Biosimilars | Access & Reimbursement | Payer Insights Overview (US-EU5)

The success of biologics will greatly depend on payers because they are the ones who determine which products gain formulary access and preferential reimbursement. Understanding the factors that influence payer decisions regarding biosimilars, particularly their thinking behind reimbursement of recent additions to the market like Pfizer’s Inflectra (infliximab-dyyb) and Celltrion/Mundipharma’s Truxima (rituximab), is critical for successfully managing the launch and marketing of a novel biosimilar. This primary market research was designed to assess payers’ current experience with biosimilars and how they expect to manage biosimilars in the future. Questions answered: What are payers’ perspectives on the drivers and barriers to biosimilar uptake? What factors influence which biosimilars are preferred on formularies in the How do payers choose between multiple biosimilars of the same brand in the EU? What strategies do payers use to manage biosimilars? What expectations do payers have for biosimilar discounts? How would the availability of biosimilars influence the pricing of emerging agents? Will payer strategies for biosimilars differ between therapeutic specialties? Key markets covered: France Germany Italy Spain United Kingdom United States Key companies mentioned: Amgen Boehringer Ingelheim Celltrion Eli Lilly Hospira Janssen Johnson & Johnson Merck & Co. Mundipharma Mylan Novartis Pfizer Roche Samsung Bioepis Sandoz Sanofi Teva Key drugs mentioned: Aranesp Avastin Basaglar Beneplali Binocrit Enbrel Flixabi Genotropin Herceptin Humira Inflectra Lantus Neulasta Neupogen Nivestim Omnitrope Procrit/Epogen Remicade Remsima Rituxan/MabThera Truxima Zarzio/Zarxio

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