



PEX PharmaSequence monthly report - September 2019

Total open market (sell-out report)

	September 2019	Change in comparison to			Cumulative YTD		Forecast		
		August 2019	January 2019	September 2018	2019	Change vs 2018	2019	Change vs 2018	Change vs 2017
Total turnover (PLN million)									
Total open market ¹	3 071	8.0%	-7.1%	8.8%	27 231	7.8%	36 566	5.7%	10.8%
Rx reimbursed ²	1 013	2.4%	-6.2%	3.5%	9 331	4.1%	12 523	2.8%	7.3%
Rx nonreimbursed ³	677	3.7%	-3.9%	12.1%	6 079	10.3%	8 139	8.4%	12.1%
Non Rx products ⁴	1 358	15.3%	-9.2%	11.4%	11 609	9.6%	15 615	6.7%	12.9%
Reimbursement									
Reimbursement value (PLN million)	763	3.2%	-4.4%	5.2%	6 992	6.6%	9 388	5.1%	11.5%
Reimbursement share in total turnover	24.9%	-4.5%	2.9%	-3.3%	25.7%	-1.1%	25.7%	-0.6%	0.6%
Reimbursement share in reimbursed sales	74.2%	0.8%	2.1%	1.6%	73.8%	2.1%	73.8%	1.8%	3.7%
Average price per pack (PLN)									
Total ¹	21.6	-0.3%	3.5%	3.0%	21.1	0.7%	21.1	1.4%	4.2%
For reimbursed Rx products ²	28.4	0.8%	2.0%	0.6%	28.4	0.6%	28.4	1.4%	3.4%
For nonreimbursed Rx products ³	26.8	-0.3%	4.6%	3.5%	26.8	3.5%	26.8	5.7%	9.1%
For Non Rx products ⁴	16.8	1.5%	2.9%	4.9%	16.8	4.9%	16.8	6.1%	10.1%
Average mark-up									
Total ¹	25.3%	2.0%	2.0%	0.0%	24.7%	-1.3%	24.6%	-1.6%	-2.4%
For reimbursed Rx products ²	21.2%	10.5%	10.9%	10.4%	19.3%	3.4%	19.1%	2.3%	3.1%
For nonreimbursed Rx products ³	23.1%	10.7%	11.2%	0.7%	21.0%	-9.2%	21.1%	-7.7%	-14.9%
For Non Rx products ⁴	27.5%	-7.7%	-4.6%	-7.2%	29.1%	-1.2%	28.7%	-2.6%	-2.4%
Average pharmacy									
Number of patients in pharmacies	3 960	8.5%	-5.7%	9.1%	34 240	6.7%	45 942	4.9%	6.6%
Total turnover (PLN thousand) ¹	219	8.4%	-3.5%	14.4%	1 905	13.0%	2 574	10.9%	17.0%

- Total pharmacy turnover cumulative in PLN million -

2019	Pharmacy market total ¹		Rx reimbursed prescriptions ²		Rx nonreimbursed prescriptions ³		Non Rx products ⁴	
	Total	Change vs 2018	Total	Change vs 2018	Total	Change vs 2018	Total	Change vs 2018
January	3 307	11.4%	1 079	6.1%	704	14.9%	1 495	14.0%
February	6 359	9.9%	2 097	7.5%	1 361	11.9%	2 851	10.7%
March	9 462	6.4%	3 156	4.3%	2 045	8.8%	4 191	6.7%
April	12 457	8.0%	4 196	5.4%	2 719	10.0%	5 447	9.1%
May	15 427	9.0%	5 248	6.3%	3 397	11.1%	6 663	10.1%
June	18 271	7.8%	6 240	3.6%	4 042	9.8%	7 849	10.4%
July	21 318	8.5%	7 329	4.7%	4 750	10.8%	9 072	10.5%
August	24 160	7.7%	8 318	4.2%	5 402	10.1%	10 250	9.4%
September	27 231	7.8%	9 331	4.1%	6 079	10.3%	11 609	9.6%
October								
November								
December								

Retail sales in PLN

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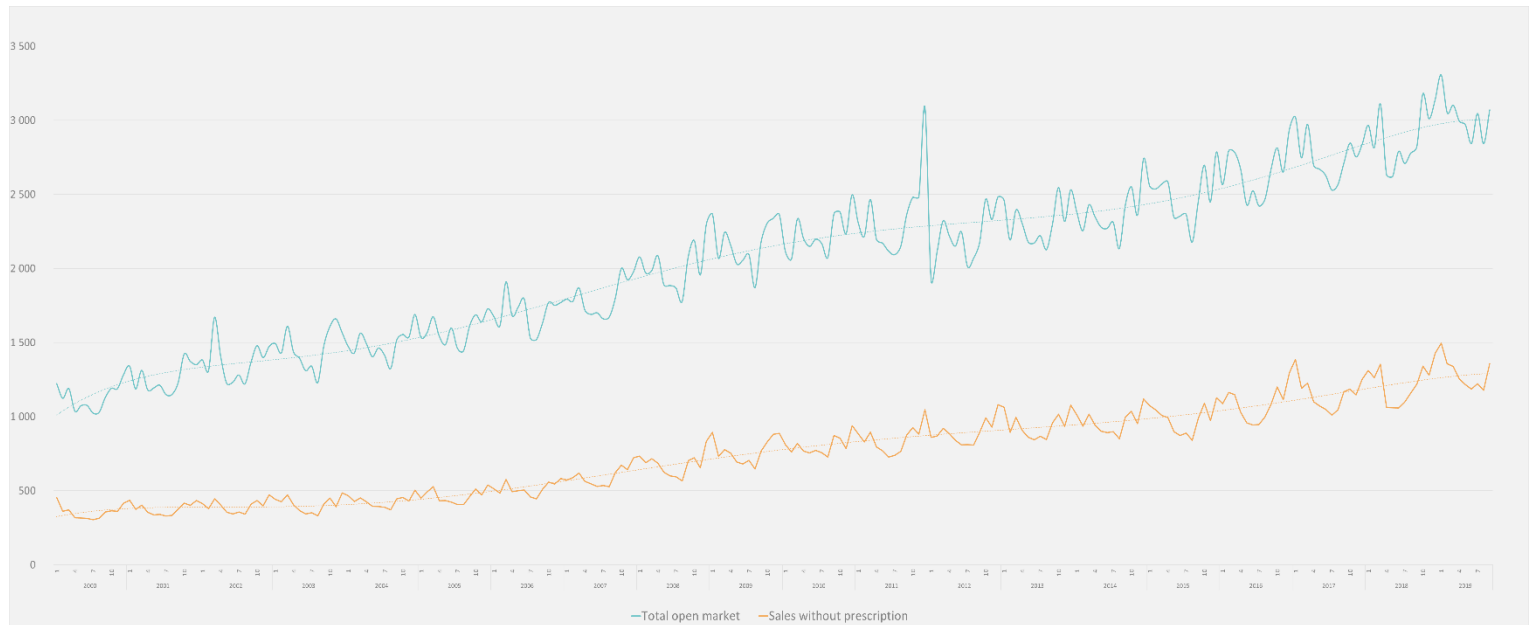
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



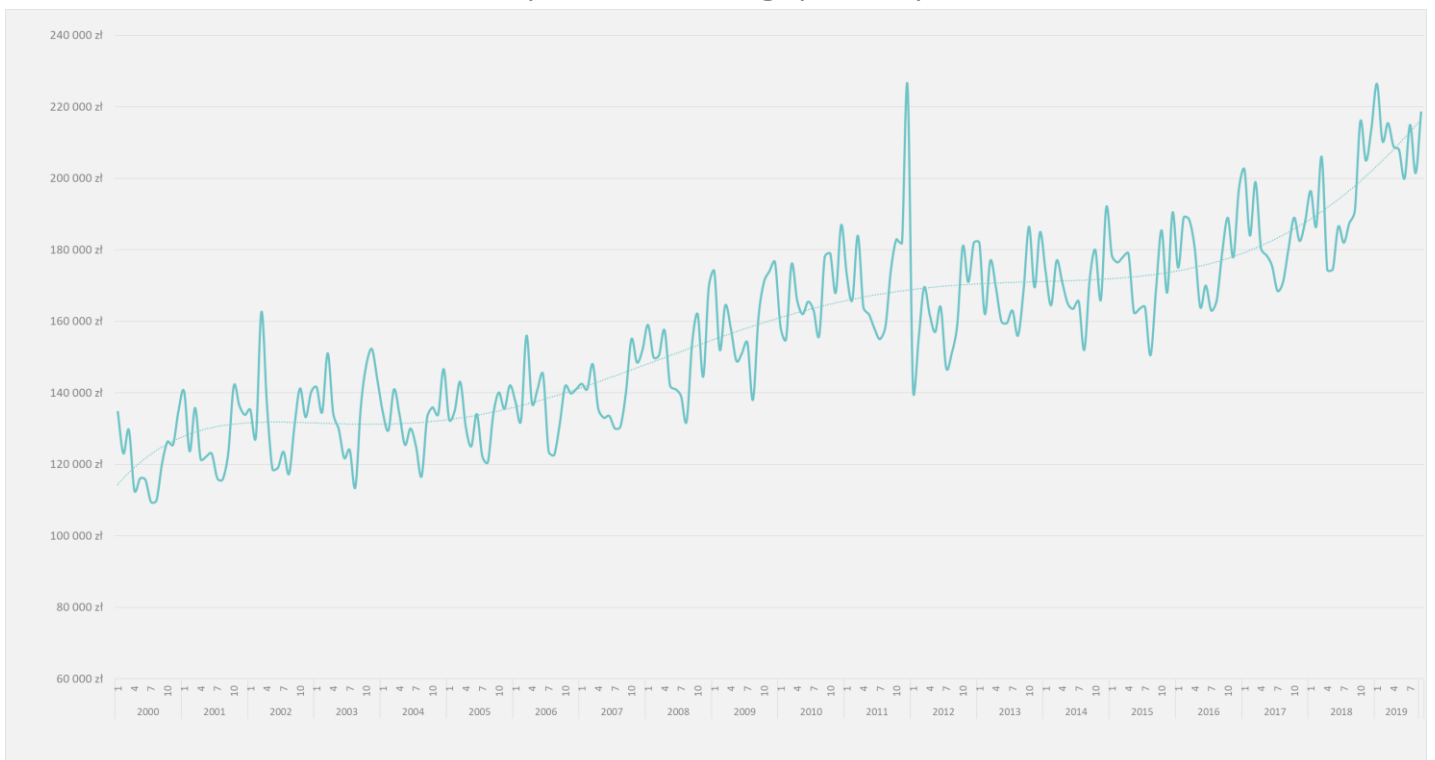
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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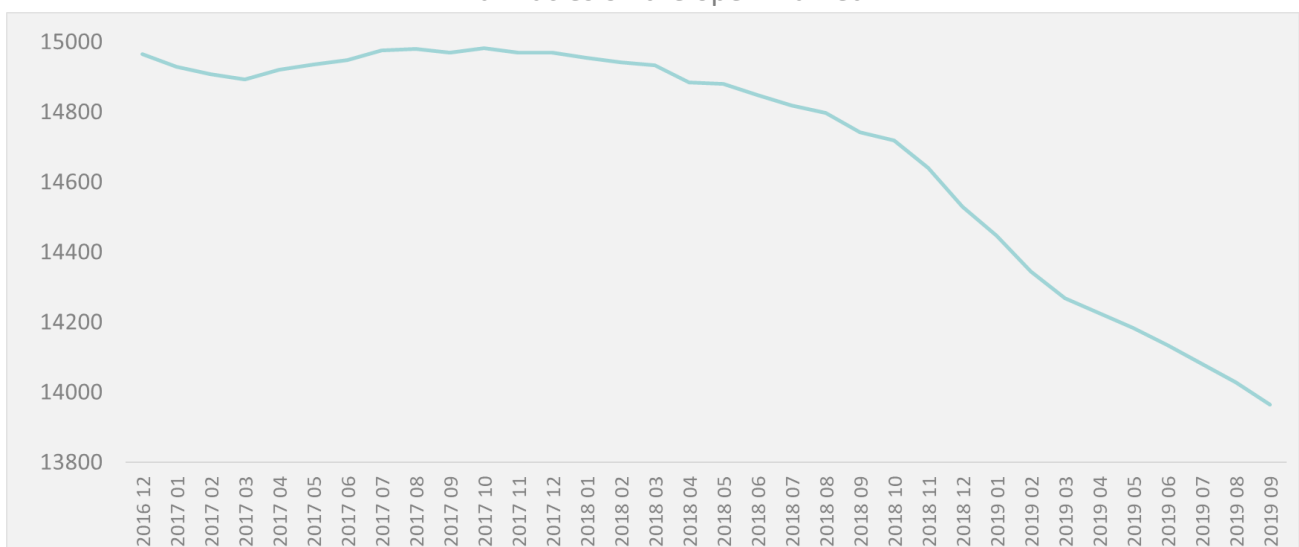
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Average pharmacy

	September'19	YTD'2019	August'19	Change		September'18	Change		YTD'2018	Change	
				Value	%		Value	%		Value	%
Total turnover (thousand PLN)											
Total open market ¹	219	1 905	202	17.0	8.4%	191	27.5	14.4%	1 685	219.5	13.0%
Rx reimbursed ²	72	653	70	1.9	2.8%	66	5.9	8.8%	598	54.7	9.1%
Rx nonreimbursed ³	48	425	46	1.9	4.1%	41	7.3	17.8%	368	57.7	15.7%
Non Rx products ⁴	97	812	84	13.1	15.7%	83	14.2	17.2%	706	105.3	14.9%
Average price⁵ per pack (PLN)											
Total ¹	21.6	21.4	21.7	-0.07	-0.3%	21.0	0.6	3.0%	20.7	0.7	3.2%
For reimbursed Rx products ²	28.4	28.2	28.2	0.2	0.8%	28.2	0.2	0.6%	27.9	0.3	1.0%
For nonreimbursed Rx products ³	26.8	26.3	26.9	-0.1	-0.3%	25.9	0.9	3.5%	25.2	1.0	4.1%
For Non Rx products ⁴	16.8	16.4	16.5	0.2	1.5%	16.0	0.8	4.9%	15.7	0.7	4.7%
Average mark-up*											
Total ¹	25.3%	24.69%	24.8%	0.5%	2.0%	25.3%	0.0%	0.0%	25.0%	-0.3%	-1.3%
For reimbursed Rx products ²	21%	19.3%	19.2%	2.0%	10.5%	19.2%	2.0%	10.4%	18.7%	0.6%	3.0%
For nonreimbursed Rx products ³	23%	21.0%	20.8%	2.2%	10.7%	22.9%	0.2%	0.7%	23.1%	-2.0%	-8.8%
For Non Rx products ⁴	28%	29.1%	29.8%	-2.3%	-7.7%	29.7%	-2.1%	-7.2%	29.5%	-0.4%	-1.4%
Number of patients											
Total ¹	3 960	34 240	3 650	310	8.5%	3 630	330	9.1%	32 090	2150	6.7%
For reimbursed Rx products ²	760	6 800	710	50	7.0%	680	80	11.8%	6 300	500	7.9%
For nonreimbursed Rx products ³	790	6 970	750	40	5.3%	710	80	11.3%	6 560	410	6.3%
For Non Rx products ⁴	3 290	28 390	3 000	290	9.7%	3 040	250	8.2%	26 710	1680	6.3%
Number of pharmacies - summary[#]											
	13 965	14 186	14 028	-63	-0.4%	14 741	-776	-5.3%	14 866	-680	-4.6%

*Values in „Change – value“ for average mark-up in percentage points
[#] Number of pharmacies based on PEX's analysis.

- Pharmacies on the open market -



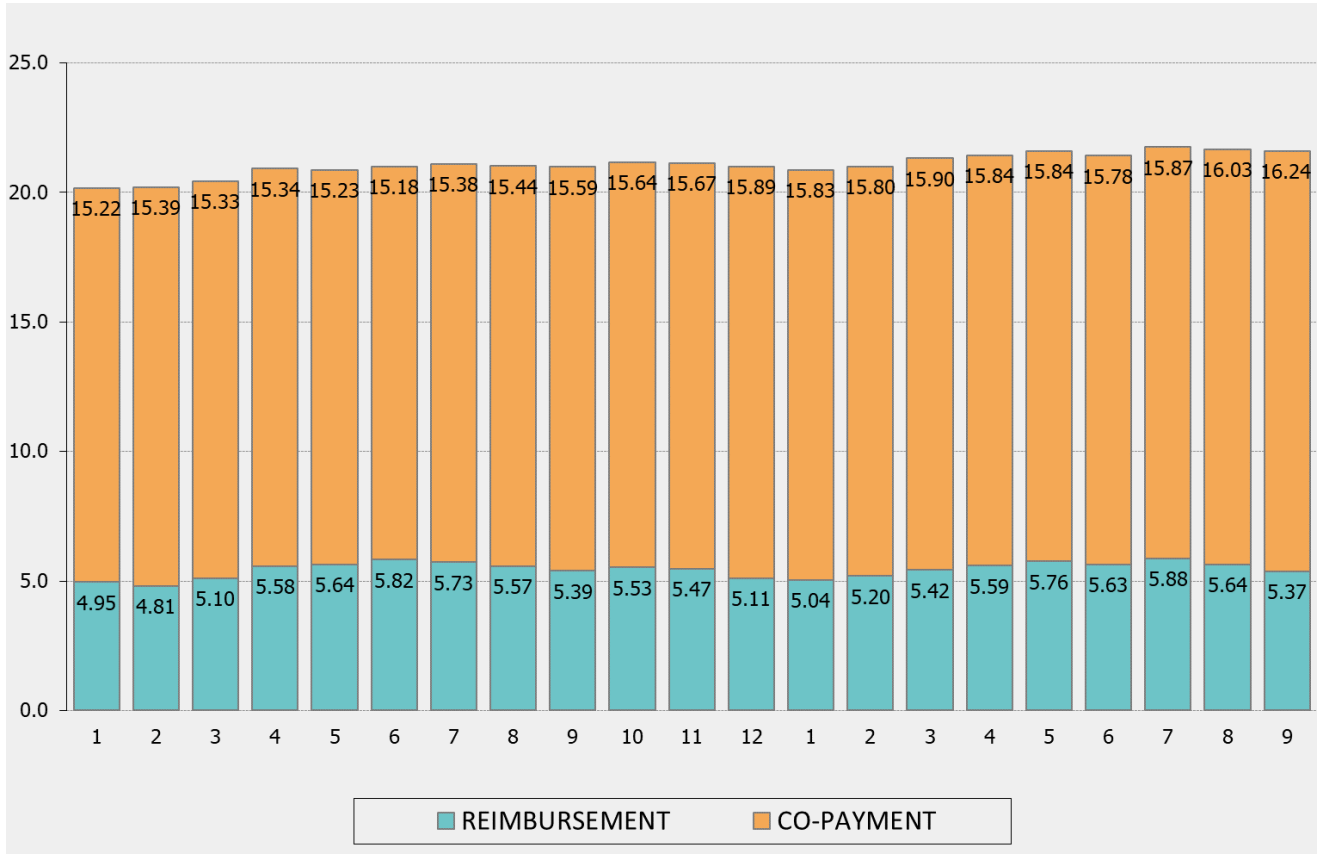
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Price

- Structure of the average retail price⁵ -



All amounts are retail open pharmacy sales in PLN

Most important terms:

¹ Total open pharmacy market sales

² Total sales of Rx products covered by NHF reimbursement

³ Total sales of Rx products not covered by NHF reimbursement

⁴ Total sales of products available without prescription, including OTC medicines, food supplements, herbs, patches, medical devices, etc.

⁵ The calculation of the average price is based on products categorized and included in the pharmacy data database operated by PEX PharmaSequence and Kamsoft (Omnibus) – they make up 97% of the pharmacy market.

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PEX PharmaSequence commentary

The pharmacy market in September 2019 saw sales go close to 3 070.8m PLN. Value of sales compared to September 2018 grew by over 248.6m PLN (+8.8%). Compared to August of 2019, sales grow by approximately 228.4m PLN (+8%).

Compared to the same period of 2018 the value of tracked segments grew for all monitored segments. Sales based on non-reimbursed prescriptions grew by 72.9m PLN (+12.1%), the non-prescription segment grew by 139.3m PLN (+11.4%), sales based on reimbursed prescriptions grow by 34.4m PLN (+3.5%).

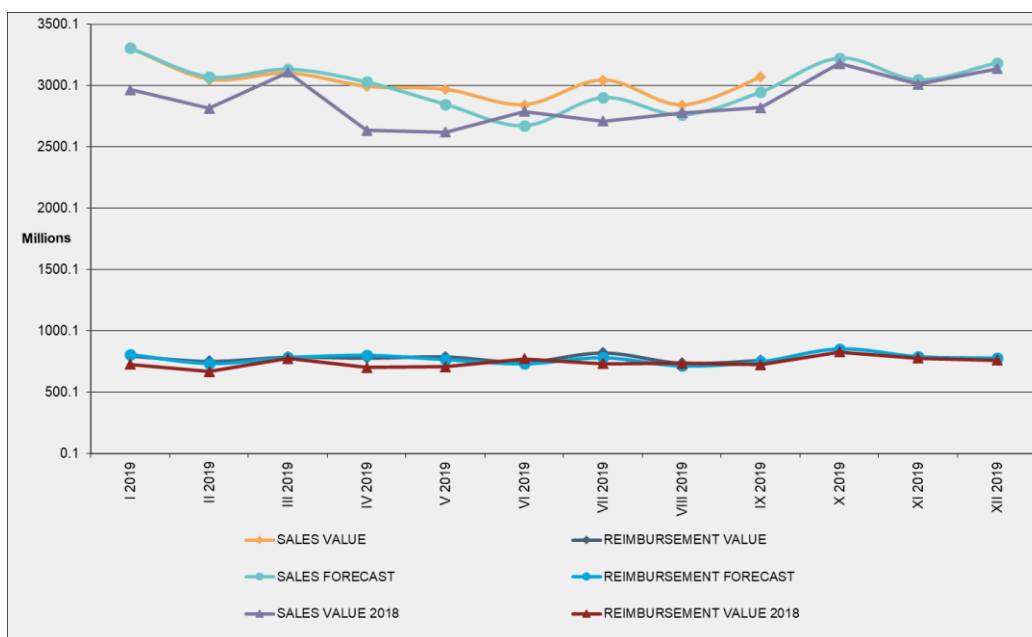
Compared to the previous month, value of sales grew for all monitored segments. Value of reimbursed prescriptions grew by 23.7m PLN (+2.4%), value of non-reimbursed Rx drugs grew by 24.2m PLN (+3.7%) and value of products sold without a prescription grew by 180.2m PLN (+8%).

The average retail drug price in September 2019 was 21.6 PLN and was 0.3% lower than in the previous month, and 3% higher than the average price in September 2018. The average retail price of reimbursed prescriptions was 28.4 PLN (+0.6% vs September 2018), 26.8 PLN for non-reimbursed prescriptions (+3.5% vs September 2018) and 16 PLN for products sold without a prescription (+4.9% vs September 2018).

Average pharmacy margin for all drugs in September 2019 was 25.3% and was the same as margin in the same period of 2018. Compared to August 2019, the average pharmacy margin was higher by 2%.

Drug reimbursement by the National Health Fund in September was in the amount almost 763m PLN, 5.3% more than in the same period of 2018. The level of patient copayment for reimbursed drugs in September was 24.9%, lower by 1.1pp. compared to previous month.

- Monthly turnover value forecast (PLN million, retail gross prices) -

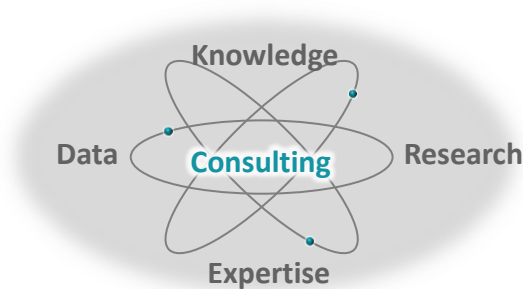


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About us

PEX PharmaSequence is a Polish **consulting and research** company with its own wide-ranging resources of market data. We specialize in services for entities operating in the broadly defined healthcare market.

As a result of numerous projects, carried out over **almost 20 years** of the company's operations on the Polish market, for innovative, generic, and OTC producers, PEX PharmaSequence has gained unique expertise that allows us to provide our Clients with valuable support.



It is not without significance that our team, comprising **60+ people**, has the benefit of experience gained in service companies specializing in the pharma sector, as well as industry experience acquired in local and global pharmaceutical companies.

Our expertise and competencies as well as our **knowledge of the Polish pharma** market enable us to develop proposals and efficiently carry out projects, which offer added value to our Clients' business decisions.

We would like to hear from you!

www.pexps.pl more info

Ask us a question:
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Published on the 25th of October 2019, prepared by Marta Mazurek, Analyst based on PEX PharmaSequence data.

