

## Manufacturer Sales in the SHI Pharmaceutical Market

in EUR billion at manufacturer prices



Source: InsightHealth, vfa

Based on several tightenings of discount regulations, the manufacturer discount more than doubled from 2005 to 2008 and is now around seven percent of gross sales (at manufacturer prices). Net sales in 2008 were EUR 16.86 billion, which represents a 6.2 percent increase over the previous year. Additionally, discounts based on individual agreements between health insurance funds and manufacturers pursuant to Section 130a para. 8 of the German Social Code V must also be taken into account.