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From the Desk of the CEO Athena Oncology – Fall 2026 Newsletter

Dear Biopharma Partners,

As summer gives way to fall, I want to take a moment to share some of the progress taking place across Athena Oncology and, most importantly, to thank you for the role our biopharma partners continue to play in our growth.

Athena was founded on a simple premise: independent community oncology practices can preserve their autonomy and local identity while gaining many of the advantages of scale through disciplined collaboration.

As we enter the final quarter of 2026, that model continues to mature—and it is creating increasingly meaningful opportunities for Athena and our biopharma partners to work together.

Crossing the \$3 Billion Milestone

I am especially pleased to share that Athena has crossed an important milestone: **more than \$3 billion in annualized aggregate drug purchasing power across our member practices.**

Our final aggregate drug purchases for **Q2 alone were \$760,726,545**. Annualized, that places the collective purchasing power of Athena practices above the \$3 billion threshold for the first time.

For our biopharma partners, however, the significance of Athena extends well beyond purchasing volume.

Our network represents a growing group of independent community oncology practices across diverse geographic markets and patient populations. By working collaboratively, Athena provides an increasingly effective platform through which biopharma can engage community oncology around **innovative contracting, appropriate product utilization, real-world data and insights, education, and other mutually beneficial initiatives.**

Our goal is not scale for the sake of scale. It is to use that scale to create sustainable value for our practices, our industry partners, and ultimately the patients we collectively serve.

Continued Growth of the Athena Network

Athena continues to grow in a disciplined manner, with strong engagement and renewed commitments from our existing members.

We are also delighted to welcome **South Sound Oncology Services, PC, doing business as Seattle Integrative Cancer Center**, which will join Athena in Q4.

The practice is led by **Dr. Nick Chen**, whose approach incorporates both conventional oncology and integrative medicine. Dr. Chen is also co-author of *Rx for Hope: An Integrative Approach to Cancer Care*.

Each additional practice expands not only Athena's purchasing scale but also the diversity of clinical experience, geography, patient populations, and perspectives represented within our network.

Pharma Projects and Partnerships: Creating Value and Insight

One of the areas I find most exciting is the evolution of our relationships with biopharma beyond traditional contracting.

Athena's growing network is creating opportunities for **mutually beneficial real-world clinical and operational data projects**. Through strong voluntary participation by our practices, these collaborations can provide biopharma with greater insight into how therapies, diagnostics, and associated clinical pathways are being utilized in the real-world community oncology setting.

At the same time, these projects provide meaningful incremental revenue to participating Athena practices with relatively little additional operational lift—and, importantly, they can teach us something about ourselves.

Our recent work examining **next-generation sequencing (NGS) ordering patterns in lung cancer as part of our ROS1 drug initiative** is an excellent example. The findings provided valuable insight into variations in testing patterns across community practices and opportunities for improvement. I personally moderated a member session reviewing these findings this spring and will do so again in September. I found the results particularly eye-opening.

This is exactly the kind of **two-way value creation** we want to foster: helping our biopharma partners better understand the real-world community oncology landscape while simultaneously providing our practices with insights that can improve their own understanding of care delivery.

Several additional voluntary projects are already in the pipeline, and we welcome conversations with partners who have thoughtful ideas about how Athena's network can help answer meaningful clinical and operational questions.

Investing in Our Analytical Capabilities

To support this next phase, I am very pleased to welcome **Nick Bouchard** to Athena as our new **Chief Analyst**.

Nick understands community oncology from the inside. He spent many years as **Director of Pharmacy at Hematology Oncology Associates of Central New York**, one of Athena's founding member practices, before subsequently serving as a **Senior Pharmacy Director with McKesson**.

His combination of practice-level experience and broader industry exposure will be invaluable as Athena strengthens its analytics, biopharma relationships, contracting strategy, and ability to translate information into actionable insights.

Importantly, Nick joins an established and growing analytical and financial team at Athena. He will work closely with **Darren Lowery, Senior Analyst; Justin Stacknick, Junior Analyst; and Deborah Sechler, Chief Financial Officer**, each of whom continues to play an important role in supporting Athena's analytics, financial strategy, contracting, and organizational growth. Nick's addition further strengthens this team and expands the depth of expertise and analytical capability available to our member practices and partners.

Please join me in welcoming Nick to the Athena family.

Thank You and Farewell to Yen Nguyen

I also want to recognize **Yen Nguyen**, who will be moving on from Athena at the end of this quarter.

Yen has served Athena over the past year during an important period of growth and organizational development. I am grateful for the time, energy, and effort she has contributed and particularly appreciate her work with many of our biopharma partners.

Please join me in thanking Yen for her service to Athena and wishing her continued success in the next chapter of her career.

The Next Chapter of the Athena–Biopharma Relationship

As we look toward 2027, I believe Athena has an opportunity to develop a **deeper and more multidimensional relationship with our biopharma partners**.

Traditional contracting will remain important, but the opportunity before us is much broader. Innovative and value-based contracting, real-world data initiatives, clinical and operational insights, education, appropriate patient identification and testing, and other collaborative projects can create value on both sides of the relationship.

For Athena, these relationships help strengthen the economic sustainability and capabilities of independent community oncology.

For biopharma, Athena offers something increasingly difficult to replicate: **meaningful engagement with a large and diverse network of independent community oncology practices while preserving the authenticity of the individual practices themselves**.

That distinction matters.

Athena does not seek to homogenize its practices. We seek to connect them. We strengthen them against larger consolidation forces that too often make us another brick in the wall. Their independence provides diversity of thought and real-world experience; our network provides the scale and infrastructure necessary to translate that experience into meaningful collaboration.

Enhancing Future Community Oncology and Biopharma Relationships

The strongest partnerships are those in which both sides understand the other's objectives and find opportunities to create genuine, **sustainable** value together. As active partners, we are committed to

understanding your objectives and working together to generate genuine, **sustainable** value for both our organizations.

See You in Scottsdale

I look forward to welcoming many of our biopharma partners to the **Athena Annual Meeting in Scottsdale on October 23 and 24**.

This year's meeting comes at an important point in Athena's evolution. We have several **exciting developments underway and ambitious plans for 2027**, including new opportunities to deepen collaboration between Athena, our member practices, and our industry partners.

We look forward to discussing these initiatives with you in Scottsdale.

Thank you for your partnership, your confidence in Athena, and your continued support of independent community oncology. I look forward to seeing you in Scottsdale and to building the next chapter together.

Warm regards,

Harsha Vyas, MD, FACP

Chief Executive Officer

Chairman of the Board

Athena Oncology Network