

Towards a sustainable healthcare and pharmaceutical policy

Kostas Panagoulas
Alternate President

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ΣφΕΕ

ΣΥΝΔΕΣΜΟΣ
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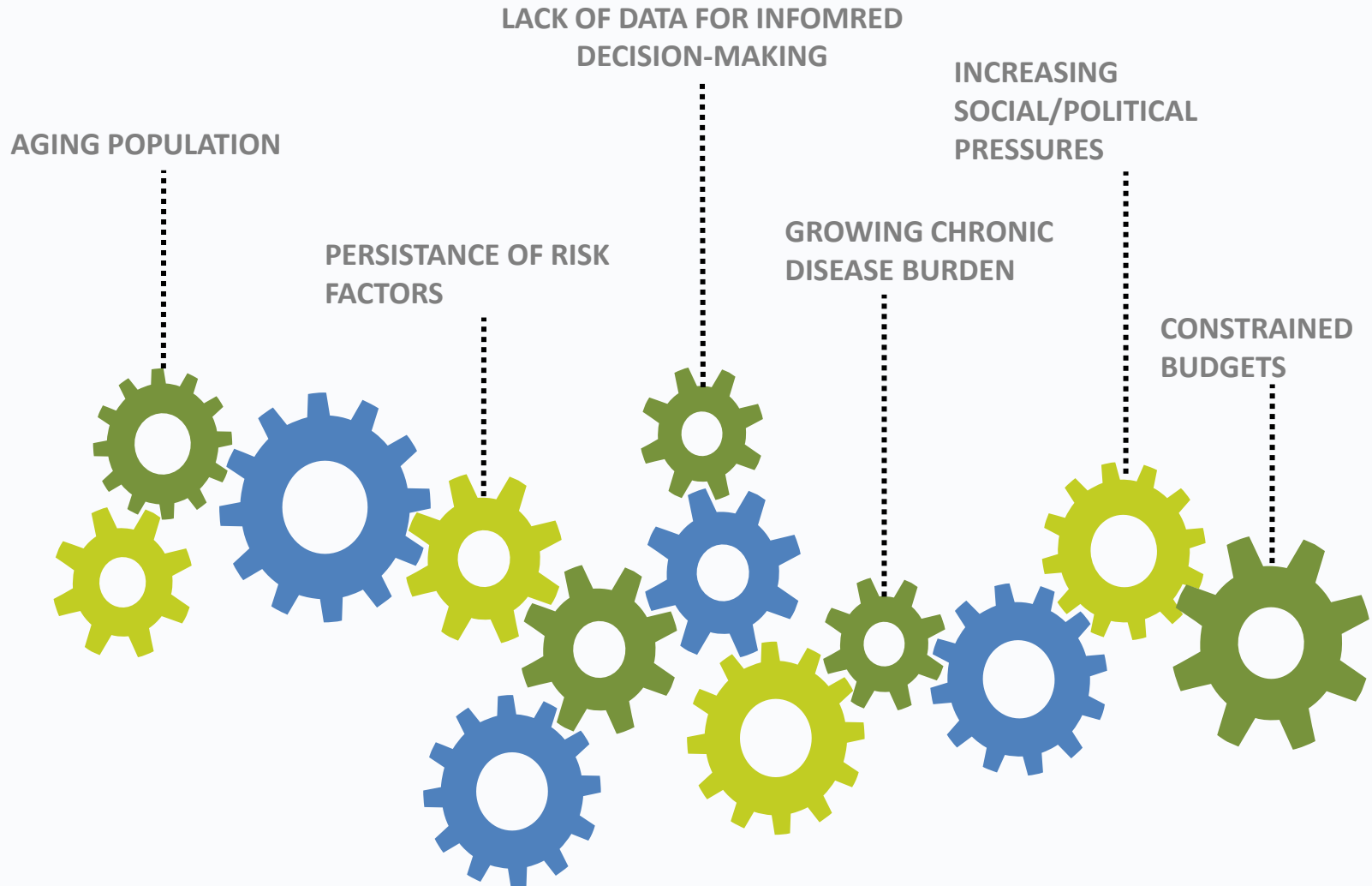
**ΕΠΕΝΔΥΟΥΜΕ
ΣΤΟ ΜΕΓΑΛΥΤΕΡΟ ΕΘΝΙΚΟ
ΚΕΦΑΛΑΙΟ. ΤΗΝ ΥΓΕΙΑ.**



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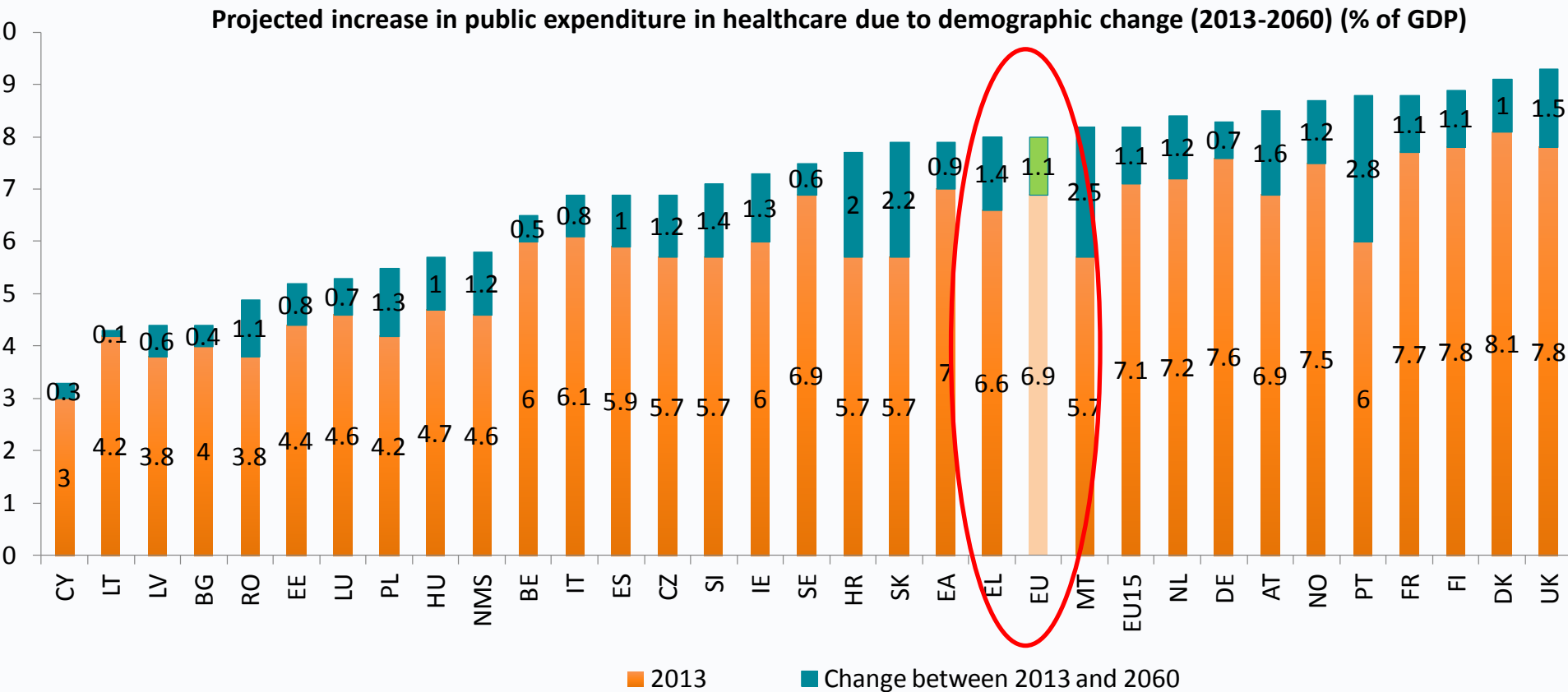
European Healthcare systems face sustainability challenges..

Healthcare systems face significant challenges in Expanding access to healthcare while managing constrained budgets



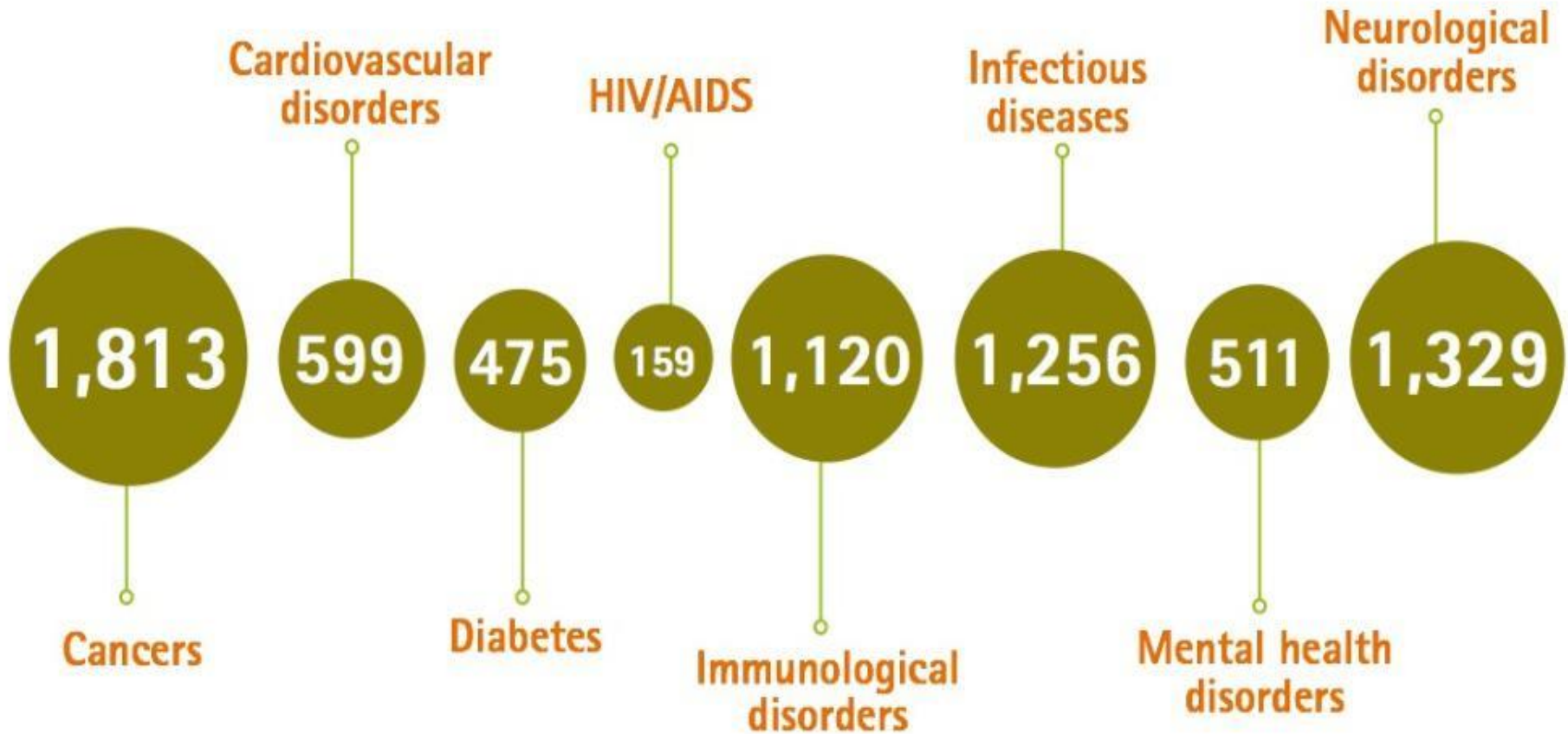
Population ageing creates sustainability challenge for EU health systems

Public expenditure in healthcare and long term healthcare will increase up to 10% of GDP in 2060 only due to demographic change!



Note: For the EU, NMS (new member states) and the EA (euro area) the average are weighted according to GDP.
European Commission (2015). The Aging report.

Medical innovation will play a key role in addressing the challenges faced by patients and healthcare systems



At the same time, significant health gains and savings in other parts of the healthcare systems



1.6-2.1 million

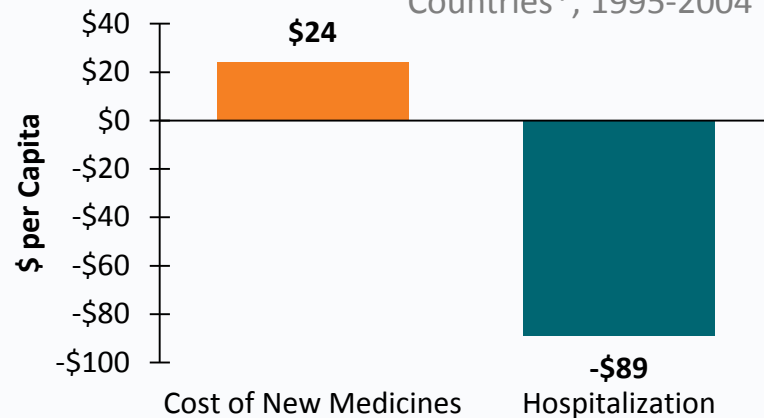
The number of influenza cases averted with the current use of seasonal influenza **vaccination** in Europe.¹

€250-330 million

Total influenza-related costs saved annually from averted GP visits, hospitalizations, and lost days of work as a result of the current use of seasonal influenza vaccination in Europe.¹



New Cardiovascular Medicines Led to Direct Savings on Hospitalizations in 20 OECD Countries*, 1995-2004



Per capita expenditure on cardiovascular hospitalizations would have been **\$89 (70%) higher** in 2004 had new **cardiovascular medicines** not been introduced in the period 1995–2004.²

* Countries included: EU5, Australia, Austria, Belgium, Canada, Czech Republic, Finland, Hungary, Japan, Korea, New Zealand, Norway, Poland, Slovak Republic, Spain, Switzerland, Turkey, USA.

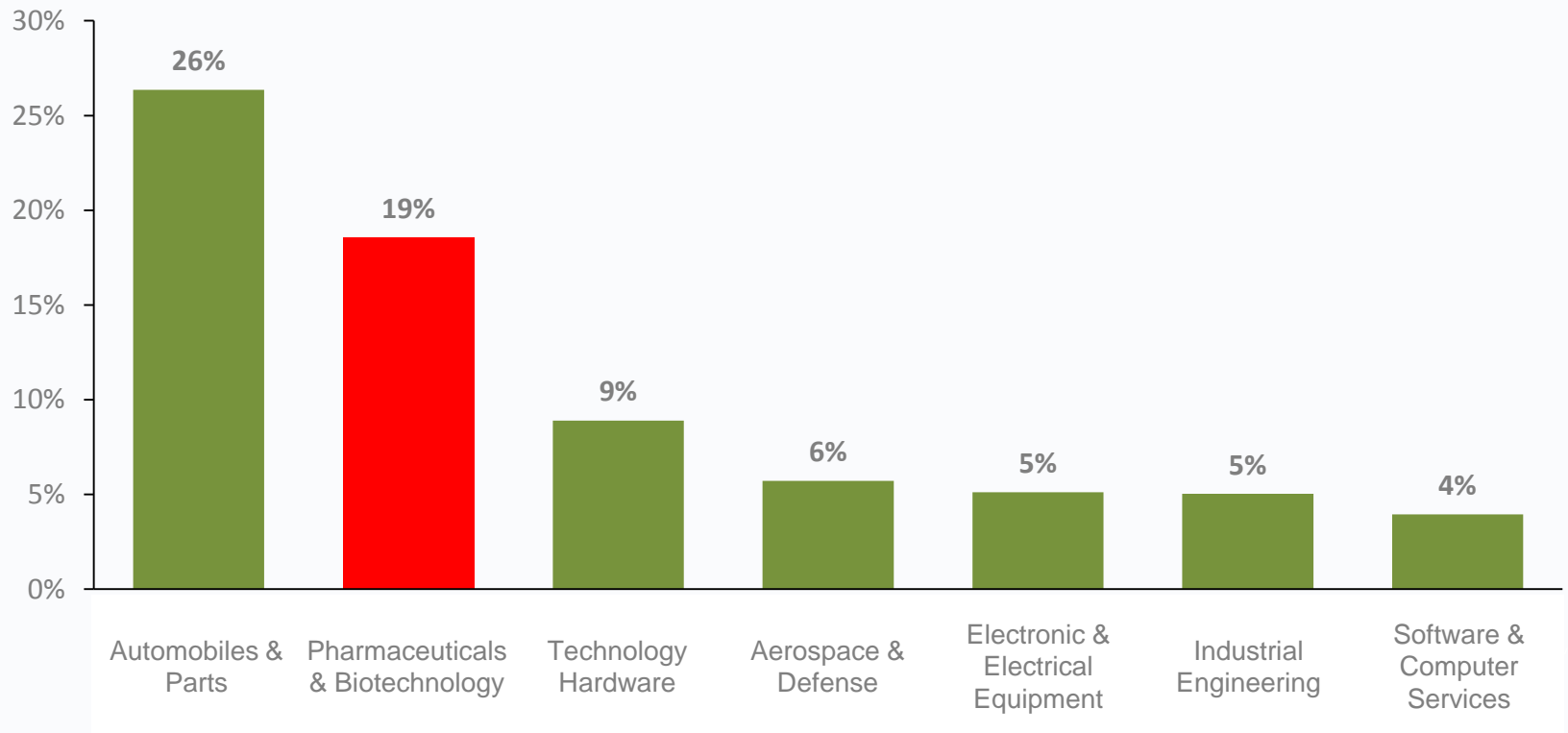
Source: Health Advances analysis; ¹Preaud 2014 Annual public health and economic benefits of seasonal influenza vaccination;

²Lichtenberg 2009 Have newer CV drugs reduced hospitalization in 20 OECD countries Health Econ.

Pharma Industry is a part of the solution..

Pharma Sector is the Second largest funder of R&D in Europe

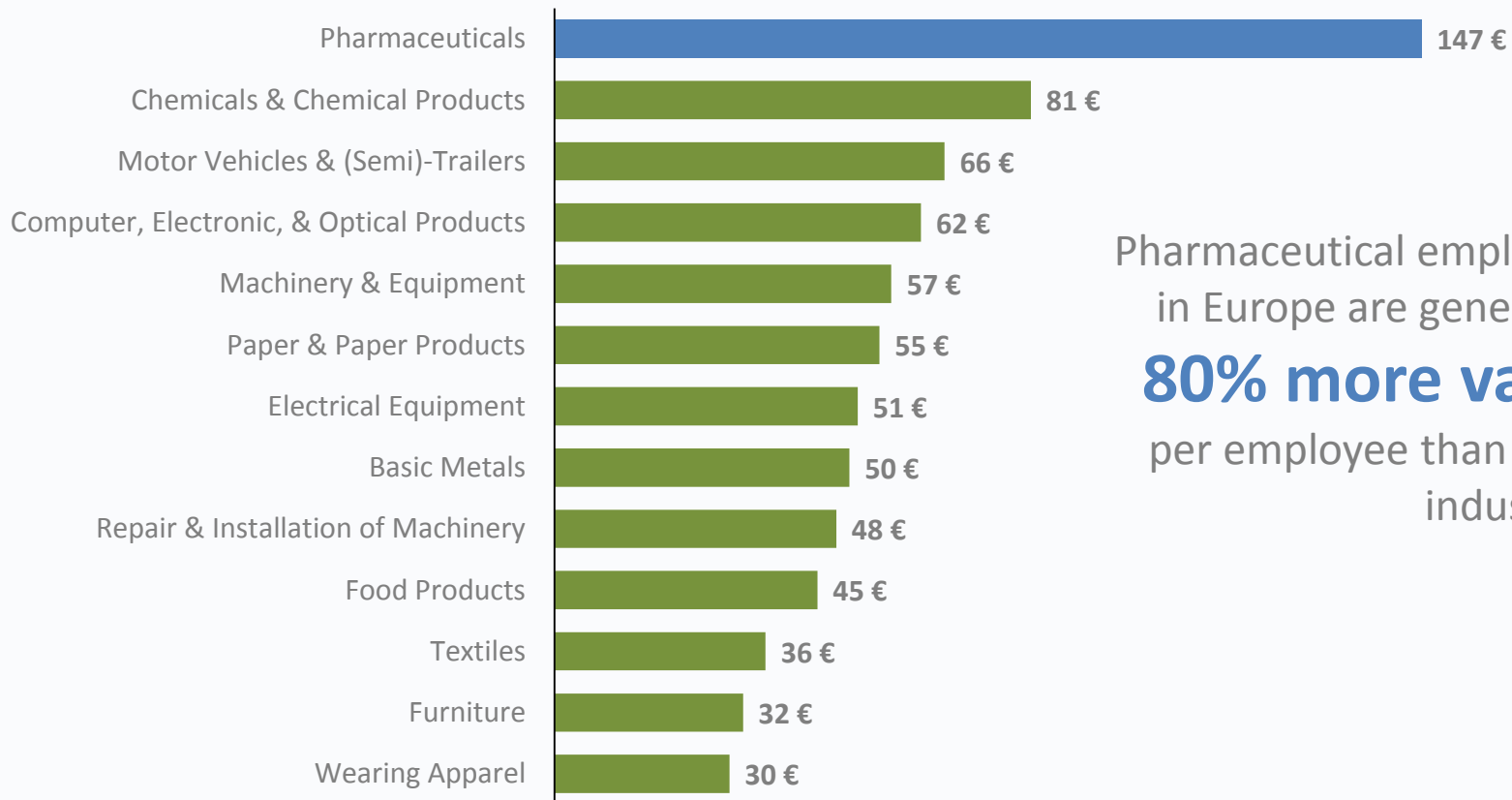
Share of European Business R&D by Industry,
2014*



*The remaining 26% share of business R&D spending is conducted by other industries including chemical sector, the general industrial sector, and the professional, scientific, and technical services sector, among others.

Pharma sector adds the most value to the economy per employee

Gross Value Added per Employee, 2012, 000's Euros



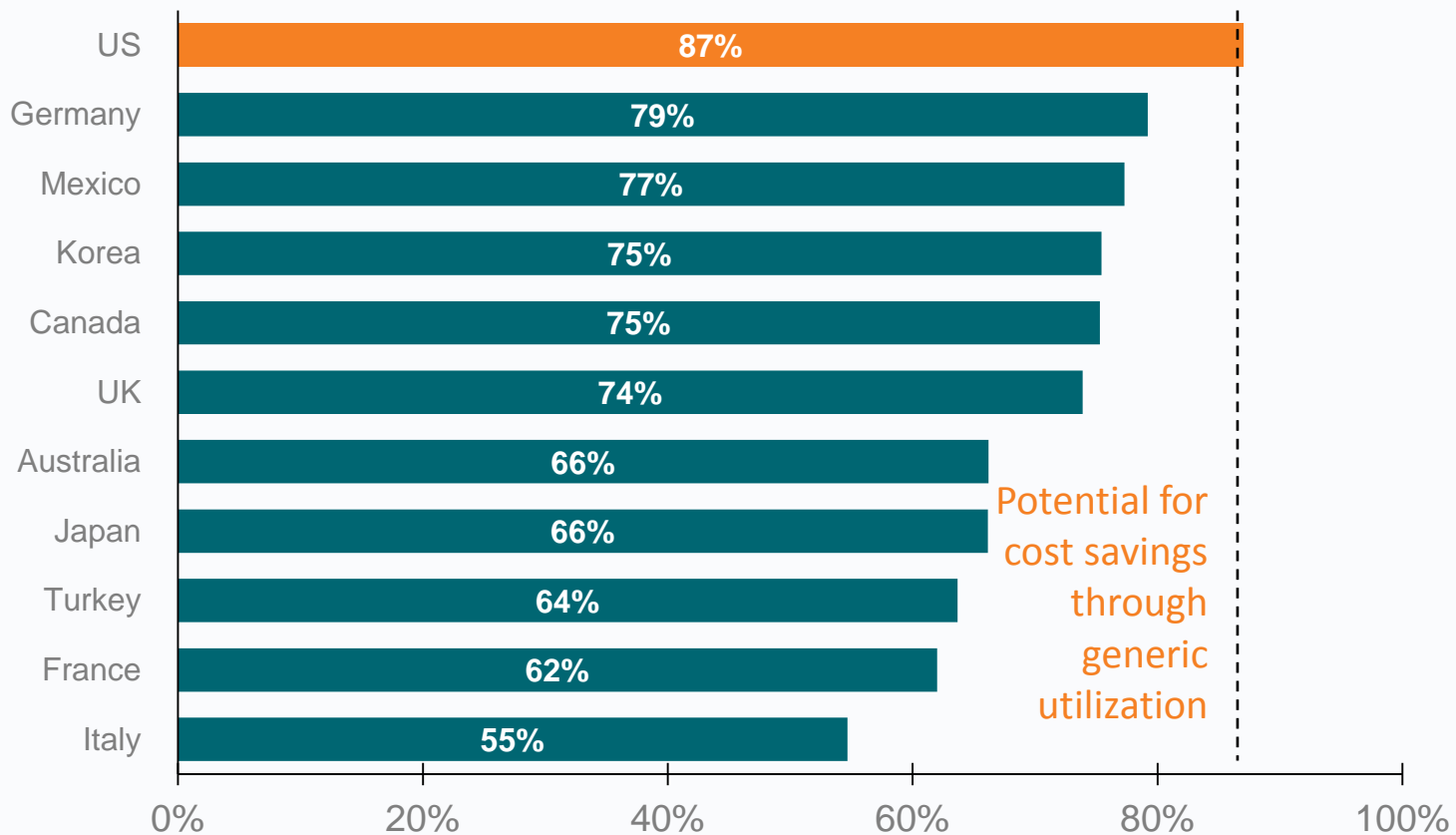
Pharmaceutical employees in Europe are generating **80% more value** per employee than other industries,

Note: Europe is defined here as the EU-28 plus Norway; Gross value added for each industry is defined as the gross income from operating activities per employee.

Source: Health Advances analysis; Eurostat Database (accessed February 2016).

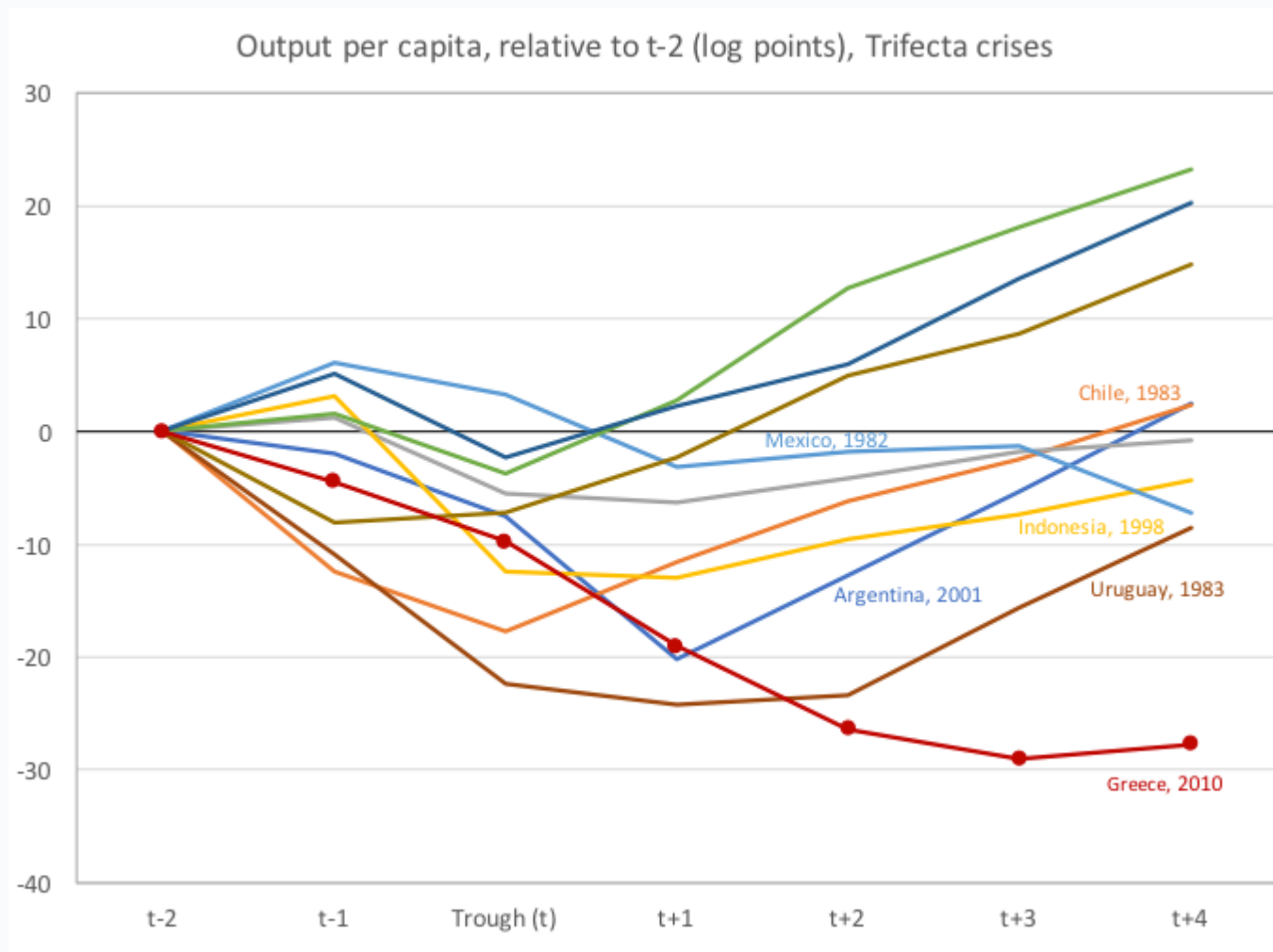
Healthcare systems can utilise savings through the use of generic medicines

Generics Share of the Total Pharmaceutical Market, 2014

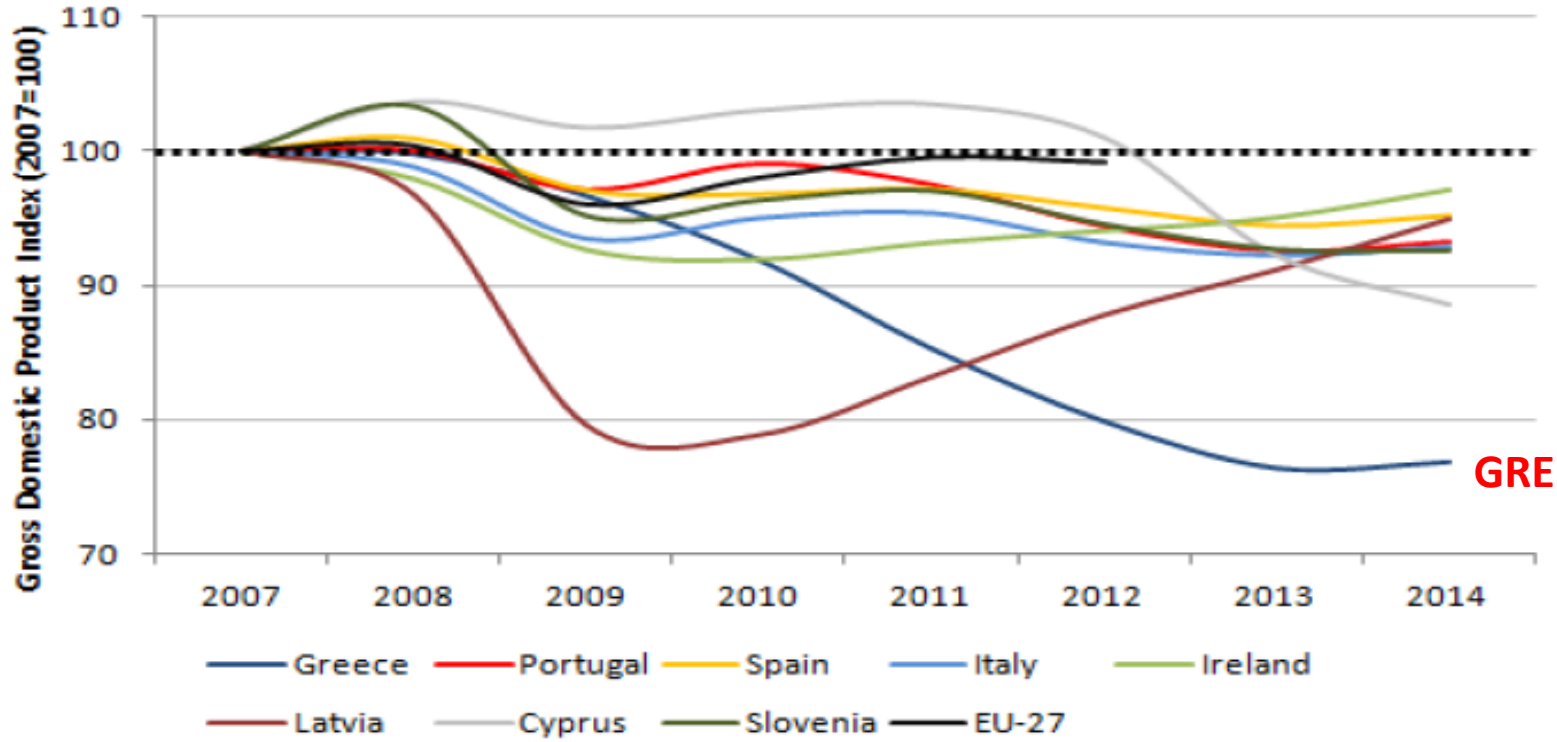


Challenges of the Greek healthcare system...

The Greek crisis is one of the worst crises in history



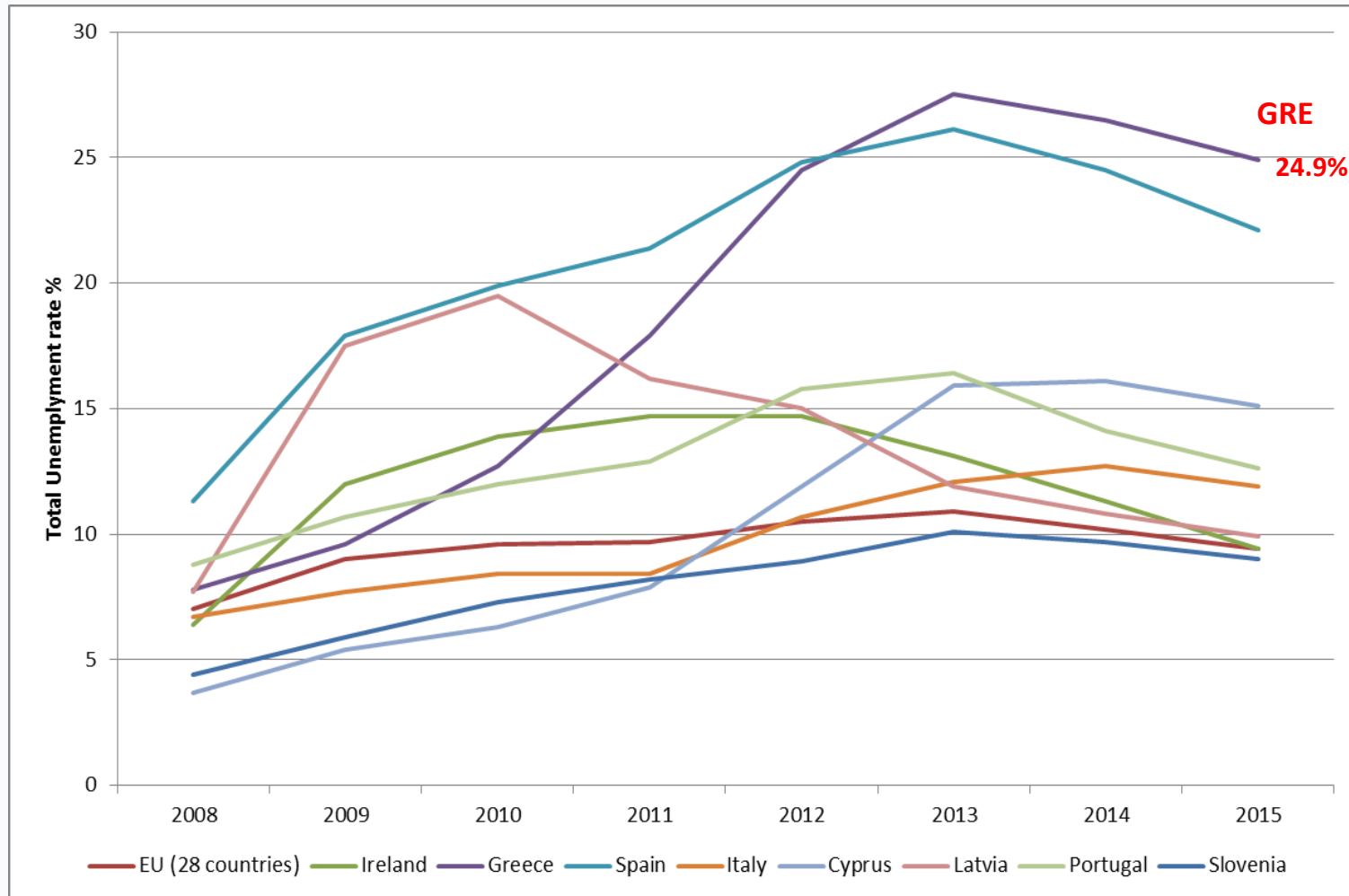
Greece has the greatest decline in her GDP VS other crisis countries



Note: GDP in volume, 2007=100.

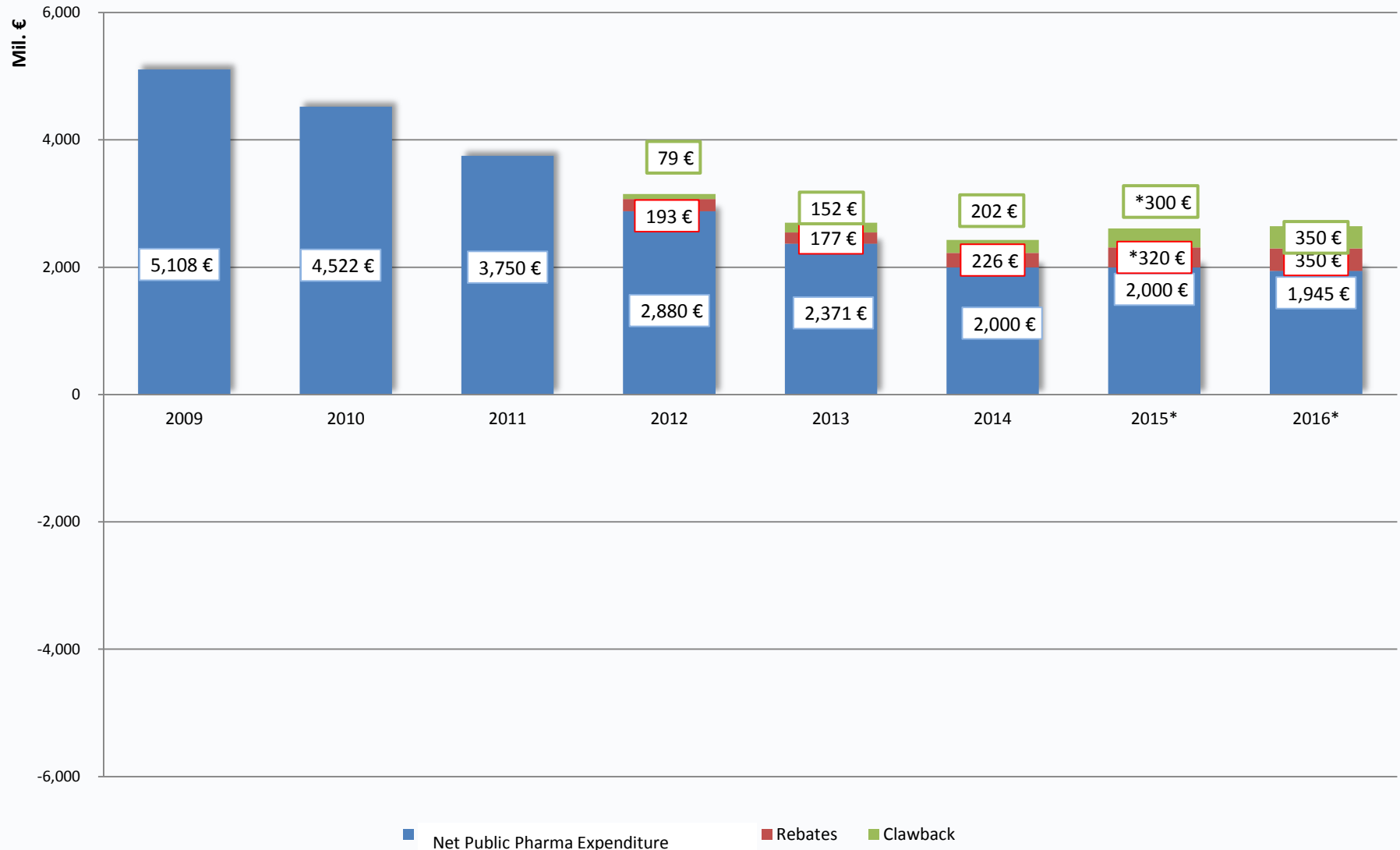
Source: Eurostat, Statistical Database (accessed on 30.10.2013).

Greece has the highest unemployment rates over time



Public Pharmaceutical Expenditure Evolution 2009 -2016

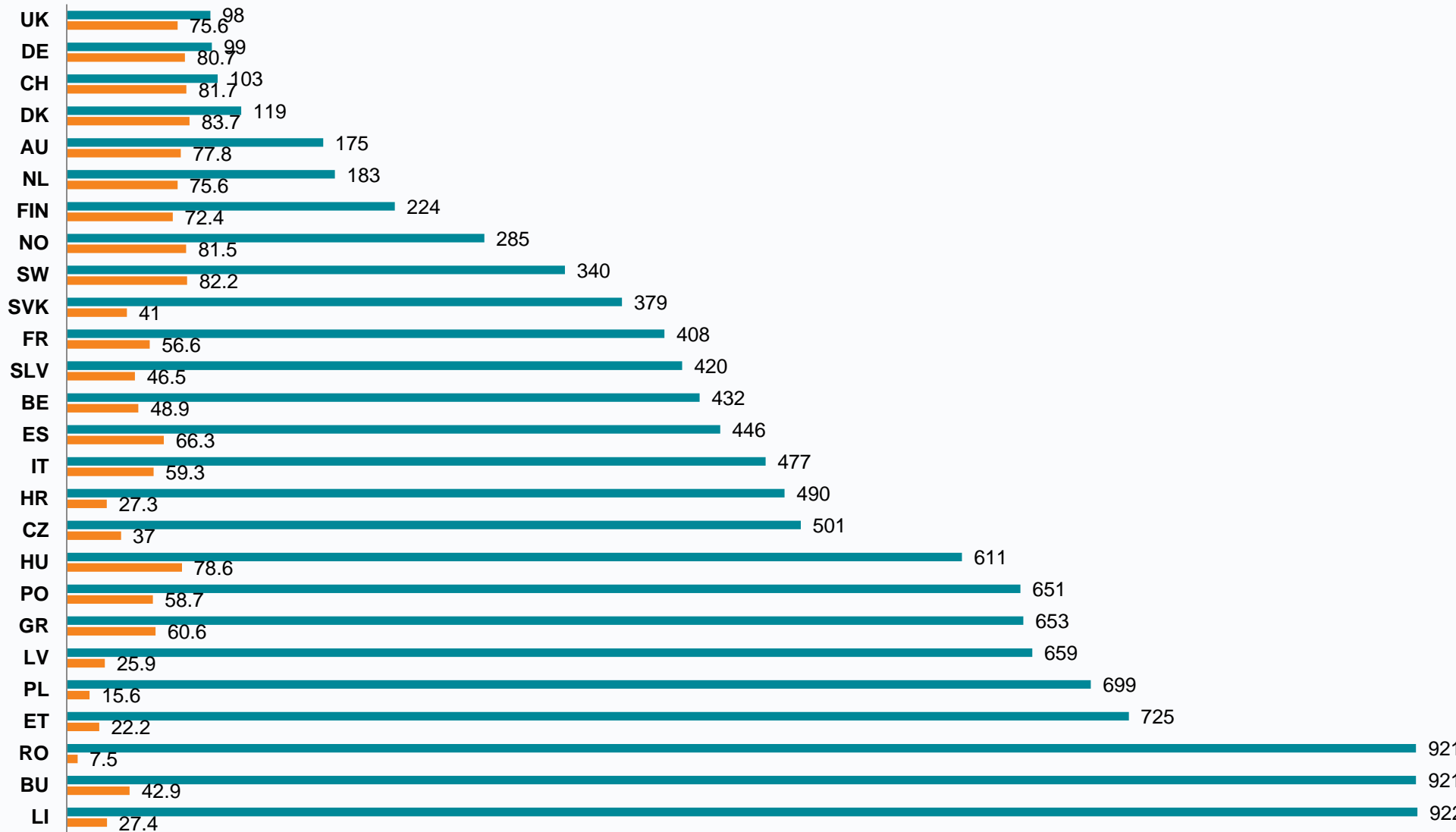
has declined **~60%**, in the meantime no structural reforms have been implemented



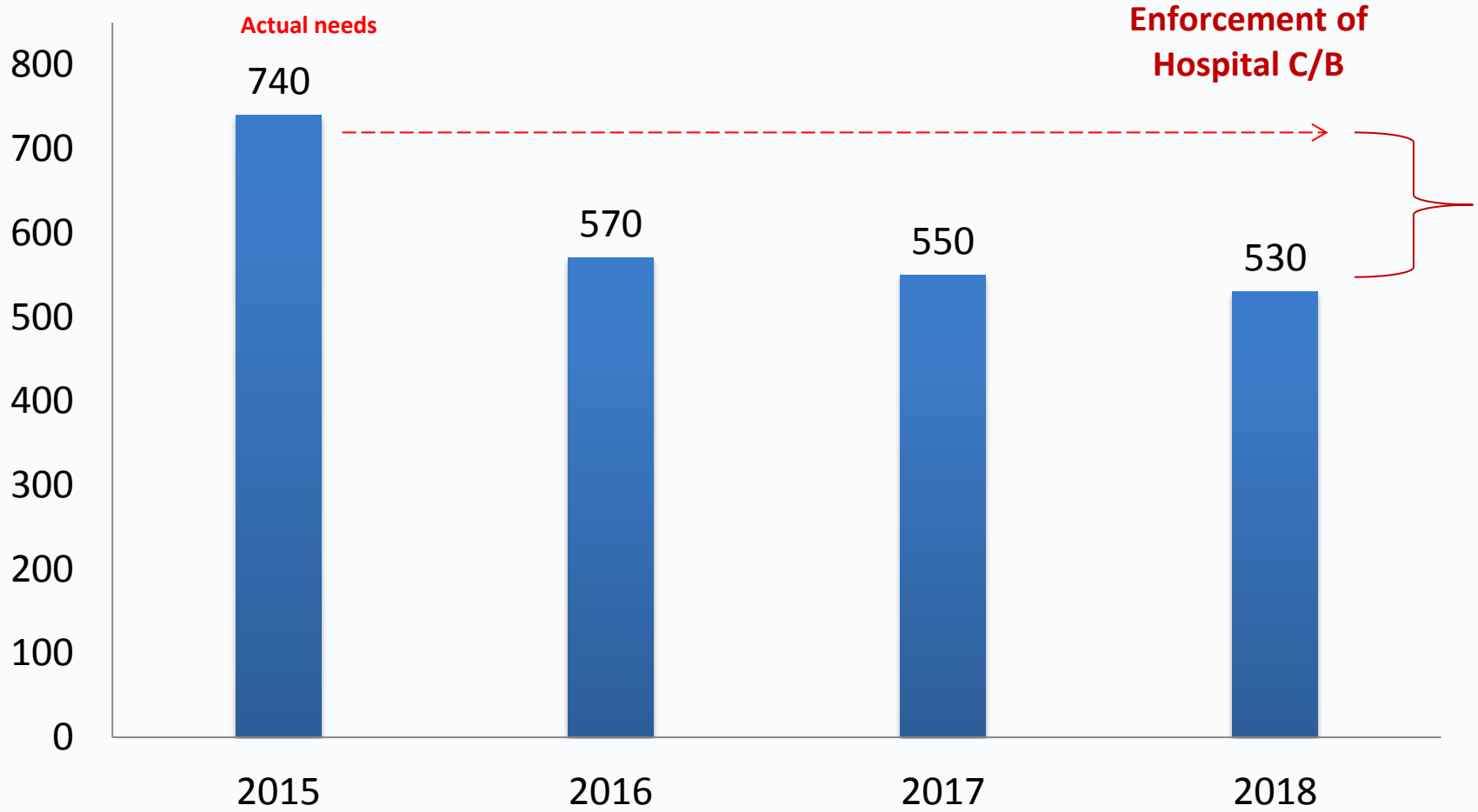
Rebates and ClawBack increased by 44.9% in 2015 vs 2014 with same pharma expenditure

In Greece, patients may wait up to 653 day to access new medicines!

■ Average Delay ■ Availability rate %

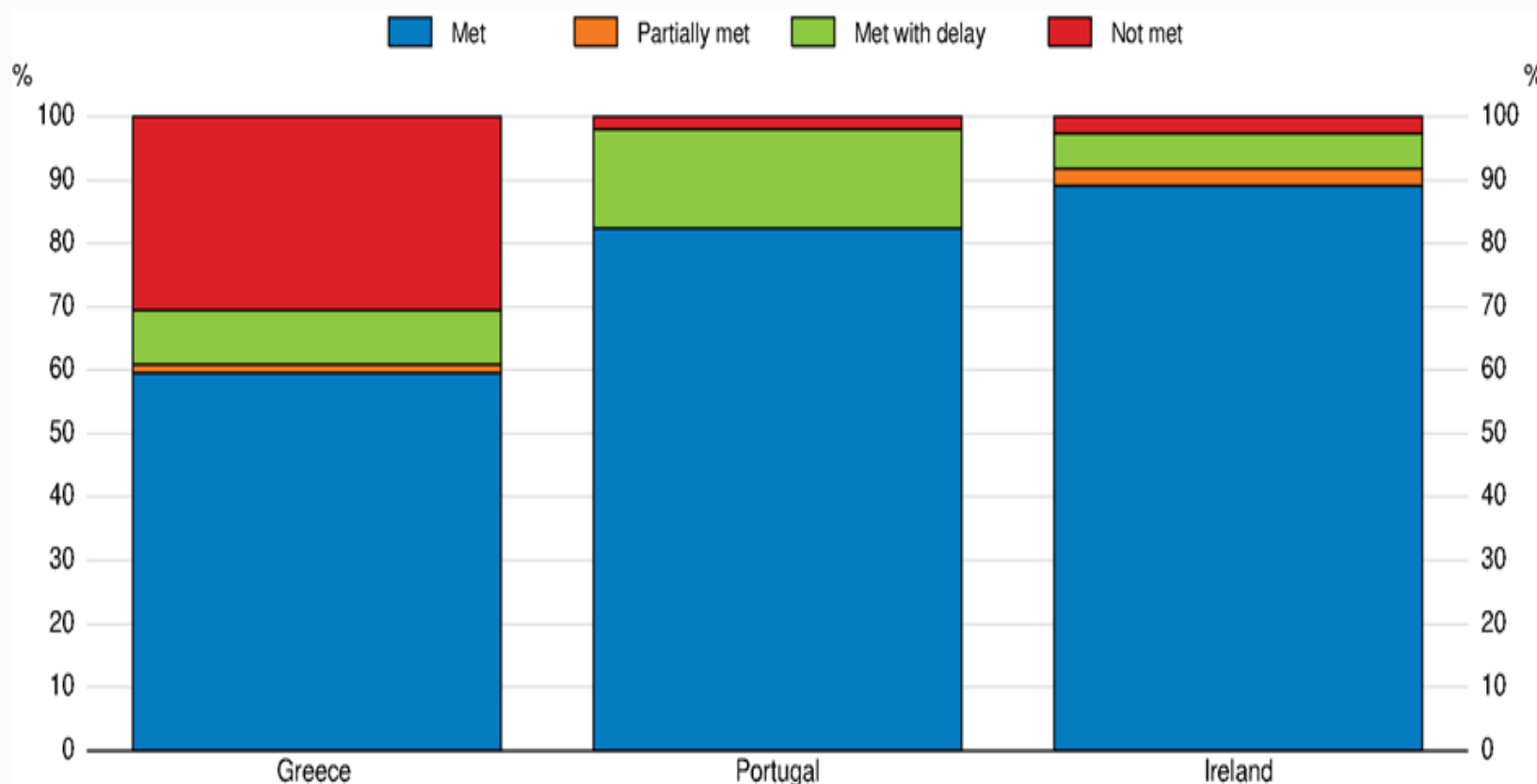


On top of that there is reduction in hospital pharmaceutical expenditure....



Structural Reform Implementation in Greece is lacking far behind compared to other countries under adjustment programs

Reform implementation since 2010



Note: The graph shows the fraction of prior actions and structural benchmarks for the IMF loans of the respective programs for all reviews corresponding to each category. Targets that were modified or waived are excluded from the analysis. For Greece, the data refer to the Stand-by Agreement of 2010 and the Extended Loan Facility of 2012.

Source: OECD calculations based on IMF MONA database

**Pharma industry can further contribute
to Patients and to National Economy...**

The contribution of pharma industry in the Greek Economy



Exports of pharmaceuticals holding the **2nd position** among total 100 major export products in the world.



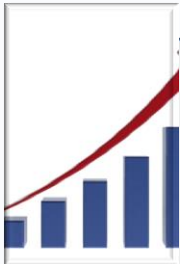
Industry's direct effect in GDP estimated at **€1,1 bil.** Accounting also for indirect effect and increase in consumption, total amount rises to €6,2bil (~4%GDP).



87,000 jobs the overall effect of the pharmaceutical industry in employment



It employs **highly qualified specialized staff**



Pharma industry constitutes one of the main **innovative pillars** of the Greek economy, and it is able to record the **highest growth rates** in the near future



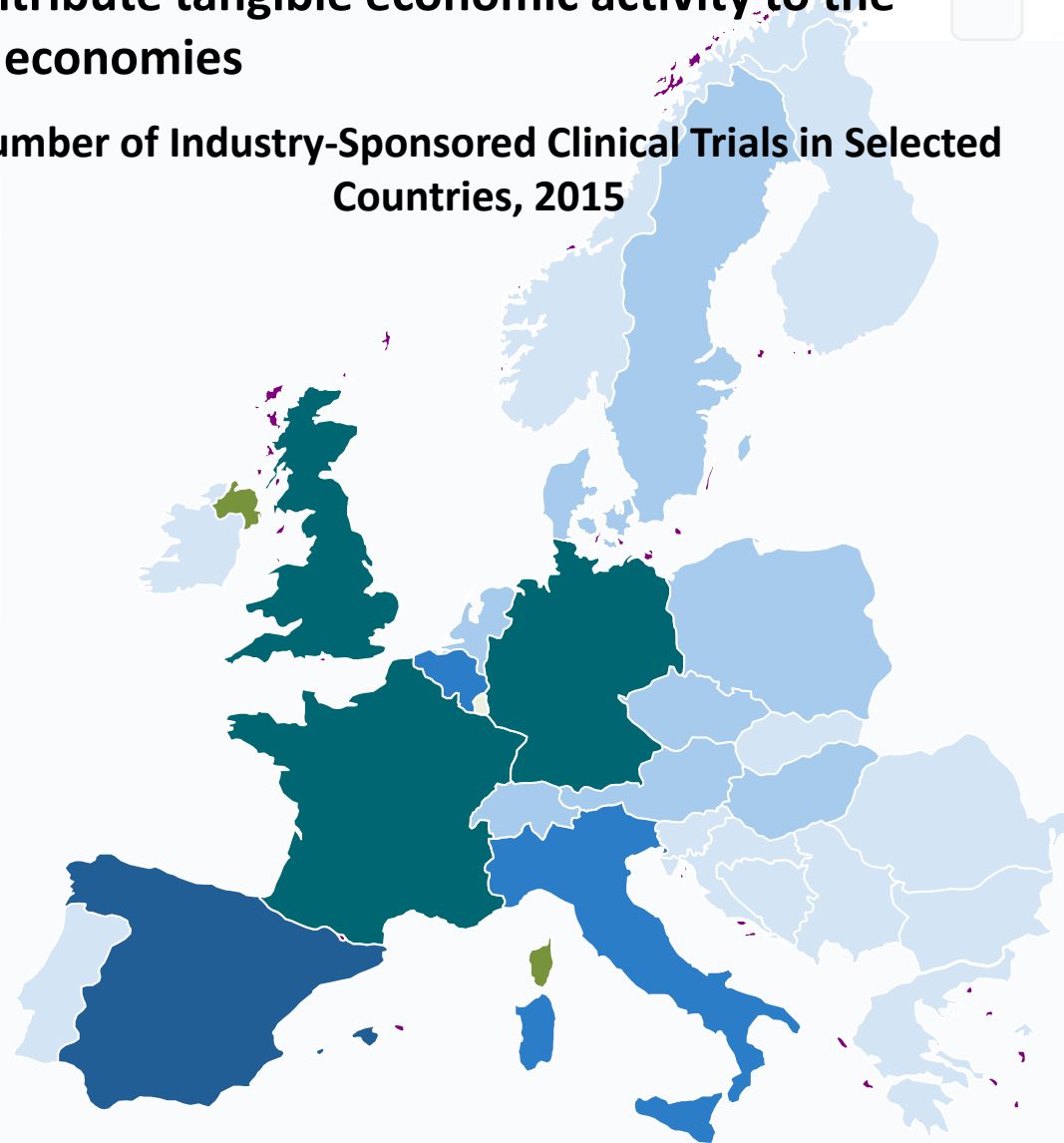
The adoption of **open innovation** model, creates the conditions for the penetration of **Greek enterprises** in the growing field of pharmaceutical industries

Proposals for Growth

I. Investment in Clinical Trials contribute tangible economic activity to the economies

Number of Industry-Sponsored Clinical Trials in Selected Countries, 2015

EFPIA 2013	€ million
Germany	6.063
Belgium	2.493
Spain	950
Austria	453
Poland	203
Cyprus	85
Greece	80



Number of Clinical Trials

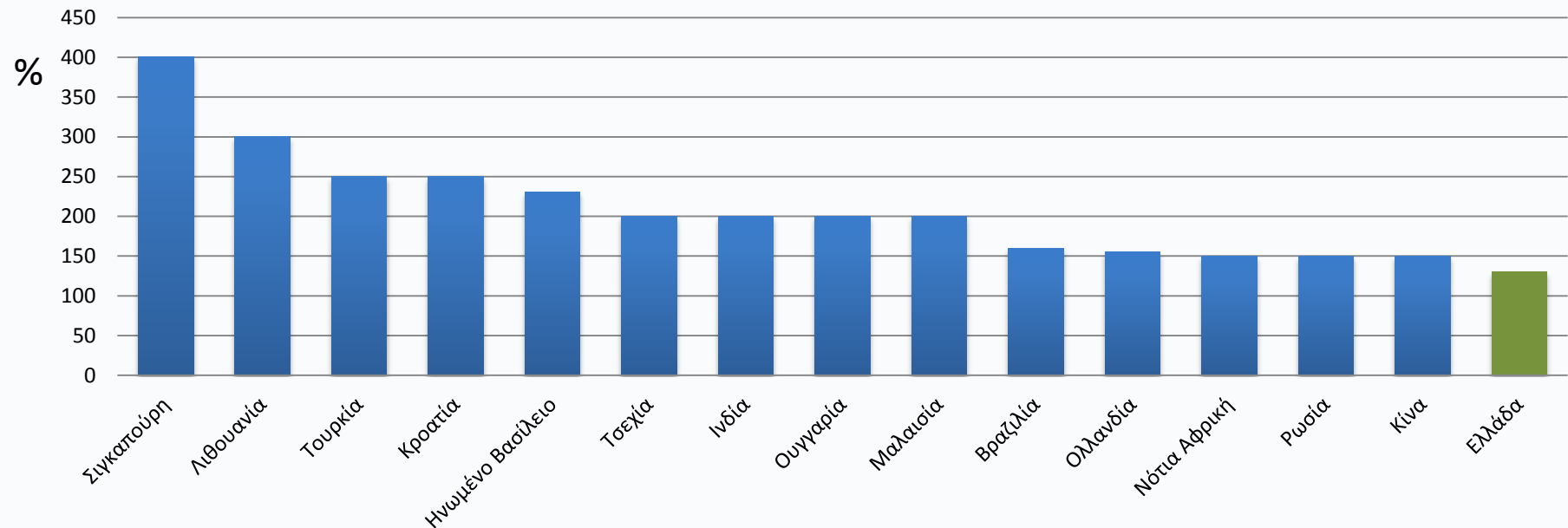
- 500+
- 400-499
- 300-399
- 200-299
- 100-199
- 0-99

Note: Represents all clinical trials Phase 0 through Phase 4 that registered with Clinicaltrials.gov in 2015.

Source: Health Advances analysis; Clinicaltrials.gov (accessed February 2016).

Tax incentives mechanism in other countries

R&D super deduction



Estimated benefits

- ✓ Strengthening the openness and competitiveness of the industry.
- ✓ Increase of companies spending on research. It is estimated that for every 1% increase in R&D expenditure of enterprises (around € 4 m.), GDP increased by 0.07% (ie about € 140 million.).
- ✓ Strengthening domestic employment and creation of new jobs.

Proposals for Growth

II. Openness- Entrepreneurship

The support to actions that enhance business openness must be a key strategy target for the Greek state, as the results will be very reinforcing for the National Economy.

Production of Generics

- The expiry of a large number of patents in the coming years, and the expected increase in the use of cheaper medicines, creates prospects of growth in the production of generic medicines in Greece

Production of new domestic medicines

- Country's participation in the production process of on-patent medicines, with the support of research laboratories and Universities to develop new molecules

Collaboration between national & international companies

- Transfer of knowledge from international companies and partnership network including Growth, Production and Distribution

State and Industry should work together

Governments, Providers, and National Payers

IMPROVE EFFICIENCY

Look at all healthcare costs, reduce administrative costs and waste, and improve efficiency.

PAY FOR VALUE

Support evidence-based care and empowered patients and providers, backed by sound research and strong quality measures.

FIND SOLUTIONS

Avoid blanket policies that chill investment, and collaborate to find new approaches.

CONTINUE DEVELOPING INNOVATIVE THERAPIES, PROMOTE MEDICATION ADHERANCE, MAINTAIN EFFORTS TO SUPPORT BROAD PATIENT ACCESS

Thank you!