



CASES

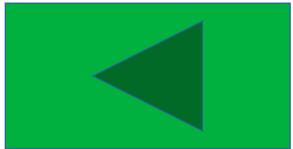
INSIGHTS INTO CAR T-CELL THERAPY

August 2019







HOW TO NAVIGATE THIS REPORT



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Topic	Slide
Study Objectives	
Report Snapshot	
Physician Demographics	
Key Insights	
Key Takeaways	
ARS Data	

STUDY OBJECTIVES



To gain advisors' perspectives on the following

- > The integration of CAR T therapy within the community
- > CAR T therapy within the setting of acute lymphoblastic leukemia (ALL), diffuse large B-cell lymphoma (DLBCL), and multiple myeloma (MM)

- > A moderated roundtable discussion focusing on CAR T-cell therapy was held on August 25, 2019, in Washington, DC
- > Disease state and data presentations were developed in conjunction with an expert from MD Anderson Cancer Center
- > The group of advisors comprised 10 community oncologists
- > Insights on CAR T-cell therapy in the following disease states were obtained: ALL, DLBCL, and MM
- > Data collection was accomplished through use of audience response system questioning and moderated discussion



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Physician Demographics



PARTICIPANT DEMOGRAPHICS (N = 9)

Demographic information of participants (N = 9)



Demographic information of participants (N = 9)



Demographic information of participants (N = 9)

PARTICIPANT DEMOGRAPHICS (N = 9)

Demographic Data: Gender



Demographic Data: Age Group



Additional demographic information and survey results are provided in the accompanying report.

PARTICIPANT DEMOGRAPHICS (N = 9)

Demographic information of participants (N = 9)



Demographic information of participants (N = 9)



Demographic information of participants (N = 9)



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Key Insights

TOPLINE TAKEAWAYS

[Redacted content]

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CAR T-CELL THERAPY OVERVIEW



Topic	Insights and Data
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Experience varies with CAR T-cell therapy among advisors, but most have referred at least 1 patient for therapy

- 77% of advisors indicated via APS that they have treated or referred at least 1 patient



CAR T-CELL THERAPY OVERVIEW – QUOTES



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CAR T-CELL THERAPY IN ALL, DLBCL, AND MM



Topic	Insights and Data
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CAR T-CELL THERAPY IN ALL, DLBCL, AND MM – QUOTES



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STRATEGIC CONSIDERATIONS



- 1. **THE COMPANY'S STRATEGIC POSITION**
 - Analyze the company's current position in the market, including its strengths, weaknesses, opportunities, and threats.
 - Evaluate the company's competitive advantage and its ability to sustain it.
 - Assess the company's financial performance and its ability to fund its strategic initiatives.
- 2. **MARKET OPPORTUNITIES**
 - Identify new market segments and potential growth areas.
 - Evaluate the attractiveness of these opportunities based on market size, growth rate, and competition.
 - Determine the company's ability to exploit these opportunities.
- 3. **INTERNAL CAPABILITIES**
 - Assess the company's resources, including human, financial, and technological resources.
 - Evaluate the company's organizational structure and its ability to support its strategic goals.
 - Determine the company's core competencies and its ability to leverage them.



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Key Takeaways

KEY TAKEAWAYS

<p>1. Strategic Alignment</p> <p>2. Operational Efficiency</p> <p>3. Customer Satisfaction</p> <p>4. Financial Performance</p> <p>5. Market Expansion</p>	<p>1. Strategic Alignment</p> <p>2. Operational Efficiency</p> <p>3. Customer Satisfaction</p> <p>4. Financial Performance</p> <p>5. Market Expansion</p>
<p>6. Strategic Alignment</p> <p>7. Operational Efficiency</p> <p>8. Customer Satisfaction</p> <p>9. Financial Performance</p> <p>10. Market Expansion</p>	<p>6. Strategic Alignment</p> <p>7. Operational Efficiency</p> <p>8. Customer Satisfaction</p> <p>9. Financial Performance</p> <p>10. Market Expansion</p>

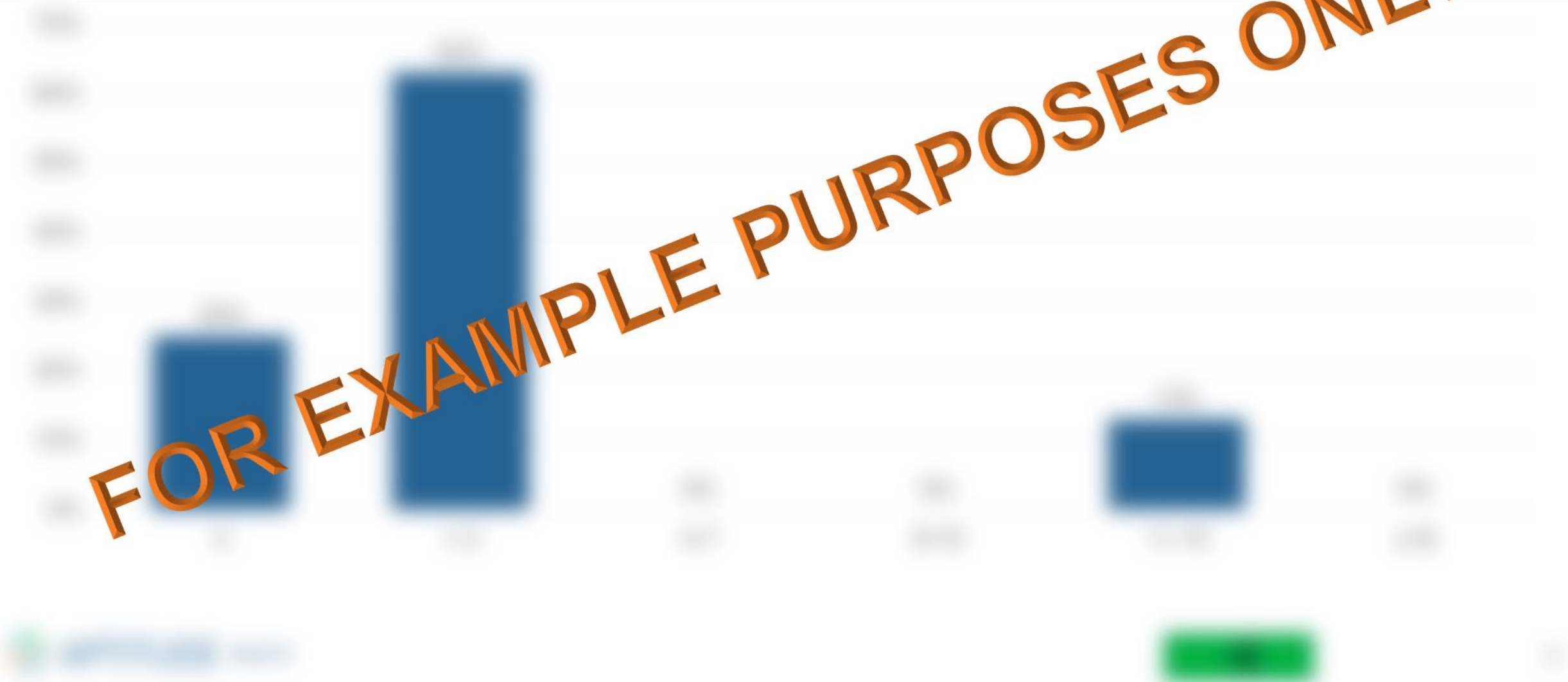


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ARS Data

WHEN YOU REFER PATIENTS TO ANOTHER CENTER, DO YOU ALWAYS CHOOSE THE SAME CENTER? (N = 10)

FOR EXAMPLE PURPOSES ONLY



WHAT PROPORTION OF YOUR PATIENTS WITH HEMATOLOGIC MALIGNANCIES PROACTIVELY ASK YOU ABOUT CAR T-CELL THERAPY? (N = 9)

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WHAT DO YOU CONSIDER THE BIGGEST BARRIER TO A BROADER USE OF CAR T-CELL THERAPY? (SELECT ALL THAT APPLY)

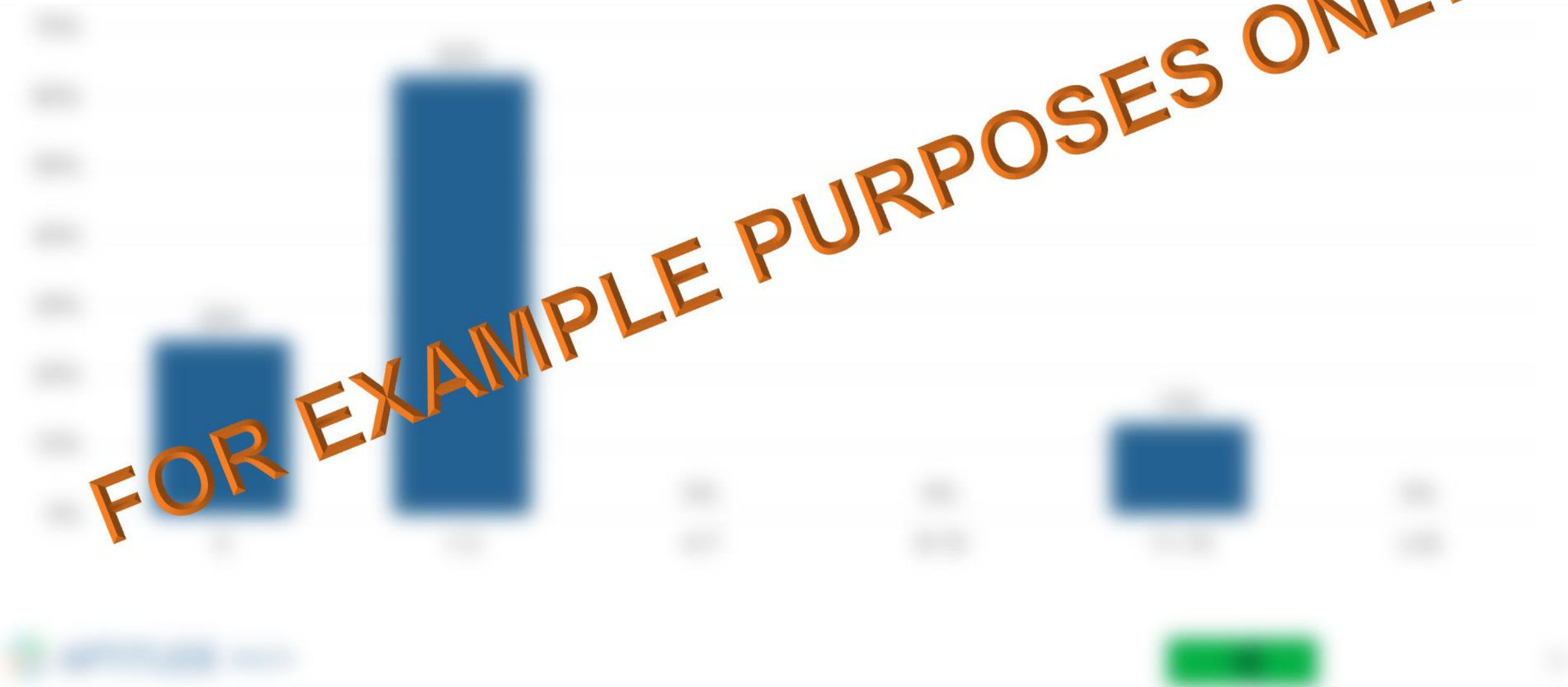
FOR EXAMPLE PURPOSES ONLY



WHAT HAS BEEN THE BIGGEST BARRIER TO YOU REFERRING PATIENTS FOR CAR T-CELL THERAPY? (N = 10)

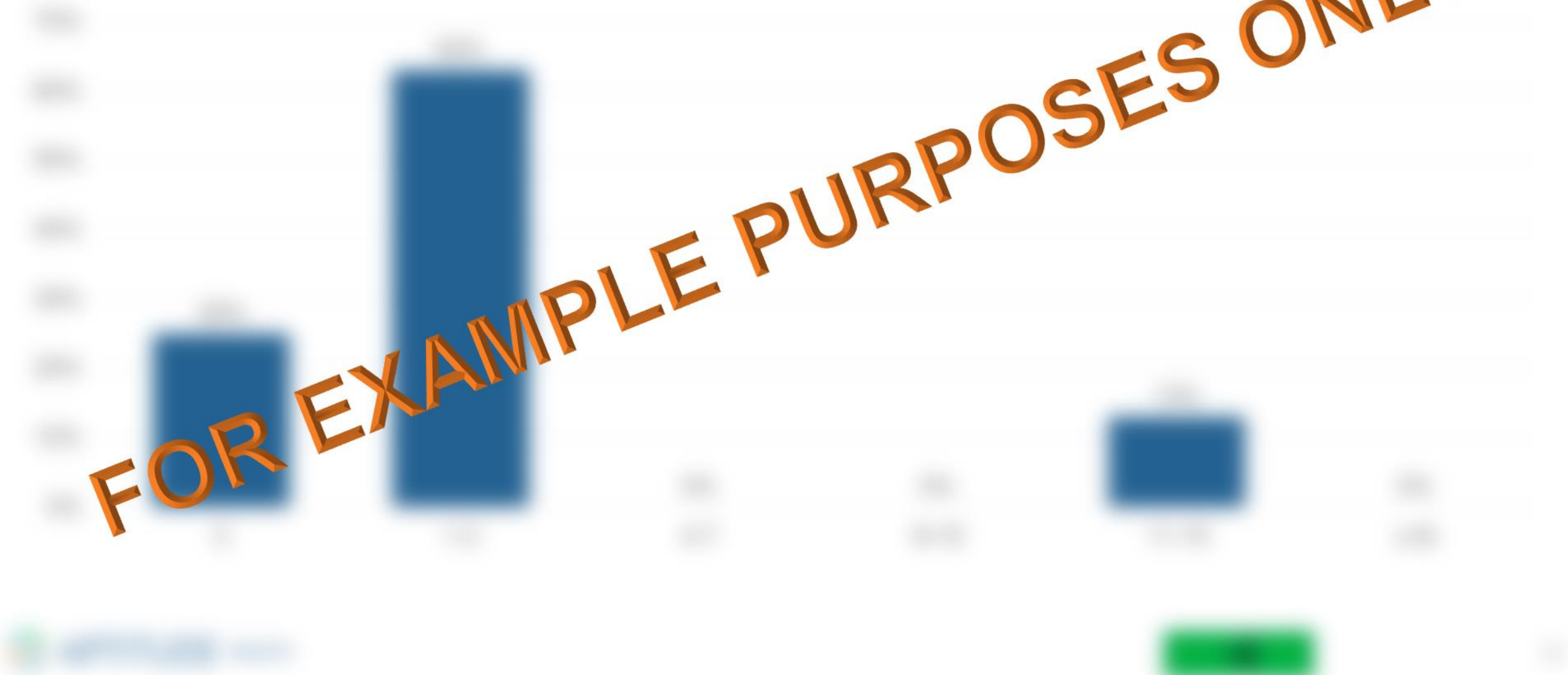
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FOR EXAMPLE PURPOSES ONLY



WHICH OF THE FOLLOWING TREATMENTS ARE YOU CURRENTLY ABLE TO ACCESS FOR YOUR PATIENTS AT YOUR INSTITUTION/PRACTICE? (SELECT ALL THAT APPLY) (N = 9)

FOR EXAMPLE PURPOSES ONLY



WHEN REFERRING PATIENTS FOR CAR T, DO YOU KNOW BEFOREHAND WHICH CAR T-CELL THERAPY YOUR PATIENT WILL RECEIVE? (N = 8)

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FOR EXAMPLE PURPOSES ONLY



CAN BRIDGING CHEMOTHERAPY BE ADMINISTERED WHILE THE PATIENT AWAITS PRODUCTION OF THEIR CAR T-CELL PRODUCT? (N = 8)

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FOR EXAMPLE PURPOSES ONLY