

#67 Marketing Club 19th Jeddah
IDF project of Daman health council
& its reflections on private pharmaceutical
sectors in KSA"

Tuesday 29-11-2022

Every Tuesday 8 pm Egypt 10 KSA, 11 UAE



FOUNDER & HOST

Dr.Mahmoud Bahgat



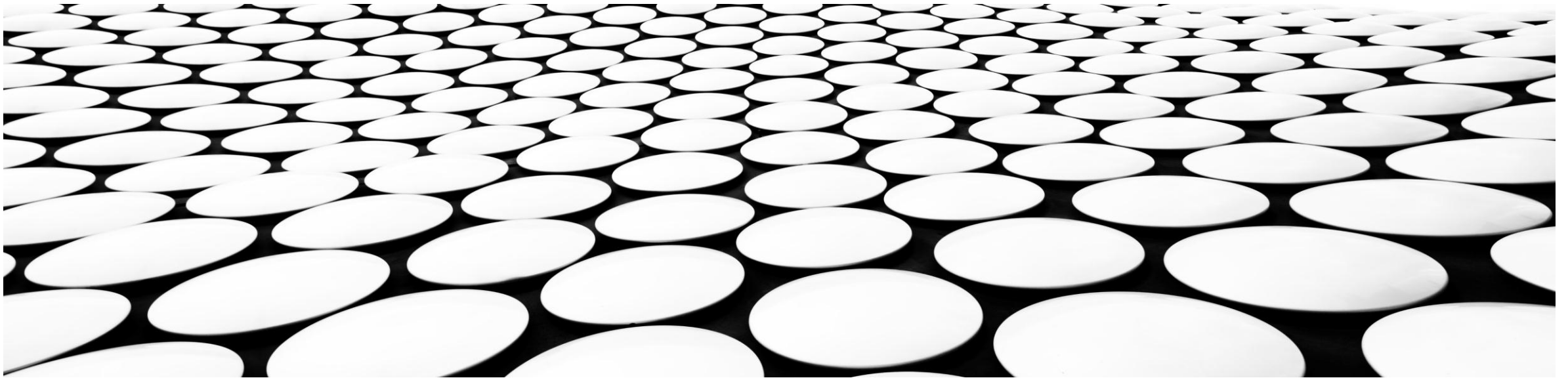
INSTRUCTOR

Dr.Mohamed Sherif
Marketing Manager

NEW INSURANCE POLICY & WHAT PHARMACEUTICAL COMPANIES CAN USE THIS OPPORTUNITY

IDF PROJECT OF DAMAN HEALTH COUNCIL & ITS REFLECTION ON PRIVATE PHARMACEUTICAL SECTOR IN KSA

29 NOVEMBER 2022



FINDING PURPOSE IN YOUR DAY TRY ONE:

- Invest in relationships.
- Volunteer.
- Care for others.
- Think of one good deed.

Find purpose and meaning

This is different for everyone but finding purpose in your day is a big factor to good mental health. You might try one of the following:

- Invest in relationships and spend quality time with people who matter to you.
- Volunteer, which can help enrich your life and make you happier.
- Care for others, which can be as rewarding and meaningful as it is challenging.
- Think of one good deed or gesture to do each day.

ضع هدفاً ومعنى ليومك

يختلف ذلك من شخص لآخر، إلا أنّ إيجاد هدف ليومك يعدّ عاملاً أساسياً للصحة النفسية الجيدة. يمكنك القيام بما يلي:

- استثمر في العلاقات، واقض أوقات نوعية مع الأشخاص المهمين لك.
- تطوّع، مما قد يساعدك في إثراء حياتك ويجعلك أكثر سعادة.
- اعتن بالآخرين، وهو أمر مجزٍ وهادف بقدر ما هو صعب.
- فكّر بعمل الخير أو تقديم لفتة لطيفة لكل يوم.

www.mspharma.com

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MOHAMED ELSHERIF BIOGRAPHY

- Dr.Mohamed Sherif,
- BVSc,MVSc,Ph.D, MBA, DBA (on-going)
- - Alexandria University, IBAS (International Business Academy of Switzerland)
- **Mohamed Sherif Marketing Manager – MS Pharma KSA**
- with + 17 years of experience in sales and marketing in KSA, Iraq & Egyptian markets *in a multinational & international pharmaceutical companies*, managing diversified products both Pharmaceuticals and Cosmeceuticals, in different pharmaceutical companies.
- *Have experience in sales and marketing, managing all levels of large-scale projects.*
- *Manage marketing of business units includes; CVD (Cardiovascular, Metabolic & Anti-Diabetic products), CNS, pain management, Respiratory line (antibiotic and anti-histaminic), woman health care lines , expertise in market analysis, forecasting and customer need assessment.*



Team liaison ■ Project management ■ Self-motivated ■ Powerful negotiator ■ Team leadership ■ Budgeting



M.ELSHERIF BIOGRAPHY



Marketing Manager
MS Pharma-KSA
5Y

2017-2022

2013-2016

BU Marketing Manager 2Y
Senior Product Manager 1Y



Senior Product Manager
Product Manager
Associate Product Manager
Field Force Supervisor
Professional Medical Rep

2005-2015



KSA IN NUMBERS

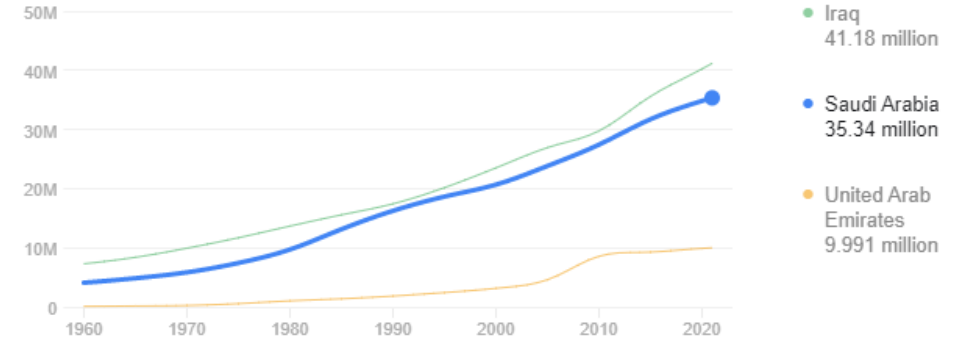
- Saudi Arabia Population (LIVE) Saudi Arabia Population 36,165,849 *** November 28, 2022, based on Worldometer elaboration of the latest United Nations data.
- Saudi Arabia 2020 population is estimated at **34,813,871** people at mid year according to UN data.
- Saudi Arabia population is equivalent to **0.45%** of the [total world population](#).
- Saudi Arabia ranks number **41** in the list of [countries \(and dependencies\) by population](#).
- The population density in Saudi Arabia is 16 per Km² (42 people per mi²).
- The total **land** area is 2,149,690 Km² (830,000 sq. miles)
- **84.0 %** of the population is **urban** (29,255,576 people in 2020)
- The **median age** in Saudi Arabia is **31.8 years**

<https://www.spa.gov.sa/2360566>

*** <https://www.worldometers.info/world-population/saudi-arabia-population/>

Saudi Arabia / Population

35.34 million (2021)



KSA IN NUMBERS

Population of Saudi Arabia (2020 and historical)

Year	Population	Yearly % Change	Yearly Change	Migrants (net)	Median Age	Fertility Rate	Density (P/Km ²)	Urban Pop %	Urban Population	Country's Share of World Pop	World Population	Saudi Arabia Global Rank
2020	34,813,871	1.59 %	545,343	134,979	31.8	2.34	16	84.0 %	29,255,576	0.45 %	7,794,798,739	41
2019	34,268,528	1.68 %	565,772	134,979	30.3	2.64	16	83.8 %	28,700,362	0.44 %	7,713,468,100	41
2018	33,702,756	1.82 %	601,577	134,979	30.3	2.64	16	83.5 %	28,133,138	0.44 %	7,631,091,040	41
2017	33,101,179	2.03 %	657,732	134,979	30.3	2.64	15	83.2 %	27,543,623	0.44 %	7,547,858,925	41
2016	32,443,447	2.29 %	725,780	134,979	30.3	2.64	15	83.0 %	26,918,214	0.43 %	7,464,022,049	41
2015	31,717,667	2.95 %	859,241	344,561	30.0	2.73	15	82.8 %	26,249,243	0.43 %	7,379,797,139	41
2010	27,421,461	2.86 %	721,056	214,619	26.0	3.23	13	82.1 %	22,512,101	0.39 %	6,956,823,603	45
2005	23,816,183	2.88 %	630,468	149,599	23.7	3.65	11	81.3 %	19,358,664	0.36 %	6,541,907,027	47
2000	20,663,843	2.08 %	405,011	-70,000	21.3	4.40	10	80.2 %	16,579,826	0.34 %	6,143,493,823	49
1995	18,638,787	2.80 %	481,000	-22,000	19.4	5.55	9	79.1 %	14,739,559	0.32 %	5,744,212,979	48
1990	16,233,785	4.35 %	622,958	143,365	19.5	6.22	8	77.0 %	12,503,513	0.30 %	5,327,231,061	51
1985	13,118,993	6.24 %	685,503	276,706	19.3	7.02	6	73.0 %	9,581,553	0.27 %	4,870,921,740	52
1980	9,691,476	5.49 %	454,397	157,744	18.4	7.28	5	66.2 %	6,415,124	0.22 %	4,458,003,514	61
1975	7,419,493	4.92 %	316,621	96,664	18.0	7.30	3	58.4 %	4,334,558	0.18 %	4,079,480,606	71
1970	5,836,389	3.80 %	198,551	37,401	18.0	7.26	3	48.7 %	2,840,506	0.16 %	3,700,437,046	76
1965	4,843,635	3.46 %	151,419	25,198	18.2	7.26	2	38.8 %	1,877,805	0.15 %	3,339,583,597	84
1960	4,086,539	2.81 %	105,677	5,194	18.5	7.18	2	31.3 %	1,277,054	0.13 %	3,034,949,748	83
1955	3,558,155	2.65 %	87,364	5,258	18.8	7.18	2	26.0 %	923,917	0.13 %	2,773,019,936	84

<https://www.spa.gov.sa/2360566>

Source: **Worldometer** (www.worldometers.info)

Elaboration of data by United Nations, Department of Economic and Social Affairs, Population Division. [World Population Prospects: The 2019 Revision](#). (Medium-fertility variant).

*** <https://www.worldometers.info/world-population/saudi-arabia-population/>



KSA IN NUMBERS

Saudi Arabia Population Forecast

39,020

Year	Population	Yearly % Change	Yearly Change	Migrants (net)	Median Age	Fertility Rate	Density (P/Km ²)	Urban Pop %	Urban Population	Country's Share of World Pop	World Population	Saudi Arabia Global Rank
2020	34,813,871	1.88 %	619,241	134,979	31.8	2.34	16	84.0 %	29,255,576	0.45 %	7,794,798,739	41
2025	37,248,919	1.36 %	487,010	54,187	33.3	2.34	17	85.5 %	31,842,626	0.46 %	8,184,437,460	42
2030	39,322,338	1.09 %	414,684	55,950	35.0	2.34	18	86.8 %	34,142,975	0.46 %	8,548,487,400	42
2035	41,073,374	0.88 %	350,207	58,318	36.3	2.34	19	88.1 %	36,170,029	0.46 %	8,887,524,213	41
2040	42,473,031	0.67 %	279,931	38,868	37.6	2.34	20	89.2 %	37,878,811	0.46 %	9,198,847,240	44
2045	43,648,838	0.55 %	235,161	38,931	38.9	2.34	20	90.3 %	39,396,408	0.46 %	9,481,803,274	47
2050	44,562,476	0.42 %	182,728		40.2	2.34	21	91.4 %	40,708,624	0.46 %	9,735,033,990	46

Source: **Worldometer** (www.worldometers.info)

Elaboration of data by United Nations, Department of Economic and Social Affairs, Population Division. [World Population Prospects: The 2019 Revision](#). (Medium-fertility variant).

<https://www.spa.gov.sa/2360566>

*** <https://www.worldometers.info/world-population/saudi-arabia-population/>



KSA IN NUMBERS

Saudi Arabia Demographics

Main Page: [Demographics of Saudi Arabia](#)

⌚ LIFE EXPECTANCY

75.69 years

(life expectancy at birth, both sexes)

[View by sex and historical chart](#)

🍼 INFANT MORTALITY

5.3

(infant deaths per 1,000 live births)

[View historical chart](#)

✚ DEATHS UNDER AGE 5

6.2

(per 1,000 live births)

[View historical chart](#)

<https://www.spa.gov.sa/2360566>

*** <https://www.worldometers.info/world-population/saudi-arabia-population/>



Main Cities by Population in Saudi Arabia

(includes boroughs, districts, urban agglomerations, etc.)

#	CITY NAME	POPULATION
1	Riyadh	4,205,961
2	Jeddah	2,867,446
3	Mecca	1,323,624
4	Medina	1,300,000
5	Sultanah	946,697
6	Dammam	768,602
7	Ta'if	530,848
8	Tabuk	455,450
9	Al Kharj	425,300
10	Buraydah	391,336
11	Khamis Mushait	387,553
12	Al Hufuf	293,179
13	Al Mubarraz	290,802
14	Hafar Al-Batin	271,642
15	Ha'il	267,005
16	Najran	258,573
17	Al Jubayl	237,274
18	Abha	210,886
19	Yanbu	200,161
20	Khobar	165,799
21	Arar	148,540
22	Sakakah	128,332
23	Jizan	105,198

24	Qurayyat	102,903
25	Dhahran	99,540
26	Al Qatif	98,259
27	Al Bahah	88,419
28	Tarut	85,371
29	Qal`at Bishah	81,828
30	Ar Rass	81,728
31	Ash Shafa	72,190
32	Sayhat	66,702
33	Al Mithnab	60,870
34	Al Khafji	54,857
35	Ad Dawadimi	54,474
36	Sabya	54,108
37	Az Zulfi	53,144
38	Abu `Arish	49,171
39	Safwa	45,876
40	Afif	45,525
41	Rabigh	41,759
42	Rahimah	41,188
43	Turaif	40,819
44	Tubarjal	40,019
45	Ad Dilam	35,371
46	Umm Lajj	33,874
47	Al-`Ula	32,413
48	Abqaiq	29,474
49	Badr Hunayn	27,257

48	Abqaiq	29,474
49	Badr Hunayn	27,257
50	Samitah	26,945
51	Al Wajh	26,636
52	Al Bukayriyah	25,153
53	An Nimas	24,153
54	As Sulayyil	24,097
55	Turabah	23,235
56	Al Jumum	22,207
57	Duba	22,000
58	At Taraf	21,386
59	Qaisumah	20,685
60	Al Battaliyah	16,606
61	Al Munayzilah	16,296



KSA INSURANCE IN NUMBERS

- Saudi Arabia Population (LIVE) Saudi Arabia Population 36,165,849 ***
- 10 million beneficiaries (till Q2-2022), with 8% growth.
- 10,050,044 Vs. 9,150,264
- The Health Insurance Council launches the “Dhaman Fund”
- Health Insurance Council have supervisory role to empower the sector and ensure that beneficiaries obtain their full rights by enabling them to obtain their rights of full care and protection with the highest levels of quality and efficiency, and ensuring the application of regulations and systems to ensure compliance in the sector.

<https://www.spa.gov.sa/2360566>

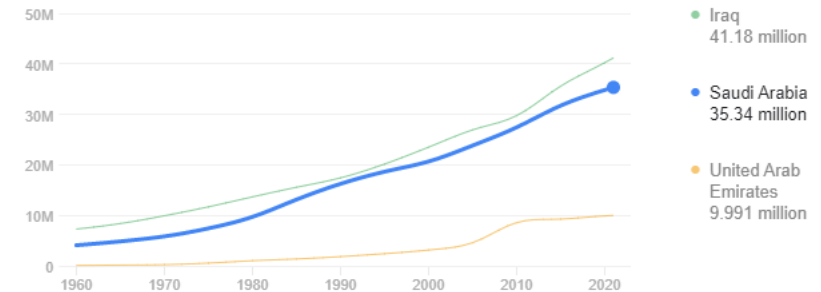
* Insured % of persons Q2-2022

** Insured % of persons Q2-2021

*** <https://www.worldometers.info/world-population/saudi-arabia-population/>

Saudi Arabia / Population

35.34 million (2021)



2022

83%*

2021

75%**



COUNCIL OF HEALTH INSURANCE



Vision

- To be an international leader in prevention and improving value in health care services for the health insurance beneficiaries.

Mission

- Improve the health of beneficiaries through a regulatory environment focused on prevention and enables stakeholders to promote equity, transparency and value-based health care.





01/10/2021

Activation of IDF



nphies



03/11/2021

nphies Activation

<https://chi.gov.sa/en/MediaCenter/News/Pages/news-11-3-2021.aspx>





nphies

ضمان
مجلس الضمان الصحي
Council of Health Insurance

- 03/11/2021 nphies Activation
- In line with the endeavor to develop the health sector in the Kingdom of Saudi Arabia and to achieve the Kingdom's vision 2030, the Council of Health Insurance and the National Health Information Center, in cooperation with the Ministry of Health, launched **nphies platform** to facilitate the exchange of health information for patients.
- As an interest of the Council of Health Insurance to ensure the importance for the entities to follow the integration and release plan, the Council of Health Insurance obliges the entities of the first wave to comply, starting from the beginning of September 2021.





nphies

ضمان

مجلس الضمان الصحي
Council of Health Insurance

- The introduction of the platform, starting with the **Preparation stage**, where communication with Healthcare Providers, Insurance Companies and Third-Party Administrators followed by the holding of several awareness meetings which aim to introduce the nphies platform and its benefits in the case of integration and this stage is known as the **Awareness stage**,
- then there was working on onboarding them to link with nphies, which is in the **Onboarding stage** and as for the **Facility readiness stage**, several training courses were held to explain and clarify the medical codes and to ensure the technical readiness.
- The last stage included the **Activation stage**, which contains a set of procedures and tests to ensure the success of the connection with the platform which are expected to be completed by Healthcare providers, Insurance Companies, Third-Party Administrators and System Suppliers to obtain a certificate of integration with the nphies platform.



Based on market assessment and maturity level assessment, CCHI divided the onboarding plan into 3 main waves. The first wave is covering some healthcare providers and all insurance companies and TPA's, the second wave will cover some private hospitals and some government hospitals, and the third wave will cover the rest of the market, the council of cooperative health insurance will provide all possible support during the onboarding phase.

Wave 1 Participants



List of TPAs' Contracted HICs



Type of Work

Handling preapproval and claims
Haji & Umrah Ins*

HICs



Type of Work

Third Party Administration

HICs

Common with nextcare & Total Care Saudi



Type of Work

Handling medical claims

HICs



Type of Work

Full TPA Services (Managing the process of medical claims)

HICs



Common



Common



To view the TPAs & HICs licenses numbers, scan the below code



Wave 2 Participants

KFSH&RC - Riyadh	Dr. Hassan Ghazzawi Hospital-(30) Beds	Al Lulu Medical Complex
King Abdulaziz Medical City in Jeddah	Dr. Sameer Abbas Medical Group	Al Maghlouth Medical Complex
Royal Commission Hospital in Jubail	Edwani National Hospital	Al Mostaqbal Medical Hospital
Medical Center of the Royal Commission in Yanbu industrial	Family Care Hospital	Al Nakhba Hospital
King Saud Medical City - Riyadh	First Modern Clinics Complex	Al Qassim National Hospital
King Fahad Hospital - Jeddah	Future Care	Al Sadiq Hospital
King Fahad Medical City - Riyadh	Green Crescent Hospital	Al Saedy General General Complex
King Khaled Eye Spelcity Hospital	Halla Isa Bin Laden Hospital	Al Salam Health Medical Hospital
Abdullatif Jameel Hospital for Medical Rehabilitation	Hussain Ali Medical Group	Al Salama Hospital
Adwaa Al Alamy Medical Complex	International Extended Care Center	Al Taawun Al Ahli Complex
Al Ahli Hospital	Jeddah National Hospital	Al Wattan Medical
Al Amal Medical Complex	Jeddah National Hospital	Al Yousif Hospital
Al Amal Medical Complex	Madina National Hospital	Al Zafer Hospital
Al Ameen National Hospital	Mecca Medical Center Hospital	Al Zahra General Hospital in Kateef
Al Ansari Specialist Hospital is owned, Mahmoud Abdullah Ansari Almenzlawi / Yanbu. Of the Royal Commission	Mohammed Suleiman Alkhnen Medical Complex	Al Zahra Hospital Group
Al Emies Hospital	Muhammad Saleh Basharahil Hospital	Al Zahra Hospital Group
Al Falah Hospital	Nahdha National Hospital	Al-Ahsa Medical Group
Al Hamra Hospital	Olaya Medical Complex	Alwrood Medical Polyclinics
Al Jadani Hospital Group	Rabia Hospital	Araya Altakhasusiya Hospital in Al Khubar
Al Jadani Hospital Group	Safa Makka Group	Arrawdha General Hospital
Al Jazirah Clinic	Salamat Medical Complex	Arrawdha General Hospital
Al Jazirah Hospita/Riyadh	Salamat Medical Complex	Bugshan Hospital
Al Kahhal Medical Center	Yanbu National Hospital for medical services	Center of Ophthalmology Consultants
Dar Al Sihha Medical Center	Consultative Medical Clinics	Clinics Al-Rayan International / District of Al-sharafiyah/Jeddah
Dar Al-Shifa National Hospital	Danat Al Sahraa Medical Complex	National Guard
Dr. Abdulrahman Almashari Hospital	Dr. Hamid Suliman Al-Ahmadi Hospital	

Success Partners

SUCCESS PARTNERS

CONGRATULATIONS TO SUCCESS PARTNERS

For completing claims phase requirements



SUCCESS PARTNERS

Proudly nphies integrated with the following entities

2020

December



Aldawaa Pharmacies



Tawuniya Insurance Company



Dr. Sulaiman Al Habib Medical Group



Saudi German Health



Bupa Arabia for Cooperative Insurance

2021

January



Almana General



Mouwasat Medical



Dr. Soliman

2021

April



AXA Cooperative Insurance Company



Almoosa Specialist Hospital



Malath cooperative Insurance company



Kingdom Hospital & Consulting Clinics



Next Care



Saudi Arabian Cooperative Insurance Company



My Clinic



Dr. Erfan & Bagedo General Hospital



Nahdi Medical Company



Jeddah National Hospital



National Medical Care Company

2021

January



Almana General
Hospitals



Mouwasat Medical
Services Co



Dr. Soliman
Fakeeh Hospital



Magrabi
Hospitals & Centers



International
Medical Center



Alhammadi Hospitals



Alborg Medical
Laboratories



Dallah Hospitals



Specialized Medical
Center Hospital



Total Care Saudi
Third Party
Administrators LLC

February

Next Care Saudi Arabian Cooperative Insurance Company
My Clinic Dr. Erhan & Bagedo General Hospital



Nahdi
Medical Company



Jeddah
National Hospital



National Medical
Care Company



Al Rajhi Takaful



Gulf Union Cooperative
Insurance Co

May

June



MEDGULF

March



Dr Ghassan Najeeb
Hospitals



Abha Private
Hospital



Magrabi Optical



Gama Hospital



Aster Sanad
Hospital



Doctor Bakhsh
Hospital



United Doctors
Hospital



Abeer Medical
Group



Obaid Specialized
Hospital



Globemed



Andalusia For
Medical Services



Prince Fahd
bin Sultan Hospital



Al-Hayat National
Hospital



Mednet



Tadawi Hospital

THE HEALTH INSURANCE COUNCIL “DHAMAN”



nphies

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Council of Health Insurance

- Resolution and circulars
- Healthcare providers
- Insurance Companies.
- Insured list.
- Circular

<https://www.spa.gov.sa/2360566>



THE HEALTH INSURANCE COUNCIL “DHAMAN”



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- Resolution and circulars
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Certified Healthcare Providers

Accreditation of health-care services providers is according to Article (5) of the Cooperative Health Insurance Act, issued under The Ministerial Decision No. (71), Dated 27/04/1420H, And The Royal Decree No. (10/M), Dated 01/05/1420H.



Healthcare Provider Accreditation Procedures

Healthcare Provider Accreditation Procedures



THE HEALTH INSURANCE COUNCIL “DHAMAN”



- Resolution and circulars
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- Circular

Qualifying department qualifies insurance companies to participate in the cooperative health insurance business, and qualifies third party administrative companies to handle cooperative health insurance claims



Cooperative Health Insurance Companies

A list of qualified insurance companies by the Cooperative Health Insurance Council



Health Insurance Claims Management Companies

A list of qualified claims management companies by the Cooperative Health



THE HEALTH INSURANCE COUNCIL “DHAMAN”



- Resolution and circulars
- Healthcare providers
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- Circular

Know Your Rights

Access to health care services by network service providers attached to the insurance policy only, except in case of emergency. Access to health benefits specified in the document from the beginning of insurance coverage.



The insured's rights under regulations

Access to health care services by network service providers attached to the insurance policy only, except in case of emergency. Access to health benefits specified in the document from the beginning of insurance coverage.



Employer duties under the rules

The employer should contract with a qualified health insurance companies to cover through a cooperative health insurance policy, his employees Saudis and Non Saudis and they resident dependent who works in the private sector.



THE HEALTH INSURANCE COUNCIL “DHAMAN”



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■ eServices



List and Inquires



Healthcare Providers



Insured



Insurance Companies



Employer



Claims Management

<https://www.spa.gov.sa/2360566>



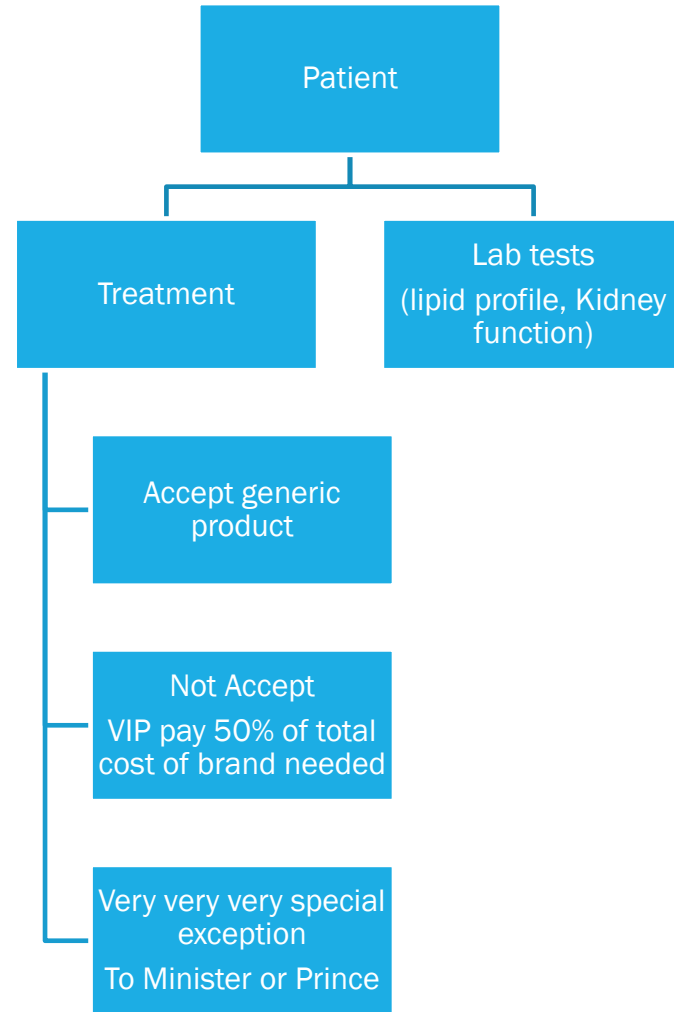
COUNCIL OF HEALTH INSURANCE

- Updated Essential Benefit Package (effective 1 October 2022)
Booklet of 108 pages attached.



Basic Health Insurance Policy

INSURANCE



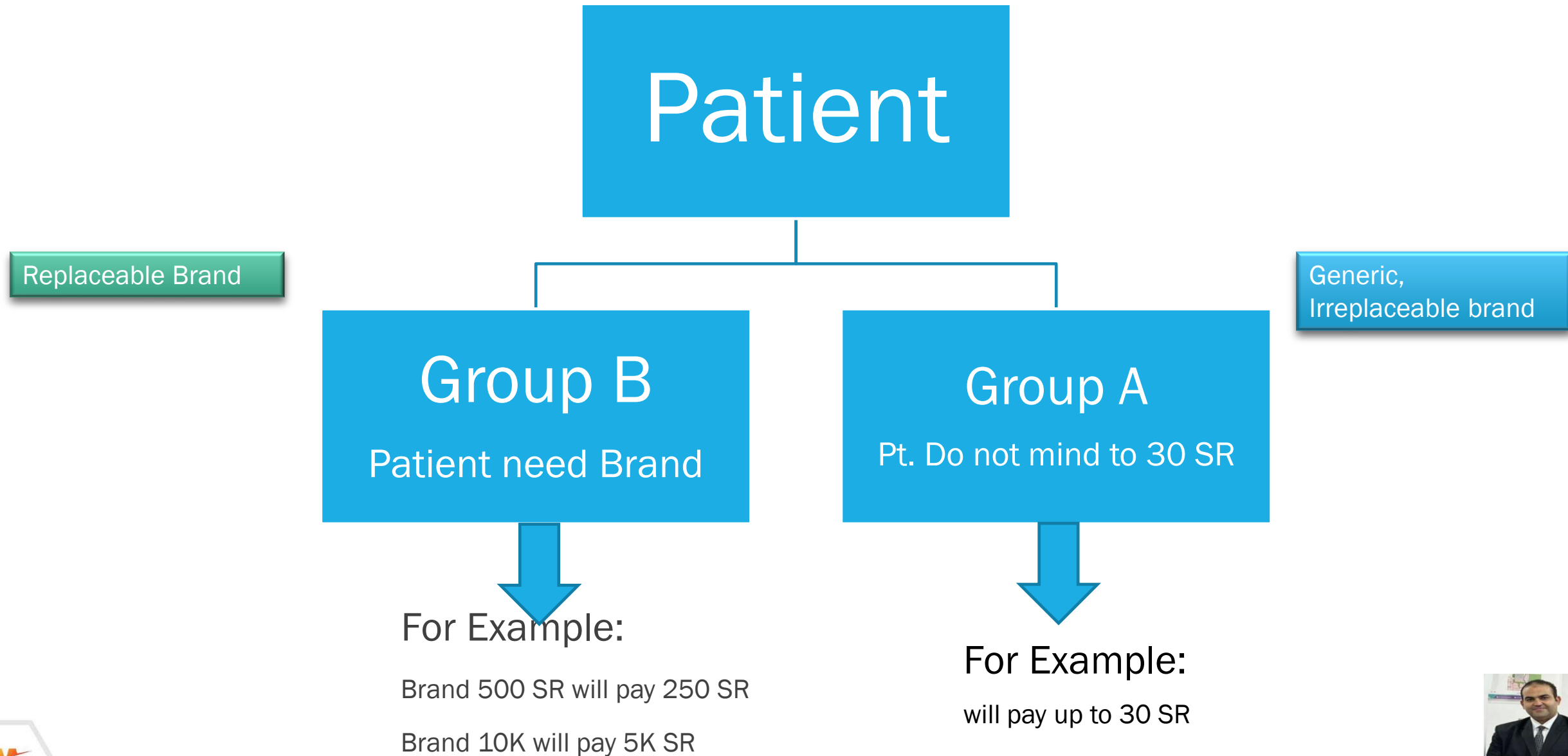
Aim: Cost Reduction.

INSURANCE DRUG FORMULARY (IDF)

Major points:

- 1- The file generated based on the registered medicine KSA by [Saudi food and drug authority \(SFDA\)](#)
- 2- The information could update based on the [registration status](#) of medicine
- 3- The IDF will implanted on [1 October 2022](#).
- 4- The IDF list consists of **two lists as below**:
 - A) [Generics , irreplaceable](#) brand and Special medicine (Vaccine , biological ...etc.)
 - B) [Brands replaceable](#)
- 5- Based on the **CCHI** regulation (The Council of Cooperative Health Insurance) the Copayment for the tire will be as in below:
 - A) [Generics , irreplaceable](#) brand and Special medicine (Vaccine , biological ...etc.): Copayment for this group from [0 to 20%](#) of net price of the drug with a cap of [SR 30 per prescription](#).
 - B) [Brands replaceable](#) :Copayment is **50% of net price** of the drug without a cap.





1	RegisterNum	Scientific Name	Trade Name	Strength	StrengthUnit	PharmaceuticalForm	AdministrationRoute	Size
2	6-5492-21	KAZOL-3-YL)-1-PIPERIDINYL)ETHYL)-6,7,8,9-TETRAHYDRO-2-METHYL-4H-PXIDONE 1MG F.C.TABLET		1	mg	Film-coated tablet	Oral	(blank)
3	7-5492-21	KAZOL-3-YL)-1-PIPERIDINYL)ETHYL)-6,7,8,9-TETRAHYDRO-2-METHYL-4H-PXIDONE 2MG F.C.TABLET		2	mg	Film-coated tablet	Oral	(blank)
4	8-5492-21	KAZOL-3-YL)-1-PIPERIDINYL)ETHYL)-6,7,8,9-TETRAHYDRO-2-METHYL-4H-PXIDONE 3MG F.C.TABLET		3	mg	Film-coated tablet	Oral	(blank)
5	9-5492-21	KAZOL-3-YL)-1-PIPERIDINYL)ETHYL)-6,7,8,9-TETRAHYDRO-2-METHYL-4H-PXIDONE 4MG F.C.TABLET		4	mg	Film-coated tablet	Oral	(blank)
6	0702221686	02 2018 H1N1, A Kansas 14 2017 H3N2, B Colorado 06 2017, B Phuket 3	Influvac Tetra	15 , 15 , 15 ,15	µg	on for injection in pre-filler	amuscular and subcutane	(blank)
7	149-276-20	ABACAVIR	EN 20MG\ML ORAL SOLU	20	mg/ml	Oral solution	Oral	240
8	148-276-20	ABACAVIR	ZIAGEN 300MG TAB	300	mg	Film-coated tablet	Oral	0
9	186-276-20	ABACAVIR, DOLUTEGRAVIR, LAMIVUDINE	0mg/600mg/300mg film-c	50, 600, 300	mg	Film-coated tablet	Oral	0
10	0509211009	ABACAVIR, LAMIVUDINE	KIVEXA film-coated tablet	600, 300	mg	Film-coated tablet	Oral	0
11	1-960-14	ABATACEPT	G Solution for injection in p	125	mg	Solution for injection	Subcutaneous	1
12	6-78-10	ABATACEPT	G POWDER FOR SOLUTION	250	mg	wder for solution for infus	Intravenous	10
13	56-42-18	ABEMACICLIB	IO 200 MG FILM-COATED	200	mg	Film-coated tablet	Oral	0
14	55-42-18	ABEMACICLIB	IO 150 MG FILM-COATED	150	mg	Film-coated tablet	Oral	0
15	54-42-18	ABEMACICLIB	IO 100 MG FILM-COATED	100	mg	Film-coated tablet	Oral	0
16	53-42-18	ABEMACICLIB	IO 50 MG FILM-COATED	50	mg	Film-coated tablet	Oral	0
17	1312200327	Acalabrutinib	Calquence	100	mg	Capsule	Oral	(blank)
18	48-490-20	ACECLOFENAC	GLADIO	100	mg	Film-coated tablet	Oral	(blank)
19	124-276-15	ACELLULAR PERTUSSIS, DIPHTHERIA, TETANUS	BOOSTRIX VACCINE	2 , 20 , 8 , 8 , 2.5	ml	Suspension for injection	Intramuscular	0.5
20	21-153-04	ACELLULAR PERTUSSIS, DIPHTHERIA, TETANUS	IEPB MONODOSE PREFILL			Solution for injection	Intramuscular	0
21	34-4-99	ACETYLSALICYLIC ACID, SODIUM BICARBONATE	ALKA-SELTZER	324, 1625	mg	Effervescent tablet	Oral	0
22	35-4-99	ACETYLSALICYLIC ACID, SODIUM BICARBONATE	ALKA-SELTZER	324, 1625	mg	Effervescent tablet	Oral	0
23	97-15-17	ACLIDINIUM BROMIDE	UAIR 322 mcg INHALATIO	322	µg	Inhalation powder	Inhalation	60
24	106-15-18	ACLIDINIUM BROMIDE, FORMOTEROL FUMARATE	GENUAIR 340mcg/12mcg	12, 340	µg	Inhalation powder	Inhalation	60
25	N A	Ad26 COV2S	Janssen COVID-19 Vaccine	1000000000	Vector genomes/ml	Suspension for injection	Intramuscular	2.5
26	2305210745	ADALIMUMAB	Abrilada	40	mg	n for injection in pre-filled	Subcutaneous	0.8
27	1507210881	ADALIMUMAB	Idacio	40	mg	n for injection in pre-filled	Subcutaneous	0.8
28	2305210746	ADALIMUMAB	Abrilada	40	mg	ion for injection in pre-fille	Subcutaneous	0.8
29	1507210882	ADALIMUMAB	Idacio	40	mg	ion for injection in pre-fille	Subcutaneous	0.8

SOME TACTICS

- Purchaser .
- 1st to market products 100% contribution.
- 1st generic products only 100% contribution .
- 1st generic Products have another 2nd only (at least 50% for examples)
- More than 2 generic (try hurry to catch most of 70% as we assumed)

- A, A+ Hospital very very good opportunity for us.
- Al Nahdi



MATERIALS WILL BE SENT AS A REFERENCE

Will send the following materials :

- Updated Essential Benefit Package (effective 1 October 2022)
- Circular - تعميم-دليل-تطبيق-الادوية-رقم-٢٤٥ -
- Link Of Council Of Health Insurance | DAMAN
 - <https://chi.gov.sa/en/Rules/Pages/document1-7.aspx>



Thank You

Q & A

