



## PEX PharmaSequence monthly report - December 2018

### Total open market (sell-out report)

	December 2018	Change in comparison to			Cumulative YTD		Forecast		
		November 2018	January 2018	December 2017	2018	Change vs 2018	2018	Change vs 2017	Change vs 2016
<b>Total turnover (PLN million)</b>									
Total open market <sup>1</sup>	<b>3 137</b>	4.2%	5.7%	10.5%	34 583	4.8%	34 583	4.8%	9.0%
Rx reimbursed <sup>2</sup>	<b>1 038</b>	-1.6%	2.0%	4.2%	12 178	4.4%	12 178	4.4%	5.9%
Rx nonreimbursed <sup>3</sup>	<b>653</b>	-0.5%	6.5%	13.3%	7 509	3.4%	7 509	3.4%	6.7%
Non Rx products <sup>4</sup>	<b>1 428</b>	11.6%	8.9%	14.1%	14 635	5.8%	14 635	5.8%	12.8%
<b>Reimbursement</b>									
Reimbursement value (PLN million)	<b>763</b>	-2.0%	4.8%	8.7%	8 932	6.1%	8 932	6.1%	10.9%
Reimbursement share In total turnover	<b>24.3%</b>	-5.9%	-0.9%	-1.6%	25.8%	1.2%	25.8%	1.2%	1.7%
Reimbursement share In reimbursed sales	<b>72.7%</b>	-0.3%	1.7%	4.2%	72.4%	1.8%	72.4%	1.8%	5.1%
<b>Average price per pack (PLN)</b>									
Total <sup>1</sup>	<b>21.0</b>	-0.7%	4.1%	2.9%	20.83	2.8%	20.8	2.8%	5.8%
For reimbursed Rx products <sup>2</sup>	<b>28.4</b>	1.4%	3.1%	1.5%	28.0	1.9%	28.0	1.9%	3.3%
For nonreimbursed Rx products <sup>3</sup>	<b>25.9</b>	0.8%	4.9%	3.9%	25.4	3.2%	25.4	3.2%	9.3%
For Non Rx products <sup>4</sup>	<b>16.3</b>	1.1%	5.2%	4.6%	15.8	3.7%	15.8	3.7%	7.0%
<b>Average mark-up</b>									
Total <sup>1</sup>	<b>25.0%</b>	0.5%	-1.4%	1.3%	25.0%	-0.8%	25.0%	-0.8%	-1.7%
For reimbursed Rx products <sup>2</sup>	<b>19.1%</b>	1.6%	5.0%	3.5%	18.7%	0.8%	18.7%	0.8%	-0.4%
For nonreimbursed Rx products <sup>3</sup>	<b>22.0%</b>	0.0%	-7.8%	-9.7%	22.9%	-7.8%	22.9%	-7.8%	-9.6%
For Non Rx products <sup>4</sup>	<b>29.4%</b>	-0.9%	-0.8%	2.9%	29.5%	0.2%	29.5%	0.2%	-1.1%
<b>Average pharmacy</b>									
Number of patients in pharmacies	<b>3 940</b>	4.5%	3.4%	10.4%	43 810	1.7%	43 810	1.7%	2.8%
Total turnover (PLN thousand) <sup>1</sup>	<b>214</b>	4.4%	8.9%	13.8%	2 320	5.5%	2 320	5.5%	8.4%

### - Total pharmacy turnover cumulative in PLN million -

2018	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 2018	Total	Change vs 2017	Total	Change vs 2017	Total	Change vs 2017
January	2 968	-1.8%	1 018	3.6%	613	-2.7%	1 312	-5.4%
February	5 784	0.3%	1 950	0.9%	1 216	-0.4%	2 575	0.0%
March	8 896	1.7%	3 024	1.0%	1 879	-0.6%	3 929	3.3%
April	11 531	0.8%	3 981	0.5%	2 471	-1.2%	4 992	1.8%
May	14 152	0.3%	4 936	0.2%	3 057	-1.8%	6 051	1.3%
June	16 943	1.2%	6 023	1.9%	3 680	-0.3%	7 110	1.2%
July	19 653	2.0%	7 003	2.5%	4 288	0.5%	8 208	2.2%
August	22 432	2.7%	7 983	3.0%	4 905	1.1%	9 368	3.2%
September	25 254	2.9%	8 962	3.1%	5 509	1.3%	10 59	3.3%
October	28 434	3.8%	10 085	4.0%	6 201	2.1%	11 928	4.3%
November	31 446	4.3%	11 140	4.4%	6 857	2.6%	13 207	5.0%
December	34 583	4.8%	12 178	4.4%	7 509	3.4%	14 634	5.8%

#### Retail sales in PLN

PEX PharmaSequence Sp. z o.o.,  
 ul. Kłobucka 23, 02-699 Warszawa  
 tel. 022-886-47-15, fax. 022-638-21-29  
 e-mail: biuro@pexps.pl  
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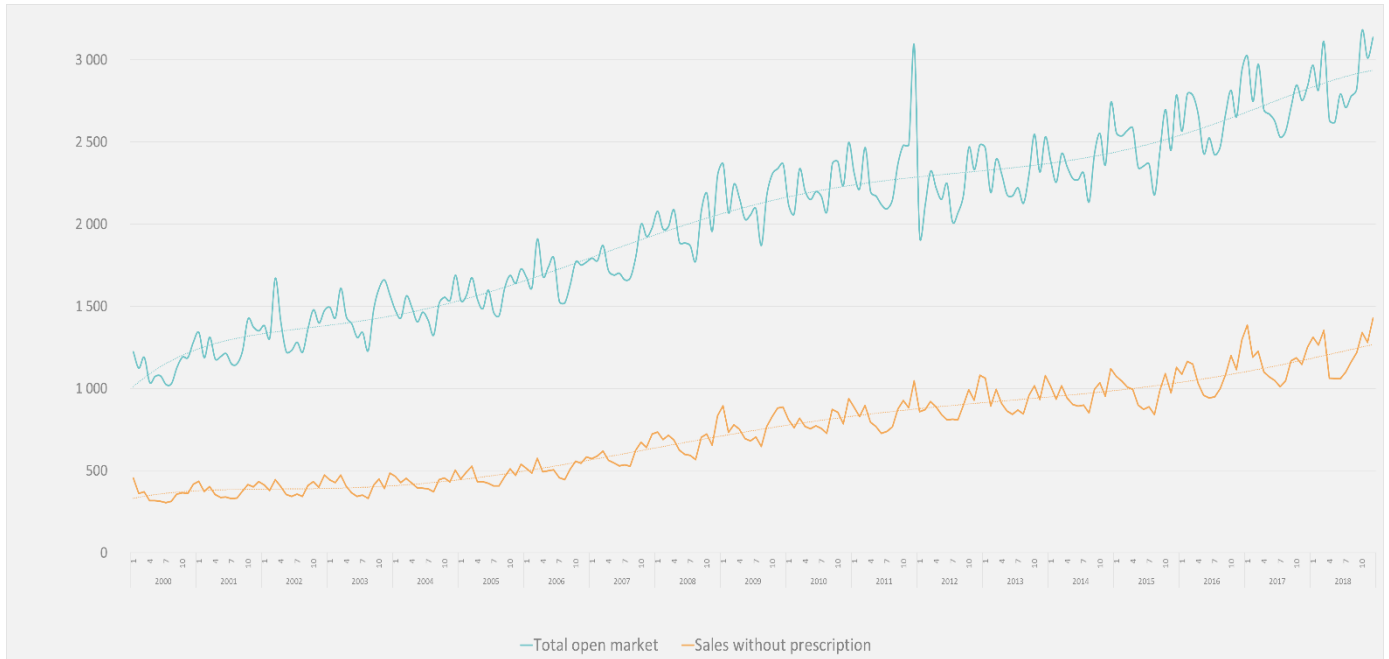
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,  
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



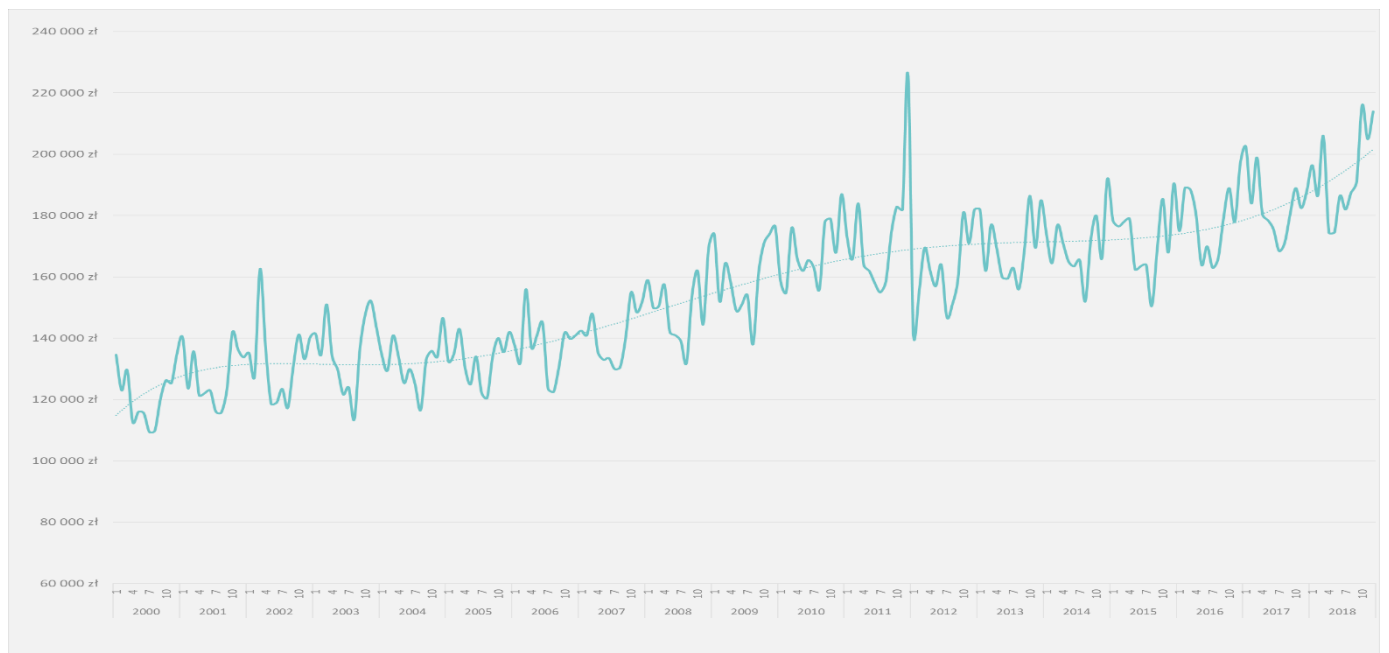
# PEX PharmaSequence monthly report - December 2018

## Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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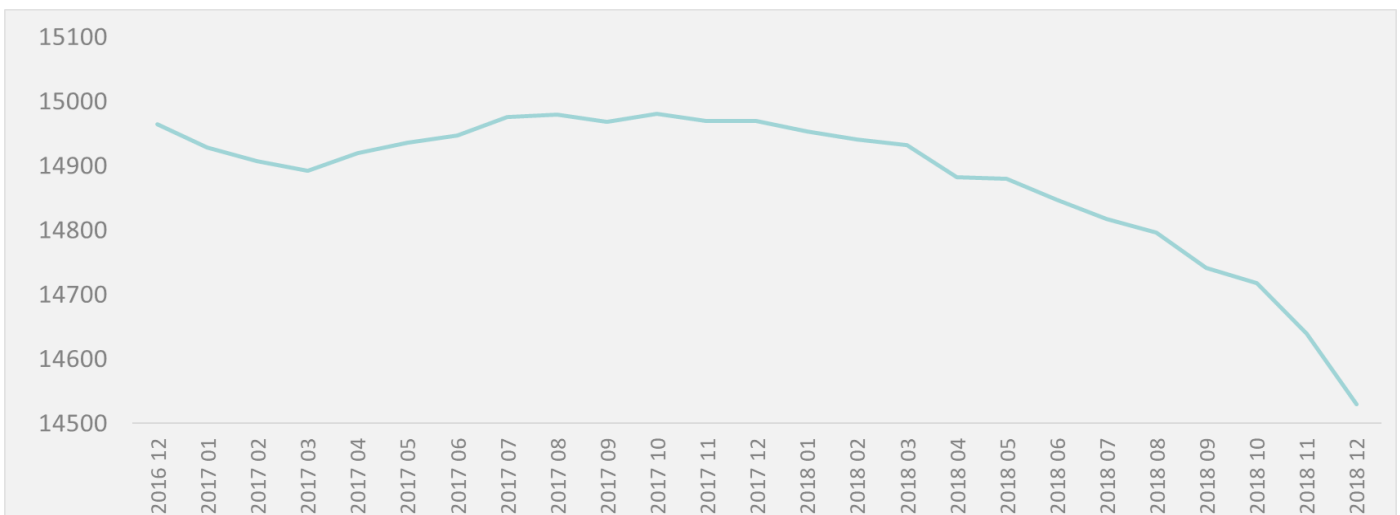
## PEX PharmaSequence monthly report - December 2018

### Average pharmacy

	December'18		YTD'2018		November'18		Change		December'17		Change		YTD'2017		Change	
	Value	%	Value	%	Value	%	Value	%	Value	%	Value	%	Value	%	Value	%
<b>Total turnover (thousand PLN)</b>																
Total open market <sup>1</sup>	214	2 320	205	9.0	4.4%	188	26.0	13.8%	2 200	120.5	5.5%					
Rx reimbursed <sup>2</sup>	71	817	72	-1.0	-1.4%	66	4.9	7.4%	778	39.0	5.0%					
Rx nonreimbursed <sup>3</sup>	45	504	45	-0.1	-0.3%	38	6.4	16.7%	484	19.6	4.1%					
Non Rx products <sup>4</sup>	97	982	87	10.3	11.9%	83	14.5	17.5%	922	59.7	6.5%					
<b>Average price<sup>5</sup> per pack (PLN)</b>																
Total <sup>1</sup>	21.0	20.8	21.1	-0.14	-0.7%	20.4	0.6	2.9%	20.3	0.5	2.7%					
For reimbursed Rx products <sup>2</sup>	28.4	28.0	28.0	0.4	1.4%	28.0	0.4	1.5%	27.5	0.5	1.9%					
For nonreimbursed products <sup>3</sup>	25.9	25.4	25.7	0.2	0.8%	24.9	1.0	3.9%	24.6	0.8	3.1%					
For Non Rx products <sup>4</sup>	16.3	15.8	16.1	0.2	1.1%	15.6	0.7	4.6%	15.2	0.6	3.7%					
<b>Average mark-up*</b>																
Total <sup>1</sup>	25.0%	25.01%	24.9%	0.1%	0.5%	24.7%	0.3%	1.3%	25.3%	-0.3%	-1.0%					
For reimbursed Rx products <sup>2</sup>	19%	18.6%	18.8%	0.3%	1.6%	18.5%	0.7%	3.5%	18.5%	0.1%	0.6%					
For nonreimbursed Rx products <sup>3</sup>	22%	23.0%	22.0%	0.0%	0.0%	24.4%	-2.4%	-9.7%	24.9%	-1.9%	-7.6%					
For Non Rx products <sup>4</sup>	29%	29.5%	29.7%	-0.3%	-0.9%	28.6%	0.8%	2.9%	29.5%	0.0%	0.0%					
<b>Number of patients</b>																
Total <sup>1</sup>	3 940	43 810	3 770	170	4.5%	3 570	370	10.4%	43 080	730	1.7%					
For reimbursed Rx products <sup>2</sup>	740	8 590	750	-10	-1.3%	690	50	7.2%	8 520	70	0.8%					
For nonreimbursed Rx products <sup>3</sup>	780	8 950	780	0	0.0%	730	50	6.8%	9 320	-370	-4.0%					
For Non Rx products <sup>4</sup>	3 330	36 500	3 130	200	6.4%	2 990	340	11.4%	35 710	790	2.2%					
<b>Number of pharmacies - summary<sup>#</sup></b>																
	14 530	14 807	14 639	-109	-0.7%	14 969	-439	-2.9%	14 948	-141	-0.9%					

\*Values in „Change – value“ for average mark-up in percentage points  
 # Number of pharmacies based on PEX's analysis.

#### - Pharmacies on the open market -



#### Retail sales in PLN

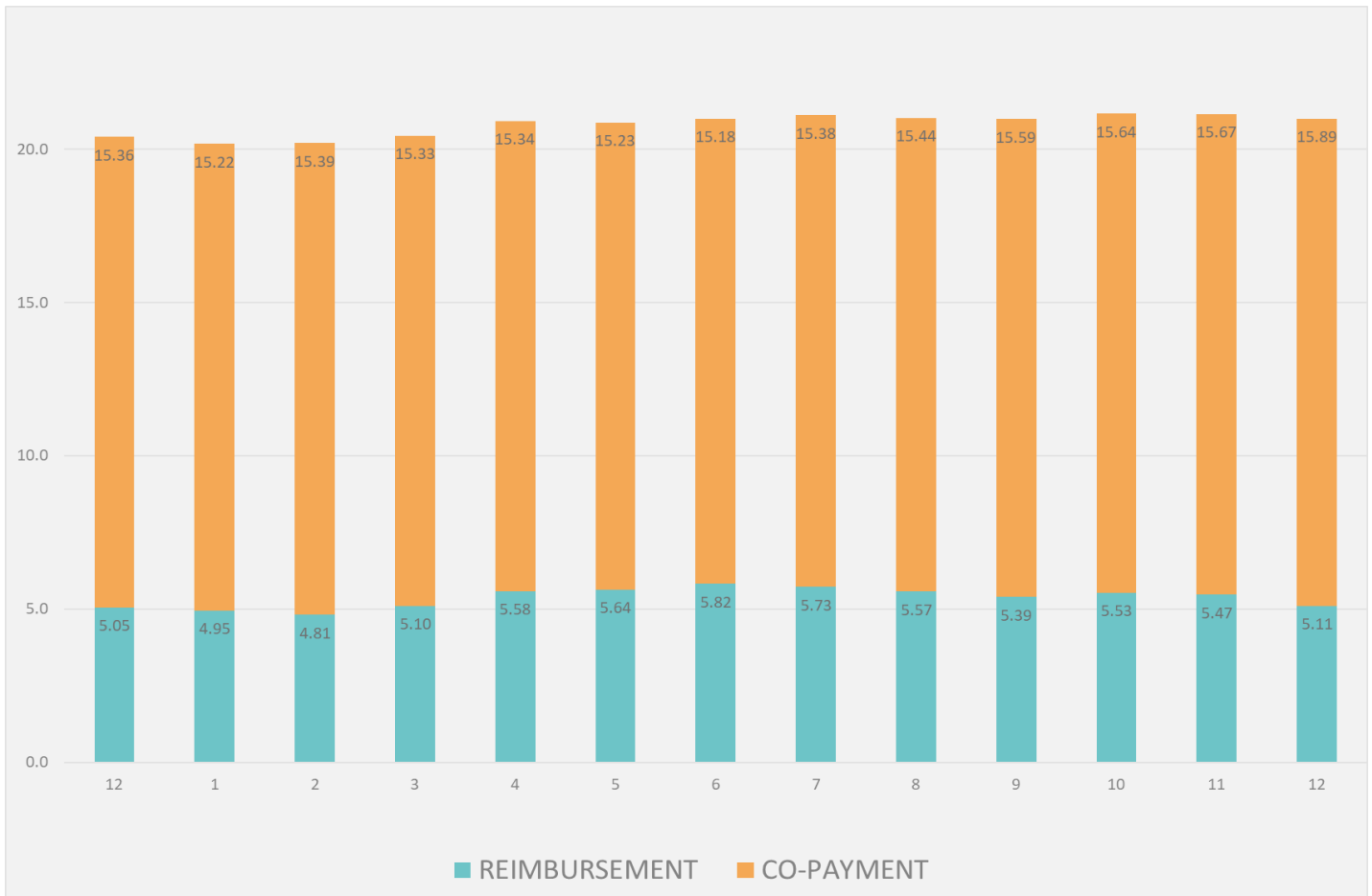
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## Price

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

## PEX PharmaSequence monthly report - December 2018

### PEX PharmaSequence commentary

**The pharmacy market** in December 2018 saw sales go close to 3 137m PLN. Value of sales compared to December 2017 grew by over 298m PLN (+10.5%). Compared to November of 2018, sales grew by approximately 125m PLN (+4.2%).

**Compared to the same period of 2017** the value of tracked segments was growing. The non-prescription segment grew by 176.1m PLN (+14.1%). Sales based on non-reimbursed prescriptions grew by approximately 76.5m PLN (+13.3%) and on reimbursed prescriptions grew by 42.2m PLN (+4.2%).

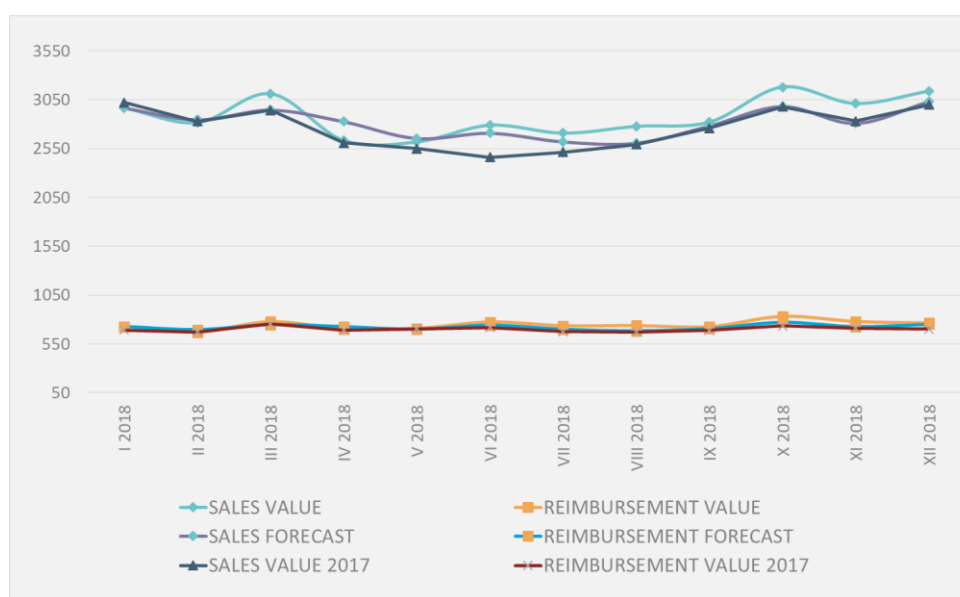
**Compared to the previous month**, value of products sold without a prescription was higher by approximately 148.5m PLN (+11.6%). Value of non-reimbursed prescriptions was lower by almost 16.9m PLN (-1.6%) and of reimbursed Rx drugs slightly fell by 3.3m PLN (-0.5%).

**The average retail drug price** in December 2018 was approximately 21 PLN and was 0.7% smaller than in the previous month, and 2.9% higher than the average price in December of 2017. The average retail price of reimbursed prescriptions was 28.4 PLN (+1.5% vs December 2017), 25.9 PLN for non-reimbursed prescriptions (+3.9% vs December 2017) and 16.3 PLN for products sold without a prescription (+4.6% vs December 2017).

**Average pharmacy margin** for all drugs in December 2018 was 25% and was higher by about 0.5pp than the margin in the same period of 2017. Compared to November of 2018, the average pharmacy margin grew by approximately 0.1pp.

**Drug reimbursement** by the National Health Fund in December was in the amount over 763m PLN, 8.7% more than in the same period of 2017. The level of patient copayment for reimbursed drugs in December was 26.4%, lower by 0.3 pp. compared to previous month.

- Monthly turnover value forecast (PLN million, retail gross prices) -

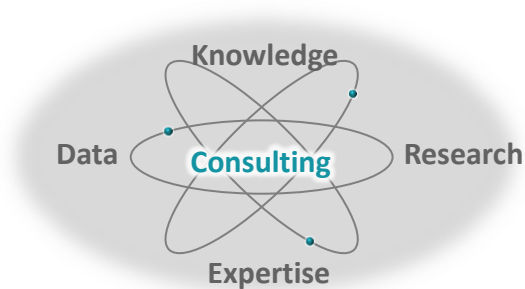


## PEX PharmaSequence monthly report - December 2018

### 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!

A grey rounded rectangular box containing contact information. At the top left is a small icon of a computer monitor with a bar chart. To its right is the text "www.pexps.pl more info". Below this is an icon of a person with question marks above their head and an envelope icon to the right. To the right of this icon is the text "Ask us a question: rozwania@pexps.pl 22 886 47 15".

Published on the 16th of January 2019, prepared by Elżbieta Brzeźny, Analyst based on PEX PharmaSequence data.

