

# Individual Therapy or no Therapy at all? Impact of Patient Individual Therapies as ACT in the German AMNOG Process

Joey Rehkopf, Malte Glösen, Jacob Sebastian Vinzens, Dr. Ingo Hantke, Prof. Dr. Matthias P. Schönermark

## Objectives

Based on the G-BA rulings up until this point, patient individual therapies can be assigned as an appropriate comparator therapy (ACT) with or without explicitly stating drugs that need to be considered for the therapy. This analysis compares the impact of patient individual therapies as ACTs, with or without designated drugs, on the price levels and rebates in Germany.

## Methods

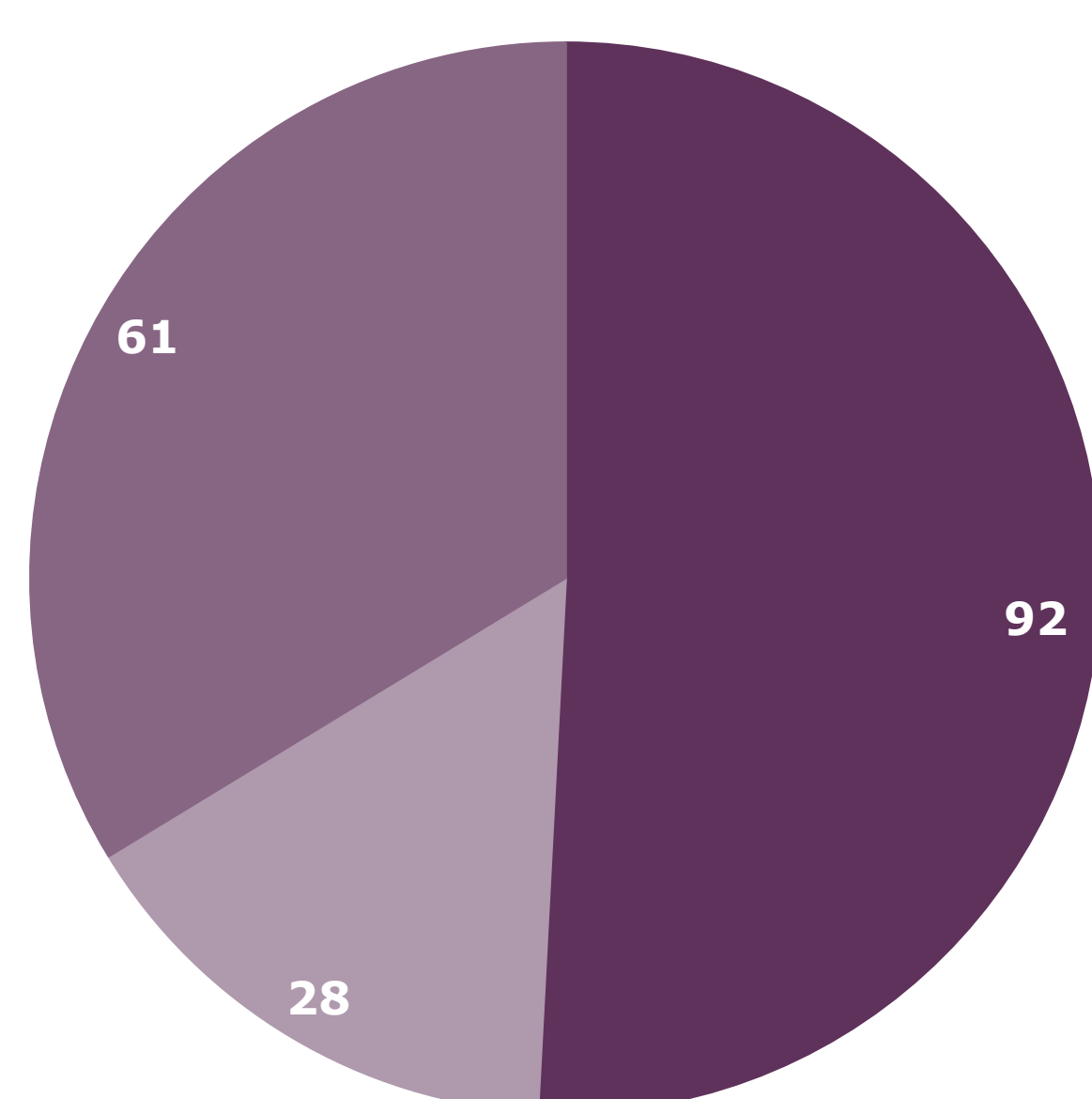
Using a proprietary AMNOG database, all available G-BA procedures with a patient individual therapy as an ACT were identified and analysed for drug prices, net rebates and other factors, based on whether the G-BA included designated drugs for the patient individual therapy or not. In a second step, the analysis was rerun with the exclusion of antiviral therapies.

## Results

Patient individual therapy without a designated basket of drugs (n = 89)

Excluding procedures with antiviral drugs (n = 61)

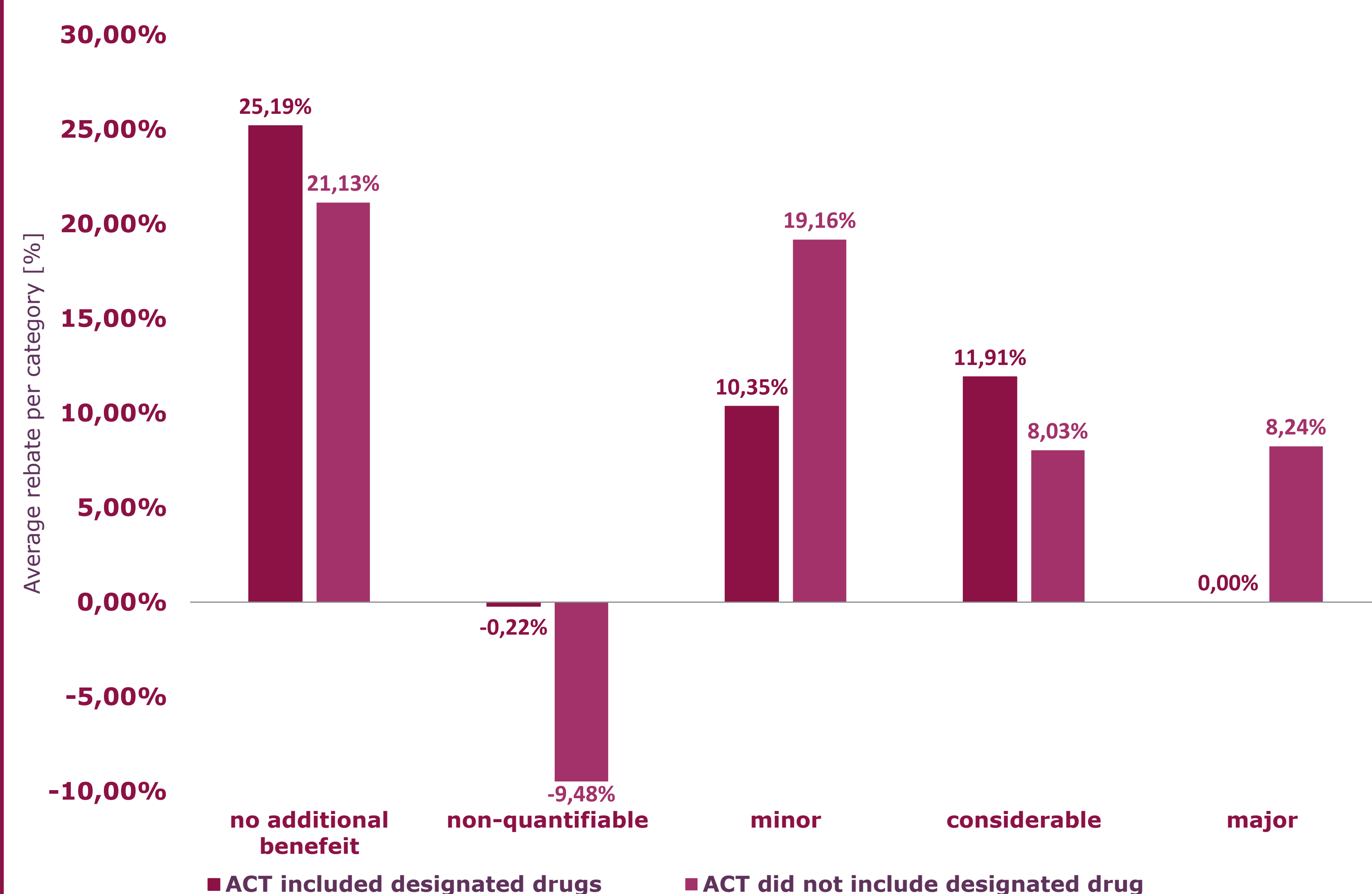
Procedures with antiviral drugs (n = 28)



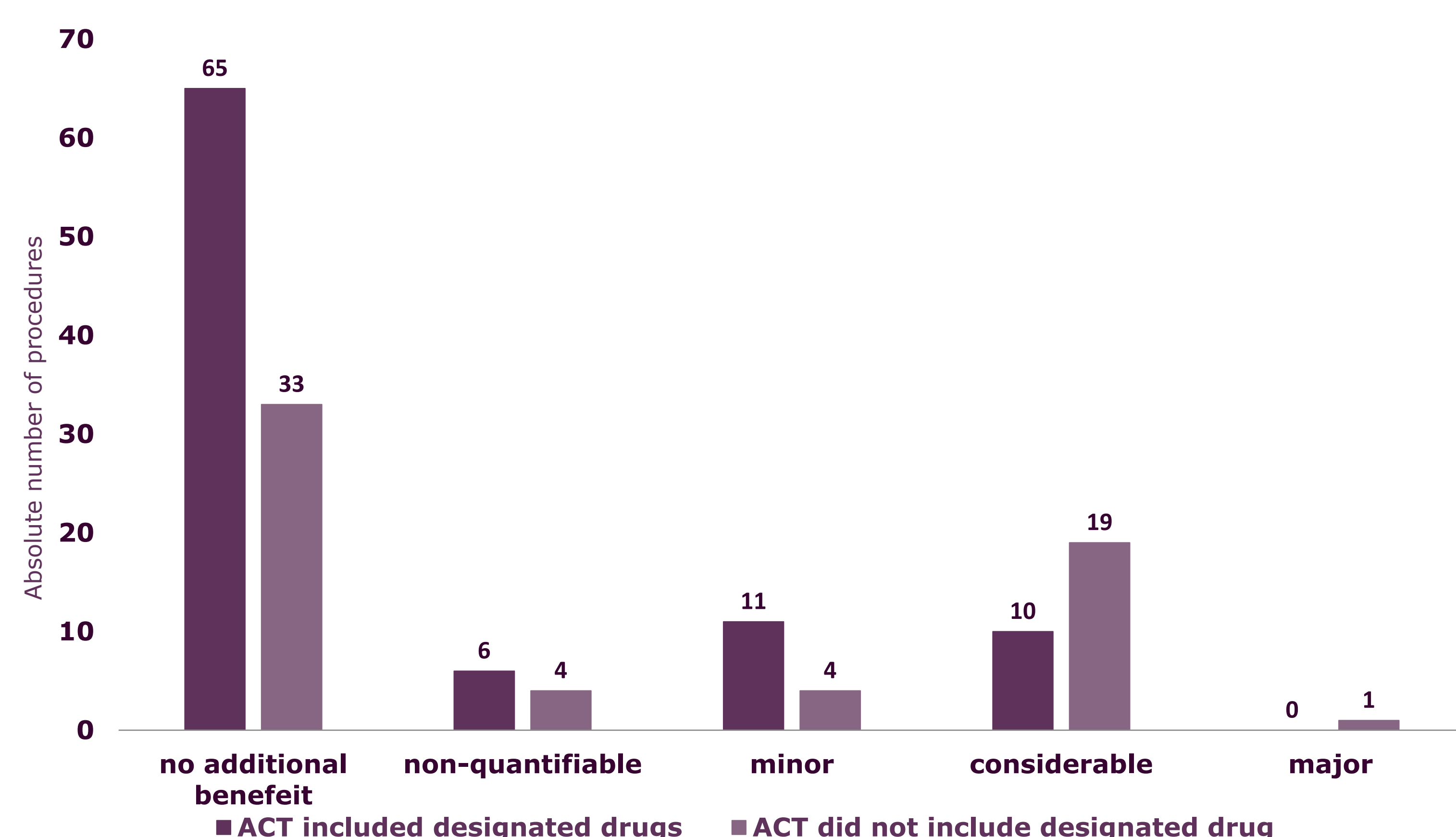
Patient individual therapy under consideration of a designated basket of drugs (n = 92)

**Figure 1: Total number of AMNOG procedures with a patient individual therapy as ACT (N = 181)**

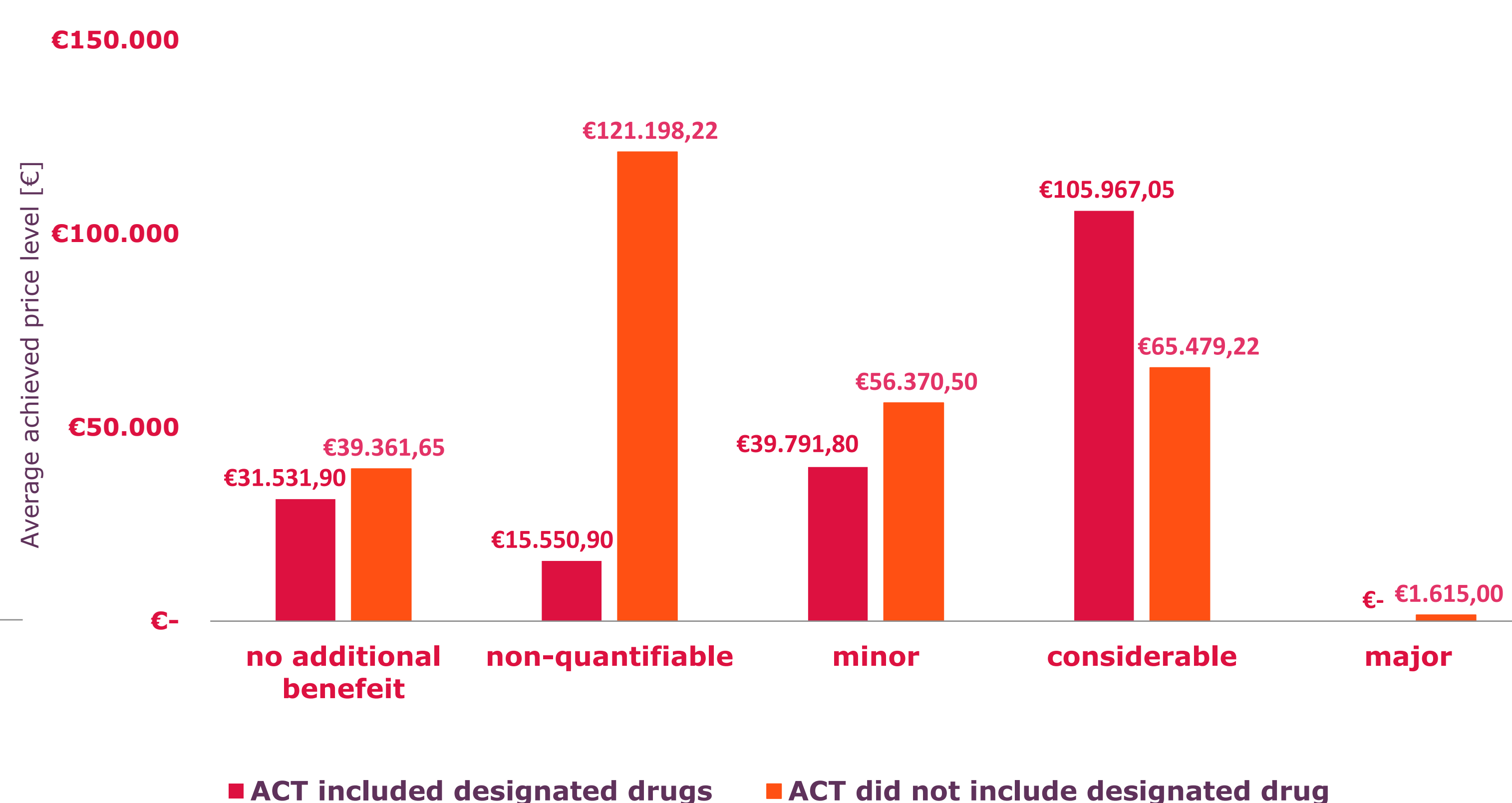
Excluding antiviral therapies, 153 procedures with a patient individual therapy as an ACT were identified, of which 92 procedures included designated drugs as an ACT and 61 procedures did not. In comparison, procedures with designated drugs as an ACT on average received lower additional benefit ratings (42 % vs. 22 % no added benefit) and lower price levels, as well as higher net rebates after negotiations. All 28 procedures on antiviral therapies did not have designated drugs in their ACT. Procedures with a non-quantifiable benefit rate presented as outliers, since they received on average a markup after price negotiations.



**Figure 3: Average negotiated rebate by added benefit category – with or without a designated basket of drugs**



**Figure 2: Total number of AMNOG procedures by added benefit category – with or without a designated basket of drugs**



**Figure 4: Average negotiated price by added benefit category – with or without a designated basket of drugs**

## Conclusion

Drugs that do not need to compare themselves against designated drugs in an individual therapy seem to have a higher chance of reaching a higher additional benefit on average and therefore a lower rebate. This is especially important, since per "Guidance on the Scoping Process" an individualised treatment will always comprise different treatment options with designated drugs. While the G-BA has started to adopt the practice to always name a designated drug basket for a patient individual treatment, drugs under AMNOG assessment may face harsher criteria to hit the right ACT and therefore achieve a higher post-AMNOG rebate and lower price level.



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### References:

Proprietary AMNOG Database – Market Access Intelligence System (MAIS) by Kintiga

Contact us:  
enquiries@kintiga.com  
[www.kintiga.com](http://www.kintiga.com)