



CI Insight Report

- L N -

[Sample Table of Contents]

April 2023

Social Survey Research Information Co., Ltd.

§ Full Report Summary

| Diseases under investigation | L N (lupus nephritis) <as well as SLE for some of the following> | |
|------------------------------|--|--|
| Survey Points/ Topics | Patient trends* | <ul style="list-style-type: none"> ➤ Analysis of LN patient consultation status and distribution by class ➤ Analysis and verification of LN incidence in Japan in recent years <p>⇒ In-depth analysis of the actual status of LN patients in Japan!</p> |
| | Existing drugs/ existing treatment* | <ul style="list-style-type: none"> ➤ Analysis and verification of prescribing status and evaluation of existing drugs by class ➤ Verification of current treatment results (reduction in disease activity/induction of remission) <p>⇒ In-depth verification of unmet needs for existing treatment!</p> |
| | Bio* | <ul style="list-style-type: none"> ➤ Benlysta, Saphnelo...Analysis and verification of prescribing status and drug evaluation by drug ➤ Rituximab.....Verification of trends of changes in prescriptions after insurance coverage <p>⇒ In-depth forecast of future drug-specific/overall Bio prescribing trends!</p> |
| | New drugs | <ul style="list-style-type: none"> ➤ Verification and forecast of the potential and prescribing trends of a high-profile drug, voclosporin ➤ Verification of the potential of Cosentyx and Gazyva <p>⇒ In-depth forecast of future treatment paradigm shifts! (How has the entry of new drugs changed drug selection trends?)</p> |

§ Full Report Summary

| Diseases under investigation | L N (lupus nephritis) <as well as SLE for some of the following> | |
|------------------------------|--|---|
| Survey Points/ Topics | Clinical development direction | <p>➤ Verification of key points and model cases for successful development</p> <p>⇒ In-depth forecast of the direction of future clinical development! (LN or SLE For which is clinical development more successful?)</p> |
| | *Separate analysis, verification or forecast for LN and SLE | |

■ Drugs Surveyed

| | | | |
|-----------------------------|--------------------------------|--|---|
| Existing drugs | Steroid | | Oral/injection |
| | Immunosuppressant | | Endoxan (cyclophosphamide) Oral/injection Azathioprine, Mizoribine Tacrolimus Cellcept (mycophenolate mofetil) |
| | Immunomodulator (antimalarial) | | Plaquenil (hydroxychloroquine) |
| | Bio | Anti-BLyS antibody | Benlysta (belimumab) |
| | | Anti-type I IFN antibody | Saphnelo (anifrolumab) |
| | | Anti-CD20 antibody | Rituximab |
| New drugs (developed drugs) | Calcineurin inhibitor | | Voclosporin |
| | Anti-IL-17 antibody | | Secukinumab (Cosentyx) |
| | Anti-CD20 antibody | | Obinutuzumab (Gazyva) |
| | SLE | JAK1/TYK2 inhibitor brepocitinib TYK2 inhibitor deucravacitinib BAFF-R inhibitor ianalumab Toll-like receptor antagonist | |

§ Summary by Report Part

| Survey type | Part I Data analysis | Part II Quantitative survey | Part III KOL hearing |
|---|---|--|---|
| Survey method | Data analysis (based on open source) | Web survey via the Internet | Depth interview |
| Physicians surveyed/ Number of physicians surveyed | - | Physicians treating LN/SLE patients Total 201 <of which, 116 physicians were Bio users> | LN/SLE TOP KOL 3 [board members of related academic societies] |
| Departments surveyed <Facility type> | - | Rheumatology/collagen diseases, nephrology, internal medicine/general medicine <HP/GP> | Rheumatology/collagen diseases <HP> |
| Survey contents | <Existing drugs> Profile, mechanism of action/characteristics, drug prices, sales trends, and clinical trials, related papers <Developed drugs> Profile, mechanism of action/characteristics, clinical trials, related literatures <Others> Trends in notable companies, information on related academic societies <Attachment> Abstracts (related papers) | <Medical treatment/patient trends> <ul style="list-style-type: none"> ● Patient trends* ● Patient trends by class <Existing drugs and existing treatment> <ul style="list-style-type: none"> ● Prescription status by drug* ● Treatment outcomes* ● Unmet needs for existing treatment* <Bio> <ul style="list-style-type: none"> ● Prescription status by drug* ● Needs for clinical trials for LN ● Forecast of drug-specific/overall Bio prescribing trends* <New drug voclosporin> <ul style="list-style-type: none"> ● Intention to prescribe voclosporin after market launch* ● Degree of influence on existing drugs* <New drugs (developed drugs)> <ul style="list-style-type: none"> ● Awareness by drug ● Prescribing intention and expectation by drug <p style="text-align: right;">and so forth</p> <p>*Separate analysis, verification or forecast for LN and SLE</p> | <Patient trends> <ul style="list-style-type: none"> ● LN patient trends/patient trends by class <Drug prescription status> <ul style="list-style-type: none"> ● Drug prescription status by treatment stage/class* <Bio> <ul style="list-style-type: none"> ● Prescription status by drug/prescribing trend forecast* ● Forecast of prescribing trends after insurance coverage for rituximab* <Treatment outcomes> <ul style="list-style-type: none"> ● Disease activity reduction/remission induction/relapse status ● Unmet needs for existing treatment* <New drug voclosporin> <ul style="list-style-type: none"> ● Potential analysis/forecast of post-launch prescribing trends* <New drugs (developed drugs)> <ul style="list-style-type: none"> ● Drug-specific potential analysis <Direction of clinical development> <ul style="list-style-type: none"> ● Future direction of clinical development* <p style="text-align: right;">and so forth</p> <p>*The verification/forecast of actual situations/future trends in whole Japan is included.</p> |

§ Summary by Report Part

| Survey type | Part I Data analysis | Part II Quantitative survey | Part III KOL hearing |
|---------------|--|-----------------------------|----------------------|
| Survey period | February - March 2023 | | |
| Style/Pages | Part I - PPT (or EXCEL), Part II & III - PPT/A4, total approx. 350 pages (main report only, not including attachments) | | |
| Report price | Full set of report <3 parts> 1,900,000 yen (tax not included) *Parts can be sold separately *Option Row data 500,000 yen (tax not included) Row data + target matching 600,000 yen (tax not included) | | |

<Part I Data Analysis Table of Contents>

| | |
|--|----|
| Survey summary | 3 |
| I. Existing products | 4 |
| I-1. Profile | 5 |
| I-2. Mechanism of action/characteristics | 14 |
| I-3. Drug price | 23 |
| I-4. Sales transition | 29 |
| I-5. Clinical trials (UMIN) | 30 |
| I-6. Clinical trials (JAPIC) | 31 |
| II. Developed products | 32 |
| II -1. Profile | 33 |
| II -2. Mechanism of action/characteristics | 38 |
| II -3. Clinical trials (JAPIC) | 43 |
| III. Related company trends | 44 |

| | |
|---|----|
| IV. Information on academic societies | 56 |
| IV-1. The Japan College of Rheumatology | 57 |
| IV-2. The Japanese Society for Clinical Rheumatology and Related Research | 60 |
| IV-3. Pediatric Rheumatology Association of Japan | 61 |
| IV-4. The Japanese Society of Clinical Immunology | 63 |
| IV-5. Japanese Society of Nephrology | 65 |
| IV-6. Japanese Dermatological Association | 66 |
| V. Related literatures | 67 |
| V-1-1. Existing products (by product) | 68 |
| V-1-2. Existing products (multiple) | 74 |
| V-2. Developed products | 78 |
| V-3. Existing products + developed products | 87 |

<Part II Quantitative Survey **Summary** Table of Contents>

| | |
|--|----|
| Survey summary | 3 |
| Respondent profile | 4 |
| §.Executive summary | 5 |
| §.Summary | 16 |
| 1) SLE/LN medical treatment status* | 17 |
| 2) Drug therapy implementation* | 22 |
| 3) Bio-prescribing trends and drug evaluation <Bio-user>* | 34 |
| 4) Bio awareness status, reasons for non-prescription, and future prescribing intentions <Bio Non-User>* | 49 |
| 5) Treatment outcomes* | 53 |
| 6) Awareness and prescribing trends of voclosporin* | 58 |
| 7) Awareness of developed drugs, intention to prescribe, and expectations | 64 |
| 8) Unmet needs for existing treatment* | 69 |

*Described separately for LN and SLE (not complicated by LN)

<Part II Quantitative Survey Results Table of Contents>

| | | | |
|--|----|---|----|
| Survey summary | 3 | | |
| Respondent profile | 4 | | |
| § Survey results | 5 | | |
| 1) Status of SLE/LN treatment | 6 | 4) Bio awareness, reasons for non-prescription, and future intention to prescribe Bio <Non-Bio users> | 48 |
| 1-1. Number of patients treated for SLE and number of new patients (last 3 months) | 7 | 4-1. Awareness by drug | 49 |
| 1-2. Percentage of patients by SLE severity | 8 | 4-2. Reasons for non-prescription by drug | 51 |
| 1-3. Occurrence of concomitant LN | 9 | 4-3. Future prescribing intention by drug* | 53 |
| 1-4. Percentage of patients by LN class | 11 | 5) Treatment outcomes | 55 |
| 2) Drug therapy implementation status | 13 | 5-1. Steroid reduction targets/achievement status* | 56 |
| 2-1. LN treatment goals | 14 | 5-2. Disease activity reduction/remission induction status* | 60 |
| 2-2. Therapeutic drug prescription status* | 17 | 6) Awareness and prescription trends of voclosporin | 64 |
| 3) Bio-prescribing trends and drug evaluation <Bio-user> | 30 | 6-1. Awareness status | 65 |
| 3-1. Prescription status by drug | 31 | 6-2. Intention to prescribe voclosporin after market launch* | 66 |
| 3-2. Prescription status by drug/treatment stage* | 33 | 6-3. What to expect as a therapeutic agent* | 68 |
| 3-3. Highly satisfying treatment by drug* | 36 | 6-4. Influence of voclosporin entry on existing drugs | 70 |
| 3-4. Future prescribing trends by drug* | 40 | 7) Awareness of developed drugs, intention to prescribe, and expectation | 72 |
| 3-5. Needs for clinical trial data for LN | 43 | 7-1. Awareness by drug | 73 |
| 3-6. Overall future trends of Bio prescription* | 45 | 7-2. Prescribing intention and expectation by drug | 75 |
| | | 8) Unmet needs for existing treatment* | 82 |

*Described separately for LN and SLE (not complicated by LN)

<Part III KOL Hearings Table of Contents>

| | |
|--|----|
| Survey summary | 3 |
| Summary | 6 |
| 1. Patient trends | 18 |
| 2. Drug prescription status | 20 |
| 3. Bio prescription trends and product evaluation | 24 |
| 4. Treatment outcomes | 29 |
| 5. Unmet needs for existing treatment | 31 |
| 6. Evaluation of new drugs (developed drugs) for LN | 34 |
| 7. Evaluation of new drugs (developed drugs) for SLE | 39 |
| 8. Direction of clinical development | 41 |