



Warsaw, December 2023

MONTHLY REPORT – NOVEMBER 2023

TOTAL OPEN MARKET (SELL-OUT REPORT)

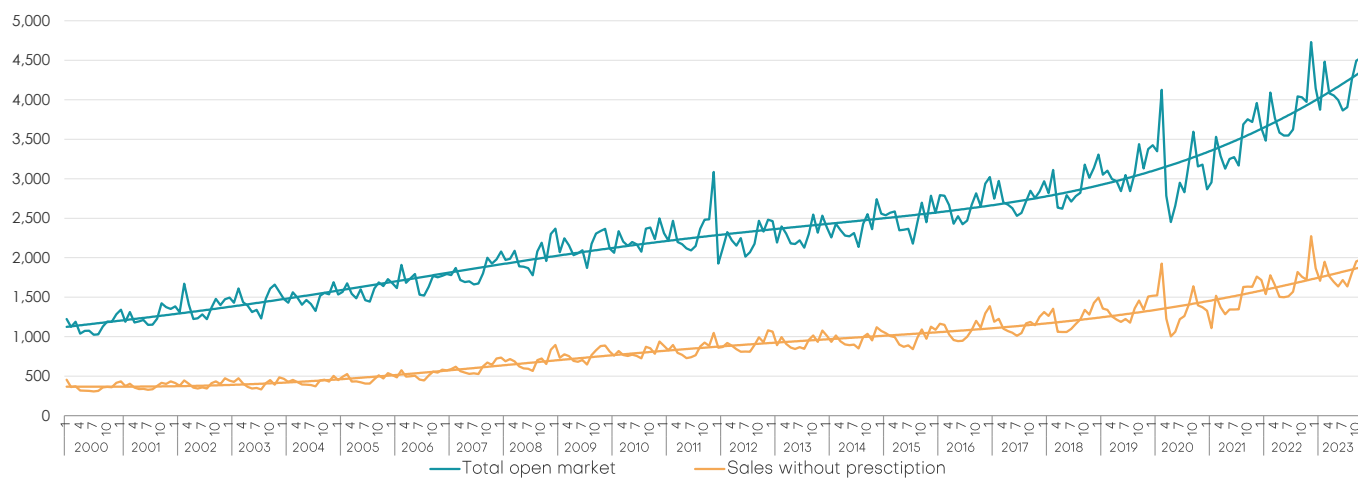
	NOVEMBER 2023	CHANGE IN COMPARISON TO			CUMULATIVE YTD	
		OCTOBER 2023	JANUARY 2023	NOVEMBER 2022	CHANGE VS 2023 2022	
TOTAL TURNOVER (PLN MILLION)						
Total open market ¹	4,530	0.8%	9.3%	14.0%	45,687	10.6%
Rx reimbursed ²	1,309	-0.5%	13.7%	11.0%	13,273	8.5%
Rx nonreimbursed ³	1,202	1.5%	10.1%	16.3%	12,261	15.2%
Non Rx products ⁴	1,978	1.2%	6.0%	14.9%	19,709	9.1%
REIMBURSEMENT						
Reimbursement value (PLN million)	1,122	-0.3%	29.9%	26.4%	10,380	12.3%
Reimbursement share In total turnover	24.8%	-1.1%	18.8%	10.8%	22.7%	1.6%
Reimbursement share In reimbursed sales	84.4%	0.1%	14.6%	14.1%	76.8%	3.5%
AVERAGE PRICE PER PACK (PLN)						
Total ¹	29.0	0.4%	7.9%	9.0%	28.0	9.9%
For reimbursed Rx products ²	32.6	0.0%	4.3%	4.5%	31.9	3.8%
For nonreimbursed Rx products ³	37.9	-1.1%	7.6%	10.3%	36.7	10.4%
For Non Rx products ⁴	23.6	1.2%	8.2%	10.5%	22.7	11.8%
AVERAGE MARK-UP						
Total ¹	26.6%	-0.5%	7.7%	7.2%	25.4%	0.4%
For reimbursed Rx products ²	19.4%	-2.5%	-6.3%	-8.1%	19.8%	6.6%
For nonreimbursed Rx products ³	23.9%	-1.1%	11.7%	55.5%	20.9%	-2.8%
For Non Rx products ⁴	30.8%	0.8%	3.4%	-0.9%	30.0%	0.1%
AVERAGE PHARMACY						
Number of patients in pharmacies	4,550	-0.4%	1.6%	6.8%	47,800	3.1%
Total turnover (PLN thousand) ¹	357	0.7%	10.7%	15.9%	3,584	12.7%

TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

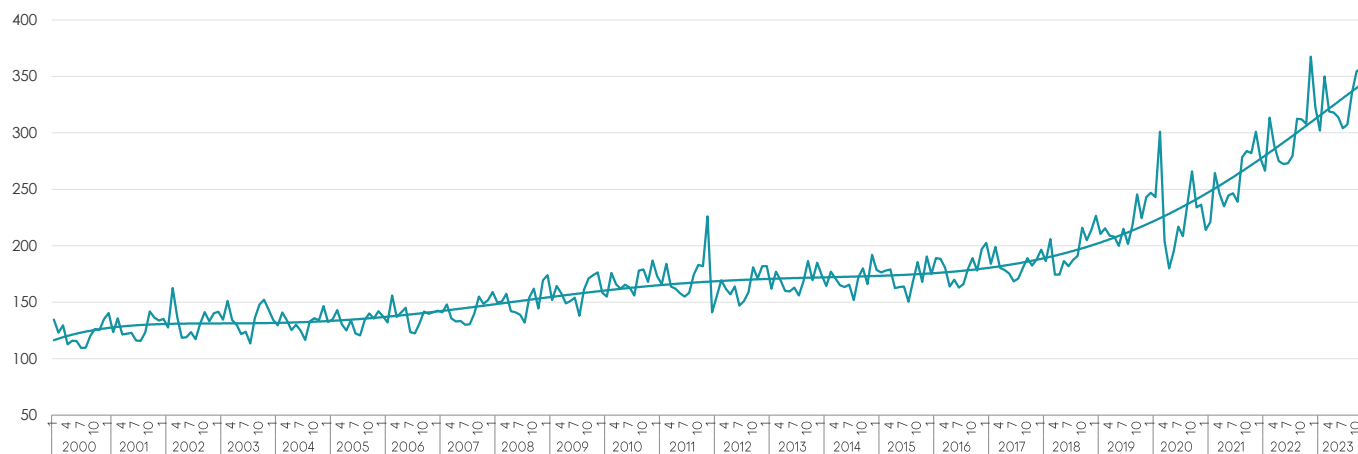
2023	PHARMACY MARKET TOTAL ¹		RX REIMBURSED PRESCRIPTIONS ²		RX NONREIMBURSED PRESCRIPTIONS ³		NON RX PRODUCTS ⁴	
	TOTAL	CHANGE VS 2022	TOTAL	CHANGE VS 2022	TOTAL	CHANGE VS 2022	TOTAL	CHANGE VS 2022
January	4,145	13.9%	1,151	13.8%	1,092	24.4%	1,865	8.6%
February	8,019	12.6%	2,255	9.9%	2,117	21.1%	3,574	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	41,156	10.2%	11,964	8.2%	11,059	15.1%	17,731	8.4%
November	45,687	10.6%	13,273	8.5%	12,261	15.2%	19,709	9.1%
December								

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN THOUSAND



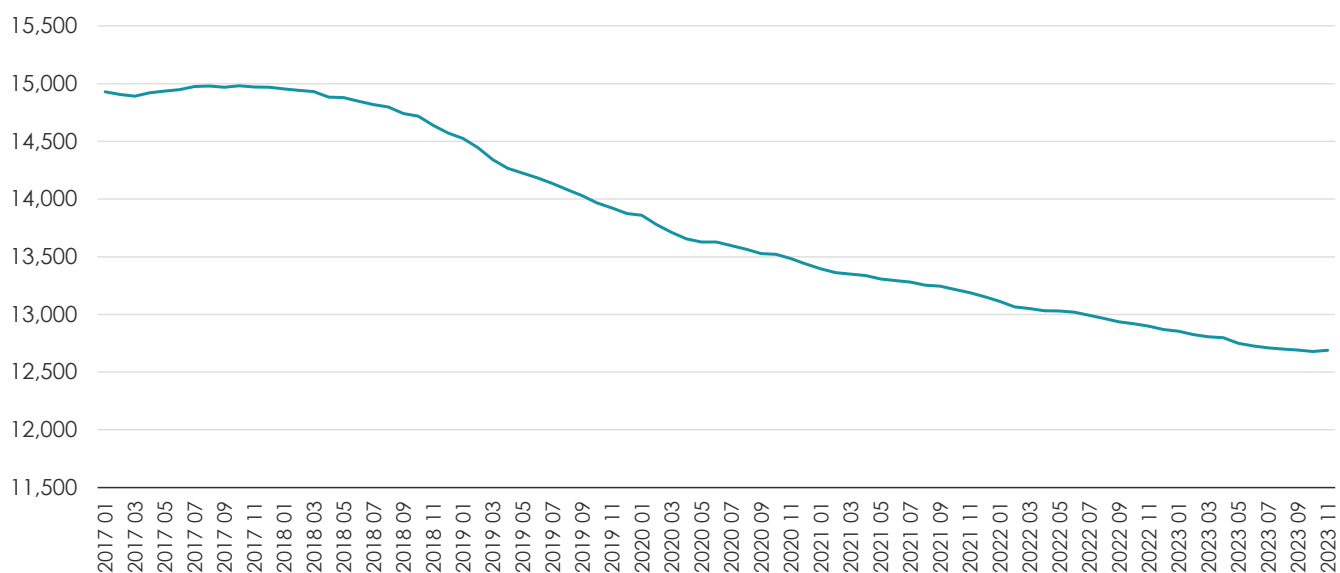
AVERAGE PHARMACY

	NOVEMBER '23	YTD '2021	OCTOBER '23	CHANGE		NOVEMBER '22	CHANGE		YTD '2020	CHANGE	
				VALUE	%		VALUE	%		VALUE	%
TOTAL TURNOVER (THOUSAND PLN)											
Total open market ¹	357	3,584	355	2.5	0.7%	308	49.0	15.9%	3,179	405.0	12.7%
Rx reimbursed ²	103	1,041	104	-0.6	-0.6%	91	11.7	12.8%	941	100.1	10.6%
Rx nonreimbursed ³	95	962	93	1.4	1.5%	80	14.6	18.2%	819	143.2	17.5%
Non Rx products ⁴	156	1,546	154	1.8	1.1%	133	22.4	16.8%	1,390	155.9	11.2%
AVERAGE PRICE⁵ PER PACK (PLN)											
Total ¹	29	28	28.9	0.1	0.4%	26.6	2.4	9.0%	25.5	2.5	9.9%
For reimbursed Rx products ²	33	32	32.6	0.0	0.0%	31.2	1.4	4.5%	30.7	1.2	3.8%
For nonreimbursed products ³	38	37	38.3	-0.4	-1.1%	34.4	3.6	10.3%	33.2	3.4	10.4%
For Non Rx products ⁴	24	23	23.4	0.3	1.2%	21.4	2.3	10.5%	20.3	2.4	11.8%
AVERAGE MARK-UP*											
Total ¹	26.6%	25.4%	26.7%	-0.1%	-0.5%	24.8%	1.8%	7.2%	25.3%	0.1%	0.4%
For reimbursed Rx products ²	19.4%	19.8%	19.9%	-0.5%	-2.5%	21.1%	-1.7%	-8.1%	18.6%	1.2%	6.6%
For nonreimbursed Rx products ³	23.9%	20.9%	24.1%	-0.3%	-1.1%	15.4%	8.5%	55.5%	21.5%	-0.6%	-2.8%
For Non Rx products ⁴	30.8%	30.0%	30.6%	0.3%	0.8%	31.1%	-0.3%	-0.9%	30.0%	0.0%	0.1%
NUMBER OF PATIENTS											
Total ¹	4,550	47,800	4,570	-20	-0.4%	4,260	290	6.8%	46,380	1,420	3.1%
For reimbursed Rx products ²	1,030	10,320	1,010	20	2.0%	920	110	12.0%	10,020	300	3.0%
For nonreimbursed Rx products ³	950	10,770	930	20	2.2%	980	-30	-3.1%	10,170	600	5.9%
For Non Rx products ⁴	3,680	38,480	3,680	0	0.0%	3,460	220	6.4%	37,630	850	2.3%
NUMBER OF PHARMACIES - SUMMARY[#]											
	12,689	140,232	12,679	10	0.1%	12,898	-209	-1.6%	143,022	-2,790	-2.0%

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

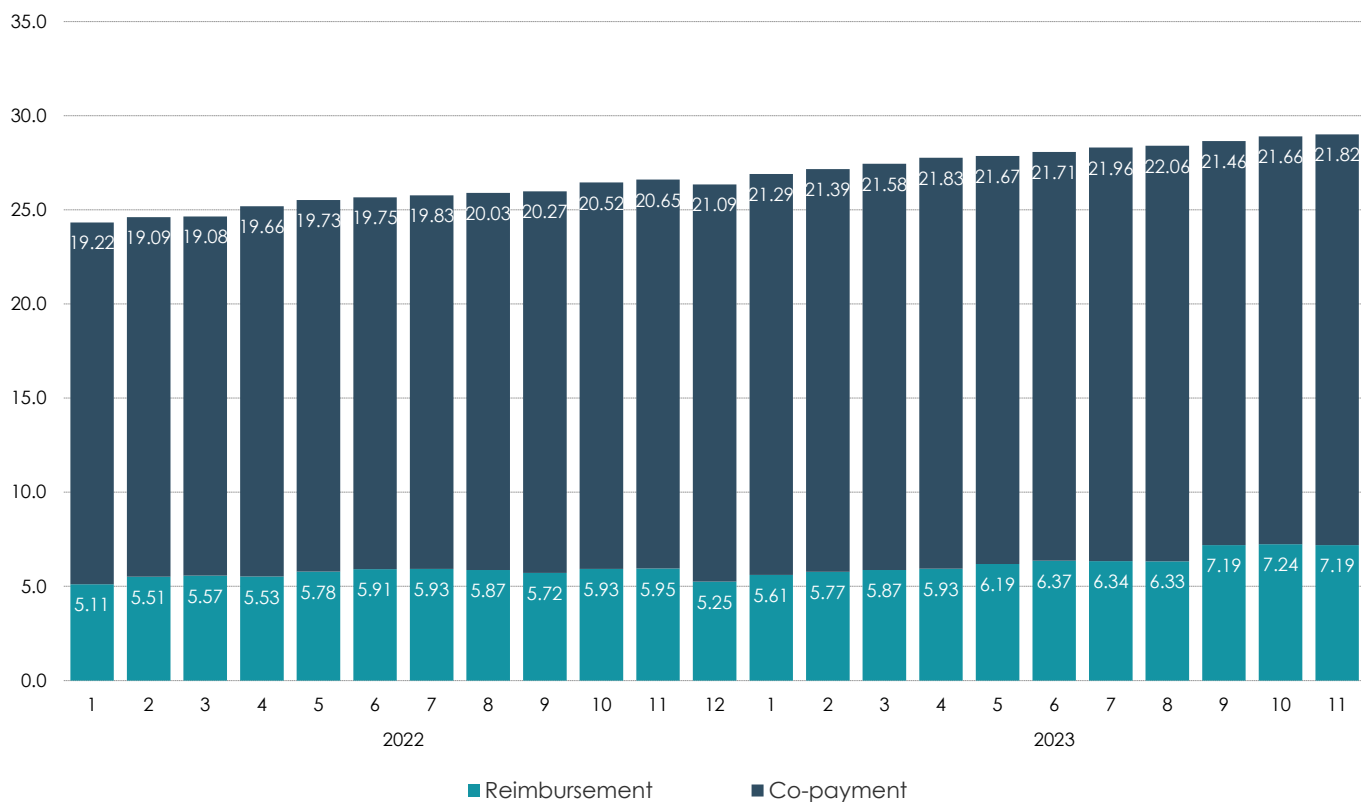
Number of pharmacies based on PEX's analysis.

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 Kamssoft (Omnibus) – they make up 97% of the pharmacy market.

PEX PHARMASEQUENCE COMMENTARY

The pharmacy market in November 2023 saw sales go close to 4,530.4m PLN. Value of sales compared to November 2022 grew by 557.8m PLN (+14%). Compared to October of 2023, sales grew by approximately 35.9m PLN (+0.8%).

Compared to the same period of 2022 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 129.7m PLN (+11%), sales based on non-reimbursed prescriptions grew by 168.2m PLN (+16.3%), the non-prescription segment grew by 256m PLN (+14.9%).

Compared to the previous month, the value of tracked segments grew for two monitored segments. Value of reimbursed prescriptions fell by 6.2m PLN (-0.5%), value of non-reimbursed RX drugs grew by 18.3m PLN (+1.5%) and value of products sold without a prescriptions grew by 23.9m PLN (+1.2%).

The average retail drug price in November 2023 was 29 PLN and was 0.4% higher than the average price in the previous month, and 9% higher than the average price in November 2022. The average retail price of reimbursed prescription was 32.6 PLN (+4.5% vs November 2022), 37.9 PLN for non-reimbursed prescriptions (+10.3% vs November 2022) and 23.6 PLN for products sold without a prescription (+10.5% vs November 2022).

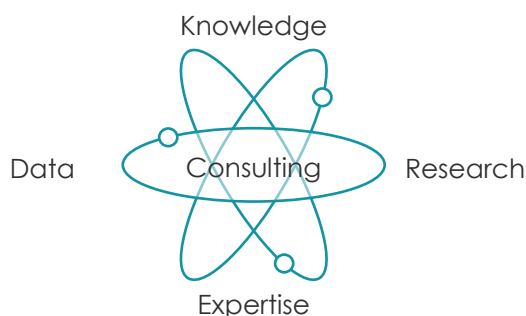
Average pharmacy margin for all drugs in November 2023 was 26.6% and was higher by 7.2% than margin in the same period of 2022. Compared to October 2023, the average pharmacy margin was lower by 0.5%.

Drug reimbursement by the National Health Fund in November was in the amount 1122m PLN, 26.4% more than in the same period of 2022. The level of patient copayment for reimbursed drugs in November was 75.2%, grew by 0.3p.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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Published on the 21st of December 2023,
prepared by Antoni Bremer
based on PEX PharmaSequence data.

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