

TIP SHEET

MARKET ACCESS FOR EARLY STAGE AND LATE STAGE DRUGS - FRANCE

#LOOKINGAHEADOFTHECURVE



FRANCE

EARLY STAGE DRUGS: WE RECOMMEND THAT MANUFACTURERS AND MARKETING COMPANIES:

1

Recognize that there are major delays for HTA and pricing of drugs due to COVID-19. It is recommended that the Product application for coverage is conducted as soon as possible, to speed up dossier submission as the first to be registered will be the first to be reviewed. Once restrictions are lifted, the Haute Autorité de Santé (HAS) will go through the backlog in chronological order. The formal door is not shut but they are reviewing from high value perspectives first.

2

Recognize that there are tensions on hospital organizations with elective care being delayed. There is a good window for the commissioning of drugs to improve the patient journey and its management workflow. There also is an opportunity for a fast track HTA and compassionate use (ATU program) options to speed up access that could be considered, if appropriate, based on disease severity, high unmet medical need and good presumption of safety and efficacy.

LATE STAGE DRUGS: FOR PRODUCTS THAT ARE CLOSER TO LAUNCH, WE RECOMMEND THAT MANUFACTURERS AND MARKETING COMPANIES:

1

Know that there is a new President recently appointed for the pricing authority of drugs in France (CEPS), with new opportunities for the pricing of expensive drugs (e.g. performance and risk sharing agreements).

2

Know that a new framework agreement is to be negotiated between industry and CEPS for the pricing of drugs. Companies seeking to commercialise products in France should follow these developments closely to achieve a good understanding of the likely prospective allowances and opportunities.

3

Know that Payers are to reward local production of active ingredients. with the president to set a three-year plan to relocate production of high volume active ingredients, (such as paracetamol, amoxicilin) to France.

WHY PARTNER WITH GIRS?

The GIRS International Beacon has over 17 years of experience developing market access strategies in EX-U.S., countries. We also assist with the implementation of these strategies in each country. For market access support, email us at info@girsinc.com or call us at 901-834-9119.