

News, current issues

- News Patient care at risk, medical equipment in short supply >>
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Macro approach to financing healthcare and medicinal products

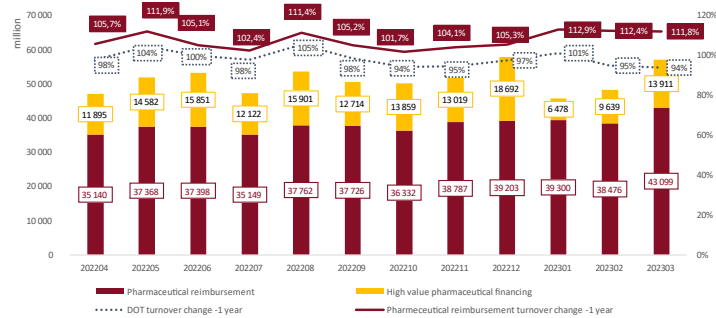
Balance of the Health Insurance Fund, March 2023

Standard	7 379 M	9,5%
Indication based reimb.	13 961 M	11,3%
Indication based 100% reimb.	18 298 M	14,0%
NPP	3 462 M	10,1%
High value	13 911 M	44,3%
Pharmacy	43 099 M	12,0%
Total	57 010 M	18,5%

Source: Healthware analysis based on NHIFA data

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

Pharmacy DOT turnover



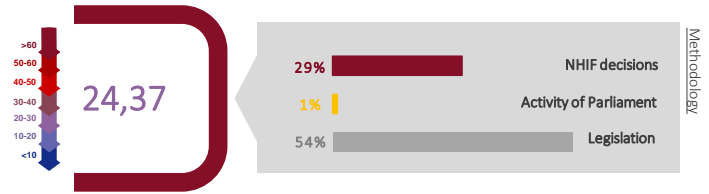
Source: Healthware analysis based on NHIFA data

Changes to subsidized medicinal product categories, March 2023

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

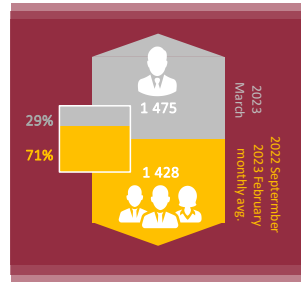
Source: Healthware analysis based on NHIFA data

Decision-making index, March 2023



Methodology

Average number of medical sales reps



Share of doctors and others

Source: NHIFA data, Healthware analysis

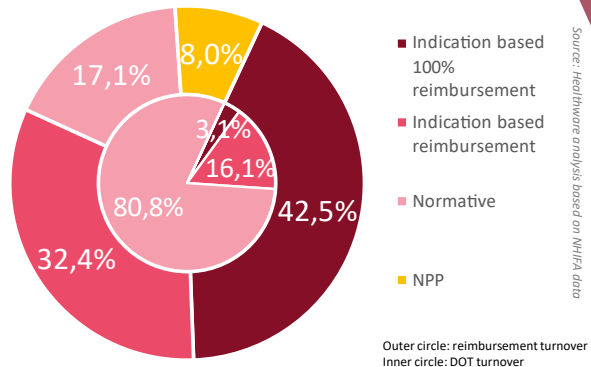
Deviation from the target

6 465 M

114 555 M	32 628 M
outturn (expenditure)	outturn (revenue)

Source: Healthware analysis based on NHIFA data

Pharmacy reimbursement turnover



Source: Healthware analysis based on NHIFA data

* 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

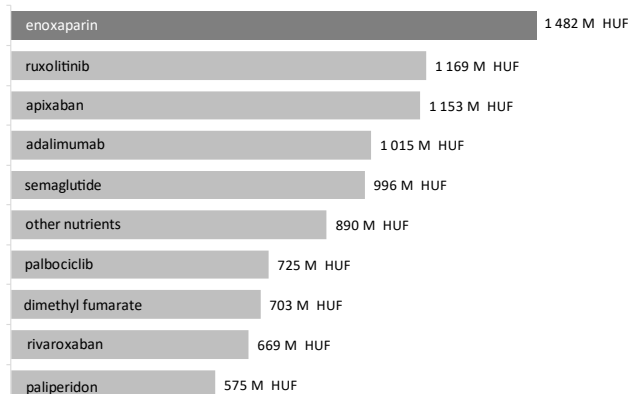
a report in order to compare the previous state with the amended one and an interpretation, in an intelligible form.

More about the services: [link](#)

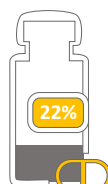


Toplists of reimbursement and number of patients, March 2023

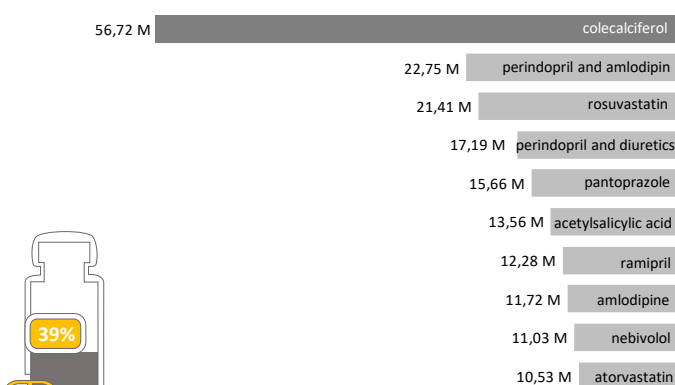
TOP 10 ATCs by all reimbursement paid



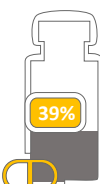
Source: Pharmacy turnover data, Healthware analysis



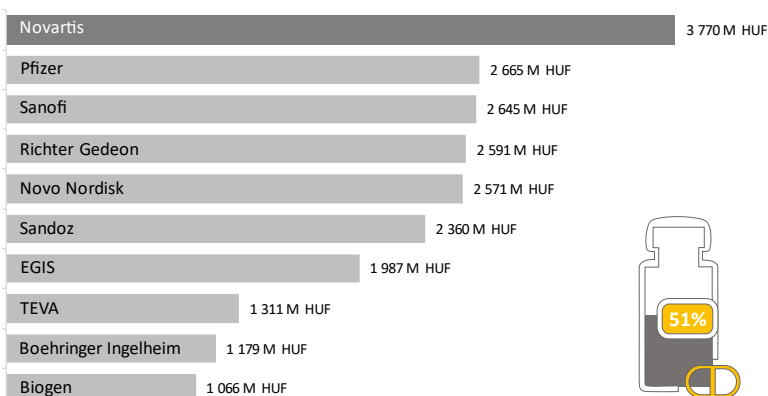
TOP 10 DOT by all reimbursement paid



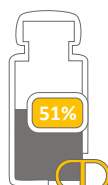
Source: Pharmacy turnover data, Healthware analysis



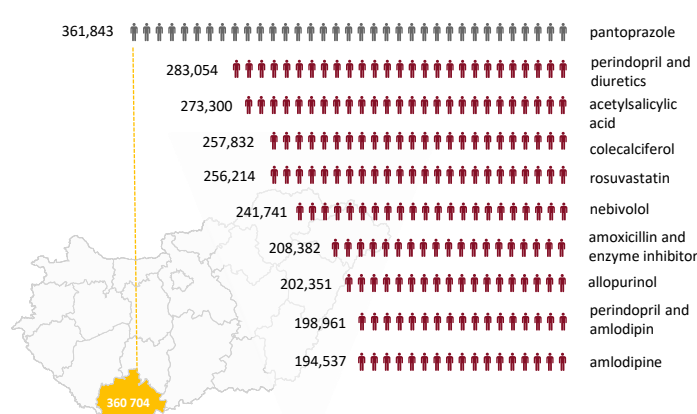
TOP 10 distributors by all reimbursement paid



Source: Pharmacy turnover data, Healthware analysis



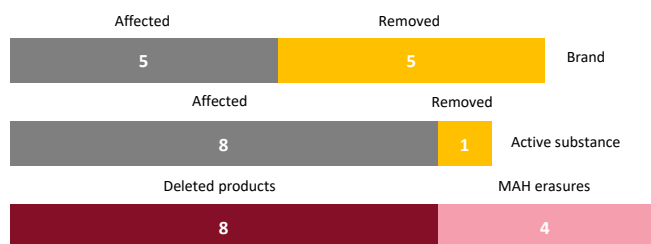
TOP 10 patient turnover by all reimbursement paid



Source: Pharmacy turnover data, Healthware analysis

Substitutable products, March 2023

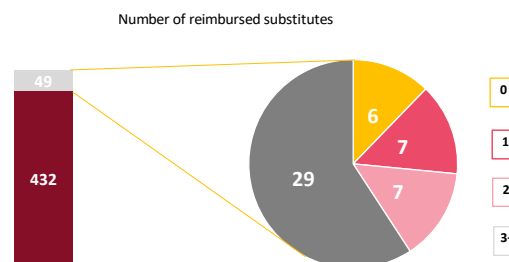
Within product deletions, marketing authorization (MAH) erasures were distinguished. We also examined the active substances and brands affected in the procedure. These were divided into two groups according to whether the brand or active substance was completely removed from the formulary or whether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



Source: Pharmacy turnover data, Healthware analysis

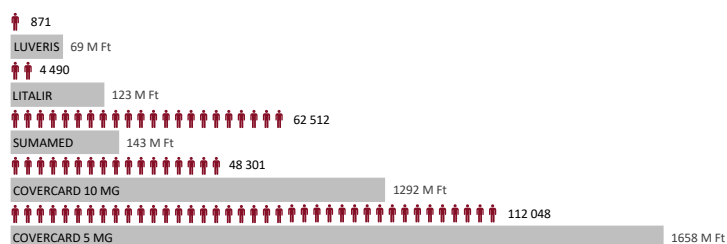
Product shortages

The graph shows the distribution of the reimbursed product shortage list. 432 products had been on the list before November 2022, compared to 49 new product added to the list in the month under review. The 49 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, March 2023



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

Highest growth, March 2023 vs. average of previous 6 months

Company	Brand	Reimbursement increment	%
1 SANDOZ	HYRIMOZ	301 131 920 Ft	214%
2 sanofi	CLEXANE	144 248 874 Ft	116%
3 Pfizer	ELIQUIS	125 388 753 Ft	110%
4 astellas	XTANDI	113 916 597 Ft	204%
5 Roche	OCREVUS	102 718 243 Ft	142%
6 Pfizer	IBRANCE	101 882 657 Ft	107%
7 Pfizer	ENBREL	86 538 060 Ft	223%
8 RYBELSUS	RYBELSUS	80 076 415 Ft	171%
9 Biogen	TECFIDERA	79 835 206 Ft	107%
10 XARELTO	XARELTO	78 351 819 Ft	107%

Source: Pharmacy turnover data, Healthware analysis