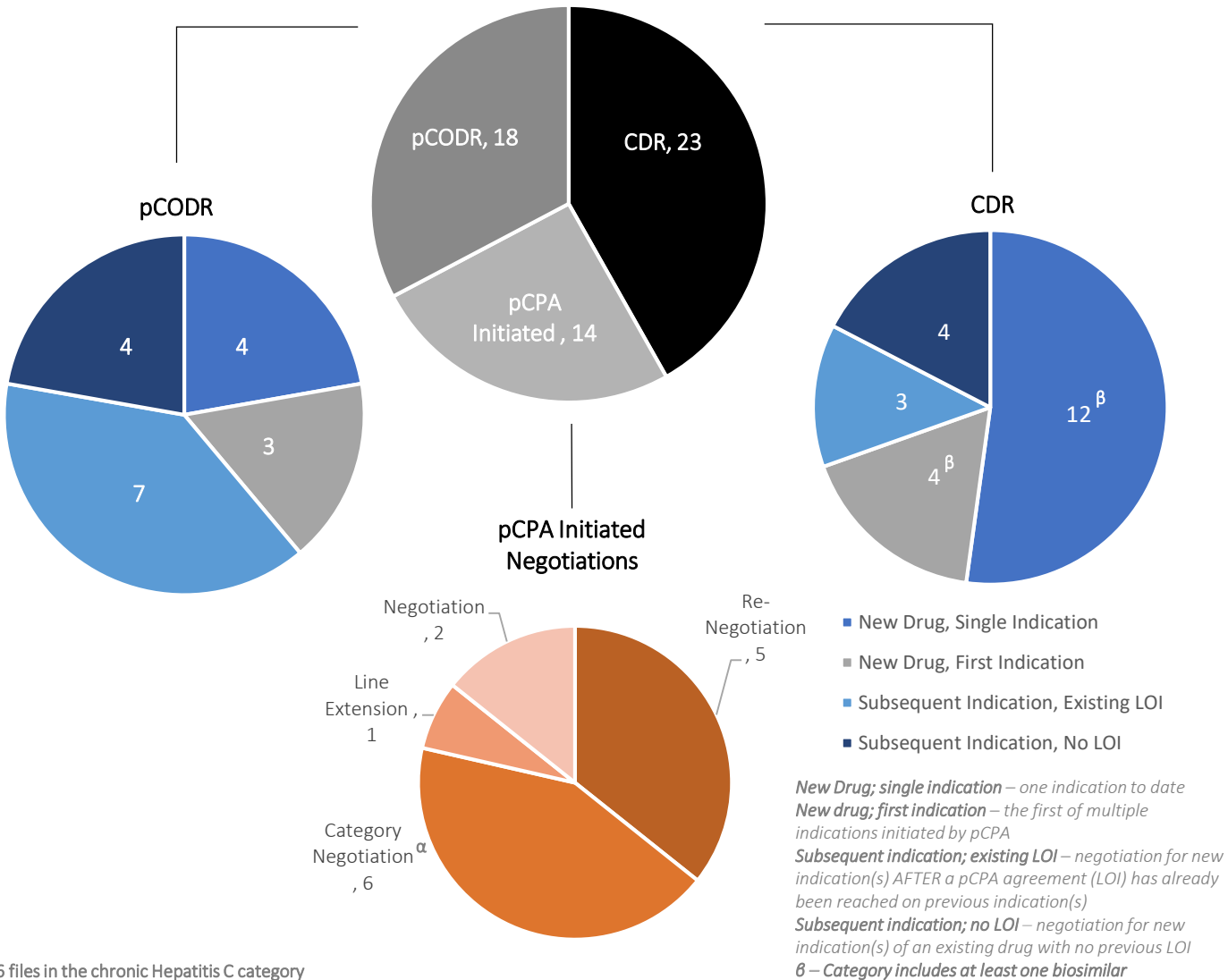


The pCPA processed 81 files in 2017. A total of 55 negotiations resulted in an LOI, while 12 negotiations were closed without a deal. A total of 14 files were closed without negotiations.

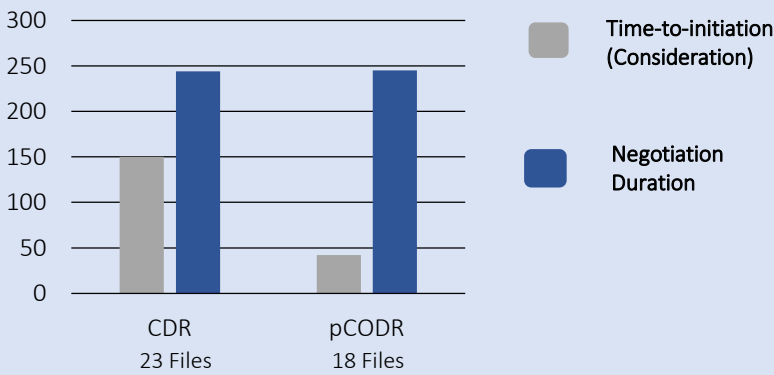
Completed Negotiations Resulting in an LOI



^α – 6 files in the chronic Hepatitis C category

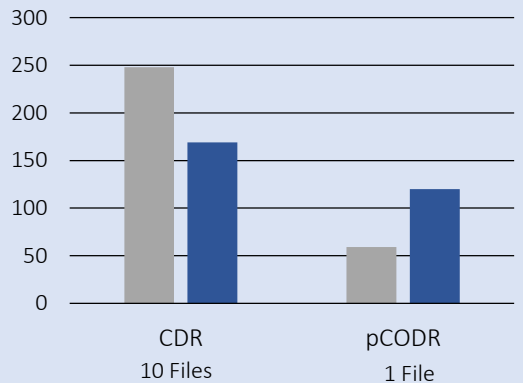
Completed (LOI) Negotiations

Median Calendar Days in pCPA Process**



Closed (No LOI) Negotiations

Median Calendar Days in pCPA Process**



No Negotiation Files
The pCPA decided not to collectively negotiate 9 CDR and 5 pCODR files.
The median calendar days under consideration was:
CDR – 262 days & pCODR – 57 days

*Excludes pCPA initiated files and assumes initiation and completion of pCPA negotiation occurs mid-month. One file was excluded from the closed files calculations as it was pCPA initiated; not associated with a new HTA recommendation.

MORSE Perspective - Signals De-coded:

Compared to 2016, the pCPA dealt with a 53% greater volume of files (81 vs. 53), and entered into 62% more agreements (55 vs. 34) in 2017. Also of note, more negotiations were closed without an agreement and the pCPA table was used as a forum to address common drug program concerns not necessarily related to an HTA recommendation as evidenced by a greater number of pCPA-initiated negotiations.