

# Medtech Market Access

Opportunities for international companies in Germany

**SPEAKERS:**

- GABRIEL FLEMMING, DEPUTY DIRECTOR CHEMICALS&HEALTHCARE, GTAI
- MICHAEL WEISSER, MANAGING DIRECTOR, AIM GMBH
- DR. MED. ALEXANDER FRANK, UNIVERSITY HOSPITAL MUNICH (LMU)

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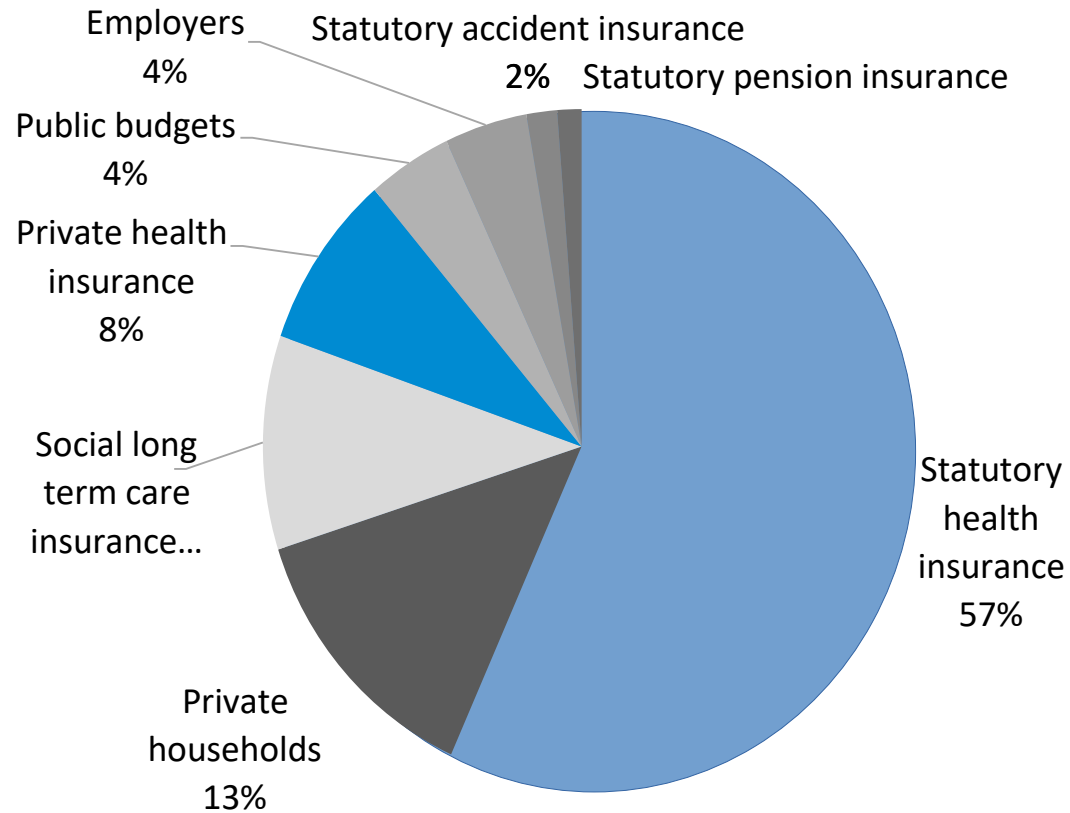


## Investor Consulting

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



# In Germany, Healthcare is Financed by Multiple Sources



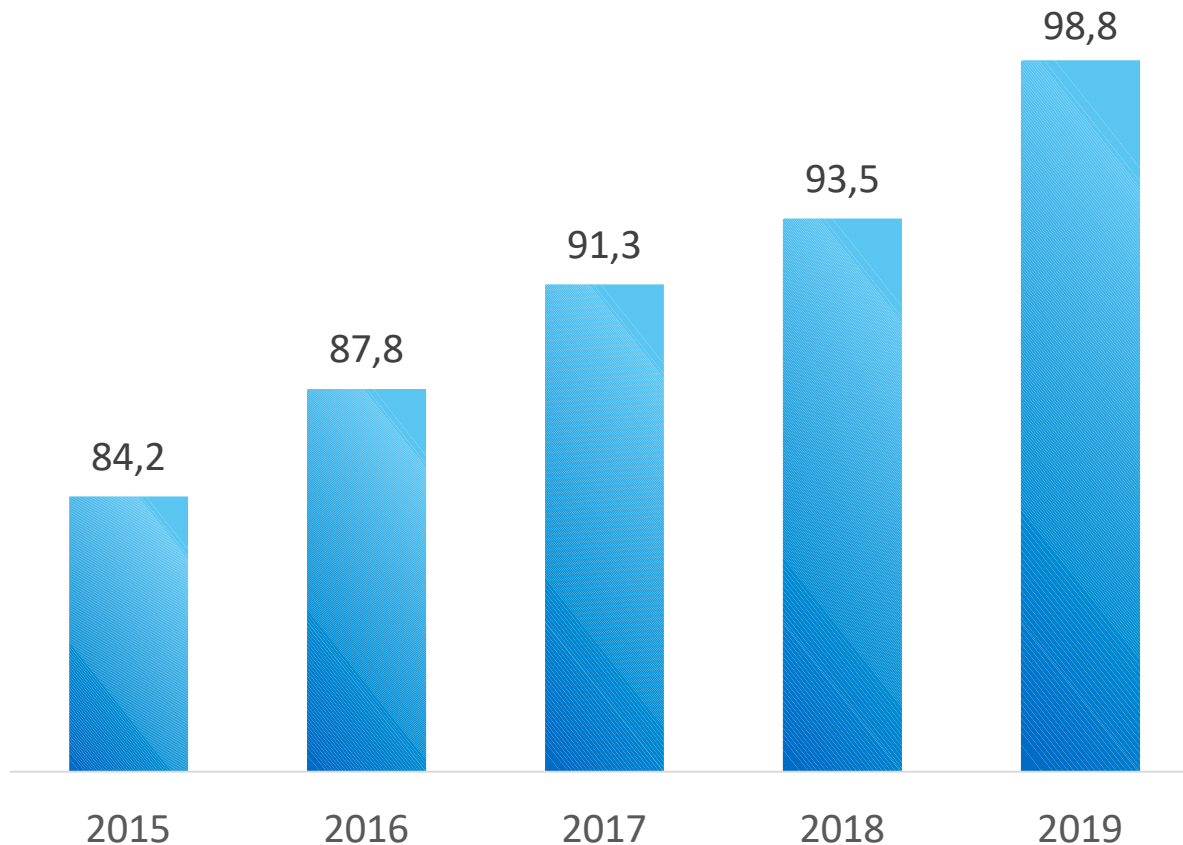
With a share of 57%,  
statutory health is  
most significant  
payer

*Note: The item private households includes non-profit institutions serving households.*

*Source: German Federal Statistical Office 2021*

# Germany's Hospitals: Improving Care

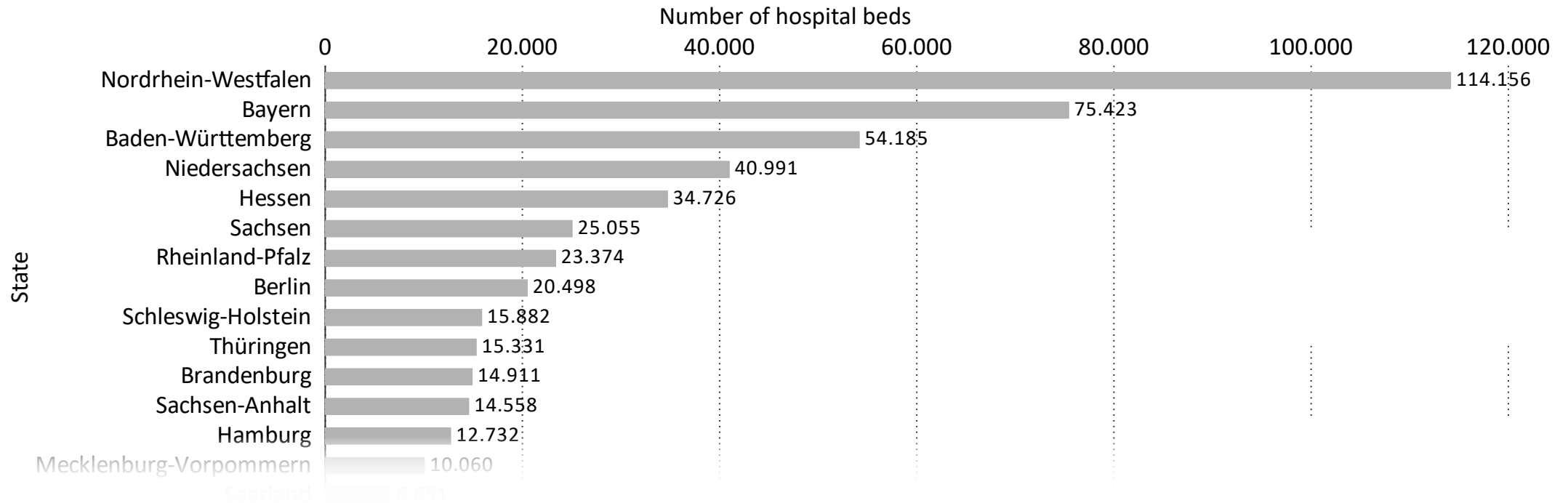
Total costs estimated at 120 bn EUR in 2023



German hospitals are Spending 5.000 EUR + per case

# Number of Hospital Beds across Germany

## 2021 ranking of hospital bed numbers per state



**Hinweis(e):** Deutschland; 2021

Weitere Angaben zu dieser Statistik, sowie Erläuterungen zu Fußnoten, sind auf [Seite 8](#) zu finden.

**Quelle(n):** Statistisches Bundesamt; [ID 322645](#)

# Hospital Reimbursement Requires Strategy

Option 1: use existing DRGs+OPS →

Quick access to the market (§137 c, SGB V)

Option 2: NUB track →

Register your individual OPS and DRG in case of new methods (§137 h, SGB V)

Option 3: coverage by evidence →

Receive reimbursement during clinical trial (§137 e, SGB V)

# Clinical Trials can be Necessary

MDR: Class IIb+III



New CE requires more individual clinical data. Equivalence via literature is limited

G-BA: potential to be proven



Need to run clinical trials, will be reimbursed

New class III methods require RCT



Only reimbursed when „HTA“ dossier provided by hospital and manufacturer, benefit assessment by IQWiG

# Contact Us

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## Contact

GTAI

Gabriel Flemming

Friedrichstraße 60

T +49 (0)30 200 099-307 10117 Berlin

Gabriel.flemming@gtai.com

www.gtai.com



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