



Warsaw, March 2024

## **MONTHLY REPORT – FEBRUARY 2024**

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## TOTAL OPEN MARKET (SELL-OUT REPORT)

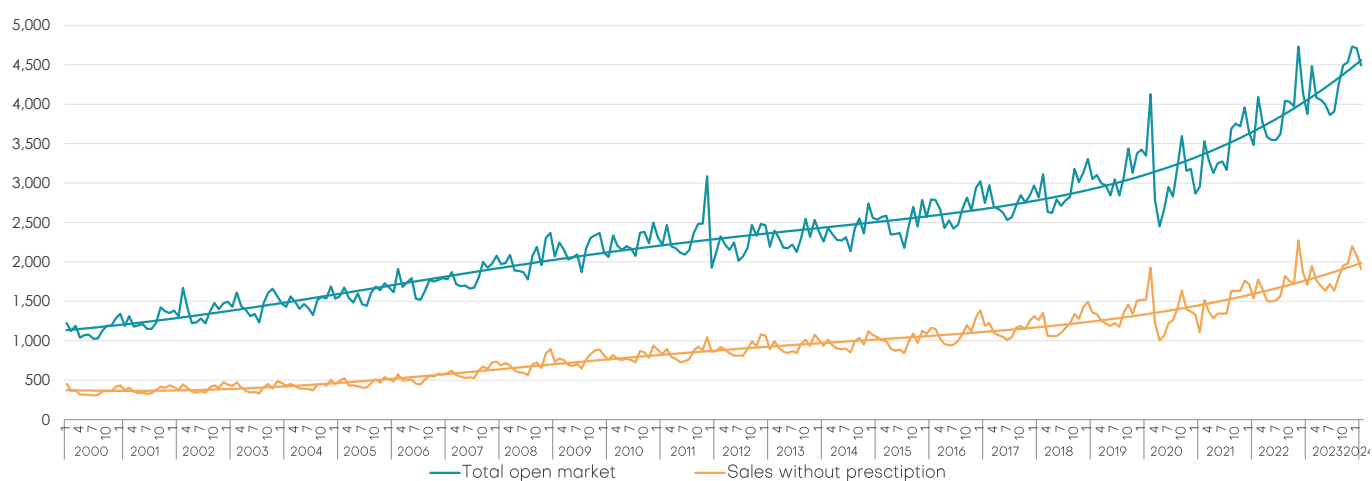
	FEBRUARY 2024	CHANGE IN COMPARISON TO			CUMULATIVE YTD	
		JANUARY 2024	JANUARY 2024	FEBRUARY 2023	2024	CHANGE VS 2023
<b>TOTAL TURNOVER (PLN MILLION)</b>						
Total open market <sup>1</sup>	4,492	-4.6%	-4.6%	16.0%	9,201	14.7%
Rx reimbursed <sup>2</sup>	1,274	-1.7%	-1.7%	15.4%	2,570	13.9%
Rx nonreimbursed <sup>3</sup>	1,264	-2.3%	-2.3%	23.3%	2,557	20.8%
Non Rx products <sup>4</sup>	1,912	-8.0%	-8.0%	11.9%	3,991	11.7%
<b>REIMBURSEMENT</b>						
Reimbursement value (PLN million)	1,086	-1.6%	-1.6%	31.9%	2,190	29.8%
Reimbursement share In total turnover	24.2%	3.1%	3.1%	13.7%	23.8%	13.1%
Reimbursement share In reimbursed sales	83.7%	0.1%	0.1%	14.4%	83.7%	14.0%
<b>AVERAGE PRICE PER PACK (PLN)</b>						
Total <sup>1</sup>	29.9	1.5%	1.5%	10.0%	29.6	9.7%
For reimbursed Rx products <sup>2</sup>	33.3	1.0%	1.0%	6.0%	33.1	5.7%
For nonreimbursed Rx products <sup>3</sup>	39.7	1.7%	1.7%	11.0%	39.4	10.9%
For Non Rx products <sup>4</sup>	24.0	0.5%	0.5%	9.3%	23.9	9.3%
<b>AVERAGE MARK-UP</b>						
Total <sup>1</sup>	26.5%	4.5%	4.5%	0.8%	25.9%	1.7%
For reimbursed Rx products <sup>2</sup>	20.5%	0.4%	0.4%	4.8%	20.4%	1.6%
For nonreimbursed Rx products <sup>3</sup>	22.7%	4.2%	4.2%	3.7%	22.3%	2.9%
For Non Rx products <sup>4</sup>	30.8%	8.4%	8.4%	-1.1%	29.6%	-2.8%
<b>AVERAGE PHARMACY</b>						
Number of patients in pharmacies	4,550	-4.4%	-4.4%	8.9%	9,310	7.5%
Total turnover (PLN thousand) <sup>1</sup>	357	-4.3%	-4.3%	18.0%	729	16.7%

## TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

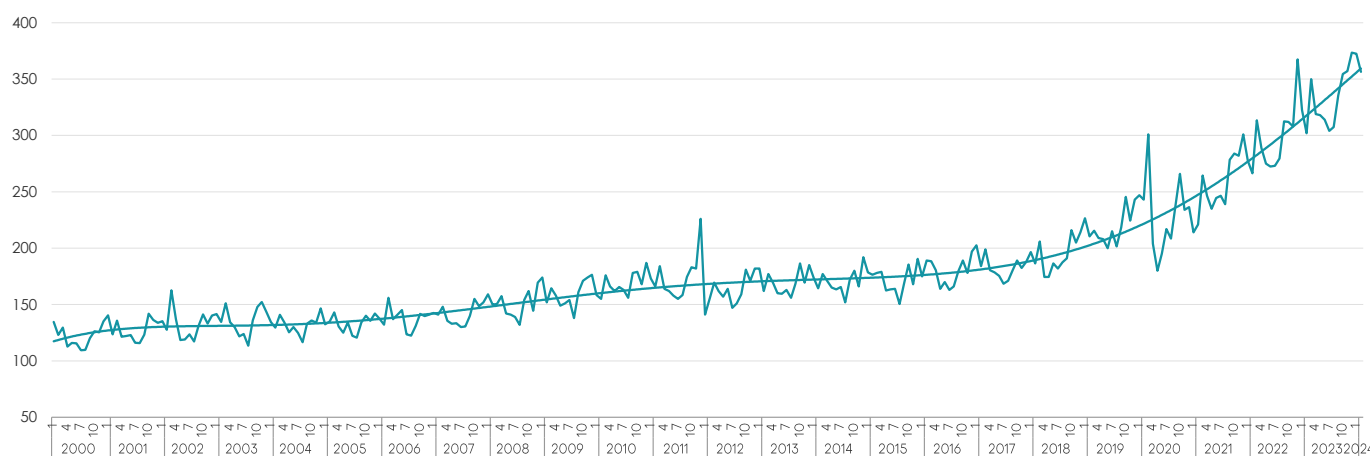
2024	PHARMACY MARKET TOTAL <sup>1</sup>		RX REIMBURSED PRESCRIPTIONS <sup>2</sup>		RX NONREIMBURSED PRESCRIPTIONS <sup>3</sup>		NON RX PRODUCTS <sup>4</sup>	
	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023
January	4,709	13.6%	1,296	12.5%	1,293	18.5%	2,078	11.4%
February	9,201	14.7%	2,570	13.9%	2,557	20.8%	3,991	11.7%
March								
April								
May								
June								
July								
August								
September								
October								
November								
December								

## TRENDS

### TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



### TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN THOUSAND



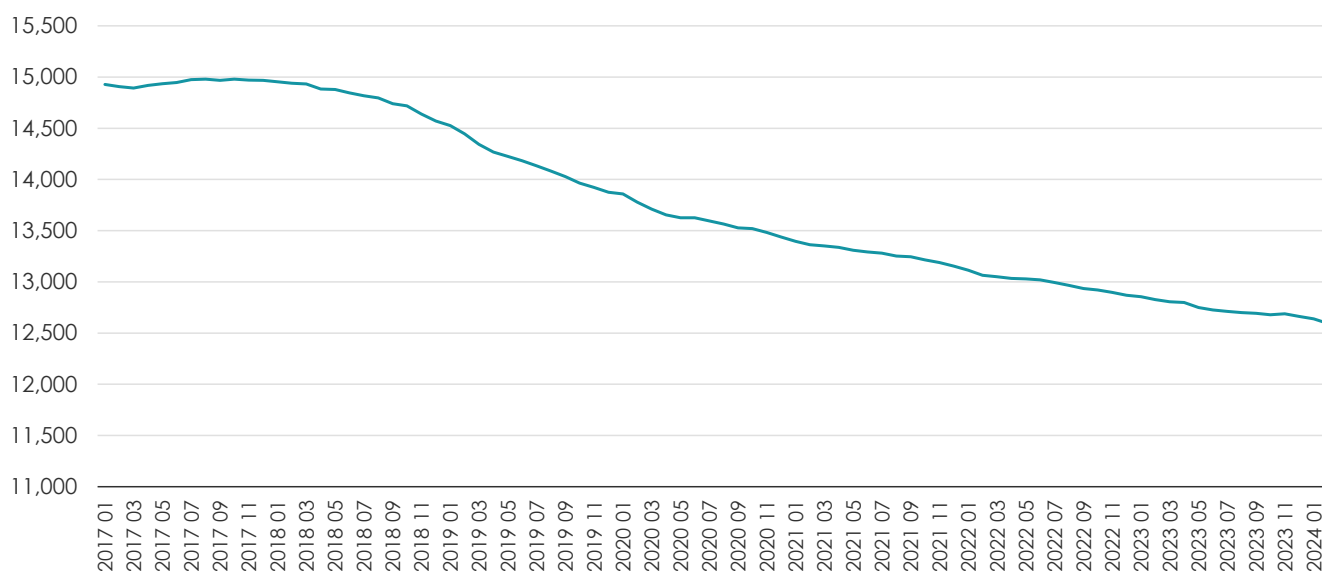
## AVERAGE PHARMACY

	FEBRUARY'24	YTD'2021	JANUARY'24		CHANGE		FEBRUARY'23		CHANGE		YTD'2020	CHANGE	
			VALUE	%	VALUE	%	VALUE	%	VALUE	%			
<b>TOTAL TURNOVER (THOUSAND PLN)</b>													
Total open market <sup>1</sup>	357	729	373	-16.0	-4.3%	302	54.5	18.0%	625	104.5	16.7%		
Rx reimbursed <sup>2</sup>	101	204	103	-1.4	-1.3%	86	15.1	17.5%	176	28.0	16.0%		
Rx nonreimbursed <sup>3</sup>	100	203	102	-1.9	-1.9%	80	20.4	25.6%	165	37.8	22.9%		
Non Rx products <sup>4</sup>	152	316	164	-12.6	-7.6%	133	18.6	14.0%	278	37.9	13.6%		
<b>AVERAGE PRICE<sup>5</sup> PER PACK (PLN)</b>													
Total <sup>1</sup>	30	30	29.4	0.5	1.5%	27.2	2.7	10.0%	27.0	2.6	9.7%		
For reimbursed Rx products <sup>2</sup>	33	33	33.0	0.3	1.0%	31.4	1.9	6.0%	31.3	1.8	5.7%		
For nonreimbursed products <sup>3</sup>	40	39	39.1	0.7	1.7%	35.8	3.9	11.0%	35.5	3.9	10.9%		
For Non Rx products <sup>4</sup>	24	24	23.8	0.1	0.5%	21.9	2.0	9.3%	21.9	2.0	9.3%		
<b>AVERAGE MARK-UP*</b>													
Total <sup>1</sup>	26.5%	25.9%	25.4%	1.1%	4.5%	26.3%	0.2%	0.8%	25.5%	0.4%	1.7%		
For reimbursed Rx products <sup>2</sup>	20.5%	20.4%	20.4%	0.1%	0.4%	19.5%	0.9%	4.8%	20.1%	0.3%	1.6%		
For nonreimbursed Rx products <sup>3</sup>	22.7%	22.3%	21.8%	0.9%	4.2%	21.9%	0.8%	3.7%	21.6%	0.6%	2.9%		
For Non Rx products <sup>4</sup>	30.8%	29.6%	28.4%	2.4%	8.4%	31.2%	-0.4%	-1.1%	30.5%	-0.9%	-2.8%		
<b>NUMBER OF PATIENTS</b>													
Total <sup>1</sup>	4,550	9,310	4,760	-210	-4.4%	4,180	370	8.9%	8,660	650	7.5%		
For reimbursed Rx products <sup>2</sup>	1,040	2,110	1,070	-30	-2.8%	880	160	18.2%	1,820	290	15.9%		
For nonreimbursed Rx products <sup>3</sup>	970	1,980	1,010	-40	-4.0%	960	10	1.0%	2,000	-20	-1.0%		
For Non Rx products <sup>4</sup>	3,640	7,490	3,850	-210	-5.5%	3,390	250	7.4%	7,040	450	6.4%		
<b>NUMBER OF PHARMACIES - SUMMARY<sup>#</sup></b>													
	12,594	25,234	12,640	-46	-0.4%	12,826	-232	-1.8%	25,680	-446	-1.7%		

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

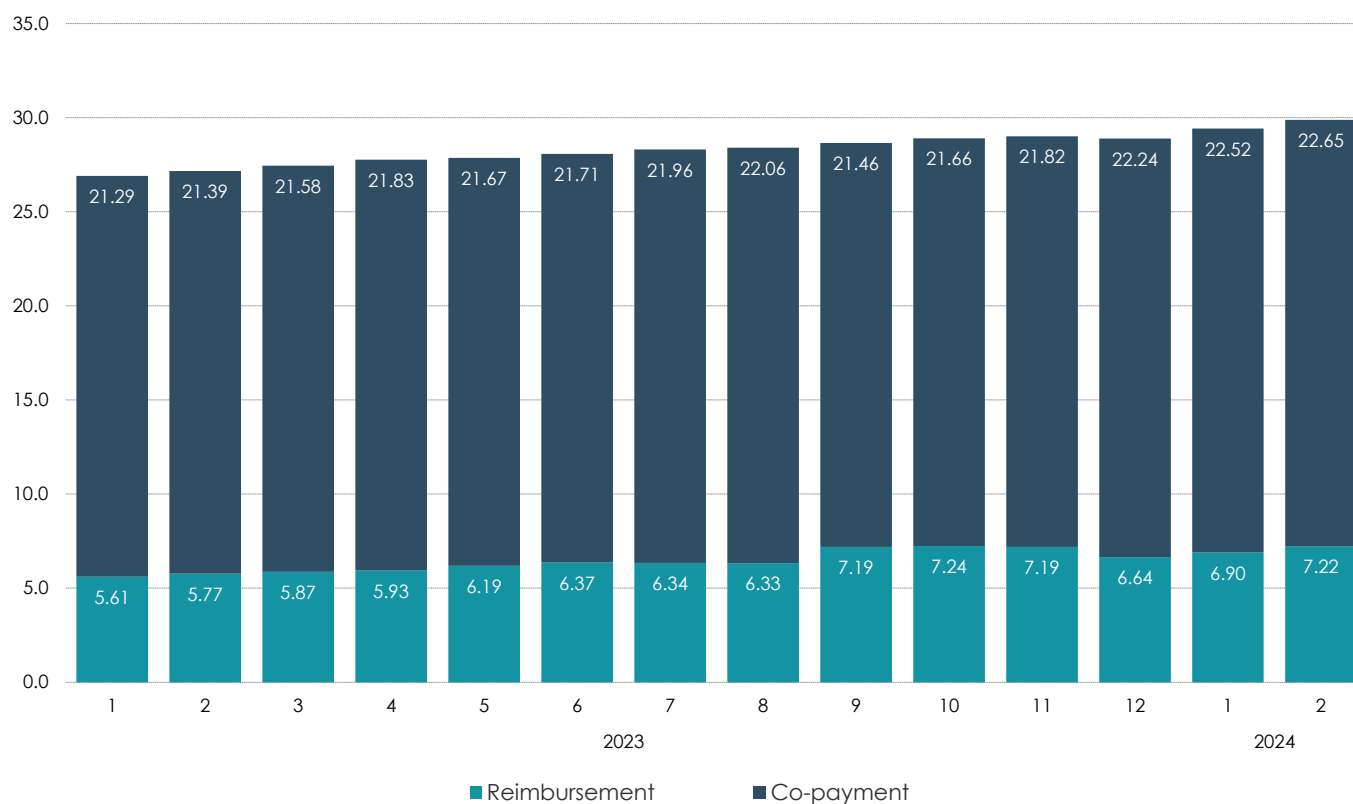
# Number of pharmacies based on PEX's analysis.

## PHARMACIES ON THE OPEN MARKET



# PRICE

## STRUCTURE OF THE AVERAGE RETAIL PRICE<sup>5</sup>



**All amounts are retail open pharmacy sales in PLN**

Most important terms:

<sup>1</sup> Total open pharmacy market sales

<sup>2</sup> Total sales of Rx products covered by NHF reimbursement

<sup>3</sup> Total sales of Rx products not covered by NHF reimbursement

<sup>4</sup> Total sales of products available without prescription, including OTC medicines, food supplements, herbs, patches, medical devices, etc.

<sup>5</sup> The calculation of the average price is based on products categorized and included in the pharmacy data database operated by PEX and Kamssoft (Omnibus) – they make up 97% of the pharmacy market.

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## PEX COMMENTARY

**The pharmacy market in February 2024** saw sales go close to 4,492.2m PLN. Value of sales compared to February 2023 grew by 618.8m PLN (+16%). Compared to January of 2024, sales fell by approximately 216.9m PLN (-4.6%).

**Compared to the same period of 2023** the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 170.1m PLN (+15.4%), sales based on non-reimbursed prescriptions grew by 238.9m PLN (+23.3%), the non-prescription segment grew by 203.5m PLN (+11.9%).

**Compared to the previous month**, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 21.8m PLN (-1.7%), value of non-reimbursed RX drugs fell by 29.2m PLN (-2.3%) and value of products sold without a prescriptions fell by 165.7m PLN (-8%).

**The average retail drug price in February 2024** was 29.9 PLN and was 1.5% higher than the average price in the previous month, and 10% higher than the average price in February 2023. The average retail price of reimbursed prescription was 33.3 PLN (+6% vs February 2023), 39.7 PLN for non-reimbursed prescriptions (+11% vs February 2023) and 24 PLN for products sold without a prescription (+9.3% vs February 2023).

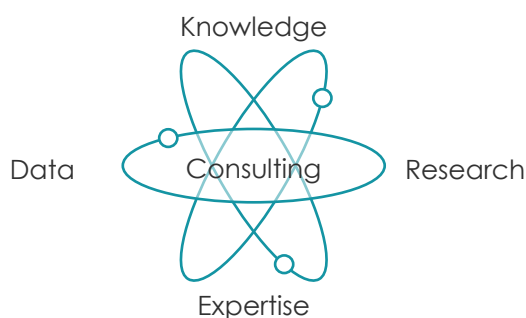
**Average pharmacy margin for all drugs in February 2024** was 26.5% and was higher by 0.8% than margin in the same period of 2023. Compared to January 2024, the average pharmacy margin was higher by 4.5%.

**Drug reimbursement by the National Health Fund in February** was in the amount 1,086m PLN, 31.9% more than in the same period of 2023. The level of patient copayment for reimbursed drugs in February was 75.8%, fell by 0.7p.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](http://www.pexps.pl) more info



**Ask us a question:**  
[solutions\\_by\\_pex@pexps.pl](mailto:solutions_by_pex@pexps.pl)  
 22 886 47 15

Published on the 21st of March 2024,  
 prepared by Antoni Bremer  
 based on PEX data.

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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

