



Insights Into Metastatic Colorectal Cancer (mCRC) – Midwest

January 26, 2026

How to Navigate This Report



Click to move to topic
of interest or ARS
supporting data



Click to return to
previous slide

Report Contents



Quick Links

Report Snapshot



> Session overview



> Session agenda



> Attendee overview



> Attendee demographics



Scope of the Report



Topline Takeaways



Detailed Insights and Strategic Recommendations



Attendee Key Takeaways



ARS Data





Report Snapshot



Disease state and data presentations were led on **January 26, 2026**, by **John Marshall, MD**, from Georgetown University Medical Center in Washington, DC, and moderated by **Tanios Bekaii-Saab, MD, FACP, FASCO**, from Mayo Clinic Cancer Center in Scottsdale, AZ, with content developed in conjunction with the Aptitude Health scientific team



The objectives of the meeting were to

- > Assess how clinical factors, patient characteristics, and current treatment practices influence third-line and later treatment decisions for MSS mCRC
- > Gain insights into community oncologists' perceptions and experiences with existing later-line therapeutic options for the treatment of MSS mCRC



Data collection was accomplished through the use of **audience response system (ARS)** questioning and **moderated discussion**



Insights on the management of mCRC were obtained from **9 community oncologists** from the Midwest region of the United States

Report Snapshot: Session Agenda



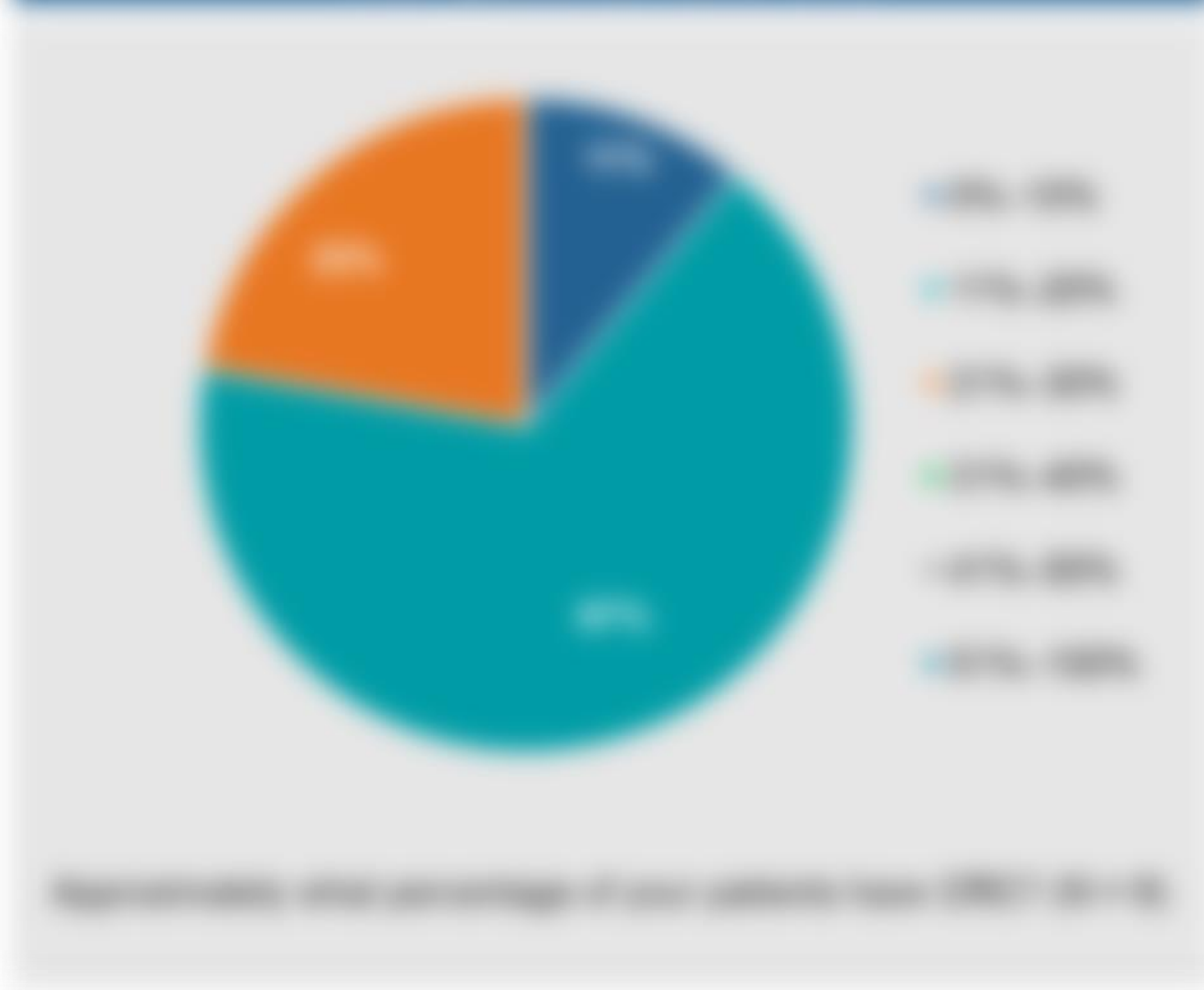
Time (CT)	Topic
6.00 PM – 6.10 PM (10 min)	Introduction
6.10 PM – 6.45 PM (35 min)	Frontline Treatment Landscape in mCRC <ul style="list-style-type: none">• ARS questions• Overview of frontline mCRC treatment landscape• Reaction and discussion
6.45 PM – 7.00 PM (15 min)	Break
7.00 PM – 8.50 PM (110 min)	Management of Refractory mCRC <ul style="list-style-type: none">• ARS questions• Overview of supporting data in the refractory microsatellite-stable setting• Future treatment landscape• Reaction and discussion• Postpresentation ARS questions
8.50 PM – 9.00 PM (10 min)	Key Takeaways and Meeting Evaluation

Report Snapshot: Attendee Overview



Report Snapshot: Attendee Demographics

Demographic Breakdown of Attendees (Total: 100)



Geographic Distribution of Attendees (Total: 100)



Scope of the Report

1 **Introduction**

2 **Methodology**

3 **Findings**

4 **Conclusions**

5 **Recommendations**

6 **Appendix**

7 **References**

8 **Index**

Topline Takeaways

Key Takeaways	Topline Takeaways
<p>1. The company's revenue is projected to grow by 15% in 2024, driven by strong performance in the pharmaceutical segment.</p>	<p>1. The company's revenue is projected to grow by 15% in 2024, driven by strong performance in the pharmaceutical segment.</p>
<p>2. The company's operating margin is expected to improve to 25% in 2024, reflecting cost optimization initiatives.</p>	<p>2. The company's operating margin is expected to improve to 25% in 2024, reflecting cost optimization initiatives.</p>
<p>3. The company's cash flow is projected to increase by 10% in 2024, supporting strategic investments.</p>	<p>3. The company's cash flow is projected to increase by 10% in 2024, supporting strategic investments.</p>



**Detailed Insights and
Strategic Recommendations**



Objective 1

Factors Influencing Treatment Choices in
Later-Line mCRC

Objective 1: Detailed Insights (1/2)



Section 1: Introduction

Section 2: Detailed Insights (1/2)

Section 3: Detailed Insights (2/2)

Section 4: Summary

Section 5: Conclusion

Section 6: Appendix

Section 7: Bibliography

Section 8: Index

Section 9: Glossary

Section 10: Acknowledgments

Section 11: Contact Information

Section 12: Disclaimer

Section 13: Copyright

Section 14: Privacy Policy

Section 15: Terms of Service

Section 16: Cookies

Section 17: Accessibility

Section 18: Feedback

Section 19: Updates

Section 20: Legal Notices

Section 21: Notices

Section 22: Notices

Section 23: Notices

Section 24: Notices

Section 25: Notices

Section 26: Notices

Section 27: Notices

Section 28: Notices

Section 29: Notices

Section 30: Notices

Section 31: Notices

Section 32: Notices

Section 33: Notices

Section 34: Notices

Section 35: Notices

Section 36: Notices

Section 37: Notices

Section 38: Notices

Section 39: Notices

Section 40: Notices

Section 41: Notices

Section 42: Notices

Section 43: Notices

Section 44: Notices

Section 45: Notices

Section 46: Notices

Section 47: Notices

Section 48: Notices

Section 49: Notices

Section 50: Notices

Section 51: Notices

Section 52: Notices

Section 53: Notices

Section 54: Notices

Section 55: Notices

Section 56: Notices

Section 57: Notices

Section 58: Notices

Section 59: Notices

Section 60: Notices

Section 61: Notices

Section 62: Notices

Section 63: Notices

Section 64: Notices

Section 65: Notices

Section 66: Notices

Section 67: Notices

Section 68: Notices

Section 69: Notices

Section 70: Notices

Section 71: Notices

Section 72: Notices

Section 73: Notices

Section 74: Notices

Section 75: Notices

Section 76: Notices

Section 77: Notices

Section 78: Notices

Section 79: Notices

Section 80: Notices

Section 81: Notices

Section 82: Notices

Section 83: Notices

Section 84: Notices

Section 85: Notices

Section 86: Notices

Section 87: Notices

Section 88: Notices

Section 89: Notices

Section 90: Notices

Section 91: Notices

Section 92: Notices

Section 93: Notices

Section 94: Notices

Section 95: Notices

Section 96: Notices

Section 97: Notices

Section 98: Notices

Section 99: Notices

Section 100: Notices

Objective 1: Detailed Insights (2/2)



Objective 1: Detailed Insights (2/2)

1. **Identify the key drivers of the business's performance.** This involves analyzing the company's financial statements, operational data, and market trends to determine the primary factors influencing its success or challenges.

2. **Assess the company's competitive advantage.** Evaluate the unique strengths and capabilities that set the company apart from its competitors, such as proprietary technology, brand loyalty, or cost efficiency.

3. **Identify the key risks and opportunities.** Analyze the external and internal factors that could impact the company's future performance, including market volatility, regulatory changes, and technological advancements.

Objective 1: Supportive Quotes From Discussion (1/4)



Case	Supportive Quotes
[Blurred Case Name]	[Blurred Supportive Quotes]

Objective 1: Supportive Quotes From Discussion (2/4)



Case	Supportive Quotes
Case 1	<p>Blended families often face unique challenges, such as differing parenting styles and conflicting loyalties. However, with open communication and mutual respect, these challenges can be overcome. For example, a parent might say, "It's important to establish consistent rules and expectations for all children in the household, regardless of their biological parent."</p> <p>Another key factor is the role of the stepparent. A supportive quote might be, "Stepparents should focus on building a positive relationship with their stepchildren, rather than trying to replace the biological parent. This can be achieved through shared activities and consistent support."</p>
Case 2	<p>Effective communication is crucial in blended families. A quote from a professional might state, "Regular family meetings can help address concerns and foster a sense of unity among all family members." This suggests that structured communication can prevent misunderstandings and build trust.</p> <p>Additionally, the importance of self-care for stepparents is highlighted. A quote could be, "Stepparents should not neglect their own needs while trying to manage the family. Taking time for themselves is essential for maintaining a healthy and functional household."</p>

Objective 1: Supportive Quotes From Discussion (3/4)



Case	Supportive Quotes
Case 1	<p>[Blurred text]</p>
Case 2	<p>[Blurred text]</p>

Objective 1: Supportive Quotes From Discussion (4/4)



Case	Discussion Summary
[Blurred Case Title]	[Blurred Discussion Summary]

Objective 1: Strategic Recommendations



Strategic Recommendations

Recommendation 1: Enhance Operational Efficiency

- 1. Implement process automation to reduce manual data entry and reporting.
- 2. Streamline communication channels to improve response times.
- 3. Invest in staff training to ensure proficiency with new tools and processes.

Recommendation 2: Strengthen Financial Performance

- 1. Review current budgeting and forecasting processes for accuracy.
- 2. Explore cost-saving opportunities in procurement and operations.
- 3. Establish key performance indicators (KPIs) to track financial health.



Objective 2

Perceptions and Experiences With Existing
Therapeutic Options in Later-Line mCRC

Objective 2: Detailed Insights (1/3)



Case Study: [Faded Title]

[Faded text describing the case study context]

Key Findings:

- [Faded bullet point 1]
- [Faded bullet point 2]
- [Faded bullet point 3]
- [Faded bullet point 4]

Objective 2: Detailed Insights (2/3)



Case Study: [Faded Title]

[Faded introductory text]

Key Findings and Recommendations

- [Faded bullet point 1]
- [Faded bullet point 2]
- [Faded bullet point 3]
- [Faded bullet point 4]

Objective 2: Detailed Insights (3/3)



Case 1: [Faded Title]

[Faded text describing the case scenario]

Key Findings:

- [Faded bullet point]
- [Faded bullet point]

Recommendations:

- [Faded bullet point]

Conclusion:

- [Faded bullet point]

Objective 2: Supportive Quotes From Discussion (1/8)



Case	Discussion Summary
[Blurred text]	[Blurred text]

Objective 2: Supportive Quotes From Discussion (2/8)



Supportive Quotes From Discussion (2/8)

Case	Supportive Quotes
Case 1: [Faded text]	[Faded text]
Case 2: [Faded text]	[Faded text]

Objective 2: Supportive Quotes From Discussion (3/8)



ID	Discussion Summary
[Blurred]	<p>[Blurred text]</p> <p>[Blurred text]</p>

Objective 2: Supportive Quotes From Discussion (4/8)



Case	Supportive Quotes
[Faded text]	[Faded text]

Objective 2: Supportive Quotes From Discussion (5/8)



Case	Supportive Quotes
[Blurred text]	[Blurred text]

Objective 2: Supportive Quotes From Discussion (6/8)



Case	Discussion
[Blurred text]	[Blurred text]

Objective 2: Supportive Quotes From Discussion (7/8)



Case	Supportive Quotes
[Blurred Case Title]	[Blurred Supportive Quotes]

Objective 2: Supportive Quotes From Discussion (8/8)



Case	Supportive Quotes
[Blurred Case Title]	<p>[Blurred Supportive Quote 1]</p> <p>[Blurred Supportive Quote 2]</p> <p>[Blurred Supportive Quote 3]</p>

Objective 2: Strategic Recommendations



Strategic Recommendations

Strategic recommendations are developed to address the organization's long-term success and growth. These recommendations are based on the findings of the strategic analysis and are designed to provide a clear path forward for the organization.

- Recommendation 1: Focus on core competencies and differentiate the organization from its competitors.
- Recommendation 2: Invest in research and development to drive innovation and create new products and services.
- Recommendation 3: Expand into new markets and geographies to diversify the organization's revenue streams.
- Recommendation 4: Strengthen the organization's financial position and improve operational efficiency.
- Recommendation 5: Build a strong brand and enhance customer loyalty.
- Recommendation 6: Develop a robust talent management strategy to attract and retain top talent.
- Recommendation 7: Establish a clear governance structure and ensure transparency in decision-making.
- Recommendation 8: Monitor and evaluate the organization's performance against its strategic goals.

Objective 3: Detailed Insights (1/5)



Objective 3: Detailed Insights (1/5)

Introduction

Key Findings

- 1. **Introduction**
- 2. **Key Findings**
- 3. **Conclusion**

Conclusion

Objective 3: Detailed Insights (2/5)



Summary of Findings: The analysis of the 2019-2020 season shows a significant increase in cases compared to previous years, with a peak in the winter months. The data indicates a strong correlation between the number of cases and the duration of the season.

Key Findings:

- The number of cases increased significantly from the start of the season to the peak in the winter months.
- The duration of the season was longer than in previous years, extending into the spring months.
- The overall impact on the population was more severe than in previous years, with a higher number of hospitalizations and deaths.

Conclusion: The 2019-2020 season was characterized by a higher number of cases and a longer duration compared to previous years. This suggests a more severe impact on the population and a need for continued monitoring and intervention.

Objective 3: Detailed Insights (3/5)



Case Study: [Blurred Title]

[Blurred text describing the case study context]

Key Findings:

- [Blurred bullet point 1]
- [Blurred bullet point 2]
- [Blurred bullet point 3]

Objective 3: Detailed Insights (4/5)



Case Study: [Illegible]

[Illegible text block]

Key Takeaways:

- [Illegible bullet point]
- [Illegible bullet point]

Objective 3: Detailed Insights (5/5)



Case Study: [Faded]

[Faded text]

Key Findings:

- [Faded bullet point]
- [Faded bullet point]

[Faded text]

Objective 3: Supportive Quotes From Discussion (1/7)



Case	Supportive Quotes
[Blurred Case Name]	<p>[Blurred Supportive Quote 1]</p> <p>[Blurred Supportive Quote 2]</p> <p>[Blurred Supportive Quote 3]</p> <p>[Blurred Supportive Quote 4]</p>

Objective 3: Supportive Quotes From Discussion (2/7)



Case	Supportive Quotes
Case 1: [Illegible]	<p>[Illegible text]</p> <p>[Illegible text]</p> <p>[Illegible text]</p>
Case 2: [Illegible]	<p>[Illegible text]</p> <p>[Illegible text]</p> <p>[Illegible text]</p>

Objective 3: Supportive Quotes From Discussion (3/7)



Topic	Supportive Quotes
[Blurred text]	[Blurred text]
[Blurred text]	[Blurred text]

Objective 3: Supportive Quotes From Discussion (4/7)



Case	Supportive Quotes
[Blurred text]	[Blurred text]

Objective 3: Supportive Quotes From Discussion (5/7)



ID	Supportive Quotes
11111	<p>Supportive quote 1: [blurred text]</p> <p>Supportive quote 2: [blurred text]</p> <p>Supportive quote 3: [blurred text]</p> <p>Supportive quote 4: [blurred text]</p>
11112	<p>Supportive quote 5: [blurred text]</p> <p>Supportive quote 6: [blurred text]</p>

Objective 3: Supportive Quotes From Discussion (6/7)



Case	Supportive Quotes
[Blurred Case Title]	[Blurred Supportive Quotes]

Objective 3: Supportive Quotes From Discussion (7/7)



Topic	Supportive Quotes
Topic 1	<p>Quote 1: "The study found that..."</p> <p>Quote 2: "The results indicate..."</p> <p>Quote 3: "The findings suggest..."</p> <p>Quote 4: "The data shows..."</p>
Topic 2	<p>Quote 5: "The research demonstrates..."</p> <p>Quote 6: "The evidence supports..."</p> <p>Quote 7: "The analysis reveals..."</p> <p>Quote 8: "The study concludes..."</p>

Objective 3: Strategic Recommendations



Strategic Recommendations for the Future of the Organization

- 1. Focus on digital transformation and data analytics to improve operational efficiency and customer experience.
- 2. Invest in talent development and leadership training to build a high-performing workforce.
- 3. Strengthen the organization's financial position through cost optimization and revenue diversification.
- 4. Enhance the organization's sustainability and social responsibility initiatives to attract and retain top talent.
- 5. Foster a culture of innovation and collaboration to drive long-term growth and success.

- 6. Explore strategic partnerships and alliances to expand market reach and capabilities.
- 7. Prioritize cybersecurity and data privacy to protect sensitive information and maintain trust.
- 8. Monitor and adapt to changing market conditions and industry trends to stay competitive.
- 9. Implement robust risk management practices to identify and mitigate potential threats.
- 10. Regularly communicate the organization's vision and progress to all stakeholders.



Attendee Key Takeaways

Attendee Key Takeaways (1/3)



- 1. [Blurred text]
- 2. [Blurred text]
- 3. [Blurred text]
- 4. [Blurred text]

Attendee Key Takeaways (2/3)



- 1. [Faded text]
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- 4. [Faded text]

Attendee Key Takeaways (3/3)



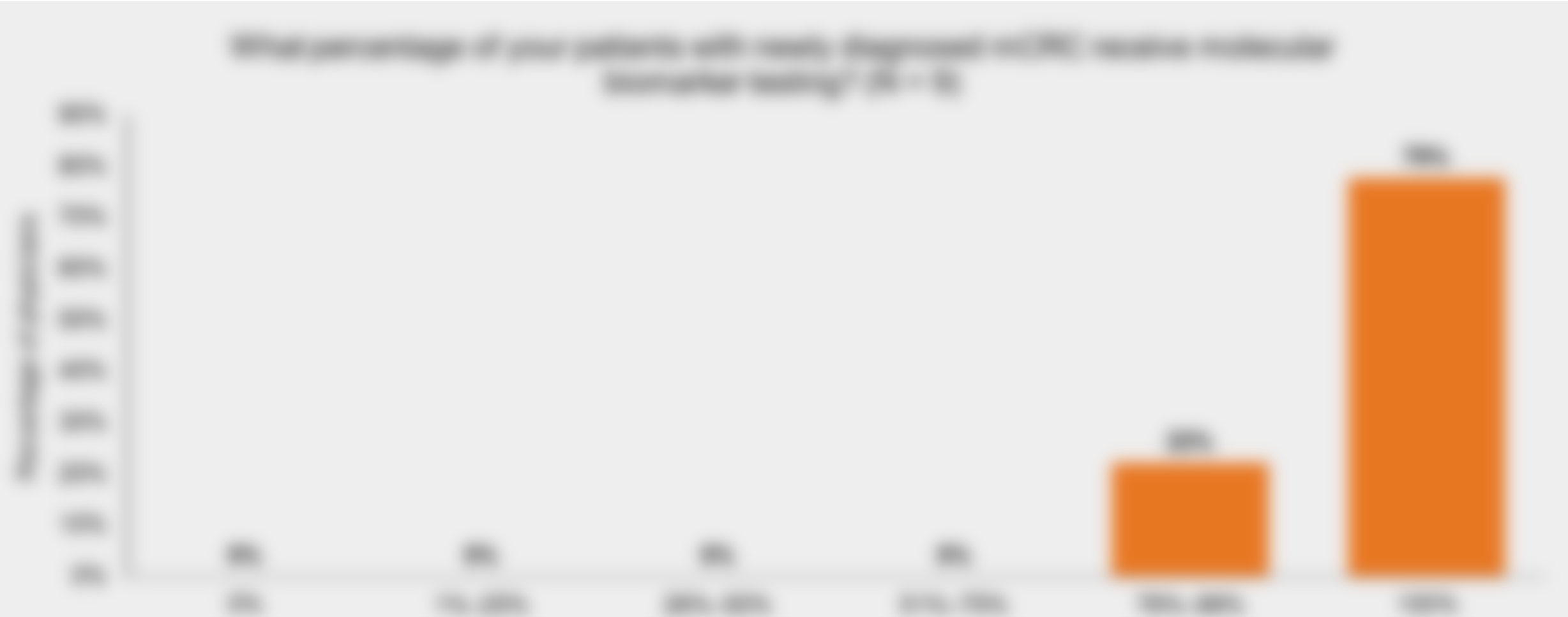
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- 9. [Faded text]
- 10. [Faded text]



Biomarker Testing Practices

ARS Data

More Than Three-Fourths of Physicians (78%) Perform Molecular Biomarker Testing for All Patients With Newly Diagnosed mCRC



Most Physicians (89%) Always Consider Biomarker Status When Making Treatment Decisions for Patients With mCRC

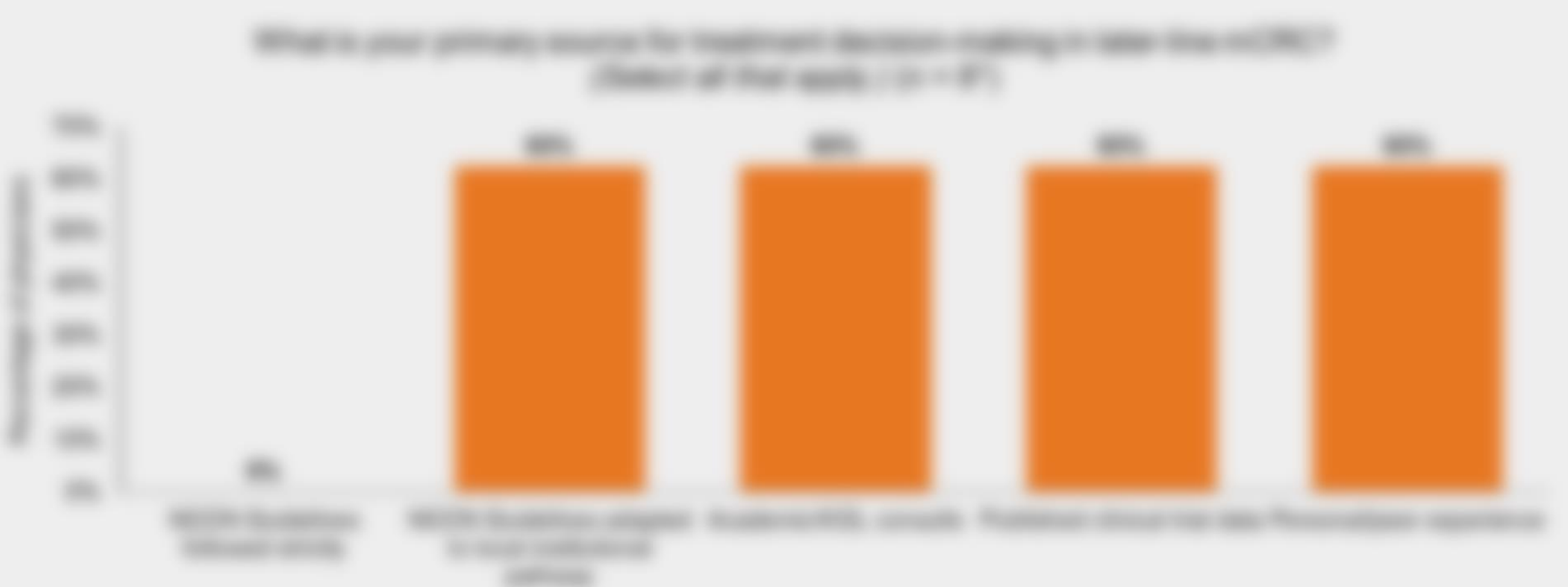




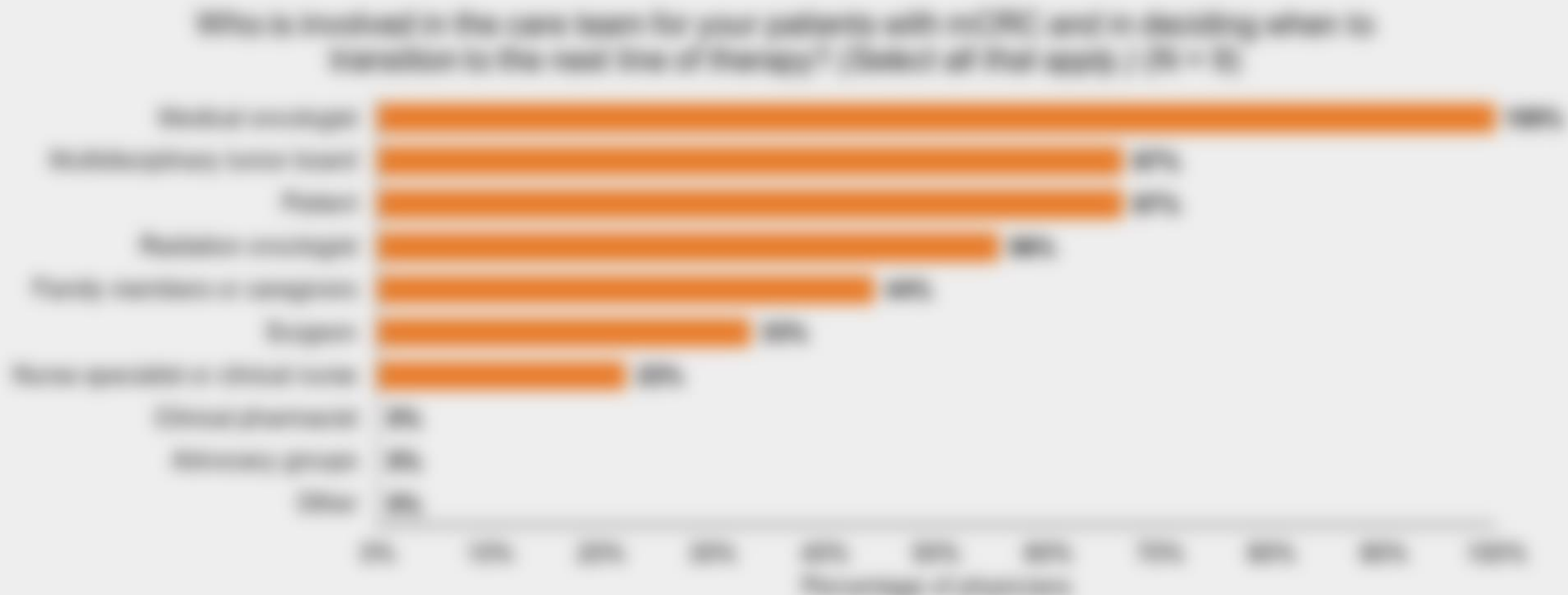
Sources for Treatment Decision-Making and Care Management in Later-Line mCRC

ARS Data

Physicians Consider NCCN Guidelines Adapted to Local Institutional Pathways, Academic/KOL Consultations, Published Clinical Trial Data, and Personal or Peer Experience as Primary Sources for Later-Line mCRC Treatment Decisions



Medical Oncologists, Multidisciplinary Tumor Boards, and Patients Are Most Involved in Next-Line Treatment Decisions for Patients With mCRC

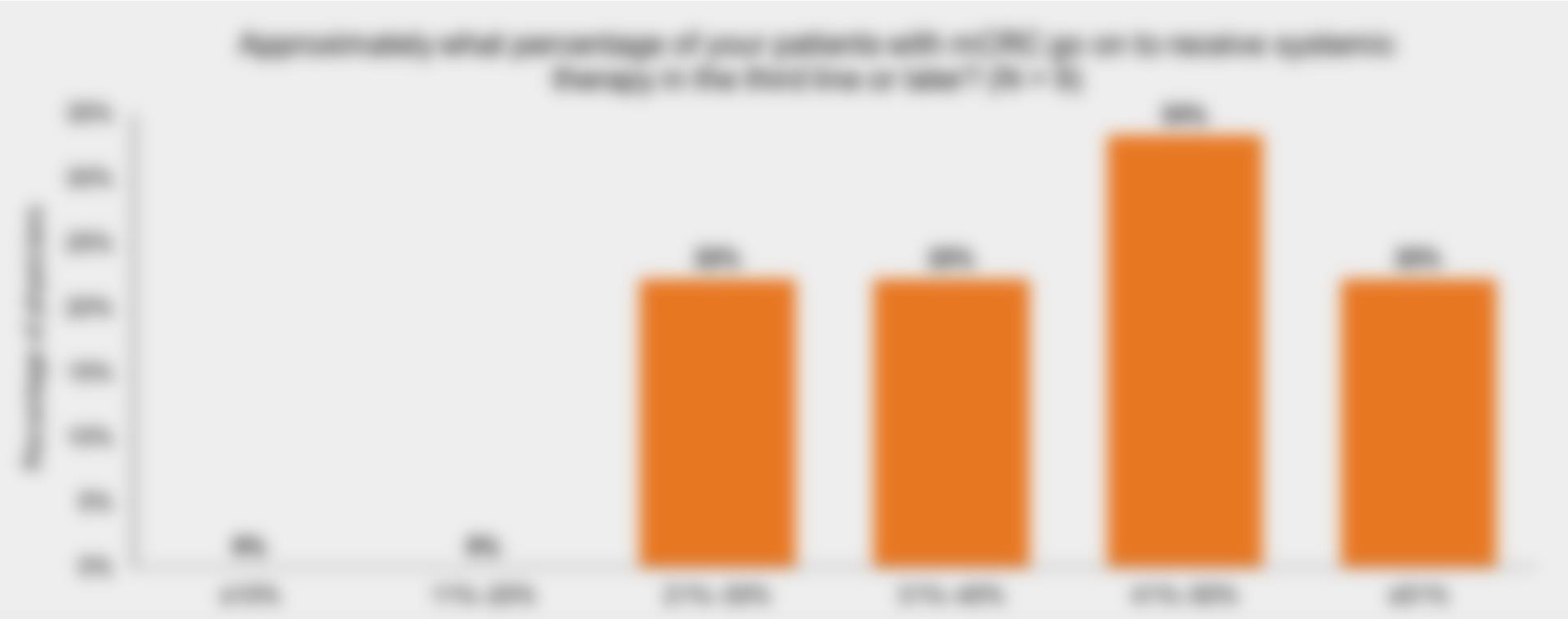




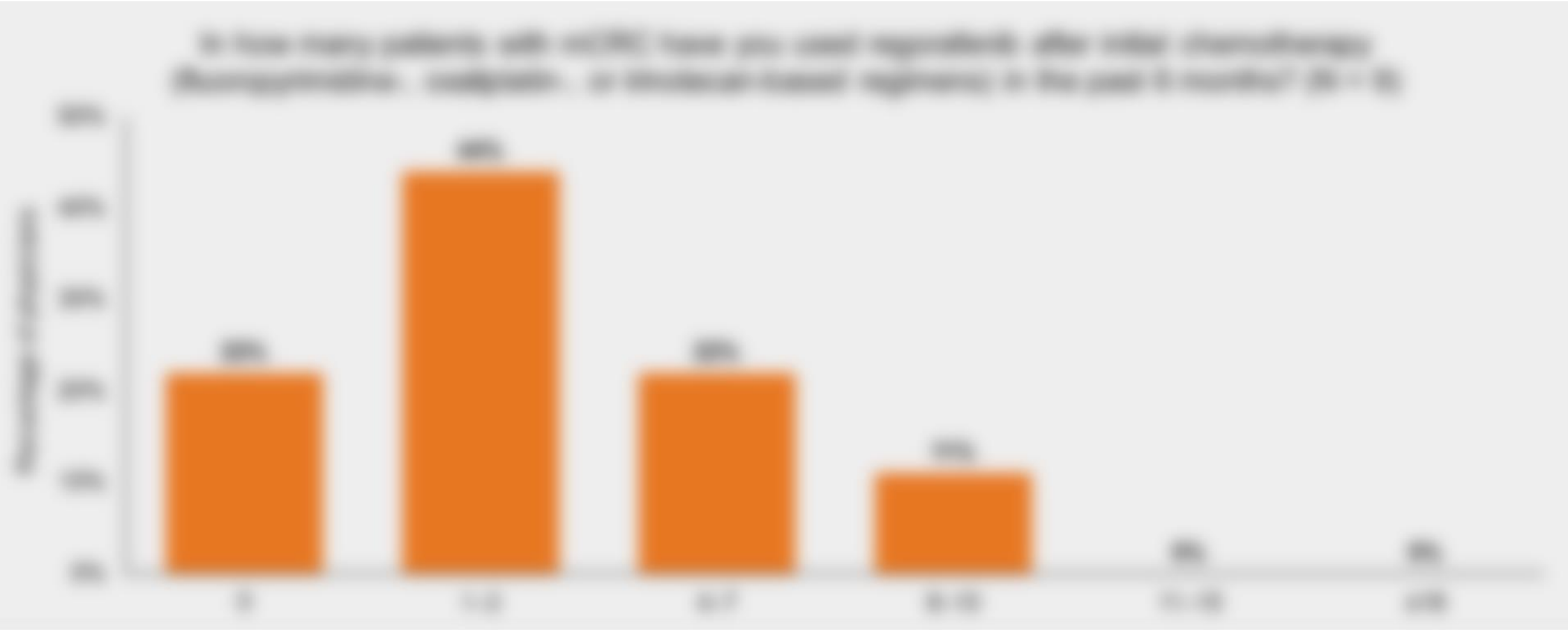
Use of Specific Therapies Post-Chemotherapy and Factors Influencing Treatment Selection

ARS Data

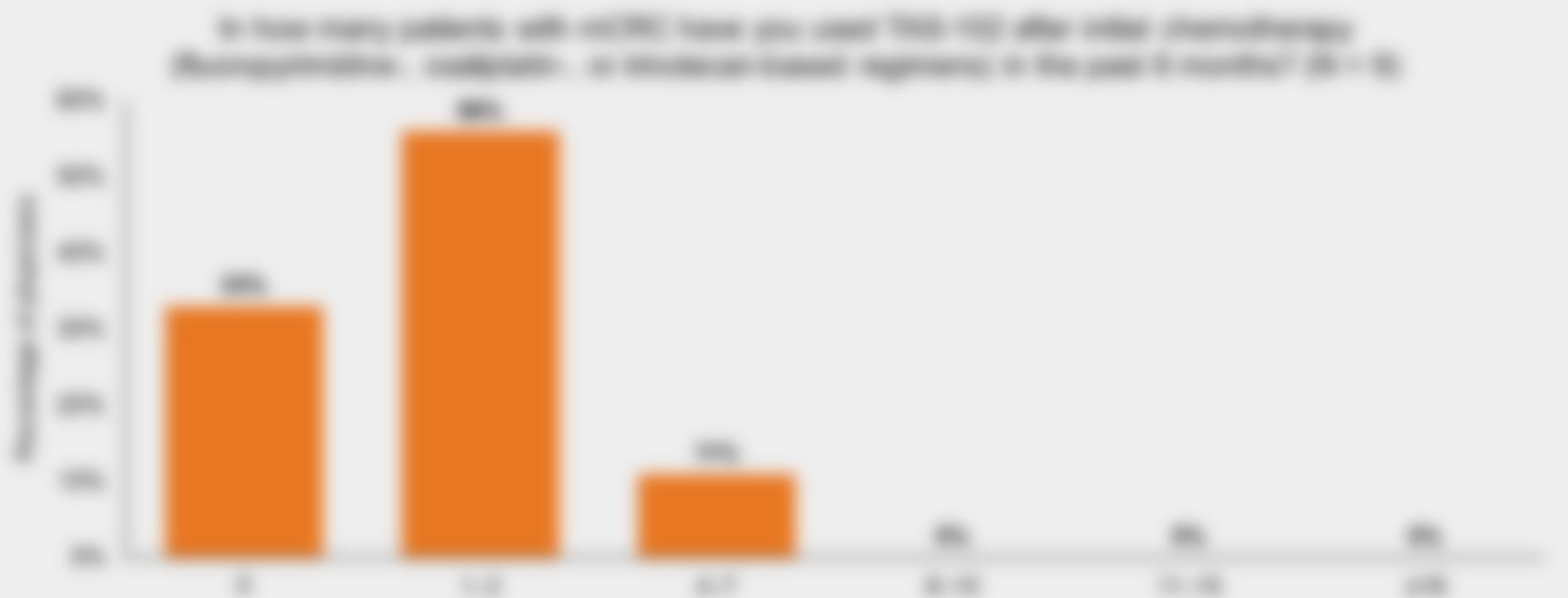
Over Half of Physicians (55%) Reported That $\geq 41\%$ of Their Patients Go On to Receive Systemic Therapy in the Third Line or Later



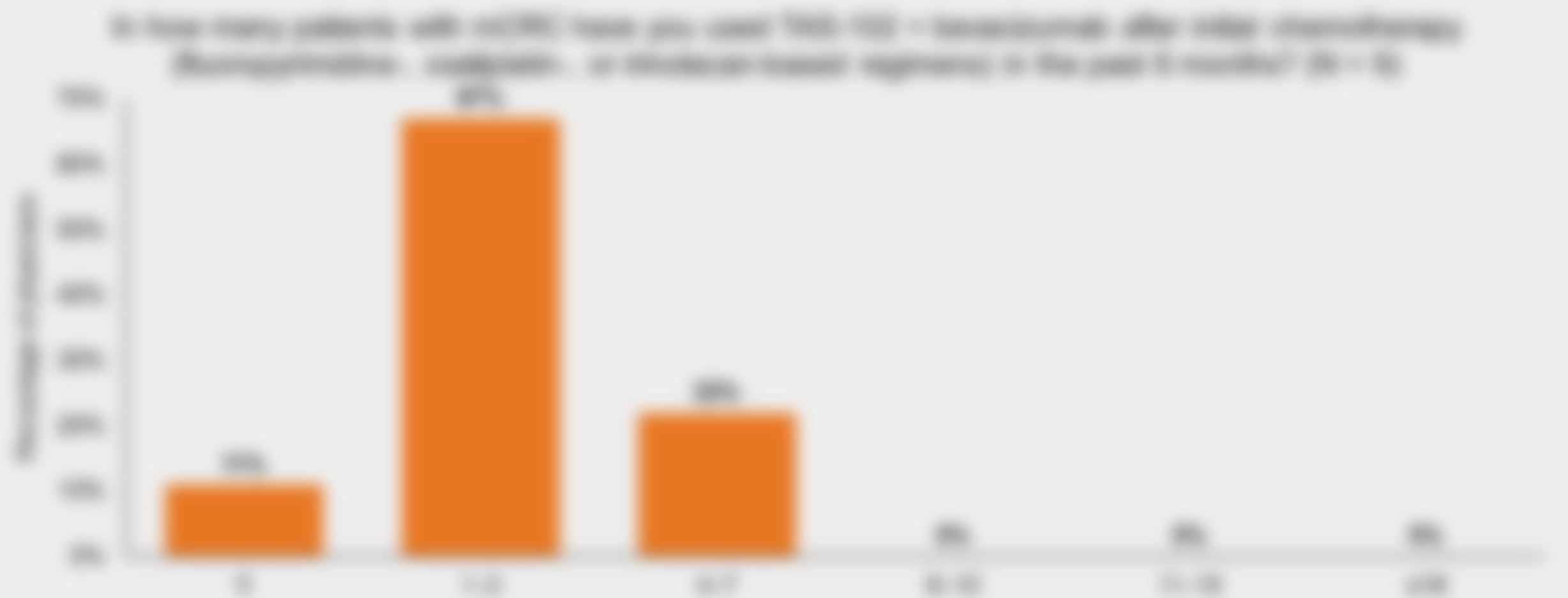
In the Past 6 Months, Most Physicians Prescribed Regorafenib in 1–3 Patients, While 33% Used It in 4–10 Patients; 22% Did Not Choose It for Any Patients



More Than Half of Physicians Reported Using TAS-102 in 1–3 Patients in the Last 6 Months; 11% Prescribed It in 4–7 Patients, While 33% Reported No Use



Most Physicians (67%) Prescribed TAS-102 + Bevacizumab in 1–3 Patients; 22% Used It in 4–7 Patients, While 11% Reported No Use



89% of Physicians Prescribed Fruquintinib for 1–3 Patients, While 11% Had Not Selected It for Any of Their Patients



Efficacy Most Significantly Influences Third- and Later-Line Treatment Selection for Patients With MSS mCRC, Followed by Tolerability, Patient-Specific Factors, and Impact on QOL



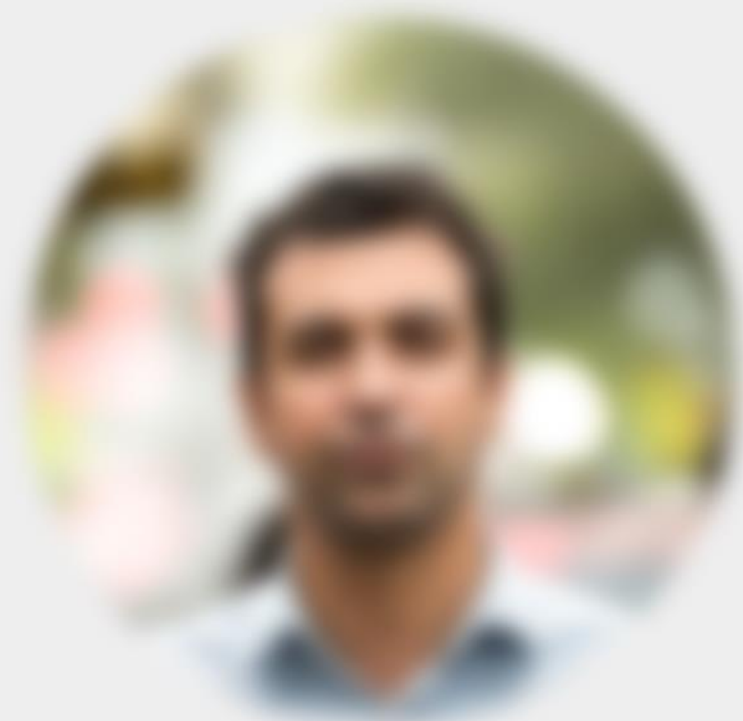
Figure 1. Factors influencing treatment selection for patients with MSS mCRC. The chart shows the percentage of patients who selected each factor as the most significant influence on their treatment choice. The factors are ranked from highest to lowest percentage.





Patient Case Scenario

ARS Data

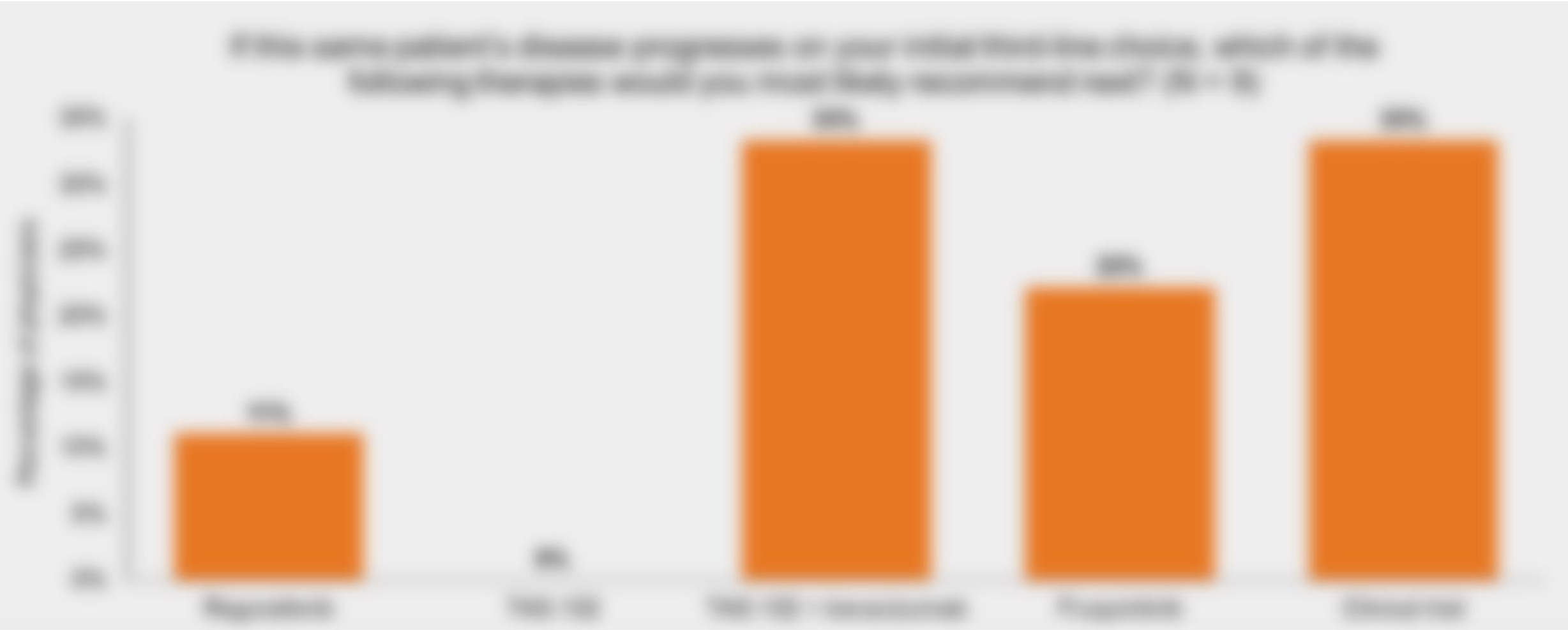


- History of Present Illness**
- 1. The patient was first diagnosed with stage II colorectal cancer, metastatic to the liver and lungs, in 2015. He was treated with FOLFOX chemotherapy and radiation therapy to the lungs. He has since had several recurrences of the cancer.
 - 2. The patient is currently healthy and continues to work as a software engineer.
 - 3. The patient's most recent blood work, including a CT scan of the chest and abdomen, is within normal limits.
 - 4. The patient is currently on a diet of low-fat, low-sugar, and low-salt foods.
- History of Past Illness**
- 1. The patient has a history of hypertension, hyperlipidemia, and type II diabetes mellitus. He is currently on medication for all three conditions and has been able to maintain good control of his blood pressure, cholesterol, and blood sugar.

Equal Proportions of Physicians Selected TAS-102 + Bevacizumab, Fruquintinib, and Clinical Trial Enrollment (33% each) as Next-Line Therapy for This Patient With Progressive mCRC



Physicians Were Divided Between TAS-102 + Bevacizumab or Clinical Trial Enrollment (33% each) for This Patient Following Progression on Third-Line Therapy; 22% Favored Fruquintinib





Awareness of Clinical Trial Data

ARS Data

Most Physicians (78%) Reported Being Somewhat Familiar With the FRESCO/FRESCO-2 Trials; 22% Were Extremely Familiar



Over Half of Physicians (56%) Were Somewhat Familiar With the STELLAR-303 Trial; 44% Were Not at All Familiar





Impressions of STELLAR-303 and Barriers to Adoption

ARS Data

Most Physicians Found the Improved Overall Survival From STELLAR-303 to be Most Meaningful, Followed by the Prolonged Progression-Free Survival (33%)



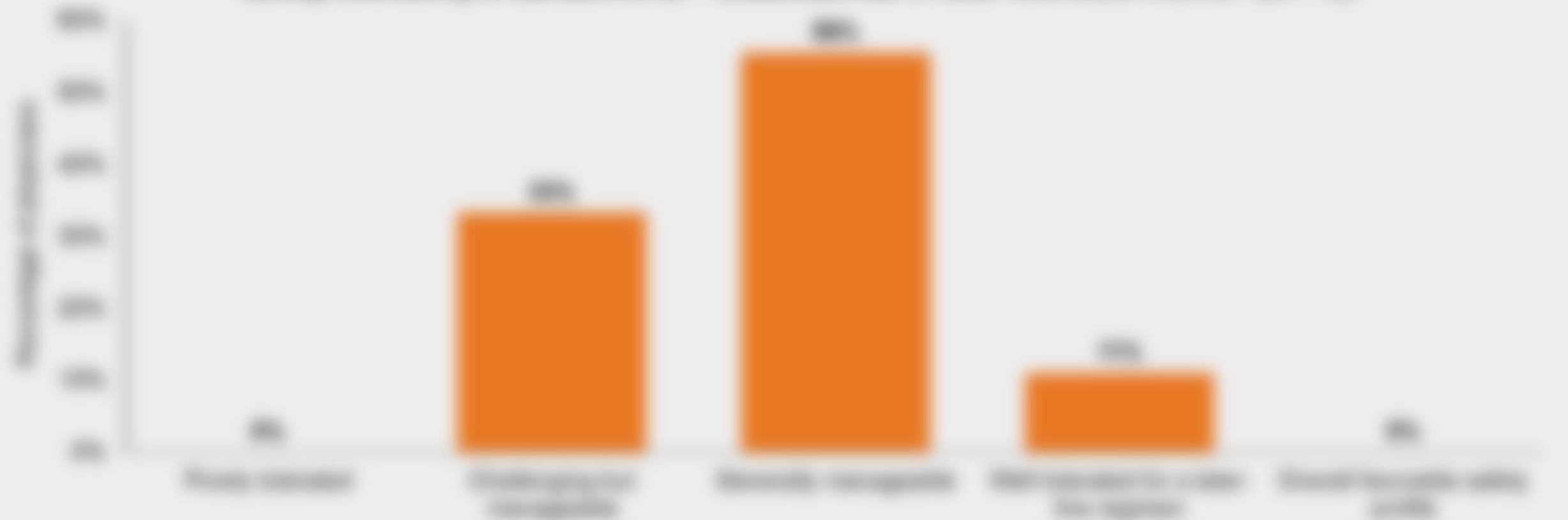
Overall Efficacy of Zanzalintinib + Atezolizumab Was Seen as Modest by 44% of Physicians; Others Found It to be Moderate or Meaningful (22% each)



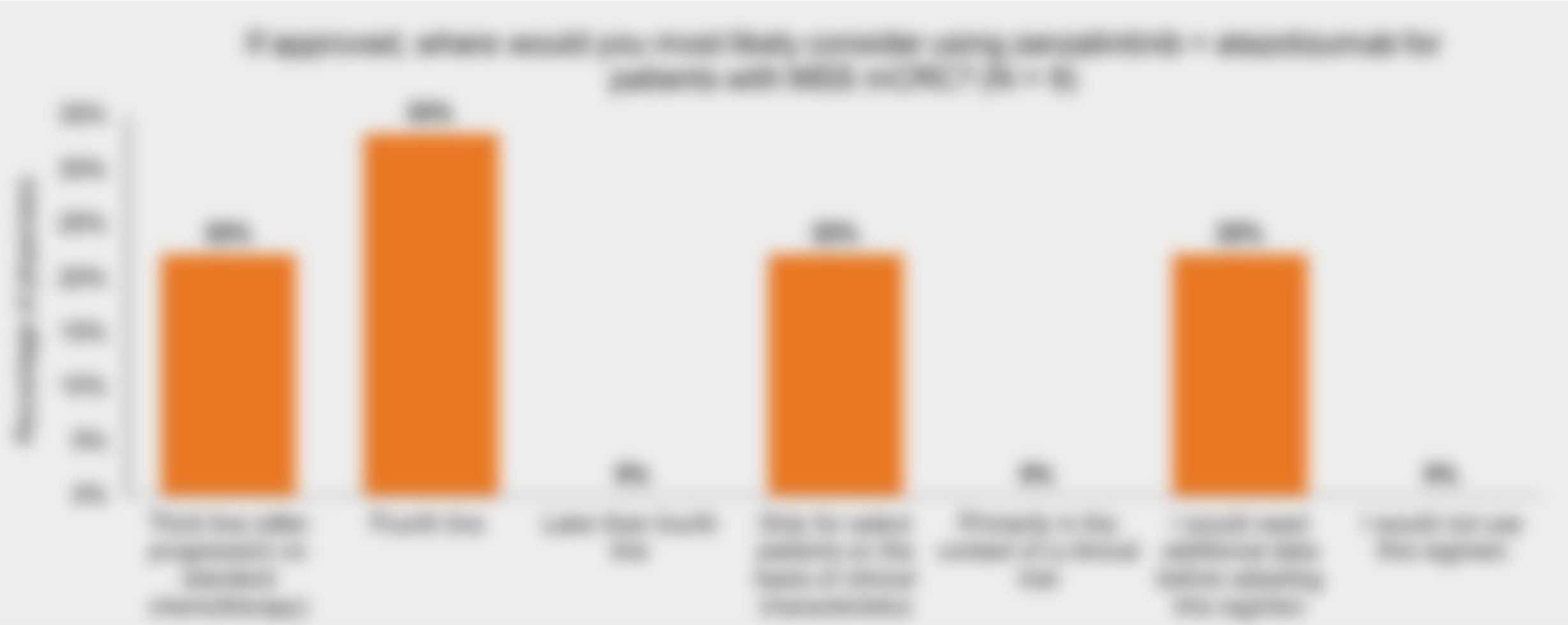
Overall Safety and Tolerability of Zanzalintinib + Atezolizumab Was Perceived as Generally Manageable by More Than Half of Physicians; 33% Categorized It as Challenging but Manageable



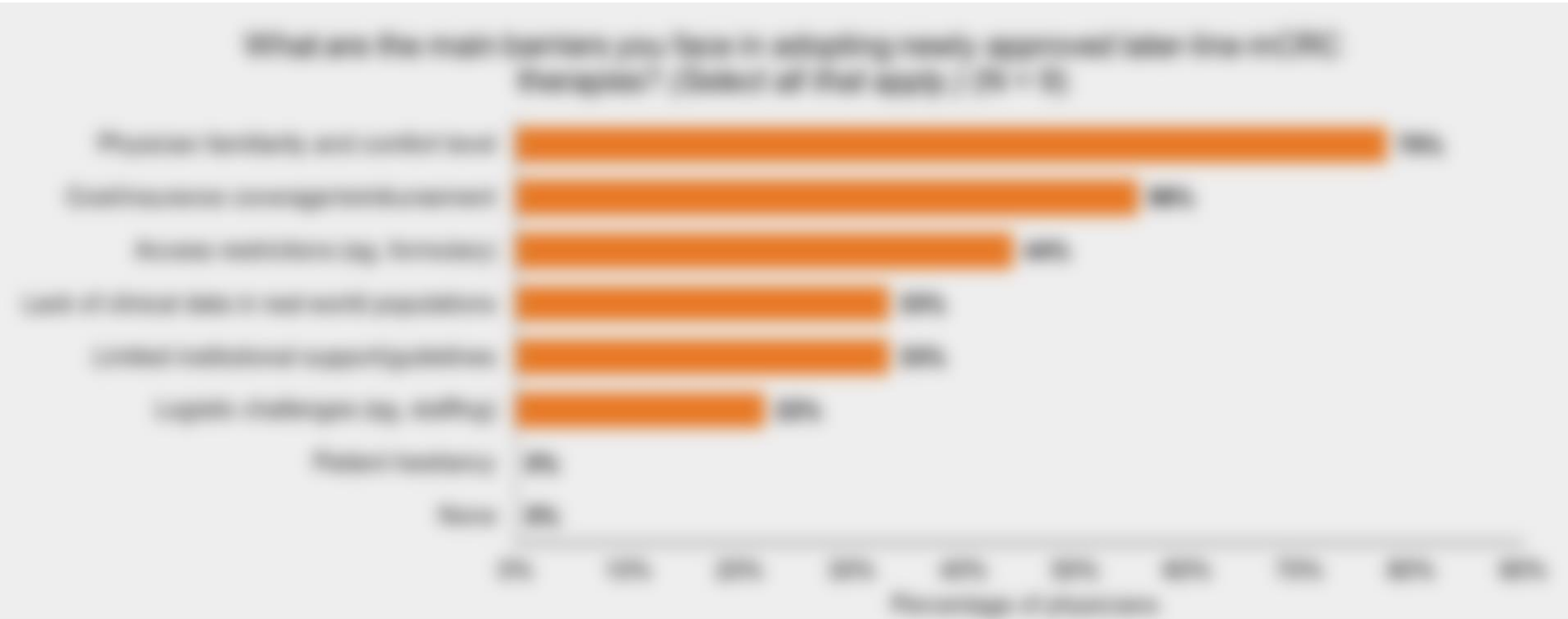
Physicians' perception of overall safety and tolerability of zanzalintinib + atezolizumab combination therapy in the phase 1b study (N=100)



A Third of Physicians Would Consider Using the STELLAR-303 Regimen in Fourth Line for Patients With MSS mCRC; 22% Would Assess It for Third Line



Physician Familiarity and Comfort Level, Cost Considerations, and Access Restrictions Are the Primary Barriers to Adopting Newly Approved Later-Line Therapies for mCRC





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