Introduction

- Prescription of biosimilars (BS) on a large scale is an important way to decrease hospital expenses
- One wholesaler (WS) listed one of the two BSs of infliximab
- The objective of the study is to analyze the penetration rate (PR) of this BS in 96 hospitals (HP) owned by this WS

Methods

- Quantities ordered of both drugs (originator and biosimilar)
- Data were provided by manufacturers
- Between September 2016 to May 2017
- Only HPs that ordered infliximab from the WS were included

Results

1. Results of the penetration rate

- Only 38% HP (n=36/96) ordered infliximab

The average PR of HP is 30%
A high disparity between Hospitals
10 HP did not order the biosimilar
4 HP ordered only the biosimilar

2. Results of the survey

- The response rate of the survey is 69% (25/36)

Item 1: the listing of BS

- More than 70% listed the two molecules
- 3 Hospitals didn’t list the biosimilar molecule in their formulary (small HPs, management hurdles)

Items 2: prescribing care units

- 68% have a rheumatology department
- 92% gastroenterology department
- 24% dermatology department

Items 3: PR target

- 13 HP setting a PR target
- The target varies from 25% to 75%
- 76% (10/13) achieved it

Discussion

The achievement of the PR target by only 13 Hospitals and the low average PR shows that clinicians are still reluctant to prescribe biosimilar, a lack of training on these drugs, a lack of consensus, and an unclear regulatory framework which does not promote switching. However, the consumption of biosimilar should increase following the publication of the Nor-SWICH study which showed the non-inferiority of biosimilars compared to the originator and the positive perception of switching by scientific committee.

Conclusion

The current BS PR remains low within HPs buying through this WS, however actions can be taken to increase this rate for more savings.