The value of health is what we make of it together

At Roche, our primary contribution to society is to invent and develop medicines and diagnostics that significantly improve people’s lives.

Our aim is for every person who needs our products to be able to access and benefit from them.

CONCERN
Acknowledge the situation
We understand the pricing of medicines is a strongly debated subject.

CONTEXT
Our Role
As a developer of medicines, we realise that we have a responsibility to work with other key parties to ensure that patients can benefit from these medicines.

Alongside developing innovative pricing initiatives to make our products more accessible to patients.

COMMITMENT
Close
We are collaborating with partners across the healthcare system to ensure the best outcomes for patients.
Science is evolving of an unprecedented pace …..

differentiated treatments and combination therapies offer new options for patients

Past

Future

Treat multiple tumour types by targeting a single mutation

Treat one tumour type by targeting multiple mutations
A suitable approach to pricing is required . . .

Current pricing approach lacks flexibility & required for scientific progress reaching patients

**Today**: 1 price per unit/mg

**Future**

We are developing a number of innovative pricing approaches to address important access hurdles and payer concerns. These solutions include:

- **International Differential Pricing (IDP)** to address varying country affordability, especially in the emerging markets
- **Personalized Reimbursement Models (PRM)** that support multiple indication and combination pricing
- **Flexible Pricing Solutions** to address payer needs for evidence on the clinical effectiveness of a medicine and the potential budget impact at time of launch.
Patient centric Managed Entry Agreements increasingly used to address uncertainties

RWD allows to co-create tailored solutions

*Meeting stakeholder needs*

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*Multiple Indication Pricing, Combination Pricing and data driven Commercial Arrangements at Roche are executed with providing adjustments based on drug utilisation data received. Roche complies with all respective local and regional laws and regulations concerning data privacy (e.g. GDPR), competition law, public procurement and contracting.*
Innovative concepts are the new norm already today we are offering personalised reimbursement models in more than 20 countries across the world

- **Data** is available – not perfect but fit for purpose to administer commercial agreements and to ensure access
- **Stakeholders** increasingly embrace concept
- Implementation **outside Europe** started

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**Green:**
PRM implemented and in use / ready for use

**Light green:**
PRM in use, optimisation underway

**Blue:**
PRM implementation underway
**Access to innovations in Ukraine**

15 patient support programs with more than 6000 patients enrolled over 5 years

Roche invests in clinical trials in Ukraine providing patients early access to innovative medicines, and share physicians experience of new treatment ways

Roche Ukraine is trying to reduce the pressure on the HC budget using possible price solutions in frame of legal constraints & rigid tender setting

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**Roche Ukraine with stakeholders planning:**

- to support and assistant the reforming of the Health Care in Ukraine
- to create the necessary conditions for ensuring the sustainable access of patients to the innovative treatment
- increasing the effectiveness of treatment of severe diseases and improving the quality of patient's life
Doing now what patients need next