





Access to Healthcare



Billions of people worldwide lack access to necessary healthcare. Approximately 80% of the global population resides in low- and middle-income countries (LMICs), where governments, healthcare systems, and individuals often cannot access or afford essential medicines. Even in wealthier nations, affordability is a growing concern. Given the upcoming demographic challenges, such as the rise of non-infectious diseases in LMICs and rapidly aging populations in developed markets, it is crucial for healthcare companies to contribute to making healthcare more accessible and affordable.

Key healthcare-related requests

Category	Requests
Targets 	<ul style="list-style-type: none"> Formulate numerical targets on Access. For example, the number of patients reached or number of LMIC countries where products are available/accessible. Make these targets public and integrate these targets in executive remuneration plans. Improve absolute overall score on Access to Medicine Index compared to last installment (where applicable) and underlying technical areas (Governance of Access, Research & Development and Product Delivery).¹ Introduce Health Outcomes-based Reimbursement (Pay for Performance) programs in developed markets.
Strategy 	<ul style="list-style-type: none"> Development of programs to improve access and affordability of medicines and/or therapies in LMIC. Measure the health/societal impact of medicines and therapies. Collaborate within the industry to set universal impact reporting standards. For example, through IFPMA.²
Risk analysis 	<ul style="list-style-type: none"> Disclose what measures the company is taking to mitigate risks of non-reimbursements of medicines, products and/or services. Disclose the company's policy around pricing and pricing increases.
Engagement 	<ul style="list-style-type: none"> Alignment between the company's public stance on Access and its position through lobbying and trade organizations. Increase participation in various international collaborative initiatives aimed at improving Access and provide insights in the role of the company within such initiatives. Demonstrate how the company is trying to improve Access and Affordability across markets.

¹ <https://accesstomedicinefoundation.org/>

² International Federation of Pharmaceutical Manufacturers and Associations ([IFPMA - Innovating to improve health worldwide](#))

Levers to improve access and affordability

- Incorporating Access and Affordability into corporate strategy and remuneration
- Expanding geographical presence
- Improving affordability by introducing differential pricing and other pricing models (such as value-based and outcomes-based reimbursement)
- Creating multi-stakeholder partnerships between companies, governments, NGO's, and others aimed at healthcare system strengthening

Threats

- New markets entail large investments
- Pricing can be a sensitive issue
- Collaborations need to be within anti-trust and competition legislation
- Targets need to be challenging, relevant and meaningful

Opportunities

- New markets provides opportunities for higher revenues over time
- Innovation in pricing models can contribute to companies being rewarded for true innovation with proven value to patients
- Collaborations will lead to lower costs and burden for individual companies
- Improving access and affordability will help in creating a better understanding of, and more appreciation for, the healthcare sector as a whole



Companies under engagement

Companies can be selected for several reasons (e.g., size, performance on Access to Medicine, geography, etc.). Therefore, selected companies should not necessarily be seen as laggards compared to peers.

- **Amgen Inc**
- **Astellas Pharma Inc**
- **Bristol-Myers Squibb Co**
- **Daiichi Sankyo Co Ltd**
- **Eisai Co Ltd**
- **Eli Lilly & Co**
- **Merck & Co Inc**
- **Novartis AG**
- **Pfizer Inc**
- **Roche Holding AG**
- **Sanofi**
- **Takeda Pharmaceutical Co Ltd**