



Capitalizing on the Opportunity of Biosimilars

Benefits Canada - December 5, 2023



ORGANON SANDOZ



Biosimilars are Biologic Medicines entering Canada Post- Data and Patent Protection

- **Biologics Medicines** are larger and more complex molecules than traditional drugs and are made from living cells.
- **Biosimilar Medicines** are biologics demonstrated to be highly similar to a reference biologic drug and manufactured to the same regulatory standards
- A biosimilar and its reference biologic drug share the same non-proprietary name (active ingredient) with **no clinically meaningful differences in safety and efficacy** between them.

Health Canada's Regulatory Support is Clear

In its Fact Sheet: Biosimilars, Canada's national pharmaceutical regulator **Health Canada** clearly states that:

*“Health Canada’s rigorous standards for authorization mean that patients and health care providers can have the same **confidence** in the **quality, safety** and **efficacy** of a biosimilar as any other biologic drug.”*

For Benefit Plan Sponsors, a lower transparent list PRICE is what differentiates Biosimilars from their originator biologics.

The List Price of a Biosimilar is generally **30% - 50% less.**

Public Payers Are Leading the Way...

✓ Switch In Canada



...But Private Payers' Approach to Biosimilars is Varied

Across Canada, there's a strong consensus that:

1. Biosimilars **MAINTAIN treatment options for physicians and patients** – while enhancing the sustainability of Canadian healthcare systems.
2. One-time **switch strategies** are proven to be a safe, effective and established mechanism to support patients transitioning from a reference biologic to a biosimilar.

Although biosimilars generate *important savings for plan sponsors*, not all biosimilar approaches are equal.

Desjardins has adopted one specific approach designed to **transparently** maximize the value that biosimilars represent.

Biosimilars in Canada:

The Importance of Moving From WHY to HOW

Neda Nasseri, Product Director,
Drug Benefits & Extended Healthcare

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Desjardins' Approach to Biosimilars



Working with Plan Sponsors to Maximize Biosimilar Value

- Turnkey program
- Peace of mind
- Long-term mindset
- Competition stimulation
- Decreased rates
- Viability of the drug plan

Support for Insureds



Personalized communication



Impacted insureds have **6 months** to make the switch



New prior authorization form not required to switch to the biosimilar



Coverage of the reference biologic for patients who meet the **exception criteria**



Dedicated phone line so insureds can speak to a Customer Service agent who specializes in drug-related questions



Support from pharmacists for drugs included in our Patient support program
Communication to all pharmacists so they are ready to support insureds



Contact with **patient assistance programs** set up by the manufacturers of reference biologics and biosimilars so they can inform doctors and help guide and support insureds



Follow-up before the end of the switch period with insureds who still have not switched

Our Communications Strategy before the Due Date

- Communication to group advisors : – 240 days
 - ✓ Strategy (background – upcoming changes – targeted drugs)
 - ✓ Support for insureds
 - ✓ Financial impacts
 - ✓ Communications plan
 - ✓ Copy of letter to insureds
- Communication to plan sponsors – 190 days
- Personalized communication to insureds – 180 days
- Reminder to insureds – 90 to -60 days



The Biosimilar Situation Across Canada

Switch policy implemented

Switch policy not implemented yet

Biosimilar Penetration Rate

British Columbia	>>>	94 %
Quebec	>>>	94 %
Saskatchewan	>>>	94 %

Ontario & Rest of Canada

By December 31, 2023, Canadians who are using a reference biologic with a biosimilar on the market will be required to switch to its corresponding biosimilar

>>> 40%

Some Desjardins Data on Biosimilar Transition Across Canada

Desjardins lives

1.7M

Biosimilars

12 +

Letters sent

10 000

Months in advance

6 +

Savings

15-50%

Saved in Quebec

\$10M

Group Exemptions

3

Exceptions

6%

Key Takeaways



- **Personalized support** for insureds to make it easier for them to switch
- Faster access to treatment for some biosimilars (no form to fill)



- **Savings resulting from the use of biosimilars**
- **Additional savings resulting from product listing agreements**
- **Reduction in extended healthcare premiums for the impacted groups**



- Better cost control and **sustainability of group insurance plans**

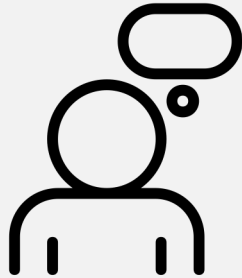


- **A safe, transparent, successful and widely adopted solution**





What Does This Mean for Plan Sponsors?



Reflect on **whether your current coverage plan helps you fully capitalize on the value** that biosimilars represent.



Have a conversation with your insurer to maximize the savings from biosimilars can be **reinvested in employee health and wellness.**

Questions?