

# Our Approach to Affordability

## Background

Global healthcare demand and spending are rising, largely because innovation in medicine and public health is increasing longevity. The biopharma industry continues to develop life-changing medicines, resulting in an ever-growing number of new, transformative, and often higher-cost therapies that can improve and extend productive life. Generic, biosimilar, and other lower-priced medicines help constrain costs but do not entirely alleviate financial concerns. Furthermore, most health systems are not equipped to account for gains from new medicines, such as reductions in other healthcare costs, greater worker productivity, or increased lifespan. In this context, there has been growing concern about patient affordability, healthcare system sustainability and the ability to finance the rising demand for healthcare and cost of medicine.

## BeiGene's Position

Even with great science, medicines can only help people if they are available affordably. As a biotechnology company, BeiGene recognizes that the cost of innovative medicines—particularly specialized treatments such as those for cancer—is a key concern for patients, healthcare providers, and governments. At BeiGene, both affordability and accessibility are central to our vision to transform the biotechnology industry and provide life-changing medicines to many more patients around the world. This is a core value of our **"patients first"** approach—to medicine development, pricing, health system contracting, and patient support programs.

At BeiGene, we adopt a **global view on affordability** and recognize that the context for affordability differs between regions and countries. Our global approach considers the differing levels of income and the economic stresses on patients and healthcare systems, as well as the value of our therapies. When determining the price of our medicines in a particular country, we consider the health system's financing and the value that our therapies bring to a broad range of people (patients, payers, and society). In this way, BeiGene strives to make its medicines more affordable in both higher- and lower-income countries and supports its mission to develop life-changing treatments. **Our strong commitment to affordability is reflected in our ambition to provide wide and rapid accessibility of our medicines**, particularly in lower-income countries.

### How BeiGene supports affordability

We endeavor to develop and bring to market medicines that can improve people's lives and help them contribute to a stronger economy through increased health. We aim to achieve this through an efficient approach to clinical development, and consideration of each country's and its individuals' income in drug pricing and access. This supports our goal of bringing innovative therapies, where there continues to be a need, in a more affordable way for patients and health systems globally. Specifically, we realize this through the following:

**Cost of care:** We work to bring medicines to health systems around the world that can offer measurable and significant value through better health for individuals. We aim to maintain the overall cost of care when we develop new medicines, by improving well-

being, reducing the use of expensive services such as hospitals, extending productive life, and adopting a pricing approach that considers the context of the cost of care in each health system.

**Commitment to faster and widespread access:** We aim to ensure that price will not be a barrier to access and strive to work closely with health systems globally, to sustainably provide access to the medications patients need. We are committed to finding innovative ways to accelerate access to our high-value treatments for patients around the world.

**Clinical trial efficiency:** We embrace a global approach to conducting clinical trials, which leverages our world-class network of physicians and academic partners. We strive to conduct development faster and more efficiently while achieving the highest standards of quality. This enables us to rapidly enroll diverse patient populations across our broad development programs.

**Patient support programs:** We endeavor to make our medicines available to people who cannot get them affordably through their local health systems. We do this in a variety of ways, including through patient assistance programs such as our North American program, myBeiGene, which offers low- or no-cost medicines to patients who have no other coverage, and through our European expanded access programs, which provide patients with access to our life-changing medicines at no cost.

**Partnerships:** We are committed to driving faster scientific progress and ensuring that the delivery and development of life-changing medicines is not isolated in silos. To do this, we actively pursue diverse partnerships with academia, community oncology, biotech, and pharmaceutical companies around the world, to accelerate the discovery and development of innovative products and provide patients with faster access to medicines. One example of this commitment is seen in our collaboration with Novartis, which will expand our distribution capabilities in North America, Europe and Japan, so that our products will be more widely available to patients around the world.

### The role of health system stakeholders

At BeiGene, we understand that the affordability challenges facing patients and healthcare systems differ across countries. We are committed to working with a broad range of stakeholders (governments, payers, physicians, and patient groups) to advance local access to our medicines based on each country's specific socio-economic context, as well as to educate stakeholders on our access and affordability aims. These engagements can be used to identify country-specific ways to make our innovative therapies more accessible and affordable to patients globally.