

Lasse Falk*,¹, Jonas Schreyögg¹

¹ Hamburg Center for Health Economics, University of Hamburg
*Presenting author: lasse.falk@uni-hamburg.de

INTRODUCTION

- **Affordability and long-term effectiveness** of pharmaceuticals are rising concerns for health care systems as expensive innovative treatments like gene therapies offer unprecedented treatment options but often lack conclusive clinical evidence
- Risk-sharing agreements aim to **share the financial risk of outcome uncertainty between manufacturer and payers** by linking treatment outcomes to reimbursements
- Although they have been in use for years, **details on risk-sharing agreements and their effectiveness is limited** due to confidentiality of contracts



What is the impact of risk-sharing agreements on cost in Germany using a Haemophilia B gene therapy as a case study?

RESULTS

- Generally, **risk-sharing agreements can reduce costs for payers** when treating patients with Etranacogene dezaparvovec
- For agreements with a duration of **up to 5 years, multi-annual instalments provide larger savings** than refund agreements, for any with a duration **longer than 5 years, refund agreements offer greater savings**
- Collective cost compensation by payers in Germany via so called **risk pool increases costs for instalment agreements** while refund agreements are largely unchanged
→ Any advantage for payers of pursuing multi-annual instalment agreements is removed

Conclusion

- Risk-sharing agreements can **fulfill different purposes**, choice should depend on individual (risk) preferences
→ Multi-annual instalment agreements may be **preferable for shorter agreements or payers with smaller budgets**
- **Risk pool** in Germany **restricts agreement choice** and may even **hinder proliferation of new therapies**
- **Risk distribution** between payers and manufacturers must be carefully considered
→ Agreements feasible for payers **may be unacceptable for manufacturers**
- Not all risk-sharing agreements may be able to **cover the cost of negotiating** such agreements and **monitoring outcomes**

METHODS

- **Microsimulation** of long-term effectiveness of Etranacogene dezaparvovec for Haemophilia B (based on ICER report)
- **German payer perspective** based on publicly available cost data and literature (i.e. DRG catalogue, tariff agreements, Lauer-Taxe)
- **Refund and multi-annual instalment agreements** varying in payment mechanisms, agreement duration, and treatment failure conditions

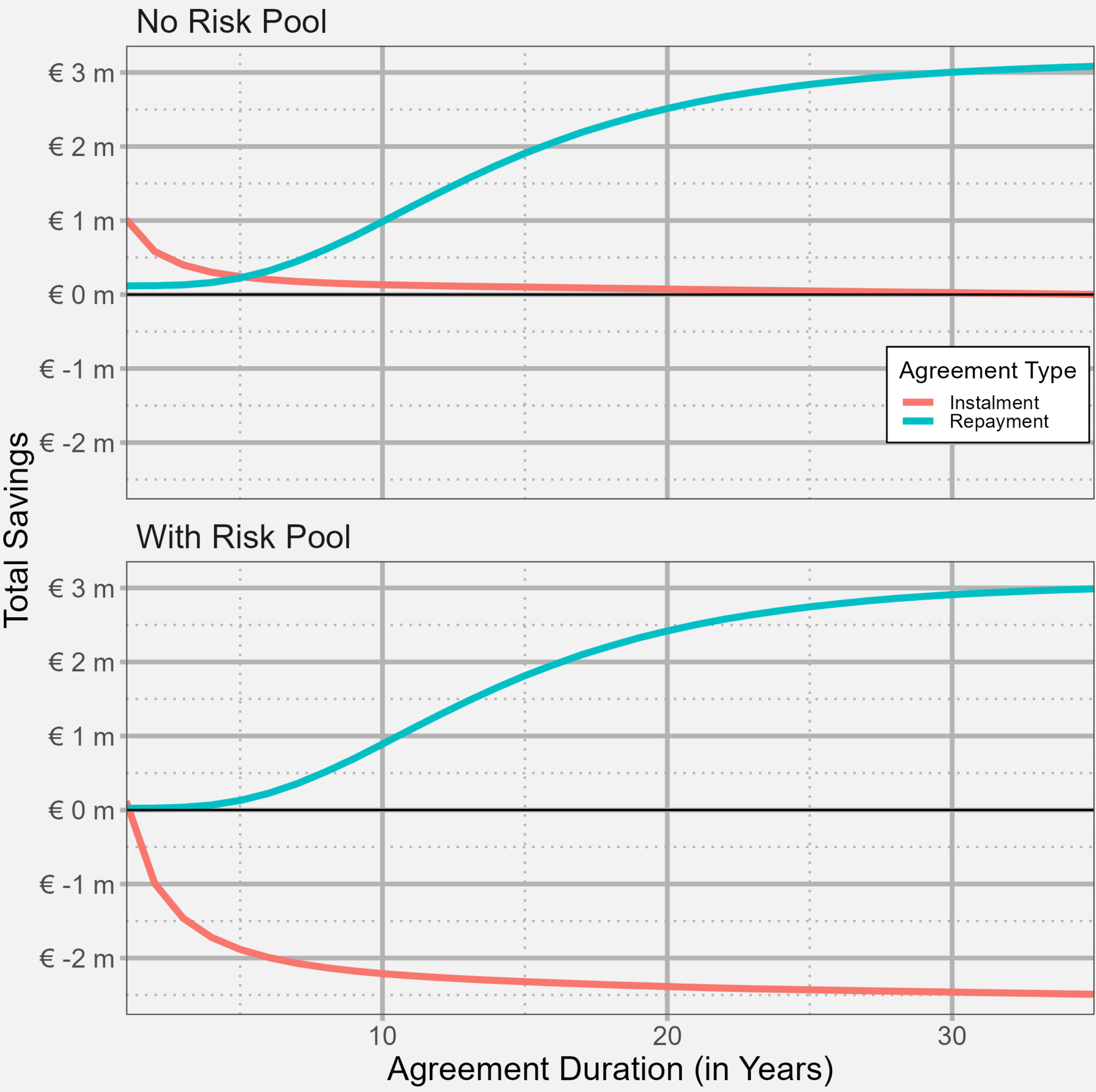
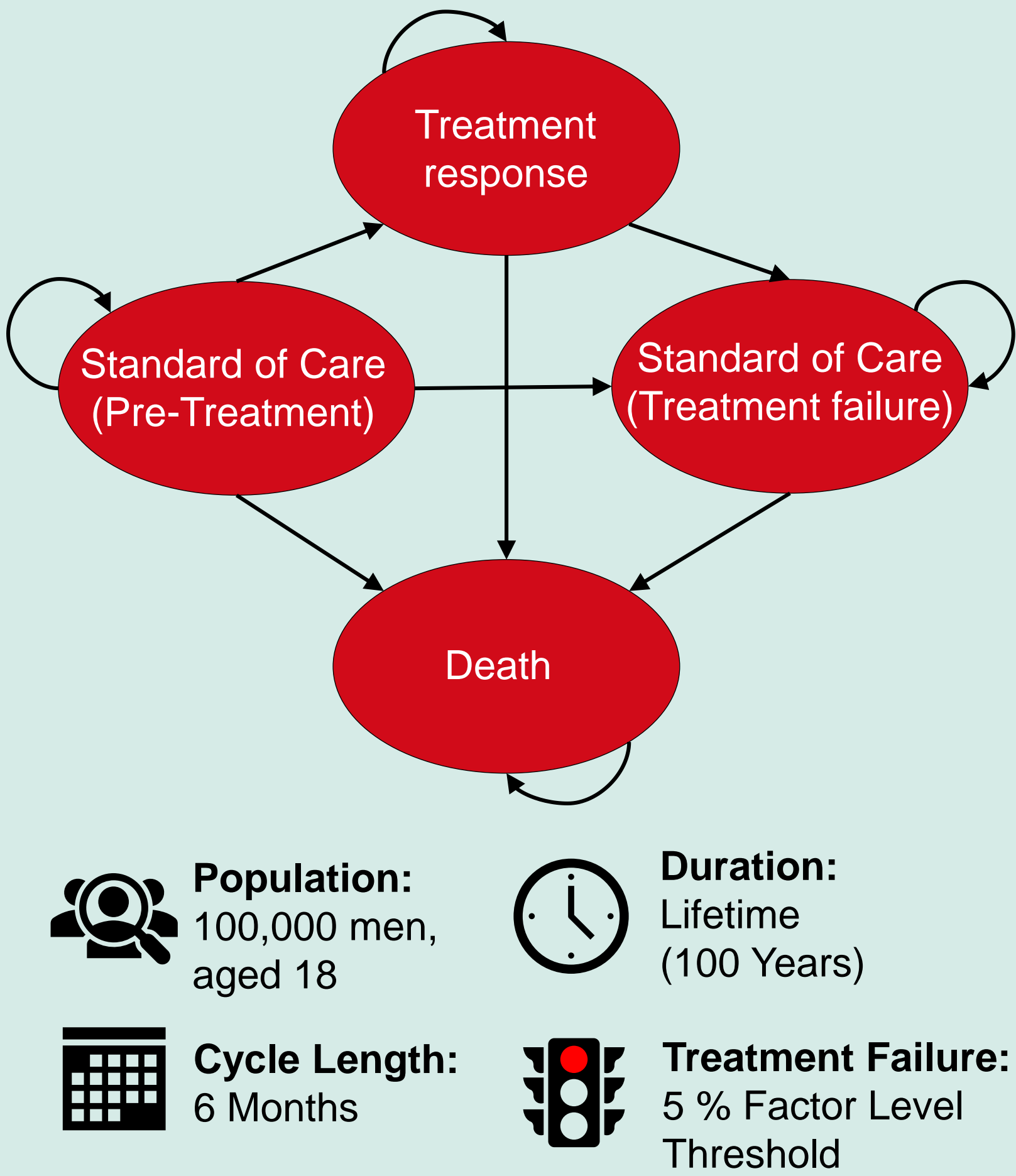


Fig.1 Cost Savings for Payers comparing Multi-Annual Instalments vs. Refund Agreements
Source: Own Data

Potential Cost Savings for Payers in Germany

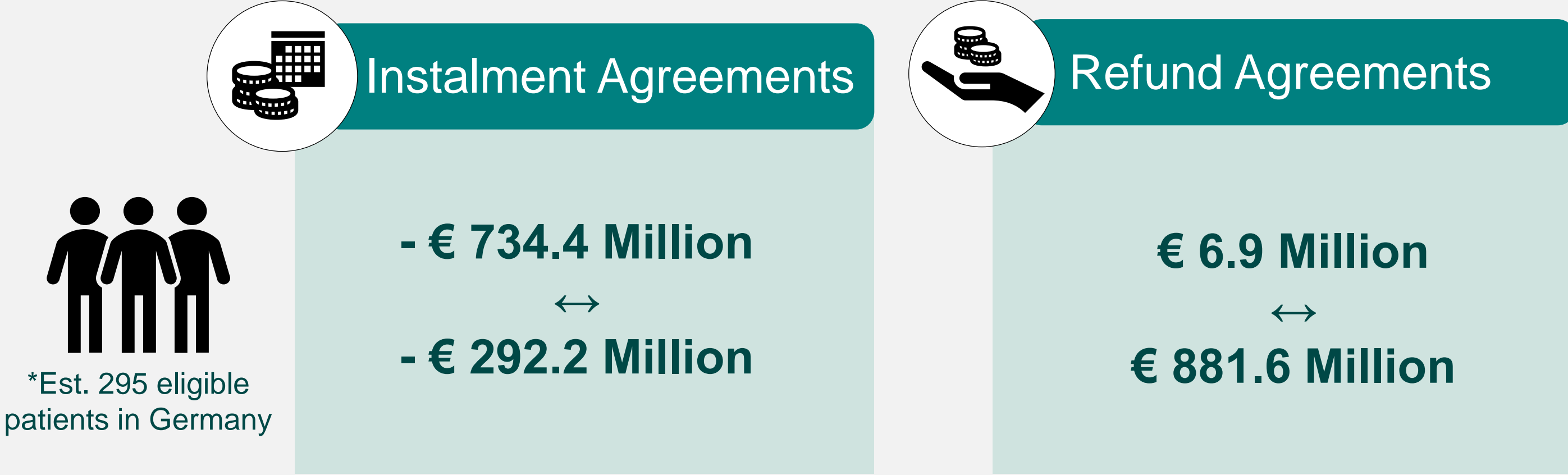


Fig.2 Potential cost Savings for Payers from Risk-Sharing Agreements across all eligible patients in Germany (with risk pool)
Source: Own Data

Key References

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HEALTH INNOVATION NEXT GENERATION PAYMENT & PRICING MODELS (HI-PRIX):
Balancing Sustainability of Innovation with Sustainability of Health Care



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