

# Innovator Showcase



**Dave Kerrigan**  
Creator,  
BenefitPitch



**David Sanders**  
VP, GA & Policy,  
Coherus BioSciences



**Kim Kozney**  
VP of Strategic Partnerships,  
The Lactation Network

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# Coherus is focused on expanding patient access to important, cost-effective medicines and delivering significant savings to the U.S. healthcare system

Every member of the Coherus team is dedicated, motivated, and passionate about expanding patient access to lifesaving therapeutics.

Our colleagues are experts in analytical and process sciences, deeply experienced in clinical development and regulatory affairs, and have proven commercial and marketing capabilities.

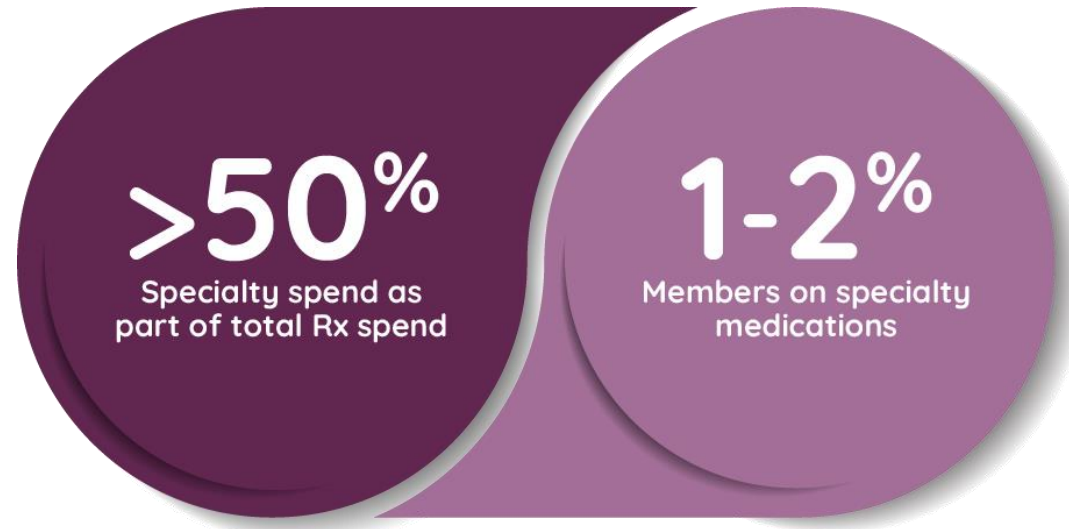
Everyone at Coherus is committed to meeting the highest standards, inspiring our teammates, and achieving our goals.

Coherus was founded a decade ago to provide the highest quality biosimilar treatments to patients. We are proud to now be expanding our legacy—to build on our success with biosimilars and to focus our core strengths on immuno-oncology.



# Specialty Drugs are Driving Healthcare Costs Significantly Higher

Only 2% of the population use specialty drugs, but it accounts for 51% of total pharmacy spend<sup>1</sup>



It costs 75 times more to cover the drug spend of a specialty patient<sup>2</sup>

- Average annual cost to cover the drug spend of a **specialty patients is \$38,000**
- Average annual cost to cover the drug spend of a **non-specialty patient's costs is \$492**

1. Evernorth Health Services; What is drug trend and how to manage it; <https://www.evernorth.com/articles/specialty-drug-trends-and-utilization>; Accessed August 18, 2023

# Biosimilars Can Offer Patients High-quality Treatment While Reducing Costs



*A biosimilar is a biologic that is highly similar to another biologic*

A biosimilar is a biologic that is highly similar to, and has no clinically meaningful differences from, another biologic that's already FDA-approved (referred to as the reference product or original biologic).

This means biosimilars:

- Are given the same way (same route of administration)
- Have the same strength and dosage form
- Have the same potential side effects

Biosimilars provide the same potential treatment benefits as the original biologic and are generally made with the same types of natural sources as the reference product.<sup>1</sup>

1. FDA.gov; *Biosimilars: Overview for Healthcare Professionals*; <https://www.fda.gov/drugs/biosimilars/overview-health-care-professionals>; Accessed August 18, 2023.

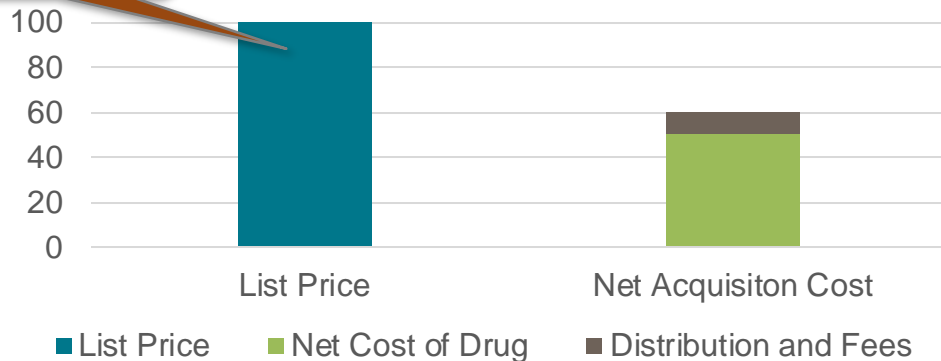
# Innovation: Build More Efficient Paths to Patients with Biosimilars that have Transparent Pricing

*Today, transparency in pharmacy distribution costs, pricing and rebates creates market distortions*

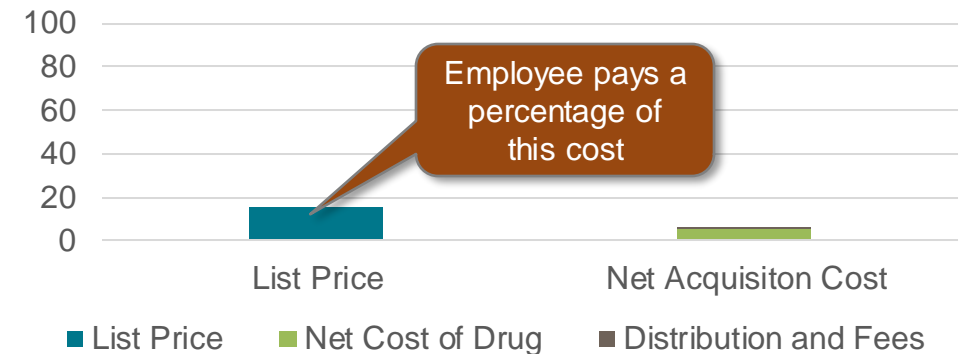
- Biosimilars can create patient savings based on Lower List (WAC) Price
  - Patients typically pay coinsurance based on List Price (Wholesale Acquisition Cost) for specialty pharmaceutical products
- Employers can reduce total drug cost expenditure by utilizing Low Net Price therapies in their pharmacy formulary
- Distribution fees for some products – especially low NET biosimilars – may be equivalent or greater than costs of drug in traditional channels

Employee pays a percentage of this cost

Hypothetical Originator Brand



Hypothetical Biosimilar



Employee pays a percentage of this cost

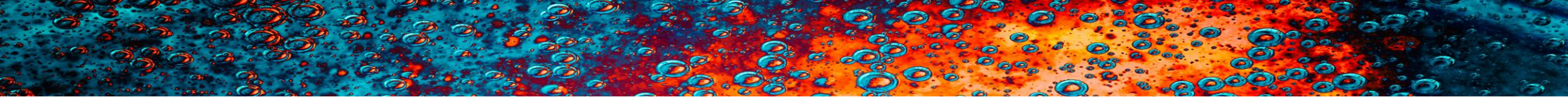
**Simple Math: If your company is paying a Net Acquisition Cost for Branded Originator that is greater than an available Biosimilar List Price (WAC), there are likely savings to be had by your company and employees**

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## Introducing The Lactation Network

With over 2,000 clinicians practicing in all 50 states, The Lactation Network (TLN) is the largest network of International Board-Certified Lactation Consultants in the Nation.

**20,000**

patients seen every month

+

**8M+**

lives Covered  
In-Network

**88%**

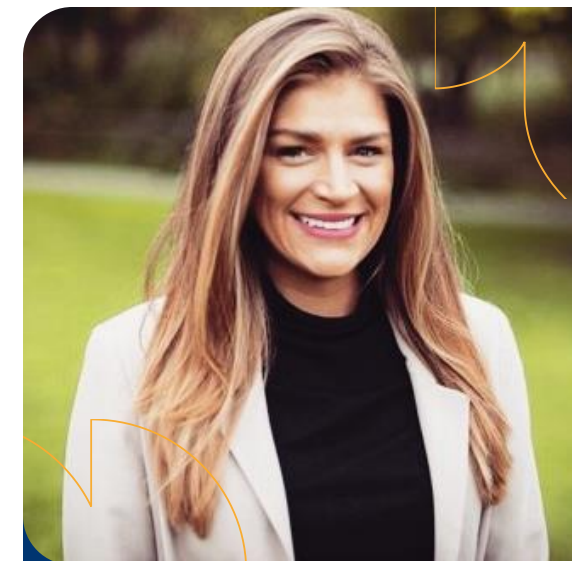
of patients seen  
in-person

**95%**

TLN moms return-  
to-work rate after  
maternity leave

**97%**

NPS  
score



**Kim Kozeny**

VP, Strategic Partnerships

[kkozeny@tlm.care](mailto:kkozeny@tlm.care) | [lactationnetwork.com](http://lactationnetwork.com)



# The Benefits of Breastfeeding are Numerous



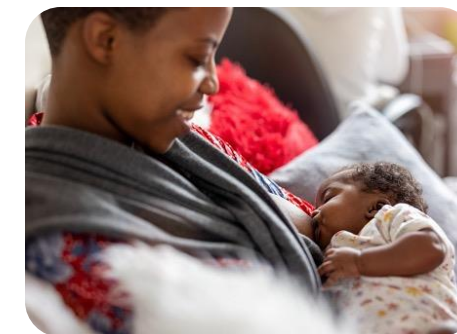
Exclusively breastfeeding **reduces the risk of SIDS** by 50%<sup>1</sup>



Long-term breastfeeding is associated with protections against **diabetes, high blood pressure** and **cancers** of the breast and ovaries<sup>2</sup>

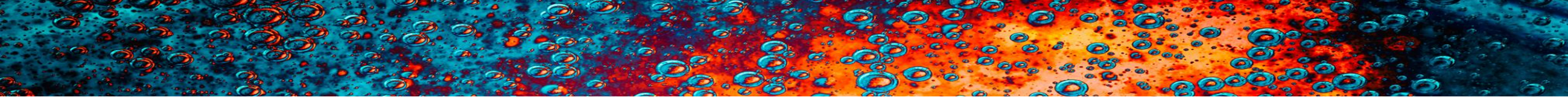


Work absences to care for sick children occur **more than twice as often** for parents of formula-fed infants vs. breastfed infants<sup>3</sup>



Women who exclusively breastfeed had **89% lower odds** of PPD<sup>4</sup>





# Partnering with Employers to Deliver The Gold Standard in Breastfeeding Support



**5-STAR**  
Patient care  
team



**LARGEST  
NETWORK**  
IBCLCs serving  
all 50 states



**QUICK  
IMPLEMENTATION**  
Seamless integration  
into existing benefits



**UTILIZATION-BASED**  
No PEP  
Fee-for-Service  
Preventative Care  
Model



**DIRECT CLAIMS BILLING**  
Bill through your  
health plan or directly  
through TLN





# How to Identify Gaps in Your Care:



GET CURIOUS

Explore the care options you offer from the perspective of a parent



START A CONVERSATION

Contact your insurer about coverage options. Remember that this care is mandated by the ACA



TAKE ACTION

If your network is limited (or even non-existent), an in-house workplace lactation program could be the answer



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