



IHS Markit™

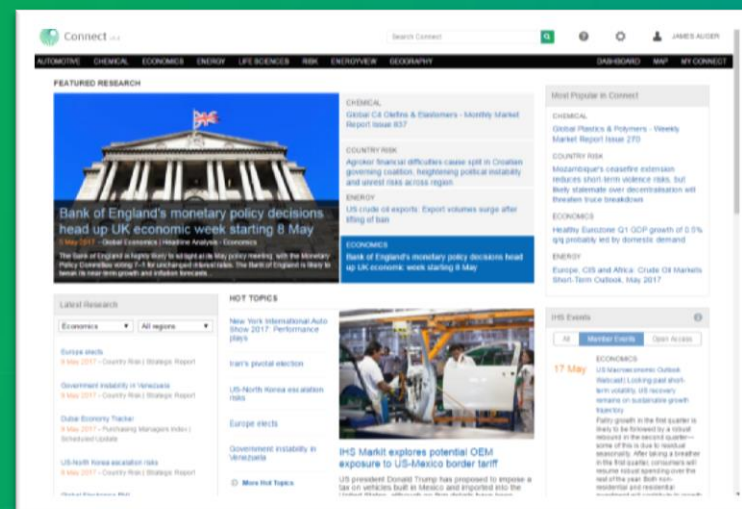
World Markets Pricing & Reimbursement on Connect®

Quick start user guide

May 2017

Connect[®] is an integrated online market and business intelligence platform, bringing together content from across IHS Markit.

A single intuitive interface enables users to discover, analyze, visualize and integrate content and data.

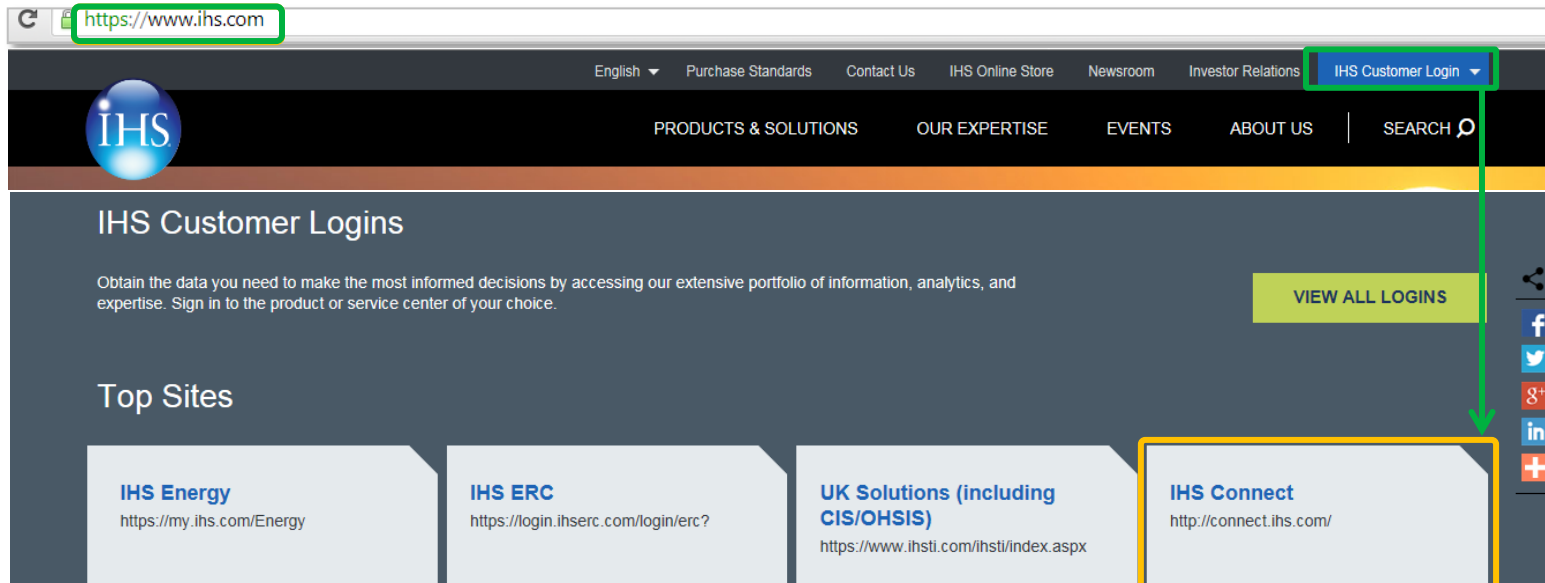
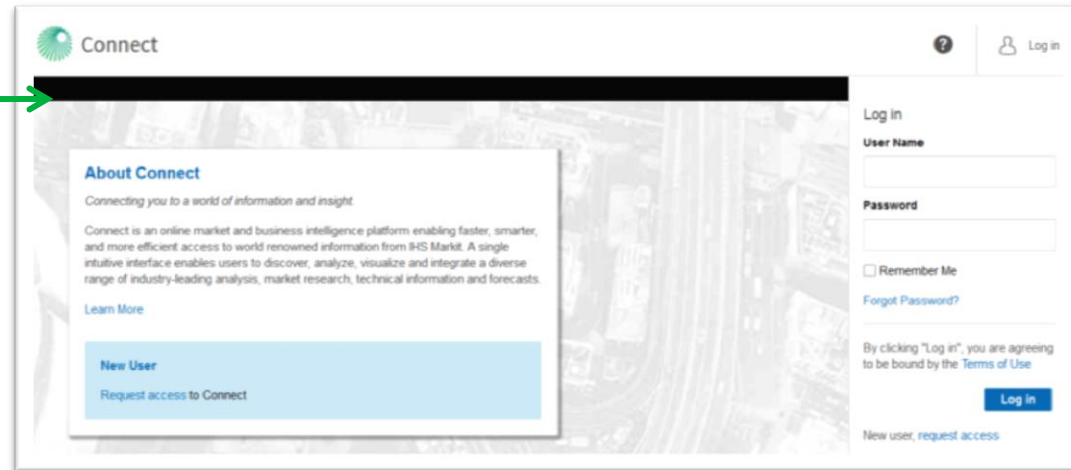


How to Access Connect®

Two easy ways to get started

Go directly to:

<http://connect.ihs.com/>



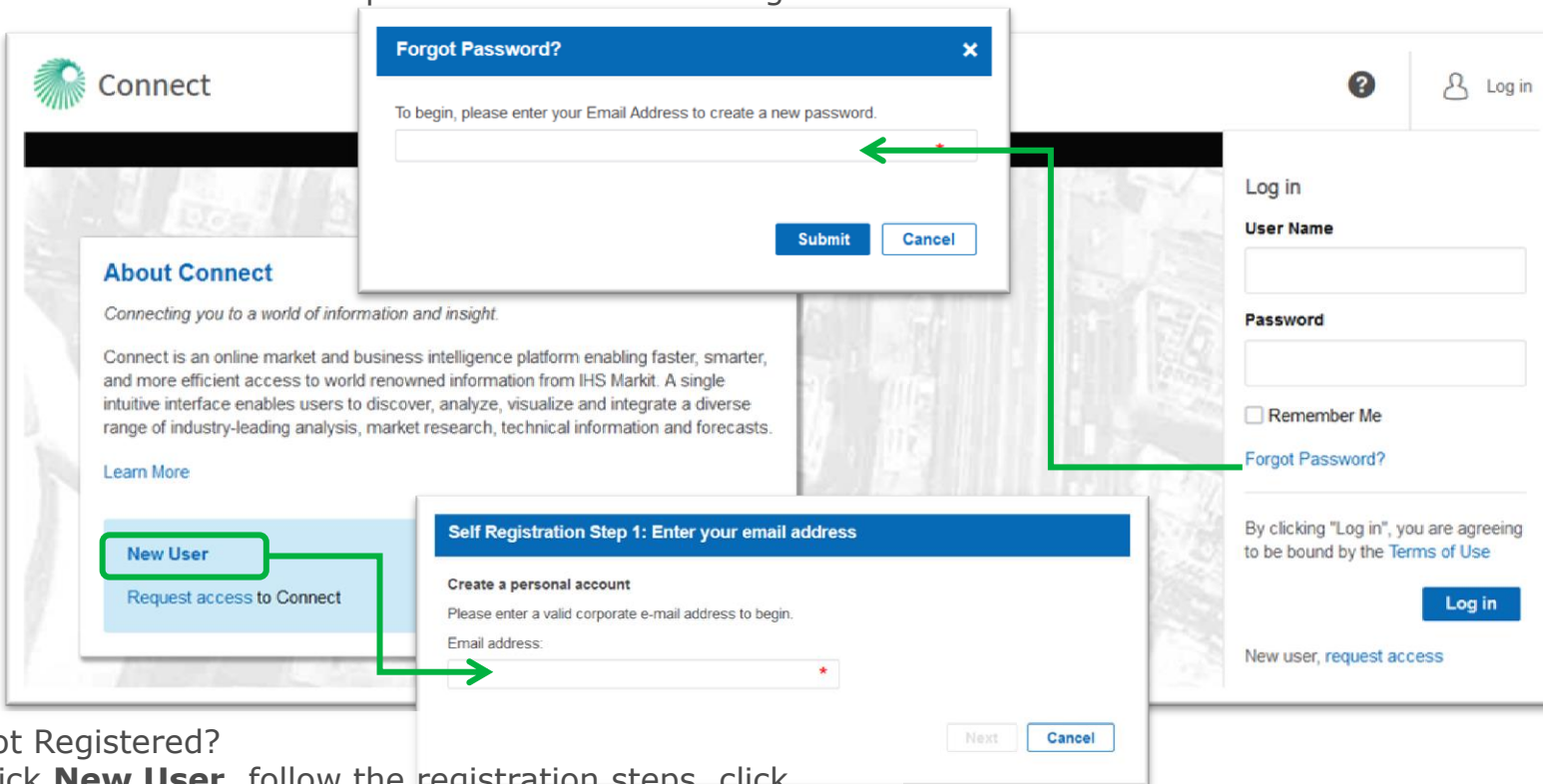
From any page on www.ihs.com, click on the **Customer Login** box in the right-hand corner and select **Connect**.

Logging in

Input your corporate email address and password to access Connect®

Need a password?

Click **Forgot Password**, enter your corporate email address, and click **Request Password**. You will receive confirmation that your password has been sent to your email address and be provided with a link to log in.



The screenshot shows the Connect login and registration interface. A 'Forgot Password?' dialog box is open, prompting the user to enter their email address to create a new password. A 'Self Registration Step 1: Enter your email address' dialog box is also open, prompting the user to enter a valid corporate e-mail address to begin. A 'Log in' form is visible on the right, with fields for 'User Name', 'Password', and a 'Remember Me' checkbox. A 'Log in' button is at the bottom of the form. A 'New User' button is highlighted in the bottom left corner of the main interface. Green arrows indicate the flow from the 'New User' button to the 'Self Registration Step 1' dialog, and from the 'Forgot Password?' dialog to the 'Log in' form.

Not Registered?

Click **New User**, follow the registration steps, click **Submit**, and Customer Care will issue you login credentials to Connect®.

A new platform for Life Sciences

The move from MyInsight to Connect® has driven a comprehensive overhaul of your World Markets Pricing & Reimbursement service.

Interactive, visualised data

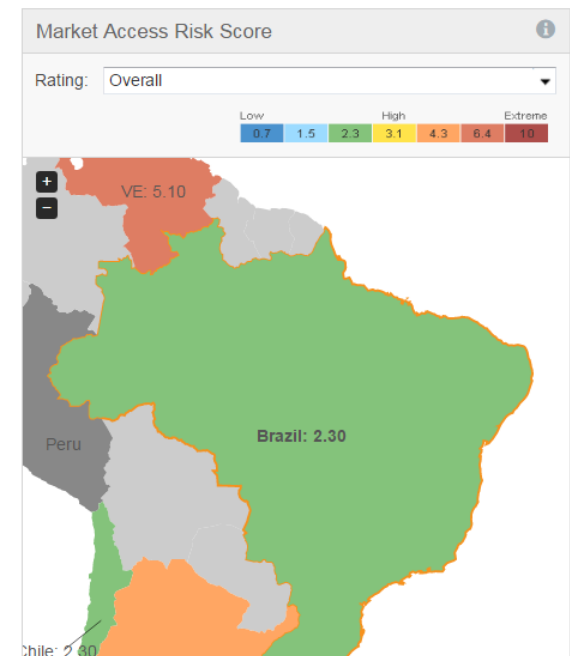
- Explore risk ratings via interactive heatmaps and interactive tables.
- Understand P&R trends instantly with new pricing indicators, visualised with dynamic charts.
- Save, reconfigure and export charts.

Improved navigation, user interface and search

- Get a global P&R overview with a new homepage.
- See all content and data for individual markets with new country pages.
- Find and filter content more easily with upgraded search.
- Explore International Reference Pricing and Risk-Sharing data via new interfaces.

Lighten your workflow with task automation

- Generate your regular pdf and Word deliverables using Report Builder.
- Set up your preferred geographic regions.
- Precisely tailor email alerts.



Content enhancements

In tandem with the platform change, we are introducing wide-ranging enhancements to the World Markets Pricing & Reimbursement content set.

Market Access Risk Scores

- Coverage expanded to a total of 70 countries
- Tightened quarterly update cycle includes all macro and policy level changes

Country Reports and Policy Profiles

- New, consistent, tight structure across all countries with embedded quarterly update cycle

International Reference Pricing

- New quarterly IRP bulletins
- 10 new referrer countries in last 12 months

Risk-Sharing Database

- Enhanced monthly update cycle

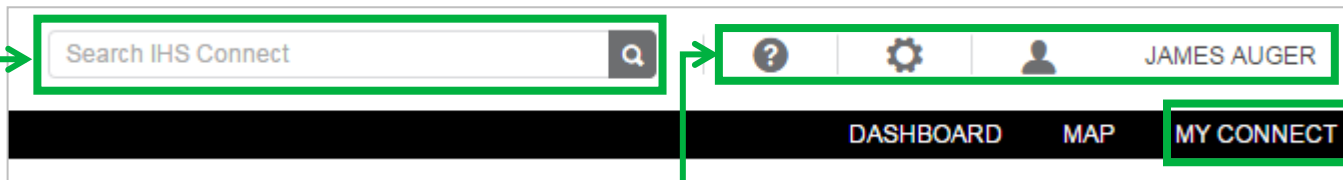
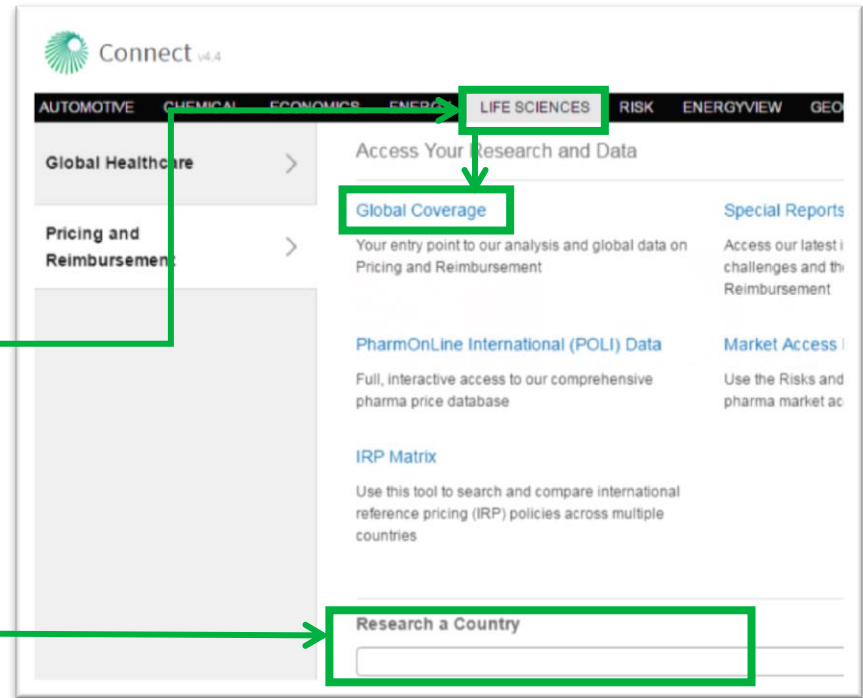
Other Life Sciences Services

- The World Markets Healthcare service has newly-extended pharma expenditure and sales forecasts, now for 68 countries
- The Biosimilars database has been comprehensively overhauled and extended
- The POLI price dataset boasts additional countries and will soon be integrated with treatment modules (including Oncology)

> Please contact your Account Manager for more details

General navigation

- Default **Connect homepage** shows content highlights from across IHS Markit
- Click **LIFE SCIENCES > Pricing and Reimbursement > Global Coverage** for Global P&R page
- Links are provided to all the other major tools and pages (see later pages)
- Access **Country Pages** directly with "Research a Country"



- **Search** bar. TIP: you can run a blank search and then narrow results with filters
- Help, Settings and your Account information
- **MY CONNECT** provides access to saved content and email alerting tools

Global Pricing and Reimbursement page (1/2)

Follow market, policy and pricing developments worldwide and access all of our latest content. Interactive charts and tables highlight key data and indicators.

Pricing and Reimbursement - Global

Gustav Ando Milena Izmirlieva IHS Expert Directory

New Zealand government grants USD41.5-mil. drugs funding to Pharmac
9 May 2017

FEATURED HEADLINES

SMC's May recommendations include Benlysta, Raxone, Utrogestan United Kingdom - Life Sciences Headline Analysis	09 May 2017	Costs of new originators in Greece continue to rise as details of price negotiations emerge Greece - Life Sciences Headline Analysis	08 May 2017
UK government passes bill allowing governmental intervention in cases of drug overpricing United Kingdom - Life Sciences Headline Analysis	08 May 2017	US House passes bill to repeal and replace Affordable Care Act United States - Life Sciences Headline Analysis	05 May 2017

[All Featured Headlines](#)

Headline Analysis

Argentina's ANMAT updates medicine registration fees Argentina	09 May 2017
Mexico's IMSS to consider adding cannabis-based medicines to basic basket Mexico	09 May 2017
Egypt to sell 45 of 200 public hospitals before implementing new health insurance policy Egypt	09 May 2017
Slovakia's new emergency supply system prompts some producers to consider withdrawing products from reimbursement Slovakia	09 May 2017

[More Headline Analysis](#)

Pharmaceuticals Price Trends

Pharmaceuticals Price Trends, 2012-16
Average price changes

Country	Branded (Patent-Protected)	All
Australia	-10%	10%
Brazil	0%	0%
France	10%	20%
Germany	0%	0%
Italy	0%	0%
Japan	0%	0%
United Kingdom	0%	0%
United States	120%	80%
Canada	0%	0%

Calculated from IHS Markit PharmOnline (POLI) dataset

Research and Data Center

Market Access Risk Update
12 Apr 2017 - Life Sciences | Scheduled Update [Archive](#)

SPECIAL REPORTS

What price miracles? – The vexed question of how to fund expensive treatments for rare diseases
28 Apr 2017

The high-profile European market withdrawal of Glybera, "the most expensive drug in the world", alongside recent controversial policy changes in recommended funding thresholds from the UK...

P&R events bulletin: April
18 Apr 2017

IHS Markit's P&R Events Risk Bulletin provides a retrospective, global summary of recent key pricing and reimbursement decisions and regulatory developments from the previous month. It...

Germany's new pharma act AMVSG: Losses and gains for innovators
29 Mar 2017 - Germany

On 9 March, Germany's Bundestag approved the Pharmaceutical Care Strengthening Act in its final reading, with most of the act's provisions set to apply from April. The life sciences group...

[More Special Reports](#)

[Go to Reference Pricing Matrix Tool](#)

[Go to Policy Database](#)

Research and Data Center: key global overview files

Special Reports: in-depth analysis of major themes

Pricing Indicators: New indicators compare price trends. Countries shown can be customised.

Reference Pricing tool: Interactive matrix and map

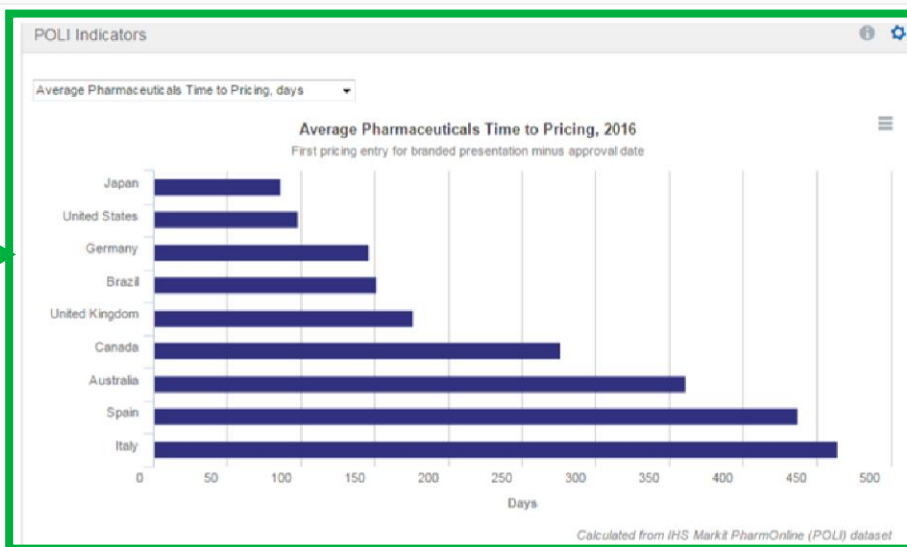
Policy Database: Compare P&R policies across countries.

- **Headline Analysis:** comprehensive coverage of market, policy and pricing developments
- Click **More** to see full list and filter options.

Global P&R page (2/2)

Pricing Indicators:

Average time to pricing and number of active ingredients reimbursed. Countries shown can be customised.



METHODOLOGY & GLOSSARY

International Reference Pricing Methodology
Market Access Risk Scores (MARS) Methodology

Methodology files

More

IHS Events

Healthcare Outlook Webcast | Overview of global healthcare markets in 2017
21 Feb 2017

IHS Life Sciences Briefing | Global pharmaceutical price optimization
21 Sep 2016

Client events: in-person and webcasts

More

Service Bulletins

IRP bulletin
21 Apr 2017

IHS Markit's life sciences group is pleased to announce the second-quarter 2017 update of the international reference pricing (IRP) matrix. This bulletin provides the list of amendments made to the matrix in April 2017. Taking into account this round of updates, the matrix now includes 62 referrer and 72 reference countries.

Service Bulletins: Information about your services and IRP updates

IRP bulletin
26 Jan 2017

IHS Markit Life Sciences is pleased to announce the first-quarter 2017 update of the international reference pricing (IRP) matrix. This bulletin provides the list of amendments made to the matrix in January 2017. Taking into account this round of updates, the matrix now includes 61 referrer and 72 reference countries.

More

Market Access Risk Scores:

Zoom and pan map, navigate to country pages. Use ranking table to compare countries.



More Risk Ratings:

Open up full Risks and Ratings interface to view all countries, export.

Risk Sharing:

Latest agreements and interactive database access.

Date	Country	Drug	Company	Type of Risk Share
1 Apr 2017	United Kingdom	Vanthin	Amgen	Finance-Based

P&R Country page

Drill down to country-specific content, understand policy, pricing and market trends.

- **Headline Analysis:** latest market and policy developments

- Access in-depth **country profile.** Jump straight to chapters using Table of Contents link.

- Charts highlight **Pricing indicators** for the country in question. Charts can be exported and edited using the 'hamburger' icon top right.

The screenshot displays the IHS Markit P&R Country page for France. The page is organized into several key sections:

- Headline Analysis:** A list of recent news items, including "French presidential candidates set out stall on healthcare reform and pharmaceutical policies" (22 Feb 2017) and "Compensation package linked to Depakine health scandal may amount to EUR5 bil." (20 Feb 2017).
- Market Access Risk Score:** A map of Europe showing risk scores for various countries. France is highlighted with a score of 1.80. Other countries shown include UK (1.50), NL (1.40), Germany (1.60), CZ (1.80), CH (1.50), Italy (1.70), and Spain (1.90).
- Country Report:** A detailed report section with a "Show Table of Contents" link. It includes forecasts for healthcare spending and pharmaceutical sales, as well as a risk assessment.
- Average Pharmaceuticals Time to Pricing, 2018:** A horizontal bar chart comparing Japan and Germany. Japan has a shorter time to pricing (approximately 18 months) compared to Germany (approximately 28 months).
- Market Access Risk Ratings:** A summary box showing an overall risk score of 1.80 (Elevated), with quantitative measures at 1.40 and other risk scores at 1.60 and 1.80.
- SPECIAL REPORTS:** A section providing in-depth coverage of key themes, such as pricing trends in off-patent originators and generics, and new waves of multiple sclerosis drugs.
- Service Bulletins:** Updates on US GDP Tracker and other market news.
- METHODOLOGY:** Information on pricing and reimbursement methodology for France.
- IHS Events:** Upcoming webcasts and briefings.

- Zoomed Market Access Risk Score heat map

- **Special Reports** for in-depth coverage of key themes.

P&R Policy Database tool

Cherry-pick countries and report sections to compare markets and policies. Access from blue button on Global P&R page.

- **Select** countries and policies.
- **Matrix** builds automatically. Ticks show where policies exist for each country. Click to jump down. **"Change orientation"** allows grouping by country or policy.
- Selected **content** shown automatically here. Click to expand entries.
- **Print and export.**
- **Group** the report by country or section.

Life Sciences: Pricing and Reimbursement Policy Database

This tool shows where content is available for selected country and policy combinations.

Country: 7 selected* Policy: 8 selected*

▶ Saved profiles

Matrix

Change orientation

	P&R Policies: Price Cuts / Freezes	P&R Policies: Therapeutic reference pricing	P&R Policies: International reference pricing	P&R Policies: HTA / Pharmacoeconomics	P&R Policies: Generic substitution	P&R Policies: Risk-sharing agreements	P&R Policies: Co-payments	P&R Policies: Product volume caps
Australia	✓	✓	✓	✓	✓	✓	✓	✓
Belgium	✓	✓	✓		✓	✓	✓	
Canada	✓	✓	✓		✓		✓	
China	✓	✓	✓		✓		✓	
Czech Republic	✓	✓	✓		✓		✓	
Denmark	✓		✓		✓		✓	
France	✓	✓	✓		✓	✓	✓	✓

Country Policies

▼ Australia

▼ P&R Policies: Price Cuts / Freezes

The introduction of the 12.5% price cut in 2005 was timed to coincide with the patent expiry of Merck & Co's Zocor (simvastatin) – one of the most highly-used drugs under the PBS. It triggered a fierce backlash from pharmaceutical companies. More recently, the government has taken an ad hoc negotiated stance with manufacturers facing significant patent expirations in their marketplace.

Mandatory price cuts relate only to the first new version of off-patent medicines and "groups of medicines that are interchangeable to patients". Combined, these groups of drugs are categorised by the Pharmaceutical Benefits Pricing Authority (PBPA) as "F2" medicines. "F1" medicines refer to single-source drugs (innovative drugs), which face no mandatory price reductions.

Although the price reductions are made on the first generic competitor and not the branded version of a molecule, the policy still affects the price of the branded version through the system of reference pricing. This sets the reimbursement price of a molecule at the lowest price of any version (see Class/Therapy Area Reference

Save, export and print: Save selections for future use. Print and export matrix.

+ Save profile Export to PDF Print

Reorder by policy Export to PDF Print

International Reference Pricing tool

Create a grid of country pricing relationships. Understand the type of relationship and read related content. Access from menu or blue button on Global P&R page.

- **Select** whether you want to use reference countries or referrer countries and then select countries for grid.

- **Grid** shows which countries have formal or informal pricing relationships.

- You can change **orientation** to improve legibility.

- Click on a hyperlinked country name to see **notes** about the IRP regime and direct access to the IRP **Country Report** section.

Life Sciences: International Reference Pricing

This tool shows where a country refers to other countries' pharmaceutical pricing.

Referrer countries Reference countries Countries

Matrix
■ Formal reference
 ■ Informal reference
 [Export to Excel](#)

Change orientation	Argentina	Australia	Austria	Belgium	Brazil	Bulgaria	Canada	Chile	Croatia	Cyprus	Czech Republic	Denmark	Ecuador	Estonia	Finland	France
Argentina																
Australia							✓									
Austria				✓		✓				✓	✓	✓		✓	✓	✓
Belgium			✓			✓			✓	✓	✓	✓		✓	✓	✓
Brazil		✓					✓									✓
Bulgaria				✓							✓	✓		✓	✓	✓
Canada																✓
China																
Colombia	✓	✓			✓		✓	✓					✓			✓
Croatia											✓					✓
Cyprus			✓	✓								✓				✓
Czech Republic				✓								✓				✓

Referrer country information

▼ Brazil

▼ Notes

Ex-factory Price of new drug cannot exceed lowest price among the reference countries plus country of origin. Discretionary price adjustment made for high priced Exceptional Medicines based on the international reference price of the product minus a price reduction factor (CAP) which takes into account Brazil's GDP in relation to the GDP of the reference countries. IRP used annually to calculate price adjustments. Price comparison is based on the price in the local currency, converted to real. The mean exchange rate of the last sixty days prior to the decision as presented by the Central Bank of Brazil is used as the basis for the comparison of prices.

▼ Country Profile

Reference Pricing

Market Access Risk Scores tool

Explore market access risk ratings with an interactive tabular/map interface. Customise the league table, save your settings, see changes over time, view related content. Access from menu and from risk modules on global and country P&R pages.

- Choose whether you want to view the ratings in **table or map** form.
- Use **time slider** to see risk evolution.
- Filter the table by **regions/countries**
- Click plus sign under **column headers** to show component ratings.
- Click headings for **custom sort**.
- Click on country name to open information panel on right. This shows **risk history chart** and related content. In Map view click on the country shape.

The screenshot displays the Market Access Risk Scores tool interface. It features a navigation bar with tabs for Country Risk, Sovereign Risk, Banking Risk, E&P Ratings and Rankings, and Pharma Market Access Risk. The main content area is split into a table view and a map view. The table view shows a list of countries with their respective risk scores and components. The map view shows a geographical representation of the data with risk scores for various countries.

Rank	Country	Risk Change Date	Overall	Quantitative Measures	Qualitative Measures	Co-payments	Discounting Mechanisms	Generic Substitu
52	Iceland	12 Apr 2017	2.50 High	4.80	1.68			
52	Israel	12 Apr 2017	2.50 High	4.65	1.86			
52	Italy	12 Apr 2017	2.50 High	4.01	2.28	2.30	4.40	
52	Netherlands	12 Apr 2017	2.50 High	4.16	2.18	2.30	1.50	
52	Sweden	12 Apr 2017	2.50 High	4.36	2.09	1.10	1.50	
60	Australia	12 Apr 2017	2.40 High	3.89	2.32	1.30		
60	Finland	12 Apr 2017						
60	Slovenia	12 Apr 2017						
60	Switzerland	12 Apr 2017						
60	Canada	12 Apr 2017						
64	France	12 Apr 2017						
64	Japan	12 Apr 2017						
64	Norway	12 Apr 2017						
64	United Kingdom	12 Apr 2017						

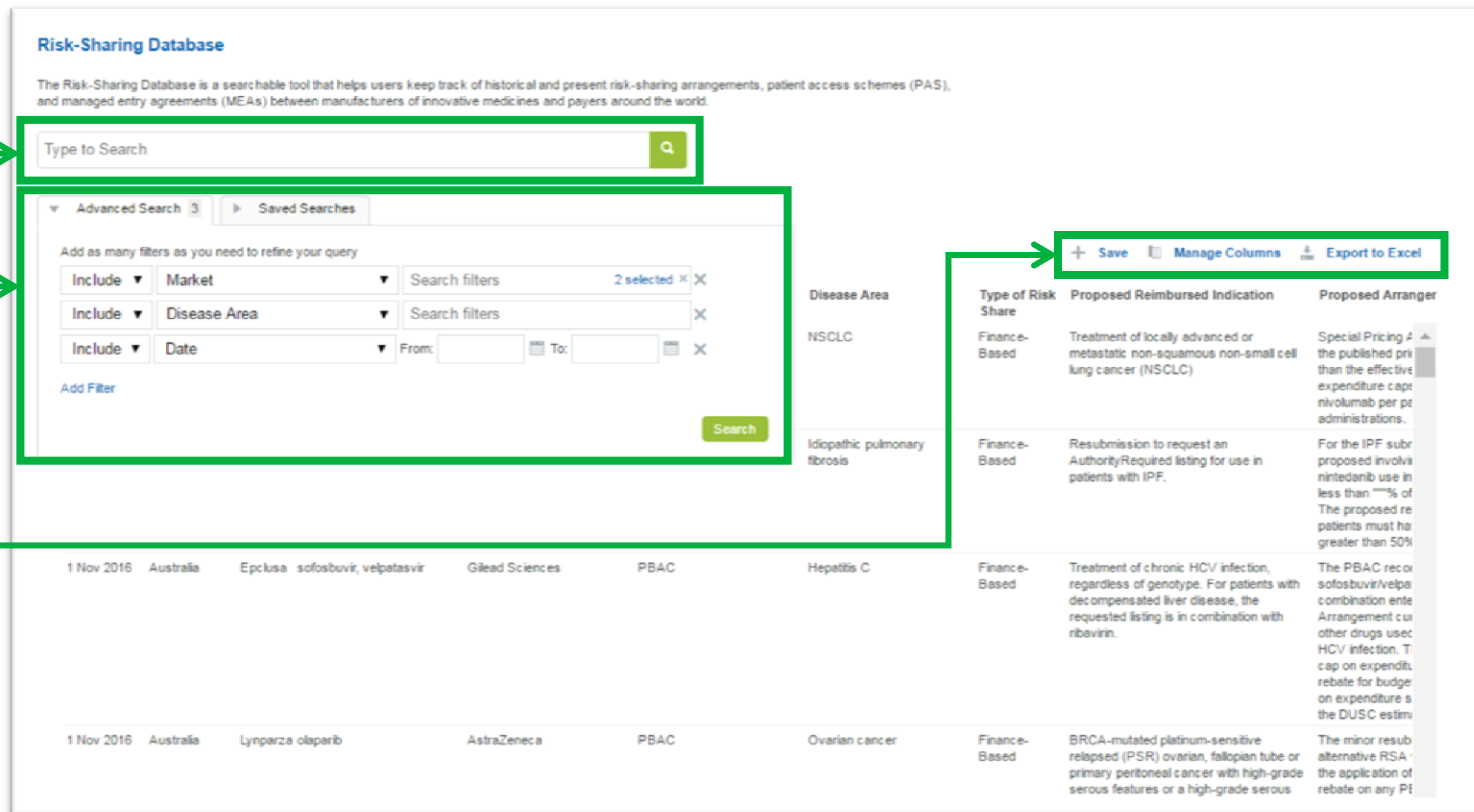
The map view shows a geographical representation of the data with risk scores for various countries. The scores are: Norway 2.30, Denmark 2.65, Germany 2.60, CH 2.40, Italy 2.5, France 3.0, United Kingdom 2.30, NL 2.50, Ireland 2.70, and Italy 2.5.

- **Change rating** shown on map
- **Profiles** to save your selections, recall saved selections
- **Export** the table/chart to excel/image.
- **Methodology** via i button.

Risk-Sharing Agreements tool

Browse our full dataset on risk-sharing agreements between healthcare payers and pharma manufacturers. Conduct precise searches using all fields, customise the output grid, save your search, export the data.

- Enter **free-text search** term (includes Boolean logic)
- Or construct an **Advanced Search** with the available criteria.
- **Save** your search for future use.
- **Customise results table** with Manage Columns and by dragging column widths.
- **Export** the data to Excel.



Risk-Sharing Database

The Risk-Sharing Database is a searchable tool that helps users keep track of historical and present risk-sharing arrangements, patient access schemes (PAS), and managed entry agreements (MEAs) between manufacturers of innovative medicines and payers around the world.

Type to Search

Advanced Search 3 Saved Searches

Add as many filters as you need to refine your query

Include Market Search filters 2 selected X

Include Disease Area Search filters X

Include Date From: To: X

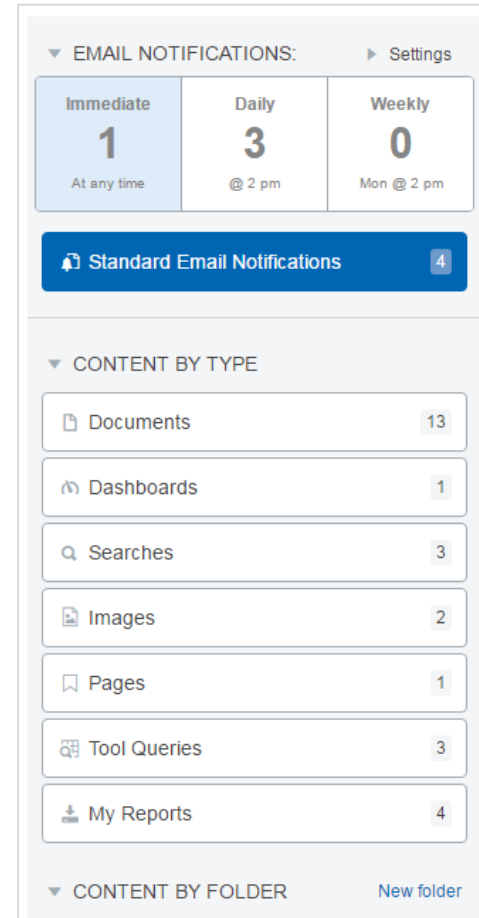
[Add Filter](#)

						Disease Area	Type of Risk Share	Proposed Reimbursed Indication	Proposed Arranger
1 Nov 2016	Australia	Epcusa sofosbuvir, velpatasvir	Gilead Sciences	PBAC	Hepatitis C	Finance-Based	Treatment of locally advanced or metastatic non-squamous non-small cell lung cancer (NSCLC)	Special Pricing if the published price is greater than the effective expenditure cap on volume per administration.	
					Idiopathic pulmonary fibrosis	Finance-Based	Resubmission to request an Authority/Required listing for use in patients with IPF.	For the IPF sub-proposed involves nintedanib use in less than 100% of the proposed patients must have greater than 50%	
1 Nov 2016	Australia	Lynparza olaparib	AstraZeneca	PBAC	Ovarian cancer	Finance-Based	Treatment of chronic HCV infection, regardless of genotype. For patients with decompensated liver disease, the requested listing is in combination with ribavirin.	The PBAC received a special pricing arrangement for the combination of sofosbuvir/velpatasvir with other drugs used for the treatment of chronic HCV infection. The cap on expenditure, rebate for budget on expenditure is the DUSC estimate.	
1 Nov 2016	Australia	Lynparza olaparib	AstraZeneca	PBAC	Ovarian cancer	Finance-Based	BRCA-mutated platinum-sensitive relapsed (PSR) ovarian, fallopian tube or primary peritoneal cancer with high-grade serous features or a high-grade serous	The minor resub alternative RSA - the application of rebate on any P1	

Customisation and alerting

Connect® provides many options to customise your experience and streamline your workflow. These are some of the highlights. Please consult the more detailed Help documentation for more.

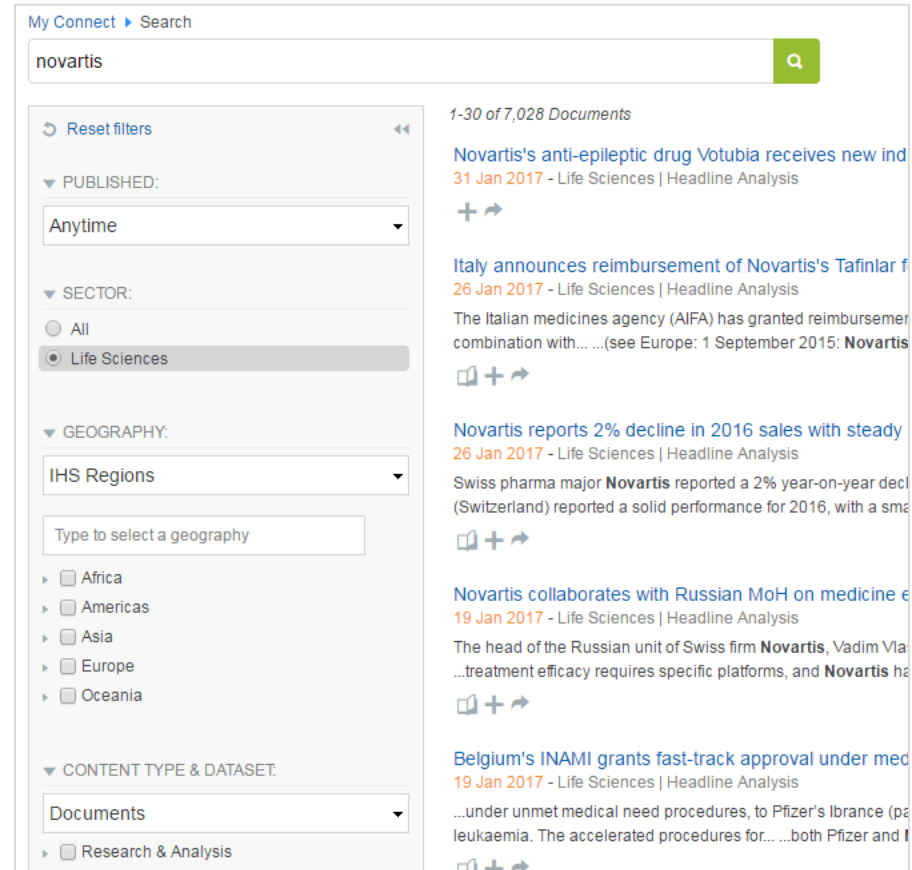
- Choose **My Connect** from the right-hand end of the navigation bar.
- Page lists all **email alerts** you are subscribed to, and any content that you have saved or elected to 'follow'. Alerts can be switched on and off and configured.
- **My Regions** allows you to set up regional groupings that you regularly use. These are then made available in search, interactive charts and other locations.
- **Report Builder** allows you to handpick content and assemble into a PDF or Word document. This can assist with routine report creation. Create reports first by saving content to a folder.



The screenshot displays the 'EMAIL NOTIFICATIONS' settings panel. At the top, there is a 'Settings' link. Below this, three notification frequency options are shown: 'Immediate' (1, 'At any time'), 'Daily' (3, '@ 2 pm'), and 'Weekly' (0, 'Mon @ 2 pm'). A blue button labeled 'Standard Email Notifications' with a bell icon and a count of 4 is visible. Below the notification settings, a section titled 'CONTENT BY TYPE' lists various content categories with their respective counts: Documents (13), Dashboards (1), Searches (3), Images (2), Pages (1), Tool Queries (3), and My Reports (4). At the bottom, there is a 'CONTENT BY FOLDER' section with a 'New folder' link.

Search

- Connect® provides a more **versatile, powerful and accurate** search system than MyInsight.
- Search directly from the top of every page, or use More links under lists to go a pre-filtered search.
- Within search you can **narrow your results** with the left-hand filters. Choosing Life Sciences reveals topics relevant to that area.
- **Email alerts** can be set on search results.
- Searches can be **saved** to run again in future.



The screenshot displays the 'My Connect Search' interface. At the top, there is a search bar containing the text 'novartis' and a magnifying glass icon. Below the search bar, there are several filter sections on the left side:

- Reset filters**: A button to clear all filters.
- PUBLISHED:** A dropdown menu currently set to 'Anytime'.
- SECTOR:** Radio buttons for 'All' and 'Life Sciences' (which is selected).
- GEOGRAPHY:** A dropdown menu set to 'IHS Regions' with a search input field below it containing the text 'Type to select a geography'. Below this are checkboxes for Africa, Americas, Asia, Europe, and Oceania.
- CONTENT TYPE & DATASET:** A dropdown menu set to 'Documents' with a checkbox for 'Research & Analysis' below it.

On the right side of the interface, the search results are displayed. At the top, it says '1-30 of 7,028 Documents'. Below this, there are several search results, each with a title, date, and category:

- Novartis's anti-epileptic drug Votubia receives new ind**
31 Jan 2017 - Life Sciences | Headline Analysis
- Italy announces reimbursement of Novartis's Tafinlar f**
26 Jan 2017 - Life Sciences | Headline Analysis
- Novartis reports 2% decline in 2016 sales with steady**
26 Jan 2017 - Life Sciences | Headline Analysis
- Novartis collaborates with Russian MoH on medicine e**
19 Jan 2017 - Life Sciences | Headline Analysis
- Belgium's INAMI grants fast-track approval under med**
19 Jan 2017 - Life Sciences | Headline Analysis

Each result includes a small icon for sharing or saving, and a plus sign for more options.

Contact Us

For questions or assistance, contact our Customer Care team.

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