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# A NEGOTIATED CONFIDENTIAL PRICE IN THE REIMBURSEMENT SYSTEM - AGREEMENT DETAILS

1. Juli 2025





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# NEGOTIATION ELEMENTS

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- A confidential price is relevant if the possibility of obtaining reimbursement based on the list price is limited due to financial considerations
- We will always try to address the reason why the medicine has limited opportunities to obtain reimbursement
- For that reason, it is possible to enter into an agreement on several elements;
  - *Confidential price*
  - *Confidential maximum settlement price*
  - *Partial coverage of parallel imports*
  - *Risk sharing (cap on grant funding)*

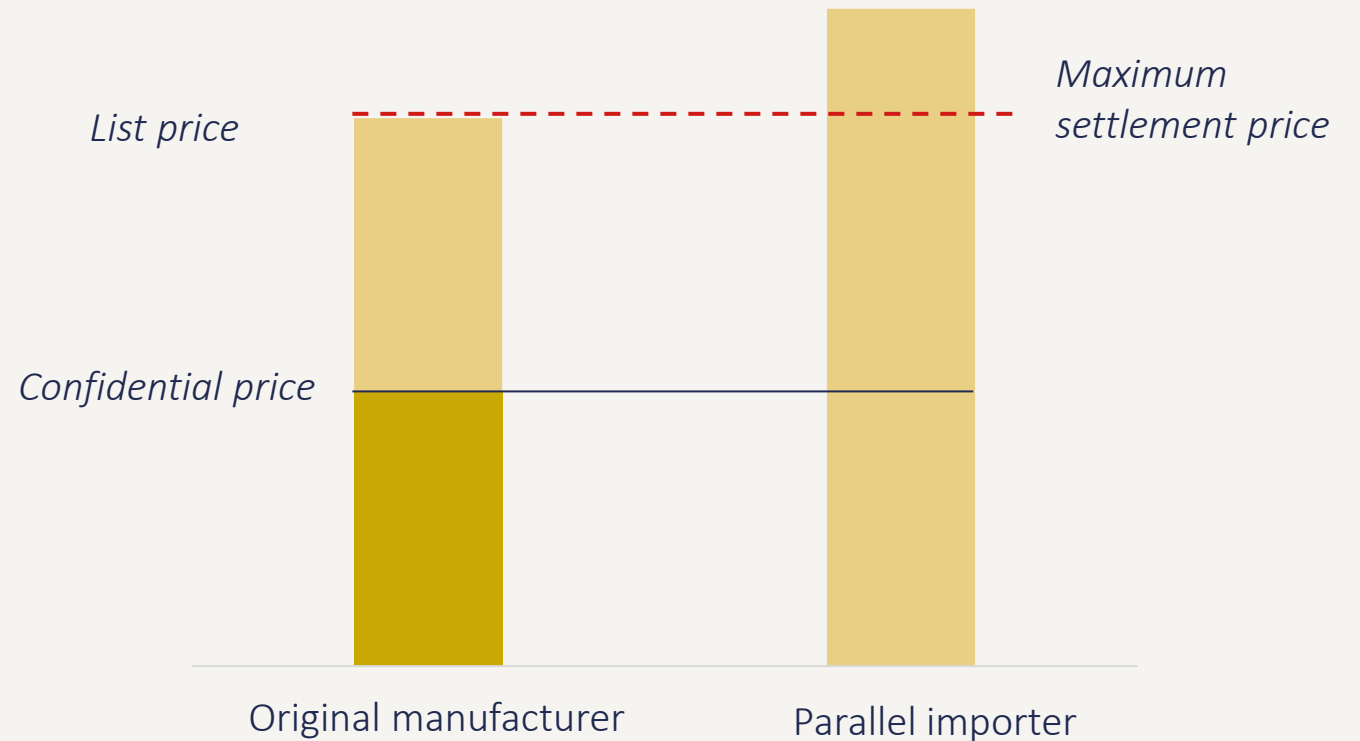
# CONFIDENTIAL PRICE



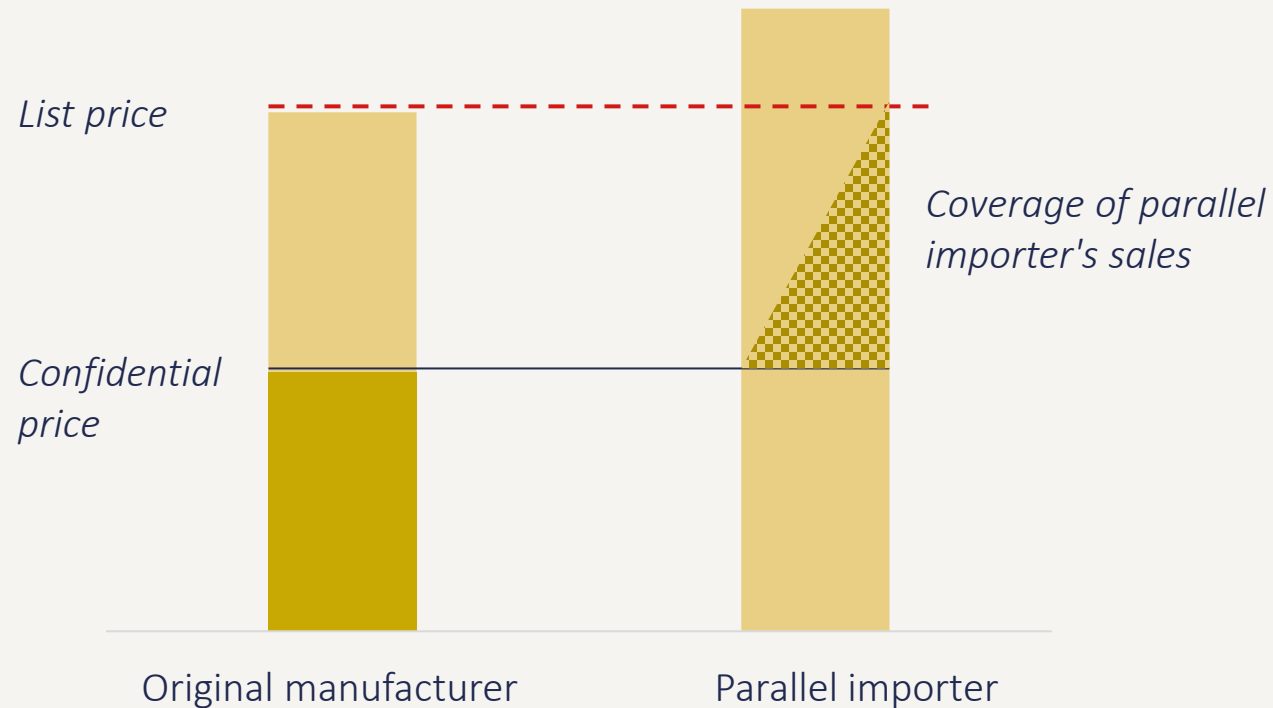
A confidential price is being negotiated, which the companies can use in an application for general or general conditional reimbursement from the Danish Medicines Agency.

# CONFIDENTIAL MAXIMUM SETTLEMENT PRICE

The confidential maximum transfer price specifies the upper limit on how much the originator manufacturer must cover when the confidential rebate is settled on the basis of a parallel importer's sales.



# COVERAGE OF PARALLEL IMPORTS



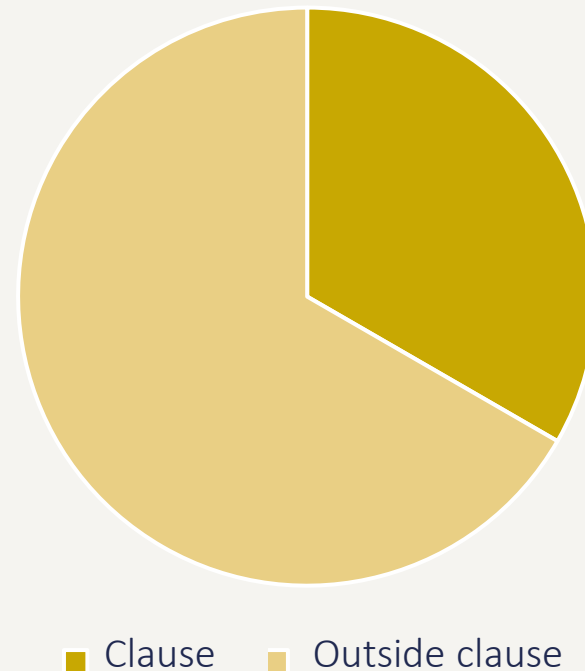
It is negotiable how much of the difference between the confidential price and that of a parallel importer must be covered by the originator manufacturer. A **specific amount** of the parallel importer's sold packages can also be negotiated, for which the original manufacturer must cover this difference.

# CEILING ON THE REGIONS' REIMBURSEMENT FUNDING, #PACKS

It can be determined in a negotiation that the original manufacturer covers the region's reimbursement costs to the citizen above a certain limit.

This can be implemented when the limit for the target population is reached, similar to the Danish Medicines Agency's risk-sharing scheme.

A cap like this will be relevant when there is a risk of treatment outside the reimbursement clause. In practice, the cap is defined as the number of packages sold.



# NON-NEGOTIABLE FIXED ELEMENTS

- Pharmacy Purchasing Price (PPP) (In Danish: Apotekets Indkøbspris (AIP)) as defined in [www.medicinpriser.dk](http://www.medicinpriser.dk)\*
- Maximum PPP from any price cap agreement

\*However, this cannot be set higher than the negotiated maximum transfer price for as long as the agreement is valid.





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# PRINCIPLES FOR SETTLEMENT OF PARALLEL IMPORTS

# WE HAVE THREE GENERAL PRINCIPLES FOR SETTLEMENT

## Reimbursed price:

The price on which the region's reimbursement is calculated, regardless of which medicine is sold in the substitution group.

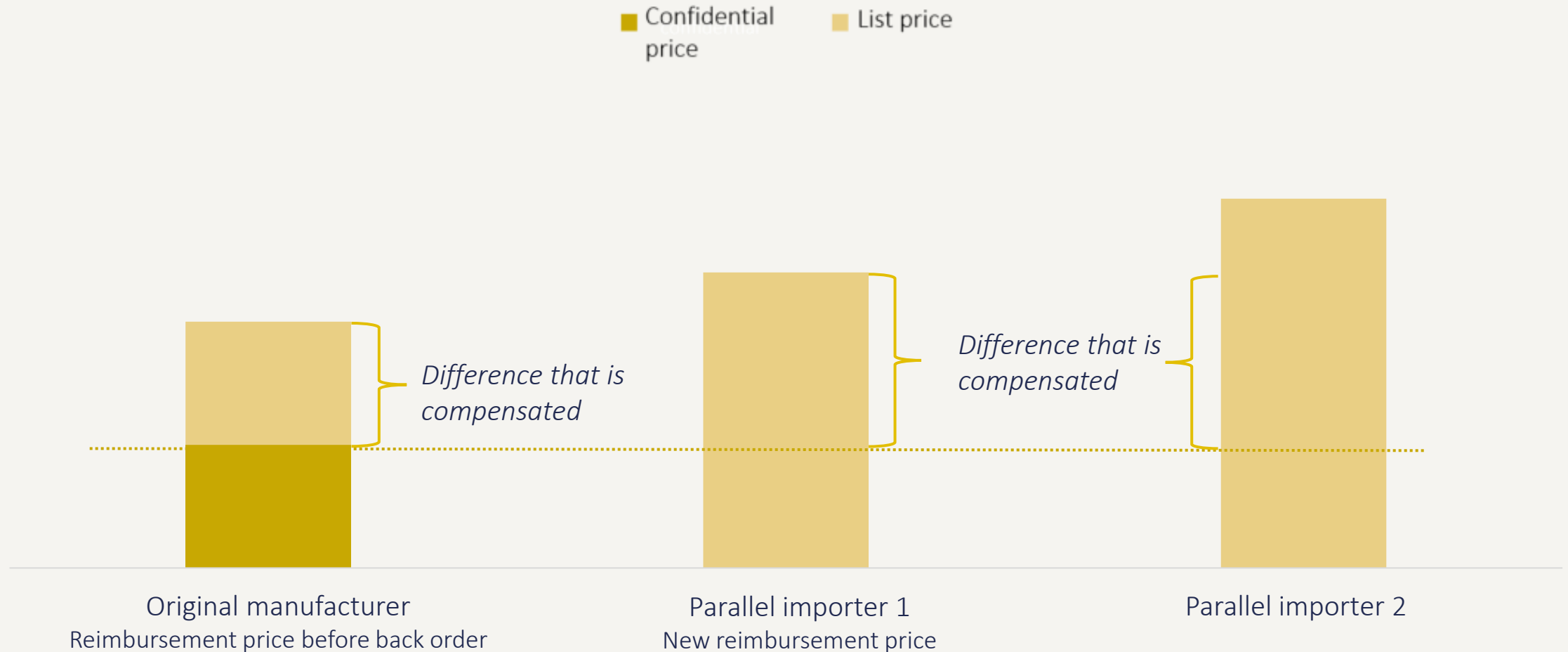
This price is defined as “A price” within a substitution group in [www.medicinpriser.dk](http://www.medicinpriser.dk)

1. All reimbursed sales from the original manufacturer are compensated regardless of which supplier holds the reimbursed price. The compensation is always calculated as the difference between the original manufacturer's confidential price and the original manufacturer's current AIP
2. As long as the originator manufacturer holds the reimbursed price, no compensation is paid for sales from parallel importers
3. If a parallel importer holds the reimbursed price, the originator manufacturer compensates for all sales by parallel importers, but only up to the AIP which constitutes the reimbursed price or the confidential maximum transfer price, if the reimbursed price is higher than this

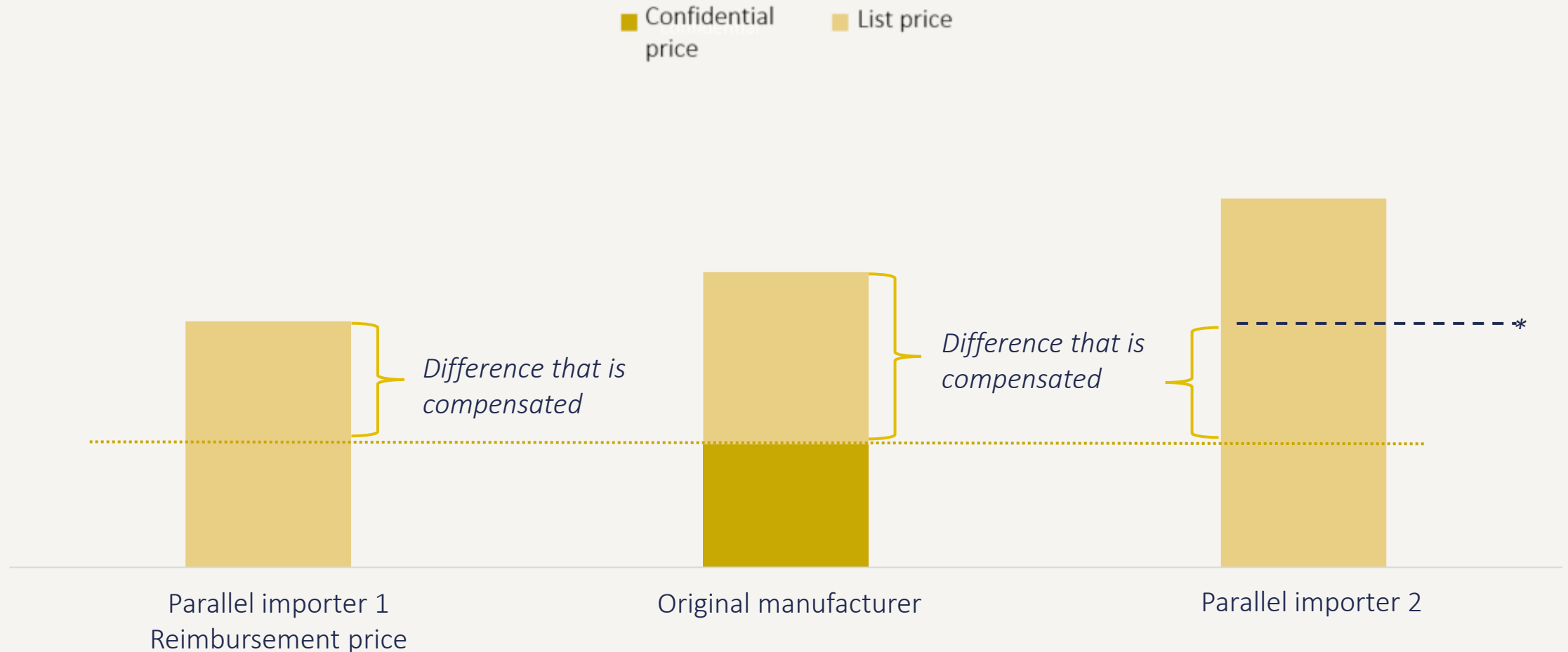
# EXAMPLE 1: THE ORIGINATOR MANUFACTURER HOLDS THE REIMBURSED PRICE AT THE BEGINNING OF THE TARIFF PERIOD



# EXAMPLE 1A: THE ORIGINAL MANUFACTURER HAS A BACKORDER AND THE REIMBURSED PRICE IS TRANSFERRED TO THE PARALLEL IMPORTER



## EXAMPLE 2: PARALLEL IMPORTER HAS THE REIMBURSED PRICE AT THE BEGINNING OF THE TARIFF PERIOD



*\*If a parallel importer has the **reimbursed** price, the difference for other parallel importers' sales is calculated according to this.*

# EXAMPLE 3: PARALLEL IMPORTER HAS A REIMBURSED PRICE THAT IS ABOVE THE CONFIDENTIAL MAXIMUM TRANSFER PRICE

