

Unmet Need Overview

Quick Start Guide

February 2022



What is Unmet Need?

Unmet Need is part of a suite of Clarivate DRG applications for the Biopharma and Biotech industries supported by detailed primary and secondary research. Product highlights include:

- ✓ Identify areas of unmet need and direct your clinical development strategy to the areas with the greatest opportunity based on surveys of US and EU physician specialists and in-house experts
- ✓ Geographic Coverage: US, France, Germany, UK
- ✓ Stated vs. derived importance of product attributes on prescribing behavior
- ✓ Assessment of drug performance on treatment drivers and goals
- ✓ Physician perception of unmet needs in indication and related indications
- ✓ Analysis of remaining drug development opportunities
- ✓ Includes Target Product Profile simulator tool based on conjoint analysis

Clarivate DRG Platform Login

To login to the DRG Clarivate platform, click on - <https://authentication.decisionresourcesgroup.com/login/Solutions>

Clarivate™ | DRG

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Welcome to Clarivate DRG

Whether you are a new or existing user, enter your email address

Having problems? Email DRG.support@clarivate.com

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Privacy policy Terms of use

Work email address

Work email address

Get started

*You may be asked for a password if your company is not integrated with the DRG platform

Get started using Disease, Company & Drug Insights Platform

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Welcome [redacted] from Clarivate

Hover over any link to learn more about each product platform. Green check marks indicate partial or full content is available to you as part of your current subscription.

Have a question? **2** Please contact us

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Understand the Market

Disease, Company & Drug Insights

- ✓ Disease, Company & Drug Insights Platform
 - Disease Insights
 - Epidemiology
 - Biosimilars
 - Company and Drug Insights

Medtech

- ✓ Medtech Insights Platform
 - Market Insights (Medtech 360)
 - Brand Tracking (Pricetrack & Marketrack)
 - US Medical Supply Distribution

US Market Access Insights

- ✓ US Market Access Insights Platform
 - Health Plan Analysis
 - Market Overviews
 - Market Overview Interactive Database
 - National MCO Analyzer
 - Power Profiles

Optimize Access

US Formulary Data & Analytics
By Fingertip Formulary

- ✓ Account Management Dashboard
- ✓ Fingertip Accounts
- ✓ Fingertip Alerts
- ✓ Fingertip Analytics
- ✓ Fingertip Home Page (Legacy Platforms)
- ✓ Fingertip Restrictions
- ✓ Fingertip Validation Tool
- ✗ Fingertip PolicyTrack

US Lives Data & Analytics

- ✓ Employer Vantage (2020 Data)
- ✓ Employer Vantage (2021 Data)
- ✓ Integrated Payer Platform
- ✓ Managed Market Surveyor Suite (Including Pharmacy Benefit Evaluator)

Global Market Access

Engage Customers

Sales Enablement

- ✓ Fingertip Publisher

Commercial Targeting

- ✓ Healthbase
- ✓ Medtech Insights Platform
 - Commercial Targeting (Procedure Finder)
- ✗ Field Force Navigator (FFN)

Digital/Multichannel Stakeholder Engagement

- ✓ Digital Insights Platform
 - Multichannel Physician Engagement
 - Multichannel Patient Engagement
 - Multichannel Payer Engagement

1.
Go to:
<https://authentication.decisionresourcesgroup.com/login>

2.
Upon login screen, use your work e- mail address and password to login. If you experience any issues, please contact DRG.support@clarivate.com

3.
Click on the “Disease, Company & Drug Insights” link.

Disease, Company & Drug Insights Home Page

The screenshot shows the Clarivate DRG Home Page. The header includes the Clarivate logo and 'DRG' on the left, and a 'Browse All' link with a hamburger menu icon, a bell icon, a chat icon, and a user profile icon on the right. The main banner is purple with a molecular structure pattern and contains the text 'Hi [redacted] what are you looking for today?'. Below this is a search bar with a dropdown menu set to 'Biopharma' and a search button. Below the search bar are three tabs: 'Biopharma', 'Medtech', and 'Multichannel Engagement'. The 'Biopharma' tab is active. Below the tabs are two columns of content. The left column is titled 'Market Landscape & Forecast' and lists: 'Disease Landscape & Forecast', 'Niche & Rare Disease Landscape & Forecast', 'Biosimilars', 'China In-Depth', 'Company & Drug Insights', and 'Cortellis Supply Chain Network'. The right column is titled 'Patient Populations' and lists: 'Epidemiology' and 'Epidemiology Data Slicer'. Below these is a section titled 'Treatment Analysis' which lists: 'Current Treatment Physician Insights', 'Unmet Need' (highlighted with a red box and a red '1' in a circle), and 'Treatment Algorithms Claims Data Analysis'. A blue question mark icon is in the bottom right corner of the page.

Clarivate™ | DRG

Hi [redacted] what are you looking for today?

Biopharma Search within Biopharma

Biopharma Medtech Multichannel Engagement

Market Landscape & Forecast

- Disease Landscape & Forecast
- Niche & Rare Disease Landscape & Forecast
- Biosimilars
- China In-Depth
- Company & Drug Insights
- Cortellis Supply Chain Network

Patient Populations

- Epidemiology
- Epidemiology Data Slicer

Treatment Analysis

- Current Treatment Physician Insights
- **Unmet Need**
- Treatment Algorithms Claims Data Analysis

1.
Select Unmet Need link to
navigate to Unmet Need

Unmet Need Filters Page

The screenshot shows the Clarivate DRG Unmet Need Filters page. The interface includes a top navigation bar with the Clarivate logo, DRG, and a search bar. On the left, there is a 'FILTERS' section with a search input and a list of filter categories: Ownership, Product type, and Geography. Below this is a 'QUICK LINKS' section with various medical categories. The main content area displays '64 diseases & topics tagged to: Unmet Need'. A 'Recently viewed' section shows a list of diseases, with 'Non-Small-Cell Lung Cancer' selected. A modal window for 'Non-Small-Cell Lung Cancer' is open, showing a table of content with columns for 'At a Glance' and 'Overview'. The 'Unmet Need' row is highlighted, showing a green checkmark in the 'Overview' column. A 'What's covered?' button is visible in the modal. The page also features a 'Browse All' button and a help icon.

1. Add Ownership, Product Type or Geography filters to narrow your search

2. Select recently viewed disease topic or select from directory

3. Type in partial word search to bring up possible matches

4. Select "What's covered?" to see what content is owned (green checks) vs not subscribed (red padlocks)

Unmet Need Report

The screenshot displays the Clarivate DRG Unmet Need report for Non-Small-Cell Lung Cancer. The interface is divided into several sections:

- Top Navigation:** Includes the Clarivate logo, DRG, Biopharma dropdown, a search bar, and links to Home, Diseases, and various report sections like 'At a Glance', 'Landscape & Forecast', 'Epidemiology', 'Current Treatment', 'Unmet Need', 'Access & Reimbursement', 'Geographic Focus: China', and 'Meet The Team'.
- Left Sidebar (Table of contents):** Contains a search bar and a list of report sections. Section 1 highlights the 'Table of contents' search bar. The 'Detailed, Expanded Analysis - Metastatic Squamous Non-Small-Cell Lung Cancer (US/EU)' is selected, showing a list of sub-sections including 'Executive Summary', 'Introduction', 'Treatment Drivers and Goals', 'Product Performance Against Treatment Drivers and Goals', 'Assessment of Unmet Need', 'Opportunity Analysis', 'Target Product Profiles', and 'Appendix'.
- Main Content Area:** Displays the 'Executive Summary' slide. It includes a title, a subtitle, and a background image of two people. The slide is labeled '1' and '2'. The 'Last updated' date is 22 October 2021. The slide content includes the title 'Executive Summary', the subtitle 'Unmet Need in Metastatic Squamous Non-Small-Cell Lung Cancer', and the analyst's name 'Pragati Tripathi, M.Pharm.' and publication date 'Published: October 2021'.
- Right Sidebar (Downloads):** Contains a 'Downloads' section with a 'MAIN CONTENT' list and an 'ADDITIONAL FILES' list. Section 2 highlights the 'Downloads' section. The 'MAIN CONTENT' list includes 'Detailed, Expanded Analysis - Metastatic Squamous Non-Small-Cell Lung Cancer (US/EU) Full Report', 'Unmet Need - First-Line Metastatic Squamous NSCLC-TPP Simulator - October 2021 Attachment', and 'Unmet Need - Metastatic Squamous NSCLC- Executive Summary - October 2021 Attachment'. The 'ADDITIONAL FILES' list includes 'Detailed, Expanded Analysis - Metastatic Squamous Non-Small-Cell Lung Cancer (US/EU) Table of Contents', 'All Figures', and 'All Tables'.

1. Select Table of contents sections or enter word search term in search field to locate topic of interest. Word matches will be highlighted in yellow.

2. Reports can be downloaded by selecting the reports of interest. The accompanying PowerPoint diagrams and Excel tables can be downloaded as separate documents.

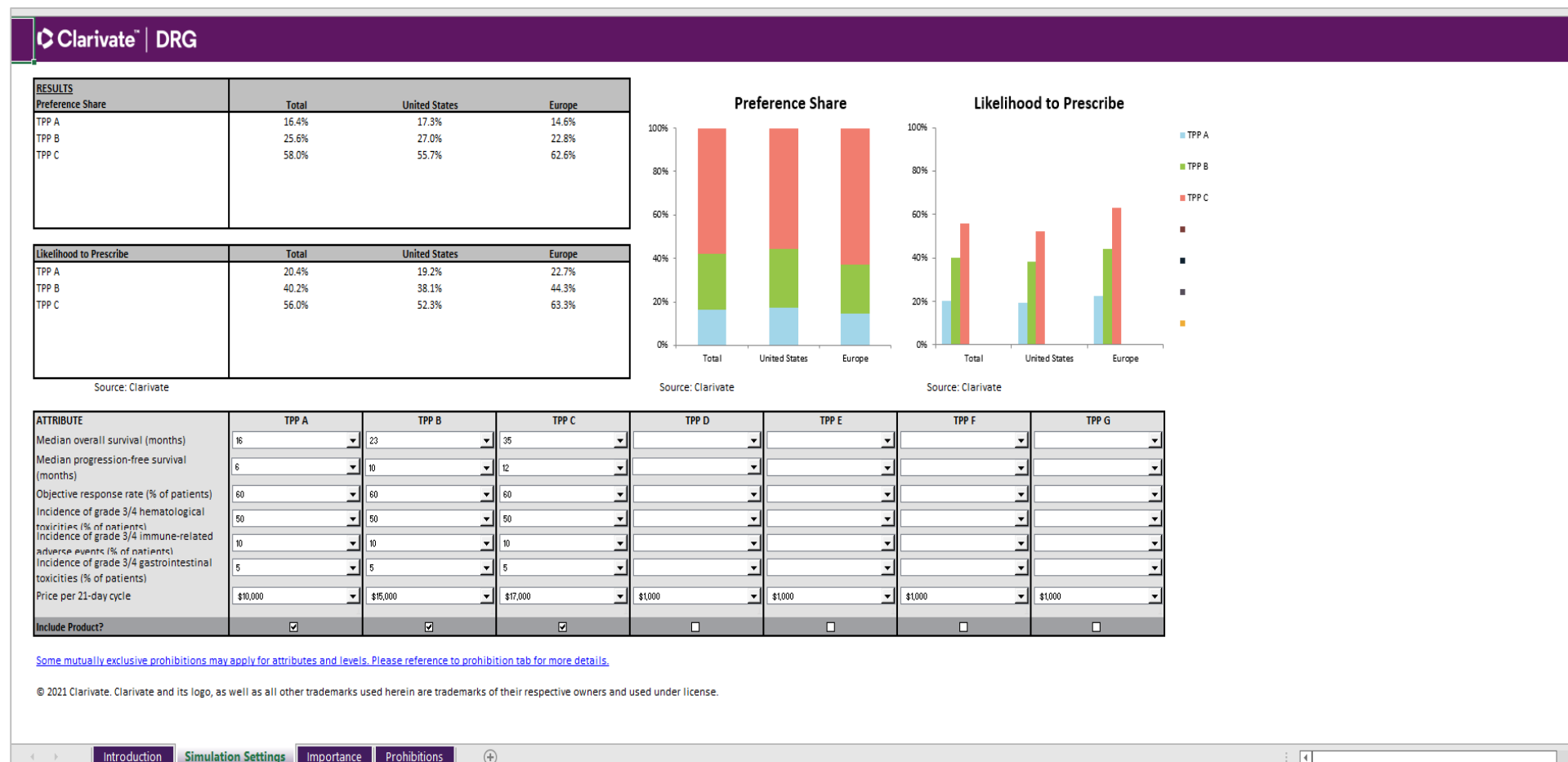
Target Product Profiles

The screenshot shows the 'Non-Small-Cell Lung Cancer' report interface. The top navigation bar includes links like 'At a Glance', 'Landscape & Forecast', 'Epidemiology', 'Current Treatment', 'Unmet Need', 'Access & Reimbursement', 'Geographic Focus: China', and 'Meet The Team'. The left sidebar contains a 'Table of contents' with a search bar and a list of sections. Section 1, 'Target Product Profiles', is highlighted with a red box and a red '1'. Section 2, 'Unmet Need - First-Line Metastatic Squamous NSCLC-TPP Simulator - October 2021 Attachment', is highlighted with a red box and a red '2'. The main content area is titled 'Assessing Drug Development Opportunities' and contains text about the survey methodology and findings. The right sidebar includes 'Additional Files' and a 'Meet the Team' section.

1 Select Target Product Profile to review methodology and findings

2 Download Target Product Profile (TPP) Simulator to run simulations

Target Product Profile (TPP) Simulator



The TPP Simulator tool allows you to compare up to 7 TPPs across 6 attributes and 7 price points to gauge which variables influence prescribing behaviors.

Simulator comparisons are based on 2 metrics:

- Preference share - the probability that a given TPP in each simulation would be selected
- Prescribing likelihood
The likelihood of prescribing projection for each drug is given on a 0% to 100% scale.

Alerts Request

The screenshot shows the Clarivate DRG website interface. At the top, there is a navigation bar with the Clarivate logo, 'DRG', a 'Biopharma' dropdown menu, a search bar with the text 'Search within Biopharma', and a 'Browse All' link. On the right side of the navigation bar, there is a bell icon highlighted with a blue box and the number '1'. Below the navigation bar, there is a purple header with 'Home / My Favorite Topics' and a link to 'View My Notifications'. The main content area is divided into two sections: 'Diseases & Other Topics' and 'Medtech'. Under 'Diseases & Other Topics', there is a search bar with the text 'Start typing a disease or topic'. Below the search bar, there are three categories of diseases: 'Autoimmune & Inflammation', 'Respiratory', and 'Rheumatology'. Each category has a list of diseases with checkboxes next to them. For example, under 'Autoimmune & Inflammation', there are checkboxes for 'Dermatology' (Acne, Actinic Keratosis, Alopecia, Atopic Dermatitis/Atopic Eczema), 'Dermatitis/Eczema', 'Hidradenitis Suppurativa', 'Psoriasis', and 'Urticaria'. Under 'Respiratory', there are checkboxes for 'Acute Respiratory Distress Syndrome', 'Allergic Rhinitis', 'Asthma', 'Chronic Obstructive Pulmonary Disease', 'Cystic Fibrosis', 'Idiopathic Pulmonary Fibrosis', 'Obstructive Sleep Apnea', and 'Sarcoidosis'. Under 'Rheumatology', there are checkboxes for 'Axial Spondyloarthritis', 'Juvenile Idiopathic Arthritis', 'Osteoarthritis', 'Rheumatoid Arthritis', 'Scleroderma (Systemic Sclerosis)', and 'Sjogren's Syndrome'. On the right side of the main content area, there is a 'My Favorites' section. At the bottom right of the main content area, there is a blue box with the number '2' and an 'Email Preferences' dialog box. The dialog box has a title 'Email Preferences' and a checkbox labeled 'Email me when there is updated content or new content published matching my favorites'. Below the checkbox is a green 'Save Settings' button and a blue question mark icon.

1. To request email alerts of Unmet Need report key updates, select the bell icon

2. Select the disease markets that you are subscribed to, select the “Email Preferences” checkbox, then select the “Save Settings” button.

Support Requests

Non-Small-Cell Lung Cancer

Notifications Off

At a Glance
Landscape & Forecast
Epidemiology
Current Treatment
Unmet Need
Access & Reimbursement
Geographic Focus: China
Meet The Team

Table of contents

Expand all

Search within Content

Overview

Detailed, Expanded Analysis - Metastatic Squamous Non-Small-Cell Lung Cancer (US/EU)

Executive Summary

Introduction

Treatment Drivers and Goals

Product Performance Against Treatment Drivers and Goals

Assessment of Unmet Need

Opportunity Analysis

Target Product Profiles

Assessing Drug Development Opportunities

Target Product Profile Methodology

Attribute Importance and Part-Worth Utilities

Conjoint Analysis-Based Simulation of a Market Scenario

Appendix

Detailed, Expanded Analysis: EGFR-positive metastatic non-squamous NSCLC (US & EU)

Assessing Drug Development Opportunities

To determine the trade-offs across key drug attributes that surveyed physicians are willing to make when considering which treatment to prescribe for first-line metastatic squamous NSCLC, we included an adaptive choice-based conjoint (ACBC) module in the survey. Following appropriate analysis, ACBC data allow for the simulation of physician preference share and likelihood to prescribe of user-defined target product profiles (TPPs). Conjoint analysis is based on the idea that any product or service is seen by consumers as a combination of attributes or features, each of which contributes to their overall interest in the product or service.

We report on key ACBC analysis findings and one market simulation performed on three hypothetical TPPs (see the “Conjoint Analysis-Based Simulation of a Market Scenario”). The Excel-based Target Product Profile Simulator allows for the creation of up to seven user-defined TPPs with varying performance across the attributes included in the survey. To access the Excel-based Target Product Profile Simulator, see the “Downloads” section of the report.

Through research conducted by Clarivate, we identified six clinical attributes relevant to the assessment of drug development opportunities in the metastatic squamous NSCLC market to be included in our analysis. We included attributes for which there is a high level of unmet need or commercial opportunity and/or are known to be key differentiators of therapies in the metastatic squamous NSCLC market:

- Median overall survival (months).
- Median progression-free survival (months).
- Objective response rate (% of patients).
- Incidence of grade 3/4 hematological toxicities (% of patients).
- Incidence of grade 3/4 immune-related adverse events (% of patients).
- Incidence of grade 3/4 gastrointestinal toxicities (% of patients).

In addition to the six clinical attributes, we included price as an attribute to gauge its influence on physicians’ assessment of drug development opportunities.

We included three efficacy attributes in our conjoint analysis—median OS, median PFS, and ORR—because of their important role in oncologists’ prescribing practices and in securing drug approval for metastatic squamous NSCLC. Extending OS is the primary treatment goal for metastatic squamous NSCLC; therefore, it was not surprising that surveyed U.S. and European medical oncologists both assigned the highest importance score to OS in their treatment decisions (see the section “Treatment Drivers and Goals”). Although OS is considered the gold standard efficacy attribute, we included median PFS because a drug’s ability to delay disease

Unmet Need - First-Line Metastatic Squamous NSCLC-TPP Simulator - October 2021 Attachment

Unmet Need - Metastatic Squamous NSCLC- Executive Summary - October 2021 Attachment

ADDITIONAL FILES

Detailed, Expanded Analysis - Metastatic Squamous Non-Small-Cell Lung Cancer (US/EU) Table of Contents

All Figures

All Tables

1

Meet the Team

Pragati Tripathi

Ask the Expert View Bio

View all Experts

?

1. If you have additional questions or training/support requests, select “Ask the Expert” or “Contact Us” located under the “?” (Resources & updates) icon.



Have a Question?

DRG.support@clarivate.com
clarivate.com

About Clarivate

Clarivate™ is a global leader in providing solutions to accelerate the lifecycle of innovation. Our bold mission is to help customers solve some of the world's most complex problems by providing actionable information and insights that reduce the time from new ideas to life-changing inventions in the areas of science and intellectual property. We help customers discover, protect and commercialize their inventions using our trusted subscription and technology-based solutions coupled with deep domain expertise. For more information, please visit clarivate.com.

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