Warszawa, 19.12.2022

MONTHLY REPORT – NOVEMBER 2022

TOTAL OPEN MARKET (SELL-OUT REPORT)

	NOVEMBER 2022	CHANGE IN COMPARISON TO OCTOBER 2022	JANUARY 2022	NOVEMBER 2021	CUMULATIVE YTD 2022	CHANGE VS 2021
TOTAL TURNOVER (PLN MILLION)						
Total open market [1]	3 973	-1.5%	9.2%	6.8%	41 326	12.9%
Rx reimbursed [2]	1 179	-1.5%	16.5%	3.4%	12 236	5.6%
Rx nonreimbursed [3]	1 034	-0.3%	17.8%	12.5%	10 642	15.9%
Non Rx products [4]	1 722	-2.1%	0.3%	5.5%	18 072	16.3%
REIMBURSEMENT						
Reimbursement value (PLN million)	888	-1.7%	16.2%	4.4%	9 245	6.2%
Reimbursement share In total turnover	22.4%	-0.2%	6.4%	-2.2%	22.4%	-5.9%
Reimbursement share In reimbursed sales	74.0%	-0.2%	0.0%	0.7%	74.2%	0.4%
AVERAGE PRICE PER PACK (PLN)						
Total [1]	26.6	0.6%	9.4%	9.1%	25.4	5.8%
For reimbursed Rx products [2]	31.2	-0.5%	4.3%	3.5%	30.6	2.8%
For nonreimbursed Rx products [3]	34.4	0.1%	9.6%	9.4%	33.0	7.7%
For Non Rx products [4]	21.4	1.1%	7.6%	10.7%	20.2	7.9%
AVERAGE MARK-UP						
Total [1]	24.8%	-1.6%	-2.7%	-2.2%	25.3%	1.4%
For reimbursed Rx products [2]	21.1%	8.8%	19.0%	15.9%	18.6%	1.0%
For nonreimbursed Rx products [3]	15.4%	-27.3%	-29.1%	-35.8%	21.4%	-5.2%
For Non Rx products [4]	31.1%	-4.0%	6.3%	6.0%	30.0%	3.2%
AVERAGE PHARMACY						
Number of patients in pharmacies	4 260	-3.6%	1.9%	0.5%	46 380	10.0%
Total turnover (PLN thousand) [1]	308	-1.3%	11.0%	9.2%	3 179	15.4%

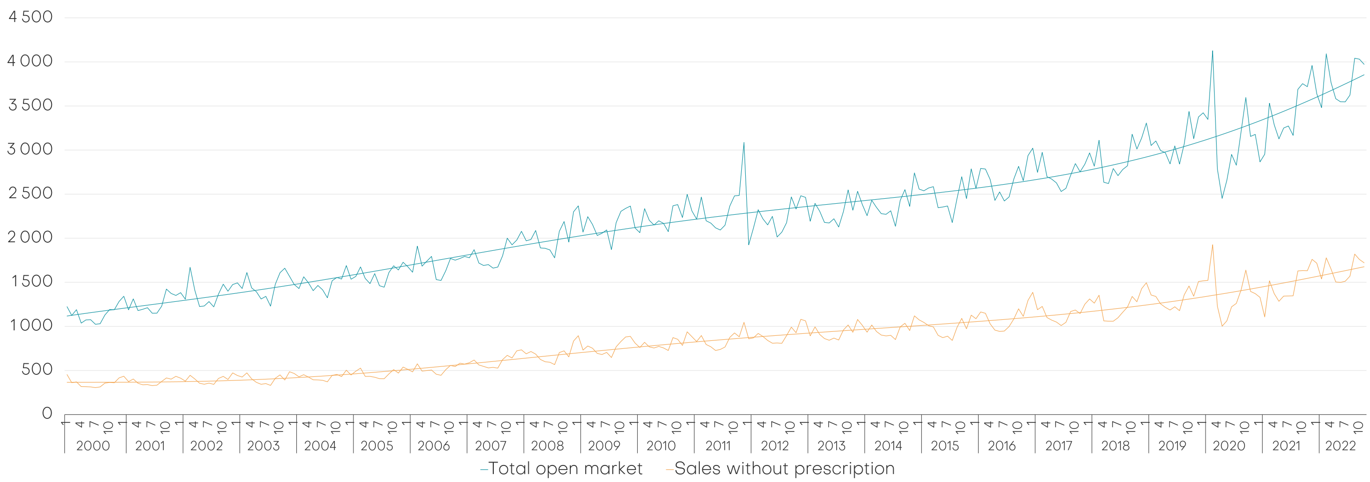
TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

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	33 322	14.3%	9 859	6.1%	8 572	16.9%	14 591	18.9%
October	37 354	13.5%	11 057	5.9%	9 608	16.2%	16 350	17.6%
November	41 326	12.9%	12 236	5.6%	10 642	15.9%	18 072	16.3%
December								

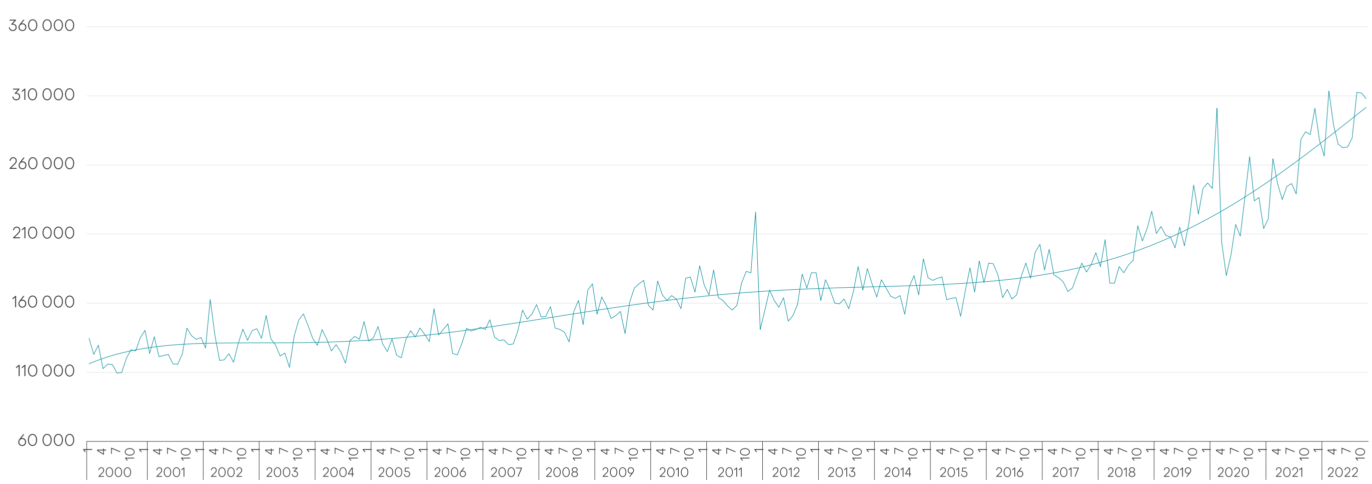
Retail sales in PLN

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN



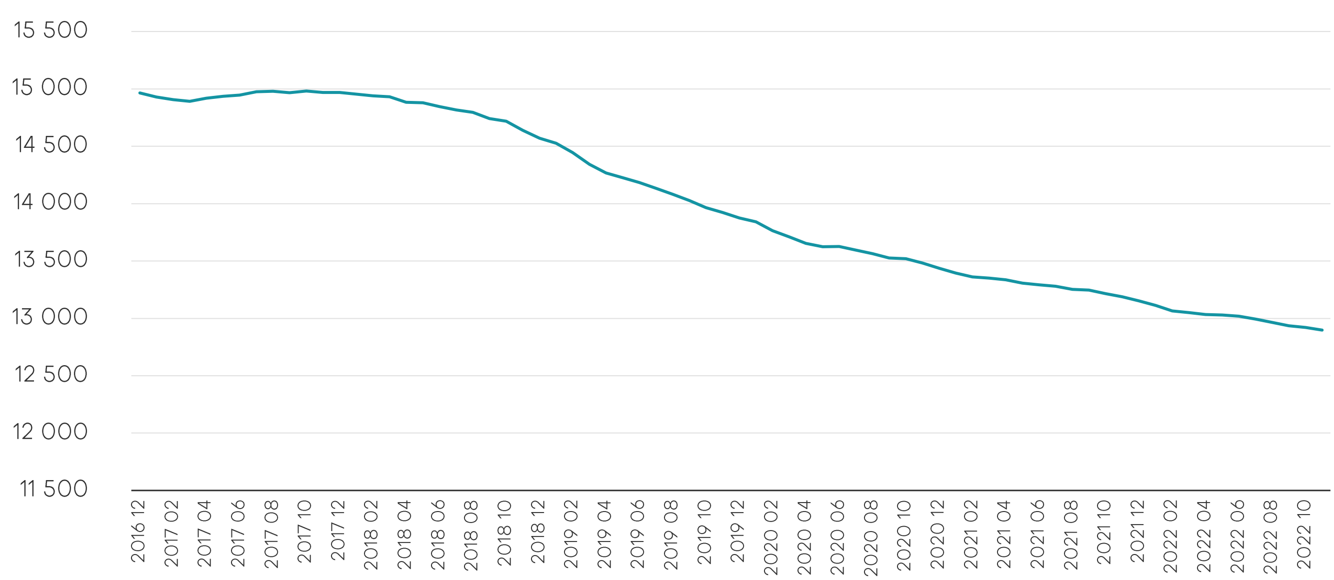
AVERRAGE PHARMACY

	NOVEMBER'22	YTD'2021	OCTOBER'22	CHANGE		NOVEMBER'21	CHANGE		YTD'2020	CHANGE	
				VALUE	%		VALUE	%		VALUE	%
TOTAL TURNOVER (THOUSAND PLN)											
Total open market [1]	308	3 179	312	-4.0	-1.3%	282	26.0	9.2%	2 756	423.5	15.4%
Rx reimbursed [2]	91	941	93	-1.2	-1.3%	86	5.0	5.8%	872	69.5	8.0%
Rx nonreimbursed [3]	80	819	80	-0.1	-0.1%	70	10.5	15.1%	691	127.5	18.5%
Non Rx products [4]	133	1 390	136	-2.7	-2.0%	124	9.8	7.9%	1 169	220.6	18.9%
AVERAGE PRICE[5] PER PACK (PLN)											
Total [1]	27	26	26.5	0.2	0.6%	24.4	2.2	9.1%	23.9	1.6	6.5%
For reimbursed Rx products [2]	31	31	31.4	-0.2	-0.5%	30.2	1.0	3.5%	29.8	0.9	2.9%
For nonreimbursed products [3]	34	33	34.3	0.0	0.1%	31.4	3.0	9.4%	30.6	2.6	8.6%
For Non Rx products [4]	21	20	21.2	0.2	1.1%	19.3	2.1	10.7%	18.7	1.6	8.8%
AVERAGE MARK-UP*											
Total [1]	24.8%	25.3%	25.2%	-0.4%	-1.6%	25.4%	-0.5%	-2.2%	24.9%	0.4%	1.5%
For reimbursed Rx products [2]	21.1%	18.6%	19.4%	1.7%	8.8%	18.2%	2.9%	15.9%	18.4%	0.1%	0.8%
For nonreimbursed Rx products [3]	15.4%	21.5%	21.1%	-5.8%	-27.3%	23.9%	-8.6%	-35.8%	22.6%	-1.0%	-4.6%
For Non Rx products [4]	31.1%	30.0%	32.4%	-1.3%	-4.0%	29.3%	1.7%	6.0%	29.0%	1.0%	3.3%
NUMBER OF PATIENTS											
Total [1]	4 260	46 380	4 420	-160	-3.6%	4 240	20	0.5%	42 150	4 230	10.0%
For reimbursed Rx products [2]	920	10 020	930	-10	-1.1%	990	-70	-7.1%	9 890	130	1.3%
For nonreimbursed Rx products [3]	980	10 170	980	0	0.0%	910	70	7.7%	9 080	1 090	12.0%
For Non Rx products [4]	3 460	37 630	3 600	-140	-3.9%	3 440	20	0.6%	33 970	3 660	10.8%
NUMBER OF PHARMACIES - SUMMARY[#]	12 898	13 002	12 920	-22	-0.2%	13 188	-268	-2.0%	13 293	-291	-2.2%

* Values in „Change – value" for average mark-up in percentage points

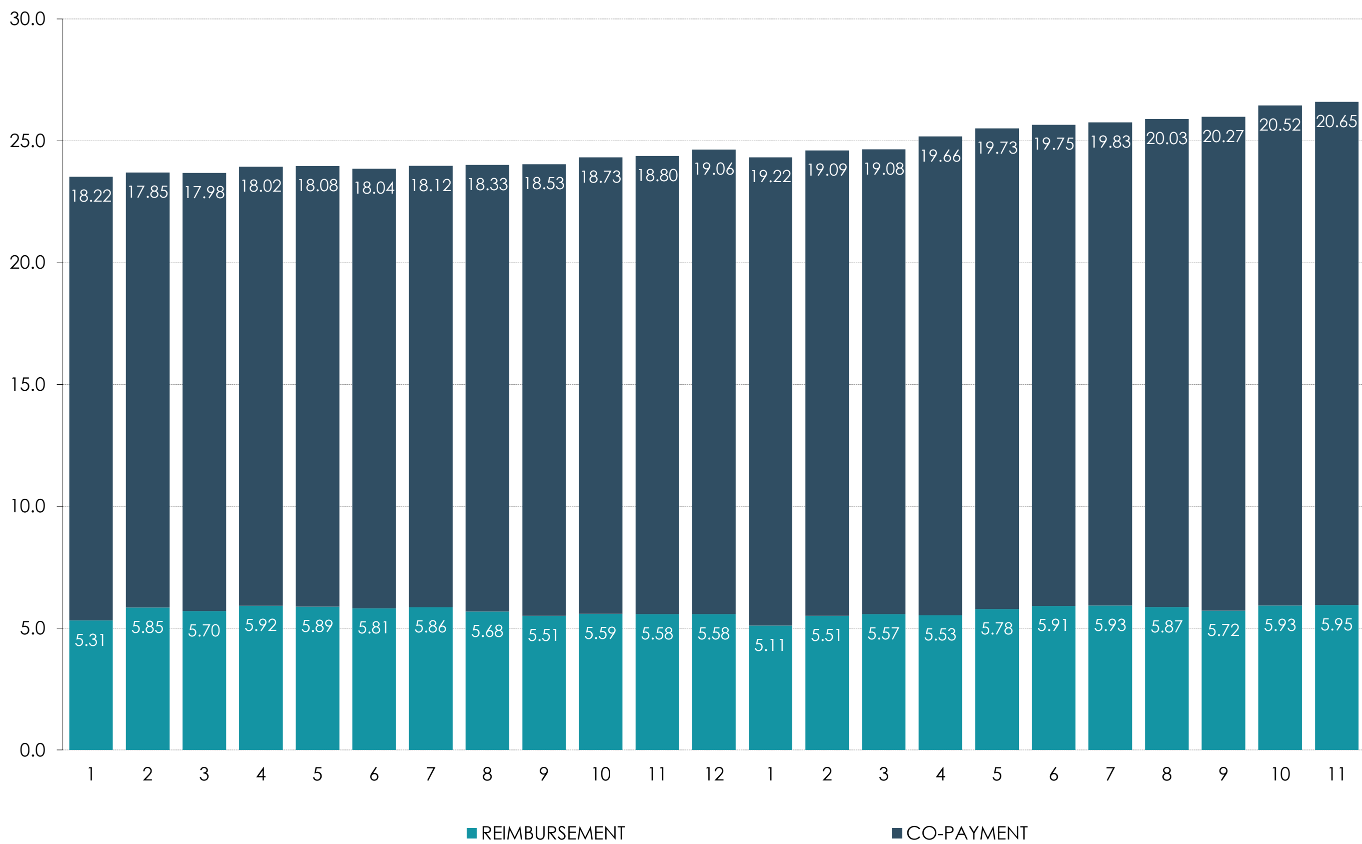
Number of pharmacies based on PEX's analysis.

PHARMACIES ON THE OPEN MARKET



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 November 2022 saw sales go close to 3972.6m PLN. Value of sales compared to November 2021 grew by 253.6m PLN (+6.8%). Compared to October of 2022, sales fell by approximately 58.5m PLN (-1.5%).

Compared to the same period of 2021 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 39.1m PLN (+3.4%), sales based on non-reimbursed prescriptions grew by 115.2m PLN (+12.5%), the non-prescription segment grew by 90.2m PLN (+5.5%).

Compared to the previous month, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 18m PLN (-1.5%), value of non-reimbursed RX drugs fell by 3.1m PLN (-0.3%) and value of products sold without a prescriptions fell by 37.7m PLN (-2.1%).

The average retail drug price in November 2022 was 26.6 PLN and was 0.6% higher than the average price in the previous month, and 9.1% higher than the average price in November 2021. The average retail price of reimbursed prescription was 31.2 PLN (+3.5% vs November 2021), 34.4 PLN for non-reimbursed prescriptions (+9.4% vs November 2021) and 21.4 PLN for products sold without a prescription (+10.7% vs November 2021).

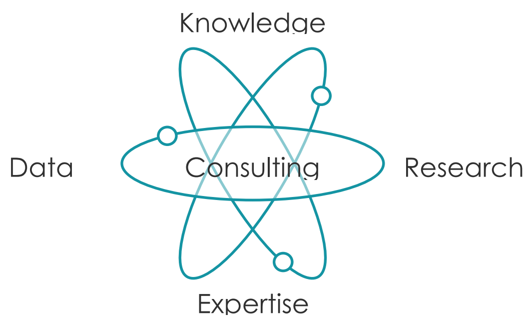
Average pharmacy margin for all drugs in November 2022 was 24.8% and was lower by 2.2% than margin in the same period of 2021. Compared to October 2022, the average pharmacy margin was lower by 1.6%.

Drug reimbursement by the National Health Fund in November was in the amount 888m PLN, 4.4% more than in the same period of 2021. The level of patient copayment for reimbursed drugs in November was 22.4%, fell by 0.1p.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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