

Pathologist founded and patient focused

Improve cancer patient lives by providing solutions

Our mission

To improve the lives of all patients afflicted with cancer

Our vision

To empower our customers by providing the highest quality, most innovative cancer diagnostic solutions




A key healthcare challenge

Better personalization of cancer care

“ Healthcare today is in crisis, as it is expensive, reactive, inefficient and focused largely on one-size-fits-all treatments for events of late stage disease. An answer is personalized, predictive, preventive and participatory medicine. ”

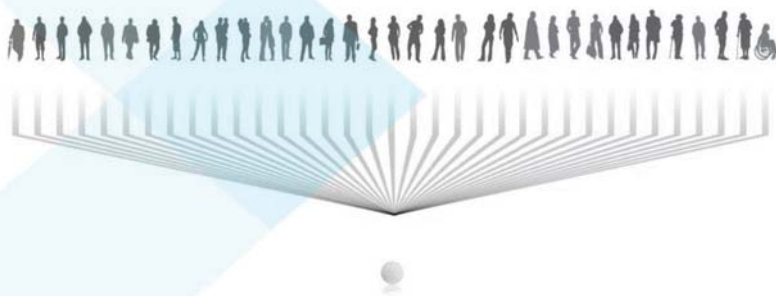
Ralph Snyderman, MD
Chancellor Emeritus, Duke University




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Why are predictive assays important?

Traditional therapy: Same diagnosis, same treatment




One-size-fits-all approach



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Why are predictive assays important?

Traditional therapy: Low treatment efficacy



For every 10 cancer patients treated, an average of only 5 will benefit.*

~1 in 2 respond

Reference: Roche Personalized Healthcare brochure, 2011

Predictive assay and clinical utility

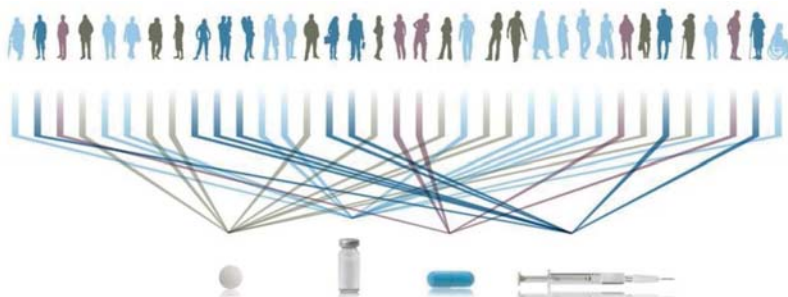
Is generated and proved in clinical trials

“The *data generated from clinical trials validate both the efficacy of these drugs and the predictive performance of each allied biomarker assay* as it was performed during each of the trials. In this era of *evidence-based medical practice*, to what extent *can we afford to deviate from what was validated in the trials while there is no evidence to support doing so?*”

Kerr, K et al., 2016. Programmed Death Ligand-1 Immunohistochemistry: Friend or Foe? Arch Pathol Lab Med. 140.

Why are predictive assays important?

Enable personalized care, facilitate better outcomes



Right therapy, for the right patient, at the right time

Value of personalized healthcare

Facilitated by predictive assays benefiting patients, physicians, and payers

Patients:

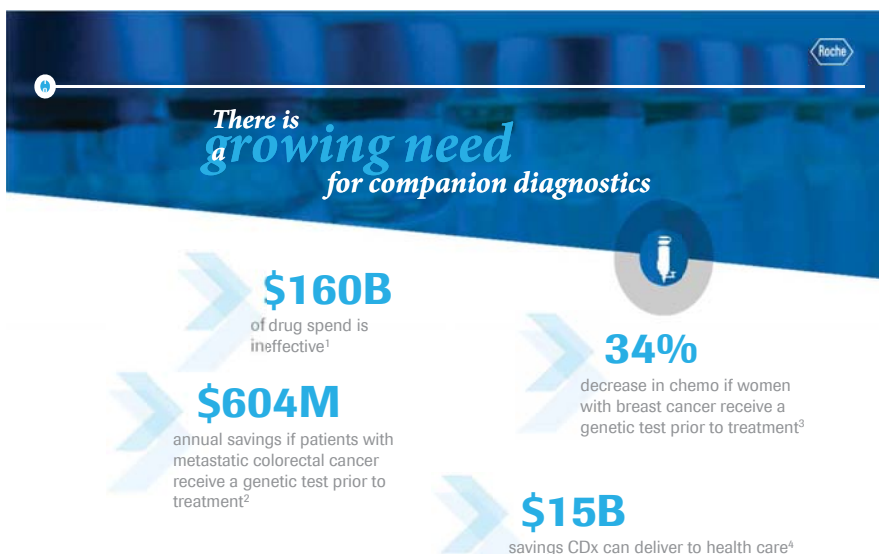
Better patient outcomes
by identifying patients most
likely to benefit

Physicians:

Easier prescription decisions
and better prediction of treatment
outcome

Payers:

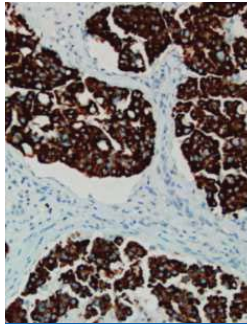
Optimized use of resources
and the potential reduction of
unnecessary treatment and
associated side effects



1. Personalized Medicine Coalition. The Case for Personalized Medicine. 4th ed.; 2014. http://personalizedmedicinecoalition.org/Resources/The_Case_for_Personalized_Medicine.
2. Shankaran V. Conference presentation at the Gastrointestinal Cancers Symposium, January 2009. Medscape web site. (Available at: <http://www.medscape.com/viewarticle/561945>)
3. Shaw AT, Kim DW, Nakagawa K, et al. Crizotinib versus chemotherapy in advanced ALK-positive lung cancer. *N Engl J Med*. 2013;368(25):2385-2394.
4. Genomic Health. Economic Validity. Genomic Health web site. (Available at: <http://www.genomichealth.com/en-US/sitecore/content/Home/Breast/ManagedCare/Orgs/EconomicValidity.aspx>)

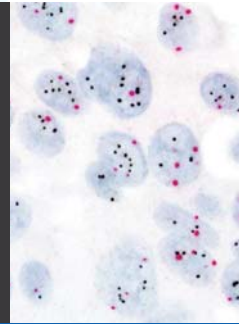
Why *are predictive assays important?*

The role of immunohistochemistry and in situ hybridization



VENTANA ALK (D5F3) CDx Assay

IHC and *ISH* are powerful tools to identify patients who *express specific biomarkers*, and *stratify those* who are *likely to benefit from* specific treatments.



INFORM HER-2 dual ISH Assay

*Predictive assays,
essential for
personalized healthcare*

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What is a companion diagnostic?

Provides predictive information; is required

A companion diagnostic is a **test** that **accurately and reliably detects a biomarker** and **in clinical trials** has demonstrated the ability to assist in **differentiating patients who will or will not benefit from the associated drug**. It is **required** for the **safe** and **effective use** of the **drug**.



Reference: <http://www.fda.gov/downloads/medicaldevices/deviceregulationandguidance/guidancedocuments/ucm262327.pdf>

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What is a complementary diagnostic?

Provides important information; aids in the drug risk-benefit decision process

A complementary diagnostic aids in the **risk-benefit decision** process: it provides information about using a **specific drug** in the context of a clinically meaningful risk-benefit difference.



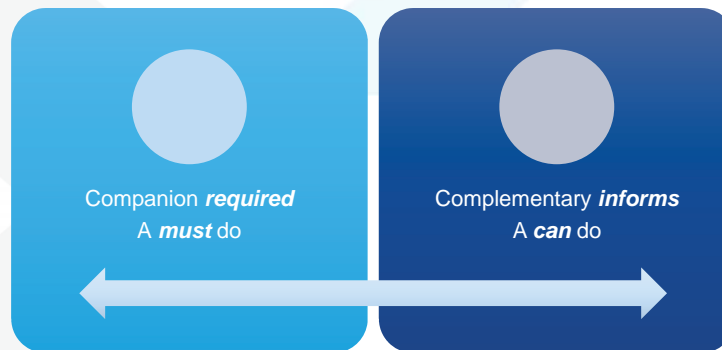
Reference: <http://www.fda.gov/downloads/medicaldevices/deviceregulationandguidance/guidancedocuments/ucm262327.pdf>

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Companion *is required*, complementary *informs*

Both provide information about likely patient response



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Crizotinib, *more effective in ALK positive NSCLC*

More effective: Higher ORR and PFS

Therapy	ALK ^{FISH+} /ALK ^{IHC+} Concordant Cases [a]		ALK ^{FISH+} /ALK ^{IHC-} Discordant Cases [a]		All ALK ^{FISH+} cases	
	Crizotinib N=60	Chemotherapy N=49	Crizotinib N=6	Chemotherapy N=8	Crizotinib N=66	Chemotherapy N=57
ORR [b] (%)	86.7%	44.9%	33.3 %	37.5 %	81.8%	43.9%
Median PFS (months) [c]	7.6	5.8	2.8	6.2	7.1	5.8

The VENTANA ALK (D5F3) CDx Assay is a companion diagnostic for XALKOR[®] (crizotinib) and Zykadia[®] (ceritinib).

[a] This table includes only those FISH+ cases that were tested with the Ventana ALK IHC assay under diagnostic protocol D032361 and yielded a valid, specimen-linked ALK IHC result. Patients with an indeterminate clinical response are excluded. [b] ORR = overall response rate. [c] PFS = progression-free survival.

Solomon, Benjamin J., et al. "First-line crizotinib versus chemotherapy in ALK-positive lung cancer." *New England Journal of Medicine* 371.23 (2014): 2167-2177.

CDx/predictive assay *development*

Additional testing needed for a CDx assay

Characterization Studies performed	Product Classification	RUO	Analytical	Predictive
	FDA Submission	No	No	PMA
	CE Marked	No	Yes	Yes
	Immunoreactivity (ToI ToB)	No	Yes	Yes
	Robustness	No	Yes	Yes
	Repeatability	No	Yes	Yes
	Pre-analytical (fixatives, etc)	No	Yes	Yes
	Stability Studies	No	Yes	Yes
	Design Validation	No	Yes	Yes
	Reader Precision	No	No	Yes
	Inter-laboratory Reproducibility	No	No	Yes
	Proof of utility in detecting a disease	No	No	Yes
	Clinical utility proving device performance in relation to drug outcome or potential misdiagnosis	No	No	Yes
	Possible claims	None	Detects biomarker	Companion diagnostic. Complementary diagnostic

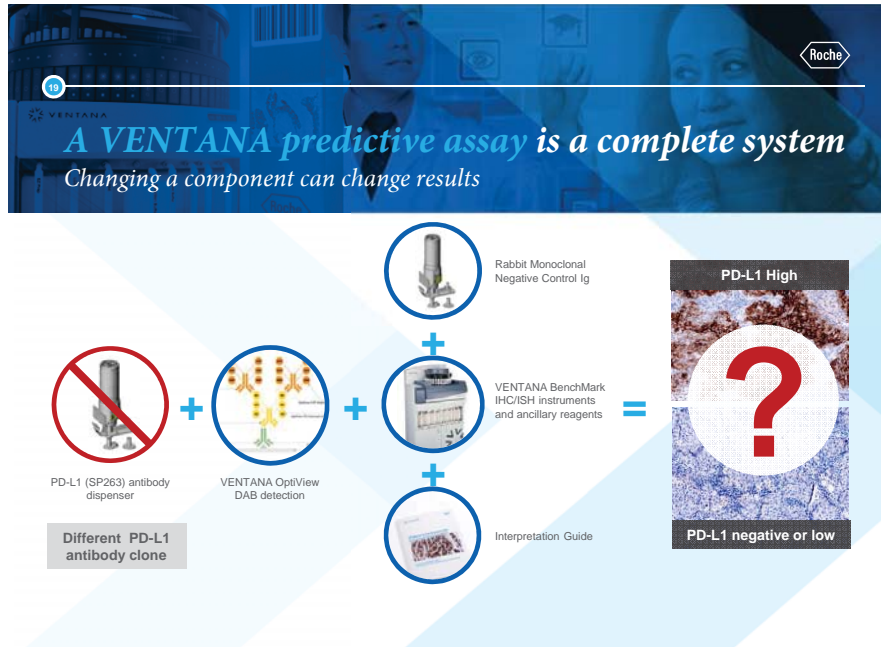
An assay is an *entire system*

Including antibody, detection, instrument and other components

Clinical trials use the *entire system and... regulatory agencies approve the **entire system.***

Using *only parts of the system* and not the entire system carries *significant risk...* and may lead to *poor patient outcomes.*

- Inappropriate treatment decisions
- Over-treatment and side effects
- Under-treatment and missed opportunities



Roche

Confidence in the *broadest menu* today

Breast pathology

Lung pathology

Colorectal pathology

Cervical pathology

**Only Roche provides
250+
ready-to-use antibodies**

Dermato-pathology

Prostate pathology

Hemato-pathology

Roche

Companion/Complementary Dx portfolio

Covers several therapies, uses different technologies

Biomarker	Technology	Therapy, indication	Roche Solution
HER2	IHC/ISH	Herceptin® BREAST	Roche VENTANA
EGFR	PCR (Tissue/Plasma)	Tarceva®, TAGRISSO™ NSCLC	Roche cobas®
ALK	IHC	Xalkori® Zykadia® NSCLC	Roche VENTANA
BRAF	PCR	Zelboraf® MELANOMA	Roche cobas®
C-KIT	IHC	GLEEVEC® GIST	Roche VENTANA
KRAS	PCR	Erbix® Vectibix® CRC	Roche cobas®
PD-L1 (SP142)	IHC	TECENTRIQ® Bladder/NSCLC	Roche VENTANA
PD-L1 (SP263)	IHC	IMFINZI™ Bladder	Roche VENTANA





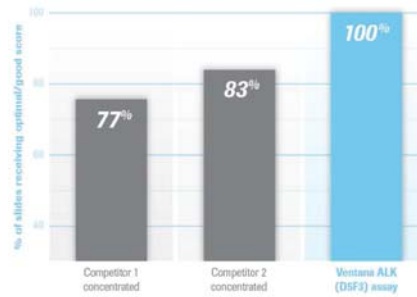
Roche demonstrates
consistently
high
performance



HER2 (4B5), ER (SP1) and ALK (D5F3) antibodies show*:

- ✓ consistent performance
- ✓ superior quality

Ventana ALK (D5F3) CDx assay IHC quality assessment



Roche **personalized** healthcare portfolio
Consists of predictive assays across technologies



Molecular Diagnostics



Clinical Pathology



Anatomic Pathology



Sequencing Core

"Targeted diagnostic tests that **help to improve medical decision-making** not only offer clinical benefits for patients, but are also attractive through health economic benefits to regulatory authorities and payers."

Severin Schwan
CEO, Roche

"Change the practice of medicine by **inventing tools that didn't exist before**, rather than building a better microscope."

Tom Grogan
MD and Founder, Ventana Medical Systems, Inc.

A presentation slide with a dark blue background featuring a faint, abstract pattern of overlapping geometric shapes. In the top left corner, there is a small white circle containing the number '28'. In the top right corner, the Roche logo is displayed. The main title, 'Ongoing investment in CDx research and development', is written in a white, serif font, centered on the slide. Below the title, there is a section titled 'The last 10 years in NSCLC:' in white text. To the right of this section, there is a large, stylized graphic of a blue arrow pointing upwards and to the right. The text 'FDA approvals are FLAT overall but 600% MORE with bio-target LIKELY' is written in white and blue text, with '600%' being the largest and most prominent number. Below the main title, there is a list of four bullet points, each preceded by a white arrowhead. The text 'NSCLC=non-small cell lung cancer. Hay M, Thomas DW, Craighead JL, Economides C, Rosenthal J. Clinical development success rates for investigational drugs. Nat Biotechnol. 2014;32(1):40-51.' is written in small white text at the bottom left of the slide.

The last 10 years in NSCLC:

- Number of compounds being investigated **increased 62%**
- R&D funding has **doubled**
- FDA approvals are **flat without a companion**
- Biomarker-targeted therapies had a **six-fold increase in clinical trial success**

FDA approvals are FLAT overall but 600% MORE with bio-target LIKELY

NSCLC=non-small cell lung cancer.
Hay M, Thomas DW, Craighead JL, Economides C, Rosenthal J. Clinical development success rates for investigational drugs. Nat Biotechnol. 2014;32(1):40-51.

Offer pharma a premiere end to end solution

Product Marketing and Commercialization

Education, pre-launch,
training product marketing
and commercialization

- Industry's #1 Commercial and Technical Support Network

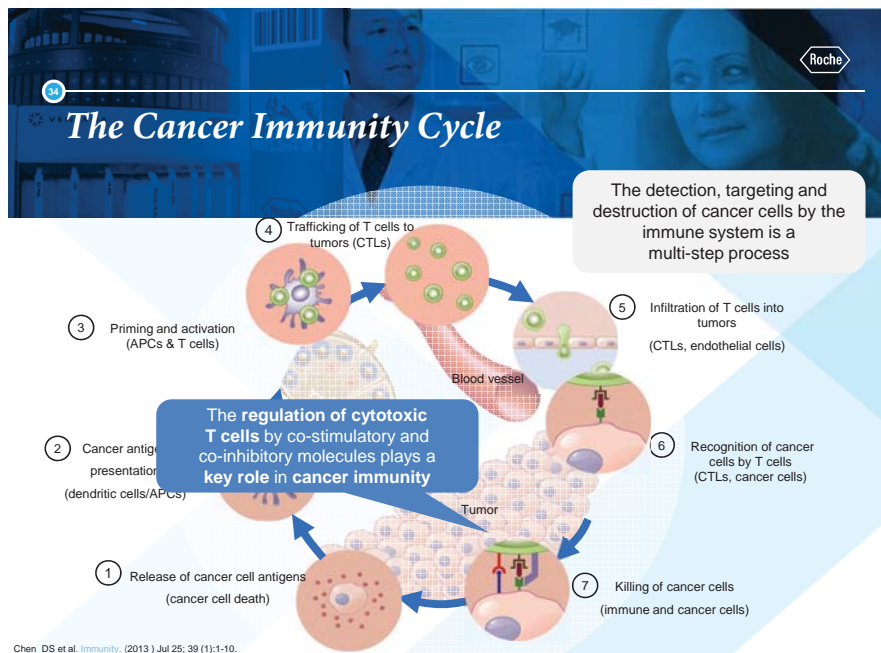
- Largest global installed base
- #1 in IHC market share in all regions

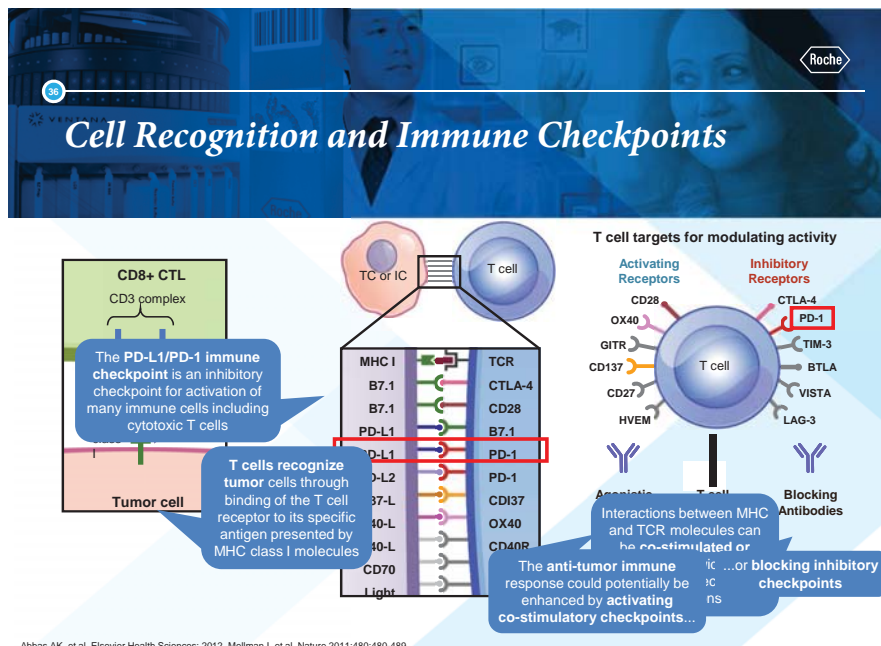
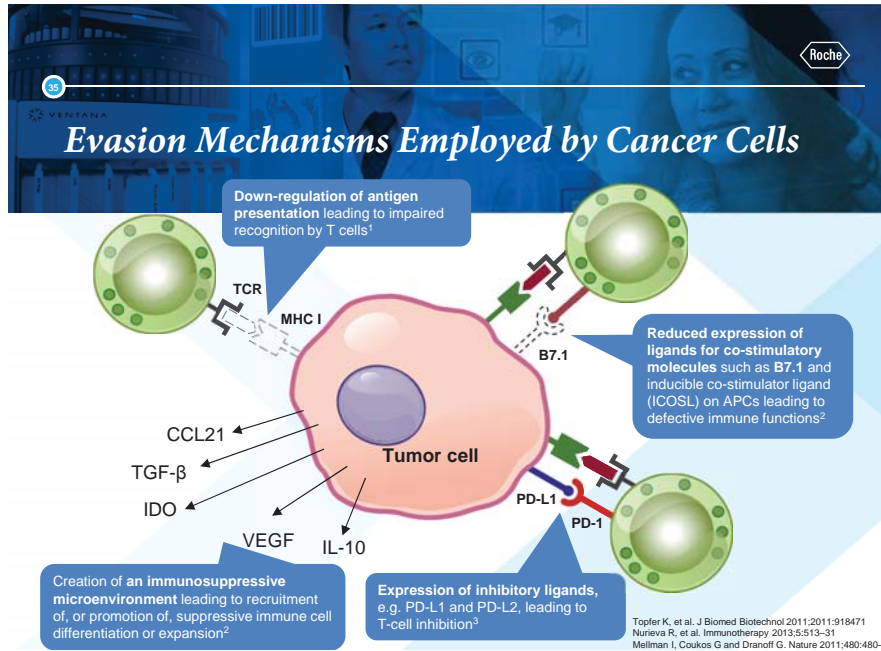
And have a solid pipeline of future predictive assays

13+

Years experience
in companion
diagnostics







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PD-1 and PD-L1

Part of the immune checkpoint pathway: inhibits T cell activity

- PD-L1, Program death ligand-1, is a ligand that binds PD-1.
- PD-1, Program death receptor 1, is a receptor that binds PD-L1.
- PD-L1 and PD-1 are part of the immune checkpoint pathway. This pathway limits T-cell proliferation and limits their ability to kill tumor cells.

Lu J, et al. J Oncol Pharm Pract. 2014 Jun 9. pii: 1078155214538087

Roche

Blocking PD-L1

Restore T cell activation and proliferation

Dual Blockade of PD-1 and B7.1 could potentially lead to durable activation and proliferation of T Cells

Chen DS, Mellman I. Immunity. 2013

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PD-L1 Detection in Tumors

Detected in 11% to 100% in a variety of tumor types

Cancer	PD-L1 positive (%)	Cancer	PD-L1 positive (%)
Breast	31-34	Melanoma	40-100
Colon	53	Multiple myeloma	93
Esophageal	42	Ovarian	33-80
Gastric	42	Pancreatic	39
Glioblastoma/mixed glioma	100	Renal cell	15-24
Hepatocellular	45-93	Urothelial	28-100
Leukemias	11-42	Nasopharyngeal / HNC	46-100
Lymphomas	17-94	NSCLC	35-95

Chen, D et al, Clinical Cancer Res 18 (24): 6580-6587, 2012
Zandberg DP, et al, Oral Oncol. 2014 Jul;50(7):627-32

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PD-L1 Expression and Prevalence in Tumors

Phase I trial of atezolizumab (PCD4989g)

Tumor Type	Number (n)	PD-L1+ Immune Cells (IC)	PD-L1+ Tumor Cells (TC)
NSCLC	184	26%	24%
RCC	88	25%	10%
Melanoma	58	36%	5%
HNSCC	101	28%	19%
Gastric cancer	141	18%	5%
CRC	77	35%	1%
Pancreatic	83	12%	4%
Bladder	205	27%	11%

Herbst, RS, et al, Nature 515: 563-567, 2014
Powles, T et al, Nature 515: 558, 2014

Personalized Medicine

VENTANA PD-L1 (SP263) Assay



PD-L1 and Prognostic Relevance in Bladder Cancer

PD-L1

- Expressed in 28%-100% of human urothelial/bladder cancers¹ and
- 95% of lymphocytes that invade bladder tumors express PD-1²
- PD-L1 is associated with a more advanced stage and a higher tumor grade of bladder cancer, suggesting that PD-L1 may be a factor promoting disease progression³⁻⁵
 - A study looking at PD-L1 in 280 high-risk bladder cancer patients, found expression was associated with high-grade tumors⁴
 - Meta-analysis conducted in 352 bladder cancer patients, demonstrated that superficial bladder cancer had significantly lower PD-L1 expression than invasive bladder cancer⁵
- High-level of PD-L1 expression is associated with reduced survival^{3,6}
 - In a study conducted in 65 surgically resected bladder cancer specimens, OS and RFS were significantly worse in patients with high-PD-L1 tumors than in those with low-PD-L1 tumors⁶

Blocking the PD-1/PD-L1 signaling may provide improved outcomes in the treatment of patients with bladder cancer⁶

OS = overall survival; RFS = recurrence-free survival.

1. Chen DS, et al. *Clin Cancer Res*. 2012;18:6580-6587. 2. Carneiro BA, et al. *Cancer Treat Rev*. 2015;41:170-178. 3. Huang Y, et al. *Oncol Rep*. 2015;33:3075-3084. 4. Inman BA, et al. *Cancer*. 2007;109:1499-1505. 5. Wang YU, et al. *Genet Mol Res*. 2015;14:1277-1286. 6. Nakanishi J, et al. *Cancer Immunol Immunother*. 2007;56:1173-1182.

VENTANA PD-L1 (SP263) Assay

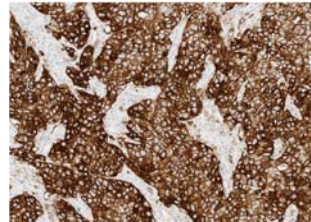
Intended Use for Urothelial Carcinoma

VENTANA PD-L1 (SP263) Assay is a qualitative immunohistochemical assay using rabbit monoclonal anti-PD-L1 clone SP263 intended for use in the assessment of the PD-L1 protein in formalin-fixed, paraffin-embedded (FFPE) urothelial carcinoma tissue stained with OptiView DAB IHC Detection Kit on a VENTANA BenchMark ULTRA instrument. PD-L1 status is determined by the percentage of tumor cells with any membrane staining above background, or by the percentage of tumor-associated immune cells with staining (IC+) at any intensity above background. The percent of tumor area occupied by any tumor-associated immune cells (Immune Cells Present, ICP) is used to determine IC+, which is the percent area of ICP exhibiting PD-L1 positive immune cell staining. PD-L1 status is considered High if any of the following are met:

- $\geq 25\%$ of tumor cells exhibit membrane staining; or
- ICP $> 1\%$ and IC+ $\geq 25\%$; or
- ICP = 1% and IC+ = 100%

PD-L1 High status as determined by VENTANA PD-L1 (SP263) Assay was associated with increased objective response rate (ORR) in a single arm study of IMFINZI™ (durvalumab).

This product is intended for in vitro diagnostic (IVD) use.



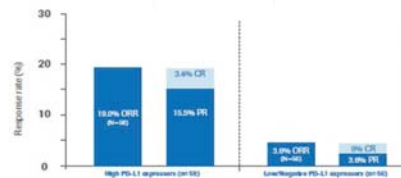
Positive UC tissue stained with PD-L1 (SP263) assay

Durvalumab Bladder Outcome study

Patients with high PD-L1 expression VENTANA PD-L1 (SP263) assay:

- ✓ ~5Xs the ORR compared to low or negative expression
- ✓ Complementary Diagnostic for IMFINZI™ (durvalumab)

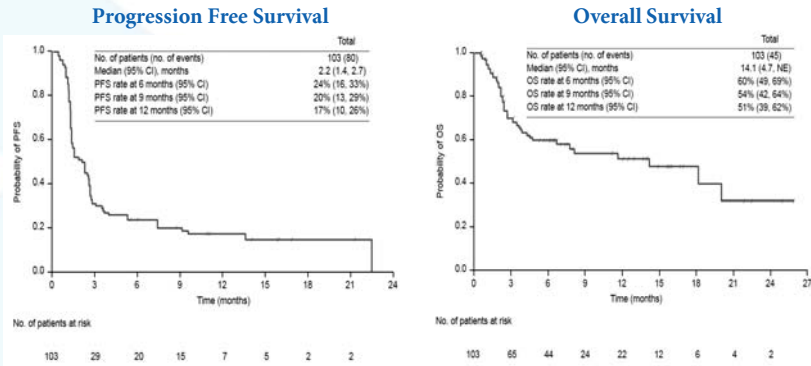
Objective Response Rate



CROR = objective response rate; CR = complete response; PR = partial response
ORR determined blinded independent central review (BICR) of target lesion diameter according to RECIST criteria.

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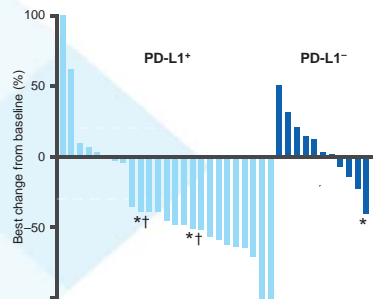
Kaplan-Meier Survival Estimates in Primary Efficacy Population of UC Cohort*



*Given limited follow-up, OS data were considered immature at the time of data cutoff.
NE = not evaluable; No. = number; OS = overall survival; PFS = progression free survival.
Powles T et al. 2017. Updated efficacy and tolerability of durvalumab in locally advanced or metastatic urothelial carcinoma. *J Clin Onc*. 35(6, suppl).

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Best Change in Target Lesion Size by PD-L1 Status in Response to durvalumab in UBC Patients



PD-L1+ subgroup

76% (19/25) had a reduction in tumor size

PD-L1- subgroup

36% (4/11) had a reduction in tumor size

Data cutoff on November 20, 2015

* Unconventional response.

† Unconfirmed response (all other patients with best tumor shrinkage $\geq 30\%$ had confirmed responses).

Massard et al. 2016. Safety and efficacy of durvalumab (MEDI4736), an anti-programmed cell death ligand-1 immune checkpoint inhibitor, in patients with advanced urothelial bladder cancer. *J Clin Oncol*. 34(26).





Confirmed ORR and DCR12 by PD-L1 Localization in UCB patients treated with Durvalumab

PD-L1 expression by location	PD-L1 status definition	ORR ^a		DCR12 ^b	
		n/N (%)	95% CI	n/N (%)	95% CI
Unselected		13/42 (31.0)	17.6–47.1	20/42 (47.6)	32.0–63.6
TCs or ICs	PD-L1+ (≥25% TCs or ICs)	13/28 (46.4)	27.5–66.1	16/28 (57.1)	37.2–75.5
	PD-L1- (<25% TCs and ICs)	0/14 (0.0)	0.0–23.2	4/14 (28.6)	8.4–58.1
TCs	PD-L1+ (≥25%)	7/15 (46.7)	21.3–73.4	8/15 (53.3)	26.6–78.7
	PD-L1- (<25%)	6/27 (22.2)	8.6–42.3	12/27 (44.4)	25.5–64.7
ICs	PD-L1+ (≥25%)	10/18 (55.6)	30.8–78.5	12/18 (66.7)	41.0–86.7
	PD-L1- (<25%)	3/24 (12.5)	2.7–32.4	8/24 (33.3)	15.6–55.3

IC = immune cells; TC = tumor cells
 PD-L1 status determined from the most recently collected tissue sample (prior to first dose of study treatment) with a quantifiable result
 aORR was defined as confirmed complete or partial response per RECIST v1.1 in response-evaluable; bDCR12 was defined as confirmed complete or partial response or stable disease for ≥12 weeks per RECIST v1.1. Data cutoff on November 20, 2015

Massard et al. 2016. Safety and efficacy of durvalumab (MED4736), an anti-programmed cell death ligand-1 immune checkpoint inhibitor, in patients with advanced urothelial bladder cancer. *J Clin Oncol.* 34(26).





VENTANA PD-L1 (SP263) Assay UC Interpretation

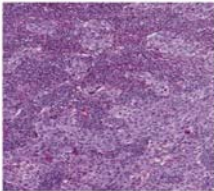


Table 4: VENTANA PD-L1 (SP263) Assay Scoring Algorithm for Urothelial Carcinoma

PD-L1 Interpretation	Staining Description
PD-L1 status is determined by the percentage of tumor cells with any membrane staining above background or by the percentage of tumor-associated immune cells with staining (IC+) at any intensity above background. Percent of tumor area occupied by any tumor-associated immune cells (ICP) is used to determine IC+, which is the percent area of ICP exhibiting PD-L1 positive immune cell staining.	
High	PD-L1 Status is considered high if any of the following are met: <ul style="list-style-type: none"> ≥ 25% of tumor cells exhibit membrane staining; or, ICP > 1% and IC+ ≥ 25%; or, ICP = 1% and IC+ = 100%.
Low/negative	PD-L1 Status is considered low/negative if: <ul style="list-style-type: none"> none of the criteria for PD-L1 High Status are met.

Immune cells with 50% staining (IC+), Tumor cells with 100% staining. (Top row H&E 10X, PD-L1 20X).

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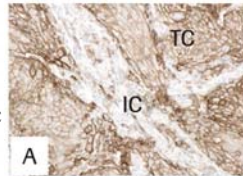
Roche

VENTANA PD-L1 (SP263) Assay

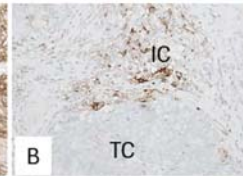
UC Interpretation

Tumor Biopsy with PD-L1 Immunostaining

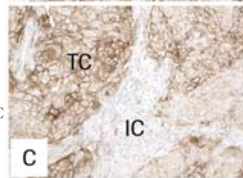
TC^+/IC^+
≥25% TC and ≥25% IC



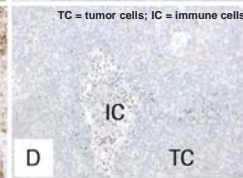
TC^-/IC^+
<25% TC and ≥25% IC



TC^+/IC^-
≥25% TC and <25% IC



TC^-/IC^-
<25% TC and <25% IC



TC = tumor cells; IC = immune cells

Massard et al. J Clin Oncol 2016; June 6. pii: JCO679761. [Epub ahead of print].

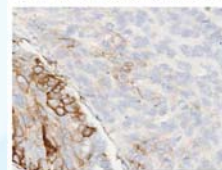
10

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VENTANA PD-L1 (SP263) Assay

PD-L1 High Status: ≥ 25% TC / IC+ Expression

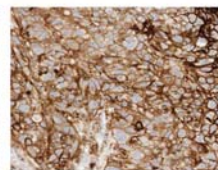
PD-L1 HIGH STATUS: TUMOR CELL EXPRESSION ≥ 25%



25%

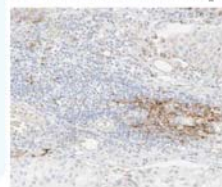


50%

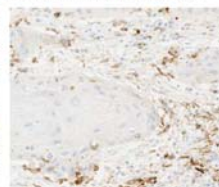


100%

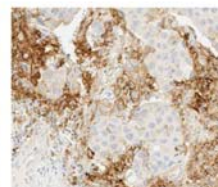
PD-L1 HIGH STATUS: TUMOR-ASSOCIATED IMMUNE CELL EXPRESSION ≥ 25%



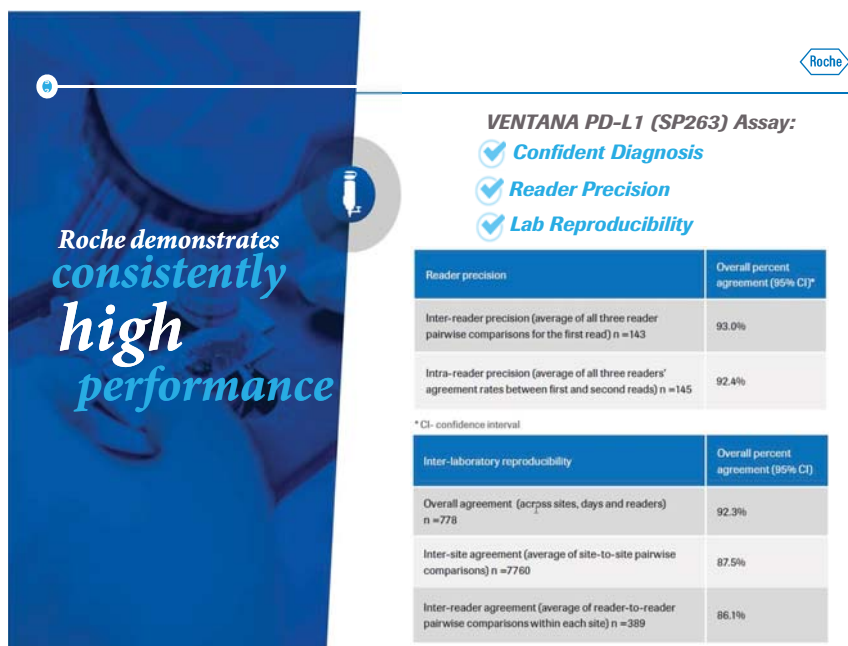
30% IC+



60% IC+



80% IC+



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VENTANA PD-L1 (SP263) Assay

Fixative Recommendations for Optimal Staining

Time Point (Hrs)	Fixative					
	10% NBF	Zinc Formalin	PREFER fixative**	ALA**	Alcoholic Formalin**	95% Ethanol**
1*						
6						
12						
24						
48						
72						

64

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Personalized Medicine

VENTANA PD-L1 (SP142) Assay UC



VENTANA PD-L1 (SP142) Assay

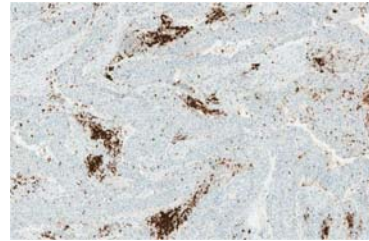
Intended Use for NSCLC and Urothelial Carcinoma

VENTANA PD-L1 (SP142) Assay is a qualitative immunohistochemical assay using rabbit monoclonal anti-PD-L1 clone SP142 intended for use in the assessment of the PD-L1 protein in formalin-fixed, paraffin-embedded (FFPE) Urothelial carcinoma and non-small cell lung cancer (NSCLC) tissue stained with OptiView DAB IHC Detection Kit and OptiView Amplification Kit on a VENTANA BenchMark ULTRA instrument. Determination of PD-L1 status is indication-specific, and evaluation is based on either the proportion of tumor area occupied by PD-L1 expressing tumor-infiltrating immune cells (% IC) of any intensity or the percentage of PD-L1 expressing tumor cells (% TC) of any intensity.

PD-L1 expression in $\geq 5\%$ IC determined by VENTANA PD-L1 (SP142) Assay in **Urothelial carcinoma** tissue is associated with increased objective response rate (ORR) in a non-randomized study of TECENTRIQ (atezolizumab).

PD-L1 expression in $\geq 50\%$ TC or $\geq 10\%$ IC determined by VENTANA PD-L1 (SP142) Assay in **NSCLC** tissue may be associated with enhanced overall survival from TECENTRIQ (atezolizumab).

This product is intended for in vitro diagnostic (IVD) use.



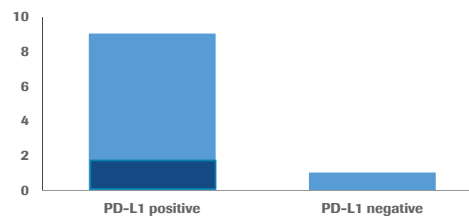
Positive UC tissue stained with PD-L1 (SP142) assay, 10x

What is the Rationale for PD-L1 Testing

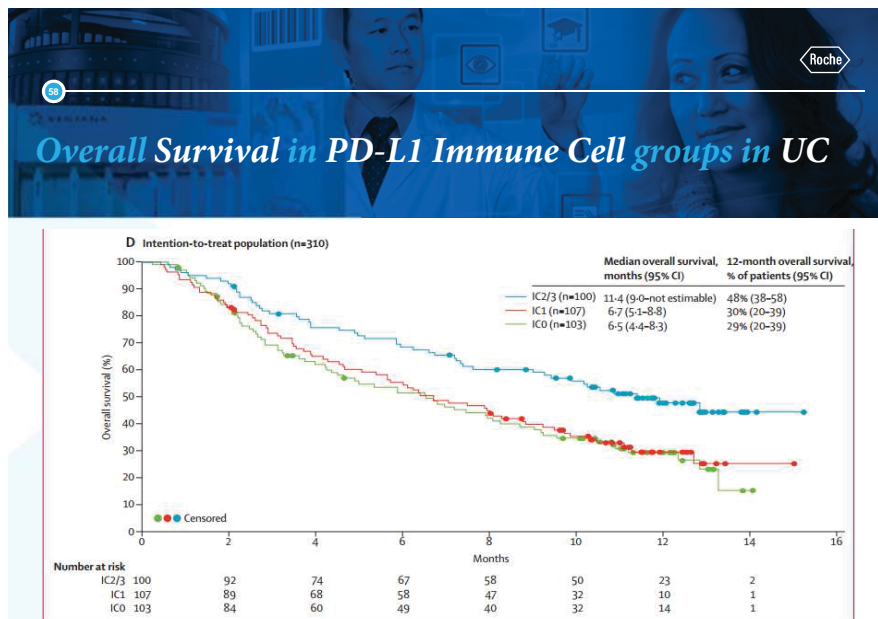
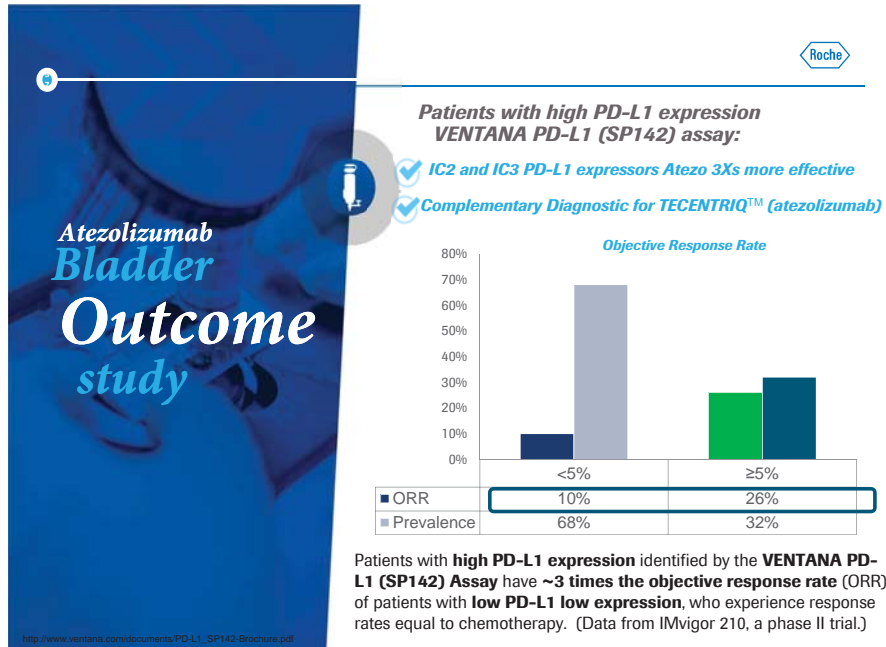
Patients with high PD-L1 expression VENTANA PD-L1 (SP142) assay:

- ✓ 1.6-9Xs the ORR compared to low or negative expression
- ✓ Complementary Diagnostic for TECENTRIQ™ (atezolizumab)

Objective Response Rate



Powles T, et al. J Clin Oncol 32:5s, 2014 (suppl; abstr 5011). Rizel N, et al. J Clin Oncol 32:5s, 2014 (suppl; abstr TPS8123). Herbst R, et al. J Clin Oncol 31, 2013 (suppl; abstr 3000). Henry CR, et al. J Clin Oncol 32:5s, 2014 (suppl; abstr 3064). Brahmer JR, et al. J Clin Oncol 32:5s, 2014 (suppl; abstr 8021). Lutzky J, et al. J Clin Oncol 32:5s, 2014 (suppl; abstr 3001*). Howard NH, et al. J Clin Oncol 32:5s, 2014 (suppl; abstr 3002*). ESMO 2015 presentations, Vienna Austria. <http://www.europeancancercongress.org/Scientific-Programme>



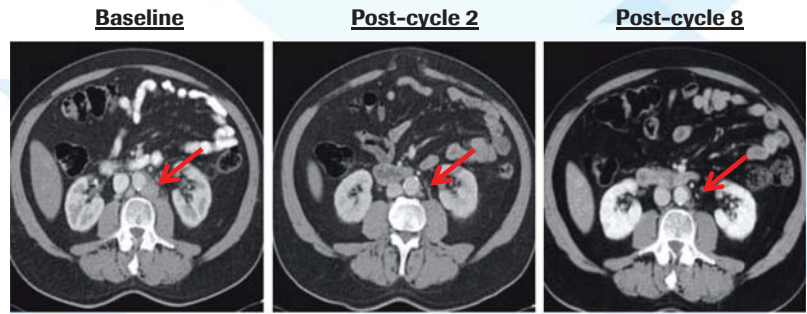
Rosenberg, J.E. et al. *The Lancet*, 387(10031): 1909-1920, 2016. DOI: [http://dx.doi.org/10.1016/S0140-6736\(16\)00591-4](http://dx.doi.org/10.1016/S0140-6736(16)00591-4)

*historic overall survival at 12 months is 20%

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Response to atezolizumab in PD-L1+ UC Patient



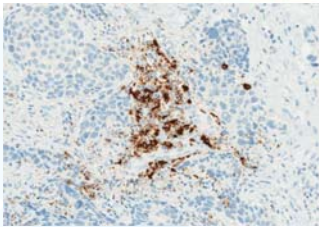
Powles, T et al, Nature 515: 558, 2014

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VENTANA PD-L1 (SP142) Assay
UC Interpretation

Immune cell
(IC) staining



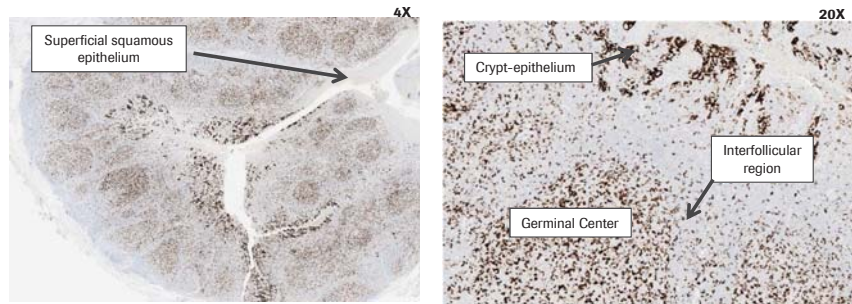
Tumor –infiltrating immune cell staining assessment	PD-L1 expression
Absence of any discernible PD-L1 staining -or- Presence of discernible PD-L1 staining of any intensity in tumor-infiltrating immune cells covering <5% of tumor area occupied by tumor cells, associated intratumoral and contiguous peritumoral stroma	<5%
Presence of discernible PD-L1 staining of any intensity in tumor-infiltrating immune cells covering ≥ 5% of tumor area occupied by tumor cells, associated intratumoral and contiguous peritumoral stroma	≥5%

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VENTANA PD-L1 (SP142) Assay

Tonsil control *acceptable staining*

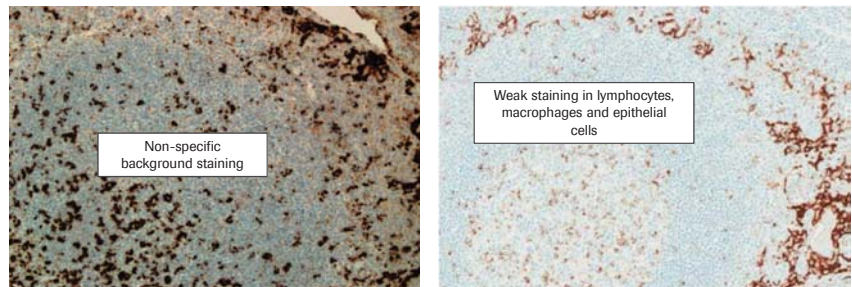


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VENTANA PD-L1 (SP142) Assay

Tonsil control *unacceptable staining*

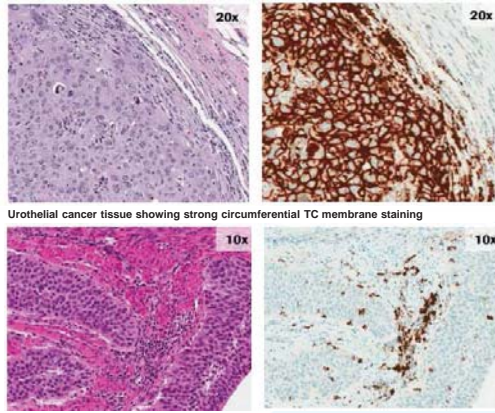


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VENTANA PD-L1 (SP142) Assay

Examples of UC Staining

*Tumor Biopsy
with PD-L1
Immunostaining*



Urothelial cancer tissue showing strong circumferential TC membrane staining

Urothelial cancer tissue showing dark brown punctate and linear IC staining

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VENTANA PD-L1 (SP142) Assay

Fixative Recommendations for Optimal Staining

	Fixative					
	10% NBF	Zinc Formalin	Z-5**	Prefer*	AFA*	95% Alcohol*
1 hour						
6 hours						
12 hours						
24 hours						
72 hours						

All images at 10X magnification

VENTANA PD-L1 (SP142) Assay

UC Specimen and Assay Needs

SPECIMEN TYPES

- Acceptable UC tissue:
 - Resection, TURBT, Core needle biopsies
 - Primary or metastatic sites
- Adequacy: Contains at least 50 viable tumor cells with associated stroma
- Unacceptable tissues: cytology or decalcified bone

NUMBER OF SLIDES REQUIRED

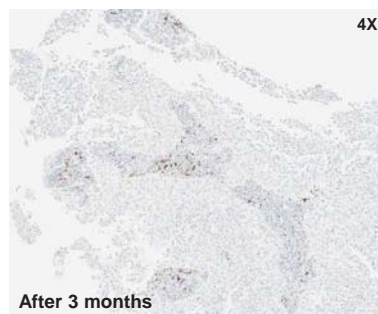
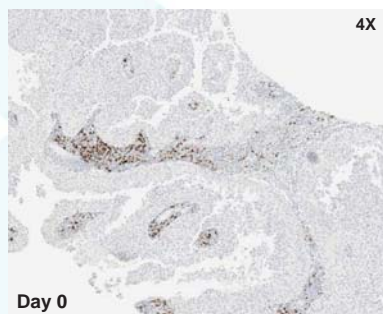
- Three serial sections from each case:
 - H&E, Negative control staining, PD-L1 (SP142) staining

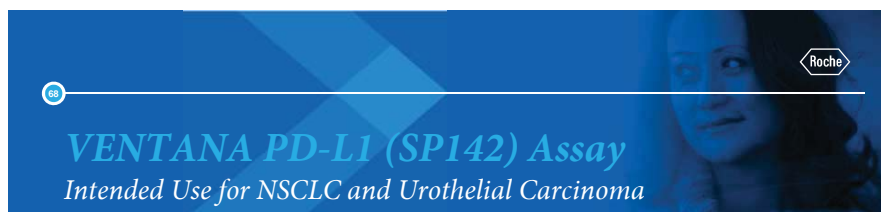
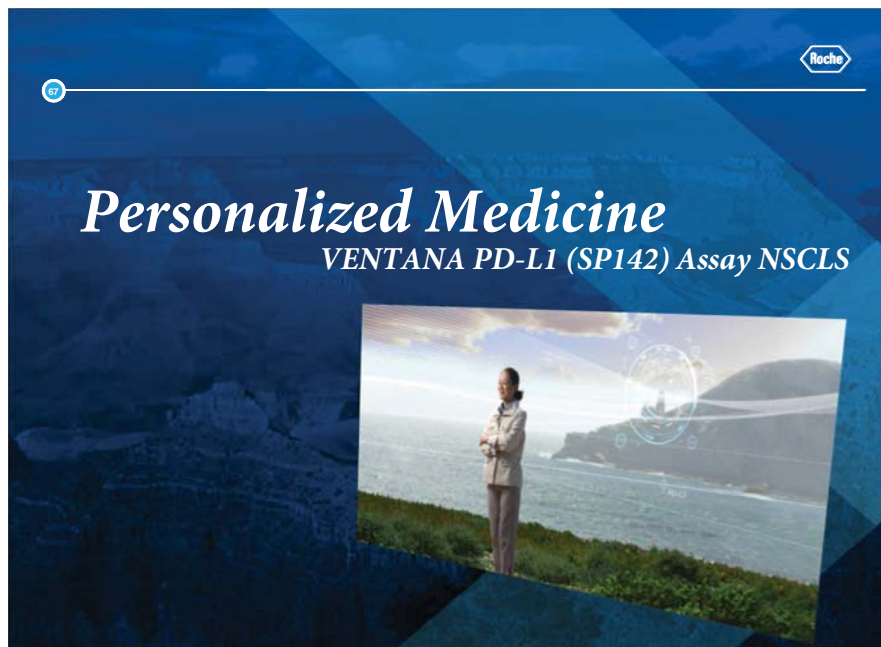
CONTROL TISSUE

- Pre-qualified benign tonsil tissue

VENTANA PD-L1 (SP142) Assay

UC Specimen antigen stability



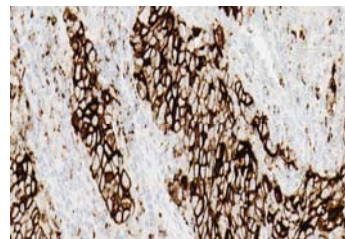


VENTANA PD-L1 (SP142) Assay is a qualitative immunohistochemical assay using rabbit monoclonal anti-PD-L1 clone SP142 intended for use in the assessment of the PD-L1 protein in formalin-fixed, paraffin-embedded (FFPE) Urothelial carcinoma and non-small cell lung cancer (NSCLC) tissue stained with OptiView DAB IHC Detection Kit and OptiView Amplification Kit on a VENTANA BenchMark ULTRA instrument. Determination of PD-L1 status is indication-specific, and evaluation is based on either the proportion of tumor area occupied by PD-L1 expressing tumor-infiltrating immune cells (% IC) of any intensity or the percentage of PD-L1 expressing tumor cells (% TC) of any intensity.

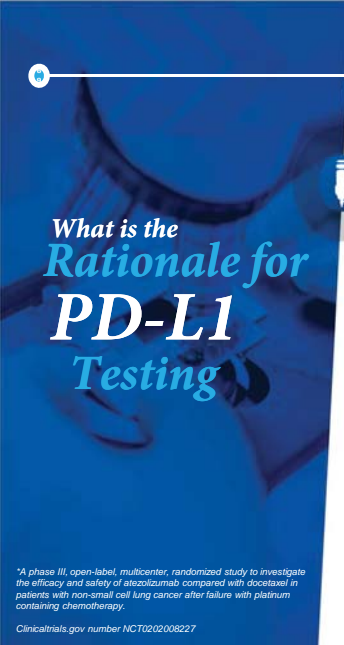
PD-L1 expression in $\geq 5\%$ IC determined by VENTANA PD-L1 (SP142) Assay in Urothelial carcinoma tissue is associated with increased objective response rate (ORR) in a non-randomized study of TECENTRIQ (atezolizumab).

PD-L1 expression in $\geq 50\%$ TC or $\geq 10\%$ IC determined by VENTANA PD-L1 (SP142) Assay in NSCLC tissue may be associated with enhanced overall survival from TECENTRIQ (atezolizumab).

This product is intended for in vitro diagnostic (IVD) use.




Positive NSCLC tissue stained with PD-L1 (SP142) assay, 10x



What is the
**Rationale for
PD-L1
Testing**

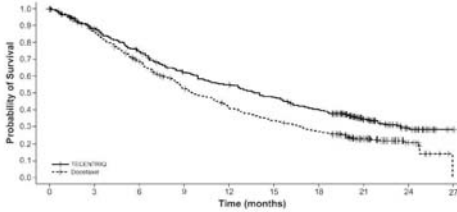
*A phase III, open-label, multicenter, randomized study to investigate the efficacy and safety of atezolizumab compared with docetaxel in patients with non-small cell lung cancer after failure with platinum containing chemotherapy.

Clinicaltrials.gov number NCT02020827



**VENTANA PD-L1 (SP142) assay:
NSCLC OAK Trial Data**


- ✓ In 2nd line setting all patients had longer overall survival
- ✓ Clinical trial data consistently demonstrates that if you have higher PD-L1 expression you have higher response rates



No. Patients at Risk

Time (months)	TECENTRIQ	Docetaxel
0	425	425
3	407	382
6	382	363
9	342	326
12	306	283
15	279	258
18	248	234
21	222	214
24	205	196
27	186	175
30	167	142
33	152	123
36	135	104
39	88	50
42	58	27
45	38	16
48	28	8
51	19	3
54	14	1

• All randomized patients in a NSCLC phase III study observed benefit from TECENTRIQ regardless of PD-L1 status.



VENTANA PD-L1 (SP142) Assay
NSCLC Interpretation




Figure 1: Moderate to strong circumferential TC membrane staining; NSCLC tissue, 20x

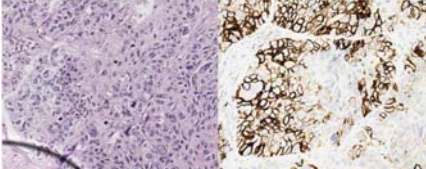
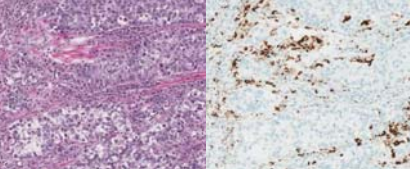


Figure 2: Dark brown punctate and linear IC staining; NSCLC, 20x



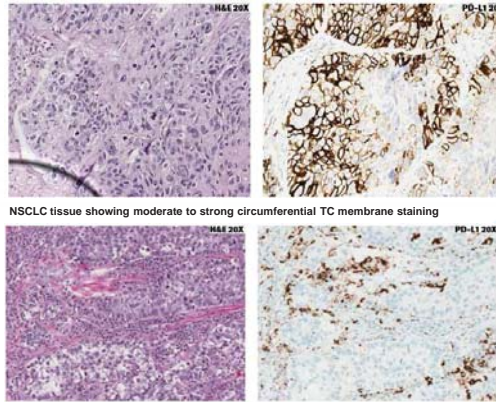
Step 1: Tumor Cell (TC) Staining Assessment	PD-L1 Expression
Presence of discernible PD-L1 membrane staining of any intensity in ≥ 50% of tumor cells	≥ 50% TC
Absence of any discernible PD-L1 staining (OR) Presence of discernible PD-L1 membrane staining of any intensity in < 50% of tumor cells.	Proceed to Step 2
Step 2: Tumor Infiltrating Immune Cell (IC) Staining Assessment	PD-L1 Expression
Presence of discernible PD-L1 staining of any intensity in tumor-infiltrating immune cells covering ≥ 10% of tumor area occupied by tumor cells, associated intratumoral, and contiguous peritumoral stroma	≥ 10% IC
Absence of any discernible PD-L1 staining (OR) Presence of discernible PD-L1 staining of any intensity in tumor-infiltrating immune cells covering < 10% of tumor area occupied by tumor cells, associated intratumoral, and contiguous peritumoral stroma	< 50% TC and < 10% IC

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VENTANA PD-L1 (SP142) Assay

Examples of NSCLC Staining

*Tumor Biopsy
with PD-L1
Immunostaining*



NSCLC tissue showing moderate to strong circumferential TC membrane staining

NSCLC tissue showing dark brown punctate and linear IC staining

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VENTANA PD-L1 (SP142) Assay NSCLC Specimen and Assay Needs

SPECIMEN TYPES

- Acceptable UC tissue:
 - Resection, Excisions, Core needle and other biopsies
 - Primary or metastatic sites
- Adequacy:
 - Contains at least 50 viable tumor cells
 - Tumor-associated stroma is not required for TC scoring
 - Presence of tumor-associated stroma is essential for scoring IC
- Unacceptable tissues: cytology or decalcified bone

NUMBER OF SLIDES REQUIRED

- Three serial sections from each case:
 - H&E, Negative control staining, PD-L1 (SP142) staining

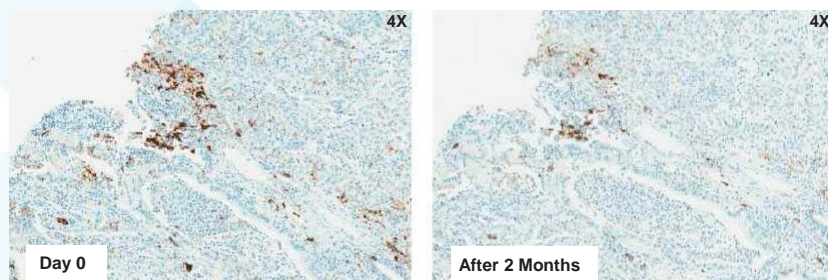
CONTROL TISSUE

- Pre-qualified benign tonsil tissue

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VENTANA PD-L1 (SP142) Assay

NSCLC Specimen antigen stability



TECENTRIQ® (atezolizumab) is a registered trademark of Genentech, Inc. All rights reserved.
 IMFINZI™ (durvalumab) is a registered trademark of Astra Zeneca All rights reserved.
 OPDIVO® (nivolumab) is a registered trademark of Bristol-Myers Squibb Company. All rights reserved.
 KEYTRUDA® (pembrolizumab) is a registered trademark of Merck & Co. All rights reserved.

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PD-L1 Testing Landscape

Approved Therapies		IMFINZI [™] durvalumab	TECENTRIQ [®] atezolizumab	KEYTRUDA [®] pembrolizumab	OPDIVO [®] nivolumab
Diagnostic Clone	Ventana SP263	Ventana SP263	Ventana SP142	Dako 22C3	Dako 28-8
Assay Status	Descriptive	Complementary	Complementary	Companion	Complementary
Scoring	N/A	Tumor Cells (TC) Immune Cells (IC)	Tumor Cells (TC) Immune Cells (IC)	Tumor Cells (TC) Immune Cells (IC)*	Tumor Cells (TC)
Approved Indications	N/A	2L UC	1L/2L UC, 2L NSCLC	1L/2L NSCLC, 1L Mel, 2L mUC, 2L cHL, 2L HNSCC, 3L Gastric*	1L Mel, 2L NSq NSCLC, 2L RCC, 2L cHL, 2L mUC, 2L SCCHN
Assay Components	BenchMark XT BenchMark ULTRA	OptiView BenchMark ULTRA	OptiView + Amp BenchMark ULTRA	EnVision FLEX+ Autostainer Link 48	EnVision FLEX+ Autostainer Link 48
Classification	Class I	Class III PMA Approved	Class III PMA Approved	Class III PMA Approved	Class III PMA Approved



= Personalized care for patients

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