

Daiichi Sankyo Group Position on Pricing

Daiichi Sankyo Group's corporate mission is "To contribute to the enrichment of quality of life around the world through the creation of innovative pharmaceuticals, and through the provision of pharmaceuticals addressing diverse medical needs". Our priorities to realize our corporate missions are to fulfil unmet medical needs and to improve access to healthcare. We explore a variety of pricing and access solutions for making our medicines accessible to as many patients as possible around the world, and for continuing to invest in new treatments to help the patients of tomorrow.

Fair pricing for medicines*

The price of medicines is one of the factors affecting access to medicines. Approaches to fair pricing depend on standards of living and healthcare systems in each country. WHO defines a "fair price" as "one that is affordable for health systems and patients and, at the same time, provides sufficient market incentive for industry to invest in innovation and the production of medicines", and we support this concept. Daiichi Sankyo Group is striving to set fair prices in each country, considering many factors such as clinical value, technological breakthrough, access to medicines, health finance, the number of patients and morbidity.

Pricing of certain of our products may fluctuate over time due to manufacturing, regulatory or market requirements/events. At all times, we seek to ensure the price we charge our distributors is reasonable, and we hope the cost ultimately paid by patients remains fair and appropriate.

*All medicines and vaccines sold by Daiichi Sankyo Group

Our approach for innovative new medicines

Daiichi Sankyo Group believes in a pricing approach for our medicines that brings together key elements centered around value and access for patients. One pricing approach is value-based pricing, which means pricing that should reflect the level of innovation and the benefits it can bring to society. There are other pricing approaches, but in all pricing decisions, we consider several elements beyond improvements in health outcomes and patient quality of life, such as the unmet medical needs, the competitive landscape, many different local regulations, as well as the economic value the medicine can bring to society.

We recognize healthcare systems and economic circumstances will vary based on the country and the patient including developing countries. We also develop many alternatives to enhance affordability and patient access through different programs customized to various different healthcare systems. We work actively with stakeholders such as payers, governments and business partners to develop sustainable solutions to make our medicines accessible to as many patients as possible around the world.