PharmaSequence

Warszawa, 16.01.2023

MONTHLY REPORT – DECEMBER 2022

TOTAL OPEN MARKET (SELL-OUT REPORT)

	DECEMBER 2022	CHANGE IN COMPARISON TO NOVEMBER 2022	JANUARY 2022	DECEMBER 2021	CUMULATIVE YTD 2022	CHANGE VS 2021
TOTAL TURNOVER (PLN MILLION)						
Total open market [1]	4 730	19.1%	30.0%	19.5%	46 056	13.5%
Rx reimbursed [2]	1 265	7.3%	25.0%	5.7%	13 500	5.6%
Rx nonreimbursed [3]	1 155	11.8%	31.6%	18.8%	11 797	16.2%
Non Rx products [4]	2 272	32.0%	32.4%	29.1%	20 344	17.6%
REIMBURSEMENT						
Reimbursement value (PLN million)	943	6.2%	23.3%	5.3%	10 188	6.1%
Reimbursement share In total turnover	19.9%	-10.8%	-5.1%	-11.9%	22.1%	-6.5%
Reimbursement share In reimbursed sales	73.3%	-0.9%	-0.9%	-0.6%	74.1%	0.3%
AVERAGE PRICE PER PACK (PLN)						
Total [1]	26.3	-1.0%	8.3%	6.9%	25.5	6.2%
For reimbursed Rx products [2]	31.7	1.7%	6.1%	3.9%	30.8	3.0%
For nonreimbursed Rx products [3]	34.2	-0.5%	9.0%	8.2%	33.2	8.1%
For Non Rx products [4]	21.6	1.2%	9.0%	10.3%	20.4	8.5%
AVERAGE MARK-UP						
Total [1]	25.3%	2.0%	-0.8%	-0.4%	25.3%	1.2%
For reimbursed Rx products [2]	18.2%	-13.8%	2.6%	-1.6%	18.6%	0.7%
For nonreimbursed Rx products [3]	20.2%	-3.4%	-6.6%	-10.9%	21.8%	-3.5%
For Non Rx products [4]	30.3%	-2.6%	3.5%	1.1%	30.0%	3.0%
AVERAGE PHARMACY						
Number of patients in pharmacies	5 120	20.2%	22.5%	14.3%	51 500	10.4%
Total turnover (PLN thousand) [1]	368	19.3%	32.4%	22.1%	3 547	16.0%

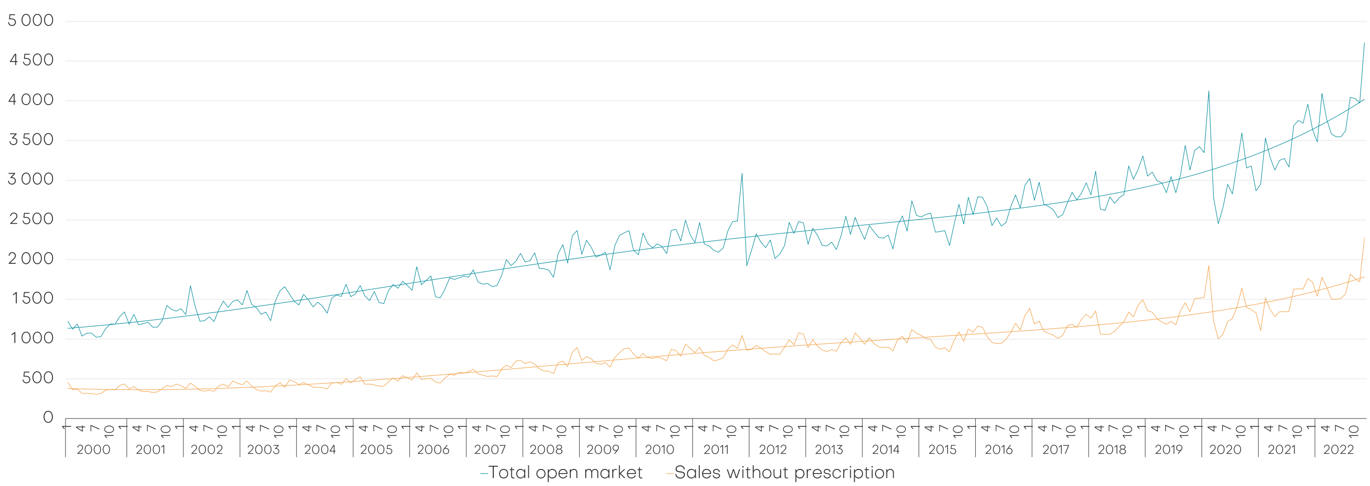
TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

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	46 056	13.5%	13 500	5.6%	11 797	16.2%	20 344	17.6%

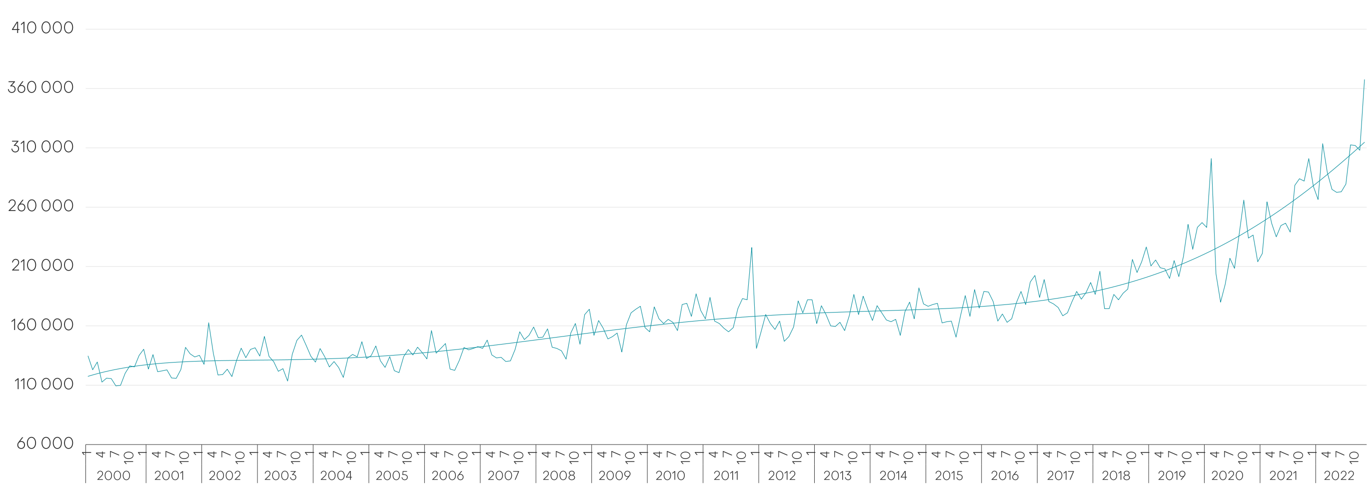
Retail sales in PLN

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN



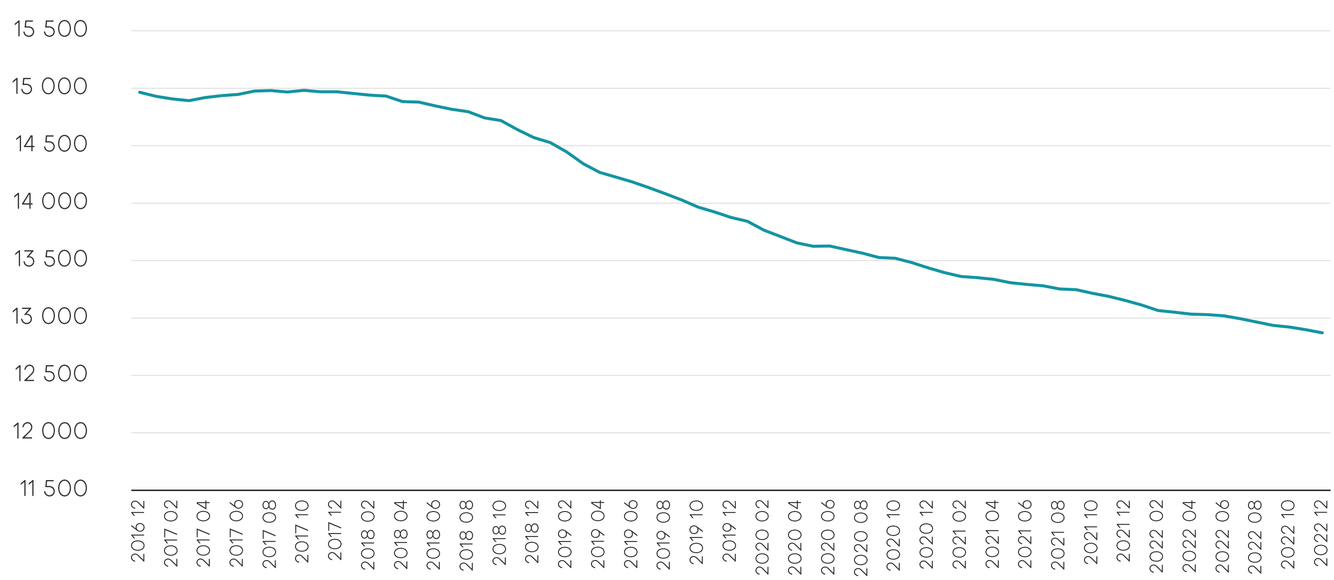
AVERRAGE PHARMACY

	DECEMBER'22	YTD'2021	NOVEMBER'22	CHANGE		DECEMBER'21	CHANGE		YTD'2020	CHANGE	
				VALUE	%		VALUE	%		VALUE	%
TOTAL TURNOVER (THOUSAND PLN)											
Total open market [1]	368	3 547	308	59.5	19.3%	301	66.5	22.1%	3 057	490.0	16.0%
Rx reimbursed [2]	98	1 040	91	6.8	7.5%	91	7.3	8.0%	963	76.8	8.0%
Rx nonreimbursed [3]	90	908	80	9.6	12.0%	74	15.8	21.4%	765	143.4	18.7%
Non Rx products [4]	177	1 567	133	43.1	32.3%	134	42.7	31.9%	1 303	263.3	20.2%
AVERAGE PRICE[5] PER PACK (PLN)											
Total [1]	26	26	26.6	-0.3	-1.0%	24.6	1.7	6.9%	24.0	1.6	6.6%
For reimbursed Rx products [2]	32	31	31.2	0.5	1.7%	30.6	1.2	3.9%	29.9	0.9	3.0%
For nonreimbursed products [3]	34	33	34.4	-0.2	-0.5%	31.6	2.6	8.2%	30.7	2.6	8.6%
For Non Rx products [4]	22	20	21.4	0.3	1.2%	19.6	2.0	10.3%	18.7	1.7	9.0%
AVERAGE MARK-UP*											
Total [1]	25.3%	25.3%	24.8%	0.5%	2.0%	25.4%	-0.1%	-0.4%	24.9%	0.3%	1.4%
For reimbursed Rx products [2]	18.2%	18.5%	21.1%	-2.9%	-13.8%	18.5%	-0.3%	-1.6%	18.4%	0.1%	0.6%
For nonreimbursed Rx products [3]	20.2%	21.4%	15.4%	4.9%	31.8%	22.7%	-2.5%	-10.9%	22.6%	-1.2%	-5.2%
For Non Rx products [4]	30.3%	30.0%	31.1%	-0.8%	-2.6%	29.9%	0.3%	1.1%	29.1%	0.9%	3.1%
NUMBER OF PATIENTS											
Total [1]	5 120	51 500	4 260	860	20.2%	4 480	640	14.3%	46 630	4 870	10.4%
For reimbursed Rx products [2]	1 030	11 050	920	110	12.0%	1 050	-20	-1.9%	10 940	110	1.0%
For nonreimbursed Rx products [3]	1 140	11 310	980	160	16.3%	950	190	20.0%	10 030	1 280	12.8%
For Non Rx products [4]	4 270	41 900	3 460	810	23.4%	3 610	660	18.3%	37 580	4 320	11.5%
NUMBER OF PHARMACIES - SUMMARY#	12 870	12 991	12 898	-28	-0.2%	13 153	-255	-1.9%	13 282	-291	-2.2%

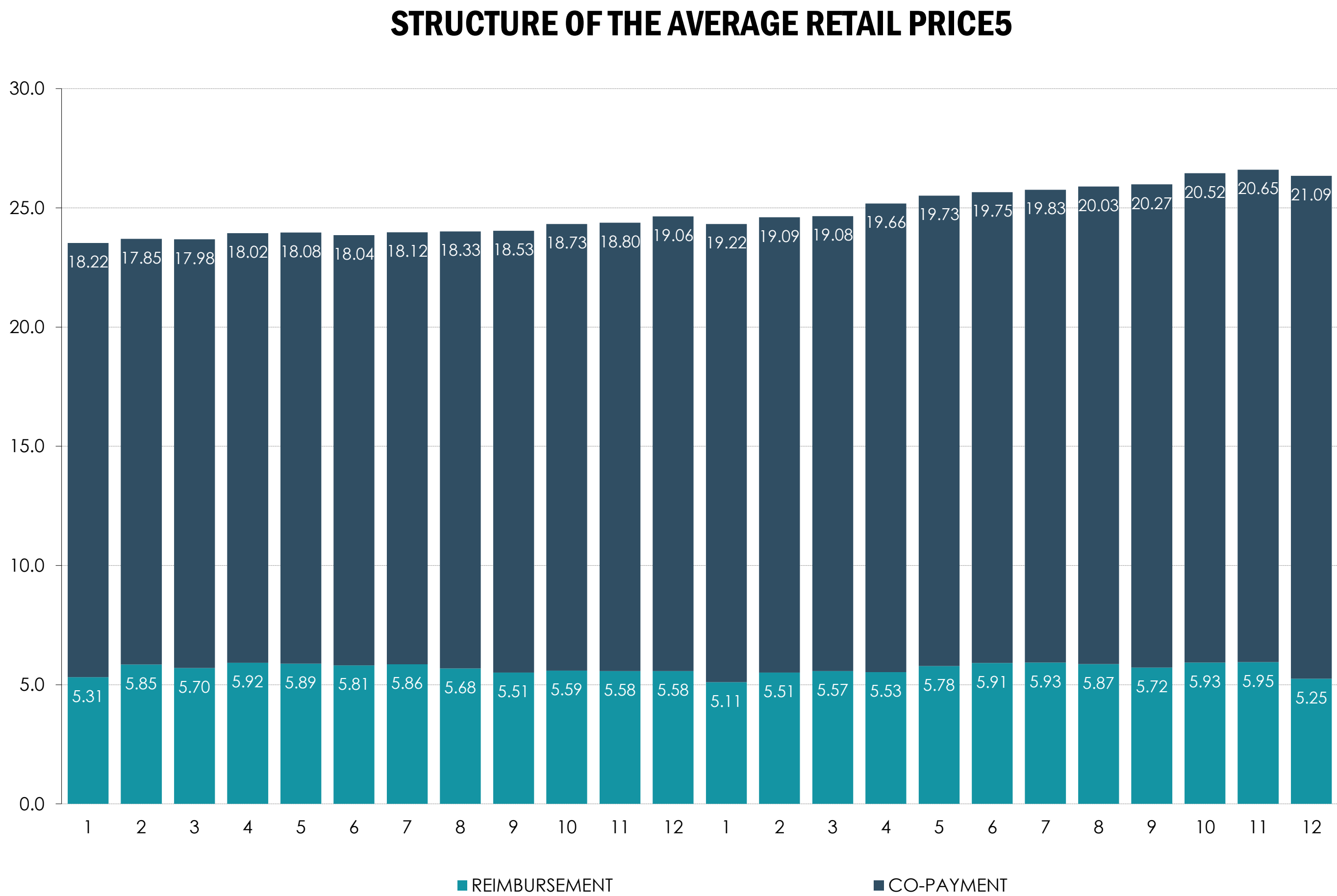
* Values in „Change – value" for average mark-up in percentage points

\# Number of pharmacies based on PEX's analysis.

PHARMACIES ON THE OPEN MARKET



PRICE



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 December 2022 saw sales go close to 4 729.7m PLN. Value of sales compared to December 2021 grew by 770.7m PLN (+19.5%). Compared to November of 2022, sales grew by approximately 757.1m PLN (+19.1%).

Compared to the same period of 2021 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 68m PLN (+5.7%), sales based on non-reimbursed prescriptions grew by 183m PLN (+18.8%), the non-prescription segment grew by 511.7m PLN (+29.1%).

Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 85.6m PLN (+7.3%), value of non-reimbursed RX drugs grew by 121.5m PLN (+11.8%) and value of products sold without a prescriptions grew by 550.8m PLN (+32%).

The average retail drug price in December 2022 was 26.3 PLN and was 1% lower than the average price in the previous month, and 6.9% higher than the average price in December 2021. The average retail price of reimbursed prescription was 31.7 PLN (+3.9% vs December 2021), 34.2 PLN for non-reimbursed prescriptions (+8.2% vs December 2021) and 21.6 PLN for products sold without a prescription (+10.3% vs December 2021).

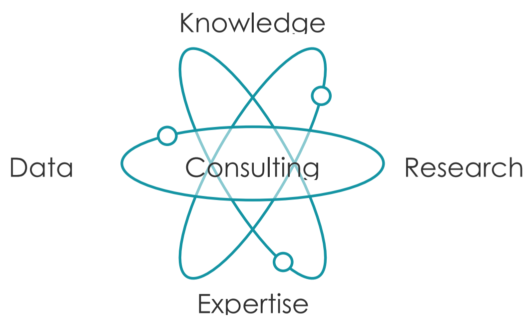
Average pharmacy margin for all drugs in December 2022 was 25.3% and was lower by 0.4% than margin in the same period of 2021. Compared to November 2022, the average pharmacy margin was higher by 2%.

Drug reimbursement by the National Health Fund in December was in the amount 943m PLN, 5.3% more than in the same period of 2021. The level of patient copayment for reimbursed drugs in December was 19.9%, fell by 2.4p.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

www.pexps.pl more info

Ask us a question:
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