LatAm Healthcare Pulse

Key data and perspectives on patient care

Chile

GHI has been monitoring health care trends in Latin America throughout the COVID-19 crisis. Our team of analysts and in-country experts interview physicians, surgeons, hospital medical staff, as well as importers, distributors, and procurement specialists on a regular basis on a regular basis to understand how the pandemic, supply chains, and government policy are affecting patient health outcomes and healthcare market dynamics.

In this brief, we report key insights and local medical perspectives from Chile last quarter of 2021. We conduct our analysis based on primary research with experts in cardiology, neurology, endocrinology, otolaryngology, and other areas
of general surgery. We also speak with hospital decision makers, industry opinion leaders, and market experts in medical devices and surgical equipment to track fluctuations in hospital investment decisions, purchasing patterns and procedure volumes from quarter to quarter.

Key data on COVID in Chile

- **COVID Deaths (official count)*:** >39,000
- **Excess Deaths attributed to COVID*:** >36,950
- **Vaccination rollout** – population having received first vaccine shot – 90%
- **Vaccination rollout**** – Fully vaccinated population – 86%
- **Herd immunization speed** – herd immunity reached.

Sources: Americas Market Intelligence, Council of the Americas, The Economist, COVID-19 Data Repository by the Center for Systems Science and Engineering (CSSE) at Johns Hopkins University.

*Estimate for the period from Apr 6, 2020, to Dec 26, 2021 (updated Jan 17, 2022). While official death counts have been reported in many outlets, several sources indicate that these tallies significantly underrepresent the true loss of life. One of these sources is The Economist, which has compared actual deaths to historic averages for the same period in prior years to estimate the excess number of deaths attributed to the virus.

**Estimate as of November 19, 2021.

Key data on patient health outcomes Chile

- **Patient and procedure volumes** for elective procedures are returning to historic averages and are expected back to pre-pandemic levels in early 2022.

"We are seeing an increase in elective procedures: those are the ones that move the market for devices. If there are no surgeries, doctors don't make money."
—Sales Manager, Distributor of neurological surgical devices, Santiago, Chile (October 2021).

- **The gap differs by specialty:** procedure volumes still lag an estimated 10% for cardiovascular interventions; 30% for endocrinology; 25% for otolaryngology; and 15% for neurosurgery.

"There was an approximately 35% drop in procedures due to the pandemic. This was a momentary trend, that will return to normal."
—Head and Neck Surgeon, large private hospital, Santiago, Chile (October 2021).

- **Hospital purchase of devices for elective surgeries are increasing** as they replenish depleted inventories.

"The level of spending on mid-range personal protection equipment increased by 100% compared to 2019; but spending on surgical equipment and devices dropped by 70% in 2020."
—Product Manager, Multi-brand / multi-product supplier, Santiago, Chile (October 2021).

"Last year, the clinics that did not treat Covid patients reduced purchases to minimum stocks; now we are already to normal volumes, since the re-opening of imports. Hospital budgets have increased by approximately 15%, however, because inputs are more expensive."
—Supply Manager, Medium-sized private clinic, Santiago, Chile (October 2021).

"We expect to see an increase in the purchase of patient monitoring systems, e.g., oximeters, sphygmomanometers, stethoscopes, thermometers, and so on—in general, all the basic but fundamental devices for diagnosing respiratory diseases."
—Otolaryngologist, large private hospital, Santiago, Chile (October 2021).

- **The cost of medical devices has gone up by an average of 10-15%** because of import restrictions and bottlenecks during the height of the pandemic in 2020 and early 2021.

"The supply of Asian products has increased considerably due to Chile's openness and lack of regulation."
—Logistics Manager, Central Supply Center of the National Health Services System (CENABAST), Chile (October 2021).

"The cost of medical devices has increased, and stocks have decreased because shipments to the country have decreased."
—Supply Manager, Medium-sized private clinic, Santiago, Chile (October 2021).

- **B. Braun and Medtronic** stand out as leading brands in Chile for cardiovascular procedures.

"B. Braun stents are ultra-thin, and in my opinion, there is no other brand that has this excellent thickness for an angioplasty."
—Cardiovascular Surgeon, lar Private hospital, Santiago, Chile (October 2021).

GHI will continue to report on noteworthy trends in-country. For more in-depth market intelligence and insights, please contact us directly at: **info@globalhealthintelligence.com**

About GHI

Global Health Intelligence (GHI) is the leading provider of data analytics for Latin American healthcare, specializing in the region's hospitals. Its databases deliver strategic market data for medical equipment/devices manufacturers that allow them to identify new sales opportunities, gauge demand for new products, understand their market share vs. those of their competitors, spot trends in the acquisition of products, determine market needs and more.