



Warszawa, 31.08.2022

MONTHLY REPORT – JULY 2022

TOTAL OPEN MARKET (SELL-OUT REPORT)

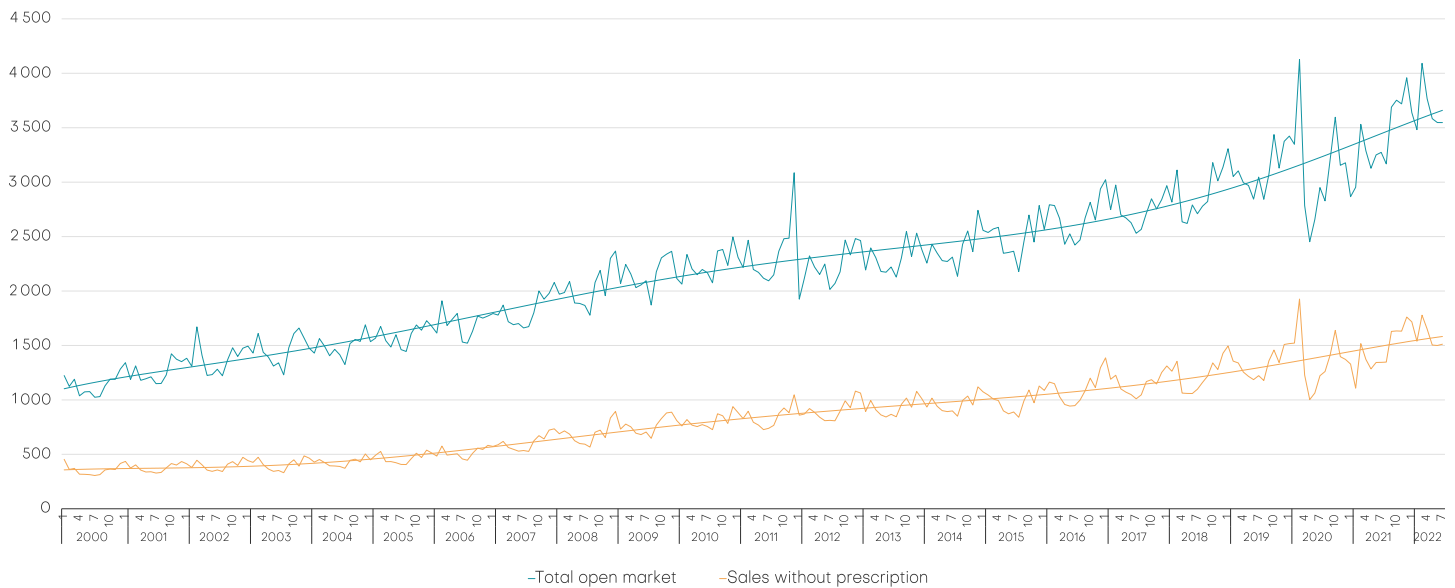
| | JULY 2022 | CHANGE IN COMPARISON TO | | | CUMULATIVE YTD | |
|--|--------------|-------------------------|-----------------|--------------|----------------|-------------------|
| | | JUNE 2022 | JANUARY 2022 | JULY 2021 | 2022 | CHANGE VS 2021 |
| TOTAL TURNOVER (PLN MILLION) | | | | | | |
| Total open market ¹ | 3 547 | 0.0% | -2.5% | 8.4% | 25 657 | 15.1% |
| Rx reimbursed ² | 1 077 | -0.3% | 6.4% | 1.4% | 7 605 | 6.2% |
| Rx nonreimbursed ³ | 923 | -1.4% | 5.2% | 10.2% | 6 621 | 17.5% |
| Non Rx products ⁴ | 1 512 | 0.8% | -11.9% | 12.4% | 11 201 | 20.5% |
| REIMBURSEMENT | | | | | | |
| Reimbursement value (PLN million) | 816 | -0.1% | 6.8% | 2.1% | 5 743 | 6.4% |
| Reimbursement share In total turnover | 23.0% | -0.1% | 9.5% | -5.8% | 22.4% | -7.6% |
| Reimbursement share In reimbursed sales | 74.4% | 0.0% | 0.5% | 0.5% | 74.1% | 0.1% |
| AVERAGE PRICE PER PACK (PLN) | | | | | | |
| Total ¹ | 25.8 | 0.4% | 5.9% | 7.5% | 24.7 | 10.4% |
| For reimbursed Rx products ² | 30.8 | 0.5% | 2.8% | 3.2% | 30.3 | 1.7% |
| For nonreimbursed Rx products ³ | 33.9 | 1.7% | 8.2% | 10.2% | 32.0 | 3.8% |
| For Non Rx products ⁴ | 20.2 | 0.1% | 1.9% | 9.4% | 19.5 | 5.7% |
| AVERAGE MARK-UP | | | | | | |
| Total ¹ | 24.9% | -1.6% | -2.4% | 1.6% | 25.2% | 2.5% |
| For reimbursed Rx products ² | 17.7% | -1.7% | -0.2% | -2.1% | 18.0% | -2.9% |
| For nonreimbursed Rx products ³ | 21.3% | -8.1% | -1.5% | -1.4% | 22.4% | 1.4% |
| For Non Rx products ⁴ | 29.8% | 0.6% | 1.8% | 2.3% | 29.4% | 2.7% |
| AVERAGE PHARMACY | | | | | | |
| Number of patients in pharmacies | 4 020 | -0.2% | -3.8% | 3.9% | 29 150 | 15.0% |
| Total turnover (PLN thousand) ¹ | 273 | 0.2% | -1.6% | 10.8% | 1 967 | 17.6% |

TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

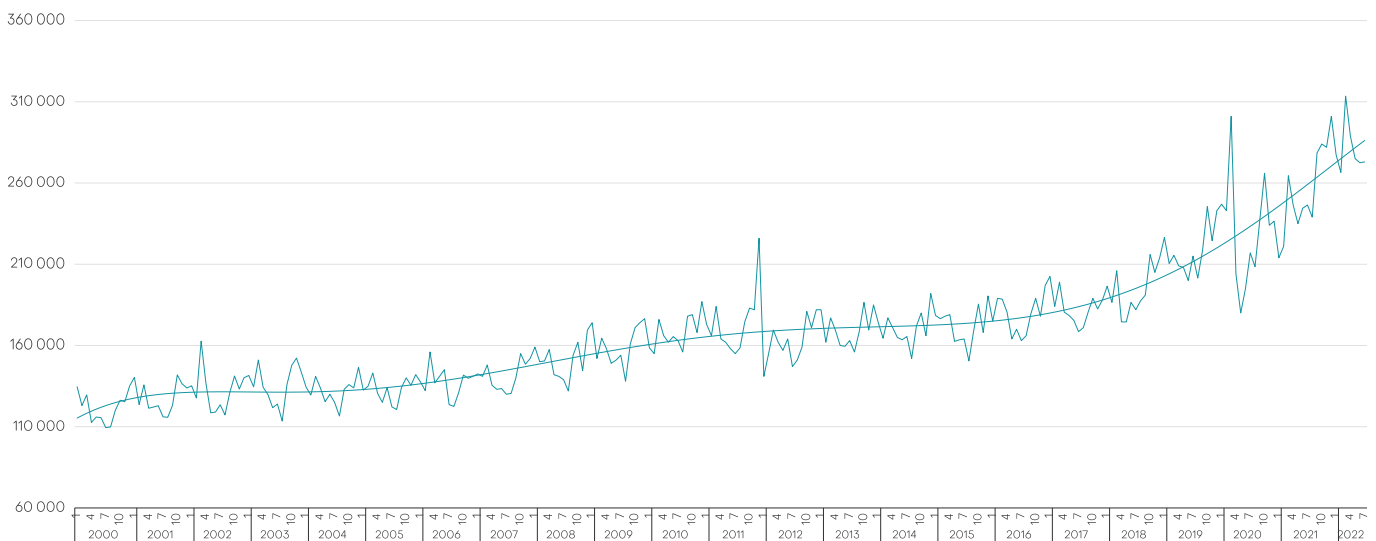
| 2022 | PHARMACY MARKET TOTAL ¹ | | RX REIMBURSED PRESCRIPTIONS ² | | RX NONREIMBURSED PRESCRIPTIONS ³ | | NON RX PRODUCTS ⁴ | |
|-----------|------------------------------------|-------------------|--|-------------------|---|-------------------|------------------------------|-------------------|
| | TOTAL | CHANGE VS 2021 | TOTAL | CHANGE VS 2021 | TOTAL | CHANGE VS 2021 | TOTAL | CHANGE VS 2021 |
| January | 3 639 | 26.9% | 1 012 | 18.6% | 877 | 33.5% | 1 717 | 29.2% |
| February | 7 120 | 22.4% | 2 053 | 12.6% | 1 749 | 16.0% | 3 256 | 33.6% |
| March | 11 212 | 19.9% | 3 276 | 11.1% | 2 806 | 18.6% | 5 034 | 27.3% |
| April | 14 979 | 18.5% | 4 373 | 8.7% | 3 791 | 19.2% | 6 686 | 25.5% |
| May | 18 562 | 17.7% | 5 449 | 8.0% | 4 762 | 19.9% | 8 190 | 23.9% |
| June | 22 110 | 16.3% | 6 528 | 7.0% | 5 698 | 18.8% | 9 689 | 21.8% |
| July | 25 657 | 15.1% | 7 605 | 6.2% | 6 621 | 17.5% | 11 201 | 20.5% |
| August | | | | | | | | |
| September | | | | | | | | |
| October | | | | | | | | |
| November | | | | | | | | |
| December | | | | | | | | |

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN



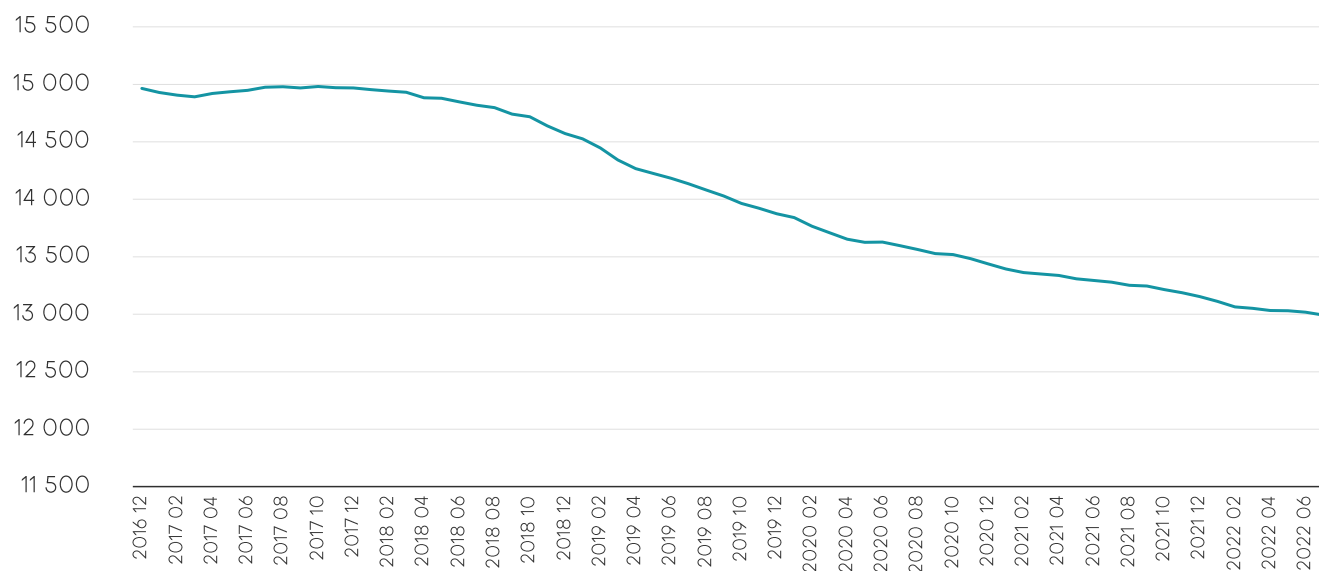
AVERAGE PHARMACY

| | JULY'22 | YTD'2021 | JUNE'22 | CHANGE | | JULY'21 | CHANGE | | YTD'2020 | CHANGE | | |
|---|---------|----------|---------|--------|--------|---------|--------|-------|----------|--------|-------|--|
| | | | | VALUE | % | | VALUE | % | | VALUE | % | |
| TOTAL TURNOVER (THOUSAND PLN) | | | | | | | | | | | | |
| Total open market ¹ | 273 | 1 967 | 273 | 0.5 | 0.2% | 247 | 26.5 | 10.8% | 1 672 | 295.0 | 17.6% | |
| Rx reimbursed ² | 83 | 583 | 83 | -0.1 | -0.1% | 80 | 2.9 | 3.6% | 537 | 45.7 | 8.5% | |
| Rx nonreimbursed ³ | 71 | 508 | 72 | -0.8 | -1.2% | 63 | 8.0 | 12.6% | 423 | 85.0 | 20.1% | |
| Non Rx products ⁴ | 116 | 859 | 115 | 1.2 | 1.0% | 101 | 15.1 | 14.9% | 698 | 161.2 | 23.1% | |
| AVERAGE PRICE⁵ PER PACK (PLN) | | | | | | | | | | | | |
| Total ¹ | 26 | 25 | 25.7 | 0.1 | 0.4% | 24.0 | 1.8 | 7.5% | 23.8 | 1.3 | 5.4% | |
| For reimbursed Rx products ² | 31 | 30 | 30.6 | 0.2 | 0.5% | 29.8 | 1.0 | 3.2% | 29.7 | 0.8 | 2.8% | |
| For nonreimbursed Rx products ³ | 34 | 33 | 33.4 | 0.6 | 1.7% | 30.8 | 3.1 | 10.2% | 30.3 | 2.3 | 7.7% | |
| For Non Rx products ⁴ | 20 | 20 | 20.2 | 0.0 | 0.1% | 18.5 | 1.7 | 9.4% | 18.5 | 1.5 | 8.1% | |
| AVERAGE MARK-UP* | | | | | | | | | | | | |
| Total ¹ | 24.9% | 25.2% | 25.3% | -0.4% | -1.6% | 24.5% | 0.4% | 1.6% | 24.6% | 0.6% | 2.5% | |
| For reimbursed Rx products ² | 17.7% | 17.9% | 18.0% | -0.3% | -1.7% | 18.1% | -0.4% | -2.1% | 18.5% | -0.5% | -2.9% | |
| For nonreimbursed Rx products ³ | 21.3% | 22.3% | 23.2% | -1.9% | -8.1% | 21.6% | -0.3% | -1.4% | 22.0% | 0.3% | 1.5% | |
| For Non Rx products ⁴ | 29.8% | 29.4% | 29.6% | 0.2% | 0.6% | 29.1% | 0.7% | 2.3% | 28.7% | 0.7% | 2.6% | |
| NUMBER OF PATIENTS | | | | | | | | | | | | |
| Total ¹ | 4 020 | 29 150 | 4 030 | -10 | -0.2% | 3 870 | 150 | 3.9% | 25 340 | 3 810 | 15.0% | |
| For reimbursed Rx products ² | 830 | 6 430 | 970 | -140 | -14.4% | 920 | -90 | -9.8% | 5 990 | 440 | 7.3% | |
| For nonreimbursed Rx products ³ | 870 | 6 390 | 910 | -40 | -4.4% | 820 | 50 | 6.1% | 5 530 | 860 | 15.6% | |
| For Non Rx products ⁴ | 3 270 | 23 560 | 3 180 | 90 | 2.8% | 3 090 | 180 | 5.8% | 20 410 | 3 150 | 15.4% | |
| NUMBER OF PHARMACIES - SUMMARY[#] | | | | | | | | | | | | |
| | 12 993 | 13 043 | 13 019 | -26 | -0.2% | 13 280 | -261 | -2.0% | 13 332 | -289 | -2.2% | |

* Wartości w kolumnach „Zmiana-Wartość” dla średniej marży podane w punktach procentowych

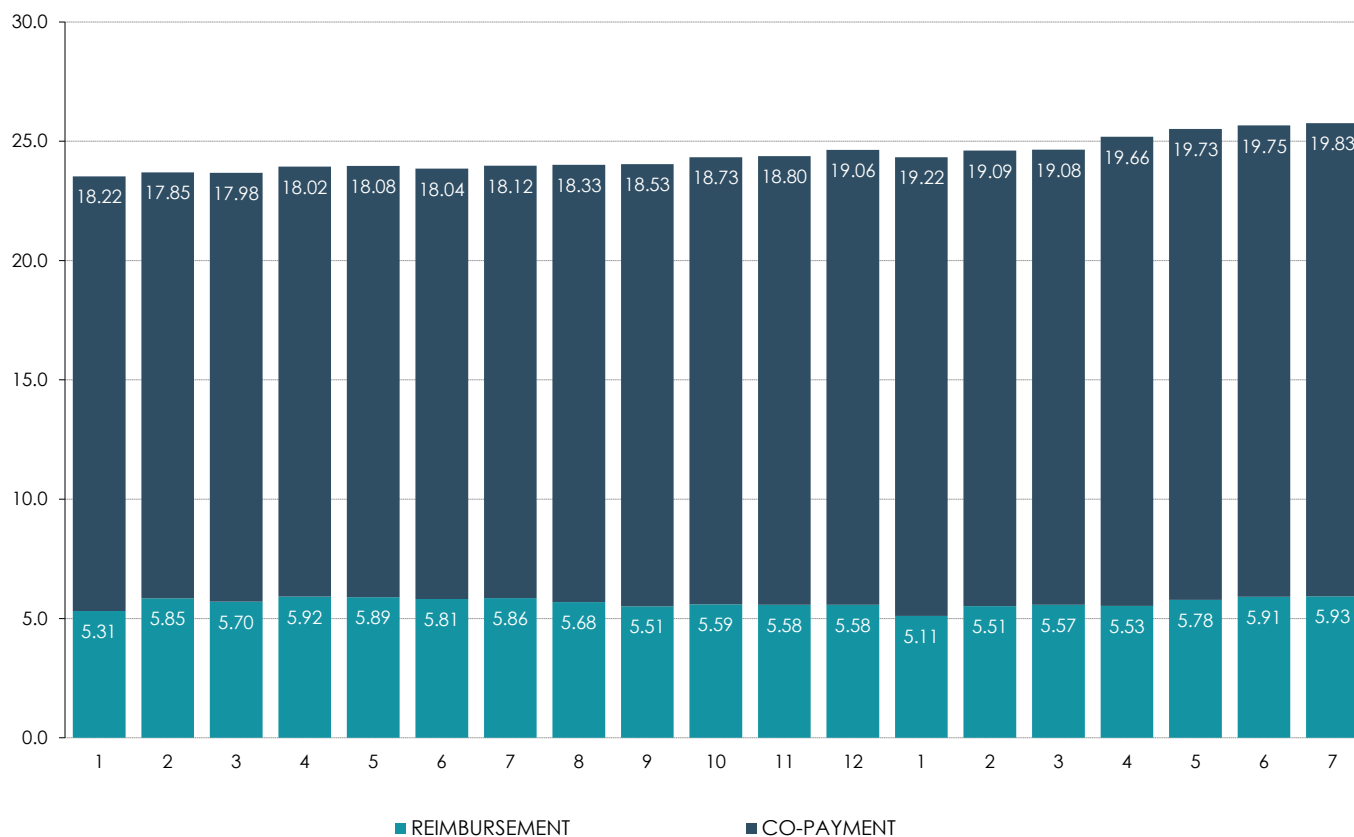
Liczba aptek opracowana na podstawie analizy PEX PharmaSequence

PHARMACIES ON THE OPEN MARKET



PRICE

STRUCTURE OF THE AVERAGE RETAIL PRICES⁵



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 Kamssoft (Omnibus) – they make up 97% of the pharmacy market.

PEX PHARMASEQUENCE COMMENTARY

The pharmacy market in July 2022 saw sales go close to 3547.1m PLN. Value of sales compared to July 2021 grew by 273.6m PLN (+8.4%). Compared to June of 2022, sales remained stable,

Compared to the same period of 2021 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 14.9m PLN (+1.4%), sales based on non-reimbursed prescriptions grew by 85.3m PLN (+10.2%), the non-prescription segment grew by 166.9m PLN (+12.4%).

Compared to the previous month, the value of tracked segments grew for one monitored segments. Value of reimbursed prescriptions fell by 3m PLN (-0.3%), value of non-reimbursed RX drugs fell by 12.8m PLN (-1.4%) and value of products sold without a prescriptions grew by 12.2m PLN (+0.8%).

The average retail drug price in July 2022 was 25.8 PLN and was 0.4% higher than the average price in the previous month, and 7.5% higher than the average price in July 2021. The average retail price of reimbursed prescription was 30.8 PLN (+3.2% vs July 2021), 33.9 PLN for non-reimbursed prescriptions (+10.2% vs July 2021) and 20.2 PLN for products sold without a prescription (+9.4% vs July 2021).

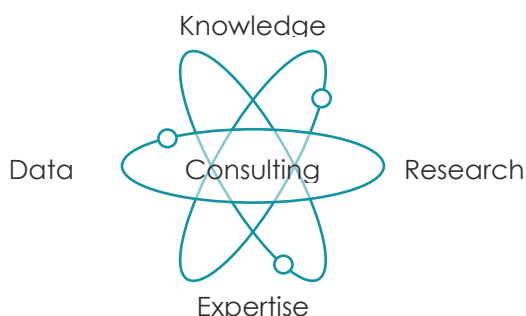
Average pharmacy margin for all drugs in July 2022 was 24.9% and was higher by 1.6% than margin in the same period of 2021. Compared to June 2022, the average pharmacy margin was lower by 1.6%.

Drug reimbursement by the National Health Fund in July was in the amount 816m PLN, 2.1% more than in the same period of 2021. The level of patient copayment for reimbursed drugs in July was 23%, fell by 0p.p. compared to previous month.

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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