Breakthrough advances in immunology bring hope to millions

Market for immunomodulators skyrockets

April 1997/New York, NY — The market for immunomodulators has experienced dramatic double-digit growth during the 1990s. Between 1992 and 1996, revenues more than doubled worldwide, from $1.2 billion to $2.9 billion, according to The World Market for Immunomodulators, a new report from the New-York based research and consulting firm, FIND/SVP. Over the same period, revenues in the United States alone jumped from $833 million to $1.57 billion. Rapid growth is expected to continue in the coming years.

Four major forces are driving the market: (1) the rapid spread of managed care, (2) an increase in the patient population due in part to the aging of baby boomers, (3) approvals for new indications of existing products, and (4) the introduction of a new formulation of the blockbuster drug, Sandimmune.

The market is divided into two categories: immunosuppressants ($745 million in 1996 U.S. revenues) and immunostimulators ($829 million in 1996 U.S. revenues). Immunosuppressants are used primarily by patients undergoing organ transplantation and, to a lesser extent, in treatment of autoimmune and inflammatory conditions. Immunostimulators are used to treat patients with compromised immune systems. There is essentially no overlap of drugs in the two categories.

New Immunomodulators Emerging

Marketers in both categories attempt to increase market share by seeking new indications for existing and developing drugs. Immunomodulators are approved — and used off-label — for a variety of diseases and disorders from atopic dermatitis to multiple sclerosis to psoriasis.

Advances in biotechnology and increased understanding of immunology are creating new products and medical techniques that will further expand the market. The issue of xenotransplantation may be moot: many researchers contend that animal and human organ donors will become outmoded once cellular implantation and artificial organ transplantation are fully developed. In the meantime, the FDA, and other regulatory bodies take a cautious stance with xenotransplantation technology, concentrating on drawing up stringent guidelines for continued research.

This 160+ page report, The World Market for Immunomodulators, is priced at $2,500 and is available from FIND/SVP, Dept. RFMX, 625 Avenue of the Americas, New York, NY 10011. To order, call 1-800-346-3787. Visit our Web site to see the table of contents for this report and thousands of others: http://findsvp.com

Note to Editors: An executive summary of the report is available to the press. To receive it, or to learn more, please contact Scott Dempster of FIND/SVP at (212) 807-2637.

Founded in 1969, FIND/SVP, Inc. is a worldwide research, advisory, and business intelligence firm. A publicly held company (NASDAQ: FSVP), FIND/SVP operates five custom services: Quick Consulting and Research Service, Strategic Consulting and Research, Customer Satisfaction and Loyalty Programs, Emerging Technologies Research, and Research Publications.