

1 **Title:** Divergent cancer etiologies drive distinct B cell signatures and tertiary lymphoid

2 structures

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25

26 **Abstract**

27 **Current immunotherapy paradigms aim to reinvigorate CD8<sup>+</sup> T cells, but the contribution**  
28 **of humoral immunity to antitumor immunity remains understudied<sup>1,2</sup>. Head and neck**  
29 **squamous cell carcinoma (HNSCC) is caused by either human papillomavirus (HPV<sup>+</sup>) or**  
30 **environmental carcinogens (i.e. tobacco and alcohol; HPV<sup>-</sup>)<sup>3,4</sup>. Here, we demonstrate that**  
31 **HPV<sup>+</sup> HNSCC patients have transcriptional signatures of germinal center (GC) tumor**  
32 **infiltrating B cells (TIL-Bs) and spatial organization of immune cells consistent with GC-**  
33 **like tertiary lymphoid structures (TLS), both of which correlate with favorable outcomes in**  
34 **HNSCC patients. Further, our single-cell RNAseq data also indicate that GC TIL-Bs are**  
35 **characterized by distinct waves of gene expression consistent with dark zone, light zone**  
36 **and a transitional state of GC B cells. High-dimensional spectral flow cytometry permitted**  
37 **in depth characterization of activated, memory and GC TIL-Bs. Further, single cell RNAseq**  
38 **analysis and subsequent protein validation identified a role for semaphorin 4a (Sema4a)**  
39 **in the differentiation of GC TIL-Bs and indicated that expression of Sema4a was enhanced**  
40 **on GC TIL-Bs and within GC-like TLS in the TME. Thus, in contrast to some reports on the**  
41 **detrimental role of TIL-Bs in human tumors, our findings suggest that TIL-Bs play an**  
42 **instrumental role in antitumor immunity<sup>5,6</sup>. Novel therapeutics to enhance TIL-B responses**  
43 **in HNSCC should be prioritized as a compliment to current T-cell mediated**  
44 **immunotherapies.**

45

## 46 **Introduction**

47 Immunotherapy targeting the programmed cell death protein 1 (PD1) pathway is approved  
48 by the Food and Drug Administration for treatment of several metastatic or unresectable cancers  
49 including head and neck squamous cell carcinoma (HNSCC), but only ~20% achieve a clinical  
50 benefit, highlighting the need for new therapeutic targets<sup>1,7</sup>. Tumor infiltrating B cells (TIL-B)  
51 represent a possible new target to compliment T cell-based immunotherapies, as they are  
52 frequent in many human tumors and positively correlate with favorable patient outcomes<sup>8-</sup>  
53 <sup>11</sup>. Specifically, increased presence of TIL-B has been reported in cancers caused by  
54 environmental exposure to carcinogens (i.e., tobacco, alcohol, UV exposure) such as lung cancer  
55 and melanoma as well as cancers caused by viral infection such as hepatocellular carcinoma  
56 (HCC) and Merkel cell carcinoma (MCC)<sup>10,12-15</sup>. HNSCC offers a unique avenue to study TIL-Bs  
57 in the tumor microenvironment (TME) as HNSCC cancer can be caused by both exposure to  
58 environmental carcinogens or infection with high-risk human papillomavirus (HPV)<sup>3</sup>. Patients with  
59 HPV+ HNSCC have historically had better outcomes compared to HPV- patients<sup>16,17</sup>. While the  
60 mechanisms underlying this difference in outcomes remains unknown, TIL-B are more frequent  
61 in HPV+ versus HPV- HNSCC<sup>9,18,19</sup>. Understanding B cell phenotypes and the spatial  
62 organization of immune populations in the TME of patients in both virally and carcinogen induce  
63 cancers will provide critical insight into ways in which TIL-Bs can be leveraged to enhance  
64 antitumor immunity.

65 Tertiary lymphoid structures (TLS) are immune aggregates with varying degrees of  
66 organization that form outside of secondary lymphoid organs (SLOs) in response to chronic  
67 inflammation or infection<sup>20,21</sup>. TLS are characterized by organization patterns similar to SLOs with  
68 defined T cell zones, B cell rich follicles and mature dendritic cells (DCs)<sup>22,23</sup>. TLS have been  
69 shown to also correlate with increased patient survival in many human tumors<sup>24,25</sup>. Recent studies  
70 have demonstrated that the presence of B cells and TLS in melanoma, renal cell carcinoma,  
71 sarcoma, and HNSCC are associated with better responses to immune checkpoint blockade

72 (ICB)<sup>10,11,26,27</sup>. However, TLS are quite heterogeneous structures<sup>28</sup>, and the composition of TIL-Bs  
73 within these structures has not been fully elucidated. Characterization of TLS in the TME,  
74 including their composition, spatial organization, maturity, and phenotypes of immune cells  
75 involved would provide critical insight into the roles these structures play in antitumor immunity.  
76 Additionally, understanding the factors that drive formation of TLS within the TME would permit  
77 the identification of therapeutic avenues to foster an influx of TIL-Bs into the proper spatial  
78 organization.

79 One feature associated with mature TLS is the formation and presence of germinal centers  
80 (GCs)<sup>29</sup>. GCs are typically found in SLOs and are responsible for producing affinity matured and  
81 class switched B cells that effectively recognize their cognate antigen, leading to memory B cells  
82 and durable humoral immunity. In humans, GC B cells are commonly identified as CD38<sup>+</sup> IgD<sup>-</sup>  
83 and transcription factor Bcl6<sup>+</sup>. GC B cells can be further divided into centroblasts (dark zone; DZ)  
84 and centrocytes (light zone; LZ) through expression of CXCR4 and CD86. In addition, recent  
85 studies have indicated Semaphorin 4A (Sema4a) expression on human GC B cells in SLOs<sup>30</sup>.  
86 However, Sema4a expression on GC TIL-B has not been previously reported in human cancer.  
87 Ultimately, GCs within TLS in the TME are indicative of maximal engagement of the humoral arm  
88 of the immune system in antitumor immune responses. In support of this, GC-like TIL-Bs were  
89 found to be increased in melanoma patients who responded to ICB<sup>10</sup>. Understanding the features  
90 that drive TIL-Bs toward a GC phenotype and contribute to the development and maintenance of  
91 GC-like TLS in the TME would provide a path to enhancing antitumor immunity in patients.

92 Given the recent appreciation for TIL-Bs in the TME, we hypothesized that GC TIL-B and  
93 GC-like TLS would drive a favorable survival signature in patients with HNSCC. To address this  
94 hypothesis, we transcriptionally dissected the states of B cells in the peripheral blood (PBL) and  
95 tumors of HNSCC patients by performing scRNAseq analyses, characterized subpopulations of  
96 B cells by high-dimensional spectral flow cytometry, and assessed the spatial localization of TIL-  
97 Bs and presence of TLS in the TME using immunohistochemistry and immunofluorescence.

98 Overall, this study demonstrates the importance of TIL-B transcriptional signatures, phenotypes  
99 and spatial patterning within the TME of patients with HNSCC, suggesting that this understudied  
100 lineage contributes to outcome and could be clinically targeted to increase antitumor immunity.

## 101 **Results**

102 We first analyzed scRNAseq data generated from sorted CD45+ cells (i.e. all immune cells) from  
103 a total of 63 samples, including paired PBL and TIL from 18 patients with HPV– HNSCC and 9  
104 patients with HPV+ HNSCC (**Extended Table 1, Cohort 1**). We first developed and validated a  
105 two-step approach to robustly identify B cells and CD4+ T<sub>conv</sub> (**Extended Figures 1 and 2**;  
106 **Methods**). We then bioinformatically isolated B and CD4+ T<sub>conv</sub> and performed Louvian clustering  
107 (**Methods**) to reveal a total of 21 clusters (**Figure 1a**). Next, we visualized the association between  
108 sample type and transcriptional signatures by interrogating the FtSNE embedding of cells from  
109 each sample type (**Figure 1b**; **Methods**)<sup>31</sup>. Differential localization in the FtSNE revealed distinct  
110 transcriptional profiles associated with each sample type (**Figure 1b**), and association between  
111 clusters and sample types (**Figure 1c**). Based on our cell type classifications (**Extended Figure**  
112 **2**), clusters 11 through 21 were B cells (**Figure 1d**), while clusters 1 through 10 were CD4+ T<sub>conv</sub>  
113 cells (**Figure 1e**). To ascertain the role of B cells in each cluster, we filtered gene sets from the  
114 Molecular Signatures Data Base Immunologic Signatures (C7) to eight gene sets associated with  
115 canonical B cell function. This gene set enrichment analysis revealed B cell clusters associated  
116 with naïve (clusters 11, 15, 16), switched memory (clusters 12, 13, 14, 19), GC B cells (cluster 17  
117 and 18) and plasma cells (clusters 20 and 21) (**Figure 1f**). We observed statistically significant  
118 enrichment of GC TIL-Bs and plasma cells in the TME (**Extended Figure 3a**). Interestingly, GC  
119 TIL-Bs and GC B cells from healthy tonsils were overlapping, suggesting that there is little  
120 difference between GC signatures despite being within the TME versus SLOs. We also  
121 investigated CD4+ T<sub>conv</sub> and identified a cluster that was strongly associated with a TFH cell  
122 signature (i.e. high frequency and magnitude of *CXCR5*, *PDCD1*, *ICOS*, *CXCL13* expression;

123 **Figure 1g**). These data ultimately revealed increased GC TIL-Bs in HPV+ patients and increased  
124 plasma cells in HPV- patients. Further, a TFH signature was more pronounced in HPV+ disease.

125 To assess whether B cell signatures were clinically significant, we utilized bulk mRNAseq  
126 expression data available through The Cancer Genome Atlas (TCGA; Methods). Briefly, we  
127 scored each patient for enrichment of B cell signatures derived from our data, then determined if  
128 these gene signatures were associated with progression free survival (PFS). Overall, high B cell  
129 infiltrate, high enrichment for GC B cells, and high enrichment for memory B cells were positively  
130 associated with longer PFS (HR from 0.35 to 0.46; p from 0.003 to 0.062; **Figure 1h**). Conversely,  
131 a high frequency of plasma cells trended toward shorter PFS (HR=2.0,  $p=0.15$ ; **Figure 1h**). We  
132 also found that enrichment scores for GC B cells from the light zone (LZ) were strongly correlated  
133 with those for TFH cells ( $\rho=0.59$ ,  $p<0.0001$ ; **Extended Figure 3b**). Taken together, these data  
134 suggest that TIL-Bs in the HPV+ TME are productively activated and receive CD4+ T cell help  
135 (TFH).

136 Given the differences in transcriptional profiles between TIL-Bs from HPV+ and HPV-  
137 HNSCC, we performed bulk B cell receptor (BCR) sequencing via Adaptive (**Extended Figure 4**;  
138 Methods). This analysis revealed no differences in measures of clonality or V-, D-, or J-gene  
139 usage between BCRs from HPV- and HPV+ HNSCC, suggesting that TIL-Bs may recognize  
140 tumor antigens in both types of HNSCC, but only receive adequate signals to support organization  
141 into GC for maximal humoral immunity in HPV+ HNSCC.

142 As transcriptional analysis revealed differential enrichment of TIL-Bs in HPV+ and HPV-  
143 HNSCC, we developed a spectral cytometry panel (Methods) to validate our findings at the protein  
144 level and to determine if there were any additional alterations in TIL-B subpopulations in HNSCC.  
145 We first quantified frequencies of TIL-Bs versus plasma cells in HNSCC primary tumors  
146 (Extended Table 2, Cohort 2), which revealed a significant increase in CD19+CD20+ TIL-Bs  
147 compared to plasma cells in the TME (**Extended Figure 5a-b**). Next, we utilized our spectral  
148 cytometry panel to perform unsupervised clustering of B cells on two offsets of HNSCC patients

149 **(Cohort 2)**. In the first set of patients within cohort 2, we identified five B cell clusters: naïve B  
150 cells (CD38-IgD<sup>+</sup> CD27<sup>-</sup>), switched memory B cells (CD38-IgD<sup>-</sup> CD27<sup>+</sup>), GC B cells (CD38-IgD<sup>-</sup>  
151 SEMA4a<sup>+</sup>), activated pre-GC B cells (CD38-IgD<sup>+</sup>), and antibody secreting cells (CD38<sup>hi</sup>) (**Figure**  
152 **2a, Extended Table 2, Cohort 2**). Consistent with the first set of patients, we identified similar B  
153 cell clusters in the second set of patients within cohort 2 but with an additional cluster of atypical  
154 memory B cell (atMBCs) (**Extended Figure 6a**). The frequency of atMBCs is highly variable in  
155 HNSCC patients, which may explain the prevalence of this population in one set of patients in  
156 cohort 2. In our first spectral cytometry analysis, TIL-Bs were predominantly associated with HPV<sup>+</sup>  
157 HNSCC TIL, while activated pre-GC were found in HPV<sup>-</sup> HNSCC TIL (**Figure 2a**). B cells from  
158 HNSCC PBL were predominantly naïve, switched memory or activated pre-GC (**Figure 2a,**  
159 **Extended Figure 6a-c**). In the second analysis, HNSCC TIL-B were mostly switched and atMBC,  
160 with some GC B cells suggesting that these patients are HPV<sup>-</sup>. (**Extended Figure 7a**). Despite  
161 the key differences we observed in this initial analysis, we wanted to quantify the frequency of  
162 these populations in additional HNSCC patients. Thus, we used traditional flow cytometry gating  
163 on cohort 2 to quantify the B cell subsets observed in the unsupervised clustering (**Extended**  
164 **Figure 7a**). This revealed that GC TIL-Bs were significantly increased in HPV<sup>+</sup> HNSCC (**Figure**  
165 **2b**), and that plasma cells trended towards being more frequent in HPV<sup>-</sup> HNSCC. Because our  
166 transcriptional analysis of CD4<sup>+</sup> T cells in HNSCC tumors revealed an increased T follicular helper  
167 (TFH) cell signature in HPV<sup>+</sup> HNSCC, we sought to interrogate the frequencies of CD4<sup>+</sup> T<sub>conv</sub>  
168 lineages (i.e. TFH, TH1, regulatory TFH, T<sub>reg</sub>) present in HNSCC patients. We observed a trend  
169 towards increased TFH frequencies in HPV<sup>+</sup> HNSCC compared to HPV<sup>-</sup> tumors (**Figure 2c**), but  
170 TH1 cells were not significantly different. Regulatory TFH (CXCR5<sup>+</sup> Foxp3<sup>+</sup>) were increased in  
171 tonsils but not significantly different between HPV<sup>+</sup> and HPV<sup>-</sup> tumors (**Figure 2c**). T<sub>reg</sub> were  
172 significantly increased in HPV<sup>-</sup> HNSCC patients compared to tonsil, and CD8<sup>+</sup> T cell frequencies  
173 were similar (**Figure 2c**).

174           Although frequencies of cells quantified by flow cytometry are informative, evaluating  
175           spatial localization of cells *in situ* within the TME is an orthogonal approach that contextualizes  
176           the TME in which immune cells are located. We utilized a separate cohort (**Extended Table 3,**  
177           **Cohort 3**) with significant patient follow up for these locational studies. We first used single-plex  
178           immunohistochemistry (IHC) to evaluate the number and location of TIL-Bs within different areas  
179           of the oropharynx. We observed that B cells predominantly infiltrated TLS regardless of HPV  
180           status and that TLS formation was dictated by HPV status regardless of tissue sites i.e. tonsil vs.  
181           tongue (**Figure 2d-f**). Next, we evaluated frequencies of TLS in the tumor versus outside the  
182           tumor in HPV<sup>-</sup> and HPV<sup>+</sup> HNSCC (**Figure 2g**). HPV<sup>+</sup> tumors had a higher frequency of TLS  
183           within the tumor, and the number of CD4<sup>+</sup> T cells and TIL-Bs in TLS were strongly correlated  
184           (**Figure 2h**). Finally, we found a higher frequency of CXCR5<sup>+</sup> immune cells (consistent with a TFH  
185           CD4<sup>+</sup> T<sub>conv</sub> infiltrate) in HPV<sup>+</sup> TIL versus HPV<sup>-</sup> TIL (**Figure 2i**), confirming that TLS likely foster  
186           GC reactions in the TME. Taken together, these flow cytometric and spatial data confirm that GC  
187           B cells and CD4<sup>+</sup> TFH are present within TLS and are more frequently found in HPV<sup>+</sup> HNSCC.

188           To better understand differences between TIL-B in HPV<sup>-</sup> versus HPV<sup>+</sup> HNSCC, we next  
189           utilized our scRNAseq data to interrogate expression of ligands and receptors in the TME (**Cohort**  
190           **1**). We found several ligands in the TME associated with each type of HNSCC (**Figure 3a**) and  
191           visualized the top 10 in each type of HNSCC (**Figure 3b-c**). Interestingly, we found that *SEMA4A*  
192           was a ligand that was enriched for HPV<sup>+</sup> HNSCC and was largely restricted to GC B cell clusters  
193           (i.e. clusters 17 and 18, relative to other clusters). We performed a similar analysis with receptors,  
194           and found several receptors associated with GC B cells in HPV<sup>+</sup> TIL (e.g. *CD40* and *CXCR4*),  
195           and others associated with plasma cells in HPV<sup>-</sup> TIL (e.g. *CD63* and *LY96*) (**Figure 3d-f**). We  
196           next used pseudotemporal modeling to better elucidate the dynamics of gene expression as cells  
197           progress from naïve B cells to GC B cells. These analyses are important not only to trace  
198           differentiation to GC B cells, but also organization of B cells into TLS, as naïve B cells must be  
199           pulled into a GC reaction to create a functional GC. Further, these analyses are supported by our



200 scRNAseq and spectral cytometry as naïve B cells were the second B cell subset upregulated in  
201 HPV+ patients (**Figure 1c and 2a**). Briefly, pseudotemporal modeling can be used to reconstruct  
202 differentiation trajectories from scRNAseq data based on smooth changes in gene expression  
203 that take place across cells as they transition from one state to the next. We found a trajectory  
204 from naïve to GC B cells (**Figure 3g**), which allowed us to infer a pseudotime ordering of B cells  
205 for interrogation of the dynamics of gene expression from naïve to GC B cells. Interestingly, this  
206 analysis revealed that *SEMA4A* is associated with transition from naïve to GC B cells and shares  
207 similar dynamics of expression with *CD38* (**Figure 3h**). Conversely, *SELL* (gene for CD62L) and  
208 *FTL* have the opposite dynamics and are downregulated during transition from naïve to GC B  
209 cells (**Figure 3h**). Taken together, this analysis revealed that *SEMA4A* expression is enriched in  
210 GC TIL-Bs, and the temporal expression of *SEMA4A* is associated with differentiation into tissue  
211 resident, GC TIL-Bs.

212 With the finding that expression of *SEMA4A* on TIL-B in HNSCC patients was tightly  
213 restricted to GC B cells, we next sought to interrogate whether Sema4a has a similar expression  
214 pattern at the protein level on TIL-B (**Cohort 2**). Indeed, Sema4a was co-expressed with CD38  
215 as in the transcriptomic data (**Figure 4a**). Further, we found that Sema4a mean fluorescence  
216 intensity (MFI) and frequency was significantly increased on GC and elevated on activated pre-  
217 GC TIL-Bs compared to GC and activated pre-GC B cells in healthy donor tonsil via our high  
218 dimensional flow cytometric data (**Figure 4a-b and Extended Figure 6b**). In addition, Sema4a  
219 MFI and frequency was significantly increased on GC TIL-Bs compared to memory or naïve TIL-  
220 Bs in HNSCC tumors (**Figure 4b**). Lastly, we observed an increase in costimulatory molecules  
221 such as CD40 and CD86 on activated pre-GC TIL-Bs compared to naïve TIL-Bs in HNSCC tumors  
222 (**Figure 4a and Extended figure 6b-d**), which we expect to be upregulated on B cell populations  
223 like GC and activated pre-GC for optimal antigen presentation. Pseudotemporal ordering in our  
224 scRNAseq data suggested that *SEMA4A* expression is increased during differentiation towards  
225 GC, meaning *SEMA4A* may play a role in the progression of activated pre-GC B cells. To

226 interrogate this, we assessed whether there was a correlation between Sema4a+ activated pre-  
227 GC B cells and Sema4a+ GC B cells and found a trend towards positive correlation between the  
228 two groups (**Figure 4c**). We also observed an inverse correlation between Sema4a+ GC and  
229 naïve B cells in healthy tonsil and tonsillitis, and HNSCC tumors although not significant. (**Figure**  
230 **4d**). Overall, these data suggest that Sema4a plays a role in development and maturation of B  
231 cells into GC B cells.

232 B cells entering the GC reaction begin in the dark zone (DZ) where they undergo  
233 expansion and somatic hypermutation<sup>32,33</sup>. Centroblasts then follow a CXCL13 gradient to enter  
234 the light zone (LZ) where they capture antigen presented on follicular dendritic cells (FDCs) which  
235 they present to T follicular helper (TFH) cells in order to undergo selection<sup>33</sup>. Since we observed  
236 significantly less GC TIL-Bs in HPV- HNSCC tumors, we sought to determine if there were any  
237 additional aberrations in Sema4a expression on GC B cell subsets in HNSCC tumors.  
238 Specifically, we assessed expression on DZ or LZ GC TIL-Bs. Sema4a was significantly  
239 expressed on LZ GC B cells in tonsil and HNSCC tumors (**Figure 4e**). Further, Sema4a+ LZ GC  
240 TIL-Bs positively correlate with the frequency of total LZ GC TIL-Bs (**Figure 4f**). This suggest  
241 Sema4a could be important in both the development of GC B cells and the interactions between  
242 LZ GC B cells and TFH cells in normal and tumor tissues. Using IHC, we confirmed the presence  
243 of Sema4a and co-expression of the canonical GC transcription factor Bcl6 with Sema4a in tonsils  
244 (**Figure 4g**). Interestingly, Sema4a appears to be a more robust marker of GC-like TIL-Bs in the  
245 TME of HPV+ HNSCC (**Figure 4g**). Sema4a is also more pronounced in HPV- HNSCC GC-like  
246 TLS, but is more restricted to macrophages (pink arrow) compared to TIL-Bs, whereas in HPV+  
247 HNSCC, it is on both immune cells. Finally, we have observed precursor cells in HPV+ tissues  
248 that express Sema4a but not Bcl6, consistent with an activated pre-GC phenotype (**Figure 4f**).  
249 Taken together, these data demonstrate that Sema4a is associated with both activated pre-GC  
250 and GC B cells in tonsil and the TME of patients with HNSCC, suggesting a new role for SEMA4a  
251 in the development and maintenance of GC-like TLS in ectopic sites of inflammation.

252           Since a better understanding of GC reactions has implications for anti-tumor immunity and  
253 effective humoral immunity in infection and vaccination, we performed an in-depth transcriptional  
254 dissection of GC reactions. To achieve this, we first bioinformatically isolated GC B cells and re-  
255 clustered them to reveal more subtle differences within the canonical GC populations (**Figure 5a**).  
256 This analysis revealed 6 clusters with distinct gene expression patterns (**Figure 5a-b**). Typical  
257 pseudotime algorithms assume a linear differentiation trajectory, but with GC B cells we expect a  
258 cyclical process as B cells toggle between LZ and DZ interactions for optimal B cell maturity.  
259 Thus, we developed an approach to capture the cyclical nature of this process by first embedding  
260 cells in a diffusion space, yielding a cyclical topology (**Figure 5c** and Methods). We then  
261 connected each cluster via their centroids, and fit a principal curve to infer a pseudotime score for  
262 each cell in the GC (**Figure 5d**). We then evaluated genes associated with GC progression, and  
263 identified not only DZ and LZ reactions, but also a novel transitional state for TIL-Bs within our  
264 cyclical GC model (**Figure 5e**). When viewed as a function of pseudotime, we found 3 distinct  
265 waves of expression associated with each of these GC states within the cyclical process (**Figure**  
266 **5f**). The first phase consisted of expression of canonical LZ genes such as *CD22* and *CD27*,  
267 followed by a wave of transitional genes consisting of *CXCR4* and *CD7*, followed by a final wave  
268 of cell cycle genes which are consistent with the proliferative nature of DZ B cells. A complete  
269 understanding of the transitional state of GC B cells will contribute to the signals that lead to  
270 egress from GC reactions, factors that contribute to the cycling between DZ and LZ, and key cues  
271 that are necessary for a bonified GC reaction in the TME.

272           To complement the transcriptional analysis on GC reactions in HNSCC tumors, we  
273 evaluated the number of GC-like TLS in HNSCC tumors, as GCs are paramount for maximal B  
274 cell immunity<sup>33</sup>. In counting GC-like vs. non-GC-like TLS in the tumor, we found elevated GC-like  
275 TLS in HPV+ and HPV- tumors (**Figure 6a-b, Extended Table 3, Cohort 3**). However, these GC-  
276 rich TLS were increased intratumorally and peritumorally in HPV+ patients (**Figure 6c**). Of note,  
277 an intratumoral increase in GC-like TLS has not been previously demonstrated in other human

278 tumors. Further, more GC-like TLS in the tumor correlated with increased survival in both HPV+  
279 and HPV- disease (**Figure 6d**), but more discretely in HPV+ disease, most likely due to better  
280 overall survival in these patients<sup>16</sup>. In addition, we revealed that HPV+ HNSCC patients with  
281 increased disease burden (i.e. primary and secondary disease) had significantly less tumor TLS  
282 in their primary disease compared to those individuals with primary disease alone (**Figure 6e**).  
283 This suggests that tumor TLS are important for reducing tumor recurrence at the same site of the  
284 primary tumor (secondary disease). We also found that former and current smokers with the  
285 HPV+ cohort of patients had increased TLS compared to never smokers (**Figure 6f**). This  
286 indicates the importance of another environmental cues in TLS formation in cancer. Finally, we  
287 analyzed the key cell-cell neighborhoods in GC-like vs. non-GC-like TLS in HNSCC (**Figure 6g**).  
288 In GC-like TLS, TIL-Bs interact with other TIL-Bs and CD4+ T<sub>conv</sub> TIL, which is in line with the  
289 working definition of an active GC. Interestingly, an evaluation of a non-GC like TLS in HNSCC  
290 revealed that TIL-Bs were not frequently next to CD4+ T<sub>conv</sub>, and instead CD8+ TIL and T<sub>regs</sub> were  
291 implicated as a dominant interaction. These results demonstrate that in GC-like TLS, the spatial  
292 patterning becomes distinct from well-infiltrated tumors where immune cells are found in  
293 aggregates.  
294

295 **Discussion**

296 In this study, we sought to perform an in-depth analysis of B cells in the TME of patients  
297 with HNSCC, with the goal of improving our understanding of the immunobiology of B cells and  
298 the potential role they have in generating baseline antitumor immune responses. Our study  
299 integrated new technical approaches across three cohorts of patient samples (n=124) and  
300 suggests that not only higher numbers of TIL-Bs, but also the specific phenotype and localization  
301 of TIL-Bs in the TME contribute to overall survival. Specifically, we are the first to report that  
302 Sema4a+ GC TIL-Bs and GC-like TLS are increased in HPV+ HNSCC patients compared to HPV-  
303 .Further, we also identified CD4+ TFH in the TME of HNSCC, which complements findings in  
304 breast and colorectal cancer<sup>34–36</sup>. The correlation we observed between LZ B Cells and TFH in  
305 the TME extends this finding further, demonstrating the importance of crosstalk between CD4+ T  
306 cells and GC TIL-Bs and the need for CD4+ T cell help for GC TIL-B survival in the TME of  
307 HNSCC. Our single-cell transcriptional characterization of TIL-B populations uncovered  
308 numerous states of B cells in the TME and revealed distinct differences between HPV+ and HPV-  
309 HNSCC. These differences should be considered in the development of a B cell-focused  
310 immunotherapy for HNSCC.

311 B cells are a heterogenous population with phenotypically and functionally distinct  
312 subsets. Thus, characterization of TIL-B phenotypes in treatment naïve patients is a critical first  
313 step in the development of B cell-focused immunotherapies. However, B cell targeted therapies  
314 may need to enhance certain subsets of B cells while inhibiting others, necessitating more  
315 dissection of the change in TIL-B phenotypes following therapy. For example, in melanoma,  
316 patients who did not respond to standard of care immunotherapy i.e. anti-PD1 and/or anti-CTLA4  
317 had significantly more naïve B cells than responders<sup>10</sup>. In this case, would depleting naïve B cells  
318 increase patient response or would driving naïve B cells to differentiate and enter GC reactions  
319 be effective? Our data would suggest that this is a viable therapeutic consideration as naïve TIL-  
320 Bs, GC TIL-Bs, CD4+ TFH and GC-like TLS were all significantly increased in HPV+ HNSCC

321 patients. However, a functional assessment of TIL-B subpopulations is needed to better inform  
322 potential targeting strategies. There are a multitude of ways in which B cells can contribute to  
323 antitumor immunity, and it will be important to link B cell subsets with specific antitumor function.

324 One function for TIL-Bs that is definitively correlated with increased survival and  
325 immunotherapeutic response in cancer patients is their role in TLS<sup>15,22,23,26,37</sup>. TLS formation and  
326 maintenance in tumors is an active area of investigation. Early studies reveal that common  
327 mechanisms of lymphoid organogenesis such as the presence of inflammatory cytokines and  
328 interactions of immune cells with tissue-resident stromal cells such as fibroblasts and  
329 mesenchymal cells are important for TLS initiation<sup>22-24,38,39</sup>. Our study identifies a potential  
330 mechanism for TLS formation in tumors through the identification of SEMA4a expression on GC  
331 TIL-Bs within TLS. *SEMA4A* is a membrane bound glycoprotein that is important for T cell co-  
332 stimulation and an important driver of Th2 responses in humans, and was recently found to be  
333 expressed on human GC B cells in SLOs<sup>30</sup>. Further, SEMA4a can interact with non-immune  
334 receptor Plexin D1 which is expressed on endothelial cells and immune receptor T cell, Ig domain,  
335 mucin domain-2 (Tim-2) and neuropilin-1 (NRP1) expressed by T cells<sup>40-44</sup>. Thus, SEMA4A may  
336 play a central role in generating immune aggregates via TIL-B interactions with endothelial and T  
337 cells. In fact, CD4<sup>+</sup> TFH express high levels of NRP1<sup>43</sup>, which is the main CD4<sup>+</sup> T cell subset  
338 where we observe correlations with GC TIL-Bs. Future studies should more thoroughly  
339 characterize the factors that lead to the creation of effective TLS, or conversely the factors that  
340 inhibit TLS formation in the TME, especially because TLS are both predictive of<sup>37,45,46</sup> and  
341 correlated with response to immunotherapy<sup>10,11,26</sup>.

342 Current immunotherapeutic regimens aim to re-invigorate exhausted CD8<sup>+</sup> TIL within the  
343 TME<sup>47</sup>. Overall, our findings suggest that engagement of humoral immunity in treatment naive  
344 patients is associated with better outcomes. Focusing on amplifying early activation of TIL-Bs into  
345 GC-like TLS is a potentially paradigm-shifting step towards new immunotherapies. For example,  
346 we found that Sema4a may be a better marker of both early-stage and functional TLS in the TME

347 compared with the canonical GC B cell marker Bcl6. As such, determining ways to drive Sema4a  
348 expression on TIL-B and determining which ligands are required to nucleate TLS is an obvious  
349 next step for B cell mediated immunotherapy development. These findings are likely to stimulate  
350 future studies involving Sema4a in other cancers that have reported GC-TIL-Bs such as lung  
351 cancer and melanoma<sup>10,15,29</sup>. In addition, formation of GC-like TLS both peritumorally and  
352 intratumorally is paramount for increased patient survival and are increased in virally induced  
353 HNSCC. Thus, our study has implications for other virally induced cancers such as HCC, MCC,  
354 and cervical cancer where the presence of GC-TIL-Bs has not yet been reported. Future studies  
355 should seek to evaluate how viral infection impacts the development and maintenance of GC-TIL-  
356 B and GC-like TLS in virally induced cancers. Further, additional environmental factors (i.e. the  
357 microbiome of the oral cavity and oropharynx) should be queried in future studies. Lastly,  
358 improved analysis of spatial relationships will be paramount as our data suggest that GC biology  
359 within TLS is associated with favorable anti-tumor immunity. Beyond cancer, our dissection of B  
360 cell biology can inform strategies aimed at enhancing vaccine responses, or conversely disrupting  
361 the generation of B-cell mediated immune activation to suppress autoimmunity. Ultimately, this  
362 study highlights the significance of phenotypes and spatial patterns of TIL-Bs in both virally and  
363 carcinogen induced cancer and suggests that therapeutic enhancement of antitumor humoral  
364 immunity should be paired with current immunotherapeutic platforms.

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### 380 **Author contributions**

381 TCB conceived the project. DAAV and TCB obtained funding. ATR, ARC, DAAV, and TCB  
382 interpreted data and wrote the manuscript. ATR performed flow cytometry experiments and  
383 analyzed flow cytometry data. ARC performed scRNAseq experiments, analyzed scRNAseq data  
384 and immunofluorescence data, and performed statistical analyses. SK and IA performed flow  
385 cytometric experiments. SaO performed immunofluorescence staining (within the lab of co-  
386 mentor StO). CL performed analysis and quantification of IHC images. AL performed IHC image  
387 analysis and interpretation (with TCB). RLF, UD, SK and RJS identified patients and collected  
388 specimens. RLF provided feedback and clinical interpretation of the data. TT and ZQ performed  
389 single-cell RNAseq experiments; RL provided input on single-cell RNAseq experimental design  
390 and library preparation. All authors reviewed and approved the manuscript.

### 391 **Author information**

392 The authors declare no competing financial interests.

393



394 **Materials and methods**

395 *Patient cohorts*

396 Several patient cohorts were used for various aspects of this manuscript. Figures 1, 3, 5 and  
397 Extended Figures 1-4 used the patient cohort described in Extended Table 1. This cohort has  
398 been previously described in detail<sup>48</sup> Figure 2 and 4 and Extended Figures 5-7 used the patient  
399 cohorts described in Extended Tables 2. Figure 6 used the patient cohort described in Extended  
400 Table 3. All patients provided informed written consent prior to donating samples for this study,  
401 and the study was approved by the Institutional Review Board (University of Pittsburgh Cancer  
402 Institute, Protocol 99-069).

403 *Blood and tissue processing*

404 Peripheral blood was obtained by venipuncture into and collected into tubes containing EDTA  
405 coagulant. Blood was processed into PBMC by Ficoll-Hypaque density gradient centrifugation.  
406 Briefly, whole blood was diluted and layered over Ficoll-Hypaque, followed by centrifugation at  
407 400xg for 20 minutes with the brake set to off. PBMC were then collected and washed in complete  
408 RPMI (i.e. RPMI 10% fetal bovine serum and 1% penicillin/streptomycin).

409 Tissues were collected from either HNSCC patients undergoing resection as treatment or sleep  
410 apnea or tonsillitis patient undergoing tonsillectomy. Tissues were collected directly into collection  
411 media (i.e. complete RPMI + 1% amphotericin B) in the operating room and were processed as  
412 soon as possible following surgery. For transcriptional analysis, samples were processed within  
413 2 hours of collection. Sample processing consistent of manually dissociating tumor tissue into  
414 approximately 1 mm pieces, then washing with cRPMI and passing the suspension over a 100  
415 uM filter. The filter was then washed with cRPMI, and the cells were centrifuged at 500xg for 5  
416 minutes. If significant numbers of red blood cells were present, red blood cell lysis was performed  
417 as per the manufacturer's instructions (BD Pharm Lyse).

418 *Flow cytometry-based cell sorting*

419 For experiments requiring cell sorting, cells were first stained in PBS with 2% FBS and 1 mM  
420 EDTA for 15 minutes, followed by centrifugation at 500xg for 5 minutes and staining with viability  
421 factor in PBS for 15 minutes. Cells were then centrifuged again, resuspended in PBS with 2%  
422 FBS and 1 mM EDTA, and sorted using a MoFlo Astrios High Speed Sorter (Beckman Coulter).  
423 Sort cells were collected directly in cRPMI. For single-cell RNAseq analysis, live CD45+ cells  
424 were sorted by using Fixable Viability Dye eFluor780 (eBioscience) and CD45 conjugated to PE  
425 (Biolegend, clone HI30).

#### 426 *Single-cell RNAseq Library Preparation and Sequencing*

427 Immediately following sorting, cells were centrifuged for 5 minutes at 500xg and were  
428 resuspended in PBS with 0.04% BSA. Cells were then counted using the Cellometer Auto2000  
429 (Nexcelom), and loaded into the 10X Controller (10X Genomics) as per the manufacturer's  
430 instructions. Following bead/cell emulsification, cDNA synthesis was performed as per the  
431 manufacturer's instructions (10X Genomics). cDNA was then purified by SPRI-bead selection as  
432 per the manufacturer's instructions, and cDNA was then amplified and fragmented for library  
433 generated followed by 12 cycles of PCR amplification. The library quality was determined by  
434 Bioanalyzer analysis and concentration by KAPA qPCR DNA Quantification. Libraries were then  
435 pooled and sequenced on a NextSeq500 (University of Pittsburgh Genomics Research Core)  
436 using a high-output kit, targeting a read depth of 100,000 reads/cell.

#### 437 *Processing and clustering of single-cell RNAseq data*

438 Following sequencing, raw Illumina reads were demultiplexed based on i7 indices (10X  
439 Genomics) using the mkfastq command of the CellRanger suite of tools (10X Genomics).  
440 Demultiplexed FASTQs were then aligned to the human genome (GrCH38) using the count  
441 command of CellRanger to generate cell/barcode matrices. Cell/barcode matrices were then read  
442 into Seurat (v2.3.4) for downstream analysis.

443 Clustering was performed as an initial analysis step for several scRNAseq datasets using the  
444 workflow popularized by Seurat. Briefly, raw reads were normalized for library size per cell and

445 log-transformed. Highly variable genes were identified and selected, followed by scaling and  
446 center of data as well as regression out technical variables (i.e. number of genes per cell, percent  
447 of reads aligning to ribosomal genes per cell and percent of reads aligning to mitochondrial reads  
448 per cell). These scaled and centered expression values were then used as input into a principal  
449 component analysis to reduce the dimensionality of the data. The top principal components that  
450 explained the most variance in the dataset were heuristically selected as input for the fast  
451 interpolation-based t-SNE<sub>31</sub> and the Louvian-based clustering algorithm implemented in Seurat.

#### 452 *Identification of cell types in single-cell RNAseq*

453 We initially sorted and sequenced all cells of the hematopoietic lineage (i.e. CD45+ cells), and  
454 were therefore needed to robustly identify B cells and CD4+ T<sub>conv</sub> for downstream in-depth  
455 analysis. We did this using a two-step semi-supervised identification strategy. This strategy  
456 consisted of first identifying core transcriptional programs of the major lineages of the immune  
457 compartment. To do this, we downloaded publicly available single-cell RNAseq data of sorted  
458 immune lineages (10X Genomics; <https://www.10xgenomics.com/resources/datasets/>). We then  
459 clustered these cell populations as described above to identify lineage-specific clusters. Once  
460 these clusters were identified, we performed differential gene expression analysis using a  
461 Wilcoxon rank sum test to identify the top 20 genes associated with each cluster. These genes  
462 were defined as the core transcriptional profile of each lineage. We then used these genes as  
463 gene sets to test individual cells for enrichment of each immune lineage. Briefly, we used the log-  
464 fold change in gene expression as a metric and input these fold-changes into the Wilcoxon rank  
465 sum test for genes in each core lineage set versus genes outside that set, deriving a gene set  
466 score and p-value for each gene set for each cell. The core lineage gene set associated with the  
467 lowest p-value for each cell was then applied as that cell type. Following this test for each cell, we  
468 then examined clusters of cells in aggregate, and identified each cluster by the most common cell  
469 type enriched within that cluster. We then compared this two-step method (i.e. single-cell gene  
470 set enrichment testing and identification followed by aggregate identification of clusters) to the

471 ground truth for each of the clusters know to be a sorted cell lineage using a confusion table from  
472 the R package caret.

#### 473 *Single-cell RNAseq analysis of B and CD4+ T<sub>conv</sub>*

474 To identify B cells and CD4+ T<sub>conv</sub> from our dataset of all hematopoietic cells, we applied the two-  
475 step method described above. This yielded pure populations of B and CD4+ T<sub>conv</sub>, which were  
476 then clustered as described above. We next evaluated the enrichment of cells from a given  
477 sample type in each cluster by dividing the frequency of observed cells over expected cells in  
478 each cluster. The expected frequency of cells was calculated by assuming cells from each sample  
479 group were evenly divided across the clusters. Analysis of variance was used to determine if the  
480 cell enrichment across groups was statistically significant. Gene set enrichment analysis was  
481 performed using a variance inflated Wilcoxon rank sum test<sup>48</sup> for B cells, using input gene sets  
482 available from the Molecular Signatures Database (C7 Immunology Gene Sets). These gene sets  
483 were then pre-filtered for those relevant to B cells, and then curated based on specific B cell  
484 signatures. Differential gene expression analysis using a variance inflated Wilcoxon rank sum test  
485 (described above) was used to identify gene expression patterns across clusters.

#### 486 *Survival analysis using The Cancer Genome Atlas*

487 To determine if our gene sets were relevant for survival, we utilized bulk RNAseq data for HNSCC  
488 patients available through the TCGA and create an enrichment score for each signature from  
489 each patient as previously described<sup>48</sup>. Briefly, we used the top 200 differentially expressed genes  
490 from specific clusters of B cells to determine an enrichment score for genes in that gene set versus  
491 genes outside that gene set using a Kolmogorov-Smirnov test. We then stratified patients based  
492 on high versus low enrichment scores and performed Cox proportional hazards regression (see  
493 statistical analysis below).

#### 494 *Pseudotime analysis of B cells*

495 Clustering analysis is useful for grouping cell types based on similar gene expression patterns  
496 but does not capture information related to developmental trajectories of cells. To assess

497 developmental trajectories, we first embedded cells in a low-dimensional diffusion map (e.g.  
498 performed non-linear dimensionality reduction<sup>49</sup>. We then used the R package slingshot<sup>50</sup> to infer  
499 a pseudotime for each cell along the developmental trajectory, and to infer individual trajectories.  
500 To evaluate whether genes were statistically associated with pseudotime, we performed LOESS  
501 regression using the R package gam, where we fit gene expression as a function of pseudotime  
502 along each trajectory. We focused on the trajectory that was characterized by progression from  
503 naïve B cells to germinal center B cells.

504 For pseudotime analysis of germinal center B cells, slingshot could not be used since it assumes  
505 a linear trajectory. Germinal center B cells are in a cycle between light and dark zones, and  
506 therefore require pseudotime inference based on a cyclical process. Therefore, a principal curve  
507 was fit along the circular trajectory to infer the pseudotime of each cell in this process. Genes  
508 were once again investigated for their relationship to pseudotime and were clustered based  
509 correlation of gene expression over pseudotime.

#### 510 *Adaptive B cell receptor Sequencing*

511 Adaptive Biotechnologies' immunoSEQ platform was used to perform a survey of B cell receptors  
512 (BCRs) from HNSCC patients. Total DNA was isolated from cryopreserved snap frozen tumor  
513 tissues using the QIAGEN DNeasy Blood and Tissue Kit and was used as input for the  
514 immunoSEQ platform. Analysis was performed using Adaptive's analysis interface.

#### 515 *Surface and intracellular antibody staining of patient and healthy donor cells*

516 Single cell suspensions from either HNSCC tissue, tonsillar tissue, HNSCC PBL or healthy donor  
517 PBL were stained with fluorescently labeled antibodies for 25 mins at 4°C in PBS (Thermo Fisher)  
518 supplemented with 2% FBS (Atlanta Biologicals) and 0.01% azide (Thermo Fisher) (FACS buffer).  
519 Antibodies purchased from Biolegend or BD against: CD19 (HIB19), CD20 (2H7), CD21 (Bu32),  
520 CD27 (0323), IgM (G20-127), IgD (JAG-2), CD138 (M-115), LAIR1 (NKTA255), FcRL4 (413D12),  
521 FcRL5 (509f6), CD40 (5C3), CD86 (IT2.2), CXCR4 (12G5), CD38 (HB-7), CD11c (3.9), CD70 (Ki-  
522 24), CD39(A1), CD85j (GHI/75), CD95 (DX2), CXCR3 (1C6), CXCR5 (JS52D4), Tbet (4B10),

523 CD178 (NOK-1), CD73 (AD2) were used to stain Cohort 2 in **Figure 2-a-b**. Additionally, CD45  
524 (H130), CD19 (HIB19), CD20 (2H7), CD21 (Bu32), CD27 (0323), HLADR (307619), CD40 (5C3),  
525 CD86 (IT2.2), CD69 (FN50), CD70 (Ki-24), CXCR4 (12G5), SEMA4A (5E3), CD22 (HIB22),  
526 LAIR1 (NKTA255), VISTA (MIH65), FcRL4 (413D12), FcRL5 (509f6), PDL1 (29E.2A3), IgM (G20-  
527 127), IgD (JAG-2), CD138 (M-115), CD23 (M-L233) and CD38 (HB-7) were used to stain Cohort 2  
528 in **Extended Figure 6 and some patients in Figure 2-a-b**. To exclude myeloid, T and NK cells  
529 from B cell analysis, the following antibodies labeled with the same fluorophore were used: CD14  
530 (63D3), CD11c (3.9), CD11b (ICRF44), CD66b (G10F5), TCR  $\alpha/\beta$  (IP26) and CD56 (5.1H1).  
531 Cohort 2 in **Extended figure 5** were stained with antibodies against CD19 (SJ25C1), CD20 (2H7),  
532 CD27 (O323), CD21 (HB5), CD38 (HB-7), CD86 (IT2.2), CD40 (5C3), CD138 (M115), PD1  
533 (eBioJ105), PDL1 (29E.2A3), LAG-3 (3DS223H), IgA (IS11-8E10), CD69 (FN50), and HLADR  
534 (G46-6). Cells were also stained with a T cell-specific panel using the following antibodies against  
535 CD4 (RPA-T4), CD8 (RPA-T8), CXCR5 (JS52D4), Tbet (4B10), FoxP3 (PCH101), Bcl6 (K112-  
536 91), CD45RA (H1100), NRP1 (12C2), CD27 (O323), ICOS (C398.4A), CCR7 (G043H7), CD25  
537 (BC96), (**Figure 2c**). Cells were stained using Fixable Viability Dye (eBioscience) in PBS to  
538 exclude dead cells. For intracellular transcription factor staining cells were fixed using  
539 fixation/permeabilization buffer (eBioscience) for 20 mins at 4°C the washed with permeabilization  
540 buffer (eBioscience). Cells were then stained with fluorescently labeled antibodies. Flow  
541 cytometry measurements were performed on an LSR-II flow cytometer (BD) or Cytex Aurora  
542 (Cytex). All data were analyzed using FlowJo.

#### 543 *High dimensional spectral cytometry*

544 Data were analyzed using Cytokit, a mass cytometry package for R programming software as  
545 previously described<sup>51</sup>. Briefly, B cells were pre-gated on CD19+CD20+ in flow jo. Surface  
546 markers of interest were selected, and FCS files were exported from Flowjo and imported in to  
547 the Cytokit package. Expression values for each selected surface marker are extracted from each

548 FCS file and transformed using automatic logicle transformation (autoLgcl). The software  
549 combines each expression matrix using a selected method. For the data in this manuscript we  
550 selected, *ceil* which takes a specified number of cells to include in the analysis without  
551 replacement from each FCS file. Next, we selected the Phenograph clustering algorithm. R  
552 phenograph identified 28 clusters. Cluster identification was then determined by assessing  
553 surface marker expression in each cluster using t-SNE visualization. We used the expression of  
554 CD27, CD38, IgD, IgM, CXCR4, and CD86 to reduce the clustering to five biologically meaningful  
555 clusters.

#### 556 *Single-plex immunohistochemistry*

557 Fresh tissues were formalin-fixed immediately followed surgical resection and were then  
558 embedded in paraffin. Tissues were processed as previously described<sup>48</sup>. Briefly, fixed tissues  
559 were then slide mounted, de-paraffinized using xylene and ethanol, and then re-fixed in formalin  
560 for 15 minutes followed by antigen retrieval. Slides were stained with the following antibodies:  
561 CD20 (Clone L26, Invitrogen), CD4 (Clone SP35, ThermoFisher), CXCR5 (Clone D6L36, Cell  
562 signaling), Tbet (Clone 4B10, Abcam). Quantification of cells and TLS were performed by a  
563 HNSCC pathologist. Specifics of these quantifications are outlined in Figure Legends and  
564 definitions of a TLS were consistent across three independent pathologists.

#### 565 *Immunofluorescence analysis*

566 Fresh tissues were formalin-fixed immediately followed surgical resection and were then  
567 embedded in paraffin. Tissues were processed as previously described<sup>48</sup>. Briefly, fixed tissues  
568 were then slide mounted, de-paraffinized using xylene and ethanol, and then re-fixed in formalin  
569 for 15 minutes followed by antigen retrieval as per the manufacturer's instructions (Perkin Elmer).  
570 Blocking was performed for 10 minutes, followed by incubation with primary antibodies for 30  
571 minutes. Secondary antibodies conjugated to horseradish peroxidases were then added for 10  
572 minutes. Cells were stained with the following conjugated opal dyes: CD4/Opal540,  
573 CD8/Opal570, CD20/Opal520, CD68/Opal650, FOXP3/Opal620 and Pan-cytokeratin/Opal690.

574 Cells were also counterstained with DAPI and sealed with Diamond Anti-fade mounting  
575 (ThermoFisher).

576 Following staining, slides were imaged as whole slide scans on the Vectra (Perkin Elmer).

577 Regions of interest were selected from the whole slide scans, and slides were re-imaged to

578 captures these regions at 10x magnification. Images were unmixed after scanning using inForm

579 and Phenochart. Custom macros were written to utilize FIJI for high-throughput standardized

580 image analysis<sup>48</sup>. Briefly, cells were segmented via watershed analysis in each individual channel,

581 and cells were assigned an x- and y-position on each slide associated with their cell type. We

582 then performed Delaunay triangulation to determine to odds of a cell interaction with another given

583 cell type based on proximity<sup>48,52</sup>.

#### 584 *Statistical analysis*

585 Analysis of variance (ANOVA) followed by pairwise t-tests was used to compare more than two

586 groups of continuous variables. Two groups of continuous variables were compared by t-tests or

587 Wilcoxon rank sum tests were indicated. Tukey's multiple comparisons test was performed

588 following ANOVA where indicated. Survival analysis was performed by using Cox proportional

589 hazards regression analysis, using either nominal values or stratifying continuous variables into

590 nominal values. Stratification of continuous variables was performed using the "cutp" function of

591 the R package survMisc. Correlations were performed using either Pearson's correlation or

592 Spearman's correlation, as indicated. Correction for multiple comparisons using the false

593 discovery rate was performed where appropriate. P values and false discovery rates were

594 considered statistically significant when the two-sided type I error was 5% or less.

595

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- 722

723 **Figure 1: Differences in tumor infiltrating B cell and helper CD4+ T cells between HPV- and**  
724 **HPV+ HNSCC contribute to survival.**

725 **a.** Unsupervised clustering of 16,965 B cells and 30,092 helper CD4+ T cells (total of 47,057 cells)  
726 from all samples. B cells (clusters 11-21) and CD4+ helper T cells (1-10) form distinct groups. **b.**  
727 Same FItSNE plot as **(a)** but showing clusters by sample type. There are differences in enrichment  
728 between clusters for the different sample types, for example healthy donor tonsils and HPV+ TIL  
729 have cluster 17 and 18 which are largely absent from PBMC, while both HPV- and HPV+ TIL have  
730 B cell clusters 20 and 21. **c.** Heatmap showing the frequencies of cells recovered from each  
731 cluster by sample types, where the frequencies of cells were normalized by the number of patients  
732 assessed in each group. Tonsil samples were strong enriched for specific clusters, while HPV-  
733 and HPV+ TIL had unique patterns of cells recovered from each cluster. Statistical assessment  
734 of observed versus expected cell frequencies are detailed in **Supplementary Figure 3. d-e.**  
735 FItSNE plot **(d)** showing the clusters containing B cells from **(a)**, and the associated gene sets  
736 associated with specific functions for each cluster **(e)**. Canonical B cell lineages, including naïve,  
737 switched memory, plasma cells and germinal center B cells were recovered. Interestingly, cells  
738 from HPV+ patients had GC B cells, while these cells were largely absent from TIL of HPV-  
739 patients. HPV- patients had a higher frequency of naïve and memory B cells. **f-g.** FItSNE plot **(f)**  
740 showing the CD4+ helper T cells from **(a)**, and a dot plot highlighting the present of cells with a T  
741 follicular-helper signature (cluster 10). The size of the dot is related to the frequency of cells  
742 positive for each marker, while the color is related to the magnitude of gene expression. **h.** Gene  
743 set enrichment from gene sets derived from our scRNAseq analysis were used to stratify HNSCC  
744 patients based using bulk mRNAseq expression profiles available from The Cancer Genome Atlas  
745 (TCGA), which were then used to assess progression-free survival. B cell infiltrate, germinal  
746 center B cells and memory B cells were positively associated with survival, while plasma cells  
747 were negatively associated with survival.

748 **Figure 2: High dimensional flow cytometry and immunohistochemistry reveal distinct TIL-**

749 **B phenotypes and increased tertiary lymphoid structures in HPV+ HNSCC.**

750 **a.** tSNE plots of all B cells collected HPV+ and HPV-HNSCC TIL and HNSCC PBMC analyzed  
751 using Cytokit R program. HNSCC TIL (n=4), HNSCC PBMC (n=8). Cells are colored based on 5  
752 populations identified using R phenograph. CD27, IgD, CD38, CXCR4, CD86, IgM surface  
753 markers were used to identify the 5 clusters. Bar plot showing frequencies of germinal center B  
754 cells and plasma cells in healthy tonsil (n=8), tonsillitis (n=9), HPV+ TIL(n=6), HPV- TIL (n=9).  
755 \*P=0.02 Students 2-sided t test **b.** Bar plot showing the frequency of pre-germinal center B cells,  
756 naïve B cells, switched memory B cells and antibody secreting cells. **c.** Bar plot showing  
757 frequencies of Tfh, Tfhreg, Treg, Th1 and CD8 T cells in healthy tonsil (n=8), tonsillitis (n=10),  
758 HPV+ TIL (n= 5), HPV- TIL (n=7). \*P=0.01, \*\*P=0.004, \*\*\*\*P<0.0001. One way ANOVA **d.**  
759 Representative CD20+ IHC on HPV (+) and HPV(-) HNSCC tumors from tonsil and tongue (4x  
760 magnification). **e.** B cells are predominantly contained within TLS compared to the tumor bed  
761 regardless of HPV status. Three areas of each patient section (n=50, 25 HPV+, 25 HPV-) were  
762 selected by the pathologist for countable B cell infiltrate in the tumor bed compared to a TLS (non  
763 GC or GC). The three areas for each patient were then averaged and subsequently graphed to  
764 reflect B cell infiltrate in the patient tumor compared to a TLS. \*\*\*\*P< 0.0001, Student's 2-sided t  
765 test. **f.** Total number of tumor TLS are increased in HPV+ disease regardless of site. A HNSCC-  
766 specific pathologist identified TLS structures by organization of B cells via CD20 single-plex IHC  
767 in both patient tumor and non-tumor tissue. Enumeration of tumor TLS was parsed out by site of  
768 tumor within the oropharyngeal space (tonsil vs. tongue). Total numbers from n=50, 25 HPV+, 25  
769 HPV(-) were graphed. \*\*P< 0.01, Student's 2-sided. **g.** Total number of tumor TLS are increased  
770 in HPV+ patients, however, non-tumor TLS numbers are equivalent in HPV+ and HPV- disease.  
771 Counting was done as described in (f). Total numbers from n=50, 25 HPV+, 25 HPV- were  
772 graphed. \*P< 0.05, Student's 2-sided t test. **h.** CD20+ and CD4+ TLS correlate in HPV+ and HPV-  
773 HNSCC patients. Total tumor TLS were independently counted for CD20+ and CD4+ by a HNSCC  
774 pathologist. Total numbers were tabulated and statistically compared (n=50, 25 HPV+, 25 HPV-

775 ). \*\*\*\* $P < 0.0001$ , \*\*\* $P < 0.001$ , non-parametric Spearman correlation. i. TLS-related marker,  
776 CXCR5, is increased in HPV+ HNSCC tumors. CXCR5 was scored by a HNSCC pathologist for  
777 the total percent expression of the markers across all cell types (n=50, 25 HPV+, 25 HPV-). \*\*\* $P <$   
778 0.001, \*\* $P < 0.001$ , Student's 2 sided t test.

779 **Figure 3: Differentially expressed ligands and receptors in HNSCC and modeling of GC**  
780 **differentiation identify *SEMA4A* as associated with development and maturation of GC.**

781 a. Differential expression of ligands by B cells in the TME of HPV- and HPV+ HNSCC. b. Number  
782 of cells expressing ligands and magnitude of expression in HPV+ TIL-B by cluster. Consistent  
783 with GC B cell and formation of TLS, *LTB* was one of the top expressed ligands across HPV+  
784 TIL-B. *SEMA4A* expression was largely restricted to clusters 17 and 18, which are GC TIL-B. c.  
785 Expression of top ligands by HPV- TIL-B included several chemokines (*CCL4* and *CCL5*). d.  
786 Differential expression of receptors by B cells in the TME of HPV- and HPV+ HNSCC. e. Top  
787 receptors expressed by HPV+ TIL-B including genes associated with GC function including *CD40*  
788 and *CXCR4*. f. Top receptors in HPV- B cells included *CD63*, which is associated with  
789 downregulation of *CXCR4* and is suppressed by *Bcl6*. g. Diffusion map embedding of B cell  
790 associated with a lineage spanning naïve and GC B cells identified by slingshot (Methods). B cells  
791 are shown by their clusters identified in Figure 1, and the line connecting the clusters denotes the  
792 differentiation trajectory with increasing pseudotime. h. Association between gene expression  
793 dynamics and differentiation from naïve to GC TIL-B shows that *SEMA4A* is expressed along with  
794 *CD38* as naïve B cells progress to GC B cells, while *SELL* and *FTL* have the opposite expression  
795 dynamics and are downregulated during progression from naïve to GC B cells.

796 **Figure 4: *SEMA4a* expression is increased in GC TIL-Bs in TLS in HNSCC.**

797 a. Individual feature plots demonstrating expression level of canonical markers used to identify B  
798 cell subpopulations in Figure 2a. b. Bar plot showing mean fluorescence intensity (MFI) of  
799 *SEMA4a* on B cell subsets. Bar plot showing frequencies of *Sema4a* positivity on B cell subsets  
800 Statistical analysis by one-way ANOVA followed by Tukeys multiple comparisons test. \*\* $P =$   
801

802 0.002, \*\*\*\*P<0.0001, \*P=0.04, \*\*\*P=0.0003. **c.** Scatter plot comparing the frequency of SEMA4a+  
803 Pre GC-B cells to SEMA4a GC B cells. Statistical analysis by Spearman correlation. \*\*\*P<0.001  
804 . **d.** Scatter plot comparing the frequency of SEMA4a+ GC-B cells to naive B cells. Statistical  
805 analysis by Spearman correlation. **e.** Bar plot showing MFI of SEMA4a on dark zone and light  
806 zone GC B cells. Statistical analysis by Students-T test (Mann Whitney). \*\*\*\*P=0.0001,  
807 \*\*P=0.002. **f.** Scatter plot comparing the frequency of SEMA4a+ light zone GC-B cells to total light  
808 zone GC B cells. Scatter plot comparing the frequency of GC-B cells to T follicular helper T cells.  
809 Statistical analysis by Spearman correlation. \*\*P=0.002. **g.** Representative IHC for Bcl6 and  
810 Sema4a in HNSCC patients. Bcl6 and Sema4a expression was compared in HPV+ and HPV-  
811 HNSCC patients to HD tonsil. Pink arrow is pathological characterization of macrophage. Blue  
812 dotted circle represents a pre-GC like TLS.

813 **Figure 5: Cyclical pseudotime modeling of germinal center B cell reactions reveals waves**  
814 **of gene expression.**

815 **a.** FltSNE showing clusters of germinal center B cells (i.e. clusters 17 and 18 from Figure 1A/D).  
816 Louvain clustering revealed 6 clusters within the germinal center. **b.** Heatmap showing the top 20  
817 differentially expressed genes across the 6 clusters from (a). **c.** Three-dimensional diffusion map  
818 embedding of germinal center B cells, which cells colored by their cluster identities from (a). Black  
819 dots represent the centroid of each cluster, and the lines connecting the black dots represent the  
820 circular path through germinal center reactions. **d.** DCs 1 and 3 captured most the information  
821 required to reconstruct the circular trajectory of germinal center B cells (left panel). Pseudotime  
822 order of cells from inferred by fitting the equivalent of a nonparametric principal component from  
823 the center of the trajectory using the assumption that the data is on a closed curve (right panel).  
824 This revealed a pseudotime ordering progressing through the clusters identified in (a). **e.** Loess  
825 regression was used to fit curves for the top 20 differentially expressed genes from (b) as a  
826 function of pseudotime inferred in (d). Genes were found to cluster into 3 distinct groups by fit  
827 with pseudotime time, suggesting distinct temporal regulation of expression in the germinal

828 center. Loosely, these clusters of genes can be defined as dark zone, light zone and transitional  
829 genes between defined dark and light zones. **f.** Marker genes derived from **(e)**, with scaled gene  
830 expression plotted as a function of time. Blue genes correspond to light zone (LZ) GC B cells,  
831 green genes correspond to B cells moving between LZ and dark zone (DZ) GC B cells, and red  
832 genes correspond to DZ GC B cells.

833 **Figure 6: Increased GC-like TLS within HPV+ HNSCC patients correlate with increased**  
834 **patient survival.**

835 **a.** Annotated tumor section stained for CD20 via single-plex IHC from a HNSCC patient (20x  
836 magnification). Annotations for tumor (intratumoral and peritumoral) and non-tumor areas are  
837 indicated. Examples of non-GC-like TLS and GC-like TLS are encircled (blue and pink,  
838 respectively). An example area of the tumor bed is annotated (purple square) that would be  
839 considered TIL-B infiltration in the tumor bed which is not within a TLS (non-GC-like or GC-like).

840 **b.** Representative Vectra staining for GC-like TLS within HPV+ and HPV- HNSCC tumors (20x  
841 magnification). Tissue sections were stained for PanCK (tumor), CD4, CD8, FoxP3 (Tregs), CD20  
842 (B cells), and CD68 (macrophages). Seven-plex IF images were unmixed using inForm and  
843 visualized using FIJI (Methods). BOT= base of tongue **c.** GC-like TLS are increased intratumorally  
844 (intra) and peritumorally (peri) in HPV+ HNSCC patients. Tumor TLS quantification was split into  
845 intratumoral vs. peritumoral and compared again to non-tumor TLS and analysis was refined to  
846 those TLS with a GC as described in **(a)**. Differences in intra vs. peri GC-rich TLS were not  
847 statistically significant, however, they trended toward an increase in HPV+ HNSCC patients. **d.**

848 GC-like TLS in the tumors of HPV+ and HPV- HNSCC patients correlate with increased patient  
849 survival. Cox proportional hazard was used to evaluate overall survival based on high versus low  
850 frequencies of GC-rich TLS and HPV status (p=0.003, logrank test). The hazard ratio for high  
851 versus low GC-rich TLS was 0.32, and the hazard ratio for HPV+ versus HPV- was 0.27. **e.** Total  
852 number of tumor TLS are increased in HPV+ patients that do not progress to secondary disease.  
853 Total tumor TLS (via CD20+ staining) were compared by patients that had only primary disease



854 (1°) vs. primary and secondary disease (1°+2°) (as defined as recurrence at the same site). n=50,  
855 25 HPV+, 25 HPV-. \*P< 0.05, Student's 2 sided t test. **f.** Total number of tumor TLS are increased  
856 in former and current smokers that are also HPV+. Total tumor TLS (via CD20+ staining) were  
857 compared in HPV+ patients that were never smokers vs. former or current smokers. **g.** Cell-cell  
858 neighborhoods in GC-like TLS are distinct compared to non-GC-like TLS. Seven-plex IF images  
859 were unmixed using inForm and visualized using FIJI (Methods). Top panels show a GC-like TLS  
860 (left) and a non-GC-like TLS (right). Bottom panels show the odds ratio of proximity to other cell  
861 types (Methods), with red representing a high probability of interaction with a given cell type and  
862 blue a low probability of interaction. The left bottom panel shows that B cells and CD4+ Tconv  
863 have a high probability of interacting in the GC-like TLS, while B cells were predominantly  
864 interacting with themselves and tumor cells in the non-GC-like TLS.

## 865 **Supplementary Materials**

866 **Extended Table 1: Clinical characteristics of prospective patient cohort for single-cell**  
867 **RNAseq and immunofluorescence (Cohort 1)**

868 **Extended Table 2: Clinical characteristics of prospective patient cohort for spectral flow**  
869 **cytometry and protein validation (Cohort 2)**

870 **Extended Table 3: Clinical characteristics of retrospective patient cohort for IHC and TLS**  
871 **analysis (Cohort 3)**

872 **Extended Figure 1: Validation of the combination Wilcoxon rank sum test and clustering**  
873 **based method for identification of cell types.**

874 **Extended Figure 2: Identification of cell types from patients and controls using the**  
875 **combination Wilcoxon rank sum test and clustering based approach.**

876 **Extended Figure 3: Statistical assessment of observed versus expected number of cells in**  
877 **each cluster by sample types.**

878 **Extended Figure 4: Adaptive BCR sequencing reveals no difference in clonality or other**  
879 **metrics between HPV- and HPV+ TIL.**

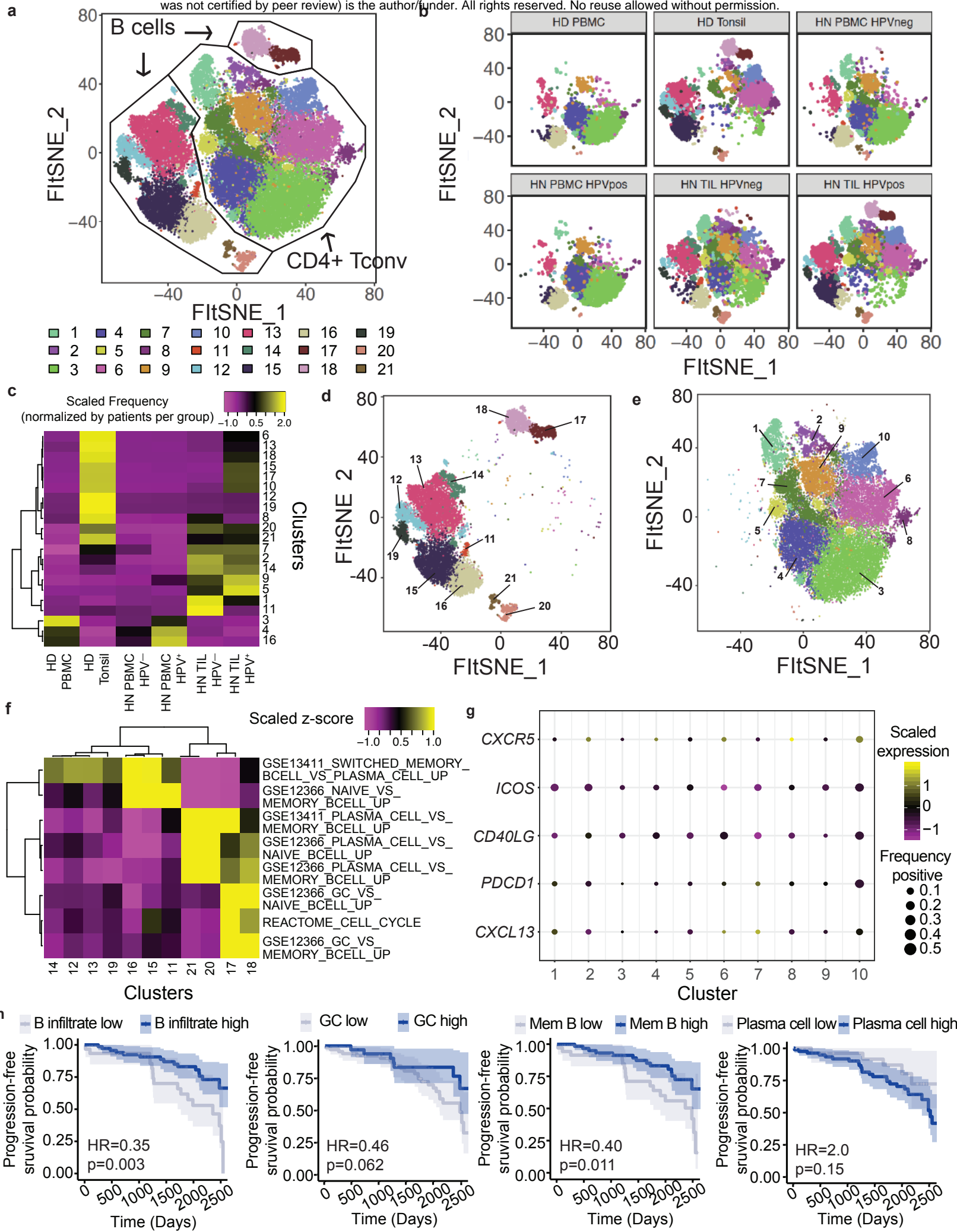
880 **Extended Figure 5: B cells are significantly increased compared to plasma cells in HNSCC**

881 **patients.**

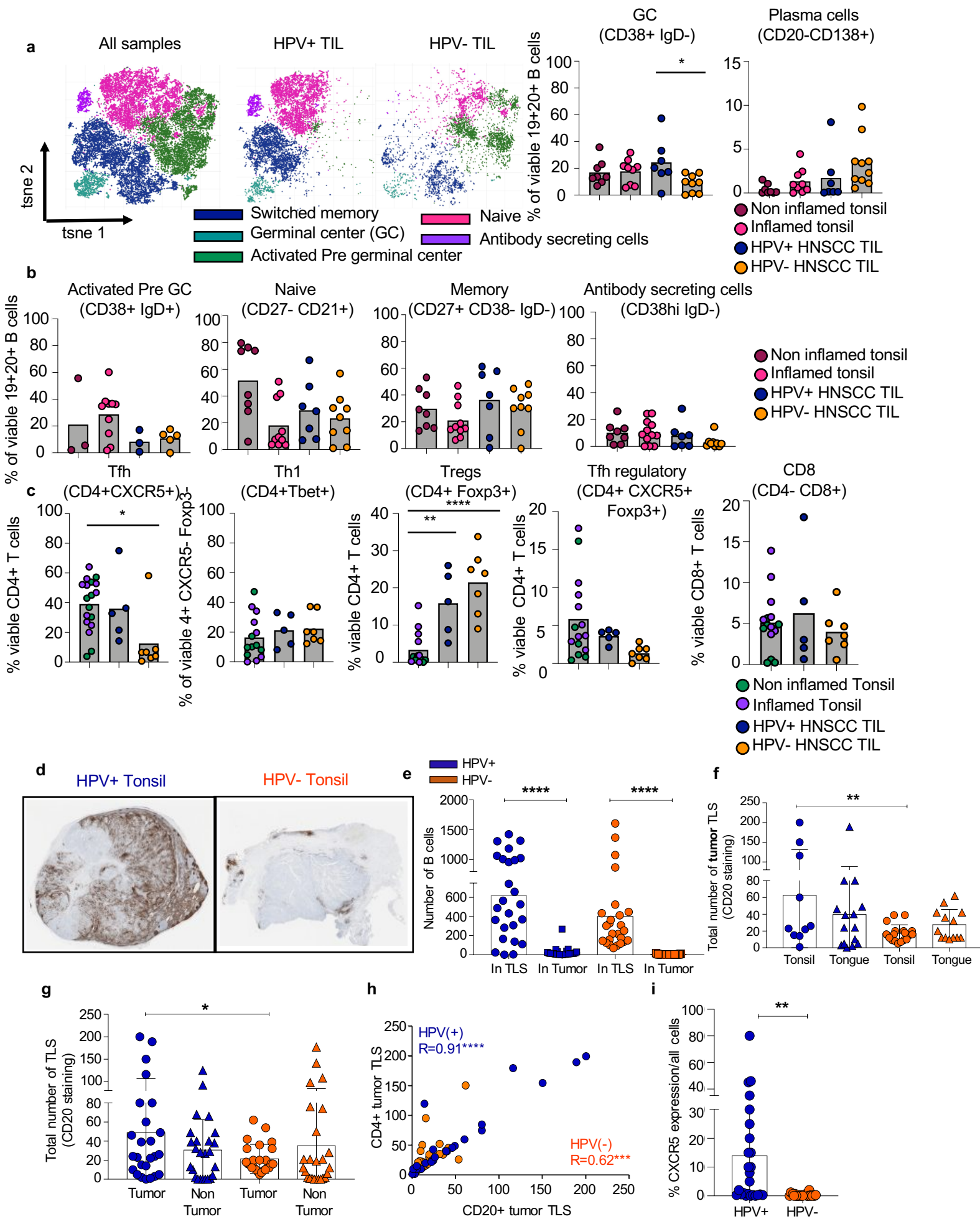
882 **Extended Figure 6: Additional high dimensional analysis of HNSCC cohort 2.**

883 **Extended Figure 7: Flow cytometry gating strategy for B cell and T cell profiling.**

884



**Figure 2**



**Figure 3**

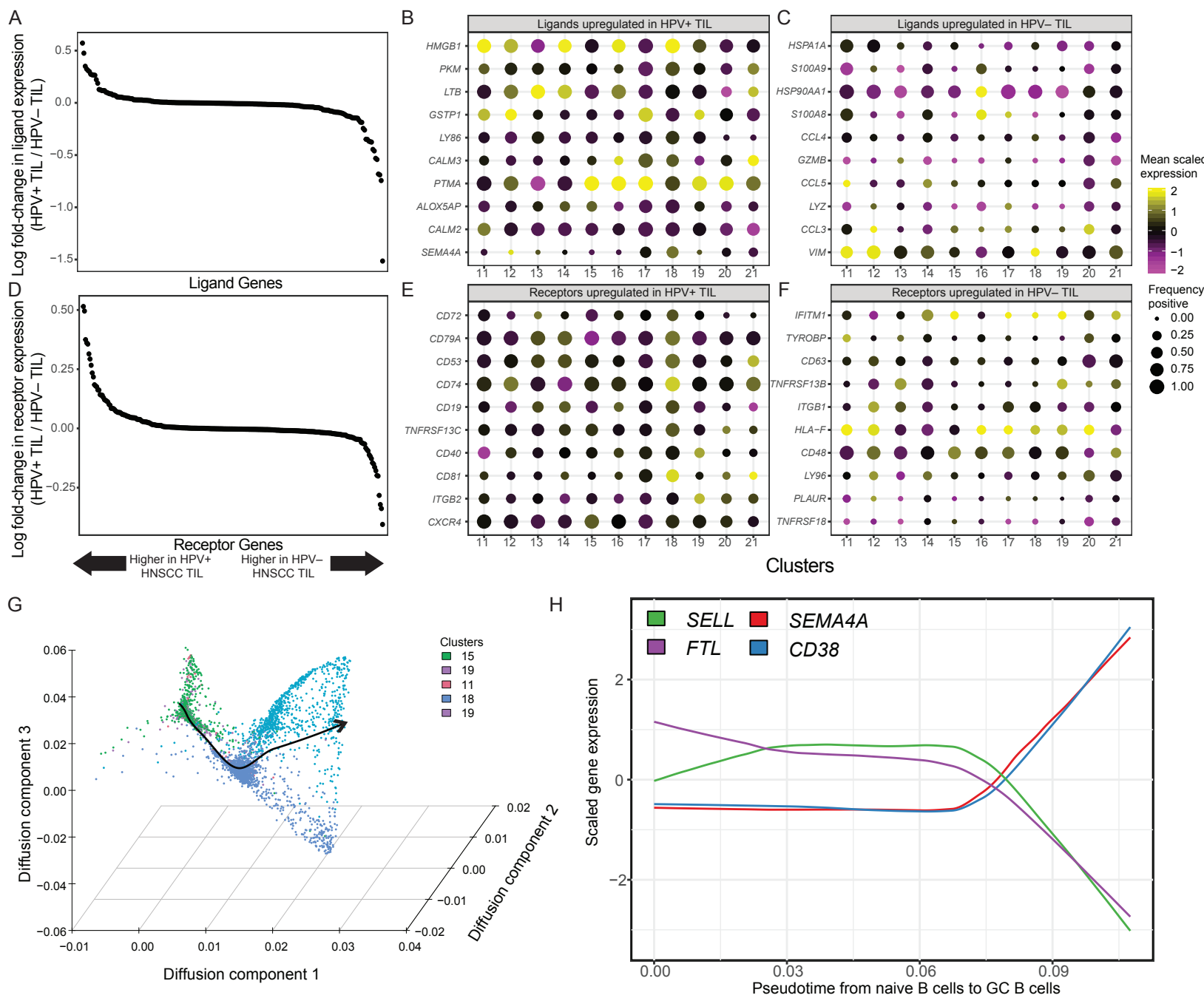


Figure 4

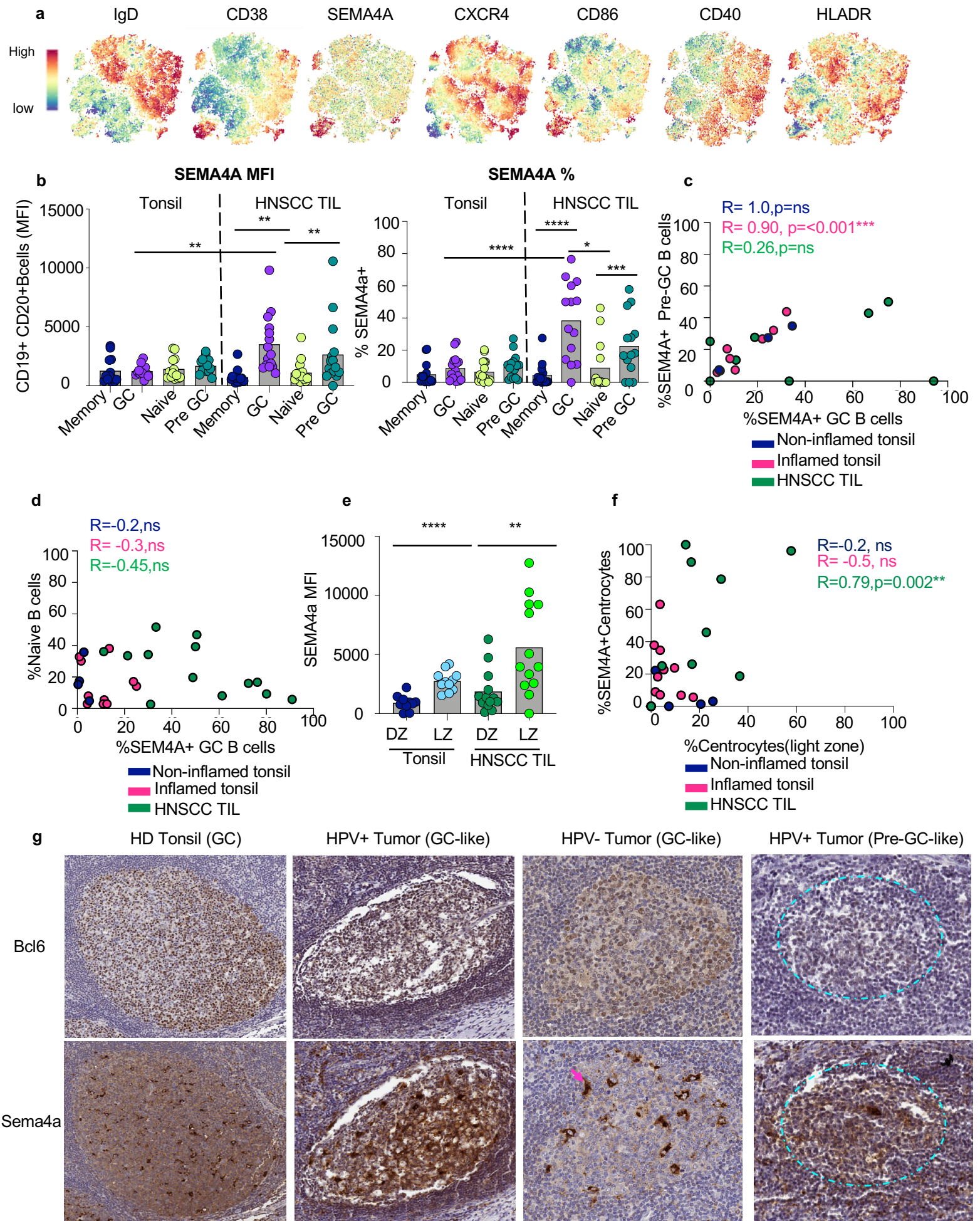


Figure 5

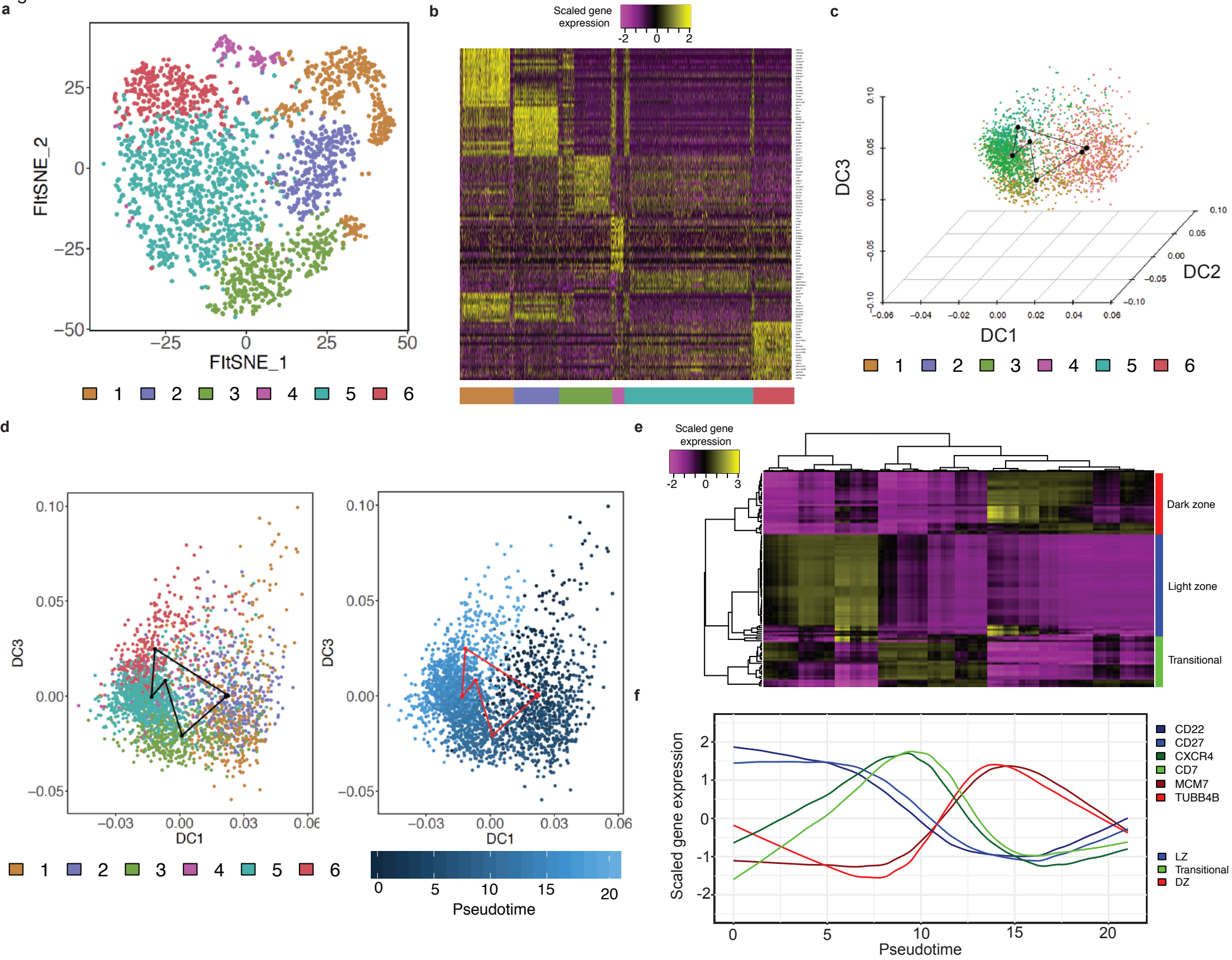


Figure 6

