

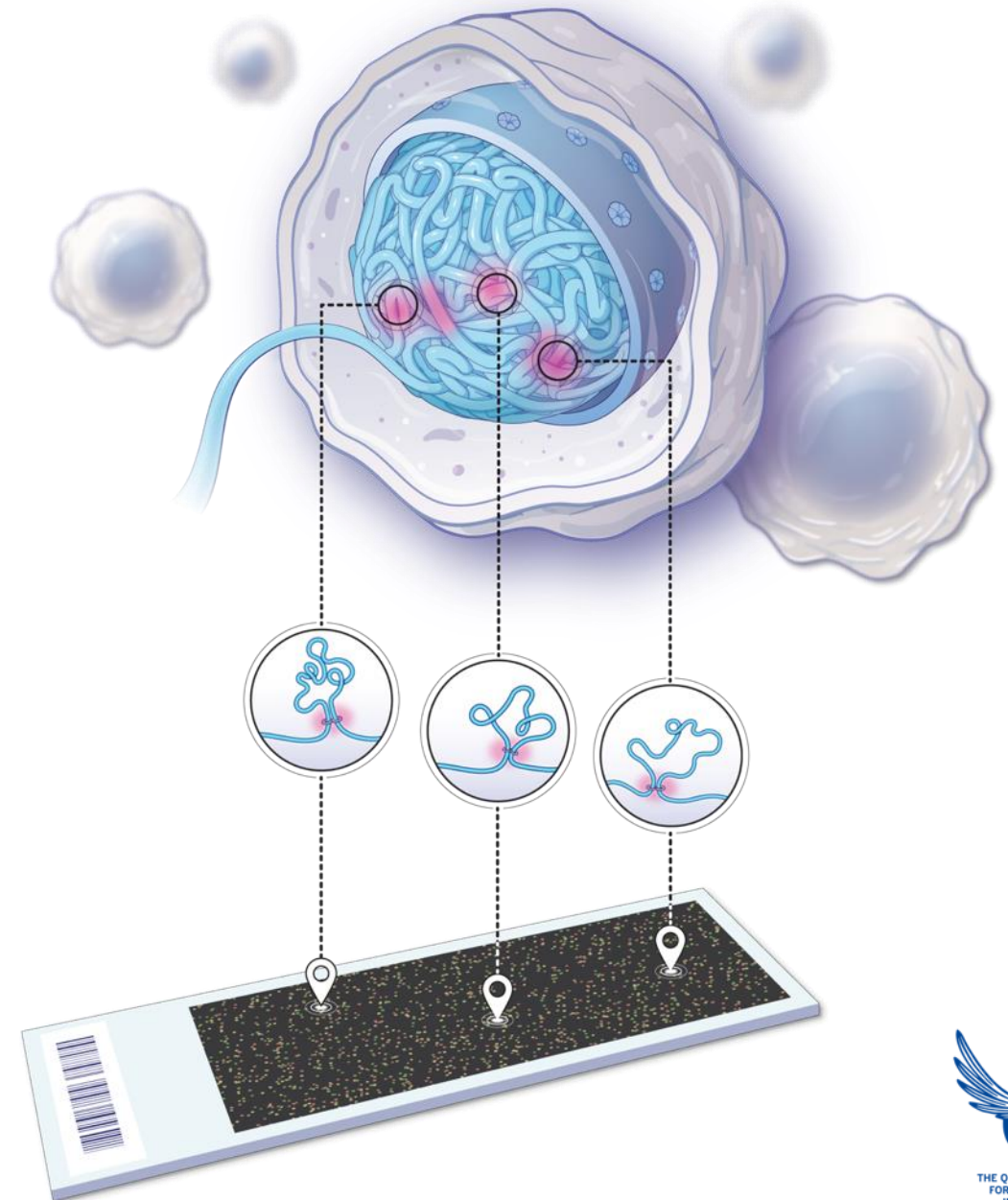


Commercializing 3D Gene Regulation for Precision Medicine with EpiSwitch®

Company Update

January 17th, 2024

www.myOBDX.com



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Oxford BioDynamics (AIM:OBD)

3D Genomics Experts

- Increasingly recognized as global experts in 3D genomics
- Recipient of Partnership for Accelerating Cancer Therapies (PACT) Awards
- Member of the Foundation of NIH (FNH) Biomarker Steering Committees: [Oncology](#), [Immunology and Inflammation](#), [Neuroscience](#), [Metabolic Disorders](#).
- Marketed Products:**
- Checkpoint Inhibitor Response Test (EpiSwitch CiRT)
 - US – reimbursement CPT PLA code 0332U.
 - UK – covered by BUPA UK ([link here](#))
- Prostate Screening EpiSwitch Test (EpiSwitch PSE)
 - US reimbursement CPT PLA code 0433U.
- Product development pipeline includes:
 - [Colorectal/Bowel Cancer](#) , [Canine Oncology](#)
 - [Rheumatoid Arthritis](#), [NASH](#)



Genentech

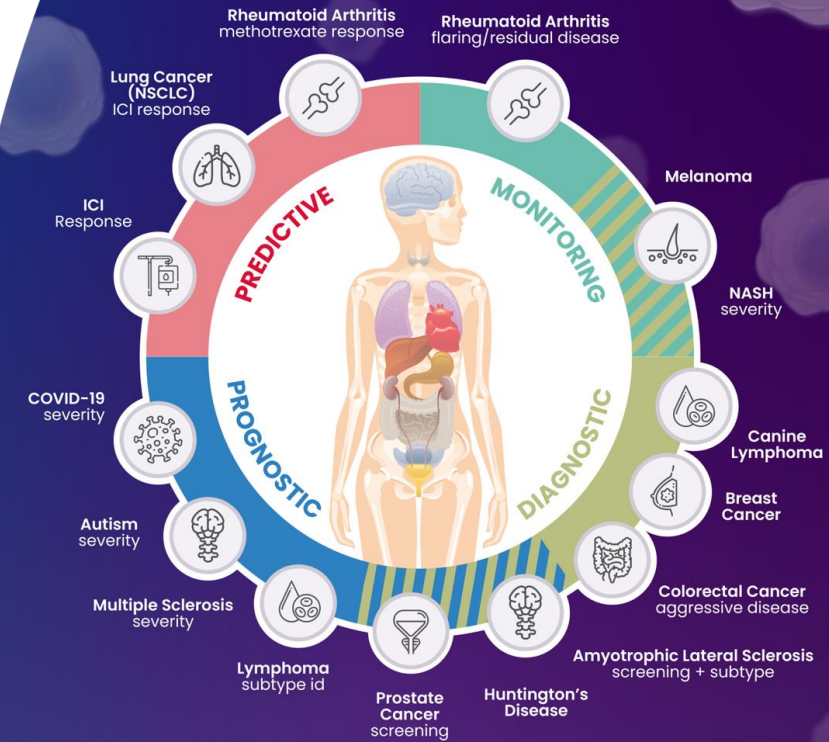


EMD
SERONO



Mitsubishi Tanabe Pharma

Biogen.



EpiSwitch® CiRT

A validated test for predicting response to ICI therapy from blood with **no tissue required**



myCiRT.com

EpiSwitch® PSE

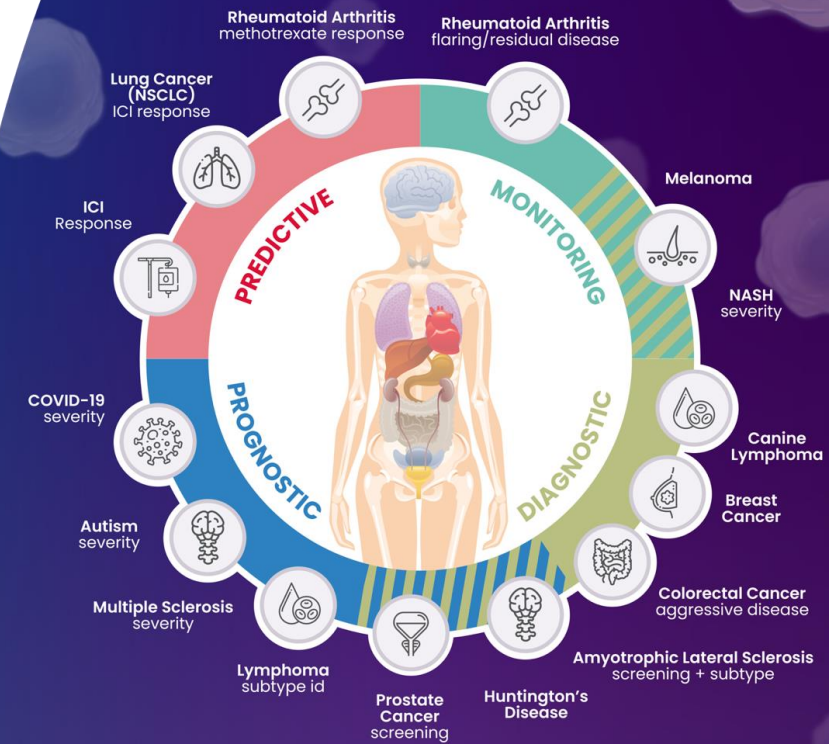
A validated test for detecting prostate cancer risk from blood with **94% accuracy**



94percent.com

Snapshot

- **FY23 accomplishments** – Oct 22 to Sept 23
- Oct 22 live CPT code for CiRT: processed 516 tests FY23 (FY22 79)
- Achieved strong reimbursement against \$4950 list price
- Oct 22 completed £9.3m fundraiser
- Feb 23 Prostagram publication highlighting PSE
- May 23 2nd PACT Award, Hyper Progressive Disease, worth \$963,000
- June 23 CiRT record monthly sales (97)
- Aug 23 completed £6.1m fundraiser
- Sept 23 CLIA certified clinical testing lab live (April)
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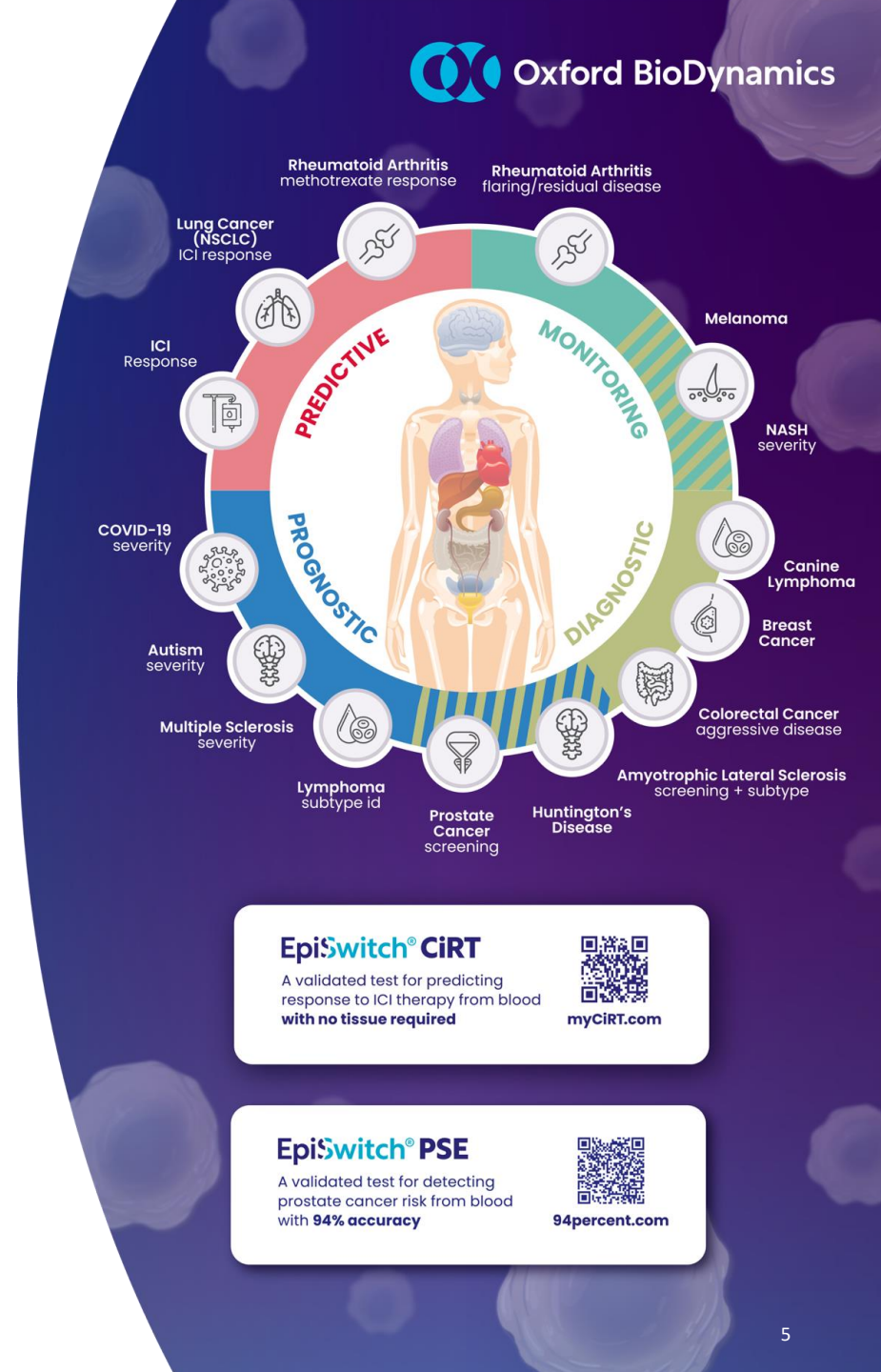
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- Sept 23 PSE test launched ahead of schedule
- **Post year end accomplishments** – Oct 23 to Jan 24
- Oct 23 Bupa partnership announced
- Nov 23 Hired Dr Arrivo to lead the PSE vertical
- Dec 23 Hired Dr Mathis to lead the CiRT vertical
- Jan 24 live CPT code for PSE (Oct)
- To date 144 PSE orders; 770 CiRT orders all time



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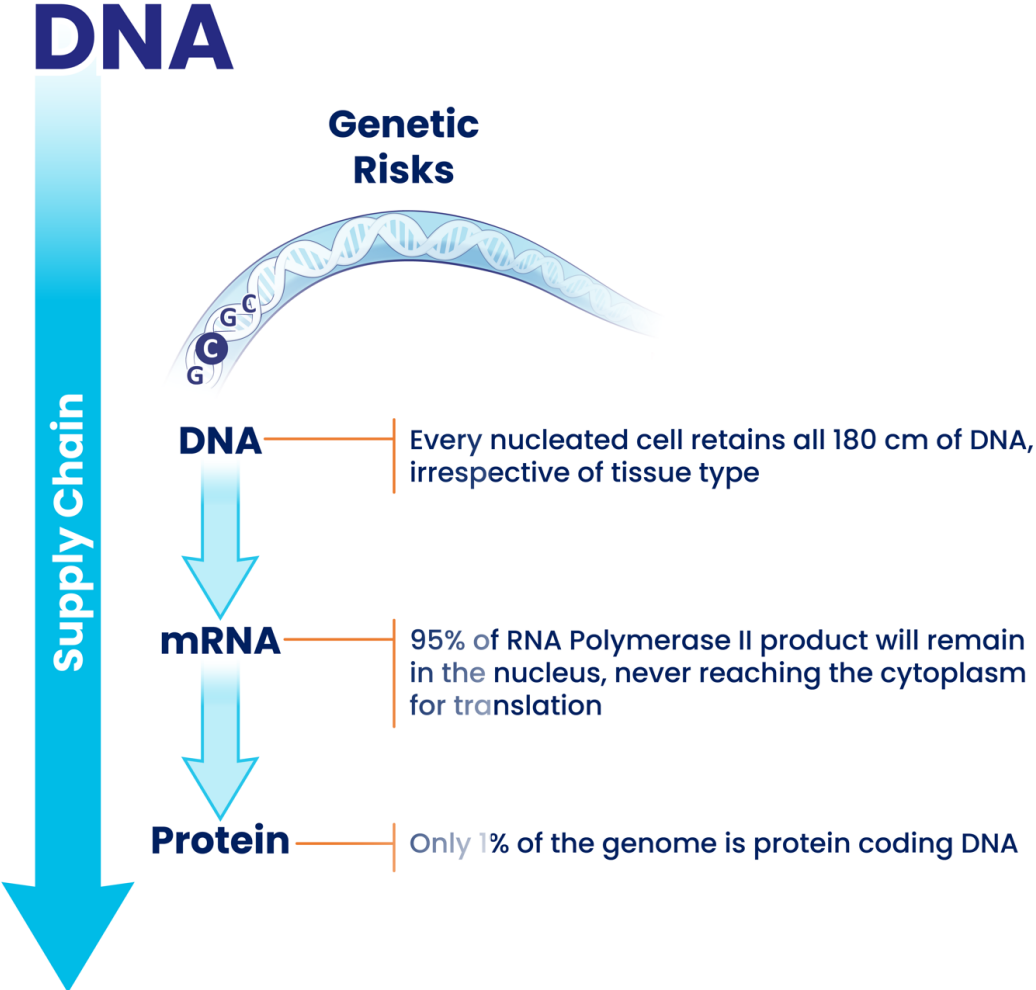
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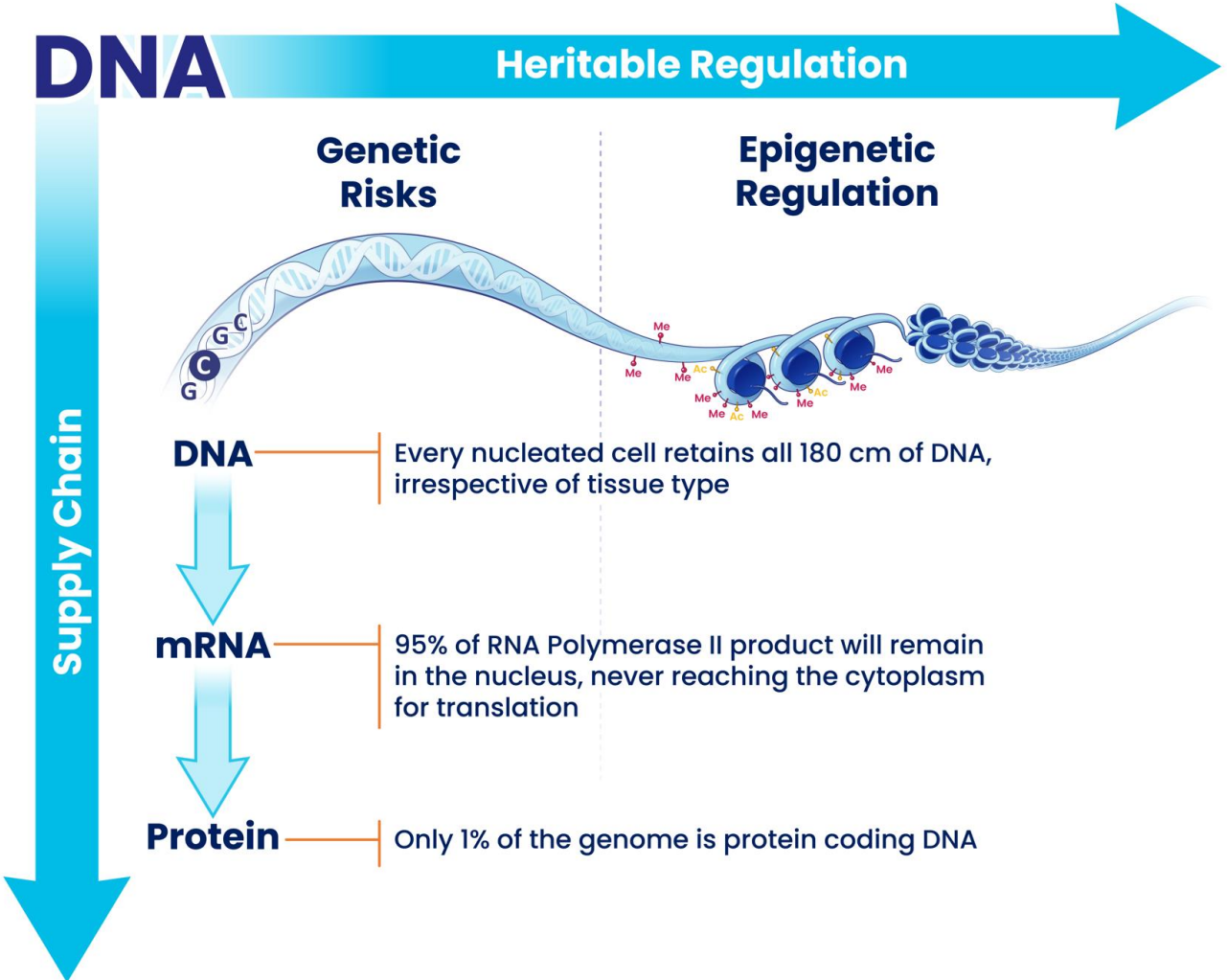


94percent.com

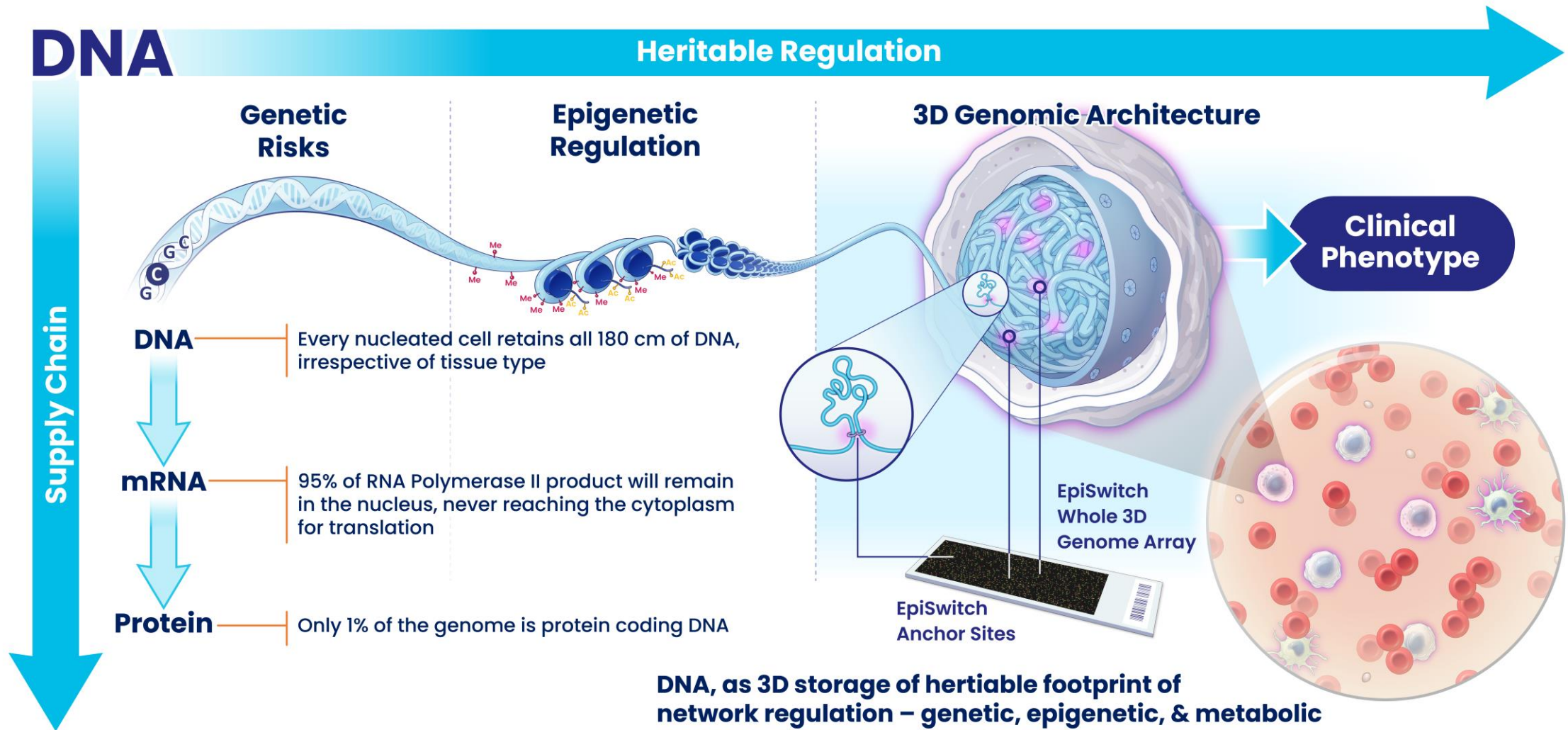
3D Genome as a Clinical Biomarker Modality



3D Genome as a Clinical Biomarker Modality



3D Genome as a Clinical Biomarker Modality



3D genome as the molecular regulatory network underlying cellular phenotypes

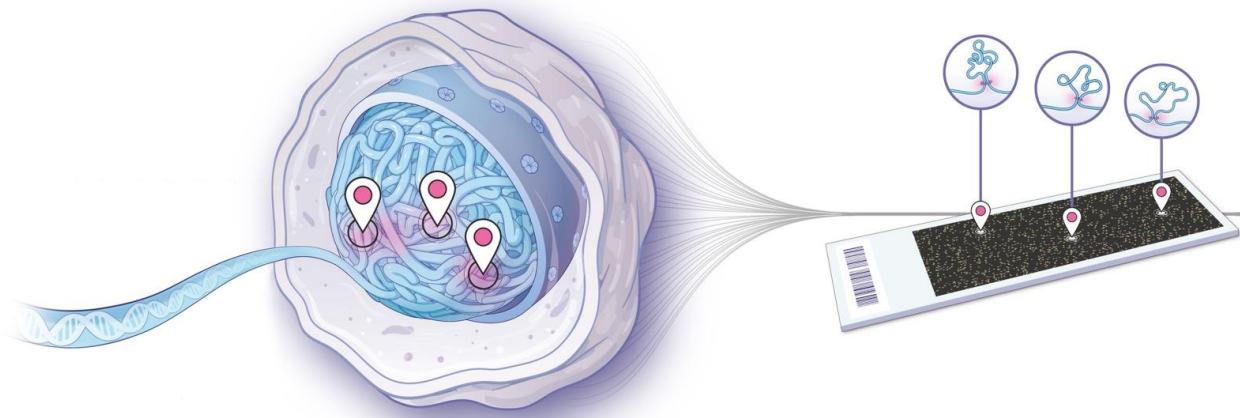
Bringing a New Dimension to the Genomics Space & Precision Medicine

1

We have mapped the 3D genome – 1.2 million critical regulatory anchor points

2

EpiSwitch[®] array enables profiling of the 3D human genome in a clinically relevant context



Bringing a New Dimension to the Genomics Space & Precision Medicine

1

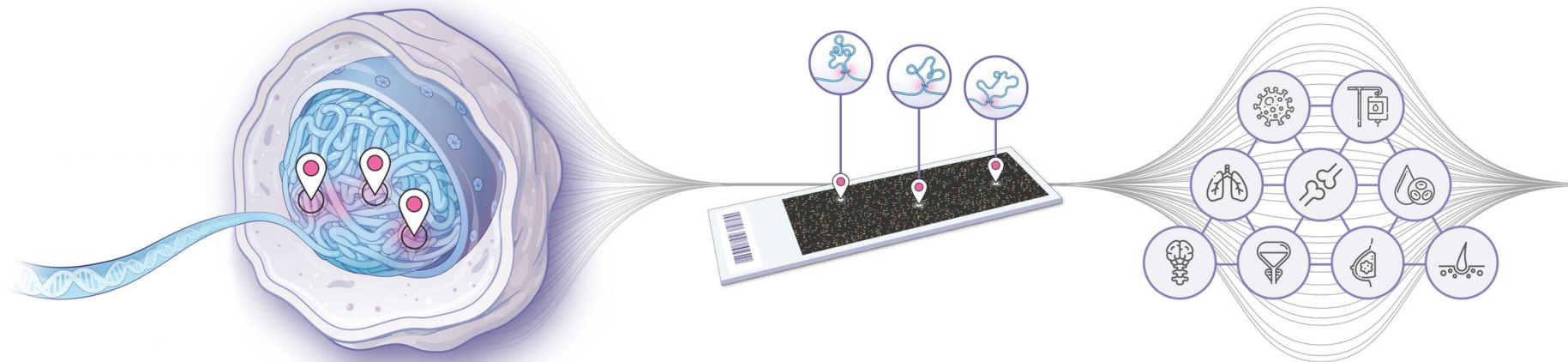
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EpiSwitch[®] array enables profiling of the 3D human genome in a clinically relevant context

3

World's largest 3D genomic knowledgebase – maps for 30+ human clinical indications



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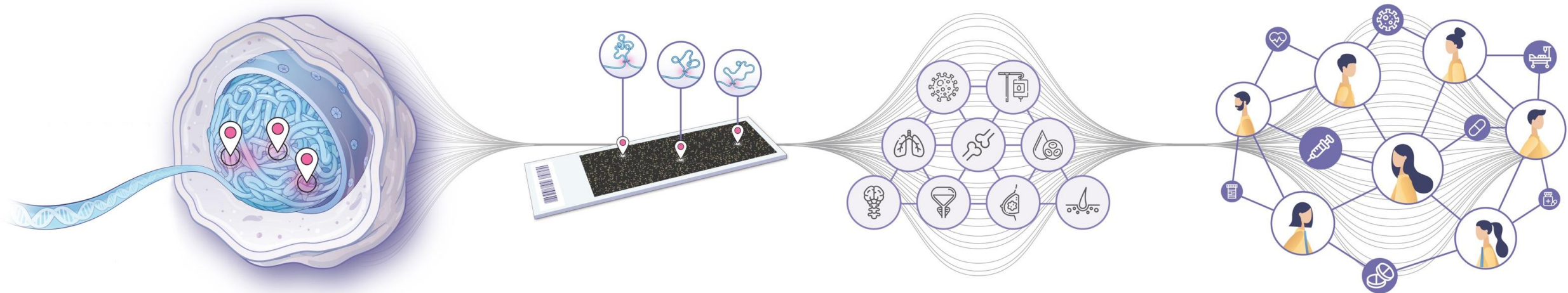
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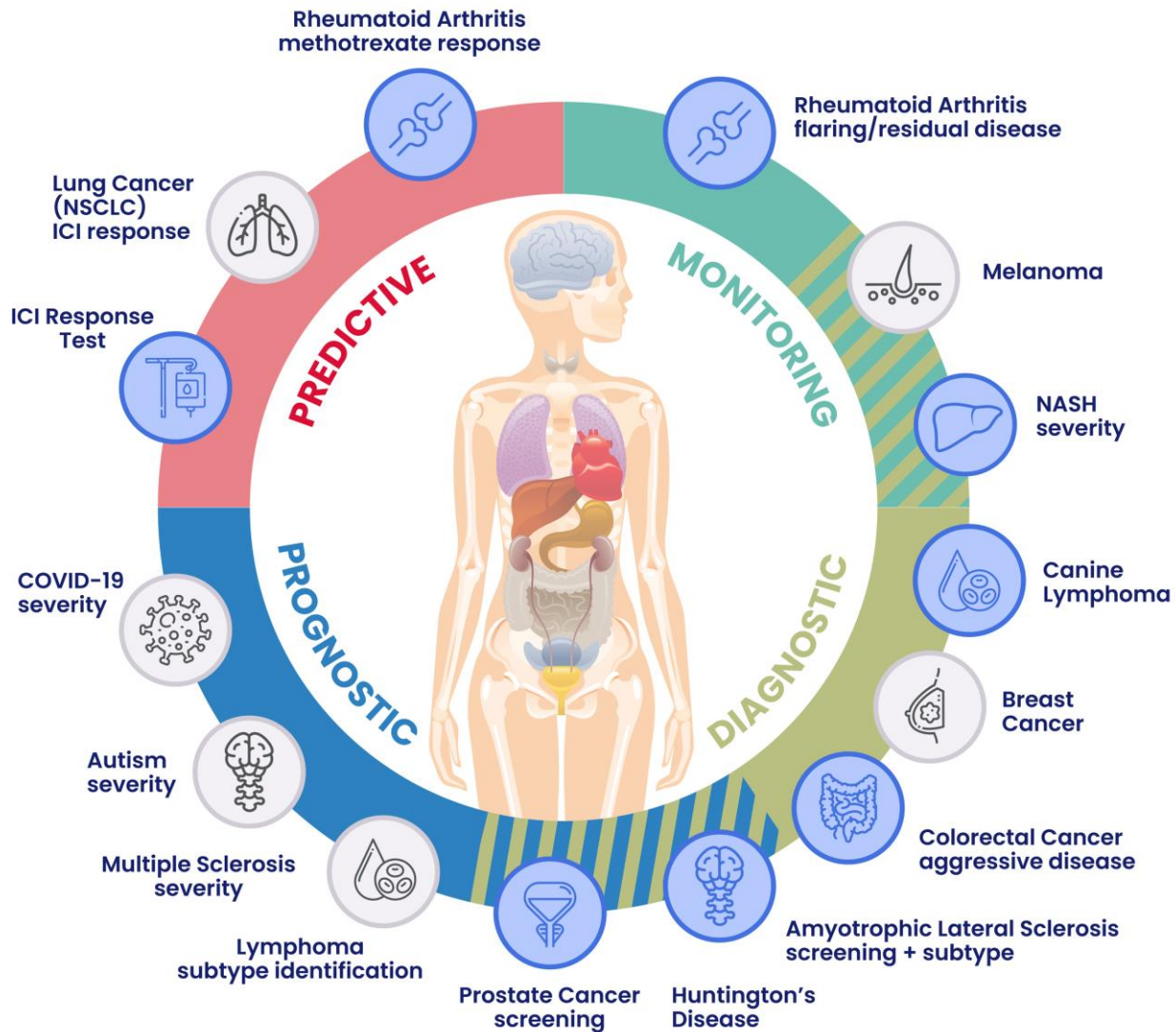
World's largest 3D genomic knowledgebase – maps for 30+ human clinical indications

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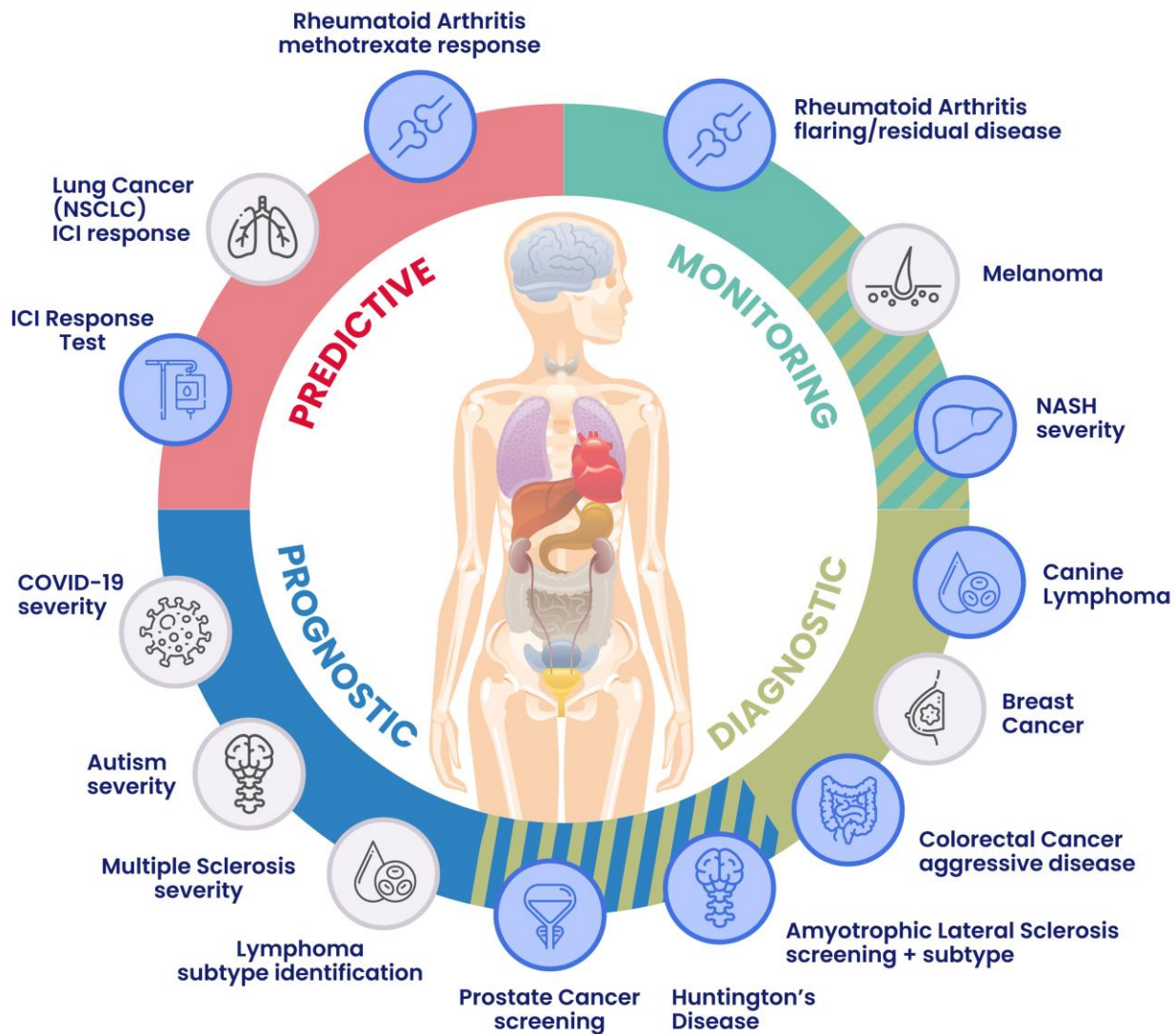
Powerful molecular tests – precision medicine



Deep Pipeline of Blood Tests Moving Towards Clinical Testing in Large Addressable Markets



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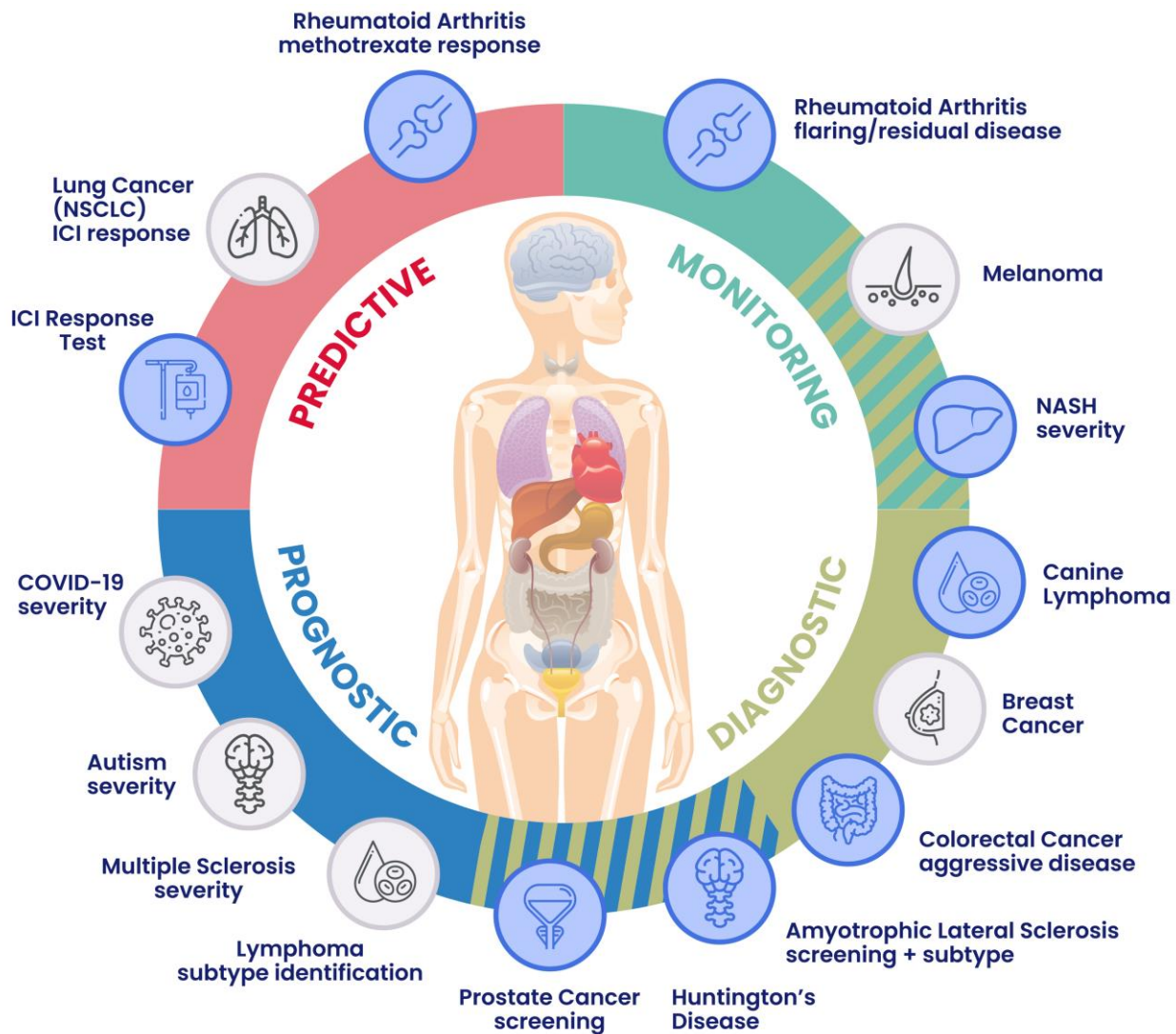
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Deep Pipeline of Blood Tests Moving Towards Clinical Testing in Large Addressable Markets



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Product Development Portfolio

EpiSwitch® Test Products



Colorectal/Bowel Cancer

Blood-based molecular diagnostic screening test for early detection and staging of CRC



Veterinary Medicine

Diagnostic test for lymphoma in dogs
OBD is continuing to expand to other dog blood cancers & soft tissue tumors (lymphomas, leukaemias, sarcomas)



Amyotrophic Lateral Sclerosis (ALS)

Diagnostic & prognostic test
(Currently part of US trial sponsored by Mitsubishi TPA)



Rheumatoid Arthritis (RA)

Predict response to methotrexate (MTX) therapy
BioFlare – Assess flaring/residual disease monitoring



Nonalcoholic steatohepatitis (NASH)

Blood-based molecular diagnostic screening test for early detection of NASH

Therapeutic Area

Oncology

Animal Health

CNS/Neurological

Inflammation

Hepatology

Technology Platform – EpiSwitch® Clinical Assays

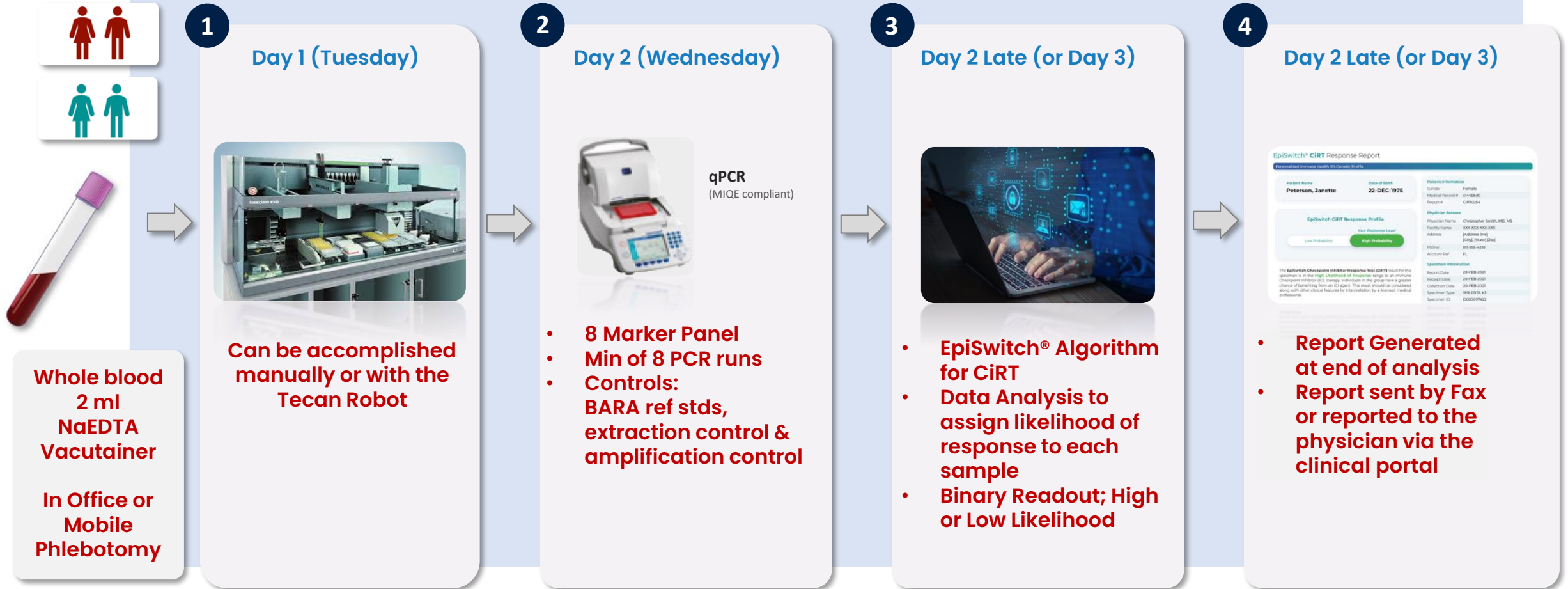
Sampling

Extraction

Amplification

Analysis

Clinical Report



EpiSwitch[®]

Checkpoint Inhibitor Response Test (CiRT)

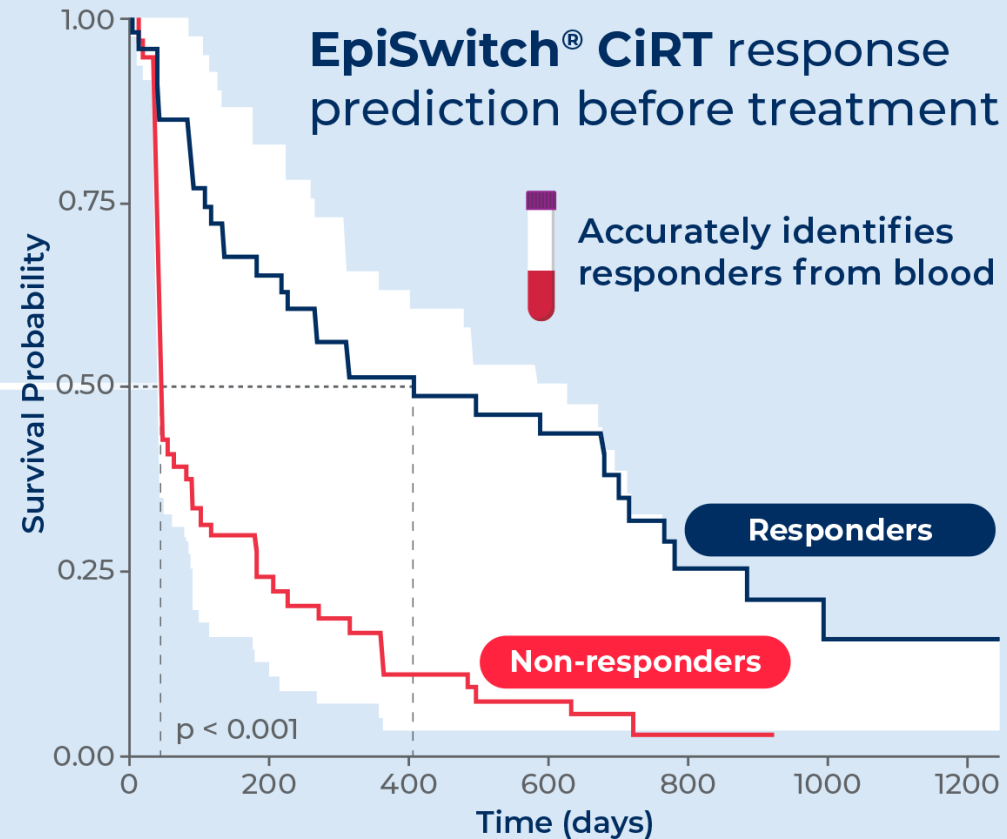
EpiSwitch[®] CiRT – First to Market, Clinically Validated Fast-Turnaround Blood Test

Which patients will respond to checkpoint inhibitors?

Clinical observation
after treatment




MYCiRT.COM




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EpiSwitch[®] CiRT – The Only Blood Test That Determines a Patient's Most Likely Response to Checkpoint Inhibitors



EpiSwitch[®] CiRT



Meet Andre 70 years old | Lung Cancer (IIIb)

- IHC PD-L1 = 2% • MSI = Stable
- CiRT = High Probability of Response to ICI

Treated with ICI > *Complete response observed*

> **Response predicted by CiRT, despite PD-L1 counterindication**

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LEARN MORE

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Treated with ICI > *Complete response observed*

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EpiSwitch[®] CiRT



LEARN MORE

Meet Maggie 68 yo | Squamous Cell Cancer

- IHC PD-L1 = 90%
- CiRT = Low Probability of Response to ICI

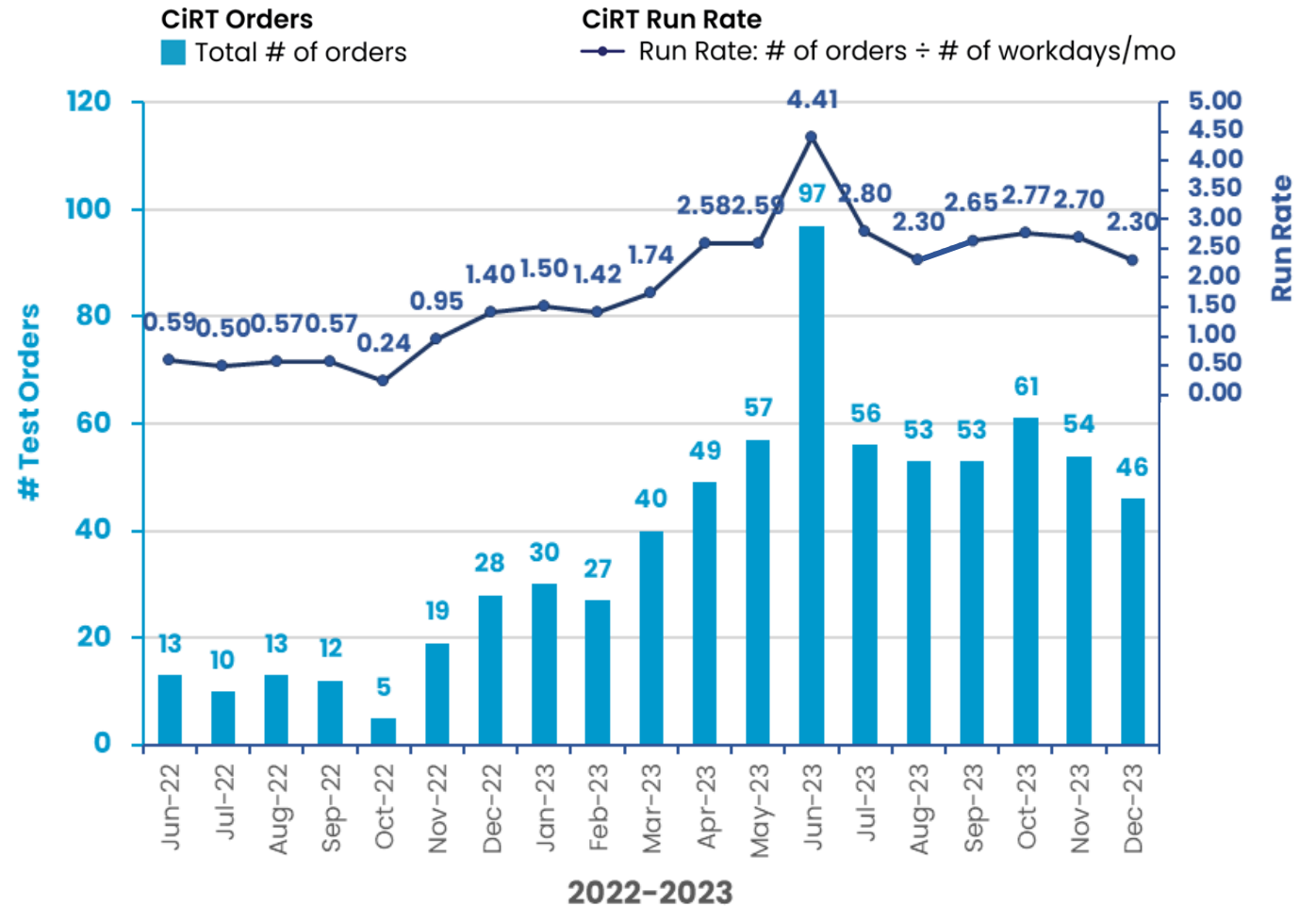
Treated with ICI > *No response observed*

> **No response predicted by CiRT, despite PD-L1 counterindication**

Commercial Update: CiRT Sales

KEY TAKEAWAYS:

- Effect of clinical advisory boards clear to see in June
- Summer (July–Sept) sales flat as expected
- Oct, Nov, Dec impacted by leave of absence and the holiday
- primary geography and clin ad boards impacted
- 770 tests ordered to date
- FY22 (79 tests) [8 per month]
- FY23 (516 tests) [43 per month]
- FY24* (161 tests) [54 per month]
- *Q4

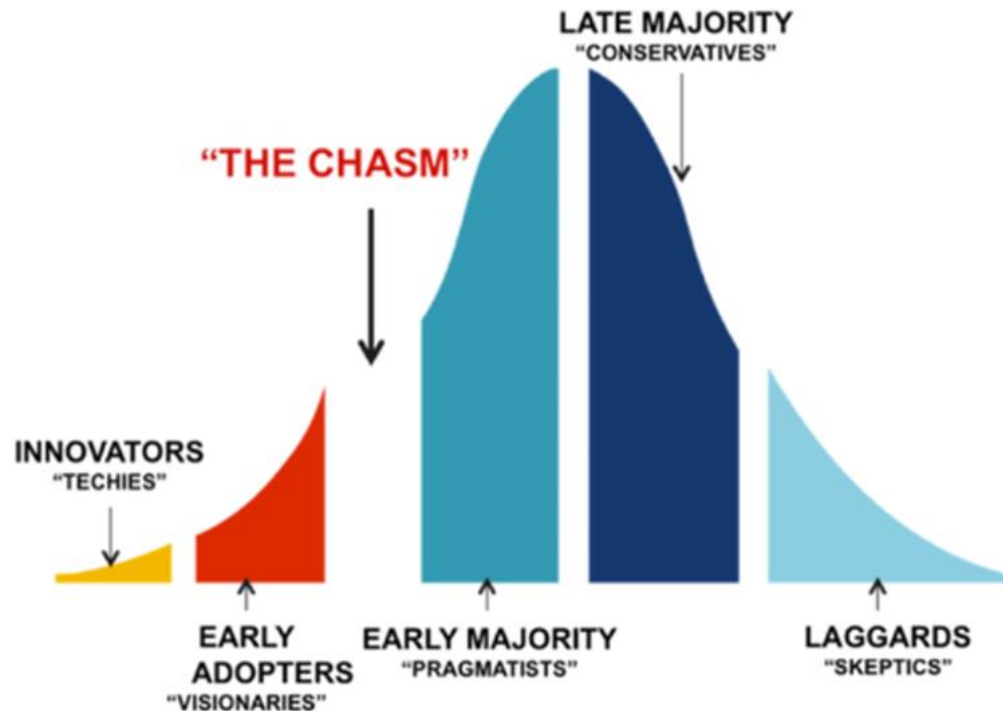


Dr Ryan Mathis to Lead the CiRT Sales Team

- December 8, 2023, Dr Ryan Mathis, MD, joined OBD as VP of Business Development and Market Access
- Dr Mathis is a physician who, along with clinical expertise, has an impressive background in business development and running commercial sales teams for innovative healthcare products
- He brings an added level of gravitas to the peer-to-peer approach with doctors and nurses

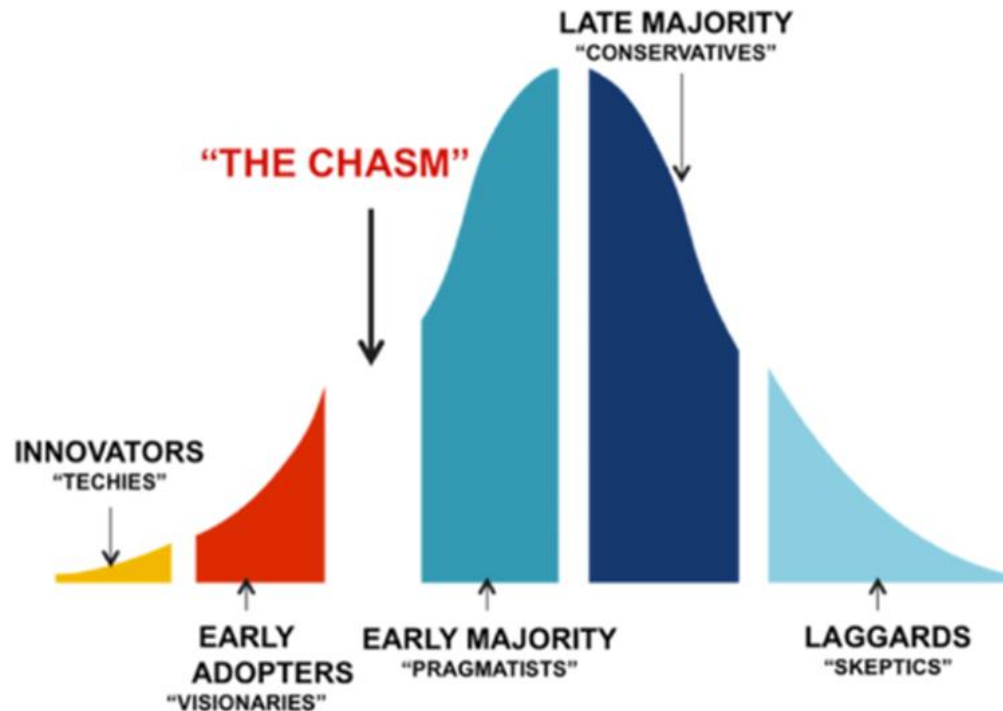
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- **We need to cross the chasm**

- Dr Mathis is breaking down the analytics from our first 750+ tests
- Initially he will refine our speaker programs and clinical advisory boards to continue to take advantage of and grow the peer-to-peer sales strategy.
- He will implement a rigorous clinical sales training program, along with a national conference strategy.



Clinical and Economic Advantage

Leveraging our HEOR data to build from the top-down

- CiRTs ability to better predict the responsiveness of checkpoint inhibitors can have a significant impact on patient selection assisting physicians in making an array of critical choices
- Leveraging our data from our limited launch to show improvements in quality of life, costs to the healthcare system and reducing the unnecessary risk of irAEs
- Checkpoint inhibitors have an estimated cost ranging from ~100K to ~1M per patient based on the duration of treatment and many patients stay on even after progression is clear

PDL-1 Inhibitors	Cost	Sampling of Response Rates
Keytruda (pembrolizumab)	\$11,115 per dose every 3 weeks	ORR of 30% in previously treated NSCLC ORR of ~20% in previously treated Urothelial Carcinoma
Opdivo (nivolumab)	\$12,500/month	ORR of 19% 2L metastatic non-squamous NSCLC
Jemperli (dostarlimab-gxly)	\$10,400 every 3 weeks	ORR of 45.4% in recurrent MMR-deficient endometrial cancer
Bavencio (avelumab)	\$13,000/month	ORR of 40% Merkel cell carcinoma ORR of 13.3% in urothelial carcinoma
Tremelimumab (+ Durvalumab)	\$10,981/month	ORR of 20.1% in Unresectable HCC
Atezolizumab (+Bevacizumab)	\$10,066/month	ORR of 27.3% in Unresectable HCC

Addressing a Recognized Unmet Need

When to Use and When To Stop Immunotherapy

THE WALL STREET JOURNAL. Rethinking Immunotherapy for Cancer: When Is the Best Time to Stop?

Halting treatments earlier could spare patients side effects and costs, but researchers face obstacles

By Brianna Abbott [Follow](#) and Jared S. Hopkins [Follow](#)

Dec. 26, 2023 9:00 am ET

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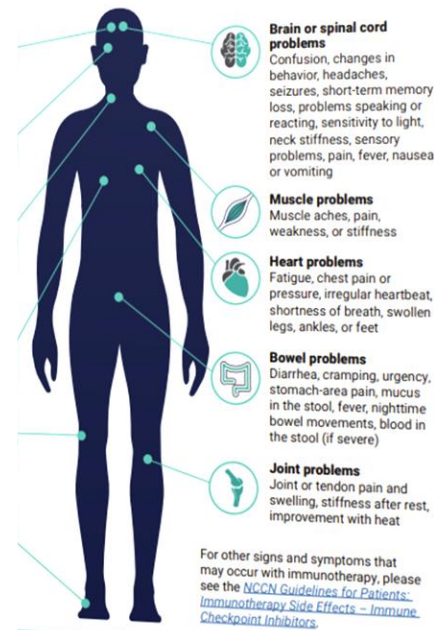


Recalibrating cancer care toward less treatment is a fraught undertaking. PHOTO: CAVALLINI JAMES/BSIP/UNIVERSAL IMAGES GROUP/GETTY IMAGES

Understanding Immunotherapy Side Effects

type of immunotherapy) offer a promising new way to treat cancer. Immunotherapies can cause your immune system to attack normal organs and the way they work. Serious side effects typically occur in less than 5% of patients. Serious side effects typically occur in less than 5% of patients. Serious side effects can occur in up to 30% - 50% of patients.

Professional right away if you think you may be experiencing ...



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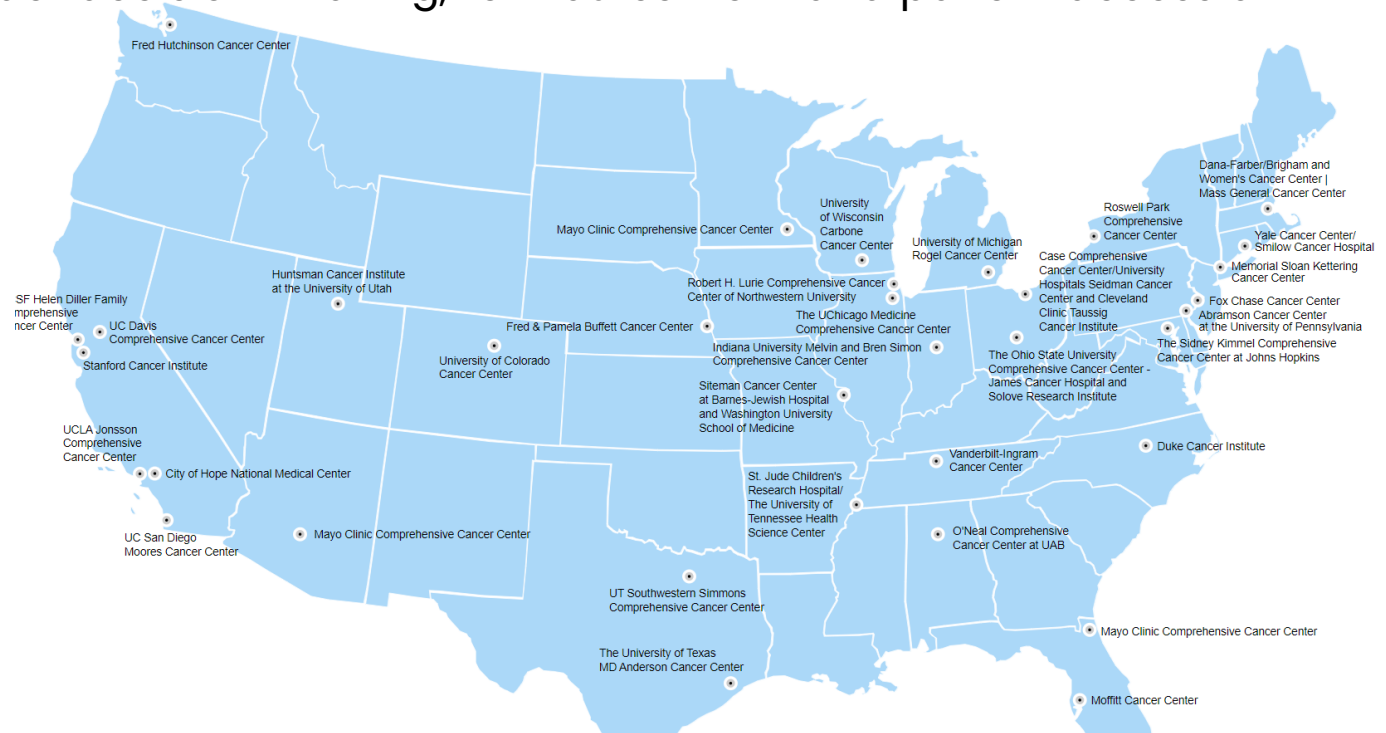
- Wall Street Journal Article: Rethinking Immunotherapy for Cancer: When is the best time to stop
 - Highlights the challenge of side effects and costs involved with immunotherapy and the need for additional tools
- Side effect profiles for immunotherapies are so severe the NCCN has created guidelines specifically for the management of immunotherapy related toxicities

NCCN Strategy

Benefits of the National Comprehensive Cancer Network (NCCN)

Clinical Guidelines and Compendia play a major role in coverage policy

- **All major payers** reference NCCN within their coverage policies
- NCCN recs filter down to EMR systems, provider decision-making, reimbursement and patient access at point of care
- PD-1/PDL1 inhibitors are recommended across 45 different NCCN clinical practice guidelines
- The NCCN alliance includes 33 cancer centers in the US
- It publishes the peer-reviewed Journal of the National Comprehensive Care Network
- Part of the efforts to gain guideline support will include KOL recruitment, NCCN conference presentations and stakeholder meetings/education
- This will boost our bottoms-up approach concurrently

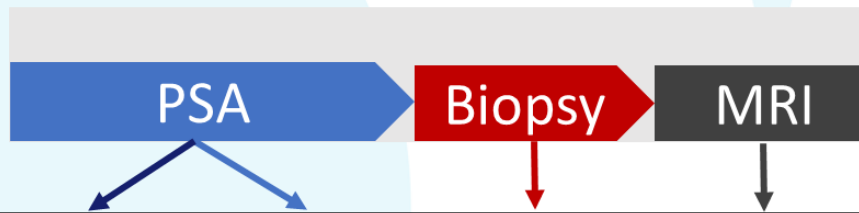


Expanded Top-Down Sales Strategy for CiRT 2024

- Dr Mathis has begun the top-down sales strategy that includes:
- Capturing large accounts (AON, Medstar, FCS, US Oncology, Advent Health etc.)
- Leveraging analytics from our first 750+ tests as Real World Evidence (RWE) to build robust clinical and healthcare economic and outcomes research (HEOR), which further strengthens our positioning with payers, GPOs and guidelines
- NCCN guideline prioritization and integration; guidelines are referenced by all major payors and key to EMR insertion, NCCN alliance includes 33 cancer centers in the US and its own peer reviewed journal
- Conference footprint strategically designed to build awareness in key indications where we see recurring use and build KOL relationships from large IDNs
- Working with patient advocacy to accelerated guideline process as the side effect profiles and costs of ICIs are being recognized by both guideline groups and in the public eye (WSJ)

EpiSwitch[®] Prostate Screening (PSE) Test

EpiSwitch[®] Prostate Screening (PSE) Test



	PSE	PSA	Biopsy [^]	MRI ^{^^}
Accuracy	94%*	55%	88%	49%
PPV	93%*	25%	90%	51%
NPV	95%*	86%	74%	89%
Specificity	97%*	53%	96%	41%
Sensitivity	86%	64%	48%	93%*
* Best-in-class performance metric				
[^] Transrectal and transperineal - associated with many adverse events				
^{^^} Patients are already suspected of severe disease which increases sensitivity				

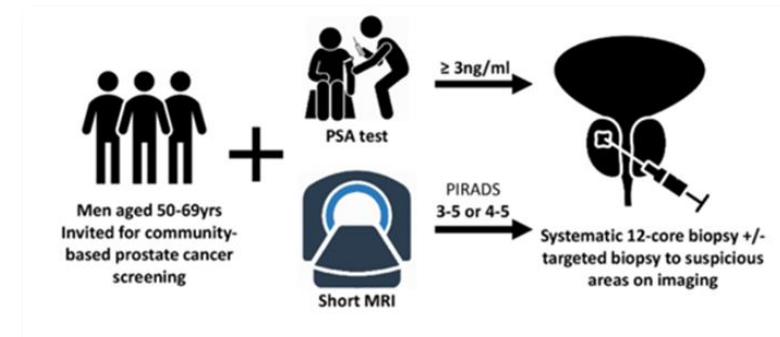
EpiSwitch® PSE Prostate Screening Test

- **Feb 09, 2023**
- **Prostagram trial publication about high accuracy (94%) PSE**
- 75% men with high PSA sent to biopsy – *NO CANCER DETECTED!!*
- PSA PPV 25% ACC 55% – PSE PPV 93% ACC 94%
- This means with PSE 19 of 20 get the **correct diagnosis before biopsy**
- 50M men in US over 50 – 10M men in UK over 50
- **March 23 Begin PSE to market strategy**
- **April 23** Building and Validation of lab and test initiated
- **Sept 23** CLIA certified clinical testing lab live (April)
- **Sept 23** PSE test launched ahead of schedule
- **Sept 23** PSE virtual marketing campaign start Direct To Consumer
- **Oct 23** notified CPT code for PSE granted – went **live Jan 1, 2024**
- **Nov 23** Hired *Dr Steven Arrivo* to lead the PSE vertical
- **Jan 24** PSE orders to date: **144**

	PSE	PSA	Biopsy [^]	MRI ^{^^}
Accuracy	94%*	55%	88%	49%
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The IPI-PROSTAGRAM Study:

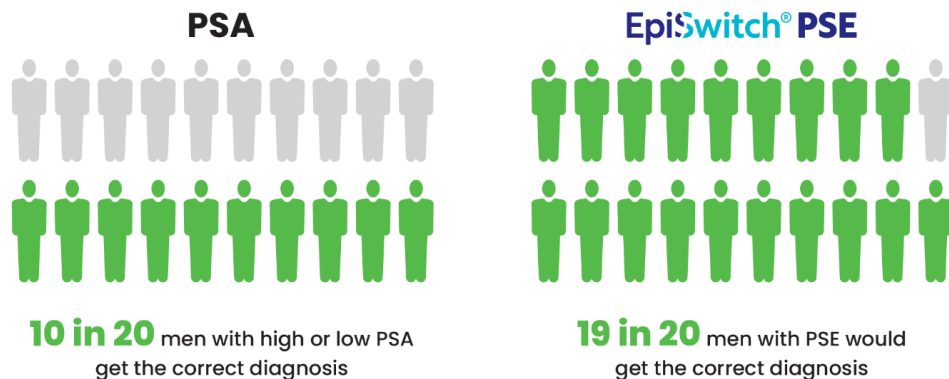


New SVP of Business and Corporate Development to strengthen OBD's commercial leadership

- **Nov 08, 2023**
- *Dr Steven Arrivo joins Oxford BioDynamics*
- Highly successful 26yr career in the business of science and medicine was built on his experience and learnings at: Merck &Co., Pfizer, Ventana Medical Systems, Biodesix, Caprion and CellCarta.
- He is a recognized commercial leader for business development and large account sales.
- His specific focus will be to grow sales in the US market, implementing effective marketing and sales strategies for the newly launched EpiSwitch® PSE prostate cancer detection test.

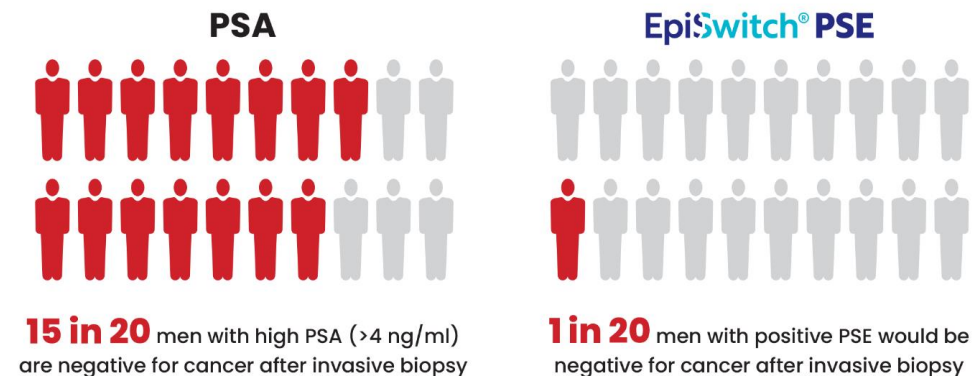
The EpiSwitch PSE Advantage

Overall Accuracy of Prostate Cancer Detection Blood Tests
(Correct Diagnosis Rate)








The EpiSwitch PSE Advantage

Positive Predictive Values of Prostate Cancer Detection Blood Tests
(False Positive Rate)



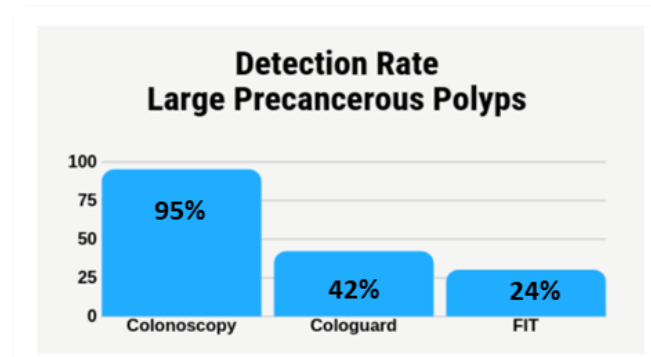
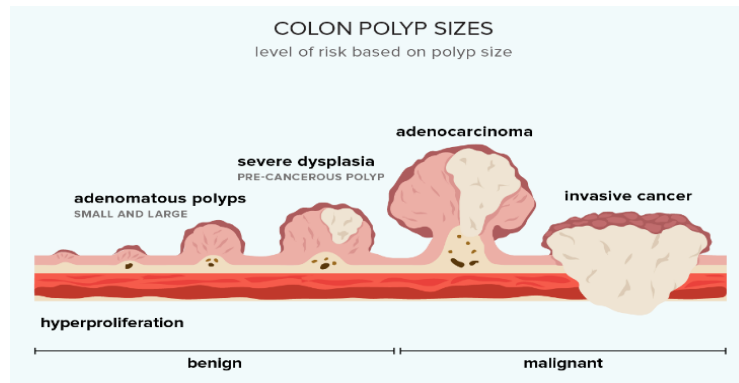
- Dr Arrivo has a big job and limited resources with respect to comparator companies in our market, who include:
 - Guardant, Exact, Foundation Medicine (Roche), Freenome, Caris, NeoGenomics, Myriad, Natera...
- Steve is implementing the 2024 Strategic Plan for PSE as follows:
 - Analyzing and evolving our direct-to-customer marketing approach
 - Engaging partners for national distribution
 - Selling access to PSE to larger accounts. This begins with the large concierge groups and will expand into the integrated delivery networks (IDNs), other healthcare systems and the General Purchasing Organizations (GPOs) that all hospitals work through
 - Craft and distill the Health Economics and Outcomes Research (HEOR) story for PSE
 - Drive awareness and utilization of the test with KOLs
 - Attend and present at strategic conferences
 - Collaborate with advocacy groups
 - Petition for inclusion of PSE into the National Comprehensive Cancer Network (NCCN) Guidelines®

Third Party Interest Shown in Our Deployable Pipeline Assets

Product Development Portfolio		
EpiSwitch® Test Products		Therapeutic Area
 <p>Colorectal/Bowel Cancer Blood-based molecular diagnostic screening test for early detection and staging of CRC</p>		Oncology
 <p>Veterinary Medicine Diagnostic test for lymphoma in dogs <i>OBD is continuing to expand to other dog blood cancers & soft tissue tumors (lymphomas, leukaemias, sarcomas)</i></p>		Animal Health
 <p>Amyotrophic Lateral Sclerosis (ALS) Diagnostic & prognostic test <i>(Currently part of US trial sponsored by Mitsubishi TPA)</i></p>		CNS/Neurological
 <p>Rheumatoid Arthritis (RA) Predict response to methotrexate (MTX) therapy BioFlare – Assess flaring/residual disease monitoring</p>		Inflammation
 <p>Nonalcoholic steatohepatitis (NASH) Blood-based molecular diagnostic screening test for early detection of NASH</p>		Hepatology

Colorectal / Bowel Cancer Test – EpiSwitch® NST (No Stool)

- Colorectal cancer (CRC) begins as growths called polyps on the lining of the colon
- Detection and removal of polyps is the best way to prevent colon cancer
- The clinical gold standard for CRC screening is direct visualization by Colonoscopy, however, this is an invasive procedure that requires bowel preparation and anesthesia and comes with the possibility of harm, bleeds or colon perforations



- Cologuard has the best detection rate, prior to colonoscopy but still can only detect 42% of large polyps
- When large polyps aren't found and removed, it increases the risk of developing colon cancer
- Oxford Biodynamics has developed a simple precision medicine blood test (liquid biopsy) for CRC screening
- [EpiSwitch® NST](#) can detect the presence of polyps with an accuracy of 83% prior to colonoscopy
- It also has 96% sensitivity, 90% specificity and is 94% accurate in determining the presence or absence of stage 1/2 cancer

Specific for Canine Blood – EpiSwitch® SCB is a valuable blood test for canine cancers.

- **EpiSwitch® SCB has high accuracy (82–89%) across lymphomas, sarcomas and melanoma derived cancers to detect **AND** help determine treatment options for dogs**
- The Onco K9 blood test is only 55% accurate and only calls lymphomas or sarcomas and no sub types
- EpiSwitch® SCB uses a custom and proprietary, multi-profile whole-genome canine cancer array supplied by Agilent. Other cancer types can be added to this array format as development progresses
- To date the product can be used for *Diffuse large B cell lymphoma Diffuse large B cell lymphoma, T-Zone Lymphoma, Hemangiosarcoma, Osteosarcoma, Histiocytic Sarcoma and Melanoma derived canine cancers*



source: Morris Animal Foundation

Appendix

Oxford BioDynamics (AIM:OBD)

3D Genomics Experts

- Oxford University spin-out established in 2007
- Publicly traded ([AIM:OBD](#)) since 2016
- New management team since March 2020
- Focus on the 3D Genomics links to clinical outcomes
- Market leaders in developing and commercializing 3D genomic tests for precision medicine
- Proprietary bioinformatic tools for 3D genomic analyses
- World largest curated 3D knowledgebase:
 - 15,000+ samples, 30+ diseases, over billion datapoints.
- 3D Genomic EpiSwitch® platform is reduced to practice
- Develop EpiSwitch® blood-based epigenomic biomarkers into clinical products
- Pipeline of deployable molecular diagnostic tests
- Protected through trade secrets and patent estate of 19 patent families

Video: [OBD's EpiSwitch® technology](#)



Genentech



EMD
SERONO



Biogen



MAYO CLINIC



MASSACHUSETTS
GENERAL HOSPITAL

Global Offices & Facilities



UK | Corporate HQ, Tech Centre
Oxford, UK

USA | Oxford BioDynamics, Inc.
Gaithersburg, MD USA
Commercial Team

Frederick, MD
Clinical Laboratory

Asia | Reference lab
Penang, Malaysia