Monthly news from the German Medical Technology Association: BVMed, Reinhardtstrasse 29b, D-10117 Berlin
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BVMed Report № 11/18

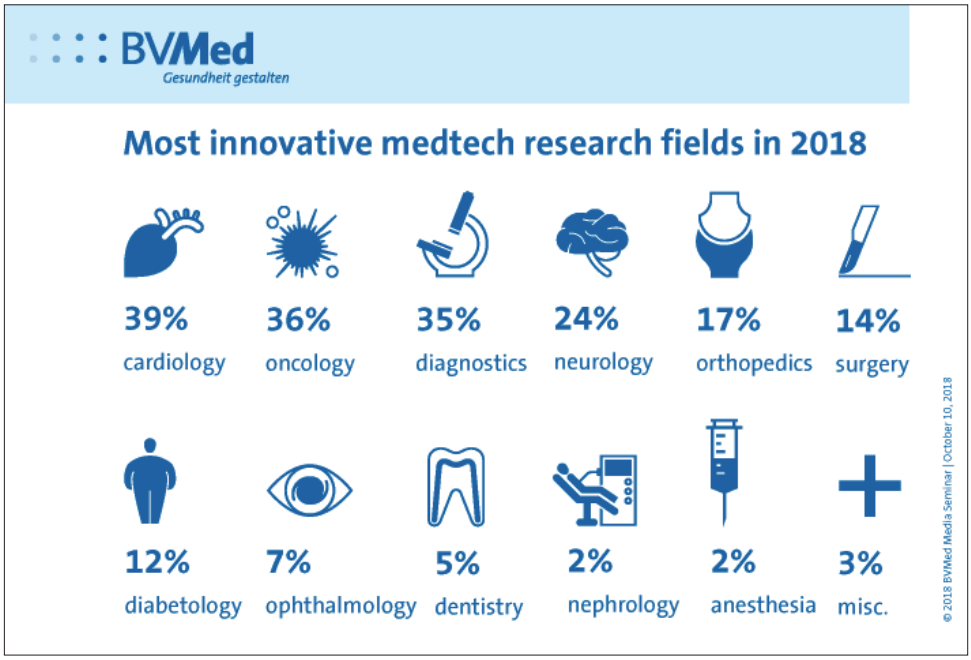
November 2018
Circulation: 2,400

Medtech Fall Survey: Domestic market recovering

Berlin. Worldwide, sales of medical technology companies continue to grow at an average rate of almost 6 percent. The domestic market improved in 2018, with a growth in sales of 4.2 percent compared to the previous year. However, the profit position of the German medtech enterprises remains tense due to falling prices and increasing costs. These are the results of the 2018 fall survey conducted by BVMed in which 110 member companies participated.
The industry sees increasing regulatory requirements as a main challenge, said BVMed's chairman of the board, **Dr. Meinrad Lugan**, when presenting the survey results in Berlin. The medtech companies are concerned that the time it takes for medical progress to reach the patient is becoming longer and longer in Germany. "This is where we have to take action: We need faster benefit assessment procedures and pragmatic solutions to the problems in connection with the MDR implementation," requested BVMed's CEO **Joachim M. Schmitt**.
Despite increasing regulatory requirements, the medical technology industry in Germany remains a job engine. 51 percent of the participating medtech companies have created additional jobs as compared to the previous year. The medtech industry provides excellent career prospects for professionals. Read more on the findings of the fall survey at **www.medinsight.de**.

EU MDR: "Modify date of application"

Berlin. BVMed has requested the European legislators to act since the European Medical Device Regulation (MDR) cannot be implemented at this time, and has asked them to develop practical solutions. "We advocate amending the date of application, until the prerequisites for implementing the MDR are fulfilled," said BVMed board member **Dr. Meinrad Lugan**, who is a member of the board of directors at B. Braun, during the BVMed Media Seminar.
BVMed experts said the biggest problem was the shortfall in the number of Notified Bodies, as they are responsible for the certification of medtech companies and devices. On the other side, more manufacturers are looking for a Notified Body for the first time, as their products have received a higher classification. Notified Bodies and manufacturers have difficulties hiring qualified staff in sufficient numbers. The Eudamed Data Base as well as important legal regulations are still incomplete.
The deputy BVMed chairman **Marc Michel** of orthopedics manufacturer Peter Brehm fears that new product developments are slowed down by the MDR and potential start-ups will be deterred. For the development of medical technologies with small numbers of patients ("orphan medical devices"), it was necessary to introduce government support programs and special rules for certification, "in order to continue to safeguard high-quality patient care," Michel said.
Read more at **www.medinsight.de**.



As in the previous year, the industry considers cardiology as the most innovative field of research. 39 percent of respondents to BVMed's fall survey mention this medical field. It is followed by oncology (36 percent), diagnostics (35 percent), neurology (24 percent), and orthopedics (17 percent).

Jens Spahn to address medtech progress acceleration

Berlin. Health Minister **Jens Spahn** has adopted the criticism of the medtech companies regarding the lengthy and non-transparent benefit assessment procedures carried out by the G-BA. The draft for the Medical Appointment Service and Care Law contains several regulations for the acceleration of medtech progress. Access to innovative examination and treatment methods is to be improved by facilitating the commissioning and funding of trials. The law will come into force in April 2019. The medtech companies regard these regulations as crucial steps. More at **www.medinsight.de**.

EU health technology assessment rules improved

Brussels. In mid October 2018, the European Parliament decided on its position regarding the proposed Health Technology Assessment Regulation. Compared to the original proposal by the European Commission, the parliament position contains numerous improvements. The industry's aim to remove medical devices entirely from the new European HTA rules, however, has not yet been achieved. Generally, HTA is not supposed to cause delays or to have other negative impacts on CE certification.

Sales conference: Focus on solutions rather than products

Dusseldorf. As a result of digitization, hospitals and medical device companies will not only become business partners, but furthermore value-creation partners and work together in order to optimize medical processes to improve patient care, experts stated at the 4th Medtech Sales Conference in Dusseldorf.

Germans happy with their health insurance

Berlin. The German public are more satisfied with the Statutory Health Insurance than ever before. At the same time, they regard private supplementary insurance products such as supplementary insurance policies for hospital services with mistrust. These are the results of the current Continentale study 2018 for which the private insurance company surveyed a representative sample of 910 Germans.

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