

To estimate the **Potential Peak Sales** for **obecabtagene autoleucel (Aucatzyl)** in the indication of relapsed or refractory B-cell precursor acute lymphoblastic leukemia (ALL) 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 specific data on pricing, patient population, and market penetration may not be fully available, I will make reasonable assumptions based on publicly available information, CAR-T therapy pricing trends, and epidemiology data for ALL. Let's break this down step by step.

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## **\*\*Step 1: Key Assumptions and Inputs\*\***

### **1. Target Patient Population (Relapsed/Refractory B-ALL):**

- B-cell precursor ALL is a rare hematologic malignancy. The relapsed/refractory (R/R) population is a subset of ALL patients who fail initial therapies.
- Incidence and prevalence data for R/R B-ALL vary by region, but we can estimate based on general ALL epidemiology and relapse rates (approximately 40-50% of adult ALL patients relapse).
- Estimated number of R/R B-ALL patients eligible for CAR-T therapy (adults):
  - **US:** ~1,000–1,500 patients annually (based on ~3,000 adult ALL cases, with ~40-50% relapse rate).
  - **EU5:** ~1,200–1,800 patients annually (based on ~3,500–4,000 adult ALL cases across EU5).
  - **China:** ~2,000–3,000 patients annually (based on higher incidence due to larger population, ~6,000–8,000 adult ALL cases).
  - **Japan:** ~300–500 patients annually (based on ~1,000 adult ALL cases).
- Total addressable patient population across these regions: ~4,500–6,800 patients annually.

### **2. Market Penetration (20% to 30% Share of Treated Patients):**

- As per the query, we assume obecabtagene autoleucel captures 20% to 30% of the treated R/R B-ALL patient population in these geographies.
- Note: Not all eligible patients may receive CAR-T therapy due to cost, access, or clinical suitability.

### **3. Pricing of Obecabtagene Autoleucel:**

- CAR-T therapies like Kymriah and Yescarta are priced at ~\$373,000–\$475,000 per treatment in the US. Pricing in other regions is typically lower due to healthcare system differences.
- Assumed pricing per treatment:
  - **US:** \$400,000
  - **EU5:** \$300,000 (lower due to price negotiations and reimbursement policies)
  - **China:** \$200,000 (emerging market pricing, limited reimbursement)
  - **Japan:** \$350,000 (similar to US but adjusted for local market)

### **4. Peak Sales Timeline:**

- Peak sales are typically achieved 5–7 years post-launch, assuming full market access and adoption.

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## **\*\*Step 2: Calculation of Potential Peak Sales\*\***

We will calculate peak sales based on the number of treated patients (at 20% and 30% market share) multiplied by the price per treatment in each region.

### **#### US:**

- Eligible patients: 1,000–1,500
- 20% share: 200–300 patients treated
- 30% share: 300–450 patients treated
- Price per treatment: \$400,000
- **Peak Sales (20% share):** 200–300 patients \* \$400,000 = **\$80M–\$120M**
- **Peak Sales (30% share):** 300–450 patients \* \$400,000 = **\$120M–\$180M**

### **#### EU5:**

- Eligible patients: 1,200–1,800
- 20% share: 240–360 patients treated
- 30% share: 360–540 patients treated
- Price per treatment: \$300,000
- **Peak Sales (20% share):** 240–360 patients \* \$300,000 = **\$72M–\$108M**
- **Peak Sales (30% share):** 360–540 patients \* \$300,000 = **\$108M–\$162M**

### **#### China:**

- Eligible patients: 2,000–3,000
- 20% share: 400–600 patients treated
- 30% share: 600–900 patients treated
- Price per treatment: \$200,000
- **Peak Sales (20% share):** 400–600 patients \* \$200,000 = **\$80M–\$120M**
- **Peak Sales (30% share):** 600–900 patients \* \$200,000 = **\$120M–\$180M**

### **#### Japan:**

- Eligible patients: 300–500
- 20% share: 60–100 patients treated
- 30% share: 90–150 patients treated
- Price per treatment: \$350,000

- **Peak Sales (20% share):** 60–100 patients \* \$350,000 = **\$21M–\$35M**
- **Peak Sales (30% share):** 90–150 patients \* \$350,000 = **\$31.5M–\$52.5M**

**#### Total Potential Peak Sales Across All Geographies:**

- **20% Share:** \$80M–\$120M (US) + \$72M–\$108M (EU5) + \$80M–\$120M (China) + \$21M–\$35M (Japan) = **\$253M–\$383M**
- **30% Share:** \$120M–\$180M (US) + \$108M–\$162M (EU5) + \$120M–\$180M (China) + \$31.5M–\$52.5M (Japan) = **\$379.5M–\$574.5M**

Thus, the **Potential Peak Sales** for obecabtagene autoleucel in R/R B-ALL across the US, EU5, China, and Japan are approximately:

- **\$253M–\$383M at 20% market share**
- **\$379.5M–\$574.5M at 30% market share**

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

A 1% share corresponds to 1% of the eligible patient population treated with obecabtagene autoleucel in each geography. We calculate the revenue generated by treating 1% of the eligible patients at the assumed pricing.

**#### US:**

- Eligible patients: 1,000–1,500
- 1% share: 10–15 patients
- Price per treatment: \$400,000
- **Value of 1% share:** 10–15 patients \* \$400,000 = **\$4M–\$6M**

**#### EU5:**

- Eligible patients: 1,200–1,800
- 1% share: 12–18 patients
- Price per treatment: \$300,000
- **Value of 1% share:** 12–18 patients \* \$300,000 = **\$3.6M–\$5.4M**

**#### China:**

- Eligible patients: 2,000–3,000
- 1% share: 20–30 patients
- Price per treatment: \$200,000
- **Value of 1% share:** 20–30 patients \* \$200,000 = **\$4M–\$6M**

#### **Japan:**

- Eligible patients: 300–500
- 1% share: 3–5 patients
- Price per treatment: \$350,000
- **Value of 1% share:** 3–5 patients \* \$350,000 = **\$1.05M–\$1.75M**

#### **Total Value of 1% Share Across All Geographies:**

- \$4M–\$6M (US) + \$3.6M–\$5.4M (EU5) + \$4M–\$6M (China) + \$1.05M–\$1.75M (Japan) = **\$12.65M–\$19.15M**

Thus, the **\$ value of a 1% share of treated patients** across the US, EU5, China, and Japan is approximately **\$12.65M–\$19.15M**.

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**\*\*Final Answer\*\***

**1. Potential Peak Sales for Obecabtagene Autoleucel in R/R B-ALL:**

- At 20% market share: **\$253M–\$383M**
- At 30% market share: **\$379.5M–\$574.5M**

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

- **\$12.65M–\$19.15M** across the US, EU5, China, and Japan.

**Note:** These estimates are based on assumptions regarding patient population, pricing, and market penetration. Actual figures may vary depending on real-world data, reimbursement policies, competition (e.g., other CAR-T therapies like Kymriah), and market access challenges. If more specific data on pricing or epidemiology becomes available, these calculations can be refined further.