



Blood Centers of America

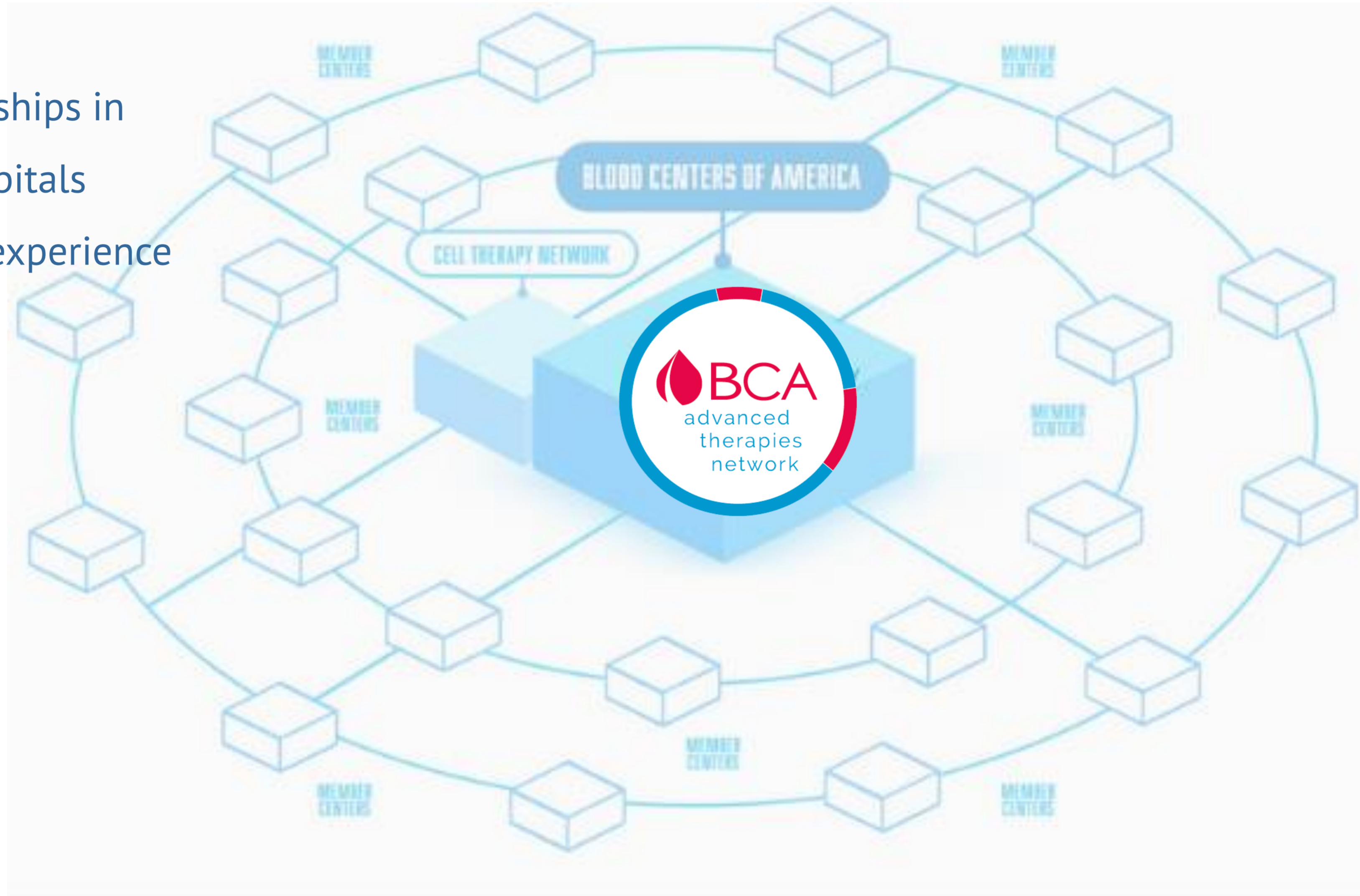


advanced
therapies
network



A footprint designed for **supply chain scale**

- Local, national footprint
- Existing bio-supply chain relationships in place with thousands of local hospitals
- Decades of biomaterial handling experience (collection, processing, testing)





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A footprint designed for **CGT supply chain scale**

BCA's independent blood centers manage the collection, processing and storage of biological materials to supply on-demand to thousands of local hospitals using closed and automated collection, processing, testing and storage systems compliant with FDA regulations, incorporating quality management systems and data controls, integrated with IRBs, often under IND or BLA for hospital treatment and products in clinical trial or commercial distribution.



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A footprint designed for **CGT** supply chain scale





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A footprint designed for **CGT supply chain scale**

BCA centers generate >\$3B in annual revenue
managing >50% of the country's supply of blood and blood components
supplied to thousands of local hospitals
from **500+ facilities**
operated by **>70 members centers**
in **43 states.**

All accessible through one portal with potential to be under one master services contract with centralized support services such as contract management, site-onboarding, billing, and other support services.



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A footprint designed for **CGT supply chain scale**

For advanced therapies, BCA sites annually perform >10,000 cell therapy (autologous & healthy donor) collections + >20,000 therapeutic apheresis procedures on nearly 400 Optia devices at over 60 locations.

In addition to blood centers, BCA represents 16 Immunohematology Reference Laboratory (IRL) testing facilities in 13 states.



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A footprint designed for **CGT supply chain scale**

BCA manages ~\$1B in transactions generated through purchasing/selling contracts which are negotiated and managed on behalf of its member network.



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A footprint designed for **CGT supply chain scale**

IBCs* are locally dispersed throughout the country to service the collection, processing, storage and supply of blood-based biomaterials for thousands of regional hospitals

No other single footprint exists in the U.S. with the experience, expertise, capability and hospital supply relationships available to advanced therapy customers through BCA



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A footprint designed for **CGT supply chain scale**

Independent Blood Centers are highly experienced with FDA regulatory compliance, quality management systems, and good manufacturing practices



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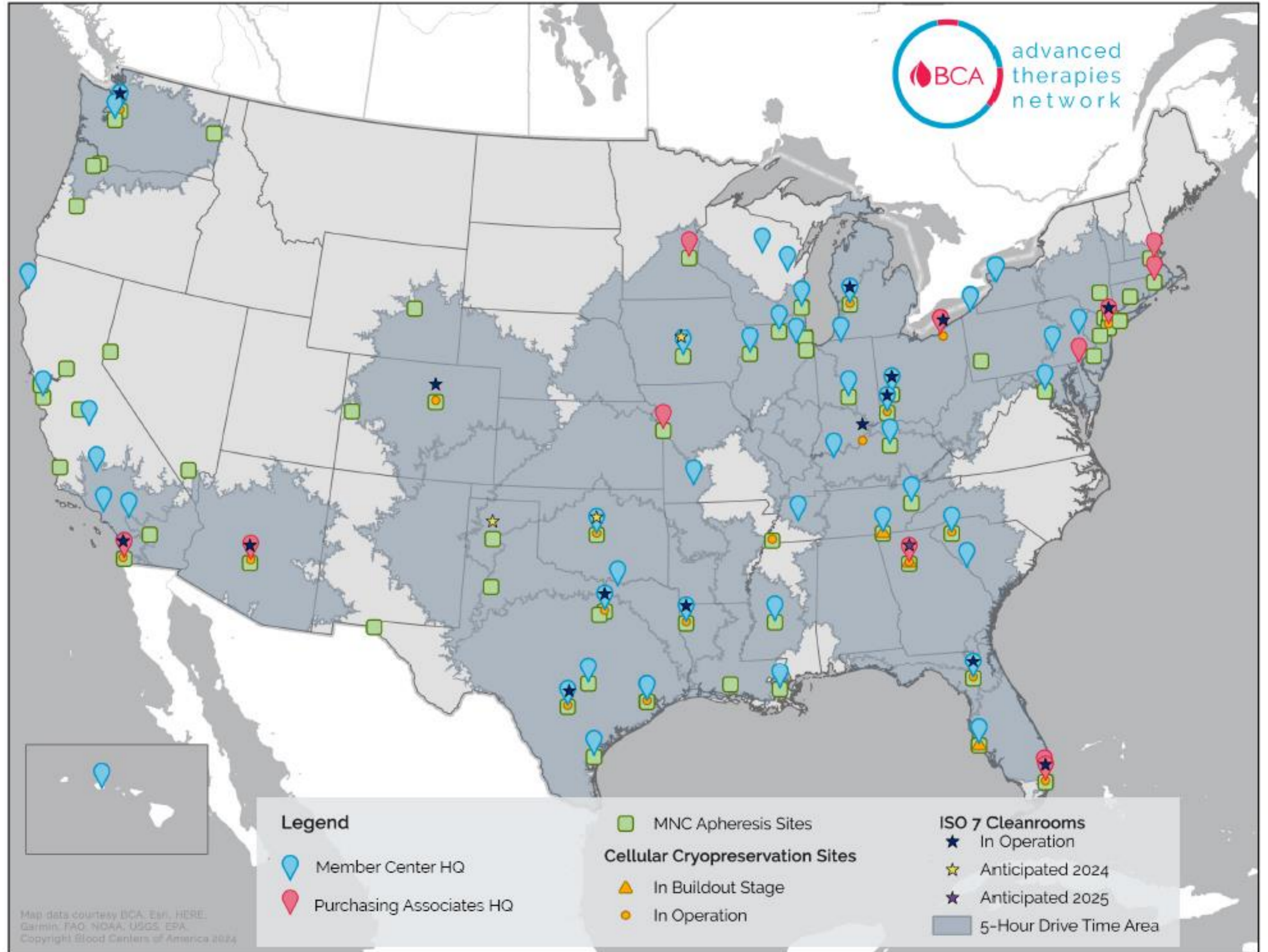
A footprint designed for **CGT supply chain scale**

IBCs* in the United States can be accessed through a single portal accustomed to customer service contracts:
Blood Centers of America

Alternative blood collection footprints do not have nearly the national reach BCA has for advanced therapy starting material collections.

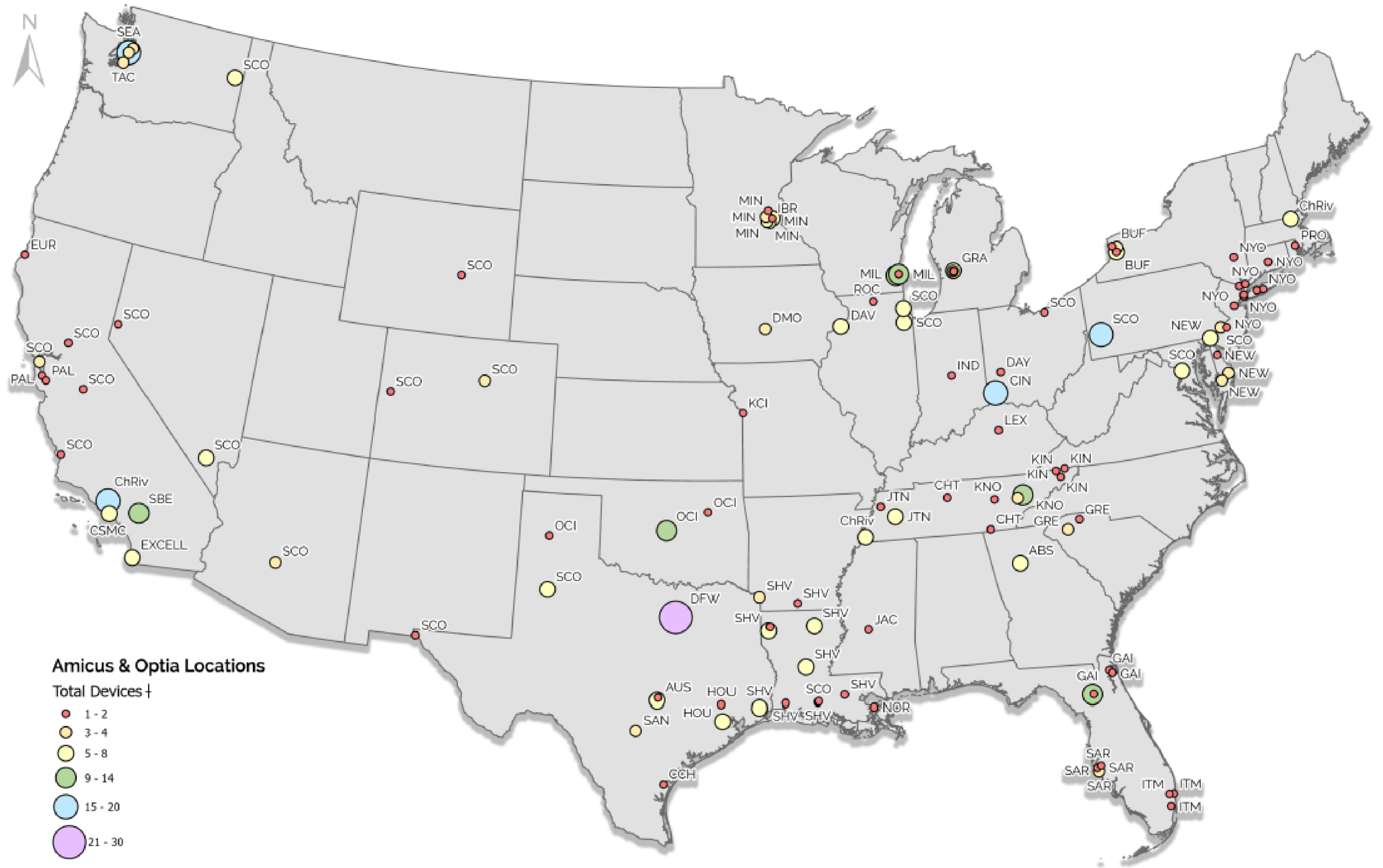


BCA Advanced Therapies Service Footprint





**BCA
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Service
Footprint**



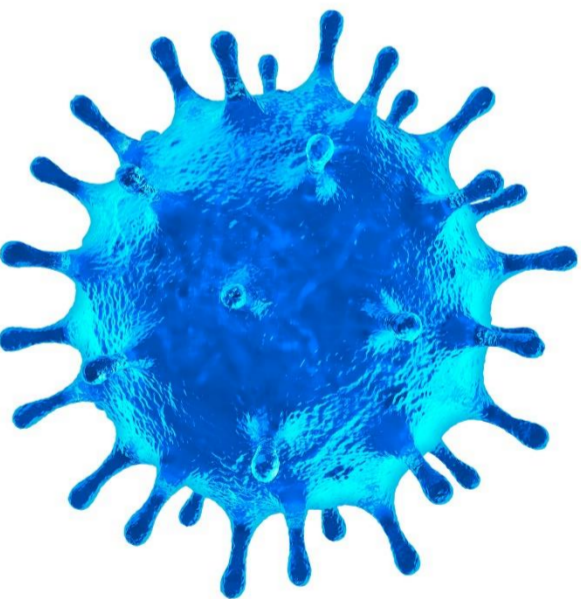
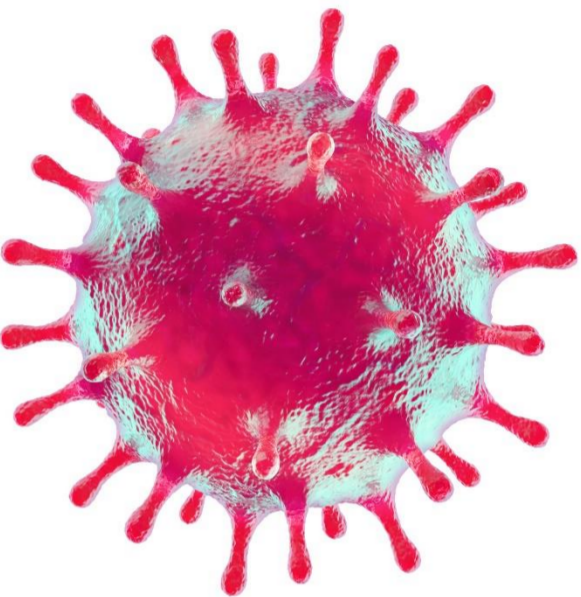
**BCA Advanced Therapies Network
Apheresis Footprint**

COVID-19 Response – A Case Study

Covid Convalescent Plasma CCP - BCA network collected & distributed over 75% of CCP in U.S.

- I. **Negotiation lead for 80+ collection centers on cost recovery rate for funding of approximately 670,000 doses collected under EAP/EUA ~ \$556,000,000 includes testing equipment and over 38,000 invoices**
 - During COVID-19 served as national operational center of collaboration, communication and coordination for all CCP collectors outside of ARC (American Red Cross)
 - Lead activities around: Obtaining IRB approval, supply chain management, resource sharing, invoicing/accounting, and data management of \$556M in BARDA/OTA Funding
 - Automated Reporting and Invoicing Process for 80+ independent collectors of CCP
 - Helped to strongly influence payment model so that it paid upon collection vs. distribution (alleviating the risk to the blood centers and helped to ensure blood centers did not have to negotiate hospital contracts)

- II. **Developed PPE Supply Chain to support collections in COVID-19 Pandemic:**
 - Helped industry collectors for all but ARC find sources for gloves, ear-loop masks, N95 masks, and other critical items for collecting in new environments
 - Supply chain bolstered to +100M in purchases giving leverage to distribution contracts for medical and lab consumables



BCA **Advanced Therapy** Network

Experts in quality and regulatory requirements. Accreditations and licensing include:

- FDA licensure*
- AABB accreditation
- FACT accreditation
- CLIA certification
- CAP accreditation

* Have also provided processing and/or starting material in compliance with EU & Japanese certification

Clients include:

- Cell therapy & Biotech companies
- Healthcare facilities
- Advanced therapy developers
- Pharmaceutical companies
- Diagnostic companies
- Life science research organization
- Academic institutions/universities
- Clinical labs



Bringing together a national network of donors, services and experts to support the development and delivery of cell therapies.

BCA Advanced Therapies Network -- Building on National Infrastructure

Services

donor recruitment
mobilization
donor collections
testing
transduction
storage
MNC collections


donor screening
patient collections
cell isolations
manufacturing
cryopreservation
distribution

Products*

leukopaks
isolated cells
manufactured cells
feeder cells
platelets
plasma
buffy coats
serum
birth tissue
umbilical cord blood

* RUO and clinical-grade; most can be provided fresh or frozen



Biologics	Medical/Science	Laboratory	Facilities/Equipment
<ul style="list-style-type: none"> A LRS Chambers A MNC Apheresis A Plasma A Platelets A Red Blood Cells A Residual Blood Samples M Buffy Coats M Custom Blood Samples M HPC Apheresis M Serum 	<ul style="list-style-type: none"> A Physicians M Medical Technologist M Registered Nurses S MS Scientist S Nurse Practitioners S PhD Scientists S Physician Assistants 	<ul style="list-style-type: none"> A GMP Collection M Blood Group Serology M RBP & PLT Crossmatch S GMP Manufacturing S Cell Isolations S Cryopreservation S Ficoll Separations S Flow Cytometry S Tissue Culture 	<ul style="list-style-type: none"> A 1-6°C Refrigerators A -20°C Freezers A Fleet Services A Temp + Humidity Monitors M -80°C Freezers M Exam Rooms M Blood Irradiators M LN₂ Vapor Storage S Clean Rooms (e.g., ISO-7) S Miltenyi CliniMACS
<ul style="list-style-type: none"> S Bone Marrow S Cord Blood S Umbilical Cord Tissue 	<ul style="list-style-type: none"> S Injections S Full H&P Exams S Eligibility/Suitability S Medical Monitor S Manage SAEs 	<p>Capabilities and Infrastructure</p> <p><i>A = All Sites</i> <i>M = Most Sites</i> <i>S = Some Sites</i></p>	<ul style="list-style-type: none"> S Research Labs S Terumo Quantum S Miltenyi CliniMACS S Miltenyi CliniMACS Prodigy <div style="text-align: right;">  <p>advanced therapies network</p> </div>

INDUSTRY PRESENCE



>90%

of the commercially sponsored, FDA-approved blood cell-based advanced therapies in the United States have been supported by one or more center of the BCA Advanced Therapies Network

cell therapy network

~40%

of the FDA-approved cord-blood transplant products belong to BCA Advanced Therapies Network cord blood banks



advanced therapies network

A NETWORK OF VALUE

The BCA Advanced Therapies Network represents tens of thousands of donors, thousands of technical experts, in hundreds of facilities across the US.

The network supports the development and delivery of advanced therapies with services related to cell, gene and tissue starting material, processing, testing, manufacturing, quality control, storage and supply.

Key Differentiators:

- The largest network of facilities in advanced therapies
- Unparalleled experience with bio-collections from donor and patients
- Scalable products & services for starting material, testing, processing manufacturing, storage and supply
- Centralized contract support
- National & local infrastructure available and scalable as needed

REACH



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SERVICES



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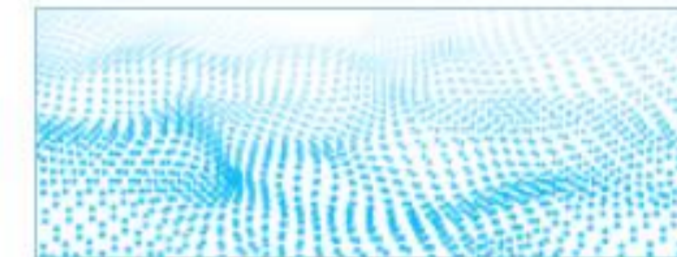
DONORS



Millions support research and drug development that saves lives.

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DIFFERENCE



Millions support research and drug development that saves lives.

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LEADERSHIP



A network dedicated to providing thought leadership and expertise.

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MENU



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