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1 different tumor types -- the populations that are
2 indicated for screening is often 45 through about 75.
3 That's the -- that's the widest range. There are
4 ranges within that cohort that are different. So, for
5 instance, breast cancer is typically started slightly
6 younger and in some cases slightly older, depending on
7 your risk factors.

8 In the case of lung cancer, it's not
9 age-related -- or actually, I should take that back.
10 It is age-related, but it's also intersecting with your
11 health status -- excuse me, your smoking status. So as
12 we think about a multicancer early detection test, we
13 think, you know, the lower bound could be in the
14 forties, and the upper bound, you know, depending on
15 how things play out in terms of treatment and the like,
16 you know, the upper seventies is most likely.

17 But I don't think of we've specifically said we
18 are going to target this population, not that
19 population, but overall, patients are predisposed to
20 cancer as they age, and so ultimately, you know,
21 thinking about a population who is older is probably
22 the direction we will proceed.

23 Q. Have you estimated how many average-risk
24 patients there are in the United States that Guardant
25 would target?

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1 A. Yeah. You know, the estimates vary depending
2 on how you sort of bracket the age and the different
3 dispositions, but it's between 100 and 120 million.

4 Q. Does the average-risk patient population that
5 would be targeted with Guardant's MCED test differ from
6 the patient population that uses Guardant's therapy
7 selection test?

8 A. Yes, very much so. So, you know, an
9 average-risk patient, by definition, does not have
10 cancer. A patient who has active disease would be a
11 very different population, and it's a much smaller
12 population. You know, our estimates are 700,000 to a
13 million patients, perhaps, who are in the so-called
14 therapy selection that have advanced-stage disease who
15 would be appropriate candidates for Guardant360.

16 Q. I believe you testified earlier that Guardant's
17 cancer screening customers would be primary care
18 physicians. Is that right?

19 A. Yeah, that's the primary customer. There are
20 flavors of that. To expand upon that, you know,
21 oftentimes an OB/GYN ends up being the primary care
22 physician or the primary caregiver for females in a lot
23 of cases. So we would also eventually -- you know,
24 there will be efforts to focus on them as customers.

25 We will also focus on, you know, nontraditional

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1 healthcare customers like employers in some cases. We
2 will also pursue health systems. So, you know, there
3 are all sort of differing levels, but in general, the
4 primary care physician is our key target just given the
5 nature of the fact that those are the individuals
6 engaged in screening for the most part.

7 Q. Is this target customer population different
8 from the customers who order Guardant's therapy
9 selection tests?

10 A. Yes. The primary care physician maybe in very
11 rare settings would not be treating or -- yeah, would
12 not be treating a patient with advanced disease. An
13 oncologist would, 99 percent of the time, be treating
14 that patient with rare disease -- excuse me, with
15 advanced disease.

16 Q. Has Guardant made any projections of the
17 expected market size of the MCED market in terms of
18 revenue?

19 A. Yeah. We've talked about the potential size of
20 the market being 50 billion-plus. We have spoken about
21 that publicly.

22 Q. I'm going to go into more details about
23 Guardant's LUNAR-2 program in the in camera session.

24 Mr. Getty, in your role at Guardant, do you
25 monitor any other MCED companies?

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1 A. Yes, we certainly do. We -- we keep our eye
2 out for really, you know, a very long list of
3 companies, but I think, you know, most -- most of our
4 time is spent looking at Exact Sciences, who owns a
5 company called Thrive, as well as GRAIL, and certainly
6 Illumina, and then as well, you know, there's a long
7 tail of other organizations pursuing the use of liquid
8 biopsy for early detection.

9 As I mentioned previously, you know, the
10 application of liquid biopsy is not a singular cancer
11 exercise. It is truly a device to find multicancers --
12 multiple cancers and can be applied that way. So
13 anyone who's pursuing early detection really becomes a
14 competitor for the most part or could become a
15 competitor, I should say.

16 Q. And you mentioned Exact/Thrive -- I'll just
17 call them Exact/Thrive -- and GRAIL. Why do you
18 monitor these companies?

19 A. So a couple different reasons. The first is
20 they're incredibly well capitalized, and this is a
21 marketplace that will require significant capital in
22 order to be successful commercially.

23 Second is the technology and the data they have
24 published. They're the most advanced in terms of this
25 area.

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1 Third, they also have, you know, spent probably
2 the largest sum of money just looking at what they've
3 frankly been able to achieve in terms of, you know,
4 pushing forward in getting potentially reimbursement
5 paths opened up for a test like this. If you look at
6 some of their activity on the Hill, they have been very
7 successful at doing that. So they certainly seem to be
8 the most advanced in laying down the groundwork for
9 success.

10 Q. Under Guardant's strategic planning, have you
11 identified which companies Guardant will compete
12 against with its MCED test?

13 A. Yeah. I mean, right now, we're really focused
14 on GRAIL.

15 Q. In what ways have you determined that
16 Guardant's MCED test will compete against GRAIL's test?

17 A. Well, so, we actually will compete very soon in
18 terms of the commercial setting. So, you know, I
19 mentioned earlier, you know, our commercialization
20 plans. One thing that I did not mention, which we have
21 shared publicly, is that we plan to launch a version of
22 our LUNAR-2 test in the beginning part of next year as
23 a laboratory-developed test, ahead of the ECLIPSE
24 readout and ahead of the eventual hopefully FDA
25 approval.

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1 And so that test will compete with a test that
2 GRAIL already has on the market called Galleri. So
3 Galleri is another early detection test. So we will be
4 competing with them in the very near future, you know,
5 on a commercialized basis and plan to be, you know, the
6 beginning part of next year.

7 MR. STARK: Your Honor, I'm sorry. I didn't
8 want to interrupt, and my microphone didn't unmute on
9 time, but I wanted to interpose an objection as to
10 calling for speculation as to what is a
11 yet-unformulated product and how it will compete with
12 Galleri.

13 JUDGE CHAPPELL: Well, the question was phrased
14 "in what ways have you determined," and to me that
15 calls for a factual answer. So I'll accept -- I'm
16 accepting that answer.

17 Go ahead.

18 BY MS. WOHL:

19 Q. And, Mr. Getty, you mentioned launching a test
20 as an LDT. Will this test -- what cancers will this
21 test that you plan to launch next year detect?

22 A. Sure. So this is focused on colorectal
23 cancer --

24 JUDGE CHAPPELL: I am going to remind you, sir,
25 we have had an objection for speculation, so stick to

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1 facts.

2 THE WITNESS: Yes.

3 This -- this test will be focused on colorectal
4 cancer.

5 BY MS. WOHL:

6 Q. And without getting into confidential details,
7 you testified that Guardant does expect to
8 commercialize an MCED test in the future. Is that
9 right?

10 A. Yes.

11 MR. STARK: Objection.

12 JUDGE CHAPPELL: Basis?

13 MR. STARK: Speculation in terms of asking what
14 he will expect.

15 JUDGE CHAPPELL: Well, the answer stands for
16 what it is. Move on.

17 BY MS. WOHL:

18 Q. Mr. Getty, in your strategic planning, have you
19 determined whether Guardant's MCED test will compete
20 with GRAIL's Galleri test?

21 A. Yes. As I mentioned previously, we will
22 compete with the Galleri test with the launch of our
23 LDT in the early part of next year, and so that
24 competition starts then and just, you know, increases
25 over time, ostensibly.

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1 JUDGE CHAPPELL: Mr. Stark, when you question
2 the witness, feel free to delve into the basis for
3 their plans.

4 MR. STARK: Thank you, Your Honor. I do plan
5 to.

6 JUDGE CHAPPELL: We do not have a jury. We
7 will see what's in the record when it's all said and
8 done.

9 MR. STARK: Understood, Your Honor.

10 BY MS. WOHL:

11 Q. In what ways has Guardant determined that its
12 MCED test will compete against GRAIL's Galleri test?

13 A. This is going to take us into confidential
14 territory.

15 Q. Yes, thank you. I'll ask that again when we go
16 in camera.

17 A. Thanks.

18 Q. I'd like to switch gears a bit and talk about
19 Illumina.

20 A. Sure.

21 Q. Can you describe Guardant's relationship with
22 Illumina?

23 A. Sure. So Guardant is highly dependent on
24 Illumina. We are a next -- you know, our tests, as I
25 mentioned, are based on next-generation sequencing.

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1 Illumina supplies all of our reagents, as well as the
2 sequencers themselves which enable our technology.

3 Q. Aside from the purchase of reagents and
4 sequencers, what other ways does Guardant rely on
5 Illumina?

6 A. They rely -- we rely on them for servicing of
7 their -- their machines, the sequencers. We rely on
8 them as well for regulatory support as we would
9 approach, say, the FDA or other regulators, as well as,
10 you know, development and finetuning of our technology.

11 Certainly there's a symbiotic relationship
12 between Guardant Health and our activity and Illumina's
13 activities in terms of making sure we're maximizing the
14 value of the products they have delivered to us.

15 Q. And taking these in turn, you testified that
16 Guardant purchases reagents and sequencers from
17 Illumina. Why does Guardant need these products for
18 its -- its MCED test?

19 A. Sure. So given that we are dependent on
20 next-generation sequencing for all of our tests --
21 excuse me, I am going to sneeze, or I thought I was --
22 it might come back. Apologies.

23 So the next-generation sequencing technology
24 that we are dependent on for all of our tests is solely
25 supplied by Illumina, and so we don't have another

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1 opportunity to move away from Illumina in any way,
2 shape, or form. They are the supplier of
3 next-generation sequencing. So we can't operate our
4 assays without Illumina.

5 Q. Have you determined what the impact would be to
6 Guardant's MCED test development efforts if Guardant
7 did not have access to these products?

8 A. Guardant wouldn't exist without access to
9 Illumina's products, not only for the MCED test but
10 more broadly for their entire -- for our entire
11 portfolio since we rely on all of those. We rely on
12 next-generation sequencing for all of our tests.

13 Q. Could Guardant switch to another next-
14 generation sequencing provider?

15 A. No. There's nothing comparable.

16 Q. You also testified that Guardant received
17 service and support from Illumina. What types of
18 service and support does Guardant receive?

19 A. You know, specifically to the service element,
20 you know, sequencers are rather finetuned machines, so
21 there are technicians, if you will, in our labs
22 probably on a daily basis, you know, working on
23 machines and making sure they are doing what they are
24 intended to do.

25 So on the support side of things, there are,

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1 you know, any number, I'm sure, of conversations across
2 the organization that are happening with the Illumina
3 folks, either for guidance about how we can optimize
4 the technology they've supplied us or perhaps even
5 regulatory discussions around, you know, how to
6 approach, you know, inclusion, for instance, of their
7 technology in documentation for the FDA.

8 MR. STARK: Your Honor, I would move to strike
9 that answer as speculative and to the extent the
10 witness is testifying to conversations he's sure
11 happened or things he supposed might have happened.

12 JUDGE CHAPPELL: Any response?

13 MS. WOHL: Your Honor, I can follow up and ask
14 how he knows about the technical support conversations.

15 JUDGE CHAPPELL: All right. So currently I
16 will -- based on the objection, I will disregard the
17 answer that was just given, and you will lay a
18 foundation and proceed.

19 MS. WOHL: Yes.

20 BY MS. WOHL:

21 Q. Mr. Getty, are you aware of how -- what
22 technical support Guardant receives from Illumina?

23 A. Yes. Outside of seeing the individuals walking
24 through our labs with large suitcases to work on
25 machines and Illumina outfits, you know, on display, I

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1 also have been part of conversations during the
2 regulatory discussions around our CDx filing where
3 Illumina individuals were participating in the calls.

4 MS. WOHL: Your Honor, should I re-ask my prior
5 question?

6 JUDGE CHAPPELL: Right now there's no answer
7 since I'm disregarding that answer.

8 MS. WOHL: Yes, Your Honor.

9 BY MS. WOHL:

10 Q. Mr. Getty, what types of service and technical
11 support do you receive from Illumina?

12 A. Sure. So, again --

13 MR. STARK: Objection, Your Honor. Lack of
14 foundation in that the witness has only testified that
15 he's seen people walk through the building.

16 JUDGE CHAPPELL: Response?

17 MS. WOHL: He said that he sees firsthand, I
18 think, that people are fixing the machines and then
19 that he's participated in calls where Illumina
20 individuals were present.

21 JUDGE CHAPPELL: You need to rephrase the
22 question specifically including what he has personal,
23 firsthand knowledge of.

24 MS. WOHL: Um-hum. Yes, Your Honor.

25 BY MS. WOHL:

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1 Q. Mr. Getty, just first with a yes or no, do you
2 know what types of service and support Guardant
3 receives from Illumina?

4 A. Yes.

5 Q. And based on what you know and your own
6 personal knowledge, what types of service and support
7 have you witnessed Guardant receiving from Illumina?

8 A. Sure. So I have personal knowledge of
9 individuals working on our sequencers from Illumina. I
10 also have personal knowledge of the cost of our service
11 contracts, which are -- which obviously we're paying
12 for a service to keep our sequencers in place, and as
13 we then think about other activities of support, as I
14 mentioned earlier, I have been part of phone calls
15 where Illumina representatives have been on the call
16 and we have been asking questions and, you know, having
17 dialogue about potential regulatory filings and how
18 our -- you know, how to best approach some of the
19 topics.

20 Q. And based on your knowledge, how often does
21 Guardant receive service and support from Illumina?

22 A. Based on my knowledge, I don't have an
23 estimate.

24 Q. When I asked you about the ways in which
25 Guardant relies on Illumina earlier on, you mentioned

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1 developing and finetuning technology. What did you
2 mean by that?

3 A. I mean that Illumina supplies the sequencers as
4 well as reagents to us, and those tech -- those
5 elements of our test are very finicky, if you will.
6 You know, these are highly tuned machines. The
7 reagents do different things. And so in order for us
8 to maximize the value of those, we certainly need to
9 know from Illumina representatives how those might be
10 best deployed.

11 Q. And you mentioned that you have some firsthand
12 experience with the service and support that Illumina
13 provides to Guardant. Based on what you've seen, how
14 often have you seen Guardant receiving service and
15 support from Illumina?

16 A. I have seen Illumina representatives in our
17 location on a very regular basis. I have seen, you
18 know, probably weekly, looking into the lab, seeing
19 people working on machines who are ostensibly Illumina
20 employees given their uniform and what they are working
21 on.

22 Q. And you also mentioned one of the ways you rely
23 on Illumina is regulatory support. Can you explain
24 what you mean by that?

25 A. We rely on Illumina in that regard as a

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1 manufacturer when we go before regulatory bodies like
2 the FDA and the underlying technology that we're
3 leveraging are Illumina sequencers, so there is a need
4 for us to supply documentation as to the sequencers, as
5 to how we're using those sequencers in order to pursue
6 regulatory approval. So overall, we are reliant on
7 them to tell us how these things are working, frankly;
8 how we should be approaching the agency in some cases.

9 Q. I want to talk a little bit more about the
10 strategic planning that you're involved in. As part of
11 your strategic planning, have you evaluated any factors
12 that could impact Guardant's ability to commercialize
13 its MCED test?

14 A. Yes. We have looked at explicitly the
15 financial realities of commercializing a test of this
16 nature, looking at the cost of goods associated with
17 commercializing a test like this, the selling and
18 marketing costs, the development timelines, the
19 clinical development costs, so things like clinical
20 trials. So we've really looked very deeply into what
21 it's going to take to commercialize a test of this
22 nature.

23 Q. And how could financial realities that you
24 mentioned impact the ability to commercialize
25 Guardant's MCED test?

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1 A. Sure. So the technology that we are using, as
2 I referred to, you know, the LUNAR technology, is -- is
3 based on next-generation sequencing, and typically
4 next-generation sequencing is extremely expensive to
5 pursue, even at scale.

6 And so it is a -- you know, a very -- a very
7 sophisticated technology, I guess, in a more broad
8 sense, and that technology is costly to run. The
9 reimbursement rates for tests of this nature are
10 expected to be in line with other tests that are in the
11 marketplace, screening tests, and that pricing scheme,
12 along with the cost of goods, and that pricing scheme,
13 along with the cost of goods, along with the cost of
14 then commercializing, things like direct-to-consumer,
15 advertising, and a large field force to support that,
16 all of those things are extremely costly.

17 And when you start looking at some of the
18 reimbursement elements that are -- you know, our
19 current construct, our thinking about reimbursement, it
20 does paint a picture that, you know, it's a challenging
21 marketplace to operate in. To go deeper would require
22 the exposure of more confidential information.

23 Q. Yes, thank you.

24 Mr. Getty, when did you first learn about
25 Illumina's proposed acquisition of GRAIL?

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1 A. Candidly, I don't recall the exact time.

2 Q. Do you have an estimate of around when?

3 A. Probably not long after it was announced. I'm
4 sure I read it on Genome Web or got a text from
5 someone.

6 Q. Are you aware that Illumina has since completed
7 its acquisition of GRAIL?

8 A. Yes. That, I am very aware of.

9 Q. Have you evaluated the impact of Illumina's
10 acquisition of GRAIL on Guardant's business?

11 A. We have discussed it, and I've certainly
12 thought a lot about it.

13 Q. And can you describe these discussions?

14 A. Sure. The discussions we've had internally are
15 really focused on the -- the realities of our broader
16 business, and as I mentioned, we are reliant on
17 next-generation sequencing, and so, you know, the --
18 the ability for this acquisition to compete not only
19 with our LUNAR-2 test and establish a dominant position
20 in the marketplace is one concern, and then the
21 secondary concern we have is that that dominant
22 position could also impact the rest of our business
23 overall. As I mentioned earlier, the rest of the
24 portfolio is dependent on Illumina and their sequencers
25 and reagents, service.

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1 Q. And can you explain what you mean when you said
2 one concern is that the acquisition will establish a
3 dominant position in the marketplace?

4 A. Sure. So because we are all reliant -- "all"
5 being MCED test developers -- reliant on
6 next-generation sequencing, and the cost of producing a
7 product like this is highly indexed to the cost of
8 sequencing -- the cost of goods, it means that if you
9 have a -- let's say a combined organization where you
10 are able to, you know, create a dynamic where others in
11 the market are paying more for the particular
12 sequencers or reagents, you certainly may be able to
13 muscle others out of the marketplace and give yourself
14 a favored position.

15 Additionally, there's more worrisome factors --
16 excuse me, there's a broader concern that we have and I
17 have, which is that the nature of our development
18 activities -- you know, for instance, if Illumina was
19 to develop a new sequencer, just hypothetically, which,
20 you know, they've introduced many over the years, so
21 one would ostensibly imagine they are continuing that
22 development -- and they were able to share that
23 technology ahead with GRAIL, ahead of the other
24 companies in the space who are also going to be reliant
25 on that technology, it would give GRAIL a significant

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1 head start on the development of, say, a next version
2 of that assay -- excuse me, test, I use those
3 interchangeably -- and so there are a number of factors
4 that would allow them potentially to establish that
5 dominant position, the first being certainly cost and
6 the ability to handicap other MCEd test developers, and
7 then the second is really more broadly about first
8 mover market advantage or establishing a, frankly, more
9 feature-rich or a more sensitive and specific test, a
10 test that finds more or tells people -- fewer people
11 that they have cancer when they don't. So those
12 features can convey a significant competitive
13 advantage.

14 MR. STARK: Your Honor, I have to object and
15 move to strike that answer as entirely without
16 foundation and speculation. The witness purports to
17 testify as to how others, other than Guardant, in the
18 marketplace may react and about things that -- that he
19 suggests Illumina might or might not do. It's all
20 entirely speculative.

21 JUDGE CHAPPELL: Response?

22 MS. WOHL: Your Honor, he was testifying about
23 his -- his concerns as someone who's responsible for
24 strategic planning within Guardant about how the
25 acquisition that's already happened will impact

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1 Guardant's business.

2 JUDGE CHAPPELL: Based on the objection, I am
3 going to allow the response for the limited basis of
4 this witness' concerns, not as facts that are proven.

5 MR. STARK: Thank you, Your Honor.

6 MS. WOHL: Thank you, Your Honor.

7 BY MS. WOHL:

8 Q. I believe you mentioned sensitive tests. What
9 do you mean by that?

10 A. Sure. So the main characteristics of a test,
11 how it's measured in terms of performance, are
12 sensitivity and specificity. Sensitivity refers to the
13 ability to find whatever it is you're looking for, in
14 this case cancer. In terms of specificity, what it
15 refers to generally is the ability to say you don't
16 have this and be sure about that.

17 So put into sort of broader terms, sensitivity
18 refers to the ability to find cancer. Specificity is
19 related to telling people they don't have cancer and
20 being sure that they really don't.

21 Q. Have you evaluated how, if at all, Guardant's
22 relationship with Illumina will change now that it has
23 acquired GRAIL?

24 A. Sure.

25 MR. STARK: Objection. Calling for

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1 speculation.

2 MS. WOHL: Your Honor, I'm asking if he has
3 evaluated this as part of his strategic planning.

4 JUDGE CHAPPELL: Whether he's evaluated it
5 calls for a fact. Overruled.

6 THE WITNESS: If I could just correct my last
7 statement, I just realized I referred to specificity
8 incorrectly, and then I'll get to your question.

9 In terms of specificity, you're telling
10 patients that they have cancer when they really don't,
11 just to correct my last statement.

12 BY MS. WOHL:

13 Q. Thank you.

14 A. Sarah, can you repeat the question?

15 Q. Yes.

16 Susanne, will you repeat my last question?

17 JUDGE CHAPPELL: And it calls for a yes or no
18 answer.

19 (The record was read as follows:)

20 "QUESTION: Have you evaluated how, if at all,
21 Guardant's relationship with Illumina will change now
22 that it has acquired GRAIL?"

23 THE WITNESS: Yes.

24 BY MS. WOHL:

25 Q. What was your evaluation?

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1 MR. STARK: Again, Your Honor, objection. The
2 evaluation is going to be speculative.

3 THE COURT: He's a fact witness. He can tell
4 us what he knows, what he's perceived. I'll allow it.

5 THE WITNESS: Evaluation is the same as we had
6 previously. We are concerned about and I am concerned
7 about the fact that the acquisition will allow GRAIL to
8 establish a dominant position because of their
9 relationship with Illumina.

10 BY MS. WOHL:

11 Q. And, specifically, did you evaluate how
12 Guardant's relationship with Illumina will change now
13 that it's acquired GRAIL?

14 A. Yes.

15 Q. And what was that evaluation?

16 A. We are concerned about the -- the per -- I
17 think this would get into a confidential area.

18 Q. Yes. I will add that later.

19 Does Guardant have a supply agreement with
20 Illumina?

21 A. Yes, we do.

22 Q. Are you familiar with the negotiations with
23 Illumina regarding Guardant's supply agreement?

24 A. I am familiar from our executive management
25 team meetings. I have not been directly involved in

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1 the negotiations.

2 Q. Can you explain what your familiarity is as it
3 relates to your executive management team meetings?

4 A. Sure. We were informed that Illumina had
5 presented offers regarding two fronts, the first on
6 distributable kits and the potential agreement there as
7 it pertains to our relationship with them; and then
8 second, the more recent offer in terms of pricing
9 stability over a period of time and some constructs
10 around how GRAIL will work with Illumina. I believe
11 that's an open offer to many companies.

12 Q. And just taking a step back, not discussing any
13 specific agreements, but are you familiar generally
14 with Guardant's negotiations with Illumina?

15 A. I am, yes.

16 Q. And how are you familiar with these
17 negotiations?

18 A. Through the lens of its a very strategic
19 conversation that happens at our executive management
20 team meetings, given they are such an important part of
21 our business.

22 Q. And yes or no, do you know what leverage -- do
23 you know if Guardant has any leverage in negotiating
24 supply agreements with Illumina?

25 A. No.

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1 Q. Is that no, you don't know, or no?

2 A. No, we don't have any leverage. Sorry if I
3 answered yes to the question regarding the leverage.

4 Q. And why not? Why don't you have any leverage?

5 A. Illumina's a sole supplier for us. We are
6 dependent on them. We don't have an opportunity to
7 move away from Illumina. And overall, in terms of
8 our -- you know, as a customer for Illumina, we are an
9 important customer, but we do not drive, you know, a
10 significant portion of their revenue such that, you
11 know, they would be dependent on Guardant Health, for
12 instance.

13 JUDGE CHAPPELL: Let's hold on right there and
14 take our lunch break. We will reconvene at 2:45,
15 2-4-5. We're in recess.

16 (Whereupon, at 1:37 p.m., a lunch recess was
17 taken.)

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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1 screen and verify that there are no participants in the
2 courtroom who should not be there.

3 If there is anyone who is not authorized, you
4 are to instruct that person to use the Raise Hand
5 function in the Zoom screen. They will then be moved
6 into a waiting room.

7 Go ahead and let me know when you have done
8 your review.

9 MR. STARK: Your Honor, it looks okay from
10 respondents' perspective.

11 JUDGE CHAPPELL: All right.

12 MS. WOHL: Your Honor, there's a few I don't
13 know: John Saia, Retley Locke -- oh, maybe John left.
14 Retley Locke?

15 MR. STARK: Mr. Locke is an associate at our
16 firm.

17 MS. WOHL: Okay.

18 And is that the same with Geoffrey Hu,
19 Marc Khadpe? These are just names I've never seen
20 here, Geoffrey Hu --

21 MR. STARK: Yes, he's at our firm. Marc Khadpe
22 is at our firm.

23 MS. WOHL: And Yoad Shefi?

24 MR. STARK: An economist, a consultant, for our
25 firm.

Trial - Public Record

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1 JUDGE CHAPPELL: An economist consultant, is
2 this someone who's under the protective order?

3 MR. STARK: Yes. Part of our expert witnesses
4 team, Your Honor.

5 JUDGE CHAPPELL: Anything else, Ms. Wohl?

6 MS. WOHL: No, that's all, Your Honor.
7 Thank you.

8 JUDGE CHAPPELL: Okay. We are now in in camera
9 session.

10 Go ahead.

11 THE REPORTER: I'm sorry. Judge, can we go
12 into the other room, please.

13 JUDGE CHAPPELL: All right. Jada?

14 (Pause in the proceedings.)

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

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

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/10/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Illumina, Inc. and Grail, Inc.

9/10/2021

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(End of in camera session.)

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Trial - Public Record

Illumina, Inc. and Grail, Inc. 9/10/2021

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

3 JADA: All right. Your Honor, the public line
4 and everyone is connected.

5 JUDGE CHAPPELL: All right. We are in public
6 session.

7 Go ahead.

8 MR. STARK: Thank you.

9 - - - - -

10 CROSS-EXAMINATION (resumed)

11 BY MR. STARK:

12 Q. Mr. Getty, as we're in public session, I'm
13 going to ask you questions that I believe will be
14 answerable by the public information or nonconfidential
15 information anyway, but please do let us know if we run
16 into a problem in that area. Okay?

17 A. Thank you.

18 Q. Now, Guardant was founded in the end of 2011;
19 right?

20 A. Yes.

21 Q. And Guardant is not currently profitable;
22 correct?

23 A. No.

24 Q. That's correct.

25 A. Yes.

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1 Q. And you earlier testified that "liquid biopsy"
2 is a term that refers to blood tests for cancer;
3 right?

4 A. Yes. It's one -- we -- we refer to liquid
5 biopsy in the context of blood-based tests. However,
6 liquid biopsy broadly speaking has been applied to many
7 other analytes like saliva and others.

8 Q. But at least within the context of Guardant
9 this refers to blood-based tests; right?

10 A. Yes. That's correct.

11 Q. Guardant has developed a number of liquid
12 biopsy tests; right?

13 A. Yes.

14 Q. And liquid biopsy includes cancer screening
15 tests; right?

16 A. Yes.

17 Q. Liquid biopsy specifically includes LUNAR-2;
18 right?

19 A. Yes.

20 Q. Now, Mr. Getty, you're not an expert in
21 sequencing; right?

22 A. I am not.

23 Q. And you've never been trained on a sequencer?

24 A. I have not been.

25 Q. You don't work in the lab at Guardant; right?

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1 A. I do not.

2 Q. So you don't use sequencers; right?

3 A. I do not.

4 Q. And you don't know the specific specifications
5 of Illumina's sequencers as compared to anybody else's
6 sequencers; right?

7 A. I do not.

8 Q. And you would I think you -- I think you would
9 agree, you would not be the person to answer technical
10 questions about the sequencers and reagents used by
11 Guardant in its lab; correct?

12 A. No.

13 Q. You would defer to Ms. Chudova on that?

14 A. I would.

15 Q. And you would not be the one to testify about
16 what analytes are used or how they're analyzed in the
17 LUNAR-2 test; correct?

18 A. In a general sense I have working knowledge of
19 what we are interrogating but not the technical
20 specifications, no.

21 Q. And again, I take it you'd defer to Ms. Chudova
22 on that.

23 A. Ms. Chudova, yes.

24 Q. "Chudova." I'm -- excuse my pronunciation.

25 Cancer is one of the leading causes of death in

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1 the United States; correct?

2 A. Yes.

3 Q. And detecting cancer early is critical; right?

4 A. In some tumor types, yes.

5 Q. Well, you would agree, the majority of cancers
6 are discovered too late; right?

7 A. I would agree that there are tumor types that
8 are discovered too late. What I -- the inference that
9 you're making about the ability to detect something
10 early being a net positive may not be true.

11 Q. Screening for cancer can find evidence of
12 disease earlier even when the cancer is asymptomatic;
13 right?

14 A. Yeah. That's correct.

15 Q. And cancers are much more treatable if they're
16 found early; right?

17 A. In certain tumor types, yes.

18 Q. And the majority of cancers do not have
19 standard screening methods as of today; right?

20 A. There are very few cancers that are screened
21 for in an average risk population.

22 Q. And that's because there are few reliable
23 methods today of screening for most cancer types;
24 right?

25 A. No. That's actually not correct.

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1 Q. But in any event, you would agree that
2 widespread adoption of an MCED test would save lives;
3 correct?

4 A. The data associated with demonstration of an
5 MCED test and how it might reduce mortality, you know,
6 as you described it, saving lives, would be dependent
7 on the makeup of that particular test, so as a blanket
8 statement, no, I would not agree with you.

9 Q. Well, you're hopeful that Guardant will
10 develop LUNAR-2 as a multicancer early detection test;
11 right?

12 A. I am -- yeah. Yes. Yes. Yes.

13 Q. And you're hopeful that LUNAR-2 will contribute
14 to saving lives eventually; correct?

15 A. Certainly.

16 Q. And earlier widespread adoption of an
17 effective MCED test would be helpful for saving lives;
18 correct?

19 A. The right MCED test may help to reduce
20 mortality. And when you say "early," I'm not sure
21 early has anything to do with it, but certainly
22 widespread adoption of a test that has been proven
23 to -- you know, to -- to have the right performance, to
24 have the right tumor types to reduce mortality, yes,
25 without question.

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1 Q. And the sooner a test like that becomes
2 available on a widespread basis to the public, the
3 better; right?

4 A. The right test, yes. But if also -- the wrong
5 test, unfortunately, would cause harm.

6 Q. Now, LUNAR-2's commercial success is important
7 to you; right?

8 A. To me personally?

9 Q. Yeah.

10 A. Yes. I would like to see people be able to
11 benefit from the technology, certainly.

12 Q. And you understand that the FTC seeks here to
13 unwind Illumina's acquisition of GRAIL?

14 A. Yes.

15 Q. Would it be fair to say you hope to see the FTC
16 succeed in that challenge to the acquisition?

17 A. I don't have an opinion on what the FTC is
18 pursuing.

19 Q. So you feel you have no dog in the fight as you
20 sit here today?

21 A. I believe that Guardant Health is a company
22 that's pursuing a test that's going to save lives, and
23 I want to make sure, to use your words, it has early
24 and widespread adoption, so having an environment that
25 is conducive to that development of the best test that

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1 can save lives and has the performance is very
2 important to me, yes.

3 Q. Now, GRAIL has launched a test to screen for
4 multiple cancers; right?

5 A. They have launched an early detection test
6 called Galleri. Yes.

7 Q. And Guardant is not as far along as GRAIL on
8 the path towards launching a multicancer test;
9 correct?

10 A. We are behind in terms of commercialization, if
11 you -- if the manifestation, right, if the ultimate
12 manifestation is you have a test on the market or not,
13 then yes, we have -- we do not have a multi- -- we
14 don't have an early cancer detection test on the market
15 today.

16 Q. And you would agree there are first-mover
17 advantages associated with being the first MCED to
18 market; right?

19 A. There are. Yes.

20 Q. And in fact, it may be worth double the market
21 share to be the first mover; right?

22 A. There are models that suggest that first mover
23 in healthcare does convey that, that level of benefit.
24 Yes.

25 Q. Now, you see GRAIL as a competitor; right?

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1 A. We do.

2 Q. And you'd like to see Guardant win the race to
3 be the first mover in MCED; right?

4 A. I'd like to see Guardant develop the best test
5 because I believe that will have the wide -- most
6 widespread adoption.

7 Q. But you'd like to see ultimately Guardant
8 prevail over GRAIL in the marketplace; right?

9 A. I would like to see the mortality curve get
10 bent down, frankly, in cancer, and I think the best
11 test would do that. I think the underlying premise of
12 being first is a portion of that argument, but there
13 are many reasons why tests or therapeutics are valuable
14 for patients and are adopted.

15 Q. So are you saying it makes no difference to you
16 whether GRAIL or Guardant comes out on top in the
17 marketplace?

18 A. No. I'm a competitive person. I would like to
19 see Guardant come out on top.

20 Q. Now, you testified on direct that Guardant has
21 no alternatives to Illumina for next-generation
22 sequencing; right?

23 A. That's correct.

24 Q. And is that Guardant's public position as
25 well?

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1 A. If you look at what has been stated publicly,
2 so I would refer you to our 10-K, which is obviously a
3 public document, I think within those risk factors
4 there are a number of risk factors that actually call
5 out Illumina as the sole supplier and the fact that we
6 do not have alternatives.

7 Q. The 10-K, since you mentioned it, in fact
8 states that a number of companies provide
9 next-generation sequencing platforms that could be used
10 for liquid biopsy testing; right?

11 A. I don't have the risk factors or the entire
12 10-K by memory, but I can speak to what I do know,
13 which are risk factors that speak to the sole supplier
14 nature of Illumina and our relationship and the fact
15 that that is a risk for us because we don't have
16 alternatives.

17 Q. Well, let's take a look at the -- at PX 0153.
18 We'll need to look at the first page of this I
19 think to orient ourselves.

20 So this is -- I'm sorry. I seem to have the
21 wrong number, so this is -- what we're showing is
22 PX 060 it looks like, okay, so this is the Form 10-K
23 for Guardant Health for the fiscal year ended
24 December 31, 2020.

25 Do you see that?

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1 A. Yeah.

2 Q. And then if we could go to the page that we
3 briefly had up there.

4 And you see under the heading of Competition,
5 the fourth paragraph down says, "In addition to
6 developing kits, certain diagnostic companies also
7 provide next-generation sequencing platforms that could
8 be used for liquid biopsy testing. These include
9 Illumina, Inc., Thermo Fisher Scientific Inc., and
10 other companies developing next-generation sequencing
11 platforms."

12 Do you see that?

13 A. Yes, I do.

14 Q. And that's information that Guardant provides
15 to its investors in its Form 10-K; right?

16 A. Yes. In addition to the risk factors that I
17 mentioned earlier.

18 Q. And Guardant submits the Form 10-K to the
19 Securities and Exchange Commission; right?

20 A. It does.

21 Q. And Guardant seeks to make only truthful
22 statements in its Form 10-K; right?

23 A. Yes.

24 Q. Now -- we can take that down.

25 Now, the Illumina acquisition of GRAIL was

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1 announced in September of 2020; right?

2 A. Yeah.

3 Q. And you testified on direct that you believed
4 Illumina's incentives will be different after the
5 acquisition of GRAIL; correct?

6 A. Yes.

7 Q. Your testimony, as I understood it, is that
8 Illumina's incentives will differ because Illumina will
9 now be a competitor of Guardant's; right?

10 A. That's correct. Yeah.

11 Q. And it's the change in Illumina's role from
12 being purely a supplier to being a supplier and a
13 competitor that gives you the concerns that you
14 testified about; correct?

15 A. In general, yeah.

16 Q. And Guardant never viewed Illumina as a
17 competitor before?

18 A. In some portions of our business we did.

19 Q. And for example, with regard to a product that
20 Guardant has launched called the Guardant360 tissue
21 test -- are you familiar with that test?

22 A. I am familiar with it.

23 Q. And with regard to that test, Guardant views
24 Illumina's TSO 500 as a competitor; right?

25 A. Yeah.

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1 Q. And there are other aspects in which Illumina
2 competes or may compete with Guardant; correct?

3 A. They may, yes. In the future.

4 Q. So if we look at PX 0154, if you could pull
5 that up on the screen.

6 So I think you'll recognize this as Guardant's
7 Form 10-K for the year ended December 31, 2019; right?

8 A. Yes, I do.

9 Q. And that report was issued before the
10 announcement of the Illumina GRAIL acquisition;
11 correct?

12 A. Yes.

13 Q. So if we could turn, please, to page 028.

14 And here in discussion right at the top of the
15 page is a discussion of competition.

16 Guardant's 10-K states, "Our competitors within
17 the liquid biopsy space include," and it lists a number
18 of companies, including Illumina, as a competitor in
19 that space; correct?

20 A. Yes. We list a number of competitors in order
21 to be expansive and, as you mentioned, you know,
22 truthful to those who are potentially investing in us.

23 Q. And Illumina was listed as a competitor in the
24 liquid biopsy space in the material that Guardant
25 provided to the SEC prior to the announcement of the

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Illumina, Inc. and Grail, Inc. 9/10/2021

1 Illumina GRAIL acquisition; right?

2 A. Yes. We mention many competitors.

3 Q. Let's take that down.

4 Now, Illumina did not help Guardant develop the
5 LUNAR-2 assay; right?

6 A. Specifically? No. But there is obviously,
7 again, the underlying NGS technology that enables it.

8 Q. Illumina did not contribute to the scientific
9 effort Guardant undertook in connection with the
10 LUNAR-2 assay; right?

11 A. I don't believe so. No.

12 Q. And Illumina did not brainstorm with Guardant
13 on how it could improve the LUNAR-2 assay; right?

14 A. Not to my knowledge.

15 Q. LUNAR-2 assay is proprietary to Guardant;
16 right?

17 A. Yeah. Yeah. Yes.

18 Q. And Illumina has not been involved in any FDA
19 review or consideration of the LUNAR-2 assay; right?

20 A. There hasn't been any FDA review yet.

21 Q. All right. If Guardant applies for a PMA for
22 LUNAR-2, it will be Guardant that's the sponsor;
23 right?

24 MS. WOHL: Objection. Speculation.

25 THE WITNESS: That will -- oh, sorry.

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1 JUDGE CHAPPELL: Respond or rephrase.

2 MR. STARK: I'll rephrase, Your Honor.

3 BY MR. STARK:

4 Q. Guardant intends to file for FDA approval for
5 LUNAR-2; right?

6 A. We do.

7 Q. And that would be a filing for premarket
8 authorization; right?

9 A. Yes.

10 Q. And that's known as a PMA; right?

11 A. That's correct.

12 Q. And Guardant intends that it will be the
13 sponsor of that PMA; right?

14 A. If it is a sole-source laboratory which will be
15 the first PMA, the answer is yes.

16 Q. Guardant's ability to achieve commercial
17 success with its tests depends on a number of factors;
18 right?

19 A. Yeah.

20 Q. And that's true of LUNAR-2; right?

21 A. Yes.

22 Q. And those factors include the timing and scope
23 of FDA approval; right?

24 A. It -- it's dependent on approval of the assay.
25 Timing and scope are sort of not necessary -- they are

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1 not tied to our success. Timing tangentially.
2 Certainly if it takes three years to get approved and
3 two others get approved ahead of us, yes, that would
4 be a disadvantage. I don't know what you mean by
5 "scope."

6 Q. Well, when you apply for a PMA with the FDA,
7 you have to put in an intended use; right?

8 A. Yes. And so if we are approved, then that
9 intended use would be granted.

10 Q. And it's important to Guardant that it get
11 approval for the intended use for which it submits for
12 approval; right?

13 A. Yeah.

14 Q. And the factors upon which Guardant's ability
15 to achieve commercial success also include the timing
16 and scope of coverage by commercial insurance payers;
17 right?

18 A. All payers.

19 Q. All payers, so including commercial and
20 Medicare as well; right?

21 A. Yes.

22 Q. And up till now, Guardant has not achieved FDA
23 approval for the LUNAR-2 test; right?

24 A. We have not submitted to the FDA.

25 Q. And thus no approval; right?

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1 A. That's usually how it works.

2 Q. And Guardant has gotten an investigational
3 device exemption for LUNAR-2?

4 A. Yes.

5 Q. And that -- getting an IDE or investigational
6 device exemption, that's the first step that's required
7 on the path towards FDA approval; right?

8 A. Yes. Typically. There -- IDE is -- yeah.

9 Q. So, in other words, you have to have an IDE in
10 order to be able to proceed with your clinical tests;
11 right?

12 A. You need to be able -- yes. In order to enable
13 a clinical trial, so yes.

14 Q. And an IDE is not the same as an FDA approval
15 that would allow you to go to market with a new medical
16 diagnostic; right?

17 A. That is correct. The inherent --
18 (crosstalk) -- the IDE acronym, investigational device
19 exemption.

20 Q. Now, FDA review of PMA applications can
21 generally take between one and three years; right?

22 A. As we talked about earlier, it's average about
23 a year, but yes, it can take longer.

24 Q. It may take longer than three years even;
25 right?

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1 A. In certain circumstances, I -- I -- I'm sure
2 it could. I'm not familiar with circumstances that
3 are longer than three years that don't require,
4 you know, additional trials or something like that,
5 but yes, there could be a back-and-forth where,
6 you know, you haven't presented the right evidence and
7 you need to repeat a portion of your clinical trial,
8 certainly.

9 Q. So would you agree that FDA review of a PMA
10 application generally takes between one and three years
11 but may take significantly longer?

12 A. Yes.

13 Q. And would you agree the PMA process with the
14 FDA can be extensive, uncertain and lengthy?

15 A. Yeah. Yes.

16 Q. And would you also agree that a number of
17 devices for which FDA approval has been sought by other
18 companies have never been approved? Right?

19 MS. WOHL: Objection.

20 THE WITNESS: Yes.

21 MS. WOHL: Foundation as to what other
22 companies have done.

23 JUDGE CHAPPELL: He can tell us what he's aware
24 of.

25 THE WITNESS: Yes. Many devices are not

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1 approved.

2 JUDGE CHAPPELL: We're going to stop there --
3 it's after 5:55 -- continue questioning of this witness
4 on Monday.

5 I need to speak to the lead attorneys, please.

6 MR. STARK: Thank you, Your Honor.

7 Your Honor, if we may, I would request that
8 the witness be admonished not to speak with his
9 counsel about the substance of his testimony over the
10 weekend.

11 JUDGE CHAPPELL: If necessary, that's done.

12 MR. STARK: Thank you.

13 JUDGE CHAPPELL: All right. I got the
14 correspondence from my office about scheduling. It
15 appears you want me to okay starting at 11:00 a.m. on
16 the 14th; is that correct?

17 MR. MARRIOTT: Yes, Your Honor, that's
18 correct.

19 JUDGE CHAPPELL: All right. I'm okaying that.
20 We will start on the 14th of September at 11:00 a.m.
21 We'll have a normal trial day on September 15, no trial
22 on the 16th, trial day on the 17th.

23 And what I didn't get was an estimate of how
24 much more time we're going to need for the respondents
25 to complete their case.

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1 MR. MARRIOTT: Your Honor, thank you. We were
2 still working on that.

3 What I could tell you about that is that we
4 are making an effort to identify a number of witnesses
5 who we would do by deposition, trial deposition, as
6 opposed to live trial testimony, that -- we're still
7 trying to figure all of that out, but my best estimate
8 as I sit here today is that we hope to rest with the
9 live witnesses on Friday, September 24, with then the
10 need to pursue trial depositions of those that we end
11 up doing by trial deposition over the next seven or ten
12 days.

13 So that's where we are as of today, and we hope
14 by early next week to have a better sense of the
15 schedule, but that's our best present estimate,
16 Your Honor.

17 JUDGE CHAPPELL: All right. Let me know when
18 you have an update on that.

19 MR. MARRIOTT: Will do.

20 JUDGE CHAPPELL: And Ms. Musser, are you
21 dropping some of the witnesses on your witness list?

22 I can't hear you.

23 MS. MUSSER: Thank you.

24 Your Honor, we dropped one witness as of our
25 last correspondence, which was Dave Daly, so we'll

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1 complete with Mr. Nolan and Mr. Gao as well as
2 finishing up Mr. Getty's testimony.

3 JUDGE CHAPPELL: And as per the correspondence
4 with my office, you intend to rest on the 13th, but
5 you're still going to do the trial depositions of your expert
6 witnesses?

7 MS. MUSSER: Yes, Your Honor.

8 JUDGE CHAPPELL: Okay. Anything further today
9 before we recess?

10 MS. MUSSER: Not from complaint counsel.

11 MR. MARRIOTT: Nothing here, Your Honor.

12 JUDGE CHAPPELL: Okay.

13 Thank you. We'll reconvene Monday at 9:45.

14 We're in recess.

15 (Whereupon, the foregoing hearing was adjourned
16 at 5:58 p.m.)

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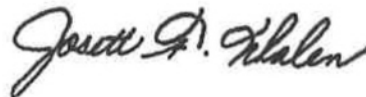
Illumina, Inc. and Grail, Inc.

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CERTIFICATE OF REPORTERS

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
September 13, 2021
9:55 a.m.
TRIAL VOLUME 11
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.

9/13/2021

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- 2 ON BEHALF OF THE FEDERAL TRADE COMMISSION:
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C O N T E N T S

WITNESS:	DIRECT	CROSS	REDIRECT	RECROSS	VOIR
GETTY		2660	2679	2692	
NOLAN	2694	2723	2738		
	2746	2788	2847	2855	
GAO	2859	2903	2950	2952	

EXHIBITS FOR ID IN EVID

PX					
None					
RX					
Number3936				2841	
Number3937				2841	

JX
None

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

2 - - - - -

3 JUDGE CHAPPELL: We're back on the record.

4 Anything to go over before we start?

5 MR. STARK: No, Your Honor, not for

6 respondents.

7 MS. WOHL: Nothing from complaint counsel.

8 JUDGE CHAPPELL: Go ahead.

9 MR. STARK: Thank you, Your Honor.

10 - - - - -

11 Whereupon --

12 WILLIAM GETTY

13 a witness, called for examination, having been
14 previously duly sworn, was examined and testified as
15 follows:

16 CROSS-EXAMINATION (continued)

17 BY MR. STARK:

18 Q. Good morning, Mr. Getty.

19 A. Good morning, Mr. Stark.

20 Q. Did you speak with anyone about your testimony
21 during the weekend recess?

22 A. I did not.

23 Q. When we left off before the recess, we were
24 talking about some of the risks and difficulties of the
25 FDA approval process. Do you recall that?

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1 A. Yes.

2 Q. And FDA approval for LUNAR-2 is not guaranteed;
3 correct?

4 A. That is correct.

5 Q. Now, who is John Saia -- that's S-A-I-A -- at
6 Guardant?

7 A. He is our general counsel.

8 Q. Okay.

9 Guardant's revenue depends on achieving broad
10 insurance coverage for its tests; correct?

11 A. In large part, yes. But just to be clear
12 about definitions, private insurance as well as
13 Medicare.

14 Q. Right.

15 So that Guardant's revenue depends on both
16 Medicare coverage and private insurance coverage for
17 its tests; right?

18 A. In large part, yes.

19 Q. And you do not have payer coverage either with
20 Medicare or with private insurers for LUNAR-2 as yet;
21 right?

22 A. Not currently, no.

23 Q. And it's not guaranteed that insurance coverage
24 will in fact be available for LUNAR-2; right?

25 A. Guaranteed? No.

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1 Q. And you would agree it's very difficult at this
2 point in time to say which of the potential early
3 cancer detection tests out there will achieve broad
4 coverage by payers; right?

5 MS. WOHL: Objection. Foundation.

6 JUDGE CHAPPELL: That's overruled. He can
7 agree or not.

8 Go ahead.

9 THE WITNESS: Agree.

10 BY MR. STARK:

11 Q. And you would agree also that it's very
12 difficult at this point in time to say which of the
13 potential early cancer detection tests out there --
14 or withdrawn. Excuse me.

15 You would agree it's very difficult at this
16 point in time to say for what uses any of the potential
17 early cancer detection tests will be covered by
18 third-party payers; right?

19 A. No. I would not agree with that.

20 There's relatively clear standards in certain
21 tumor types. In particular, Medicare has a national
22 coverage decision for blood-based screening in
23 colorectal cancer. Payers are currently covering other
24 types of early cancer detection tests.

25 So in terms of the pathway to coverage, agree

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1 that it is not guaranteed, as we just discussed, but
2 there are benchmarks that are out there that suggest a
3 path forward.

4 Q. But to hit any of those benchmarks, the
5 developers of the tests have to develop evidence of
6 clinical utility; right?

7 A. Not -- clinical utility is actually
8 demonstrated in the context of screening for the most
9 part. What they would need to develop in the case of
10 Medicare is performance that meets a particular bar, as
11 an example.

12 Q. Clinical utility, I think you mean to say, is
13 established for colorectal cancer screening; right?

14 A. It's actually established for many different
15 tumor types in terms of screening. "Clinical utility"
16 is defined as the usefulness, just basically, in a
17 clinical setting.

18 So, for instance, clinical utility has been
19 demonstrated for lung cancer screening, for breast
20 cancer screening, for cervical cancer screening. There
21 are actually many cancers -- or not many depending on
22 your -- eye of the beholder -- that have demonstrated
23 clinical utility. The clinical utility of a test is a
24 different question.

25 Q. And -- but there are many cancers for which

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1 clinical utility of screening has not been
2 demonstrated; right?

3 A. Yes. That's true.

4 Q. And as you say, clinical utility for a
5 particular test would require evidence to show the
6 utility of that test; right?

7 A. Presumably, yeah.

8 Q. And for the various potential early cancer
9 detection tests under development, that evidence is yet
10 to come; right?

11 A. Yes. Yeah.

12 Q. Now, the competitive landscape that Guardant
13 faces may change over the next few years; right?

14 A. Yeah.

15 Q. And Guardant cannot assure that it will
16 continue to keep -- compete effectively; right?

17 A. I don't think any company can.

18 Q. And Guardant's product development process
19 involves a high degree of risk; right?

20 A. Yes. Most companies developing these tests are
21 in a very risk -- risky scenario.

22 Q. Right.

23 Commercialization of LUNAR-2 is not guaranteed;
24 right?

25 A. Yes.

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1 Q. There's a risk that LUNAR-2 will not perform as
2 expected; right?

3 A. Yes.

4 Q. And there's a risk that the data that Guardant
5 is seeking to develop now to validate LUNAR-2 will not
6 validate it as hoped for; correct?

7 A. Yes. I mean, you're essentially describing the
8 same risk we've been discussing.

9 Q. Right.

10 And there's a risk that Guardant will not be
11 able to produce the evidence that it needs to ensure
12 that it gets private payer and Medicare coverage for
13 LUNAR-2; right?

14 A. That is a more multiprong scenario. Payer
15 coverage, yes, there is risk associated with evidence,
16 as you mentioned, but there are a multitude of other
17 factors that determine coverage that are not just
18 associated with evidence. There have been many
19 products approved -- or excuse me -- paid for that may
20 lack significant evidence.

21 Q. There's also a risk that LUNAR-2, even if it
22 performs as Guardant hopes it will, will not achieve
23 market acceptance; right?

24 A. Yes.

25 Q. Now, during the course of your testimony, we've

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1 looked at a couple of Guardant's annual reports on
2 Form 10-K. Do you recall that?

3 A. Yes, I do.

4 Q. And Guardant also files with the SEC quarterly
5 reports on Form 10-Q; right?

6 A. We do.

7 Q. And in those reports filed with the SEC
8 Guardant's management talks about Guardant's
9 operations; right?

10 A. Yes.

11 Q. If and when Guardant launches
12 LUNAR-2 commercially, that fact will be reported in
13 Guardant's 10-Q and/or 10-K; right?

14 A. Yeah.

15 Q. And how LUNAR-2 does in the market will be
16 discussed in future 10-Qs and 10-Ks; right?

17 A. Yeah. At some point, yeah.

18 Q. Whether LUNAR-2 is doing well or poorly will be
19 reported in future 10-Ks and 10-Qs; right?

20 A. Yes. That's correct.

21 Q. If LUNAR-2 sales are growing, that certainly is
22 something that Guardant would want to talk about
23 publicly; right?

24 A. I would imagine, yes.

25 Q. And if LUNAR-2 sales grew to such an extent

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1 that Guardant had to build a new lab to process all the
2 tests, that's something Guardant will want to talk
3 about publicly, too; right?

4 A. That's tough to speculate on what we would talk
5 about relative to the building of a laboratory.

6 Q. But that scale of investment would likely be
7 reported in Guardant's 10-Ks and 10-Qs; right?

8 A. As I think you're aware, Mr. Stark, we have a
9 business that is not just LUNAR-2, so the investment
10 may come at a different time, so, you know, the
11 investment if it was material enough, of course we
12 would need to articulate that, but the connection
13 between LUNAR-2 and the building of a lab is -- I don't
14 know the answer to whether or not in a future state of
15 a future 10-Q we would be referencing that as a
16 positive.

17 Q. At any rate, if the -- as you say, if the
18 investment were material enough, it would be reported
19 in a 10-Q or 10-K; right?

20 A. Yeah. I mean, that would go for any investment
21 of that nature; right?

22 Q. Right.

23 And I think you testified on direct you're
24 aware of Illumina's open offer?

25 A. Yes. I am aware of the open offer that was

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1 published on their website.

2 Q. Have you personally read it?

3 A. I have reviewed it. Yeah.

4 Q. But Guardant has not signed the open offer;
5 right?

6 A. They have not, no. We have not.

7 Q. And Guardant has not engaged with Illumina
8 about the open offer; right?

9 A. I don't believe so. I have not.

10 Q. Now, you understand that when Guardant executes
11 a material contract, it needs to disclose that contract
12 as an exhibit to its SEC reports?

13 A. I don't know the vagaries of SEC reporting, but
14 that sounds about right.

15 Q. And you understand "material" means important?

16 A. Yes. I'm aware. (Inaudible) word earlier.

17 Q. Amendment 5 to the master supply agreement
18 between Illumina and Guardant is an exhibit to
19 Guardant's 2020 10-K; right?

20 A. I'm not seeing anything right now.

21 Q. I'm just asking if you know that offhand.

22 A. Oh. I don't know it offhand.

23 Q. Well, let's ask if we can display that on the
24 screen.

25 This will be PX 0060 at page 149.

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1 So this is a page in the Guardant 2020 10-K.
2 At the bottom of the page you see where it says
3 "Exhibits required by Item 601 of Regulation S-K" and
4 then it mentions that those exhibits are attached?

5 A. Yes, I see it.

6 Q. And then if we scroll down I think a page or
7 two, maybe one more page, I think we're going to see
8 where it says 10- -- oops, we lost it. Okay -- where
9 you see it says "10.19"?

10 A. Yes, I see that.

11 Q. So that references Amendment 5 to the supply
12 agreement.

13 Do you see that?

14 A. Yes. Yeah.

15 Q. So Amendment 5 was attached to Guardant's
16 2020 10-K because it's a material contract; right?

17 A. Yep.

18 Q. To your knowledge, in the negotiations of
19 Amendment 5, did Guardant ever tell Illumina in
20 substance this is all unenforceable and worthless?

21 A. I don't believe so.

22 Q. You can take that down.

23 You testified on direct that you have
24 responsibility for Guardant's competitive assessments.
25 Do you recall that?

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1 A. Yes.

2 Q. And you also testified that you've determined
3 that LUNAR-2 will compete with Galleri. Do you recall
4 that?

5 A. Yes, I do.

6 Q. And you testified about how you believe
7 LUNAR-2 and Galleri will compete.

8 A. Yes.

9 Q. Now, you plan that primary care providers will
10 be the ones to order LUNAR-2; right?

11 A. That is a -- the main target of our activities.
12 Yes.

13 Q. And you expect that primary care providers will
14 choose between LUNAR-2 and Galleri; right?

15 A. I expect they'll choose between a multitude of
16 tests, but Galleri may be one of them. Yes.

17 Q. And there will be a number of factors affecting
18 primary care providers' choices among cancer screening
19 tests; right?

20 A. Yes. It's a -- not a potentially -- it's
21 likely not to be a simple decision for a primary care
22 physician.

23 Q. One of the factors for primary care physicians
24 will be patient access; right?

25 A. Patient access as defined how?

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1 Q. Ability to get the test.

2 A. Ability to get the test? I -- that's kind of a
3 generic sense, and access has a multifaceted definition
4 in my mind, so I'd like to understand specifically what
5 you mean.

6 Q. So one of the factors will be the degree of
7 payer coverage for the test; right?

8 A. The -- I think the most critical factor as it
9 pertains to that avenue is less about coverage and more
10 about the cost of -- to the patient regardless of the
11 actual payer coverage, so the amount of money that a
12 patient will have to put out of pocket.

13 Q. So a payer's out-of-pocket costs will be a
14 factor for primary care providers; right?

15 A. Not the payer's out of pocket but the patient's
16 out of pocket.

17 Q. I'm sorry. I misspoke.

18 The patient's out-of-pocket cost will be a
19 factor for primary care physicians.

20 A. Yes. I believe so.

21 Q. And another factor would be the amount of the
22 patient's out-of-pocket cost; right?

23 A. I think those are one and the same, but yeah.

24 Q. And another factor will be how easy it is for
25 the primary care provider's staff to do the test;

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1 right?

2 A. Yes. The workflow within an office will be of
3 importance.

4 Q. And another factor for primary care providers
5 will be the performance characteristics of the various
6 screening -- cancer screening tests; right?

7 A. Yes. I think all these factors, just a point
8 of fact, will be important to any clinician who is
9 actually going to utilize these technologies.

10 Q. Okay.

11 And another factor for clinicians to consider
12 will be the number of cancers that the tests screen
13 for; right?

14 A. That likely will be part of the -- part of the
15 decision, again, in the context of a lot of other
16 pieces relative to those cancers, timing interval
17 around actually screening for cancers, so yeah, that
18 will be a part of the calculus.

19 Q. Sitting here today, you would agree it's
20 difficult to predict whether clinicians will choose to
21 order LUNAR-2 or Galleri; right?

22 A. There are insights that we can gather through
23 market research that help us to make an informed
24 prediction, but certainly nothing is a guarantee.

25 Q. And it's difficult to predict under what

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1 circumstances clinicians might order LUNAR-2 or
2 Galleri; right?

3 A. I'm not sure I understand the question. Under
4 what circumstances? I --

5 Q. Let me -- let me rephrase it for you.

6 A. Yeah.

7 Q. It's difficult to predict under what
8 circumstances clinicians might choose LUNAR-2 over
9 Galleri; right?

10 A. Again, I mean, "under what circumstances" is a
11 very broad context to provide. I mean, are -- I
12 mean -- and I'm not being flippant, but like could it
13 be raining outside? Is that the circumstances we're
14 talking about? I'm not sure I understand the question
15 then.

16 Q. Well, we've talked about a number of factors
17 that clinicians consider; right?

18 A. Sure.

19 Q. And each patient presents a different set of
20 considerations perhaps; right?

21 A. Yeah.

22 So if we take those considerations into account
23 and that's what we're determining as the circumstances,
24 yes, I think that's a fair point, not predicted -- hard
25 to predict, rather.

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1 Q. It's fair to say it would be hard to
2 predict --

3 A. Yes.

4 Q. -- the conditions under which a clinician would
5 choose LUNAR-2 over Galleri.

6 A. The conditions as we defined them relative to
7 the things we just spoke about, access,
8 operationalizing, cancer type, patient type, yes, I
9 think that is fair to say.

10 Q. And it's likewise for the same reasons
11 difficult to predict the conditions as we've been
12 discussing under which a clinician would choose Galleri
13 over LUNAR-2; right?

14 A. Yes. It's all going to be dependent on the
15 circumstances that present and the patient.

16 Q. And a given clinician could order both
17 LUNAR-2 and Galleri for a patient; right?

18 MS. WOHL: Objection. Foundation and
19 speculation of what a clinician would do.

20 THE WITNESS: That is an --

21 JUDGE CHAPPELL: Hold --

22 THE WITNESS: Sorry.

23 JUDGE CHAPPELL: Rephrase or respond.

24 MR. STARK: Let me rephrase that. Thank you,
25 Your Honor.

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1 BY MR. STARK:

2 Q. Mr. Getty, in Guardant's plans and assessment
3 of competition, as you've put it, between LUNAR-2 and
4 Galleri, you would anticipate that clinicians may
5 order both LUNAR-2 and Galleri for their patients;
6 right?

7 A. I would actually not anticipate that.

8 Q. You think they'd only order one or the other.

9 A. Most likely, yes.

10 Q. Now, based on your experience, you would agree
11 that healthcare markets do not work like normal
12 markets; correct?

13 A. I would agree with that to some -- to some --
14 in some sense, yes.

15 Q. And it's unlikely in healthcare markets for
16 companies to be able to compete on price; right?

17 A. Oftentimes that is challenging. It depends on
18 the circumstance, though. It's not a blanket
19 statement.

20 Q. But you would say actually there's an inability
21 to compete on price; right?

22 A. Again, it is contextual, but in general,
23 there's less price elasticity in healthcare
24 marketplaces, the ones that we deal in.

25 Q. You'd agree it's unlikely that you would see a

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1 company be able to compete significantly on price
2 because it's not rewarded by the marketplace; right?

3 A. Oftentimes, again, pricing is not the lever
4 that you can pull in these marketplaces, but to try to
5 cast the -- that comment in previous testimony as a
6 blanket statement is not -- I would not agree with
7 that.

8 Q. Well, let's just pull up that previous
9 testimony if we could. This would be the IH transcript
10 of your prior testimony, which is PX 7040.

11 And here you were asked by complaint counsel,
12 "Absent the proposed merger, does Guardant expect that
13 it would compete with Galleri's [sic] MRD test on the
14 basis of price?"

15 And you gave the answer that's shown here
16 starting with, "[As] you know, price in the context of
17 healthcare is really difficult to determine what
18 happens, and the reason I say that is because the
19 typical sort of laws of economics do not often persist
20 in healthcare because there's a third party paying for
21 them."

22 And then if we go on farther down in the
23 answer, you say at line 2, "I would actually say
24 there's an inability to compete on price."

25 And then at line 6 you say (as read) "but it's

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1 unlikely you would see a company be able to compete
2 significantly on price because it's just not rewarded
3 by the marketplace and it's not demanded by the
4 marketplace."

5 Do you see all that?

6 A. Yes.

7 I would maintain what I just said, which is,
8 it's not to say it wouldn't ever, again, contextually.
9 And this context that you presented is in the context
10 of a question regarding GRAIL's MRD test and
11 Guardant's tests, and so yes, I would say it's very
12 consistent.

13 MR. STARK: Move to strike everything after the
14 word "Yes" as nonresponsive.

15 MS. WOHL: Your Honor, the witness was just
16 giving context to just reading something that's already
17 in evidence to the witness.

18 JUDGE CHAPPELL: The objection is sustained.
19 Everything after "Yes" will be disregarded.

20 MR. STARK: Thank you, Your Honor.

21 BY MR. STARK:

22 Q. And that was your testimony, Mr. Getty, that
23 you gave under oath at your investigational hearing;
24 correct?

25 A. Yes.

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1 Q. Based on what you know about healthcare markets
2 and your determinations about competition between
3 LUNAR-2 and Galleri, once LUNAR-2 is on the market at a
4 given price, if that price were to increase by, let's
5 say, \$10, you could not say one way or another that
6 that increase would cause doctors to prefer Galleri
7 over LUNAR-2; right?

8 A. No.

9 Q. In other words, what I've just asked you is
10 correct; you agree with my statement.

11 A. Yes, I do.

12 Q. It would be speculative to try to figure out
13 what would happen if the price of LUNAR-2 changed by
14 \$10 as they described; right?

15 A. So in the context of the out-of-pocket for
16 patients, if it changes by \$10, that -- there is a
17 significant body of evidence that suggests price
18 sensitivity in certain classes is very high, and
19 \$10 actually could have a significant impact.

20 If \$10 was the price that a third-party payer
21 paid, then yes, I agree with you that would be
22 speculative.

23 Q. Well, let's go look at your deposition
24 testimony -- and this is RX 3831 -- at page 1- --
25 excuse me.

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1 At page 184 line 20 I asked you, "So if the
2 patient out of pocket for LUNAR-2 were, say, \$10 more
3 than the patient out of pocket for Galleri, would it
4 likewise be speculative to say whether the doctor would
5 order LUNAR-2 or Galleri?"

6 And the answer you gave is: "It would be
7 speculative in the sense of, you know, again, it's a
8 broader value proposition." And you continue on from
9 there. At the end you say, "And so to determine
10 whether it's \$10 or \$1.00, yes, it would be
11 speculative, but it's speculative relative to the
12 broader value proposition."

13 Is that your testimony under oath at your
14 deposition?

15 A. It is.

16 MR. STARK: Your Honor, that concludes my
17 questioning at this point in the public record.

18 JUDGE CHAPPELL: Anything further?

19 MS. WOHL: Yes, Your Honor. I have some
20 redirect.

21 - - - - -

22 REDIRECT EXAMINATION

23 BY MS. WOHL:

24 Q. Mr. Getty, do you recall Mr. Stark asked
25 you -- and some of this is from Friday's testimony, so

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1 do you recall that on Friday Mr. Stark asked you
2 whether the sooner a test becomes available on a
3 widespread basis, the better, and you responded
4 (as read), "The right test, yes. But the wrong test,
5 unfortunately, would cause harm"? Do you recall that?

6 A. I do.

7 Q. What did you mean by that?

8 A. The identification of disease early can be a
9 double-edged sword and sometime -- in some instances,
10 the identification of disease early is a good thing
11 because it can be intervened and the patient, you know,
12 mind put at ease through that intervention, curing of
13 the disease.

14 In other cases, if you have a disease that you
15 find and perhaps does not have an appropriate
16 intervention or is not in need of intervention, you've
17 caused harm because, you know, perhaps the well-being
18 of that individual would be impacted by knowing they
19 have this disease and that they can't do anything about
20 it, so that's just one way harm could be done. There
21 are others.

22 But in terms of the test coming to market in
23 the context of that answer -- or that question, rather,
24 bringing a market -- bringing a test first that does
25 harm actually could potentially harm the entire space,

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1 so the entire space that is being defined as we
2 currently sit here, you know, the multicancer arena, if
3 you will, and that definition if it's in the wrong
4 light could be problematic in the long run for other
5 test manufacturers or, you know, any product,
6 frankly -- any product market.

7 Q. Do you recall on Friday Mr. Stark asked you
8 about Illumina's incentives now that it's a competitor
9 to Guardant rather than purely a supplier?

10 A. Yes.

11 Q. And you responded yes to Mr. Stark asking you
12 if you thought Illumina's incentives will differ
13 because Illumina will now be a competitor of
14 Guardant's. Do you recall that?

15 A. I do.

16 Q. Why did you say yes, that Illumina's
17 incentives towards Guardant will change when Illumina
18 becomes a competitor to Guardant rather than a
19 supplier?

20 A. Sure.

21 So currently the marketplace has been estimated
22 to be, you know, \$50 billion-plus for multicancer early
23 detection. It's the largest market available to
24 probably both companies, and so ultimately the
25 opportunity to get into that market is far greater than

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1 the current market opportunity for both individual
2 companies today, so the competitiveness and the desire
3 to tap into that massive market will be such that it
4 may override, you know, the -- their -- it will
5 increase the competitiveness between the two
6 organizations.

7 And the incentives will be there in order to
8 tap into that much larger market than what is available
9 today because that's going to increase shareholder
10 value ostensibly.

11 Q. Do you recall Mr. Stark showed you certain risk
12 factors in Guardant's 10-K?

13 A. Yes.

14 Q. And do you recall responding to Mr. Stark's
15 questions and mentioning a risk factor regarding
16 Illumina as Guardant's sole supplier?

17 A. I do.

18 Q. I want to pull up your -- Guardant's 2020 10-K,
19 PX 0060.

20 Is this the 10-K you went over with Mr. Stark?

21 A. It is.

22 Q. Let's turn to page 35 of this document.

23 And we'll zoom in to the bolded language and
24 the two paragraphs underneath. And let me know if you
25 need to zoom in further, but this -- this -- the bolded

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1 heading is: We rely on a limited number of suppliers
2 or, in on some cases, sole suppliers, for some of our
3 laboratory instruments and materials and may not --
4 sorry. The thing is in the way. One second -- be able
5 to find replacements or properly transition to the
6 alternative suppliers.

7 Is this the risk factor you were referring to
8 with Mr. Stark?

9 A. Yes. I was referring more specifically to the
10 next couple lines, but yes.

11 Q. Okay. Well, let's look at the fourth line
12 down.

13 Do you see the sentence beginning "We rely on
14 Illumina"? We'll highlight that for you.

15 A. Yeah, I see it. "We rely on Illumina as the
16 sole supplier of sequencers."

17 Q. And this says, just to read this further, "We
18 rely on Illumina as the sole supplier of the sequencers
19 and as the sole provider of maintenance and repair
20 services for these sequencers."

21 A. Yes.

22 Q. Is it an accurate statement that Illumina is
23 the sole supplier of sequencers to Guardant?

24 A. It is.

25 Q. And is it an accurate statement that Guardant

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1 made to investors that Illumina is the sole supplier of
2 repair services for sequencers?

3 A. It is.

4 Q. And then the next sentence says, "Any
5 disruption in operations of Illumina or other sole or
6 limited suppliers or termination or suspension of our
7 relationships with them could materially and adversely
8 impact our supply chain and laboratory operations of
9 our precision oncology platform and thus our ability to
10 conduct our business and generate revenue."

11 Do you see that?

12 A. I do.

13 Q. And why was this included as a risk factor in
14 Guardant's 10-K?

15 A. Because --

16 MR. STARK: Objection. Foundation.

17 MS. WOHL: I can rephrase, Your Honor.

18 JUDGE CHAPPELL: Go ahead.

19 BY MS. WOHL:

20 Q. And just yes or no, Mr. Getty, do you know why
21 this was included as a risk factor in Guardant's 10-K?

22 A. Yes.

23 Q. Why is that?

24 A. Because Illumina is a sole supplier for us and
25 our business rests on our ability to sequence and

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1 leverage their services in order to maintain those
2 sequencers.

3 Q. Do you recall testifying to Mr. Stark that
4 commercialization of Guardant's LUNAR-2 test is not
5 guaranteed?

6 A. Yes, I do.

7 Q. Could this risk factor of a disruption in
8 operations of Illumina impact Guardant's ability to
9 commercialize its LUNAR-2 product?

10 A. Yes, it could.

11 Q. Why is that?

12 A. Because the LUNAR-2 product relies on
13 next-generation sequencing and thus sequencers and the,
14 you know, working of those sequencers or the -- and
15 Illumina supplies those sequencers and obviously
16 maintains the sequencers for us, so there's an
17 inability to run the LUNAR-2 assay without those
18 sequencers and without them in good working order.

19 Q. And how would that impact Guardant's ability to
20 commercialize its test?

21 A. In order to commercialize the test, we need to
22 be able to process the blood samples of patients, and
23 for that we rely on those sequencers, we rely on those
24 being in good working order, and so without those
25 sequencers, without the service that Illumina provides

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1 to keep them in good working order, we would be unable
2 to run those samples and deliver the final product to
3 patients.

4 Q. I'd like to look at the second paragraph and
5 look at the second to last sentence, which we'll
6 highlight, which begins, "In the case of an alternative
7 supplier for Illumina."

8 Do you see where that starts?

9 A. I do.

10 Q. And it says, "In the case of an alternative
11 supplier for Illumina, for example, there can be no
12 assurance that replacement sequencers and various
13 associated reagents will be available or will meet our
14 quality control and performance requirements for our
15 laboratory operations."

16 Do you see that?

17 A. I do.

18 Q. Do you know why this was included in the risk
19 factors in Guardant's 10-K?

20 A. Yes.

21 Q. Why is that?

22 A. Because we have -- we continue to and we are --
23 and have reviewed other potential suppliers, and we
24 have not found any opportunity to move beyond Illumina,
25 so, you know, it's difficult to even determine whether

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1 or not those in the future would be able to support our
2 needs.

3 Q. I'd like to turn to page 14 of Guardant's 10-K,
4 PX 0060.

5 And do you recall Mr. Stark asked you about
6 this Competition section of the 10-K?

7 A. Yes, I do.

8 Q. Let's zoom in to the second paragraph under
9 Competition.

10 Do you recall Mr. Stark asked you about the
11 first sentence of this paragraph?

12 A. Yes, I do.

13 Q. And let's look at the second sentence, which
14 begins, "In addition."

15 Do you see that?

16 A. Yes.

17 Q. And so this says, "In addition, GRAIL, Inc.,
18 Natera, Inc., Exact Sciences Corp., and
19 Freenome Holdings, Inc., among others, are our
20 competitors in minimal residual disease testing and
21 early screening testing."

22 Do you see that?

23 A. I do.

24 Q. So is it accurate that GRAIL, Natera,
25 Exact Sciences and Freenome, among others, are

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1 competitors to Guardant in minimal residual disease
2 testing and early cancer screening?

3 A. Yes.

4 Q. And then I'd like to zoom in to the fourth
5 paragraph under Competition.

6 Do you recall Mr. Stark asking you about this
7 paragraph?

8 A. I do.

9 Q. And do you recall Mr. Stark asked you if you
10 saw the sentence that says (as read), "These include
11 Illumina, Inc., Thermo Fisher Inc., and other companies
12 developing next-generation sequencing platforms"?

13 A. Yes.

14 Q. Do you know if Guardant can use Thermo Fisher
15 for its MCED test?

16 A. We cannot.

17 Q. Do you know if Guardant can use any other
18 companies developing next-generation sequencing
19 platforms for its MCED test?

20 A. Not at this time, no.

21 Q. We can put that aside.

22 Do you recall on Friday Mr. Stark asked you
23 whether Guardant will sponsor its PMA filing for its
24 MCED test and you responded: If it is a sole-source
25 laboratory, then yes?

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1 A. Yes, I do.

2 Q. What did you mean by "sole-source laboratory"?

3 A. Sure.

4 So in the context of testing as a business,
5 there -- and also then intersecting with FDA --
6 regulatory approval, if you are operating in a
7 multisite laboratory setting, so you have multiple
8 places where your test is run, which means a broader
9 distribution, it invokes kits where you can supply a
10 kit to a third party and they can run your test. In
11 order to commercialize in that fashion, you have to
12 take on partners to do that.

13 So, for instance, Illumina has a sequencer that
14 is, quote-unquote, regulatory grade. It's been
15 approved by the FDA. And we would need to work with
16 Illumina in order to broaden the distribution of the
17 test in the fashion I just described, meaning a
18 multisite laboratory, and we would need to have their
19 support from a regulatory standpoint in order to then
20 run the test in that setting.

21 In a single-source setting, Guardant is a
22 master of their own domain when it comes to the
23 regulatory landscape.

24 Q. And then I'd like to turn to your IH
25 testimony, PX 7040, and look at line 127 -- or

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1 page 127 line 11 and look at the question and answer
2 that goes onto 128.

3 Do you recall Mr. Stark asked you about this
4 question and answer?

5 A. Yes.

6 Q. And then the question is: Absent the proposed
7 merger, does Guardant expect that it will [sic] compete
8 with GRAIL's MRD test on the basis of price?

9 Do you see that?

10 A. I do.

11 Q. So your response -- was your response about
12 Guardant's MRD test?

13 A. It was.

14 Q. What is an MRD test?

15 A. A test for minimal residual disease, so it's
16 often intended for patients who are -- early-stage
17 cancer.

18 Q. Is an MRD test the same as an MCD test?

19 A. Not as it's been defined broadly, no.

20 Q. And then you said that -- you said it's not a
21 blanket statement to say there's an inability to
22 compete on price. Do you recall that?

23 A. Yes, I do.

24 Q. Can you explain what you mean by that?

25 A. Sure.

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1 So pricing in the context of healthcare because
2 it's in the place of a third party and then those costs
3 are sometimes shared by the patient, there are a lot of
4 different ways that cost can be a factor and others
5 ways where it's not. It's not a traditional
6 marketplace where, you know, high cost oftentimes may
7 lead to lower volume, just as a basic principle.

8 In the context of healthcare, the cost that a
9 payer pays sometimes is not of great importance. What
10 is of pretty strong importance is typically the
11 out-of-pocket a patient is exposed to when we think
12 about pricing. And the lever for doing that is
13 associated oftentimes with pricing, but it is not in,
14 you know, a one-to-one scenario.

15 So ultimately, when it comes to price, it
16 really matters, number one, what the out-of-pocket
17 eventually then hits -- what hits the patient as an
18 out-of-pocket cost.

19 Second, it also matters relative to the time
20 point. In a marketplace where there are more generic
21 options, that is a place where certainly pricing makes
22 the difference.

23 And then finally, you know, when it depends on
24 the -- frankly, the unmet need for the patient, so, for
25 instance, the out-of-pocket cost may be of less impact

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1 to a patient who has a Stage IV cancer versus an early
2 cancer detection test where the price sensitivity for
3 the patient may be much higher because they aren't
4 acutely ill.

5 So there are a multitude of factors, so trying
6 to, you know, make a blanket statement about pricing is
7 very challenging in the context of healthcare.

8 MS. WOHL: Thank you.

9 We can put that aside.

10 And I have no further questions, Your Honor.

11 JUDGE CHAPPELL: Anything further?

12 MR. STARK: Just a couple of questions if I
13 may, Your Honor.

14 JUDGE CHAPPELL: Go ahead.

15 - - - - -

16 RE-CROSS-EXAMINATION

17 BY MR. STARK:

18 Q. Mr. Getty, Guardant has not developed any
19 kitted forms of any of its tests to date; right?

20 A. We have not.

21 Q. And that includes LUNAR-2; right?

22 A. That's correct.

23 MR. STARK: No further questions. Thank you,
24 Your Honor.

25 JUDGE CHAPPELL: Anything else?

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1 MS. WOHL: Nothing further, Your Honor.

2 JUDGE CHAPPELL: Thank you, sir. You're
3 excused. You may stand down.

4 Call your next witness.

5 THE WITNESS: Thank you.

6 MS. MUSSER: Good morning, Your Honor.

7 I'd like to introduce my colleague
8 Lauren Gaskin, who will be calling our next witness.

9 If you'd give me one second, Your Honor, I'll
10 change our name on the screen.

11 (Pause in the proceedings.)

12 JUDGE CHAPPELL: Jada, is the witness there?

13 JADA: Your Honor, I do (indiscernible)
14 Mike Nolan and Henry Su (indiscernible)

15 MS. GASKIN: Good morning, Your Honor.

16 Lauren Gaskin on behalf of complaint counsel.

17 JUDGE CHAPPELL: We're waiting on the witness.

18 MS. GASKIN: At this time complaint counsel
19 calls the next witness, Mr. Mike Nolan, the CEO of
20 Freenome.

21 - - - - -

22 Whereupon --

23 MIKE NOLAN

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

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1 MS. GASKIN: Your Honor, may I introduce
2 Mr. Henry Su. He's the counsel for Mr. Nolan and
3 Freenome.

4 MR. SU: Good morning, Judge Chappell.
5 Henry Su from Constantine Cannon on behalf of
6 Freenome Holdings and the witness, Mr. Michael Nolan.

7 JUDGE CHAPPELL: Welcome.

8 MS. GASKIN: Your Honor, may I proceed?

9 JUDGE CHAPPELL: Yes.

10 - - - - -

11 DIRECT EXAMINATION

12 BY MS. GASKIN:

13 Q. Good morning, Mr. Nolan.

14 A. Good morning.

15 Q. Mr. Nolan, this morning I'll be starting with
16 my public questions and will be moving in camera or
17 into a private session later on. I've tried to design
18 my questions to not elicit sensitive or confidential
19 information. That being said, I'll ask you to please
20 let me know if you feel like your answer would involve
21 confidential or sensitive information that you're not
22 comfortable divulging in this public session.

23 Do you understand?

24 A. Yes.

25 Q. Great.

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1 Mr. Nolan, can you please state and spell your
2 full name for the record.

3 A. Mike Nolan, M-I-K-E, first name, last name
4 Nolan, N-O-L-A-N.

5 Q. Thank you.

6 Mr. Nolan, who is your current employer?

7 A. Freenome.

8 Q. What is your current role at Freenome?

9 A. CEO.

10 Q. How long have you been CEO?

11 A. Since the end of April of this year.

12 Q. What was your role at Freenome before becoming
13 CEO?

14 A. Most recently I was the chief business
15 officer.

16 Q. And when were you chief business officer?

17 A. From April of '19 until this past April, so
18 almost for two years.

19 And I was the chief commercial officer for the
20 year preceding that.

21 Q. What your responsibilities as chief business
22 officer?

23 A. My responsibilities were various functions,
24 including clinical development, market development,
25 business development, corporate development, marketing,

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1 also IP strategy, and then additionally with the
2 responsibility to look forward to additional functions
3 that we'll have with sales, client services, payer
4 relations.

5 Q. You mentioned business development.

6 Can you explain what that entails?

7 A. Yeah. That's the -- that's a team that
8 focuses on developing collaborations or partnerships.
9 There we have opportunities to partner with others in
10 the market that have potentially complementary
11 competencies that help us achieve our goals for getting
12 a test to the front lines of clinical care. This could
13 include collaborations and also include licensing and
14 also forming agreements with strategic suppliers.

15 Q. You also mentioned market development --

16 A. Yes.

17 Q. -- as one of your responsibilities?

18 Can you explain what that entails?

19 A. Yes.

20 Today that involves forming relationships with
21 key opinion leaders and also sites that help us with
22 our clinical trial, our ongoing clinical trial, and
23 also with an eye toward the future, realizing that
24 that's an opportunity for us to understand the locally
25 delivered healthcare setting and apply that when we

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1 have a test available for use in patient care.

2 Q. You mentioned a moment ago that you were also
3 chief commercial officer; is that right?

4 A. Yes.

5 Q. What were your responsibilities as
6 chief commercial officer?

7 A. As chief commercial officer, responsibilities
8 were largely around developing -- defining the
9 customer requirements and then establishing the
10 product requirements for us to use in setting product
11 specifications for the work that we would do to develop
12 a test that would be brought to market.

13 JUDGE CHAPPELL: Mr. Nolan, you appear to be
14 looking down at something. Are you reading from a
15 document?

16 THE WITNESS: No. I'm fiddling with
17 this (indicating).

18 JUDGE CHAPPELL: What is that?

19 THE WITNESS: Just a -- something I'm just
20 fidgeting with this piece.

21 JUDGE CHAPPELL: Okay.

22 Go ahead.

23 MS. GASKIN: Thank you, Your Honor.

24 BY MS. GASKIN:

25 Q. Mr. Nolan, you mentioned product requirements

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1 in your last answer.

2 A. That's right.

3 Q. Can you explain what that means?

4 A. Yeah.

5 What we do is we take a customer-driven design
6 goals approach where we ask the customers, you know,
7 what it is that they would require of a company that
8 would be seeking to deliver a solution in the category,
9 whatever the category may be. You know, that would get
10 that -- what we call the voice of the customer or
11 customer requirements, and we map those over to become
12 product requirements so that we can understand how we
13 will meet those requirements the customer has.

14 And that means developing product
15 specifications or design goals for our various groups
16 to meet in their work so that we're certain that what
17 we deliver to the market or ultimately to the customers
18 is done on purpose for that purpose so we have a better
19 opportunity to meet their needs and their requirements,
20 which then helps us have a better position to have
21 their adoption when it is indeed available.

22 Q. Going back to your role as chief executive
23 officer, what are your responsibilities as CEO of
24 Freenome?

25 A. I have responsibilities for all functions. All

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1 functions report to me, so it's pretty expansive.

2 Q. As CEO, do you have any responsibilities
3 relating to product development?

4 A. Yes.

5 Q. Can you describe those responsibilities?

6 A. Well, in addition to the product requirements
7 and making sure that the requirements meet the
8 customer -- the product specifications meet the
9 customer requirements, we also have an
10 interdisciplinary team that's working to bring the
11 products or solutions through development so they can
12 be brought to market and have an impact in patient
13 care.

14 Q. As CEO, do you have any responsibilities
15 relating to strategic planning?

16 A. Yes.

17 Q. Can you describe that responsibility?

18 A. Well, it ranges. There's a range of different
19 levels. There's quite a few levels. There's the
20 company strategy, the market and the product strategy,
21 and so I have responsibility for all of that.

22 When we think about what our core competencies
23 are, you know, we're building a multiomics platform, so
24 we really have things come back to this multiomics
25 platform, with the aim of delivering solutions across a

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1 range of cancer types.

2 Most of my work in strategic planning is really
3 in that market category and also in those product
4 categories.

5 Q. As CEO, do you have any responsibilities
6 relating to the commercialization of Freenome's
7 products?

8 A. Yes.

9 Q. Can you explain that?

10 A. Well, for us the commercialization process
11 really started when we decided to form a company for
12 the purposes of delivering something that could be
13 used in patient care, so the commercialization process
14 is really ongoing, ultimately with the aim of having
15 that be useful to healthcare providers so that they
16 can use this in care to help detect cancer early so
17 that patients can have a better opportunity for
18 survival.

19 And so with that there's a range of
20 constituents. There's the healthcare providers.
21 There's of course then the patients that are in their
22 care but also the payers because we want to make
23 certain that the barriers to access are low so that
24 people have an opportunity to benefit from what we
25 deliver to the market.

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1 So there's a range of commercialization factors
2 that are within that overall plan.

3 Q. Mr. Nolan, can you briefly provide an overview
4 of your employment history prior to joining Freenome.

5 A. I started in the industry in 1992. I was --
6 held a number of different roles through that process
7 of increasing responsibility across various functions,
8 including sales, marketing, market development,
9 business development, general management, ranging from
10 companies like Abbott Diagnostics to Roche Molecular
11 Diagnostics to Life Technologies, Thermo Fisher,
12 Luminex, Foundation Medicine, and now Freenome.

13 Q. You mentioned Thermo Fisher a moment ago; is
14 that correct?

15 A. Yes.

16 Q. When did you work at Thermo Fisher?

17 A. I think it was maybe two thousand -- I was with
18 Life Technologies for a year, and then we were acquired
19 by Thermo Fisher, and I was at Thermo Fisher for two
20 years. I'm not recalling the exact acquisition date,
21 but somewhere around 2012 is when I joined
22 Life Technologies and maybe 2013 for Thermo Fisher. I
23 left at the end of 2015.

24 Q. What position did you hold at Thermo Fisher?

25 A. I was the vice president and general manager

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1 for global oncology and also had responsibility for
2 diagnostic partnering across the enterprise.

3 Q. As vice president and general manager of global
4 oncology, what were your responsibilities?

5 A. We were focused on taking the assets that the
6 company had, really the various instruments and
7 platforms that were primarily oriented towards
8 research use, along with the consumables and service
9 models that were oriented towards research use, and
10 bringing those to the category of oncology on purpose
11 for that purpose. And we saw an opportunity there,
12 primarily using the next-generation sequencing
13 platform that the company had, to deliver a solution.

14 And at first we saw an opportunity in
15 non-small cell lung cancer where we could deliver a
16 panel on this next-generation sequencing platform that
17 we thought we could take through to get FDA approval
18 and equip laboratories around the world to be able to
19 perform that testing more locally, and so that was a
20 main focus for us while I was at Thermo Fisher in that
21 role.

22 Q. When you were at Thermo Fisher, did you work
23 with any of their next-generation sequencers?

24 A. Yes.

25 Q. Which sequencers did you work with?

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1 A. Really the PGM Dx.

2 Q. What type of work did you do on the
3 Thermo Fisher PGM Dx machine?

4 A. Well, the work that we did there was really
5 first looking at the PGM Dx instrument to understand
6 what it was capable of. And it was really
7 underpowered compared to our competition, specifically
8 Illumina.

9 But what it did have is an opportunity to use a
10 smaller sample size, so it only required ten nanograms
11 of nucleic acid, which was quite a lot less than was
12 required by Illumina at that time, so we wondered --
13 you know, wanted to understand -- we wanted to
14 understand where the small sample input volume would be
15 an advantage, because our sequencer was grossly
16 underpowered, it wasn't being utilized into the
17 research segments really almost at all, and we needed
18 to find a category for its use.

19 And we decided that it would be a great
20 opportunity for us to move to -- the clinical oncology
21 category was attractive to us because we recognized
22 that the small sample input could be beneficial in
23 non-small cell lung cancer where a fine needle aspirate
24 or biopsy on a lung cancer patient is difficult to get,
25 and when you do get it, there's very little sample

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1 actually yielded from that procedure, and it's a
2 dangerous procedure.

3 So we wanted to do a better job to make sure
4 that those patients, after having gone through that,
5 and also given their clinical circumstances, could get
6 a result that might help their physician and their care
7 team decide on therapeutic options that could be
8 available to them.

9 We also recognized that at the time the
10 instrument required only four days of turnaround time
11 whereas at that time the Illumina system required
12 longer than that. I believe it was seven. And
13 turnaround time mattered to the physicians, so we felt
14 like that was an opportunity for us to really get
15 focused in non-small cell lung cancer, where we could
16 leverage the small sample input, ten nanograms of
17 nucleic acid, and the four-day turnaround time to see
18 if we could help make a difference for those patients.

19 And we recognized as well that we would need to
20 get FDA approval for that because the idea would be
21 that that test would be performed in local laboratories
22 around the world.

23 And then we would also form partnerships with
24 biopharma companies that have therapies in the
25 category to help us get strategic thrust from biopharma

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1 to help bring that all together in a multinational
2 approach that could be then accessible to patients in a
3 variety of countries that are fighting cancer,
4 specifically non-small cell lung cancer, with this
5 program.

6 Q. Mr. Nolan, in your previous answer, you used
7 the term "really underpowered"?

8 A. Yeah.

9 Q. What did you mean by that?

10 A. The throughput was really quite low compared to
11 Illumina's throughput. It also -- some of the depth
12 and other technological parameters were inferior as
13 compared to the Illumina instrument, and that's why we
14 weren't seeing much uptake in the research segments and
15 saw the opportunity to go into the clinical category
16 with more emphasis.

17 And it had to be the local clinical category
18 where the volumes would be low enough where turnaround
19 time could be a differentiator.

20 Q. Mr. Nolan, how long has it been since you left
21 Thermo Fisher?

22 A. I left at the end of 2015, December.

23 Q. Mr. Nolan, I would now like to discuss
24 Freenome's products. Again, I caution you that we're
25 still in public session, and so if a question elicits

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1 confidential information, please let me know, and we
2 can revisit that question in the in camera portion of
3 today.

4 Do you understand?

5 A. Yes.

6 Q. Mr. Nolan, can you please describe Freenome's
7 business?

8 A. Yeah. We're a multiomics company that has a
9 central lab initially, where we apply the power of
10 multiomics for purposes of early detection from a blood
11 sample.

12 We're starting with detection of colorectal
13 cancer and advanced adenomas from a blood sample and
14 then taking a stepwise approach to get to other cancer
15 types so that we can deliver benefits of early
16 detection across a range of different cancers.

17 Q. You mentioned that Freenome will be a
18 centralized lab initially.

19 What did you mean by that?

20 A. This -- this -- blood samples will be sent to
21 our central lab, and we'll perform the testing in a
22 single location and then deliver those results back to
23 them from that central lab.

24 Q. And this is only how Freenome will do it
25 initially; is that correct?

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1 A. Yeah. We'll start with that and then we'll
2 take a stepwise approach to add additional sites for
3 operation resilience and also for very specific
4 country-level access and then evolve from there to
5 what could potentially become a position where we
6 could actually kit the solution and deploy that so
7 that local laboratories across a range of settings
8 could perform the testing themselves in their own
9 local lab. And that's over a process of seven to ten
10 years.

11 Q. You mentioned a moment ago that Freenome will
12 be taking a stepwise approach to adding cancers. Do
13 you recall saying that?

14 A. Yes.

15 Q. What did you mean by that?

16 A. So we start with colorectal cancer and
17 advanced adenomas. We started there because the unmet
18 need is very clear. There's so many people in the U.S.
19 that are not screened for colorectal cancer that really
20 need to be. And today the options are either
21 stool-based testing or a screening colonoscopy, yet we
22 know that so many of those that actually touch the
23 healthcare system have blood drawn for another reason,
24 and our view is that let's get -- let's draw a blood
25 sample there for colorectal cancer assessment to

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1 determine their status with regard to the second
2 deadliest cancer that's among the most treatable and
3 even preventable if detected in the precancerous
4 stages.

5 So that's really our focus, is to be able to do
6 that. We started there because it is
7 well-characterized. Physicians know when to order it.
8 The reimbursement and medical policy frameworks are
9 supportive in that the unmet need is very clear.

10 Since I started at Freenome, the average risk
11 age, the age for those that are recommended to be
12 screened for colorectal cancer, it started -- when I
13 started, it was age 50, and more recently it's dropped
14 to age 45 because we're seeing colorectal cancer even
15 earlier now in people, and there's this opportunity to
16 help them with early detection efforts.

17 So for us, as a small company, it helps us
18 accelerate our time to clinical impact because this is
19 so well-established. But also it helps us accelerate
20 our time to clinical revenue so we don't have to endure
21 the desert that oftentimes one has to endure when they
22 deliver a test to market where they perform the
23 testing, but then they work very diligently for a
24 period of years sometimes to get payment from
25 governmental or private payers.

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1 And so for us we're starting with colorectal
2 cancer early detection on our multiomics platform, and
3 then that activates what we call our learning engine
4 and gives us the opportunity to move to those next
5 cancer types more efficiently, built upon the strength
6 of the multiomics platform. And that multiomics
7 platform has application across -- it's built for the
8 purpose of having application across a range of cancer
9 types, not just for colorectal cancer testing. That's
10 just our first effort.

11 Q. We'll get into more detail about the multiomics
12 platform in just a second.

13 Before we get there, Mr. Nolan, at a high
14 level, what product is Freenome currently developing?

15 A. We have a colorectal cancer/advanced adenoma
16 early detection test.

17 We also have a multicancer program where we're
18 prospectively -- we have prospectively collected
19 samples and are prospectively collecting samples for
20 that purpose, for the purpose of product development,
21 across a range of cancer types.

22 Q. Is "colorectal cancer" sometimes abbreviated as
23 "CRC"?

24 A. Yes.

25 Q. If I refer to Freenome's colorectal cancer test

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1 as "CRC," will you understand what I mean?

2 A. Yes.

3 Q. Mr. Nolan, you've mentioned a couple times
4 Freenome's multiomics platform.

5 Can you please describe what Freenome's
6 multiomics platform is.

7 A. Yeah.

8 You know, first to kind of focus on the word
9 "platform," it's not necessarily a platform in the way
10 that I might speak of certain instruments or analyzers.
11 Sometimes we call those platforms as well. This is
12 different. This is the software and where the
13 algorithms reside for us to be able to make those
14 assessments across a range of models, methods and
15 features. We organize those very purposefully for the
16 cancer type that we're seeking to detect or for the
17 job that we're asking that multiomics platform to
18 perform.

19 So this is where the algorithms reside. It's
20 really a -- more of a software platform, if you will,
21 where that -- where queries are made back to that
22 platform based on what job we're asking it to do. And
23 our first job is colorectal cancer and advanced adenoma
24 early detection.

25 Q. Taking a step back for a minute, can you

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1 explain what multiomics is?

2 A. It's a range of omics, so it's genomics. It's
3 proteomics. It's, you know, transcriptomics. It's
4 quite a range of omics, but really to boil it down just
5 a little bit more, it's looking at a range of analytes
6 or certain substances that we're seeking to identify
7 and measure and gives us what we think and what we call
8 an orthogonal view on what's happening.

9 So it's not just a single view or a single
10 metric; it's a range across various omics.

11 Q. What analytes does Freenome's multiomics
12 platform rely upon?

13 A. Oh, it's quite a range, but there's
14 primarily -- I would say it's genomics, proteomics,
15 transcriptomics, probably -- that's probably at a high
16 level as much as I can say in the public forum.

17 Q. What is proteomics?

18 A. Protein analysis is the way I think about it.

19 Q. What is included in genomics?

20 A. Well, that's where we look at, you know, the
21 structure, the function and the evolution and the
22 mapping of the genome.

23 Q. Does the multiomics platform use DNA
24 methylation as one of its analytes?

25 A. Yes.

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1 Q. Why does Freenome rely on multiple analytes for
2 its platform?

3 A. Well, our view is that for early detection it's
4 not enough just to wait for the formation of a tumor
5 and measure the shedding of that tumor. We want to
6 look at the tumor microenvironment as well.

7 So we see some non-tumor-derived signatures or
8 some call them immune-derived signatures that go
9 beyond just the actual shedding of the tumor, looking
10 at the way the body responds to the early formation of
11 cancer.

12 So we look at both.

13 Q. A moment ago, you referred to the multiomics
14 platform as a learning engine; is that correct?

15 A. Yes.

16 Q. And what did you mean by "learning engine"?

17 A. We essentially teach it to recognize cancer and
18 to recognize healthy patients and be able to
19 differentiate based on what I'll loosely term the
20 patterns that are representative of a cancer patient
21 and those that are representative of a healthy patient.
22 And by allowing it to see these multiple times over and
23 over again it learns so that it can discern or
24 differentiate between the two.

25 Q. Can you explain at a high level what the

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1 multiomics platform workflow looks like starting with a
2 patient sample?

3 A. At a high level, we get the patient sample into
4 our lab and we accession and process that and then
5 bring that into a proprietary workflow where the
6 analysis is conducted and the data then is generated.

7 That data goes to the multiomics platform for
8 its analysis. And that analysis produces a result.
9 That result then takes the form of a report. And
10 ultimately that report would then be -- once it's
11 available for clinical use, that would then be
12 presented to the ordering physician.

13 Q. Does Freenome's multiomics platform use
14 next-generation sequencing?

15 A. Yes.

16 Q. How is next-generation sequencing used in
17 relation to the multiomics platform?

18 A. We use that to -- for really the genomics
19 portion of the analysis. In some cancer types we have
20 an ability to look at not just DNA but RNA or sometimes
21 convert it to cDNA in order to look at the
22 transcriptome.

23 Q. Mr. Nolan, why does Freenome use
24 next-generation sequencing in its multiomics platform
25 as opposed to other technologies?

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1 A. Well, it gives us great stability to detect the
2 cancer in its -- in the early stages. It's a really
3 foundational or -- or pillar in overall product
4 development efforts. We don't rely solely on it,
5 though, because we're multiomics, but it is really I
6 would say the anchor tenant.

7 Q. What do you mean by "anchor tenant"?

8 A. It's the -- it's the -- really foundational.
9 It's really a -- we get a majority of the signal from
10 next-generation sequencing, but we find that that's
11 complemented by some of the other omics to be able to
12 get better performance than we would without it,
13 without augmenting and just sticking with
14 next-generation sequencing.

15 JUDGE CHAPPELL: Are you saying anchor tenant
16 like Macy's in a shopping mall?

17 THE WITNESS: Yeah. Kind of the major. It's
18 the majority. It's kind of the one, the headliner, the
19 major part of the model is next-generation sequencing,
20 for sure.

21 JUDGE CHAPPELL: I just wanted to verify it
22 wasn't some scientific phrase you were using.

23 THE WITNESS: No.

24 And then it rounds off with some of the other
25 omics for us to get that orthogonal view. It's

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1 important for us to get -- our view is that the
2 next-generation sequencing gives us a good view on the
3 tumor-derived, but we also want to look at the
4 non-tumor-derived or the immune-derived and
5 interrogate that appropriately for clinical-grade
6 performance.

7 JUDGE CHAPPELL: Thank you. Go ahead.

8 THE WITNESS: Okay.

9 MS. GASKIN: Thank you, Your Honor.

10 BY MS. GASKIN:

11 Q. Mr. Nolan, who provides Freenome's
12 next-generation sequencing instruments?

13 A. Illumina.

14 Q. Which Illumina sequencer does Freenome use?

15 A. The NovaSeq.

16 Q. If I refer to next-generation sequencing as
17 "NGS," will you understand what I mean?

18 A. Yes.

19 Q. Why does Freenome use Illumina's NGS
20 sequencer?

21 A. Well, first and foremost for throughput. We're
22 going to be performing billions of tests a year.

23 Also, when the company did an evaluation, they
24 found that it did a better job of detecting CRC. The
25 performance was better than the other platform we

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1 evaluated, which was the Thermo Fisher S5.

2 And then we also found that it did a better job
3 with variant calling, which can be important for us as
4 we advance across the different cancer types.

5 Q. You mentioned throughput.

6 Why is throughput important?

7 A. We'll have such clinical demand with these
8 samples coming in from around -- from various
9 geographies, we need to be able to process those in a
10 time frame that's responsible since it is patient care,
11 and so we'll have certain turnaround time requirements
12 where, once we receive that result, the provider and
13 the patient are waiting for that result, and we need to
14 be responsible in our ability to deliver that back in a
15 timely manner.

16 There's also operational efficiency and the
17 need to keep the costs in a position with proper
18 ratios, and throughput really helps if we can use a
19 single asset to perform higher-volume testing versus
20 having, you know, multiple assets that require capital
21 and require daily, weekly, monthly maintenance and all
22 of that. To be able to consolidate to fewer
23 instruments is also a benefit operationally.

24 Q. You mentioned variant calling; is that
25 correct?

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1 A. Yeah.

2 Q. Why is that important?

3 A. Well, it helps us get a better picture of
4 what's actually happening in that particular sample,
5 and so, you know, that can be an important dimension
6 depending on which cancer type we're evaluating.

7 Q. Can you explain what variant calling is?

8 A. It's the ability to see the different -- it's
9 sort of hard to describe without using the word
10 "variant," but to be able to identify the -- well, it
11 really is to identify the variants that -- that may
12 exist within that patient's overall genome.

13 And so those variants can be indicative of or
14 help us gain insight to their status and in some cases
15 their status with regard to presence or absence of
16 cancer and in other cases it could be important when
17 determining for another purpose. Even as assessing
18 their profile with regard to potential therapeutic
19 solutions it could be beneficial, although that's not
20 really part of our model today, the therapeutic aid
21 portion is not.

22 Q. You mentioned that someone at Freenome
23 evaluated an S5 machine; is that correct?

24 A. Yeah.

25 Q. Who makes the S5 machine?

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1 A. Thermo Fisher.

2 Q. How are you aware of that assessment that was
3 made?

4 A. Oh, it was done before I arrived, but I know
5 of it because the team has discussed it since over the
6 times -- time that I've been here. Really I think more
7 than anything it's come up to understand, you know,
8 what options, what are some of the next best options,
9 other than Illumina, and what does that gap or delta
10 look like between Illumina and the next best for our
11 purposes.

12 Q. Did you participate in these discussions?

13 A. I wasn't here for the evaluation. It preceded
14 me. But I have been in the discussions about
15 alternatives to Illumina.

16 Q. Mr. Nolan, we'll get back to those alternatives
17 in the in camera session.

18 But for right now, besides the NGS
19 instruments, what other products does Freenome buy
20 from Illumina?

21 A. Really it's just the sequencers and the
22 consumables that are used to perform the work on those
23 instruments or sequencers.

24 In addition, since we have the instruments,
25 there's a certain requirement that we have level of

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1 service for those because those instruments are
2 serviced, you know, by the manufacturer's experts, so
3 we also participate in that program.

4 Q. What are consumables?

5 A. Really just the inputs that we purchase. They
6 could be everything from solutions to plastics that
7 are used to perform the work on the sequencer with
8 certain -- I don't know how to describe it other than
9 to say, you know, we call them reagents and different
10 consumables, which can include plastics that are
11 uniquely designed for that instrument and perform in a
12 compatible manner with that instrument.

13 Q. How does Freenome use these Illumina reagents?

14 A. We use that to perform testing on these samples
15 that we receive for any reason to be able to generate
16 data on those samples that can then be used for us to
17 get a clearer picture on different research questions
18 that we may have as we develop our products and advance
19 our overall programs.

20 Q. Can Freenome use non-Illumina reagents in its
21 Illumina instrument?

22 A. Not to my knowledge. No. Not to my
23 knowledge.

24 Q. Mr. Nolan, a moment ago you spoke about some of
25 the features that were important for Freenome's NGS

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1 sequencer, like throughput and variant calling. Do you
2 recall that?

3 A. Yes.

4 Q. Does accuracy matter to Freenome in an NGS
5 sequencer?

6 A. Yes. Accuracy is important. We want to be
7 certain that we know that when we are seeking to
8 perform that analysis that what we're -- the results
9 we're getting back are indeed accurate, that if we are
10 looking for something that it has, you know, the
11 specificity and the sensitivity that would be
12 important for us. It's an important parameter overall
13 for any test, and it's of course important for us in
14 our research and product development to have accuracy.

15 Q. Is having the ability to scale in an NGS
16 sequencer important to Freenome?

17 A. That's probably the -- there's probably no
18 higher priority than that for us given the number of
19 tests that we'll be performing on an annual basis as a
20 company that will screen average risk patients to
21 assess their status with regard to colorectal cancer.
22 It's a very large market, and even with a relatively
23 small share of that market it's still millions of tests
24 a year.

25 Q. You mentioned it was no higher priority to

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1 Freenome.

2 What do you mean by that?

3 A. Well, there's no higher priority, but I can't
4 say it's necessarily the highest prior because it's one
5 of those cases of a 1A/1B.

6 It also has to perform at clinical grade
7 because we really can't compromise. We have to have a
8 test that does its job to answer the clinical questions
9 responsibly but also does it in a manner that's
10 scalable so that we can meet the market requirements.

11 There's so many people that just aren't
12 screened for colorectal cancer today, and we believe we
13 can make a big difference by having blood as the
14 sample, so throughput is really key.

15 But once we earn that right to be able to do
16 that and demonstrate that we have the throughput
17 capabilities, it goes hand in hand that we demonstrate
18 that we'll meet the clinical requirements and that
19 we'll deliver a test that performs responsibly to
20 assess that patient's status with regard to whatever
21 cancer type it is that we're seeking to assess. We're
22 starting out with colorectal cancer.

23 Q. Mr. Nolan, do you know what would impact
24 Freenome's ability to scale?

25 A. Yeah. Really it would be contributors like

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1 throughput and workflow.

2 We're constantly optimizing for that today
3 using the Illumina sequencers, and we also have other
4 platforms as part of our multiomics approach. And we
5 have a relatively large team of process engineers and
6 automation engineers that really work diligently to
7 configure our workflow for this purpose of being able
8 to scale and operate at that level.

9 So the contributors to that that would affect
10 it would be instrumentation and also workflow design,
11 would be two major contributors.

12 Q. What about cost? Is cost important for an NGS
13 sequencer?

14 A. Cost is really important. We look at all of
15 the -- all of the samples that we perform, we actually
16 take it through a process. We first interrogate that
17 sample across a range of analytes, and we determine to
18 what degree do those analytes add performance benefit
19 or what we call additivity, so how does each analyte
20 help us get a clearer picture on what's happening with
21 that patient for that specific cancer type.

22 So that's the first one, is additivity. And
23 then the next is we look at the cost of goods, what
24 would it cost us to include that analyte in our panel
25 for whatever -- whichever cancer type that may be.

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1 And then from there we look at workflow to
2 understand how would that actually look in our workflow
3 and can we scale it.

4 And so there are direct costs, but -- in terms
5 of materials costs, but there are also operational
6 costs that factor in to that overall picture.

7 Q. Does cost of NGS sequencing and its related
8 consumables impact Freenome's ability to scale?

9 A. Yes, it does. It's a majority of our cost of
10 goods today in our different prototypes.

11 MS. GASKIN: Your Honor, I would like to now
12 move to in camera session as my remaining questions
13 relate to testimony and documents that have been
14 granted in camera treatment.

15 JUDGE CHAPPELL: Mr. Stark, would you like to
16 do your public examination now or would you --

17 MR. STARK: Yes, Your Honor. I'd be happy to
18 do the public now.

19 JUDGE CHAPPELL: Okay. Let's go ahead and do
20 that before we move into in camera.

21 - - - - -

CROSS-EXAMINATION

22 BY MR. STARK:

23 Q. Good morning, Mr. Nolan.

24 A. Good morning.

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1 Q. Freenome was founded in 2014; is that right?

2 A. I believe that's right. Somewhere about seven
3 years ago.

4 Q. Right.

5 And Freenome has no oncology tests on the
6 market today; right?

7 A. That is correct.

8 Q. And Freenome's colorectal cancer test has not
9 yet commercially launched; right?

10 A. Correct.

11 Q. And you anticipate a commercial launch of
12 colorectal cancer tests sometime in 2023; is that
13 right?

14 A. Yes. That's what the current timelines are,
15 late 2023.

16 Q. And you would agree, wouldn't you, that cancer
17 is one of the leading causes of death in the
18 United States?

19 A. Yes.

20 Q. And detecting cancer early is critical; right?

21 A. Very much.

22 Q. And you would agree that the majority of
23 cancers are discovered too late; right?

24 A. Yes.

25 Q. And finding cancer early is important because

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1 by the time symptoms have appeared, the cancer may have
2 grown and spread in a person's body; right?

3 A. Yes.

4 Q. So screening can find evidence of the disease
5 early when cancer is asymptomatic; right?

6 A. Correct.

7 Q. And that could change everything in terms of
8 treatment if you find the cancer early; right?

9 A. Yes. That's how we feel about it.

10 Q. And it's true that the majority of cancers do
11 not have standard screening methods today; right?

12 A. A majority do not have standard screening
13 methods, I think that's fair to say, yes.

14 Q. And would you agree that widespread adoption of
15 a multicancer early detection test will help save
16 lives?

17 A. Yes.

18 Q. And would you agree that the earlier we can
19 get to widespread adoption of a multicancer early
20 detection test, the better it would be in terms of
21 saving lives?

22 A. Yes.

23 Q. Now, you've worked at Freenome for over three
24 years now I think; is that right?

25 A. That's correct.

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1 Q. And I take it you've put a lot of time and
2 effort over that period into your work at Freenome; is
3 that fair to say?

4 A. Yes.

5 Q. And fair to say you're passionate about your
6 work at Freenome?

7 A. Yes.

8 Q. And Freenome's commercial success is important
9 to you; right?

10 A. Yes.

11 Q. You understand that the FTC here seeks to
12 unwind Illumina's acquisition of GRAIL?

13 A. Yes, I do.

14 Q. Would it be fair to say you hope to see the FTC
15 succeed in its challenge to that acquisition?

16 A. Yes.

17 Q. Now, GRAIL has launched a test to screen for
18 multiple cancers; right?

19 A. GRAIL has launched a test to screen for
20 multiple cancers, yes.

21 Q. And Freenome hopes to do that same thing
22 eventually; right?

23 A. Correct.

24 Q. And Freenome as of now is not as far along as
25 GRAIL; correct?

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1 A. We're not as far along as GRAIL with regard to
2 multicancer, correct.

3 Q. And you see GRAIL as a competitor in
4 multicancer for the future; right?

5 A. Yes.

6 Q. But you'd like to see ultimately Freenome
7 prevail over GRAIL in the market in the future for
8 multicancer early detection; right?

9 A. No.

10 Q. No, you don't have any position on that?

11 A. The way we talk about is we have one
12 competitor, and that's cancer, and that other companies
13 are taking their own approaches to the chief
14 competitor, which is cancer. And the market is huge
15 and the unmet need is huge. And for us I think it
16 would be shortsighted for us to make it a goal to
17 outperform a rival. We're more focused on beating the
18 competitor, which is cancer, and that there's room for
19 a lot of folks if we take that approach and that we
20 have a fair and level playing field to achieve it.

21 Q. So it would be fair to say there's room for
22 multiple rivals to coexist in the future multicancer
23 early detection market?

24 A. I believe so if the landscape is conducive.

25 Q. And in your strategic thinking at Freenome you

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1 anticipate that primary care providers may choose to
2 use both your -- Freenome's product and products like
3 Galleri; is that fair?

4 A. No. I think it's -- it depends on which
5 snapshot of time we're looking at.

6 I think when there's a multicancer option I
7 think they'll choose one and not, you know, go back and
8 forth between one and the other. Once they actually
9 implement one multicancer test, I believe they'll stick
10 with that for standardization of process and test
11 results interpretation.

12 Q. So you think they'll choose whichever one is
13 best.

14 A. Yeah, I believe so, in the category. I don't
15 think they'll switch back and forth very frequently, if
16 at all.

17 Q. Now, fair to say you cannot predict who the
18 winners and losers will be in early cancer detection
19 five or ten years from now; right?

20 A. Correct.

21 Q. And you cannot predict what the market for
22 early cancer detection will look like five or ten years
23 from now; right?

24 A. That's right.

25 Q. And you cannot predict who the major

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1 participants in early cancer detection will be five or
2 ten years from now; right?

3 A. That's right.

4 Q. And you cannot predict who the market leader in
5 early cancer detection will be five or ten years from
6 now; right?

7 A. That's right. What we do now is just look at
8 the leading indicators and do our best --

9 Q. And you testi- -- sorry.

10 You testified on direct that as of now,
11 Freenome cannot switch to another NGS platform other
12 than Illumina; right?

13 A. Yeah. We just don't have -- see a suitable
14 substitute to meet our highest-level requirements.

15 Q. But you're not saying that Freenome could never
16 switch to another NGS platform; right?

17 A. With the information I have today, I don't know
18 of a suitable substitute anywhere on the near or
19 midterm horizon.

20 Q. Well, you would agree with me, wouldn't you,
21 that it's unlikely that Freenome could switch to
22 another NGS platform within three years from now;
23 right?

24 A. Yeah. Certainly within three years it would be
25 highly unlikely, and I'm not sure if it's even,

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1 you know -- when it would be possible after that.

2 Q. But beyond the three-year horizon you would
3 agree it's rather foggy as to whether Freenome could
4 switch to another NGS platform; right?

5 A. Yes, it is.

6 Q. You testified a bit on direct as to why
7 Freenome chose Illumina's NGS platform as opposed to
8 any other platform. Do you recall that?

9 A. Yes.

10 Q. But you were not at Freenome at the time the
11 choice to use Illumina's next-generation sequencing
12 platform was made; right?

13 A. Correct.

14 Q. So you were not involved in making that choice;
15 right?

16 A. That's right.

17 Q. So you don't know specifically from your own
18 personal knowledge why Illumina sequencers were chosen
19 at that time; right?

20 A. I do know from my own -- it depends how you
21 classify personal knowledge, but I have reviewed the
22 analysis, and we have had multiple discussions about
23 that performance comparison.

24 Q. But --

25 A. While I wasn't there at the time, it's come up

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1 a number of times because of the fact that we
2 recognize we're in a position where we're reliant upon
3 a sequencer for which there are no suitable
4 substitutes.

5 Q. But you're not a scientist; right?

6 A. I do have a biology degree, but I do not
7 perform the function of scientist at the company, no.

8 Q. And you don't work in the laboratory; right?

9 A. I do not.

10 Q. You don't personally use Illumina's sequencing
11 machines; right?

12 A. That's correct.

13 Q. And you're not the person to testify about the
14 specifications that Freenome requires of its
15 sequencers; right?

16 A. Not if we want more than high-level.

17 Q. You're not the expert on that topic within
18 Freenome; right?

19 A. That's correct. But --

20 Q. And you've not been involved personally in any
21 assessment of Illumina's sequencers as compared to
22 other sequencers; right?

23 A. I have been on the assessment of parameters
24 where our scientific teams share with us -- we call it
25 the prescription. They do the analysis and they share

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1 what they need in terms of high-level specifications,
2 and then they ask our business development team to seek
3 to identify companies that can meet those high-level
4 specifications. We call that the prescription that
5 they write.

6 They say we need a sequencer that can do this
7 or we need a -- whatever it might be -- in this case
8 we're talking about sequencer, but it would be the same
9 for any other instrument -- which instruments will meet
10 these specifications, and then they charge the business
11 development team and the technology assessment team as
12 a subset of that to go find that and see if we can
13 identify which participants could meet those
14 requirements. And in really other cases there are
15 more than one option. In sequencing there really
16 isn't.

17 Q. And you haven't personally done any of the
18 work related to assessing Illumina sequencers as
19 compared to other sequencers, have you?

20 A. Assessing it at a science or technology
21 level --

22 Q. Right.

23 A. -- or -- correct. That's right.

24 Q. And as to whether there could be alternative
25 sequencing platforms that Freenome could use, you're

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1 not the expert on that either; right?

2 A. Well, it's a team of experts. Our experts tell
3 us the specifications, and we go find that. In that
4 case, I am an expert on taking that information from
5 our technical and science teams and then seeking that
6 out in the market to understand what might exist in
7 terms of suitable options, whether it's a sequencer or
8 any other platform.

9 Q. Well, for instance, you don't know the level of
10 throughput or capacity required for Freenome's
11 platform; right?

12 A. I know it on an annual basis what we need at
13 the laboratory to operate at on an annual level. Yes.
14 But not on a -- not at an instrument-specific level.

15 Q. I'd like to just take a brief look at your
16 investigational hearing transcript.

17 You recall you gave testimony at an FTC
18 investigational hearing earlier this year; right?

19 A. Yes.

20 Q. And let's just pull that up if we could. For
21 the record, it's PX 7050 and page 98.

22 A. Yeah.

23 Q. Well, let's -- actually, we can start here.
24 This is page 94 line 14 we were starting, so you were
25 asked by complaint counsel, "I understand this may be

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1 more within Mr. Otte's wheelhouse, but are you able to
2 speak to the specifications of the sequencer that
3 Freenome's CRC test requires?" You answered that you
4 could at a high level.

5 A. Yep.

6 Q. And farther down, you say (as read): So as a
7 technical dimension, you know, that is something Gabe
8 can speak to in more detail.

9 Do you see that?

10 A. That's right.

11 Q. And "Gabe" refers to Mr. Otte; right?

12 A. That's correct.

13 Q. And who is Gabe Otte?

14 A. Our former CEO.

15 Q. So he was more versed in the technical matters
16 than you; correct?

17 A. Yeah. He was more -- he was on that team that
18 I was describing that's more of the technical and
19 scientific assessment team that partners with business
20 development.

21 Q. Okay.

22 And then if we go to page 98 in the transcript,
23 please.

24 And here, you were asked by complaint counsel,
25 "I guess what I'm trying to get at is whether you're

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1 able to speak to the level of throughput or level of
2 capacity that is required of a single instrument to
3 make that instrument viable as a platform."

4 And your answer was (as read): "Yeah, I
5 couldn't conclude that with accuracy. I don't know."

6 And you went on from there.

7 Do you see that?

8 A. That's right. That's -- it's kind of what I
9 just said, is I can speak to it at a high level in
10 terms of annual throughput requirement but not at the
11 instrument or even flow cell level, no --

12 Q. Okay.

13 Okay. And just to be clear, the snippets we've
14 seen, those are testimony that you gave under oath at
15 your investigational hearing; right?

16 A. That's correct.

17 Q. Now, you mentioned also on direct that
18 Freenome has engaged in an evaluation of a
19 Thermo Fisher S5 sequencer. Do you recall that?

20 A. Yes.

21 Q. And that occurred before you came to Freenome;
22 right?

23 A. That's correct.

24 Q. And as we discussed, you've been at Freenome
25 about -- over three years now; right?

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1 A. Yes.

2 Q. And you indicated on direct that you've been
3 involved in some discussions about the Thermo Fisher
4 S5 since your arrival at Freenome; correct?

5 A. Yeah, that's right. As we discuss where
6 alternatives might exist, that's one that's come up
7 over time.

8 Q. And were these discussions recent?

9 A. Yes. Some of them were even more recent. Yes.

10 Q. And some of them were closer to the time when
11 you started at Freenome?

12 A. Yeah. Early on it was actually an early
13 discussion that we had, and then we didn't have it for
14 quite a while. There wasn't really much to consider
15 until some companies like Omniome and Element and some
16 of these others started to surface where we would
17 assess to what extent those might be suitable. That's
18 really the extent of it.

19 Q. You recall, sir, in your investigational
20 hearing testimony you testified that you were not aware
21 that Freenome had evaluated any non-Illumina NGS
22 platform?

23 A. That's not -- I don't recall that, no. I
24 don't --

25 Q. All right. Let's look at the investigational

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1 hearing transcript again, at page 103.

2 Beginning at line 19, the question was: "Are
3 you aware if Freenome evaluated any non-Illumina NGS
4 platform for its CRC test, either now or prospectively
5 or during the earlier development stage?"

6 And your answer was: "Not to my knowledge."

7 Do you see that?

8 A. Yeah. I don't know --

9 Q. Sorry.

10 And that was your testimony under oath?

11 A. That's right. It's -- we hadn't evaluated
12 anything since I've been here with regard to an actual
13 head-to-head evaluation, that's correct.

14 Q. And in fact, you weren't aware of any at the
15 time that you gave your IH testimony; right?

16 A. I was aware high level that we'd looked at the
17 S5. That was really the extent of it.

18 Q. But the testimony you gave under oath was that
19 you were not aware of any; correct?

20 A. Just -- (crosstalk) -- that's what I said, is
21 not to my knowledge.

22 MR. STARK: Okay. Your Honor, that concludes
23 my public questioning at this point.

24 JUDGE CHAPPELL: All right. At this time we
25 need to go into in camera session.

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1 MS. GASKIN: Your Honor, just while we're still
2 on the public record, can I ask a few redirect
3 questions?

4 JUDGE CHAPPELL: Okay. Good. Yes. Let's go
5 ahead and knock that out.

6 MS. GASKIN: Thank you, Your Honor.

7 JUDGE CHAPPELL: So we'll be finished with the
8 public version of this witness' testimony.

9 MS. GASKIN: Great.

10 - - - - -

11 REDIRECT EXAMINATION

12 BY MS. GASKIN:

13 Q. Mr. Nolan, we're still on the public record, so
14 please, if any of my questions elicit confidential
15 information, just let me know, and I can move those to
16 later on.

17 Mr. Nolan, Mr. Stark asked you some questions
18 about Freenome's assessment of NGS sequencers. Do you
19 recall that?

20 A. Yes.

21 Q. And you mentioned that Freenome has a
22 scientific team that does these assessments; is that
23 correct?

24 A. Yeah. We have a science team or -- and then
25 more formally we call it a technical assessment team.

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1 Q. Can you describe the tech assessment team?

2 A. Well, it's a team of I would say
3 multidisciplinary functions that help us evaluate
4 different solutions we might be considering, first of
5 all starting with what are the science or the research
6 questions that we need to be able to answer with that
7 technology or also -- or how we might need to apply
8 that technology for purposes of advancing in product
9 development, and so it can be a range of science and
10 technology contributors from various functions within
11 engineering, science or other technical disciplines.

12 Q. But this scientific team, they provide
13 assessments on NGS sequencers; is that correct?

14 A. That would be -- that would be one thing that
15 they would do, yes, among many other.

16 Q. Mr. Nolan, who does the scientific team report
17 to?

18 A. It reports ultimately to our chief scientific
19 officer who reports to me.

20 Q. Do you participate in any of the discussions
21 that the tech assessment team has?

22 A. I do when it gets to a point where that's
23 necessary. More so as CEO it's been less the case, but
24 as CBO it was more frequent and it was really around
25 understanding what it is that they needed so that we

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1 understood that before we took action to identify those
2 companies that could potentially meet the need.

3 Q. As chief business officer, did you participate
4 in any discussions with the tech assessment team
5 regarding next-generation sequencers?

6 A. Yes. But for a -- for the -- really for the
7 purposes of understanding their high-level
8 requirements and to determine if there would be a
9 suitable substitute, but not in the initial selection
10 process.

11 Q. Mr. Nolan, how, if at all, do you rely on the
12 tech assessment team's opinions of NGS sequencers?

13 A. I really have to rely on them. They are the
14 experts. We really do our best to let the experts be
15 the experts here at the company. But at the same time
16 we take a cross-functional view so that we don't
17 overindex to any one function's requirements because
18 sometimes we have to be able to strike a balance and
19 depending on what it is that we're seeking to
20 accomplish.

21 Q. Mr. Nolan, are you familiar with the results of
22 the tech assessment team's analysis of next-generation
23 sequencers?

24 A. At a high level, I think more recently it
25 wasn't really even a tech assessment. It was just more

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1 evaluating. And I think this is something that -- that
2 Gabe had had the conversations with different companies
3 to understand their high-level capabilities, but there
4 was no head-to-head or technical comparison done, not
5 since the -- before I started with the Thermo S5 versus
6 Illumina comparative.

7 Q. And why hasn't there been a head-to-head
8 comparison?

9 A. I think the overall assessment was that the
10 other companies aren't far enough along and that their
11 ability to meet the requirements, even just the
12 high-level must-have requirements wasn't sufficient, so
13 it wasn't worthwhile really for either party to advance
14 in that initiative because it didn't seem to be
15 something that would be fruitful, it make it past the
16 first cut.

17 Q. Does the assessment that the tech team makes --
18 do those assessments have any impact on corporate
19 strategy?

20 A. Yeah. They certainly can. Absolutely.

21 Q. How so?

22 A. Well, it depends on which assessment we're
23 talking about, but there could be certain licensing
24 requirements depending on which -- what it is that we
25 would ask or require an instrument company or a

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1 provider to meet. And then also the level of work or
2 effort to be able to use it for that purpose is also
3 part of the consideration. And there could also be
4 some differentiator dimension to that.

5 So, for instance, in our multiomics approach,
6 that would be an example where, you know, we don't just
7 take the measure from a single instrument, we look
8 across a range of omics, and that would be an example
9 of a strategic decision. It means there's maybe more
10 complexity in our workflow, but it's something that we
11 have chosen to do because of the impact that it will
12 have on the clinical -- on improving the clinical
13 result that we deliver by having this orthogonal view.
14 That would be an example where we made the conscious
15 decision to look at different omics across these
16 different cancer types to be able to optimize for
17 clinical test performance, you know, versus having just
18 a single instrument view on what's happening with that
19 patient.

20 JUDGE CHAPPELL: Let's hold on there. We've
21 been going about two hours. We're going to take our
22 morning break. We'll reconvene at 11:55.

23 We're in recess.

24 (Recess)

25 JUDGE CHAPPELL: We're back on the record.

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1 Next question.

2 MS. GASKIN: Your Honor, I have finished my
3 redirect and I'm ready to go in camera.

4 JUDGE CHAPPELL: Mr. Stark, do you have any
5 recross for public?

6 MR. STARK: No, Your Honor.

7 JUDGE CHAPPELL: Okay. At this time we'll go
8 into in camera session. The public who are calling in
9 will be moved into a waiting room. You will be brought
10 back into the courtroom after we go back into a public
11 session.

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

16 Anyone who is not authorized to be in should
17 be instructed to use the Raise Hand function on the
18 Zoom screen. They will then be moved into a waiting
19 room.

20 Let me know after you've reviewed the list.
21 Go ahead.

22 JADA: Your Honor, the public line has been
23 moved, and I don't see anyone else who's raised their
24 hand.

25 JUDGE CHAPPELL: I think they're still

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1 looking.

2 MR. STARK: Your Honor, I see one person,
3 Ms. Song for GRAIL legal.

4 MR. PFEIFFER: Yes, Your Honor. I was about to
5 say the same thing. I think we need to get GRAIL's
6 general counsel to leave. I think she just did.

7 THE WITNESS: There's one that doesn't have an
8 identifier of FTC, Illumina or GRAIL, someone with the
9 title professor. Is that substantiated?

10 JUDGE CHAPPELL: We need to find out who that
11 is, and that person needs to be instructed, whatever
12 party they're with, that that's unacceptable. You need
13 to identify yourself, or I'm going to be asking
14 OpenExchange -- Jada, block anyone who is not
15 identified by last name.

16 JADA: Absolutely.

17 JUDGE CHAPPELL: Knock them off. They've been
18 told to do this over and over again. No anonymous
19 surfing allowed.

20 MS. GASKIN: Your Honor, the list looks good to
21 complaint counsel.

22 MR. STARK: Your Honor, I'm just checking on
23 one person.

24 JUDGE CHAPPELL: Okay.

25 MR. STARK: Okay. We're good, Your Honor.

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1 JUDGE CHAPPELL: All right. But the anonymous
2 professor, is that person removed?

3 JADA: Yes, that person has been removed. It
4 looks like they renamed theirselves in the other room
5 I moved them to. Would you like them to come back in?

6 JUDGE CHAPPELL: No. They forfeited the right
7 to be in this session even if they're allowed by not
8 complying with the instructions.

9 (Whereupon, the proceedings were held in
10 in camera session.)

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

3 - - - - -

4 JADA: All right, we are back in public
5 session.

6 JUDGE CHAPPELL: All right. Thank you, sir.
7 You are excused. You may stand down.

8 Call your next witness.

9 MS. MUSSER: Good afternoon, Your Honor. If I
10 may address a quick housekeeping issue before we call
11 the next witness?

12 JUDGE CHAPPELL: All right.

13 MS. MUSSER: So this -- our witness has a
14 commitment tomorrow morning, and we were just asking
15 the Court for permission to run a bit longer tonight,
16 if possible, to get this examination complete today.

17 JUDGE CHAPPELL: And we're starting at 11:00
18 tomorrow, correct?

19 MS. MUSSER: Yes, Your Honor.

20 JUDGE CHAPPELL: What do you mean by "a bit
21 longer"?

22 MS. MUSSER: I'm not quite sure how long
23 Mr. Pfeiffer -- it looks like he might be doing the
24 examination -- intends on going, but we have about an
25 hour and a half, and so, if possible, we would like to

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1 go until -- until Mr. Pfeiffer can complete his exam.

2 JUDGE CHAPPELL: There's no such thing as
3 unlimited.

4 MS. MUSSER: I understand, Your Honor. I don't
5 know if you have any --

6 JUDGE CHAPPELL: Let's see where we are at
7 6:00.

8 MS. MUSSER: Okay.

9 MR. PFEIFFER: My best -- oh, sorry, apologies.
10 I didn't mean to cut you off, but my best guess is I
11 have about an hour, but it always depends on how
12 directly the witness answers the questions.

13 JUDGE CHAPPELL: All right. We will reassess
14 about 6:00, and at 6:00 we are already 30 minutes late.
15 So go ahead and call the witness.

16 MS. MUSSER: I would like to introduce my
17 colleague, Will Cooke, who will be calling our next
18 witness. Thank you.

19 JUDGE CHAPPELL: Okay.

20 MR. COOKE: Good afternoon, Your Honor.
21 William Cooke from Complaint Counsel. Complaint
22 Counsel calls as its next witness Dr. Gary Gao, a
23 cofounder, board member, and scientific advisor at
24 Singlera Genomics, Inc. Dr. Gao is represented by
25 Kevin Teruya of Quinn Emanuel, who is also present

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1 today.

2 MR. TERUYA: Good afternoon, Your Honor.

3 JUDGE CHAPPELL: Good afternoon. I'm still
4 looking for the witness. Where's the witness?

5 JADA: The witness is connected. I don't see
6 them on camera just yet.

7 JUDGE CHAPPELL: Does someone want to assist
8 the witness?

9 Someone needs to let me know what's going on.
10 We're not going to sit here forever.

11 MR. TERUYA: Your Honor, the witness was -- Dr.
12 Gao was online since this morning. I reached out to
13 him just now via text to see if he stepped away for a
14 moment.

15 He's on now, Your Honor.

16 JUDGE CHAPPELL: All right. Go ahead and swear
17 the witness. Let's go.
18 Whereupon--

19 YUAN GARY GAO
20 a witness, called for examination, having been first
21 duly sworn, was examined and testified as follows:

22 DIRECT EXAMINATION

23 BY MR. COOKE:

24 Q. Good afternoon, Dr. Gao.

25 A. Good afternoon.

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1 Q. Can you please state and spell your name for
2 the record?

3 A. Yuan Gao, also known as Gary Gao.

4 Q. Who is your current employer?

5 A. Med Data Quest, under Singlera Genomics.

6 Q. At a high level, what is Med Data Quest?

7 A. It is a artificial intelligence company to do
8 coding and billing for medical companies.

9 Q. And what is your role at Med Data Quest?

10 A. I'm a founder and CEO.

11 Q. And what is your current position at Singlera?

12 A. I'm a board member, founder, and a scientific
13 advisor.

14 Q. Dr. Gao, can you please briefly describe your
15 educational background, starting with college?

16 A. Yes. I obtained my bachelor's degree in
17 biology from Beijing University in 1992. I came to
18 United States, to University of Tennessee Medical
19 Center in Memphis, for my Ph.D. in biochemistry. I
20 finished a master's degree in biochemistry, but I liked
21 computer science more, so I went to University of
22 Memphis, got a Ph.D. in computer science, did four
23 years of Ph.D. research at IBM T.J. Watson Research in
24 New York City.

25 After that, I went to Harvard to study with

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1 Professor George Church for four years as a post-doc.
2 Then in 2006, I was offered assistant professor at
3 Virginia Commonwealth University in Richmond, Virginia,
4 in both computer science and life sciences.

5 After four years of assistant professor, I
6 moved to Lieber Institute of Brain Development at
7 Hopkins Biomedical Engineering as associate professor
8 there. I left the university in 2013 and moved to San
9 Diego, California, to start my company, Med Data Quest,
10 under Singlera Genomics.

11 Q. You mentioned you did a post-doc with Professor
12 George Church. Is that correct?

13 A. Yes.

14 Q. What -- is a post-doc a post-doc fellowship?
15 Is that correct?

16 A. That's correct.

17 Q. What types of work were you doing with
18 Dr. Church during your post-doc fellowship?

19 A. Yeah. Mainly in computational biology and
20 next-generation sequencing research, and at that time,
21 in 2002 to 2006, while I was a post-doc there,
22 Professor George Church and his students were
23 developing a next-generation sequencing platform called
24 Pollinator (phonetic). Later it was sold to Edgincorps
25 (phonetic), to ABI, another SOLiD sequencing platform,

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1 which competed with Illumina Solexa machine.

2 Q. And who is Professor George Church?

3 A. He is a very well known genomics professor,
4 pioneer in next-generation sequencing, in synthetic
5 biology, in CRISPR, in editing. He is a very well
6 known professor in genetics research.

7 Q. Is Dr. Church currently involved with
8 Singlera's business?

9 A. He is our scientific advisor also.

10 Q. And you mentioned you were a professor.

11 A. Yes.

12 Q. So what subjects did you teach as a professor?

13 A. So I teach computer science. I teach also
14 genomics, life science. I was professor in joint
15 department, in both computer science and life sciences.

16 Q. I believe you also mentioned you worked at the
17 Lieber Institute in Baltimore.

18 A. Yes.

19 Q. Could you please briefly describe your work at
20 the Lieber Institute?

21 A. Sure. I was a director for genomics, genomics
22 and bioinformatics, and basically we study brain
23 diseases, especially schizophrenia, bipolar, and major
24 depressive disorder. We do -- actually, I purchased
25 Illumina's next-generation sequencer, HiSeq, to use it

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1 to do RNA sequencing, DNA sequencing of post-mortem
2 brain samples.

3 Q. Besides your experience at Lieber, did any of
4 your other work experiences involve the use of an NGS
5 sequencer?

6 A. Sure. When I was at Virginia Commonwealth
7 University, doing my assistant professorship, I
8 actually was one of the first independent lab to
9 purchase Solexa machine before Illumina acquired Solexa
10 as a company.

11 And then I go to Lieber and Hopkins, I purchase
12 the Illumina HiSeq, and then I established Singlera
13 Genomics with my other cofounder, and then we also
14 purchased Illumina equipment. So we have extensive
15 experience using Illumina sequencers.

16 THE REPORTER: Excuse me, This is the court
17 reporter. Doctor, could you perhaps slow down a little
18 bit for me so that I can make sure I can capture your
19 testimony accurately?

20 THE WITNESS: Certainly, yes. I always talk
21 too fast. Thank you for reminding me.

22 THE REPORTER: All right. I appreciate it.

23 BY MR. COOKE:

24 Q. Dr. Gao, in any of your prior work experiences,
25 did you have experience with cell-free DNA?

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1 A. Yes, of course. So my earliest introduction
2 into cell-free DNA work was through cooperation with
3 Professor Dennis Lo from Chinese University of Hong
4 Kong in 2007. At that time, Professor Lo identified me
5 as a collaborator, and he send me pregnant mother's
6 blood, the cell-free DNA, and then my lab developed
7 protocol to -- basically using Illumina machine to
8 sequence tho-- se cell-free DNA to identify if baby has
9 trisomy, like a chromosome aneuploidy, known as Down
10 syndrome.

11 And then we published a paper in Proceedings of
12 National Academy of Science in 2008. So that's my
13 earliest foray into cell-free DNA. And initially, it's
14 for NIPT, for detection of fetus chromosome trisomy,
15 using cell-free DNA.

16 Of course, after that, basically I figure the
17 same thing can be applied to detecting cancer.
18 Actually, many people also know this as a field, and I
19 talk to Professor Kun Zhang at UCSD, and we decided
20 that's a research direction we may take and form a
21 company. And then later, in 2013, we did start a
22 company, raised funding, and started Singlera Genomics
23 in July 2014 to use cell-free DNA to detect cancer
24 early.

25 Q. Okay. And you mentioned NIPT. Is that

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1 noninvasive prenatal testing? Is that correct?

2 A. Correct.

3 Q. And you mentioned that soon after publishing
4 the paper in 2008, you began the work that later became
5 Singlera Genomics. Is that correct?

6 A. Correct. We are thinking about can we use the
7 same approach but using not a copy number, but using
8 DNA methylation for early cancer detection? Because
9 Kun Zhang and me have been collaborating on DNA
10 methylation, NGS technology. We publish a paper in
11 2009 so we can apply a targeted DNA methylation and
12 assays technology.

13 And then we are thinking, now we have
14 technology to detect DNA methylation status, and we
15 know we have cell-free DNA. Can we apply this DNA
16 methylation -- targeted DNA methylation technology to
17 detect a cancer early? So that's the early kind of
18 thinking.

19 Q. So at this time, in 2009, when you were
20 beginning to look at the use of cell-free DNA for
21 cancer screenings, were you aware of others who were
22 also looking at this type of cancer detection?

23 A. I am aware there are basically researchers
24 thinking of this direction, but I know that none of
25 them using the demethylation technology because it's a

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1 difficult one, and some people may think that by using
2 copy number, I still remember after a few years
3 Sequenom has -- but that's after a few years, I don't
4 remember exactly which date, you know -- but Sequenom
5 did have accidental funding.

6 I remember a professor from University of North
7 Carolina, Chapel Hill, and she has a pregnancy, detect
8 false positive of trisomy, but after, you know, some
9 time, they found out that she has cancer. So that's
10 one of our case reports before.

11 Q. I believe you mentioned Sequenom. What is
12 Sequenom.

13 A. Sequenom was a San Diego-based company. They
14 -- it was started by Professor Charles Cantor from
15 Boston University, and I think Professor Dennis Lo has
16 some also interest into it. Initially, they are trying
17 to use the early discovery from Dennis Lo to using RNA
18 to detect fetal aneuploidy, like Down syndrome, but
19 then they have hard time to deliver reliable data.

20 They were accused by FDA of faking data to get
21 FDA approval, and I think that's in maybe 2007, 2008
22 time frame. It's a big scandal. And Sequenom, all the
23 way from CEO, CSO, they were all fired by the board.
24 The CSO actually is a lady, went to jail, and later I
25 think died somehow. So it's a company in San Diego

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1 doing NIPT.

2 Q. And you mentioned Dr. Dennis Lo. Can you
3 please describe who Dr. Dennis Lo is?

4 JUDGE CHAPPELL: Hold on a second. Hold on a
5 second.

6 That last answer was a narrative that just went
7 on and on. Can you please limit your responses to the
8 question that's asked?

9 THE WITNESS: Sure.

10 JUDGE CHAPPELL: You were asked what is known,
11 and you went on and told us all these allegations and
12 everything, and that wasn't part of the question.

13 THE WITNESS: All right. Thank you.

14 JUDGE CHAPPELL: All right.

15 MR. COOKE: Susanne, can you please repeat my
16 question.

17 JUDGE CHAPPELL: There was no question pending.
18 Next question.

19 MR. COOKE: Yes, Your Honor.

20 JUDGE CHAPPELL: Unless you're referring to
21 Dennis Lo. That's one thing I see. Go ahead and
22 restate that, if you like.

23 BY MR. COOKE:

24 Q. Dr. Gao, you mentioned Dr. Dennis Lo. Who is
25 Dennis Lo?

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1 A. He is a professor at the Chinese University of
2 Hong Kong. He is a physician by training from Oxford,
3 returned to Hong Kong in 1997, become a professor
4 there, and he's a very well known figure in NIPT field.

5 Q. Were you aware of any efforts being made by
6 Dr. Dennis Lo to develop cancer screening technology in
7 2008 when you began --

8 A. No, not at all.

9 Q. Do you know --

10 A. Yeah, he is a physician in -- mainly in OB/GYN
11 and molecular diagnostics, but not in cancer field.

12 Q. Do you know if Dr. Dennis Lo later began
13 researching anything related to cancer detection?

14 A. Yes. Actually, after -- you know, Sequenom
15 after us, and we -- he also started company after we
16 started Singlera. I think it's called -- I forget the
17 name, and later it was acquired by GRAIL.

18 Q. Do you know when Dr. Dennis Lo began
19 researching cancer detection?

20 A. I don't remember the exact time, but definitely
21 we are thinking independently, not influencing each
22 other.

23 THE REPORTER: Can you repeat that answer,
24 please?

25 THE WITNESS: I don't remember exactly when he

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1 started, but I know we started looking into this
2 problem independently without knowing each other,
3 working on the same.

4 BY MR. COOKE:

5 Q. When you were performing this research related
6 to cancer detection, were you aware of efforts being
7 made by GRAIL to develop new cancer screening
8 technology?

9 A. Not at all. GRAIL was started as a spinoff
10 from Illumina in 2015. Singlera Genomics was
11 incorporated in July 2014. We are way ahead of GRAIL.

12 Q. I want to ask you some questions --

13 JUDGE CHAPPELL: You're shuffling your papers
14 there at your microphone. If you are going to keep
15 doing that, you need to wear a headset.

16 MR. COOKE: Yes, Your Honor. I will try to be
17 more quiet, but my all means I can put on a headset if
18 it continues being a problem.

19 BY MR. COOKE:

20 Q. Dr. Gao, I want to ask you some questions now
21 about Singlera as a company. Can you please briefly
22 describe Singlera's business?

23 A. Yes. From beginning of incorporation, we aim
24 to detect cancer earlier through applying targeted DNA
25 methylation technology for cell-free DNA. That's our

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1 goal.

2 Q. Where is Singlera located?

3 A. In San Diego, California, and also in Shanghai,
4 China.

5 Q. How many laboratories does Singlera operate?

6 A. We operate at least three or four, one in San
7 Diego, one in Shanghai, another one is in Yanzhou,
8 another one is in (indiscernible).

9 Q. I believe you may have mentioned this, but can
10 you please again state, when was Singlera founded?

11 A. July --

12 JUDGE CHAPPELL: Hold on a second. You said
13 San Diego, California, and Shanghai in China. Is this
14 the same company and you share 100 percent information,
15 you cooperate on everything, or is there any kind of
16 distance between the two companies? Explain that.

17 THE WITNESS: It's the same company. We have
18 research in San Diego mainly, and also our commercial
19 arm, mainly for corporation, was U.S. company in San
20 Diego, and Shanghai is our headquarters for
21 commercialization.

22 JUDGE CHAPPELL: All right, thank you.

23 THE WITNESS: Thank you.

24 BY MR. COOKE:

25 Q. What was your title when you started Singlera?

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1 A. I was chairman of the board and a scientific
2 advisor, president -- also the U.S. president,
3 secretary, because I incorporated the company at that
4 time.

5 Q. What were your responsibilities in these roles?

6 A. Basically I organized the team of funders, I
7 ran the laboratory, I hired people, I bought my
8 equipment, I raised funding. So as you start out with
9 funders, you kind of do everything you could to
10 contribute to the company.

11 Q. What responsibilities, if any, did you have
12 related to the development of Singlera's products?

13 A. Ah, yes. Like I said, I'm a scientific
14 advisor. I am heavily involved in the research part.
15 So I work with our CTO, Dr. Rui Lui, and Professor Kun
16 Zhang, who is another cofounder and a scientific
17 advisor, who is also a professor at UCSD. We meet
18 every week. We discuss the progress. We basically
19 direct our research direction and also evaluate the
20 research, and then we provide papers and publish
21 results also.

22 Q. How long did you serve as chairman?

23 A. I serve chairman from beginning of the company,
24 July 2014, until June last year. So it's about six
25 years.

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1 Q. Was that June 2020?

2 A. Yes.

3 Q. What have your responsibilities been since you
4 changed roles in June 2020?

5 A. So I'm a board member, a scientific advisor,
6 mainly involved with, you know, any technology
7 discussion with investors, lecture teachings, and also
8 meetings and other scientific input. For example,
9 publishing papers. We have just published another
10 paper with a collaborator from a hospital.

11 Q. I plan to ask you some questions later about
12 those papers, but before then, I wanted to ask you some
13 questions about Singlera's tests and products in
14 development.

15 What products does Singlera currently have on
16 the market?

17 A. Thank you for the question. We have a product
18 called ColonES in China as an LDT, but in the U.S., we
19 don't have any product because we -- it's not approved
20 by FDA, so we cannot call it products. We call them
21 product in development because they are not
22 FDA-approved, but FDA make it clear to us, when we have
23 the meeting with FDA, this is a high-risk device. We
24 had to get FDA approval for Class III device. So we
25 couldn't market this in U.S.

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1 So in China, the Government allow you to do
2 something like an LDT, such device, so we have a
3 ColonES currently on market in China, but not the
4 PanSeer. The PanSeer is for cancer. It's only product
5 in development. It's not on either China or U.S.
6 market, and we do not intend to before getting FDA
7 approval.

8 Q. Just to make sure I have it clear for the
9 record, what products does Singlera currently have in
10 development?

11 A. We have a number of products in development.
12 One is -- the most important one is called PanSeer,
13 so pan -- it's for discovering all kinds of cancer
14 through basically liquid biopsy.

15 Q. Okay. I'm going to ask you some questions in a
16 moment here about the PanSeer, but before then, you
17 also mentioned the ColonES test. What is the ColonES
18 test?

19 A. So it's a -- it's another broad test, but
20 specifically for colorectal cancer, so that's why it's
21 called ColonES, colon early basic detection technology.
22 The technology, you don't put them out broad. Then we
23 check cell-free DNA. Then we use DNA methylation
24 basically to detect if there are colon cancer signal.
25 If it's appropriate, then we recommend patient get

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1 colonoscope.

2 Q. Why is Singlera developing the ColonES test?

3 A. That's a wonderful question. Because in the
4 United States, there is a company called Exact Science.
5 They are the pioneer and the leader in colon cancer
6 detection, but they use stool, and stool detection
7 suffers a problem of inconvenience and a cost, and
8 there has to be a central lab.

9 So when Singlera started, we figured we want to
10 develop a broader based test for colon cancer. And so
11 that's why we devote a lot of money to deliver single
12 product test called ColonES.

13 Q. You mentioned a single-product test. Is that
14 also sometimes referred to as a single cancer test?

15 A. Yes, single cancer test. I'm sorry, single
16 cancer test.

17 Q. Okay. And you also testified about the PanSeer
18 test, and I want to ask you some questions about that
19 now. What is the PanSeer test?

20 A. So it's a -- as the name suggested, pan, for
21 all, PanSeer, seer to seek. So we tried to develop a
22 broad-based test for given kind of cancer, also
23 detecting the origin of location. So that's basically
24 the pan-cancer test.

25 Q. How does the PanSeer test work?

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1 A. It's actually similar to the ColonES test. You
2 use a targeted DNA methylation technology, the same
3 technology, but looking at different sets of markers.
4 And we actually published the paper in Nature
5 Communications last year. We show we basically detect
6 about a -- more than 500 regions, more than 10,000 CpG
7 DNA methylation status, and then we can search for
8 basically given kinds of signal. We demonstrated that
9 using five different cancers to show sensitivity and
10 specificity.

11 Q. Does the PanSeer test use Illumina's NGS
12 sequencer?

13 A. Yes.

14 Q. Which NGS sequencer from Illumina does it use?

15 A. We're using the NexSeq Dx. The reason we're
16 using it is because it's FDA 510K-cleared, and during
17 our FDA meeting with Illumina, we were basically told
18 we will need to go to a prospective pivotal trial. We
19 had to use FDA-cleared devices and reagents.

20 So that -- even though other Illumina platform,
21 like HiSeq or other sequencer can also work because
22 it's same principle, however, NextSeq is FDA-cleared,
23 and the price also is reasonable to us because of our
24 throughput, so we select the NextSeq Dx as our platform
25 of choice.

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1 Q. Okay. And I also want to ask you some
2 questions about that later.

3 And for my next questions, maybe it might be
4 helpful if we just kind of addressed the question, and
5 we will get this other explanation later, but I guess
6 with respect to the PanSeer test, how many cancers is
7 the test designed to detect?

8 A. Actually, that's a very good question, and
9 supposedly it is to capture very many different cancer;
10 however, we -- in science, we can only say how many
11 times we demonstrated. We demonstrated for five
12 different cancers in the publication, and then we show
13 we have a sensitivity of about 88 to 90 percent and
14 specificity of 96 percent.

15 But it's the same principle and the same set of
16 matter we suspect will work for many different cancers,
17 too, but the only thing we didn't approve is we didn't
18 have enough sample of other cancer type to show that.

19 Q. And I believe you may have testified about this
20 earlier, but how many cancers did you say the PanSeer
21 can detect?

22 A. So in the retrospective study, I know we used
23 very stringent evidence, which is we can detect a
24 symptom, person, four years before cancer occurrence.
25 We show -- demonstrate five different cancers: stomach

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1 cancer, esophageal, liver, colorectal, and another one
2 I forgot off the top of my head. But we showed five
3 different cancers we can detect cancer signal four
4 years before commercial diagnosis, which is very
5 different from other company. They use already --
6 people already have cancer, not asymptomatic, so that's
7 what we call a case-control study. It's not the same.

8 Q. Did you remember the types of cancer --

9 MR. PFEIFFER: Your Honor, my apologies. I'm
10 going to object and move to strike as nonresponsive
11 after he said five cancers. The rest of that answer
12 was not responsive to the question.

13 JUDGE CHAPPELL: Well, that five cancers is
14 buried in the middle of a narrative answer. I'm going
15 to -- based on the objection, I am going to disregard
16 that answer. You can rephrase the question if you'd
17 like. I am going to instruct the witness to listen to
18 the question and answer only the pending question.

19 MR. COOKE: Thank you, Your Honor.

20 BY MR. COOKE:

21 Q. Dr. Gao, how many biomarkers does the PanSeer
22 test currently analyze?

23 A. Like I said, over 500 different regions, over
24 10,000 CBG sites.

25 Q. Okay. And you were just testifying about the

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1 clinical studies, and so now I actually want to ask you
2 some more questions kind of directly related to those
3 clinical studies. What is the name of the clinical
4 study that Singlera performed for the PanSeer test?

5 A. It's called Taizhou Longitudinal Study. It's
6 a -- Taizhou, it's a city in China, T-A-I-Z-H-O-U,
7 Taizhou, a longitudinal study.

8 Q. Okay. Is that sometimes abbreviated as TLS
9 study?

10 A. Yes.

11 Q. What was the design of the TLS study?

12 A. Yes. So the project was trying to capture
13 chronic disease from a city called Taizhou from 2007 up
14 to now. They basically do a health checkup of 100,000
15 people, 121,000 people. In the initial study in 2007,
16 we take blood sample and a urine sample and other
17 samples, store them, and then every three or four
18 years, they did a health checkup again, follow up with
19 a hospital cancer registry, and then they identify some
20 person after a number of years, whether they have a
21 cancer or not. If they have cancer, again, they will
22 bank that sample and then phone them up again. So
23 that's the study design.

24 Q. And what were the results of the TLS study?

25 A. Yes. So from 2007 to 2017, after every four

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1 years, there are about 500 people who have cancer.
2 They have different cancer. And we basically collect
3 those people's sample and then compare them with people
4 which is normal, without a cancer, and then we can
5 show -- you know, we can detect a cancer signal using
6 our DNA demethylation technology, and then we show --
7 you know, we can detect five different cancers four
8 years before symptom, before any commission or
9 detection of symptom.

10 Q. And were the results of the TLS published?

11 A. Yes. It was published last year on Nature
12 Communications.

13 Q. And how much money did it cost Singlera to
14 conduct the test -- excuse me, the study?

15 A. It would be multiple tens of millions of
16 dollars.

17 Q. And you testified that it was published in the
18 Nature Communications Journal. What is the Nature
19 Communications Journal?

20 A. It's one of the highly respected journals of
21 the Nature family. So it's a very, very high impact,
22 very respected.

23 Q. Is the Nature Communications Journal
24 peer-reviewed?

25 A. Yes. Not only peer-reviewed, but a very high

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1 stringency of peer review, and require us to publish
2 all the data.

3 Q. What do you mean, they required you to publish
4 all the data?

5 A. Yes, because, you know, in science, we only
6 believe in the data, and companies can always say a lot
7 of hypo, but the data were not, and in order to detect
8 any fake, any mismatched claim, the journal -- the
9 high-impact journal usually require the company or the
10 researcher from university to deposit all the original
11 sequencing data, design data onto a publicly accessible
12 server so any statistician, biologist, any computer
13 scientist can download, analyze themselves, to see if
14 the results we published agree with the data.

15 Q. And what recognition, if any, has Singlera
16 received for the PanSeer test?

17 A. Yes. Basically, we have been selected as one
18 of the top ten breakthrough in the last year by a well
19 known British magazine. I don't remember the name of
20 the magazine, but they are highly respected. Every
21 year, they will basically publish a top ten
22 breakthrough, and we are very glad our Taizhou study
23 was selected as one of the top ten breakthrough. Of
24 course, many media from the U.S. also reported,
25 including GM Web, you know, and other known sources.

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1 Q. Does Singlera currently plan to improve the
2 PanSeer test?

3 A. Yes, thank you. In our development of this --
4 that's why it's called a product in development. We
5 always use any clinical validation assay to try to
6 better design, to improve it to be -- so we are
7 confident that it will pass FDA trial, which will be
8 more than 10,000 people -- 10,000 people and lots of
9 money. So we always try to improve it until we feel
10 that we can cross the bar set by FDA.

11 Q. Does Singlera plan to add additional cancers
12 beyond those that were in the TLS study?

13 A. Yes, of course. Our goal is pan-cancer. We
14 are limited by -- basically an asymptomatic person with
15 no cancer, then develop cancer later on. So this
16 require a prospective study, and we are waiting for
17 currently more different cancer to occur.

18 Q. And I believe you testified earlier that the
19 PanSeer will work for any cancer types. What did you
20 mean by that?

21 A. Because of the state of markers, we basically
22 compare different cancer tissue, data from normal data,
23 and then we derive the set of biomarkers. They are not
24 designed specifically for the five different cancers.
25 They're designed for pan-cancer, all kinds of cancer.

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1 We just divide them into five different cancer, but
2 they in principle, they should work for other cancer
3 types, too.

4 Q. And you testified about performing a
5 prospective trial. What is a prospective trial?

6 A. Thank you. So it's a type of study. In the
7 initial, you only have a study design set up. You are
8 saying today, from today, I'm going to follow 100,000
9 people for ten years. Then every three years, I will
10 draw a blood sample from those people, say 20 people,
11 and then I will look into those with test that will
12 detect whether some people have cancer or not. Even
13 the -- we found after a few years, some people will
14 have developed cancer, does have cancer, and I can
15 calculate the true positive rate and also false
16 positive rate, so that's a prospective. So you design
17 your study before any people has a symptom.

18 Q. Has Singlera started conducting the work for
19 this prospective trial?

20 A. We cannot call it a trial, because we did not
21 get FDA to say (indiscernible), but we did study for
22 many years now to follow another 100,000 people year
23 after year under -- so we -- the reason we do this is
24 to collect enough data, improve assay, so we are
25 confident we can pass FDA. And then, at that time, we

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1 can only convince investor to give us money to do this,
2 you know, hundreds of million dollar prospective study.

3 Q. Approximately how long does Singlera estimate
4 the prospective study will take to complete?

5 A. Well, if you're asking me, depending on how
6 many different kinds of types we are aiming at, because
7 different cancer have different incidence rate. For
8 example, in ten years, we only have a -- enough sample
9 type for five given types of cancer to validate,
10 because we are following 100,000 healthy people.

11 I can give you a number. Every four years, out
12 of 100,000 people, about 500 people, which is about 0.5
13 percent, people will have developed cancer, but you can
14 imagine, there are hundreds of different cancer types,
15 and over a ten-year span, you can only collect enough
16 sample for four or five different cancers for
17 validation purpose.

18 So for five different kinds that we can
19 estimate, you know, it may take seven to eight years
20 prospective trial to have FDA approval. For 50 or 100
21 kinds of cancer, it would take maybe 50 years. You
22 know, that's just the reality of it.

23 Q. And you testified that in the TLS study it
24 demonstrated results for five cancers. Is that right?

25 A. Yes.

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1 Q. What five cancers were reflected in the TLS
2 study?

3 A. Right. I think I mentioned a little bit
4 earlier, stomach cancer, esophageal, liver, colorectal.
5 Another one I forgot is -- you know, off top of head, I
6 forgot, but five different cancer.

7 Q. Did you previously know the fifth cancer at a
8 prior point?

9 A. Yes, of course.

10 Q. If I show you a document identifying the --
11 your prior testimony identifying the five cancers,
12 would that refresh your recollection?

13 A. Sure, of course.

14 Q. Okay. If you could pull up the IH testimony.
15 Just one second. I'm just looking for it now.

16 A. No problem.

17 Q. Page 29, lines 7 to 14.

18 MR. PFEIFFER: Your Honor, may I suggest
19 expediting? I think we can stipulate that the fifth
20 was lung.

21 THE WITNESS: Yes, lung cancer. Thank you.

22 JUDGE CHAPPELL: Thank you, Mr. Pfeiffer.

23 MR. COOKE: Thank you, Counsel. We can move
24 on.

25 And thank you, Dr. Gao.

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1 THE WITNESS: Thank you.

2 BY MR. COOKE:

3 Q. We were referring back to clinical studies.
4 Are you aware of any clinical studies conducted on
5 GRAIL's Galleri cancer screening test in development?

6 A. Ah, yes.

7 Q. How are you aware of clinical studies involving
8 GRAIL's Galleri?

9 A. Usually the company will make a press release,
10 and then the website, they also listed them, so we
11 usually get good look.

12 Q. How does the design of Singlera's prospective
13 study compare to the design of GRAIL's Galleri study
14 that you have read about?

15 A. Yes, it has been a while, but it's my
16 understanding, they are two-tier design. We follow
17 asymptomatic healthy population, and in the
18 (indiscernible) study, the same, they are following
19 case-control design, meaning they are -- in order to
20 speed up the time, they will follow a -- follow up a
21 number of -- you know, tens of thousands of maybe
22 people who already have diagnosed with cancer. Then
23 they will follow another population of people without
24 cancer. So to me it's a case control, not really a
25 healthy asymptomatic population, but different design.

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1 Q. And based on your understanding of the two
2 designs, what impact, if any, does the study designs
3 have on the results of the test -- excuse me, of the
4 study?

5 A. That's a wonderful question. Indeed, under --
6 there are five level of evidence we call it to support
7 your -- how trustworthy basically your test is before
8 you go to FDA. The one is expert opinion, you know,
9 just someone tell us this one is good, I'm a scientist.

10 Second one would be more like case-control
11 study, so you look at people already with cancer, then
12 you compare with people normal, and you detect some
13 differences. Then you -- those are called a
14 case-control.

15 Then there are retrospective study. Basically
16 you took as a sample from -- previous sample, like
17 order we did, but our case control, a large sample of
18 case control, then you also show in a larger sample
19 size, you can basically see the same results.

20 But then a truly retrospective is -- for the
21 intended population is a high-level -- basically you
22 look at a thousand people, like Taizhou, the study with
23 healthy, no cancer. Then after four years, there are
24 people with cancer.

25 Now you say whether I can -- my prediction on

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1 the four years before sample, the healthy sample,
2 predict the patient will have cancer, and that's very
3 high level of support, but you also get a clinical
4 trial approval from FDA. FDA usually require a
5 randomized clinical trial, we call a pivotal --
6 prospective pivotal trial. So that means you follow a
7 healthy population with no symptoms from today, while
8 you start your trial over hundreds of sites.

9 Now, after, you know, you do the trial, you
10 give me a test result that say positive or negative,
11 then I follow those people for many years to see
12 whether your test -- finally we can calculate how many
13 become positives -- it really become important in
14 cancer -- how many is not, right? So that's a truly --
15 that's how the FDA can prove out. So that's the --
16 basically the level of evidence is different.

17 A case-control evidence is only level, you
18 know, two. A retrospective study is level three. And
19 a prospective study will be level five. So for
20 scientist or clinician, when you tell people you have
21 studies, they immediately kind of know they can trust
22 you or more less.

23 Q. And, Dr. Gao, I want to ask you some questions
24 now about Singlera's financial investors and the money
25 raised to date. Does Singlera raise money from

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1 financial investors?

2 A. Yes.

3 Q. Approximately how much money has Singlera
4 raised from investors to date?

5 A. We raised -- I think from public information,
6 it's all in there, we already raised about 20 to 50
7 million dollars.

8 Q. And in your responsibilities at Singlera, are
9 you aware of how much money is spent on R&D of the
10 various products in development?

11 A. Oh, yes. Up to now 70 percent of our money are
12 spending in R&D.

13 Q. Now, approximately how much money does Singlera
14 spend on R&D each year?

15 A. Oh, it would be, you know, 30, 40 million
16 dollars right now. Before it's a -- you know, of
17 course, initially, it's small, a few million, then 10
18 million, 20, 30 million, yeah. Now, the speed -- the
19 money we require, we raise more and more. We spend
20 more money.

21 Q. Okay. Approximately how much money has been
22 spent on the R&D efforts related to the PanSeer test in
23 particular to date?

24 A. I would give, you know, a range. I don't know
25 exactly. I'm not in accounting. I was thinking 60 to

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1 100 million dollars.

2 Q. I want to ask you some questions now about
3 Singlera's plans moving forward. Does Singlera plan to
4 seek FDA approval for the PanSeer test?

5 A. Yes. We have a meeting with FDA just to
6 discuss how to go ahead with ColonES, how do we handle
7 with FDA. Of course, you cannot -- so you cannot get a
8 product on the market, let alone get a reimbursement,
9 without FDA clearance. It's clearly a Class III
10 device.

11 Q. So why is Singlera seeking FDA approval?

12 A. Thank you. That's another good question.
13 Because in 2015, September, I remember, there's another
14 company called Pathway Genomics in San Diego where they
15 receive an FDA warning letter, because at that time
16 they were trying to market their liquid biopsy for
17 cancer early detection called Cancer Intercept. They
18 claim they can detect ten different cancers and that
19 they are using a direct marketing strategy.

20 But after only a few weeks, FDA send them a
21 warning letter to say the literature on your site,
22 which is a white paper or some publication, is on
23 case-control study. The FDA is not sure how a
24 case-control study can be a part of expensive early
25 cancer detection. So FDA send them a warning letter.

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1 That send a signal to all early cancel
2 detection folks, companies, FDA will basically apply a
3 costly, high-risk letter for it, because if we don't
4 understand the true false positive rate, it will create
5 a hump for healthy people if they don't actually have
6 cancer.

7 Q. When does Singlera currently plan to seek FDA
8 approval?

9 A. Well, it will be quite a long process, to be
10 frank, and our initial goal is to get ColonES approved,
11 while we are continuing the collaboration with other
12 hospitals to further validate our pan-cancer --
13 basically the product in development.

14 And if you ask me today, we do not dare to go
15 to FDA to say let's start a clinical trial on
16 pan-cancer today, because we do not think we have
17 enough competence to show we can get FDA approval. We
18 have to improve our product more, because we only
19 publish a paper last year of five cancers with a very
20 small number of cases, right?

21 So it's only a proof of principle, and now we
22 need more evidence to convince ourself and our
23 investors that we should be able to spend more money on
24 larger scale study. That's what we are doing --
25 raising funding for. To go to FDA, to seek FDA

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1 approval, that shows you already have a lot of data to
2 support your claim. Right now, frankly, we do not have
3 to the competence and number of data points to support
4 us going to the FDA today.

5 Q. Does Singlera plan to seek FDA approval before
6 the completions of the prospective study you mentioned?

7 A. No. So the prospective study we do is for our
8 company, for our internal investors, for future
9 investors. In order to get FDA approval, we have to
10 basically initiate an FDA meeting, a study design, get
11 FDA go-ahead, and then we start that prospective trial.
12 And at the end of that trial, we will be able to
13 compile the data, the assays, and seek FDA approval. I
14 don't see that happening very, very soon. It will take
15 at least seven to ten years of time for such test to
16 be able to go to FDA.

17 Q. When does Singlera plan to launch the PanSeer
18 test?

19 A. That's another good question. So, sorry, my
20 batter low, because I have been online whole morning.
21 So I have to plug in. So what we are doing --

22 JUDGE CHAPPELL: You can stop talking until you
23 plug in, sir.

24 THE WITNESS: Thank you. I am just trying to
25 find my plug-in port. Sorry about that.

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1 Okay, I found one. Okay, I got it. Sorry.

2 BY MR. COOKE:

3 Q. No problem at all.

4 A. Thank you. Sorry about that.

5 And so like we said, it's very possible we will
6 be able to market a PanSeer in Chinese market as LDT
7 test in the next, you know, two to three years. I'm
8 not sure. It depends on the Government's attitude.
9 But we know in USA, there is no way FDA -- I would say
10 no way. We don't see a path where FDA will allow us to
11 market a PanSeer in the U.S. without FDA approval
12 because of the Pathway Genomics episode.

13 Q. I want to now change gears and ask you a couple
14 questions about Singlera's use of Illumina's NGS for
15 the PanSeer test. How are Illumina's NGS sequencers
16 used with the PanSeer test?

17 A. Can you repeat again? Sorry, I didn't catch
18 it.

19 Q. No problem.

20 How are Illumina's NGS sequencers used with the
21 PanSeer test?

22 A. Oh, like everybody else, it's an essential
23 step. We basically take a (indiscernible), we take the
24 cell-free DNA, then we add an adaptor, we use Illumina
25 sequencer to do the readout, and that's everybody has

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1 been doing. We are no different.

2 JUDGE CHAPPELL: Sir, you're not here to tell
3 us about everybody. Let's stick to your company.

4 THE WITNESS: Sure.

5 MR. COOKE: Thank you, Your Honor.

6 BY MR. COOKE:

7 Q. Does the PanSeer test require the use of
8 ingesting algae?

9 A. Yes.

10 Q. Why?

11 A. Like I mentioned, we are trying to cover over 5
12 million readings, over 10,000 DNA methylation sites,
13 and only the NGS platform will be able to cover so many
14 readings at the same time, in a very cost-effective
15 way.

16 Q. What do you mean by "cost-effective way"?

17 A. Because the -- in the -- in the price of the
18 product, it will be, you know, hundreds of -- or less
19 than a thousand, let's say, not the technology platform
20 you can use. Obviously you cannot use PCR to do, you
21 know, 500 readings (indiscernible) in a cost-effective
22 way. But the beauty of the Illumina next-generation
23 sequencing platform, for example, NextSeq Dx can
24 generate over 20 to 40 million reads at the same time,
25 which means we can do maybe 50 to 100 samples in one

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1 NextSeq run, and then that cost will be cheap in terms
2 of cost. So you have to use next-generation sequencer
3 platform to do the job.

4 Q. Why did Singlera decide to use Illumina's NGS
5 sequencer in particular?

6 A. It's very cost-effective, first, and very ease
7 of use, and they are very reliable, and it's performing
8 in the market. And then the most important one, the
9 NextSeq Dx is FDA-cleared. So when we go to FDA trial,
10 this will guarantee we will not have issue with FDA on
11 the instrument.

12 Q. Has Singlera evaluated the use of NGS
13 technology from any other vendor?

14 A. Of course, you know, we always try to seek for
15 alternative, like Thermo Fisher and other company, but
16 we -- we evaluate it, it's not going to be a viable
17 alternative. We are not sure even this product line
18 will be continued. They are also not FDA-approved or
19 FDA-cleared.

20 Q. Does Singlera currently have plans to switch to
21 a Thermo Fisher NGS platform?

22 A. No.

23 Q. Are you aware of NGS sequencers manufactured by
24 BGI?

25 A. Yes.

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1 Q. Why did Singlera decide not to use BGI
2 sequencers?

3 A. Good question. We -- in our -- we invested
4 tens of millions, hundreds of millions dollar into
5 product development. We only work with company with
6 clear IP rights. We are not going to work with a
7 company which has potential IP issue. For example, BGI
8 sequencer had a court injunction in U.S. and in Europe,
9 and they cannot sell them here.

10 And also, we are not going to be working with a
11 company which may impact our recent activity because we
12 are using those involved in IP dispute. So that's out
13 of the picture.

14 JUDGE CHAPPELL: Is there an IP dispute in
15 China with BGI?

16 THE WITNESS: I am not sure, Illumina, whether
17 they have dispute with BGI or not in China, but we are
18 not going to invest into another platform which will
19 cost double the effort. We only want to stick with
20 Illumina, but I am not aware --

21 THE COURT: But there's no court injunction
22 that would bar your Shanghai facility from using BGI.
23 Is that correct?

24 A. I suppose so, but we never use BGI sequencer.
25 Like I said, you know, we could if we wanted to try,

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1 but that would take ten years and tens of millions of
2 dollars to arrive at a platform, which is not really
3 what we intend to do. We have been working with
4 Illumina platform since day one, and we have been using
5 their technology, and we pour hundreds of millions
6 dollars into this product environment. We are not
7 going to switch to a different platform which we don't
8 know whether they will sustain in the future.

9 MR. PFEIFFER: Your Honor, I move to strike
10 after the words "I suppose so" as not responsive to
11 Your Honor's question.

12 JUDGE CHAPPELL: I am going to sustain that
13 objection. Everything after "I suppose so" will be
14 disregarded."

15 Next question.

16 MR. COOKE: Thank you, Your Honor.

17 BY MR. COOKE:

18 Q. Dr. Gao, how much would it cost to switch to a
19 BGI sequencer if you chose to?

20 A. Well, I do not have the facts. I do not know,
21 but we -- all experience can tell us it's a suicide
22 mission to try to convince investor to pour tens of
23 millions of dollars again to arrive at a platform which
24 has been -- that has court injunction to sell in Europe
25 and USA, and then you can only market something in

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1 China, and then it's not even possible. We don't know.
2 So I would not be able to answer this very clearly.

3 MR. PFEIFFER: Your Honor, I would move to
4 strike for lack of foundation. The witness said he did
5 not know and then went on to speculate.

6 JUDGE CHAPPELL: Any response?

7 MR. COOKE: Your Honor, the witness has
8 testified that he is aware about BGI's sequencers and
9 the process that it took to develop on an Illumina
10 platform, so I believe he's speaking from the
11 perspective of someone who would be aware of the
12 potential of switching costs.

13 JUDGE CHAPPELL: Your question, Counselor, was:

14 "QUESTION: Dr. Gao, how much would it cost to
15 switch to a BGI sequencer, if you choose to?

16 "ANSWER: Well, I do not have the facts."

17 That pretty much disqualifies him from that
18 point on. That objection is sustained or if it's a
19 motion, it's granted. That answer will be standard in
20 its entirety. Next question.

21 MR. COOKE: Thank you, Your Honor.

22 BY MR. COOKE:

23 Q. Dr. Gao, are there any business risks
24 associated with switching to a BGI sequencer?

25 A. No, we didn't.

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1 Q. What do you mean, you didn't?

2 A. You mean are we using BGI sequencer in China?

3 Q. No, I'm sorry. Would there be any business
4 risk associated with switching to a BGI sequencer for
5 Singlera if you chose to?

6 I can restate the question. I'm afraid we may
7 be thinking --

8 A. Yeah.

9 Q. Are you aware of BGI's reputation as an NGS
10 provider?

11 A. Yes.

12 Q. Based on what you know, what is BGI's
13 reputation as an NGS provider?

14 A. They are spotty, not as good as Illumina.

15 Q. What do you mean by "spotty"?

16 A. They are the dominant player in China. They
17 are squeezed -- for example, in NIPT, because they both
18 provide a platform, and they both also have their own
19 NIPT test, so they can compete -- in China, there is
20 not such FTC rule before to basically prevent such
21 vertical thing, and BGI is in a dominant position.
22 They squeezed us, other -- at least what I know, they
23 squeeze other -- their suppliers, if they are competing
24 directly with BGI. So that's also one of the concerns
25 of us. You know, if BGI decided that their current

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1 version is the one that I want to go, then we will be
2 in a little bit trouble with them, too.

3 Q. And you testified that it's not as good as
4 Illumina. How does that impact your decision about
5 using BGI, if at all?

6 A. So when we evaluate platform, it has to be very
7 reliable, and it has to be, you know, easy to use and
8 not a lot of downtime. What we have heard about -- you
9 know, this is purely from hearing. I don't know, I
10 don't have experience with BGI platform. All we hear
11 is platform not very reliable. Breakdown may be
12 frequently, and the service is not that good, so -- but
13 those are pure -- you know, I hear from market. We
14 didn't have direct use.

15 Q. Do you know how long it would take to switch to
16 a BGI platform?

17 A. I don't know.

18 Q. Have you ever considered switching to a BGI
19 platform for the PanSeer test?

20 A. No.

21 Q. Why not?

22 A. We -- like I said, the reason I don't know --

23 JUDGE CHAPPELL: I think he's already told us
24 why not if you've been listening. Move on.

25 MR. COOKE: Yes, Your Honor.

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1 JUDGE CHAPPELL: Sir, just so we're clear, for
2 all the reasons you've just discussed with us, that's
3 why you wouldn't consider BGI. Is that right?

4 THE WITNESS: Right.

5 JUDGE CHAPPELL: Thank you.

6 Move on.

7 MR. COOKE: Yes, Your Honor.

8 BY MR. COOKE:

9 Q. Dr. Gao, are you aware of long-read
10 technologies for NGS sequencing?

11 A. Yes.

12 Q. What is a long-read sequencing technology?

13 A. So, for example, PacBio or Oxford Nanopore,
14 Illumina platform will be the sequencing technology,
15 can only go to maybe 20 base pair long, up to 300 base
16 pair, that's the limit. So long read can go thousands
17 or tens of thousands or hundreds of thousands of
18 reading base pair now, but the shortcomings, they do
19 not produce millions of reads or hundreds of millions
20 of reads. They produce tens of millions of reads, that
21 costs are higher per base.

22 Q. What companies currently offer a long-read
23 sequencing technology?

24 A. PacBio, Oxford Nanopore, for example.

25 Q. Does Singlera consider long-read technology to

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1 be a viable option for the PanSeer test?

2 A. No, for the reason the costs are just too high.

3 Q. Why is the cost too high?

4 A. Illumina, like I said, even the small NextSeq
5 Dx can carry 200 to 400 million read per run, and the
6 long reader can only carry the millions of reads, so
7 the skill is a -- hundreds of different -- hundred of
8 different -- like two order of magnitude difference.
9 The cost will be much higher when we use it for cancer
10 detection.

11 Q. Does Singlera have another viable alternative
12 to Illumina's NGS sequencers for the PanSeer test?

13 A. No.

14 Q. I want to kind of change gears and ask you some
15 questions about Illumina's acquisition of GRAIL. Do
16 you have any concerns about Illumina's acquisition of
17 GRAIL?

18 A. Is someone talking?

19 JUDGE CHAPPELL: They're not supposed to be.
20 Go ahead.

21 THE WITNESS: Okay, thank you.

22 Yes, the concern is like a -- the BGI concern,
23 you know, because GRAIL are doing something similar in
24 direct competition with us, Illumina is supplying
25 the -- all the essential equipment reagents. They

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1 could potentially, you know, letting the price fall as
2 before and then prevent us from development and
3 delivering a cost-effective product.

4 BY MR. COOKE:

5 Q. Do you have any concerns about the impact of
6 the transaction on Singlera's ability to raise money?

7 A. Yes, indeed. Many investors already express
8 same kind of a doubt about a -- when Illumina/GRAIL,
9 when they get into (indiscernible), how can they
10 compete? Illumina is a public company, was, I don't
11 know, \$70 billion. GRAIL has tons of money. How do
12 you begin to compete with them? And, you know, the
13 market usually will favor the number one, and number
14 two will be tough survival, and number three, we don't
15 know who they are. So definitely it's a concern every
16 investor will raise.

17 Q. What are the implications for similar if it's
18 unable to raise money?

19 A. Then we will have to, you know, lay off people,
20 and then maybe narrow down other things. We are not
21 sure, but it's going to be very damaging to the
22 company.

23 Q. Are you aware that Illumina has closed its
24 transaction with GRAIL?

25 A. Surprisingly, yes. We saw the news.

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1 Q. What was your reaction when you saw the news?

2 A. Kind of shocking. We don't understand the law,
3 and since we already know there's a lawsuit from FDA,
4 and we don't understand how it can be closed. Anyway,
5 when we hear it, it was shocking to us.

6 Q. I believe you said FDA. Did you mean FTC?

7 A. FTC, I'm sorry.

8 Q. Yeah, no problem at all.

9 That's it for my questions. Thank you,
10 Dr. Gao.

11 JUDGE CHAPPELL: Any cross? You're muted.
12 There you go.

13 MR. PFEIFFER: Sorry about that, Your Honor.
14 Yes, took me a minute to get to the button. Yes, I do
15 have cross, Your Honor.

16 JUDGE CHAPPELL: Do you expect any of this to
17 be in camera and will this be public? We didn't have
18 in camera on direct.

19 MR. PFEIFFER: There was no in camera motion
20 filed, Your Honor, so there will be no in camera
21 examination.

22 JUDGE CHAPPELL: All right.

23 CROSS EXAMINATION

24 BY MR. PFEIFFER:

25 Q. Good afternoon, Dr. Gao. My name is Al

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1 Pfeiffer. I just want to introduce myself. I'm one of
2 the attorneys for GRAIL and I am going to be asking you
3 some questions today, all right?

4 A. Yes, sir.

5 Q. Now, you and I have never spoken before, have
6 we?

7 A. No, I don't believe so.

8 Q. But you have spoken with attorneys from the FTC
9 before today, haven't you?

10 A. I was subpoenaed to talk to, yes.

11 Q. Yeah. You recall, in fact, that you gave
12 testimony under oath earlier this year back in
13 February. Does that sound right?

14 A. Several times deposition. I think I did a
15 number of depositions with FTC.

16 Q. Yeah. But going back to last year, you spoke
17 with the FTC lawyers back in December of 2020, didn't
18 you?

19 A. Yes. That's when they call me, yes.

20 Q. In fact, you spoke with them two separate times
21 in 2020, didn't you?

22 A. I believe so if you say so. I don't have the
23 facts here with me.

24 JUDGE CHAPPELL: Doctor, did you say you were
25 subpoenaed to talk or to appear?

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1 THE WITNESS: To -- for deposition, and I try
2 to talk them out of it, but I was subpoenaed, so we
3 basically had to be at a deposition.

4 JUDGE CHAPPELL: Okay.
5 Go ahead.

6 BY MR. PFEIFFER:

7 Q. Now, both of those times in December when you
8 talked to the FTC's lawyers, you discussed the topics
9 that they wanted you to testify about, didn't you?

10 A. I suppose to. I don't remember what we talk
11 about.

12 Q. And do you recall at your first investigative
13 hearing being asked that question and having said you
14 talked to them about the topics that they were going to
15 ask you about?

16 A. I don't remember. Like I said, I'm supposed to
17 talk to them about, you know, definitely the
18 Illumina/GRAIL transaction. I'm sure it's on topic,
19 otherwise, the FTC would not wanted me to talk.

20 Q. And no one from GRAIL or Illumina was on those
21 calls in December of 2020, were they?

22 A. No, not at all.

23 Q. And then you spoke with the FTC lawyers again
24 in February of 2021, shortly before you testified that
25 first time, didn't you?

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1 A. Yes.

2 Q. And, again, in that conversation, you went over
3 with the FTC the questions that they were going to ask
4 you, right?

5 A. I don't remember what we went over. You know,
6 please forgive me. It's a long time, and if you know
7 the answer, just tell me.

8 Q. Well, if it will help you, sir, you can take a
9 look at your investigative hearing, if we call up
10 PX 7042, please. If we go to page 11 -- actually, we
11 probably need to start -- no, there we go. That's
12 right, okay.

13 If you go to page 11 -- sorry, I was wrong
14 there -- there we are, and that's the FTC attorney
15 asking you the questions there, you'll see, starting at
16 line 1. They said:

17 "QUESTION: And we discussed the topics that we
18 are going to discuss today; is that right?

19 "ANSWER: Right.

20 "QUESTION: You also spoke with the FTC,
21 including me, on December 29th, 2020; is that right?

22 "ANSWER: Correct."

23 A. Okay, sure, I confirm. If it's there, it is.
24 I just don't remember the content.

25 Q. Thank you.

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1 JUDGE CHAPPELL: Hang on a second. Sir, you
2 told me earlier that when you were subpoenaed, you
3 weren't -- you tried to talk your way out of it?

4 THE WITNESS: Yes.

5 JUDGE CHAPPELL: Why did you try to talk your
6 way out of it?

7 THE WITNESS: I explain to them is that we are
8 a small company. We don't want to -- first, don't want
9 to spend time and money on those. Then we are also
10 afraid of -- we don't want to damage relationship with
11 Illumina. We had a great relationship with Illumina.
12 You know, we don't want to be involved in this fight.
13 You know, we are a small guy. The giants are fighting.
14 We -- you know, we kind of feel -- you know, it's a
15 mixed feeling.

16 On one hand, we feel we should tell the truth,
17 what do we feel. On the other hand, we don't want to
18 spend money, like, for example, we try to get a lawyer,
19 and then my time has been how many times speaking with
20 FTC and how many depositions I have to do, you know,
21 even today, for example, right?

22 So it's not a easy decision for -- it's easy
23 for me to just say I don't want to do anything, but
24 then we got a subpoena from FDA -- FTC, so we are
25 subpoenaed to go, and FTC also said every information

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1 we provide would be confidential.

2 JUDGE CHAPPELL: So your position is if
3 elephants are fighting, you stay out of the way.

4 THE WITNESS: Yes, sir.

5 JUDGE CHAPPELL: Okay.

6 THE WITNESS: Another thing, sir, is we had to
7 spend money to be fighting that way, you know, which is
8 not our fight at all.

9 JUDGE CHAPPELL: Right.

10 BY MR. PFEIFFER:

11 Q. Dr. Gao, I want to follow up on some of the
12 testimony about your background and what knowledge you
13 do and don't have. First of all, you don't have any
14 executive role at Singlera today, do you?

15 A. No.

16 Q. You're not any kind of executive there, right?

17 A. Except board member, scientific advisor.

18 Q. And you've never been the CEO of Singlera, have
19 you?

20 A. Technically, I was a CEO/president for a while,
21 when the U.S. has no other funder, so I was the one
22 operating the company here, but, you know, I am not
23 officially the CEO, yes.

24 Q. Well, in fact, you've never been the CEO, have
25 you?

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1 A. Right, no.

2 Q. And you don't really have any responsibilities
3 related to the pricing of any of Singlera's products,
4 do you?

5 A. No.

6 Q. You're not the person, for example, to offer
7 testimony about the price per test for any Singlera
8 product, right?

9 A. No.

10 Q. Okay. And you are still a board member at
11 Singlera?

12 A. Yes.

13 Q. But you're not a member of any committees or
14 working groups at Singlera, other than the board,
15 right?

16 A. No.

17 Q. No, you're not?

18 A. I'm not.

19 Q. Okay. And you stopped being chairman of the
20 board around June of last year. Is that right?

21 A. Yes.

22 Q. Okay. Now, you -- I think talked earlier about
23 there having been a couple of conversations,
24 communications with the FDA, but even your involvement
25 in Singlera's efforts to get FDA approval of the colon

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1 ES test ended in the summer of 2020, didn't it?

2 A. Yes.

3 Q. Okay. Now, who is the CEO of Singlera?

4 A. Johny Zhang. He's based in Shanghai.

5 Q. Okay. Do you recall that you had said at your
6 deposition that Dr. Liu was CEO of Singlera?

7 A. Dr. Liu is CTO, and another Dr. Liu is COO. We
8 have two Liu in the company. One is the COO, and the
9 Dr. Liu you refer to is a CTO, I think.

10 Q. So if you had said she was CEO, that wouldn't
11 have been correct?

12 A. That would be incorrect.

13 Q. Yeah. Now, whoever Singlera's management are,
14 it's true that Singlera's investors have very little
15 confidence in the ability of Singlera's management to
16 get FDA approval, right?

17 A. I don't get your question. Can you repeat it
18 again?

19 Q. Sure. Let me try it again.

20 Singlera's investors have very little
21 confidence in the ability of Singlera's management to
22 get FDA approval of Singlera's products, right?

23 A. No. Why they invest in the company if they
24 don't have the belief?

25 Q. Would you take a look, please, again at your

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1 investigational hearing transcript, PX 7042, this time
2 at page 108, and this would be lines 11 through 22.
3 The question was asked, again, by the FTC's lawyers.

4 "QUESTION: When do you plan to launch the
5 ColonES in the United States?

6 "ANSWER: Indefinitely."

7 And you go on to say: "And the strategy of the
8 company now is, you know, we want to work with a
9 U.S. -- a U.S. company so they can do the trial. And
10 the investor have very little confidence in current
11 management team and in me being able to get FDA, so
12 because, remember, our management team are in Shanghai.
13 And here, we have never done this before. They are not
14 entrusting \$40-60 million on us."

15 That was your testimony, right, sir?

16 A. Yeah. I say that at that time, but I --

17 Q. Thank you, sir. That was the extent of my
18 question.

19 A. Um-hum, all right.

20 Q. Now, as we saw, the investors wanted to have a
21 U.S. company directly involved in a clinical trial even
22 of Singlera's colorectal cancer single screen test,
23 right?

24 A. That's one of the alternatives.

25 Q. And the -- in fact, Singlera has not yet even

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1 begun a clinical trial for its colorectal cancer test,
2 has it?

3 A. It has in China.

4 Q. Not in the U.S., correct?

5 A. Not in the U.S. We had two meetings with FDA,
6 and I understand what's their requirement, but we
7 haven't started yet, right.

8 Q. Did Singlera recently have a change in
9 management, sir?

10 A. No.

11 Q. Is -- are you getting feedback from your
12 investors that you should be regrouping and having some
13 new management?

14 A. Well, we haven't changed our management. Johny
15 Zhang is CEO, Qiang Liu is COO, Riu Liu is CTO. I
16 don't know what you mean.

17 Q. Let's take a look at your deposition transcript
18 at this time, which would be PX 7102, sir, and this
19 would be at page 112. It will come up in just a
20 moment.

21 A. Okay.

22 Q. There we go. So we're at 112, lines 3 through
23 12:

24 "QUESTION: And Singlera is not actively
25 working on FDA approval right now for Colon ES.

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1 "Is that right?"

2 A. Yes.

3 "ANSWER: I am not the one leading the effort
4 right now. Like I said, after pandemic, we are being
5 focusing on raising funding. Initially, we have
6 trouble raising funding, but now we raise our funding.
7 Now is time for regrouping and have a new management
8 team."

9 BY MR. PFEIFFER:

10 Q. That was your testimony, correct, sir?

11 A. Yes, but the management of that company of
12 Singlera is more the U.S. management team.

13 Q. A U.S. management team at Singlera?

14 A. Right, not at China -- not the whole company.

15 Q. But I believe you told His Honor earlier it's
16 all one company, right?

17 A. Yeah, but the management team isn't leading the
18 FDA approval for ColonES. Before it was me leading.
19 Now I cannot lead it. We need someone at new
20 management team to lead the FDA ColonES. It's as a
21 project (indiscernible), not as a company management
22 team.

23 Q. Okay. So you do need a new management team?

24 A. Yes, for FDA.

25 Q. Let me then -- that's a good transition point.

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1 Let's talk a little bit about Singlera's efforts to
2 develop various products. You mentioned earlier that
3 you're working on developing ColonES. Do you recall
4 that?

5 A. Yes.

6 Q. And you're also working on developing other
7 single cancer early detection tests?

8 A. Yes.

9 Q. Looking at other tests besides -- cancers other
10 than colorectal?

11 A. Yes.

12 Q. Okay. And you intend for those other single
13 cancer tests to focus on lung, pancreatic, or throat
14 cancer. Is that right?

15 A. Yes. (Indiscernible) cancer, yes.

16 Q. And then PanSeer you mentioned, that's the name
17 of another separate test that you have been working on
18 developing that's not a single cancer test, right?

19 A. Right.

20 Q. Okay. And all of the tests that Singlera is
21 developing involve the analysis of the cell-free DNA in
22 bodily fluids using methylation. Is that right?

23 A. Yes, correct.

24 Q. So let's start out by talking about ColonES.
25 Now, the ColonES test that you're currently working on

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1 developing has a specific focus on colorectal cancer,
2 doesn't it?

3 A. Yes.

4 Q. And -- and it's specifically for early
5 detection of colorectal cancer, right?

6 A. How do you define specifically for early
7 detection?

8 Q. Before people have symptoms.

9 A. Yes.

10 Q. And Singlera is not developing ColonES to
11 detect any additional cancers, right?

12 A. Please repeat.

13 Q. You're not developing ColonES to detect early
14 other cancers besides colorectal, are you?

15 A. You have to understand, ColonES and pan-cancer
16 are other single kinds of products using the same
17 methylation technology. We apply the same technology
18 to different single kinds of pan-cancer, but the
19 (indiscernible) technology is the same targeted DNA
20 methylation analysis.

21 Q. Let me bring you back to my question, sir.
22 You're not developing ColonES as a product to detect
23 additional cancers, are you?

24 A. It's a convoluted question. ColonES is
25 specifically for colon cancer. For other cancers, we

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1 are developing -- we are using the same technology
2 related to DNA methylation, but ColonES is for ColonES.

3 MR. PFEIFFER: Your Honor, I am going to move
4 to strike portions of this answer as nonresponsive.
5 Certainly, after "ColonES is specifically for colon
6 cancer," I think I would move to strike the
7 characterization of my question as convoluted as well.

8 THE WITNESS: You really should ask the
9 question in a very understandable way so I know what
10 you're talking about.

11 THE COURT: Hold on. Hold on. Let me rule on
12 it, sir. Hold on.

13 You had something to say, Mr. Cooke?

14 MR. COOKE: Well, Your Honor, if I could, the
15 witness is simply trying to provide context to give a
16 better understanding of his explanation -- of his
17 answer.

18 JUDGE CHAPPELL: He is not allowed to give
19 context. It's cross exam. Redirect is for context, if
20 necessary.

21 MR. COOKE: Okay.

22 JUDGE CHAPPELL: I am going to grant that. The
23 entire answer will be disregarded except -- hang on,
24 realtime is moving as I'm trying to read it, and that's
25 because I'm talking.

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1 The only part of that answer that will be part
2 of the record to be considered for decision is "ColonES
3 is specifically for colon cancer."

4 THE WITNESS: Yes.

5 BY MR. PFEIFFER:

6 Q. And Singlera doesn't have any clinical trial
7 evidence that ColonES can detect more than one cancer,
8 does it, sir?

9 A. No. No, we haven't done clinical trial.

10 Q. The PanSeer test, as we discussed, that's not a
11 single cancer test, right?

12 A. No. It's not a single cancer.

13 Q. And you eventually intend for PanSeer to detect
14 more than just one or two cancers at the same time,
15 right?

16 A. It's a chemistry that we can detect five
17 different cancers for asymptomatic healthy people. We
18 publish already.

19 Q. Right. As we, I think, discussed earlier
20 today, Singlera published an article in Nature that
21 claimed early detection of lung, liver, esophageal,
22 gastric, and colorectal cancers, right?

23 A. Yes, four years before commission of diagnosis.

24 Q. And that article did not mention early
25 detections of any other cancers, did it, sir?

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1 A. Because there is no data to show, we did not.

2 Q. And Singlera expects to launch the ColonES
3 product first before it launches PanSeer. Is that
4 right?

5 A. Yes.

6 Q. And, in fact, Singlera sees ColonES as the
7 first top priority for commercialization, doesn't it?

8 A. Yes.

9 Q. And that's because it's much easier to screen
10 for one cancer -- much easier to screen for one cancer
11 than for multiple cancers, isn't it?

12 A. Listen to your question. It's much easier to
13 demonstrate the validity of single-cancer detection
14 than multi-cancer detection. So I think it should be
15 seen that way.

16 Q. Let's put it this way, then: The regulatory
17 pathway for approval of colorectal cancer is easier
18 than the pathway for multiple cancer detection, isn't
19 it?

20 A. Yes. I don't think it's easy, nor clear,
21 because Exact Science already pave the way for how we
22 obtain FDA approval for single ColonES cancer, but for
23 PanSeer, multiple cancer is not easy to see how we can
24 do that, design of clinical trial, design.

25 Q. Yeah. There's a benefit to other people doing

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1 colorectal cancer tests from the fact that Exact has
2 already gone through an FDA process for colorectal
3 cancer, right?

4 A. Right.

5 Q. Just as there you expect will be a benefit to
6 other providers of multiscancer early detection tests
7 after someone is the first to get through the FDA
8 process, right?

9 A. If we do it right, pivotal prospective trial,
10 not a (indiscernible) trial, case-control trial.

11 Q. If they go through the process they have to go
12 through to get FDA approval, right?

13 A. Prospective pivotal trial.

14 Q. But are you suggesting that if they got FDA
15 approval by some other means, that wouldn't be clear
16 regulatory guidance?

17 A. Yes. I haven't seen FDA allow any kind of case
18 control approval for a device for early cancer
19 detection. To me it's a clear prospective pivotal
20 trial.

21 Q. Yes, sir. But you would agree by whatever
22 means the FDA ultimately approves a multiscancer early
23 detection test, that will make it easier for others to
24 follow in the same footsteps, right?

25 A. Yes.

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1 Q. Okay. Now, back to ColonES. Even with that
2 clearer pathway to approval in light of what ColoGuard
3 has done, there is still no clear timeline for when you
4 will be able to launch a single cancer ColonES test in
5 the U.S., is there?

6 A. No. There is no clear timeline, because we --

7 Q. So --

8 A. -- first.

9 Q. My apologies, sir. I didn't mean to step on
10 your answer. Did you finish?

11 A. No. In order to market any product of this
12 high-risk device, we first need to get FDA approval
13 first, not an FDA clear, FDA approval first. I don't
14 know if you know the difference.

15 Q. So what you're seeking for ColonES is FDA
16 approval, right?

17 A. Yes, correct.

18 Q. And I apologize. I thought that's how I had
19 framed my question, but now, just to make sure the
20 record is clear, I'm going to make sure I ask it.

21 Singlera still expects it will be several
22 years' time before ColonES obtains FDA approval. Isn't
23 that true?

24 A. True. Correct.

25 Q. And you don't think that Singlera or anyone

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1 else will have a colorectal or other early cancer
2 detection test based on NGS on the market within the
3 next three years, do you, sir?

4 A. No.

5 Q. Okay. In fact, it's fair to say that Singlera
6 is far from even starting clinical trials in the U.S.
7 for ColonES, right, sir?

8 A. Far? Please quantify far. How far is far?
9 Three months? One year? Three years? Five years?

10 Q. Well, sir, didn't you yourself characterize
11 Singlera as being far from starting clinical trials?

12 A. Well, your "far" and my "far" can be different
13 meaning. My "far" is one year. How far is your "far"?

14 Q. Well, sir, let's take a look at your deposition
15 testimony.

16 A. Well, I already told you. My "far" is one
17 year.

18 Q. Let's take a look at your deposition testimony,
19 sir. If we could look at PX 7102, this time we are on
20 page 113, and you'll see there at line 8, starting at
21 line 8:

22 "QUESTION: And has Singlera yet started FDA
23 clinical trials for ColonES in the U.S.?"

24 "ANSWER: Far from that. Remember, the
25 supplier agreement is the first thing we had to deal

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1 with. Then we had to deal with basically the
2 manufacturing. We had to have all the funding. We had
3 to have all the -- last year, remember, in July, we
4 had -- June, we have communication with Illumina supply
5 agreement. We try to raise funding. The whole market
6 will become very unpredictable, uncertain.

7 "We couldn't raising for quite a while. We
8 only close a run December of last year.

9 "So right now I'm not the one, like I said,
10 leading the FDA, but I believe [sic] this has to be the
11 hurdle Singlera need to clear before we can go see FDA
12 for NGS-based colorectal cancer."

13 That was your testimony, wasn't it, sir?

14 A. It is, but like I said, far from now is -- how
15 do you define "far"?

16 Q. Well, let me ask you this, sir --

17 A. One years? Three years? Five years? What's
18 your "far"?

19 Q. Sir, the way this works is that I ask you
20 questions and you give answer. This is not the forum
21 for you to ask me questions. So let me go to my next
22 question.

23 A. Okay, next question. Your "far" and my "far"
24 are a different "far."

25 Q. Sir, I think you have stated that.

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1 To do the kind of work you need to do to obtain
2 FDA approval, a clinical trial for ColonES could take
3 three to four years, correct, sir?

4 A. Correct.

5 Q. Okay. And as we discussed before, Singlera's
6 investors want to do that trial in partnership with a
7 U.S.-based company, don't they?

8 A. That's one of the suggestions.

9 Q. And you don't have such a partnership lined up
10 yet, do you, sir?

11 A. Not currently, but they are working actively on
12 it.

13 Q. And, again, PanSeer is only supposed to be
14 launched after ColonES gets through the approval
15 process, correct?

16 A. Let me restate it. The initial priority will
17 be ColonES. Once that gets launched, then it's to
18 potentially launch, but not after its approval. There
19 is a difference. First we launch ColonES clinical
20 trial. Then we will launch PanSeer trial, but long
21 after waiting for it to get FDA approval.

22 Q. We can certainly agree, sir, PanSeer is only
23 supposed to be launched after ColonES launches,
24 correct?

25 A. Clinical trial launches. I said correct.

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1 Q. Well, let's take a look at your deposition
2 again, sir. This will be PX 7102 at page 110, and this
3 time we are looking -- let me make sure I've got the
4 right -- it should be lines 14 to 16.

5 "QUESTION: Is it Singlera's intention to
6 launch ColonES ahead of PanSeer?

7 "ANSWER: Yes. That is true."

8 That's your testimony, right, sir? Yes or no?

9 A. Yes, it's true.

10 Q. Thank you.

11 Now, doing clinical trials for a true
12 multicancer test will be a significant undertaking,
13 won't it?

14 A. Can you repeat the question again?

15 Q. Yes, sir.

16 Doing clinical trials for a true multicancer
17 test will be a significant undertaking, won't it, sir?

18 A. Yes.

19 Q. Okay. Now, you mentioned earlier the study in
20 Nature Communications only claimed early detection of
21 five cancers, correct?

22 A. Correct.

23 Q. And the study referred to in that article had a
24 total population of over 100,000 participants over a
25 ten-year period. Is that right?

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1 A. Healthy people, yes.

2 Q. But Singlera's work with few Don university
3 that was written up in that article actually only
4 looked at a substantially smaller number of samples
5 than 120,000, correct?

6 A. Correct, because only a small number of people
7 develop cancer after four years. Correct.

8 Q. In fact, you only looked at a total of
9 somewhere around 1200 samples. Does that sound right?

10 A. Yes.

11 Q. Okay. You used about 200 samples from a
12 company called Biochain during the Biomarker
13 development phase of that study. Is that right?

14 A. Right, correct.

15 Q. And you used about 500 samples in the training
16 set for PanSeer, right?

17 A. Yes.

18 Q. Okay. And then you used another approximately
19 500 samples for the test set for PanSeer, right?

20 A. Yes.

21 Q. And so that's a total of about 1200 samples
22 actually used in that study that was published,
23 correct?

24 A. Yes, correct.

25 Q. Okay. Now, let me shift away from the few Don

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1 University work for a moment. Based on your experience
2 at Singlera, even the results from a ten-year,
3 100,000-person study were only able to provide enough
4 data to verify a five cancer test, correct?

5 A. Correct.

6 Q. So if you wanted to get FDA approval of a ten
7 cancer test, you think you'd need to do a clinical
8 study covering perhaps 200,000 people over eight to ten
9 years, right?

10 A. Correct.

11 Q. And to be clear, Singlera at this point is a
12 long way away from even starting clinical trials for
13 PanSeer.

14 A. Yes.

15 Q. Okay. So, in other words, even if you started
16 right now, you'd need approximately ten years to do the
17 clinical work, the clinical trial work to get the
18 necessary results to get a ten cancer test approved by
19 the FDA? Is that fair?

20 A. I would say fair to say. It depends on how
21 large the population. It could be five to six if you
22 use 1 million people. You know, it depends on the
23 population you are following.

24 Q. And you haven't even had discussions with the
25 FDA about PanSeer yet, have you?

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1 A. No.

2 Q. You mentioned a couple of discussions earlier
3 when Complaint Counsel was asking you questions, but
4 those conversations are the FDA have been about
5 ColonES, not PanSeer, right?

6 A. Correct.

7 Q. Now, Singlera doesn't offer any form of the
8 PanSeer early detection test for use in the U.S. today,
9 does it?

10 A. We cannot, because FDA will send a warning
11 letter if we do.

12 Q. So physicians can't prescribe it, can they?

13 A. I have no clue whether they can prescribe it or
14 not, because I don't know, but I only know Pathway
15 Genomics may have physician prescribe, but they still
16 receive FDA warning letter. They are two independent
17 things. You may not have to have FDA approval to get
18 physician prescribe, but a physician prescribe doesn't
19 mean they are approved or legal. Those two are not
20 necessarily the same.

21 Q. We will come back to pathway, but thank you for
22 that.

23 JUDGE CHAPPELL: Hold there for a second. We
24 have been going a while. Let's -- we are going to take
25 a short break, just five minutes. We will return at

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1 5:35. We're in recess.

2 THE WITNESS: Thank you. Thanks so much.

3 (A brief recess was taken.)

4 JUDGE CHAPPELL: We're back in session.

5 Go ahead.

6 MR. PFEIFFER: Thank you, Your Honor.

7 BY MR. PFEIFFER:

8 Q. Dr. Gao, I want to bring you back to the topic

9 of Thermo Fisher's NGS systems. Do you recall having

10 discussed that a little bit earlier?

11 A. Yes.

12 Q. Now, on Singlera's website, you tell the public

13 that the PanSeer test is compatible with

14 Thermo Fisher's NGS systems, including the Ion Torrent

15 S5, don't you?

16 A. Yes.

17 Q. And that's an accurate statement, right?

18 A. Yes.

19 Q. Okay. So to be clear, from a technical

20 capability standpoint, the PanSeer test can be run

21 using Thermo Fisher equipment, right?

22 A. I -- it could be, yes.

23 Q. And you didn't design PanSeer to work solely on

24 Illumina equipment, did you?

25 A. No.

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1 Q. Okay. You do use Illumina equipment. You
2 talked about that. You use both the NextSeq and MySeq
3 machines, don't you?

4 A. Yes.

5 Q. In fact, in the U.S., in particular, you have
6 one MySeq and one NextSeq, don't you?

7 A. Yes.

8 Q. And you're doing the work you're doing toward
9 ColonES and PanSeer on those machines, aren't you?

10 A. Yes.

11 Q. Now, you're familiar with the concept of
12 throughput --

13 A. Yes.

14 Q. -- in relation to NGS sequencing equipment?

15 A. Yes.

16 Q. The MySeq and NextSeq are not the highest
17 throughput machines that Illumina offers, right?

18 A. No, not at all.

19 Q. Not even remotely, right?

20 A. No.

21 Q. And the NovaSeq offers much, much higher
22 throughput, doesn't it?

23 A. Yes.

24 Q. And you would agree that the NextSeq is not the
25 best commercial machine that Illumina makes, wouldn't

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1 you?

2 A. Well, how do you define "best"? For what
3 purpose?

4 Q. Ah, I don't know, sir. I'm looking at your
5 testimony. Do you recall having said that?

6 A. I -- what I'm saying is NovaSeq will be the
7 best, and the problem is it's not FDA cleared.
8 Therefore, probably yes, to do FDA trial, we need FDA
9 cleared device. Most likely NovaSeq will be, you know,
10 cleared or could be used as a platform. We do have
11 contract as a NovaSeq provider to run on NovaSeq with
12 PanSeer.

13 Q. Now, you said most likely the NovaSeq will be
14 cleared, but you don't know that, do you, sir?

15 A. I do not. I heard it will be cleared. I don't
16 even know today if it's cleared by FDA or not, but I
17 heard.

18 Q. You don't know whether Illumina's even sought
19 FDA clearance on the NovaSeq, do you, sir?

20 A. I heard that they are seeking. I don't know if
21 it's true. It's just what I hear. I don't have any
22 document that show that.

23 Q. But regardless, you have made the choice that
24 MySeq and NextSeq have good enough throughput for the
25 purposes you're using them for, right?

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1 A. Yes, yes. Because NextSeq is FDA-cleared, and
2 we have to use FDA-cleared device for FDA trial.

3 Q. Now, you did also look at using Thermo Fisher's
4 NGS equipment to develop your cancer screening test,
5 didn't you?

6 A. We did talk about that, but we didn't apply any
7 real action onto that.

8 Q. Didn't you, in fact, get and test out a Proton
9 S5 system?

10 A. We did. That is for NIPT, not for cancer --
11 for cancer technology.

12 Q. The -- the throughput on that machine was
13 adequate to your needs, wasn't it?

14 A. The throughput is okay. The accuracy, we don't
15 know.

16 Q. In fact, you stopped using it because the S5
17 wasn't FDA-approved, right, or FDA-cleared?

18 A. That's one of -- yeah, that's one of the
19 reasons. Another reason is that we never know how well
20 it work on our (indiscernible) assay, because we only
21 approved with Illumina platform. We try to talk to
22 Thermo, and when Mr. Goswami, now the president of
23 oncology at Illumina, I believe, was still president at
24 Thermo, we did actually have communication, try to do
25 that S4 -- S5 for our assay, but we couldn't get it --

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1 basically the job done. So Mr. Goswami know exactly
2 what happened, too.

3 Q. So just to be clear, Thermo Fisher told you
4 that they were seeking FDA clearance for the S5
5 machine, didn't they?

6 A. Ah, I do not -- I cannot put my words into
7 their mouth. I don't remember exactly. It was several
8 years ago. They could be. You know, company promise
9 many things, but whether it's going to deliver or not,
10 we don't know. That's why we use NextSeq Dx. It's
11 already getting FDA cleared. We want to have this
12 one -- it's not ideal for cost. NovaSeq may be better,
13 but, hey, NextSeq Dx is FDA cleared already.

14 Q. Sir, I want to make sure we're clear on this.
15 You are not saying that the FDA requires Singlera to
16 use an FDA-approved NGS platform to get a product on
17 the market, are you?

18 A. FDA require a FDA cleared device, not approved,
19 cleared device.

20 Q. Okay.

21 A. So we don't need to validate the device. We
22 could potentially use a non-FDA-approved, but then the
23 hurdle to get approved will be much harder, and not
24 applying only to the instrument, but also to other
25 kits.

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1 Q. In fact, you could go ahead and develop and
2 sell the PanSeer test as a laboratory-developed or
3 LDT-based test without using an FDA-cleared machine,
4 couldn't you?

5 A. No, couldn't.

6 Q. In fact, sir, isn't that exactly what GRAIL has
7 done with Galleri?

8 A. I'm glad you actually mentioned this. I am
9 surprised they haven't received FDA warning letter now.
10 We already said that Pathway Genomics, in 2015, in
11 September, they are marketing their Cancer Intercept
12 for ten cancer early detection using mutation. They
13 receive FDA warning letter. They were shut down.
14 That's why I'm very, very amazed to see how GRAIL can
15 market a MDT test for a high-capacity, high-risk
16 device. I am baffled.

17 Q. Sir, did you actually look at the FDA warning
18 letter to Pathway that it sent in 2015?

19 A. I did.

20 Q. Okay. So you understand, then, that the FDA
21 told Pathway Genomics, back in 2015, that it was not
22 allowed to launch an early cancer detection test on a
23 direct-to-consumer basis, correct?

24 A. They are not, because the evidence from a
25 case-control study cannot be expansive to a

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1 asymptomatic population for early cancer screening.
2 It's the same here, not just the TTC, because the
3 evidence does not support -- when we talk about the
4 five levels of evidence, a pivotal prospective trial
5 will win a Class III device approval from FDA, not what
6 was manufactured by Galleri, which amaze me that they
7 are even allowed to market this product.

8 Q. And, sir, you know they -- since you saw the
9 letter that the FDA told Pathway that the problem was
10 that they were offering a test that had not received
11 adequate clinical validation, not that they hadn't used
12 an FDA-cleared or approved machine, right?

13 A. It's the same language. If you do not receive
14 a clinical validation at all but a five level of
15 clinical evidence, the stronger evidence for such
16 clearing from FDA need a pivotal -- prospective pivotal
17 trial because it's --

18 Q. Sir, you are not professing to have expertise
19 in what the FDA meant to tell Pathway in 2015, are you?

20 A. I do claim that.

21 Q. You do claim --

22 A. I do.

23 Q. In that case, I am going to object as an
24 undisclosed expert and improper attempt to offer an
25 expert opinion and move to strike, Your Honor.

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1 JUDGE CHAPPELL: You asked the question. You
2 got the answer.

3 MR. PFEIFFER: Thank you.

4 BY MR. PFEIFFER:

5 Q. Let's take a look at that letter, sir.

6 Could we please put up RX 3940. Sir, you'll
7 see you have in front of you what's been marked as
8 RX 39 --

9 A. Can --

10 MR. COOKE: If I may, was RX 3940 provided to
11 Complaint Counsel prior to the --

12 MR. PFEIFFER: No. This is purely an
13 impeachment document, so we did not disclose it in
14 advance.

15 MR. COOKE: Okay. Thank you, Your Honor.

16 BY MR. PFEIFFER:

17 Q. So you have here a letter to Mr. Jim Plant,
18 founder and CEO of Pathway Genomics, September 21st,
19 2015, from the Food and Drug Administration, part of
20 the Department of Health and Human Services. Do you
21 see that, sir?

22 A. Yes.

23 Q. And since you read this letter many times, you
24 recognize this letter, right, sir?

25 A. Yes.

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1 Q. And, sir, nothing in this letter says that the
2 type of machine that Pathway Genomics was running its
3 testing on is the reason it's being shut down. Isn't
4 that right, sir?

5 A. Right.

6 Q. Sorry?

7 A. Yes, you are right. I'm not questioning it.

8 Q. Thank you.

9 JUDGE CHAPPELL: Let me ask a question and make
10 sure I understood the witness earlier.

11 Sir, when you said you have expertise, were you
12 telling us that you think you are an expert to have
13 opinions or that you have knowledge and information?

14 THE WITNESS: Yes, sir, only on specifically on
15 Pathway Genomics, why they got a warning letter from
16 FDA, because I know the problem with this letter, the
17 most importantly is it is unclear how the literature
18 that you cited addressing the presence of circulating
19 tumor DNA in already diagnosed patients is adequate to
20 support the expansive kinds of screening for early
21 cancer detection using cell-free DNA for patients up
22 to --

23 JUDGE CHAPPELL: Okay. Okay, listen carefully
24 my to my question.

25 THE WITNESS: Yes.

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1 JUDGE CHAPPELL: Are you trying to tell us that
2 you are some kind of expert or that you have knowledge
3 or information that you're trying to tell us about?

4 THE WITNESS: I'm not getting that.

5 JUDGE CHAPPELL: Are you saying you have
6 knowledge and information you want to tell us about?

7 THE WITNESS: I was asked a question about my
8 expert knowledge in a specific area, I do, but I do not
9 want to offer that knowledge. I am fact witness, not
10 expert witness.

11 BY MR. PFEIFFER:

12 Q. And what you do know from this situation comes
13 from having read the letter that the FDA publicly
14 published which we have just looked at, right, sir?

15 A. Yes, of course.

16 Q. And, again, that letter does not talk about the
17 type of equipment that needs to be used, does it, sir?

18 A. No. That's not the intention of that letter.
19 The intention is the evidence, clinical evidence is not
20 enough to justify screening for diagnosed --
21 undiagnosed population. That's the essence of this
22 audit letter, not the type of equipment.

23 Q. So we can agree, then, sir, your choice of what
24 equipment to use for your own testing at Singlera is
25 not based on an FDA determination that you can only do

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1 an LDT, or laboratory-developed test, using certain
2 equipment, right, sir?

3 A. What I said is in order to get an FDA Class III
4 pivotal trial clearance for our ColonES, we had to use
5 an FDA-approved sequencer. I'm not claiming nothing
6 other than that. This has nothing to do with the
7 Pathway Genomics letter.

8 Q. Taking you back to my original question, sir,
9 leaving aside whether you're doing a pivotal trial or
10 not, the FDA does not say, in order for you or anybody
11 else to do an LDT-based commercialization of a product,
12 that you have to use any specific type of equipment,
13 right, sir?

14 A. Do you understand FDA does not care or have
15 oversight on LDT? That's CMS.

16 Q. Okay, but --

17 A. CMS does not stipulate LDT. They just say you
18 cannot use LDT.

19 Q. Sorry, I'm not sure I tracked that. I'm
20 waiting for that to come up on the --

21 Sir, isn't it the reality that --

22 JUDGE CHAPPELL: Wait. Hang on a second. Go
23 back and look at the -- look at his answer in realtime,
24 where he answers, what I said is in order to get an FDA
25 pivotal trial clearance for our ColonES, we had to use

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1 a FDA-approved sequencer. He then says, "nothing other
2 than that." Can we move on?

3 MR. PFEIFFER: Yes, sir.

4 Yes, Your Honor. Again, I think he and I may
5 be talking past each other about an LDT.

6 JUDGE CHAPPELL: I think that's pretty clear,
7 and I'm trying to get us back on track.

8 MR. PFEIFFER: I think the easier thing to do,
9 Your Honor, is to try to come at this with a slightly
10 different angle.

11 JUDGE CHAPPELL: All right.

12 BY MR. PFEIFFER:

13 Q. Dr. Gao, Singlera made a business decision not
14 to pursue an LDT commercialization strategy, didn't it?

15 A. Yes.

16 Q. And, in fact, you decided that Singlera would
17 need to make a larger investment in sequencing
18 equipment if it went with a centralized laboratory
19 approach, which an LDT would require, right?

20 A. This not apply to LDT. This even apply to
21 FDA-approved service model. Strike LDT. For any
22 model. Not even Exact Science. It's not LDT. Still
23 it's a centralized model, and it require not
24 investment, equipment.

25 Q. Yes, and you preferred an IVD model, which is

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1 not centralized, precisely because it wouldn't require
2 you, Singlera, to invest as much money in your own
3 testing facilities, right?

4 A. But this has nothing to do with LDT or not.

5 Q. Sir, could you answer my question? I didn't
6 have the word "LDT" in my question. I am going to
7 repeat it for you.

8 A. You did in the previous question, LDT. I want
9 to strike that.

10 Q. Okay. I'm asking you the question I'm asking
11 you, sir, so I want you to focus on that.

12 You at Singlera preferred an IVD model, which
13 is not centralized, precisely because it wouldn't
14 require you to invest as much money as a centralized
15 testing model would require, right?

16 A. That's one of the reasons. Of course, there
17 are other reasons. With this model, it's quicker to
18 identify a partner, like (indiscernible) or
19 (indiscernible) to cover with you.

20 Q. And, in fact, you had a debate among your
21 investors about whether to go with an IVD or
22 centralized model, right?

23 A. Yes. It's not even fixed today. This
24 discussion will occur again.

25 Q. Okay. But after that debate, you decided to go

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1 forward with an IVD model. Isn't that right?

2 A. Well, that's my preference, but right now, I'm
3 not the one leading it, so I'm not sure what the
4 company will do. So my opinion does not count right
5 now.

6 JUDGE CHAPPELL: When you say "you" to the
7 witness, are you talking about him personally or the
8 company?

9 MR. PFEIFFER: I was talking about the company,
10 actually.

11 THE WITNESS: I'm talking about me personally,
12 sir, because right now I, am not a management, I am not
13 chairman of the board, I do not dictate what the
14 company will do. The new board will decide whether
15 they want to do IVD model or a service model, single
16 site, because single site model will be quicker to get
17 FDA approval, not LDT. This is strict difference
18 from -- that's why I object to LDT mention. We, as a
19 company, had to obtain FDA approval either for IVD
20 model or for single site service model. In either
21 case, it's FDA approval, not LDT.

22 BY MR. PFEIFFER:

23 Q. And we can agree, there was a debate among the
24 investors about whether to go forward with an IVD model
25 or a centralized model.

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1 A. Yes.

2 Q. And the investors preferred not to spend the
3 money it would take to do a centralized model, correct?

4 A. At that time. I don't know today.

5 Q. Okay. As of the last you knew, that's what
6 they decided.

7 A. Yes, sir.

8 Q. Okay. Now, it would take about six months to a
9 year if you were to switch from Illumina to
10 Thermo Fisher NGS equipment for the PanSeer testing
11 that you're doing, right, the development work?

12 A. That's unreliable. It's an estimate, but in
13 the process, it could be shorter, it could be longer.
14 It's just an estimate, right?

15 Q. And the estimate you gave under oath was it
16 would take six months to a year, correct?

17 A. Under oath or not, an estimate is an estimate,
18 right?

19 Q. Yes. And that was your estimate, sir.

20 A. To my best knowledge.

21 Q. Yes, thank you.

22 Now, Singlera hasn't yet begun any clinical
23 trial for PanSeer, right?

24 A. No.

25 Q. You haven't.

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1 A. We haven't.

2 Q. Okay. And Singlera hasn't had any meetings
3 with the FDA regarding PanSeer, has it?

4 A. No.

5 Q. You haven't even begun designing a clinical
6 trial plan for PanSeer, have you?

7 A. We haven't. Only for ColonES.

8 Q. So if Singlera were to switch to Thermo Fisher
9 equipment today, you wouldn't have to rerun any
10 clinical trial that you had previously run for PanSeer,
11 would you?

12 A. No.

13 Q. Okay. You wouldn't need any bridging study to
14 revalidate any PanSeer trial results, would you?

15 A. No.

16 Q. So as it stands now, today, switching from an
17 Illumina NGS platform to a Thermo Fisher NGS platform
18 wouldn't disrupt any ongoing clinical trial work for
19 PanSeer, right?

20 A. Right.

21 Q. And PanSeer, as we saw, is compatible with
22 Thermo Fisher's platforms, including the S5, correct?

23 A. In theory.

24 Q. Now, Complaint Counsel asked you earlier about
25 the difference between short-read and long-read NGS

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1 technology. Do you recall that?

2 A. Yes.

3 Q. You mentioned PacBio being a well-established
4 player in long-read. Is that right?

5 A. Yes. (Indiscernible) Nanopore, also.

6 Q. Yes. And PacBio has commercialized a number of
7 NGS sequencers, hasn't it?

8 A. Yes.

9 Q. Fair to say they're well respected in the
10 sequencing industry?

11 A. For long-read, yes.

12 Q. Now, are you aware of a short-read sequencing
13 company called Omniome based in San Diego, where you
14 are?

15 A. They were acquired by PacBio a while ago, for a
16 few hundred million dollar, remember?

17 Q. Yes. In fact, PacBio recently bought them for
18 about \$800 million, didn't it?

19 A. Yeah. I passed by the building actually. It's
20 on Lusk Avenue near -- it's not far away from my
21 office.

22 Q. And at this point, you don't know how far along
23 Omniome is in developing a commercially viable
24 short-read sequencer, do you?

25 A. I am not aware.

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1 Q. But you would expect, now that PacBio has
2 bought Omniome, it will be a better funded, better
3 situated company to develop such a sequencer, wouldn't
4 you?

5 A. Yes.

6 Q. Now, Dr. Gao, did you testify earlier about any
7 attempts to develop a supply agreement with Illumina?

8 A. Yes.

9 Q. Okay. And you had some communications with
10 Illumina about a supply agreement, didn't you?

11 A. I did. Several emails.

12 MR. COOKE: Objection to scope. This was not
13 covered in the direct testimony. To the extent to
14 which Dr. Gao has testified, it was not during direct.

15 JUDGE CHAPPELL: Two things: Number one, you
16 need to rephrase or lay a foundation. Number two, it's
17 6:00. How much more time do you need?

18 MR. PFEIFFER: I mean, more than five or ten
19 minutes, Your Honor.

20 THE COURT: Back to number one.

21 MR. PFEIFFER: I will reframe. I think that
22 may actually be correct, and I don't plan to go there
23 since I think Complaint Counsel, in fact, did not go
24 there. My estimate of taking more time still takes
25 into account not asking those questions.

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1 JUDGE CHAPPELL: All right. Keep marching for
2 now.

3 MR. PFEIFFER: Yes. Thank you, Your Honor.

4 JUDGE CHAPPELL: Mr. Cooke, how much redirect
5 do you have planned?

6 MR. COOKE: I'd estimate about ten minutes, at
7 most.

8 JUDGE CHAPPELL: All right. Let's keep going.
9 Okay with you, Susanne?

10 THE REPORTER: Yes, Your Honor.

11 JUDGE CHAPPELL: All right.

12 BY MR. PFEIFFER:

13 Q. Dr. Gao, you mentioned earlier today your
14 reaction to the news of the GRAIL/Illumina merger, and
15 I want to follow up on some of that.

16 Now, you mentioned concerns about fundraising.
17 Do you recall that, specifically?

18 A. Yes.

19 Q. And investors of Singlera have, in fact,
20 expressed concerns to you about the Illumina/GRAIL
21 merger. Is that right?

22 A. Yes.

23 Q. And at least one of the concerns that they have
24 expressed is that this merger will give GRAIL
25 additional resources beyond what it has today and also

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1 strong financial backing from Illumina, right?

2 A. That's not a main concern.

3 Q. That's a concern that investors have raised to
4 you, isn't it, sir?

5 A. It is. Not a main concern.

6 Q. Investors think that, as a result of the
7 merger, GRAIL has obtained much more resources, right?

8 A. It's one of the concerns, yes.

9 Q. And one of the concerns is that -- the
10 investors have raised is that GRAIL now has a much
11 stronger partner, right?

12 A. Not their main concern.

13 Q. It's a concern they raised, sir. I'm not
14 characterizing it one way or the other.

15 A. Right. It is a concern.

16 Q. And one concern that they've raised, investors,
17 is that GRAIL now has the benefits of being part of a
18 public company with unlimited resources, right, sir?

19 A. Yes.

20 Q. And you think all those things, too, don't you?

21 A. I do, yes.

22 Q. Being part of Illumina makes GRAIL stronger by
23 giving it resources it didn't have before the merger,
24 right?

25 A. Not the main reason. They are obviously the

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1 800-pound gorilla in the room, which is --

2 Q. Sir, I would like to redirect you back to my
3 question.

4 Yes or no: Being part of Illumina makes GRAIL
5 stronger by giving it resources it didn't have before
6 the merger, right?

7 A. True with any other public company, like Roche,
8 yes.

9 Q. And you expect that those resources and that
10 financial backing will help GRAIL get the Galleri test
11 approved sooner, don't you?

12 A. I don't know how to answer you on this
13 question. Of course, it will, but that's not our main
14 concern.

15 Q. Now, Singlera is relatively small compared to
16 GRAIL, isn't it --

17 A. Yes.

18 Q. -- in terms of resources?

19 You wish Singlera had more resources so it
20 could go faster, too, don't you?

21 A. Yes, everybody.

22 Q. Now, some of the money that Singlera has spent,
23 it spent on FDA consultants, correct?

24 A. Yes.

25 Q. In fact, you've spent a lot of money on FDA

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1 consultants, haven't you?

2 A. Yes.

3 Q. Okay. And --

4 A. Depending on how much is "a lot," yes.

5 Q. That's how you characterized it, was "a lot."

6 A. Right, right.

7 Q. And so far, all of this consulting work that
8 you have had has been in connection with FDA's single
9 cancer screening test, the ColonES test, right?

10 A. Right.

11 Q. You haven't even engaged FDA consultants for
12 any FDA submissions related to PanSeer, have you?

13 A. We haven't.

14 Q. Okay. So that's going to involve spending a
15 lot more money on consultants if you go down that road,
16 won't it?

17 A. Yes.

18 Q. Okay. And you'd expect you'd save money if you
19 had that FDA experience in-house, wouldn't you?

20 A. Ah, yes.

21 Q. Okay. Now, Singlera completed a funding round
22 late last year, didn't it?

23 A. Yes.

24 Q. In December of 2020?

25 A. Yes.

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1 Q. And that raised \$150 million. Is that right?

2 A. Yes.

3 Q. So that was actually a few months after
4 Illumina and GRAIL announced their merger, wasn't it?

5 A. Yes.

6 Q. But investors still thought you were worth
7 investing \$150 million in, right?

8 A. Because we published our paper, yes. We are
9 ahead of Illumina -- GRAIL because of that paper.

10 Q. And that -- that December 2020 financing raised
11 more money than Singlera had ever raised before, didn't
12 it?

13 A. Yes, because it will always be larger and
14 larger.

15 Q. And you raised that \$150,000 -- well, let me
16 start over on that.

17 Your Honor, I think that is the extent of my
18 questions.

19 JUDGE CHAPPELL: Okay.

20 Redirect?

21 MR. COOKE: Yes, Your Honor.

22 REDIRECT EXAMINATION

23 BY MR. COOKE:

24 Q. Dr. Gao, do you recall Mr. Pfeiffer asking you
25 some questions about your concerns related to the

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1 transaction?

2 A. Yes.

3 Q. And do you recall mentioning an 800-pound
4 gorilla?

5 A. Right.

6 Q. What were you referring to as the 800-pound
7 gorilla?

8 A. Illumina control the supply chain for all the
9 NGS-based early cancer detection technology, not only
10 for Singlera, but for other companies, too. So I don't
11 think I'm alone in this -- seeing this 800-pound
12 gorilla.

13 Q. Why is this a concern?

14 A. Because the problem is the cost is very
15 essential for any -- basically marketing any product or
16 any investor. Illumina can choose the price, set the
17 price of the sequencer, and also the reagent, but GRAIL
18 is a -- if it's part of the Illumina public company,
19 they can lose on the reagent and GRAIL can still charge
20 whatever -- Illumina can charge them a high price.
21 They don't care. They are one company.

22 But for us, we cannot have another cost center
23 to transfer the cost, so we have to eat the high
24 reagent and equipment cost. We -- you know, we cannot
25 decrease our price or we will lose.

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1 MR. COOKE: Your Honor, that's it for my
2 questions.

3 JUDGE CHAPPELL: Anything further?

4 MR. PFEIFFER: Just very briefly, Your Honor.

5 RECROSS EXAMINATION

6 BY MR. PFEIFFER:

7 Q. Dr. Gao, you're aware in connection with those
8 supply chain concerns you just mentioned that Illumina,
9 in connection with this acquisition, has made certain
10 public commitments, sometimes referred to as an open
11 offer, correct?

12 A. Correct.

13 Q. And are you aware that that open offer was
14 amended as of just last week to make certain
15 improvements to it?

16 A. Sir, to be frank, I am not even aware of the
17 first open -- open offer until my lawyer told me, and I
18 am not even aware of the one if you don't tell me a
19 week ago. You know, that issue is a little bit lack of
20 sincerity from Illumina. I have been emailing them for
21 agreement to send me a draft. They have open offer and
22 never bother to contact me. I just want to complain
23 here, okay?

24 MR. PFEIFFER: Your Honor, I am going to move
25 to strike as nonresponsive to my question.

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1 JUDGE CHAPPELL: Well, it's not the question
2 you asked. I will do that and disregard the answer.

3 MR. PFEIFFER: Thank you, Your Honor. We're
4 done.

5 JUDGE CHAPPELL: Anything further from the
6 Government?

7 MR. COOKE: Nothing, Your Honor.

8 JUDGE CHAPPELL: Thank you. You may stand
9 down.
10 Anything further before we recess for the
11 night?

12 MR. PFEIFFER: Not from Respondents, Your
13 Honor.

14 MS. MUSSER: Not from Complaint Counsel.

15 JUDGE CHAPPELL: All right. We will reconvene
16 tomorrow at 11:00 a.m., not 9:45, but 11:00. We're in
17 recess.

18 (Whereupon, at 6:09 p.m., trial was adjourned.)
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1 CERTIFICATE OF REPORTER

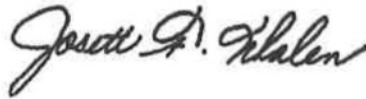
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4 We, Susanne Bergling and Josett Whalen, do
5 hereby certify that the foregoing proceedings were
6 recorded by us via stenotype and reduced to typewriting
7 under our supervision; that we are neither counsel for,
8 related to, nor employed by any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

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JOSETT WHALEN, Court Reporter

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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
September 14, 2021
11:05 a.m.
TRIAL VOLUME 12
PUBLIC RECORD

BEFORE THE HONORABLE D. MICHAEL CHAPPELL
Chief Administrative Law Judge

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

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Illumina, Inc. and Grail, Inc.

9/14/2021

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Illumina, Inc. and Grail, Inc.

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C O N T E N T S

WITNESS:	DIRECT	CROSS	REDIRECT	REXCROSS	VOIR
FREIDIN	2964	3064	3128		
			3167	3171	

EXHIBITS	FOR ID	IN EVID
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PX
None

RX
None

JX
None

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

2 - - - - -

3 JUDGE CHAPPELL: Okay. We're back on the
4 record.

5 Anything to cover before we call the first
6 witness?

7 MS. MUSSER: Your Honor, just one quick
8 housekeeping matter from complaint counsel.

9 JUDGE CHAPPELL: Go ahead.

10 MS. MUSSER: May I proceed?

11 I just wanted to note that complaint counsel
12 has finished its case in chief but would respectfully
13 ask to hold the record open until it has the
14 opportunity to move its trial depositions in evidence
15 after they are taken over the next two weeks.

16 JUDGE CHAPPELL: Mr. Marriott, what say you?

17 MR. MARRIOTT: Well, Your Honor, no objection
18 certainly insofar as it relates to
19 Dr. Fiona Scott Morton, who I believe is the only
20 remaining FTC witness in their case in chief. The
21 other two FTC experts, as I understand it, are purely
22 rebuttal witnesses.

23 So no objection to waiting until
24 Dr. Fiona Scott Morton's deposition concludes. That's
25 scheduled for this Thursday.

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1 And I think the other witnesses, Your Honor, at
2 least as I understand it, are rebuttal witnesses only,
3 so on that I defer to Your Honor as to the best
4 approach.

5 JUDGE CHAPPELL: Anything to add,
6 Mr. Pfeiffer?

7 MR. PFEIFFER: No, Your Honor, other than to
8 confirm that that is very much our understanding from
9 their reports, the other two expert witnesses are
10 rebuttal witnesses.

11 JUDGE CHAPPELL: Okay. That's not the issue
12 today.

13 And Mr. Marriott, did I understand you to say
14 that respondents also intend to take some trial depositions
15 after we hear our last live witness?

16 MR. MARRIOTT: I did, Your Honor. And we are
17 hoping to have a schedule for Your Honor in the next
18 day or so, but yes, we are. And that will streamline
19 of course and result in far fewer witnesses for
20 Your Honor to have to listen to live.

21 JUDGE CHAPPELL: Here's what I'm planning. To
22 keep it formal, after we hear the live witness and then
23 the respondents rest subject to those live -- or those
24 trial depositions, I'm going to recess.

25 When the parties notify my office that all your

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1 depos are done and all your transcripts are final and
2 you're ready to offer them into evidence, I will
3 reconvene on whatever, you know, a date, some date
4 after that, and then I'll go over briefing dates and
5 all that stuff, so just so you know where we're going.

6 MR. MARRIOTT: That's great --

7 (Crosstalk)

8 Thank you.

9 JUDGE CHAPPELL: That way, you can make plans.
10 And I would anticipate that that last session to be
11 about an hour.

12 MR. MARRIOTT: Okay.

13 JUDGE CHAPPELL: What I don't want is to be
14 ambushed with anything that I'm unaware of, because
15 I'm not intending for that to be a very long
16 session.

17 MS. MUSSER: Understood, Your Honor.

18 JUDGE CHAPPELL: If anything is brewing before
19 that, I definitely want to know ahead of time. If
20 there's anything brewing, I want to be made aware of
21 it. I don't anticipate that, but -- and remember, it's
22 important that not just the depositions are done, but the
23 final transcripts are ready to be admitted, submitted
24 and -- offered and admitted.

25 MR. MARRIOTT: Understood, Your Honor.

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1 JUDGE CHAPPELL: All right. Anything else?

2 MS. MUSSER: Your Honor, just one other
3 housekeeping note.

4 I just wanted to update Your Honor on the
5 status of JX 3, which I think when we first started,
6 which seems like a while ago now, we had informed
7 Your Honor that we are working on resolving some joint
8 admissions. We're still making great progress with
9 that with respondents' counsel and will intend to move
10 to admit additional exhibits by agreement later this
11 week, so I just wanted to flag that in the interest of
12 not surprising Your Honor.

13 JUDGE CHAPPELL: And just so we're clear for
14 those that tuned in two minutes late, the government
15 rests subject to your remaining expert depositions?

16 MS. MUSSER: Yes, Your Honor. And with the
17 note that we're still going to be moving the documents
18 noted on JX 3 into evidence pending further engagement
19 with respondents.

20 JUDGE CHAPPELL: Okay.

21 Respondents, call your first witness.

22 MR. PFEIFFER: Thank you, Your Honor.

23 We call as our first witness Aaron Freidin of
24 GRAIL.

25 - - - - -

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1 Whereupon --

2 AARON ALEXANDER FREIDIN

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

5 DIRECT EXAMINATION

6 BY MR. PFEIFFER:

7 Q. Good morning, Mr. Freidin.

8 Would you please state your full name for the
9 record.

10 A. Aaron Alexander Freidin.

11 Q. Who is your current employer?

12 A. GRAIL.

13 Q. And how long have you -- well, sorry. Let me
14 go back.

15 What's your current job at GRAIL?

16 A. Senior vice president of finance.

17 Q. How long have you been senior vice president of
18 finance?

19 A. I was promoted to senior vice president of
20 finance in January of '21.

21 Q. And how about before that, what prior positions
22 did you hold at GRAIL?

23 A. I was vice president of finance, and prior to
24 that I was a senior director and director of finance.

25 Q. When did you first start working at GRAIL?

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1 A. In August of 2016.

2 Q. Now, was that before or after Illumina spun out
3 GRAIL?

4 A. It was -- that was after.

5 Q. Now, did you come over from Illumina as part of
6 the spin-off?

7 A. No, I did not.

8 Q. So have you ever worked at Illumina?

9 A. No, I have not.

10 Q. Before you went to work for GRAIL, where did
11 you work?

12 A. I spent two or three years at Counsyl, an NGS
13 lab in South San Francisco, (indiscernible) company.

14 Prior to that, I spent a couple years at
15 Cepheid, molecular diagnostic public company, down
16 in (indiscernible), and then spent the first ten years
17 of my career at PricewaterhouseCoopers in San Jose as a
18 senior manager in the audit practice, specifically in
19 the semiconductor and life science areas.

20 JUDGE CHAPPELL: I think somebody on the screen
21 has a weak connection, it might even be me, because I'm
22 seeing the little blue circle that something is
23 loading, and I've been seeing it over the FTC's feed.
24 And I'm only bringing this up because if somebody
25 drops, whoever notices it just say something on the

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1 record, and we'll wait until they come back on.

2 Go ahead.

3 MR. PFEIFFER: Yes, Your Honor.

4 BY MR. PFEIFFER:

5 Q. Could you explain just a little bit,
6 Mr. Freidin, what is Counsyl, what's their business.

7 A. Yeah. Yeah. Counsyl created an NGS assay,
8 eventually an NGS assay, to detect carrier screening,
9 you know, to -- to -- a man and a woman both get tested
10 to see if there's a chance of them having a child with,
11 you know, cystic fibrosis or SMA.

12 Then they also -- we also launched an NIPT test
13 and we launched a BRCA, a B-R-C-A, mutation test as
14 well.

15 Q. And how about Cepheid? What is Cepheid's
16 business?

17 A. Cepheid was a molecular diagnostic company.
18 They created a device and a cartridge, so mainly used
19 in hospitals to detect infectious diseases such as
20 C. diff or MRSA. You know, instead of sending that
21 sample out to a lab to be cultured for, you know, four
22 or five days or a week, they would be able to test
23 on-site and be able to free up those hospital beds and
24 start treating people within 45 minutes.

25 Q. So since your time at PricewaterhouseCoopers

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1 then you've been involved with various types of testing
2 companies; is that fair?

3 A. Yes. Yeah.

4 Q. And what are your general responsibilities in
5 your finance role at GRAIL?

6 A. Yeah.

7 So I'm responsible -- I have the accounting
8 organization, financial planning and analysis. Your
9 traditional, you know, finance orgs roll up to me in
10 addition to investor relations, corporate development,
11 strategy, procurement and facilities and also IT.

12 So my finance role is primarily to roll up our
13 forecast for the year, do our budget, assess, you know,
14 headcount needs, and also put together our long-range
15 plan, understand our high levels and guide our
16 high-level strategy.

17 Q. In your finance role, are you involved in
18 developing projections about the potential market for
19 GRAIL's Galleri test product?

20 A. Yes. I have to understand what the,
21 you know -- the -- what the market would look like in
22 putting together what our penetration would be and our
23 future -- the value of the business.

24 Q. Are you familiar with the concept of what's
25 called a total addressable market or TAM?

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1 A. Yes. Yes, I am.

2 Q. What is that?

3 A. It's how many individuals or how many people
4 would -- could use your -- your good that you're
5 selling. It's the people that you would sell to, who
6 could buy it.

7 Q. As you've just defined a total addressable
8 market, what does GRAIL currently project as the total
9 addressable market for Galleri?

10 A. Yeah.

11 So, you know, GRAIL, we've been primarily
12 focused on the U.S. market, so in our long-range
13 planning that's almost holistically the U.S. market
14 other than an NHS U.K. site that we have. In the U.S.,
15 the Galleri test is designed to work with people to the
16 ages of 50 and 80, which we estimate to be about
17 108 million people in the U.S.

18 Q. And is that 108 million individuals per year or
19 is that over time or how do you measure that?

20 A. That's annually, so depending on growth rates
21 of populations, birth rates and death rates, it can go
22 up.

23 Q. And is the Galleri test available commercially
24 to patients in the U.S. today?

25 A. Yes. We -- we launched the test in early June

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1 of '21.

2 Q. Is it available anywhere outside the U.S.
3 commercially today?

4 A. Not commercially, no.

5 Q. And since that time, I think you said June of
6 2021, how many Galleri tests has GRAIL actually sold
7 here in the U.S.?

8 A. I think we're around the 3,000-ish range.

9 Q. Total?

10 A. Yeah, total.

11 Q. So, so what does that equate to in terms of a
12 percentage of that total addressable market you were
13 talking about?

14 A. It's insignificantly less than a tenth of
15 a percent, a hundredth of a percent, 3,000 compared to
16 108 million.

17 Q. Do you have a projection of what portion of
18 that total addressable market you expect to someday
19 achieve sales to?

20 A. Yeah.

21 So based off of our 2020 long-range plan, which
22 was our best estimate at the time, prior to our launch,
23 and so on, we estimated that in the next ten years we
24 would get to between 13 and 16 percent market
25 penetration in our base case of that 108 million.

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1 Q. By when?

2 A. By 2030. Yeah. I believe it's a ten-year
3 plan. 2030 or 2031, so...

4 Q. Why are you projecting only 13 to 16 percent?

5 A. You know, we expect this space to be -- have
6 multiple players in it. It's feedback that we've heard
7 from, you know, our -- our advisors, our investors, and
8 so on, and just looking at the amount of investment in
9 the space, we expect there to be multiple winners and
10 it not be a winner-take-all type market.

11 Q. Now, you mentioned the small percentage of
12 penetration you achieved so far.

13 To what extent are you hoping to achieve
14 broader penetration?

15 A. You know, that's -- that's the whole goal.
16 From my financial side, there's really -- the business
17 value, the value creation really depends when you start
18 getting broader adoption, so, you know, you have to go
19 down the path of PMA and then reimbursement through,
20 you know, the government and CMS and then the
21 commercial payers as well, which is a long process.

22 Q. So have you been involved in discussions then
23 at GRAIL about what GRAIL needs in order to achieve
24 that broader adoption of Galleri?

25 A. Yeah. To the extent that I need to, you know,

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1 understand our plans, the likelihood of, you know,
2 achieving them, and the financial model, the impact on
3 our financial model, yes.

4 Q. So how fast does GRAIL want to achieve that
5 broader adoption?

6 A. As fast as possible. We start saving more
7 lives the faster we get broad adoption.

8 Q. And based on your work at GRAIL and the
9 analyses you've done, what have you concluded is the
10 best way to accomplish that goal of accelerating
11 broad-scale adoption of Galleri?

12 A. Yeah. It would be the acquisition with
13 Illumina who has that, that expertise, more so than us
14 by a long shot.

15 Q. So, Mr. Freidin, I want to start off our
16 discussion today by framing a little bit the factors
17 that went into GRAIL's decision to be acquired or at
18 least I guess fully reacquired by Illumina and then
19 talk about some of the alternatives to the acquisition
20 that GRAIL considered.

21 Are those issues that you know about based on
22 your role in finance at GRAIL?

23 A. Yeah. Yeah. Based off my role in finance.

24 Q. Let's talk about that.

25 In your role of finance at GRAIL, did you have

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1 any role in evaluating Illumina's offer to acquire
2 GRAIL?

3 A. Yes, I did. I was, you know, one of four
4 people who were deeply involved in those negotiations.

5 Q. Who were the other three?

6 A. Our CEO, our general counsel, and our COO and
7 CFO, who's one person.

8 Q. And what was your specific role in helping
9 GRAIL evaluate Illumina's offer to acquire GRAIL?

10 A. Yeah. There were only four of us, so we kind
11 of all wore -- wore hats and multiple hats. I focused
12 primarily on, you know, the financial implications,
13 understanding value, and so on, and just in general
14 helping think around -- seeing around corners, thinking
15 about risks, and so on.

16 Q. And were you involved from time to time in
17 discussions and meetings with other people who among
18 those four you mentioned who were principally in charge
19 of this project?

20 A. Yes.

21 Q. How often?

22 A. I mean, daily, regular -- I mean, multiple
23 times a day.

24 Q. And from your finance perspective, did you
25 reach a conclusion about whether GRAIL should accept

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1 Illumina's offer?

2 A. Yes.

3 Q. What did you conclude?

4 A. We should.

5 Q. And from a finance perspective again, why were
6 you in favor of GRAIL accepting Illumina's offer?

7 A. You know, because it accelerates the value
8 creation for our shareholders, it accelerates the
9 saving of lives, it accelerates the -- the -- the
10 funding, our ability to have all the capital that we
11 need now to deploy it. It was a great return for our
12 shareholders. It kind of derisks our business going
13 forward. It also reduces -- it also eliminates the
14 royalty that we had in our supply agreement with
15 Illumina.

16 Q. In connection with preparing for your testimony
17 here today, did you compile a list of the main factors
18 that led you to conclude that Illumina's acquisition of
19 GRAIL was the best way to accelerate Galleri's
20 adoption?

21 A. Yes.

22 Q. Could we please put up RDX 10-2.

23 JUDGE CHAPPELL: Before you do that,
24 Mr. Freidin, just so I'm clear, would you say your role
25 was a decision maker or someone who was an evaluator

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1 and recommender, someone who made a recommendation
2 based on an evaluation? How would you define that for
3 us, what your role was exactly?

4 THE WITNESS: Yeah. An evaluator and supporter
5 of the decision, a recommendation. Our board of
6 directors are the people in charge of the governance of
7 making that decision.

8 JUDGE CHAPPELL: Okay. Thank you.

9 BY MR. PFEIFFER:

10 Q. We now have up on the screen -- I hope you can
11 see it, Mr. Freidin -- RDX 10-2, a demonstrative.

12 Is that in front of you?

13 Can you tell us what this is?

14 A. Yeah. This is a list of the ways that,
15 you know, Illumina can accelerate our -- the -- the --
16 create the value creation of our test and saving
17 lives.

18 Q. I'm going to be asking you some questions as we
19 go on today about various of these factors.

20 We're currently in public session, Mr. Freidin.
21 To the extent I can, I'm trying to segregate the public
22 questions to the initial part of this examination, and
23 I'll save some additional, detailed questions for a
24 separate in camera session.

25 To the extent, sir, that I may ask a question

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1 in a way that requires you you think to reveal any
2 confidential information, please let me know, and we'll
3 make sure to push that to the in camera as well.

4 Is that okay?

5 A. Yes.

6 Q. Let's talk in more detail about some of the
7 benefits on your list here. And let's start with item
8 number 1 on your list, Elimination of Royalty.

9 What royalty are you referring to?

10 A. Yeah.

11 So in connection with the supply agreement that
12 we signed with Illumina in 2017 as part of the Series B
13 fund raise and deconsolidation from Illumina, we agreed
14 to a high-single-digit royalty on all the products that
15 we create in the cancer space in perpetuity.

16 Q. So let me make sure I'm clear.

17 How did it come about that GRAIL was obligated
18 to pay a royalty?

19 A. We -- it was part of our supply agreement that
20 we signed with Illumina.

21 Q. And how long did that royalty obligation go
22 on?

23 A. I'm sorry, Al. The list went away. Is it
24 supposed to still be up?

25 Q. Yeah -- no. The list -- we'll put it back up.

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1 I don't -- yeah, I didn't want to block the visual.

2 A. Yeah. Sorry. Can you repeat -- how long was
3 it -- would it go on? Oh, in -- in perpetuity.

4 MR. PFEIFFER: No, no. Sorry, Mike.

5 My apologies, Your Honor.

6 BY MR. JOSEPH:

7 Q. Yes, please tell us how long the royalty
8 obligation went on under that supply agreement you were
9 referring to.

10 JUDGE CHAPPELL: Did he just say he needs to
11 see the list?

12 THE WITNESS: No, no. I just wanted to say
13 that -- I just wanted to -- it was gone, and I didn't
14 know if it was supposed to be up or not, if it was a
15 technology issue or not. I'm sorry.

16 JUDGE CHAPPELL: All right. Thank you.

17 MR. PFEIFFER: He was just looking out for me,
18 Your Honor.

19 THE WITNESS: Yeah.

20 Yeah. So the royalty obligation would go on in
21 perpetuity.

22 BY MR. PFEIFFER:

23 Q. And did GRAIL ever analyze the effect of this
24 royalty, this perpetual royalty obligation, on GRAIL's
25 ability to price and sell the Galleri product?

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1 A. Yes, we did.

2 Q. What conclusions did you reach about the effect
3 of that royalty on GRAIL's ability to price and sell
4 Galleri?

5 A. That if the royalty did not exist we could
6 price the test lower and increase access.

7 Q. And when you say "increase access," what do you
8 mean?

9 A. Provide the price [sic] at a lower test [sic]
10 where more people could be buying it prior to receiving
11 broad reimbursement.

12 Q. And if you didn't merge and get rid of the
13 royalty obligation, then what effect was the existence
14 of that royalty obligation going to have on adoption of
15 Galleri?

16 A. It would -- it would slow it. It would limit
17 it.

18 Q. And why is that?

19 A. Because the price would -- we would have to
20 maintain a higher price to be able to maintain the
21 margins to run our business.

22 Q. And in reality, what did happen to the royalty
23 as a result of the Illumina-GRAIL merger closing?

24 A. The royalty perpetuity went away. It was
25 eliminated.

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1 Q. Now, before Illumina offered to buy GRAIL, did
2 GRAIL ever evaluate any ways that it might be able to
3 eliminate the royalty, other than being acquired?

4 A. We did.

5 Q. What did you do?

6 A. We engaged our bankers Morgan Stanley to,
7 you know, run some scenarios that could be possible
8 ways to get out of or to defer or eliminate or decrease
9 the royalty.

10 Q. And without getting into any confidential
11 details yet -- we'll revisit that later -- what was the
12 high-level result of that analysis that you did with
13 Morgan Stanley?

14 A. That none of them were practical.

15 Q. And did Morgan Stanley document that analysis?

16 A. Yes, they did.

17 Q. And when did they prepare that work for you?

18 A. In early 2020.

19 Q. And we'll look into that in more detail when we
20 get to the in camera session.

21 Bottom line, did you and Morgan Stanley ever
22 come up with any practical approaches that would have
23 gotten rid of the royalty obligation?

24 A. No.

25 Q. If we could put RDX 10-2 back up.

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1 JUDGE CHAPPELL: I have a question.

2 I know you're not a lawyer, but are you aware
3 of by what method did the royalty go away? Was it in
4 the original agreement or was it part of the terms of
5 the acquisition? Do you know?

6 THE WITNESS: No. I -- sorry. In the
7 original agreement, you mean the original supply
8 agreement?

9 JUDGE CHAPPELL: Yes. That you referred to.

10 THE WITNESS: Right.

11 So it was not a term in the original supply
12 agreement. It would have been in the merger or an
13 agreement -- a future supply agreement.

14 JUDGE CHAPPELL: And this may be in the record,
15 but I haven't seen all the evidence.

16 Are we going to know what the royalty amount
17 was at least in in camera session?

18 MR. PFEIFFER: Yes, Your Honor. We'll cover
19 that in camera.

20 JUDGE CHAPPELL: All right. Thank you.

21 BY MR. PFEIFFER:

22 Q. Directing you back to RDX 10-2, if you look at
23 the second item there on your list, it says
24 "Accelerating FDA, Medicare and Public Payer Approval."

25 What are you referring to there?

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1 A. So, as I've mentioned earlier, a large
2 inflection point to creating value and saving lives is
3 going to be getting broad reimbursement. And this
4 population we're addressing is between 50 and 80, of
5 which, you know, the majority -- a lot of those people
6 are on public government pay, whether it's Medicare or
7 something else.

8 So to go down that path we'd have to have a PMA
9 and get reimbursement, and so on. You know, Illumina
10 has those resources to do those things and have
11 demonstrated doing it in the past.

12 Q. Now, when you talk about accelerating those
13 things, what do you mean, compared to what?

14 A. Compared to what GRAIL's internal capabilities
15 are and what our history is with the FDA today.

16 Q. And how important is obtaining FDA approval for
17 Galleri to GRAIL?

18 A. It's -- in my opinion, it's probably the most
19 important thing that we do.

20 Q. Why is that so?

21 A. Because the test -- to make the test available
22 to everybody who needs it, it needs to be able to be
23 paid for. Not everybody can afford these tests out of
24 pocket, so getting access to -- through Medicare and
25 Medicare and FDA approval are the path to do that. The

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1 more tests we sell, the more value created, the more
2 lives we save.

3 Q. And are you familiar with the organization
4 known as CMS?

5 A. Yes, I am.

6 Q. And what is it?

7 A. It's the body that governs, you know, Medicare
8 and what's paid for and -- and what's paid for.

9 Q. Do you know what effect it would have on
10 Galleri's sales or prices to receive CMS coverage
11 approval for Galleri so that Galleri would be covered
12 under Medicare or Medicaid?

13 A. Yeah. It would be a big step in the right
14 direction of getting lives saved and getting paid for
15 more tests, increasing broad access.

16 Q. And how does the process of or I guess
17 obtaining of FDA approval relate to getting CMS
18 approval? Are they the same thing?

19 A. No.

20 So you've got to get FDA approval and then
21 you've got to get -- CMS has to make a determination
22 whether or not the risks or the cost-benefit analysis
23 made sense.

24 Q. So what are you referring to as the
25 cost-benefit analysis?

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1 A. So they have to look at the economics --

2 MR. JOSEPH: Your Honor, I would like to object
3 to lack of foundation on the topic.

4 MR. PFEIFFER: I'm happy to reframe,
5 Your Honor, if you like.

6 JUDGE CHAPPELL: Go ahead.

7 BY MR. PFEIFFER:

8 Q. In the course of your finance work, did you
9 have to obtain a level of familiarity with the basic
10 CMS approval requirements in order to do the
11 forecasting that you do?

12 A. Yeah. I had to understand the basics of what
13 the process looks like, you know, that CMS does a
14 cost-benefit analysis to determine whether they can --
15 will pay for the test or not.

16 Q. And in your finance role, were you involved in
17 GRAIL's assessment of whether Illumina had resources
18 that could help GRAIL achieve FDA approval more quickly
19 than GRAIL could do it on its own?

20 A. Yes. I -- as part of the -- as part of the
21 acquisition process and the discussions with Illumina,
22 Francis deSouza in a board presentation talked to us
23 about their FDA capabilities, the team, the employees
24 that they have, some of their successes.

25 Q. Now, when you talk about successes and, again,

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1 sticking to publicly available information here, what
2 are you referring to?

3 A. You know, that they've, you know -- they have
4 NGS --

5 THE REPORTER: I'm sorry, sir. I need you to
6 slow down so I can understand what you're saying.

7 THE WITNESS: Sorry.

8 That they have -- they have an NGS expertise
9 is --

10 MR. JOSEPH: Your Honor, objection as to him
11 speaking as to what Illumina's expertise and benefits
12 are.

13 MR. PFEIFFER: Your Honor, may I respond?

14 JUDGE CHAPPELL: You can respond, rephrase or
15 lay a foundation.

16 MR. PFEIFFER: Yeah. On this one I think I'd
17 like to respond.

18 The witness has already established, part of
19 his due diligence job was to diligence what
20 capabilities existed. He's talking about what he --
21 what he learned, which is obviously relevant to the
22 decisions that were made.

23 JUDGE CHAPPELL: Well, the question asks "what
24 are you referring to," and I guess complaint counsel
25 assumed he was referring to Illumina.

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1 I'm going to allow it. Overruled.

2 BY MR. PFEIFFER:

3 Q. Do you have the question --

4 JUDGE CHAPPELL: Do you want Josett to read the
5 question?

6 MR. PFEIFFER: I was about to ask. Yeah, I
7 think that would be helpful, Josett, please.

8 (The record was read as follows:)

9 "QUESTION: Now, when you talk about successes
10 and, again, sticking to publicly available information
11 here, what are you referring to?"

12 THE WITNESS: Yeah.

13 So, you know, there's public press releases
14 about the different FDA approvals that Illumina has
15 received, so that shows that they've had successes with
16 the FDA.

17 BY MR. PFEIFFER:

18 Q. And did you prepare in connection with your
19 testimony here today a list of some of the public facts
20 that you learned about Illumina's FDA expertise?

21 A. Yes.

22 Q. Could we put up RDX 10-3, please.

23 Can you tell us what RDX 10-3 is, please,
24 Mr. Freidin.

25 A. Yeah. This shows a list of, you know, four,

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1 you know, different examples of where the -- Illumina
2 has had success with the FDA, just available through,
3 you know, Google searching, and so on.

4 Q. And what are these examples of?

5 A. Of, you know, the -- of NGS devices such as
6 their -- well, the sequencers being approved and also
7 different tests, different device -- different
8 individual devices, medical devices.

9 Q. And what was the significance of this
10 information in terms of your analysis of the
11 advisability of the deal?

12 A. Yeah. It substantiated, you know, what
13 Francis shared with us in that board meeting and shows
14 that, you know, that Illumina has successfully had
15 tests approved through the FDA. And when I compare
16 that to think about what we have as our FDA resources,
17 we don't have anything approved through the FDA.

18 Q. And from your prior work experience, do you --
19 do you have familiarity with what sort of resources it
20 takes to get FDA approvals?

21 A. Yeah.

22 So at Cepheid we had FDA approvals for our
23 devices and again not -- it's not my area of expertise,
24 but I do know from an organizational perspective the
25 regulatory and FDA org at Cepheid was large and had,

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1 you know, executive vice presidents reporting directly
2 to our CEO, had multiple, you know, other
3 vice presidents and directors, much larger than the
4 organization that we have at GRAIL.

5 Q. How large is the organization you have at
6 GRAIL?

7 A. A handful of people. I think it's -- I believe
8 it's two or three.

9 Q. And now, if Illumina does in fact help
10 accelerate GRAIL's path to FDA approval for Galleri,
11 have you analyzed what effect that will have on GRAIL's
12 goal of getting broad adoption of Galleri?

13 A. So we've -- we put together our long-range
14 plans as a standalone company, so it's not put
15 together with thinking about if Illumina did something
16 faster. But I could say at a high level I understand
17 the impact of pulling in or pushing out the FDA
18 approval and the inflection point. It's the largest
19 value creation activity at the -- in our long-range
20 plan.

21 Q. So then how did the prospect of accelerating
22 FDA approval affect your consideration of whether to
23 recommend acceptance of Illumina's offer for GRAIL?

24 A. It -- it made that we should recommend -- that
25 I would recommend that we should be acquired.

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1 Q. Can we turn back to RDX 10-2, please.

2 The next item on your list there is:

3 Accelerating Private Payer Partnerships.

4 A. Uh-huh.

5 Q. What were you referring to there, sir?

6 A. Yeah.

7 So -- well, we've talked about the public
8 sector and the individuals who have public insurance.
9 There's also, you know, millions of lives covered by
10 commercial or private insurance, and so this was a
11 reference to the partnerships, the -- that, you know,
12 Francis had talked about in the board session, their
13 experience there, and then the diligence that we did to
14 substantiate it.

15 Q. Let me take a step back before we get into more
16 detail about that and just ask you, as part of your
17 finance role with respect to GRAIL generally and with
18 respect to this proposed acquisition, was it part of
19 your responsibility to understand how GRAIL was going
20 to monetize the Galleri product?

21 A. Yes.

22 Q. So to what extent did that require you to have
23 a basic understanding of the reimbursement practices in
24 the testing industry?

25 A. Yeah. I needed to understand what the

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1 processes look like, how -- for example, are all payers
2 the same, do they have their own policies, do they make
3 different decisions, how are their decisions to cover
4 influenced, and so on.

5 Q. Let's put up if we could next RDX 10-4.

6 Can you explain to us what you're depicting in
7 this slide, sir?

8 A. Yeah. What we're showing is, you know, two
9 different age groups and where -- who's paying for
10 their tests in each of these different groups, one
11 being 18 to 64 and the other being 65 and over.

12 Q. So -- and let me just walk you through.

13 Let's start with the adults 18 to 64 group.

14 What is "private coverage" referring to?

15 A. You know, commercial insurance, commercial
16 payers, so your Aetnas, BlueCrosses, UnitedHealthcare,
17 and so on.

18 Q. So what does that large circle with the
19 67.5 percent next to it indicate?

20 A. That, you know, almost 68 percent of, you know,
21 the people in the United States in that age range have
22 insurance through a commercial or private payer.

23 Q. And then the smaller bubble to the right for
24 public coverage, what's that referring to?

25 A. So that's where the government has a

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1 government program to pay for, you know, healthcare
2 costs or medical coverage for people in that age
3 group.

4 Q. And then the corresponding circles down below
5 for the age group of adults 65 and over?

6 A. Yeah.

7 Q. So the bubbles or circles look very different
8 in there.

9 What do they reflect in that lower box?

10 A. Yeah. They --

11 MR. JOSEPH: Your Honor -- excuse me. Sorry,
12 Mr. Freidin.

13 Did Mr. Freidin create this slide?

14 MR. PFEIFFER: We did the --

15 (Crosstalk)

16 MR. JOSEPH: -- Mr. Pfeiffer refer to what
17 you're doing, and so I'm just trying to establish the
18 foundation for Mr. Freidin's knowledge of this slide
19 here.

20 JUDGE CHAPPELL: I think we heard some of that
21 before it was put on the screen, but can you go further
22 into that, Mr. Pfeiffer?

23 MR. PFEIFFER: Absolutely.

24 BY MR. PFEIFFER:

25 Q. How did you learn the information that we have

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1 depicted in visual form to assist and illustrate your
2 testimony?

3 A. Yeah.

4 So for, you know, my entire time at GRAIL and
5 even in the past at Counsyl I always had to understand
6 who pays for tests in different age groups, so this is
7 a depiction of recent or current, you know, payer
8 coverage data in these age groups.

9 Q. Whose data?

10 A. The data --

11 MR. JOSEPH: Excuse me. I think -- my
12 objection is not to his foundation to speak to this,
13 these topics. It's whether he created it.

14 MR. PFEIFFER: Oh. I can tell you folks
15 skilled in PowerPoint actually created the visual. He
16 provided the information and approved of it.

17 MR. JOSEPH: Okay. He provided the
18 information. All right. It was just a little unclear
19 on the record, so I wanted to just make sure that there
20 was some understanding that he knew what this slide was
21 actually referring to.

22 JUDGE CHAPPELL: Right. And my concern was
23 that this is the witness' information. Otherwise, if
24 you put an exhibit up and the witness follows along,
25 that's improper leading. But we've established it's

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1 the witness' information, so go ahead.

2 MR. PFEIFFER: Thank you, Your Honor.

3 MR. JOSEPH: Thank you, Your Honor.

4 BY MR. PFEIFFER:

5 Q. So I believe where we were, we were looking at
6 that lower box of the adults 65 and over.

7 And could you just explain why those circles
8 look quite different for the --

9 A. Yeah.

10 Q. -- private and public.

11 A. Yeah.

12 So those over 65 are covered by Medicare or
13 government -- a government -- a public program more so
14 than private or commercial coverage. You can see that
15 these numbers add up to over a hundred percent, and
16 that's because many people have more than one type of
17 insurance, especially in that over 65 age group.

18 Q. Thank you.

19 We can take that down, Mike.

20 Mr. Freidin, who, if anyone, pays for the
21 Galleri test right now when you sell it commercially?

22 A. Yeah.

23 So we are in a, you know, preresbursement
24 space. You know, the majority of our tests are
25 self-pay where an individual -- individuals are paying

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1 for them by themselves.

2 We do have one or two employers that employers
3 are covering the test, the cost of the test.

4 And that's who's paying for our tests these
5 days.

6 Q. Does Medicare or Medicaid reimburse for your
7 test today?

8 A. No. Not --

9 Q. Are any -- sorry.

10 Are any private health insurers paying for the
11 test today?

12 A. No.

13 Q. And so what does that do to your ability to get
14 Galleri in the hands, or I guess arms, of a large
15 number of that total addressable market you were
16 talking about?

17 A. Yeah. It limits it to people who can afford to
18 pay for the test themselves or people who work for
19 companies that can afford to pay for the test for their
20 employees.

21 Q. And have you made an assessment of whether
22 that's a large enough group of people who can pay
23 themselves or whose employers will pay to get Galleri
24 to the stage where it can be scaled and saving a lot of
25 lives?

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1 A. It's enough to launch the test and start to get
2 some experience and real-world evidence but nothing
3 compared to broad access and reimbursement through FDA
4 approval, and so on.

5 Q. Now, to what extent, if any, is FDA approval a
6 guarantee that you'll get payers to start covering
7 Galleri?

8 A. It's -- it's not a guarantee. It's a step in
9 that direction.

10 Q. And why is it not a guarantee? What else needs
11 to happen?

12 A. Yeah.

13 So there's -- there are other guideline bodies,
14 such as USPSTF, that make recommendations. And many
15 commercial payers will wait for those recommendations
16 until they cover a test.

17 Q. And how does that cost-benefit analysis you
18 were talking about earlier factor into that process,
19 the payer authorization process?

20 A. And so probably, you know, the -- the payers
21 are -- economics mean a lot to them, right, and so
22 getting to a payer and getting them to cover the test
23 prior to getting USPSTF adoption where it's guideline
24 is very difficult, in my -- what my understanding is.

25 Q. And how does the efficacy of the test factor

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1 into that analysis?

2 A. It -- greatly.

3 Q. How so?

4 A. So the USPSTF, in my -- from what I've -- from
5 what I read, is very interested in making sure that
6 we're doing no harms, that the test doesn't do any
7 harms to people, and that the benefits of that test
8 outweigh the harms, and you know, they -- they make
9 their decision on that.

10 JUDGE CHAPPELL: Mr. Freidin, are you aware of
11 how Galleri is currently being marketed to targeted
12 groups like potential patients and doctors?

13 THE WITNESS: I'm sorry, Your Honor. What do
14 you mean by "marketed"?

15 JUDGE CHAPPELL: Well, for example, how --
16 what's GRAIL's current strategy to let people know that
17 there's a test like Galleri, that it's available and
18 someone might consider it? And I'm talking patients as
19 well as doctors who might prescribe the test.

20 THE WITNESS: Yes. I'm generally aware of what
21 our approach is.

22 JUDGE CHAPPELL: Well, what I want to do is,
23 I'm going to ask you about that, and then I'm going to
24 ask you how that's supposed to change if the merger
25 goes through, what are your plans to broaden that, that

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1 appeal or that, you know, exposure to that group of
2 people.

3 THE WITNESS: Is that -- so I wouldn't want to
4 disclose anything confidential.

5 JUDGE CHAPPELL: Right.

6 THE WITNESS: So maybe that --

7 JUDGE CHAPPELL: Just in general.

8 THE WITNESS: Just in general?

9 So we're focused on, you know, large, you know,
10 physician groups, health systems and employers and,
11 you know, essentially just trying to get in front of
12 them and educate them, is what our current plan is.

13 JUDGE CHAPPELL: Are you -- what about for the
14 public, like some of these some might say annoying ads
15 you see on TV for all kind of medications and -- are
16 you running ads on television or in newspapers or
17 magazines to target possible, I guess I would call them
18 patients, as well as doctors?

19 THE WITNESS: I don't believe we -- I'm pretty
20 sure we don't have any TV ads. I would probably see
21 the costs of those.

22 I believe we have some -- some publications in
23 like physician journals, so to educate physicians, sort
24 of make them aware of it. I don't believe we have
25 anything consumer-based.

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1 JUDGE CHAPPELL: So, as far as you know, the
2 plan is today that someone goes in for an annual
3 physical who is in that age group 50 to 80, and the
4 doctor says, "Hey, there's this new test. It's called
5 Galleri. If you want to pay for it, I can order it."
6 Is that currently what's going on?

7 THE WITNESS: Yes. That's my -- that's my
8 understanding of how the physicians are, you know,
9 getting the test to customers, if the customer didn't
10 become aware of it from just general news sources. I
11 mean, we've seen -- you've seen other press releases
12 about GRAIL and Galleri.

13 JUDGE CHAPPELL: And then to increase the
14 market penetration, I'll call it, you -- your strategy,
15 based on what I've heard in this trial, is to become
16 approved by I guess FDA and then CMS so that insurance
17 kicks in?

18 THE WITNESS: Yeah. That's the -- the
19 primary -- primary goal.

20 JUDGE CHAPPELL: All right. Thank you.

21 MR. PFEIFFER: Thank you, Your Honor.

22 BY MR. PFEIFFER:

23 Q. How does the large size of that total
24 addressable market that you're talking about -- how
25 does that affect the challenge of getting payer

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1 authorization for a test like Galleri?

2 A. Yeah. It -- you know, the more people that
3 payers would have to pay for the test for, the bigger
4 the line item on the budget, so, you know, you just
5 take, you know, the 108 million people in the U.S. who
6 would be applicable, who could take the test, and
7 multiply that by whatever price point you want, and you
8 get to a very large number, which is why, you know,
9 payers are -- would -- aren't going to jump to cover it
10 prior to, you know, getting more and more, you know,
11 data and USPSTF adoption, and so on.

12 Q. Now, how much experience has GRAIL itself had
13 in terms of obtaining private insurer reimbursement
14 coverage for any product?

15 A. I don't believe we have any.

16 Q. And again, how big of a payer reimbursement
17 team do you have at GRAIL?

18 A. Again, it's a handful of people.

19 Q. Why so small a team?

20 A. Because, you know, until we have the data, the
21 PMA approval, a stronger case to go make to the
22 health -- the large payers, and so on, we don't have
23 the resources, the capital to staff a large team to go
24 out and do something that isn't going to be more of a
25 guarantee in returning value.

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1 Q. And in the course of your finance work,
2 including analyzing the offer from Illumina, did you
3 become aware of publicly available information about
4 whether Illumina has valuable expertise that GRAIL does
5 not in terms of payer authorization?

6 A. Yes, I did.

7 Q. What did you learn?

8 A. We learned that they have, you know, successful
9 partnerships with both government agencies and private
10 payers.

11 Q. And I guess we won't get into any of the
12 details about -- well, actually, what you know is
13 public.

14 Can you talk about what you know about public
15 information about relationships that Illumina has with
16 payers?

17 A. Yeah. You know, they've got -- you know,
18 publicly they've talked about relationships with
19 Harvard Pilgrim, Blue Cross Blue Shield. On the
20 government side, they've got a program with the State
21 of Michigan.

22 Q. What are you referring to as the program in the
23 state of Michigan?

24 A. Where they're doing whole genome sequencing on
25 children in the state of Michigan.

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1 Q. Do you recall what that program is called?

2 A. I believe it's Baby Deer.

3 Q. And what's the significance of this kind of
4 information you're talking about, the information
5 that's public about Illumina's successes in payer
6 authorization, for Galleri?

7 A. It shows that they have capabilities, the
8 expertise, and are likely to derisk and accelerate what
9 our capabilities are without them.

10 Q. And if indeed Illumina is successful at
11 accelerating private payer acceptance and reimbursement
12 of Galleri, what will that mean for GRAIL's mission of
13 detecting more cancer early?

14 A. We will do it faster. We will save more
15 lives.

16 Q. And how did that factor into your analysis of
17 whether to recommend the deal?

18 A. It made me recommend the deal.

19 Q. Could we turn back to RDX 10-2, please.

20 The next item number 4 on your list is:
21 Securing Long-Term Funding?

22 A. Yes.

23 Q. What do you mean there by "Securing Long-Term
24 Funding"?

25 A. Yeah.

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1 So, you know, as part of our long-range plan
2 and our financial process, you know, we've -- we have
3 an estimate or an idea of how much more capital we
4 would need to raise until the point that we are
5 self-sufficient and we could fund ourselves.

6 We knew that we would have to go out and to
7 raise a significant amount of capital and more than --
8 and more than once over the, you know, next five or six
9 years, and so by Illumina acquiring us, you know, we
10 don't have to worry about that anymore. Illumina is a,
11 you know, multibillion-dollar, profitable business that
12 generates cash flows. And if they ever ran out of cash
13 flows or we needed to spend more, they have
14 successfully raised debt and done other offerings, so
15 it -- in my view, it derisked our capital needs and
16 accelerated our ability to put capital to work
17 immediately and was another positive benefit of the
18 acquisition.

19 Q. While we're still on the list, if we could next
20 turn to item number 5, Accelerating Commercialization
21 at Scale.

22 What were you referring to there?

23 A. Yeah.

24 So GRAIL is an R&D company that's, you know,
25 now flipped into being an early stage commercial

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