



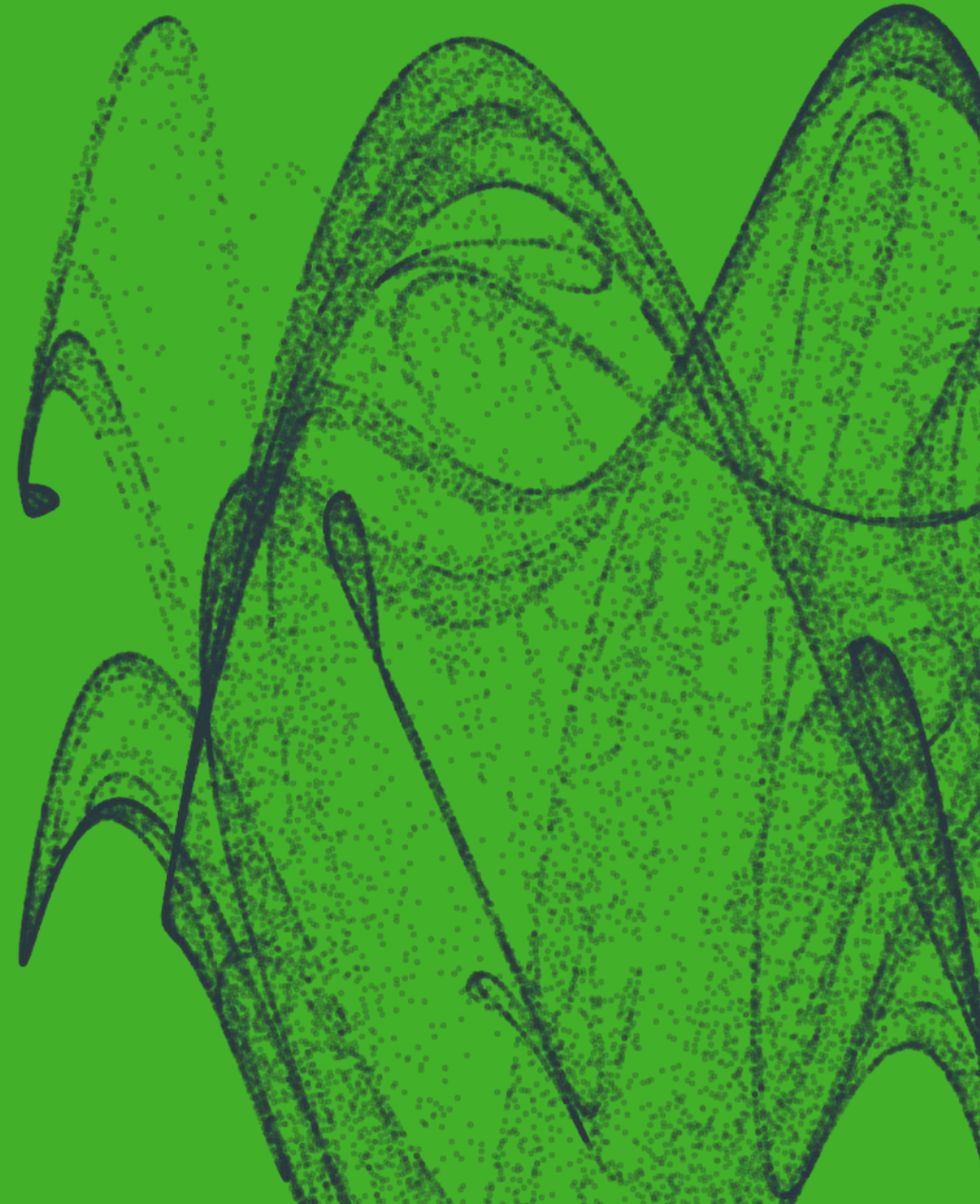
# Global Pharma Market Dynamics and Trends: More Patients Receiving Better Medicines

**IQVIA WORLD REVIEW ARGENTINA**

**May 30, 2024**

**Xavier Valdez – General Manager SOLA**

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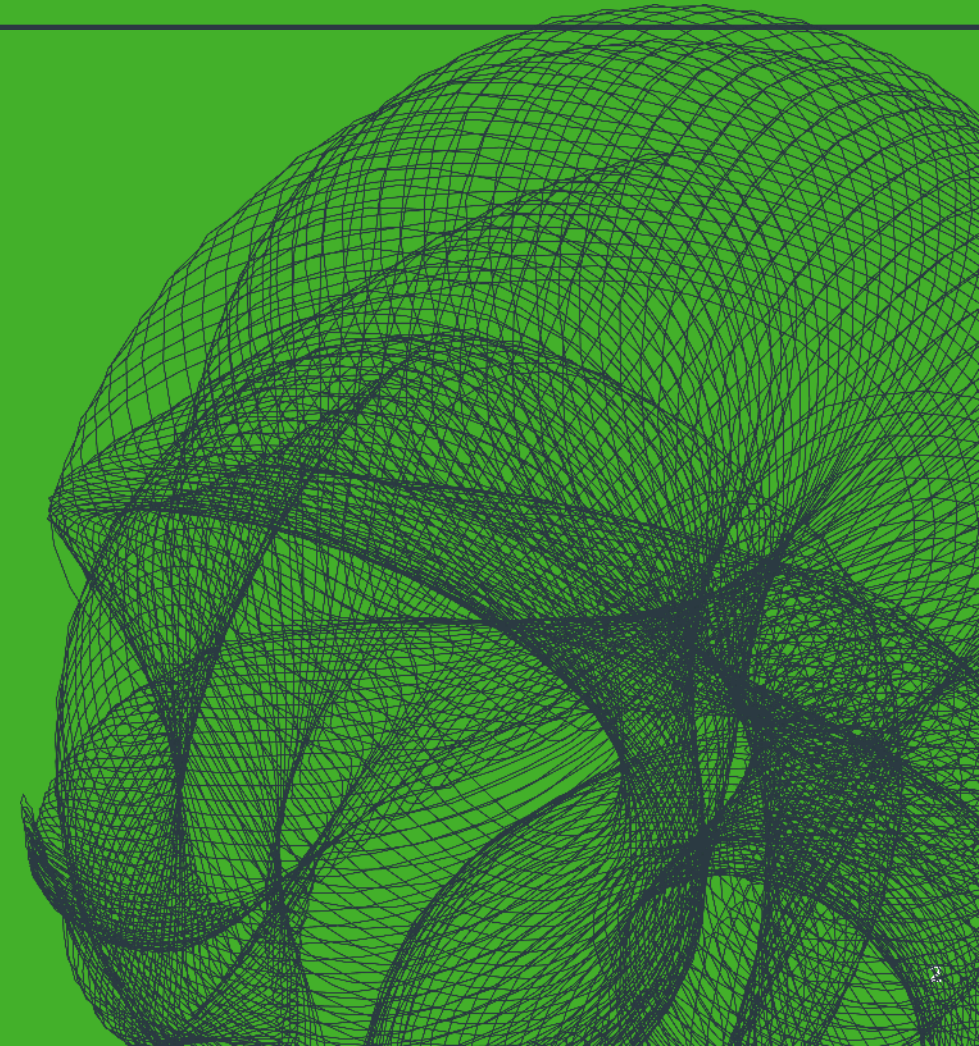


# Global Market Trends 2024



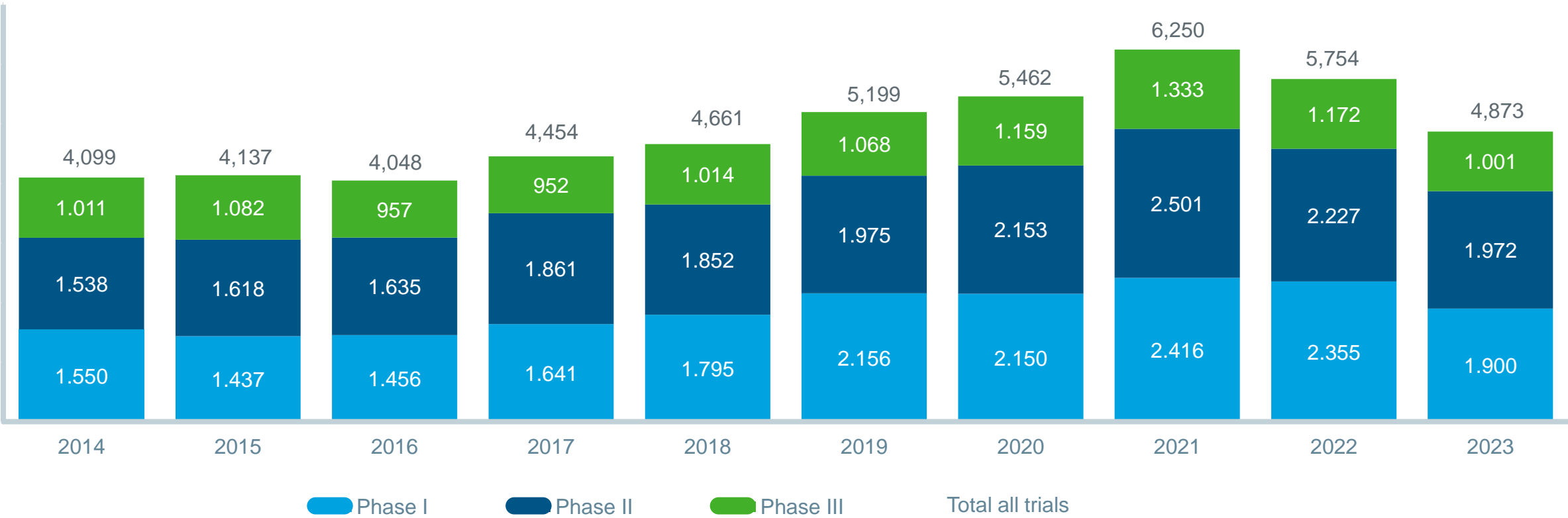


# Reset in clinical development



# Total clinical trial starts decreased by 15% in 2023, dipping below pre-pandemic levels as research activities reset

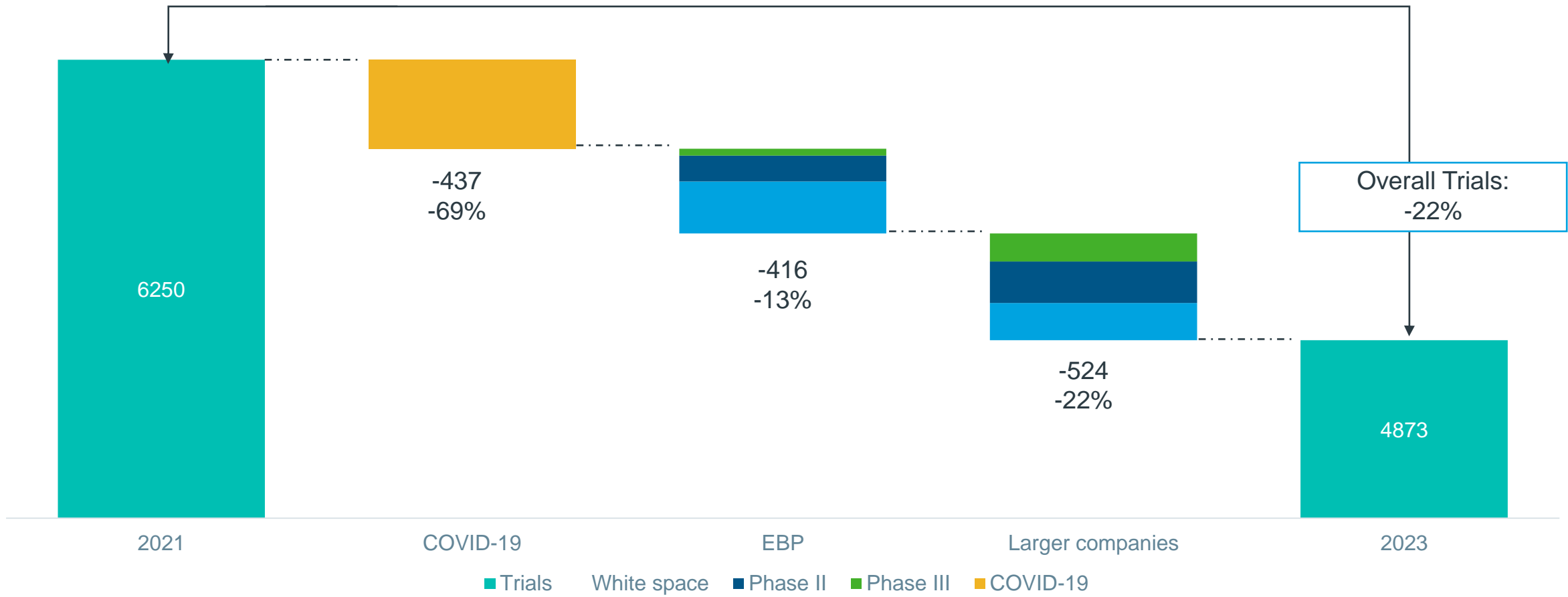
Total number of clinical trial starts by phase, 2014–2023



Source: Citeline Trialrove, Jan 2024. Global Trends in R&D: Overview through 2023. Report by the IQVIA Institute for Human Data Science. All information contained in this material is intellectual property of IQVIA Brazil and protected by copyright and other protective laws. Reproduction of the information is strictly prohibited, unless previously authorized in writing by IQVIA Brazil.

# Trial starts declined 22% since 2021 impacting emerging biopharma more than larger companies

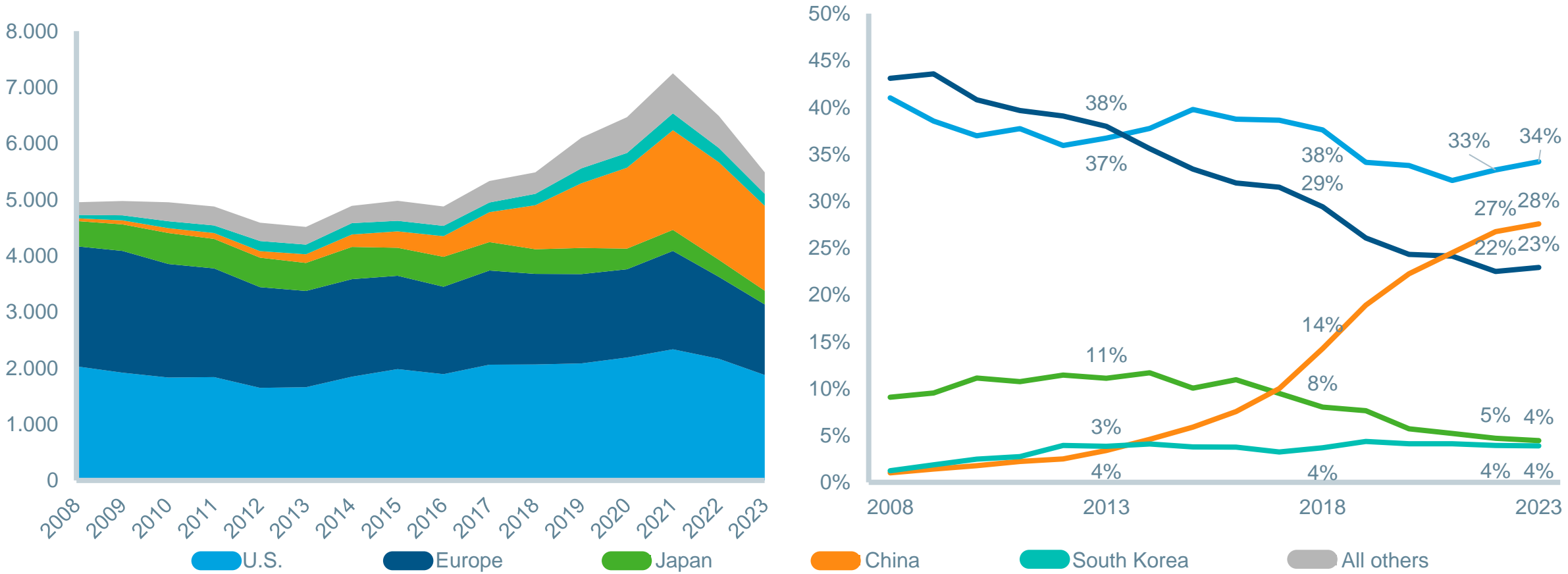
Change in Industry Interventional Trials between 2021 and 2023



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# Trial starts from China-headquartered companies have risen to 28% of trial starts from 3% a decade ago

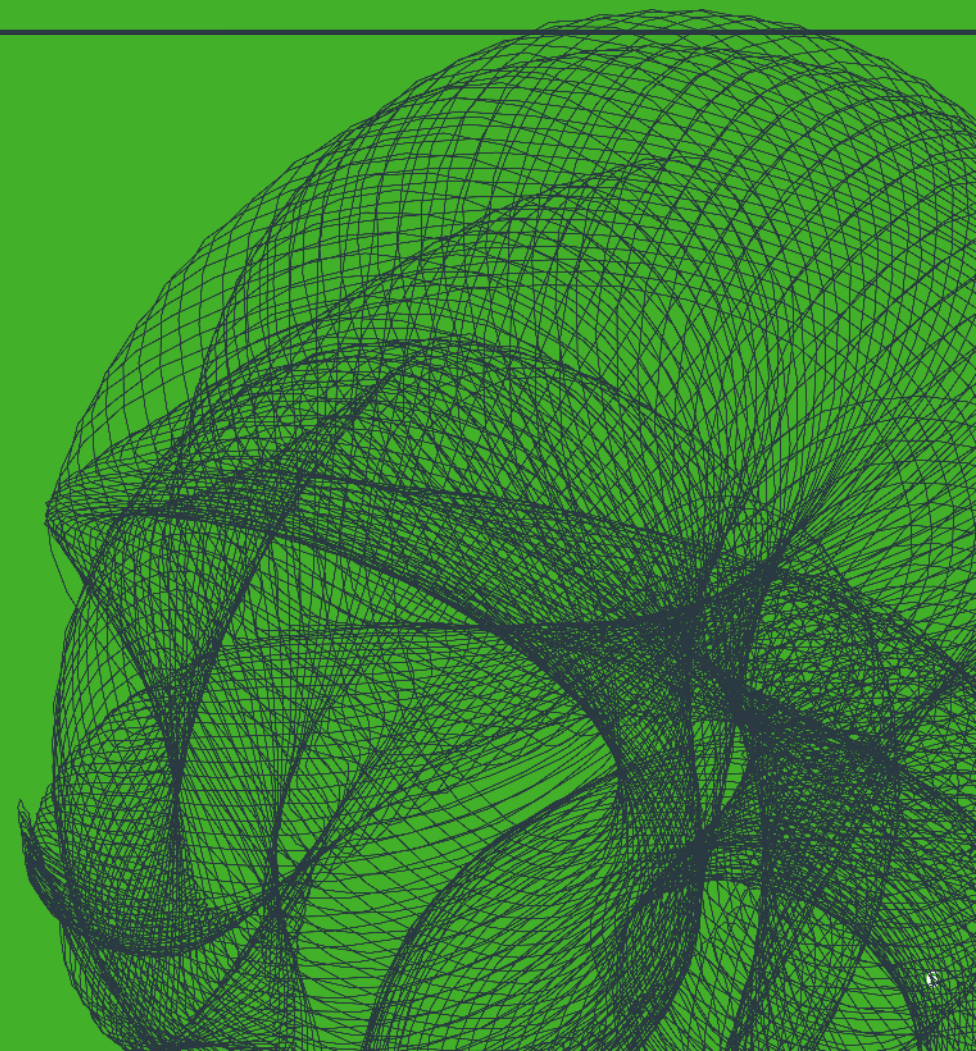
Number of Phase I to III trial starts based on company headquarters location, 2008–2023



Source: Citeline Trialrove, Jan 2024; IQVIA Institute, Jan 2024. Global Trends in R&D: Overview through 2023. Report by the IQVIA Institute for Human Data Science. All information contained in this material is intellectual property of IQVIA Brazil and protected by copyright and other protective laws. Reproduction of the information is strictly prohibited, unless previously authorized in writing by IQVIA Brazil.

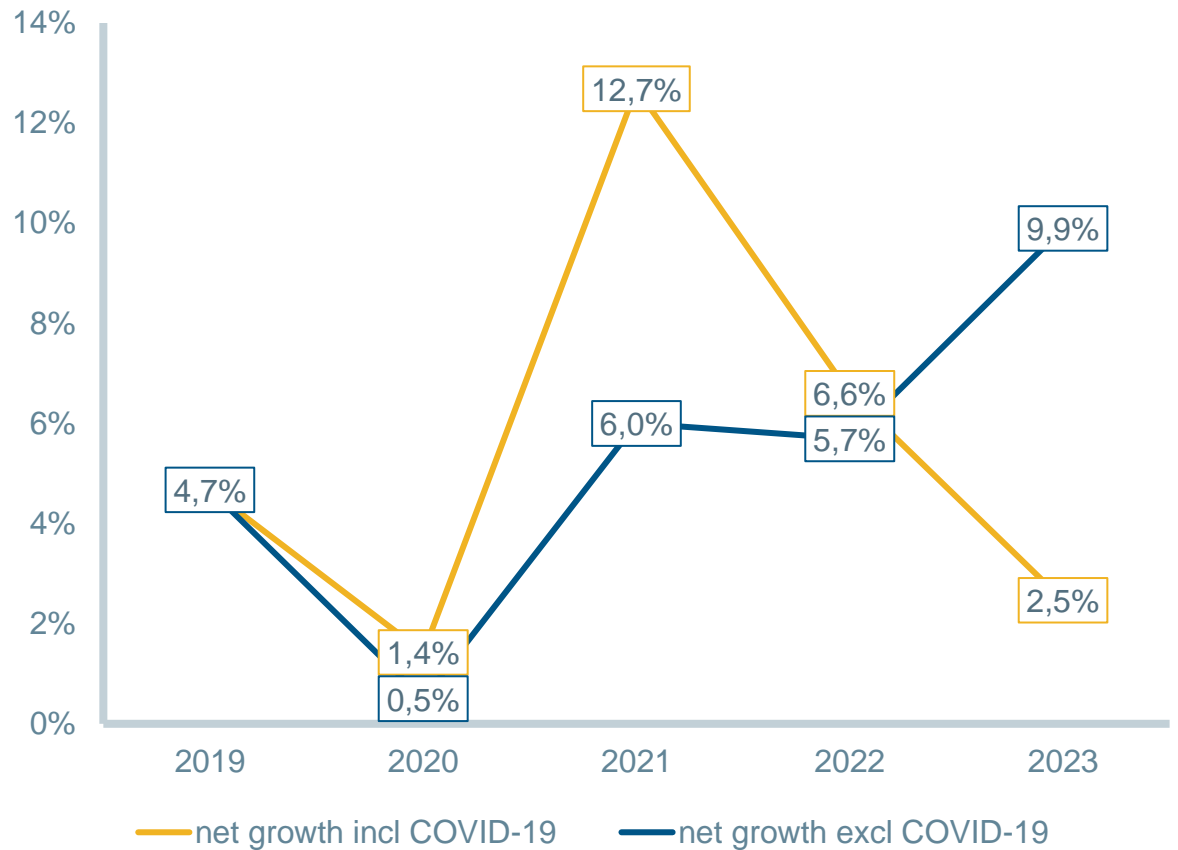
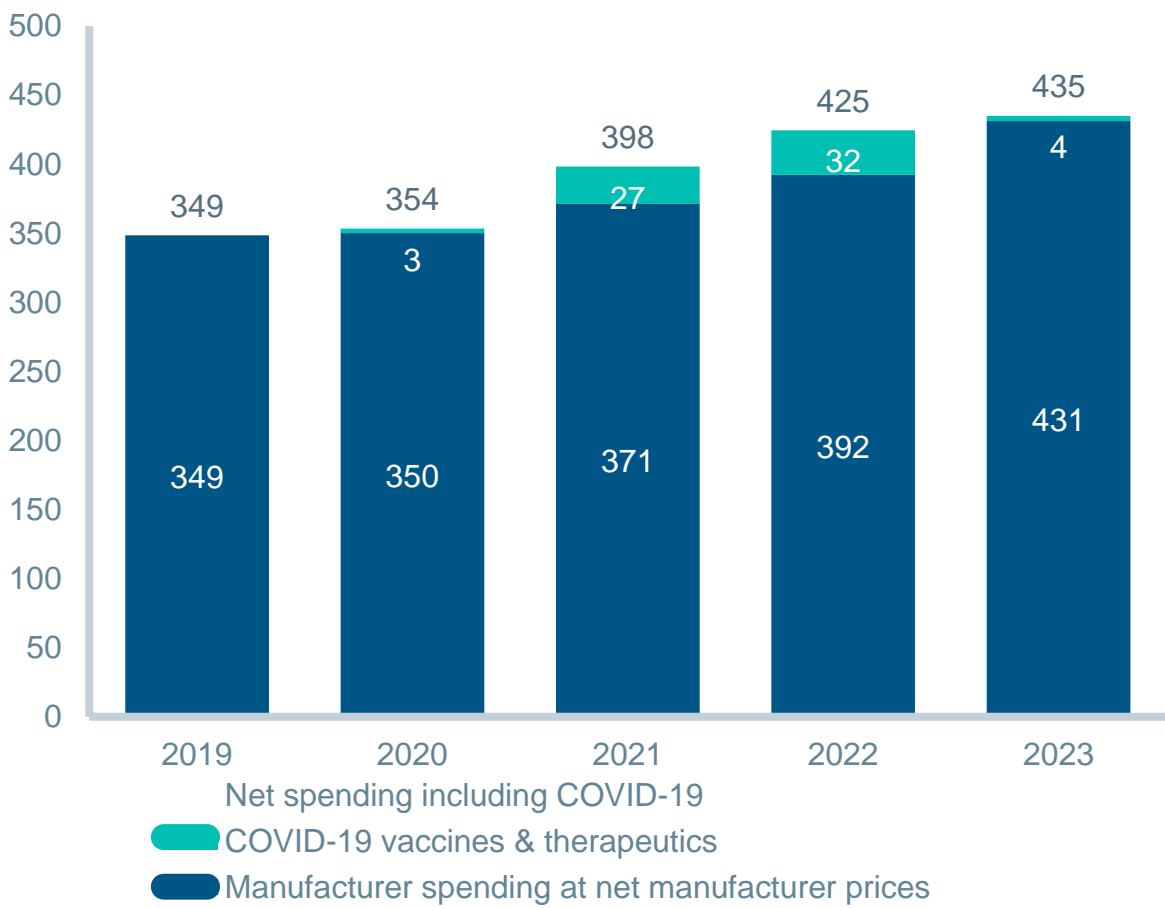


# High growth in U.S. market



# The U.S. net market grew by 9.9% in 2023 – excluding the impact of COVID-19 vaccines and therapeutics

*U.S. medicine spending at estimated net manufacturer prices, 2018–2023, US\$Bn*

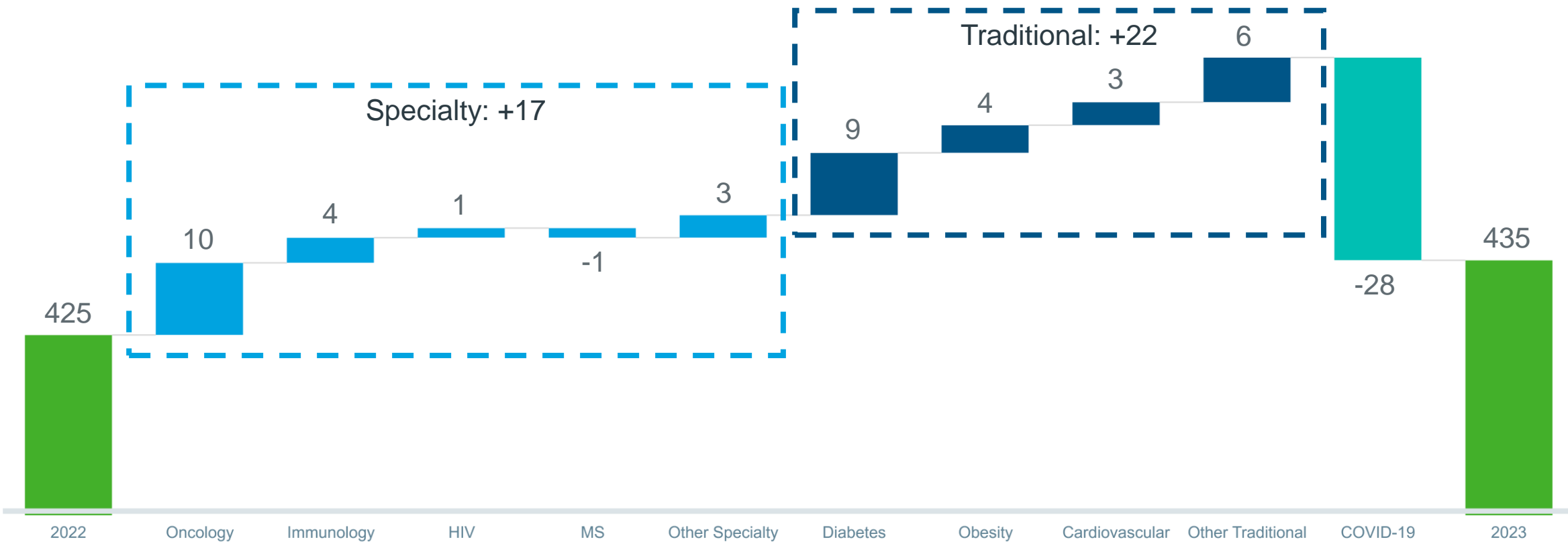


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# Spending growth in 2023 driven by oncology, diabetes, obesity and immunology and offset by COVID-19

Drivers of net manufacturer revenue growth 2023, US\$Bn

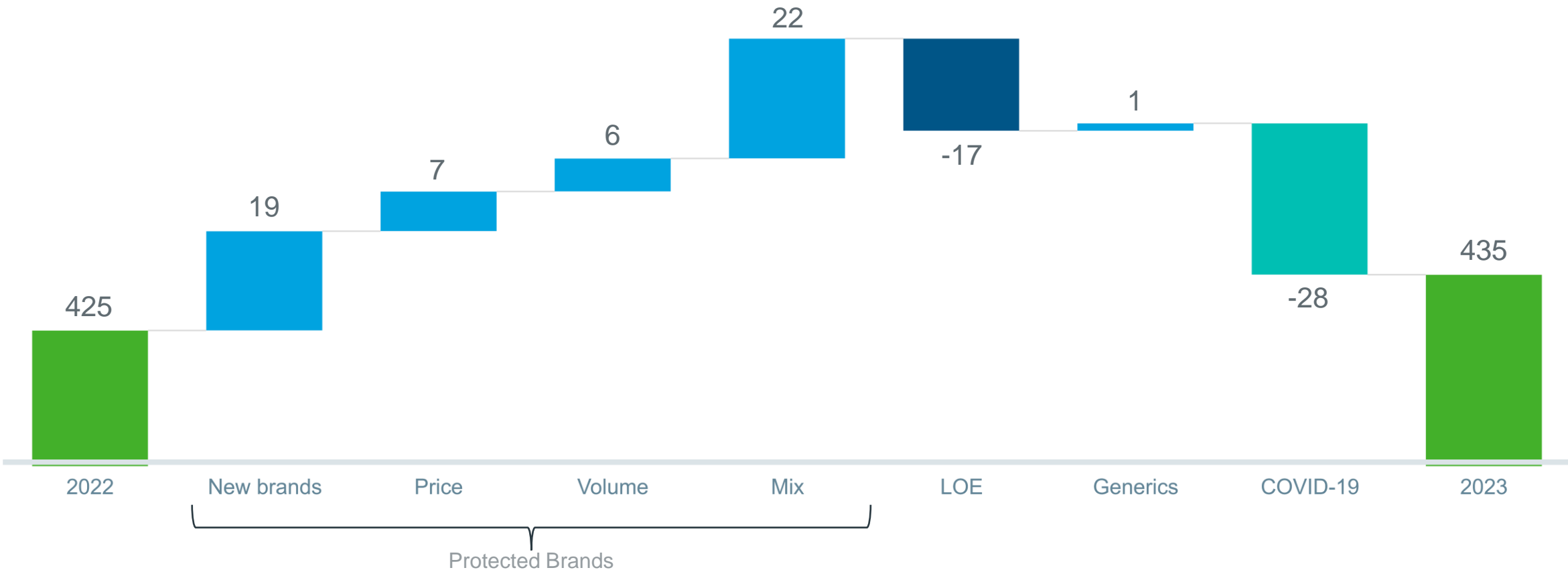


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# Spending grew \$10.4Bn in 2023 from new brands and more use of more expensive medicines and offset by COVID-19 and expiries

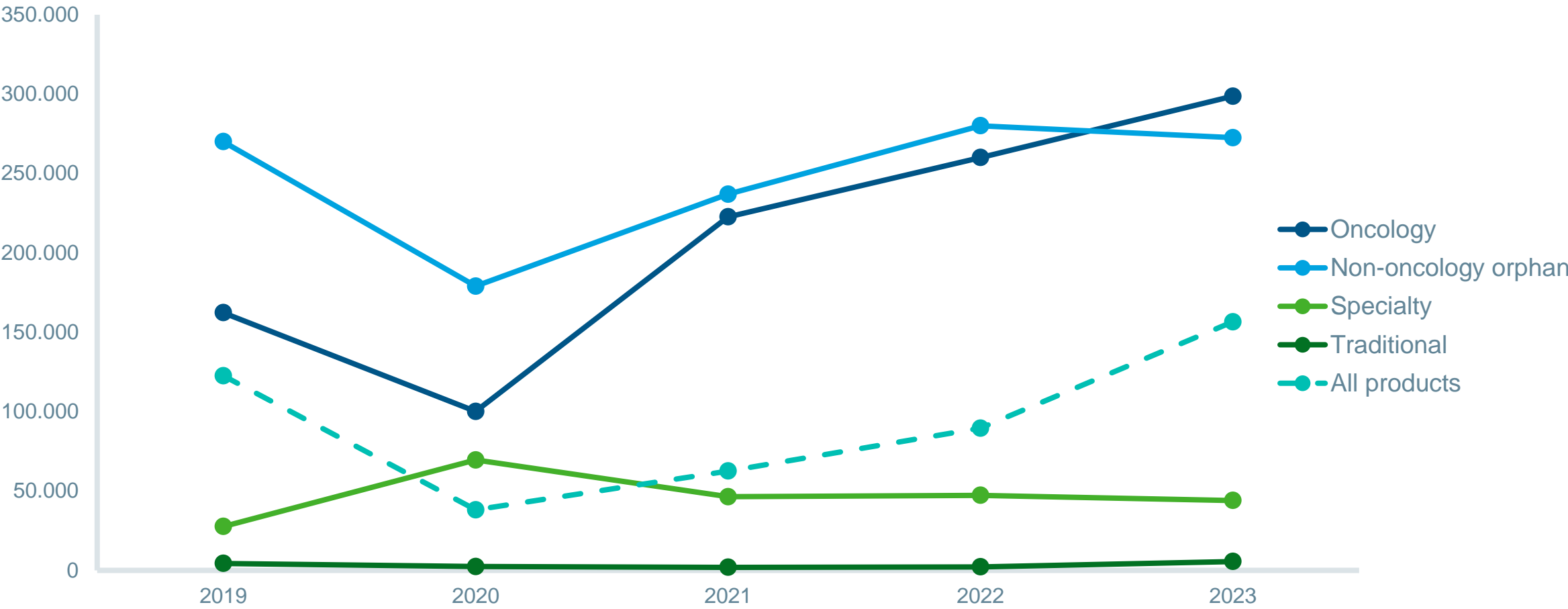
*Spending and growth at estimated net manufacturer prices 2022–2023, all channels, US\$Bn*



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# Median annual costs of new medicines have been rising, particularly in oncology and rare diseases

Median annual cost of treatment at launch for brands US\$, 2018–2023



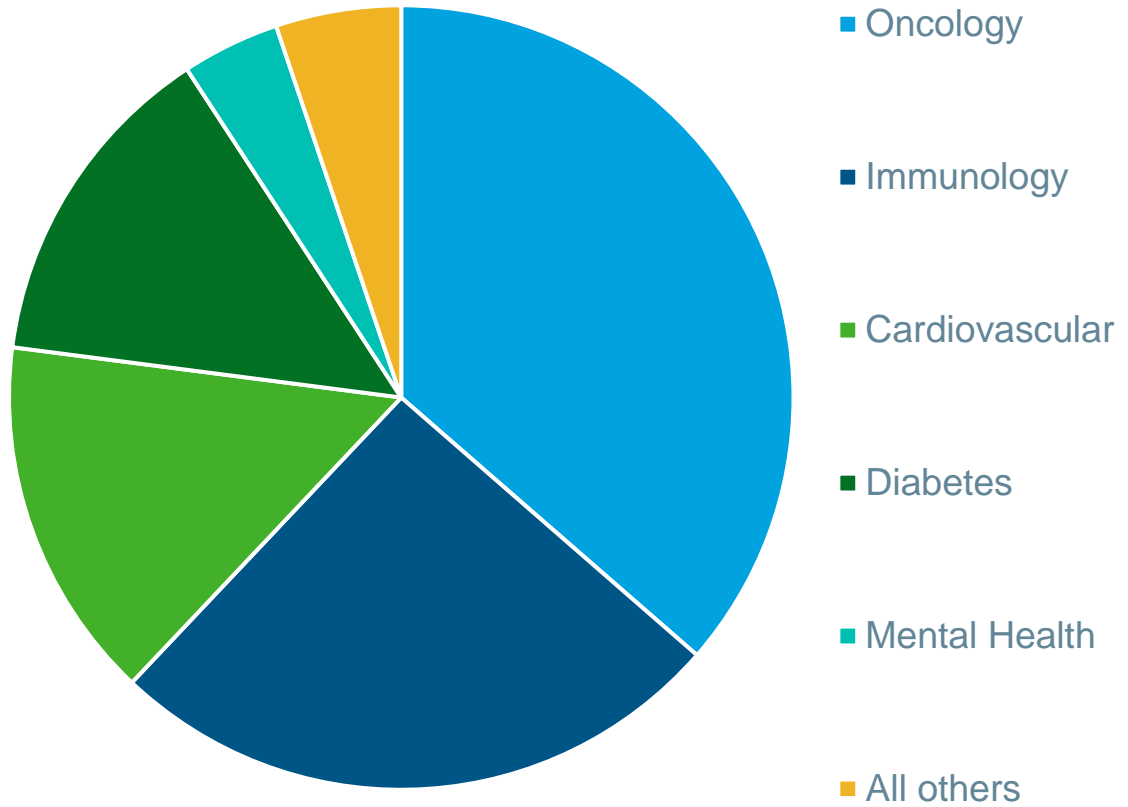
Source: IQVIA National Sales Perspectives, Dec 2023; IQVIA Institute, Mar 2024.

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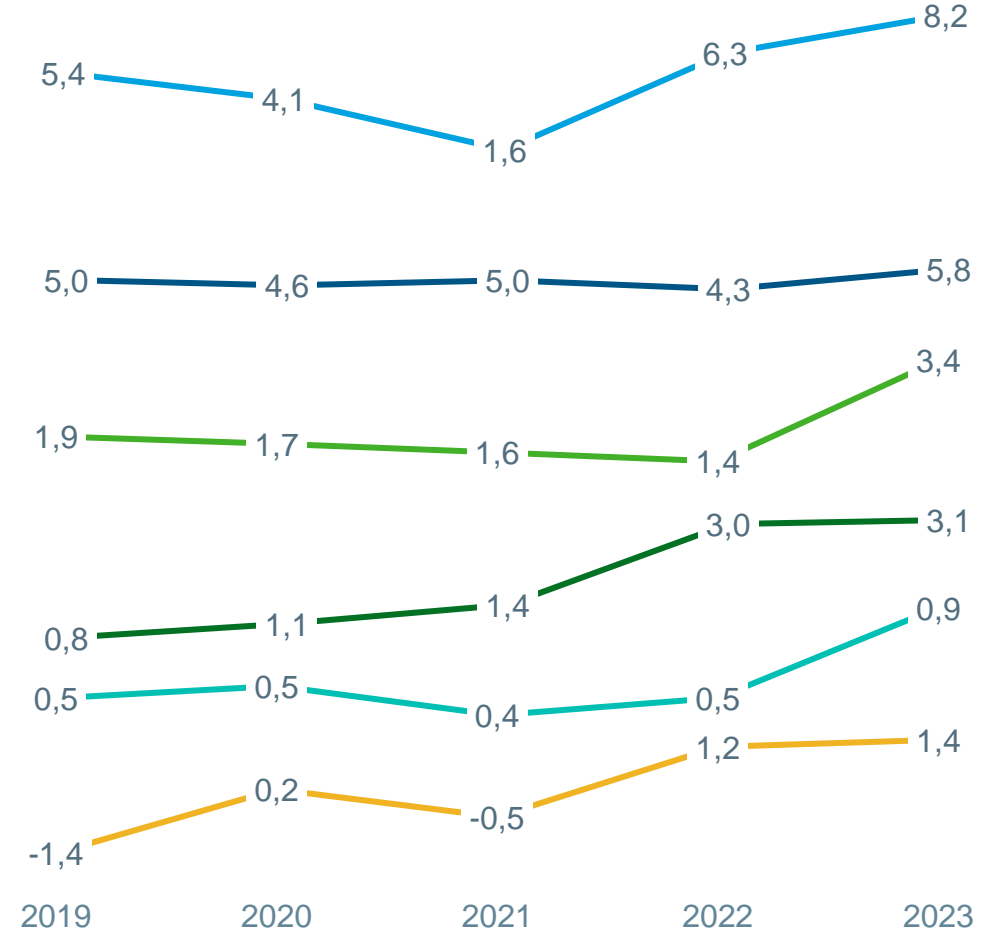
# The mix of medicines is shifting to more costly treatments, many with significant clinical benefits

Spending growth for protected brands due to mix, at estimated net manufacturer prices US\$Bn

2023 Growth due to Mix: \$22Bn



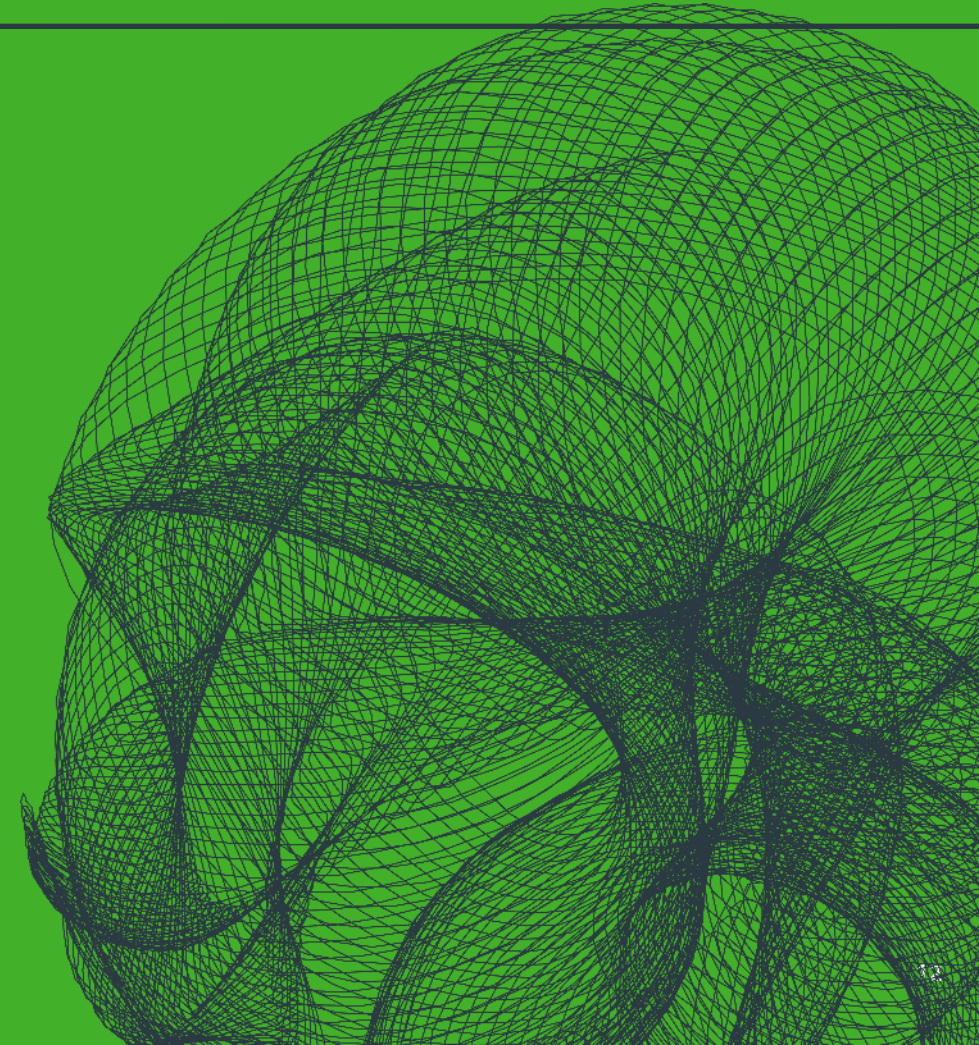
2019-2023 Growth due to Mix Trend, US\$Bn



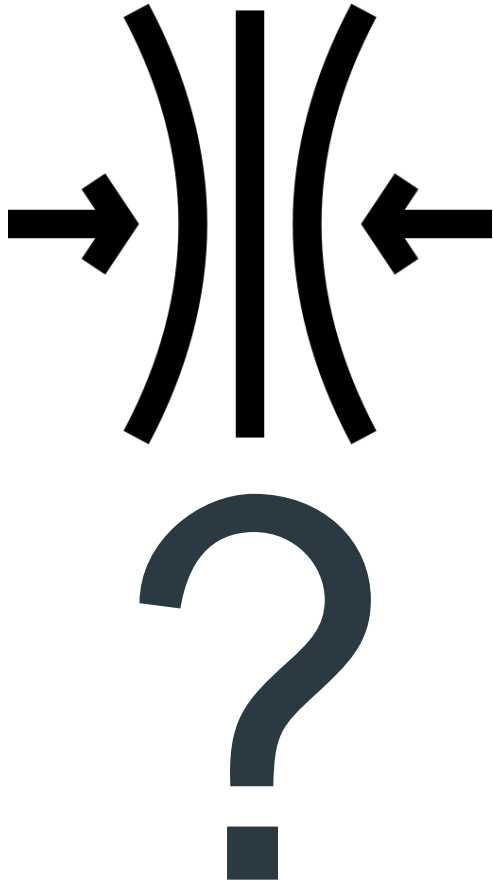
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# Policy uncertainty



# Legislative and policy changes in the U.S. and Europe bring greater uncertainty to the biopharma sector (1/2)



# Legislative and policy changes in the U.S. and Europe bring greater uncertainty to the biopharma sector (2/2)



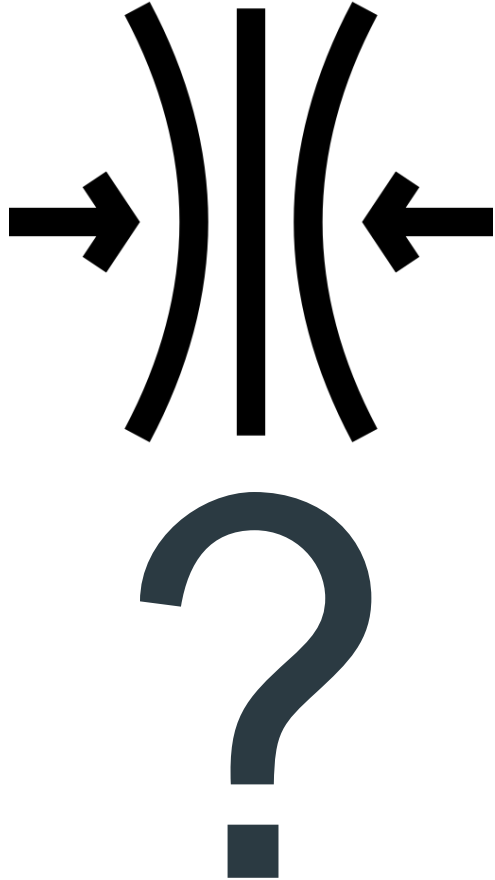
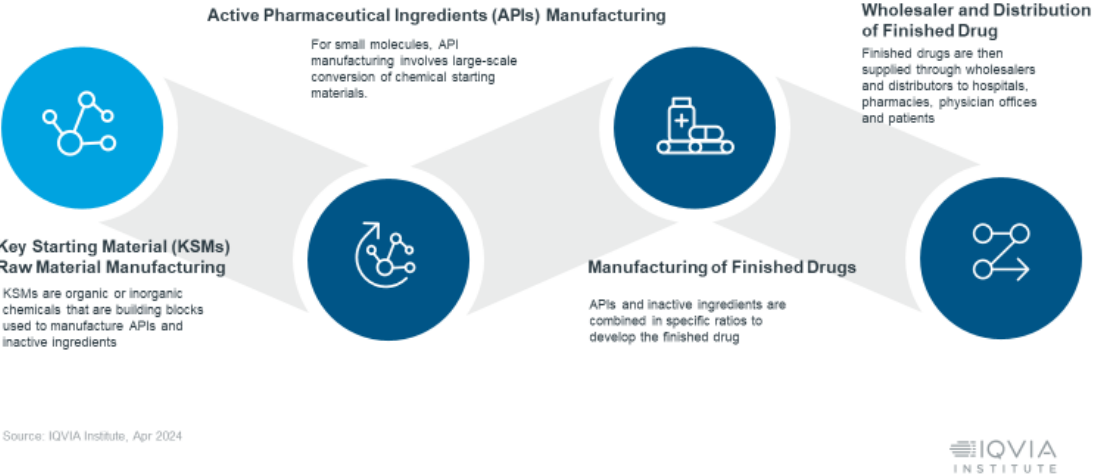
**Reform of the EU Pharmaceutical legislation**

**A single market for medicines putting patients at the centre**

- BETTER ACCESS TO EFFECTIVE AND AFFORDABLE MEDICINES
- REDUCING SHORTAGES
- MORE MEDICINES FOR CHILDREN AND MEDICINES FOR RARE DISEASES
- A STRONGER VOICE FOR PATIENTS
- EASIER ACCESS TO INFORMATION
- MORE ENVIRONMENTALLY SUSTAINABLE MEDICINES

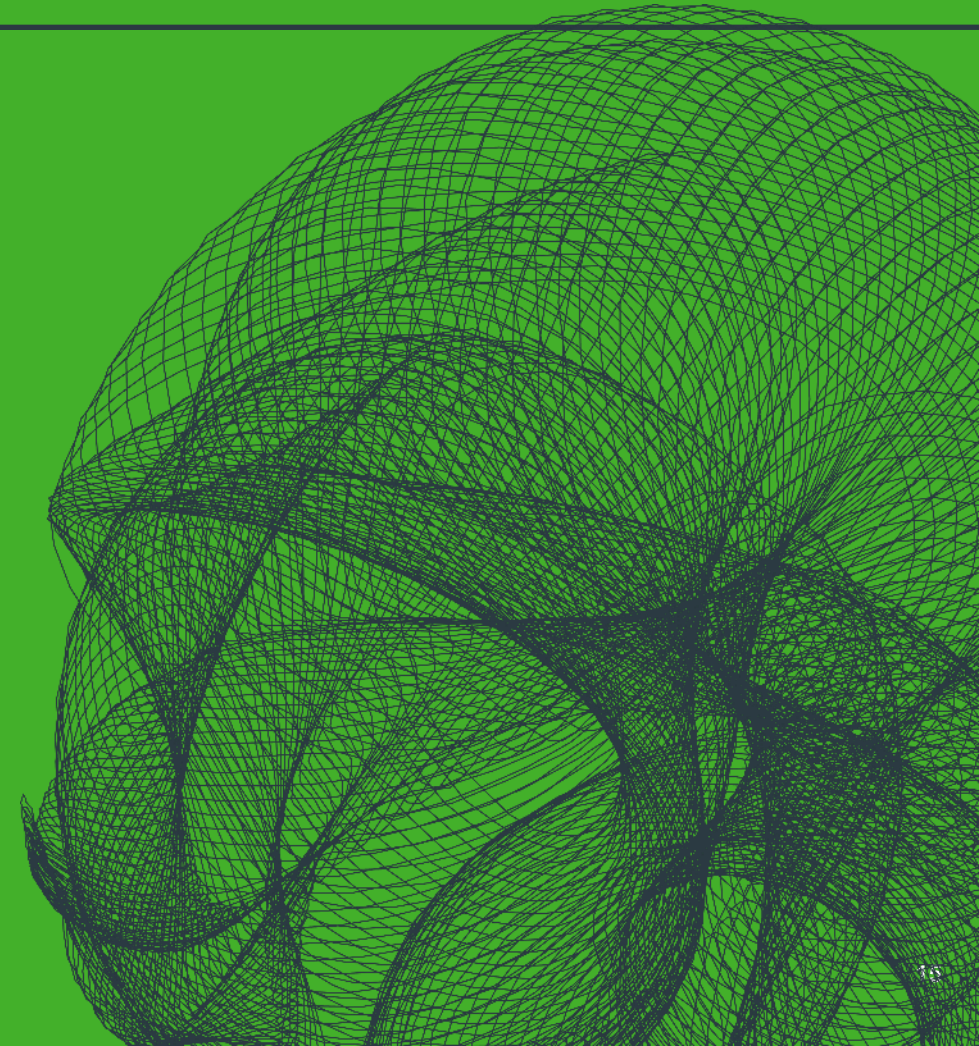
European Commission

## Medicine Supply Chain





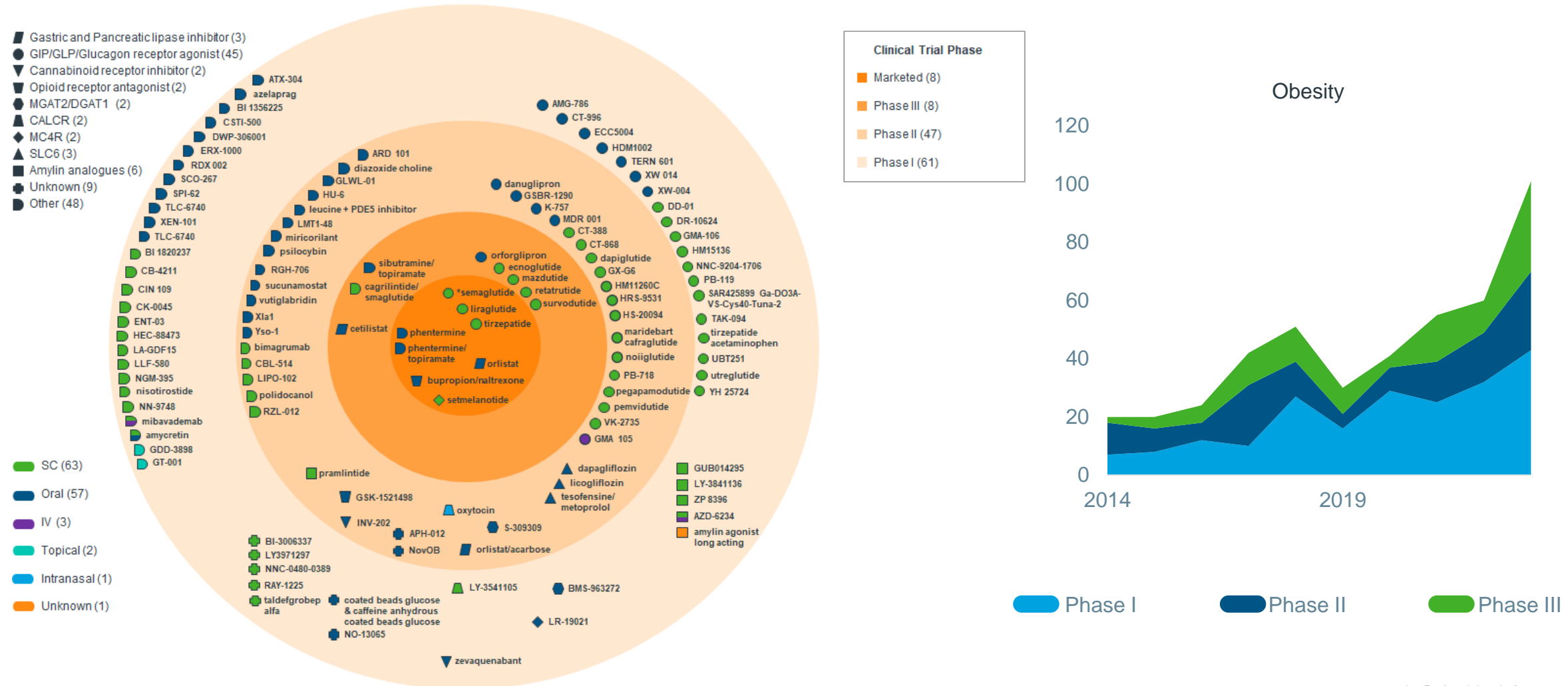
# Transformative obesity treatments





# Over 120 drugs are in development for obesity, of which 35% drugs are GIP/GLP glucagon receptor agonists and 46% are orals

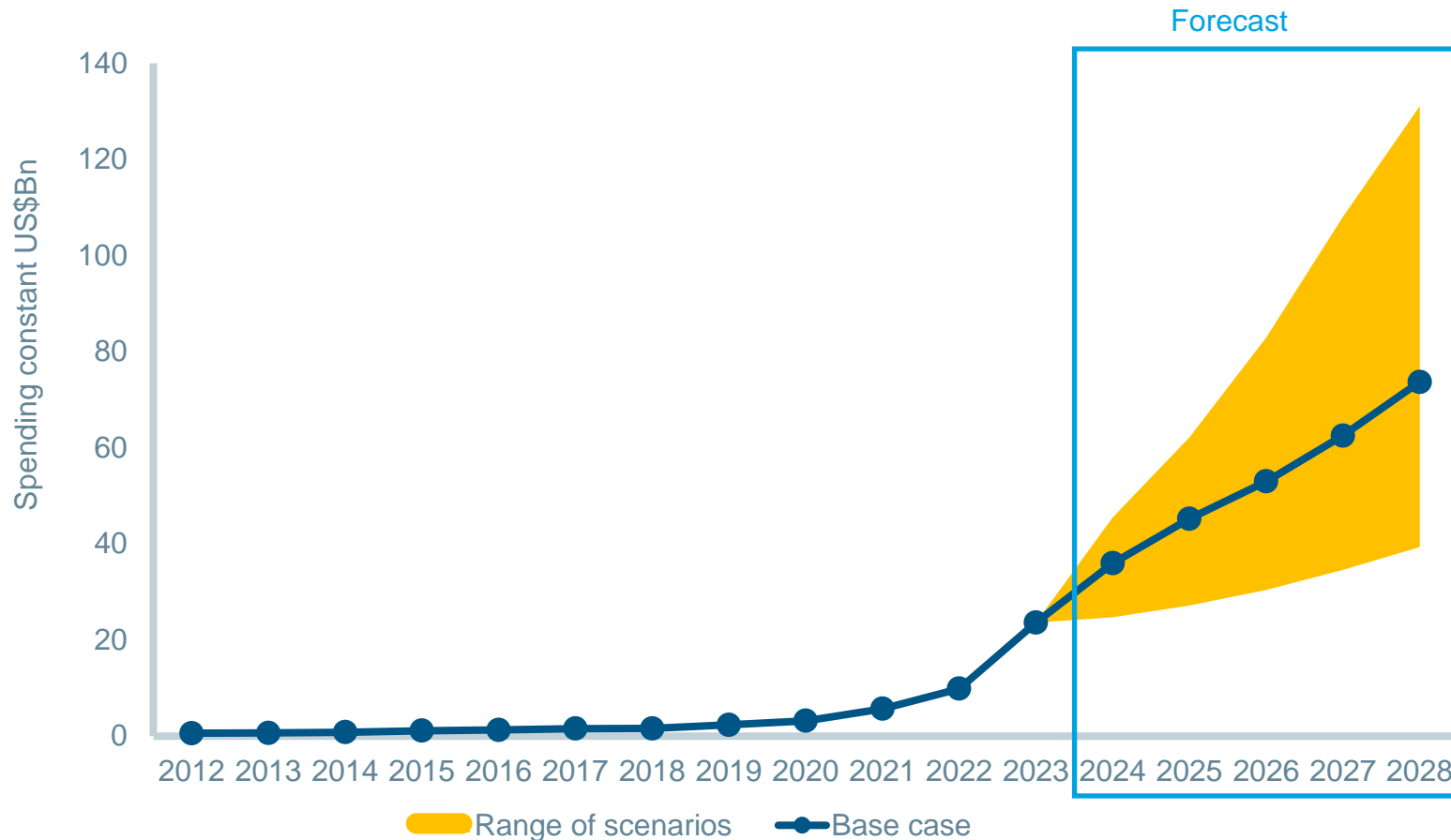
Obesity pipeline by phase, target and route of administration; Obesity trial starts 2014-23



Source: Citeline Trialrove, IQVIA Institute, Jan 2024. Global Trends in R&D: Overview through 2023. Report by the IQVIA Institute for Human Data Science. All information contained in this material is intellectual property of IQVIA Brazil and protected by copyright and other protective laws. Reproduction of the information is strictly prohibited, unless previously authorized in writing by IQVIA Brazil.

# Global obesity spending has accelerated in the past 2 years from novel drugs with upside if more widely reimbursed

Global obesity spending and growth US\$Bn



2024–2028 Base Case

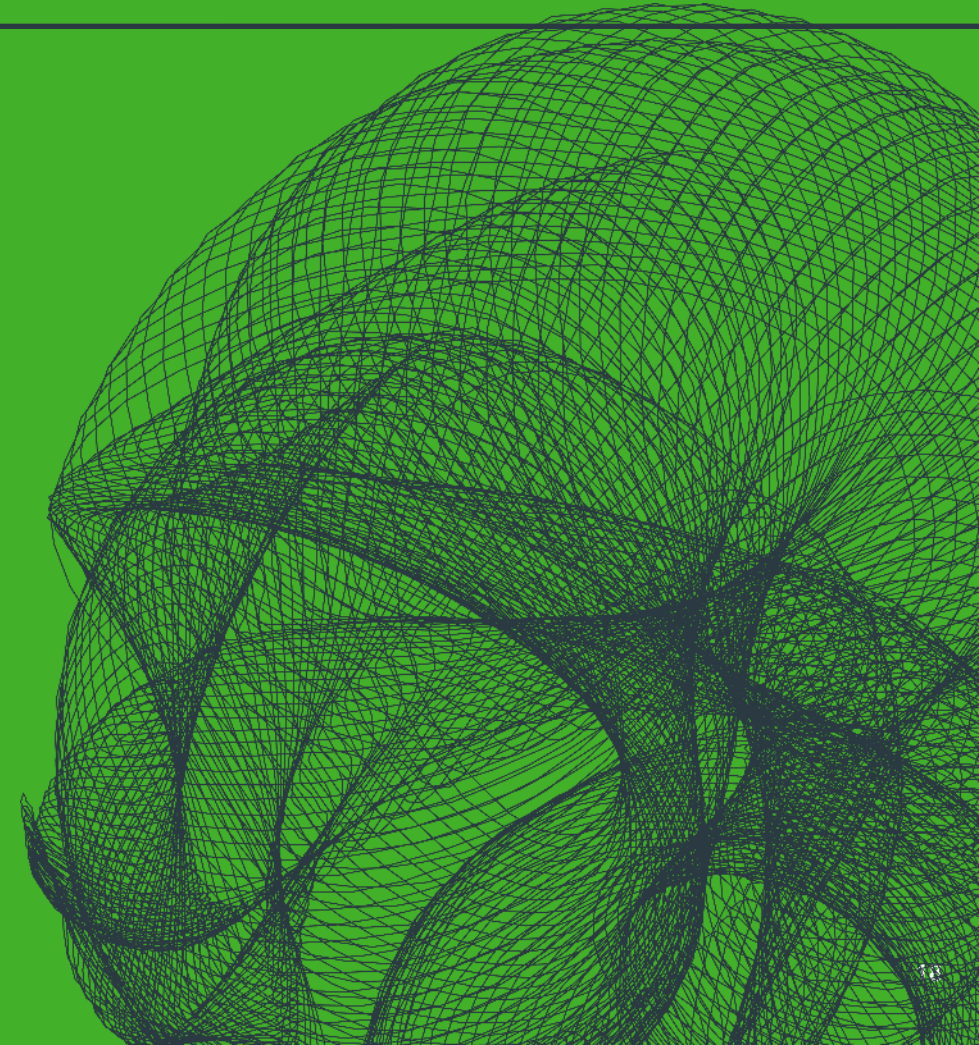
**+212% increase in total spending**  
(24–27% CAGR)  
**\$50.1 Bn increase**

**Mix of private pay and reimbursement; robust outcomes data; U.S. is 2/3 of market**

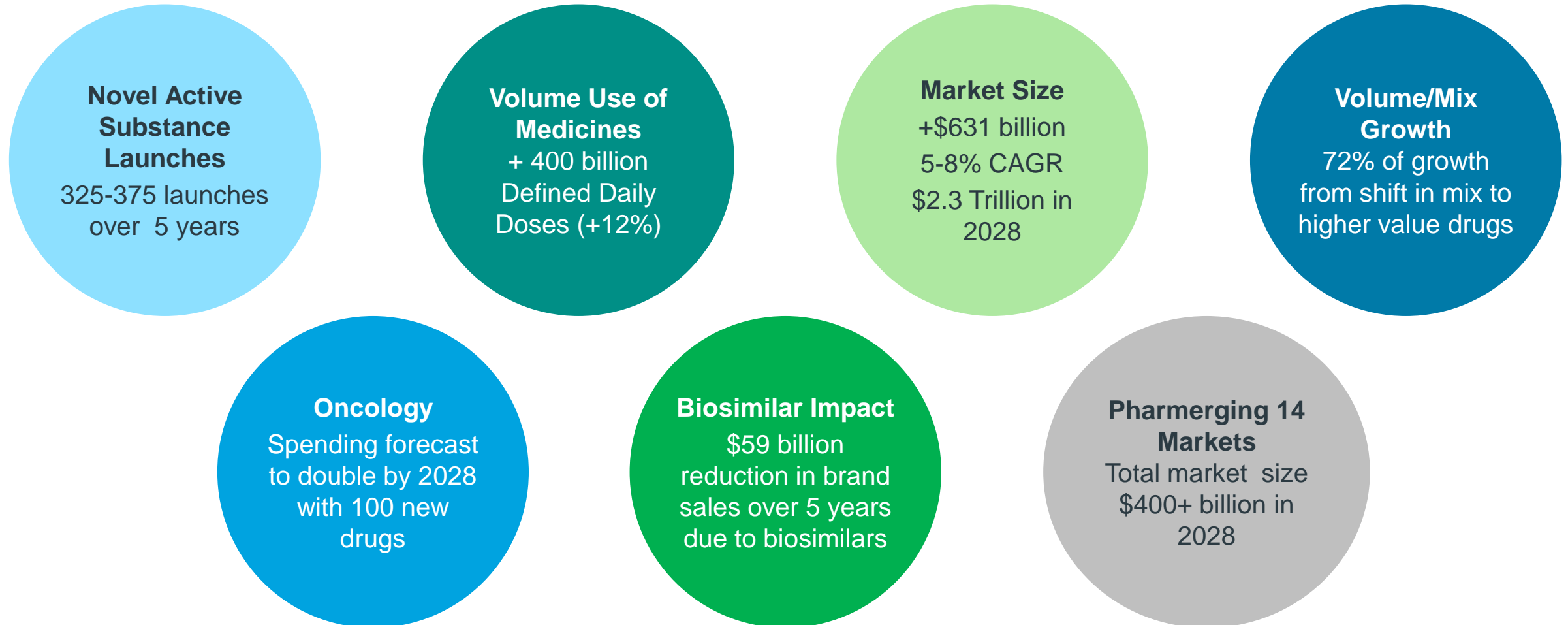
**Increased competition from new treatment mechanisms and formulations**



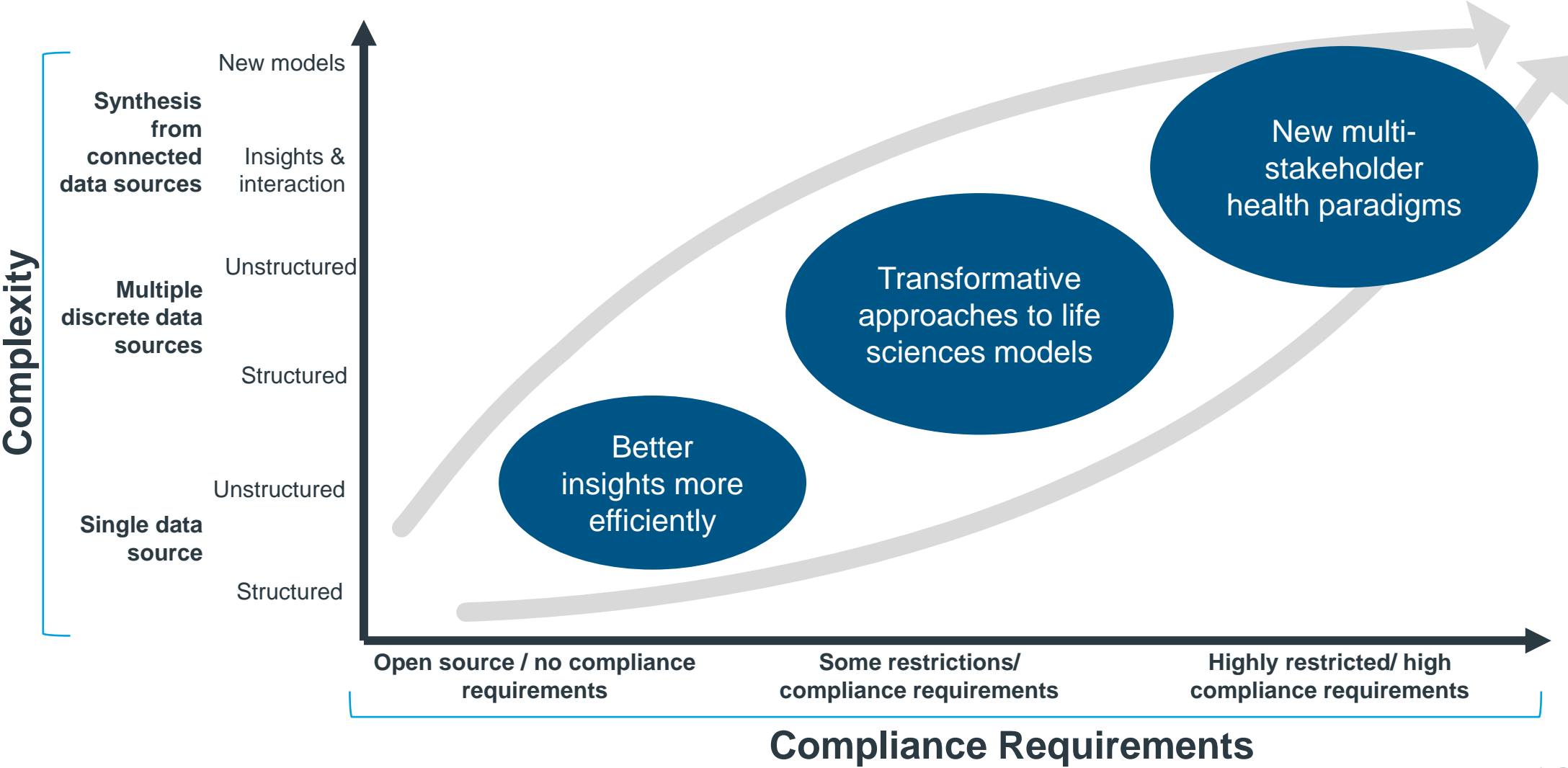
# Improved global outlook



# Global market outlook: 2024-28



# The evolution of AI applied to life sciences companies may be rapid and disruptive



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