Collaborating to strengthen the way healthcare is financed

Fernando Arnaiz
Global Access - Roche
What I will talk about today:

1. Our approach to improve patient access
2. Roche as a partner
Our strategy
We focus on finding new medicines and diagnostics that help patients live longer, better lives and evolve the practice of medicine.

We are guided by our purpose
Doing now what patients need next.

What we do:
Our focus is on fitting treatments to patients: providing the right therapy for the responding group of people at the right time.
How we tackle the challenges

Four key factors need to be in place to successfully improve access to effective, quality healthcare

**Awareness**
- Of disease and symptoms is essential for screening and early detection.

**Diagnosis**
- Of the disease can be complex, but is vital to ensuring the right treatment choice.

**Healthcare capacity**
- Needs well-trained teams working together with the right equipment to provide the best chances for patients.

**Funding**
- For healthcare investment and reimbursement of medicines and tests is critical to protect patients from financial burden.
We are committed to strengthening health systems to improve access to innovation

What we are doing

To protect patients from the financial hardship caused by cancer, Roche explores **new funding models** that increase access to **adequate cancer diagnostics and treatment**

How we do it

**Roche actively works** with governments, private players & other relevant stakeholders **to design and implement affordable funding solutions for innovative treatments** that allow them to reach more patients
We work in partnerships to develop tailored solutions that reach more patients
*From one local initiative to one global strategy*

### Then
**2009 - 2017**

**Focus on Private funding solutions:**
- Ad hoc solution for China
- Affordable and yet comprehensive cancer insurance policies in a range of countries

### Now
**2018 +**

**Focus on Healthcare funding solutions**
- Broad approach to innovative & sustainable funding solutions including new funding mechanisms: Impact bonds, Health saving accounts
- Public-Private partnerships for Universal Health Coverage

---

**C/Can 2025:** City Cancer Challenge
Some examples of Roche collaboration with public and private sector to develop new funding solutions

- **Brazil**: Health Saving accounts in Brazil
- **Ghana**: Launch of a Cancer Care plan
- **Dubai**: Public-Private Partnership for UHC
- **China**: Insurance Program for Catastrophic Diseases
- **India**: Cancer care program
- **Bangladesh**: Development Impact Bond for HER-2+ breast cancer
- **Vietnam**: Public-Private Partnership for UHC
- **Kenya**: Public-Private Partnership for UHC

The map indicates countries where these collaborations are implemented or in development phase.
How Roche is collaborating with public and private sector to develop new funding solutions

Where it all started: China

• + 20 cancer insurance policies launched with multiple insurance companies

• Public-Private partnerships in several provinces

Worked with Public + Private to design comprehensive, yet affordable cancer coverage

Sharing expertise on HC systems and unmet medical needs to enable private (funding) partners developing new solutions.

Roche supported insurers to develop additional policies to cover cancer treatment and care

Epidemiology, joint awareness and communication campaigns patient flows and treatment cost data
Comprehensive compulsory cancer funding scheme in Dubai

- Public-private partnership between the Dubai Health Authority, AXA and Roche UAE focusing on low income workers in Dubai.
- Solution combining a compulsory cancer screening and treatment funding scheme for expats and national screening guidelines
- Provides comprehensive access to 4.6 Mio people

DHA recommended Roche to collaborate with Axa to develop a funding solution

A central fund will be created to cover the extra cost of treatment once the annual limit of the basic plan is reached.

Roche supported the development of national screening guidelines

Roche will run a comprehensive cancer screening education program in cooperation with the DHA

How Roche is collaborating with public and private sector to develop new funding solutions
How Roche is collaborating with public and private sector to develop new funding solutions

Roche supported the development of additional policies to cover cancer treatment and care

Roche supported the insurance cover design by sharing insights and data on local treatment pathways and providers, incidence and cost data

First comprehensive private insurance policy targeting both formal and informal sectors including an affordable top-up cancer cover launched in Ghana

Roche also run cancer awareness campaigns and trained doctors and nurses to increase availability of comprehensive cancer screening and treatment

Roche supported the insurance cover design by sharing insights and data on local treatment pathways and providers, incidence and cost data
Access to healthcare is a priority for Roche

We recognise that access is a multidimensional challenge.

We have a systematic & comprehensive approach to access based on a deep understanding of individual country needs.

We work in partnership to develop tailored solutions that reach more patients.
Doing now what patients need next
Insights on Financing Cancer Care and Treatment in Asia Pacific

All people no matter where they live, no matter what their age, have the right to access high quality and affordable healthcare and to lead healthy and productive lives.
What are the funding models for cancer treatment in Asia?
Traditional patterns of funding are consistent across countries

![Graph showing the current state of cancer funding with access, funding, and coverage axes.]

- Government
- Individual
- Private insurers
- Nonprofits
- Healthcare industries

N=208
Traditional models of funding leave gaps in all three dimensions.

This leaves gaps to further strengthen funding, coverage and access to cancer treatment.
Innovative mechanisms are helping to reduce these gaps
One-fifth of mechanisms (n=40) are reducing a gap in an innovative way.
Innovations are driven by partnerships and enhancements to existing mechanisms.
Innovations drive solutions that improve funding for cancer treatment
Innovations drive solutions that improve coverage for cancer treatment

Current State of Cancer Funding

Funding

Coverage

Access

New sources of revenue
Out of pocket support
PPP for UHC
Coverage of new tech
Holistic care
Screening as entry to care
Risk sharing partnerships
Financing for underserved

© ACCESS Health International Southeast Asia Ltd
Innovations drive solutions that improve access for cancer treatment

- Access
- Current State of Cancer Funding
- Funding
- Coverage
- New sources of revenue
- Out of pocket support
- PPP for UHC
- Coverage of new tech
- Holistic care
- Screening as entry to care
- Risk sharing partnerships
- Financing for underserved
For more information…

Sejal Mistry  
Senior Consultant  
ACCESS Health International  
sejal.mistry@accessh.org

https://healthfutures.sg/insights/
The Indian Breast Cancer Development Impact Bond

October 2018
An Impact bond is an innovative financial instrument designed to ensure that donors pay for only outcomes.

**Traditional grant making structures**

- Donor → Service provider

- **Provides grants**

- **Not linked to performance/outcomes**
- **Additional capital is not brought in**
- **Risk is borne entirely by the donor**

**Impact Bonds**

1. **Donor** (Outcome funder) → **Contractual Agreement** → **Service Provider**

2. **Independent Evaluator** determines the program's success through its implementation.

3. **Social Investor** repays investor with a return if pre-defined results reached.

4. **Finances launch of an innovative social program**

- **Linked to performance/outcomes**
- **Additional capital is brought in**
- **Risk is borne by multiple entities along with the donor**

**Contractual Agreement**

Delivers social services to the target population.
Breast cancer is the most frequent type of cancer in India

- Mortality rate from breast cancer in India is high with 150,000 cases per year and over 50,000 deaths
- ~78% of the affected women are in the working age group (<60 years), resulting in an estimated USD 400 million+ economic loss annually

An impact bond can significantly shape the delivery of breast cancer care in India

- **Demonstrating cost-effective continuum of care** from detection to post-treatment
- **Upfront commitment by social investors** to catalyze investment in long-term capacity building and process improvements
- **Increased focus on quality of care** can be reached by incentivizing service providers that achieve the target health outcomes

**Source:** WHO, UN, Health At A Glance 2017 - OECD Indicators, Indian Council of Medical Research, 2016; Lancet CONCORD study, 2018
We worked with 22 major cancer hospitals to identify key challenges and thereby interventions for breast cancer care in India.

### Key areas of concern identified

- **A** Late detection of breast cancer in patients
- **B** Deficiency in processes implemented at hospitals
- **C** Inadequacy of quality medical infrastructure
- **D** Inability of the patient to afford quality healthcare

### Targeted interventions through impact bond

1. **Shifting the curve to the left through early detection**

2. **High quality of patient care**

3. **Financial access to targeted therapy**

**Systematic upgrading of Indian Cancer Care**
The bond hopes to improve awareness and early detection, adherence to treatment, and access to therapy for breast cancer patients

Touching the lives of millions of Indian women

- **5 mn+** women expected to be reached through awareness program
- **2 mn+** women to be screened for breast cancer
- **67k+** patients to be tracked for adherence to the treatment

Seeking to deliver tangible outcomes to cancer care in India

- **15k+** new early-stage breast cancer (EBC) cases detected
- **10k+** HER-2\(^+\) positive patients to receive access to biologics
- **20 - 40%** potential increase in survival rates

1. HER2 - Human epidermal growth factor receptor (HER/EGFR/ERBB) family. Typically about 1 out of 5 women with breast cancer exhibit a more aggressive strain of breast cancer, known as the HER-2 for which treatment with biologics has been clinically proven to achieve higher survival rates