



# AGM Presentation

28 November 2024

Next-generation diagnostics  
and therapeutics



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# INOVIQ Overview | Next generation diagnostics and therapeutics



## Exosome powered

Next-gen exosome solutions for earlier detection and treatment of cancer



## Disruptive technology

Proprietary exosome and SubB2M technologies



## Products in market

Exosome research tools and bladder cancer test generating revenues



## Deep pipeline

Differentiated, multi-stage exosome research tool, diagnostic and therapeutic pipeline for cancer



## Excellent clinical data

Data showing superior exosome isolation, accurate cancer detection and cancer killing activity



## Partnering for growth

Commercialization via partnering with distributors, clinical laboratories and pharma

### Financial information (ASX:IIQ)

Ordinary shares <sup>1</sup>	111,526,702
Listed / Unlisted options <sup>1</sup>	9,378,913 / 7,824,889
52-week H/L <sup>1</sup>	A\$0.92-0.42
Share price <sup>1</sup>	A\$0.44
Market capitalisation <sup>1</sup>	A\$49.1m
Cash at bank <sup>2</sup>	A\$10.02m

### Major shareholders (as at 27 November 2024)

Merchant Funds Management	10.5%
Biotech Capital Management	6.4%
David Williams	4.5%

### IIQ 12-month share price performance<sup>1</sup>





## Strategic Focus

**Next-generation exosome  
diagnostics and therapeutics  
for cancer**

## Core Technologies



### Exosome Platform

NETS™ immunoaffinity, magnetic  
bead-based EV isolation  
EXO-ACE™ affinity chromatography  
large-scale EV isolation



### SubB2M Technology

Proprietary neu5Gc probe for  
improved cancer detection

## Pipeline



### Research Tools

EXO-NET® exosome isolation  
tools for biomarker discovery  
and diagnostics

**US\$661m<sup>1</sup>**



### Diagnostics

Exosome tests for screening, liquid  
biopsies & companion diagnostics  
SubB2M tests for cancer monitoring

**US\$6.1b<sup>2,3</sup>**



### Therapeutics

Exosome therapeutics  
to target and kill  
solid tumours

**US\$55.3b<sup>4</sup>**

1. [Global Exosome Research Market \(2021 - 2026\) \(researchandmarkets.com\)](#); 2. [Breast Cancer Diagnostics Market Size & Share Report 2030 \(grandviewresearch.com\)](#); 3. [Ovarian Cancer Diagnostics Market Size, Share, Trends | Forecast 2032 \(acumenesearchandconsulting.com\)](#); 4. [Breast Cancer Therapeutics Market Growth, Trends & Dynamics, 2027 \(fortunebusinessinsights.com\)](#)



## Commercial

- Jul-23 EXO-NET® Global Joint Marketing Agreement with Promega
- Sep-23 EXO-NET® Services License and Supply Agreement with ResearchDx in US
- Oct-23 NEURO-NET™ provisional patent application filed
- Dec-23 First EXO-NET® Research Collaboration with Biotech to evaluate use in exosome diagnostic
- Mar-24 EXO-ACE™ provisional patent application filed
- Apr-24 EXO-NET® Global Supply and Distribution Agreement with Promega

## Exosome Programs

- Aug-23 EXO-OC test data demonstrating equivalence of EXO-NET® isolated exosomes from plasma and serum
- Nov-23 EXO-NET® data presented at AMP and ANZSEV
- May-24 EXO-NET® paper published in Biology Methods & Protocols  
EXO-NET® data presented at ISEV
- Jun-24 NEURO-NET™ validation data in Alzheimer's Disease  
CAR-Exosome therapy *in vitro* Proof-of-Concept in breast cancer cells
- Aug-24 NEURO-NET™ validation data in Parkinson's Disease

## Corporate & Finance

- Nov-23 Board expanded with David Williams appointed Chair
- Jul-24 A\$9.4m capital raised
- Sep-24 Board expanded with Mary Harney appointed NED

## SubB2M Programs

- Feb-24 NEU-CA15-3 test clinically validated to detect key breast cancer subtypes and be effective for BC monitoring
- Apr-24 NEU-CA125 analytical validation completed in ovarian cancer samples



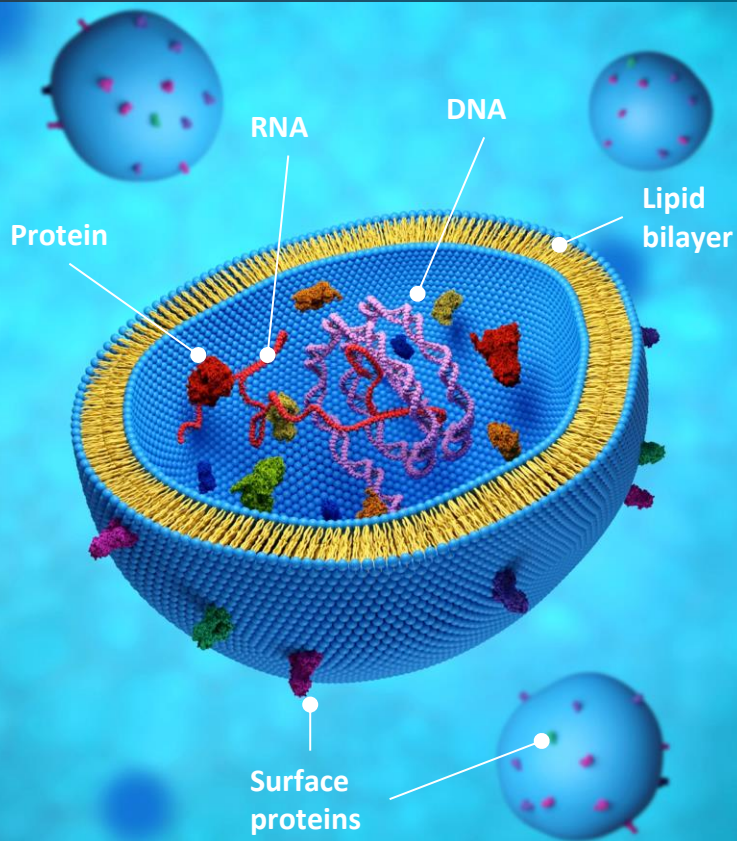
- **Total # customers:** as at 31<sup>st</sup> Oct-24
  - Promega partnership expected to be a key driver of EXO-NET revenues
  - First order received Jun-24, with 33 customers won in 4 months (> 8/m or 2/w) from US, EU and Asia
- **Applications:** Oncology, Neurology, Cardiac Conditions, Transplant Rejection, Sepsis & fundamental EV research
- **Product development:** Exosome research tool portfolio expanded
  - **NEURO-NET** for isolating exosomes from brain tissue
  - **TEXO-NET** for capturing exosomes from cancer
  - **Custom NETs** for isolating specific exosomes for agreed customer indications
  - **Combination products:** Promega optimising EXO-NET/RNA combination products that integrate with Maxwell systems and consumables to provide flexible, scalable solutions
- **Outlook:**
  - Engaging with academia and industry worldwide to secure collaborations and sales of EXO-NET and combination products to enable development of more accurate and reliable exosome diagnostics
  - Progressing multiple evaluations of EXO-NET and NEURO-NET for biomarker discovery and diagnostic development for cancer, cardiology and neurological diseases
  - Successful evaluations are expected to drive sales of EXO-NET in exosome diagnostic projects over the next 12-months and underpin revenue growth

Customer type	Profile	#
Academic/ Government	Exosome KOLs validating EXO-NET across expanded applications & delivering <i>publications &amp; presentations</i> . Small-vol biomarker discovery & validation data.	18
Pharma/ Biotech	Key customers requiring a <i>scalable EV isolation solution</i> . Mid-vol biomarker discovery and diagnostic development.	7
Clinical/ Hospital	In-market exosome diagnostics. High-vol diagnostic sales.	8
<b>TOTAL</b>		<b>33</b>

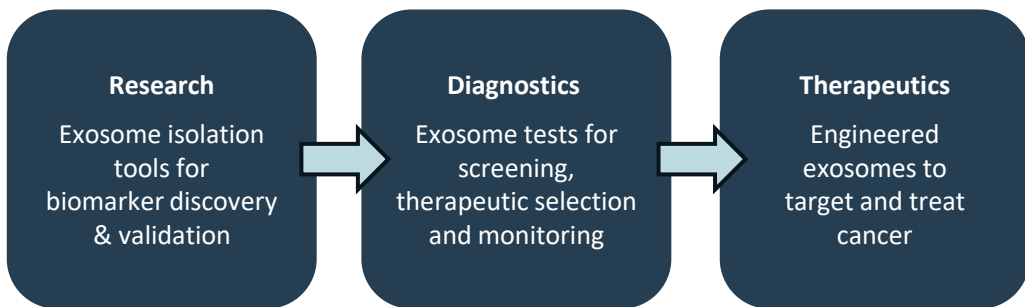
# Exosome Platform

Research Tools  
Diagnostics  
Therapeutics





- **Exosomes** are small vesicles released by cells that perform key roles in intercellular communication, immune regulation and disease progression
  - Exosomes carry molecular cargo (**DNA, RNA, proteins and lipids**) that act as cell messengers or biomarkers of disease
  - Exosome biomarkers can be used to develop advanced **diagnostics**
  - Exosomes can be loaded with drugs (small molecules, RNA, other) and engineered for targeted delivery of **therapeutics**
- Significant investment by large pharma and diagnostic companies in exosome products for Oncology, Neurodegenerative, Infectious & Inflammatory diseases
- **INOVIQ's next-gen exosome platform** enables multiple applications





# EXO-NET<sup>®</sup> | Pan-exosome isolation product in-market and generating revenue



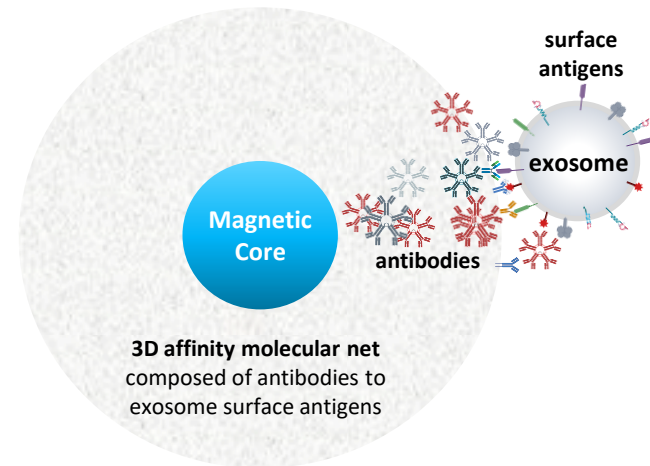
Best-in-class **EXO-NET pan-exosome capture** tool (research use only) in-market and generating revenue

Enables **biomarker discovery and diagnostic development** for screening, liquid biopsies and companion diagnostics

Offers **speed, efficiency and scalability** advantages with over 500 samples/day<sup>1</sup>

**Data published validating EXO-NET** utility in cancer, neurodegenerative, periodontitis, placental and inflammatory diseases<sup>2,3,4</sup>

**Distribution partnership** with Promega Corporation to market and sell EXO-NET to Academic, Biotech/Pharma & Clinical Lab/Hospital customers worldwide



*“[INOVIQ’s] new HT exosome isolation and biomarker analysis solution solves an industry challenge needed to commercialise exosome-based diagnostics.”*

**Tom Livelli, Vice President, Promega**





Custom **NEURO-NET exosome capture** tool for isolation of brain-derived exosomes

Designed using **proprietary antibody combination** that isolates exosomes secreted from brain cells (neurons, microglia, oligodendrocytes & astrocytes)

**Exosomes cross the “blood-brain barrier”** and provide a “*fingerprint*” of the health or disease status of the brain for *brain cancer, neuropsychiatric disorders and neurodegenerative diseases*

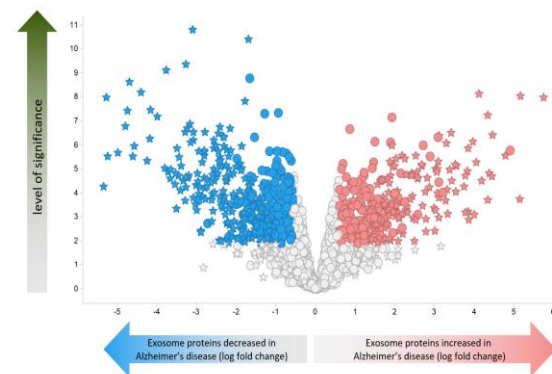
**NEURO-NET analytical and clinical validation studies in Alzheimer’s Disease (AD)<sup>1</sup> and Parkinson’s Disease (PD)<sup>2</sup> show:**

- ✓ NEURO-NET isolates and enriches exosomes from blood that contain proteins expressed by brain cells
- ✓ NEURO-NET was superior to other methods tested for isolating brain-derived exosomes from blood
- ✓ Identified known AD & PD biomarkers not detected by other exosome isolation methods
- ✓ Identified >200 proteins differentially expressed between AD & healthy patients
- ✓ Validated 47 protein biomarkers providing robust discrimination between AD & healthy

*NEURO-NET expands INOVIQ’s exosome capabilities to develop new diagnostics for neurological conditions. Brain-derived exosomes hold enormous potential for diagnosis and treatment of neurological diseases.*

**NEURO-NET identifies differently-expressed proteins from Alzheimer’s Disease plasma**

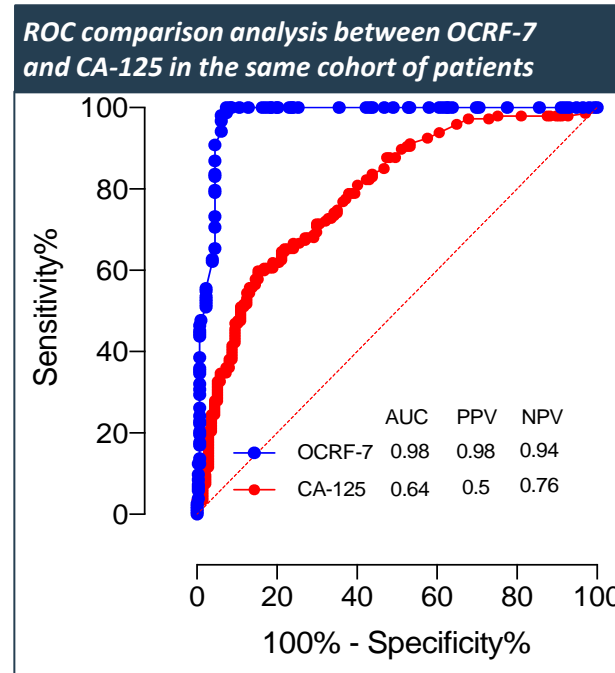
>200 differentially expressed proteins  
47 unique to Alzheimer’s Disease





## Collaboration with UQ to develop blood-based exosomal screening test for ovarian cancer<sup>1</sup>

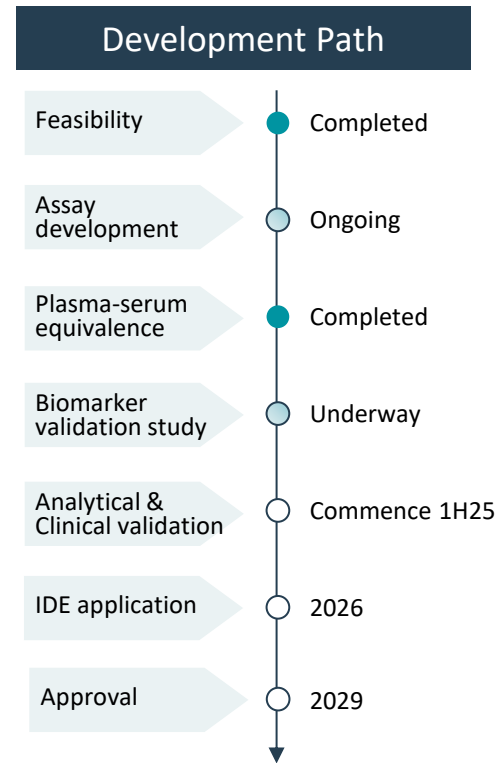
- **UQ<sup>1</sup> OCRF-7 test** developed in a retrospective case-control study achieving over **90% accuracy** for detection of stage I / II ovarian cancer
- OCRF-7 biomarker algorithm was developed in a 465-sample discovery set<sup>2</sup>
- Exosome isolation initially performed using SEC (not compatible with pathology lab workflow) and **successfully transferred to EXO-NET**
- **Biomarker validation study** underway using EXO-NET exosome isolation on 500-sample independent set<sup>3</sup>
- Meets **critical need** for early detection of ovarian cancer to improve treatment options, women's health outcomes and help save lives
- INOVIQ has the **exclusive option to license** the development and commercialisation rights<sup>4</sup>



# Ovarian Cancer screening test | Path-to-market

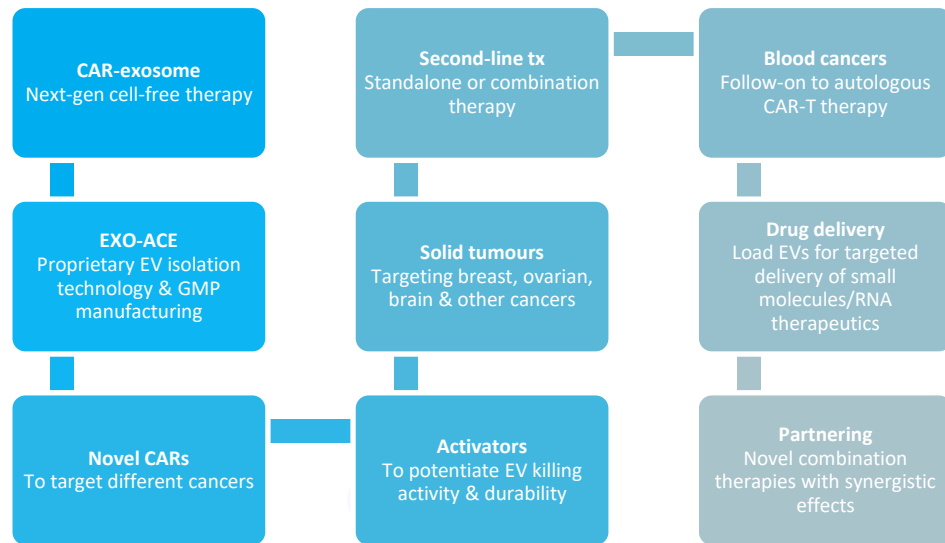


<b>Ovarian Cancer</b>	<ul style="list-style-type: none"> <li>• #8 cancer in women &amp; <b>deadliest gynaecological cancer</b></li> <li>• 314k new cases of ovarian cancer worldwide pa<sup>1</sup></li> <li>• 0.25% of population has Hereditary Breast and Ovarian Cancer syndrome<sup>2</sup></li> </ul>
<b>Unmet Medical Need</b>	<ul style="list-style-type: none"> <li>• <b>No approved test for early detection</b> of ovarian cancer in asymptomatic, average-risk women<sup>3</sup></li> <li>• <b>Earlier and more accurate tests</b> required for screening high-risk women<sup>3</sup></li> </ul>
<b>Market Potential</b>	<ul style="list-style-type: none"> <li>• <b>US\$1.7b</b> global ovarian cancer diagnostics market<sup>2</sup></li> <li>• <b>US\$323m TAM</b> based on 538k tests pa @\$600/test for OC high-risk screening twice yearly in US, EU5 and AU<sup>4</sup></li> <li>• <b>US\$32b TAM</b> based on 54.8m tests pa @\$600/test for OC average-risk screening biennially in US, EU5 and AU<sup>4</sup></li> </ul>
<b>Test &amp; Data</b>	<ul style="list-style-type: none"> <li>• <b>Exosome multi-marker test</b> validated in a 465-sample retrospective case-control study with over <b>90% accuracy</b> for detection of stage I / II ovarian cancer<sup>5</sup></li> <li>• Biomarker validation data from 500-sample independent set expected Dec-24</li> </ul>
<b>Intended Use</b>	<ul style="list-style-type: none"> <li>• <b>Screening</b> to detect ovarian cancer in asymptomatic women</li> </ul>
<b>Go-to-Market Strategy</b>	<ul style="list-style-type: none"> <li>• IVD-MIA regulatory strategy (PMA process) with US FDA</li> <li>• <b>License</b> to large diagnostics / laboratory company</li> </ul>



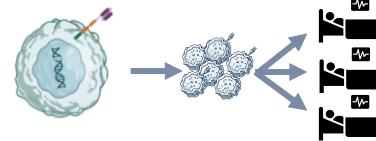


- The therapeutic effects of **Cell Therapy** are mediated by exosomes interacting with host cells
- **Cell-Free Therapies** can be developed using exosomes isolated from allogenic MSC, T cells or NK cells grown *in vitro*
- INOVIQ is developing **weaponised exosomes** engineered to target and kill solid tumours
- CAR-exosomes inherit the **targeting and cytotoxic properties** of their parent cells to kill cancer
- Next-gen “off-the shelf” cell-free therapy for **solid tumours**
- Potential **safety, efficacy and cost advantages** over autologous CAR-T therapy





- ✓ **Improved efficacy** in solid tumours due to ability to infiltrate TME based on nano-size ( $10^{-9}$ )
- ✓ **Multiple doses** and/or CAR-T follow-on or combination therapy
- ✓ Continuous manufacturing from immortalised cells enabling **off-the-shelf** (allogeneic) therapy for any patient
- ✓ Fast patient logistics and time-to-dose of **~1 week**
- ✓ **Reduced manufacturing** and supply chain costs
- ✓ **Lower treatment cost** per patient benefiting patients & healthcare system
- ✓ **Improved safety profile** due to reduced GvHD (immune rejection), CRS & secondary tumours as EVs don't replicate in the body



## Clinical need & INOVIQ's CAR-EV targets

- cancers for which there are no targeted therapies (TNBC)
- cancers where Cell Therapy has limited access (glioblastoma)

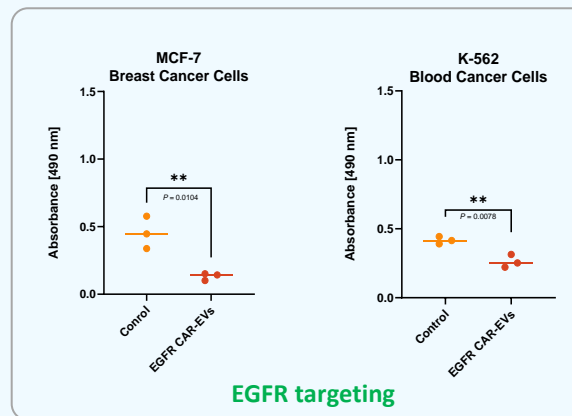
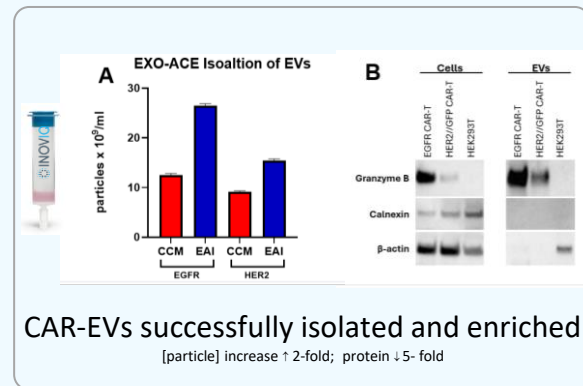
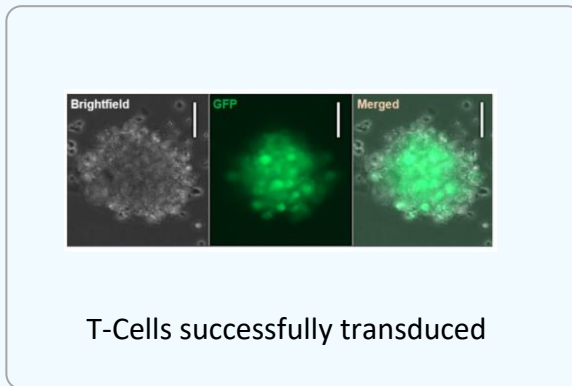
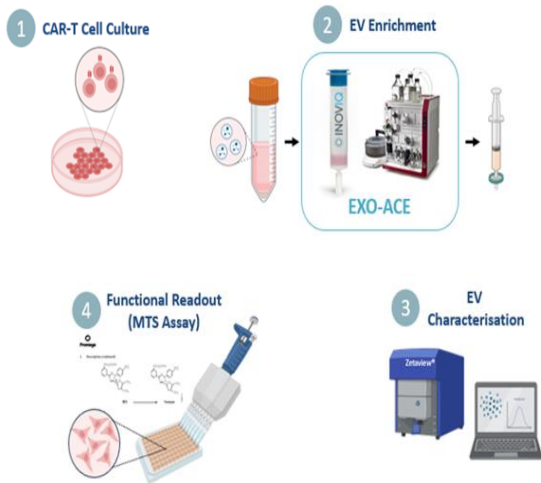


# CAR-T-EVs | A promising alternative to cell-based therapies

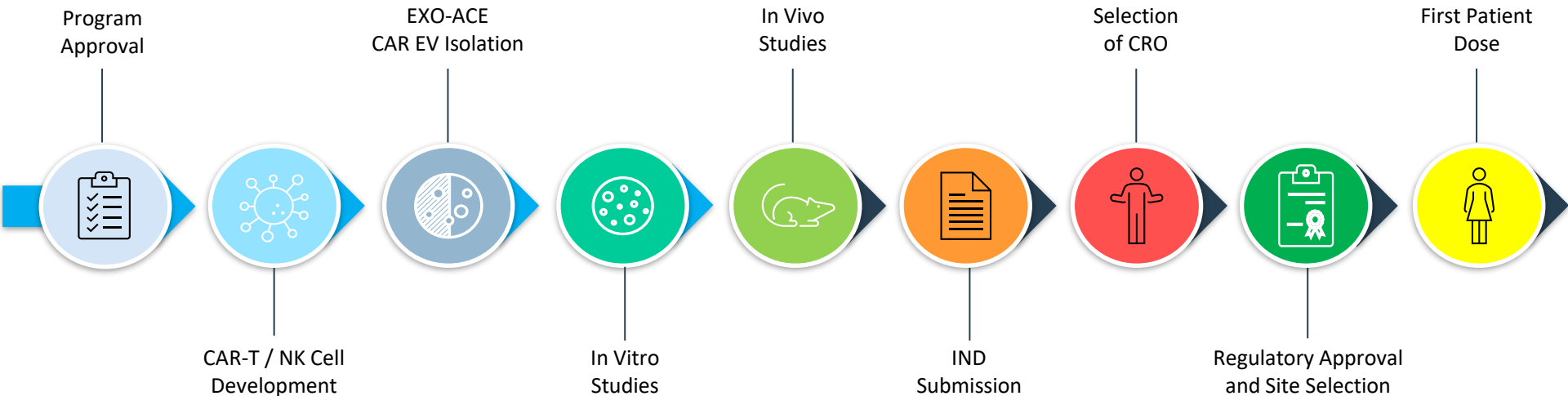


## CAR-EV generation, enrichment, EV characterisation and functional readout

- CAR-T cells targeting EGFR were cultured and EVs isolated from cell-conditioned medium by ion-exchange chromatography (EXO-ACE™)
- EGFR targeting CAR-EVs reduced MCF-7 and K562 cell viability by 70% & 40%, respectively



# CAR-Exosome Therapy | Development path



- ✓ Master cell banks established
- ✓ **Cells engineered with CARs**

- ✓ **High purity & yield of CAR-EVs**
- ✓ Scalable EXO-ACE EV isolation process

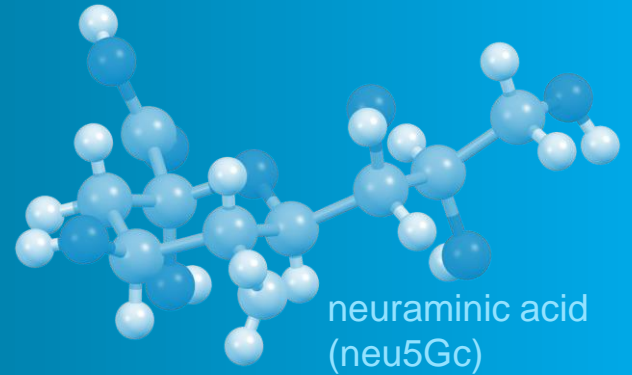
- ✓ **In vitro PoC** for CAR-T-EVs in BC cell line
- In vitro PoC for CAR-NK-EVs expected Dec-24

- In vivo studies commencing **1H25**
- Collaborations & contracts being established



# SubB2M Cancer Diagnostics

Improved cancer detection  
and monitoring





**Aberrant glycosylation** (production of sugars) is a hallmark of cancer

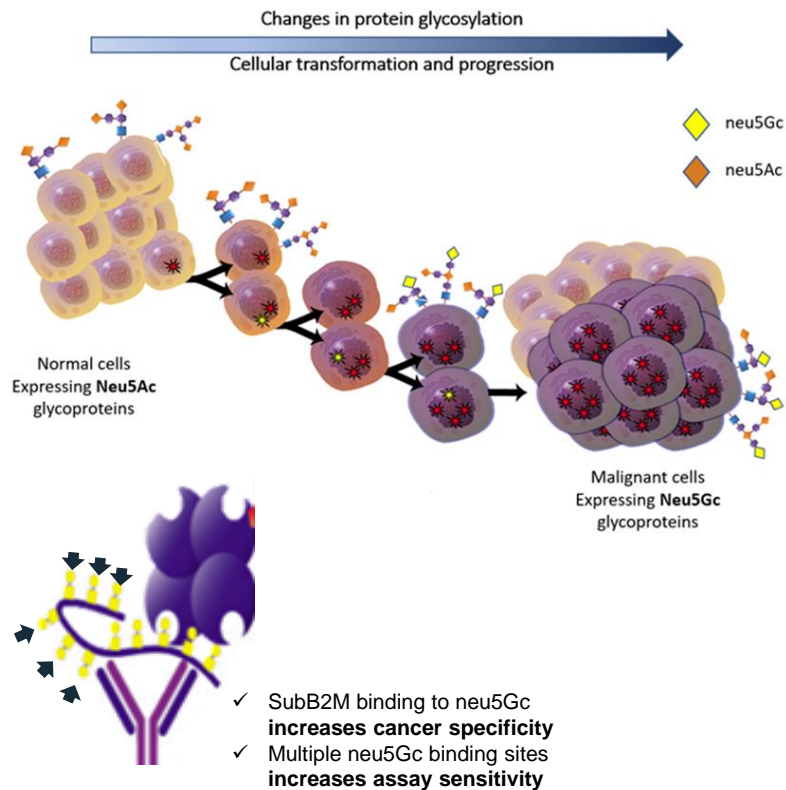
**Neu5Gc** is a sugar commonly found on cancer cells, but not healthy cells

**SubB2M** is an engineered protein that specifically binds neu5Gc

SubB2M is used in an **immunoassay format** to measure protein cancer biomarkers

**Improves sensitivity and specificity** for cancer detection (e.g. breast, ovarian, prostate, pancreatic & others)

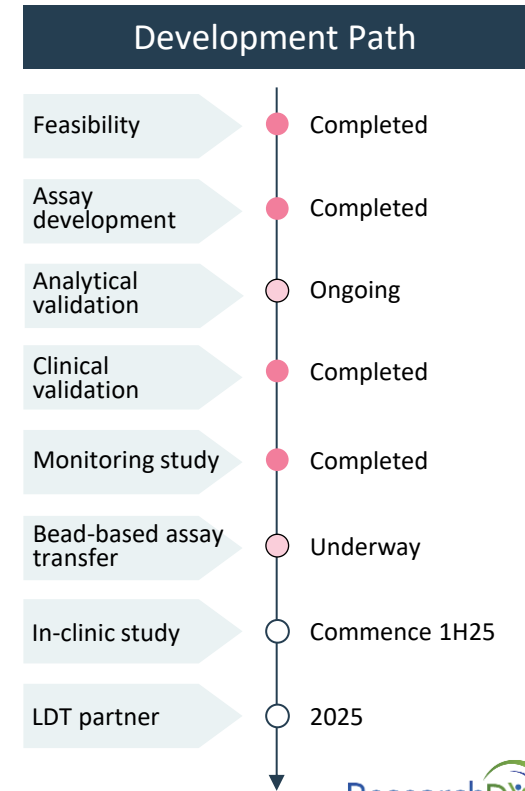
**Clinical applications** for monitoring cancer treatment response and recurrence, general health assessment or high-risk screening



# Breast Cancer monitoring test | Path-to-market



<b>Breast Cancer</b>	<ul style="list-style-type: none"> <li>• <b>#1 cancer in women</b></li> <li>• 2.3m new cases of breast cancer worldwide pa<sup>1</sup></li> <li>• 7.8m survivors (5-year)<sup>1</sup></li> </ul>
<b>Unmet Medical Need</b>	<ul style="list-style-type: none"> <li>• <b>Non-invasive, earlier and more accurate tests</b> required for monitoring breast cancer recurrence</li> <li>• <b>10-40%</b> of <b>breast cancers recur</b> within 5 years</li> </ul>
<b>Market Potential</b>	<ul style="list-style-type: none"> <li>• <b>US\$4.3b</b> global breast cancer diagnostics market<sup>2</sup></li> <li>• <b>US\$668m TAM</b><sup>3</sup></li> </ul>
<b>Test &amp; Data</b>	<ul style="list-style-type: none"> <li>• <b>NeuCA15-3 immunoassay</b> detects CA15-3 cancer marker bound to neu5Gc<sup>4</sup> to improve cancer specificity and sensitivity over existing CA15-3 test</li> <li>• <b>81% sensitivity and 93% specificity</b> for BC detection across all stages</li> <li>• Detects key BC subtypes incl. <b>HR+, HER2+ and TNBC</b></li> </ul>
<b>Intended Use</b>	<ul style="list-style-type: none"> <li>• Aid in <b>monitoring</b> breast cancer treatment response and recurrence</li> </ul>
<b>Go-to-Market Strategy</b>	<ul style="list-style-type: none"> <li>• <b>LDT</b> to IVD regulatory strategy (510k / PMA process) with US FDA</li> <li>• <b>Partner</b> LDT with CLIA-accredited laboratory</li> <li>• <b>Licence</b> IVD to large diagnostics company</li> </ul>



19 <sup>510k</sup> = FDA clearance for Class II device; <sup>CLIA</sup> = Clinical Laboratory Improvement Amendments (high-complexity tests); <sup>IVD</sup> = In Vitro Diagnostic; <sup>LDT</sup> = Laboratory Developed Test; 1. <https://qco.iarc.fr/today/home>; 2. [Breast Cancer Diagnostics Market Size & Share Report 2030 \(grandviewresearch.com\)](https://www.grandviewresearch.com/press-release/global-breast-cancer-diagnostics-market-size); 3. Based on 4.5m tests pa @\$150/test for BC monitoring in US, EU5 and AU; 4. <sup>Neu5Gc</sup> = the sialic acid, N-glycolylneuraminic acid





## Clinical Validation Study by Stage (2023)<sup>1</sup>

Retrospective, case-control, **clinical validation study** (n=483) to evaluate breast cancer detection by stage

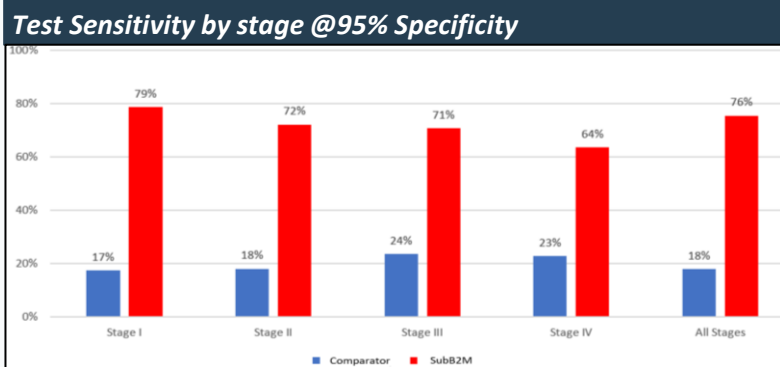
- ✓ **Detected all stages** of breast cancer with high accuracy (I - IV)
- ✓ Detected **common breast cancer types** (IDC and ILC)
- ✓ **Significantly outperformed a leading CA15-3 test** (Roche Elecsys<sup>®</sup> CA15-3 II)

## Monitoring Study (2024)<sup>2</sup>

Retrospective, longitudinal, 2-arm **monitoring study** (n=277) to evaluate SubB2M CA15-3 test compared to Roche Elecsys<sup>®</sup> CA15-3 II (comparator)

- ✓ Detected main **breast cancer subtypes** (HR+, HER2+ and TNBC)<sup>3</sup> (n=159 pre-treatment samples)
- ✓ Established **equivalence for BC monitoring** (n=12 patients)
- ✓ Outperformed comparator identifying **19% more breast cancers**

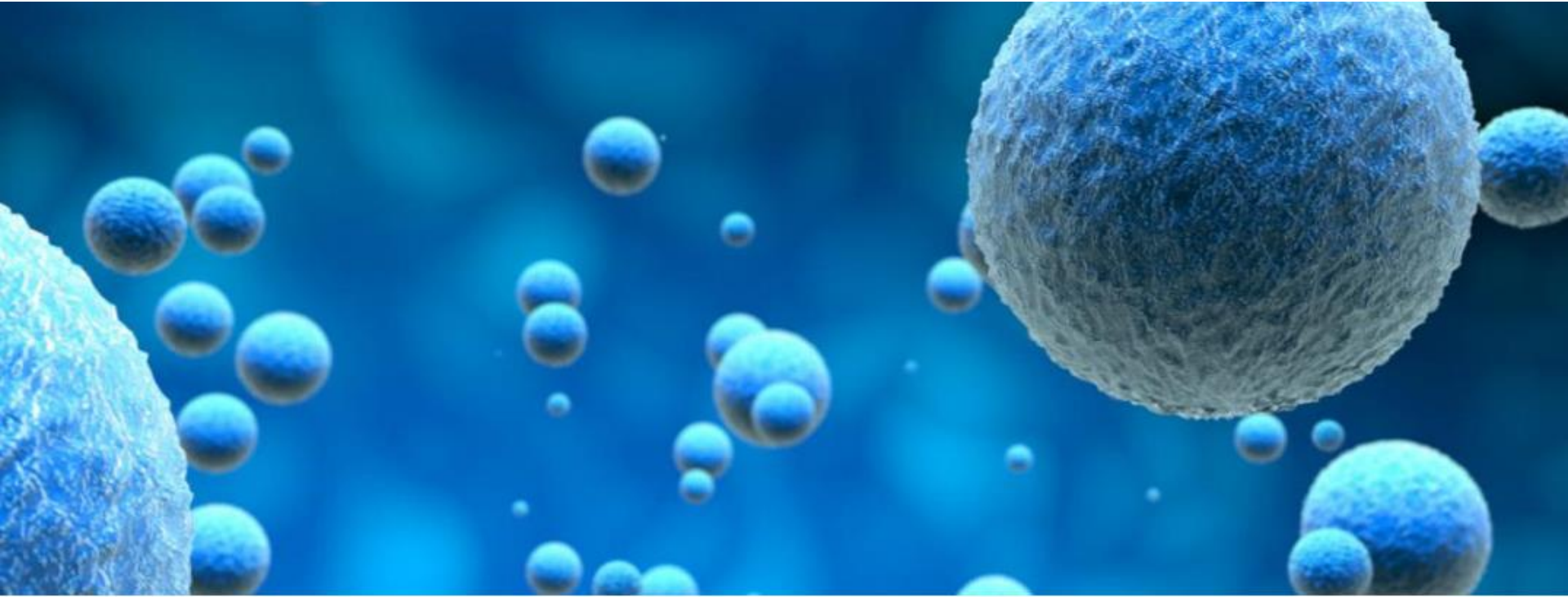
SubB2M CA15-3 vs Leading Existing Test		
Breast Cancer All Stages	SubB2M CA15-3	Roche Elecsys CA15-3 II
AUC	0.93	0.70
sensitivity	81%	37%
specificity	93%	88%
false negative rate	19%	63%
false positive rate	7%	12%
overall accuracy	87%	63%



Breast cancer (n=241: I=75, II=72, 3=72, III=72, IV = 22) and healthy controls (n=242)



# Outlook & Catalysts



# Outlook | Positioned for growth



Proprietary **exosome platform** with multiple research, diagnostic and therapeutic applications



**Global distribution partner** for EXO-NET research tools to drive revenue growth



Multiple **evaluations** underway for EXO-NET / NEURO-NET exosome isolation, biomarker discovery and diagnostics



Clinically validated **SubB2M BC test** advancing to commercialisation



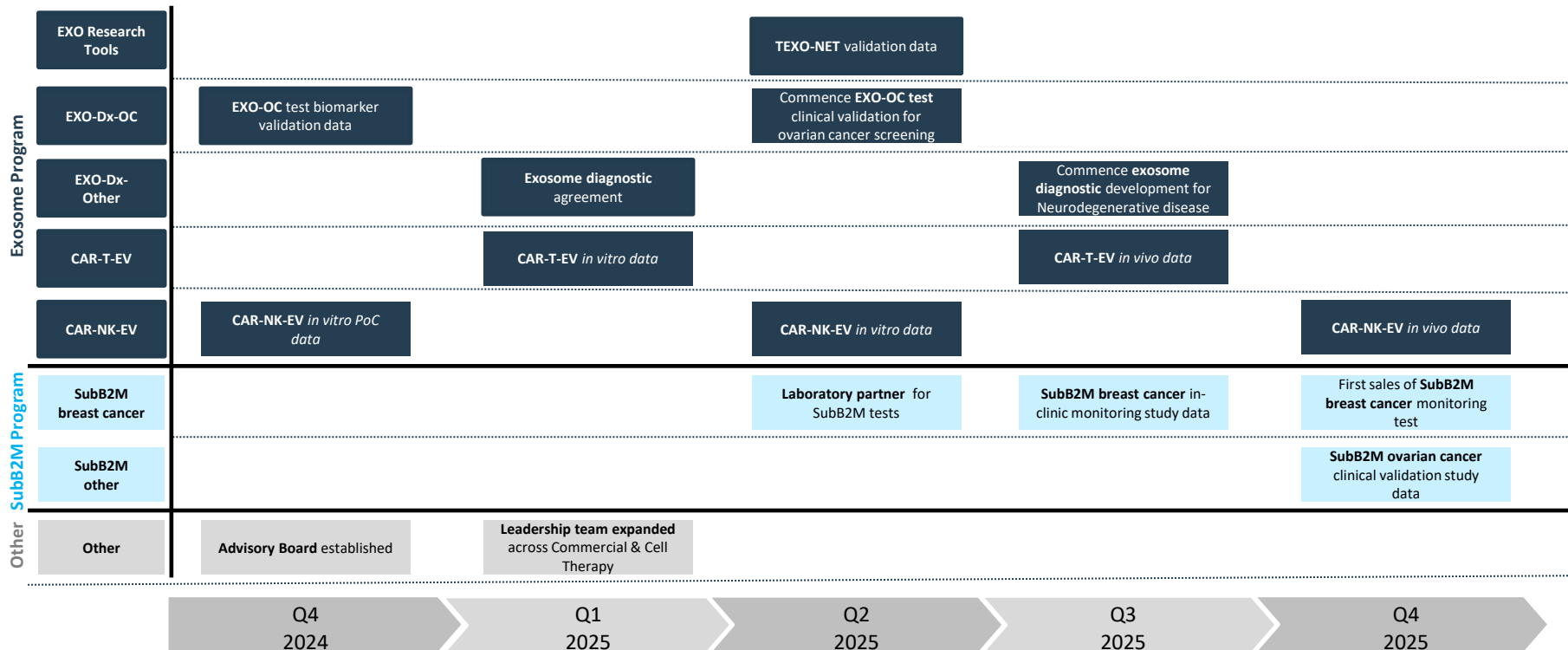
**Pipeline** of advanced diagnostics and high-value therapeutics for cancer



Leadership team with proven experience in **exosome science, development and commercialisation**



# Future catalysts | Developing better healthcare solutions





**David Williams**  
Non-Executive Chairman

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**Dr Leearne Hinch BVMS MBA**  
Chief Executive Officer

e. [lhinch@inoviq.com](mailto:lhinch@inoviq.com)



**Prof Gregory Rice PhD MHA**  
Chief Scientific Officer

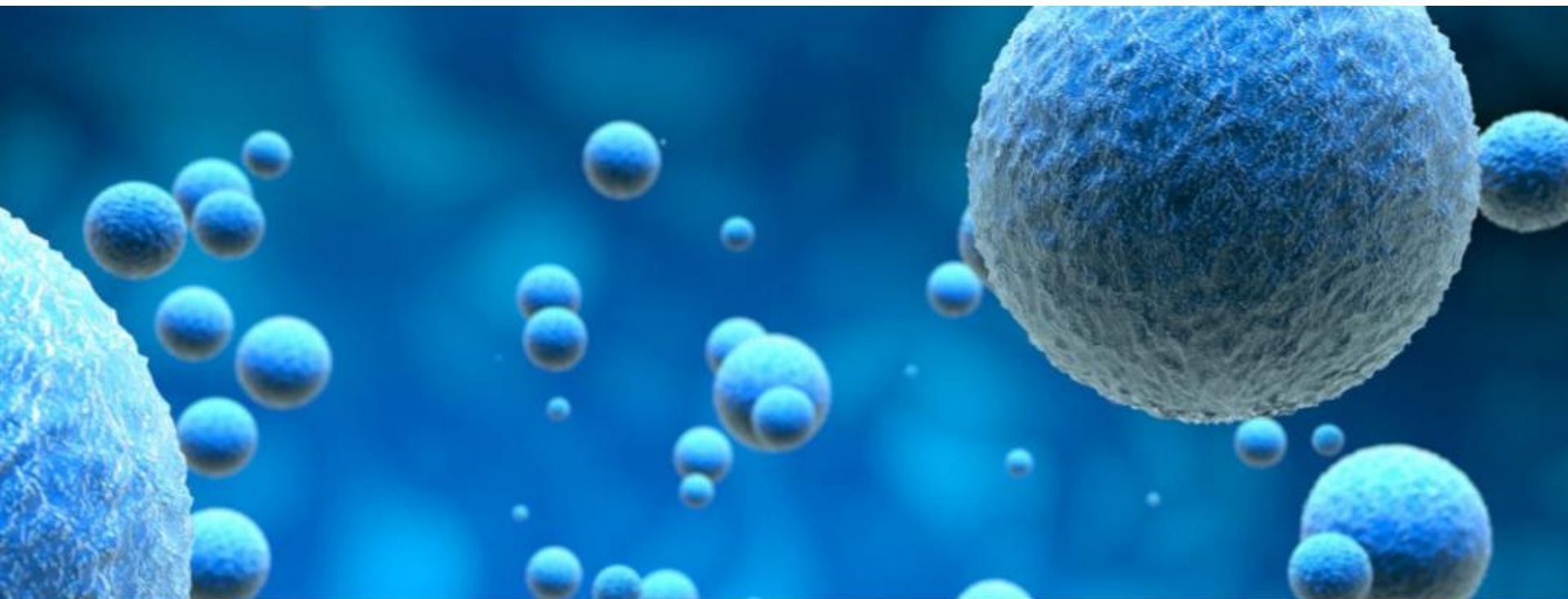
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**Mark Edwards CA B Acc**  
CFO & Company Secretary

e. [medwards@inoviq.com](mailto:medwards@inoviq.com)

# Appendices



# Board & Management | Corporate, scientific and commercial expertise



**DAVID WILLIAMS**  
Non-Executive Chairman

Experienced biotechnology director and investment banker with extensive strategic, corporate and financial markets experience.

Currently Chairman PolyNovo Ltd, Chairman of RMA Global Ltd and Managing Director of corporate advisory firm Kidder Williams Ltd.

Previously Chairman and major shareholder Medical Developments International Ltd. Major shareholder Healthily Pty Ltd.



**DR GEOFF CUMMING**  
Non-Executive Director

Healthcare and biotechnology director with extensive diagnostics industry experience.

Currently NED AnteoTech Ltd.

Previously Managing Director Roche Diagnostic Systems (Oceania), MD/CEO Biosceptre international Ltd and MD/CEO of Anteo Diagnostics Ltd.



**MAX JOHNSTON**  
Non-Executive Director

Healthcare industry director and international business leader with extensive experience across medtech, pharmaceuticals, consumer healthcare and consumer goods.

Currently NED Neurotech International. Previously President and CEO of Johnson & Johnson Pacific, Chairman of AusCann Ltd, NED of PolyNovo Ltd, Medical Developments International Ltd, Tissue Repair Ltd and CannPal Animal Therapeutics Ltd.



**PHILIP POWELL**  
Non-Executive Director

Healthcare industry director and chartered accountant with extensive investment banking experience specialising in capital raisings, IPOs, mergers and acquisitions and other transactions across pharma, food and agriculture.

Previously at OAMPS Ltd and Arthur Andersen, and NED at RMA Global Ltd, Polynovo Ltd and Medical Developments International Ltd.



**MARY HARNEY**  
Non-Executive Director

Experienced Non-Executive Director and Chief Executive bringing a deep understanding of applied life science research, in addition to experience in biopharmaceutical regulatory affairs and commercialisation.

Current Chair of Oncology One Pty Ltd. Previously Chair of Race Oncology (ASX: RAC) and Microbio Limited.



**DR LEEARNE HINCH** BVMS MBA  
Chief Executive Officer

Biotechnology CEO with a proven track record in corporate strategy, capital raising, product development, business development and partnering across diagnostics, medical devices, therapeutics and animal health.

Past leadership and consulting roles in ASX-listed biotechnology, multinational and private companies including Eustralis Pharmaceuticals, HealthLinx, OBJ, Holista Colltech, Chemeq, Virbac and Mars.



**DR GREG RICE** PhD MHA  
Chief Scientific Officer

Internationally recognised, award-winning scientist with over 35 years' experience and a successful track record in oncology research, exosome science, biomarker discovery, and diagnostics development.

Previous leadership roles in academia and industry including at The University of Queensland Centre for Clinical Research, Baker Heart Institute, University of Melbourne, Monash University and HealthLinx.



**MARK EDWARDS** BAcc CA  
CFO & Company Secretary

Experienced finance executive with expertise in financial leadership and management, corporate governance, investor relations and corporate transactions.

Previous senior roles in ASX listed pharmaceutical, medical device and healthcare companies, including Medical Developments International and Cogstate.



# Products & pipeline | Multi-stage diagnostics and therapeutics portfolio



	Product	Indication and Use	Development Stage	Next Milestones	Market Opportunity
Research Tools	EXO-NET	Biomarker Discovery & Diagnostics Pan EV Capture	In-Market RUO	Sales Growth & Collaborations	US\$661m
	NEURO-NET	Neurology Diagnostics Brain-Derived EV Capture	Validation RUO	Collaborations	
	TEXO-NET	Oncology Diagnostics Tumour-Derived EV Capture	Verification RUO	Validation Data 1H25	
Diagnostics	hTERT ICC <sup>1</sup>	Bladder Cancer Adjunct to Cytology	In-Market IVD-Class 1 USA		<US\$20m
	neuCA15-3	Breast Cancer Monitoring	Clinical Validation LDT	In-clinic Monitoring data 2H25	US\$4.3b
	neuCA125	Ovarian Cancer Monitoring	Assay Development LDT	Clinical Validation 2026	
	EXO-OC <sup>2</sup>	Ovarian Cancer Screening	Assay Development IVD	Biomarker Validation Dec-24	US\$1.7b
Therapeutics	EEV-001	Breast Cancer CAR-Exosome Therapy	Discovery	CAR-NK-EV In Vitro data Dec-24	US\$55.3b

**Exosome = EV = Extracellular Vesicles ; ICC = Immunocytochemistry; IVD = In Vitro Diagnostic; LDT = Laboratory-Developed Test; RUO = Research Use Only**

1. [Global Exosome Research Market \(2021 - 2026\) \(researchandmarkets.com\)](#); 2. [Breast Cancer Diagnostics Market Size & Share Report 2030 \(grandviewresearch.com\)](#);
3. [Ovarian Cancer Diagnostics Market Size, Share, Trends | Forecast 2032 \(acumenesearchandconsulting.com\)](#); 4. [Breast Cancer Therapeutics Market Growth, Trends & Dynamics, 2027 \(fortunebusinessinsights.com\)](#)