



Picture: Jörg F. Müller/DRK

# Germany Pitch: From Plasma Collection to Patient Supply

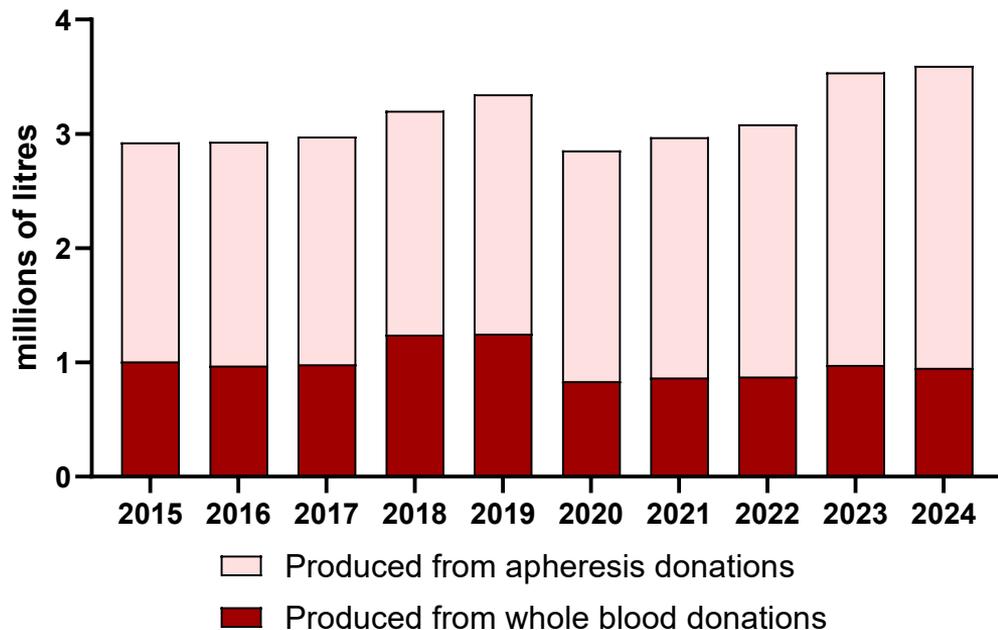
## *Securing Immunoglobulin Availability*

Univ.-Prof. Dr. med. Torsten Tonn

4th Biennial IPFA/EBA Symposium on Plasma Collection and Supply

Leuven, Belgium on 11-12 February 2026

## Procurement of plasma for fractionation



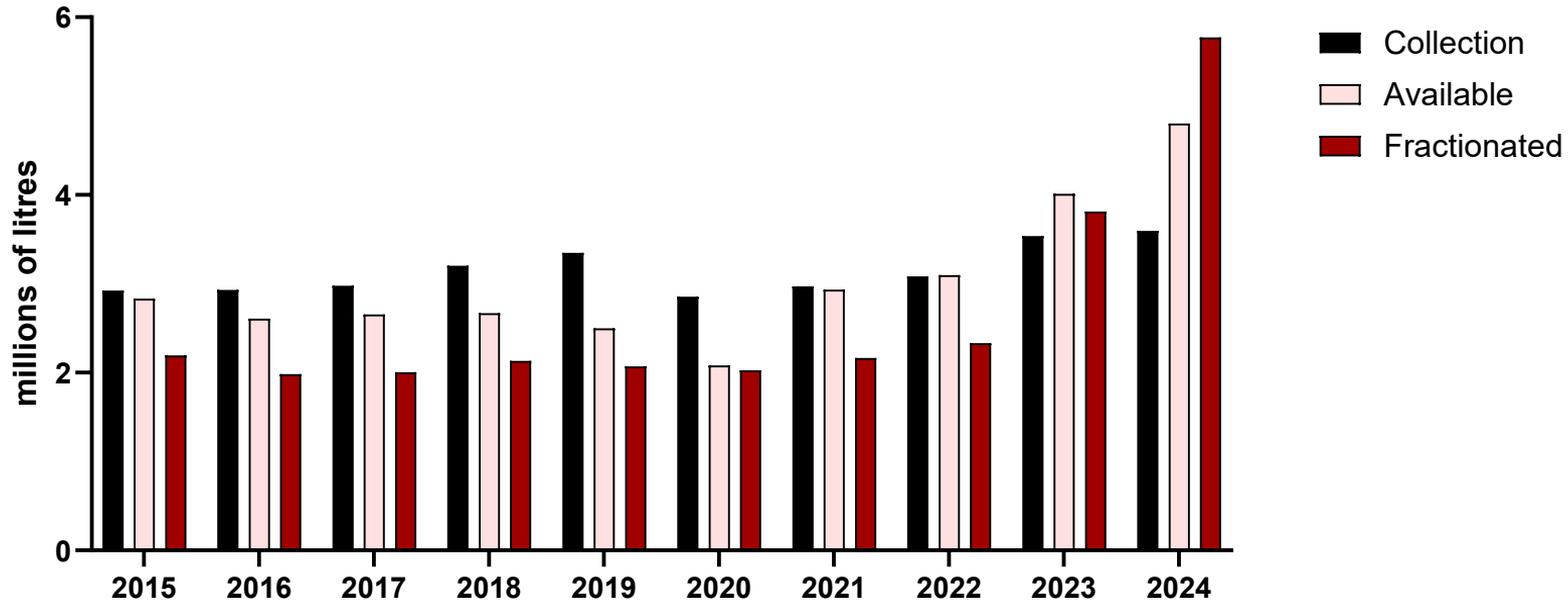
### Plasma for Fractionation by Organization in Germany (2019)

Organization Type	Share of Collected Plasma (%)
German Red Cross	32%
Private Plasmapheresis centers	63%
Community blood banks	5%

Adapted from Marketing Research Bureau (MRB), The Plasma Proteins Market in Germany 2023, p. 12.

Adapted from Paul-Ehrlich-Institut, Report on the Supply of Blood and Blood Products 2024, p. 26. ([www.pei.de/21tfq-berichte](http://www.pei.de/21tfq-berichte))

## Available plasma in Germany: Collection + Imports – Exports



Adapted from *Paul-Ehrlich-Institut, Report on the Supply of Blood and Blood Products 2024* ([www.pei.de/21fg-berichte](http://www.pei.de/21fg-berichte))

# Increased Plasma collection does not guarantee better supply in Germany

## Collection & Demand

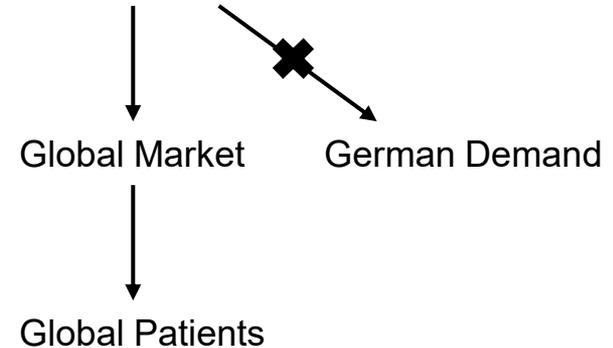
- 3 million liters collected per year in Germany  
    -> 6% of global supply
- Ig demand +8% annually (global)

## Market Structure

- Plasma sold to global companies
- No national priority
- Rising demand
- International competition

**More collection ≠ guaranteed supply**

Plasma Collection in Germany



## Outlook: Securing Sustainable Ig Supply

- **Rising demand driven by expanding clinical indications (~8% annually)**
- **Highly concentrated global plasma industry (<10 major companies)**
- **Need for evidence-based use and reduction of off-label prescribing**
- **Implementation of a national Demand Management Plan (DMP)**
- **Improved indication-specific consumption monitoring**
- **Strengthening plasma donation in Germany and the EU**
- **Contractual supply commitments linked to domestic plasma collection**

# Managing Immunoglobulin Use in Times of Shortage

## Demand Management Plan (DMP)

### Traffic Light System for Immunoglobulin Availability

Level of Ig Availability	Measures According to Life-Threatening Indications	Reduction in Ig Dose (%)
Green	Ig supply is sufficient to meet demand for all approved indications	0
Light Green	Ig supply is reduced and may decline further in the near future: Reduce consumption by 10–20% using all authorized saving measures (Table 1)	10–20
Yellow	Ig supply is reduced in the short to medium term: Reduce consumption by 20–50%	20–50
Red	Ig supply is critically reduced and expected to remain low for an extended period: Reduce consumption by more than 50% to ensure that only highest-priority (red) indications can be supplied	>50

## Measures in times of Immunoglobulin Shortage:

- **Prioritization of indications for PID and SID patients**
- **Dose optimization (lowest effective dose / Dose by ideal body weight in overweight patients)**
- **Restriction of off-label use**
- **Alternative therapies**

**Thank you for your attention!**