



# Navigating the Access pathways in the Greek Healthcare system

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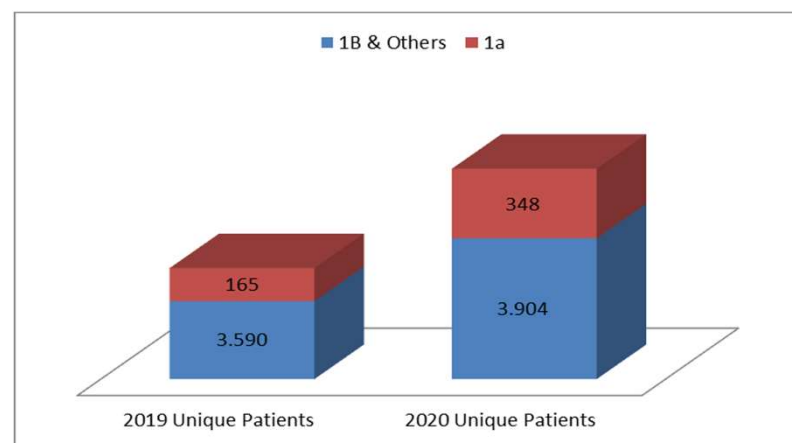
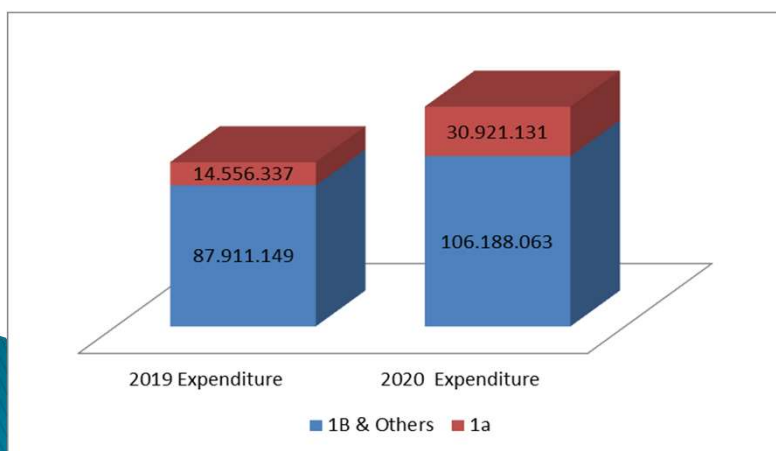
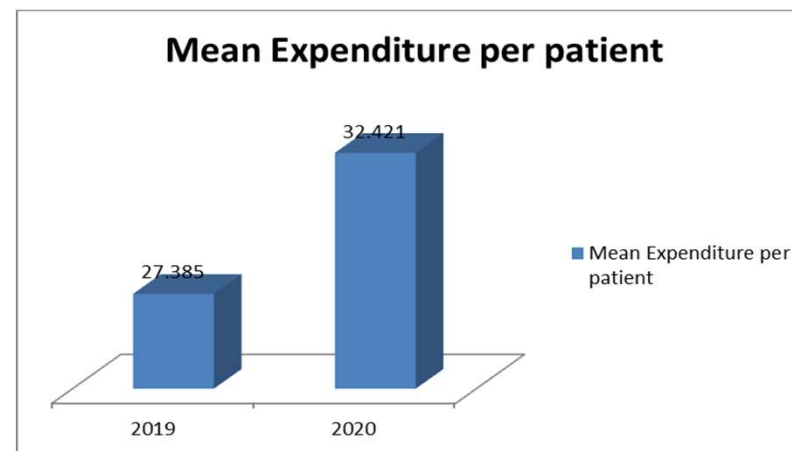
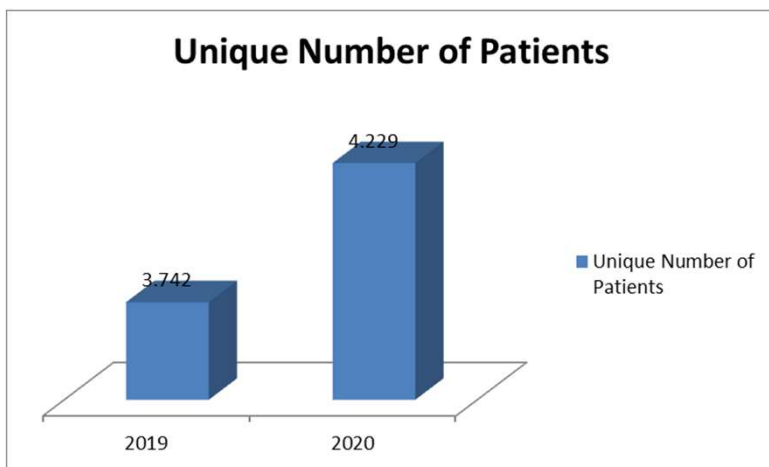
# Disclosure

- ▶ The views and opinions referred in the present presentation are those of the speaker and do not necessarily reflect the position or the policy of the organization.
- ▶ No conflicts of interest to declare



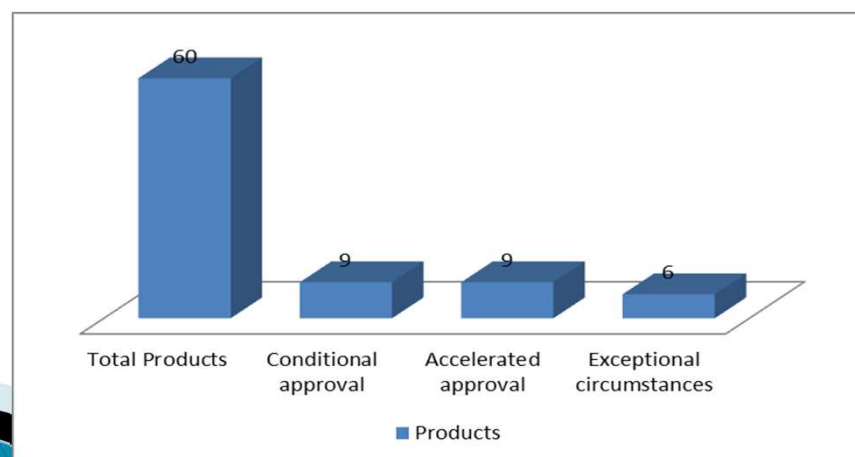
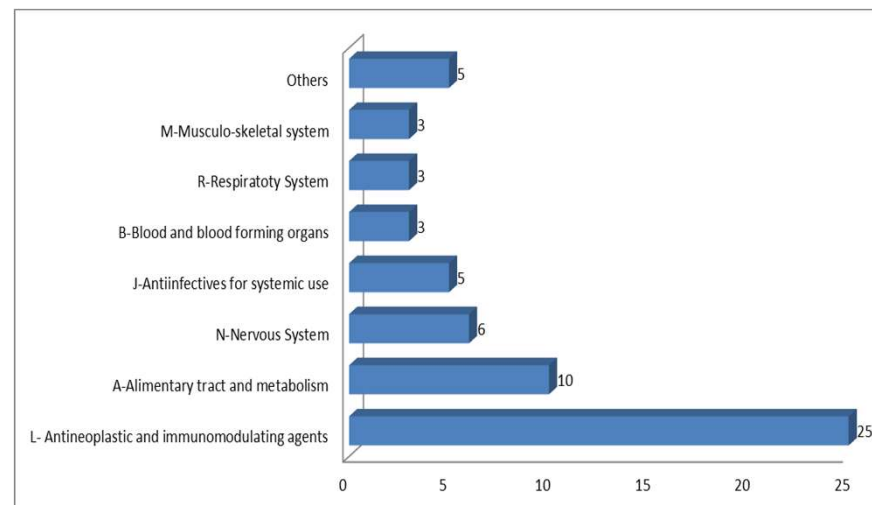
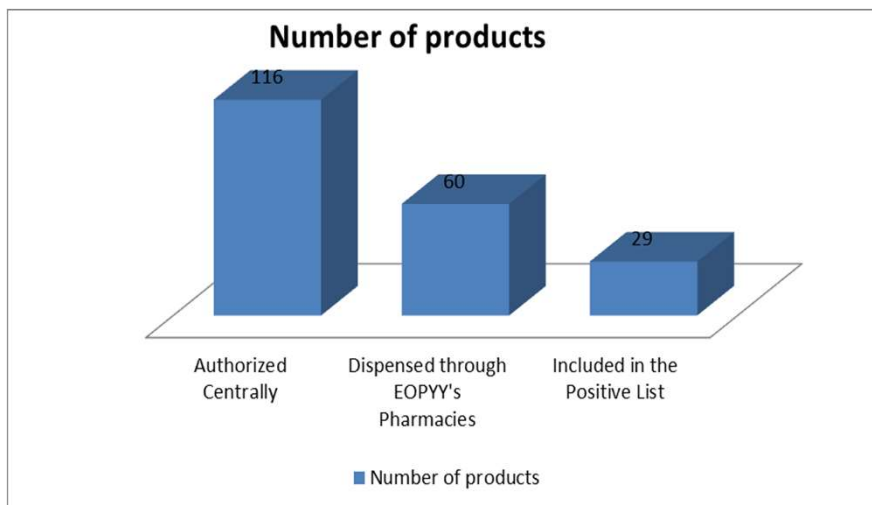
# Current environment

## ► EOPYU's pharmacies data 2020



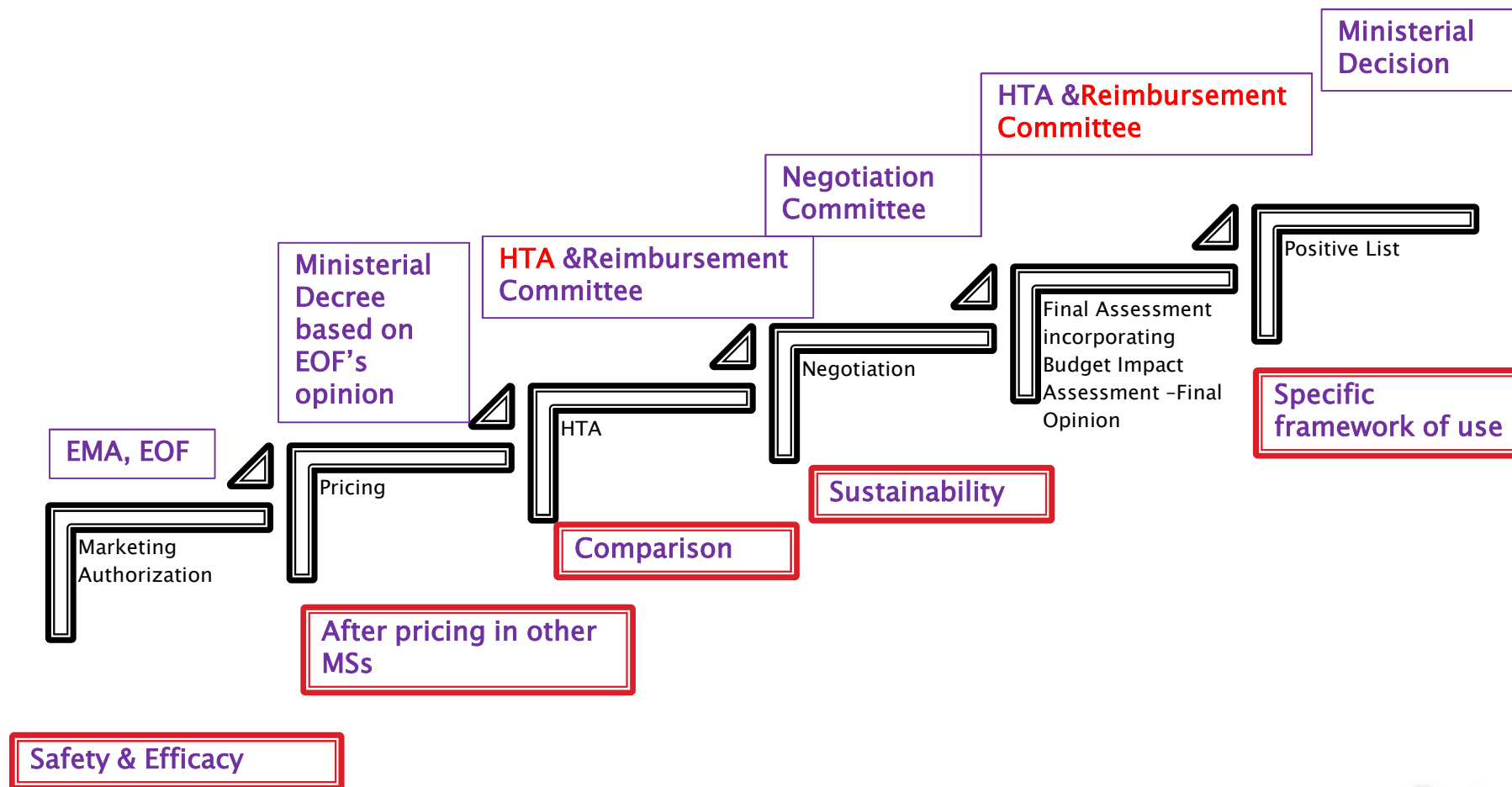
# Current environment

## ▶ EOPYY's pharmacies data 2020





# Roadmap to access- Positive List





# Roadmap to access- Marketing Authorization

- ▶ Favorable Risk–Benefit ratio
- ▶ Establishment of the Risk Management Plan
- ▶ Post–authorization obligations on clinical studies

Day 0 (Application Submission)

Day 210 (CHMP Decision)

Day 277 (Commission Decision)





# Roadmap to access- Pricing

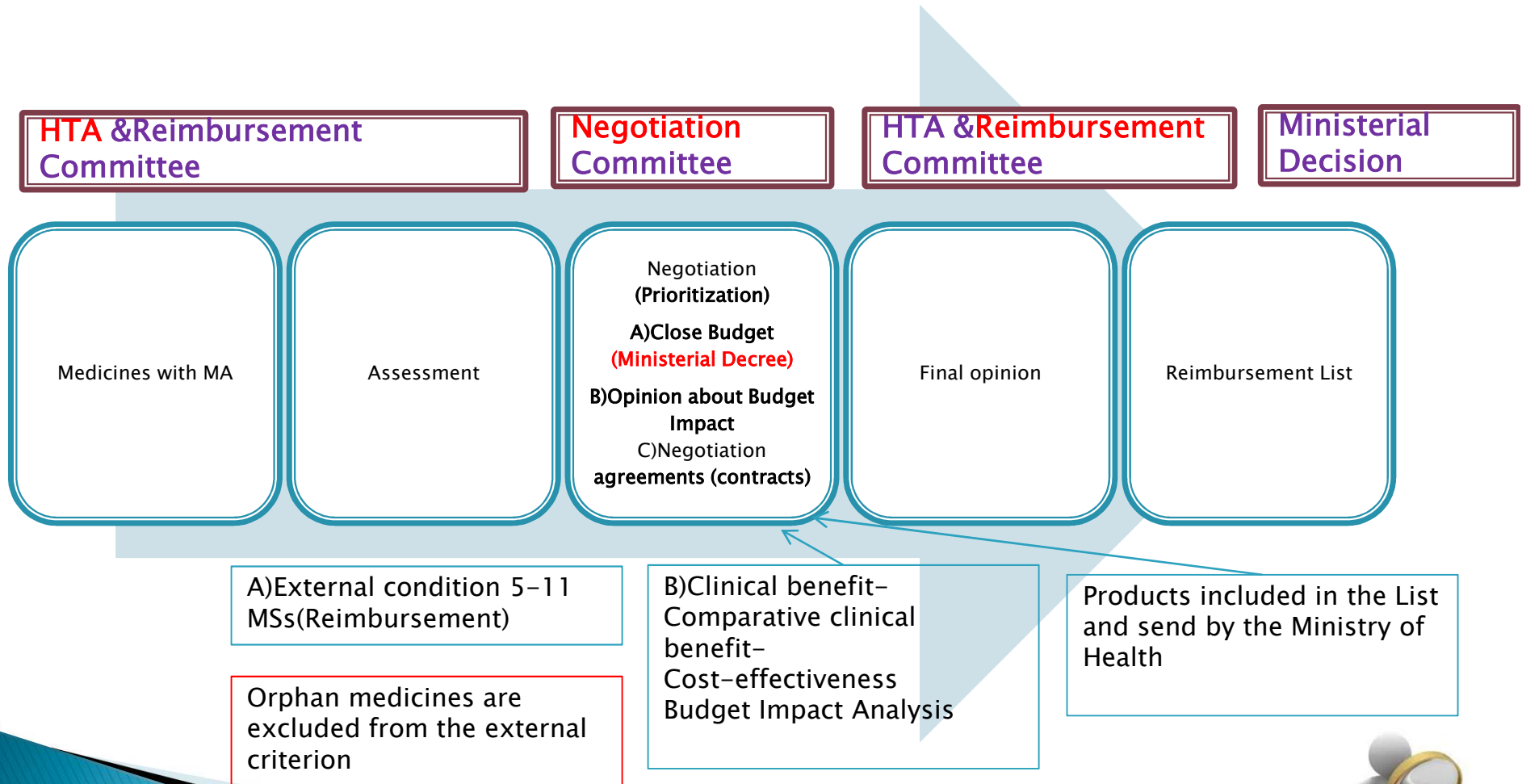
- ▶ System based on external reference pricing (ERP)

Medicines categories	Main rule for pricing
Reference Products: –On patent/Off patent  Unprotected market: –Hybrid/Biosimilars/Well established use –Generics	Based on <b>average</b> the 2 lowest Eurozone prices, but should have at least price in 3 countries          65% of the off-patent product
–Locally produced	Based on cost (higher price from respective products is not allowed)
–Orphan medicinal products	Based on average the 2 lowest Eurozone prices, but should have at least price in <b>2</b> countries





# Roadmap to access– Health Technology Assessment and Negotiation roadmap





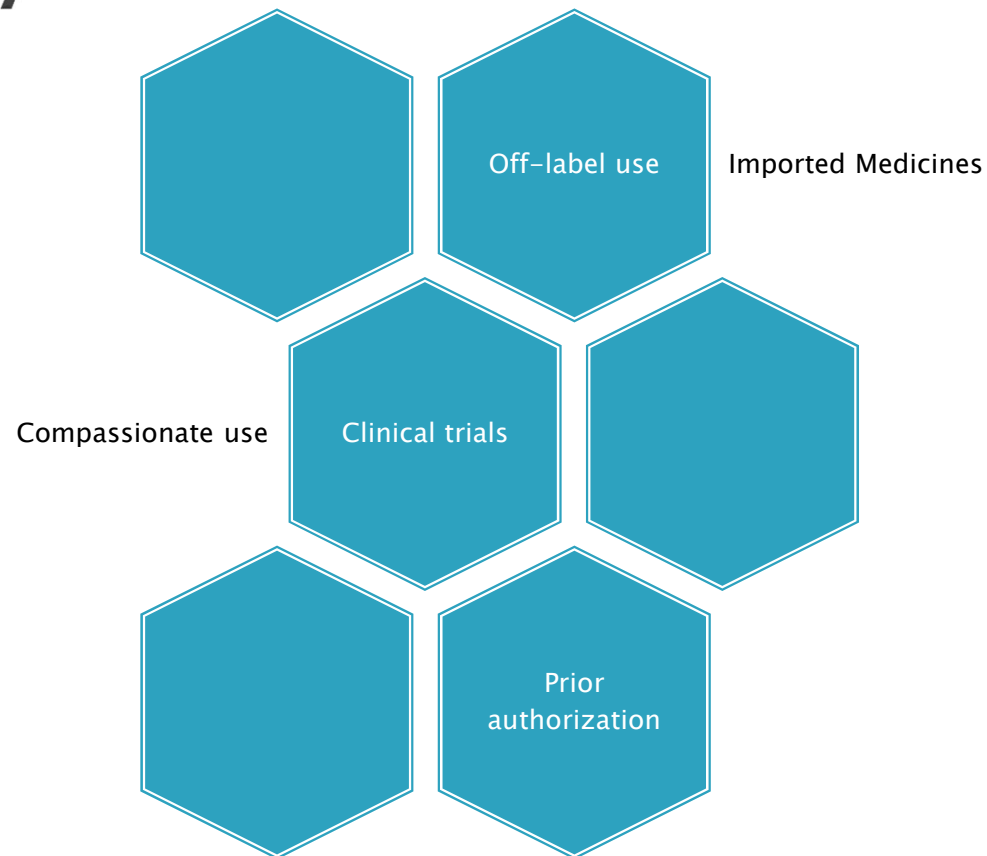
## Roadmap to access– Types of agreements

- ▶ The Negotiation Committee can use the following types of agreements





# Roadmap to access – Other ways





# Finally

- ▶ Access requires collaboration

Because...

- ▶ “Talent wins games, but teamwork and intelligence wins championships.” (Michael Jordan)



- ▶ Thank you very much for your attention!

