Semglee Launch Tracking

July 2023
Analysis focused on Lantus, Semglee (interchangeable) and unbranded (interchangeable) Insulin Glargine

Overview of Lantus Reference Group Products

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

*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 biosimilar Insulin Glargine 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 (NBRx) market share in the commercial channel, respectively.

* NBRx = New to Brand Prescriptions; TRx = Total Prescriptions
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Over the past 5 quarters, biosimilar 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*
Unbranded Insulin Glargine accounts for more than half of new patient written share in Medicare, but formulary restrictions limit filled new-to-brand share

Interpretation:
Differences in payer rejections lead to drastic differences in written vs. paid 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 prescriptions in Medicare, but only 30% of new-to-brand fills due to 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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Only 1/3 of Medicare patients prescribed Semglee received it.

Less than 1/5 of Medicare patients prescribed biosimilar Insulin Glargine received it.
Aggregate Medicare payer behavior shows Semglee uptake, but closer review reveals barriers for biosimilars

Durable* Utilization Management for Products in the Lantus Reference Group
(All Payers; Medicare Part D Channel; NBRx; All Claims; Jan 2023 to Mar 2023)

<table>
<thead>
<tr>
<th>Product</th>
<th>Lantus</th>
<th>Semglee</th>
<th>Insulin Glargine</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coverage</td>
<td>RJ-Not Covered</td>
<td>RJ-PA/ST</td>
<td>Approved</td>
</tr>
<tr>
<td>Health Plan 1</td>
<td>Covered</td>
<td>Partially Covered</td>
<td>Partially Covered</td>
</tr>
<tr>
<td>Health Plan 2</td>
<td>Covered</td>
<td>Blocked</td>
<td>Blocked</td>
</tr>
<tr>
<td>Health Plan 3</td>
<td>Partially Covered</td>
<td>Blocked</td>
<td>Blocked</td>
</tr>
<tr>
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Interpretation:
Payers 1-4 (shown left) make up 64% of new patient starts in Medicare Part D.
Unbranded Insulin Glargine accounts for more than half of new prescriptions in commercial plans, but access restrictions limit adoption.

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Biosimilars are two-thirds of new written prescriptions in Commercial plans but just over half of new to brand prescriptions filled

**Q1-2023 New Patient Written Share to New Patient Paid Fills (NBRx) Attrition Waterfall**
(Commercial Channel; All Payers; NBRx; Lantus Reference Group; Q1 2023)

Of the commercially insured patients prescribed Semglee, only 55% were filled.

Of the commercially insured patients prescribed Insulin Glargine, only 19% were filled.

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Aggregate commercial payer behavior shows Semglee adoption, but diving deeper reveals remaining barriers

**Durable* Utilization Management for Products in the Lantus Reference Group**
(All Payers; Commercial Channel; NBRx; All Claims; Jan 2023 to Mar 2023)

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### Table: Payer / PBM

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

### Pie Chart: Payer Size by NBRx
(Commercial Channel; Q4 2021 to Q1 2023)
- Commercial Payers Shown: 53%
- All Other Commercial Payers: 47%