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Irinotecan Injection

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New Post-Market Forecast - Hierarchy

Product

NAME

Irinotecan Injection

Strength

40mg/2ml

100mg/5ml

20mg/ml

Pack Size (x1 vial)

2ml

5ml

15ml

Market

USA

CAN

✓

EMEA

APAC

✓

HIERARCHY

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New Post-Market Forecast - General Information

TLD

05 - September - 2016

PROJECT ID

3568

OF COMPETITORS

7

NAMES OF COMPETITORS

APP, Hospira, Heritage, Teva, Sandoz, Sagent, Westward

TARGET MARKET SHARE

14%

MARKET SHARE TREND

Constant

Growing at 3%

Falling at --%

MARKET SHARE REVISION PERIOD

6 months

SUBSTITUTION RATE

88%

SUBSTITUTION GROWTH RATE

0.20%

ANNUAL PRICE EROSION

10%

HEIRARCHY

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New Post-Market Forecast - Sources

CURRENT MARKET SIZE

IMS

version/dated

PRICING

Price Rx

version/dated

COGS

SAP

FORECAST

Project based on current mkt. size

COMPETITOR INFO

FDA Orange Book

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New Post-Market Forecast - Sources

CURRENT MARKET SIZE

IPD

▼

version/dated

IMS

IPD ✓

File_Price_2017_v1version/dated

COGS

SAP

FORECAST

Project based on current mkt. size

COMPETITOR INFO

FDA Orange Book

VIEW ALL SOURCES

HEIRARCHY

GENERAL INFO

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GENERATE FORECAST



New Post-Market Forecast - Sources

CURRENT MARKET SIZE

IMS version/dated

FORECAST

Project based on current mkt. size

PRICING

File_Price_2017_v1 version/dated

PRICERx

FILE_PRICE_2017_V1 ✓

FILE_PRICE_2016_V9

COMPETITOR INFO

FDA Orange Book

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HEIRARCHY

GENERAL INFO

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←

New Post-Market Forecast - Sources

CURRENT MARKET SIZE

IMS

version/dated

PRICING

File_Price_2017_v1

version/dated

COGS

SAP

FORECAST

Project based on current mkt. size

PROJECT BASED ON CURRENT MKT SIZE

DATA-MONITOR

SAP

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HEIRARCHY

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GENERATE FORECAST



New Post-Market Forecast - Sources

FORECAST

Project based on current mkt. size

COMPETITOR INFO

IMS ✓

FDA ORANGE BOOK

IMS ✓

SAP

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GENERATE FORECAST

New Post-Market Forecast - Units

	Strength	Pack Size	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Total
Trend			0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	
Sub Rate			100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
APO Market Share			10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	
Total Units	40mg/2mL	2mL (x1 Vial)	31,783	31,863	31,942	32,022	32,102	32,182	32,263	32,343	32,424	32,505	32,587	32,668	386,685
Generic Units			31,783	31,863	31,942	32,022	32,102	32,182	32,263	32,343	32,424	32,505	32,587	32,668	386,685
APO Units			3,178	3,186	3,194	3,202	3,210	3,218	3,226	3,234	3,242	3,251	3,259	3,267	38,669
APO Pipeline			-												
Total Units	100mg/5mL	5mL (x1 Vial)	83,828	84,038	84,248	84,458	84,669	84,881	85,093	85,306	85,519	85,733	85,948	86,162	1,019,884
Generic Units			83,828	84,038	84,248	84,458	84,669	84,881	85,093	85,306	85,519	85,733	85,948	86,162	1,019,884
APO Units			8,383	8,404	8,425	8,446	8,467	8,488	8,509	8,531	8,552	8,573	8,595	8,616	101,988
APO Pipeline			-												

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RE-GENERATE

Products Affected - Description

5% DEXTROSE INJECTION, BBRAUN

250 mL PVC/DEHP-free bag, 1 count (NDC 00264-7510-20)
500 mL PVC/DEHP-free bag, 1 count (NDC 00264-7510-10)
1000 mL PVC/DEHP-free bag, 1 count (NDC 00264-7510-00)

5% DEXTROSE INJECTION, BAXTER

250 mL PVC/DEHP-free bag, 40 count (NDC 00338-6346-02)
500 mL PVC/DEHP-free bag, 1 count (NDC 00338-6346-03)

5% DEXTROSE INJECTION, ICU MEDICAL

250 mL PVC/DEHP-free bag, 24 count (NDC 00409-7922-25)

Available Products

5% DEXTROSE INJECTION, ICU MEDICAL

100 mL PVC/DEHP-free bag, 60 count (NDC 00409-7923-11)

5% DEXTROSE, ICU MEDICAL

50 mL PVC/DEHP-free bag, 60 count (NDC 00409-7923-06)

Estimated Resupply Dates

BBraun has 5% dextrose 250 mL, 500 mL, and 1,000 mL PVC/DEHP-free bags on allocation.

Baxter has 5% dextrose 250 mL and 500 mL PVC/DEHP-free bags on back order and the company cannot estimate a release date.

ICU Medical has 5% dextrose 250 mL PVC/DEHP-free bags on intermittent back order and the company is releasing product as it becomes available.



New Post-Market Forecast - Financials

Strength	Pack Size		Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Total	Average Price
40mg/2mL	2mL (x1 Vial)	Finished Goods	3,178	3,186	3,194	3,202	3,210	3,218	3,226	3,234	3,242	3,251	3,259	3,267	38,669	
		ASP\$	\$ 5.22	\$ 5.20	\$ 5.17	\$ 5.15	\$ 5.12	\$ 5.09	\$ 5.07	\$ 5.04	\$ 5.02	\$ 4.99	\$ 4.97	\$ 4.94		\$ 5.08
		Gross Revenue	\$ 16,603	\$ 16,561	\$ 16,520	\$ 16,478	\$ 16,437	\$ 16,395	\$ 16,354	\$ 16,313	\$ 16,272	\$ 16,231	\$ 16,190	\$ 16,150	\$ 196,504	
		SR&A @ 15%	\$ 2,490	\$ 2,484	\$ 2,478	\$ 2,472	\$ 2,465	\$ 2,459	\$ 2,453	\$ 2,447	\$ 2,441	\$ 2,435	\$ 2,429	\$ 2,422	\$ 29,476	
		Net Revenue	\$ 14,112	\$ 14,077	\$ 14,042	\$ 14,006	\$ 13,971	\$ 13,936	\$ 13,901	\$ 13,866	\$ 13,831	\$ 13,797	\$ 13,762	\$ 13,727	\$ 167,028	
		COGs	\$ 3.60	\$ 3.60	\$ 3.60	\$ 3.60	\$ 3.60	\$ 3.60	\$ 3.60	\$ 3.60	\$ 3.60	\$ 3.60	\$ 3.60	\$ 3.60		
		Extended COGs	\$ 11,442	\$ 11,471	\$ 11,499	\$ 11,528	\$ 11,557	\$ 11,586	\$ 11,615	\$ 11,644	\$ 11,673	\$ 11,702	\$ 11,731	\$ 11,761	\$ 139,207	
		Net Margin	\$ 2,671	\$ 2,606	\$ 2,542	\$ 2,478	\$ 2,414	\$ 2,350	\$ 2,286	\$ 2,222	\$ 2,158	\$ 2,095	\$ 2,031	\$ 1,967	\$ 27,822	
100mg/5mL	5mL (x1 Vial)	Finished Goods	8,383	8,404	8,425	8,446	8,467	8,488	8,509	8,531	8,552	8,573	8,595	8,616	101,988	
		ASP\$	\$ 11.32	\$ 11.26	\$ 11.20	\$ 11.15	\$ 11.09	\$ 11.04	\$ 10.98	\$ 10.93	\$ 10.87	\$ 10.82	\$ 10.76	\$ 10.71		\$ 11.01
		Gross Revenue	\$ 94,859	\$ 94,621	\$ 94,383	\$ 94,146	\$ 93,909	\$ 93,673	\$ 93,438	\$ 93,203	\$ 92,969	\$ 92,735	\$ 92,502	\$ 92,270	\$ 1,122,708	
		SR&A @ 15%	\$ 14,229	\$ 14,193	\$ 14,157	\$ 14,122	\$ 14,086	\$ 14,051	\$ 14,016	\$ 13,980	\$ 13,945	\$ 13,910	\$ 13,875	\$ 13,840	\$ 168,406	
		Net Revenue	\$ 80,630	\$ 80,428	\$ 80,225	\$ 80,024	\$ 79,823	\$ 79,622	\$ 79,422	\$ 79,223	\$ 79,024	\$ 78,825	\$ 78,627	\$ 78,429	\$ 954,302	
		COGs	\$ 6.60	\$ 6.60	\$ 6.60	\$ 6.60	\$ 6.60	\$ 6.60	\$ 6.60	\$ 6.60	\$ 6.60	\$ 6.60	\$ 6.60	\$ 6.60		
		Extended COGs	\$ 55,327	\$ 55,465	\$ 55,604	\$ 55,743	\$ 55,882	\$ 56,022	\$ 56,162	\$ 56,302	\$ 56,443	\$ 56,584	\$ 56,725	\$ 56,867	\$ 673,124	
		Net Margin	\$ 25,304	\$ 24,963	\$ 24,622	\$ 24,281	\$ 23,941	\$ 23,601	\$ 23,261	\$ 22,921	\$ 22,581	\$ 22,241	\$ 21,902	\$ 21,562	\$ 281,178	
20mg/mL	15mL (x1 Vial)	Finished Goods	-	-	-	-	-	-	-	-	-	-	-	-	-	
		ASP\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		\$ -
		Gross Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		SR&A @ 15%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		Net Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		COGs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
		Extended COGs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		Net Margin	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

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