



## Bone and Mineral Metabolism (US)

### OVERVIEW

The management of hyperphosphatemia, secondary hyperparathyroidism and vitamin D deficiency are challenging conditions to manage in dialysis patients. These conditions are also highly prevalent in later-stage CKD-ND patients. Current therapeutic options have multiple limitations and are associated with poor adherence. Recent launches of iron-based, non-calcium phosphate binders have not measurably shifted the market.

This monthly report series focuses on tracking key performance metrics for phosphate binders, calcimimetics and active vitamin D agents in both the dialysis and CKD-ND settings. Emphasis is placed on recently launched products (Auryxia and Velphoro) and pipeline agents such as Amgen's etelcalcetide, OPKO's Rayaldee and Ardelyx's tenapanor. The rapid field-to-insight turnaround, highly relevant content and unparalleled market understanding make **RealTime Dynamix™** an essential tool for companies with commercial products in the space, those that will soon be launching and those looking for business development opportunities in nephrology.

### SAMPLE & METHODOLOGY

Each month, ~100 US nephrologists complete an online survey. The respondents are recruited from the Spherix Network, proprietary panel of over 800 US nephrologists. Participants may participate once per quarter and must meet certain screening criteria. Recruiting is managed to capture a regionally and demographically representative sample.

### KEY QUESTIONS ANSWERED

- How are the most recently launched phosphate binders, Auryxia and Velphoro, being incorporated into clinical practice?
- How do treatment rates and approaches for hyperphosphatemia and SHPT differ between dialysis and CKD-ND patients?
- What are the differentiating characteristics of each brand?
- How is the use of CKD-MBD brands expected to shift in the near term?
- How do dialysis centers influence the use of certain products and how are formularies shifting for active vitamin D?
- How is Sensipar being used currently and how might this shift with the approval of etelcalcetide (Parsabiv)?
- What are the current unmet needs in the market?

### Products Profiled:

Auryxia (Keryx) Fosrenol (Shire), Hectorol (Sanofi Renal), Renvela (Sanofi Renal), Sensipar (Amgen), Velphoro (Vifor FMC), Zemplar (AbbVie), Generics: calcitriol, calcium carbonate, calcium acetate

### Key Dates:

Comments and Proprietary Questions Due on the 12<sup>th</sup> of each month.  
Report publishes on the last day of each month

### Deliverables:

- PowerPoint report each month and annual compendium
- Frequency Tables & Summary Statistics
- On-site presentation

### Related Reports:

- **RealTime Dynamix™**: Renal Anemia
- **RealTime Dynamix™**: Bone and Mineral Metabolism EU5
- **RealWorld Dynamix™**: CKD-ND (US)
- **Caseload Dynamix™**: Nephrology