

Innovative Medicines /  
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## **Brolucizumab Global Forecast including PFS analysis**

October 2016

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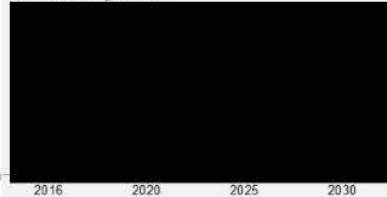


# nAMD market to grow at [REDACTED] to [REDACTED] by 2030

NVTS well positioned to realize growth opportunity amidst intensifying competition

## nAMD Market Size

Sales in USD bn @ '16 rates



## Competitive Landscape



## The Opportunity

- Strong unmet need for **treatments that allow for longer time intervals between injections**<sup>1,2</sup>
- Majority of US physicians (82%) consider **SRF and IRF recurrence as major indicator of recurrent wAMD**<sup>2</sup>
- Majority of US physicians (59%) believe that **switching anti-VEGF agents make an impact on VA**<sup>2</sup>

## NVS Retina Portfolio


- Erolucizumab, a **next generation anti-VEGF**, expected to have comparable efficacy and longer interval between inj. vs. Eylea
- **Erolucizumab is the first truly global anti-VEGF from NVS** presenting an opportunity to enter the US market
- **Erolucizumab launches into a highly competitive market where differentiation is key**; the product launches slightly ahead of ranibizumab LoE (in most markets) and potentially at the same time as DARPin; **Investment required to drive differentiation and attain Share of Voice to capture patient share**

Source: 1. Age-related Macular Degeneration, FirstWordTherapy Trends, June 2016; 2. ASRS 2016 PAT Survey

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## In a competitive market, PFS and edge in dosing regimen could differentiate brolocizumab

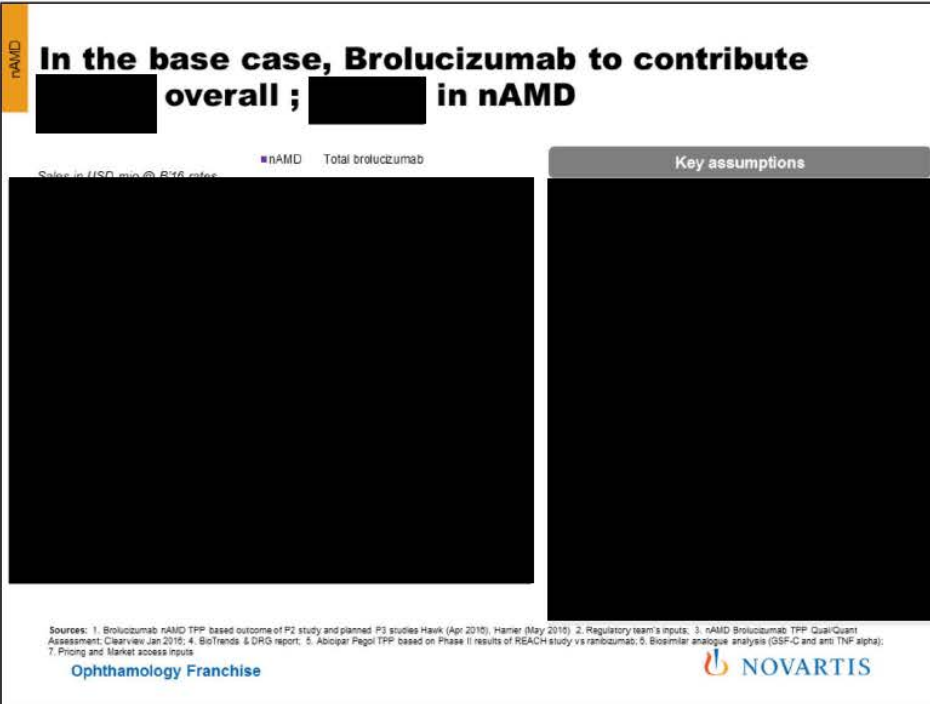
 Key differentiation point vs. SoC

BASE CASE	Brolocizumab	Lucentis SOC	Eylea	Abicipar pegol	Combination Tx
Indications	nAMD (2020e) DME (2021e)	nAMD, DME, RVO mCNV, Rare ME/CNV (2017e) & ROP (2020e)	nAMD, DME, RVO, mCNV Pursuing DR	nAMD (2020e) DME (2021e)	nAMD & DME
Compound	aVEGF	aVEGF	aVEGF	aVEGF DARPin	aVEGF & ANG2 (REGN 910-3)
Target pop.	Same as SoC	nAMD – all comers DME: with VI ex-US, all for US	As SOC	As SOC	All excl. diabetic patients with nAMD
Efficacy (BCVA)	Equivalent to SoC	+6 letters BCVA	Equivalent to SoC	Equivalent to SoC Safety signals on ocular inflammation	+60% efficacy vs. Lucentis
Dosing regimen	nAMD: 40% q12 + improved anatomical outcomes DME: q6+50% q12	q4, PRN and T&E, 37% on q12*	2q4, 2q8, T&E, PRN, 30-40% pts expected to be maintained Q16 dosing*	P3 trials seek to demonstrate 100% patients on q12	Loading / maintenance TBD
PFS	At Launch	Yes - US (10/14/16) Yes - OUS	No	No	No
Status	nAMD FIR June 2017	In market	In market	Parity with brolocizumab	-Price aVEGF+ price aPDGF-10%
Net Price** (2020)	[REDACTED]				

\* (Lucentis) LUCAS trial; (Eylea) ARIES trial, in progress


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**DAVID** In US Brolucizumab expected to reach [REDACTED] in nAMD; [REDACTED] in the ex US by 2025

US market	Ex-US market
[REDACTED]	[REDACTED]

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