

To the Honourable  
Mr. Antonis Samaras  
Prime Minister of Greece

Cc: Mr. Kostas Mpouras, Secretary General of the Prime Minister's office  
Mr. Dimitris Stamatis, Minister of State

Chalandri, February 11, 2013

Dear Prime Minister,

The viability of pharmaceutical companies has reached a critical point due to the credit suffocation ravaging the whole industry and condemning any sense of investment in our country. Despite the express commitments of the State for the prompt settlement of outstanding debts, and despite the fact that the relevant funds have been disbursed, pharmaceutical companies, unlike all the other industries but also health suppliers, have zero collections during the last 2 years as regards their receivables from hospitals and EOPYY.

This discriminating and unequal treatment against the pharmaceutical industry is added to a series of horizontal and anti- developmental measures (haircut of bonds with damage around €1 billion, the entry fee to the reimbursement list, continuous rebates and clawback, non-issue of Price Bulletin with new medicines for more than two years etc.). Despite the above, we lie among the few industries which have supported the measures of the Memorandum of Understanding, by achieving the target for pharmaceutical spending for 2012 at €2.88 billion, according to the data available to the Ministry of Health and the Troika.

Dear Prime Minister, for all the above reasons, but also in order to protect Greek patients, it is absolutely necessary:

- **That all outstanding debts (IKA, EOPYY, military hospitals, NHS hospitals) to the pharmaceutical companies are immediately settled**, which are outstanding until the end of 2012 and reach now the amount of around €2 billion.
- **That the financing of EOPYY is immediately ensured**, so that new debts will not accumulate within 2013, as Greece has committed itself to do, in the Memorandum of Understanding and so that EOPYY is a functional organization.

Pharmaceutical companies offer their assistance in your task, so that the country exits the crisis and enters a development track, through structural pylons, such as investing in research, innovation, production, exports and employment.

**To that end, we address this final plea to you, so that you will personally and immediately intervene for this extremely serious issue.**

Yours sincerely,

Konstantinos M. Frouzis  
President