Iovance Biotherapeutics Testimony to Senate Majority Policy Committee
April 11, 2024

Good afternoon, Senators, and thank you for the opportunity to share my thoughts with you today on this critical topic. My name is Anne Brooks, and I am the Senior Vice President of U.S. Commercial at Iovance Biotherapeutics.

Iovance Biotherapeutics aims to be the global leader in innovating, developing, and delivering novel cell therapies for people with cancer. On February 16, the Food and Drug Administration (FDA) approved AMTAGVI (lifileucel) suspension for intravenous infusion. AMTAGVI is a tumor-derived autologous T cell immunotherapy indicated for the treatment of adult patients with unresectable or metastatic melanoma previously treated with a PD-1 blocking antibody, and if BRAF V600 mutation positive, a BRAF inhibitor with or without a MEK inhibitor.

Cancer is among the leading causes of death worldwide.[1] In 2024 alone, it is estimated that there will be over 8,000 U.S. patient deaths due to melanoma.[2] Our technology seeks to utilize a patient's own immune cells to deliver a personalized approach to fighting cancer. When cancer is detected, the immune system creates cells called tumor infiltrating lymphocytes, or TIL, to locate, attack, and destroy cancer cells in the body. If cancer prevails, TIL are unable to perform their intended function. That's where we come in. At our Iovance Cell Therapy Center (iCTC) in the Navy Yard in Philadelphia, our employees manufacture novel cancer cell therapies from a process that rejuvenates and multiplies a patient's tumor infiltrating lymphocyte (TIL) cells so they can be returned to the patient to fight cancer.

We are strategically located in Philadelphia – a leading area in the development of cell and gene therapies and the home of leading academic institutions active in research. Greater Philadelphia's support for workforce training and development will be essential to allowing the region to capture future growth in cell and gene therapy versus competing areas.

Since breaking ground at the iCTC in 2019, Iovance has expanded from less than 15 employees in Philadelphia to more than 200 in the completed facility today. We currently supply TIL therapies for patients in clinical trials, and within days of receiving FDA approval, we began manufacturing our first commercial product. We expect significant growth to continue as we expand our manufacturing capacity and staffing to maintain commercial demand of our first in class cell therapy in the U.S. and as we serve additional geographies, types of cancer, and next generation therapies.

Iovance employs a diverse workforce that resembles the Greater Philadelphia community. A variety of backgrounds, as well as a broad range of academic experiences, are represented across the organization including manufacturing technicians, scientists, and management professionals. We also collaborate with local academic institutions to train and develop the next generation of talent. Our relationship with the Community College of Philadelphia (CCP), for example, assists in preparing CCP students for roles in the biopharmaceutical industry in Philadelphia. A group of CCP students recently toured our facilities and participated in an interactive Q&A session to find out more about our qualifications for hiring.

We have also partnered on a skills initiative with Wistar, the West Philadelphia Skills Initiative (WPSI), the Chamber of Commerce, and PIDC for the Biomedical Technician Training Program. Philadelphians

[1] https://www.cancer.gov/about-cancer/understanding/statistics
[2] American Cancer Society. Key Statistics for Melanoma Skin Cancer.

with at least a high school equivalency are eligible to participate in class- and lab-based training followed by a 12-week externship at Iovance. Participants who successfully complete the program are considered for employment at Iovance as associated aseptic manufacturing technicians. We hired 10 program graduates from the inaugural cohort last year and a second class of participants graduated from the program on March 22. We hope our collaborations with local schools and organizations will serve as a model to build deep, diverse life sciences talent pipelines across Greater Philadelphia and beyond.

We are constantly evaluating the right locations to grow our business and have explored expansions across the U.S. (e.g., Atlanta, Dallas) as well as globally (e.g., Amsterdam, Zurich, etc.). We chose to make Philadelphia our manufacturing hub. We encourage the city and the state to advance policies that incentivize new and existing biotech development in the region to cement Pennsylvania's position as a leading hub for cell and gene therapy. For example, we urge the state to review its policy on net operating loss (NOL) caps. NOL deductions have helped to reward biotech innovators and spur further investment in R&D, particularly in biotech hubs without caps such as California and Massachusetts. Pennsylvania is one of only two states that cap NOL deductions below the federal limit of 80 percent. In order to attract more startup biotech companies who often spend years with net operating losses while investing in R&D for complex therapies, Pennsylvania should consider removing the cap on NOL deductions. We also encourage the state to expand the existing Keystone Opportunity Zone (KOZ) program to more parcels and extend the duration of those abatements to take into consideration relevant factors for the site operator for when it is "in use" - for biotech, that would include regulatory delays at the federal level.

We'd be happy to be a resource to the Committee as it continues these discussions and evaluates ways the state can promote growth in the biotech industry.