

Mr. Andreas Lykourantzou
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10187 Athinaion
Athens – Greece

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Mr. Marios Salmas
Deputy Minister of Health
Aristotelous 17-19
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Dear Honorable Ministers,

I refer to my letter of October 19. After last week's parliamentary decisions and this week's Eurogroup meeting, I trust the situation has become more clear, and that we can now discuss entering a multi-annual framework agreement. Waiting to hear from you about the next step in this process, I would like to share the views of EFPIA on the intended INN-prescribing

Mandatory prescribing by INN is a public policy that has been used in the past by other governments to seek price competition in the off-patent sector. In recent years other models have been favoured by governments, such as mandatory generic substitution by pharmacies; tenders or administrative price erosion models. Against the background that Greece sets the off-patent prices through price referencing, the introduction of mandatory INN prescribing seems an unnecessary distraction from more needed efforts on rational prescribing, volume control and combating reimbursement fraud. The measures will not generate savings for the government, but will frustrate patients at a time when social cohesion is paramount. In addition, local manufacturers that provide important employment stand to lose more than others.

A framework agreement will guarantee the government's spending targets as agreed with the Troika. It will cover a range of reform measures, including a back-up claw-back mechanism. The introduction of mandatory INN-prescribing is not necessary. I urge you to postpone the implementation until we have had a chance to discuss.

I stand ready to come and visit you in the coming weeks to progress the framework agreement.

Yours sincerely,



Richard Bergström

Copy to:

Mr. Ioannis Tountas, President of EOF
Ms M. Skouroliaou, 1st Vice-President of EOF
Mr. P. Vassilakis, 2nd Vice-President of EOF
Mr. Kostantinos Frouzis, President of SfEE