
From: William Daniels [/O=REGENERON/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=WILLIAM.DANIELS]
Sent: Saturday, January 04, 2014 1:46:02 AM
To: Robert Krukowski; Robert Davis; Cathy Casey
Subject: Fwd: 2014 Updated Projection
Attachments: image001.gif; ATT00001.htm; Regeneron_Projections_2014_010314_cw.xls; ATT00002.htm

All,

As I had mentioned on our call earlier today CDF had a significant amount of funds left in the AMD fund at the end of 2013. This rollover combined with a lowered patient grant amount has significantly lowered their requested donations for 2014. Below is their Q1 request of 25.5 MM. This is by far the largest request of the year as it includes finding for all patients who renewed from 2013. Their total requested donation for 2014 is now 39MM, down 16MM from their original requested donation of 55MM.

Bil Daniels
Regeneron
[REDACTED]

Sent from my iPhone

Begin forwarded message:

From: Clorinda Walley <[REDACTED]>
Date: January 3, 2014 at 6:55:14 PM EST
To: William Daniels <[REDACTED]>
Subject: 2014 Updated Projection

Hi Bil,

Please find attached an updated AMD projection need for 2014 which includes CDF's need to facilitate assistance for renewal and new patients in the 1st quarter. I have summarized below.

2014 Renewals	\$ 29,434,885
2013 Roll-Over	\$ 9,500,000
Total 2014 ReEnrollment Need	\$ 19,934,885
Total 2014 1st Qtr Need	\$ 5,495,226
Sum of Need Existing/New 1st Qtr 2014	\$ 25,430,111

Thank you for your continued support.

I look forward to speaking with you next week.

Kindest Regards,

Clorinda Walley
Executive Director

[REDACTED] Mobile
www.cdfund.org

CDF DTPA 2014 93%

Cancellation Rate 20%

Growth Rate by Disease Over Previous Year

AMD 0%

Total New Patient Funding Needed	\$ 19,125,987
Total Re-Enrollment Funding Needed	
Total Roll-over Funds	\$ 9,500,000
Total Projected Funding Needed	

	Projected New Patients by Quarter 2013			
	1st	2nd	3rd	4th
Age Related Macular Degeneration Patients	3,380	3,380	2,704	2,300
AMD 1 -Projected Funding Per Patient	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800
AMD 2 -Projected Funding Per Patient	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250
Projected Funding Needed By Quarter	\$ 6,869,032	\$ 6,869,032	\$ 5,495,226	\$ 4,674,194
Cancellation	\$ 1,373,806	\$ 1,373,806	\$ 1,099,045	\$ 934,839
Per Qtr Need after Cancellation	\$ 5,495,226	\$ 5,495,226	\$ 4,396,181	\$ 3,739,355
Projected CY Funding	\$ 23,907,484			
Projected CY Funding Minus Cancellations	\$ 19,125,987			

	Rollover Patients
	Estimated Renewals
Age Related Macular Degeneration Patients	18,148
AMD 1 -Projected Funding Per Patient	\$ 1,800
AMD 2 -Projected Funding Per Patient	\$ 2,250
Projected Funding Needed	\$ 36,793,606
Cancellation	\$ 7,358,721
Projected Renewal Funding	\$ 36,793,606
Projected CY Funding Minus Cancellations	\$ 29,434,885

