Table 2. Outcomes of Beneluxa Initiative Four Key Activities

<table>
<tr><th>Activity</th><th>Outcomes and insights</th></tr>
<tr><td>Horizon scanning</td><td>Published outcomes
N/A
Insights
Work on this activity has started
Open to all interested countries; about 10-20 countries would be keen to join the horizon scanning</td></tr>
<tr><td>Information sharing</td><td>Published outcomes
Meeting on patients registries conducted in November 2017 between Beneluxa, Hungary and the United Kingdom
Webinar on Biosimilars conducted in April 2018
Insights
Work on this activity has started mainly to join forces as resources are limited
Only counries are involved in the patient registries discussion, no company has yet shown interest in taking part into the potential registries set up</td></tr>
<tr><td>HTA[1]</td><td>Published outcomes
<table>
<tr><th>Branded Name</th><th>Company[2]</th><th>Therapeutic Area</th><th>Year</th><th>HTA Type</th></tr>
<tr><td>Lojuxta</td><td>Aegerion</td><td>Hyper-cholesterolemia</td><td>2015</td><td>Belgium re-used Ducth HTA work</td></tr>
<tr><td>Orkambi</td><td>Vertex</td><td>Cystic fibrosis</td><td>2016</td><td>First submission – Joint HTA (Belgium and Netherlands); external referee (Dutch Zorginstituut); Luxembourg used final report</td></tr>
<tr><td>Praluent</td><td>Sanofi</td><td>Dyslipidemias</td><td>2016</td><td>External referee (Dutch Zorginstituut for Belgium)</td></tr>
<tr><td>Orkambi</td><td>Vertex</td><td>Cystic fibrosis</td><td>2017</td><td>Second submission - Joint HTA (Belgium Netherlands); external referee (Dutch Zorginstituut); final report sent to Luxembourg and Austria</td></tr>
<tr><td>Vyndaqel</td><td>Pfizer</td><td>Amyloidosis</td><td>2017</td><td>External referee (Dutch Zorginstituut for Belgium); Luxembourg used final report</td></tr>
<tr><td>Ocaliva</td><td>Intercept</td><td>Primary biliary cholangitis</td><td>2018</td><td>Joint HTA (Belgium and Netherlands)</td></tr>
<tr><td>Spinraza</td><td>Biogen</td><td>Spinal Muscular Atrophy</td><td>2018</td><td>Joint HTA (Belgium and Netherlands)[3]</td></tr>
</table>
Insights
When HTA reports are done jointly, each country may be allocated specific parts of the report (e.g. Pharmacological part for Belgium and pharmaco-economic part for Netherland)
Each country have their own language(s), thus, countries have to agree on a language for the HTA reports</td></tr>
<tr><td>Pricing and reimbursement</td><td>Published outcomes
Orkambi negative decision in 2016 and 2017
Spinraza successful negotiation between Biogen, Belgium and Netherlands in 2018
Insights
As Orkambi negative decision after two HTA submissions, there was the impression that joint price/reimbursement negotions would be difficult to achieve; this belief has been overcome by the recent successful negotiation of Spinraza in July 2018
A negotiation framework has been developed where negotiation is based over value of the product rather than bargaining on lowest price; the aim is to agree on a price perceived reasonable by the countries and fair by the manufacturer
The Beneluxa member states prepare jointly for the negotiation before it takes place with the pharmaceutical company
During the negotiation, all negotiating parties are present (company and Beneluxa member states involved), however, only one country from Beneluxa will lead the talk while the other(s) will remain present as an observer(s)
Companies are encouraged to contact Beneluxa in advance of a potential launch (at least 6 months) in order to efficiently prepare their submission dossier; the alliance provides support such as a test file submission to obtain feedback, while timelines and deadlines are agreed in advance with companies to optimize time management</td></tr>
</table>

[1] As of October 2017 (Beneluxa, 2018c) with the addition of Spinraza 2018 HTA (Beneluxa, 2018d), and Ocaliva 2018 HTA (Zorginstituut Nederland,2018); [2] As per EMA product information; [3]Additional HTA collaboration types may have been conducted but are not publically disclosed