



# PATIENT CHOICE

National Survey on Innovator  
Biologics and Biosimilars

**bpc** Biologics*Prescribers*  
COLLABORATIVE  
A PROJECT OF AfPA

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# INTRODUCTION

Biologics are complex drugs that are manufactured from living sources, such as microorganisms, tissue or plant cells. These medications are often administered by infusion or injection. They treat a variety of conditions, like arthritis, diabetes and asthma.

There are three types of biologic medications: innovator biologics, biosimilars and interchangeable biosimilars, which are a type of biosimilar that has undergone further testing.



## **INNOVATOR BIOLOGICS:**

The original products are called innovator biologics. When patent protection for innovator biologics expires, companies can create biosimilars.



## **BIOSIMILARS:**

Biosimilars are follow-on drugs based on innovator biologics. They are similar to the original product and have no clinically meaningful difference.



## **INTERCHANGEABLE BIOSIMILARS:**

The FDA deems some biosimilars interchangeable after undergoing further testing and meeting additional requirements, such as switching studies.

As more biosimilars are approved and released into the market, patients will have more options to choose from.

To gauge patient knowledge regarding biologics, biosimilars and the process of switching between them, the Biologics Prescribers Collaborative conducted a national survey of 300 patients. Survey findings reveal information gaps, as well as opportunities to educate patients about the choices they have regarding biologics and biosimilars.



# PATIENT KNOWLEDGE

## Knowledge Gaps Remain for Patients Receiving Innovator Biologics and Biosimilars



A majority of survey participants had been receiving an innovator biologic or biosimilar for **between one and five years**.

22%	Less than a year	11%	More than 10 years
14%	Between five and 10 years	7%	Prefer not to answer

Respondents varied in how much they knew about the topic of biologics and biosimilars.



10%  
didn't know  
anything



50%  
knew a little



31%  
knew a fair  
amount



9%  
knew all about  
them

## Patients Have Many Resources to Learn More

If survey participants wanted to learn more about biosimilars, they would turn to the following places:



Doctor  
68%



Health Care  
Websites  
54%



Pharmaceutical  
Company  
Websites  
51%



Official U.S.  
Government Websites  
49%



Pharmacist  
46%



Patient Advocacy  
Organizations  
18%



Friends/Family  
13%



Social Media  
13%

*Participants could select up to three sources of information.*





## Patients Need More Information on Both Innovator Biologics and Biosimilars

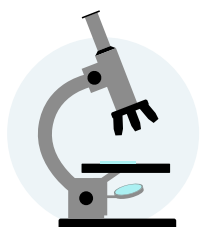
Patients need to know about the treatment options that are available to them. But many patients lack a basic understanding of innovator biologics and biosimilars.

Of survey respondents:



**36%** DID NOT KNOW

that biosimilars are **generally less expensive** than their innovator biologic counterparts.



**41%** DID NOT KNOW

that some biosimilars **undergo further studies** and are considered interchangeable.



**30%** DID NOT KNOW

that biosimilars are **not identical** to their innovator biologic.



**55%** DID NOT KNOW

that interchangeable biosimilars can be swapped with their innovator biologic **at the pharmacy level** without the prescribing clinician's involvement.



# PATIENT CONFIDENCE & TRUST

## Patients Trust Innovator Biologics

**95%**

of patients trusted innovator biologics

**94%**

considered innovator biologics to be effective

## Patients Trust Biosimilars Less

**91%**

of respondents also trust biosimilars

**ONLY 74%**

thought that biosimilars were effective



## More Than Two-Thirds of Patients are Confident in Biosimilars

Survey participants were asked about their confidence in biosimilars. Patients were largely confident in biosimilars, the treatments' safety and their effectiveness.



**74%**

were confident that biosimilars are as safe as their innovator biologic

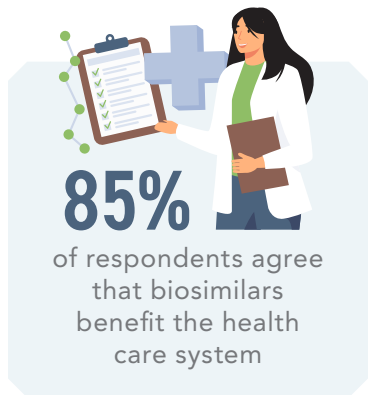
**71%**

were confident that biosimilars are as effective as their innovator biologic

**70%**

were confident in the FDA's approval process for biosimilars

## Most Patients Say Biosimilars Benefit the Health Care System



Patients also said that biosimilars:



**78%**

Increase patient access to medications



**68%**

Improve treatment adherence



**70%**

Save patients money



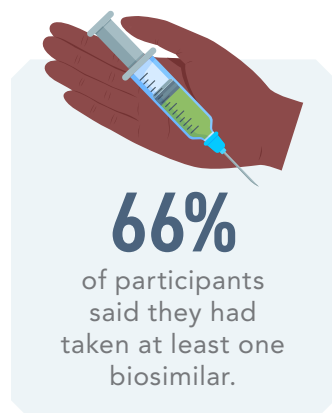
**83%**

Allow patients to improve their health



# CHOICES, SWITCHES & PATIENT EXPERIENCE

## Two-thirds of Surveyed Patients Have Taken a Biosimilar



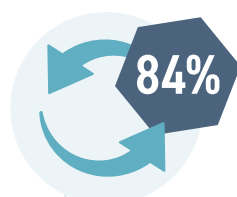
Of patients who had taken both an innovator and a biosimilar,



**4%** said that it was not applicable, likely because they took an innovator biologic and a biosimilar for different conditions.

## Doctor Suggestion is the Primary Reason for Switching

Of survey participants who had taken a biosimilar



Said they were switched  
from an innovator  
biologic to a biosimilar.

- **43%** cited their clinician's recommendation as the reason for switching from a biologic to a biosimilar.
- **21%** said their health plan dictated the change from an innovator biologic to a biosimilar.
- **12%** said they requested the change from an innovator biologic to a biosimilar.
- **6%** said their pharmacy changed the drug from an innovator biologic to a biosimilar.

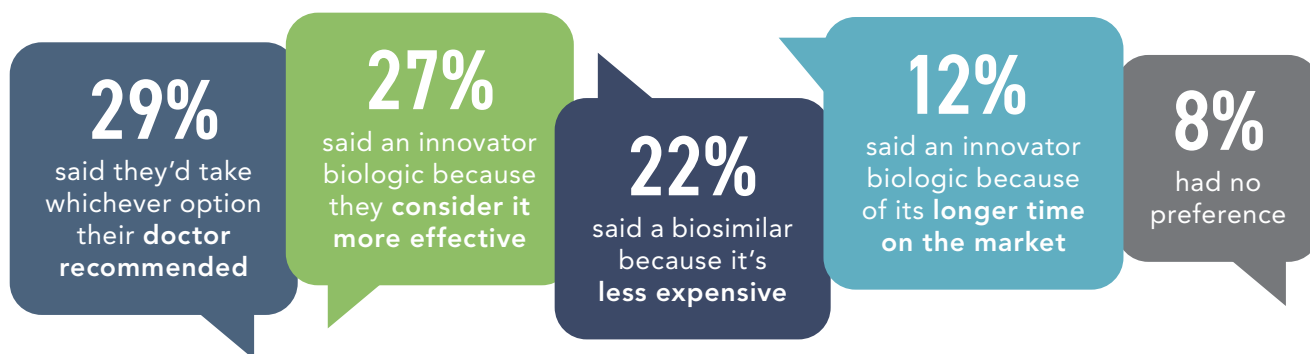


Said they were  
originally prescribed  
a biosimilar.



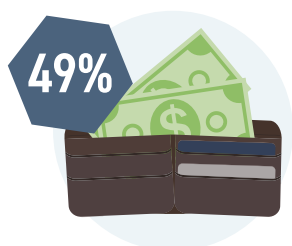
## Patients are Divided on Choosing Between an Innovator Biologic and a Biosimilar

Survey participants were also presented with a hypothetical switch. Given the choice between an innovator biologic and biosimilar, participants were largely divided on what they would choose and why.

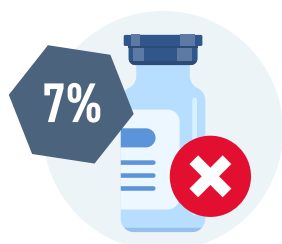


## Cost Savings are a Major Factor When Considering Switching

Nearly half of patients said they would consider switching from an innovator biologic to a biosimilar for cost savings.



Said they would consider switching for cost savings



Said they would not consider switching

They also cited other reasons:



47%

Prescribing clinician's recommendation



37%

Potential for better health outcomes



28%

Possible reduction of side effects



23%

Different mode of administration



19%

Change from in-office to home administration



10%

Change from home administration to in-office



More than a third of respondents who cited cost savings as a reason for switching said they would switch if there was anything less expensive. Others stipulated price points that would persuade them to switch.



## Turning to a Health Care Professional is the First Step in Switching for Many

Respondents said if they wanted to learn if a biosimilar was available for their innovator biologic they would:



## More Than Half of Patients Would Switch to an Interchangeable

All 50 states have passed legislation allowing for pharmacy-level interchangeable substitution. Participants were asked if they would switch to an interchangeable biosimilar if their pharmacist offered it:





## CONCLUSION

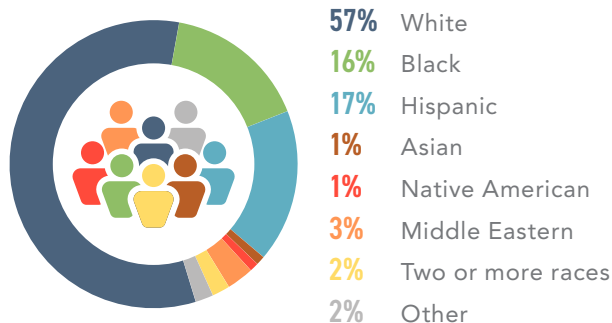
As new treatments become available, there will be more options and opportunities for patients.

Patients throughout the survey identified many factors which would influence their likelihood of switching. They need greater information to make informed decisions and will often defer to their doctor's guidance and their own comfort when deciding whether or not to switch. Cost savings also plays a major role for many patients.

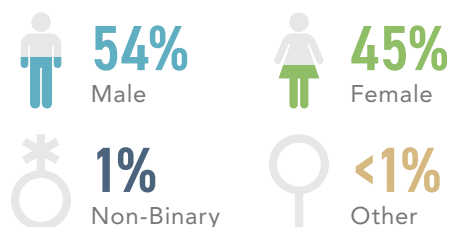
As the biologics marketplace changes, so too must the education on biologics so that patients can remain informed. There are more opportunities to educate patients on their treatment and the variety of options available to them.

# SURVEY DEMOGRAPHICS

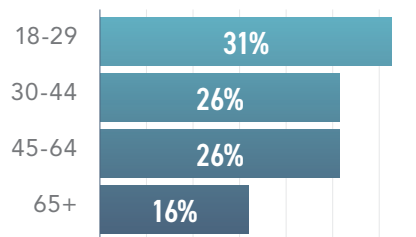
## RACE



## GENDER

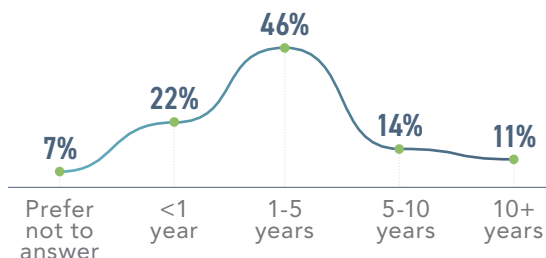


## AGE



## LENGTH OF TIME

*Taking an innovator biologic or biosimilar*



## PATIENTS' CONDITIONS

*Requiring an innovator biologic or biosimilar*

Rheumatoid Arthritis .....	21%
Diabetes .....	18%
Other .....	11%
Prefer Not To Answer .....	11%
Severe Asthma .....	8%
Psoriasis.....	8%
Crohn's Disease .....	5%
Cancer .....	5%
Ocular Inflammatory Disease .....	4%
Multiple Sclerosis .....	3%
Ankylosing Spondylitis .....	2%
Gout .....	2%
Osteoporosis .....	1%
Cystic Fibrosis.....	1%
Sickle Cell .....	<1%



## TYPES OF INSURANCE

Insurance through a current or former <b>employer or union</b> .....	37%
<b>Medicare</b> , for people 65 and older, or people with certain disabilities .....	26%
Insurance <b>purchased directly</b> from an insurance company.....	21%
<b>Medicaid</b> , Medical Assistance, or any kind of government-assistance plan for those with low incomes or a disability.....	20%
<b>Not applicable</b> , not covered by health insurance currently .....	9%
<b>Any other</b> type of health insurance or health coverage plan .....	8%
<b>TRICARE</b> or other military health care .....	6%
<b>VA</b> (including those who have ever used or enrolled for VA health care).....	5%
<b>Indian Health Service</b> .....	2%

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