

# Leveraging real-world lab data to reveal the hidden patient population

Uncovering the addressable market for IgA nephropathy therapies with more precision

While claims data identifies the diagnosed population, the lengthy diagnostic journey for IgA nephropathy (IgAN) often leaves many patients without a formal diagnosis for years. By leveraging clinical lab trends to surface suspected patients before a formal diagnosis is made, pharma teams can capture this hidden population to establish a far more precise representation of the true addressable market.

## Analysis

Quest data scientists analyzed both claims and lab data to demonstrate how clinical lab trends surpass diagnosis codes in uncovering hidden IgAN patients and sizing the addressable market with greater precision.

## Specifications

### Population analyzed:

- Patients 18-50 years old with a claims diagnosis code for IgAN (ICD-10: N02.B or N02.8)
- Patients with a strong indication of IgAN but no confirmed diagnosis yet

**Analysis time frame:** January 2020-December 2025

### Clinical results with strong indication of IgAN:

(2+ blood in urine OR 2+ protein in urine 90+ days apart)  
AND eGFR < 60 mL/min/1.73 m<sup>2</sup>

**Only Quest patients** were included in the analysis.

Hematuria, any amount of blood, including trace amounts of red blood cells, white blood cells, or hemoglobin, in the urine; proteinuria, a 24-hour protein urine test > 0.5 g/day at least twice AND at least 90 days apart between any of these tests.

### Claims data only



Relying exclusively on claims diagnosis codes suggests an addressable market of

**27,352 patients,**  
capturing only those with a formal diagnosis

### Lab data and claims data



By combining lab insights with claims diagnosis codes, the addressable market grows to

**73,868 patients,**  
**increasing by 170%**  
when including those suspected of having IgAN

**Integrating historical lab trends provides a critical advantage in precise market sizing** by not only accounting for formally diagnosed patients but also the hidden population of suspected patients who may receive a diagnosis in the future.

