

April 22, 2024

GRAIL Product and Service Purchasing

In accordance with Section 4(g) of the Supply Agreement, Illumina discloses the following:

Product List

Catalogue Number	Product Description	U.S. List Price (USD) as of February 15, 2024*
20038897	NextSeq 2000 Sequencing System	335,000
20012850	NovaSeq 6000 Sequencing System	985,000
20084804	NovaSeq X Plus Sequencing System	1,250,000
20085594	NovaSeq X Series 10B Reagent Kit (300 Cycle)	9600
20104706	NovaSeq X Series 25B Reagent Kit (300 Cycle)	16,000
20040719	NovaSeq 6000 SP Reagent Kit v1.5 (200 cycles)	3166
20043130	NovaSeq XP 2-Lane Kit v1.5	343
20043131	NovaSeq XP 4-Lane Kit v1.5	690
20044417	NovaSeq 6000 S4 Reagent Kit v1.5 (35 cycles)	11,192
20028402	NovaSeq 6000 SP Reagent Kit v1.5 (500 cycles)	4835
20028401	NovaSeq 6000 SP Reagent Kit v1.5 (100 cycles)	2417
20028400	NovaSeq 6000 SP Reagent Kit v1.5 (300 cycles)	3454
20028319	NovaSeq 6000 S1 Reagent Kit v1.5 (100 cycles)	4431
20028318	NovaSeq 6000 S1 Reagent Kit v1.5 (200 cycles)	5583
20028317	NovaSeq 6000 S1 Reagent Kit v1.5 (300 cycles)	6043
20028316	NovaSeq 6000 S2 Reagent Kit v1.5 (100 cycles)	8346
20028315	NovaSeq 6000 S2 Reagent Kit v1.5 (200 cycles)	10362
20028314	NovaSeq 6000 S2 Reagent Kit v1.5 (300 cycles)	11,052
20028313	NovaSeq 6000 S4 Reagent Kit v1.5 (200 cycles)	14,879
20028312	NovaSeq 6000 S4 Reagent Kit v1.5 (300 cycles)	16,578
20040561	NextSeq 2000 P3 Reagents (300 Cycles)	6150
20046813	NextSeq 1000/2000 P2 Reagents (300 Cycles)	3628
20075294	NextSeq 1000/2000 P1 Reagents (600cycles)	1900

*Pricing subject to change

Product Pricing

The following table lists any applicable discounts off the then-current list price in the applicable country.

Table 1. Universal Consumables Discount Schedule:

Annual Sequencing Consumables Spend (in USD)	NovaSeq 6000 v1.5	NextSeq 1000/2000	NovaSeq X/X Plus (10B)	NovaSeq X/X Plus (25B)
\$0 – 500,000	0%	0%	0%	0%
\$500,001 – 999,999	0%	0%	0%	0%
\$1,000,000 – 4,999,999	0%	3%	0%	3%
\$5,000,000 – 9,999,999	3%	5%	3%	5%
\$10,000,000 – 14,999,999	5%	7%	5%	5%
\$15,000,000 - \$19,999,999	5%	7%	5%	7%
\$20,000,000 – 29,999,999	10%	10%	10%	7%
\$30,000,000 – 39,999,999	13%	13%	13%	10%
\$40,000,000 – 49,999,999	15%	15%	15%	10%
\$50,000,000 – \$74,999,999	17%	15%	17%	12%
\$75,000,000 – \$99,999,999	20%	15%	20%	12%
≥ \$100,000,000	22%	15%	22%	12%

“Annual Sequencing Consumables Spend” equals the total of all amounts invoiced (excluding amounts paid for taxes and shipping, insurance, customs, and other transportation costs) by Illumina to GRAIL and its Affiliates for the purchase of Sequencing Consumables on a country-specific basis (i.e., shipments to multiple countries may not be aggregated) during a given Contract Year during the Term.

“Certain Supplied Product(s)” means Illumina’s NextSeq, NextSeqDx and NovaSeq instruments, and any future sequencing instruments launched by Illumina or its Affiliates, or Sequencing Consumables, that are purchased by GRAIL for use pursuant to the Agreement. Certain Supplied Products do not include products that were at the “end of life” or “end of sale” or were announced (before January 1, 2021) to customers as a planned “end of life” or “end of sale”.

“Contract Year” means the period from February 15 of a given calendar year during the Term through and including February 14 of the immediately following calendar year during the Term.

“Sequencing Consumables” means those consumables intended by Illumina to be used to perform a sequencing process on Illumina’s NextSeq, NextSeqDx and NovaSeq instruments and any future sequencing hardware launched by Illumina or its Affiliates and includes core consumables that are (i) commercialized or otherwise made available by Illumina to customers or Affiliates of Illumina and (ii) intended by Illumina to be used to perform a sequencing process on any such system. Sequencing Consumables do not include products that were at the “end of life” or “end of sale” or were announced (before January 1, 2021) to customers as a planned “end of life” or “end of sale”.

The following table lists any applicable discounts off the then-current list price in the applicable country.

Table 2: Universal Hardware Discount Schedule:

Tier	Instrument Credits	Discount off NextSeq 500/550 (including Dx)/1000/2000 Instrument	Discount off NovaSeq 6000 Instrument	Discount off NovaSeq X Plus Instrument
1	1-30	5%	5%	5%
2	31-50	10%	10%	10%
3	51-100	13%	13%	13%
4	101-200	15%	15%	15%
5	201-299	17%	17%	17%
6	300-600	20%	20%	20%
7	601-899	20%	22%	22%
8	≥900	20%	24%	24%

Table 3: Allocation of Instrument Credits:

Installed Instrument	Instrument Credits
NovaSeq X Plus	13
NovaSeq 6000	10
NextSeq 500/550 (including Dx)/1000/2000	3
MiSeq (including Dx)	1

For each Installed Instrument, GRAIL shall be entitled to a specific number of Instrument Credits as set forth in Table 3 on a country-specific basis (i.e., Installed Instruments in multiple countries may not be aggregated).

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“**Installed Instrument**” means a Certain Supplied Product that is a sequencing instrument covered under an active service contract with Illumina and is installed in GRAIL’s or its Affiliates’ facility in a particular country.

Table 4. Universal Service Contract Discount Schedule:

Tier	Instrument Credits	Service Contract Discount
1	1	0%
2	2 – 4	5%
3	5 – 10	8%
4	11 – 30	10%
5	31 – 50	12%
6	51 – 75	25%
7	76 - 99	17%
8	100 – 200	20%
9	≥ 201	22%

Table 4 provides the discount schedule for listed service contracts based on the number of Instrument Credits as set forth in Table 3.

Product and Support Services List and Pricing

Catalogue Number	Service Description	U.S. List Price (USD) as of February 15, 2024*
20086750	NovaSeq X Plus Parts Only Support Plan (POSP): Includes full coverage for replacement parts. On-site Service labor not included. Includes comprehensive 5x24 e-mail support and 5x18 telephone support.	82,000
20020011	NovaSeq 6000 Gold Support Plan: Includes full coverage for parts, labor and travel; Reagent replacement upon HW failures; 1 PM w/ 1 OQ; OQ upon major repair; Remote Technical Support 24/5; next business day onsite response target*; control SW and HW updates; on-site applications support; discounts on advanced training; remote monitoring available. This plan is our premium offering designed to maximize performance and uptime.	18,7163
15013865	Illumina Product Care Dedicated On-Site FSE + Local FAS Plan: Includes 1 full-time onsite FSE per location with immediate response; Local FAS support; 1 annual PM (HiSeqX and NovaSeq: 2 annual PM’s); Reagent replacement upon HW failure; Normal business hours; HW/SW updates; Remote Tech Support; Requires Parts-Only Plan for all covered instruments per site; Initial 2 year min term; 3 month lead-time upon PO receipt. Most cost-effective plan for large production sites.	48,7080
20019942	NovaSeq 6000 Parts Only Support Plan: Includes full coverage for replacement parts. On-site Service labor not included. Includes comprehensive 5x24 e-mail support and 5x18 telephone support.	74,378
20040665	NextSeq 2000 Parts Only Support Plan: Includes full coverage for replacement parts. On-site Service labor not included. Includes comprehensive 5x24 e-mail support and 5x18 telephone support.	22,250
20040670	NextSeq 2000 Installation and Operational Qualification.	18,265

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	Includes documented verification that instrument is installed according to our specifications and safety regulations.	
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