

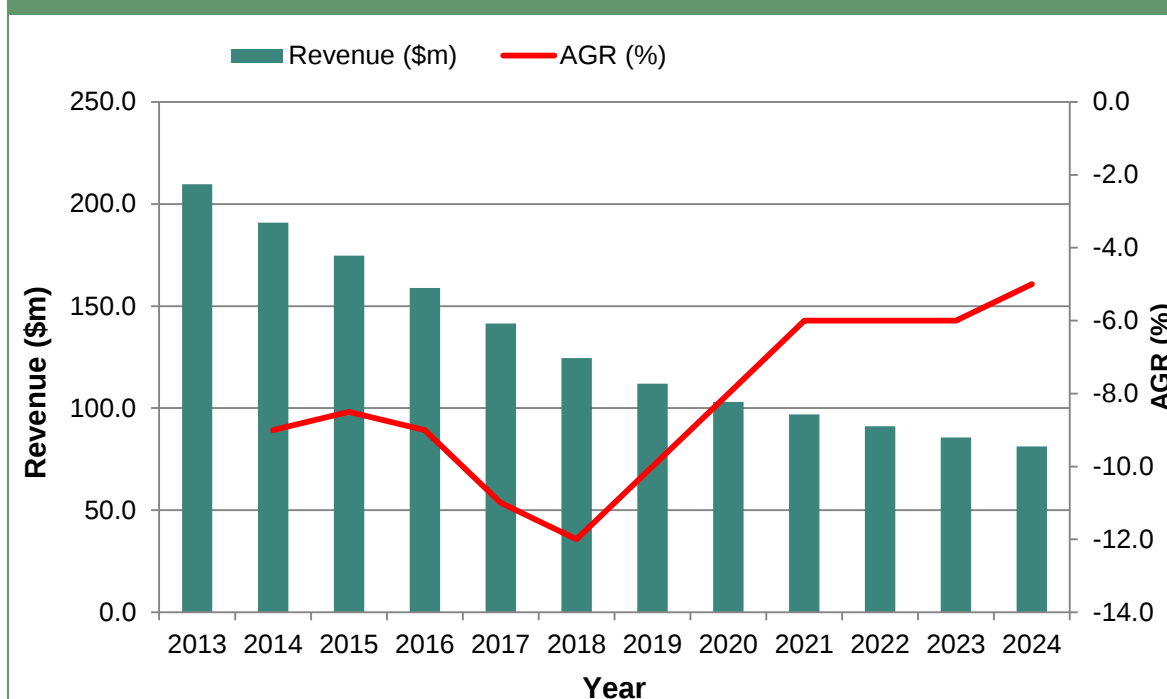
Pain Relieving Drugs Market Forecast 2014-2024: Future Prospects for Leading Companies

Table 4.12 Zaldiar/Ixprim: Sales Forecast (\$m, AGR%, CAGR%), 2013-2024

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Zaldiar/Ixprim (\$m)	210	191	175	159	141	124	112	103	97	91	86	81
AGR (%)		-9.0	-8.5	-9.0	-11.0	-12.0	-10.0	-8.0	-6.0	-6.0	-6.0	-5.0
CAGR (%) 2013-18	-9.9					2018-24		-6.8				
CAGR (%) 2013-24	-8.3											

Source: Visiongain 2014

Figure 4.13 Zaldiar/Ixprim: Sales Forecast (\$m, AGR%), 2013-2024



Source: Visiongain 2014

4.7 Other Narcotic Pain Relieving Drugs

4.7.1 Subsys (Insys Therapeutics)

Subsys is a single-use fentanyl sublingual spray product that delivers fentanyl, an opioid analgesic, for transmucosal absorption underneath the tongue. The product was developed by Insys Therapeutics and it received FDA approval in January 2012 for use in the management of persistent cancer pain. The product was subsequently launched in March 2012.

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Table 7.5 Relpax: Historical Sales (\$m, AGR%), 2009-2013

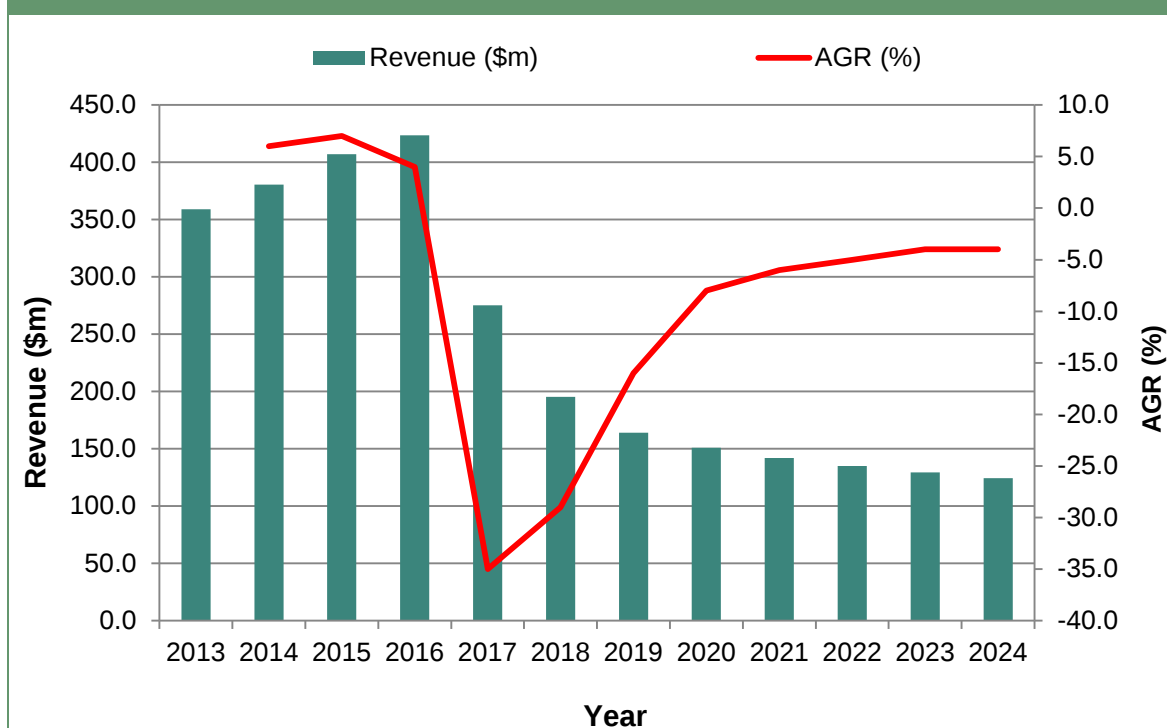
	2009	2010	2011	2012	2013
Relpax Sales (\$m)	326	323	341	368	359
AGR (%)		-0.9	5.6	7.9	-2.4

Source: Pfizer 2014; Visiongain 2014

7.2.2 Relpax: Sales Forecast 2014-2024

Visiongain believes that the revenue from Relpax will rise steadily over the first half of the forecast period, reaching \$423m in 2016. Sales will begin to decline rapidly in 2017, owing to patent expiry. Patent expiry will cause a sharp decrease in revenues over the second half of the forecast period as generic competition begins to intensify. However, towards the end of the forecast period, the rate of decline in sales for Relpax should reduce and stabilise. Visiongain forecasts the sales of Relpax to reach \$124m in 2024, representing a CAGR of -9.2% for the entire forecast period between 2013 and 2024 (Table 7.6 and Figure 7.7).

Figure 7.7 Relpax: Sales Forecast (\$m, AGR%), 2013-2024



Source: Visiongain 2014

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South Korean operates a universal coverage healthcare system, with the system covering over 97.5% of the country's citizens, who pay a premium and have the right to access any physician or medical institution. The rising proportion of the South Korean population now over the age of 65 has led the government to continuously increase its healthcare budget. This rising investment in healthcare and the technological advancement of the South Korean economy make the market a highly attractive one for multinational drug makers as well as local and foreign healthcare companies. South Korea's geographical location also offer it a massive advantage for potential market growth as it can be used as a base for companies looking to serve the East Asian markets, which includes China and Japan.

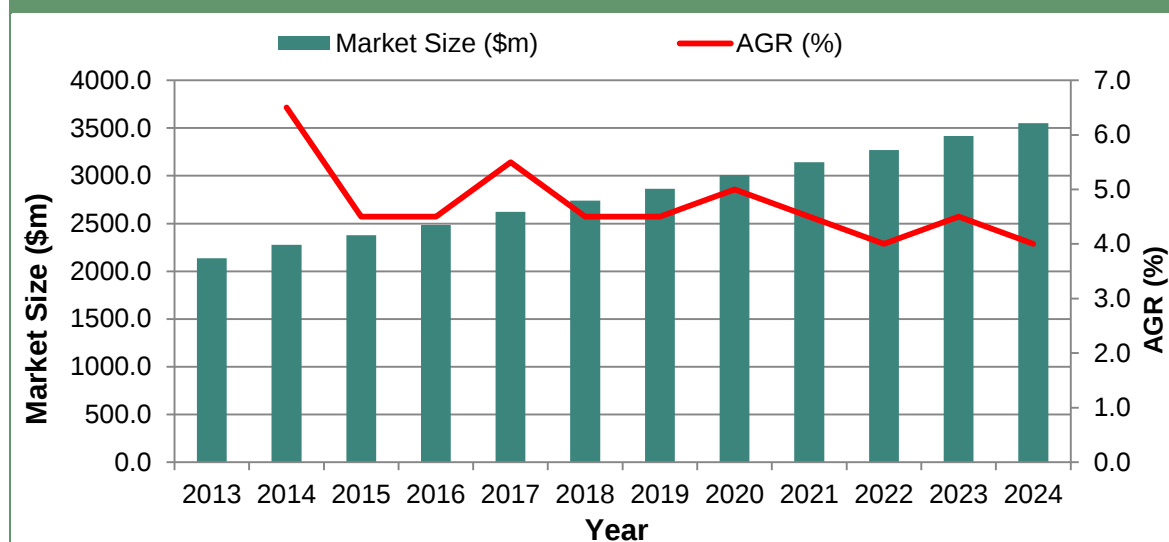
Visiongain forecasts the market for pain relieving drugs in South Korea to grow from \$2,138m in 2013 to \$3,552m in 2024, with the market rising with a CAGR of 4.7% across the forecast period (Table 9.26 and Figure 9.23).

Table 9.26 South Korean Pain Relieving Drugs Market: Market Forecast (\$m, AGR%, CAGR%), 2013-2024

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
South Korean Market (\$m)	2,138	2,277	2,379	2,486	2,623	2,741	2,864	3,008	3,143	3,269	3,416	3,552
AGR (%)		6.5	4.5	4.5	5.5	4.5	4.5	5.0	4.5	4.0	4.5	4.0
CAGR (%) 2013-18	5.1					2018-24		4.4				
CAGR (%) 2013-24	4.7											

Source: Visiongain 2014

Figure 9.23 South Korean Pain Relieving Drugs Market: Market Forecast (\$m, AGR%), 2013-2024



Source: Visiongain 2014