EYLEA®
(aflibercept) Injection
For Intravitreal Injection

Q4 2018 Performance Update
Wet AMD, DME, & MEfRVO

FINAL REPORT: FULL SAMPLE

- *Market Share*
- *Source of Business*
- *Dosing Interval*

February, 2019

REGENERON

Methodology

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Methodology:

	Retina Specialists	Fieldwork	LOI
Wet AMD	200	12/12 – 12/31 2018	30 minute
DME	204	12/13/18 – 1/3/19	35 minute
MEfRVO	100	12/14 – 12/31 2018	30 minute

- Standard screening criteria: usage of anti-VEGF agents, >75% of professional time spent in patient care, and 2-39 years in practice, give 50+ injections typical month
  - Treat 75+ Wet AMD patients
  - Treat 50+ DME patients
  - Treat 50+ MEfRVO patients

**Sample weighted to match region distribution of Regeneron-provided sample list.*

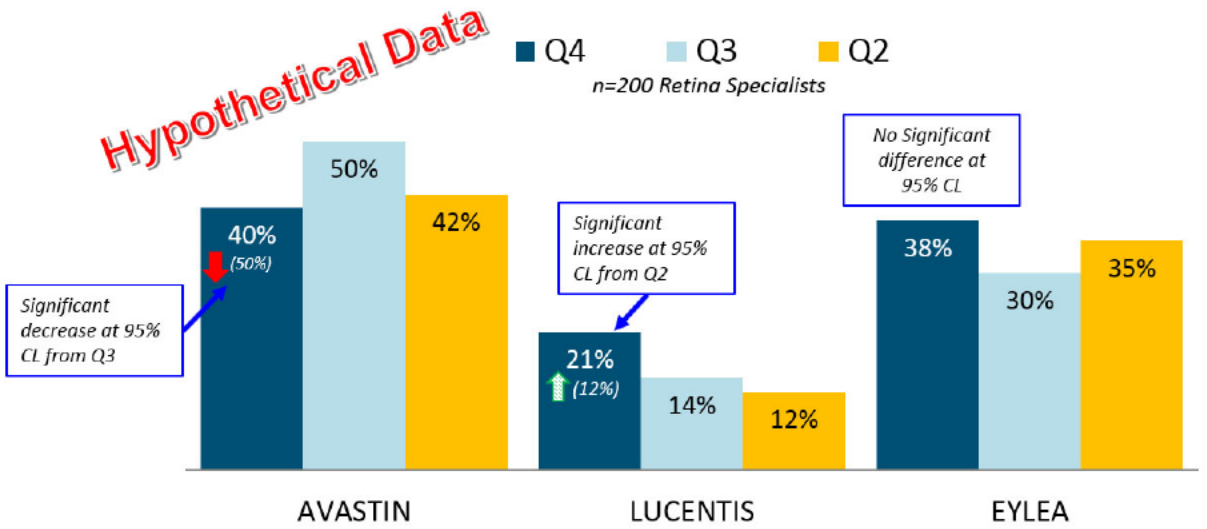
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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Significance Testing:

- Significance testing was conducted at the **95% confidence level** using the MD base size. Statistically significant differences indicated for:
  - Significant increase vs. Q3 2018
  - Significant decrease vs. Q3 2018
  - Significant increase vs. Q2 2018
  - Significant decrease vs. Q2 2018
- Significance testing example:



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Key Findings

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Key Findings, Implications & Recommendations

- EYLEA continues to be the brand physicians are, by far, the most satisfied and is perceived most positively across brand attributes.
- Following suit, EYLEA leads on perceptual measures across indications.
- Across disease states, the majority of eyes continue to be Anti-VEGF eligible; treatment is highest in Wet AMD and lowest in DME.
- Anti-VEGF treatment rates have remained consistent throughout 2018 and share patterns have remained fairly stable in Q4 2018, with some very slight directional shifts.
  - Q4 EYLEA share rebounded to all time highs seen in Q2 2018, after declines in Q3.
    - This slight overall increase is attributed to increases seen across indications.
    - EYLEA share composition has remained fairly stable with last quarter, with slightly more switched eyes compared to the overall market.
  - Market share across eye type and indication has experienced slight change.
    - Wet AMD EYLEA share across new, continuing, and switched eyes enjoys directional increases; Avastin has declined for both new and continuing eyes as a result.
    - For DME, EYLEA share has increased among continuing and switched eyes, and dipped slightly among new eyes, in favor of Avastin.
    - MEfRVO share has felt fluctuations throughout 2018. In Q4 2018, EYLEA share sees a slight decline among new and switched eyes, in favor of both Avastin and Lucentis, and an uptick among continuing eyes.

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Key Findings, Implications & Recommendations (Continued)

- In the next 3 months, MDs anticipate an increase in EYLEA usage in both Wet AMD and MEfRVO, while DME is expected to remain stable.
- Market share among stable sample mirrors that of overall findings, with EYLEA share increasing across all indications, with the exception of MEfCRVO where share will remain stable.
- EYLEA continues on a more favorable dosing track, given every 7-8 weeks (in comparison to every 5-6 for Avastin and Lucentis), over time and across indications.
- Consistent over time and across indications, perceptions of EYLEA have more variability, relative to Avastin and Lucentis. That said, and as seen in Q3, this seems to be slowing some, with a significant increase in 'no change in perception' for both wet AMD and MEfRVO.

- **EYLEA continues to maintain a strong position in the anti-VEGF market, and, after declines in Q3, EYLEA share has rebounded across indications. To help guard against potential erosion in the future, it will be important to monitor and emphasize efficacy moving forward.**

- **Further, there is opportunity to strengthen EYLEA's position in the anti-VEGF market; given its high satisfaction and NPS ratings, MDs are primed to digest EYLEA's superior dosing and efficacy. Additionally, while not as important in driving satisfaction, there is room for EYLEA to differentiate itself from Lucentis by offering patient support materials, specifically around living with the condition.**

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Key Drivers of Satisfaction & Brand Perceptions

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Key Driver Analysis Findings

- There continues to be little distinction across key drivers of anti-VEGF satisfaction. ***Confidence in doing the best for patients*** remains the top driver, followed by ***trust*** and ***efficacy.***

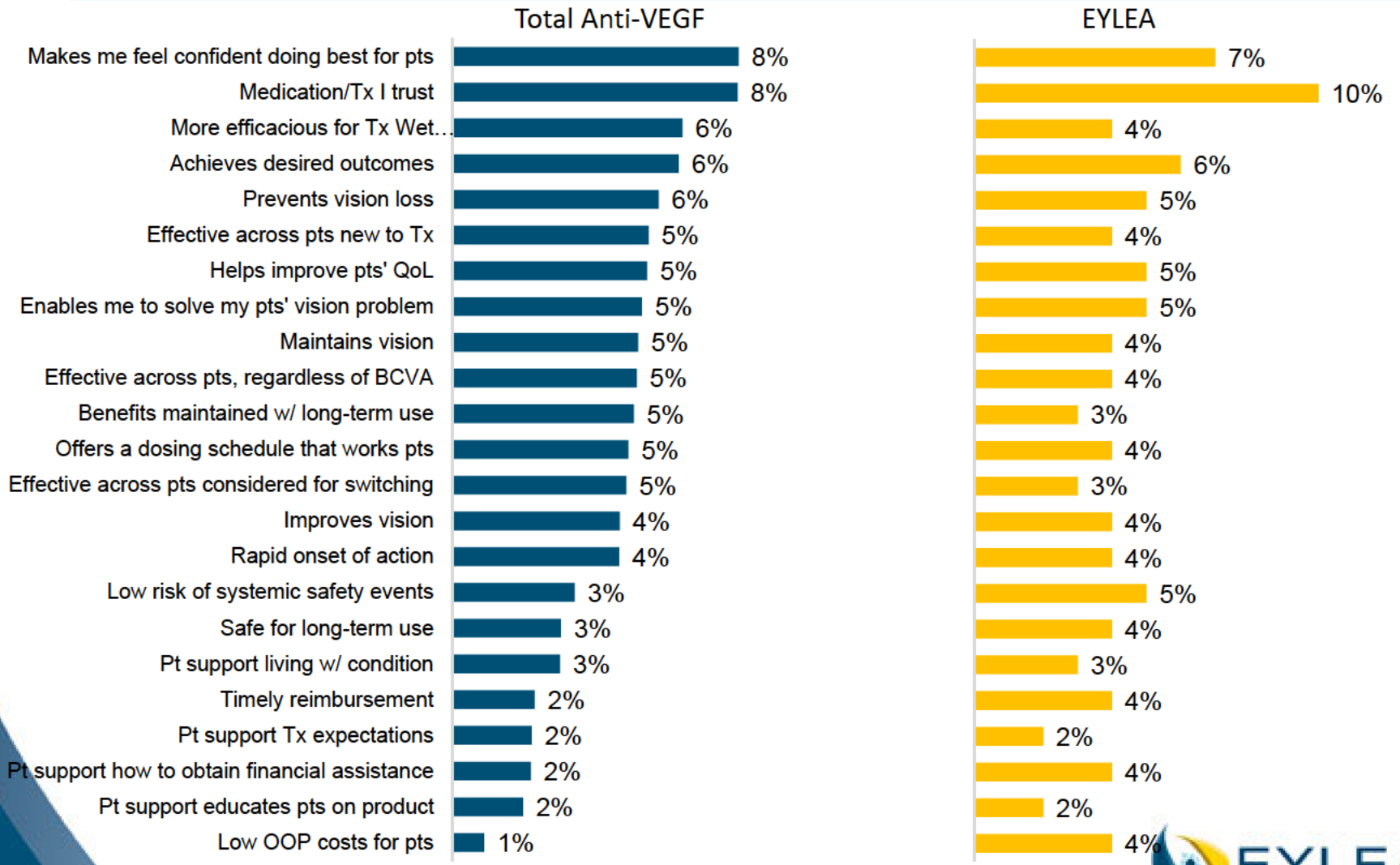
- Key drivers of satisfaction, specifically for EYLEA, follow a similar pattern of little distinction. ***Trust***, followed by ***confidence in doing the best for patients*** rise to the top.

- As with Q3 findings, EYLEA leads both Avastin and Lucentis on all top drivers across indications in Q4. Significantly leading both Avastin and Lucentis (in wet AMD) for ***confidence*** and ***trust*** and significantly leading Avastin on ***trust*** across all indications.
    - EYLEA performs consistently well across indications.

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Drivers of Satisfaction for Anti-VEGF's



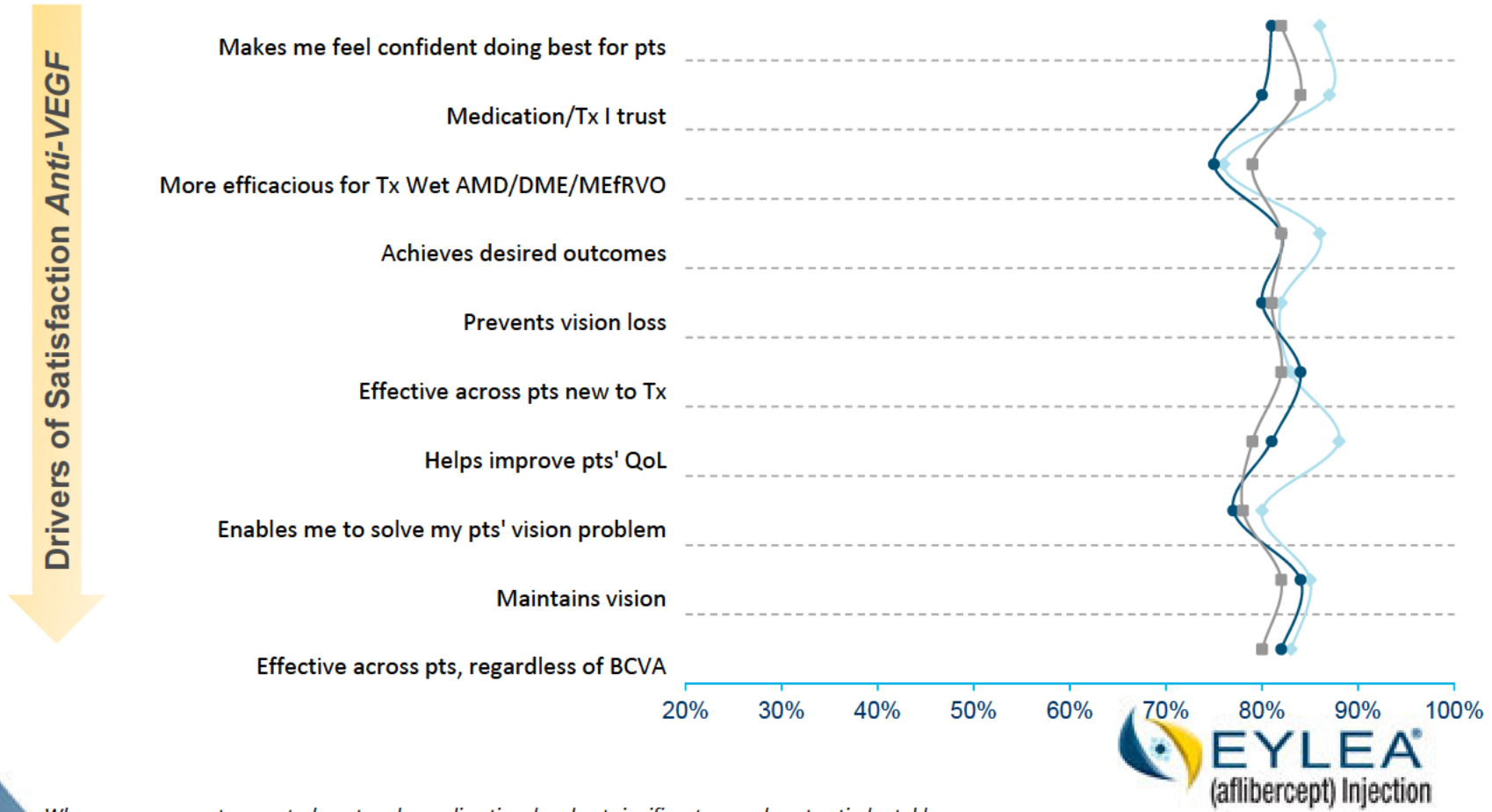
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EYLEA Brand Ratings

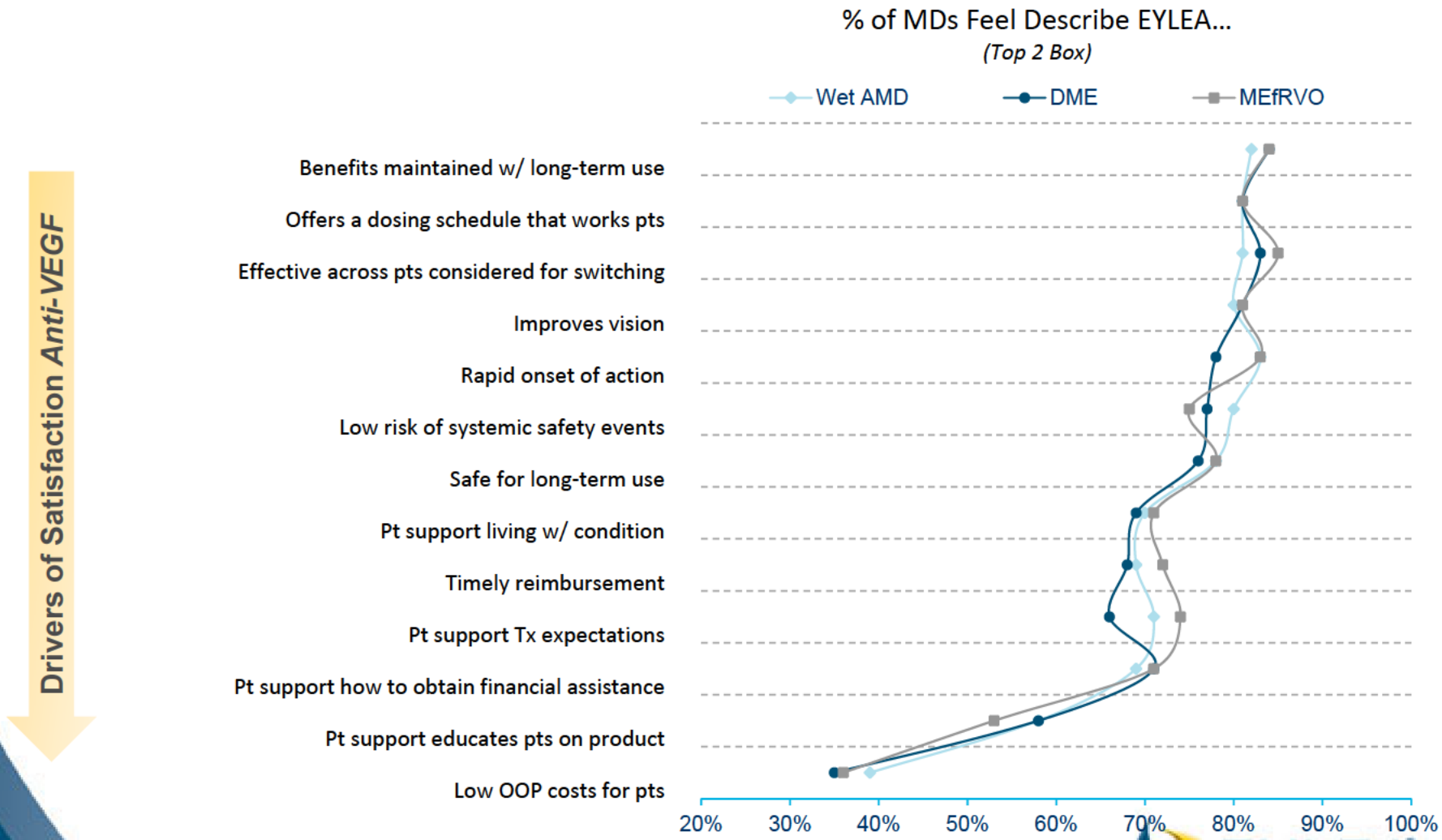
% Satisfied w/… *(Top 2 Box)*	Wet AMD	DME	MEfRVO
EYLEA	86%	82%	85%



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EYLEA Brand Ratings *(continued)*

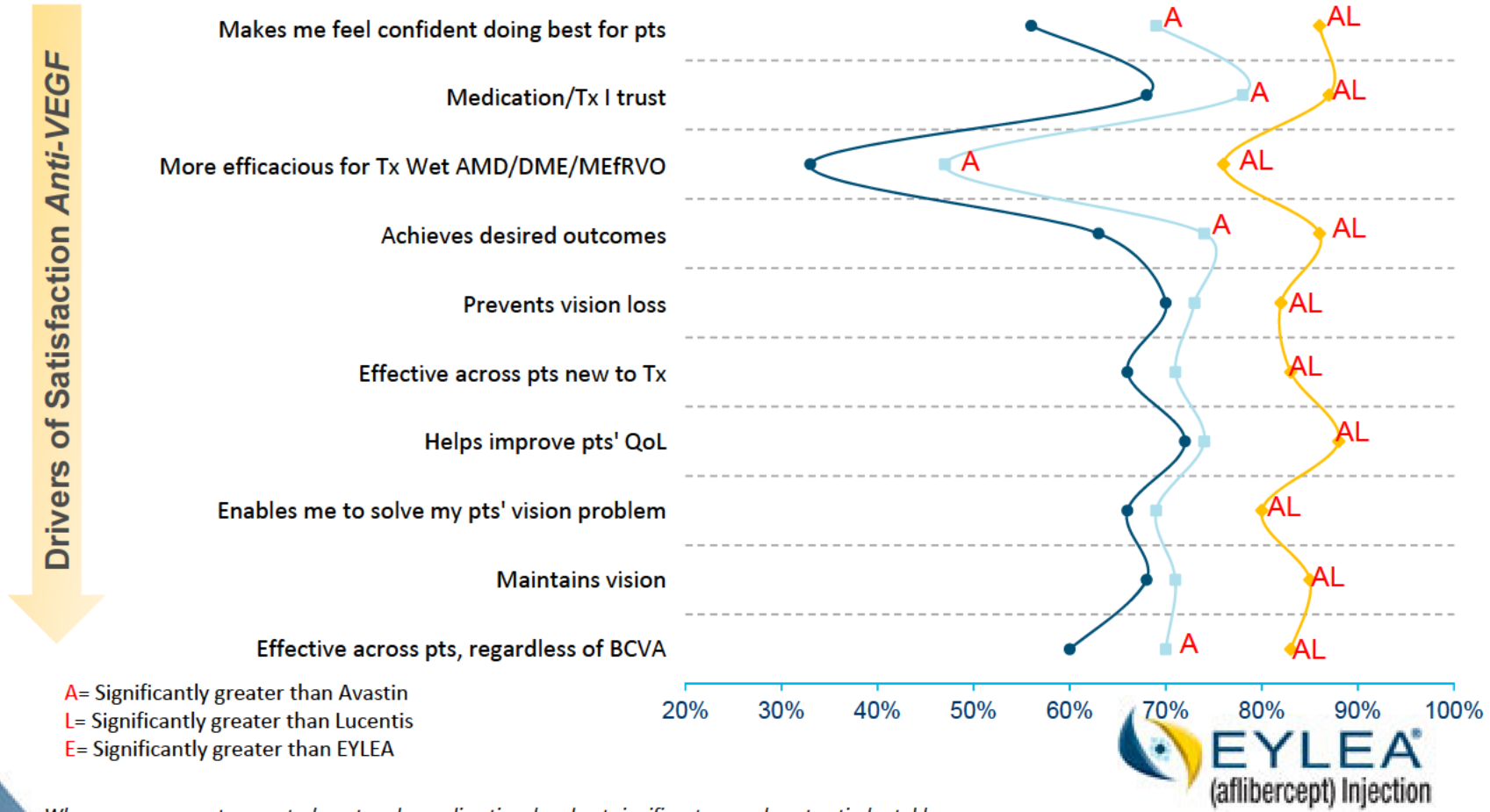


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Wet AMD Brand Ratings

% Satisfied w/… *(Top 2 Box)*	EYLEA	Avastin	Lucentis
Tx of Wet AMD	86%	53%	58%



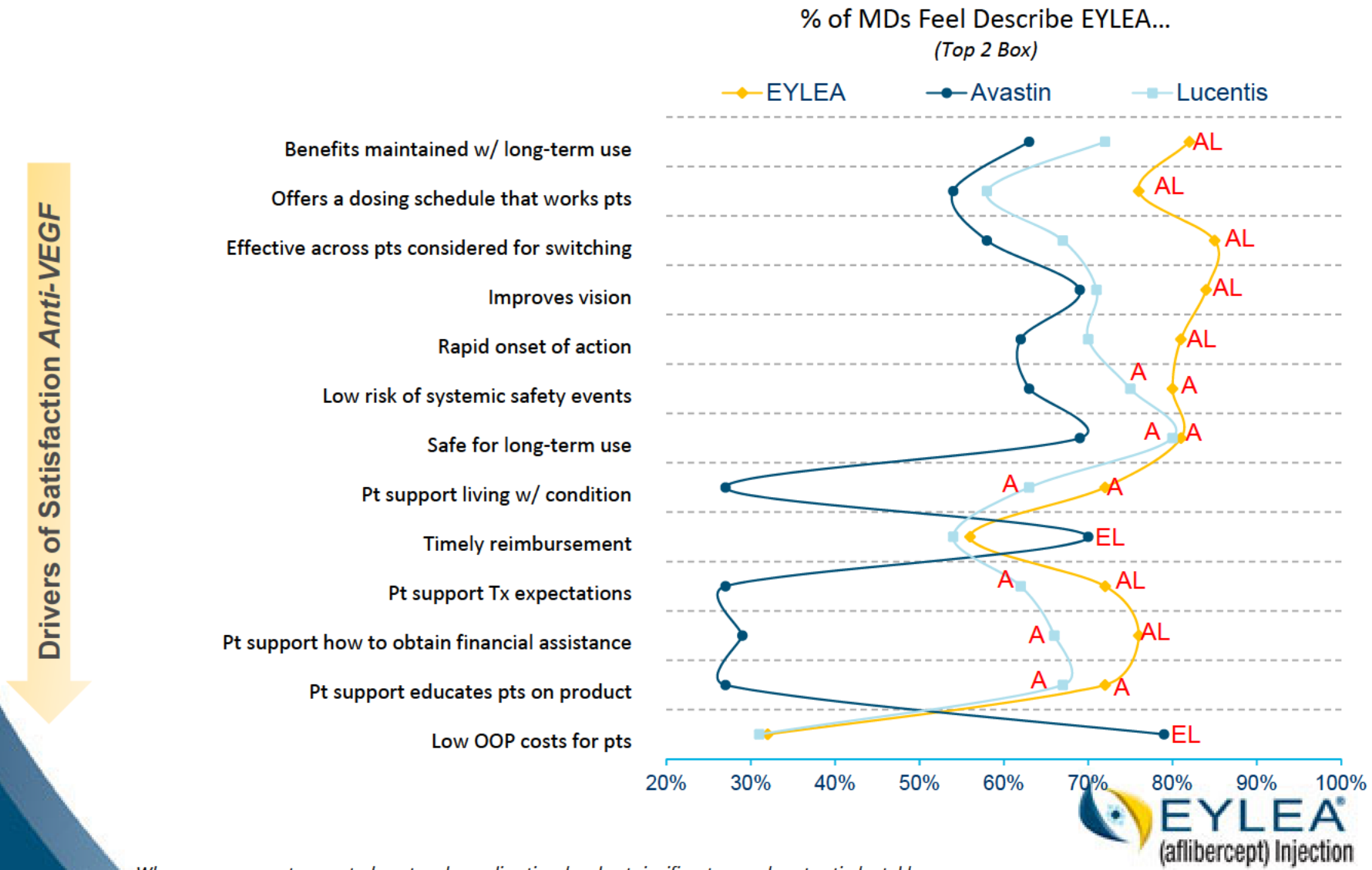
A= Significantly greater than Avastin
L= Significantly greater than Lucentis
E= Significantly greater than EYLEA

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Wet AMD Brand Ratings *(continued)*



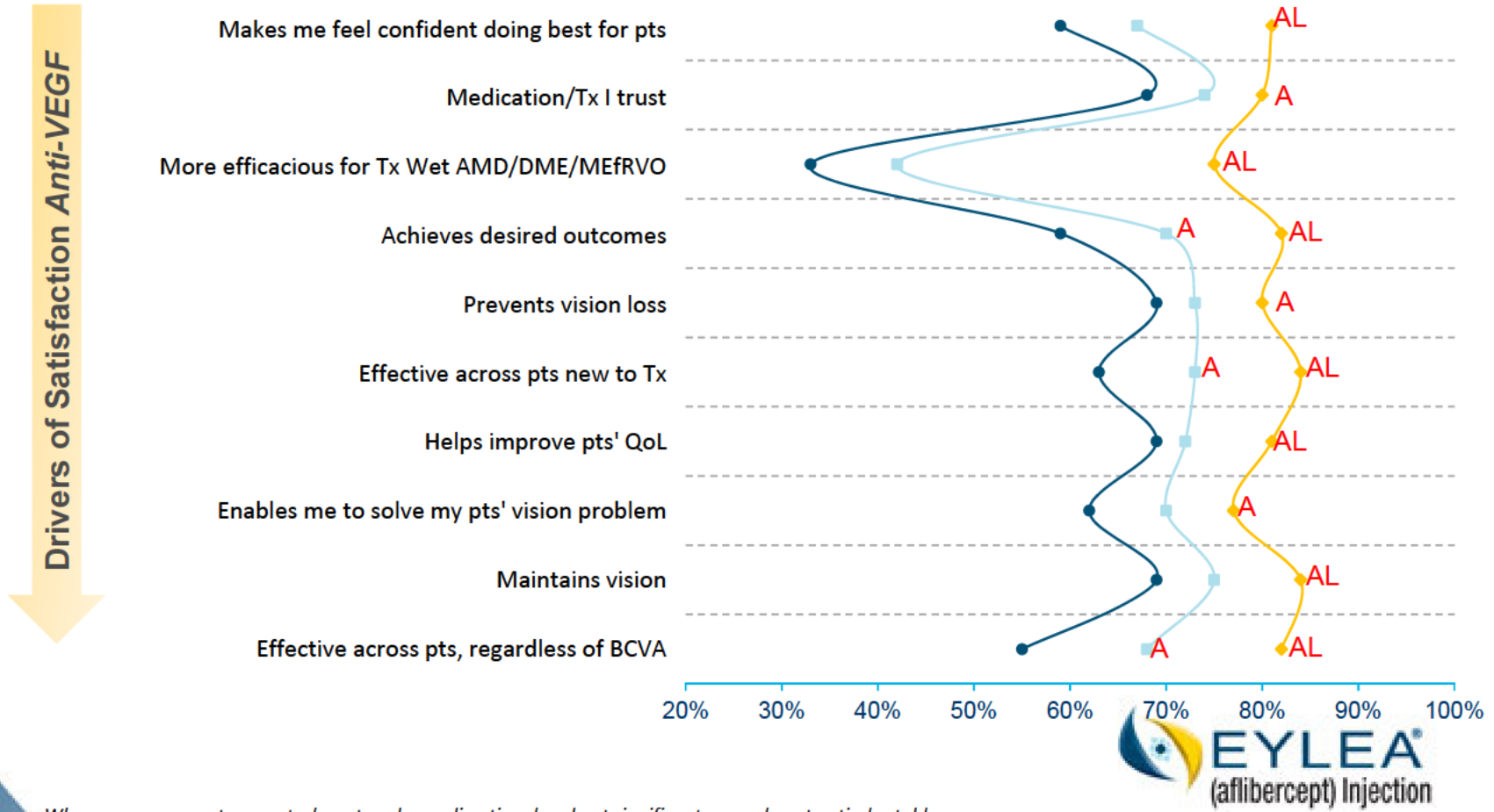
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DME Brand Ratings

% Satisfied w/… *(Top 2 Box)*	EYLEA	Avastin	Lucentis
Tx of DME	82%	50%	52%

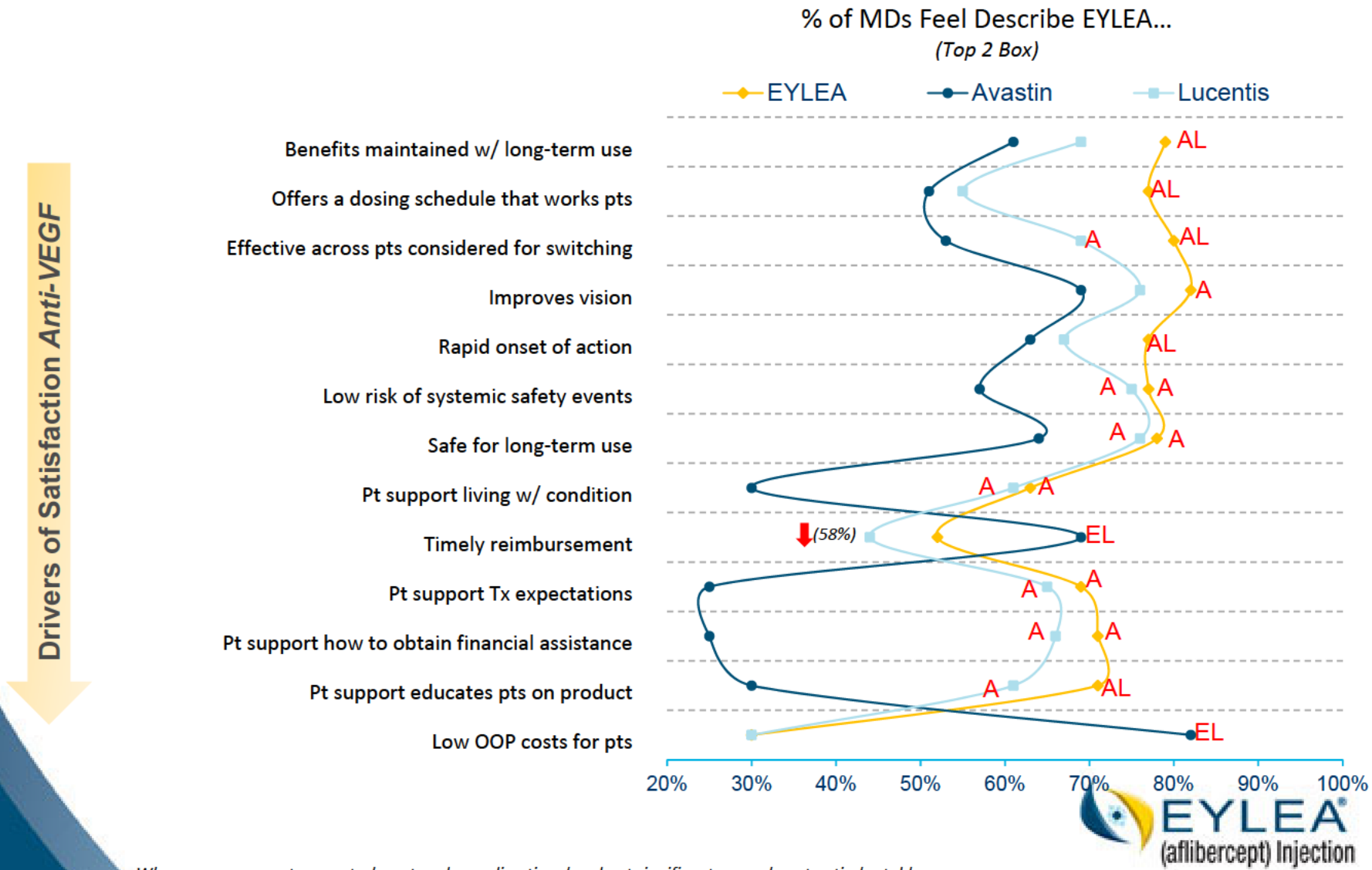


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DME Brand Ratings *(continued)*



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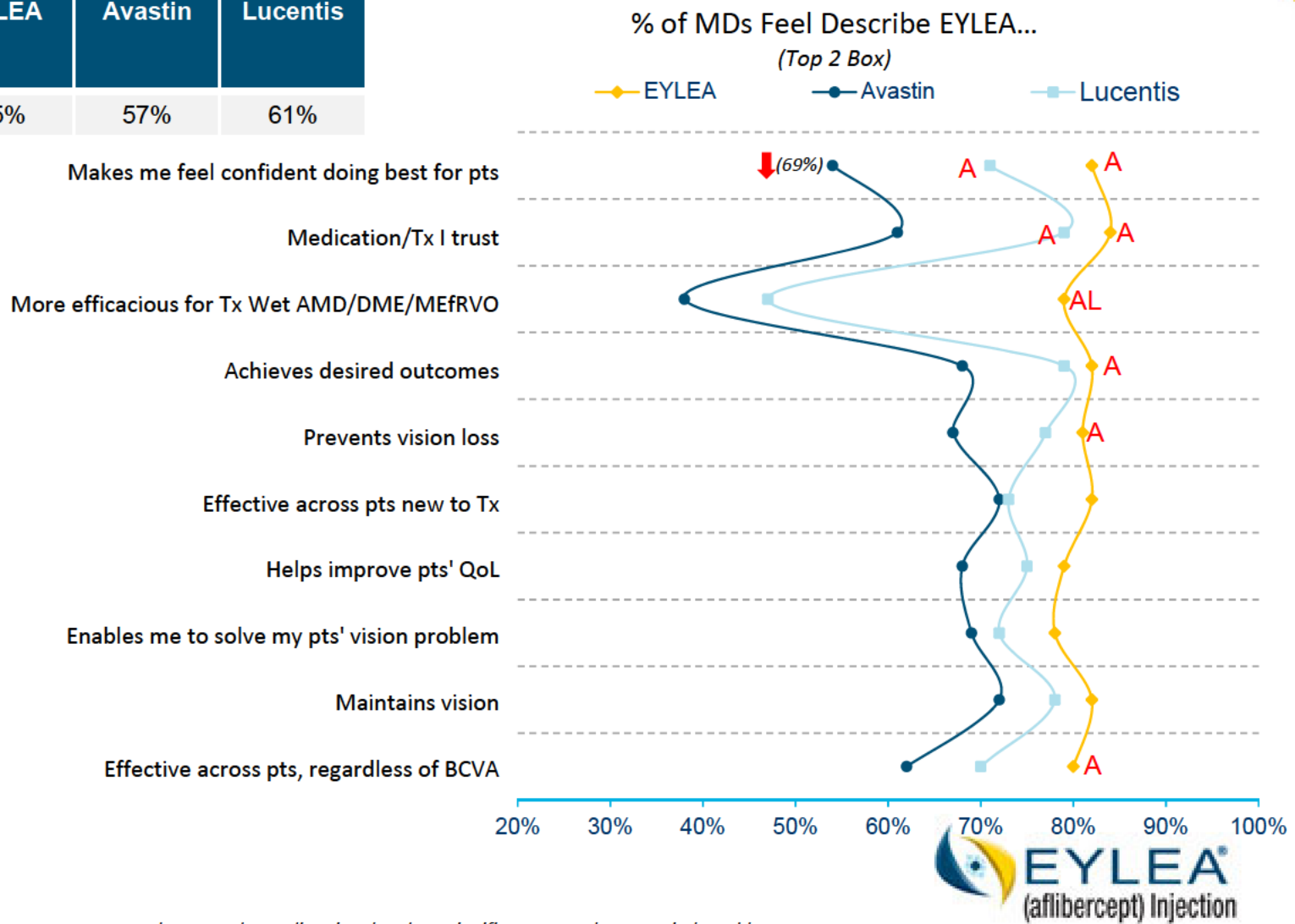
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RVO Brand Ratings

% Satisfied w/… *(Top 2 Box)*	EYLEA	Avastin	Lucentis
Tx of RVO	85%	57%	61%

Drivers of Satisfaction *Anti-VEGF*

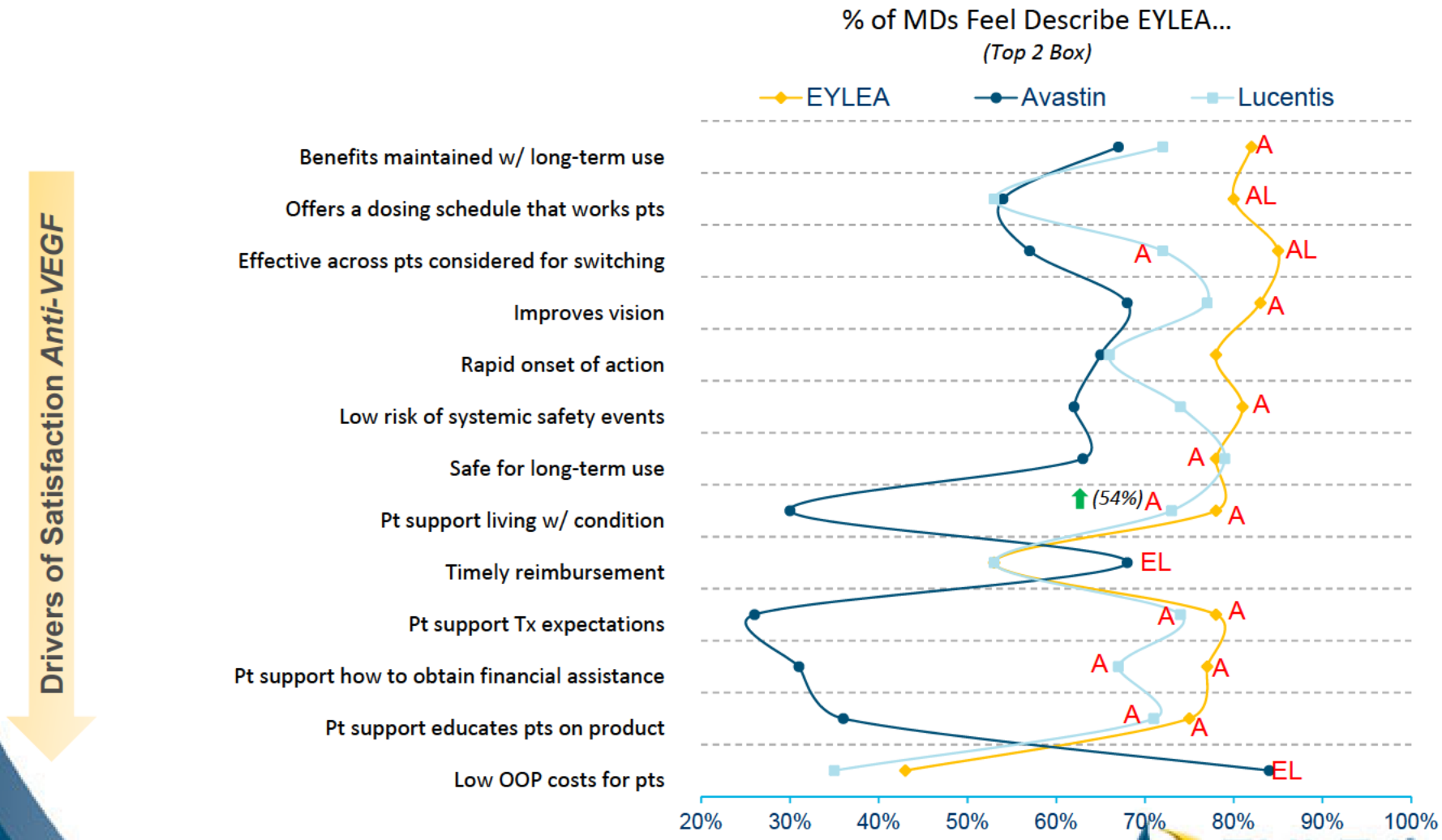


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RVO Brand Ratings *(continued)*



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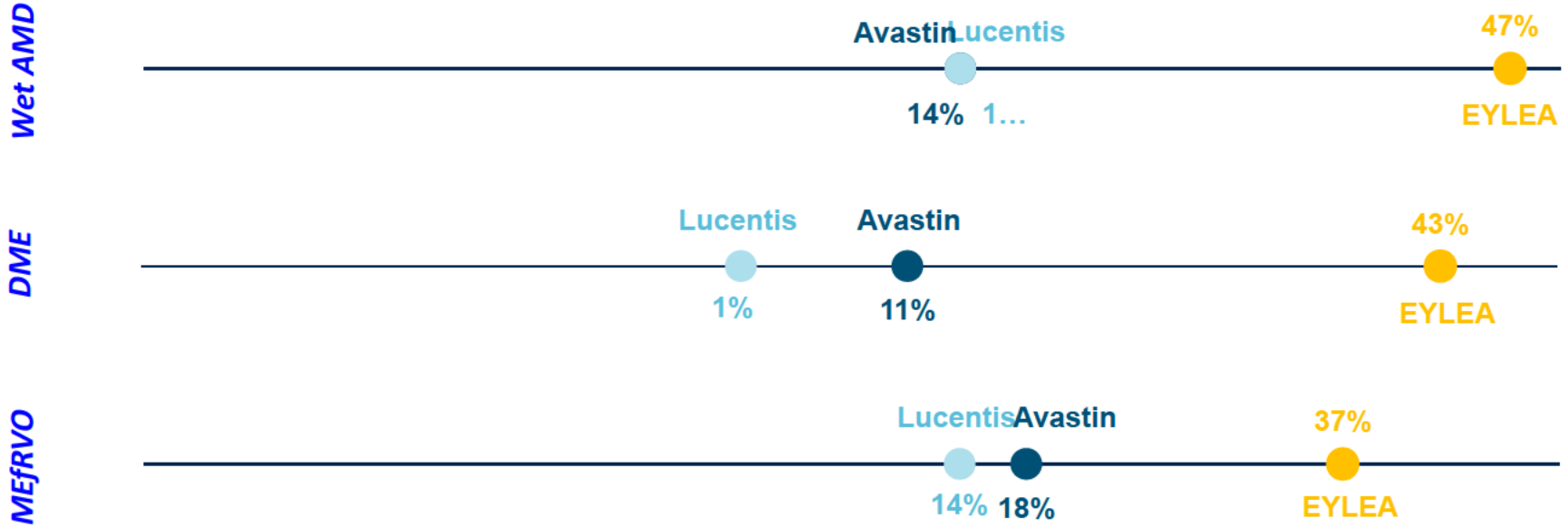
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NPS Scores



NPS = % - %

NPS is calculated by subtracting the percent of detractors who rate the brand 0-6 from the percent of promoters who rate the brand 9-10



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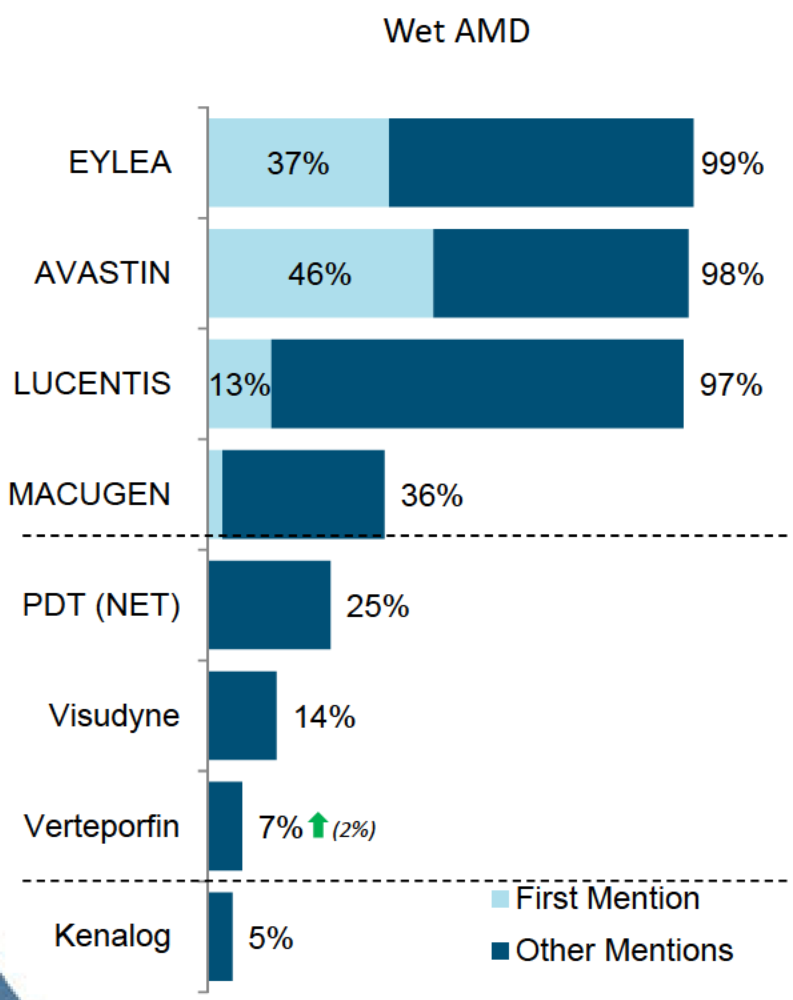
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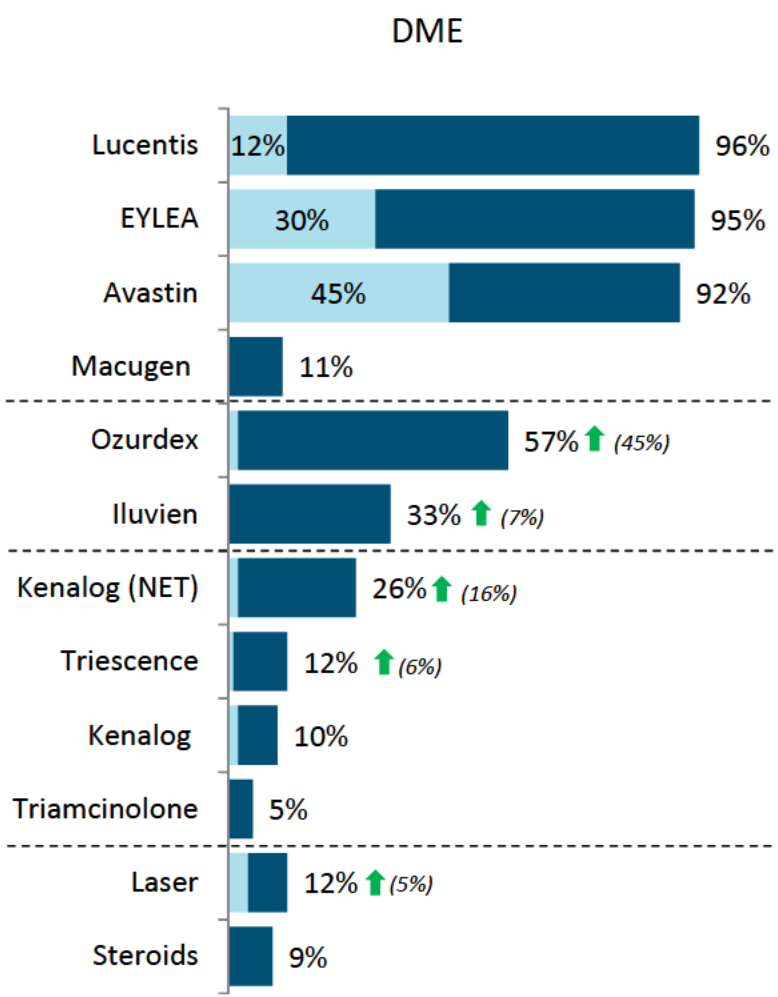
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Unaided Awareness of ANTI-VEGFs

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Unaided Awareness of Currently Available Medications





Mentions <5% are not shown.

Source: Q4 2018 ATU Study (n=200 retina specialists)

Statistically significant at 95% confidence level vs. Q3 2018

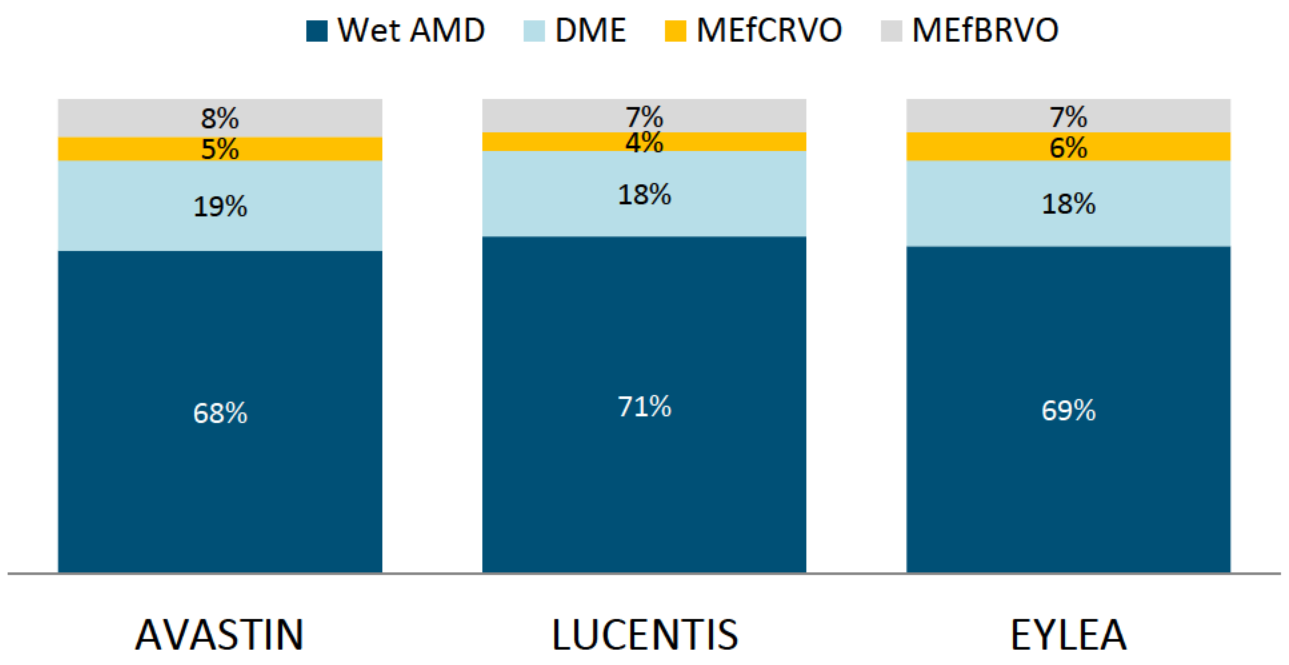
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Market Share Summary

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Usage by Indication

Anti-VEGF Treated Eyes: All Indications
Projected Distribution by Indication
(Q4 wave n= 147,549 eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

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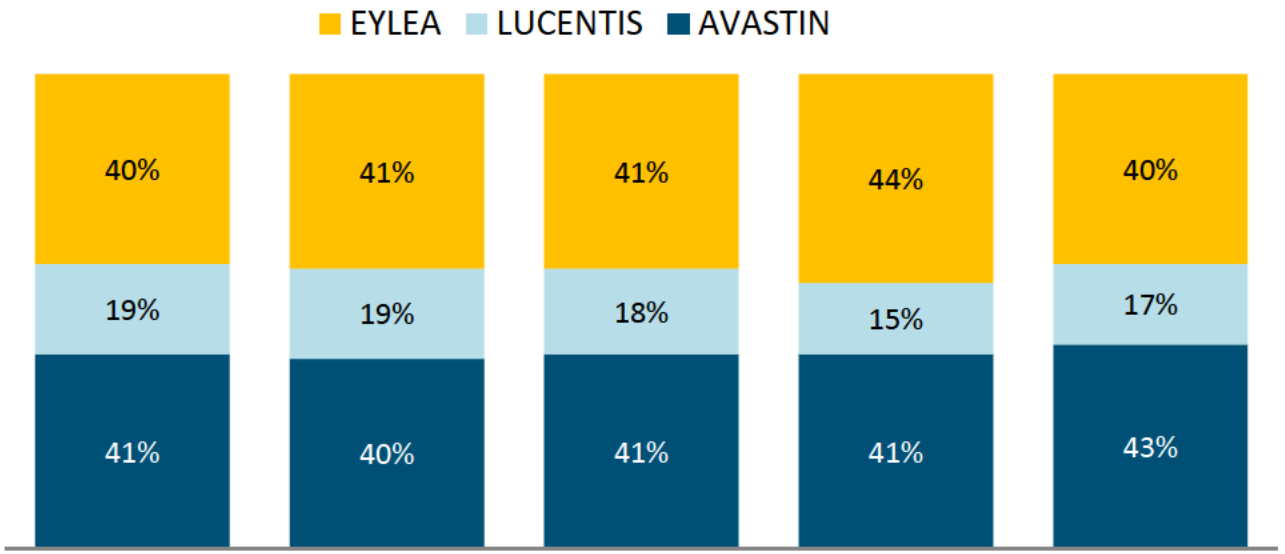
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Anti-VEGF Market Share Summary

Anti-VEGF Treated Eyes: All Indications

Projected Share Allocation Across All Indications

(Q4 wave n= 147,549 eyes)



*Share Change vs Q3**	Overall	Wet AMD	DME	MEfCRVO	MEfBRVO
EYLEA	*+2 pts*	*+3 pts*	*+3 pts*	*+2 pts*	*+3 pts*
LUCENTIS	*0 pts*	*0 pts*	*-3 pts*	*+2 pts*	*+3 pts*
AVASTIN	*-2 pts*	*-3 pts*	*0 pts*	*-4 pts*	*-6 pts*

Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

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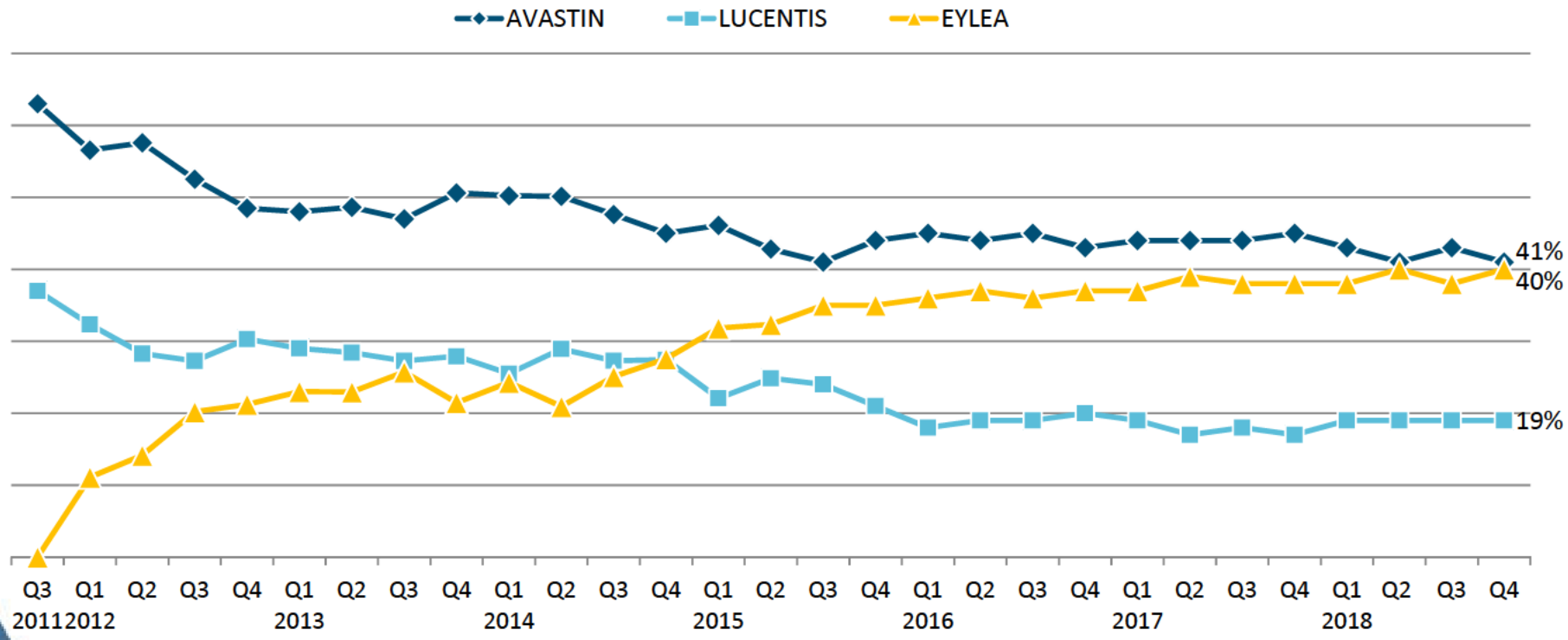
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Anti-VEGF Share Update

Anti-VEGF Treated Eyes: All Indications

Projected Share Allocation Across All Indications

(Q4 wave n= 147,549 eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

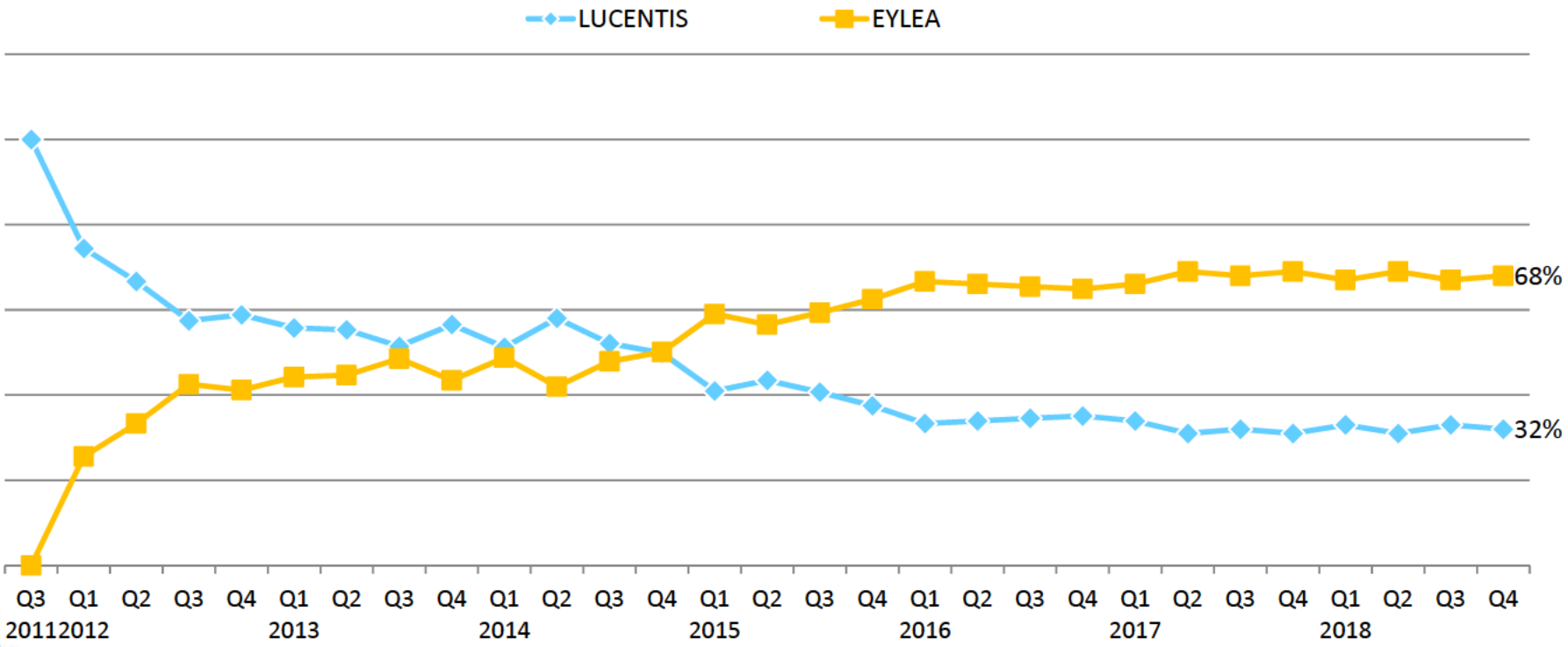
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Branded Anti-VEGF Share Update

Branded Anti-VEGF Treated Eyes: All Indications
Projected Share Allocation Across All Indications
(Q4 wave n=86,391 eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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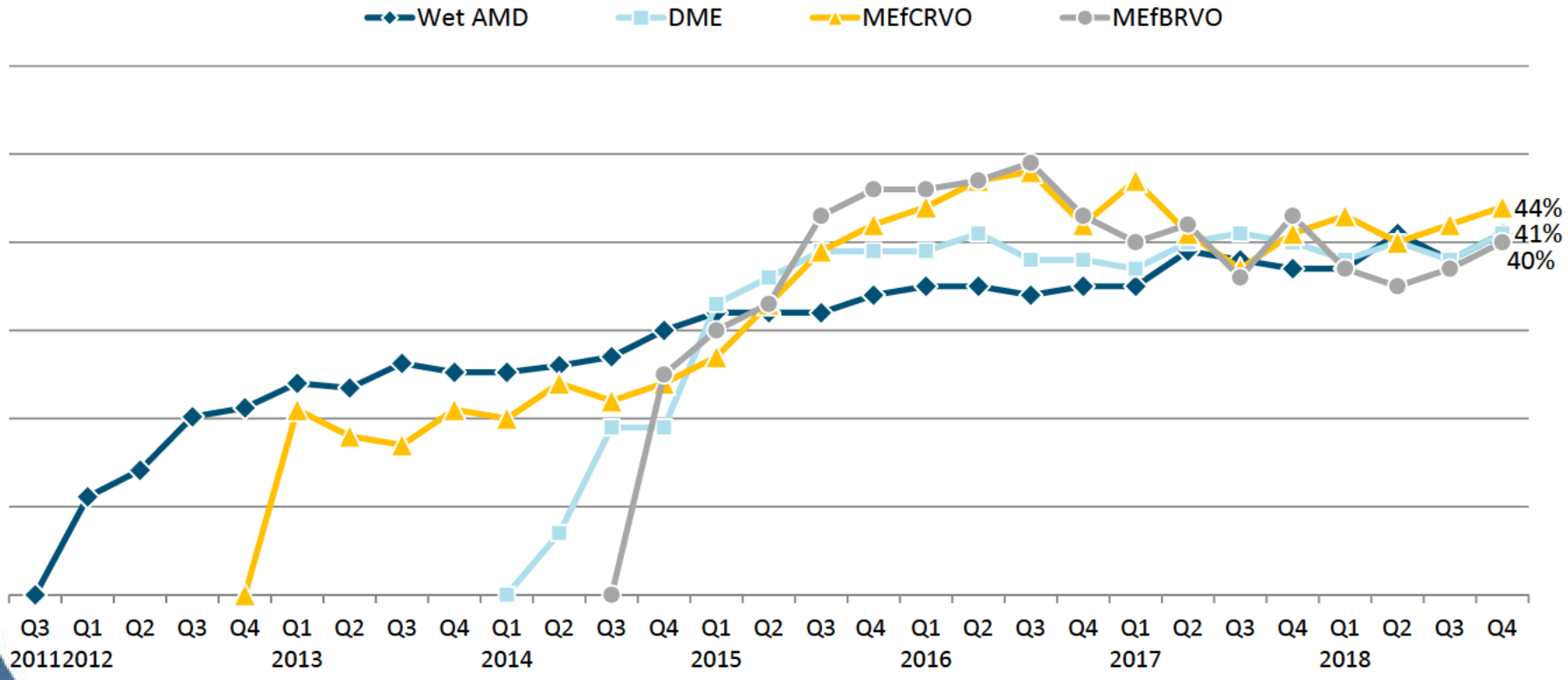
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EYLEA Market Share Uptake Curves

EYLEA Treated Eyes

Projected Share Allocation by Indication

(Q4 wave n= 147,549 eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

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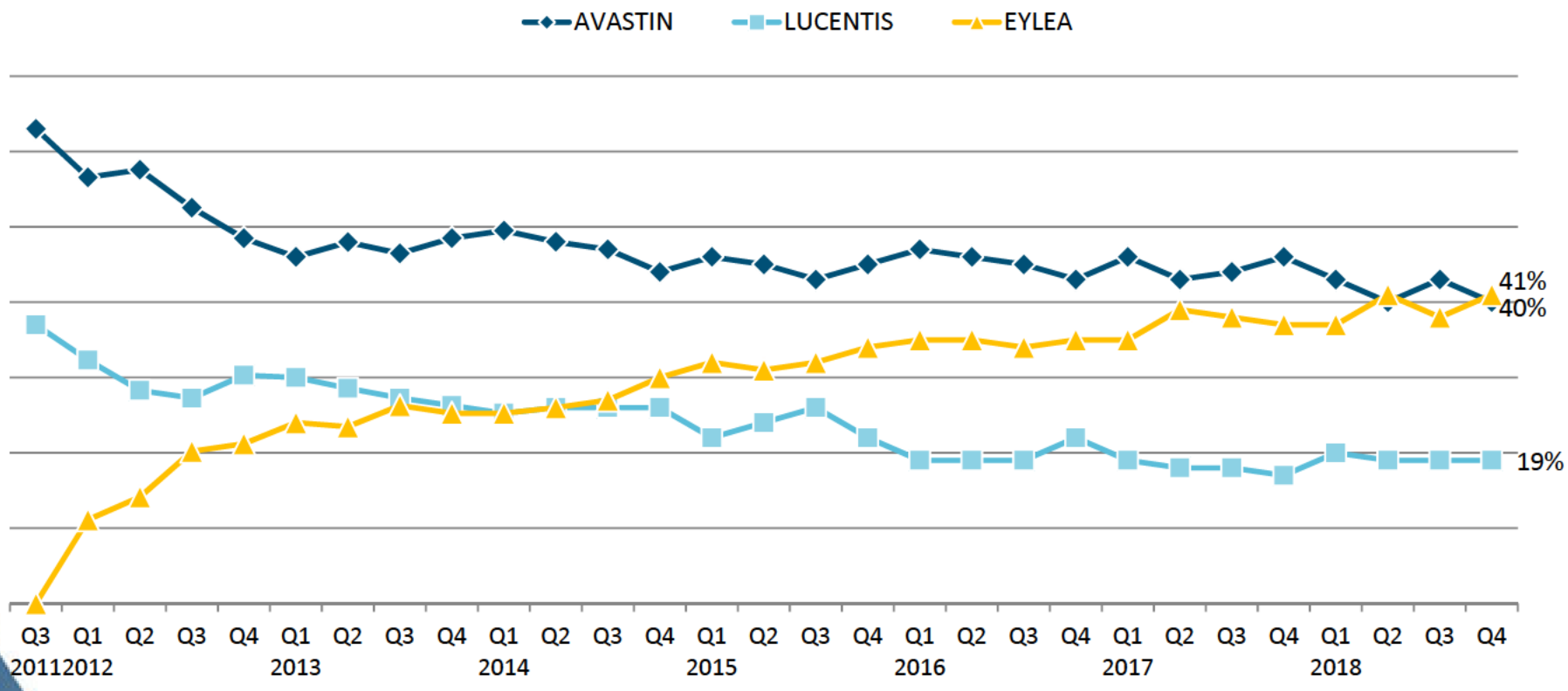
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Wet AMD Share Update

Wet AMD Diagnosed, Anti-VEGF Treated Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=200 retina specialists; 101,720)



Source: Q4 2018 ATU Study (n=200 retina specialists)

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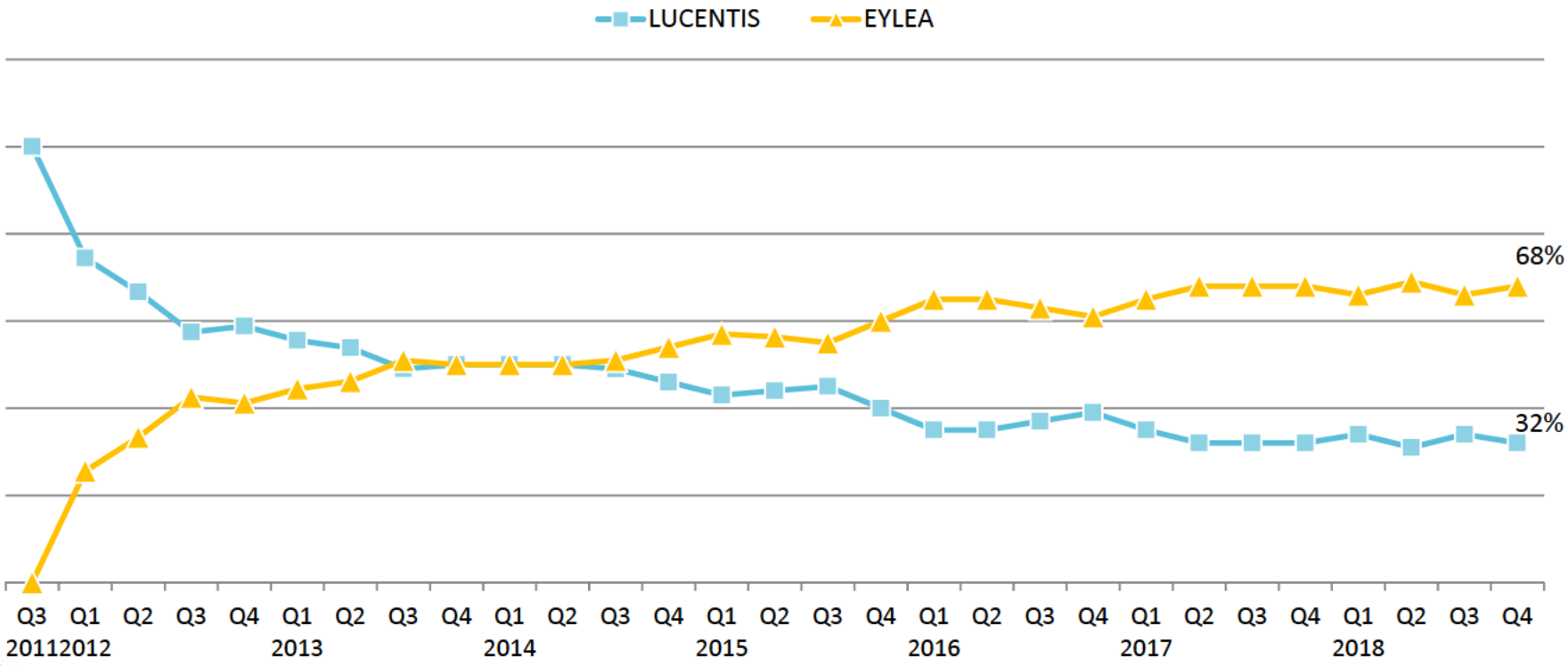
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Wet AMD *Branded* Share Update

Wet AMD Diagnosed, Anti-VEGF Treated Eyes

Projected Market Share Allocation by Product – Branded Market

(Q4 wave n=194 retina specialists; 59,882 eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists)

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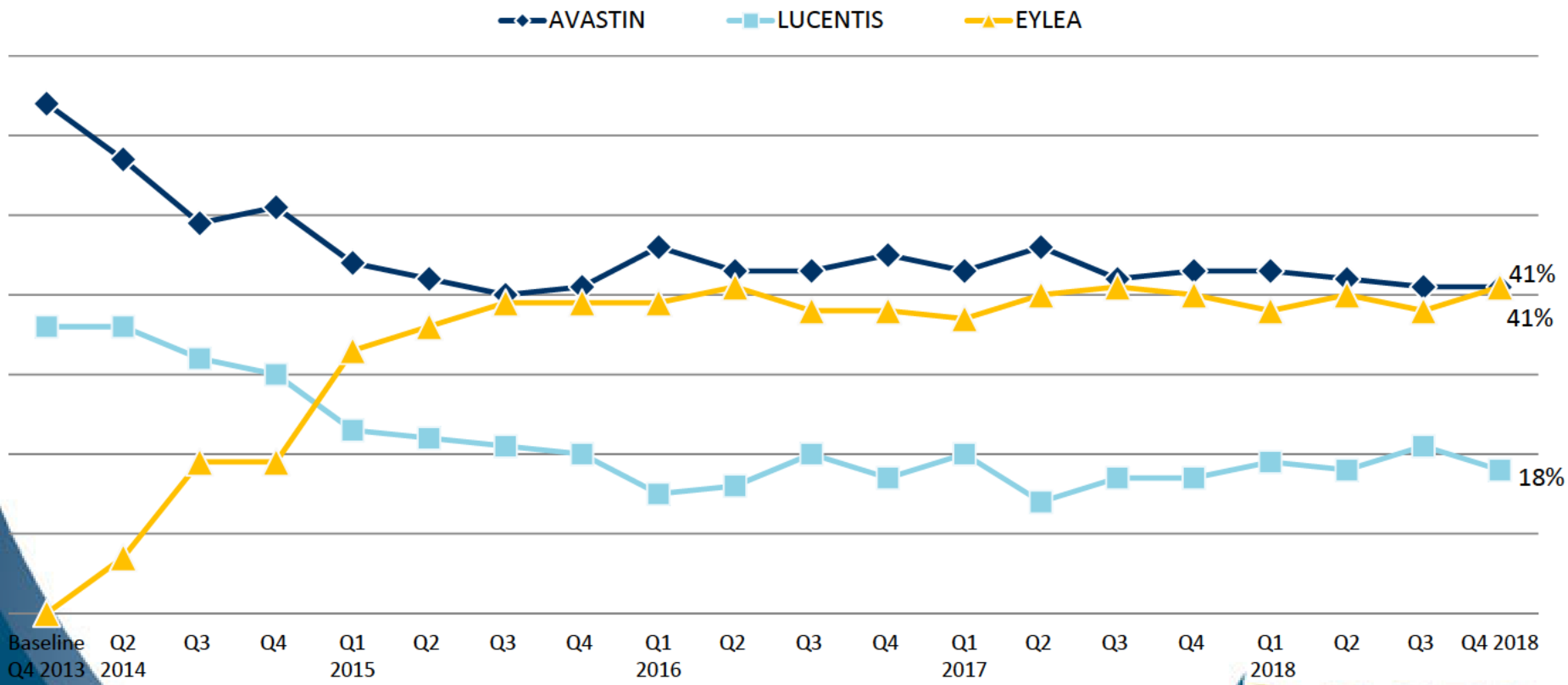
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DME Share Update

DME Centrally Involved Diagnosed, Anti-VEGF Treated Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=204 retina specialists; 27,070 eyes)



Source: Q4 2018 ATU Study (n=204 retina specialists)

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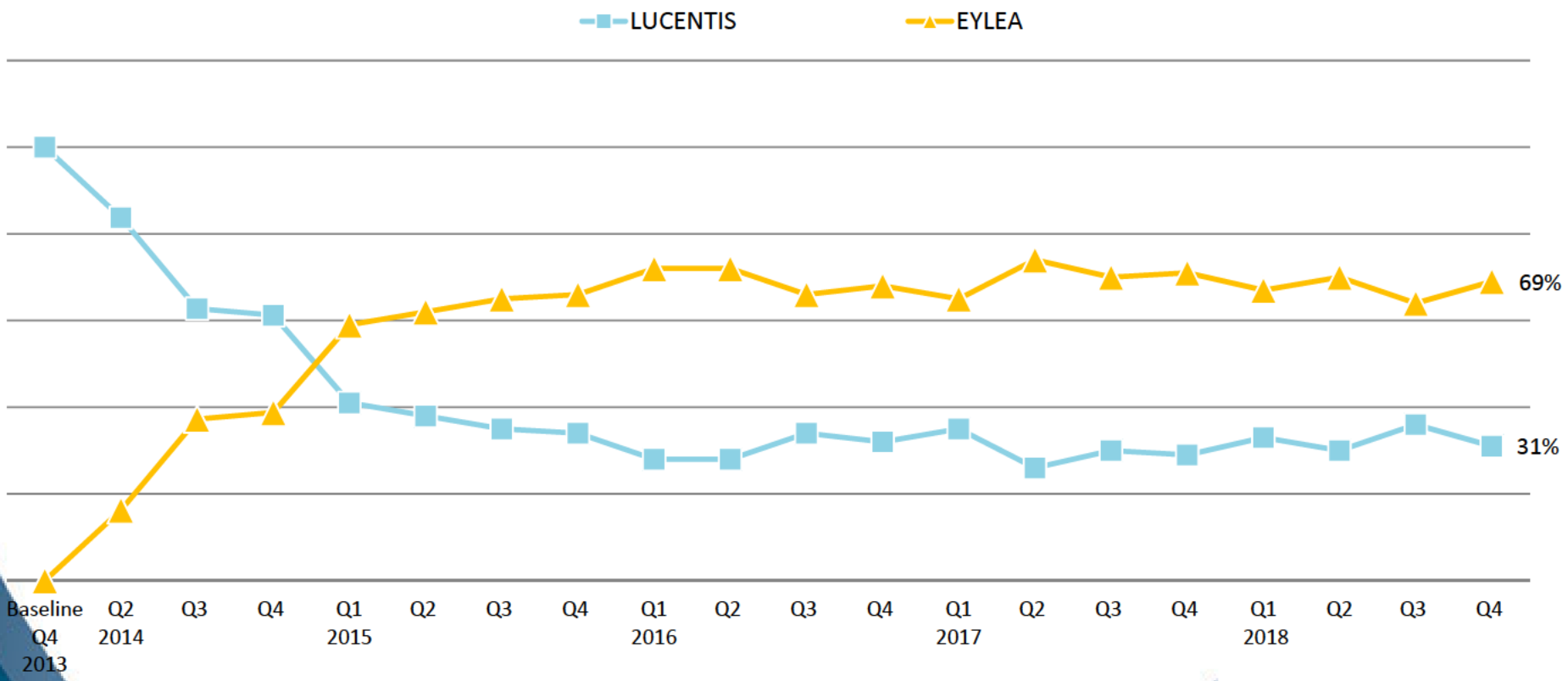
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DME *Branded* Share Update

DME Centrally Involved Diagnosed, Anti-VEGF Treated Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=197 retina specialists; 15,795 eyes)



Source: Q4 2018 ATU Study (n=204 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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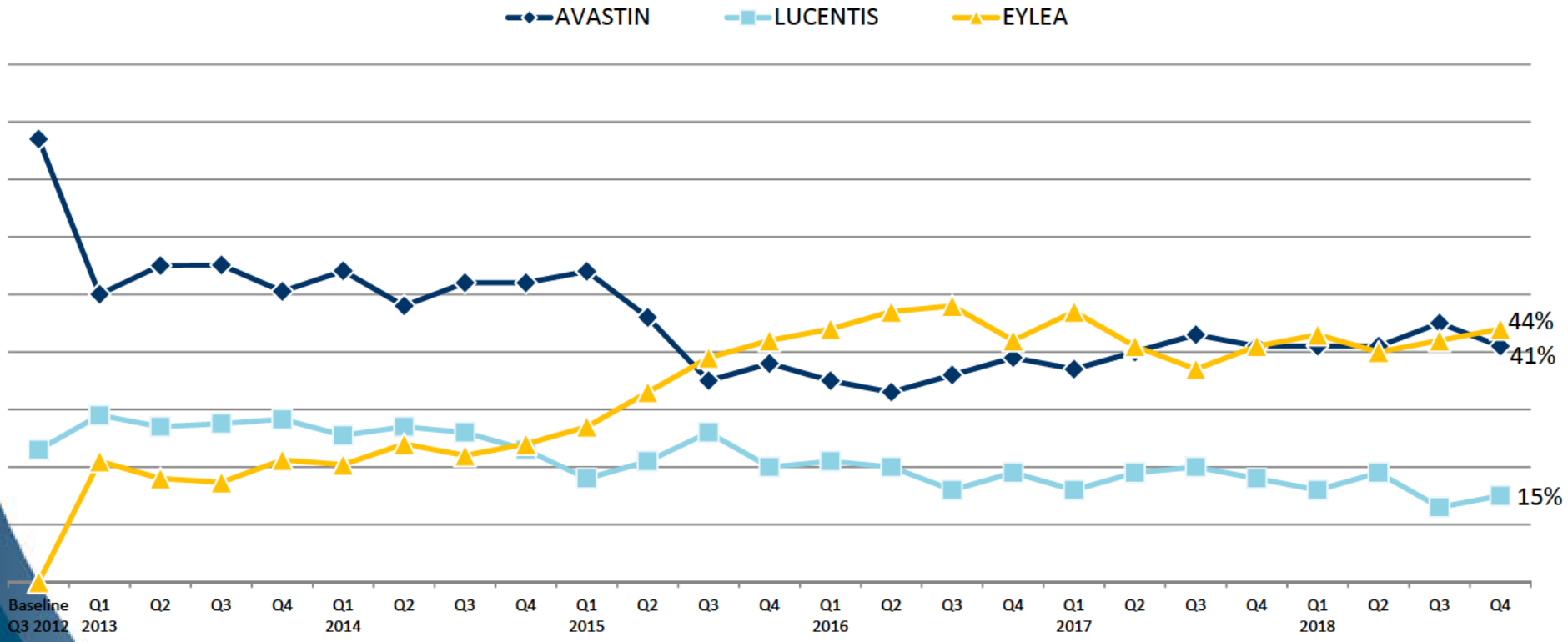
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MEfCRVO Share Update

Macular Edema following CRVO Diagnosed, Anti-VEGF Treated Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n= 100 retina specialists; 7,770 eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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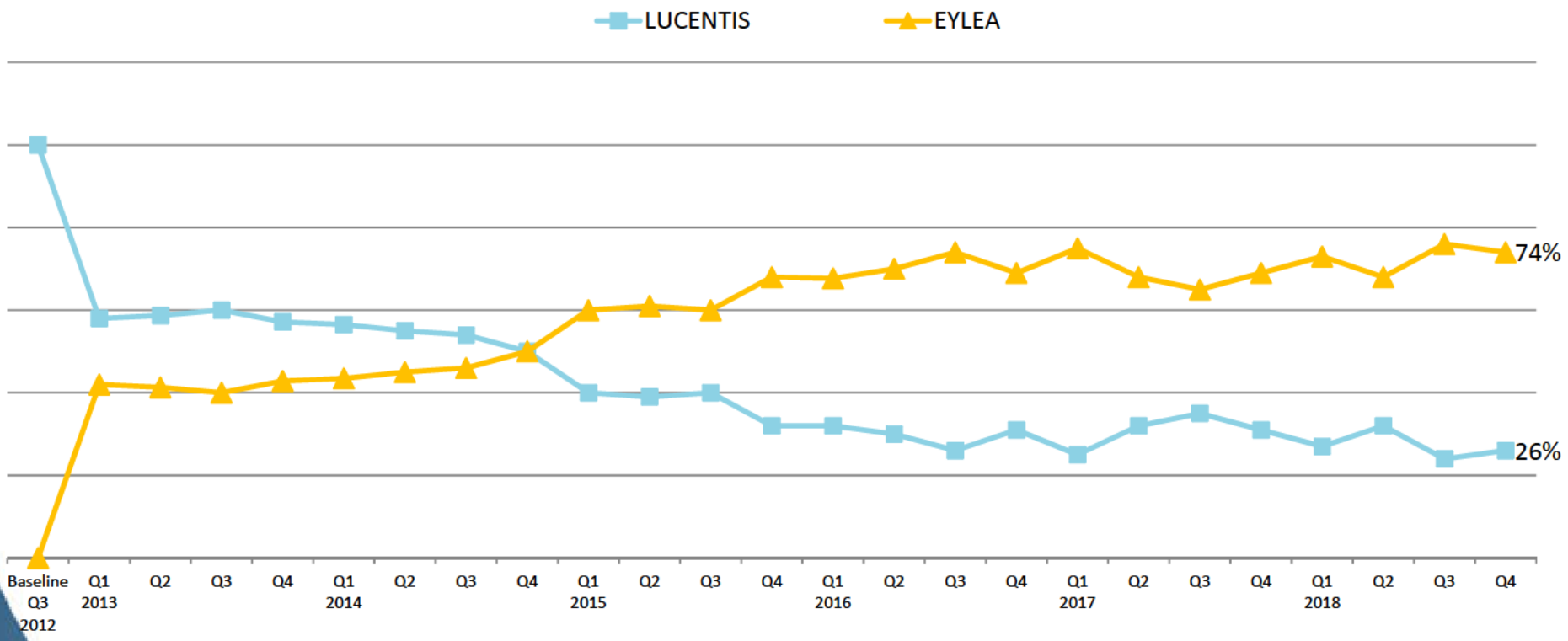
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MEfCRVO *Branded* Share Update

Macular Edema following CRVO Diagnosed, Anti-VEGF Treated Eyes

Projected Market Share Allocation by Product – Branded Market

(Q4 wave=96 retina specialists; 4,564 eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

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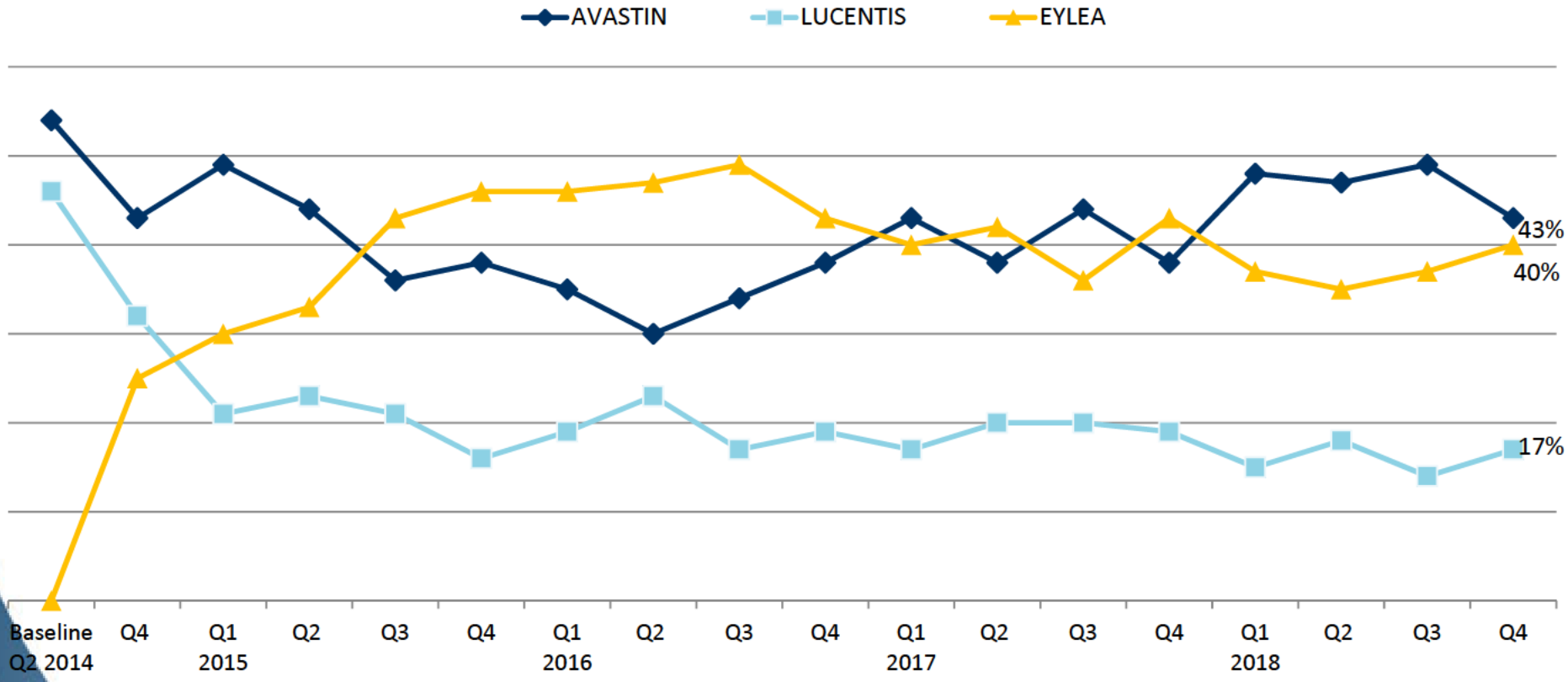
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MEfBRVO Share Update

Macular Edema following BRVO Diagnosed, Anti-VEGF Treated Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=100 retina specialists; 10,989 eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

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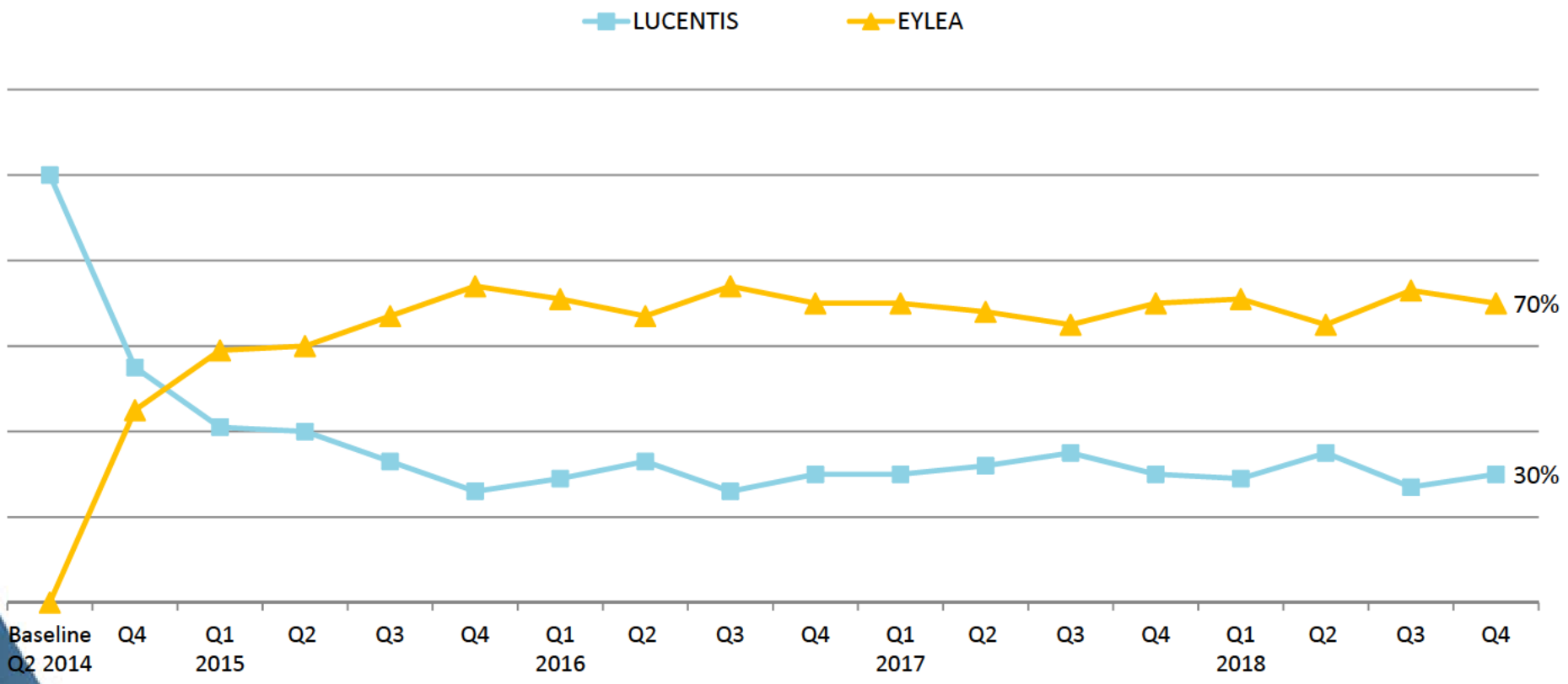
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MEfBRVO *Branded* Share Update

Macular Edema following BRVO Diagnosed, Anti-VEGF Treated Eyes

Projected Market Share Allocation by Product – Branded Market

(Q4 wave n=90 retina specialists; 6,150 eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

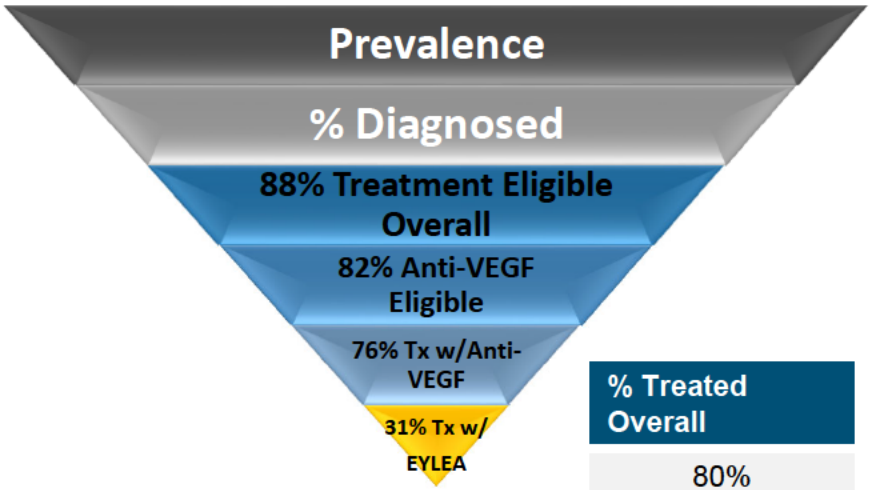
Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 35
Samsung Bioepis Co., Ltd. and Biocon Biologics Inc. v. Regeneron Pharmaceuticals, Inc. IPR2023-00739

Brand Funnel

EYLEA® (aflibercept) Injection

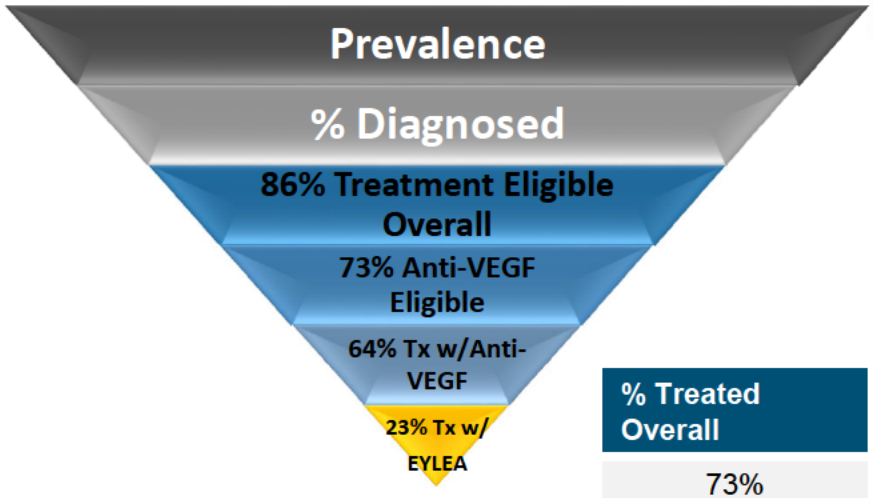
Anti-VEGF Treatment Funnel

Wet AMD
(n=135,505 Wet AMD Eyes)



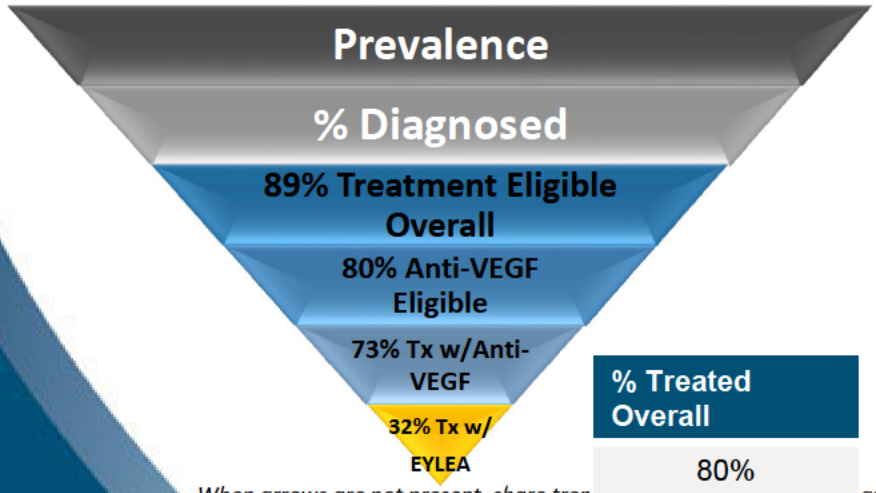
% Treated Overall
80%

DME
(n=99,481 DME Eyes)



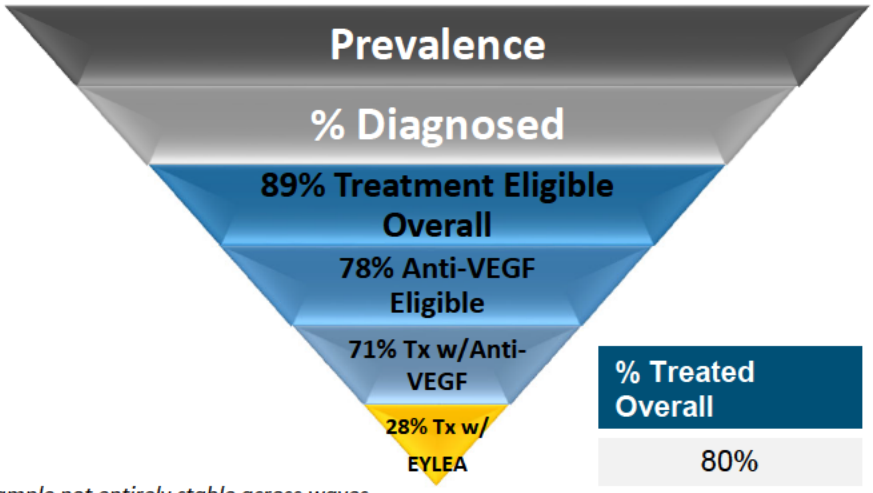
% Treated Overall
73%

MEfCRVO
(n=10,705 MEfCRVO Eyes)



% Treated Overall
80%

MEfBRVO
(n=15,499 MEfBRVO Eyes)

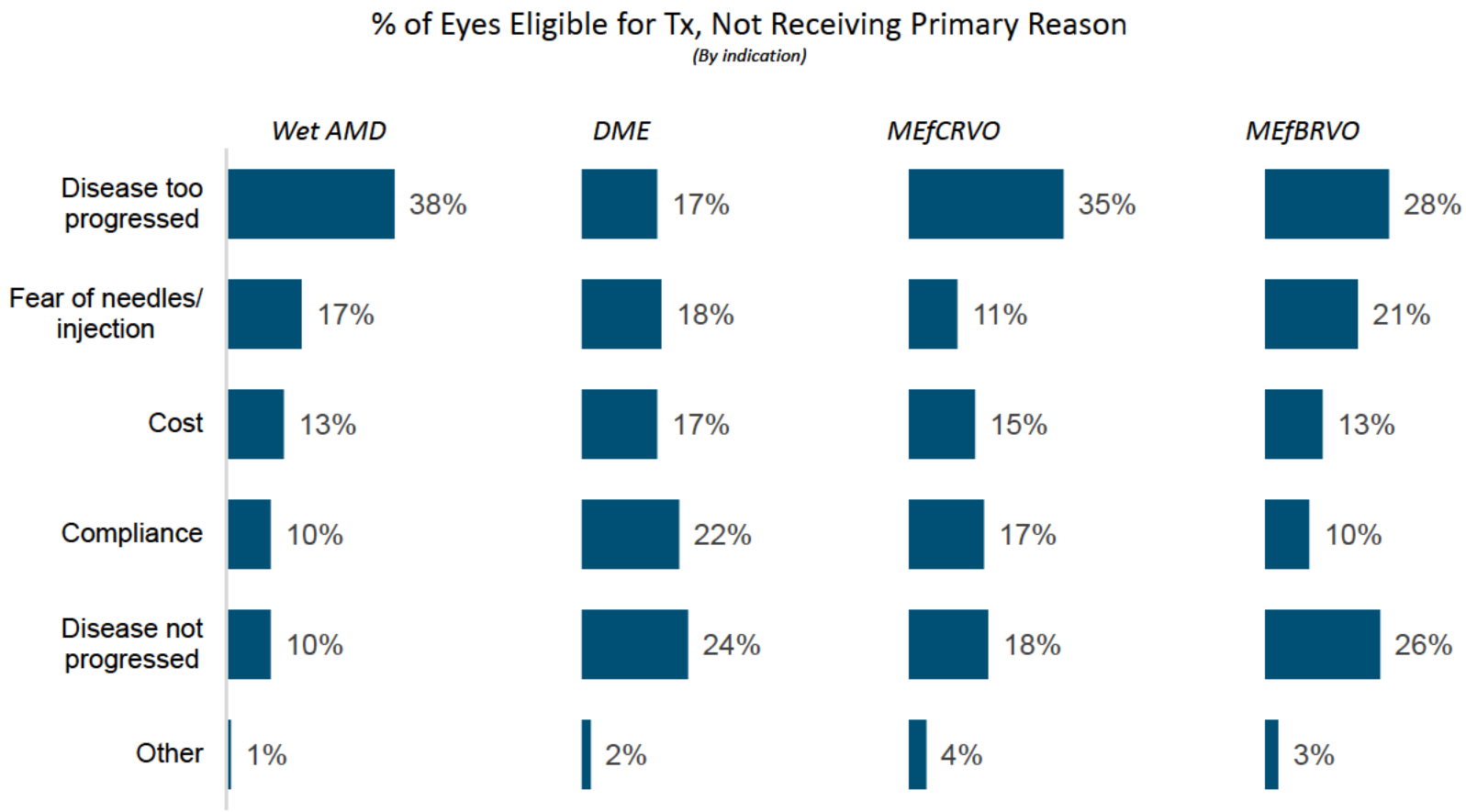


% Treated Overall
80%

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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Primary Reason Not Receiving Treatment



Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

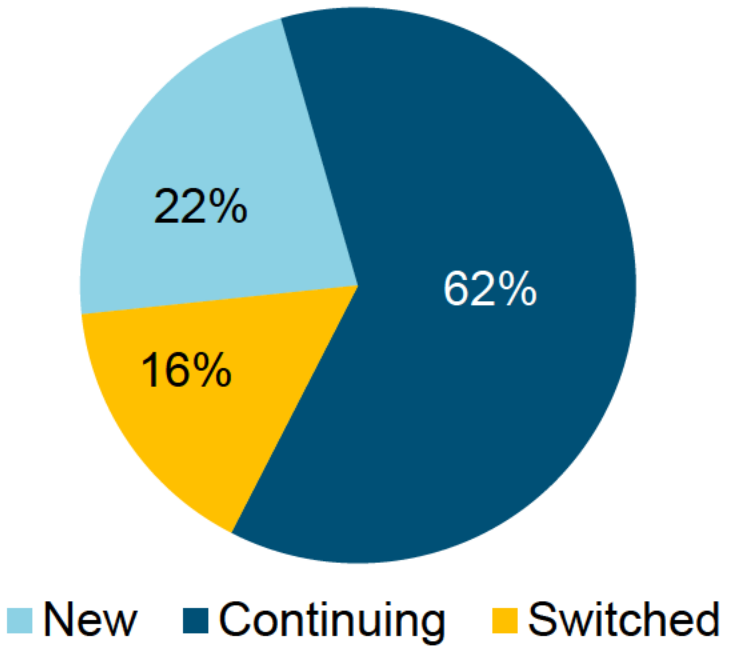
Maru/ - Confidential

SOURCE OF BUSINESS SUMMARY

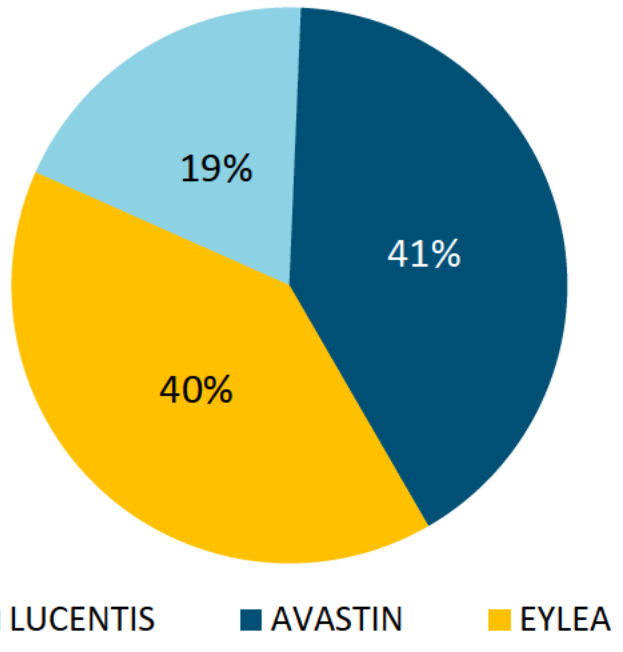
EYLEA® (aflibercept) Injection

Overall Source of Business

Anti-VEGF Treated Eyes
Projected Source of Business Across All Indications
(Q4 wave n= 147,549 eyes)



Anti-VEGF Treated Eyes
Projected Share Allocation Across All Indications
(Q4 wave n= 147,549 eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

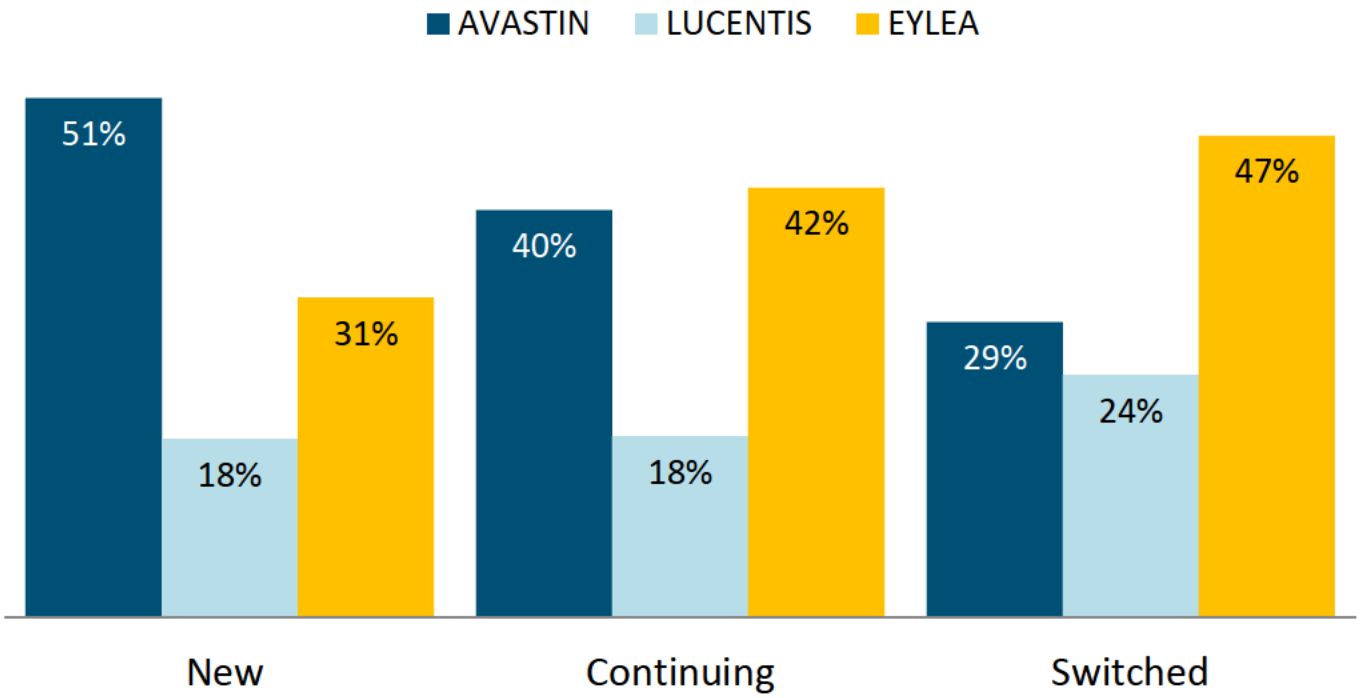
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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Anti-VEGF Market Source of Business

Anti-VEGF Treated Eyes
Projected Share Allocation by Segment by Product
(Q4 wave n=147,549)



Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

Maru/ - Confidential

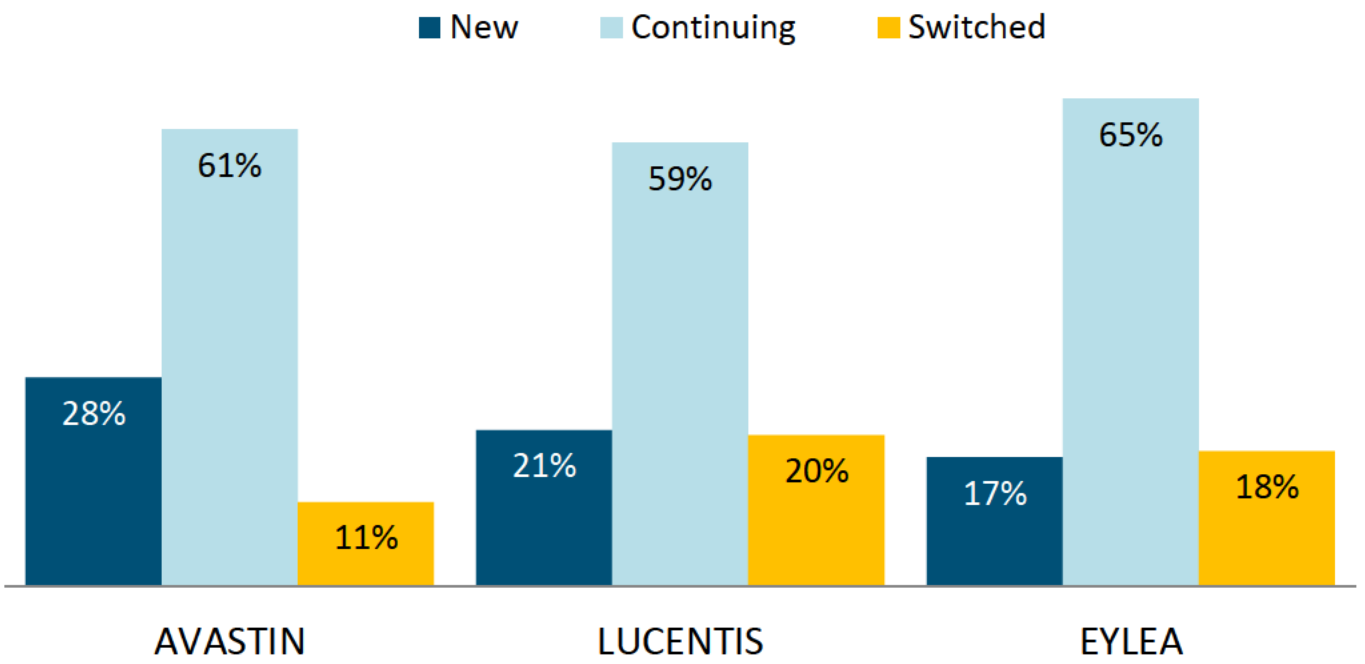
Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 41
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Anti-VEGF Market Source of Business

Anti-VEGF Treated Eyes

Projected Share Allocation by Product by Segment

(Q4 wave n= 147,549 eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

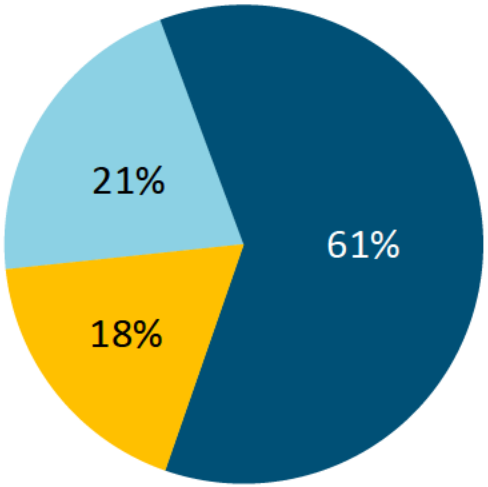
Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 42
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Wet AMD Source of Business

Wet AMD, Anti-VEGF Treated Eyes

Projected New, Continuing, & Switched

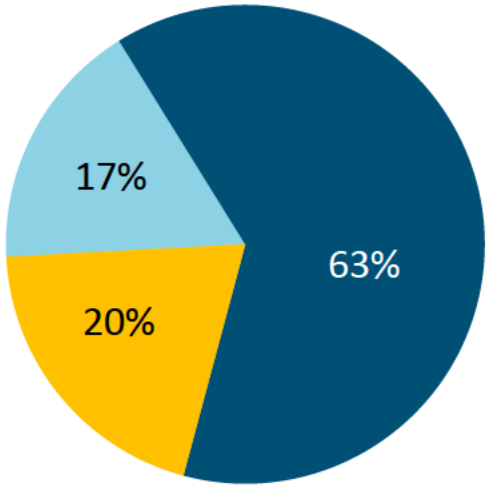
(Q4 wave n=200 retina specialists; 101,720 eyes)



Wet AMD, EYLEA Treated Eyes

Projected New, Continuing, & Switched to EYLEA

(Q4 wave n=194 retina specialists; 40,447 eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

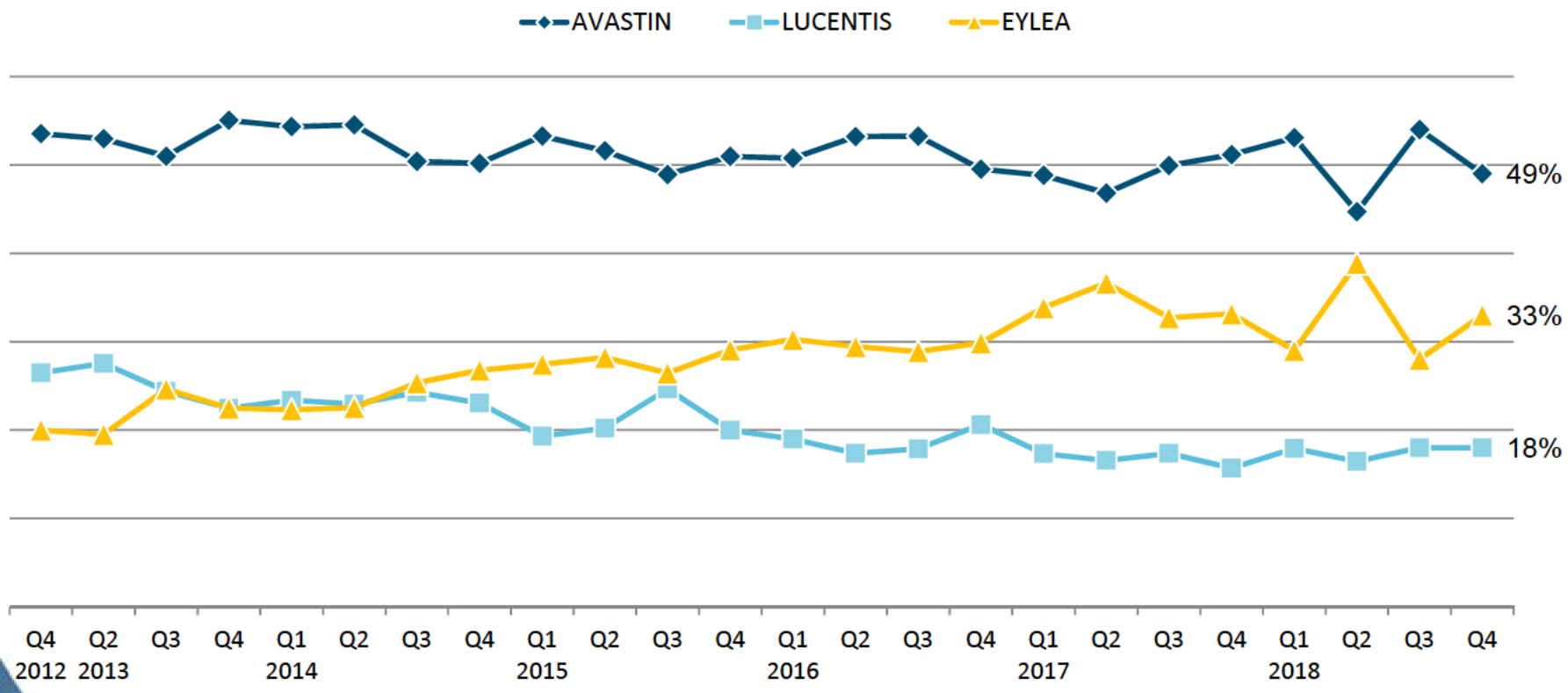
Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 43
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Wet AMD Share Update – New Eyes

Wet AMD Diagnosed, Anti-VEGF NEWLY Treated Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=200 retina specialists; 21,334 new eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

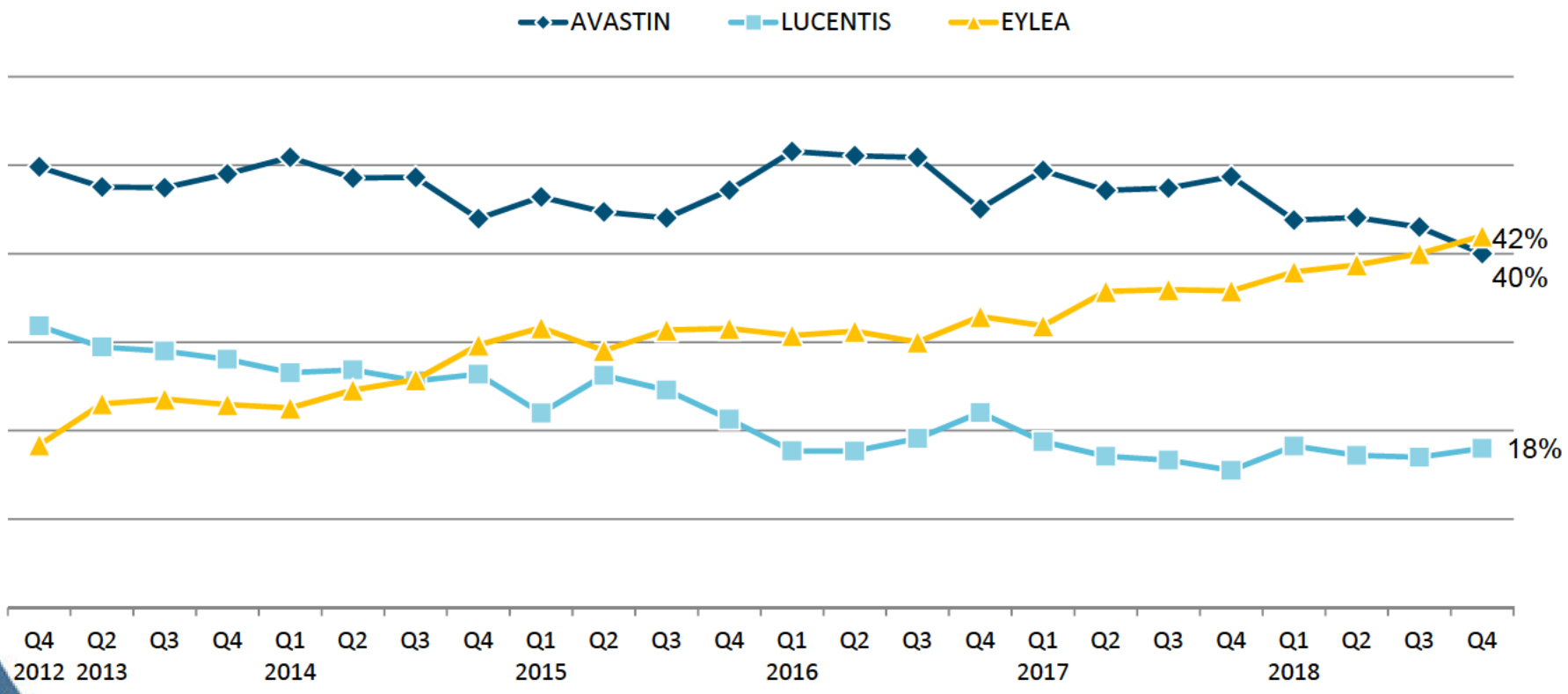
Maru/ - Confidential

Wet AMD Share Update – Continuing Eyes

Wet AMD Diagnosed, Anti-VEGF CONTINUING Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=200 retina specialists; 61,812 continuing eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

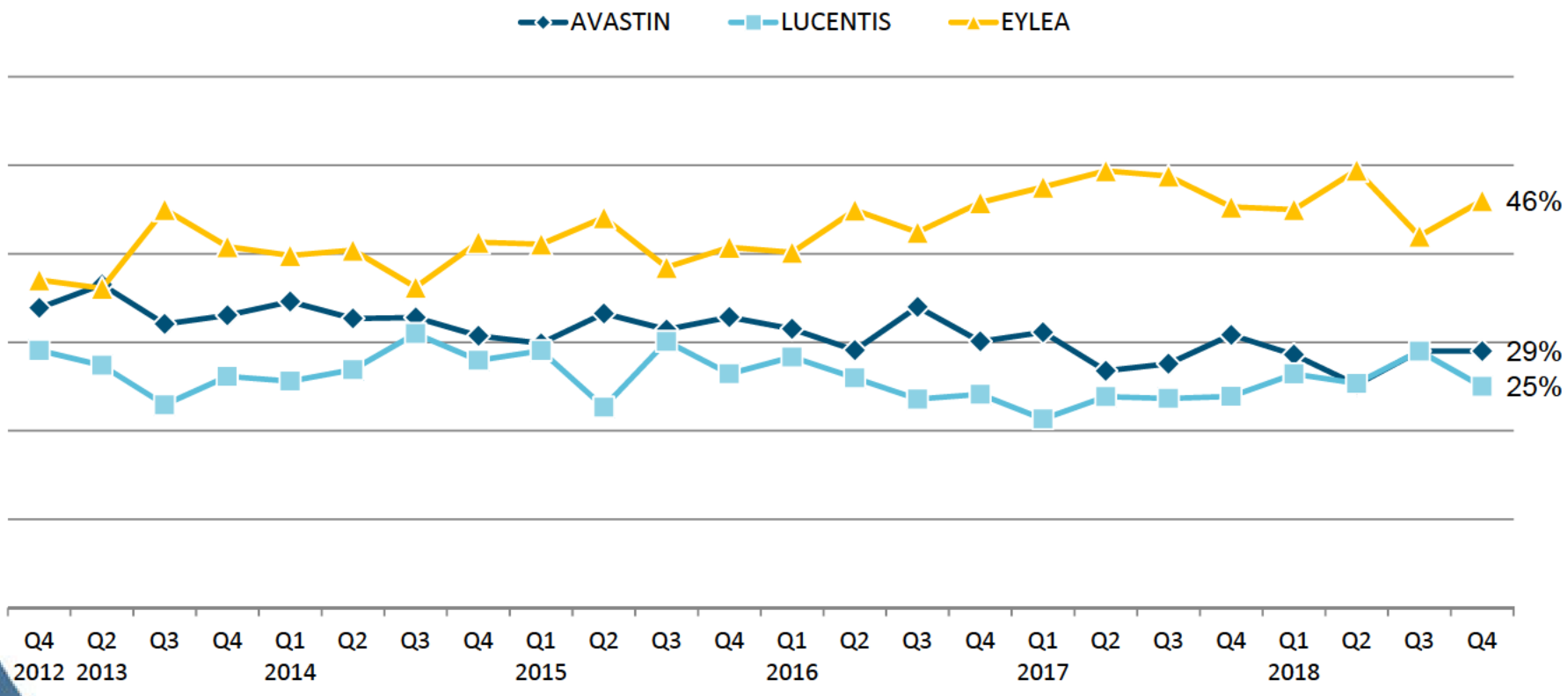
Maru/ - Confidential

Wet AMD Share Update – Switched Eyes

Wet AMD Diagnosed, Anti-VEGF SWITCHED Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=200 retina specialists; 18,574 switched eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

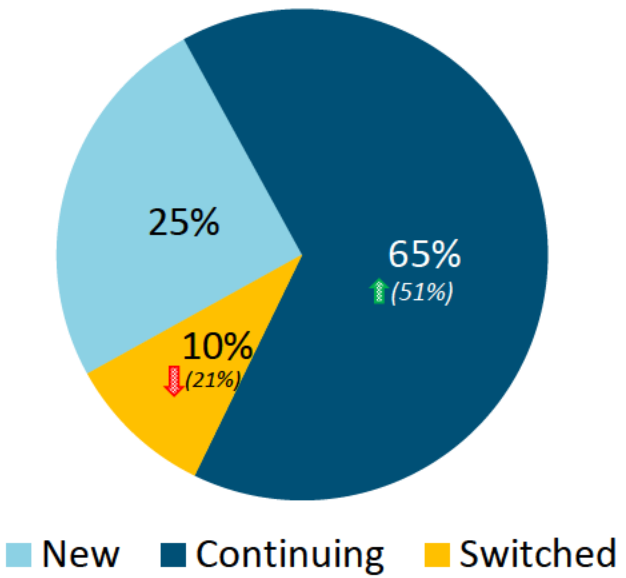
Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 46
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DME Source of Business

Centrally-involved DME, Anti-VEGF Treated Eyes

Projected New, Continuing, & Switched

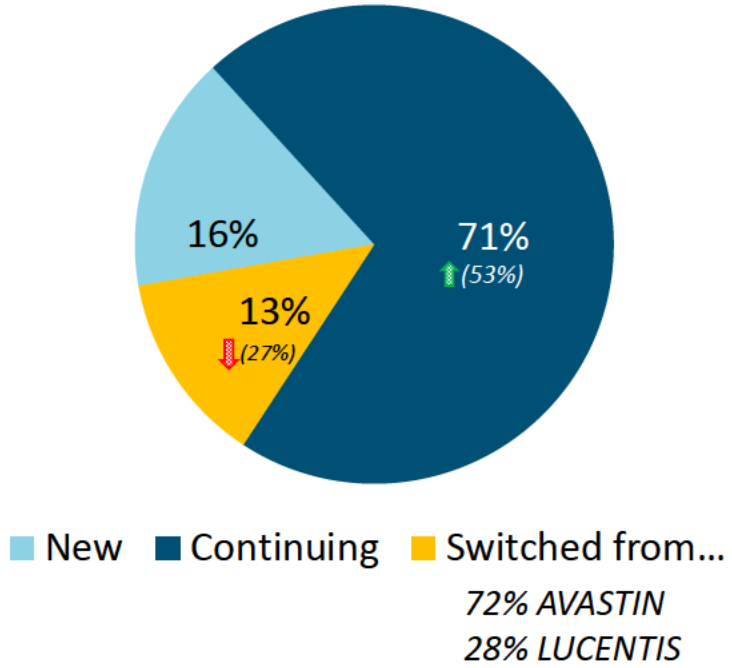
(Q4 wave n=204 retina specialists; 27,070)



Centrally-involved DME, EYLEA Treated Eyes

Projected New, Continuing, & Switched to EYLEA

(Q4 wave n=197 retina specialists; 10,718 eyes)



Source: Q4 2018 ATU Study (n=204 retina specialists)

Statistically significant at 95% confidence level vs. Q2 2018

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

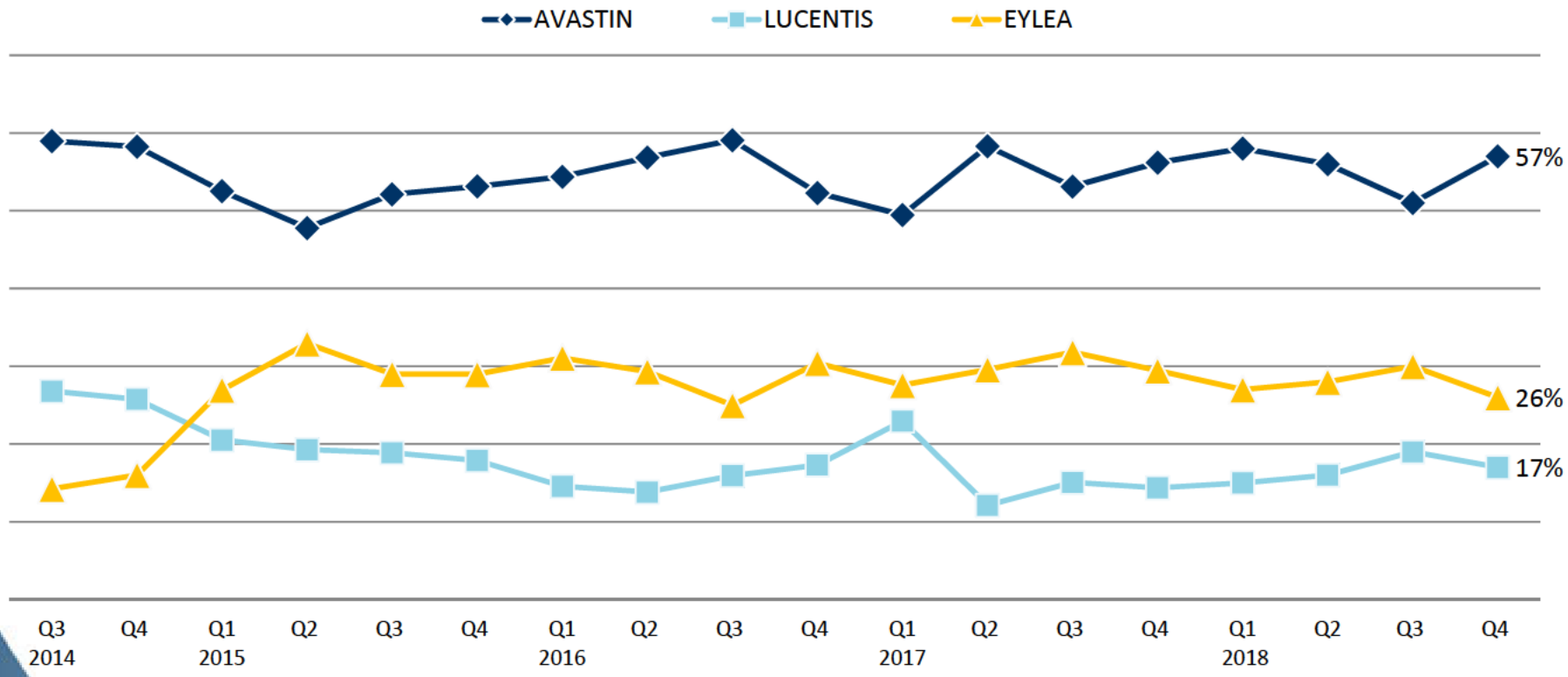
Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 47
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DME Share Update – New Eyes

DME Centrally Involved Diagnosed, Anti-VEGF NEWLY Treated Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=204 retina specialists; 6,723 new eyes)



Source: Q4 2018 ATU Study (n=204 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

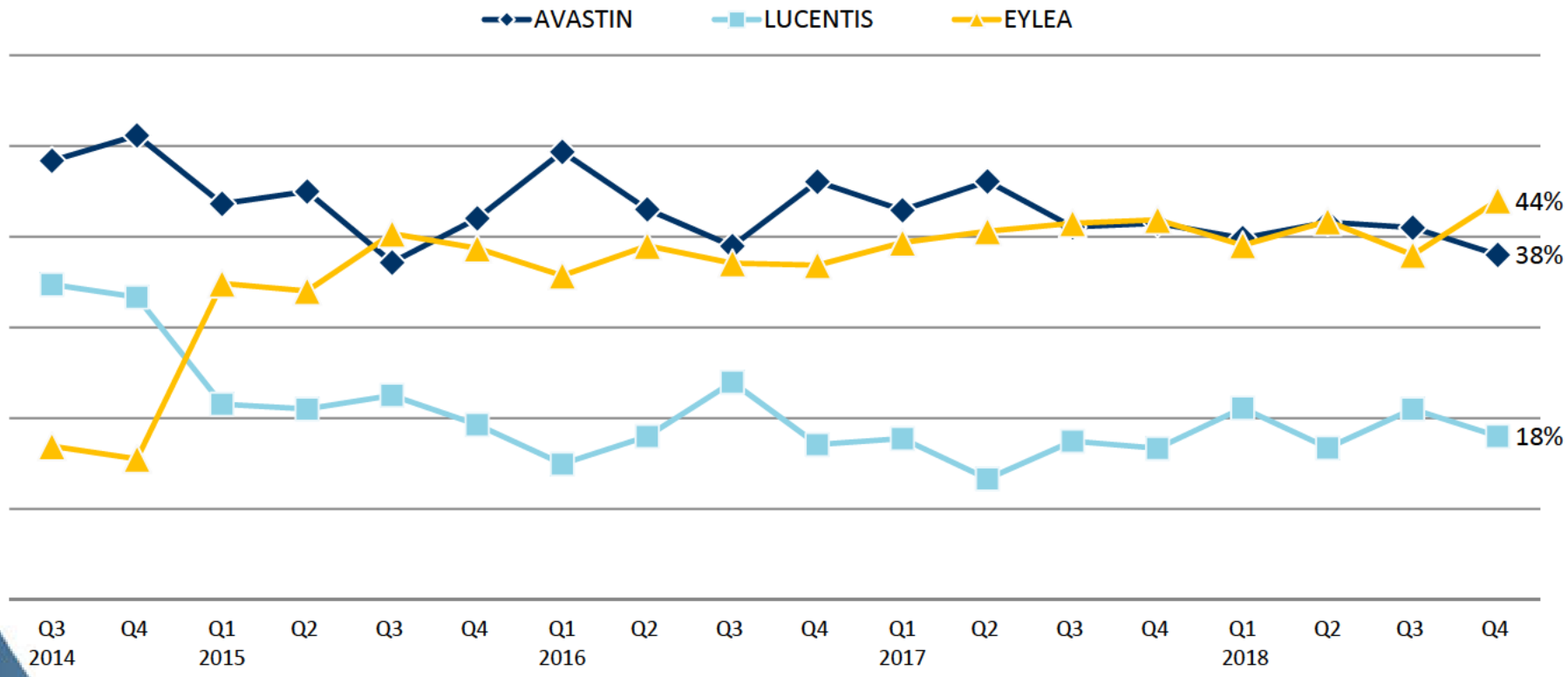
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DME Share Update – Continuing Eyes

DME Centrally Involved Diagnosed, Anti-VEGF CONTINUING Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=204 retina specialists; 17,728 continuing eyes)



Source: Q4 2018 ATU Study (n=204 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

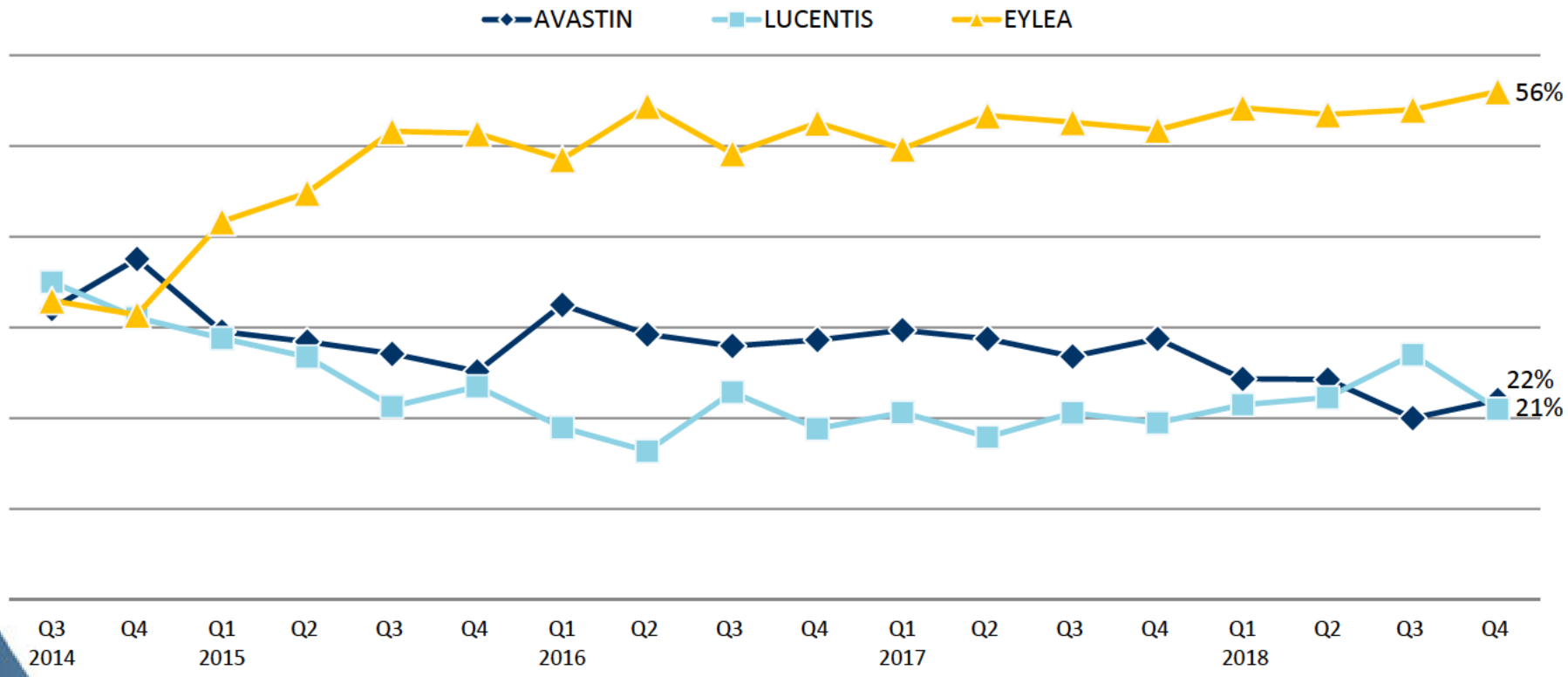
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DME Share Update – Switched Eyes

DME Centrally Involved Diagnosed, Anti-VEGF SWITCHED Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=204 retina specialists; 2,619 switched eyes)



Source: Q4 2018 ATU Study (n=204 retina specialists)

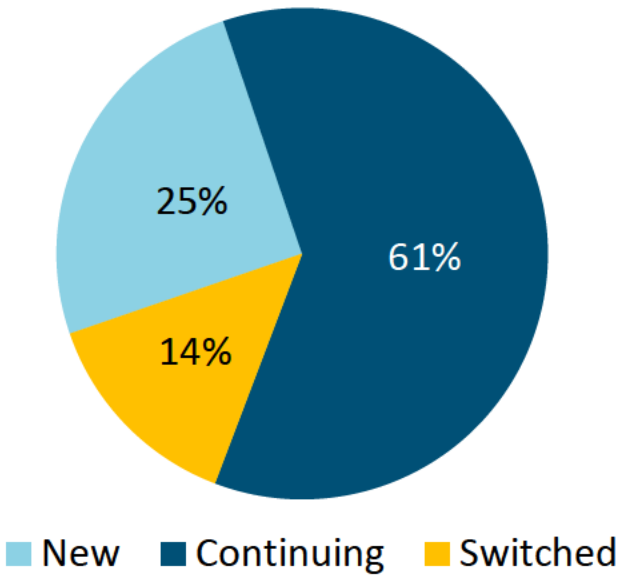
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

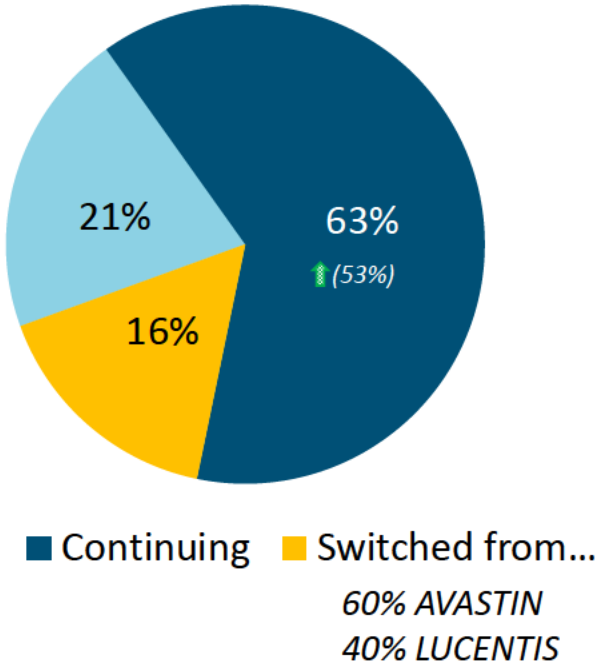
Maru/ - Confidential

MEfRVO Source of Business

Total MEfRVO, Anti-VEGF Treated Eyes
Projected New, Continuing, & Switched
(Q4 wave n=100 retina specialists; 18,759 eyes)



Total MEfRVO, EYLEA Treated Eyes
Projected New, Continuing, & Switched to EYLEA
(Q4 wave n=98 retina specialists; 7,609 eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

Statistically significant at 95% confidence level vs. Q2 2018

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

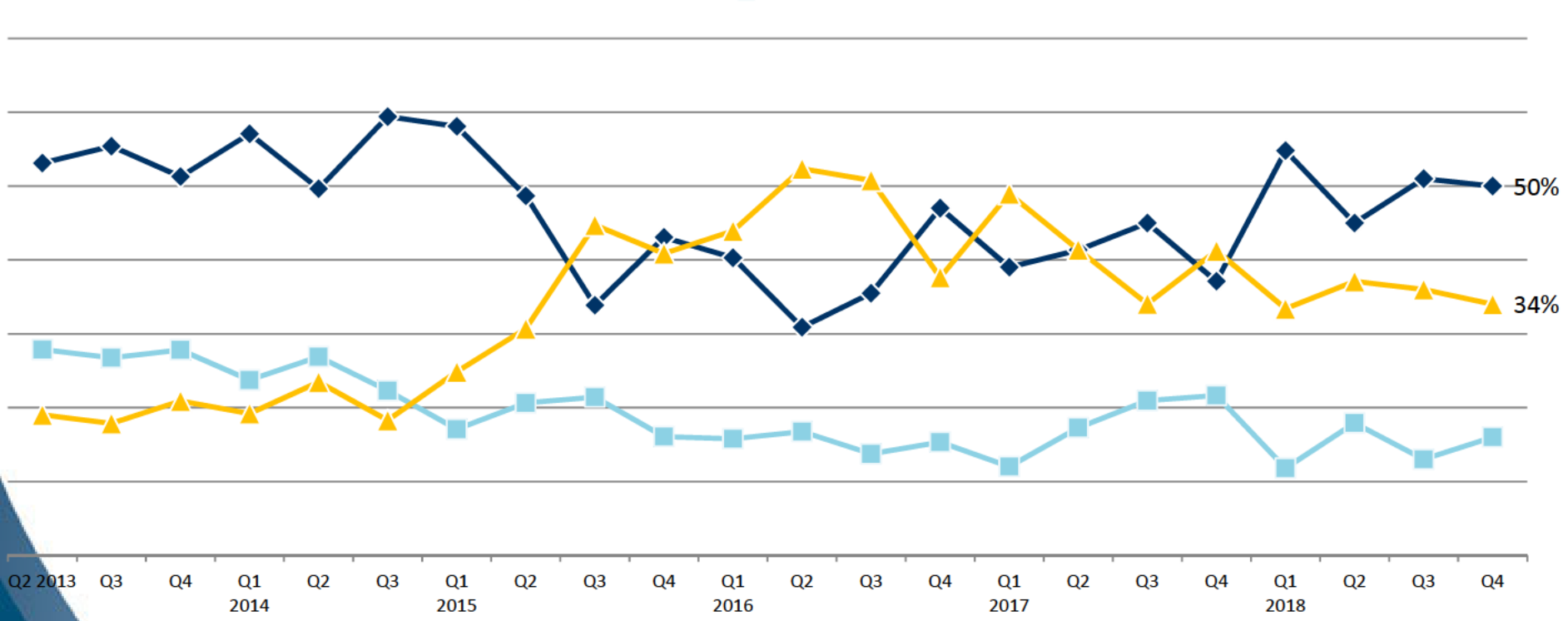
Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 51
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MEfRVO Share Update – New Eyes

Macular Edema following RVO Diagnosed, Anti-VEGF NEWLY Treated Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n= 100 retina specialists; 5,040 new eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

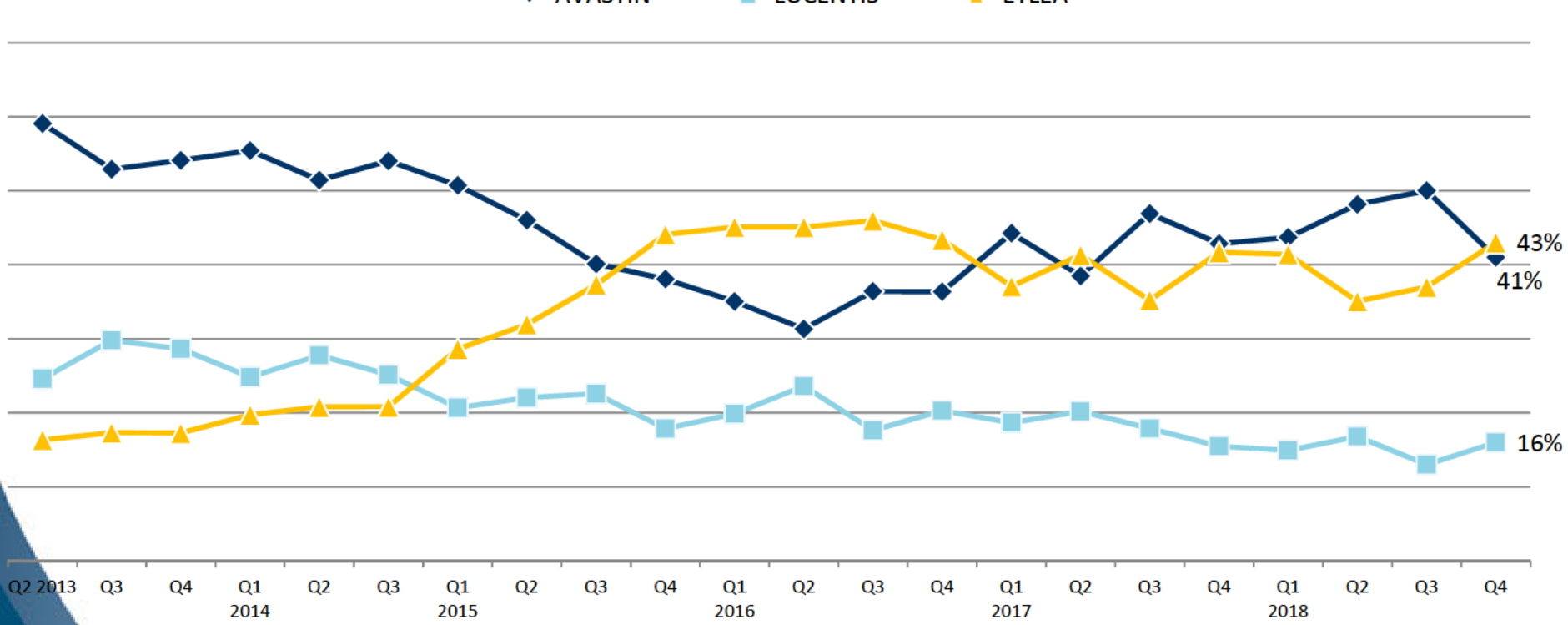
Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 52
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MEfRVO Share Update – Continuing Eyes

Macular Edema following RVO Diagnosed, Anti-VEGF CONTINUING Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n= 100 retina specialists; 10,962 continuing eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

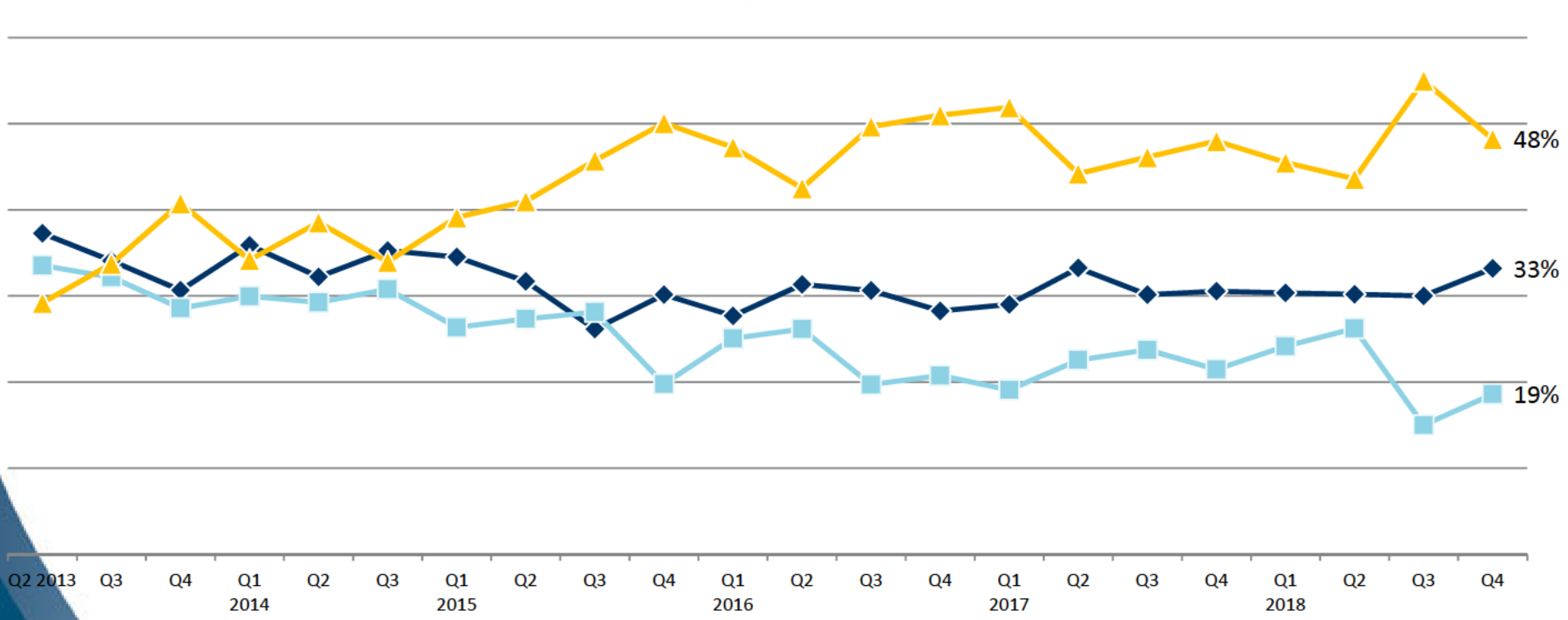
Maru/ - Confidential

MEfRVO Share Update – Switched Eyes

Macular Edema following RVO Diagnosed, Anti-VEGF SWITCHED Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n= 100 retina specialists; 2,757 switched eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

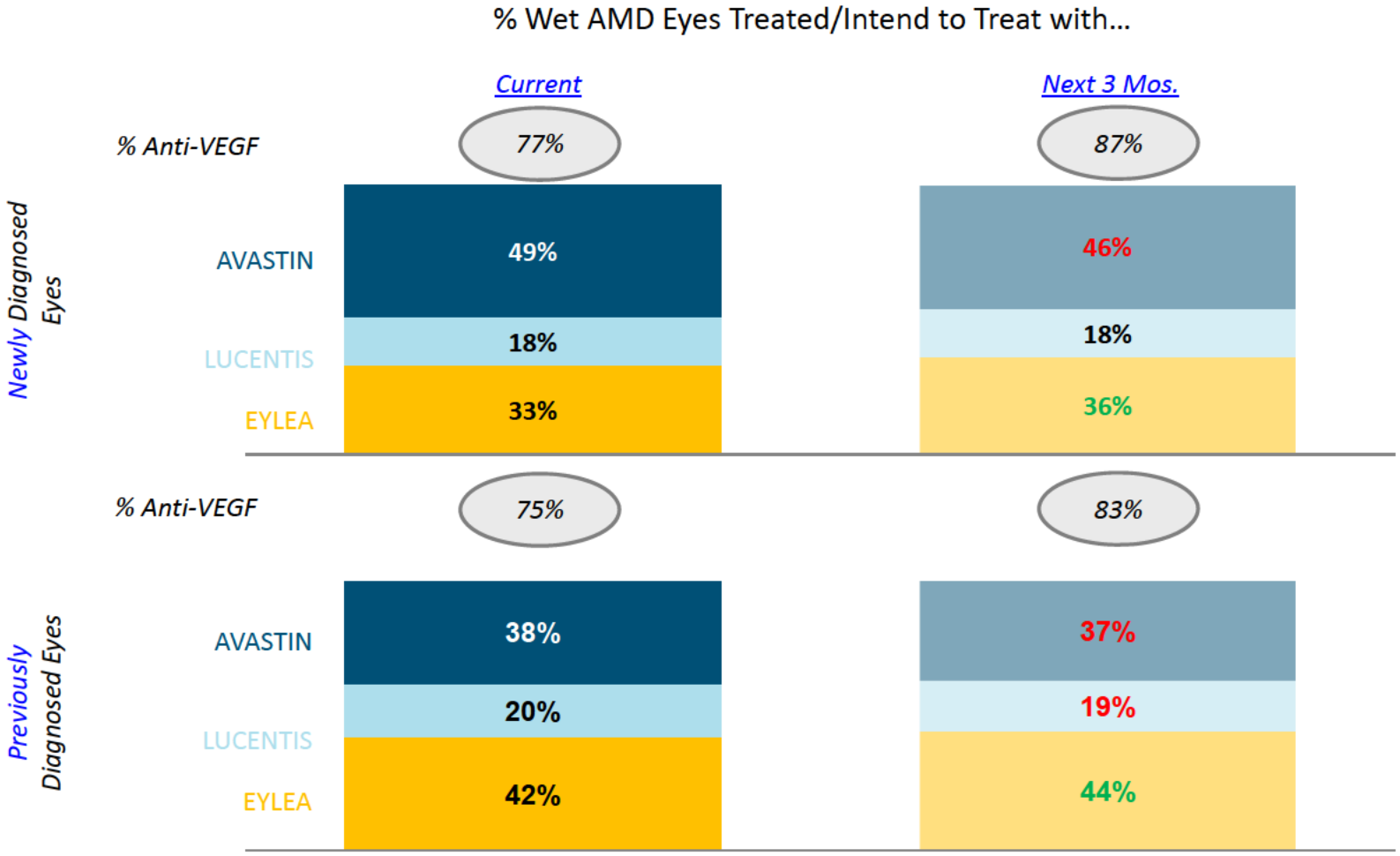
EYLEA® (aflibercept) Injection

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Future Prescribing Intent

EYLEA® (aflibercept) Injection

Wet AMD Future Usage



Source: Q4 2018 ATU Study (n=200 retina specialists)

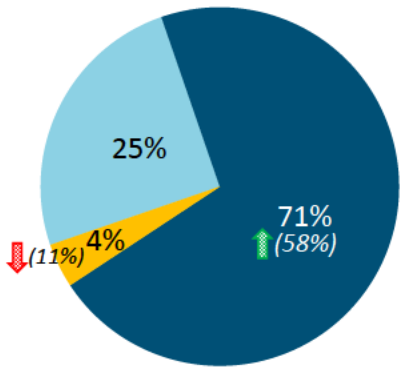
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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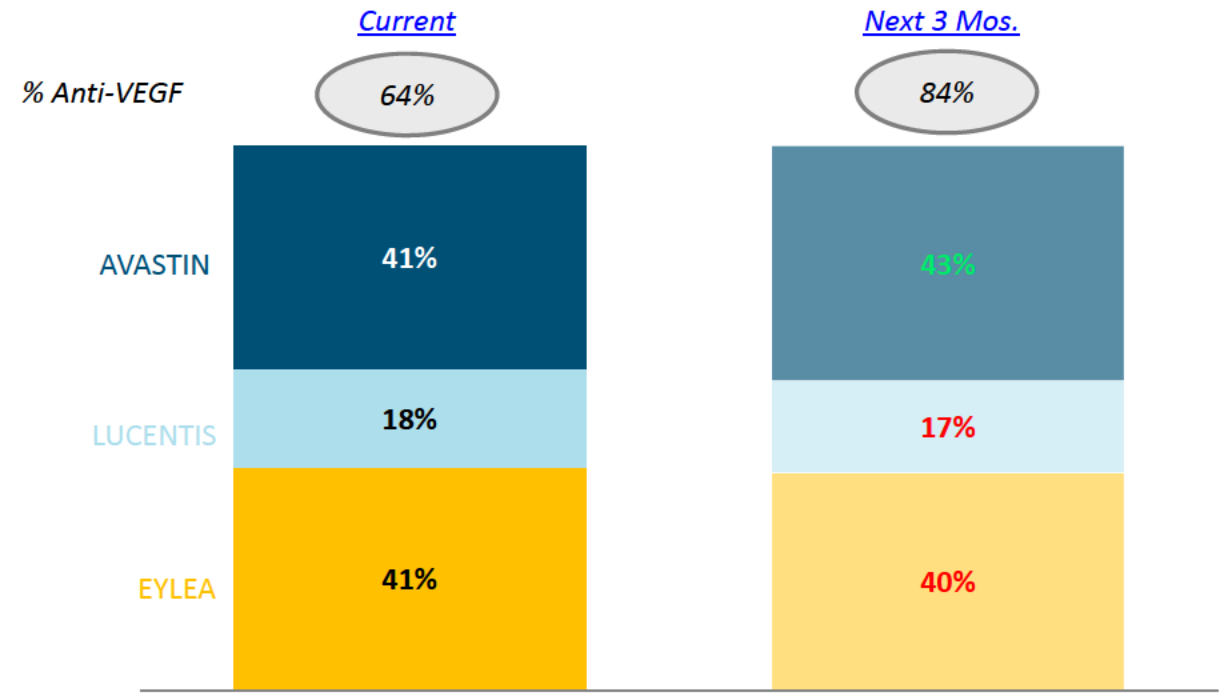
DME Future Usage

Anticipated Anti-VEGF Prescribing
(Next 12 months)



Increase
Remain the same
Decrease

% DME Eyes Treated/Intend to Treat with…



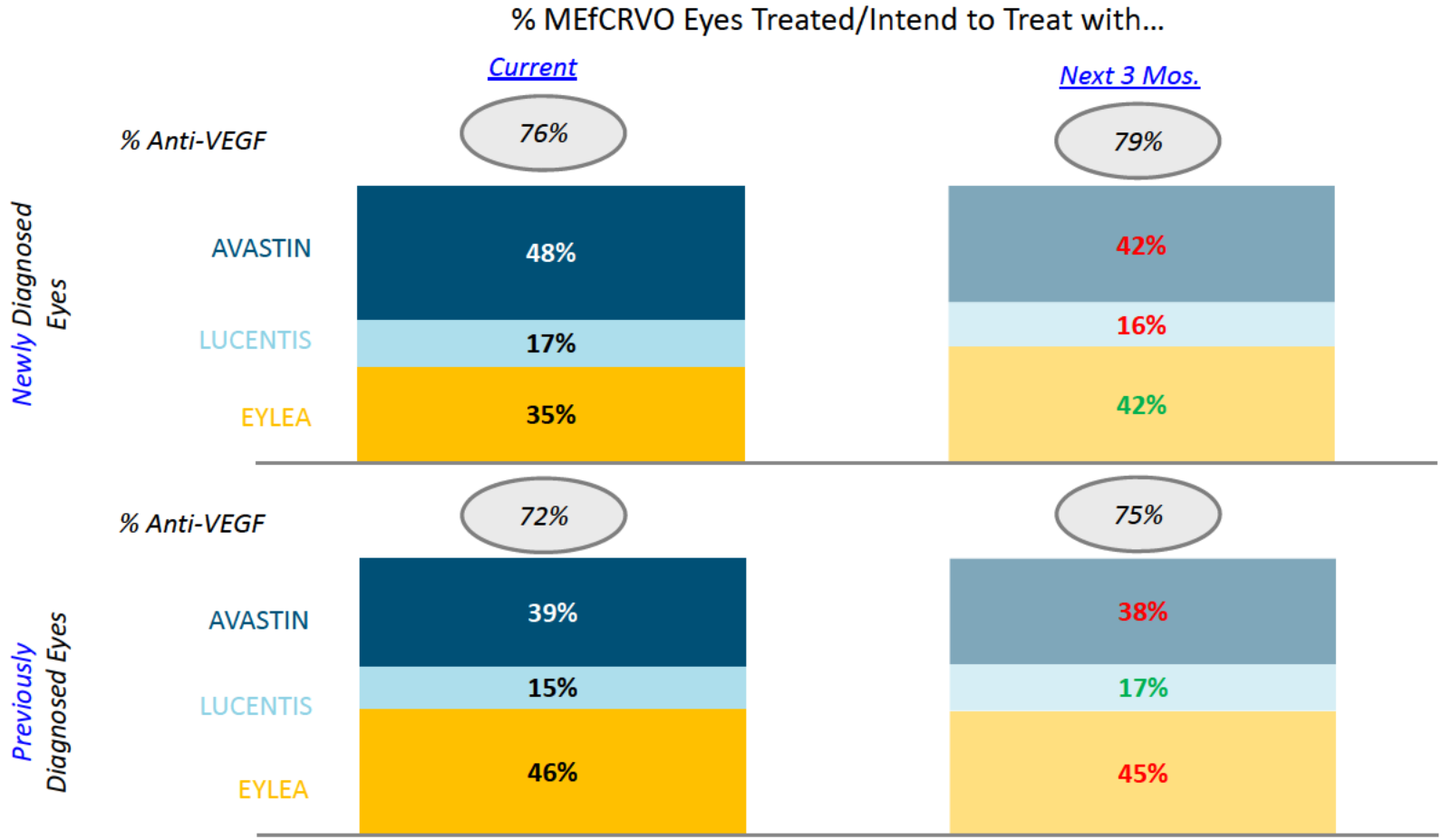
Source: Q4 2018 ATU Study (n=204 retina specialists)

Statistically significant at 95% confidence level vs. Q3 2018
Statistically significant at 95% confidence level vs. Q2 2018
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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MEfCRVO Future Usage



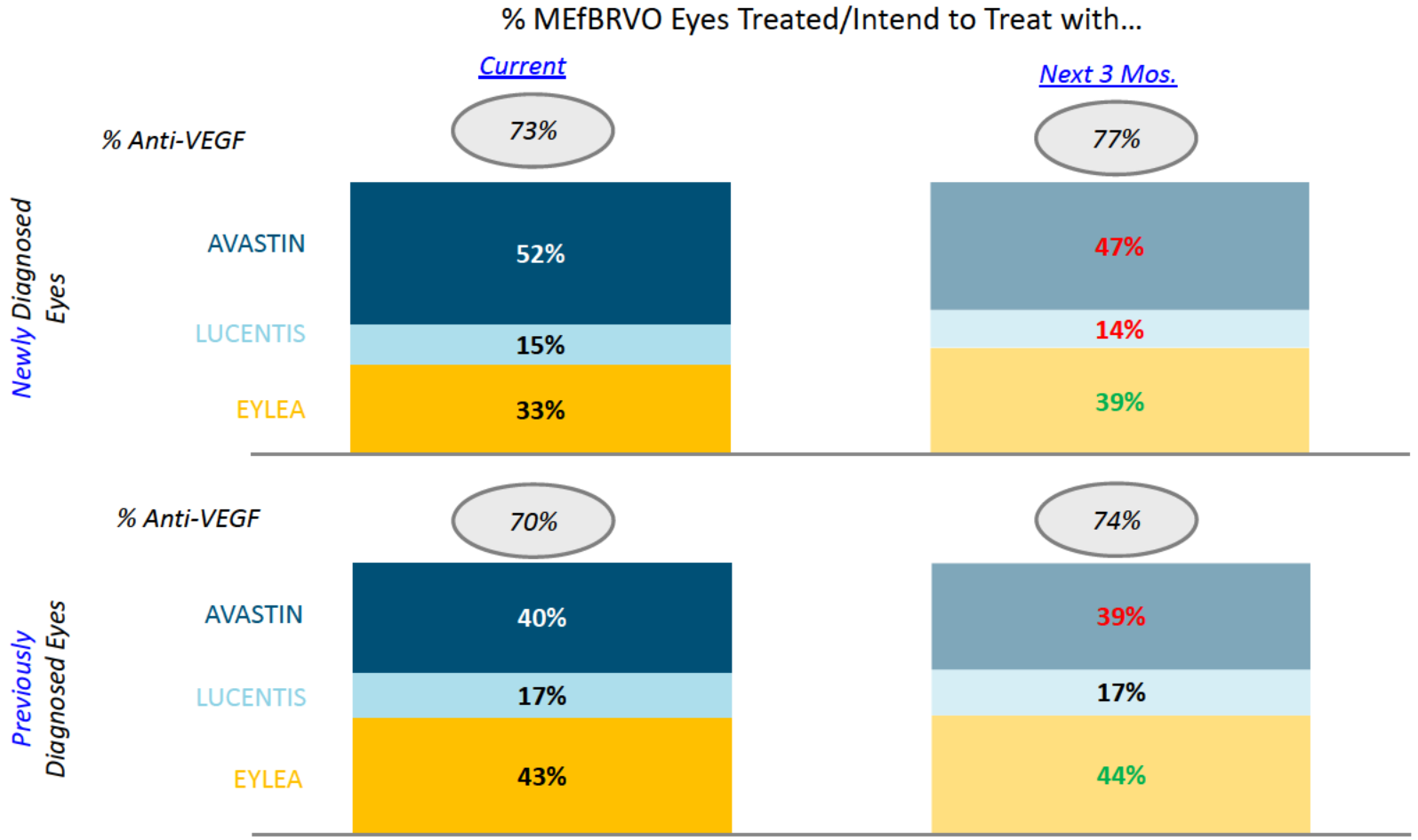
Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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MEfBRVO Future Usage



When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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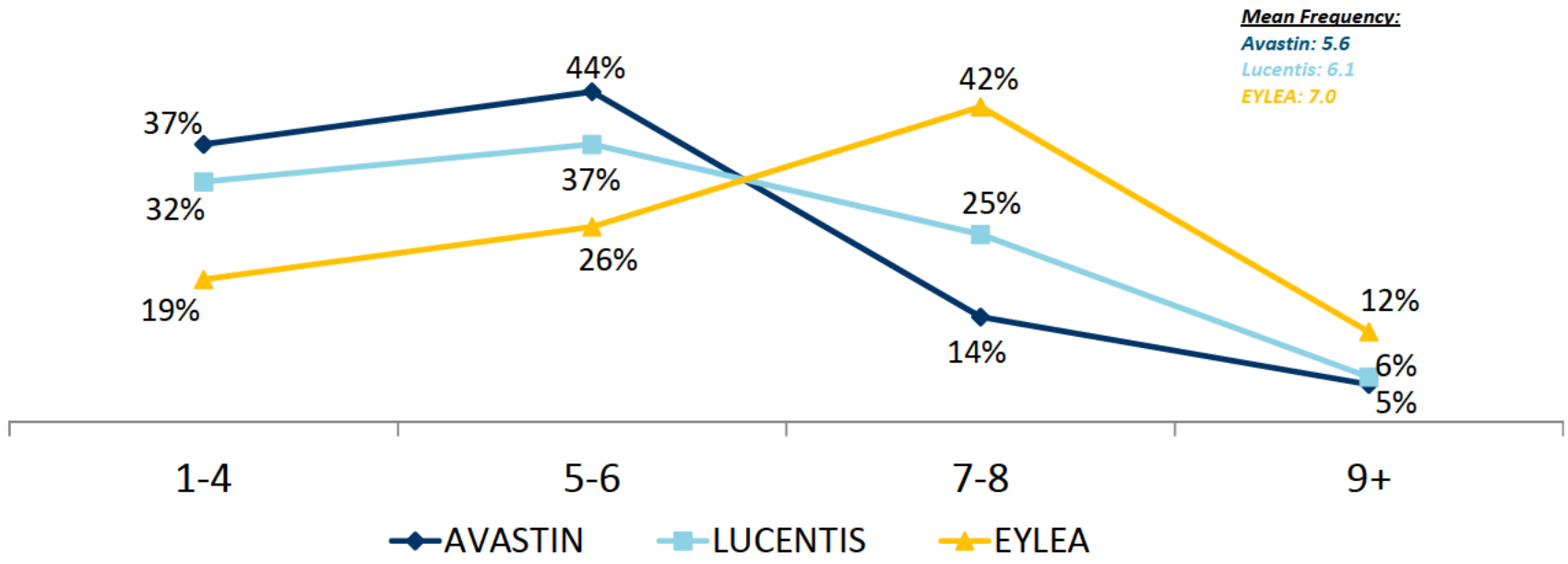
ANTI-VEGF TREATMENT & DOSING SUMMARY

EYLEA® (aflibercept) Injection

Wet AMD Dosing Update

Overall Dosing Interval in # Weeks

*Projected % Treated Eyes Receiving Dosing Schedule**



**Ongoing, following initiation of therapy*

Source: Q4 2018 ATU Study (n=200 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

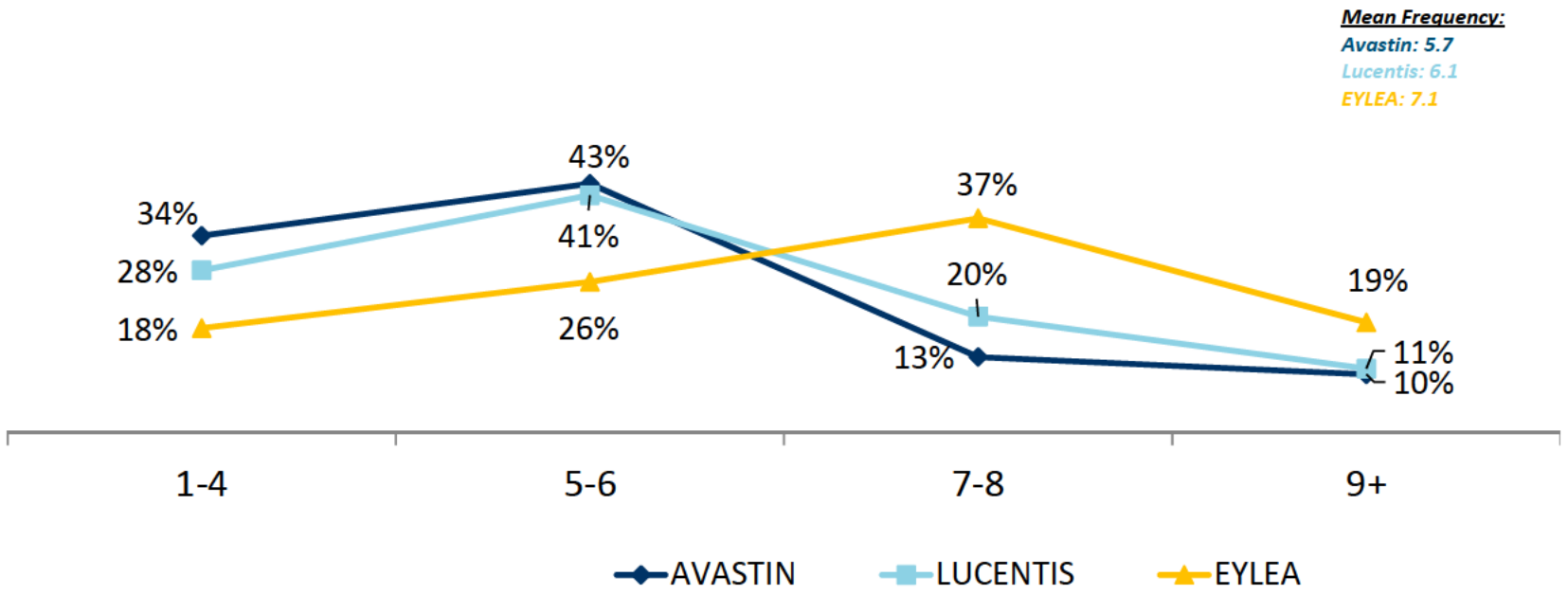
EYLEA® (aflibercept) Injection

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DME Dosing Update

Overall Dosing Interval in # Weeks

*Projected % Treated Eyes Receiving Dosing Schedule**



**Ongoing, following initiation of therapy*

Source: Q4 2018 ATU Study (n=204 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

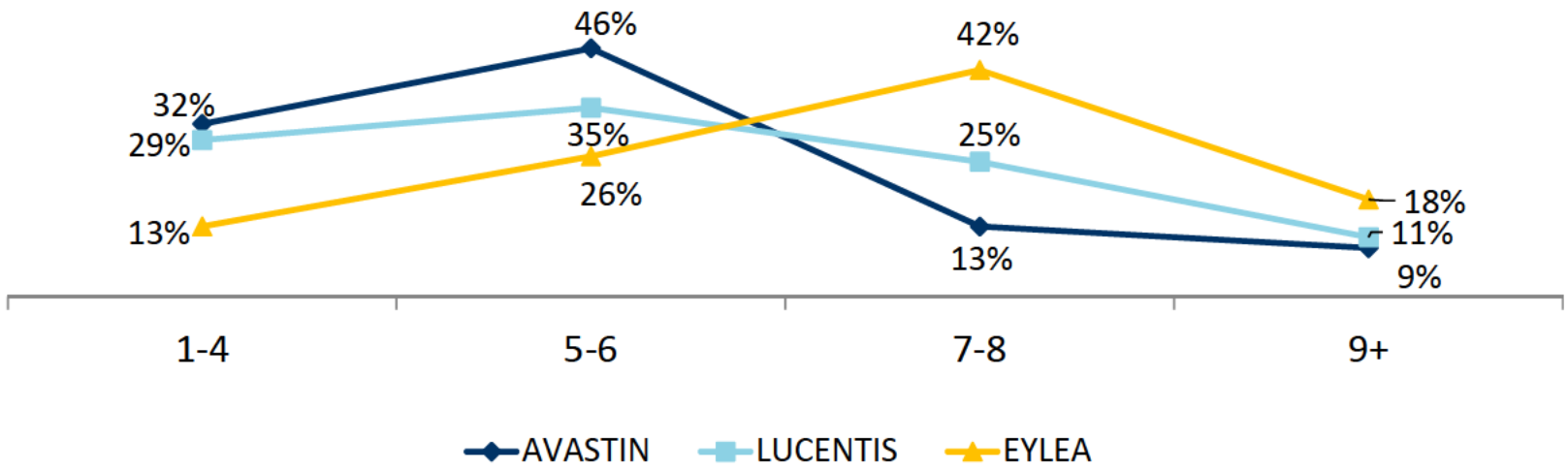
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MEfCRVO Dosing Update

Overall Dosing Interval in # Weeks

*Projected % Treated Eyes Receiving Dosing Schedule**

Mean Frequency:
Avastin: 6.6
Lucentis: 6.3
EYLEA: 7.7



**Ongoing, following initiation of therapy*

Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

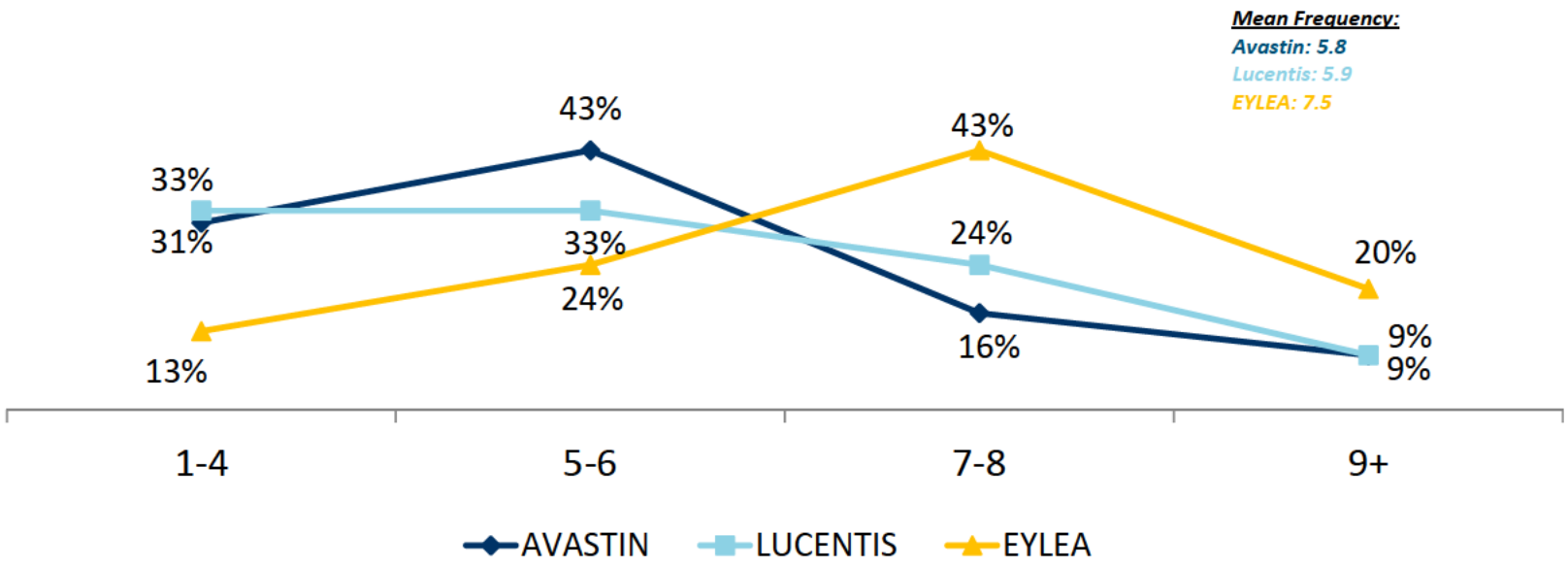
EYLEA® (aflibercept) Injection

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MEfBRVO Dosing Update

Overall Dosing Interval in # Weeks

*Projected % Treated Eyes Receiving Dosing Schedule**



*Ongoing, following initiation of therapy
Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

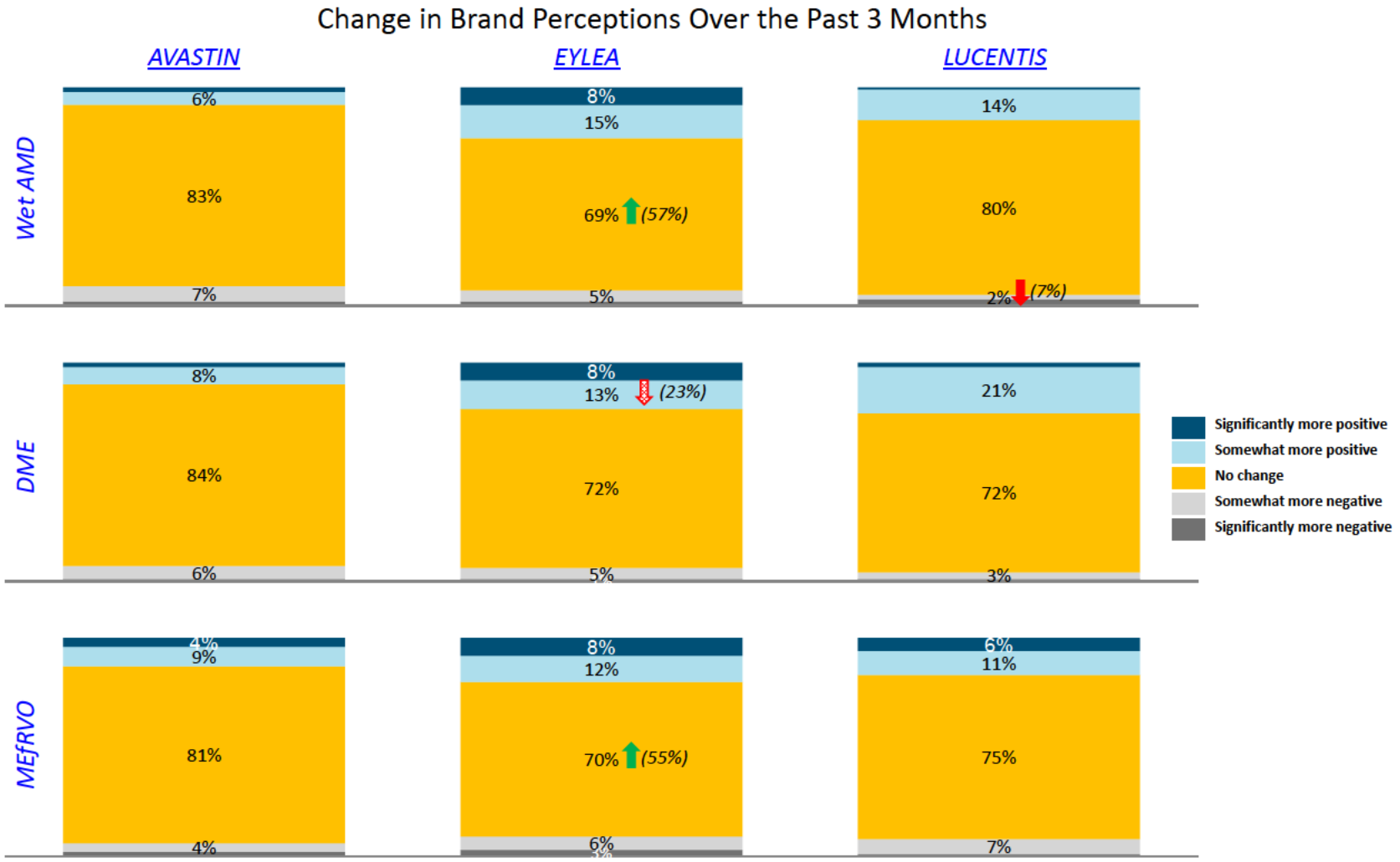
Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 64
Samsung Bioepis Co., Ltd. and Biocon Biologics Inc. v. Regeneron Pharmaceuticals, Inc. IPR2023-00739

Brand Perceptions Changes & Share Impact

EYLEA® (aflibercept) Injection

Change in Brand Perceptions

(Past 3 months)



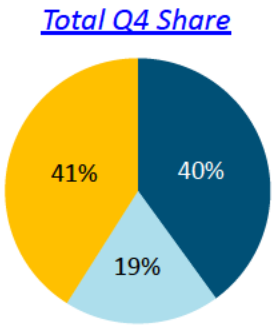
Statistically significant at 95% confidence level vs. Q3 2018

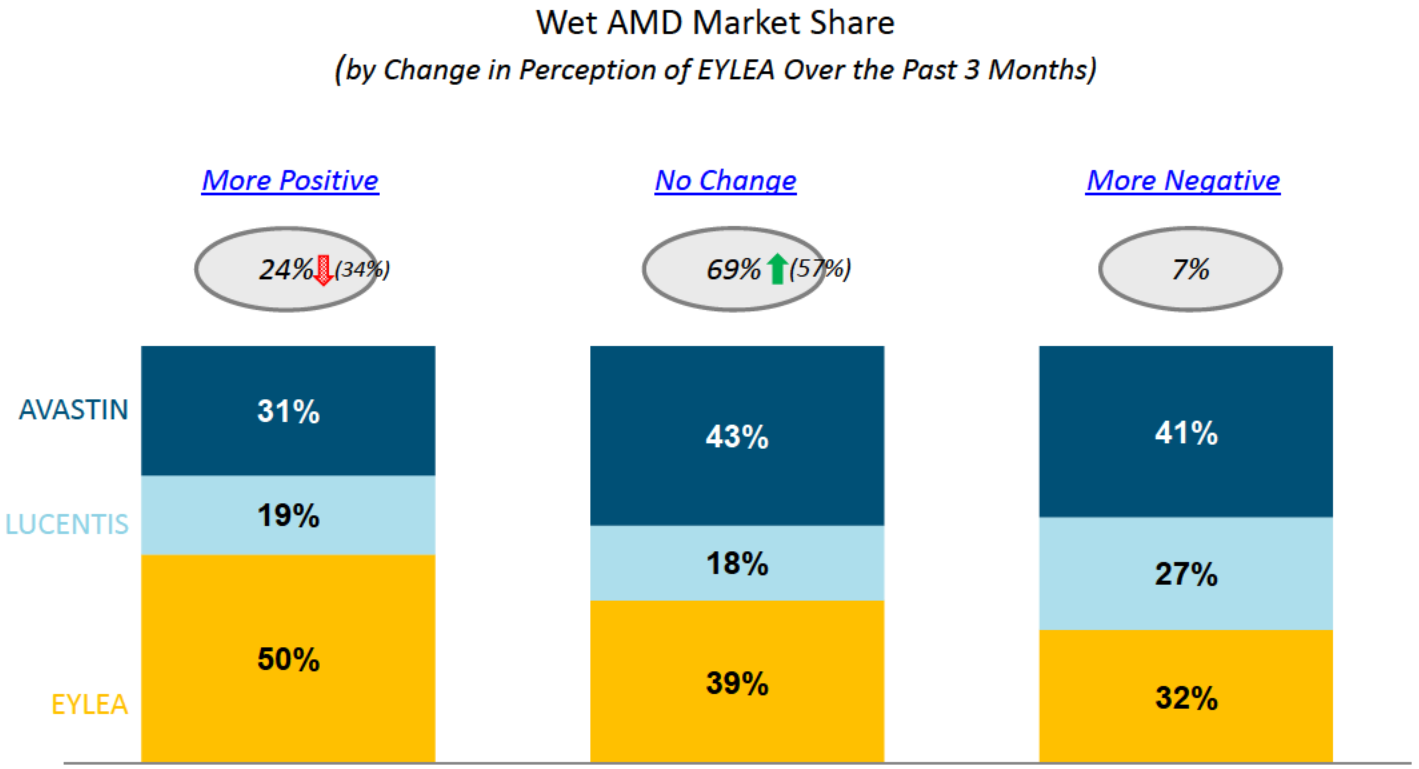
Statistically significant at 95% confidence level vs. Q2 2018

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

ial

Wet AMD Market Share by Change in Perceptions of EYLEA





Source: Q4 2018 ATU Study (n=200 retina specialists)

Statistically significant at 95% confidence level vs. Q3 2018

Statistically significant at 95% confidence level vs. Q2 2018

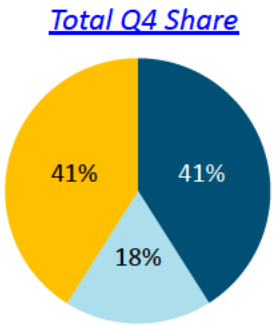
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

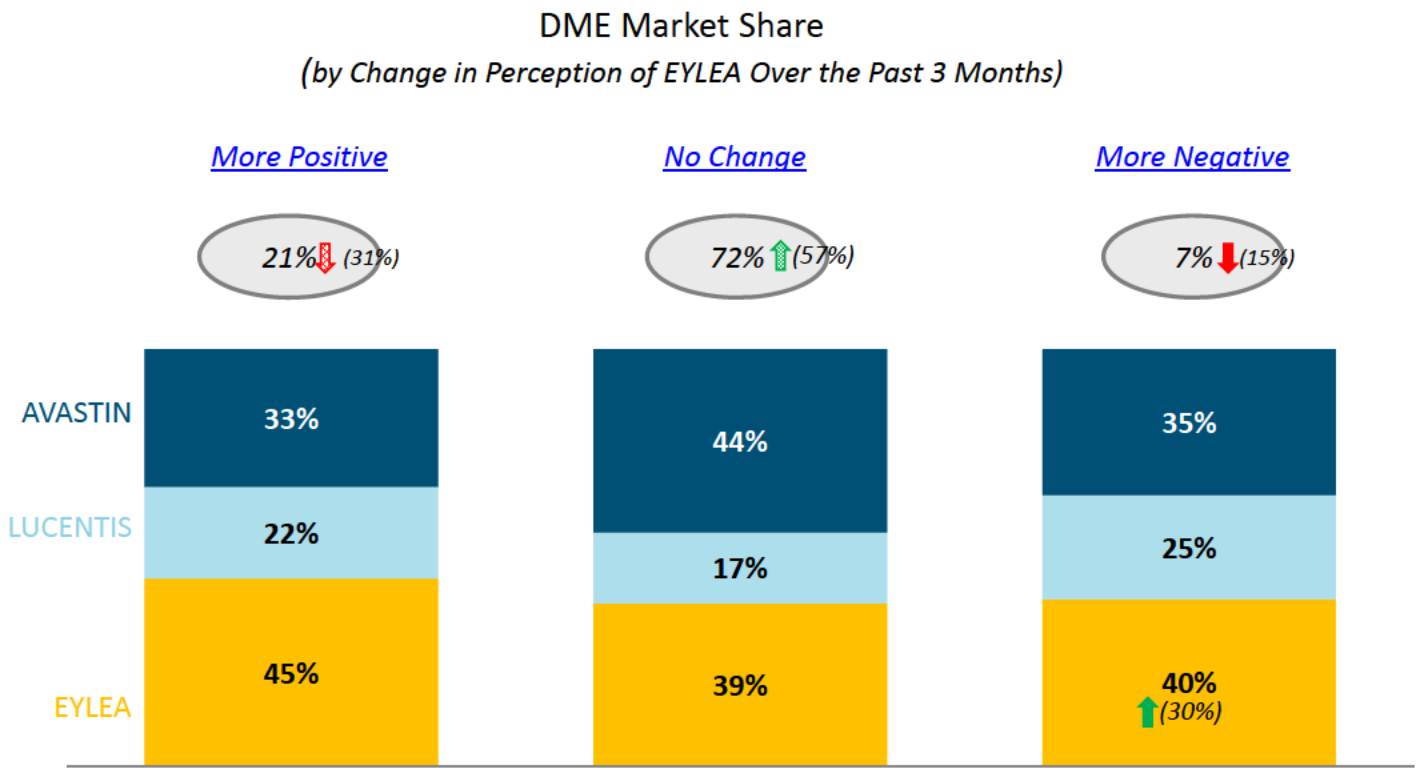
EYLEA® (aflibercept) Injection

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Regeneron Pharmaceuticals, Inc. Exhibit 2086 Page 67
Samsung Bioepis Co., Ltd. and Biocon Biologics Inc. v. Regeneron Pharmaceuticals, Inc. IPR2023-00739

DME Market Share by Change in Perceptions of EYLEA





Source: Q4 2018 ATU Study (n=204 retina specialists)

Statistically significant at 95% confidence level vs. Q3 2018

Statistically significant at 95% confidence level vs. Q2 2018

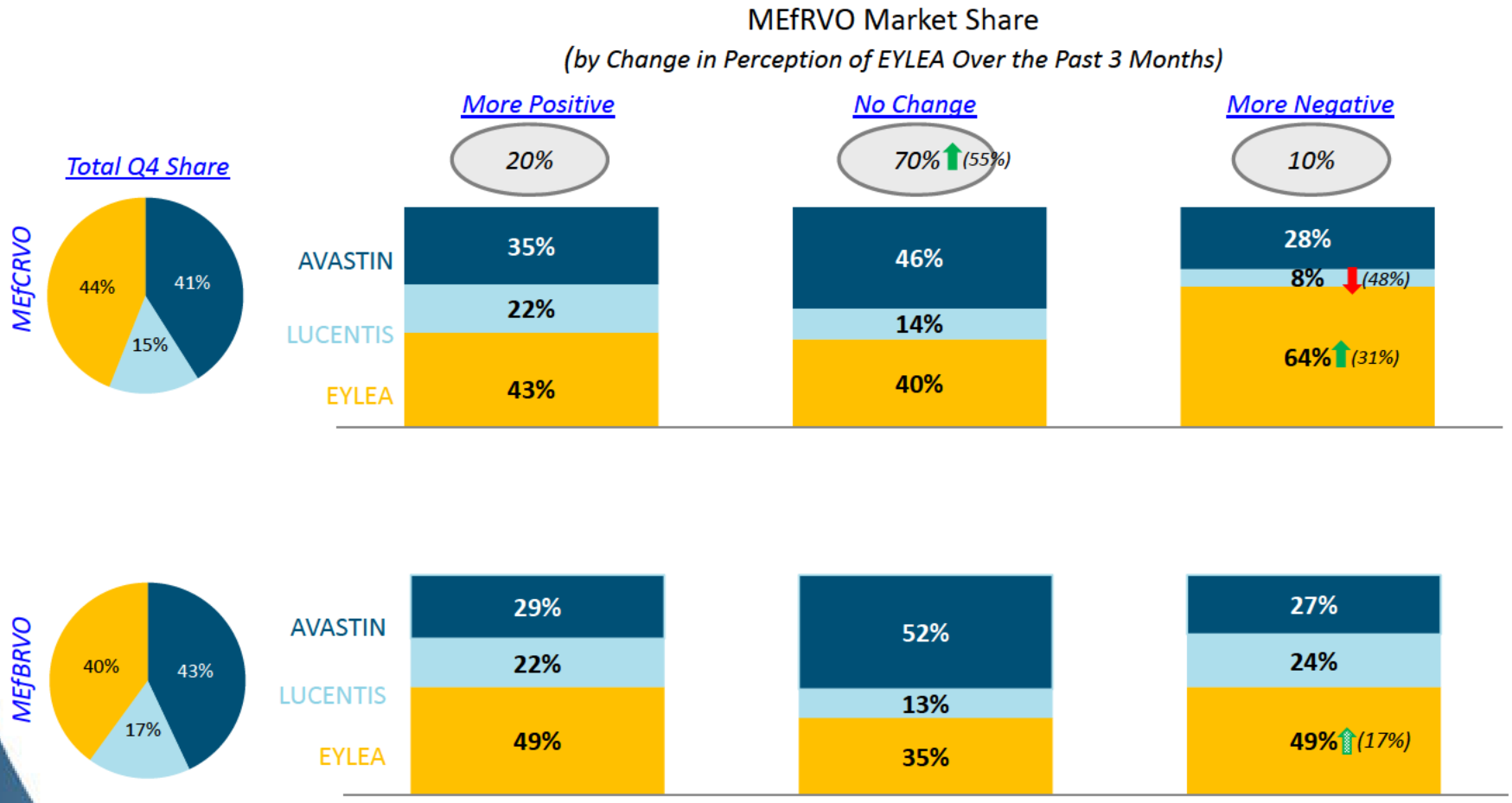
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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MEfRVO Market Share by Change in Perceptions of EYLEA



Source: Q4 2018 ATU Study (n=100 retina specialists)

Statistically significant at 95% confidence level vs. Q3 2018

Statistically significant at 95% confidence level vs. Q2 2018

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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Stable Sample Analysis

EYLEA® (aflibercept) Injection

Wet AMD Stable Sample

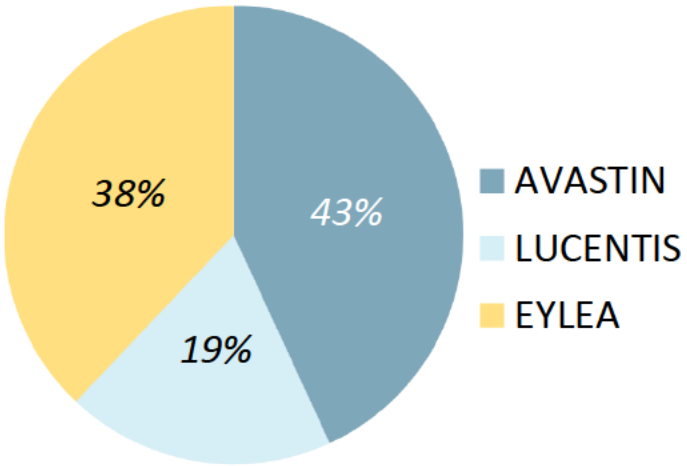
Wet AMD, Anti-VEGF Treated Eyes

Share Allocation: MDs Participated in both Q3 and Q4 2018 Studies

(n=93, MDs participated in Q3 and Q4 2018)

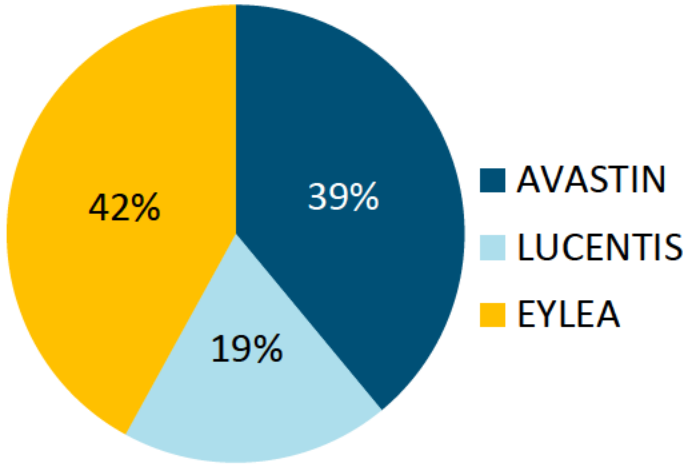
Q3 2018

(n=48,445 eyes)



Q4 2018

(n=47,229 eyes)



Source: Q4 2018 ATU Study (n=200 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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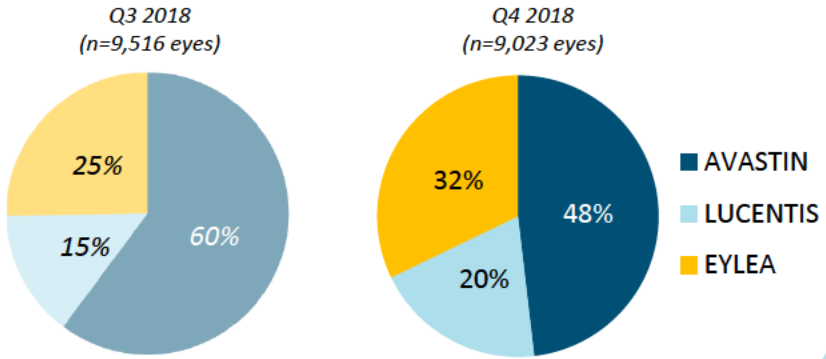
Wet AMD Stable Sample Share By Eye Type

Wet AMD, Anti-VEGF Treated Eyes

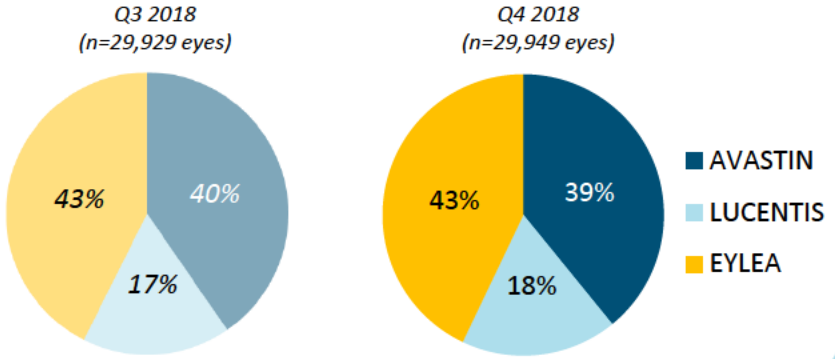
Share Allocation: MDs Participated in both Q3 and Q4 2018 Studies

(n=93, MDs participated in Q3 and Q4 2018)

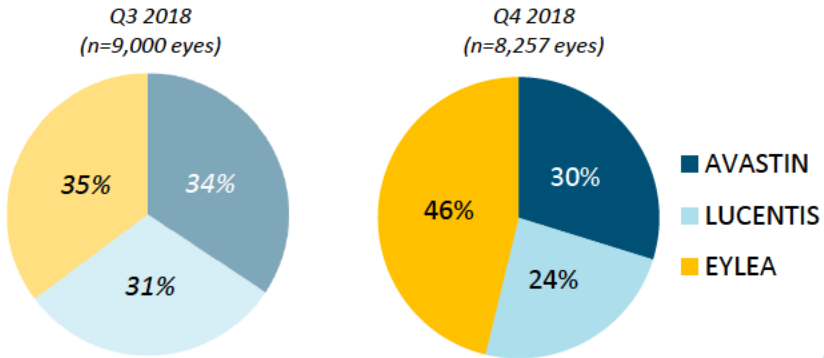
Share Allocation: Newly Treated Eyes



Share Allocation: Continuing Eyes (Same Tx)



Share Allocation: Eyes Switched to...



When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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DME Stable Sample

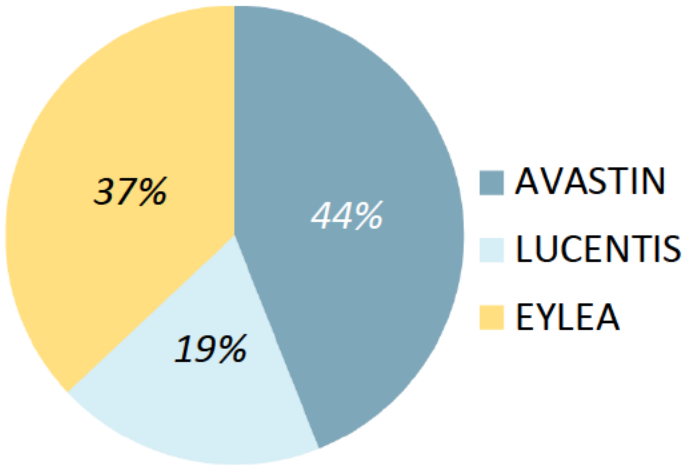
DME, Anti-VEGF Treated Eyes

Share Allocation: MDs Participated in both Q3 and Q4 2018 Studies

(n=85, MDs participated in Q3 and Q4 2018)

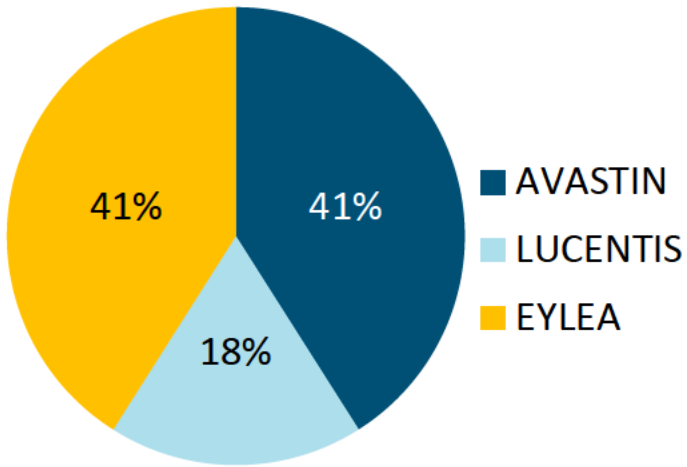
Q3 2018

(n=12,078 eyes)



Q4 2018

(n=12,508 eyes)



Source: Q4 2018 ATU Study (n=204 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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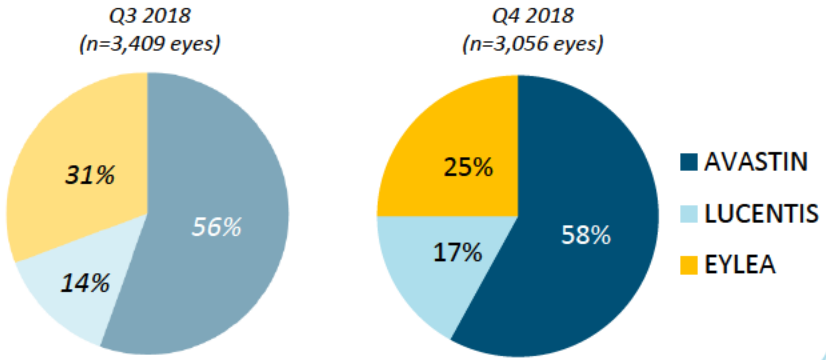
DME Stable Sample Share By Eye Type

DME, Anti-VEGF Treated Eyes

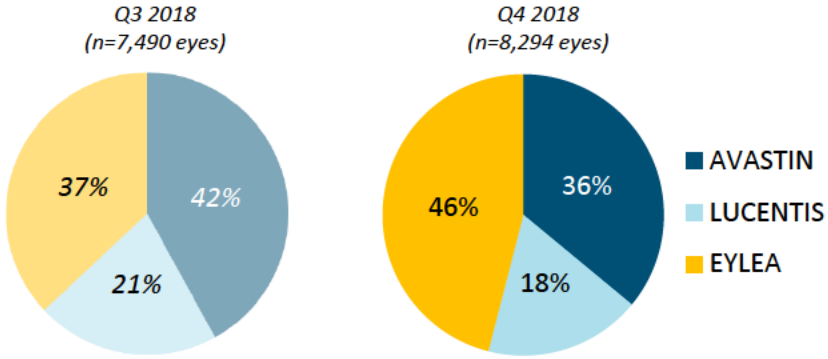
Share Allocation: MDs Participated in both Q3 and Q4 2018 Studies

(n=85, MDs participated in Q3 and Q4 2018)

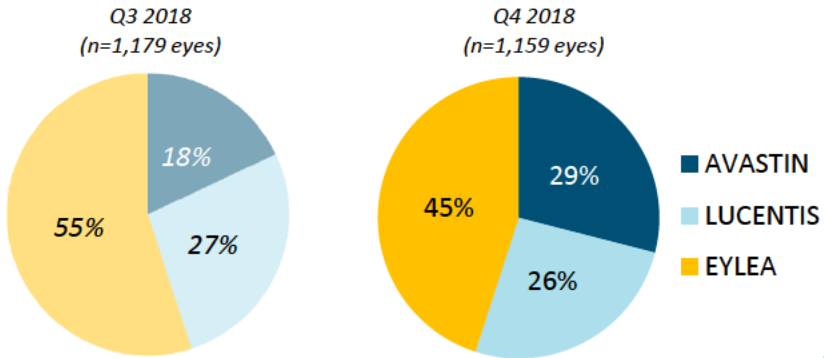
Share Allocation: Newly Treated Eyes



Share Allocation: Continuing Eyes (Same Tx)



Share Allocation: Eyes Switched to…



When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

Maru/ - Confidential

MEfCRVO Stable Sample

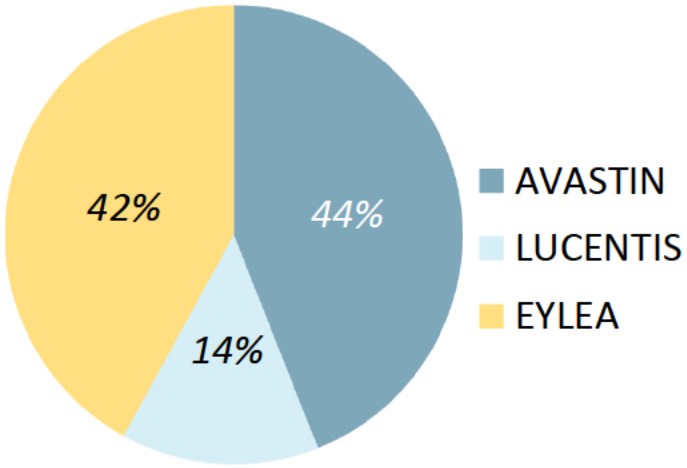
MEfCRVO, Anti-VEGF Treated Eyes

Share Allocation: MDs Participated in both Q3 and Q4 2018 Studies

(n=72, MDs participated in Q3 and Q4 2018)

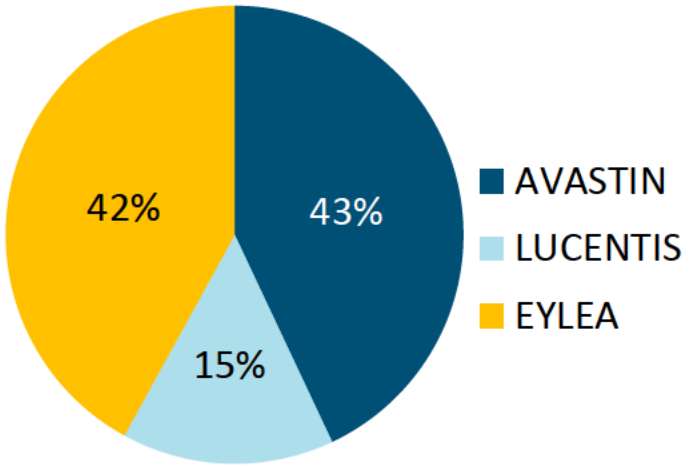
Q3 2018

(n=5,476 eyes)



Q4 2018

(n=5,786 eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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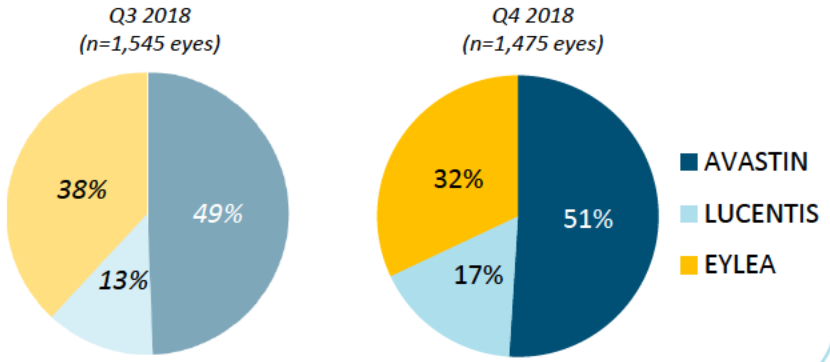
MEfCRVO Stable Sample Share By Eye Type

MEfCRVO, Anti-VEGF Treated Eyes

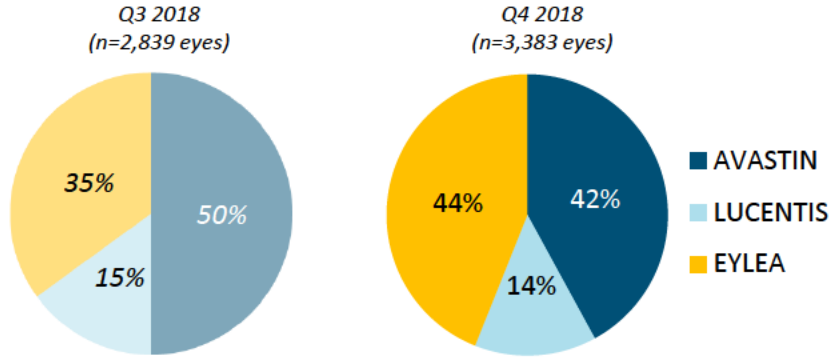
Share Allocation: MDs Participated in both Q3 and Q4 2018 Studies

(n=72, MDs participated in Q3 and Q4 2018)

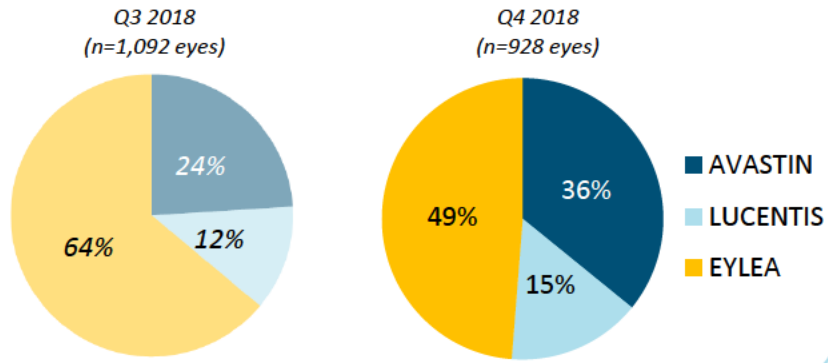
Share Allocation: Newly Treated Eyes



Share Allocation: Continuing Eyes (Same Tx)



Share Allocation: Eyes Switched to…



When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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MEfBRVO Stable Sample

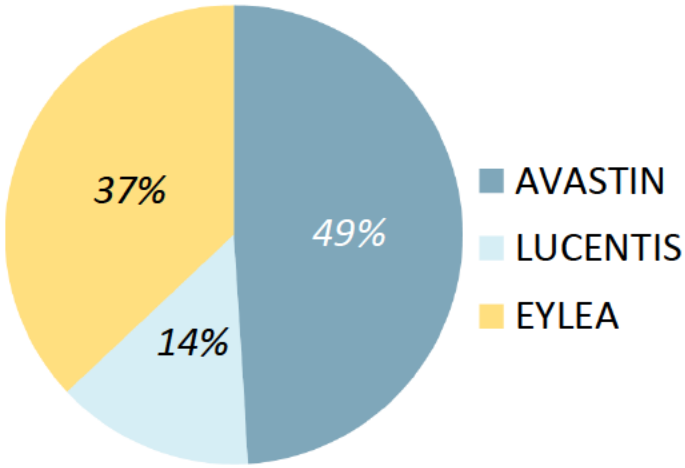
MEfBRVO, Anti-VEGF Treated Eyes

Share Allocation: MDs Participated in both Q3 and Q4 2018 Studies

(n=72, MDs participated in Q3 and Q4 2018)

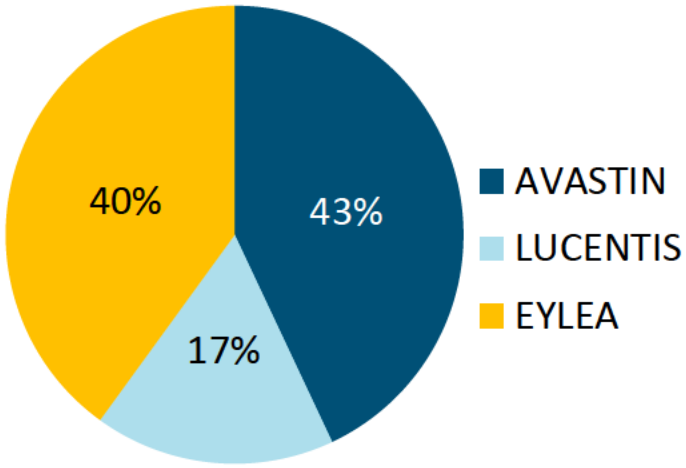
Q3 2018

(n=8,676 eyes)



Q4 2018

(n=7,918 eyes)



Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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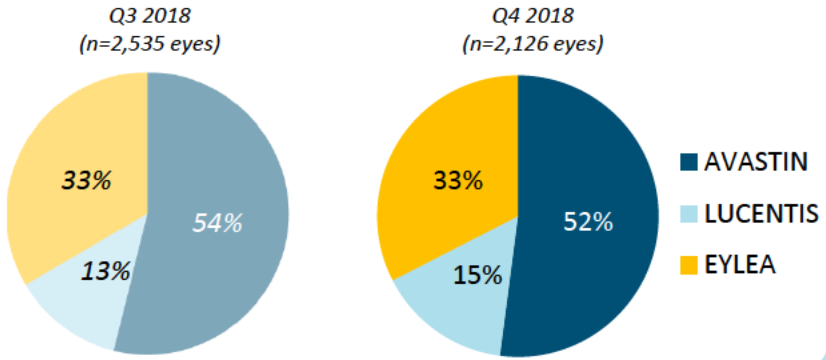
MEfBRVO Stable Sample Share By Eye Type

MEfBRVO, Anti-VEGF Treated Eyes

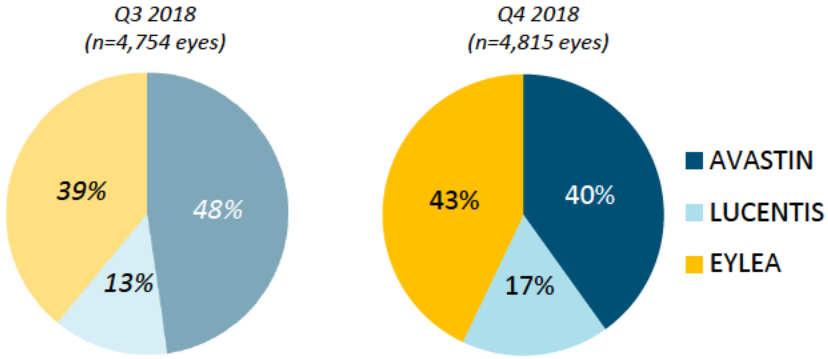
Share Allocation: MDs Participated in both Q3 and Q4 2018 Studies

(n=72, MDs participated in Q3 and Q4 2018)

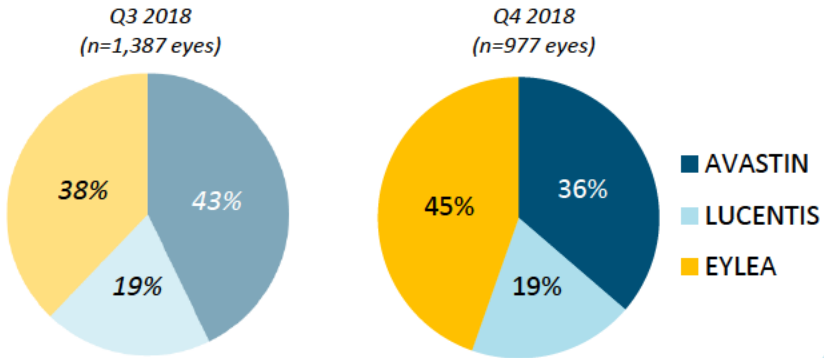
Share Allocation: Newly Treated Eyes



Share Allocation: Continuing Eyes (Same Tx)



Share Allocation: Eyes Switched to…



When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

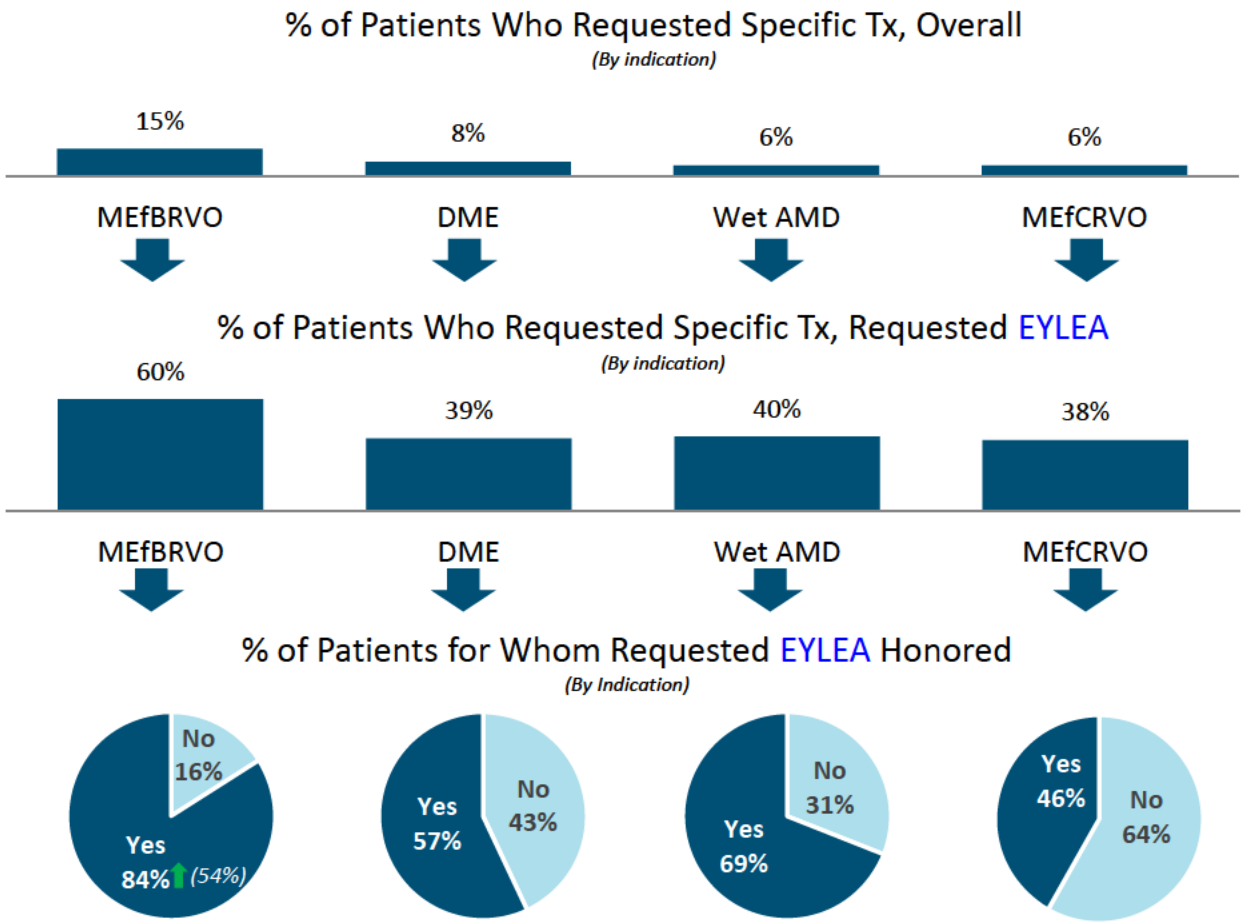
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Patient Requests

EYLEA® (aflibercept) Injection

EYLEA Patient Requests



Statistically significant at 95% confidence level vs. Q3 2018

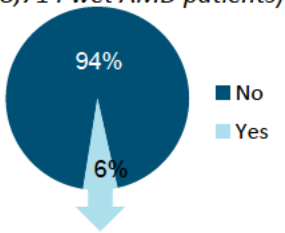
Source: Q4 2018 ATU Study (n=200 retina specialists reporting wet AMD, n=204 retina specialists reporting DME, n=100 retina specialists reporting MEfRVO; 147,549 eyes total)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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Wet AMD Patient Request

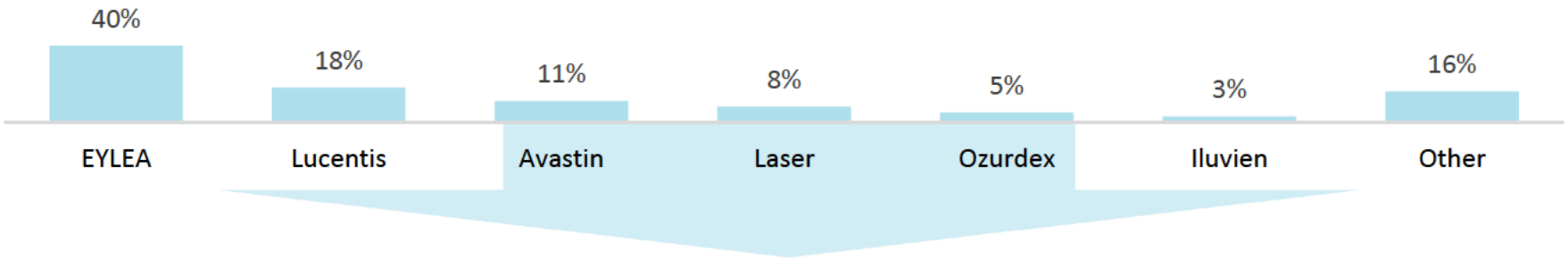
% of Patients Who Requested Specific Tx...
(n=98,714 wet AMD patients)



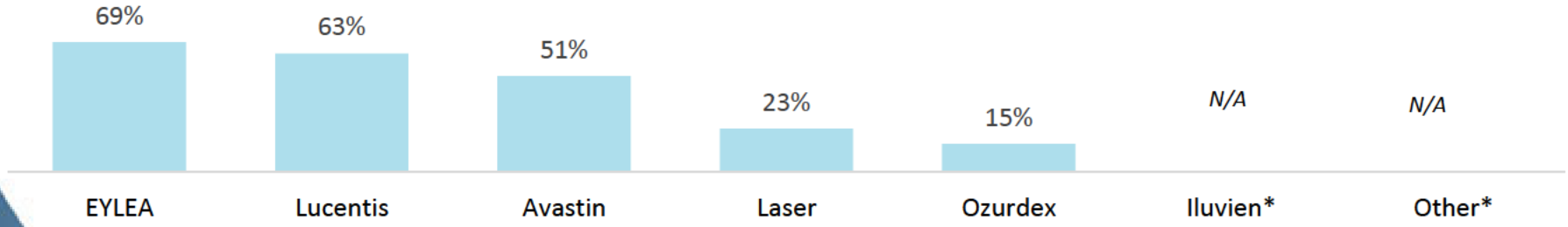
% of MDs Likely to Grant Specific Requested Tx...
40% ⬆ *(29%)*



% of Patients Who Requested Asked for... (Ever)
(n=6,003 wet AMD patients)



% of Requests Honored
(n= varies by Tx)



⬆⬇ *Statistically significant at 95% confidence level vs. Q3 2018*
**N/A: unable to show due to small MD base < 15*
Source: Q4 2018 ATU Study (n=200 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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Wet AMD Patient Request

Primary Reason for NOT Honoring Request

(Patients where request was not honored)	EYLEA *(n=721)*	Lucentis *(n=403)*	Avastin *(n=332)*	Ozurdex *(n=215)*	Laser *(n=440)*
Clinical appropriateness	29%	27%	20%	7%	31%
Cost to patient	27%	28%	18%	15%	13%
Cost/Risk to practice	18%	17%	22%	27%	29%
Safety	13%	8%	19%	21%	13%
Patient compliance	9%	10%	12%	11%	8%
Stocking	4%	10%	10%	13%	5%
Other	0%	1%	0%	6%	0%

**N/A: unable to show Iluvien, due to small MD base < 15*

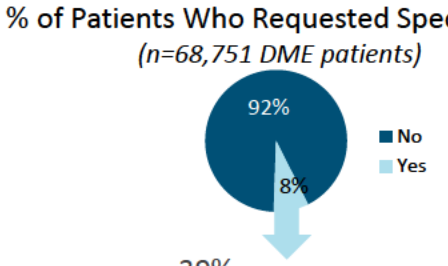
Source: Q4 2018 ATU Study (n=200 retina specialists)

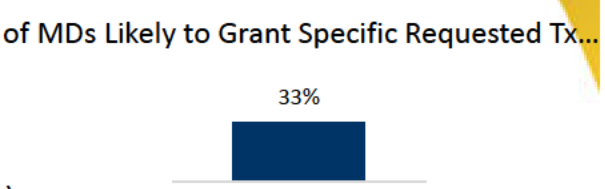
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

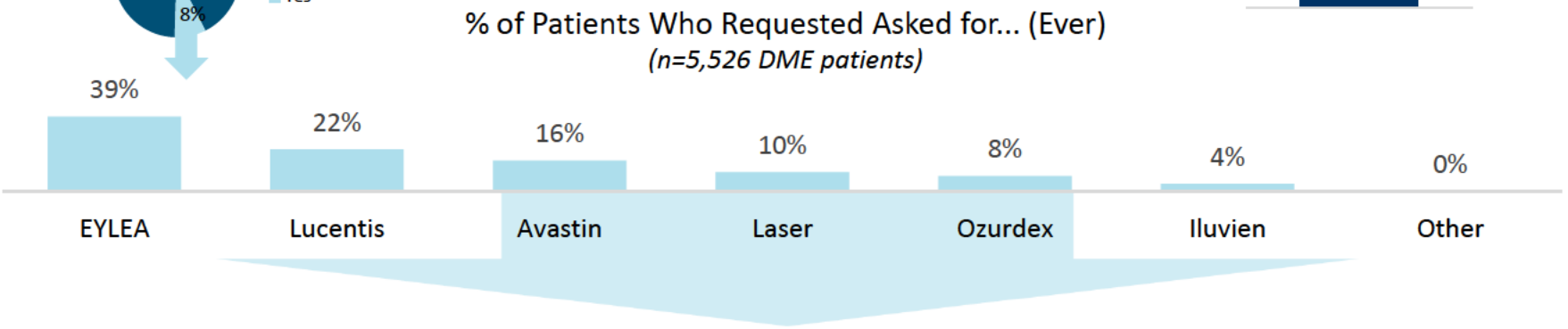
EYLEA® (aflibercept) Injection

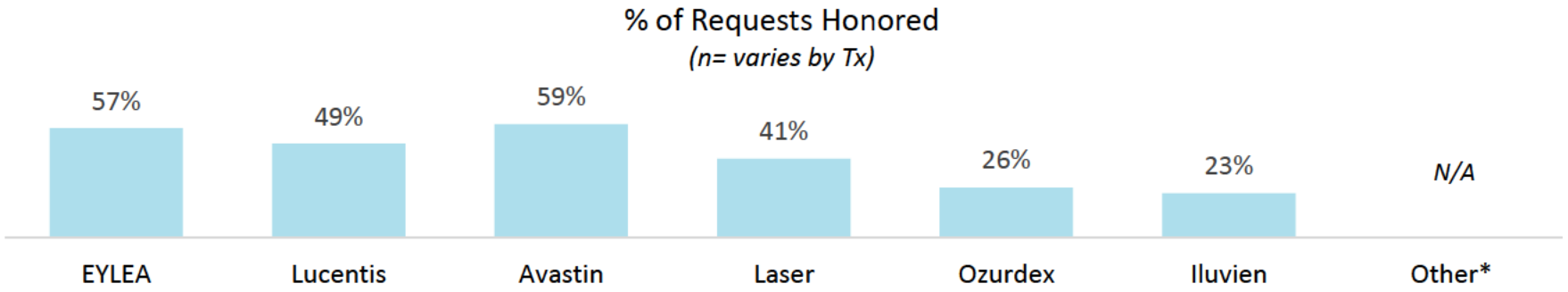
Maru/ - Confidential

DME Patient Request









*N/A: unable to show due to small MD base < 15

Source: Q4 2018 ATU Study (n=204 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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DME Primary Reason NOT Honoring Request

Primary Reason for NOT Honoring Request

(Patients where request was not honored)	EYLEA *(n=853)*	Lucentis *(n=609)*	Avastin *(n=343)*	Ozurdex *(n=353)*	Laser *(n=81)*	*Iluvien (n=198)*
Clinical appropriateness	49%	48%	29%	26%	46%	44%
Cost to patient	16%	10%	19%	15%	9%	9%
Safety	9%	14%	15%	22%	12%	22%
Stocking	9%	12%	10%	15%	7%	17%
Cost/Risk to practice	8%	10%	11%	9%	20%	4%
Patient compliance	8%	6%	11%	12%	7%	5%
Other	1%	0%	5%	1%	0%	0%

Source: Q4 2018 ATU Study (n=204 retina specialists)

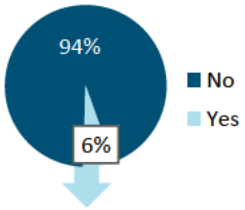
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

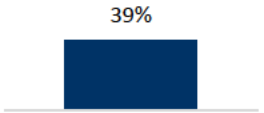
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MEfCRVO Patient Request

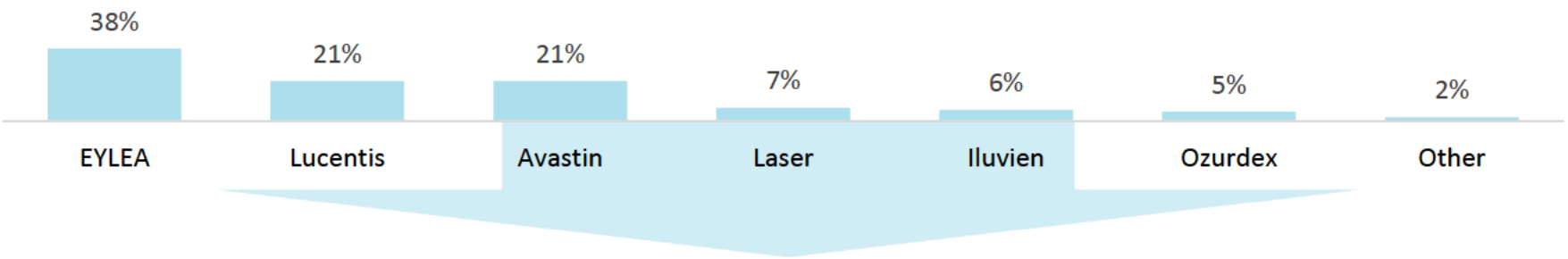
% of Patients Who Requested Specific Tx...
(n=9,212 MEfCRVO patients)



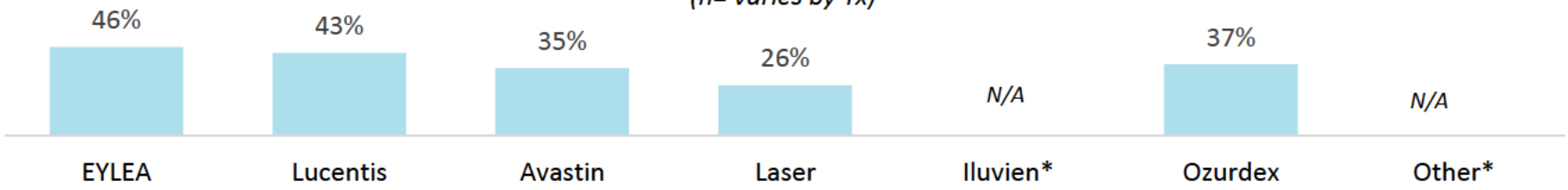
% of MDs Likely to Grant Specific Requested Tx...



% of Patients Who Requested Asked for... (Ever)
(n= 629 MEfCRVO patients)



% of Requests Honored
(n= varies by Tx)



**N/A: unable to show due to small MD base < 15*

Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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MEfCRVO Primary Reason NOT Honoring Request

Primary Reason for NOT Honoring Request

	EYLEA *(n=125)*	Lucentis *(n=80)*	Avastin *(n=84)*
Patient compliance	34%	30%	14%
Cost to patient	20%	14%	24%
Clinical appropriateness	18%	26%	30%
Stocking	11%	17%	12%
Cost/Risk to practice	11%	9%	10%
Safety	5%	5%	10%
Other	*0%*	*0%*	*1%*

**N/A: unable to show Avastin, Ozurdex, Iluvien, Laser due to small MD base < 15*

Source: Q4 2018 ATU Study (n=100 retina specialists)

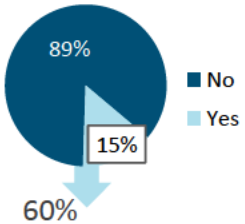
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

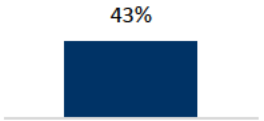
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MEfBRVO Patient Request

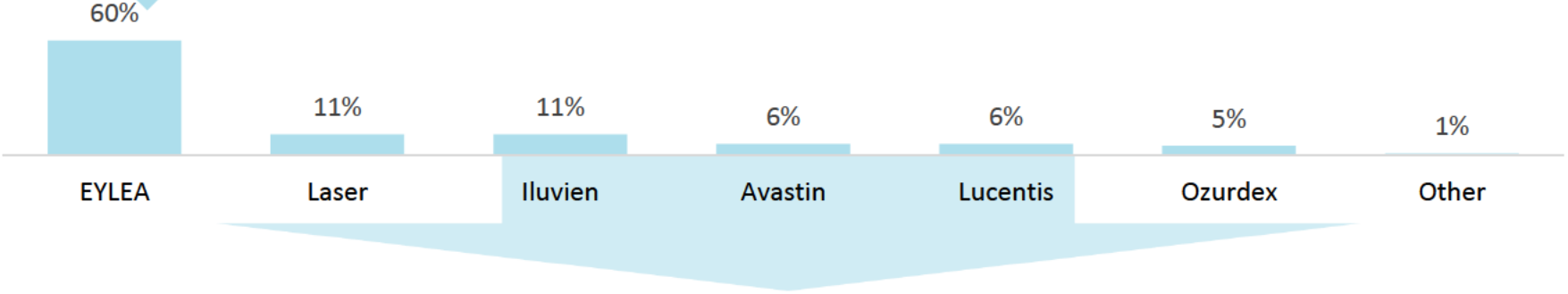
% of Patients Who Requested Specific Tx...
(n=13,154 MEfBRVO patients)



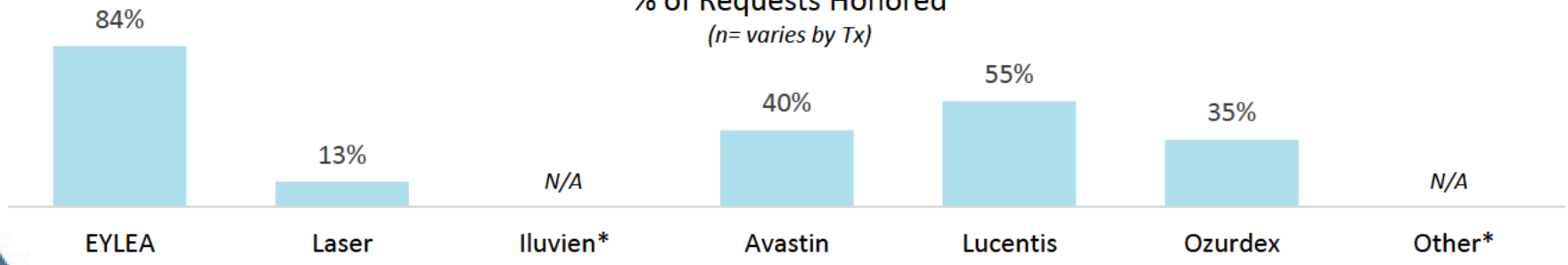
% of MDs Likely to Grant Specific Requested Tx...



% of Patients Who Requested Asked for... (Ever)
(n= 2,147 MEfBRVO patients)



% of Requests Honored
(n= varies by Tx)



**N/A: unable to show due to small MD base < 15*

Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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MEfBRVO Primary Reason NOT Honoring Request

Primary Reason for NOT Honoring Request

	EYLEA *(n=173)*	Lucentis *(n=51)*	Laser *(n=353)*	Ozurdex *(n=72)*
Clinical appropriateness	27%	32%	83%	31%
Cost to patient	20%	21%	4%	19%
Stocking	20%	16%	4%	18%
Cost/Risk to practice	16%	8%	2%	16%
Safety	8%	13%	3%	11%
Patient compliance	8%	9%	4%	5%
Other	0%	0%	0%	0%

**N/A: unable to show Iluvien, due to small MD base < 15*

Source: Q4 2018 ATU Study (n=100 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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DR w/out DME Market Share

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Key Findings DR w/out DME

- Q4 2018 DR without DME findings are fairly consistent with past waves.
- The majority of DR w/out DME eyes follow a watch and wait regimen with only 2-in-5 eyes eligible for any type of treatment; lack of disease progression is the main reason for not treating the remaining three-fifths.
  - While overall treatment has remained fairly stable, eyes treated with anti-VEGF has increased slightly compared to Q3.
- Anti-VEGF is not commonly used in DR without DME; it appears to be reserved for more severe NPDR and PDR cases. That said, Avastin continues to be used most commonly, enjoying a slight increase at the expense of EYLEA.
  - EYLEA share declined across all eye types, while Avastin increases. Lucentis lost some ground across all mild and moderate NPDR eyes, and remains stable among more severe eye types.

- There continues to be opportunity to strengthen EYLEA's position in DR without DME as share across all eye types has decreased slightly. Additionally, overall anti-VEGF usage is low and there is room to encourage MDs that anti-VEGF is a prudent treatment approach for these patients.

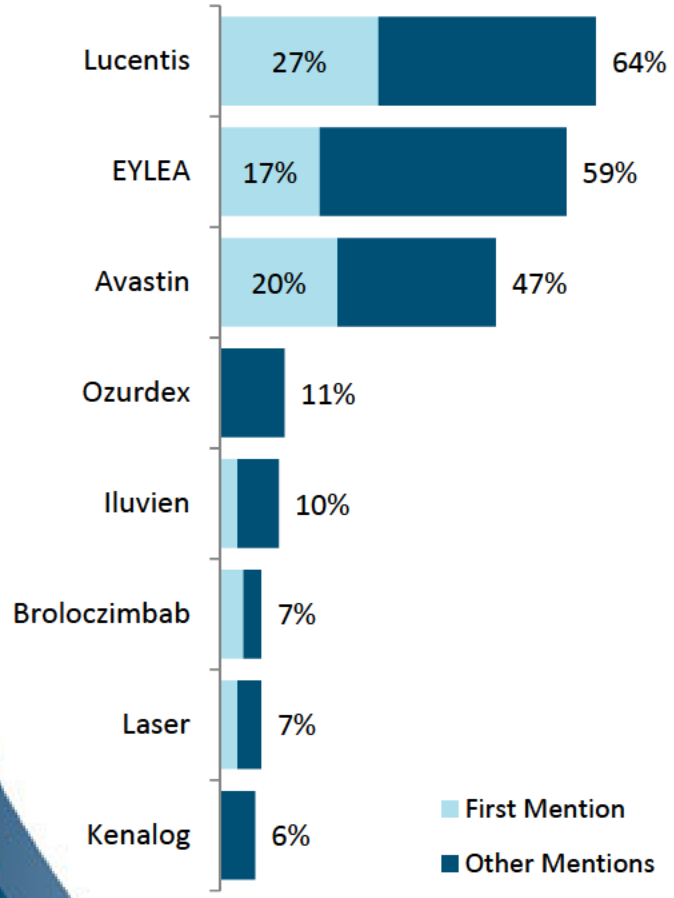
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

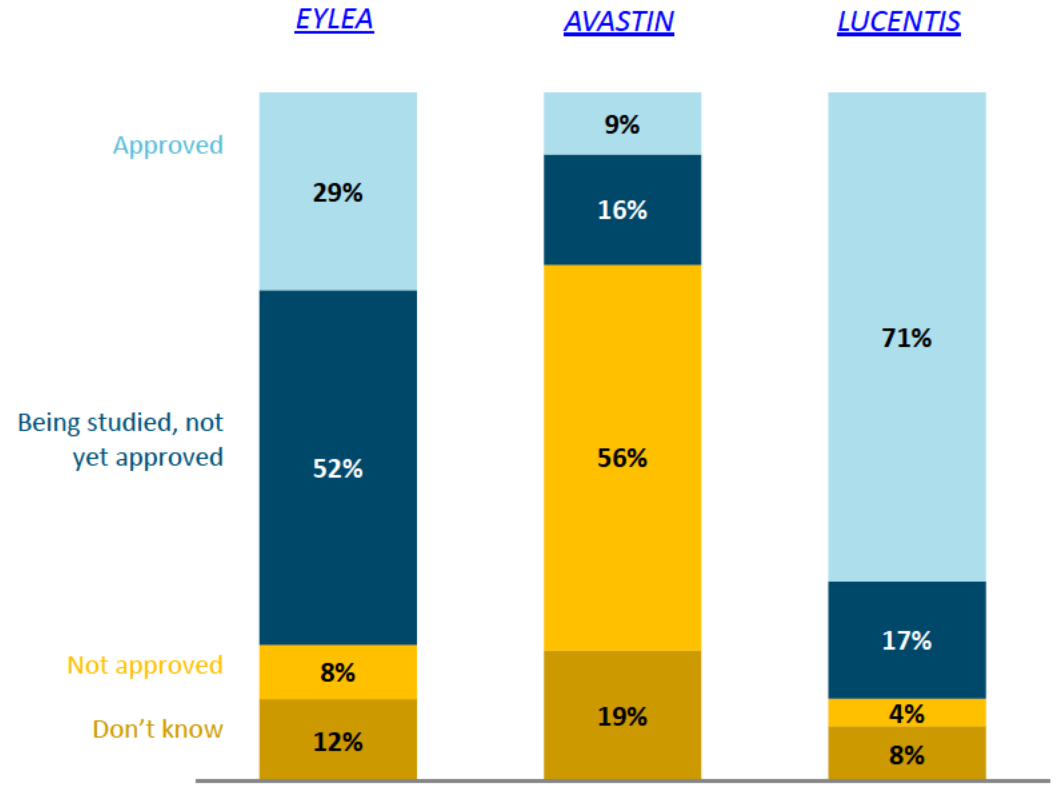
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DR w/out DME Unaided Awareness

Unaided Awareness of Available DR w/out DME Tx



Knowledge of Treatment Approval



Mentions <5% in Total Mentions are not shown.

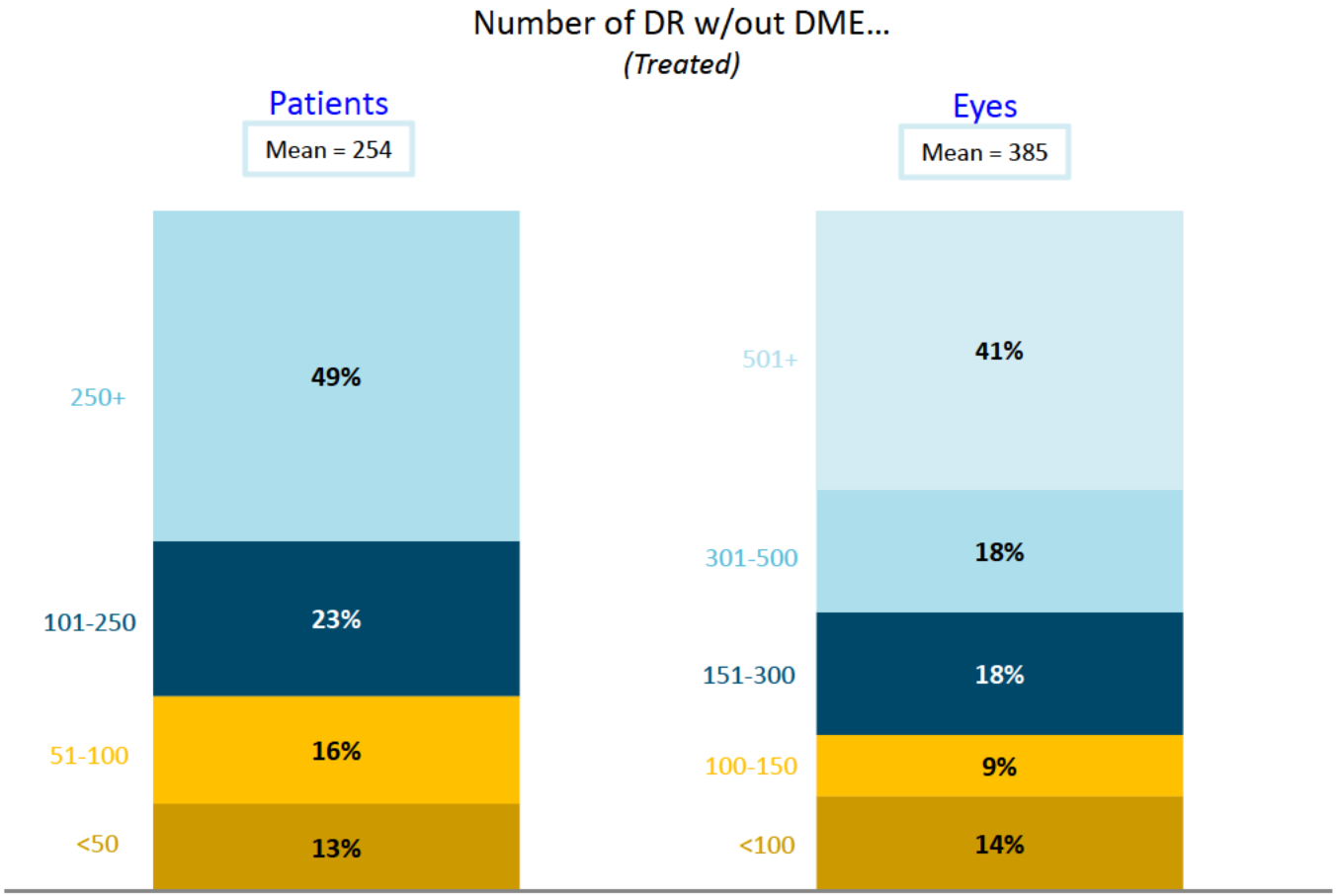
Source: Q4 2018 ATU Study (n=204 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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DR w/out DME Patient & Eye Load



Source: Q4 2018 ATU Study (n=203 retina specialists)

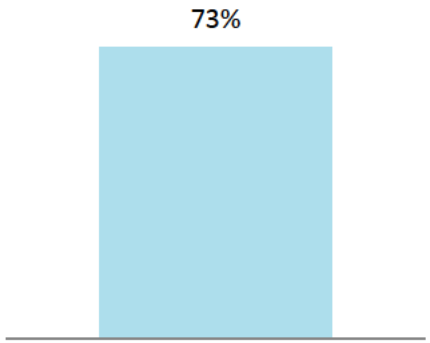
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

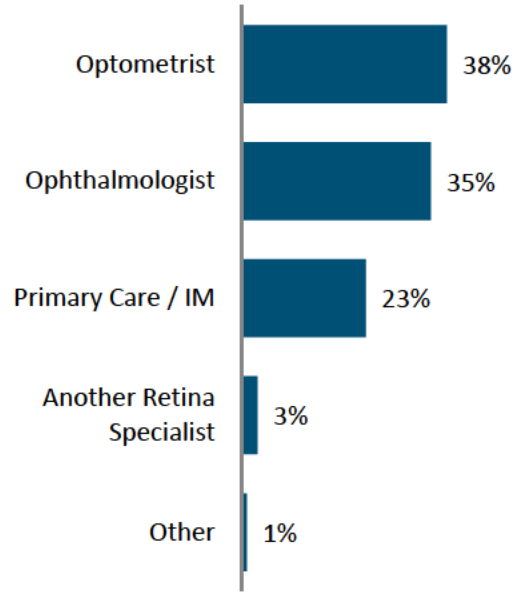
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DR w/out DME Patient Referrals

% of DR w/out DME Patients Referred from another HCP



% of DR w/out DME Patients Referred from…



Source: Q4 2018 ATU Study (n=203 retina specialists)

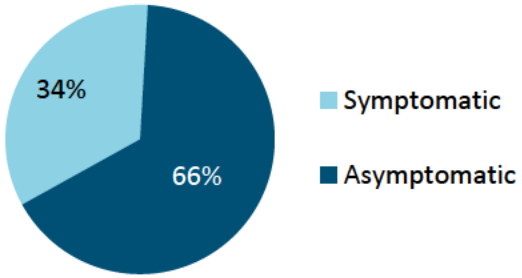
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

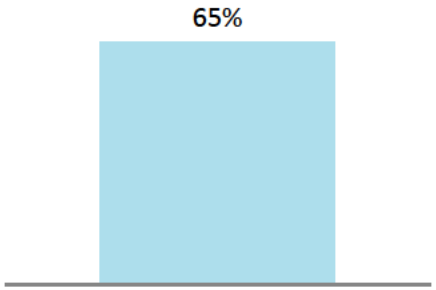
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DR w/out DME Patient Profile

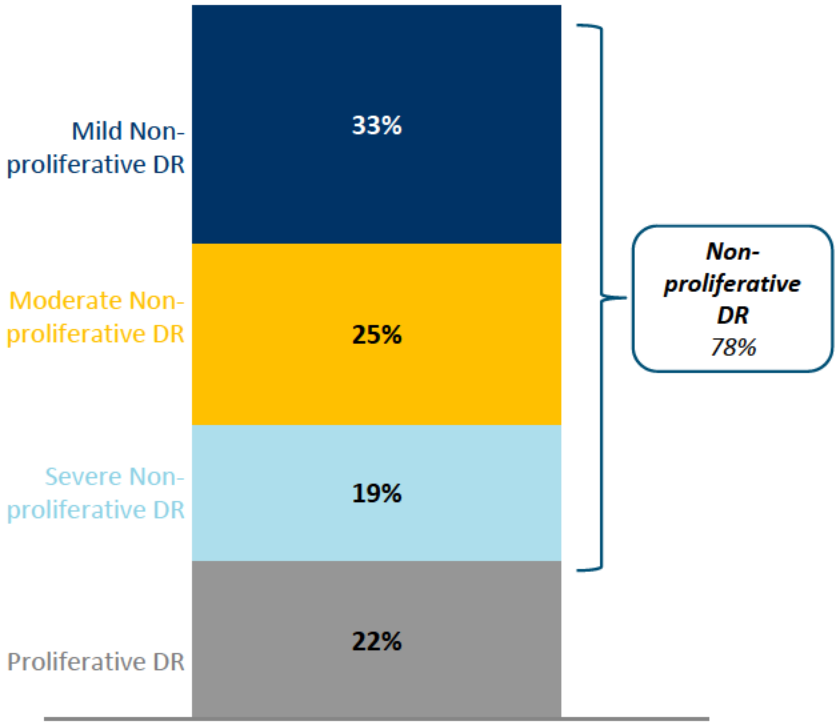
% of DR w/out DME Patients at Time of Evaluation…



% Use DRSS when evaluating DR Pts.
(Always/Most of the time)



% of DR w/out DME Eyes…



Source: Q4 2018 ATU Study (n=203 retina specialists)

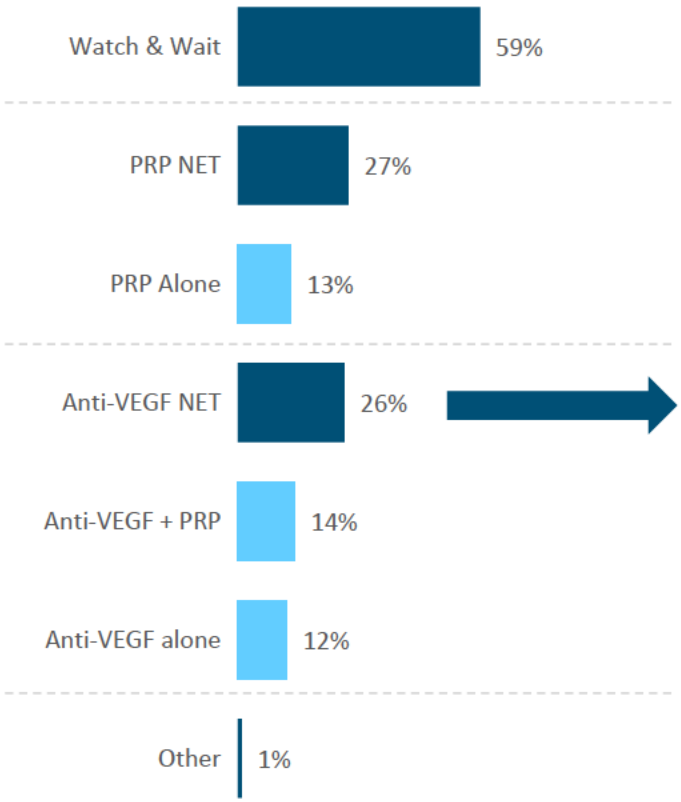
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

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Overall Treatment & Share

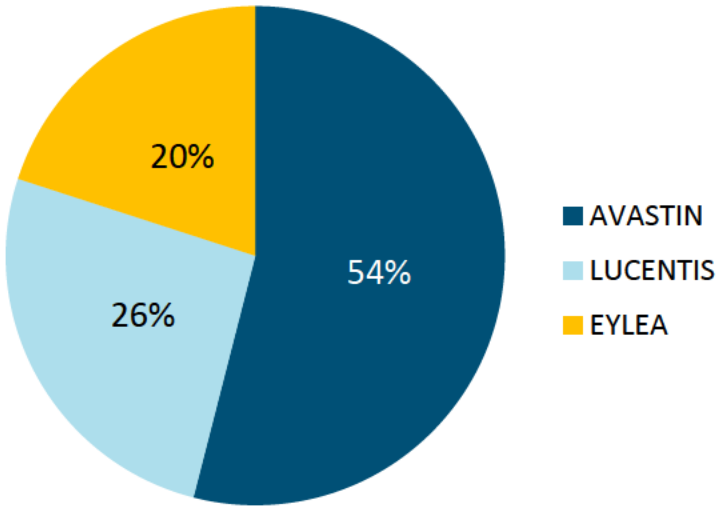
% of TOTAL DR w/out DME Eyes Treated with…



DR w/out DME, TOTAL Anti-VEGF Treated Eyes

Market Share Allocation

(n=23,889 eyes)



Source: Q4 2018 ATU Study (n=203 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

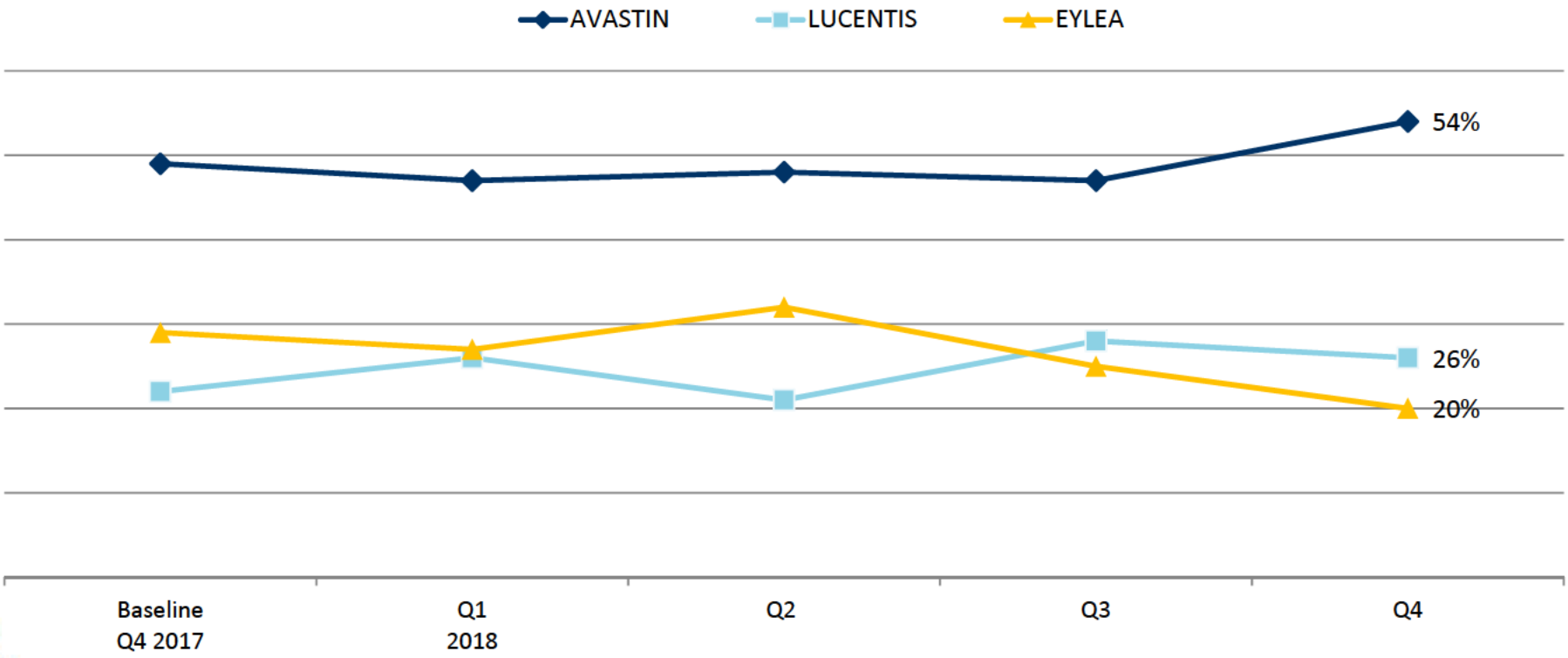
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DR w/out DME Share Update

DR w/out DME Diagnosed, Anti-VEGF Treated Eyes

Projected Market Share Allocation by Product – Total Market

(Q4 wave n=203 retina specialists; 23,889 eyes)



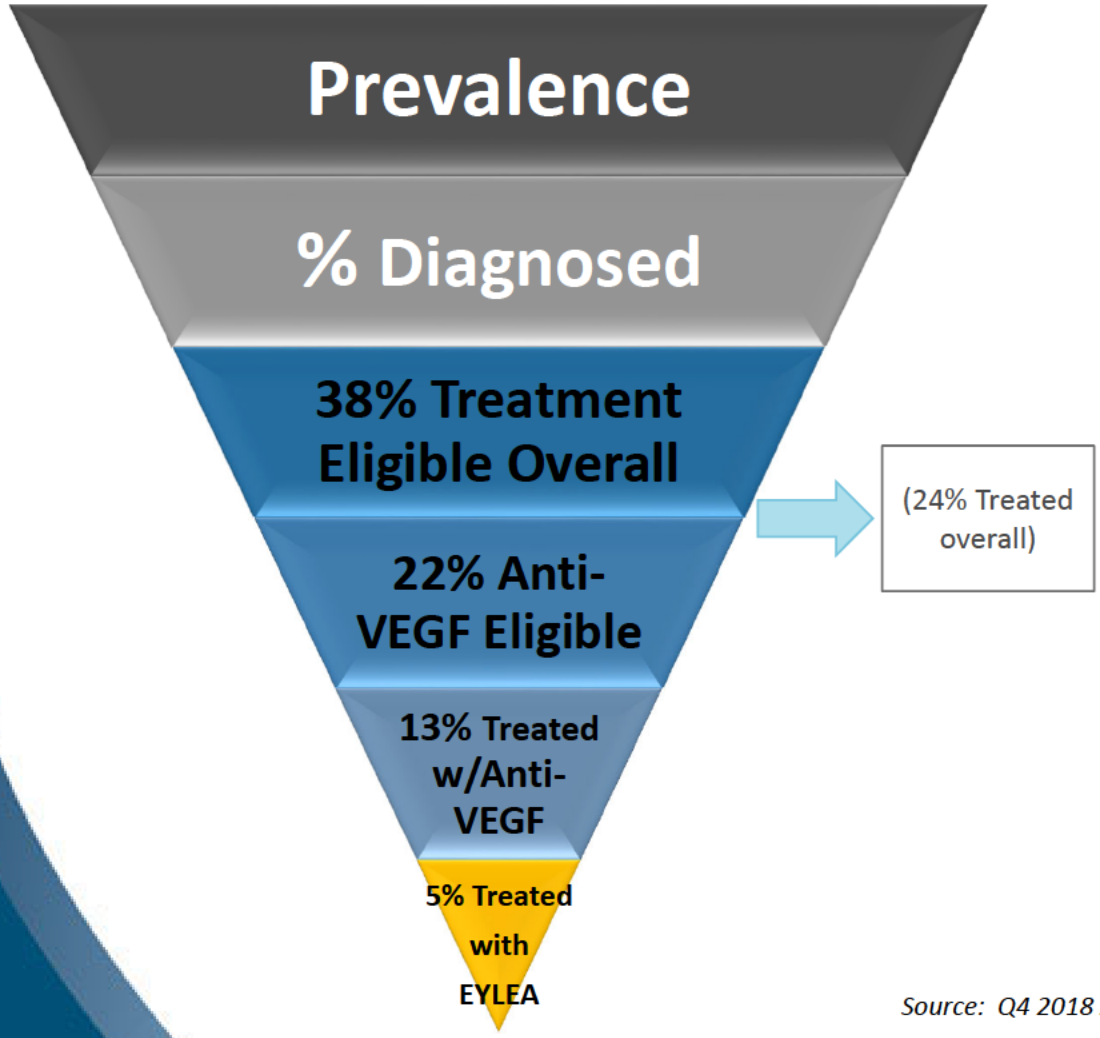
Source: Q4 2018 ATU Study (n=203 retina specialists)

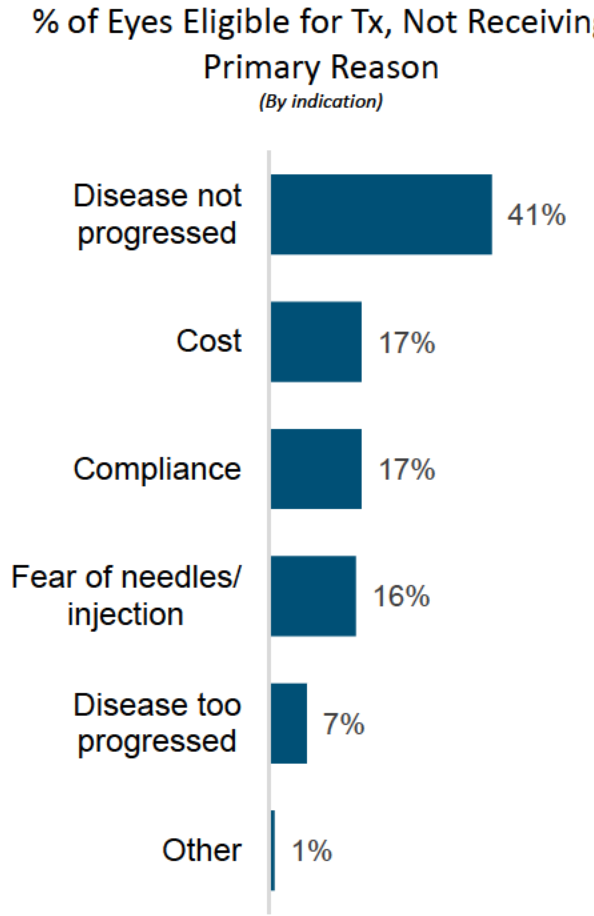
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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DR w/out DME Funnel



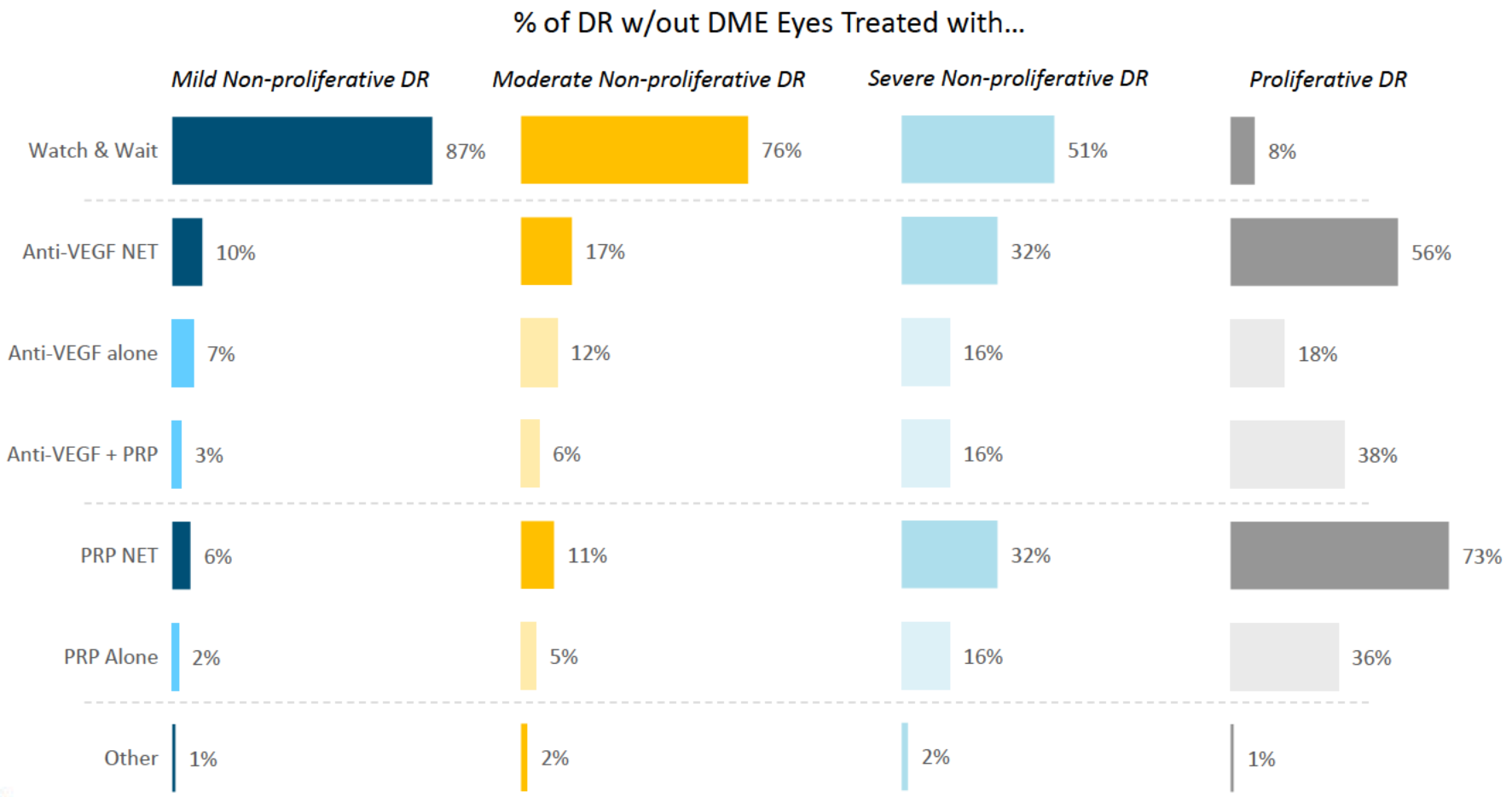


Source: Q4 2018 ATU Study (n=203 retina specialists; n=87,650 DR w/o DME Eyes)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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DR w/out DME Treatment



Source: Q4 2018 ATU Study (n=203 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

EYLEA® (aflibercept) Injection

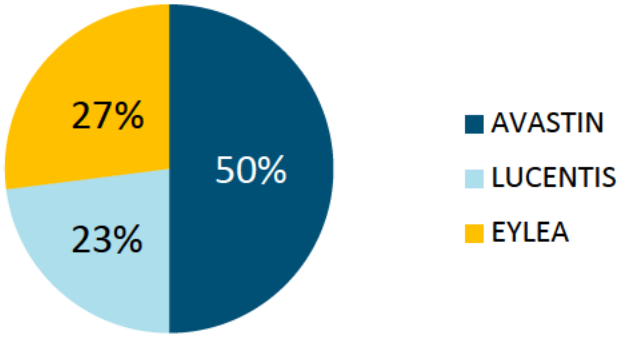
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Share by Eye Type

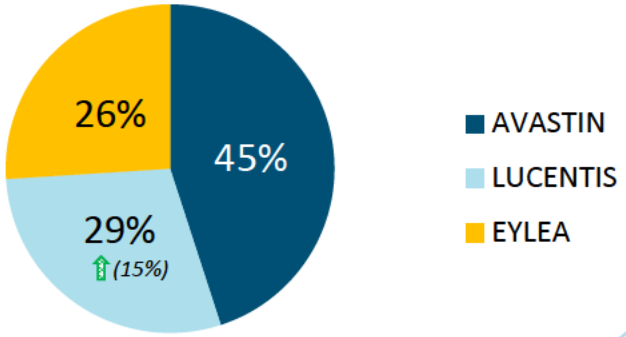
DR w/out DME, TOTAL Anti-VEGF Treated Eyes

Market Share Allocation

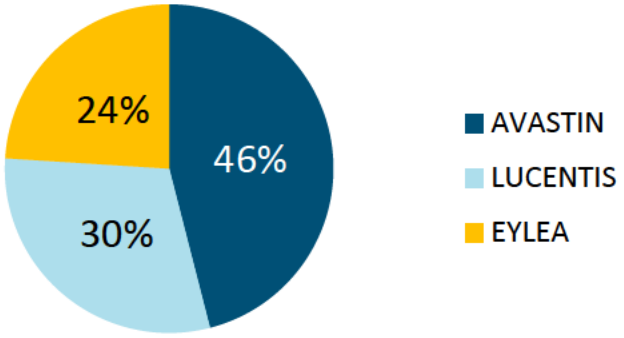
Share Allocation: Mild Non-proliferative DR
(n=3,063 eyes)



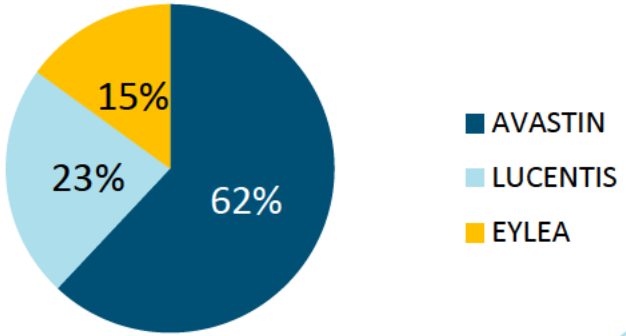
Share Allocation: Moderate Non-proliferative DR
(n=3,956 eyes)



Share Allocation: Severe Non-proliferative DR
(n=5,779 eyes)



Share Allocation: Proliferative DR
(n=11,091 eyes)



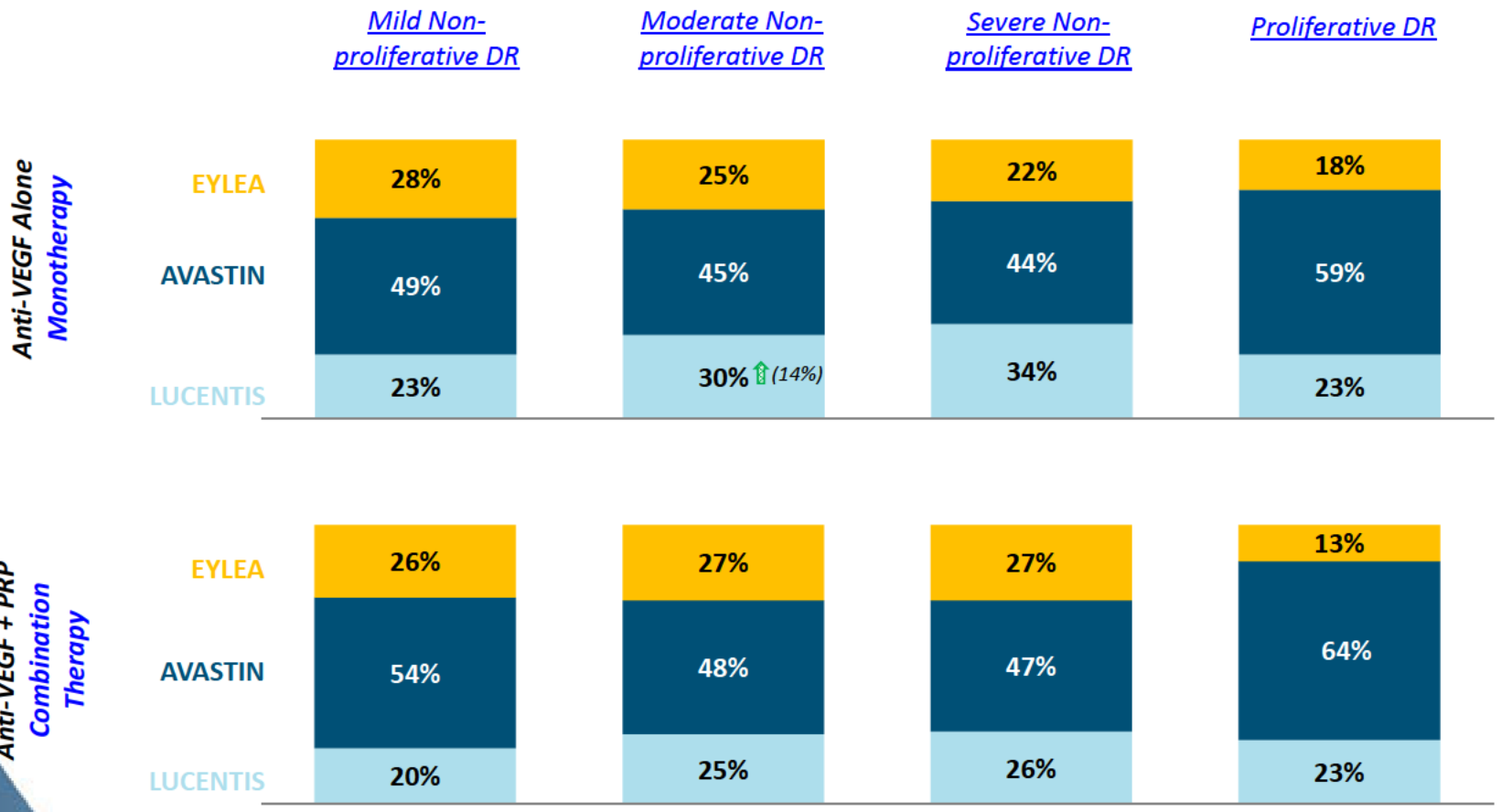
Source: Q4 2018 ATU Study (n=203 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

Share by Eye Type (Monotherapy & Combination)

DR w/no DME, TOTAL Anti-VEGF Treated Eyes

Market Share Allocation



⇧⇩ *Statistically significant at 95% confidence level vs. Q2 2018*

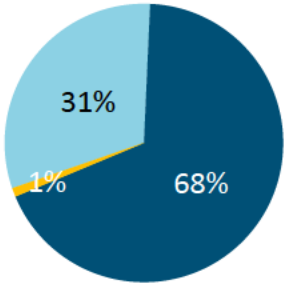
When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

Source: Q4 2018 ATU Study (n=203 retina specialists)

DR w/o DME Future Usage

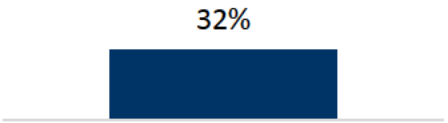
Anticipated Anti-VEGF Prescribing

(Next 12 months)

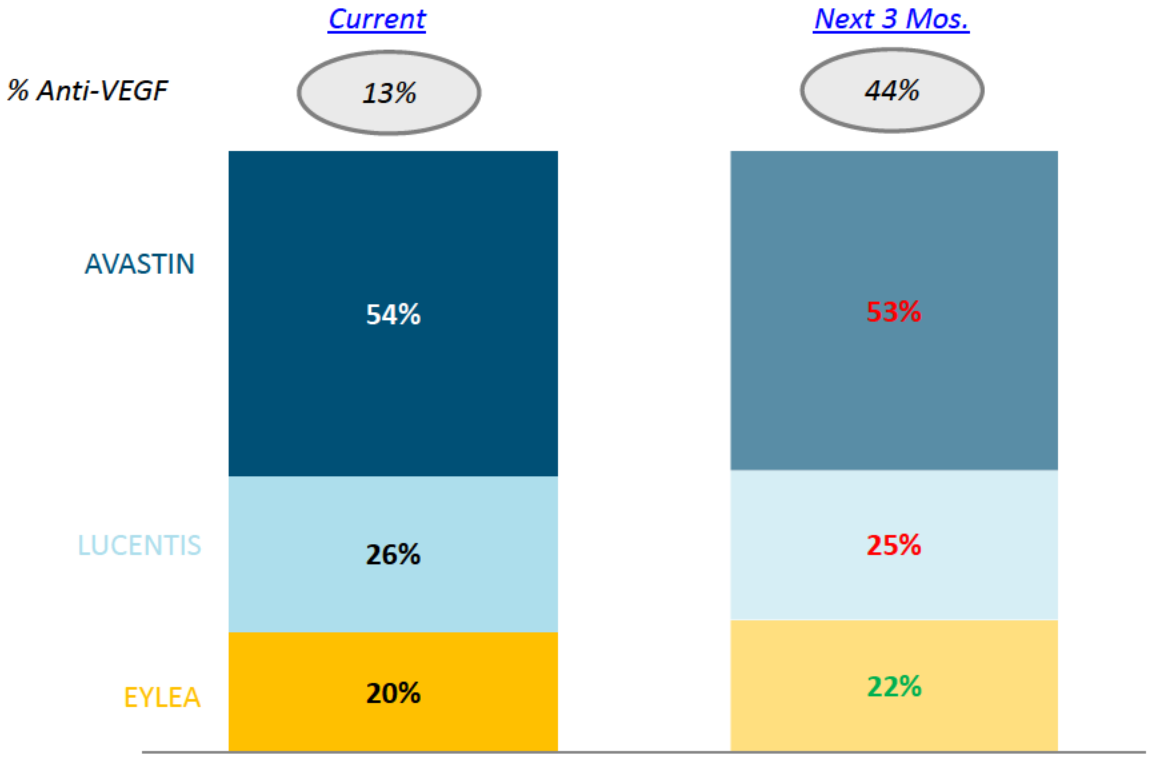


- Increase
- Remain the same
- Decrease

% of MDs Likely to Rx Requested Specific Tx...



% DR w/o DME Eyes Treated/Intend to Treat with...



Source: Q4 2018 ATU Study (n=203 retina specialists)

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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Ad Awareness

EYLEA® (aflibercept) Injection

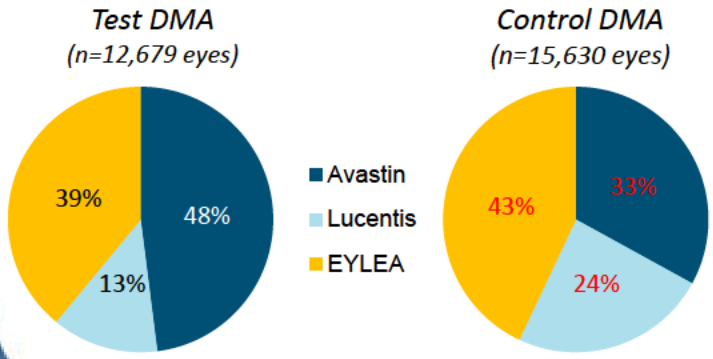
Wet AMD Ad Awareness

Average Number of Wet AMD Pts. Saw Ad By Physician

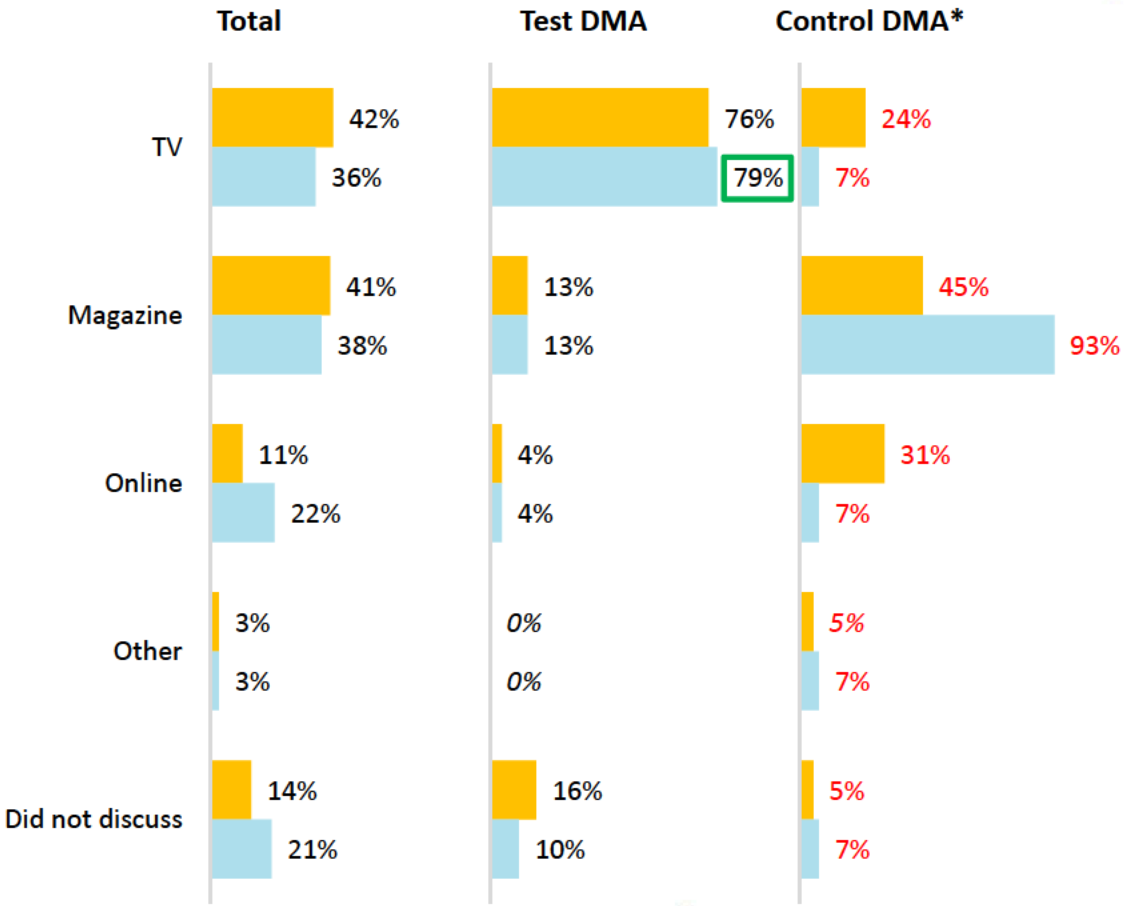
(Mean including 0)

	Total	Test DMAs	Control DMAs
EYLEA	2.8	7.1	0.9
LUCENTIS	1.8	1.7	0.6

DMA Market Share



% of Pts. Discussed Seeing Ad...



Source: Q4 2018 ATU Study (n=200 retina specialists)

**Caution: Small base size < n=30.* = Significantly greater than comparison group

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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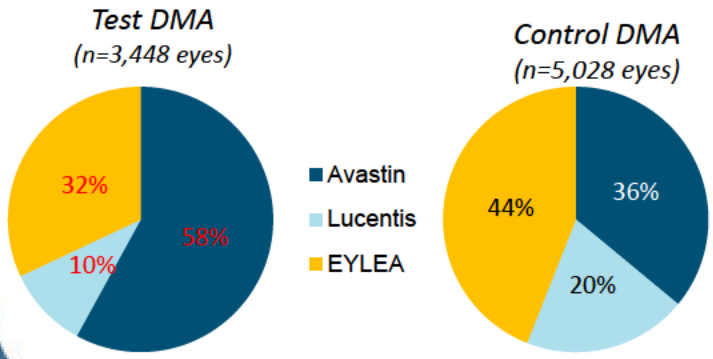
DME Ad Awareness

Average Number of DME Pts. Saw Ad By Physician

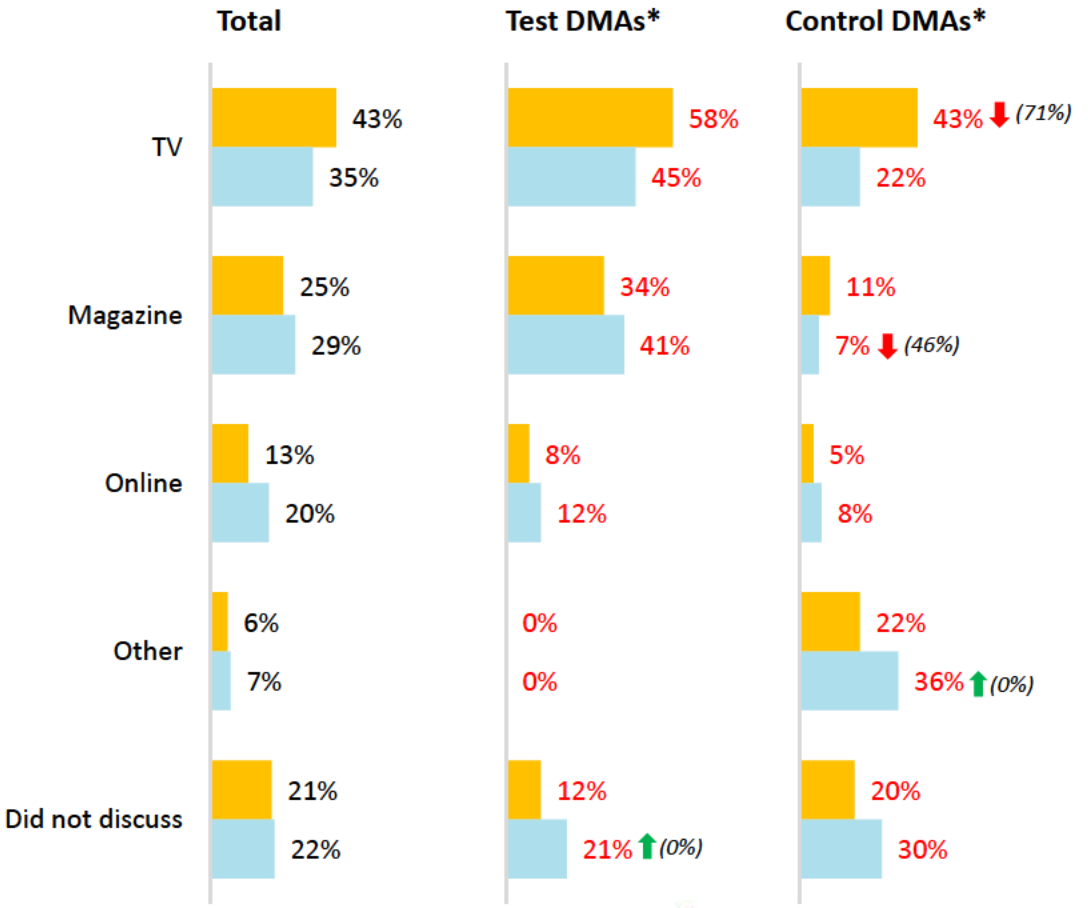
(Mean including 0)

	Total	Test DMAs*	Control DMAs
EYLEA	2.7	5.2	1.9
LUCENTIS	1.6	2.9	1.2

DMA Market Share



% of Pts. Discussed Seeing Ad...



Source: Q4 2018 ATU Study (n=204 retina specialists)

**Caution: Retina Specialist Small base size < n=30.*

⬆⬇ *Statistically significant at 95% confidence level vs. Q3 2018* ▭ = Significantly greater than comparison group

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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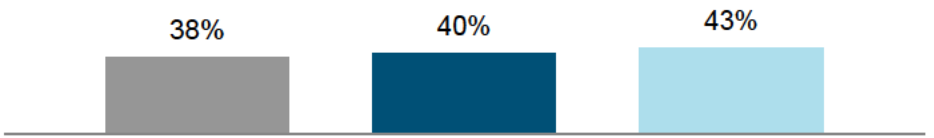
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Patient Safety Discussions

EYLEA® (aflibercept) Injection

WetAMD Anti-VEGF Patient Safety Concerns

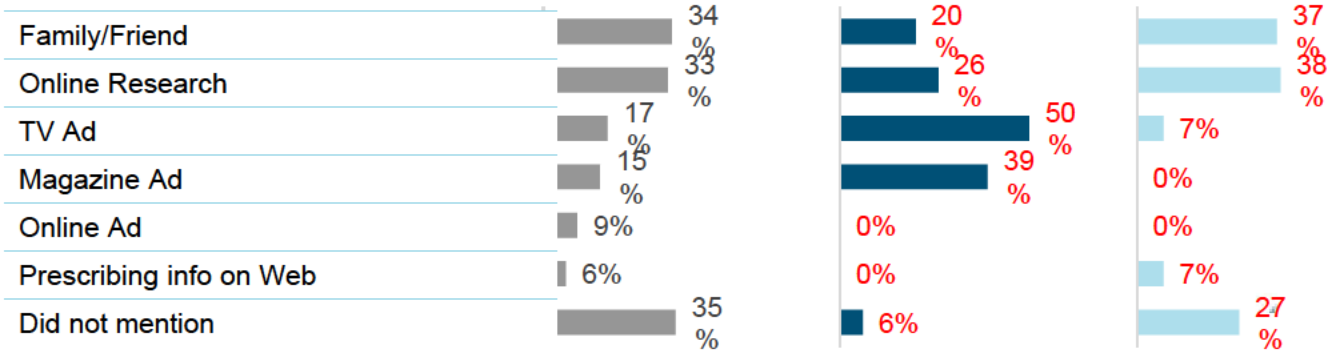
% of MDs with Pts Tx'd w/Anti-VEGF Who Voiced Concerns about Anti-VEFG AE's



Patients Raised Questions/Concerns (Mean)

	Total (n=77)	Test DMAs (n=11*)	Control DMAs (n=12*)
Eye pain or redness	11.0	8.7	10.0
Increase in eye pressure	3.2	4.5	1.1
Eye swelling	4.3	0.3	1.6
Infection & separation of eye w/ retina	3.1	2.9	1.1
Inner eye gel/vitreous detachment	1.7	1.3	0
Risk of heart attack/stroke	1.6	2.4	1.0

% of Anti-VEGF Pts Heard about AE's…



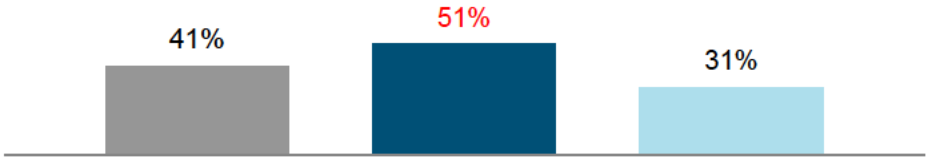
Source: Q4 2018 ATU Study (n=200 retina specialists)

**Caution: Small base size < n=30.*

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

DME Anti-VEGF Patient Safety Concerns

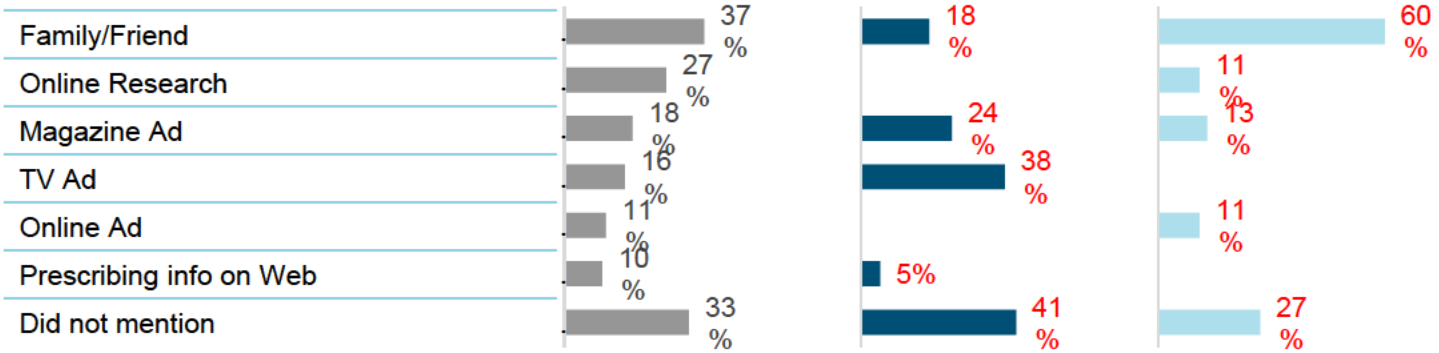
% of MDs with Pts Tx'd w/Anti-VEGF Who Voiced Concerns about Anti-VEFG AE's



Patients Raised Questions/Concerns (Mean)

	Total (n=78)	Test DMAs (n=12*)	Control DMAs (n=9*)
Eye pain or redness	9.7	8.8	11.9
Increase in eye pressure	3.1	1.1	0.4
Infection & separation of eye w/retina	4.8	2.5	0.9
Risk of heart attack/stroke	2.2	3.7	1.4
Eye swelling	2.1	1.2	0.4
Inner eye gel/vitreous detachment	1.4	0.4	0.6

% of Anti-VEGF Pts Heard about AE's…



Source: Q4 2018 ATU Study (n=204 retina specialists)

**Caution: Small base size < n=30.*

When arrows are not present, share trends are directional and not significant; sample not entirely stable across waves

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