



ΣΥΝΔΕΣΜΟΣ ΦΑΡΜΑΚΕΥΤΙΚΩΝ ΕΠΙΧΕΙΡΗΣΕΩΝ ΕΛΛΑΔΟΣ
HELLENIC ASSOCIATION OF PHARMACEUTICAL COMPANIES

**SFEE's REPORT ON STATE'S DEBTS TOWARDS
SFEE's MEMBER-COMPANIES**

Sales, amounts paid and amounts due until 31.10.2016

Athens, November 2016

The Hellenic Association of Pharmaceutical Companies (SFEE) collected and analyzed all the available data regarding pharmaceutical debts of the state to its member-companies, for the invoices issued from 01.01.2015 up until 31.10.2016. ***Please note that the collection of the respective data is on a voluntary basis from our member-companies and as such differences with official data from authorities may arise. The total amount presented in this report does not reflect the amount of arrears from the State, as it also included invoices published until today (31.10.2016). Arrears (>90 days) are a subset of the amount due presented here.***

The analysis describes both in detail the data regarding sales, sums that have been paid and sums that are still pending (owed) for invoices issued from 01.01.2015 up until 31.10.2016, and collectively for 2015 and 2016 for the pharmaceutical sector only.

Moreover, data on outstanding payments from NHS hospitals, EOPYY (IKA), military hospitals and IFET towards SFEE member-companies for invoices issued before 01.01.2015 were collected and included in the analysis.

- The total amount of sales, sums collected and sums that are pending will be presented in table 1. These sums refer to all invoices issued each year (from 01.01.2015 up until 31.10.2016), as estimated by data sent by member-companies.
- At Table 2 the total amount of sales, sums collected and sums pending will be presented. These sums refer to all invoices issued up until the 31.10.2016, as estimated by data sent by member-companies. Total debts that are presented also include sums pending prior to 2015.

It is stressed that Tables 1, 2 include only member-companies that send a detailed list of debts. Therefore these tables refer to a percentage of debts (nearly 80%).

- For 2014 a reduction is reported from ~€ 5.9 million to ~€3.9 million.
- For 2015, a significant reduction in unsettled debts has been observed since last month of ~69% in total; particularly, a ~73% reduction for EOPYY was observed, accounting for ~€118.1 mio and a ~59% reduction for NHS respectively, amounting to ~€26.5 mio.
- For 2016, small progress in payments has been recorded showing a 3.9% reduction in total. Currently, the respective amount has reached ~€917.9 mio from ~€955.9 mio in the previous report.

- The need for a stable repayment schedule is imperative as it can become evident that our member - companies are **more than 9 months** behind in payments in contrast to the rest of the providers in EOPYY.

Table 3, total amount due from NHS hospitals EOPYY (IKA), and Military Hospitals will be presented. The sums reported include also aggregate debt data from member-companies of SFEE.

- On 31.10.2016, ***total amount of the state's debt*** towards SFEE's member - companies was **€988 million, showing a reduction of ~16% from previous report.**

TABLE 1*
TOTAL SALES, SUMS COLLECTED & SUMS STILL PENDING BY THE STATE TOWARDS SFEE'S MEMBER COMPANIES
2015 & 2016

** Member-companies that send only aggregate debt data are not included.*

HOSPITALS	2015 01.01.2015 - 31.12.2015 (only 2015 invoices)				2016 01.01.2016 – 31.10.2016 (only 2016 invoices)			
	SALES	COLLECTED	PENDING	% SETTLED	SALES	COLLECTED	PENDING	% SETTLED
NHS	308.092.708€	293.609.666 €	14.483.042 €	95,30%	277.995.965 €	102.030.910 €	225.478.769 €	36,70%
EOPYY	711.147.572 €	678.470.790 €	32.676.782 €	95,41%	544.206.500 €	98.916.041 €	445.290.459 €	18,18%
MILITARY	26.170.465 €	23.458.223 €	2.712.242 €	89,64%	16.738.973 €	8.186.797 €	11.653.135 €	48,91%
NPID	1.844.051 €	847.331 €	996.720 €	45,95%	909.358 €	379.977 €	529.381 €	41,79%
IFET	951.845 €	440.520 €	511.325 €	46,28%	1.743.585 €	253.749 €	1.489.836 €	14,55%
CORREC/AL INSTITUTES	353.740 €	295.335 €	58.406 €	83,49%	290.274 €	86.205 €	213.279 €	29,70%
TOTAL	1.048.560.381 €	997.121.864 €	51.438.517 €	95,09%	841.884.655 €	209.853.679 €	684.654.859 €	24,93%

TABLE 2***CUMULATIVE SALES, SUMS COLLECTED & SUMS STILL PENDING BY THE STATE TOWARDS SFEE'S MEMBER COMPANIES****Until 31.10.2016**** Member-companies that send only aggregate debt data are not included.*

	2015-2016 01.01.2015 - 31.10.2016				UP UNTIL 31.12.2013	DEBTS 2014	TOTAL DEBTS
	SALES	COLLECTED	PENDING	% SETTLED			
NHS	586.088.673 €	395.640.576 €	239.961.811 €	67,51%	785.837 €	2.390.284 €	243.137.932 €
EOPYY (IKA)	1.255.354.072 €	777.386.831 €	477.967.241 €	61,93%	130.125 €	- 15.373 €	478.081.993 €
MILITARY	42.909.438 €	31.645.020 €	14.365.377 €	73,75%	36.510 €	800.941 €	15.202.828 €
NPID	2.753.408 €	1.227.308 €	1.526.101 €	44,57%	5.445.995 €	2.091.598 €	9.063.694 €
IFET	2.695.429 €	694.269 €	2.001.161 €	25,76%	-	69.413 €	2.070.574 €
CORREC/AL INSTITUTES	644.015 €	381.539 €	271.685 €	59,24%	19.022 €	32.098 €	322.805 €
TOTAL	1.890.445.035 €	1.206.975.543 €	736.093.375 €	63,85%	6.417.488 €	5.368.962 €	747.879.825 €

TABLE 3***TOTAL OUTSTANDING DEBTS OF THE STATE TOWARDS SFEE'S MEMBER COMPANIES****Including SFEE's member companies which report only aggregate debt data*

	DEBTS (UNTIL 31/12/2013)	DEBTS 2014	DEBTS 2015	DEBTS 2016 (until 31.10.2016)	TOTAL
EOPYY (IKA)	~ 0,3 mio	- 0,02 mio	~ 42,7 mio	~ 571,3 mio	~ 614,3 mio
NHS	~ 1,97 mio	~ 3,0 mio	~ 18,4 mio	~ 332,7 mio	~ 356,1 mio
MILITARY	~ 0,06 mio	~ 0,9 mio	~ 3,0 mio	~ 13,8 mio	~ 17,8 mio
TOTAL	~ 2,3 mio	~ 3,9 mio	~ 64,1 mio	~ 917,8 mio	~ 988,2 mio

**FIGURE 1 - TOTAL OUTSTANDING DEBTS PER YEAR
OF THE STATE TOWARDS SFEE'S MEMBER COMPANIES (YTD10.2016)**

**Including SFEE's member companies which report only aggregate debt data*

