



BUSINESS PIPELINE ACTIVITY

Enrico Tognana



Business Pipeline

setting up

**Business Pipeline activity is to provide
EMA with *timely and updated information*
on the status of the pharmaceutical
pipeline and its anticipated impact on the
business of EMA**



Business Pipeline

general objectives

- ❑ **FORECAST** the content and status of the EU pharmaceutical pipeline (0-3yrs)
- ❑ Assessing current **TRENDS**, its continuity or modification
 - ✓ Financial planning i.e. **budget forecasts**
 - ✓ Scientific planning i.e. anticipate changes in **technology and drug development**
 - ✓ Help dealing properly with upcoming **workload**



Business Pipeline

specific objectives

- ❑ ***Forecast*** potential Marketing Authorisation Applications (MAAs) via the Centralised Procedure
- ❑ ***Monitoring*** pharmaceutical companies product pipeline
- ❑ Organize specific business pipeline ***meetings*** at the Agency with pharmaceutical companies
- ❑ ***Networking***, interact in and out the Agency to optimize gain of information



Business Pipeline *and ATMP*

☐ Obtain data on number of potential:

- ✓ ATMP MAAs
- ✓ ATMP re-registrations
- ✓ Scientific advise requests
- ✓ Paediatric Investigation Plans (PIP)
- ✓ Quality and non-clinical data certification requests by SMEs (in collaboration with SME Office)
- ✓ ATMP classification requests

As with all communication of commercially sensitive data, this information will be treated as highly CONFIDENTIAL

Contact information

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European Medicines Agency

Business Pipeline

Forecasting and monitoring pipeline
evolution of medicines for human use
in the European Union

