



Kroger
Prescription
Plans

Biosimilars January 2021

Market Analysis

Biosimilars are FDA approved medications that are expected to produce the same clinical results as safely and effectively as the biologic medicine that the biosimilar is comparable to, referred to as the “reference product.” Adoption of biosimilars in the U.S. is improving, with 19 of the 29 FDA approved drugs currently offered by manufacturers.

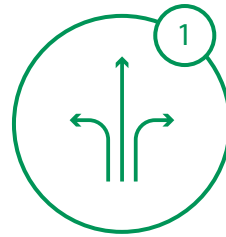
\$54b

in Savings Over the Next Decade¹

¹D. Lawson, Allen Rand Corp., 2019.

800.917.4926
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U.S. Healthcare Biosimilar Adoption Challenges



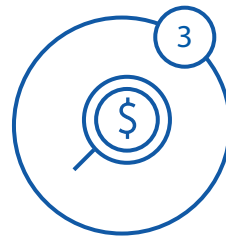
Channel Complexity

Biosimilars and biologics typically are covered on the medical benefit even though the drugs can be covered and administered on the pharmacy benefit - resulting in confusion and slow adoption.



Health Literacy

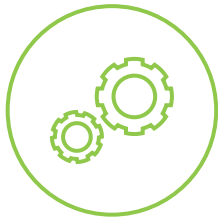
While biosimilars can be substituted for their biologic reference products, the FDA has not granted an interchangeable status, leading to lower prescribing rates.



Pricing Competition

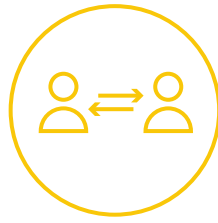
To protect market share, reference drug manufacturers adjust their prices downward to slow adoption of biosimilars.

Kroger Prescription Plans: Biosimilar 360 Plan



Engagement

We partner with medical benefit providers to identify opportunities for increased adoption facilitating data exchange and accurate reporting.



Collaboration

We connect prescribers and patients with our specialty pharmacy to help stakeholders understand the value of biosimilars and increase adoption.



Low Net Cost Strategy

We advocate in our clients' best interest by focusing on patient safety, clinical effectiveness, and highest value.

Exclusive Partnership with Kroger Specialty Pharmacy

Clinical Collaboration

generates robust policies with Specialty Rx

Personalized Treatment Plans

facilitates appropriate patient utilization

Innovative Formulary Management

drives higher adoption and cost savings

Remicade (infliximab)	⊗	→	⊙	Renflexis (infliximab-ABDA)
Neupogen (filgrastim)	⊗	→	⊙	Zarxio (filgrastim-SNDZ)
Neulasta (pegfilgrastim)	⊗	→	⊙	Ziextenzo (pegfilgrastim-bmez)
Procrit (epoetin alfa)	⊗	→	⊙	Retacrit (epoetin alfa)
Herceptin (trastuzumab)	⊗	→	⊙	Kanjinti (trastuzumab-ANNS)

Reference Biologic Product

Preferred Formulary Biosimilar

Conversion Results of Remicade to Renflexis

90% from Remicade to Renflexis

\$16k Savings Per Conversion