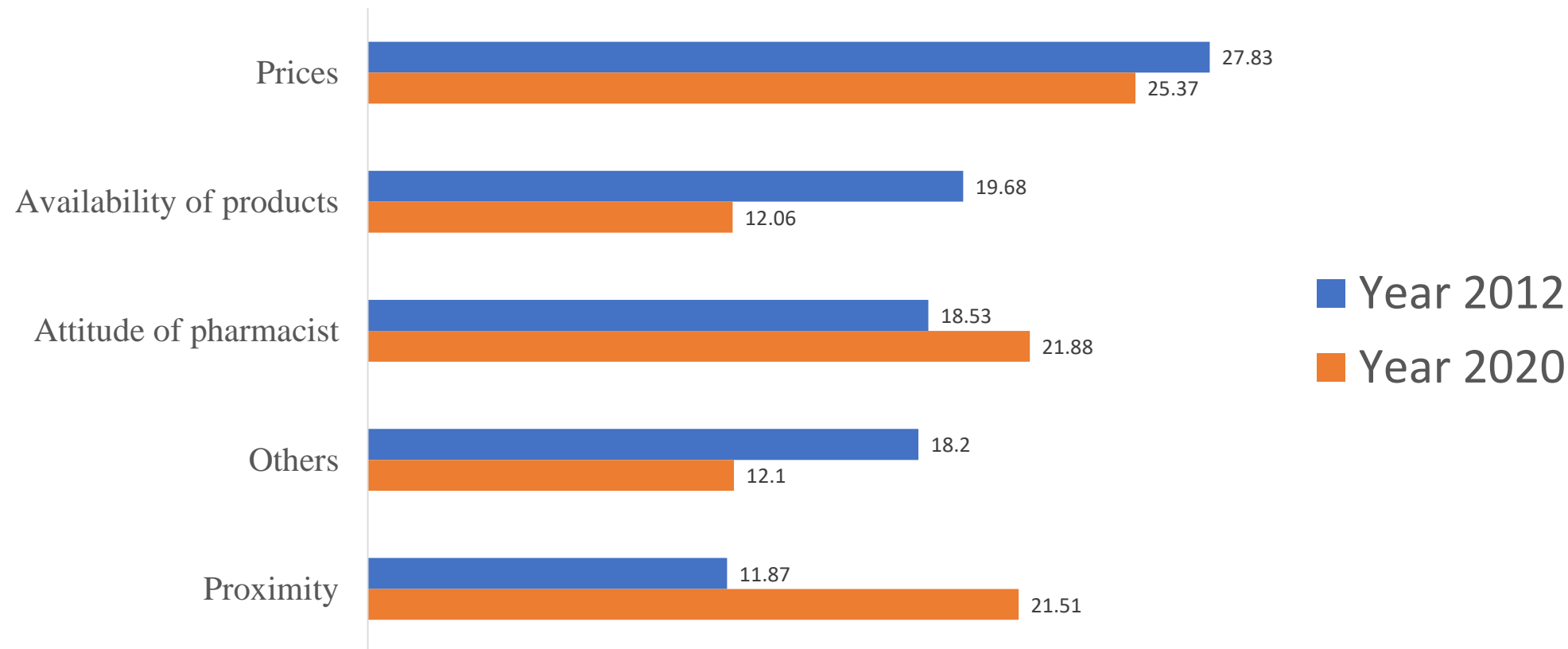


Prețul prețului neplătit

Paul Andreianu

Marius Cherecheș

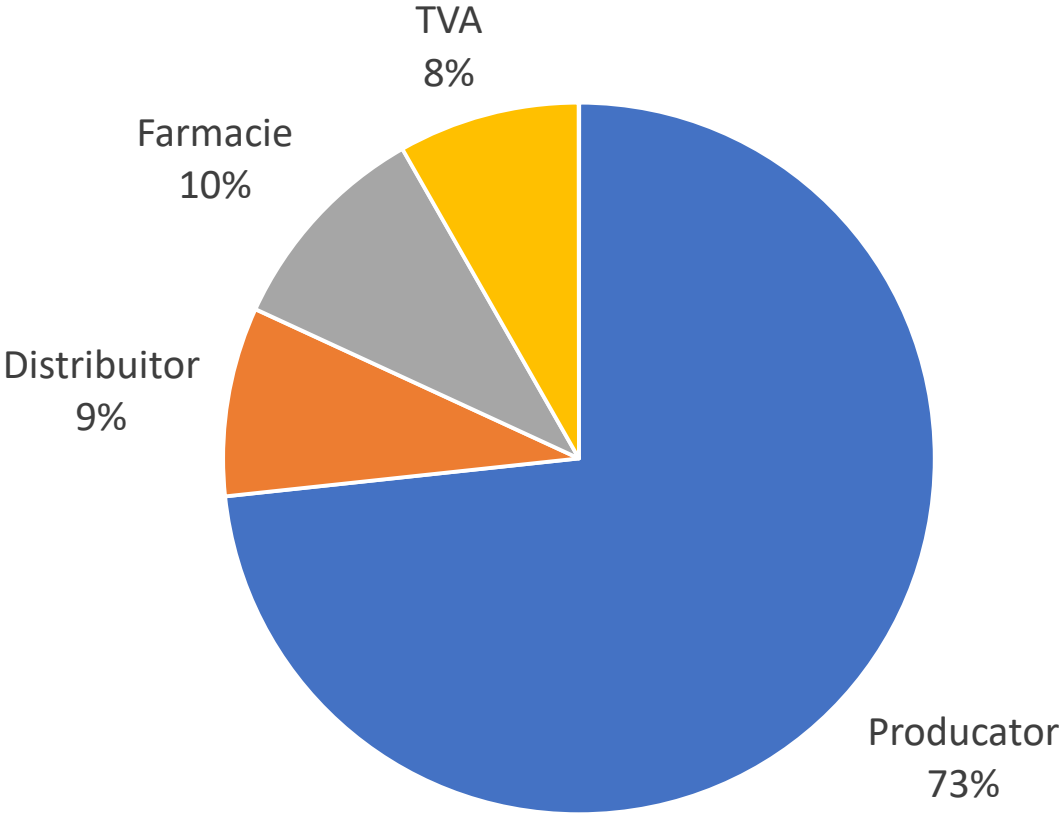
Factori care influențează alegerea farmaciei



Cercetari de piață în 2012 și 2020 realizate de IRES

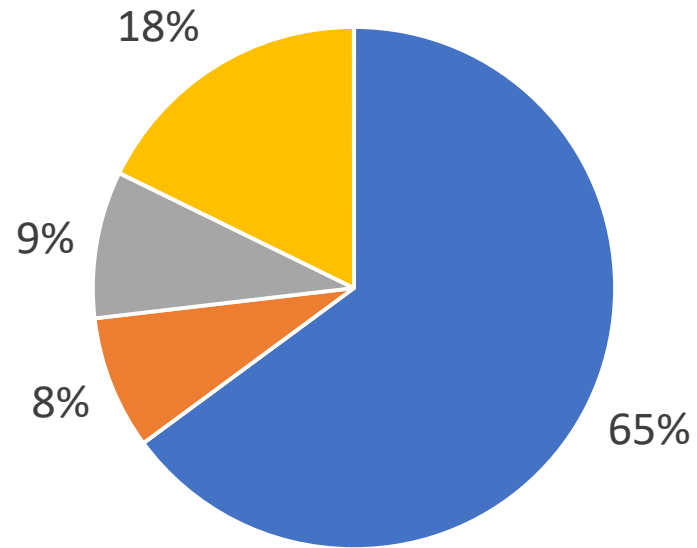
Din ce este compus prețul?

conform date Cegedim - Jan-Apr 2020

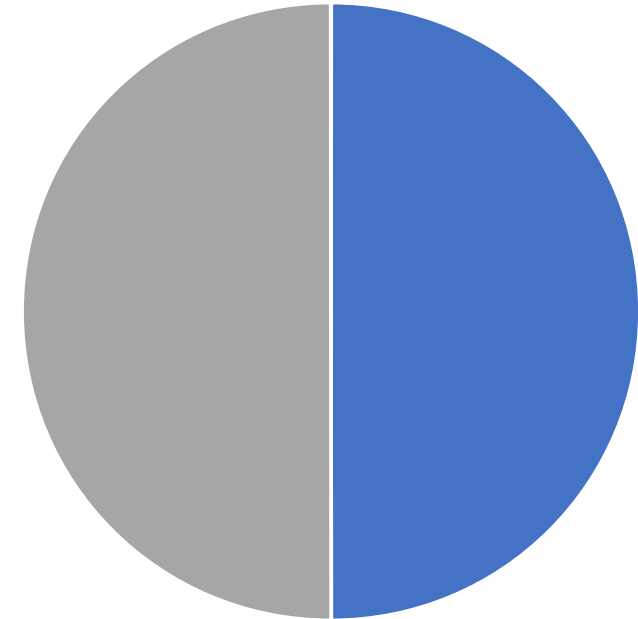


■ Producator ■ Distribuitor ■ Farmacie ■ TVA

Siofor 1000 mg



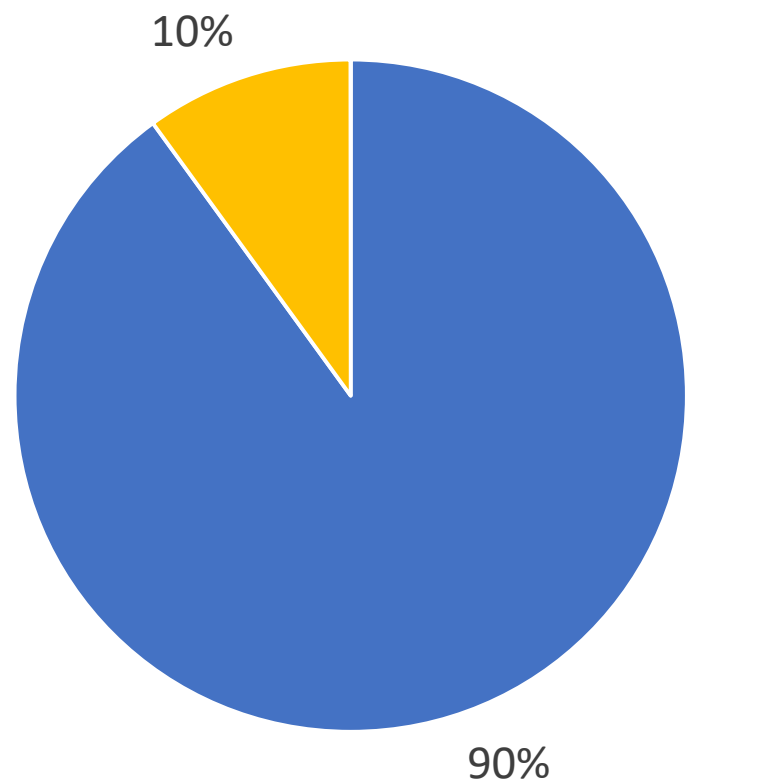
■ Pret producator ■ TVA ■ Distribuitor ■ Farmacie



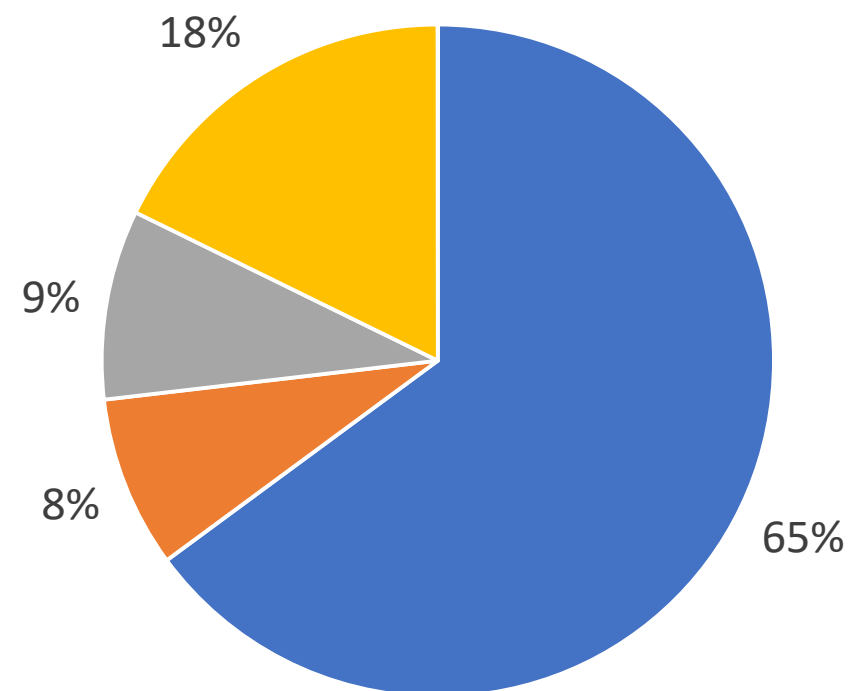
■ Compensare ■ Infotreat/Bicard/Treekos ■ Alte reduceri ■ Pacient (co-plata)

Nebilet 5 mg

pensionari cu venituri sub 1138 lei



■ Compensare ■ Infotreat/Bicard/Treekos ■ Alte reduceri ■ Pacient (co-plata)



■ Pret producator ■ TVA ■ Distribuitor ■ Farmacie

FP Mix

Paul



Manufacturer
66.6%



Wholesaler
5.3%



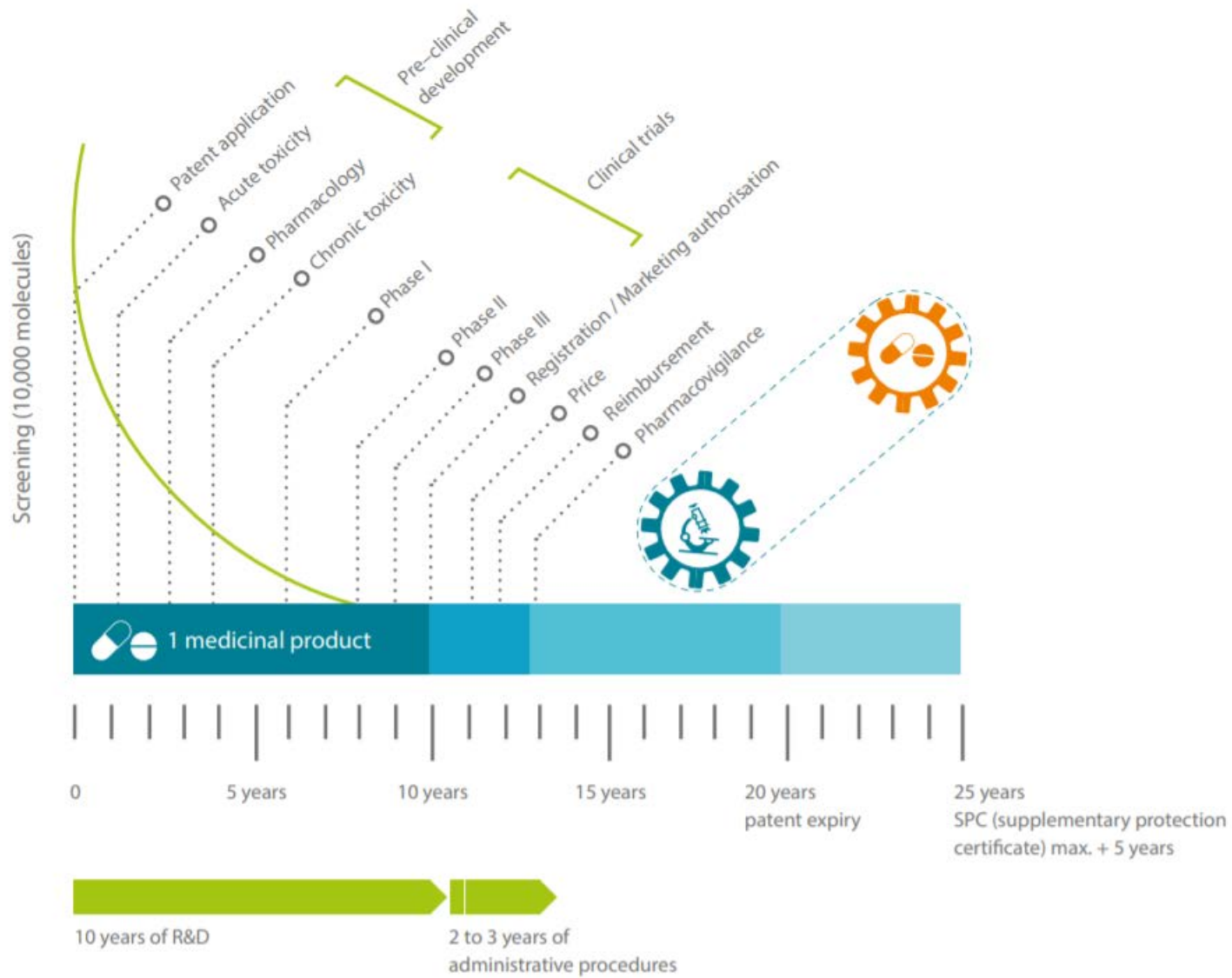
Pharmacist
17.9%



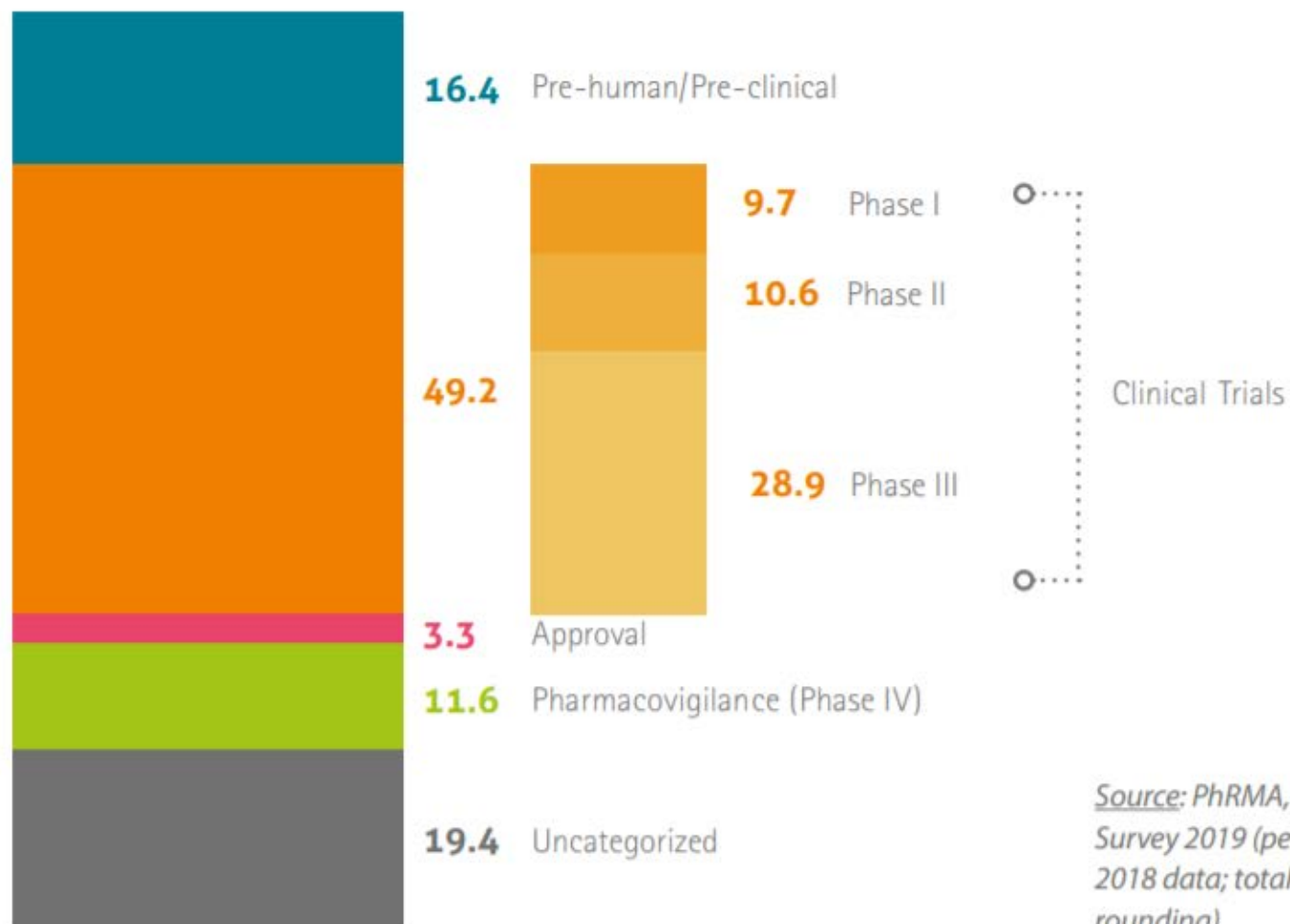
State (VAT and other taxes)
10.2%

*Note:
Non-weighted average
for Europe (average
estimate for 25
countries)*

*Source: EFPIA member
associations*

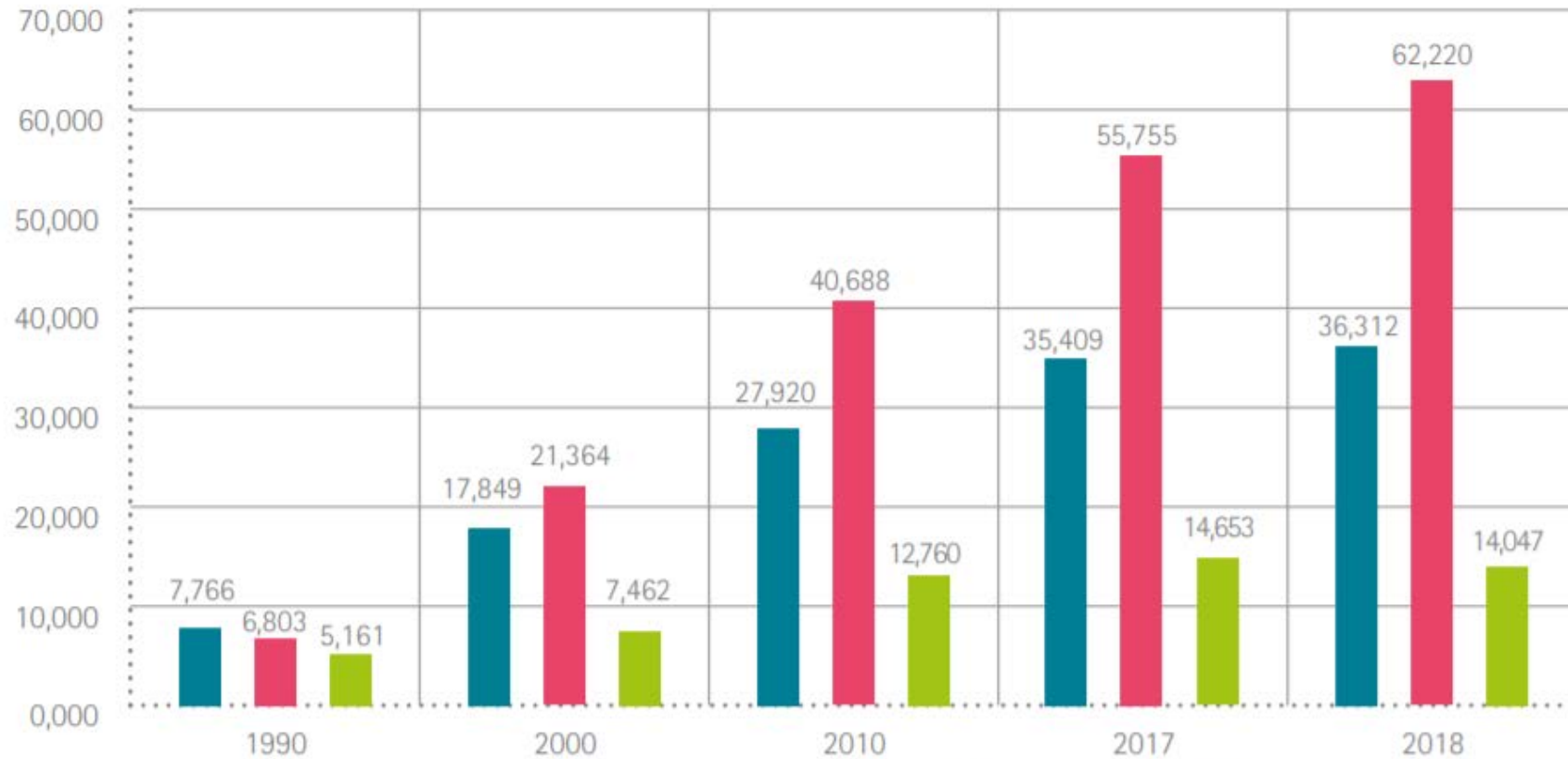


ALLOCATION OF R&D INVESTMENTS BY FUNCTION (%)



Source: PhRMA, Annual Membership Survey 2019 (percentages calculated from 2018 data; total values may be affected by rounding)

**PHARMACEUTICAL R&D EXPENDITURE IN EUROPE, USA AND JAPAN
(MILLION OF NATIONAL CURRENCY UNITS*), 1990-2018**



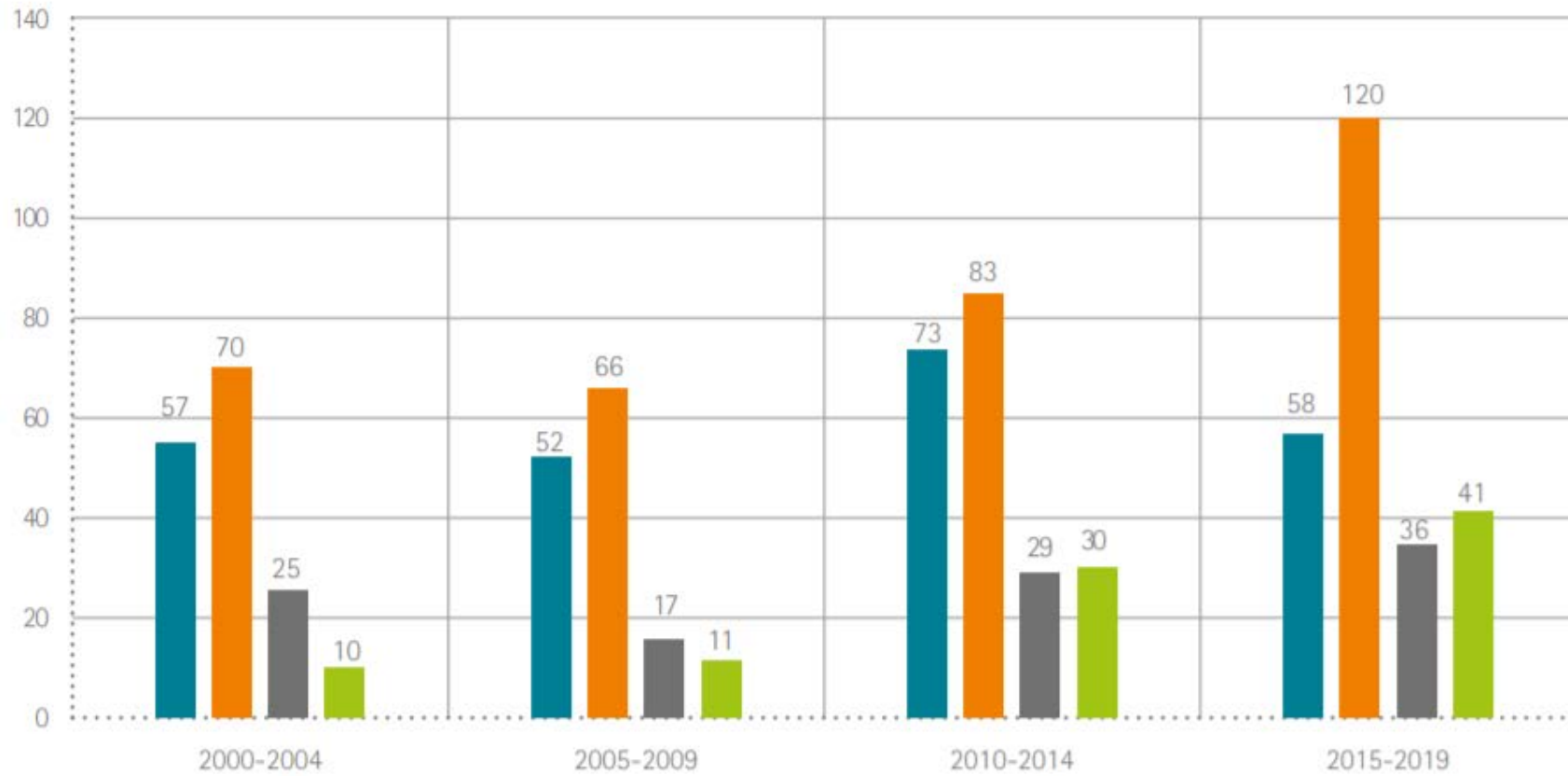
* *Note:* Europe: € million; USA: \$ million; Japan: ¥ million x 100

Source: EFPIA member associations, PhRMA, JPMA



Cate molecule noi credeti ca au fost autorizate in ultimele doua decenii?

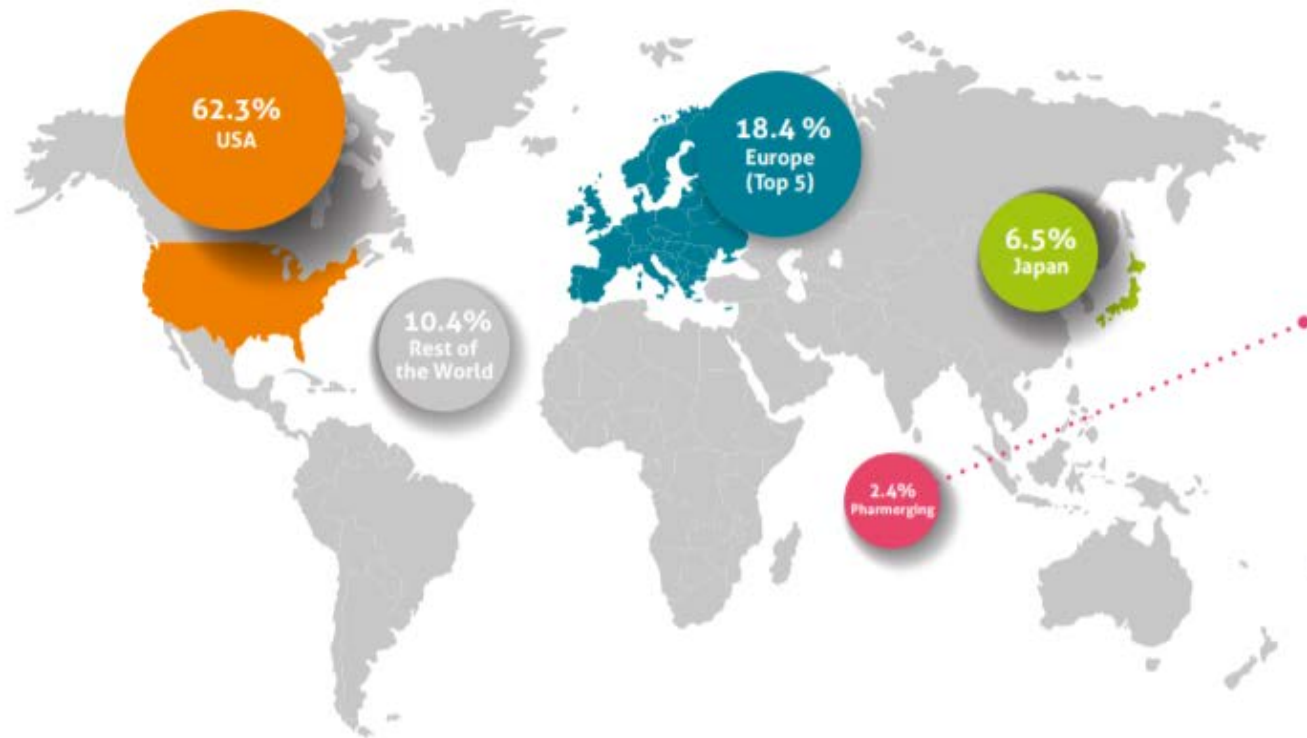
NUMBER OF NEW CHEMICAL AND BIOLOGICAL ENTITIES (2000-2019)



Source: SCRIIP – EFPIA calculations (according to nationality of mother company)

De ce credeti ca se pune atat de
mult accentul pe USA si
respectiv EU?

GEOGRAPHICAL BREAKDOWN (BY MAIN MARKETS) OF SALES OF NEW MEDICINES LAUNCHED DURING THE PERIOD 2014-2019



Note:

New medicines cover all new active ingredients marketed for the first time on the world market during the period 2014-2019

Europe (Top 5) comprises Germany, France, Italy, Spain and United Kingdom

Pharmerging comprises 21 countries ranked by IQVIA as high-growth pharmaceutical markets (Algeria, Argentina, Bangladesh, Brazil, Colombia, Chile, China, Egypt, India, Indonesia, Kazakhstan, Mexico, Nigeria, Pakistan, Philippines, Poland, Russia, Saudi Arabia, South Africa, Turkey and Vietnam)

*Source: IQVIA
(MIDAS May 2020)*

De ce credeti ca aproape 50% din
cheltuielile de R&D merg catre
zona de studii clinice?

Pentru ca:

- In 1937 omenirea a avut parte de dezastrul elixirului cu Sulfanilamida
- 1941 – cazul Sulfatizolului
- 1962 – cazul Thalidomidei
- 1979 – extinderea normelor si adaugarea GLP
- 1982 – cazul Tylenol
- 2008 – cazul Heparinei contaminate
- 2013 – extinderea normelor GDP
- 2019 – introducerea serializarii



Manufacturer
66.6%



Wholesaler
5.3%



Pharmacist
17.9%



State (VAT and other taxes)
10.2%

Note:
Non-weighted average
for Europe (average
estimate for 25
countries)

Source: EFPIA member
associations