

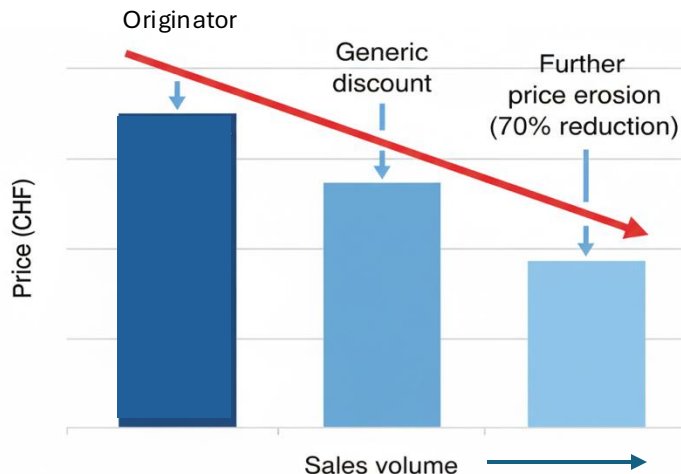


# HOW IS YOUR GENERIC/BIOSIMILAR PRICED IN SWITZERLAND?

And what happens to the price of  
the Originator drug.

# Generics & Biosimilars: The Mandatory Discount

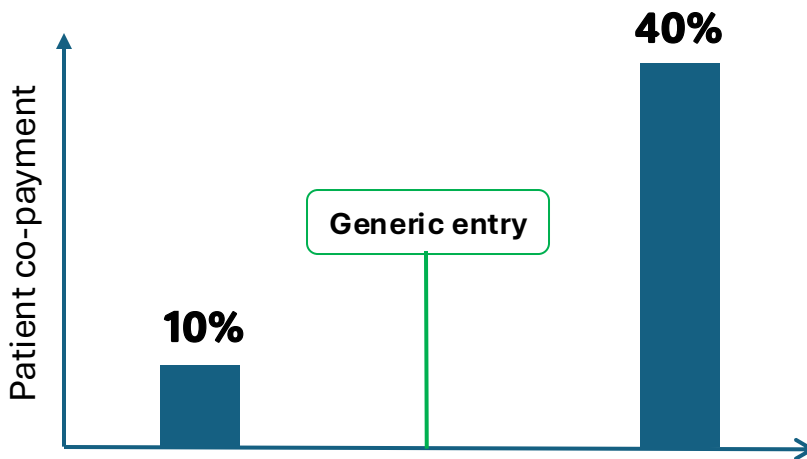
- **Discount Range:** Must be at least 20% up to 70% cheaper (35% for biosimilars)





# The Originator Price is Not Mandated to a Price Cut

- However, the patient **co-payment** jumps from 10% to 40%, steering patient choice toward cheaper alternatives





# The Price Difference Shield

The penalty does **not** apply in case of:

- **Medical Need** - The physician specifically documents the medical reason against substitution.
- **No Alternative** - No generic or biosimilar equivalent is available



# Generic Launch with No Original

If a generic launches and the originator is **not** on the Swiss market (or not on the SL):

- The generic is reviewed based on **WZW (Wirksamkeit, Zweckmässigkeit, Wirtschaftlichkeit)** against existing treatments.
- This generic acts as a **ceiling price** for the market, effectively setting the TQV benchmark for the *active substance* in Switzerland.

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