

## Changes in pricing of medical products

Decree no 228 of 21 June 2016 establishes new rules for pricing of pharmaceuticals, medical devices and medical equipment ("**medical products**"). The new rules entered into force on 1 July 2016. We are glad to introduce you the most important changes.

1. Sale prices of medical products produced in Belarus and estimated sale prices of foreign medical products depend **on basic values**, not on US dollars as was the case before. The calculation takes into account the basic value set on the pricing date. One basic value is 21 Belarusian rubles (approx. EUR 9.5 according to the exchange rate on 1.07.2016).

We remind you that the **wholesale price** for medical products produced in Belarus is the sum of the **sale price** of the producer and the wholesale markup. For foreign medical products the wholesale price is the sum of the **estimated sale price** (contract price + customs payment + VAT + transport costs) and the wholesale markup. Retail price means that the **wholesale price** increases by the trade markup.

2. Decree 228 changes the maximum value of wholesale and trade markups. The amount of markups depends on the wholesale price (estimated selling price) for the product unit. Besides, there is a rule "**the higher the price in basic values, the lower the wholesale and trade markup**". In practice this means that if the cost of producing and delivering products is higher due to an increase of the US dollar exchange rate, then the sale prices of the producer and the estimated sale prices of foreign products also increase. But in this case trading entities are obligated to use lower wholesale and trade markups in comparison with the markups which they used before. For more information on current markups please follow [the link](#).

3. Trading entities can **sell medical products at lower prices than sale prices (estimated sale prices) whenever they want and regardless of the validity period of the medical product nearing its end**.

**bnt attorneys-at-law is an international law firm based in 10 Central and Eastern European countries.**

**We will be glad to advise you on the new pricing rules for medical products in Belarus and other legal matters.**

### Contacts:



**Oksana Belova, LL.M.**  
**(Stockholm)**

oksana.belova@bnt.eu  
Certified Lawyer  
+375 17 203 94 55

bnt legal & tax | Minsk



**Valeria Kazlovich**

valeria.kazlovich@bnt.eu  
Graduate Lawyer  
+375 17 203 94 55

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