

To estimate the **Potential Peak Sales** for tovorafenib (Ojemda) in the indication of relapsed or refractory pediatric low-grade glioma (LGG) with specific BRAF alterations in the US, EU5 (Germany, France, Italy, Spain, UK), China, and Japan, as well as the **\$ value of a 1% share of treated patients** in these geographies, we need to follow a structured approach. Since exact data on patient numbers, pricing, and penetration rates are not provided, I will make reasonable assumptions based on available information and industry standards. I will also outline the methodology for clarity.

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## **Step 1: Define the Target Patient Population**

- **Indication:** Relapsed or refractory pediatric low-grade glioma (LGG) with BRAF fusion, rearrangement, or V600 mutation.

- **Age Group:** Patients aged 6 months and older.

- **Geographies:** US, EU5, China, Japan.

Pediatric LGG is the most common brain tumor in children, accounting for approximately 30-40% of all childhood brain tumors. BRAF alterations (fusions, rearrangements, or V600 mutations) are present in a significant subset of LGG cases, estimated at 60-70% of cases based on literature.

### ##### Epidemiology Assumptions:

- Annual incidence of pediatric LGG:

- US: ~1,200-1,500 new cases per year (based on ~3-4 per 100,000 children and a pediatric population of ~40 million).

- EU5: ~1,000-1,200 new cases per year (similar incidence rate, pediatric population ~30 million).

- China: ~2,500-3,000 new cases per year (larger population, ~200 million children, adjusted for lower diagnosis rates).

- Japan: ~300-400 new cases per year (pediatric population ~15 million).

- Relapsed/Refractory Cases: Approximately 30-50% of LGG patients relapse or become refractory to first-line treatments (surgery, chemotherapy).

- BRAF Alteration Prevalence: ~60-70% of LGG cases have BRAF alterations eligible for tovorafenib.

### ##### Estimated Eligible Patients (Annual Incident Cases):

Using the midpoint of ranges and applying percentages:

- US: 1,350 cases x 40% relapsed/refractory x 65% BRAF = ~350 eligible patients/year.

- EU5: 1,100 cases x 40% x 65% = ~285 eligible patients/year.

- China: 2,750 cases x 40% x 65% = ~715 eligible patients/year.

- Japan: 350 cases x 40% x 65% = ~90 eligible patients/year.

- **Total Annual Eligible Patients:** ~1,440 patients across these geographies.

Since tovorafenib targets relapsed/refractory patients, we also consider a **prevalent pool** of existing patients (e.g., those diagnosed in prior years who are still eligible). Assuming a 5-year prevalence for

pediatric LGG (given survival rates are high), the prevalent pool could be 3-5 times the annual incidence. For simplicity, let's assume a **total addressable prevalent population of 4x the annual incidence**:

- US:  $350 \times 4 = 1,400$  patients.
- EU5:  $285 \times 4 = 1,140$  patients.
- China:  $715 \times 4 = 2,860$  patients.
- Japan:  $90 \times 4 = 360$  patients.
- **Total Prevalent Eligible Patients:** ~5,760 patients.

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## **Step 2: Market Penetration (20%-30% Share of Treated Patients)**

The problem states that tovorafenib is assumed to capture **20%-30% of treated patients**. Since LGG treatment often involves surgery as first-line, and only relapsed/refractory patients are eligible, we assume most eligible patients are treated with systemic therapies upon relapse. Thus, the share of treated patients approximates the share of the eligible population.

- At 20% penetration:
  - US:  $1,400 \times 20\% = 280$  patients.
  - EU5:  $1,140 \times 20\% = 228$  patients.
  - China:  $2,860 \times 20\% = 572$  patients.
  - Japan:  $360 \times 20\% = 72$  patients.
  - **Total:** 1,152 patients.
- At 30% penetration:
  - US:  $1,400 \times 30\% = 420$  patients.
  - EU5:  $1,140 \times 30\% = 342$  patients.
  - China:  $2,860 \times 30\% = 858$  patients.
  - Japan:  $360 \times 30\% = 108$  patients.
  - **Total:** 1,728 patients.

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## **Step 3: Pricing Assumptions**

Tovorafenib is a targeted oncology drug for a rare pediatric indication, so pricing is expected to be high, in line with other orphan drugs or targeted therapies (e.g., \$150,000-\$300,000 per patient per year in the US). Pricing in other regions is typically lower due to healthcare system differences:

- **US:** \$250,000 per patient/year.
- **EU5:** \$150,000 per patient/year (lower due to pricing negotiations).

- **Japan:** \$180,000 per patient/year (similar to EU5 but with premium for innovative drugs).
- **China:** \$80,000 per patient/year (significantly lower due to market access challenges and pricing controls).

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## **Step 4: Potential Peak Sales Calculation**

Peak sales are calculated as the number of treated patients multiplied by the annual cost per patient. We assume peak sales occur when the drug reaches maximum penetration (20%-30%) across the prevalent pool, with annual sales sustained by incident cases thereafter. For simplicity, we calculate based on the prevalent pool being treated over a few years, annualized.

#### At 20% Penetration:

- **US:** 280 patients x \$250,000 = \$70 million.
- **EU5:** 228 patients x \$150,000 = \$34.2 million.
- **China:** 572 patients x \$80,000 = \$45.8 million.
- **Japan:** 72 patients x \$180,000 = \$13 million.
- **Total Peak Sales (20%):** \$163 million.

#### At 30% Penetration:

- **US:** 420 patients x \$250,000 = \$105 million.
- **EU5:** 342 patients x \$150,000 = \$51.3 million.
- **China:** 858 patients x \$80,000 = \$68.6 million.
- **Japan:** 108 patients x \$180,000 = \$19.4 million.
- **Total Peak Sales (30%):** \$244.3 million.

Thus, **Potential Peak Sales** for tovorafenib in this indication across the specified geographies range from **\$163 million to \$244 million annually**, depending on penetration rate.

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## **Step 5: \$ Value of 1% Share of Treated Patients**

A 1% share of treated patients corresponds to 1% of the total eligible prevalent population being treated with tovorafenib.

- **Total Eligible Prevalent Patients:** 5,760.
- **1% of Eligible Patients:** 5,760 x 1% = 57.6 patients.

Breakdown by geography (based on proportional distribution of eligible patients):

- **US:**  $1,400 / 5,760 = \sim 24.3\%$  of total  $\rightarrow 57.6 \times 24.3\% \approx 14$  patients.
- **EU5:**  $1,140 / 5,760 = \sim 19.8\%$   $\rightarrow 57.6 \times 19.8\% \approx 11.4$  patients.
- **China:**  $2,860 / 5,760 = \sim 49.7\%$   $\rightarrow 57.6 \times 49.7\% \approx 28.6$  patients.
- **Japan:**  $360 / 5,760 = \sim 6.3\%$   $\rightarrow 57.6 \times 6.3\% \approx 3.6$  patients.

Now, calculate revenue for 1% share:

- **US:** 14 patients  $\times$  \$250,000 = \$3.5 million.
- **EU5:** 11.4 patients  $\times$  \$150,000 = \$1.71 million.
- **China:** 28.6 patients  $\times$  \$80,000 = \$2.29 million.
- **Japan:** 3.6 patients  $\times$  \$180,000 = \$0.65 million.
- **Total \$ Value of 1% Share:** \$3.5M + \$1.71M + \$2.29M + \$0.65M = **\$8.15 million.**

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## **Final Answers**

1. **Potential Peak Sales for tovorafenib** in relapsed/refractory pediatric LGG with BRAF alterations:

- At 20% penetration: **\$163 million annually.**
- At 30% penetration: **\$244 million annually.**
- Range: **\$163M - \$244M annually** across US, EU5, China, and Japan.

2. **\$ Value of 1% Share of Treated Patients:**

- **\$8.15 million** across US, EU5, China, and Japan.

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## **Notes and Caveats**

- These estimates are based on assumptions for patient numbers, BRAF prevalence, relapse rates, market penetration, and pricing. Actual numbers may vary depending on real-world data, competition (e.g., other BRAF inhibitors), market access, and reimbursement policies.
- Peak sales may be higher initially if the prevalent pool is treated quickly, then stabilize based on incident cases.
- Pricing in China and other markets may be lower or higher depending on negotiations and local policies.
- If more precise data (e.g., exact patient numbers or pricing) is available, these calculations can be refined.