HEALTHWARE

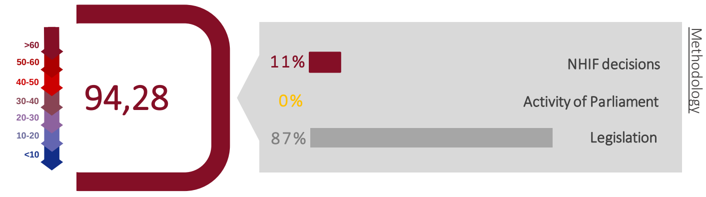
Actualities of Hungarian pharmaceutical financing market

Newsletter
No. 2 Issue XI. 2023
Published: 07/03/2023

News, current issues

- **News** Big change coming to Hungarian healthcare - New promises made »
- **News** The system for assessing NPP has been tightened »
- **News** Compulsory membership of the Medical Chamber has been abolished »

Decision-making index, December 2022



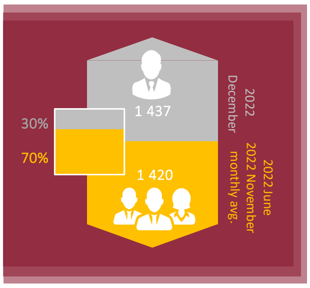
Macro approach to financing healthcare and medicinal products

Balance of the Health Insurance Fund, December 2022

Standard	7 441 M	2,0%
IIndication based reimb.	13 681 M	1,9%
IIndication based 100% reimb.	14 885 M	-0,4%
NPP	3 196 M	2,5%
High value	18 692 M	43,6%
Pharmacy	39 203 M	1,1%
Total	**53 895 M**	4,4%

Source: Healthware analysis based on NHIFA data

Average number of medical sales reps



Share of doctors and others

Source: NHIFA data, Healthware analysis

Deviation from the target

28 325 M

440 493 M	125 012 M
outturn (expenditure)	outturn (revenue)

Source: Healthware analysis based on NHIFA data

Product offering

Indicator system development

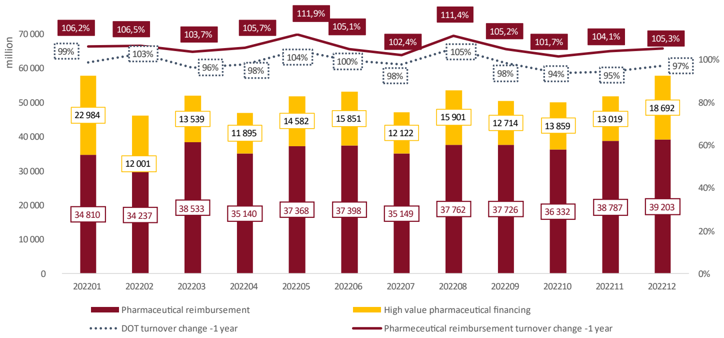
Quality indicators are needed for evaluate a therapy at macro level. The individual micro-level knowledge enables to seek/elaborate parameters which allow to build up an indicator system.

With the comprehensive knowledge acquired along our micro-level analysis products we can ensure elaboration of systems, which show the success of certain medical technologies in transparent way, with objective parameters.

More about the service: link

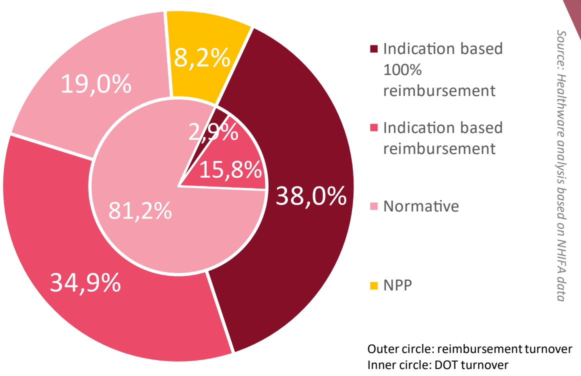
Dynamics of the sales/circulation of prescription-only-medicine

Pharmacy DOT turnover



Source: Healthware analysis based on NHIFA data

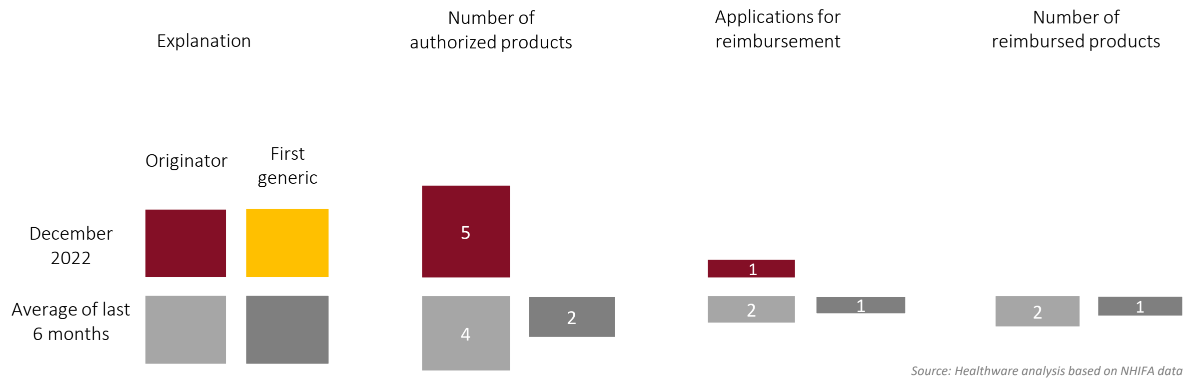
Pharmacy reimbursement turnover



Outer circle: reimbursement turnover
Inner circle: DOT turnover

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

Changes to subsidized medicinal product categories, December 2022



Source: Healthware analysis based on NHIFA data

Healthware Consulting Ltd.
H-1093 Budapest Közraktár st. 30-32. 7th floor. I + 36-1-324-2050

Subscribe

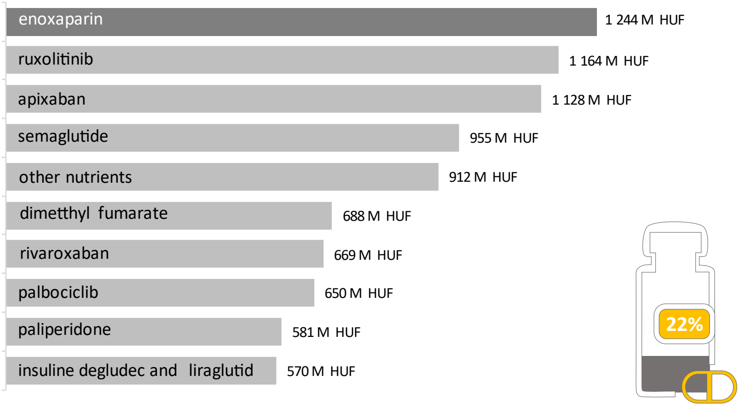
HEALTHWARE

Actualities of Hungarian pharmaceutical financing market

Newsletter
No. 2 Issue XI. 2023
Published: 07/03/2023

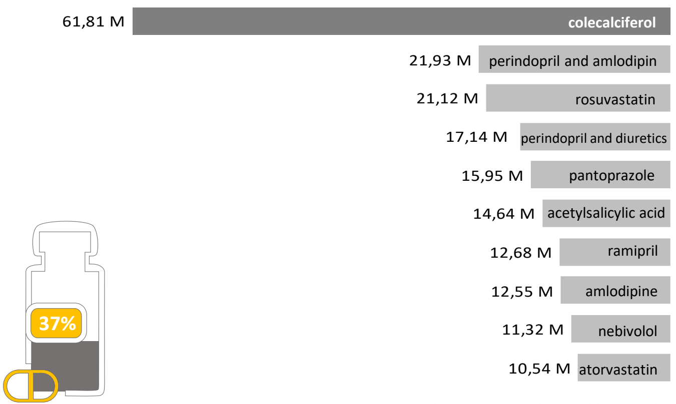
Toplists of reimbursement and number of patients, December 2022

TOP 10 ATCs by all reimbursement paid



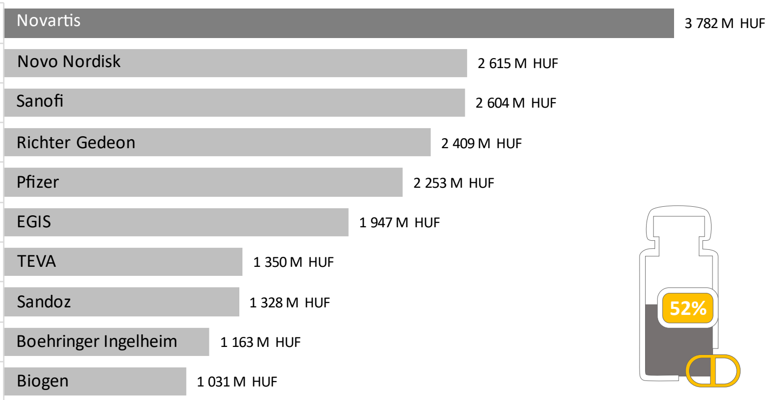
Source: Pharmacy turnover data, Healthware analysis

TOP 10 DOT by all reimbursement paid



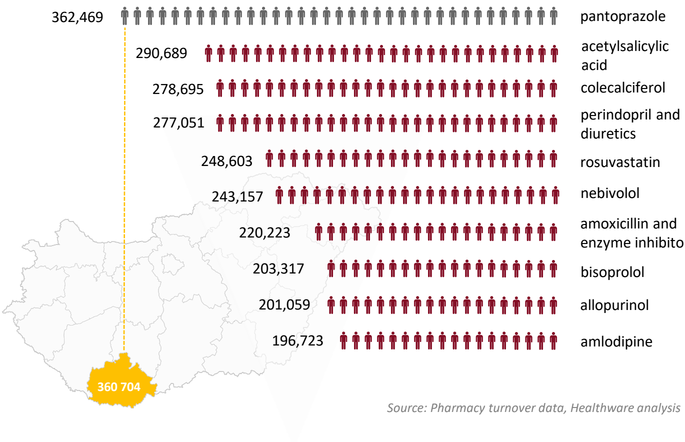
Source: Pharmacy turnover data, Healthware analysis

TOP 10 distributors by all reimbursement paid



Source: Pharmacy turnover data, Healthware analysis

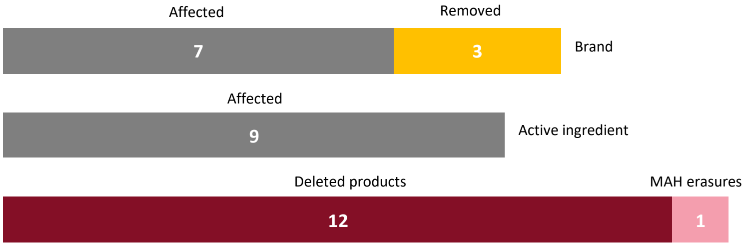
TOP 10 patient turnover by all reimbursement paid



Source: Pharmacy turnover data, Healthware analysis

Substitutable products, December 2022

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.

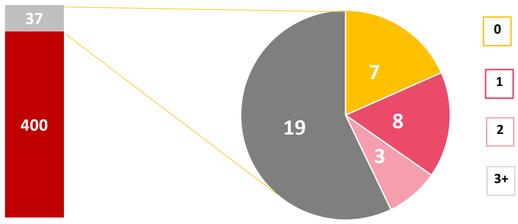


Source: Pharmacy turnover data, Healthware analysis

Product shortages

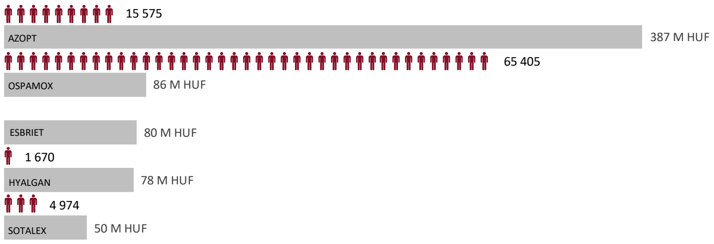
The graph shows the distribution of the reimbursed product shortage list. 400 products had been on the list before November 2022, compared to 37 new product added to the list in the month under review.
The 37 newly listed products were grouped according to the number of reimbursed substitutes. Based on this criterion, **4 groups were formed**: products with 3 or more, exactly 2, exactly 1 and 0 reimbursed substitutes.

Number of reimbursed substitutes



Source: Pharmacy turnover data, Healthware analysis

Turnover data for preparations without a substitute, December 2022



Source: Pharmacy turnover data, Healthware analysis

Highest growth, December 2022 vs. 6-month average

	Company	Brand	Reimbursement increment	%
1	novo nordisk	RYBELSUS	159 761 595 Ft	239%
2	Pfizer	ELIQUIS	115 722 441 Ft	111%
3	NOVARTIS	JAKAVI	66 989 232 Ft	106%
4	NUTRICIA	MILUMIL	57 587 730 Ft	126%
5	Roche	POLIVY	53 207 558 Ft	194%
6	novo nordisk	XULTOPHY	50 207 558 Ft	110%
7	NOVARTIS	KISQALI	48 300 350 Ft	113%
8	SANDOZ A Novartis Division	ZARZIO	48 020 124 Ft	192%
9	Lilly	TRULICITY	45 997 597 Ft	115%
10	novo nordisk	TRESIBA	41 400 889 Ft	110%

Source: Pharmacy turnover data, Healthware analysis