

The Path Forward: Expanding Accessibility

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THE CHALLENGE

The scientific promise of liquid biopsy is yet to be matched by clinical adoption and access for patients. Without proactively identifying and addressing barriers to access, existing health disparities may increase and the full potential of liquid biopsies is unlikely to be realized.

5 YEAR GOAL

Identify key barriers to clinical use of and access to liquid biopsy tests and accelerate clinical adoption, while addressing disparities and democratizing NGS and PCR testing.

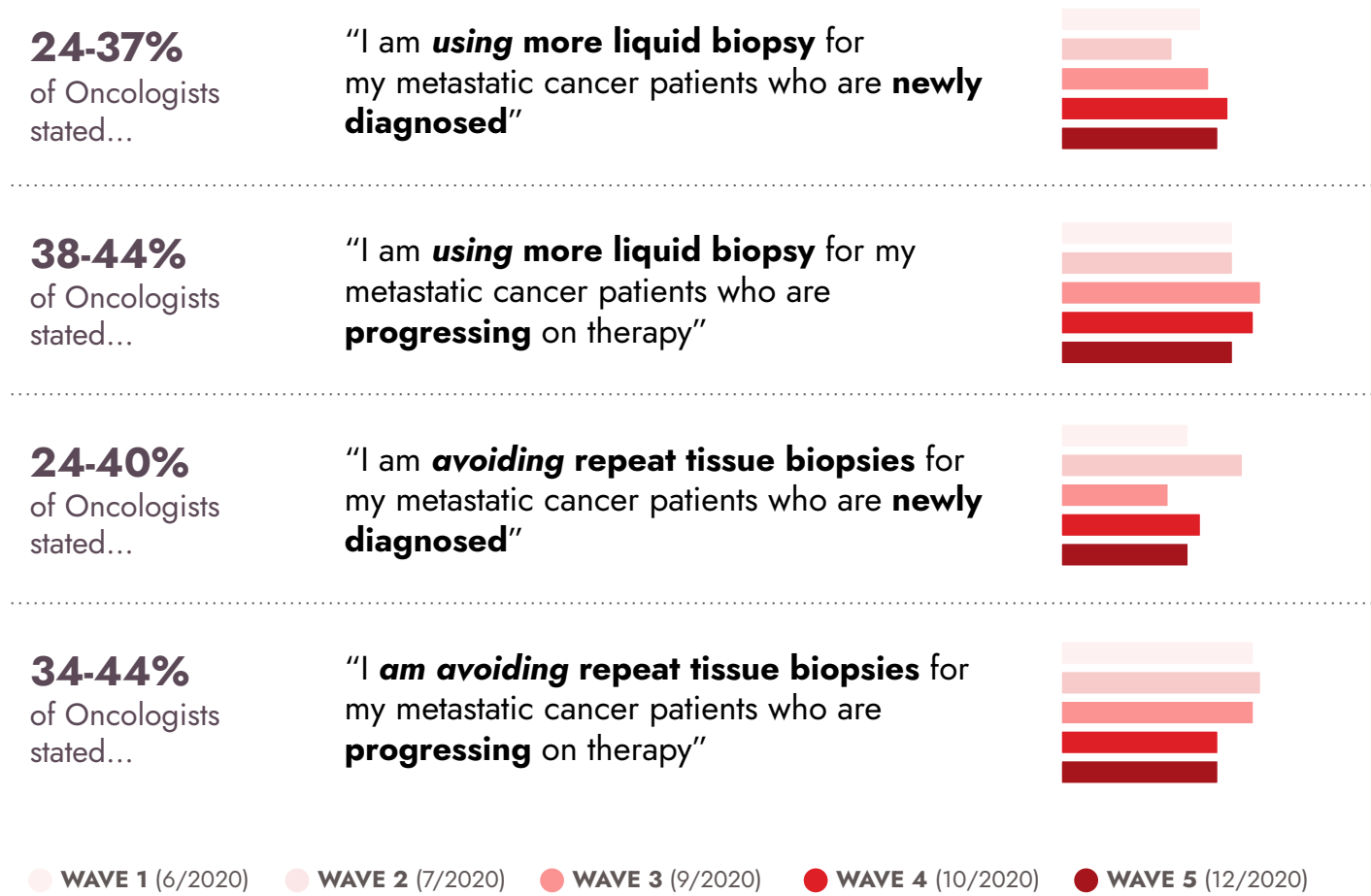


Oncologists' perceptions of liquid vs. tissue due to COVID-19

*Sample and Methodology: 5-minute survey conducted in 5 waves; N = ~50 oncologists surveyed/wave

Source: Guardant Health Internal Data

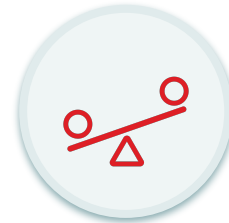
About **1 in 3 MDs** indicate using more liquid biopsy during the pandemic compared to pre-pandemic use.*



Barriers in the Landscape



**Introduction of a
New Technology**



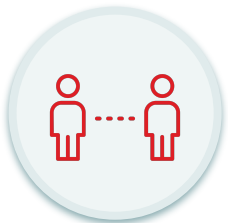
Fear of Discrimination



Performance Uncertainty



Financial Concerns



**Social Distance due to
language or medical
accessibility**



**Lack of Awareness
or Education**

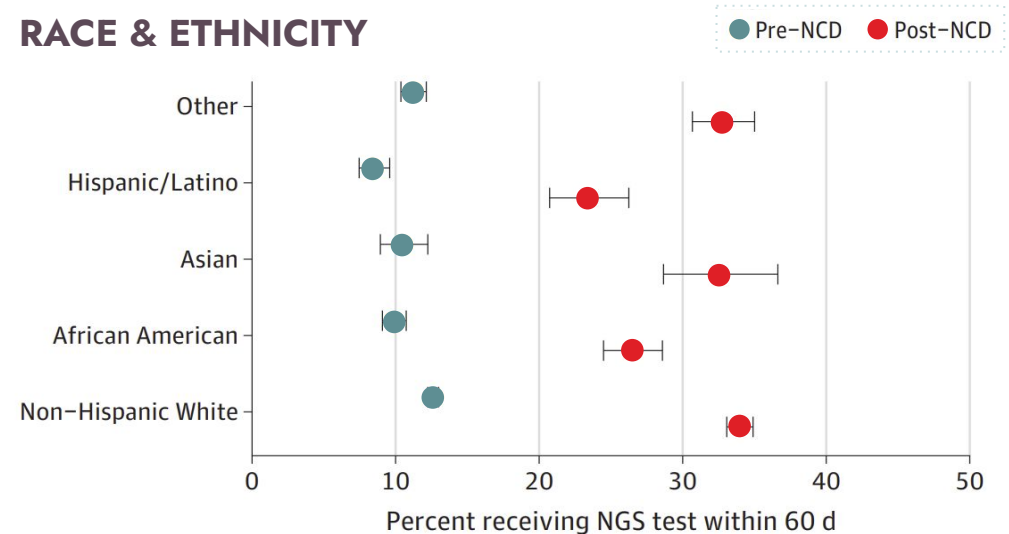
CASE STUDY

The Impact of Reimbursement Policy Change

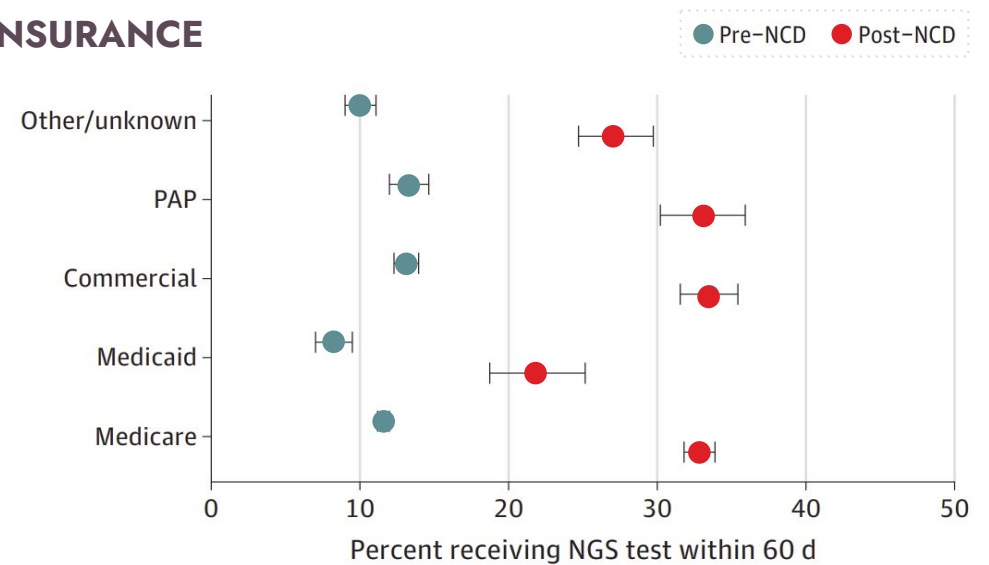
CMS NCD change increased access to NGS for patients overall, but rate of increased use varied according to race, ethnicity and insurance type.

CRC indicates colorectal cancer; NSCLC, non-small cell lung cancer; and PAP patient assistant program. JAMA Network Open. 2021;4(12):e2138219. doi: 10.1001/jamanetworkopen.202138219 December 9, 2021

RACE & ETHNICITY



INSURANCE

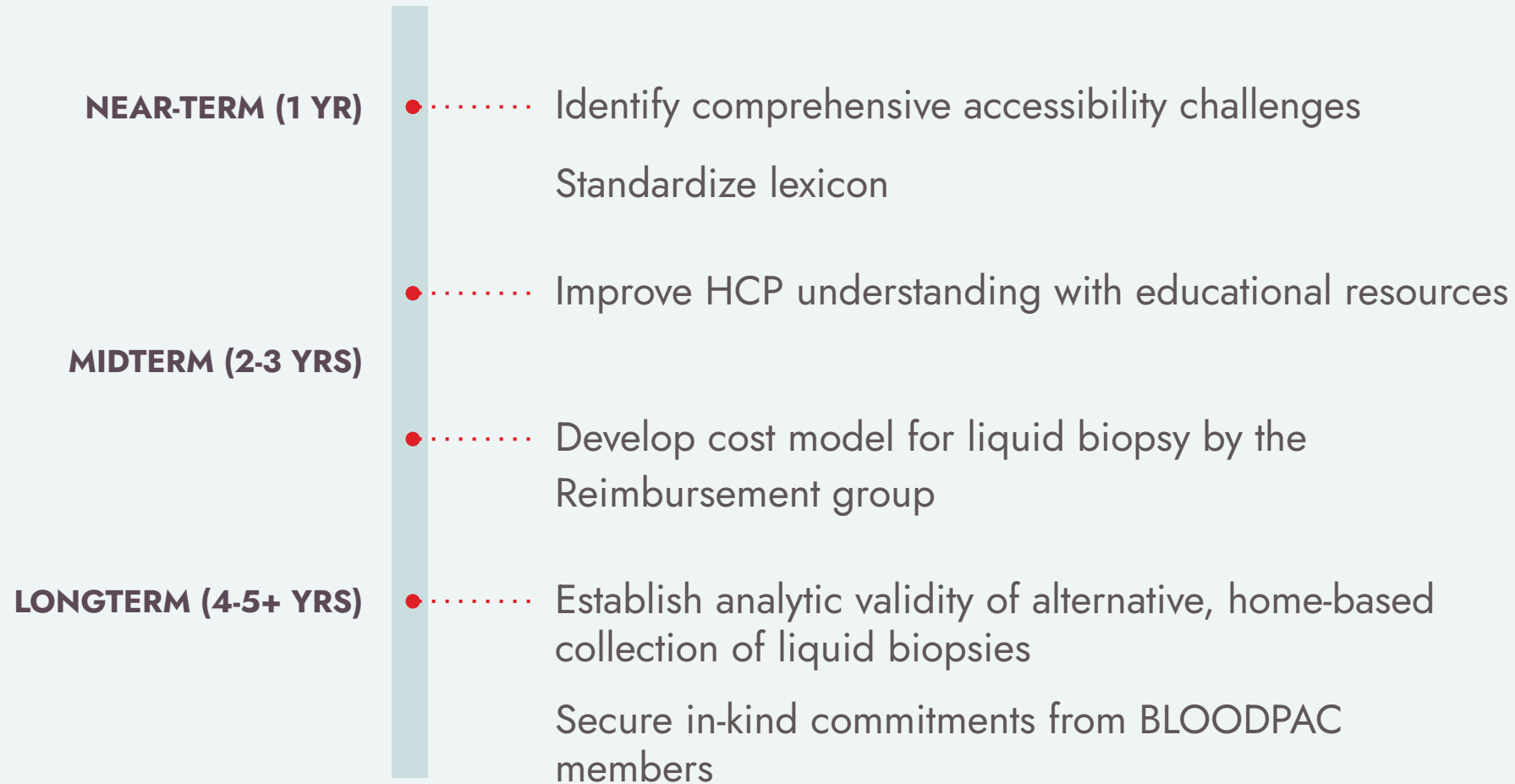


BLOODPAC's successes position us to address the challenges in clinical use and access

INITIATIVE	IMPACT IN THE FIELD
Reimbursement and Policy Working Group	Comments and public letters have helped inform the discussion on federal rulemaking and coverage decision-making.
AV Working Group	Existing AV protocols will frame the discussion on how to develop analytical validation protocols for home-based sample collection.
Collaboration Model	Working collaboration across entities with competing interests will support bringing payers to the table, for a patient-centered effort.
MRD Working Group and the Screening & Early Detection Working Group	Accessibility Working Group will build on lexicon in development by MRD and Early Detection WGs.
BLOODPAC Data Commons	The data commons offers the consistent, robust data that payers seek, <i>provides the framework for collecting future health economics outcomes data.</i>



Project Roadmap



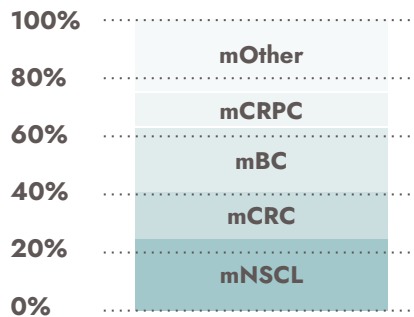
Accessibility Strategic Planning Group Participants



Oncologists' perceptions of liquid vs. tissue due to COVID-19



METASTATIC CANCER PATIENT MIX BY TUMOR TYPE



About **1 in 3 MDs** indicate using more liquid biopsy during the pandemic compared to pre-pandemic use.*

24-37%
of Oncologists
stated...

"I am **using more liquid biopsy** for my metastatic cancer patients who are **newly diagnosed**"



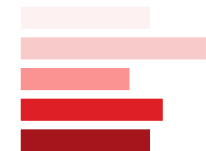
38-44%
of Oncologists
stated...

"I am **using more liquid biopsy** for my metastatic cancer patients who are **progressing** on therapy"



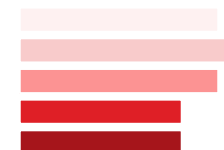
24-40%
of Oncologists
stated...

"I am **avoiding repeat tissue biopsies** for my metastatic cancer patients who are **newly diagnosed**"



34-44%
of Oncologists
stated...

"I **am avoiding repeat tissue biopsies** for my metastatic cancer patients who are **progressing** on therapy"



● WAVE 1 (6/2020) ● WAVE 2 (7/2020) ● WAVE 3 (9/2020) ● WAVE 4 (10/2020) ● WAVE 5 (12/2020)



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Case Study: Impact of Reimbursement Policy Change

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Figure 1

