

To estimate the **Potential Peak Sales** for capmatinib (TABRECTA) in the indication of metastatic non-small cell lung cancer (NSCLC) with MET exon 14 skipping mutation in the US, EU5 (France, Germany, 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 specific data such as exact patient numbers, pricing, or market penetration may not be publicly available, I will outline the methodology and provide a reasonable estimate based on general market data, epidemiology, and assumptions. If you have specific data (e.g., pricing or patient numbers), I can refine the calculations.

Step 1: Define Key Parameters and Assumptions

1. Indication and Target Population:

- Capmatinib is approved for metastatic NSCLC patients with MET exon 14 skipping mutation.
- MET exon 14 skipping mutations occur in approximately **3-4% of NSCLC patients**.
- NSCLC accounts for about **85% of all lung cancer cases**.

2. Epidemiology of NSCLC:

- Annual incidence of lung cancer (all types) in the geographies (2020 estimates from sources like GLOBOCAN):
 - US: ~228,000 new cases
 - EU5: ~320,000 new cases (combined)
 - China: ~820,000 new cases
 - Japan: ~130,000 new cases
- NSCLC proportion (85%):
 - US: ~194,000 cases
 - EU5: ~272,000 cases
 - China: ~697,000 cases
 - Japan: ~110,500 cases
- MET exon 14 skipping mutation (3.5% average of NSCLC cases):
 - US: ~6,800 patients
 - EU5: ~9,500 patients
 - China: ~24,400 patients
 - Japan: ~3,900 patients
- Total eligible patients across geographies: ~44,600 patients annually.

3. Treatment Rate:

- Not all eligible patients will be treated due to factors like diagnosis rates, access to testing, and healthcare system differences.

- Assume **50-70% of eligible patients** are diagnosed and treated in developed markets (US, EU5, Japan) and **30-50% in China** due to differences in healthcare access.

4. Market Share:

- Assuming capmatinib captures **20-30% of treated patients** in this indication, as per the query.

5. Drug Pricing:

- Capmatinib's annual cost in the US is approximately **\$200,000 per patient** (based on typical pricing for targeted oncology therapies; adjust if specific data is available).
- Pricing in other regions is typically lower:
- EU5: ~60-70% of US price (~\$120,000-\$140,000)
- Japan: ~70-80% of US price (~\$140,000-\$160,000)
- China: ~30-40% of US price (~\$60,000-\$80,000)

6. Peak Sales Timeline:

- Peak sales are typically reached 5-7 years post-launch, assuming no major competition or patent expiry.

Step 2: Estimate Treated Patients and Market Share

- **Treated Patients** (using midpoint of treatment rate assumptions):

- US: $6,800 * 60\% = \sim 4,100$ patients
- EU5: $9,500 * 60\% = \sim 5,700$ patients
- China: $24,400 * 40\% = \sim 9,800$ patients
- Japan: $3,900 * 60\% = \sim 2,300$ patients
- Total treated patients: $\sim 22,000$

- **Capmatinib's Treated Patients (20-30% share):**

- Using midpoint of 25% share:
- US: $4,100 * 25\% = \sim 1,025$ patients
- EU5: $5,700 * 25\% = \sim 1,425$ patients
- China: $9,800 * 25\% = \sim 2,450$ patients
- Japan: $2,300 * 25\% = \sim 575$ patients
- Total capmatinib-treated patients: $\sim 5,475$

Step 3: Calculate Potential Peak Sales

- **Annual Revenue per Region** (using midpoint pricing):
- US: 1,025 patients * \$200,000 = **\$205 million**
- EU5: 1,425 patients * \$130,000 = **\$185 million**
- China: 2,450 patients * \$70,000 = **\$171 million**
- Japan: 575 patients * \$150,000 = **\$86 million**
- **Total Peak Sales:** \$205M + \$185M + \$171M + \$86M = **~\$647 million**
- **Range of Peak Sales (20-30% share):**
- At 20% share: ~\$518 million
- At 30% share: ~\$776 million
- **Midpoint Estimate:** **~\$647 million**

Step 4: Calculate \$ Value of 1% Share of Treated Patients

- **1% Share of Treated Patients:**
- US: 4,100 * 1% = 41 patients * \$200,000 = **\$8.2 million**
- EU5: 5,700 * 1% = 57 patients * \$130,000 = **\$7.4 million**
- China: 9,800 * 1% = 98 patients * \$70,000 = **\$6.9 million**
- Japan: 2,300 * 1% = 23 patients * \$150,000 = **\$3.5 million**
- **Total \$ Value of 1% Share:** \$8.2M + \$7.4M + \$6.9M + \$3.5M = **~\$26 million**

Final Answer

1. **Potential Peak Sales for Capmatinib** in the US, EU5, China, and Japan for metastatic NSCLC with MET exon 14 skipping mutation (assuming 20-30% share of treated patients):

- Range: **\$518 million to \$776 million**
- Midpoint Estimate: **~\$647 million**

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

- US: **\$8.2 million**
- EU5: **\$7.4 million**
- China: **\$6.9 million**
- Japan: **\$3.5 million**
- Total: **~\$26 million**

Notes and Caveats

- These estimates are based on assumptions about epidemiology, treatment rates, pricing, and market share. Real-world data may vary due to competition (e.g., other MET inhibitors like tepotinib), changes in pricing, or access to diagnostics.
- If specific data on capmatinib's pricing, patient numbers, or market dynamics is available, the calculations can be refined.
- Peak sales may be influenced by future approvals in additional indications or geographies, patent life, and generic entry.