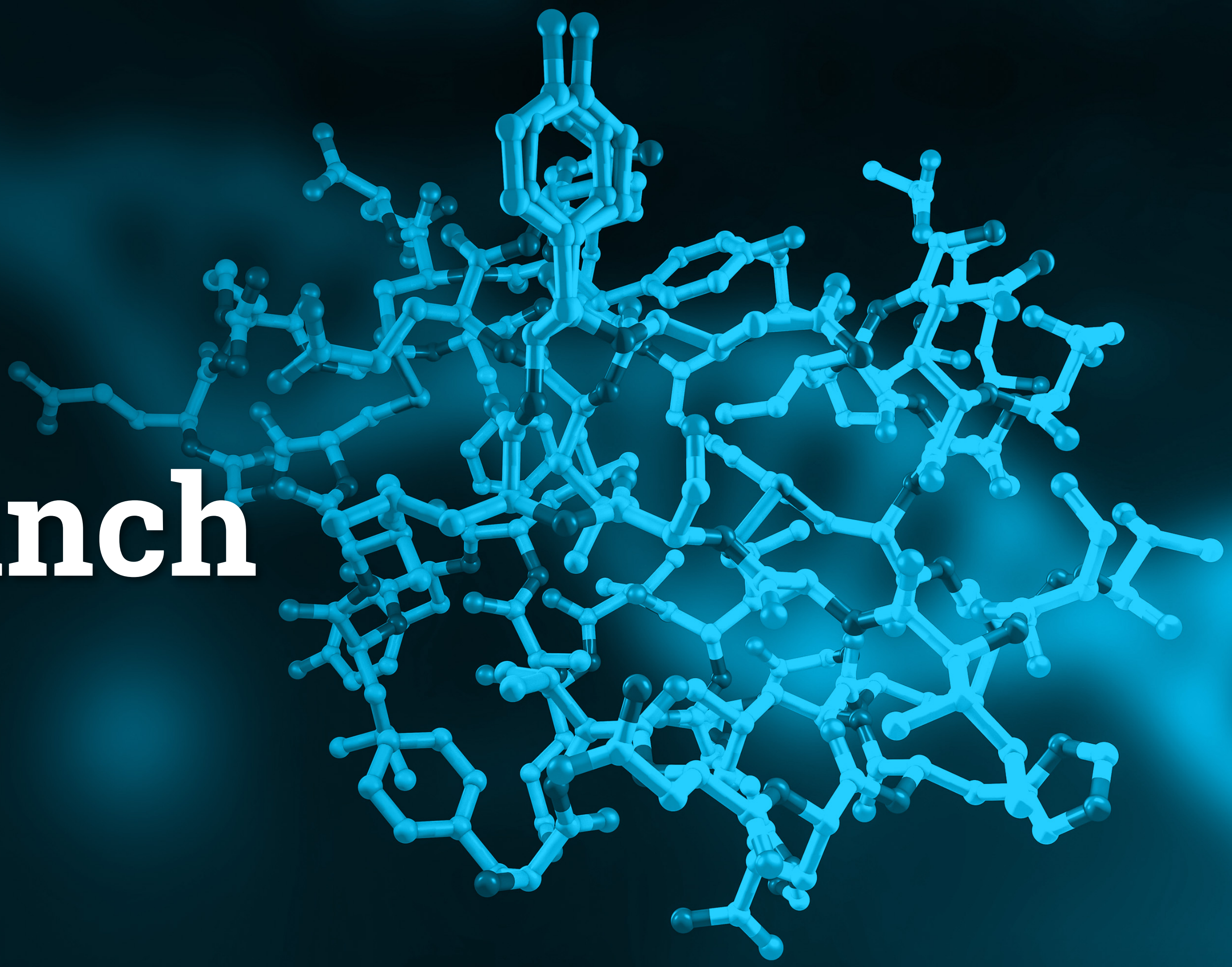
BIOSIMILARS COUNCIL™
A DIVISION OF AAM

Semglee Launch Tracking

July 2023



Analysis focused on Lantus, Semglee (interchangeable) and unbranded (interchangeable) Insulin Glargine

Overview of Lantus Reference Group Products

Product	Manufacturer	Diabetes Class	Molecule	WAC** *(varies by pack size)*	Note
Lantus	Sanofi	Long-Acting Insulin (once daily)	Insulin Glargine	$292	Reference product of interest
Semglee	Viatris		Insulin Glargine	$99	Non-interchangeable formulation launched Q3-2020, once new formulation launched, a phase out began
***Semglee**			Insulin Glargine-yfgn	$269	Interchangeable biosimilar launched late 2021
***Insulin Glargine**			Insulin Glargine-yfgn	$99	Interchangeable biosimilar and authorized generic launched late 2021

*Note: Semglee and Insulin Glargine are interchangeable biosimilars to Lantus
**WAC shown is for 2023 standard pack size and 30-day supply; Lantus WAC is for 2023 and does not reflect the 78% price cut that Sanofi announced in March 2023 which will take effect January 2024
Analysis performed by IQVIA on behalf of the Biosimilars Council using public and proprietary pharmacy claims information. Data used includes IQVIA Longitudinal Access and Adjudication Data (LAAD) from Jan. 2021-March 2023; analysis conducted by IQVIA, US Market Access Strategy Consulting and Analytics, June 2023. All conclusions represent the view of the Biosimilars' Council.

Key Findings

Which brands have been successful in the insulin glargine market?

- Lantus has retained majority share across all payer channels. 6 quarters following the launch of Semglee and generic Insulin Glargine, Lantus has retained majority share of new starts (54% NBRx share) and total market volume (78% TRx share).*

Where have insulin glargine biosimilars been successful?

- Semglee has only seen substantial uptake among select commercial payers. Semglee's uptake has been limited to the commercial channel, where it has 24% NBRx share. However, this percentage peaked at ~35% in early 2022. Semglee share is 6% or lower in all other channels (Medicare, Medicaid FFS, Managed Medicaid)
- Unbranded Insulin Glagine has seen uptake across all payer channels. Uptake ranges from ~27% NBRx share in the commercial channel to 52% NBRx share in Managed Medicaid

What has led to insulin glargine biosimilars' success in certain segments but not others?

- Demand (new patient written share) for unbranded Insulin Glargine has increased dramatically in the past year. Insulin Glargine's new written share increased from 25% to 49% from Q1-2022 to Q1-2023.
- However, many payers still do not cover the unbranded formulation, limiting access and preventing uptake. While written share increased, payer access remains low. Only 3 in 10 patients were approved in the 30 days after attempting to fill unbranded Insulin Glargine.
- Lack of payer coverage has limited biosimilar adoption. With parity access, Semglee and Insulin Glargine would have achieved 17% and 49% new-to-brand market share in the commercial channel, respectively.

* NBRx = New to Brand Prescriptions; TRx = Total Prescriptions
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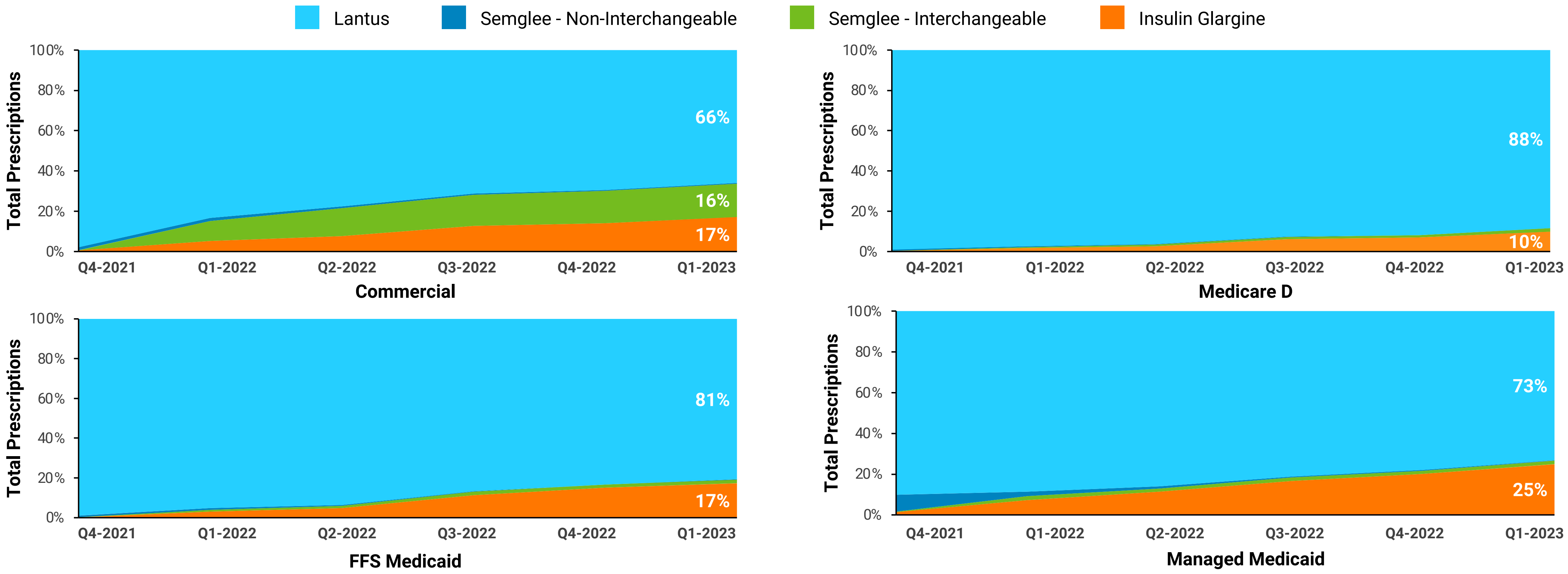
Over the past 5 quarters, Insulin Glargine has had slow but consistent uptake while Semglee has only seen uptake in the Commercial channel

Compared to other channels, biosimilar uptake is slowest in Medicare D

Product Share Within the Lantus Reference Group by Payer Channel and Quarter

(TRx; Q4 2021 to Q1 2023)



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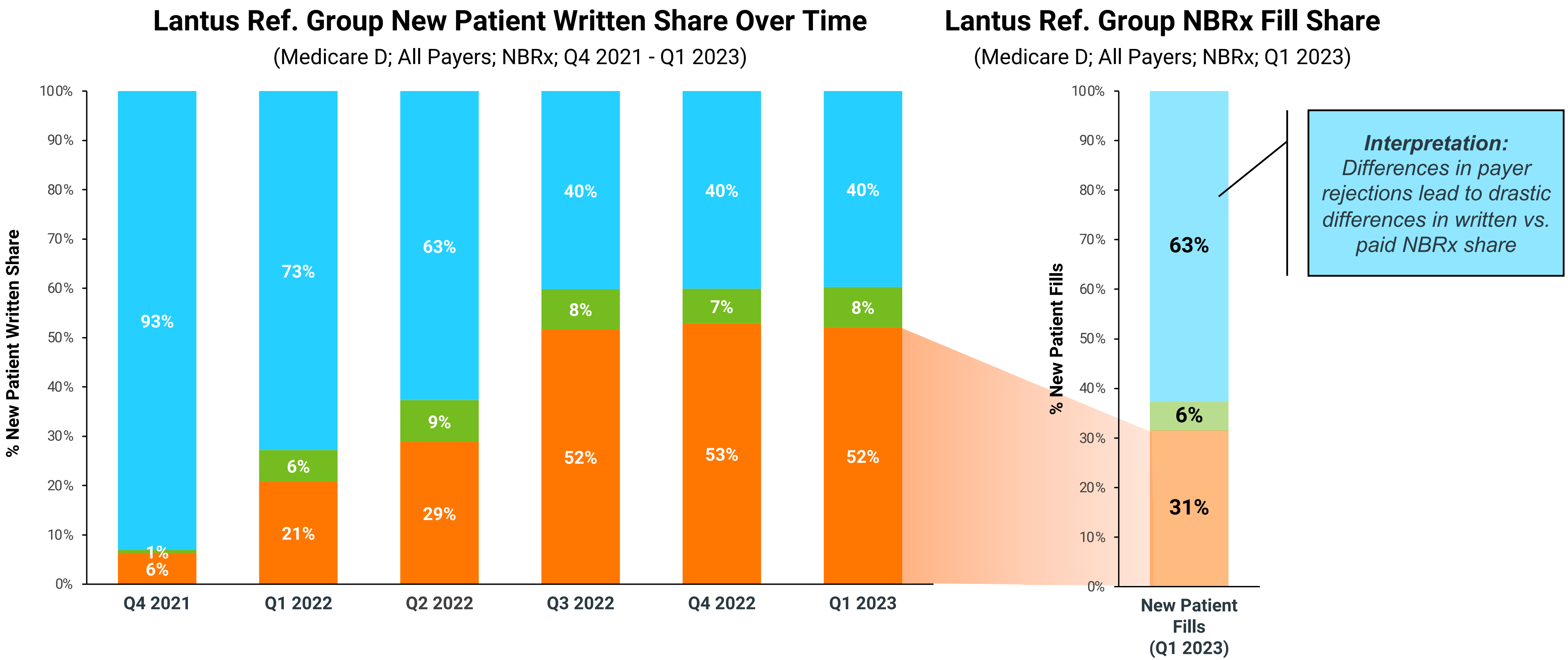
Unbranded Insulin Glargine accounts for more than half of new patient written share in Medicare plans, but access restrictions limit filled NBRx share



*Note: Durable indicates a 30-day look-forward period following a claims initial adjudication to track any changes in status
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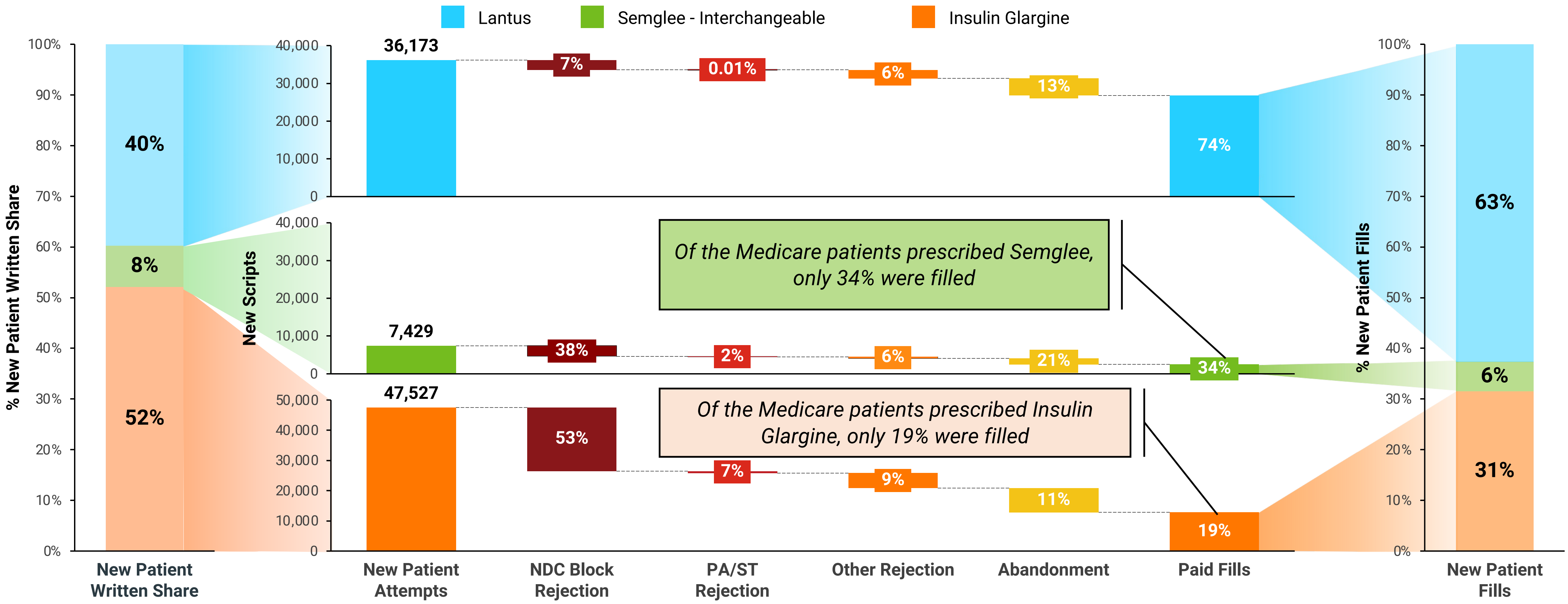
Insulin Glargine accounts for over 50% of new written scripts, allowing it to accou nearly 30% of new-to-brand fills despite facing harsh payer controls

Q1-2023 New Patient Written Share to New Patient Paid Fills (NBRx) Attrition

(Medicare Part D Channel; All Payers; NBRx; Lantus Reference Group; Q1 2023)



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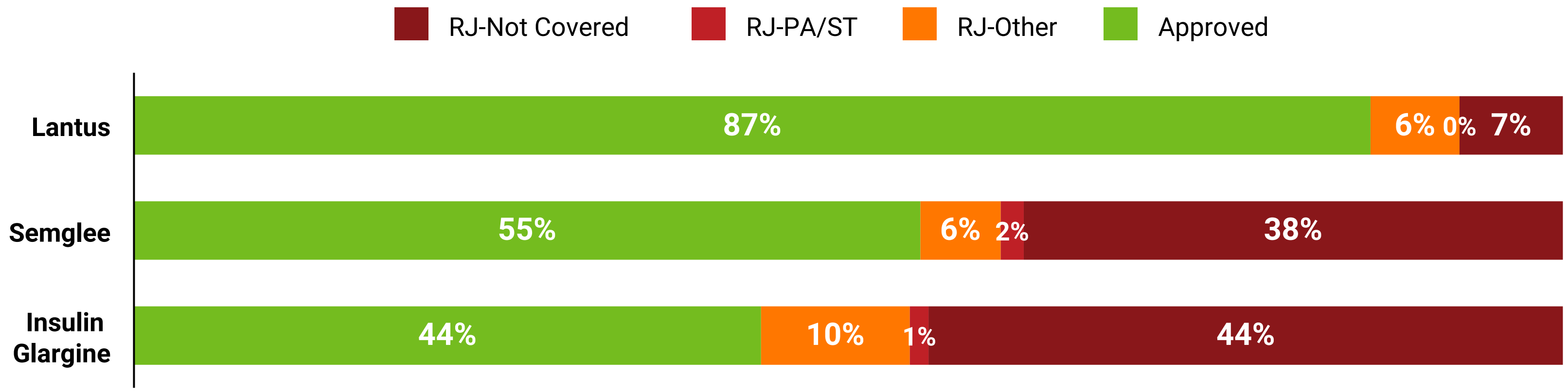
Aggregated Medicare payer behavior shows Semglee uptake, however diving deeper reveals more variance

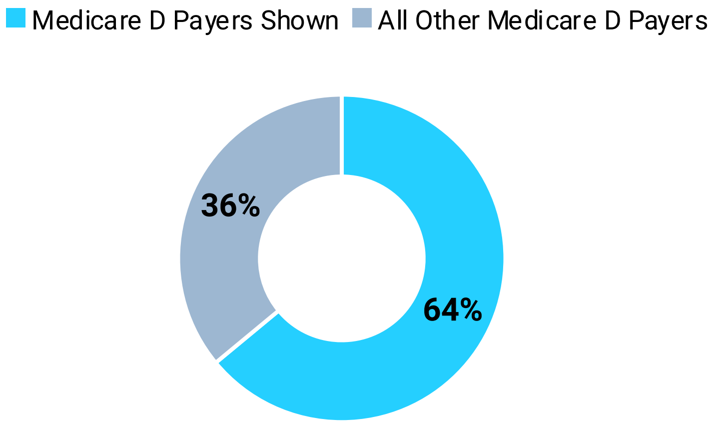
Durable* Utilization Management for Products in the Lantus Reference Group

(All Payers; Medicare Part D Channel; NBRx; All Claims; Jan 2023 to Mar 2023)



Payer Size by NBRx

(Commercial Channel; Q4 2021 to Q1 2023)



Payer / PBM	Lantus	Semglee	Insulin Glargine
Medical Plan 1	Covered	Partially Covered	Partially Covered
Medical Plan 2	Covered	Blocked	Blocked
Medical Plan 3	Partially Covered	Blocked	Blocked
Medical Plan 4	Covered	Partially Covered	Partially Covered

Interpretation: *Payers 1-4 (shown left) make up 64% of new starts in the Part D market*

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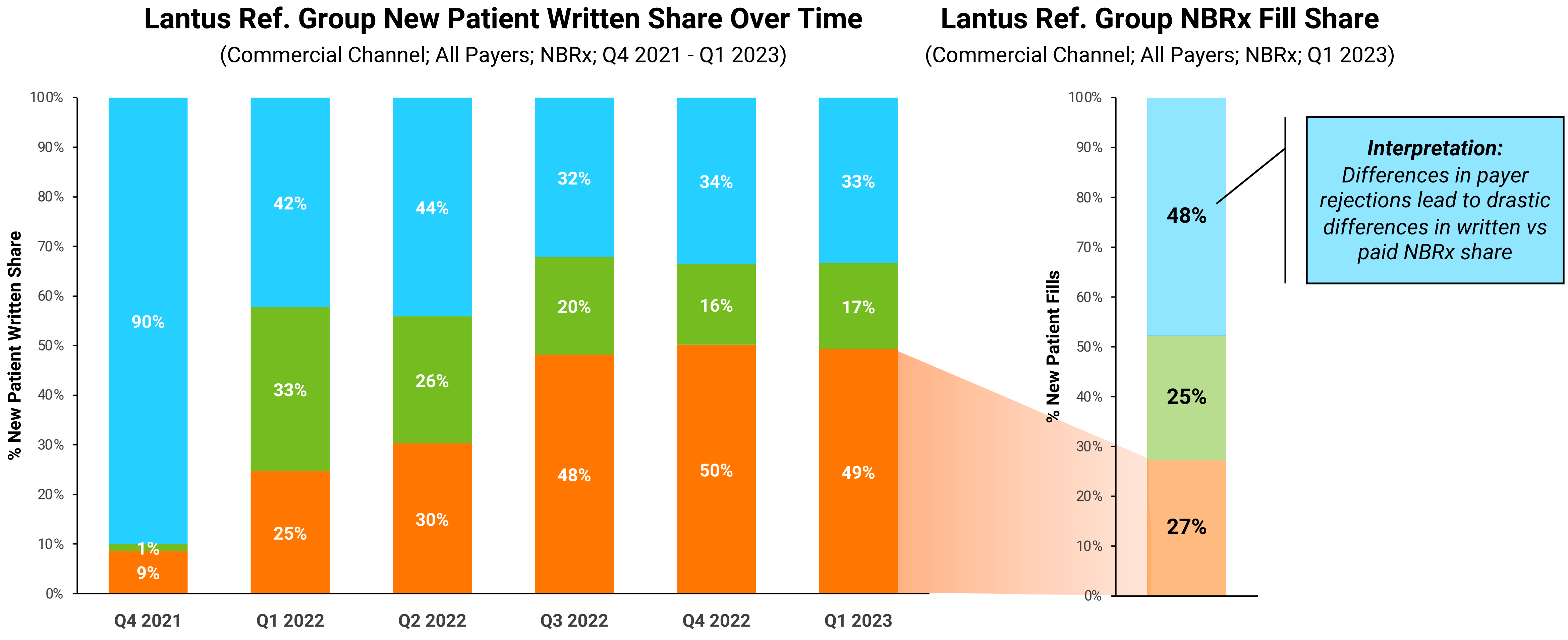
Unbranded Insulin Glargine accounts for more than half of written share for new patient in commercial plans, but access restrictions limit share of new to brand prescriptions filled prescriptions for new to brand



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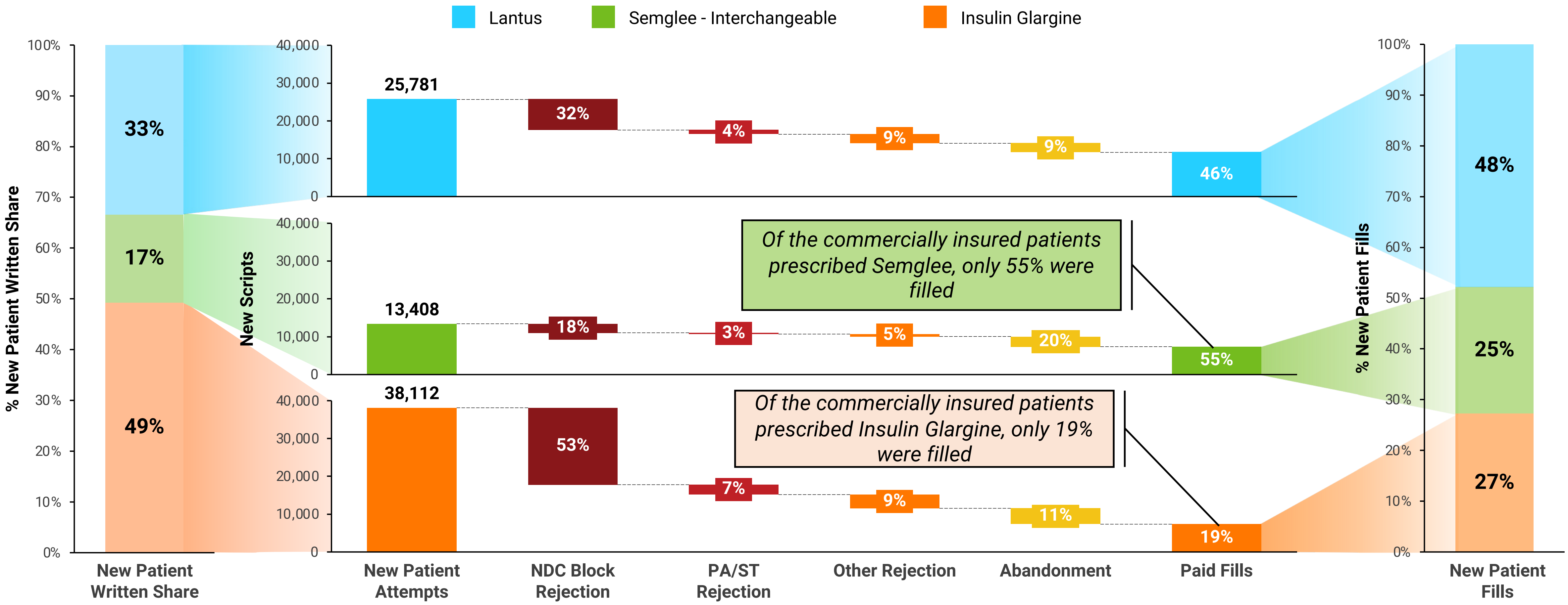
Unbranded Insulin Glargine accounts for more than half of new patient written share in commercial plans, but access restrictions limit share of new to brand prescriptions filled

Q1-2023 New Patient Written Share to New Patient Paid Fills (NBRx) Attrition

(Commercial Channel; All Payers; NBRx; Lantus Reference Group; Q1 2023)



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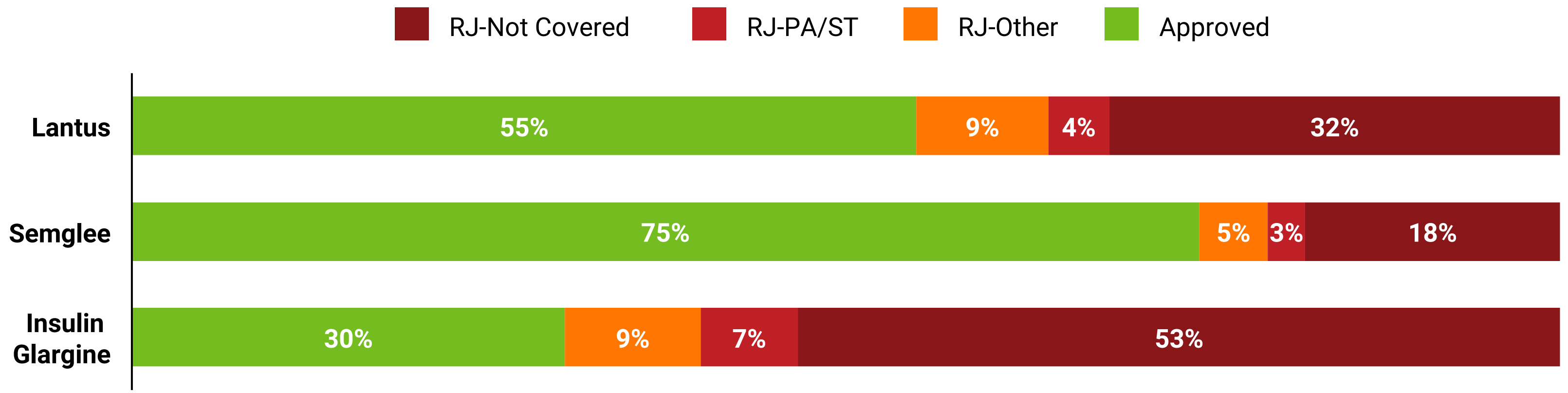
Aggregated commercial payer behavior shows strong Semglee uptake, however diving deeper reveals more variance

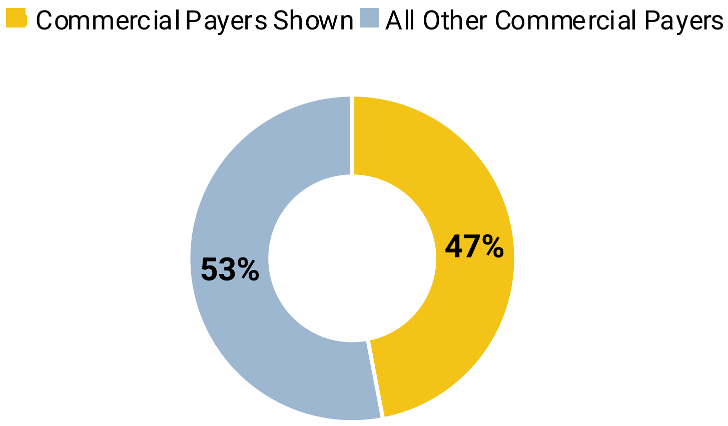
Durable* Utilization Management for Products in the Lantus Reference Group

(All Payers; Commercial Channel; NBRx; All Claims; Jan 2023 to Mar 2023)



Payer Size by NBRx

(Commercial Channel; Q4 2021 to Q1 2023)



Payer / PBM	Lantus	Semglee	Insulin Glargine
Commercial Payer 1	Blocked	Covered	Blocked
Commercial Payer 2	Covered	Blocked	Blocked
Commercial Payer 3	Blocked	Covered	Partially Covered
Commercial Payer 4	Covered	Blocked	Blocked

Interpretation:
Payers 1-4 (shown left) make up 47% of commercial new starts in the market

*Note: Durable indicates a 30-day look-forward period following a claims initial adjudication to track any changes in status
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