



ΣΥΝΔΕΣΜΟΣ ΦΑΡΜΑΚΕΥΤΙΚΩΝ ΕΠΙΧΕΙΡΗΣΕΩΝ ΕΛΛΑΔΟΣ

To
the Honorable
Mr. Andreas Lykourantzou
Minister of Health

Cc: Mr. Ioannis Vroutsis, Minister of Employment, Social Security & Welfare
Mr. Y. Stournaras, Minister of Finance
Mr. Ch. Staikouras, Deputy Minister of Finance
Mr. M. Salmas, Deputy Minister of Health

Halandri, 29 January 2013

Dear Minister,

Herewith we would like to come back to the crucial issue of the need to immediately issue the Ministerial Decision, which will foresee the method of settlement of outstanding debts of EOPYY of 2011 to the suppliers.

As you already know, the pharmaceutical sector is suffering because of total lack of liquidity endangering thus the viability of the entire industry. We remind you that pharmaceutical companies have recently been hit with a series of very burdensome measures, such as:

- Pharmaceutical companies expected to receive 100% of the value of the pre-PSI bonds that they were forced to take in repayment of the debts of previous years. However after the PSI, 53.5% of the nominal value of the bonds was deleted, while 31.5% expiring within the next 30 years without tax recognition of the damage caused.
- Pharmaceutical companies are the only industry with zero receipts from EOPYY unlike all other sectors.
- With the critical contribution of pharmaceutical companies (price reductions, rebates, clawback etc.) pharmaceutical expenditure has decreased in the last 3 years by 45%. Moreover, in 2011, pharmaceutical companies paid the exorbitant sum of 262 million euros by way of clawback.
- No Price Bulletin with new products has been issued for 2 years thus preventing access of Greek patients to new treatments and preventing a stable and sustainable environment for the preservation of business.

Dear Minister,

For all the above reasons and for the normalization of the existing situation, it is absolutely necessary:

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- to immediately issue the Ministerial Decision, which, as you expressly assured us during our meeting on 22/1/2013, and as mutually agreed between all relevant ministries, will provide for 1% discount for the settlement of EOPYY's old outstanding debts up to 31/12/2011 to pharmaceutical companies
- to proceed with the disbursement of money available to the General Accounting Office to settle the outstanding debts EOPYY from 1/1/2012 to 30/9/2012 and all the outstanding debts of hospitals until 30/9/2012. Regarding the debts which have not been cleared, they can be paid immediately to pharmaceutical companies upon solemn declaration, and any differences that arise can be resolved by off-setting the coming months.

Pharmaceutical companies, if the above are implemented, are able to continue to make every effort to ensure the smooth operation of the market.

Faithfully yours,

Konstantinos M. Frouzis
President

Kostas Evripides
Vice-President