

## News, current issues

- News** State Secretary for Health to Index: I asked the Chamber to refrain from extremist communication >>
- News** The EESZT mobile application was named "Health Window". >>
- News** Müller Cecilia may receive a new position, the medicines authority may lose its autonomy. >>

## Macro approach to financing healthcare and medicinal products

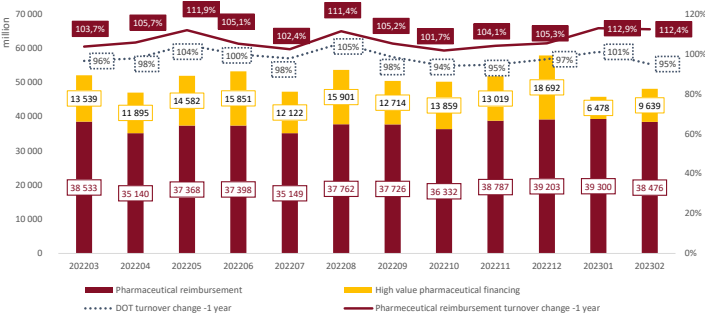
### Balance of the Health Insurance Fund, February 2023

Standard	6 738 M	-2.0%	
Indication based reimb.	12 545 M	-3.8%	
Indication based 100% reimb.	16 048 M	-0.6%	
NPP	3 144 M	-3.1%	
High value	9 639 M	48.8%	
Pharmacy	38 476 M	-2.1%	
<b>Total</b>	<b>48 116 M</b>	<b>5.1%</b>	

Source: Healthware analysis based on NHIFA data

## Dynamics of the sales/circulation of prescription-only-medicine

### Pharmacy DOT turnover



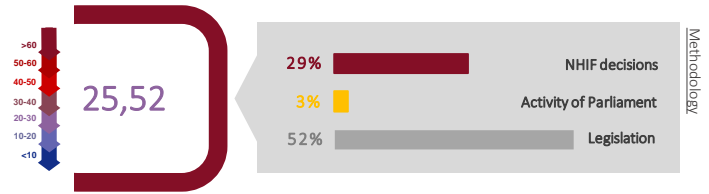
Source: Healthware analysis based on NHIFA data

## Changes to subsidized medicinal product categories, February 2023

Explanation	Number of authorized products	Applications for reimbursement	Number of reimbursed products
Originator	1	2	1
First generic	1	1	1
February 2023	2	3	2
Average of last 6 months	3	2	1

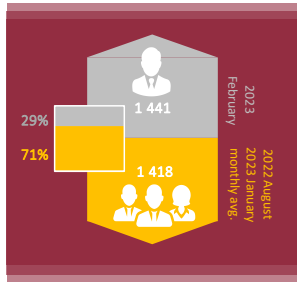
Source: Healthware analysis based on NHIFA data

## Decision-making index, February 2023



Methodology

## Average number of medical sales reps



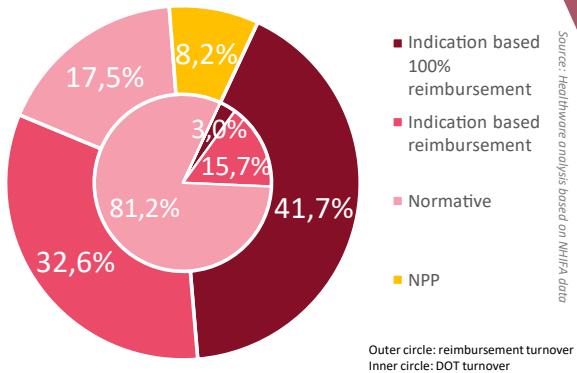
Share of doctors and others

Source: NHIFA data, Healthware analysis

Deviation from the target	
<b>-583 M</b>	
77 641 M	18 130 M
outturn (expenditure)	outturn (revenue)

Source: Healthware analysis based on NHIFA data

## Pharmacy reimbursement turnover



Source: Healthware analysis based on NHIFA data

Outer circle: reimbursement turnover  
Inner circle: DOT turnover

\* The value of social welfare prescriptions is shown under the relevant title

Product offering

## Legislation follow up

In the recent years Hungarian pharmaceutical market is characterized by rapidly changing and growing number of regulation instruments, as well as constant system transformations. Healthware Regulatory Compliance is a service in order to support companies with up-to date and comprehensive information in this complex legal environment.

In the framework of regulatory compliance service, immediate alerts may be sent in the form of e-mails about the relevant legal changes along with

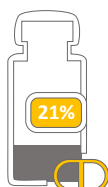
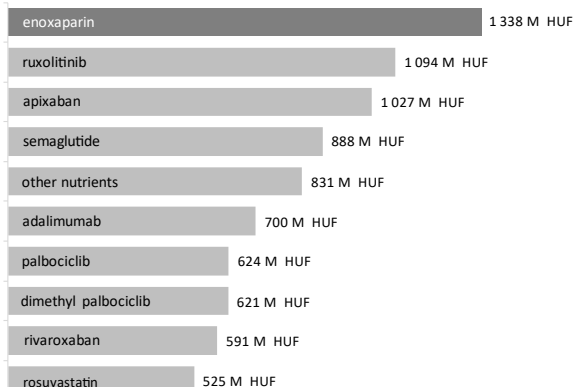
a report in order to compare the previous state with the amended one and an interpretation, in an intelligible form.

More about the services: [link](#)



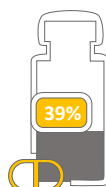
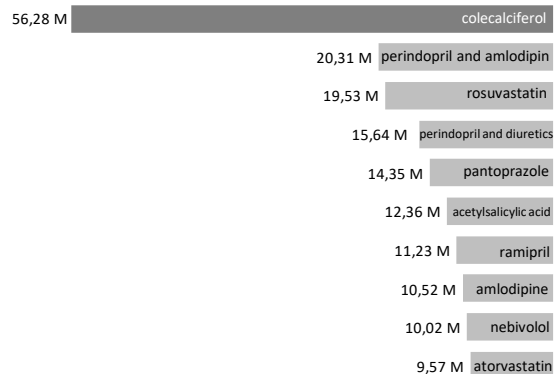
## Toplists of reimbursement and number of patients, February 2023

### TOP 10 ATCs by all reimbursement paid



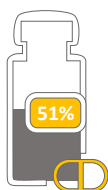
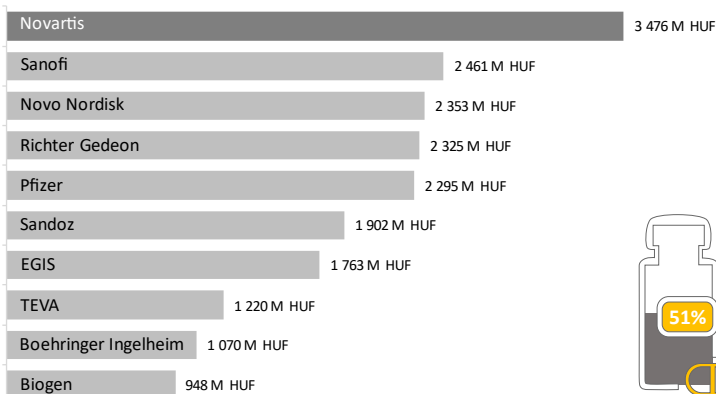
Source: Pharmacy turnover data, Healthware analysis

### TOP 10 DOT by all reimbursement paid



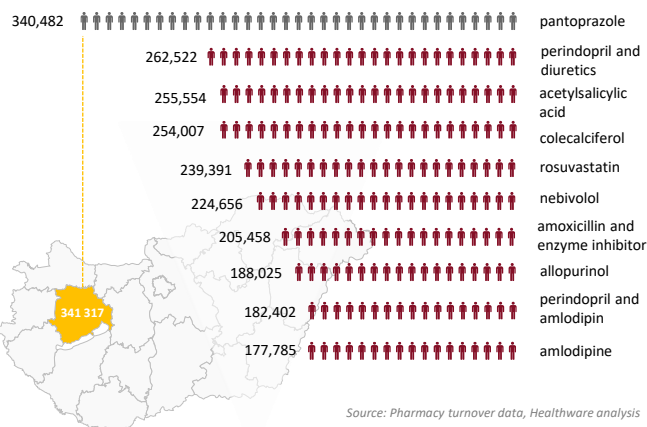
Source: Pharmacy turnover data, Healthware analysis

### TOP 10 distributors by all reimbursement paid



Source: Pharmacy turnover data, Healthware analysis

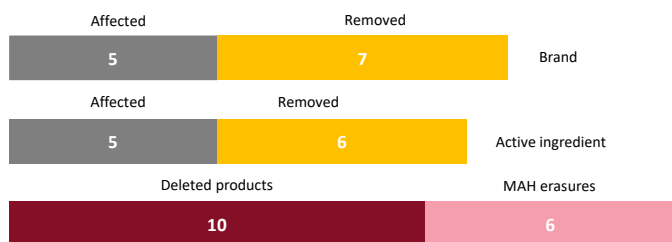
### TOP 10 patient turnover by all reimbursement paid



Source: Pharmacy turnover data, Healthware analysis

## Substitutable products, February 2023

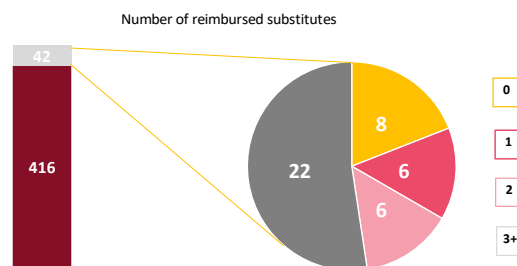
Within product deletions, marketing authorization (MAH) erasures were distinguished. We also examined the active substances and brands affected in the procedure. These were divided into two groups according to whether the brand or active substance was completely removed from the formulary or whether there remained (affected) at least one product that belonged to the active substance or brand.



Source: Pharmacy turnover data, Healthware analysis

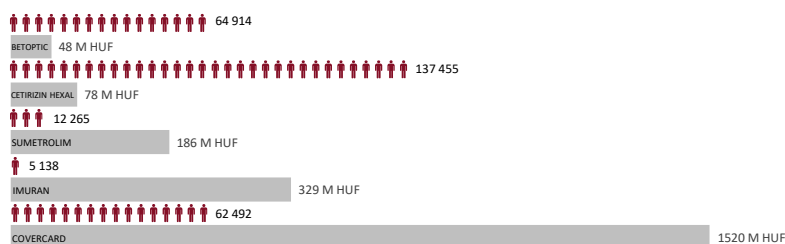
## Product shortages

The graph shows the distribution of the reimbursed product shortage list. 416 products had been on the list before November 2022, compared to 42 new product added to the list in the month under review. The 42 newly listed products were grouped according to the number of reimbursed substitutes. Based on this criterion, 4 groups were formed: products with 3 or more, exactly 2, exactly 1 and 0 reimbursed substitutes.



Source: Pharmacy turnover data, Healthware analysis

## Turnover data for preparations without a substitute, February 2023



\*Turnover in the 12 months preceding the product shortage  
Source: Pharmacy turnover data, Healthware analysis

## Highest growth, February 2023 vs. January 2023

Company	Brand	Reimbursement increment	%
1 SANDOZ	HYRIMOZ	454 746 680 HUF	293%
2 astellas	XTANDI	140 526 156 HUF	192%
3 Pfizer	ENBREL	123 088 000 HUF	307%
4 sanofi	RYBELSUS	114 139 523 HUF	161%
5 sanofi	CLEXANE	80 076 859 HUF	107%
6 MSD	SIMPONI	75 824 360 HUF	158%
7 MSD	CIMZIA	60 604 830 HUF	181%
8 MERCK	MAVENCLAD	39 116 825 HUF	117%
9 VIATRIS	FRAXIPARINE	32 019 191 HUF	149%
10 Roche	POLIVY	28 377 446 HUF	133%

Source: Pharmacy turnover data, Healthware analysis