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# SoftBank Group











# 2010.6.25 New 30-Year Vision



# What is the saddest thing in life?

**Excerpt from the 30-Year Vision Presentation** 

# Death

## Loneliness

#### Despair





# Causes of Death in Japan 2010

1	Malignant Neoplasm (Cancer)
2	Cardiovascular Disease
3	Cerebrovascular Disease
4	Pneumonia
5	Traffic Accidents

Source: Summary of Annual Vital Statistics Monthly Report (Preliminary Figures)



# Causes of Death in Japan 2010 2023年

1	Malignant Neoplasm (Cancer)
2	Cardiovascular Disease
3	Cerebrovascular Disease
4	Pneumonia
5	Traffic Accidents

# Cancer is always a cause of sorrow for many.

1	Malignant Neoplasm (Cancer)
2	Cardiovascular Disease
3	Die of old age
4	Cerebrovascular Disease
5	Pneumonia

Source: Summary of Annual Vital Statistics Monthly Report (Preliminary Figures



# The Emotional Pain of Families





# 14 Years of Technological Advancement

0

0



# Total Amount of Data



2010



# Increased Data Handling Capacity





# **CPU Processing Power**

#### Number of Transistors Per Chip



Based on Moore's Law, the computational processing power of CPUs is described based on the number of transistors mounted on a single chip.





54B

5.3B

# Accelerated Evolution

(Years)

'23

Source: Created by our company based on information from the websites of major chip manufacturers.



# **Advancement of Generative Al**

#### Exams

#### National **Medical Exam**

#### **Accuracy Rate** 87% (Passing: ~60%)

GPT-4

As-is (GPT-4) \*Except Medical Licensing Exam: Simulates GPT-4 scores on each actual test item and displays the percentiles of test takers who achieved scores equivalent to those achieved on the GPT-4, (Source) OpenAl "GPT-4 Technical Report" As-is (GPT-4) Medical Licensing Exam (USMLE): GPT-4 (5 shot)'s USMLE Sample Exam score (Source) OpenAl, Microsoft "Capabilities of GPT-4 on Medical Challenge Problems"



## Maintains the Ability **Comparable to Humans**



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# Alleviate Sorrow from Illness



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# SoftBank Group

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# SoftBank Group

# Establish a JV in Japan

# 



# SB"IEMPUS







Eric Lefkofsky

# TENPUS

### Realizing Precision Medicine through Medical Data × AI

CEO	Eric Lefkofsky (Groupon Founder)
Founded	2015
Headquarters	Chicago, USA
Valuation	<b>\$4.5B</b> (Listed on NASDAQ)
Revenue	<b>\$531.8M</b> (Fiscal Year Ending December 2023)

Valuation is as of June 26, 2024.



#### Genomic Testing







#### Offering three services

## "T'EMPUS

#### **Medical Data Aggregation & Analysis**

#### 3 Al Insights and **Therapy Selection**











# What is Cancer?

# Normal Cells



# Genetic Mutation

## Cancer Cells



# A disease caused by genetic mutations







# 1. Genomic Testing

#### Sample Collection

### Patient A

## Patient B

### Patient C

#### Lung cancer patients

# "TEMPUS



# 1. Genomic Testing

#### Sample Collection

### **Patient A**

## Patient B

## Patient C

#### Lung cancer patients

### TEMPUS

#### **Genomic Analysis**



# Lung Cancer B GCT TGT GGC

### Lung Cancer C ACA GAG AAA

#### **Each cancer has different mutations**



# 1. Genomic Testing

#### Sample Collection

# **Patient A**

## Patient B

## Patient C

#### Lung cancer patients

# In depth understanding of cancer characteristics

### "I ENPUS

#### **Genomic Analysis**



# Lung Cancer C ACA GAG AAA

#### **Each cancer has different mutations**







### 2. Medical Data Aggregation & Analysis





# Combining data is key to analysis

# "I'EMPUS

#### **Genomic Data**

#### **Imaging Data**





# 2. Medical Data Aggregation & Analysis



# Real-time integration of medical information from hospitals

#### **"TEMPUS**

# Adaptor

### "I'EMPUS

TEMPUS

AI

Database







# 3. Al Insights and Therapy Selection

### Medical Data



# Presenting optimal therapy options

# TEMPUS









# 3. Al Insights and Therapy Selection

### Medical Data



# **Broader opportunities for patients**

# TEMPUS

#### **Optimal Trial** Suggestion

### **Clinical Trial A**

### **Clinical Trial B**

#### **Clinical Trial C**







# Patients presented with Clinical Trial Option

96%

#### "I"EMPUS

#### 27%

U.S. Average (Reference)

**Next-Generation genomic testing** + Clinical data

# U.S. Average

5

(Source) N. Beaubier, et al. Nat Biotechnol. 2019 Number of surveyed patients in "Next-Generation Genomic Testing + Clinical Data": 500 who underwent Tempus genomic testing



#### Number of Cancer Patient Records

7.7 million

# The largest medical dataset in the industry

## TEMPUS

#### Number of Hospitals

# 2,000 hospitals

#### Number of **Data Records**

Imaging Data	<b>1</b> M
Pathology Data	0.97м
DNA+RNA	0.22м

Quoted from Tempus's materials











# **Competitive Comparison** (Number of Data Types)

2

2



**Company A** 

**Company B** 

Company C

**Company D** 





3

# Wide Variety of Data Types

(Clinical, Genome, Pathology, Imaging Data)

SBG's own research. The numbers indicate the number of types of data available for each company



# Competitive Comparison (Data Volume)





7.7M



# Leading Data Volume

SBG's own research. Tempus data as of March 31, 2024.



## Academic Hospitals

# "T'EMPUS 65%

# Compelling market share in the U.S. Market

# "TEMPUS

# Oncologists

# "TEMPUS 50%

Quoted from Tempus's materials, as of March 31, 2024.





# TEMPUS CEO Eric Lefkofsky

Greeting




# Introduction to Tempus

"T'EMPUS

Healthcare data has historically been siloed and unstructured, making it difficult to deploy new technologies and deliver therapeutically relevant insights to physicians

## **Our Platform**



## Cloud Data Storage/Computing



Low-Cost Molecular Profiling (parallel genomic sequencing)



Imaging & Language Technologies (NLP/OCR/LLMs)

## Data + Diagnostics

Tempus is focused on building the leading Al-enabled (Intelligent) Diagnostic platform in the world, by integrating



## 

# 

## tempus.com/one

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## Providers



State of the art highthroughput testing labs











## We operate at scale

We are connected to >65% of all Academic Medical Centers and >50% of oncologists in the U.S. are connected through our sequencing and data collection efforts.

> The Cancer Genome Atlas

> > **10,000** DNA+RNA



### **TEMPUS**

~7,700,000 clinical records





### Jason Jones

## Summary ORDER SUMM xT, xF, IHC # BIOMARKER PDL1-22C3 KRAS KRAS MUTYH Pertinent Ne Not Detected MSI

## **MOLECULAR REPORTS**

Key findings and treatments for each patient, streamlined into a clinician's workflow.

Born 00-00-0000 Lung adenocarcinoma

Order Tracking	Clinical Trials				
- 00-00-0000 -	ORDER COMPLE	TE	View reports	Ð 1	
				☆	1100001
RESULT	TEST	THERAPIES - Diagnosis	THERAPIES - Other Indication	TRIALS	
<b>Positive</b> TPS: 30%, CPS:4	IHC	Pembrolizumab			
<b>p.G12C</b> 14.6% VAF	xT DNA	Adagrasib Sotorasib	Drugname	2 Trials	
<b>p.G12C</b> 14.6% VAF	xT DNA	Adagrasib Sotorasib	Drugname	2 Trials	
	Order Tracking - 00-00-0000 • RESULT Positive TPS: 30%, CPS:4 p.G12C 14.6% VAF	Order TrackingClinical Trials- 00-00-0000Image: Complete co	Order Tracking Clinical Trials   - 00-00-0000 • ORDER COMPLETE   RESULT TEST   TPS: 30%, CPS:4 IHC   Positive TPS: 30%, CPS:4 IHC   Pembrolizumab   sotorasib Sotorasib   p,G12C 14.6% VAF   xT DNA 14.6% VAF	Order Tracking       Clinical Trials         -00-00-0000 •       • ORDER COMPLETE       View reports         RESULT       TEST       THERAPIES - Diagnosis       THERAPIES - Other Indication         Positive TPS: 30%, CPS:4       IHC       Pembrolizumab       IIIC         p.G12C 14.6% VAF       XT DNA       Adagrasib Sotorasib       Drugname         p.G12C 14.6% VAF       XT DNA       Adagrasib Sotorasib       Drugname	Order Tracking Clinical Trials   -00-00-0000 • • ORDER COMPLETE   View reports • • •   RESULT TEST   TEST THERAPIES - Diagnosis   THERAPIES - Other Indication TRIALS   Positive IHC   Pembrolizumab III   PG12C XT DNA   Adagrasib Drugname   2 Trials   14.6% VAF XT DNA

**XT DNA** 1 Trial Pathogenic Potential Germline

No xG, xR potentially actionable variants were found, view report for all details

d RET, MET, ERE	3B2 (HER2)		
Stable	xT DNA		



#### Jason Jones Order Summary

#### RESULTS

PDL1-22C3 • Positive TPS: 30%, CPS:4	IHC
Therapies - Current Diagnosis Pembrolizumab	
KRAS p.G12C = 14.6% VAF	xT DNA
Therapies - Current Diagnosis	
h downeib	

#### **Clinical Trials**

MUTYH p.Y179C

**XT DNA** 

×

The purpose of this clinical study is to establish the safety profile, determine the maximum tolerated dose (MTD) and recommend a Phase 2 dose and schedule of SRA737; and to evaluate the efficacy of SRA737 in prospectively-selected subjects with genetically-defined tumors that harbor genomic alterations linked to increased replication stress and that are NCT02797964

Phase 2 MUTYH mutation Atlanta, GA - 212 mi

### **CLINICAL TRIALS**

Patient profiles update in real time to highlight relevant, open, and recruiting clinical trials that fit the patient's clinical and molecular profile.

### TIME ON TREATMENT

Combines clinical, molecular, treatment and outcomes data to derive insights for an individual patient in the context of other similar patients.

#### Ξ TEMPUS | LENS

Explore treatment timelines from our de-identified patient records

n patients who took	Q any regimens admin	nistered as line of therapy	unavailable for this subtype 👻	
REGIMEN	N OF RECORDS WITH START AND END DAT	N OF RECORDS WITH E START DATE ONLY	TIME ON TREATMENT (MONTHS) ③	Media
Temozolomide	1	0	2 mo	
Pembrolizumab	1	0	1 mo	
Trabectedin	Ĩ	0	2 mo	
Atezolizumab	1	1		25 mo





### LENS

Our Lens application provides access to robust data used to derive meaningful insights on patient populations, treatment pathways and outcomes.

#### **TEMPUS** LENS





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-	200	641 T

Race	% of quary	# of patients	
White	65.61%	5,876	-
Black or African American	8.34%	747	-
Other Race	3.42%	306	-
Asian	1.98%	177	-
Other Race White	0.86%	77	-
American Incian or Alaska Native	0.35%	31	-
Black or African American; Other Race	0.18%	16	-
Native Hawailan or Other Pacific Islander	0.15%	13	-
Riser or Minison Amorinan-	n n7%	Б.	-
Missing 1.707 gallont/			

Sex | Demographics

Age at Diagnosis | Demographics



## SB"I EMPUS

The joint venture allows Tempus to build clinical sequencing capabilities, organize patient data, and build a real-world data business in Japan. Tempus and the joint venture have entered into technology and data licenses to enable the joint venture's operations—the first of its kind for Tempus





ANALYTICS

### **DATA & SERVICES**

Licensing & **Analytical Tools** 



APPLICATIONS

DIAGNOSTICS

### **AI APPLICATIONS**

Therapy & **Trial Matching** 



GENOMICS **Diagnostic Testing** 



Our first product line, Genomics, focuses on delivering intelligent and personalized molecular results to physicians 96% Tempus NGS + Clinical Data

77% Tempus NGS

<**27%** — National Average



nature biotechnology

**Companion Dx** 

Genomics

### **TESTS**

Our tests are developed with scientific rigor.

PGx

**Al algorithms** 

**Ancillary tests** 

**Tempus xT CDx** 648 gene solid tumor cancer CDx assay\* **Tempus xR IVD** Whole transcriptome RNA assay

**Tempus xT** 648 gene solid tumor assay **Tempus xR** Whole transcriptome RNA sequencing panel **Tempus xF, xF+** 105 & 523 gene liquid biopsy cancer assays **Tempus xE** Whole exome cancer assay **Tempus xG, xG+** 36 & 77 gene inherited cancer risk germline assays **Tempus xM** MRD Tumor-naïve MRD assay **Tempus xM NeXT** Tumor-informed WGS MRD assay **Tempus xM Monitor** Tumor-naïve ctDNA detection and quantification (RUO Only)

**DPYD** Dihydropyrimidine dehydrogenase deficiency **UGT1A1** UDP Glucuronosyl - transferase deficiency **nP** Pharmacogenomic profiling in neuropsychiatry

**HRD** Homologous recombination deficiency **TO** Tumor Origin—predicts cancer histology and site

**HER2** Protein Expression\*\* FOLR1 FRa expression **MMR** Mismatch Repair Proteins PD-L1 PD-L1 22C3, PD-L1 28-8, PD-L1 SP142



## хM

## Tempus' growth to date in Genomics has been entirely within treatment selection. With our MRD assay, we gain access to a significantly larger global market opportunity.





ANALYTICS

### **DATA & SERVICES**

Licensing & **Analytical Tools** 





**DATA & SERVICES** Licensing & Analytical Tools



### **LICENSE DE-IDENTIFIED DATA**

We provide a suite of analytic and cloud-and-compute tools to pharmaceutical and biotechnology companies.



## **PRECLINICAL DISCOVERY**



## **TARGET POPULATION OPTIMIZATION**





## **CLINICAL TRIAL DESIGN**

ANALYTICS

### **DATA & SERVICES**

Licensing & **Analytical Tools** 



APPLICATIONS

DIAGNOSTICS

### **AI APPLICATIONS**

Therapy & **Trial Matching** 



## AI APPLICATIONS

Therapy & Trial Matching



**TRIAL MATCHING** 

Our algorithms look at multimodal data and make AI-enabled diagnostic recommendations only possible by virtue of our connectivity to providers.



### 6-12 months

Industry average: Activation initiation to patient consent

### ~14 days

Tempus: Activation initiated to activation complete

## **3-10 days**

Tempus: Average from site activation to patient consent



Patient reported outcomes

Clinical data from EHR systems

Radiology images & reports

Germline & molecular data

ECG & other cardiology data

Pathology slides

3rd part data, claims

#### ONCOLOGY

Use molecular data to help identify primary location of tumor when its unknown, flag if a patient is HRD+

Tempus

Operating

System

AI

CARDIOLOGY Use ECG data to screen for undiagnosed AFIB or structural heart disease

#### RADIOLOGY

Use DICOM files to flag suspected pulmonary lesions that are cancerous, measure RECIST



to increased replication stress and that are NCT02797964

#### Phase 2 MUTYH mutation

Atlanta, GA - 212 mi





We started in oncology, where we have proven and scaled the model. With each new disease area, we expand upon the model by developing **Intelligent Diagnostics** to advance patient care and accelerate drug discovery and development.





# SB"IEMPUS



## Patients Who Receive Genomic Testing

## 30%



U.S.



# $1/30 \times$

## In Japan, fewer patients have access to genomic testing

The genetic testing implementation rates in Japan and the United States : Number of tests conducted per year / Total number of patients over three years The figures are according to Tempus Al research

(Tempus Al assumes that the treatment cycle for cancer patients is every three years)



## Patients can only undergo genomic testing after exhausting standard options

## 1 million/year

## Cancer Patients

## Diagnosis

Surgery

**Drug Therapy** 

(Including patients who do not need genomic testing)

Most cancer patients start treatment without undergoing genomic testing



According to our independent investigatior





## The ideal state Japan should aim for



Providing personalized medicine tailored to each individual patient







## Patients Who Receive Genomic Testing

## 30%

## 30%



U.S.



## Aiming for the Same Level as the U.S.

The genetic testing implementation rates in Japan and the United States : Number of tests conducted per year / Total number of patients over three years The figures are according to Tempus AI research

(Tempus AI assumes that the treatment cycle for cancer patients is every three years)


### Genomic Testing



#### 2 Medical Data Aggregation & Analysis



## Launching services in Japan within the year

### "TEMPUS

#### Al Insights and Therapy Selection

3







#### Investment Ratio

#### SoftBank Group 50%

## "I'EMPUS 50%

# SBH ENDS

#### Company Name

#### **SB TEMPUS**

Start of Operations (Tentative)

August 1, 2024

Capital (Including Capital Reserve)

**30 Billion Yen** 





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#### "TEMPUS

#### Genomic Testing

Data Aggregation & Analysis Al Insights and Therapy Selection

### Bringing U.S.'s data-driven medical revolution to Japan





## The ideal state Japan should aim for



## Real-time integration of medical information from hospitals

#### **"TEMPUS**

## Adaptor

### "TEMPUS

## TEMPUS AI Database







#### Government

## Hospitals

Pharma:

## A strong alliance uniting the wisdom of the industry

### Biotech Ventures

- Clinics

### Insurance Company

## **SB"**T'EMPUS



## **Together with Healthcare Professionals**



## Artificial Super Intelligence 10,000x of human wisdom



# Necies Contraction of the second seco

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lummitum funtion internetigh. with human wisdom and ASI Drivag Down Incurable Diseases





















## **Alleviate Sorrow from Illness**









## Information Revolution — Happiness for everyone



