



Smarter questions ▲ Smarter answers

# ASBM European Prescribers Survey

**Industry Standard Research**

Kevin Olson, CEO | [KevinO@ISRreports.com](mailto:KevinO@ISRreports.com) | 919-301-0106

Sherry Hubbard-Bednasz, Market Research Director | [SherryHB@ISRreports.com](mailto:SherryHB@ISRreports.com)

April, 2019



# Table of Contents

## Slide #

- 3 Survey Methodology
- 4 Demographic Data/Sample Characteristics
- 11 Executive Summary
- 19 Familiarity with Biosimilars
- 34 Prescribing, Recording & Adverse Drug Reaction Reporting
- 57 Automatic Substitution, Switching & Physician Choice
- 99 About ISR

# Survey Methodology

- 579 Prescribers were recruited from specified countries/practice areas in Western Europe
- 6 countries: France, Germany, Italy, Spain, Switzerland, UK
- 10 practice areas: Dermatology, Endocrinology, Gastrointestinal, Hematology oncology, Immunology, Nephrology, Neurology, Oncology, Ophthalmology, Rheumatology
- All N-size targets (country/practice area combinations) were reached
- 15 minute web-based survey, offered in multiple languages
- Data were collected in March 2019

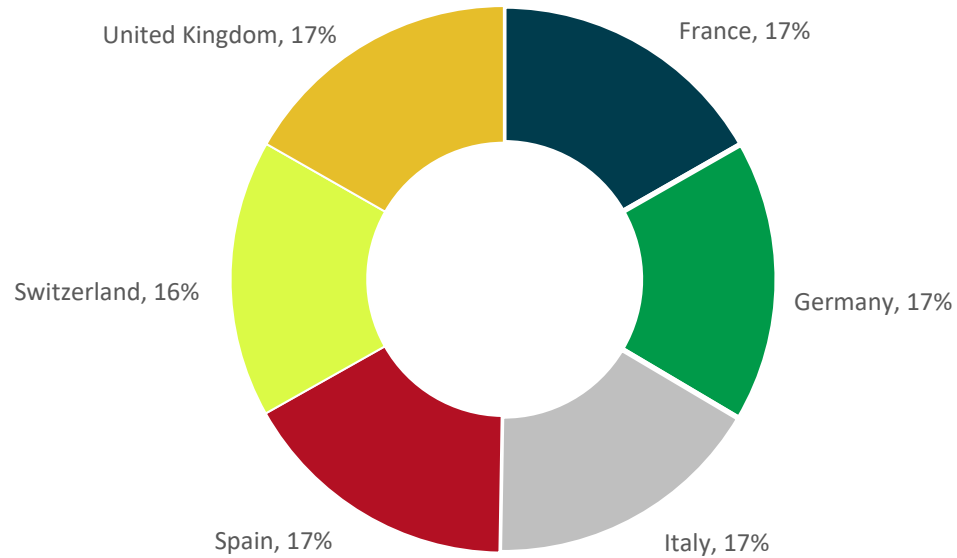


Smarter questions → Smarter answers

# DEMOGRAPHIC DATA/ SAMPLE CHARACTERISTICS

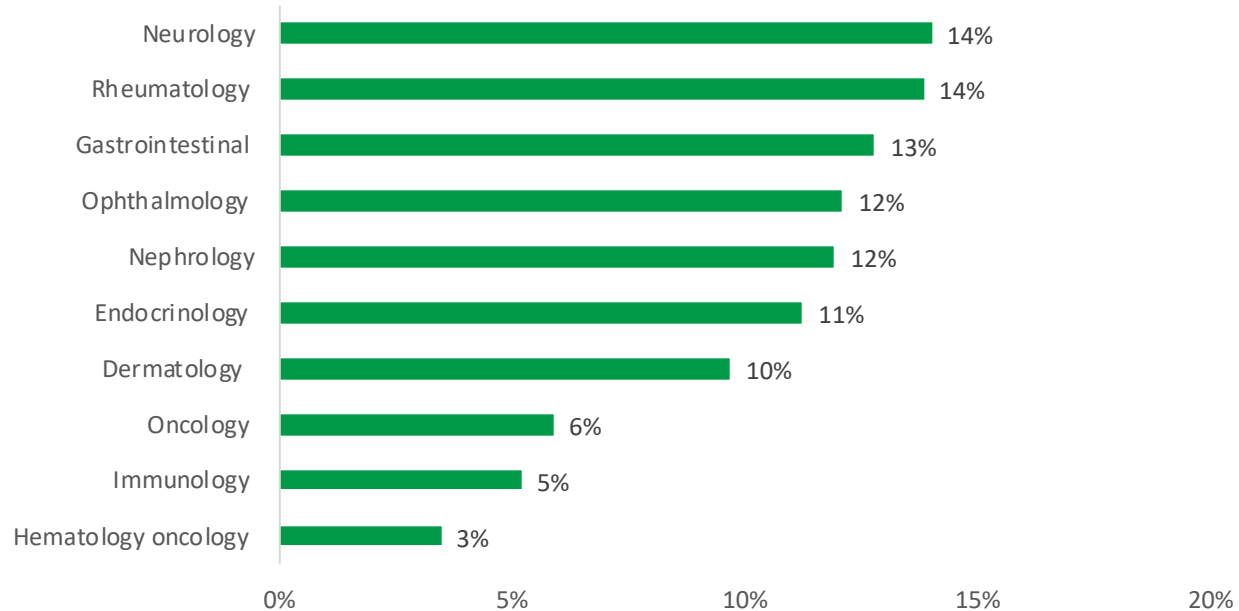
# Geographic Representation

Q1. What country do you currently live in? (n=579)



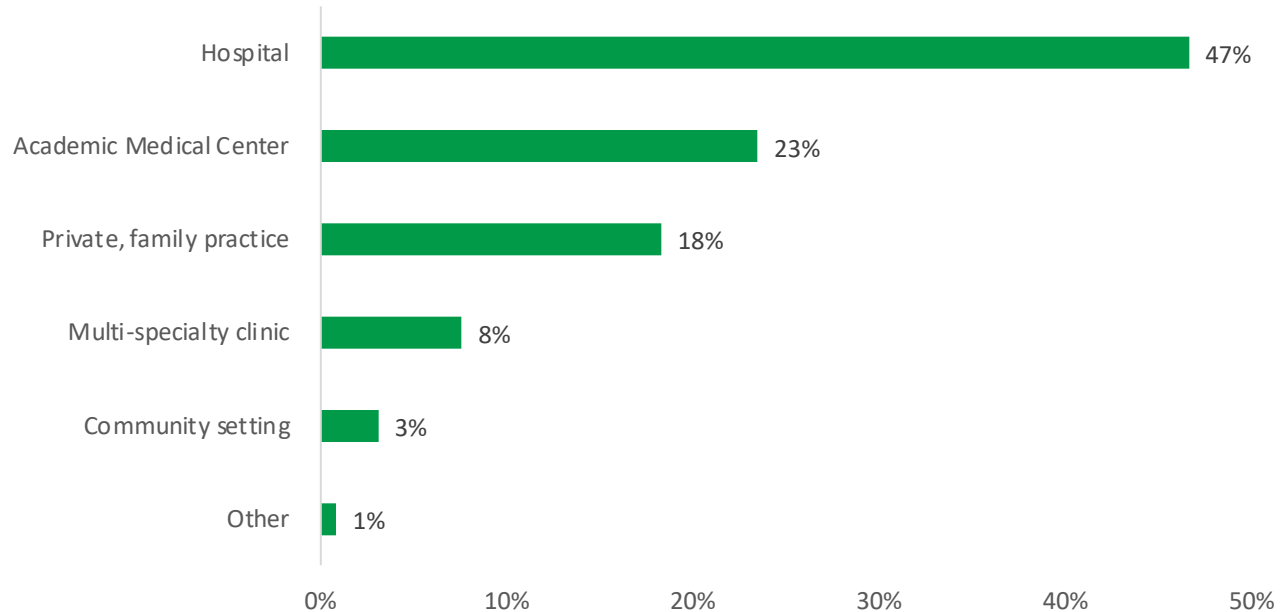
# Primary Therapeutic Area

Q2. Please indicate your primary practice area or therapeutic area in which you practice. (n=579)



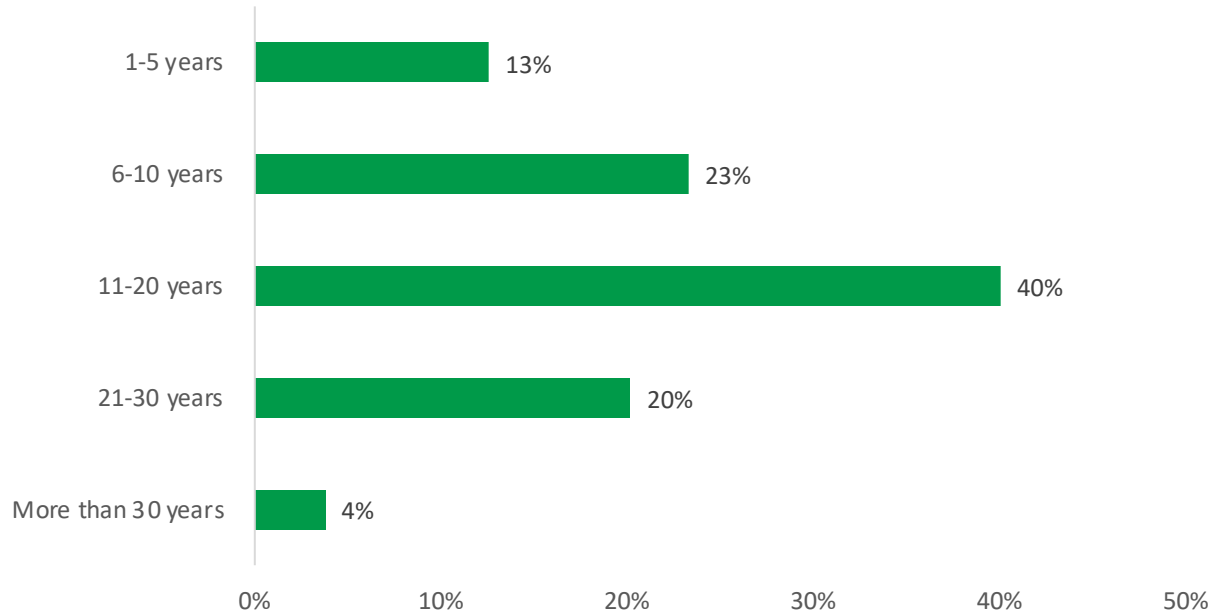
# Practice Setting

Q3. Which of the following best describes the type of practice in which you work? (n=579)



# Length of Time Practicing Medicine

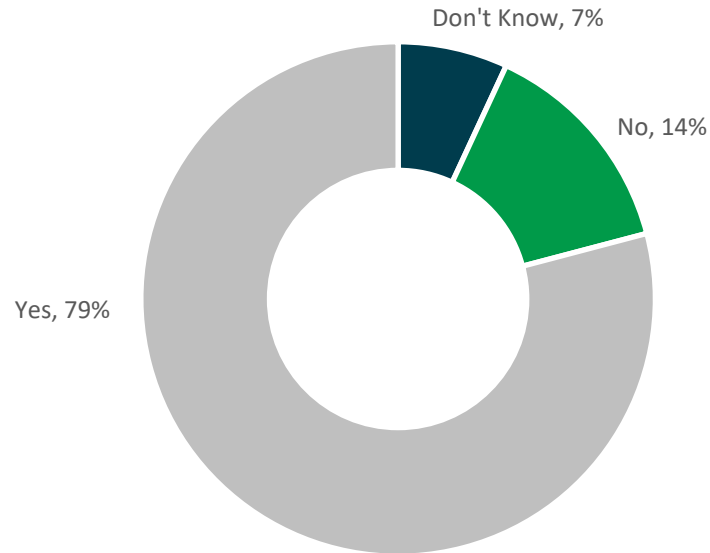
Q4. For how many years post-residency have you been practicing medicine? (n=579)





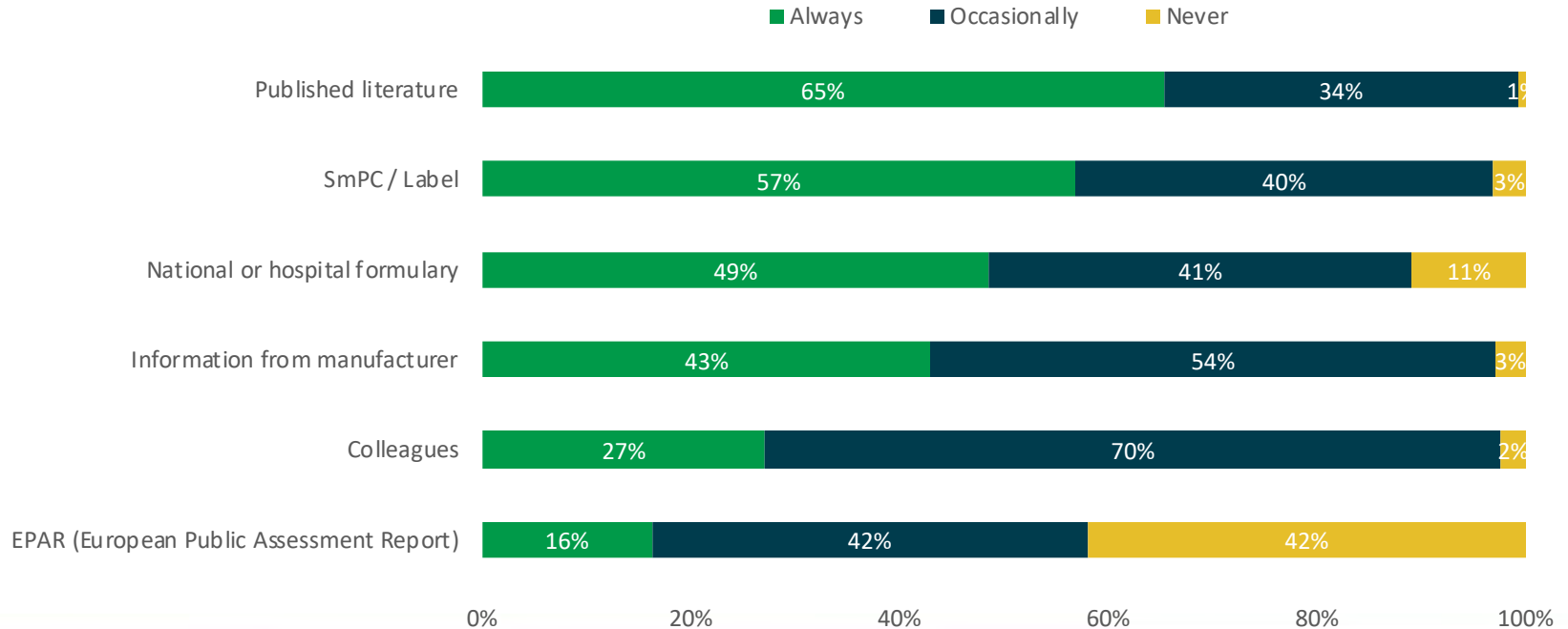
# Treat Patients Using Biologic Medicines

Q6. Do you commonly treat patients who you are aware are using biologic medicines prescribed by another health care provider? (n=579)



# Use of Sources

Q7. How often do you use each of the following sources to learn about the details of a medicine for prescribing and monitoring? (n=579)



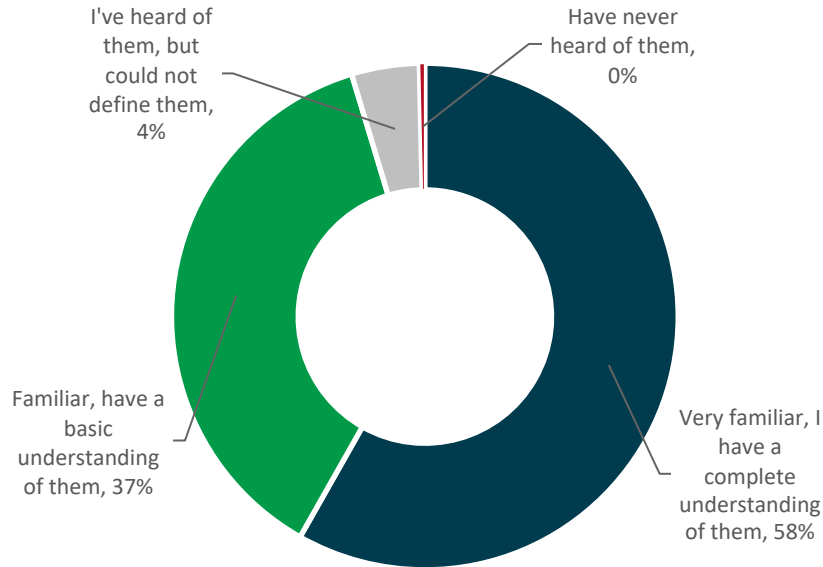


Smarter questions → Smarter answers

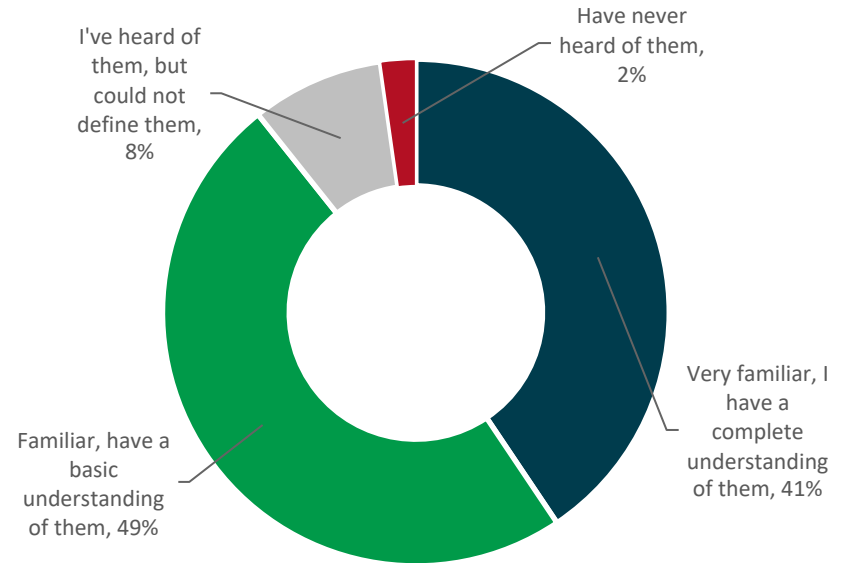
# EXECUTIVE SUMMARY

# Familiarity: Biological vs. Biosimilar

## Biological Medicines



## Biosimilar Medicines



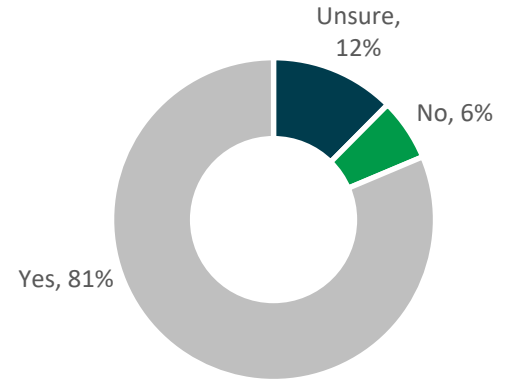


# Familiarity with Biosimilar Medicines

- Since this study was conducted in 2013, familiarity with biosimilar medicines has increased from **76% to 90%**
- Strongest familiarity among Italy and Spain prescribers (48% and 47% are very familiar/have complete understanding)
- Strongest familiarity among Rheumatology, Gastrointestinal, and Endocrinology prescribers (70%, 61%, and 60% are very familiar/have complete understanding)
- **83%** (up from **63%** in 2013) of prescribers are aware that a biosimilar may be approved for several or all indications of the reference product on the basis of clinical trials in only one of those indications

# Adverse Drug Reaction Reporting

- More than half of prescribers are most likely to report an ADR to the National Competent Authority
- Two-thirds of prescribers said amount of time spent on filing a report is 10 to 20 minutes
- Prescribers do file detailed reports; this level of detail in turn deters 55% from reporting minor events
- More than half of prescribers said reporting infrastructure was the biggest barrier to accurate reporting; another 20% said no barriers exist
- Frequency of including batch number is mixed; not having it available at time of reporting was selected by more than half of prescribers who said sometimes, rarely, or never

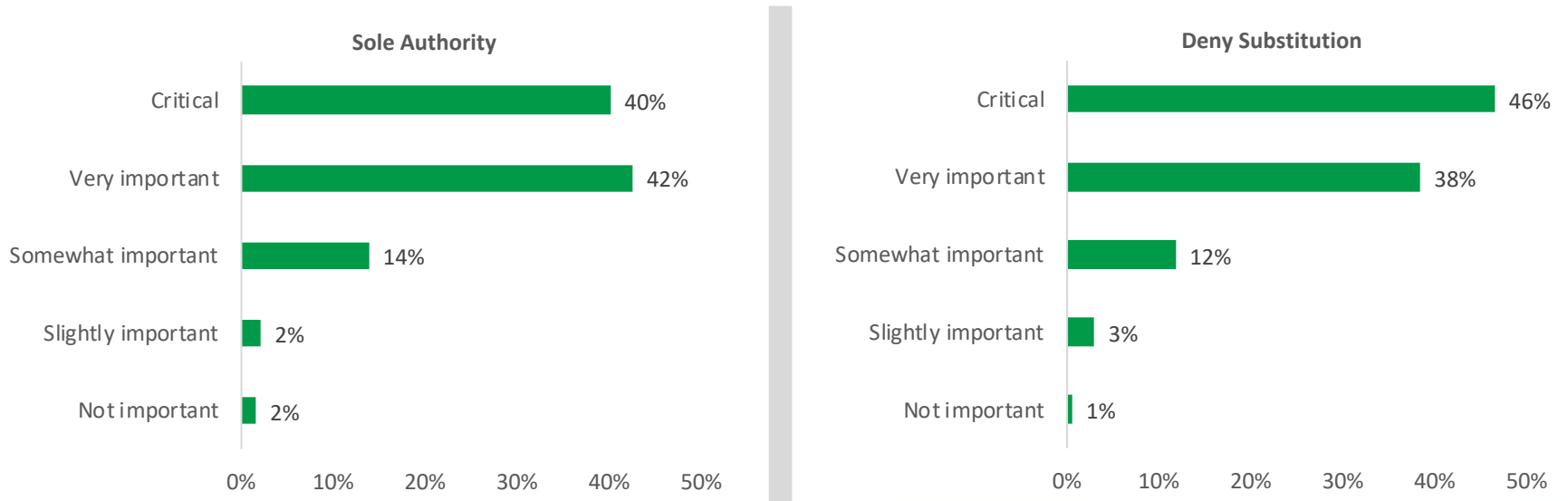


*4 out of 5 prescribers are legally required to report adverse drug reactions that are brought to their attention.*

*Italy prescribers garnered the highest percentage for being required to report (96%) versus France prescribers at 69%.*

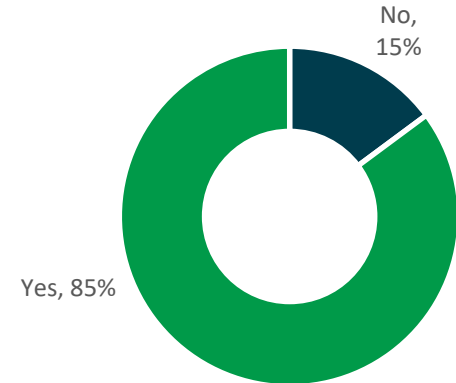
# Control Over Prescribing & Dispensing

4 out of 5 prescribers feel very strongly about having control over what is prescribed AND dispensed to their patients. Italy prescribers expressed the highest importance in having sole authority to decide the medicine, while France prescribers expressed the least. Switzerland prescribers expressed the highest importance in having the ability to deny a pharmacist's substitution, while UK prescribers expressed the least. Having this level of control was most important to Immunology, Rheumatology, Endocrinology, and Dermatology prescribers.



# Product Name & Pharmacist Control

- More than 40% of prescribers said they rarely or never prescribe biological products by nonproprietary name only
- More than one-third said confidence would be lacking in knowing exactly what was dispensed to patient if they prescribed a product using nonproprietary name
- 4 out of 5 prescribers said it would be critical or very important to be notified by pharmacist that patient received a biologic other than one they prescribed
- 58% of prescribers said it would be acceptable for a pharmacist to determine which biologic to dispense on initiation of treatment, but would require clinician agreement in advance



*More than 4 out of 5 prescribers identify a medicine in a patient's record by brand name.*

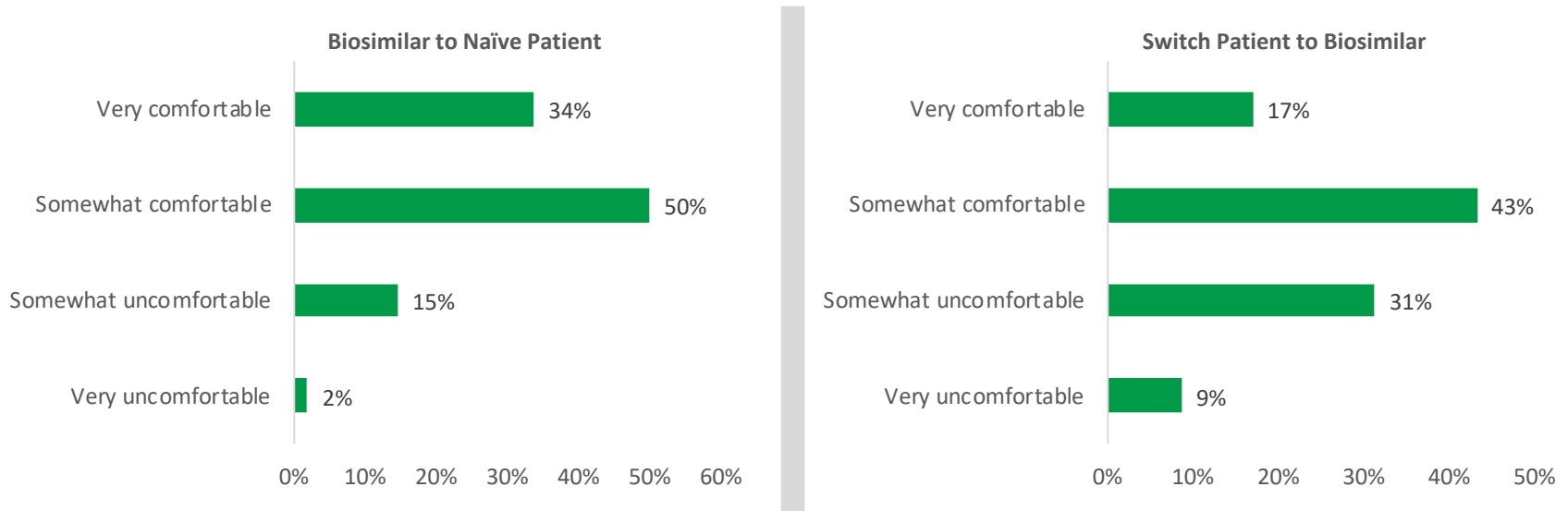
*While 86% to 94% of prescribers in surveyed countries said they use brand name, only 68% of UK prescribers said they do this.*





# Prescribe Biosimilar vs. Switch to Biosimilar

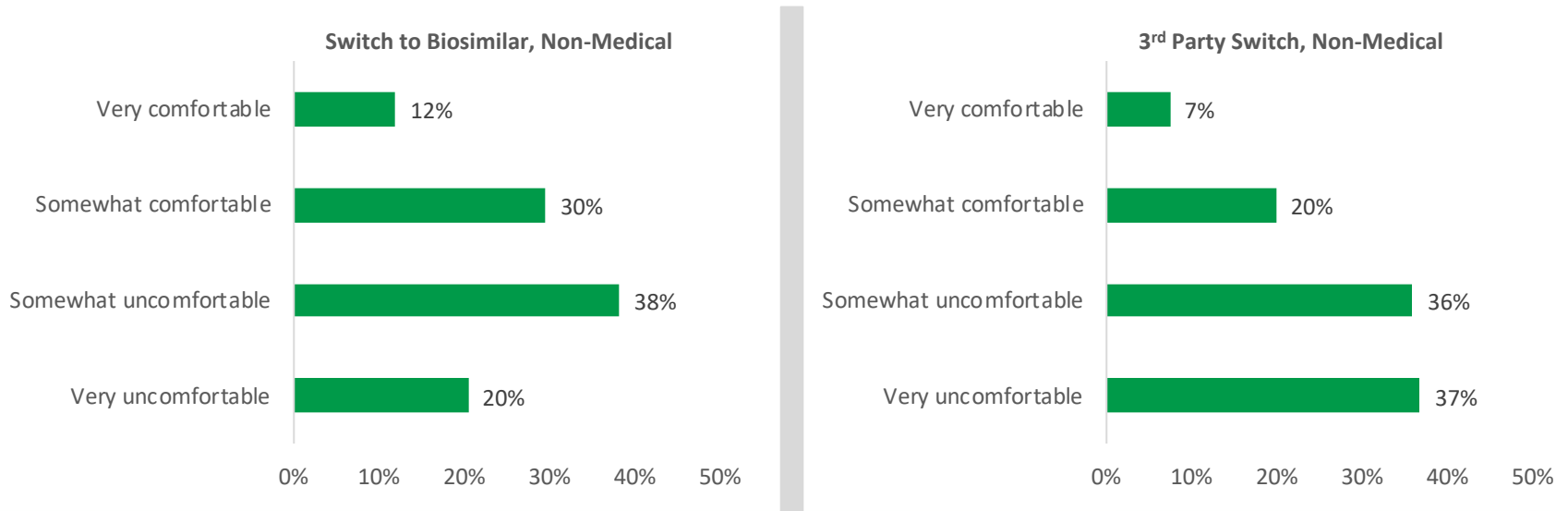
Comfort level decreases when asked about prescribing a biosimilar to a naïve patient versus switching to a biosimilar. About 20% are uncomfortable in prescribing a biosimilar to a naïve patient; twice as many (40%) are uncomfortable with switching a stable patient from one medicine to a biosimilar. France, Switzerland, and UK prescribers are most comfortable with prescribing a biosimilar to a naïve patient, while Spain prescribers are the least comfortable with switching a stable patient to a biosimilar.





# Prescriber Switch vs. 3<sup>rd</sup> Party Switch, Non-medical

Comfort level decreases further when asked about switching a patient to a biosimilar for non-medical reasons. More than half of prescribers (58%) are uncomfortable with switching their patients to a biosimilar for non-medical reasons; this percentage increases to 73% when asked about a third party initiating such a switch. UK and France prescribers are most comfortable with switching their patients, while Spain prescribers are the least comfortable with having a third party make the switch.





Smarter questions → Smarter answers

# FAMILIARITY WITH BIOSIMILARS



# Understanding Statistical Significance

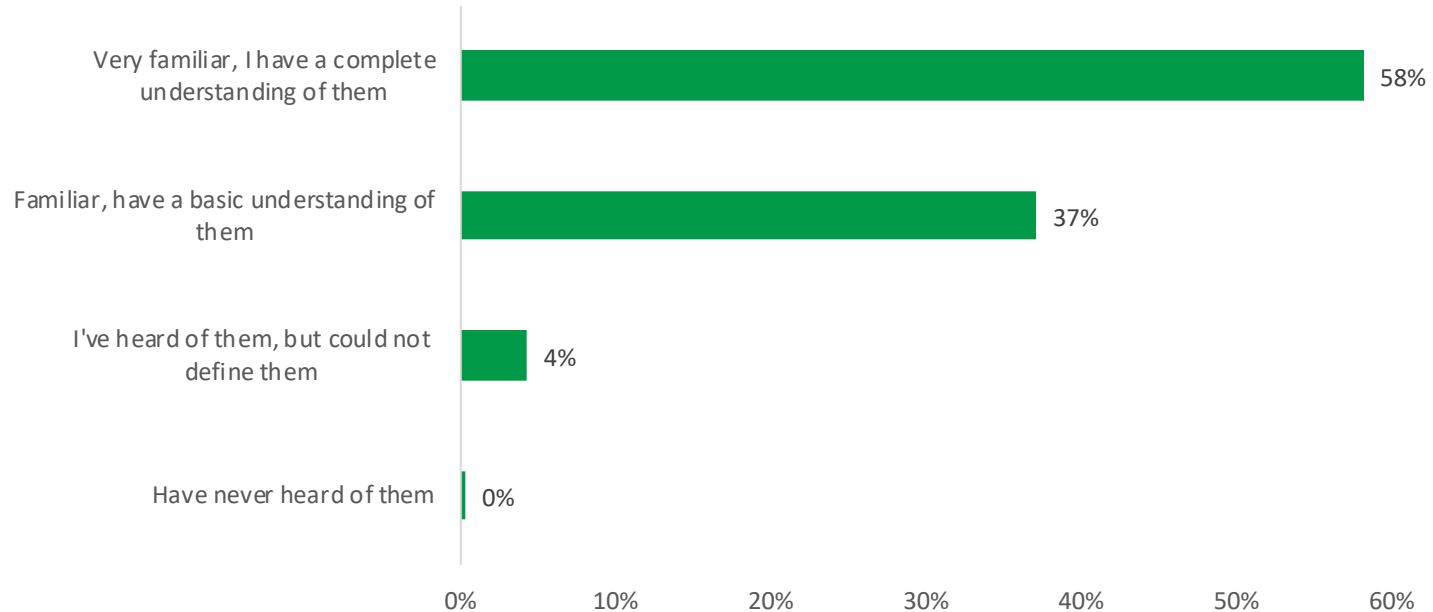
- ISR has provided statistical significance tests by country and practice area for most questions.
- When highlighting the existence of segment differences, ISR uses the following format: Each column (country or practice area) has been assigned a letter (A thru F for country, G thru P for practice area). When a statistically significant difference occurs between segments, it is noted by one of these letters.
- Below are the statistical significance results by country for the survey question asking whether or not physicians commonly treat patients who they are aware are using biologic medicines prescribed by another healthcare provider.

How to read this table: Physicians in Switzerland (E: 21%) are more likely to **not** treat patients who they are aware are using biologic medicines prescribed by another provider than physicians in France (A: 7%) and Italy (C: 9%).

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Yes	79%	75%	77%	90% AB EF	82%	73%	77%
No	14%	7%	13%	9%	16%	21% AC	18% A
I don't know	7%	18% CDEF	9% C	1%	2%	6%	5%

# Familiarity with Biological Medicines

Q8. How familiar are you with biological medicines? (n=579)



# Significance: Familiarity with Biological Medicines (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Very familiar, I have a complete understanding of them	58%	<b>40%</b>	<b>60% A</b>	<b>69% A</b>	<b>60% A</b>	<b>63% A</b>	<b>57% A</b>
Familiar, have a basic understanding of them	37%	<b>46% C</b>	37%	<b>28%</b>	39%	33%	40%
I've heard of them, but could not define them	4%	<b>12% BCDEF</b>	<b>3%</b>	<b>3%</b>	<b>1%</b>	<b>3%</b>	<b>3%</b>
Have never heard of them	<1%	–	–	–	–	–	–

*France is the least familiar with biological medicines.*



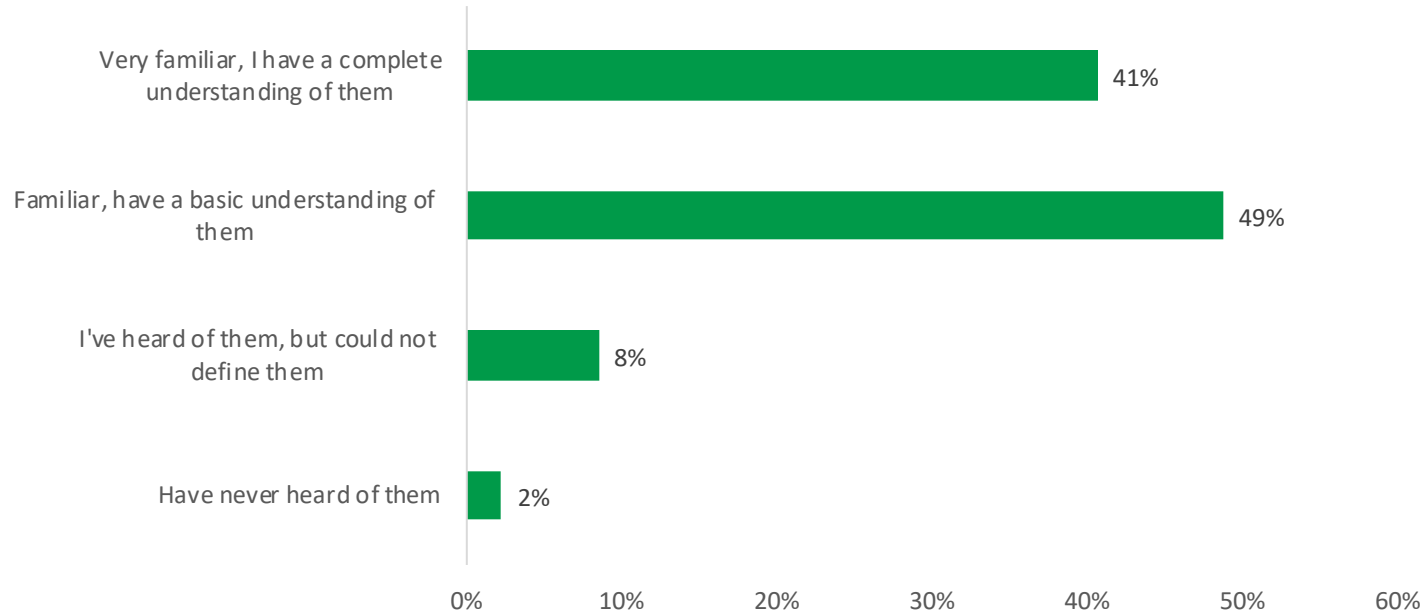
# Significance: Familiarity with Biological Medicines (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Very familiar, I have a complete understanding of them	58%	<b>73%</b> HLMO	<b>49%</b> MO	<b>88%</b> GHJLMNO	<b>50%</b> O	<b>73%</b> HLMO	<b>46%</b> O	<b>31%</b> O	<b>65%</b> MO	<b>16%</b>	<b>96%</b> GHJKLMNO
Familiar, have a basic understanding of them	37%	<b>27%</b> IP	<b>46%</b> GIP	<b>11%</b>	<b>50%</b> IP	<b>27%</b>	<b>49%</b>	<b>62%</b>	<b>29%</b>	<b>67%</b>	<b>4%</b>
I've heard of them, but could not define them	4%	<b>0%</b>	<b>5%</b>	<b>1%</b>	0%	<b>0%</b>	<b>4%</b>	6%	6%	<b>16%</b> GHIKLP	<b>0%</b>
Have never heard of them	<1%	–	–	–	–	–	–	–	–	–	–

*Rheumatology and Gastrointestinal have a greater (complete) understanding of biological medicines than most other practice areas.*

# Familiarity with Biosimilar Medicines

Q9. How familiar are you with biosimilar medicines? (n=579)







# Significance: Familiarity with Biosimilar Medicines (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Very familiar, I have a complete understanding of them	41%	39%	<b>44% E</b>	<b>48% EF</b>	<b>47% E</b>	<b>31%</b>	<b>34%</b>
Familiar, have a basic understanding of them	49%	47%	<b>44%</b>	49%	<b>42%</b>	51%	<b>59% BD</b>
I've heard of them, but could not define them	8%	<b>10% C</b>	<b>10% C</b>	<b>2%</b>	<b>9% C</b>	<b>14% CF</b>	<b>5%</b>
Have never heard of them	2%	3%	1%	<b>0%</b>	2%	<b>5% C</b>	2%

*Italy, Spain, and Germany have a greater (complete) understanding of biosimilar medicines than Switzerland.*



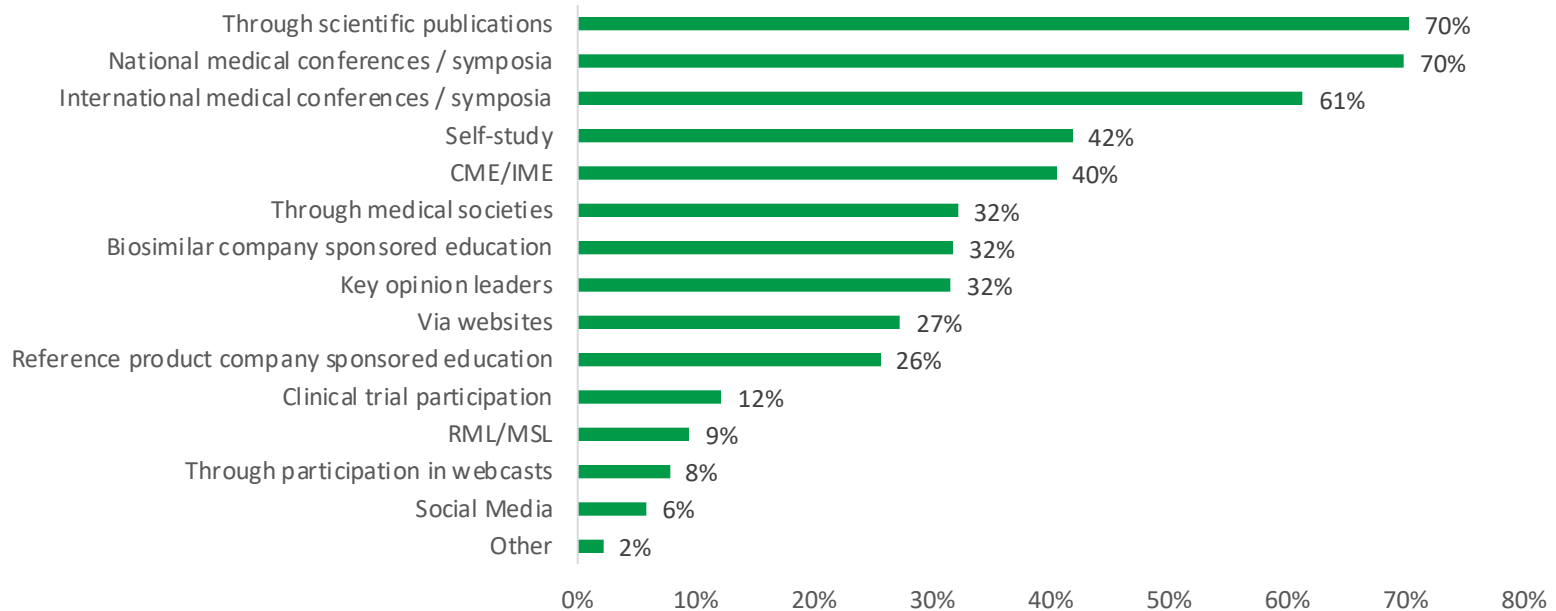
# Significance: Familiarity with Biosimilar Medicines (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Very familiar, I have a complete understanding of them	41%	<b>27%</b> O	<b>60%</b> GKLMO	<b>61%</b> GKLMO	<b>50%</b> KMO	<b>17%</b>	<b>36%</b> MO	<b>19%</b>	<b>56%</b> GKMO	<b>9%</b>	<b>70%</b> GKLMO
Familiar, have a basic understanding of them	49%	<b>64%</b> HINP	<b>37%</b>	<b>36%</b>	<b>45%</b>	<b>73%</b> HIJNP	<b>61%</b> HIP	<b>57%</b> HIP	<b>41%</b>	<b>56%</b> HIP	<b>29%</b>
I've heard of them, but could not define them	8%	<b>9%</b>	<b>2%</b>	<b>3%</b>	<b>5%</b>	10%	<b>3%</b>	<b>16%</b> HILP	<b>3%</b>	<b>29%</b> GHIJLNP	<b>1%</b>
Have never heard of them	2%	<b>0%</b>	2%	<b>0%</b>	0%	0%	<b>0%</b>	<b>9%</b> GILP	0%	<b>7%</b> IP	<b>0%</b>

*Rheumatology, Gastrointestinal, and Endocrinology have a greater (complete) understanding of biosimilar medicines than 5 other practice areas.*

# How You Became Familiar

Q10. How did you become familiar with biosimilar medicines? Select all that apply. (only respondents who said they are very familiar or familiar with biosimilar medicines received this question, n=517)



# Significance: How You Became Familiar (country, top 5 methods)

	Total N=517	France N=84 A	Germany N=86 B	Italy N=95 C	Spain N=85 D	Switzerland N=77 E	UK N=90 F
Through scientific publications	70%	67%	<b>73% F</b>	<b>79% F</b>	<b>73% F</b>	<b>74% F</b>	<b>56%</b>
National medical conferences / symposia	70%	73%	67%	<b>76% F</b>	72%	70%	<b>61%</b>
International medical conferences / symposia	61%	64%	57%	63%	60%	<b>70% F</b>	<b>54%</b>
Self-study	42%	<b>35%</b>	<b>52% ACD</b>	<b>22%</b>	<b>35% C</b>	<b>42% C</b>	<b>66% ACDE</b>
CME/IME	40%	<b>45% C</b>	<b>42% C</b>	<b>14%</b>	<b>64% ABCEF</b>	<b>32% C</b>	<b>48% CE</b>

*UK became familiar with biosimilars less through scientific publications and more through self-study, compared to other countries.*



# Significance: How You Became Familiar (practice area, top 5 methods)

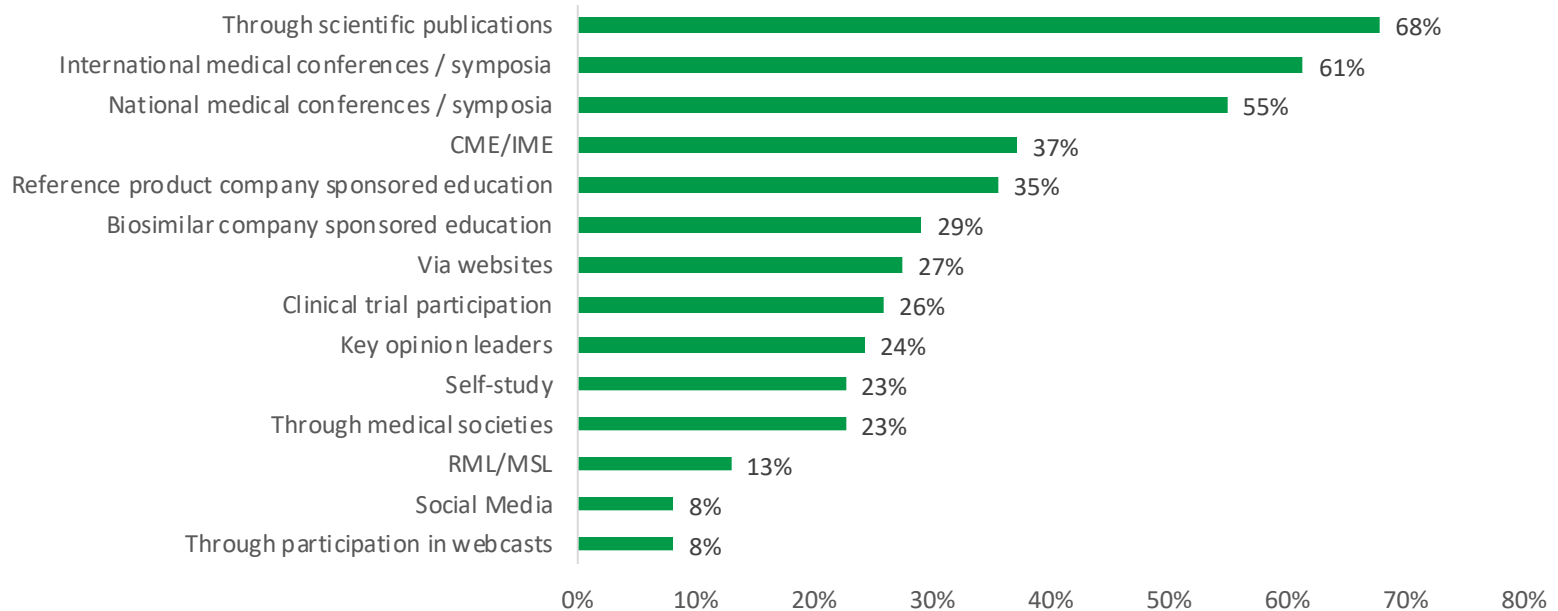
	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Through scientific publications	70%	69%	<b>78% MO</b>	<b>68%</b>	89%	70%	<b>64%</b>	<b>61%</b>	73%	<b>56%</b>	<b>82% ILMO</b>
National medical conferences / symposia	70%	73%	<b>62%</b>	<b>79% HLMO</b>	84%	70%	<b>61%</b>	<b>61%</b>	<b>67%</b>	<b>58%</b>	<b>85% HLMNO</b>
International medical conferences / symposia	61%	67%	<b>52%</b>	65%	58%	59%	<b>57%</b>	<b>54%</b>	70%	<b>51%</b>	<b>75% HLMO</b>
Self-study	42%	45%	<b>29%</b>	<b>51% H</b>	26%	33%	<b>46% H</b>	43%	45%	42%	42%
CME/IME	40%	<b>43% M</b>	<b>37%</b>	<b>44% M</b>	<b>47% M</b>	<b>30%</b>	<b>43% M</b>	<b>23%</b>	33%	<b>42% M</b>	<b>53% HKM</b>

*Rheumatology is the front runner with 4 of the top 5 methods compared to several other practice areas.*



# Prefer to Learn About Biosimilars

Q11. How would you prefer to learn about biosimilars? Select all that apply. (only respondents who said they could not define or never heard of biosimilar medicines received this question, n=62)





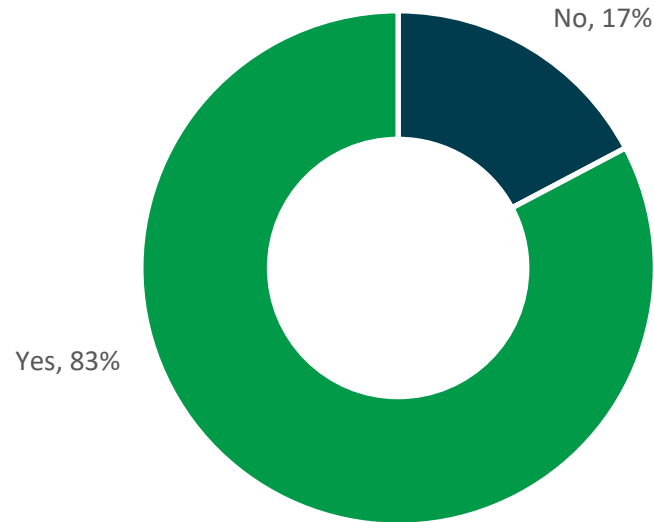
# Significance: Prefer to Learn About Biosimilars (country, top 5 methods)

	Total N=62	France N=13 A	Germany N=11 B	Italy N=2 C	Spain N=11 D	Switzerland N=18 E	UK N=7 F
Through scientific publications	68%	46%	73%	100%	73%	67%	86%
International medical conferences / symposia	61%	31%	55%	50%	64%	78%	86%
National medical conferences / symposia	55%	54%	64%	50%	45%	50%	71%
CME/IME	37%	31%	45%	0%	64%	28%	29%
Reference product company sponsored education	35%	15%	73%	0%	18%	39%	43%

*No significant differences were captured here.*

# Biosimilar Approval Awareness

*Q12. Are you aware that a biosimilar may be approved for several or all indications of the reference product on the basis of clinical trials in only one of those indications? (n=579)*





# Significance: Biosimilar Approval Awareness (country, practice area)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Yes	83%	81%	85%	94% ABDEF	78%	79%	79%
No	17%	19% C	15% C	6%	22% C	21% C	21% C

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Yes	83%	82%	95% GKLMO	92% KLMO	95% KMO	70%	74%	69%	94% KLMO	67%	96% GKLMO
No	17%	18% HP	5%	8%	5%	30% HIJNP	26% HINP	31% HIJNP	6%	33% HIJNP	4%

*Italy has significantly higher biosimilar approval awareness than all other countries. Rheumatology, Endocrinology, Oncology, and Gastrointestinal all have significantly higher awareness than several other practice areas.*

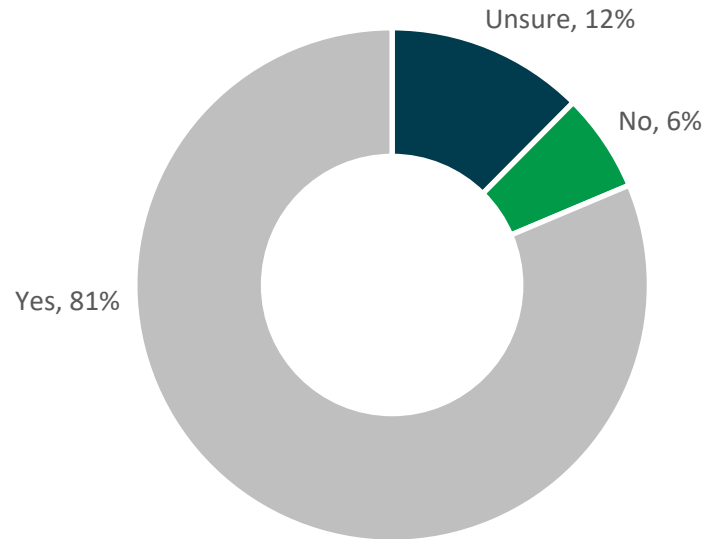


Smarter questions → Smarter answers

# PRESCRIBING, RECORDING & ADVERSE DRUG REACTION REPORTING

# Report Drug Reactions

Q13. Are you legally required to report adverse drug reactions that are brought to your attention? (n=579)



# Significance: Report Drug Reactions (country, practice area)

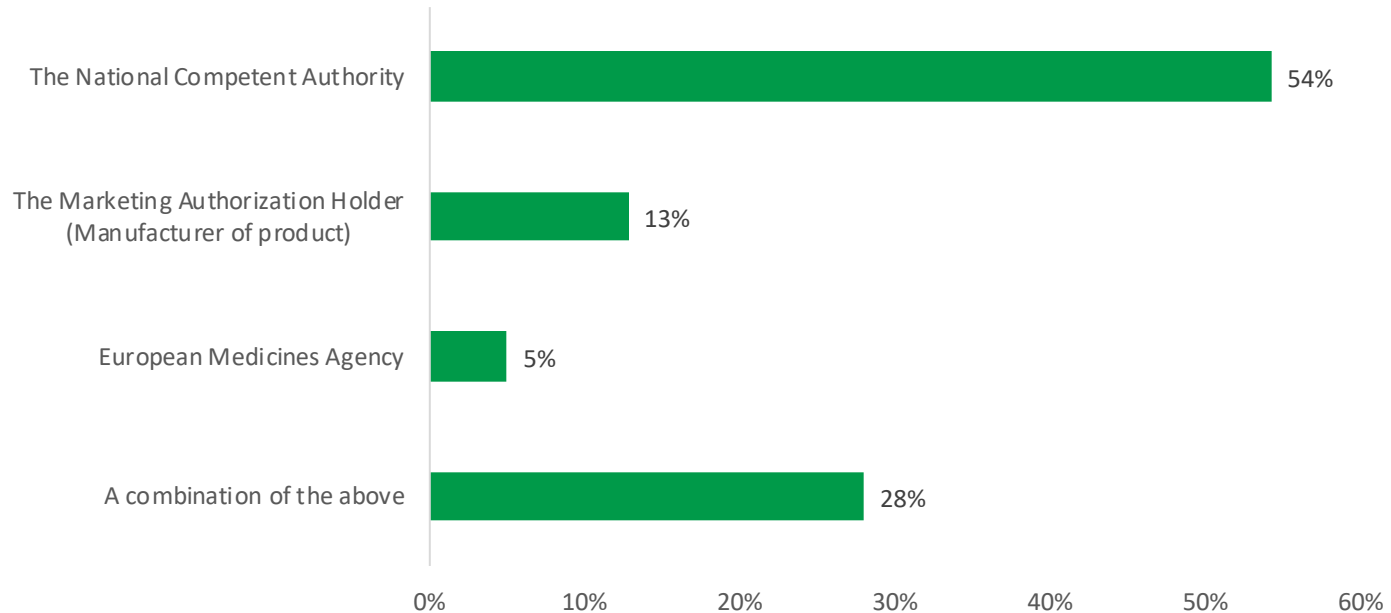
	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Yes	81%	<b>69%</b>	<b>86% AE</b>	<b>96% ABDEF</b>	<b>83% A</b>	<b>73%</b>	<b>81% A</b>
No	6%	8%	<b>3%</b>	<b>2%</b>	<b>3%</b>	<b>14% BCD</b>	7%
Unsure	12%	<b>23% BCF</b>	<b>11% C</b>	<b>2%</b>	<b>14% C</b>	<b>14% C</b>	<b>11% C</b>

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Yes	81%	<b>73%</b>	<b>74%</b>	81%	85%	90%	84%	<b>74%</b>	<b>91% M</b>	<b>89% GHM</b>	84%
No	6%	9%	5%	9%	5%	0%	6%	<b>11% O</b>	6%	<b>1%</b>	5%
Unsure	12%	<b>18% N</b>	<b>22% IN</b>	<b>9%</b>	10%	10%	10%	15%	<b>3%</b>	10%	11%

*Italy is legally required to report an ADR more so than any other country; Ophthalmology is required to report more so than several practice areas.*

# Entity to Report Reaction

Q14. To which entity are you most likely to report an adverse drug reaction? (n=579)



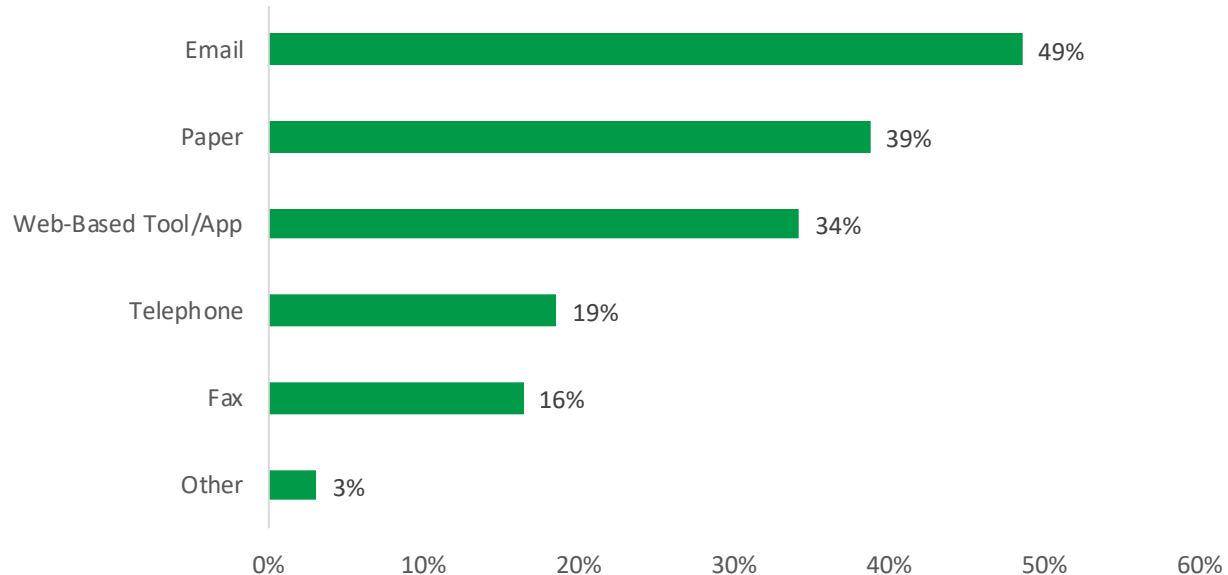
# Significance: Entity to Report Reaction (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
The National Competent Authority	54%	<b>55% F</b>	<b>56% F</b>	<b>64% F</b>	<b>59% F</b>	<b>63% F</b>	<b>29%</b>
The Marketing Authorization Holder (Manufacturer of Product)	13%	<b>24% CDF</b>	<b>18% CD</b>	<b>3%</b>	<b>4%</b>	<b>20% CDF</b>	<b>8%</b>
European Medicines Agency	5%	5%	2%	<b>6% E</b>	<b>7% E</b>	<b>0%</b>	<b>9% E</b>
A combination of the above	28%	<b>16%</b>	<b>25%</b>	<b>27%</b>	<b>29% AE</b>	<b>17%</b>	<b>54% ABCDE</b>

*UK reports significantly less to the National Competent Authority (as a singular entity) and significantly more to a combination of the entities listed.*

# Reporting Mechanism

Q15. When you report an adverse drug reaction, by what mechanisms do you report to the National Competent Authority or Marketing Authorization Holder? Select all that apply. (respondents who said they report to only European Medicines Agency did not receive this question, n=550)



# Significance: Reporting Mechanism (country)

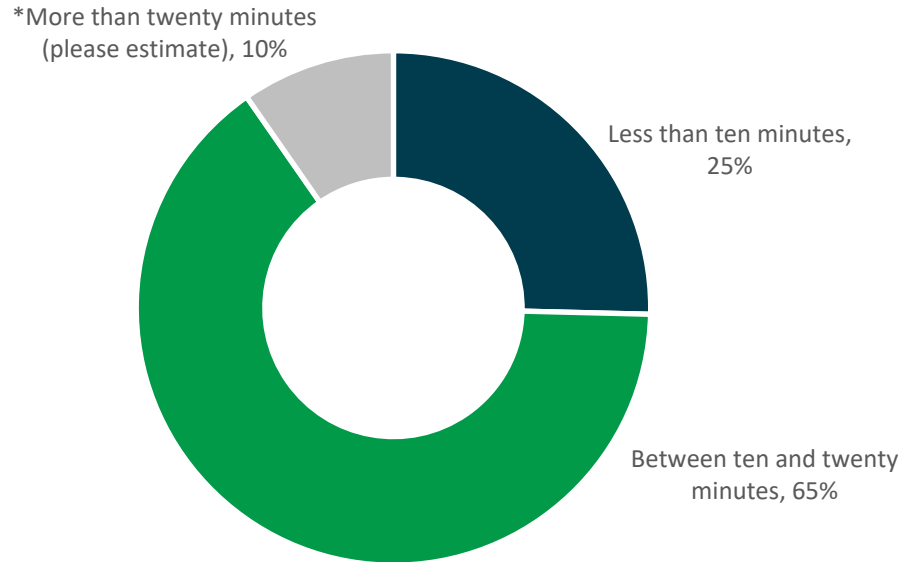
	Total N=550	France N=92 A	Germany N=95 B	Italy N=91 C	Spain N=89 D	Switzerland N=95 E	UK N=88 F
Email	49%	<b>57% BD</b>	<b>34%</b>	<b>60% BD</b>	<b>39%</b>	47%	<b>55% BD</b>
Paper	39%	<b>34% C</b>	<b>58% ACDE</b>	<b>20%</b>	<b>25%</b>	<b>43% CD</b>	<b>52% ACD</b>
Web-based Tool/App	34%	<b>25%</b>	<b>19%</b>	<b>36% B</b>	<b>53% ABCE</b>	<b>31%</b>	<b>43% AB</b>
Telephone	19%	<b>28% CD</b>	<b>25% C</b>	<b>5%</b>	<b>16% C</b>	<b>17% C</b>	<b>19% C</b>
Fax	16%	<b>14%</b>	<b>28% ADEF</b>	<b>27% ADEF</b>	<b>9%</b>	<b>12%</b>	<b>7%</b>

*While Germany and UK have a significant preference for paper, other countries like Spain, France, and Italy have a preference for email/app.*



# Time Spent to File

Q16. On average, how much time do you spend on the initial filing of an adverse drug reaction report for a biologic? (n=579)



*\*For those reporting more than 20 minutes (write-in response), the average amount of time was 36 minutes. Responses of 12 or 24 hours (<5) were not included.*



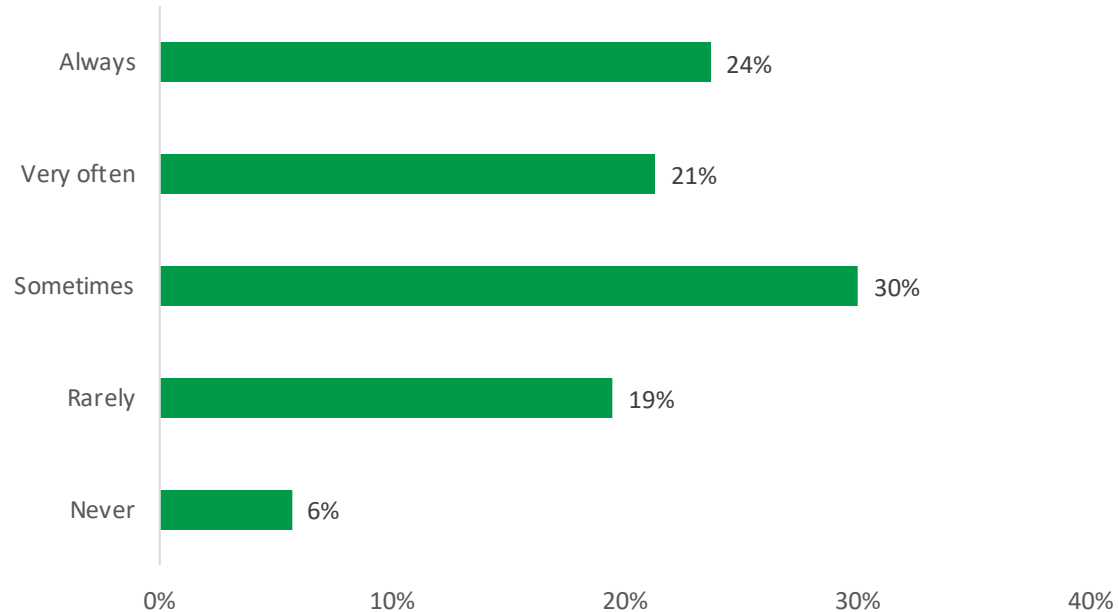
# Significance: Time Spent to File (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Less than 10 minutes	25%	<b>38%</b> LMP	23%	<b>31%</b> L	<b>35%</b> L	20%	<b>12%</b>	<b>21%</b>	<b>29%</b> L	<b>33%</b> L	<b>21%</b>
Between 10 and 20 minutes	65%	59%	74%	62%	55%	63%	74%	60%	68%	59%	69%
More than 20 minutes	10%	<b>4%</b>	<b>3%</b>	<b>7%</b>	10%	<b>17%</b> GH	<b>14%</b> H	<b>19%</b> GHIN	<b>3%</b>	9%	10%

*Dermatology needs less time to file compared to several practice areas. Neurology, Immunology, and Nephrology need more time to file.*

# Receive Follow-Up

Q17. How frequently do you receive follow-up from the National Competent Authority or Marketing Authorization Holder on an adverse drug reaction report? (respondents who said they report to only European Medicines Agency did not receive this question, n=550)



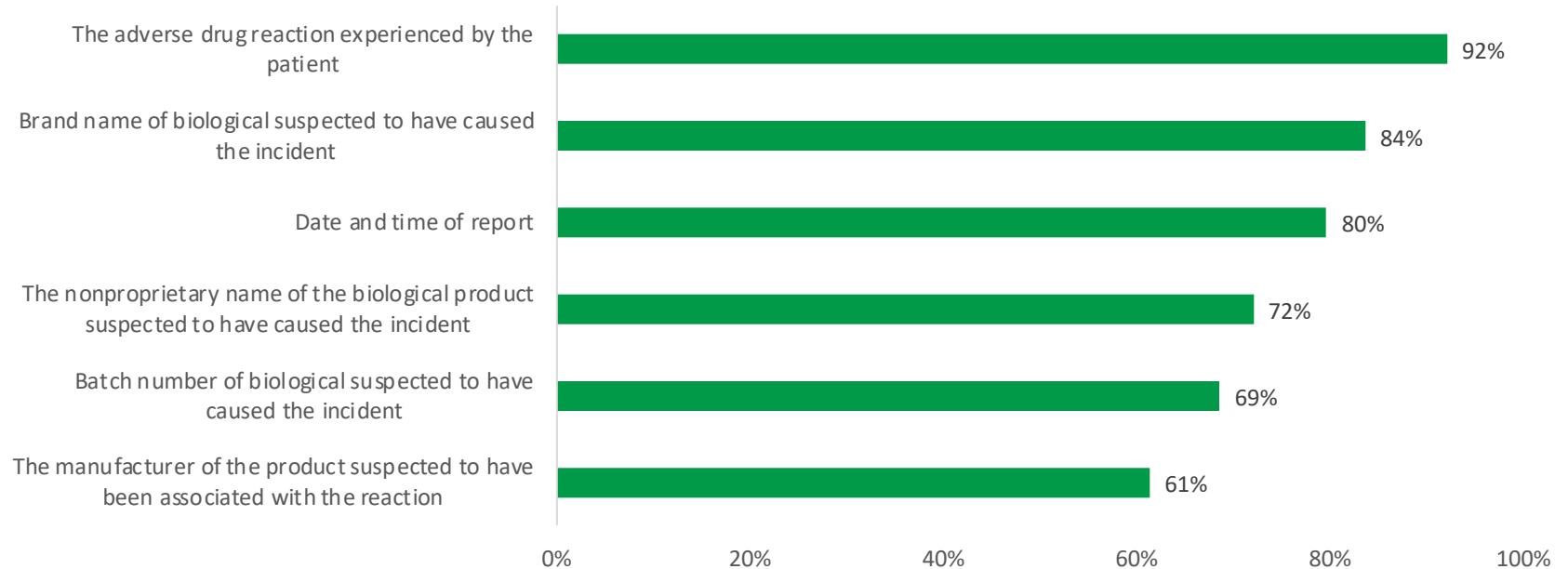
# Significance: Receive Follow-up (country)

	Total N=550	France N=92 A	Germany N=95 B	Italy N=91 C	Spain N=89 D	Switzerland N=95 E	UK N=88 F
Always	24%	<b>18%</b>	<b>27% F</b>	<b>25% F</b>	<b>21%</b>	<b>35% ADF</b>	<b>14%</b>
Very often	21%	20%	17%	27%	25%	16%	24%
Sometimes	30%	33%	26%	32%	<b>38% E</b>	<b>21%</b>	31%
Rarely	19%	<b>24% C</b>	21%	<b>11%</b>	16%	<b>23% C</b>	22%
Never	6%	5%	<b>8% D</b>	4%	<b>0%</b>	5%	<b>10% D</b>

*Switzerland receives follow-up from reporting entities at a higher rate (always) than several other countries.*

# Information in Report

Q18. When you file an adverse drug reaction report for a biological, what information do you include in the report? Select all that apply. (n=579)



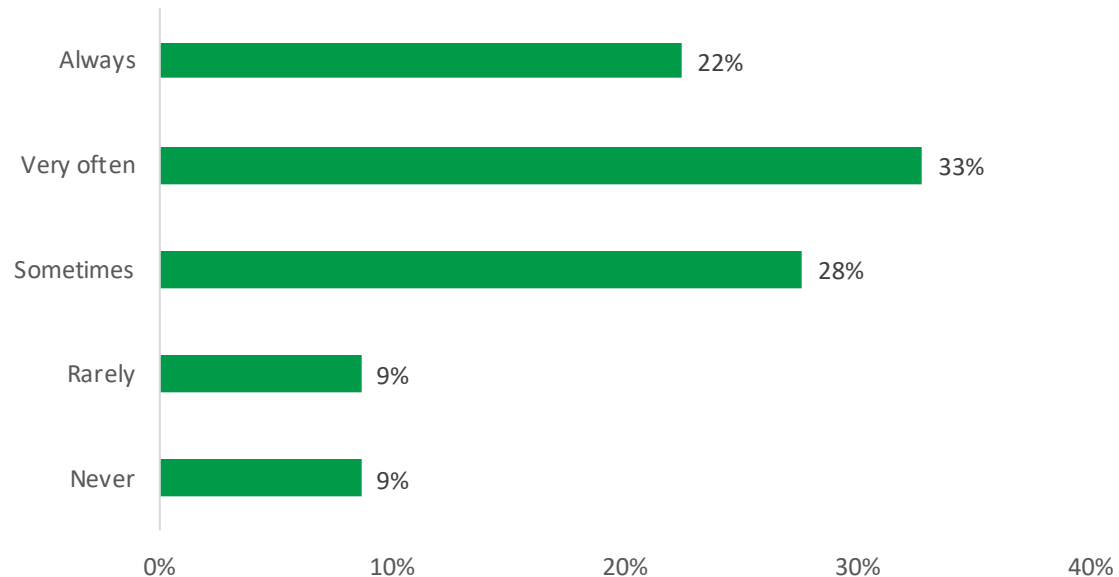
# Significance: Information in Report (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
The adverse drug reaction experienced by the patient	92%	88%	94%	88%	95%	96%	93%
Brand name of biological expected to have caused the incident	84%	85%	<b>78%</b>	<b>76%</b>	<b>81%</b>	<b>93% BCD</b>	<b>89% C</b>
Date and time of report	80%	<b>75%</b>	<b>75%</b>	<b>75%</b>	81%	81%	<b>90% ABC</b>
The nonproprietary name of the biological product suspected to have caused the incident	72%	75%	70%	73%	71%	72%	71%
Batch number of biological suspected to have caused the incident	69%	<b>65%</b>	<b>72% F</b>	<b>79% AEF</b>	71%	<b>65%</b>	<b>59%</b>
The manufacturer of the product suspected to have been associated with the reaction	61%	<b>48%</b>	<b>74% AC</b>	<b>53%</b>	<b>65% A</b>	<b>66% A</b>	62%

*Italy is better about including batch number; Germany is better about including the manufacturer of the product; UK is better about including date and time.*

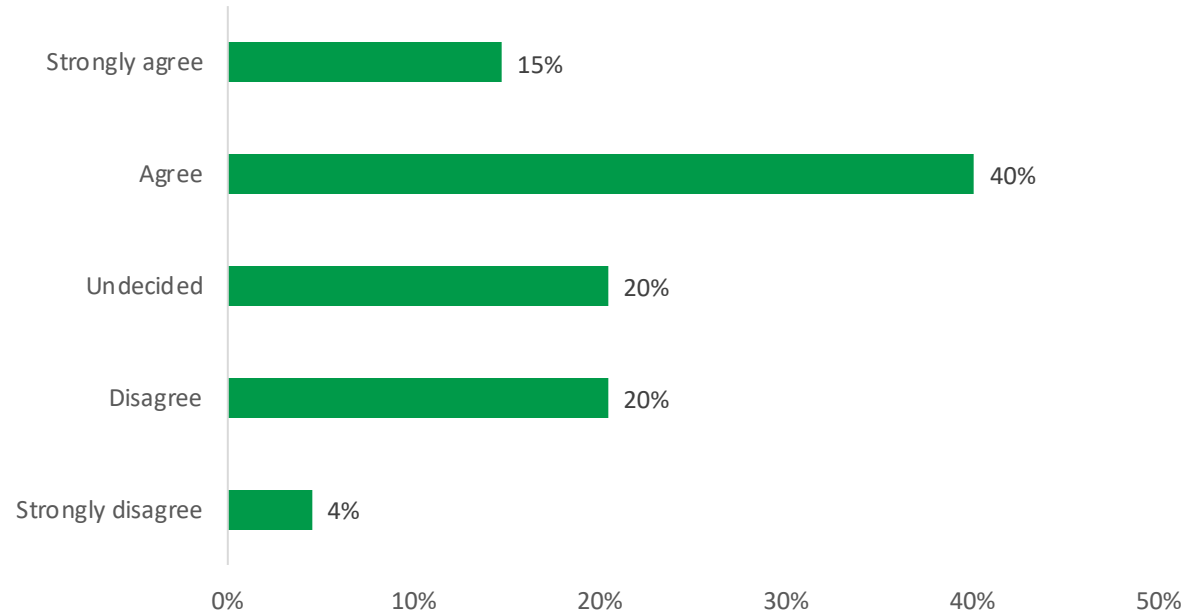
# Request Brand Name or Manufacturer

*Q19. How frequently does the National Competent Authority or Marketing Authorization Holder follow-up to request the brand name or manufacturer of the product? (only respondents who said they do not report to European Medicines Agency exclusively AND do not give both brand name and manufacturer received this question, n=58)*



# Deterrence from Reporting

Q20. Please indicate your level of agreement with the following statement: *The amount of information necessary to report an adverse drug reaction deters me from reporting minor events.* (n=579)





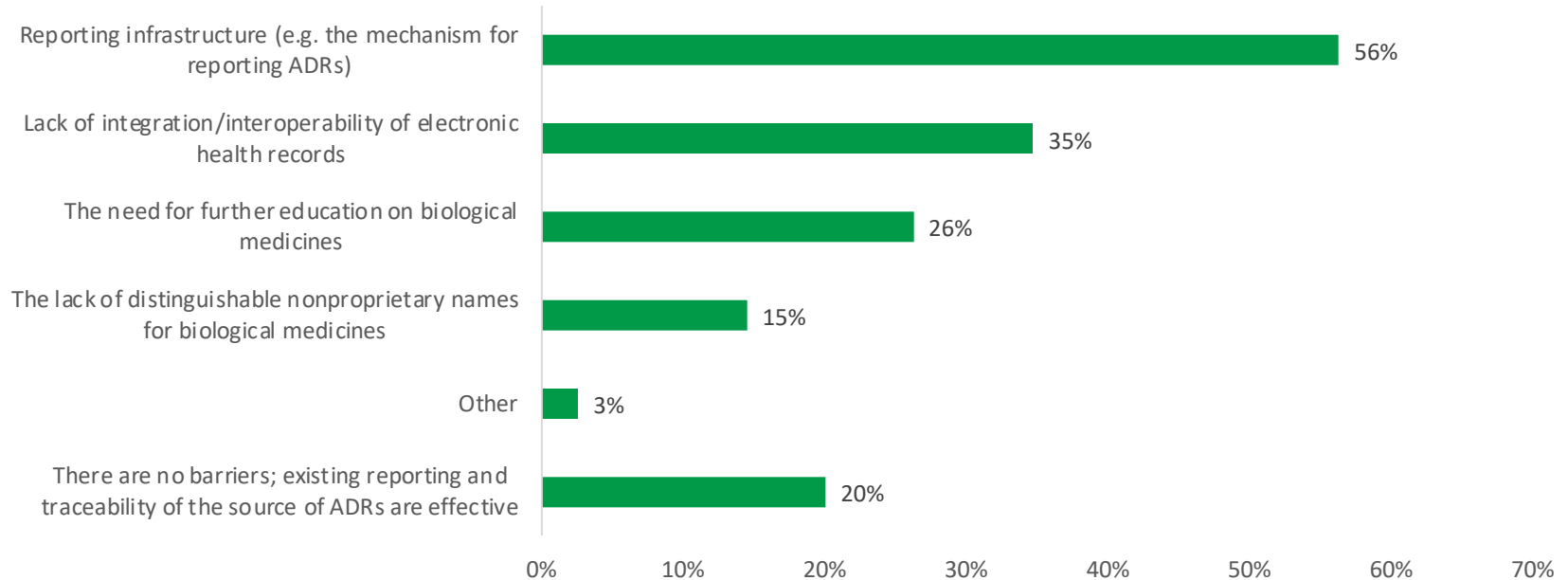
# Significance: Deterrence from Reporting (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Strongly agree	15%	<b>27% CEF</b>	18%	<b>8%</b>	16%	<b>12%</b>	<b>8%</b>
Agree	40%	<b>47% C</b>	39%	<b>30%</b>	43%	41%	40%
Undecided	20%	<b>12%</b>	<b>25% A</b>	22%	17%	<b>25% A</b>	22%
Disagree	20%	<b>12%</b>	<b>15%</b>	<b>29% ABE</b>	22%	<b>17%</b>	<b>27% A</b>
Strongly disagree	4%	<b>1%</b>	<b>3%</b>	<b>11% ABDF</b>	<b>3%</b>	5%	<b>3%</b>

*France is significantly more deterred from reporting minor events, while Italy is significantly less deterred.*

# Barriers to Accurate Reporting

Q21. In your opinion, which of the following act as barriers to the accurate reporting of adverse drug reactions (ADRs) associated with use of biological medicines? Select all that apply. (No barriers was exclusive response, n=579)



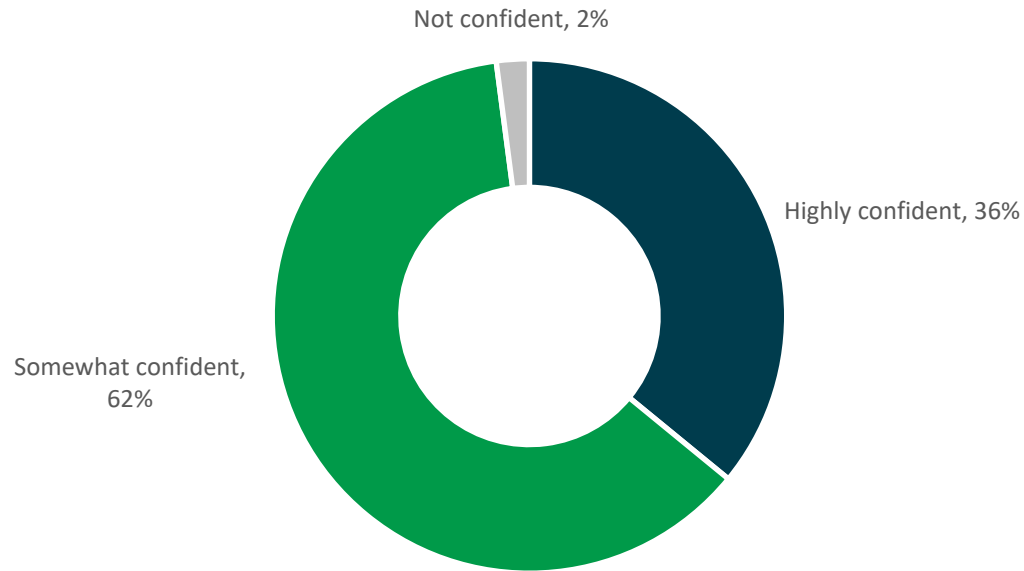
# Significance: Barriers to Accurate Reporting (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Reporting infrastructure (e.g., the mechanism for reporting ADRs)	56%	<b>48%</b>	<b>52%</b>	<b>52%</b>	<b>70% ABCE</b>	<b>55%</b>	62%
Lack of integration/interoperability of electronic health records	35%	<b>35% BE</b>	<b>21%</b>	<b>35% BE</b>	<b>55% ABCEF</b>	<b>22%</b>	<b>40% BE</b>
The need for further education on biological medicines	26%	24%	29%	23%	27%	23%	32%
The lack of distinguishable nonproprietary names for biological medicines	15%	14%	14%	<b>10%</b>	14%	<b>11%</b>	<b>24% CE</b>
There are no barriers; existing reporting and traceability of the source of ADRs are effective	20%	<b>19% D</b>	<b>25% D</b>	<b>25% D</b>	<b>8%</b>	<b>29% DF</b>	<b>14%</b>

*Spain identified reporting infrastructure and lack of integration of electronic health records as barriers to accurate reporting more so than most countries.*

# Confidence to Identify Product

Q22. How confident are you in the European pharmacovigilance system's ability to accurately identify the specific product, at the brand name level, that might be responsible for an adverse drug reaction? (n=579)



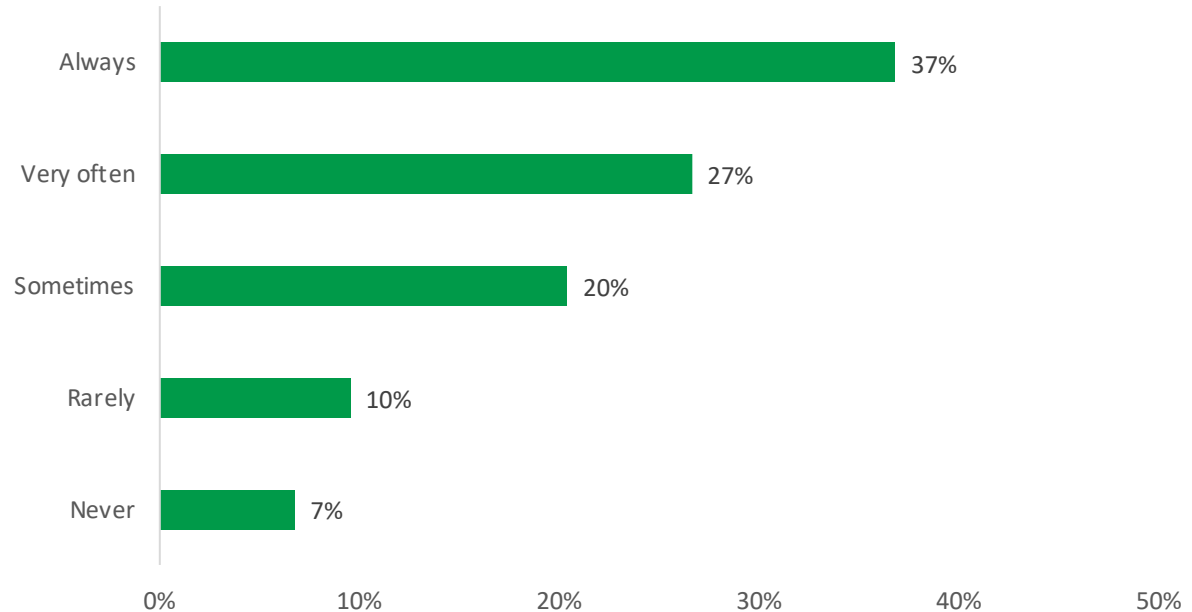
# Significance: Confidence to Identify Product (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Highly confident	36%	<b>33%</b>	<b>41% F</b>	<b>41% F</b>	<b>29%</b>	<b>47% ADF</b>	<b>24%</b>
Somewhat confident	62%	64%	<b>58%</b>	<b>58%</b>	<b>68% E</b>	<b>53%</b>	<b>72% BCE</b>
Not confident	2%	2%	3%	1%	1%	3%	0%

*UK is not as confident (highly) in the European pharmacovigilance system as most other countries surveyed.*

# Include Batch Number

Q23. How often do you include the batch number when reporting adverse events? (n=579)



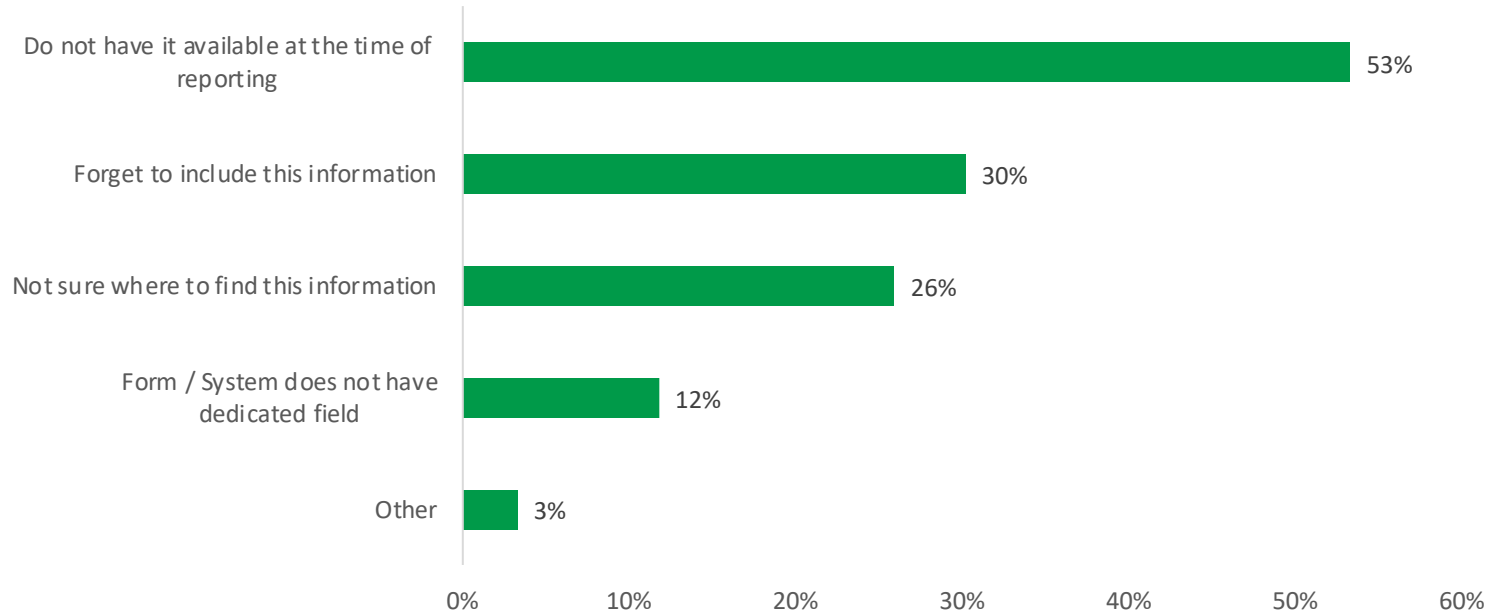
# Significance: Include Batch Number (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Always	37%	<b>31%</b>	<b>42% E</b>	<b>55% ADEF</b>	<b>35%</b>	<b>27%</b>	<b>30%</b>
Very often	27%	25%	25%	30%	28%	25%	27%
Sometimes	20%	<b>24% C</b>	16%	<b>11%</b>	<b>23% C</b>	<b>23% C</b>	<b>25% C</b>
Rarely	10%	<b>11% C</b>	<b>12% C</b>	<b>3%</b>	8%	<b>13% C</b>	9%
Never	7%	<b>9% C</b>	4%	<b>1%</b>	5%	<b>12% C</b>	<b>9% C</b>

*Italy is best about including batch number (always) than most other countries surveyed.*

# Why Not Give Batch Number

Q24. What are the main reasons for not reporting the batch number? Select all that apply. (only respondents who said they sometimes, rarely, or never give the batch number received this question, n=212)





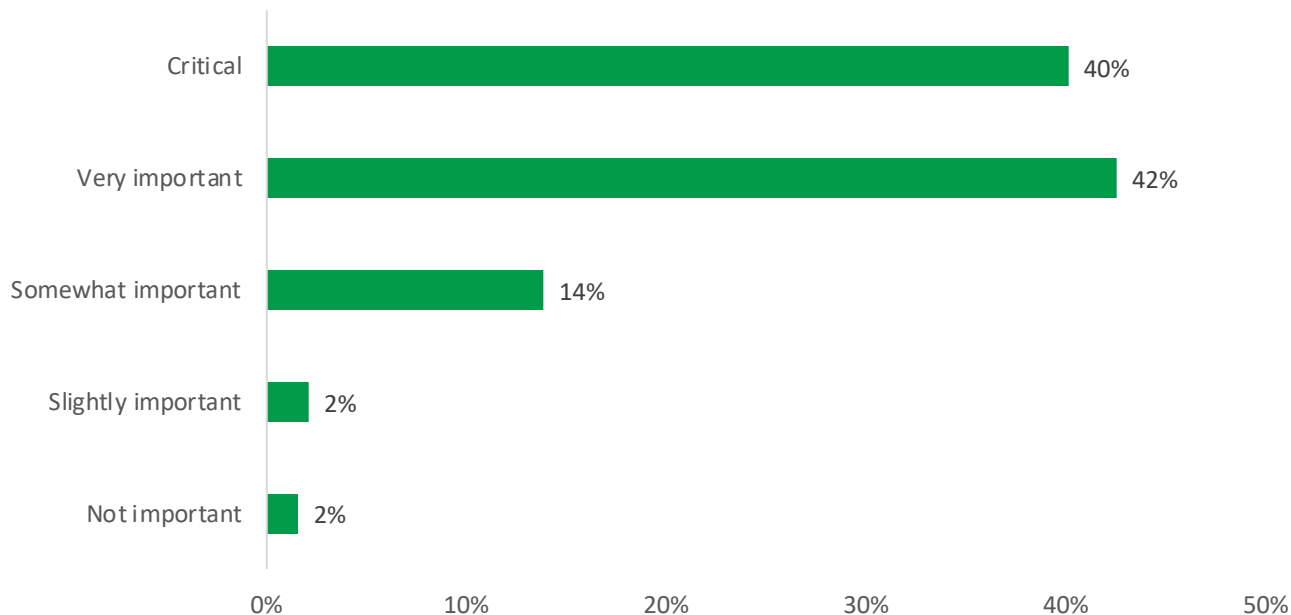


Smarter questions → Smarter answers

# AUTOMATIC SUBSTITUTION, SWITCHING & PHYSICIAN CHOICE

# Sole Authority to Decide Medicine

Q25. How important is it to you to have the sole authority to decide, together with your patients, the most suitable biologic medicine for their disease? (n=579)



# Significance: Sole Authority to Decide Medicine (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Critical	40%	<b>44% DF</b>	<b>46% DF</b>	<b>54% DF</b>	<b>30% F</b>	<b>51% DF</b>	<b>15%</b>
Very important	42%	<b>29%</b>	<b>38%</b>	<b>40%</b>	<b>47% A</b>	<b>40%</b>	<b>61% ABCE</b>
Somewhat important	14%	<b>22% BCE</b>	<b>9%</b>	<b>5%</b>	<b>22% BCE</b>	<b>6%</b>	<b>19% CE</b>
Slightly important	2%	1%	5%	0%	1%	2%	3%
Not important	2%	4%	1%	1%	0%	1%	2%

*It is significantly more critical to have sole authority in deciding medicine for Italy, Switzerland, Germany, and France.*



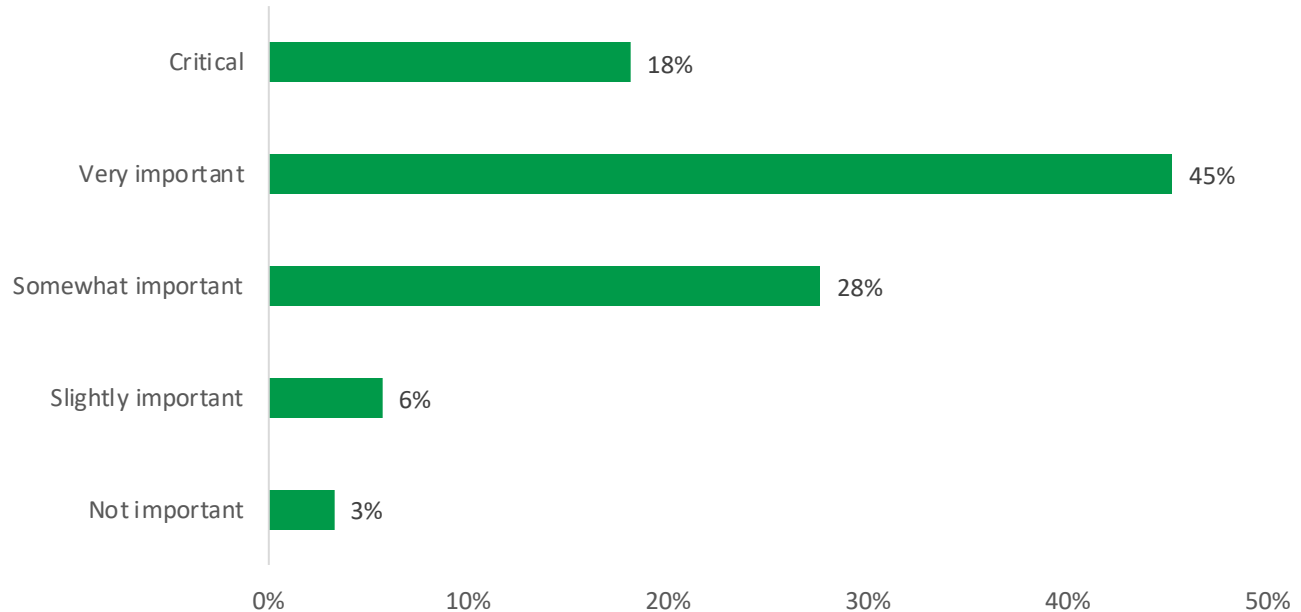
# Significance: Sole Authority to Decide Medicine (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Critical	40%	<b>48%</b> JL	<b>46%</b> J	34%	<b>20%</b>	<b>53%</b> JL	<b>30%</b>	35%	41%	40%	<b>49%</b> JL
Very important	42%	38%	38%	47%	45%	<b>33%</b>	<b>55%</b> KP	41%	41%	46%	<b>36%</b>
Somewhat important	14%	13%	15%	12%	15%	13%	13%	<b>21%</b> P	15%	13%	<b>9%</b>
Slightly important	2%	2%	0%	4%	5%	0%	0%	4%	0%	1%	4%
Not important	2%	<b>0%</b>	<b>0%</b>	3%	<b>15%</b> GHLMO	0%	<b>1%</b>	<b>0%</b>	3%	<b>0%</b>	3%

*It is significantly more critical to have sole authority in deciding medicine for Immunology, Rheumatology, Dermatology, and Endocrinology.*

# Government Tenders Awarded to Suppliers

Q26. From your perspective, how important is it for government tenders for biosimilars to be awarded to multiple suppliers? (n=579)



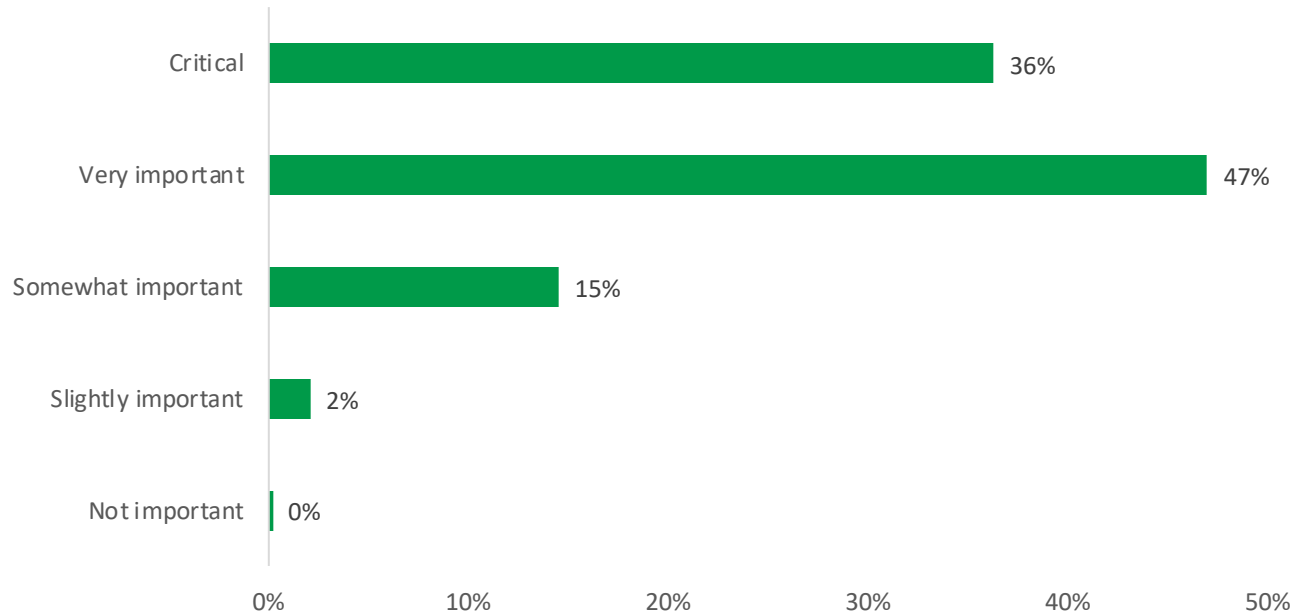
# Significance: Government Tenders Awarded to Suppliers (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Critical	18%	<b>25% DF</b>	<b>29% DF</b>	<b>21% DF</b>	<b>7%</b>	<b>18% D</b>	<b>9%</b>
Very important	45%	39%	41%	51%	49%	45%	46%
Somewhat important	28%	31%	<b>20%</b>	<b>21%</b>	<b>38% BC</b>	25%	<b>32% B</b>
Slightly important	6%	<b>2%</b>	7%	4%	6%	<b>9% A</b>	5%
Not important	3%	3%	3%	4%	<b>0%</b>	2%	<b>7% D</b>

*Spain and UK do not think it is as critical for government tenders to be awarded compared to other countries surveyed.*

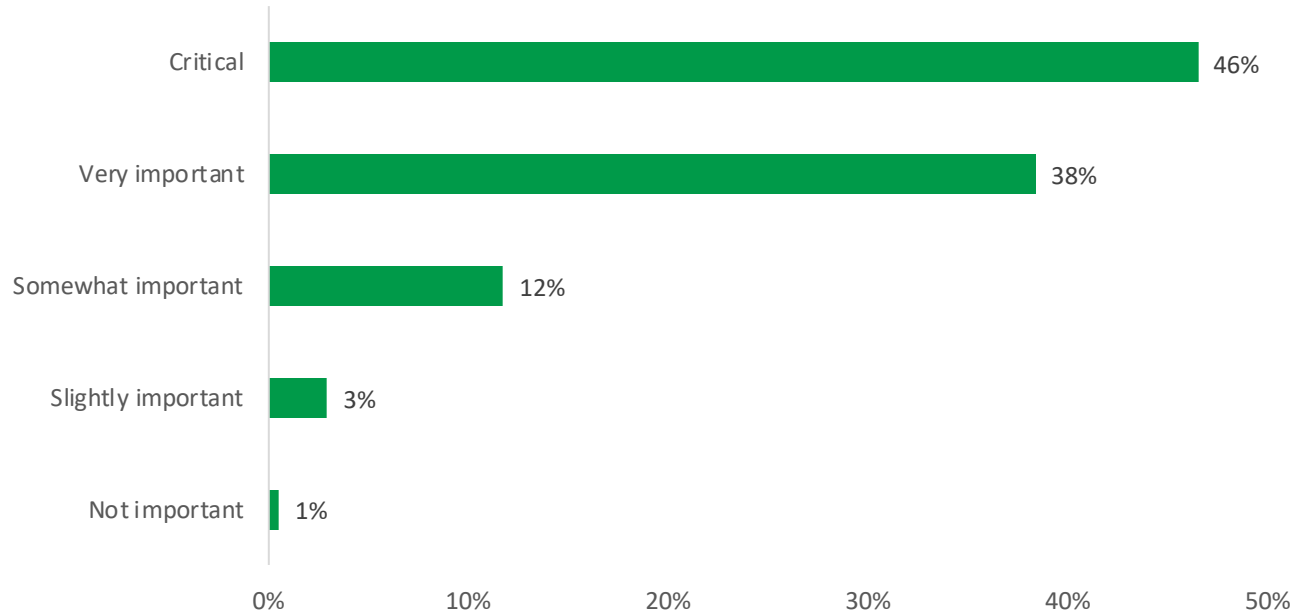
# Factors Besides Price

Q27. From your perspective, how important is it for factors besides price to be taken into account in national tender offers (e.g. reliability of supply, patient support services, manufacturer reputation)? (n=579)



# Authority to Deny Substitution

Q28. In a situation where substitution by a pharmacist was an option in your country, how important would it be to you to have the authority to designate a biologic medicine as “DISPENSE AS WRITTEN” or “DO NOT SUBSTITUTE”? (n=579)





# Significance: Authority to Deny Substitution (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Critical	46%	<b>43% F</b>	<b>55% F</b>	<b>54% F</b>	<b>43% F</b>	<b>63% ADF</b>	<b>22%</b>
Very important	38%	39%	<b>35%</b>	<b>36%</b>	39%	<b>31%</b>	<b>51% BCE</b>
Somewhat important	12%	<b>13% E</b>	<b>8%</b>	<b>8%</b>	<b>18% E</b>	<b>3%</b>	<b>20% BCE</b>
Slightly important	3%	4%	2%	2%	1%	3%	5%
Not important	1%	0%	0%	0%	0%	0%	3%

*It is significantly more critical for Switzerland to have authority to deny substitution for a biologic medicine, and least so for UK.*



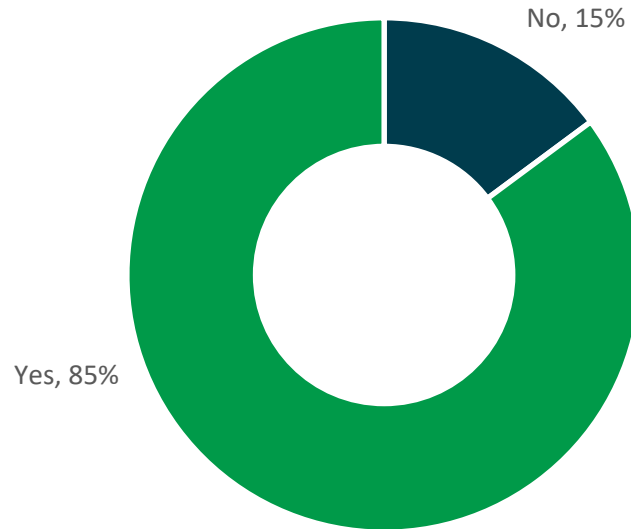
# Significance: Authority to Deny Substitution (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Critical	46%	50%	<b>52%</b> J	47%	<b>25%</b>	47%	48%	<b>40%</b>	<b>32%</b>	47%	<b>55%</b> JMN
Very important	38%	38%	29%	42%	35%	40%	41%	43%	44%	37%	35%
Somewhat important	12%	11%	<b>17%</b> P	5%	20%	10%	12%	14%	18%	14%	<b>6%</b>
Slightly important	3%	<b>2%</b>	<b>2%</b>	<b>4%</b>	<b>20%</b> GHILMNOP	3%	<b>0%</b>	<b>4%</b>	<b>0%</b>	<b>1%</b>	<b>4%</b>
Not important	1%	0%	0%	1%	0%	0%	0%	0%	6%	0%	0%

*It is significantly less important for Hematology oncology to be able to deny substitution than almost all other practice areas.*

# Identify Medicine by Brand Name

Q29. When you prescribe medicine, including biologics, do you identify the medicine in the patient record by brand name? (n=579)



# Significance: Identify Medicine by Brand Name (country, practice area)

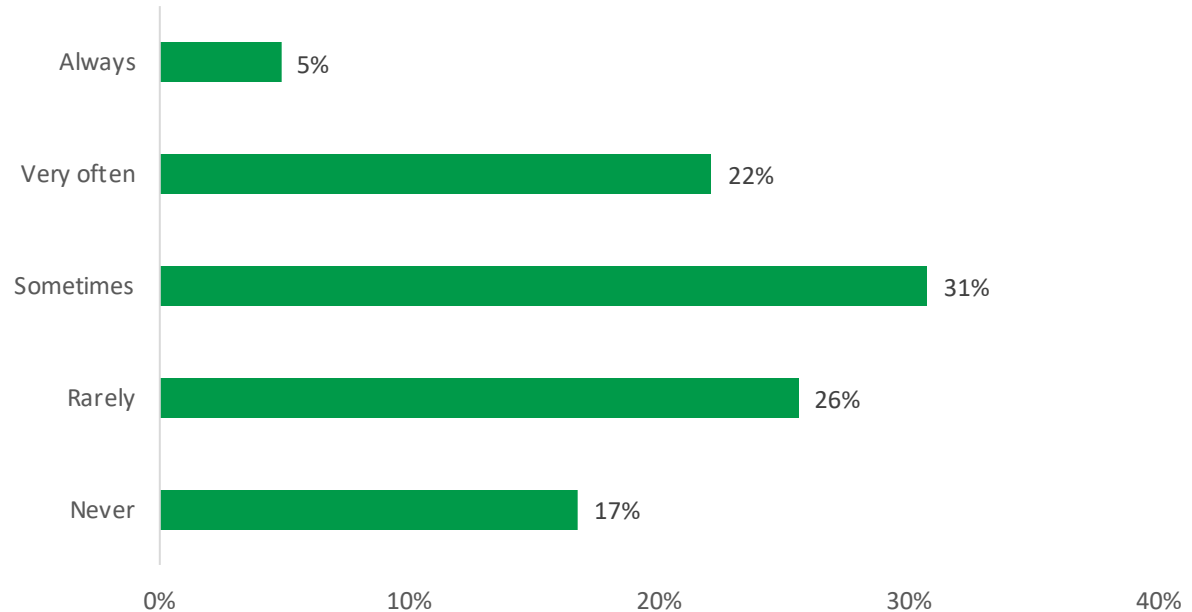
	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Yes	85%	<b>90% F</b>	<b>86% F</b>	<b>87% F</b>	<b>88% F</b>	<b>94% F</b>	<b>68%</b>
No	15%	<b>10%</b>	<b>14%</b>	<b>13%</b>	<b>13%</b>	<b>6%</b>	<b>32% ABCDE</b>

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Yes	85%	<b>91% JN</b>	<b>85% N</b>	<b>88% N</b>	<b>70%</b>	<b>90% N</b>	<b>83% N</b>	<b>83% N</b>	<b>56%</b>	<b>87% N</b>	<b>96% HJLMN</b>
No	15%	<b>9%</b>	<b>15% P</b>	<b>12%</b>	<b>30% GP</b>	<b>10%</b>	<b>17% P</b>	<b>17% P</b>	<b>44% GHIKLMOP</b>	<b>13%</b>	<b>4%</b>

*UK and Oncology identify medicine in a patient's record by brand name significantly less than other countries and practice areas.*

# Use Nonproprietary Name

Q30. How often do you prescribe biological products by nonproprietary name only? (n=579)





# Significance: Use Nonproprietary Name (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Always	5%	5%	3%	4%	<b>2%</b>	4%	<b>10% D</b>
Very often	22%	19%	20%	23%	28%	17%	27%
Sometimes	31%	31%	29%	32%	<b>36% E</b>	<b>21%</b>	<b>35% E</b>
Rarely	26%	29%	28%	26%	<b>31% E</b>	<b>18%</b>	22%
Never	17%	<b>16% DF</b>	<b>21% DF</b>	<b>15% DF</b>	<b>2%</b>	<b>40% ABCDF</b>	<b>6%</b>

*Compared to other countries, Switzerland never uses the nonproprietary name of a product more so.*



# Significance: Use Nonproprietary Name (practice area)

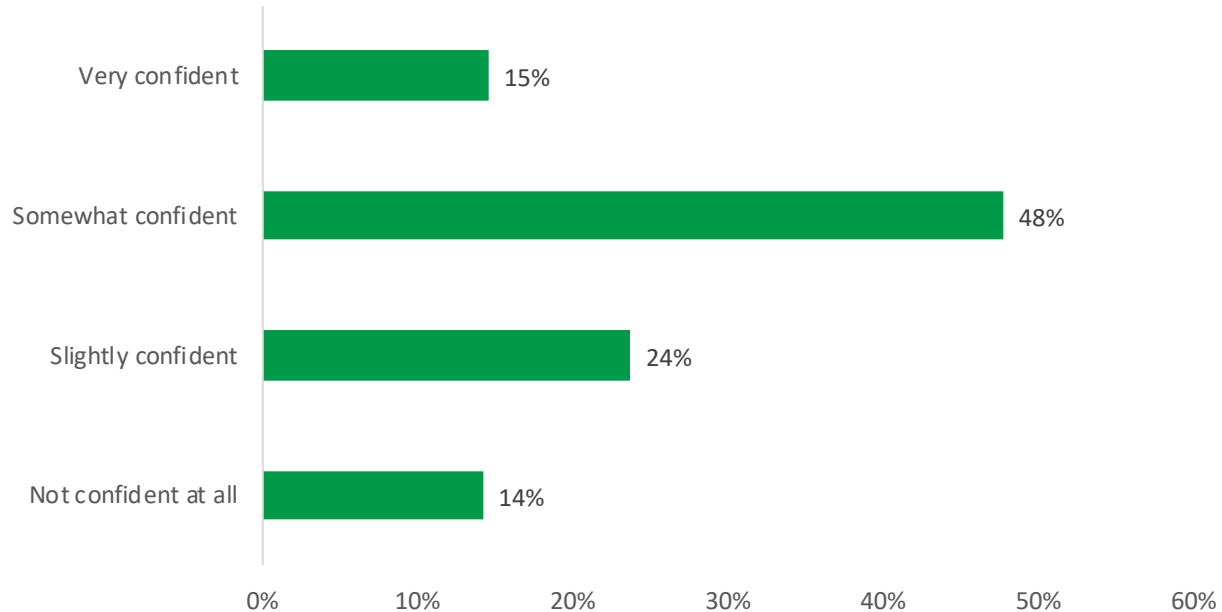
	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Always	5%	4%	6%	8%	0%	3%	<b>3%</b>	<b>1%</b>	<b>15%</b> LMO	<b>1%</b>	<b>8%</b>
Very often	22%	<b>23%</b>	<b>17%</b>	<b>18%</b>	25%	23%	<b>29%</b> P	<b>21%</b>	<b>44%</b> GHIMOP	<b>24%</b>	<b>13%</b>
Sometimes	31%	<b>21%</b>	28%	30%	35%	40%	29%	<b>38%</b> GP	29%	<b>40%</b> GP	<b>23%</b>
Rarely	26%	<b>20%</b>	<b>37%</b> GN	<b>27%</b> N	25%	20%	23%	25%	<b>9%</b>	<b>27%</b> N	<b>30%</b> N
Never	17%	<b>32%</b> HLMNO	<b>12%</b>	18%	15%	13%	<b>16%</b>	<b>15%</b>	<b>3%</b>	<b>7%</b>	<b>28%</b> HMNO

*Compared to other practice areas, Dermatology and Rheumatology never use the nonproprietary name of a product more so.*



# Confidence in What is Dispensed Using Nonproprietary Name

Q31. If you prescribed a product using the nonproprietary name, how confident are you in your ability to know exactly what product will be dispensed to the patient? (n=579)







## Significance: Confidence in What is Dispensed Using Nonproprietary Name (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Very confident	15%	18%	11%	18%	10%	14%	16%
Somewhat confident	48%	<b>44%</b>	45%	<b>49% E</b>	<b>59% AE</b>	<b>34%</b>	<b>54% E</b>
Slightly confident	24%	16%	28%	28%	25%	26%	19%
Not confident at all	14%	<b>22% CD</b>	<b>15% CD</b>	<b>5%</b>	<b>5%</b>	<b>26% CDF</b>	<b>11%</b>

*Switzerland is significantly less confident in knowing what is dispensed when a nonproprietary name is used than Italy, Spain, and UK.*



# Significance: Confidence in What is Dispensed Using Nonproprietary Name (practice area)

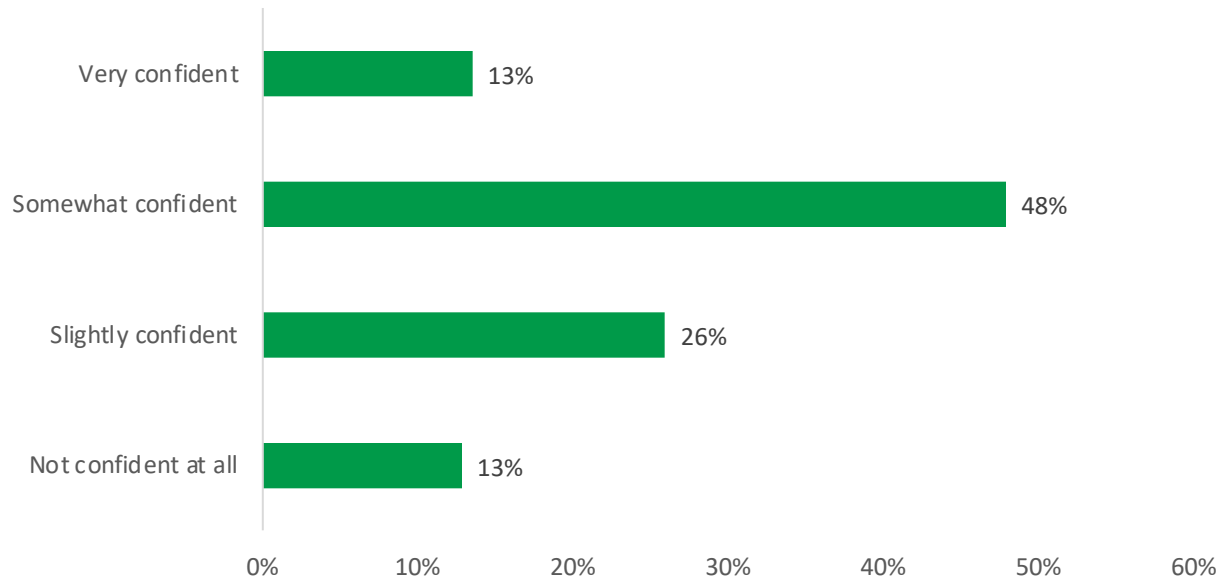
	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Very confident	15%	9%	18%	12%	20%	20%	14%	10%	21%	13%	18%
Somewhat confident	48%	<b>36%</b>	45%	<b>43%</b>	40%	<b>63%</b> GP	52%	<b>44%</b>	<b>59%</b> G	<b>61%</b> GIMP	<b>41%</b>
Slightly confident	24%	<b>32%</b> O	22%	27%	30%	<b>13%</b>	23%	<b>35%</b> KNOP	<b>15%</b>	<b>16%</b>	<b>19%</b>
Not confident at all	14%	<b>23%</b> KLNO	15%	18%	10%	<b>3%</b>	<b>10%</b>	11%	<b>6%</b>	<b>10%</b>	<b>23%</b> KLNO

*Dermatology and Rheumatology are significantly less confident in knowing what is dispensed when a nonproprietary name is used than several other practice areas.*



# Confidence in What is Dispensed (biological product) By Pharmacy

*Q32. This question pertains only to biological products dispensed directly to a patient from a pharmacy. If the pharmacy dispenses a drug that is different from the one that is prescribed (whether it is biosimilar 1, 2 or 3 or even the reference product), how confident are you in your ability to identify exactly what drug was dispensed to the patient? (n=579)*





# Significance: Confidence in What is Dispensed (biological product) By Pharmacy (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Very confident	13%	15%	<b>8%</b>	11%	<b>9%</b>	17%	<b>20% BD</b>
Somewhat confident	48%	<b>46%</b>	<b>41%</b>	<b>62% ABE</b>	<b>51% E</b>	<b>34%</b>	<b>53% E</b>
Slightly confident	26%	<b>20%</b>	<b>40% ACEF</b>	<b>24%</b>	<b>32% AF</b>	<b>25%</b>	<b>14%</b>
Not confident at all	13%	<b>19% CD</b>	<b>10%</b>	<b>3%</b>	<b>7%</b>	<b>24% BCD</b>	<b>13% C</b>

*UK is significantly more confident in knowing what is dispensed than Germany and Spain; Switzerland is significantly less confident than several countries.*



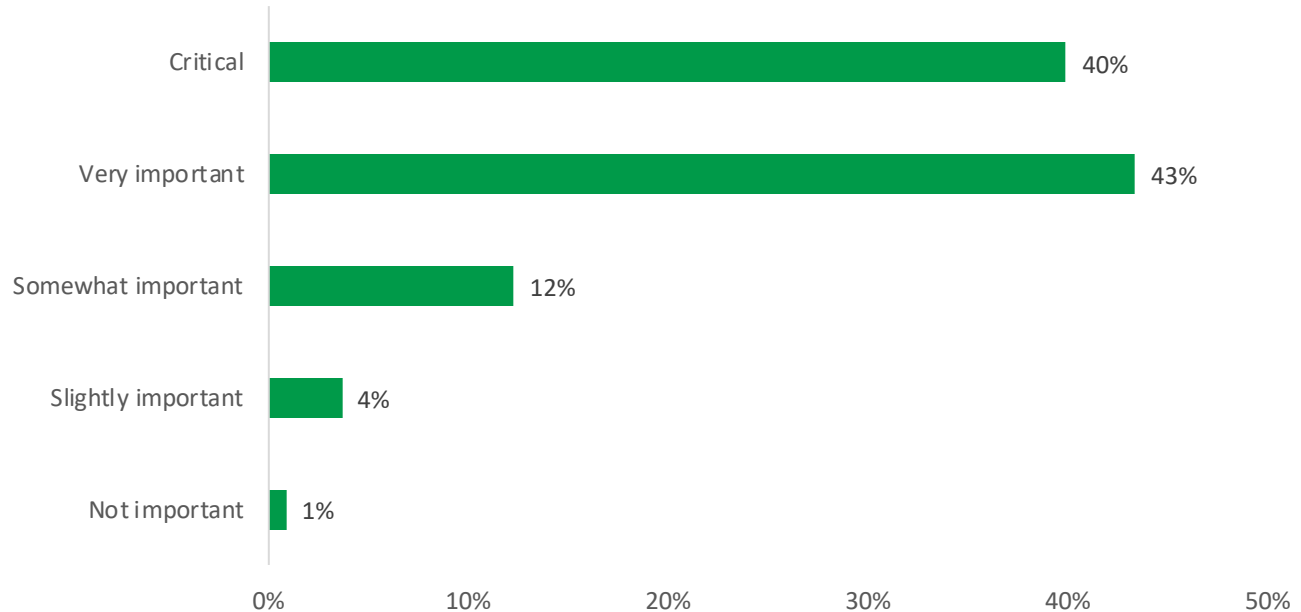
# Significance: Confidence in What is Dispensed (biological product) By Pharmacy (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Very confident	13%	5%	12%	11%	20%	13%	7%	11%	38% GHIKLMOP	11%	20% GL
Somewhat confident	48%	41%	49%	53%	40%	60%	58%	42%	44%	44%	46%
Slightly confident	26%	32% N	25%	24%	30%	27%	25%	27% N	9%	31% N	25%
Not confident at all	13%	21% KP	14%	12%	10%	0%	10%	20% KP	9%	13%	9%

*Oncology is significantly more confident in knowing what is dispensed than almost all other countries.*

# Notified of Other Biologic Prescribed

*Q33. How important would it be for you to be notified by the pharmacist that your patient has received a biologic other than the one you prescribed, if the patient was receiving chronic (repeated) treatment? (n=579)*



# Significance: Notified of Other Biologic Prescribed (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Critical	40%	<b>32%</b>	<b>41% F</b>	<b>42% F</b>	<b>33%</b>	<b>67% ABCDF</b>	<b>24%</b>
Very important	43%	<b>45% E</b>	<b>39% E</b>	<b>46% E</b>	<b>52% E</b>	<b>21%</b>	<b>56% BE</b>
Somewhat important	12%	16%	12%	10%	13%	7%	14%
Slightly important	4%	5%	6%	1%	2%	3%	4%
Not important	1%	1%	1%	0%	0%	1%	2%

*It is significantly more critical for Switzerland to be notified that a different biologic was prescribed than all other surveyed countries.*



# Significance: Notified of Other Biologic Prescribed (practice area)

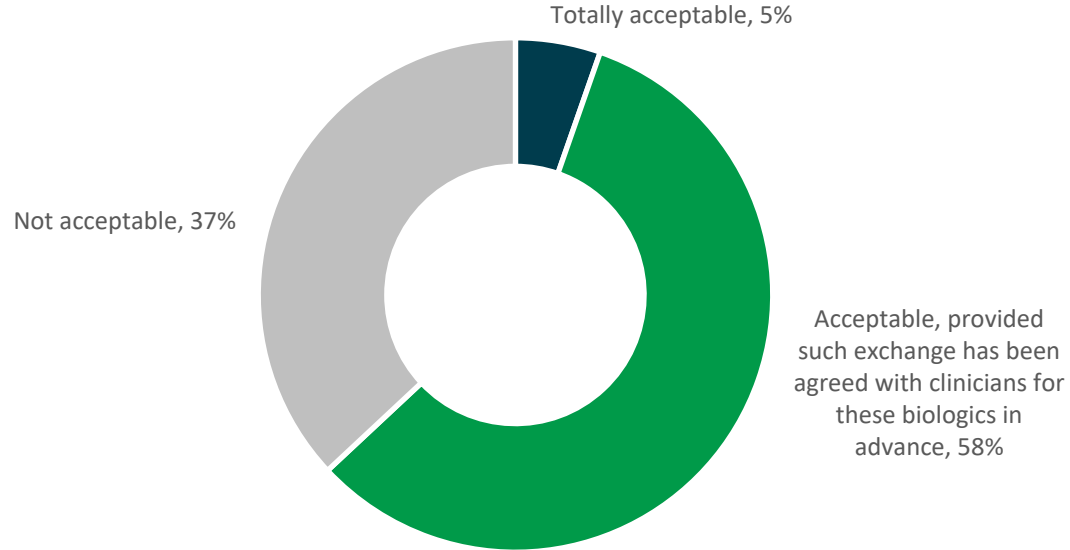
	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Critical	40%	<b>45%</b> J	<b>34%</b>	<b>47%</b> JO	<b>15%</b>	<b>47%</b> J	<b>43%</b> J	<b>32%</b>	<b>29%</b>	<b>30%</b>	<b>56%</b> HJMNO
Very important	43%	<b>45%</b> P	<b>45%</b> P	41%	45%	40%	42%	<b>52%</b> P	<b>47%</b> P	<b>53%</b> P	<b>28%</b>
Somewhat important	12%	9%	18%	11%	15%	13%	12%	9%	15%	14%	11%
Slightly important	4%	<b>2%</b>	<b>3%</b>	<b>1%</b>	<b>20%</b> GHIKLNOP	<b>0%</b>	<b>3%</b>	6%	<b>0%</b>	<b>3%</b>	<b>5%</b>
Not important	1%	0%	<b>0%</b>	<b>0%</b>	5%	0%	<b>0%</b>	1%	<b>9%</b> HILOP	<b>0%</b>	<b>0%</b>

*It is significantly more critical for Rheumatology to be notified that a different biologic was prescribed than several other practice areas; it is significantly less important for Hematology oncology to be notified.*



# Can Pharmacist Make Decision

Q34. How acceptable would it be for you if the pharmacist made the determination which biologic (reference product or biosimilar) to dispense to your patient on initiation of treatment? (n=579)



# Significance: Can Pharmacist Make Decision (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Totally acceptable	5%	7%	<b>8% D</b>	7%	<b>1%</b>	2%	6%
Acceptable, provided such exchange has been agreed with clinicians for these biologics in advance	58%	<b>67% CDE</b>	60%	<b>53%</b>	<b>47%</b>	<b>47%</b>	<b>72% CDE</b>
Not acceptable	37%	<b>26%</b>	<b>32%</b>	<b>40% AF</b>	<b>52% ABF</b>	<b>51% ABF</b>	<b>22%</b>

*It is significantly not acceptable for a pharmacist to make decision more so for Spain and Switzerland compared to other countries.*



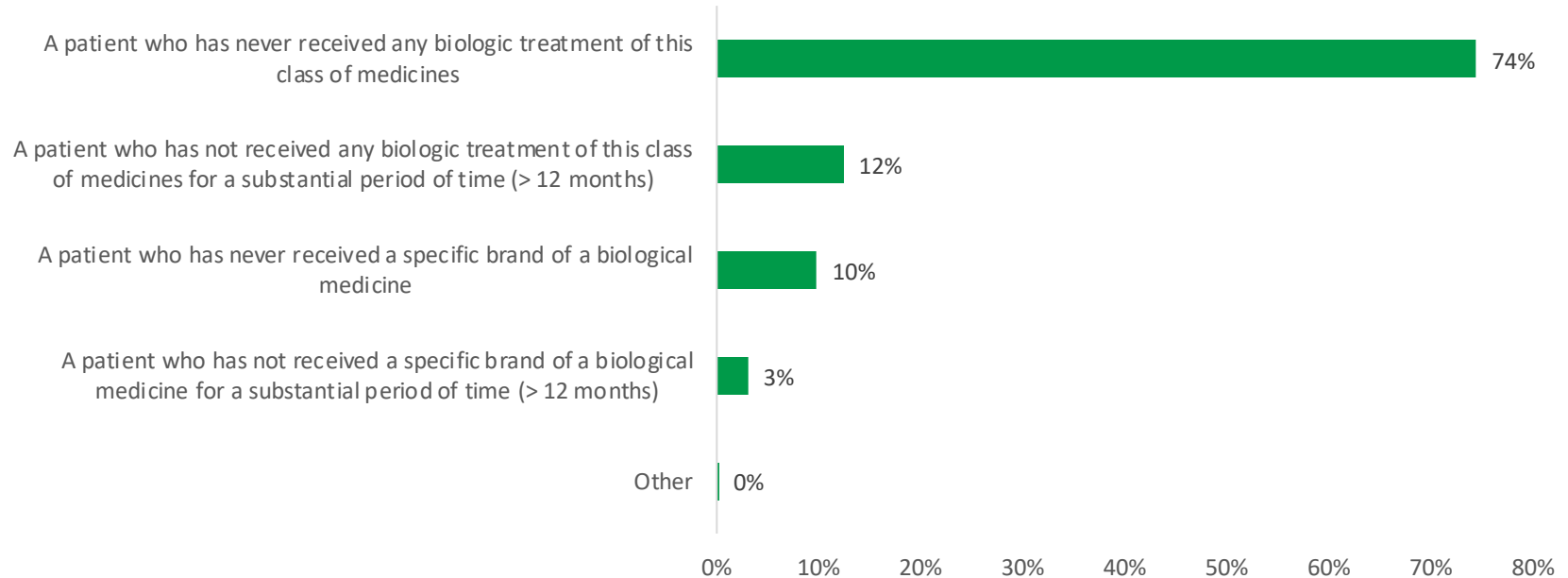
# Significance: Can Pharmacist Make Decision (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Totally acceptable	5%	5%	11%	5%	10%	0%	4%	4%	12%	3%	4%
Acceptable, provided such exchange has been agreed with clinicians for these biologics in advance	58%	<b>43%</b>	<b>58% P</b>	<b>55% P</b>	<b>70% GP</b>	<b>57%</b>	<b>62% GP</b>	<b>77% GHIKOP</b>	<b>74% GP</b>	<b>59% P</b>	<b>36%</b>
Not acceptable	37%	<b>52% HJLMN</b>	<b>31%</b>	<b>39% MN</b>	<b>20%</b>	<b>43% MN</b>	<b>33% N</b>	<b>20%</b>	<b>15%</b>	<b>39% MN</b>	<b>60% HIJLMNO</b>

*It is significantly not acceptable for a pharmacist to make decision more so for Rheumatology and Dermatology compared to other practice areas.*

# Define Naïve Patients

Q35. How do you define “naïve” patients with respect to biologics? (n=579)



# Significance: Define Naïve Patients (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
A patient who has never received any biologic treatment of this class of medicines	74%	<b>69%</b>	76%	75%	<b>71%</b>	<b>84% ADF</b>	<b>71%</b>
A patient who has not received any biologic treatment of this class of medicines for a substantial period of time (> 12 months)	12%	13%	12%	11%	16%	8%	13%
A patient who has never received a specific brand of a biological medicine	10%	11%	7%	11%	9%	7%	12%
A patient who has not received a specific brand of a biological medicine for a substantial period of time (> 12 months)	3%	<b>6% E</b>	4%	1%	4%	<b>0%</b>	3%

*Switzerland defines a naïve patient as never receiving any treatment more so compared to several other countries.*

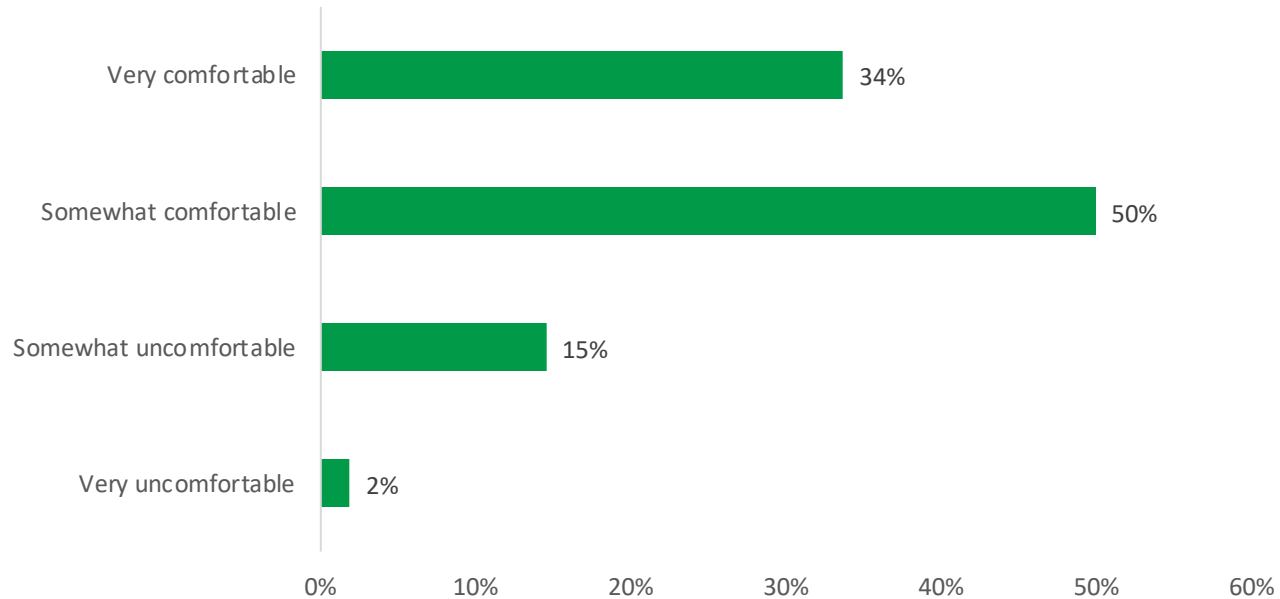
# Significance: Define Naïve Patients (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
A patient who has never received any biologic treatment of this class of medicines	74%	73%	<b>68%</b>	<b>84%</b> HJO	<b>50%</b>	<b>87%</b> J	71%	<b>74%</b> J	74%	<b>67%</b>	<b>84%</b> HJO
A patient who has not received any biologic treatment of this class of medicines for a substantial period of time (> 12 months)	12%	<b>16%</b> P	9%	<b>8%</b>	10%	<b>3%</b>	<b>19%</b> P	<b>15%</b> P	<b>18%</b> P	<b>20%</b> IKP	<b>4%</b>
A patient who has never received a specific brand of a biological medicine	10%	<b>7%</b>	<b>17%</b> M	<b>7%</b>	<b>30%</b> GILMOP	10%	<b>7%</b>	<b>6%</b>	9%	<b>10%</b>	<b>10%</b>
A patient who has not received a specific brand of a biological medicine for a substantial period of time (> 12 months)	3%	4%	6%	1%	10%	0%	3%	5%	0%	3%	1%

*Rheumatology and Gastrointestinal define a naïve patient as never receiving any treatment more so compared to several other practice areas.*

# Prescribe Biosimilar to Naïve Patient

Q36. How comfortable are you in prescribing a biosimilar to a treatment “naïve” patient? (n=579)





# Significance: Prescribe Biosimilar to Naïve Patient (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Very comfortable	34%	<b>44% CD</b>	<b>35% D</b>	<b>27%</b>	<b>18%</b>	<b>39% D</b>	<b>39% D</b>
Somewhat comfortable	50%	<b>38%</b>	<b>47%</b>	<b>62% ABEF</b>	<b>68% ABEF</b>	<b>43%</b>	<b>41%</b>
Somewhat uncomfortable	15%	16%	15%	10%	13%	15%	18%
Very uncomfortable	2%	1%	2%	1%	2%	3%	2%

*Most countries are significantly more comfortable (very) than Spain in prescribing a biosimilar to a naïve patient.*





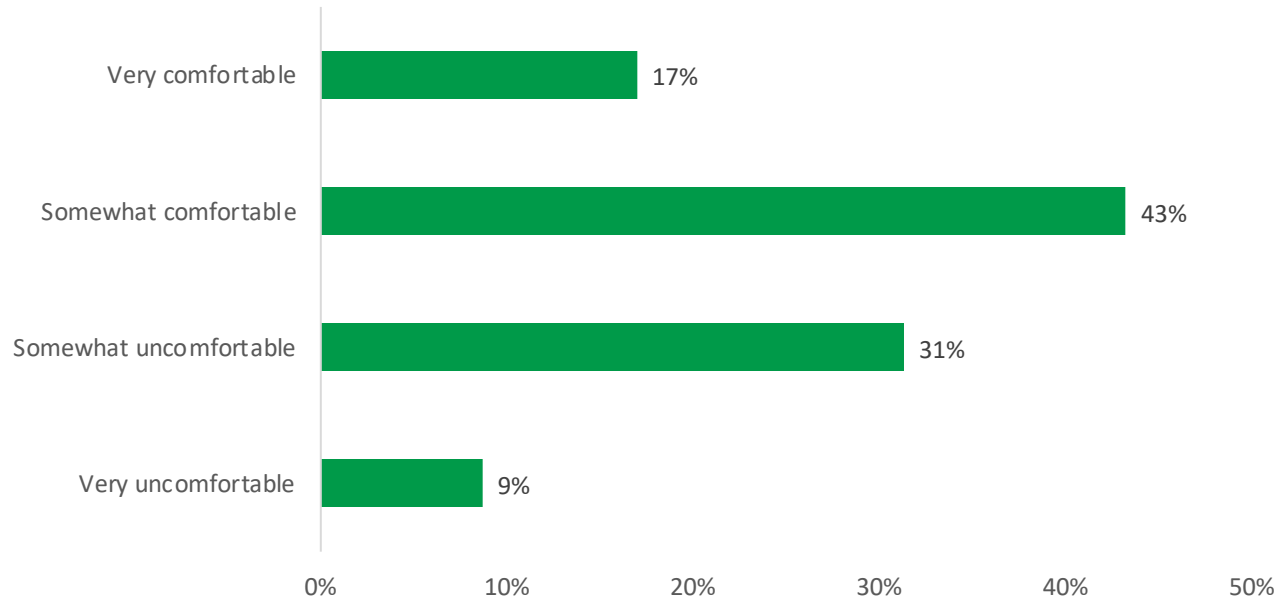
# Significance: Prescribe Biosimilar to Naïve Patient (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Very comfortable	34%	<b>27%</b> O	<b>37%</b> KMO	<b>46%</b> GKLMO	<b>50%</b> KLMO	17%	<b>26%</b> O	21%	<b>50%</b> GKLMO	10%	<b>60%</b> GHKLMO
Somewhat comfortable	50%	<b>52%</b> P	<b>51%</b> P	<b>43%</b>	<b>35%</b>	<b>60%</b> P	<b>58%</b> P	<b>62%</b> IJP	47%	<b>57%</b> P	<b>30%</b>
Somewhat uncomfortable	15%	<b>20%</b> NP	<b>11%</b>	<b>11%</b>	10%	<b>20%</b> NP	<b>14%</b>	<b>16%</b> P	<b>3%</b>	<b>31%</b> HILMNP	<b>5%</b>
Very uncomfortable	2%	2%	2%	0%	5%	3%	1%	1%	0%	1%	5%

*Rheumatology is more comfortable (very) than many other practice areas in prescribing a biosimilar to a naïve patient; Ophthalmology is least comfortable.*

# Switch Patient to Biosimilar

Q37. How comfortable are you with switching a stable patient from one medicine to a biosimilar? (n=579)





# Significance: Switch Patient to Biosimilar (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Very comfortable	17%	<b>23% D</b>	<b>18% D</b>	12%	<b>7%</b>	<b>19% D</b>	<b>23% D</b>
Somewhat comfortable	43%	<b>35%</b>	40%	<b>51% A</b>	39%	42%	<b>53% A</b>
Somewhat uncomfortable	31%	<b>29%</b>	<b>37% F</b>	<b>26%</b>	<b>46% ACEF</b>	<b>27%</b>	<b>23%</b>
Very uncomfortable	9%	<b>13% BF</b>	<b>5%</b>	<b>11% F</b>	8%	<b>12% F</b>	<b>2%</b>

*Spain is significantly less comfortable switching a stable patient to a biosimilar than most other countries.*



# Significance: Switch Patient to Biosimilar (practice area)

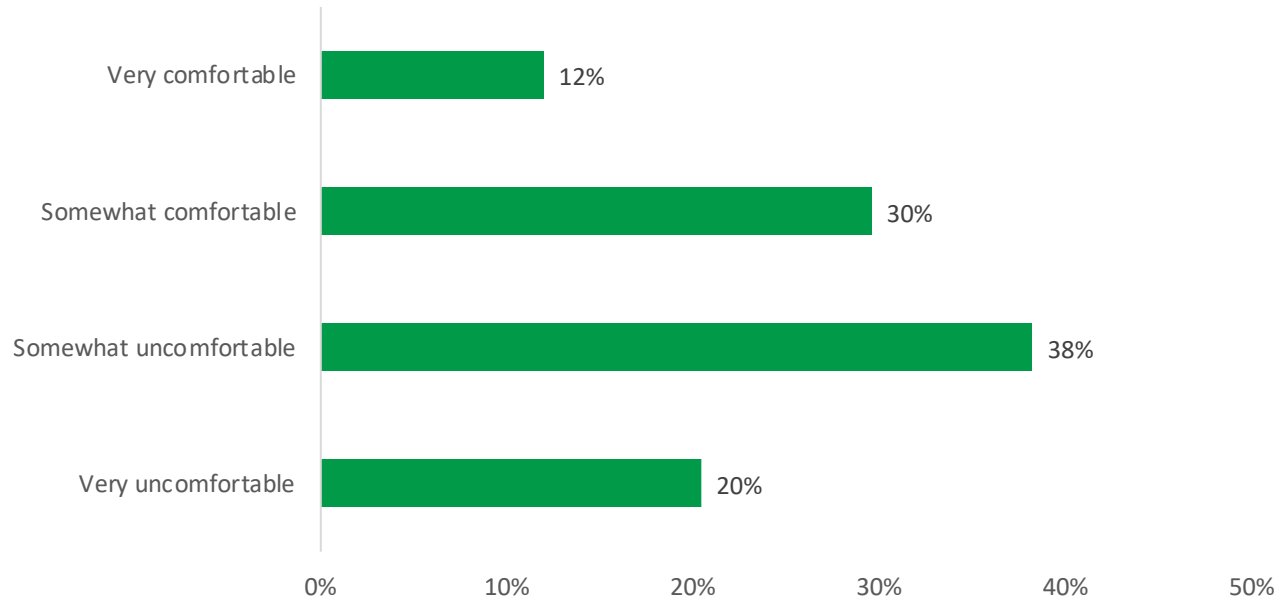
	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Very comfortable	17%	<b>13%</b>	<b>26%</b> MO	<b>15%</b>	<b>35%</b> GILMO	10%	<b>14%</b>	<b>7%</b>	<b>29%</b> GMO	<b>11%</b>	<b>24%</b> M
Somewhat comfortable	43%	<b>52%</b> OP	45%	<b>42%</b>	40%	<b>63%</b> INOP	48%	47%	<b>38%</b>	<b>34%</b>	<b>33%</b>
Somewhat uncomfortable	31%	<b>25%</b>	<b>26%</b>	35%	25%	<b>20%</b>	33%	36%	29%	<b>43%</b> GHKP	<b>26%</b>
Very uncomfortable	9%	11%	<b>3%</b>	8%	0%	7%	<b>4%</b>	10%	<b>3%</b>	11%	<b>18%</b> HLN

*Hematology oncology and Oncology are more comfortable (very) switching a stable patient to a biosimilar than several other practice areas; Ophthalmology and Rheumatology are less comfortable.*



# Switch to Biosimilar, Non-medical Reasons

Q38. How comfortable are you with switching your patient to a biosimilar for non-medical reasons (i.e., coverage)? (n=579)



# Significance: Switch to Biosimilar, Non-medical Reasons (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Very comfortable	12%	<b>21% BCD</b>	<b>9%</b>	<b>6%</b>	<b>5%</b>	<b>14% D</b>	<b>16% CD</b>
Somewhat comfortable	30%	<b>31% C</b>	<b>32% C</b>	<b>19%</b>	<b>23%</b>	<b>29%</b>	<b>43% CDE</b>
Somewhat uncomfortable	38%	<b>30%</b>	<b>38%</b>	42%	<b>53% ABEF</b>	<b>36%</b>	<b>30%</b>
Very uncomfortable	20%	<b>19%</b>	<b>21% F</b>	<b>33% ADF</b>	<b>19%</b>	<b>21% F</b>	<b>10%</b>

*France is significantly more comfortable (very) switching a patient to a biosimilar for non-medical reasons than several other countries; Italy and Spain are least comfortable.*



# Significance: Switch to Biosimilar, Non-medical Reasons (practice area)

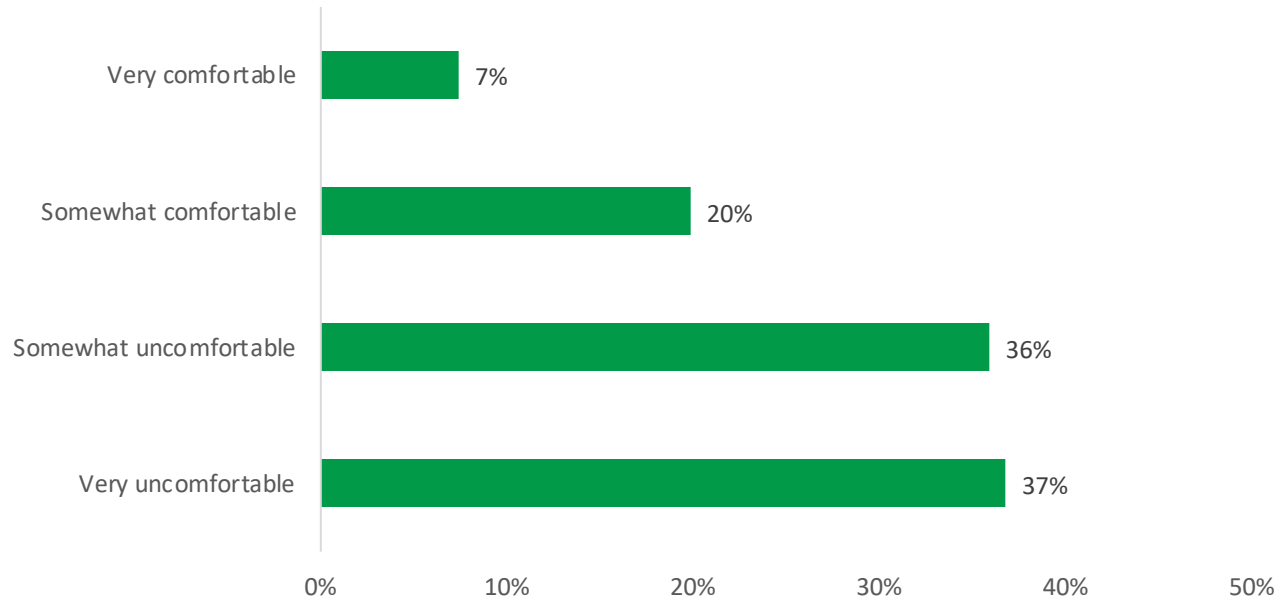
	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Very comfortable	12%	9%	<b>15%</b> M	9%	<b>45%</b> GHIKLMOP	7%	9%	4%	<b>21%</b> M	9%	<b>18%</b> M
Somewhat comfortable	30%	27%	32%	34%	30%	33%	32%	<b>36%</b> P	24%	26%	<b>21%</b>
Somewhat uncomfortable	38%	<b>48%</b> IJ	37%	<b>30%</b>	<b>15%</b>	40%	<b>42%</b> J	<b>41%</b> J	<b>44%</b> J	<b>43%</b> J	33%
Very uncomfortable	20%	16%	15%	27%	10%	20%	17%	20%	12%	23%	29%

*Hematology oncology is significantly more comfortable (very) switching a patient to a biosimilar for non-medical reasons than most other practice areas.*



# 3<sup>rd</sup> Party Switch to Biosimilar, Non-medical

Q39. How comfortable are you with a third party switching your patient to a biosimilar for non-medical reasons (i.e., coverage)? (n=579)







# Significance: 3<sup>rd</sup> Party Switch to Biosimilar, Non-medical (country)

	Total N=579	France N=97 A	Germany N=97 B	Italy N=97 C	Spain N=96 D	Switzerland N=95 E	UK N=97 F
Very comfortable	7%	<b>16% CDE</b>	<b>9% D</b>	<b>3%</b>	<b>0%</b>	<b>5% D</b>	<b>10% D</b>
Somewhat comfortable	20%	24%	20%	18%	<b>14%</b>	20%	<b>25% D</b>
Somewhat uncomfortable	36%	<b>26%</b>	<b>32%</b>	<b>48% ABEF</b>	<b>44% A</b>	<b>32%</b>	<b>34%</b>
Very uncomfortable	37%	34%	39%	31%	43%	43%	31%

*France is significantly more comfortable (very) with a third party switching a patient to a biosimilar for non-medical reasons than several other countries; Italy and Spain are the least comfortable.*



# Significance: 3<sup>rd</sup> Party Switch to Biosimilar, Non-medical (practice area)

	Total N=579	Derm N=56 G	Endo N=65 H	Gastro N=74 I	Hema oncol N=20 J	Immun N=30 K	Neph N=69 L	Neur N=81 M	Oncol N=34 N	Ophth N=70 O	Rheum N=80 P
Very comfortable	7%	<b>7%</b> M	<b>9%</b> M	4%	<b>25%</b> GIKMO	0%	<b>10%</b> M	0%	<b>15%</b> M	4%	<b>13%</b> M
Somewhat comfortable	20%	18%	<b>26%</b> P	23%	<b>35%</b> LOP	<b>27%</b> P	13%	22%	<b>32%</b> LOP	<b>13%</b>	<b>11%</b>
Somewhat uncomfortable	36%	<b>39%</b> N	32%	<b>38%</b> N	25%	<b>50%</b> NP	36%	<b>42%</b> N	<b>18%</b>	<b>43%</b> NP	<b>28%</b>
Very uncomfortable	37%	36%	<b>32%</b>	35%	<b>15%</b>	<b>23%</b>	<b>41%</b> J	36%	35%	40%	<b>49%</b> HJK

*Hematology oncology is significantly more comfortable (very) with a third party switching a patient to a biosimilar for non-medical reasons than several other practice areas.*