

# CoQ10 Association CARDIOLOGIST SURVEY

March 2015

Survey Design & Analysis: Carla Ooyen, Independent  
Market Researcher

# Cardiologists and CoQ10

2

**71%** of Cardiologists **RECOMMEND**  
CoQ10 to patients on statins

COQ10 is the supplement most  
recommended by Cardiologists

When asked what supplements Cardiologists recommend to their patients, 45% listed CoQ10 without prompting, versus the other top listed supplements: 21% listed fish oil and 13% listed a vitamin

# Cardiologists and Statin/CoQ10 Relationship

3

Cardiologists that understand CoQ10 depletion issues (51%) are much more likely to **RECOMMEND** CoQ10 to their patients on statins

22% of Cardiologists are **ACTIVELY** looking to learn more about the use of CoQ10 supplements

50% of Cardiologists reported that **MUSCLE PAIN** was a problem for more than 16% of their patients

Cardiologists are open to CoQ10 usage but want more **PROOF OF EFFICACY** and **QUALITY**, and better usage **EDUCATION** and **GUIDELINES**

32% of Cardiologists reported that **FATIGUE** was a problem for more than 16% of their patients

CoQ10 is the supplement **MOST** likely to be recommended by a cardiologist, with 45% listing unaided

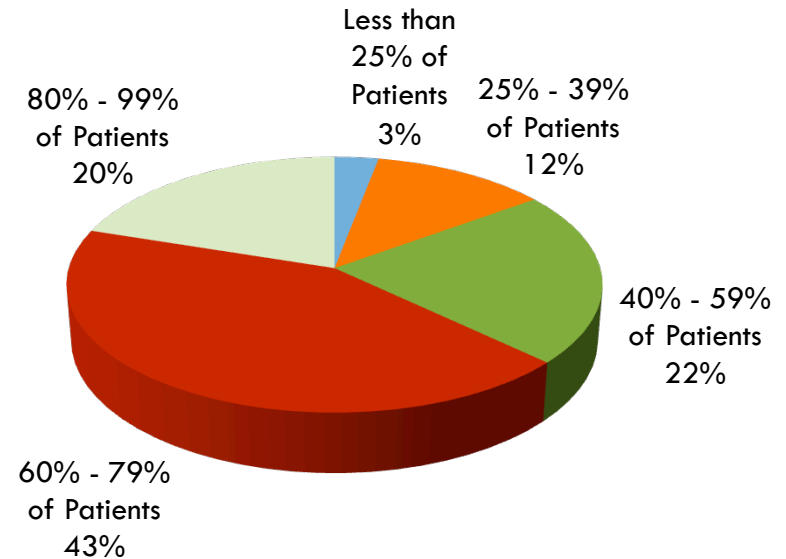
100% of Cardiologists prescribe statins but only **HALF** are concerned about CoQ10 depletion

# Statin Recommendation

4

- ❖ 100% of Cardiologists surveyed recommend Statins to a segment of their patients
- ❖ 40mg is the most popular initial dosage, with 20mg and 10mg being about half as popular
- ❖ Cardiologists that had been practicing less than 10 years prescribed statins at a much higher level, with 73% recommending to more than 60% of their patients. They were also more likely to recommend a higher initial dosage

## Percent of Patients Prescribed Statins



# Usage of Prescribed Statins

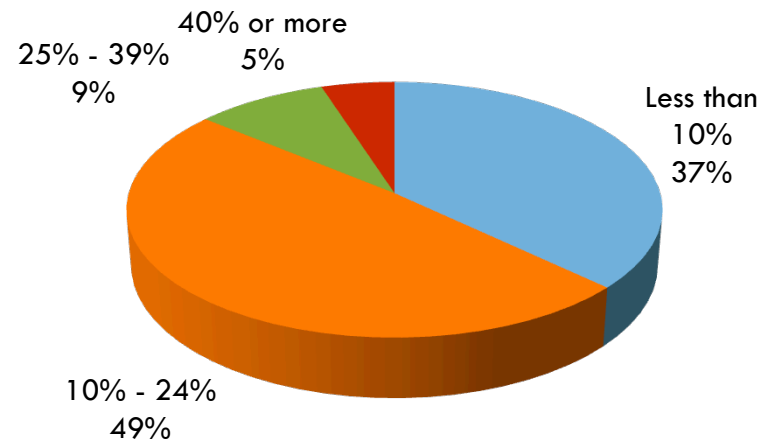
5

❖ HALF of Cardiologists report 10-25% of patients aren't taking a prescribed statin

❖ Cardiologists are looking for solutions to help raise patient compliance

“Compliance is always an issue, cost of medication is another issue”  
-Cardiologist, NY

## Patients Not Using Prescribed Statins



# Statin Side Effects

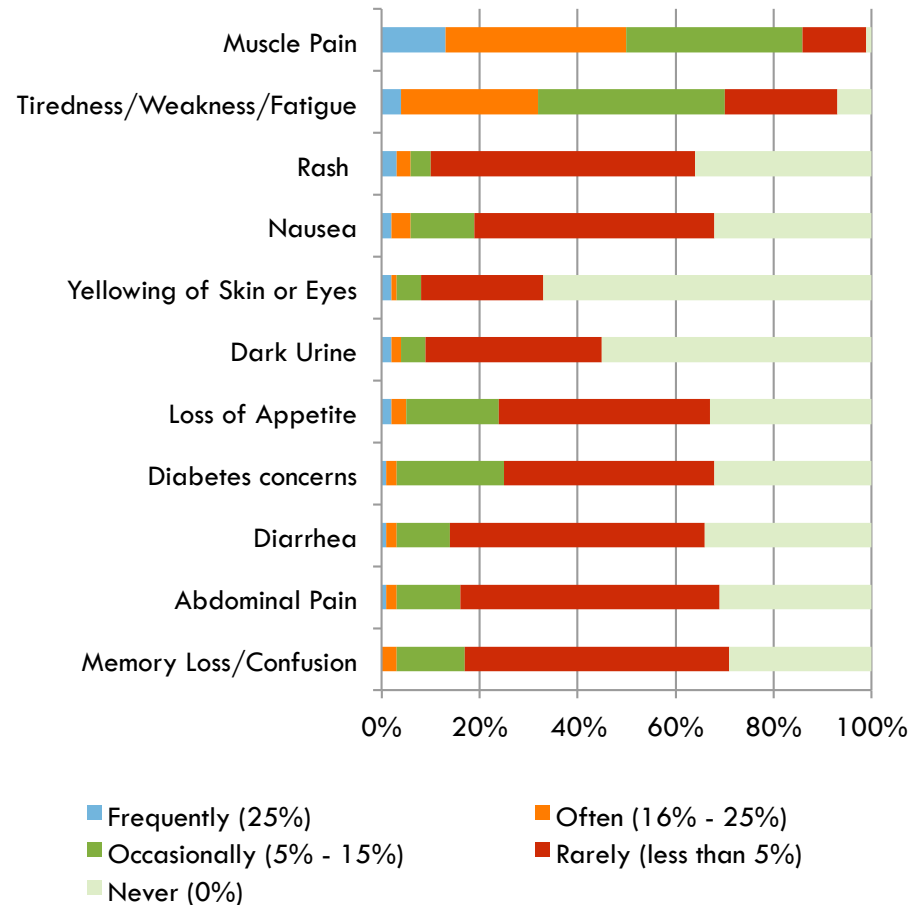
6

- ❖ Patients are discussing side effects with their Cardiologist

- ❖ 50% of Cardiologists reported that **MUSCLE PAIN** was Frequently (more than 25%) or Often (16%-25%) reported

- ❖ 32% of Cardiologists reported that **FATIGUE** was Frequently or Often a side effect

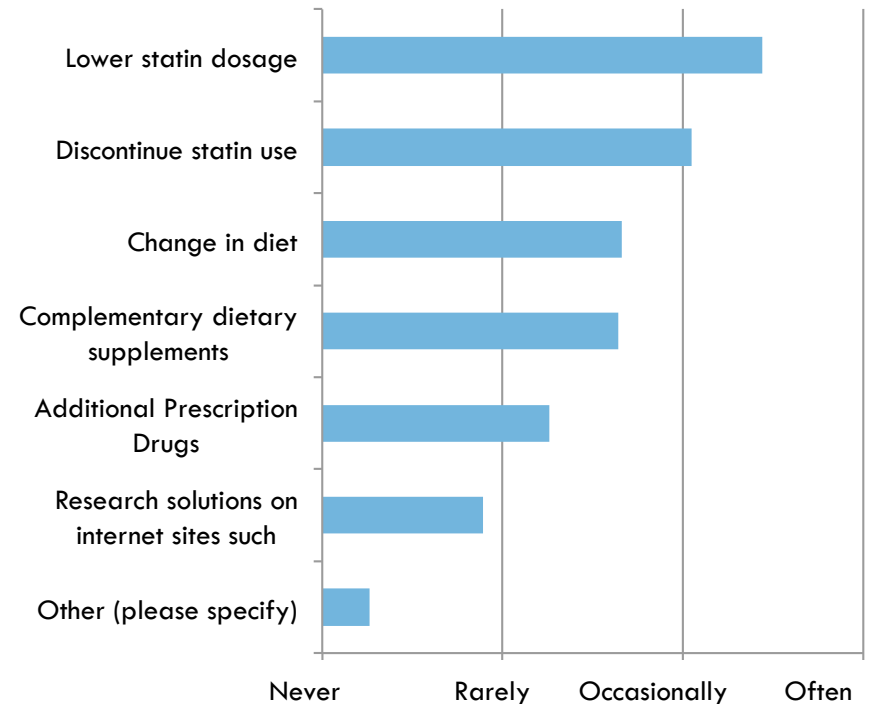
- ❖ Many other side effects were experienced by a small portion of patients



# Managing Side Effects

7

- ❖ Cardiologist are most likely to LOWER statin dosage or DISCONTINUE USE when patients experience side effects
- ❖ Complementary dietary supplements are only OCCASIONALLY recommended
- ❖ Of those recommending additional prescription drugs, 43% mentioned Zetia while 22% listed CoQ10 (unaided)
- ❖ Of those recommending complementary dietary supplements, 61% listed CoQ10 (unaided)



Cardiologists with more time in practice were more likely than younger counterparts to discontinue statin use

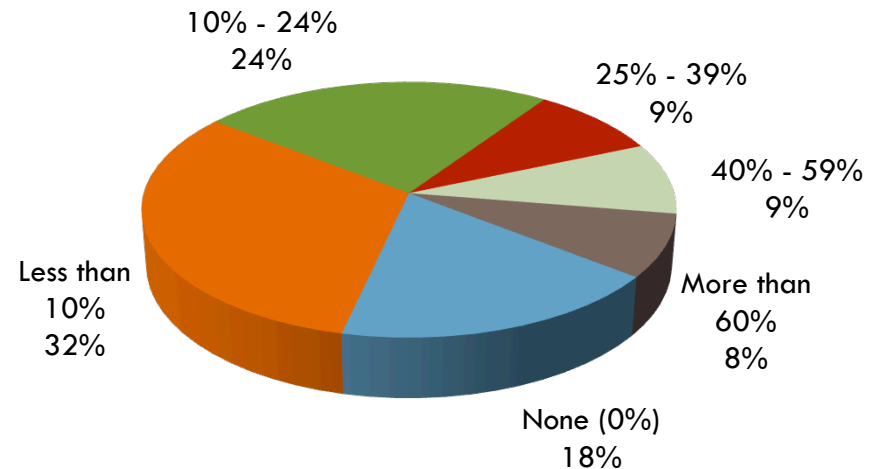
# Dietary Supplements

8

- ❖ Cardiologists are only recommending supplements to a small percentage of their patients
- ❖ The Good News: For those who do, CoQ10 was listed (unaided) by 45%
- ❖ The Bad News: While some are convinced of CoQ10's benefit, many aren't convinced that it really helps

“[I recommend] CoQ10 mostly because of the perceived benefits and internet popularity”  
-Cardiologist, VA

## Supplement Recommendation



““[I recommend] CoQ10 - have had several patients that report improvement in statin side effects”  
-Cardiologist, UT



# CoQ10 Depletion

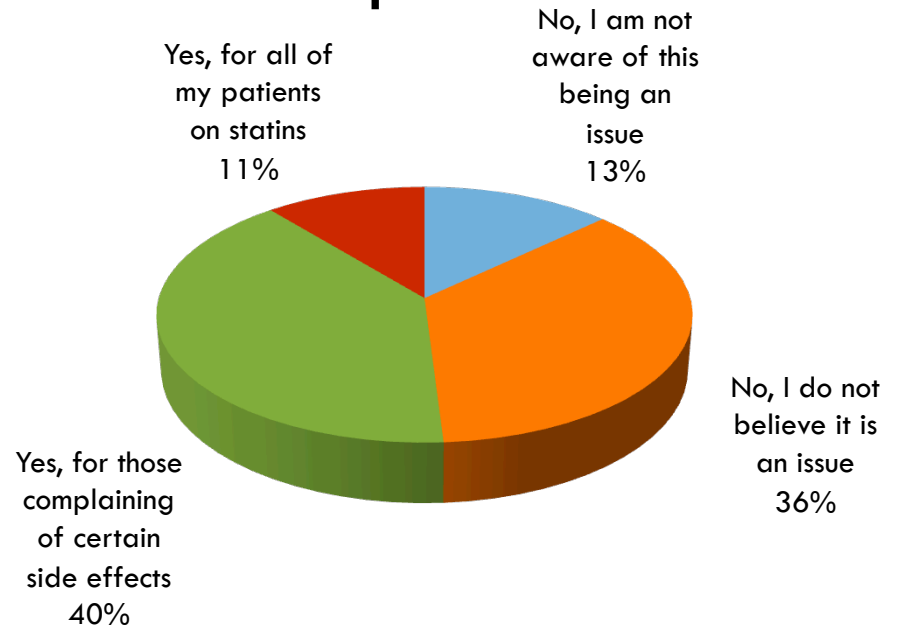
❖ HALF of Cardiologists are either not aware of CoQ10 depletion or don't believe it's a problem

❖ Cardiologist in practice less than 10 years are more likely to be aware of CoQ10 depletion issues

"I will frequently offer CoQ10 to patients in whom I may be worried about side effects or in patients who are worried about myalgias."

-Cardiologist, PA

## Concern Regarding CoQ10 Depletion



"Controversy over its use-if it is of benefit"  
-Cardiologist, FL

# CoQ10 Supplement Familiarity

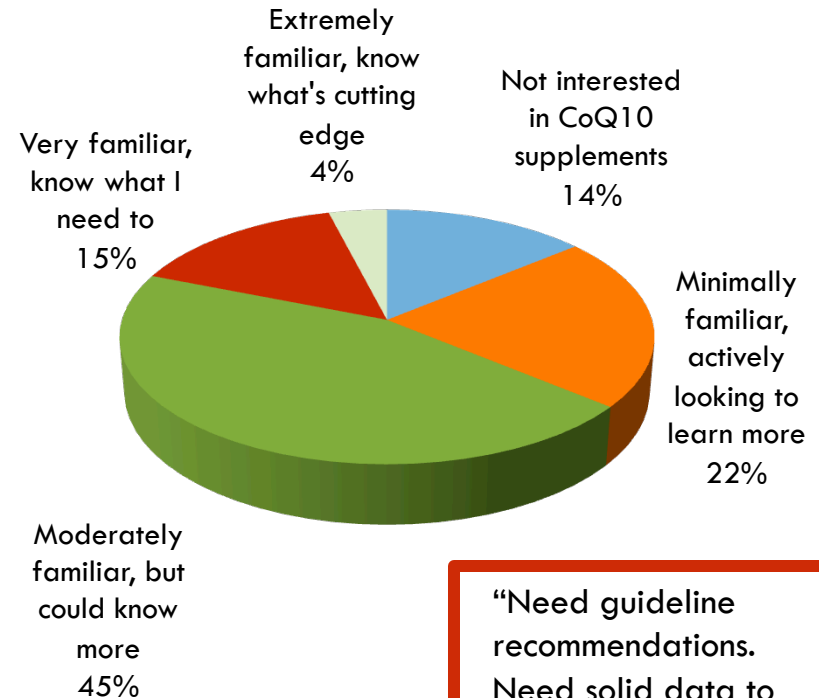
10

❖ Most Cardiologists feel that they are MODERATELY familiar with CoQ10 supplements but COULD KNOW MORE

❖ 22% are ACTIVELY looking to learn more, especially younger doctors

❖ Of those aware of CoQ10 depletion issues, 61% recognize they could know more. Of those not aware, 29% are actively looking to know more

## CoQ10 Familiarity



"I know the dose to prescribe but do not know about differences in preparations between manufacturers if any."  
-Cardiologist, PA

"Need guideline recommendations. Need solid data to justify use"  
-Cardiologist, FL

# CoQ10 Recommendation

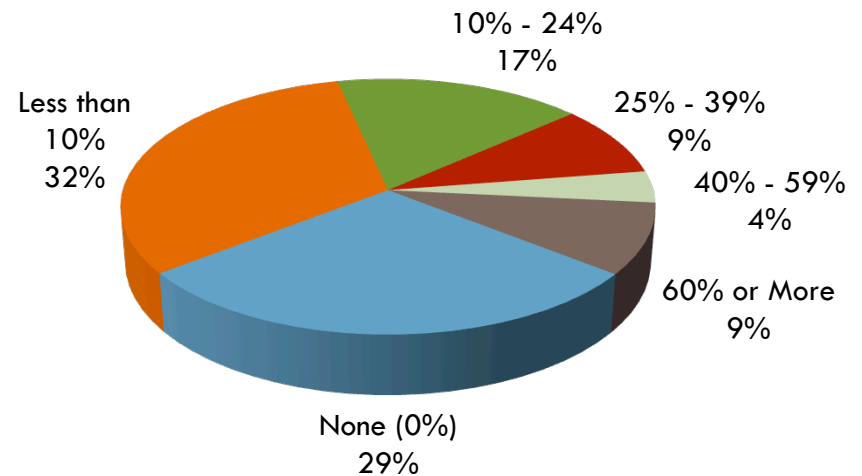
11

❖ Despite being less likely to be aware of CoQ10 depletion, those practicing longer recommend CoQ10 at a higher rate

❖ 61% of Cardiologists are recommending CoQ10 supplementation to LESS THAN 10% of the Patients on Statins

❖ Of those recommending CoQ10 Supplementation, 78% are recommending because of STATIN SIDE EFFECTS

## Percent Patients Recommended CoQ10 Supplements



• Not surprisingly, of those that do not consider CoQ10 depletion a concern, 55% have NEVER recommended CoQ10 supplementation but 29% are ACTIVELY looking to learn more

# CoQ10 Recommendation

12

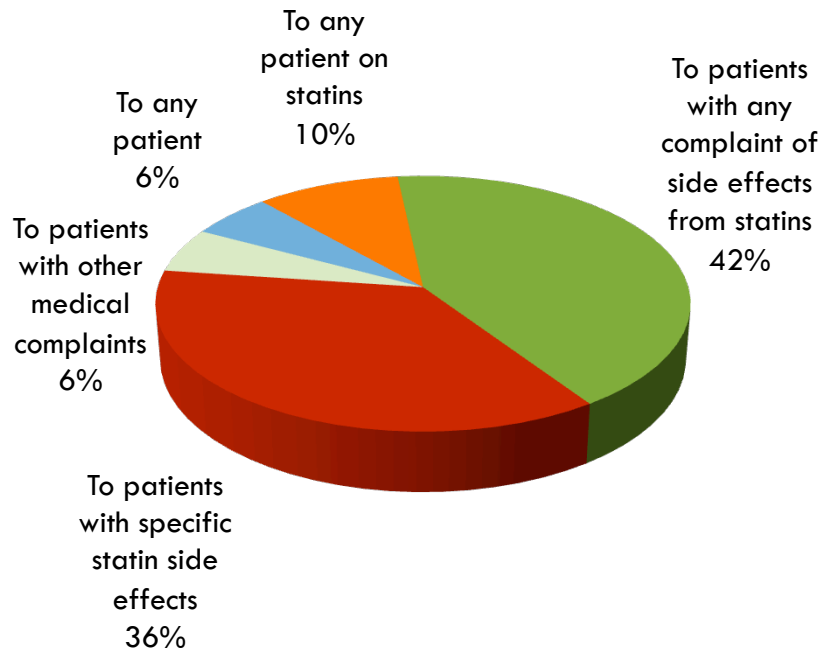
❖ 61% of Cardiologists are recommending CoQ10 supplementation to LESS THAN 10% of their patients on statins

❖ Of those recommending CoQ10 Supplementation, 78% are recommending because of STATIN SIDE EFFECTS

❖ 92% mentioned myalgia (muscle pain) or weakness as the targeted side effect

❖ General pain was the reason for recommending to patients NOT on statins

## Recommendation Circumstances



# CoQ10 Recommendation Motivation

13

❖ Cardiologists are looking to CoQ10 to help encourage patient's statin compliance

❖ Many aren't convinced it works, or think it may be a placebo effect, but don't see it as harmful to try

"To help patient tolerate the statin"

-Cardiologist, NY

"It works on a lot of patients"

-Cardiologist, CA

"Statin intolerance and unable to take alternative medications like zetia, fibrates"

-Cardiologist, CA

"Frequently asked by patients but I can not find convincing evidence"

-Cardiologist, MI

"Preliminary research and personal experience"

-Cardiologist, AL

"Read and taught in fellowship that use of this agent allows many to tolerate Rx better"

-Cardiologist, CT

"The FDA recommendations and info from drugs.com"

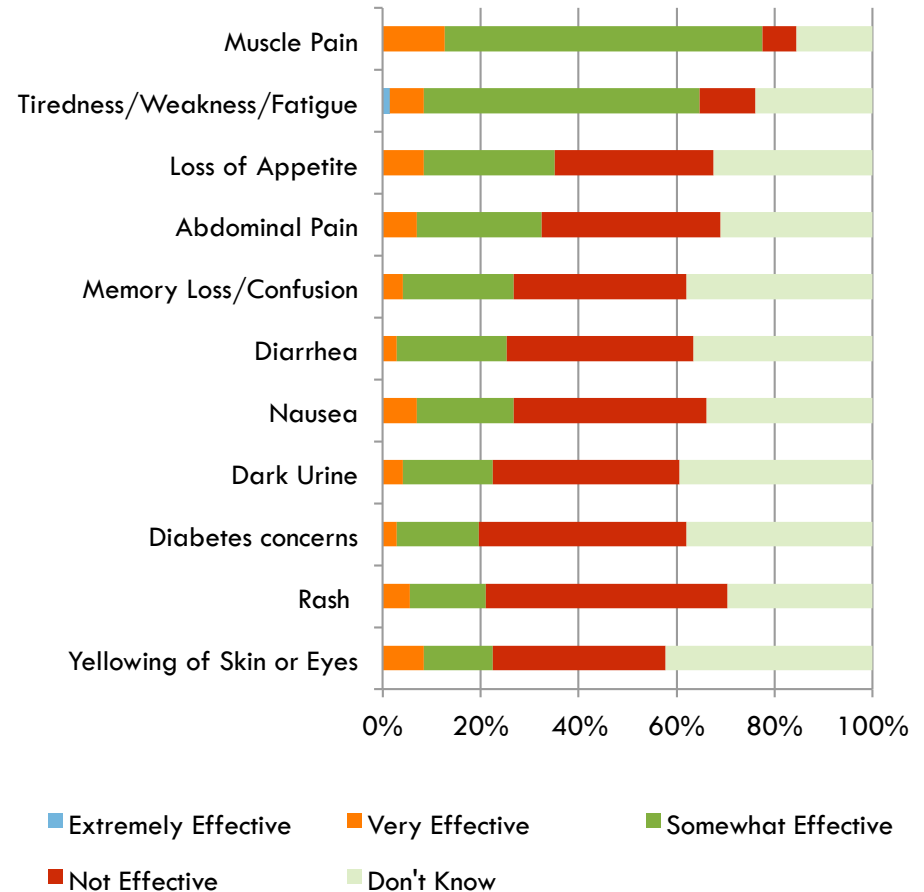
-Cardiologist, CA

# Perceived CoQ10 Effectiveness

14

❖ Cardiologists feel that CoQ10 is at least somewhat effective for relieving muscle pain and fatigue caused by statin usage.

❖ They are not convinced regarding other side effects, though these are the side effects less reported



# Why Not Recommending CoQ10

15

## ❖ Cardiologists want more:

- ❖ RESEARCH proving EFFICACY
- ❖ Rx GRADE products
- ❖ GUIDANCE for use

❖ Many aren't convinced it works, or think it may be a placebo effect, but don't see it as harmful to try

"Not aware of scientific studies showing beneficial effects"

-Cardiologist, CA

"Don't know about it."

-Cardiologist, WI

"No clinical evidence or guidelines to do so"

-Cardiologist, FL

"I don't see the advantage and don't trust non-FDA approved pills"

-Cardiologist, LA

"Awaiting randomized control data"

-Cardiologist, PA

"Do not feel supplement has enough benefit to add additional pills to the patient's regimen"

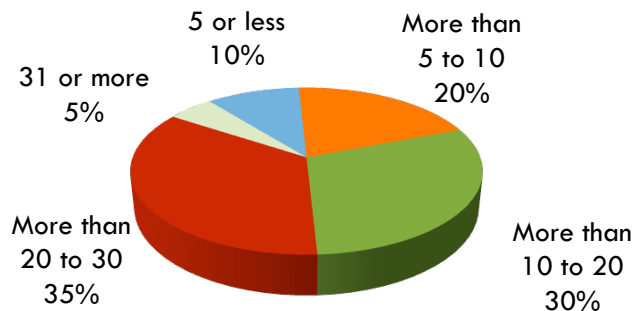
-Cardiologist, CA

# Survey Demographics

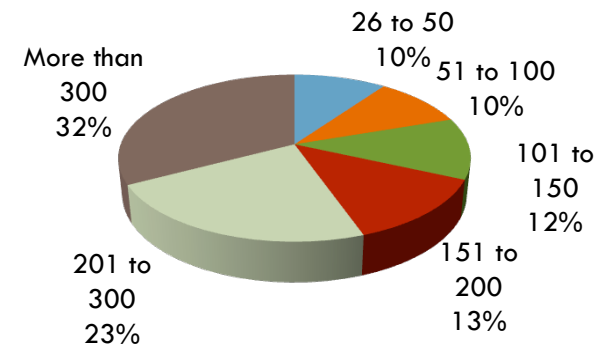
16

- Survey fielded in March 2015
  - ▣ Written & analyzed by Carla Ooyen, market researcher
  - ▣ Fielded online by Research Now
- Survey of 100 Cardiologists with
  - ▣ Active medical practice
  - ▣ More than 25 patients per month

### Years in Practice



### Monthly Patient Visits



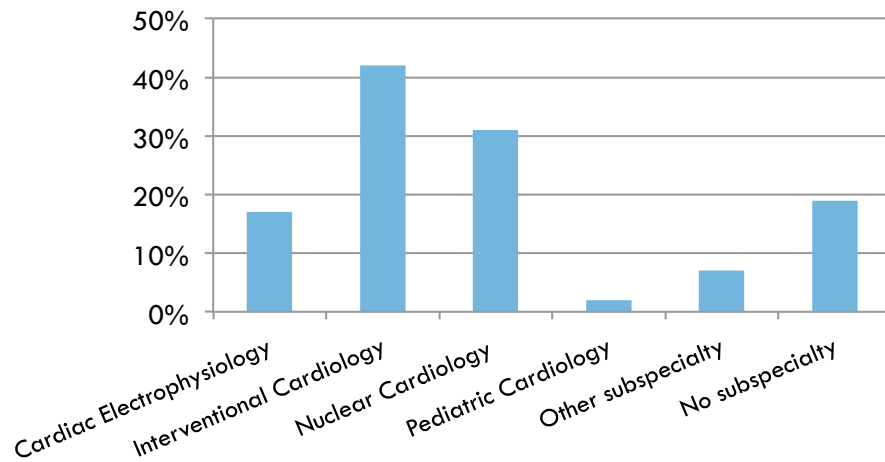


# Survey Demographics

17

- Survey of 100 Cardiologists
  - ▣ Any cardiologist not focused solely on Pediatric Cardiology
  - ▣ Practicing across the US

### Sub-Specialty



### Location

