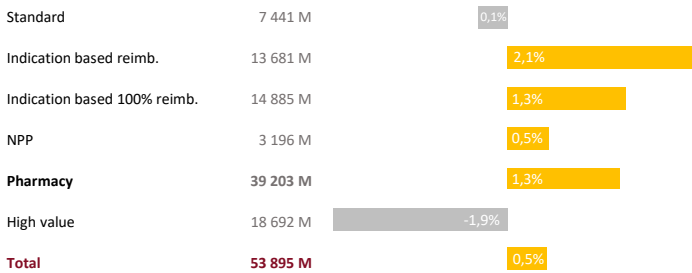


News, current issues

- News Judit Bidló on the funding of cancer drugs >>
- News Shocking data: Hungarians visit their GPs a lot >>
- News The President of the Hospital Association warns of a severe labor shortage >>

Macro approach to financing healthcare and medicinal products

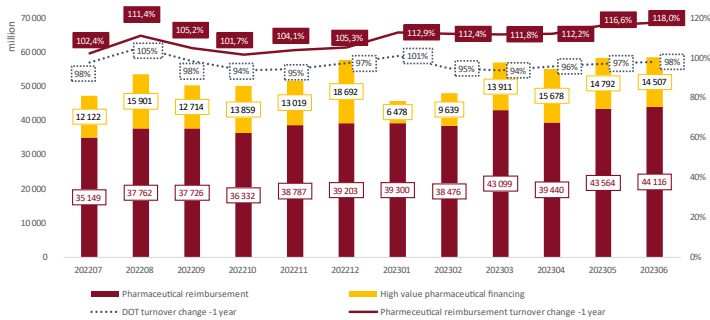
Balance of the Health Insurance Fund, June 2023



Source: Healthware analysis based on NHIFA data

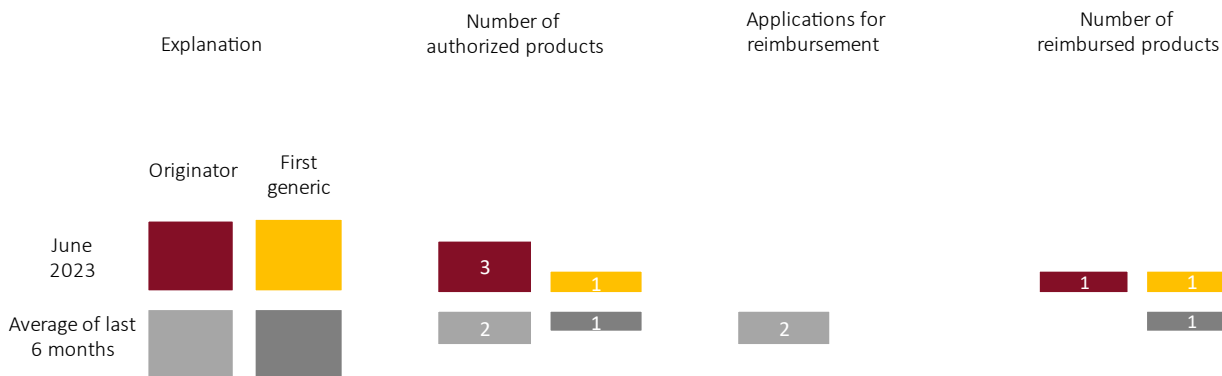
Dynamics of the sales/circulation of prescription-only-medicine

Pharmacy DOT turnover



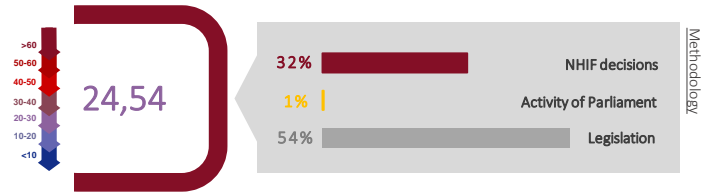
Source: Healthware analysis based on NHIFA data

Changes to subsidized medicinal product categories, June 2023



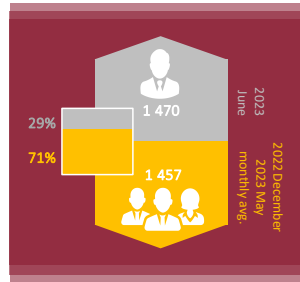
Source: Healthware analysis based on NHIFA data

Decision-making index, June 2023



Methodology

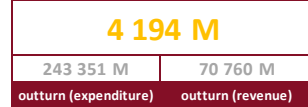
Average number of medical sales reps



Share of doctors and others

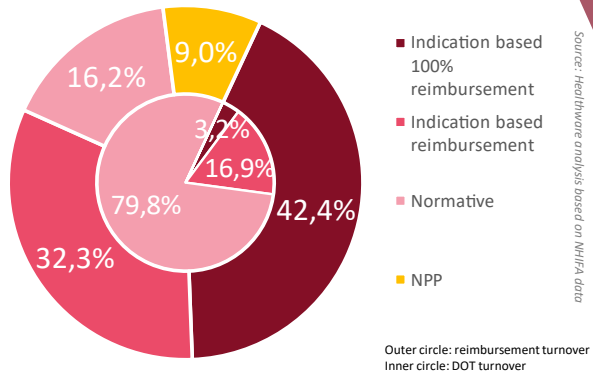
Source: NHIFA data, Healthware analysis

Deviation from the target



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

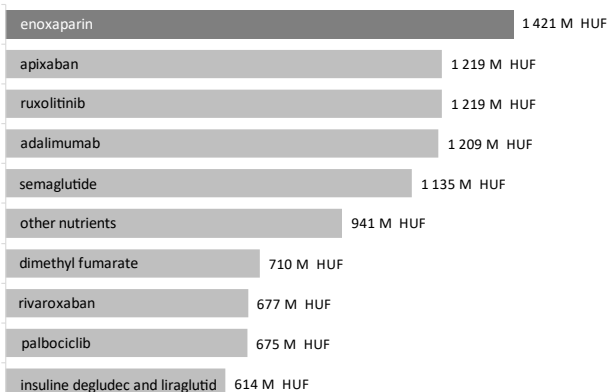
a report in order to compare the previous state with the amended one and an interpretation, in an intelligible form.

More about the services: [link](#)



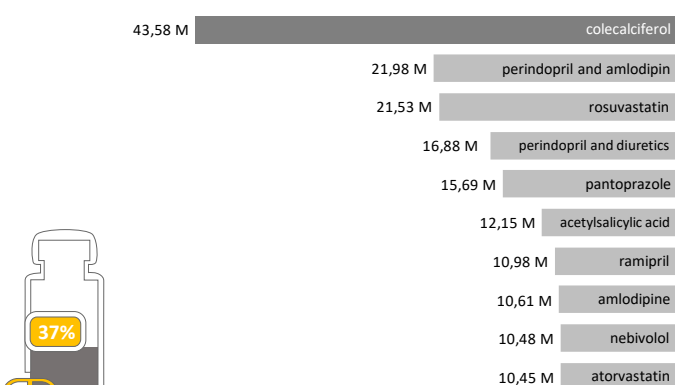
Toplists of reimbursement and number of patients, June 2023

TOP 10 ATCs by all reimbursement paid



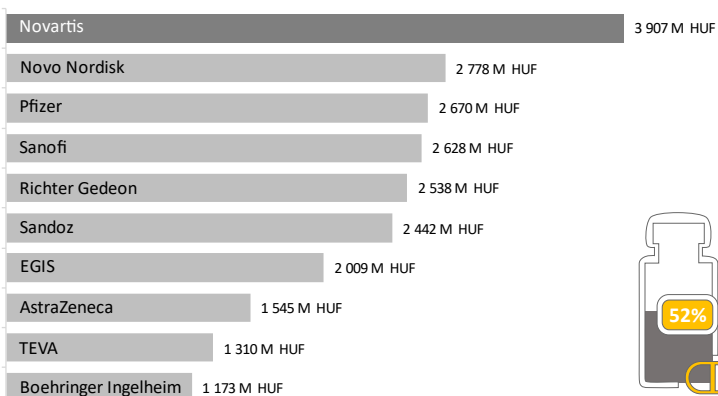
Source: Pharmacy turnover data, Healthware analysis

TOP 10 DOT by all reimbursement paid



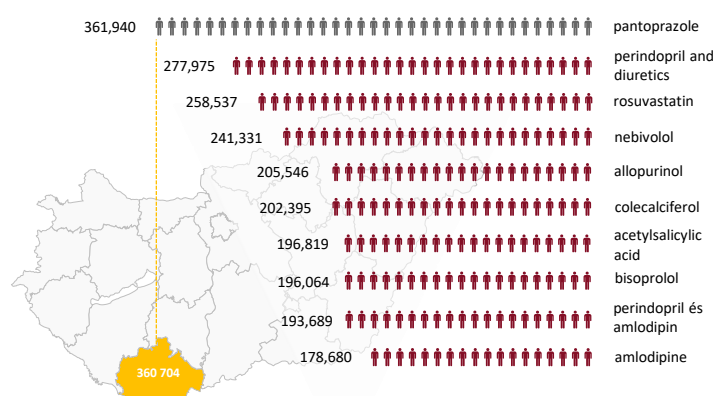
Source: Pharmacy turnover data, Healthware analysis

TOP 10 distributors by all reimbursement paid



Source: Pharmacy turnover data, Healthware analysis

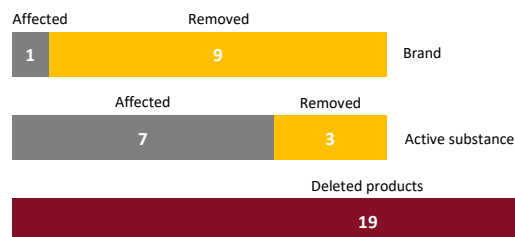
TOP 10 patient turnover by all reimbursement paid



Source: Pharmacy turnover data, Healthware analysis

Substitutable products, June 2023

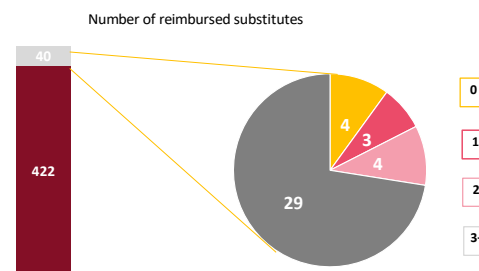
Within product deletions, marketing authorization (MAH) erasures were distinguished. We also examined the active substances and brands affected in the procedure. These were divided into two groups according to whether the brand or active substance was completely removed from the formulary or whether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



Source: Pharmacy turnover data, Healthware analysis

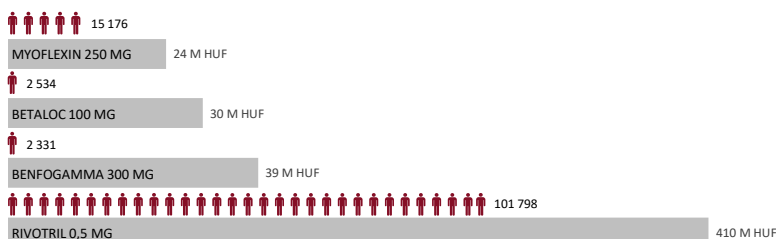
Product shortages

The graph shows the distribution of the reimbursed product shortage list. 422 products had been on the list before November 2022, compared to 40 new product added to the list in the month under review. The 40 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, May 2023



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

Highest growth, June 2023 vs. May 2023 in HUF

Company	Brand	Reimbursement increment	%*
1 Pfizer	ELIQUIS	63 995 830 HUF	111%
2 MERCK	MAVENCLAD	61 729 762 HUF	116%
3	XULTOPHY	50 134 966 HUF	112%
4 EXTRACTUM PHARMA	THIOTEP	47 591 255 HUF	329%
5	RYBELSUS	33 835 232 HUF	129%
6	TRESIBA	33 205 904 HUF	108%
7 AstraZeneca	KOSELUGO	30 946 523 HUF	117%
8 sanofi	CLEXANE	30 052 858 HUF	105%
9 Astellas	XTANDI	27 530 417 HUF	167%
10 NOVARTIS	JAKAVI	24 938 846 HUF	107%

*Compared to the average of the 6 months preceding the reference month
Source: Pharmacy turnover data, Healthware analysis