pex
PharmaSequence

Warszawa, 23.03.2023

MONTHLY REPORT – FEBRUARY 2023

TOTAL OPEN MARKET (SELL-OUT REPORT)

	FEBRUARY 2023	CHANGE IN COMPARISON TO JANUARY 2023	JANUARY 2023	FERBUARY 2022	CUMULATIVE YTD 2023: 2023	CHANGE VS 2022
TOTAL TURNOVER (PLN MILLION)						
Total open market [1]	3 873	-6.6%	-6.6%	11.2%	8 019	12.6%
Rx reimbursed [2]	1 104	-4.1%	-4.1%	6.0%	2 255	9.9%
Rx nonreimbursed [3]	1 025	-6.1%	-6.1%	17.7%	2 117	21.1%
Non Rx products [4]	1 709	-8.4%	-8.4%	11.0%	3 574	9.8%
REIMBURSEMENT						
Reimbursement value (PLN million)	823	-4.7%	-4.7%	5.5%	1 688	9.2%
Reimbursement share In total turnover	21.3%	2.0%	2.0%	-5.1%	21.0%	-3.0%
Reimbursement share In reimbursed sales	73.2%	-0.6%	-0.6%	-0.6%	73.4%	-0.5%
AVERAGE PRICE PER PACK (PLN)						
Total [1]	27.2	1.0%	1.0%	10.4%	27.0	11.9%
For reimbursed Rx products [2]	31.4	0.4%	0.4%	3.7%	31.4	4.6%
For nonreimbursed Rx products [3]	35.8	1.6%	1.6%	12.3%	35.6	15.2%
For Non Rx products [4]	21.9	0.4%	0.4%	11.8%	21.8	15.1%
AVERAGE MARK-UP						
Total [1]	26.3%	6.4%	6.4%	3.6%	25.5%	0.1%
For reimbursed Rx products [2]	19.5%	-5.5%	-5.5%	6.5%	20.1%	11.5%
For nonreimbursed Rx products [3]	21.9%	2.4%	2.4%	-2.5%	21.6%	-1.9%
For Non Rx products [4]	31.2%	4.5%	4.5%	4.8%	30.4%	3.3%
AVERAGE PHARMACY						
Number of patients in pharmacies	4 180	-6.7%	-6.7%	6.1%	8 660	6.7%
Total turnover (PLN thousand) [1]	302	-6.4%	-6.4%	13.3%	625	14.8%

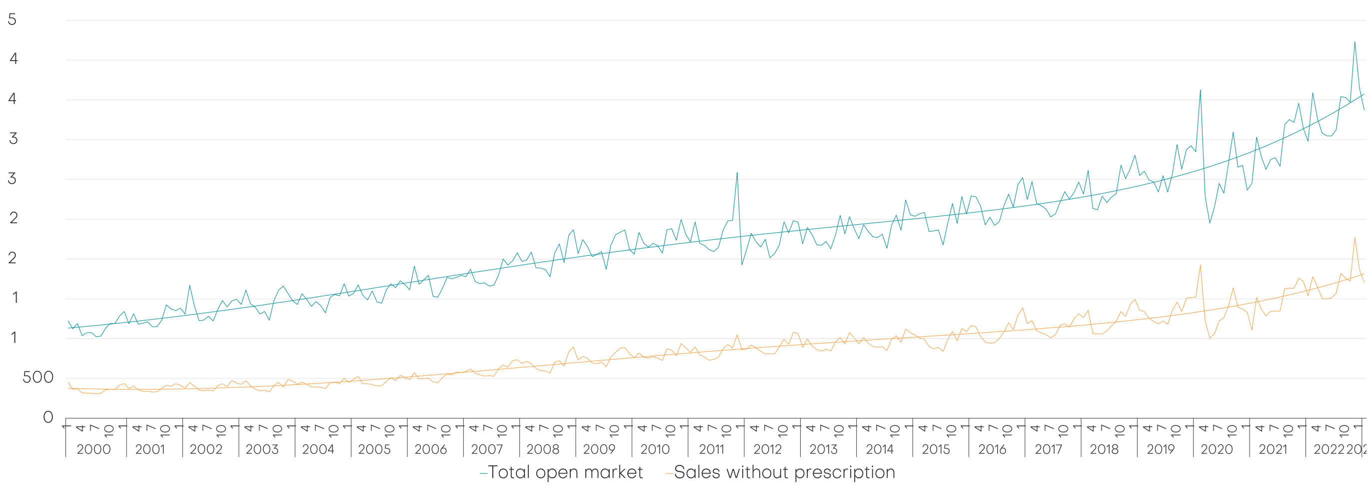
TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

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	8 019	12.6%	2 255	9.9%	2 117	21.1%	3 574	9.8%
March								
April								
May								
June								
July								
August								
September								
October								
November								
December								

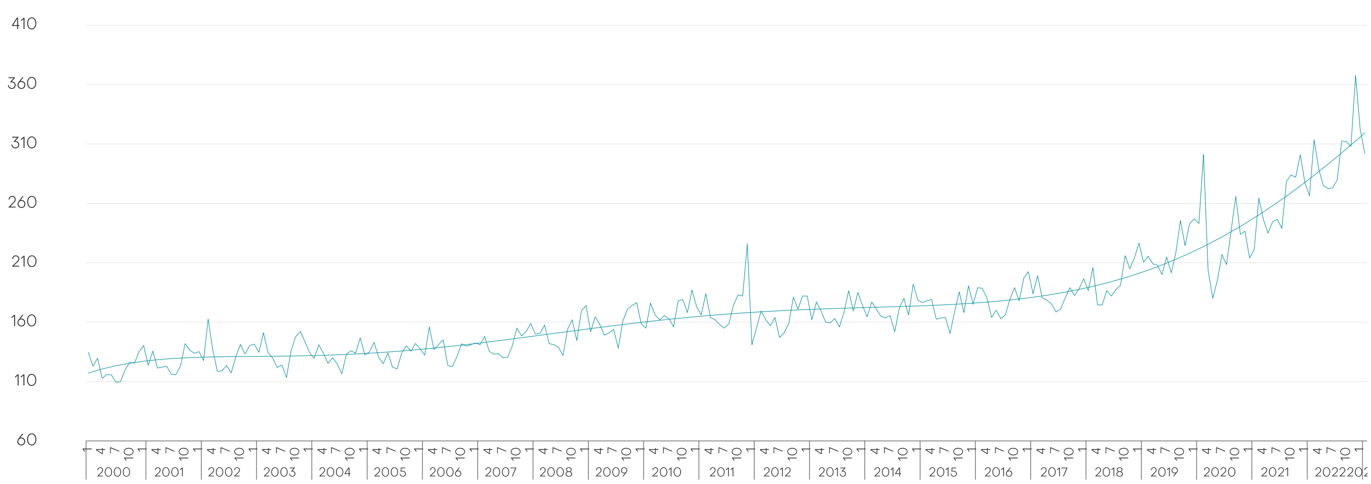
Retail sales in PLN

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN



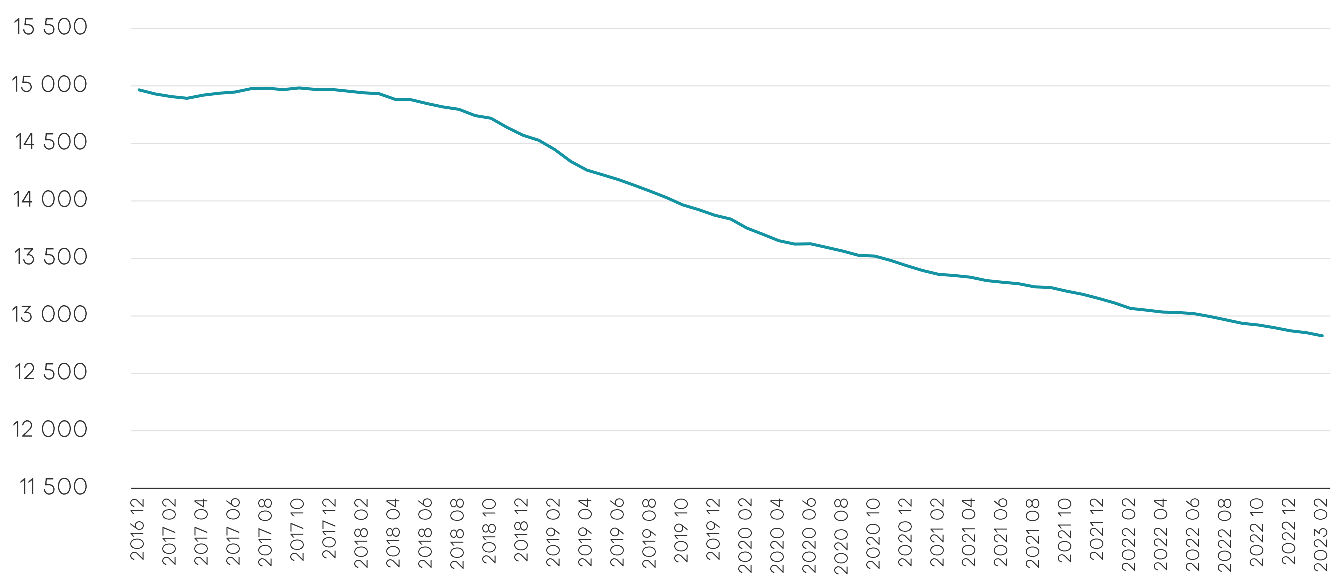
AVERRAGE PHARMACY

	FEBRUARY'23	YTD'2021	JANUARY'23	CHANGE		FEBRUARY'22	CHANGE		YTD'2020	CHANGE	
				VALUE	%		VALUE	%		VALUE	%
TOTAL TURNOVER (THOUSAND PLN)											
Total open market [1]	302	625	323	-20.5	-6.4%	267	35.5	13.3%	544	80.5	14.8%
Rx reimbursed [2]	86	176	90	-3.5	-3.9%	80	6.4	8.0%	157	18.8	12.0%
Rx nonreimbursed [3]	80	165	85	-5.0	-5.9%	67	13.2	19.9%	134	31.3	23.4%
Non Rx products [4]	133	278	145	-11.8	-8.2%	118	15.4	13.1%	249	29.6	11.9%
AVERAGE PRICE[5] PER PACK (PLN)											
Total [1]	27	27	26.9	0.3	1.0%	24.6	2.6	10.4%	24.5	2.6	10.5%
For reimbursed Rx products [2]	31	31	31.3	0.1	0.4%	30.3	1.1	3.7%	30.1	1.2	4.1%
For nonreimbursed products [3]	36	36	35.2	0.6	1.6%	31.9	3.9	12.3%	31.6	3.9	12.3%
For Non Rx products [4]	22	22	21.8	0.1	0.4%	19.6	2.3	11.8%	19.7	2.1	10.9%
AVERAGE MARK-UP*											
Total [1]	26.3%	25.5%	24.7%	1.6%	6.4%	25.4%	0.9%	3.6%	25.4%	0.1%	0.2%
For reimbursed Rx products [2]	19.5%	20.1%	20.7%	-1.1%	-5.5%	18.3%	1.2%	6.5%	18.0%	2.1%	11.5%
For nonreimbursed Rx products [3]	21.9%	21.6%	21.4%	0.5%	2.4%	22.5%	-0.6%	-2.5%	22.1%	-0.4%	-1.9%
For Non Rx products [4]	31.2%	30.5%	29.8%	1.4%	4.5%	29.7%	1.4%	4.8%	29.5%	1.0%	3.4%
NUMBER OF PATIENTS											
Total [1]	4 180	8 660	4 480	-300	-6.7%	3 940	240	6.1%	8 120	540	6.7%
For reimbursed Rx products [2]	880	1 820	940	-60	-6.4%	810	70	8.6%	1 620	200	12.3%
For nonreimbursed Rx products [3]	960	2 000	1 040	-80	-7.7%	860	100	11.6%	1 740	260	14.9%
For Non Rx products [4]	3 390	7 040	3 650	-260	-7.1%	3 230	160	5.0%	6 710	330	4.9%
NUMBER OF PHARMACIES - SUMMARY#	12 826	25 680	12 854	-28	-0.2%	13 065	-239	-1.8%	26 178	-498	-1.9%

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

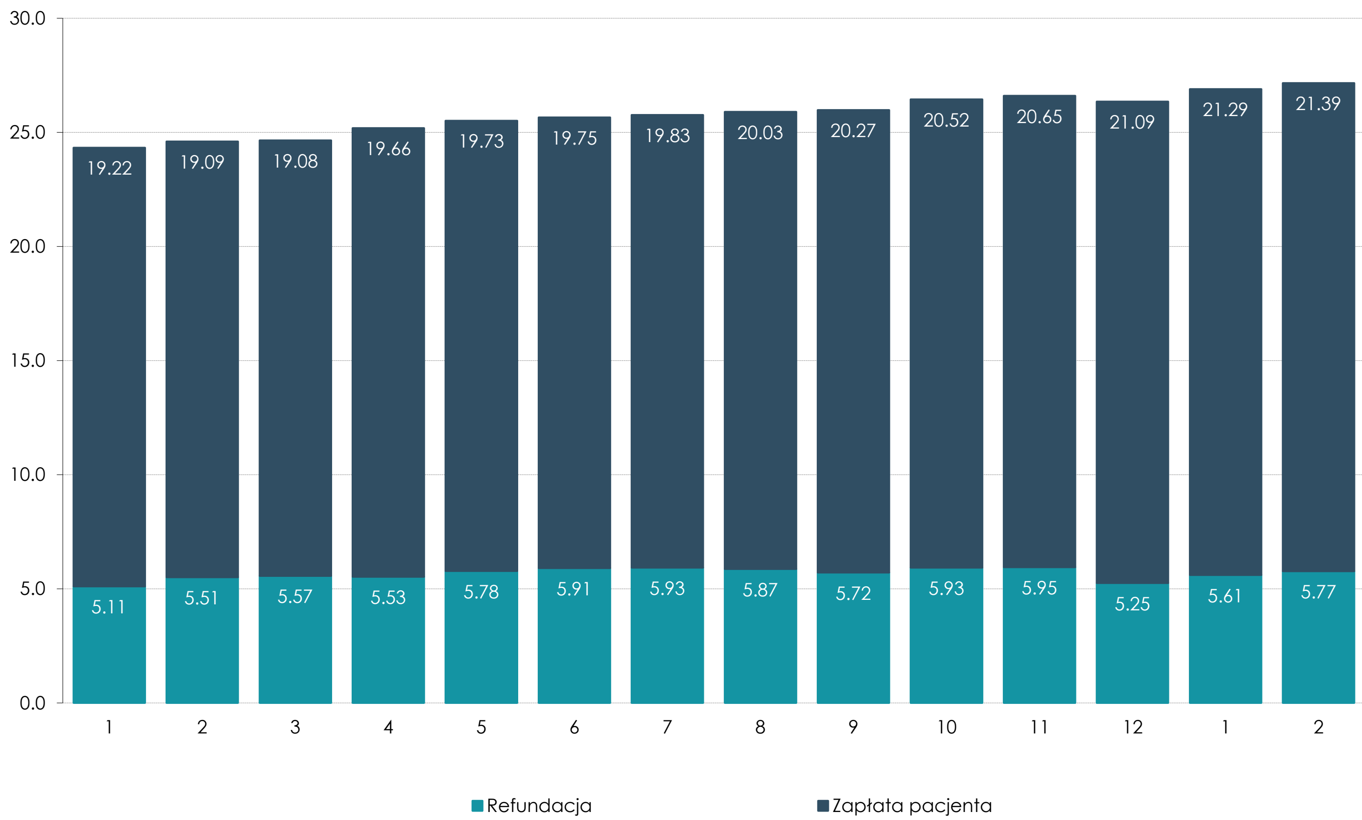
Number of pharmacies based on PEX's analysis.

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 February 2023 saw sales go close to 3873.5m PLN. Value of sales compared to February 2022 grew by 391.6m PLN (+11.2%). Compared to January of 2023, sales fell by approximately 272m PLN (-6.6%).

Compared to the same period of 2022 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 62.9m PLN (+6%), sales based on non-reimbursed prescriptions grew by 153.9m PLN (+17.7%), the non-prescription segment grew by 169.9m PLN (+11%).

Compared to the previous month, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 47.5m PLN (-4.1%), value of non-reimbursed RX drugs fell by 66.5m PLN (-6.1%) and value of products sold without a prescriptions fell by 156m PLN (-8.4%).

The average retail drug price in February 2023 was 27.2 PLN and was 1% higher than the average price in the previous month, and 10.4% higher than the average price in February 2022. The average retail price of reimbursed prescription was 31.4 PLN (+3.7% vs February 2022), 35.8 PLN for non-reimbursed prescriptions (+12.3% vs February 2022) and 21.9 PLN for products sold without a prescription (+11.8% vs February 2022).

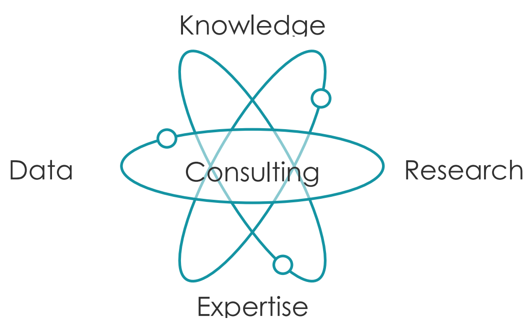
Average pharmacy margin for all drugs in February 2023 was 26.3% and was higher by 3.6% than margin in the same period of 2022. Compared to January 2023, the average pharmacy margin was higher by 6.4%.

Drug reimbursement by the National Health Fund in February was in the amount 823m PLN, 5.5% more than in the same period of 2022. The level of patient copayment for reimbursed drugs in February was 21.3%, grew 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

www.pexps.pl more info

Ask us a question:
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