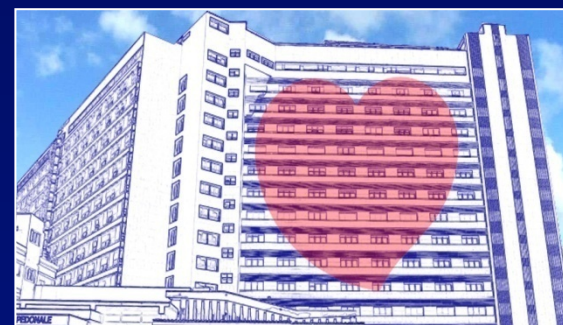


I NAO NELLA FIBRILLAZIONE ATRIALE: DALLA RICERCA CLINICA AL MONDO REALE

**Emoclinic Symposium “Focus in cardioncologia
e implicazioni medico-legali nell’emergenza-urgenza”**

Baveno (VB), 6 Maggio 2016

**Giuseppe Di Pasquale
Direttore Dipartimento Medico ASL Bologna
Direttore Unità Operativa Cardiologia
Ospedale Maggiore, Bologna**



Giuseppe Di Pasquale Disclosures

- **Member of the Steering Committee of the RELY, PALLAS, and GLORIA AF**
- **Member of Advisory Board of Dabigatran, Rivaroxaban, Apixaban, Dronedarone, Edoxaban**
- **Consulting fees / honoraria
Boehringer Ingelheim, Bayer AG, Sanofi Aventis
BMS / Pfizer, Daiichi Sankyo**

Stroke Prevention in Atrial Fibrillation

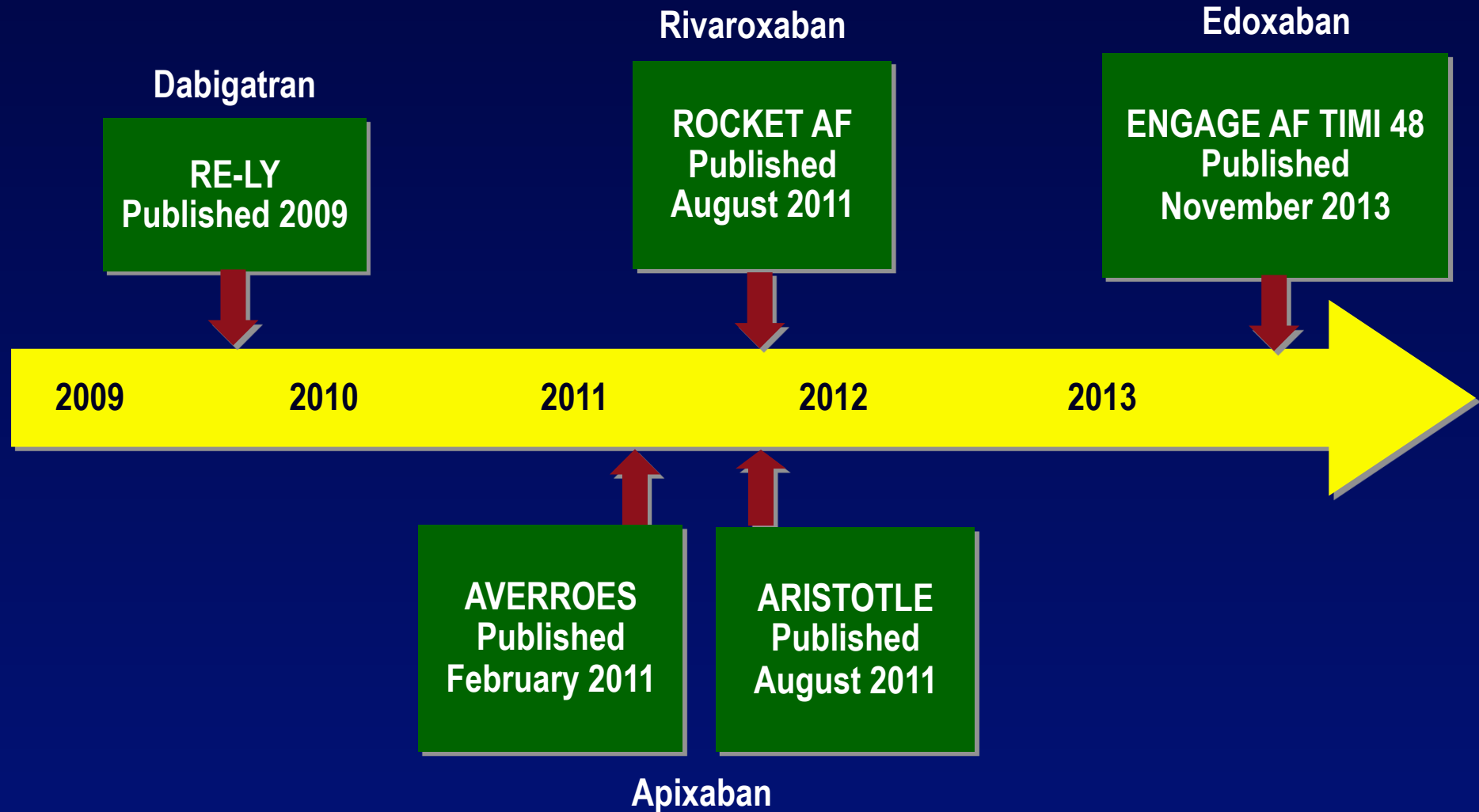
Major Advantages of NOACs

- Efficacy
- Safety
- Convenience

Advantages of NOACs vs. Warfarin

Feature	Warfarin	New agents
Onset	Slow	Rapid
Dosing	Variable	Fixed
Food effect	Yes	No
Interactions	Many	Few
Monitoring	Yes	No
Offset	Long	Shorter

Atrial Fibrillation: NOACs Phase 3 Study Timelines



The NEW ENGLAND
JOURNAL *of* MEDICINE

ESTABLISHED IN 1812

SEPTEMBER 17, 2009

VOL. 361 NO. 12

Dabigatran versus Warfarin in Patients with Atrial Fibrillation

The NEW ENGLAND
JOURNAL *of* MEDICINE

ESTABLISHED IN 1812

SEPTEMBER 8, 2011

VOL. 365 NO. 10

Rivaroxaban versus Warfarin in Nonvalvular Atrial Fibrillation

The NEW ENGLAND
JOURNAL *of* MEDICINE

ESTABLISHED IN 1812

SEPTEMBER 15, 2011

VOL. 365 NO. 11

Apixaban versus Warfarin in Patients
with Atrial Fibrillation

The NEW ENGLAND JOURNAL *of* MEDICINE

ORIGINAL ARTICLE

November 19, 2013

Edoxaban versus Warfarin in Patients
with Atrial Fibrillation

NOACs Trials Summary

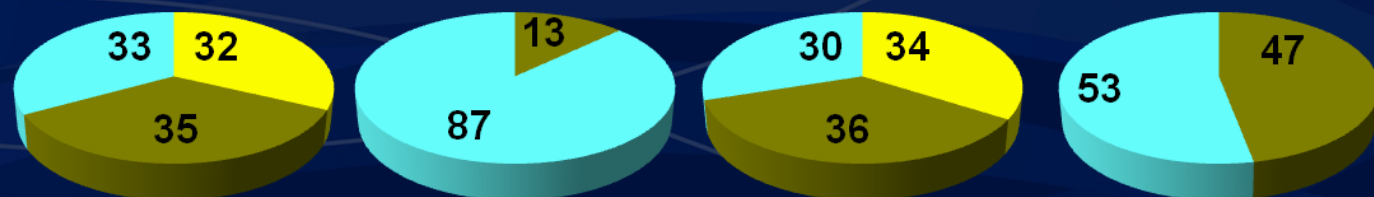
	RE-LY ⁵	ROCKET-AF ⁶	ARISTOTLE ⁷	ENGAGE-AF ⁸
Drug	Dabigatran	Rivaroxaban	Apixaban	Edoxaban
Drug target	Factor IIa	Factor Xa	Factor Xa	Factor Xa
Renal clearance	~80%	~35%	~25%	~50%
Drug dosing	150 mg twice a day; 110 mg twice a day	20 mg once a day (15 mg for creatinine clearance <50 mL/min)	5 mg twice a day (2.5 mg when two of three following criteria are met: age ≥80 years, weight ≤60 kg, creatinine ≥1.5 mg/dL [133 μmol/L])	60 mg once a day (30 mg for creatinine clearance 30–50 mL/min, weight ≤60 kg, or strong P-glycoprotein inhibitor)
Drug metabolism	P-glycoprotein and CYP3A4	P-glycoprotein and CYP3A4	P-glycoprotein and CYP3A4	P-glycoprotein
Mean CHADS score	2.1	3.5	2.1	2.8
Design	Open label (dabigatran vs warfarin)	Blinded	Blinded	Blinded

Freek W A Verheugt, Christopher B Granger. The lancet Published online
March 14, 2015 [http://dx.doi.org/10.1016/S0140-6736\(15\)60245-8](http://dx.doi.org/10.1016/S0140-6736(15)60245-8) 3

NOAC AF Studies: Baseline characteristics

	RE-LY (Dabigatran)	ROCKET-AF (Rivaroxaban)	ARISTOTLE (Apixaban)	ENGAGE AF (Edoxaban)
Randomized, n	18,113	14,264	18,201	21,105
Age, years	72 ± 9	73 [65-78]	70 [63-76]	72 [64-78]
Female, %	37	40	36	39
Ø CHADS ₂ score	2.1	3.5	2.1	2.8
Paroxysmal AF, %	32	18	15	25
Prior stroke/TIA, %	20	55	19	28
VKA naïve, %	50	38	43	41
Aspirin use, %	40	36	31	29
Median follow-up, years	2.0	1.9	1.8	2.8
Median TTR, %	66	58	66	68

CHADS₂



1. Connolly SJ et al. N Engl J Med 2009;361:1139-1151; 2. Patel MR et al. N Engl J Med 2011;365:883-891; 3. Granger CB et al. N Engl J Med 2011;365:981-992; 4. Giugliano RP et al. N Engl J Med 2013;369:2093-2104.

Efficacy and Safety of NOACs

4-trial Meta-analysis Full Dose

Measure	Pooled NOAC	Pooled Warfarin	Risk Ratio	95% CIs	p	Outcome
	Events /Total	Events /Total				
Efficacy						
Ischaemic Stroke	665 /29292	724 /29221	0.92	0.83-1.02	0.10	
Hemorrhagic stroke	130 /29292	263 /29221	0.49	0.38-0.64	<0.0001	
Myocardial Infarction	413 /29292	432 /29221	0.97	0.78-1.20	0.97	
All-cause mortality	2022 /29292	2245 /29221	0.90	0.851-0.95	0.0003	
Safety						
Intracranial hemorrhage	204 /29287	425 /29211	0.48	0.39-0.59	<0.0001	
Gastrointestinal bleeding	751 /29287	591 /29211	1.25	1.01-1.55	0.043	

Ruff C. et al. | lancet 2014:383:955-62

0.25 Favours NOAC12

Ruff C, et al. Lancet 2014;383:955-62

0.25 Favours NOAC 1 2

CLINICAL RESEARCH STUDY

THE AMERICAN
JOURNAL *of*
MEDICINE®

Net Clinical Benefit of Non-vitamin K Antagonist Oral Anticoagulants Versus Warfarin in Phase III Atrial Fibrillation Trials

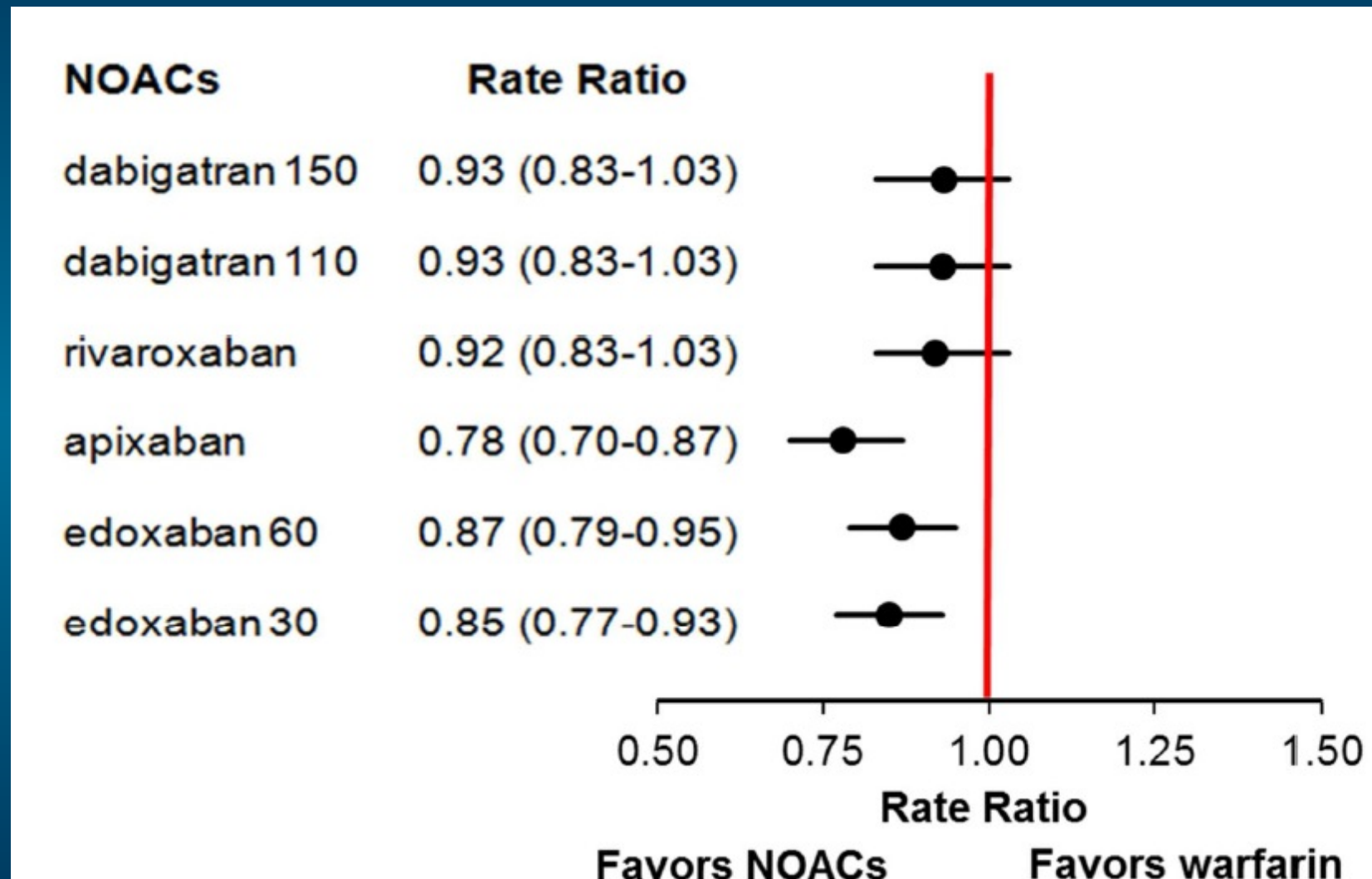


Giulia Renda, MD, PhD,^a Marta di Nicola, PhD,^b Raffaele De Caterina, MD, PhD^{a,c}

^a*Institute of Cardiology, Department of Neurosciences, Imaging and Clinical Sciences-Center of Excellence on Aging, "G. d'Annunzio" University, Chieti, Italy;* ^b*Laboratory of Biostatistics, Department of Experimental and Clinical Sciences, "G. d'Annunzio" University, Chieti, Italy;* ^c*"G. Monasterio" Foundation, Pisa, Italy.*

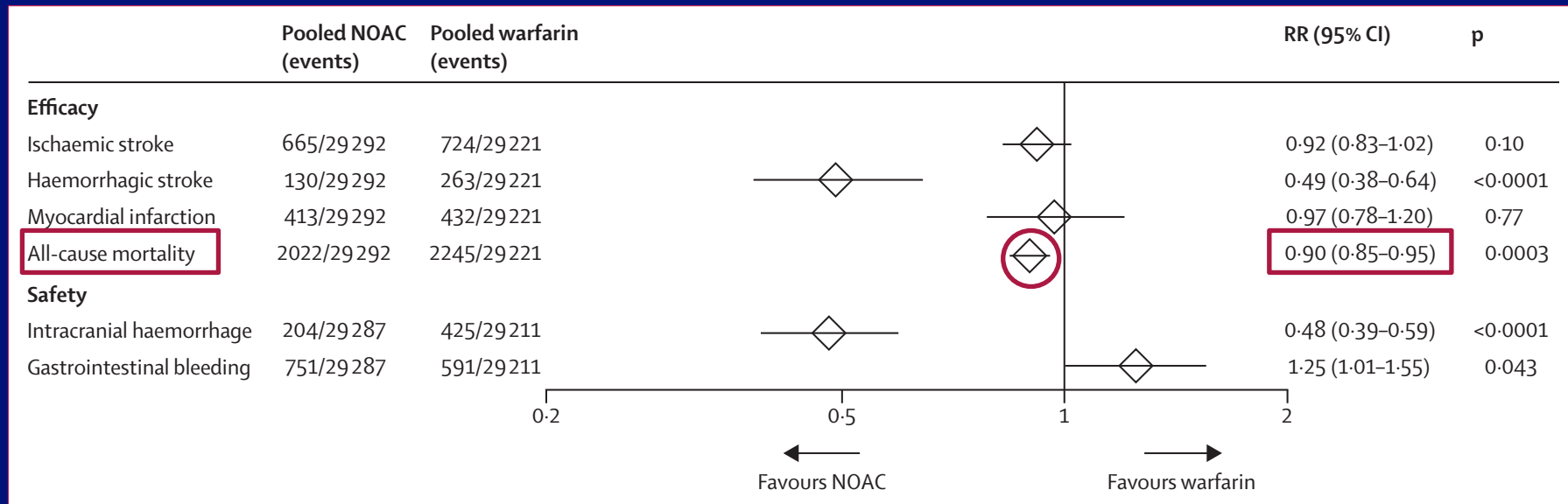
Am J Med. 2015; 128: 1007-1014

Unweighed composite of ischemic stroke + SE + MI + hemorrhagic stroke + adjusted major bleeding



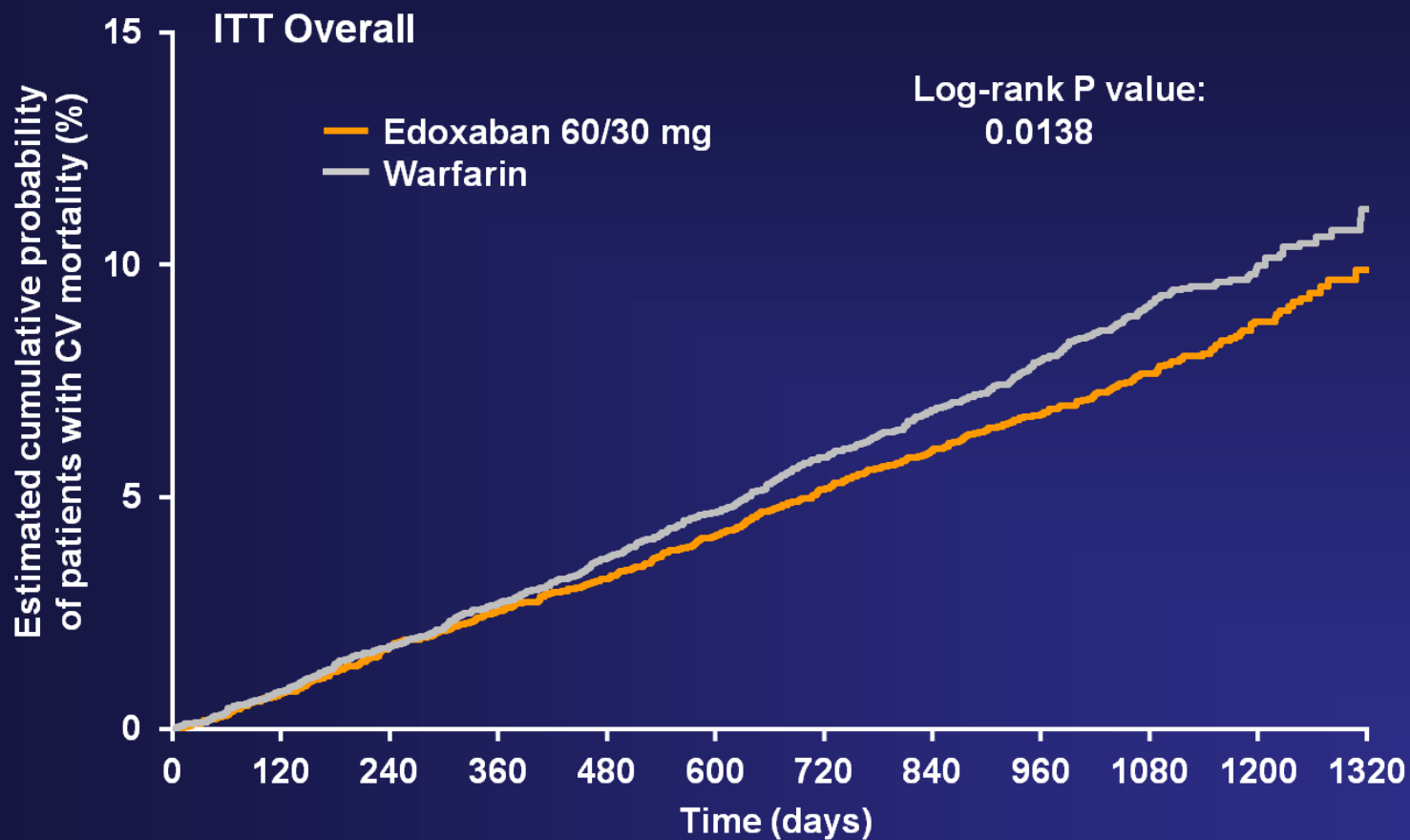
Renda G. et al. The American Journal of Medicine 2015

Secondary efficacy and safety outcomes

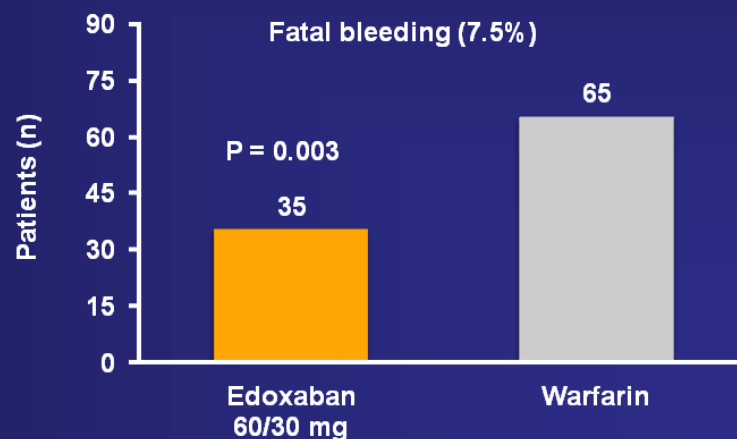
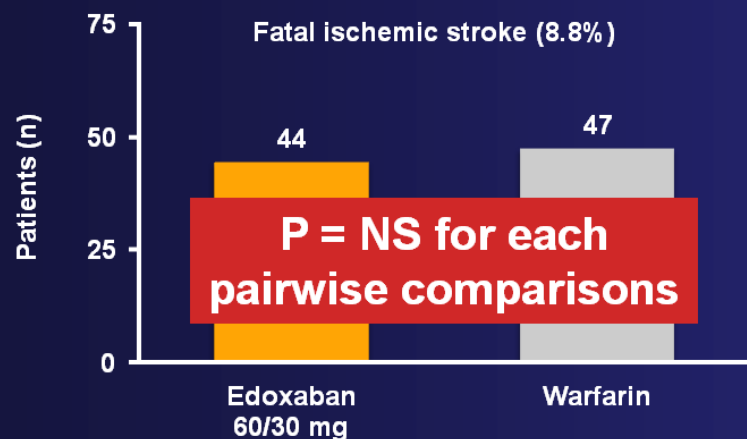
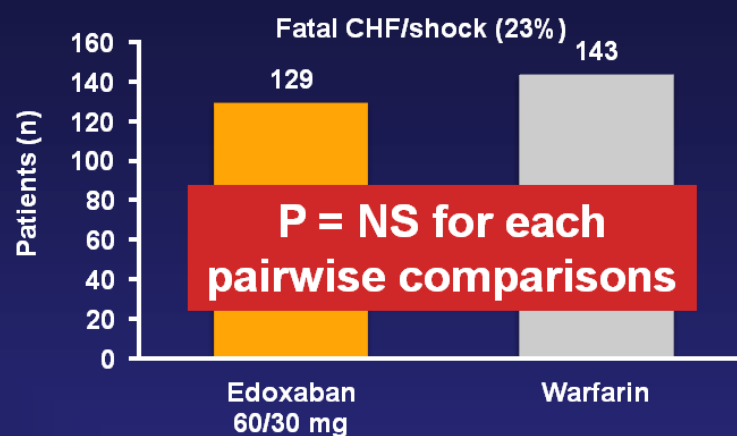
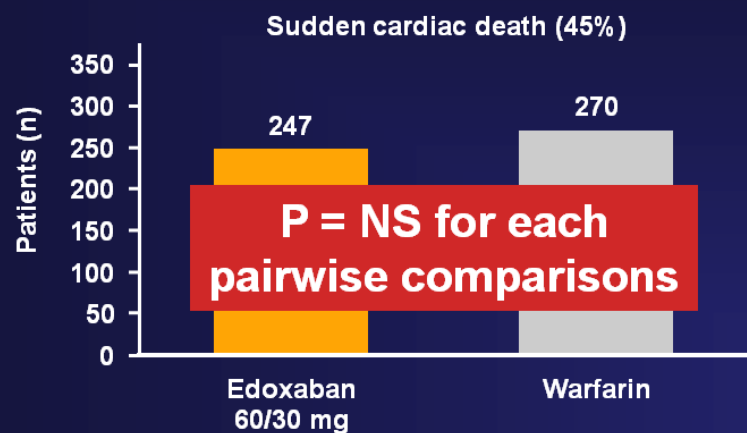


Ruff CT et al. Lancet, December 4 , 2013

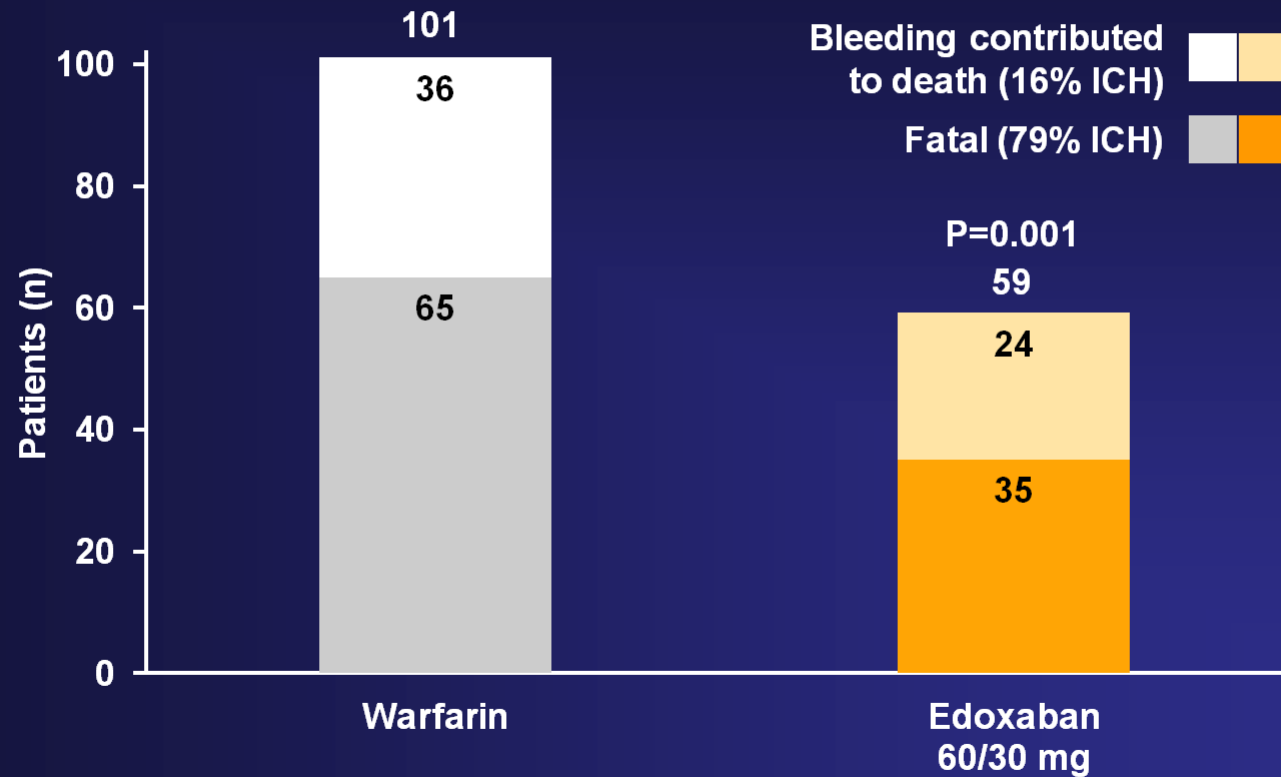
Cardiovascular Mortality (KM Estimate)



Top Four Types of CV Death



Fatal Bleeds and Bleeds Contributing to Death

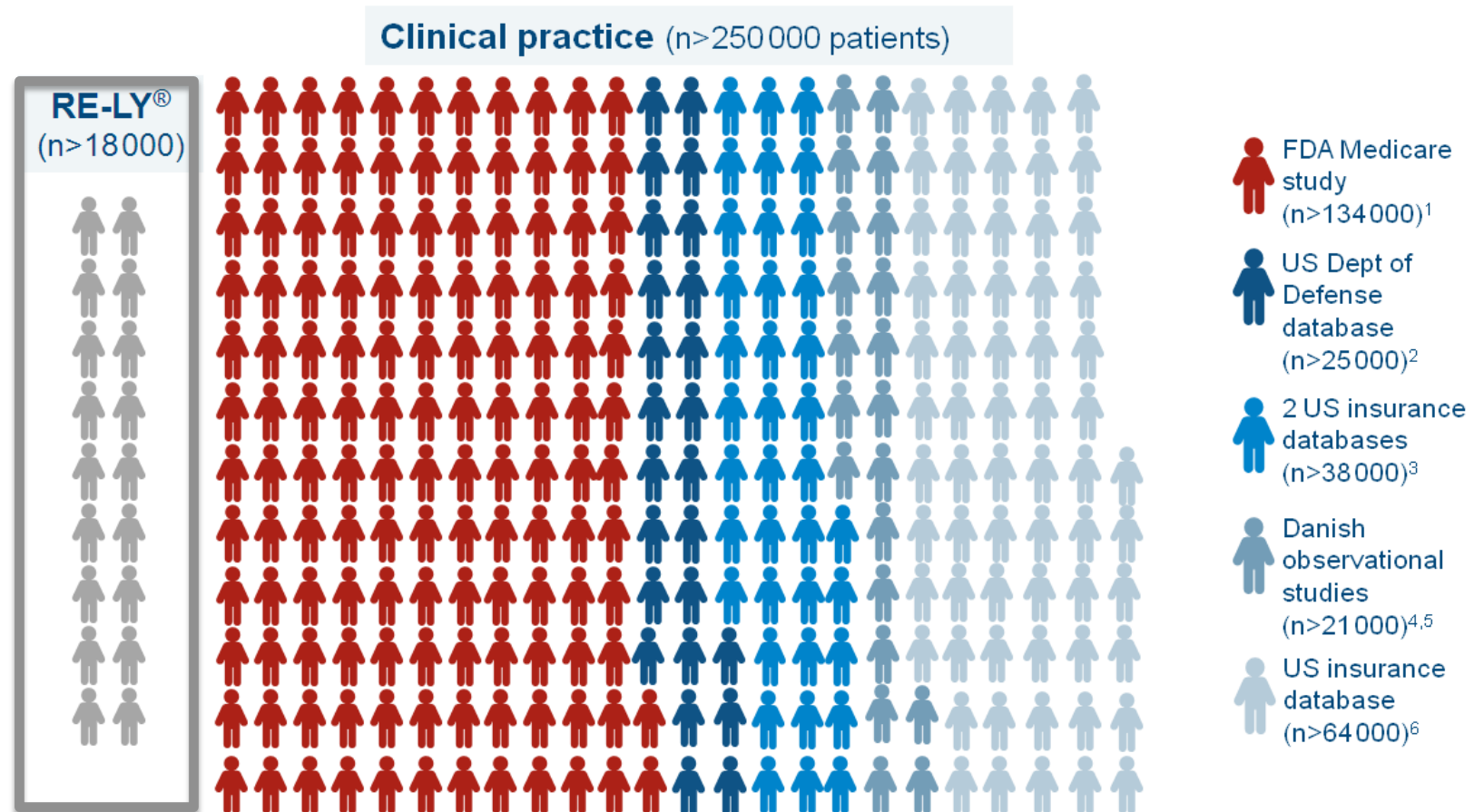


mITT Overall
ICH = Intracranial hemorrhage

Giugliano et al. Eur Heart J. 2014;35(Suppl 1):867

Dai trial al real world

Growing body of real-world experience from >250 000 patients confirms safety and efficacy profile of dabigatran



In the USA, the licensed doses for Pradaxa® are: Pradaxa® 150 mg BID and Pradaxa® 75 mg BID for the prevention of stroke and systemic embolism in adult patients with nonvalvular AF

1. Graham DJ et al. Circulation 2015; 2. Villines TC et al. Circulation 2014; 3. Seeger J et al. Circulation 2014; 4. Larsen TB et al. Am J Med 2014a; 5. Larsen TB et al. Am J Med 2014b; 6. Lauffenburger JC et al. J Am Heart Assoc 2015

Cardiovascular, Bleeding, and Mortality Risks in Elderly Medicare Patients Treated With Dabigatran or Warfarin for Nonvalvular Atrial Fibrillation

David J. Graham, MD, MPH; Marsha E. Reichman, PhD; Michael Wernecke, BA;
Rongmei Zhang, PhD; Mary Ross Southworth, PharmD; Mark Levenson, PhD;
Ting-Chang Sheu, MPH; Katrina Mott, MHS; Margie R. Goulding, PhD;
Monika Houstoun, PharmD, MPH; Thomas E. MaCurdy, PhD; Chris Worrall, BS;
Jeffrey A. Kelman, MD, MMSc

Background—The comparative safety of dabigatran versus warfarin for treatment of nonvalvular atrial fibrillation in general practice settings has not been established.

Methods and Results—We formed new-user cohorts of propensity score-matched elderly patients enrolled in Medicare who initiated dabigatran or warfarin for treatment of nonvalvular atrial fibrillation between October 2010 and December 2012. Among 134 414 patients with 37 587 person-years of follow-up, there were 2715 primary outcome events. The hazard

Circulation 2015;131:157-64

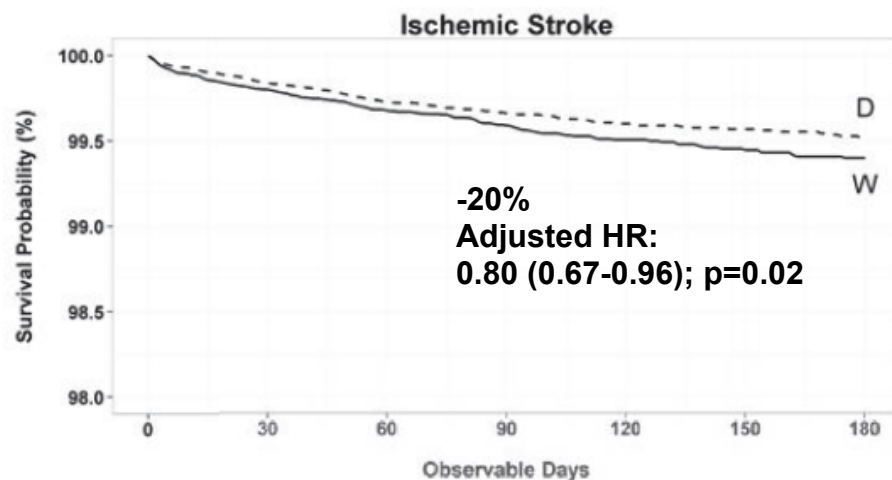
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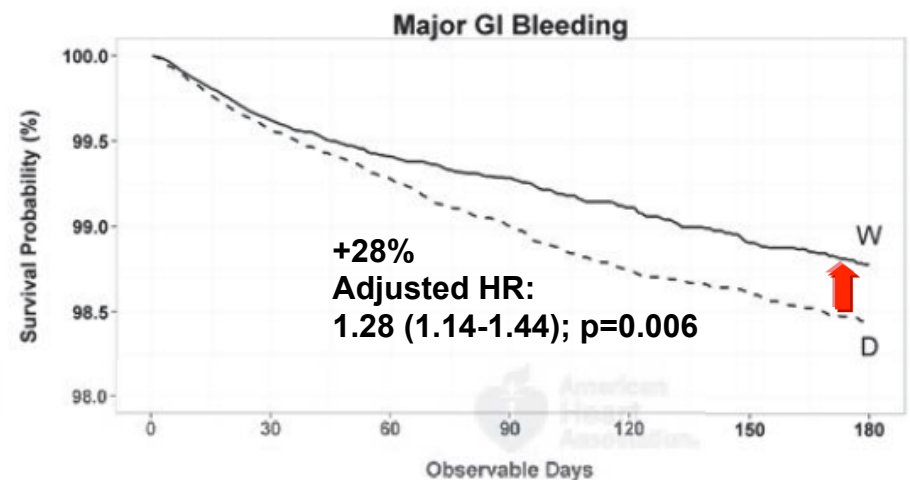
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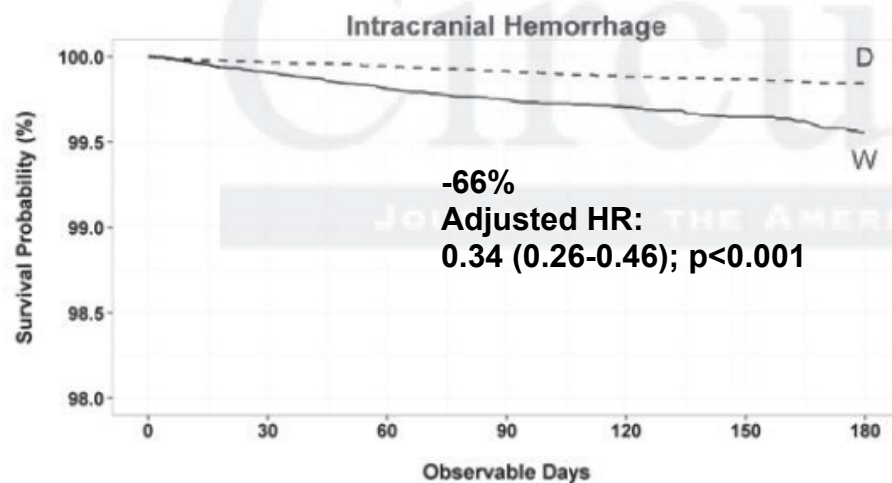
Conclusions—In general practice settings, dabigatran was associated with reduced risk of ischemic stroke, intracranial hemorrhage, and death and increased risk of major gastrointestinal hemorrhage compared with warfarin in elderly patients with nonvalvular atrial fibrillation. These associations were most pronounced in patients treated with dabigatran 150 mg twice daily, whereas the association of 75 mg twice daily with study outcomes was indistinguishable from warfarin except for a lower risk of intracranial hemorrhage with dabigatran. (*Circulation*. 2015;131:157-164. DOI: 10.1161/CIRCULATIONAHA.114.012061.)



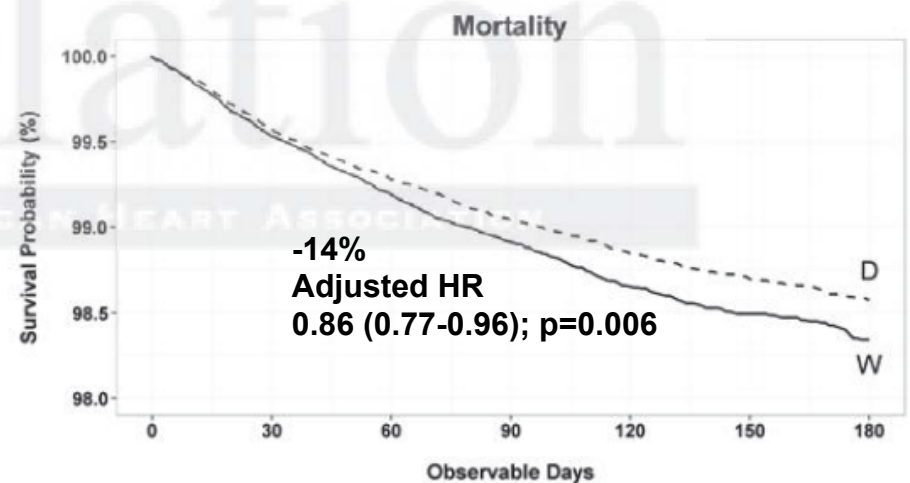
Number at Risk						
Warfarin (W)	67,207	60,238	40,757	31,740	17,550	13,812
Dabigatran (D)	67,207	61,498	34,258	25,686	17,365	13,715



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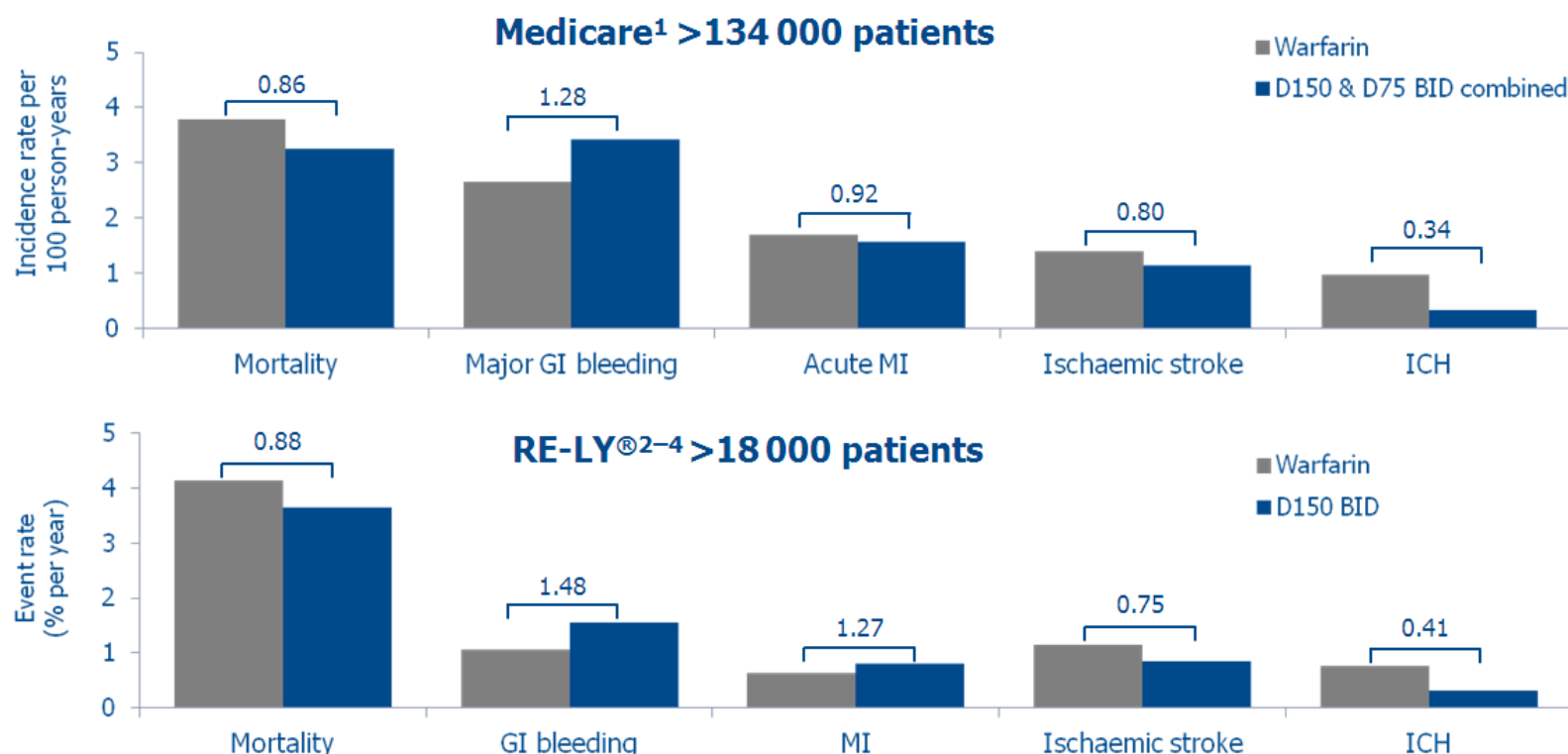
Number at Risk						
Warfarin (W)	67,207	60,921	41,062	31,907	17,659	13,875
Dabigatran (D)	67,207	62,145	34,537	25,852	17,468	13,765

Graham DJ et al. Circulation 2014; October 30



U.S. Food and Drug Administration
Protecting and Promoting Your Health

Independent FDA Medicare analysis findings are consistent with findings from RE-LY®



Independent FDA analysis confirmed the favourable benefit-risk profile of dabigatran in clinical practice

In the USA, the licensed doses for Pradaxa® are: Pradaxa® 150 mg BID and Pradaxa® 75 mg BID for the prevention of stroke and systemic embolism in adult patients with nonvalvular AF

Numbers on bars denote HRs vs warfarin. D75 = dabigatran 75 mg; D150 = dabigatran 150 mg

1. Available at <http://www.fda.gov/Drugs/DrugSafety/ucm396470.htm>; accessed September 2014; 2. Connolly SJ et al. N Engl J Med 2009;361:1139–51; 3. Connolly SJ et al. N Engl J Med 2010;363:1875–6; 4. Pradaxa®: EU SPC, 2014

The increased risk of major gastrointestinal bleeding with dabigatran was restricted to women aged ≥ 75 years and to men aged ≥ 85 years

	Age-group (n)	Men Hazard ratio (95% CI)	Women Hazard ratio (95% CI)
Ischemic stroke			
	65-74 (55,761)	0.69 (0.42-1.14)	0.81 (0.51-1.31)
	75-84 (57,345)	0.98 (0.64-1.51)	0.89 (0.64-1.26)
	≥ 85 (21,308)	0.89 (0.41-1.90)	0.60 (0.40-0.91)
Intracranial hemorrhage			
	65-74 (55,761)	0.32 (0.15-0.68)	0.13 (0.04-0.44)
	75-84 (57,345)	0.27 (0.14-0.50)	0.59 (0.35-0.98)
	≥ 85 (21,308)	0.51 (0.18-1.48)	0.26 (0.12-0.56)
Major GI bleeding			
	65-74 (55,761)	0.83 (0.60-1.14)	0.99 (0.72-1.37)
	75-84 (57,345)	1.02 (0.79-1.31)	1.50 (1.20-1.88)
	≥ 85 (21,308)	1.55 (1.04-2.32)	2.18 (1.61-2.97)

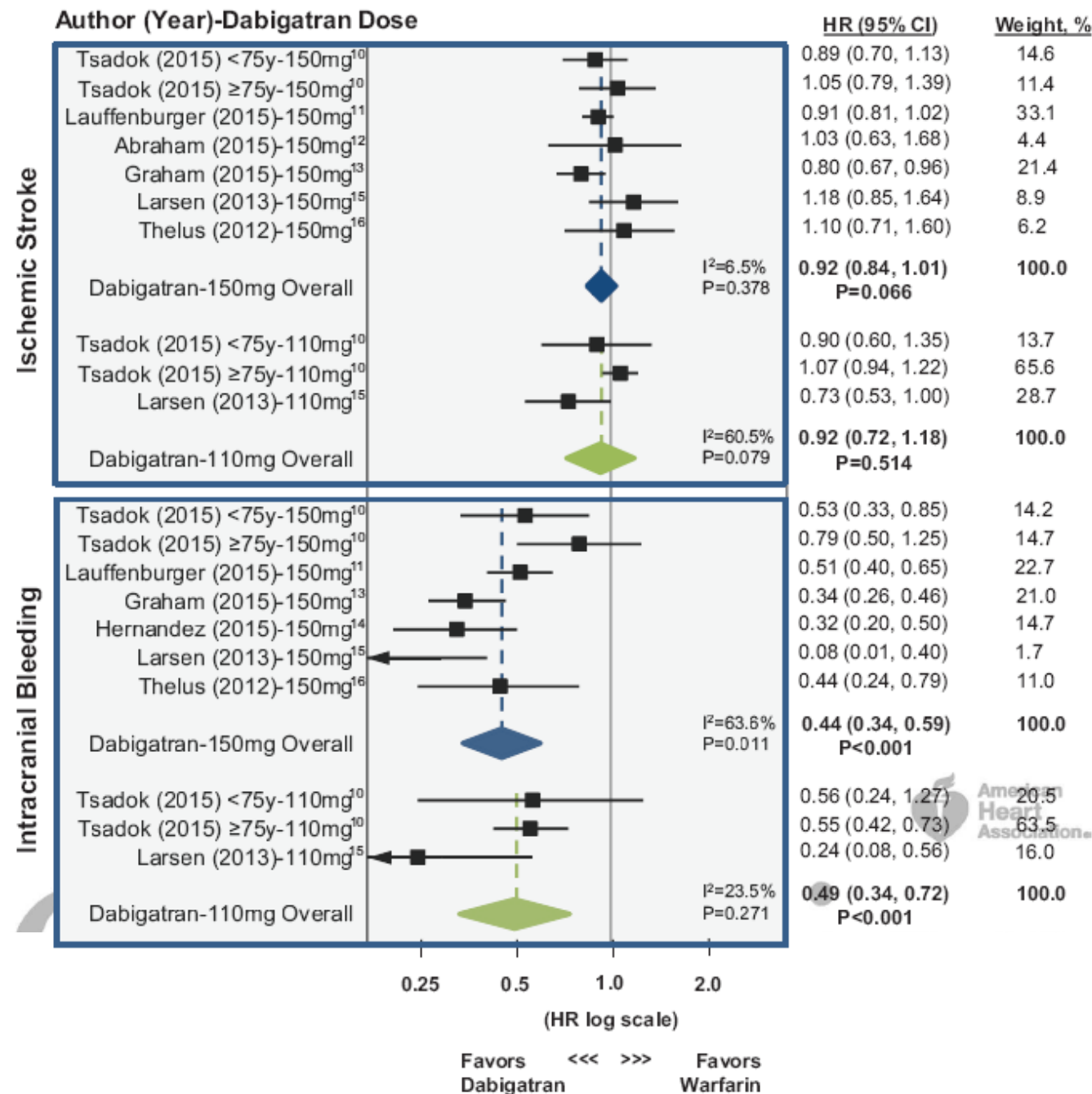
Graham DJ et al. Circulation 2014; 131: 157-164

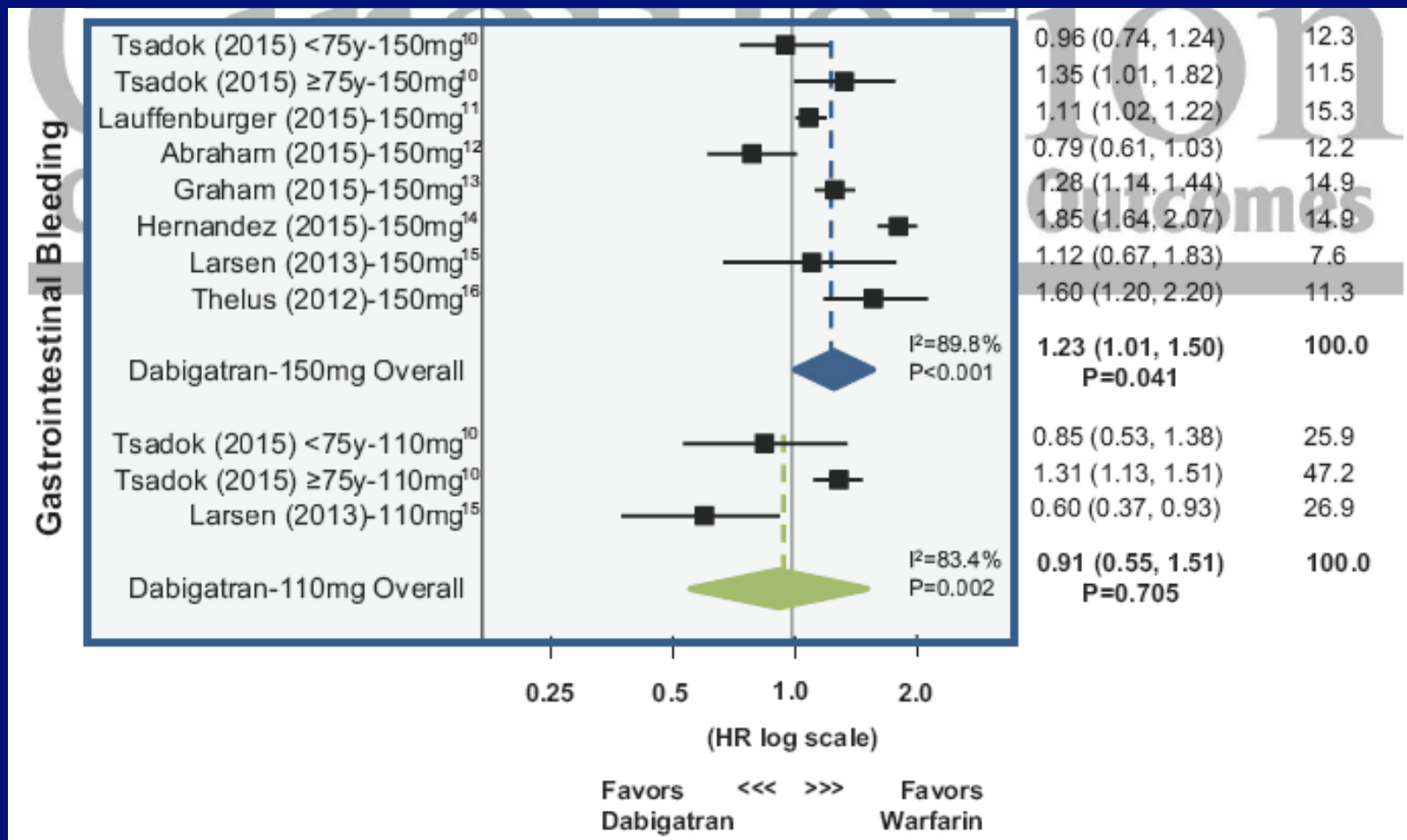
Original Article

Dabigatran Versus Warfarin for Atrial Fibrillation in Real-World Clinical Practice A Systematic Review and Meta-Analysis

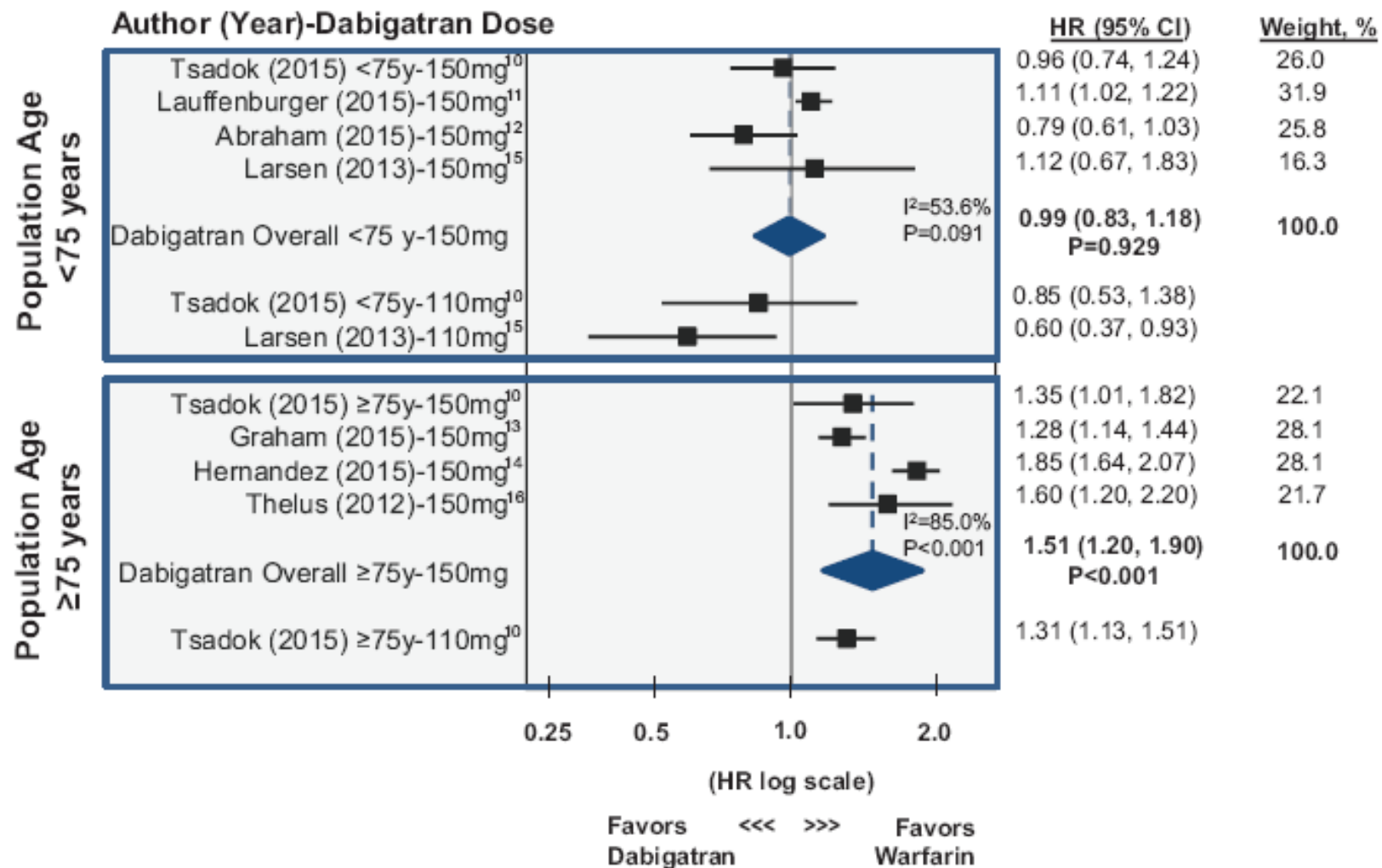
Robert J. Romanelli, PhD, MPH; Laura Nolting, BS; Marina Dolginsky, BS;
Eunice Kym, PharmD; Kathleen B. Orrico, PharmD

Circ Cardiovasc Qual Outcomes, March 2016





Circ Cardiovasc Qual Outcomes, March 2016



Circ Cardiovasc Qual Outcomes, March 2016

Rivaroxaban and real world



Quality and Outcomes

Characterizing Major Bleeding in Patients With Nonvalvular Atrial Fibrillation: A Pharmacovigilance Study of 27 467 Patients Taking Rivaroxaban

Characteristic	MB, n = 478	No MB, n = 26 989
Age, y, mean (SD) ^a	78.4 (7.7)	75.7 (9.7)
Comorbid condition, % ^b	100.0	87.0
HF	48.5	23.7
Hypertension	95.6	75.8
CHD	64.2	36.7
Renal disease	38.7	16.7
CHADS ₂ score, mean (SD)	3.0 (1.2)	2.2 (1.3)
CHA ₂ DS ₂ -VASc score, mean (SD)	4.8 (1.5)	3.7 (1.7)

Endpoint definition approved by FDA

*MB classified using the Cunningham et al. definition including: GI bleeding, hemorrhagic strokes and other intracranial bleeds, genitourinary bleeding and bleeding at other sites.

US Department of Defense (DoD) EMRs served as the sole data source for this study

Major Bleed Characteristics*

	MB Cases (N = 478)
MB cases with fatal outcome	14
Patients with multiple MB events	16
MB incidence rate per 100 person-years (95% CI) ^b	2.86 (2.61-3.13)
Bleeding cases with fatal outcome (95% CI)	0.08 (0.05-0.14)
MB location, n	
GI hemorrhage	423
ICH	≅ 0.22%/year 36
Genitourinary hemorrhage	2
Other	12
Length of hospitalization, d, mean (SD) ^c	3.8 (3.0)
Blood transfusion received, %	46.7
Transferred to ICU, %	43.3
Surgical intervention needed, %	25.1

Tamayo et al.,
Clin Cardiol 2015

European Heart Journal Advance Access published September 1, 2015



European Heart Journal
doi:10.1093/eurheartj/ehv466

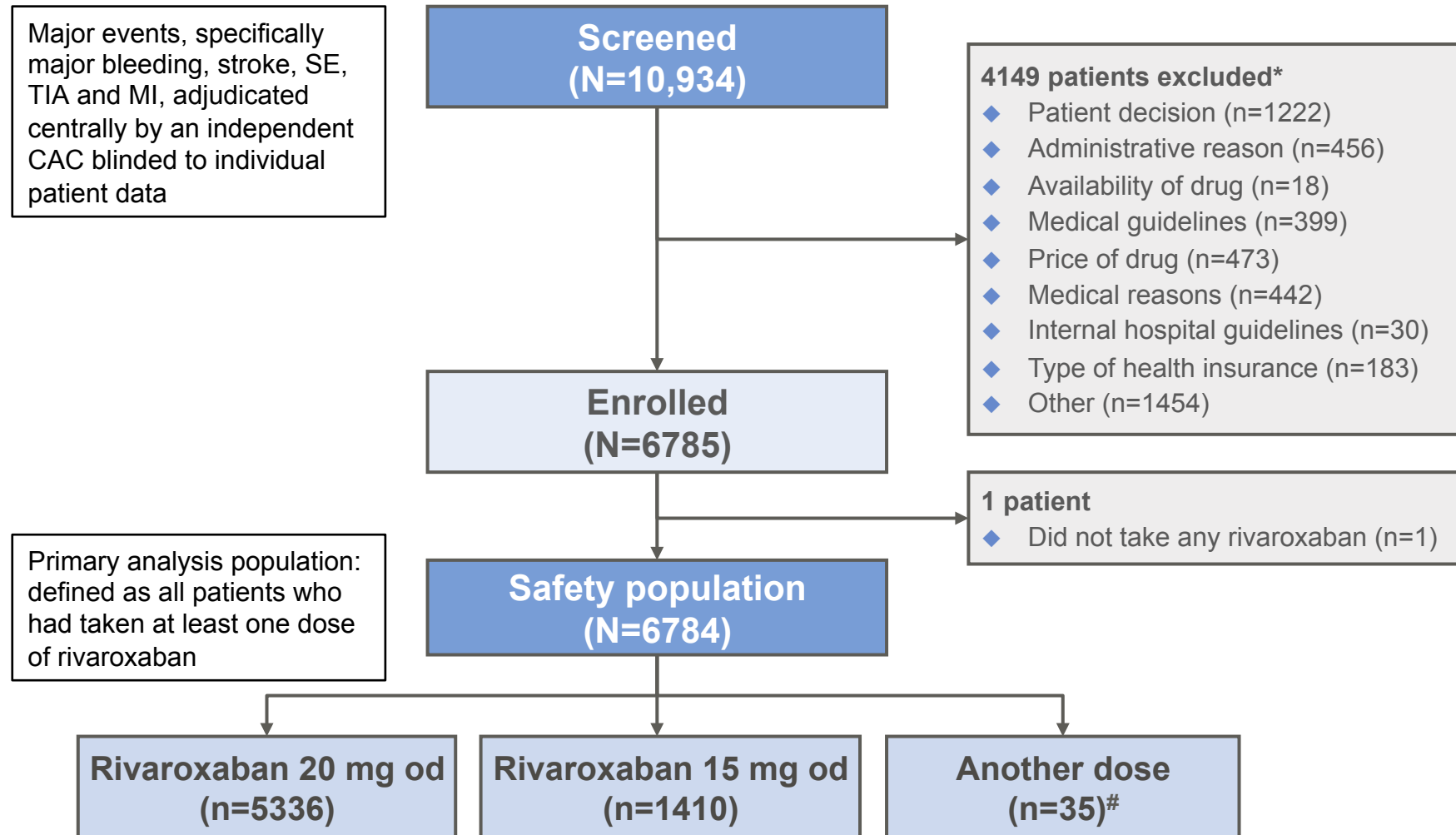
FASTTRACK
ESC Clinical Registry

XANTUS: a real-world, prospective, observational study of patients treated with rivaroxaban for stroke prevention in atrial fibrillation

A. John Camm^{1*}, Pierre Amarencu², Sylvia Haas³, Susanne Hess⁴, Paulus Kirchhof^{5,6}, Silvia Kuhls⁷, Martin van Eickels⁴, and Alexander G.G. Turpie⁸, on behalf of the XANTUS Investigators

XANTUS

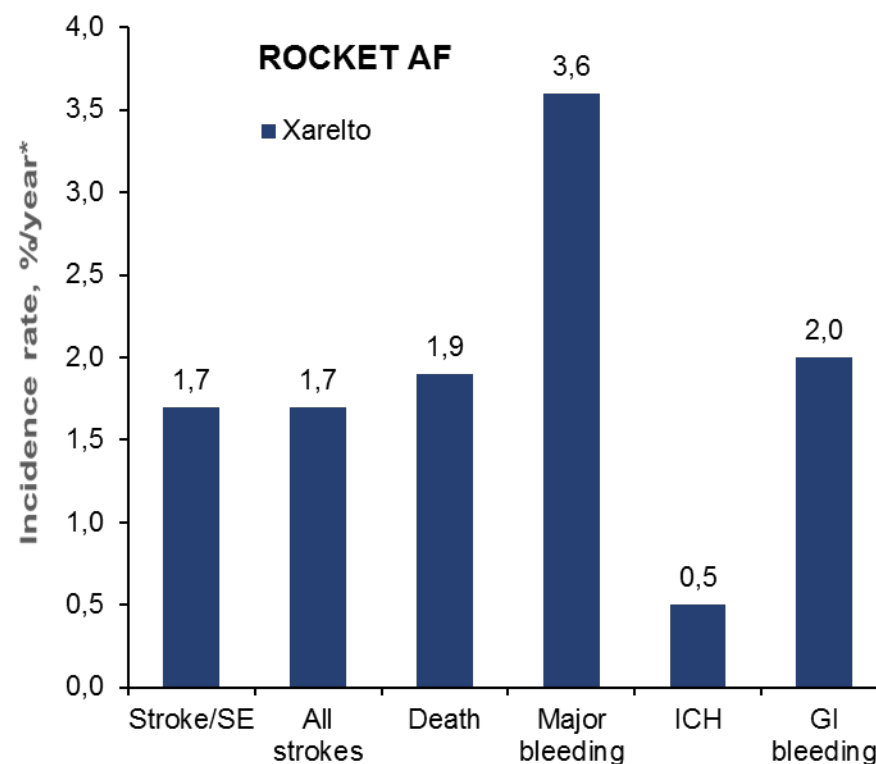
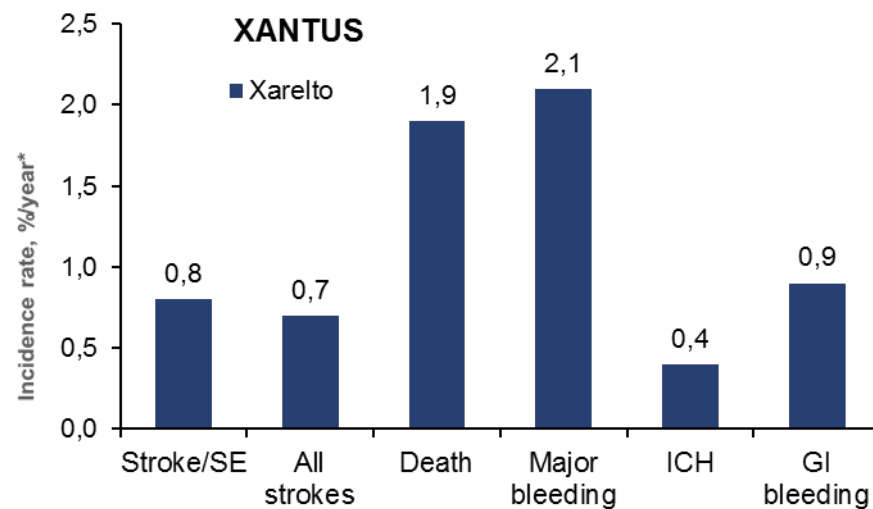
XANTUS: Patient Flow



*Reasons for not continuing in the study included, but were not limited to, patient decision, administrative or medical reasons. Some patients could have more than one reason for exclusion; #other dose includes any initial daily rivaroxaban dose besides 15/20 mg od (excluding missing information, n=3)

Comparison of Main Outcomes: XANTUS versus ROCKET AF

	CHADS ₂	Prior stroke [#]
ROCKET AF ¹	3.5	55%
XANTUS ²	2.0	19%



[#]Includes prior stroke, SE or TIA; *Events per 100 patient-years

1. Patel MR *et al*, *N Engl J Med* 2011;365:883–891; 2. Camm AJ *et al*, *Eur Heart J* 2015; doi: 10.1093/eurheartj/ehv466

XANTUS

Apixaban and real world

Real World Comparison Of Major Bleeding Risk Among Non-valvular Atrial Fibrillation Patients Newly Initiated On Apixaban, Dabigatran, Rivaroxaban Or Warfarin

Lip GYH¹, Pan X², Kamble S², Kawabata H², Mardekian J³, Masseria C³, Bruno A², Phatak H^{2*}

¹University of Birmingham, Birmingham, UK; ²Bristol-Myers Squibb, Princeton, NJ; ³Pfizer, Inc, New York, NY

*At the time of research, Hemant Phatak was an employee of BMS

Sponsored by Bristol-Myers Squibb Company and Pfizer Inc

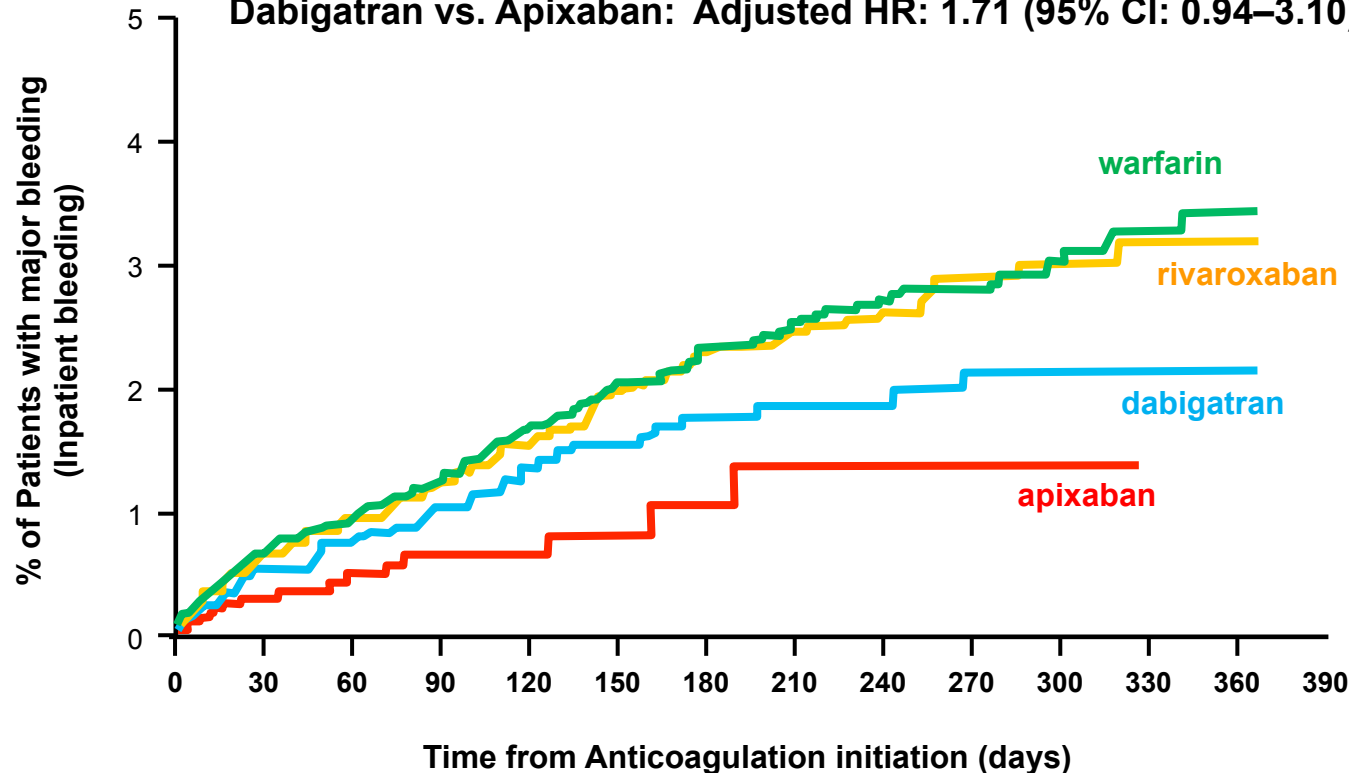
Real-world bleeding risk among non-valvular AF patients newly-prescribed Apixaban, Dabigatran, Rivaroxaban, and Warfarin: Analysis of Electronic Health Records

Cumulative incidence of major bleeding

Warfarin vs. Apixaban: Adjusted HR: 1.93 (95% CI: 1.12–3.33) $P=0.018$

Rivaroxaban vs. Apixaban: Adjusted HR: 2.19 (95%CI: 1.26 –3.79) $P=0.0052$

Dabigatran vs. Apixaban: Adjusted HR: 1.71 (95% CI: 0.94–3.10) $P= 0.079$



Apixaban (N=2,402)	
5 mg	NR
N=2,057	N=345
Dabigatran (N=4,173)	
150 mg	NR
N=3,768	N=405
Rivaroxaban (N=10,050)	
20 mg	NR
N=8,066	N=1,984
Warfarin (N=12,713)	

Truven MarketScan® Commercial and Medicare supplemental data

Lip et al. Poster presentation at ESC Aug/Sept 2015; Poster/oral poster no.P6217

Real-world Bleeding Risk among Non-valvular Atrial Fibrillation Patients Prescribed Apixaban, Dabigatran, Rivaroxaban, and Warfarin: Analysis of Electronic Health Records

Lin I¹, Masseria C², Mardekian J², Frea M¹, Phatak H³, Kamble S³, Abdulsattar Y², Petkun W², Menzin J¹, Lip GYH⁴

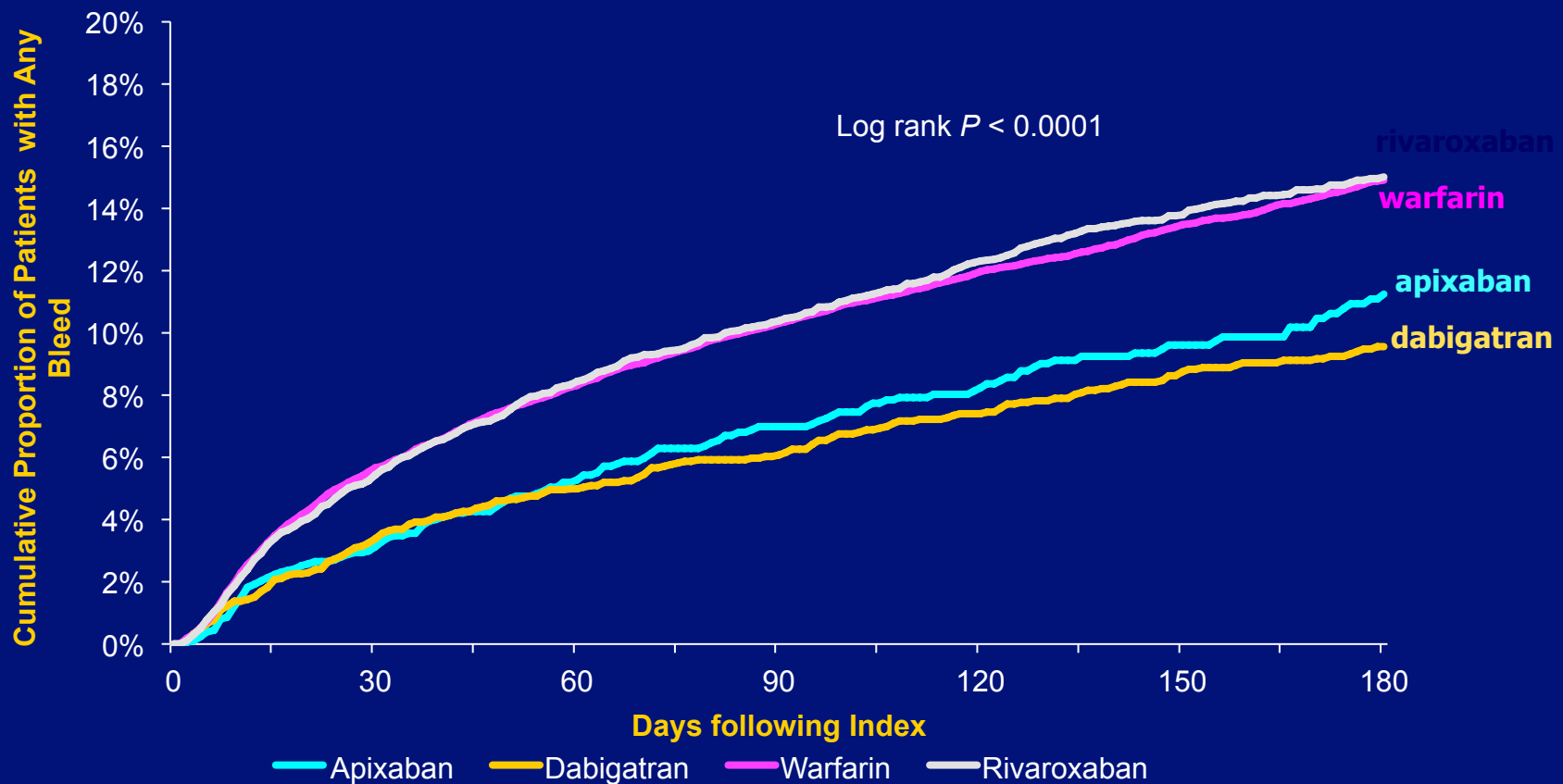
¹Boston Health Economics - Waltham - United States of America, ²Pfizer, Inc. - New York - United States of America, ³Bristol-Myers Squibb - Princeton - United States of America,

⁴University of Birmingham - Birmingham - United Kingdom.

Sponsored by Bristol-Myers Squibb Company and Pfizer Inc

Kaplan Meier Analysis of Any Bleed During Follow Up

- **Bleeding within 180 days:** 15% of patients in the warfarin and rivaroxaban cohorts, vs 9-11% of patients in the apixaban and dabigatran cohorts



Major Ongoing 'Real Life' Studies

Registry	Population Size	Patient Enrolment – Key Design Features	Follow-up Duration
GARFIELD-AF^a	Target: 55,000 To date: 45,000	<ul style="list-style-type: none"> Prospective patients (n = 50,000) enrolled < 6 weeks after AF diagnosis in 5 sequential cohorts Retrospective patients (n = 5000) enrolled 6 to 24 months after diagnosis ≥ 1 additional investigator-determined risk factor for stroke 	≥ 2 years, up to 8 years
GLORIA-AF^{b,c}	Target: 56,000 To date: 11,000	<ul style="list-style-type: none"> Prospective patients enrolled < 3 months after AF diagnosis in 3 phases CHA₂DS₂-VASc score ≥ 1 	0 to 3 years Phase 1 (pre-NOAC): none Phase 2 (dabigatran): 2 years Phase 3 (VKA/NOAC): 3 years
ORBIT-AF I^{d,e}	10,132	<ul style="list-style-type: none"> Incident or prevalent AF Patients excluded if anticipated life expectancy < 6 months 	≥ 2 years
ORBIT-AF II^f	Target: 15,000 To date: 1011	<ul style="list-style-type: none"> Prospective patients enrolled < 6 months after AF diagnosis; or enrolled < 3 months after initiation or transition to a NOAC Patients excluded if anticipated life expectancy < 6 months 	≤ 2 years
PREFER-AF^g	7243	<ul style="list-style-type: none"> Prospective patients enrolled < 12 months after AF diagnosis 	1 year

a. Thrombosis Research Institute website. <http://www.tri-london.ac.uk/garfield/information>; b. Huisman MV et al. *Am Heart J.* 2014;167:329-334; c. Boehringer Ingelheim Press Release Archive. http://www.boehringer-ingelheim.com/news/news_releases/press_releases/2014/07_may_2014_gloria-af.html; d. Piccini JP et al. *Am Heart J.* 2011;162:606-612.e1; e. O'Brien EC, et al. *Am Heart J.* 2014;167:601-609.e1; f. Steinberg BA. *Am Heart J.* 2014;168:160-167; g. Kirchhof P, et al. *Europace.* 2014;16:6-14.

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Adherence & persistence with NOACs

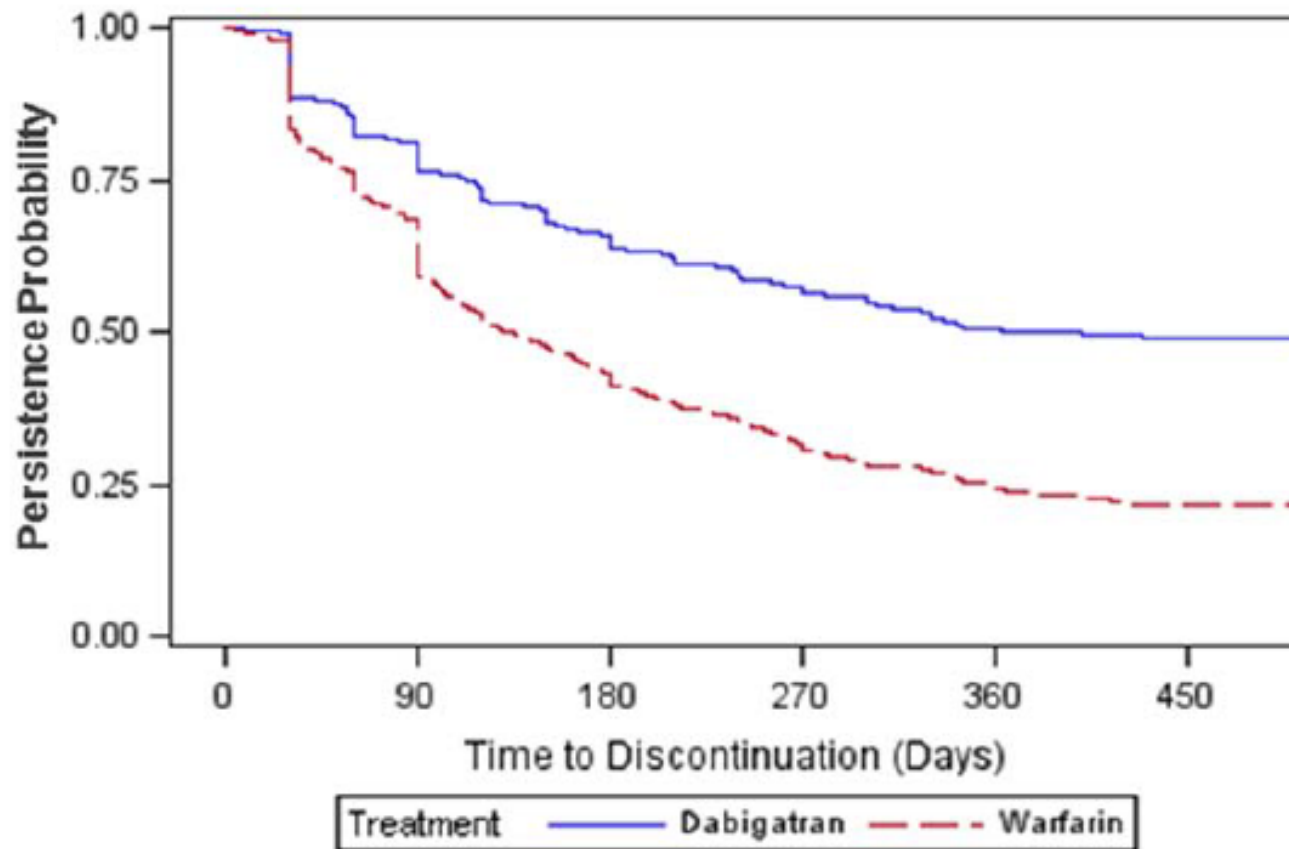
Original Article

Higher Persistence in Newly Diagnosed Nonvalvular Atrial Fibrillation Patients Treated With Dabigatran Versus Warfarin

Martin Zalesak, MD, PhD; Kimberly Siu, MD, MPH; Kevin Francis, BS; Chen Yu, BA; Hasmik Alvrtsyan, MS; Yajing Rao, MS; David Walker, PhD; Stephen Sander, PharmD; Gavin Miyasato, MS; David Matchar, MD; Herman Sanchez, MBA

Zalesak M et al, Circ Cardiovasc Qual Outcomes, September 2013

Dabigatran vs Warfarin Persistence in AF



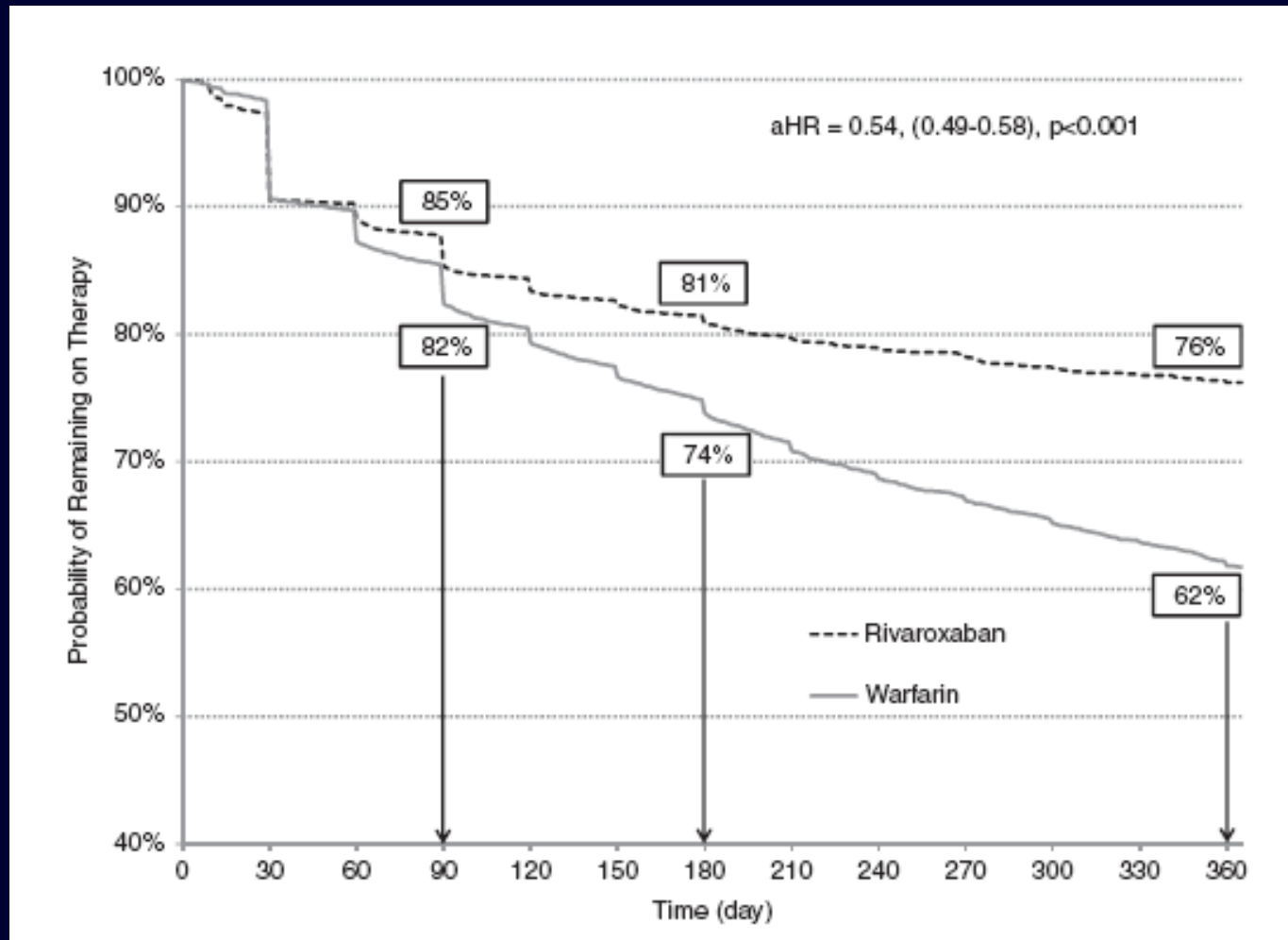
Zalesak M et al, Circ Cardiovasc Qual Outcomes, September 2013

Original article

Medication persistence and discontinuation of rivaroxaban versus warfarin among patients with non-valvular atrial fibrillation

Nelson WW et al. Curr Med Res Opin 2014; 1-9

Kaplan-Meier Curve for Therapy Continuation



Nelson WW et al. Curr Med Res Opin 2014; 1-9

Il problema dei dosaggi.....

Approved European labels for NOACs and their dosing in CKD-EHRA guideline

	Dabigatran	Apixaban	Edoxaban	Rivaroxaban
Fraction renally excreted of absorbed dose	80%	27% ^{52–55}	50% ³⁶	35%
Bioavailability	3–7%	50%	62% ⁵¹	66% without food Almost 100% with food
Fraction renally excreted of administered dose	4%	12–29% ^{52–55}	37% ³⁶	33%
Approved for CrCl ≥ ...	≥ 30 mL/min	≥ 15 mL/min	≥ 15 mL/min	≥ 15 mL/min
Dosing recommendation	CrCl ≥ 50 mL/min: no adjustment (i.e. 150 mg BID)	Serum creatinine ≥ 1.5 mg/dL: no adjustment (i.e. 5 mg BID) ^a	CrCl ≥ 50 mL/min: no adjustment (i.e. 60 mg OD) ^b	CrCl ≥ 50 mL/min: no adjustment (i.e. 20 mg OD)
Dosing if CKD	When CrCl 30–49 mL/min, 150 mg BID is possible (SmPC) but 110 mg BID should be considered (as per ESC guidelines) ⁵ Note: 75 mg BID approved in US only ^c : if CrCl 15–30 mL/min if CrCl 30–49 mL/min and other orange factor Table 6 (e.g. verapamil)	CrCl 15–29 mL/min: 2.5 mg BID If two-out-of-three: serum creatinine ≥ 1.5 mg/dL, age ≥ 80 years, weight ≤ 60 kg: 2.5 mg BID	30 mg OD when CrCl 15–49 mL/min	15 mg OD when CrCl 15–49 mL/min
Not recommended if	CrCl < 30 mL/min	CrCl < 15 mL/min	CrCl < 15 mL/min	CrCl < 15 mL/min

Stroke and Bleeding Outcomes with Apixaban vs. Warfarin in Patients with High Creatinine, Low Body Weight or High Age Receiving Standard Dose Apixaban for SPAF

Nella pratica clinica, si nota un'eccessiva proporzione delle prescrizione di Apixaban 2,5 mg BID, rispetto alla dose standard. Una simile situazione si riscontra anche con rivaroxaban e dabigatran.

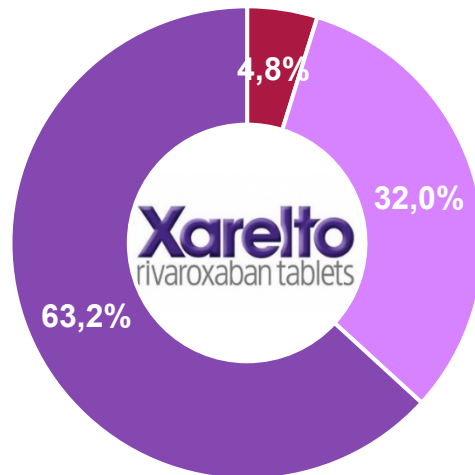
Country	Apixaban		Rivaroxaban			Dabigatran		
	Q4 2014 2.5mg	5mg	10mg	15mg	20mg	75mg	110mg	150mg
UNITED STATES	24%	76%	6%	21%	73%	16%	0%	84%
JAPAN	58%	42%	55%	45%	0%	40%	60%	0%
GERMANY	41%	59%	4%	34%	61%	2%	61%	37%
CANADA	38%	62%	6%	26%	68%	1%	52%	47%
AUSTRALIA	39%	61%	2%	30%	68%	0%	63%	37%
UNITED KINGDOM	42%	58%	6%	22%	71%	3%	51%	46%
SPAIN	37%	63%	5%	33%	63%	3%	60%	38%
FRANCE	46%	54%	0%	0%	0%	0%	0%	0%
BELGIUM	30%	70%	2%	42%	56%	0%	60%	40%
ITALY	35%	65%	2%	37%	61%	0%	63%	36%

Patient & Market Dynamics

Share by Strength (Values .000 – Aug 15)

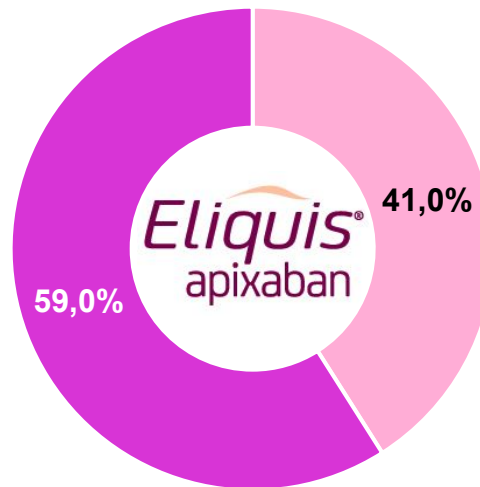
High use of Low dosages

Share by Strength
Qtr 07/15



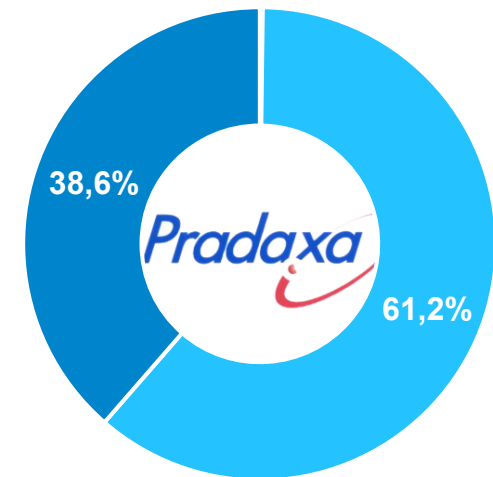
■ Xarelto 10 ■ Xarelto 15
■ Xarelto 20

Share by Strength
Qtr 07/15



■ Eliquis 2,5 ■ Eliquis 5

Share by Strength
Qtr 07/15



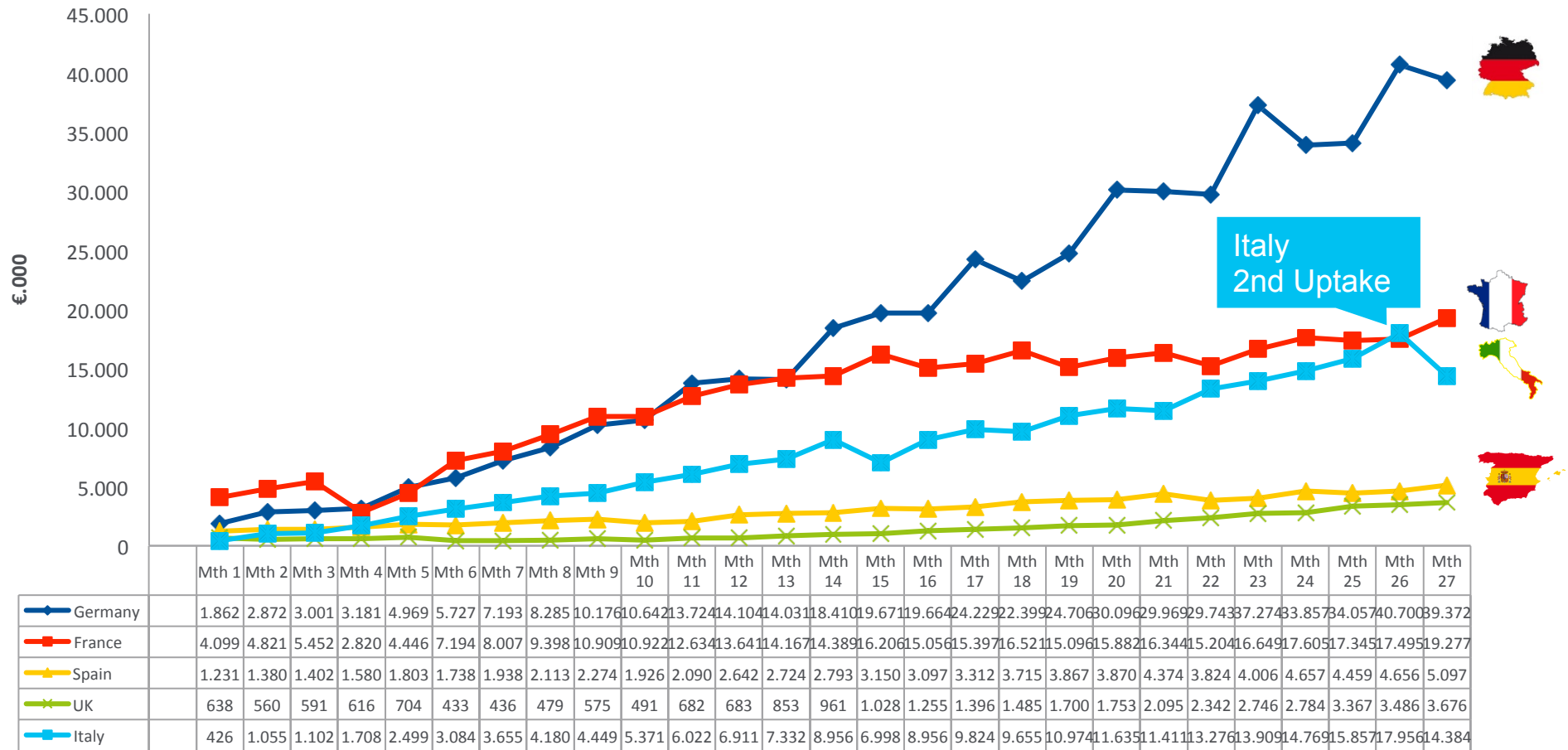
■ Pradaxa 75 ■ Pradaxa 110
■ Pradaxa 150

L'uptake dei NAO in Italia

Patient & Market Dynamics

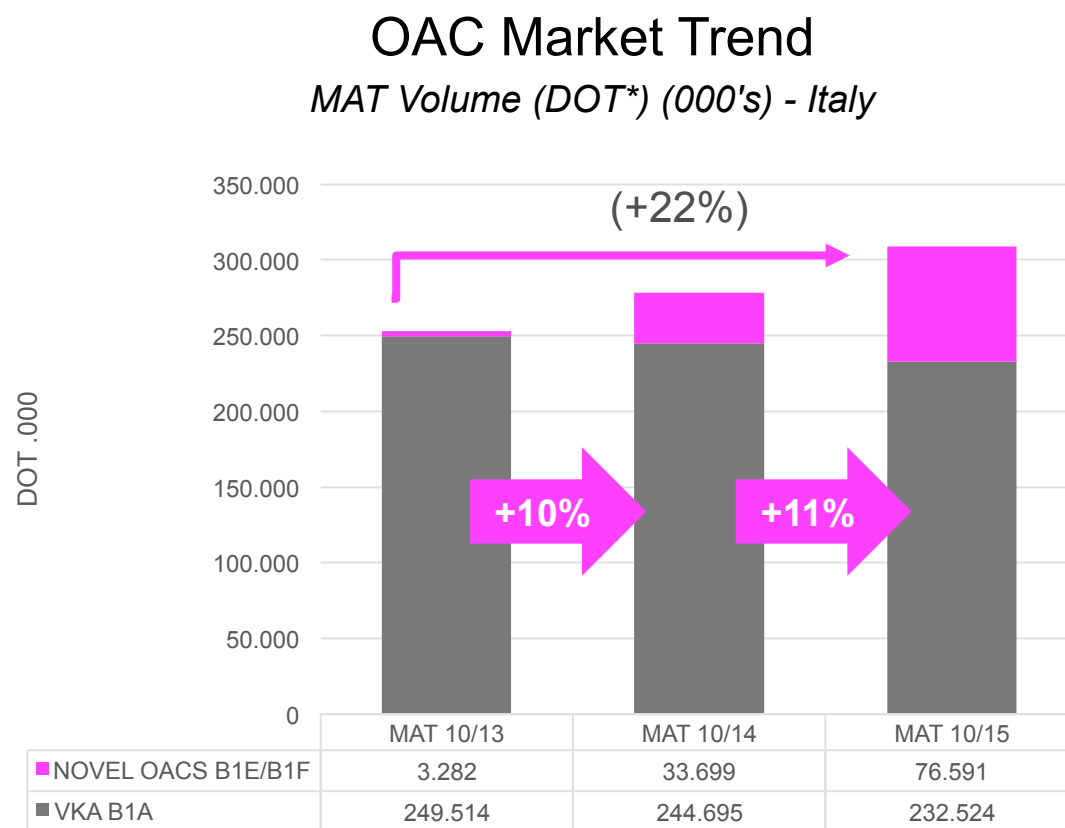
NOACs Sales Launch Uptake by Country Comparison (LEU .000 – Aug 15)

NOACs Launch Uptake by Country Comparison Total NOAC - Cumulative Value (.000 LEU) - SPAF Launch - Total



Patient & Market Dynamics

OAC Market Sales Trend (DOT .000) MAT Oct 2015



**I NAO STANNO
ALLARGANDO IL MERCATO**

10/2015

- VKA -5% (MAT)
- MS NOACs 24% (MAT)
- MS NOACs 33% (Mese)

*DOT: Giorni di trattamento



