



PHARMA RISK-SHARING AGREEMENT SERVICES |



**GLOBAL
INSIGHT**



▶ RISK-SHARING AGREEMENT SERVICES

In recent years, pharmaceutical companies have increasingly negotiated risk-sharing agreements for new drugs as part of the pricing and reimbursement process. These agreements seek to weigh the overall payment of the drug against its actual performance in the real world, thus reducing overall cost uncertainty for the payor.

IHS Global Insight provides specialized expertise in the area of risk-sharing agreements, offering three services that are specifically tailored to pricing and reimbursement (P&R) specialists who are considering their launch strategy for a new drug.

- **Risk-Sharing Database:** a continually updated online service that compares and contrasts agreements across all therapeutic areas, drugs, and geographies
- **Risk-Sharing Agreements: An Alternative Approach to Pricing Negotiations:** a multi-client study delivering unique, in-depth analysis based on primary research (interviews with payors and key opinion leaders), providing cross-country comparison of the regulatory environment and market trends for risk-sharing agreements
- **Risk-Sharing Quarterly Analysis:** a quarterly, bespoke PowerPoint® deliverable that monitors new agreements and developments, as well as looks at key themes such as transparency, growth of risk-sharing in emerging markets, and agreements that fail to secure reimbursement

▶ RISK-SHARING DATABASE

The Risk-Sharing Database is the only database of its kind to track risk-sharing on a global level, and is specifically designed for market access specialists, providing the tools to easily understand and compare the complex and numerous types of arrangements.

The database provides you with the tools to:

- Track historical and present risk-sharing agreements on a global level, updated as new agreements are formed
- Easily search by country, product, type of agreement, company, disease area, and reimbursement status
- Monitor over 80 drugs covering markets such as Germany, Italy, the United Kingdom, the United States, Canada, New Zealand, and Australia
- Easily download results into Excel®

You can maximize business opportunities by:

- Understanding if risk-sharing agreements are working for competitor drugs
- Weighing whether risk-sharing is the right strategy for your drug
- Knowing which countries could demand risk-sharing agreements

Healthcare and Pharma - Risk-Sharing Database

The IHS Global Insight Risk-Sharing Database is a searchable tool used to track historical and present risk-sharing agreements from a global perspective. The database is searchable by country, product, type of risk-sharing agreement, company, disease area and reimbursement status. The types of risk-sharing agreements are divided between performance- and finance-based schemes. Within finance-based schemes are two sub categories which include discounted schemes and capped-payment schemes.

Market: <All> United States United Kingdom Germany Canada Australia Italy

Drug: <All> Acclasta Actiq Actonel Aldara Alimta

API: <All> adalimumab atomoxetine hydrochloride bemparin sodium bevacizumab bortezomib

Authority: <All> AIFA AOA AOTM CED Cigna

Disease Area: <All> Acute lymphocytic leukaemia Age-related macular degeneration Alzheimer's Atopic Dermatitis Attention Deficit Hyperactivity Disorder Benign Prostatic Hyperplasia

Type Of Risk Share: <All> Capped Payment Scheme Discounted Scheme Dose Cap Finance-Based Off-Label Performance-Based

Reimbursement Decision: <All> Reimbursed Rejected Restricted

Search

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▶ **RISK-SHARING AGREEMENTS: AN ALTERNATIVE APPROACH TO PRICING NEGOTIATIONS**

IHS Global Insight's multi-client study, *Risk-Sharing Agreements: An Alternative Approach to Pricing Negotiations*, is designed to assist pharmaceutical companies in developing their market opportunities by learning from this new negotiation strategy. This 200 page report also includes analyses and country profiles of nine countries: Australia, Canada, France, Germany, Italy, New Zealand, Spain, the United Kingdom, and the United States.

The report addresses the following key questions:

- What types of risk-sharing agreements have been implemented worldwide and for which drugs? Is there an emerging pattern?
- What are the criteria for these risk-sharing agreements?
- How do risk-sharing agreements impact the price of the drug and market access on a global level?
- What are the main drivers and inhibitors of these agreements for each country?
- How will risk-sharing agreements evolve? To what extent will payors and pharmaceutical companies use this strategy?

In addition, the report includes:

- Legal and regulatory framework for pricing and evaluation of drugs
- Analysis of the distribution of drug costs between patients' co-payment, public, and private healthcare insurance coverage

▶ **METHODOLOGY**

Primary Research: A Qualitative Approach Using In-depth Interviews

- Telephone interviews (approximately 45 minutes each)
- E-mail exchanges following the interview for validation and follow-up

Secondary Research

Extensive research based on secondary sources and data, analyzing pricing, and evaluating positioning.

*The methodology is completely transparent; please contact us for more details.

▶ **RISK-SHARING QUARTERLY ANALYSIS**

IHS Global Insight's Risk-Sharing Quarterly Analysis is a PowerPoint presentation, delivered each quarter to highlight key developments on risk-sharing agreements in the preceding months. It covers new agreements and overarching regulatory reform, looking at both current hotspots and emerging risk-sharing markets.

The presentation is a bespoke piece of research that is tailored to suit the particular needs of each client that:

- Covers each topic from three perspectives (therapeutic area, country market, and company strategy)
- Highlights key trends and picks up on issues raised in the previous quarterly presentation

▶ IHS GLOBAL INSIGHT HEALTHCARE & PHARMA SERVICES

IHS Global Insight's Healthcare & Pharma practice provides a portfolio of intelligence solutions to optimize the performance of companies and organizations across the pharmaceutical, biotech, and generics sectors. Our key focus is to provide actionable insights to support strategic decision making—particularly in the fields of market access, pricing and reimbursement (P&R), emerging markets, generics strategies, therapeutic development pathways, and general competitive intelligence. We deliver high-value subscription and consultancy services to address daily healthcare information needs, highlight important market trends and obstacles, and maximize product life cycles. These services include our Same-Day Analysis—providing the latest global analysis on fast-paced developments in the sector on a daily basis—multi-client studies, special reports, country reports, global pricing data, and market-access consultancy. Our expertise is based on the unparalleled geographic and therapeutic specialties of our in-house data and specialized analysts.

For more information, please visit www.ihsglobalinsight.com/healthcare.

THE POWER OF PERSPECTIVE

ABOUT IHS GLOBAL INSIGHT: IHS Global Insight (www.ihsglobalinsight.com) provides the most comprehensive economic and financial information on countries, regions, and industries available from any source. IHS Global Insight's immediate and insightful analysis of market conditions and key events enables innovative and successful decision making for clients around the world. IHS Global Insight employs approximately 700 employees in 13 countries.

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