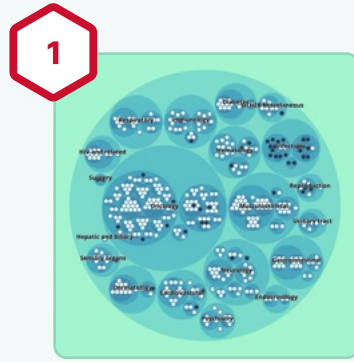




### The purpose of this tool

This tool delivers US Gross pricing estimates for 388 drugs, including the 274 top selling brands in the US over the next five years plus an additional 114 products representing insightful pricing benchmarks for key recent approvals and new treatment modalities. All drugs are embedded into a framework of therapy areas and their respective FDA approved indications. Pricing is based on assumed average dosing and Wholesale Acquisition Cost (WAC).

Of note, groupH has developed another tool (Gross-to-Net Tool) that uses market and product specific parameters to estimate Gross-to-Net discounts in the US. We recommend this complementary tool to derive Net pricing assumptions on basis of the Gross pricing estimates delivered by the present tool.



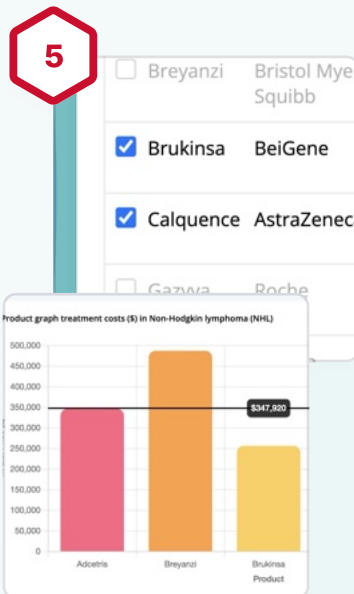
### Navigation

The tool opens with the Bubble Diagram representing a hierarchical view on therapy areas, indications, and products included in the tool. You can zoom in and out by clicking inside or outside the bubbles. White bubbles represent products for continuous treatments (e.g. more than one dose over more than a day), black bubbles represent one-off treatments (e.g. cell therapies, gene therapies, vaccines). Bubble size can be set to code # of products (default) or WAC per day/week/moth/year of treatment by using the drop-down menu on the upper left.



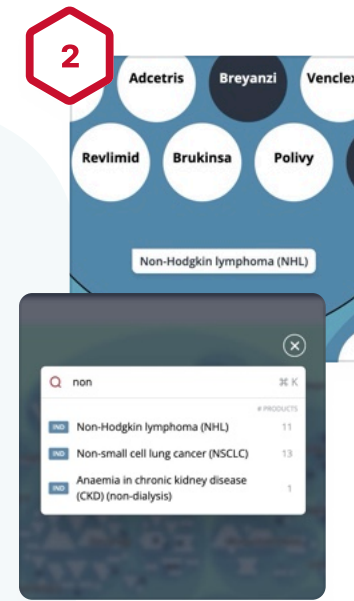
### Inspecting an indication

If you select an indication, the Indication Window opens up. It has three tabs, each with a list of products and a bar chart representing treatment costs at WAC level. The first tab focuses on products for continuous treatment and lists WAC per day/week/moth/year for these, depending on the users' preference (dropdown). The second tab focuses on the WAC per 'shot' for one-off treatments. The third tab lists both types of treatments and allows to enter assumed treatment duration or number of 'shots', respectively, in order to compare total treatment costs (see point 4).



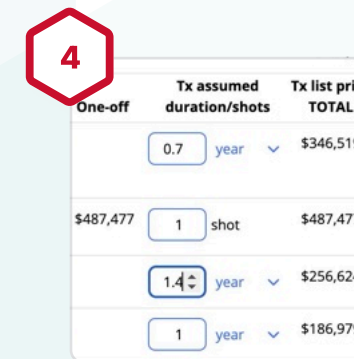
### Selecting comparator products

In each of the three tabs of the Indication Window, products can be included or excluded from the calculation of the mean WAC in the bar chart by checking or unchecking the little box before the brand names in the table. This allows you to select and focus on those products that are most relevant for the question that is being addressed. The bar chart below the table will update to display only the selected products, and to calculate the mean line and value only on basis of the selected products.



### Selecting an indication

A specific Indication can be chosen by clicking on its bubble in the Bubble Diagram after browsing through the therapy areas or by using the search function. Clicking on the red search icon in the upper left will open a search window. If you type in your search term, the tool will suggest potential matches among therapy areas or indications. Given the limitation of the current tool version to 250 products and their respective indications, it may happen that certain indications or products you are looking for do not show up.



### Defining total treatment

On the third tab in the Indication Window, for each of the products for continuous treatment, you can define the assumed average treatment duration in days, weeks, months, or years using the drop down menu in the table (preset at 1 month). Similarly, for one-off treatments, you can define the assumed number of 'shots' for a complete treatment (preset at 1 shot). The tool will calculate the WAC per total treatment based on these assumptions, allowing to compare total Gross treatment costs between products with different application schedules.



### Exporting outputs

By clicking on the respective icon at the upper right of the Bubble Diagram you can export graphical snapshots from the Bubble Diagram. By clicking on the respective icons besides the tables or the bar charts in the Indication Window, you can export the currently active settings and calculated outputs to your computer as images to embed in slide decks and share with your team. You can also export data as Excel files or copy and paste directly into Excel.