



**EUCOPE**

European Confederation of  
Pharmaceutical Entrepreneurs AISBL

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11:00am – 4:00pm

EUCOPE offices  
Rue Marie de Bourgogne, 58  
1000 Brussels

# INNOVATIVE CONTRACTING IN GERMANY AND PHYSICIAN QUOTA

## TOP 1 **Welcome**

## TOP 2 **“Upcoming laws” impacting the system, supply chain, contracting etc.**

## TOP 3 **Innovative contracting in Germany from the payer perspective**

- Reasons for contracts with individual insurances
- Why contracting next to AMNOG price negotiations?
- Pay for performance, outcome-based agreements etc.: How to measure performance?
- Specifics in cell & gene therapies
- The use of registries in contracts

## TOP 4 **Challenges in AMNOG from the payer perspective**

- An overview and update on AMNOG
- Orphan medicinal products
- Combinations products (especially in oncology)
- Multi-indication pricing
- “Praxisbesonderheiten” (peculiarities in individual surgeries)

## TOP 5 **Steering mechanisms**

- Physician quota
- Medication catalogues
- New information database for physicians
- Contracts with specialised groups of physicians
- Letters to physicians
- Information of physicians about the most economic therapy / real world data

## TOP 6 **AOB / End of meeting**