

# Reforming Greece's Pharmaceutical Policy: Industry Perspective

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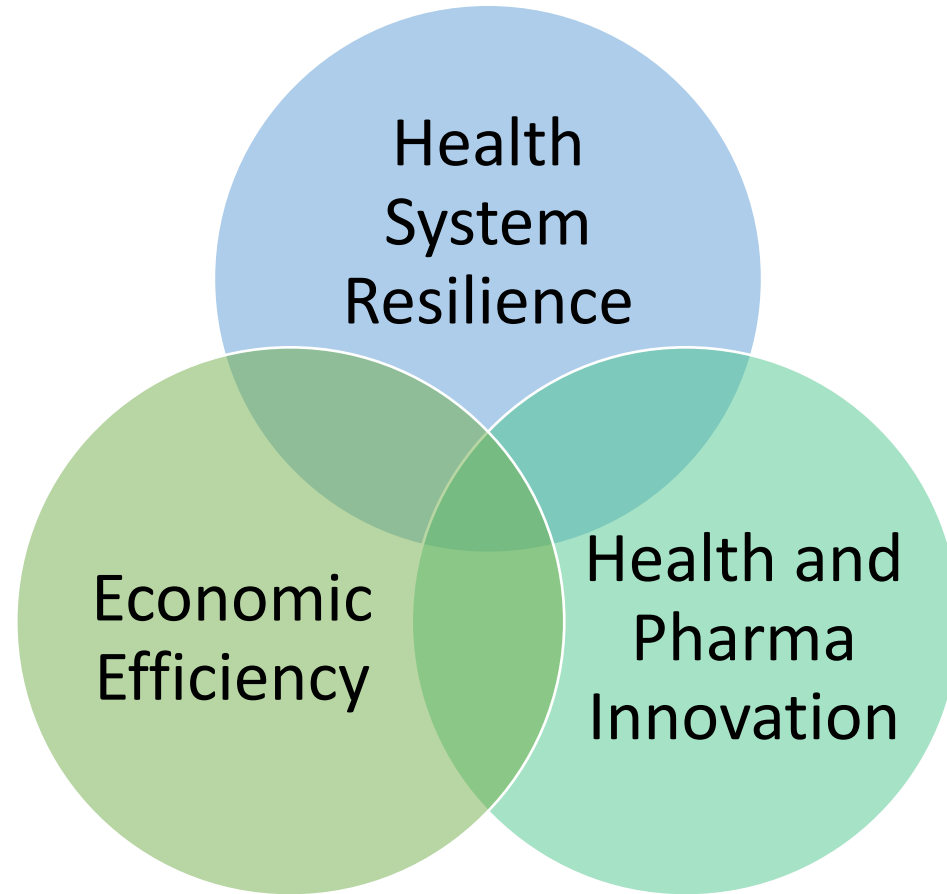
President Pharma Innovation Forum

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- *HTA conference, April 29<sup>th</sup> 2022*

## Main health system challenges post-COVID



# The main health system challenges post - Covid

## Focus on Public Health and Prevention

- Disease priorities (i.e. Cancer, Mental Health, CV etc.)
- Vaccination and Screening
- Building an effective public health system
- Improve primary health care and health equity

## Improving Efficiency

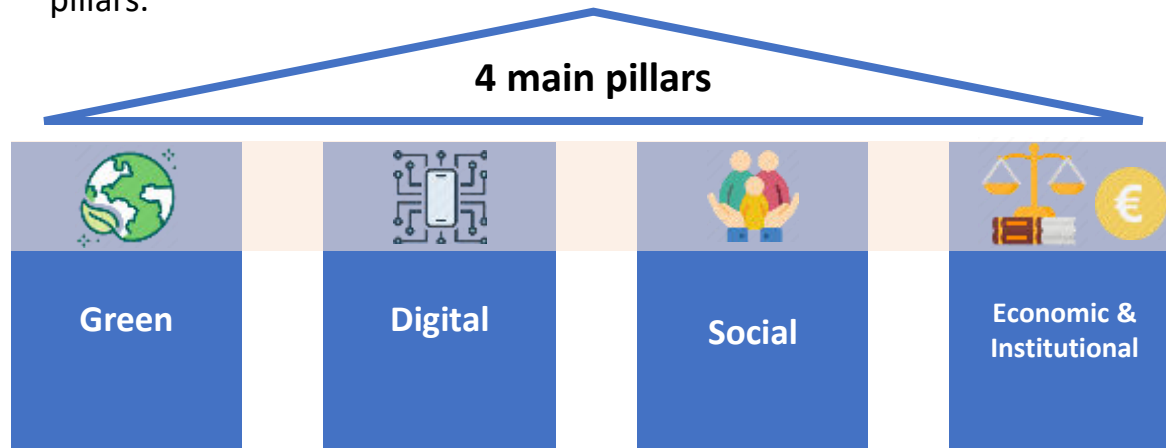
- Utilizing the wealth of data available
- Full health care digitalization
- Investing in RWE
- Managing hospital inefficiencies
- Abolishing pharma market distortions

## Incorporate innovation in health and pharmaceutical care

- Introducing new health and pharma innovations (precision medicine, gene therapies, diagnostic and curative therapies etc)
- Innovate in health system management, quality improvement, patient experience
- Focus on value

# RRF initiatives will be a great opportunity for the country to reduce clawback and shape a post-crisis strategy

- The EU Commission approved the National Resilience and Recovery fund (RRF) of € 30.5 billion for the implementation of 58 reforms in 4 main pillars.



- The "Greece 2.0" plan, in alignment with the EU objectives aims at the recovery of the Greek economy after an extended period of crisis with tough fiscal measures.

There is a need for new investments and reforms in the healthcare system, including:

- ✓ **Gradual reduction of clawback** and offsetting with clinical, R&D or investment costs
- ✓ Reform of primary healthcare system, with higher quality of healthcare services
- ✓ Digital transformation of health
- ✓ NHS hospital infrastructure upgrade/transformation
- ✓ Implementation of the national public health prevention program "Spyros Doxiadis"
- ✓ Reform in mental health services
- ✓

RRF's goal of clawback reduction (vs 2020 level)

-50 mil.€

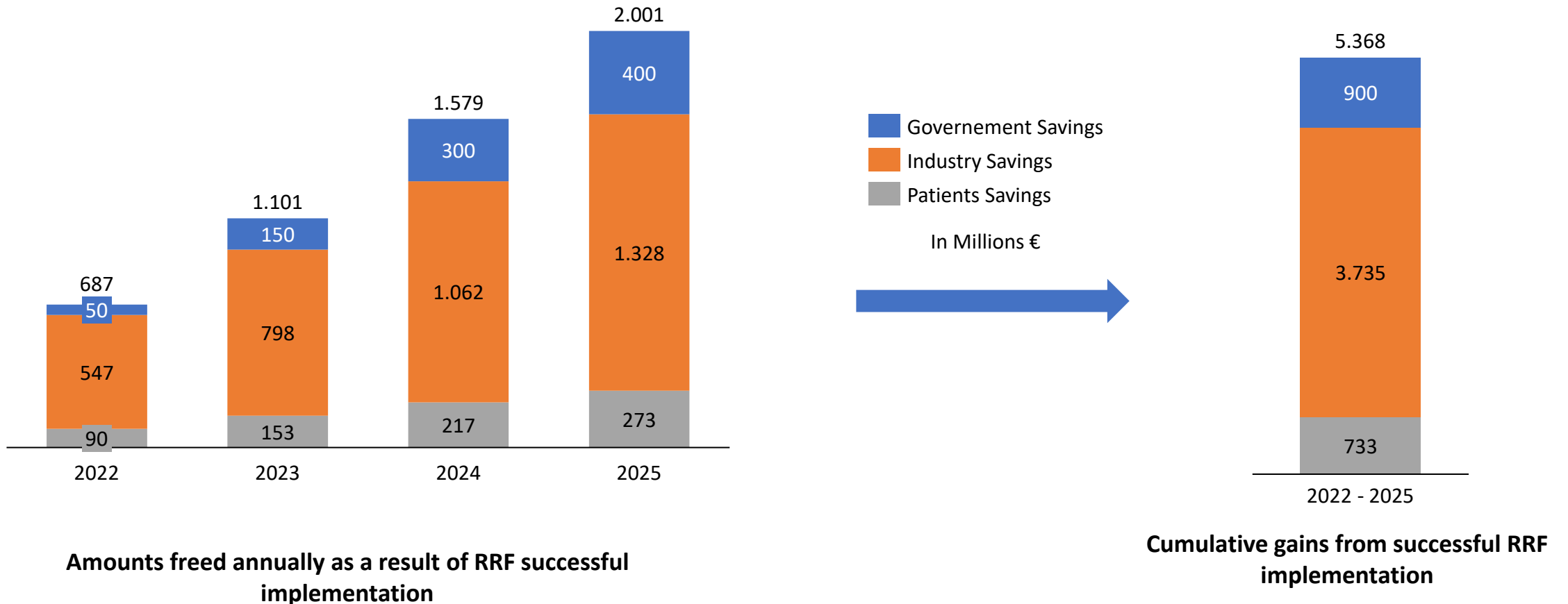
-150 mil.€

-300 mil.€

-400 mil.€

# Who will benefit if we achieve RRF targets?

RRF success could save up to €900m in government financing, that is about 0,2-0,4% of GDP annual reduction in government deficit, €3,7bn for the industry and €733m from patient contributions allowing >€5b to be invested to health development, economic growth and higher employment



# The policy dilemma:

One shot reallocation strategies which do not affect actual spending and does not actually reduce austerities

A national mutually agreed mid-term strategy leading to spending / austerities reduction and fiscal improvement

# PIF has created a for a roadmap to a sustainable and high-quality pharma care



Stable and predictable pricing & reimbursement system



Transparent & efficient HTA system and processes



Empowerment of clinical and biomedical research & fund for innovation



Transparency & Monitoring in prescribing and clinical protocols / registries implementation



Sustainable & predictable financing of pharma care minimizing fiscal risks

# What should we do to improve HTA / negotiations?

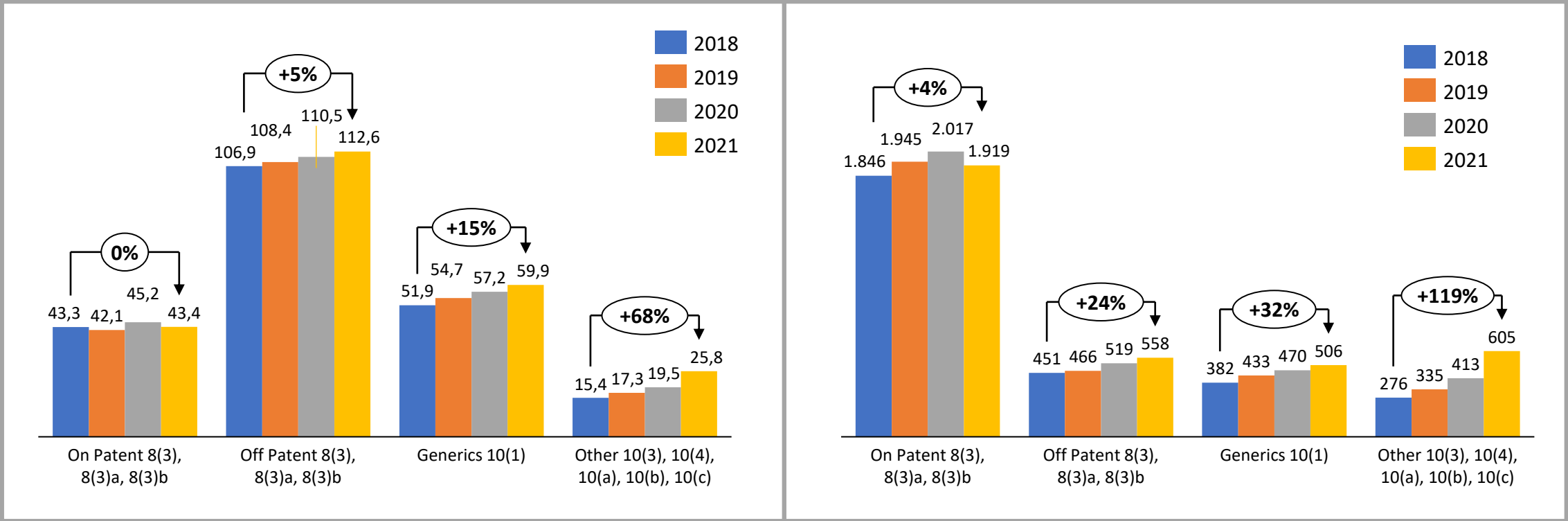
- ✓ **Focus on therapeutic value and need and not on price alone.** Link HTA assessment / value with negotiations framework
- ✓ Allow for faster processes regarding file submission (external criteria, price precondition etc.)
- ✓ **Improve access to RWE and actual utilization data** both for negotiation committee and industry
- ✓ Introduce horizon scanning for more efficient planning
- ✓ Linking new products to class negotiations delay assessment and negotiation timetables without any real financial benefit for the system
- ✓ Improve capabilities and support to committees in order to support MEAs and innovative contracting options
- ✓ Manage to collect hospital discounts
- ✓ **Manage hospital budget targets and especially EOPYY 1A where the cap is totally unrealistic**
- ✓ Monitor EU developments as EU legislation is significantly impacting national assessment mechanisms



# On patent products contribute less to spending growth than off patents, GXs and other classes of products

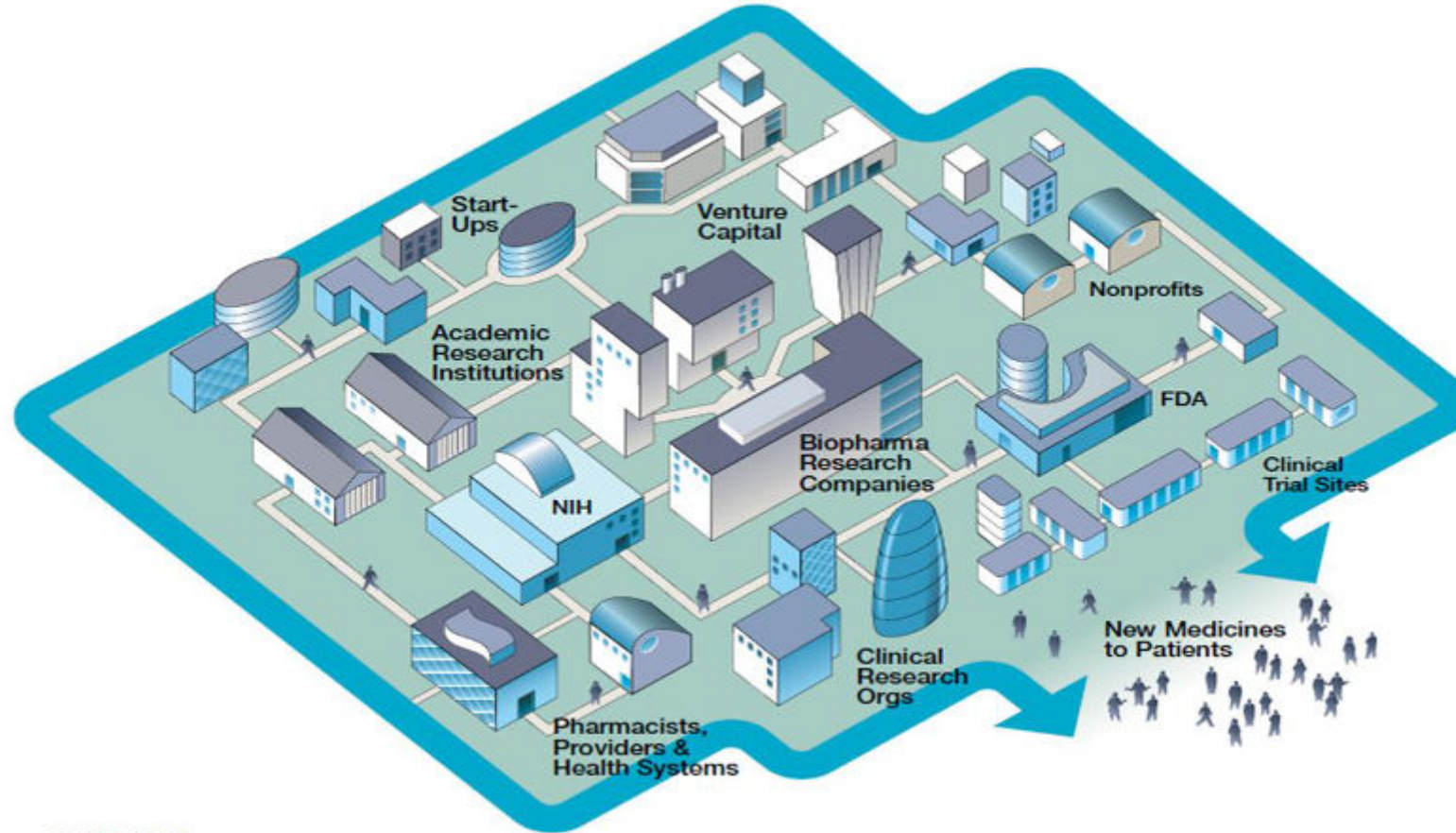
**Units (million)**

**Reimbursed Sales (million €)**



# Our health care system should embrace and innovation ecosystem to improve efficiency and financial health

Innovative Biopharmaceutical Companies Sit at the Heart of a Dynamic R&D Ecosystem in the U.S.



SOURCE: PHARMA 2014

Thank  
you

