

CORE

Physician-Reported Clinical and Engagement TRENDS FOR 2023

CLINICAL PRACTICES

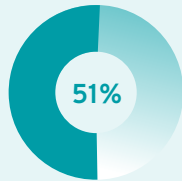
20% of Patients Undiagnosed



Most (80%) physicians reported that up to 20% of potential patients have gone undiagnosed due to their reluctance to be seen by an HCP during the pandemic

50% Decrease in Office Visits

More than half (51%) of community physicians have seen up to a 50% decrease in their current cancer patients in-office visits vs before COVID-19



20% Shift to Telemedicine



Most community physicians have shifted up to 20% of patients to remote/telehealth/virtual visits vs before COVID-19

- Nearly half of physicians plan to continue telemedicine for managing stable patients on oral chemotherapy

2/3 Made Changes to Treatment Practice

~25%-30% of physicians used cytotoxic chemotherapy and monoclonal antibodies less often during COVID-19

- Other therapies used less often were steroids, bone-modifying agents, radiation therapy, hormone therapy, and TKIs



ENGAGEMENT & COMMUNICATION

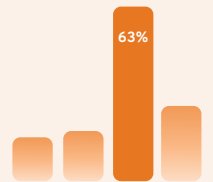
>75% Decreased In-Person Rep Visits



Most community physicians have decreased face-to-face engagement with manufacturer representatives vs before COVID-19

63% Would Like More Virtual Events

63% of physicians would like to see manufacturers increase engagement for virtual events/meetings



68% Prefer Virtual Speaker Events for Clinical Information



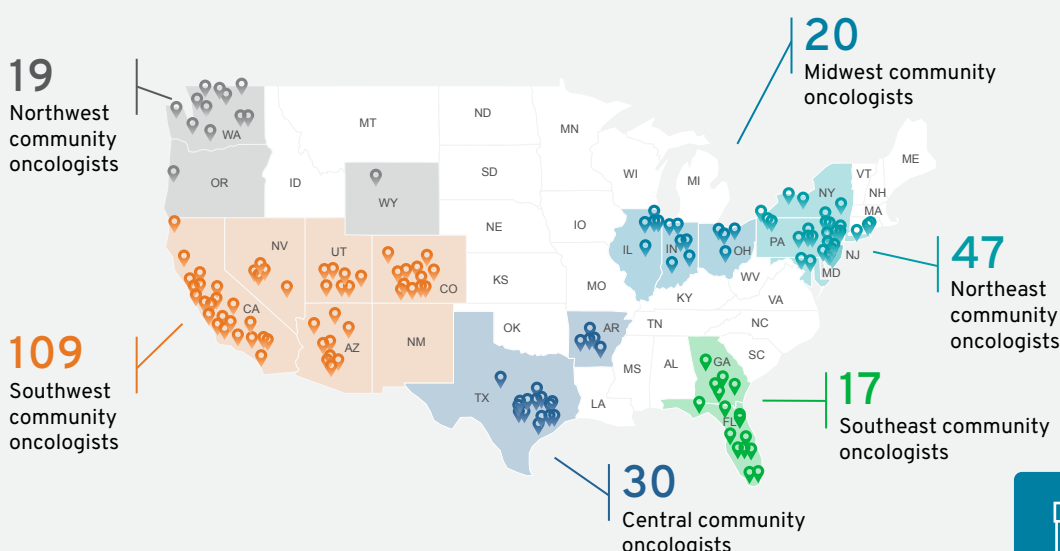
Virtual speaker events are considered the most valuable source of clinical information, followed by scientific journals, professional congress and society meetings, digital media (website, other online material), and peer-to-peer interaction

21% Will Not Return to Live Meetings Even After COVID-19 Is Under Control

Of those who said they would attend live meetings, more physicians prefer shorter (≤3 hours), small-sized (<25 people) meetings to full-day, larger events



Overall, the COVID-19 pandemic did not change physicians' willingness to try new therapies



Methodology:

Series of CORE meetings comprising **242 oncologists in 20 states**

Survey focused on the pandemic impacts on patient care and interaction with life science companies



All responses received between December 2021 and May 2022