Warsaw, October 2023

MONTHLY REPORT – SEPTEMBER 2023

TOTAL OPEN MARKET (SELL-OUT REPORT)

	SEPTEMBER 2023	CHANGE IN COMPARISON TO AUGUST 2023	JANUARY 2023	SEPTEMBER 2022	CUMULATIVE YTD 2023	CHANGE VS 2022
TOTAL TURNOVER (PLN MILLION)						
Total open market [1]	4,258	9.0%	2.7%	5.3%	36,662	10.0%
Rx reimbursed [2]	1,277	11.7%	10.9%	8.5%	10,649	8.0%
Rx nonreimbursed [3]	1,132	4.3%	3.7%	12.2%	9,876	15.2%
Non Rx products [4]	1,807	10.5%	-3.1%	-0.7%	15,777	8.1%
REIMBURSEMENT						
Reimbursement value (PLN million)	1,069	22.8%	23.7%	20.2%	8,131	9.1%
Reimbursement share In total turnover	25.1%	12.6%	20.4%	14.1%	22.2%	-0.8%
Reimbursement share In reimbursed sales	82.3%	10.3%	11.8%	10.8%	74.9%	0.9%
AVERAGE PRICE PER PACK (PLN)						
Total [1]	28.7	0.9%	6.5%	10.3%	27.8	10.1%
For reimbursed Rx products [2]	32.3	1.0%	3.1%	4.0%	31.7	3.7%
For nonreimbursed Rx products [3]	38.2	-0.2%	8.4%	11.6%	36.4	10.2%
For Non Rx products [4]	23.0	1.9%	5.3%	10.3%	22.5	12.1%
AVERAGE MARK-UP						
Total [1]	25.6%	-0.7%	3.5%	-1.4%	25.1%	-0.9%
For reimbursed Rx products [2]	20.5%	4.1%	-1.0%	3.1%	19.8%	9.0%
For nonreimbursed Rx products [3]	19.9%	3.4%	-7.0%	-11.2%	20.3%	-9.0%
For Non Rx products [4]	30.3%	-5.0%	1.7%	2.2%	29.9%	0.9%
AVERAGE PHARMACY						
Number of patients in pharmacies	4,410	7.6%	-1.6%	-1.6%	38,680	2.6%
Total turnover (PLN thousand) [1]	336	9.1%	4.0%	7.4%	2,873	12.3%

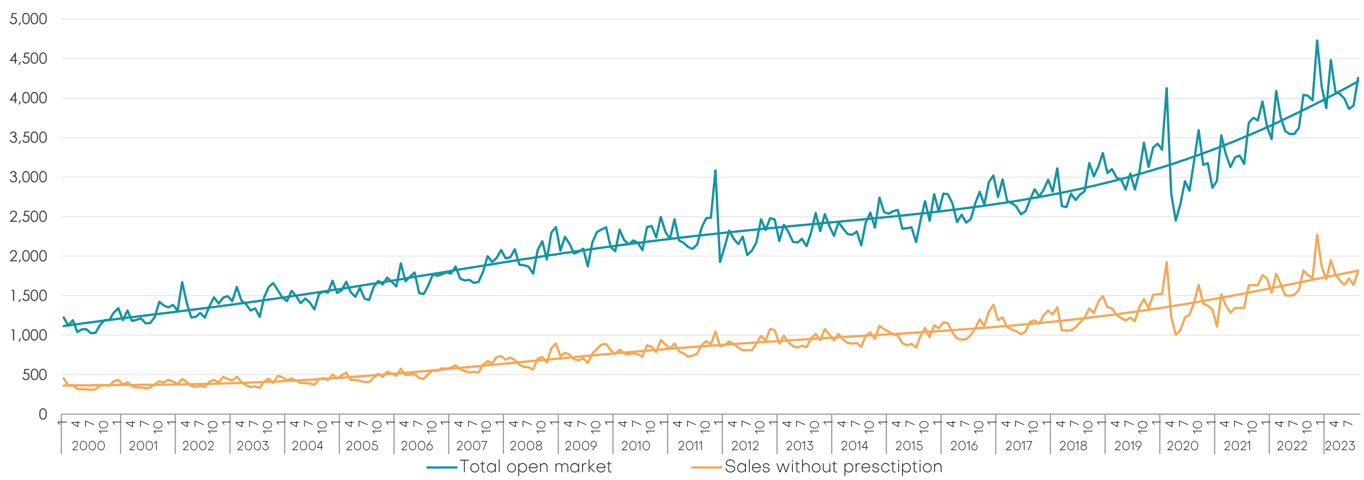
TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

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	12,501	11.5%	3,533	7.8%	3,331	18.7%	5,524	9.7%
April	16,584	10.7%	4,695	7.4%	4,446	17.3%	7,289	9.0%
May	20,638	11.2%	5,889	8.1%	5,573	17.0%	8,982	9.7%
June	24,635	11.4%	7,085	8.5%	6,696	17.5%	10,618	9.6%
July	28,499	11.1%	8,228	8.2%	7,659	15.7%	12,335	10.1%
August	32,404	10.7%	9,372	7.9%	8,744	15.6%	13,970	9.4%
September	36,662	10.0%	10,649	8.0%	9,876	15.2%	15,777	8.1%
October								
November								
December								

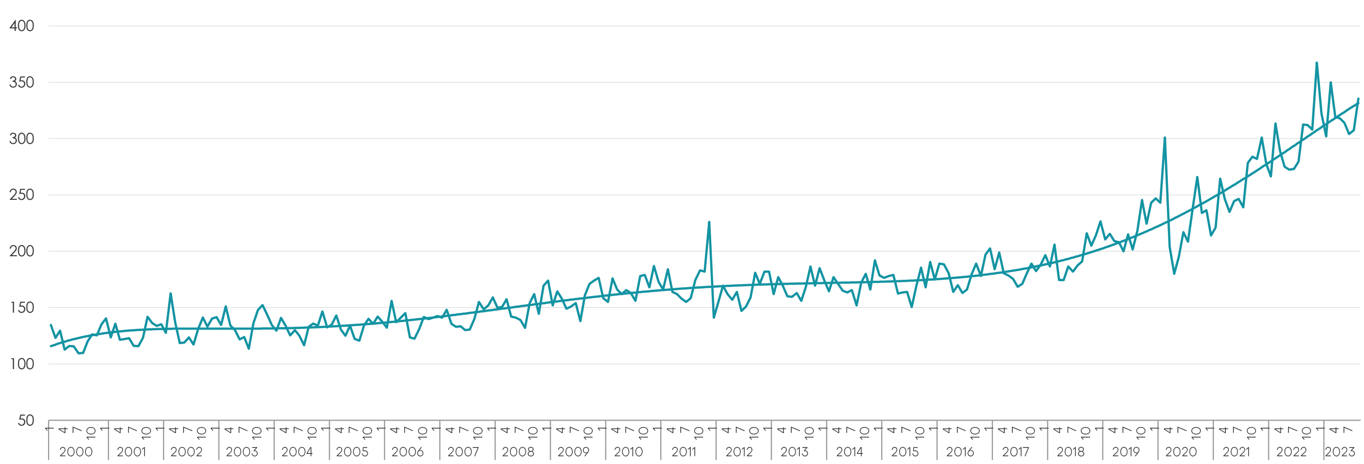
Retail sales in PLN

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN THOUSAND



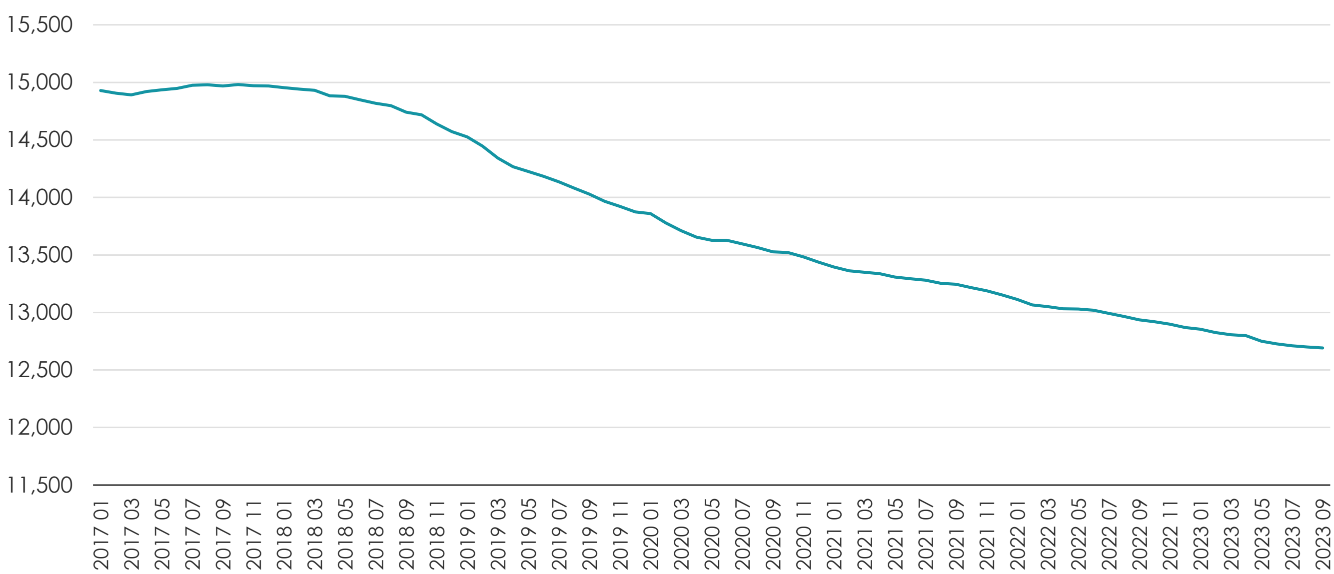
AVERAGE PHARMACY

	SEPTEMBER'23	YTD'2021	AUGUST'23	CHANGE VALUE	CHANGE %	SEPTEMBER'22	CHANGE VALUE	CHANGE %	YTD'2020	CHANGE VALUE	CHANGE %
TOTAL TURNOVER (THOUSAND PLN)											
Total open market [1]	336	2,873	308	28.0	9.1%	313	23.0	7.4%	2,559	313.5	12.3%
Rx reimbursed [2]	101	834	90	10.6	11.8%	91	9.7	10.6%	757	77.3	10.2%
Rx nonreimbursed [3]	89	774	85	3.7	4.3%	78	11.2	14.3%	658	115.5	17.6%
Non Rx products [4]	142	1,236	129	13.6	10.6%	141	1.6	1.2%	1,120	115.6	10.3%
AVERAGE PRICE[5] PER PACK (PLN)											
Total [1]	29	28	28.4	0.3	0.9%	26.0	2.7	10.3%	25.3	2.5	10.1%
For reimbursed Rx products [2]	32	32	32.0	0.3	1.0%	31.0	1.2	4.0%	30.5	1.1	3.7%
For nonreimbursed products [3]	38	36	38.2	-0.1	-0.2%	34.2	4.0	11.6%	33.0	3.4	10.2%
For Non Rx products [4]	23	23	22.6	0.4	1.9%	20.8	2.2	10.3%	20.1	2.4	12.1%
AVERAGE MARK-UP*											
Total [1]	25.6%	25.1%	25.7%	-0.2%	-0.7%	25.9%	-0.4%	-1.4%	25.3%	-0.2%	-0.9%
For reimbursed Rx products [2]	20.5%	19.8%	19.7%	0.8%	4.1%	19.9%	0.6%	3.1%	18.2%	1.6%	9.0%
For nonreimbursed Rx products [3]	19.9%	20.3%	19.2%	0.6%	3.4%	22.4%	-2.5%	-11.2%	22.3%	-2.0%	-9.0%
For Non Rx products [4]	30.3%	29.9%	31.9%	-1.6%	-5.0%	29.7%	0.7%	2.2%	29.6%	0.3%	0.9%
NUMBER OF PATIENTS											
Total [1]	4,410	38,680	4,100	310	7.6%	4,480	-70	-1.6%	37,700	980	2.6%
For reimbursed Rx products [2]	970	8,280	870	100	11.5%	910	60	6.6%	8,170	110	1.3%
For nonreimbursed Rx products [3]	920	8,890	920	0	0.0%	950	-30	-3.2%	8,210	680	8.3%
For Non Rx products [4]	3,530	31,120	3,270	260	8.0%	3,690	-160	-4.3%	30,570	550	1.8%
NUMBER OF PHARMACIES - SUMMARY#	12,692	114,864	12,699	-7	-0.1%	12,935	-243	-1.9%	117,204	-2,340	-2.0%

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

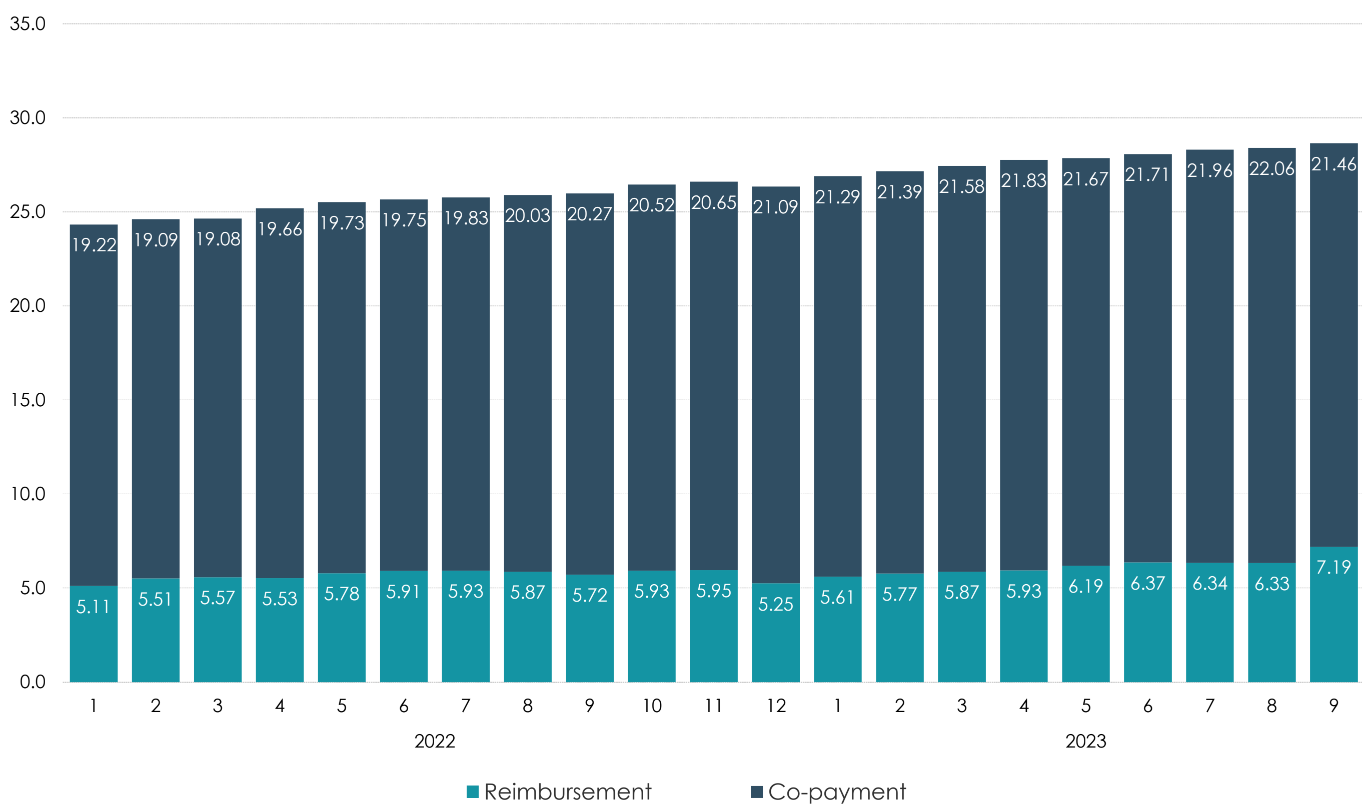
Number of pharmacies based on PEX's analysis.

PHARMACIES ON THE OPEN MARKET



PRICE

STRUCTURE OF THE AVERAGE RETAIL PRICE[5]



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 September 2023 saw sales go close to 4,258.2m PLN. Value of sales compared to September 2022 grew by 216m PLN (+5.3%). Compared to August of 2023, sales grew by approximately 353.2m PLN (+9%).

Compared to the same period of 2022 the value of tracked segments grew for two monitored segments. Sales based on reimbursed prescriptions grew by 100.6m PLN (+8.5%), sales based on non-reimbursed prescriptions grew by 122.9m PLN (+12.2%), the non-prescription segment fell by 13.3m PLN (-0.7%).

Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 133.9m PLN (+11.7%), value of non-reimbursed RX drugs grew by 46.2m PLN (+4.3%) and value of products sold without a prescriptions grew by 171.8m PLN (+10.5%).

The average retail drug price in September 2023 was 28.7 PLN and was 0.9% higher than the average price in the previous month, and 10.3% higher than the average price in September 2022. The average retail price of reimbursed prescription was 32.3 PLN (+4% vs September 2022), 38.2 PLN for non-reimbursed prescriptions (+11.6% vs September 2022) and 23 PLN for products sold without a prescription (+10.3% vs September 2022).

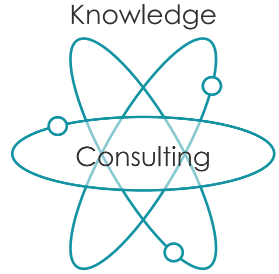
Average pharmacy margin for all drugs in September 2023 was 25.6% and was lower by 1.4% than margin in the same period of 2022. Compared to August 2023, the average pharmacy margin was lower by 0.7%.

Drug reimbursement by the National Health Fund in September was in the amount 1069m PLN, 20.2% more than in the same period of 2022. The level of patient copayment for reimbursed drugs in September was 74.9%, fell by 2.8p.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 **50+ 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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