

MEDTECH MARKET ACCESS

**MEDICA 2024 GTAI PAVILION, MONDAY, NOV. 11TH
16:00**

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Investor Consulting

- Information about key industries
- Legal information
- Tax information
- Incentives and financing information
- Introduction to local partners
- Site selection support



Medtech is in high demand

€42 bn

Market volume 2023

1480

Manufacturers (20+ empl.)

2/3

Exports: „Made in Germany“ sells

1374

Leading patent applications at EPO

€23 bn

Imports: high demand (2022)

CE

Medical Device Regulation (MDR)



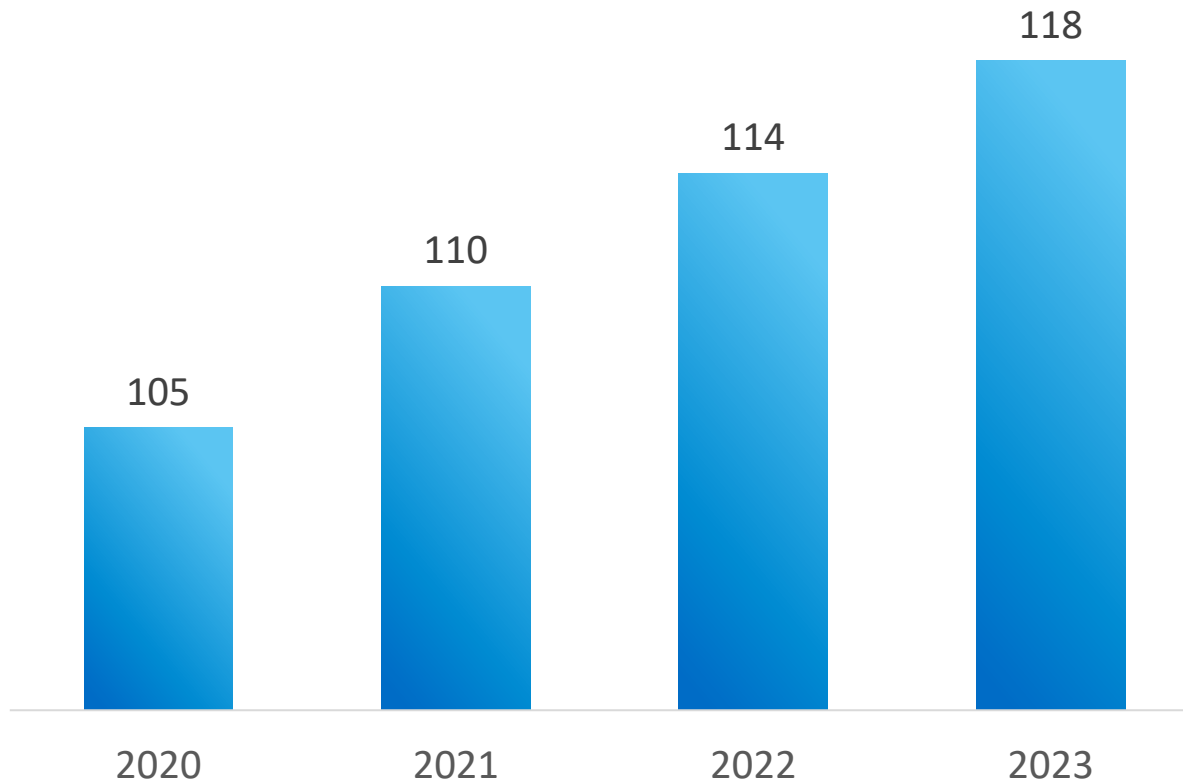
CE certification

MDR is in effect but under construction

- MDR passed in 2017
- MDR effective since May 2021, IVDR May 2022
- Transition from MDD to MDR extended in 2023: MDD Legacy products
- Certification of Notified Bodies progressing
- Ongoing discussions and improvements

German hospital spending is increasing

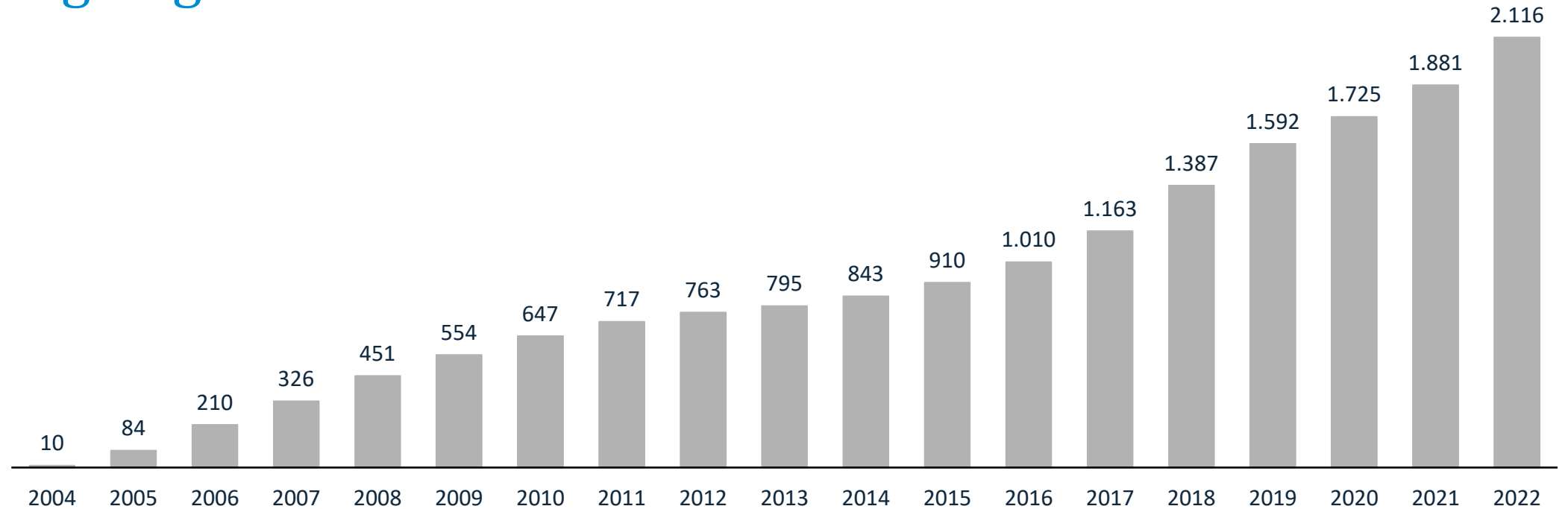
Total spending of German hospitals 2020 – 2023 (in EUR bn)



- 2024: EUR 120 bn?
- 1874 hospitals
- EUR 6.769 per case

Number of ambulatory medical centers is increasing (MVZ)

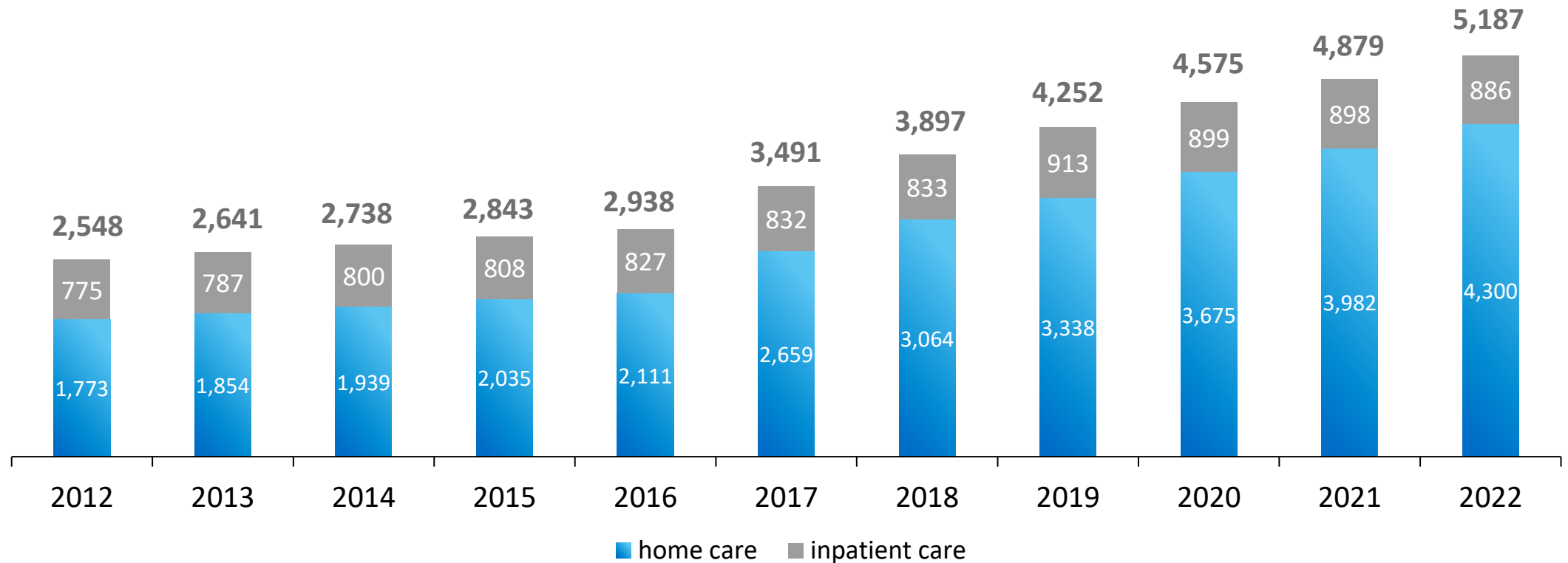
Ongoing ambulatorisation



Care recipients in Germany

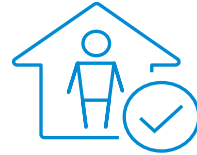
Number of care recipients in Germany 2012 – 2022

(in thousands)



Reimbursement pathways in Germany

Two reimbursement settings



Ambulatory sector (out-patient)

- Doctor's office: reimbursed if listed in uniform evaluation standard (EBM)
- Medical supply stores: reimbursed if listed in medical aids register (HMV: GKV Spitzenverband)
- Joint Federal Committee (G-BA)



Hospital sector (in-patient)

- Long-term use equipment: hospital budget
- Short-term use on individual patients: procedures reimbursed within G-DRG system unless barred
- Joint Federal Committee (G-BA)

Contact Us

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