AVALON HEALTHCARE SOLUTIONS

BREAKING DOWN BARRIERS AND OPTIMIZING DRUG TREATMENT FOR CANCER PATIENTS

November 19, 2024

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WELCOME

Amanda Bruemmer – Senior Manager, Product Marketing

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Before We Start

This meeting is being recorded.

We will be **MUTING** everyone except the presenter to make sure the audio is clean and clear.

Q&A will be done by using the **“Questions” feature**.

The recording and slides will be **available** on our website later during the week**.**

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INTRODUCTION

Matt Ingram - Product Vice President, Avalon Healthcare Solutions

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Speakers

Julie Wiedower, MS, PhDc, CGC

Senior Director of Medical Affairs, Managed Care in Oncology and Screening, Guardant Health

Shawn Stinson, MD

Senior Vice President, Healthcare Innovation and Improvement, BlueCross BlueShield of South Carolina

Michael Lemieux, PhD

Medical Policy and Scientific Affairs Manager, Avalon Healthcare Solutions

Mike Dovidio, PharmD

Product Manager, Avalon Healthcare Solutions

Agenda:

1. Welcome and Introduction
2. Improving Patient Outcomes with Genetic Testing and Targeted Therapies: Mike Dovidio
3. The Promise of Genetic Testing: Julie Wiedower
4. Harnessing the Science: Michael Lemieux
5. Health Plan and Practitioner View: Dr. Shawn Stinson
6. Panel Discussion: Moderated by Matt Ingram
7. Question and Answer
8. Closing

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IMPROVING PATIENT OUTCOMES WITH GENETIC TESTING AND TARGETED THERAPIES

Mike Dovidio, PharmD - Product Manager, Avalon Healthcare Solutions

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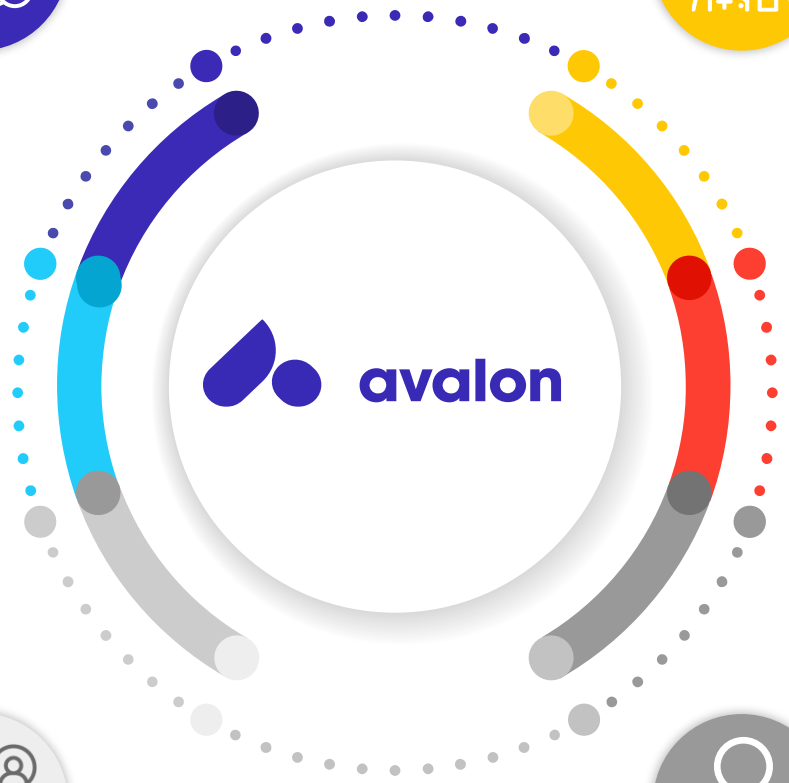
The Avalon Impact

Drive savings through lab focus & insights

Prioritize tests that impact **quality of care**

Reduce inappropriate **lab testing**

Lower test costs with improved network



Ensure **physician determines** right diagnosis and care plan

Promote **evidence-based care**

Enable population **health management**

Better meet **consumer needs**

Lab Values Management

NOW

Analytics platform to enable data discovery and deployment across various conditions including **CKD & Non-Small Cell Lung Cancer.**

Data exchange for testing results and genetic mutation matching logic.

NEXT

Leveraging existing analytics platform and automated PA capabilities for additional solid tumor types and medications reimbursed through the pharmacy benefit.

LATER

Leveraging existing analytics and data discovery capabilities to expand into **new clinical conditions.**

Key Highlights

Analytics platform with derived lab insights to inform value-based care, improve outcomes, and decrease costs across clinical conditions. Identify care gaps and direct intervention/next best action, streamline the PA process and auto-approve when lab value insights indicate compliance, risk stratify patients that are in most need and accelerate time to treatment.

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LAB VALUES MANAGEMENT: ONCOLOGY

Challenge: Utilization of Genetic Testing

- Undertested population could be on an inappropriate drug that does not match tumor mutation
- A retrospective study shows that as few as 18% of NSCLC patients received all NCCN recommended gene mutation tests[1]

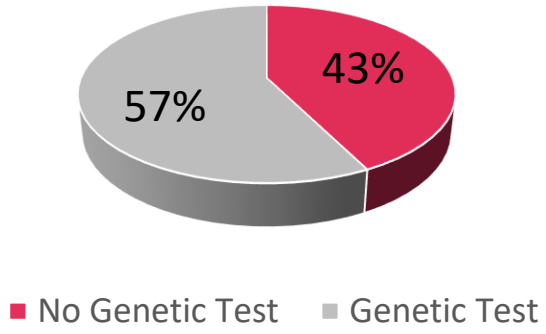
Internal Analysis of Avalon Member Data

1. Journal of Clinical Oncology 10.1200/2023

Challenge: Use of Marker Drugs

- 43% of NSCLC Members are on a Biomarker Drug with no evidence of a genetic test[1]

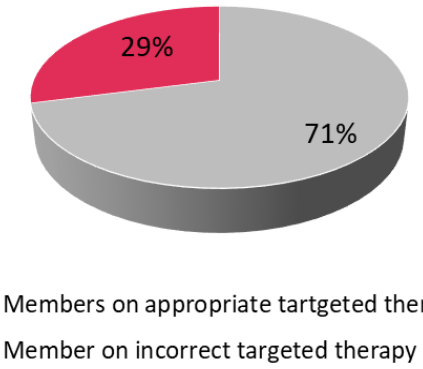
Analysis of NSCLC Members on Marker Drugs



1 Internal Analysis of Avalon Member Data

- In a study of over 27,000 NSCLC members, 29% were not on the appropriate targeted treatment based on their lab results[2]

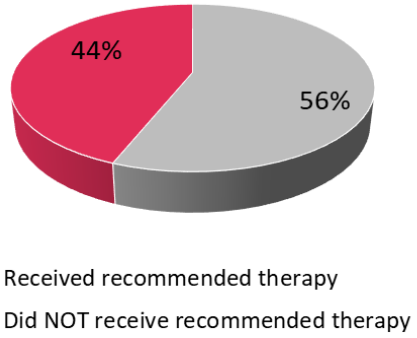
JCO Study on Drug Mismatch



2 Journal of Clinical Oncology, Volume 6, Number 6, 2022

- In a study of over 9,500 NSCLC members, 44% had a positive biomarker and were not on the NCCN recommended therapy[3]

NCCN Treatment with Positive Biomarkers



3 Journal of Cancer Medicine Volume 12, Dec 2023

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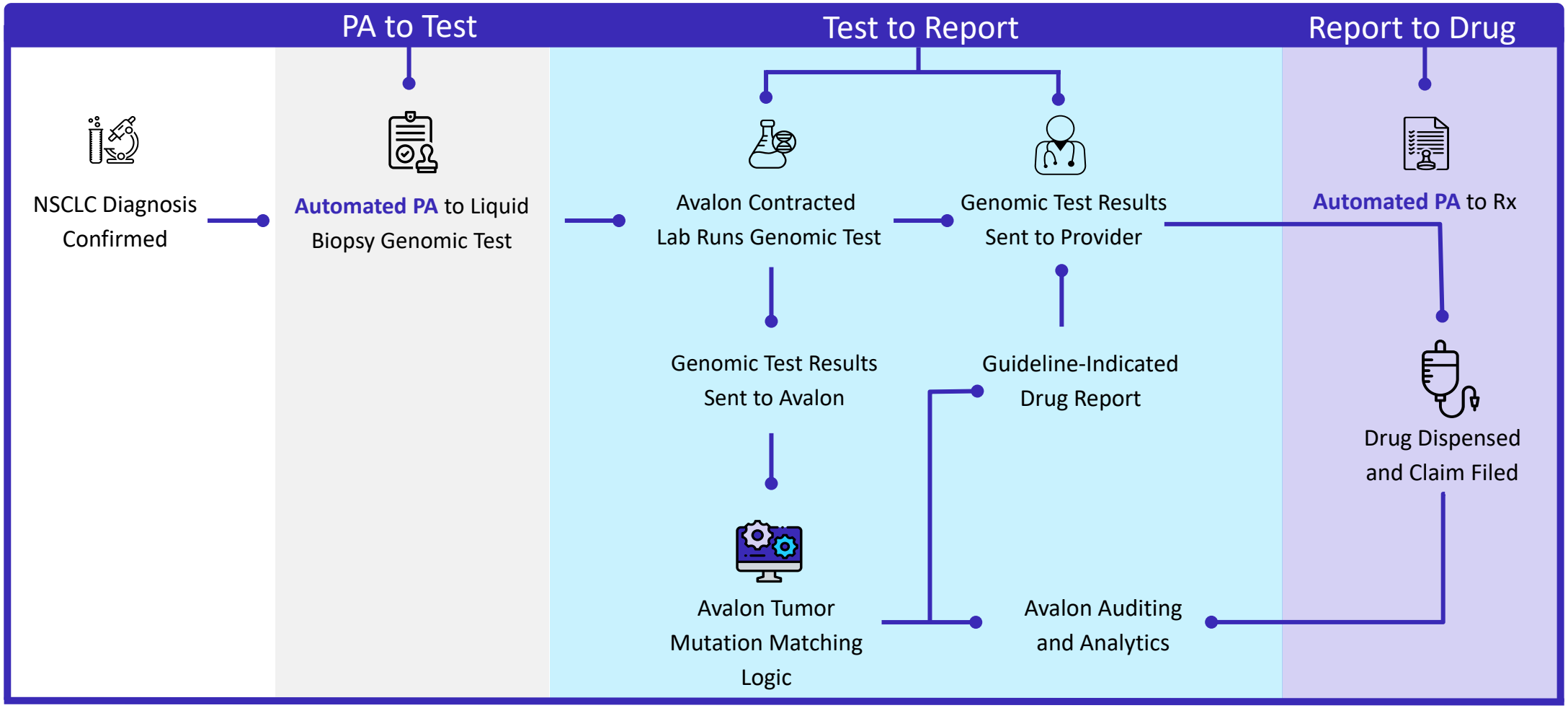
Fast Track Prior Authorization (PA) | Lab Values Management Oncology

SPEED TIME TO GENETIC TESTING AND APPROPRIATE DRUG

TIMELINE SAVINGS: FROM 40-60 DAYS TO 15 DAYS



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Avalon Solution Key Takeaways

Increased Quality of Care

- Utilization of guideline concordant treatment
- Broad panel genomic testing
- Liquid biopsy testing

Faster Speed of Care

- Reduce the time to test and time to guideline concordant medication
- Elimination of PA requirements in two key areas

Decreased Overall Cost of Care

- Reduction in administrative costs

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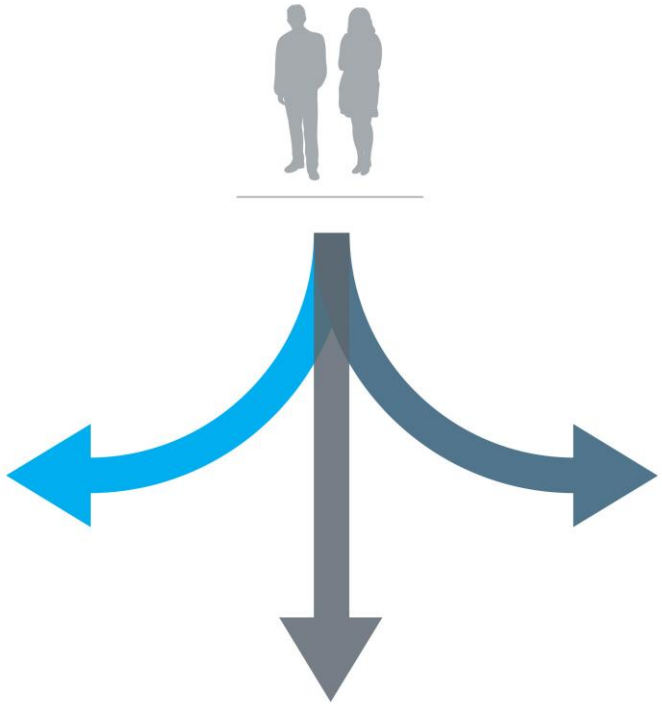
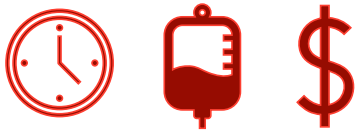
THE PROMISE OF GENETIC TESTING

Julie Wiedower, MS, PhDc, CGC - Senior Director of Medical Affairs, Managed Care in Oncology and Screening, Guardant Health

Advanced Stage Patient

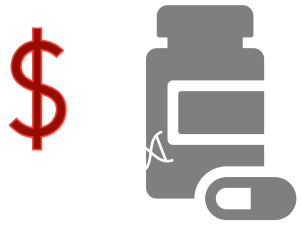


Immunotherapy



Chemotherapy

Targeted Therapy



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Underutilization Is a Problem

Time to Treatment	Turnaround time is the #1 barrier to testing. Tissue testing can be less predicable and take 2-3 weeks or longer.[1-5]
Tissue Handling	Samples may be insufficient for a complete test and require coordination involving multiple care team members.[6-8]
Costs	Patient costs and insurance overage were the #2 and #3 barriers according to oncologists.[1]
Inequity of Access	Testing rates are different across ethnicities and practice types.[9]

50% NSCLC patients do not get all guideline-recommended genes tested, and only 10% receive targeted treatment.[2-6]

1. Guardant Health manuscript pending submission. ; ACS CAN Survey Oncologists 2021; Kris et al. JAMA. 2014. 2. Aggarwal C et al. JAMA Oncol. 2019. 3. Thompson et al. Clin Canc Res. 2016. 4. Villaflor et al. Oncotarget. 2016. 5. Hagemann et al. Cancer. 2015. 6. Gutierrez et al. Clin Lung Cancer. 2017. 7. Pennell et al. ASCO Educational Book. 2019. 8. Hagemann IA et al. Cancer. 2015.. 8. Sadik et al. 2022 Journal of Clinical Oncology Precision Oncology 9. Roberts et al., 2023 JAMA Open and Sheinson et al., 2021 JCOPO

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GUARDANT

Easy and Accessible

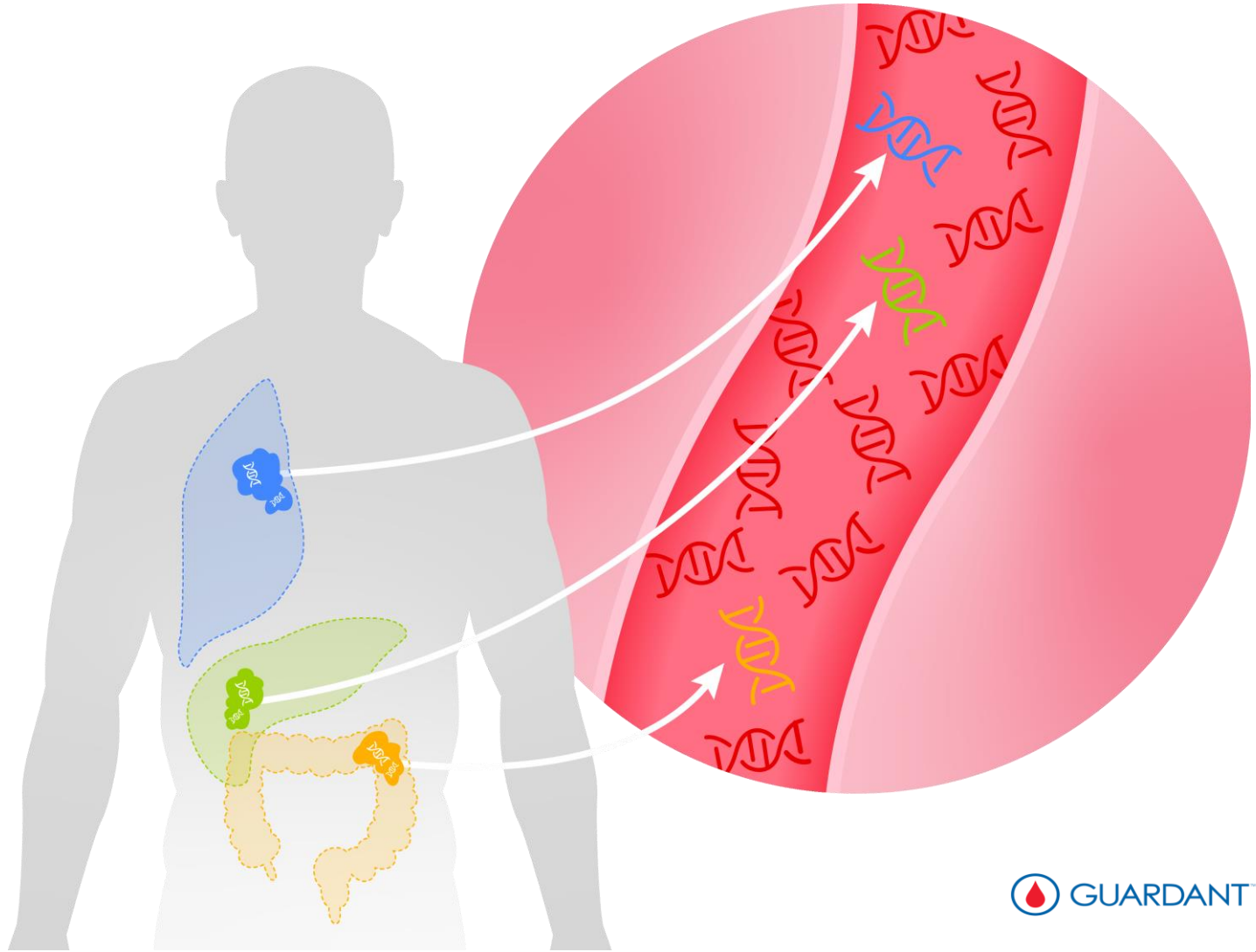
Quality and Process Outcomes

GUIDELINE-COMPLETE GENOMIC PROFILING THROUGH A NON-INVASIVE BLOOD TEST

FDA APPROVED

GUARDANT360 CDx

GUARDANT360



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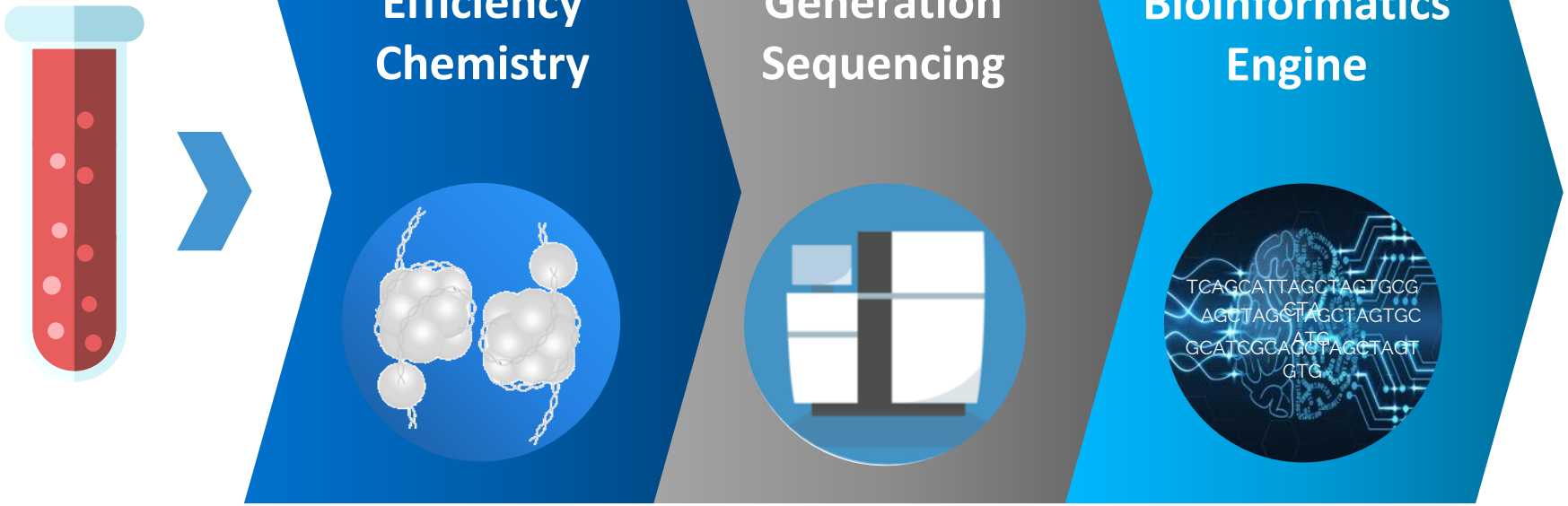
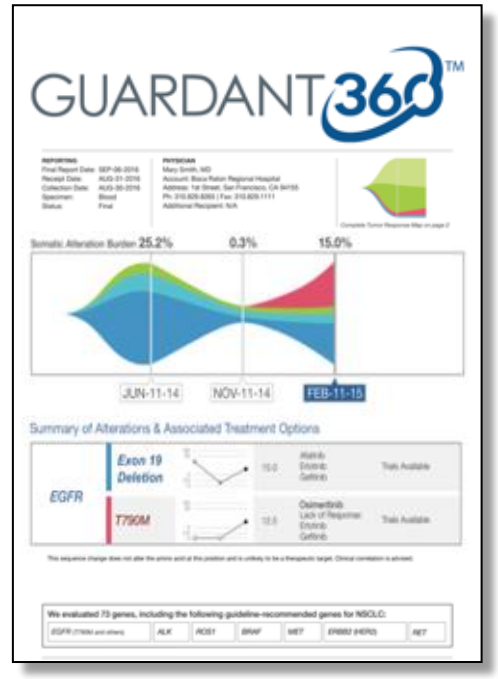
Sensitive and Comprehensive

Analytical and Clinical Validity

GUARDANT360 DIGITAL SEQUENCING PLATFORM





Biochemistry	Genomic Sequencing	Signal Processing	Bioinformatics
Process Engineering		Machine Learning	

Actionable, easy to interpret reporting

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Clear and Trustworthy

Analytical and Clinical Validity

Summary of Detected Somatic Alterations, Immunotherapy Biomarkers & Associated Treatment Options

KEY ✓ Approved in indication ~ Approved in other indication ⊗ Lack of response

Detected Alteration(s) / Biomarker(s)	Associated FDA-approved therapies	Clinical trial availability (see page 4)	% cfDNA or Amplification
EML4-ALK Fusion	✓ Alectinib, Brigatinib, Ceritinib, Crizotinib, Lorlatinib	Yes	0.3%
IDH1 R132H	~ Ivosidenib	Yes	0.5%

~95% concordance with tissue samples in NSCLC[1]

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1. Thompson et al., 2016; Leighl et al., 2019; Guardant Health Data on File

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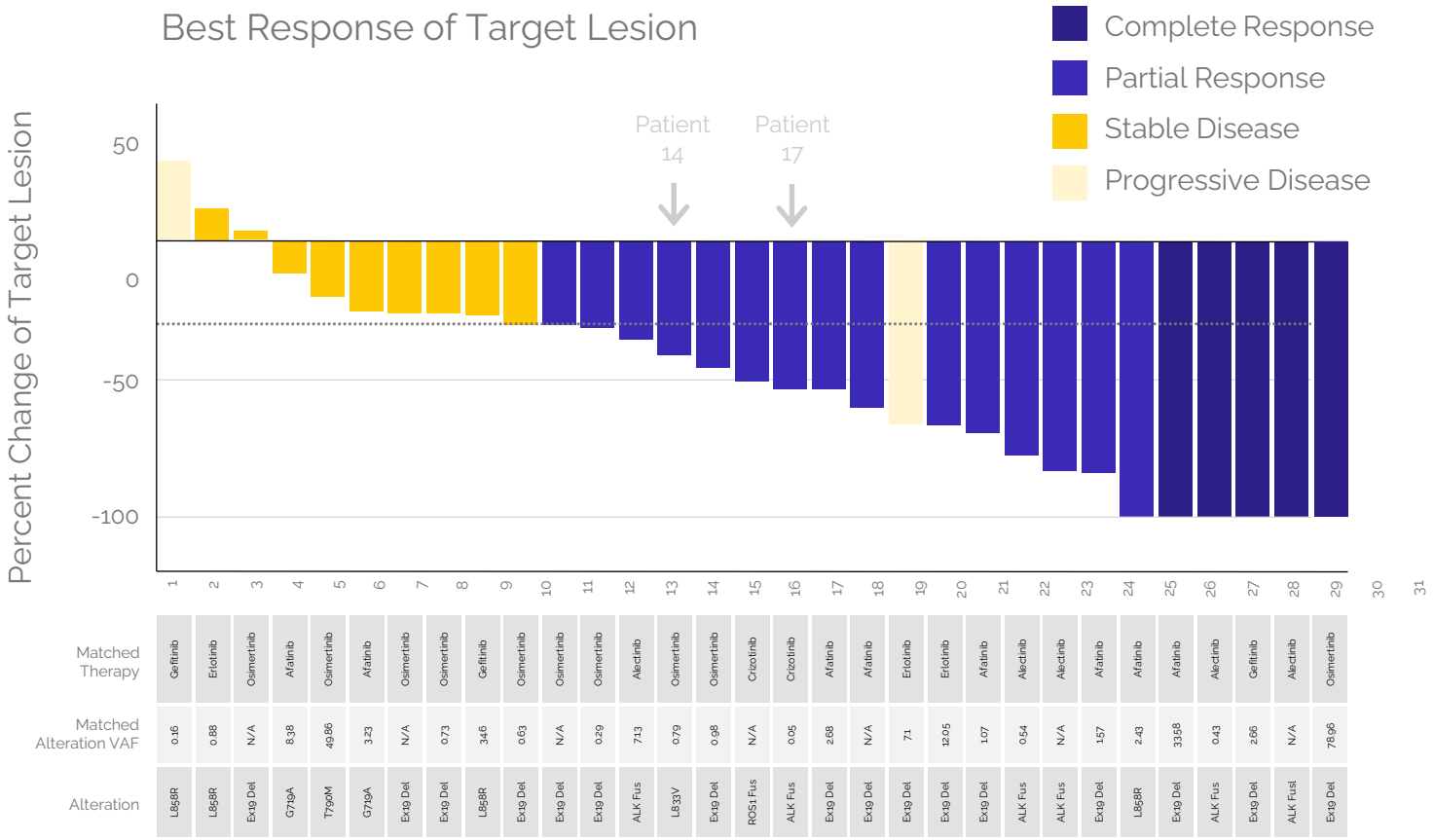
Clinically Useful

Clinical Utility

PATIENTS BENEFIT FROM TARGETED THERAPY GUIDED BY GUARDANT360



VAF of the target alteration did not impact the patient's response to targeted therapy

- **Patient 14** harbored an *EGFR L833V* mutation at 0.79% VAF and achieved a PR on osimertinib
- **Patient 17** harbored an *EML4-ALK* fusion at 0.05% VAF and achieved a PR on crizotinib

Important Note: Each color represents the best response of the target lesion while on targeted therapy.
VAF = Variant Allele Frequency.
1. Page RD et al. *Clinical Lung Cancer*. 2022.

Important Note: Guardant360 was developed as a Laboratory Developed Test (LDT), and its performance characteristics determined, by the Guardant Health Clinical Laboratory in Redwood City, CA, USA, which is certified under the Clinical Laboratory Improvement Amendments of 1988 (CLIA) as qualified to perform high-complexity clinical testing. This test has not been cleared or approved by the US FDA.

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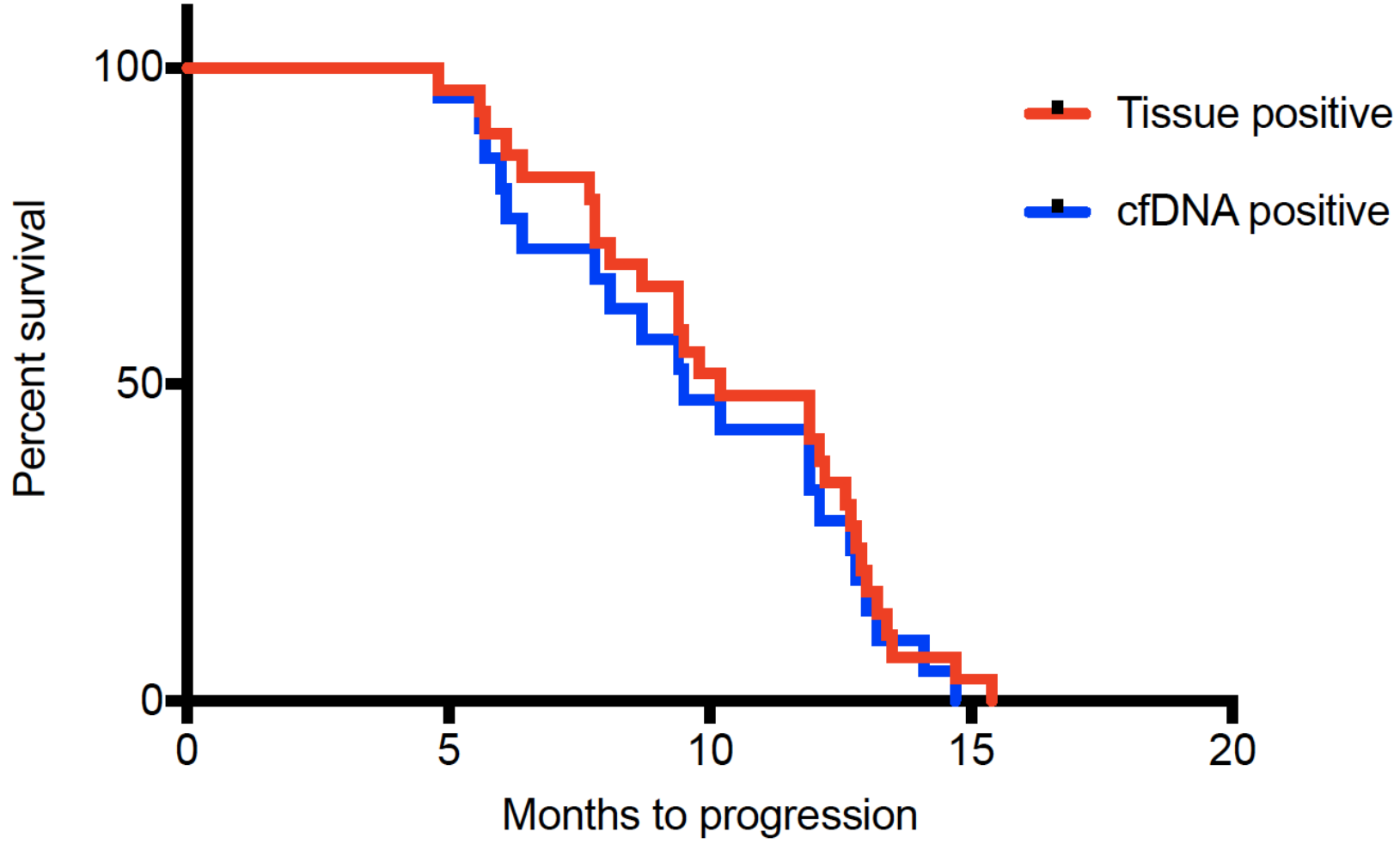
GUARDANT

Clinically Useful

Clinical Utility

PATIENTS BENEFIT FROM TARGETED THERAPY GUIDED BY GUARDANT360



Palmero et al., 2021, ICO PO

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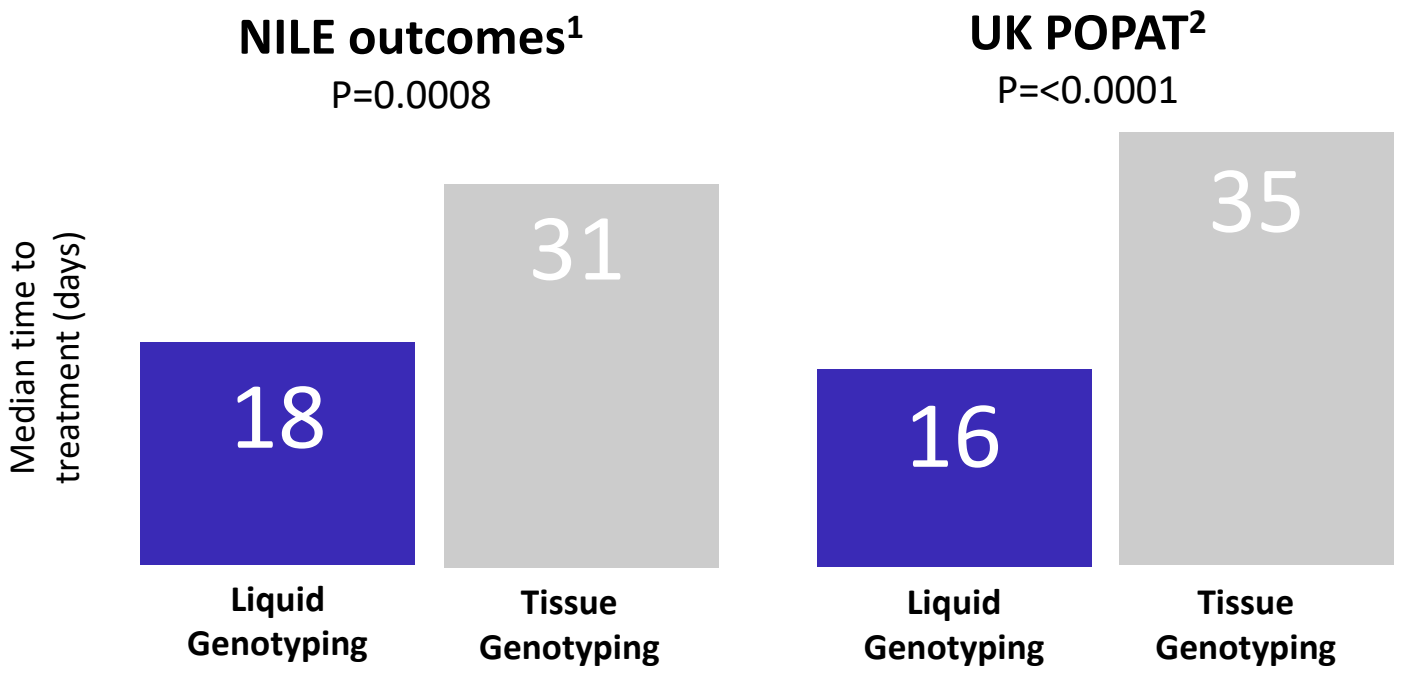
Faster

Quality and Process Outcomes

GUARDANT360 CUT THE TIME TO TREATMENT IN HALF



5-7 day
Turnaround time

Time to treatment in
half the time
as tissue CGP

Start patients on treatment significantly faster using Guardant360[1,2]

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1. Page RD et al. Clinical Lung Cancer. 2022. 2. Cui W et al. Euro J of Cancer. 2022.

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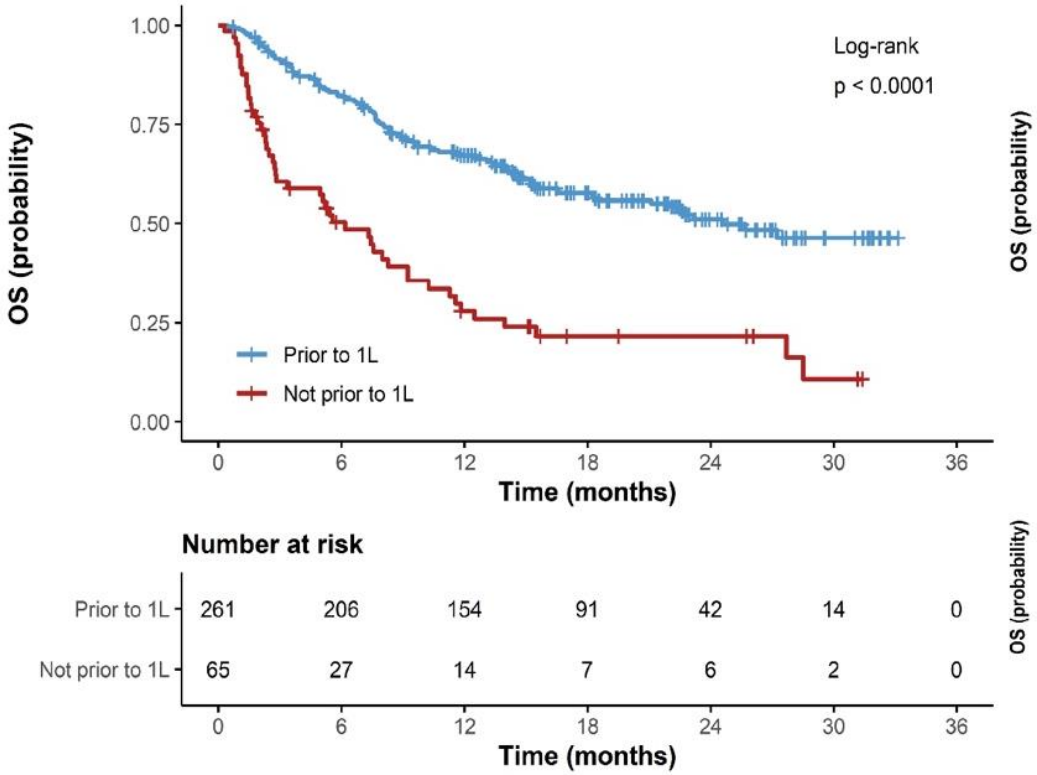
Faster = Better Outcomes in NSCLC

Clinical Utility

AVAILABILITY OF GENOMIC PROFILING RESULTS PRIOR TO 1L THERAPY IS ASSOCIATED WITH 4X LONGER OVERALL SURVIVAL[1]

Overall Survival (OS) by Availability of Molecular Genotyping Results Prior to 1L Therapy



Overall Survival

24.6 months in patients with genomic profiling results prior to first-line treatment

vs.

6.2 months in patients without genomic profiling results prior to first-line treatment

p<0.0001

Overall survival difference remained significant even after accounting for differences in ECOG performance status using multivariable Cox models.

1. Aggarwal et al., JCO Precision Oncology, 2023.

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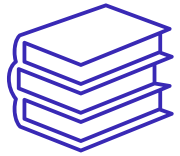
GUARDANT

Guardant Is The Leader in Comprehensive Liquid Biopsy for Treatment Selection

500+
peer-reviewed publications



150+
clinical outcome studies

400,000+
patients tested

15,000+
Oncologists as customer base

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Guardant Health data on file as of April 2024.

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HARNASSING THE SCIENCE

Michael Lemieux, PhD - Medical Policy and Scientific Affairs Manager, Avalon Healthcare Solutions

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Avalon's Laboratory Technology Evaluation (LTE) Approach – Elevating the Industry Standard

COMPREHENSIVE & EVIDENCE-BASED REVIEW OF LABORATORY DEVELOPED TESTS

- Avalon's **dedicated full-time scientists** support expert review of LDTs
- All LDT evaluations are overseen by **Ph.D. and M.D. subject matter experts**
- An emphasis on **analytical validity, clinical validity, and clinical utility** guides downstream coverage decisions
- Final coverage decisions are made by **Avalon's independent Clinical Advisory Board (CAB)**

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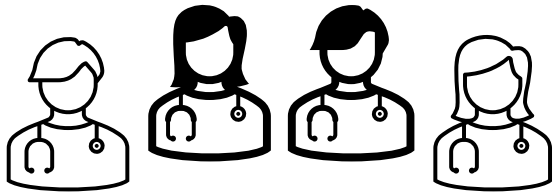
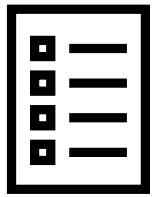
Seamless Integration of Clinically Valid and Useful Tests into Laboratory Policy

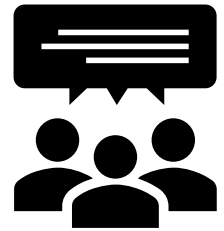
AVALON PROVIDES LABORATORY POLICIES THAT REFLECT THE LEADING EDGE OF SCIENCE AND BEST CLINICAL PRACTICE



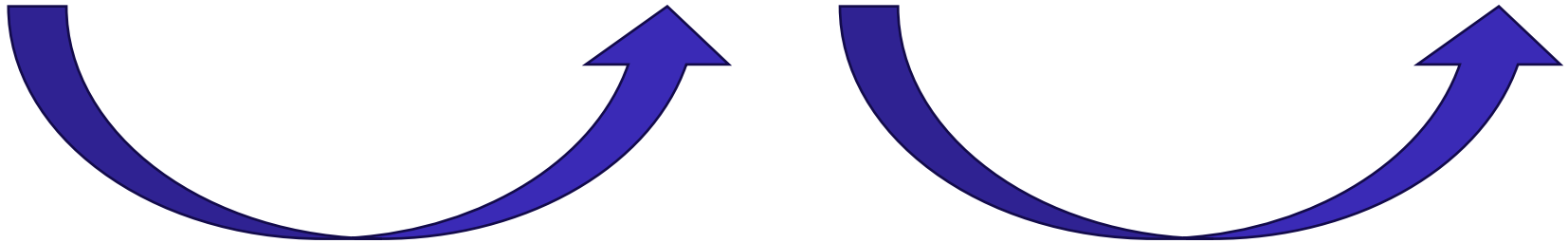
Approval through Avalon's Clinical Advisory Board



Inclusion of the test/technology within Avalon laboratory policy by Avalon Scientists and Medical Writers



Delivery of the policy to health plan clients for adoption discussion



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HEALTH PLAN AND PRACTITIONER PERSPECTIVE

Shawn Stinson, MD – Senior Vice President, Healthcare Innovation and Improvement, BlueCross BlueShield of South Carolina

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Mike Dovidio, PharmD

PANEL DISCUSSION AND Q&A

Matt Ingram

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Thank you

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