

Appendix 2. IQVIA MIDAS Sales Data Statement

“IQVIA national audits and MIDAS reflect local industry standard source of pack prices, which might be list price or average invoice price, depending upon the country and the available information; they do not reflect net prices realised by the manufacturers or achieved by the payer. Most of the drugs are purchased by hospitals which can receive commercial rebates, regulated rebates and claw-back, details of which are normally confidential. Sales values reflected in these IQVIA audits are calculated by applying such relevant pricing to the product volume data collected for, and reflected in, such audits. In addition, to allow the national audit sales values to be viewed at a common sales level, MIDAS applies a single average industry margin to the locally reported values. The drug price provided is an estimated price and its intended function is to convert volumes to sales – this estimated price is not intended to be used as a metric in its own right. An understanding of market dynamics in each country is required to make cross country pricing comparisons. Prices are collected from different sources in each country and, as such, completeness can vary although likely not to affect the overall conclusions. The prices used (ex-manufacturing, list price) are normalized value using the same definition between countries.” (direct quotation from IQVIA via email communication on February 10, 2023)