



IQVIA Puerto Rico Pharmaceutical Industry Year-In-Review

Data period ending December 2023

PIA: March 15, 2024

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IQVIA Puerto Rico Pharmaceutical Year-in-Review 2023 Summary

SALES
+13.7% | \$6.1B

SPP +22%

Retail +8%

HIV driving Hospital growth

Diabetes (non-insulin): +32%

5-Year Growth: +52.5%



PRESCRIPTIONS
+1% | 64m

+2.1% without COVID Vax

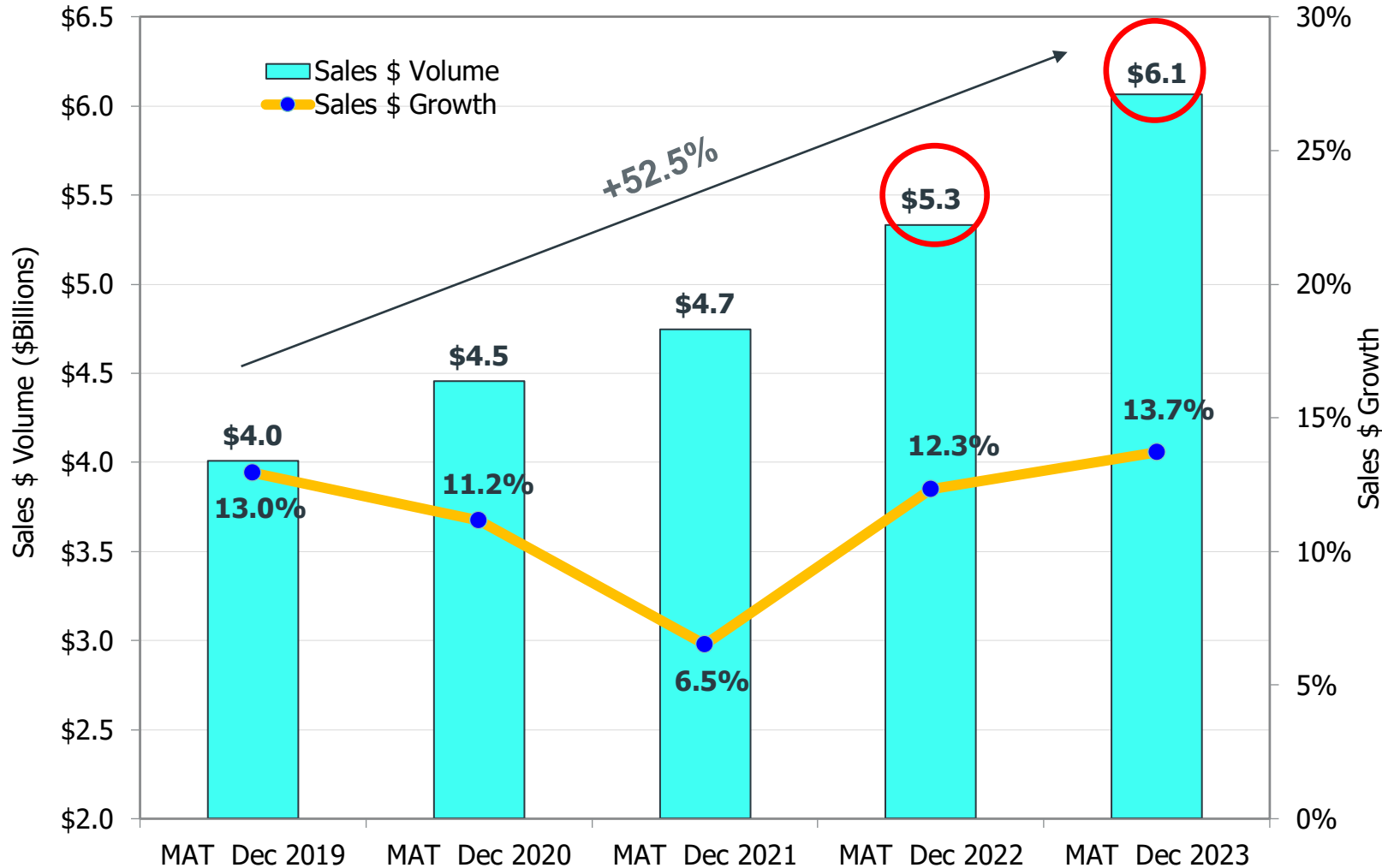
Brand **demand up**

Obesity (off-label) driving Diabetes TRx

Oncology driving Generic Rx in SPP

2023 Sales

Total Puerto Rico Market Sales and Growth



2023 MARKET HIGHLIGHTS:

- **13.7% Total Market Growth**
- **\$6B milestone!**
 - *Crossed \$5B just one year ago*
- **5-year growth: +52.5%**

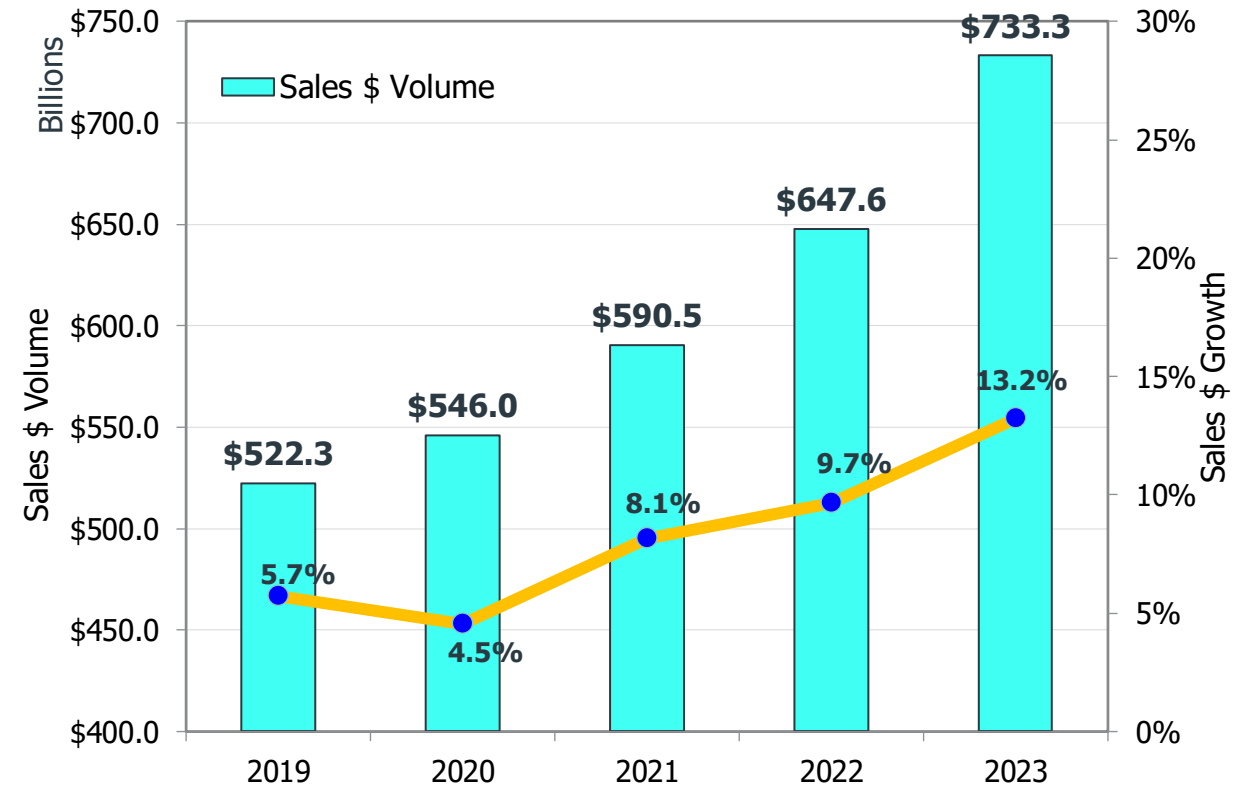
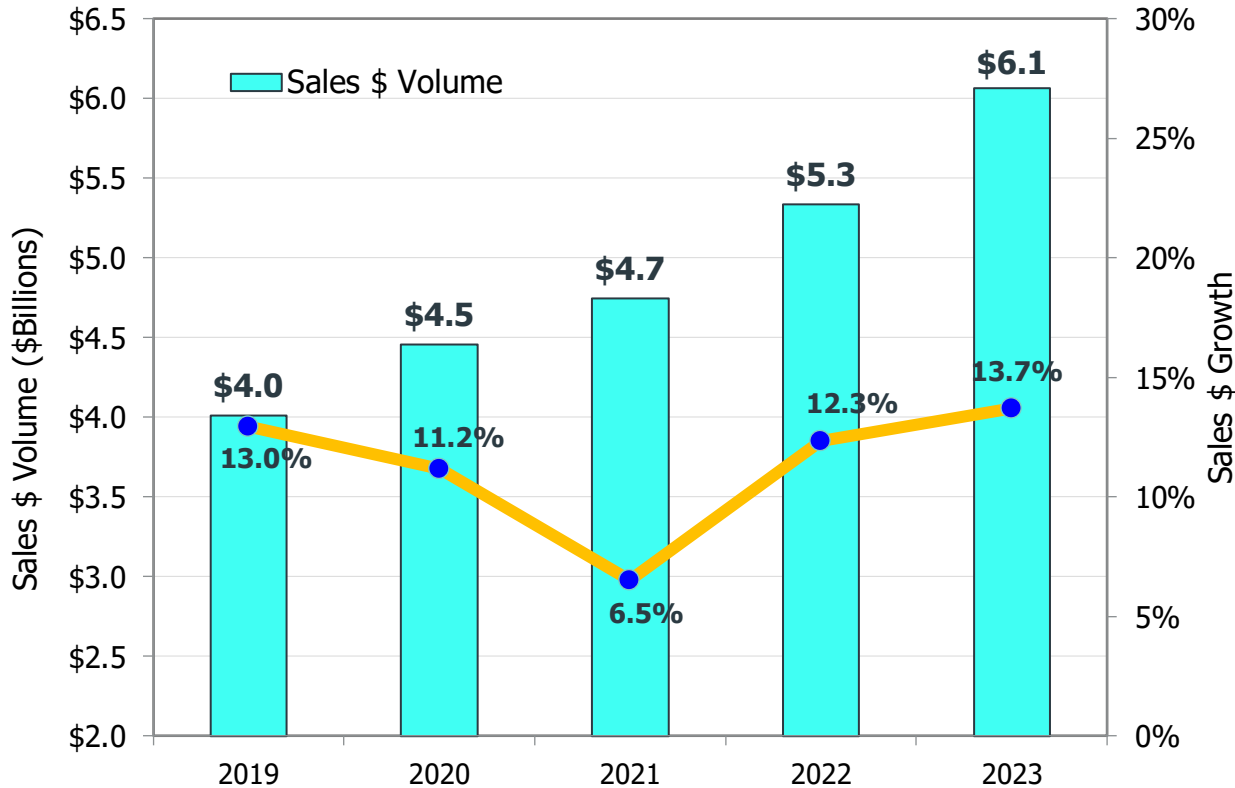
Puerto Rico v. USA Growth 2019 - 2023



1 YR: +13.7%
5 YR: +52.5%



1 YR: +13.2%
5 YR: +40%

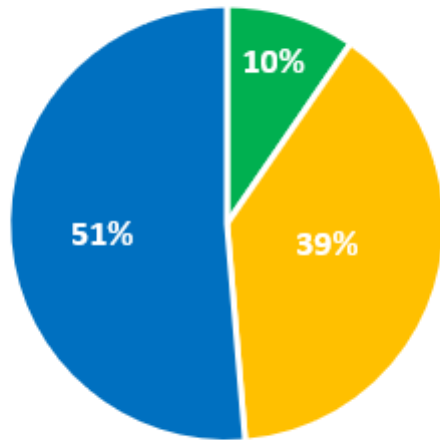


Puerto Rico growth outpacing USA 4 out of last 5 years

Puerto Rico v. USA Channel Share - 2023



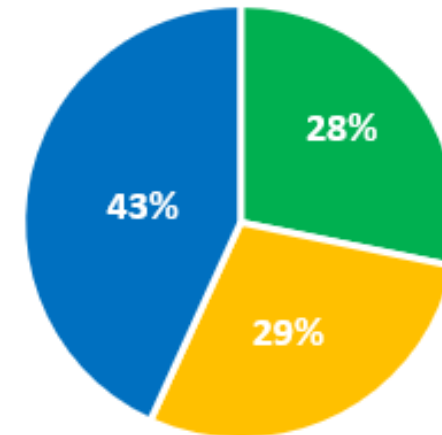
Puerto Rico
2023 Channel Market Share (\$)



■ HOSPITAL ■ NON RETAIL ■ RETAIL

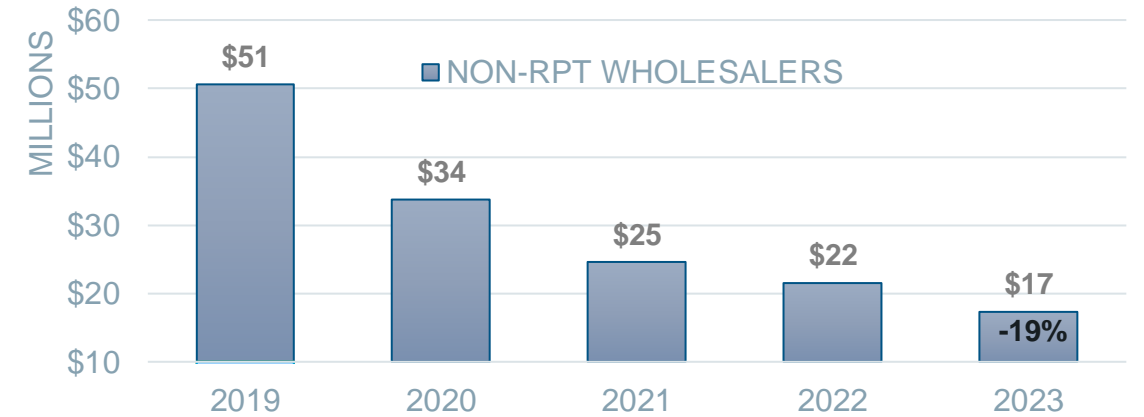
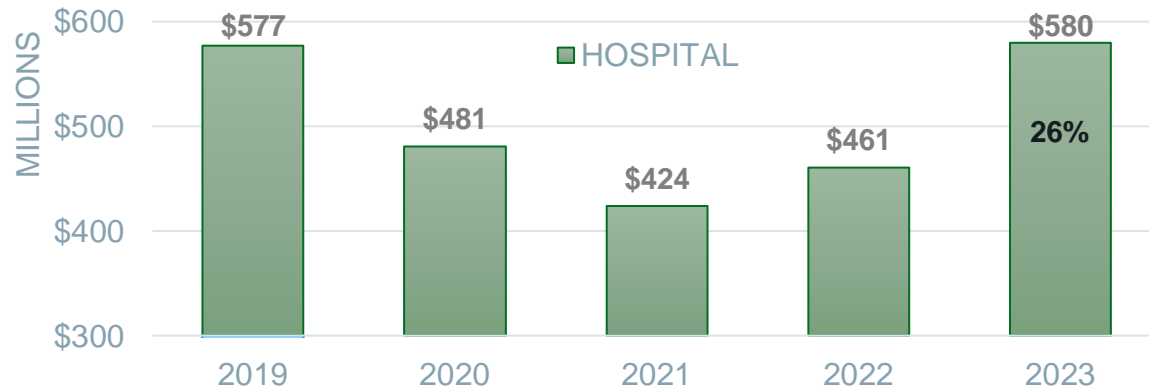
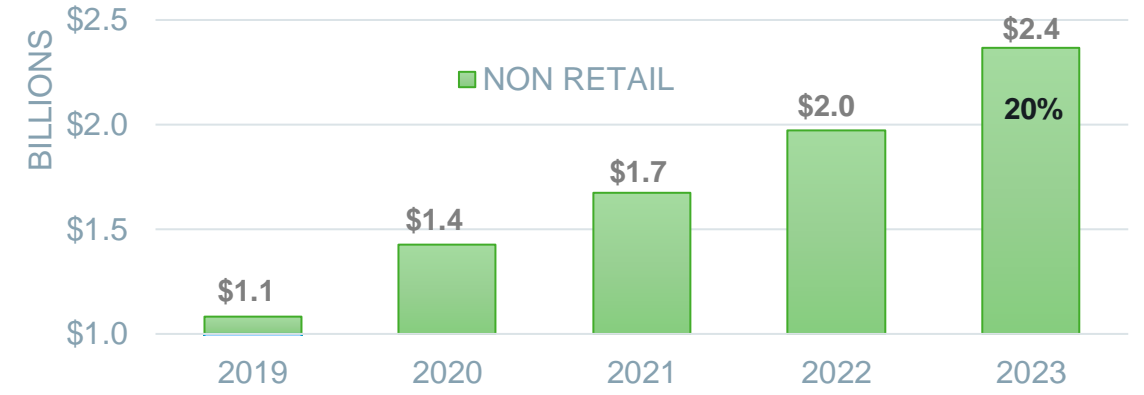
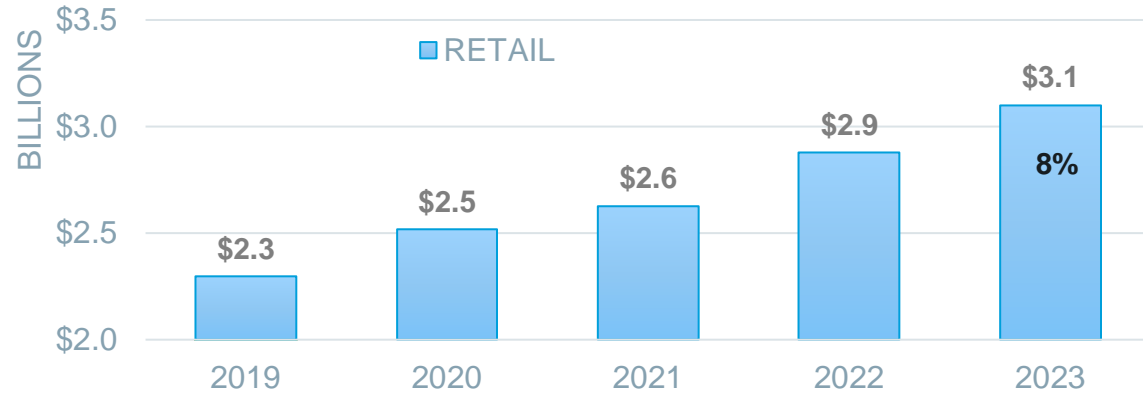


USA
2023 Channel Market Share (\$)



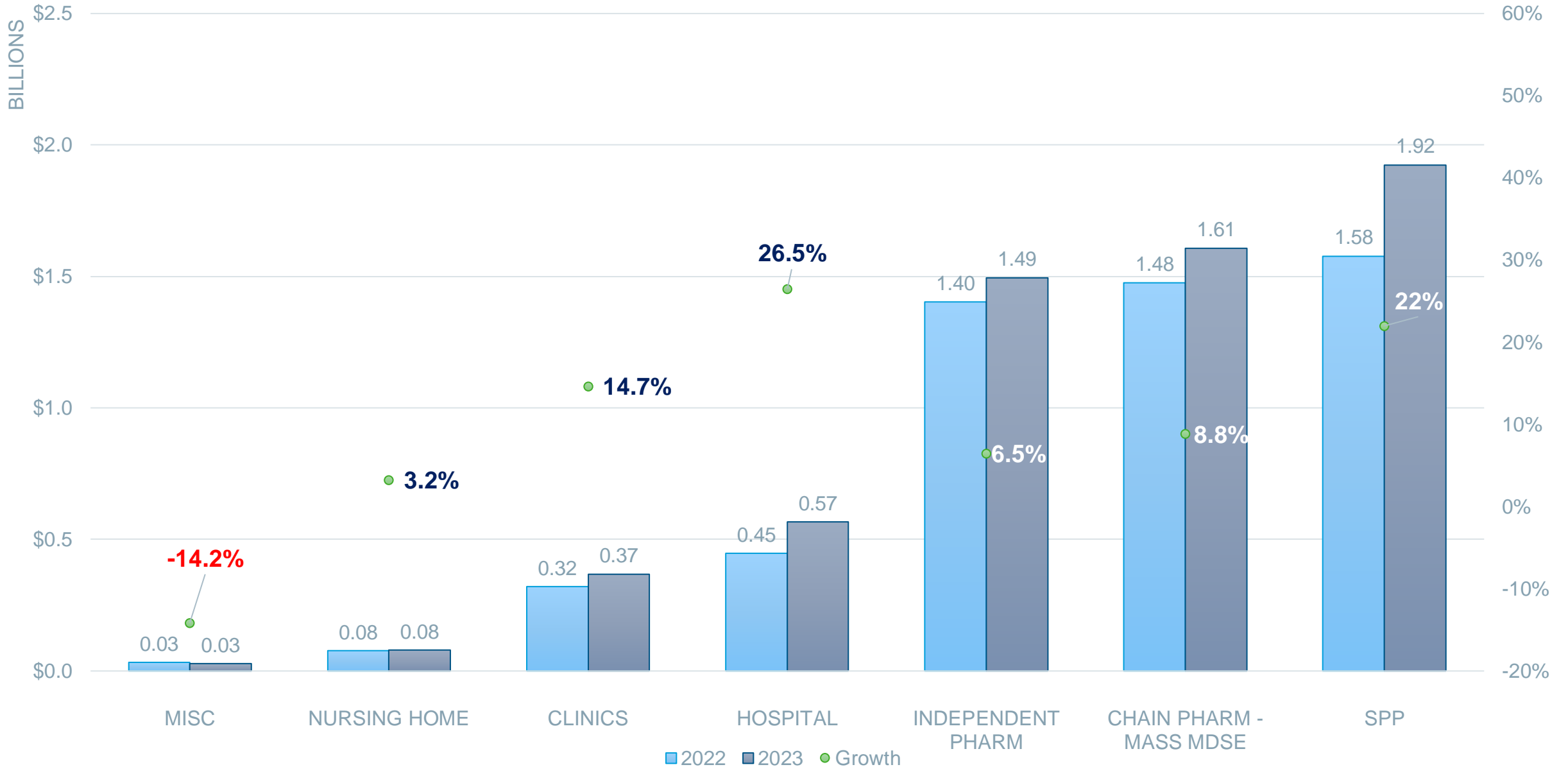
■ Mail ■ Non-Retail ■ Retail

Total Puerto Rico Market Sales & Growth by Channel



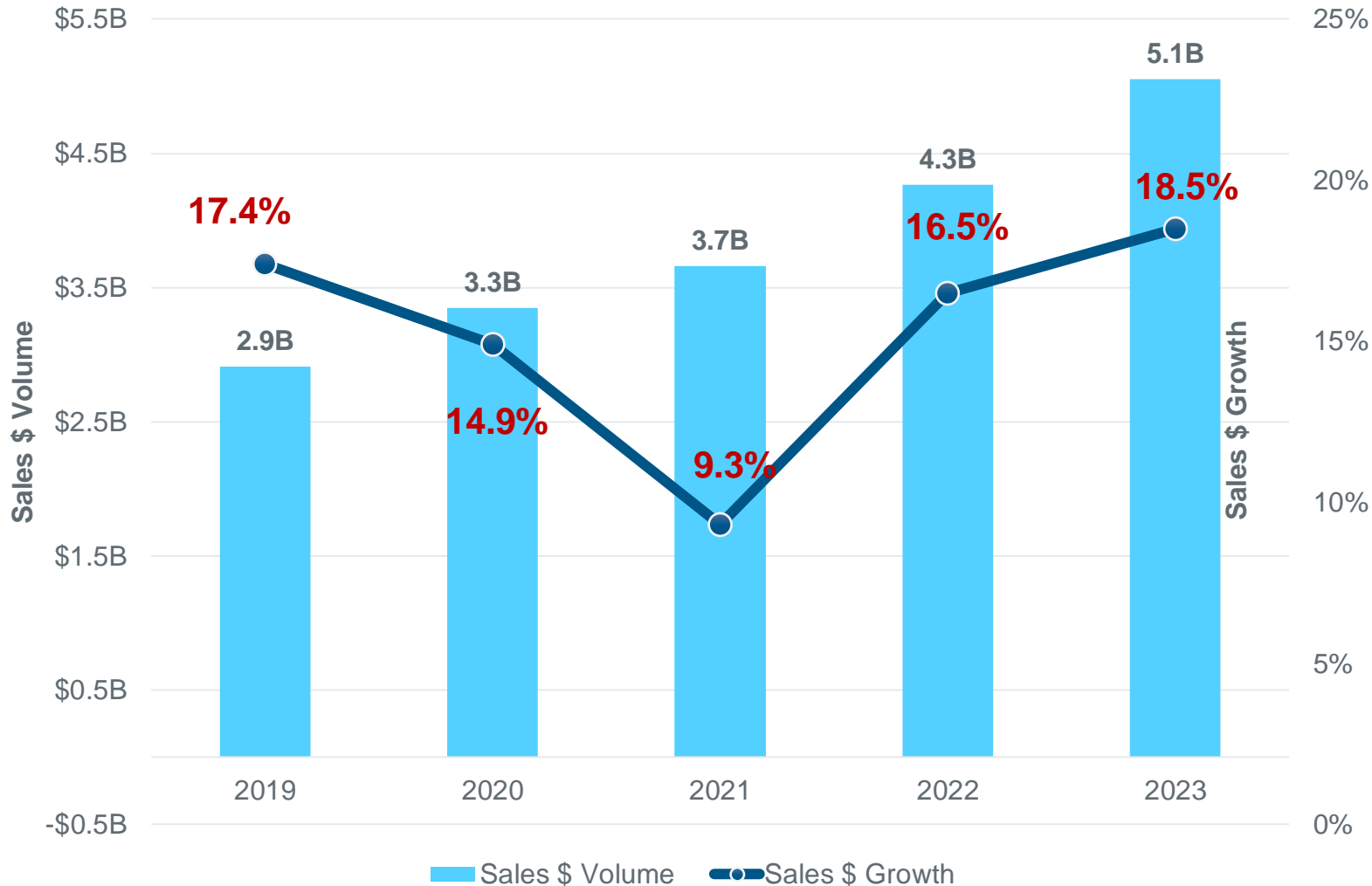
Calendar Year	RETAIL	NON RETAIL	HOSPITAL	NON-RPT WHOLESALERS
	Sales Growth	Sales Growth	Sales Growth	Sales Growth
2023	7.7%	20.0%	25.9%	-19.4%
2022	9.6%	17.9%	8.7%	-12.3%
2021	4.3%	17.5%	-11.9%	-27.1%
2020	9.6%	31.5%	-16.7%	-33.2%
2019	8.1%	16.2%	30.6%	2.0%

Class of Trade Sales & Growth



Brands v. Generics

Total Puerto Rico Branded Market Sales and Growth

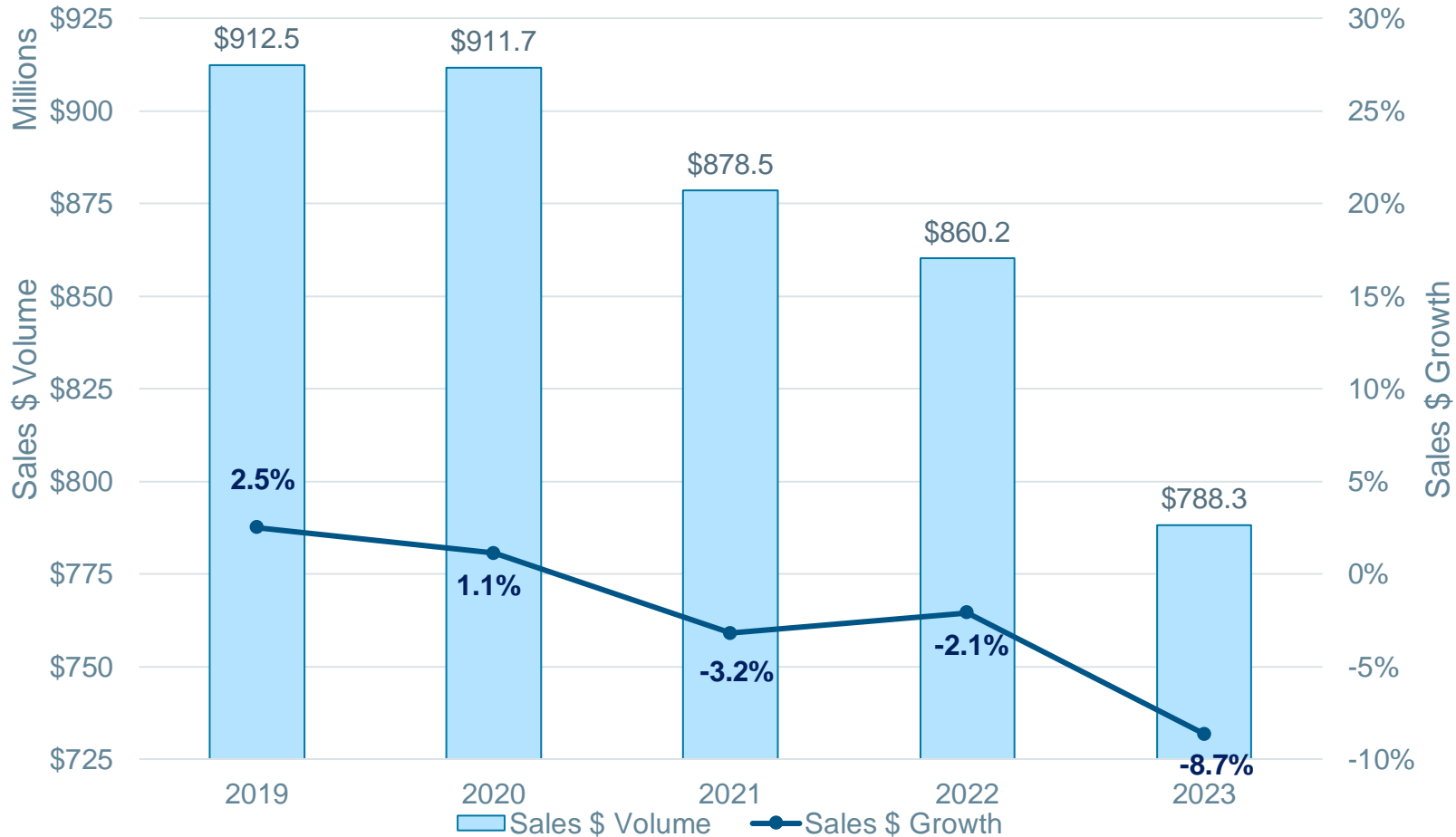


- **Brands market share: 83%**
- **Total brand growth: +18.5%**
- **Average growth of top 20 branded products: +18%**
- **Growth Leaders:**
 - *Humira* → \$333M / +16%
 - *Eliquis* → \$126M / +21%
 - *Farxiga* → \$124M / +92%
 - *Keytruda* → \$113M / 26%

Total Puerto Rico Generic Market Sales and Growth



Demand up + Sales down = price contraction



- **Generics \$: -8.4%**
- **Generic TRx's: +1.4%.**
- ☐ **60% of top 10 MNFs declined**
- ☐ **55% of top 20 products declined**
- ☐ **Wide therapy area distribution**



Top Corps & Products

*Total Market & Retail Market
2023 Gross Sales*

Puerto Rico Top 20 Corporations – Gross Sales



2023 Rank	2022 Rank	Change in Rank	US Rank	Corporation	MAT 2023	Growth
1	1	↔	1	ABBVIE	\$702 M	17%
2	2	↔	4	LILLY	\$448 M	14%
3	5	↑	13	BOEHRINGER INGELHEIM	\$402 M	31%
4	3	↓	3	JOHNSON & JOHNSON	\$386 M	15%
5	4	↓	7	MERCK	\$332 M	6%
6	7	↑	5	BRISTOL-MYERS SQUIBB	\$318 M	18%
7	8	↑	6	AMGEN	\$294 M	21%
8	6	↓	8	SANOFI	\$288 M	1%
9	11	↑	10	ASTRAZENECA	\$275M	41%
10	9	↓	11	PFIZER	\$259 M	20%
11	10	↓	9	HOFFMANN-LA ROCHE	\$233 M	11%
12	12	↔	12	GILEAD	\$224 M	32%
13	15	↑	19	VIIV	\$178 M	38%
14	13	↓	14	GSK	\$172 M	27%
15	14	↓	15	NOVARTIS	\$154 M	16%
16	16	↔	17	TEVA	\$96 M	-7%
17	20	↑	2	NOVO NORDISK	\$78 M	67%
18	18	↔	24	BIOGEN IDEC	\$59 M	0.4%
19	17	↓	21	VIATRIS	\$58 M	-16%
20	19	↓	29	SANDOZ	\$56 M	-4%

Top 20: 83% of market (\$5B)

70% (14) grew double digits

Top growth %:

- *Novo - Diabetes*
- *AZ – Diabetes*
- *ViiV – HIV*
- *Gilead - HIV*
- *Boehringer – Diabetes*

Declines:

- *Viatis - Generics*
- *Teva – Generics*
- *Sandoz – Generics*

Top 20 Products Sales and Growth 2023 – TOTAL MARKET



Top 20: 33% of Total Market

Product	Therapy Area	Corporation	\$ Sales	% Growth
HUMIRA	AUTOIMMUNE	ABBVIE	\$333,446,132	16%
LANTUS	DIABETES	SANOFI	\$143,758,418	-10%
ELIQUIS	ANTICOAGULANTS	BRISTOL-MYERS SQUIBB	\$126,191,852	21%
FARXIGA	DIABETES	ASTRAZENECA	\$123,707,655	92%
KEYTRUDA	ONCOLOGY	MERCK	\$112,967,512	26%
ENBREL	AUTOIMMUNE	AMGEN	\$112,337,475	14%
JARDIANCE	DIABETES	BOEHRINGER INGELHEIM	\$110,195,589	50%
STELARA	AUTOIMMUNE	JOHNSON & JOHNSON	\$101,170,505	27%
SYNTHROID	THYROID	ABBVIE	\$99,509,540	6%
HUMALOG	DIABETES	LILLY	\$80,917,745	-6%
BIKTARVY	HIV	GILEAD	\$79,453,303	35%
TRULICITY	DIABETES	LILLY	\$75,991,242	36%
XARELTO	ANTICOAGULANTS	JOHNSON & JOHNSON	\$73,881,925	11%
ORENCIA	AUTOIMMUNE	BRISTOL-MYERS SQUIBB	\$70,193,482	9%
TALTZ	AUTOIMMUNE	LILLY	\$66,469,635	29%
DOVATO	HIV	VIIV	\$65,126,708	54%
IBRANCE	ONCOLOGY	PFIZER	\$64,728,706	6%
JANUVIA	DIABETES	MERCK	\$59,621,085	-11%
JANUMET	DIABETES	MERCK	\$59,277,318	-11%
SYM TUZA	HIV	JOHNSON & JOHNSON	\$57,504,266	32%

Top 20 = \$2B

Avg. Growth: + 21%

60% (12) grew double digits

Therapeutic Distribution:

- Diabetes: 35%
- Autoimmune: 25%
- HIV: 15%
- Anticoagulants: 10%
- Oncology: 10%
- Thyroid: 5%

Humira – Biosimilars

- Amjevita: \$4M / 1% share (vs. Humira molecule-level)

Top 20 **Retail** Products Sales and Growth 2023



Top 20: 42% of Total Market

Product	Therapy Area	Corporation	\$ Sales	% Growth
LANTUS	DIABETES	SANOFI	\$124,313,267	-11%
FARXIGA	DIABETES	ASTRAZENECA	\$118,782,812	91%
ELIQUIS	ANTICOAGULANTS	BRISTOL-MYERS SQUIBB	\$114,648,441	21%
JARDIANCE	DIABETES	BOEHRINGER INGELHEIM	\$99,431,147	46%
HUMIRA	AUTOIMMUNE	ABBVIE	\$90,090,914	8%
SYNTHROID	THYROID	ABBVIE	\$89,370,937	4%
TRULICITY	DIABETES	LILLY	\$72,709,867	34%
HUMALOG	DIABETES	LILLY	\$69,411,274	-6%
XARELTO	ANTICOAGULANTS	JOHNSON & JOHNSON	\$69,387,308	11%
JANUVIA	DIABETES	MERCK	\$56,229,311	-11%
JANUMET	DIABETES	MERCK	\$55,834,238	-12%
OZEMPIC	DIABETES	NOVO NORDISK	\$50,587,968	139%
TRADJENTA	DIABETES	BOEHRINGER INGELHEIM	\$46,394,296	7%
HUMULIN 70/30	DIABETES	LILLY	\$38,050,048	-12%
TRIJARDY	DIABETES	BOEHRINGER INGELHEIM	\$37,228,388	140%
JENTADUETO	DIABETES	BOEHRINGER INGELHEIM	\$36,482,887	13%
MOUNJARO	DIABETES	LILLY	\$35,069,404	233%
ENBREL	AUTOIMMUNE	AMGEN	\$33,409,060	6%
JANUMET XR	DIABETES	MERCK	\$32,059,178	-8%
FLOVENT HFA	RESPIRATORY	GSK	\$29,867,820	5%

Top 20 = \$1.3B

Avg. Growth: + 60%

45% (9) grew double digits

Therapeutic Distribution:

- Diabetes: 70%
- Anticoagulants: 10%
- Autoimmune: 10%
- Respiratory: 5%
- Thyroid: 5%

Obesity (off-label) treatment driving growth:

- Ozempic +139%
- Trijardy +140%
- Mounjaro +233%

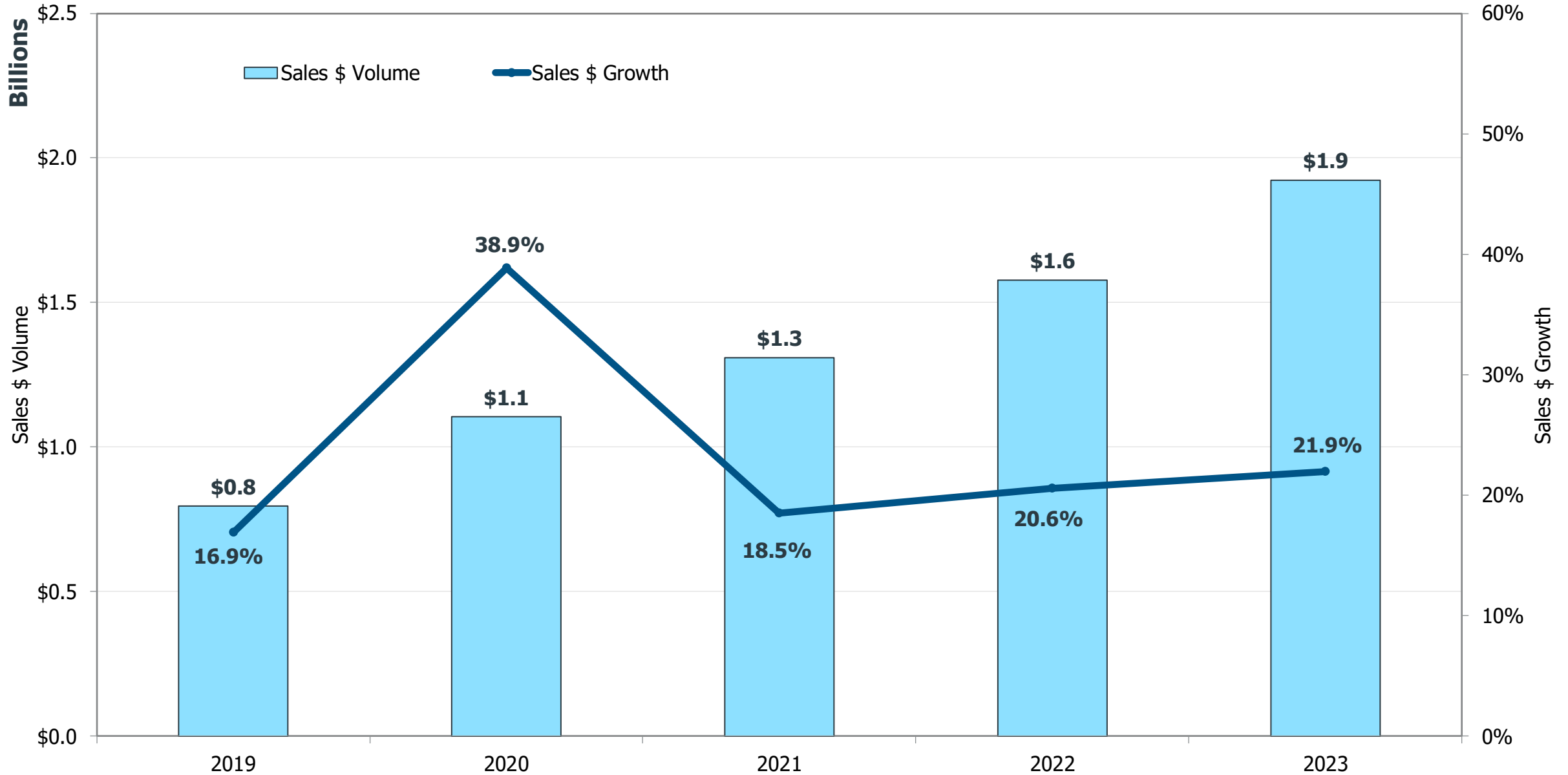
Anti-Obesity sales +200%

- Wegovy: +993%

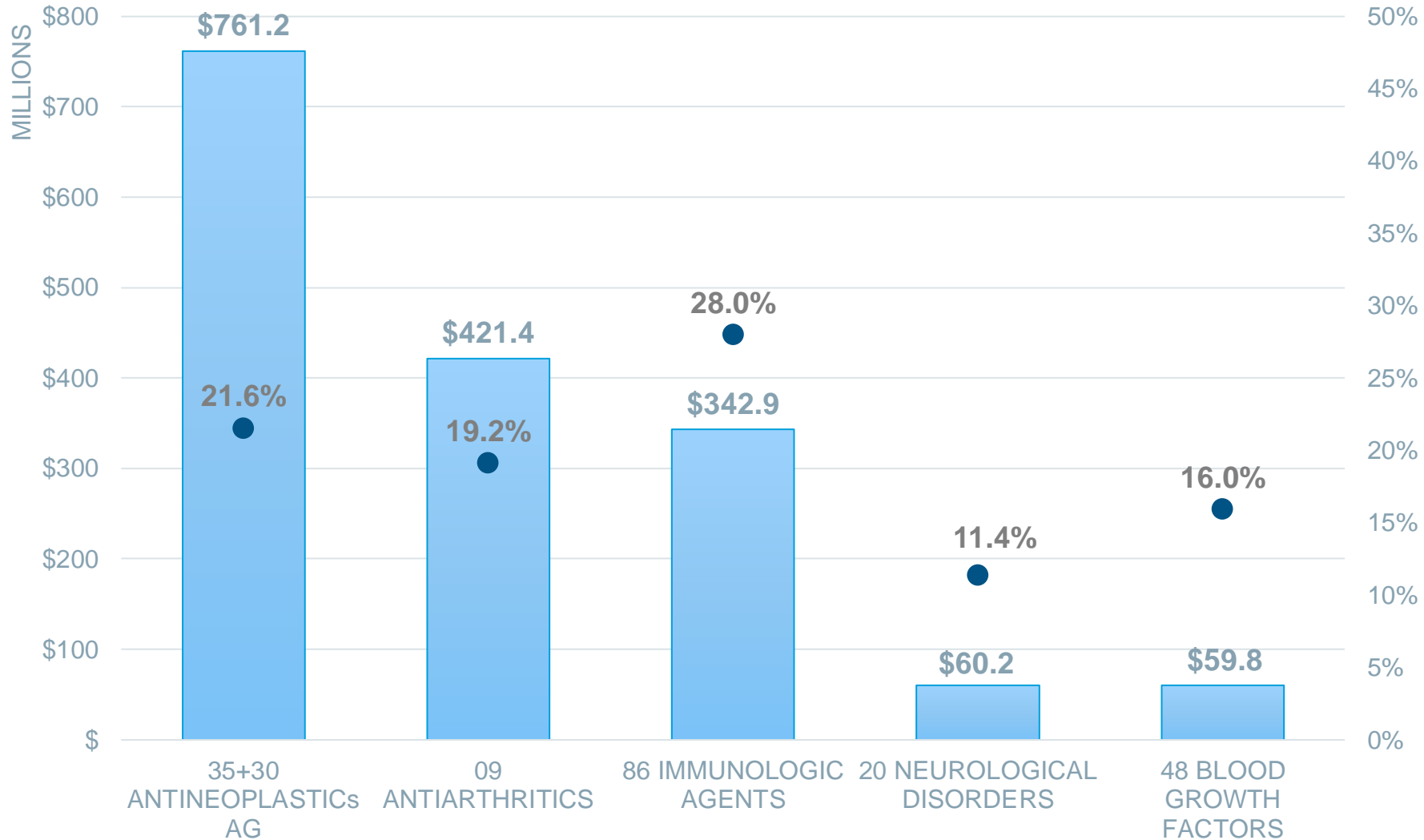
Specialty Pharmacy Sales

(Non-Retail)

Total Puerto Rico Specialty Pharmacy Sales



Top 5 SPP Therapeutic Areas - 2023 Sales and Growth



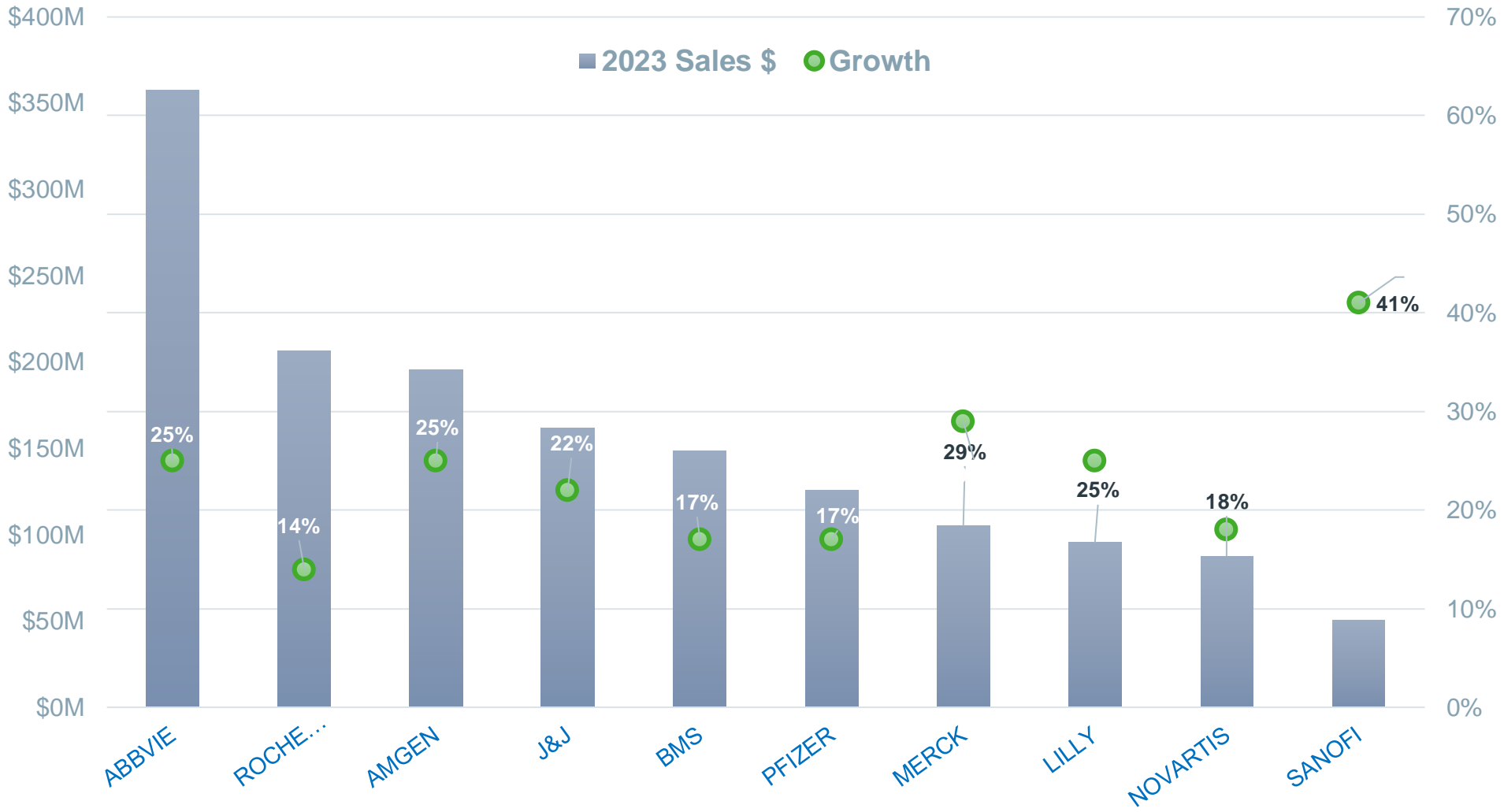
Top 5 SPP USC's:

- \$1.7B of \$1.9B
- 86% of market

Onco + Autoimmune

- 80% of SPP market split evenly
- Autoimmune +23%
- Onco: +22%

Top 10 Corporations Driving SPP Sales & Growth



All top 10 have:

- Double-digit growth in 2023
- Product in top 5 TA's
- Product in AutoImmune

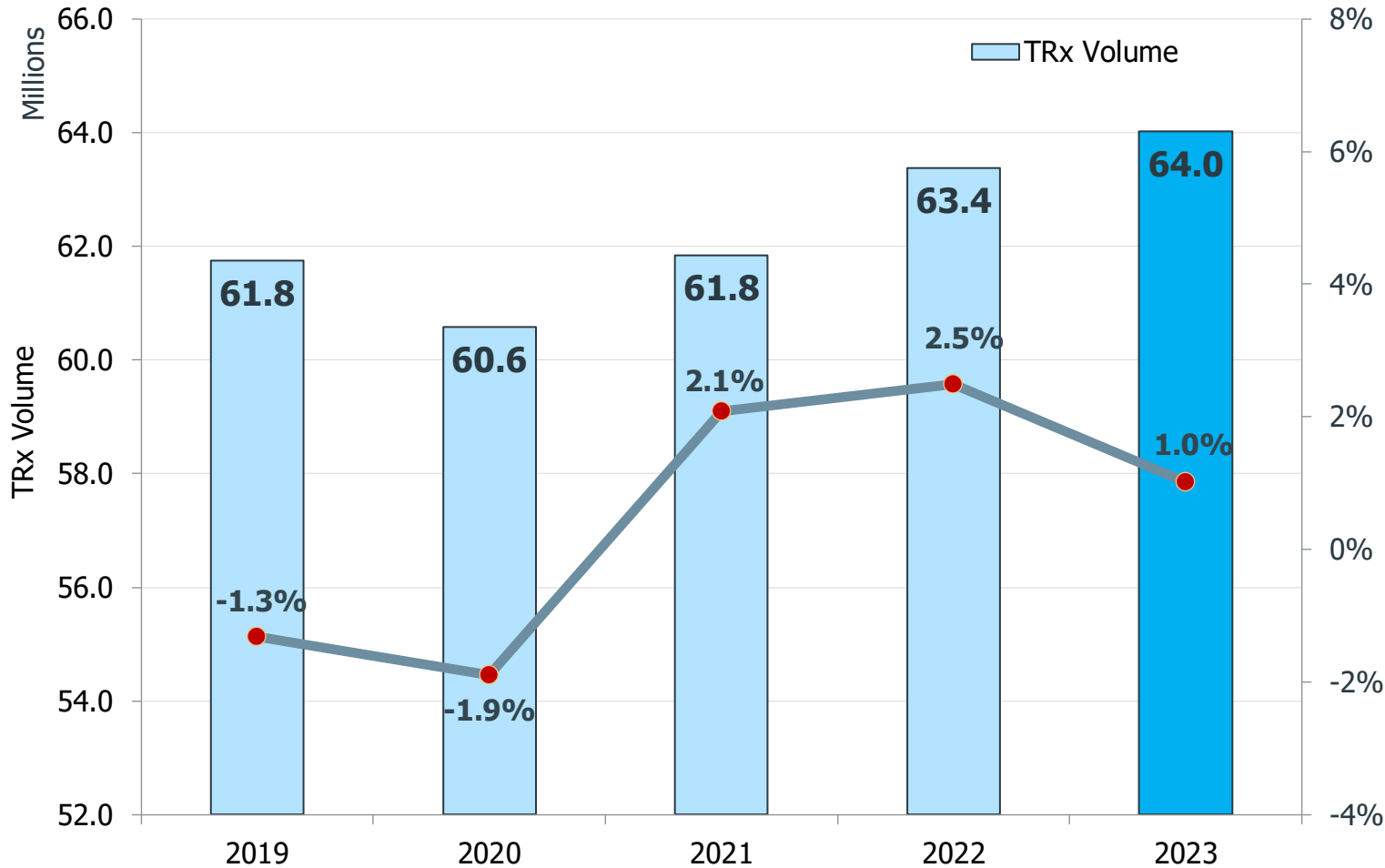
Top 20 SPP Products Sales and Growth 2023



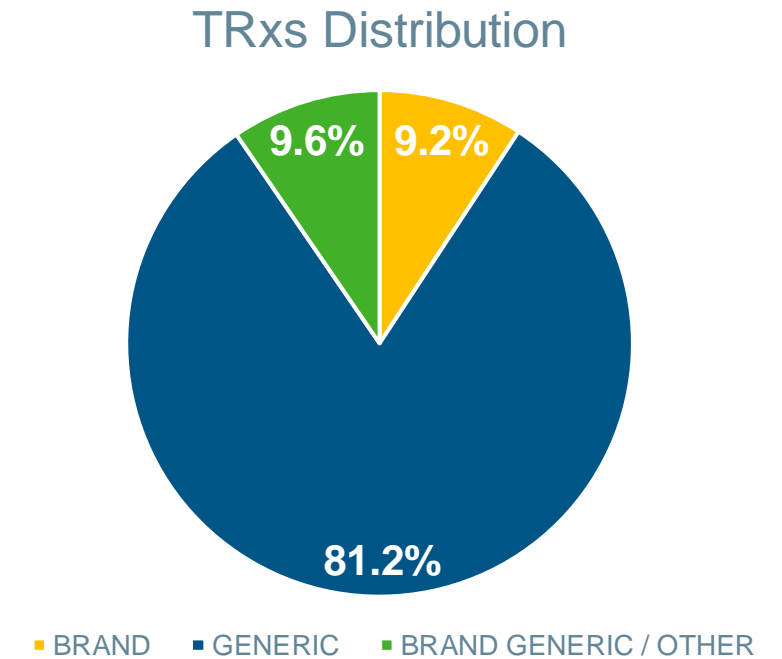
Product	Therapy Area	Corporation	SPP Product Sales	SPP Product Growth	Retail Product Sales	Retail Product Growth
HUMIRA	AUTOIMMUNE	ABBVIE	\$220,794,418	20%	\$89,938,617	8%
KEYTRUDA	ONCOLOGY	MERCK	\$102,489,024	29%	\$1,572,144	-42%
ENBREL	AUTOIMMUNE	AMGEN	\$74,885,606	19%	\$33,218,728	6%
STELARA	AUTOIMMUNE	JOHNSON & JOHNSON	\$71,363,655	32%	\$23,027,934	12%
ORENCIA	AUTOIMMUNE	BRISTOL-MYERS SQUIBB	\$52,938,742	10%	\$13,411,939	2%
OCREVUS	AUTOIMMUNE	ROCHE	\$47,690,024	31%	\$2,384,501	22%
IBRANCE	ONCOLOGY	PFIZER	\$47,600,402	16%	\$17,128,304	-16%
TALTZ	AUTOIMMUNE	LILLY	\$45,386,569	24%	\$18,435,334	35%
DUPIXENT	AUTOIMMUNE	SANOFI CORP	\$35,810,070	63%	\$16,457,782	41%
XTANDI	ONCOLOGY	ASTELLAS	\$33,911,717	35%		
OPDIVO	ONCOLOGY	BRISTOL-MYERS SQUIBB	\$33,250,585	22%	\$400,675	-66%
ERLEADA	ONCOLOGY	JOHNSON & JOHNSON	\$29,834,189	10%	\$3,812,376	18%
VERZENIO	ONCOLOGY	LILLY	\$28,598,651	69%	\$6,452,958	49%
TYSABRI	AUTOIMMUNE	BIOGEN IDEC	\$27,813,280	-6%	\$7,716,789	50%
SPRYCEL	ONCOLOGY	BRISTOL-MYERS SQUIBB	\$26,248,356	17%	\$13,943,880	12%
AVASTIN	ONCOLOGY	ROCHE	\$25,339,567	-14%	\$537,936	27%
SKYRIZI	AUTOIMMUNE	ABBVIE	\$24,576,167	80%	\$16,901,597	61%
IMBRUVICA	ONCOLOGY	ABBVIE	\$22,511,957	-0.3%		
PROLIA	Osteoporosis (Bone Density)	AMGEN	\$21,483,392	23%	\$1,426,493	12%
RINVOQ	AUTOIMMUNE	ABBVIE	\$20,390,347	65%	\$11,150,292	61%

Retail Prescriptions

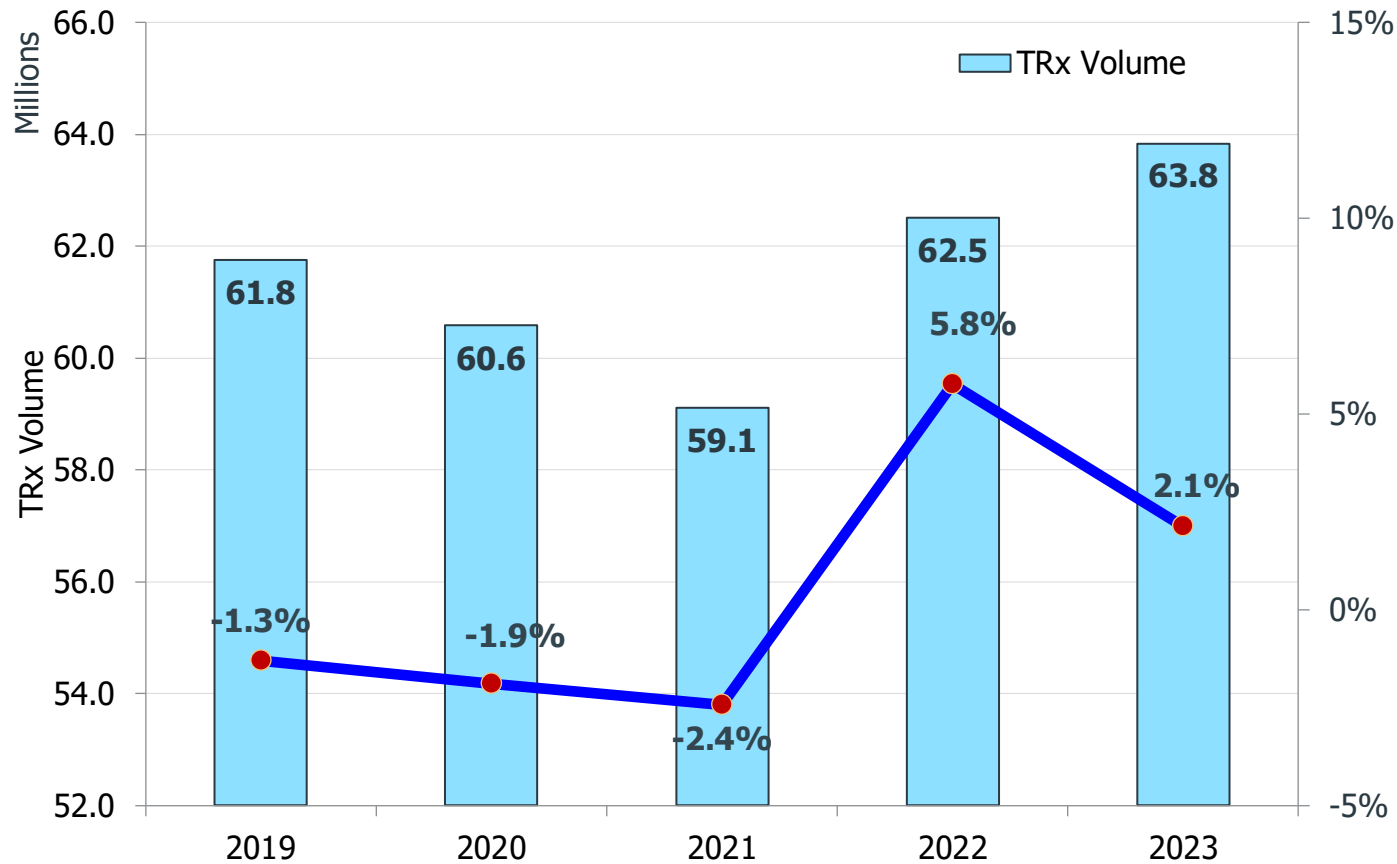
Puerto Rico Total Market Rxs & Growth



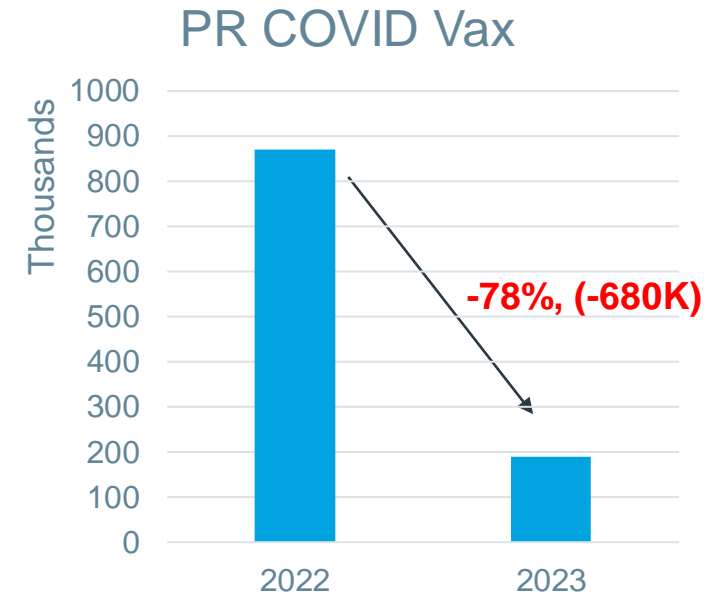
➤ Total prescriptions grew 1%



PR Total Rxs & Growth without COVID-19 Vaccines

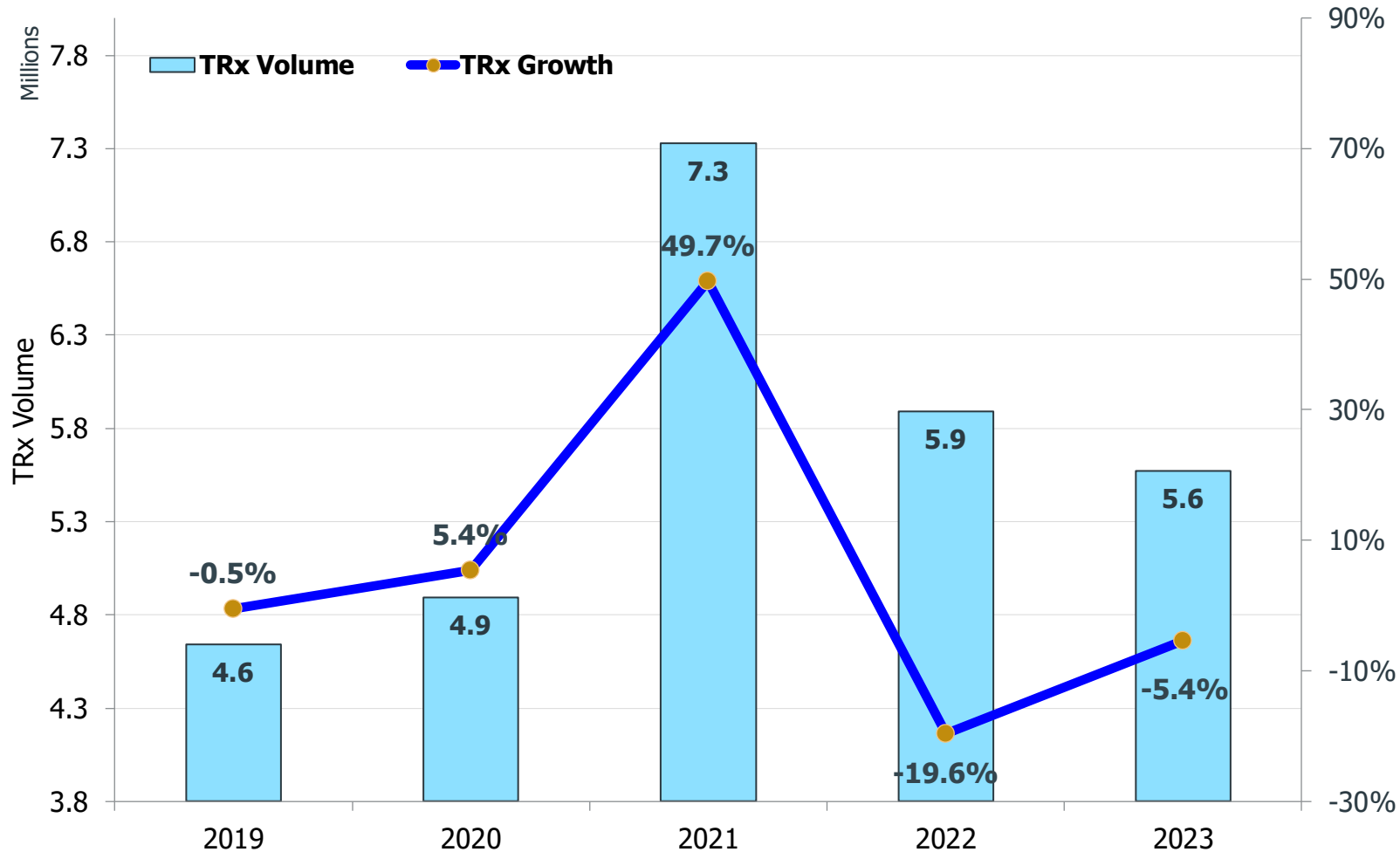


➤ Retail Rx volumes *grew 2.1%* when removing COVID vaccines



Covid Antivirals: New in 2022 (Paxlovid, Lagevrio, others), has ~100K Rxs as of Dec 2023 (-17%)

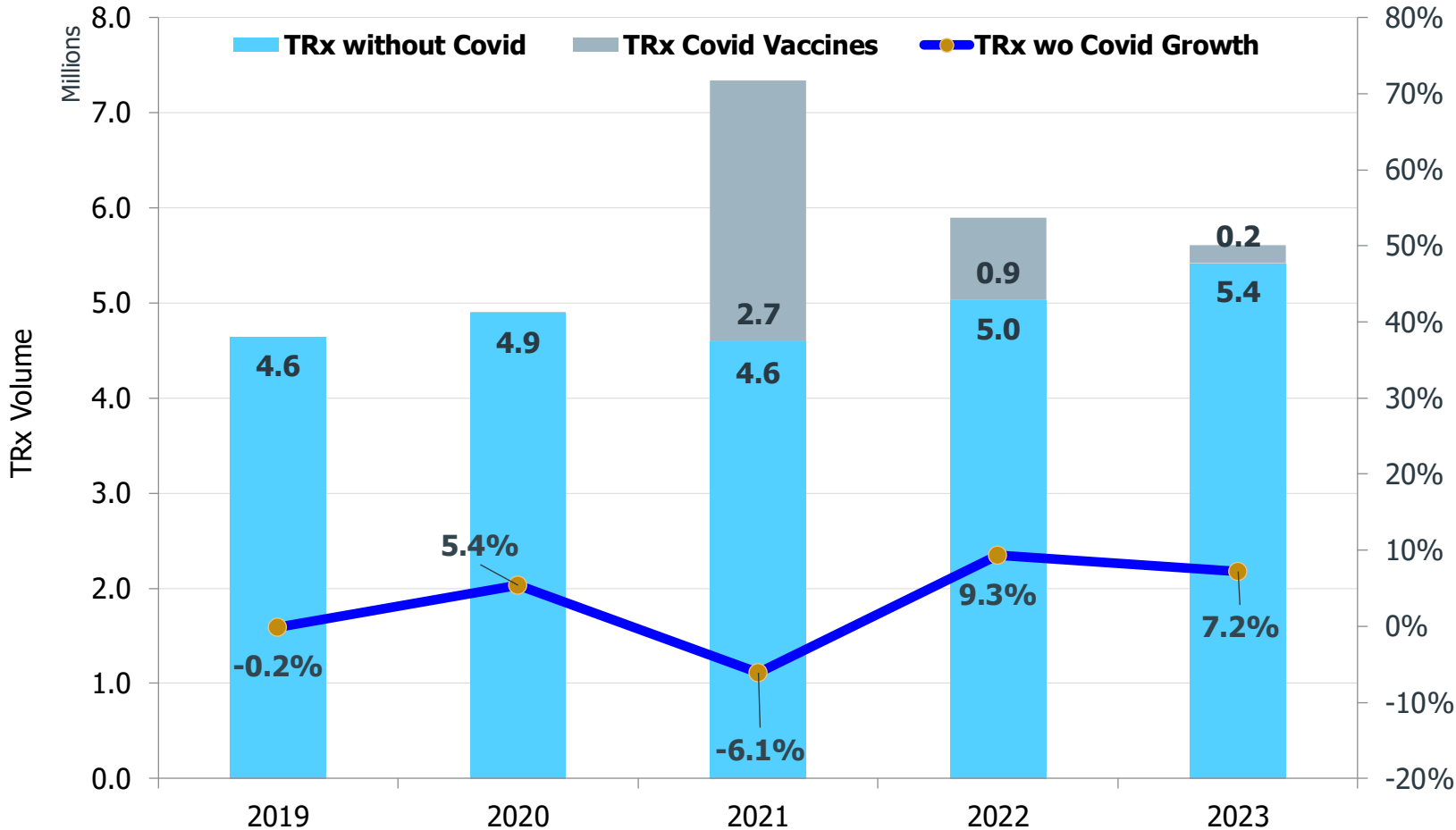
Puerto Rico Pharmaceutical **Branded** Retail Total Rxs and Growth



-5.4% Branded TRx decline with continued impact of COVID vax.

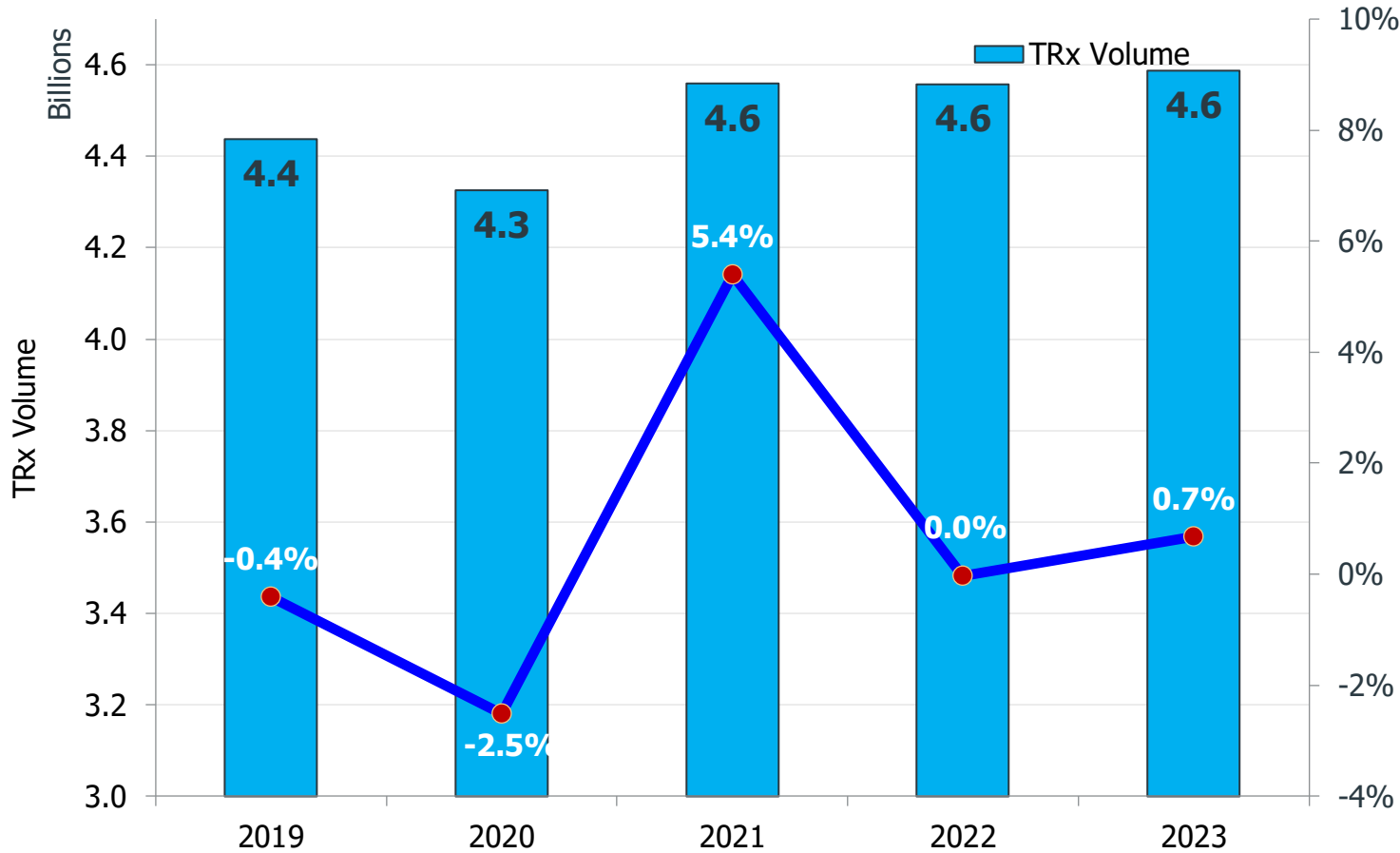
- Spikevax: -258k
- Comirnaty: -420k

PR Pharmaceutical Branded Retail Total Rxs and Growth without Covid



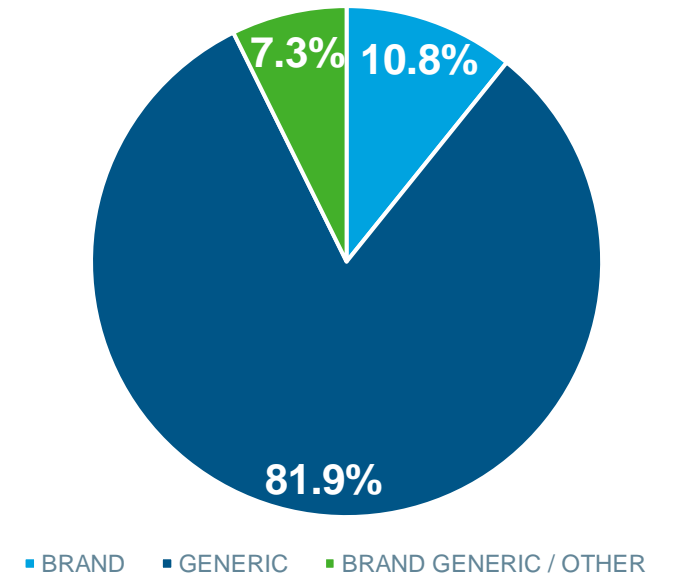
**Removing COVID-19 vaccines,
Branded TRx's grew 7.2%**

USA Pharmaceutical Total Rxs and Growth

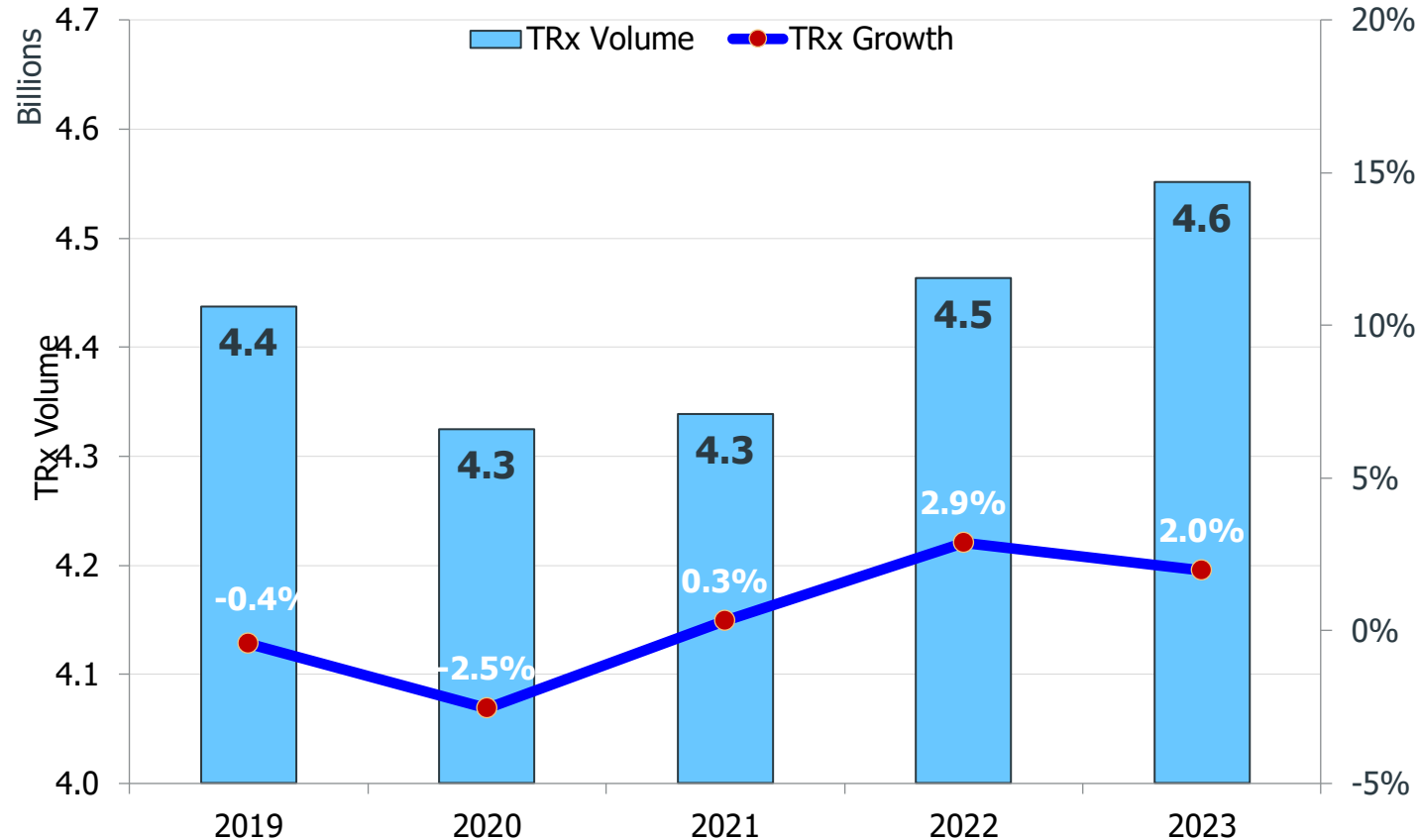


➤ USA TRx's grew 0.7%

TRxs Distribution

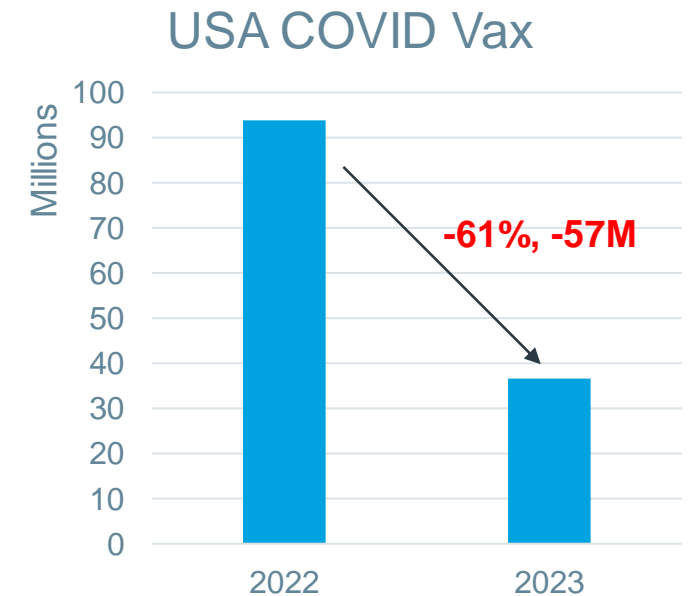


USA TRx's and Growth without Covid-19 Vaccine



➤ Without COVID-19 vaccines, USA TRx's grew 2%

➤ COVID vax usage declined 61% in US



Source: IQVIA SMART US Regional Edition– December 2023 Data Month

Top 20 Branded Retail Products TRxs and Growth 2023

(based on Top 20 sales \$)



Product	Therapy Area	Corporation	Retail Product TRxs	Retail TRx Growth
SYNTHROID	THYROID	ABBVIE	1,486,614	2%
LANTUS	DIABETES	SANOFI	304,316	-8%
ELIQUIS	ANTICOAGULANTS	BRISTOL-MYERS SQUIBB	182,524	16%
FARXIGA	DIABETES	ASTRAZENECA	162,792	82%
HUMALOG	DIABETES	LILLY	140,670	-2%
JARDIANCE	DIABETES	BOEHRINGER INGELHEIM	130,542	43%
HUMULIN 70/30	DIABETES	LILLY	126,536	-9%
FLOVENT HFA	RESPIRATORY	GSK	121,930	131%
XARELTO	ANTICOAGULANTS	JOHNSON & JOHNSON	95,989	10%
TRULICITY	DIABETES	LILLY	72,621	34%
JANUMET	DIABETES	MERCK	71,240	-21%
TRADJENTA	DIABETES	BOEHRINGER INGELHEIM	67,014	-3%
JANUVIA	DIABETES	MERCK	65,552	-19%
JENTADUETO	DIABETES	BOEHRINGER INGELHEIM	62,685	7%
OZEMPIC	DIABETES	NOVO NORDISK	53,575	145%
TRIJARDY	DIABETES	BOEHRINGER INGELHEIM	48,281	129%
JANUMET XR	DIABETES	MERCK	42,080	-15%
MOUNJARO	DIABETES	LILLY	34,238	261%
HUMIRA	AUTOIMMUNE	ABBVIE	11,673	3%
ENBREL	AUTOIMMUNE	AMGEN	4,797	1%

Diabetes: 70% of Top 20

Diabetes TRx's high growth bolstered by off-label prescribing for Obesity

Farxiga Ozempic, Trijardy, Mounjaro,

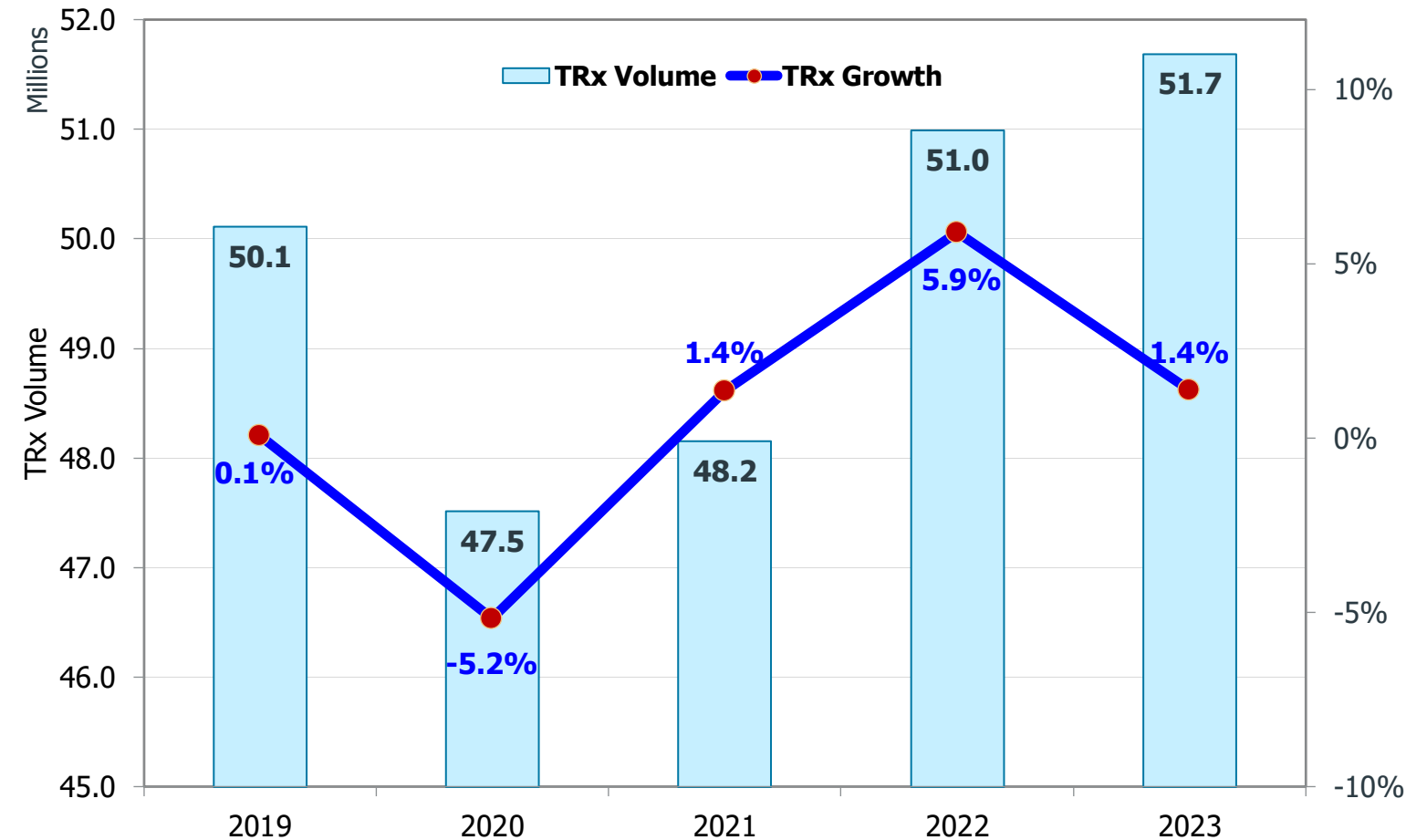
- 2021: 56k
- 2022: 142k
- 2023: 299k

Anti-Obesity indication TRx: +23%

- *Wegovy +1,700%*

Flovent HFA: Pediatrics

Puerto Rico Retail Generic Retail TRx's & Growth



Generic TRx Highlights:

- *Famotidine (Pepcid): +11% / +142k*
- *Augmentin generic: +33% / +78k*
- *Rosuvastatin: (Crestor) +11% / +76k*
- *Amoxicillin: +18% / +59k*
- ***Azithromycin just 6% in 2023 versus 78% in 2022***

Top 20 Retail Specialties – TRx’s, Growth & Market Share



Physician Specialty	MAT 2023 TRx	2023 TRx Growth	2022 TRx Growth	2023 Share
GENERAL PRACTICE	23,281,477	3%	11%	37%
INTERNAL MEDICINE	8,589,445	-3%	3%	14%
FAMILY MEDICINE	5,063,544	-0.6%	6%	8%
PSYCHIATRY	3,645,233	-1%	-1%	6%
UNSPECIFIED	3,616,197	7%	-4%	6%
CARDIOVASCULAR DISEASES	3,221,162	-3%	-1%	5%
ENDOCRINOLOGY & METABOLICS	1,823,901	4%	3%	3%
PHARMACIST	1,736,777	-16%	-39%	3%
PEDIATRICS	1,590,084	7%	29%	3%
OPHTHALMOLOGY	1,012,014	9%	-1%	2%
GASTROENTEROLOGY	894,630	-4%	5%	1%
RHEUMATOLOGY	813,577	-4%	1%	1%
NEUROLOGY	771,163	2%	4%	1%
PULMONARY DISEASES	743,600	5%	6%	1%
OBSTETRICS/GYNECOLOGY	738,728	-11%	-2%	1%
DENTIST, GENERAL PRACTICE	475,902	-2%	-3%	0.8%
EMERGENCY MEDICINE	472,694	3%	16%	0.7%
UROLOGY	466,574	4%	4%	0.7%
NEPHROLOGY	450,634	8%	-45%	0.7%
DERMATOLOGY	436,035	0.1%	2%	0.7%

➤ Top 3 specialties = ~58% of market;

➤ **Family Med & Internal Med:**

- Metformin HCL (-12%)
- Simvastatin (-12%)
- Aspirin (-14%)
- Diclofenac SOD (-19%)

➤ **Pharmacists:**

- COVID vax (-600+ TRx)

➤ **OB/GYN:**

- Decline in PPD prescribing

2023 State Ranking – Retail Prescriptions



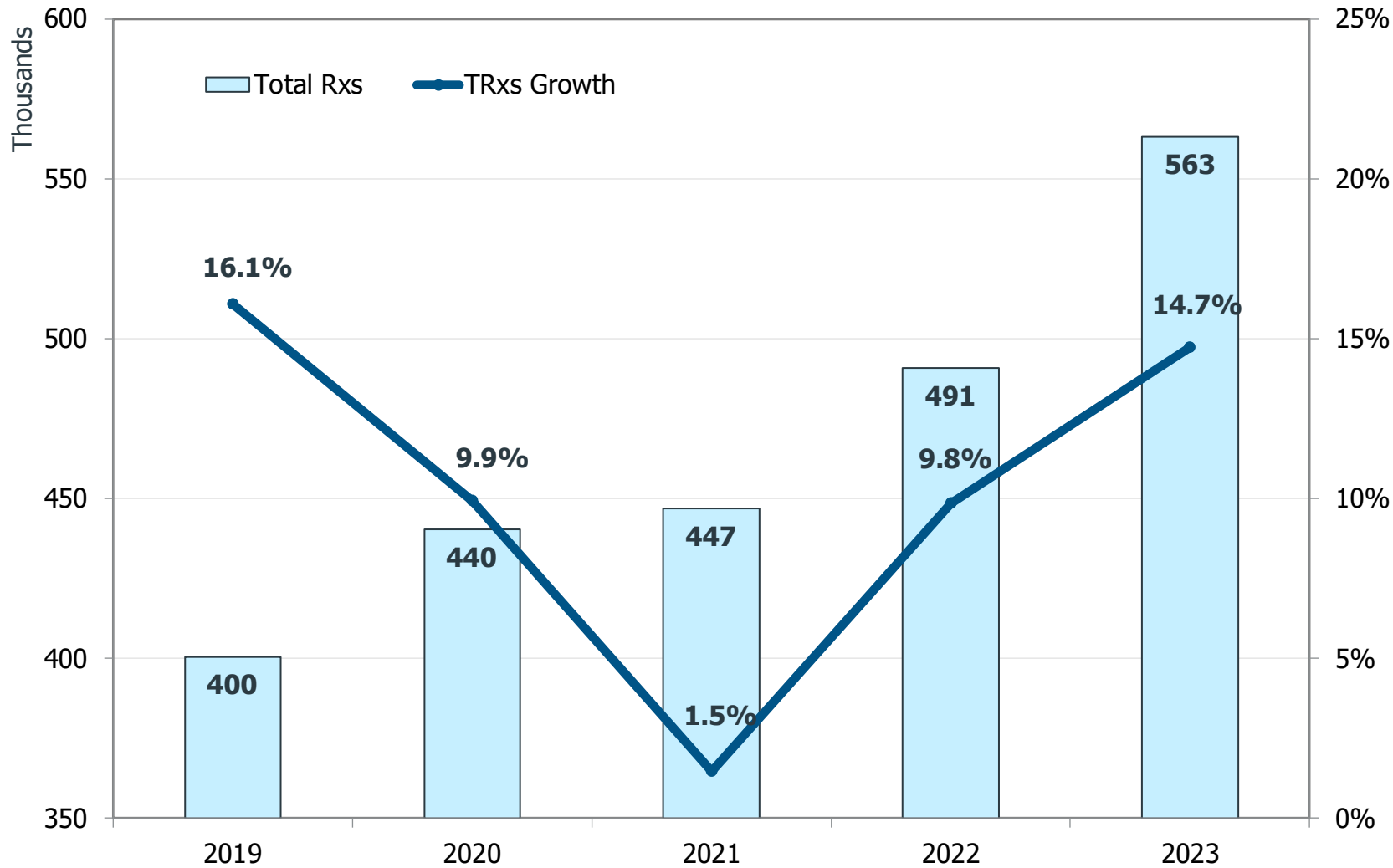
Measurement is for raw TRx volume only – no other filtering or factoring applied

Rank	State	2023 TRx	Growth
19	ALABAMA	76,203,025	1.7%
20	ARIZONA	70,961,308	-0.6%
21	WASHINGTON	70,334,468	-2.0%
22	SOUTH CAROLINA	69,240,152	1.3%
23	MARYLAND	65,657,130	-0.3%
	PUERTO RICO	63,465,642	0.9%
24	WISCONSIN	62,913,957	3.0%
25	MINNESOTA	55,263,270	-1.5%
26	ARKANSAS	50,577,618	2.0%
27	OKLAHOMA	47,164,061	1.9%
28	COLORADO	46,309,015	-1.2%

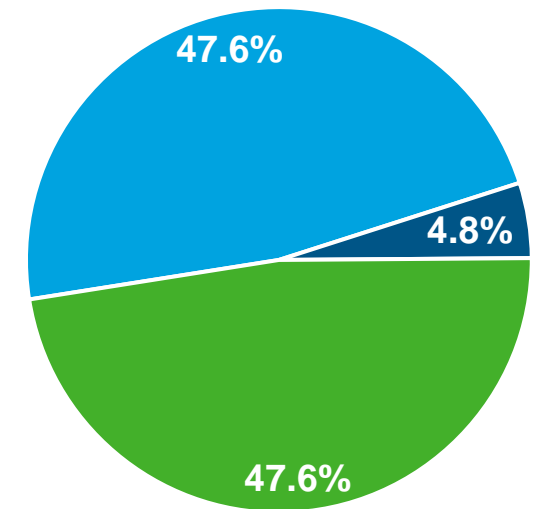
Specialty Pharmacy Prescriptions

(Non-Retail)

Total Puerto Rico Non-Retail Specialty Pharmacy Prescriptions



- **SPP TRx growth: +14.7%**
- **SPP unimpacted by COVID-19 vax**
- **SPP Branded Trx: +19%**



■ BRAND ■ BRANDED GENERIC/OTHER ■ GENERIC

Brand v. Generic Share of Top 10 SPP TRx Products

Product	Brand / Generic	2023 TRx	2023 TRx Growth
HUMIRA	BRAND	27,920	10%
DIPHENHYDRAMIN HCL (RX)	GENERIC	22,946	27%
ONDANSETRON HCL	GENERIC	21,274	16%
FAMOTIDINE	GENERIC	21,133	35%
PROLIA	BRAND	12,794	21%
ENBREL	BRAND	10,276	8%
ORENCIA	BRAND	10,162	7%
TACROLIMUS	GENERIC	9,544	22%
DEXAMETHASONE	GENERIC	9,288	-1%
KEYTRUDA	BRAND	8,858	30%

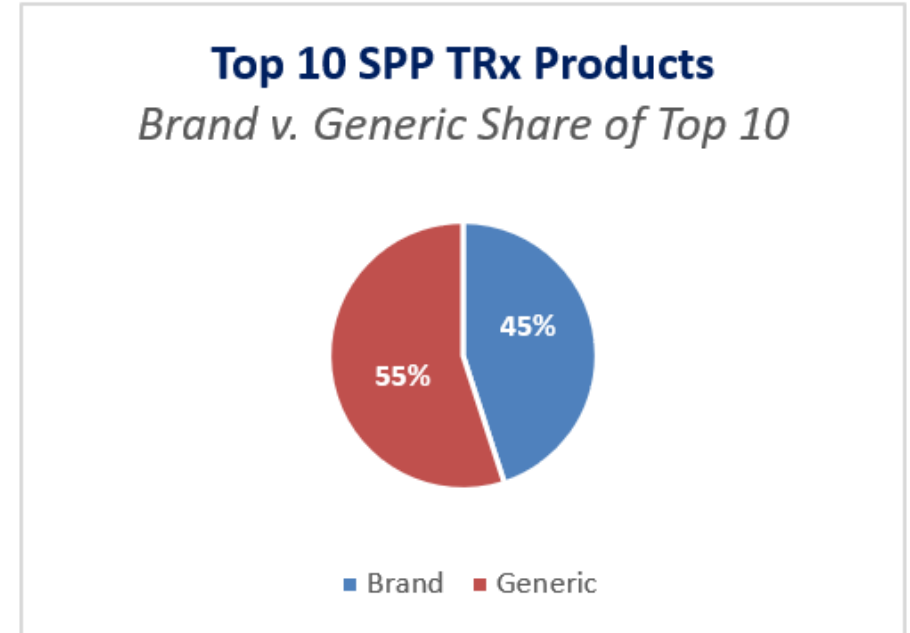
154,195

ONCOLOGY USAGE:

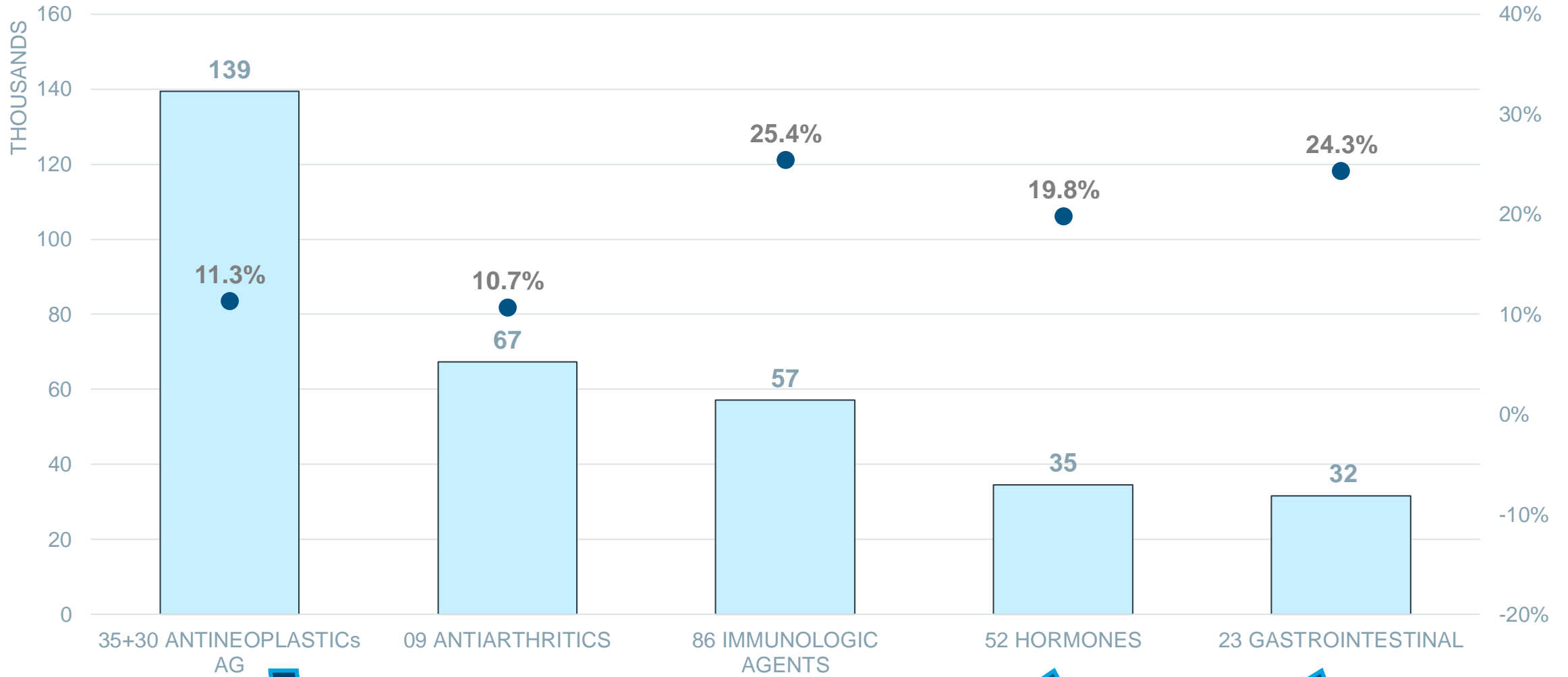
- Diphenhydramine Rx (30%)
- Ondansetron (31%)
- Famotidine (38%)
- Dexamethasone (13%)

AUTOIMMUNE USAGE:

Tacrolimus



Top 5 Non-Retail SPP USC2's Prescriptions and Growth – 2023

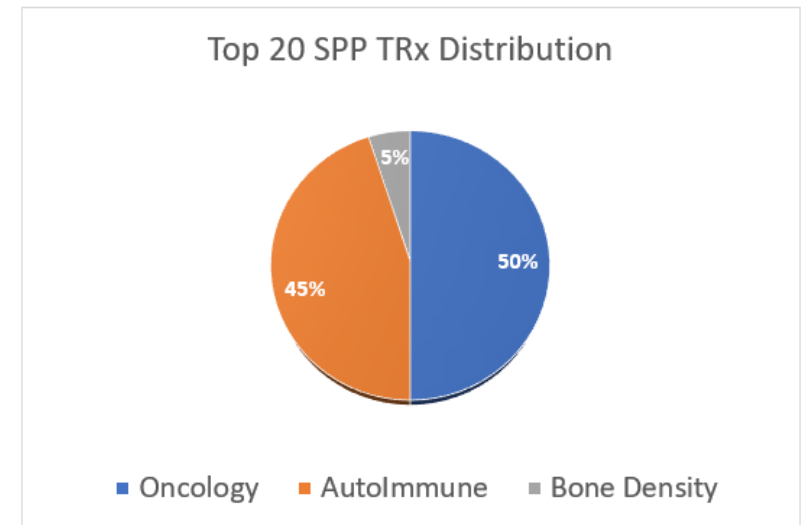


2023 Top 20 SPP Products - TRxs & Growth ranked by **SPP Total Sales**



Product	Corporation	SPP Product TRxs	SPP Product Growth	Retail Product TRxs	Retail Product Growth
HUMIRA	ABBVIE	27,926	10%	11,673	3%
PROLIA	AMGEN	12,794	21%	1,136	5%
ENBREL	AMGEN	10,276	8%	4,797	1%
ORENCIA	BRISTOL-MYERS SQUIBB	10,162	7%	2,557	-1%
KEYTRUDA	MERCK	8,858	30%	108	32%
DUPIXENT	SANOFI	8,856	48%	4,388	29%
TALTZ	LILLY	5,658	22%	2,343	24%
AVASTIN	HOFFMANN-LA ROCHE	5,448	-4%	64	-22%
TYSABRI	BIOGEN IDEC	3,249	-8%	652	-12%
OPDIVO	BRISTOL-MYERS SQUIBB	3,131	26%	25	-22%
RINVOQ	ABBVIE	3,051	42%	1,859	59%
IBRANCE	PFIZER	3,002	5%	693	-27%
STELARA	JOHNSON & JOHNSON	2,759	30%	996	3%
XTANDI	ASTELLAS	2,376	23%	626	-2%
ERLEADA	JOHNSON & JOHNSON	2,017	5%	297	26%
VERZENIO	LILLY	1,910	61%	412	51%
SPRYCEL	BRISTOL-MYERS SQUIBB	1,741	11%	961	-3%
OCREVUS	HOFFMANN-LA ROCHE	1,233	19%	58	-11%
SKYRIZI	ABBVIE	1,078	69%	846	51%
IMBRUVICA	ABBVIE	333	3350%	11	57%

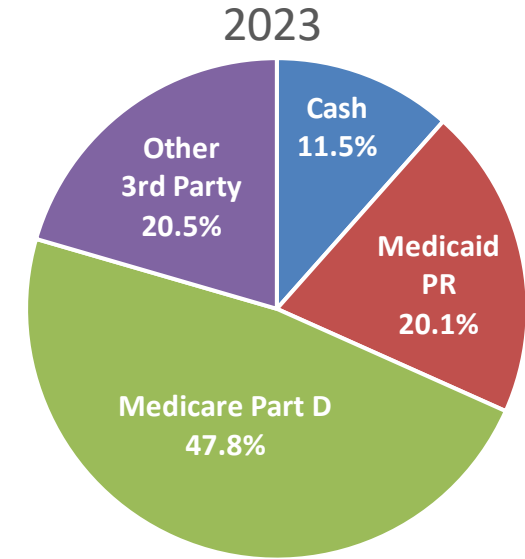
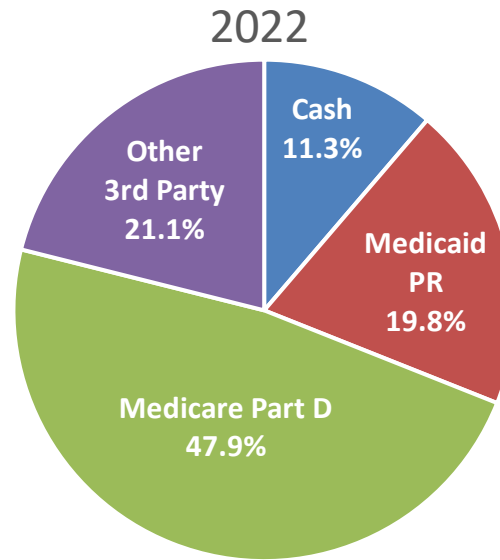
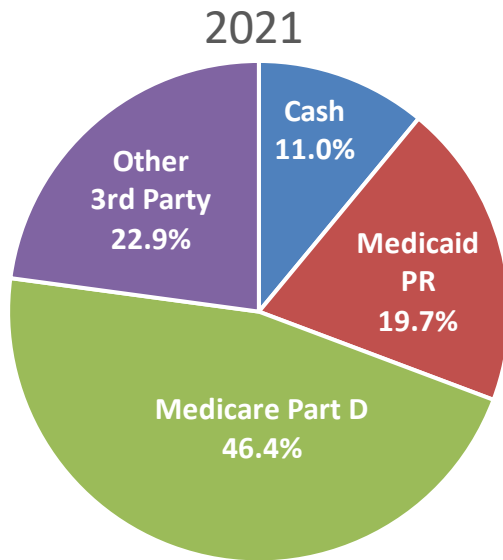
- **AutoImmune & Onco: 95%**
- **70% have double-digit growth**
- **Avg growth: +16%**



Payment Type Mix



Puerto Rico TRx Payment Type Distribution 2023 2021 - 2023



3-Year Themes:

Commercial Insurance: ↓

Medicaid & Cash: ↑





Gracias por la atención!

For questions or to schedule a follow up session, please contact:

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