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9/14/2021

1 company. You know, we are -- we are going through the
2 early launches and our learnings, and so on, and making
3 the changes as we can to grow and to continue to get
4 better.

5 You know, Illumina is a multibillion-dollar
6 international company that sells multiple products in
7 various sectors. You know, they have a lot of those
8 demonstrated capabilities and skill sets that we are
9 building.

10 Even something like, you know, the ability to
11 execute with vendors and customers trusting you, that's
12 something that we have to build at GRAIL. That already
13 comes with Illumina's ability to execute and provide
14 reagents and tests and the -- and whatever products
15 they're selling to their customers.

16 Q. You mentioned the transition that GRAIL is
17 going through from being an R&D company to being a
18 commercial company.

19 What involvement do you personally have in
20 GRAIL's effort to scale to commercial operations?

21 A. Yeah.

22 So I've -- I wear multiple hats at GRAIL in my
23 finance role. I've -- you know, I see, you know, what
24 our test volumes look like compared to our forecasts
25 and the -- you know, also part of, you know, addressing

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9/14/2021

1 other issues with customer onboarding and customer
2 service, and so on.

3 Q. How about on the actual just facility side?
4 What responsibilities do you have there?

5 A. Yeah.

6 So I'm also, you know, responsible for
7 facilities. I've, you know, built the lab that we have
8 in Menlo Park that -- where we're currently running all
9 of our Galleri capacity out of.

10 We've also -- are -- we've opened and are
11 getting ready to be able to begin testing in our
12 Research Triangle Park lab in North Carolina --
13 (crosstalk) -- I'll refer to that as RTP going
14 forward.

15 Q. And what are your responsibilities with
16 relation to RTP?

17 A. It was to, you know, get the leasing done, get
18 the construction done, and to make sure that the teams
19 that are building out the automation and opening that,
20 that facility, are -- are getting support that they
21 need and are, you know, running on track with --
22 compared to budget and milestone forecast.

23 Q. So with that background on the commercial side
24 that you've told us about, have you analyzed the
25 things that you believe GRAIL needs in order to

3003

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 successfully commercialize the Galleri product at
2 scale?

3 A. Yes.

4 Q. And again, did you prepare a list of those
5 items to help illustrate your testimony?

6 A. Yes, we did -- yes, I did.

7 Q. Could we please put up RDX 10-5.

8 Now, sir, before we get into any details about
9 this, just at a high level, what is this list listing?

10 A. It lists the things that we need to do to be
11 successful and to be able to scale the test into the,
12 you know, millions and save lives.

13 Q. And are these, the items on this list, things
14 that GRAIL possesses currently?

15 A. We have them at a very early stage company
16 that's going from R&D to being commercial.

17 Q. And are you attempting to develop them?

18 A. Yes.

19 Q. Now, without getting into any confidential
20 details, how is that process going?

21 A. As I mentioned earlier, you know, we're
22 learning. It's the first three or four months of
23 launch, so it's an early, early process and we're
24 learning as we go.

25 Q. And again, we'll get into more details about

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9/14/2021

1 that when we're in the in camera session.

2 While we are here still in public, can you tell
3 us why you concluded that being acquired by Illumina
4 would improve GRAIL's ability to commercialize the
5 Galleri product at scale?

6 A. Yeah. Because, you know, Illumina based off
7 of, you know, the company that they are, the
8 multibillion-dollar international company with multiple
9 products, and they're a commercial company and
10 successful one, and so they have these capabilities --

11 Q. And have -- my apologies.

12 What impact will that have on the rate at which
13 you'll expect to be able to commercialize the Galleri
14 product?

15 A. Yeah. It will happen much faster. There won't
16 be things that we'll have to build for the first time.
17 We can -- they've already built them.

18 Q. Could we turn back to RDX 10-2, please.

19 So the next item below the commercialization at
20 scale is: Laboratory Operations and Automation.

21 A. Uh-huh.

22 Q. What's that referring to?

23 A. That's referring to, you know, running,
24 you know, large clinical labs producing, you know,
25 hundreds of thousands millions of tests.

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3005

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9/14/2021

1 Q. Now, let me ask you first, what experience has
2 GRAIL had to date in operating that kind of a
3 commercial lab handling millions of tests?

4 A. We don't have any as far as running millions of
5 tests. We ran, I think as I've said, 3,000-ish
6 commercial tests so far.

7 Q. And where is it physically that GRAIL has been
8 processing those tests so far, those commercial tests?

9 A. In our Menlo Park lab.

10 Q. To what extent is Menlo Park intended to be a
11 commercial lab?

12 A. It's -- it's intended to be a bridge until we
13 get the RTP facility up and running.

14 Q. What's its main use?

15 A. To do clinical studies and R&D.

16 Q. Now, you mentioned earlier RTP, and I want to
17 come back to that.

18 What is the goal for the RTP lab operation?

19 A. To handle our clinical Galleri volume and
20 maybe other products and until we run out of space
21 there.

22 Q. And again, how do the general concepts of lab
23 operations and automation of them affect Galleri's --
24 or GRAIL's goal, rather, of getting broad-scale
25 adoption of Galleri?

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9/14/2021

1 A. Yeah.

2 So automation and the lab processes are key to
3 getting costs down, you know, through automation and
4 also keeping quality high, again through automation,
5 less manual intervention, less people involvement, so
6 they're foundational.

7 Q. And as you do those things, as you get into
8 less human intervention, what effect does that have on
9 your ability to price Galleri?

10 A. Yeah. It will bring the cost of the test down
11 and allow us to be able to bring the price down to
12 increase access.

13 Q. You mentioned Menlo Park and RTP in
14 North Carolina.

15 Is it also possible for Galleri to -- for
16 Galleri tests, rather, to be run at other labs besides
17 those two?

18 A. I'd say possible, not practical.

19 Q. Why not?

20 A. Because it's a complex assay and complex
21 process. You know, we would have to do a tech
22 transfer, which, you know, from what I've been told,
23 could be anywhere between 18 and 24 months to get
24 somebody else up and running on it.

25 Q. Now -- so why then are you pursuing this

3007

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9/14/2021

1 centralized RTP lab approach?

2 A. Yeah. Because it's the fastest way to -- to
3 be able to process, you know, hopefully millions of
4 tests.

5 Q. Does GRAIL currently have any sort of plans to
6 pursue a decentralized or kitted or IVD approach to
7 Galleri tests?

8 A. So the kitted idea about the decentralized
9 approach is something that we've talked about in our
10 strategy, annual strategy sessions, in 2020. Our
11 2021 hasn't happened yet, so I can't speak to that, but
12 in 2020 we talked about it. But it's not currently
13 incorporated in any of our -- our long -- our
14 2021 long-range plan.

15 Q. Why not?

16 A. You know, because at this time, given the
17 complexity of the assay, it didn't -- just didn't make
18 sense.

19 Q. Now, what led you ultimately to conclude that
20 Illumina can facilitate GRAIL's efforts to improve its
21 centralized, scaled laboratory operations and
22 automation of them?

23 A. Yeah.

24 So my -- my experience from Counsyl and even
25 afterward with Illumina's work that they've done with

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3008

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9/14/2021

1 the Verinata NIPT and with other, other tests, they ran
2 these labs, processed lots of tests, more so than we
3 have. And again, the same, consistent with, you know,
4 the other reasons for the acceleration, they've
5 demonstrated something that we haven't, and that
6 accelerates things in my -- in my view.

7 Q. Let's turn back one more time to RDX 10-2.

8 The final item on your list there says
9 "Accelerating International Expansion."

10 What's the benefit that you're referring to
11 there?

12 A. Yeah. As I've mentioned, you know, GRAIL has
13 been focused on the U.S. domestic market. We do have a
14 study in the U.K. with the NHS. Other than that, our
15 long-range plan for the next ten years, you know,
16 really ignores anything international.

17 We don't have any international operations
18 other than, you know, 10-20 people in the U.K. to
19 facilitate the NHS study. And you know, you compare
20 that to, as I said, a multinational,
21 billion-dollar-plus company with multiple products,
22 locations all over the globe, and it's pretty obvious
23 to me that they could accelerate us internationally if
24 they have the infrastructure already.

25 Q. How many commercial overseas employees does

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9/14/2021

1 GRAIL have today?

2 A. I believe it's between ten and twenty in the
3 U.K.

4 Q. Is that commercial employees?

5 A. Oh, commercial employees? No. I don't think
6 we have any commercial employees in the -- maybe one.

7 Q. What level of international sales does GRAIL
8 have today?

9 A. None.

10 Q. And what ability do you have to develop
11 international sales today?

12 A. Yeah.

13 So we've got a very small corporate development
14 team of three people, and we -- we have people -- we
15 have enough people to talk to people but not enough to
16 actually do anything, so we're often in a position of
17 people reaching out to do things and us, you know,
18 being polite and having to say we just can't take it on
19 right now.

20 Q. Why are you interested in having international
21 capabilities and reach?

22 A. You know, because our technology, though it's,
23 you know, based off of U.S. studies, can save people
24 around the world, and the sooner we can do that, the
25 better.

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9/14/2021

1 Q. And what led you to conclude that Illumina has
2 the ability to help GRAIL improve its international
3 reach and capabilities?

4 A. The fact that they have international
5 operations and they've got -- you know, they've got a
6 footprint. They've got an international -- I think
7 50 percent or so of their revenues come outside the
8 U.S.

9 Q. As part of your work in analyzing the Illumina
10 offer, have you reviewed their Form 10-K, Illumina's
11 Form 10-K?

12 A. Yeah. I mean, I've reviewed Illumina's
13 financials for quite a few years.

14 Q. And did you find information in their 10-K
15 that confirmed the breadth of their international
16 reach?

17 A. Yes.

18 Q. Could we please put up PX 61 at page 24.

19 This has already been admitted as part of
20 JX 2.

21 And if you'd look under "Doing business
22 internationally" -- there we go -- is this an example
23 of information you found about Illumina's international
24 reach?

25 A. Yes.

3011

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9/14/2021

1 Q. And again, it talks about the shipments to
2 customers outside the U.S. and the percentage of
3 Illumina's business that they comprise?

4 A. Yeah.

5 Q. Just to be clear, what percentage of GRAIL's
6 sales are overseas sales today?

7 A. Zero.

8 Q. We can take that down. Thank you.

9 I want to transition now to talking a little
10 bit about potential alternatives to pursuing an
11 acquisition by Illumina. And again, we're still in the
12 public session here, so please keep that in mind.

13 Before Illumina acquired GRAIL, how did GRAIL
14 fund its operations?

15 A. Through, you know, private financing rounds,
16 you know, finding venture capital or strategic
17 investors.

18 Q. So before accepting Illumina's offer, did GRAIL
19 consider just continuing on down that path and
20 continuing to fund its operations through additional
21 private financings?

22 A. Yeah.

23 So GRAIL since I've joined GRAIL was always
24 considering very -- you know, any option to get
25 financing given the capital requirements that we knew

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1 we would have.

2 Q. And did you reach any conclusions about how
3 going back to the capital markets compared to accepting
4 Illumina's offer for GRAIL?

5 A. Yeah.

6 Q. What did you conclude?

7 A. That, you know, for all the reasons that we've
8 just talked about, you know, going to Illumina and
9 getting acquired by them was a faster path to creating
10 value and saving lives.

11 Q. And to what extent does that relate to the
12 securing the future financing factor that you talked
13 about before?

14 A. Yeah. It's -- that's a big part of it.
15 Knowing that we're not going to have to go back out and
16 kick off another financing round, whether it's private
17 or public, is a timesaver and puts capital to work
18 faster.

19 Q. Could you explain what you mean when you say it
20 puts capital to work faster?

21 A. Yeah.

22 So, you know, generally when we do a financing
23 round, it's a -- it's a months-long process, and
24 sometimes it can be up to a year. You know, you can't
25 start spending that money until you actually have it.

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1 And so if you -- you think you're going to close after
2 two months, but it takes eight months, that's six
3 months of a delay that you don't have that capital,
4 and so that's not an issue with being acquired by
5 Illumina.

6 Q. So to what extent then did you conclude that
7 going back to the capital markets would achieve the
8 acceleration benefits that you've talked about in many
9 of the factors in RDX 10-2?

10 A. Yeah. It wouldn't. Even if we were to
11 successfully raise more money, it wouldn't come with
12 all of the expertise and infrastructure, and so on.

13 Q. If you succeeded in raising money in capital
14 markets, though, couldn't you just as GRAIL go out and
15 purchase all those things that you're talking about
16 Illumina providing?

17 A. Yeah. It's not -- it's not practical.
18 You know, finding people, attracting them, getting them
19 to stay, and then building all that infrastructure just
20 takes longer than a company that already has it coming
21 in and acquiring you.

22 Q. I want to ask you about an argument that's
23 been made in this case to get your view of how it
24 comports with the real-world facts that you have
25 experienced.

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9/14/2021

1 And if we could put up, please, PX 6092 at
2 page 26.

3 MR. JOSEPH: Your Honor, I'm going to object
4 right now. This is an expert report, a rebuttal expert
5 report. As you can see, it is highly confidential. It
6 contains third-party confidential information.

7 Mr. Freidin is not an expert, so we are not --
8 we have no information that he has read this report, so
9 there's an objection on the rule of completeness as to
10 any testimony that he is about to provide with regard
11 to this report.

12 JUDGE CHAPPELL: Response?

13 MR. PFEIFFER: Yes, Your Honor.

14 I believe the paragraph we were going to put up
15 does not have any confidential information in it. And
16 we are not asking for an expert opinion from
17 Mr. Freidin. We are asking him to talk about the
18 real-world facts and whether the assumption that
19 underlies the expert argument is actually consistent
20 with real-world facts.

21 JUDGE CHAPPELL: So your plan is to follow the
22 following formula: Someone said A. Is that correct?

23 MR. PFEIFFER: Does that match the facts.

24 JUDGE CHAPPELL: I'll allow that.

25 But be careful about what's proprietary.

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9/14/2021

1 MR. PFEIFFER: Yes, Your Honor. Maybe just to
2 be careful in an excess of caution, I'll wait to put
3 that up for the in camera session.

4 JUDGE CHAPPELL: And just so that we're clear
5 that this is a fact witness and he's not here for
6 opinions.

7 MR. PFEIFFER: Absolutely, Your Honor.

8 JUDGE CHAPPELL: In that regard, that
9 objection is sustained. In the other regard, it's
10 overruled.

11 MR. PFEIFFER: Yes. Thank you, Your Honor.

12 MR. JOSEPH: If I may, Your Honor, if I may, I
13 also objected as to this being incomplete. He's only
14 showing a portion of the expert report --

15 JUDGE CHAPPELL: Hold on. Just stop right
16 there.

17 That's why we have cross-exam. Deal with that
18 then.

19 MR. JOSEPH: Thank you, Your Honor.

20 BY MR. PFEIFFER:

21 Q. Mr. Freidin, are you familiar with GRAIL's past
22 private fund-raising efforts?

23 A. Yes, I am.

24 Q. How many separate rounds of financing has GRAIL
25 gone through?

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1 A. Four.

2 Q. And how much total did GRAIL raise in those
3 four rounds?

4 A. I think it was about \$2 billion.

5 Q. And how easy a process was it for GRAIL to
6 raise that money?

7 A. I wouldn't explain it as easy. A couple of the
8 rounds took multiple months, close to a year, from
9 initiation until final close.

10 Q. And looking at your second round of financing,
11 the Series B financing, approximately how long did that
12 take?

13 A. You know, we began talking to folks in --
14 toward the end of 2016, and the round finally closed
15 toward the end of 2017.

16 Q. And how about the Series D round? How long did
17 that take?

18 A. Series D we kicked off in Q3 of '19 and did
19 closes, you know, along the way similar to Series B
20 beginning in November of '19 and then concluding in May
21 of '20.

22 Q. Why did each of those two rounds take several
23 months, as you've described it, to complete?

24 A. They're each unique. You know, the Series B
25 was a -- was a large round. There was a lot going on

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9/14/2021

1 in it and including the deconsolidation from Illumina.
2 We found -- we had investors from all over the world.
3 There were different, you know, regulatory reasons.
4 And there are also -- it just takes time for, you know,
5 investors to get comfortable with what they're
6 investing in. And again, GRAIL at the time was I think
7 a year spun out from Illumina and, you know, an R&D
8 company, a discovery stage company.

9 Series D, you know, we were still research, but
10 we had a product that we were working on
11 commercializing. We had commercialization plans, and
12 so people had to get -- investors had to get
13 comfortable with, you know, how do you commercialize,
14 like what is the value in this business today prior to
15 getting broader reimbursement from the FDA.

16 And then also a pandemic hit, so that
17 completely changed -- the COVID pandemic completely
18 changed what our goals were in that fund-raising.

19 Q. So what's the significance to GRAIL when a
20 round of financing takes several months to complete?

21 A. Yeah. It's more management time. It's a
22 distraction from actually operating and running the
23 business. And also it takes us longer to get the money
24 and then for us to put it to work.

25 So if it takes six months longer, that's six

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9/14/2021

1 months longer it takes for us to actually deploy those
2 dollars.

3 Q. So based on the experience you had seen from
4 those four rounds of fund-raising, in your finance
5 role, to what extent did you become concerned about
6 the ability to keep going back to private equity
7 markets?

8 A. Yeah. I mean, so I think I learned -- I've
9 learned a lot from going to the private markets. And
10 also, even if you think about the public markets in the
11 last five years, you know, nothing -- nothing is done
12 until it's done, and anything that you can do to derisk
13 your funding is better to do.

14 Q. So based on that experience you've talked
15 about, to what extent did you conclude that seeking
16 additional private capital was a practical alternative
17 to achieve the benefits that you talked about Illumina
18 providing to GRAIL?

19 A. It wasn't.

20 Q. Now, we've been talking about private funding.
21 Before you recommended accepting Illumina's
22 offer, did GRAIL also consider seeking funding from
23 public markets?

24 A. Yes.

25 Q. What did you specifically consider with regard

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9/14/2021

1 to the public markets?

2 A. We -- we -- we filed a -- as part of going
3 public or doing an IPO in 2020, we, you know, filed
4 a -- an S-1, which is a registration statement with the
5 SEC, prospectus for going public in the August time
6 frame. And we were meeting with, you know, investors,
7 and we'd hired bankers, and so on.

8 Q. So then in addition to just filing this
9 Form S-1 registration statement, what other steps did
10 you take toward a potential IPO in 2020?

11 A. Yeah. We -- our executive management team,
12 select members of it, met with, you know, many
13 investors over the course of a couple months to talk to
14 them about our story.

15 Q. What was your involvement in those efforts?

16 A. I attended all those meetings.

17 Q. So then how familiar are you with GRAIL's
18 efforts to explore an initial public offering in 2020?

19 A. I'm very familiar.

20 Q. Based on that experience, do you consider an
21 initial public offering to be a viable alternative, a
22 practical one, to achieve the same acceleration
23 benefits that you talked about in RDX 10-2?

24 A. Yeah. No. Because again, even if we were to
25 raise all the capital, we wouldn't have the expertise,

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9/14/2021

1 the infrastructure, the capabilities that Illumina
2 provides us.

3 Q. Could we just put RDX 10-2 back up for a
4 moment.

5 Looking at your list of the benefits of the
6 Illumina acquisition, which of these benefits would an
7 initial public offering have provided to GRAIL?

8 A. None.

9 Q. Why wouldn't an IPO have eliminated the
10 royalty?

11 A. Because it wouldn't have. It's not a -- the --
12 the supply agreement does not have terms to eliminate
13 the royalty at any point in time, as far as I know.

14 Q. Why wouldn't an IPO accelerate FDA and Medicare
15 and public payer approvals?

16 A. Because all the IPO would do is provide us
17 capital. It doesn't provide us anything else.

18 Q. How about, why wouldn't an IPO be a way of
19 securing long-term funding?

20 A. Because, you know, the -- we knew our capital
21 needs were great. If I recall, our -- our 2020 LRP
22 showed that we needed to raise at least \$2 billion
23 until we got to breakeven. And that wasn't what we
24 were going to be raising in the IPO, so we would have
25 to go back to the markets, which again had all sorts of

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Trial - Public Record

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9/14/2021

1 other risks with it around execution and just -- and
2 also just what happens in the world, market risk.

3 Q. And how about accelerating the
4 commercialization and the lab operations and
5 international expansion? Why wouldn't an IPO have
6 achieved those benefits?

7 A. Again, it would give us the capital to invest
8 in those things and build them over time but not be as
9 fast as being acquired by a company that already has
10 and demonstrated those capabilities.

11 Q. Now, in the course of figuring out how much
12 money you could get through an IPO and how much money
13 you would need, did your -- you and your team look into
14 whether an IPO would get you enough money to get you to
15 the point where you were generating positive cash flow
16 where revenues started exceeding expenses?

17 A. Yeah.

18 So, you know, with the bankers we never got to
19 the point that we actually priced the deal or really
20 concluded on how much we would raise in total.
21 You know, at the -- in, you know, draft conversations
22 we had some ideas but never concluded. And none of
23 those -- none of those amounts that we would raise
24 would or were equal to the \$2 billion that we would
25 need to to get to breakeven.

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 And even then, I mean, this LRP is just a --
2 it's a ten-year best estimate of where we would be,
3 which of course has its own risks associated with it.

4 Q. And when did you project that you would first
5 start seeing revenues exceed expenses?

6 A. Oh, in the 20- -- 2025-2026 time frame.

7 Q. We may get into more details about some of that
8 in camera.

9 You mentioned an approximately \$2 billion
10 figure to get to breakeven; is that right?

11 A. Yes.

12 Q. And if you didn't achieve positive cash flow by
13 2026 and instead it took longer, how would that affect
14 that \$2 billion number?

15 A. It would make it go up.

16 Q. And if you weren't able to raise enough money
17 through an IPO to get you to the breakeven point, what
18 would that mean for GRAIL down the line?

19 A. You know, that would mean that we would need to
20 raise more capital.

21 Q. Did you have concerns about that scenario,
22 having to raise more capital after you went public?

23 A. Yeah. I mean, as a guiding principle as a
24 finance person, it's always, you know, take the capital
25 as soon as you can get it, and if you can't, then

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3023

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9/14/2021

1 there's risks going forward.

2 Q. Now, my questions about an IPO so far I guess
3 have all been coming from the premise that an IPO would
4 have been successful.

5 How guaranteed is that, in your experience?

6 A. It's not.

7 Q. What are some of the ways that an IPO can go
8 wrong and be harmful to a company?

9 A. Yeah. You know, the -- things inside the
10 company's control and things outside the company's
11 control can happen.

12 If a company doesn't execute and deliver after
13 they go public, then, you know, their valuation
14 decreases and their ability to raise capital cause
15 investors greater dilution, if it can happen at all.

16 And things outside the company's control,
17 you know, markets change, wars happen, all sorts of
18 other stuff.

19 Q. When you referred there to greater dilution,
20 could you just explain what you mean there.

21 A. Yeah.

22 So if the value -- you know, when you're
23 selling your shares to investors, you know, if the
24 value of the company has decreased, your -- any time
25 you sell shares you dilute the company. The idea is to

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9/14/2021

1 hopefully have the asset be worth more than it was paid
2 for at the time you're selling those shares.

3 If you're selling shares at a lower price, then
4 there's much greater dilution for -- for existing
5 investors compared to if you're selling them at a
6 higher price.

7 Q. And how does that affect your -- that ability
8 to raise additional funds down the line if there's been
9 that greater dilution?

10 A. It makes it more challenging.

11 Q. Now, you mentioned you were involved in
12 discussions with potential investors regarding this
13 2020 potential IPO. Do you remember that?

14 A. Yes.

15 Q. To what extent did you hear concerns from
16 investors during those pre-IPO investor meetings?

17 A. Yeah. Heard, you know, pretty consistent
18 concerns from investors around our ability to receive
19 broad adoption and FDA approval.

20 Q. And did you get an impression about how
21 significant those concerns were to investors?

22 A. I mean, they're -- they're significant. I
23 mean, this is a -- an industry where, you know,
24 generally companies don't make money until they have
25 that broad adoption, and until you get there it's,

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9/14/2021

1 you know, hard for investors to see where the real
2 value creation comes from.

3 Q. To what extent did you hear concerns from
4 investors or potential investors about the amount of
5 money that GRAIL had already raised to date?

6 A. Yeah.

7 So we'd raised a lot of money and put a lot of
8 money to work, and you know, they know we'd have to
9 raise more money, and so the value of GRAIL, the
10 valuation of GRAIL to some was already pretty high for
11 a company that hasn't -- sorry -- for a company that
12 hasn't, you know, generated revenues.

13 Q. Other than those concerns we've talked about,
14 do you recall some other concerns that investors may
15 have raised in those meetings?

16 A. Yeah. And I'd be happy to go over those in the
17 in camera session.

18 Q. That's what we'll do.

19 Based on the meetings with investors and what
20 you've monitored in the marketplace, how certain were
21 you that an IPO would have succeeded if GRAIL had gone
22 forward with it in 2020?

23 A. So we'd met with investors. We'd -- we've
24 gotten good feedback. We've gotten bad feedback.
25 You know, again, this is one of those types of things

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9/14/2021

1 that is not certain until it actually happens.

2 And I'd be happy to talk about that more in the
3 in camera session.

4 JUDGE CHAPPELL: Let's take a short break.
5 We've been going about an hour and a half. We will
6 reconvene at 12:40.

7 We're in recess.

8 (Recess)

9 JUDGE CHAPPELL: Okay. We are back on the
10 record.

11 Go ahead.

12 BY MR. PFEIFFER:

13 Q. Mr. Freidin, before we conclude the public
14 section of your direct testimony, I wanted to ask just
15 a few more questions about the scope of your
16 responsibilities at GRAIL.

17 At GRAIL, to what extent are you involved in
18 evaluating the technical capabilities of NGS sequencing
19 machines?

20 A. I'm not.

21 Q. And at GRAIL, to what extent are you involved
22 in evaluating the technical capabilities of GRAIL's
23 Galleri test?

24 A. I'm not.

25 Q. How about the technical capabilities of tests

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 that any other companies may be developing?

2 A. I'm not.

3 Q. Okay.

4 Now, in your finance work, have you heard of
5 the concept of elimination of double marginalization?

6 A. Yeah.

7 Q. What is it?

8 A. It's, you know, when you have, you know, two
9 companies, you know, somebody buying from somebody
10 else, they each have a margin because they eventually
11 sell it to a third party. When -- when a company
12 acquires somebody that they're selling to, you
13 eliminate that margin. There's only one margin.

14 Q. And what role would you have in any
15 elimination of double marginalization as a result of
16 this merger?

17 A. I mean, I think that's up to Illumina to make
18 those decisions.

19 Q. Is that why it's not on your list?

20 A. Correct.

21 MR. PFEIFFER: Your Honor, I believe that is
22 all of my public testimony. The remainder of my
23 questions would be for in camera session.

24 JUDGE CHAPPELL: Okay.

25 Does the government want to do cross now or

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1 wait until after the in camera portion?

2 MR. JOSEPH: Your Honor, I think at this time
3 I'd prefer to wait.

4 JUDGE CHAPPELL: All right.

5 We're going to move into in camera session.
6 The public who are calling in will be moved into a
7 waiting room. You will be brought back into the
8 courtroom after we go back to a public session.

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

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

17 Let me know after you've reviewed the list.
18 Go ahead.

19 MR. PFEIFFER: I don't believe we see anyone
20 who shouldn't be there, Your Honor.

21 JADA: Your Honor, everyone has been moved.

22 MR. JOSEPH: Complaint counsel confirms, looks
23 good.

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

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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(End of in camera session.)

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Trial - Public Record

Illumina, Inc. and Grail, Inc. 9/14/2021

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

3 - - - - -

4 JUDGE CHAPPELL: We will reconvene at 4:25.
5 We're in recess.

6 (A brief recess was taken.)

7 JUDGE CHAPPELL: Okay, we're back on the
8 record. We are in public session.

9 Go ahead and begin your public version of your
10 cross examination when ready.

11 MR. JOSEPH: Thank you, Your Honor.

12 BY MR. JOSEPH:

13 Q. Before we begin, as Your Honor just said, we
14 are in public session, so if I ask any questions that
15 you believe would prompt an answer from you -- I have
16 done my best not to do that -- that will reveal
17 proprietary or confidential information, please let us
18 know, and we can move on and avoid that potential
19 exposure or release of that information, okay?

20 A. Thank you.

21 Q. Mr. Freidin, you testified on direct that you
22 lead a number of teams. Is that right?

23 A. Yes, that's correct. I believe I listed them
24 all.

25 Q. So you are not in charge of the commercial

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 team, right, at GRAIL?

2 A. No, I do not lead the commercial team.

3 Q. So that means you're also not in charge of the
4 sales team at GRAIL?

5 A. No. My -- my interaction with the sales team
6 is primarily around their commission plans,
7 understanding their forecasts, what their pipeline
8 looks like, and how that impacts our financials.

9 Q. And you're not in charge of product development
10 at GRAIL?

11 A. No, I am not in charge of product development.

12 Q. You're also not in charge of competitive
13 intelligence. Is that right?

14 A. No. I don't lead the competitive intelligence
15 team. That's -- just at GRAIL, if I can explain a
16 little bit, it's like a cross-functional team. There's
17 really no one leader to it, and it's kind of ad hoc.
18 It reports out to, you know, the executive team.

19 Q. And you're not in charge of the regulatory
20 team, right?

21 A. No, I am not in charge of the regulatory team.

22 Q. You're not in charge of the medical affairs
23 team. Is that right?

24 A. That is correct.

25 Q. You're not in charge of the quality team. Is

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 that right?

2 A. That is correct.

3 Q. You're not in charge of the market access team.

4 Is that right?

5 A. Again, I don't lead it. I work with them in
6 the capacities I mentioned earlier.

7 Q. You're not in charge of the team that runs the
8 clinical studies for GRAIL. Is that right?

9 A. No, I'm not.

10 Q. You're not in charge of the lab operations team
11 at GRAIL. Is that right?

12 A. No, I don't -- I don't lead that team. Many
13 parts of my organization work closely with them,
14 whether it's procurement, facilities, or financial
15 planning and analysis, but I don't -- I don't lead the
16 lab team.

17 Q. You're not in charge of communications with
18 payers. Is that right?

19 A. No, I don't -- I believe that's our market
20 access team.

21 Q. You're not in charge of the government affairs
22 team at GRAIL, right?

23 A. No, I'm not.

24 Q. But you are GRAIL's -- you were GRAIL's point
25 person for due diligence prior to the Illumina and

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 GRAIL agreement to combine in September 2020, right?

2 A. So I was -- I'll elaborate a little bit. I was
3 put in charge of making sure that we got the right
4 diligence items to Illumina, that I pulled the right
5 information together. I was like a coordinator.

6 Q. And you've also been designated as GRAIL's
7 integration lead ever since the Illumina deal signed.
8 Is that right?

9 A. Yes. I was identified as the point person at
10 GRAIL to interact with Illumina's integration folks if
11 and when that happens.

12 Q. And Illumina created a financial model related
13 to the Illumina/GRAIL deal. Is that right?

14 A. My understanding is they did.

15 Q. And that deal model captures Illumina's
16 go-forward projections. Is that right?

17 A. I haven't seen the model other than what's
18 filed in their publicly available financial statements.
19 If you're asking, I didn't see it as part of diligence.

20 Q. So you haven't seen Illumina's deal model for
21 the GRAIL acquisition, right?

22 A. Other than what's included in their S-4, no, I
23 haven't.

24 Q. You actually asked for it many times to review
25 it as part of your own due diligence of the

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9/14/2021

1 transaction, right?

2 A. I asked to -- to have it to see how they were
3 valuing the CDR that was part of the negotiations.

4 Q. But Illumina did not make it available to you,
5 correct?

6 A. No, they didn't, which is not uncommon for a --
7 the buyer to not provide their model to the -- sorry,
8 the -- yeah, the buyer to not provide their model to
9 the seller.

10 Q. And so you had not reviewed the Illumina deal
11 model prior to the transaction signing in September
12 2020, correct?

13 A. No, I have not seen their financial model.
14 I've just understood from Francis what the acceleration
15 items were and that, you know, they would try to
16 operate as much as a stand-alone company as they can.

17 Q. And you still have not seen the deal model
18 sitting here today, right?

19 A. No, I don't -- no, I have not.

20 Q. And so Illumina did not ask you to review the
21 model to stress-test it?

22 A. No, they did not.

23 Q. And GRAIL has its long-range planning model --
24 which we've referred to a couple times today as the
25 LRP -- but it did not have a separate deal model. Is

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 that right?

2 A. That is -- that is correct. We did not prepare
3 a financial model of what it would look like if we
4 merged with Illumina.

5 Q. Right. And the GRAIL LRP does not contemplate
6 a sale to Illumina or anyone, right?

7 A. That's correct. The basis of the long-range
8 plan is a stand-alone company.

9 JUDGE CHAPPELL: Sir, what was the date of the
10 long-range plan?

11 THE WITNESS: We finalized and presented that
12 to our board at the end of August or beginning of
13 September of 2020.

14 JUDGE CHAPPELL: Mr. Joseph, do you know if
15 that is a document or exhibit that's in evidence, the
16 long-range plan?

17 MR. JOSEPH: It is, Your Honor, and it's August
18 20, 2020.

19 JUDGE CHAPPELL: And an exhibit number,
20 Mr. Pfeiffer or Mr. Joseph?

21 MR. JOSEPH: I have got it written down here
22 somewhere. I believe off the top of my head it's
23 PX 5044.

24 JUDGE CHAPPELL: The Government's exhibit?

25 MR. JOSEPH: Government's exhibit.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 JUDGE CHAPPELL: Thank you.

2 MR. JOSEPH: I'll just ask to make sure.

3 Yes, Your Honor.

4 JUDGE CHAPPELL: That person you're talking to,
5 they better have a mask on.

6 MR. JOSEPH: Yes, Your Honor. I just received
7 a negative COVID test yesterday myself.

8 JUDGE CHAPPELL: Good. That's good news.

9 BY MR. JOSEPH:

10 Q. When Illumina and GRAIL agreed to combine in
11 September 2020, GRAIL had not quantified the
12 efficiencies that it expected from the Illumina
13 transaction, had it?

14 A. I just said that we hadn't done any modeling as
15 if GRAIL was acquired by Illumina or anybody else.

16 Q. But before you testified on June 23rd, 2021,
17 you had read an efficiencies letter that your attorneys
18 submitted to the FTC, right?

19 A. Yes, that highlighted the -- the key
20 efficiencies, many of which we've talked about today.

21 Q. And other than that and I guess the
22 presentation that Francis deSouza made, you're not
23 aware of any other analysis of efficiencies by GRAIL
24 other than that letter to the FTC, correct?

25 A. Yeah, not -- I mean, not exactly. So as we

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9/14/2021

1 talked about earlier, moving FDA approval, getting FDA
2 approval earlier or later than what we're talking
3 about, if you look at our LRP, it has billions of
4 dollars of value of impact. So I didn't feel it was
5 necessary to model out beyond just knowing that if that
6 moves, we ramp faster, that there's lots of value
7 there. There's lots of efficiency.

8 Q. But other than the efficiencies letter to the
9 FTC, you're not aware of any other analysis of the
10 efficiencies expected from the transaction by GRAIL,
11 correct?

12 A. Other -- other than the removal of the royalty
13 and -- no, we haven't modeled anything. They're just
14 pretty obvious things in my -- from my take as a, you
15 know, financial leader.

16 Q. And you did not work -- excuse me.

17 You did not work on that FTC submission that
18 you referred to in your June 23, 2021, deposition,
19 right?

20 A. I'm sorry. I -- I've seen -- I've seen lots of
21 letters and I've been asked to review lots of
22 paragraphs. If there were financial components to it,
23 I'm sure I read it and reviewed those, but I don't --
24 I'm not recalling anything off the top of my head.

25 Q. Well, let's look at what you said on June 23rd,

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 2021. PX 7108, please, line -- well, starting from
2 line 1 -- page 199, but we're going to focus on 200
3 to -- page 200, lines 1, 2, 3.

4 I asked you:

5 "QUESTION: So the basis for the estimate is
6 based on documents submitted -- or provided to the FTC
7 by your counsel?"

8 And you responded:

9 "ANSWER: No, what I'm saying is I was made
10 aware of that, that the analysis was done through
11 those -- through that communication. I wasn't part of
12 doing the analysis or reading -- seeing a read-out of
13 it."

14 Do you see that there?

15 A. I do. Sorry, I'm reading the question. Yes.

16 Q. So you don't actually know who at GRAIL worked
17 on that FTC submission.

18 We can bring that down.

19 A. I --

20 Q. You don't know who at GRAIL worked on that FTC
21 submission, correct?

22 A. It's a cross-functional team of our leadership.

23 Q. Well, let's pull back -- pull the deposition
24 back up, please, page 200, and we'll look at lines 5
25 through 7.

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 "QUESTION: Who at GRAIL conducted that
2 analysis?"

3 And you say:

4 "ANSWER: I don't know."

5 Do you see that there?

6 A. Um-hum.

7 Q. And you don't know who at GRAIL had worked on
8 that analysis as of June 22nd, 2021, right?

9 A. Yeah, I'm not naming it specifically. I'm
10 imagining it was our cross-functional team of our
11 leadership.

12 Q. We can take that down.

13 You lead GRAIL's financial projections and
14 analysis team, right?

15 A. That is correct.

16 Q. And the FP&A team is responsible for the
17 company's financial projections and analysis in its
18 long-range planning, right?

19 A. Yeah. So the -- the FP&A team -- there's two
20 different components there. The long-range planning is
21 an annual thing where we help facilitate, gathering
22 assumptions, discussing things with the executive
23 management, and helping individual functions kind of
24 think more long term.

25 We then take that and we, you know, look at

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 assumptions and roll it all up. The -- the -- the
2 day-to-day, you know, budget verse actual and so on is
3 a little bit more standardized of a process.

4 Q. And GRAIL's FP&A team has not conducted an
5 analysis of how much earlier FDA approval would be
6 expected post-acquisition, has it?

7 A. No. As I mentioned earlier, we did not do a
8 separate analysis of how much faster it would happen
9 being acquired by Illumina, just that if it did, based
10 off of their experience, that it would create more
11 value sooner.

12 Q. And as of June 23rd, 2021, you were not aware
13 of Josh Ofman's medical affairs or regulatory teams
14 conducting an analysis of how much earlier FDA approval
15 would be expected post-acquisition, correct?

16 A. No, I'm not aware of that.

17 Q. And as of June 23rd, 2021, you were not aware
18 of Illumina providing an estimate of how much earlier
19 it expects Galleri to receive FDA approval
20 post-acquisition either, right?

21 A. No. I'm not aware of it, but the transaction
22 wasn't even close at that point in time, so I don't
23 know what Illumina was thinking.

24 Q. And this efficiencies letter that you referred
25 to in your June 23rd, 2021, deposition, that was

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 created as advocacy intended for the Federal Trade
2 Commission, correct?

3 A. I don't recall what it was created for, other
4 than a communication of the efficiencies to the FTC.

5 Q. The letter was not created in the ordinary
6 course of GRAIL's business, right?

7 A. No. We -- I don't -- we wouldn't create
8 letters to the FTC in our ordinary course of business
9 if we weren't being acquired.

10 Q. Well, the analysis in the letter was not
11 created in the ordinary course of GRAIL's business,
12 correct?

13 A. Sorry, it's -- being acquired and being in an
14 FTC case, I wouldn't consider that ordinary course. If
15 we weren't being acquired and if we weren't in
16 litigation with the FTC, I don't think we should create
17 such a letter in the ordinary course.

18 Q. And the letter was not created as part of
19 GRAIL's strategic planning or long-range planning
20 process, right?

21 A. No. We do those things typically in summer.

22 Q. So you also mentioned a presentation that
23 Illumina CEO Francis deSouza made to the GRAIL board,
24 right?

25 A. Yeah, that is correct. I believe that was in

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 early September.

2 Q. I think it was September 14, 2020. Is that
3 right?

4 A. Sounds -- sounds right.

5 Q. You didn't work on Mr. deSouza's presentation,
6 correct?

7 A. No, I did not.

8 Q. You didn't review the sources of Mr. deSouza's
9 presentation, correct?

10 A. No. We listened to his presentation and then
11 did diligence on what was public.

12 Q. And you also did not learn what Illumina's
13 plans were for how to help GRAIL with FDA approvals
14 from that September 14, 2020, presentation, did you?

15 A. No. We didn't go into detailed plans. We
16 understood that they'd had FDA successes, and we had
17 not, and at that level, it made sense that they would
18 make us more likely to be successful.

19 Q. Now, GRAIL is currently in the process of
20 pursuing FDA approval for Galleri, correct?

21 A. Yes, I believe so.

22 Q. And GRAIL estimates that it will receive FDA
23 approval for Galleri between 2025 and 2026. Do I have
24 that right?

25 A. I don't know if that's confidential information

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 or not. I'm -- I'm asking.

2 MR. PFEIFFER: I'm not -- hmm --

3 MR. JOSEPH: What I can say to you is I have a
4 source for this that is not -- that in camera treatment
5 was not requested for.

6 THE WITNESS: Okay, so it's not confidential.
7 So our original plans in 2020 --

8 JUDGE CHAPPELL: No, hang on. Hang on.

9 Mr. Pfeiffer, do you have any comment? You're
10 muted.

11 MR. PFEIFFER: I hit the wrong button.

12 I think the -- the answer that may be required
13 would be confidential, because the question is -- the
14 question was current, and whatever the current state of
15 things I believe is not public, whether that's the same
16 or different, and so I think that that question should
17 actually not be covered and the answer not given in
18 public.

19 Based on that, can we move on, or do you want
20 an in camera session for a question and answer?

21 MR. JOSEPH: No, Your Honor. Just give me a
22 moment to look ahead for where I was going to see
23 whether it makes sense for me to continue here or to
24 just shift topics.

25 JUDGE CHAPPELL: All right. Let me know when

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 you're ready.

2 Just so we're clear, for the record, the
3 witness did not answer the pending question. He began
4 to but did not answer it. So it's not on the public
5 record.

6 MR. JOSEPH: Okay, Your Honor. I think I've
7 made some notations here where I can skip, so I will
8 potentially come back to this.

9 JUDGE CHAPPELL: All right.

10 MR. JOSEPH: So let's move on in the public
11 session here. Thank you, both Mr. Freidin and
12 Mr. Pfeiffer, for pointing that out.

13 BY MR. JOSEPH:

14 Q. Mr. Freidin, you were asked on direct some
15 questions about GRAIL's cost savings from the
16 transaction. Isn't that right?

17 A. Just to make sure we're talking about the same
18 thing, I believe I was asked questions about how our --
19 how our price could be cost -- could reach a lower
20 price and a lower cost.

21 JUDGE CHAPPELL: Mr. Joseph, I heard you say
22 you had a source regarding that last question, that it
23 was not -- not confidential. If that's -- is that
24 something where you could have someone you work with
25 contact somebody who works with Mr. Pfeiffer and see if

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 you can iron that out in the background while we
2 proceed?

3 MR. JOSEPH: Yes. Let's work on that.

4 MR. PFEIFFER: Yeah, and we'll certainly -- our
5 team will be happy to work on that, Your Honor. I
6 would still say, though, that a question that calls for
7 the current state of things would still not be public.
8 I am quite confident of that.

9 JUDGE CHAPPELL: So you would object to that
10 question that was pending being answered in public?

11 MR. PFEIFFER: Yes, I would, Your Honor.

12 JUDGE CHAPPELL: Okay. Then we don't need to
13 shuttle diplomacy.

14 MR. JOSEPH: I think not.

15 JUDGE CHAPPELL: Thank you, Mr. Joseph. If we
16 need in camera, we will go in camera. If we have to
17 bump the public for a moment, we will do that. Just
18 let me know.

19 MR. JOSEPH: And it will not be long if we did
20 that, and I can save it until the very, very end.

21 JUDGE CHAPPELL: All right.

22 BY MR. JOSEPH:

23 Q. Mr. Freidin, GRAIL itself has actually not
24 performed any robust formal analysis of how its COGS
25 might decrease after the Illumina transaction. Isn't

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9/14/2021

1 that right?

2 A. Again, I don't know what you mean by "robust"
3 and "formal analysis." I know that just on the
4 surface, not having to pay a royalty will decrease our
5 costs by 9 percent of the revenue number.

6 Q. But GRAIL had not performed a formal analysis
7 of how its COGS might decrease after the Illumina
8 transaction, correct?

9 A. And I don't know what you mean by "formal." I
10 think what I just explained could be considered formal
11 and pretty straightforward.

12 Q. GRAIL did not model how its COGS might decrease
13 after the Illumina transaction, correct?

14 A. No, not beyond that high level.

15 Q. Now, GRAIL has also not estimated how much the
16 average sales price for Galleri will change post-
17 acquisition, has it?

18 A. Well, it's not our position to change the price
19 of Galleri post-acquisition. It's Illumina's, and I
20 don't know what their plan or intentions are.

21 Q. And GRAIL has not performed any analysis of any
22 potential dissynergies from the Illumina/GRAIL
23 transaction. Isn't that right?

24 A. Ah, no. We haven't done anything with the
25 synergies.

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9/14/2021

1 Q. So, yes, you have not -- yes, you haven't?

2 A. I'm not sure what synergies you're referring
3 to, but we haven't done anything as far as the
4 synergies go.

5 Q. And GRAIL has not done an analysis of any
6 common suppliers with Illumina, correct?

7 A. Again, we know we have some common suppliers,
8 but we haven't gone through our entire supply chain and
9 Illumina's entire supply chain or done that together,
10 as we're -- we were separate companies until we closed,
11 and we're now being held as a hold-still.

12 Q. And GRAIL has not modeled the cost of
13 integrating with Illumina, right?

14 A. No, we haven't looked at any -- any of those --
15 those items. I think it's hard to figure out what the
16 costs would be on the surface, but we haven't done a
17 model on it.

18 Q. You also oversee the accounting group at GRAIL.
19 Is that right?

20 A. The accounting team reports in to me, yes.

21 Q. And you haven't spoken to anyone at Illumina
22 about how GRAIL's purchases of Illumina products will
23 be accounted for post-acquisition, right?

24 A. No. We've had some discussions with their
25 accounting team on how we will report to them our trial

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 balance, how we will make them aware of where we are
2 buying things that they are selling us, but Illumina's
3 accounting judgments are their accounting judgments to
4 make.

5 Q. But prior to closing the transaction, you had
6 not had a discussion with Illumina about how purchases
7 of Illumina products by GRAIL will be accounted for,
8 correct?

9 A. No.

10 Q. And so you don't know how prices of Illumina
11 products will be determined for GRAIL post-acquisition,
12 right?

13 A. So if you're referring to, like,
14 intracompany -- intercompany pricing, no, I don't know
15 what they're going to be doing there. I do know that
16 it all eliminates and you end up with a true cost at
17 the end when you report your financials as a public
18 company.

19 Q. As of your March 22, 2021, deposition, Illumina
20 and GRAIL were not doing much on integration, right?

21 A. Right. I recall we had been doing, like,
22 planning-to-plan sessions.

23 Q. And in the period from that deposition to your
24 next one on June 23rd, you had not really had much
25 communication with Illumina at all on integration,

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9/14/2021

1 right?

2 A. That is correct.

3 Q. And due to the proposed hold-separate, no
4 integration activity between Illumina and GRAIL is
5 taking place at this time, correct?

6 A. Not quite. I just explained some of the stuff
7 that we -- where we have to integrate somewhat as far
8 as financial reporting. They -- you know, Illumina's
9 team has to be able to do their fiduciary duties and
10 responsibilities as they're rolling our financials up
11 into theirs. So there's more than there was, but it's
12 not -- it's not expansive.

13 Q. Beyond financial reporting, no integration
14 activity is taking place at this time?

15 A. Not -- not that I'm aware of. I mean, there's
16 your general governance that we are, you know, in the
17 process of figuring out and so on, but no. No, I'd say
18 finance is the one area where I know that we have
19 something more than where we were.

20 Q. And prior to your June 23rd, 2021, deposition,
21 Illumina had shared a possible integration framework
22 with you. Is that right?

23 A. Yeah. I believe you're referring to that slide
24 that has like a matrix on it of things that -- of
25 owners' responsibilities and committees and so on.

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 Q. And you had not provided any feedback on that
2 framework, right?

3 A. I had not provided any -- any written feedback
4 to them on it. I had had -- I believe I had had a
5 couple calls with one of their people just
6 directionally, but we hadn't provided feedback.

7 Q. And by that time in June 2021, Illumina and
8 GRAIL had had a few Illumina executive to GRAIL
9 executive meetings for finance, communications, and HR.
10 Is that right?

11 A. See, now I'm getting my -- sorry, you keep
12 saying June. I thought we did all that in -- I thought
13 we did that in March.

14 Q. Right. Prior to June.

15 A. Oh.

16 Q. So March down.

17 A. So I'd say it's prior to April. I don't think
18 we had those executive discussions after -- after
19 April.

20 Q. But there were other executive-to-executive
21 meetings planned for other subject matter groups in
22 early 2021, right?

23 A. Yeah. There was a -- there was a -- a desire
24 or a schedule to get the various executives at GRAIL
25 and Illumina together to really -- to talk more and

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 learn more about how we would be -- how Illumina would
2 be operationally helping us and to do introductions and
3 get people to know each other.

4 We didn't do those conversations beyond finance
5 communications and HR, given that those were three
6 areas that if we were going to be able to close by, you
7 know, April 1st, or the soonest we could have closed,
8 we'd have to have those three figured out to be able to
9 talk to our employees, and we would have figured out
10 the rest afterward.

11 Q. And so the commercial team meeting that was to
12 include Hans Bishop and Matt Young never happened,
13 right?

14 A. Not to my knowledge.

15 Q. And the lab operations meeting, that was to
16 include Illumina's chief medical officer, Phil Febbo,
17 had not happened, right?

18 A. Yeah, not to my knowledge.

19 Q. And the planned R&D, regulatory, medical
20 affairs, government affairs meeting that was to include
21 Phil Febbo, Alex Aravanis, Josh Ofman, and Hans Bishop
22 didn't happen either, right?

23 A. Again, not to my knowledge, given that we
24 didn't want to, you know, be gun-jumping.

25 Q. And GRAIL's FDA lead, Deepshikha Bhandari, had

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 not met with her counterpart at Illumina either, right?

2 A. Not to my knowledge.

3 Q. And today Illumina's clinical affairs team is
4 not collaborating with GRAIL's clinical affairs team
5 due to the proposed hold-separate, right?

6 A. They're not collaborating to my knowledge.

7 Q. And Illumina's market access team is not
8 currently collaborating with GRAIL's market access team
9 due to the proposed hold-separate, right?

10 A. Yeah, not to my knowledge. We're still
11 operating as if we're being held separate.

12 Q. And Illumina's regulatory affairs team is also
13 not collaborating with GRAIL's regulatory affairs team
14 due to the proposed hold-separate, correct?

15 A. Not to my knowledge.

16 Q. And currently Illumina and GRAIL's sales teams
17 are not collaborating due to the proposed
18 hold-separate, correct?

19 A. Not to my knowledge.

20 Q. And one of those -- one of the --

21 JUDGE CHAPPELL: Hang on. Let's make sure the
22 record's clear. You're -- this happens all the time.

23 Mr. Joseph, the last word of your question is

24 "correct," and he's saying "not to my knowledge," but I
25 think he's saying that's not correct. I'm not sure.

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9/14/2021

1 THE WITNESS: Sorry, Judge. What I'm saying is
2 those teams are not interacting with each other to my
3 knowledge.

4 MR. JOSEPH: Thank you, Your Honor.

5 JUDGE CHAPPELL: All right. Go ahead.

6 BY MR. JOSEPH:

7 Q. One of the purposes of the planned early 2021
8 executive-to-executive meetings was for GRAIL to
9 discuss its near-term plans and objectives, right?

10 A. Yeah. There were a -- there were a couple
11 objectives. One of them would have been to, you know,
12 provide what we were working on and wanting to achieve
13 in 2021 to Illumina, to those functional leads, to see
14 if, you know, there were immediate things that they
15 could jump in, that weren't the big-picture
16 efficiencies that we've been talking about, and, again,
17 get to know each other, how they're going to operate,
18 and so on.

19 Q. And as of June 23rd, 2021, GRAIL had not shared
20 those plans and objectives with Illumina, right?

21 A. So not on a function-by-function basis. Again,
22 I can't recall perfectly, but our objectives might have
23 been in a board presentation that they saw as part of
24 diligence, but those -- those meetings and in that form
25 had not been shared.

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 Q. And at that time, GRAIL wanted to have meetings
2 to define what success looks like, including areas
3 where Illumina can accelerate GRAIL's objectives,
4 right?

5 A. That is correct.

6 Q. And those meetings to define where Illumina can
7 accelerate GRAIL's objectives did not happen, right?

8 A. I mean, not exactly. As I said, those meetings
9 to look at our short-term goals and to see if there's
10 anything that we're currently doing in 2021, those
11 meetings did not happen.

12 Q. Well, let's look at your deposition from June
13 23rd, 2021, PX 7108 --

14 A. Okay.

15 Q. -- on page 283. We're going to look at lines
16 13 to 21.

17 So I asked you:

18 "QUESTION: So just to be clear, the meetings
19 related to defining what success looks like including
20 areas where Illumina can accelerate our objectives,
21 those meetings have not happened; is that right?"

22 Your answer was:

23 "ANSWER: The acceleration of these near-term
24 functional objectives, those have not happened."

25 Do you see that?

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 A. I believe that's in line with what I just said.

2 Q. Now, do you recall on direct that you were
3 asked questions about GRAIL's financing needs?

4 A. Yes.

5 Q. And GRAIL was spun out of Illumina in January
6 2016, right?

7 A. Yes.

8 Q. And at that time Illumina still had a majority
9 of GRAIL equity, right?

10 A. That is correct. They were still consolidating
11 us.

12 Q. But through a Series A raise, GRAIL accepted
13 new investors, right?

14 A. That is correct.

15 Q. Including that Series A, GRAIL completed four
16 private capital raises, right?

17 A. That is correct.

18 Q. And in total, GRAIL has raised just under \$2
19 billion as a private company, hasn't it?

20 A. Yes, it has.

21 Q. And that included the Series B where GRAIL
22 raised over \$1 billion, right?

23 A. Yes, we did. We raised a billion dollars
24 between February of '17 and I believe December of '17.

25 Q. And GRAIL received investment from some

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 big-name investors, didn't it?

2 A. Again, by "big-name," I'll just -- we had some
3 strategic pharma partners that we received investments
4 from.

5 Q. It also received investment from the likes of
6 Jeff Bezos and Bill Gates, right?

7 A. I believe those were as part of Series A, not
8 Series B, but yes.

9 Q. And you were asked some questions about
10 international operations for GRAIL, correct?

11 A. Yes.

12 Q. Now, GRAIL has just launched its UK-based trial
13 yesterday, right?

14 A. I believe the first patient in or the -- where
15 you could start to come in was -- yeah, it was really
16 recently.

17 Q. And GRAIL had been working toward that -- that
18 trial for a long time, right?

19 A. I believe we signed the agreement in the
20 December time frame and announced it.

21 Q. December 2020?

22 A. December of 2020, correct.

23 Q. And GRAIL negotiated this deal before Illumina
24 acquired it, right?

25 A. That is correct.

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9/14/2021

1 Q. And this trial in the UK, it's the largest
2 trial for any cancer screening test ever, right?

3 A. I believe so.

4 Q. You were also asked some questions using an
5 Illumina 10-K. I'd like to bring that up again.

6 Now, while that's being brought up, Illumina's
7 primary business is the sale of sequencers and related
8 consumables, correct?

9 A. Yeah, that's some of their products.

10 Q. That's their primary business, isn't it?

11 A. It depends on how you define "primary." It's
12 the majority of their revenues, I believe, so...

13 Q. Can we go to page 27.

14 We're going to zoom in on that paragraph that
15 we talked -- that you talked about earlier with
16 Mr. Pfeiffer. So the majority of the value or the
17 majority of sales, I think you just said, is from --
18 for Illumina is from sequencers and reagents, correct?

19 A. I believe so. We can look in the financials
20 and confirm that.

21 Q. And you were asked about this passage right
22 here that refers to some international sales. You
23 don't know what percentage of those international sales
24 are for sequencers, correct?

25 A. No, I don't know from the sentence. I know

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 that --

2 Q. And you don't -- oh, sorry. Didn't mean to
3 interrupt you.

4 A. I was going to say, I know that they -- that
5 Illumina -- I don't know. I believe they talk about
6 sequencer placements quarterly, but I don't know that
7 from this paragraph.

8 Q. And you can't tell or you don't know -- well,
9 let me rephrase.

10 You don't know what percentage of Illumina's
11 international sales are due to the sales of sequencers
12 and their related consumables, right?

13 A. No, I don't know that from looking at this.
14 I -- I do know that they have sales offices and
15 operations in these countries that we don't.

16 Q. And you don't know what percentage of these
17 sales identified here are from the UK. Is that right?

18 A. No. No, I don't.

19 Q. We can take that down.

20 Do you recall being asked about some of the
21 Illumina projects that you're aware of? I believe you
22 referred to a Michigan State project, or a Michigan
23 state project, not to be confused with the university.

24 A. Yes.

25 Q. Now, that project is regarding state coverage,

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 correct?

2 A. Yeah.

3 Q. It's not a federal project?

4 A. Yes. It's a state program. I think that's how
5 I described it.

6 Q. And you also referred to some risk-sharing
7 partnerships of Illumina. Is that right?

8 A. I -- I don't know if I called them risk-sharing
9 partnerships. I think I named some payers that they
10 have partnerships with.

11 Q. Well, Harvard Pilgrim was one that you could
12 come up with, right?

13 A. Um-hum.

14 Q. And Harvard Pilgrim has a limited scope. Is
15 that right -- excuse me. It is limited to only the New
16 England region, correct?

17 A. I believe so. I'm referencing these in
18 relation to they have relationships and partnerships
19 successfully with payers, of which we don't.

20 Q. And other companies are able to enter into
21 relationships with payers, right?

22 A. Yes.

23 Q. So you were also shown during your examination
24 a snippet from an expert report of the FTC. Is that
25 correct?

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 A. I believe so, yes.

2 Q. And you testified that it wasn't practical to
3 hire -- it wasn't practical for GRAIL to hire Illumina
4 employees, correct?

5 A. Right.

6 Q. I want to put up on the screen here the backup
7 for the expert report that you reviewed. This is all
8 public information. It's from LinkedIn. It's a
9 publicly available list of Illumina -- former Illumina
10 employees who have gone to GRAIL since 2017. And I
11 wanted to point you to a few of the employees here.

12 One is Gautam Kollu. He's now GRAIL's chief
13 commercial officer, correct?

14 A. That is correct.

15 Q. And he was hired from Illumina?

16 A. Yes.

17 Q. And I see four different sales employees on
18 here, Linda Montileo (phonetic), she's the associate
19 director of strategic accounts at Illumina, and then
20 she became the senior director of national accounts for
21 GRAIL. Do you see that?

22 A. Yes, I see it.

23 Q. There's also a Satnam Alag, who is the VP --
24 senior VP of software engineering and chief security
25 officer for GRAIL.

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Illumina, Inc. and Grail, Inc.

9/14/2021

1 A. Um-hum.

2 Q. He was a former employee at Illumina as well.

3 Do you see that?

4 A. Yes, I do.

5 Q. There's also Milan Karangutkar, who was the
6 director of software development at Illumina and is now
7 a senior software professional at GRAIL. Do you see
8 that as well?

9 A. Yes, I do.

10 Q. We can take this down.

11 You were also asked about GRAIL's ability to
12 receive USPSTF recommendation status for Galleri,
13 right?

14 A. I -- if I recall, we talked about it being a
15 necessary step to get broad reimbursement.

16 Q. Illumina has never received, for any product, a
17 USPSTF recommendation, correct?

18 A. Not that I'm aware of.

19 Q. GRAIL keeps about two years of cash on the
20 books. Is that right?

21 A. It's always a goal for us to have at least two
22 years of cash on the books.

23 Q. And when Illumina was acquired by -- excuse me.

24 When GRAIL was acquired by Illumina, GRAIL had
25 over \$600 million in cash, correct?

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

1 A. That sounds about right, which at the time
2 would have been less than two years of cash using our
3 '21 and projected '22 run rate.

4 MR. JOSEPH: Your Honor, that concludes my
5 public cross examination. I have that remaining
6 segment that would be in camera, but that concludes the
7 public questions.

8 JUDGE CHAPPELL: Mr. Pfeiffer, do you have any
9 preference?

10 MR. PFEIFFER: Your Honor, I have so few public
11 questions, we might as well just get them out of the
12 way, and then we'll be done with the public for the
13 day, I would think.

14 JUDGE CHAPPELL: All right, go ahead.

15 REDIRECT EXAMINATION (cont.)

16 BY MR. PFEIFFER:

17 Q. Mr. Freidin, you were asked some questions
18 about the modeling of the benefits of the transaction.
19 Do you recall that?

20 A. Yes, I do.

21 Q. Why didn't GRAIL see it as necessary to
22 formally model the acceleration benefits of the
23 acquisition?

24 A. As I was saying, they were just obvious to us.
25 You know, a royalty goes away, access increases, price

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9/14/2021

1 can come down. You know, Illumina is a multinational,
2 billion dollar, multiproduct company. They have got
3 international operations. They have got commercial
4 experience. Also, they have got FDA successes, again,
5 things that GRAIL does not have. So it was just
6 obvious.

7 Q. You were also asked about whether you had
8 modeled any dissynergies from the model. Let me ask
9 you, have you identified any dissynergies from the
10 merger?

11 A. No. I can't think of any or couldn't think of
12 any.

13 Q. And then you were asked a few questions
14 relating to integration efforts. Do you recall that?

15 A. Yes, I do.

16 Q. Just so the record is clear, how did the filing
17 of the lawsuit in -- by the FTC in late March 2021
18 affect integration efforts?

19 A. They all ceased.

20 Q. Why is that?

21 A. Because we did not want to be considered
22 gun-jumping.

23 Q. But for the filing of that lawsuit back in
24 March, what had you planned to be doing in terms of
25 integration by now?

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9/14/2021

1 A. We would have held all those meetings. We
2 would have had, you know, employee communications and
3 onboarding and all that fun stuff figured out.

4 Q. And when would you like to be moving forward
5 with integration?

6 A. As soon as possible.

7 Q. And why is that?

8 A. So we can get back on -- back on task to
9 accelerate saving lives and creating more value.

10 MR. PFEIFFER: Thank you, Mr. Freidin. Those
11 are my public redirect questions.

12 JUDGE CHAPPELL: Any recross, Mr. Joseph?

13 MR. JOSEPH: Just one moment, Your Honor.

14 I don't think so, so we can move to in camera.

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

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

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9/14/2021

1 OpenExchange will move that person to a waiting room.

2 Let me know after you've reviewed the list. Go
3 ahead.

4 (Pause in the proceedings.)

5 MR. JOSEPH: It looks fine to me, but Dave
6 Marriott has cloned himself apparently.

7 MR. PFEIFFER: One screen alone can't hold
8 Mr. Marriott. We don't see anyone else, Your Honor.

9 JUDGE CHAPPELL: Jada, the public is muted?

10 JADA: That is correct. You are all clear.

11 JUDGE CHAPPELL: We are in camera. Go ahead.

12 (Whereupon, the proceedings were held in
13 in camera session.)

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9/14/2021

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

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/14/2021

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(End of in camera session.)

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Illumina, Inc. and Grail, Inc.

9/14/2021

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

3 - - - - -

4 JADA: Your Honor, they are connected.

5 JUDGE CHAPPELL: All right.

6 Thank you, sir. You are excused. You may
7 stand down.

8 Anything to go over before we recess for the
9 day?

10 MR. PFEIFFER: Not for the Respondents, Your
11 Honor.

12 MR. JOSEPH: Not for us either, Your Honor.
13 Thank you.

14 JUDGE CHAPPELL: All right. We will reconvene
15 tomorrow at 9:45, 0945. We actually finished before
16 5:30 on at least one day. We're in recess.

17 ALL COUNSEL: Thank you, Your Honor.

18 (Whereupon, at 5:17 p.m., the hearing was
19 adjourned.)

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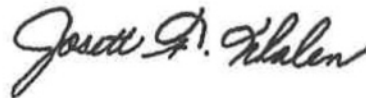
Illumina, Inc. and Grail, Inc.

9/14/2021

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CERTIFICATE OF REPORTER

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



JOSETT WHALEN, Court Reporter



SUSANNE BERGLING, Court Reporter

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

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

Virtual Proceeding Via Zoom
September 15, 2021
9:52 a.m.
TRIAL VOLUME 13
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.

9/15/2021

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Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Illumina, Inc. and Grail, Inc.

9/15/2021

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C O N T E N T S

WITNESS:	DIRECT	CROSS	REDIRECT	RECROSS	VOIR
GOSWAMI	3180	3245	3273		
OFMAN	3276	3379	3453		

EXHIBITS	FOR ID	IN EVID
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PX

None

RX

None

JX

Number4609 3407

Trial - Public Record

Illumina, Inc. and Grail, Inc. 9/15/2021

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

2 - - - - -

3 JUDGE CHAPPELL: We're back on the record.
4 Call your next witness.

5 MS. GOSWAMI: Good morning, Your Honor.
6 Respondents call Dr. Joydeep Goswami, an
7 employee of respondent Illumina, Inc.

8 JUDGE CHAPPELL: Any relation?

9 MS. GOSWAMI: No. I was actually going to say
10 that we're not related.

11 JUDGE CHAPPELL: Okay.

12 DR. GOSWAMI: Good morning, Your Honor.

13 JUDGE CHAPPELL: Good morning.

14 - - - - -

15 Whereupon --

16 JOYDEEP GOSWAMI

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

19 JUDGE CHAPPELL: All right. Go ahead.

20 MS. GOSWAMI: Thank you, Your Honor.

21 - - - - -

22 DIRECT EXAMINATION

23 BY MS. GOSWAMI:

24 Q. Good morning, Dr. Goswami.

25 What is your title at Illumina?

Trial - Public Record

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9/15/2021

1 A. I'm chief corporate and -- chief strategy and
2 corporate development officer at Illumina.

3 Q. And who do you report to at Illumina?

4 A. I report to Francis deSouza, who's the CEO.

5 Q. And before we get into your role at Illumina,
6 could you please give us an overview of your background
7 before you joined Illumina.

8 A. Sure.

9 So before Illumina I spent about 16 years with
10 Thermo Fisher or other companies that subsequently
11 merged with Thermo Fisher.

12 Most recently before joining Illumina I headed
13 up the clinical oncology and NGS division at
14 Thermo Fisher. Prior to that, I ran their protein and
15 cell analysis business. And immediately prior to that,
16 I had four years in Asia where I led first their Japan
17 business and then their Asia Pacific/Japan business.

18 And prior to that, I had several roles at
19 Illumina [sic] either running businesses such as the
20 stem cells and regen medicine business there or,
21 you know, part of the corporate development and
22 licensing teams.

23 Prior to Thermo Fisher, I spent about five
24 years with McKinsey & Company, a management consulting
25 company, primarily serving the pharmaceutical, med

Trial - Public Record

Illumina, Inc. and Grail, Inc. 9/15/2021

1 devices, private equity and technology areas.

2 Q. And I believe at one point when you were going
3 through your history at Thermo Fisher I think you may
4 have said "Illumina" instead of "Thermo Fisher."

5 Was that entire time at Thermo Fisher?

6 A. Sorry. I did mean Thermo Fisher.

7 Q. Thank you.

8 And you mentioned that at Thermo Fisher you
9 worked in clinical oncology and NGS.

10 Can you tell us a little bit more about
11 Thermo Fisher's next-generation sequencing business?

12 A. Sure.

13 So it's -- it was also a short-read sequencing
14 NGS business. It -- you know, we had a business that
15 was primarily based on selling the sequencer, the
16 reagents associated with it, kits associated which
17 served a broad variety of research use and clinical
18 customers.

19 We also did have clinically based kits, so we
20 did have the first FDA-cleared NGS panel for oncology,
21 the Oncomine panel. And we also had several other
22 clinical domains, such as reproductive health,
23 infectious disease, that adopted our platform and our
24 tests.

25 Q. What was your educational background before you

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9/15/2021

1 started working?

2 A. So I have a Ph.D. in chemical/biochemical
3 engineering and an M.B.A.

4 Q. And let's turn back to your time at Illumina.
5 When did you start working at Illumina?

6 A. I started at Illumina in late September 2019.

7 Q. And at a high level, could you please describe
8 your role at Illumina and your responsibilities in that
9 role.

10 A. Yes.

11 So at a high level, I lead up the corporate
12 strategy and corporate development functions. Broadly,
13 they can be partitioned into about four or five
14 different areas, right.

15 So the corporate strategy area deals with
16 helping the company formulate its annual five-year
17 strategic plan, also deals -- my team and I work on key
18 strategic projects that the company and its functions
19 undertake.

20 On the corporate development side, you can
21 split that into about four areas, so there's of course
22 M&A. Then there's a business development function that
23 has maybe three areas.

24 Part of the business development function deals
25 with partnerships and licenses with academic

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9/15/2021

1 institutions and other companies. This may be both
2 research-use licenses but also partnerships based on
3 our IVD products or platforms.

4 A second part of our -- my team deals with
5 pharmaceutical industry, particularly around companion
6 diagnostics relationships or partnerships on -- based
7 on the TSO 500 platform, which is an oncology-based
8 panel.

9 The third part of that, of the business
10 development function, also deals with pharmaceutical
11 companies but a little bit more on the research and
12 discovery side of the equation, where we provide
13 high-end services to help pharmaceutical companies
14 derive more insights from their genomic, multiomic and
15 potentially clinical data.

16 Q. And do you oversee business development at
17 Illumina?

18 A. I do.

19 Q. And at a high level, what is business
20 development?

21 A. So at a high level business development is,
22 you know, is looking to establish partnerships with
23 other companies based on our technologies or platforms
24 and sometimes, you know, to bring in technologies and
25 platforms from other companies that could improve the

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9/15/2021

1 solution that we provide customers.

2 So the three areas that I talked about in terms
3 of, you know, the partnerships with academic
4 institutions and companies based on our products, the
5 two relationships with pharmaceutical companies, all
6 fall under generally the rubric of business
7 development.

8 Q. And does your work relating to IVD partnerships
9 also fall within business development?

10 A. It does.

11 Q. I want to focus on that work today.

12 So just taking a step back, can you please
13 describe at a high level the different types of
14 clinical tests that are available in the
15 United States?

16 A. Yeah.

17 At a high level, you know, if a lab wants to
18 introduce a clinical test, it has three options,
19 right.

20 The most common option is something called an
21 LDT or a lab-developed test where the test provider
22 comes up with the test in the lab. It then validates
23 the test both analytically and clinically over a
24 period of time and then introduces it to doctors and
25 patients.

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1 They do this under what are called CLIA/CAP
2 guidelines which are, again, the clinical lab
3 guidelines that are laid out by U.S. authorities. And
4 you know, as long as it follows those guidelines and
5 validates the test, the test is then, you know, able to
6 be provided to patients and doctors, but only from that
7 lab, right. That test cannot then be transferred to
8 any other lab, and you know, typically it remains with
9 that lab. And the test developer then takes all
10 responsibility for certifying the test and validating
11 it.

12 A variant of this, which is a second type of
13 test, is where this test developer then files a -- or
14 seeks approval from the FDA to validate this LDT.
15 That goes through an additional burden of
16 certification, both analytical and clinical
17 validation, to obtain a PMA or premarket authorization
18 for that test. And this sort of a test again is
19 restricted to be provided only at that lab. It cannot
20 be transferred to any other lab. The kits cannot be
21 sent anywhere. And that's referred to as either a
22 single-site PMA or a single-site IVD.

23 And then the third type of test is generally
24 a -- introduced by a test developer, which then
25 involves a kit that is developed and manufactured by a

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9/15/2021

1 test developer or test manufacturer. This kit then can
2 be sent or distributed to other labs that can then
3 bring them on with a far lower burden of validation at
4 that particular lab, as long as they are
5 CLIA/CAP-certified.

6 The manufacturer then takes on the burden of
7 designing the test, going through the clinical trials
8 that are needed to validate the test, and seeks
9 approval from the FDA, which then clears the test.

10 The manufacturer then also bears the burden of
11 continuing to manufacture the test and distribute it
12 and support it, according to FDA guidelines. And these
13 are then subject to audits by the FDA pretty much on an
14 annual or a biannual basis. And you know, and it --
15 again, the responsibility for quality control and
16 quality analysis of this distributed kit falls
17 completely on the manufacturer, much less so on the lab
18 that's adopting the test.

19 Q. And just talking about the first two test
20 options for a moment, what is Illumina's role in those
21 LDT and single-site PMA options to the extent the test
22 developer is using Illumina's sequencing platform?

23 A. You know, Illumina's role is actually very
24 minimal in that, right. We provide our instruments and
25 reagents to that as we provide them to all our

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1 customers, right.

2 The -- as I mentioned earlier, right, the lab
3 developer then has the sole responsibility of
4 developing the test, designing it and, you know, at the
5 end of the day qualifying the test and being
6 responsible for the ongoing quality management of the
7 test and its results to patients. It -- our
8 relationship to the lab at that point is mostly as a
9 supplier.

10 Q. And then what about the third option, the
11 distributed or sometimes called kitted IVD test option?
12 What is Illumina's role there?

13 A. Yeah. Illumina -- well, so it depends, right,
14 so for tests that we -- so for a distributed IVD kit
15 such as TSO 500 that we develop, right, we take on the
16 responsibility for that test.

17 Now, if it's some other test developer that is
18 developing a test on our Dx platforms, then our
19 responsibility actually is to -- really focuses on the
20 Dx platform that this developer uses, right. But the
21 developer then takes responsibility for all the
22 clinical trials that they have to run to -- to validate
23 the test, to submit the clinical trial results, both
24 analytical and clinical validation to the FDA, and then
25 they take on the burden of then making sure that they

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1 are manufacturing the distributable kit according to
2 FDA guidelines and maintaining the quality of that kit
3 going forward.

4 So, again, Illumina's relationship is -- the
5 responsibility is really to separately, you know, and
6 often before to file the -- or get approval for -- from
7 the FDA for the box, the box that runs the test, and
8 supply the core consumables that go along with the box,
9 while the test manufacturer has sole responsibility for
10 the distributed kit that is available.

11 The one other place where it's a one-time
12 transfer, when the test developer is -- has finished
13 the design of the kit, we -- Illumina provides a --
14 what's called as a local run module, so it's a
15 software module that's a one-time transfer to the test
16 developer, which then allows this test developer to use
17 the genetic results coming out of their test and,
18 you know, interpret it for the results of the test.

19 And they can -- once that LRM is transferred to
20 the -- to the test developer, they can then distribute
21 that, that software component, to the labs that take up
22 the kit.

23 Q. So you mentioned Dx platform, and I think you
24 started talking about it a little bit, but can you
25 explain what Dx platform -- what the Dx platform is and

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1 what Dx instruments and core consumables are?

2 A. Sure.

3 So a Dx is shorthand for diagnostic platform.

4 And you know, when -- so in -- so when we certify
5 something as being a Dx platform, there's a higher
6 level of quality control, documentation and testing
7 that goes along with that instrumentation.

8 So even after you've developed what is called
9 an RUO or a research use instrument, to get a Dx
10 certification is a considerable investment of time,
11 money and resources. The more complex the instrument,
12 the more that burden increases.

13 So what Illumina does to develop the Dx
14 instrument is that it runs a set of clinical trials to
15 demonstrate the robustness of the instrument in a
16 clinical setting. And that robustness will mean that,
17 you know, you get the same results or similar results
18 regardless of where the instrument might be, so what
19 lab it might be, who might be operating the instrument,
20 so you test for operator variability or lab
21 variability.

22 You also -- these clinical trials -- you also
23 have to maintain the documentation to how that
24 instrument was designed. And of course then on the
25 manufacturing side of the instrument and the

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9/15/2021

1 consumables, right, you have to then maintain
2 documentation of manufacture that can then give the
3 customer confidence that these continue to be
4 manufactured under very strict guidelines.

5 So the burden of documentation, the burden of
6 proving this is substantial. And I said earlier,
7 right, it can take multiple years and often several
8 tens of millions of dollars and for the very high end
9 of the instruments that that number can approach,
10 you know, probably a hundred million dollars or so in
11 investment for our instruments.

12 And all that is also -- sorry, Sharon -- all
13 that is -- is done at risk, right, so we have to --
14 before anybody can develop content on our
15 Dx instruments, we actually have to go ahead and get
16 approval for that instrument, at risk, without really
17 knowing if anyone is going to develop content on it,
18 from the FDA.

19 Q. And what diagnostic grade instruments does
20 Illumina currently market in the United States?

21 A. So we have two. We have the MiSeqDx, which is
22 the low-throughput platform. And then we also have the
23 NextSeqDx, which is the medium or mid-throughput
24 platform.

25 And we currently have a third instrument that

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9/15/2021

1 has not yet been approved, the NovaSeqDx, which is the
2 high-throughput platform, currently going through
3 clinical trials and in advance of that submission to
4 the FDA.

5 Q. And ballpark, when did Illumina get FDA
6 clearance for the MiSeq product?

7 A. If my memory serves me right, that was in the
8 2013-2014 time frame.

9 Q. And what types of applications can be performed
10 on a MiSeqDx?

11 A. Yeah.

12 So the MiSeqDx is a low-throughput platform,
13 so that means it has a, you know, per-run of the
14 instrument. There's a -- there's a number of runs,
15 which tends to be at the smaller end, so what happens
16 then is that you can run tests that have a low number
17 of reads per test, so something like NIPT or an
18 infectious disease test or a small oncology panel can
19 be run there.

20 And then, you know, you also have to consider
21 the number of samples, right, so it's a per-test
22 multiplied by the number of samples gives you the total
23 number of reads that the instrument can do.

24 So if you have a small -- a test with a small
25 number of reads, then you can process a fairly decent

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9/15/2021

1 number of samples, so something like 24 to 96 samples
2 at a time. Or if your test is a bigger test, then
3 you'll be able to run a proportionately small number of
4 samples at the end of the day.

5 And generally, a low-throughput instrument will
6 be used in applications that are -- either have a very
7 low read or the lab itself is a small lab, so it's
8 processing maybe, you know, ten to twenty samples at a
9 time.

10 And as I said, infectious disease, small
11 oncology panels and NIPT-type applications can be run
12 on a MiSeqDx.

13 You cannot run, for example, though, a whole
14 genome sequence or you'd find it hard to run whole
15 exome sequences as well on a MiSeq.

16 Q. And then turning to the NextSeq product, when,
17 you know, ballpark did Illumina get FDA clearance for
18 the NextSeqDx product?

19 A. Again, I believe it was in the 2017 time frame.
20 It was before I joined the company, but it was in that
21 time frame.

22 Q. And I think you may have already said this, but
23 is the NextSeq platform approved by the FDA as a Dx
24 instrument in the United States?

25 A. It is.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 Q. And is the NovaSeq platform approved by the FDA
2 as a Dx instrument?

3 A. It is not. It's -- currently we're in the
4 process of completing our trials on that instrument, on
5 the Dx version of the instrument.

6 Q. So, based on your experience, what factors will
7 be relevant as to whether a laboratory may use the
8 NextSeq or the NovaSeqDx option?

9 A. So primarily two factors, right, so one is,
10 you know, the type of test it wants to run, right.

11 So if you want to run a large test, a large
12 oncology panel or, you know, you're serving, let's say,
13 neonatal patients that require germline analysis of
14 the whole genome, right, typically you would use a
15 NovaSeq platform for that, for that sort of
16 application.

17 Or if the lab is running a large number of
18 samples, so it's either affiliated with a large health
19 system or it's a centralized lab of some kind, right,
20 or both, right, so you could -- you could have large
21 panel, large number of samples. Any of those
22 combinations would require you to move more towards
23 the high-throughput side of an instrument platform
24 choice.

25 And from there onwards, right, you can have

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 combinations. If you're running a -- you don't have
2 that many samples, but you want to run a largish panel,
3 you might choose the mid-throughput option. And then
4 of course, if you're on the low, low side, right, then
5 you would choose the low-throughput option.

6 Q. And then coming back to the different types of
7 tests, in your experience, how do test developers,
8 you know, approach these different types of tests and
9 how do they decide, you know, which types of tests to
10 pursue in development?

11 A. So, you know, almost invariably, most of the
12 test developers, you know, as evidenced by history
13 here, right, have started off in the LDT mode. And
14 there's a reason for that, because that allows them
15 to -- it gives them time to develop the test but also
16 then with a low regulatory burden and a low cost
17 investment develop and optimize that test before it's
18 offered to the public.

19 It allows them to get to that point faster
20 because, you know, you're not -- you're not going
21 through FDA review initially before you're confident
22 that the test has both applicability -- you know, it
23 can test that. You know, the test is adopted widely by
24 the marketplace. It also gives them time to obtain
25 reimbursement for that particular test and, you know,

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9/15/2021

1 make sure that it is economically viable.

2 A vast majority of users actually tend to stay
3 in the LDT mode, right. A few of them may then apply
4 to the FDA for a regulatory clearance as a single-site
5 PMA or a single-site IVD, but that generally tends to
6 happen, you know, if you look at the evidence, several
7 years after the LDT status has been obtained.

8 And then in very rare cases they may decide to
9 go out for a distributed IVD for that particular kit,
10 right. And again, that tends to be several years
11 removed from the original LDT and maybe even the
12 single-site PMA approach.

13 And you know, I think to just provide a little
14 bit of evidence on this, right, so if you look at one
15 of the longest-available molecular tests, if you will,
16 right, based on DNA and RNA, is the -- is the BRCA test
17 that Myriad Genetics introduced in I think the
18 mid-1990s. And that test is still just available as
19 a -- as an LDT. I'm not sure if they actually approved
20 or obtained IVD -- IVD as in a single-site PMA status,
21 right. But they have never introduced that test as a
22 distributed kit.

23 Exact Sciences' Cologuard test is another
24 example, right. It started off as a single-site test
25 in I think in the 2014 time frame, and it's still --

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9/15/2021

1 they have had -- announced no plans to really take that
2 test as a distributed IVD test, right, so it remains as
3 a single-site-available test alone.

4 Q. What about some of the other factors that you
5 mentioned earlier, like the number of samples or the
6 number of samples in a given lab or the size of the
7 tests? Are those considerations with respect to the
8 LDT or the single-site PMA or the IVD option?

9 A. They are from a -- from a test manufacturer's
10 perspective, right, they -- it's more the -- it's an
11 economic decision often, right, so where, you know,
12 they usually can scale up to handle a larger number of
13 samples. And that's, you know, pure just economies of
14 scale.

15 And you know, companies like Myriad and
16 Exact Sciences, just to stay with those two examples,
17 have proven that they can scale. They also have proven
18 that you can get samples shipped to you, to the
19 centralized lab, quite easily given existing
20 infrastructure that exists, right, both from the
21 United States and abroad.

22 So, you know, then it becomes a -- really an
23 economic decision whether they want to proceed to a
24 distributed IVD kit. Sometimes that decision is
25 driven by two -- essentially two things, right.

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1 One is, you know, if you have samples that
2 are -- you know, it's harder to ship because you have
3 very little amount of sample. It's very precious
4 sample, so if something happens to it, there's no,
5 you know, backstop to it, so labs might prefer not to
6 ship on the sample. Or you need results in a -- in
7 a -- with much faster turnaround times where, again,
8 you know, in some cases shipping might not allow you to
9 meet those turnaround time requirements.

10 Q. Do you have any examples of applications where
11 you might have, like you said, very precious samples or
12 require very fast turnaround time?

13 A. Yeah. A couple of examples there, right.

14 So, you know, the one that I'm quite familiar
15 with is really around treatment selection tests
16 sometimes require a fairly fast turnaround time, so let
17 me give you some background and context on this.

18 Often, unfortunately, in oncology, cancer is
19 detected at a very late stage, right, so at Stage III
20 or Stage IV. These patients are very sick. You need
21 to put them on the right therapy as quickly as
22 possible, right, and so those sorts of -- that sort of
23 treatment selection test involves extraction of a tumor
24 biopsy and testing the tumor biopsy then to provide the
25 molecular basis of that tumor.

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1 The challenge with patients that are in
2 Stage III/Stage IV -- and let's take the example of a
3 lung cancer patient, right -- they're very sick.
4 Usually it is quite hard to get enough tumor tissue
5 from them, right. And that sample becomes very
6 precious. You generally have a very small quantity of
7 that sample. And labs may have a preference to say,
8 Look, you know, I want to retain as much of the sample
9 as I can just in case I have to do additional testing
10 on it. And you want that result to be turned around
11 fairly quickly so that the patient can be treated with
12 the right drug as soon as possible.

13 So that's a good example of something that
14 might require both quick turnaround time but also that,
15 you know, the lab may be loath to send a sample out
16 somewhere else, just not take the risk, because
17 rebiopsying the patient is quite difficult in that
18 case.

19 Q. What about for oncology tests in kind of
20 different stages, for example, for cancer screening?
21 In your experience, would those same factors apply in
22 those other settings?

23 A. They don't, Sharon, I think for two reasons,
24 right.

25 One, you know, when you are looking at

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9/15/2021

1 germline cancers or very early cancers, right, the
2 tissue is quite abundant, right, so for germline you
3 usually take a punch biopsy. In many of the other
4 screens you're either looking at blood or some other,
5 you know, tissue that's a little bit more easily
6 available.

7 Or you also don't have the same time
8 restrictions, right, so you're -- if it's a test for
9 risk of cancer or an early-stage cancer, it's okay to
10 have a turnaround time in weeks because, you know, the
11 doctor is -- in many cases the intervention requires
12 you to wait and watch or -- or do a secondary test and
13 then, you know, determine how the patient is to be
14 treated.

15 So the time requirements are not as urgent, and
16 the sample is quite abundant, so you don't have as much
17 of an urgency or a concern about sending out.

18 Q. Let's turn back to Illumina's role in the
19 development of IVD kitted tests on Illumina's
20 platform.

21 Does Illumina support the development of
22 distributed IVD kits on its NGS platform?

23 A. It does. And you know, we have several
24 partners that are developing content on our platforms.

25 Q. And I'll just remind you that we're in the

3201

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9/15/2021

1 public session.

2 But why does Illumina support the development
3 of distributed IVD kits on its platform?

4 A. So a couple of reasons, I mean, you know, from
5 a -- from a mission perspective, I mean, that's part of
6 our mission, to make NGS available to a broad swath of
7 customers so that they can develop solutions that help
8 human health, right, so that perspective is very
9 consistent with our mission.

10 From an economic or a business perspective,
11 right, it makes a lot of sense as well because, if you
12 think about a lab, right, it will be more inclined to
13 adopt a diagnostic platform if there is more content or
14 more types of tests available on that platform, so
15 then, you know, depending on whatever the test the
16 doctor or the customer or patient chooses, they can run
17 multiple tests using the same platform, so they get
18 more use out of that.

19 For us that makes more sense because it means,
20 you know, more customers are incentivized to adopt our
21 platform, they run more tests on our platform, and
22 therefore, you know, they use the platform and our core
23 reagents and consumables more at the same time, so that
24 makes a lot of economic sense. And the more partners
25 we have developing content, the better the outcome is

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9/15/2021

1 for us, both for us and for our customers and
2 ultimately for doctors and patients.

3 Q. In your experience, do all platform developers
4 support distributed test kit development on their
5 platforms?

6 A. No, not all plat- -- not all cus- -- platform
7 developers support it. Sometimes, you know, platform
8 developers lock their platforms, so they're only
9 available for their own assays and their own, you know,
10 kits.

11 Q. And without revealing any confidential
12 information, does Illumina allow, you know, potential
13 competitors, for example, other therapy selection test
14 developers, to develop IVD kitted tests on Illumina's
15 NGS platform?

16 A. Yes, we do.

17 And you know, again, we have decided to open
18 our platform, for example, to all customers regardless
19 if their test is in therapy selection or in, you know,
20 monitoring or MRD or screening or other types of
21 diagnosis/prognosis. It doesn't matter, right. It's a
22 broad field definition.

23 You know, we've had stalwarts in the
24 industry -- and this is public information, right --
25 like Roche or QIAGEN that are partners developing

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9/15/2021

1 content on our platform, so -- and this -- Roche and
2 QIAGEN have both been platform -- or content developers
3 on our Dx platform since 2019, right, so this has been
4 a policy now in effect for a considerable amount of
5 time.

6 Q. Are you aware of Illumina ever refusing to
7 enter into an IVD agreement in oncology with a test
8 developer in the United States?

9 A. I'm not, and you know, that's definitely not
10 been the case since, you know, I've been with Illumina.

11 Q. And are you familiar with Illumina's IVD
12 agreement negotiations?

13 A. I am.

14 Q. And ballpark, about how long do IVD agreements
15 typically take to negotiate?

16 A. You know, Sharon, that depends, right. And it
17 depends really on how -- how developed the plans of the
18 content developer are and, you know, how
19 well-thought-through their strategy for developing an
20 IVD kit is.

21 So, you know, and of course then there has to
22 be a meeting of the mind on the financials and the
23 terms of the agreement, right, so that typically does
24 take some time.

25 You know, if a -- if a test manufacturer is

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9/15/2021

1 quite clear on what their test is and, you know, is
2 ready to have all of the -- you know, the information
3 that's required for them to make the decision, this can
4 take, you know, as little as I would say four to six
5 months to complete a contract, right.

6 But if they're not clear, then the process can
7 take much longer, you know, sometimes even up to a year
8 or more, as they -- as they finalize and formalize
9 their strategic intent and, you know, the -- are --
10 have a better idea of what exactly their test is going
11 to look like and perform on our platform.

12 Q. If a test developer wanted to enter into an IVD
13 agreement in oncology with Illumina today, what would
14 they do?

15 MS. BOVEE: Objection as to foundation.

16 JUDGE CHAPPELL: Response or rephrase.

17 MS. GOSWAMI: I can rephrase.

18 BY MS. GOSWAMI:

19 Q. In your experience, if a test developer wanted
20 to enter into an IVD agreement in oncology with
21 Illumina today, what could they do?

22 A. Yeah.

23 So we do have an open offer that's publicly
24 posted on our website in terms of the various,
25 you know, types of agreements that are available.

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1 So a test developer essentially already has
2 access to the types of terms we offer in -- you know,
3 and the fields we offer, et cetera, in oncology,
4 right.

5 So they would be able to look at that. They
6 would then be able to make that decision on, you know,
7 which type of agreement they want to look at, what
8 types of instruments they want to develop their test
9 on. And after that point, it's really approaching us
10 and telling us, you know, which area they -- what type
11 of platform they want to be on, and we would go through
12 with a negotiation on that.

13 Q. So before we get into the specifics of that
14 open offer, are you a signatory on any IVD agreements?

15 A. I am. I do tend to be the signatory on most of
16 them.

17 Q. In your experience, does Illumina abide by its
18 contractual obligations?

19 A. We do.

20 Q. Does Illumina enter IVD agreements with the
21 intent to follow them?

22 A. We absolutely do.

23 Q. In your experience, has Illumina been accused
24 of breaching the terms of its IVD agreements?

25 A. We have not.

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 Q. So let's turn now to the open offer, which is
2 Exhibit PX 64, which is already in evidence as part of
3 JX 2.

4 So you mentioned the open offer earlier.

5 Are you familiar with the IVD portions of the
6 open offer?

7 A. I am.

8 Q. And this document that I've put up, is this the
9 first page of the open offer?

10 A. I believe so.

11 Q. What was your role in putting together the IVD
12 portions of the open offer?

13 A. So my team worked on -- with the legal group on
14 really developing this offer based on, you know, some
15 of the experiences we had and the precedents we already
16 had with other companies that had already entered into
17 similar agreements with us.

18 Q. And what was Illumina's intent in putting
19 together the IVD template in the open offer?

20 A. You know, really to provide clarity to -- to
21 other partners that want to -- you know, to strike
22 these agreements with us.

23 You know, there was -- we also listened to some
24 of the critiques and the questions that came from the
25 FTC in the wake of the GRAIL offer, and you know,

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3207

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9/15/2021

1 therefore we wanted to make sure we were transparent
2 and provide that transparency to potential partners
3 going forward into the future.

4 Q. And is Illumina's -- is it Illumina's intent to
5 disadvantage potential rivals to GRAIL with the open
6 offer?

7 A. No. On the contrary, the open offer actually
8 sets an even playing field for all customers in the
9 oncology arena.

10 Q. So let's turn to section 6 of the open offer,
11 which I believe is PX 64-8. And I just want to draw
12 your attention to the first portion of it since that's
13 the part that relates to IVD.

14 At a high level, what does this section say?

15 A. So this section is laying out that any customer
16 or potential partner that wants to develop content on
17 our Dx instruments, you know, can do so at any time
18 between the effective closing of the transaction and up
19 to six years from that date and enter into an
20 agreement, an IVD agreement, with us for developing
21 their content on our platform.

22 Q. So let's turn now to Exhibit B to the open
23 offer, which I believe is on PX 64-28.

24 Dr. Goswami, are you familiar with this
25 exhibit?

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9/15/2021

1 A. I am.

2 Q. And what is this exhibit?

3 A. So it's -- it's essentially laying out all of
4 the IVD test kit agreement terms, right. And as you
5 can see, it has three different options for it, and it
6 lays out the terms for each of those options.

7 The three options are, you can either select
8 the NextSeq platform or the NovaSeq platform -- and
9 these are NextSeqDx and NovaSeqDx platforms -- or you
10 can select an all-platforms, so it gives you access to
11 all our platforms either that are currently available
12 or ones that Illumina is planning to develop in the
13 future.

14 Q. And just before we get into specifics of those
15 terms, has Illumina also made available any kind of
16 template agreement in addition to this summary that
17 we're looking at?

18 A. Yes, it has.

19 So underlying each of those -- these are the
20 summary terms for the agreements that -- you know, the
21 detailed agreements are also available.

22 Q. And then turning to each of the different
23 agreements, how many -- how many test kits can a
24 customer develop under the all-platforms agreement?

25 A. So for the all-platforms agreement the

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9/15/2021

1 customer can develop an unlimited number of kits,
2 right, so there is no restriction on the number of
3 tests or kits that they can develop, on any of the
4 platforms.

5 Q. And then what about for the NextSeqDx or the
6 NovaSeqDx-only agreements? How many kits can they
7 develop?

8 A. So for those two it's the -- the agreement
9 terms provide them access to up to three tests to be
10 developed.

11 Q. And how did Illumina select the number of test
12 kits that are offered under each of these agreements?

13 A. You know, it's really based on what we had
14 agreed with previous partners that had come to us, so
15 we wanted to be fair to those partners as well in terms
16 of the open agreement, so we set those at three.

17 And again, generally, you know, that number
18 seemed to have been fine with most of the partners we
19 work with.

20 Q. And what is the territory of these agreements?

21 A. So they're all worldwide and, you know,
22 essentially referring to the jurisdictions we have
23 obtained regulatory clearance for for the instrument.

24 Q. So let's turn now to the next page, which is
25 PX 64-29, and let's take a look at the first row, which

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1 talks about the term.

2 So what are the -- what is the length of the
3 term for each of these different kinds of agreements?

4 A. So for the NextSeq and the NovaSeq, you know,
5 the term is ten years from the date the transaction
6 closes, right. And of course, you know, you have ten
7 years to develop the thing and then after that,
8 you know, the customer can continue to commercialize
9 the test beyond those ten years.

10 For the all-platforms, again, you know, because
11 that covers platforms that Illumina may not have
12 developed yet or is looking to develop in the future,
13 that term is slightly longer. It's 15 years, but the
14 same comments on -- or the terms on commercialization
15 or continued commercialization are available there as
16 well.

17 Q. And how were these terms selected for the open
18 offer?

19 A. Again, this is based on industry standard terms
20 and that also, you know, not to -- giving people enough
21 time to develop a kit or a test on any of these
22 platforms going forward.

23 Q. And what is required from Illumina to keep
24 these instruments available, for example, for a
25 ten-year term?

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1 A. So, as I mentioned earlier, right, Illumina
2 then, you know, has to commit to supporting the
3 instruments in the field, right, but also
4 manufacturing them at a Dx grade, right, so in
5 deference or in compliance with the FDA or other
6 regulator, you know, requirements, right.

7 So that is, as I said, right, it's a fairly
8 heavy burden for us, but we have committed to doing so
9 for an extended period of time so that these tests can
10 then reach customers and doctors and patients in a
11 distributed fashion.

12 Q. And without that commitment, historically could
13 Illumina decide to sometimes obsolesce one of these
14 instruments from time to time?

15 A. Yes. And typically there always are
16 provisions for manufacturers to obsolesce their
17 instruments, right. And it's -- it's actually a
18 two-way street because as newer instruments and better
19 instruments become available, there is a -- typically a
20 clause to obsolesce these instruments over time so that
21 you're not supporting a very small volume of
22 instruments in the field.

23 We have obviously extended that, that term or
24 that period of time when we will continue to maintain
25 these platforms for development of course and then

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9/15/2021

1 further for commercialization.

2 Q. Let's now turn to the financial terms of the
3 agreements, which is the next row on the same page, on
4 PX 64-29.

5 So at a high level, what are the financial
6 terms under each of these three types of agreements?

7 A. Yeah.

8 So the format of the financial terms is the
9 same across all three. And again, you know, these are
10 I would say fairly standard in the industry, in my
11 experience, in terms of other contracts that I've done
12 at other companies, right.

13 So there's three pieces to this.

14 The first part is a technology access fee,
15 which is typically paid up front.

16 The second piece of it is -- comprises of
17 development milestones which roughly are due when a
18 test developer progresses towards development of a kit.
19 And they're, you know, on a per test kit basis or test
20 kit developed basis.

21 And then the third milestone is a revenue share
22 component of it, which is due only after the test
23 developer launches or commercially launches the kit
24 and of course is then commensurate with the success of
25 the test in the marketplace.

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1 So we kind of have these three components to
2 make sure that we are fair and we're distributing
3 the -- you know, the fees over a period of time and
4 again, you know, based on this -- the success and the
5 commercial milestones of the company.

6 Q. So just for the record, for the all-platforms
7 agreement, what is the technology access fee?

8 A. It is 25 million.

9 Q. And how did Illumina select that amount for the
10 technology access fee for that agreement?

11 A. So that was primarily looked at on two fronts,
12 right.

13 So one piece, as I mentioned earlier, right,
14 Illumina has to develop these platforms way in advance
15 of them ever having content built on them by a
16 partner. And that development often takes several
17 tens of millions of dollars over several years and is
18 done completely at risk, right. We have no guarantee
19 that it will be successful, that we'll be able to get
20 the regulatory piece, or that customers will ever adopt
21 that platform.

22 So there is -- as a business, we have to seek a
23 return on that investment at risk that we make to make
24 that Dx infrastructure broadly available, so that's one
25 component of how we came to that fee.

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1 The other component of this is, you know, of
2 course, market reality, right, so is this consistent
3 with other players that have had similar deals with
4 other platforms, for example, and/or, right, in our
5 case we had the advantage of having worked with and
6 negotiated terms with two of the largest and most
7 successful diagnostic players in the field, Roche and
8 QIAGEN, and they -- they then gave us feedback of,
9 you know, what is acceptable or an acceptable range,
10 and that guided us to in terms of where we could
11 position this fairly to provide value to of course our
12 shareholders but also our content development
13 partners.

14 Q. What if there's a smaller test developer who
15 may not want to pay a \$25 million fee? Are there any
16 options for them?

17 A. Yeah. They can absolutely choose, you know,
18 the NextSeq platform or the NovaSeq platform on their
19 own and develop those -- you know, their kits on those
20 platforms.

21 Q. And what are the technology access fees for
22 those platforms?

23 A. So for the NextSeqDx only, the technology
24 access fee is \$3 million. And then for the NovaSeq
25 platform -- that's the high-throughput platform -- the

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3215

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1 technology access fee is \$15 million.

2 Q. And what about the revenue share? How did
3 Illumina select a 6 percent revenue share?

4 A. Yeah.

5 So in the life sciences and diagnostics
6 industry, revenue share numbers, you know, ranging
7 from 4 to 10 percent are fairly common, right, so
8 we -- we had initially looked at something that's close
9 to the midpoint of that number. And again, as I
10 mentioned, right, our conversations with both large
11 players like Roche and QIAGEN and smaller players kind
12 of landed us at that 6 percent number as something that
13 was acceptable to customers and fair to our
14 shareholders as well.

15 Q. And what about the milestone payments? How did
16 Illumina select these amounts for the different
17 milestone payments?

18 A. Yeah.

19 So, again, I think, you know, the same kind of
20 considerations in terms of obtaining a return for our
21 initial investment and continued investment in
22 maintaining an infrastructure, a global infrastructure
23 of instruments that are at a higher quality than --
24 you know, than the research use instruments.

25 We also had the benefit again of, you know,

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9/15/2021

1 spreading these out, so customers don't actually have
2 to pay these milestones until they actually are ready
3 to hit development milestones on a kit and they only
4 pay per kit, right, so it's not -- they're not paying a
5 lot up front or they're not paying for things that
6 they're not developing.

7 And you know, as I was saying, we also then
8 had the benefit of having had several negotiations
9 before we came to the open offer, actual negotiations
10 and successful closing of contracts with parties that
11 suggested that, you know, these kits were -- or these
12 sorts of development milestones were fair for both
13 sides and we had reached agreement on with -- mutual
14 agreement with -- with content developers on these
15 terms.

16 Q. If a test developer is developing a competing
17 test to Illumina, are they charged more than
18 noncompetitors under these open offer terms?

19 A. They're not. It's the same for all customers,
20 and it really is a level playing field. And as I've
21 mentioned earlier, right, the field or the definition
22 covers all applications in oncology regardless of
23 whether we have a product in the same space or not.

24 Q. Does the definition cover screening?

25 A. It does.

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3217

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1 Q. In your experience, were the terms of these IVD
2 agreements that Illumina has entered into intended to
3 raise the prices of kitted oncology assays?

4 A. No. And actually on the contrary, you know, we
5 believe that it substantially lowers the prices on two
6 counts, right, and it benefits patients and doctors at
7 the end of the day.

8 So, you know, remember, the infrastructure and
9 the burden of creating these Dx boxes on which these
10 tests would run is borne solely by Illumina and
11 actually in advance of the test developers even,
12 you know, sometimes conceiving the assay.

13 So them having access to an infrastructure that
14 then allows them to quickly develop a test and not
15 having to then maintain that Dx infrastructure going
16 forward allows them to get solutions to patients, to
17 doctors much faster and overall reduce the cost of
18 doing so so that they can choose to keep the prices of
19 their solutions lower.

20 Q. And in your experience, were the terms of the
21 IVD agreements that Illumina has entered into -- were
22 they intended to diminish innovation in the area of
23 kitted oncology assays?

24 A. Absolutely not. And I think again I'll
25 reiterate, right, it -- it actually spurs innovation,

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1 so if you look at the number of, you know, customers
2 that are considering IVD tests, they would not have
3 been able to -- have been able to do that without
4 having access to an infrastructure like Illumina's.

5 You know, they -- again, they -- they don't
6 have -- then have to invest in coming up with their own
7 Dx platform, right. They can just tap into a network
8 of instruments that is available globally that can run
9 the assay that they're providing, so it's a huge saving
10 of investment on their side and time on their side and
11 resources on their side.

12 Q. And without getting into any confidential
13 information in the public session, in your experience,
14 are test developers investing in developing IVD kits
15 under the terms of these IVD agreements?

16 A. Yes, they are.

17 MS. BOVEE: Object as to foundation.

18 THE WITNESS: Sorry.

19 JUDGE CHAPPELL: The question says "in your
20 experience." I'll allow it. Overruled.

21 She's asking a witness based on his experience.
22 That's allowed.

23 Go ahead.

24 THE WITNESS: Thank you, Judge.

25 So in my experience, yes. And let me tell you

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9/15/2021

1 why I think -- you know, under these agreements, the
2 test developers actually do submit development plans to
3 us, to Illumina, to kind of help us plan for when they
4 are -- they will require an LRM, for example, or when
5 they might be -- require us to be ready for their
6 launch.

7 So based on that evidence, we know that there
8 are multiple test developers that are developing
9 multiple tests based on, you know, the agreements we
10 have had with them.

11 BY MS. GOSWAMI:

12 Q. And just to be clear, do those development
13 plans contain proprietary information about the test
14 developer's tests?

15 A. No, they don't. All they tell is, you know,
16 kind of when they will require an LRM for us and,
17 you know, as they get to that point, right, when they
18 expect to launch the test so that we can be ready with
19 a -- you know, support for instruments. We know which
20 countries that, you know, they are planning to focus on
21 so that we can make sure there's enough inventory of
22 core consumables for those tests.

23 But we know as Illumina nothing about the ins
24 and outs of the test, how they -- what kind of genes
25 they're planning to target or, you know, how they've

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 designed their test to, you know, obtain the results
2 they are looking at. We know nothing about the
3 software they're using to interpret their results, so
4 there is no confidential information beyond what I just
5 articulated, you know, exchanged at all.

6 Q. So actually let's turn now to confidentiality.

7 Are you familiar with the confidentiality
8 provisions in Illumina's IVD agreements?

9 JUDGE CHAPPELL: Hang on a second before you
10 get into that.

11 Dr. Goswami, you talked early on in your
12 testimony about something -- and I'm basing it on what
13 I heard and see on realtime -- CLIA/CAP guidelines.
14 Can you spell that for us?

15 THE WITNESS: I can -- I may not be able to do
16 full -- but CLIA/CAP -- so CLIA is -- generally it's
17 the -- it refers to a certification process and CAP --
18 they're slightly different pieces, but they -- they
19 generally apply to lab guidelines or lab procedures
20 that are followed as a standard by these labs.

21 So most -- most labs that provide clinical
22 results in the United States have to follow CLIA/CAP
23 guidelines, and that --

24 JUDGE CHAPPELL: All right. So that's what I'm
25 more interested in, is what they are rather than how to

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 spell them.

2 THE WITNESS: Yes.

3 JUDGE CHAPPELL: Is "CLIA" an acronym?

4 THE WITNESS: It is. Sorry. It is.

5 JUDGE CHAPPELL: So this is for labs.

6 Is this promulgated, overseen or instituted by
7 the U.S. government or the FDA?

8 THE WITNESS: It isn't by the FDA, but there is
9 a separate body of -- a regulatory body that sets up
10 those rules and updates them, you know, regularly,
11 right, so it isn't -- it isn't directly promulgated by
12 the FDA, but there is a body that's recognized and has
13 been recognized for a while that then oversees the
14 rules and regulations.

15 JUDGE CHAPPELL: So this is a type of
16 certification that a lab is I guess clean, sterile,
17 hygienic, and its results can be tested -- I'm sorry --
18 trusted? Not tested.

19 THE WITNESS: That's correct, Judge. There's
20 all of the components you outlined, but there is
21 also -- they have to certify robustness of results,
22 right, so that, you know, if they have multiple
23 operators, they have to certify that those results,
24 regardless of, you know, when the operator comes --
25 which operator operates the instruments, that they get

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 similar or, you know, comparable results.

2 And that certification has to be renewed
3 over -- you know, over the years.

4 JUDGE CHAPPELL: And did I understand you to
5 say that a company, a -- I guess a company, an
6 entrepreneur, an inventor or a lab can create a test
7 kit, they can be ordered I guess by doctors, and as
8 long as that lab only conducts their test in that lab
9 facility, that can be done without any oversight by the
10 FDA?

11 THE WITNESS: That is correct.

12 Right now, the U.S. allows these LDTs, as long
13 as they are developed under CLIA/CAP guidelines, to be
14 ordered by doctors.

15 JUDGE CHAPPELL: Are you familiar with the
16 Galleri test?

17 THE WITNESS: I am.

18 JUDGE CHAPPELL: In which of the categories you
19 told us earlier about does Galleri fall?

20 THE WITNESS: It's an LDT, lab-developed test.

21 JUDGE CHAPPELL: That means that test can be
22 out there with no FDA oversight or approval.

23 THE WITNESS: That's correct.

24 JUDGE CHAPPELL: Thank you.

25 MS. GOSWAMI: May I proceed, Your Honor?

Trial - Public Record

Illumina, Inc. and Grail, Inc. 9/15/2021

1 JUDGE CHAPPELL: Go ahead.

2 BY MS. GOSWAMI:

3 Q. So are you familiar with the confidentiality
4 provisions in Illumina's IVD agreements?

5 A. I am.

6 Q. And before we get into what the test developer
7 provides Illumina, can you describe at a high level
8 what information is provided by Illumina to a test
9 developer under these IVD agreements?

10 A. So information that's provided by Illumina
11 generally falls under two categories, right, so one of
12 course -- other than the terms, right.

13 So Illumina does provide the developer an
14 overview of which countries we have regulatory approval
15 for our instruments on in.

16 It also provides at a high level the number of
17 instruments we have in each region or country, and
18 that's updated over time so that, you know, the test
19 developer can then plan in terms of, you know, how --
20 how they will introduce a test and how they will
21 commercialize a test.

22 So there's some of these commercial information
23 that we provide again at a high level to the test
24 developer.

25 From the regulatory aspect, the kinds of things

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 that we provide are -- you know, there's -- there's
2 obviously the LRM that I talked about earlier, which is
3 something that allows them to use the AGCT outputs, the
4 nucleotide outputs from our instrument that come up in
5 the interpretation of the test.

6 And then the second piece of that is also,
7 you know, when -- at the end of the -- when they submit
8 their test for approval on our instrument, the labs
9 often have to refer to a device master file off our
10 instrument, and we provide them access to the --
11 authorization to access that device master file to the
12 FDA when they need it.

13 So those are really the two areas where we
14 support them.

15 And of course, you know, this is not directly
16 the instrument manufacturer, but we do have a
17 commitment to service and support our instruments in
18 the field for as long as those instruments are
19 operational, right, so that's the third thing that's
20 enshrined in our agreements as well.

21 Q. And I know we were -- oh, sorry. Go ahead.

22 A. Sorry. Hopefully, that answered your question,
23 Sharon. I'm -- I think that's --

24 Q. Yeah. That was helpful. Thank you.

25 I think just so I understand one thing, I know

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 we've been talking about it an IVD agreement context,
2 but do test developers need an LRM for an RUO
3 instrument?

4 A. They don't.

5 MS. BOVEE: Objection to foundation.

6 JUDGE CHAPPELL: Response or rephrase.

7 BY MS. GOSWAMI:

8 Q. In your experience, do test developers need an
9 LRM for an RUO instrument?

10 A. They do not.

11 JUDGE CHAPPELL: Dr. Goswami, I wanted to ask
12 something, too -- I just reviewed realtime -- so the
13 record is not misunderstood, when I was asking about
14 Galleri and the type of process they went through.

15 In your experience and based on your knowledge,
16 it doesn't indicate whether a test is trustworthy or
17 valid or not? It's just a different way of progressing
18 with a test?

19 THE WITNESS: That is correct, Your Honor.

20 I think, you know, again, as I had mentioned
21 earlier, right, the vast majority of clinical tests
22 that are available currently in the United States are
23 actually LDTs, so this is something that has been
24 trusted, and it's a process of certification, as
25 you've pointed out earlier, under that CLIA/CAP

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 guidelines. That is generally accepted in the
2 United States.

3 JUDGE CHAPPELL: And that's a -- I guess a
4 common or regular way to process or get something to
5 market before it's being paid for by insurance?

6 THE WITNESS: It is.

7 And insurance does tend to cover
8 CLIA/CAP-certified tests as well, right, so it's not
9 that you cannot get insurance without CLIA/CAP
10 certification -- sorry -- without FDA certification,
11 not CLIA/CAP certification.

12 JUDGE CHAPPELL: And CLIA/CAP, as far as you
13 know, it's not the U.S. government, but it's like an
14 independent organization that monitors labs?

15 THE WITNESS: That is my understanding,
16 Your Honor.

17 JUDGE CHAPPELL: Okay. Thank you.

18 BY MS. GOSWAMI:

19 Q. What kinds of information does Illumina
20 generally receive from test developers under the IVD
21 agreements?

22 A. So the only information we receive is
23 initially kind of, you know, what type of test it is,
24 right, so broadly, is it a large panel, is it a small
25 panel.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 We do receive some information on, as I said,
2 the development plans, so kind of when they intend to,
3 you know, be ready for an LRM, when they intend to
4 submit to the FDA and, you know, ultimately to
5 commercialize the test. And that, as I mentioned
6 earlier, helps us to -- you know, to plan for certain
7 commitments and obligations that we have to the test
8 developer itself.

9 Q. And does Illumina get access to proprietary
10 information about the developer's test through this IVD
11 agreement process?

12 A. We do not, because we don't get to see anything
13 proprietary about how the test functions, what the --
14 what the proprietary nature of the test is itself.
15 It's just general information on size of the test and
16 then, you know, when the test is actually going to
17 launch.

18 And you know, for the LRM we do need to know
19 when the LRM is required, but the LRM, the local run
20 module, the LRM, doesn't require any proprietary
21 test -- information -- sorry -- about the test.

22 Q. And in your experience, how does Illumina keep
23 the information that it receives from the test
24 developer confidential?

25 A. Yeah.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 So there are multiple, you know, if you will,
2 belts-and-suspenders approaches to that, right.

3 So, first of all, we have a confidentiality
4 agreement with all of our partners in place, and that
5 gets set up very early in the process.

6 We also train all of our staff. And you know,
7 whenever somebody joins Illumina, they have to sign a
8 confidentiality agreement. And especially for people
9 that handle customer or client information, they are
10 reminded of that obligation and are very cognizant of
11 that obligation.

12 Lastly, we do also tend to separate teams that
13 might work on, you know, customers that might have
14 similar products in the industry, so you know, those
15 teams are separated. And we do this quite a lot on the
16 companion diagnostics side, so we're very familiar with
17 the types of processes used, and so, you know, therein
18 lies another check and balance, if you will, in the
19 system.

20 And I've got to say, Sharon, I think these are,
21 you know, in place at Illumina, but in my prior
22 experience with Thermo Fisher as well, very similar
23 guidelines were followed, right, so these tend to be
24 fairly industry standard and generally accepted by
25 companies such as us or Thermo Fisher that serve

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 multiple clients in the same industry that -- you know,
2 that either may have products that the instrument
3 provider might have or they may be in the same place as
4 some other customer that we also serve.

5 Q. How do these confidentiality obligations work
6 when there's a reporting relationship?

7 You know, for example, you oversee, you know,
8 the whole business development department, so,
9 you know, does that mean that you get all of the
10 confidential information?

11 A. No. We don't.

12 And as I mentioned earlier, right, there is
13 training in terms of, you know, who has access to what
14 confidential information, so I'll speak for myself as a
15 manager, right.

16 So I oversee, obviously, all of these
17 contracts, for example, right. But I don't -- I don't
18 need to make managerial decisions. I don't need to
19 make -- get detailed information on any one of the
20 customers or what they're doing, right. There's
21 generally a set of things that I need to know and I can
22 get that.

23 But there are two other checks and balances,
24 one which I forgot to mention earlier, right.

25 So number one, you know, we do have document

3230

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 control processes, so I don't have access to all the
2 documents that, you know, are -- may be considered
3 confidential or are considered confidential for any
4 particular client, right. If I need access to them, I
5 have to ask somebody for that information.

6 Now, if I do ask for that information, then the
7 person that is responsible for that often will just
8 check with the legal person, right, saying, hey, is
9 this okay or not, right, and they get, you know, legal
10 guidance which they comply with on this particular
11 aspect.

12 So these are -- again, as I want to reiterate,
13 right, these are procedures that are very standard in
14 our industry. We follow them at Illumina, but I also
15 followed them during my time at Thermo Fisher.

16 Q. Thanks. That's helpful.

17 And I think just so I understand, when you talk
18 about document control processes, you know, what do you
19 mean? Are you talking about electronic or software
20 access controls? What are the restrictions you're
21 talking about?

22 A. Correct. I mean, definitely, you know, this
23 day and age, it's definitely a lot of software control
24 and permissions to access. But also, you know,
25 physical documents are -- if they're confidential, they

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 are stored in a separate location, and again, access to
2 those is controlled.

3 Q. In your experience, are the procedures that
4 Illumina implements to protect confidentiality
5 successful?

6 A. They are.

7 Q. Let's turn back to the open offer. And we can
8 take a look at the last page, which is the GRAIL
9 firewall provision, on PX 64-40.

10 Can you tell us at a high level what this
11 firewall provision provides for?

12 A. Yeah.

13 So the firewall, you know, we -- we
14 established that really as a means to assure our
15 customers that, you know, Illumina will not, you know,
16 directly allow GRAIL personnel or anyone at Illumina
17 that has, you know, interactions with GRAIL to -- to
18 access information or know about information or any
19 confidential information that might be related to a
20 customer that is in the same space as GRAIL, right, so
21 in cancer screening or MRD or any of that matter.

22 And again, you know, this is something we
23 already do with other customers that are in similar
24 fields, so this is something that we're very familiar
25 in how to set up and operate.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 Q. Will upper-level executives at Illumina and
2 GRAIL have access to sensitive customer information?

3 A. They won't. And you know, we have no need for
4 accessing that information.

5 Q. What about people, if they happen to be,
6 you know, switching between Illumina and GRAIL, like if
7 someone, you know, is a former employee of Illumina
8 who's now moving to GRAIL? Will the firewall be able
9 to protect information in that circumstance?

10 A. I believe it would because, again, you know, in
11 the training on confidential information we clearly
12 outline what is confidential and what the employee's
13 obligations are under that confidentiality agreement,
14 right.

15 And very often, right, we do this even
16 internally sometimes when there's a particular project
17 that requires confidentiality. We will require our
18 employees to sign an additional confidentiality
19 agreement just based on that particular project or that
20 particular, you know, environment.

21 So, again, very standard process in the
22 industry and we know how to do this.

23 Q. And what if someone at Illumina contacts
24 someone at GRAIL and shares the confidential
25 information of a test developer? What will happen?

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 A. There are codified disciplinary actions that
2 are in place, you know, up to termination of the
3 employee, so there is that, that, you know, negative
4 stick approach for that.

5 Q. And are there any kind of notification or audit
6 provisions with respect to that?

7 A. There are. There are two notification or audit
8 things that I am aware of or procedures that I'm aware
9 of.

10 So, you know, if we become aware of a breach of
11 confidentiality of any kind, we are obligated to
12 promptly notify the other party of such breach.

13 And then second, we've also instituted a
14 biannual audit that could identify anything we may have
15 missed. And again, under that audit, if anything comes
16 out from that audit, we have to promptly notify the
17 affected party.

18 Q. Okay. So we can take down PX 64.

19 Why don't we pull up one of the actual template
20 agreements, which is PX 87, which is in evidence as
21 part of JX 2.

22 Dr. Goswami, what is this document?

23 A. This is the test kit agreement for all
24 platforms.

25 Q. And are you familiar with this document at

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 least at a high level?

2 A. I am.

3 Q. And does this include the terms that we
4 discussed from the IVD term sheet?

5 A. It does.

6 Q. And does the field of this agreement --
7 you know, what -- what does it include?

8 A. So the field includes, you know, all
9 applications under oncology.

10 Q. Does it include cancer screening?

11 A. It does.

12 Q. And why is there a field definition?

13 A. So field definition is again, you know, very
14 standard for any kind of contract, right, because it
15 identifies what is allowable within a field. And then
16 of course, you know, if there are any exclusions, they
17 are called out as well, so each party knows exactly
18 what it is getting as part of that contract.

19 Q. And what about a multicancer screening test?
20 Would that be allowable under the agreement?

21 A. Absolutely. And you know, we make no
22 distinction between a multicancer or a single-cancer
23 screen in terms of, you know, the conversations or the
24 agreements we have with our partners.

25 And we -- and you know, to that point I just

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 want to say we haven't had it. I mean, even the
2 agreements with Roche and QIAGEN in 2019 gave them
3 those rights as well.

4 Q. And we discussed two other types of agreements,
5 the NextSeqDx and the NovaSeqDx agreements.

6 Is the definition of the field any different in
7 those agreements?

8 A. It is not.

9 Q. And I just had a couple questions to follow up
10 on some of the questions on CLIA earlier.

11 Do you know exactly what "CLIA" stands for as
12 an acronym?

13 A. I'm sorry, Sharon. I don't think I do. I can
14 try and look that up.

15 Q. No. I'm sure we can find someone else to help
16 out with that.

17 A. I used to know. I've forgotten.

18 Q. Do you happen to know whether there are any
19 other government agencies aside from the FDA that
20 oversee those CLIA and CAP certifications?

21 A. I'm not aware. The -- you know, again, I do
22 know that the CLIA/CAP guidelines are very universally
23 adopted in the United States and in some other
24 countries as well. They are the gold standard for lab
25 operations.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 MS. GOSWAMI: All right. Thank you.

2 So I have now concluded my public session
3 questioning. I have just a handful of questions for
4 the in camera session.

5 JUDGE CHAPPELL: All right. If it's not going
6 to be lengthy, why don't we just go ahead and knock
7 that out.

8 We'll go into in camera session at this time.
9 The public who are calling in will be moved into a
10 waiting room. You will be brought back into the
11 courtroom after we go back to a public session.

12 I need the lead or questioning counsel for each
13 party to review 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 If there is anyone who is not authorized,
17 you're to instruct that person to use the Raise Hand
18 function in the Zoom screen. OpenExchange will then
19 move that person into a waiting room.

20 Let me know after you've reviewed the list.
21 Go ahead.

22 MS. GOSWAMI: I'm reviewing the list, and I
23 believe the only person who has raised their hand has
24 been moved and that there's no one else.

25 MS. BOVEE: And I've reviewed the list for the

Trial - Public Record

Illumina, Inc. and Grail, Inc. 9/15/2021

1 FTC, and there's no one here that needs to be removed.

2 JUDGE CHAPPELL: Okay. Thank you.

3 Jada?

4 JADA: All right. You're clear.

5 JUDGE CHAPPELL: The public has been moved or
6 muted?

7 JADA: That is correct.

8 (Whereupon, the proceedings were held in
9 in camera session.)

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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

3 JADA: All right, Your Honor. The public is
4 on.

5 JUDGE CHAPPELL: All right. We're back in
6 public session.

7 Ms. Bovee, you may continue your cross-exam of
8 the witness.

9 - - - - -

10 CROSS-EXAMINATION (continued)

11 BY MS. BOVEE:

12 Q. Dr. Goswami, earlier today you testified about
13 how IVD tests will proceed to market; is that -- do you
14 remember that?

15 A. I do.

16 Q. And you also testified that there are risks
17 going to market as an LDT test; is that right?

18 A. I don't recall that. Can you tell me what --
19 what you're referring to?

20 Q. Well, let me just ask it in a different way.

21 There are risks going to market as an LDT test;
22 is that correct?

23 A. Are you asking me if I said that or are you
24 asking me for an --

25 Q. No. I'm asking if you agree with that

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 statement.

2 A. I do. There are risks in every one of those
3 categories.

4 Q. And one of the risks is because, if you have an
5 LDT, you do not have FDA approval for the product; is
6 that right?

7 A. By definition, if you're an LDT, you do not
8 have an FDA approval.

9 Are you asking me that in the context of a
10 risk?

11 Q. Let's suppose it's just a statement whether you
12 agree with or not.

13 A. I agree with it.

14 Q. And you don't have -- if you have an -- if you
15 are selling as an LDT, you don't have FDA validation of
16 your clinical testing results; is that right?

17 A. That is correct.

18 Q. And you also don't have FDA validation of the
19 safety of your product; is that right?

20 A. You do not have FDA validation as an LDT. That
21 is correct.

22 Q. An IVD allows the test developer to distribute
23 to third-party labs; is that correct?

24 A. That is correct.

25 Q. And that allows the company to expand its reach

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 beyond just its own lab; is that right?

2 A. It allows customers -- the test developer to
3 distribute the kit for use at -- on Dx instruments at a
4 third-party lab.

5 Q. So that was a true statement; is that right?

6 A. Not entirely.

7 And I can explain if you want.

8 Q. Well, an IVD agreement would allow a company to
9 expand its reach for use on a Dx instrument in a
10 third-party lab; is that right?

11 A. That is correct.

12 Q. I got that correct. Okay.

13 You also testified with Ms. Goswami earlier
14 that Illumina has FDA approval for its MiSeqDx;
15 correct?

16 A. That is correct.

17 Q. And it also has FDA approval for its NextSeqDx;
18 correct?

19 A. That is correct.

20 Q. And currently getting approval for its
21 NovaSeqDx; is that right?

22 A. It's in the process.

23 Q. And right now, the only other NGS sequencer
24 with a Dx on the market is Thermo Fisher; is that
25 right?

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 A. In the U.S., that is my understanding.

2 Q. Yes, in the U.S.

3 And that Thermo Fisher Dx sequencer has lower
4 throughput than Illumina's NextSeqDx; is that right?

5 A. That is my understanding.

6 Q. You also recall testifying about CLIA and CAP
7 standards? I won't ask you to spell it.

8 A. I do.

9 JUDGE CHAPPELL: Yes, Ms. Bovee, see, that's
10 how we connect it to direct, like that right there.

11 MS. BOVEE: Thank you, Your Honor.

12 BY MS. BOVEE:

13 Q. So Galleri doesn't have to prove to any
14 government body that it can test for 50 types of cancer
15 in order for GRAIL to offer its LDT under the CLIA/CAP
16 standards; is that right?

17 MS. GOSWAMI: Objection. Lack of foundation.

18 MS. BOVEE: I can rephrase.

19 JUDGE CHAPPELL: I'm going to allow that
20 question. It's at least within the scope of something
21 I asked the witness.

22 Overruled.

23 Josett, would you read the question, please.

24 (The record was read as follows:)

25 "QUESTION: So Galleri doesn't have to prove to

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 any government body that it can test for 50 types of
2 cancer in order for GRAIL to offer its LDT under the
3 CLIA/CAP standards; is that right?"

4 THE WITNESS: It has to certify it based on
5 CLIA/CAP guidelines. I -- as mentioned earlier, I
6 wasn't sure if CLIA/CAP was a -- you know, a
7 government entity or a government-sanctioned entity or
8 not.

9 But it does have to prove the -- that the test
10 is robust and, you know, provides the results that
11 GRAIL claims under those CLIA/CAP guidelines, as does
12 every other test developer today.

13 BY MS. BOVEE:

14 Q. And GRAIL does not need any particular
15 sensitivity level in order for GRAIL to offer its LDT
16 under CLIA/CAP standards; is that right?

17 A. That is not my understanding.

18 Q. So there would have to be a particular
19 sensitivity level for GRAIL to offer its LDT under
20 CLIA/CAP standards?

21 A. My understanding is that GRAIL would have to
22 meet the sensitivity claims or specifications that it
23 advertises under CLIA/CAP guidelines.

24 Q. I understand.

25 So the claims that Galleri -- excuse me -- that

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 GRAIL is claiming it can reach is what it would have to
2 meet; right?

3 A. Correct. That -- I'm sorry. Maybe I'm not
4 understanding the question.

5 You know, under -- either under FDA or under
6 CLIA/CAP guidelines, the manufacturer sets the
7 specifications, and they have to meet those
8 specifications, whether it's sensitivity or
9 specificity.

10 So there's really no difference there. GRAIL
11 has to meet the sensitivity specifications and the
12 specificity specifications that it sets as part of the
13 test guidelines.

14 Q. Okay. And similar, GRAIL's tissue of origin
15 need not meet any particular accuracy beyond what it
16 is representing it can meet in order to offer its test
17 as an LDT under CLIA/CAP standards; is that right?

18 A. GRAIL has to meet the test specification
19 guidelines that it outlines in its test under CLIA/CAP
20 guidelines.

21 Q. And Illumina intends to pursue FDA approval for
22 Galleri; correct?

23 A. I think GRAIL intends to pursue it. You know,
24 we have not had discussions with GRAIL around,
25 you know, what Illumina needs because I assume that

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 GRAIL definitely did have the plans to pursue it.

2 Q. So post-acquisition you don't anticipate that
3 those change -- plans will change; is that right?

4 A. I do not anticipate those plans will change.

5 Q. And sitting here today, you do not know the
6 number of tests the FDA will approve Galleri for; is
7 that right?

8 MS. GOSWAMI: Objection. Lack of foundation.

9 JUDGE CHAPPELL: He's asked whether he knows,
10 which is foundational in itself. I'll allow it.

11 THE WITNESS: Could you clarify the question
12 again or repeat the question. I'm not sure I
13 understood it.

14 JUDGE CHAPPELL: Josett, would you read the
15 question, please.

16 (The record was read as follows:)

17 "QUESTION: And sitting here today, you do not
18 know the number of tests the FDA will approve Galleri
19 for; is that right?"

20 THE WITNESS: You know, I'm not clear about the
21 question. Galleri is one test. What do you mean by
22 "number of tests"?

23 JUDGE CHAPPELL: I think he just objected to
24 your question as vague, so you'll need to rephrase.

25 MS. BOVEE: Actually, why don't I just withdraw

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 that question.

2 BY MS. BOVEE:

3 Q. All right. Changing topics, you recall
4 discussing Illumina's diagnostic sequencing platforms
5 with Ms. Goswami; is that right?

6 A. I do.

7 Q. And you discussed with Ms. Goswami some of
8 Illumina's sequencing platforms that are approved by
9 the FDA; right?

10 A. I did.

11 Q. And IVD customers would need an FDA-approved
12 sequencing platform to run an IVD test; is that right?

13 A. They would require a Dx platform to run a
14 distributed IVD kit. They do not need it for a
15 single-site PMA or an IVD.

16 Q. All right. Thanks for that clarification.

17 And Illumina requires customers to enter into
18 an IVD agreement to run their IVD test on Illumina's
19 diagnostic instruments; is that right?

20 A. That is correct.

21 Q. And those IVD agreements typically include
22 milestone payments; is that right?

23 A. Development milestones. That is correct.

24 Q. And Illumina's IVD agreements typically include
25 revenue share payments; correct?

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 A. That is correct.

2 Q. And Illumina believes the 6 percent royalty
3 discussed earlier is a market rate; is that right?

4 A. It does.

5 Q. And you also testified today that a 4 to
6 10 percent royalty is common in the industry; is that
7 right?

8 A. That is my understanding based on my
9 experience.

10 Q. And if a customer wanted a lower royalty than
11 that, they would have to negotiate with Illumina; is
12 that right?

13 A. Under the open offer, I think the terms are the
14 same for all customers.

15 Q. But that wasn't my question.

16 If the -- if a customer wanted something lower
17 than what's in the open offer, they would have to come
18 negotiate with Illumina; is that right?

19 A. They would.

20 Q. And also Illumina receives then under the
21 structure of these IVD agreements a certain percentage
22 of its customer's revenue; is that right?

23 A. That is the royalty rate. Correct.

24 Q. And Illumina IVD agreements also typically
25 include technology access fees; is that right?

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 A. That is correct.

2 Q. And post-acquisition GRAIL is part of Illumina;
3 is that right?

4 A. That's correct.

5 Q. And GRAIL would not have to pay milestone
6 payments; is that right?

7 A. Under the held-separate agreement, I think
8 GRAIL, if it wanted an IVD agreement, would be subject
9 to the same terms as any other company in that space.
10 That is my understanding at this point.

11 Q. GRAIL would not have to pay revenue share
12 payments; is that right?

13 A. It would be subject to the same open offer
14 terms as any other company in the space.

15 So that's incorrect.

16 Q. And how about technology access fees? GRAIL
17 would not have to pay a technology access fee?

18 A. That is also incorrect.

19 Q. And -- but you testified that pursuant to the
20 hold-separate agreement, right, that there was -- that
21 GRAIL's terms would be similar to other companies; is
22 that right? Did I hear you right?

23 A. That is my understanding. And those are the
24 current -- that's the current status.

25 Q. And after any hold-separate agreement expires,

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 those terms would change; right?

2 A. I'm not in a position to testify to that. We
3 haven't had any such discussion.

4 Q. The IVD agreement in the open offer does not
5 obligate Illumina to modify its agreements with similar
6 companies to GRAIL to match GRAIL's terms; is that
7 right?

8 A. I'm sorry. Maybe I'm misunderstanding the
9 question. Can you rephrase?

10 Q. Yes.

11 The IVD -- excuse me. Let me start over.

12 The open offer does not require Illumina to
13 modify its agreements with companies similar to GRAIL
14 to match GRAIL's terms; is that right?

15 A. It does not because the open offer is --
16 offers the same terms to all companies, including
17 GRAIL.

18 Q. You also testified with Ms. Goswami earlier
19 that it was not Illumina's intention to disadvantage
20 any IVD customers; is that right?

21 A. That's correct.

22 Q. But also at Illumina you do not have access to
23 proprietary and confidential information regarding any
24 of your IVD customers; is that right?

25 A. That is correct.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 Q. So you would not at Illumina have access to any
2 launch timing of any products your IVD customers may
3 choose to launch; is that right?

4 A. That is incorrect. I stated that actually
5 launch timings are something that customers provide to
6 us under the agreements to help Illumina prepare for
7 the customers' launches in the countries that they're
8 interested in.

9 Q. So Illumina does have access to the particulars
10 of the timing of the launch of an IVD product under
11 this agreement; right?

12 A. That is correct.

13 Q. You wouldn't have access to any volume
14 information from your IVD customers, would you?

15 A. Customers on their own accord provide us as
16 part of this nonbinding volumes that they expect so
17 that, again, Illumina can provide the right level of
18 support and inventory in the countries that the
19 customer is interested in, inventory of core
20 consumables to support the tests.

21 Q. And you don't have access to any information
22 from your IVD customers about the particular cost
23 structure of their products, would you?

24 A. We do not.

25 MS. BOVEE: Just a minute, Your Honor.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 I believe that concludes my questions.
2 JUDGE CHAPPELL: All right. Any redirect?
3 MS. GOSWAMI: Just a couple questions.
4 - - - - -
5 REDIRECT EXAMINATION
6 BY MS. GOSWAMI:
7 Q. So, Dr. Goswami, do you recall on
8 cross-examination you were asked about IVD
9 agreements?
10 A. I do.
11 Q. Do test developers need to enter into IVD
12 agreements to pursue either LDTs or single-site PMAs?
13 A. They do not.
14 Q. And has GRAIL approached you about -- sorry.
15 Withdrawn.
16 Has GRAIL approached you to pursue a
17 distributed IVD kit for Galleri?
18 A. It has not.
19 MS. GOSWAMI: I have no further questions.
20 JUDGE CHAPPELL: Anything further, Ms. Bovee?
21 MS. BOVEE: No, Your Honor.
22 JUDGE CHAPPELL: Thank you, sir. You're
23 excused. You may stand down.
24 Call your next witness.
25 THE WITNESS: Thank you, Your Honor.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 JUDGE CHAPPELL: You bet.
2 Call your next witness.
3 MS. MUSSER: And Judge Chappell?
4 JUDGE CHAPPELL: Hello.
5 MS. MUSSER: Hi, Your Honor.
6 I just wanted to do the ceremonial handoff
7 since that was missed this morning and introduce you to
8 my colleague Brian O'Dea, who will be handling the next
9 witness.
10 JUDGE CHAPPELL: Okay. And what about Ms.
11 Bovee?
12 MS. MUSSER: I know. I'm going to owe her a
13 coffee.
14 JUDGE CHAPPELL: All right. Maybe decaf.
15 MS. MUSSER: I mean, is there any point in
16 decaf?
17 JUDGE CHAPPELL: That's right.
18 And someone is going to change the name for
19 complaint counsel; correct?
20 MR. O'DEA: That's right, Your Honor.
21 JUDGE CHAPPELL: That is some kind of mask
22 you've got on there, Counselor.
23 Is that an N95?
24 MR. O'DEA: It is a KN94.
25 JUDGE CHAPPELL: 94. Just couldn't meet that

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 one more point standard.

2 MR. O'DEA: That's right. That's right. It's
3 the Korean standard.

4 JUDGE CHAPPELL: All right.

5 Do we have a witness attorney this time or just
6 a witness?

7 Mr. Ofman?

8 DR. OFMAN: Yes. Hello.

9 JUDGE CHAPPELL: Do you have your own
10 attorney?

11 THE WITNESS: No.

12 JUDGE CHAPPELL: Oh, Ms. Sullivan raised her
13 hand.

14 MS. SULLIVAN: Yes.

15 JUDGE CHAPPELL: I just wondered if we needed
16 someone else on the screen.

17 Do we have everyone we need?

18 MS. SULLIVAN: We have everyone we need.

19 Thank you, Your Honor.

20 JUDGE CHAPPELL: Okay. And Mr. -- is it
21 "O'Dea" or "O'Dea"?

22 MR. O'DEA: It's "O'Dea," Your Honor.

23 JUDGE CHAPPELL: "O'Dea." Oh. All right.

24 Go ahead and swear in, Josett.

25 - - - - -

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 Whereupon --

2 JOSHUA OFMAN

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

5 MS. SULLIVAN: Good morning, doctor -- good
6 morning, Judge Chappell.

7 Respondents call Dr. Joshua Ofman, just for the
8 record.

9 JUDGE CHAPPELL: All right. Proceed when
10 ready. He's sworn in.

11 MS. SULLIVAN: Thank you.

12 - - - - -

13 DIRECT EXAMINATION

14 BY MS. SULLIVAN:

15 Q. Dr. Ofman, could you please state your full
16 name for the record.

17 A. Joshua Ofman.

18 Q. Where are you currently employed?

19 A. At GRAIL, Inc.

20 Q. What is your title?

21 A. Chief medical officer and head of external
22 affairs.

23 Q. When did you join GRAIL?

24 A. I joined GRAIL in July 2019.

25 Q. Before you joined GRAIL, where did you work?

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 A. I worked at a biotechnology company called
2 Amgen.

3 Q. For how long did you work at Amgen?

4 A. About 16 years.

5 Q. What roles did you have at Amgen?

6 A. I had a variety of roles at Amgen, beginning in
7 clinical development, medical affairs, government
8 affairs, and then the last eight years I was the
9 worldwide head of market access, global pricing, global
10 health policy, and outcomes research.

11 Q. When you refer to market access, what do you
12 mean by that?

13 A. That is how patients get access to in this case
14 Amgen's biotechnology products through payers or
15 governments.

16 Q. Could you give us a brief overview of your
17 educational background.

18 A. Sure.

19 I received a bachelor's degree in history and
20 philosophy from UC Berkeley.

21 I got my medical degree from UC Irvine.

22 I did my medical training in -- as an intern
23 and resident in internal medicine and fellow in
24 digestive diseases at UCLA.

25 I did the Robert Wood Johnson scholars program

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 at the RAND/UCLA program.

2 And then I got my master's of science in health
3 services from the UCLA School of Public Health.

4 Q. Have you authored any publications?

5 A. I have.

6 Q. How many would you say?

7 A. Over a hundred.

8 Q. Has there been a particular focus of your
9 publications?

10 A. Yeah. My research largely focused on what we
11 call technology assessment, which is really the way
12 that you evaluate the human, clinical and economic
13 harms and benefits associated with the introduction of
14 innovative technology.

15 Q. And why has that been a focus for you?

16 A. Well, as a gastroenterologist and someone who
17 studied the healthcare system, I became very
18 interested in the uptake of technology and
19 technological innovation and how the impact of
20 technology was actually being measured, studied, in
21 healthcare, and so that became a big focus of my
22 academic pursuits.

23 Q. So you joined GRAIL in 2019; is that right?

24 A. That's right.

25 Q. Why did you join GRAIL?

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1 A. Well, I had -- you know, I was approaching my
2 retirement -- I -- when you turn 55 at Amgen and been
3 there for longer than ten years, you can retire. And
4 as I was approaching that moment, I had been approached
5 by GRAIL a year before, and they -- I had told them
6 that I wasn't really interested in leaving.

7 But I had been thinking quite a lot about the
8 field of genomics. I was very involved at Amgen in our
9 acquisition of deCODE Genomics [sic] and was becoming
10 more interested in the whole field.

11 And it turns out that GRAIL reapproached me a
12 year later, and we began having conversations about
13 whether that was a good fit for me as a next step in my
14 career.

15 Q. And you determined that it was a good fit?

16 A. Yeah.

17 What became clear to me, I became very
18 intrigued with GRAIL's mission and their vision to try
19 to really transform cancer care with the focus on
20 bending the cancer mortality curve through early
21 detection.

22 The technology at the time hadn't been fully
23 validated yet. And what GRAIL needed to do was figure
24 out how to create a healthcare ecosystem that could
25 accept a breakthrough, transformational,

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1 paradigm-changing technology like this. And as I
2 thought through it, you know, those were the kinds of
3 things that I knew how to do.

4 GRAIL needed to create a public health-oriented
5 company out of what was a very R&D-oriented company,
6 and that was what -- a lot of the work that I had done
7 as well at Amgen, so I felt like there was a good fit
8 between this, this big mission and vision and what
9 GRAIL needed to do and that what I uniquely had
10 experience trying to do.

11 Q. Why did you believe that GRAIL's technology had
12 the potential to bend the cancer mortality curve?

13 A. Well, you know, we've been fighting a war on
14 cancer for decades, and it's not a war that we've been
15 winning. And you know, we're losing 2,000 of our loved
16 ones every day to cancer.

17 And we know, it's widely recognized, that
18 while we've made great progress on the drug side and
19 the biotechnology side where I work, it wasn't really
20 making a dent because it's mostly being used to treat
21 late-stage cancer patients, and so it's widely
22 recognized that improving prevention and early
23 detection is going to be the key to making a real dent
24 in cancer mortality. And when I understood more about
25 GRAIL's technology, it became clear that that had

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1 transformational potential.

2 Q. So what are your responsibilities as
3 chief medical officer and head of external affairs?

4 A. You know, first and foremost I think my
5 responsibility was to really help the company
6 transition from what was a very scientific company to
7 what is really a public health company. And in that
8 context I oversee several functions.

9 I oversee external affairs, which includes
10 corporate communications and government affairs.

11 I oversee clinical development, which oversees
12 all of our large trials.

13 I oversee medical affairs, which is about
14 educating the clinical community and doing real-world
15 studies, including health economic and technology
16 assessment-oriented studies.

17 And then I oversee the regulatory, quality and
18 clinical compliance part of the organization, which is
19 focused on getting the company ready for FDA approval
20 and to be regulated by the FDA.

21 Q. How many people would you say you supervise?

22 A. Over 90.

23 Q. Do you believe that you have the team that you
24 need to help GRAIL transition to the public health
25 company that you believe it can be?

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1 A. We're on the journey clearly. We've made some
2 progress, but we have a lot more work to do.

3 You know, people with these skill sets are very
4 difficult to find, particularly in the area of
5 genomics, and you know, we -- we've got some gaps, but
6 we're making progress.

7 Q. Are you involved in strategic decision-making
8 at GRAIL?

9 A. I am.

10 Q. In what role?

11 A. Well, you know, I'm a direct report to the
12 CEO, so I sit on the CEO's staff, and I sit on the
13 executive leadership team, which is the team that
14 really presides over the big strategic issues in the
15 company.

16 Q. As a --

17 JUDGE CHAPPELL: So, doctor, could you be
18 called I guess the highest-ranking medical doctor at
19 GRAIL?

20 THE WITNESS: Yes.

21 JUDGE CHAPPELL: Thank you.

22 BY MS. SULLIVAN:

23 Q. As a member of the executive leadership team,
24 were you involved in the decision to be acquired by
25 Illumina?

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1 A. I was.

2 Q. Were you supportive of the acquisition?

3 A. I was. I was very supportive of the
4 acquisition.

5 You know, we were -- we were very close to
6 completing an IPO, of which I was very much of a part.
7 And when the Illumina acquisition was discussed,
8 you know, it became clear to me that despite the IPO
9 perhaps being a more lucrative venture, that partnering
10 with Illumina would really enable our mission and our
11 vision to be accelerated in terms of our ability to
12 achieve it, because getting to scale quickly is going
13 to be the most important thing. And we have this
14 amazing sense of urgency to get this breakthrough
15 technology into the hands of doctors and their patients
16 on a global scale as soon as possible.

17 So that was why I was very supportive of the
18 acquisition.

19 Q. What made you think that the IPO could have
20 been more lucrative?

21 A. Well, you know, it's -- you know, there's no
22 certainty around that, but what -- the valuation of the
23 company that some of the investors and analysts were
24 ascribing was quite high. And so, you know, even,
25 you know, for me personally even if that was going to

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1 be a better financial outcome, it wouldn't have
2 mattered because I think for GRAIL to achieve its
3 aspirations, the much better move was to be acquired by
4 Illumina.

5 Q. So let's shift gears and talk about Galleri.
6 That's GRAIL's first validated test; is that
7 right?

8 A. That's right.

9 Q. I'm going to put up on the screen a picture
10 that might be helpful for those of us who are not
11 doctors.

12 JUDGE CHAPPELL: Can you also define what you
13 mean by "validated test" for the record? She was
14 probably going to ask that anyway, but I'd like to get
15 it in the record here.

16 THE WITNESS: Yeah.

17 There are two levels of validation. There's
18 analytical validation and then clinical validation.

19 "Analytical validation" really refers to,
20 you know, does the test measure what you're purporting
21 to measure and does it do it at a certain level of
22 quality and analytical precision.

23 And clinical validation really is about does
24 the test perform as predicted in the intended use
25 population, a population that the test will actually be

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1 used in.

2 And so that's -- those are kind of broad
3 definitions of analytical and clinical validation.

4 JUDGE CHAPPELL: And when you say
5 "validated" -- when you said "validated" a few moments
6 ago, what did you mean?

7 THE WITNESS: Both.

8 JUDGE CHAPPELL: Okay.

9 THE WITNESS: Usually analytical validity will
10 precede clinical validity.

11 JUDGE CHAPPELL: All right.

12 THE WITNESS: You'll get that first and then
13 you'll move into individuals and populations and
14 validate it clinically.

15 JUDGE CHAPPELL: Just so I'm clear, someone
16 could say a test is validated when it's only been
17 validated analytically?

18 THE WITNESS: It's -- I'm not familiar with
19 that, but it certainly could be possible.

20 JUDGE CHAPPELL: All right.

21 Go ahead, Ms. Sullivan.

22 MS. SULLIVAN: Thank you, Your Honor.

23 BY MS. SULLIVAN:

24 Q. So let's take a look at RDX 0012-1.

25 Can you briefly explain how Galleri works,

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1 Dr. Ofman?

2 A. Sure.

3 So Galleri is a simple blood draw. And we draw
4 the blood from the participant. And we isolate the
5 plasma out of the blood, which is where the circulating
6 DNA resides.

7 We then isolate that DNA, amplify the DNA, and
8 then subject the DNA to bisulfite sequencing, which
9 reveals patterns like you see on this slide about the
10 methylation status of the DNA.

11 And the methylation are little methyl groups
12 that actually attach to the DNA. They don't -- they
13 don't change the code of the DNA. They just attach to
14 the DNA. And they turn genes on and off. And they're
15 known to be a hallmark of cancer because they tend to
16 turn tumor suppressor genes off and they tend to turn
17 tumor promoter genes on.

18 And so you get these patterns. And if you look
19 at the bottom panel of the slide, you see these are the
20 patterns that are revealed from a lung cancer patient
21 and the tissue and the blood. And essentially you see
22 a hypermethylated pattern.

23 And above in the upper panel you see an age and
24 sex-matched control without cancer, and you see a very
25 different pattern on the same part of the chromosome.

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1 And these are fragments, each DNA fragments that you
2 see here.

3 And GRAIL's test looks at over a million of
4 these methylation sites in over a hundred thousand
5 regions of the genome.

6 And so then you take these patterns, and we've
7 subjected these at -- across cancer types and across
8 cancer stages to train a machine learning algorithm to
9 discriminate what is a cancer signal from what is a
10 noncancer signal.

11 And we made sure that the control group had
12 lots of confounding indications and diseases to create
13 a lot of biological noise so that our classifier was
14 effectively trained and we didn't have models that were
15 overfit.

16 So once you subject these patterns to the
17 machine learning algorithm, it will classify the
18 pattern as either a cancer-like signal or a noncancer
19 signal.

20 And then if a cancer signal gets detected, the
21 patterns then get subjected to a second step, which is
22 another classifier, which looks and weights different
23 features from these patterns to predict the tissue of
24 origin or where this cancer signal came from in the
25 body, so we call it a cancer signal origin or a tissue

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9/15/2021

1 of origin.

2 So it's a two-step test. First it determines
3 whether there is a cancer signal and then, if there is
4 a cancer signal, where in the body that cancer signal
5 emanated from.

6 Q. And just to be clear, the second step that
7 you've described, is that a separate test or part of
8 the same test?

9 A. It's part of the same test.

10 Q. Okay. So now let's take a look at another
11 demonstrative exhibit. This is RDX 0012-2.

12 And do you recognize this slide?

13 A. I do.

14 Q. What is this?

15 A. Well, this is a slide that we've been
16 developing to try to capture what we believe are the
17 most important criterion [sic] by which to evaluate a
18 multicancer early detection test.

19 Remember, nothing like this has ever existed
20 before, and so GRAIL really has the only multicancer
21 early detection test available, and so we felt it was
22 important to lay out what the criterion [sic] were
23 about how these might be evaluated.

24 And it really starts with the test, you know,
25 if it's going to be considered a robust test, needs to

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1 find the majority of deadly cancers. And it needs to
2 do so while being very attentive to the harms of cancer
3 screening, and there are two harms. The first harm is
4 false positives.

5 So the test, if it's a multicancer early
6 detection test, has to have a very low false positive
7 rate because you're looking for so many different kinds
8 of cancer.

9 And that will contribute to what we call a high
10 positive predictive value. Positive predictive value
11 is the most important clinical measure that a doctor
12 needs to know about when using this test. And PPV
13 really refers to, of those with a positive result, how
14 many actually have cancer.

15 And so these are really important that these
16 numbers, the very low false positive rate and a much
17 higher PPV than what is typically seen with
18 single-cancer screening tests.

19 Finally, for any multicancer screening test,
20 it has to be able to predict the tissue of origin in
21 order to direct an efficient and focused workup.
22 Otherwise, doctors really won't know what to do with
23 the result.

24 Another harm associated with screening is this
25 idea of overdiagnosis. You've heard about this with

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1 thyroid cancer screening and prostate cancer screening.
2 Maybe we're just finding indolent disease that isn't
3 going to kill people.

4 So we have data from our test that shows that
5 that is highly unlikely to be the case and that our
6 test is really detecting cancers that are clinically
7 significant. And that's because of the way we're
8 detecting cancer, by looking at DNA in circulation
9 that's being shed from invasive cancers.

10 On the right you see really the public health
11 and clinical issues.

12 Obviously, the whole goal here is to improve
13 public health, and so you need to optimize this test to
14 produce a much higher cancer detection rate in the
15 population. And that means you want to use it in a
16 population at elevated risk for cancer. One example of
17 that would be adults over the age of 50.

18 And you want to optimize the sensitivity and
19 specificity so that you find as much cancer in the
20 population as possible while minimizing harms, and so
21 we feel that balance is really critical.

22 It needs to be simple and easy to use so that
23 we don't run into some of the problems that
24 single-cancer screening has with poor adherence and
25 compliance.

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1 And then finally, there should be robust
2 analytical and clinical validation at population scale
3 to support the test's deployment in the population.

4 So, you know, this was a framework that we've
5 laid out. We've published about this framework. We've
6 used it in discussions with regulatory agencies and
7 clinical entities, and it seems to be fairly
8 well-received.

9 Q. Thank you.

10 So let's talk about how GRAIL got here.

11 Let's take a look at another demonstrative that
12 hopefully you can walk through with us. This is
13 RDX 0012-3.

14 Could you give us an overview, Dr. Ofman, of
15 the road that GRAIL took to develop and ultimately
16 validate Galleri?

17 A. Sure.

18 So shortly after GRAIL was spun out of Illumina
19 and their -- the R&D was externalized, CCGA was
20 undertaken, which is the Circulating Cell-free Genome
21 Atlas study.

22 To my knowledge, this is the largest
23 case-control study that's been done in -- for early
24 detection. And this study has three parts.

25 The first part, CCGA-1, was really the R&D part

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1 of the study where GRAIL, to its great credit, didn't
2 assume that they knew what the best way was to
3 interrogate the genome to find cancer, so they compared
4 many different methods.

5 They looked at mutations. They looked at
6 chromosomal changes. They looked at methylation
7 patterns. They looked at fragment lengths. They
8 looked at proteins. They looked at many, many
9 different approaches.

10 And that study showed GRAIL that looking at
11 methylation patterns was by far the strongest and most
12 robust way to detect cancer signals in the blood.

13 So from that point forward GRAIL was developing
14 the test around the methylation-based pattern
15 recognition approach.

16 The second study out of the
17 Circulating Cell-free Genome Atlas was a validation
18 study of the first version of Galleri, what we call v1.
19 And it used an independent training set and then an
20 independent validation set, which is the most robust
21 way to do it.

22 And then the third study from CCGA was a
23 similar validation of the second version of Galleri,
24 which is the Galleri that we've introduced into the
25 market. And so that was CCGA.

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1 Shortly after that study was launched, two very
2 large cohort studies were launched as well, STRIVE and
3 SUMMIT. And these are not return of results studies,
4 so these are noninterventional. And these are very
5 important cohorts, women getting mammograms and men and
6 women getting low-dose CT for high-risk lung cancer
7 screening.

8 And these studies are going to be very
9 important for us to look at the performance of our test
10 in those populations and in relationship to mammography
11 and low-dose CT. And we haven't analyzed those data
12 yet because we're reserving them for our FDA submission
13 on the next version of our test.

14 Finally, we launched an interventional study,
15 which is what we call a real-world clinical practice
16 study, of -- and it's called PATHFINDER. And it was in
17 6600 men and women screening eligible with no suspicion
18 of cancer at six centers around the country.

19 And in this case, the test was performed.
20 Patients were worked up. They were followed up for a
21 full year. And we've just reported the interim results
22 from this study.

23 And so if you look at the -- there's one
24 other study that we've recently launched, which is
25 a -- the largest, real-world, what we call a

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1 pragmatic, randomized clinical trial, in the U.K., I
2 think ever done in the field of genomics. It's
3 140,000 screening-eligible individuals randomized to
4 getting Galleri or not getting Galleri along with
5 standard of care screening, and we'll be following
6 patients for three consecutive years, in the U.K.

7 So that's the evidence program that's laid out
8 on this slide.

9 Q. Just to be clear, when was Galleri analytically
10 validated?

11 A. From 2016 to 2018 there were a series of
12 analytical studies that were done that resulted in its
13 analytical validation.

14 Q. And when was it clinically validated?

15 A. Well, version 1 was clinically validated, but
16 version 2, the clinical validation occurred last year
17 in 2020 with the CCGA 3 study.

18 Q. And you said version 1 was clinically validated
19 as well.

20 When did that occur?

21 A. Prior to that. That occurred in 2019.

22 Q. Thanks, Mike.

23 If GRAIL first validated Galleri through the
24 CCGA study, why did it do SUMMIT and STRIVE?

25 A. Well, SUMMIT and STRIVE are very important

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1 cohorts. And remember, CCGA is what we call a
2 case-control study, so the cases are newly diagnosed
3 cancer patients, and the controls are age and
4 sex-matched people without cancer but with lots of
5 other diseases.

6 And so we needed to also study our assay in
7 what we call the intended use population. You know,
8 screening-eligible women undergoing mammograms are an
9 important population for multicancer early detection.
10 And smokers, who are getting low-dose CT scan, are at
11 risk of 16 other cancers, at very high risk.

12 So they're very important populations, so we
13 want to understand the performance of the test in those
14 intended use populations as well and then also
15 understand how our test interacts with mammography and
16 low-dose CT, are we finding the same cancers, are we
17 finding different cancers, so good reasons to do those
18 studies as well.

19 Q. And you said that you're waiting to analyze the
20 results of those studies until the FDA submission; is
21 that right?

22 A. That's right.

23 Q. So GRAIL didn't need the results of STRIVE and
24 SUMMIT to prove that Galleri worked?

25 A. No.

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1 We felt that PATHFINDER, which was an actual
2 return of results study, interventional, in actual
3 clinical practice, would be a more powerful way to add
4 to our clinical validation than those cohort studies.

5 So with PATHFINDER, it gave us the opportunity
6 to hold those studies until the version is ready to
7 submit to the FDA.

8 Q. And could you help us understand a little bit
9 more the purpose of the PATHFINDER study.

10 A. Yeah. The purpose of PATHFINDER was very
11 clear. We needed to show -- after the clinical
12 validation of our test, we needed to better understand
13 how positive results were going to get worked up, how
14 the test was actually going to get implemented in
15 clinical practice.

16 And we also wanted to understand whether the
17 positive predictive value, which again is the key
18 clinical measure, that we saw in the CCGA study, how
19 that would translate into the real world, and so that
20 was going to be a core aspect of PATHFINDER.

21 PATHFINDER was not designed or powered to
22 replicate the sensitivity of Galleri or to try to find,
23 you know, all the cancers that Galleri can find,
24 because that would require hundreds of thousands of
25 people.

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1 So it was really a feasibility study about
2 implementing Galleri into actual clinical practice.

3 Q. And was GRAIL happy with the interim results of
4 the PATHFINDER study?

5 A. Yes. It was really remarkable that it
6 performed pretty close to as we predicted it would, and
7 the PPV that we've seen thus far on the interim seems
8 to be very well-aligned with what we've seen in prior
9 studies.

10 And that's really important because in this
11 field, you know, it's littered with companies that do
12 these small, underpowered studies, case-control
13 studies -- I have lots of examples -- where they put it
14 into actual clinical care and the tests don't work.

15 And so, you know, there's a lot of skepticism
16 about that, and so it was really important for us to
17 show that the robust CCGA study was able to replicate
18 itself under real-world conditions.

19 Q. Was Galleri able to find cancer in patients
20 who had no idea that they had it in the
21 PATHFINDER study?

22 A. Yeah. In the PATHFINDER study, we found
23 29 cancers, 13 different types of cancer, and some in
24 their early stages. We found early pancreatic cancer.
25 We found early liver cancer. We found early head and

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1 neck cancer. We found a lot of hematologic
2 malignancies.

3 So it was almost like you were standing on the
4 street corner watching healthy 50-year-olds walk by
5 that had no idea they had cancer and seeing the cancers
6 just light up as they walked by. It was really
7 remarkable.

8 Q. Was there any concern that Galleri found
9 13 different types of cancer, not 50?

10 A. Oh, no. That's -- the study -- PATHFINDER --
11 you know, to find, you know, all 50 cancers, you know,
12 in a real-world population is going to require hundreds
13 of thousands of people, so PATHFINDER was not designed
14 to do that. PATHFINDER was really designed to
15 understand the specificity of the test and its positive
16 predictive value.

17 So no, we were -- we were thrilled that there
18 was such a diversity of cancers that were found in
19 PATHFINDER.

20 Q. So which of the trials or studies that GRAIL
21 has conducted was designed to determine how many types
22 of cancer Galleri could detect?

23 A. Well, the CCGA study was, was designed that
24 way. It was -- it collected an enormous number of
25 different cancer types at different stages, all newly

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1 diagnosed, untreated, and -- and our test was
2 subjected to that to see if those cancers could be
3 detected.

4 And subsequently, in the U.K. study that we're
5 doing with 140,000 individuals, that's powered as well
6 to find, you know, many of the less common cancers.

7 Q. And how many types of cancer did Galleri detect
8 in the CCGA study?

9 A. Over 50 different cancer types.

10 Q. So just back to PATHFINDER for a moment, how
11 did the study participants and the investigators react
12 to the performance of the test?

13 A. Well, very favorably. We interviewed
14 investigators throughout the study. We surveyed
15 patients throughout the study. And we were pretty
16 pleased with the -- first the engagement of the
17 principal investigators and the investigators and their
18 feedback about how this all worked and how it wasn't
19 creating confusion. We -- patients were not
20 demonstrating enormous amount of anxiety.

21 And so in the surveys we found very high levels
22 of satisfaction with the test, that the test was
23 satisfying, that they thought it was doing much more
24 good than harm, that it was likely to be a good thing
25 for them. And we didn't see a lot of difference in

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1 that satisfaction between people who had positive and
2 negative tests or between people who had false
3 positives and false -- and true positive tests, so
4 very, very strong in terms of overall patient
5 satisfaction.

6 Q. Which of the studies that GRAIL has conducted
7 has it published, if any?

8 A. Well, we try to publish everything, obviously.

9 We've published CCGA 2.

10 We've published CCGA 3.

11 We -- the CCGA 1, which is a much more complex
12 study, is I believe submitted for publication or soon
13 to be submitted.

14 PATHFINDER, the interim analysis was presented
15 in a poster and an abstract at ASCO, and the paper is
16 almost ready to be submitted.

17 So, you know, we're very focused on publishing
18 all of our data.

19 Q. Why is GRAIL focused on publishing everything?

20 A. Well, first of all, you know, we want to be
21 completely transparent with our data with the medical
22 community. And we think that this is so
23 transformational and paradigm-shifting that we need to
24 be very clear that the data really support our claims
25 and our findings. And the only way to do that is to

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1 get it peer-reviewed and into the medical community.

2 So it's critically important, particularly when
3 you're dealing with novel approaches to clinical care
4 and innovation, that the data are out there to be
5 reviewed by peers and peer-reviewed in journals so that
6 it has credibility and heft.

7 Q. You mentioned earlier in your testimony that
8 the decision to analyze methylation patterns was made
9 very early on, I believe after CCGA 1. Is that right?

10 A. Uh-huh.

11 Q. And does the version that's available for
12 purchase today analyze methylation patterns?

13 A. Yeah. All of our test is basically on a
14 similar platform of looking at methylation patterns
15 through bisulfite sequencing.

16 Q. Does Galleri today search for other types of
17 analytes?

18 A. No.

19 Q. Is GRAIL working on an updated version of
20 Galleri?

21 A. Yeah. We're working on a subsequent version
22 that will be the one hopefully we will submit to -- for
23 our PMA with the FDA. And the idea there is can we at
24 least match this performance while lowering the costs
25 of the test and reducing the amount of sequencing that

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9/15/2021

1 needs to be done, so that's kind of the goal of the
2 next version of the test.

3 Q. Will that version of the test also analyze
4 methylation patterns?

5 A. Yes.

6 Q. So you're not updating the test because the
7 current version doesn't work; is that right?

8 A. No. No. To the contrary. We're -- we want to
9 make sure the subsequent version meets the performance
10 standards that we have today but hopefully be able to
11 do that with sequencing, you know, fewer regions of the
12 genome.

13 Q. And why is that important?

14 A. Because we need to get the cost of the test
15 down. If GRAIL is to achieve its mission of providing
16 access to this type of technology to adults worldwide
17 to, you know, dramatically improve the cancer detection
18 rate, we've got to get the cost of the test down. And
19 we know that.

20 And the way to do that is to not only take
21 advantage of the natural fact that sequencing costs are
22 going down over time, but we need to reduce the amount
23 of sequencing that we're doing, and so we need -- we
24 need to get data at scale so that we can train our
25 machine learning algorithms to improve to the point

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9/15/2021

1 where we can reduce the number of regions of the genome
2 that we sequence.

3 Q. Do you know what it means for a test or assay
4 to be locked?

5 Let me -- let me state that again, so strike
6 that.

7 Do you know what it means for a test or assay
8 to be locked?

9 A. Yes.

10 Q. What does it mean?

11 A. It effectively means that you are not -- no
12 longer making any changes to it. You know, you're not
13 change the classifier. You're not changing the assay.
14 The basic processes are locked, so -- so you know that
15 there are no more changes happening to it.

16 Q. Is version 2 of Galleri locked?

17 A. Yes.

18 Q. And to be clear, version 2 is the version
19 that's currently available on the market?

20 A. Correct.

21 Q. When was version 2 locked?

22 A. It was locked before we analyzed the
23 CCGA 3 database.

24 Q. Is GRAIL doing R&D to assess whether it might
25 be able to analyze other types of biomarkers?

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 A. We are.

2 Q. Does GRAIL have any plans at this time to
3 modify its Galleri test to include other analytes?

4 A. No.

5 Q. Or biomarkers I should say?

6 A. No.

7 Q. So why is GRAIL doing that R&D?

8 A. Well, you know, our hope is that we will find
9 what we call orthogonal analytes, different analytes,
10 that could improve the performance of what is already
11 pretty, you know, transformational levels of
12 performance that we have with Galleri.

13 So, you know, when we originally did CCGA 1, we
14 asked ourselves, you know, could adding mutation to
15 methylation improve performance, could adding
16 chromosomal changes add to the performance. And we
17 asked those questions, could adding the existing
18 proteins that we all know about add to the performance
19 of Galleri, and the answer was no, no, no.

20 And so we are always on the look for analytes,
21 whether they're from urine or RNA or novel proteins
22 that have yet to be discovered whether they can improve
23 the performance of Galleri, and our hope is that we'll
24 find some. But we may not.

25 Q. Is GRAIL conducting that R&D in response to any

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1 other test developer's work?

2 A. No. It's really just an ongoing effort to
3 continue to try to optimize the technology that we
4 have.

5 Q. Galleri received breakthrough device
6 designation from the FDA in 2018; is that right?

7 A. That's right.

8 Q. Was that after GRAIL decided to focus the test
9 on analyzing methylation patterns?

10 A. I believe so. Yes.

11 Q. What's the significance of being designated a
12 breakthrough device by the FDA?

13 A. Well, it provides a little more flexibility, so
14 the review times are supposed to be faster. Your
15 access to the review division is supposed to be better.
16 And then finally, at the end, the balance of evidence
17 in the preapproval and postapproval setting is supposed
18 to be more flexible.

19 Q. You're saying "supposed to be."

20 Has it been your experience that GRAIL has
21 benefited significantly from the designation thus far?

22 A. It's too early to know.

23 Q. Does the breakthrough device designation
24 guarantee that Galleri will be approved by the FDA?

25 A. No.

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 Q. Galleri also received an IDE from the FDA; is
2 that right?

3 A. Correct.

4 Q. What does "IDE" stand for?

5 A. Investigational device exemption.

6 Q. What's the significance of obtaining an IDE?

7 A. Well, when you have what the FDA considers to
8 be a high-risk device, it -- you ask for this
9 exemption, and it provides FDA oversight of the study.

10 And so, you know, when we did PATHFINDER,
11 for example, we applied for an IDE. And the FDA
12 granted it. And they have to approve the protocol and
13 they approve the process and they -- you have to report
14 back to the FDA.

15 So it's actually -- you know, it's a -- it's a
16 regulatory kind of channel for them to do clinical
17 studies with the manufacturers in -- when there's
18 high-risk devices.

19 Q. Does the fact that Galleri received an IDE
20 guarantee that it will ultimately receive FDA
21 approval?

22 A. No.

23 Q. Galleri runs on NGS sequencers supplied by
24 Illumina; is that right?

25 A. That's right.

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9/15/2021

1 Q. Did Illumina have any involvement in any of the
2 clinical trials or studies you just described?

3 A. No.

4 Q. Since Illumina spun out GRAIL, do you know
5 whether Illumina has had any involvement in GRAIL's
6 development of Galleri at all?

7 A. No, it hasn't.

8 Q. Do you know whether GRAIL has been required to
9 share information about Galleri's specifications or its
10 algorithm with Illumina?

11 A. I don't believe -- we have not. No.

12 Q. So did GRAIL develop its Galleri test without
13 Illumina?

14 A. Yes.

15 Q. And as chief medical officer at GRAIL, do you
16 believe that GRAIL will be able to make its test
17 accessible to as many patients as it wants to reach
18 without Illumina?

19 A. I don't.

20 We have -- we have, you know, enormous
21 aspirations and urgency to help address, you know,
22 this, this war on cancer. And this new front, which is
23 multicancer early detection, could be, you know,
24 pivotal in our efforts to bend the mortality curve in
25 cancer. But to do that, we have got to get the cost of

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9/15/2021

1 the test down, we have to get worldwide access to the
2 adult population, and we have to do it with great speed
3 and great urgency.

4 And so our ability to scale the business is
5 limited if we are doing this on our own. It will take
6 a long time. And if we're part of Illumina, I firmly
7 believe that that time will be greatly accelerated, and
8 so our ability to achieve our aspiration will not only
9 be accelerated but actually, you know, fortified by
10 being part of a company with the magnitude and the
11 capabilities of Illumina.

12 Q. Galleri became available for purchase this
13 spring; is that right?

14 A. Yes.

15 Q. Now that it's on the market, could you explain
16 how Galleri fits into the cancer screening ecosystem?

17 A. Yeah. I mean, right now in the United States
18 there are five single-cancer screening tests that are
19 used. We screen for breast. We screen for colon. We
20 screen for prostate, cervical. And in smokers, who are
21 at high risk for lung cancer, we screen for lung
22 cancer.

23 There are -- you know, Galleri is the only
24 multicancer early detection test available. And it --
25 it is in the market now as a complement to those

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9/15/2021

1 single-cancer screening tests. It is not intended on
2 any level to replace those tests. And it's really
3 important that it is a complement to those, but it
4 provides an opportunity now, if you're a primary care
5 provider, to help look for all the cancers that we are
6 not looking for today.

7 Unfortunately, those five screening tests are
8 very well -- they're saving lives, but they are not
9 finding enough cancer in the population. In fact, in
10 adults over the age of 50 they're only finding about
11 16 percent of the incident cancers.

12 And so we're not going to bend the cancer
13 mortality curve with just adding more single-cancer
14 screening tests. We have got to change the game with
15 multicancer early detection, so complementing those can
16 dramatically improve the cancer detection rate in the
17 population.

18 Q. And why is it -- why is Galleri intended to
19 complement those current standard of care screening
20 tests?

21 A. Because we should never replace those tests.

22 You know, Galleri has incredible performance,
23 but, you know, when you have a negative Galleri test,
24 it doesn't preclude that there's a cancer there. It
25 doesn't definitively rule out cancer, as those tests

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1 don't.

2 So if you have a negative Galleri test, you
3 still want to encourage the individual to get their
4 single-cancer screening tests. And those tests have
5 been demonstrated with mortality studies to have an
6 important impact, and so, you know, you never want to
7 replace those tests.

8 Q. What about single-cancer liquid biopsy tests
9 that are in development? Are you aware of any of
10 those?

11 A. I am.

12 Q. How are you aware of them?

13 A. Just reading the literature, hearing about them
14 in the media, and being in conferences copresenting
15 with some of these folks.

16 Q. Which companies are you aware of that are
17 developing single-cancer liquid biopsy tests?

18 A. Well, there are many, but the ones I'm most
19 aware of are Exact Sciences, Guardant Health and
20 Freenome.

21 Q. Is Galleri competing with any of those tests in
22 development?

23 A. No. No.

24 Q. Do you expect that Galleri will compete with
25 any of those tests once they become available, if they

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9/15/2021

1 do?

2 A. No.

3 Most of those are going after colon cancer
4 because there's a tried-and-true path about how to get
5 approved and payment for colon cancer tests, but we
6 already have a number of colon cancer screening tests
7 in the market. And people who want to do single-cancer
8 screening tests, that's very different than doing a
9 multicancer early detection test.

10 Q. Why is it different?

11 A. Well, you're looking for one cancer. And
12 there are already a number of those tests out there,
13 and that's what's happening today in the world. We
14 screen for colon cancer with stool-based colon cancer
15 screening tests or colonoscopy, which is the gold
16 standard, and so there are -- you know, for people who
17 want to use blood to look for colon cancer, they'll
18 just do that.

19 But adding a multicancer early detection test
20 to the single-cancer screening test is a very different
21 activity. They're not really competing.

22 Q. Doesn't Galleri also detect colon cancer?

23 A. It does.

24 Q. So why wouldn't a physician trying to decide
25 which test to offer a patient compare Galleri against

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9/15/2021

1 one of these single-cancer liquid biopsy tests that's
2 looking for colon cancer?

3 A. They -- they will do that in their minds, but
4 they're very different activities.

5 What Galleri -- you know, for the five
6 cancers -- remember, the other 45 that we find have no
7 available screening tests at all.

8 So when you order Galleri as a physician,
9 you're not suspecting any particular type of cancer.
10 That's why you order Galleri. These are in
11 screening-eligible adults and who you know as a
12 physician are already getting colon cancer screening,
13 are already getting breast cancer screening, lung
14 cancer screening.

15 So what you're trying to do there is say, well,
16 we're going to use Galleri to find any cancer signal
17 that exists. And if it happens to be one that we're
18 already looking for, that's great. We know what to do.
19 But the real value of Galleri is in all the cancers
20 that we're not currently screening for.

21 Q. What about a liquid biopsy test that detected
22 two or three cancers? Would you expect Galleri to
23 compete against that type of test?

24 A. No.

25 Q. Why not?

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9/15/2021

1 A. Because that's really not a multicancer early
2 detection test, and you know, I'm not aware of a test
3 out there like that right now. But it's just a
4 different activity, looking for a common -- what's
5 important about Galleri is that it looks for a cancer
6 signal in the blood. And then that cancer signal,
7 which is common across many, many different kinds of
8 cancer, is localized to a particular organ or tissue.

9 And so, you know, conceptually what you're
10 trying to do with Galleri is very different than
11 something you'd be trying to do with a test that says
12 we can find stomach and esophageal cancer or we can
13 find -- yeah, it's just a completely different
14 activity.

15 Q. Are you aware of other liquid biopsy tests that
16 search for more than one cancer that are in
17 development?

18 A. Yes.

19 Q. Which companies are you aware of?

20 A. I know Exact Sciences has said publicly that
21 they're developing a multicancer detection test. I
22 haven't seen any data to support that, but they've
23 talked about it.

24 There's a company they acquired called
25 Thrive Early [sic] Detection that -- they've talked a

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9/15/2021

1 lot about an assay for early detection and they have
2 one large publication.

3 Singlera Genomics is a company that has been
4 developing a test that tests for a handful of cancers.

5 And then there are a couple other small
6 companies out there with tests that are in
7 development.

8 Q. As the chief medical officer at GRAIL, which
9 of those test developers do you pay attention to, if
10 any?

11 A. Well, the only one that I've really looked at
12 carefully is the Thrive test, primarily because they
13 had a very big publication. We used to get asked a lot
14 about it. And they've -- they're public, very public
15 about talking about their technology.

16 And the reason I'm paying attention is because
17 I'm actually a little worried about it. I think this
18 field -- we are trying to change the paradigm of how we
19 find cancer. And one of the -- there's a large
20 graveyard in diagnostics of companies doing small
21 studies and then putting them into patients and the
22 tests don't work. And I'm actually very worried that
23 that could happen in this field and do irreparable harm
24 to this burgeoning field.

25 You know, I'm rooting for companies like

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1 Thrive to have, you know, outstanding tests that can
2 help get this field developed, because, you know,
3 developing a whole new way of detecting cancer is
4 hard, and it's going to take, you know, several
5 companies, you know, working on this to make it happen
6 with the clinical community. But I also worry that
7 some of these companies may take shortcuts.

8 Thrive is a good example, where they had this
9 amazing study, case-control study in about a thousand
10 people, with pretty remarkable results, but they put it
11 into the real world at Geisinger in 10,000 women over
12 the age of 65. It was not a locked or validated assay.
13 They changed the test throughout the study. And the
14 blood test basically didn't work, and so they had to
15 combine it with a whole-body PET-CT in order to find
16 cancer.

17 And what I worry about is that companies like
18 Thrive will try to convince the world that whole-body
19 PET-CTs are required alongside these blood tests and
20 that could cause harm for patients. And it's simply
21 not true.

22 So that's why I'm following that company in
23 particular, because I'm a little bit worried about
24 them.

25 Q. Based on your experience in the life sciences

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9/15/2021

1 industry, is it common for companies to develop new
2 technologies in secret?

3 A. Quite the contrary.

4 You know, I come from biotechnology, and I've
5 spent time in devices. When companies develop
6 important innovation, there is every incentive for
7 them to publish those data and to be very public about
8 the validity and the robustness of those data.

9 Other than in the very early stages when the
10 technology is in its earliest development, for
11 proprietary reasons, you know, before they've got
12 intellectual property protection, they might want to
13 keep things very quiet. But as soon as they have data
14 that show that the test works or the drug works, there
15 is every motivation to be fully transparent about that
16 and an obligation actually to the scientific community
17 to make those results known.

18 Q. And what does the fact that others haven't
19 published significantly on multicancer tests like
20 Galleri mean to you?

21 A. It means they probably have technology that
22 doesn't work.

23 Q. Let's shift gears a little bit and talk about
24 the launch of Galleri and the regulatory approvals that
25 it has received.

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1 And Dr. Ofman, just as a reminder, we are in
2 the public session, so if I ask any questions that you
3 feel need to be in camera, please do let me know, and
4 we can move and wait until the in camera session.

5 So GRAIL launched Galleri as a
6 laboratory-developed test; is that right?

7 A. That's right.

8 Q. And is that also known as an LDT?

9 A. That's correct.

10 Q. Are there regulatory requirements that need to
11 be satisfied to sell Galleri as an LDT?

12 A. Yes.

13 Q. Can you explain what those are?

14 A. Sure.

15 I mean, obviously you have to have a validated
16 assay, analytically and clinically validated, to get
17 CAP/CLIA certification. And in some other states they
18 have their own approval, like New York, has the
19 New York State Department of Health approval.

20 So to sell the test you have to have CAP/CLIA
21 certification, and then in New York you also have to
22 have New York State Department of Health
23 certification.

24 Q. And is there a regulatory agency or entity that
25 certifies compliance with CAP/CLIA?

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9/15/2021

1 A. It is -- it is CMS with CLIA and the
2 Association of Pathologists, which is CAP.

3 Q. Are there any requirements that relate to the
4 representations that a company makes about the test
5 that's operating as an LDT?

6 A. Yeah. I mean, you know, if you have an LDT in
7 the market, you still need to follow all the major
8 guidances from the FDA about supportable claims and
9 having evidence to support your claims and, you know,
10 the basics of that and, you know, because there is
11 oversight from the FDA as well.

12 Q. And what does that mean in practical terms?
13 For example, for GRAIL.

14 A. Well, it means that we are -- you know, as we
15 work towards our PMA and as we continue to discuss
16 Galleri in the market, we're very thoughtful and
17 careful about our marketing messages, our materials,
18 and the content that we produce to make sure it's
19 robust and that everything we say about Galleri is
20 supported by the evidence.

21 Q. So is GRAIL satisfying the requirements to sell
22 the test as an LDT?

23 A. Yes. It's a single -- you know, LDTs are where
24 tests are run in a single laboratory,
25 CAP/CLIA-certified. Yes, we are.

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1 Q. Does the fact that GRAIL is satisfying those
2 requirements mean that it's likely to be able to obtain
3 a PMA from the FDA?

4 A. No.

5 Q. And just for the record, what is a PMA?

6 A. It's a premarket authorization. It is the
7 pathway for devices, high-risk devices, to get approval
8 by the FDA.

9 Q. And why is it the fact that GRAIL's compliance
10 with the LDT requirements does not mean that it will
11 necessarily get a PMA from the FDA?

12 A. Well, because the FDA has many additional
13 requirements in terms of quality, manufacturing,
14 inspections. The evidence requirements are quite
15 different.

16 So there's just a lot more to getting an FDA
17 approval above and beyond what it takes to get CAP/CLIA
18 certification.

19 Q. If GRAIL can sell Galleri as an LDT without
20 getting FDA approval, why does GRAIL want to obtain FDA
21 approval ultimately?

22 A. Well, to achieve our goal as a company and
23 provide broad access of our test to as many adult
24 Americans and adults worldwide as possible.

25 But in the U.S., for example, we don't expect

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9/15/2021

1 that we'll be able to get Medicare reimbursement
2 without FDA approval, and we don't expect that large
3 U.S. payers are going to provide coverage for the test
4 without FDA approval.

5 Q. When you learned that the FTC was challenging
6 Illumina's acquisition of GRAIL, what was your
7 reaction?

8 A. Well, I had two reactions. The first was a
9 bit of frustration because, you know, we have an
10 enormous sense of responsibility and urgency to get
11 our technology to doctors and their patients as soon as
12 possible.

13 I mean, we have technology in our hands today
14 that can find cancer in patients who have no idea they
15 have cancer. And you know, we are in a COVID-size
16 pandemic in cancer year after year after year. We've
17 lost 600,000 Americans to COVID or more now, and we're
18 losing 600,000 to cancer every year, year after year
19 after year. And so we just do not seem to have the
20 sense of urgency.

21 So it was very frustrating to see the FTC
22 respond that way when it's so clear to me that by
23 partnering with Illumina and being reacquired into
24 Illumina that we could accelerate the scale that we
25 need in order to achieve that objective.

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9/15/2021

1 And then the other part was very concerning
2 for me as it relates to the innovation industry.
3 Coming from biotechnology, being in the device, we
4 externalize our R&D all the time. It's something
5 that's quite common and necessary sometimes.

6 And if it became true that companies would not
7 be able to reacquire the R&D that they externalized, it
8 would have a dramatic chilling effect on how these
9 companies think about their innovation engine. And so
10 I got very worried about that as it relates to the
11 entire innovation architecture of our biomedical
12 sciences, you know, ecosystem here in the
13 United States.

14 MS. SULLIVAN: Thank you.

15 Judge Chappell, that --

16 MR. O'DEA: Move to strike the last question
17 and answer as opinion testimony.

18 JUDGE CHAPPELL: He was asked what his reaction
19 was. I'll allow that. Overruled.

20 MS. SULLIVAN: Judge Chappell, that concludes
21 my public questioning of Dr. Ofman.

22 JUDGE CHAPPELL: Okay.

23 At this time we will go into an in camera
24 session. The public who are calling in will be moved
25 into a waiting room. You will be brought back into the

Trial - Public Record

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9/15/2021

1 courtroom after we go back into public session.

2 I need the lead or questioning attorney for
3 each party to review the list of the participants on
4 the Zoom screen and verify that there are no
5 participants in the courtroom who should not be there.

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

10 Let me know after you've reviewed the list.
11 Go ahead.

12 JADA: All right, Your Honor. The public line
13 has been moved and I don't see anyone.

14 MS. SULLIVAN: I don't see anyone, Your Honor.

15 MR. O'DEA: Nothing on my end either,
16 Your Honor.

17 (Whereupon, the proceedings were held in
18 in camera session.)

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9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Illumina, Inc. and Grail, Inc.

9/15/2021

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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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Trial - Public Record

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Trial - Public Record

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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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Trial - Public Record

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

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Trial - Public Record

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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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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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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4 (End of in camera session.)

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

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

3 - - - - -

4 JADA: All right, Your Honor. They're
5 connected.

6 JUDGE CHAPPELL: All right. Proceed.

7 BY MR. O'DEA:

8 Q. Now, Dr. Ofman, you testified during your
9 direct examination about Galleri's ability to detect
10 cancer signals for a number of different cancers. Do
11 you recall that?

12 A. I do.

13 Q. And do you recall that you testified about the
14 importance of detecting cancers earlier?

15 A. Yes.

16 Q. Early detection means detecting cancers in
17 their early stages rather than in their later stages,
18 right?

19 A. That's right.

20 Q. And, Dr. Ofman, you're familiar with cancer
21 stage grouping, correct?

22 A. I am.

23 Q. Would you agree that Stage 4 cancer is not
24 early stage cancer?

25 A. I would.

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3431

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9/15/2021

1 Q. In fact, Stage 4 is the last stage in the
2 progression for a particular type of cancer. Is that
3 correct?

4 A. Most often, yes.

5 Q. And would you agree that to the extent an MCED
6 test detects Stage 4 cancer in a patient who has
7 already been diagnosed with cancer, that is not an
8 instance of early cancer detection?

9 A. I would agree.

10 Q. Now, generally speaking, the clinical prognosis
11 for patients is better the earlier the cancer is
12 detected, right?

13 A. Generally, yes.

14 Q. And Galleri is intended to be used as a
15 screening test for asymptomatic populations, right?

16 A. Correct.

17 Q. And so I should pause here, Dr. Ofman, and I'd
18 just like to remind you that we are now in a public
19 session. So I have done my best to organize these
20 questions to only call for public information, but if
21 you feel that it is necessary to reference confidential
22 information of GRAIL at any point, please just flag
23 that, and be careful not to disclose it in public,
24 okay?

25 A. Okay.

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9/15/2021

1 Q. If we could put up RX 2770.

2 Dr. Ofman, I'm showing you now Respondents'
3 Exhibit RX 2770. This document was admitted per JX 2
4 and has been used previously in trial by Respondents.

5 Dr. Ofman, these are the results of GRAIL's
6 CCGA3 study that you referenced earlier today, correct?

7 A. Yes.

8 Q. And if we could zoom in on the first bullet
9 under "Conclusions" on the right side of the slide,
10 that first bullet states, "This MCED test that was
11 evaluated in the third CCGA substudy detected cancer
12 signals across more than 50 AJCC cancer types."

13 Do you see that?

14 A. Yes.

15 Q. And the MCED test at issue here is Galleri,
16 correct?

17 A. Yes.

18 Q. And I believe you said that these data are from
19 the same version of Galleri as is being sold as an LDT
20 today?

21 A. Yes.

22 Q. I'd like to ask a few questions about what it
23 means to detect cancer signals across more than 50 AJCC
24 cancer types.

25 First of all, many of the AJCC cancer types

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 that GRAIL claims Galleri can protect are subsets of
2 broader cancer classes, correct?

3 A. Yes.

4 Q. And if we can zoom in on maybe just the first
5 three -- because the font is so small -- the first
6 three or four cancers there, we see the CCGA cancer
7 class on the left, correct?

8 A. Correct.

9 Q. And then do you see the AJCC cancer type on the
10 right?

11 A. Correct.

12 Q. And so, for example, colon and rectum cancer is
13 broken down into five different AAJC cancer types,
14 correct?

15 A. Correct.

16 Q. Galleri predicts tumor of origin location for
17 cancer signals that it detects, right?

18 A. Yes.

19 Q. But Galleri does not predict 50 tumor of origin
20 locations, right?

21 A. Right. In the development of the classifier,
22 they've grouped cancers into these classes, tissue of
23 origin classes, which as -- you know, will evolve as we
24 train the classifier over time. So, you know, we're
25 already detecting cancers that the classifier has never

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9/15/2021

1 been trained on before. So it's -- it's, you know, a
2 way of organizing a large grouping of complex biologic
3 information.

4 For example, there are many types of breast
5 cancer, but we're only counting breast cancer as
6 breast. There are many types of lung cancer; we're
7 only calling lung lung. There are -- so where it's
8 feasible, based on the AJCC answer types, to break out
9 the types, you know, we do that, but our classifier
10 only reports out these cancer classes right now.

11 MR. O'DEA: Your Honor, I would move to strike
12 everything from the witness' response after the word
13 "right."

14 JUDGE CHAPPELL: That didn't respond to your
15 question. I'll grant that motion. Everything after
16 "right" will be disregarded.

17 Go ahead.

18 BY MR. O'DEA:

19 Q. So, Dr. Ofman, colon/rectum is a single
20 location for purposes of GRAIL tissue of origin
21 analysis, correct?

22 A. Correct.

23 Q. And the CCGA 3 study provides sensitivity data
24 by stage for colon/rectum as a single cancer class,
25 right?

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 A. You know, I'm -- I'm not sure of that, because
2 I believe we also report it out by the AJCC cancer
3 type.

4 Q. Dr. Ofman, my question was, the CCGA 3 study
5 provides sensitivity data by stage for colon/rectum as
6 a single cancer class. That is correct, right?

7 A. That is correct.

8 Q. And the CCGA3 study was a case-control study,
9 right?

10 A. Right.

11 Q. And so it included individuals who had already
12 been diagnosed with cancer, correct?

13 A. Correct.

14 Q. And Galleri is intended to be used as a
15 screening test for asymptomatic individuals, correct?

16 A. Correct.

17 Q. And that is the most advanced form -- sorry.

18 And, in fact, many of the subjects in the CCGA3
19 study had been diagnosed with Stage 4 cancer, right?

20 A. Some had, yes.

21 Q. But nearly all of the subjects for whom Galleri
22 detected a cancer signal in CCGA3 had already been
23 diagnosed with cancer, right?

24 A. Newly diagnosed, correct.

25 Q. Isn't it true, Dr. Ofman, that GRAIL counted

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9/15/2021

1 Galleri as having detected a particular cancer type in
2 the CCGA3 study even if it only detected a cancer
3 signal in subjects with Stage 4 cancer?

4 A. You know, I don't -- I don't know.

5 Q. So you're not able to state, Dr. Ofman, that
6 GRAIL did not count Galleri as having detected a
7 particular type of cancer if it only detected a cancer
8 signal in subjects with Stage 4 cancer?

9 A. Yeah, I've seen CCGA3 reported in a number of
10 different ways, and one of the ways I frequently see it
11 reported is the sensitivity for Stage 1 through 3
12 cancer, and, therefore -- so I just can't answer your
13 question definitively. I just don't know.

14 Q. Well, let's take melanoma as an example.
15 Melanoma is one of the cancer types for which GRAIL
16 claims Galleri can detect a signal, correct?

17 A. Yes.

18 Q. And the CCGA3 poster reports that GRAIL
19 sensitivity in detecting melanoma is 46.2 percent,
20 correct?

21 A. Correct.

22 Q. Isn't it true that Galleri failed to detect a
23 cancer signal in any of the participants in the CCGA3
24 study who had Stage 1 through 3 melanoma?

25 A. I don't -- I don't know that. I can't --

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 that's not evident here.

2 Q. And if we could zoom in on -- you may need to
3 correct my pronunciation here, Dr. Ofman -- the
4 urothelial tract. The urothelial tract is one of the
5 cancer types that GRAIL claims Galleri can detect a
6 signal for, correct?

7 A. Correct.

8 Q. And the CCGA3 poster reports that GRAIL's
9 sensitivity in detecting cancer of the urothelial tract
10 is 80 percent, correct?

11 A. That's what it appears to be, yes.

12 Q. And then that is the overall sensitivity for
13 participants in the study with all stages of cancer,
14 meaning Stages 1 through 4, correct?

15 A. That -- that -- I believe that's what's
16 reported here, yes.

17 Q. Isn't it true that Galleri failed to detect a
18 cancer signal in any of the participants with Stage 1
19 through 3 urothelial tract cancer in the CCGA study?

20 A. Again, I don't know that. I don't know if --

21 Q. Is it possible, Dr. Ofman?

22 A. I wouldn't want to speculate.

23 Q. Dr. Ofman, there was no minimum sensitivity
24 threshold for GRAIL to count a particular cancer type
25 as being detected in the CCGA3 study. Isn't that

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 correct?

2 A. Correct. The idea was to set the specificity
3 level, fix that, and let sensitivity vary by cancer
4 type, because that's related to how much DNA is being
5 shed into the blood.

6 Q. And so for -- if we could zoom in on prostate
7 cancer. And so, for example, Galleri detected only
8 11.2 percent of prostate cancer cases among
9 participants in the CCGA3 study, right?

10 A. That's right.

11 Q. And that's 11.2 percent of symptomatic subjects
12 across all cancer stages, correct?

13 A. Not quite. Again, these are newly diagnosed
14 cases. Many of them are screen-detected. Some of them
15 are symptomatic. It's unknown. Prostate cancer is one
16 of the cancers where the majority of them are
17 encapsulated and slow-growing and do not shed a lot of
18 DNA into the blood.

19 However, our thinking about why we reported all
20 these out is even when there are some cancers where we
21 have low sensitivity because they don't shed a lot of
22 DNA into the blood, any that we detect increases the
23 cancer detection rate. And so our strong preference is
24 even for those cancers where we have low sensitivity,
25 it's quite valuable to still report anything that we

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 find, even among things like prostate, where we know
2 they're largely encapsulated cancers that are
3 slow-growing and not shedding a lot of DNA into the
4 blood.

5 Q. And so I think that goes back to the point that
6 you made earlier, that there wasn't a minimum
7 sensitivity threshold to report particular cancer types
8 of having a signal detected, right?

9 A. That's correct.

10 Q. You testified earlier about the importance of
11 transparency with respect to clinical results, right,
12 Dr. Ofman?

13 A. Yes.

14 Q. And so GRAIL has published the CCGA3 data on
15 sensitivity by cancer class, right?

16 A. Yes.

17 Q. But GRAIL did not publish CCGA3 data on
18 sensitivity by cancer stage for each of the individual
19 cancer types GRAIL claims Galleri can detect a signal
20 for, did it?

21 A. I can't recall if whether the appendix of the
22 CCGA3 paper contained all of that, but certainly we
23 report out, you know, all the cancer classes,
24 sensitivity by stage, and there's a -- there's a very
25 large supplemental appendix to the manuscript that was

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 published.

2 Q. And apologies. I believe you may have been
3 asked this. I just don't know, Dr. Ofman. We can take
4 this document down.

5 You mentioned earlier today, I think, in your
6 direct that GRAIL obtained breakthrough designation for
7 its multicancer test from the FDA.

8 A. Correct.

9 Q. And GRAIL also obtained IDE approval from the
10 FDA to conduct its Pathfinder study of Galleri,
11 correct?

12 A. Right.

13 Q. And the FDA approved GRAIL's IDE in February of
14 last year, right?

15 A. I can't recall that month.

16 Q. And GRAIL also successfully obtained clearance
17 to sell Galleri as a lab-developed test, correct?

18 A. We received CAP and CLIA and New York State
19 Department of Health approval for our labs, yes.

20 Q. And GRAIL began selling GRAIL -- GRAIL began
21 selling Galleri commercially in 2021, right?

22 A. That's right.

23 Q. I'd like to show you now a GRAIL document that
24 is marked PX 4159.

25 Your Honor, this document is admitted into

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9/15/2021

1 evidence pursuant to JX 2.

2 I believe earlier, Dr. Ofman, you talked a
3 little bit about the IPO process that GRAIL had been
4 engaging in prior to agreeing to be acquired by
5 Illumina.

6 A. Yes.

7 Q. So, Dr. Ofman, this document is an email from
8 John Craighead to GRAIL's board of directors, CC'ing
9 you and others. The email contains an attached slide
10 deck entitled "Investor Presentation, August 2020."

11 And so this is from about a month or so before
12 the Illumina/GRAIL transaction was announced in
13 September 2020. Is that right?

14 A. Sounds right.

15 Q. And in the first line of the email,
16 Mr. Craighead writes, "Dear BOD members: We are
17 pleased to share with you the updated GRAIL investor
18 presentation currently in use for the company's IPO
19 testing the waters market."

20 Do you see that?

21 A. Yes.

22 Q. And "BOD" stands for board of directors, right?

23 A. Right.

24 Q. And in August of 2020, GRAIL was meeting with
25 investors to discuss a potential IPO, right?

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 A. Right.

2 Q. And those meetings in the initial phase of an
3 IPO are known as "testing the waters" meetings, right?

4 A. Right.

5 Q. If we could turn to PX 4159-009, and at the top
6 of this slide, it says, "GRAIL key milestones expected
7 in 2020-2021." Do you see that?

8 A. I do.

9 Q. And the first key milestone listed for Galleri
10 was "CCGA3 clinical results validating Galleri." That
11 milestone was expected in the first half of 2021, and
12 GRAIL achieved that milestone in the first half of
13 2021, correct?

14 A. Yes.

15 Q. And the next key milestone was, "Pathfinder
16 results," and that milestone also says, "Expected in
17 the first half of 2021." Do you see that?

18 A. I do.

19 Q. And the interim Pathfinder results were
20 released in the first half of 2021, correct?

21 A. I -- I believe they were at ASCO, so whether
22 that's the first half or second half, I'm not exactly
23 sure when they were released.

24 Q. Dr. Ofman, you were deposed on May 28th of
25 2021, correct?

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9/15/2021

1 A. I don't recall the date.

2 Q. If we could bring up PX 7092, and let's go to
3 the first page, Dr. Ofman, which will be your
4 deposition transcript. PX 7092.

5 Well, that's interesting. It says Friday, May
6 28th, 2020. You were not deposed by the Federal Trade
7 Commission on May 28th of 2020, were you, Dr. Ofman?

8 A. I don't believe so.

9 Q. Can we scroll down to the next page and see if
10 there's a date that it was put in?

11 JUDGE CHAPPELL: So are you saying that's an
12 incorrect date?

13 MR. O'DEA: I'm -- I believe it would -- it
14 would have to be, Your Honor, because the merger had
15 not been announced as of that date.

16 JUDGE CHAPPELL: I will point out that the firm
17 conducting that deposition, the court reporter is not
18 the court reporter handling this trial.

19 MR. O'DEA: I had not noticed until just now,
20 Your Honor.

21 BY MR. O'DEA:

22 Q. I'm sorry, so let's go back. Does that refresh
23 your recollection that you were deposed in May of this
24 year, Dr. Ofman?

25 A. I can't remember when it was. I know it was

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 this year.

2 Q. Fair enough. We won't put too much stock in
3 that date. So let's just move on.

4 A. If we could go back to PX 4159-009 --

5 JUDGE CHAPPELL: Well, I wish we had the last
6 five minutes back.

7 MR. O'DEA: Me, too, Your Honor.

8 BY MR. O'DEA:

9 Q. So we've talked about the first two items on
10 this -- on this list. So the third item, the next key
11 milestone was "Channel & Regional Partner
12 Announcements." Do you see that?

13 A. I do.

14 Q. And that's listed as 2020-2021?

15 A. Yes.

16 Q. And there have, in fact, been channel and
17 regional partner announcements, correct?

18 A. Yes.

19 Q. And then the last key milestone was
20 "Multicancer Laboratory Developed Test (LDT) Launch,"
21 and that milestone lists 2021 as the expected date.

22 A. That's right.

23 Q. And the Galleri LDT launched in June of this
24 year, correct?

25 A. Correct.

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9/15/2021

1 Q. And, Dr. Ofman -- we can take this document
2 down -- GRAIL has created a population scale clinical
3 study program, correct?

4 A. Yes.

5 Q. And, in fact, GRAIL believes that its clinical
6 study program is the largest of its kind, right?

7 A. To -- to my knowledge, it's one of the largest
8 I've seen.

9 Q. Now, Dr. Ofman, you testified on direct a
10 little bit about quality management systems, and I know
11 that we're in -- again, I remind you that we're in a
12 public setting, so I don't intend to ask you any
13 questions specifically about GRAIL's, but "QMS" stands
14 for quality management system, correct?

15 A. Correct.

16 Q. And GRAIL is seeking PMA approval for Galleri
17 as an IVD test, correct?

18 A. Yes.

19 Q. And to obtain FDA approval for an IVD test, a
20 company's QMS needs to comply with the FDA's quality
21 system regulation requirements, right?

22 A. Correct.

23 Q. Now -- and I believe you testified on direct
24 that any company that has obtained and maintained PMA
25 approval has, by definition, an FDA-approved QMS,

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9/15/2021

1 right?

2 A. I don't know if it's an FDA-approved QMS, but
3 it's certainly a QMS that has met the standards
4 sufficiently to achieve a PMA. That's all I -- that's
5 all I know.

6 Q. Okay. So to rephrase, then, to obtain FDA
7 approval, a QMS needs to comply with the FDA's quality
8 system regulation requirements, correct?

9 A. Yeah.

10 Q. And so if a company has obtained PMA approval
11 from the FDA, then that company is in compliance with
12 the FDA's quality system regulation requirements,
13 right?

14 A. Presumably.

15 Q. Illumina is not the only company with a -- with
16 quality system regulation requirements that meet the
17 FDA's standards, correct?

18 A. Correct.

19 Q. In fact, there are many companies, other than
20 Illumina, with quality management systems that have met
21 with FDA approval for IVD tests.

22 A. Presumably, yes.

23 Q. Do you know, Dr. Ofman, how many companies,
24 other than Illumina, have successfully obtained PMA
25 approval for IVD tests?

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9/15/2021

1 A. I don't.

2 Q. Well, let me ask you just about a handful of
3 companies. Do you know whether Abbott Molecular has
4 successfully obtained PMA approval for an IVD test?

5 A. I don't.

6 Q. Did GRAIL approach Abbott Molecular about
7 potentially merging or partnering with GRAIL?

8 A. Not that I'm aware of.

9 Q. Do you know whether Beacon Dickinson has
10 successfully obtained PMA approval for an IVD test?

11 A. I don't.

12 Q. Did GRAIL approach Beacon Dickinson about
13 potentially merging or partnering with GRAIL?

14 A. Not that I'm aware of.

15 Q. Do you know whether Foundation Medicine has
16 successfully obtained PMA approval for an IVD test?

17 A. I believe they have.

18 Q. And Foundation Medicine has successfully
19 obtained PMA approval for an NGS-based IVD test,
20 correct?

21 A. I believe so, yes.

22 Q. Did GRAIL approach Foundation Medicine about
23 potentially merging or partnering with GRAIL?

24 A. Not that I'm aware of.

25 Q. Do you know whether Myriad Genetics

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9/15/2021

1 Laboratories has successfully obtained PMA approval for
2 an IVD test?

3 A. I believe they have.

4 Q. And Myriad Genetics has successfully obtained
5 approval for an NGS-based IVD test, correct?

6 A. I believe so.

7 Q. Did GRAIL approach Myriad Genetics Laboratories
8 about potentially merging or partnering with GRAIL?

9 A. Not that I'm aware of.

10 Q. Do you know whether Roche Molecular has
11 successfully obtained PMA approval for an IVD test?

12 A. I don't.

13 Q. Did GRAIL approach Roche Molecular about
14 potentially merging or partnering with GRAIL?

15 A. Not that I'm aware of.

16 Q. Do you know whether Thermo Fisher has
17 successfully obtained PMA approval for an IVD test?

18 A. I don't.

19 Q. Did GRAIL approach Thermo Fisher about
20 potentially merging or partnering with GRAIL?

21 A. Not that I'm aware of.

22 Q. Did GRAIL approach any other life sciences
23 companies about potentially merging or partnering with
24 GRAIL prior to agreeing to be purchased by Illumina?

25 A. Not that I know of.

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 Q. I'd like to talk a little bit now about
2 reimbursement. You talked a little bit about the
3 reimbursement avenues for a path for Galleri in your
4 direct testimony, Dr. Ofman.

5 A. Yes.

6 Q. And you and Rodger Currie refined GRAIL's
7 reimbursement strategy to accelerate opportunities for
8 coverage through Medicare modernization, right?

9 A. We refined our strategy, yes.

10 Q. You personally have worked in the space of
11 bringing technology to patients for about 25 years,
12 right, Dr. Ofman?

13 A. That's right.

14 Q. And you've brought in a highly skilled group of
15 professionals, including Rodger Currie, to help achieve
16 GRAIL's reimbursement strategy, right?

17 A. Right.

18 Q. Part of GRAIL's reimbursement strategy is
19 ultimately to obtain CMS coverage for Galleri, right?

20 A. Yes.

21 Q. And "CMS" refers to the Centers for Medicare
22 and Medicaid Services, right?

23 A. Right.

24 Q. Since you've arrived at GRAIL, you've pushed
25 for a reimbursement strategy to be a priority for

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 GRAIL, right?

2 A. I think -- I think it's always been a priority
3 for GRAIL.

4 Q. And in your judgment, it has gotten the
5 attention that it needed, right?

6 A. Yes.

7 Q. Under your leadership, GRAIL implemented a
8 strategy to align GRAIL's interests with those of
9 stakeholders who were trying to modernize Medicare,
10 right?

11 A. That's right.

12 Q. And as an independent company, GRAIL put a
13 capable team in place in Washington, D.C. that is
14 capable of executing on its reimbursement strategy,
15 right?

16 A. On the Medicare reimbursement strategy, yes.

17 Q. Now, Dr. Ofman, you mentioned during your
18 direct examination that Illumina had received FDA
19 approval for a sequencer. Is that correct?

20 A. I think they have received -- yeah, I think
21 they have received FDA approval for some of its NGS
22 technology, yeah.

23 Q. But the sequencer approval that Illumina
24 obtained was not a PMA approval, was it?

25 A. I don't know.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 Q. You don't know whether or not the NGS
2 sequencing approval was a PMA approval or not?

3 A. I don't.

4 Q. Illumina has received PMA approval for an IVD
5 test, right?

6 A. I believe so, yes.

7 Q. Do you know the name of that test?

8 A. I can't recall, no.

9 Q. Do you know when Illumina received PMA approval
10 for that test?

11 A. No.

12 Q. Do you know whether Illumina received PMA
13 approval for that test within the last four years?

14 A. I don't.

15 Q. And you're not familiar with the specific
16 details of Illumina's interactions with the FDA
17 relating to its IVD test, are you?

18 A. No.

19 Q. Now, Dr. Ofman, Galleri is a liquid biopsy
20 test, correct?

21 A. It has been referred to as one, yes.

22 Q. And that's because it samples blood rather than
23 tumor tissue. Is that right?

24 A. Right. But liquid biopsy is a challenging term
25 because it presumes there's a tumor.

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 Q. Okay. So it would then be a liquid biopsy test
2 if it detects the tumor but not if it doesn't?

3 A. Yeah. Some people refer to it as liquid
4 biopsy. Others don't because of that nuance.

5 Q. Dr. Ofman, do you know how many PMA approvals
6 Illumina has obtained?

7 A. I don't.

8 Q. Do you know if that number is greater than one?

9 A. I don't know.

10 Q. In your deposition -- well, strike that.

11 You're aware, Dr. Ofman, that Illumina has been
12 seeking PMA approval for its TSO-500 therapy selection
13 test, correct?

14 A. I've -- I've heard that, yes.

15 Q. Do you know how long Illumina has been
16 attempting to secure PMA approval for its TSO-500
17 therapy selection test?

18 A. No.

19 Q. Do you know whether Illumina has experienced
20 any delays or setbacks in securing PMA approval for its
21 TSO-500 therapy selection test?

22 A. I don't know.

23 Q. You personally don't know how successful or
24 unsuccessful Illumina's efforts towards achieving PMA
25 approval for its TSO-500 therapy selection test have

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 been, do you?

2 A. I do not.

3 Q. Do you know whether Illumina has obtained PMA
4 approval for its NIPT test?

5 A. I can't recall.

6 Q. Dr. Ofman, that concludes my in camera cross
7 examination -- sorry, my public cross examination.

8 JUDGE CHAPPELL: Okay, good. Some people might
9 have had some heart attacks there.

10 MR. O'DEA: Right, right. I apologize to
11 everyone on the line.

12 JUDGE CHAPPELL: So you pass the witness?

13 MR. O'DEA: I pass the witness, Your Honor.

14 JUDGE CHAPPELL: Redirect?

15 MS. SULLIVAN: Yes, Your Honor.

16 REDIRECT EXAMINATION

17 BY MS. SULLIVAN:

18 Q. Dr. Ofman, Complaint Counsel discussed with you
19 an exhibit that's RX 2770.

20 Mike, can we put that up?

21 Do you know in the development of the
22 classifier for Galleri how cancers were grouped?

23 A. I think the specifics of that -- I mean, I know
24 they're grouped into 24 CSO categories. How that was
25 developed is probably -- the technical details of that

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 are probably better asked to Arash or one of the test
2 developers.

3 Q. Do you know why the classifier -- cancers were
4 grouped -- strike that.

5 Do you know why the cancers were grouped?

6 A. Well, the biology of them are -- supports that
7 type of grouping, and based on the number of cancers
8 that were subjected to it, it -- I believe that was how
9 it kind of shook out, but we know that the groupings,
10 you know, are going to evolve over time because
11 we're -- we're already able to detect different types
12 of cancers that the classifier has not been trained on.

13 So it has to do with what you train the
14 classifier on and how the biology looks in those
15 groups, but I think that's about as much as I know
16 about the biology of how that happened.

17 Q. And do you know how many different tissue of
18 origin locations Galleri can predict?

19 A. I believe the -- the tissue of origin -- so the
20 groupings are in, I believe, 24 groupings, but
21 according to the AJCC criteria, which is a different
22 way of calling cancers, we know that there's more than
23 50 cancer types that that represents.

24 Q. Can you explain why Galleri was analytically
25 validated and clinically validated after the CCGA study

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 even though the participants in the CCGA study weren't
2 asymptomatic?

3 A. Asymptomatic? So CCGA was a case-control
4 study, which means you need diagnosed cancer, and you
5 need controls without cancer in order to teach machine
6 learning to discriminate between the two. So what CCGA
7 did was tried to find 10,000 cases of cancer across the
8 spectrum of cancers and across the spectrum of stages,
9 and they enrolled an enormous number of sites across
10 the country to do that.

11 So these were not all symptomatic cancers.
12 Some of them were screen-detected. Some of them were
13 systematically presented. Some of them may have been
14 detected for other reasons. So it's a -- it's a
15 heterogenous set, but they're all newly diagnosed
16 cancers that were untreated. And then the control
17 group were age and sex match controls without cancer
18 that -- and they, in fact, do represent, you know,
19 screening-eligible individuals.

20 Q. Complaint Counsel asked you about your specific
21 knowledge of the specific FDA approvals that Illumina
22 has obtained. Do you recall that?

23 A. I do.

24 Q. Dr. Ofman, why are you as confident as you are
25 that Illumina will help GRAIL accelerate its FDA

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 approval process?

2 A. Because what I know about Illumina is that they
3 have been working with the FDA on several NGS-related
4 activities for years, and whether they've been
5 successful or haven't been successful or achieved a PMA
6 for one and not achieved a PMA for the other or have
7 been planning one, the experience that that must have
8 delivered to the company must -- must -- I mean, I must
9 believe gives them lessons learned and great amounts of
10 experience that could be incredibly invaluable to a
11 company like GRAIL, who's also trying to break ground
12 in new areas of genomic medicine.

13 And Illumina, being the leader in genomic
14 medicine, kind of the forefather of doing this, has
15 broken that ground before. And so it just -- it has to
16 be the case that there are many lessons to be learned.

17 BY MS. SULLIVAN:

18 Q. We can take down the exhibit, Mike.

19 Do you recall Complaint Counsel asking you
20 about discussions at GRAIL regarding integration
21 planning with Illumina?

22 A. I do.

23 Q. And you testified, Dr. Ofman, that you attended
24 a single phone call during which there were some topics
25 that were discussed that would ideally be the subject

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Illumina, Inc. and Grail, Inc.

9/15/2021

1 of integration. Did I get that right?

2 A. Yes.

3 Q. But for the lawsuit that you're here testifying
4 about today, what integration efforts would be
5 happening now?

6 A. So we have discussed integration efforts --

7 MR. O'DEA: Objection, Your Honor. Calls for
8 speculation.

9 JUDGE CHAPPELL: I'm going to sustain that
10 unless you lay a foundation that this is not something
11 he's guessing about but something they may have
12 actually schemed or planned out.

13 BY MS. SULLIVAN:

14 Q. Dr. Ofman, do you know what integration efforts
15 would be happening today?

16 A. Well, we had discussed the very specific areas
17 that we would want to have those conversations about.
18 So we laid them out very clearly. They were
19 regulatory, quality, compliance, clinical development,
20 and medical affairs, and those were the areas that were
21 going to kind of be the obvious targets for us to begin
22 to explore.

23 Q. And when was that conversation?

24 A. I can't remember the exact date, but it was
25 shortly after the -- the acquisition was announced.

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9/15/2021

1 Q. What would you like to see in terms of
2 integration happening today?

3 A. Well, as I mentioned earlier, I think that
4 there's a great deal that we can learn from the
5 Illumina team in the regulatory affairs department,
6 division. I think our QMS could benefit greatly from
7 leveraging the fully complete and mature systems that
8 Illumina must have. And I think -- and that spans
9 from, you know, software to the lab to our test
10 development, all the way into our, you know, kind of
11 post-market complaint monitoring and adverse event
12 reporting.

13 All those systems that they have that are quite
14 mature provide a great opportunity for us to leverage
15 so that we don't have to build them and mature them on
16 our own.

17 Q. And why would you like to see those efforts
18 occurring today?

19 A. Because it would -- it would speed our path to
20 not only our FDA submission but I think to our global
21 scaling fairly dramatically.

22 Q. Thank you.

23 I have no further questions.

24 JUDGE CHAPPELL: Any recross?

25 MR. O'DEA: No recross, Your Honor, but I

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 believe -- we've got a few other points that we would
2 like to raise before we finish for the day.

3 JUDGE CHAPPELL: All right.

4 MR. O'DEA: I would like to turn it over to
5 Susan before you --

6 JUDGE CHAPPELL: All right. We are finished
7 with this witness. Thank you, sir. You are excused.
8 You may stand down.

9 MS. MUSSER: Good afternoon, Your Honor. May I
10 request a sidebar, actually, if possible?

11 THE WITNESS: Should I leave the room?

12 JUDGE CHAPPELL: Yes. You may shut down and
13 take off, have a beer, whatever.

14 So, Jada, are you there?

15 JADA: I am here.

16 JUDGE CHAPPELL: So a sidebar with my staff and
17 the five people on the screen.

18 JADA: You got it. Just a moment.

19 (Pause in the proceedings.)

20 (Sidebar Conference.)

21 JUDGE CHAPPELL: Okay, go ahead. We're on the
22 record.

23 MS. MUSSER: Thank you, Your Honor. Just two
24 brief things to raise. The first thing involves
25 sensitive health information of one of my colleagues,

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 hence the request for a sidebar. We just got informed
2 today that we may have a COVID exposure on the case.
3 We are hoping and waiting for some test results to come
4 back, but in the event that we have that situation on
5 the case team, we will have to see what protocols we
6 need to abide by, and we might ask Your Honor for a bit
7 of flexibility while we sort that out.

8 Hopefully it's a nonissue, but I wanted to
9 raise it to notify you it's something we're working
10 through right now.

11 JUDGE CHAPPELL: No, absolutely, but what's the
12 status of that? How will we know? When do you expect
13 to know more?

14 MS. MUSSER: So I should know tomorrow morning.
15 We are waiting for the results of a PCR-based COVID
16 test, and once we know that and who's been affected, I
17 think we can either confirm to the Court that hopefully
18 it's a nonissue or figure out exactly what request we
19 have in the event that we need to just ask for some
20 flexibility regarding either witnesses or some
21 flexibility regarding timing of certain things, but --

22 JUDGE CHAPPELL: Just so I can gauge a little
23 bit on this, do you have someone -- do you have
24 exposure to a positive person? Is that what's going
25 on, or not?

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 MS. MUSSER: Oh, there is a -- I would have --
2 I think I would be fine. I'd need to do some contact
3 tracing --

4 JUDGE CHAPPELL: Oh, I didn't mean you,
5 Ms. Musser. I meant your trial team.

6 MS. MUSSER: Oh, yes. Yes, Your Honor, that's
7 what we're working through. A couple members of our
8 team may be affected, and we don't know what that
9 means, but we will know more tomorrow morning.

10 JUDGE CHAPPELL: All right. Hopefully
11 everybody will be all right and be negative. Just keep
12 us updated.

13 MS. MUSSER: Thank you.

14 And I have one other thing to raise, Your
15 Honor, if I may.

16 JUDGE CHAPPELL: I figured you might. Go
17 ahead.

18 MS. MUSSER: I am sorry. The second -- and we
19 just reached out to Mr. Marriott's and Ms. Sullivan's
20 team to meet and confer on this issue, so, again,
21 hopefully this is something that can be resolved. But
22 we were just notified today that the Respondents intend
23 on calling Mr. Rock on Friday, who is one of their
24 experts; however, we had just agreed to a trial
25 deposition on September 28th.

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9/15/2021

1 Moreover, we have had a very collegial and
2 well-oiled agreement to give each -- to exchange the
3 witness order a week -- the Monday prior to the next
4 week's court proceedings, and we haven't been notified
5 that he was on either this week's list of potential
6 witnesses or next.

7 So as such, you know, we can envision a
8 possibility that we might be asking for some relief
9 from this Court, although I'm hopeful, of course, that
10 we can work something out with Respondents.

11 JUDGE CHAPPELL: What about it, Respondents?
12 Are you hopeful you can work something out as well?

13 MR. MARRIOTT: I am likewise hopeful that we
14 can work something out, Your Honor. What I can tell
15 the Court is that with respect to Mr. Rock, we had
16 explored having Mr. Rock as an expert done by
17 deposition and explored dates with Complaint Counsel.

18 We've since concluded that we thought it was
19 preferable to have Mr. Rock as a live witness. As we
20 looked at the calendar for this week -- frankly, today
21 as we saw some of the cross examinations and direct
22 examinations were going a little faster than we
23 anticipated -- we became worried that we were going to
24 have dead time on Friday, and so we gave notice that
25 Mr. Rock, whose testimony is relatively discrete, could

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 fill in there.

2 We're not wed to Friday for Dr. Rock or for
3 Mr. Rock if additional time is needed. We just wanted
4 to make sure we didn't have dead time at the end of the
5 day. So if Friday, in particular, is a problem, we
6 don't -- that's what we were trying to do with Friday,
7 Your Honor, is to just make sure we were able to fill
8 the day. He's a discrete witness, relatively
9 straightforward, that doesn't take a lot of time, so he
10 was an easy person to move.

11 And I will note that there has been movement in
12 these lists all the time, so we do have an
13 understanding that we will provide the lists on the
14 Friday -- or Monday, I guess it is -- for the next
15 week, but there has been movement, and there haven't
16 been any problems so far. As you look at the schedule,
17 people move around all the time, and that happened with
18 Complaint Counsel, and we didn't make an issue of it,
19 and we hope no issue will happen here. But we do plan
20 now to do Mr. Rock live as opposed to by deposition.

21 JUDGE CHAPPELL: Well, if he goes Friday --
22 well, if he doesn't go Friday -- and by the way, we're
23 there. We have no court tomorrow, so Friday, this is
24 where we are.

25 MR. MARRIOTT: Yeah.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 JUDGE CHAPPELL: If he does not go Friday, do
2 you still plan to finish sometime next week?

3 MR. MARRIOTT: I believe so, Your Honor, again,
4 subject to the deposition issue, right, that some of
5 these will happen by deposition.

6 JUDGE CHAPPELL: Well, the depositions, as I've
7 said, aren't going to affect our live trial dates.
8 We're going to stop live trial. We're going to recess
9 until all the depo transcripts are ready, until you're
10 ready to submit them in evidence, and we'll reconvene.

11 MS. MUSSER: And, Your Honor, if I may respond
12 just very briefly to Mr. Marriott?

13 JUDGE CHAPPELL: Does he know he's muted? Was
14 he finished?

15 MR. MARRIOTT: I am finished, Your Honor. I'm
16 just trying to get the schedule so I have it in front
17 of me, but -- I wanted to make sure I didn't misspeak
18 when I said we were going to be done next week. I'm
19 just getting that, but --

20 JUDGE CHAPPELL: Before we go further, what if
21 I say we just don't call Mr. Rock Friday. He won't be
22 called before Monday. If we finish early Friday, we
23 finish early Friday.

24 MR. MARRIOTT: Fine by us, Your Honor.

25 MS. MUSSER: I would like to check with my

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/15/2021

1 team, but I think we could probably make that work as
2 well.

3 JUDGE CHAPPELL: I think you probably could.

4 Is that it?

5 MR. MARRIOTT: That's all from us.

6 MS. MUSSER: Yes, that's it.

7 JUDGE CHAPPELL: All right. Jada, let's go
8 back to the court reporter.

9 (In open court.)

10 JADA: All right, Your Honor. You are good to
11 proceed.

12 JUDGE CHAPPELL: Okay. We are back in public
13 session. We dealt with a couple of issues that we
14 needed to handle in a sidebar. We are through for
15 today. We will reconvene -- we have no court tomorrow.
16 We will reconvene Friday at 9:45 a.m. We're in recess.

17 (Whereupon, at 6:00 p.m., the hearing was
18 adjourned.)

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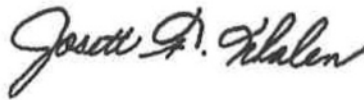
Trial - Public Record

Illumina, Inc. and Grail, Inc. 9/15/2021

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CERTIFICATE OF REPORTER

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



JOSETT WHALEN, Court Reporter



SUSANNE BERGLING, Court Reporter

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

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

Virtual Proceeding Via Zoom
September 17, 2021
10:00 a.m.
TRIAL VOLUME 14
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.

9/17/2021

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9/17/2021

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Illumina, Inc. and Grail, Inc.

9/17/2021

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Trial - Public Record
Illumina, Inc. and Grail, Inc. 9/17/2021

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I N D E X

WITNESS:	DIRECT	CROSS	REDIRECT	RE CROSS	VOIR
STROM	3473	3547	3579		
		3582	3594		
ABRAMS	3601	3640	3706	3708	

EXHIBITS FOR ID IN EVID

PX

None

Defendant 's

None

Joint

None

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Illumina, Inc. and Grail, Inc.

9/17/2021

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 handle before we hear the next
6 witness?

7 MS. MUSSER: Not from complaint counsel,
8 although I do want to introduce my colleague at your
9 convenience, Your Honor.

10 JUDGE CHAPPELL: And I got the info that the
11 tests were negative on COVID, so that's good.

12 I see too many Illumina attorneys. Is somebody
13 going to drop once the witness starts?

14 MR. MARRIOTT: I'm dropping, Your Honor.

15 JUDGE CHAPPELL: Okay. Let's see. I've got a
16 witness and a court reporter.

17 Okay. Go ahead, Ms. Musser.

18 MS. MUSSER: Your Honor, I'd like to introduce
19 my colleague Nandu Machiraju, who will be handling this
20 witness for complaint counsel.

21 JUDGE CHAPPELL: All right. Thank you.

22 Go ahead.

23 MR. HUTH: Your Honor, this is Karl Huth of
24 Huth Reynolds LLP for Illumina.

25 Respondents will call their next witness,

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 Matthew Strom of Morgan Stanley.

2 - - - - -

3 Whereupon --

4 MATTHEW STROM

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

7 DIRECT EXAMINATION

8 BY MR. HUTH:

9 Q. Mr. Strom, what is your position at
10 Morgan Stanley?

11 A. I'm a managing director in the healthcare
12 investment banking group.

13 Q. And what was Morgan Stanley's role in
14 Illumina's acquisition of GRAIL?

15 A. We were the exclusive financial advisor to
16 GRAIL.

17 Q. And how long has Morgan Stanley been a
18 financial advisor to GRAIL?

19 A. For the better part of four or four and a half
20 years.

21 Q. It goes back to around 2017 or so?

22 A. That's right.

23 Q. Tell us a little bit about your educational and
24 professional background before you joined
25 Morgan Stanley.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 A. Yeah.

2 I went to the University of Arizona. I studied
3 political science and finance.

4 I started my career in finance out of college,
5 started as an investment banking analyst in healthcare
6 and have worked through a few different firms through
7 positions now to managing director. I've been at
8 Morgan Stanley for a little over eight years now.

9 Q. And so you began at Morgan Stanley around 2013;
10 is that correct?

11 A. That's right.

12 Q. And can you explain for us, what were
13 Morgan Stanley's responsibilities as GRAIL's financial
14 advisor in connection with the Illumina transaction?

15 A. Yeah. In connection with the -- this
16 transaction specifically, we were tasked to help GRAIL
17 negotiate the transaction with Illumina, evaluate
18 potential alternatives, including an IPO, as well as
19 complete due diligence and help the board think about
20 valuation and put the transaction in context from a
21 financial perspective for the board to -- other
22 transactions as well as other alternatives.

23 Q. And at a high level, keeping in mind that we
24 are currently in the public session, can you describe
25 what other work Morgan Stanley has done for GRAIL since

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 it started working as GRAIL's financial advisor in
2 2017?

3 A. We've done a variety -- we have -- we've done a
4 variety of different -- sorry. We've reviewed a
5 variety of different financing alternatives for the
6 company over time and helped them with informal advice
7 on some financing alternatives or financing plans, as
8 well as helped them develop their relationship with
9 Illumina.

10 Q. Now, at Morgan Stanley, are there different
11 groups that cover different industries or areas of
12 focus?

13 A. There are. There are specific industries for
14 almost every -- or specific groups for almost every
15 industry in the economy.

16 Q. And is there an industry that you particularly
17 focus on?

18 A. I focus broadly on healthcare, and within
19 healthcare I focus on life sciences tools, diagnostics,
20 and digital health.

21 Q. Is Illumina an example of any of those types of
22 companies, tools, diagnostics or digital health?

23 A. Life sciences tools. Yes.

24 Q. And is GRAIL an example of any of those types
25 of companies that you cover as part of your

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Trial - Public Record

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9/17/2021

1 responsibilities?

2 A. Diagnostics. Yes.

3 Q. And as part of your work at Morgan Stanley, do
4 you have knowledge generally about what we call
5 next-generation sequencing or NGS and the companies
6 involved in that industry?

7 A. Yes. A number of our clients operate within
8 that industry, and then a vast number of our diagnostic
9 clients use the technology.

10 Q. And is Morgan Stanley aware about the state of
11 investment in the next-generation sequencing
12 marketplace?

13 A. Broadly, yes.

14 Q. What can you tell us that you know about the
15 current state of investment activity in next-generation
16 sequencing?

17 A. In the private markets where I would say most
18 of the companies sit today, the funding environment
19 remains, you know, very robust. You may have even seen
20 there was an announcement that Oxford Nanopore just
21 raised or is out to raise a fairly significant amount
22 of capital.

23 We also work with a number of clients in the
24 private market who are -- who have raised private
25 capital and are potentially evaluating accessing the

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Trial - Public Record

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9/17/2021

1 public markets, so, you know, investors continue to be
2 quite interested in this space given the vast sort of
3 opportunity out there.

4 Q. And just for the record, is Illumina the only
5 player that provides tools in the next-generation
6 sequencing market?

7 A. No. They're one of several.

8 Q. Now, as part of your work at Morgan Stanley,
9 you mentioned that you cover diagnostics providers as
10 well and that GRAIL is an example of a diagnostic
11 provider.

12 In your work at Morgan Stanley, have you ever
13 assisted any other diagnostic companies in connection
14 with initial public offerings?

15 A. We have. Yes, we have.

16 Q. And in public session are you comfortable
17 disclosing any of the names of those companies who
18 you've assisted in initial public offerings, or should
19 we save that for in camera?

20 A. It's public, so I'm comfortable with that.

21 We've worked with folks like Natera, who is in
22 the NIPT and oncology diagnostics space, Veracyte.

23 After initial public offerings, we've worked
24 with folks like Invitae, Guardant Health, and others.

25 Q. And were you personally involved in

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Illumina, Inc. and Grail, Inc.

9/17/2021

1 Morgan Stanley's work for the companies you listed,
2 Natera, Veracyte, Invitae and Guardant?

3 A. Yes.

4 Q. And based on your knowledge covering the
5 diagnostics industry, is there significant investor
6 interest in the cancer diagnostics space?

7 A. Yes. I would say it's probably the most
8 interesting subsector of diagnostics to investors.

9 Q. And I want to focus now on the time since
10 Illumina announced its intention to acquire GRAIL last
11 fall.

12 Since that time, in around September of 2020,
13 has Morgan Stanley seen investment interest in the
14 diagnostics space slow down at all?

15 A. No, we have not.

16 Q. What has Morgan Stanley observed happening in
17 the diagnostics space since then?

18 A. Generally, there's been a robust level of
19 activity, both in the public and private markets and,
20 you know, frankly, that a lot of investors have seen
21 the exit opportunity that GRAIL's investors had as a
22 positive and sort of a validating moment for this
23 space.

24 Q. And I just want to make clear, if we set aside
25 Illumina's investment in GRAIL and look just at other

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 companies that are working in the cancer diagnostics
2 space, given just that subset of companies, what has
3 Morgan Stanley observed in terms of investor interest
4 since the acquisition was announced?

5 A. In some increased investor interest.

6 Q. And as part of your work at Morgan Stanley, do
7 you cover the pricing of stock for companies in the
8 diagnostics space that are publicly traded?

9 A. In my work at Morgan Stanley we -- in the
10 context of IPOs, one of our most important tasks is to
11 set the initial price range and help the company price
12 the IPO. Subsequent to becoming public, we of course
13 have a view on valuations in the sector and use that
14 work with companies' management teams and boards.

15 Q. And you're aware -- or I guess I'll ask, are
16 you aware that Illumina closed its transaction and the
17 acquisition of GRAIL on August 18, 2021?

18 A. Yes, I am.

19 Q. Do you know, since the closing of the
20 transaction on August 18, generally what has happened
21 to the price of Natera's stock on the public markets?

22 A. It continues to be very strong. I don't know
23 exactly what percentage up it is, but I'm sure it's --
24 you know, it continues to have very strong investor
25 interest.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 Q. And just so it's clear for the record, to the
2 best of your knowledge, has Natera's stock actually
3 increased in value since Illumina closed the
4 transaction of GRAIL?

5 A. I believe it has, you know, without having an
6 exact chart in front of me, yes.

7 Q. And do you know what has happened to the public
8 stock of Guardant Health, Inc. since Illumina closed
9 the transaction of GRAIL?

10 A. I don't specifically know Guardant's price then
11 and now, but it's continued to have good momentum as
12 well this summer.

13 Q. Now, switching back generally to
14 Morgan Stanley's workstreams, as part of its work for
15 its advisory clients, does Morgan Stanley conduct
16 analytical research on individual companies?

17 A. Yes.

18 Q. And as part of its work for its clients, does
19 Morgan Stanley collect and review analyst reports that
20 are issued by third parties?

21 A. Yes.

22 Q. Can you explain to us what the value is that
23 Morgan Stanley sees in collecting reports that are from
24 organizations other than Morgan Stanley?

25 A. Our goal is to get a broad view of how the

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 market, research analysts being a part of that, a
2 subset of folks, think about companies, the different
3 valuation methodologies they use, the different
4 positives and negatives they may see about a company so
5 that we have, you know, sort of the best, broadest,
6 most informed view when we're working with clients.

7 Q. Let's pull up a document that is in evidence as
8 RX 2630 pursuant to JX 2.

9 Mr. Strom, do you recognize this document?

10 A. I don't necessarily recognize this specific
11 document yet, but this is a -- what we would call a
12 PIB, a public information booklet, that helps us
13 prepare for interactions or meetings with a client.

14 Q. And how does Morgan Stanley use public
15 information books to prepare for meetings and
16 interactions with its clients?

17 A. Senior -- usually senior members of the team
18 would receive this book in advance of a meeting and
19 have the opportunity to read it so that we had,
20 you know, the latest view of the company.

21 In this case, this book is focused on publicly
22 available research, so we would have, you know, been
23 reading that before an interaction with a client to be
24 as up-to-date as we could on the current research.

25 Q. And can you tell which company this public

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 information book is focused on from the table of
2 contents here?

3 A. Yeah. This looks like it's referring to
4 Illumina.

5 Q. Let's turn to --

6 MR. MACHIRAJU: Objection, Your Honor. I just
7 want to -- objection. It's -- the witness disclosed
8 earlier that he did not recognize this document, so
9 it's unclear if he has the basis to provide any
10 testimony about it specifically.

11 JUDGE CHAPPELL: Based on the objection, you
12 need to lay a foundation.

13 MR. HUTH: Happily, Your Honor.

14 BY MR. HUTH:

15 Q. Mr. Strom, is this document the type of
16 document that Morgan Stanley refers to as a public
17 information book?

18 A. Yes.

19 Q. And was this document compiled by
20 Morgan Stanley in connection with its business
21 activities?

22 A. Yes.

23 Q. And are you familiar with the uses to which
24 Morgan Stanley puts its public information books when
25 it's dealing with its clients?

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 A. Yes.

2 Q. Let's turn to page 2 of RX 2630.

3 Who issued this report?

4 A. This report would have been issued by
5 J.P.Morgan.

6 Q. And based on your knowledge in connection with
7 your work at Morgan Stanley, is J.P.Morgan a reputable
8 source of company analysis?

9 A. Yes.

10 Q. If we look at the upper right-hand corner of
11 this page, we see the word "Neutral."

12 Do you know what it means when an analyst rates
13 a company as neutral?

14 MR. MACHIRAJU: Objection, Your Honor.

15 The witness again has said he's not seen this
16 specific document, and he's being asked to opine about
17 a report by another company, and it's just unclear as
18 to what basis this witness has to interpret this
19 document.

20 JUDGE CHAPPELL: The pending question was a
21 general factual question, so regarding that question
22 your objection is overruled.

23 THE WITNESS: Shall I go ahead?

24 JUDGE CHAPPELL: Yes.

25 THE WITNESS: So a "neutral" is one of the

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 various ratings that a bank or a research analyst can
2 have on a stock. "Neutral" means neither sell nor buy
3 but to hold the stock.

4 BY MR. HUTH:

5 Q. Let's turn to page 4 of Exhibit RX 2630. And
6 I'd like to blow up the bullet point in the middle of
7 the page.

8 This bullet reads, "Long-term NGS market
9 outlook remains strong, but long-read sequencing could
10 take meaningful share once cost gap narrows."

11 Do you know what that means?

12 MR. MACHIRAJU: Again, objection, Your Honor.
13 The witness has said that he does not -- he is not
14 familiar with this specific document, and this is not
15 even a piece of the document that was prepared by his
16 company or him, so it's unclear how he should be asked
17 to testify to something that another company wrote up.

18 JUDGE CHAPPELL: Response?

19 MR. HUTH: Your Honor, we have established that
20 this is a document that Morgan Stanley compiled for the
21 purpose of communicating and advising its clients. And
22 I'm asking him a factual question whether he knows what
23 this statement means.

24 JUDGE CHAPPELL: The company he's employed by
25 prepared it.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 MR. HUTH: The company that he's employed by
2 did not prepare this analyst report, but it did collect
3 this analyst report for the purpose of its business
4 interactions with its customers, as he's already
5 testified.

6 JUDGE CHAPPELL: I'll allow you to ask him
7 general factual questions, do you know what this means,
8 like you've been doing, but beyond that, you're going
9 to have some tight reins.

10 MR. HUTH: Thank you, Your Honor.

11 THE WITNESS: So this statement that you just
12 referred to is talking about the long-read sequencing
13 technology, which is a Pacific Biosciences technology
14 that today competes with Illumina but doesn't do so on
15 the basis -- or is -- finds it difficult to compete
16 commercially because its cost is higher. This
17 statement is specifically talking about, as that cost
18 lowers, the competition will become more robust from
19 Pacific Biosciences.

20 BY MR. HUTH:

21 Q. The next sentence refers -- reads, "The
22 long-term NGS market outlook remains strong, especially
23 in the clinical market, with expanding clinical
24 reimbursement (e.g., average-risk NIPT)."

25 Do you know what "NIPT" stands for?

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 A. Yes. It's noninvasive prenatal testing. It's
2 one of the earliest clinical uses of NGS technology.

3 Q. And are you aware of any expanding clinical
4 reimbursement of NIPT testing?

5 A. Yes. Companies like Natera and Invitae,
6 Myriad Genetics and others have benefited from
7 recently expanded NIPT reimbursement by national
8 payers in the U.S.

9 Q. And has that increase in clinical
10 reimbursement of NIPT continued over a period of
11 years?

12 A. Yes. For at least the last five or six years
13 there's been steadily increasing reimbursement for
14 NIPT, and more recently there's been what I would call
15 a sort of step function change towards the positive for
16 NIPT reimbursement.

17 Q. And when you say a "step function change
18 towards the positive for NIPT reimbursement," what do
19 you mean by that?

20 A. In the last six or -- six to nine months, the
21 various societies that help put out clinical
22 guidelines around reimbursement for different tests
23 have recommended that all individual -- or women who
24 are pregnant receive -- receive NIPT testing and thus
25 it be reimbursed for that use, so whereas before it was

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 just for high-risk-deemed pregnancies, it's been
2 expanded to average-risk pregnancies, which include
3 essentially all pregnancies now, so that was a
4 meaningful growth in number of patients that it was
5 recommended for and thus recommended to be reimbursed
6 for.

7 Q. If we go down a couple of lines from this
8 highlighting, there's a sentence that starts,
9 "However, our sequencing survey suggested that
10 long-read sequencing could take significant share from
11 short-read sequencing as cost and throughput continue
12 to improve."

13 Do you know the difference between long-read
14 and short-read sequencing?

15 A. I'm, you know -- from a financial perspective
16 and a financial advisor perspective I do, which is
17 just to say that the -- the length of the read I guess
18 it goes in the term the amount of information
19 contained in one read is different between the two, one
20 short, one long.

21 There's various benefits to long-read
22 sequencing, including the quality of the data, the
23 amount of sort of post hoc software-driven analysis
24 that needs to happen, et cetera.

25 Q. And has Morgan Stanley observed that the cost

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 of long-read sequencing has been decreasing and
2 throughput increasing?

3 JUDGE CHAPPELL: Hold on a second.

4 We're not going to go through this whole
5 document. We're not going to sit here and listen to
6 this. You need to make your points and move on.

7 MR. HUTH: Your Honor, just one final question,
8 and then I'll move on from this document.

9 JUDGE CHAPPELL: All right.

10 MR. MACHIRAJU: I'd actually like to object to
11 that question, Your Honor. It seems like that Mr. Huth
12 is asking this witness to testify to something that
13 seems more appropriate to an expert as opposed to a lay
14 witness, so it's unclear to me that this is the
15 appropriate witness for this question.

16 JUDGE CHAPPELL: Is this document in evidence?

17 MR. HUTH: It is, Your Honor.

18 JUDGE CHAPPELL: If the document is in
19 evidence, you can ask a fact witness about it.

20 Overruled.

21 But you need to move on after this.

22 MR. HUTH: Yes, Your Honor.

23 JUDGE CHAPPELL: It's in evidence, so we don't
24 need you reading it to us.

25 THE WITNESS: So, as to the question about

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 cost, yes, one of our clients is Pacific Biosciences,
2 and we've certainly observed that they're working to
3 improve their cost per read.

4 MR. HUTH: We can take that document down. I
5 will move on to the next topic.

6 JUDGE CHAPPELL: I wanted to let everyone know
7 also -- I meant to do this at the beginning -- I've
8 had technical problems with both my camera and my
9 headset, so in the event it freezes or I go out, just
10 hang on for a few seconds, and I'll have to reboot or
11 something, but just pause and wait for me to come
12 back. And if somebody notices I'm off, let everybody
13 else know and pause and say, "Let's wait a second."

14 Thank you.

15 Go ahead.

16 MR. HUTH: Thank you.

17 BY MR. HUTH:

18 Q. Mr. Strom, you testified earlier today about
19 Oxford Nanopore seeking to raise capital in the public
20 markets. Do you recall that?

21 A. Yes.

22 Q. What do you know about Oxford Nanopore
23 Technologies' efforts to fundraise at the current
24 time?

25 A. I know that they're pursuing an IPO in the

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 London Stock Exchange and have publicly announced that
2 they've, you know, launched that IPO to pursue raising
3 circa \$350 million at a \$3.5 billion valuation.

4 Q. And do you know what type of sequencing,
5 long-read versus short-read, Oxford Nanopore provides?

6 A. I'm not familiar with the Oxford technology.
7 That's not a company that I've spent personal time
8 with.

9 Q. All right.

10 As part of your work, have you reviewed the
11 registration document that Oxford Nanopore recently
12 filed for this public offering of stock?

13 A. I've not.

14 Q. All right.

15 I want to talk a little bit about the NIPT
16 industry which you previously testified about.

17 As part of your work at Morgan Stanley, do you
18 cover the noninvasive prenatal testing companies in the
19 market?

20 A. Yes. We've taken, well, one of them public,
21 Natera, which is public information, and we've worked
22 with Natera and Invitae as public companies.

23 Q. And do you know, as part of your work at
24 Morgan Stanley, anything about Illumina's acquisition
25 of Verinata, a provider of NIPT testing?

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 A. I'm certainly aware of the acquisition and the
2 general I guess progress that they made in the NIPT
3 business post that acquisition.

4 Q. Now, in the time since Illumina acquired
5 Verinata and became vertically integrated in the NIPT
6 space, have any new competitors been able to enter the
7 NIPT market?

8 MR. MACHIRAJU: Objection, Your Honor. It's
9 unclear that the witness has foundation for this
10 particular question. He just testified he has general
11 knowledge but unclear exactly what knowledge he has
12 about speaking to Mr. Huth's question.

13 JUDGE CHAPPELL: Sustained. You'll need to lay
14 a proper foundation.

15 MR. HUTH: Thank you, Your Honor.

16 BY MR. HUTH:

17 Q. Mr. Strom, are you aware -- well, strike that.

18 Mr. Strom, do you know whether any new
19 competitors have entered the NIPT market since Illumina
20 acquired Verinata?

21 A. Yes.

22 So as I mentioned previously, Morgan Stanley,
23 me personally, took Natera public. Natera entered the
24 market subsequent to that acquisition.

25 I'm also aware that Counsyl Genetics, which has

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 been acquired by Myriad, as well as Invitae entered the
2 market subsequent to that.

3 Q. Mr. Strom, do you know what branded NIPT test
4 now has the biggest share of the NIPT market?

5 A. The branded test would be Natera's test.

6 Q. And has Natera been able to increase its market
7 share in NIPT despite the fact that Illumina owns
8 Verinata?

9 A. Yes. Significantly over time.

10 Q. Do you know what has happened to Verinata's
11 market share in the NIPT market in the time since
12 Illumina acquired Verinata?

13 A. It has decreased.

14 Q. And do you know what has happened to the costs
15 of Illumina's sequencing products for NIPT applications
16 since Illumina acquired Verinata?

17 A. They've decreased significantly.

18 Q. And do you know, in the time since Illumina
19 acquired Verinata, has the annual amount of NIPT
20 testing that actually gets to patients increased or has
21 it decreased?

22 A. It's increased.

23 MR. MACHIRAJU: Objection. Compound.

24 I had an objection. It was a compound question
25 and leading.

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 JUDGE CHAPPELL: It does not suggest an
2 answer, and it is not compound. Increased or
3 decreased is not compound; it's one question. That's
4 overruled.

5 The answer is in the record.

6 Go ahead.

7 MR. HUTH: Your Honor, that completes my direct
8 that is in the public session. I have some in camera
9 questions as well.

10 JUDGE CHAPPELL: Okay.

11 Before -- while we're still on the public
12 record, I have an announcement for the public regarding
13 the call-in line for this trial.

14 Starting Monday, September 20, there will be a
15 different phone number for the press and public to call
16 to access this trial. The FTC Office of Public Affairs
17 has published the phone number on the FTC's website.

18 When you call in, you will be admitted into the
19 public waiting room for the virtual trial and then into
20 the virtual courtroom by OpenExchange.

21 So again, that's beginning Monday,
22 September 20, a different call-in number. Info will be
23 at the FTC's website, Office of Public Affairs.

24 All right. At this time we're going to move
25 into an in camera session. The public who are calling

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

1 in will be moved into a waiting room. You will be
2 brought back into the courtroom after we go back to a
3 public session.

4 I need the lead or questioning counsel for each
5 party to review the list of participants on the Zoom
6 screen and verify that there are no participants in the
7 courtroom who should not be there.

8 If there's anyone who is not authorized, you
9 are to instruct that person to use the Raise Hand
10 function on the Zoom screen. They will then be moved
11 into a waiting room.

12 Let me know after you've reviewed the list.
13 Go ahead.

14 JADA: All right, Your Honor. Everyone has
15 been moved.

16 JUDGE CHAPPELL: Thank you. Now we'll wait on
17 the parties to review the list.

18 MR. MACHIRAJU: From complaint counsel,
19 everyone on our side seems fine. I don't see anyone
20 who shouldn't be here.

21 MR. HUTH: Yes, Your Honor, and it looks like
22 we have the right people from the respondents' side as
23 well.

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

Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

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2 in camera session.)
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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

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Trial - Public Record

Illumina, Inc. and Grail, Inc.

9/17/2021

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