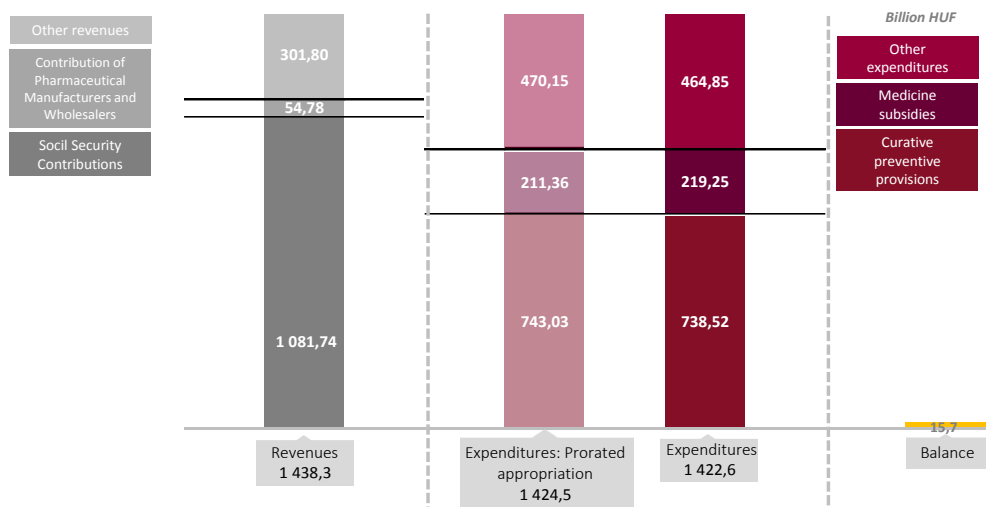


## News, current issues

- News** Possible to have better healthcare for the same small amount of money >>
- News** Authorities decided on withdrawal of medicines >>
- News** MNB: Competitive healthcare for a sustainable convergence >>

## Macro approach to financing healthcare and medicinal products

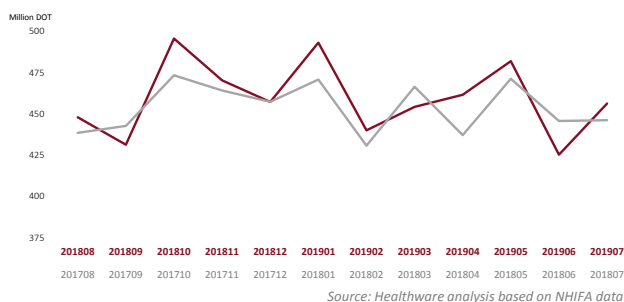
### Balance of the Health Insurance Fund, July 2019



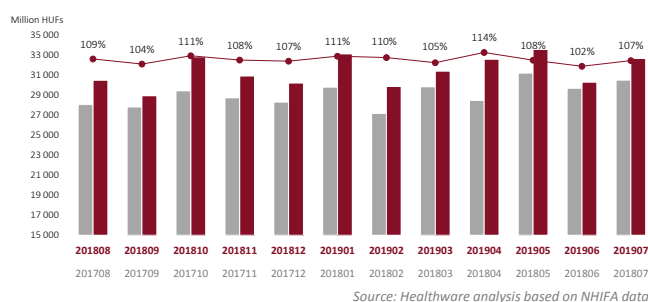
Source: Healthware analysis based on NHIFA data

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

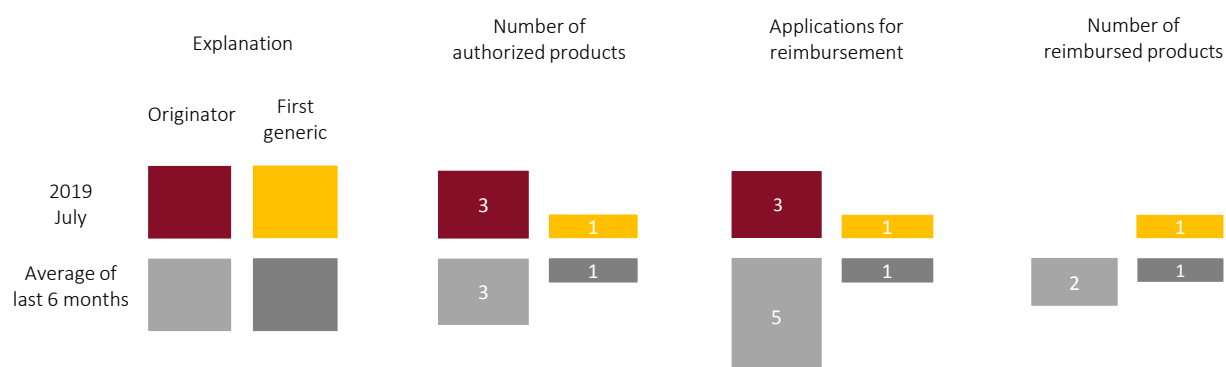
### Pharmacy DOT turnover



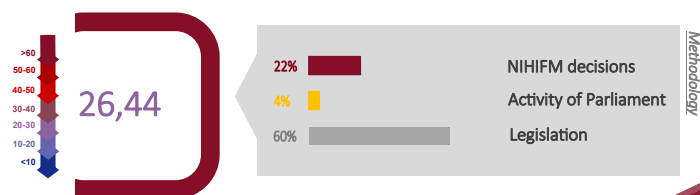
### Pharmacy reimbursement turnover



## Changes to subsidized medicinal product categories, July 2019



## Decision-making index, July 2019



## Product offering

### Questionnaire survey

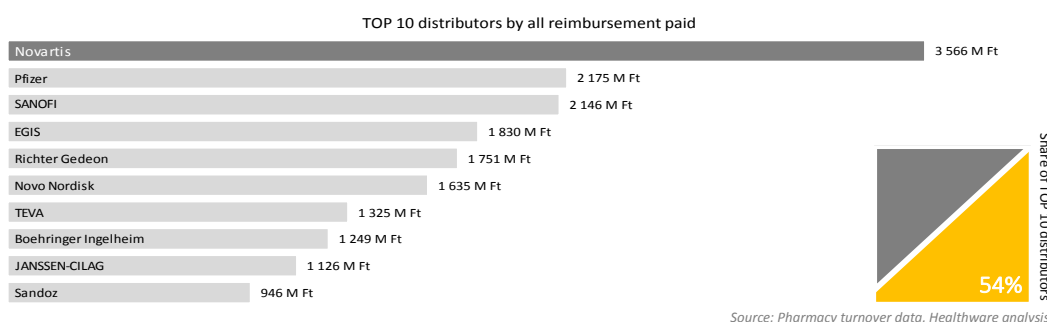
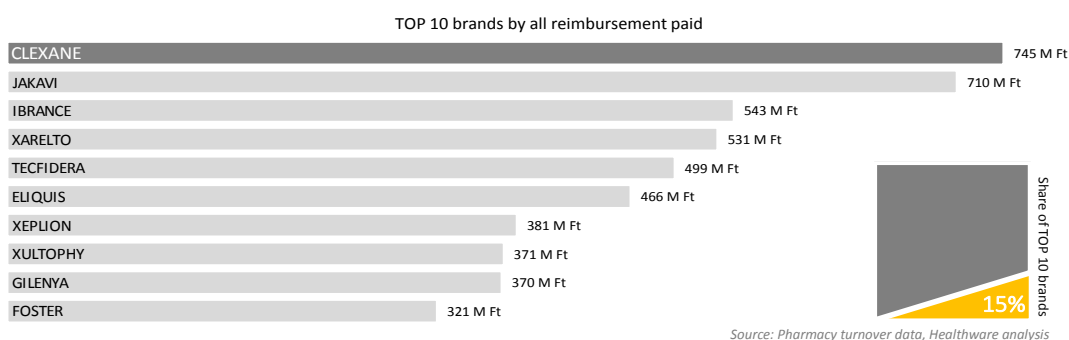
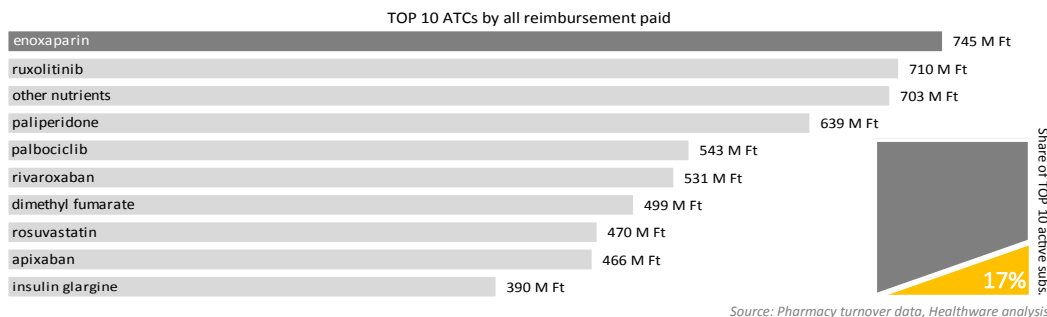
Many marketing and health economic analyzes require information beyond the data in literary publications, that correct and complete them. In our projects the more frequently planned longitudinal data collection, fact finding and new information generating researches could provide useful support in addition to ad hoc surveys. Main steps:

- Preliminary review and interpretation of the input parameters
- Establishment of questionnaire involving 1-2 local experts
- Finalization of the questionnaires and querying on larger sample
- Receiving replies, recording questionnaires, processing responses, statistical evaluation
- Validation of results with the help of a local expert
- Web Report transfer in Hungarian and English language

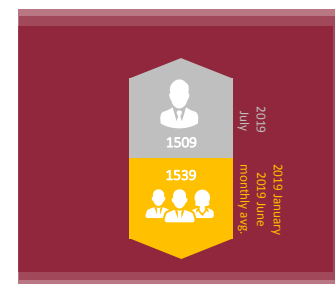
Further information about the service: [link](#)

## Market data

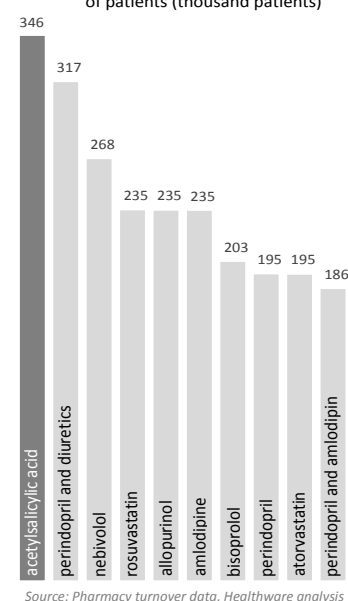
### Toplists of reimbursement and number of patients, July 2019



### Average number of medical sales reps



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



## Analysis of the financing situation of substances included in itemized accounting in October 2018 — case study

In October 2018 the circle of itemized accounting drugs expanded with 14 active substances, which gave till then the 29% of total NPP turnover. However, the change of financing status have not been followed by an immediate change of reimbursement. The major parts of this process are outlined below.

#### October 2018

- ◆ Not reimbursed status, NPP turnover
- ◆ Net reimbursement prices unknown
- ◆ NPP turnover publicly available

#### October 2018 — April 2019

- ◆ Itemized status, NPP turnover
- ◆ No practical change

#### May 2019

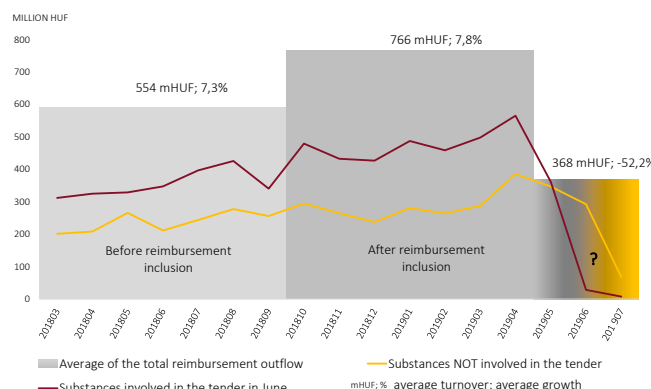
- ◆ Introduction of financial framework agreement (FFA)
- ◆ Conditions, duration of FFA is unknown
- ◆ Turnover data not available
- ◆ The practical implementation and rational usage of hospitals is questionable, due to the sudden change

#### June 2019

- ◆ Public procurement for 10 of the 14 substances
- ◆ 4 remaining substance
- ◆ No information about the conduct of the tender

It has been 11 months, since these substances in question were published as itemized accounting substances. But the measures taken in this period did not get us closer to the final solution. It is still uncertain, when the financing situation of these substances will be satisfactory resolved.

Chart 1.: Turnover of INNs included in itemized accounting in October 2018



In our latest special edition we gave a detailed review of this subject. For the whole analysis, please visit our [LinkedIn site](#).