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# A Manufacturer's Perspective on Data Collaboration: Why It Matters

**Moderator**



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**BeiGene**



# Disclosure

The following individuals report having no relevant conflicts of interest:

- Michelle Lee
- Jillian Dura
- Torry Thomas

# Learning Objectives

1. Show how Seagen and BeiGene partner with a network administrator (i.e., Acentrus) to deliver patient metrics for clients by using a hybrid LDD model
2. Describe how a manufacturer partners with a network administrator to generate patient metrics and performance benchmarking using a hybrid LDD model
3. Recognize the challenges at the manufacturer level to show congruency between various sources of data
4. Identify opportunities for collaboration within the Acentrus client portfolio to demonstrate the effectiveness and efficiency of the health system specialty pharmacy
5. Construct opportunities to collaborate with a network administrator to demonstrate the effectiveness and efficiency of the health system specialty pharmacy

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# Acentrus/Seagen Partnership

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# Seagen: A Global Oncology Company

## Four approved therapies

with multi-indication opportunities in blood cancers and solid tumors

## Expanding U.S. and ex-U.S. footprint

complements strategic partnerships to reach patients globally

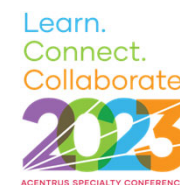


## Innovative research and the leader in ADCs\*

fueling robust pipeline of targeted medicines for cancer

\*Antibody-drug conjugates

**Proven, world-class drug development**  
driving patient-focused clinical programs



# Our Values



## Passion for Helping Patients

Revolutionizing therapy for people living with cancer



## Integrity

Honesty, respect, and trust guide us



## Scientific Excellence

Premier science empowers our passion



## Diversity, Teamwork, and Mutual Respect

Shared dedication and diverse perspectives drive successful collaborations



## Innovation

Entrepreneurial spirit advances breakthroughs



## Great Work Environment

By working together to our full potential, we make a real difference in the world

# Unwavering Focus on Transformative Oncology Therapies

## ADCETRIS® (brentuximab vedotin)

Collaborator: Takeda

- CD30-directed antibody-drug conjugate (ADC)
- **Received approval in >75 countries** for certain CD30-expressing lymphoma settings
- Broad development ongoing in classical Hodgkin lymphoma and other CD30-expressing cancers

## PADCEV® (enfortumab vedotin-ejfv)

Collaborator: Astellas

- Nectin-4 directed antibody-drug conjugate (ADC)
- **Approved in the U.S. and several other countries** for certain urothelial cancer settings\*
- Multiple ongoing and planned clinical trials in urothelial cancer and other previously treated metastatic solid tumors

\*U.S.: Have previously received a PD-1 or PD-L1 inhibitor and platinum-containing chemotherapy, or are ineligible for cisplatin-containing chemotherapy and have previously received one or more prior lines of therapy

## TUKYSA® (tucatinib)

Collaborator: Merck

- HER2-directed oral tyrosine kinase inhibitor
- **Approved in the U.S., EU, and several other countries** for certain breast cancer settings\*
- Multiple ongoing and planned clinical trials in breast, colorectal, gastric, and other HER2-expressing cancers

\*In combination with trastuzumab and capecitabine

## TIVDAK® (tisotumab vedotin-tftv)

Collaborator: Genmab

- Tissue factor-directed ADC
- **Received accelerated approval in the U.S.** for certain cervical cancer settings; continued approval may be contingent upon verification and description of clinical benefit in confirmatory trials
- Multiple ongoing trials in cervical cancer and other solid tumors



Efficacy/safety for investigational uses have not been established. There is no guarantee that these agents will receive regulatory approval and become commercially available for uses being investigated.  
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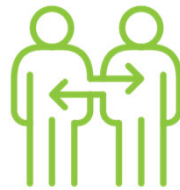


# Core Tenets Shaping the TUKYSA Channel Strategy



## Ease of Navigation

By grounding our model in market trends and expectations, we aligned to the market without disruption or interruption



## Proximity to the Provider

By keeping care close to the provider, we stand the best chance of navigating a complex regimen in patients with late-stage disease



## Leverage SGEN Expertise

By identifying synergies with the current **Seagen** model, we capitalized on efficiencies and reduced the time to launch preparedness



## Alignment to End Customers

The solution is configured to specialty pharmacy but includes key customers within the physician dispensary and hospital pharmacy space

# Hybrid Limited Distribution Model



Utilization of two national specialty pharmacies (SPs)



Any hospital fully owned specialty pharmacy (HSSP)



In-office dispensing/medically integrated dispensaries



No access to pharmacy benefit manager (PBM)-owned SPs



# How Seagen Partners with Acentrus



SP Education



SP Quarterly  
Reviews



Stakeholder  
Communications



Enhanced SP  
Performance

# How Seagen Partners with Health System SPs

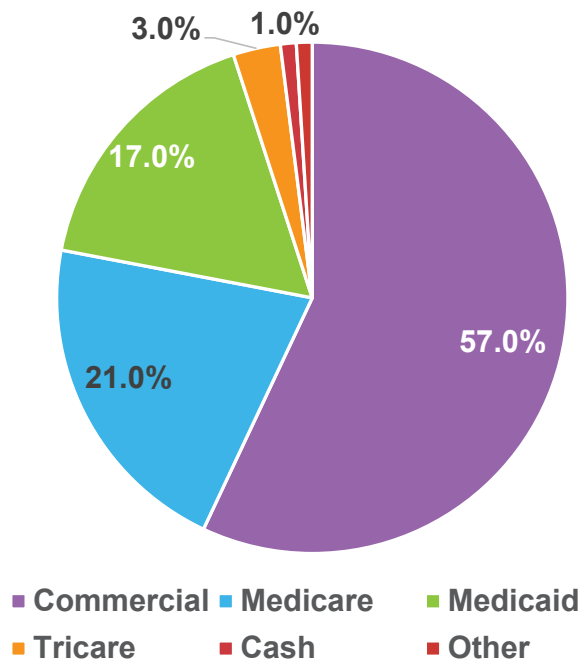
- Specialty pharmacy URAC accreditation
- Specialty pharmacy volume
- Willingness to provide data
- Desire to collaborate and help patients access therapy
- Industry leaders/influencers

# Patient Metrics: Payer Mix

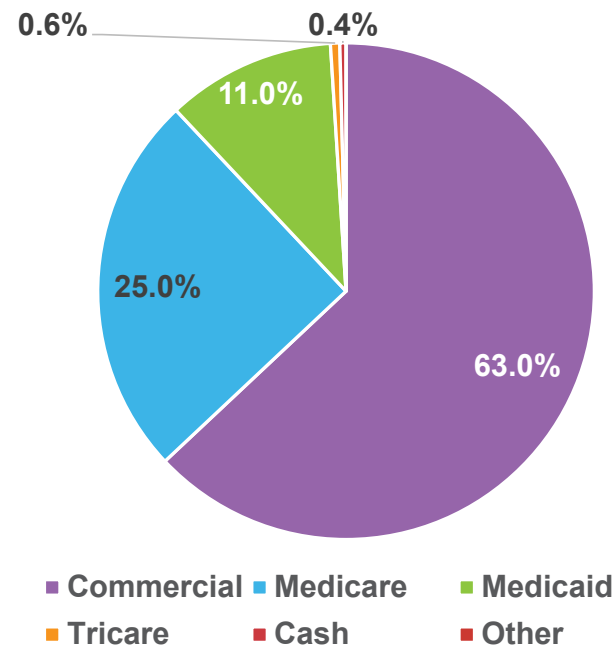
EXAMPLE DATA

National = Network SPs + Reporting HSSPs

### National Payer Mix, LTD



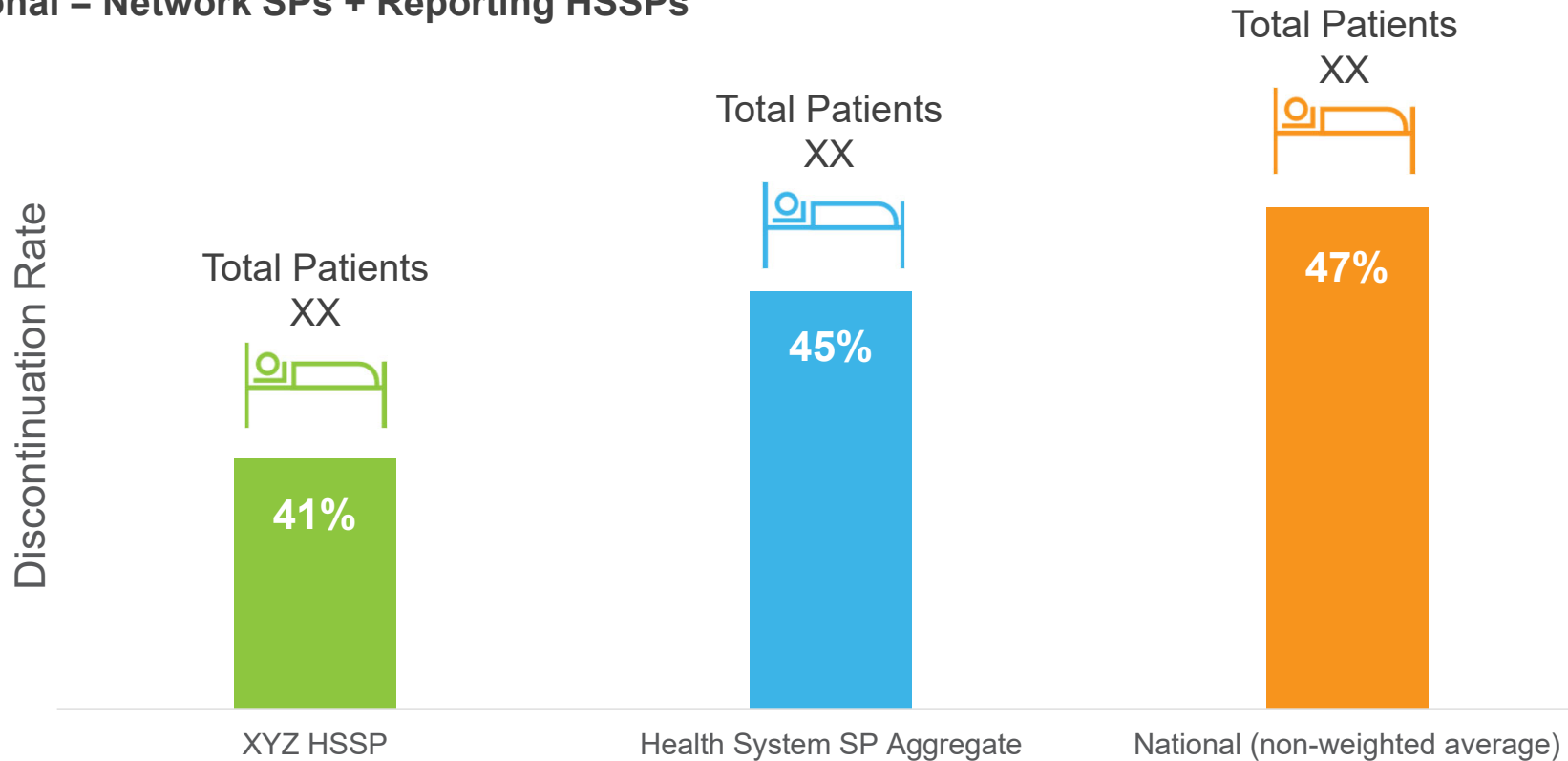
### XYZ HSSP Payer Mix, LTD



# Patient Metrics: Discontinuation Rate

EXAMPLE DATA

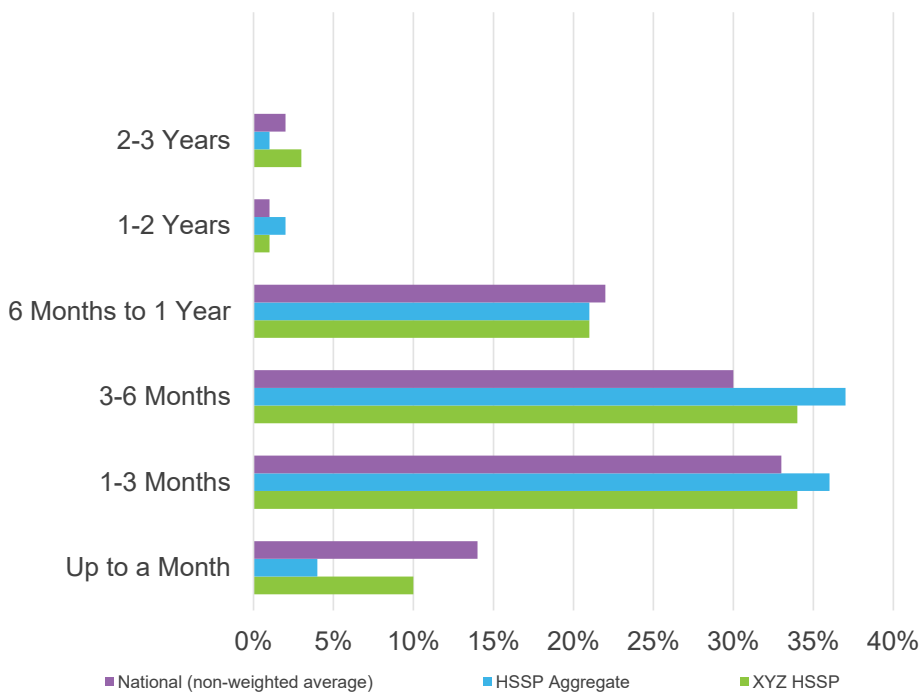
National = Network SPs + Reporting HSSPs



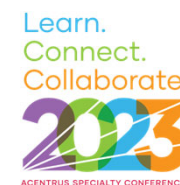
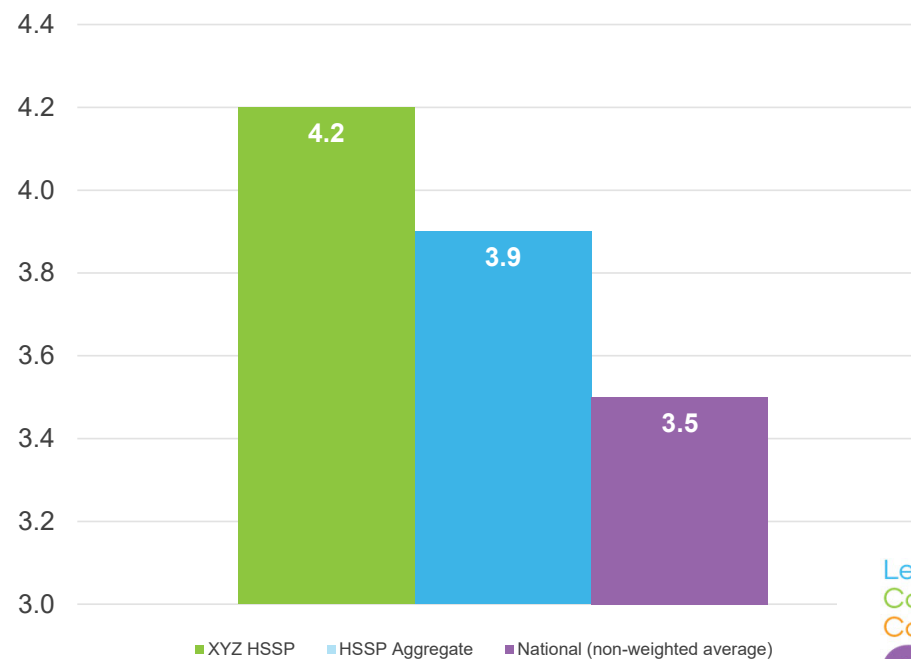
# Patient Metrics: Duration of Therapy

EXAMPLE DATA

### Percentage of Patients



### Average Duration of Therapy in Months



# Challenges: Data Congruency

## All HSSPs operate and report slightly differently

- How do you define time to first fill (TTFF)?
- Can you report substatus to include holds, transfers, discontinuation, cancellations, and so on?
  - Seagen implements business rules for some metrics to overcome lack of data elements in comparison to national SP reporting

Electronic  
Medical  
Record

Specialty  
Pharmacy  
Software

Pharmacy  
Dispensing  
Software



# Opportunities to Collaborate

## Depends on you!

- Seagen is thrilled to partner with Acentrus and each of its clients for opportunities to help patients start and stay on therapy
- Data In = Data Out
  - Seagen is able to ingest a very large data set to reflect most metrics that HSSPs would like to see at the individual site level
  - A gap example—reporting substatus for canceled patients—opportunity to determine how many patients your HSSP never fills, but still completes the work for
- Partner with Acentrus TSOC program as a multi-site collaboration for outcomes reporting

# Acentrus/BeiGene Partnership

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# At BeiGene, we are unique among global biotech companies



**~40** offices,  
**9000+** colleagues  
on **5** continents



**3500+** global  
commercial team  
**16** approved products



**950+** oncology  
research team



**2700** global clinical  
development and medical  
affairs team



**In-house manufacturing**  
plus US expansion under  
construction



**60+** preclinical programs,  
the majority with  
first-in-class potential

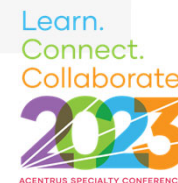


**~50 assets** in clinical and  
commercial stages








**~20** industry  
collaborations

Reference: BeiGene Corporate Presentation; January 9, 2023.



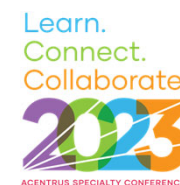
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# BeiGene global internal discovery pipeline covers a vast majority of the world's cancers

SOLID TUMORS	
<p><b>Breast cancer</b></p> <p><b>Tislelizumab + fruquintinib (VEGFR inhibitor)*</b></p> <ul style="list-style-type: none"> <li>Phase 2 – advanced triple-negative BC</li> </ul> 	<p><b>Cervical cancer</b></p> <p><b>Ociperlimab + Tislelizumab</b></p> <ul style="list-style-type: none"> <li>Phase 2 – 2L+ cervical cancer</li> </ul> 
<p><b>Esophageal cancer, Gastric cancer</b></p> <p><b>Ociperlimab + Tislelizumab</b></p> <ul style="list-style-type: none"> <li>Phase 2 – 2L PD-L1+ advanced ESCC</li> </ul> <p><b>Pamiparib</b></p> <ul style="list-style-type: none"> <li>Phase 2 – 1L maintenance platinum-sensitive GC</li> </ul> <p><b>Tislelizumab</b></p> <ul style="list-style-type: none"> <li>Phase 3 – 2L advanced ESCC</li> </ul> <p><b>Tislelizumab + chemotherapy</b></p> <ul style="list-style-type: none"> <li>Phase 3 – 1L advanced ESCC</li> <li>Phase 3 – 1L GC/GEJC</li> <li><b>Tislelizumab + Zanidatamab + chemotherapy</b></li> <li>Phase 3 – GEA</li> </ul> 	<p><b>Non-small cell lung cancer, Small cell lung cancer</b></p> <p><b>Ociperlimab + Tislelizumab</b></p> <ul style="list-style-type: none"> <li>Phase 3 – 1L PD-L1 high advanced NSCLC</li> </ul> <p><b>Ociperlimab + Tislelizumab + concurrent chemoradiotherapy</b></p> <ul style="list-style-type: none"> <li>Phase 3 – 1L unresectable NSCLC</li> <li>Phase 2 – 1L LS-SCLC</li> </ul> <p><b>Ociperlimab + Tislelizumab + chemotherapy</b></p> <ul style="list-style-type: none"> <li>Phase 2 – 1L NSCLC</li> </ul> <p><b>Tislelizumab</b></p> <ul style="list-style-type: none"> <li>Phase 3 – 2L/3L NSCLC</li> </ul> 
<p><b>Hepatocellular carcinoma, Biliary tract cancer</b></p> <p><b>Tislelizumab</b></p> <ul style="list-style-type: none"> <li>Phase 3 – 1L HCC</li> <li>Phase 2 – previously treated HCC</li> </ul> 	<p><b>Additional investigational products</b></p> <ul style="list-style-type: none"> <li><b>BGB-24714</b> (SMAC mimetic) +/- chemotherapy – Phase 1</li> <li><b>Lifirafenib</b> (RAF inhibitor) + mirdametinib (MEK inhibitor) – Phase 1</li> <li><b>Ociperlimab + Tislelizumab</b> – Phase 1</li> <li><b>Pamiparib + temozolomide</b> – Phase 1</li> <li><b>Tislelizumab + BGB-A445</b> – Phase 1</li> <li><b>Tislelizumab + BGB-15025</b> – Phase 1</li> <li><b>Tislelizumab + surufatinib</b> (VEGFR, FGFR, CSF-1R inhibitor) – Phase 2</li> </ul>

\*Enrolling in the United States. Portfolio as of January 5, 2023.

Abbreviations: 1L, first-line; 2L, second-line; 3L, third-line; BC, breast cancer; CSF-1R, colony stimulating factor-1 receptor; ESCC, esophageal squamous cell carcinoma; FGFR, fibroblast growth factor receptor; GC, gastric cancer; GEA, gastroesophageal adenocarcinoma; GEJC, gastroesophageal junction carcinoma; HCC, hepatocellular carcinoma; LS-SCLC, limited-stage small cell lung cancer; MEK, MAP/ERK kinase; NSCLC, non-small cell lung cancer; PD-L1, programmed death ligand-1; VEGFR, vascular endothelial growth factor receptor.



# BeiGene global internal discovery pipeline covers a vast majority of the world's cancers (cont)

## HEMATOLOGY

### Non-Hodgkin lymphoma

#### Zanubrutinib + rituximab

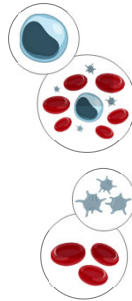
- Phase 3 – 1L MCL
- Phase 3 – R/R MZL

#### Zanubrutinib +/- venetoclax\*

- Phase 3 – 1L CLL/SLL

#### Zanubrutinib + obinutuzumab

- Phase 2 – R/R FL



#### BGB-10188 +/- Zanubrutinib

- Phase 2 – B-cell lymphoid malignancies

#### BGB-10188 +/- Tislelizumab

- Phase 2 – B-cell malignancies

#### BGB-11417 +/- Zanubrutinib

- Phase 1 – mature B-cell malignancies

#### BGB-11417

- Phase 2 – R/R MCL
- Phase 2 – R/R CLL/SLL

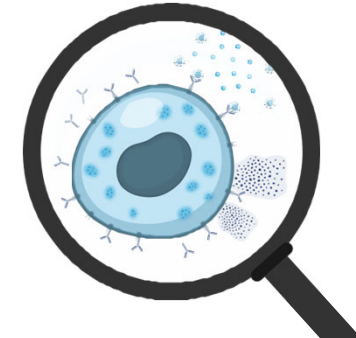
#### BGB-16673

- Phase 1 – B-cell malignancies

## INFLAMMATION AND IMMUNOLOGY

### BGB-23339

- Phase 1 – inflammation and immunology†



### Myeloid malignancies

#### BGB-11417 + azacitidine +/- posaconazole

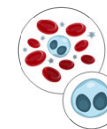
- Phase 2 – myeloid malignancies

#### BGB-11417 + dexamethasone +/- carfilzomib

- Phase 2 – R/R multiple myeloma with t(11;14)

### Hodgkin lymphoma

- Phase 2 – R/R cHL



One of the world's largest oncology research teams (950+) with **60+ preclinical programs** and **~50 assets** in clinical and commercialization stages

\*This combination is being studied in the third cohort of SEQUOIA (NCT03336333).

†First-in-human trial, healthy subjects.

Portfolio as of January 5, 2023.

Abbreviations: cHL, classical Hodgkin lymphoma; CLL, chronic lymphocytic leukemia; FL, follicular lymphoma; MCL, mantle cell lymphoma; MZL, marginal zone lymphoma; R/R, relapsed/refractory; SLL, small lymphocytic lymphoma; WM, Waldenström macroglobulinemia.

# BRUKINSA<sup>®</sup> (zanubrutinib)

A small molecule inhibitor of Bruton tyrosine kinase (BTK)



Specialty Pharmacy



Specialty Distributor



MCKESSON



AmerisourceBergen



# Independent & PBM owned SP Qualifications



PATIENT CENTRIC



Oncology focused with a great track record of launching oral oncology products



Must have high touch oncology/hematology services



Nimble and Flexible



Able to comply with data requirements



Covered lives



Committing resources to oncology advocacy groups to better transition patients to these services



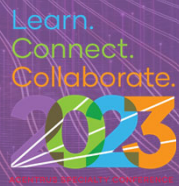
High rates of performance metrics



Cost-AGREE TO FEES

**Current network can handle future indications. More volume doesn't equal more partners needed.**

**We are partnered with the best independent oncology focused SP's**





BeiGene is dedicated to a patient-centric approach. The distribution model we choose to remain with or move towards needs to continue to focus on the patient and their continuum of care by:



Aligning with patient support programs



Providing transparent data to monitor patient adherence



Maintaining a sense of urgency in taking care of each patient

**Cancer patients deserve high-touch service and BeiGene continues to differentiate ourselves by aligning with our mission and values. It is critical that our distribution network demonstrates our commitment to patient care with a white glove approach.**



# BeiGene/Acentrus Partnership Data Delivery

## A Manufacturer Perspective

### Data Intake



- Easy-to-submit data mart enables health systems to provide data that meets manufacturer requirements.

### Full Data Submissions



- Data is submitted by all network participants including data for prescriptions filled by contract pharmacies.

### Patient Health Information-compliant Processes

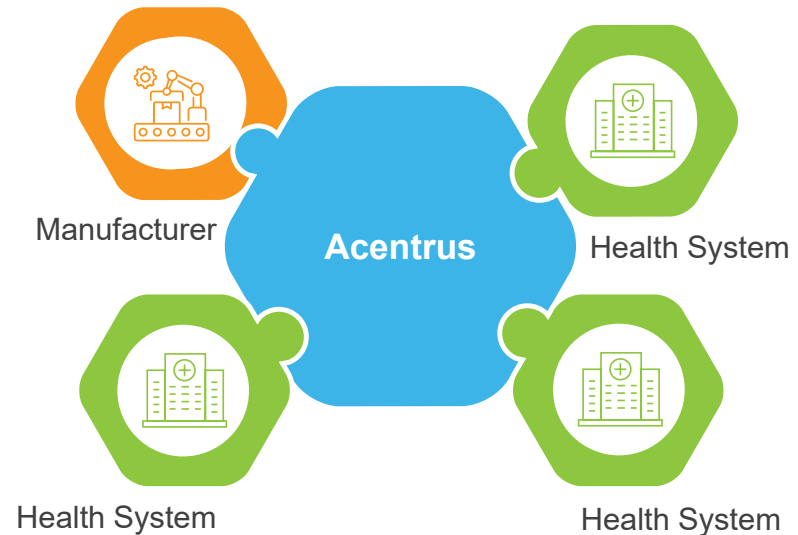


- Fully compliant processes protect PHI during inbound and outbound data sharing, as well as internal data processing.

### Robust Data Capabilities And Management



- Data intake
- Formatting and data validation through rules
- Quality check and assurance
- De-identification and tokenization
- Further verification through benchmarking
- Aggregation and submission to manufacturer
- Comprehensive data sets including:
  - Dispensing
  - Case Management
  - EMR (structured and unstructured)



# BeiGene/Acentrus Partnership Data in Action

~50

## BTKI Dispensing data ~50 Health Systems and Medical Centers



- Identify product uptake and utilization patterns by indication
- Understand HCP prescribing behavior
- Better forecast our product usage for future quarters, in a specialty distributor-based distribution model
- Provide insights around market share in certain regions and health systems
- Identifying access barriers for Health Systems
- Partner to improve specialty pharmacy coordination of care

~25

## EMR data ~25 Health systems



- Real world evidence
- Outcome-based studies
- Total cost of care insights
- Partner to improve outcomes while lowering the total cost of care



# BeiGene/Acentrus Partnership 2023





# Questions

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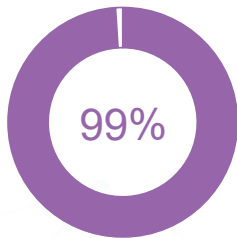
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# Appendix

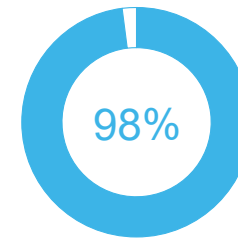


# BRUKINSA is well covered with access substantiated by paid claims

99% Confirmed Access

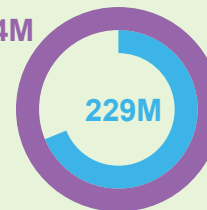


98% On-Label Claims Approved



Field Directors of Market Access work closely with our Field AMs and DMs to manage reimbursement and coverage issues by liaising with myBeiGene® and the specialty pharmacy network.

334M



229M of 334M covered lives have access substantiated by paid claims

CENTENE Corporation

ingenioRx

Elevance Health

PRIME THERAPEUTICS

EXPRESS SCRIPTS

CVS

Humana

aetna

OPTUMRx

Ascent Health Services

envolve

Cigna

HCSC Health Care Reimbursement Corporation

KAISER PERMANENTE

United Healthcare





Mediimpact

Reference: Data on file. BeiGene, Ltd. 2022.  
Please see Important Safety Information on pages 24-26 full [Prescribing Information](#).

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# NCCN recommendations for zanubrutinib (BRUKINSA)

● (Category 1) ● (Category 2A)

MCL <sup>1</sup> 	MZL <sup>1</sup> 	WM <sup>2</sup> 	CLL/SLL <sup>3</sup> 
Second-line and subsequent therapy <b>Preferred option</b> ●	Second-line and subsequent therapy <b>Preferred option</b> ●	Primary therapy <b>Preferred option</b> ● Therapy for previously treated WM <b>Preferred option</b> ●	First-line therapy (CLL/SLL <b>without</b> del(17p)/TP53 mutation) <b>Preferred option</b> ● First-line therapy (CLL/SLL <b>with</b> del(17p)/TP53 mutation) <b>Preferred option</b> ● Second-line and subsequent therapy (CLL/SLL <b>with or without</b> del(17p)/TP53 mutation) <b>Preferred option</b> ●

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NCCN = National Comprehensive Cancer Network® (NCCN®).

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