

To
the Honourable
Mr Adonis Georgiadis
Minister of Health

URGENT

Cc.: Mr Thanos Plevris, Legal Advisor of the Ministry of Health

Chalandri, October 18, 2013

Subject: Price Observatory

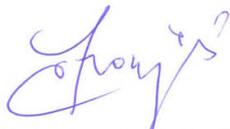
Dear Minister,

We would like to inform you that we were informed to our great surprise, that the Prices Observatory intends henceforth to post, apart from the prices of the Prices Bulletin and the prices formed by the national tenders, also the prices resulting from the hospital tenders and the prices resulting from the discounts granted by the pharmaceutical companies, and the these prices will constitute from now on, the prices for the compensation of the cost of medicinal products with the same active substance.

As we have repeatedly pointed out, the compensation of the cost of medicinal products based on the above prices of the Prices Observatory, clearly violates the Ministerial Decision No ΔΥΓ3(α)/οικ 7789/2013 “Provisions on the pricing of Medicinal Products” (Gov. Gazette B’ 94/23-1/2013), which regulates in detail the manner the prices of the said medicinal products will be determined, and in article 3 thereof, it is explicitly provided that the **additional discounts** on the hospital price are optional and constitute a **right** of the manufacturer/importer and not an obligation thereof.

Given that **every pharmaceutical company, in the context of its commercial policy, is entitled to decide the additional discount percentage**, which it will grant to a Public Hospital for the procurement of medicinal products either by means of direct awarding or via a tender process, we would like to inform you that **if the above is implemented, it is almost certain that the result will be the exact opposite from the one pursued, i.e., it will prevent the pharmaceutical companies from further granting discounts.**

Consequently, we kindly **request your prompt intervention**, in order to prevent any other problems from occurring in the smooth procurement of the market and finally, to the patients’ access to their medicines.



Konstantinos M. Frouzis
President

Yours sincerely,



Konstantinos Panagoulas
Vice President