Xofigo Market Research and NRC’s Training and Experience Requirements for AUs

Ashley Cockerham
Founder & Principal Consultant

Organization of Agreement States Annual Meeting
August 20, 2019
Disclosures

Consultant for:
Bayer HealthCare Pharmaceuticals
Sirtex Medical
NRC Question

Is there a challenge with the current T&E requirements—such as concerns regarding patient access to radiopharmaceuticals—that should be addressed through rulemaking?

Reasons Why

- Geographic distribution limitations of Authorized Users
- Logistical and financial burdens for patients due to additional required office visits
Independent Third-party Market Research for Xofigo

Xofigo Adoption Funnel (All Physicians)

- **100% of mCRPC Patients**
- **73% Not Recommended**
- **75% Not Referred**
- **27% Recommended Xofigo**
- **25% Referred for Xofigo**
- **63% Receive Xofigo**
- **80% Complete Full DOT**
- **20% Do Not Complete Full DOT**
- **37% Do Not Receive**

- **Absolute %**
  - 73%
  - 75%
  - 27%
  - 25%
  - 63%
  - 80%
  - 20%

- **Relative %**
  - 100%
75% of patients are not referred for Xofigo despite a physician recommendation. The reasons include:

- Patient’s health deteriorated
- Cost to the patient was too high
- Patient refused (not due to travel)
- Insurance challenges
- Limited access to RO/NM for administration
- Patient unwilling to travel – no nearby facility

26%
Independent Third-party Market Research for Xofigo

75% of mCRPC patients recommended for Xofigo are NOT referred for Xofigo (among All Physicians)

Reasons for Not Referring Patients for Xofigo

- Patient’s health deteriorated: 22%
- Cost to the patient was too high: 17%
- Patient refused (not due to travel): 16%
- Insurance challenges: 16%
- Limited access to RONM for administration: 15%
- Patient unwilling to travel / no nearby facility: 11%

Despite Recommendation

(Aided)
% mCRPC Patients
Independent Third-party Market Research for Xofigo

37% of mCRPC patients referred for Xofigo do NOT receive Xofigo (among All Physicians)

Reasons for Not Receiving Xofigo Despite Referral
% mCRPC Patients

- Patient contraindicated / health deteriorated: 36%
- Cost / Insurance / reimbursement issues: 20%
- Patient was unwilling (travel or other): 16%
- Limited availability / not in practice protocols: 13%
- Not enough symptoms / bone mets: 8%

29%
20% of physicians indicate availability of nuc med specialist/facility as a top 3 barrier to prescribing Xofigo
Summary

- Environment created in which not all patients prescribed Xofigo actually receive it
- Geographic distribution of current Authorized Users does not support treatments
- Revise T&E to eliminate barriers related to limited patient access to radiation oncology/nuclear medicine
  - Create T&E pathway for medical oncologists/urologists