

US Anticoagulation Therapy Market by Product ((Anticoagulants Drugs (NOACs, Warfarin)), PT/INR Devices (In-Office, Home Testing)), Service Type (Testing & Consulting), Type of Clinic (Hospital Associated, Independent & Pharmacy-based) -Forecast to 2022

https://marketpublishers.com/r/U5E4F71090EEN.html

Date: November 2017 Pages: 88 Price: US\$ 5,650.00 (Single User License) ID: U5E4F71090EEN

Abstracts

"The US anticoagulation therapy market projected to grow at a CAGR of 8.5%."

The US anticoagulation therapy market is projected to reach USD 27.83 billion by 2022 from an estimated USD 18.49 billion in 2017, at a CAGR of 8.5%. The US anticoagulation therapy market is segmented into products (anticoagulation drugs, PT/INR testing devices) and anticoagulation clinics. The growth of the anticoagulation drugs market is primarily driven by the rising incidence of venous thromboembolism, atrial fibrillation, and stroke; long-term administration and high volume of recurring sales of anticoagulation drugs; and increasing demand for novel oral anticoagulants (NOACs). On the other hand, the high cost of NOACs and requirement of significant investments in the development of anticoagulation drugs are the major factors restraining the growth of this market. In addition, the growth of the anticoagulation clinics market is primarily driven by the increasing prevalence of cardiovascular diseases & blood disorders, high level of medication adherence associated with clinics, and rising aging population.

"The NOACs segment is expected to grow at the highest CAGR during the forecast period."

The anticoagulation therapy market for drugs is categorized into NOACs, warfarin (VKA), and other drugs. The NOACs segment is expected to grow at the highest CAGR

US Anticoagulation Therapy Market by Product ((Anticoagulants Drugs (NOACs, Warfarin)), PT/INR Devices (In-Off...



during the forecast period. Due to the better safety and efficacy of NOACs, as compared to traditional therapies, the adoption of NOACs is higher as compared to traditional drugs. In addition, key market players such as Portola Pharmaceuticals (received the FDA approval for its NOAC—Betrixaban in July 2017) are focusing on the development of NOACs in order to capitalize on the growth opportunities presented by this shift in market dynamics. Consequently, many other companies are also expected to focus on developing more safe and efficient NOACs in the coming years; this will ensure the continued growth of this segment.

"By type of clinics, the pharmacy-based anticoagulation clinics segment is expected to grow at the highest CAGR during the forecast period."

On the basis of clinics type, the US anticoagulation therapy market for clinics market is categorized into hospitals associated clinics, independent clinics, and pharmacy-based clinics. The pharmacy-based clinics segment is expected to grow at the highest CAGR during the forecast period. In the US, the number of pharmacy-based anticoagulation clinics has increased significantly in the last few years. This due is to the fact that better results are achieved when therapy is managed by expert pharmacists rather than care provided by family physicians. Moreover, the cost of therapy provided by pharmacy-based anticoagulation clinics is comparatively lesser than independent and hospital associated anticoagulation clinics which is expected to drive the market for pharmacy-based anticoagulation clinics.

Break of primary participants was as mentioned below:

By Company Type – Tier 1–46%, Tier 2–36% and Tier 3–18%

By Designation – C-level–22%, Director Level–45%, Others–33%

Market players such as C. H. Boehringer Sohn (Germany), Bristol-Myers Squibb (US), Johnson & Johnson (US), Pfizer (US), Daiichi Sankyo (Japan), and Portola Pharmaceuticals (US) are the major market players in the US anticoagulation therapy market for drugs while Roche (Switzerland), Abbott (US), Siemens (Germany), Alere (US), and CoaguSense (US) are the major market players in the US anticoagulation therapy market for PT/INR home testing devices.

Research Coverage:



The US anticoagulation therapy market in this report is segmented by products and clinics. It provides detailed information regarding major factors influencing the growth market (drivers, restraints, and industry-specific opportunities). The study tracks and analyzes competitive developments (such as new product developments and R&D activities) and profiles the key players in the US anticoagulation therapy market.

Reasons to buy this report:

From an insight perspective, this research report has focused on various levels of analysis—market share of NOACs, company profiles, emerging and high-growth segments of the US anticoagulation therapy market; market drivers, restraints, and opportunities. The report provides the latest reimbursement trends for PT/INR testing, revenue structure, business models of anticoagulation clinics and in-depth impact analysis of NOACs on anticoagulation clinics, allowing buyers to identify the high growth product segment and potential customers and suppliers hence driving revenue growth and profitability.

The report provides insights on the following pointers:

Market Penetration: Comprehensive information on anticoagulation therapy solutions offered by the top players in the US anticoagulation therapy market

Product Development/Innovation: Detailed insights on upcoming technologies, research & development activities, and new product launches in the US anticoagulation therapy market

Market Diversification: Exhaustive information about new products, recent developments, and investments in the US anticoagulation therapy market

Competitive Assessment: In-depth assessment of market shares, strategies, products, and manufacturing capabilities of the leading players in the US anticoagulation therapy market



Contents

1 INTRODUCTION

- 1.1 OBJECTIVES OF THE STUDY
- 1.2 MARKET DEFINITION
- **1.3 MARKET SCOPE**
- 1.3.1 MARKETS COVERED
- 1.3.2 YEARS CONSIDERED FOR THE STUDY
- 1.4 CURRENCY
- **1.5 STAKEHOLDERS**

2 RESEARCH METHODOLOGY

- 2.1 RESEARCH APPROACH
 - 2.1.1 SECONDARY DATA
 - 2.1.2 PRIMARY DATA
 - 2.1.2.1 Breakdown of primary interviews
 - 2.1.2.2 Key industry insights
- 2.2 MARKET SIZE ESTIMATION

2.2.1 MARKET SIZING METHODOLOGY FOR ANTICOAGULATION DRUGS AND PT/INR TESTING DEVICES

2.2.2 MARKET SIZING METHODOLOGY FOR ANTICOAGULATION THERAPY FOR CLINICS

- 2.2.3 MARKET BREAKDOWN AND DATA TRIANGULATION
- 2.2.4 MARKET SHARE ESTIMATION
- 2.2.5 ASSUMPTIONS FOR THE STUDY

3 MARKET OVERVIEW

3.1 MARKET DYNAMICS: ANTICOAGULATION DRUGS

3.1.1 DRIVERS

- 3.1.1.1 Rising incidence of venous thromboembolism, atrial fibrillation, and stroke
- 3.1.1.2 Increasing demand for NOACs as alternatives to warfarin
- 3.1.1.3 Growing number of patients requiring lifelong anticoagulation therapy
- **3.1.2 MARKET RESTRAINTS**
 - 3.1.2.1 High price of NOACs
 - 3.1.2.2 High development expenditure, stringent regulations
- **3.1.3 MARKET OPPORTUNITIES**



- 3.1.3.1 Increase in outpatient management of anticoagulation therapy
- 3.1.3.2 Development of NOAC reversal agents
- 3.2 MARKET DYNAMICS: ANTICOAGULATION CLINICS
 - 3.2.1 KEY MARKET DRIVERS
 - 3.2.1.1 Increasing prevalence of CVD and blood disorders
 - 3.2.1.2 High level of medication adherence
 - 3.2.1.3 Growth in the geriatric population
 - **3.2.2 MARKET RESTRAINTS**
 - 3.2.2.1 Rising adoption of NOACs
 - 3.2.2.2 Demand for alternative treatments
 - 3.2.2.3 Home PT/INR testing
 - 3.2.3 MARKET OPPORTUNITIES
 - 3.2.3.1 Development of alternative approaches

4 MARKET INSIGHTS

- 4.1 INTRODUCTION
- 4.2 NUMBER OF ANTICOAGULATION CLINICS
- 4.3 BUSINESS MODELS OF ANTICOAGULATION CLINICS
 - 4.3.1 REVENUE STRUCTURE
 - 4.3.2 INFRASTRUCTURE REQUIREMENTS FOR SUSTAINING IN THE MARKET
 - 4.3.2.1 Role of teleconsultation and telemonitoring
 - 4.3.2.2 Role of electronic health record in anticoagulation clinics

4.4 REIMBURSEMENT SCENARIO (CMS & PRIVATE PAYERS)

- 4.4.1 REIMBURSEMENT RATE (2016-2017)
- 4.4.1.1 Reimbursement for PT/INR testing

4.4.1.2 Reimbursement for evaluation and management service associated with anticoagulation therapy

4.4.2 REIMBURSEMENT TRENDS FOR ANTICOAGULATION THERAPY 4.5 IMPACT OF NEW ORAL ANTICOAGULANTS (NOACS) ON ANTICOAGULATION CLINICS

5 US ANTICOAGULATION THERAPY (PRODUCTS) MARKET

5.1 US ANTICOAGULATION THERAPY (PRODUCTS) MARKET FOR DRUGS

- 5.1.1 INTRODUCTION
- 5.1.2 NOVEL ORAL ANTICOAGULANTS
- 5.1.3 WARFARIN (VITAMIN K ANTAGONIST)
- 5.1.4 OTHER DRUGS



5.2 US ANTICOAGULATION THERAPY (PRODUCTS) MARKET FOR PT/INR TESTING DEVICES 5.2.1 INTRODUCTION

5.2.2 IN-OFFICE TESTING DEVICES

5.2.3 HOME TESTING DEVICES

6 US ANTICOAGULATION THERAPY MARKET FOR CLINICS

6.1 INTRODUCTION

6.2 US ANTICOAGULATION THERAPY MARKET FOR CLINICS, BY TYPE OF SERVICE

- 6.2.1 INTRODUCTION
- 6.2.2 TESTING SERVICES
- 6.2.3 CONSULTING SERVICES
- 6.3 US ANTICOAGULANT THERAPY MARKET FOR CLINICS, BY TYPE OF CLINIC 6.3.1 INTRODUCTION
- 6.3.2 HOSPITAL ASSOCIATED CLINICS
- 6.3.3 INDEPENDENT CLINICS
- 6.3.4 PHARMACY-BASED CLINICS

7 COMPANY PROFILES

(BUSINESS OVERVIEW, PRODUCTS OFFERED, STRENGTH OF PRODUCT PORTFOLIO, BUSINESS STRATEGY EXCELLENCE, RECENT DEVELOPMENTS.)*

7.1 INTRODUCTION

- 7.2 HOME TESTING DEVICES MANUFACTURERS
- 7.2.2 ABBOTT LABORATORIES
- 7.2.3 SIEMENS AG
- 7.2.4 COAGUSENSE, INC.
- 7.2.5 ALERE INC.
- 7.3 DRUG MANUFACTURERS
 - 7.3.1 C. H. BOEHRINGER SOHN AG & CO. KG
- 7.3.2 BRISTOL-MYERS SQUIBB COMPANY
- 7.3.3 JOHNSON & JOHNSON
- 7.3.4 PFIZER, INC.
- 7.3.5 DAIICHI SANKYO COMPANY, LIMITED
- 7.3.6 PORTOLA PHARMACEUTICALS, INC.



List Of Tables

LIST OF TABLES

Table 1 IMPACT ANALYSIS: MARKET DRIVERS Table 2 COST DIFFERENCE: NOAC VS WARFARIN, PER PATIENT PER MONTH, IN THE US (2015) Table 3 IMPACT ANALYSIS: MARKET RESTRAINTS Table 4 PIPELINE ASSESSMENT: ANTICOAGULANT REVERSAL AGENTS Table 5 IMPACT ANALYSIS: MARKET OPPORTUNITIES Table 6 IMPACT ANALYSIS: MARKET DRIVERS Table 7 IMPACT ANALYSIS: MARKET RESTRAINTS Table 8 IMPACT ANALYSIS: MARKET OPPORTUNITIES Table 9 COMPONENT COST FOR DIFFERENT TREATMENT SETTINGS OF ANTICOAGULATION CLINICS Table 10 LABORATORY PT/INR TESTING REIMBURSEMENT CODES & RATES Table 11 PHYSICIAN-DIRECTED HOME PT/INR TESTING HCPCS **REIMBURSEMENT CODES & RATES (NATIONAL)** Table 12 PHYSICIAN-DIRECTED HOME PT/INR TESTING HCPCS REIMBURSEMENT RATES (STATE-WISE) Table 13 HOME PT/INR TESTING SERVICE REIMBURSEMENT AMBULATORY PAYMENT CLASSIFICATIONS (APCS) CODES & RATES UNDER HOSPITAL OUTPATIENT PROSPECTIVE PAYMENT SYSTEM Table 14 STATE REGULATORY BODIES FOR PT/INR TEST REIMBURSEMENT Table 15 REIMBURSEMENT RATE FOR E&M SERVICES DURING **ANTICOAGULATION THERAPY (2015)** Table 16 PHYSICIAN-DIRECTED HOME PT/INR TESTING HCPCS REIMBURSEMENT CODES & RATES, 2009 VS. 2016 (NATIONAL RATE) Table 17 LABORATORY PT/INR TESTING REIMBURSEMENT CODES & RATES, 2009 VS. 2016 (NATIONAL RATE) Table 18 PRELIMINARY PAYMENT RATES IN 2018, 2019, AND 2020 (WITH 10% **REDUCTION CAP WHEREVER APPLICABLE)** Table 19 COAGULATION ASSAY RESPONSIVENESS TO NOACS Table 20 US ANTICOAGULATION THERAPY (PRODUCTS) MARKET FOR DRUGS, BY TYPE, 2015–2022 (USD MILLION) Table 21 LIST OF NOVEL ORAL ANTICOAGULANTS AVAILABLE IN THE US MARKET Table 22 AVERAGE COST OF ORAL ANTICOAGULANTS PER PATIENT PER

MONTH IN THE US (2015)



Table 23 US ANTICOAGULATION THERAPY (PRODUCTS) MARKET FOR PT/INR TESTING DEVICES, BY TYPE, 2015–2022 (USD MILLION)

Table 24 US IN-OFFICE PT/INR TESTING DEVICES MARKET, 2015–2022 (USD MILLION)

Table 25 LEADING HOME TESTING DEVICES AVAILABLE IN THE US MARKETTable 26 STATISTICS OF THROMBOEMBOLIC CONDITIONS IN THE US

Table 27 US ANTICOAGULATION THERAPY MARKET FOR CLINICS, BY TYPE OF SERVICE, 2015–2022 (USD MILLION)

Table 28 MAJOR ANTICOAGULATION CLINICS IN THE US

Table 29 US ANTICOAGULANT THERAPY MARKET FOR CLINICS, BY TYPE OF CLINIC, 2015–2022 (USD MILLION)



List Of Figures

LIST OF FIGURES

Figure 1 US ANTICOAGULATION THERAPY MARKET SEGMENTATION Figure 2 SECONDARY RESEARCH APPROACH Figure 3 PRIMARY RESEARCH APPROACH Figure 4 MARKET SIZING APPROACH Figure 5 DATA TRIANGULATION METHODOLOGY Figure 6 US ANTICOAGULATION DRUGS MARKET: DRIVERS, RESTRAINTS, AND **OPPORTUNITIES** Figure 7 US ANTICOAGULATION THERAPY MARKET FOR CLINICS: DRIVERS, **RESTRAINTS & OPPORTUNITIES** Figure 8 NUMBER OF PATIENT VISITS TO ANTICOAGULATION CLINICS, BY LINE OF THERAPY (2016 VS. 2022) Figure 9 AVERAGE NUMBER/ PERCENTAGE SHARE OF NOAC THERAPY PATIENTS VISITING ANTICOAGULANT CLINICS, 2015 VS. 2020 Figure 10 EVOLUTION OF ANTICOAGULANTS Figure 11 PERCENTAGE OF ANTICOAGULANTS PRESCRIBED FOR DIFFERENT **INDICATIONS** Figure 12 NOACS, THE LARGEST SEGMENT IN THE US ANTICOAGULATION THERAPY (PRODUCTS) MARKET FOR DRUGS Figure 13 IN-OFFICE TESTING DEVICES, THE LARGEST SEGMENT IN THE US ANTICOAGULATION THERAPY (PRODUCTS) MARKET FOR PT/INR TESTING DEVICES Figure 14 TESTING SERVICES TO DOMINATE THE US ANTICOAGULATION THERAPY MARKET FOR CLINICS IN 2017 Figure 15 HOSPITAL-ASSOCIATED CLINICS SEGMENT WILL CONTINUE TO DOMINATE THE US ANTICOAGULATION THERAPY MARKET FOR CLINICS IN 2022 Figure 16 F. HOFFMANN-LA ROCHE AG: COMPANY SNAPSHOT (2016) Figure 17 ABBOTT LABORATORIES: COMPANY SNAPSHOT (2016) Figure 18 SIEMENS AG: COMPANY SNAPSHOT (2016) Figure 19 ALERE INC.: COMPANY SNAPSHOT (2016) Figure 20 C. H. BOEHRINGER SOHN AG & CO. KG: COMPANY SNAPSHOT (2016) Figure 21 BRISTOL-MYERS SQUIBB COMPANY: COMPANY SNAPSHOT (2016) Figure 22 JOHNSON & JOHNSON: COMPANY SNAPSHOT (2016) Figure 23 PFIZER, INC.: COMPANY SNAPSHOT (2016) Figure 24 DAIICHI SANKYO COMPANY, LIMITED: COMPANY SNAPSHOT (2015)

Figure 25 PORTOLA PHARMACEUTICALS, INC.: COMPANY SNAPSHOT (2016)



I would like to order

- Product name: US Anticoagulation Therapy Market by Product ((Anticoagulants Drugs (NOACs, Warfarin)), PT/INR Devices (In-Office, Home Testing)), Service Type (Testing & Consulting), Type of Clinic (Hospital Associated, Independent & Pharmacy-based) -Forecast to 2022
 - Product link: https://marketpublishers.com/r/U5E4F71090EEN.html
 - Price: US\$ 5,650.00 (Single User License / Electronic Delivery) If you want to order Corporate License or Hard Copy, please, contact our Customer Service: <u>info@marketpublishers.com</u>

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <u>https://marketpublishers.com/r/U5E4F71090EEN.html</u>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name: Last name: Email: Company: Address: City: Zip code: Country: Tel: Fax: Your message:

**All fields are required

Custumer signature ____

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <u>https://marketpublishers.com/docs/terms.html</u>

US Anticoagulation Therapy Market by Product ((Anticoagulants Drugs (NOACs, Warfarin)), PT/INR Devices (In-Off...



To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970