AMCP Webinar: Market Insights – Future Treatments in Migraine and Cluster Headaches

April 2, 2020

From AMCP Nexus 2019



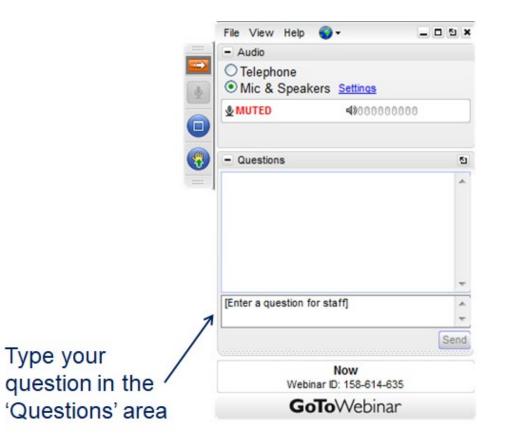
Optimizing medicin Improving lives.

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How to Ask a Question









Welcome Matt Lowe, Vice President, Business Strategies. AMCP



Moderator and Presenter Destin Sampson, PharmD, MBA Managing Director VEO Market Access



AMCP Market Insights Overview



- Association-led research with AMCP members and nonmembers at regional and national plans
- Blinded format to allow participation and candid feedback
- **Topics are based upon category**, not product, to provide a holistic view of management
- Programs are focus group meetings or virtual programs
 with Clinical Key Opinion leader presentation
- Current and future treatment options are addressed to understand clinical and medical management utilization approaches



Migraine Market Insights

AMCP Nexus 2019 Moderator and Presenter: Destin Sampson, PharmD, MBA Managing Director VEO Market Access

Agenda

Guest Speaker:

Jessica Ailani M.D. FAHS

- Director, Medstar Georgetown Headache Center
- Associate Professor Neurology
- Medstar Georgetown University Hospital

Time	Session Title
7:30 AM - 8:00 AM	Breakfast
8:00 AM - 8:45 AM	Welcome & Setting the Stage for the Day
8:45 AM - 10:00 AM	Migraine Management- Laying the Foundation Acute Management Presenter: Jessica Ailani, MD
10:00 ам — 10:15 ам	Break
10:15 ам — 12:00	Migraine Management – Laying the Foundation Preventative Management Presenter: Jessica Ailani, MD
12:00 рм – 12:30 рм	Lunch
12:30 рм — 1:30 рм	Cluster Headache- Differentiation & Management Approaches Presenter: Jessica Ailani, MD
1:30 рм – 2:00	Putting it all together – Group Discussion
2:00 рм – 2:15 рм	Break
2:15 рм – 2:45 РМ	Workshop 1:
2:45 рм – 3:00 рм	Wrap-up and Closing Remarks



Objectives

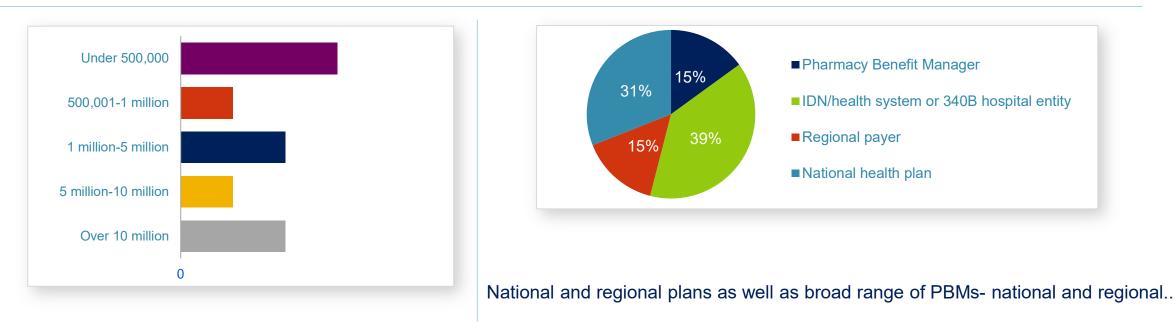
- Understand how AMCP members identify and manage members with migraine and cluster headaches
- Identify how payers establish coverage criteria for new migraine therapies
- Define key information required for payers to aid product differentiation, treatment protocols, and utilization review to ensure optimal outcomes for members
- Understand types of RWE needed for use in formulary decision-making and gaps in currently available data
- Define the role of non-pharmaceutical treatment options in patient management



Methodology

- 6-hour live meeting on November 1 at 2019 AMCP NEXUS
- Roundtable format, with presentations and group discussion
- > 30 million lives covered







Meeting Overview

Setting the Stage: Premeeting Survey Results

Clinical Overview: Defining Migraine and Cluster Headaches

Clinical Overview: Laying the Foundation for Episodic Treatments

Migraine Management: Laying the Foundation for Preventive Management

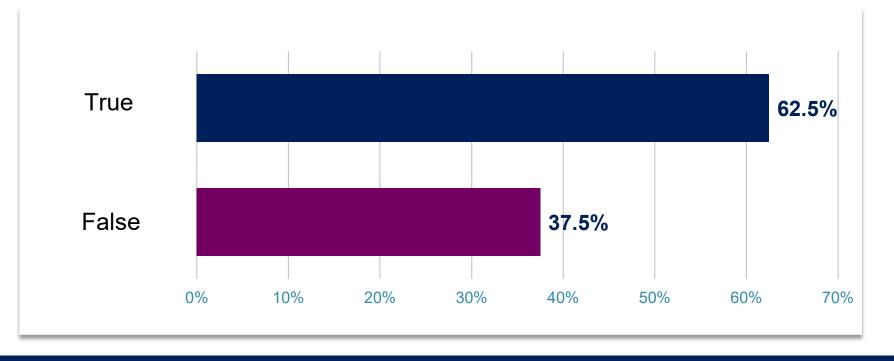
Cluster Headache: Differentiation and Management Approaches



Executive Summary

Most participants perceived the need to fail more than one triptan to gain access to the CGRP class

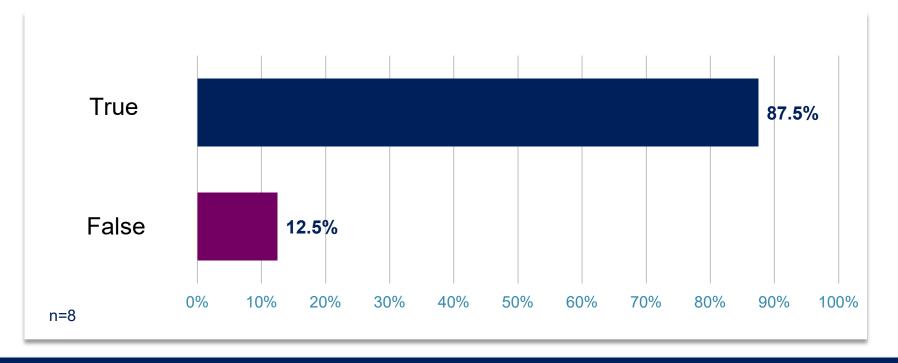
Failing one triptan is a reasonable step edit before allowing coverage for a CGRP monoclonal antibody antagonist to treat cluster headache disease.





Almost all participants were aware of the lack of response to triptan therapy in patients

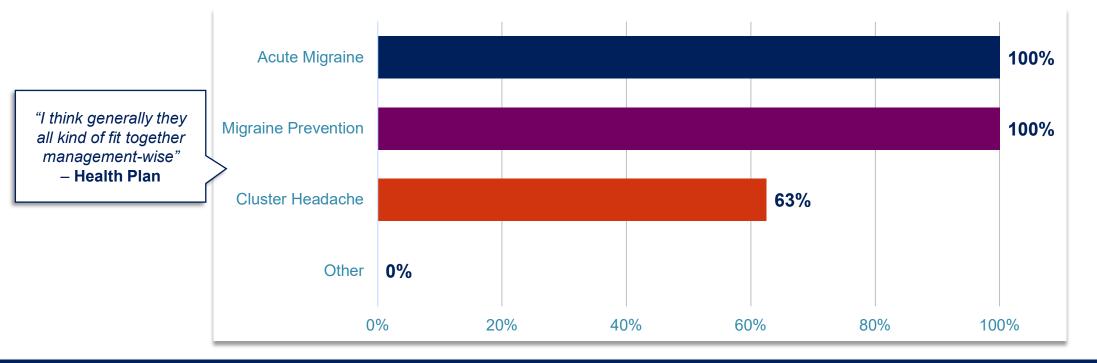
About 30–40% of people with migraine do not respond adequately to triptan therapy.





Prior to meeting, just over half of participants considered cluster headaches in the migraine category

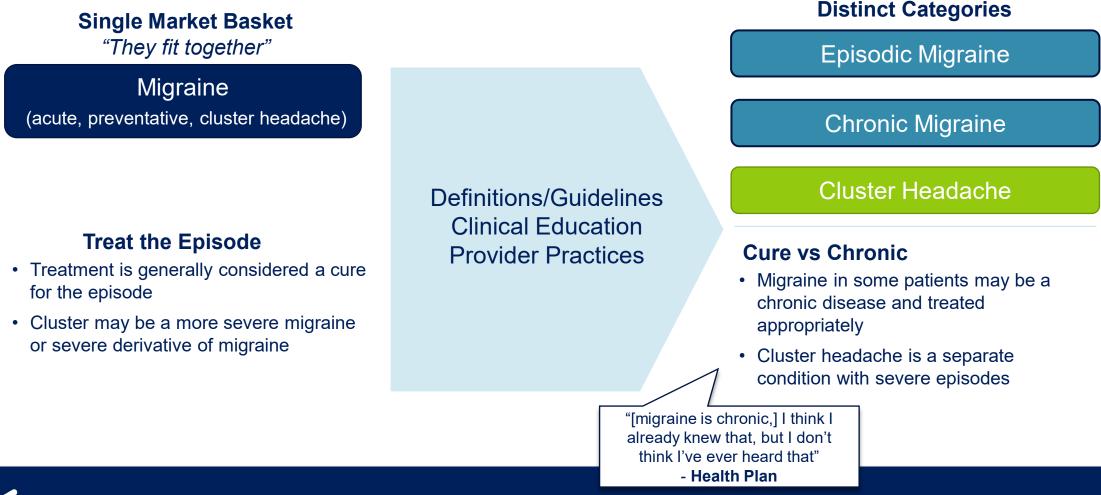
In defining the migraine category for formulary, which types of headache diagnosis are included: (select all that apply)





General Meeting Overview

Improved education of migraine and cluster headache altered the participants' perception of the condition and the therapies





Recently Approved CGRPs & Novel Mechanism

	Acute / Episodic	Prevention	Cluster Headache	Oral	SQ	IV
erenumab (Aimovig)		Х			Х	
galcanezumag (Emgality)		Х	X		Х	
fremanezumab (Ajovy)		Х			Х	
	Recently ap	proved since A	MCP Market Ins	sights Meeti	ng	
eptinezumab (Vyepti)	X	X				X
lasmiditan (Reyvow)	X			X		

X

MC	Ρ		
rimegepant Nurtec ODT	X		

Episodic and Chronic Migraine

Definitions for Episodic Migraine and Treatment Recommendations

Migraine

Without Aura:

At least five attacks

Attacks last 4-72 hours untreated

At least 2 of the following 4 characteristics

- Unilateral location
- Pulsating quality
- Moderate or severe pain intensity
- Aggravation by or causing avoidance of routine physical activity

During headache at least 1 of the following

- Nausea and/or vomiting
- Photophobia and phonophobia

With Aura:

At least 2 attacks

1 or more of the following fully reversible aura symptoms

• Visual, sensory, speech/language, motor, brainstem, retinal

At least 2 of the following 4 characteristics:

- At least one aura symptom spreads gradually over 5 minutes, and/or two or more symptoms occur in succession
- Each individual aura symptom lasts 5-60 minutes
- At least one aura symptom is unilateral
- Aura is accompanied, or followed within 60 minutes, by headache

Transient ischemic attack has been excluded

Migraine Treatment Recommendations

Level A:	Level B:
All triptans	Anti-emetics:
DHE Nasal Spray	IV Metoclopramide & Prochlorperazine
NSAIDs:	Anti-dopamine:
Diclofenac, aspirin, naproxen, ibuprofen	IV Chlorpromazine & Droperidol IV
	Ergots: IM/IV DHE
Acetaminophen	5
Acetaminophen/aspirin/caffeine 500/500/130 mg	NSAIDS: Ketorolac
Acetaminophen 1000 mg (for non- incapacitating attacks)	Opioids : Codeine/acetaminophen Tramadol/acetaminophen
Butorphanol nasal spray	

Marmura MJ. Headache 2015



Treatment of a migraine attack is managed primarily by the PCP who may not have the appropriate expertise

Clinical Insights into Patient Experience and Prognosis

Patients struggle to receive appropriate treatment

• PCPs will often recommend multiple therapies (OTC, herbals, opioids) over the course of months and even years before obtaining appropriate therapy

Contraindications and adverse effects prevent patients from receiving adequate therapy

- Many therapies are associated with adverse effects: cardiovascular, gastrointestinal, sedation
- Contraindications include pregnancy and breastfeeding

Poorly treated patients are increased risk for transitioning to chronic migraine

- Non-adherence to medication
- Overuse of medication, caffeine
- Increased headache frequency
- Frequently, receive opioids or barbiturates (~40%)

"You're looking to wait six months to get treatment... primary care treats the vast majority of migraine " - Health Plan

"Patients who failed a triptan or don't refill it are getting opioids and barbiturates" – **Headache Specialist**

"We don't get diagnosis codes on opioids [to manage them in migraine]" -PBM



Nerivio (recently approved disposable device) for Acute Treatment and Cluster Is Favorable Among Participants

Participants agreed the clinical data is sufficient to be considered in their review of therapies for acute migraine

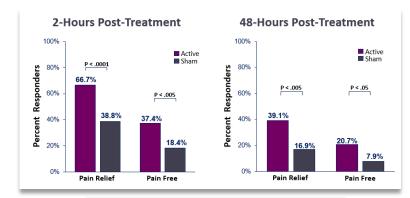
- Health plans recommend registering with MediSpan and First Data to enable the placement on the pharmacy benefit and proper adjudication
- Allowing PBMs to manage the distribution and adjudication would be preferable for most plans
- · Positioning the product for placement on the medical benefit would not be covered

Participants suggested the following evidence or endpoints which would assist in the renewals/reauthorizations of the product:

- Reduction in ER visits
- Medication-sparing (triptans, opioids)
- Decrease in office visits
- PROs practical and clinically in use
- Use in pregnancy
- Decrease in exacerbations / attacks
- Reduction in medication overuse migraines

Participants recognized the positioning of a device as a good option especially for those patients who may be intolerant, contraindicated or at risk for rebound migraine

- Validation of a patient ability to use the device effectively would be required by payers
- · Communications should tell the story of the value of the product in a direct and succinct manner
 - Burden and risk of patients with migraine
 - Clinical evidence of the device
 - Potential cost implication of patients using the device
- Training and patient support to ensure appropriate utilization (hub services, provider certifications and patient training)





The expected price range for such a device would be between \$300 to \$500



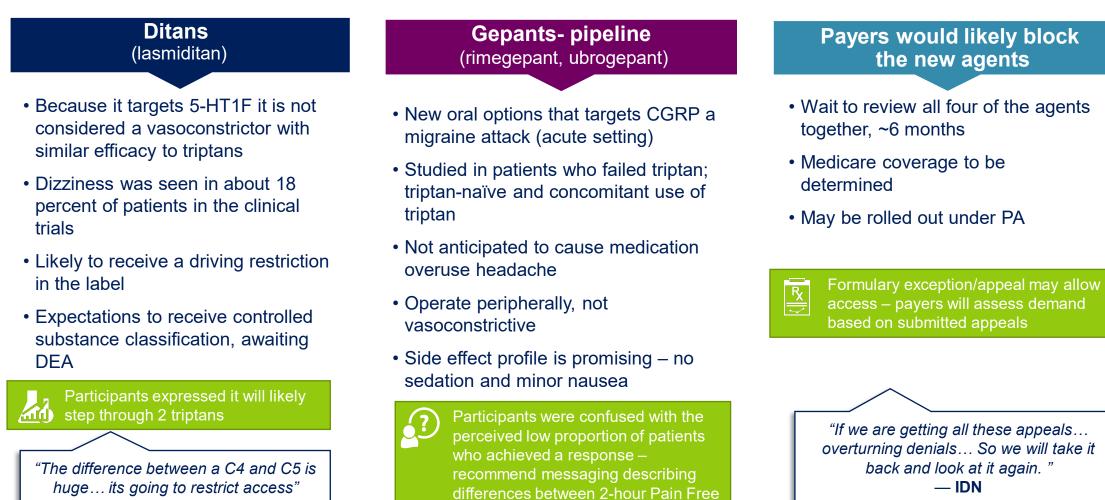
Novel Agents for Acute Migraine: Ditans and Gepants

	REYVOW (lasmiditan) <	NURTEC ODT (rimegepant) (Biohaven)	UBRELVY (Ubrogepant) (Allergan)
Class	Ditan	Gepant	Gepant
Indication	Acute	Acute	Acute
Mechanism	5-HT _{1F} Receptor Agonist [*]	Small Molecule CGRP Receptor Antagonist	Small Molecule CGRP Receptor Antagonist
Formulation	Oral Tablet	Orally Disintegrating Tablet	Oral Tablet
2-Hour Pain Free Vs Placebo	SPARTAN - Phase 3 SAMUARI - Phase 3	301 - Phase 3 302 - Phase 3	Achieve I - Phase 3 Achieve II - Phase 3
Study 1	38.6% vs 21.3%	19.2% vs 14.2%	21.2% vs 11.8%
Study 2	32.2% vs 15.3%	19.6% vs 12.0%	21.8% vs 14.3%

*Launched since date of meeting



Payers will likely wait for all newer agents to be approved then review the entire class



and 2-hour Pain-Relief endpoints

AMCP

— Health Plan

Opportunities for Potential Positioning of the Novel Agents

1

Segment plans, PBMs and IDNs which separate management of Acute Migraine, Migraine Prevention and Cluster Headache

Payer Unmet Need in Managing Acute Migraine



Identify and quantify patients who are:

- Cardiovascular risk (contraindicated)
- Unable to tolerate the sedative effects of triptans
- At risk for medication overuse migraine

Potential outcomes of interest with payers:

- Decrease in ER visits
- Hospitalizations
- Outpatient visits
- Medication sparing (opioids; triptans)



Engage in a campaign to educate PCPs on the treatment of migraine and the specific needs of patients who might not be candidates for triptans



Definitions of Chronic Migraine and Treatment Options

Chronic	Migraine		Migraine	Preventive	Treatments	
High volume of	8 days/month with migraine symptoms or	Level A Effective	Level B: Probably effective	Level C: Possibly effective	Level U: Inadequate or conflicting	Ineffective
attacks (more than 15 days/month) for more than 3 months	headache relieved by triptan	AEDs Divalproex Valproate	SNRI/TCA Amitriptyline Venlafaxine	ACE Lisinopril	CA inhibitor Acetazolamide Anticoagulants	NOT effective Lamotrigine
		Topiramate B-blockers Metoprolol	B-blockers Atenolol Nadolol	α-agonists Clonidine Guanfacine	Coumadin Picotamide SSRI /SSNR1	Probably NOT effective Clomipramine
A minimum of 5 attacks meet criteria for migraine with or without aura	Less likely to be employed; more likely to overuse, and more refractory to treatment (2-3 acute options)	Propranolol Timolol *CGRP MAB Erenumab aooe Fremanezumab vfrm Galcanezumab gnlm	ARB Candesartan	AEDs Carbamazepine B-blockers Nebivolol Pindolol Leukotriene Antag	Fluvoxamine Fluoxetine AEDs Gabapentin TCAs Protriptyline B-blockers Bisoprolol Ca++ Blockers Nicardipine	Possibly NOT effective Clonazepam Oxcarbazepine
ICHD 3 Cephalalgia 2018; 38:1-21 Marmura MJ. Headache 2015				Cyproheptadine	Nifedipine Nimodipine Verapamil	



Silberstein SD. Neurology 2012

The expansion of the prevention category offers challenges and opportunities for plans, providers and manufacturers

The influx of new agents targeted to migraine

Low awareness of the diagnosis of conditions

Volume of patients and scarce credentialed providers

Patient economic burden is undefined and unrecognized in the data

- The CGRPs are projected a 3-fold increase in sales by 2020 (Burke et al. 2019)
- 4 new agents expected for approval by Q2 2020
- Lack of perceived clinical differentiation will fuel contract negotiations with multiple options

Plans question the competency of a typical family practice physician or their mid level providers to differentiate between acute and chronic migraine

- Introduction of new agents attracts an influx of patients hoping to find an agent that works for them
- Number of neurologists is decreasing every year
 - 500 headache specialists to treat 40 million patients
- Several plans may not have access to specialists
- Many health plans do not have the ability to stratify patients within the migraine category (acute, prevention, cluster)
- Few studies to effectively represent the economic burden relieved by effective prevention of migraine

- Plans will likely aim to restrict access to newer agents to drive rebate revenue
- Plans and providers will seek education on the diagnosis and treatment of chronic migraine
- Innovative plans will separate the acute from prevention – but others will struggle
- Plans will respond to provider requests for denials to maintain provider satisfaction
- Plans need assistance identifying the appropriate patient within their populations
- Opportunities to quantify the patient burden include medication-sparing (triptan, opioid)



Only the CGRPs are uniquely indicated to prevent migraine – but payers will likely continue to favor generic options

Over 40 drug therapies used to prevent migraine

- Variable rates of response
- Rarely curative
- Can have adverse effects

2 neurostimulation devices FDA cleared for migraine prevention

 Supraorbital transcutaneous nerve stimulator, Single pulse transmagnetic stimulator

"We want to make sure they tried a preventative treatment, not just a triptan, [prior to a CGRP]" - PBM

Only 8 agents FDA approved for prevention of migraine

- Propranolol,
- Timolol.
- Dilvalproex sodium,
- Topiramate,
- Onabotulinum toxin A
- Erenumab-aooe,
- Fremanezumab-vfrm.
- Galcanezumab-gnlm,

Unique Headache

Indications

Lipton Headache 2015



The pipeline activity of the CGRP class will likely draw increased attention and scrutiny of migraine

	In	dications		Adminis	tration	
	Acute / Episodic	Preventation	Cluster Headache	Oral	SQ	IV
Erenumab (Aimovig)		х			х	
Galcanezumab (Emgality)		х	х		х	
Fremanezumab (Ajovy)		х			х	
		Investigationa	al Agents			
Eptinezumab	x	x				x
Gepants (category)	x			x		

The introduction and expansion of CGRPs is driving greater awareness of migraine

- Current awareness of the differentiating factors three indications (acute, preventative, and cluster headache) remains low
- Payers will likely favor agents on the pharmacy benefit (SC and oral)
- IV products would likely need differentiating clinical evidence to gain coverage



Payers' limited familiarity with migraine and cluster opens potential study opportunities to improve CGRP positioning

Participants expressed the need for greater understanding on:

- Burden of the adverse effects:
 - Sedation
 - Driving impairment
 - Medication overuse headaches
 - Non-adherence to medication (triptans, topiramate, divalproex, beta-blockers, antidepressants
- Patient characteristics contraindicated for triptans
 - History of coronary artery disease, stroke, or transient ischemic attack
 - Peripheral vascular disease
 - Uncontrolled hypertension
 - Ischemic bowel disease
 - Pregnancy

Some payers may seek other measures beyond clinical trials for differentiation:

Burden:

- Overuse of medication: patients who receive contraindicated therapy (CV, gastrointestinal events, pregnancy, other)
- Switching practices, (frequency, outcomes)
- Non-adherence to medication (triptans, topiramate, divalproex, beta-blockers, antidepressants) due to adverse events

Reduction in economic outcomes: ER visits, outpatient visits, hospitalizations

Reduction in medication overuse or misuse: triptans, opioids

Patient Reported Outcomes: practiced or performed in the clinic

...I like adjusted quality-of-life here and PROs and patient satisfaction surveys because [of the significant] indirect costs" –Health Plan



CGRP product exclusions from formulary may indicate unrecognized clinical differentiation, limited indications and perhaps a unique MOA

Payers generally perceive the CGRPs to be clinically equivalent



Drivers of formulary exclusions with CGRPs

- Undifferentiated clinical evidence and lack of real-world data
- Contracting based on one-of-two scenarios net cost goal

...we've looked at them all and found them to be clinically equivalent. So you don't need them all... throw them over to trade and they do their thing." –IDN



Influence of Indications on Contracting Negotiations

Fulfills goal of a stable formulary over a longer time period

 In the absence of differentiation, more indications (acute, preventive and/or cluster headache) would likely have prove an advantage

"Emgality... may have a little bit of leg up [with the cluster headache indication]" – **PBM**



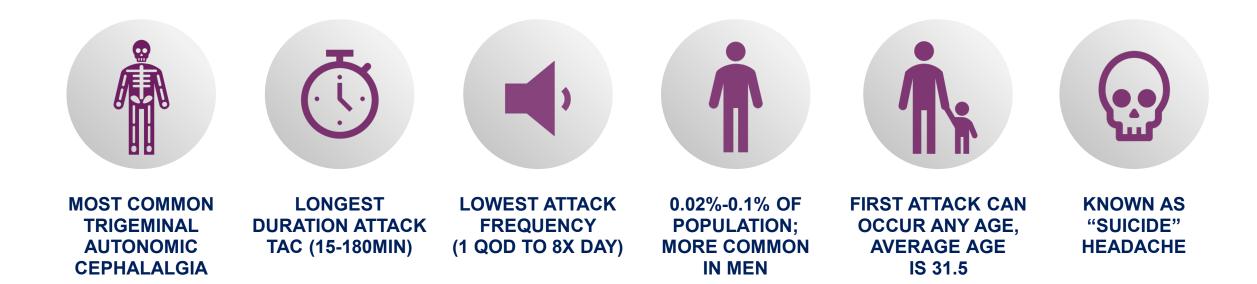
Value of a Different MOA

• Several participants indicated decisions to restrict CGRPs include the decision to have a CGRP receptor and a ligand antagonist



Cluster Headache

Cluster Headache





Definitions for Cluster Headache

At least 2 cluster periods lasting from 7 days to 1 year (untreated)

• For episodic separated by pain free periods lasting at least 3 months (for episodic), or less than 3 months (for chronic)

At least 5 attacks fulfilling below

- Severe or VERY severe unilateral orbital/supraorbital and/or temporal pain, lasting 15min-180 min if untreated
- 1 attack every other day up to 8 attacks per day

Either or both of the following

- A sense of restlessness or agitation
- At least one of the following symptoms or signs, ipsilateral to the headache
 - conjunctival injection and/or lacrimation
 - nasal congestion and/or rhinorrhea
 - eyelid edema
 - Forehead and facial sweating
 - Miosis and/or ptosis

Episodic cluster headache is more common than chronic



Cluster headaches are difficult to treat and clinically manage

Cluster Attack	Cluster Cycl	e or Period
Most often same time of day (later afternoon/after dinner or middle of the night	Seasonal Variation	90% have at least 1-month remission between cycles
During cycle patients speak of self-harming behavior	Lasts 2-12 weeks	~10% don't have remission (chronic cluster)

About 75% of patients are misdiagnosed, often not receiving accurate diagnosis for a decade



Cluster headaches may involve pain around one eye, along with drooping of the lid, tearing and congestion on the same side as the pain



AHS Guideline Recommended Treatment for Cluster Headaches

Acute/Episodic Cluster Headache				
Level A:	Level B:			
 Oxygen via loose face mask, 7-10 Liters, over 20-30 minutes Sumatriptan nasal spray injection Zolmitriptan nasal 	Zolmitriptan oral Anti-dopamine: IV Chlorpromazine & Droperidol IV Ergots: IM/IV DHE NSAIDS: Ketorolac Opioids: Codeine/acetaminophen, Tramadol/acetaminophen			
	Level C			
	Octreotide SQ (not used in US)			
	Level U			

Ergotamines: DHE Spray

Level A:	
Greater Occipital Nerve Block	
Level B	
Civamide nasal spray (not available in the US)	
Level C	
Lithium Verapamil Warfarin Melatonin	

Treatment Additions Since Guideline Publications

EMGALITY (galcanezumab)

- Only FDA approved for Episodic Cluster headache
- 300 mg once monthly during cycle
- Pre-filled syringe
- May be stopped between cluster cycles

gammaCore

- Vagal nerve stimulator
- Patients applies unilaterally attack for 2 minutes
- Maximum 24 stimulations/day
- · Cleared for acute treatment and prevention of migraine





Payers may recognize the clinical distinction between cluster headaches and migraine, but struggle to separate management

Small population and heavy patient burden

- "In about 30% of patients with cluster headache, it takes them a decade to actually get the diagnosis"
 - Headache Specialist

- Very small population (0.02%-0.1%)
- Patients not functional with severe pain
- Best treatment with specialist, not the ER

Accurate diagnosis

- Underdiagnosed patients struggle to get appropriate diagnosis
- Overdiagnoses PCPs/neurologist lack experience
- Excess scans and labs lead to increased costs and delay appropriate treatment

Specialist scarcity

- Patients may wait 6 months for appointment
- Neurologist prescriber often required but may not have expertise
- Headache specialist scarce (~500 in US)

Payer Insights

- Payers need significant education in patient type, provider diagnosis, clinical symptoms and burden of disease
- Management of cluster separate from migraine is challenging
- Specialist access is a major problem for payers; a consult is necessary but fails to guarantee an accurate diagnosis
- CGRP is likely a first line options for accurate diagnosis of cluster headaches

"You can have your [CGRP] first-line [in cluster]" - Health Plan "I think this access [to the appropriate provider] is probably the single biggest issue that I think we're facing in kind of looking in some of these therapies and some of these disease states. " – Health Plan

"[Cluster and

migraine] just get

lumped into the

of pulling out

[cluster]"

same category. I

would have no way

- Health Plan

AMCP

"We require prescriber
 specialty"

- IDN

Key takeaways

- Limited number of providers who specialize in headache treatment may impact access for patients – plans with PA requirining specialists may impact ability of patients to receive treatment
- Availability of novel agents are changing the way migraines are treated
 - Episodic
 - Chronic
 - Non-pharmacologic
- Low awareness of differentiation of migraine (episodic and chronic) and cluster headaches
- Opportunity for additional clinical education as additional treatment options become available for AMCP members to understand and manage this category



Look for the summary report in April issue of JMCP



Summit on the Future Treatments in Migraine

and Cluster Headaches Findings from the AMCP Market Insights Progra

ation of migraine and cluste

Differentiation of Headaches





AMGEN Lilly



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