

CASE STUDY: Competition in the Hepatitis C Market

"Competitive market forces and hard-nosed bargaining make 'tremendously effective' new hepatitis C medicines not just more accessible to ailing patients - but also offer good value to the U.S. health care system."

The New York Times Editorial Board (Sept. 2015)

22% Average Rebate
for 2014



46% Average Rebate
for 2015



Sources: E. Wasserman. "Gilead Zooms Past AbbVie in Hep C Race With UnitedHealth Deal." FiercePharma. January 29, 2015; A. Fein. "What Gilead's Big Hepatitis C Discounts Mean for Biosimilar Pricing." Drug Channels. February 5, 2015.