

The future of Clinical Trials in Greece

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Cooperation is key for the future of pharmaceutical R&D

- Cooperation between the public and the private sector for improvements in the investments landscape
- Cooperation between the pharmaceutical companies and the Greek Research Community to attract more clinical trials investments in the Greek hospitals
- Cooperation between the pharmaceutical companies and the Greek start-ups community to explore further R&D partnership opportunities

The unprecedented levels of cooperation among stakeholders during the COVID-19 pandemic should be our North-Star for the future



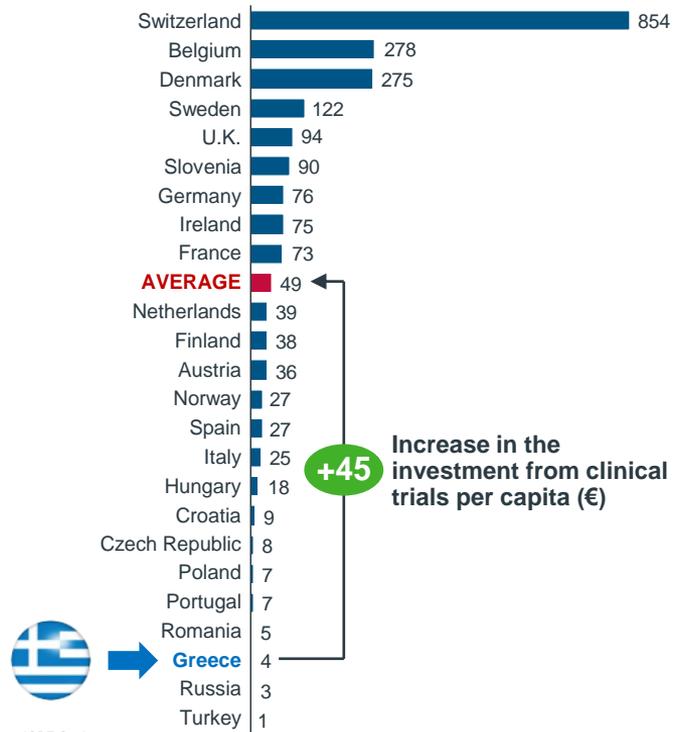
The value of clinical trials looks like an iceberg

You can see some elements above the surface, but many other value drivers are not easily identifiable

1. Economic Value
2. Clinical Value
3. Social Value

Greece could increase clinical trials investment proportionally to its population to reach from ~42m€, to ~520m€

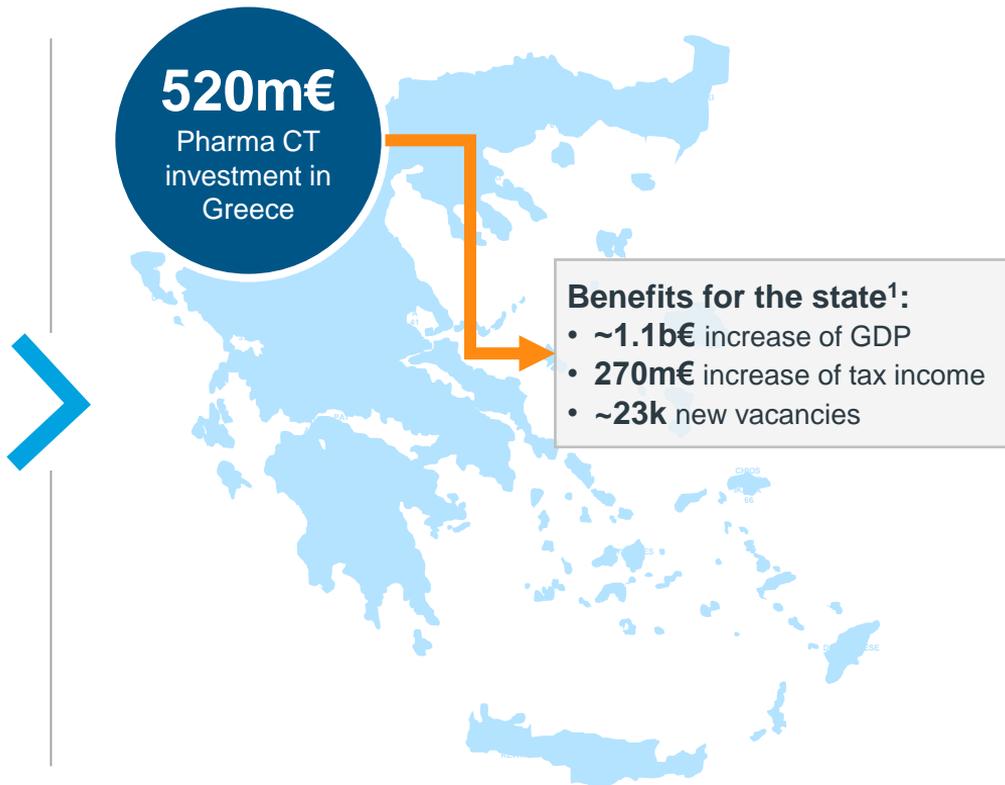
What-if analysis and expected benefits



1. According to IOBE Study

Source: IQVIA analysis

How to increase Clinical Trial Investments in Greece, September 2018



Trial Nation a single, national entry point for clinical trials in Denmark



1. Identification of relevant specialists and clinical researchers
2. Expedited feasibility process with a collated, national response from hospital sites within five days
3. Access to legal network, offering legal advice and national contract negotiation
4. Access to established clinical specialty centers and national networks
5. A national approach to increasing performance in clinical trials
6. Access to established partnerships with hospitals, scientists and patient networks

Greece can become a destination for Clinical Trials (CTs)



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by addressing the following:

- Increase budget for clawback offsetting (from €100MM to €200MM).
- Provide framework & incentives for Administrative bodies & hospitals to conduct CTs.
- Appoint CT officer in each hospital (one-stop-shop).
- Digitize hospitals & upgrade IT infrastructure.
- Form strategic partnerships with high-tech software companies (Microsoft, Cisco) to explore the wealth of e-prescription data.

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