Biosimilars Present Employers With a Unique Opportunity

EMPLOYERS *who self-insure could have saved*

$407 million to $1.4 billion

in 2018 **alone** if they had achieved 100% biosimilar substitution with available products[1]*

*as reported by Johns Hopkins, **Biosimilar Medications—Savings Opportunities for Large Employers,** published in March 2020

How could these potential savings have been better utilized?

By potentially **reducing costs** while **retaining safety, efficacy, and quality standards,** biosimilars may be able to unlock resources that can be reinvested in things like improving patient care.[2]

What is a Biologic?

Biologics include a wide range of biologic products such as vaccines, blood and blood components, allergenics, somatic cells, gene therapy, tissues, and genetically engineered therapeutic proteins. In this guide, "biologics" refers to genetically engineered proteins produced by living cells.[3]

Pfizer, a Biosimilar Partner:

Providing patients with more treatment options while delivering the largest portfolio of potentially cost-saving biosimilars.

- ✓ Breadth of offering—Pfizer has the largest portfolio of oncology biosimilars on the market
- ✓ Quality focus—Pfizer oncology biosimilars meet the same high-quality standards as its biologics
- ✓ Pfizer leverages more than 30 years of state-of-the-art manufacturing and supply chain experience in biologics to reliably deliver biosimilars to patients

What is a Biosimilar?

A biosimilar product is a biologic product that is approved based on demonstrating that it is highly similar to an FDA-approved biologic product, known as a reference product, and has no clinically meaningful differences in terms of safety and effectiveness from the reference product.[4,5]

EFFICACY ▪ SAFETY ▪ PURITY ▪ POTENCY

Approvals by the FDA are based on structural analysis, comparative nonclinical data, safety data, and clinical testing to assess the totality of evidence.

Why Biosimilars Should Be Important to Employers

Biosimilars may drive competition, REDUCE COST, and increase access.[6]

High-quality biosimilars may have the potential to address the growing demand for biologics and provide **increased savings and efficiencies.[7]**

BIOLOGICS account for 40% of prescription drug spending in the United States, which reached a record $425 billion in 2015.[8]

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