Strategies for a Pathway for Drugs and Devices for Pediatric Diabetes Care The Patient Perspective

Kelly L. Close
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ADA 2014 June 14, 2014



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The Patient Perspective
Patients' Perspectives

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in this issue

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Sanofi 3Q13 Full Report - Diabetes Division up 12%; Lantus up 14% to €1.5 billion; LixiLan on track for 1H14 phase 3 initiation; more U300 data expected 4Q13- November 11, 2013

Executive Highlights

- * Sanofi's Diabetes Division sales rose 12% as reported (20% operationally) to C1.7 hillion (\$2.2 billion) in 3Q13, marking the 11th consecutive quarter of double-digit sales growth.
- Lantus continues as the top-selling diabetes drug worldwide; sales were Ct.5 billion (\$1.9 billion), up 14% (21%) operationally due largely to strong US performance
- As announced in September, Sanofi withdrew its US NDA for Lyxumia to preserve the integrity of the ongoing ELIXA CVOT; LixiLan still on track for 1H14 phase 3 initiation.
- EDITION III and IV data for U300 insulin glargine expected in 4Qt3; submission in the US and EU still expected in 1H14. This is a key area to watch.

Sanofi reported 3Q13 financial results in a call led by CEO Chris Viehbacher. Total Diabetes Division reverse in 3Q13 greu 12% as reported fools in constant currencies) from 3Q12 to C1.7 billion (~8.2 a billion), marking the devent homeocurine quarter of allow design grouth, and representing stronger overall billion), marking the devent homeocurine quarter of allow (up 88). Lantas (insulin planipus) accounted for 87% of Sanofi 20 blateste Division revenues, and it is not ougain on pace to be the pear's best-selling diabeted region of the servences of the two real quarter of the servences of the €13 million (~\$17 million).

There were no major updates to Sanofi's diobetes pipeline that had not already been announced during the quarter. As announced in September, Sanofi withdrew its application for Lycumia from the US FTA in order to preserve the integrity of the ongoing ELIXA cordiovascular outcomes trial. Given the recent uncertainty around regulatory decisions (e.g., the four-year delay for Novo Nordisk's Tresita) and the chillenges that other companies base food using interim date to form the basis of approach (e.g., Ità for Innokana), we are not surprised that Sanofi has token this conservative route. Management continuous to guide for HIA initiation of phase 3 for LixiLan (fixed-ratio combination Lycumia/Lantus) - of ourse update for HIA initiation of phase 3 for LixiLan (fixed-ratio combination Lycumia/Lantus) - of ourse Lycumia's delay in the US until ELIXA completes around 2015 means that LixiLan is also delayed in the US

www.closeconcerns.com

"I founded Close Concerns to make everyone smarter about diabetes and obesity."



Three Key Questions...

- 1. What is the hardest part about managing pediatric diabetes?
- 2. What is the biggest unmet need in pediatric diabetes?
- 3. What would be a complete home run for young patients with diabetes?



Three Key Questions...

are the hardest parts

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It's a Toxic Environment Out There

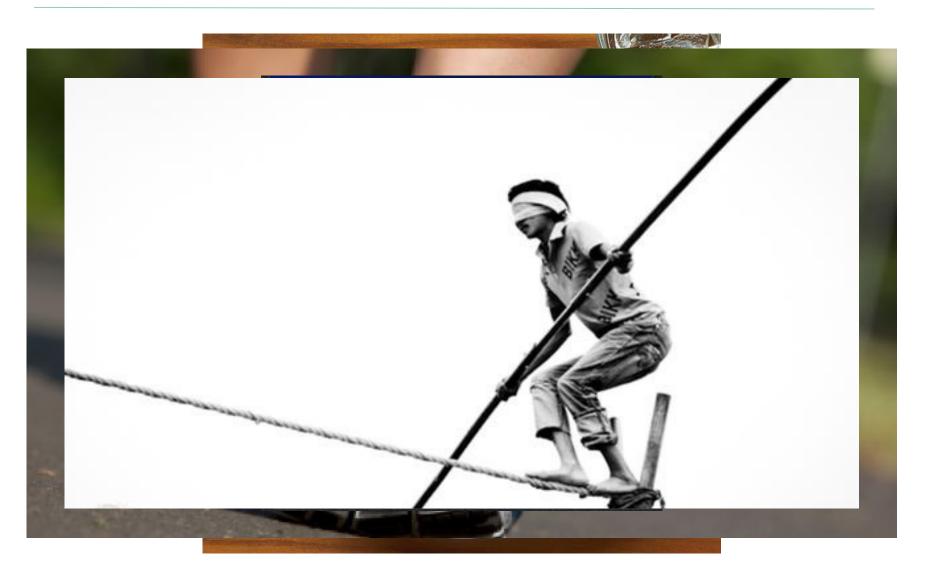


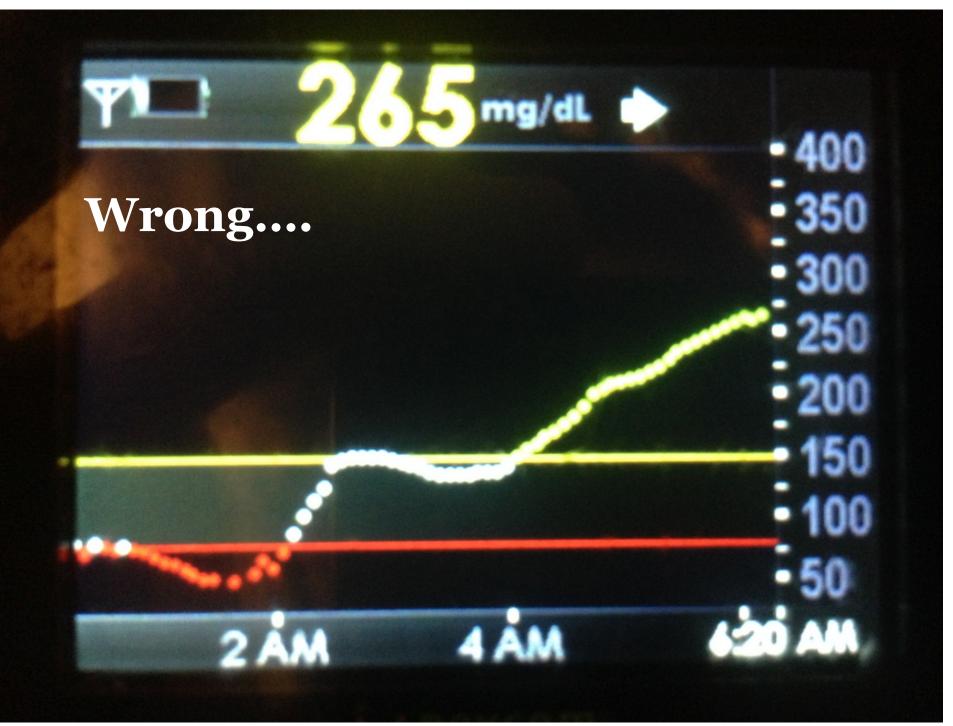


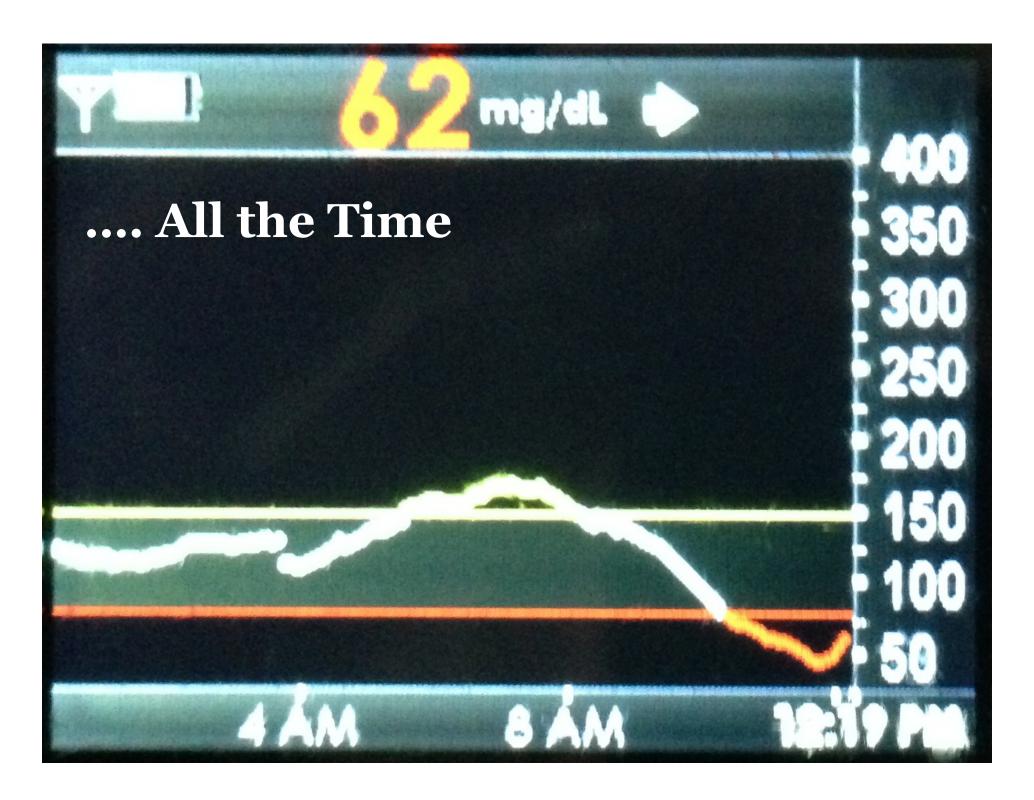




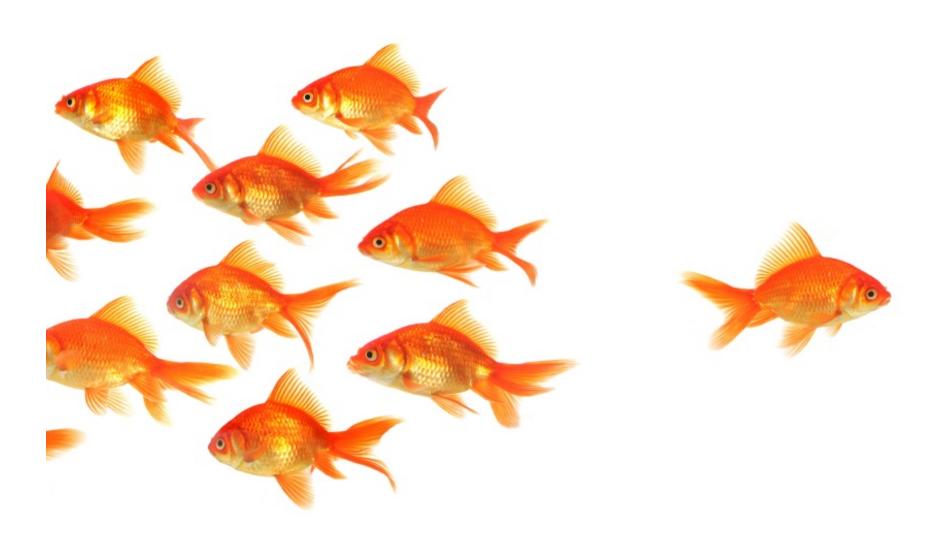
Doing well requires A LOT of work and knowledge







On Your Own



24/7, No Vacations



Invisible to Outsiders...



But Not to Insiders...



Children (often) cannot care for themselves



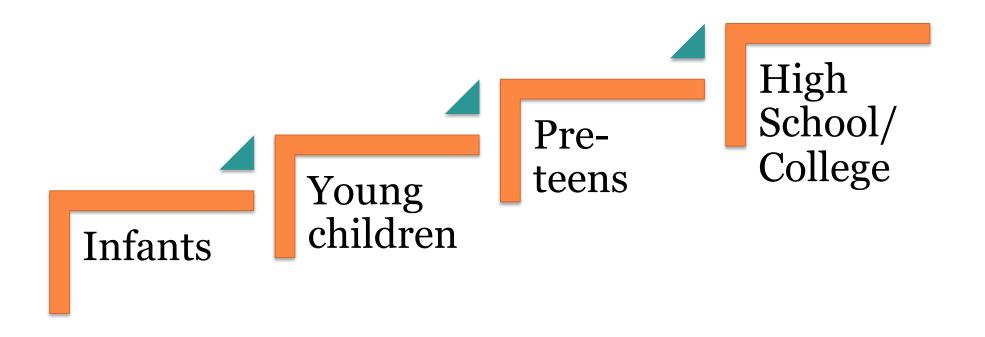
You must intentionally hurt your child.



Feeling normal even though you aren't normal



"Pediatrics" refers to MANY different patients







Three Key Questions...

1. What is the hardest part about managing pediatric diabetes?

are the biggest unmet needs

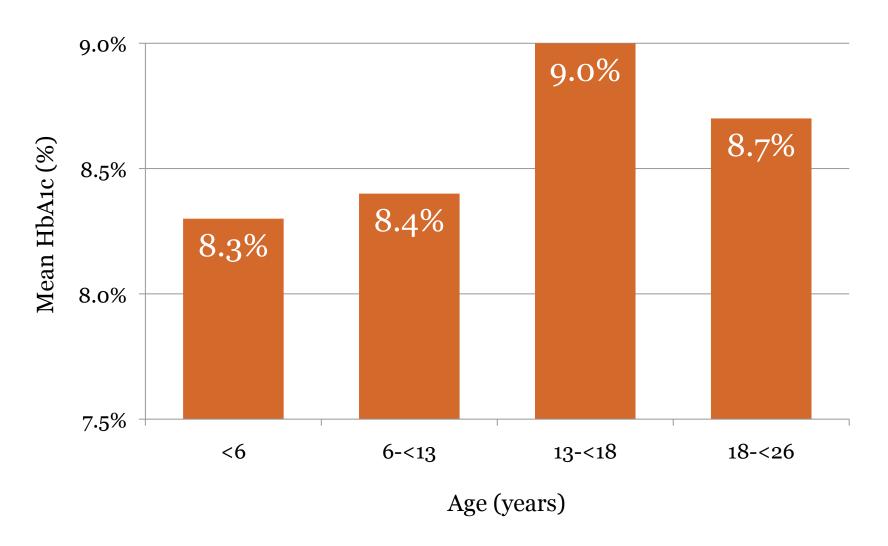
- 2. What is the biggest unmet need in pediatric diabetes?
- 3. What would be a complete home run for young patients with diabetes?



1. Despite better tools, patients are not reaching goal!

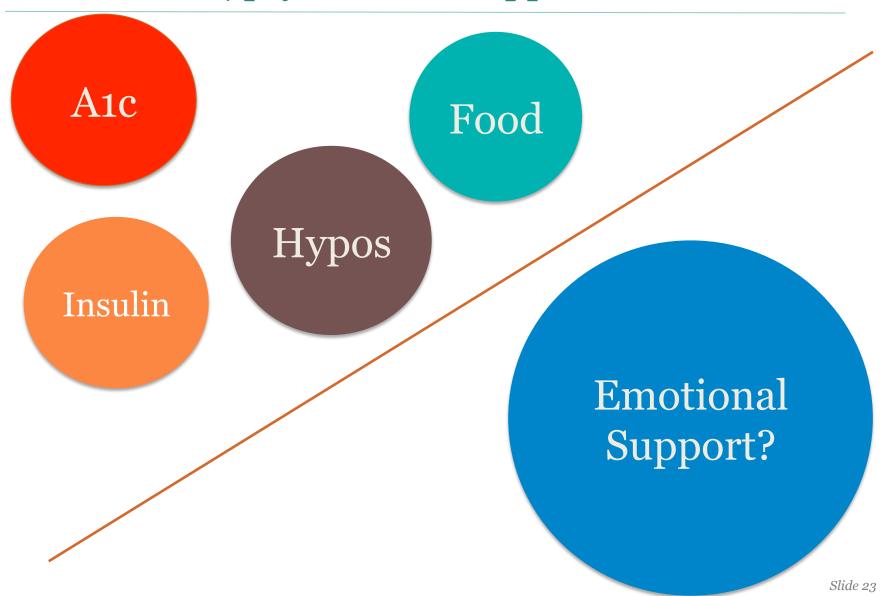


Mean A1c in T1D Exchange



Source: T1D Exchange

2. Emotional/psychosocial support is often absent

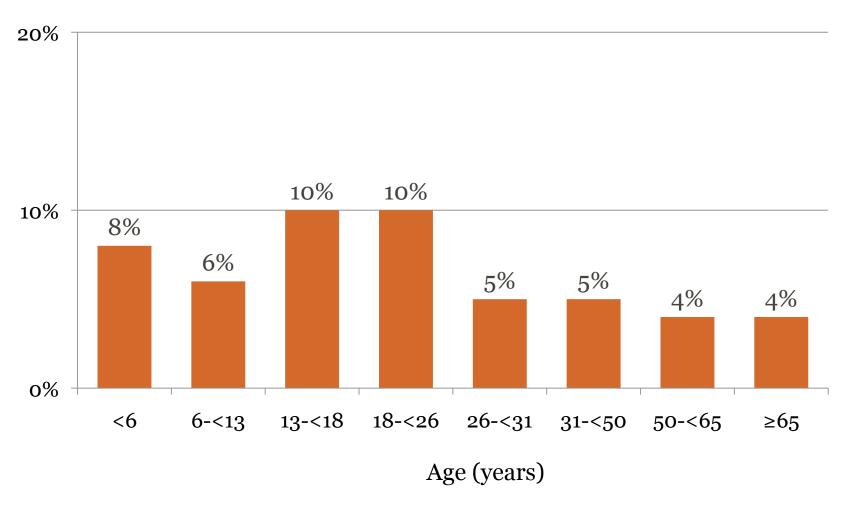


3. DKA is still widespread...



12-month Frequency of Diabetic Ketoacidosis (DKA)* in T1D Exchange

*One or more events in 12 months



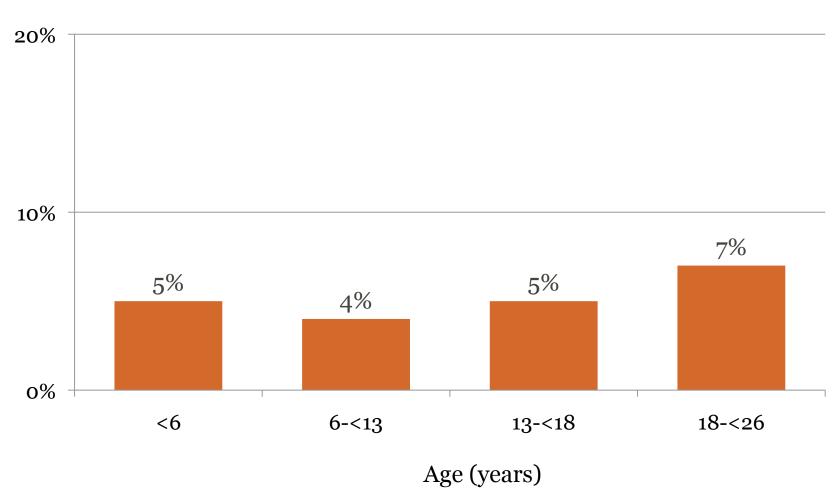
Source: T1D Exchange

4. And so is severe hypoglycemia!



12-month Frequency of Severe Hypoglycemia* in T1D Exchange

* Seizure or LOC: One or more events in 12 months

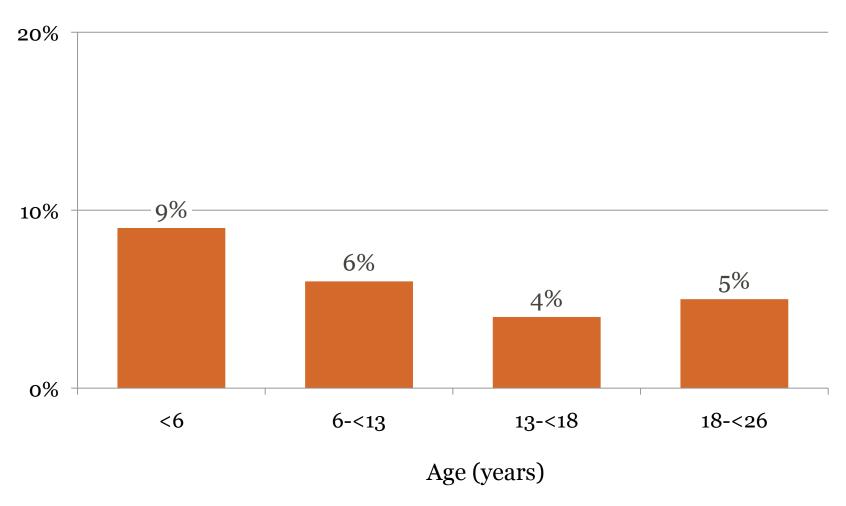


Source: T1D Exchange

5. The best therapies are still underutilized

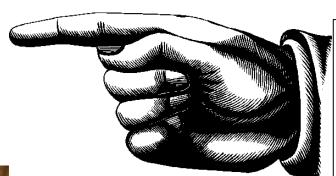


CGM Use in T1D Exchange



Source: T1D Exchange

6. Studies cannot treat children like "miniature adults"

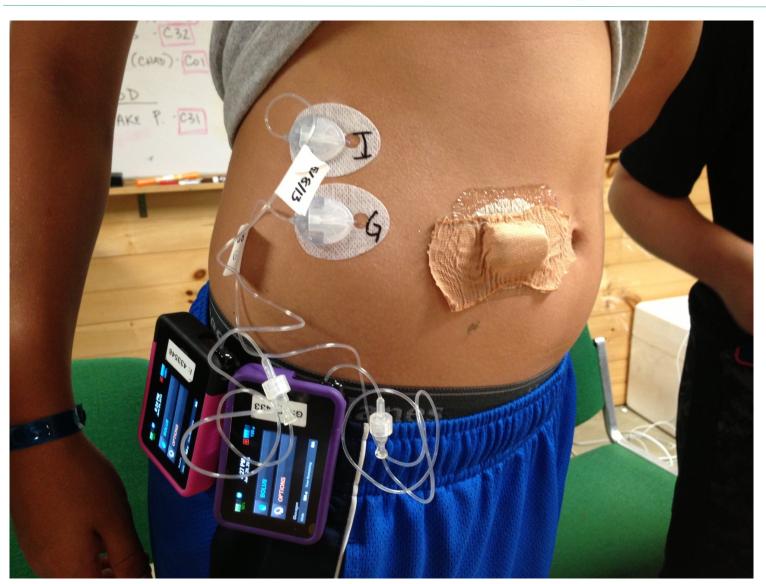


You Must Be At Least This Tall to Use This Drug/Device

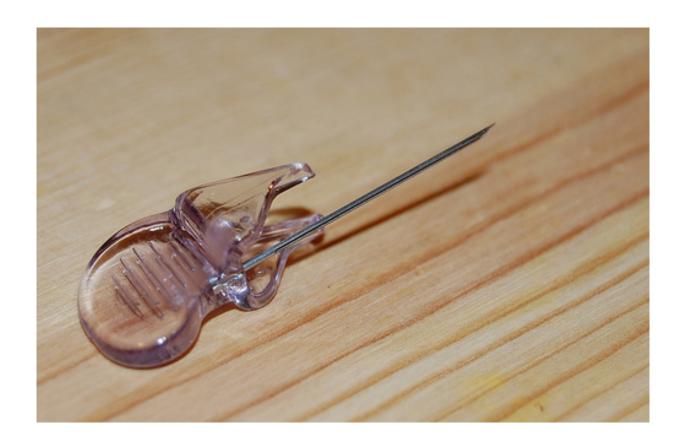




7. On-body "real estate" is at a premium



8. Discomfort matters



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- complete home runs
 3. What would be a complete home run for young patients with diabetes?



1. Better access for all patients!

Claims Past 12 Months		
DATE	DESCRIPTION	TOTAL FEE
05-16-12	Adam's prescription from Walgreens	\$434.97
04-05-12	Adam's prescription from Walgreens	\$509.89
04-05-12	Adam's visit to Animas Diabetes Care, Llc	\$4,874.99
04-04-12	Adam's prescription from Walgreens	\$434.97
03-13-12	Adam's visit to Minimed Distribution	\$325.96
	Corp.	
03-12-12	Adam's prescription from Walgreens	\$434.97
02-15-12	Adam's prescription from Walgreens	\$434.97
01-31-12	Adam's prescription from Walgreens	\$427.99
01-26-12	Adam's prescription from Walgreens	\$289.99
01-20-12	Adam's prescription from Walgreens	\$509.89
01-01-12	Adam's prescription from Walgreens	\$389.97
11-28-11	Adam's prescription from Walgreens	\$404.97
11-14-11	Adam's prescription from Walgreens	\$321.99
10-26-11	Adam's prescription from Walgreens	\$404.97

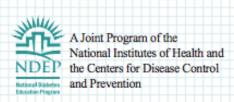
2. Improved care and support in schools

Helping the Student with Diabetes Succeed

A Guide for School Personnel

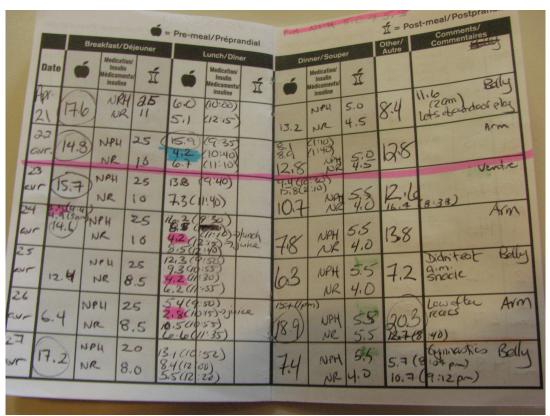






3. Making providers' lives much easier







4. Patient-centered drug/device development



Sanofi Appoints Dr. Anne C. Beal to the Newly Created Position of Chief Patient Officer

- Appointment is a First for a Top 10 Biopharmaceutical Company -

Paris, France - March 31 2014 - Sanofi (EURONEXT: SAN and NYSE: SNY) today announced the appointment of Anne C. Beal, M.D., MPH, to the newly created position of *Chief Patient Officer*.

« The appointment of a Chief Patient Officer at Sanofi, the first for a top 10 biopharmaceutical company, shows our commitment to go further in meeting the needs of patients », said Pascale Witz, Executive Vice President, Global Divisions and Strategic Development at Sanofi. « Interactions with patients are a source of strength for the company and Dr. Beal's appointment will help ensure the patient perspective advances our approach to meeting the unmet needs of patients ».

5. A **patient-centered** regulatory process

- FDA Patient-Focused Drug Development: Disease Area Meetings Planned for Fiscal Years 2013-2015
 - 2013: Chronic Fatigue Syndrome, Lung cancer, HV, Narcolepsy
 - 2014: Sickle cell disease, Fibro gia, Pul Arterial Hypertension relogical metabolism
 - Pladisease

syndro

WHERE IS DIABETES?!!

DIABETES?!!

vic Chagas

bowel ix disease,



6. Technology that gives peace of mind









511de 39

7. Easy. Easy. Easy.





Take Once Daily Before Breakfast

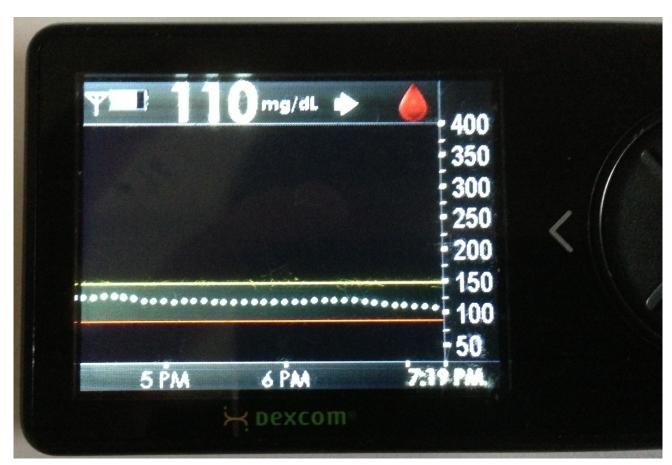


8. Smaller, less painful, less noticeable devices





9. Therapies That Increase Time in Zone





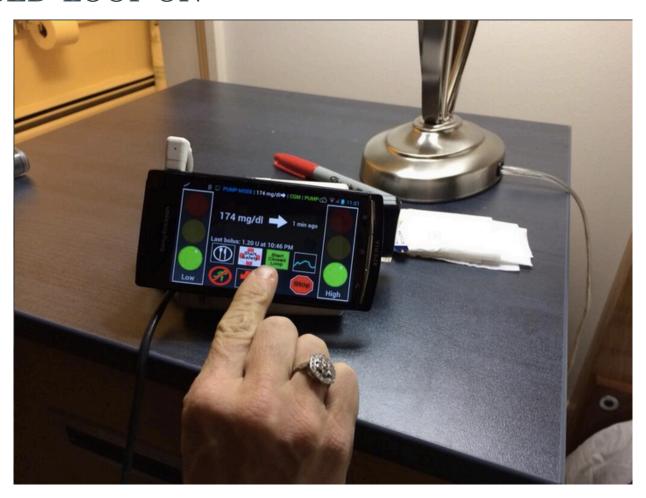
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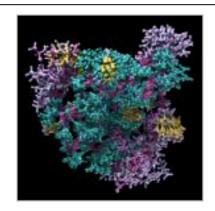


1. Automated Insulin Delivery

"CLOSED-LOOP ON"



2. Glycemic-dependent insulin



A GRI (Glucose Responsive Insulin) for Better Treatment of Type 1 Diabetes

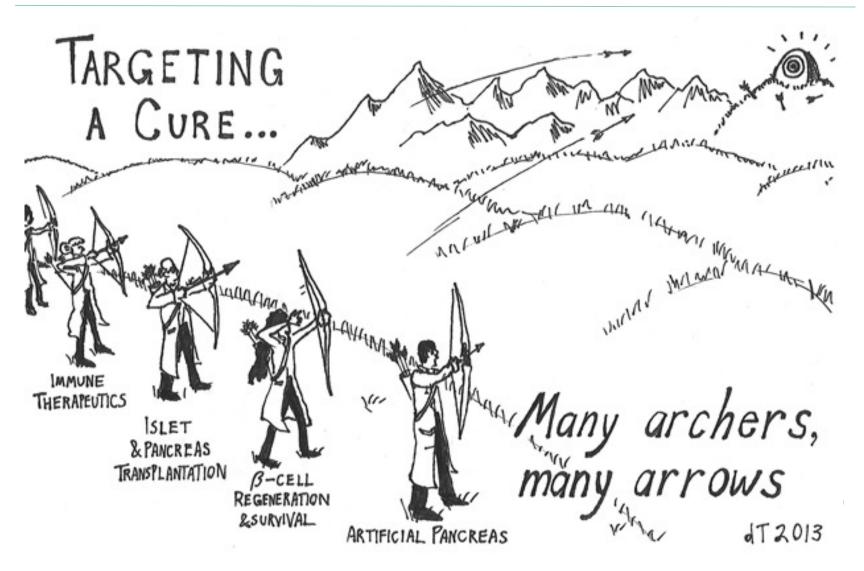
TAGS: Global Health, Life Sciences, Engineering/Design, Developing Countries, Nature, Food/Agriculture, Physical Sciences, The Economist, Chemistry, Theoretical-IP Transfer STATUS: Awarded | ACTIVE SOLVERS: 382 | POSTED: 9/06/11

This Challenge, sponsored by the Juvenile Diabetes Research Foundation International (JDRF) (the Seeker), is looking for novel ideas for the development of "glucose-responsive insulin", an insulin that would work only when the body needs it, and deliver the precise amount of insulin activity in response to circulating glucose levels to control and maintain normal blood glucose levels throughout a daily routine with once-daily or less frequent dosing in people with insulin-dependent diabetes. JDRF envisions that the Winning Solution (or Solutions) from this Challenge will be further developed in a second phase that may involve the Winning Solvers and potentially partners from the commercial sector.

This Challenge requires only a written proposal from the Applicant (Solver).

Source: JDRF/Innocentive

3. And "real" cures







TARGETING A CURE for TYPE 1 DIABETES

How Long Will We Have to Wait?

Lisa S. Rotenstein Benjamin M. Kozak Adam S. Brown Michael L. Dougan, MD, PhD Hannah C. Deming Kelly L. Close

With a foreword by Robert Ratner, MD, and an introduction by Aaron J. Kowalski, PhD



Key Takeaways

- Pediatric type 1 and type 2 diabetes are very challenging, complicated, and frustrating for patients, families, and providers
- There is lots of work to do to improve the current stateof-the-art in clinical care and emotional support
- The field is moving ahead on many fronts, and we must ALWAYS keep patients' and HCPs' experiences at the heart of new drug and device development in industry, at FDA, and with payers

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Key Questions

- How do we address the underserved emotional side of managing pediatric diabetes?
- Should peds studies ALWAYS come after adult studies?
- Pediatric type 2 diabetes? Who will bring PT2 into fold?
- What about GLP-1s and SGLT-2s for pediatric type 1s and type 2s what is the path to approval?
- What about access in general? The data shown is from patients who, in general, have higher income and more committed families.
- Who will help parents? How can we show commitment?
- How can pediatricians be helped?



THANK YOU!

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