# Incentives for using biosimilars in France and Europe: analysis, assessment and perspectives **SANDOZ**

Study conducted by IQVIA, with the support of Sandoz

Tuvi C.\*, Wateau P.\*\*, Thomas T.\*\*\*, Durand-Zaleski I.\*\*\*\*

\*Real World Insight, CAP team, IQVIA France / \*\*Hospital & Institutional Relationships Director, Sandoz / \*\*\*University Professor-Hospital Practitioner, rheumatology specialist. Head of department, CHU de Saint-Etienne, France / \*\*\*\*Professor of Public Health Medicine and Doctor of Economics. Director of URCEco. France

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#### BACKGROUND

Biologics represent 35% of all pharmaceutical expenditure in Europe (catalogue price), with a compound annual growth rate of **11.3%** over the past five years (2016 – 2022). This rate is nearly two times higher than the total medicinal product market in Europe, the CAGR of which reached **6.3%** over the same period (figure 1)<sup>1</sup>.

Given the importance of biologics, the adoption of biosimilars and increased competition are increasingly critical success factors in the current economic context for European care systems.

#### EU growth (YoY, %) **Biosimilars in Europe, by** wth (%) the end of 2022 : 14 **Biologics** CAGR (2016-2022) 19 reference biologics

## **OBJECTIVES & METHODS**

The primary objective of this study is to analyze the incentives for biosimilars' use in France and Europe, to evaluate their impacts on the market to identify the perspectives and challenges for their deployment.

Pragmatic grey literature review Retrospective inventory F of incentive measures implemented to encourage the prescription & the



The revenue generated by biologics between 2010-2022 versus the modeled revenue (a simulation of the market without biosimilars) to obtain the savings generated by the arrival of biosimilars in France.



Figure 1 : Annual Market Growth Rate of the Drugs and Biologics Market in the European Union between 2016 and 2022<sup>1</sup>

share the market<sup>2</sup>.

- biosimilars 3,8 per medicinal proprietary product<sup>2</sup>.
- EU member states have the authority to allow interchangeability of biosimilars, but within the framework of a shared medical decision between patient and physician (EMA position, 2019).
- dispensing of biosimilars.

health medicine and

hospital practitioners.

222 ={Q} Experts committees Including public

Figure 2 : Methodology used

### RESULTS

#### France

In 2021, market penetration of biosimilars (in volume) was:

- Hospital setting: over  $80\%^3$ .
- Community setting :  $31\%^3$ .

#### Incentives:

• In hospital setting, different incentives, such as the Article 51 test program.

promote and develop biosimilar prescription.



of biosimilars in the hospital setting <sup>6</sup>.

avenue

49

341

123

552

• One incentive in community setting: a mechanism that values the effort and time spent by the doctor in supporting their patients in this transition from biologic therapy, in accordance with good prescription practice guidelines defined by the HAS (French National Authority for Health).

#### Savings:

- €100 million, including 40 million in 2022 and 2023, could be saved each year if biosimilars could achieve an 80% rate of market penetration<sup>3</sup>.
- o The model built by IQVIA showed that biosimilar medicinal products provided a €2.4 billion saving between 2012 and 2022 (figure 3).

Germany	England	Spain
<ul> <li>Market penetration* = 78%<sup>4</sup></li> </ul>	<ul> <li>Market penetration* = 72%<sup>4</sup></li> </ul>	<ul> <li>Market penetration* = 62%<sup>4</sup></li> </ul>
<ul> <li>Health System based on quotas of prescriptions by drug classes that must not be exceeded and which may vary by region<sup>5</sup>. Additional measures put in place in certain regions setting prescription objectives</li> </ul>	<ul> <li>Health model encouraging the use of less expensive drugs such as biosimilars.</li> <li>Incentives: Profit-sharing program: for example, 50% of the savings generated were paid to prescribing doctors in a program</li> </ul>	<ul> <li>Incentives:</li> <li>Focused on hospitals, as only five</li> </ul>

implemented by the North Bristol NHS

- Market penetration\* = **53%**<sup>4</sup>
- Incentives:

In the form of an incentive of €500 paid to the clinical department for each patient initiated or switched from a referring medicine to a biosimilar medicine<sup>7</sup>.

This incentive only concerned etanercept. It enabled an important increase in market penetration from 2% to 45% between 2019

- Incentives:

Profit-sharing model to remunerate prescribers and increase prescription quotas <sup>6</sup> .	Trust to manage the switch from the reference biologic infliximab to a biosimilar <sup>6</sup> .		and 2020, representing savings of €22.7 million.	2 Octobre S au capi
*percentage of the total revenue for the biologics group in 2021				313282 2 - SAS
same approach, i.e. a change in practice by Simplicity, legibility, hospital and prescrib mechanisms will need to consider and ad	y sharing value between the payer and head bers' benefits, and authorities support m lapt to patient's situation, treatment objection tient when the choice is made to switch fr	Ithcare provider. ay be considered to be comp ctives and prescribing practices om a biologic to its biosimilar.	cration of biosimilars in Europe. These measures share the ponents favoring the success of the next incentives. Their s all within the framework of the shared medical decision, Levers that may expedite market penetration of biosimilars e health data.	MLR ID SANDO
		REFERENCES:		