

## Predicting Success: A Pipeline Update

The following tables are based on data obtained from the Adis RD&I database, and from the investment bank Lehman Brothers.

Adis's ratings are based on 20 parameters and are created by editors who monitor medical literature, attend conferences, and use knowledge gained from other proprietary sources. In the Adis system, a compound with no evident advantages compared to existing treatments receives a rating of 45 or below. A compound with modest benefits in safety, efficacy, or both receives 45 to 59; a compound with

important benefits, 60 or above. A rating of 80 and up suggests substantial clinical advantages; in some cases, a rating of 80 means there are no alternative treatments. An Adis score of 55 was the cutoff in these listings.

Wherever possible, the listing for a candidate also includes Lehman Brothers' assessment of the likelihood of approval. Lehman Brothers tracks and evaluates numerous products in its pharma pipelines database.

Table 1

### Woman's Health

Drug	Company	Rating	Probability of success/ Peak sales	Indication
Lasofoxifene	Pfizer	86	40%/\$1 billion	PM osteoporosis
S12911	Servier	80	60%/\$300 m	PM osteoporosis
Preos	NPS Pharma	75	75%/650 m	PM osteoporosis
Arzoxifene	Eli Lilly	72	25%/\$600 m	Osteoporosis & breast cancer prevention
Asoprisnil	Takeda	69	20%/\$700 m	Endometriosis
HPV Vaccine	Roche	60	15%/\$500 m	Anal dysplasia

HPV: Human papilloma virus  
PM: Post-menopausal

Source: Gray N: Predicting Success: A Pipeline Report. Pharmaceutical Executive, December 2003: 54.

Table 2

## Oncology

Drug	Company	Rating	Probability of success/ Peak sales	Indication
Fenretinide	Ortho-McNeil	85	N/A	Breast cancer
Efaproxiral	Allos Therapeutics	80	N/A	Brain cancer
Tipifamib	J&J	80	30%/\$500 m	Cancer
Vatalanib	Schering AG/ Novartis	76	25%/\$1.3 billion	Colorectal cancer (Solid tumours)
Oregovomab	AltaRex/Unither	73	N/A	Ovarian cancer
AE9-41	Æterna Labs	71	N/A	Non small-cell lung cancer
Miproxifene	Talho Pharma	71	N/A	Breast cancer
Atrasentan	Eisai	70	N/A	Prostate cancer
MS 209	Schering AG	66	15-30%/\$50 m	Cancer
Decitabine	SuperGen	65	15%/\$50 m	Myelodysplastic syndromes

N/A: Not available

Source: Gray N: Predicting Success: A Pipeline Report. Pharmaceutical Executive, December 2003: 56.

Table 3

## Central Nervous System

Drug	Company	Rating	Probability of success/ Peak sales	Indication
PN 246	Pharma Nord	80	N/A	Fibromyalgia
Dapoxetine	J&J	74	25%/\$1 billion	Sexual dysfunction
Repinotan	Bayer	70	30%/\$500 m	Stroke
Dexanabinol	Pharmos	69	N/A	Head injuries
Natalizumab	Elan	67	40%/\$300 m	Multiple sclerosis
Agomelatine	Servier	65	30%/\$200 m	Sleep disorders
Disufenton	AstraZeneca	60	25%/\$250 m	Stroke
LAX 101	Amarin	60	N/A	Huntington's disease
Ramelteon	Takeda	60	40%/\$239 m	Sleep disorders
Gaboxadole	Lundbeck	57	20%/\$250 m	Insomnia

N/A: Not available

Source: Gray N: Predicting Success: A Pipeline Report. Pharmaceutical Executive, December 2003: 60.

Table 4

### Cardiovascular Disease

Drug	Company	Rating	Probability of success/ Peak sales	Indication
Conivaptan	Yamanouchi	74	50%/\$38 m	Heart failure
OPC 6535	Otsuka	70	N/A	Heart failure
Ecadotril	Bioproject/Bayer	69	N/A	Heart failure
Tedisamil	Solvay	68	60%/\$300 m	Ischemic heart disorder
Amediplase	Menarini	66	N/A	Myocardial infarction
Tezosentan	Roche/Genentech	57	25%/\$150 m	Acute heart failure
Roxifiban	BMS	55	15%/\$1 billion	Thrombosis

N/A: Not available

Source: Gray N: Predicting Success: A Pipeline Report. Pharmaceutical Executive, December 2003: 62.

Table 5

### Metabolic and Endocrine Disorders

Drug	Company	Rating	Indication
Aryplase	BioMarin	86	Mucopolysaccharidosis VI
Insulin inhalation	Aradigm	78	Type 1 and 2 diabetes
Exenatide	Eli Lilly	77	Type 2 diabetes
Tesaglitazar	AstraZeneca	60	Type 2 diabetes

N/A: Not available

Source: Gray N: Predicting Success: A Pipeline Report. Pharmaceutical Executive, December 2003: 64.