

# Physician Perspectives on Biosimilars

Biosimilars have the potential to significantly lower healthcare costs, but market growth to date has been slower than expected. To understand and anticipate physician behavior and the future of these promising therapies, AmerisourceBergen surveyed 105 physicians specializing in oncology, rheumatology and nephrology.

The results reveal a product class poised for expansion — but only if it can deliver on the promise of cost savings.

## Adoption requires confidence

**46%** of physicians feel confident in their ability to use biosimilars.

**49%** of physicians feel confident using biosimilars with new patients (regardless of prior exposure).

**50%** of physicians feel confident in using biosimilars in patients previously treated with a reference product.

**43%** of physicians feel confident switching to a biosimilar during an active treatment regimen.

**"My institution makes formulary switches based on savings and is already doing it widely."**

*Physician survey respondent*

## What physicians want

The factors physicians consider most important in the contracting/purchasing/procurement of a biosimilar



**"I won't and don't start patients or switch patients unless their insurance coverage mandates it at this point."**

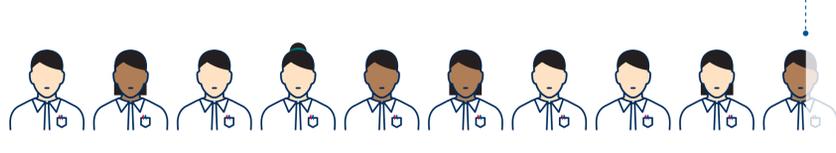
*Physician survey respondent*

## Anticipated adoption

Practice objectives driving biosimilar adoption

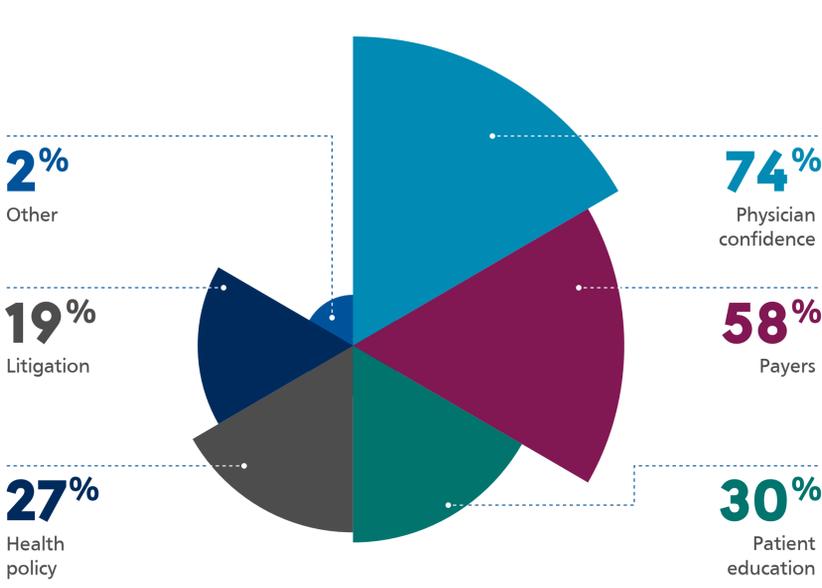


**96%** of physicians plan to use pricing/economics to determine which biosimilar to use if/when multiple market entrants become available.



**31%** of physicians plan to switch 10-20% of their patients to biosimilars in the next 12 months.

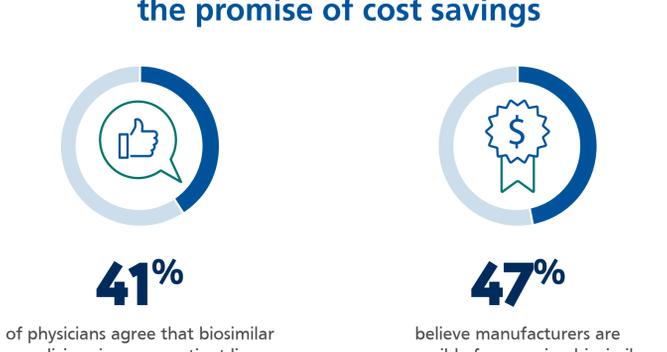
The biggest barriers to widespread adoption of biosimilars, according to physicians



**"Greater affordability of biosimilars may result in more widespread adoption, but the reluctance of physicians to make alternative choices may keep this number low in my practice for the next several years."**

*Physician survey respondent*

## Hope vs. hype: delivering on the promise of cost savings



**"Biosimilars should allow for similar overall efficacy, while improving patient lives through the cost savings and flexibility that reasonable competition provides in this market."**

*Physician survey respondent*

Get more insights on biosimilars at [AmerisourceBergen.com](http://AmerisourceBergen.com).