

Evolution of negotiations and contracts for reimbursement of pharmaceuticals in Greece between 2020 and 2025: onwards and upwards

ISPOR Europe 2025, Glasgow, UK; 9-12 November 2025

Vasiliki-Konstantina Gkogkozotou^{1,2}, Anastasia Seimeni^{1,2}, Elisavet Komnineli^{1,2}, Vasiliki Koutrafour^{1,3}, Christina Golna⁴, Kyriakos Souliotis^{4,5}

1 Ministry of Health Drug Price Negotiation Committee, Athens, Greece; 2 National Organization for Healthcare Services Provision (EOPYY), Maroussi, Greece; 3 National Organization for Medicines, Cholongos, Greece; 4 Health Policy Institute, Maroussi, Greece; 5 University of Peloponnese, Corinth, Peloponnese, Greece

Introduction

- In Greece, the Drug Price Negotiation Committee (DPNC) of the Ministry of Health negotiates pharmaceutical prices with Marketing Authorization Holders (MAHs) to grant or maintain reimbursement status.
- Products may be referred to the DPNC either by the Committee for the Evaluation & Reimbursement of Drugs for Human Use (CERDHU) or the Minister of Health (MoH).
- If an agreement is reached, a contract is signed, and the treatment is reimbursed across the market.
- **We hereby present the evolution of volume of referrals and contracts between 2020 and 2025.**

Methods

- We utilized data from the DPNC database.
- We mapped evolution of volume of referrals and contracts by legal basis of the medicinal products [i.e., innovative, orphan medicinal products (OMPs), etc.], starting from 2020.
- **Cutoff date was June 18, 2025.**

Results

In **2020**, the DPNC assessed **255 referrals** for negotiation eligibility (176 CERDHU and 79 MoH) and signed **71 contracts** (27.8% of total referrals).

By **cutoff date**, the DPNC had assessed **2,053 referrals** (1,451 CERDHU and 602 MoH) and had agreed to **1,376 contracts** with MAHs (67% of total referrals) (**Figure 1**).

Of the 1,451 referrals received from CERDHU, **70.2% concerned a new product, 9.3% re-evaluations and 8.3% a new indication or indications**, with the remainder, including new strength, new packaging or new container or pharmaceutical form, accounting for **12.2% (Tables 1 and 2)**.

Generics accounted for **47.1%** of total referrals from CERDHU, followed by innovative products (**25.4%**) and established use products (**10.9%**). Vaccines accounted for **3.9%** of total referrals, OMPs for **3.1%** and biosimilars for **2.4%** (**Table 3**). Of the innovative products, 42% of total CERDHU referrals concerned a new product and 29% a new indication, whereas amongst OMPs, 77.8% of total CERDHU referrals concerned a new product and an additional 11.1% a new indication.

Table 1: Evolution of output of DPNC, CERDHU referrals, 2020 – cut off (18/06/2025)

Type of CERDHU Referral	2020	2021	2022	2023	2024	cut off (18/6/2025)	Total
New product	139	224	227	169	162	97	1,018
New indication	6	15	22	39	29	10	121
Re-assessment	9	3	71	7	3	42	135
All other	22	21	19	33	50	32	177

Abbreviations: DPNC, Drug Pricing Negotiation Committee; CERDHU, Committee for the Evaluation & Reimbursement of Drugs for Human Use

Table 2: Distribution of referrals to DPNC by legal basis, 2020 – cut off (18/06/2025)

	Total CERDHU referrals	% total
New product	1,018	70.16%
New indication	121	8.34%
New name	8	0.55%
New strength	60	4.14%
New container	29	2.00%
New packaging	56	3.86%
New pharmaceutical form	24	1.65%
Re-assessment	135	9.30%
Total	1,451	100.00%

Abbreviations: DPNC, Drug Pricing Negotiation Committee; CERDHU, Committee for the Evaluation & Reimbursement of Drugs for Human Use

Table 3: Distribution of referrals to DNPC, by type of product, 2020 – cut off (18/06/2025)

	Total CERDHU referrals	% total
Biosimilars	35	2.41%
Generics	683	47.07%
Vaccines	57	3.93%
Established use products	157	10.82%
Innovative Products	369	25.43%
Orphan Medicinal Products (OMPs)	45	3.10%
Fixed combinations	39	2.69%
Hybrid	66	4.55%
Total	1,451	100.00%

Abbreviations: DPNC, Drug Pricing Negotiation Committee; CERDHU, Committee for the Evaluation & Reimbursement of Drugs for Human Use; OMPs, Orphan Medicinal Products

Note:
Referrals by MoH concern a mandate for negotiation from the MoH to the DPNC at the active substance (International Non-proprietary Name, INN) level, when the originator product loses its patent protection, or at the therapeutic area level (e.g., Multiple Sclerosis) to rationalize spending, or on public health grounds, or to ensure sufficient availability of certain preparations (e.g., gamma globulins). From April 2024, if the DPNC has an agreement in force with an originator product when the latter loses its patent protection, then, the Committee may call all generics or biosimilars to negotiate, without waiting for a referral by the MoH. Therefore, there is a decreasing number of MoH referrals in 2025.

Key take aways






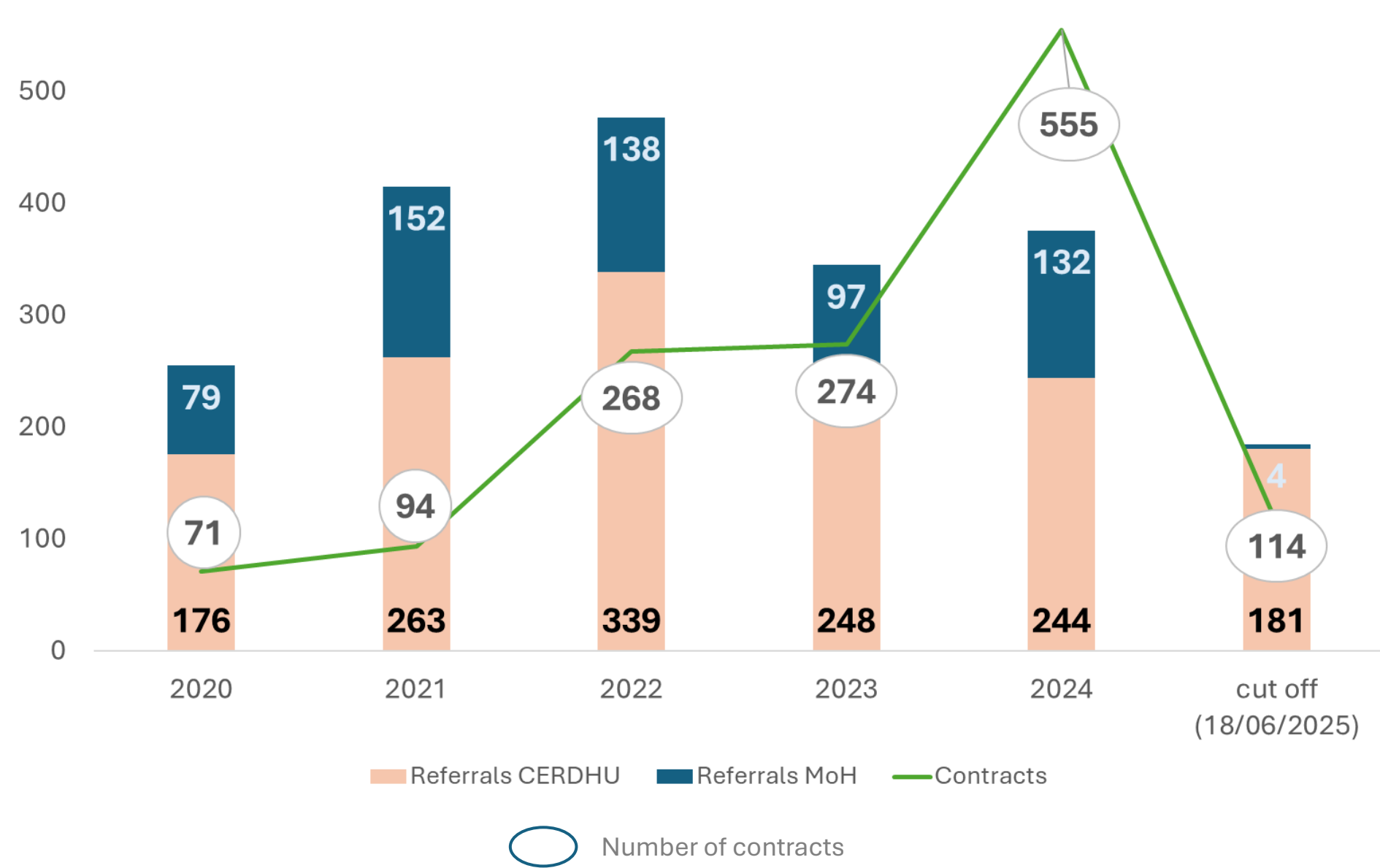
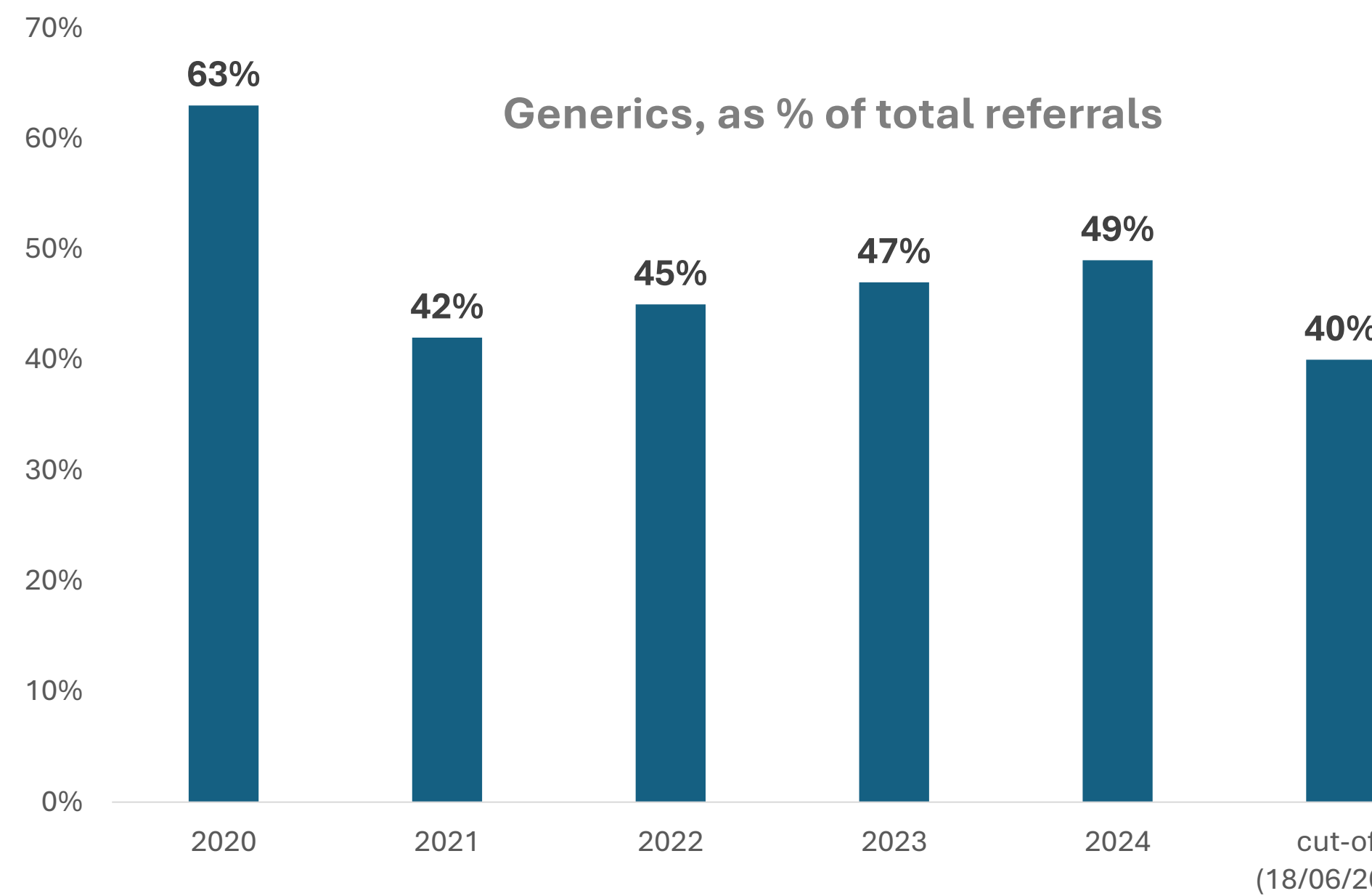
-  The evolution of negotiations by the DPNC of the MoH over the past 5 years confirms that new products and new indications are consistently reimbursed in Greece and added to the therapeutic options of treating physicians.
-  This is especially critical for OMPs, which continue to become available in Greece, despite the size of the market and the general challenges faced by OMPs in accessing reimbursed markets.
-  The high % participation of generics in total referrals signifies the opportunity to increase physician choice amongst more available products whilst achieving additional savings to the pharmaceutical budget.
-  The increase in absolute number of negotiations noted in 2021 and 2022 is attributed to the current DPNC closing all pending negotiations (some pending since 2019). Since 2022, volume of agreements negotiated after referral by the CERDHU stabilized at approximately 250 per annum.
-  The overall evolution of the output of the DPNC negotiations confirms its contribution to sustaining access to innovation for patients in Greece and underlines a continued commitment to optimizing physician choice, patient outcomes and public financing of pharmaceutical care in the country.

Figure 1: Evolution of DPNC output, 2020-cut off (18/06/2025)



Abbreviations: DPNC, Drug Pricing Negotiation Committee; CERDHU, Committee for the Evaluation & Reimbursement of Drugs for Human Use; MoH, Minister of Health

Figure 2: Evolution of generic referrals by CERDHU, 2020 – cut off (18/06/2025)



Abbreviations: CERDHU, Committee for the Evaluation & Reimbursement of Drugs for Human Use



Please use this QR code to download a PDF of the poster.