



## PEX PharmaSequence monthly report - April 2019

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

	April 2019	Change in comparison to			Cumulative YTD		Forecast		
		March 2019	January 2019	April 2018	2019	Change vs 2018	2019	Change vs 2018	Change vs 2017
<b>Total turnover (PLN million)</b>									
Total open market <sup>1</sup>	<b>2 995</b>	-3.5%	-9.4%	13.6%	12 457	8.0%	35 854	3.7%	8.7%
Rx reimbursed <sup>2</sup>	<b>1 040</b>	-1.7%	-3.6%	8.7%	4 196	5.4%	12 336	1.3%	5.7%
Rx nonreimbursed <sup>3</sup>	<b>674</b>	-1.4%	-4.2%	13.8%	2 719	10.0%	7 973	6.2%	9.8%
Non Rx products <sup>4</sup>	<b>1 256</b>	-6.2%	-16.0%	18.2%	5 447	9.1%	15 242	4.1%	10.2%
<b>Reimbursement</b>									
Reimbursement value (PLN million)	<b>782</b>	-1.0%	-2.1%	11.2%	3 125	8.5%	9 259	3.7%	10.0%
Reimbursement share In total turnover	<b>26.1%</b>	2.6%	8.0%	-2.2%	25.1%	0.5%	25.8%	0.0%	1.2%
Reimbursement share In reimbursed sales	<b>73.9%</b>	0.5%	1.7%	2.3%	73.4%	2.3%	73.7%	1.8%	3.6%
<b>Average price per pack (PLN)</b>									
Total <sup>1</sup>	<b>21.4</b>	0.5%	2.7%	2.5%	21.0	0.2%	20.8	-0.2%	2.6%
For reimbursed Rx products <sup>2</sup>	<b>28.3</b>	0.1%	1.7%	1.6%	28.3	1.6%	29.0	3.6%	5.6%
For nonreimbursed Rx products <sup>3</sup>	<b>26.0</b>	0.7%	1.4%	1.7%	26.0	1.7%	24.5	-3.3%	-0.2%
For Non Rx products <sup>4</sup>	<b>16.3</b>	-0.5%	0.3%	4.8%	16.3	4.8%	15.4	-2.5%	1.0%
<b>Average mark-up</b>									
Total <sup>1</sup>	<b>24.3%</b>	-2.0%	-2.1%	-1.6%	24.7%	-1.9%	24.6%	-1.6%	-2.4%
For reimbursed Rx products <sup>2</sup>	<b>19.0%</b>	0.0%	-0.7%	2.8%	18.9%	1.0%	18.5%	-0.9%	-0.1%
For nonreimbursed Rx products <sup>3</sup>	<b>21.3%</b>	-0.1%	2.8%	-6.5%	20.9%	-11.7%	21.6%	-5.6%	-13.0%
For Non Rx products <sup>4</sup>	<b>28.2%</b>	-4.6%	-2.4%	-2.7%	29.4%	0.0%	28.5%	-3.4%	-3.2%
<b>Average pharmacy</b>									
Number of patients in pharmacies	<b>3 810</b>	2.1%	-9.3%	15.8%	15 630	6.1%	44 336	1.2%	2.9%
Total turnover (PLN thousand) <sup>1</sup>	<b>209</b>	-3.0%	-7.7%	19.8%	862	12.8%	2 521	8.7%	14.6%

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

2019	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 2018	Total	Change vs 2018	Total	Change vs 2018
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	9 462	6.4%	3 156	4.3%	2 045	8.8%	4 191	6.7%
April	12 457	8.0%	4 196	5.4%	2 719	10.0%	5 447	9.1%
May								
June								
July								
August								
September								
October								
November								
December								

#### 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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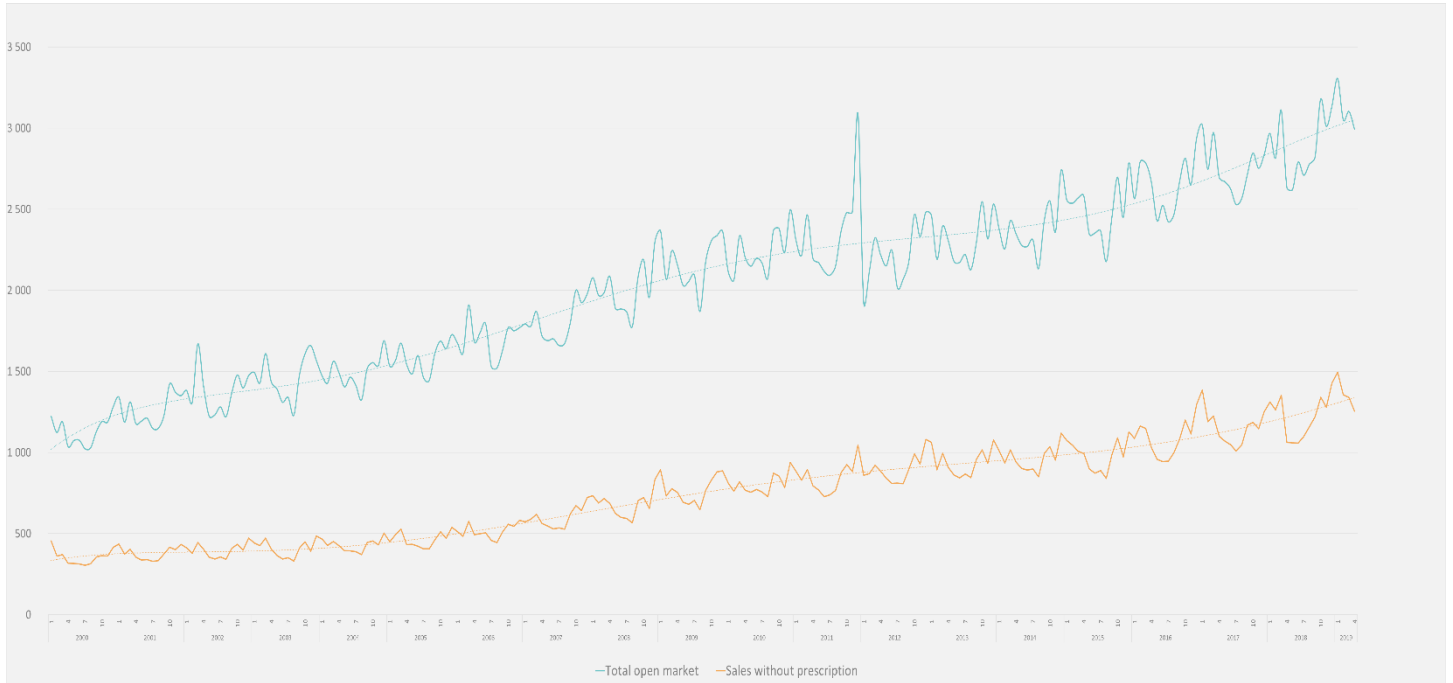
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,  
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



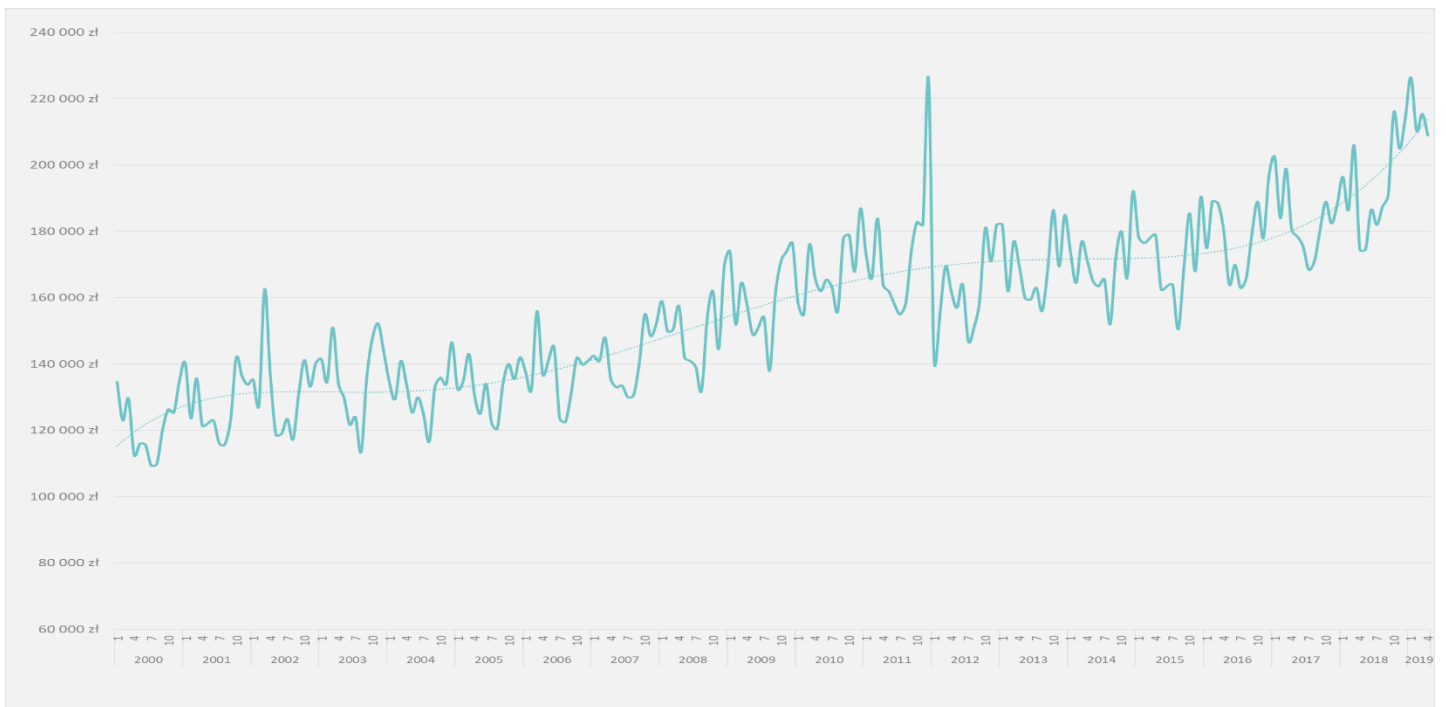
# PEX PharmaSequence monthly report - April 2019

## Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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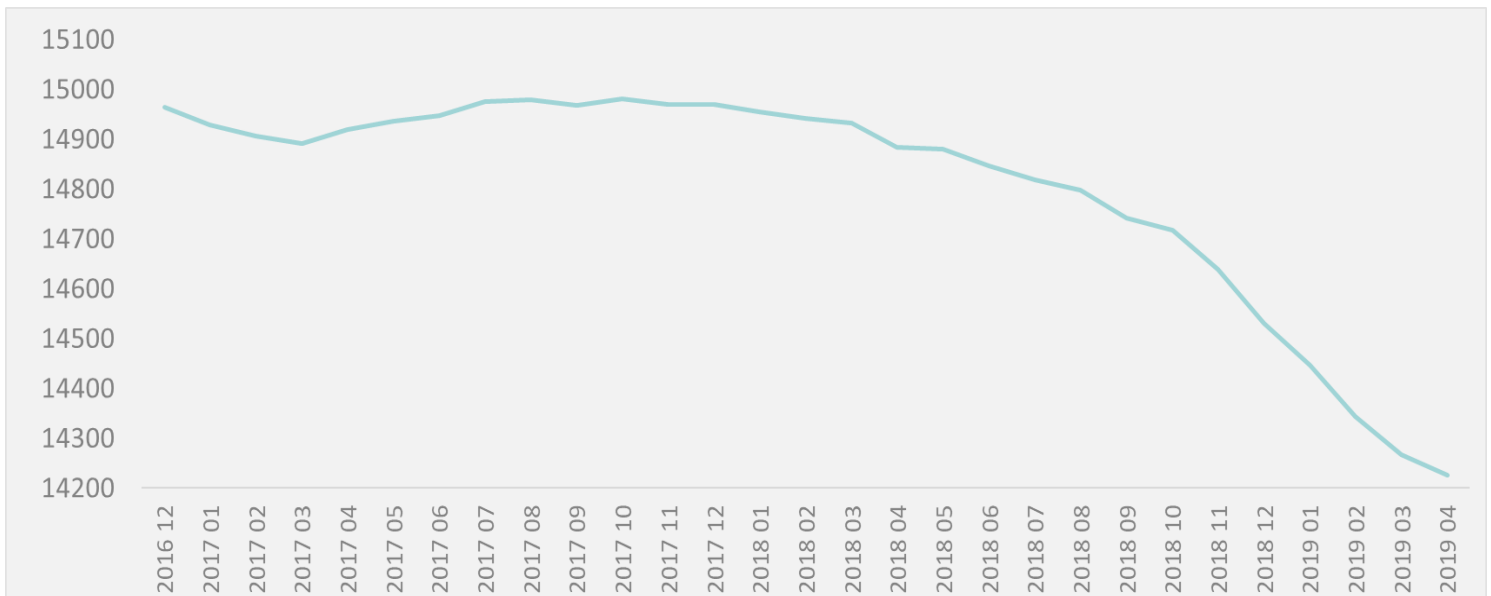
## PEX PharmaSequence monthly report - April 2019

### Average pharmacy

	April'19	YTD'2019	March'19	Change		April'18	Change		YTD'2018	Change	
				Value	%		Value	%		Value	%
<b>Total turnover (thousand PLN)</b>											
Total open market <sup>1</sup>	209	862	216	-6.5	-3.0%	175	34.5	19.8%	764	98.0	12.8%
Rx reimbursed <sup>2</sup>	73	290	74	-0.9	-1.3%	63	9.3	14.6%	264	26.6	10.1%
Rx nonreimbursed <sup>3</sup>	47	188	47	-0.4	-0.9%	39	7.8	19.9%	164	24.4	14.9%
Non Rx products <sup>4</sup>	88	377	93	-5.4	-5.8%	70	17.3	24.6%	331	46.1	13.9%
<b>Average price <sup>5</sup> per pack (PLN)</b>											
Total <sup>1</sup>	21.4	21.2	21.3	0.11	0.5%	20.9	0.5	2.5%	20.4	0.7	3.5%
For reimbursed Rx products <sup>2</sup>	28.3	28.2	28.3	0.0	0.1%	27.9	0.5	1.6%	27.9	0.3	1.2%
For nonreimbursed products <sup>3</sup>	26.0	25.9	25.8	0.2	0.7%	25.6	0.4	1.7%	24.9	0.9	3.7%
For Non Rx products <sup>4</sup>	16.3	16.3	16.4	-0.1	-0.5%	15.6	0.7	4.8%	15.5	0.8	4.9%
<b>Average mark-up*</b>											
Total <sup>1</sup>	24.3%	24.69%	24.8%	-0.5%	-2.0%	24.7%	-0.4%	-1.6%	25.2%	-0.5%	-1.9%
For reimbursed Rx products <sup>2</sup>	19%	18.9%	19.0%	0.0%	0.0%	18.5%	0.5%	2.8%	18.7%	0.2%	0.9%
For nonreimbursed Rx products <sup>3</sup>	21%	20.9%	21.3%	0.0%	-0.1%	22.8%	-1.5%	-6.5%	23.6%	-2.8%	-11.8%
For Non Rx products <sup>4</sup>	28%	29.4%	29.5%	-1.4%	-4.6%	28.9%	-0.8%	-2.7%	29.4%	0.0%	0.1%
<b>Number of patients</b>											
Total <sup>1</sup>	3 810	15 630	3 730	80	2.1%	3 290	520	15.8%	14 730	900	6.1%
For reimbursed Rx products <sup>2</sup>	770	3 090	740	30	4.1%	670	100	14.9%	2 890	200	6.9%
For nonreimbursed Rx products <sup>3</sup>	780	3 140	760	20	2.6%	700	80	11.4%	3 030	110	3.6%
For Non Rx products <sup>4</sup>	3 160	13 080	3 110	50	1.6%	2 720	440	16.2%	12 370	710	5.7%
<b>Number of pharmacies - summary<sup>#</sup></b>											
	14 225	14 321	14 267	-42	-0.3%	14 883	-658	-4.4%	14 928	-607	-4.1%

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

### - Pharmacies on the open market -



#### Retail sales in PLN

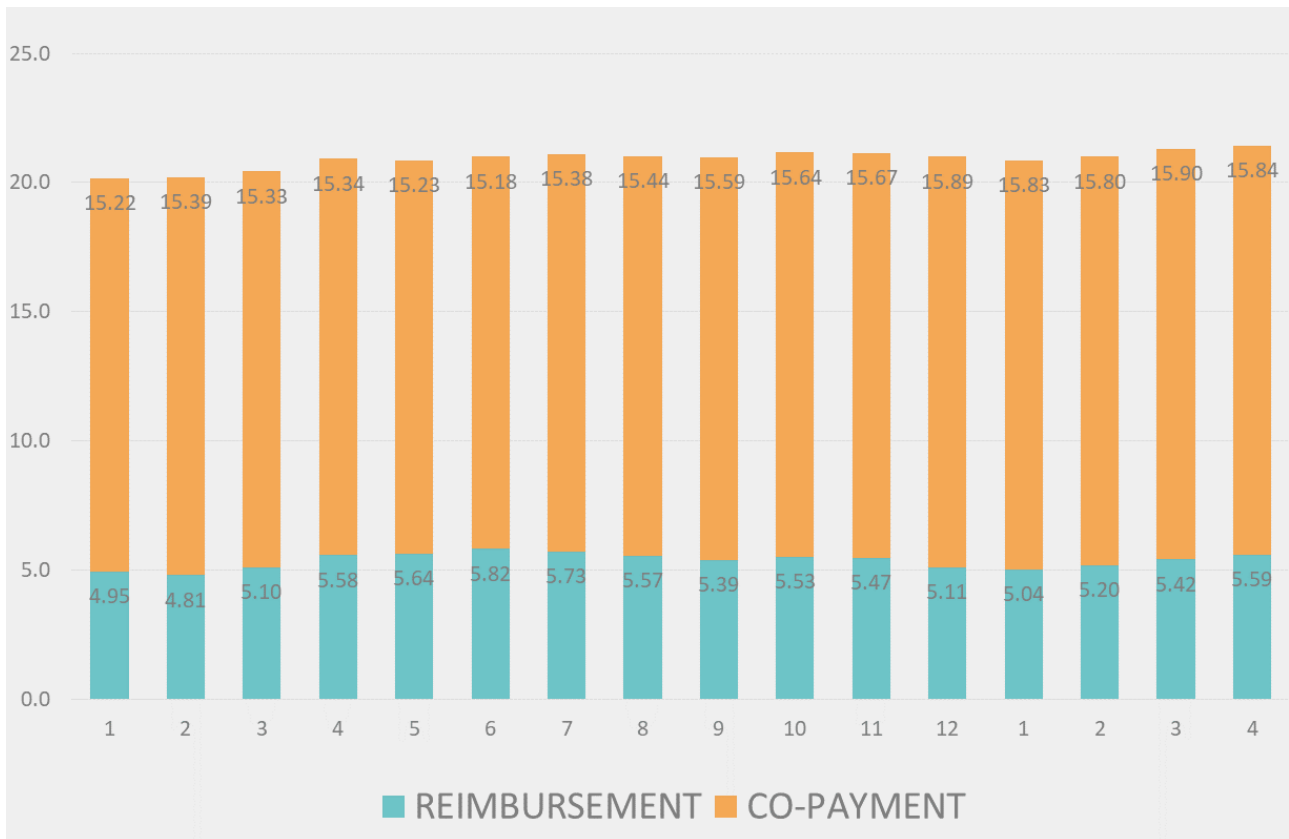
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## Price

- 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 - April 2019

## PEX PharmaSequence commentary

**The pharmacy market** in April 2019 reached the value of sales around 2 995m PLN. Value of sales compared to April 2018 grew by 359.5m PLN (+13.6%). Compared to March of 2019, sales fell by approximately 108.4m PLN (-3.5%).

**Compared to the same period of 2018** the value of tracked segments grew for all of them. Sales based on reimbursed prescriptions grew by 83.6m PLN (+8.7%), on non-reimbursed prescriptions grew by 81.7m PLN (+13.8%). The non-prescription segment grew by 193.3m PLN (+18.2%).

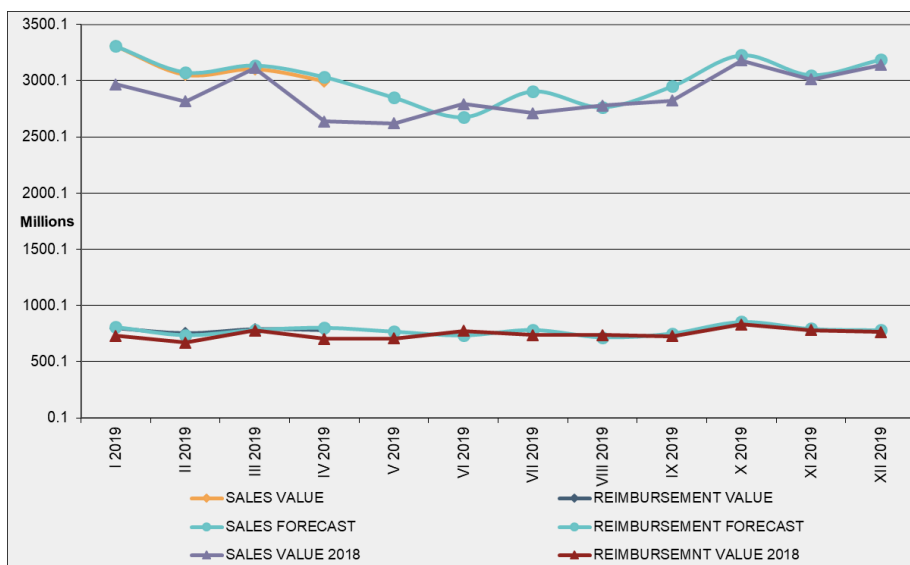
**Compared to the previous month**, value of sales fell for all segments. Value of reimbursed prescriptions was lower by 18.4m PLN (-1.7%), value of non-reimbursed Rx drugs fell by 9.4 m PLN (-1.4%), products sold without a prescription was lower by 83.7m PLN (-6.2%).

**The average retail drug price** in April 2019 was 21.4 PLN and was 0.5% higher than in the previous month, and 2.5% higher than the average price in April 2018. The average retail price of reimbursed prescriptions was 28.3 PLN (+1.6% vs April 2018), 26.0 PLN for non-reimbursed prescriptions (+1.7% vs April 2018) and 16.3 PLN for products sold without a prescription (+4.8% vs April 2018).

**Average pharmacy margin** for all drugs in April 2019 was 24.3% and was lower by about 0.4pp than the margin in the same period of 2018. Compared to March 2019, the average pharmacy margin fell by approximately 0.5pp.

**Drug reimbursement** by the National Health Fund in April was in the amount over 782m PLN, 3.7% more than in the same period of 2018. The level of patient copayment for reimbursed drugs in April was 24.9%, lower by 0.6 pp. compared to previous month.

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

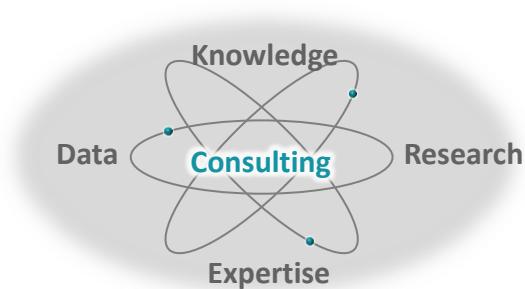


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### About us

**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. To the right of this icon is the text "Ask us a question: solutions\_by\_pex@pexps.pl 22 886 47 15". At the bottom right of the box is a small envelope icon.

Published on the 15th of May 2019, prepared by Elżbieta Brzeźny, Analyst based on PEX PharmaSequence data.

