
From: Christopher Fenimore [REDACTED]
[REDACTED]
Sent: Wednesday, June 26, 2013 9:28:27 PM
To: Murray Goldberg
Subject: FW: EYLEA4U CDF Donations.pptx
Attachments: EYLEA4U CDF Donations.pptx

FYI...This makes sense to me. I have them looking into one question which is how the chronic disease fund covers its operating expenses. Ie – not every dollar goes to patients.

Chris

From: Stephen Dressel
Sent: Wednesday, June 26, 2013 5:04 PM
To: Christopher Fenimore; Valerie Jaiswal
Subject: EYLEA4U CDF Donations.pptx

EYLEA4U[®] CDF Donations

EYLEA[®]
(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 Estimated Renewals
	1st	2nd	3rd	4th		
Age Related Macular Degeneration Patients	2,344	2,352	2,646	2,363	Age Related Macular Degeneration Patients	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	\$ 18,625,480
Projected CY Funding Minus Cancellations	\$ 15,914,724					

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

EYLEA[®]
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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				

	Projected New Patients by Quarter 2014			
	1st	2nd	3rd	4th
Age Related Macular Degeneration Patients	3,222	3,234	3,234	2,888
AMD 1 -Projected Funding Per Patient	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
AMD 2 -Projected Funding Per Patient	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250
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
Total By Quarter	\$ 5,284,818	\$ 5,303,760	\$ 5,303,760	\$ 4,735,500
Projected CY Funding	\$ 25,784,798			
Projected CY Funding Minus Cancellations	\$ 20,627,838			

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
Projected CY Funding Minus Cancellations	\$28,920,990

*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
Total Projected Funding Needed	\$ 49,548,828