

Takeda's Position on Pricing

Key message

Takeda believes access to healthcare, medicines and vaccines is a priority for people globally

We price our medicines to fulfill our purpose to strive towards better health for people, and a brighter future for the world, aiming for broad and timely access to our innovative therapies.

We partner with stakeholders to deliver sustainable treatment solutions

We put patients first. We engage in multi-stakeholder dialogue to devise innovative payment models that foster enduring trust with our stakeholders and improve the quality of life for people in need of our medicines.

Background

Investing in health care enhances societal prosperity and creates economic benefits in the long-term.

The sustainability of healthcare systems has become a high priority as policy makers and payers face numerous challenges, including ageing societies, increasingly health-conscious populations and the introduction of transformative and curative health technologies requiring novel pricing and payments models.

Takeda's position

We believe that optimal patient access encompasses the speed of access and the breadth of coverage at a cost to the healthcare system that reflects the value of our therapies.

At Takeda, we are in constant pursuit of scientific breakthroughs to deliver transformative therapies to patients worldwide and believe that value-based healthcare can help health systems deliver more benefits to patients and society. "Value" is characterized by the specific outcomes achieved in the eyes of all stakeholders, and above all, patients. We price our medicines in line with value-based pricing principles that demonstrate the value of our innovative medicines to society.

Our pricing philosophy puts patients first

- We aim to improve access to treatment for patients who benefit from our medicines
- We consider innovative approaches to demonstrate the value our treatments bring to patients, the healthcare system and society



- We work hard to ensure that price is not an obstacle to access to medicines for patients
- We support the move to transform healthcare systems to value-based models that can help deliver greater benefits to patients and society, and use value-based pricing to enable this
- We endorse innovative pricing models that deliver our life-changing treatments to more patients

Our three pricing pillars meet value-based healthcare objectives

- A. **Tiered pricing** allows for adjustments in price relative to a country's economic stage and health system maturity to support as many patients as possible gaining access to our innovative medicines worldwide
- B. **Value-based pricing** responds to payers' and providers' need to manage uncertainty around the real-world clinical performance and economic impact of our innovative medicines
 - We tailor value-based contracts to local needs to accelerate patient access and increase the number of patients who benefit from our science. At the same time, this allows payers to manage uncertainties, such as clinical and budgetary impact, and sustainability of the healthcare system.
 - We engage in Health Technology Assessment (HTA)ⁱ as these can provide useful guidance for value-based contracts. HTAs must work by assessing both the patient voice and the evidence that supports a new medicine while recognizing the particular needs and economics of providing life-transforming therapies
- C. **Patient Assistance Programs (PAPs)** support patients who have difficulty accessing medicines, to obtain our innovative and lifesaving treatments. PAPs are a cornerstone of Takeda's Access to Medicines strategy to increase sustainable access to our medicines for complex and rare diseases and build sustainable capacity across the patient journey, addressing accessibility barriers

Closing

The ability of patients to access innovative treatments is of paramount importance to the future health and prosperity of the global population. We stand behind the value of our innovative science and pursue value-based pricing to make our medicines available to the patients who need them. We are committed to considering a country's economic stage and health system maturity when pricing our medicines. This will support us in our quest to discover and deliver life-transforming treatments to patients worldwide.

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ⁱ Health Technology Assessment (HTA) Health technology assessment is the systematic evaluation of properties, effects and/or impacts of health technologies and interventions. It covers both the direct, intended consequences of technologies and interventions and their indirect, unintended consequences. The approach is used to inform policy and decision-making in health care, especially on



how best to allocate limited funds to health interventions and technologies. The assessment is conducted by interdisciplinary groups using explicit analytical frameworks, drawing on clinical, epidemiological, health economic and other information and methodologies. (WHO)