Recent geographic trends in global clinical trials Is the position of CEE weakening?

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Partner & Founder LongTaal, Partner & Co-Founder VIARES; Board Member at SanaClis



- > 30 yrs in biomedical R&D:
 - Researcher at National Cancer Institute NIH, Bethesda, Maryland
 - >17 years Quintiles (IQVIA): VP and Head of Global operations center, Global clinical leadership team member, VP for CEE and MENA
- Current roles:
 - Partner and Founder of LongTaal (www.longtaal.com) a clinical trial informatics company
 - Partner and Co-founder of VIARES Academy (www.viares.at), Vienna academy for clinical research
 - Board Member at SanaClis (www.sanaclis.eu), full service European CRO; (CEO during 2018-19)
- > 60 research articles and book chapters in peer-reviewed journals current research focus: various aspects of globalization of industry clinical trials
- Editorial board member at Applied Clinical Research, Clinical Trials and Regulatory Affairs



Faculty Disclosure

In compliance with ACCME Guidelines, I hereby declare:

I have financial/other relationships with the manufacturer(s) of commercial product(s) or provider(s) of commercial service(s) discussed in this educational activity.

Shareholder/LongTaal sro

Vladimir Misik, PhD





Clinical trial informatics platform

Combining large data sets from multiple data sources offers pharmaceutical companies, CROs, medical institutions, regulators and other government authorities, policy makers, patient advocacy groups, investors, as well as media, unique perspectives into the world of industry R&D clinical trials

Overview



- Anatomy of global industry clinical trials
- Patient accessibility to CTs
- Assessing reputation of countries/regions among sponsors of CTs
- Global CT market share trends 2008-2019
 - Is CEE losing its edge or the inevitable is happening?

Methodology



Data sources

- ClinicalTrials.gov; EU Clinical Trials Register
 - Extracted: September 2019
 - Inclusion criteria:
 - Industry sponsored
 - Interventional studies
 - Phase 2 & 3 trials
 - Recruitment: Active, not recruiting; Completed; Enrolling by invitation; Not yet recruiting; Recruiting
- Global GDP & Population data: World Bank

Active sites methodology

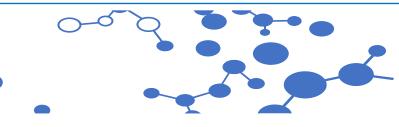
To determine whether sites in a study were active in a given calendar year the start and completion date associated with the study record in clinicaltrials.gov were used. Based on our analysis, less than 3% of studies do not have a completion date entered in their record. For these, the study completion date was replaced with either study last update date or start date plus five years, whichever is less. Number of active sites in a country represents the sum of all site locations for all active studies in that country.

Definitions

- BPCT: Biopharmaceutical-sponsored clinical trial
- Relative Market Growth: Year-on-Year % change in Active sites market share
- Accessibility to CTs: Number of active sites per 1 million population. Expressed relative to US levels (US being 100%)
- Country CT Reputation Index: Participation of countries/regions in development of new pharmaceutical products (ie participation in industry-sponsored clinical trials) relative to the consumption of marketed pharmaceutical products



Anatomy of global industry CTs





Clinical Trials Landscape

Data Refreshed On:

This report shows global Clinical Trials Landscape. Data comes from Clinicaltrials.gov and EU CT Register. Data contains Industry sponsored trials only. Suspended, terminated or withdrawn trials are excluded.

Sep 16, 2019

Select Region

Select Sub-region

✓

Select Country

✓

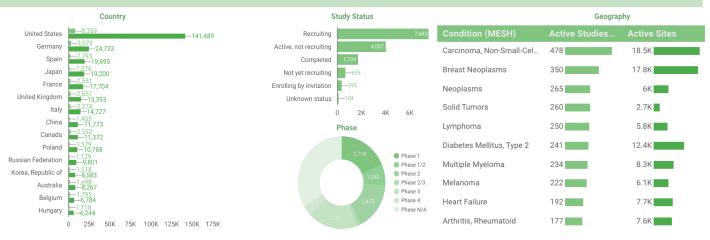
Select Parent Sponsor

Type in MESH Condition (Cas...

Type in MESH Intervention (C...



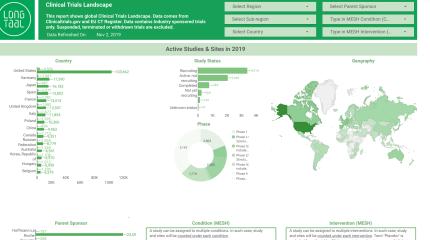
Active Studies & Sites in 2019

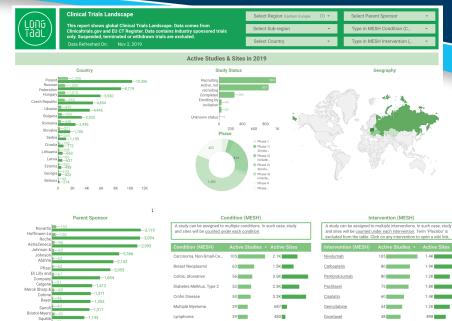




Phase 2 and 3, Industry sponsored CTs









Psoriasis

1.5K

2.5K

714

1-100/1930 / 5

Atezolizumab

Tremelimumab

676

1-100/879 ()

Global Industry Ph 2 and Ph 3: Country inclusion and representation



Rank	Global Ph2					Rank	Global Ph3				
Kalik	Giobai Piiz					Kalik	Global Plis				
				C:+/	Country inclusion in %						Country inclusion in
					of Ph2						The second secon
	location		Active Sites	,			location		Active Sites		
	United States	1711	26379	15	66%		United States	2089		34	69%
	Spain	622	3772	6	24%		Germany	1254		11	42%
	Germany	601	3623	6	23%		Japan	704		19	23%
	United Kingdom	601	2963	5	23%		Spain	1272		9	42%
	France	516	2837	5	20%		France	1089		9	36%
	Japan	237	2508	11	9%		United Kingdom	1205	9044	8	40%
	Italy	453	2391	5	17%		Italy	1095	9026	8	36%
	Poland	358	2108	6	14%		China	551		15	18%
-	Canada	511	2068	4	20%		Poland	1009	8159	8	33%
	Australia	328	1393	4	13%		Russian Federation	795	7409	9	26%
	Russian Federation	210	1362	6	8%		Canada	1088		7	36%
	Belgium	359	1260	4	14%		Australia	841	5320	6	28%
	China	211	1240	6	8%		Korea	759		7	25%
	Korea	244	1102	5	9%		Hungary	760		6	25%
	Hungary	235	1075	5	9%		Brazil	512		8	17%
16	Czech Republic	219	872	4	8%	16	Czech Republic	714	3918	5	24%
	Netherlands	303	807	3	12%		Belgium	858		5	28%
18	Ukraine	102	753	7	4%		Ukraine	392	3663	9	13%
	Israel	180	701	4	7%		Argentina	486	3420	7	16%
20	Taiwan	174	633	4	7%	20	Netherlands	659	3374	5	22%
21	Bulgaria	117	601	5	4%	23	Bulgaria	427	2702	6	14%
30	Romania	78	298	4	3%	28	Romania	367	2124	6	12%
32	Slovakia	51	193	4	2%	33	Slovakia	272	1502	6	9%
36	Serbia	46	161	4	2%	36	Serbia	215	973	5	7%
45	Latvia	29	89	3	1%	42	Croatia	177		4	6%
50	Georgia	22	64	3	1%	45	Lithuania	186	622	3	6%
	<u> </u>						Latvia	159		3	5%
	Top 50		66 456				Top 50		243 793		
	All Phase 2	2 605	67 013	26			All Phase 3	3 021	250 872	83	
	Top 50 %		99%				Top 50 %		97%		
	Avg sites/country ex	US		4			Avg sites/country ex	US		7	

Inclusion & allocation of CEE among industry sponsors of CTs

Phase 2 and 3, Industry sponsored CTs

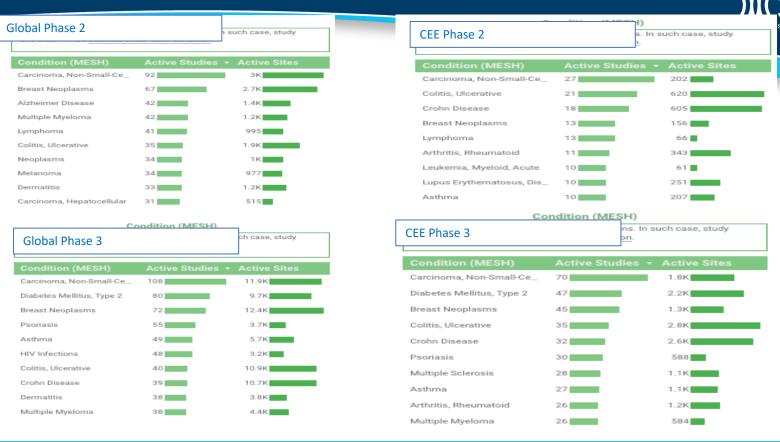


	Phase 2 and 3	Global 2019					CEE 2019					
									CEE as %			
Global					Regional				global	CEE as % of		CEE %
rank	Parent Sponsor	Active Studies	Active Sites	Sites/study	rank	Parent Sponsor	Active Studies	Active Sites	studies	global sites	Sites/study	sites/study
1	Hoffmann-La Roche	187	23591	126	1	Novartis	153	3119	57%	14%	20	16%
2	Novartis	268	22343	83	2	Hoffmann-La Roche	126	3094	67%	13%	25	29%
3	AstraZeneca	170	19625	115	3	AstraZeneca	96	2993	56%	15%	31	27%
4	AbbVie	122	14944	122	4	Johnson & Johnson	85	2366	56%	18%	28	23%
5	Bristol-Myers Squibb	166	13863	84	5	AbbVie	63	2152	52%	14%	34	41%
6	Pfizer	124	13419	108	6	Pfizer	63	2053	51%	15%	33	30%
7	Johnson & Johnson	151	13015	86	7	Eli Lilly and Company	67	1694	54%	13%	25	29%
8	Eli Lilly and Company	124	12617	102	8	Celgene	31	1412	39%	18%	46	45%
9	Merck Sharp & Dohme	147	9201	63	9	Merck Sharp & Dohme	88	1371	60%	15%	16	25%
10	Bayer	73	8548	117	10	Bayer	46	1353	63%	16%	29	25%
11	Celgene	79	7672	97	11	Sanofi	43	1317	45%	21%	31	32%
12	Gilead Sciences	76	7004	92	12	Bristol-Myers Squibb	92	1143	55%	8%	12	13%
13	Sanofi	96	6371	66	13	UCB	35	992	74%	28%	28	43%
14	GlaxoSmithKline	107	6137	57	14	Gilead Sciences	26	891	34%	13%	34	60%
15	Actavis	53	4642	88	15	GlaxoSmithKline	47	796	44%	13%	17	19%
16	Amgen	59	4545	77	16	Amgen	37	759	63%	17%	21	27%
17	Takeda	73	4430	61	17	Novo Nordisk AS	35	752	76%	17%	21	35%
18	Novo Nordisk AS	46	4394	96	18	Shire	12	625	38%	24%	52	55%
19	Boehringer Ingelheim	55	4365	79	19	Takeda	30	581	41%	13%	19	24%
	UCB	47	3503	75	20	Actavis	21	565	22%	9%	27	36%
	Top 20	2223	204229	92		Top 20	1196	30028	54%	15%	25	27%
								Source: Long T	Taal CT dashbc	ard, Data refre	eshed on Nov 2,	2019

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Indication comparison Global vs CEE, Phase 2 and Phase 3

CEE relatively over-represented in non-oncology indications and in Phase 3



Share of oncology in Phase 3 and Phase 3 industry CTs globally and CEE

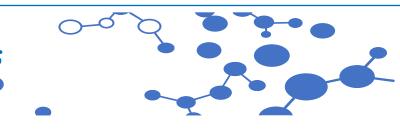
CEE relatively over-represented in non-oncology indications and in Phase 3



				% sites						% sites			
Phase 2 Global	Studies	Sites	S/S	oncol F		Phase 2 CEE	Studies	Sites	S/S	oncol			
Top 50 Oncology	709	20610	29	53%		Top 50 Oncology	173	1515	9	28%			
Top 20 Oncology	495	14682	30	68%		Top 20 Oncology	107	937	9	26%			
Top 10 Oncology	340	10628	31	70%		Top 10 Oncology	74	589	8	22%			
Total	2 605	67 013	26			Total	620	7 801	13				
						CEE as % global	24%	12%					
Phase 3 Global	Studies	Sites	S/S	% sites		Phase 3 CEE	Studies	Sites	S/S	% sites			
Top 50 Oncology	531	62486	118	40%		Top 50 Oncology	341	7694	23	29%			
Top 20 Oncology	364	44520	122	41%		Top 20 Oncology	260	6200	24	32%			
Top 10 Oncology	180	24233	135	31%		Top 10 Oncology	140	3716	27	24%			
Total	3 021	250 872	83			Total	1 482	38 428	26				
						CEE as % global	49%	15%					



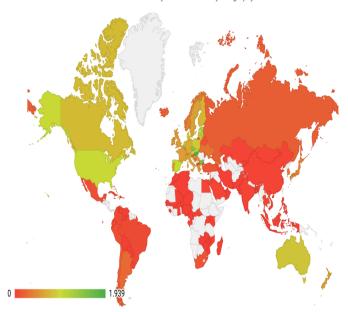
Industry clinical trial demographics



Patient accessibility to experimental therapies

Industry CT Ph II-III sites per capita relative to the US levels (US = 100%)

Accessibility to CTs in 2018 by Geography

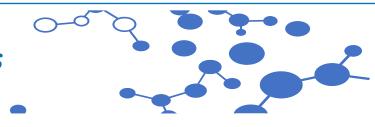


Accessibility to CTs in 2018

Country	Accessibility to CT	s ▼
Hungary	193.88%	
Bulgaria	165.01%	
Belgium	156.34%	
Czech Republic	153.12%	
Israel	131.16%	
Estonia	125.49%	
Latvia	117.18%	
Slovakia	107.09%	
Spain	101.08%	
United States	100.00%	
Denmark	93.41%	
Austria	93.37%	
Poland	87.05%	
Australia	83.71%	
Canada	78.17%	
Finland	74.41%	
Germany	66.37%	
Croatia	65.88%	
Italy	61.57%	
Greece	60.31%	
Sweden	59.63%	
New Zealand	59.24%	
France	58.38%	_
Portugal	57.50%	
United Kingdom	57.03%	

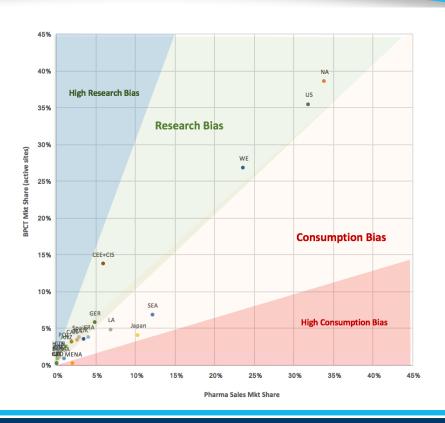


Reputation index of countries/regions



Participation in CTs vs Participation in Consumption of Pharmaceuticals



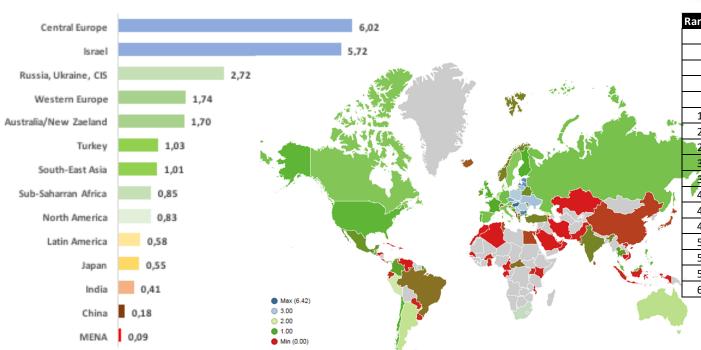


Sources: (1) IFPMA Facts and Figures 2015 (2) Clinicaltrials.gov database. Extracted April 2016

Geographic Industry CT reputation index



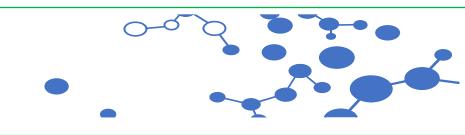
Regional CT Reputation Index



Rank	Country	Index 2018
1	Bulgaria	8,5
2	Hungary	7,9
3	Czech Republic	7,8
8	Poland	4,9
9	Israel	4,8
18	Spain	2,3
20	South Africa	2,3
26	Australia	2,0
35	United Kingdom	1,6
39	Canada	1,5
7 40	Italy	1,4
42	Germany	1,3
44	France	1,3
52	United States	0,8
54	Japan	0,7
55	Switzerland	0,6
61	India	0,5



All that looks good – BUT: CEE is trending in the right direction?



CEE still a leader among emerging markets BUT shows signs of weakening 👾

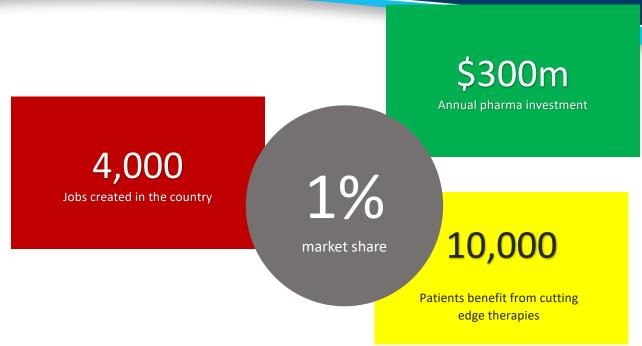


Industry sponsored Phase 2 and 3 CTs; % active sites 2008 - 2019

2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1,9%	2,0%	2,1%	2,1%	2,1%	2,2%			2,2%	2,2%	2,3%	2,4%
2,6%	3,0%	3,3%	3,5%	3,9%	3,9%	3,9%	4,2%	4,7%	5,1%	5,1%	4,9%
0,8%	0,8%	0,9%	0,9%	0,9%	0,9%	1,0%	1,0%	1,1%	1,1%	1,1%	1,2%
40,4%	38,3%	36,5%	36,3%	36,1%	35,3%	34,1%	33,8%	34,1%	33,9%	34,4%	34,3%
3,58%	3,33%	3,29%	3,16%	3,00%	2,96%	2,86%	2,82%	2,74%	2,78%	2,80%	2,85%
36,8%	35,0%	33,2%	33,2%	33,1%	32,3%	31,2%	30,9%	31,3%	31,1%	31,6%	31,5%
31,5%	31,7%	31,2%	30,3%	29,9%	30,1%	30,4%	30,2%	29,8%	29,0%	28,3%	28,8%
77,2%	75,9%	74,0%	73,3%	72,9%	72,4%	71,6%	71,5%	71,8%	71,4%	71,2%	71,7%
4.00/	F 40/	C 10/	C 20/	C 20/	C F0/	C C0/	C 70/	C C0/	7.20/	7 70/	0.00
					-	-			-		8,0%
					-					,	3,0%
1,5%	1,7%	1,7%	1,5%	1,3%	1,1%	0,9%	0,8%	0,7%	0,8%	0,8%	0,7%
2,4%	2,7%	3,1%	3,2%	3,3%	3,4%	3,7%	3,8%	3,8%	4,0%	4,2%	4,2%
12,1%	12,7%	13,5%	14,1%	14,6%	15,1%	15,7%	15,8%	15,6%	15,3%	14,8%	14,1%
8,8%	9,2%	9,8%	10,3%	10,6%	10,9%	11,4%	11,5%	11,3%	10,8%	10,4%	9,9%
3,3%	3,6%	3,7%	3,9%	4,0%	4,2%	4,3%	4,3%	4,3%	4,4%	4,4%	4,2%
4,4%	4,5%	4,8%	4,8%	4,7%	4,5%	4,5%	4,5%	4,4%	4,5%	4,6%	4,6%
1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,6%	1,6%	1,6%	1,6%	1,7%	1,7%
22,8%	24,1%	26,0%	26,7%	27,1%	27,6%	28,4%	28,5%	28,2%	28,6%	28,8%	28,3%
	1,9% 2,6% 0,8% 40,4% 3,58% 36,8% 31,5% 77,2% 4,9% 0,9% 1,5% 2,4% 12,1% 8,8% 3,3% 4,4% 1,5%	1,9% 2,0% 2,6% 3,0% 0,8% 0,8% 0,8% 40,4% 38,3% 3,58% 35,0% 31,5% 77,2% 75,9% 75,9% 12,1% 1,7% 2,4% 2,7% 12,1% 12,7% 8,8% 9,2% 3,3% 3,6% 4,4% 4,5% 1,5% 1,5%	1,9% 2,0% 2,1% 2,6% 3,0% 3,3% 0,8% 0,8% 0,9% 40,4% 38,3% 36,5% 3,58% 3,33% 3,29% 36,8% 35,0% 33,2% 31,5% 31,7% 31,2% 77,2% 75,9% 74,0% 4,9% 5,4% 6,1% 0,9% 1,1% 1,3% 1,5% 1,7% 1,7% 2,4% 2,7% 3,1% 12,1% 12,7% 13,5% 8,8% 9,2% 9,8% 3,3% 3,6% 3,7% 4,4% 4,5% 4,8% 1,5% 1,5% 1,5%	1,9% 2,0% 2,1% 2,1% 2,6% 3,0% 3,3% 3,5% 0,8% 0,8% 0,9% 0,9% 40,4% 38,3% 36,5% 36,3% 3,58% 3,33% 3,29% 3,16% 36,8% 35,0% 33,2% 33,2% 31,5% 31,7% 31,2% 30,3% 77,2% 75,9% 74,0% 73,3% 4,9% 5,4% 6,1% 6,2% 0,9% 1,1% 1,3% 1,5% 1,5% 1,7% 1,7% 1,5% 12,1% 12,7% 3,1% 3,2% 12,1% 12,7% 13,5% 14,1% 8,8% 9,2% 9,8% 10,3% 3,3% 3,6% 3,7% 3,9% 4,4% 4,5% 4,8% 4,8% 1,5% 1,5% 1,5% 1,5%	1,9% 2,0% 2,1% 2,1% 2,1% 2,6% 3,0% 3,3% 3,5% 3,9% 0,8% 0,8% 0,9% 0,9% 0,9% 40,4% 38,3% 36,5% 36,3% 36,1% 3,58% 3,33% 3,29% 3,16% 3,00% 36,8% 35,0% 33,2% 33,2% 33,1% 31,5% 31,7% 31,2% 30,3% 29,9% 77,2% 75,9% 74,0% 73,3% 72,9% 4,9% 5,4% 6,1% 6,2% 6,3% 0,9% 1,1% 1,3% 1,5% 1,7% 1,5% 1,7% 1,7% 1,5% 1,3% 2,4% 2,7% 3,1% 3,2% 3,3% 12,1% 12,7% 13,5% 14,1% 14,6% 8,8% 9,2% 9,8% 10,3% 10,6% 3,3% 3,6% 3,7% 3,9% 4,0% 4,4% 4,5% 4,8%	1,9% 2,0% 2,1% 2,1% 2,1% 2,2% 2,6% 3,0% 3,3% 3,5% 3,9% 3,9% 0,8% 0,8% 0,9% 0,9% 0,9% 0,9% 40,4% 38,3% 36,5% 36,3% 36,1% 35,3% 3,58% 3,33% 3,29% 3,16% 3,00% 2,96% 36,8% 35,0% 33,2% 33,2% 33,1% 32,3% 31,5% 31,7% 31,2% 30,3% 29,9% 30,1% 77,2% 75,9% 74,0% 73,3% 72,9% 72,4% 4,9% 5,4% 6,1% 6,2% 6,3% 6,5% 0,9% 1,1% 1,3% 1,5% 1,7% 1,9% 1,5% 1,7% 1,7% 1,5% 1,3% 1,1% 2,4% 2,7% 3,1% 3,2% 3,3% 3,4% 12,1% 12,7% 13,5% 14,1% 14,6% 15,1% 8,8% 9,	1,9% 2,0% 2,1% 2,1% 2,1% 2,2% 2,2% 2,6% 3,0% 3,3% 3,5% 3,9% 3,9% 3,9% 0,8% 0,8% 0,9% 0,9% 0,9% 0,9% 1,0% 40,4% 38,3% 36,5% 36,3% 36,1% 35,3% 34,1% 3,58% 3,33% 3,29% 3,16% 3,00% 2,96% 2,86% 36,8% 35,0% 33,2% 33,2% 33,1% 32,3% 31,2% 31,5% 31,7% 31,2% 30,3% 29,9% 30,1% 30,4% 77,2% 75,9% 74,0% 73,3% 72,9% 72,4% 71,6% 4,9% 5,4% 6,1% 6,2% 6,3% 6,5% 6,6% 0,9% 1,1% 1,3% 1,5% 1,7% 1,9% 2,0% 1,5% 1,7% 1,5% 1,3% 1,1% 0,9% 2,4% 2,7% 3,1% 3,2% 3,3% <	1,9% 2,0% 2,1% 2,1% 2,1% 2,2% 2,2% 2,2% 2,6% 3,0% 3,3% 3,5% 3,9% 3,9% 3,9% 4,2% 0,8% 0,8% 0,9% 0,9% 0,9% 0,9% 1,0% 1,0% 40,4% 38,3% 36,5% 36,3% 36,1% 35,3% 34,1% 33,8% 3,58% 3,33% 3,29% 3,16% 3,00% 2,96% 2,86% 2,82% 36,8% 35,0% 33,2% 33,1% 32,3% 31,2% 30,9% 31,5% 31,7% 31,2% 30,3% 29,9% 30,1% 30,4% 30,2% 77,2% 75,9% 74,0% 73,3% 72,9% 72,4% 71,6% 71,5% 4,9% 5,4% 6,1% 6,2% 6,3% 6,5% 6,6% 6,7% 0,9% 1,1% 1,3% 1,5% 1,7% 1,9% 2,0% 2,1% 1,5% 1,7% 1,5%	1,9% 2,0% 2,1% 2,1% 2,2% 2,2% 2,2% 2,2% 2,6% 3,0% 3,3% 3,5% 3,9% 3,9% 4,2% 4,7% 0,8% 0,8% 0,9% 0,9% 0,9% 0,9% 1,0% 1,0% 1,1% 40,4% 38,3% 36,5% 36,3% 36,1% 35,3% 34,1% 33,8% 34,1% 3,58% 3,33% 3,29% 3,16% 3,00% 2,96% 2,86% 2,82% 2,74% 36,8% 35,0% 33,2% 33,1% 32,3% 31,2% 30,9% 31,3% 31,5% 31,7% 31,2% 30,3% 29,9% 30,1% 30,4% 30,2% 29,8% 77,2% 75,9% 74,0% 73,3% 72,9% 72,4% 71,6% 71,5% 71,8% 4,9% 5,4% 6,1% 6,2% 6,3% 6,5% 6,6% 6,7% 6,6% 0,9% 1,1% 1,3% 1,5% 1,7%	1,9% 2,0% 2,1% 2,1% 2,2% 2,1% 5,1% 0,8% 0,9% 0,9% 0,9% 0,9% 1,0% 1,0% 1,1% 1,1% 1,1% 1,1% 1,1% 1,1% 1,1% 1,1% 1,1% 1,1% 1,1% 1,1% 1,1% 33,9% 34,1% 33,8% 34,1% 33,9% 34,1% 33,9% 34,1% 33,9% 34,1% 33,9% 34,1% 33,9% 31,1% 31,1% 31,2% 30,9% 31,3% 31,1% 31,1% 30,9% 31,3% 31,1,1% 31,1% 30,9%	1,9% 2,0% 2,1% 2,1% 2,1% 2,2% 2,2% 2,2% 2,2% 2,3% 2,6% 3,0% 3,3% 3,5% 3,9% 3,9% 3,9% 4,2% 4,7% 5,1% 5,1% 0,8% 0,8% 0,9% 0,9% 0,9% 1,0% 1,1%<

Why does CT market share matter?





- S. Valiquette, J. Yong; UBS Global research: U.S. Healthcare Distribution CROs; CRO Investor Playbook for 2H15 (www.ubs.com/investmentresearch), 12 August 2015, pp. 1-15 Sahoo A. The CRO market outlook to 2016: Emerging markets, leading players, and future trends. SCRIP Business Insights 2011, Nov; Ref code BI00046-006
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Between 2007 and 2011 Canada lost approx. 0.5% share of global CT market – as a result the annual CT revenues have shrunk by approx. 20%

What can be done? – example Canada

Clinical trials – national priority in Canada







Canada's Research-Based harmaceutical Companies R&D Les compagnies de recherche pharmaceutique du Canada



An Action Plan to Help Attract More

Clinical Trials to Canada

To Your Health & Prosperity.





March 30, 2012



The Honourable Kelvin K. Ogilvie, Chair

The Honourable Art Eggleton, P.C., Deputy Chair

Developed markets including Canada managed to halt and even partially reverse outflow of industry CTs to Emerging markets

Industry sponsored Phase 2 and 3 CTs; % active sites 2013 - 2019

2000	2000	2040	2044	2042	2042	204.4	2045	2046	2047	2040	2040
2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1,9%	2,0%	2,1%	2,1%	2,1%	2,2%	2,2%	2,2%	2,2%	2,2%	2,3%	2,4%
2,6%	3,0%	3,3%	3,5%	3,9%	3,9%	3,9%	4,2%	4,7%	5,1%	5,1%	4,9%
0,8%	0,8%	0,9%	0,9%	0,9%	0,9%	1,0%	1,0%	1,1%	1,1%	1,1%	1,2%
40,4%	38,3%	36,5%	36,3%	36,1%	35,3%	34,1%	33,8%	34,1%	33,9%	34,4%	34,3%
3,58%	3,33%	3,29%	3,16%	3,00%	2,96%	2,86%	2,82%	2,74%	2,78%	2,80%	2,85%
36,8%	35,0%	33,2%	33,2%	33,1%	32,3%	31,2%	30,9%	31,3%	31,1%	31,6%	31,5%
31,5%	31,7%	31,2%	30,3%	29,9%	30,1%	30,4%	30,2%	29,8%	29,0%	28,3%	28,8%
77,2%	75,9%	74,0%	73,3%	72,9%	72,4%	71,6%	71,5%	71,8%	71,4%	71,2%	71,7%
4.00/	E 40/	6 10/	6.20/	6 20/	6 50/	6 60/	6 70/	6 69/	7.20/	7 70/	9.00/
	,	,	,	,				,	,	,	8,0%
0,9%	1,1%	1,3%	1,5%	1,/%	1,9%	2,0%	2,1%	2,0%	2,4%	2,7%	3,0%
1,5%	1,7%	1,7%	1,5%	1,3%	1,1%	0,9%	0,8%	0,7%	0,8%	0,8%	0,7%
2,4%	2,7%	3,1%	3,2%	3,3%	3,4%	3,7%	3,8%	3,8%	4,0%	4,2%	4,2%
12,1%	12,7%	13,5%	14,1%	14,6%	15,1%	15,7%	15,8%	15,6%	15,3%	14,8%	14,1%
8,8%	9,2%	9,8%	10,3%	10,6%	10,9%	11,4%	11,5%	11,3%	10,8%	10,4%	9,9%
3,3%	3,6%	3,7%	3,9%	4,0%	4,2%	4,3%	4,3%	4,3%	4,4%	4,4%	4,2%
4,4%	4,5%	4,8%	4,8%	4,7%	4,5%	4,5%	4,5%	4,4%	4,5%	4,6%	4,6%
1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,6%	1,6%	1,6%	1,6%	1,7%	1,7%
22,8%	24,1%	26,0%	26,7%	27,1%	27,6%	28,4%	28,5%	28,2%	28,6%	28,8%	28,3%
	2,6% 0,8% 40,4% 3,58% 36,8% 31,5% 77,2% 4,9% 0,9% 1,5% 2,4% 12,1% 8,8% 3,3% 4,4% 1,5%	1,9% 2,0% 2,6% 3,0% 0,8% 0,8% 0,8% 40,4% 38,3% 35,0% 31,7% 77,2% 75,9% 4,9% 5,4% 0,9% 1,1% 1,5% 1,7% 2,4% 2,7% 12,1% 12,7% 8,8% 9,2% 3,3% 3,6% 4,4% 4,5% 1,5% 1,5%	1,9% 2,0% 2,1% 2,6% 3,0% 3,3% 0,8% 0,9% 40,4% 38,3% 36,5% 3,58% 3,33% 3,29% 36,8% 35,0% 33,2% 31,5% 31,7% 31,2% 77,2% 75,9% 74,0% 4,9% 5,4% 6,1% 0,9% 1,1% 1,3% 1,5% 1,7% 1,7% 2,4% 2,7% 3,1% 12,1% 12,7% 13,5% 8,8% 9,2% 9,8% 3,3% 3,6% 3,7% 4,4% 4,5% 4,8% 1,5% 1,5% 1,5%	1,9% 2,0% 2,1% 2,1% 2,6% 3,0% 3,3% 3,5% 0,8% 0,8% 0,9% 0,9% 40,4% 38,3% 36,5% 36,3% 3,58% 3,33% 3,29% 3,16% 36,8% 35,0% 33,2% 33,2% 31,5% 31,7% 31,2% 30,3% 77,2% 75,9% 74,0% 73,3% 4,9% 5,4% 6,1% 6,2% 0,9% 1,1% 1,3% 1,5% 1,5% 1,7% 1,7% 1,5% 2,4% 2,7% 3,1% 3,2% 12,1% 12,7% 13,5% 14,1% 8,8% 9,2% 9,8% 10,3% 3,3% 3,6% 3,7% 3,9% 4,4% 4,5% 4,8% 4,8% 1,5% 1,5% 1,5% 1,5%	1,9% 2,0% 2,1% 2,1% 2,1% 2,6% 3,0% 3,3% 3,5% 3,9% 0,8% 0,8% 0,9% 0,9% 0,9% 40,4% 38,3% 36,5% 36,3% 36,1% 3,58% 3,33% 3,29% 3,16% 3,00% 36,8% 35,0% 33,2% 33,2% 33,1% 31,5% 31,7% 31,2% 30,3% 29,9% 77,2% 75,9% 74,0% 73,3% 72,9% 4,9% 5,4% 6,1% 6,2% 6,3% 0,9% 1,1% 1,3% 1,5% 1,7% 1,5% 1,7% 1,7% 1,5% 1,3% 2,4% 2,7% 3,1% 3,2% 3,3% 12,1% 12,7% 13,5% 14,1% 14,6% 8,8% 9,2% 9,8% 10,3% 10,6% 3,3% 3,6% 3,7% 3,9% 4,0% 4,4% 4,5% 4,8%	1,9% 2,0% 2,1% 2,1% 2,1% 2,2% 2,6% 3,0% 3,3% 3,5% 3,9% 3,9% 0,8% 0,9% 0,9% 0,9% 0,9% 0,9% 40,4% 38,3% 36,5% 36,3% 36,1% 35,3% 3,58% 3,33% 3,29% 3,16% 3,00% 2,96% 36,8% 35,0% 33,2% 33,2% 33,1% 32,3% 31,5% 31,7% 31,2% 30,3% 29,9% 30,1% 77,2% 75,9% 74,0% 73,3% 72,9% 72,4% 4,9% 5,4% 6,1% 6,2% 6,3% 6,5% 0,9% 1,1% 1,3% 1,5% 1,7% 1,9% 1,5% 1,7% 1,5% 1,3% 1,1% 2,4% 2,7% 3,1% 3,2% 3,3% 3,4% 12,1% 12,7% 13,5% 14,1% 14,6% 15,1% 8,8% 9,2% 9,	1,9% 2,0% 2,1% 2,1% 2,1% 2,2% 2,2% 2,6% 3,0% 3,3% 3,5% 3,9% 3,9% 3,9% 0,8% 0,8% 0,9% 0,9% 0,9% 0,9% 1,0% 40,4% 38,3% 36,5% 36,3% 36,1% 35,3% 34,1% 3,58% 3,33% 3,29% 3,16% 3,00% 2,96% 2,86% 36,8% 35,0% 33,2% 33,1% 32,3% 31,2% 31,5% 31,7% 31,2% 30,3% 29,9% 30,1% 30,4% 77,2% 75,9% 74,0% 73,3% 72,9% 72,4% 71,6% 4,9% 5,4% 6,1% 6,2% 6,3% 6,5% 6,6% 0,9% 1,1% 1,3% 1,5% 1,7% 1,9% 2,0% 1,5% 1,7% 1,5% 1,3% 1,1% 0,9% 2,4% 2,7% 3,1% 3,2% 3,3% 3,4% <t< td=""><td>1,9% 2,0% 2,1% 2,1% 2,1% 2,2% 2,2% 2,2% 2,6% 3,0% 3,3% 3,5% 3,9% 3,9% 3,9% 4,2% 0,8% 0,8% 0,9% 0,9% 0,9% 0,9% 1,0% 1,0% 40,4% 38,3% 36,5% 36,3% 36,1% 35,3% 34,1% 33,8% 3,58% 3,33% 3,29% 3,16% 3,00% 2,96% 2,86% 2,82% 36,8% 35,0% 33,2% 33,2% 33,1% 32,3% 31,2% 30,9% 31,5% 31,7% 31,2% 30,3% 29,9% 30,1% 30,4% 30,2% 77,2% 75,9% 74,0% 73,3% 72,9% 72,4% 71,6% 71,5% 4,9% 5,4% 6,1% 6,2% 6,3% 6,5% 6,6% 6,7% 0,9% 1,1% 1,3% 1,5% 1,7% 1,9% 2,0% 2,1% 1,5% 1,7%</td><td>1,9% 2,0% 2,1% 2,1% 2,2% 2,2% 2,2% 2,2% 2,6% 3,0% 3,3% 3,5% 3,9% 3,9% 3,9% 4,2% 4,7% 0,8% 0,8% 0,9% 0,9% 0,9% 0,9% 1,0% 1,0% 1,1% 40,4% 38,3% 36,5% 36,3% 36,1% 35,3% 34,1% 33,8% 34,1% 3,58% 3,33% 3,29% 3,16% 3,00% 2,96% 2,86% 2,82% 2,74% 36,8% 35,0% 33,2% 33,1% 32,3% 31,2% 30,9% 31,3% 31,5% 31,7% 31,2% 30,3% 29,9% 30,1% 30,4% 30,2% 29,8% 77,2% 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Closing remarks



- Large-scale market share outflow to developing markets halted ...or paused (?)
 - 70% of industry R&D CTs conducted in developed markets
- CEE remains a leader among emerging regions with 14.1% mkt share, with highest patient accessibility to CTs globally and highest CT reputation index
- BUT there are signs of market share erosion: between 2015 and 2019 CEE lost more than 1.5% of global mkt share:
 - minus 6,000 jobs
 - minus \$450m of pharma R&D investment annually
 - 15,000 fewer patients receiving cutting edge therapies
- In order to retain market share countries in CEE have to look for ways of making themselves more attractive, otherwise mkt share loss is likely to continue



Supplementary reading material:

Mišík V, Brady RV, Boleček M, Klech H: Recent trends in globalization of industry R&D clinical trials: are emerging markets losing their allure? Applied Clinical Research Clinical Trials and Regulatory Affairs, June 2017. Vol 4, pp. 175 - 182

THANK YOU



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