

To estimate the **Potential Peak Sales** for larotrectinib (Vitrakvi) in the indication of solid tumors with NTRK gene fusions across the US, EU5 (France, Germany, Italy, Spain, UK), China, and Japan, as well as the **\$ value of 1% share of treated patients** in these geographies, we need to follow a structured approach. Since specific data on patient populations, pricing, and market penetration may not be fully available, I will make reasonable assumptions based on publicly available information, market research trends, and oncology drug pricing norms. Here's the step-by-step analysis:

****Key Assumptions and Background Information****

1. Indication and Target Population:

- Larotrectinib is approved for the treatment of adult and pediatric patients with solid tumors that have NTRK gene fusions, a rare genetic alteration.
- NTRK fusions are found in approximately 0.5%–1% of all solid tumors. Given the rarity, the eligible patient population is small but spans across various cancer types.
- Estimated incidence of solid tumors with NTRK fusions is approximately 1,500–5,000 new cases per year globally, with a significant portion in the US, EU5, China, and Japan.

2. Treated Patient Share:

- The query assumes a 20%–30% share of treated patients for larotrectinib. This accounts for competition (e.g., entrectinib by Roche), diagnostic challenges, and market access barriers.
- We will use the midpoint of 25% for calculations.

3. Pricing:

- Larotrectinib's annual cost in the US is approximately \$400,000 per patient (based on reported figures for rare cancer drugs and oral therapies).
- Pricing in EU5 and Japan is typically 60%–80% of US pricing due to healthcare system negotiations (assume ~\$300,000/year).
- Pricing in China may be lower due to market access and affordability constraints (assume ~\$200,000/year).

4. Patient Population Estimates:

- Total solid tumor incidence (new cases per year) in these geographies is estimated as follows (based on cancer epidemiology data):
 - US: ~1.7 million new cancer cases/year; NTRK fusion (~0.5%–1%) = ~8,500–17,000 patients.
 - EU5: ~1.5 million new cases/year; NTRK fusion = ~7,500–15,000 patients.
 - China: ~4.3 million new cases/year; NTRK fusion = ~21,500–43,000 patients.
 - Japan: ~1 million new cases/year; NTRK fusion = ~5,000–10,000 patients.
- For simplicity, we'll use the midpoint of these ranges for eligible patients:
 - US: 12,750 patients

- EU5: 11,250 patients
- China: 32,250 patients
- Japan: 7,500 patients
- Total eligible patients across geographies: ~63,750 patients.

5. Treatment Duration:

- Assume an average treatment duration of 1 year per patient (though some patients may be on therapy longer due to durable responses in NTRK fusion-driven cancers).

****Step 1: Estimate Treated Patients with Larotrectinib****

Using the assumed 25% share of treated patients:

- US: $12,750 * 25\% = 3,188$ patients
- EU5: $11,250 * 25\% = 2,813$ patients
- China: $32,250 * 25\% = 8,063$ patients
- Japan: $7,500 * 25\% = 1,875$ patients
- **Total treated patients:** 15,939 patients

****Step 2: Estimate Potential Peak Sales****

Peak sales are calculated by multiplying the number of treated patients by the annual treatment cost per patient in each geography.

- **US:** $3,188 \text{ patients} * \$400,000/\text{year} = \text{\$1,275 million}$ (~\$1.28 billion)
- **EU5:** $2,813 \text{ patients} * \$300,000/\text{year} = \text{\$844 million}$ (~\$0.84 billion)
- **China:** $8,063 \text{ patients} * \$200,000/\text{year} = \text{\$1,613 million}$ (~\$1.61 billion)
- **Japan:** $1,875 \text{ patients} * \$300,000/\text{year} = \text{\$563 million}$ (~\$0.56 billion)
- **Total Peak Sales:** $\$1.28\text{B} + \$0.84\text{B} + \$1.61\text{B} + \$0.56\text{B} = \text{\$4.29 billion}$

Thus, the **Potential Peak Sales** for larotrectinib in this indication across the specified geographies, assuming a 25% share of treated patients, is approximately **\$4.3 billion annually**.

****Step 3: Estimate \$ Value of 1% Share of Treated Patients****

To calculate the value of a 1% share, we divide the total peak sales by 25 (since 25% share corresponds to \$4.3 billion).

- **1% share value** = \$4.29 billion / 25 = **\$171.6 million**

Alternatively, calculate per geography by applying 1% of the eligible patient population and multiplying by the annual treatment cost:

- US: $12,750 * 1\% = 128 \text{ patients} * \$400,000 = \text{\$51.2 million}$

- EU5: $11,250 * 1\% = 113 \text{ patients} * \$300,000 = \text{\$33.9 million}$

- China: $32,250 * 1\% = 323 \text{ patients} * \$200,000 = \text{\$64.6 million}$

- Japan: $7,500 * 1\% = 75 \text{ patients} * \$300,000 = \text{\$22.5 million}$

- **Total value of 1% share:** \$51.2M + \$33.9M + \$64.6M + \$22.5M = **\$172.2 million**

This aligns closely with the earlier estimate of \$171.6 million, confirming the calculation.

****Final Answer****

1. **Potential Peak Sales for Larotrectinib** (assuming 20%–30% share, calculated at 25%):

- US: ~\$1.28 billion

- EU5: ~\$0.84 billion

- China: ~\$1.61 billion

- Japan: ~\$0.56 billion

- **Total: ~\$4.3 billion annually**

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

- US: ~\$51.2 million

- EU5: ~\$33.9 million

- China: ~\$64.6 million

- Japan: ~\$22.5 million

- **Total: ~\$172 million annually**

****Caveats and Sensitivities****

- **Patient Population:** NTRK fusion prevalence and diagnosis rates may vary, and not all patients may be identified or treated due to limited access to NGS testing.

- **Pricing:** Actual pricing may differ based on negotiations, reimbursement policies, and patient assistance programs.

- **Competition:** Market share could be impacted by competitors like entrectinib or emerging therapies.

- **Market Access:** Penetration in China may be lower due to affordability and regulatory delays.

These estimates are based on high-level assumptions and should be refined with more precise epidemiology data, real-world pricing, and market access insights if available.