



Cell and Gene Therapies

Tuesday, November 21, 2023

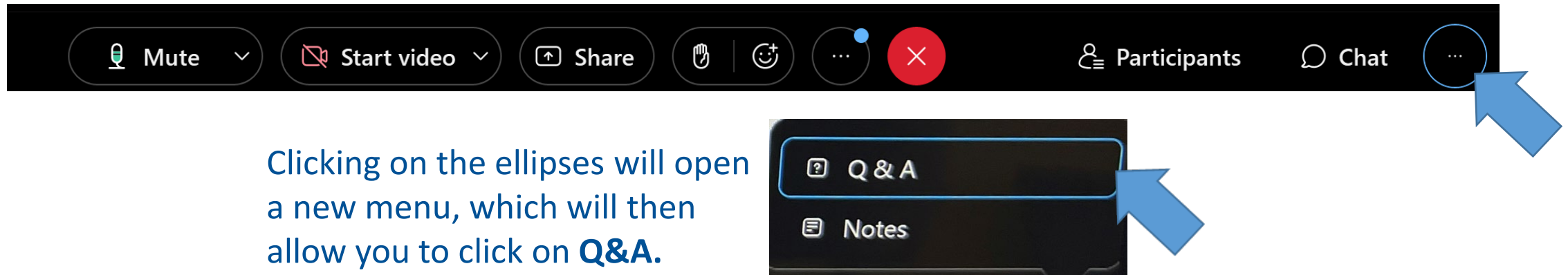
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Clicking on the ellipses will open a new menu, which will then allow you to click on **Q&A**.

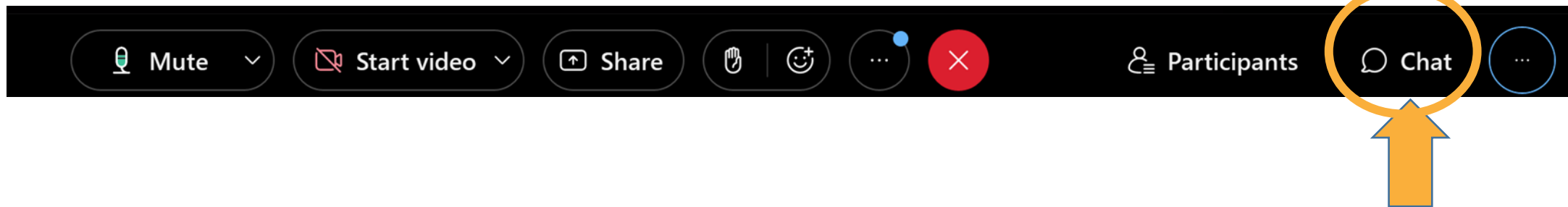
- With the **Q&A** window open, type in your question and send to **HOST** or **Ashley Tait-Dinger**.
- There is a 512-character limit for questions.
- If we are unable to address your questions during the online presentation, we will try to have the remaining questions answered following the session and posted with the follow up material.
- For participants who have called in, to mute/unmute use *6
- Please reserve the **CHAT** function for technical questions to the **HOST**.

For Questions Related to
Technical or Logistical Issues
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Technical Issues

We request the **Chat function** be reserved for technical or logistical issues or questions.



- With the Chat window open, type in your question and send to **Ashley Tait-Dinger (Host)**.
- There is a 512-character limit for questions.
- We will address your issue as quickly as possible.

Today's Speakers



Our expert panelists:



**Lisa Kallenbach, MD,
MPA**
Johnson + Johnson
Innovation Medicine



Mark Bailey, Sr.
The Bailey Group



Travis Cummings, MBA
The Bailey Group



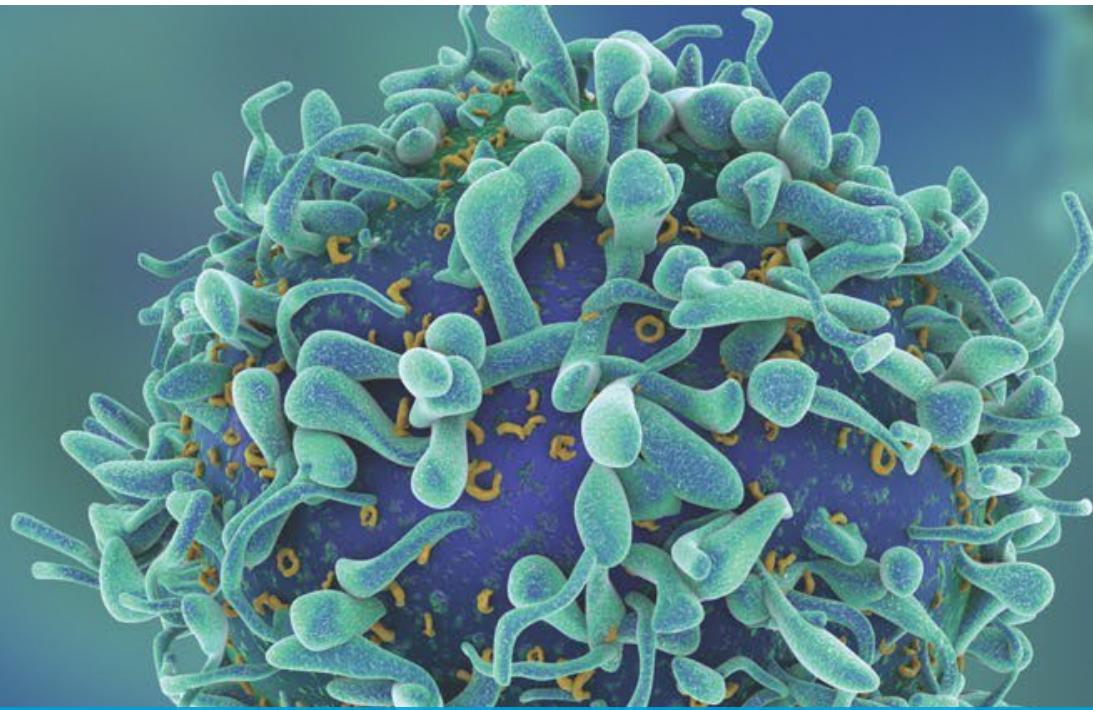
Meredith Hunter
Amwins



Joe Morse
OutcomeRx



Randy Wyse
Jacksonville Association of Firefighters



Overview of Gene & Cellular Therapy



Lisa Kallenbach, MD, MPA
Group Medical Director, US Medical Affairs, CAR-T
Johnson + Johnson Innovation Medicine

3D illustration of T cells or cancer cells

Agenda

1

Define Cellular and
Gene Therapies

2

Discuss Chimeric
Antigen Receptor
T-Cell (CAR-T)
Therapy

3

Discuss Clinical
Benefits and
Potential Patient
Impact

Gene therapy uses DNA or RNA to treat, cure, or prevent human diseases

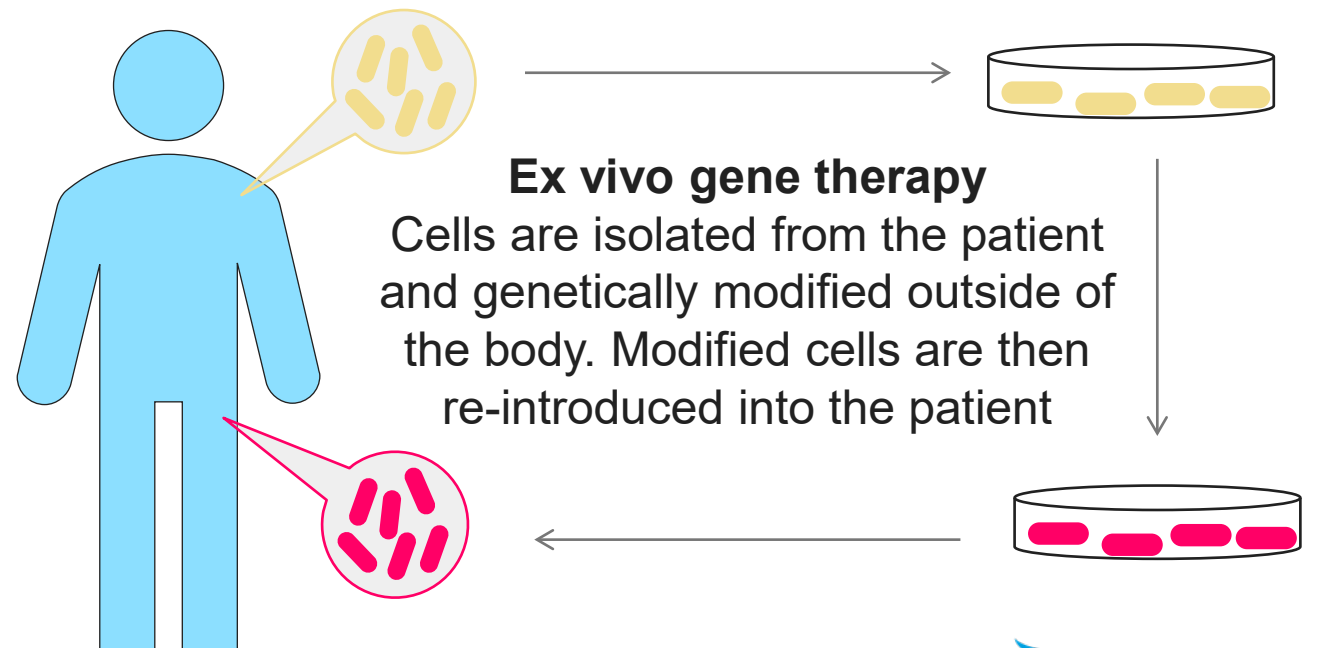
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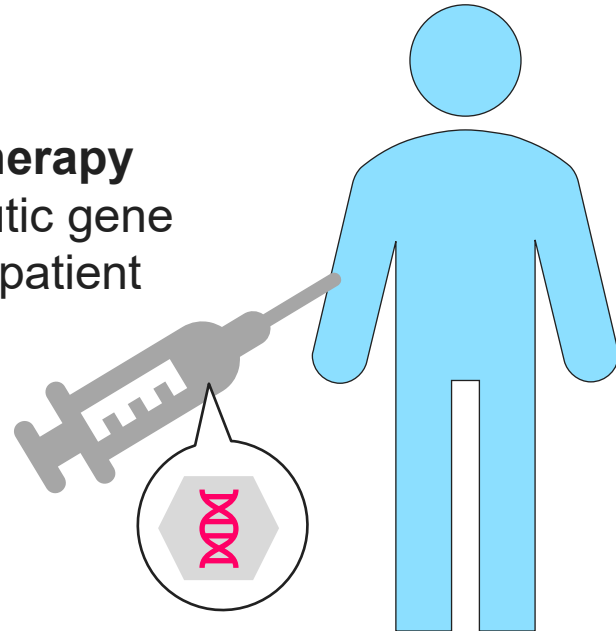
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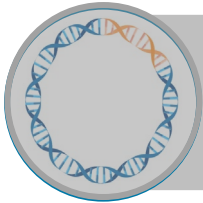
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In vivo gene therapy
Delivers therapeutic gene
directly into the patient

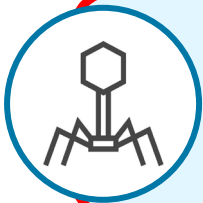


Gene therapy technologies in development



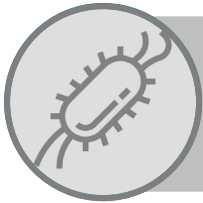
Plasmid DNA

- Circular DNA molecules engineered to carry therapeutic genes into human cells



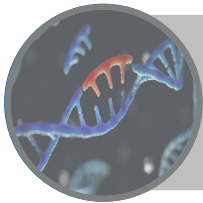
Viral vectors

- Leverage the ability of viruses to deliver genetic material into human cells
- Viruses are modified to be nonpathogenic
- Nonpathogenic viruses are then used as vectors for therapeutic gene delivery into cells



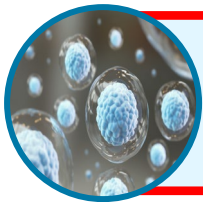
Bacterial vectors

- Bacteria are modified to be nonpathogenic, then used as vectors for therapeutic gene delivery into human cells



Human gene editing technology

- Aims to disrupt harmful genes or to repair mutated genes



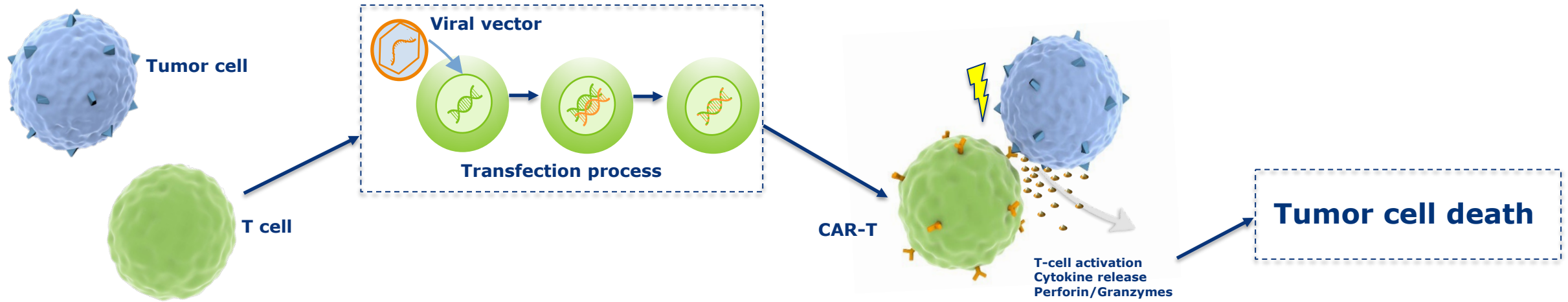
Patient-derived cellular gene therapy products

- Cells are removed from the patient, genetically modified (often using a viral vector), and returned to the patient

Introduction to CAR-T

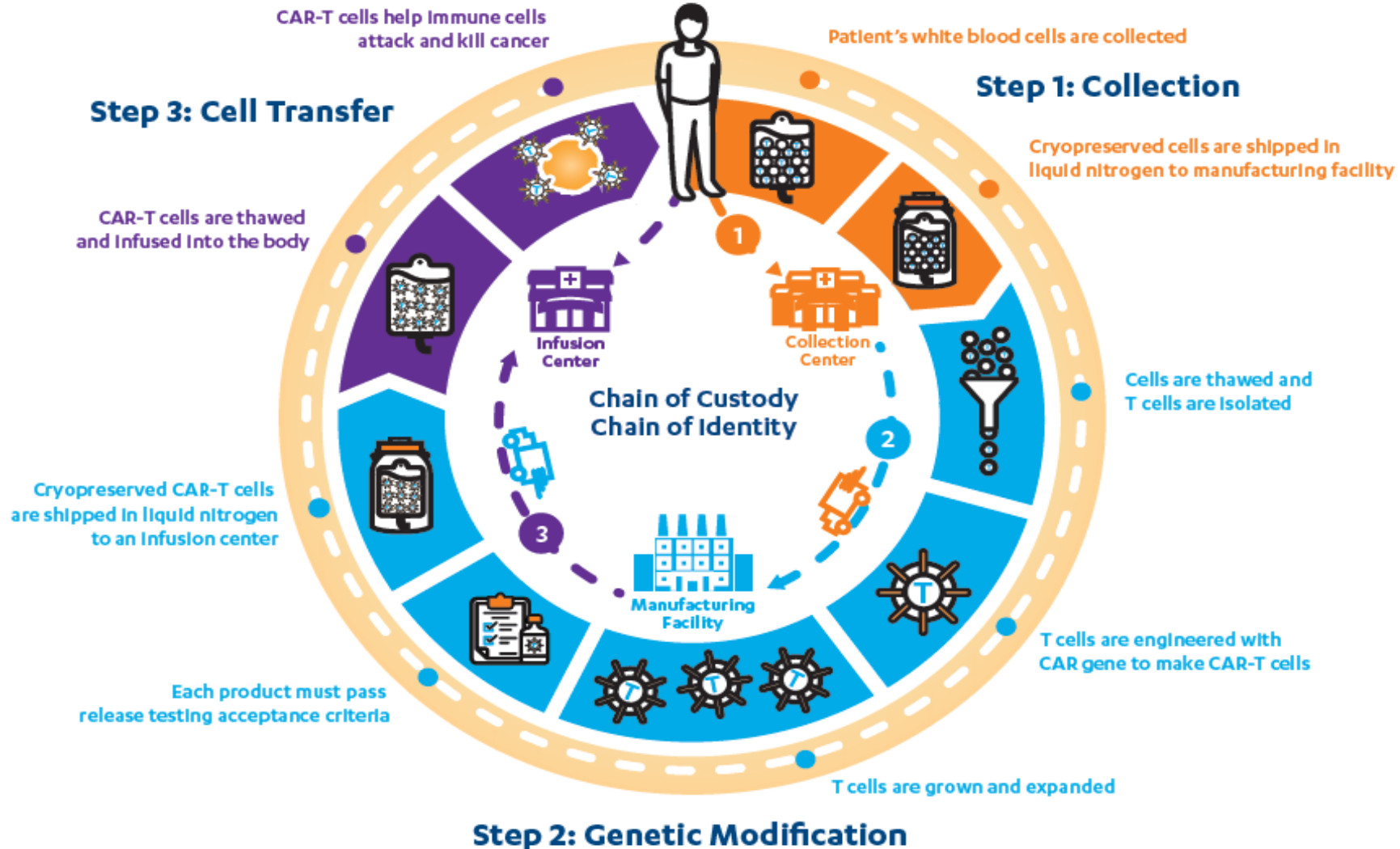
- Chimeric antigen receptors are synthetic receptors that enable T cells to recognize and bind to a specific antigen on the surface of tumor cells
- These receptors can be introduced into a patient's own T cells by genetic engineering, allowing the modified patient T cells to recognize and destroy tumor cells that would normally evade detection
- CAR-T therapies have been approved for use in some types of hematological malignancies and are currently in development for a variety of diseases and illnesses

Introduction to CAR-T



CAR-T TECHNOLOGY

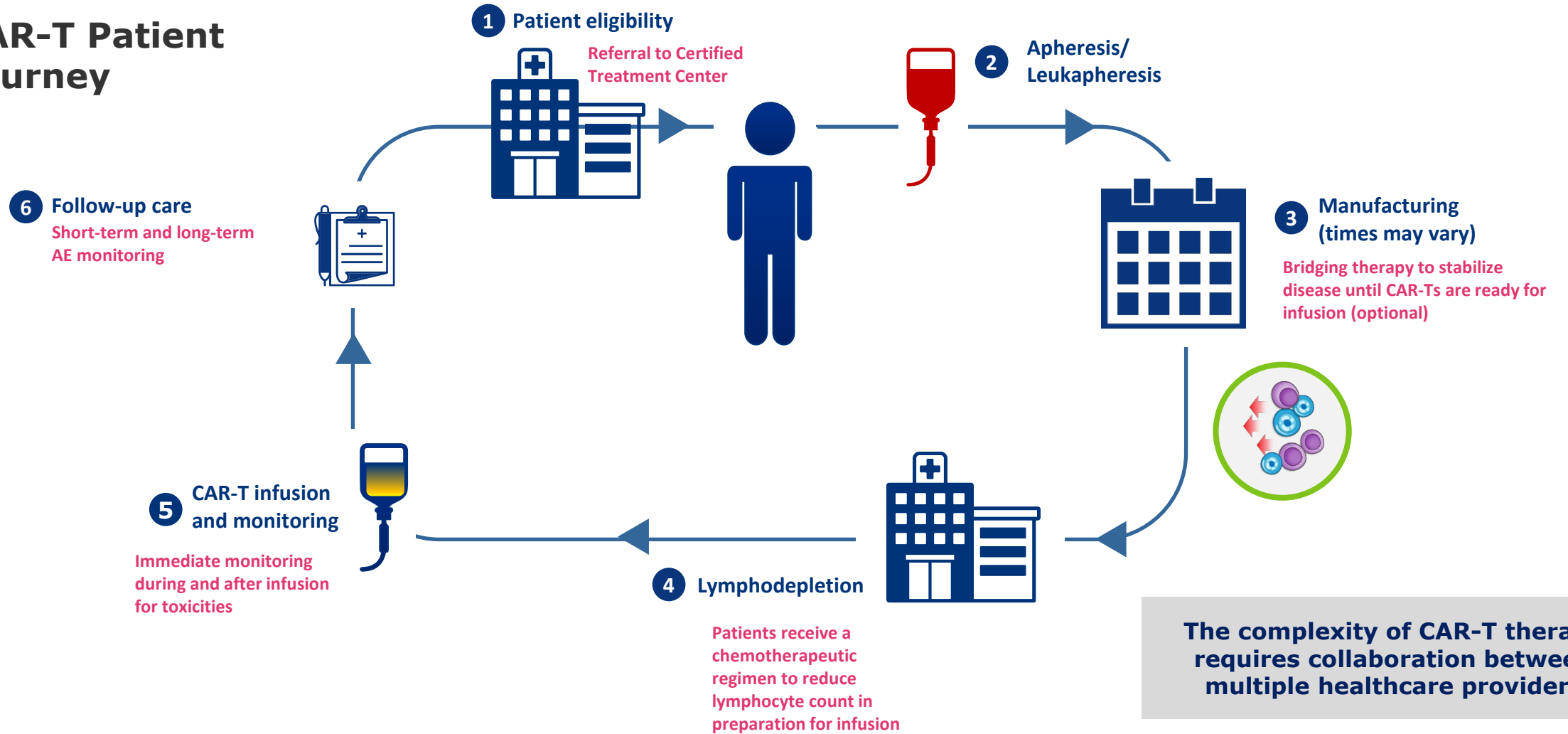
Each successful manufacturing run will supply product to an individual patient (Personalized Medicine)



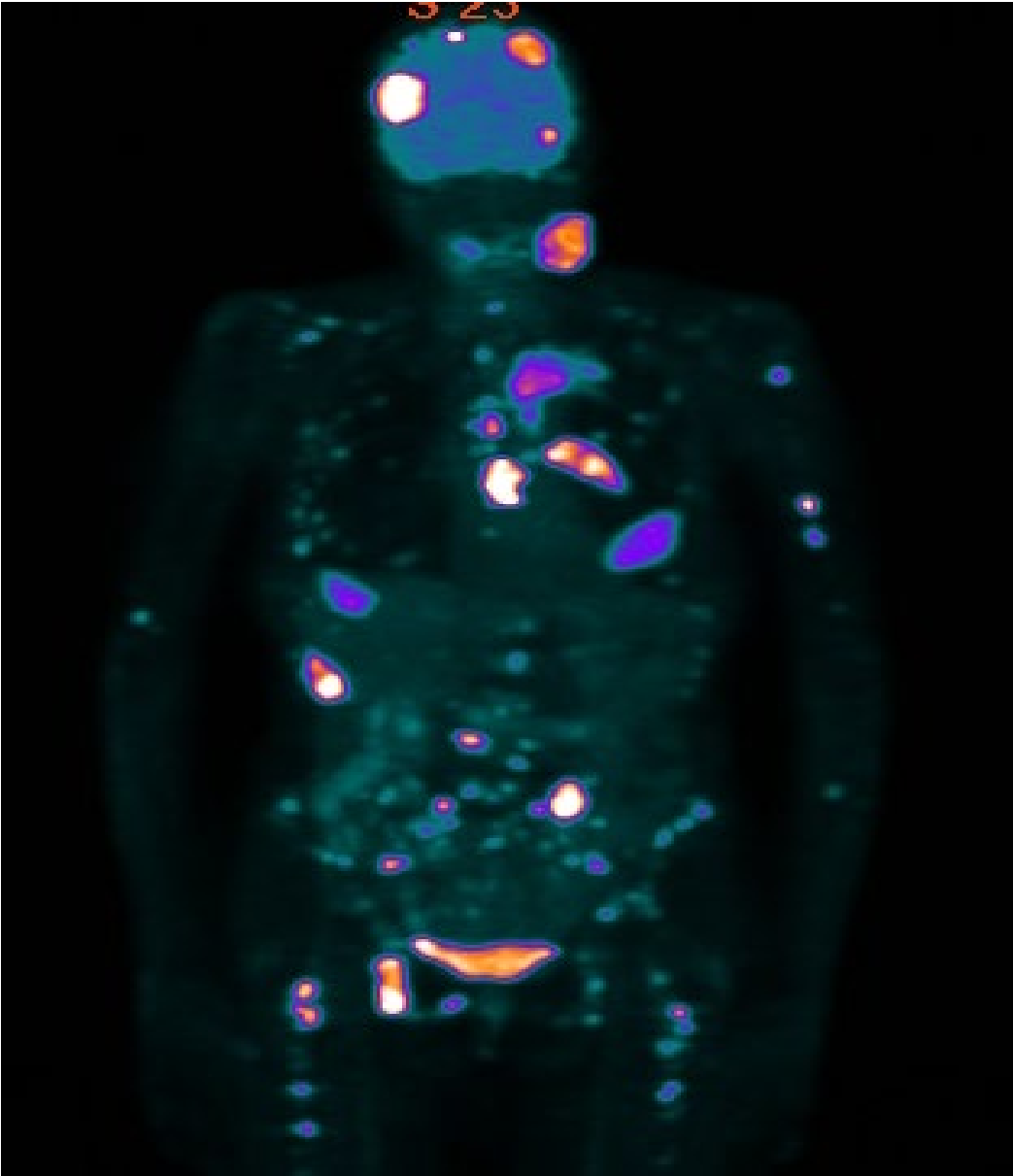
CAR-T, chimeric antigen receptor-T cell.

Patient Experience

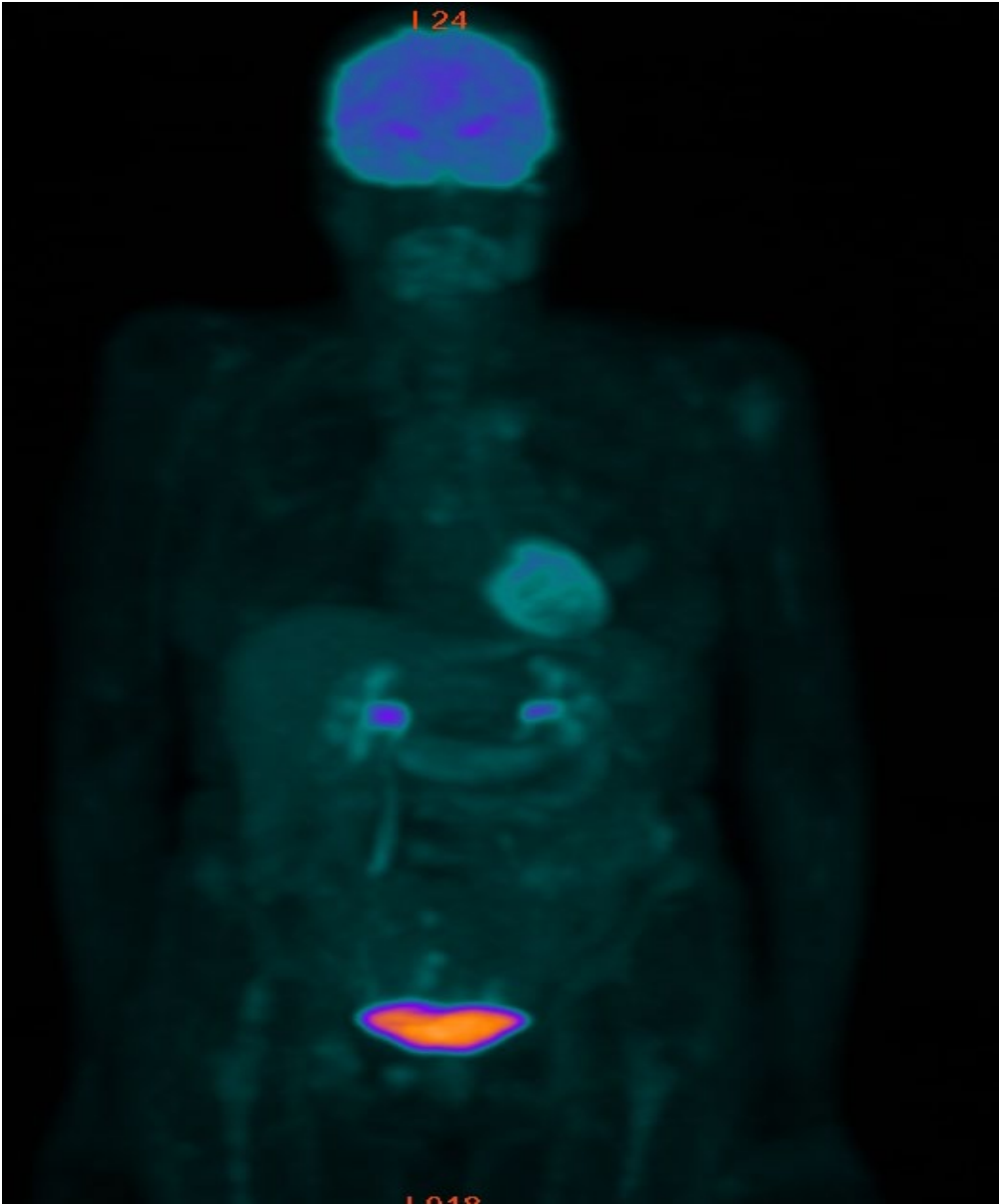
CAR-T Patient Journey



Pre CAR-T Therapy



Post CAR-T Therapy



Clinical Benefits & Potential Patient Impact

Gene therapies may increase survival, decrease morbidity, and in some cases, halt disease progression entirely by addressing and correcting its underlying genetic cause¹

Gene therapy may offer quality-of-life improvements such as improved function, reduced or eliminated pain and suffering, and a psychological sense of well-being¹

Patients and their families may be able to increase their work productivity after gene therapy¹

CAR-T can eradicate cancer cells, providing additional options other than standard of care and may improve quality-of-life^{2,3}

Cell and Gene Therapy Solutions



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Jacksonville Police Officers & Fire Fighters
Health Insurance Trust



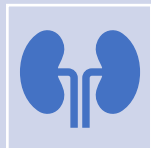
Key Market Factors Driving the Need for an Affordable Cell & Gene Therapy (CGT) Solution



9 currently approved gene therapies with ***per treatment costs*** ranging from \$630,000 - \$3.5MM



Robust product pipeline with 1,000+ pre-clinical and clinical trials; FDA anticipates 10-20 CGT approvals annually by 2025

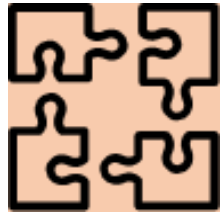


1-2 Sickle Cell gene therapy approvals expected in early 2024

FL has the 2nd largest Sickle Cell Disease population (8,900) in the U.S. (NY is #1)

Therapy costs are estimated to be \$2.0M per treatment.

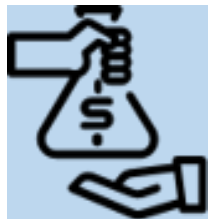
Needs We Address for Patient Access to CGTs



Flexible solution that fits within the current payor eco-system



Mitigate future claims experience premium increases



Avoid high deductible that often exists for catastrophic claims



Affordable PEPM

Value To The Group Health Plan



Program Design: CGT reimbursement; no medical plan change



How It Worked: claims payment for spec deductible; balance to stop loss carrier



Mitigating Financial Risk Exposure to The Group



Our experience with JPOFFHIT

Group, Patient and Family Success Story



JPOFFHIT

Jacksonville Police Officers & Fire Fighters
Health Insurance Trust

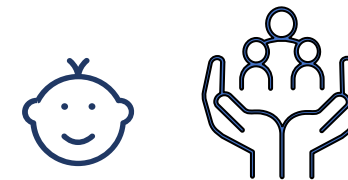
- Key reasons why the group chose CGT member coverage
 - Financial risk
 - Member satisfaction
 - Cost of coverage

The Situation



- Baby Diagnosed with Spinal Muscular Atrophy
- Required a \$2+ Million Gene Therapy

The Outcomes



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Jacksonville Police Officers & Fire Fighters
Health Insurance Trust

- Patient quickly received therapy at a Center of Excellence in FL
- **\$7M billed charges; \$2.2M allowed and paid; plan cost was \$0**
- Group's deductible of \$800K was reimbursed to fully offset financial exposure
- Family is incredibly grateful and no out-of-pocket costs for the therapy



Key Cell and Gene Therapy Considerations

- Affordable PEPM
- Access to credentialed Centers of Excellence
- Flexible solution that can meet your local market needs
- Designed to incorporate new FDA approved therapies
- Minimizes or eliminates payor, patient, and caregiver administrative burdens
- Avoid high deductible that often exists for catastrophic claims
- Mitigate future claims experience premium increases
- Capability to incorporate cost management while enhancing the patient and family experience



Thank You and Q&A

- For more information, contact your benefits consultant or you may contact:

Meredith Hunter

meredith.hunter@amwins.com



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