



Warsaw, January 2024

MONTHLY REPORT – DECEMBER 2023

TOTAL OPEN MARKET (SELL-OUT REPORT)

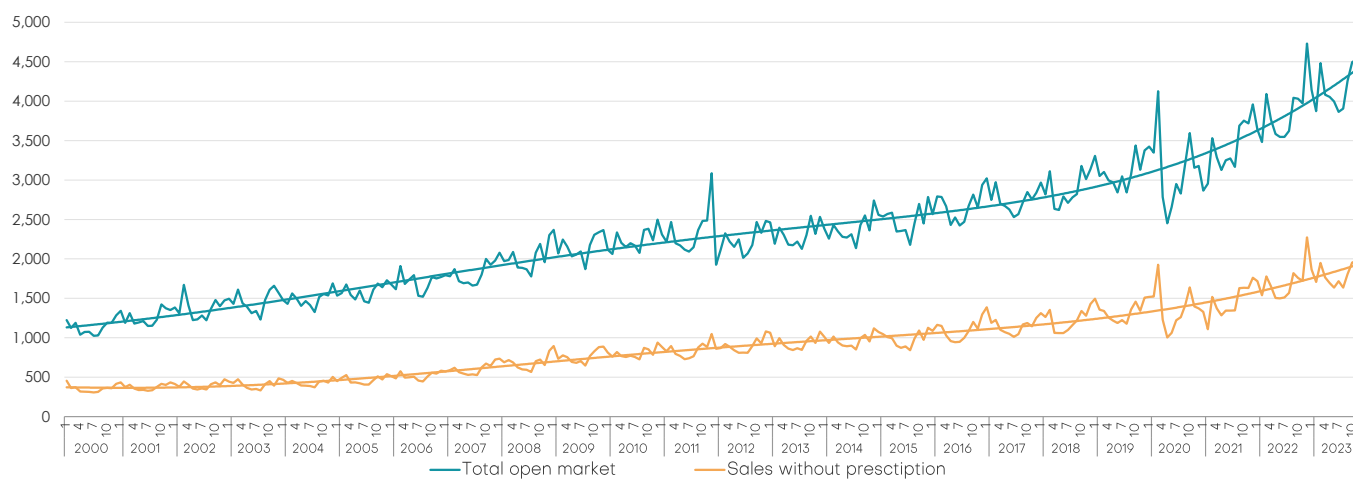
	DECEMBER 2023	CHANGE IN COMPARISON TO			CUMULATIVE YTD	
		NOVEMBER 2023	JANUARY 2023	DECEMBER 2022	2023	CHANGE VS 2022
TOTAL TURNOVER (PLN MILLION)						
Total open market ¹	4,731	4.4%	14.1%	0.0%	50,418	9.5%
Rx reimbursed ²	1,273	-2.7%	10.6%	0.7%	14,546	7.7%
Rx nonreimbursed ³	1,218	1.4%	11.6%	5.5%	13,479	14.3%
Non Rx products ⁴	2,198	11.1%	17.8%	-3.3%	21,906	7.7%
REIMBURSEMENT						
Reimbursement value (PLN million)	1,088	-3.1%	25.9%	15.4%	11,468	12.6%
Reimbursement share In total turnover	23.0%	-7.2%	10.3%	15.3%	22.7%	2.8%
Reimbursement share In reimbursed sales	84.1%	-0.3%	14.2%	14.7%	77.4%	4.5%
AVERAGE PRICE PER PACK (PLN)						
Total ¹	28.9	-0.4%	7.4%	9.6%	28.1	9.9%
For reimbursed Rx products ²	32.8	0.4%	4.7%	3.2%	31.9	3.8%
For nonreimbursed Rx products ³	38.3	1.1%	8.8%	12.1%	36.8	10.5%
For Non Rx products ⁴	23.8	0.6%	8.8%	9.8%	22.8	11.6%
AVERAGE MARK-UP						
Total ¹	26.8%	0.6%	8.3%	5.8%	25.5%	0.9%
For reimbursed Rx products ²	19.9%	2.9%	-3.6%	9.6%	19.8%	6.9%
For nonreimbursed Rx products ³	22.2%	-7.0%	3.9%	9.8%	21.0%	-1.8%
For Non Rx products ⁴	31.4%	1.8%	5.3%	3.6%	30.2%	0.4%
AVERAGE PHARMACY						
Number of patients in pharmacies	4,800	5.5%	7.1%	-6.3%	52,600	2.1%
Total turnover (PLN thousand) ¹	374	4.6%	15.8%	1.6%	3,958	11.6%

TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

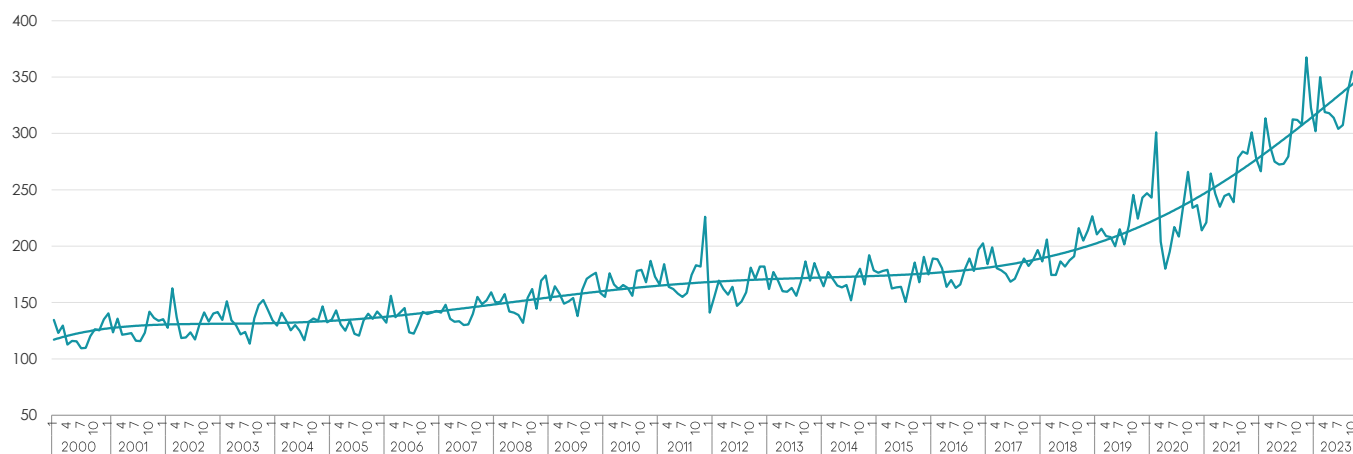
2023	PHARMACY MARKET TOTAL ¹		RX REIMBURSED PRESCRIPTIONS ²		RX NONREIMBURSED PRESCRIPTIONS ³		NON RX PRODUCTS ⁴	
	TOTAL	CHANGE VS 2022	TOTAL	CHANGE VS 2022	TOTAL	CHANGE VS 2022	TOTAL	CHANGE VS 2022
January	4,145	13.9%	1,151	13.8%	1,092	24.4%	1,865	8.6%
February	8,019	12.6%	2,255	9.9%	2,117	21.1%	3,574	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	50,418	9.5%	14,546	7.7%	13,479	14.3%	21,906	7.7%

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN THOUSAND



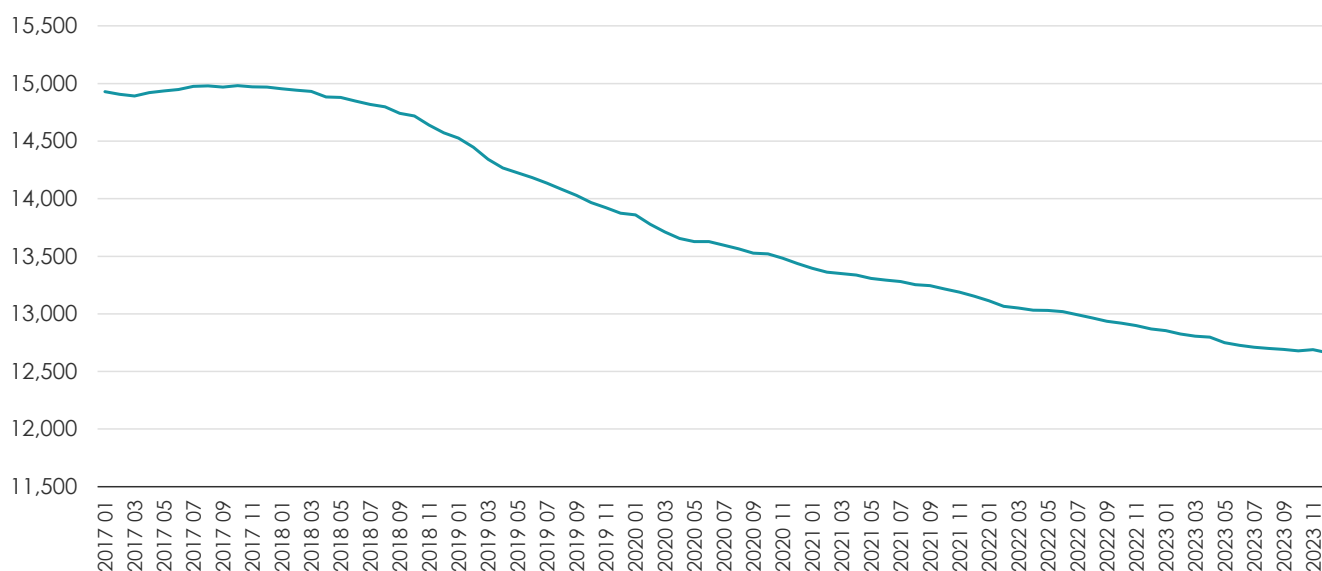
AVERAGE PHARMACY

	DECEMBER'23		YTD'2021		NOVEMBER'23		CHANGE		DECEMBER'22		CHANGE		YTD'2020		CHANGE	
	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%
TOTAL TURNOVER (THOUSAND PLN)																
Total open market ¹	374	3,958	357	16.5	4.6%	368	6.0	1.6%	3,547	411.0	11.6%					
Rx reimbursed ²	101	1,142	103	-2.6	-2.5%	98	2.3	2.3%	1,040	102.4	9.8%					
Rx nonreimbursed ³	96	1,058	95	1.5	1.6%	90	6.4	7.2%	908	149.7	16.5%					
Non Rx products ⁴	174	1,720	156	17.7	11.4%	177	-3.0	-1.7%	1,567	152.9	9.8%					
AVERAGE PRICE⁵ PER PACK (PLN)																
Total ¹	29	28	29.0	-0.1	-0.4%	26.3	2.5	9.6%	25.6	2.5	9.9%					
For reimbursed Rx products ²	33	32	32.6	0.1	0.4%	31.7	1.0	3.2%	30.8	1.2	3.8%					
For nonreimbursed products ³	38	37	37.9	0.4	1.1%	34.2	4.1	12.1%	33.3	3.5	10.5%					
For Non Rx products ⁴	24	23	23.6	0.1	0.6%	21.6	2.1	9.8%	20.4	2.4	11.6%					
AVERAGE MARK-UP*																
Total ¹	26.8%	25.5%	26.6%	0.2%	0.6%	25.3%	1.5%	5.8%	25.3%	0.2%	0.9%					
For reimbursed Rx products ²	19.9%	19.8%	19.4%	0.6%	2.9%	18.2%	1.7%	9.6%	18.5%	1.3%	6.9%					
For nonreimbursed Rx products ³	22.2%	21.0%	23.9%	-1.7%	-7.0%	20.2%	2.0%	9.8%	21.4%	-0.4%	-1.8%					
For Non Rx products ⁴	31.4%	30.2%	30.8%	0.6%	1.8%	30.3%	1.1%	3.6%	30.0%	0.1%	0.4%					
NUMBER OF PATIENTS																
Total ¹	4,800	52,600	4,550	250	5.5%	5,120	-320	-6.3%	51,500	1,100	2.1%					
For reimbursed Rx products ²	1,010	11,330	1,030	-20	-1.9%	1,030	-20	-1.9%	11,050	280	2.5%					
For nonreimbursed Rx products ³	960	11,730	950	10	1.1%	1,140	-180	-15.8%	11,310	420	3.7%					
For Non Rx products ⁴	3,960	42,440	3,680	280	7.6%	4,270	-310	-7.3%	41,900	540	1.3%					
NUMBER OF PHARMACIES - SUMMARY[#]																
	12,663	152,895	12,689	-26	-0.2%	12,870	-207	-1.6%	155,892	-2,997	-1.9%					

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

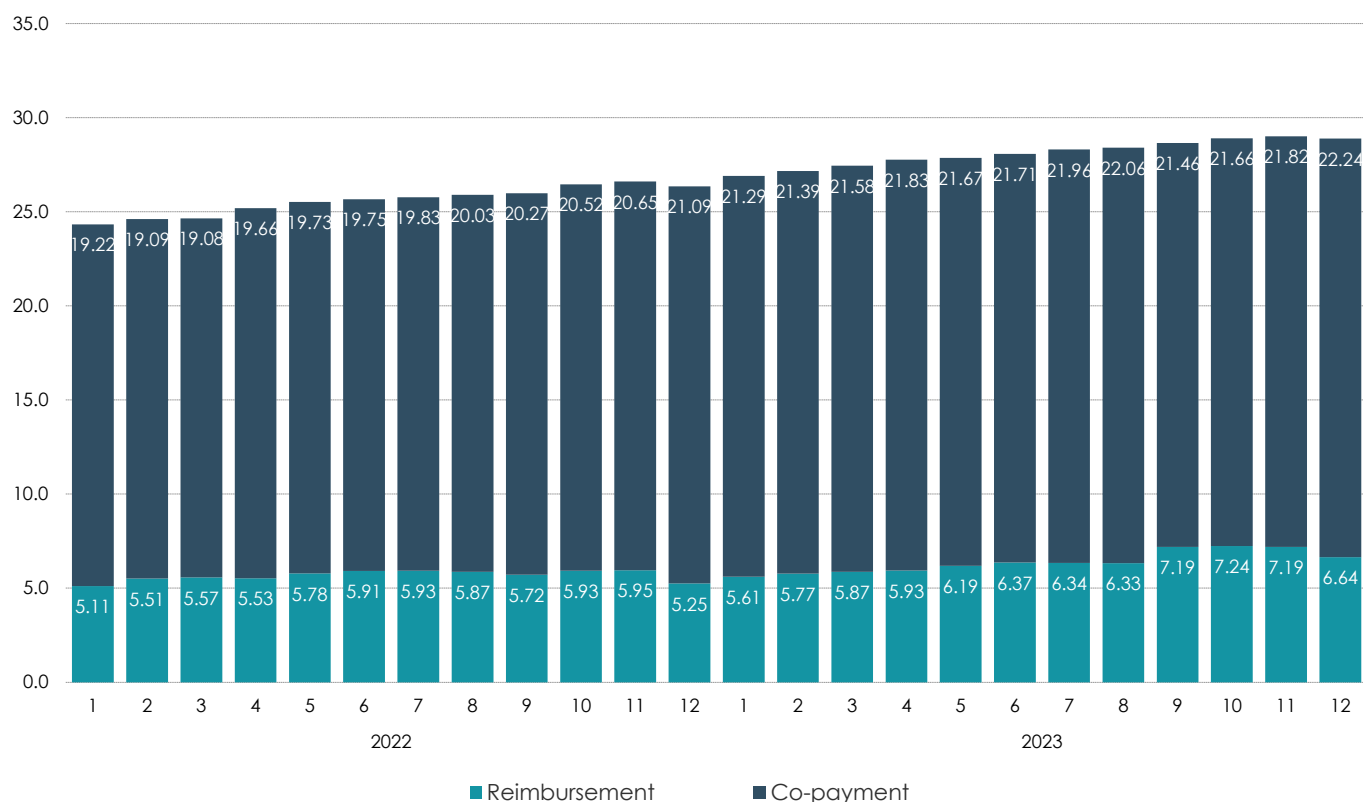
Number of pharmacies based on PEX's analysis.

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

PEX PHARMASEQUENCE COMMENTARY

The pharmacy market in December 2023 saw sales go close to 4,731.4m PLN. Value of sales compared to December 2022 grew by 1.7m PLN (+0%). Compared to November of 2023, sales grew by approximately 201.1m PLN (+4.4%).

Compared to the same period of 2022 the value of tracked segments grew for two monitored segments. Sales based on reimbursed prescriptions grew by 8.7m PLN (+0.7%), sales based on non-reimbursed prescriptions grew by 63m PLN (+5.5%), the non-prescription segment fell by 74.6m PLN (-3.3%).

Compared to the previous month, the value of tracked segments grew for two monitored segments. Value of reimbursed prescriptions fell by 35.4m PLN (-2.7%), value of non-reimbursed RX drugs grew by 16.4m PLN (+1.4%) and value of products sold without a prescriptions grew by 220.1m PLN (+11.1%).

The average retail drug price in December 2023 was 28.9 PLN and was 0.4% lower than the average price in the previous month, and 9.6% higher than the average price in December 2022. The average retail price of reimbursed prescription was 32.8 PLN (+3.2% vs December 2022), 38.3 PLN for non-reimbursed prescriptions (+12.1% vs December 2022) and 23.8 PLN for products sold without a prescription (+9.8% vs December 2022).

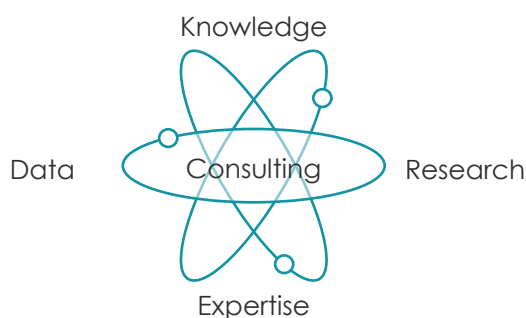
Average pharmacy margin for all drugs in December 2023 was 26.8% and was higher by 5.8% than margin in the same period of 2022. Compared to November 2023, the average pharmacy margin was higher by 0.6%.

Drug reimbursement by the National Health Fund in December was in the amount 1088m PLN, 15.4% more than in the same period of 2022. The level of patient copayment for reimbursed drugs in December was 77%, grew by 1.8 p.p. compared to previous month.

ABOUT US

PEX 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



www.pexps.pl more info



Ask us a question:
solutions_by_pex@pexps.pl
 22 886 47 15

Published on the 18th of January 2024,
 prepared by Antoni Bremer
 based on PEX data.

The copyright to this document belongs to PEX Sp. z o.o., headquartered in Warsaw. The contents of this document are not a result of a provided service and PEX Sp. z o.o. is not responsible to third parties using this document, on any legal basis, for any action taken or not taken, including for decisions made based on information provided. Quoting parts of the document requires indicating PEX Sp. z o.o. as the author.

PEX Sp. z o.o.
ul. Migdałowa 4D lok. 46, 02-796 Warszawa
tel.: (+48) 22 886 47 15
fax (+48) 22 638 21 29
biuro@pexps.pl

