Actualities of Hungarian pharmaceutical financing market

In our January Special Edition we examined the reimbursement inclusion

decisions, came into force on 15th

procedures of them.

Our analyses focused on the composition of the newly reimbursed products but also examined the submission

You can find the whole analyses on LinkedIn

or on our website.

To get notified about our new

publications,

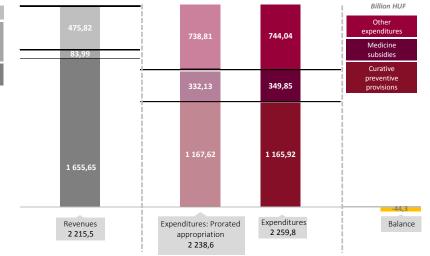
January, 2020.





Macro approach to financing healthcare and medicinal products

Balance of the Health Insurance Fund, November 2020

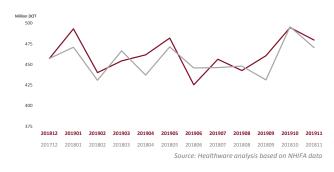


Source: Healthware analysis based on NHIFA data

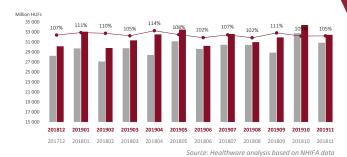
bused on NATIFA data

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

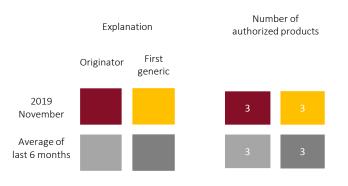
Pharmacy DOT turnover



Pharmacy reimbursement turnover



Changes to subsidized medicinal product categories, November 2020



Applications for Number of reimbursement reimbursed products



Source: Healthware analysis based on NHIFA data

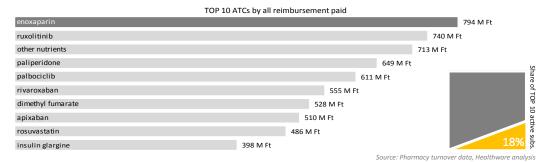
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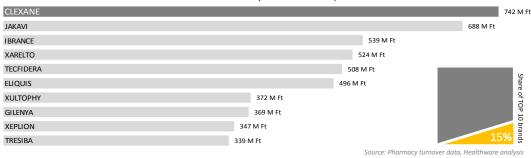
No. 1, Issue VIII. 2020 Published: 04/02/2020

Market data

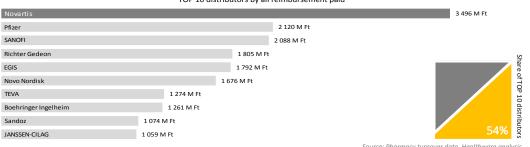
Toplists of reimbursement and number of patients, November 2020



TOP 10 brands by all reimbursement paid



TOP 10 distributors by all reimbursement paid

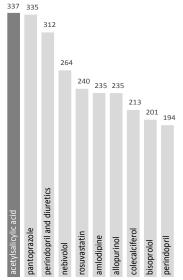


Average number of medical sales reps



Source: NHIFA data, Healthware analysis

TOP 10 active substances by number of patients (thousand patients)



Source: Pharmacy turnover data, Healthware analysis

Survey about the response to the Government Decision on healthcare transformation - Results

In order to gain a comprehensive picture of our partners' expectations, we published an anonymous questionnaire regarding the <u>government decree</u> (adopted 23rd December 2019) wherein the development of the health care sector with increasing the efficiency of the services and the transformation of the structure had been defined.

We would like to thank all, who had contributed to the survey by completing the questionnairs

During the evaluation, we summarized the results of 53 respondents mainly from the capital. The vast majority of the respondents were healthcare professionals or economists in their thirties and forties, working at for-profit companies. 74% of them were aware of the government's decision before filling it out.

The items set out in the government decision, present a comprehensive series of preparatory measures for a structural transformation, which, as stated in the decree, should mainly be completed by June 2020. Despite the fact that 76% of our respondents do not expect the preparatory process to be completed on time, 43% of them anticipate some major reform measurements within 2 years under the current government cycle.

The most pessimistic expectations were about the salary adjustment of the specialists and physicians suggested earlier by Dr. Miklós Kásler and Dr. Gyula Kincses (and not included in the Government Decree). Only 13% of respondents consider it to be realistic over the next two years while redifining - which would mean narrowing — the basic package of public health insurance as part of the reform ahead of us is assumed by 41% of them.

We can conclude that the respondents are not confident with the implementation of the measures within the given timeframe, as detailed in the Government Decree. However, a significant number – but still the minority — of the respondents seems to have positive expectations about some significant changes in health care in the near future.

<u>Main items of the Government Decree No. 1798/2019 (XII. 23) (see the most relevant items in the figure)</u>

- Development of financing based on real costs and real needs, defining the performance volume limits
- 2. Quality indicators, application of performance based techniques
- Implementation of bundled financing techniques across
 healthcare service levels
- 4. Review of chronic care and needs-based transformation of it
- 5. Establishment of the institutional debt managemen program
- 6. Assurance of resources for controlling and monitoring systems for supervisory purposes
- 7. Development of the appropriate regulatory environmen

- 8. Enabling flexible capacity planning, optimization of the patient pathways
- Development of an indicator system measuring the performance of healthcare service activities
- 10. Structural and financial transformation of traumatological, vascular surgery and laboratory care
- 11. Inclusion of additional financing and rearrangement of currently available resources

