

UNILABS SERVING PHARMA

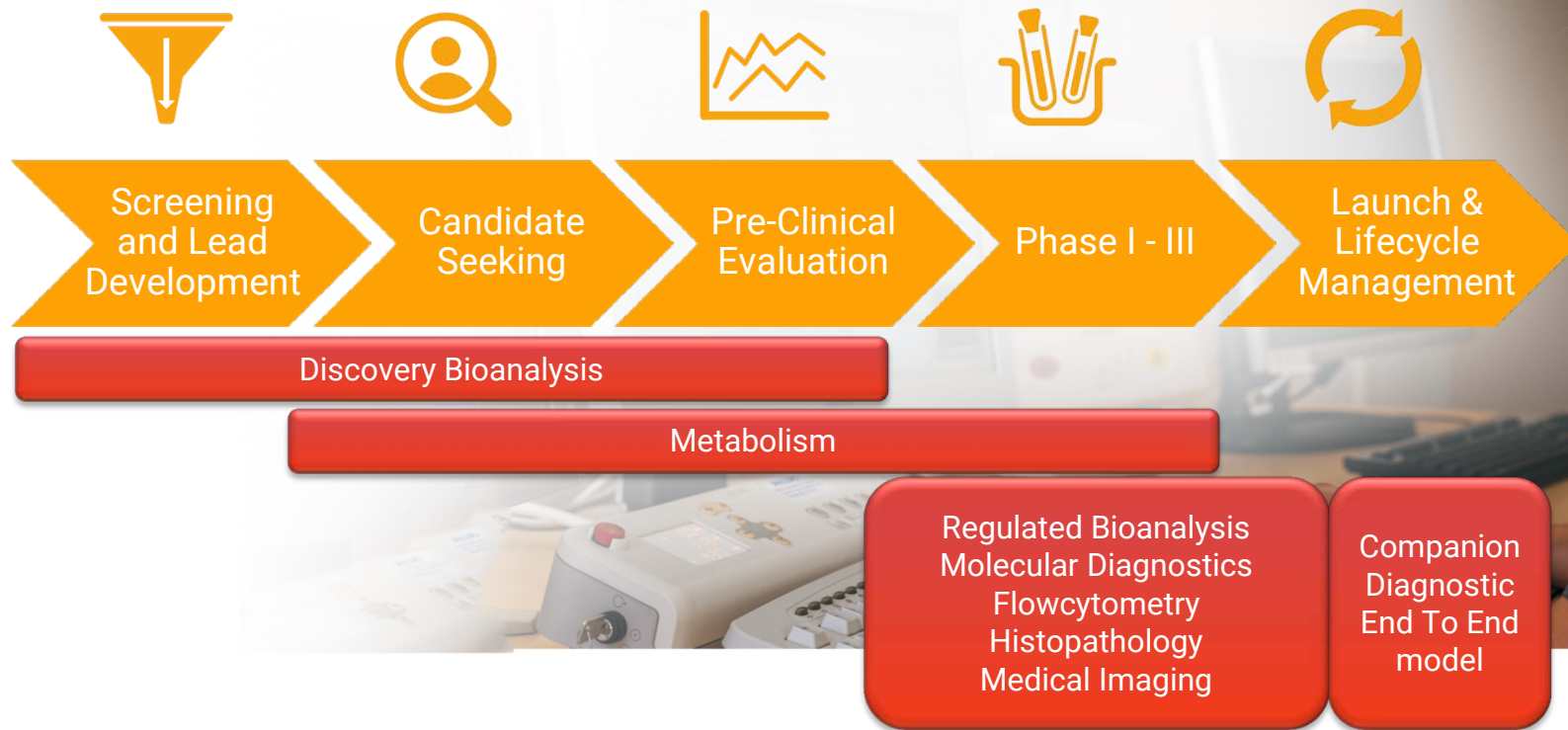
Dedicated business unit

Lab analysis services and local expertise for drug and diagnostic development

Access to one of Europe's largest clinical lab organizations



Capabilities within full drug development continuum



UNILABS CAPABILITIES

EUROPEAN LEADER IN CLINICAL TRIALS AND CDx TESTING



EUROPEAN FOOTPRINT

- **230+** laboratories in 15 countries
- **90+** medical imaging sites



HIGHLY SKILLED WORKFORCE

- **>10,500** employees
- **>1,000** doctors



FOR PATIENT & SPONSOR

- **1000+** collection centres
- **200+** outsourcing contracts



PROVIDING ANSWERS

- **>188 million** diagnostic tests
- **>3.3 million** medical imaging exams per year



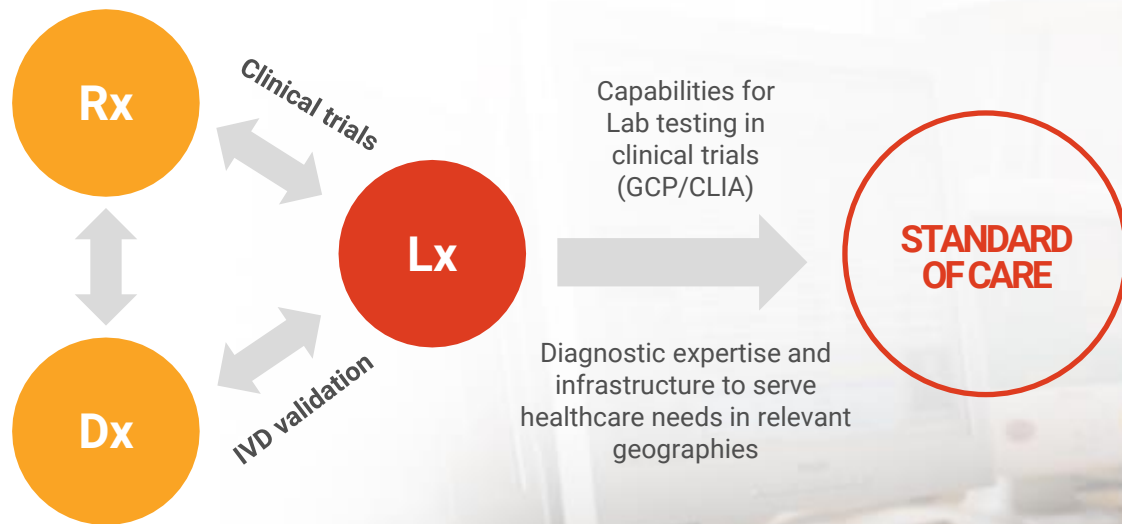
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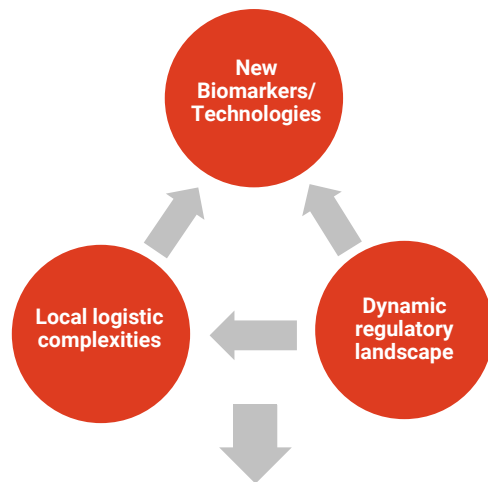
Lx – THE LABORATORY CRO WITH DIAGNOSTIC EXPERIENCE



ADAPT TO THE EVOLVING LANDSCAPE FOR PRECISION MEDICINE IN EUROPE

TAP IN TO OUR LOCAL KNOWLEDGE, EXPERIENCE, AND ACCESS

EVOLVING ENVIRONMENT FOR PRECISION MEDICINES



**Expertise Needed –
both Globally and Locally**



TECHNOLOGY TRANSFER

- Same lab(s) for development/trial and routine testing



CENTRAL LAB AND SPONSORED TESTING

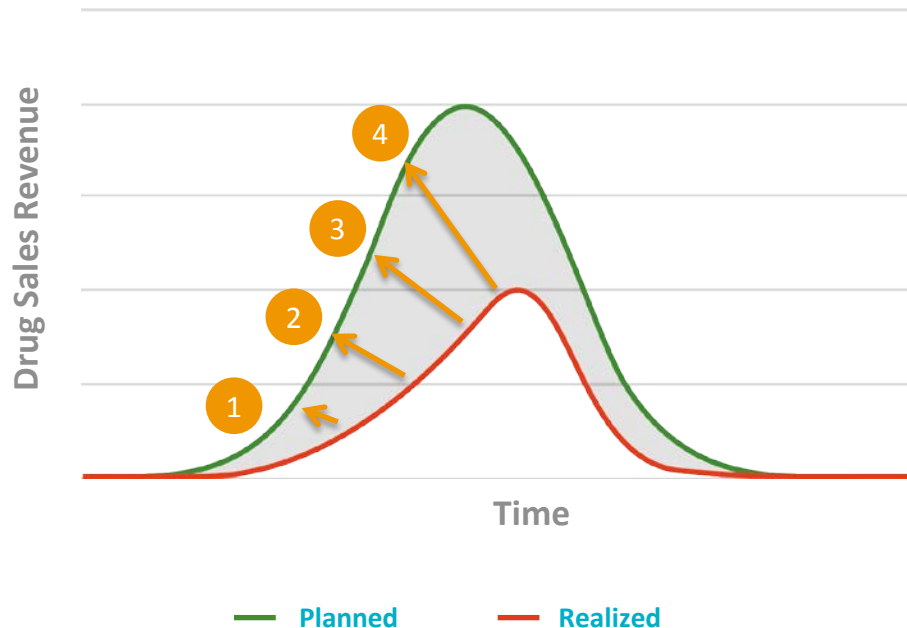
- LDT testing until IVD approval to remove access barriers
- Integrated End-To-End or White Glove service models to remove cost and proficiency barriers



LOCAL EXCELLENCE

- Hand-on expertise on hospital/clinic level for logistics and diagnostic workflows
- Effective co-commercial efforts for new tests

PARTNER WITH UNILABS FOR EFFICIENT PRECISION DIAGNOSTIC MARKET ACCESS



SOLUTIONS TO:

- 1 Delay in test availability**
 - Enter into dialogue with diagnostic company and lab service partner, early and together (Rx+Dx+Lx)
 - Consider lab partner with dual capabilities for clinical trials **and** central testing
- 2 Avoidance of drug**

Sponsored End-to-End service model → ensure low and minimal access barrier with a scalable, efficient, robust and reliable testing service
- 3 Adoption of test**

High quality Central Lab service → fully controlled, uniform and high quality test performance to minimize confusion from lab-to-lab variability and inadequate test proficiency
- 4 Visibility of test market dynamics**

Granular commercial data on test ordering and performance → clarity and monitoring of test performance and impact to market dynamics for drug

LABCORP AND UNILABS COLLABORATE TO EXPAND GLOBAL REACH OF PRECISION MEDICINE CAPABILITIES TO SERVE PATIENTS, PHYSICIANS AND PHARMA

Collaboration creates global laboratory network for the development and commercialization of companion diagnostics

Burlington, N.C., and Geneva

June 1, 2018

LabCorp® (NYSE: LH), a leading global life sciences company, and Unilabs, a leading European provider of clinical laboratory testing and medical diagnostic imaging services, announced a strategic collaboration to provide expanded global development and delivery of companion diagnostics. This collaboration broadens the network of laboratories used by biopharmaceutical companies to support companion diagnostic development and commercialization. The purpose of the collaboration is to expand access to commercialization channels for companion diagnostics in North America and Europe, and accelerate the adoption of companion diagnostics. The companies will use globally harmonized processes to simplify the technical, regulatory and clinical complexities associated with these critical assays. The companies expect the first application of these processes will be in oncology, particularly immuno-oncology.

LabCorp, an established leader in the development and commercialization of companion diagnostics, processes more than 2.5 million patient specimens per week, collected from clinician offices and hospitals and via its own network of nearly 2,000 patient service centers, more than 5,000 in-office phlebotomists and a growing retail presence.

Unilabs, a European leader, has more than 230 laboratories in 15 countries and 350 customer service locations, and processes more than 188 million diagnostic tests each year. The collaboration will initially focus on the commercial availability of assays that have been developed and validated both analytically and clinically by LabCorp and Covance, LabCorp's drug development business. Terms of the agreement have not been disclosed.

"Companion diagnostics are an essential component of precision medicine, enabling physicians to identify the patients who are most likely to benefit from targeted and novel therapies," said David P. King, LabCorp chairman and CEO. "With this collaboration, we are capitalizing on the scientific and operational strengths of two leaders in companion diagnostics to benefit biopharmaceutical clients who need global solutions for precision medicine, with the ultimate goal of improving health and improving lives for patients around the world."

"Our collaboration with LabCorp addresses the need for global harmonization and combined capabilities, including scientific expertise, operational excellence and timely availability of high-quality companion diagnostic services," said Unilabs CEO, Jos Lamers. "With our extensive laboratory network and geographical footprint, we enable clients to accelerate their precision medicine development and commercialization efforts. Our combined ability to bridge the time gaps between development phase and drug approval, and to national reimbursement, by offering a centralized laboratory testing facility, gives our respective customers the advantage of early adoption of their drug. The intimate knowledge of local testing standards, regulatory and quality requirements and navigating logistical challenges will ensure instant access to high-quality testing. This facilitates embracing of a new test in the clinic thereby removing critical barriers for a new treatment."

<http://unilabs.com/node/1322>



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