

## Press Release



### ***Daiichi Sankyo, Inc. Publishes Second Edition of Pain Trends Report***

*Findings Will Be Presented at Academy of Managed Care Pharmacy (AMCP) Nexus Industry Workshop*

**Basking Ridge, NJ (October 23, 2018)** – Daiichi Sankyo, Inc. today announced that the Company has released the second edition of the *Pain Trends Report*, which reviews trends in pain management and their impact on today’s healthcare landscape. Compiled through a survey of clinicians, payers and employers, the report highlights key topics of relevance to the current pain landscape, including unmet needs, treatment approaches, economic impact and the opioid abuse crisis. Findings will be presented today during an industry workshop at the Academy of Managed Care Pharmacy (AMCP) Nexus 2018 meeting in Orlando, FL.

“In the two years since we published the first edition of the *Pain Trends Report*, the pain category has undergone continued transformation with increased attention from a variety of perspectives. The second edition provides information on how the landscape continues to evolve,” said Ken Keller, President, Administrative and Commercial, Daiichi Sankyo, Inc. “We published the report as part of our commitment to being a responsible partner in the appropriate management of pain, and we’re confident it will help enhance our collective understanding of the complex issues involved.”

Key insights from the report include:

- 65% of payers are using quantity limits as a strategy to minimize opioid abuse
- 61% of clinicians have shortened the duration of initial opioid prescriptions in the past two years and
- 64% of employers rated pain as a top cost driver related to impaired productivity

To download a copy of the full report, please visit [paintrends.com](http://paintrends.com).

#### **Survey Methodology**

The survey was conducted by Managed Markets Communications, a Syneos Health Company and sponsored by Daiichi Sankyo, Inc. Quantitative web-based surveys were administered to clinicians (n=169), payers (n=40) and employers (n=25) in September and October of 2017. Individual telephone interviews were conducted with a subset of respondents to gain additional insights to support survey findings. An Editorial Board of five key opinion leaders representing payers and clinicians reviewed the surveys and helped with both data interpretation and report development. Members of the Editorial Board were compensated by Daiichi Sankyo, Inc., for their contributions.

#### **About Daiichi Sankyo**

Daiichi Sankyo Group is dedicated to the creation and supply of innovative pharmaceutical products to address diversified, unmet medical needs of patients in both mature and emerging markets. With over 100 years of scientific expertise and a presence in more than 20 countries, Daiichi Sankyo and its 15,000 employees around the world draw upon a rich legacy of innovation and a robust pipeline of promising

new medicines to help people. In addition to a strong portfolio of medicines for hypertension and thrombotic disorders, under the Group's 2025 Vision to become a "Global Pharma Innovator with Competitive Advantage in Oncology," Daiichi Sankyo research and development is primarily focused on bringing forth novel therapies in oncology, including immuno-oncology, with additional focus on new horizon areas, such as pain management, neurodegenerative diseases, heart and kidney diseases, and other rare diseases. For more information, please visit: [www.daiichisankyo.com](http://www.daiichisankyo.com). Daiichi Sankyo, Inc., headquartered in Basking Ridge, New Jersey, is a member of the Daiichi Sankyo Group. For more information on Daiichi Sankyo, Inc., please visit: [www.dsi.com](http://www.dsi.com).

### **About Commitments in Pain Care**

*Commitments in Pain Care* is a program that reflects Daiichi Sankyo, Inc.'s dedication to responsibly bringing innovative medicines to patients in pain and being a part of the solution to controlled substance abuse. The program is designed to engage and educate key stakeholders around responsible pain management, including patients and caregivers, healthcare professionals, advocates, employees and others. Pain management may require the appropriate use of prescription medicines including controlled substances such as opioids, and these medicines may be associated with many safety concerns including diversion, misuse, abuse, addiction, or overdose. *Commitments in Pain Care* underscores the Company's dedication to undertaking the marketing and distribution of its pain medicines, as well as engagement with stakeholders, with a great sense of responsibility and professionalism. To learn more about *Commitments in Pain Care*, please visit: [www.CommitmentsinPainCare.com](http://www.CommitmentsinPainCare.com).

Contact:

Alyssa Dargento  
Daiichi Sankyo, Inc.  
[adargento@dsi.com](mailto:adargento@dsi.com)  
908-992-6632