



# **CI Insight Report** **- Psoriasis 2024 -** **[Sample Table of Contents]**

**May 2024**

**Social Survey Research Information Co., Ltd.**

# § Report TOPICS

Diseases under investigation	<p style="text-align: center;"><b>Psoriasis</b>                      &lt;psoriasis vulgaris, psoriatic arthritis, pustular psoriasis, erythrodermic psoriasis&gt;</p>	
<p><b>Survey Points/ Topics</b></p>	<p><b>TyK2 inhibitor Sotyktu</b></p>	<ul style="list-style-type: none"> <li>➤ Analysis and verification of the latest prescribing status</li> <li>➤ Verification of drug evaluation (comparison with Otezla/Bio)</li> <li>➤ Forecast of future prescribing trends</li> <li>➤ Verification and forecast of the direction of elimination of restrictions on prescribing facilities</li> </ul> <p style="color: red;">⇒ In-depth analysis of the latest prescribing reality and drug evaluation!</p> <p style="color: red;">⇒ In-depth forecast of future prescribing trends!</p> <p style="color: red;">&lt;What are the prospects for eliminating restrictions on prescribing facilities?&gt;</p>
	<p><b>Bio</b></p>	<ul style="list-style-type: none"> <li>➤ Analysis and verification of prescribing status by drug</li> <li>➤ Analysis and verification of 1st prescribing situation and key points at the time of 1st decision</li> <li>➤ Forecast of future prescribing trends by drug</li> </ul> <p style="color: red;">⇒ In-depth analysis of the latest prescribing reality!</p> <p style="color: red;">⇒ In-depth forecast of overall future Bio/drug-specific prescribing trends!</p> <p style="color: red;">&lt;How much influence does Sotyktu have?&gt;</p>
	<p><b>New drugs</b></p>	<ul style="list-style-type: none"> <li>➤ Verification and forecast of the potential and prescribing trends of new drugs (oral drugs)</li> </ul> <p style="color: red;">⇒ In-depth verification of the potential of new oral drugs!</p> <p style="color: red;">&lt;What drug goes beyond Sotyktu?&gt;</p>

# § Report TOPICS

Diseases under investigation	<b>Psoriasis</b> <psoriasis vulgaris, psoriatic arthritis, pustular psoriasis, psoriatic erythroderma>	
<b>Survey Points/ Topics</b>	<b>Direction of paradigm shift</b>	<b>&lt;Based on the forecast of prescribing trends of Bio and oral drugs (Sotyktu and new drugs)&gt;</b> <b>➤ <u>In-depth forecast of future treatment paradigm shifts!</u></b> <b>(Will the oral drug market be established in the Bio-heavy psoriasis market?)</b>

## ■ Major Survey Subjects

\***Underlined and bolded items are the focus of the survey.**

Disease		Psoriasis (psoriasis vulgaris, psoriatic arthritis, pustular psoriasis, erythrodermic psoriasis)		
Remedy	Existing drugs	Bio (biological drugs)	TNF	Infliximab, adalimumab, Cimzia
			IL-12/23	Stelara
			IL-17	Cosentyx, Lumicef, Taltz
			IL-23	Tremfya, Skyrizi, Ilumya
		New drugs	IL-17	Bimzelx
			IL-36	Spevigo
		Oral drugs	PDE4 inhibitor	Otezla
			<b><u>TyK2 inhibitor</u></b>	<b><u>Sotyktu</u></b>
			JAK inhibitor	Rinvoq
		New drugs (developed drugs)	Oral drugs	IL-23 receptor antagonist peptide
	TyK2 inhibitor			TAK-279 Zasocitinib BMS-986322 Lomeducitinib
	TNFR1 signaling inhibitor			SAR441566
	Topical drugs		AhR modulator	JTE-061 Tapinarof

# § 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	-	Psoriasis clinicians Total 165 <b>All Bio users</b> <b>Of which, 99 clinicians were Sotyktu users</b>	Psoriasis TOP KOL <b>3 [board members of related academic societies]</b>
Departments surveyed <Facility type>	-	Dermatology <HP/GP>	Dermatology <HP>
Survey contents	<p><b>&lt;Existing drugs&gt;</b> List of therapeutic agents, clinical trials, and related papers</p> <p><b>&lt;Developed drugs&gt; (domestic/overseas)</b> Profile, mechanism of action/characteristics, clinical trials, related literatures</p> <p><b>&lt;Others&gt;</b> Trends in notable companies, information on related academic societies</p> <p><b>&lt;Attachment&gt;</b> Abstracts (related papers)</p>	<p><b>&lt;Medical treatment/patient trends&gt;</b></p> <ul style="list-style-type: none"> <li>● Patient trends by disease</li> <li>● Drug prescriptions by disease</li> </ul> <p><b>&lt;Bio prescribing status&gt;</b></p> <ul style="list-style-type: none"> <li>● Prescription status by drug</li> <li>● 1st Bio prescribing status, key points in decision-making</li> </ul> <p><b>&lt;Sotyktu prescribing trends and drug evaluation&gt;</b> [Subject: Sotyktu users]</p> <ul style="list-style-type: none"> <li>● Current prescribing status/positioning</li> <li>● Drug evaluation (comparison with Otezla/Bio)</li> <li>● Forecast of future prescribing trends</li> </ul> <p>[Subject: Non-Sotyktu users]</p> <ul style="list-style-type: none"> <li>● Disincentives for prescribing Sotyktu</li> <li>● Upcoming prescriptions</li> </ul>	<p><b>&lt;Sotyktu prescribing trends and drug evaluation&gt;</b></p> <ul style="list-style-type: none"> <li>● Current prescribing status/positioning</li> <li>● Drug evaluation (strong/weak points)</li> <li>● Forecast of future prescribing trends*</li> <li>● Opinion on the elimination of restrictions on prescribing facilities*</li> </ul> <p><b>&lt;Bio prescribing status&gt;</b></p> <ul style="list-style-type: none"> <li>● Drug prescribing trends by disease</li> <li>● 1st Bio prescribing status by disease</li> <li>● Key points in decision-making for 1st Bio by disease</li> </ul> <p><b>&lt;New drug evaluation and prescribing trend forecast&gt;</b></p> <ul style="list-style-type: none"> <li>● Potential analysis by drug/promising drugs</li> </ul>

# § Summary by Report Part

Survey type	Part I Data analysis	Part II Quantitative survey	Part III KOL hearing
Survey contents		<p>&lt;Forecast of future prescribing trends of Bio&gt;</p> <ul style="list-style-type: none"> <li>● Forecast of overall prescribing trends by disease</li> <li>● Clinically necessary drugs</li> <li>● Forecast of 1st Bio prescribing trends</li> </ul> <p style="text-align: right;">and so forth</p>	<p>&lt;Forecast of future prescribing trends of Bio&gt;</p> <ul style="list-style-type: none"> <li>● Forecast of overall prescribing trends by disease*</li> <li>● Forecast of 1st Bio prescribing trends</li> </ul> <p>&lt;Forecast of changes in the molecular targeted drug prescribing environment&gt;</p> <p style="text-align: right;">and so forth</p> <p>*The verification/forecast of <u>actual situations/future trends in whole Japan</u> is included.</p>
Survey Period	March - April 2024		
Style/Pages	Part I - PPT (or EXCEL), Part II & III - PPT / A4 total 300 pages (main report only, not including attachments)		
Report Price	Full set of report <3 parts> *Option Row data Row data + target matching	1,900,000 yen (tax not included) 500,000 yen (tax not included) 600,000 yen (tax not included)	*Parts can be sold separately

# <Part I Data Analysis Table of Contents>

Survey summary	3	IV. Information on academic societies	80
I. Existing products	4	IV-1. Japanese Society for Psoriasis Research	81
I-1. Profile	5	IV-2. Japanese Dermatological Association	88
I-2. Mechanism of action/characteristics	16	IV-3. Eastern Branch of the Japanese Dermatological Association	96
I-3. Drug price	33	IV-4. Chubu Branch of the Japanese Dermatological Association	98
I-4. Sales transition	43	IV-5. Western Branch of the Japanese Dermatological Association	101
I-5. Clinical trials (UMIN)	44	IV-6. Tokyo Branch of the Japanese Dermatological Association	103
I-6. Clinical trials (jRCT)	46	IV-7. Japan Organization of Clinical Dermatologists	106
I-7. Clinical trials (UMIN&jRCT)	55	IV-8. Japan College of Rheumatology	108
II. Developed products	56	V. Related literatures	111
II -1. Profile	57	V-1. Existing products (by product)	112
II -2. Mechanism of action/characteristics	61	V-2. Existing products (multiple)	122
II -3. Clinical trials (jRCT)	64		
III. Related company trends	67		

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

Survey summary	3
Respondent profile	4
§.Executive summary	5
§.Summary	14
1) Status of medical treatment	15
2) Status of prescription of biological drugs and TyK2/JAK inhibitors	19
3) Status of prescription of biological drugs and drug evaluation	29
4) Sotyktu prescribing trends and product evaluation (Sotyktu prescribers)	41
5) Experience of prescribing Sotyktu and intention to prescribe Sotyktu in the future (non-Sotyktu prescribers)	57
6) Future prescribing trends for biological drugs	61

# <Part II Quantitative Survey Results Table of Contents>

Survey summary	3	4-5. Future prescribing status (prescription pattern) <psoriasis vulgaris>	56
Respondent profile	4	4-6. Trends in switching to biological drugs <psoriasis vulgaris>	57
§ Survey results	5	4-7. Degree of influence on other drugs (drugs with decreased number of prescriptions) <psoriasis vulgaris>	58
1) Status of medical treatment	6	4-8. Forecast of future prescribing trends <psoriasis vulgaris>	60
1-1. Number of patients treated by disease (in the last 3 months)	7	4-9. Intention to prescribe Sotyktu in the future <except for psoriasis vulgaris>	62
1-2. Prescription status by drug type	8	5) Experience of prescribing Sotyktu and intention to prescribe Sotyktu in the future (non-Sotyktu prescribers)	64
2) Prescription status of biological products and TyK2/JAK inhibitors	14	5-1. Prescription experience and reasons for discontinuation	65
2-1. Prescription drugs in clinical practice	15	5-2. Future prescribing schedule	66
2-2. Prescription status of biological drugs by drug	18	5-3. Expectation when prescribing Sotyktu <psoriasis vulgaris>	67
2-3. New prescriptions (in the last 3 months) <psoriasis vulgaris/psoriatic arthritis>	24	5-4. Prescription pattern <psoriasis vulgaris>	68
2-4. New prescriptions by drug (in the last 3 months) <psoriasis vulgaris/psoriatic arthritis>	25	5-5. Trends in switching to biological drugs <psoriasis vulgaris>	69
3) Status of prescription of biological drugs and drug evaluation	31	5-6. Degree of influence on other drugs (drugs with decreased number of prescriptions) <psoriasis vulgaris>	70
3-1. What to focus on when deciding on 1st Bio <psoriasis vulgaris/psoriatic arthritis>	32	5-7. Disincentives for prescribing Sotyktu	72
3-2. 1st Bio prescription status	33	6) Future prescribing trends of biological drugs	73
3-3. Drug evaluation (efficacy)	36	6-1. Forecast of prescribing trends by disease	74
3-4. Drug evaluation (other than efficacy)	43	6-2. Details to be emphasized when deciding on 1st Bio in the future <psoriasis vulgaris, psoriatic arthritis>	75
4) Sotyktu prescribing trends and product evaluation (Sotyktu prescribers)	45	6-3. Clinically necessary drugs	77
4-1. Current prescribing status (prescribing pattern)	46	6-4. 1st Bio prescribing trend forecast	79
4-2. Expectation when prescribing Sotyktu <psoriasis vulgaris>	50		
4-3. Product evaluation <psoriasis vulgaris>	51		
4-4. Satisfaction with each item <psoriasis vulgaris>	53		

< > indicates target disease

# <Part III KOL Hearing Table of Contents>

Survey summary	3
Summary	6
1. Status of Sotyktu prescriptions	20
2. Evaluation of Sotyktu	23
3. Forecast of Sotyktu prescribing trends	27
4. Bio prescription status	33
5. New drug (developed drug) potential analysis	40
6. Bio prescribing trend forecast	44
7. Forecast of changes in the prescribing environment for molecular-targeted drugs	49