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**From:** William Daniels [/O=REGENERON/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=WILLIAM.DANIELS]  
**Sent:** Monday, June 24, 2013 5:09:10 PM  
**To:** Robert Krukowski  
**Subject:** CDF Slides  
**Attachments:** EYLEA4U CDF Donations.pptx

**Bil Daniels, MBA** | Senior Manager, Reimbursement Access Programs  
**REGENERON** Pharmaceuticals, Inc. | 777 Old Saw Mill River Road | Tarrytown, NY 10591  
Tel: [REDACTED] | Fax: 914.593.1154 | Cell: [REDACTED] | Email: [REDACTED]

# EYLEA4U<sup>®</sup> CDF Donations

EYLEA<sup>®</sup>  
(aflibercept) Injection



# 2013 Revised Projections

- CDF has paid out \$32.6MM through 6/3/13
- EYLEA continues to gain share of AMD fund
  - 2013 renewals ~ 41% of Fund
- Fund continues to grow
  - 2012 Existing patient's had a 68% renewal rate
  - New 2013 enrollment volume has increased year over year

		Projected New Patients by Quarter 2013						Rollover Patients
		1st	2nd	3rd	4th			Estimated Renewals
<b>Age Related Macular Degeneration Patients</b>		2,344	2,352	2,646	2,363	<b>Age Related Macular Degeneration Patients</b>		11,357
AMD 1 -Projected Funding Per Patient	\$	2,000	2,000	2,000	2,000	AMD 1 -Projected Funding Per Patient	\$	2,000
AMD 2 -Projected Funding Per Patient	\$	2,250	2,250	2,250	2,250	AMD 2 -Projected Funding Per Patient	\$	2,250
Projected Funding Needed By Quarter	\$	4,804,380	4,821,600	5,424,300	4,843,125	Projected Funding Needed	\$	23,281,850
Cancellation	\$	960,876	964,320	1,084,860	968,625	Cancellation	\$	4,656,370
Total By Quarter	\$	3,843,504	3,857,280	4,339,440	3,874,500	Projected Renewal Funding	\$	23,281,850
Projected CY Funding	\$	19,893,405				Projected CY Funding Minus Cancellations	\$	<b>18,625,480</b>
Projected CY Funding Minus Cancellations	\$	<b>15,914,724</b>						

Total New Patient Funding Needed	\$	15,914,724
Total Re-Enrollment Funding Needed	\$	18,625,480
Total Projected Funding Needed	\$	<b>34,540,204</b>

**EYLEA<sup>®</sup>**  
(afibercept) Injection



# 2013 Potential EYLEA Sales

- Potential Sales from 2013 Donations - \$198.5MM
  - Assumes 5.4 injections for existing patients
  - Assumes 7.5 injections for new patients
- Potential ROI - 465%

Sales for Rollover Patients	
Age Related Macular Degeneration Patients	11357
Injections per patient	5.4
Projected Sales	\$113,456,430
Projected Cancellation	\$22,691,286
Net Sales	\$90,765,144

Sales for New Patients	
Age Related Macular Degeneration Patients	9,704
Injections per patient	7.5
Projected Sales	\$134,644,388
Projected Cancellation	\$26,928,878
Net Sales	\$107,715,510

# 2014 Projections

- CDF estimates EYLEA will obtain a 50% share of the AMD fund by January 2014
- Total Projected patients in fund as of December 31, 2013 is 50,385
  - Estimated 70% renewal rate
- Projected 5% year over year growth rate for new patients

Projected New Patients by Quarter 2013					
	1st	2nd	3rd	4th	Total
<u>Regeneron Patients</u>	2,344	2,352	2,646	2,363	9,704
<u>Total Patients</u>	5,859	5,880	5,880	5,250	22,869
<u>2013 Rollover Patients</u>	27,516				

**Age Related Macular Degeneration Patients**

Projected New Patients by Quarter 2014				
	1st	2nd	3rd	4th
AMD 1 -Projected Funding Per Patient	3,222	3,234	3,234	2,888
AMD 2 -Projected Funding Per Patient	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
Projected Funding Needed By Quarter	\$ 6,606,023	\$ 6,629,700	\$ 6,629,700	\$ 5,919,375
Cancellation	\$ 1,321,205	\$ 1,325,940	\$ 1,325,940	\$ 1,183,875
<b>Total By Quarter</b>	<b>5,284,818</b>	<b>5,303,760</b>	<b>5,303,760</b>	<b>4,735,500</b>
Projected CY Funding	\$ 25,784,798			
Projected CY Funding Minus Cancellations	\$ <b>20,627,838</b>			

2014 Rollover Patient Estimate*	
Age Related Macular Degeneration Patients	17,635
AMD 1 -Projected Funding Per Patient	\$2,000
AMD 2 -Projected Funding Per Patient	\$2,250
Projected Funding Needed	\$36,151,238
Cancellation	\$7,230,248
Projected Renewal Funding	\$36,151,238
<b>Projected CY Funding Minus Cancellations</b>	<b>\$28,920,990</b>

\*Patient # is 50% share of estimate final 2014 patient count assuming historical 70% renewal rate

2014 Estimate of Need	
Total New Patient Funding Needed	\$ 20,627,838
Total Re-Enrollment Funding Needed	\$ 28,920,990
<b>Total Projected Funding Needed</b>	<b>\$ 49,548,828</b>

