

The background is a vibrant red, swirling tunnel representing a blood vessel. Numerous red blood cells, depicted as biconcave discs, are scattered throughout. Interspersed among them are several Y-shaped antibodies, colored yellow with blue tips, representing the biospecimen sourcing capabilities.

# Biospecimen Sourcing Capabilities

# What makes Conversant Bio unique?

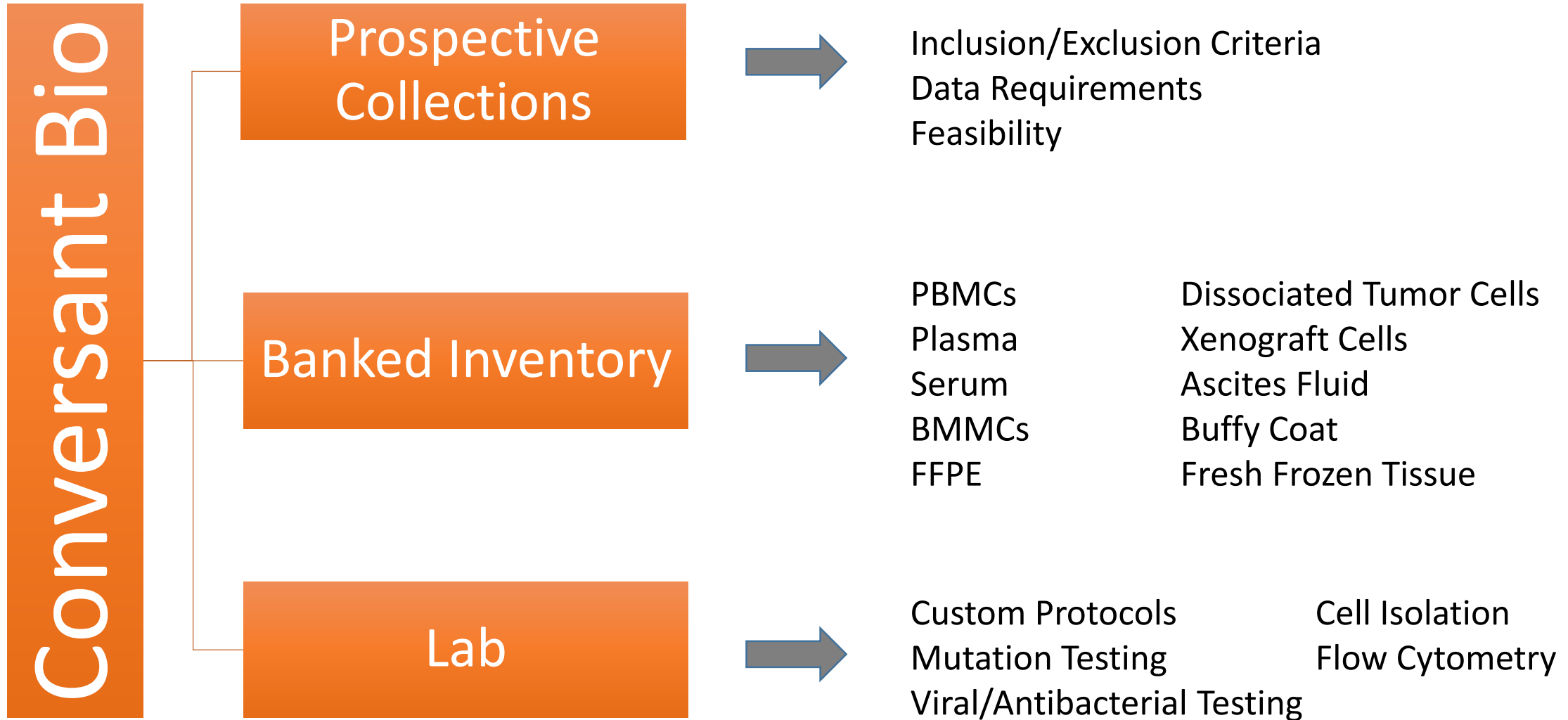


# The way we work with you

- We know complex projects because 65% of our projects are on-demand.
  - Custom tubes & kits
  - Custom protocols & processing
- We handle the regulatory details of obtaining IRB approved samples so that you don't have to.
- We have a wide variety of tissue samples in inventory for your convenience.



# The Conversant Bio model



# The only Premier Support in the industry

Your dedicated **Project Manager** will:

- Confirm order details immediately
- Provide regular updates
- Answer any questions at any time

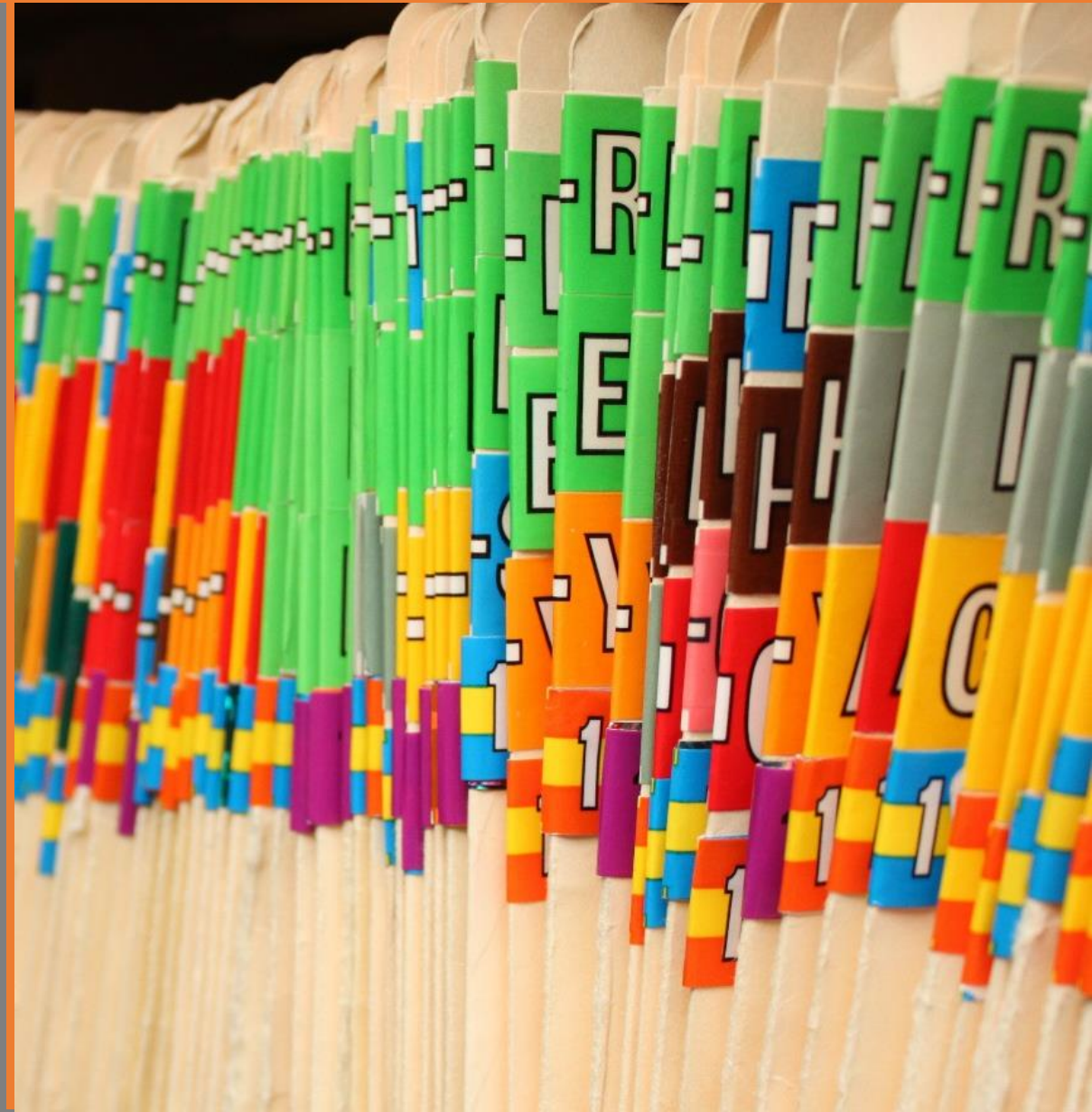
Our Clinical Data Analysts will:

- Target patients according to your criteria
- Provide patient annotation  
*age, race, sex, smoking history, alcohol history, and primary diagnosis, path reports, cyto reports, mutation data*



# A growing U.S. site network

- Hospitals and physician clinics
- Full regulatory/IRB compliance
- Consent and waiver of consent studies
- Dedicated Site Development professionals focused on growing our capacity and capabilities
- New sites added to the collection network
  - FFPE and Fresh Frozen Tissue
  - Fresh Bone Marrow
  - Matched Cord Blood Placenta



# The hub and spoke site model





**Why do people work with us?**



# We have access to many diseases

- Lung
- Breast
- CRC
- Prostate
- Other Tumors
- Leukemia
- Myeloma
- Lymphoma
- MGUS
- Other Hem/Onc

## Oncology

- Lupus
- Rheumatoid Arthritis
- Sarcoidosis
- Scleroderma
- Sjorgren's Syndrome
- Crohn's Disease
- Psoriasis
- Idiopathic Pulmonary Fibrosis
- Ulcerative Colitis

## Immunology

- Multiple Sclerosis
- Alzheimer's Disease
- Mild Cognitive Impairment
- Epilepsy
- Cord Blood/Placenta
- Specialized Cells (CAF, CD34+, CD138, etc.)
- Pulmonology
- Normals/Controls

## Neurology/Other

# Across many tissue types

Fresh, frozen, and custom processed samples from:



Ascites Fluid



Bone Marrow



Cord Blood /  
Placenta



Peripheral Blood



Skin



Sputum



Urine

# Including a wide array of FFPE

- Thousands of QC'd blocks available including hard to find blocks
- Quality control process overseen by 2 U.S. licensed pathologists
- Blocks generally larger because they have not been cut and re-embedded
- Clinical sites with new inventory that has not been picked over



# Characterized Mutation Status

## KRAS

36-40% of CRC patients have this mutation

## PIK3CA

10-30% of CRC patients have this mutation

Many patients with KRAS & PIK3CA mutations don't respond to EGFR treatments

Mutation confirmed using PCR testing method

Tested at U.S. based clinical lab by fellowship trained molecular pathologist

# Future Characterized Mutations

- Specific mutations being tested
  - CRC (KRAS, PIK3CA)
  - Lung (KRAS, EGFR)
  - Breast (PIK3CA)
  - Melanoma (BRAF, NRAS)
- Currently evaluating testing options for more rare mutations in CRC, Lung, Breast, and Melanoma and also happy to entertain any requests



# Choosing Your Blocks . . .

## Which block has the highest tumor load?

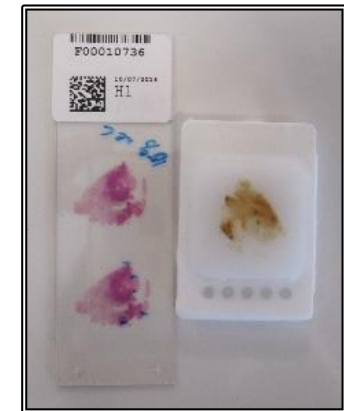
Tumor Load 100%



Tumor Load 75%



Tumor Load 40%



## Which block has the most utility?

- OK for <10 4um sections
- OK for 1 10um curl
- OK for whole block sale
- 1 x 13mm tumor

- OK for >100 4um sections
- OK for >20 10um curl
- OK for whole block sale
- OK for TMAs (thick)
- 16 X 12mm tumor

- OK for <50 4um sections
- OK for whole block sale
- Not ideal for assays (shallow)
- 10 X 5mm tumor



**Customers rely on us to**

Build a 700 patient auto-immune biorepository

- Lupus
- Psoriasis
- Crohn's Disease
- Ulcerative Colitis
- Sarcoidosis
- Scleroderma
- Rheumatoid Arthritis
- Normal Controls



**Customers rely on us to**

**Provide data about their samples**

- Customer needed 90 unique RA patients
- Inclusion/exclusion criteria included current and past treatments, plus comorbidities
- Previous and current lab data (e.g. ESR, CRP, Anti-CCP, RF, CBC, etc.) were provided to the researcher





**Customers rely on us to**

Obtain samples quickly for pilot studies

- SLE pilot study required HIV and HBV testing before being shipped to customer's lab
- Patients had to have active SLE and an anti-DNA antibodies test within the last three months
- Samples were targeted, tested, and shipped within 1 week of receiving the purchase order

A close-up photograph of a person wearing a white lab coat and a white nitrile glove. The person is using a clear plastic pipette with a green cap to transfer a clear liquid into a clear microcentrifuge tube with a green cap. The tube is held in a black rack on a white surface. The background is slightly blurred, showing a laboratory setting.

**Customers rely on us to**

**Provide age-matched bone marrow samples**

- Age-matched normal BMMCs to compare to diseased samples
- Short lead time between order and deliveries
- Isolation of CD138+ and CD34+
- High cell viability
- Cryopreserved inventory of wide variety of donors

# Researchers enjoy our resources

eBooks focused on helpful topics





**How do we work with you?**

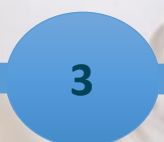
# Ordering Is Simple & Quick

Step 1  
Project discussion,  
Quote, and PO approval



Step 2  
Project setup

Step 3  
Patient targeting  
and kits built



Step 4  
Samples collected  
and processed



Step 5  
Samples shipped and  
data delivered



**Inventory** Orders take 2 days (average, across all sample types)

**Prospective** Orders take 7 days (average, across all sample types)



**Please consider us a resource**

Contact me for any project needs.

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