



D@CRATES  
CANCER CENTER

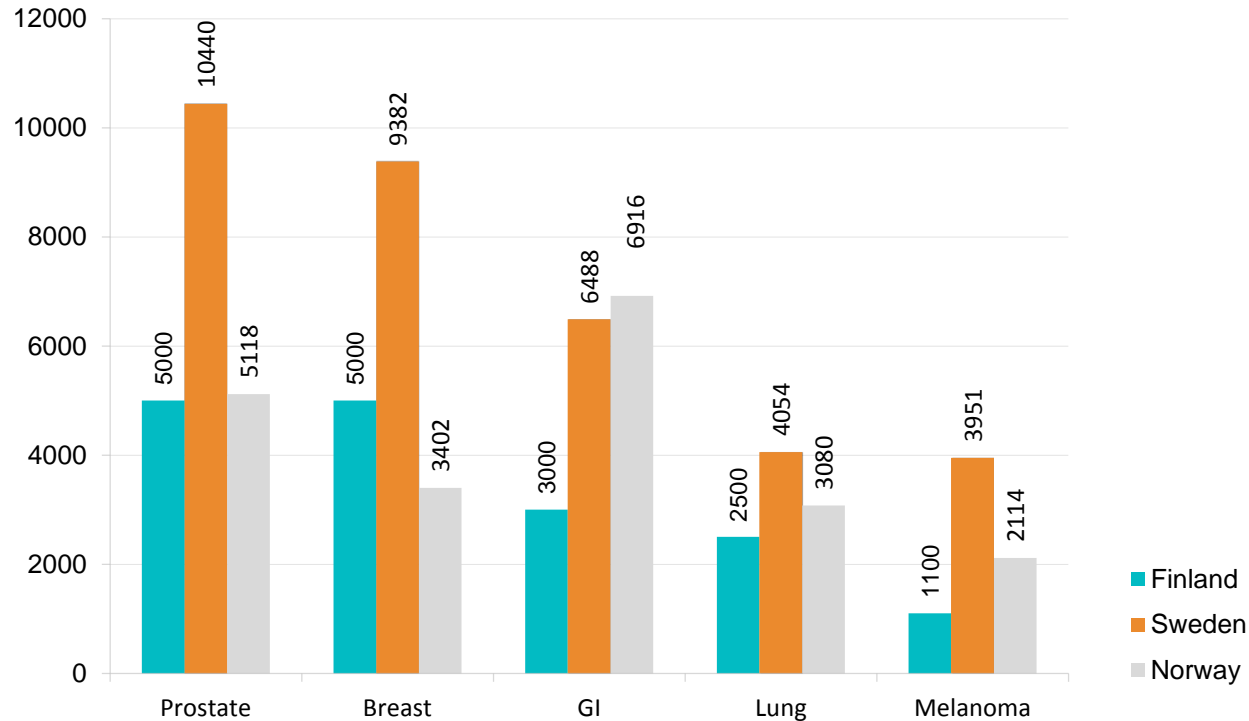
Immediate  
Comprehensive  
Cancer  
Care

# Agenda:

- Cancer in Finland
- Customized cancer care at Docrates



# Cancer in the Nordics

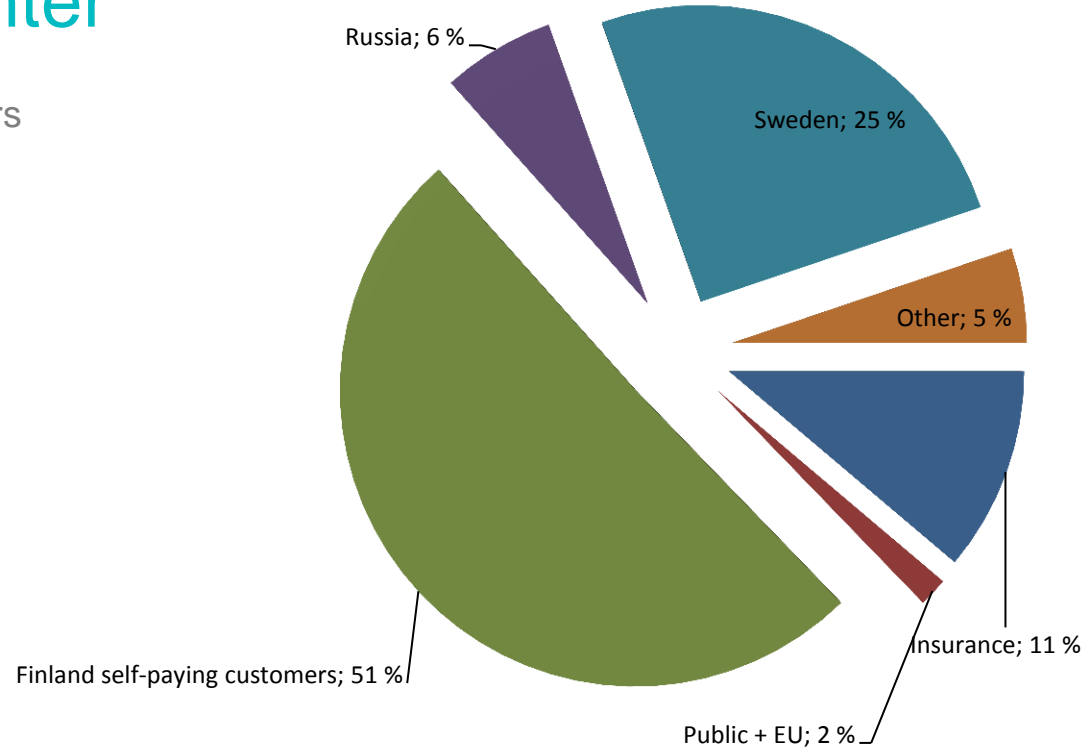


# Cancer in Finland

- New diagnoses per year: 30.000
- Existing/old diagnoses: 200.000
- Most common cancer types:
  - Prostate cancer and Breast cancer, app. 5000 new diagnoses per year
  - Gastrointestinal cancers, over 3000 new diagnoses per year
  - Lung cancer, app. 2500 new diagnoses per year
- In the future
  - Every third person expected to get a cancer diagnosis at some point in their lives.
  - As population ages, new cancer diagnoses will increase. Due to improved care methods, death by cancer will however increase only by a little. Most cancer patients get fully recovered.

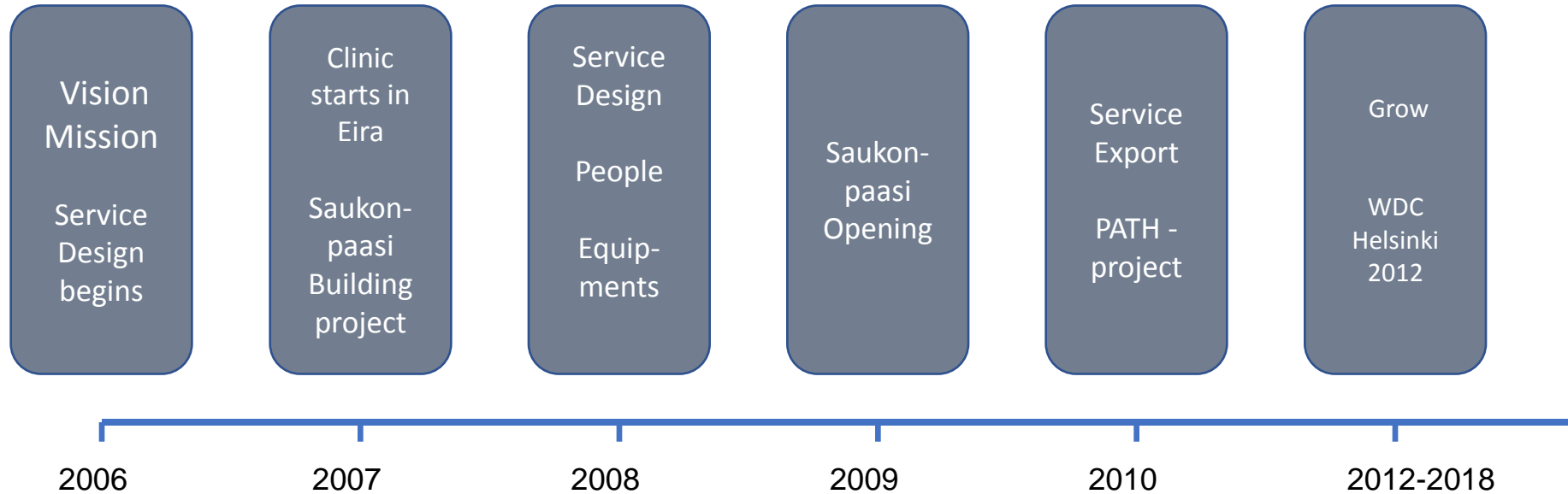
# Docrates Cancer Center

- Docrates Cancer Center opened its doors in 2007
- Docrates is the only full-scale private cancer center in the Nordic countries
- In private Finnish ownership
- 55+ employees and 30+ independent practitioners
- 17.000 patient visits (2018), about 1.400 new patients / year
- Patients from over 60 countries (40 % of the patients come from abroad)
- Sales 18 M€ / year



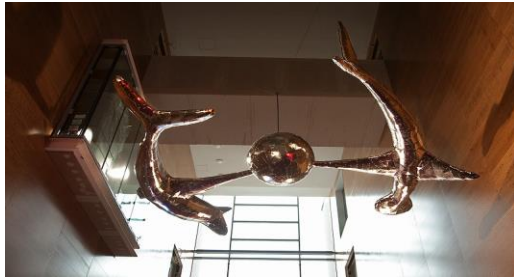


# Docrates story from the beginning



# Well-being

- Sea
- Light
- Art



# Mission

- We treat every patient individually and with respect. Our goal is to create a comprehensive and optimal care plan for each patient.
- We provide **immediate and high quality** cancer diagnosis and treatment
- We are active in clinical trials – **latest technology and medicines at use**





# Nearly all types of cancer treated

*(excluding only acute leukemia and children's cancer, app. 10% of all /year)*

## Hematologic malignancies

Lymphoma  
Myeloma  
Leukemia

## Gynecological cancer

Uterus  
Cervix  
Ovary

## Lung cancer

and mesotelioma

## Urologic cancer

Prostate  
Kidney  
Testis  
Bladder

## Thyroid cancer

## Brain tumors

## Head and neck cancers

## Breast cancer

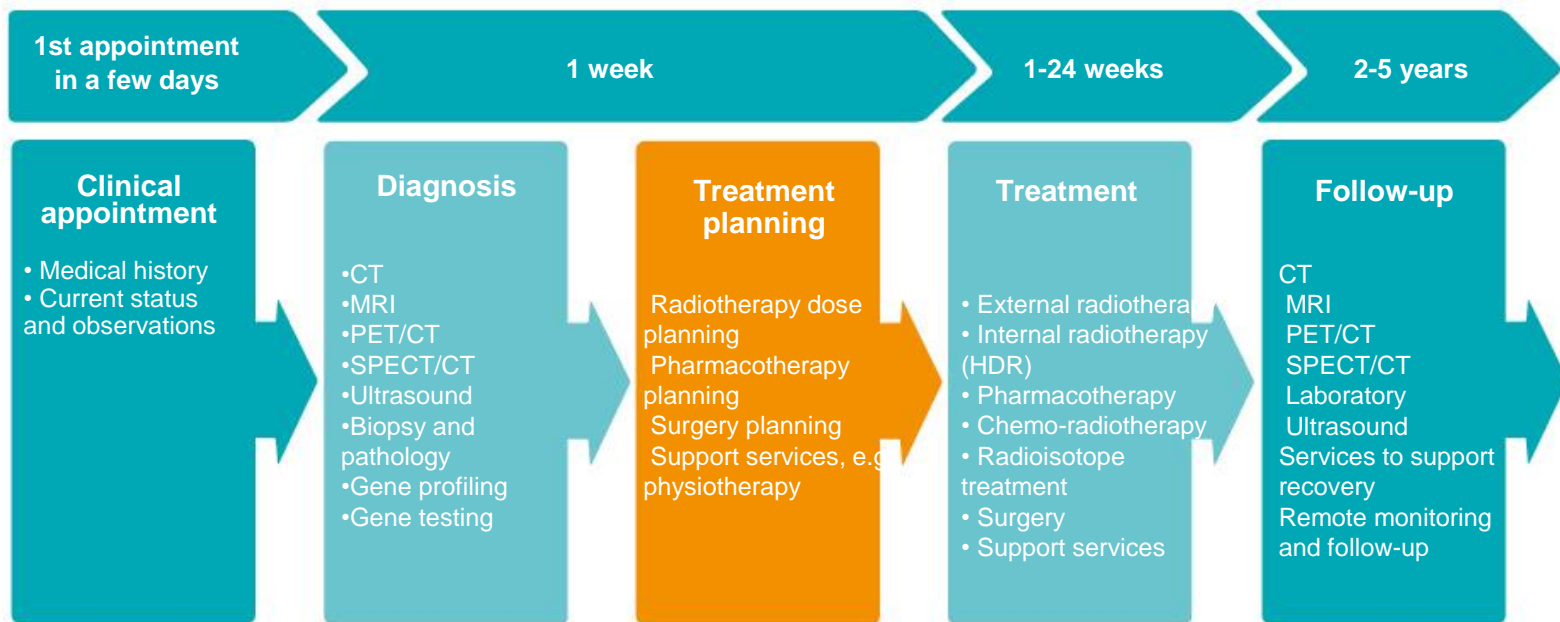
## Skin cancer and melanoma

## Gastrointestinal cancer

Gallbladder  
Pancreas  
Liver  
Esophagus  
Stomach  
Anus

## Sarcoma, bone and soft tissue

# Fast and effective treatment chain



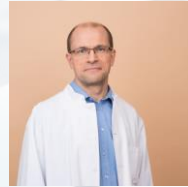
# SIGNIFICANT HEALTH CARE SERVICES EXPORTER – PATIENTS FROM APPR. 50 COUNTRIES TREATED



# Nordic Team

Swedish-speaking team from the first point-of-contact to patient care

- 3 nurses handling all patient communication and customer service; **Henna Lundenius, Johanna Baarman, Tiina Rannanjärvi**
- 1 coordinating nurse for customers in the treatment process; **Liisa Kokko**
- 1 nurse in drug therapy; **Marianne Ekholm**
- Several Swedish-speaking practitioners, i.a. **Tuomo Alanko, Tom Wiklund, Martti Ala-Opas, Piia Österlund**.
- Possibility to get a Swedish-speaking nurse to translate when the practitioner speaks English



Tuomo Alanko



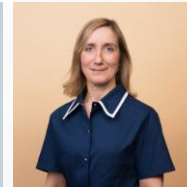
Tom Wiklund



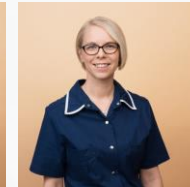
Martti Ala-Opas



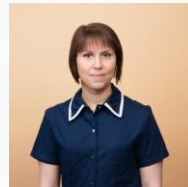
Piia Österlund



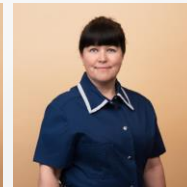
Henna Lundenius



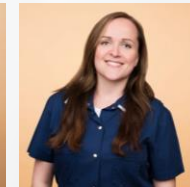
Johanna Baarman



Liisa Kokko



Marianne Ekholm



Tiina Rannanjärvi



# Baltic Team

Russian and Estonian-speaking team from the first point-of-contact to patient care

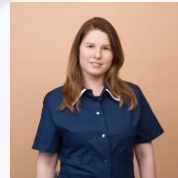
- 1 coordinating nurse handling all patient communication and customer service; **Viktorija Zafatajeva**
- 1 nurse in drug therapy; **Olga Saks**
- 1 nurse in radiation therapy; **Katja Samushenkova**
- Russian and Estonian speaking oncologist; **Maigo Riener**
- Possibility to get a Russian and Estonian -speaking nurse to translate when the practitioner speaks English



Maigo Riener



Marina Rutgayzer



Viktorija Zafatajeva



Katja Samushenkova



Olga Saks



# Our Patient Focused Care Model

- Individual Care
  - Enough time for each patient, each patient has his own doctor and nurse, and together we'll create an individual treatment plan
- Exceeding the expectations
  - Every patient should feel that he's the most important patient

# Immediate high-quality diagnostics enable customized patient care



# Docrates patients are extremely satisfied

Extremely satisfied  
with treatment and  
service

**88%**

Extremely satisfied  
with the treatment  
results

**66%**

*\*33% couldn't say yet*

NPS-score (%  
promoters - %  
detractors)

**90**

”

*I am so satisfied  
with the work by  
the whole team  
that my scores  
and words simply  
are not enough to  
tell how satisfied I  
am.*

”

”

*It was easy to  
stay in contact  
also after the  
treatment.*

”

”

*The atmosphere at  
Docrates is very  
special. I feel like  
being home or  
visiting a friend, not  
like in a clinic. I'm  
getting new hope  
every time I'm here.  
Thank you!*

”

”

*Thank you, not  
only for the  
professionality,  
but also for the  
empathy!*

*High quality  
service, and the  
facilities are  
perfect!*

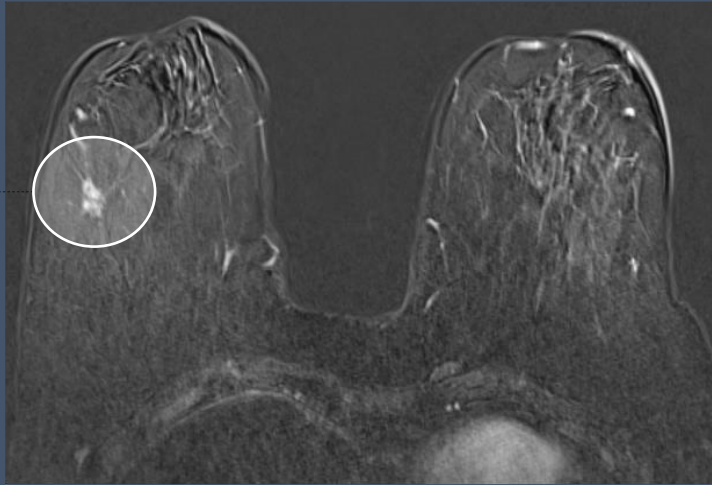
*The treatment  
started right away,  
no ball gaming!*

”

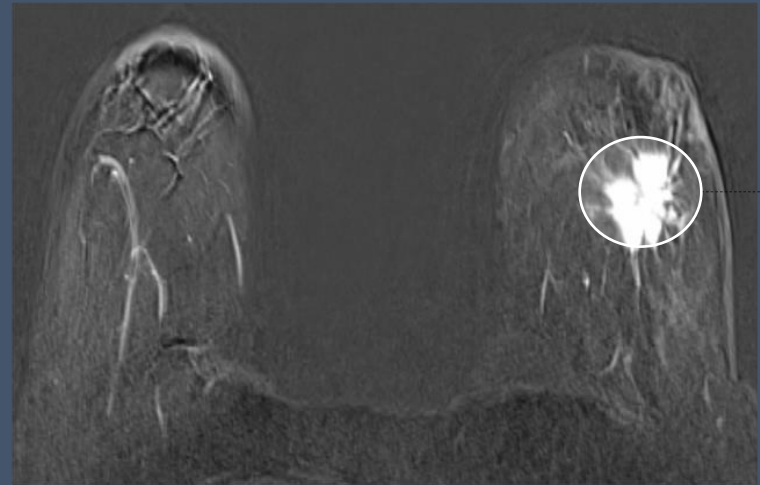
# Pioneering work of Docrates in Nordics / Finland

Investigation / treatment / service	Year
HDR Brachytherapy (prostate cancer) , Oncolytic Virus Treatment, RapidArc/VMAT External radiotherapy, MRI prostate, Mammaprint test for evaluating risk for breast cancer recurrence	2007-2009
NaF-PET imaging, Lu DOTA Octreotate Treatment, Paclitaxel formulated as albumin bound nanoparticles Treatment, Caris Molecular Intelligence Tumor Profiling	2010
Choline PET imaging, CancerType ID Molecular Diagnostic Tool	2011
FACBC PET, Tegafur/gimeracil/oteracil Treatment, OncoType DX Breast Cancer Risk Analysis	2012
FLT PET Proliferation Imaging, FES PET Breast Cancer Imaging, RaCl2 / Xofigo Treatment, Kaiku Health Digital Symptom Monitoring	2013
Ga PSMA PET imaging	2015
Onco DNA Molecular Solid and Liquid Tumor Profiling, Guardant360 Liquid Biopsy (DNA), Biocept Liquid Biopsy (Circulating Tumor Cells), STHLM3 Prostate Cancer Risk Analysis, TTF/Optune Treatment, Imlygic (TVEC) Oncolytic Virus Treatment, CEN Cancer Expert Now	2016
Lu PSMA Treatment, FoundationOne Solid Tumor Molecular Analysis, comprehensive treatment of metastatic cancer (palliative care unit)	2017
F-PSMA PET imaging, FoundationACT liquid biopsy	2018

# MRI-scan prior to the breast surgery



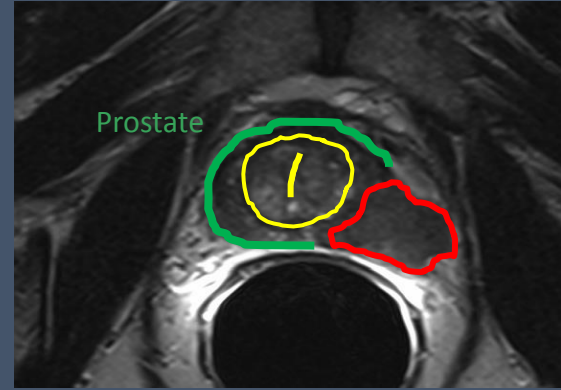
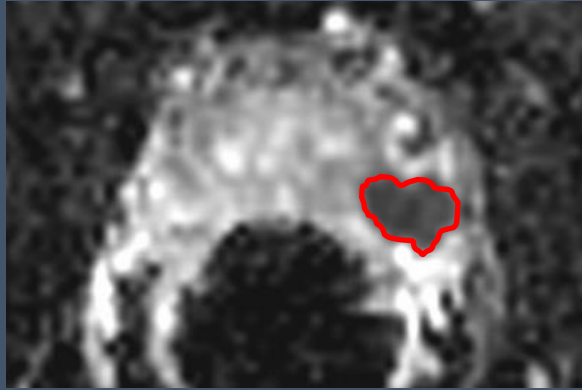
MRI reveals early phase breast tumor on the right breast, too



Cancer tumor on the left breast was the original finding by the mammography



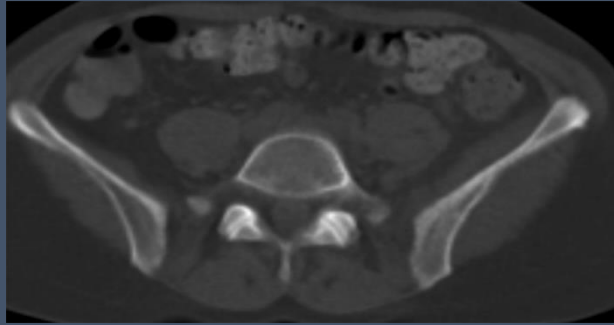
# Multiparameter MRI-scan of the prostate cancer



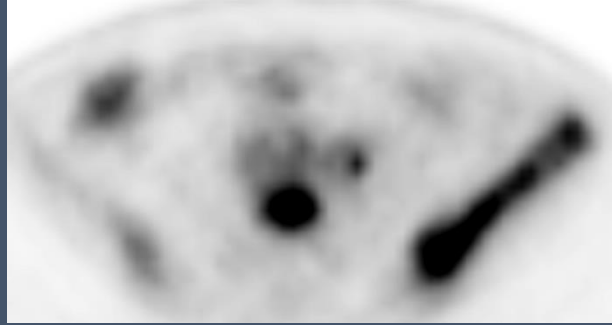
- Cancer grows outside the prostate
- MRI shows where the tumor is located

# Diagnostics of the bone metastases

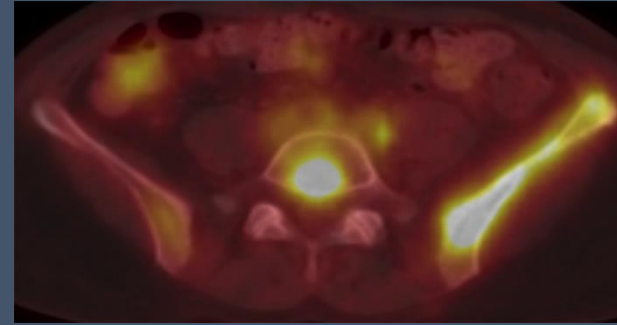
CT



PET



PET-CT



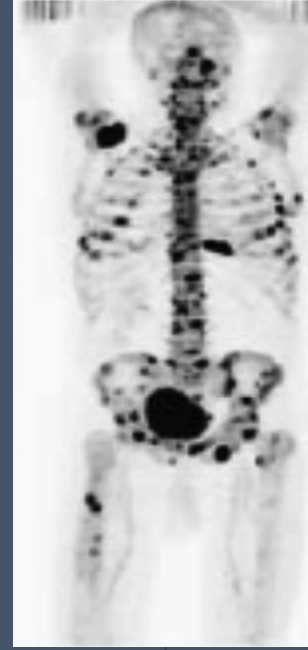
- CT alone does not show bone metastases
- NaF seeks its way to the bone metastases => PET-CT image shows the tumors

# Development of the bone metastases diagnostics



Bone scan with  
SPECT-CT

PET-imaging  
significantly  
more sensitive  
than the bone  
scan



PET-CT -image

The logo for Docrates Cancer Center features the word "DOCRATES" in a teal, sans-serif font. The letter "O" is replaced by a stylized graphic consisting of three concentric teal circles with a small orange circle at the center. Below "DOCRATES" is the text "CANCER CENTER" in a smaller, teal, sans-serif font.

**DOCRATES**  
CANCER CENTER