

# nib and the Health Economy

24<sup>th</sup> October – 3<sup>rd</sup> November 2023





## What we're covering today

- Update to nib's commercial terms and the nib Intermediary Agreement
- nib Product Refresh – why we're doing it and how it will benefit nib members
- The health economy – understanding the drivers and constraints on demand and supply for health services in New Zealand
- The importance of non-PHARMAC drug cover
- Our complementary Mental Health offer and current campaigns

# Updated Commercial Terms

Chris Carnall





# Health insurance commission and commission terms



**An increase of 15% of commissionable API in health insurance "Initial Commission" under each of the three commission models, paid to agreement holders for:**

**The Base Cover and the Specialist and non-PHARMAC Plus Options for...**

**New nib retail health policies (Ultimate Health Max, Ultimate Health and Easy Health)**

- The new commission rates will be included in an updated Intermediary Agreement we will send out with the required 20-day notice period
- Additions to existing policies (e.g. additional lives insured, additional Options etc) remain at the commission rates applicable to the original policy
- Group health and all life and living insurance commission rates are unchanged
- "Supplementary Commission" has been removed and combined with "Initial Commission" (rate = sum of the two)



# nibAPPLY related commission changes



## New applications through nibAPPLY will include:

- Updated capability to elect a commission model (Upfront, Hybrid, Spread) when completing the application
- New capability to select an initial and / or servicing commission split – to your FAP, to a dealer group, to another adviser etc.

The screenshot shows the nibAPPLY web interface. At the top, there's a navigation bar with 'nib' logo and 'Hi LevelTwo | Log out'. Below that, a green navigation bar contains 'nibAPPLY', 'In progress', 'Member documents', 'Public documents', and 'Claim status'. A secondary navigation bar lists steps: 'Join', 'Policyowner', 'Whole Body', 'Head', 'Chest', 'Abdomen', 'Declaration', 'Offer', 'Payments', and 'Finish'. The main content area is titled 'Before you submit' and includes a 'Commissions' section with a dropdown menu labeled 'Select your commission'. Below this is an 'Adviser Declaration' section with a checkbox and text: 'I LevelTwo confirm that I have provided the applicant/s all the necessary information and advice for them to make an informed decision to place their insurance with nib.' A green 'Submit Application' button is positioned to the right of the dropdown menu.

## Agreement holders can:

- Choose which commission models are available to sub-advisers
- Request nib set up commission splits
- 'Lock down' sub-adviser's choices of commission model and commission splits



# Commission dates and statements

- Commission payment cycle changed to weekly, ending Tuesday
- Commission will be paid the following business day on Wednesdays (where this falls on a public holiday, payment will be made on the next business day)
- Commission statements will be available through the nib Adviser Access (with the relevant permission-based access levels)

The screenshot shows the nib Adviser Commission Statements interface. At the top, the nib logo is on the left, and 'Hi [name] | Log out' is on the right. Below this is a green navigation bar with links: nibAPPLY, In progress, Adviser documents, Member documents, Public documents, and Claim status. Under 'Adviser documents', there are two sub-links: Policy Listings and Commission Statements (which is highlighted). Below the navigation bar, there is a section titled 'You are logged in as:' followed by a dropdown menu. Below that is the heading 'Adviser Commission Statements'. Under this heading, there are two date input fields: 'From' with the value '07/09/2023' and 'To' with the value '05/10/2023'. To the right of these fields is a green button labeled 'Get statements'. Below the date fields, there is a message icon (i) followed by the text 'There are no commission statements in that date range'.

- Statements will be in PDF and CSV formats, the layout of commission statements will be simplified and refreshed



# Other changes to the nib Intermediary Agreement



## Summary of Changes

### Updated nib Intermediary Agreement

Clause(s) In Agreement	Change Relates to	Changes	Reason for Change
Throughout Agreement	Product scope of Agreement	New references to life insurance products, as appropriate. Removal of words that limit the Agreement to only apply to nib's health products	Agreement terms to apply to nib's recently launched retail and group life and living insurance product range
<b>Schedule 1</b>			
2.1	Regulatory and conduct	New clause setting out nib conduct expectations	Brings the Agreement into line with recent legislative, regulatory and conduct requirements
2.9(c)	Administrative enabler	New obligation to notify us 60 days before a group scheme anniversary if a group is renewing	Improvements to reflect group/corporate scheme practices



## Documents, resources and further information



Agreement holders will be emailed an updated Agreement with the usual 20 day notice period. We will include:

- Updated Agreement
- Summary of Agreement Changes
- FAQs

Agreement holders will then be able to access the documents through nib adviser access

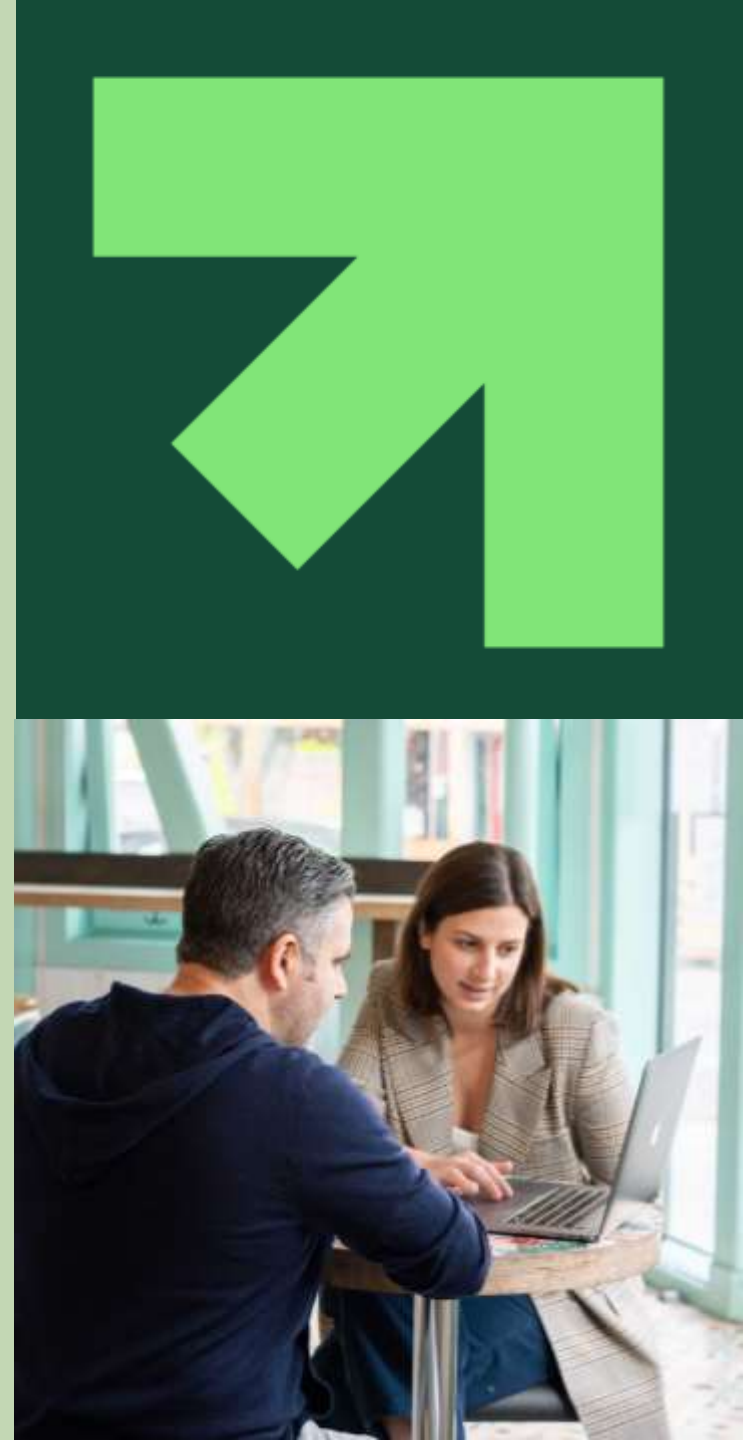
Updated Agreement will automatically replace the current Agreement after the notice period (no need to sign / respond)

Further information – call your Adviser Partner Manager

# Health Product Refresh

From 1<sup>st</sup> February 2024

Chris Carnall





# Summarising the Product Refresh...

## There are five interrelated parts to the Product Refresh:

- **Standardisation of benefit terms to Ultimate Health terms** - to create simplicity and, overall, more favourable cover
- **Standardisation of benefit maximums for legacy products to match on-sale products** - to provide cover levels consistent with contemporary products
- **Refreshed policy documents and other brochures** - to make it easier for your clients to understand and get value from their cover, and you to explain their cover
- **Streamlined and automated business processes** - to provide faster processing times
- **Improved self service capabilities** - to increase convenience

## The affected products will be most:

- Legacy and on-sale products
- Retail and group products



# Why nib is implementing the Product Refresh...



## nib is making these changes to:

Deliver enhanced protection and value to most of your clients / nib members through improved cover terms and, for many with legacy products, to provide benefit maximums that match those of contemporary products

Make it easier for nib members and their advisers to understand cover terms and benefits

Reducing processing times (e.g. claims approval) through more streamlined business processes

Increase self-service capabilities, enabling members to update their policy details when it suits them

Implement processing efficiencies, automation and anticipated cost savings

# Retail products - alignment of benefit terms and benefit maximums

On-sale retail products	Benefit terms	Benefit maximums
Ultimate Health Max Ultimate Health	Minor enhancements	No change
Easy Health	Aligned to Ultimate Health	No change
Legacy retail products	Benefit terms	Benefit maximums
Easy Care	Aligned to Ultimate Health	Aligned to Easy Health
Other legacy retail products (Premier Health, Health Plus, Parent Plan, Hospital Cover 1-4, Hospital Cover Plus, Hospital Cover National Bank, Hospital Cover EBS)	Aligned to Ultimate Health*	Aligned to Ultimate Health

\* Where legacy products have a benefit that is not included in Ultimate Health, the most favorable terms for that benefit across the various products being 'aligned' will be adopted.

# Group products - alignment of benefit terms and benefit maximums

On-sale group products	Benefit terms	Benefit maximums
<ul style="list-style-type: none"><li>• Premier Health Business</li><li>• Private Hospital Silver &amp; Gold</li></ul>	Aligned to Ultimate Health	No change
Legacy group products	Benefit terms	Benefit maximums
<ul style="list-style-type: none"><li>• Health Plus Business</li><li>• StayWell Classic &amp; Worksite</li><li>• Bank Health care</li></ul>	Aligned to Ultimate Health*	Aligned to Premier Health Business

\* Where legacy products have a benefit that is not included in Ultimate Health, the most favorable terms for that benefit across the various products being 'aligned' will be adopted.



# Ultimate Health, Ultimate Health Max, Major Medical and others

## Ultimate Health and Ultimate Health Max

- A few minor improvements made to cover

## No change to:

- Ex-OnePath Major Medical
- Some policies developed for other groups



# How will the changes affect your clients / our members



- For many of the 'standardised' benefits, there will be an enhancement to the benefit terms and/or benefit maximum (i.e. increased 'claimability')
- For some 'standardised' benefits, there will be a minor reduction to the benefit
- Other benefits remain unchanged

## **It will be easier for you to:**

- Advise on and explain new and current members' health cover
- Support your current clients during claims, annual reviews and servicing



## Cost and Premium Impact



It will be easier for us to process claims and your and your client's queries

We anticipate operational cost savings as a result of the changes

We anticipate increased claims costs as a result of the changes, reflecting the overall improved cover that your nib clients are receiving

The overall costs of the changes will not be passed onto member premiums for the next twelve months

Subsequently any additional costs, offset by anticipated operational efficiencies, will be reflected in annual premium reviews



# Changes to product brochures and policy wording

## We are:

Incorporating the existing non-PHARMAC Plus Option wording into the policy document

Restating the policy wordings in plain English to make them easier to understand

Reordering the benefits to follow a client's typical claim journey

Removed, or moved online, a number of the product terms to reduce unnecessary information

Incorporating nib's recently refreshed brand style



## What we are not doing...

### We are not:

Replacing existing products with a different product (e.g. a client with "Health Plus" continues on "Health Plus")

Adding new benefits that are not currently part of your client's cover (subject to a few exceptions, to align claim processes across products)

Changing the basis for applying an excess (i.e. those policies with a 'per claim' excess structure will continue with this structure)

Making significant changes to the Ultimate Health Max and Ultimate Health benefits (there will be minor enhancements to each)



# nib retail health members

## When and how will the changes take place



### **Current retail nib health members – staggered introduction:**

- Benefit wording changes take effect when a member's new policy year commences, on or after 1 February 2024
- Members will be informed in their annual renewal notice (6 weeks before their policy anniversary – from approx. 20<sup>th</sup> December 2023)
- Members will not need to take any action - the changes will take effect automatically at their policy anniversary date

### **New retail nib health members:**

(Ultimate Health Max, Ultimate Health and Easy Health)

- Collateral will be available from mid-December in digital and printed form (order from Blue Star)
- You can commence advising on the refreshed products from mid-December 2023 with the refreshed benefits applying to policies that have a policy commencement date on or after 1 February 2024



# What information will current nib members with retail health products receive?

## Your clients will receive:

An annual renewal letter, which will include summary information about the Product Refresh

A policy renewal certificate relating to their policy and the people covered under it

An updated policy document / policy wordings

A list of the Product Refresh changes specific to their particular policy cover

nib members will also be able to access the information through the nib member portal and member app - mynib. You will be copied into the information sent to your clients.



# Example from Easy Health Change Summary

Benefit	Current Cover	New Cover	What it means
Overseas Treatment Benefit	There is no cover for a support person.	You can now claim for a support person to accompany you.	Improved cover
	Your cover includes vaccinations.	Vaccinations are now specifically excluded and are no longer covered.	Reduced cover
	We cover your reasonable travel costs.	Your reasonable travel costs are still covered, but now specify that flights must be in economy class.	Clarifying your cover
	There is no cover for accommodation costs.	You can now claim for accommodation costs.	Improved cover

What's  
changing on  
your Easy  
Health policy



This document is a summary of the changes to the cover provided by your policy. It should be read together with your new policy document.

Some exclusions have been rewritten as part of this review, and we've grouped them by category to make them easier to understand. Where we've added new exclusions or made material changes to exclusions that could impact your claims, those changes will be outlined in this summary.

All changes in cover are subject to the terms, benefit limits and exclusions in your policy document.





# nib group health members

## When and how will the changes take place



### **Current nib group health members:**

- Benefit terms remain unchanged until next scheme renewal
- Negotiations for schemes renewing on or after 1 February 2024 will automatically include refreshed benefit terms
- Negotiations determine which benefits are included in the scheme's cover

### **New nib group health schemes and their members:**

- Negotiations for new schemes on or after 1 February 2024 will automatically include refreshed benefit terms
- Negotiations determine which benefits are included in the scheme's cover

### **New nib members to existing group health schemes:**

- New members to existing schemes will have the refreshed benefit terms from their group renewal on or after 1 February 2024



# Product refresh resources for advisers



Product refresh resources for advisers will be located on nib adviser access under a new section in "Public Documents"



Hi Sally! Log out

nibAPPLY

In progress

Adviser documents

Member documents

Public documents

Claim status

## Product Refresh

Policy documents



Change Summaries



Fact sheets



Collateral



Application forms



Frequently asked questions





# Summary



**Overall, the Product Refresh will deliver greater value to members, through:**

- Enhancements to benefit terms and maximums, aligning them to those of nib's contemporary health products
- More easily understood policy documents
- Faster processing times
- Improved self service capabilities

(Note: there will be a minor reduction in benefit terms for some benefits)



# Summary



## Timing

For current nib retail health policy members, the Product Refresh will be staggered across the 12 months commencing 1 February 2024 and will coincide with the member's policy anniversary.

## Advice, application and policy commencement

Advisers can commence selling the refreshed retail products from mid-December, using updated collateral. The refreshed policy terms will apply to all new policies either:

- Immediately if the policy commences after 1 February 2024
- At the first policy anniversary if the policy commences before 1 February 2024

# The New Zealand Health Economy:

A spotlight on our Gross Domestic Health (GDH)

October 2023



Gross national product does not allow for the health of our children, the quality of their education or the joy of their play. It does not include the beauty of our poetry or the strength of our marriages, the intelligence of our public debate or the integrity of our public officials.

It measures neither our wit nor our courage, neither our wisdom nor our learning, neither our compassion nor our devotion to our country, it measures everything in short, except that which makes life worthwhile.

Bobby Kennedy



[nzherald.co.nz](https://www.nzherald.co.nz)

## Health reforms: Problems get worse as \$11b shake-up yet to help struggling sector

March 2023

[nzherald.co.nz](https://www.nzherald.co.nz)

## Broken health system: Thousands of nurses share grim stories with Health Minister

July 2022

**BusinessDesk.**

## A new health system can't fix what's broken in society

Dec 2022

THE CONVERSATION

NZ's health system has been under pressure for decades. Reforms need to think big and long-term to be effective

Published: February 7, 2023 2.46pm NZDT



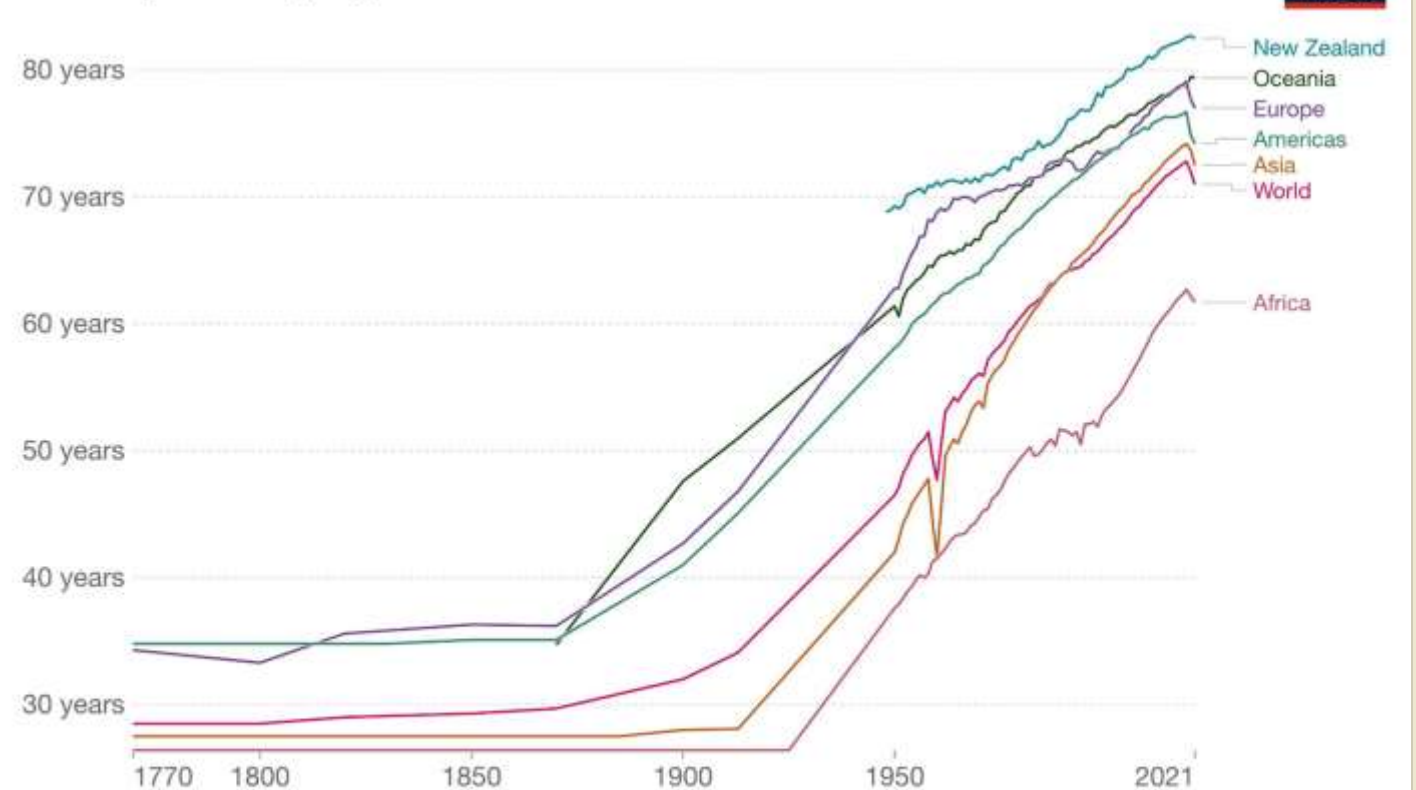
**But the story of the last century of  
healthcare is one of remarkable progress**



We're living way,  
way longer



Life expectancy, 1770 to 2021



Source: UN WPP (2022); Zijdemann et al. (2015); Riley (2005)

OurWorldInData.org/life-expectancy • CC BY

Note: Shown is the 'period life expectancy'. This is the average number of years a newborn would live if age-specific mortality rates in the current year were to stay the same throughout its life.

[Life Expectancy by Our World in Data](#)

Life expectancy has improved globally



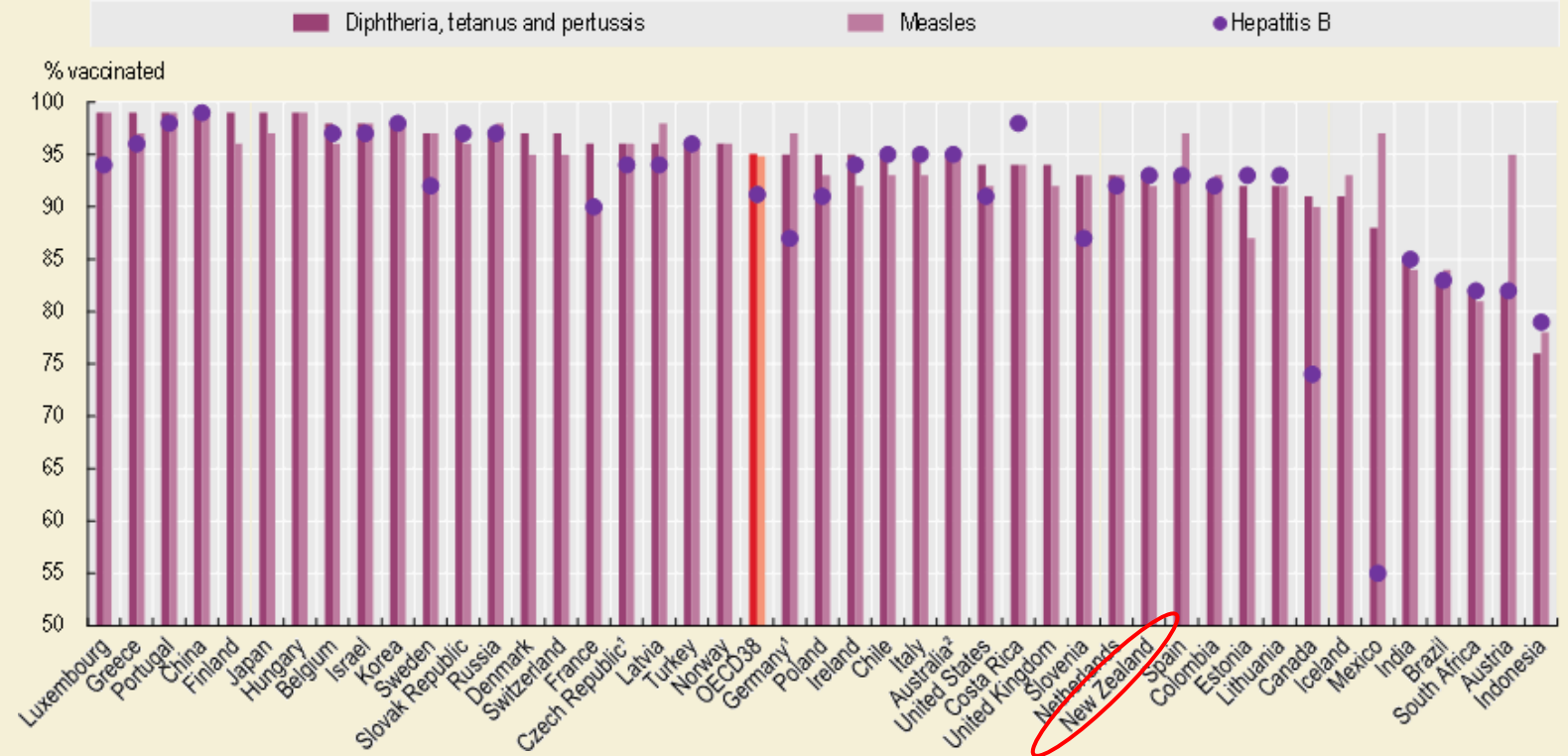
**We've massively  
reduced infant  
mortality**



Source: Stats NZ



**Routine  
vaccination rates  
are very high  
across the OECD.**



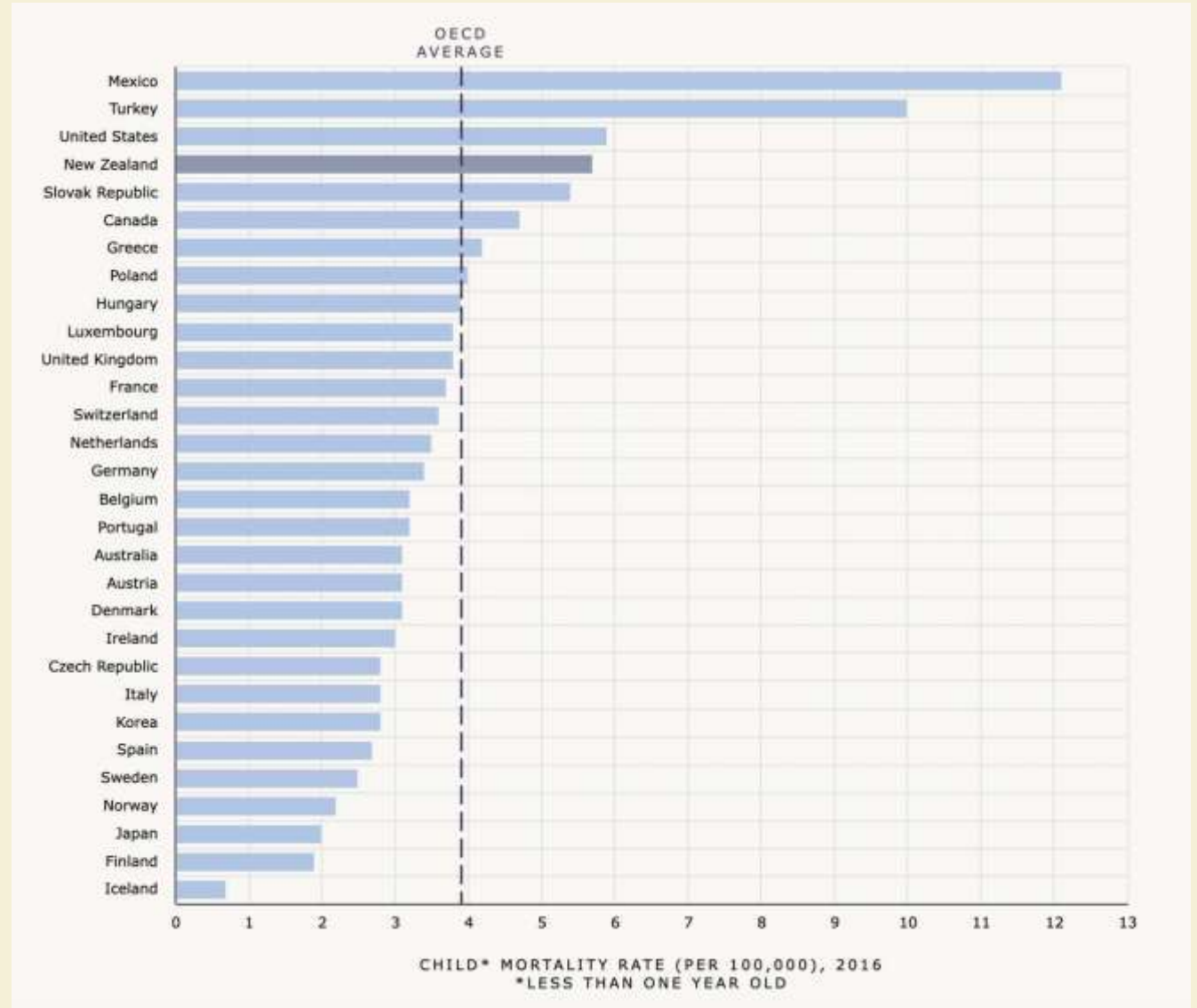
Source: WHO 2021



**Still. Things aren't perfect.**

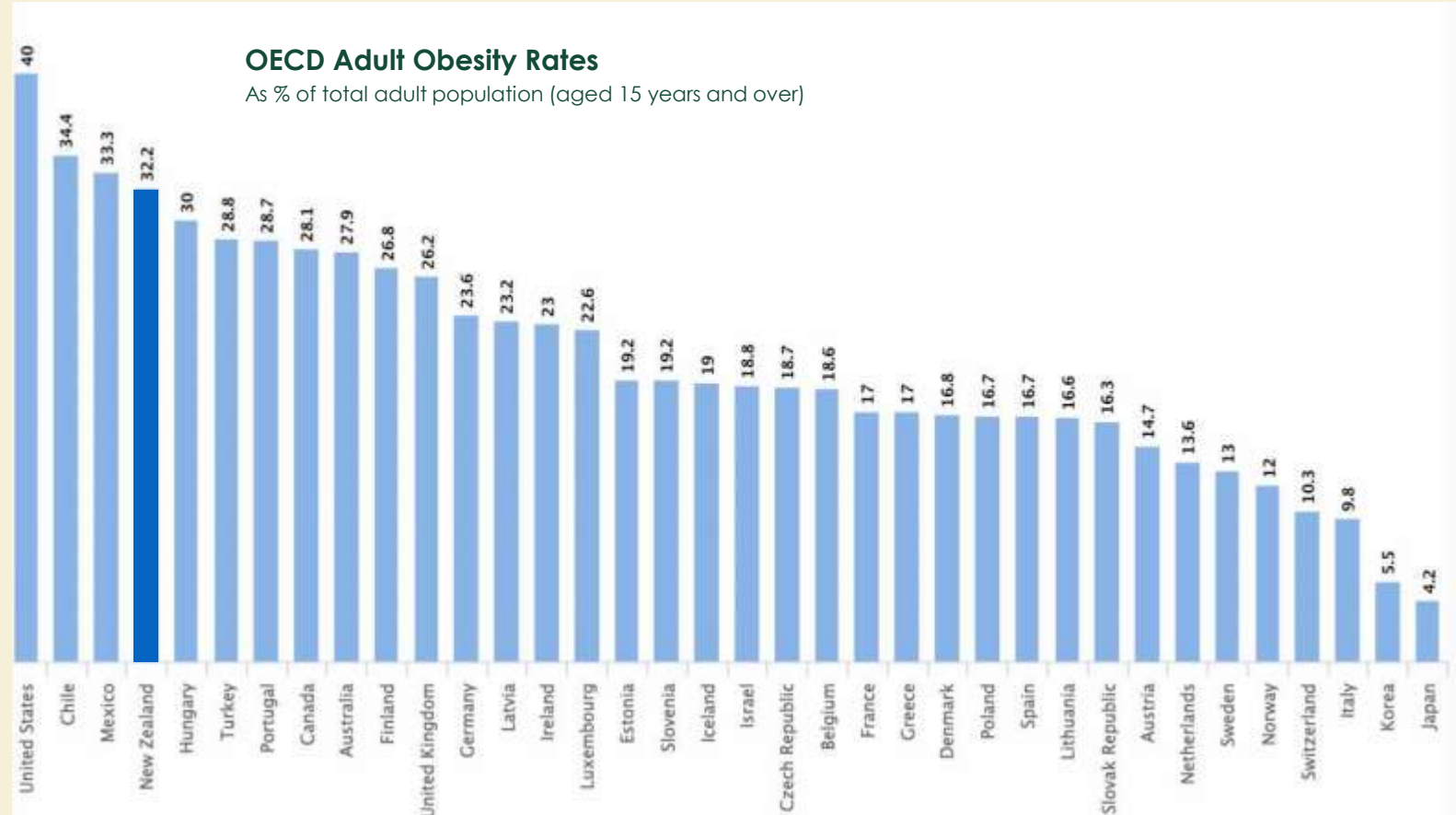


# Our child mortality outstrips many of our peers





We have one of the highest obesity rates in the OECD.

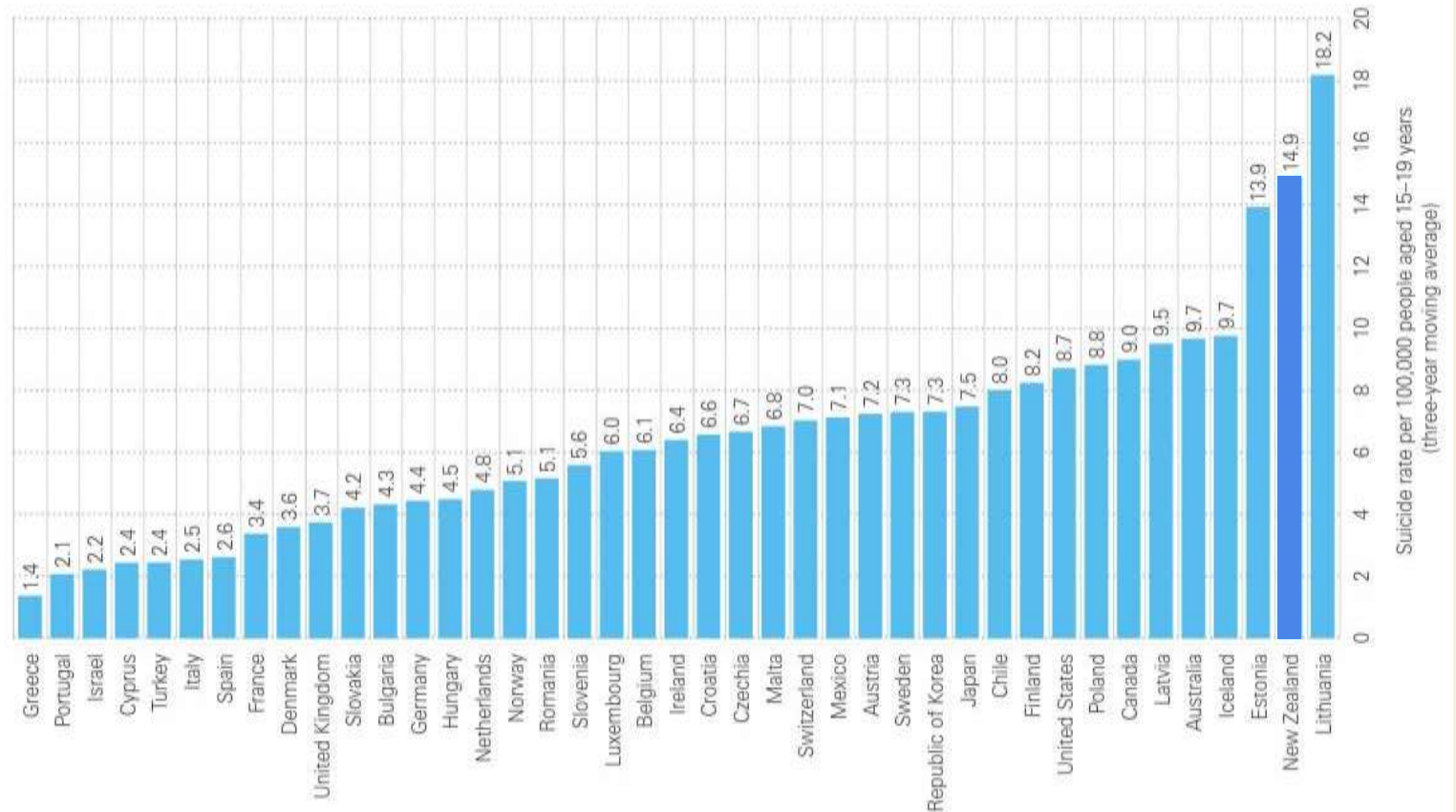


Source: OECD OBESITY UPDATE 2017  
Note: since then, NZ is up by more than 2%



And our most confronting national statistic challenges us all.

### Adolescent (aged 15 - 19 years) Suicide Rate



Source: [UNICEF 2020: Worlds of Influence – Understanding What Shapes Child Well-being in Rich Countries](#). Innocenti Report Card 16



**Figures like these remind  
us that wellbeing is not just  
about dollars and cents.**

# New Zealand 'wellbeing' budget promises billions to care for most vulnerable

Widespread praise for 'world-first' budget tackling mental illness, family violence and child poverty



The Guardian



Image source: Getty

nib



**You can't assess the health of our  
economy without understanding  
the health economy.**



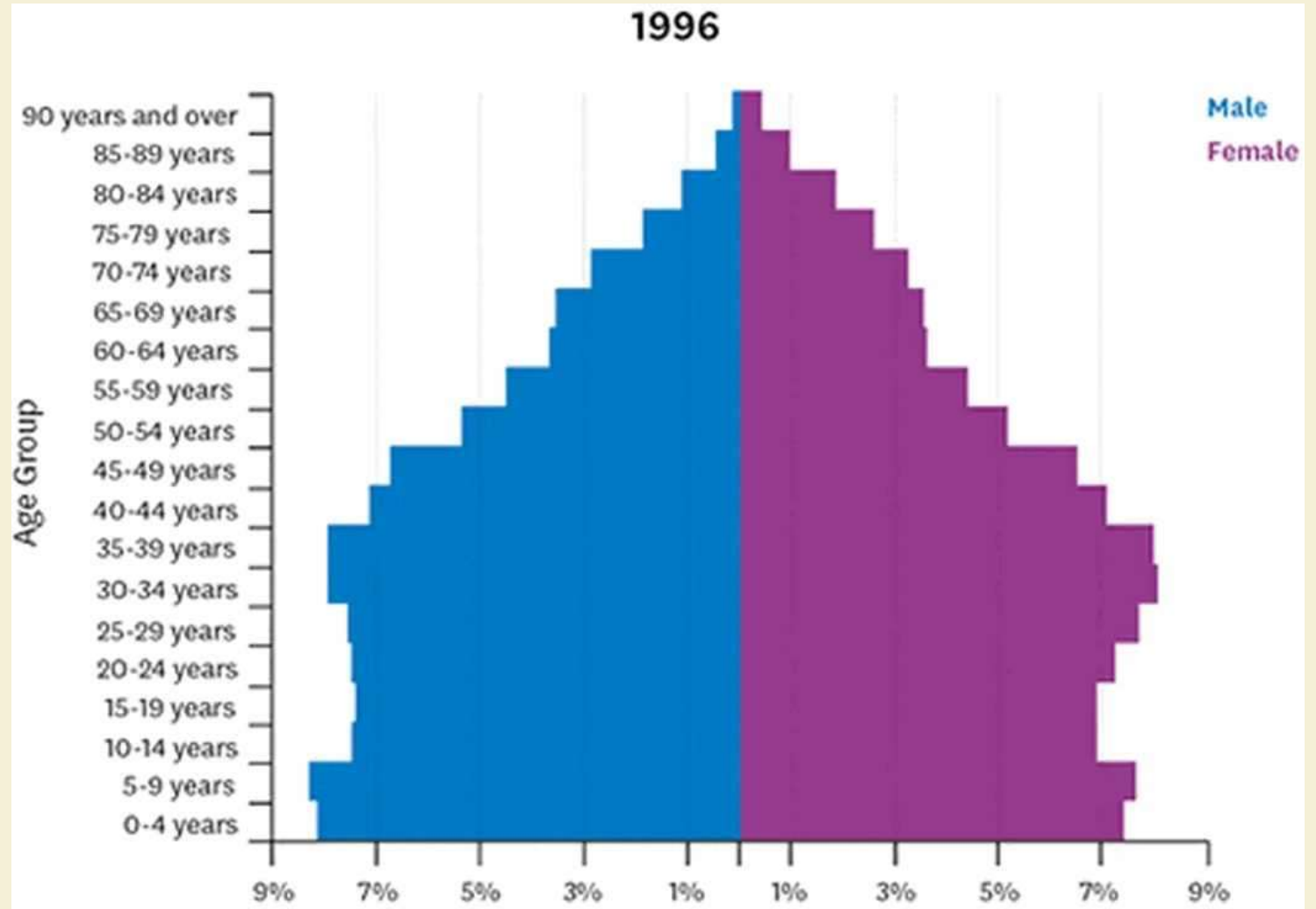
**If New Zealand has a GDH,  
what informs it?**



# Demographics



We're old and getting older.



Source: RNZ, 2016. Data sourced via stats NZ



**We're old and getting older.**



**17%**

**Forecast general  
population growth by 2030**



**181%**

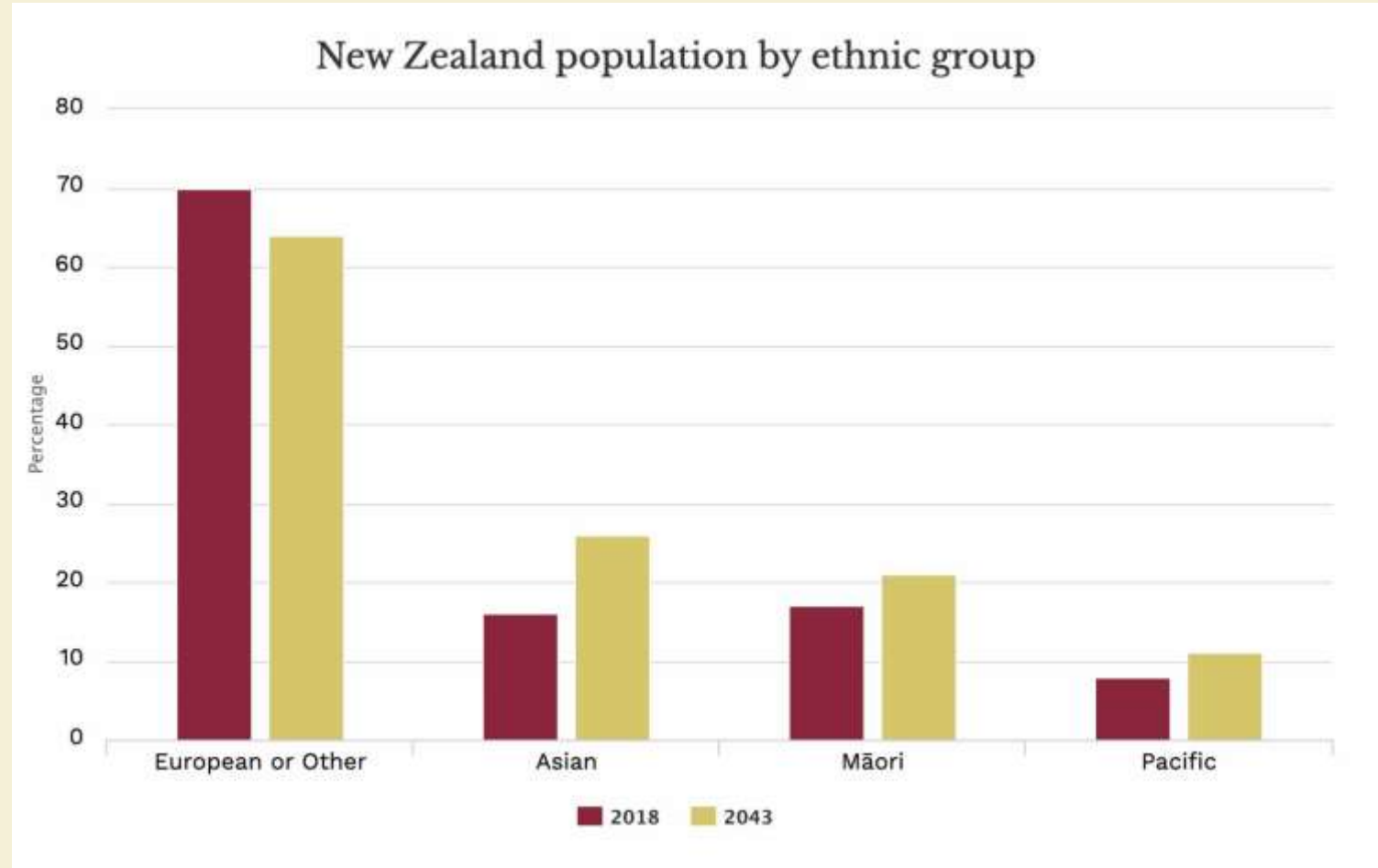
**Forecast growth in the 65+  
population by 2030**



Source: [NZ Infrastructure Commission Sector State of Play: Health, 2021](#)



**We're diverse  
and becoming  
more so.**



Source: Stats NZ

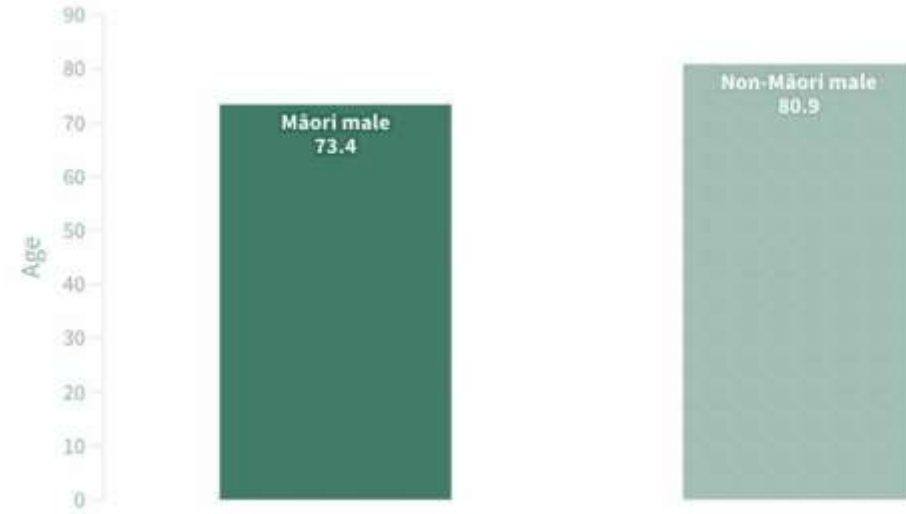


The gap we must close.

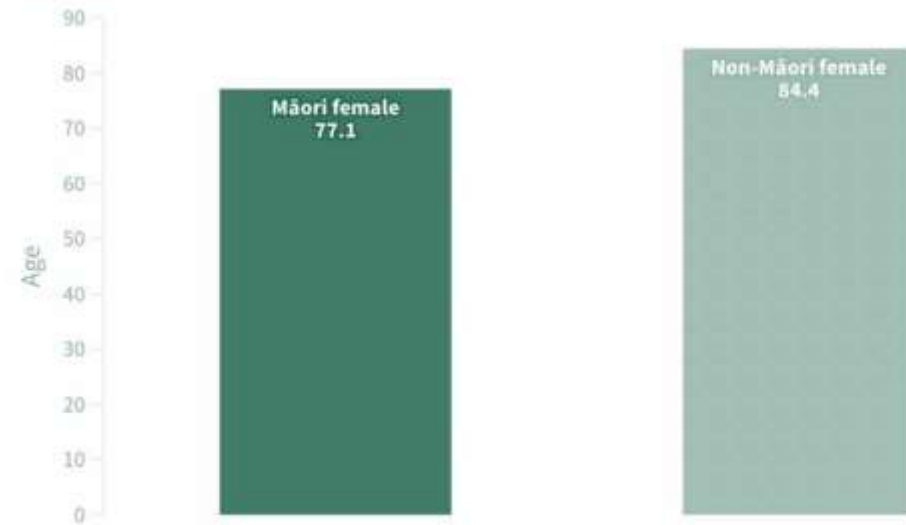


## Life expectancy at birth for Māori compared with non-Māori 2017-2019

### Male



### Female



Source: Stats NZ



We're working  
later in life.

**Chart 2: How participation rates have changed over the last 36 years**

Labour force participation rate, March years

■ Mar-87 ■ Mar-23



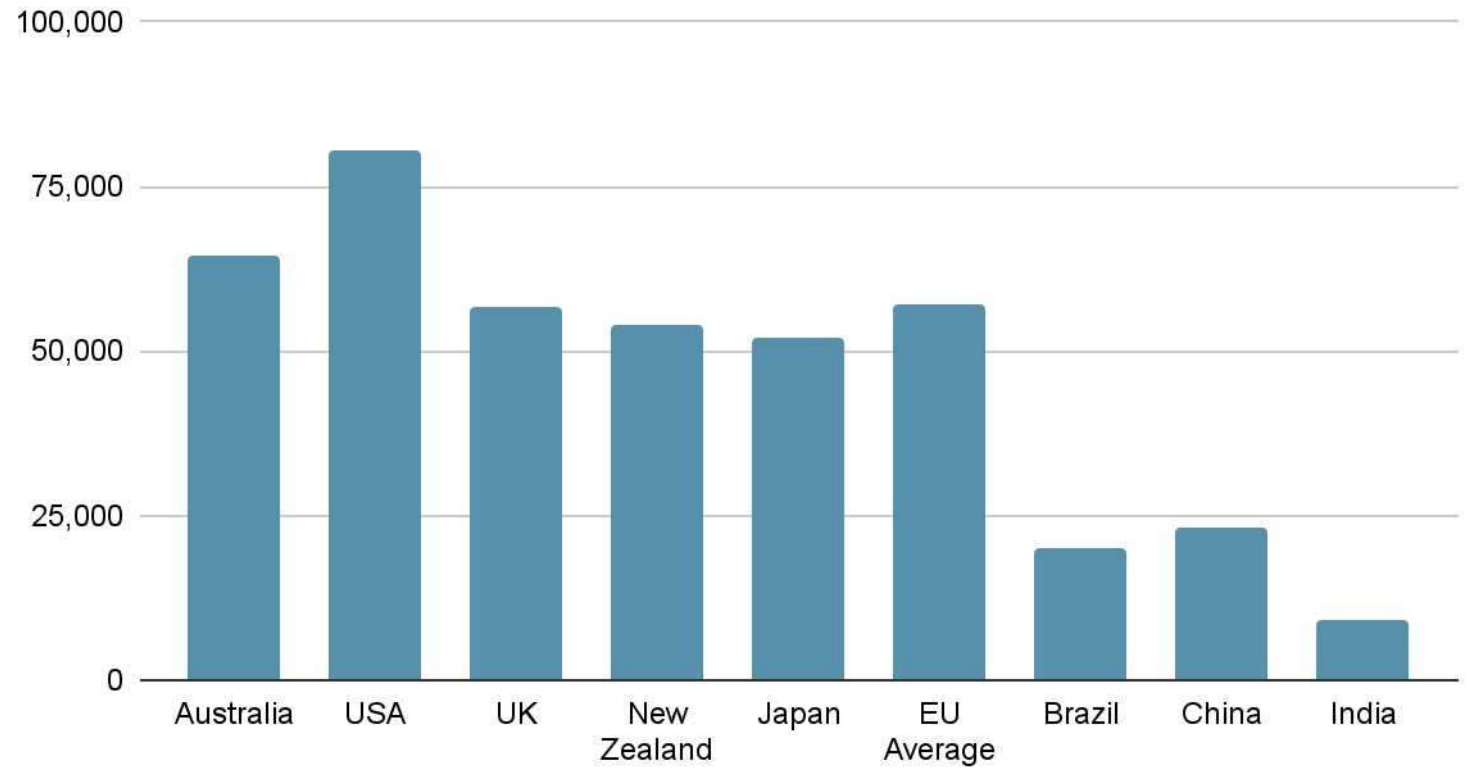
Chart: Brad Olsen/Infometrics • Source: Infometrics, Stats NZ • Created with [Datawrapper](#)

[Source](#)



In global terms,  
we're well-off.

## GDP Per Capita: IMF 2023



Source: IMF GDP per capita 2023

# Put that in a blender and what do you get?

## Input:

- Ageing population
- Increasingly diverse
- Engaged in workforce for longer
- Well-off by global standards, with high expectations



## Output:

Alarmist: A freight train of increasingly top-heavy, high-need populace barrelling headlong towards an already stretched healthcare sector.

Optimist: The historic arrival of a transformational cohort of older Kiwis - better resourced, more engaged and with a greater expectation to make an impact later in life than ever before



# Infrastructure and Funding



**Two things that  
really matter**

## **1. Availability:**

**Getting what you need when  
you need it**



**Two things that  
really matter**

## **2. Expectation:**

**The options you're presented  
with are in-line with what  
you'd expect in a  
comparably wealthy country**



## Availability



## Nearly all NZ hospitals failing to meet Govt's ED wait time targets

June 2022

Figure 5.18. Adult intensive care beds, 2019 (or nearest year) and 2020

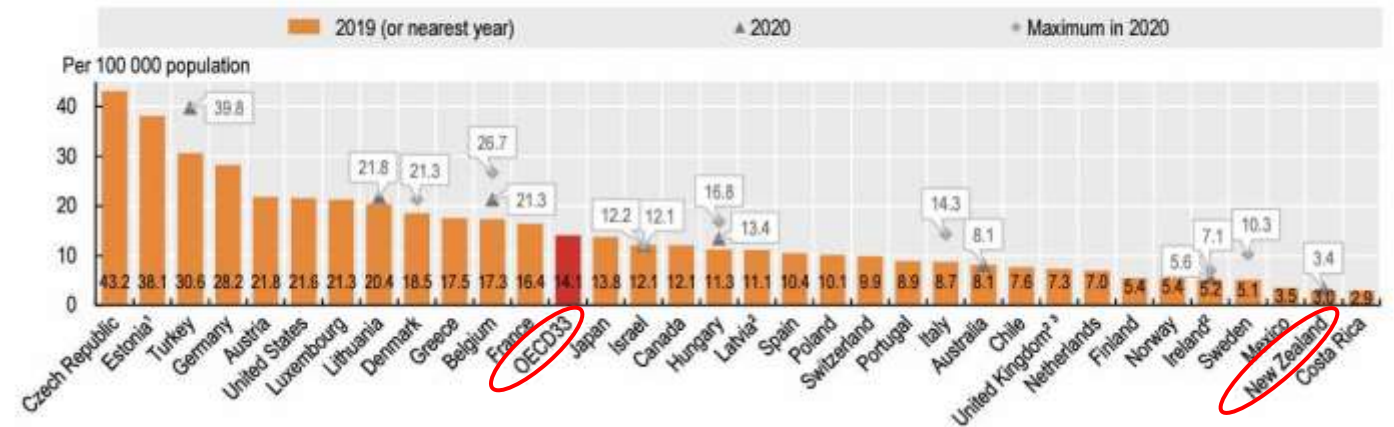
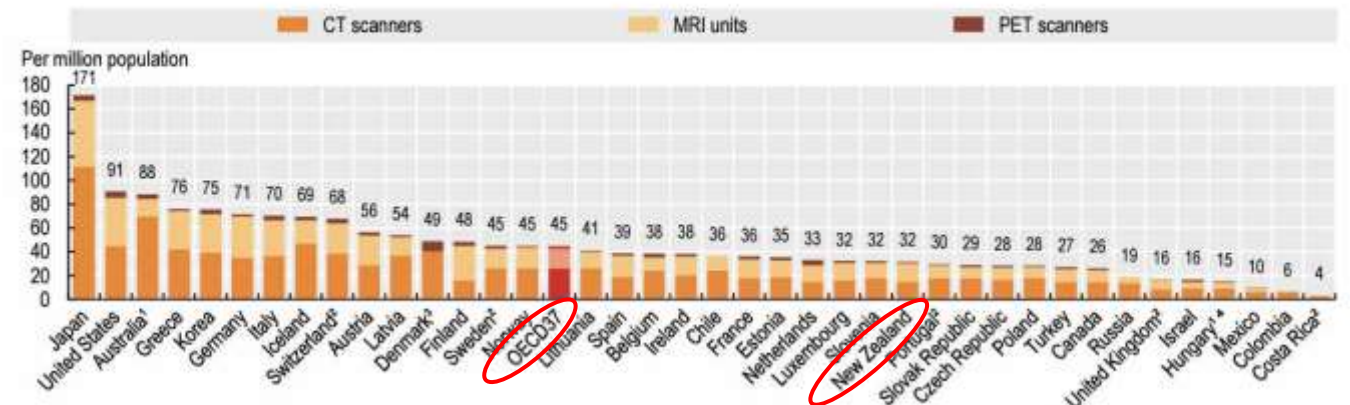


Figure 5.21. CT scanners, MRI units and PET scanners, 2019 (or nearest year)



Source: OECD Health at a Glance 2021



## Availability

### Bed rates by region

Measure	Population	Medical beds per 1000	Surgical beds per 1000	Paediatric beds per 1000	Maternity beds per 1000	Neonatal beds per 1000	Assessment, Treatment, & Rehabilitation	Theatres per 1000	Procedure Rooms per 1000	Intensive Care Unit beds per 1000	High Dependency Unit beds per 1000	Critical Care Unit beds per 1000
Waitemata DHB	626770	0.487	0.328	0.052	0.099	0.038	0.172	0.030	0.011	0.010	0.013	0.010
Counties Manukau DHB	578650	0.404	0.546	0.114	0.121	0.066	0.230	0.041	0.012	0.024	0.019	0.031
Canterbury DHB	578290	0.555	0.595	0.105	0.078	0.071	0.304	0.040	0.019	0.040	0.000	0.016
Auckland DHB	493990	0.500	0.737	0.328	0.140	0.081	0.200	0.085	0.051	0.057	0.022	0.047
Waikato DHB	435690	0.627	0.606	0.129	0.158	0.106	0.186	0.060	0.046	0.046	0.037	0.018
Southern DHB	344900	0.429	0.458	0.101	0.162	0.081	0.299	0.043	0.006	0.046	0.023	0.023
Capital and Coast DHB	320640	0.814	0.418	0.147	0.137	0.125	0.125	0.056	0.006	0.081	0.056	0.000
Bay of Plenty DHB	259090	0.371	0.502	0.143	0.170	0.062	0.127	0.042	0.012	0.046	0.012	0.039
Northland DHB	193170	0.652	0.559	0.140	0.155	0.062	0.083	0.041	0.016	0.041	0.000	0.026
Midcentral DHB	186190	0.526	0.440	0.140	0.150	0.091	0.285	0.038	0.011	0.043	0.000	0.032
Hawke's Bay DHB	176110	0.522	0.494	0.091	0.125	0.068	0.170	0.040	0.028	0.034	0.028	0.034
Nelson Marlborough DHB	159360	0.251	0.464	0.126	0.151	0.082	0.201	0.038	0.006	0.044	0.044	0.000
Hutt Valley DHB	156790	0.344	0.491	0.153	0.134	0.089	0.242	0.051	0.006	0.051	0.000	0.077
Taranaki DHB	124380	0.563	0.482	0.177	0.137	0.064	0.241	0.048	0.016	0.024	0.064	0.032
Lakes DHB	116370	0.473	0.438	0.206	0.137	0.086	0.180	0.052	0.052	0.043	0.000	0.043
Whanganui DHB	88395	0.497	0.512	0.117	0.146	0.058	0.234	0.058	0.015	0.088	0.000	0.000
South Canterbury DHB	61955	0.387	0.646	0.161	0.178	0.032	0.323	0.065	0.081	0.129	0.000	0.000
Tairāwhiti DHB	48755	0.482	0.442	0.241	0.161	0.100	0.161	0.060	0.000	0.141	0.000	0.000
Wairarapa DHB	46480	0.392	0.392	0.144	0.124	0.041	0.309	0.062	0.021	0.000	0.124	0.000
West Coast DHB	32550	0.614	0.522	0.123	0.246	0.000	0.246	0.092	0.031	0.123	0.000	0.000
National	5013525	0.507	0.516	0.139	0.132	0.074	0.211	0.048	0.021	0.043	0.020	0.024

Source: [NZ Infrastructure Commission Sector State of Play: Health, 2021](#)



# Expectation



## Comparing Pharmaceutical Public Funding Agencies



### UK: NICE

It takes on average 128 days for a modern medicine to be publicly funded after registration.

84.3% of modern medicines registered in the UK are publicly funded.

**The UK ranked 2nd out of 20 OECD countries\***



### AUS: PBS

It takes on average 481 days to publicly fund exactly the same modern medicines as New Zealand (798 days).

46.4% of modern medicines registered in Australia are publicly funded.

**Australia ranked 16th out of 20 OECD countries\***



### NZ: PHARMAC

Average 798 days to publicly fund exactly the same modern medicines as Australia (481 days).

Less than 30% of the modern medicines registered in 20 comparable OECD countries between 2011 and 2020 were registered in New Zealand

**Ranked last out of 20 OECD countries\***

Source: Medicines New Zealand

*\*for the number of publicly funded modern medicines registered and launched between 2011 and 2020.*



## Expectation



Stuff

national

# Family turn to Canada for life-saving heart surgery not available in New Zealand

Rachel Thomas • 05:00, Feb 03 2023



## Ehlers-Danlos Syndrome: Germany treatment allows semblance of normal birthday for Kiwi teen



By [Mitchell Hageman](#)

23 Sep, 2023 06:00 AM ⌚ 4 mins to read

Save

Share



And we expect better. Because we're well aware of what's out there.



Stuff ≡

travel

## Kiwis ranked third most well-travelled nation



Source: Hostelworld 2017



**These unflattering comparisons will  
not go away.**



**We're growing quickly, and health infrastructure projects are lagging.**

**We've had a  
24%  
Population  
increase in  
past decade**

Source: Stats NZ

**“A \$100m new mental health unit due to open in 2023 still hasn't broken ground.”**

**“Te Nikao Grey Base Hospital blew out its budget beyond the initial \$54m overspend (final \$128m), and was two years late opening. Te Wao Nui children's hospital in Wellington also opened late and over budget (\$114m).”**

**“The completion of three more projects has been delayed...And it's believed there are already delays emerging in the construction of a new Nelson hospital.”**



**newsroom.**

Oct 2023

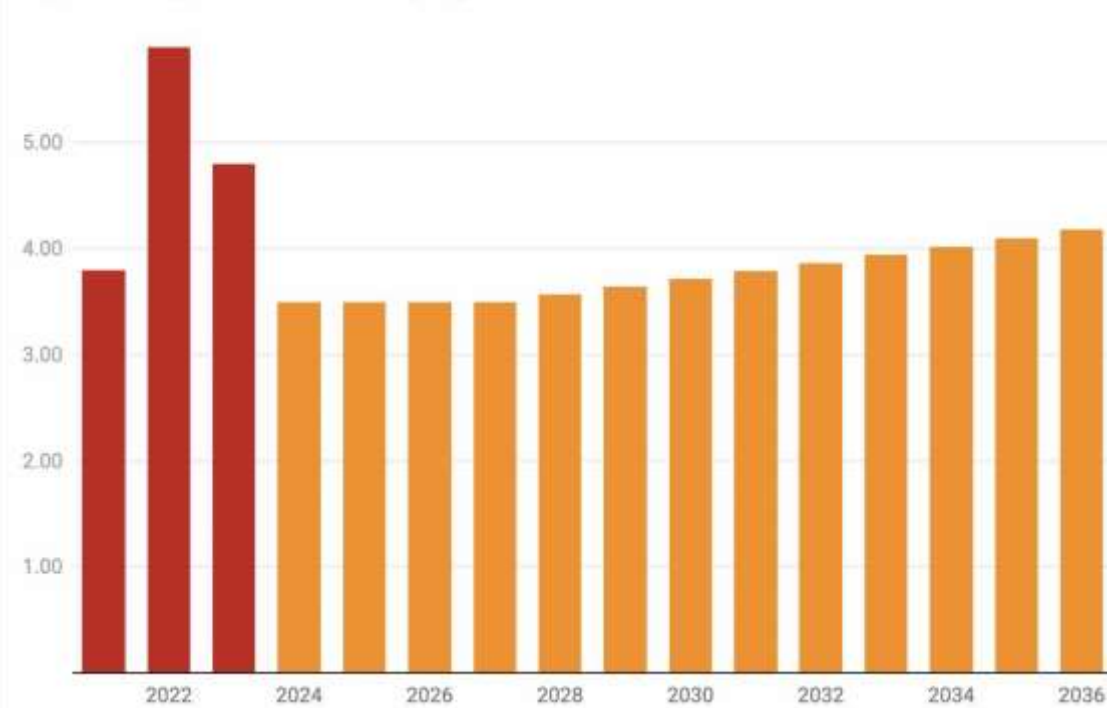


Population growth is ramping up while govt. operating budgets are constrained

Net migration exceeds **110K** in 2023

Source: Stats NZ

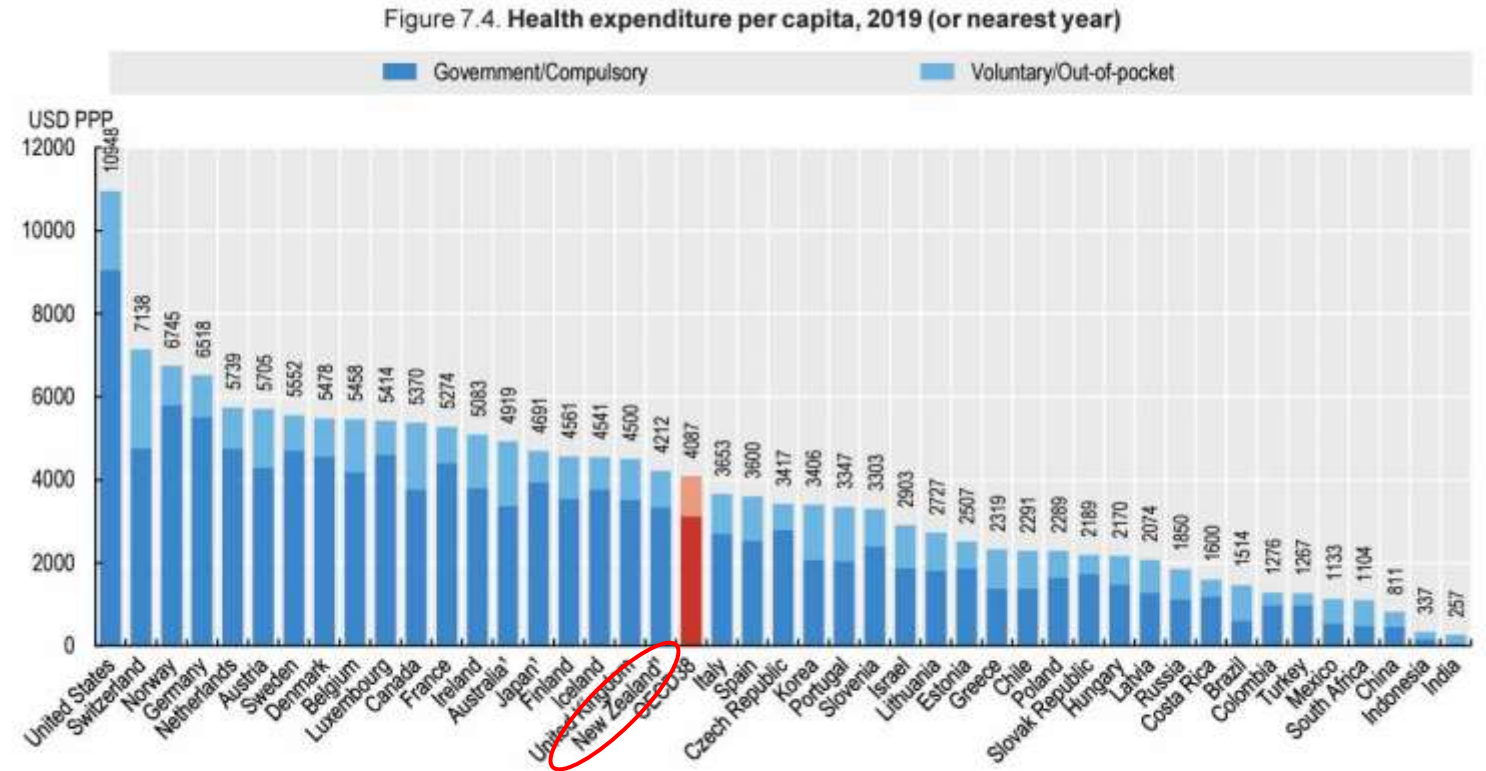
Operating allowances (\$b)



Source: BEFU 2023



Our per capita health spend trails many of our peers



1. OECD estimates.

Source: OECD Health Statistics 2021, WHO Global Health Expenditure Database.

# To Recap, we have:

- An ageing population with escalating needs
- AND we've got an increasing decoupling of Kiwi's expectations from the daily reality of healthcare delivery.
- What happens when we add rapid technological change to the mix?





**Technology**



**We're living in the most exciting  
moment in medical history.**



**This is the  
decade when  
medicine  
becomes an  
information  
technology.**

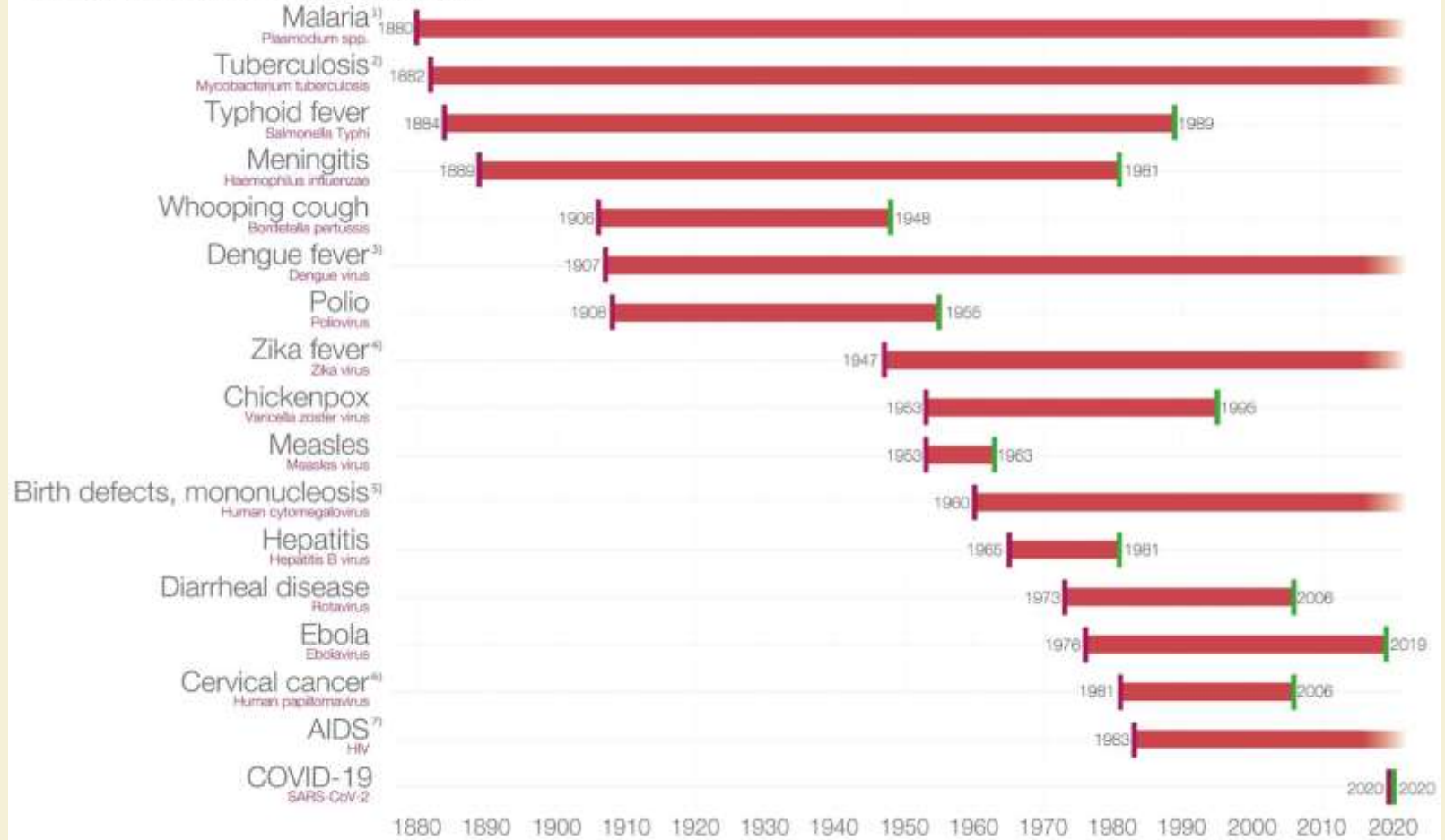


Image credit: The economist



Typhoid took 100  
years to develop  
a Vaccine for.  
COVID took  
about a year.

## Vaccination innovation, from 1880 to 2020



- 1) – 2018 vaccine RTS,S undergoing pilot trials in select countries after being approved by European regulators in 2015.  
2) – The only approved vaccine is bacilli Calmette-Guérin (BCG), developed in 1921 but its efficacy in adults is variable. Other tuberculosis vaccines are currently in development.  
3) – 2016 partially effective vaccine CYD-TDV, sold under the brand name Dengvaxia.  
4) – Successful first human clinical trials of a vaccine against the virus in 2018. Only in 2016 did the WHO issue statements of concern about the Zika virus' links to Guillain-Barré Syndrome (GBS) and microcephaly.  
5) – A number of vaccine candidates are under investigation.  
6) – Not all cervical cancers are caused by the HPV virus and the HPV vaccine can protect against other cancers caused by the HPV virus.  
7) – 2009 efficacy findings for vaccine candidate RV 144 has shown some promise. In stage III human trials.



**We're finding  
new drug  
candidates at  
ever-accelerating  
rates.**



## **Google Cloud launches A.I.-powered tools to accelerate drug discovery, precision medicine**

PUBLISHED TUE, MAY 16 2023 8:00 AM EDT | UPDATED TUE, MAY 16 2023 2:46 PM EDT

**Pharmaceutical  
Technology**

## **How using AI in clinical trials accelerates drug development**

June 2023

The use of AI in clinical trials is improving pharmaceutical R&D, speeding up time to market and saving time and money.

**nature**

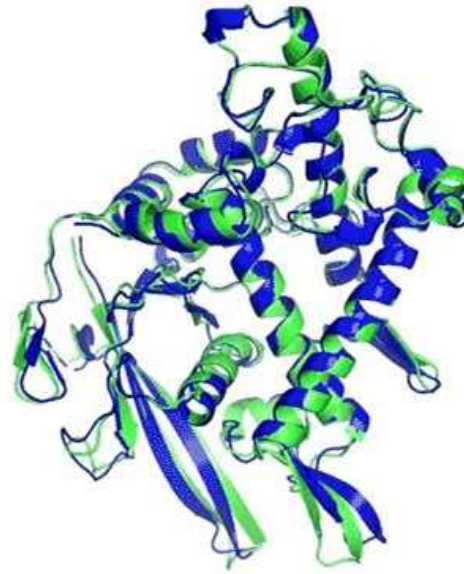
## **Accelerating drug development with 3D neural models**

May 2023

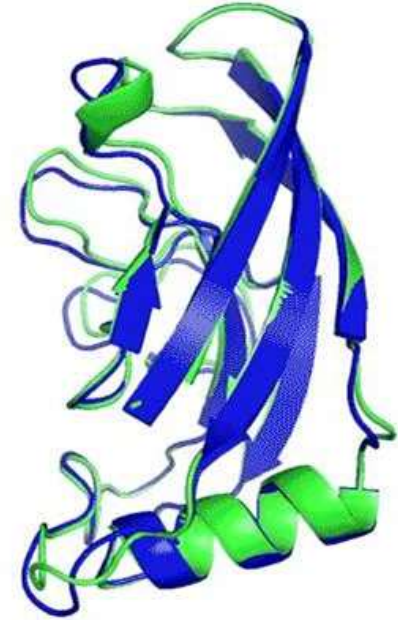
A reproducible cell-culture system could help to evaluate new therapies for disorders that affect the brain.



AlphaFold solves  
50-year-old  
problem in  
biology:  
Predicting  
protein folding.



T1037 / 6vr4  
90.7 GDT  
(RNA polymerase domain)



T1049 / 6y4f  
93.3 GDT  
(adhesin tip)

- Experimental result
- Computational prediction



Surgical robots  
are arriving.



BBC

## Surgical robot used in 280 life-saving Northampton hospital operations

🕒 18 August 2023



UNIVERSITY HOSPITALS OF NORTHAMPTONSHIRE NHS GROUP

| The da Vinci XI surgical robot was installed at Northampton General Hospital in February 2022



Virtual health consultations are commonplace.



New Zealand  
**Doctor**

**Virtual doctors fill rural GP gaps: Telehealth may ease pain for short-staffed rural practices** Feb 2023

**Stuff**

**Hospitals outsourcing ED work to virtual doctors** Sep 2023

**RNZ**

**Online health provider hopes to reduce wait times** June 2023

**Stuff**

**How telehealth can help a stretched health workforce**

May 2023



**The slow march of  
medical progress has  
become a sprint.**



This is a paradigm shift.  
It will test the way our public  
sector has traditionally  
served our people.



**The public sector will need to be complemented by options that deliver the interventions Kiwis know are available.**



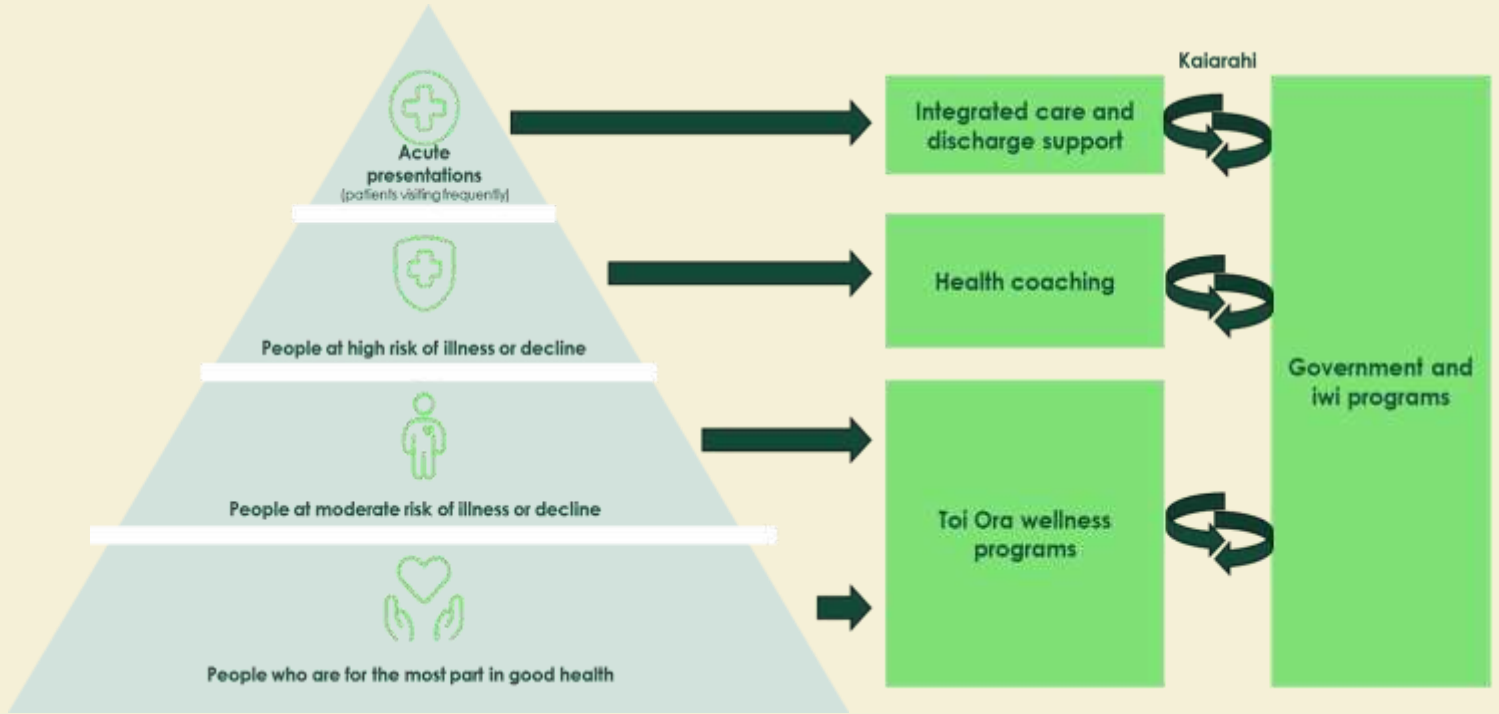
**And then there's prevention...**



**Public/Private Partnerships  
have a role to play.**



Already nib is  
demonstrating  
this through Toi  
Ora



## To Recap:

- We have made incredible strides
- There's much room for improvement
- B-
- Medicine is about to get very, very exciting
- Kiwis will not want to miss out

## What you can do:

- Understand the shortcomings of NZ's health economy
- Understand how offers like ours complement what's available publicly
- Prepare your clients for the future of proactive health
- Keep informed – your clients will be!





**You can't assess the health of our economy without understanding the health economy.**

**In a world where increasingly powerful preventions and interventions are available, who will meet the market's expectations?**

# The Medicine Gap

Introducing Rachel Smalley



Yvonne: This is Kate Diamond  
and we're just going to pause video for a



# nib non-PHARMAC cover

## non-PHARMAC base cover benefit

- Included in the base cover:
  - Ultimate Health Max – Up to maximums for Hospital Surgical \$600k / Hospital Medical \$300k benefits, cancer and/or non-cancer drugs
  - Ultimate Health - \$20k (chemotherapy drugs only)
  - Easy Health - \$20k (chemotherapy drugs only)
  - Premier Health Business – no base cover benefit
- Medsafe approved drugs
- Hospital admission required

## non-PHARMAC Plus Option

- Add non-PHARMAC Plus Option to both new and existing, retail and group policies (excl Ultimate Health)
- Choose from five options between \$50k and \$300k
- Example premium (45yo M NS \$300k) - \$14.38 per month



# nib non-PHARMAC claim

- The member – an older male with stage 4 lung cancer
- The treatment - Osimertinib a cancer blocker drug
- He needs to take it for the rest of his life
- Costs \$10,000 per month
- First claimed in 2020. Current claim value is \$428,000
- PHARMAC received application for funding in November 2017 and still has 3 major steps to go before a decision is made

<https://connect.pharmac.govt.nz/apptacker/s/application-public/a102P000008ptxm/p000329>

# Mental Health cover





**One in five  
Kiwi's have  
experienced  
poor mental  
wellbeing**

**Mental health awareness has never been more prevalent in Aotearoa than it is right now.**

**What does mental illness look like:**

- Panic attacks and panic disorder
- Post-traumatic stress disorder
- Depression, anxiety, suicidal thoughts
- Bipolar disorder
- Eating disorders
- Obsessive compulsive disorder
- Schizophrenia

# What can help?



Talk, talk,  
talk and  
talk

- Talk to family
- Talk to friends
- Talk to a professional – that's where nib can help.



# nib's complementary Mental Health cover



Available on all Ultimate Health policies issued after 21 April 2018

\$2,500pa available for a registered psychologist or psychiatrist after a referral from the GP

No waiting periods or excess

100% reimbursement (up to benefit level)

All lives insured are covered regardless of age

No exclusions for any pre-existing conditions



**nib adviser  
access**



# Give the gift of health insurance

**12 months free child health cover per new adult on the same policy\***

For a limited time, for every adult covered by a new Ultimate Health, Ultimate Health Max or Easy Health policy, before 29 February 2024, **one child will be covered FREE for a year with our Base Cover.**

**Offer available exclusively through nibAPPLY.**

\*This offer is available to new members only. One child will receive 12 months free base cover with each insured adult on the same policy - applicable when you sign up to Easy Health, Ultimate Health or Ultimate Health Max. A "child" is a new member of nib and under the age of 21 years old. Usual underwriting terms apply. Terms and conditions apply.





# Group health continuation campaign



## Premium reduction

- Lower Premier Health Business continuation premiums than have been applied previously

## Arrears relief or cover – member's choice of:

- nib writes off the premium arrears if the member accepts continuation before 60 days grace period ends (no claims can be made during premium write off period) *OR*
- Member pays the arrears and can claim in 60-day period.

## Adviser remuneration:

- Commission payments will continue (at policy renewals) *PLUS* \$100 (GST inclusive) per policy one-off upfront payment (paid in commission run after first premium payment)
- Applies to any new policies that are continuations of a group cover from 1 April 2023 to 31 March 2024

# Questions?

Thank you for joining us  
and for your ongoing support



