

Millions of Americans struggle to pay astronomical drug prices.

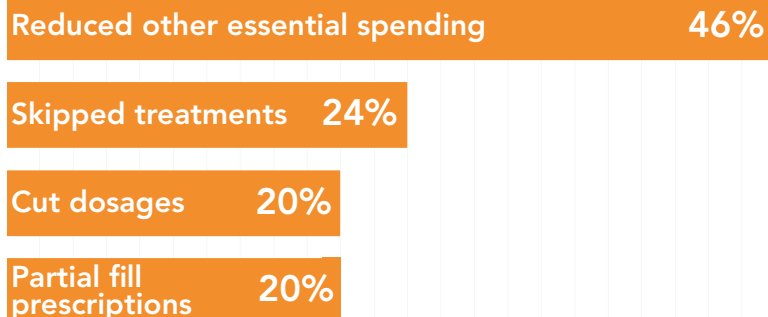
Patients with chronic or life-threatening conditions often require complex and expensive “biologic” drugs.

The price can force patients to choose between medication and other expenses.

In fact, nearly

1/4 of cancer patients

skip treatments because they can't afford their drugs.¹



CANCER PATIENT COST-CUTTING STRATEGIES ²

But “biosimilars” can provide relief.

Biosimilars are FDA-approved copycat versions of complex biologic drugs.

Consumers who use an immunosuppressive drug to treat rheumatoid arthritis could save up to 35% using a biosimilar.

Biologic
Remicade[®]
\$1167³

Biosimilar
Renflexis[®]
\$753⁴

Biosimilars can cost up to

35-43%



less than a branded biologic product.⁵

Rand Corporation estimates biosimilars could save American consumers more than

\$54 billion

over the next 10 years.⁶

Success overseas has shown the impact of biosimilars. European consumers have access to **36 biosimilars**⁷, leading to a competitive market that has helped lower prices.

The FDA has approved 12 biosimilars⁸, but anti-competitive business practices mean consumers can only access **5 biosimilars** in the United States.⁹

1. Zafar, S. et al. “The Financial Toxicity of Cancer Treatment: A Pilot Study Assessing Out-of-Pocket Expenses and the Insured Cancer Patients Experience.” The Oncologist 18, no. 4 (February 26, 2013): 381-90. <http://ow.ly/g2DR30lxOti>

2. Ibid.

3. Based on Medi-Span® Price Rx® data as of August 2018. Figures reflect list price. Note: price modification will alter the values reflected.

4. Ibid.

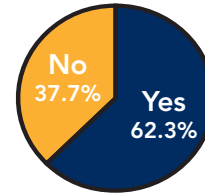
Biosimilars: An Antidote for High Prices

Biosimilars are safe and less expensive alternatives to brand-name biologic drugs.

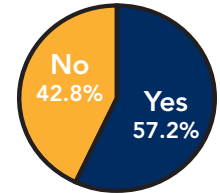
Yet many people don't understand what biosimilars are or how they reduce costs.

More than 1/3 of doctors are not aware biosimilars are as effective and nearly 1/2 of doctors are not aware biosimilars are as safe.¹⁰

Physician Understanding of Biosimilar Effectiveness/Safety¹¹



Understand Effectiveness



Understand Safety

ACHP health plans educate doctors and patients about these new therapies.

Our members collaborate with physicians and pharmacists, implementing strategies to facilitate biosimilar adoption.

Promising results include:

KAISER PERMANENTE[®]
In 2016

98.1%
of Kaiser Permanente patients using the biologic **Neupogen**[®] successfully switched to the biosimilar **Zarxio**[®]

DeanHealthPlan.
A member of SSM Health

By switching patients from the biologic **Remicade**[®] to the biosimilar **Renflexis**[®] Dean Health Plan projects annual savings of **\$650,000**

SecurityHealth PlanSM

With a rebate, **Granix**[®] costs Security Health Plan **60%** less than brand name **Neupogen**[®]. This amounts to **\$500 saved for every dose**

5. Gottlieb, Scott. "Remarks to the Brookings Institution on FDA's Biosimilars Action Plan." U.S. FDA Homepage. July 18, 2018. <http://ow.ly/Fn5P30lxOwe>
 6. Mulcahy, Andrew W. et al. Biosimilar Cost Savings in the US: Initial Experience and Future Potential. RAND Corporation, 2017. <http://ow.ly/RS2030lxOlj>
 7. Chen, Ying, et al. "Five Things to Know about Biosimilars Right Now." McKinsey & Company. July 2018. <http://ow.ly/Twwp30lxOmq>
 8. "Biosimilars - Biosimilar Product Information." U S Food and Drug Administration. July 20, 2018. <http://ow.ly/GZn330lxOol>
 9. Davio, Kelly. "Pfizer Launches Biosimilar Filgrastim, Nivestym, at a Substantial Discount." Center for Biosimilars. October 03, 2018. <http://ow.ly/2ch430mceb7>
 10. Cohen, Hillel, et al. "Awareness, Knowledge, and Perceptions of Biosimilars Among Specialty Physicians." Advances in Therapy 33, no. 12 (October 31, 2016): 2160-172. <http://ow.ly/IJmN30lxOrl>
 11. Ibid.