

Exact eyes 2020 launch for liver cancer liquid biopsy



[Elizabeth Cairns](#)

Exact Sciences has recently been [attempting to diversify](#) away from its core stool test for colorectal cancer, which has been selling well but has so far been unable to lift the company out of loss-making territory. Today's top-line data on one of these new programmes, the group's hepatocellular carcinoma blood test, shows that when specificity was set at 90%, Exact's test detected 80% of HCC cases across all stages and 71% of early stage cases. This was better performance than the most commonly used marker for HCC, serum alpha-fetoprotein (AFP). AFP testing is falling out of favour as an HCC diagnostic as imaging techniques improve and are beginning to take its place; indeed guidelines recommend ultrasound is used to screen at-risk patients, with AFP as an optional extra. Exact says that ultrasound plus AFP has demonstrated 63% sensitivity for early stage cancers, so its test would beat that, but whether the difference is significant enough for payers to back the new assay is as yet unclear. Exact plans to launch the test in the second half of 2020, but out to 2024, analysts do not see the company earning money from anything other than Cologuard.

Top-line data with Exact's HCC liquid biopsy

	All cancers		Early-stage disease	
	Sensitivity	Specificity	Sensitivity	Specificity
Exact's test	80%	90%	71%	90%
AFP testing	62%	-	45%	90%
Ultrasound + AFP	-	-	63%	-

Exact Sciences

Segment	WW annual sales (\$m)						CAGR
	2019e	2020e	2021e	2022e	2023e	2024e	
Cologuard/laboratory service revenue	748	1,101	1,595	2,021	2,465	2,908	31%
Total company revenues	748	1,101	1,595	2,021	2,465	2,908	31%

Source: EvaluateMedTech.

[More from Evaluate Vantage](#)

Evaluate HQ
[44-\(0\)20-7377-0800](tel:44-020-7377-0800)

Evaluate Americas
[+1-617-573-9450](tel:+1-617-573-9450)

Evaluate APAC
[+81-\(0\)80-1164-4754](tel:+81-080-1164-4754)

© Copyright 2021 Evaluate Ltd.