

The Greek Drug Price Negotiation Committee and its contribution in optimizing the management of EOPYY's pharmaceutical budget

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Introduction

- Since 2012, Greece has imposed a ceiling on outpatient pharmaceutical expenditure, aligning it with the average level of European Union countries.
- For the period 2020–2024, this ceiling was increased from €2,088 million to €2,187 million.
- Expenditure exceeding this limit is covered through the **clawback mechanism**, for which a gradual reduction has been targeted under the **Recovery and Resilience Facility (RRF)** goals since 2022.
- To support this objective, the **Drug Price Negotiation Committee (DPNC)** was activated by the Ministry of Health.
- According to its founding law, the DPNC establishes agreements involving closed budgets or confidential discounts with **Marketing Authorization Holders (MAHs)** of medicinal products.
- Our aim was to assess the impact of the DPNC on clawback containment.

Methods

- We utilized data from the databases of the DPNC and the National Organization for Healthcare Services Provision (EOPYY)
- We collected, documented, and analyzed sales performance data for high-cost and retail medicines, as well as financial values of the DPNC's agreements, to assess their contribution to reducing the clawback burden.
- **Cutoff date for comparisons was December 31, 2024.**
- All costs are expressed in euros of the respective year to which they refer.

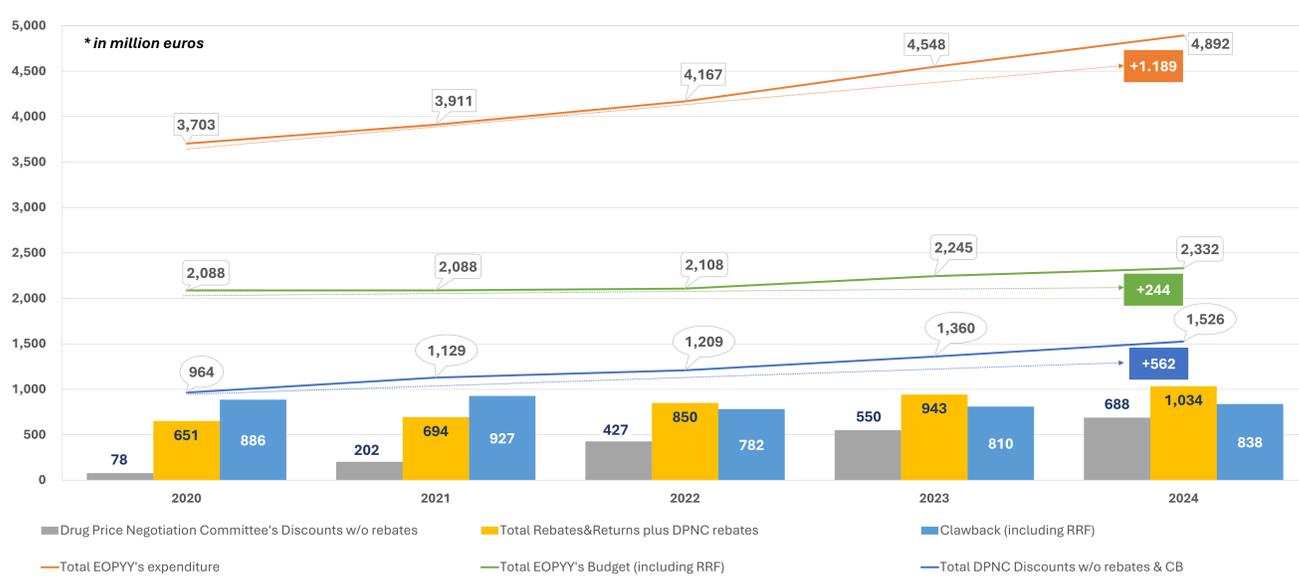
Results

- ✓ Between 2020 and 2024, **1,047 agreements were signed**, most of them under closed budgets.
- ✓ Over the five-year period, the Committee's agreements for both high-cost and retail medicines consisted of 47% Confidential Discounts and 53% Closed Budgets. The latter showed a 10.16-fold increase from 2021 to 2022 and a 1.11-fold increase from 2023 to 2024.
- ✓ Outpatient pharmaceutical expenditure increased from **€3,703 million in 2020 to €3,911 million in 2021, €4,167 million in 2022, €4,548 million in 2023, and €4,892 million in 2024.**
- ✓ The total EOPYY budget (including RRF funds) remained stable at **€2,088 million in 2020 and 2021, and increased to €2,108 million in 2022, €2,245 million in 2023, and €2,332 million in 2024.**
- ✓ The legally mandated discounts, included in the total negotiated discounts, amounted to **€21 million in 2020, €106 million in 2021, €296 million in 2022, €285 million in 2023, and €329 million in 2024.**
- ✓ At the same time, additional negotiated discounts, which exceeded the legally mandated ones, amounted to **€78 million in 2020, €202 million in 2021, €427 million in 2022, €550 million in 2023, and €688 million in 2024**, thus leading to a significant slowdown in the growth rate of the clawback.
- ✓ The clawback amounted to **€886 million in 2020, €927 million in 2021, €782 million in 2022, €810 million in 2023, and €838 million in 2024.**

Table 1: Five-year analysis of EOPYY's Expenditure and Cost-Containment Measures.

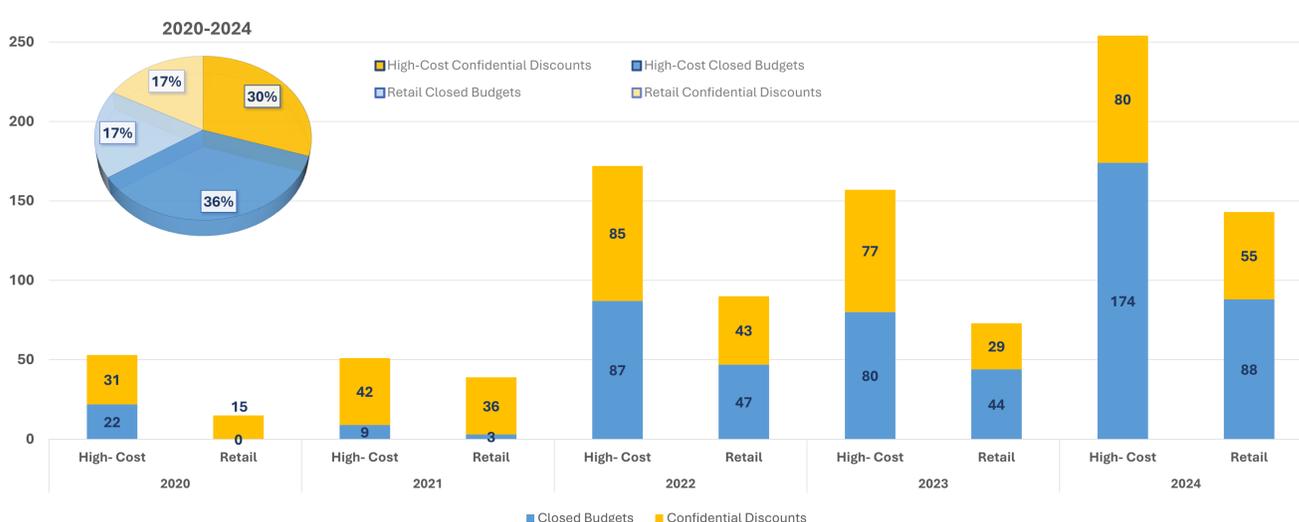
in millions €		2020		2021		2022		2023		2024		2024 vs 2020	% 2024 vs 2020
1	Total EOPYY's expenditure	3,703	100.0%	3,911	100.0%	4,167	100.0%	4,548	100.0%	4,892	100.0%	1,189	32.11%
2	Total Budget (including RRF)	2,088	56.4%	2,088	53.4%	2,108	50.6%	2,245	49.4%	2,332	47.7%	244	11.69%
3	Closed Budgets' rebates by law	21	0.6%	106	2.7%	296	7.1%	285	6.3%	329	6.7%	308	1,466.67%
4	Drug Price Negotiation Committee's Discounts w/o rebates	78	2.1%	202	5.2%	427	10.2%	550	12.1%	688	14.1%	610	782.05%
5	Total Drug Price Negotiation Committee's Discounts (3+4)	99	2.7%	308	7.9%	723	17.4%	835	18.4%	1,017	20.8%	918	927.27%
6	Other rebates & returns minus DPNC rebates	630	17.0%	588	15.0%	554	13.3%	658	14.5%	705	14.4%	75	11.90%
7	Total Rebates (3+6)	651	17.6%	694	17.7%	850	20.4%	943	20.7%	1,034	21.1%	383	58.83%
8	Clawback (including RRF)	886	23.9%	927	23.7%	782	18.8%	810	17.8%	838	17.1%	-48	-5.42%
9	Total DPNC Discounts w/o rebates & CB (4+8)	964	26.0%	1,129	28.9%	1,209	29.0%	1,360	29.9%	1,526	31.2%	562	58.30%

Figure 1: Five-year analysis of EOPYY's economic data (in M €).



Abbreviations: DPNC, Drug Pricing Negotiation Committee; RRF, Recovery and Resilience Facility

Figure 2: Five-year Allocation of Confidential Discounts & Closed Budgets for High-Cost and Retail Medicines per year



Key take aways

During the five-year analysis period, the returns generated through both statutory rebates and DPNC agreements contributed to a modest increase in clawback payments in Greece, despite the increase in overall outpatient pharmaceutical expenditure and the stability of the EOPYY budget. In 2024, without the net rebates achieved through the DPNC, the final clawback amount could have reached approximately €1,526 million.

The DPNC agreements have effectively transformed a significant share of the previously unpredictable clawback into structured and transparent discount mechanisms, established through negotiations with pharmaceutical companies. Approximately 45% of the total clawback projected for 2024 has now been incorporated into these negotiating frameworks. This development supports the sustainability of the system by maintaining financial liquidity for EOPYY, while also enabling a more efficient allocation of the limited healthcare budget.

The slight increase in clawback payments reflects the efforts of national authorities and the DPNC to keep additional mandatory paybacks from MAHs as stable as possible. This approach aims to create a consistent environment that encourages pharmaceutical innovation in Greece, ultimately increasing treatment options and ensuring better access for patients.

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