

Burning Rock Biotech Limited 4Q2022 results

Nasdaq and LSE: BNR 28 Mar 2023

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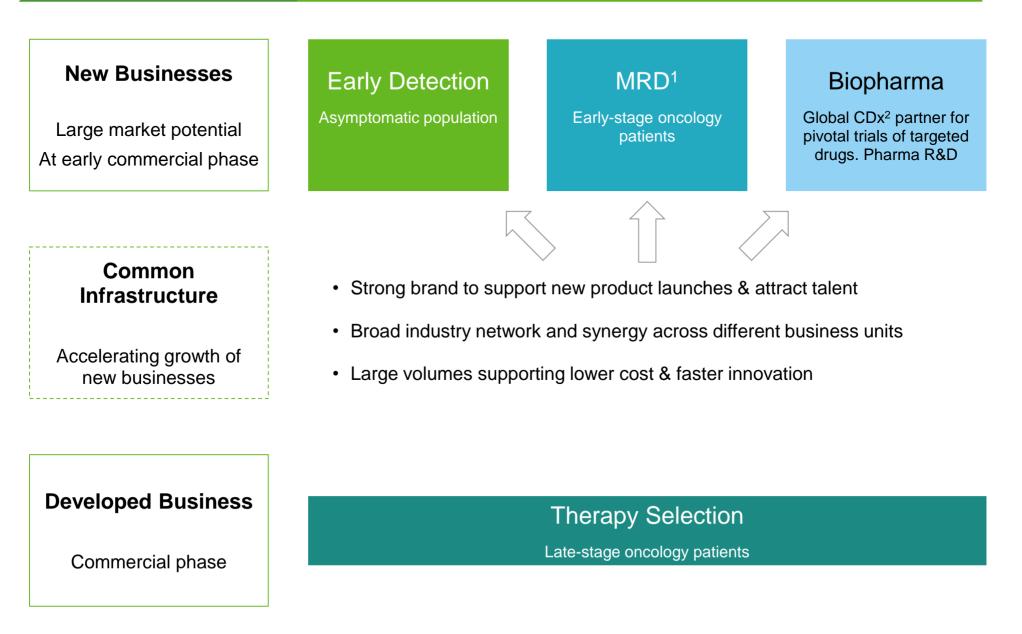
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Our value-building blocks

Extending leadership in NGS-based precision oncology from late-stage to earlier stage patients



Notes: ¹ Minimal residual disease of solid tumors ² Companion diagnostics

2022 review

Corporate	 Completed profitability-driven organizational optimization Delivered strong YoY growth during Covid-light quarters (Q1 revenues +27%, Q3 revenues +22%) Completed listing on the London Stock Exchange, offering an alternative listing venue in addition to Nasdaq¹
Therapy selection	 +11% YoY volume growth despite Covid challenges, driven by in-hospital channel (+23% volume growth in 2022, Q1 +83%, Q3 +24%) 9-gene panel approved by NMPA, our second NMPA-approved product
MRD	 Publication of initial read-out on lung and colorectal cancers at AACR 2022, and on colorectal and pancreatic cancers at ASCO GI 2023 Commercially launched in March
Biopharma	 Continued back-log build-up, new contract value +43% to RMB263m in 2022 +212% revenue growth on strong back-log execution
Early detection	 FDA breakthrough device designation granted Thunder study for 6-cancer test development submission and publication on Annals of Oncology Promise study (2,035 subjects, 9-cancer test development) completed and read-out, Predict and Prescient studies (c.17,000² subjects, 22-cancer test development) ongoing, Prevent (12,500 subjects, validation) study launched

Notes:

¹ Shares are fungible between the London Stock Exchange and Nasdaq, offering continued trading and listing. ADR delisting risk removed for now.

"Accordingly, until such time as the PCAOB issues any new determination, there are no issuers at risk of having their securities subject to a trading prohibition under the HFCAA." (http://www.sec.gov/hfcaa) ² Total number of subjects for Predict and Prescient studies.

2023 outlook

	 Goal #1, profitability Achieve adjusted profitability breakeven excluding R&D during a 2023 quarter (defined as Non-GAAP gross profit – SG&A expenses) 	
Corporate	Goal #2, profitable growth	
	20% revenue growth in 2023	
	Goal #3, further our lead in multi-cancer early detection as the #1 in China and a top player glo	obally
	R&D spend focused on early detection clinical studies	
Therapy selection	Improve sales productivity	
	Drive growth via in-hospital channel	
	Roll-out to additional hospitals	
MRD	Execute interventional studies to build further clinical evidence	
Biopharma	Continue profitable growth	
	Validate 6-cancer test (Prevent study), interim read-out expected in 2H23	
Early detection	Develop 22-cancer test (Predict and Prescient studies)	
	Establish regulatory pathways with the FDA and NMPA	
	Commercialization pilot at select public hospitals 5	

Cash position

3 years runway based on existing cash balance

Sufficient cash to fund early detection product development and all existing clinical studies

RMBm	2021	2022	2023E ¹	2024E ¹
Operating cash outflow ²	478	457		
Capex ³	213	75		
Sum	691	532	c.400	c.200
Cash balance⁴		925		

Estimate assumptions

- Cash spend to focus on early detection clinical studies, the bulk of which will run through 2023 and drop off in 2024
- Commercial business to breakeven during 2023 (no further upside assumed in 2024 estimate)
- Notes:

¹ Based on management's current estimate and subject to change

² Net cash used in operating activities

³ Purchase and prepayment of property and equipment and intangible assets, issuance of convertible loan, out of investing cashflows

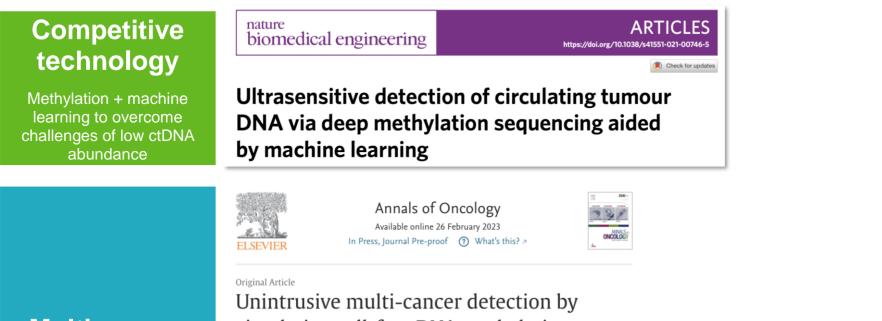
⁴ Consists of Cash and cash equivalents of approximately RMB905m and restricted cash of approximately RMB20m as of the end of 2022





Early detection

Burning Rock's early detection technology



Multi-cancer validation data

Unintrusive multi-cancer detection by circulating cell-free DNA methylation sequencing (THUNDER): development and independent validation studies

AACR 2022

Session OPO.CL11.01 - Biomarkers 5116 - Analytical performance of ELSA-seq, a blood-based test for early detection of multiple cancers

Session OPO.CL11.01 - Biomarkers 5109 - Development of cfDNA reference standards for methylation-sequencing tests ESMO 2022

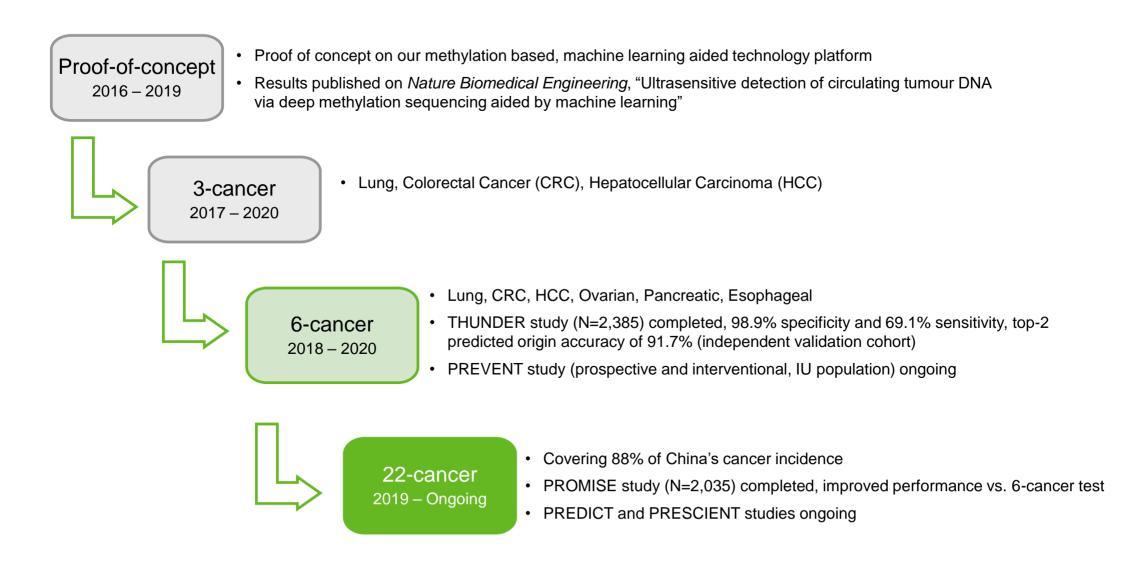
A multi-cancer early detection model based on liquid biopsy of multi-omics biomarkers: A proof of concept study (PROMISE study)

Regulatory breakthrough



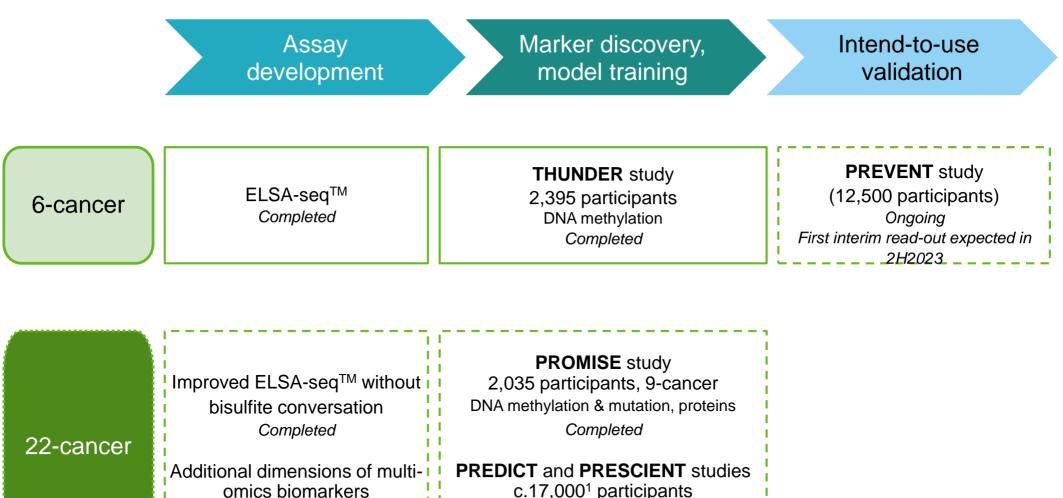
breakthrough device designation granted

Product development roadmap



Clinical programs

One of the largest datasets globally, prospectively enrolled, across large number of cancer types / stages



Ongoing

1.1

1.1

1.1

c.17,000¹ participants DNA, proteins, RNA

Ongoing (c.70% enrolled)

¹ Total number of subjects for Predict and Prescient studies.

Note:

Running the largest clinical programs in China supported by top physicians

PREDICT



One of China's largest comprehensive academic hospitals

Ranked top 5 in the 2019 China's general hospital rankings²

Principal Investigator: Prof. Jia Fan

- Fellow of the Chinese Academy of Sciences
- President of Shanghai Zhongshan Hospital

PRESCIENT



4.236.000 outpatients on an annual basis¹

Leading site: Shanghai Zhongshan Hospital

Leading site: Cancer Hospital of the Chinese Academy of Medical Sciences³

Performs c.104.000 operations and serves c.169,000 inpatients and over

- The first and top cancer-specialist hospital in China
- The National Clinical Center for Cancer Research, the National Center for Quality Control on Standardized Cancer Treatment and Diagnosis, the National Clinical Center for Drug Research Fellow of the Chinese Academy of Sciences •



President of CHCAMS

Principal Investigators

Prof. Jie Wand



Head of the Dept. of Medicine, CHCAMS

PREVENT



- Leading site: West China Hospital
 - One of the largest hospitals in China, performed 196,000 surgeries and 7.8 million out-patient services in 2021
 - Ranked #2 in the Fudan Best Hospital in China Rankings (2009-2020)

Principal Investigator: Prof. Weiming Li



President of West China Hospital

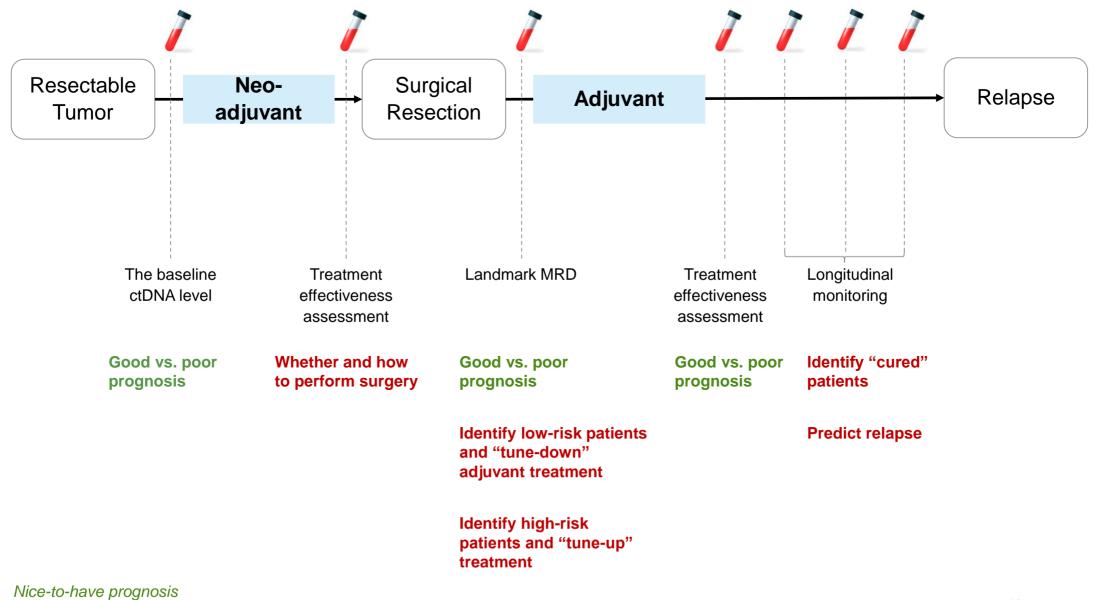


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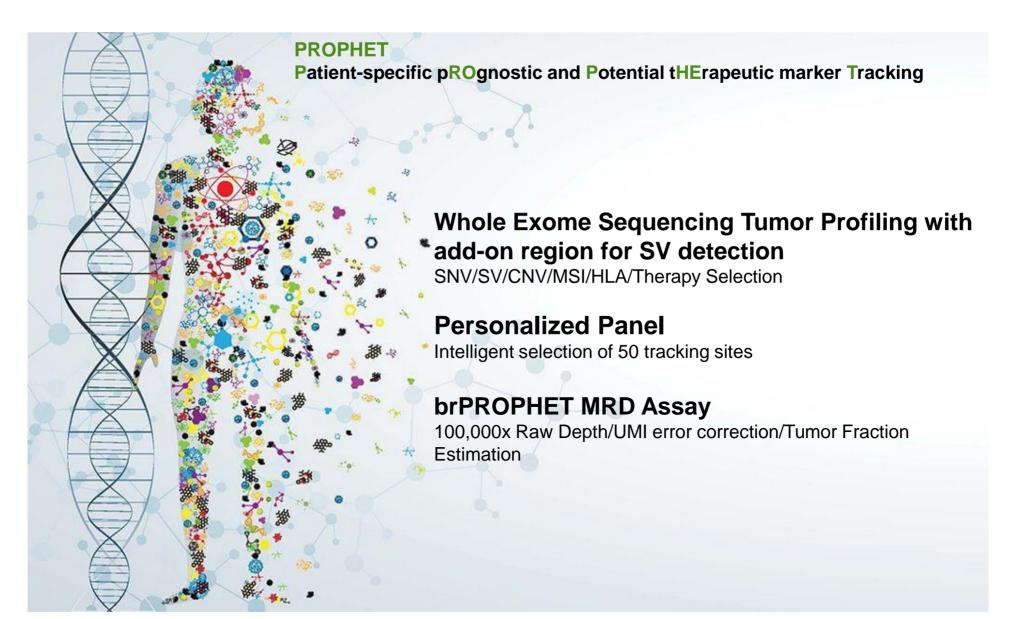
Minimal Residual Disease (MRD)

MRD test plays a role at multiple timepoints throughout the treatment journey



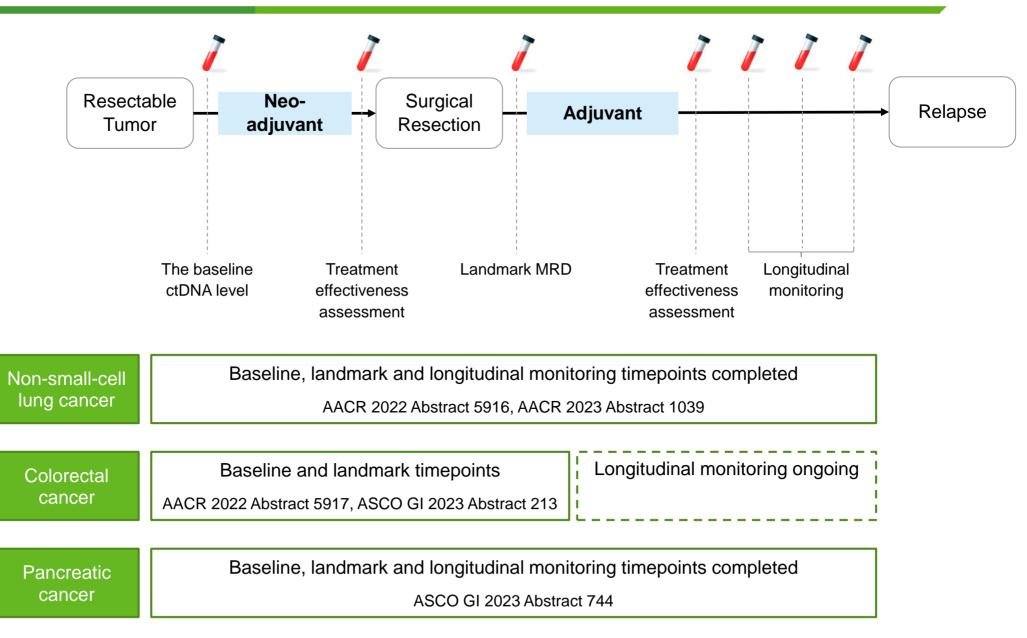
Actionable diagnosis that drives treatment choice

brPROPHET[™] – Burning Rock's MRD solution



Burning Rock's MRD publications

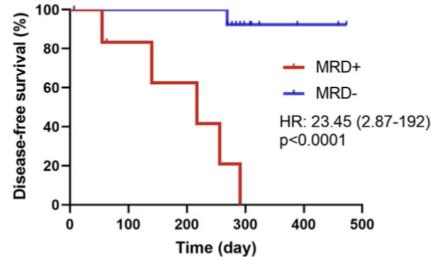
Covers adjuvant and relapse settings in lung, colorectal, pancreatic cancers



Data publication at ASCO GI (Jan 2023) First dataset on pancreatic cancer, demonstrating strong MRD utility

Table 1: ctDNA detection at serial timepoints						
	Baseline (Day 0)	Timepoint A (Day 7)	Timepoint B (Day 30)	Timepoint C (During AT)	Follow-ups	
Positive	20	2	1	2	4	
Negative	0	16	9	12	5	
Positive Rate	100%	11.1%	10%	14.3%	44.4%	

Figure 1: Longitudinal MRD detection is associated with shorter disease-free survival



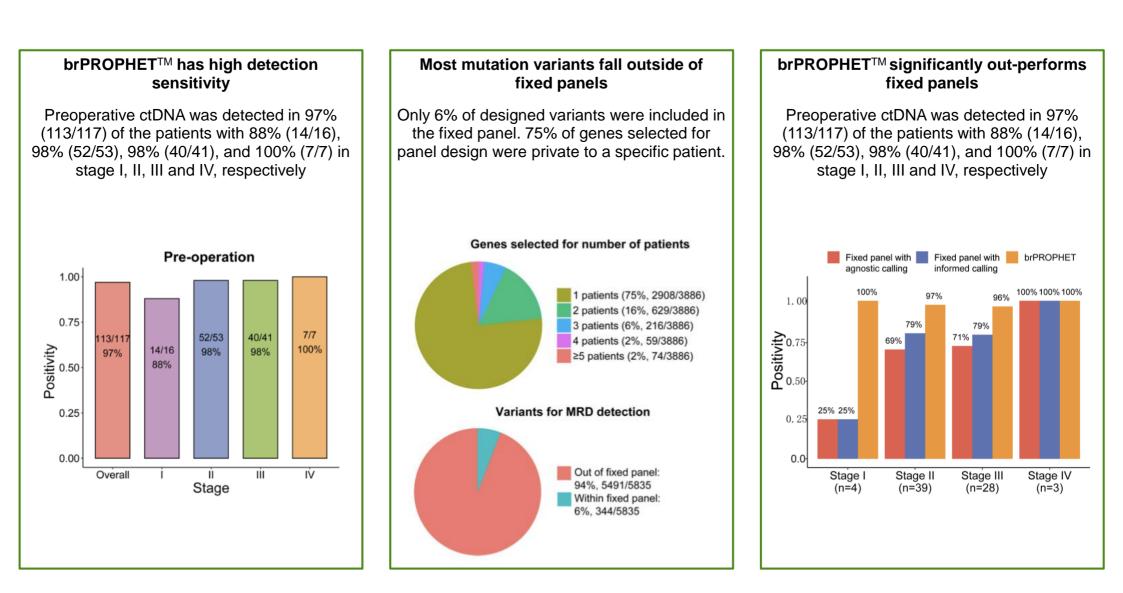
Patients: A total of 20 patients (stage I/II 10 [50.0%] / 9 [45.0%]) were analyzed. 13 (65.0%) patients were treated with adjuvant therapy (AT) after surgery.

Samples: Tumor tissue samples were collected at the surgery. Plasma samples collected at baseline (n=20), landmark 7-day (n=18) and 1-month (n=10), and longitudinal points (n=23) were analyzed. Patients were followed for a median of 302 days.

Source: Wang et al., Patient-specific tumor-informed circulating tumor DNA (ctDNA) assay predicts cancer recurrence in patients with resected pancreatic cancer, ASCO GI 2023

Data publication at ASCO GI (Jan 2023)

Second dataset on colorectal cancer, demonstrating power of personalized MRD test



Patients: A total of 117 patients (stage II/III 53 [45.3%] / 41 [35.0%]) who received surgery were analyzed. A subset of 74 patients were analyzed for comparisons of different methods. Samples: Tumor tissue samples were collected at the surgery. Plasma samples collected at baseline, landmark 7-day and 1-month, and longitudinal points were analyzed.

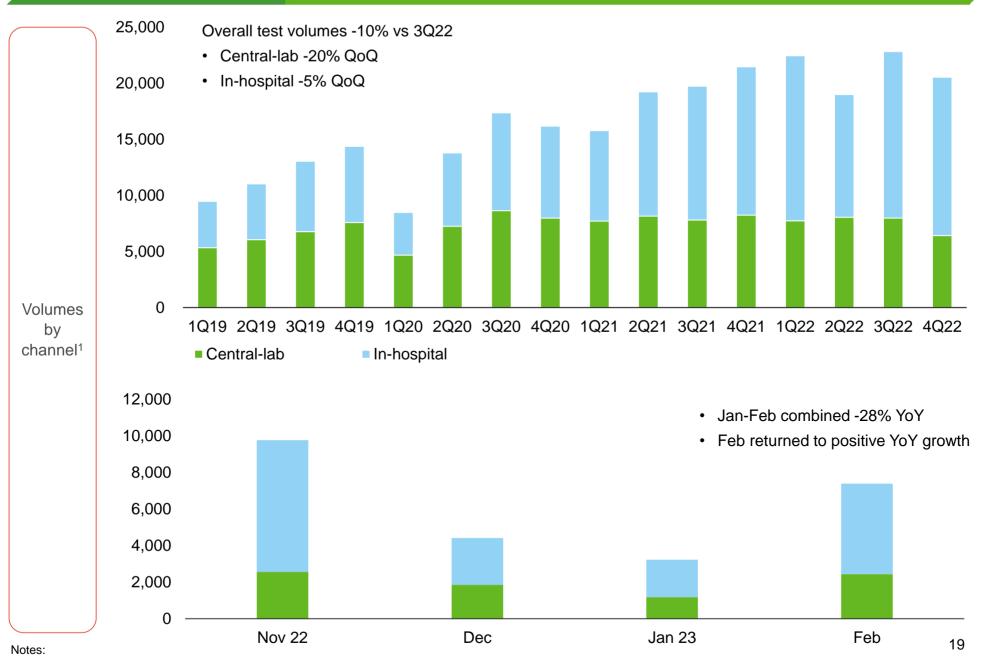
Source: Cao et al., Patient-specific tumor-informed circulating tumor DNA analysis for molecular residual disease detection in surgical patients with stages I-IV colorectal cancer, ASCO GI 2023







Quarterly volumes



¹ Central-lab (LDT) volumes represented by the number of patients tested. In-hospital (IVD) volumes represented by the number of testing kits shipped to partner hospitals

Financials RMB0.93bn / USD134m cash and investments on balance as of December 31, 2022

RMB millions	2021	2022	19 Yo Y	20 Yo Y	21 Yo Y	22 Yo Y	1Q22	2Q22	3Q22	4Q22	4Q22 YoY	4Q22 QoQ	2023 Guide
Revenue	507.9	563.1	83%	13%	18%	11%	135.5	130.8	154.6	142.2	-3%	-8%	+20%
Central lab	319.4	314.8	71%	8%	7%	-1%	74.2	78.6	90.0	72.0	-16%	-20%	
In-hospital ¹	165.1	175.3	164%	34%	40%	6%	49.0	34.2	49.6	42.5	-18%	-14%	
Pharma	23.4	73.0	25%	-17%	59%	212%	12.3	18.0	15.0	27.7	195%	85%	
Non-GAAP Gross profit ²	368.2	411.0		14%	16%	12%	92.7	90.9	117.0	110.4	3%	-6%	
Total opex	1,161.2	1,360.5	49%	64%	60%	17%	350.4	348.1	343.3	318.7	-11%	-7%	
R&D ³	324.1	344.4					100.9	77.7	88.7	77.1	-32%	-13%	
S&M ³	283.4	350.6					84.6	100.3	85.4	80.3	-19%	-6%	
G&A ³	228.8	250.5					61.2	74.8	68.4	46.1	-37%	-33%	
SBC	280.8	325.1					79.8	76.7	77.4	91.2			
D&A	44.1	89.9					23.9	18.6	23.4	24.0			
Non-GAAP GP - SG&A	(144.0)	(190.1)					(53.1)	(84.2)	(36.8)	(16.0)			
Operating profit	(797.1)	(980.3)					(262.8)	(265.5)	(234.6)	(217.4)			
Net operating cash flows	(477.9)	(456.9)					(144.4)	(109.3)	(135.5)	(67.7)			
Non-GAAP GP margin ²	72.5%	73.0%					68.4%	69.5%	75.7%	77.6%			
Opex ³ / revenue	165%	168%					182%	193%	157%	143%			
S&M ³ / revenue	56%	62%					62%	77%	55%	56%			

Notes:

¹ Within in-hospital segment, over 95% revenues are kit revenues, which are recurring in nature; the remaining are instrument revenues. In-hospital primarily through direct-sales model

²Non-GAAP gross margin, which is defined as gross margin excluding depreciation and amortization (D&A)

³ Excluding share based compensation (SBC) and depreciation and amortization (D&A)





Appendix 1

Early detection

Product Development Roadmap

Proof-of-concept 2016 – 2019

• Proof of concept on our methylation based, machine learning aided technology platform

• Results published on *Nature Biomedical Engineering*, "Ultrasensitive detection of circulating tumour DNA via deep methylation sequencing aided by machine learning"

3-cancer 2017 – 2020

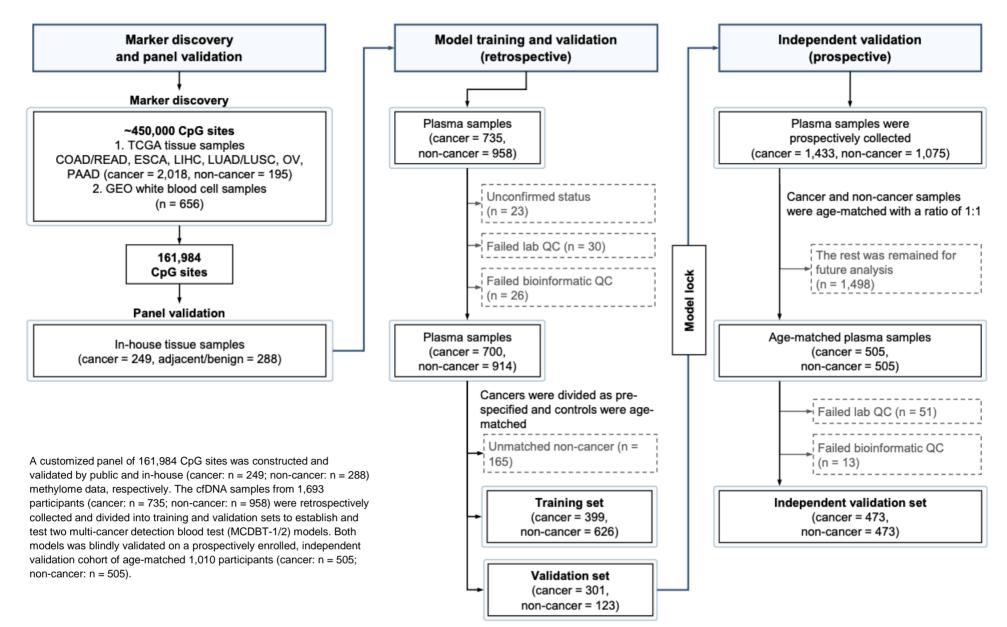
• Lung, Colorectal Cancer (CRC), Hepatocellular Carcinoma (HCC)

		 Lung, CRC, HCC, Ovarian, Pancreatic, Esophageal
	6-cancer 2018 – 2020	• THUNDER study (N=2,385) completed, 98.9% specificity and 69.1% sensitivity, top-2
	2016 – 2020 CE Mark, FDA BDD	predicted origin accuracy of 91.7% (independent validation cohort)
		 PREVENT study (prospective and interventional, IU population) ongoing

22-cancer 2019 – Ongoing

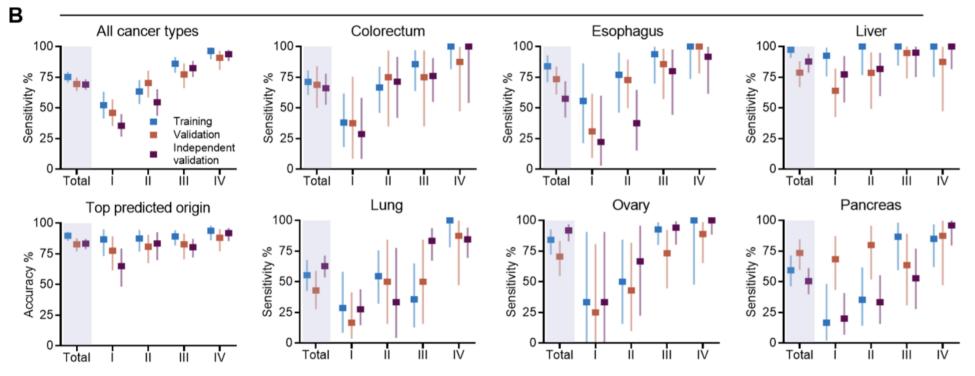
- Covering 88% of China's cancer incidence
- PROMISE study (N=2,035) completed, improved performance vs. 6-cancer test
- PREDICT/PRESCIENT studies ongoing

6-cancer test marker discovery and model training The THUNDER study, 2395 participants



6-cancer test, detection-of-cancer performance in case-control cohorts The THUNDER study

Fig 3. Performance of the MCDBT-1/2 models. A. Sensitivity, specificity, accuracy of top predicted origin, and accuracy of top two predicted origins. **B**. The overall sensitivity, accuracy of top predicted origin, and sensitivity stratified by cancer types reported by tumor stage.

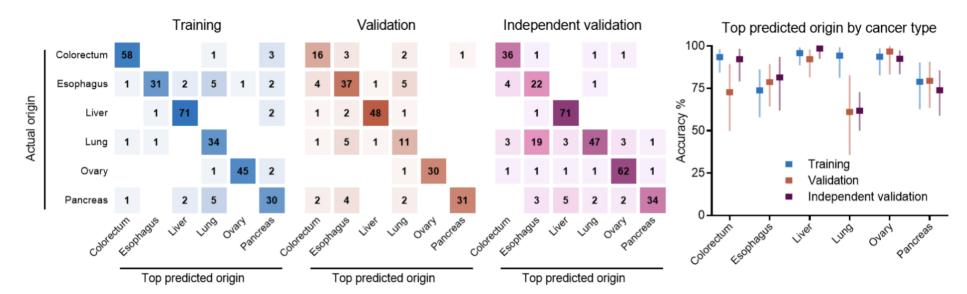


Data set	Specificity (%)	Sensitivity (%)	Accuracy of top predicted origin (%)	Accuracy of top two predicted origins (%)
Training set	99.7 (98.9-100.0)	75.2 (70.6-79.4)	89.7 (85.7-92.9)	94.7 (91.5-96.9)
Validation set	100.0 (97.0-100.0)	69.4 (63.9-74.6)	82.8 (77.0-87.6)	89.4 (84.5-93.3)
Independent validation set	98.9 (97.6-99.7)	69.1 (64.8-73.3)	83.2 (78.7-87.1)	91.7 (88.2-94.5)

Source: Gao et al., Unintrusive multi-cancer detection by circulating cell-free DNA methylation sequencing (THUNDER): development and independent validation studies, ASCO 2022

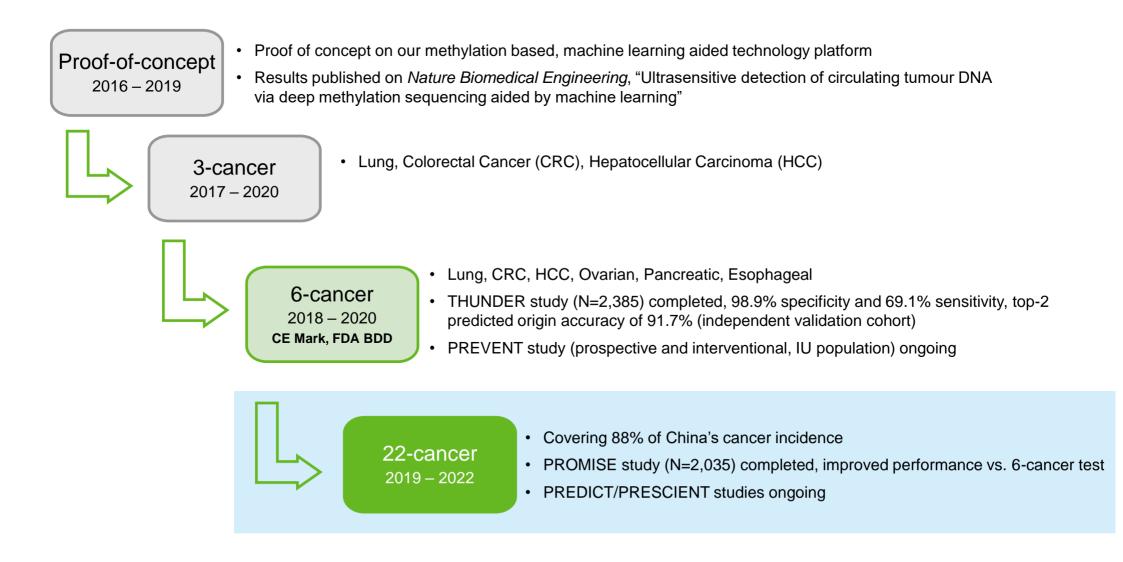
6-cancer test, top-predicted-origin performance in case-control cohorts The THUNDER study

Fig 4. Top predicted origin for the MCBDT-1 model. Confusion matrices representing the predicted origin in the training, the validation, and the independent validation sets.

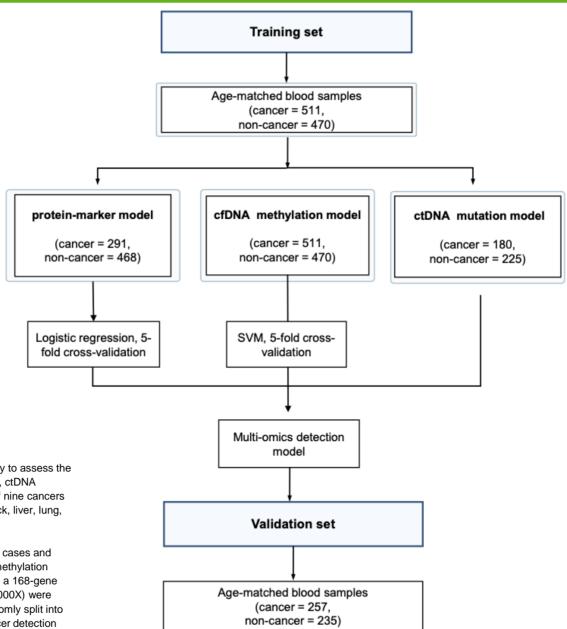


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Independent validation set	98.9 (97.6-99.7)	69.1 (64.8-73.3)	83.2 (78.7-87.1)	91.7 (88.2-94.5)

Product Development Roadmap



9-cancer test, multi-omics model The PROMISE study

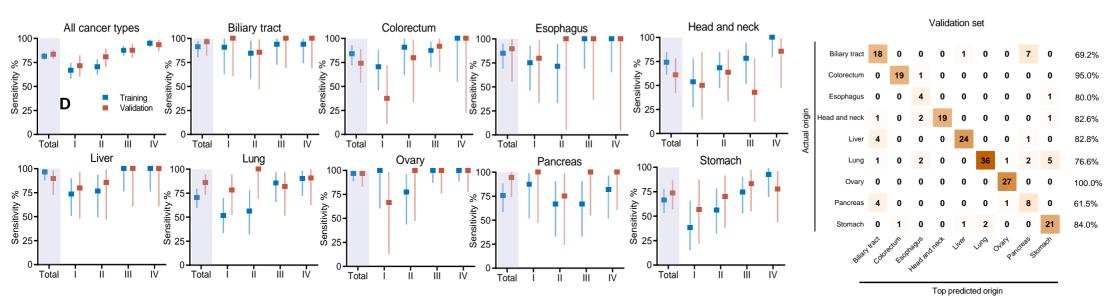


PROMISE is a prospective multicenter case-control study to assess the performance of multi-omics including cfDNA methylation, ctDNA mutation and protein biomarkers in the early detection of nine cancers in the biliary tract, colorectum, esophagus, head and neck, liver, lung, ovary, pancreas and stomach.

Blood samples were prospectively collected from cancer cases and non-cancer controls. A targeted cell-free DNA (cfDNA) methylation panel of ~490,000 CpG sites (1,000X) by ELSA-seq and a 168-gene mutation panel (35,000X, matched white blood cells:10,000X) were sequenced. Age-matched cases and controls were randomly split into training (n = 981) and test sets (n = 492). The multi-cancer detection blood test (MCDBT) models were developed in the training set and then validated in the test set.

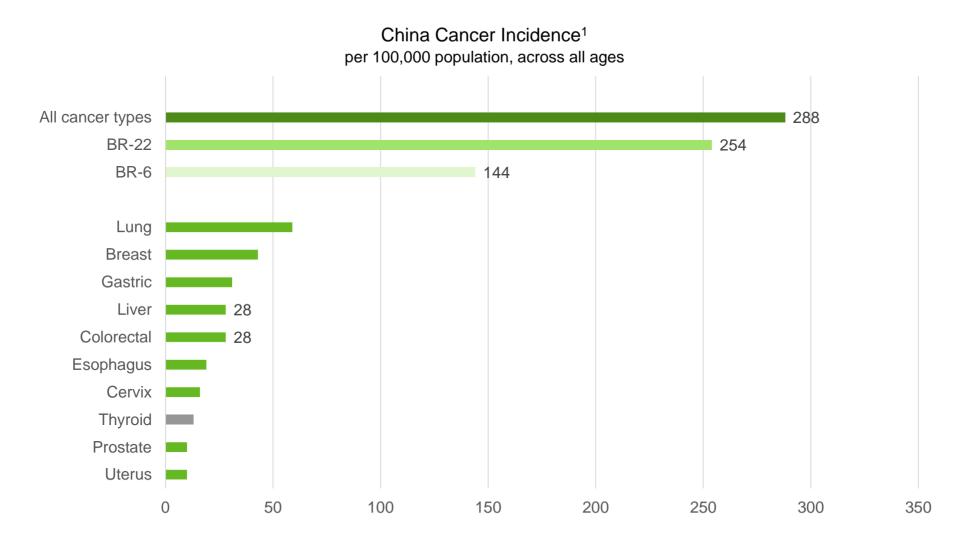
	Cancer (n)	Non-cancer (ı	n) Specificity (%)	Sensitivity (%)	Accuracy of top predicted origin (%)
Training	470	511	97.9% (96.1%-99.0%)	81.7% (78.1%-84.9%)	86.6% (83.0%-90.0%)
Validation	257	235	98.3% (96.6%-99.4%)	83.7% (79.0%-88.0%)	81.9% (76.0%-87.0%)

	Multi-omics	Methylation	Mutation	Protein
Specificity (95% CI)	98.3% (96.6%–99.4%)	99.1% (97.3%–99.8%)	99.6% (97.9%–100.0%)	99.6% (98.7%–100.0%)
Sensitivity (95% CI)	83.7% (78.6%–88.0%)	79.0% (73.5%–83.8%)	49.4% (41.9%–57.0%)	47.8% (40.8%–54.9%)



- PROMISE demonstrated 83.7% sensitivity and 98.3% specificity for 9 cancers
- Methylation contributed >90% of the total sensitivity, while protein and mutation collectively provided <10% additional positive detections

Burning Rock's 22-cancer test covers 88% of China's cancer incidence



Notes:

¹ Incidence data per "2018 China cancer registry annual report ", J He et al., ISBN 978-7-117-28585-8

² Final number of cancer types subject to development progress

Leadership in multi-cancer early detection First-in-class, high entry-barrier, multi-year effort

	Challenges	BNR position
1	Low amount of cancer signal	Proprietary chemistry and algorithm
Technology	in the circulating bloodstream, much more challenging vs. tissue	 On par with global leader, competitive sensitivity in earlier stages for certain cancers
		 Multi-year lead vs. China peers (most showing liver-cance and colon-cancer data only)
2	Large, multi-year studies required	Sponsorship from top physicians
Clinical	from case-control to intend-to-use population, from observational to interventional (e.g. CCGA study:	 Catching up with global leader, to improve specificity and tissue-of-origin performance through large clinical studies
	15,254 participants, 8,584 with cancer, 6,670 without cancer)	 Multi-year lead in China as the only company that has launched studies with over 10,000+ subjects
3	First-in-class in nature	Leading regulatory capability in China
Regulatory	with no established regulatory pathway	 Exploring possible pathway, leveraging experience through the country's first NGS kit approval by the NMPA
4	Unprecedented product	Multi-pronged approach
Commercial		 Initially working with hospitals' health check-up departments, leveraging synergy from in-hospital therapy selection business



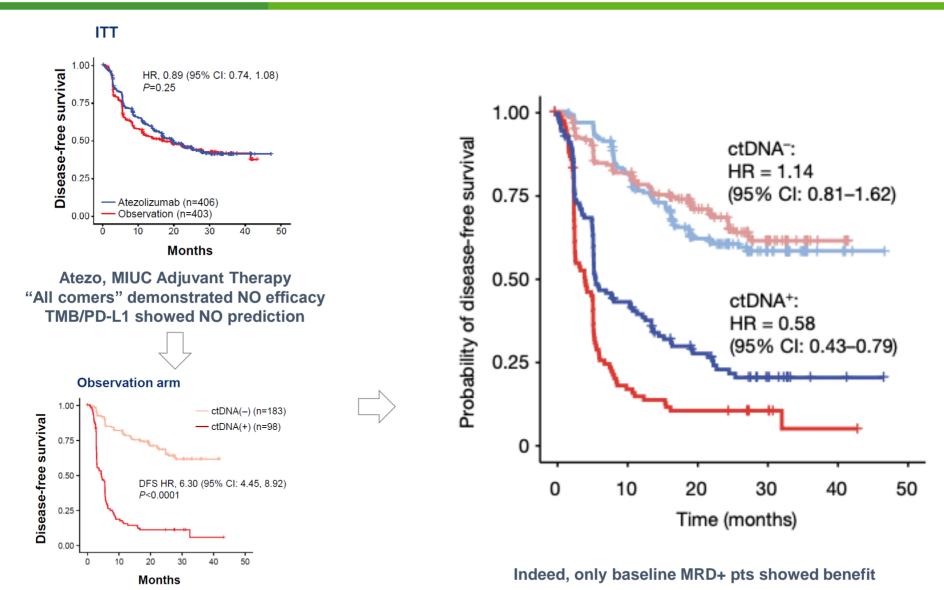






How do MRD studies advance utility

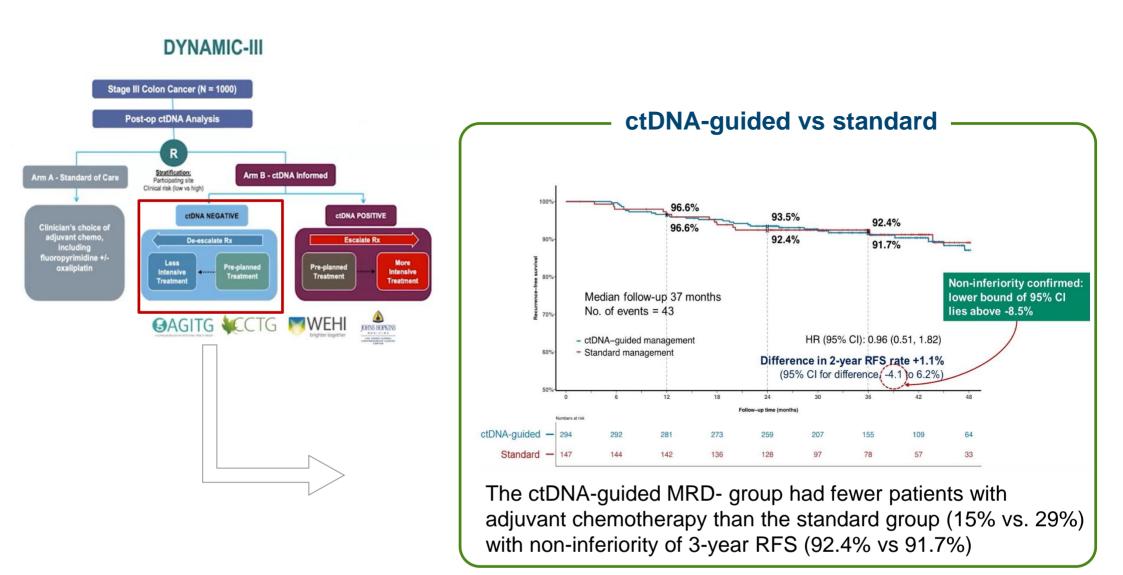
Example 1: IMvigor010, enrich the high-risk group and "tune-up" adjuvant treatment



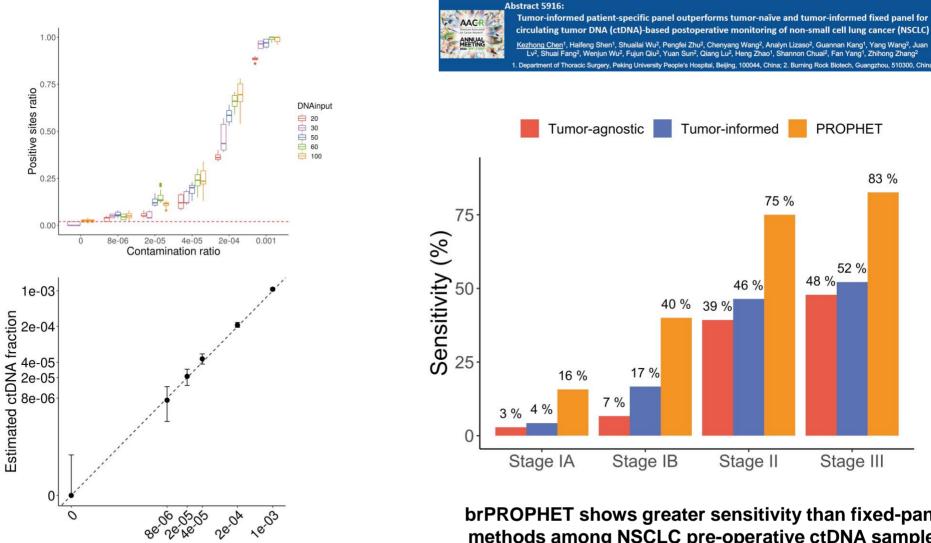
Landmark MRD+ pts (39%) had worse prognosis Maybe only those patients can benefit?

How do MRD studies advance utility

Example 2: Dynamic, identify low-risk patients and "tune-down" adjuvant treatment



brPROPHET[™] – Advantages of Personalized Panel

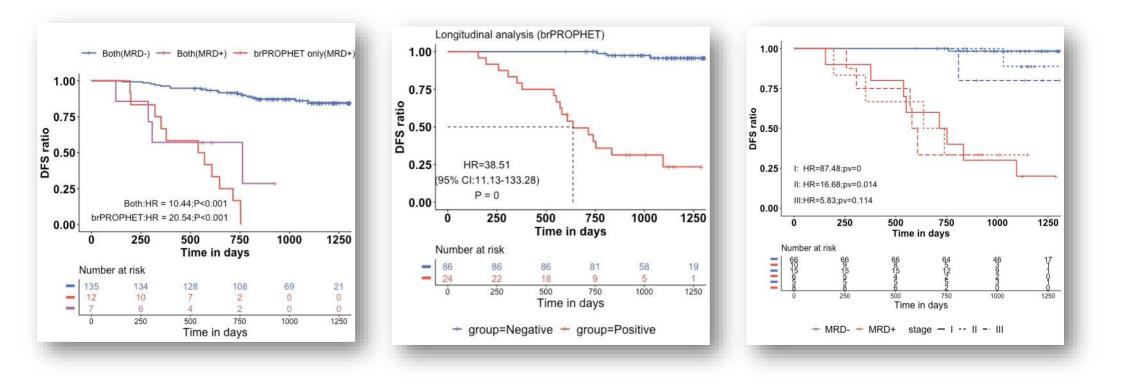


brPROPHET shows greater sensitivity than fixed-panel methods among NSCLC pre-operative ctDNA samples

brPROPHET achieves great detection accuracy and quantitative precision at ctDNA fraction of 4x10⁻⁵

Expected ctDNA fraction

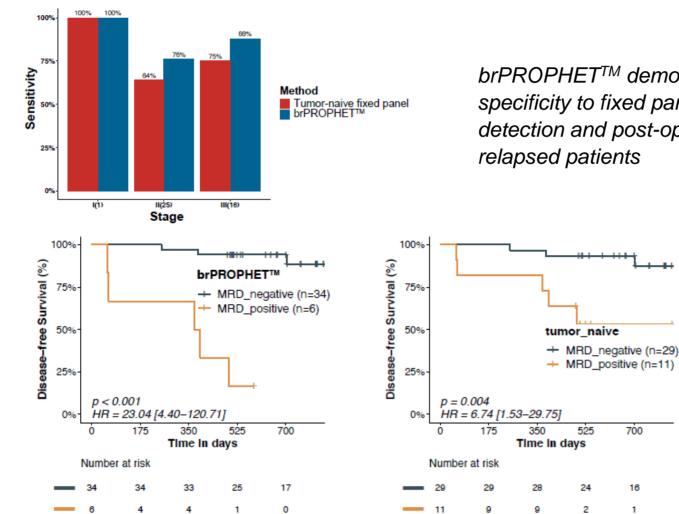
MRD clinical validation data readout NSCLC – MEDAL study



- brPROPHET identified 2.7 times more true high-risk patients than the fixed panel approach at the landmark time point
- Longitudinally MRD negative patients has near-perfect prognosis with median of 3-year follow-up
- The prognosis differentiation holds true for patients with different clinical stage

MRD clinical validation data readout CRC

Session OPO.PR02.01 - Clinical Prevention, Early Detection, and Interception 5917 - Patient-specific tumor-informed circulating tumor DNA (ctDNA) analysis for postoperative monitoring of patients with stages I-III colorectal cancer (CRC)



brPROPHET[™] demonstrated superior sensitivity and specificity to fixed panel in pre-operative ctDNA detection and post-operative MRD calling among relapsed patients

700

16

1







Therapy selection

NMPA approved NGS panels

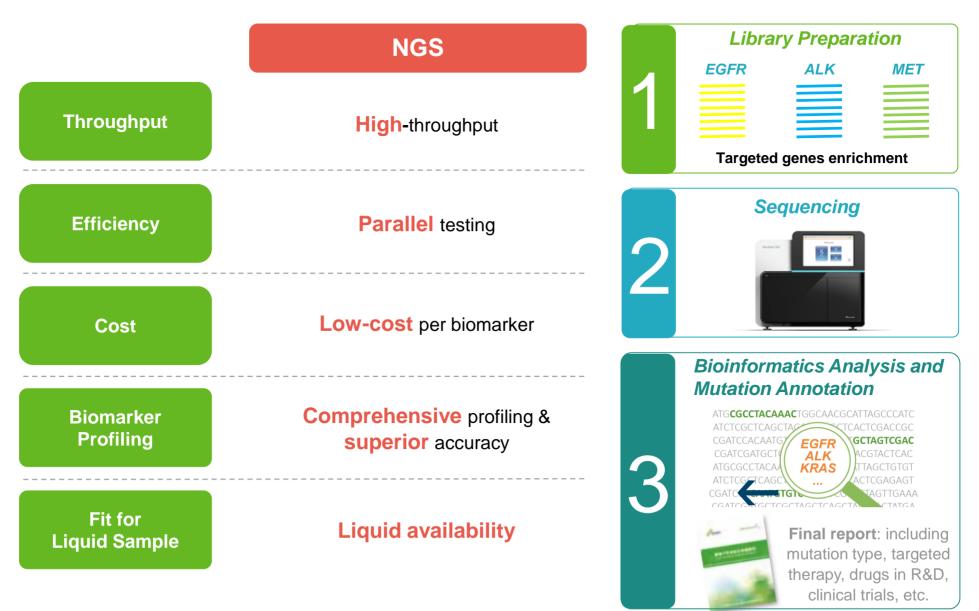
		First NMPA-approved kit	Second NMPA-approved kit
	此 成 在医学 Burning Rock Dx	EGFR, ALK, BRAF, KRAS Approved in Jul 2018 <u>First approved NGS kit in China</u>	EGFR, KRAS, MET, ERBB2, BRAF, PIK3CA, ALK, ROS1, RET Approved in Mar 2022
	Novogene 诺禾	EGFR, KRAS, BRAF, PIK3CA, ALK, ROS1 Approved in Aug 2018	
NMPA approved	Geneseeq 世和	EGFR, ALK, ROS1, BRAF, KRAS, ERBB2 Approved in Sep 2018	
testing kit by major NGS-	BGI 华大	EGFR, KRAS, ALK Approved in Aug 2019	
focused companies ¹	Gene+ 吉因加	EGFR, KRAS, ALK Approved in Dec 2019	
	Genetron 泛生子	EGFR, KRAS, BRAF, ERBB2, PIK3CA, ALK, ROS1, MET Approved in Feb 2020	
	Genecast 臻和	KRAS, NRAS, BRAF, PIK3CA Approved in Mar 2021	
	3DMed 思路迪		

Highlights on our second NMPAapproved kit

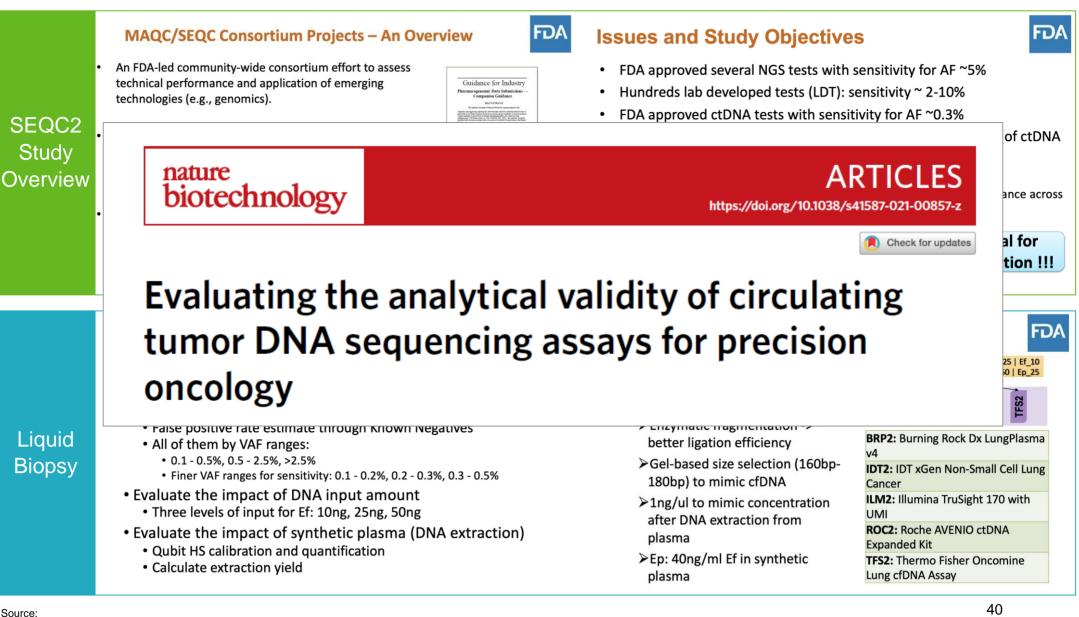
- Only 30ng DNA input required, applicable to small tissue samples
- First NMPA approved NGS kit with CNV² mutation type, with MET exon14 skipping

Notes:

¹ Major NGS-focused companies listed. The list is not exhaustive. A total of 13 kits have been approved by the NMPA as of the date of this presentation ² Copy number variation



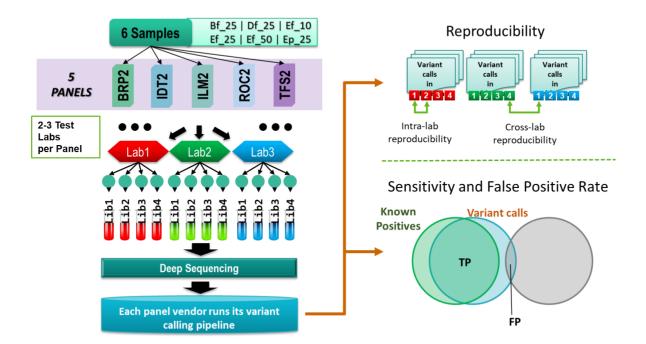
Leading liquid-biopsy product in China, with globally competitive performance Demonstrated in high-impact analytical validation study



Slides from "Establishing the analytical validity of circulating tumor DNA sequencing for precision oncology", 5th Annual Liquid Biopsy for Precision Oncology Summit, Feb 2021 Further information in Appendix 2

Participating assays and study design

			Sequencing	Target	Reportable	Coding		Negatives	
Name	Vendor	ctDNA assay	platform	genes	region (kb)	(kb)	CTR (kb)	(× 1,000)	Variants
ROC	Roche Sequencing Solutions	AVENIO ctDNA (Expanded Kit)	Illumina NextSeq	77	161.7	140.2	103.8	47.1	189
ILM	Illumina	TruSight Tumor 170 + UMI	Illumina NovaSeq	154	501.0	390.1	338.4	133.0	574
IDT	Integrated DNA	xGen Non-small Cell Lung Cancer	Illumina NovaSeq	24	110.1	93.2	76.5	39.3	130
BRP	Burning Rock Biotech	Lung Plasma v4	Illumina NovaSeq	168	226.9	148.5	125.1	53.4	229
TFS	Scientific	Oncomine Lung cfDNA assay	Ion Torrent S5 XL	11	1.9	1.6	1.3	0.8	5



Source:

"Evaluating the analytical validity of circulating tumor DNA sequencing assays for precision oncology", Nature Biotechnology, Apr 2021

Overall analytical accuracy and specificity

1.00 Precision Lbx-low: - ROC --- ILM - IDT BRP 0.97 0.00 1.00 Sensitivity

Analytical accuracy

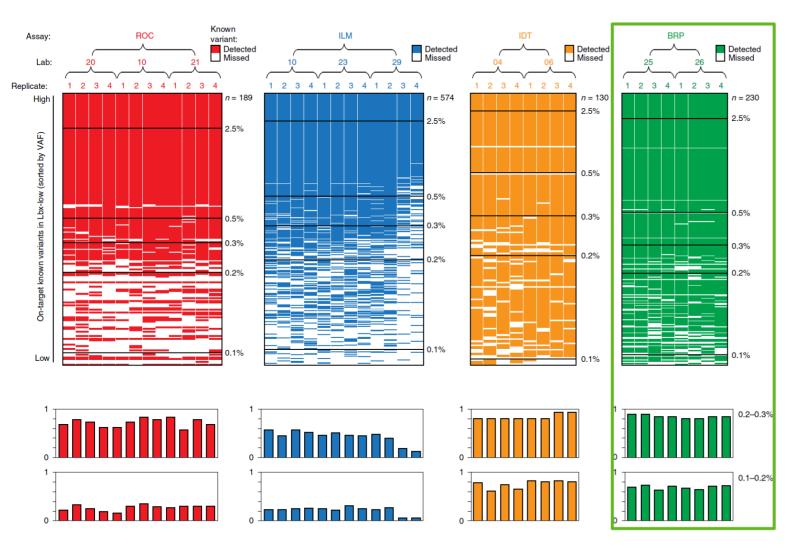
	Known negatives	FPs per replicate	VAF threshold				
Assay	(kb)	(mean [range])	>0%	> 0.1%	> 0.5%		
ROC	47.1	2.91 [1-6]	0.061	0.044	0.000		
ILM	133	5.25 [2-10]	0.039	0.039	0.008		
IDT	39.3	2.75 [0-6]	0.070	0.057	0.000		
BRP	53.4	1.65 [0-5]	0.030	0.007	0.000		

The analytical accuracy was measured by **Precision-Sensitivity** plot (25ng LBx-Low) The false positive rates were computed by FP/kb region. Once different VAF threshold increases, FP rates dropped further.

"To compare the accuracy of the participating ctDNA assays, we generated precision recall curves, ranking known variants and FPs according to their observed VAFs. For Lbx-low samples at 25ng input, BRP was the most accurate assay, with roughly equivalent sensitivity but superior precision to IDT (Fig. 4b and Supplementary Fig. 4c). "

FP-rate (FP / kb) at specified

Performance – Sensitivity



"The most sensitive assays (IDT and BRP) achieved sensitivity greater than 0.90 for variants with 0.3–0.5% VAF; however, no assays reached this mark for variants with 0.2–0.3% or 0.1– 0.2% VAF (Fig. 4a)."

"The performance characteristics of the assays evaluated here were broadly similar to what has been reported by several ctDNA sequencing providers (based on internal testing) that did not participate in this study. During validation of the Guardant360 CDx hybrid capture assay, variants were detected with high sensitivity (~94%) at VAF \geq 0.4%, declining to ~64% among variants with VAF ranging from 0.05% to 0.25%." FoundationACT showed ~99% sensitivity for SNVs with VAF > 0.5%, ~95% for 0.25%-0.5% VAF and ~70% for 0.125-0.25% VAF."

LBx-low (25 ng input) replicates in each participating assay in different expected VAF bin.

Source: "Evaluating the analytical validity of circulating tumor DNA sequencing assays for precision oncology", Nature Biotechnology, Apr 2021