



PEX PharmaSequence monthly report - February 2019

Total open market (sell-out report)

	February 2019	Change in comparison to			Cumulative YTD		Forecast		
		January 2019	January 2019	February 2018	2019	Change vs 2018	2019	Change vs 2018	Change vs 2017
Total turnover (PLN million)									
Total open market ¹	3 052	-7.7%	-7.7%	8.4%	6 359	9.9%	36 037	4.2%	9.2%
Rx reimbursed ²	1 018	-5.7%	-5.7%	9.2%	2 097	7.5%	12 414	1.9%	6.4%
Rx nonreimbursed ³	658	-6.6%	-6.6%	8.9%	1 361	11.9%	8 048	7.2%	10.8%
Non Rx products ⁴	1 356	-9.3%	-9.3%	7.3%	2 851	10.7%	15 259	4.3%	10.3%
Reimbursement									
Reimbursement value (PLN million)	755	-5.4%	-5.4%	12.6%	1 554	11.0%	9 305	4.2%	10.5%
Reimbursement share In total turnover	24.7%	2.5%	2.5%	3.9%	24.4%	1.0%	25.8%	0.0%	1.2%
Reimbursement share In reimbursed sales	73.2%	0.7%	0.7%	2.7%	73.0%	2.2%	73.5%	1.5%	3.4%
Average price per pack (PLN)									
Total ¹	21.0	0.6%	0.6%	0.6%	20.9	3.5%	20.8	-0.3%	2.4%
For reimbursed Rx products ²	28.3	1.7%	1.7%	1.7%	28.3	1.7%	29.3	4.6%	6.7%
For nonreimbursed Rx products ³	26.0	1.4%	1.4%	5.3%	26.0	5.3%	24.2	-4.5%	-1.4%
For Non Rx products ⁴	16.1	-1.0%	-1.0%	3.8%	16.1	3.8%	14.9	-5.7%	-2.3%
Average mark-up									
Total ¹	24.9%	0.3%	0.3%	-2.3%	24.8%	-2.2%	24.7%	-1.3%	-2.1%
For reimbursed Rx products ²	18.3%	-4.6%	-4.6%	-4.1%	18.7%	0.6%	18.2%	-2.4%	-1.7%
For nonreimbursed Rx products ³	20.0%	-3.7%	-3.7%	-17.6%	20.4%	-15.4%	21.9%	-4.3%	-11.8%
For Non Rx products ⁴	31.0%	7.3%	7.3%	5.2%	29.9%	1.1%	28.4%	-3.6%	-3.4%
Average pharmacy									
Number of patients in pharmacies	3 890	-7.4%	-7.4%	6.6%	8 090	8.4%	40 134	-8.4%	-6.8%
Total turnover (PLN thousand) ¹	211	-7.1%	-7.1%	12.9%	437	14.1%	2 524	8.8%	14.8%

- Total pharmacy turnover cumulative in PLN million -

	Pharmacy market total ¹		Rx reimbursed prescriptions ²		Rx nonreimbursed prescriptions ³		Non Rx products ⁴	
	Total	Change vs 2018	Total	Change vs 2018	Total	Change vs 2018	Total	Change vs 2018
2019								
January	3 307	11.4%	1 079	6.1%	704	14.9%	1 495	14.0%
February	6 359	9.9%	2 097	7.5%	1 361	11.9%	2 851	10.7%
March								
April								
May								
June								
July								
August								
September								
October								
November								
December								

Retail sales in PLN

PEX PharmaSequence Sp. z o.o.,
 ul. Kłobucka 23, 02-699 Warszawa
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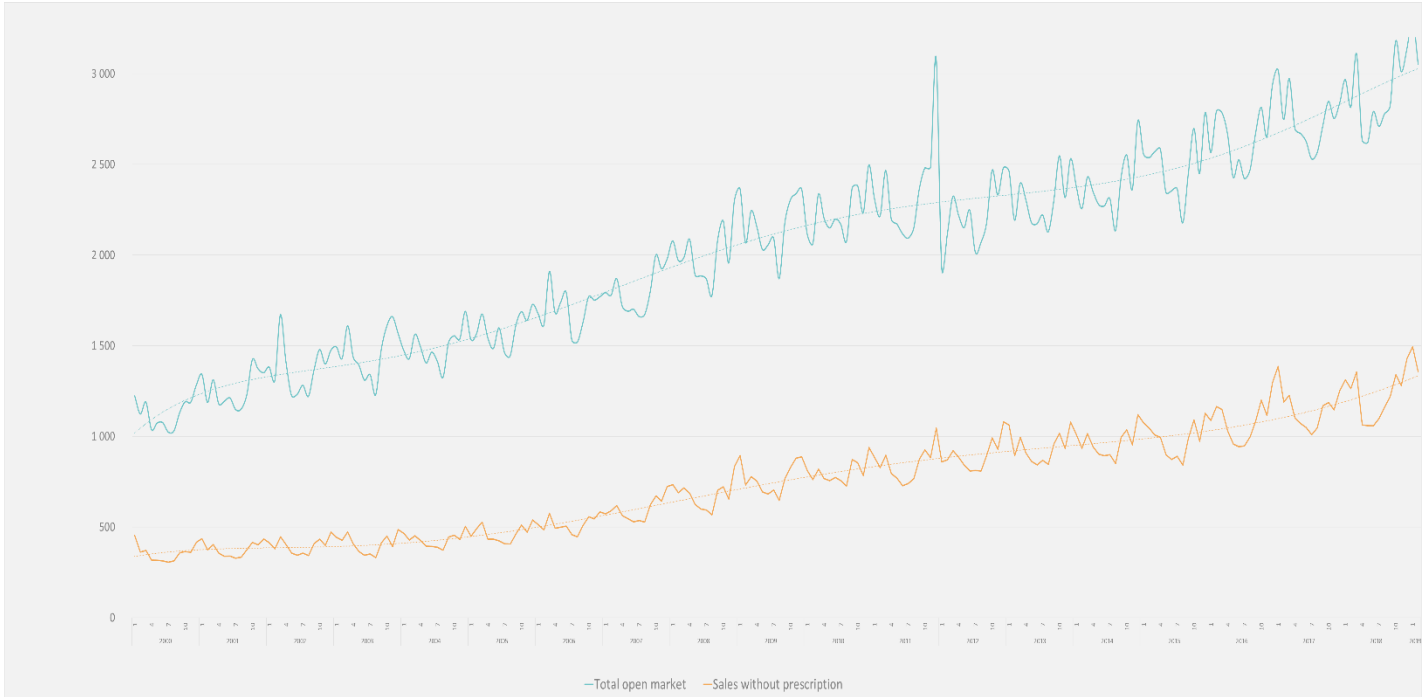
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



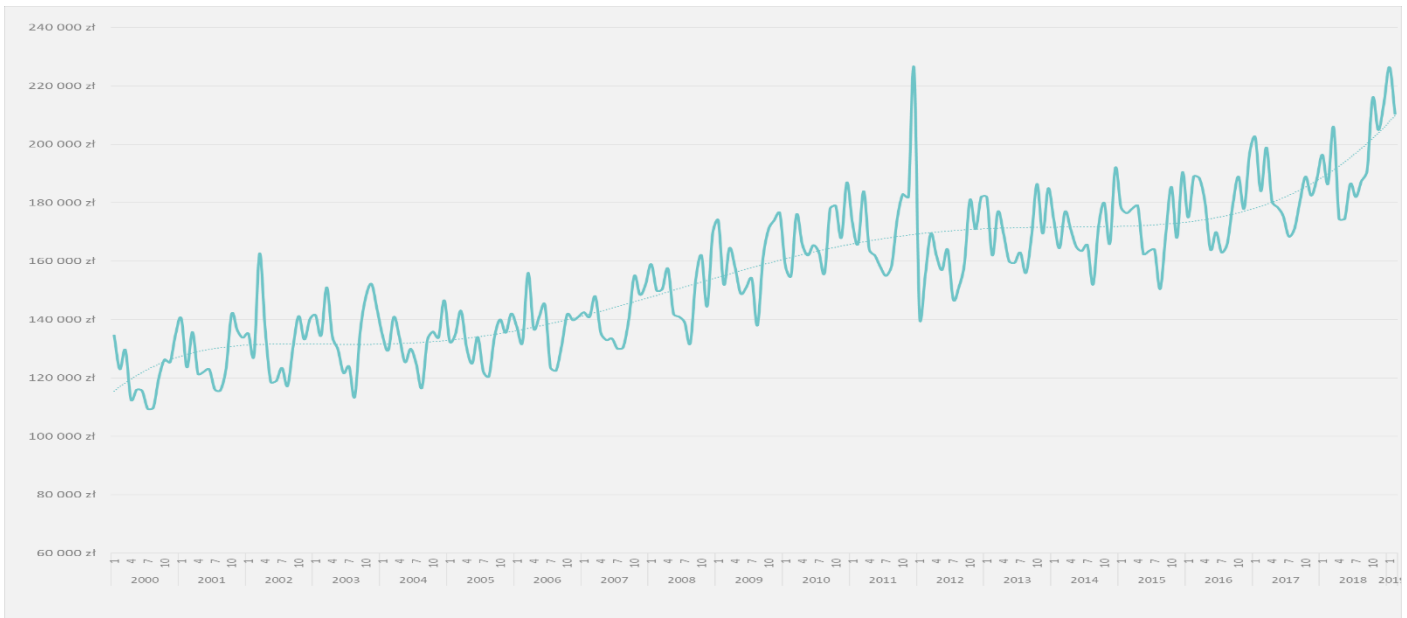
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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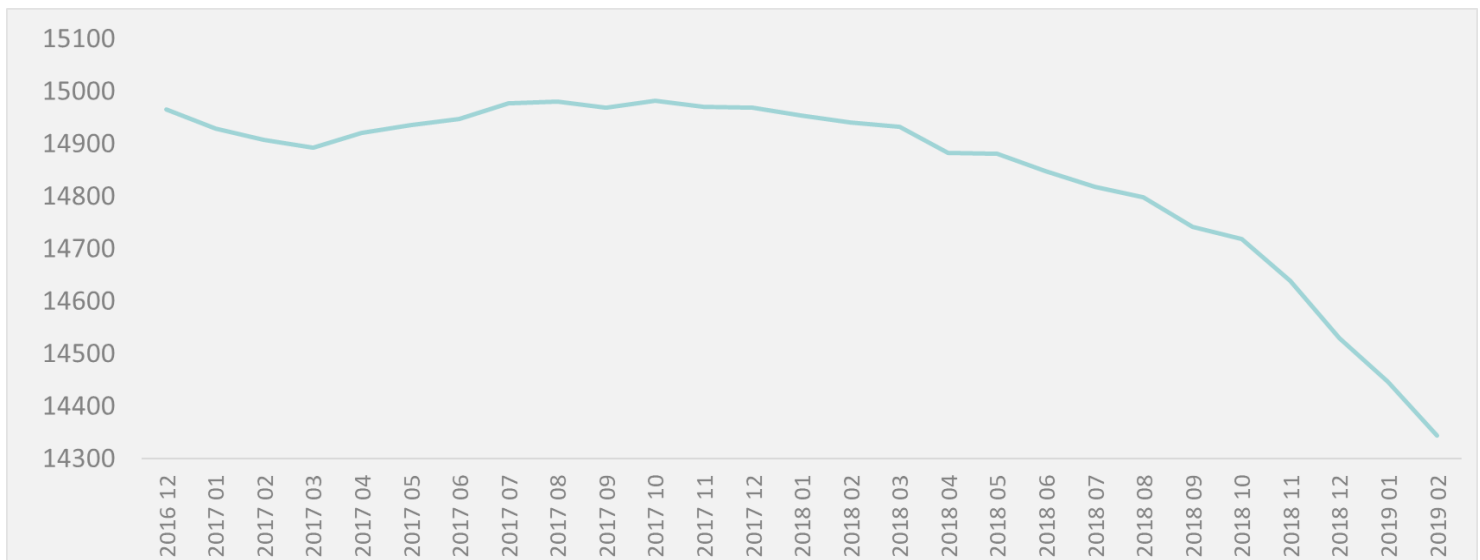
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Average pharmacy

	February'19	YTD'2019	January'19	Change		February'18	Change		YTD'2018	Change	
				Value	%		Value	%		Value	%
Total turnover (thousand PLN)											
Total open market ¹	211	437	227	-16.0	-7.1%	187	24.0	12.9%	383	54.0	14.1%
Rx reimbursed ²	70	144	74	-3.8	-5.1%	62	8.5	13.7%	129	15.0	11.6%
Rx nonreimbursed ³	45	94	48	-2.8	-5.9%	40	5.4	13.5%	81	13.0	16.2%
Non Rx products ⁴	94	196	102	-8.9	-8.7%	84	9.9	11.8%	171	25.4	14.9%
Average price⁵ per pack (PLN)											
Total ¹	21.0	20.9	20.9	0.13	0.6%	20.2	0.8	4.0%	20.2	0.7	3.7%
For reimbursed Rx products ²	28.3	28.1	27.8	0.5	1.7%	27.9	0.5	1.7%	27.7	0.4	1.3%
For nonreimbursed products ³	26.0	25.8	25.6	0.4	1.4%	24.7	1.3	5.3%	24.7	1.2	4.7%
For Non Rx products ⁴	16.1	16.2	16.3	-0.2	-1.0%	15.5	0.6	3.8%	15.5	0.7	4.5%
Average mark-up*											
Total ¹	24.9%	24.85%	24.8%	0.1%	0.3%	25.5%	-0.6%	-2.3%	25.4%	-0.6%	-2.2%
For reimbursed Rx products ²	18%	18.7%	19.1%	-0.9%	-4.6%	19.1%	-0.8%	-4.1%	18.6%	0.1%	0.4%
For nonreimbursed Rx products ³	20%	20.4%	20.7%	-0.8%	-3.7%	24.3%	-4.3%	-17.6%	24.1%	-3.7%	-15.4%
For Non Rx products ⁴	31%	29.9%	28.9%	2.1%	7.3%	29.5%	1.5%	5.2%	29.5%	0.4%	1.3%
Number of patients											
Total ¹	3 890	8 090	4 200	-310	-7.4%	3 650	240	6.6%	7 460	630	8.4%
For reimbursed Rx products ²	770	1 580	810	-40	-4.9%	700	70	10.0%	1 440	140	9.7%
For nonreimbursed Rx products ³	780	1 600	820	-40	-4.9%	740	40	5.4%	1 520	80	5.3%
For Non Rx products ⁴	3 270	6 810	3 540	-270	-7.6%	3 090	180	5.8%	6 300	510	8.1%
Number of pharmacies - summary[#]											
	14 344	14 396	14 447	-103	-0.7%	14 941	-597	-4.0%	14 948	-552	-3.7%

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

- Pharmacies on the open market -



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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.

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PEX PharmaSequence commentary

The pharmacy market in February 2019 reached the value of sales around 3 052m PLN. Value of sales compared to February 2018 grew by over 235m PLN (+8.4%). Compared to January of 2018, sales fell by approximately 255m PLN (-7.7%).

Compared to the same period of 2018 the value of tracked segments was growing. The non-prescription segment grew by 92.5m PLN (+7.3%). Sales based on non-reimbursed prescriptions grew by approximately 53.9m PLN (8.9%) and on reimbursed prescriptions grew by 85.4m PLN (+9.2%).

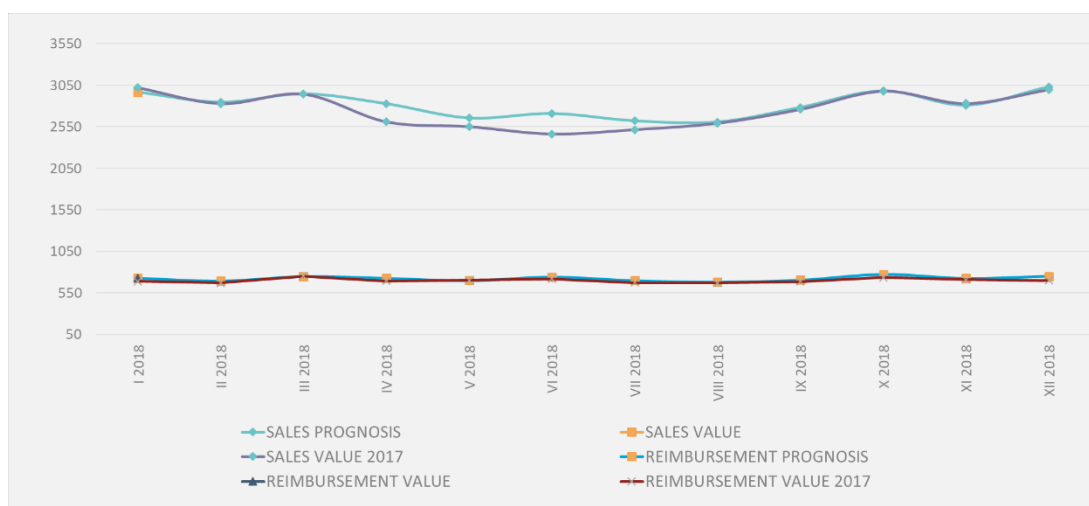
Compared to the previous month, value of products sold without a prescription was smaller by approximately 139.5m PLN (-9.3%). Value of non-reimbursed prescriptions was lower by 46.2m PLN (-6.6%) and of reimbursed Rx drugs fell by 61.9m PLN (-5.7%).

The average retail drug price in February 2019 was 21 PLN and was 0.6% higher than in the previous month, and 4% higher than the average price in February 2018. The average retail price of reimbursed prescriptions was 28.3 PLN (+5.3% vs February 2018), 26.0 PLN for non-reimbursed prescriptions (+5.3% vs February 2018) and 16.1 PLN for products sold without a prescription (+3.8% vs February 2018).

Average pharmacy margin for all drugs in February 2019 was 24.9% and was lower by about 0.6pp than the margin in the same period of 2018. Compared to January 2019, the average pharmacy margin grew by approximately 0.1pp.

Drug reimbursement by the National Health Fund in February was in the amount over 755m PLN, 12.6% more than in the same period of 2018. The level of patient copayment for reimbursed drugs in February was 24.7%, higher by 0.6 pp. compared to previous month.

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

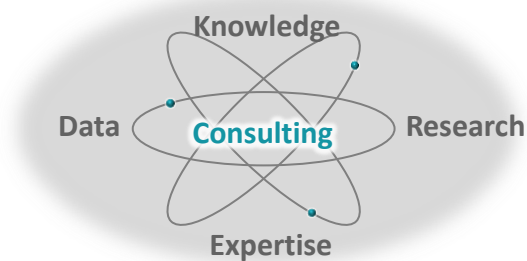


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About us

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 bar chart icon. To its right is the text "www.pexps.pl more info". Below the bar chart icon is a person icon with question marks above their head and an envelope icon below, representing a contact form. To the right of this icon is the text "Ask us a question:", "rozwiązania@pexps.pl", and "22 886 47 15".

Published on the 28th of March 2019, prepared by Elżbieta Brzeźny, Analyst based on PEX PharmaSequence data.

