

Impact of New Drugs... One year later

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Key Messages

- **New drugs have a large uptake in the first year after introduction...and beyond**
- **New drugs take the place of older drugs**
- **Drugs have a cumulative effect for years after introduction**



Objectives

- **Present the uptake of new drugs after one year of marketing**
- **Illustrate how new drugs affect the utilization of competitor drugs**
- **Compare data for new drugs with Drug Trends Report**



New Drugs Approved by Health Canada 1998 - 2002

Total = 145

New Drug Entities

2002

25

2001

26

2000

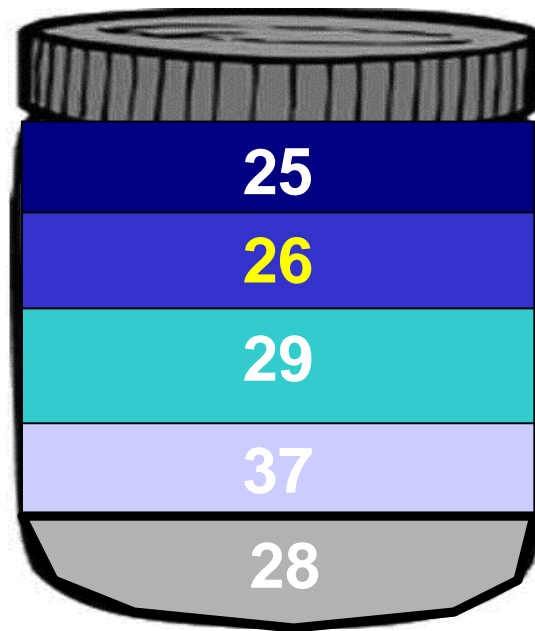
29

1999

37

1998

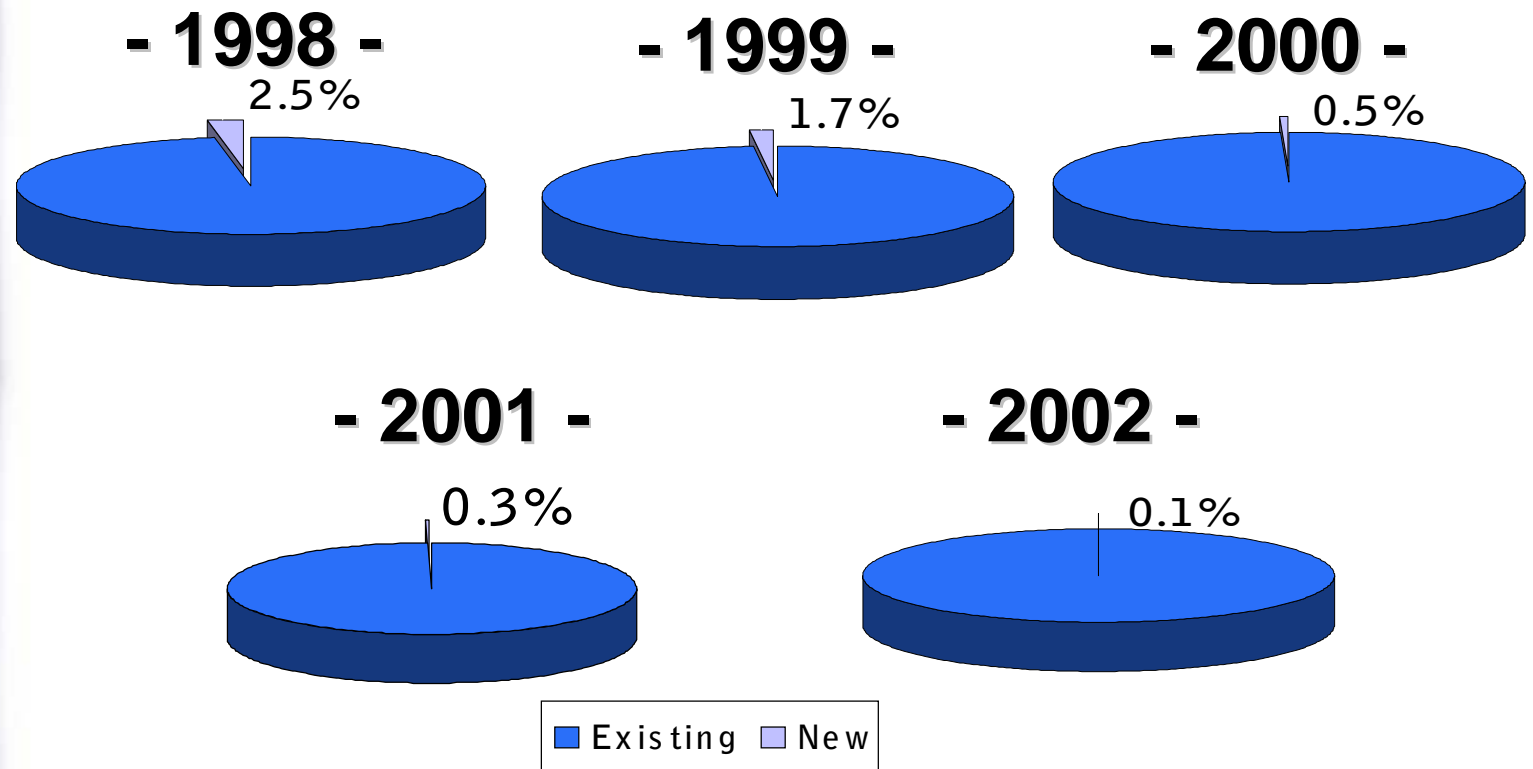
28



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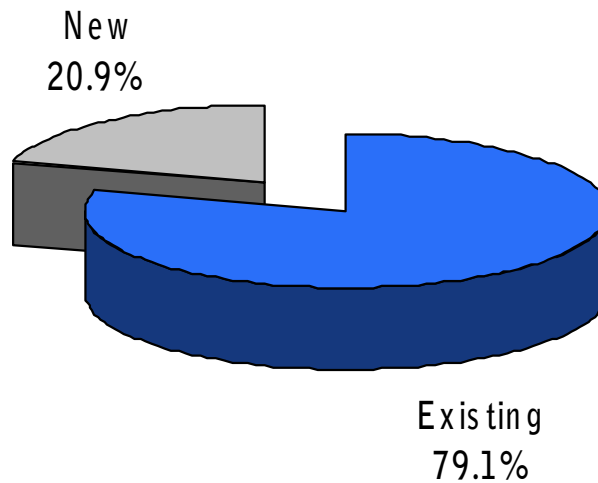
Share of Expenditures by Drug Type



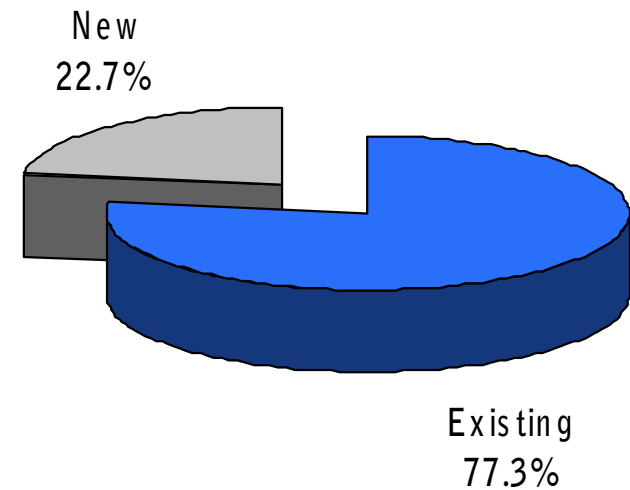


Share of Expenditures of Drugs Introduced from 1997 - 2002

- 1997 to 2001 -



- 1997 to 2002 -





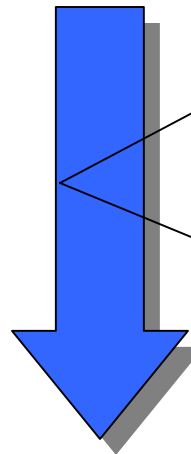
Background Information New Drugs Study

- **Actual ESI Canada prescription claims**
- **Retail pharmacy claims**
- **Ingredient costs (allowable)**
- **Data reported on an aggregate basis**
- **Drugs marketed in 2001**



New Drugs Approved in Canada in 2001

New Drugs **26**



- Drugs not available in 2001 (7)
- Hospital drugs (5)

Drugs Analyzed **14**



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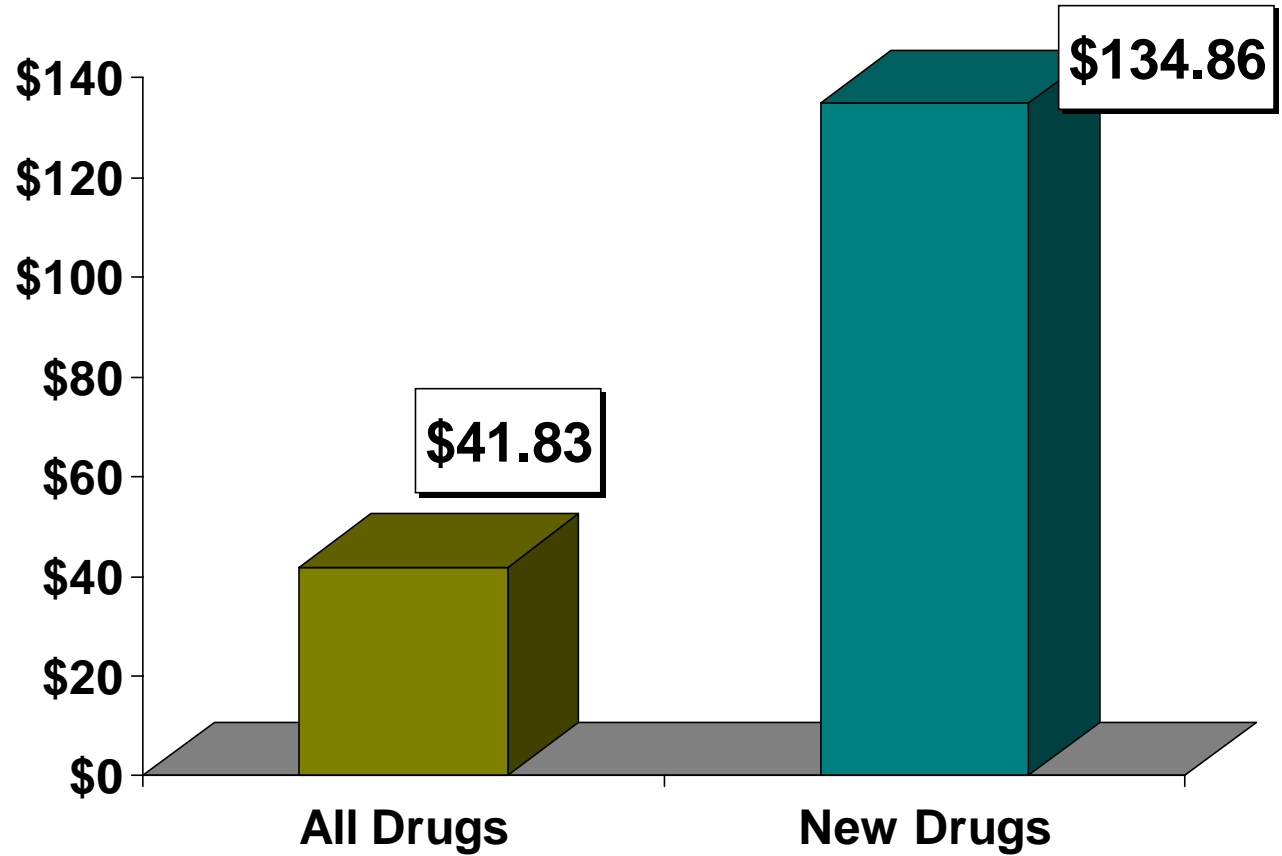


New Drugs Approved in Canada in 2001

Classification	Number (14)
Infections	5
Central Nervous System	3
Cancer	1
Gastrointestinal	1
Transplant	1
Inflammatory Conditions	1
Eye Disorders	1
Allergy	1

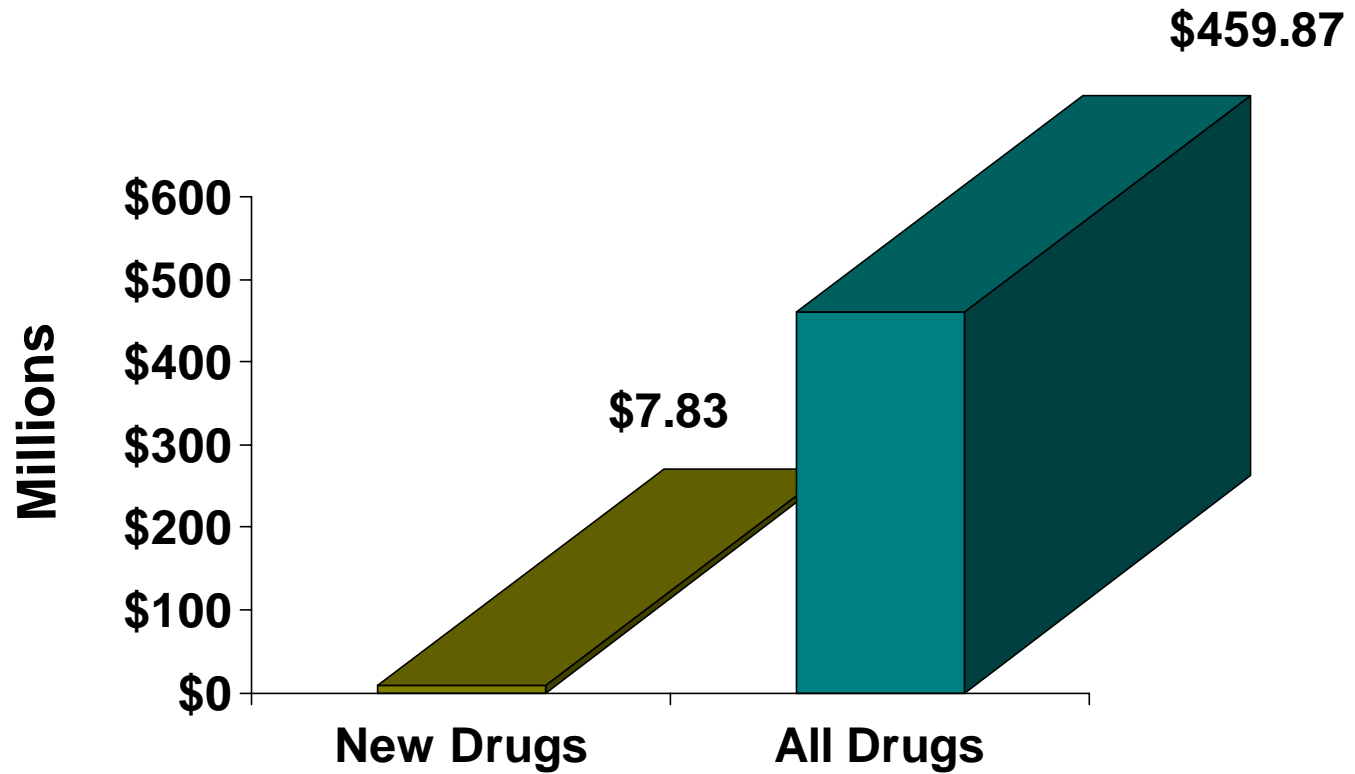


Average Ingredient Cost Per Prescription



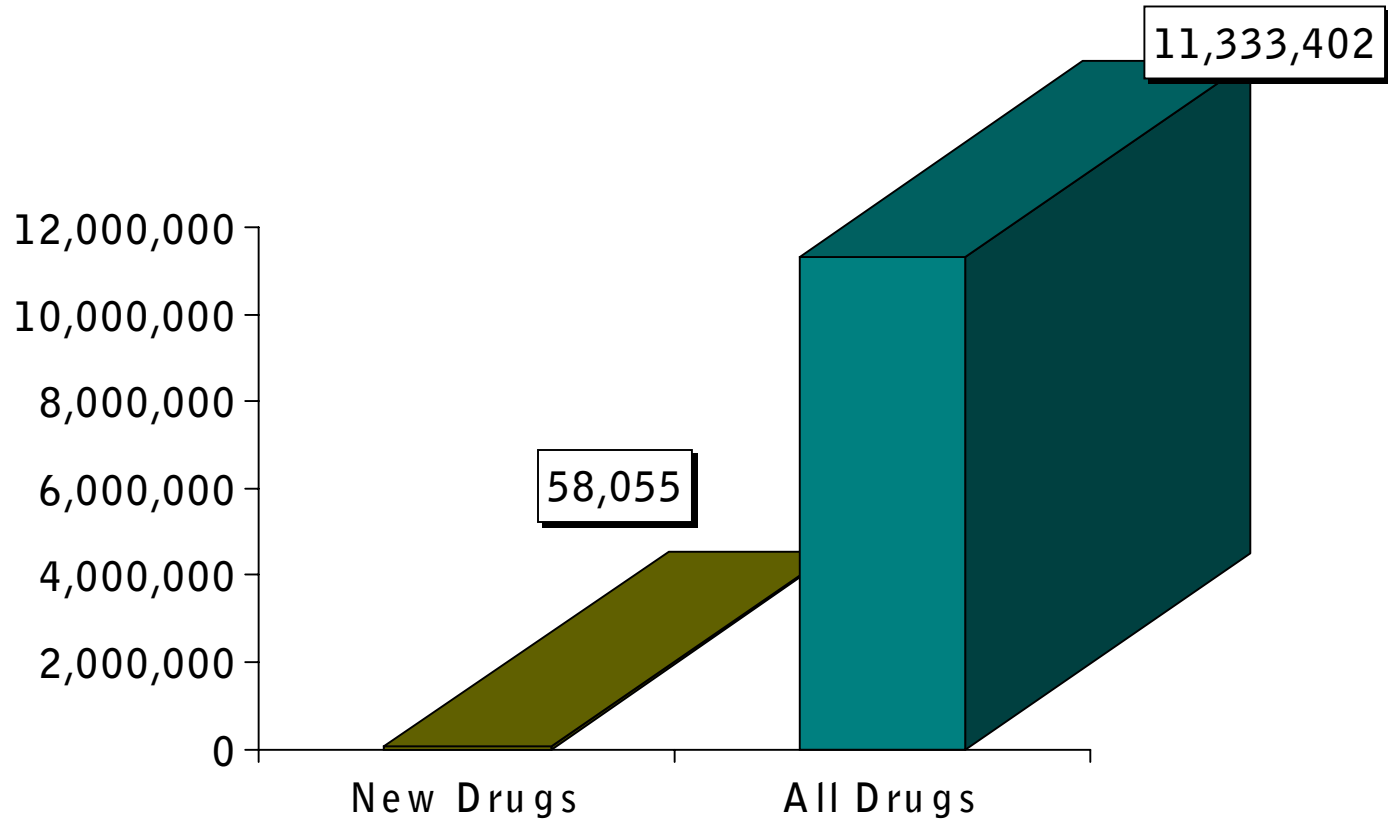


Total New Drug Ingredient Costs - Introduced in 2001- -One year after first claim-





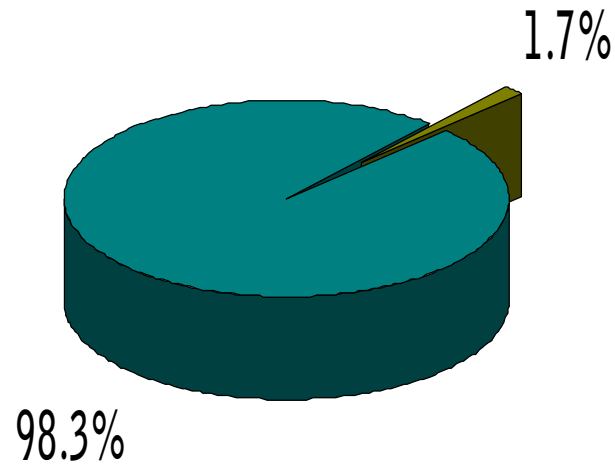
Total New Drug Prescriptions - Introduced in 2001- -One year after first claim-



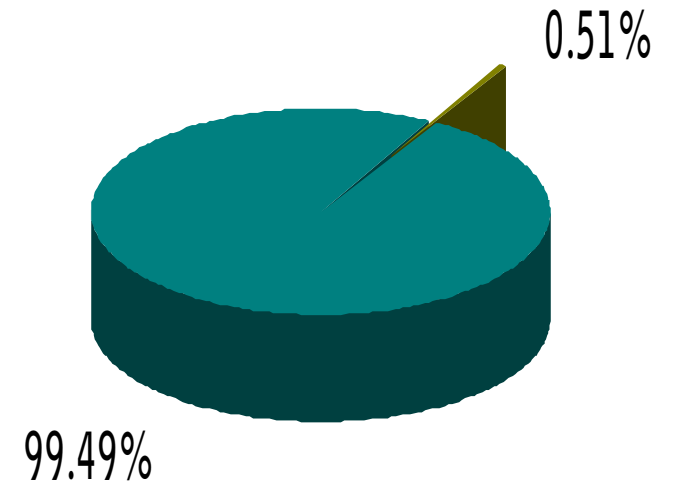


Percentage of ESI Canada Claims -One year after first claim-

Ingredient Costs



Number of Rx's

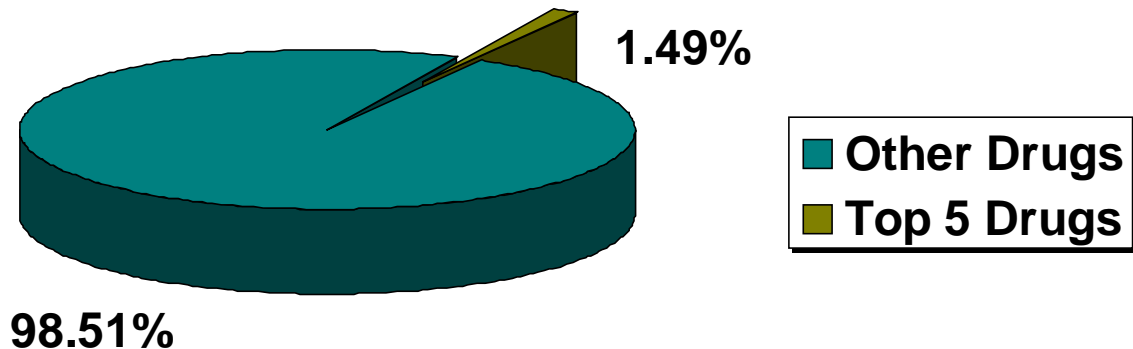


■ New Drugs ■ Other Drugs



Individual Drugs at a Glance: The Big Five -One year after first claim-

**% Ingredient Costs
(ESI Canada Claims)**

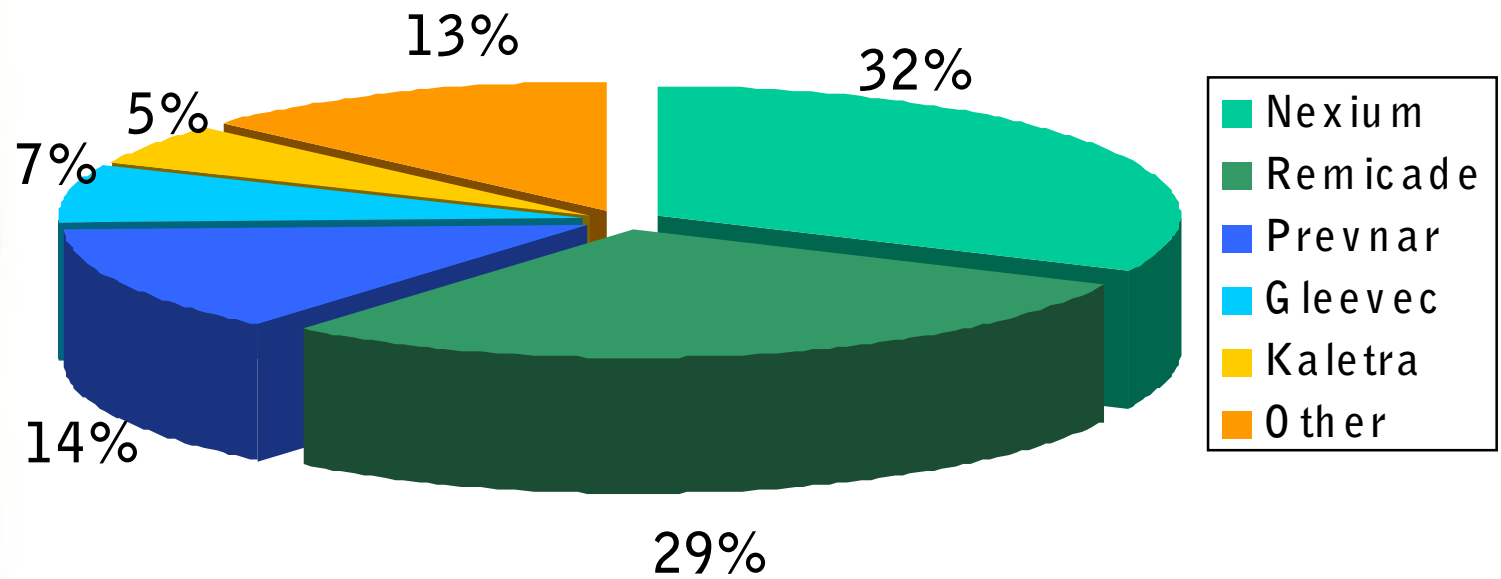


Drug	% of BOB
Nexium	0.54
Remicade	0.49
Prevnar	0.24
Gleevec	0.12
Kaletra	0.10



Individual Drugs at a Glance: The Big Picture -One year after first claim-

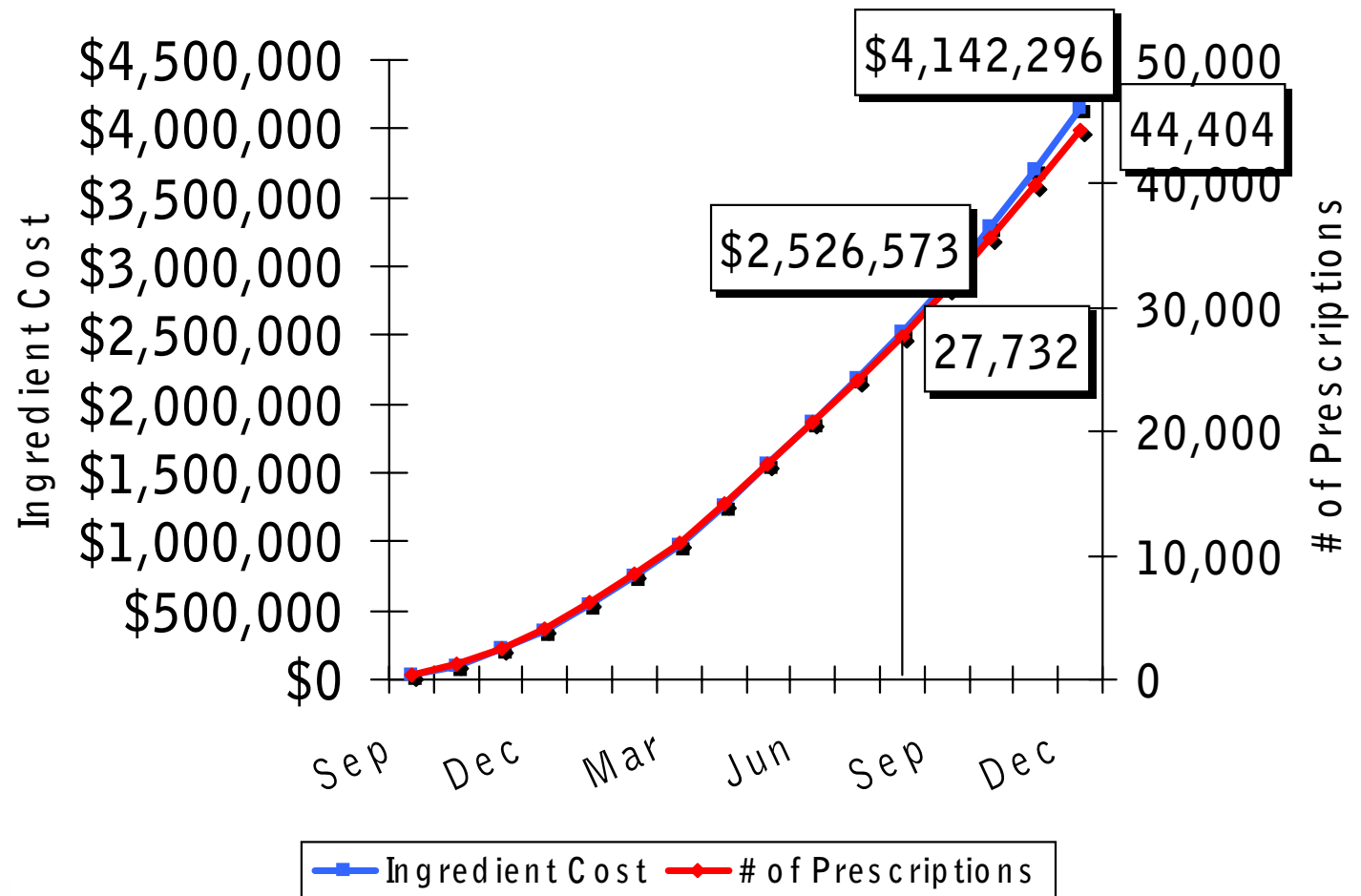
% of Ingredient Cost
(New Drugs)*



* % out of 1.7% for new drugs



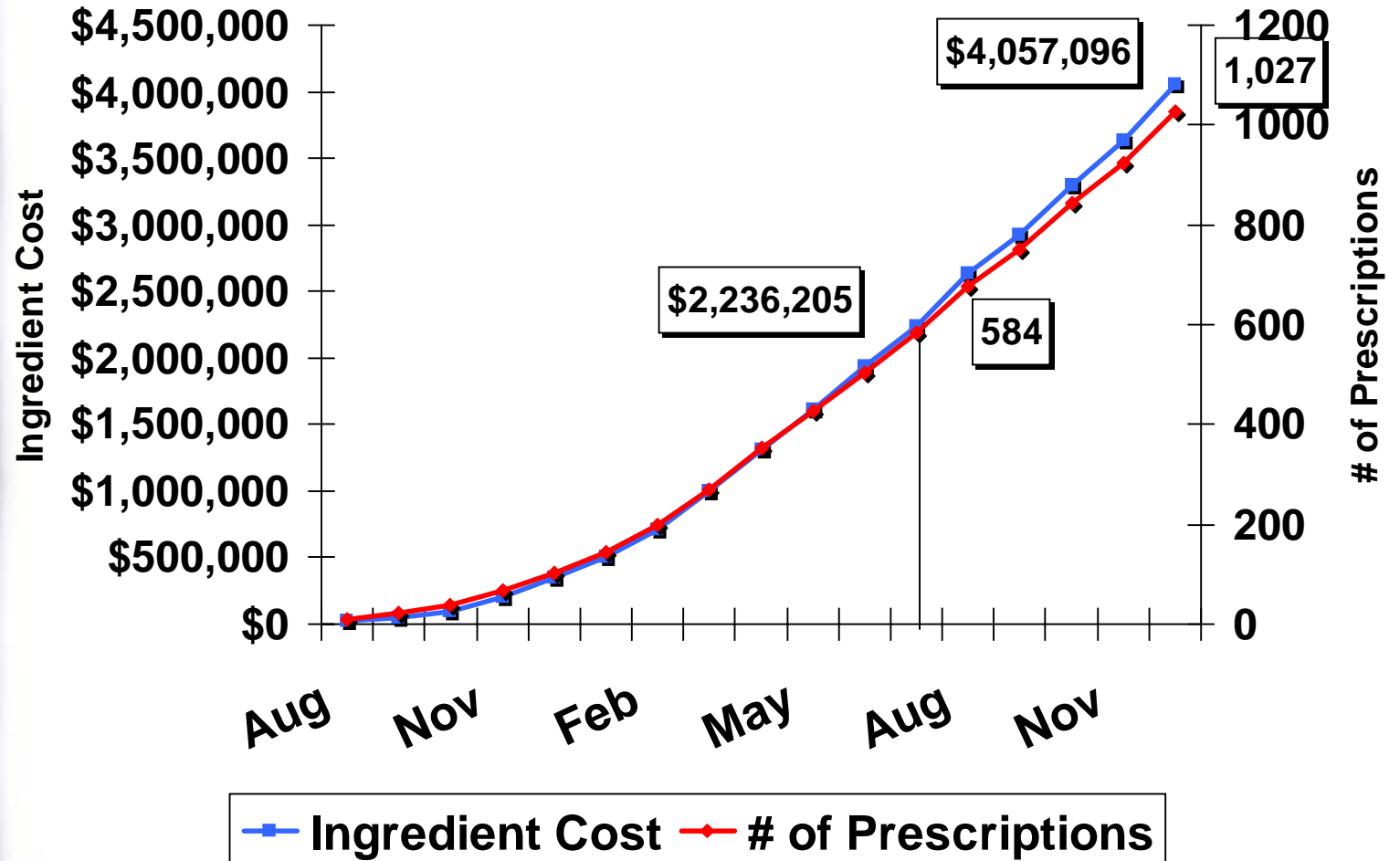
Nexium



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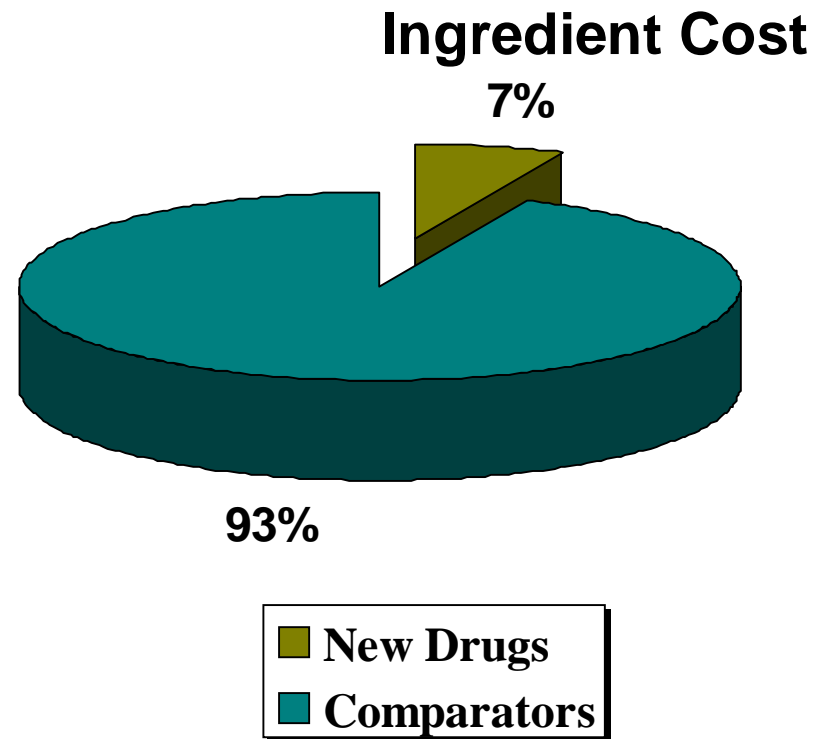
Remicade





All New Drugs as a Percentage of all Comparators

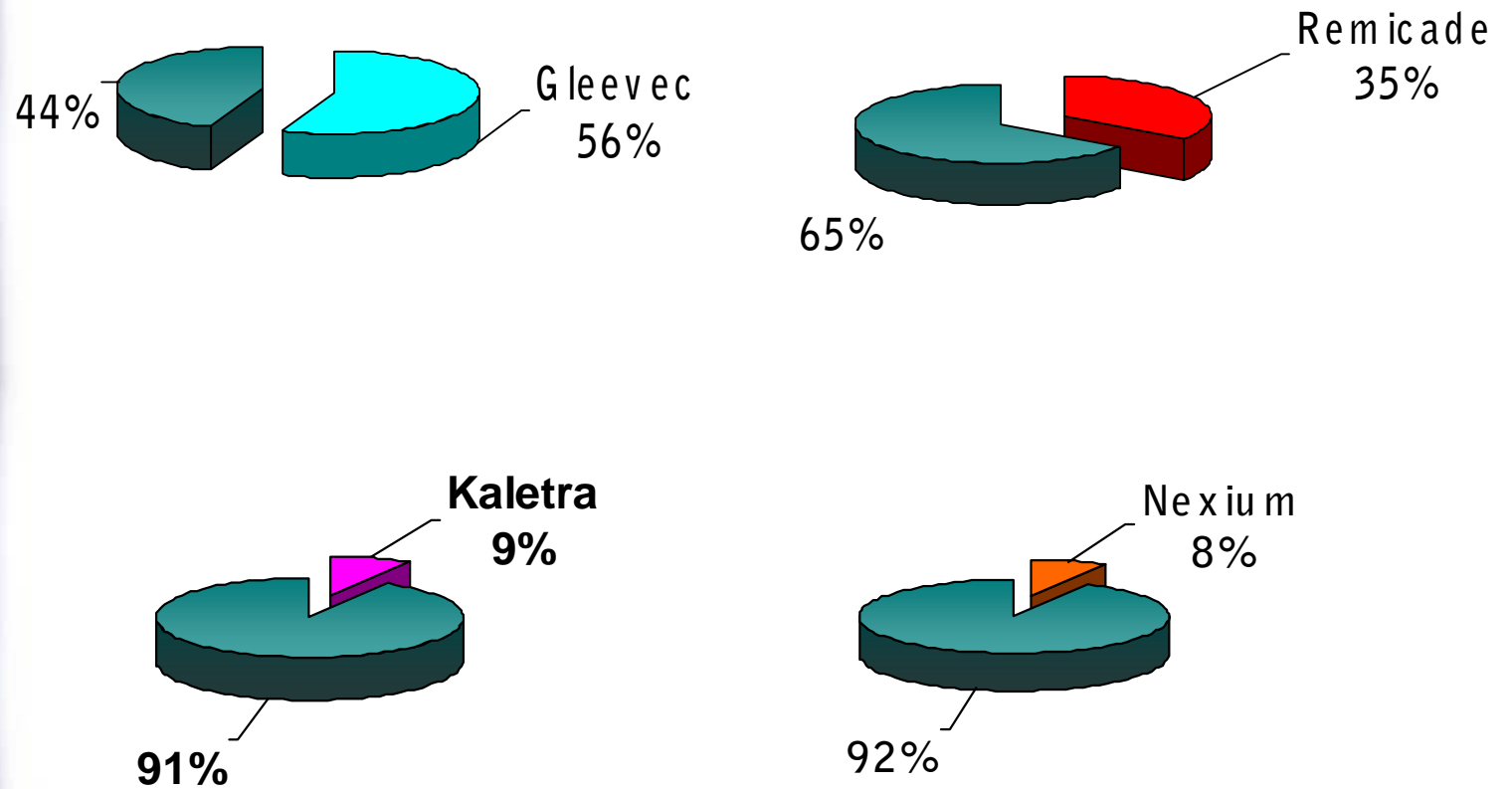
-One year after first claim-





New Drugs & Their Comparators: Individual Examples

-One year after first claim-

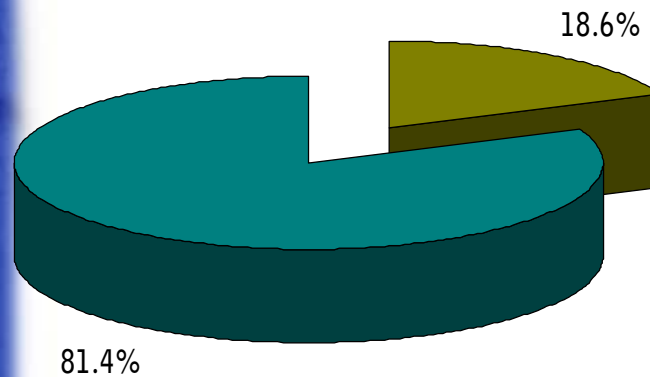




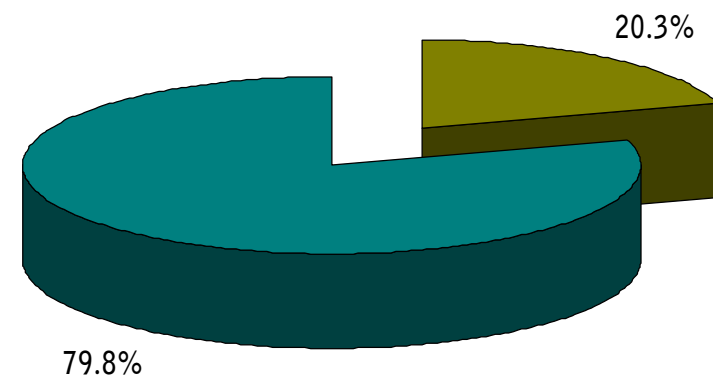
Comparator Drugs as a Percentage of ESI Canada Claims

-Ingredient Costs-

1 Year BEFORE 1st Claim



1 Year AFTER 1st Claim



■ All Comparators ■ Other Drugs



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Questions?

