m.)

3 JUDGE CHAPPELL: All right. We're back on the
4 record. Proceed with your questions.

5 MS. SULLIVAN: Thank you, Your Honor.

6 CROSS EXAMINATION (cont.)

7 BY MS. SULLIVAN:

8 Q. Mr. Bishop, I would like to turn back to the
9 Form S-1 which Complaint Counsel spent a fair amount of
10 time on this morning. Complaint Counsel walked you
11 through some of the risk factors. Do you recall that?

12 A. Yes.

13 Q. You testified earlier that the risk factors
14 section of an S-1 is an important section. Is that
15 right?

16 A. Yes.

17 Q. What is the risk factors section of an S-1?

18 A. It's our best and earnest attempt as management
19 to be clear with investors about the things that could
20 go wrong and the things that, therefore, could impact
21 our ability to be successful.

22 Q. And just to be clear, are these risks that
23 GRAIL believed would exist after the IPO if there had
24 been one?

25 A. Yes.

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1 Q. Did GRAIL exaggerate the risks it was facing in
2 its disclosure to potential investors?

3 A. No.

4 Q. So let's turn to that section, specifically
5 page 23. The first risk states, "We are a
6 pre-commercial stage healthcare company operating in a
7 rapidly evolving field and have a limited operating
8 history."

9 And then the last sentence of that same section
10 reads, "We expect to encounter risks and difficulties,
11 including those frequently experienced by early-stage
12 companies in rapidly evolving fields. If we do not
13 address these risks and difficulties successfully, our
14 business will suffer."

15 What types of risks and difficulties was GRAIL
16 referring to?

17 A. I think there were more than 50 -- I mean,
18 certainly there's a significant number that we laid out
19 in the document, many of which are very specific to
20 GRAIL, some of which are specific to young tech --
21 young companies competing in an area or operating in an
22 area with novel technology.

23 Q. So let's look at the next page. The final
24 paragraph on this page reads, "Further, we plan to
25 iterate and improve, enhancing product performance,

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1 offerings, scalability, and/or cost of goods."

2 And then it continues to say, "However, we may
3 not be successful in transitioning our products to a
4 new or enhanced version or iteration. Product
5 development involves a lengthy and complex process and
6 we may be unable to commercialize, validate, or improve
7 performance of any of our products on a timely basis,
8 or at all."

9 What was GRAIL communicating to potential
10 investors with this risk factor?

11 A. That we were investing in new versions of our
12 tests that had several advantages, including ones that
13 related to being able to successfully produce our tests
14 at higher volumes, including ones that would reduce the
15 cost of our tests and allow us to reduce the price to
16 patients, and ultimately insurers, and that those plans
17 involved a high degree of technical risk.

18 Q. Do you expect that being part of Illumina will
19 help GRAIL accelerate its product development efforts,
20 the ones that you're describing?

21 A. I do.

22 Q. Why is that?

23 A. Because I believe they will in certain areas
24 allow us to go faster, and in certain areas Illumina's
25 technical ability and experience will decrease some of

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1 the risks we're facing as a stand-alone company.

2 Q. What about R&D? Do you expect that there will
3 be benefits from the transaction with respect to R&D in
4 particular?

5 A. I do.

6 Q. Why?

7 A. I think ongoing access to funding is more
8 secure as part of a large, successful, profitable
9 company, and I believe that Illumina, as an outstanding
10 technical innovation company, deeply understand the
11 importance of ongoing investment in research and
12 development. That's how they've been successful, by
13 continuing to do that.

14 So I believe that the resources that we need to
15 be reliably continuing to make those sorts of
16 investments are greatly secured. I also believe that
17 certain technical abilities that Illumina have will
18 contribute to our performance in that area.

19 Q. Let's take a look at page 29. The top of this
20 page has a sentence that reads, "Our ability to
21 generate future revenue from product sales depends
22 heavily on our success in," and then there are a number
23 of bullets, and it goes on to read, "Achieving adequate
24 coverage and reimbursement recognition from
25 governments, health insurance organizations, and other

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1 third-party payers for products that we launch."

2 What was GRAIL communicating to potential
3 investors with this risk factor?

4 A. That the -- as I mentioned earlier, that
5 investors know this, that there is an unclear path to
6 reimbursement for preventative services, which include
7 screening tests, and yet being successful in getting
8 reimbursement coverage was very important to us being
9 able to help all the people that couldn't pay for --
10 can't pay for our tests out of pocket and that,
11 therefore, this was a risk to achieving our ambitions.

12 Q. How do you expect the acquisition of Illumina
13 will accelerate GRAIL's efforts to get reimbursement
14 for Galleri, in particular?

15 A. I think in a number of different ways. I mean,
16 first of all, I think that deep expertise in
17 interacting with regulators derisks and maybe speeds up
18 the speed at which we can get the regulatory approvals,
19 which are often -- certainly that's true in the United
20 States -- a prerequisite to getting reimbursement.

21 I also think, as I mentioned earlier, that we
22 have to be concerned about government and payers'
23 ability to pay, and being part of Illumina will help us
24 accelerate the speed at which we can drop the price of
25 our tests.

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1 Q. What about health insurance organizations? Do
2 you expect Illumina will accelerate GRAIL's ability to
3 develop relationships with health insurance
4 organizations?

5 A. Yes. By the way, I included them all in this,
6 in my answer to you just now. I mean, I see them as
7 the same as payers, essentially.

8 Q. Let's take a look at page 32. The italicized
9 language at the top of the page reads, "If we fail to
10 obtain additional financing, we may be unable to expand
11 our commercialization efforts with respect to Galleri
12 and DAC and develop additional products."

13 And then if you look at the second paragraph,
14 it reads, "We believe that our existing cash, cash
15 equivalents, and marketable securities, together with
16 the proceeds of this offering, will be sufficient to
17 fund our projected operations for at least the next 12
18 months."

19 And then the last sentence of the paragraph
20 says, "We may need to raise additional funds sooner
21 than we anticipate."

22 What was GRAIL trying to convey to potential
23 investors with this risk factor?

24 A. Well, like all life science companies with a
25 bold ambition to make the world a better place, we

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1 require very significant amounts of capital for
2 extended periods of time. So here we were saying how
3 much money we had on hand. We also tell investors how
4 quickly we are spending it, of course, and we were
5 telling investors how long we thought the cash would
6 last, including new cash that we would get from this
7 contemplated IPO.

8 We were also saying that if things don't go to
9 plan, we may need to raise additional money sooner than
10 that 12-month forecast. And finally, we were saying
11 that if in the future we were unsuccessful in raising
12 additional money, we wouldn't be able to run our
13 business the way we wanted.

14 Q. And has Illumina's acquisition of GRAIL
15 eliminated this risk?

16 A. Very significantly. Very significantly. We're
17 no longer at the whims of the market. We're now part
18 of a successful, profitable company that understands
19 what it takes to invest and develop innovative science.

20 Q. Turning to page 36, this is a page that
21 Complaint Counsel asked you about earlier, and
22 Complaint Counsel specifically asked you about some of
23 the names identified here, specifically Exact Sciences,
24 Freenome, Guardant, et cetera.

25 Do you also see the names AnchorDx, ArcherDX,

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1 Burning Rock Biotech Limited, PapGene?

2 A. I do.

3 Q. Let's take a look at page 38. The first bold
4 and italicized sentence on this page says, "If we are
5 unable to establish sales and marketing capabilities,
6 we may not be successful in commercializing our
7 products."

8 And then the sentence immediately beneath that
9 says, "We have only limited sales and marketing
10 infrastructures and no experience as a company in the
11 sale, marketing, and distribution of screening or
12 diagnostic tests."

13 What was GRAIL communicating to investors with
14 this risk factor?

15 A. Well, this talks to the huge change that
16 companies go through when they move from a company
17 that's only had to worry about research and development
18 into being a company and an enterprise with customers.
19 That transition -- which, you know, many companies like
20 GRAIL struggle with -- sets out the need for us to
21 build brand new capabilities in the areas we lay out
22 here.

23 And, of course, we've never done it before, so
24 trying to do something that you've never done before
25 always comes with risk.

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1 Q. Do you expect that when GRAIL is able to fully
2 integrate into Illumina, Illumina's sales, marketing,
3 and distribution infrastructure will enable GRAIL to
4 commercialize Galleri at scale faster?

5 A. I do.

6 Q. Why do you believe that?

7 A. I look at their impressive, long-term,
8 continuous track record of building their business that
9 also is -- was a little different from ours, is high
10 technology and ground-breaking, and they've been very
11 successful at doing that, and the experiences that
12 they've gained in doing that will be supportive of our
13 needs as well.

14 Q. Let's look at one more, page 47. The bold and
15 italicized sentence towards the bottom reads, "Our
16 multicancer detection tests are a new approach to
17 cancer screening, which presents a number of novel and
18 complex issues for FDA review. Because FDA has never
19 cleared or approved a multicancer detection test, it is
20 difficult to predict what information we will need to
21 submit to obtain approval of a PMA from FDA for our
22 proposed intended use, or if we will be able to obtain
23 such approval on a timely basis or at all."

24 Do you expect that Illumina's acquisition of
25 GRAIL will help GRAIL obtain FDA approval faster?

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1 A. I do.

2 Q. How?

3 A. I certainly believe -- whilst it's difficult to
4 be precise, I certainly believe it sets us up to do it
5 more quickly, and I also believe it reduces the risk of
6 us not getting it.

7 Q. You testified earlier, Mr. Bishop, that the
8 board of GRAIL ultimately decided that GRAIL should be
9 acquired by Illumina. Is that right?

10 A. Yes, that's right.

11 Q. We can take the slide down.

12 Did you participate in discussions that led to
13 that decision?

14 A. I did.

15 Q. And what do you recall about the discussions?

16 A. I recall that there were multiple discussions.
17 I recall that they were very involved and detailed with
18 a board that had deep experience in contemplating the
19 different paths ahead of us, that had done so multiple
20 times with different companies they had been involved
21 in, and that they involved also expert outside
22 advisors. So, yeah, they were very detailed
23 discussions and very thorough discussions.

24 Q. Why did the board decide to be acquired by
25 Illumina?

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1 A. Because they concluded that it was -- it would
2 result in, by far, the best outcome for patients, and
3 it would reduce the risks associated with the
4 challenges ahead of us.

5 Q. As the CEO of GRAIL, do you expect that GRAIL
6 will be able to achieve its mission of detecting cancer
7 early when it can be cured faster as part of Illumina?

8 A. I do.

9 MS. SULLIVAN: Your Honor, that concludes my
10 public questioning.

11 JUDGE CHAPPELL: Any redirect?

12 MR. MOHR: Yes, Your Honor.

13 JUDGE CHAPPELL: Go ahead. We'll finish with
14 the public portion and then move into in camera when
15 we're done here.

16 MR. MOHR: Thank you, Your Honor.

17 REDIRECT EXAMINATION

18 BY MR. MOHR:

19 Q. Mr. Bishop, you were just asked some questions
20 by Respondent's counsel about whether being part of
21 Illumina might help GRAIL overcome certain challenges,
22 correct?

23 A. Yes.

24 Q. You testified that being part of Illumina will
25 help GRAIL achieve certain of its goals, right?

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1 A. Yes.

2 Q. Including GRAIL's goal of obtaining PMA
3 approval from the FDA, right?

4 A. Yes. That's one of the activities, I believe,
5 they can greatly help us with.

6 Q. And you're aware that the FDA has never
7 approved a blood-based MCED test to date, right?

8 A. Assuming you mean a multicancer early detection
9 test by "MCED," which I believe you do, yes, I do.

10 Q. And Illumina has not obtained a PMA approval
11 for any multicancer early detection test, right?

12 A. That's right. Of course, they've got approvals
13 for the first time in their technology that have never
14 been gained before either.

15 Q. Now, you don't know how many additional people
16 from Illumina would assist GRAIL with the PMA process
17 with the FDA if the companies were integrated, right?

18 A. How would I know that, as I don't run Illumina?

19 Q. No one at Illumina has communicated to you how
20 many additional employees Illumina plans on deploying
21 to assist with the Galleri PMA process?

22 A. What Illumina have communicated to us and
23 directly to our board is their true strategic
24 commitment to investing in GRAIL and making it a
25 successful company. I believe everything I've learned

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1 from my interactions with them will result in any and
2 every resource they can contribute to help us. We will
3 get that support.

4 Q. And, Mr. Bishop, I understand that. I'm just
5 trying to focus on the question of employees. No one
6 at Illumina has communicated to you how many additional
7 employees Illumina plans on deploying to assist with
8 the Galleri PMA, right?

9 A. That's correct, because to answer such a
10 question, integration planning would have to be under
11 way to be -- to give a precise answer to your precise
12 question, and integration planning hasn't started.

13 Q. And with respect to integration planning, you
14 testified at your deposition on May 26th, 2021, that
15 integration planning at that time had not gotten
16 started, right?

17 A. Yes, sir.

18 Q. And is it still the case, when you're
19 testifying here today, that integration planning has
20 not gotten started?

21 A. Yes, that's correct.

22 Q. Going back to the FDA PMA process, you're aware
23 that GRAIL employees have had multiple conversations
24 with the FDA, right?

25 A. Yes.

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1 Q. You haven't personally met with any FDA
2 officials to discuss a PMA for Galleri?

3 A. That's correct.

4 Q. You don't know when GRAIL employees first
5 reached out to the FDA to discuss seeking a PMA for
6 Galleri, right?

7 A. I do not.

8 Q. You don't know how many discussions GRAIL
9 employees have had with the FDA related to the PMA for
10 Galleri, correct?

11 A. Other than multiple and frequent.

12 Q. Now, Mr. Bishop, you can't identify a precise
13 date on when GRAIL plans to seek FDA PMA approval for
14 Galleri by, right?

15 A. No one in my position ever can.

16 Q. And you can't quantify how much sooner you
17 expect to receive PMA approval if you receive
18 assistance from Illumina compared to not receiving
19 assistance, correct?

20 A. All I can share with you is my earnest judgment
21 that it will help, and there is a good probability that
22 it will speed things up, but to your question, can I
23 give you a precise quantification, I think that would
24 be overly accurate. Yes, that's right.

25 Q. Now that Illumina and GRAIL's merger has

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1 closed, have you communicated an expected date for PMA
2 approval for Galleri to Illumina's board of directors?

3 A. The spirit of your question, now that it is
4 closed, I don't believe there has been any
5 communication with Illumina about matters such as that.
6 In the process of the acquisition, I can't recall what
7 may or may not have been shared about our overall
8 plans, but to be strict to the way you asked the
9 question, no communication, to my knowledge, post the
10 closing of the deal on the topic you asked me about.

11 Q. Moving on, do you recall you also were asked
12 questions by Respondent counsel about GRAIL's efforts
13 to build a laboratory facility in North Carolina?

14 A. Yes.

15 Q. And this -- the building itself has been
16 physically constructed at this point, right?

17 A. Yes.

18 Q. GRAIL has received a certificate of occupancy
19 for the building, correct?

20 A. I believe that's right.

21 Q. Some employees have already been hired to work
22 in North Carolina for GRAIL, correct?

23 A. Yes.

24 Q. And GRAIL has already purchased some of the
25 equipment to be installed in the North Carolina

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1 laboratory, right?

2 A. Yes.

3 Q. I'd like to show you now Exhibit RX 2770.

4 Mr. Bishop, do you recall Respondent counsel asking you
5 some questions about this exhibit this morning?

6 A. Yes.

7 Q. And the title of this exhibit is, "Detection of
8 Cancer Signal for over 50 AJCC Cancer Types with a
9 Multi-Cancer Early Detection Test," right?

10 A. Yes.

11 Q. And what does "AJCC" refer to?

12 A. I'm sure it will be referenced here, but off
13 the top of my head, I can't recall what that shorthand
14 is intend -- where it comes from, but if I read this, I
15 could find it for you I'm pretty sure.

16 Q. Okay. That's okay.

17 If I understand correctly, there are multiple
18 types of cancer for certain organs in the body, right?

19 A. That's right.

20 Q. And so, for example, looking at Exhibit
21 RX 2770, if you look at gallbladder -- we'll zoom in
22 because this is really tiny -- if we look at
23 gallbladder, it identifies four different types of
24 cancer related to the gallbladder, right?

25 A. That's correct.

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1 Q. And, similarly, if we look at, say, stomach
2 cancer --

3 A. Yes, I see that.

4 Q. -- there are two different types of cancer
5 identified related to the stomach, right?

6 A. Yes.

7 Q. And just one more example, looking below that
8 at the thyroid, it identifies two different types of
9 cancer related to the thyroid, right?

10 A. Yes.

11 Q. Now, GRAIL doesn't represent publicly that the
12 Galleri test can detect cancer in 50 different organs,
13 right?

14 A. I believe we refer to 50 different cancer
15 types.

16 Q. Okay. And that's because some organs can be
17 associated with more than one type of cancer that
18 Galleri can detect, right?

19 A. Yes. The 50 number comes from this middle
20 column that you and I are reviewing together.

21 Q. Okay. Now, do you recall discussing with
22 Respondent counsel this morning that late-stage cancers
23 are generally easier to detect than early-stage
24 cancers?

25 A. Yes. And just for completeness, I said using

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1 technology that relies on looking in the blood for
2 signals derived from DNA.

3 Q. Thank you for clarifying that.

4 I want to zoom in on one of the footnotes for
5 this exhibit. It's under the heading "Supporting
6 Data."

7 And if we look at this box, under the heading
8 "Supporting Data," under the heading "Participant
9 Demographics and Baseline Characteristics," do you see
10 on the last bullet there, it reads, "In the cancer
11 group, most participants (54.9%) had Stage I/II
12 cancer"?

13 Do you see that?

14 A. Yes.

15 Q. And Stage I/II cancer, that's referring to
16 earlier stage cancers, correct?

17 A. Yes. The common nomenclature -- not every
18 cancer's the same -- is there are broadly four stages
19 of cancer. Again, that's not a term that's used for
20 blood cancers, but for the majority of solid tumors,
21 it's a four-staging system with often various substages
22 for the classification I or II or even III.

23 Q. So if I'm doing the math correctly, about 45
24 percent of the participants in the cancer group here
25 had Stage III or Stage IV cancer, right?

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1 A. Without looking at the data, we can't conclude
2 what percentage were Stage III or Stage IV.

3 Q. But they were later-stage cancers, correct?

4 A. Yes.

5 Q. All right. We can close out of Exhibit
6 RX 2770.

7 And, Mr. Bishop, do you recall this morning
8 Respondent counsel asked you some questions regarding
9 what you knew about the multicancer early detection
10 test being developed by Thrive?

11 A. Yes.

12 Q. And your knowledge of Thrive's development
13 efforts are based on what you have learned from
14 publicly available information, right?

15 A. Yes.

16 Q. And you're aware that Thrive is working on an
17 improved version of its multicancer early detection
18 test, right?

19 A. What I believe they've said publicly, yes.

20 Q. And you're aware that Thrive has said publicly
21 that it plans to run a clinical trial on its improved
22 version of its test, right?

23 A. I believe that's correct as well.

24 Q. You don't know at what stage Thrive is in that
25 development process, right?

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1 A. Other than they've declared it's a brand new
2 test, so I think one can assume from that it's the
3 first clinical trial used on this one new test.

4 Q. You don't have an understanding of how Thrive's
5 MCED test in development, how the technical
6 specifications may have changed from previous versions,
7 correct?

8 A. All I know is their public statements that
9 they're working on a new version of a test that they
10 had prior reported results on.

11 Q. So you don't know how Thrive's new version
12 compares to GRAIL's Galleri test in terms of overall
13 cancer detection rates, for example, right?

14 A. No data has been made available on the new
15 test, to my knowledge.

16 MR. MOHR: Your Honor, that completes my
17 redirect in the public portion of the examination.

18 JUDGE CHAPPELL: Do you have any recross,
19 Ms. Sullivan?

20 MS. SULLIVAN: No, Your Honor.

21 JUDGE CHAPPELL: All right.

22 Mr. Mohr, you are requesting an in camera
23 session now?

24 MR. MOHR: Yes, Your Honor.

25 JUDGE CHAPPELL: All right. At this time, we

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1 will be going into an in camera session. The public
2 who are calling in will be moved into a waiting room.
3 You will be brought back into the courtroom after we go
4 back into a public session.

5 I need the questioning counsel for each party
6 to view the list of participants on the Zoom screen and
7 verify that there are no participants in the courtroom
8 who should not be there. If there is anyone who is not
9 authorized, you are to instruct that person to use the
10 raise hand function on the Zoom screen. Open Exchange
11 will then move that person into the waiting room.

12 Go ahead and let me know when you're finished.

13 JADA: Your Honor, everyone who raised their
14 hand has been moved, as well as the public line.

15 MS. SULLIVAN: Your Honor, I don't see anybody
16 who shouldn't be here.

17 MR. MOHR: Your Honor, I don't see anyone who
18 shouldn't be here either.

19 JUDGE CHAPPELL: All right. Scott, are you
20 good to go?

21 SCOTT: Yes, Your Honor.

22 JUDGE CHAPPELL: The public is muted?

23 SCOTT: Yes, sir.

24 JUDGE CHAPPELL: Okay. We are in in camera
25 session.

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1 (Whereupon, the proceedings were held in
2 in camera session.)
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1 (The following proceedings were held in
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Trial - Public Record

Illumina, Inc. and Grail, Inc.

8/31/2021

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