



## FOR IMMEDIATE RELEASE

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### **NAVIGANT CONSULTING ESTIMATES WORLDWIDE NEUROPATHIC PAIN MARKET WILL REACH \$3.5 BILLION BY 2009**

#### **Study identifies 11 new products to enter the market in the next five years**

**San Mateo, Calif., Jan. 22, 2004** – With the worldwide prevalence of neuropathic pain sufferers estimated at more than 38 million people in 2004 (based on U.S. Census Bureau data and epidemiology studies), and only three commercialized products specifically indicated for the disease, Front Line Strategic Market Reports™ analysts from Navigant Consulting, Inc. (NYSE: NCI) believe there is great demand for effective therapeutics to improve the quality of life for patients. In their recently concluded study, entitled ***“Emerging Neuropathic Pain Therapeutics: Physician Perspectives and Competitive Benchmarking Analysis of a High Growth Market.”*** the analysts also determined that there will be tremendous growth in this pain treatment segment as several drug manufacturers are poised to enter the U.S. market by 2009.

Primary information for the study was gathered by conducting interviews with a panel of physician experts from across the country with in-depth neuropathic pain experience. Supporting information was also collected from interviews conducted with pharmaceutical company representatives and from secondary sources, including news releases, SEC filings, industry Web sites and scientific periodicals.

“There is a great need for therapeutics that are more specific and more predictable in efficacy,” said Dr. James Helman, an anesthesiologist and panel participant based in Washington. “It is also important that a drug is titratable so that dosing can be adjusted for each patient.”

According to Navigant Consulting’s research and analysis, the worldwide neuropathic pain market will reach nearly \$1.1 billion in 2004 and \$3.5 billion by 2009, driven by the introduction of 11 new products. Pfizer will continue to be a top drug manufacturer in 2009 with the upcoming release of pregabalin, a second-generation anticonvulsant expected to replace the company’s current market leader Neurontin (gabapentin), which is approaching

generic competition. However, Pfizer is at risk of losing market share to a growing number of emerging companies, including Eli Lilly, Johnson & Johnson and GlaxoSmithKline. “Awareness of the disease is expanding in the medical community, and patients will soon enjoy a wide variety of novel treatment options with improved safety and efficacy profiles,” said Rochelle Ellis, Associate for Strategic Market Reports, Navigant Consulting. “Because the physicians we surveyed strongly expressed the need for improved medicines and showed significant interest in upcoming products, we feel our competitive benchmark analysis will provide timely, in-depth information to help current and emerging drug manufacturers position their products for optimized profitability.”

For additional details, complimentary PDF sample pages, or to order “***Emerging Neuropathic Pain Therapeutics: Physician Perspectives and Competitive Benchmarking Analysis of a High Growth Market***,” please contact Chris Kammer or Anil Patel of Navigant Consulting at 650.525.1500 x145, or 650.525.1500 x135, respectively.

#### **About Navigant Consulting**

Navigant Consulting, Inc. (NYSE: NCI) is a specialized independent consulting firm providing litigation, financial, restructuring, energy, healthcare and operational consulting services to government agencies, legal counsel and large companies facing the challenges of uncertainty, risk, distress and significant change. The Company focuses on industries undergoing substantial regulatory or structural change and on the issues driving these transformations. “Navigant” is a service mark of Navigant International, Inc. Navigant Consulting, Inc. (NCI) is not affiliated, associated, or in any way connected with Navigant International, Inc. and NCI’s use of “Navigant” is made under license from Navigant International, Inc. More information about Navigant Consulting can be found at [www.navigantconsulting.com](http://www.navigantconsulting.com).

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