

Evolution of Precision Oncology:

The Current Landscape

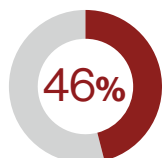
Targeted Therapies, Biomarkers, and Next-Generation Sequencing (NGS) Continue to Redefine Cancer Treatment

Results of *The Precision Oncology Annual Trend Report*, Seventh Edition, sponsored by Novartis Oncology, reveal the growing impact and importance that predictive biomarker tests have on treatment decision-making.

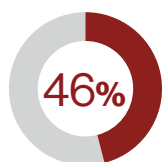
Top 3 Drivers of Coverage and Utilization

Oncologists' Top 3 Drivers

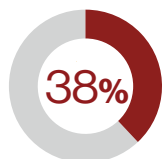
When Making Decisions to Order Companion Diagnostics



Recommended
patient-relevant clinical pathways or guidelines



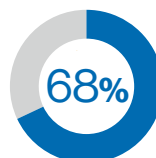
Companion diagnostic
is mandated in the therapeutic's FDA labeling



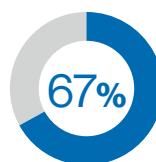
Reimbursement coverage
by the patient's payer

Payers' Top 3 Drivers

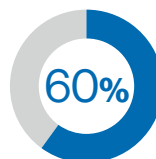
When Making Coverage Decisions for Oncology Biomarkers



Clinical validity



Mandated in a therapeutic's FDA labeling

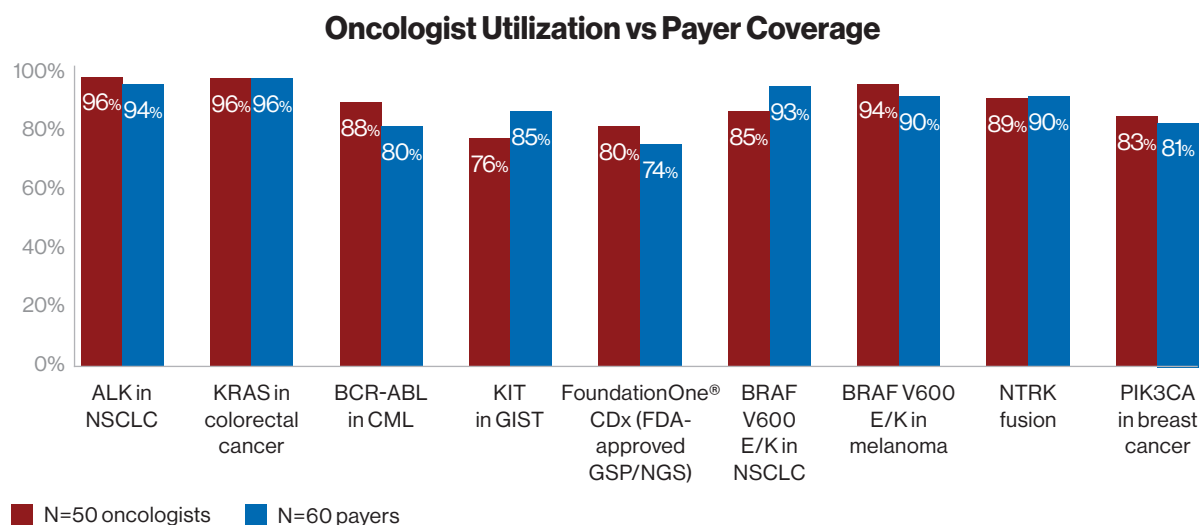


Test results must change patient management

Based on a survey of 50 oncologists and 60 payers conducted between July and August 2020.

FDA, US Food and Drug Administration.

Coverage of Select Predictive Biomarkers and Oncologist Utilization



CML, chronic myelogenous leukemia; GIST, gastrointestinal stromal tumor; GSP, genomic sequencing panel; NGS, next-generation sequencing; NSCLC, non-small cell lung cancer.

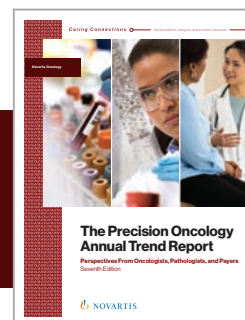
Predictive Biomarkers: Making the Value Proposition

Key Insights About Predictive Biomarkers From *The Precision Oncology Annual Trend Report*

- NGS continues to **revolutionize precision oncology and patient care**
- **Laboratory benefit managers** are becoming more influential
- Many large national payers have **adopted less stringent management** of oncology biomarkers, including NGS panels
- **Clinical validity is the most important driver** of biomarker test coverage by payers
- Liquid biopsies are being adopted into routine clinical practice
- Following the Centers for Medicare and Medicaid Services' decision to cover NGS companion diagnostics, **74% of payer respondents indicated covering FoundationOne® CDx in 2020**

FoundationOne is a registered trademark of Foundation Health, Inc.

For a copy of *The Precision Oncology Annual Trend Report*,
contact your Novartis representative
 or visit hcp.novartis.com/care-management.



Reference: Novartis Oncology. *The Precision Oncology Annual Trend Report: Perspectives From Oncologists, Pathologists, and Payers*. 7th ed; 2021.

