KYZATREX®

Ⓒ III TESTOSTERONE UNDECANOATE CAPSULES

Urology Partners of North Texas (UPNT)

Enhancing Profitability and Patient Care at UPNT with KYZATREX® (testosterone undecanoate CIII capsules)

KYZATREX is indicated for testosterone replacement therapy in adult males for conditions associated with a deficiency or absence of endogenous testosterone.

Click for information on how to prescribe KYZATREX for your patients.

IMPORTANT SAFETY INFORMATION FOR KYZATREX®

WARNING: BLOOD PRESSURE INCREASES

- **KYZATREX can cause blood pressure (BP) increases that can increase the risk of major adverse cardiovascular events (MACE), including non- fatal myocardial infarction, non-fatal stroke and cardiovascular death.**
- **Before initiating KYZATREX, consider the patient's baseline cardiovascular risk and ensure BP is adequately controlled.**

Please see additional Important Safety Information, including Boxed Warning, on final page and accompanying Full Prescribing Information.

Urology Partners of North Texas (UPNT), a premier urology group with seven locations across Tarrant County, Texas, has been at the forefront of men's health since 2018. This choice was driven by the desire to overcome the limitations of traditional TRT methods, such as injections and pellets, which presented both medical and operational challenges.

By adopting KYZATREX, UPNT aimed to enhance patient outcomes and adherence, while simultaneously capitalizing on the business advantages of simplified administration, eliminating reliance on insurance processes, and direct pharmacy sales. This strategic decision not only streamlined their operations but also significantly bolstered patient satisfaction and practice profitability.

Challenges and Limitations of Traditional TRT at UPNT

Medical Challenges

- **Erythrocytosis Management:** Treatment with injections or pellets often results in erythrocytosis, requiring constant monitoring of the patient's red blood cell levels to avoid complications.
- **Patient Compliance:** The need for frequent prescription refills and the complexity of administering injections or pellets make it difficult for patients to adhere to their treatment schedule.
- **Abuse Potential:** Incorrect dosing by patients, either accidentally or intentionally, can lead to misuse of the medication, posing risks of abuse and further complicating their treatment plan.

Operational Challenges

- **Administrative Burden:** Significant effort is required to manage traditional TRT prescriptions, including time-consuming prior authorizations, coordinating refills and ordering needles for injections.
- **Lack of Profitability and Efficiency:** Traditional TRT methods were not profitable, with operational costs from prior authorizations and complex prescription management reducing practice efficiency.

Solution: Introduction of KYZATREX

The introduction of KYZATREX, an oral testosterone therapy, marked a transformative moment for UPNT, offering a simplified treatment regimen, eliminating insurance hurdles, and significantly enhancing patient compliance and satisfaction.

Implement Cash-pay, Direct Sales Model

In-house Pharmacy Integration

Eliminate Prior Authorizations

IMPORTANT SAFETY INFORMATION, CONT'D.

- Periodically monitor for and treat new-onset hypertension or exacerbations of preexisting hypertension and reevaluate whether the benefits of KYZATREX outweigh its risks in patients who develop cardiovascular risk factors or cardiovascular disease on treatment.

Please see additional Important Safety Information, including Boxed Warning, on final page and accompanying Full Prescribing Information.

Implementation and Results

Patient Adoption

Within months of introducing KYZATREX, UPNT saw between **200 to 250** patients begin treatment, with **60-70%** of new patients choosing KYZATREX over traditional methods, primarily due to its ease of use and effectiveness.

Physician Engagement

Approximately half of UPNT's staff began prescribing KYZATREX, citing its ease of management and minimal side effects as key factors.

Operational Efficiency and Direct Pharmacy Sales

Transitioning to KYZATREX allowed UPNT to utilize its in-house pharmacy, streamlining the prescription and refill process, enhancing patient convenience and contributing significantly to practice revenue.

Financial Impact

KYZATREX consistently delivers enhanced value to UPNT, with profitability margins at roughly $50 per patient each month. This robust performance is instrumental in driving UPNT's profit margins, contributing an estimated **$100,000** annually. Looking ahead, projections signal a promising trajectory of substantial growth, underscoring KYZATREX's pivotal role in bolstering UPNT's financial health.

Patient Satisfaction

Positive responses and lab results have confirmed the effectiveness of KYZATREX, with patients expressing a strong preference for this therapy over previous treatments.

Results by the Numbers

Patient Volume

200+ Patients
Chose KYZATREX Within a Few Months

60-70%
of New Patients Choose KYZATREX

Revenue Impact

$50
Profit Margin of $50 Per Patient Per Month

$108k
Annual Projected Yield

Physician Adoption

Roughly 50%
of UPNT Physicians Prescribe KYZATREX

By continuing to acquire and convert existing TRT patients, KYZATREX can allow for recurring profit and can accrue exponentially.

IMPORTANT SAFETY INFORMATION, CONT'D.

- Due to this risk, use KYZATREX only for the treatment of men with hypogonadal conditions associated with structural or genetic etiologies.
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IMPORTANT SAFETY INFORMATION

INDICATION

KYZATREX® (testosterone undecanoate) capsules, CIII, is indicated for testosterone replacement therapy in adult males for conditions associated with a deficiency or absence of endogenous testosterone:

- Primary hypogonadism (congenital or acquired): testicular failure due to conditions such as cryptorchidism, bilateral torsion, orchitis, vanishing testis syndrome, orchiectomy, Klinefelter syndrome, chemotherapy, or toxic damage from alcohol or heavy metals. These men usually have low serum testosterone concentrations and gonadotropins (follicle-stimulating hormone [FSH], luteinizing hormone [LH]) above the normal range.
- Hypogonadotropic hypogonadism (congenital or acquired): gonadotropin or luteinizing hormone (LHRH) deficiency, injury from tumors, trauma, or radiation. These men have low serum testosterone concentrations but have gonadotropins in the normal or low range.

Limitations of Use
Safety and effi cacy of KYZATREX in males less than 18 years old have not been established.

IMPORTANT SAFETY INFORMATION FOR KYZATREX® WARNING: BLOOD PRESSURE INCREASES

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- **Before initiating KYZATREX, consider the patient's baseline cardiovascular risk and ensure BP is adequately controlled.**
- **Periodically monitor for and treat new-onset hypertension or exacerbations of preexisting hypertension and reevaluate whether the benefits of KYZATREX outweigh its risks in patients who develop cardiovascular risk factors or cardiovascular disease on treatment.**
- **Due to this risk, use KYZATREX only for the treatment of men with hypogonadal conditions associated with structural or genetic etiologies.**

Contraindications

KYZATREX is contraindicated in patients with carcinoma of the breast or known or suspected carcinoma of the prostate; women who are pregnant (testosterone may cause fetal harm); patients with known hypersensitivity to KYZATREX or any of its ingredients; and men with hypogonadal conditions that are not associated with structural or genetic etiologies, as KYZATREX has not been established for these conditions and there is a risk of increased BP that can increase the risk of MACE.

Warnings and Precautions

Polycythemia. Check hematocrit prior to initiation and every 3 months during treatment to detect increased red blood cell mass and polycythemia. If hematocrit becomes elevated, stop KYZATREX until the hematocrit decreases to an acceptable level. If hematocrit increases after KYZATREX is restarted, discontinue treatment.

Cardiovascular Risk. Long-term clinical trials have not been conducted to assess the cardiovascular outcomes of testosterone replacement therapy in men. Other studies have been inconclusive for determining the risk of MACE with testosterone use compared to.

Worsening of Benign Prostatic Hyperplasia (BPH) and Potential Risk of Prostate Cancer. Monitor patients for worsening of signs and symptoms of BPH. Evaluate patients for prostate cancer prior to initiating and during treatment with androgens.

Venous Thromboembolism (VTE). VTE, including deep vein thrombosis (DVT) and pulmonary embolism (PE), have been reported in patients using testosterone. Discontinue KYZATREX if VTE is suspected and initiate appropriate workup and management.

Abuse of Testosterone and Monitoring of Testosterone Concentrations. Testosterone has been subject to abuse, typically at doses higher than indicated and in combination with other anabolic androgenic steroids. If abuse is suspected, check testosterone levels to ensure they are within therapeutic range. Counsel patients concerning the serious adverse reactions associated with abuse and consider the possibility of abuse in suspected patients who present with serious cardiovascular or psychiatric adverse events.

Potential for Adverse Effects on Spermatogenesis. Large doses of androgens can suppress spermatogenesis. Inform patients of this risk before prescribing KYZATREX.

Edema. Edema may occur in patients with preexisting cardiac, renal, or hepatic disease. In addition to discontinuing KYZATREX, diuretic therapy may be required.

Sleep Apnea: KYZATREX may potentiate sleep apnea in some patients, especially those with risk factors such as obesity or chronic lung disease.

Lipid Changes. KYZATREX may affect serum lipid profiles. Monitor patient lipid concentrations periodically; if necessary, adjust dosage of lipid-lowering drug(s) or discontinue KYZATREX.

Other warnings include: hepatic adverse effects from prolonged use of high doses of methyltestosterone; gynecomastia; hypercalcemia in cancer patients; and decreased thyroxine-binding globulin.

Adverse Events

The most common adverse reaction of KYZATREX (incidence ≥2%) is hypertension (2.6%).

Drug Interactions

Insulin. KYZATREX can cause changes in insulin sensitivity or glycemic control. Androgens may decrease blood glucose, requiring a decrease in the dose of anti-diabetic medication.

Oral Vitamin K Antagonist Anticoagulants. Anticoagulant activity may be seen with androgens. More frequent monitoring of international normalized ratio (INR) and prothrombin time are recommended in patients taking warfarin, especially at initiation and termination of androgen therapy.

Corticosteroids. Concurrent use of testosterone with corticosteroids may increase fluid retention and requires careful monitoring, particularly in patients with cardiac, renal, or hepatic disease.

Medications that May Also Increase Blood Pressure. Concomitant administration of medication drugs known to increase BP with KYZATREX may lead to additional BP increases.

Use in Specific Populations

Females. KYZATREX is contraindicated in pregnant women and is not indicated for use in females.

Pediatric Use. The safety and efficacy of KYZATREX in pediatric patients less than 18 years old have not been established. Use in pediatric patients may result in acceleration of bone age and premature closure of epiphyses.

Geriatric Use. KYZATREX clinical studies did not include patients ≥65 years. It is unknown whether these patients respond differently than younger adult patients or have an increased risk of cardiovascular disease and prostate cancer. Geriatric patients treated with androgens may be at risk for worsening of signs and symptoms of BPH.

Please note that this information is not comprehensive. Please see accompanying Full Prescribing Information, including BOXED WARNING.

To report SUSPECTED ADVERSE REACTIONS, contact Marius Pharmaceuticals at 1-833-949-5040 or FDA at 1-800-FDA-1088 or www.fda.gov/medwatch.

MARIUS pharmaceuticals

Marius Pharmaceuticals
2301 Sugar Bush Road, Suite 510
Raleigh, NC 27612

919-374-1913
mariuspharma.com

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