



Q3 VACCINE NEWS

RSV, Flu, Pneumonia, COVID

2024



Anchor Point
Insights

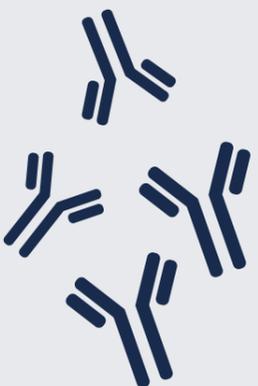
General Trends From Q3

- **RSV vaccine sales were significantly down**, with manufacturer leadership citing a variety of reasons, including **narrowed guidelines** from the CDC and prioritization of **updated COVID shots, which saw increased sales**
- An **earlier than anticipated start to the Flu season** led to unforecasted growth in Q3, though the trend is not expected to continue into Q4
- The **market share for vaccines is becoming more competitive** with innovative technologies (Flu/COVID) and expanded serotype coverage (Pneumonia) entering the landscape
- News of **potential political appointments further decreased vaccine manufacturer stocks** following a difficult quarter - and may continue to do so



Anchor Point's Perspectives

- **Recommendations from the CDC** continue to dynamically affect vaccine sales both positively (Pneumonia) and negatively (RSV) - *but* revised guidelines **may confuse or frustrate patients, leading to decreased adherence** (COVID)
- Manufacturers making a play for vaccine **self-administration** (AstraZeneca's FluMist) are hopeful that more convenient administration will increase sales - *but* **patients may be wary** to try at home delivery
- A rapidly changing **political environment** has led to widespread uncertainty across the pharmaceutical industry - *but* vaccine manufacturers now face additional challenges in **overcoming some public perception of safety and efficacy**



FLU



Key Manufacturers

moderna®

GSK

sanofi

Pfizer

AstraZeneca

- An **earlier-than-expected start to the flu season led to growth** (Sanofi, AZ), but overall vaccine sales are expected to be down slightly
- **Self administration** (AZ's FluMist) **offers a novel approach to accessibility**, but market impact and uptake won't be known until 2025
- **Development of mRNA flu vaccines continues** from both established flu and mRNA vaccine players, with **combo Flu / COVID vaccines** in the works



COVID

- Updated 2024-2025 vaccine **sales were unexpectedly elevated** for most manufacturers
 - *Pfizer's Comirnaty sales grew 9% YoY*
 - *BioNTech's COVID revenue was double analyst estimates*
 - *Moderna's Spikevax sales grew 3% YoY*
- Seasonal vaccines updated against emerging variants continue to be **recommended annually by the CDC for patients of all ages** and have had **surprisingly high public demand** following a recent surge in infections

Key Manufacturers

Pfizer

BIONTECH

moderna®

sanofi

novavax





RSV

Key Manufacturers



- Sales are down following the CDC's decision not to expand access to patients >60 yrs given the **increased risk of Guillain-Barré Syndrome**:
 - *GSK's Arexvy sales plummeted 74% YoY*
 - *Pfizer's Abrysvo decreased 15% YoY*
 - *Moderna's mRESVIA generated only 10% of expected revenue in its debut quarter*
- The market has grown more competitive with Pfizer **winning an additional FDA approval** in adults aged 18-59, but uptake is unlikely given the narrowed CDC guidelines

PNEUMONIA



- The CDC **expanded guidelines**, now recommending **all adults over 50** be vaccinated against pneumonia
 - *High-risk patients require repeat vaccination every 5 years*
- Sales for leading manufacturers' older products are declining in favor of **modern vaccines that target additional serotypes**
- Market expected to transiently grow in the near-to-short term

Key Manufacturers

