pex PharmaSequence

Warszawa, 27.09.2022

MONTHLY REPORT – AUGUST 2022

TOTAL OPEN MARKET (SELL-OUT REPORT)

	AUGUST 2022	CHANGE IN COMPARISON TO JULY 2022	JANUARY 2022	AUGUST 2021	CUMULATIVE YTD 2022	CHANGE VS 2021
TOTAL TURNOVER (PLN MILLION)						
Total open market [1]	3 624	2.2%	-0.4%	14.4%	29 280	15.0%
Rx reimbursed [2]	1 078	0.1%	6.6%	8.4%	8 683	6.4%
Rx nonreimbursed [3]	941	2.0%	7.3%	17.9%	7 563	17.6%
Non Rx products [4]	1 570	3.8%	-8.6%	16.5%	12 771	20.0%
REIMBURSEMENT						
Reimbursement value (PLN million)	821	0.6%	7.4%	9.5%	6 564	6.7%
Reimbursement share In total turnover	22.7%	-1.5%	7.9%	-4.3%	22.4%	-7.2%
Reimbursement share In reimbursed sales	74.8%	0.5%	1.1%	0.9%	74.2%	0.2%
AVERAGE PRICE PER PACK (PLN)						
Total [1]	25.9	0.5%	6.5%	7.9%	24.8	10.7%
For reimbursed Rx products [2]	30.6	-0.4%	2.4%	3.2%	30.4	2.3%
For nonreimbursed Rx products [3]	34.4	1.3%	9.6%	10.9%	32.2	4.0%
For Non Rx products [4]	20.4	1.1%	2.9%	9.3%	19.7	5.1%
AVERAGE MARK-UP						
Total [1]	25.6%	3.0%	0.4%	1.9%	25.3%	2.4%
For reimbursed Rx products [2]	18.4%	3.9%	3.7%	-0.4%	18.0%	-2.6%
For nonreimbursed Rx products [3]	21.6%	1.3%	-0.3%	-4.2%	22.3%	0.7%
For Non Rx products [4]	30.8%	3.4%	5.3%	4.2%	29.6%	2.8%
AVERAGE PHARMACY						
Number of patients in pharmacies	4 070	1.2%	-2.6%	7.7%	33 220	14.1%
Total turnover (PLN thousand) [1]	280	2.4%	0.7%	16.9%	2 247	17.6%

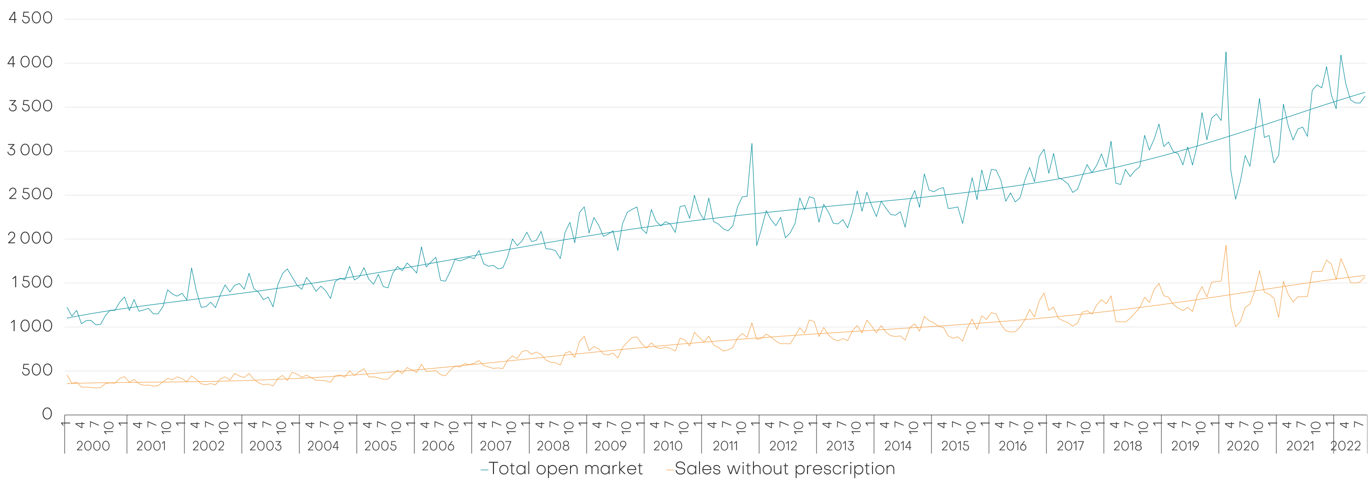
TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

2022	PHARMACY MARKET TOTAL [1] TOTAL	CHANGE VS 2021	RX REIMBURSED PRESCRIPTIONS [2] TOTAL	CHANGE VS 2021	RX NONREIMBURSED PRESCRIPTIONS [3] TOTAL	CHANGE VS 2021	NON RX PRODUCTS [4] 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	29 280	15.0%	8 683	6.4%	7 563	17.6%	12 771	20.0%
September								
October								
November								
December								

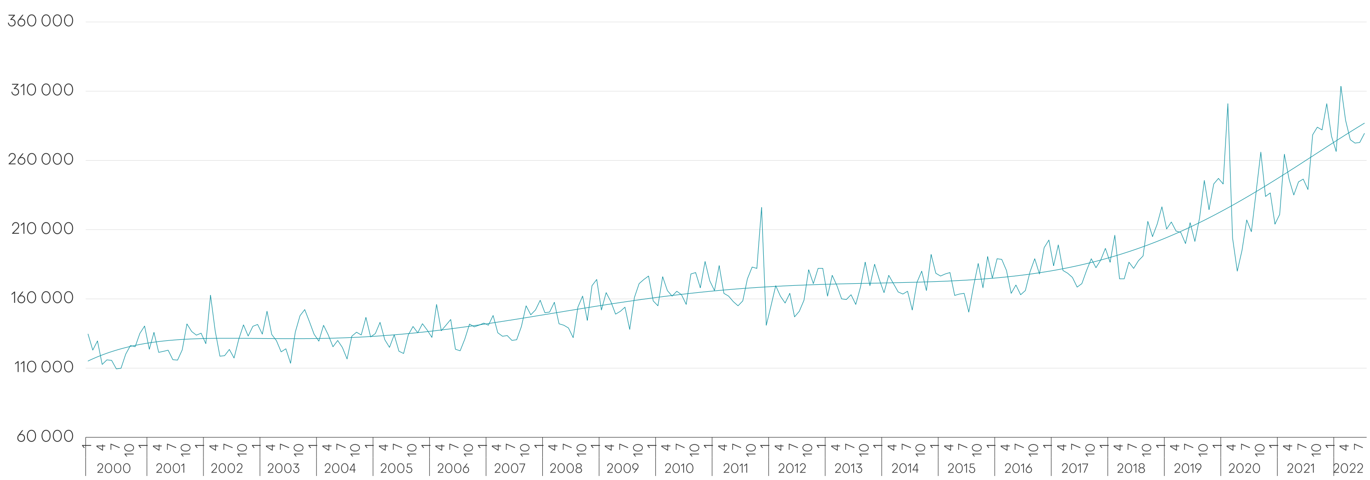
Retail sales in PLN

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN



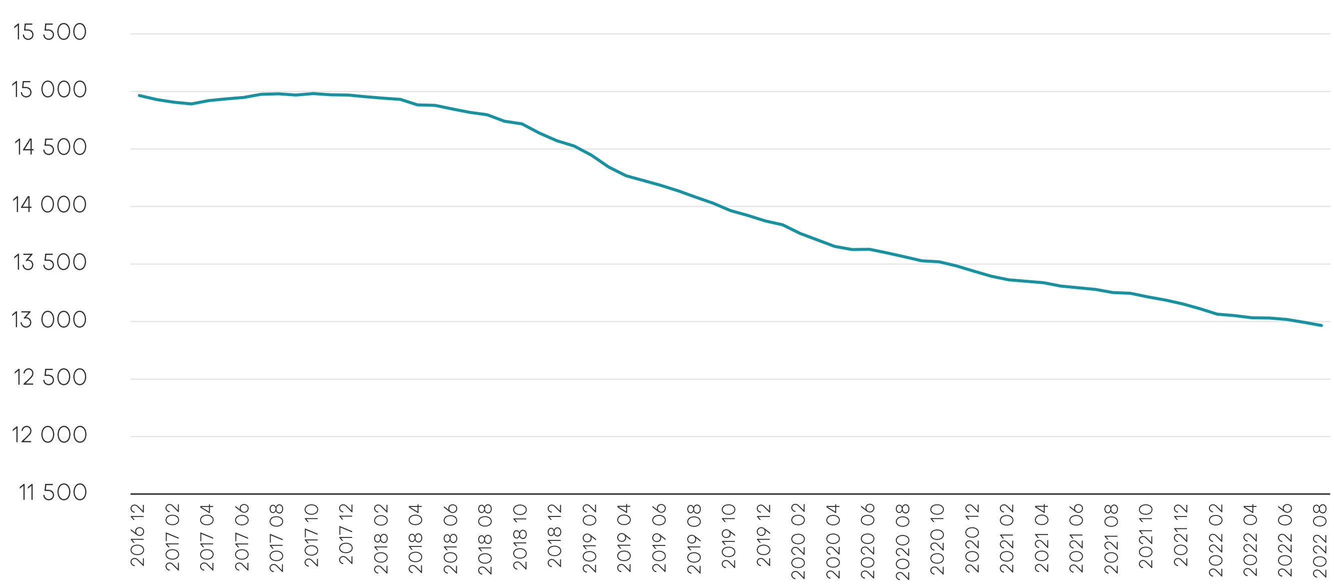
AVERRAGE PHARMACY

	AUGUST'22	YTD'2021	JULY'22	CHANGE		AUGUST'21	CHANGE		YTD'2020	CHANGE	
				VALUE	%		VALUE	%		VALUE	%
TOTAL TURNOVER (THOUSAND PLN)											
Total open market [1]	280	2 247	273	6.5	2.4%	239	40.5	16.9%	1 911	335.5	17.6%
Rx reimbursed [2]	83	666	83	0.3	0.4%	75	8.1	10.8%	612	53.8	8.8%
Rx nonreimbursed [3]	73	580	71	1.6	2.2%	60	12.3	20.5%	483	97.3	20.2%
Non Rx products [4]	121	980	116	4.7	4.0%	102	19.4	19.1%	799	180.6	22.6%
AVERAGE PRICE[5] PER PACK (PLN)											
Total [1]	26	25	25.8	0.1	0.5%	24.0	1.9	7.9%	23.8	1.4	5.7%
For reimbursed Rx products [2]	31	30	30.8	-0.1	-0.4%	29.7	1.0	3.2%	29.7	0.8	2.8%
For nonreimbursed products [3]	34	33	33.9	0.4	1.3%	31.0	3.4	10.9%	30.4	2.5	8.1%
For Non Rx products [4]	20	20	20.2	0.2	1.1%	18.7	1.7	9.3%	18.5	1.5	8.2%
AVERAGE MARK-UP*											
Total [1]	25.6%	25.3%	24.9%	0.7%	3.0%	25.1%	0.5%	1.9%	24.7%	0.6%	2.4%
For reimbursed Rx products [2]	18.4%	18.0%	17.7%	0.7%	3.9%	18.5%	-0.1%	-0.4%	18.5%	-0.5%	-2.6%
For nonreimbursed Rx products [3]	21.6%	22.2%	21.3%	0.3%	1.3%	22.5%	-0.9%	-4.2%	22.1%	0.2%	0.7%
For Non Rx products [4]	30.8%	29.6%	29.8%	1.0%	3.4%	29.6%	1.2%	4.2%	28.8%	0.8%	2.8%
NUMBER OF PATIENTS											
Total [1]	4 070	33 220	4 020	50	1.2%	3 780	290	7.7%	29 120	4 100	14.1%
For reimbursed Rx products [2]	830	7 260	830	0	0.0%	880	-50	-5.7%	6 870	390	5.7%
For nonreimbursed Rx products [3]	870	7 260	870	0	0.0%	780	90	11.5%	6 310	950	15.1%
For Non Rx products [4]	3 320	26 880	3 270	50	1.5%	3 020	300	9.9%	23 430	3 450	14.7%
NUMBER OF PHARMACIES - SUMMARY[#]	12 965	13 034	12 993	-28	-0.2%	13 253	-260	-2.0%	13 322	-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



COMPANIES WITH THE HIGHEST RETAIL SALES

THE HIGHEST SALES OF RX DRUGS IN PLN

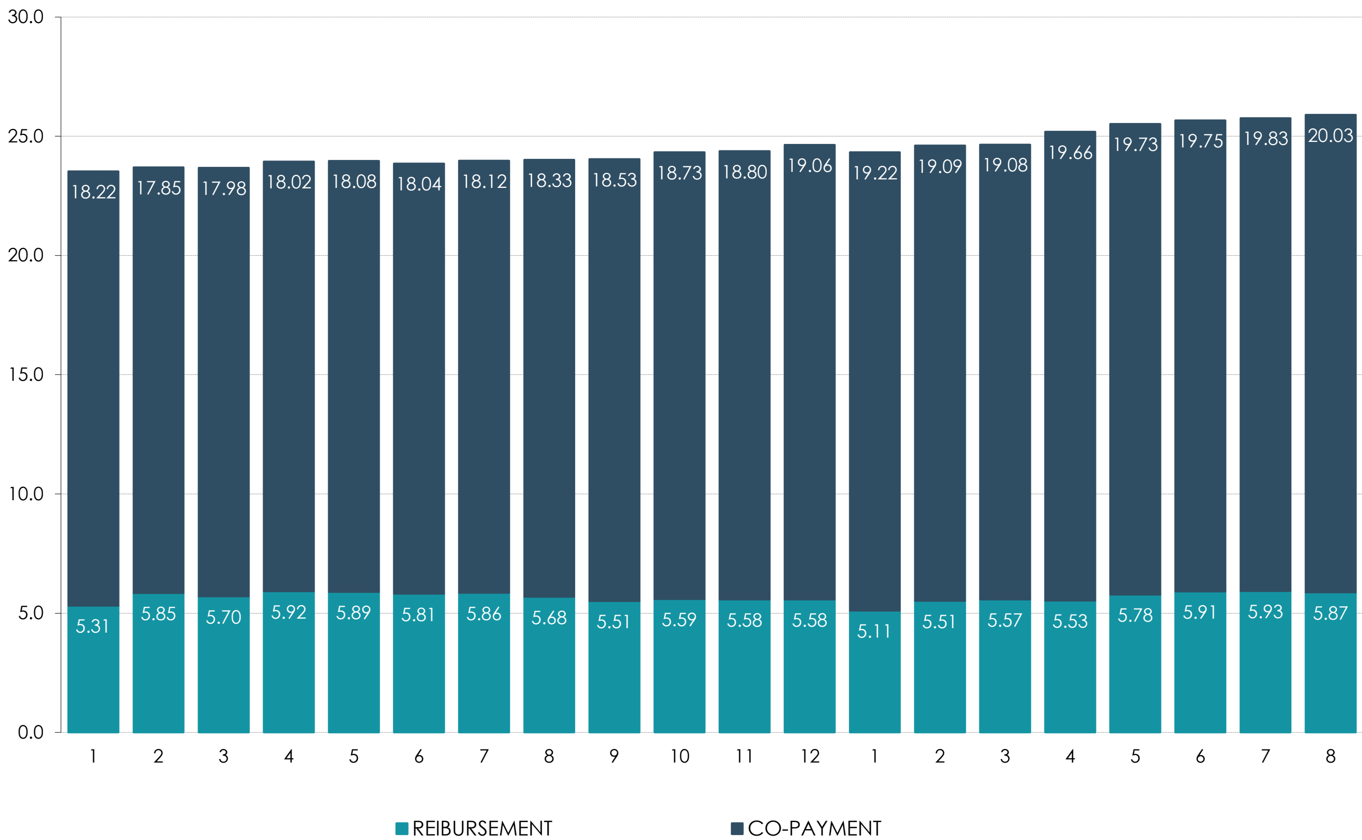
COMPANIES WITH BEST SALES OF RX PRODUCTS		SALES VALUE [1] AUGUST 2022	SALES VALUE CHANGE VS JULY 2022	SALES VALUE CHANGE VS AUGUST 2021	SALES VOLUME AUGUST 2022	SALES VOLUME CHANGE VS JULY 2022	SALES VOLUME CHANGE VS AUGUST 2021
1	POLPHARMA	137 464 544	1.6%	16.1%	6 913 984	2.4%	7.9%
2	ADAMED	87 201 656	-0.8%	15.3%	3 206 385	-0.6%	11.5%
3	KRKA	81 365 160	1.2%	8.3%	3 380 060	1.4%	7.0%
4	TEVA	77 598 792	-1.7%	5.0%	3 332 646	-0.6%	4.1%
5	BAYER	73 181 680	2.8%	9.5%	678 562	1.7%	7.3%
6	SANOFI	72 692 368	15.4%	28.0%	1 893 495	10.0%	13.1%
7	NOVO NORDISK	67 531 712	4.0%	68.1%	425 222	3.8%	39.2%
8	BAUSCH HEALTH	66 263 792	0.2%	13.0%	2 596 770	0.2%	4.9%
9	BERLIN-CHEMIE	59 559 952	-0.4%	14.9%	2 647 830	-0.3%	10.2%
10	BOEHRINGER INGELHEIM	57 657 244	1.0%	25.7%	636 064	-2.1%	9.1%
11	SANDOZ	54 145 548	-0.8%	4.8%	3 093 003	-0.5%	5.1%
12	VIATRIS	50 104 608	-1.0%	8.6%	1 500 076	-2.5%	4.9%
13	SERVIER	45 743 148	1.7%	10.6%	1 759 226	1.4%	7.0%
14	ELI LILLY	41 086 092	0.9%	57.0%	212 356	0.9%	50.1%
15	GEDEON RICHTER	40 069 308	3.6%	17.7%	1 745 554	2.5%	6.5%
16	GLAXOSMITHKLINE	39 343 464	-3.2%	8.7%	1 440 781	-4.6%	-0.5%
17	ZENTIVA	39 281 292	-0.4%	0.0%	1 395 592	0.1%	2.1%
18	EGIS	35 856 536	0.7%	10.5%	1 796 004	1.7%	11.0%
19	PFIZER	32 860 164	4.5%	26.8%	384 655	8.1%	1.2%
20	MERCK	32 508 460	2.2%	10.1%	1 874 861	0.9%	8.0%

THE HIGHEST SALES OF NON-RX DRUGS IN PLN

COMPANIES WITH BEST SALES OF NON RX PRODUCTS		SALES VALUE [1] AUGUST 2022	SALES VALUE CHANGE VS JULY 2022	SALES VALUE CHANGE VS AUGUST 2021	SALES VOLUME AUGUST 2022	SALES VOLUME CHANGE VS JULY 2022	SALES VOLUME CHANGE VS AUGUST 2021
1	POLPHARMA	110 057 328	5.0%	18.0%	6 378 777	3.4%	4.7%
2	AFLOFARM	103 176 744	6.7%	9.4%	5 080 816	4.6%	0.8%
3	USP ZDROWIE	92 421 200	4.9%	18.6%	4 377 106	3.9%	8.3%
4	GLAXOSMITHKLINE	61 521 788	1.0%	8.3%	2 593 519	0.9%	-3.6%
5	OPELLA HEALTHCARE	52 037 064	5.9%	15.3%	2 260 502	3.1%	-0.4%
6	HASCO	46 518 976	2.7%	18.0%	2 965 692	3.6%	-0.4%
7	NUTRICIA	34 232 620	4.7%	6.7%	718 292	4.9%	4.3%
8	TEVA	32 795 506	1.4%	4.4%	1 700 229	-1.3%	-8.1%
9	SYNOPTIS	30 160 726	-0.1%	57.3%	2 589 088	-0.8%	21.2%
10	SIEĆ	30 018 076	2.3%	18.2%	2 422 567	-0.4%	0.6%
11	N.P.ZDROVIT	29 993 296	3.1%	23.9%	1 460 044	1.2%	16.8%
12	BAUSCH HEALTH	28 751 588	1.9%	13.4%	1 084 057	2.3%	5.8%
13	PERRIGO	27 185 024	1.0%	13.2%	1 061 644	2.1%	4.1%
14	BERLIN-CHEMIE	23 805 014	-0.1%	14.5%	904 264	1.0%	6.2%
15	L'OREAL	23 021 988	0.4%	29.6%	388 502	-1.2%	24.0%
16	RECKITT BENCKISER	22 626 872	-6.2%	-10.9%	800 437	-6.9%	-14.0%
17	ADAMED	20 822 902	1.2%	8.5%	891 618	-0.2%	2.2%
18	SANDOZ	20 819 492	0.9%	14.4%	1 156 881	-1.0%	0.1%
19	BAYER	20 369 338	0.1%	3.6%	691 316	0.2%	-3.9%
20	HERBAPOL WROCŁAW	17 656 464	5.5%	9.8%	1 103 656	4.5%	-3.9%

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.

PEX PHARMASEQUENCE COMMENTARY

The pharmacy market in August 2022 saw sales go close to 3623.7m PLN. Value of sales compared to August 2021 grew by 456.3m PLN (+14.4%). Compared to July of 2022, sales grew by approximately 76.6m PLN (+2.2%).

Compared to the same period of 2021 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 83.2m PLN (+8.4%), sales based on non-reimbursed prescriptions grew by 142.6m PLN (+17.9%), the non-prescription segment grew by 222.4m PLN (+16.5%).

Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 1.5m PLN (+0.1%), value of non-reimbursed RX drugs grew by 18.3m PLN (+2%) and value of products sold without a prescriptions grew by 57.7m PLN (+3.8%).

The average retail drug price in August 2022 was 25.9 PLN and was 0.5% higher than the average price in the previous month, and 7.9% higher than the average price in August 2021. The average retail price of reimbursed prescription was 30.6 PLN (+3.2% vs August 2021), 34.4 PLN for non-reimbursed prescriptions (+10.9% vs August 2021) and 20.4 PLN for products sold without a prescription (+9.3% vs August 2021).

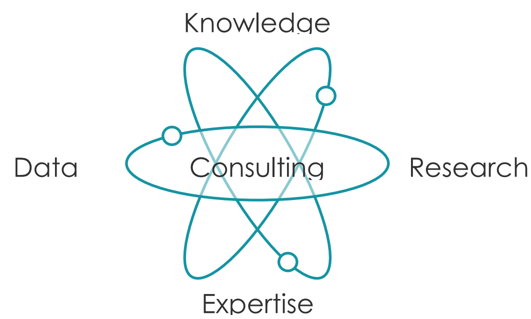
Average pharmacy margin for all drugs in August 2022 was 25.6% and was higher by 1.9% than margin in the same period of 2021. Compared to July 2022, the average pharmacy margin was higher by 3%.

Drug reimbursement by the National Health Fund in August was in the amount 821m PLN, 9.5% more than in the same period of 2021. The level of patient copayment for reimbursed drugs in August was 22.7%, fell by 0.4p.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

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Ask us a question:
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