



Making Insulin Affordable for All

Addressing the Diabetes Epidemic in America

>8mm+

Americans rely on insulin to live

25%+

of patients who need insulin skipped doses or took less than prescribed due to high costs<sup>1</sup>

Impacts

people disproportionately with diabetes who are Native American, Hispanic, or Black<sup>2</sup>

## Drastically Reducing Insulin Cost Through Transparent, Cost-Plus Model

- ✓ Produce three insulins at significantly lower prices than insulins currently on the market
  - ▶ Each insulin, glarine (Lantus), lispro (Humalog) and aspart (Novolog) – will be available in both vials and prefilled pens<sup>3</sup>
- ✓ Insulins will be manufactured at Civica’s state-of-the-art 140,000 square-foot manufacturing plant, being built in Petersburg, Virginia
  - ▶ Civica has entered into a co-development and commercial agreement with GeneSys Biologics for these three insulin biosimilars
- ✓ Civica plans to sell its insulins at one low, transparent price for all, basing the price on the cost of development, production and distribution
  - ▶ Civica plans to set a recommended price to the consumer of **no more than \$30 per vial** and **no more than \$55 for a box of five pen cartridges**

## The Proof is in the Pricing

	ESTIMATED PRICE FOR UNINSURED <sup>4</sup>	CIVICA INSULIN RECOMMENDED PRICE <sup>5</sup>	AVERAGE SAVINGS
 Vial	\$329	NO MORE THAN \$30	90%
 Box of five pen cartridges	\$510	NO MORE THAN \$55	90%

<sup>1</sup>JAMA, Cost-Related Insulin Underuse Among Patients with Diabetes, 2019; CDC NHIS Study, 2020.; <sup>2</sup>CDC, 2020 National Diabetes Statistics Report; NCBI, Diabetes in America.; <sup>3</sup>Contingent on FDA approval, Civica anticipates that the first insulin (glargine) will be available for purchase as soon as early 2024.; <sup>4</sup>Based on Average Wholesale Price of lowest-price reference insulin product.; <sup>5</sup>CivicaScript’s policy for pharmacies and other distributors who choose to distribute Civica insulins reflects its philosophy that prices to consumers should be fair, reasonable and transparent, and be no more than the public, recommended price.

# Support from Leading Advocates to Reduce Cost of Insulin



“Diabetes is arguably America’s most expensive chronic condition, and it is heartbreaking that millions of people are rationing their care and putting their lives at risk because they can no longer afford insulin. Through mission-driven partnerships, we are choosing to create a new market reality where no one is forced to ration essential diabetes medications.”

**DAN LILJENQUIST, BOARD CHAIR**



“More than 8 million Americans rely on insulin to live, but many can’t afford to take the amount they need because of the historically high and prohibitive cost of insulin. We know that to really solve for the insulin cost and access challenges so many Americans face, we need a process – from manufacturing to setting a transparent price – that ultimately lowers the cost of the drug for those living with diabetes. In that spirit, we will ensure patients know where Civica’s low-cost insulin is available.”

**MARTIN VANTRIESTE, PRESIDENT AND CHIEF EXECUTIVE OFFICER**



# What Civica's Partners are Saying

"High quality, modern insulin must be available to people with diabetes, without barriers and at an affordable and predictable price point. Beyond Type 1 supports Civica's future entry into the marketplace, and all efforts to make insulin more accessible to those in need."

**TRACEY MCCARTER, INTERIM CEO AND BOARD MEMBER**



"This is an important milestone in our continued partnership with Civica as we advance our shared goal of ensuring consumers can access low-cost prescription medications when they need them most. Access to affordable insulin can be the difference between life and death for diabetics – and we're proud to be a part of Civica's effort to ensure that millions of Americans have access to the medicine they need at a price they can afford. When we come together, we can make health care more affordable."

**KIM KECK, PRESIDENT AND CEO**



"For decades, patients living with diabetes have been victim to drug company price gouging. Today's announcement turns that narrative on its head, shifts power back into the hands of patients, and demonstrates the disruptive force of CIVICA in the pharmaceutical industry. The Gary and Mary West Foundation is committed to developing and supporting innovative solutions to combat the high cost of prescription drugs in America that harm seniors and patients of all ages, and we are proud to have CIVICA as a strong partner in these efforts."

**SHELLEY LYFORD, CEO AND CHAIR**



"The current high-priced environment for insulin has resulted in some people being forced to ration the insulin they need. Long-term complications include heart disease, kidney damage, blindness, and more. But well-controlled diabetes reduces the incidence of heart attack, stroke, heart failure, amputation, and renal failure needing dialysis. This game-changing move by Civica will produce a tremendous health benefit for the millions of individuals who have the disease."

**MARC HARRISON, MD, CEO AND PRESIDENT**



"The Civica Insulin Development Project is a tremendous step forward to make insulin accessible for all, regardless of insurance status, and address a national crisis. JDRF is firm in its stance that people with insulin-dependent diabetes should not have to choose between food and shelter or life-saving medicine because of its cost. This project will make a real difference for millions of Americans, including those living with T1D, and we are proud to support it."

**AARON KOWALSKI, PH. D., CEO**



"Affordable access to high-quality medication is critical to ensuring the health of all people and is often unattainable to those who need it most. At Kaiser Permanente, our strong focus on providing excellent pharmaceutical care keeps costs down and helps improve outcomes for our members, and we continue to advocate for lower prescription drug prices and support new solutions that improve the overall prescription drug marketplace. Our partnership with CivicaRx is another example of our commitment and we are pleased with this latest action to provide insulin at prices diabetic patients can afford."

**GREG A. ADAMS, CHAIR AND CEO**



# What Civica's Partners are Saying

"Far too often, life-saving medications like insulin are unaffordable or unavailable, tragically burdening millions of Americans. Civica's transformative effort will help ensure that patients can get the medicine they need, while also improving the performance and sustainability of our nation's healthcare system."

**MICHAEL A. PETERSON, CEO**



"Providence believes that health is a human right, and we're committed to ensuring everyone has an opportunity to achieve health. For under- and uninsured people with diabetes, insulin is simply too expensive, which is why we are committed to our work with Civica to ensure we can get affordable prescription drugs to those who need them most."

**DR. ROD HOCHMAN, PRESIDENT AND CEO**



"Insulin is a human right and a daily necessity for people with Type 1 diabetes (T1D). Without it they will die. We have an obligation to ensure that all who need insulin can afford it. We are proud to join CIVICA and other like-minded groups as we all put patients over profit."

**DAVID PANZIRER, TRUSTEE**



"For far too long, people with diabetes and their families have been forced to ration or skip entirely insulin required to stay healthy and alive due to the inflated cost of this life sustaining drug. Transcarent, which is focused on making health and care more affordable for everyone, is proud to support Civica's plans to sell its insulins at a single, transparent price, which is based on the actual production cost and not inflated due to rebates and artificial price increases by intermediaries focused exclusively on profits. This is exactly what health consumers, that's all of us and our families, and Transcarent's self-insured employer clients who pay for health and care have wanted for many years. I'm proud to be a part of making this dream of affordable insulin for all a reality."

**GLEN TULLMAN, CEO AT TRANSCARENT,  
GLEN TULLMAN FAMILY FOUNDATION FOUNDER**

**Transcarent | Glen Tullman  
Family Foundation**

"Today's announcement shows us what is possible when we work together. Providing insulin at an affordable price will undoubtedly improve the health and lives of countless people, particularly those who are most vulnerable in our communities. Trinity Health believes that every person deserves access to affordable healthcare and medications, and we are proud to partner with Civica Rx to lead this effort."

**LOU FIERENS, EXECUTIVE VICE PRESIDENT,  
ADMINISTRATIVE SERVICES AT TRINITY  
HEALTH, CIVICA RX BOARD MEMBER AND CIVICA  
FOUNDATION BOARD CHAIR**

