

FVIII - DEMAND

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Pamino.

0031

Ellen's Glen Road

RS/PW

14 November 1989

Dr Ludlam, Dr Lowe, Dr Gibson

Dear

RE: PROJECTED DEMAND FOR FACTOR VIII IN THE 1990's

I have been instructed to write a paper on the above subject to facilitate long term planning within the SNBTS. I should appreciate very much any guidance which you are able to give.

The estimated demand is 10.2 million IU in Scotland (1989-90) and it is anticipated that this will increase in 1990-91 to some 11.2 million IU (ie at the average UK growth rate of 10% per annum). Some questions that arise are:

1. Based on current average is a 10% annual growth rate likely to be maintained in the period 1991-99?
2. Is the number of haemophiliacs requiring Factor VIII therapy increasing? (Dr Rizza's data for the UK suggest so).
3. Are any changes in current usage foreseen? eg based on the Scandinavian reports that IU per annum are required to prevent joint damage, will Scottish patients be switched to such a regimen? If so, approximately what percentage would be likely to benefit from such a switch?
4. Are there any other factors which may materially alter the demand for Factor VIII in Scotland in the period 1991-99?

I realise that <sup>it</sup> may be difficult, if not impossible, to give definite answers to the above points. I do not expect this, but would appreciate your 'best guess' based on your experience and knowledge.

With thanks for your continued assistance.

Best regards

Yours sincerely

R R C Stewart  
Clinical Trials Manager