



BIOSIMILARS: U.S. MARKETPLACE TRENDS

Since the first biosimilars entered the U.S. marketplace in 2015, **30 products** have been approved and **21 products** have been launched, giving patients and the health system more treatment options. This growth is expected to continue in the coming years, with competition estimated to triple by 2023¹, as the U.S. marketplace sees biosimilars introduced for multiple new therapeutic areas, including the potential approval of more interchangeable biosimilars.

Increased Payer Biosimilar Adoption

Increasingly, payers are adopting biosimilars, including or replacing originator products with biosimilars on their formularies, or designating biosimilars as preferred products, which helps promote competition and has the potential to lower costs. In fact, biosimilars are expected to save the U.S. healthcare system \$100B over the next 5 years.²

How Biosimilars May Generate Savings for Payers

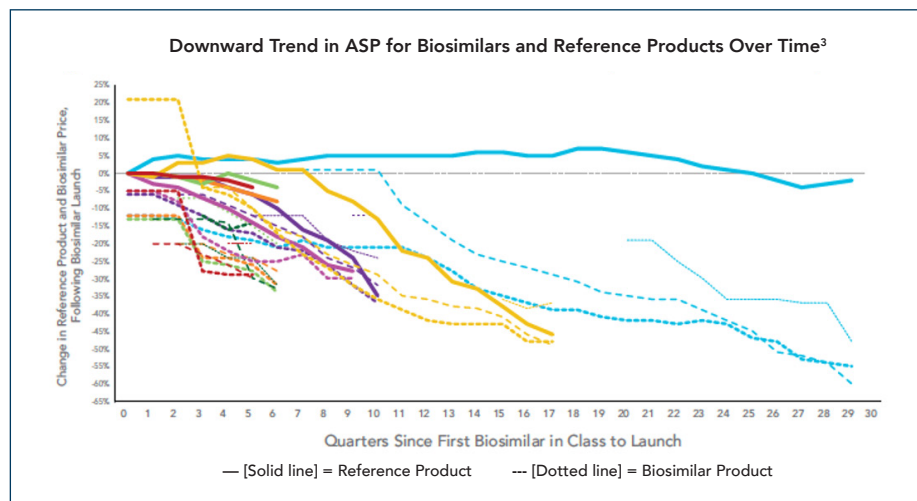
Biosimilars may lead to potential cost savings for payers across both reference products and other biosimilars in the same therapeutic category.

Biosimilars Usually Launch with Significant Discounts to WAC and ASP: Biosimilars generally launch at a Wholesale Acquisition Cost (WAC) **15% to 37%** lower than the reference product WAC. Almost all biosimilars have launched at a WAC **3% to 24%** below the reference product Average Sales Price (ASP).³

Competition Usually Drives Down ASP Across Therapeutic Category: As shown in the graph below, in most cases, the prices of biosimilars decline once ASP is established. This steady downward trend over time drives down reference product ASP, leading to potential additional system savings.

The availability of biosimilars in key therapeutic categories that currently have only 1 or a few originator biologics available helps promote competition and is a tool payers can use to help lower costs.

For more information on the role biosimilars play in helping reduce health system costs, you can view Amgen's Biosimilar Trends Report here: <https://www.amgenbiosimilars.com/commitment/trends-report>



¹ IQVIA Institute for Human Data Science. The Global Use of Medicine in 2019 and Outlook to 2023. January 29, 2019. URL: <https://www.iqvia.com/institute/reports/the-global-use-of-medicine-in-2019-and-outlook-to-2023>. Accessed June 2020.

² IQVIA. A positive road ahead for biosimilars?. January 2021. <https://www.iqvia.com/insights/the-iqvia-institute/reports/a-positive-road-ahead-for-biosimilars>.

³ Data on file, Amgen; Product and Biosimilars - WAC and ASP Price; July 2021

Amgen's Biosimilars Leadership

Amgen is dedicated to helping support a sustainable marketplace for patients and the healthcare system through our robust, innovative product portfolio and a growing number of biosimilar products.

Amgen's Approach to Using Biosimilars to Improve Healthcare Sustainability

- > **Providing biosimilars as lower cost treatment options** and helping to contribute to cost savings within the healthcare marketplace
- > **Championing value-based partnerships and solutions**, including testing and helping support biosimilar adoption strategies with key stakeholders and sharing those learnings broadly
- > **Investing in biosimilars education** through our annual Biosimilar Trends Report, content on AmgenBiosimilars.com, and participating industry forums
- > **Advocating for biosimilars adoption and a level playing field** and supporting reimbursement policies that promote competition among all biologics, including biosimilars



Amgen's Commitment to Biosimilars By the Numbers

40 YEARS of experience developing biologic medicines⁴

3 OF OUR BIOSIMILAR MEDICINES are included on the World Health Organization's Model List of Essential Medicines⁴

\$2B

INVESTED ACROSS

10 BIOSIMILARS^{4*}

2 of Amgen's FDA-approved biosimilars were the first oncology therapeutic biosimilars to be made available in the U.S.

They now have achieved nearly **40% and 50%** share, respectively⁵

List prices were **15% lower** than the reference product and average selling price was **12% lower**³

⁴ Amgen Biosimilars. Our Approach to Pricing, Access and Affordability <https://www.amgen.com/responsibility/our-approach-to-pricing-access-and-affordability/access-approaches-treatment-and-collaborations/biosimilars>.

⁵ Data on file, Amgen; Biosimilars Market Share Trends 2021; July 2021

* Includes Amjevita™ (adalimumab-atto) which launched in Europe; pending launch in the United States. This is for informational purposes only. This is not an offer for sale. Amjevita™ is currently not available commercially in the United States and will not be commercially available in the United States until a later date. REF-82657