

Desafios da Oncologia do Futuro

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HIAE

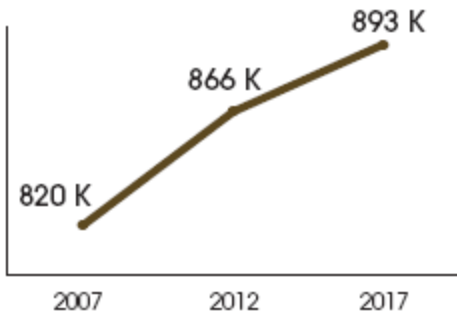
FMABC

Crescimento da Oncologia

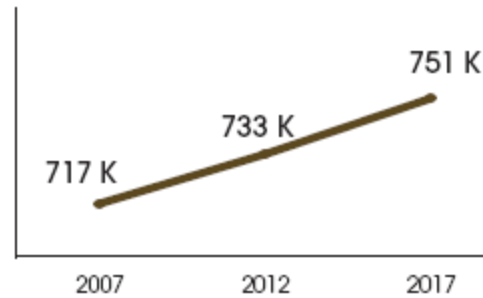
A Pillar of Profitability

Oncology to Continue to See Outsized Growth

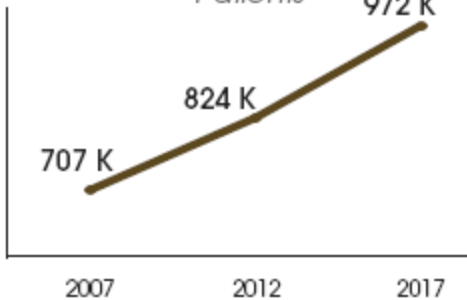
Outpatient Chemotherapy
Patients



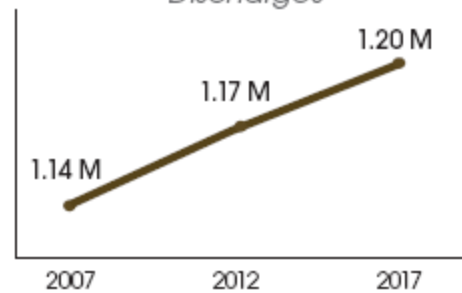
Inpatient Medical
Discharges



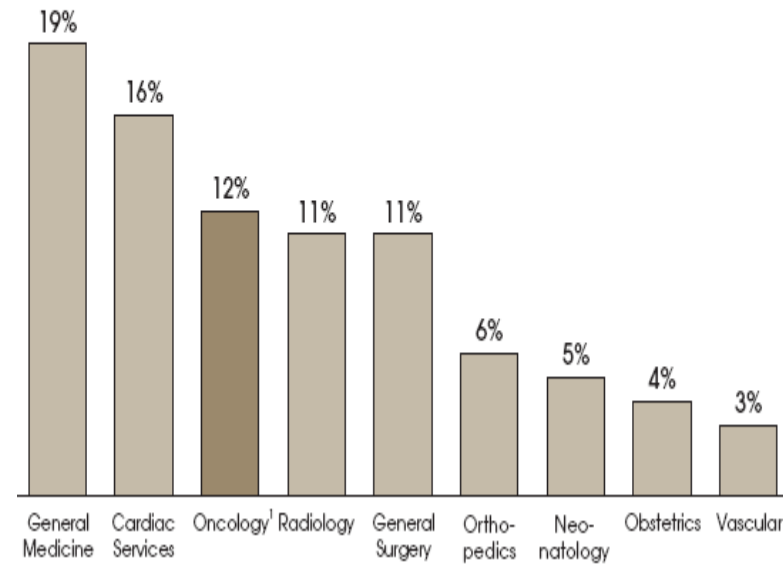
Outpatient Radiation Therapy
Patients



Inpatient Surgical
Discharges



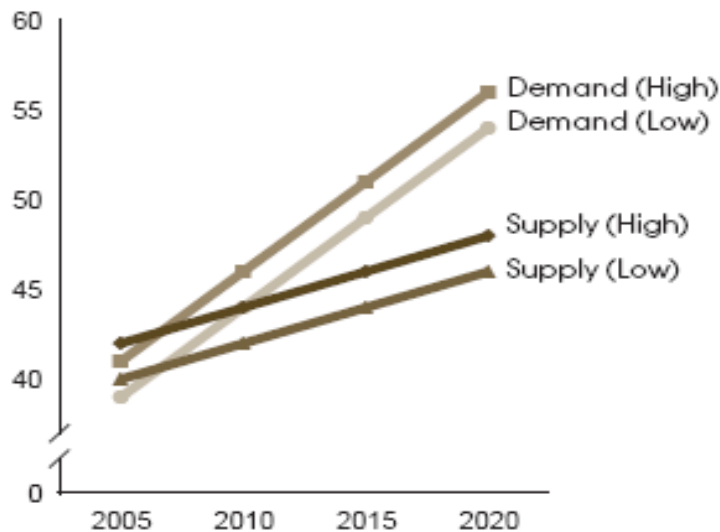
Percentage of Total Hospital Contribution Profit
Primary ICD-9 Code Analysis



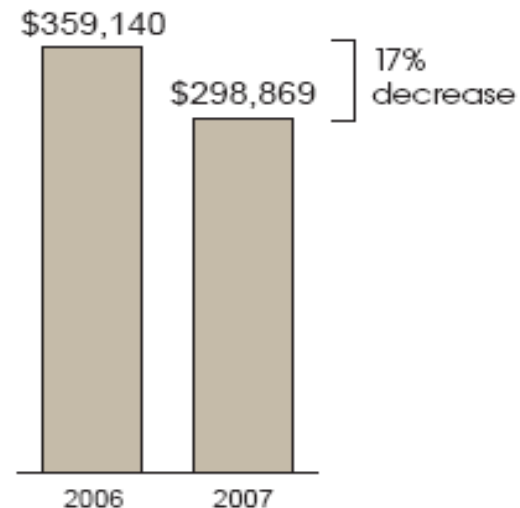
Aumento da Demanda de Oncologistas

Declining Income, Numbers Paint a Bleak Picture

Projected Supply and Demand for Oncology Visits
Millions of Visits

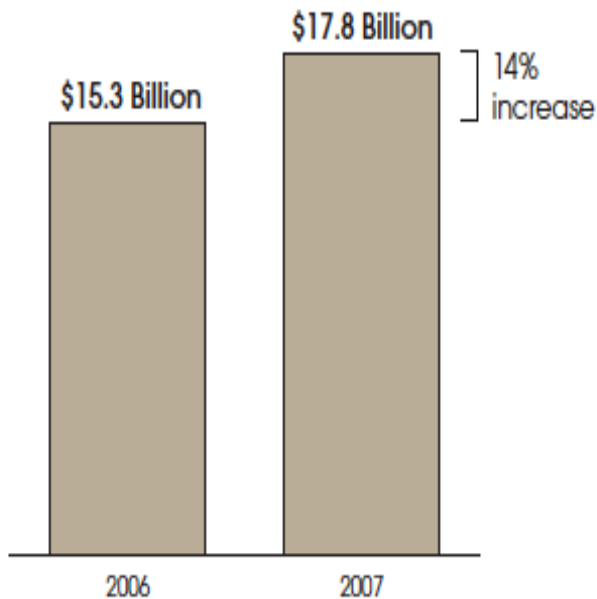


Median Compensation for Hematologist/Oncologist



Aumento dos Custos dos Tratamentos

Rising Expenses
US Sales of Cancer Drugs



Monthly Cost of Selected Targeted Therapies

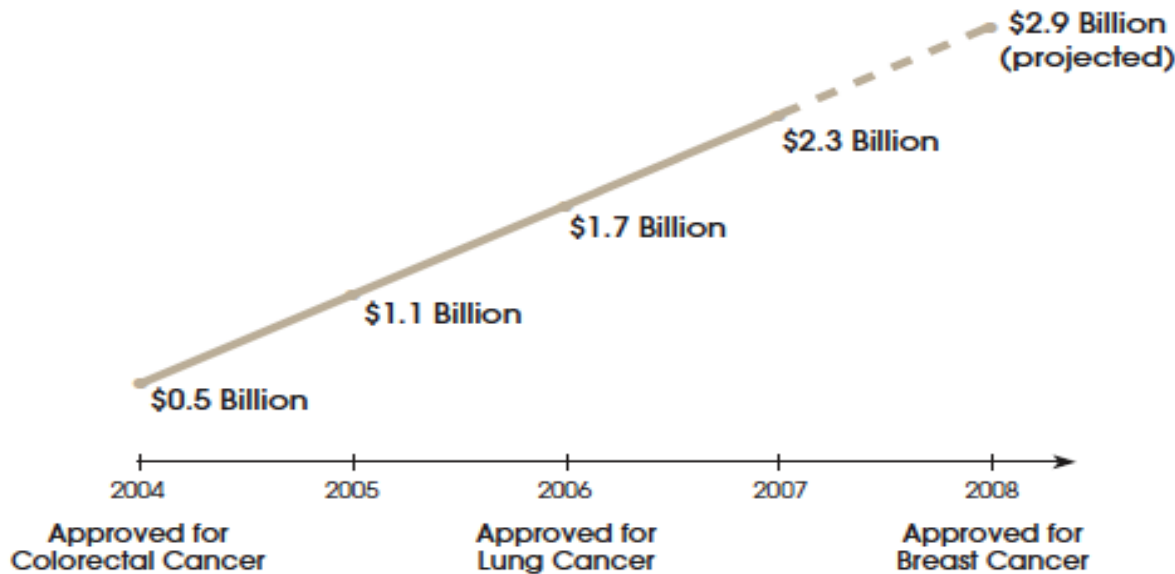
Erbix	\$10,000	Revlimid	\$4,500
Gleevec	\$2,600	Rituxan	\$4,200-\$13,000 ¹
Herceptin	\$3,000	Sutent	\$4,000
Nexavar	\$4,300	Tarceva	\$2,400-\$2,700 ¹

Aumento dos Custos do Tratamento

The Cost of Progress

Avastin the Poster Child for Rising Drug Costs

US Avastin Sales



Avastin

- 100,000 current patients
- \$4,000 to \$9,000 monthly cost
- Trials underway for:
 - brain, head and neck, ovarian, prostate, stomach, multiple myeloma

Escolhendo Melhor Podemos Economizar

Cost of Testing		Potential Savings
HER2/neu	\$200-\$600 depending on method	
EGFR	\$342	<ul style="list-style-type: none"> • Erbitux: \$38,000 for four month cycle • 50,000 patients potentially eligible for Erbitux in 2008 • 35 percent have mutated KRAS; Erbitux unlikely to help = \$665 million in potential unnecessary expenditure
c-kit	\$313	
KRAS	\$550	

ROI in Pharmacogenomics

$$\text{Total Savings} = \left[\left(\frac{\text{Percentage of patients avoiding treatments due to test}}{100} \times \text{Cost of treatment} \right) - \left(\frac{\text{Cost of test}}{100} \right) \right] \times \text{Number of patients tested}$$



Pesquisa

A Leading Area of Interest

Top 10 Researched Diseases

