

Leveraging biosimilars for affordable cancer care – what can we learn from the TNF experience?

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Health Economist,
Stockholm County Council

23rd Congress of  eahp making the difference in medication
European Association of Hospital Pharmacists

HOSPITAL PHARMACISTS - SHOW US WHAT YOU CAN DO!

21st - 23rd March 2018 | Gothenburg, Sweden

Conflict of interest

No conflicts of interest.

Agenda

- Brief introduction
- Example from Stockholm – Infliximab
- Increased use
- Take-home messages

Biosimilars on the market

- EPO
- G-CSF
- Growth hormones
- Insulin
- TNF-alfa inhibitors
- Rituximab

On the horizon:

- Trastuzumab (4)
- Bevacizumab (1)

Different processes if Rx or inpatient

Rx

- National process
- TLV involved
- All TNFs as well as JAK-inhibitors
- Negotiations involving confidential discounts
- Non-binding for health-care

Inpatient

- Regional process of tendering
- Several possible alternatives
 - Single winner takes entire market
 - Multiple vendors with ranking
 - Multiple vendors by indication

Decision on strategy in 2014

- Initial apprehension about biosimilars
- Doctors and patients felt not enough data was available
- No wish from central administration to force doctors to switch

Thus: Conscious decision to forego short term financial gains in order for patients and doctors to gain confidence about biosimilars. Later biosimilar introductions could then be made faster.

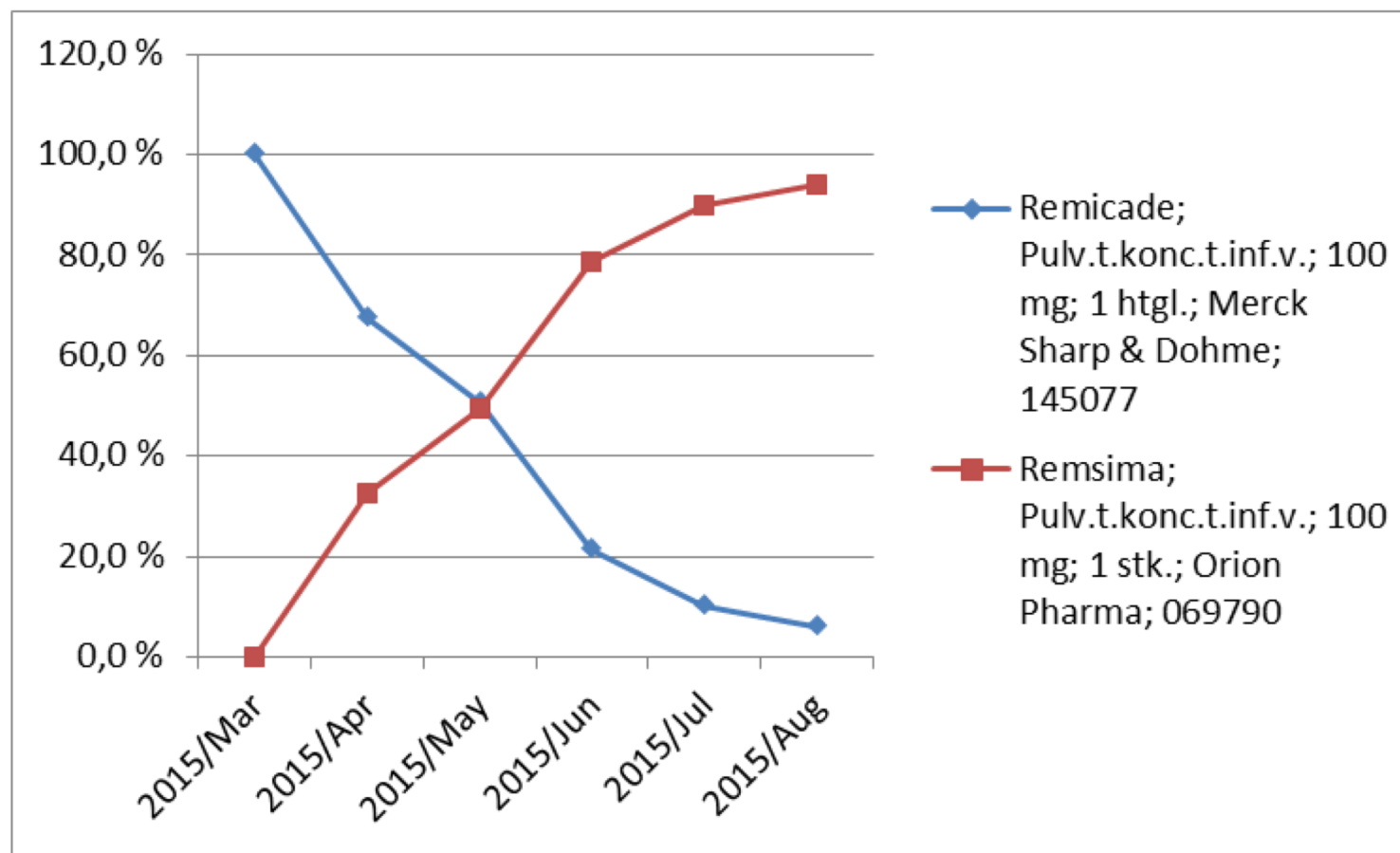
We did not anticipate the results of the national tender in Norway in 2015.

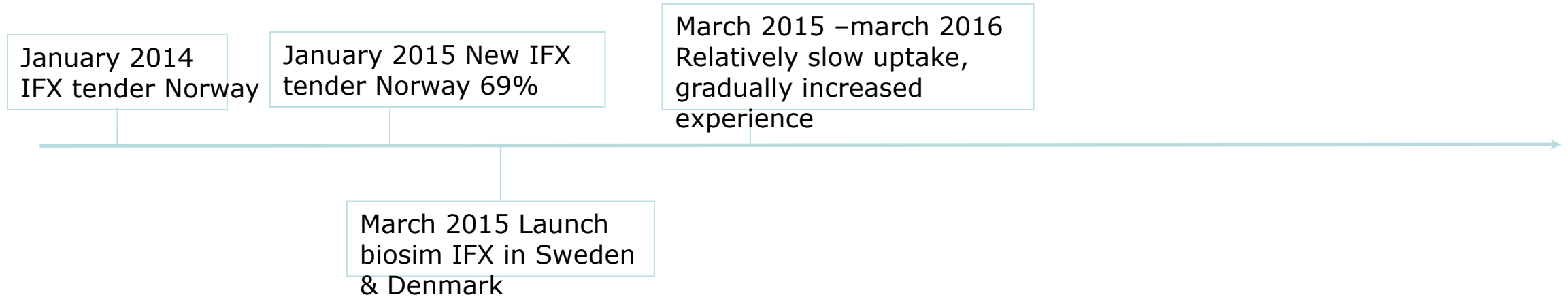
January 2014
IFX tender Norway

January 2015 New IFX
tender Norway 69%

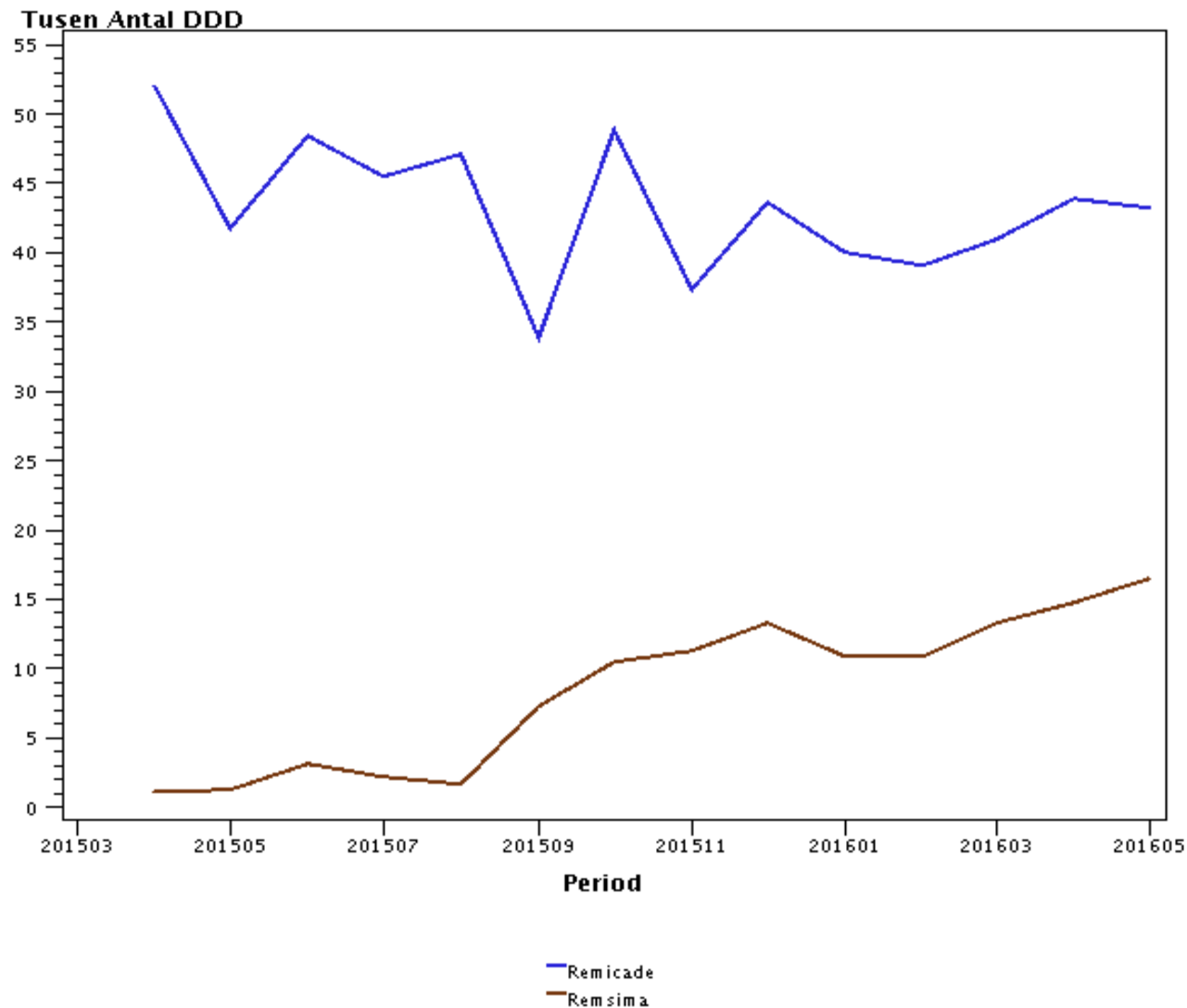
March 2015 Launch
biosim IFX in Sweden
& Denmark
Tender in Denmark,
aggressive approach

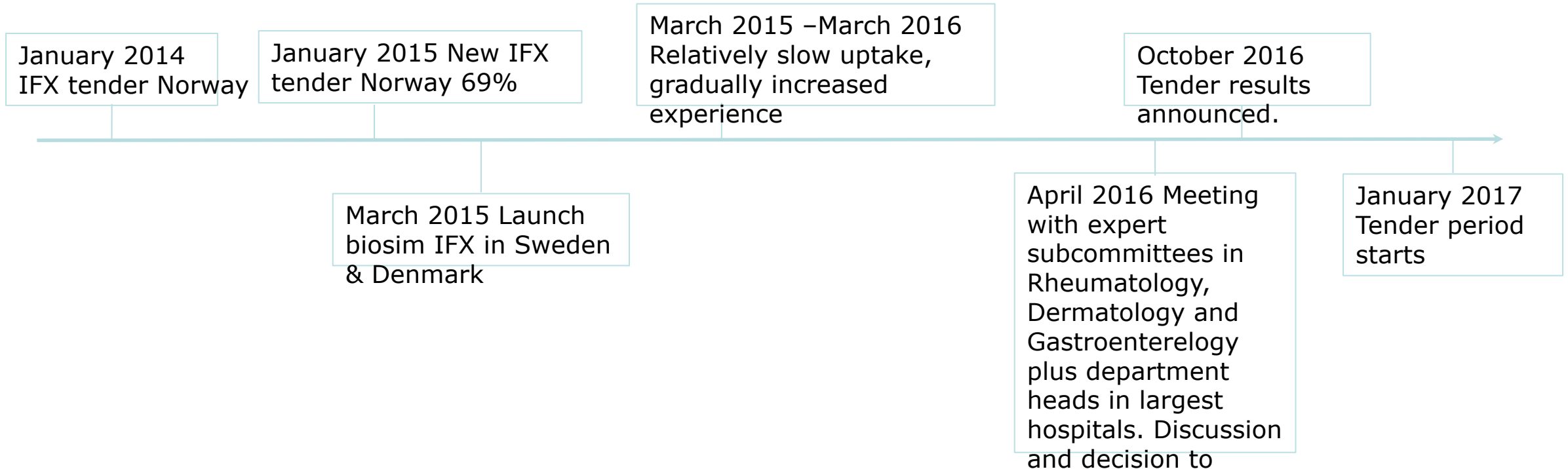
The Danish Experience



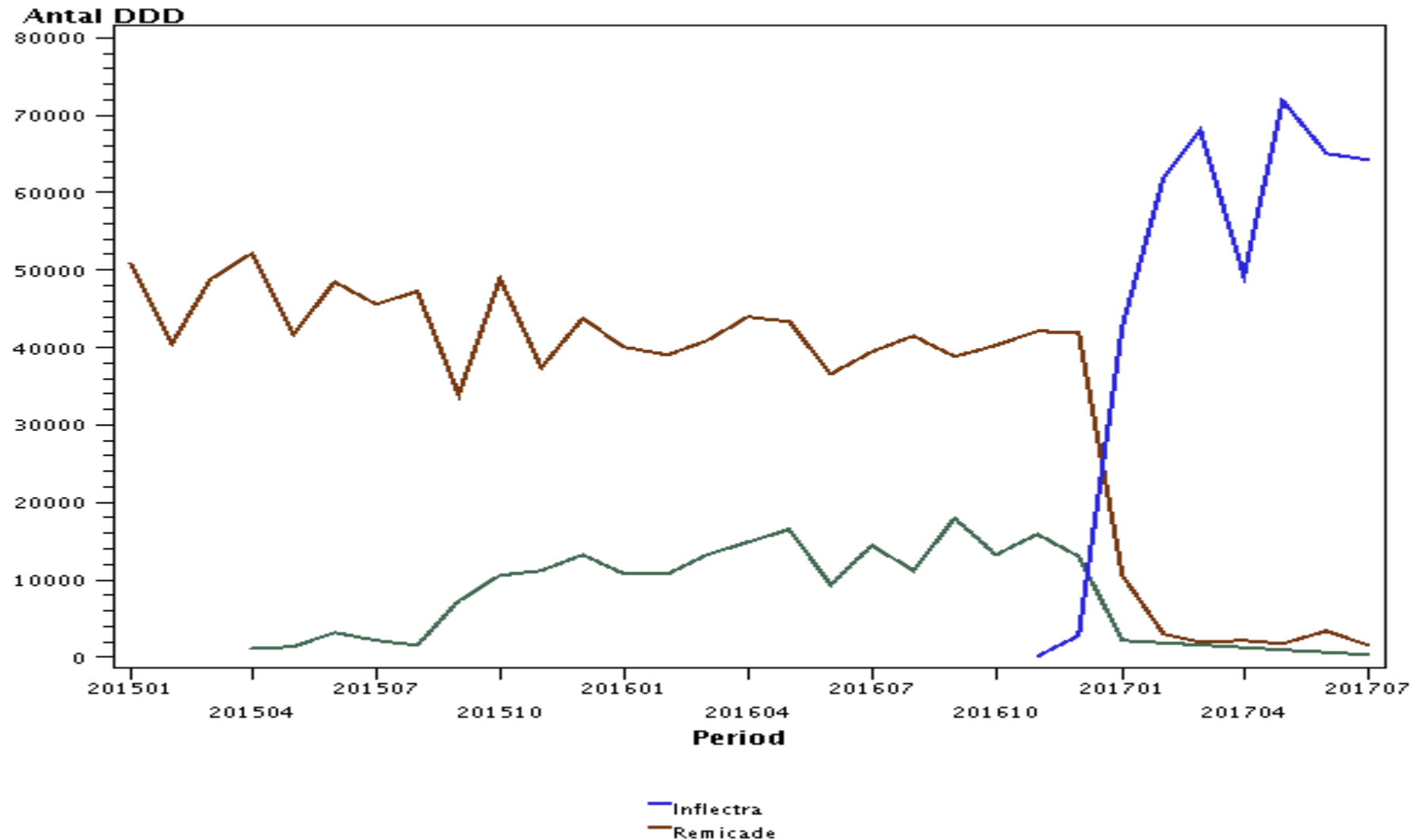


The Stockholm experience





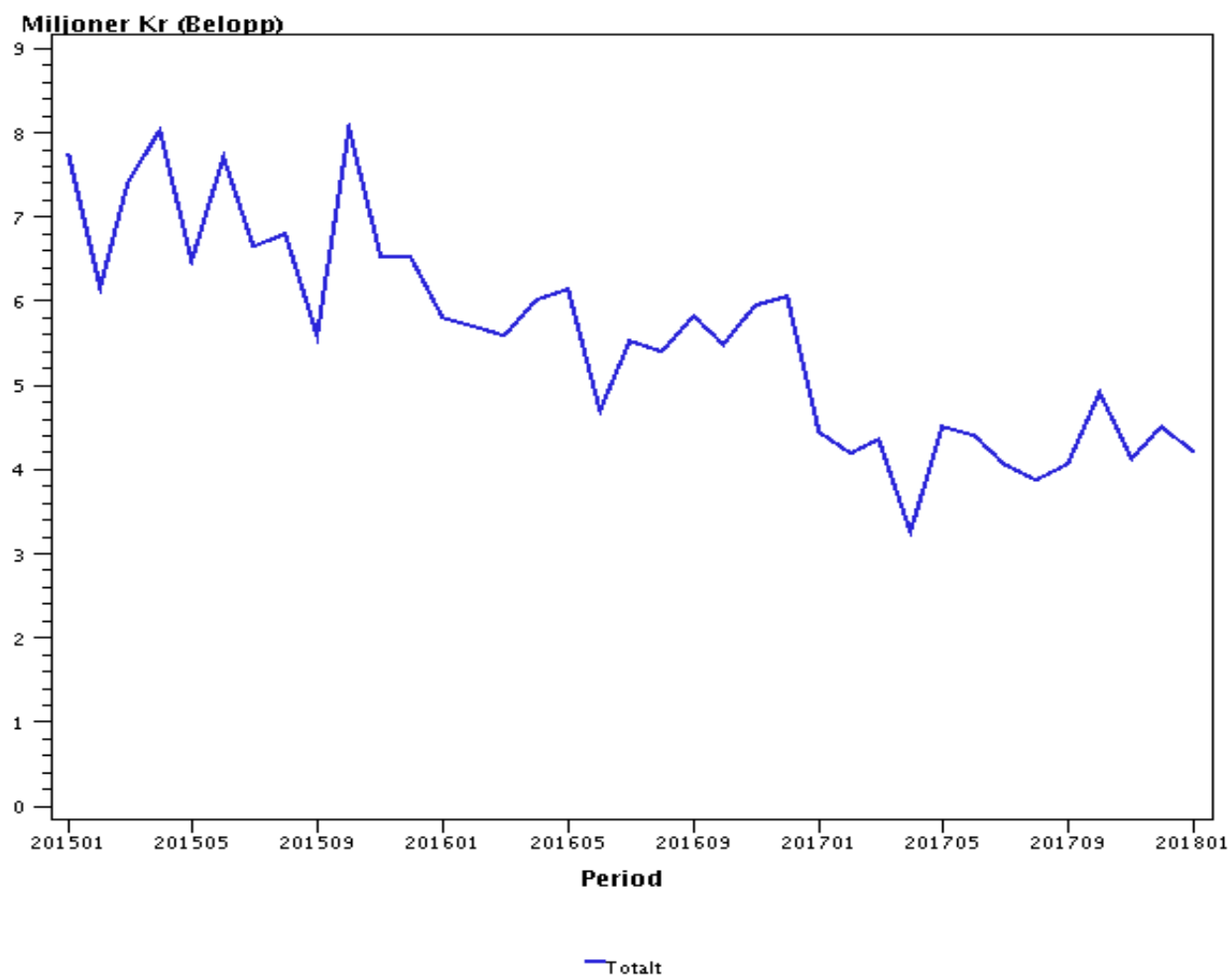
The Stockholm experience



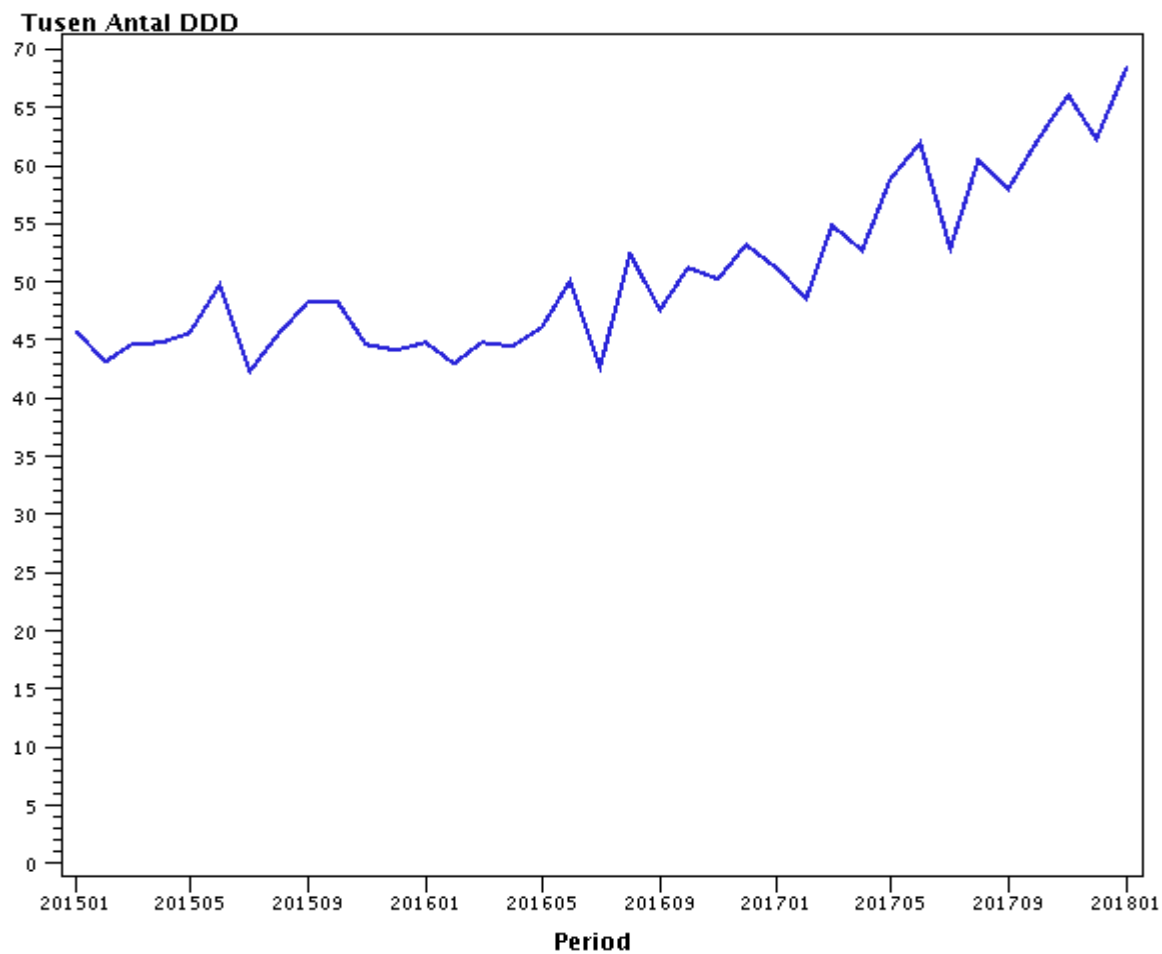
Prices biosimilars

- Infliximab: -70%
- Etanercept: -65%
- Rituximab: -39%

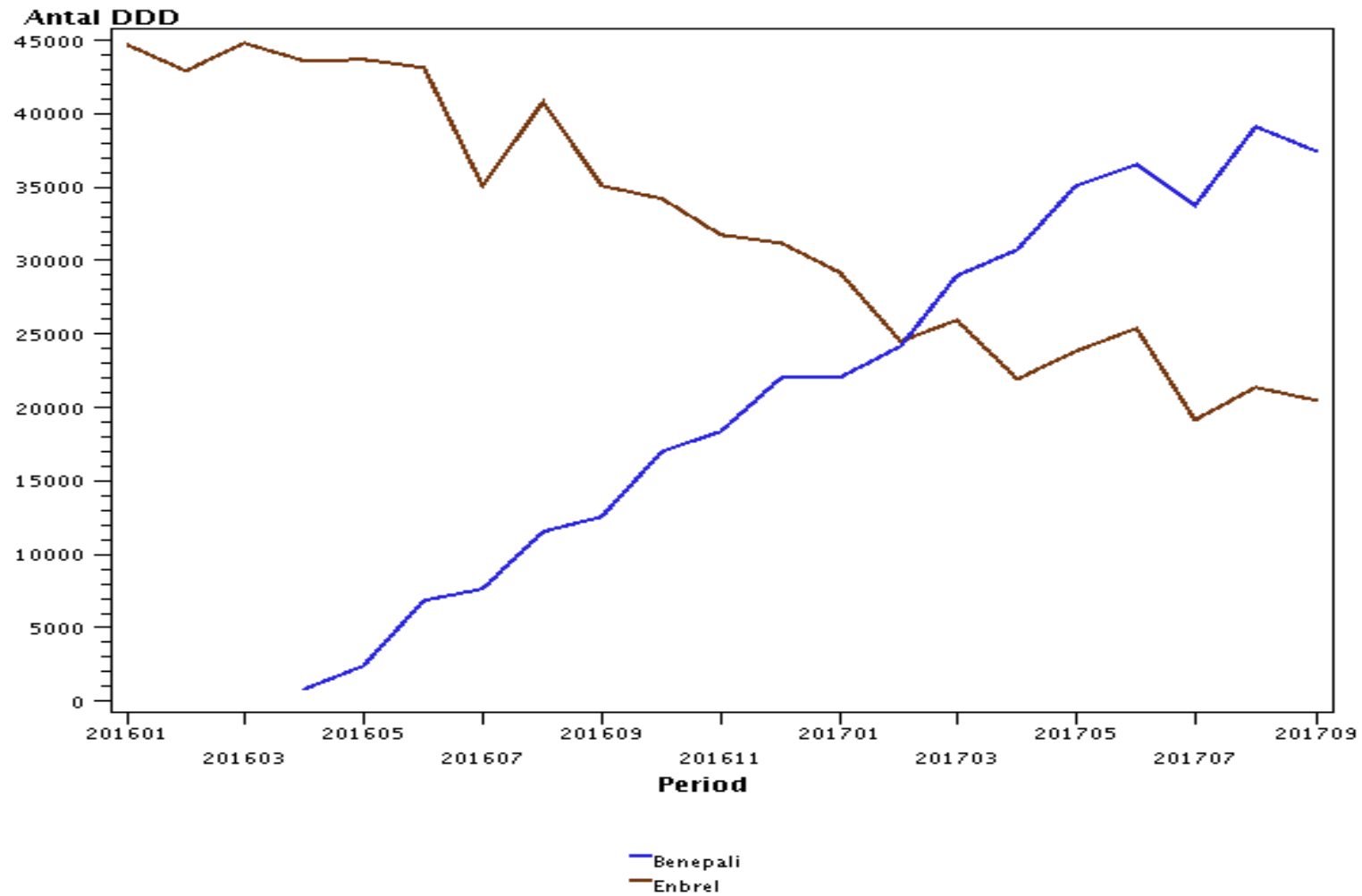
Infliximab Costs



Infliximab Volume



Etanercept



Lessons learned to help move forward with the coming biosimilars in cancer

- Education and experience matter
- Utilize the dynamics of competition
- Patents will confuse the market
- Multiple switching

Three take-home messages

- Large economic savings possible
- To utilize dynamics of competition switch is necessary
- Multiple switching will become a major issue



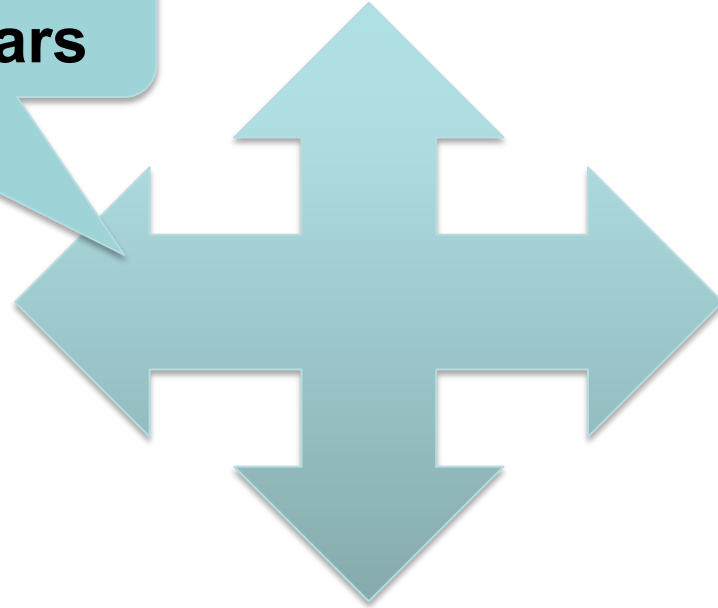
Thank You!

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- **Summary**

**There is a tension within
the topic of biosimilars**



- **Summary**

**Economists and Payer:
want large tenders and
market competition**

**There is a tension within
the topic of biosimilars**

**Clinicians have
concerns with a new
class of Medicines**

**Complex Hi-Tech
Pharmaceutical Science
explanations to concerns
are inaccessible to busy
time-pressed pharmacists**

**Patients want the best
outcomes**

Summary

**Economists and Payer:
want large tenders and
market competition**

**1. But - annual single
drug tenders means all
adjuvant trastuzumab
patients will need to
switch drug brands –
since the schedule is
12-14 months duration**

**Clinicians have
concerns with a new
class of Medicines**

**Pharmacists and
experts are
concerned that
patients will
not get the best
outcomes**

**2. This “switching”
creates work for busy
hard pressed
pharmacists and
physicians**

**3. Who in surveys have
shown significant
concern over this policy**

**Patients want the best
outcomes**

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Patient

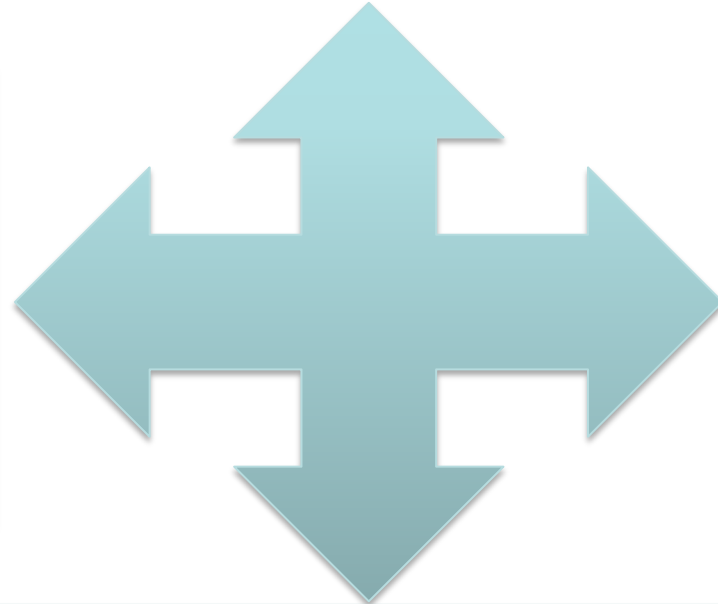
**Publically accessible data on a Biosimilar
– such as at US FDA Advisory
Committees – run typically to >600 pages
of often highly technical data**

- **Summary**

**Economists and Payer:
want large tenders and
market competition**

**Clinicians have
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**Complex Hi-Tech
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explanations to concerns
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**Surveys show that most Doctors don't access
this data – and potentially many may not have
sufficient training to understand complex
pharmaceutical science data**

Failure to understand patient concerns can jeopardize compliance – a phenomenon known as the “NoCebo Effect”

Clinicians have concerns with a new class of Medicines

Patients want the best outcomes

surveys of patients' and clinicians' views clearly demonstrate important gaps in their level of awareness and perception of biosimilars, which can trigger feelings of uncertainty and ungrounded negative attitudes towards prescribing or receiving biosimilars

Biosimilars have variable impact in Europe

- Data were obtained from 24 countries, 20 EU Member States, plus Iceland, Norway, Russia, and Serbia. The 20 EU Member States, and European Economic Area (EEA) countries Iceland and Norway

Policies for biosimilar uptake in Europe: An overview

[Evelien Moorkens](#), Investigation, Methodology, Writing – original draft, Writing – review & editing,^{1,*} [Arnold G. Vulto](#), Conceptualization, Writing – review & editing,² [Isabelle Huys](#), Conceptualization, Supervision, Writing – review & editing,³ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,⁴ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,⁵ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,⁶ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,⁷ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,⁸ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,⁹ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹⁰ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹¹ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹² [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹³ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹⁴ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹⁵ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹⁶ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹⁷ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹⁸ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,¹⁹ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²⁰ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²¹ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²² [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²³ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²⁴ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²⁵ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²⁶ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²⁷ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²⁸ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,²⁹ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,³⁰ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,³¹ [Suzanne M. Aerts](#), Investigation, Writing – review & editing,³² and [Steven Simoens](#), Conceptualization, Methodology, Supervision, Writing – review & editing¹

“The main hurdle for all countries was limited knowledge of biosimilars among key stakeholders and the lack of education, especially for physicians and patients.”

Writing – review & editing,²² [Antra Fogele](#), Investigation, Writing – review & editing,²³ [Anita Viksna](#), Investigation, Writing – review & editing,²³ [Magdalena Władysiuk](#), Investigation, Writing – review & editing,²⁴ [Helder Mota-Filipe](#), Investigation, Writing – review & editing,²⁵ [Dmitry Meshkov](#), Investigation, Writing – review & editing,²⁶ [Marija Kalaba](#), Investigation, Writing – review & editing,²⁷ [Simona Mencej Bedrač](#), Investigation, Writing – review & editing,²⁸ [Jurij Fürst](#), Investigation, Writing – review & editing,²⁹ [Corrine Zara](#), Investigation, Writing – review & editing,³⁰ [Peter Skiöld](#), Investigation, Writing – review & editing,³¹ [Einar Magnússon](#), Investigation, Writing – review & editing,³² and [Steven Simoens](#), Conceptualization, Methodology, Supervision, Writing – review & editing¹

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PLoS One. 2017; 12(12): e0190147.

PMCID: PMC5746224

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“There is a clear need for more information and better communication on the use of biosimilars.

Writing – review & editing: [Lara Claus](#), Investigation, Writing – review & editing,⁷ [Maria Dimitrova](#), Investigation, Writing – review & editing,⁸ [Liliana](#)

This information should come from an independent institution and should be precise and reliable.

editing,²⁰ [Patricia Vella](#), Investigation, Writing – review & editing,²¹ [Asbjørn Mack](#), Investigation, Writing – review & editing,²² [Anita Viksna](#)

Lessons and trainings could be organized, for example in hospitals, where most biosimilars will be prescribed”

writing – review & editing

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Policies for biosimilar uptake in Europe: An overview

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Although most European countries do not allow biosimilar substitution at the pharmacy level,

our results showed that several countries are implementing pharmacist substitution, even though the scope and rules governing such substitution tend to vary between these countries

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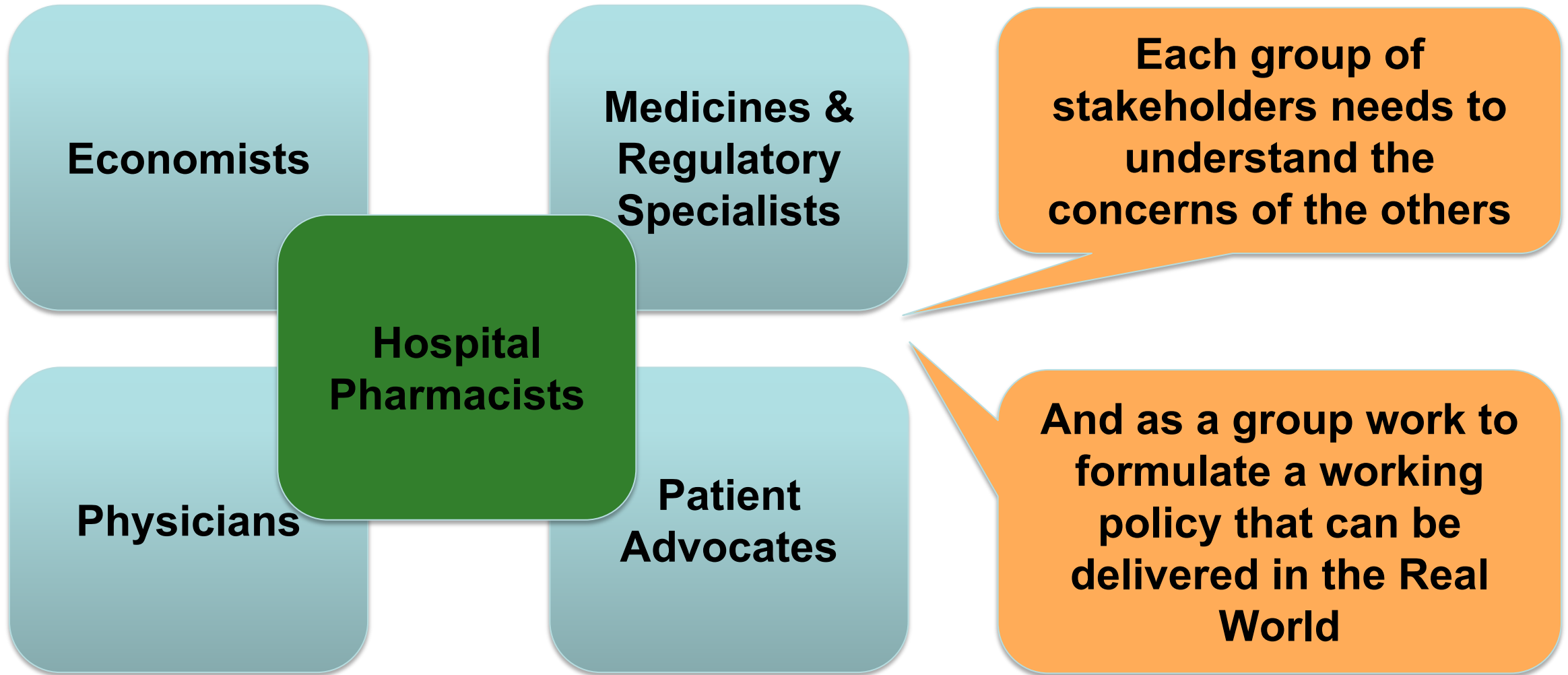
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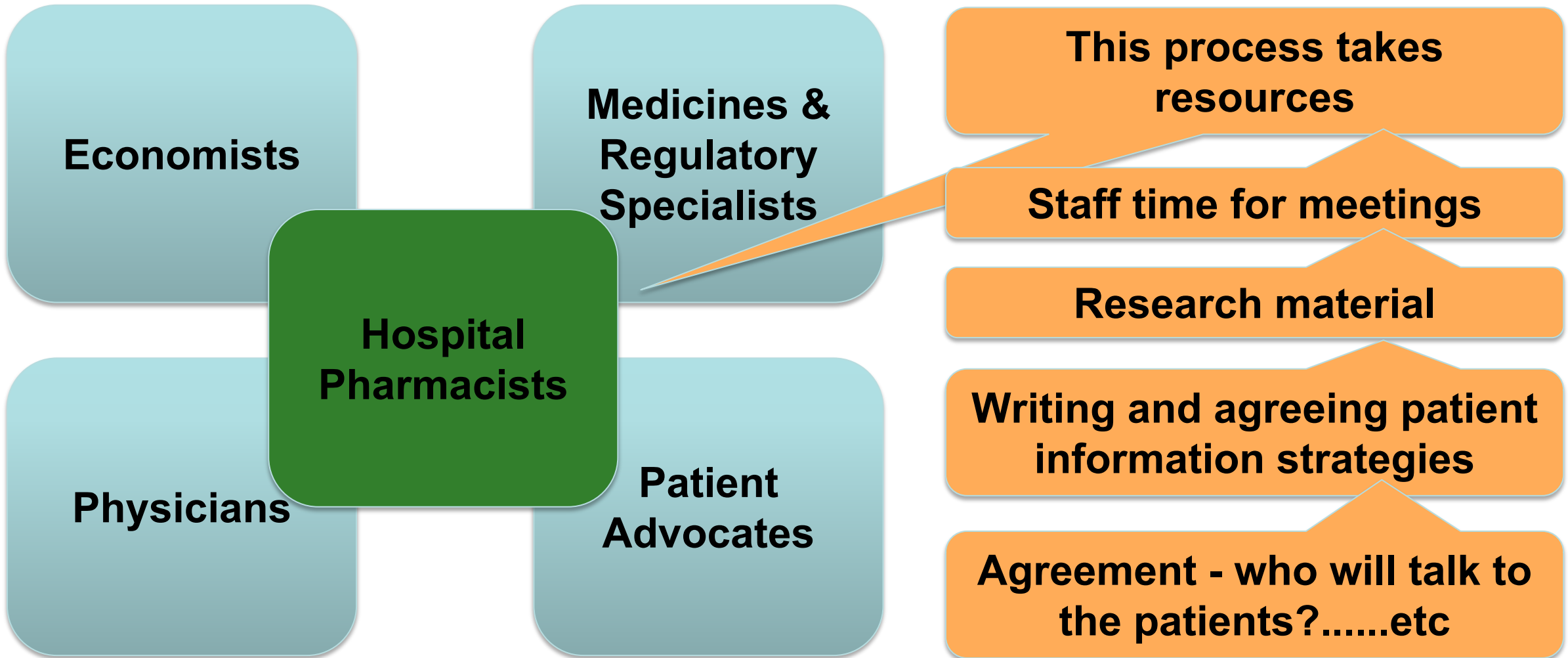
biosimilar policies have to include all stakeholders, from patient groups, doctors, hospitals to national institutions responsible for pricing and reimbursement.

Writing – review & editing,²² [Antra Fogele](#), Investigation, Writing – review & editing,²³ [Anita Viksna](#), Investigation, Writing – review & editing,²³ [Magdalena Władysiuk](#), Investigation, Writing – review & editing,²⁴ [Helder Mota-Filipe](#), Investigation, Writing – review & editing,²⁵ [Dmitry Meshkov](#), Investigation, Writing – review & editing,²⁶ [Marija Kalaba](#), Investigation, Writing – review & editing,²⁷ [Simona Mencej Bedrač](#), Investigation, Writing – review & editing,²⁸ [Jurij Fürst](#), Investigation, Writing – review & editing,²⁹ [Corrine Zara](#), Investigation, Writing – review & editing,³⁰ [Peter Skiöld](#), Investigation, Writing – review & editing,³¹ [Einar Magnússon](#), Investigation, Writing – review & editing,³² and [Steven Simoens](#), Conceptualization, Methodology, Supervision, Writing – review & editing¹

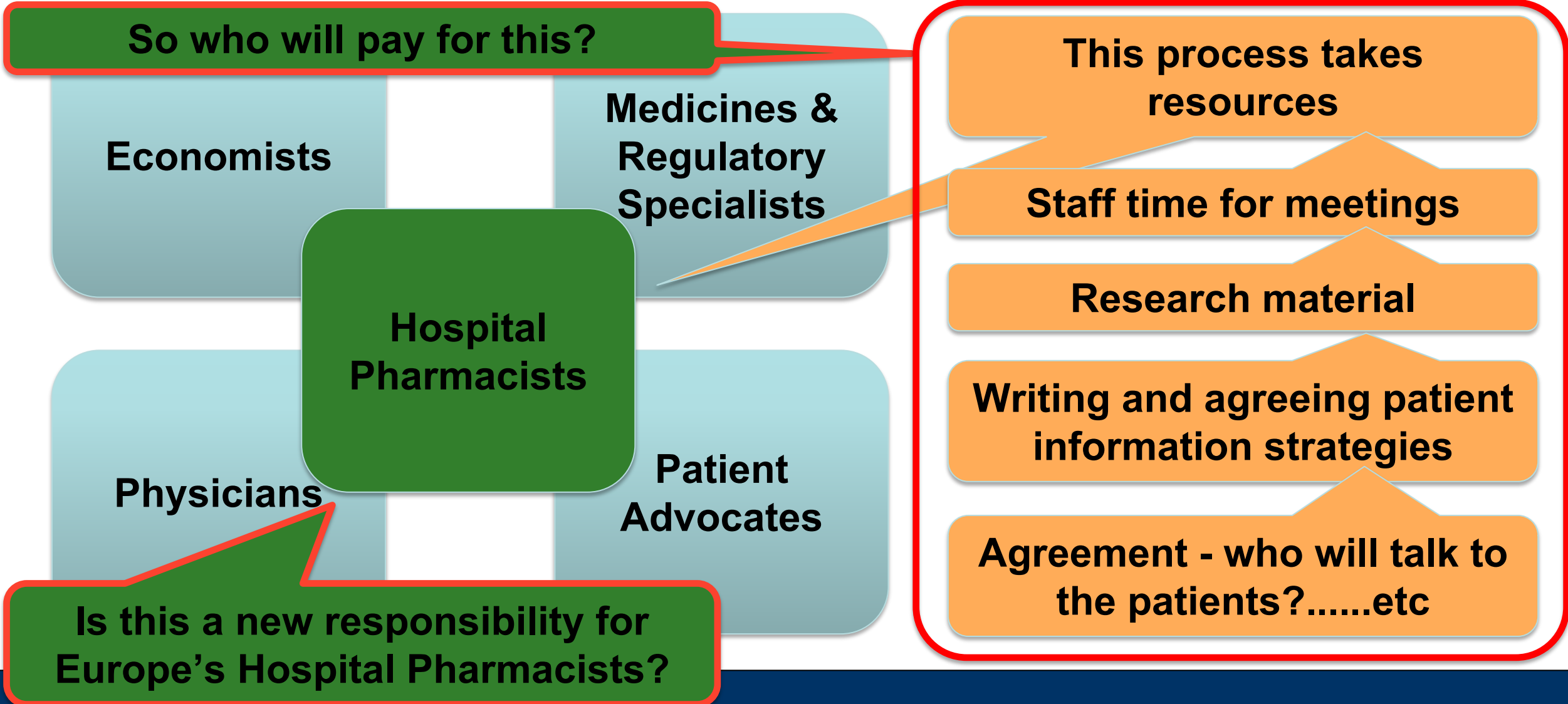
Successful biosimilar strategies are based on cooperation



Successful biosimilar strategies are based on cooperation



Successful biosimilar strategies are based on cooperation



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What hospital pharmacists do - YouTube



<https://www.youtube.com/watch?v=l6Nzmd7oZIM> ▼

Nov 18, 2013 - Uploaded by EAHP

The European Association of Hospital Pharmacists (EAHP) is hosting a Summit in May 2014 to set out the ...

What hospital pharmacists do - YouTube



<https://www.youtube.com/watch?v=ZwkeummgYh8> ▼

Jan 6, 2015 - Uploaded by EAHP

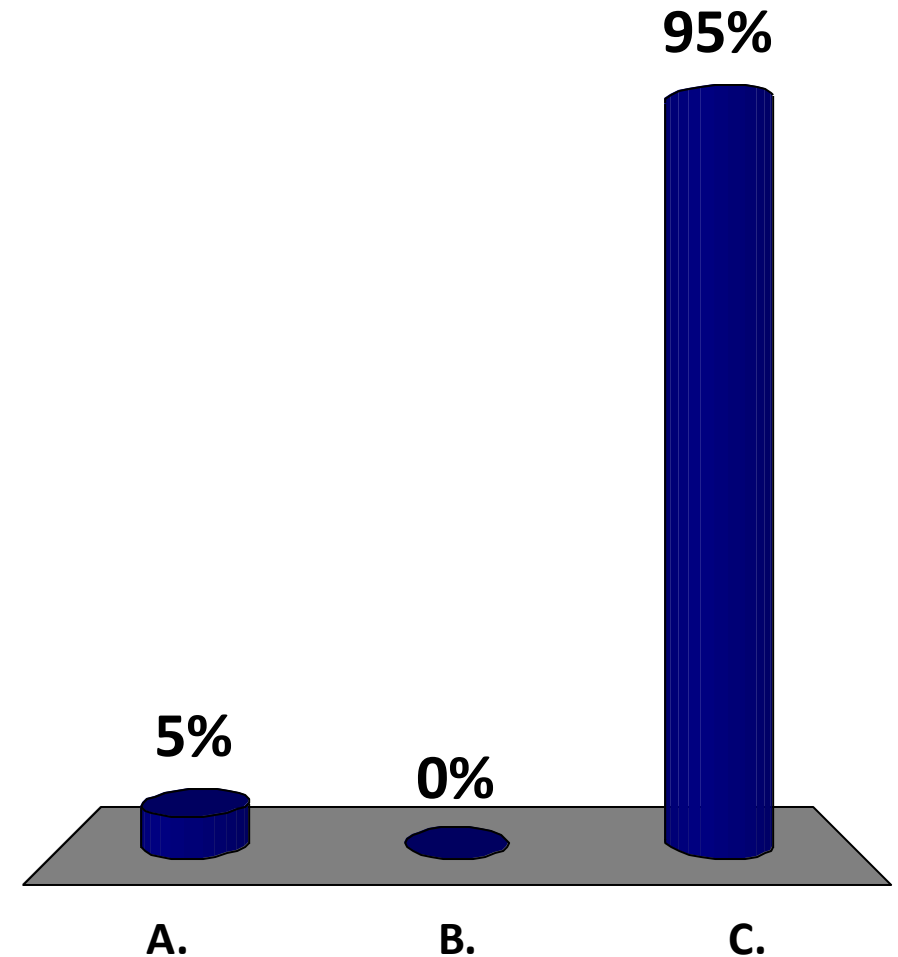
This video explains what it is the hospital pharmacist does, and why their role is so important to safe and ...

Is this a new responsibility for Europe's Hospital Pharmacists?

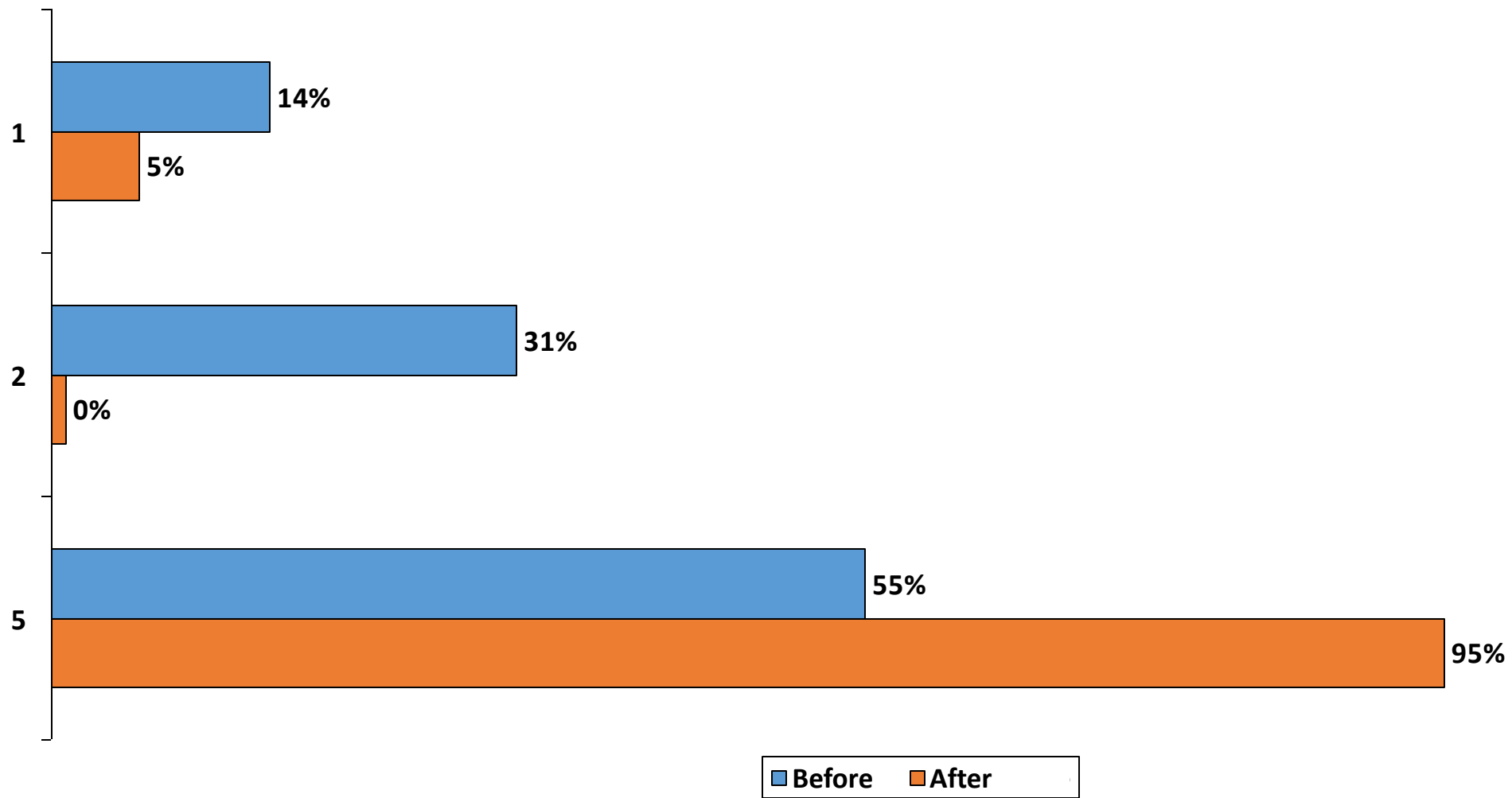
Dear Colleagues - What are your comments and questions on the topic?

How many biosimilars are available or under evaluation for trastuzumab?

- A. 1
- B. 2
- ✓ C. 5

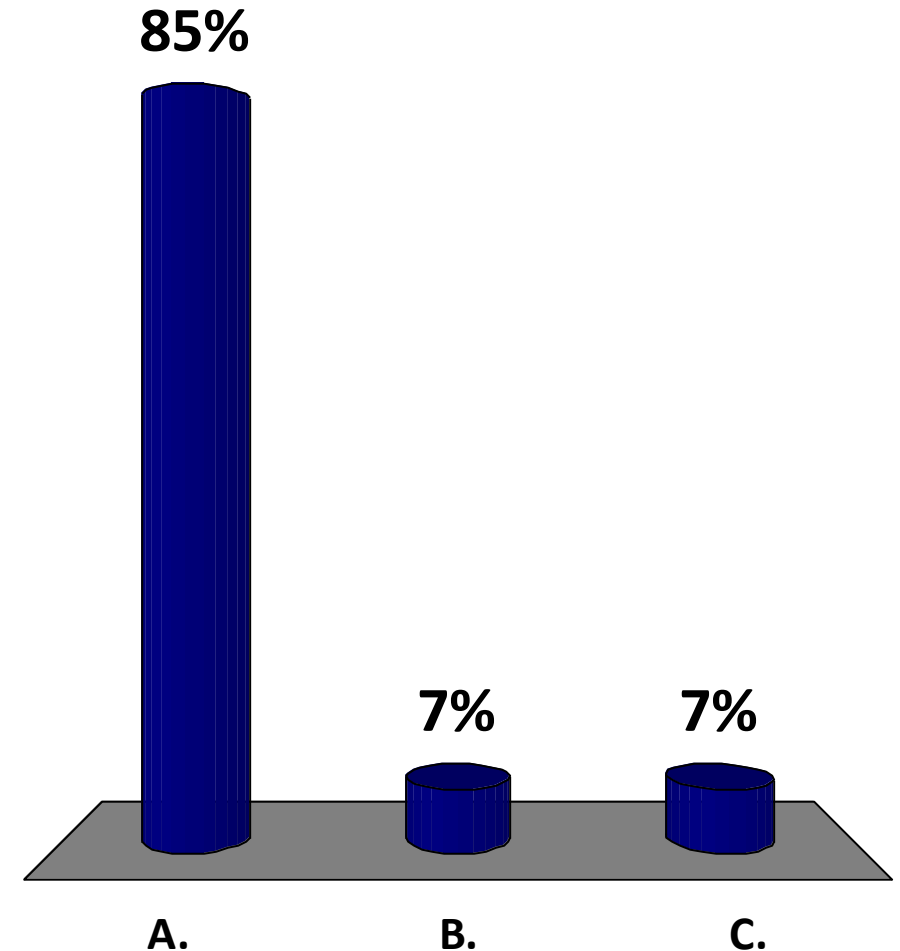


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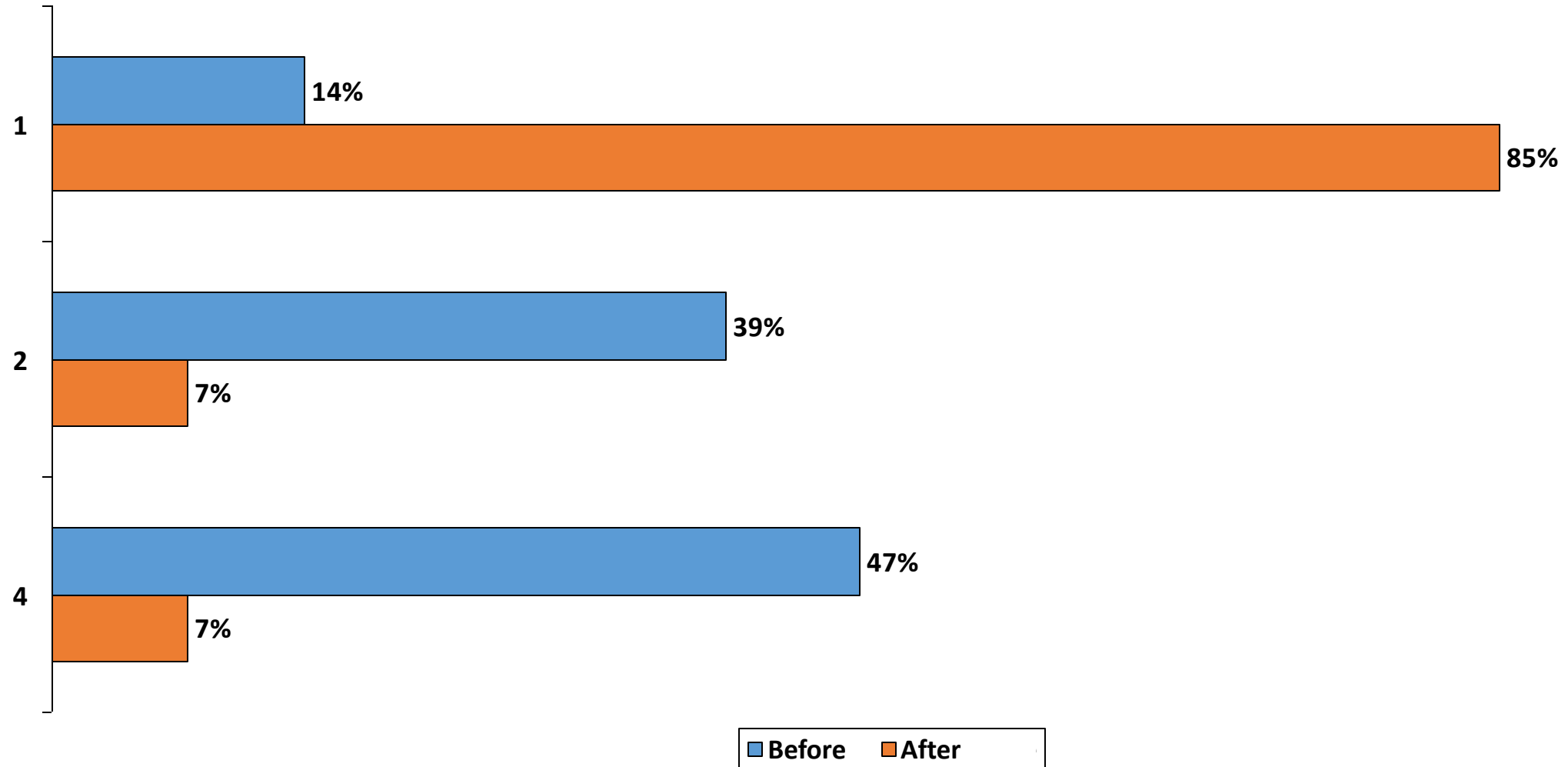


How many biosimilars are available or under evaluation for bevacizumab?

- ✓ A. 1
- B. 2
- C. 4

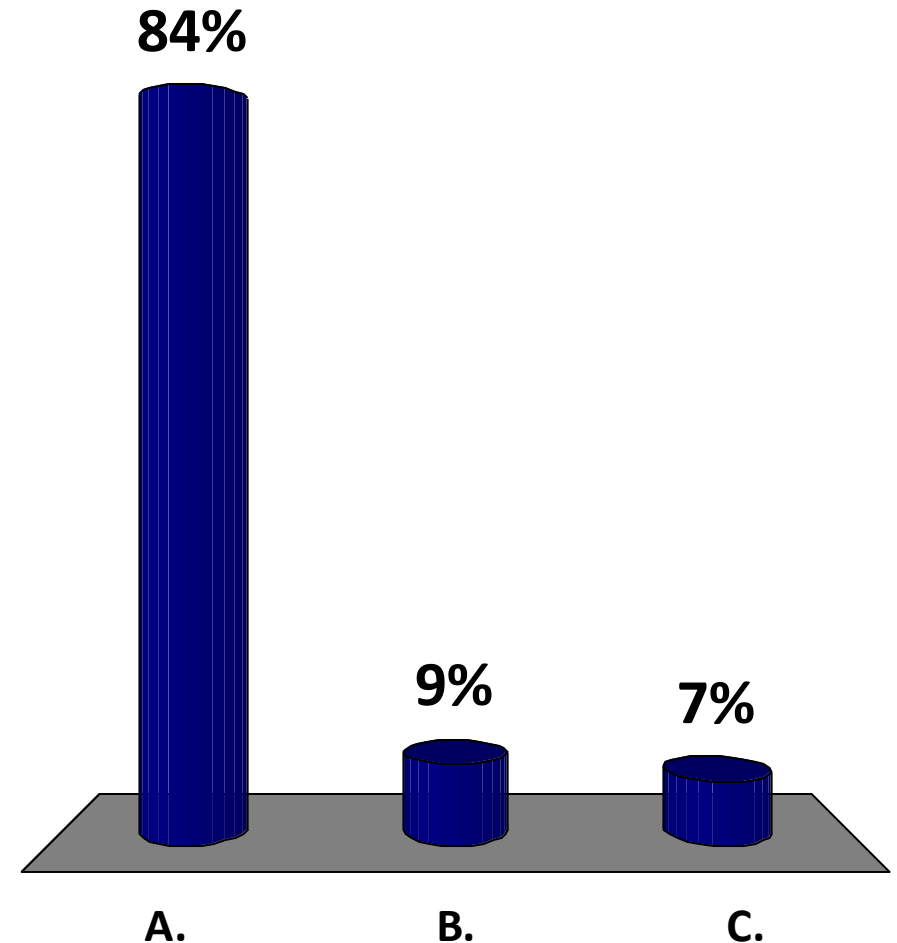


How many biosimilars are available or under evaluation for bevacizumab?



Which substance will most probably have the more rapid price decreases?

- ✓ A. Trastuzumab
- B. Bevacizumab
- C. No significant difference



Which substance will most probably have the more rapid price decreases?

