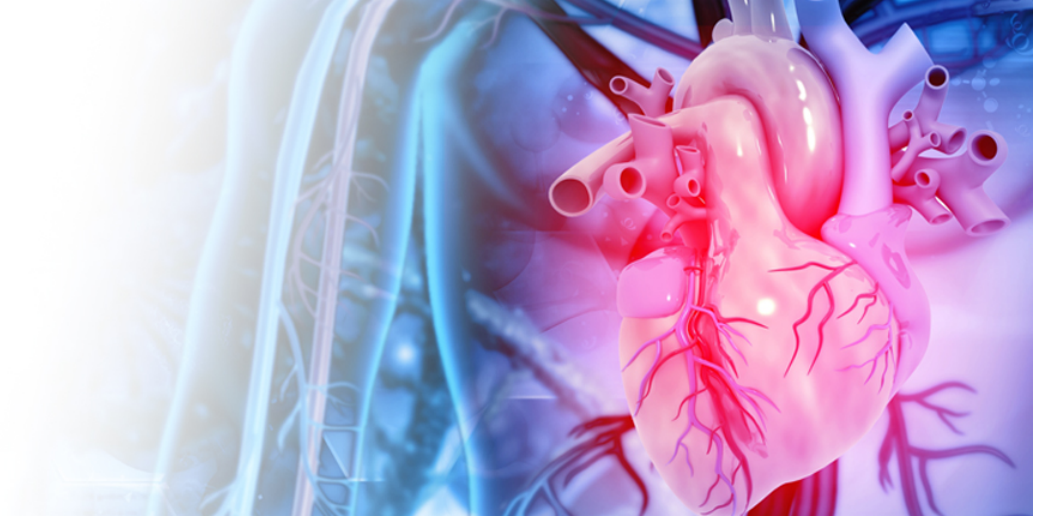


The US Gets Entresto® for a Steal



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The US market-based price for Entresto® is a steal—priced less than the benefit it is expected to provide.

Entresto® (sacubitril/valsartan, developed by Novartis Pharmaceuticals Corporation) was approved in 2015 for heart failure. The launch price for Entresto was around \$4,500 per year. A conventional cost-effectiveness analysis from the health system perspective suggests this price is cost-effective even when assuming this price stays constant forever. **Entresto could be priced between \$11,000 and \$17,000 per year** before meeting commonly used thresholds for cost-effectiveness.

This suggests that the **US market-based price for Entresto is less than the benefit it is expected to provide**. Despite this, downward pressures to the price of Entresto are coming—whether due to the Medicare Drug Price Negotiation Program price going into effect in 2026 or due to the expected loss of exclusivity and subsequent entrants of generic equivalents in as early as a few months.

Because of these upcoming changes, we selected sacubitril/valsartan to be the topic of this CPE Exclusive. In this CPE Exclusive, we updated our conventional cost-effectiveness analysis to incorporate price dynamics based on the price changes to date and the expected price declines in the future. Incorporating these price changes into the economic model suggested that sacubitril/valsartan was even more cost-effective than initially modeled.

Considering the allocation of sacubitril/valsartan's benefit between the manufacturer and society, **society is expected to receive the majority share of its benefit**.

Read our full report for a description of our modeling assumptions and detailed model findings.

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