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Background:

The patent expiries of leading biologic products and development of biosimilars create opportunities for cost saving.

No study has been carried out on the french hospital market.

Purpose:

To realize a cost saving modeling analysis and investigate the potential factors that could impact on drugs price.

Materials and Methods:

- ✓ Comparative study of the cost of erythropoietic factors
- ✓ Data collected on procurement procedures operative as at January 1st, 2012
- ✓ About 65% of national hospital beds (n= 266 000), public and private health care

Results:

- 25 care facilities agreed to participate in the study.
- Overall sales turnover reaches 15 million euros.
- Biosimilars represent less than 1% market share.
- Granted discount: from 5% to 69% of the prices fixed by negotiation between the Economic Committee of Health Products (CEPS) and the manufacturers (biosimilars or original biopharmaceuticals)
- Average discount ranges from 11% to 73%.

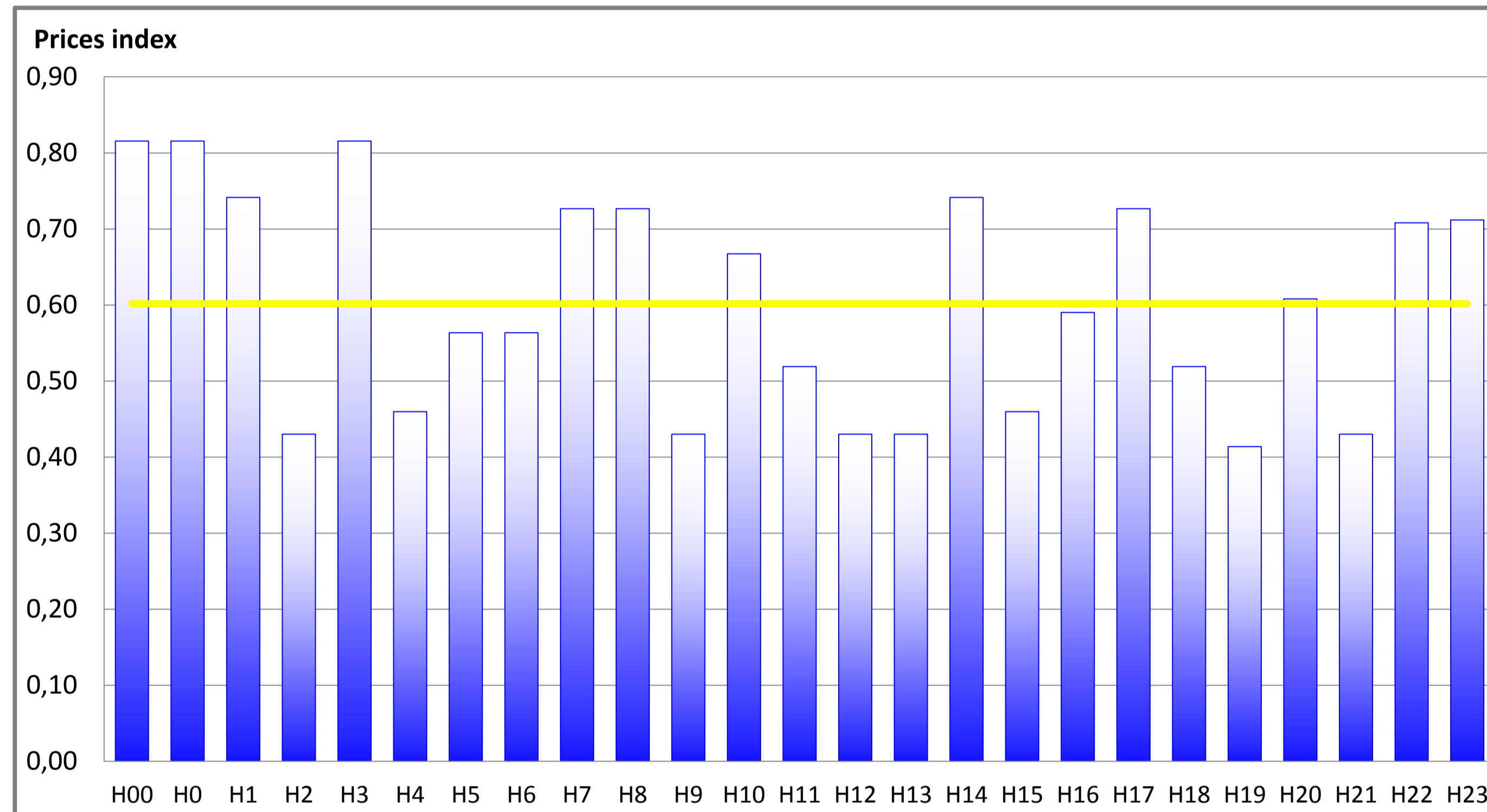
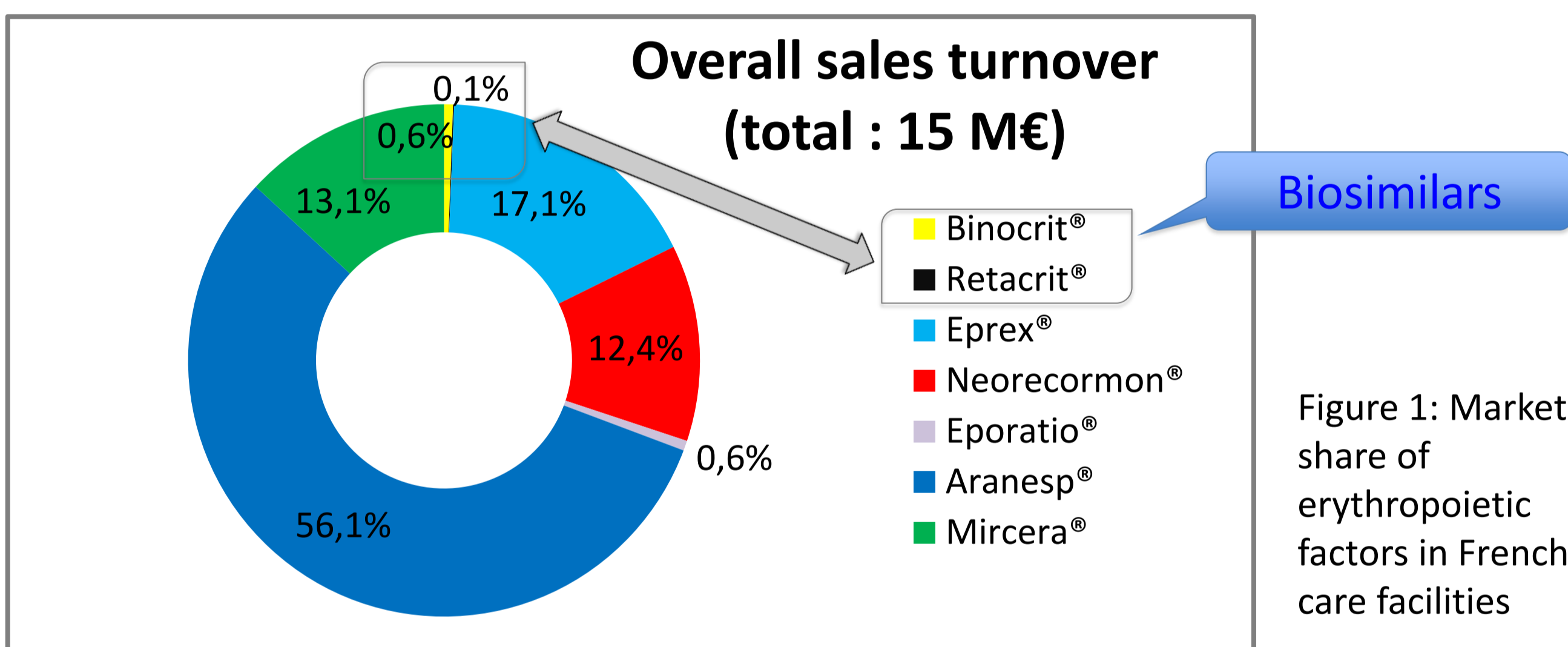


Figure 2: Model of Neorecormon[®] granted price related to the starting date contract and volume purchased

- 24.7% cost saving if a high interchangeability rate is adopted.
- Till more than 50% of the budget for some participants.

Medicinal product	Sale prices exclusive of tax as at 2012/01/01	Average discount	Lowest discount	Higher discount	Price dispersion (σ)	Average granted price trends per year	Market share (turnover)
Néorecormon [®]	6,74 €	40%	18%	59%	0,143	-3,8%	12,4%
Eprex [®]	6,86 €	43%	17%	64%	0,147	-17,1%	17,1%
Binocrit [®]	7,37 €	65%	50%	69%	0,070	-15,7%	0,6%
Retacrit [®]	7,37 €	55%	50%	60%	-	-	0,1%
Eporatio [®]	7,37 €	73%	-	-	-	-	0,6%
Aranesp [®]	1,47 €	11%	5%	20%	0,037	-1,2%	56,1%
Mircera [®]	1,92 €	20%	7%	27%	0,049	-3,9%	13,1%

Figure 3: Granted discount on prices for erythropoietic factors in French hospitals

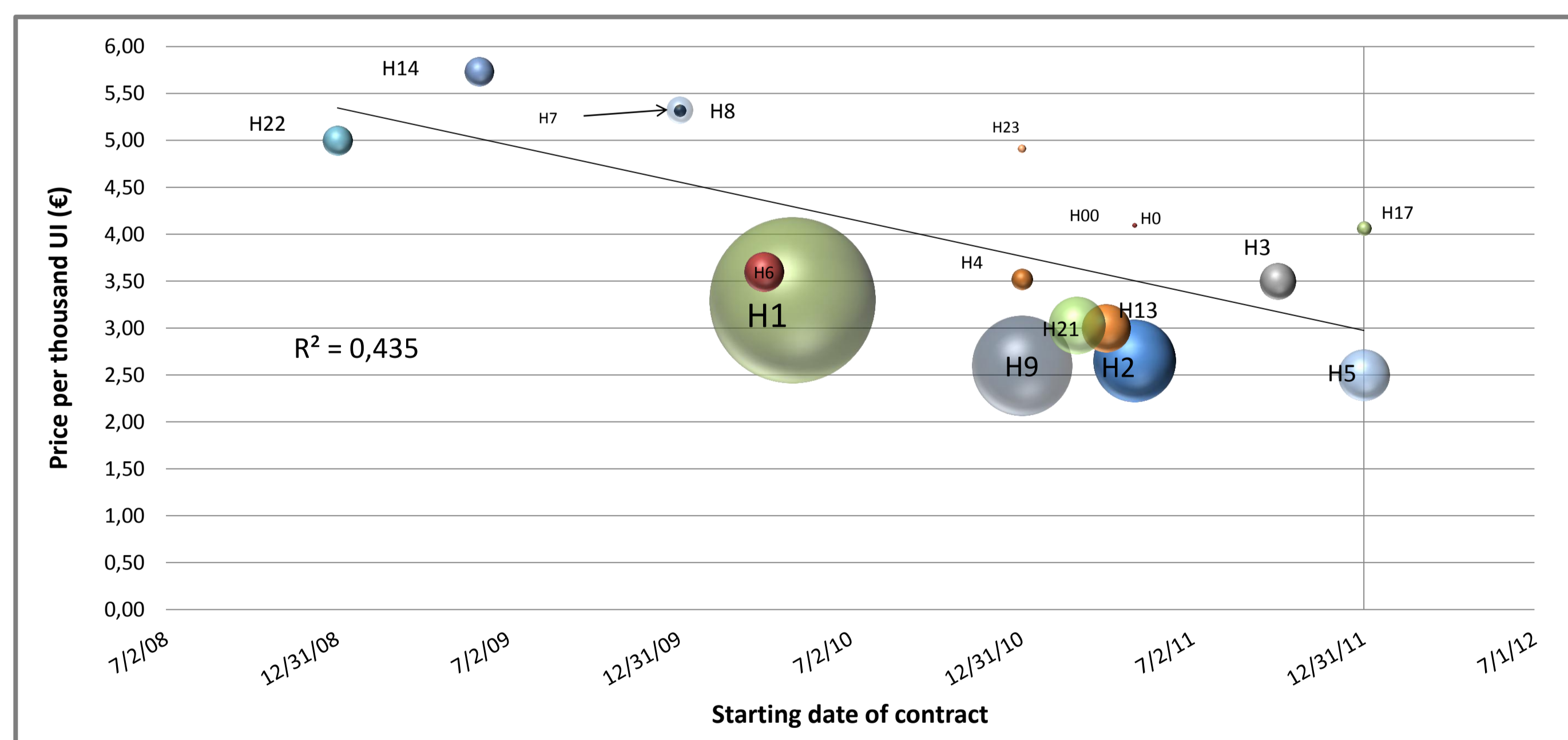


Figure 4: Model of Aranesp[®] granted price related to the starting date contract and volume purchased

Results - Discussion:

We identified and analyzed three criteria known having a far-reaching impact on the drug prices. We observe none or a small influence of the type of procurement procedure and specified quantity of medicine. The starting date of the contract is the primary criterion purchasing drugs. The impact of these criteria varies on the study drug and no general conclusions about medicines can be drawn.

Conclusions:

The market for biosimilars is growing at a higher rate than the global prescription-drug market. Many of top-selling biologics are due to lose patent protection over the next years. The great potential for cost savings in our study could be investigate in other country.

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