



Reimbursement
price and
discounts

At the time of launch,
manufacturers are **free**
to set the **price** for their
products.

This price is then valid
for **6 months**.

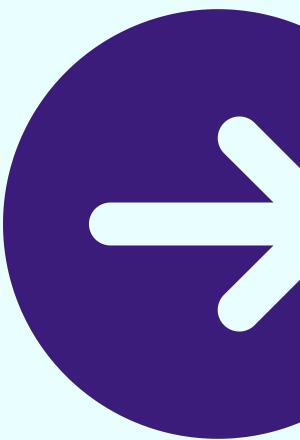


It is published in the Lauer
Taxe as the ex-manufacturer
price, i.e. the
"Herstellerabgabepreis".



Once the G-BA published
its final resolution on the
additional benefit, the
**reimbursement price is
negotiated.**

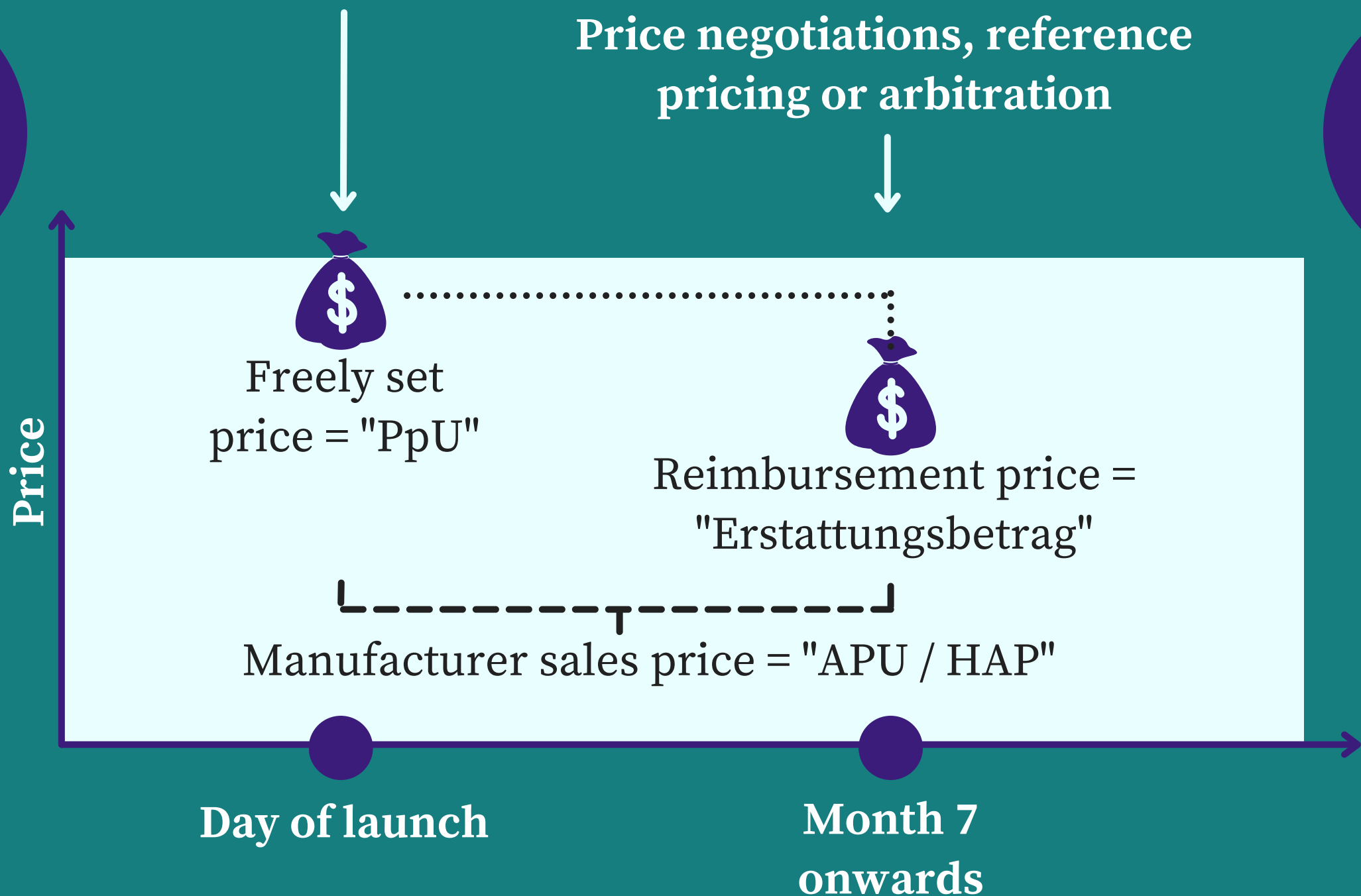
This price is valid from
month 7 onwards.



It is published in the Lauer
Taxe as the reimbursement
price, i.e. the
"Erstattungsbetrag".



Reimbursement price in Germany



In addition, there are **mandatory discounts** that have to be given to the SHI funds.



1) Outside of reference pricing, **manufacturers have to give a mandatory discount** on their ex-manufacturer price. For products with patent protection, this is currently set at 7% (was 12% in 2023).



Manufacturer

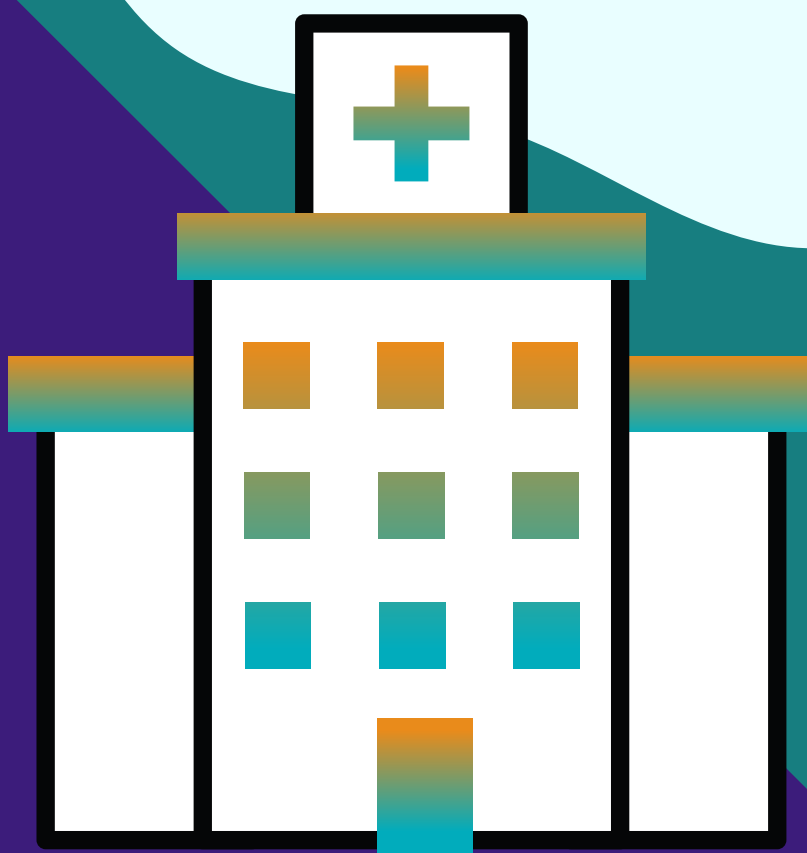
2) In addition, **pharmacies** have to grant the SHI funds a **mandatory discount of €1.77** (was €2.00 in 2023/24) per product for so-called "finished drugs" (German: "Fertigarzneimittel").



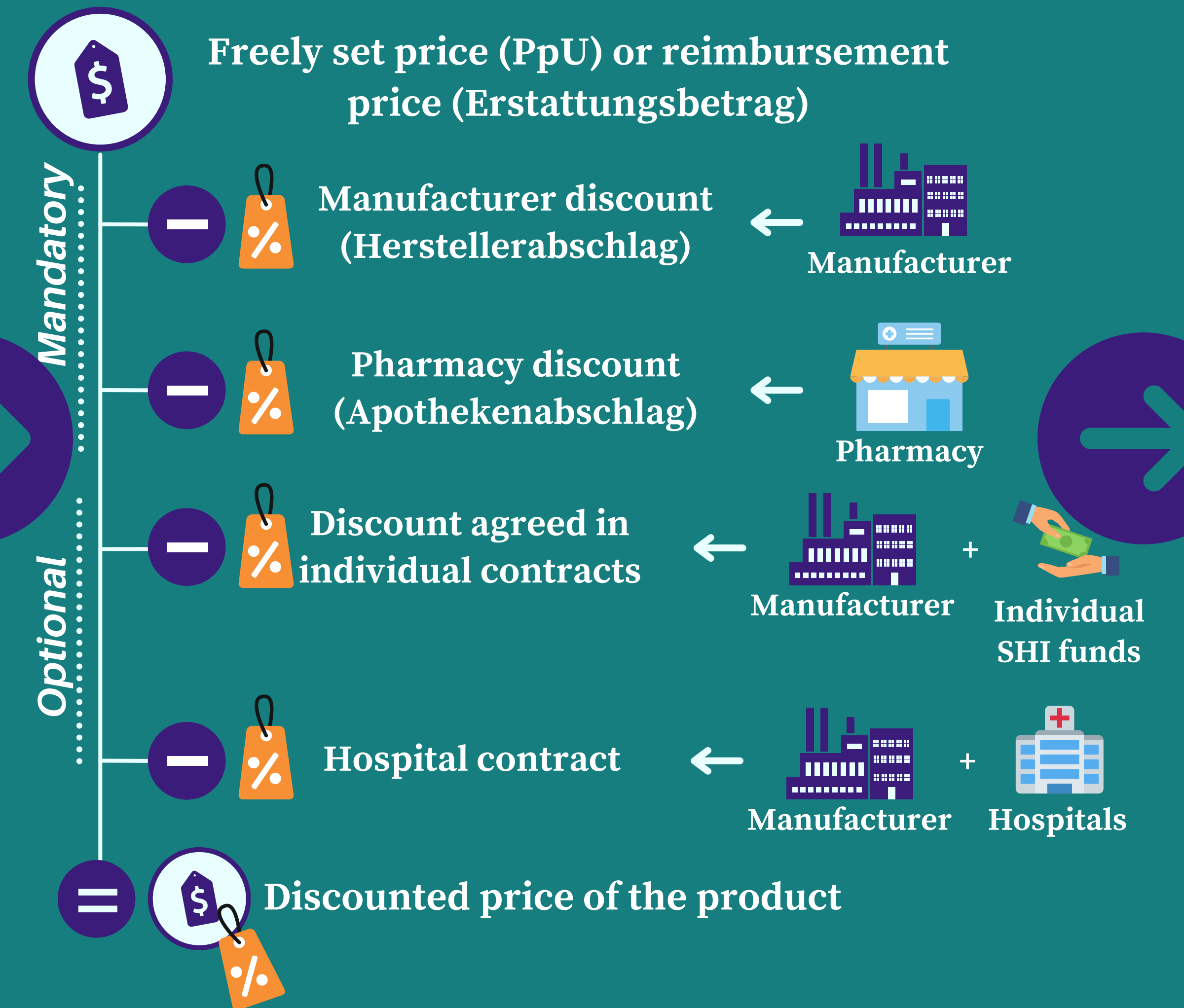
On top of that, individual
SHI funds can negotiate
further discounts directly
with the manufacturers.
These contracts are
confidential.



Hospitals are negotiating drug prices directly with the manufacturers. The negotiated reimbursement price reflects the maximum price for these confidential contracts.



Price discounts in Germany



Want to find out more?

Get In Touch



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germanmarketaccesssimplified.com

or get my **Free Guide to German HTA system**

A detailed guide to the 10 most commonly asked questions regarding early benefit assessments

