

# Investor Presentation

November 2022

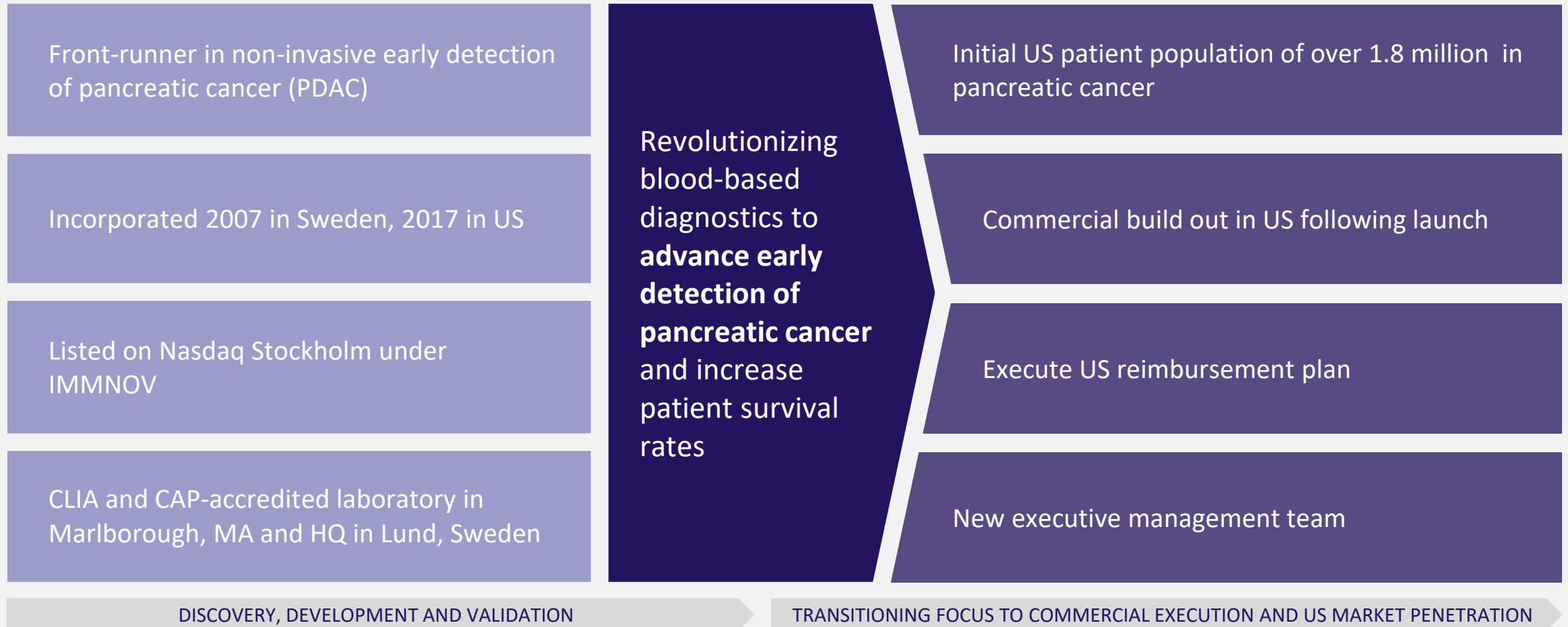
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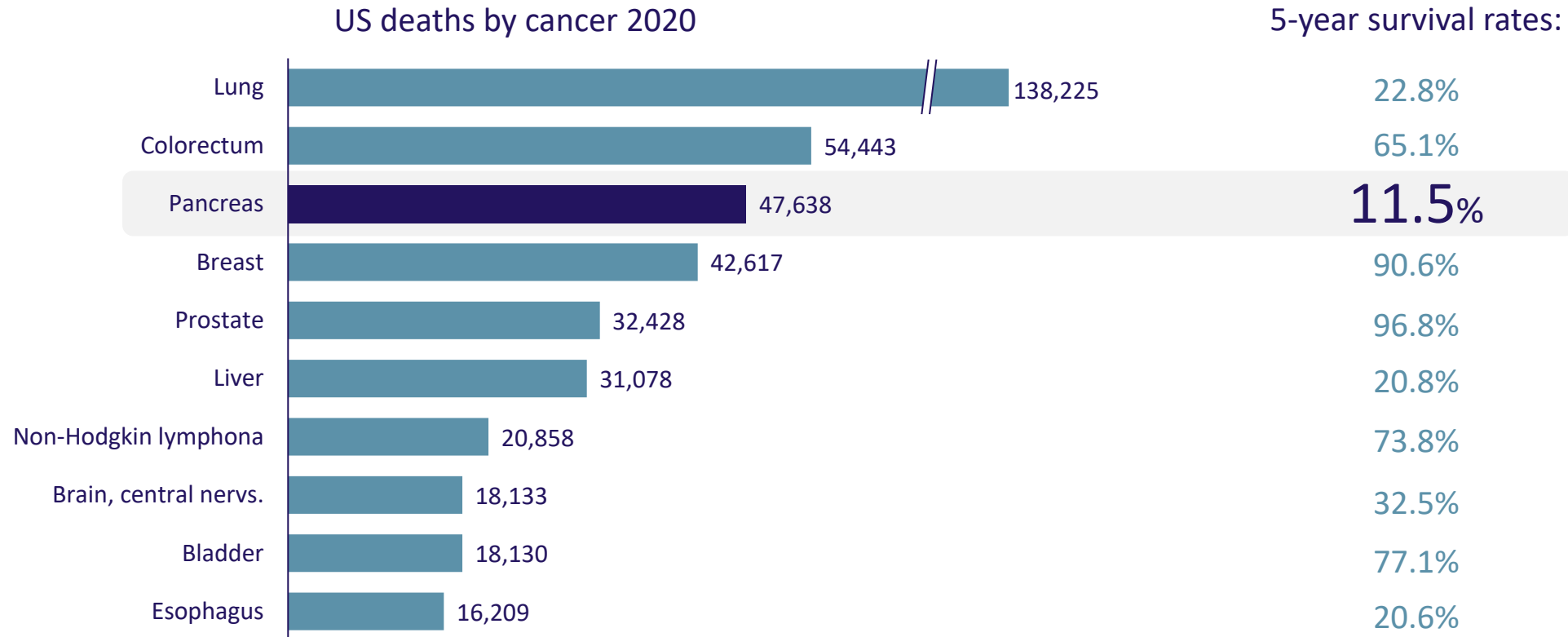


Revolutionizing blood-based  
diagnostics to **advance early  
detection of pancreatic  
cancer and increase patient  
survival rates**

# Establishing the leader in the early detection of pancreatic cancer



# Pancreatic is one of the most lethal cancers with limited diagnostic innovation



Limited industry spending is dedicated to addressing the third deadliest cancer

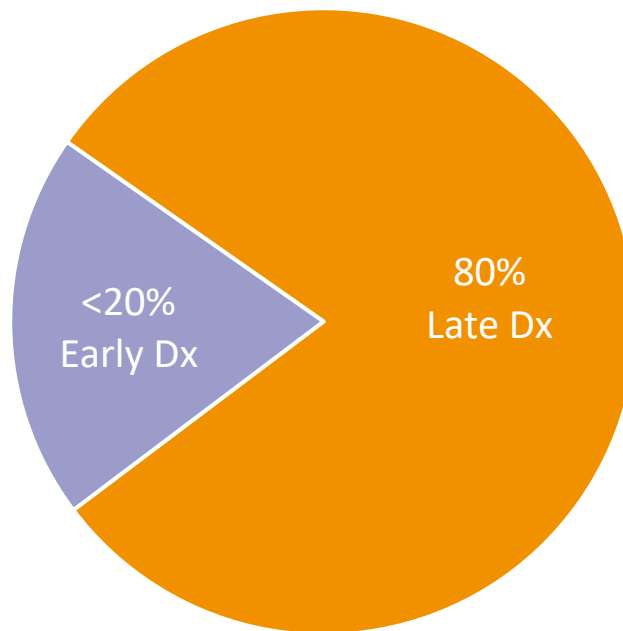
# Patients are often diagnosed too late when surgery is no longer an option

42%

5-year survival rate when diagnosed early (surgical optionality)

*Treatment methods:*

- *Chemotherapy*
- **Surgery**
- *Clinical trial therapeutics*



3%

5-year survival rate when found late (metastatic, non-resectable)

*Treatment methods:*

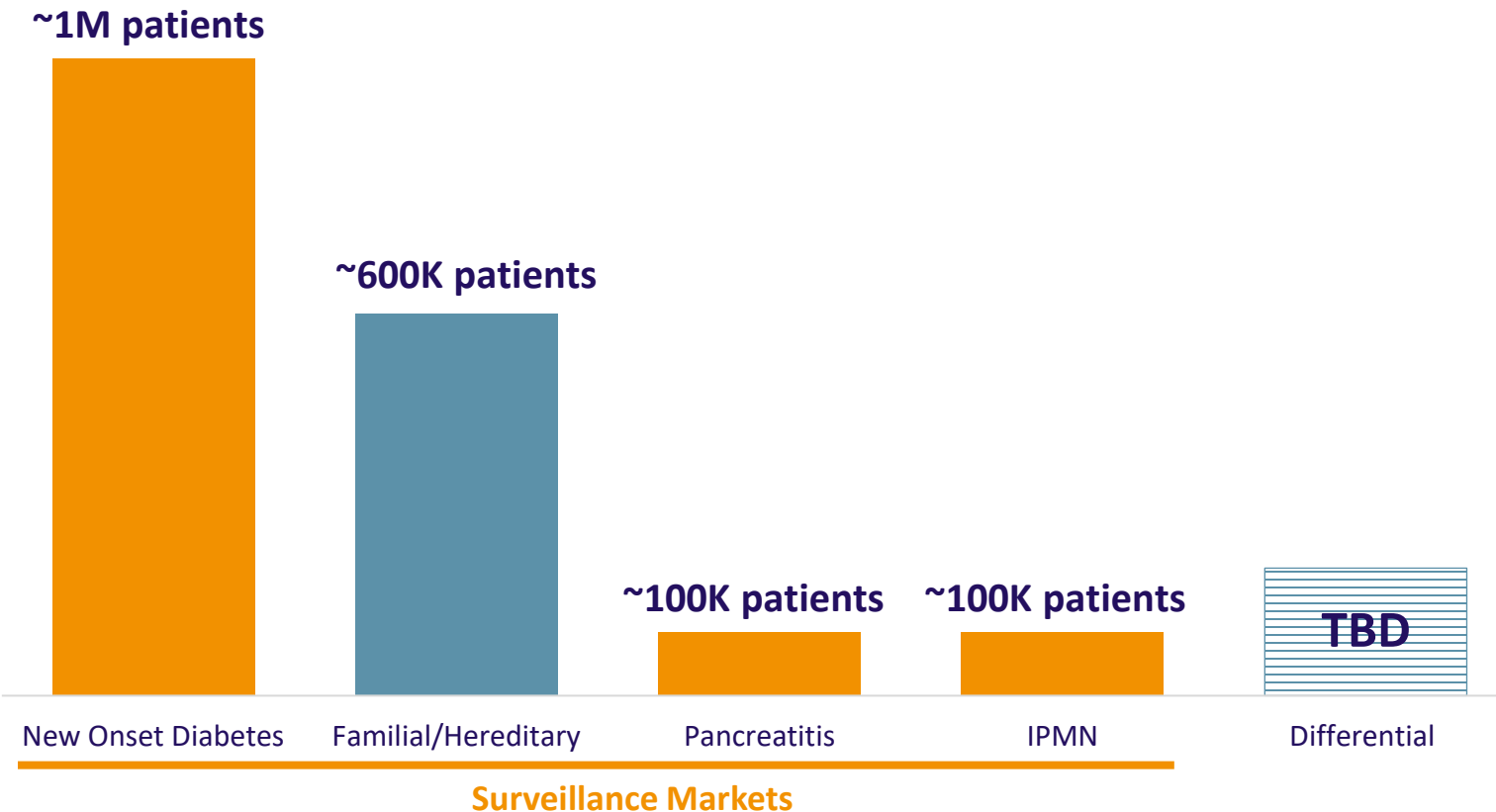
- *Chemotherapy*
- *Clinical trial therapeutics*
- *Palliative Care*

Traditional diagnostic methods for pancreatic cancer have resulted in low patient survival rates

# US addressable patient population of over 1.8 million patients



## 2022 Total Addressable Patient Population



### Surveillance Markets

- Surveillance generally involves annual imaging to detect pancreatic cancer in high-risk individuals:
  - Individuals with a family history of pancreatic cancer or genetic mutations that increase risk
  - Patients with chronic pancreatitis
  - Individuals with worrisome IPMN pancreatic cysts, usually discovered incidentally
  - Patients over the age of 50 with new onset type II diabetes
- Surveillance occurs in two settings
  - High-risk Surveillance Programs located at academic medical centers adept at diagnosing & treating pancreas cancer
  - Surveillance by community gastroenterologists

# Limitations in current standard of care for pancreatic cancer diagnosis

## Too few patients under surveillance

- Only 21% of patients who qualify for high-risk pancreatic cancer surveillance enroll
- Biggest reason cited: lack of awareness
- The nearest center with a surveillance program is too far for many high-risk individuals

## Imaging is burdensome for patients

- Both MRCP and endoscopic ultrasound generally require travel to a surveillance center
- Endoscopic ultrasound (EUS) is an invasive procedure that carries the risk of pain, bleeding or acute pancreatitis
- Some patients experience claustrophobia with MRIs

## Imaging results can be inconclusive

- Small tumors are difficult to detect with imaging
- Meta-analysis indicates the specificity of MRCP is 89% and EUS is 86%
- Interpretation of imaging results can vary by radiologist

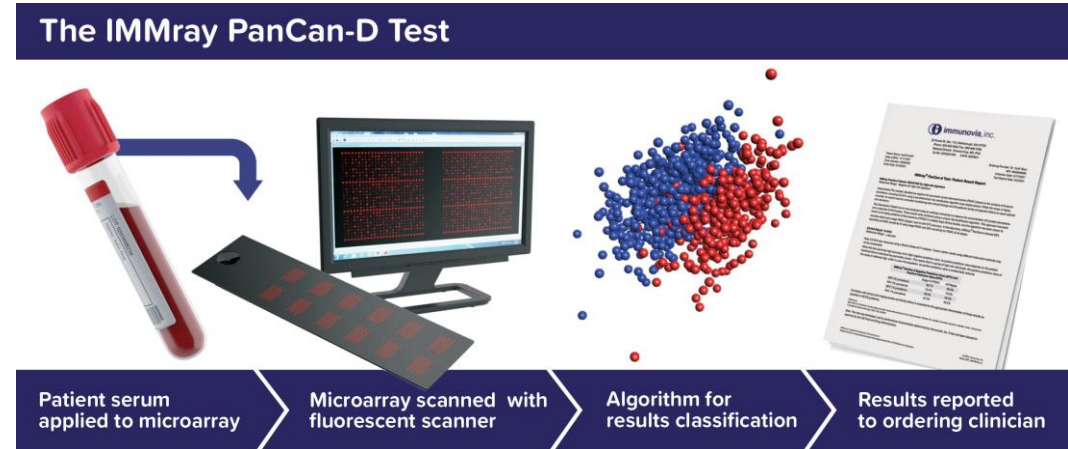
## Imaging frequently fails to identify pancreatic cancer early

- Imaging fails to identify some PDACs, especially small tumors
- Diagnosis of pancreatic cancer frequently occurs at stage 3 or 4, when surgery is not an option
- Pancreatic cancer can progress quickly in the year-long interval between imaging



# Revolutionary blood-based test: IMMray<sup>®</sup> PanCan-d

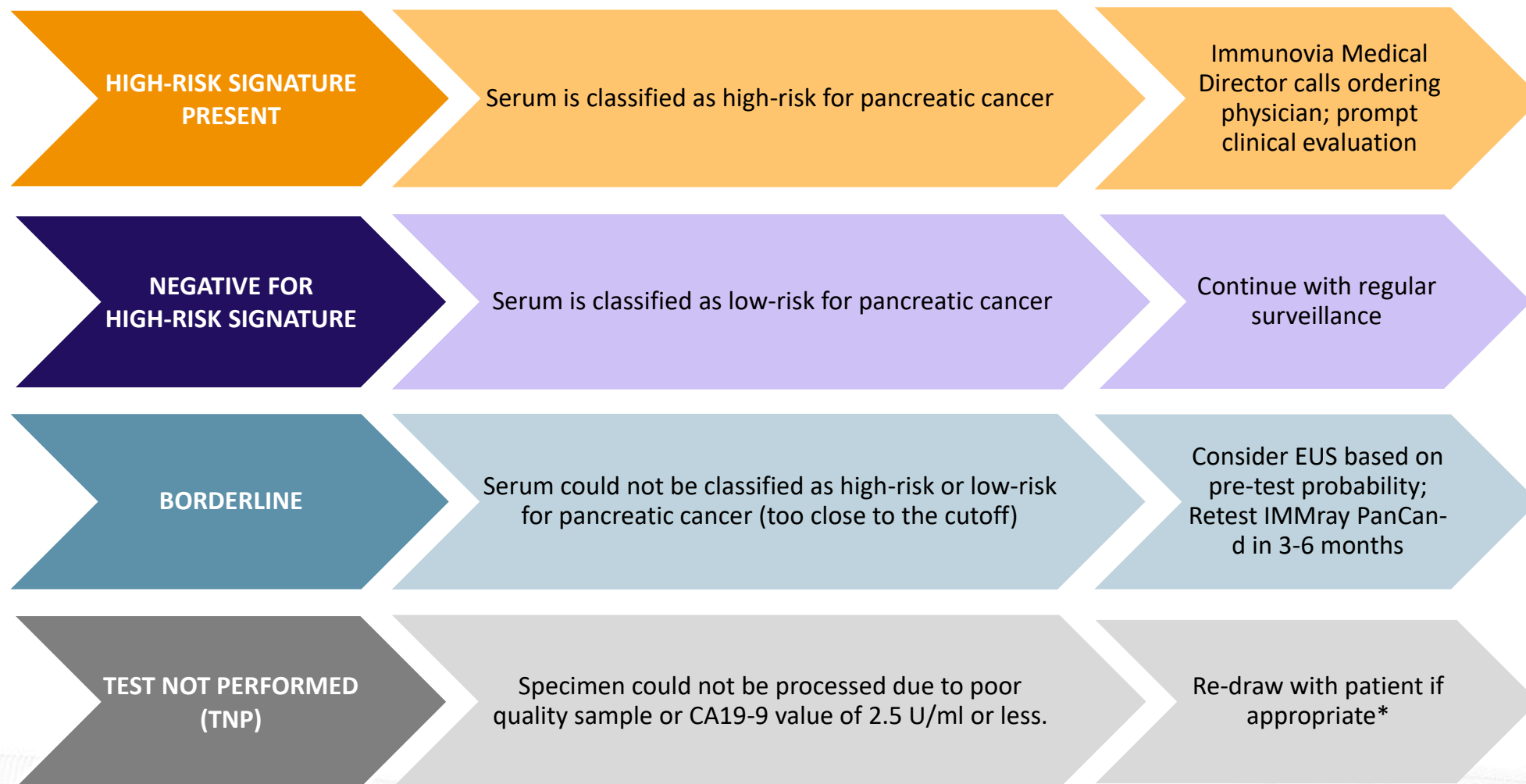
First-to-market advantage	First US blood-based pancreatic cancer monitoring test
Accurate microarray patented technology	Unique “disease fingerprints” from a blood sample
Significant unmet medical need	US addressable market size of over 1.8 million patients
Product advantages	Performance and patient experience advantages vs. current surveillance methods



- Test measures 9 biomarkers to detect pancreatic cancer; protected by patents across 7 patent families
- Proprietary algorithm classifies sample into 1 of 3 actionable results; biomarker weighting is a trade secret
- Results reported 5 -7 days after specimen receipt

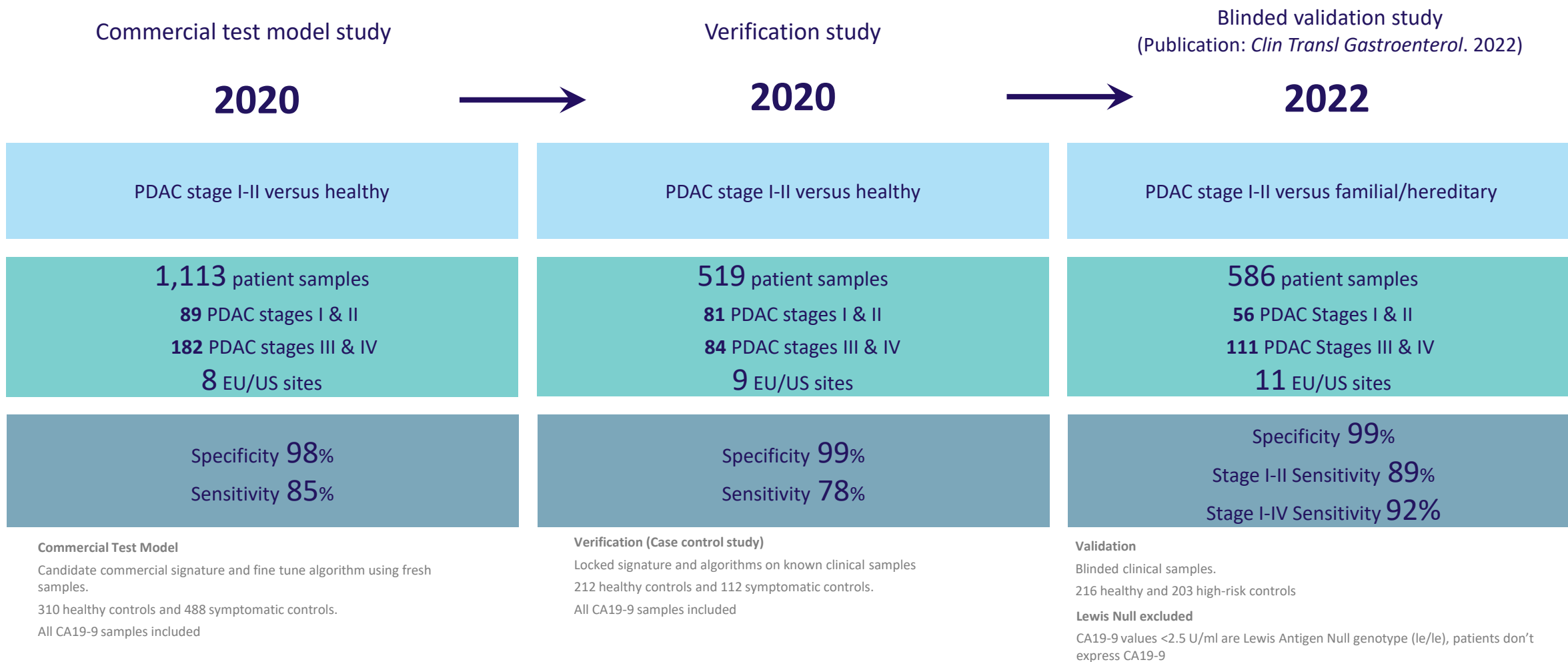
Immunovia’s product aims to increase survival rates for patients with pancreatic cancer

# IMMray<sup>®</sup> PanCan-d provides specific, actionable results



\*If CA19-9 value is 2.5 U/ml, sample will not be re-drawn. Assumption is patient is Lewis-null genotype and retesting is not indicated.

# Broad clinical validation of IMMray<sup>®</sup> PanCan-d



PanFAM-1 study showed 97% specificity but not enough PDAC's to evaluate sensitivity

# Extensive key opinion leader & advocacy network

## Advocacy Partner Organizations



## Key Research and Clinical Collaborators



Hackensack  
Meridian Health



Beth Israel Lahey Health  
Beth Israel Deaconess Medical Center



Commercial strategy leverages KOL relationships and patient advocacy collaborations

# Staged approach to commercializing IMMray PanCan-d

PHASE	LAUNCH (CURRENT)	GROWTH (MEDIUM-TERM)	EXPANSION (LONG-TERM)
Intended Uses in Pancreatic Cancer Detection	Genetic and familial risk factors	Genetic and familial risk factors IPMNs (cysts)	Genetic and familial risk factors IPMNs (cysts) Chronic pancreatitis New onset diabetes
Physician Call Points	High-risk surveillance centers Interventional GIs & pancreas specialists	High-risk surveillance centers Interventional GIs & pancreas specialists GIs	High-risk surveillance centers Interventional GIs & pancreas specialists GIs Endocrinologists Primary care
Geographic Reach	6 territories (18 states)	National	National

# Executing reimbursement plan for US insurance coverage

- ✓ Extensive payer insights obtained (2021)
- ✓ CAP accreditation received (2021)
- ✓ Peer reviewed blinded validation study published (2021)
- ✓ Physician experience program initiated (2022)
- ✓ PLA code approved (2022)
- ✓ Head of Market Access hired (2022)
- ✓ Pricing recommendation for CLFS submitted to CMS (2022)
- ✓ PanFAM-1 study results announced (2022)
- ✓ Initiate payer discussions (2022)
- ✓ Engage with KOLs & clinicians – advocate with payers (2022)
- ✓ PLA code active (2022)
- CMS CLFS rate active (2023)
- Sign first commercial payer demonstration project (Q4 2022 – Q1 2023)
- Recognize initial commercial reimbursement (Q4 2022 – Q1 2023)

AREA	2022 ACCOMPLISHMENTS
OPERATIONAL	<ul style="list-style-type: none"> <li>✓ Clear strategic focus on pancreatic cancer</li> <li>✓ Secured CAP accreditation</li> <li>✓ Hired experienced commercial leader as US CEO</li> <li>✓ Expanded sales team</li> <li>✓ Entered into R&amp;D alliance with Proteomedix</li> </ul>
ADOPTION / REIMBURSEMENT	<ul style="list-style-type: none"> <li>✓ Deepened strategic partnerships with patient advocacy groups and KOLs</li> <li>✓ Launched the Pioneers in Early Detection physician experience program</li> <li>✓ Hired Head of US Market Access</li> <li>✓ Obtained licensure in 49 US states, only NY outstanding</li> <li>✓ Obtained PLA code</li> <li>✓ Obtained CMS preliminary payment determination implying price of \$897</li> </ul>
CLINICAL	<ul style="list-style-type: none"> <li>✓ Published peer-reviewed, blinded validation study in <i>Clinical &amp; Translational Gastroenterology</i><sup>1</sup></li> <li>✓ Announced results from the PanFAM-1 study</li> <li>✓ Obtained samples from new onset diabetes patients through PanDIA clinical collaboration</li> </ul>

1. Brand RE, Persson J, Bratlie SO et al. Detection of early-stage pancreatic ductal adenocarcinoma from blood samples: Results of a multiplex biomarker signature validation study. *Clin Transl Gastroenterol.* 2022;13(3):e00468.

# Q&A

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