



# What a difference a day makes

MRN TED TALK PCMG 2021

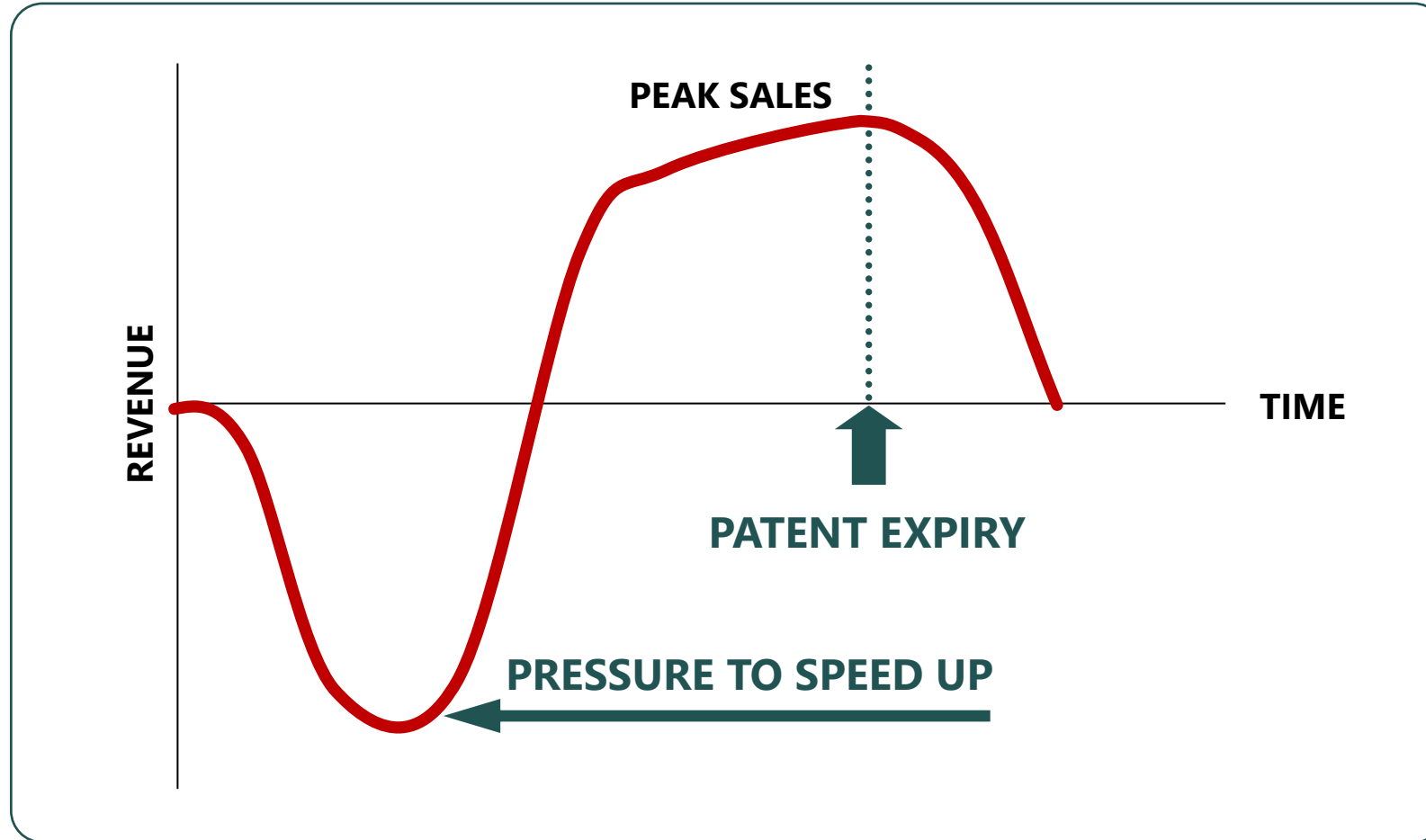


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# More medicines to more people



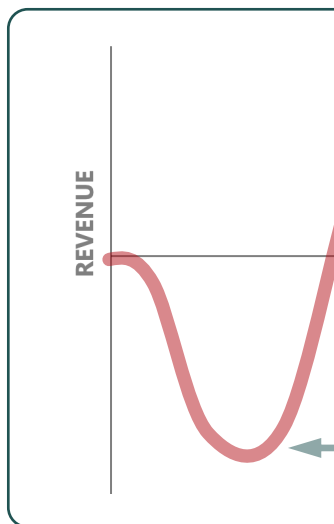
# More medicines to more people



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# More medicines to more people



## NOT ALL IMP MAKES IT TO MARKET



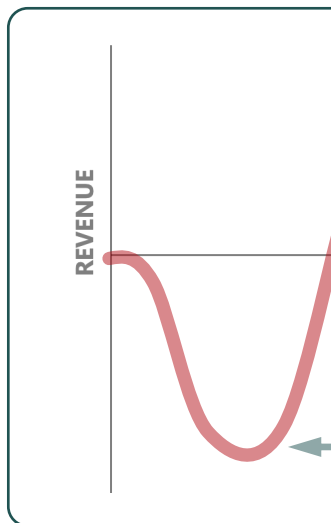
AVERAGE COST TO  
DEVELOP APPROX  
**\$200M**



AVERAGE DURATION  
OF DEVELOPMENT  
**7 YEARS**



# More medicines to more people



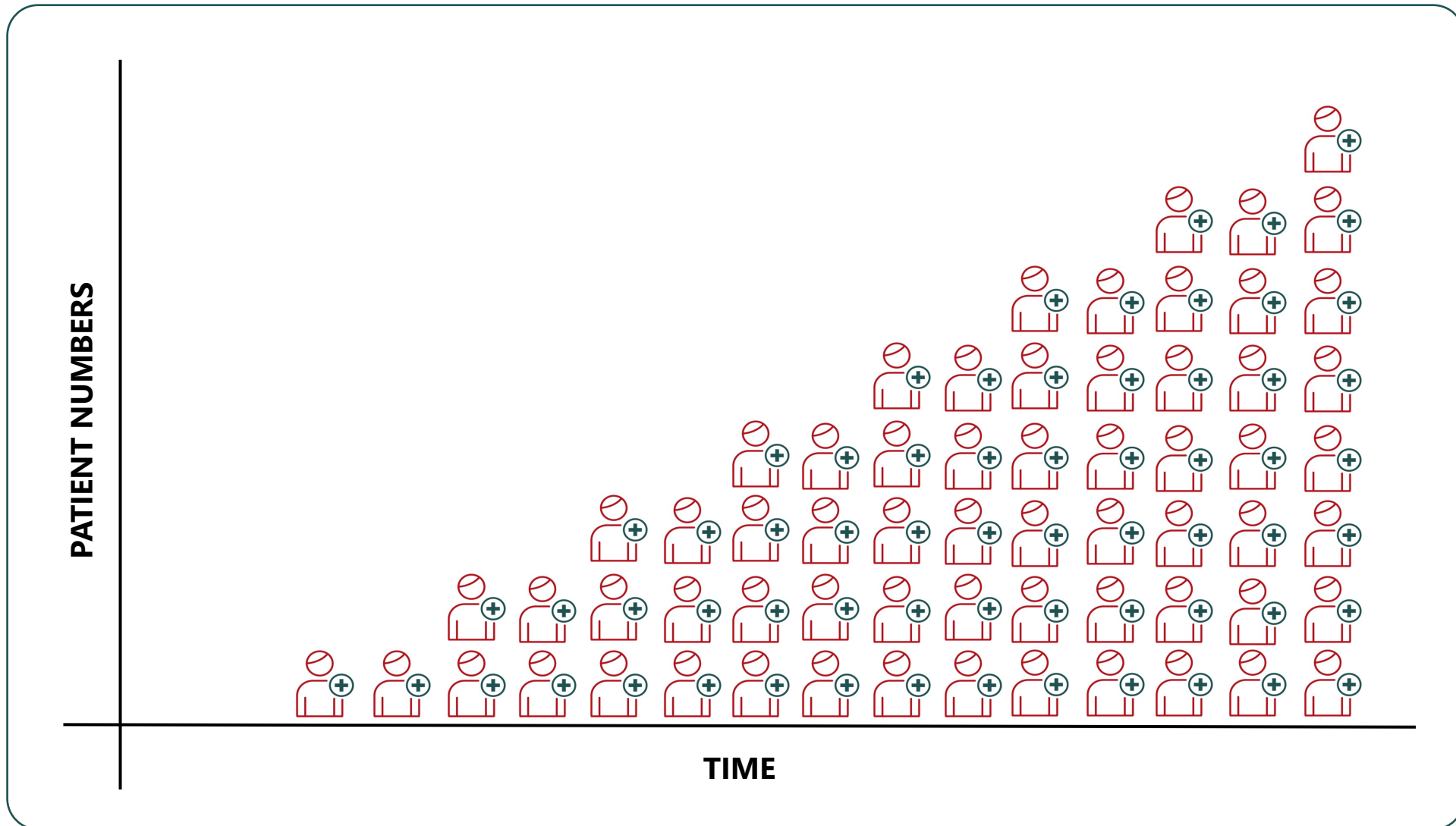
## NOT ALL IMP MAKES IT TO MARKET

COSTS THEREFORE ROUGHLY **\$29M** OR **\$112K**  
PER YEAR A DAY

NUMBER OF IMPS IN DEVELOPMENT = 7000  
Development time reduced by **1 day**  
= **\$0.78 BILLION SAVED**



# More medicines to more people



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# More medicines to more people

PARKINSON

**ONE DAY SPEED UP IN A PROGRAM  
= ~6650 MORE PATIENT DAYS**

90% PRODUCTS DON'T MAKE IT TO MARKET  
700 MARKETED = **~4.7M MORE PATIENT  
DAYS**



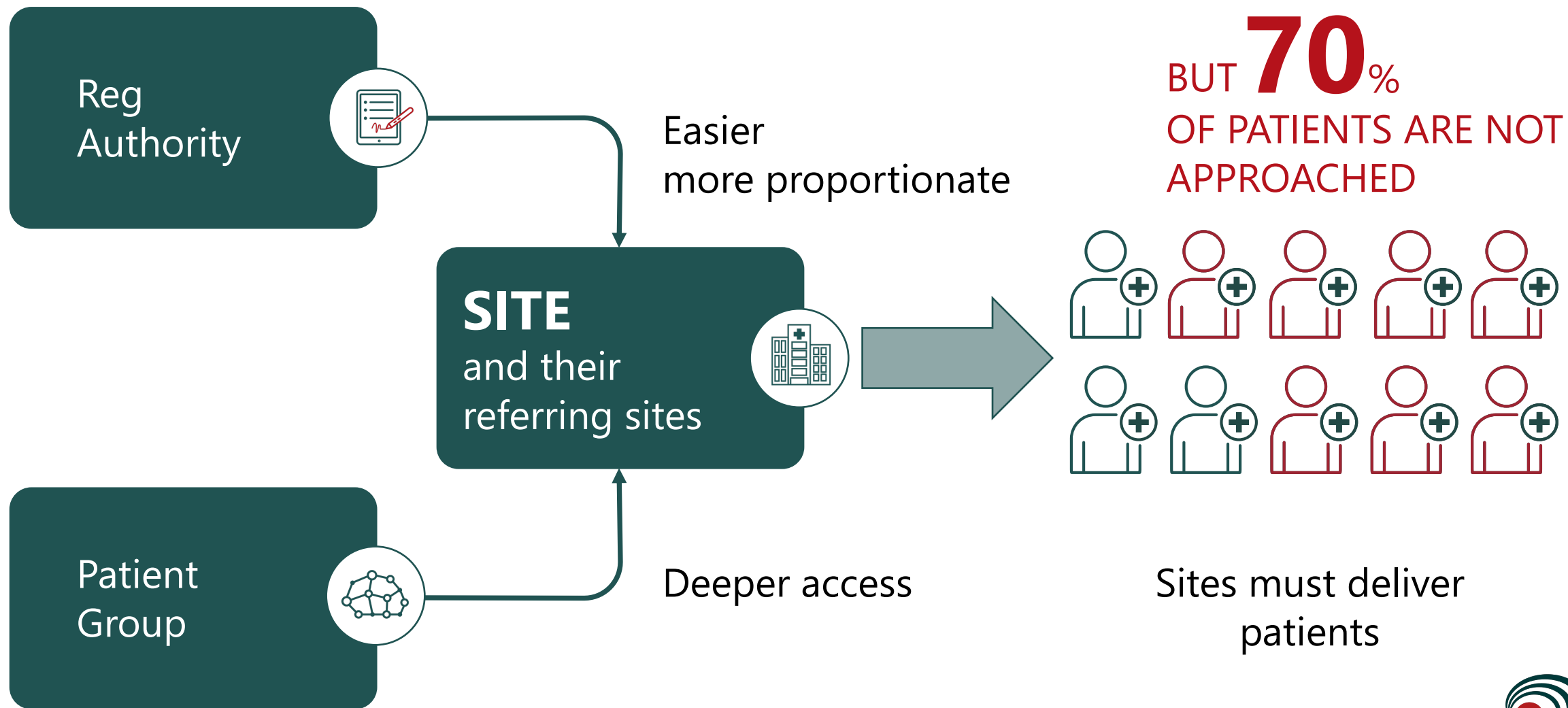
# HOW?



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# Why?



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# Why?



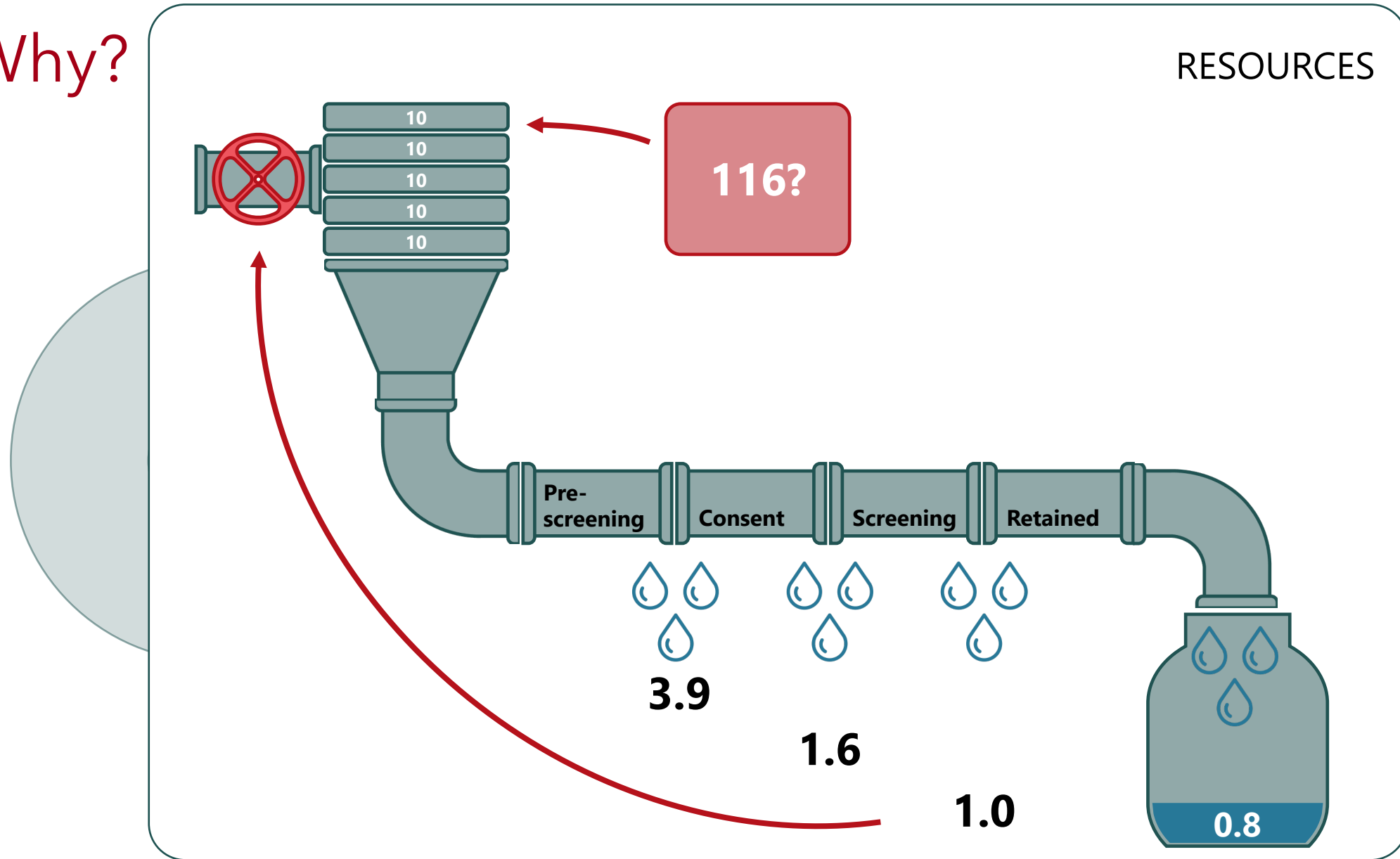
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28	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3
4	5	6	7	8	9	10



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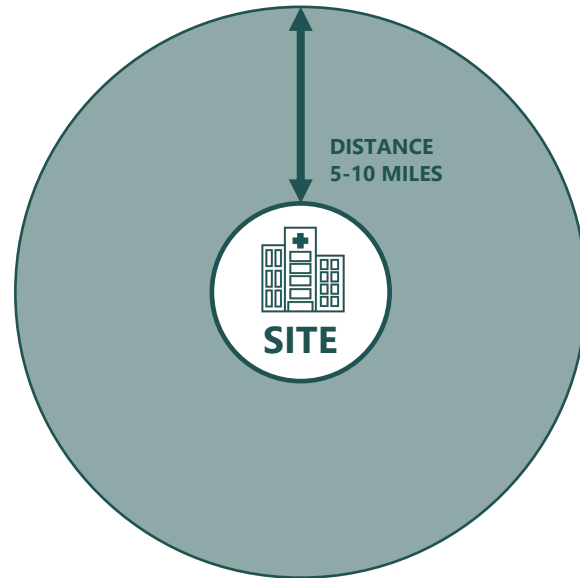
Why?



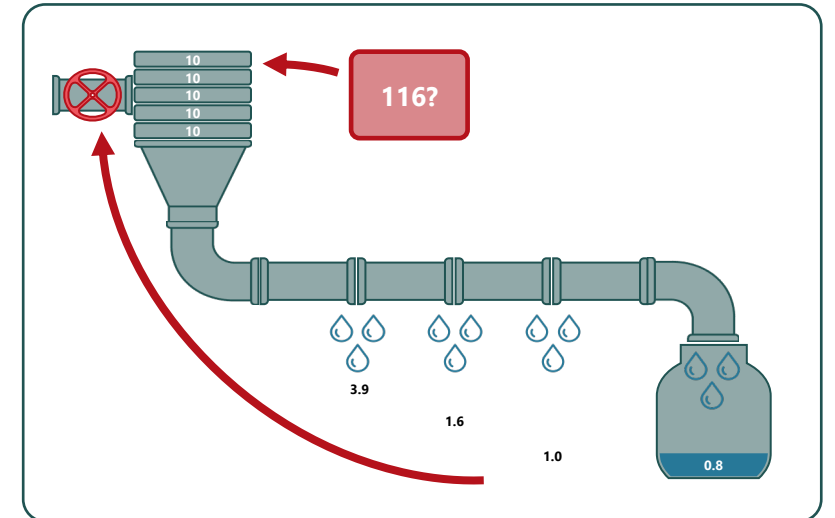
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# Why?



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# HTS impact

DISTANCE = PLACE OF CHOICE



**HOME**



**WORK**



**SCHOOL**



# HTS impact



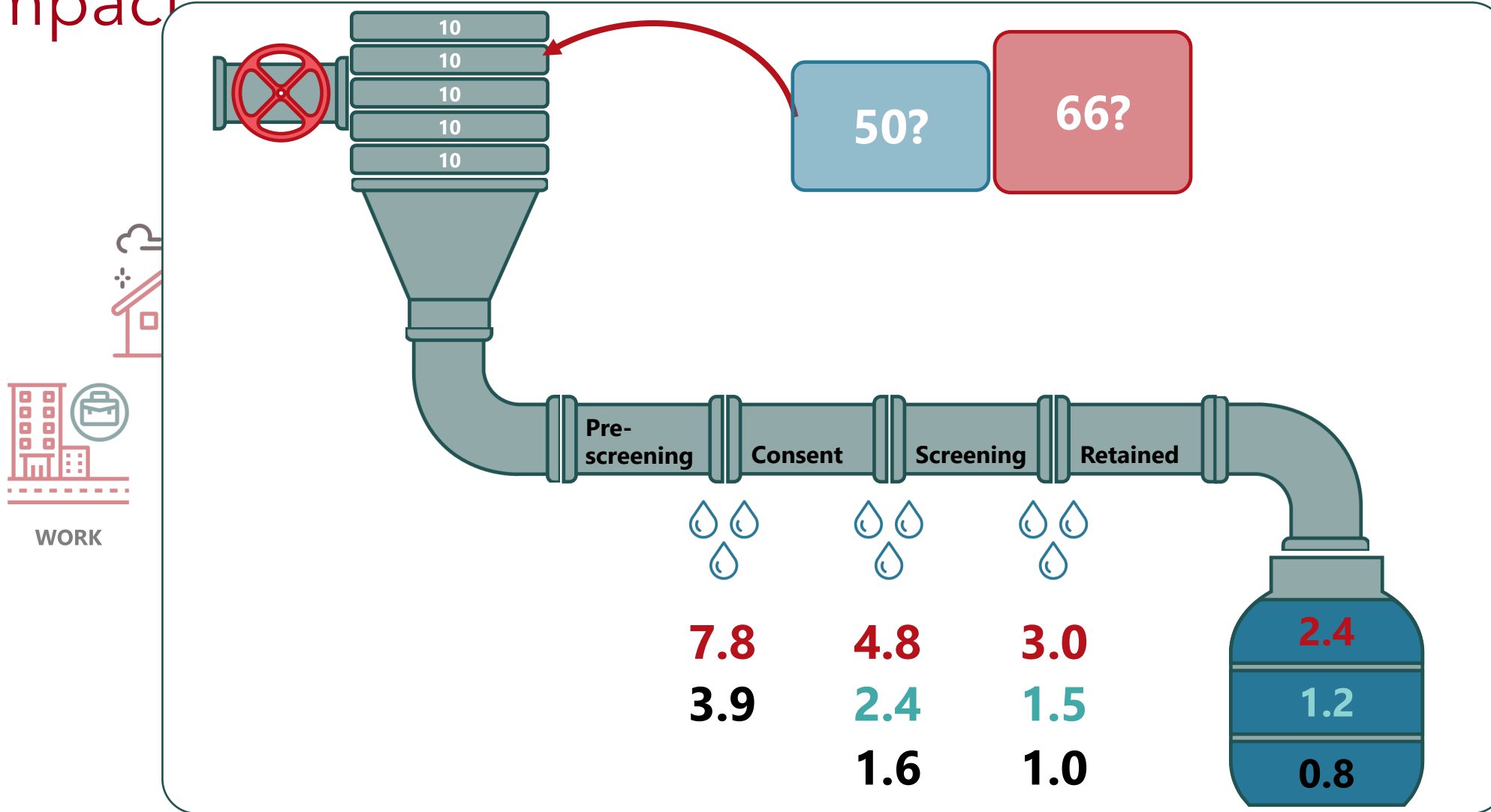
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# HTS impact

RESOURCES

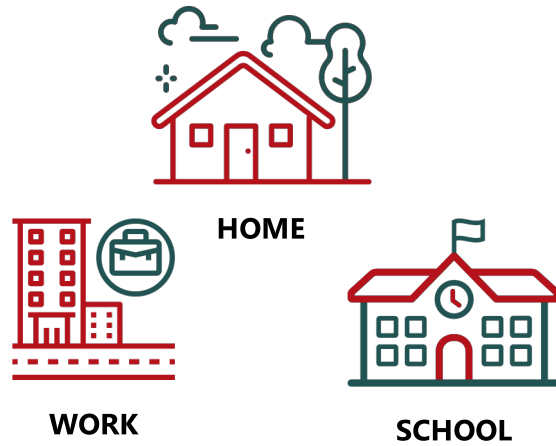


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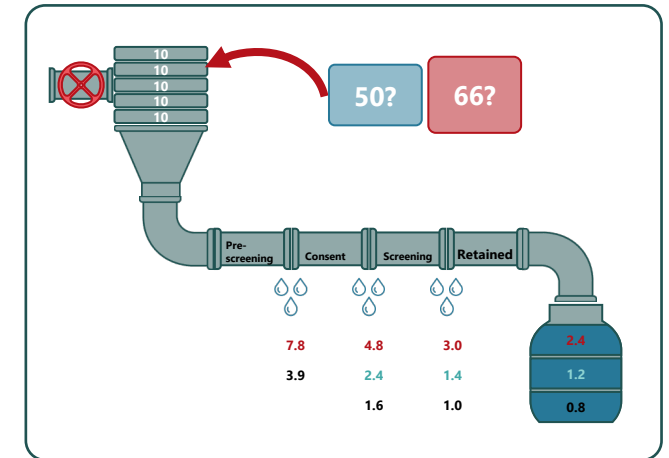




# HTS impact



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# Phase 3 Parkinson's disease trial

**50% of patients using HTS = 4.9 MONTH  
REDUCTION IN A PHASE III PARKINSON  
STUDY**

4.9 Months earlier to market =  
**\$225.3M IN INCREASED DRUG SALES**



# Phase 3 Parkinson's disease trial

**50% of patients using HTS = 4.9 MONTH  
REDUCTION IN A PHASE III PARKINSON  
STUDY**

4.9 Months earlier to market =  
**~1 MILLION MORE PATIENT DAYS**



# So what difference does a day make?

**COST REDUCTION** - \$0.78 BILLION SAVED

**PATIENT ACCESS** - 4.7M PATIENT DAYS

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## So what difference can MRN make?

**To date - 213 Trials**

- **55** products getting to market ~5 month's earlier
  - Potentially \$17bn in additional revenue
  - Roughly 55 million patient days
- **150** total products supported completing ~ 5 month's earlier
  - Potentially reduce costs by \$1.68 Billion
  - At a cost to date of circa \$180M



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