PharmaSequence

Warszawa, 27.02.2023

MONTHLY REPORT – JANUARY 2023

TOTAL OPEN MARKET (SELL-OUT REPORT)

	JANUARY 2023	CHANGE IN COMPARISON TO DECEMBER 2022	JANUARY 2023	JANUARY 2022	CUMULATIVE YTD 2023 2023	CHANGE VS 2022
TOTAL TURNOVER (PLN MILLION)						
Total open market [1]	4 145	-12.4%	0.0%	13.9%	4 145	13.9%
Rx reimbursed [2]	1 151	-9.0%	0.0%	13.8%	1 151	13.8%
Rx nonreimbursed [3]	1 092	-5.5%	0.0%	24.4%	1 092	24.4%
Non Rx products [4]	1 865	-17.9%	0.0%	8.6%	1 865	8.6%
REIMBURSEMENT						
Reimbursement value (PLN million)	864	-8.4%	0.0%	13.0%	864	13.0%
Reimbursement share In total turnover	20.8%	4.6%	0.0%	-0.8%	20.8%	-0.8%
Reimbursement share In reimbursed sales	73.6%	0.4%	0.0%	-0.5%	73.6%	-0.5%
AVERAGE PRICE PER PACK (PLN)						
Total [1]	26.9	2.1%	0.0%	10.6%	26.9	10.6%
For reimbursed Rx products [2]	31.3	-1.4%	0.0%	4.6%	31.3	4.6%
For nonreimbursed Rx products [3]	35.2	3.1%	0.0%	12.4%	35.2	12.4%
For Non Rx products [4]	21.8	0.9%	0.0%	9.9%	21.8	9.9%
AVERAGE MARK-UP						
Total [1]	24.7%	-2.3%	0.0%	-3.1%	24.7%	-3.1%
For reimbursed Rx products [2]	20.7%	13.7%	0.0%	16.7%	20.7%	16.7%
For nonreimbursed Rx products [3]	21.4%	5.7%	0.0%	-1.2%	21.4%	-1.2%
For Non Rx products [4]	29.8%	-1.6%	0.0%	1.9%	29.8%	1.9%
AVERAGE PHARMACY						
Number of patients in pharmacies	4 480	-12.5%	0.0%	7.2%	4 480	7.2%
Total turnover (PLN thousand) [1]	323	-12.2%	0.0%	16.2%	323	16.2%

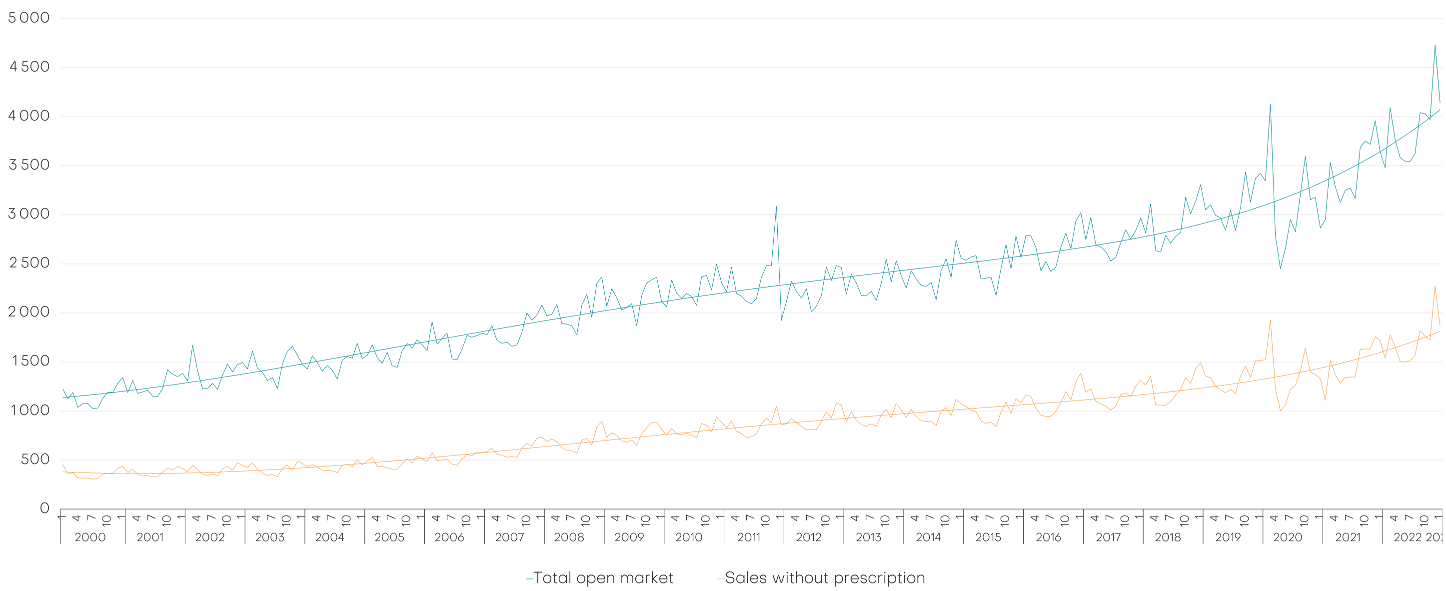
TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

2023	PHARMACY MARKET TOTAL [1] TOTAL	CHANGE VS 2022	RX REIMBURSED PRESCRIPTIONS [2] TOTAL	CHANGE VS 2022	RX NONREIMBURSED PRESCRIPTIONS [3] TOTAL	CHANGE VS 2022	NON RX PRODUCTS [4] TOTAL	CHANGE VS 2022
January	4 145	13.9%	1 151	13.8%	1 092	24.4%	1 865	8.6%
February								
March								
April								
May								
June								
July								
August								
September								
October								
November								
December								

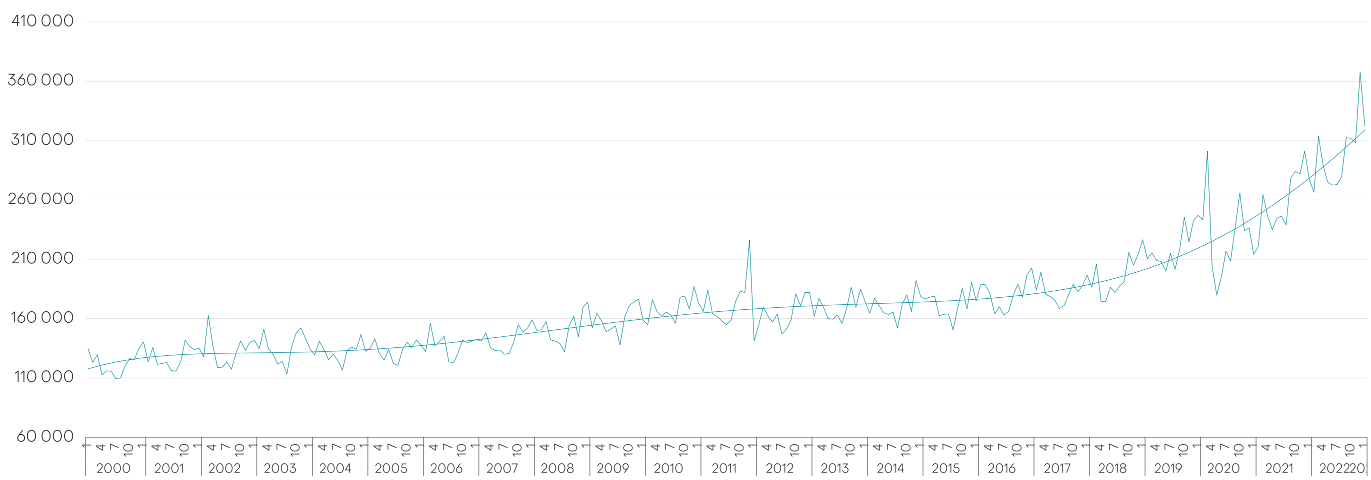
Retail sales in PLN

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN



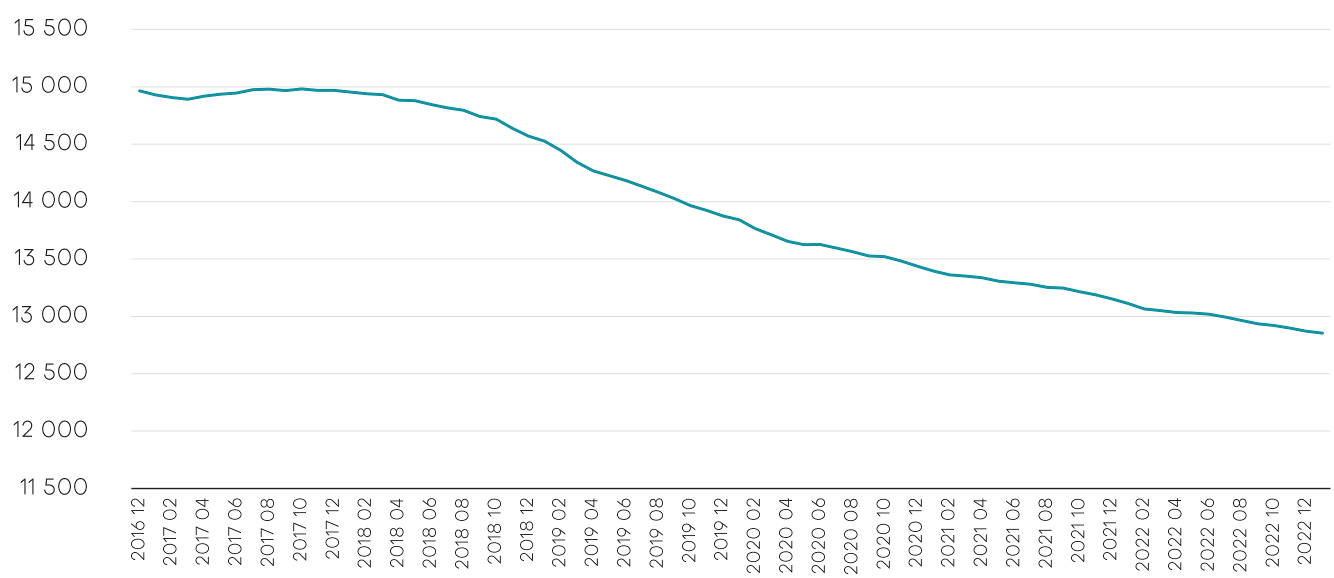
AVERRAGE PHARMACY

	JANUARY'23	YTD'2021	DECEMBER'22	CHANGE		JANUARY'22	CHANGE		YTD'2020	CHANGE	
				VALUE	%		VALUE	%		VALUE	%
TOTAL TURNOVER (THOUSAND PLN)											
Total open market [1]	323	323	368	-45.0	-12.2%	278	45.0	16.2%	278	45.0	16.2%
Rx reimbursed [2]	90	90	98	-8.7	-8.8%	77	12.4	16.1%	77	12.4	16.1%
Rx nonreimbursed [3]	85	85	90	-4.8	-5.4%	67	18.0	26.9%	67	18.0	26.9%
Non Rx products [4]	145	145	177	-31.5	-17.8%	131	14.1	10.8%	131	14.1	10.8%
AVERAGE PRICE[5] PER PACK (PLN)											
Total [1]	27	27	26.3	0.5	2.1%	24.3	2.6	10.6%	24.3	2.6	10.6%
For reimbursed Rx products [2]	31	31	31.7	-0.4	-1.4%	29.9	1.4	4.6%	29.9	1.4	4.6%
For nonreimbursed products [3]	35	35	34.2	1.0	3.1%	31.4	3.9	12.4%	31.4	3.9	12.4%
For Non Rx products [4]	22	22	21.6	0.2	0.9%	19.9	2.0	9.9%	19.9	2.0	9.9%
AVERAGE MARK-UP*											
Total [1]	24.7%	24.7%	25.3%	-0.6%	-2.3%	25.5%	-0.8%	-3.1%	25.5%	-0.8%	-3.1%
For reimbursed Rx products [2]	20.7%	20.7%	18.2%	2.5%	13.7%	17.7%	3.0%	16.7%	17.7%	3.0%	16.7%
For nonreimbursed Rx products [3]	21.4%	21.4%	20.2%	1.2%	5.7%	21.7%	-0.3%	-1.2%	21.7%	-0.3%	-1.2%
For Non Rx products [4]	29.8%	29.8%	30.3%	-0.5%	-1.6%	29.2%	0.6%	1.9%	29.2%	0.6%	1.9%
NUMBER OF PATIENTS											
Total [1]	4 480	4 480	5 120	-640	-12.5%	4 180	300	7.2%	4 180	300	7.2%
For reimbursed Rx products [2]	940	940	1 030	-90	-8.7%	810	130	16.0%	810	130	16.0%
For nonreimbursed Rx products [3]	1 040	1 040	1 140	-100	-8.8%	880	160	18.2%	880	160	18.2%
For Non Rx products [4]	3 650	3 650	4 270	-620	-14.5%	3 480	170	4.9%	3 480	170	4.9%
NUMBER OF PHARMACIES - SUMMARY#	12 854	12 854	12 870	-16	-0.1%	13 113	-259	-2.0%	13 113	-259	-2.0%

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

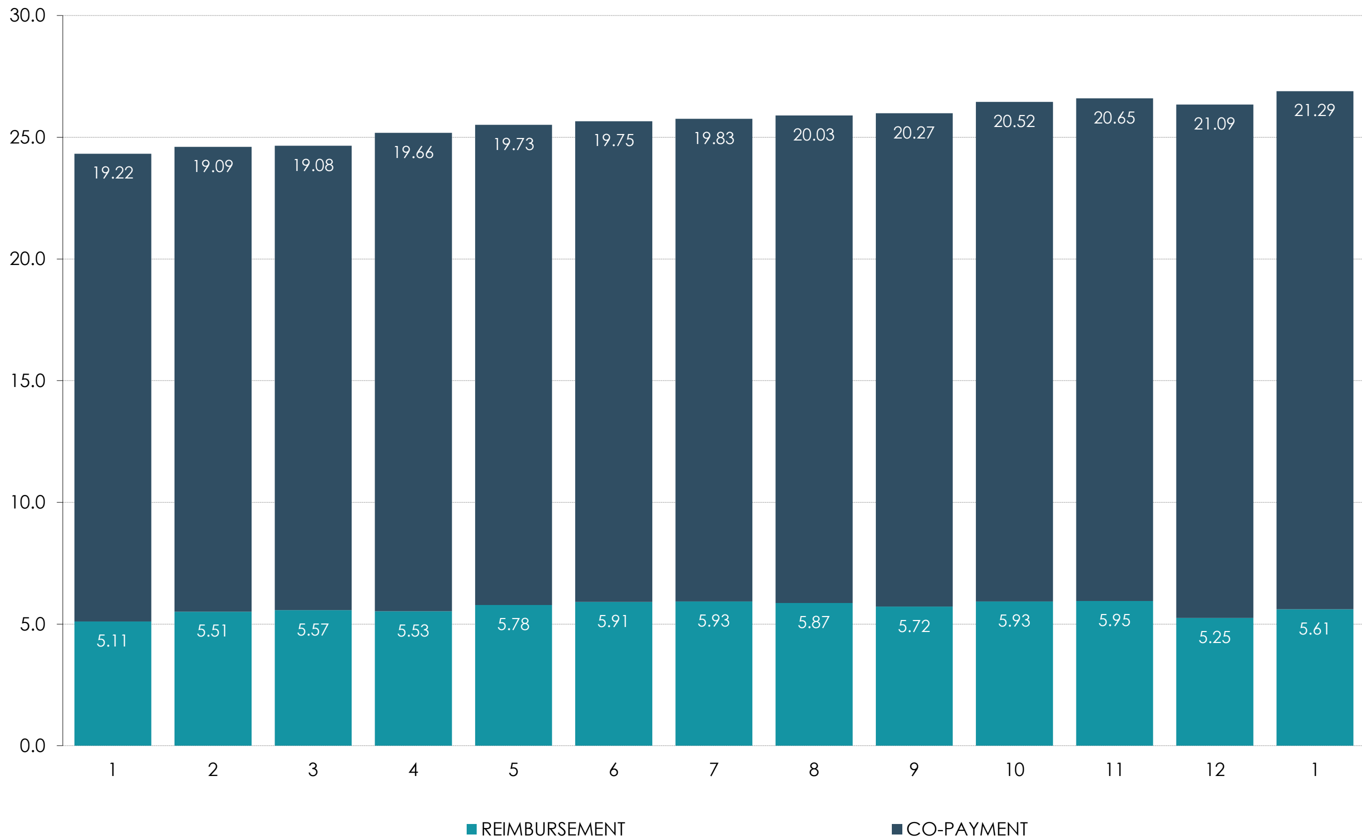
Number of pharmacies based on PEX's analysis.

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 January 2023 saw sales go close to 4 145.4m PLN. Value of sales compared to January 2022 grew by 506.6m PLN (+13.9%). Compared to December of 2022, sales fell by approximately 584.3m PLN (-12.4%).

Compared to the same period of 2022 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 139.6m PLN (+13.8%), sales based on non-reimbursed prescriptions grew by 214.3m PLN (+24.4%), the non-prescription segment grew by 148m PLN (+8.6%).

Compared to the previous month, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 113.3m PLN (-9%), value of non-reimbursed RX drugs fell by 63.4m PLN (-5.5%) and value of products sold without a prescriptions fell by 407.5m PLN (-17.9%).

The average retail drug price in January 2023 was 26.9 PLN and was 2.1% higher than the average price in the previous month, and 10.6% higher than the average price in January 2022. The average retail price of reimbursed prescription was 31.3 PLN (+4.6% vs January 2022), 35.2 PLN for non-reimbursed prescriptions (+12.4% vs January 2022) and 21.8 PLN for products sold without a prescription (+9.9% vs January 2022).

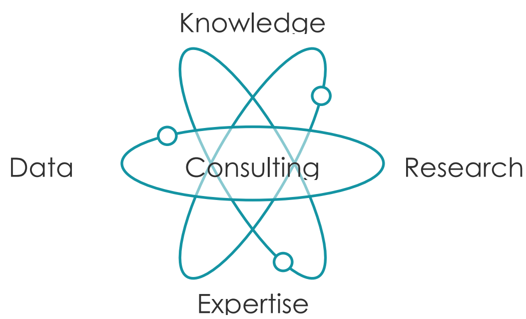
Average pharmacy margin for all drugs in January 2023 was 24.7% and was lower by 3.1% than margin in the same period of 2022. Compared to December 2022, the average pharmacy margin was lower by 2.3%.

Drug reimbursement by the National Health Fund in January was in the amount 864m PLN, 13% more than in the same period of 2022. The level of patient copayment for reimbursed drugs in January was 20.8%, grew by 0.9p.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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