



PEX PharmaSequence monthly report - May 2019

Total open market (sell-out report)

	May 2019	Change in comparison to			Cumulative YTD		Forecast		
		April 2019	January 2019	May 2018	2019	Change vs 2018	2019	Change vs 2018	Change vs 2017
Total turnover (PLN million)									
Total open market ¹	2 970	-0.8%	-10.2%	13.3%	15 427	9.0%	35 985	4.1%	9.1%
Rx reimbursed ²	1 052	1.2%	-2.5%	10.2%	5 248	6.3%	12 375	1.6%	6.1%
Rx nonreimbursed ³	678	0.6%	-3.7%	15.9%	3 397	11.1%	8 008	6.6%	10.3%
Non Rx products ⁴	1 216	-3.1%	-18.6%	14.8%	6 663	10.1%	15 302	4.6%	10.6%
Reimbursement									
Reimbursement value (PLN million)	792	1.3%	-0.8%	11.9%	3 917	9.2%	9 285	4.0%	10.3%
Reimbursement share In total turnover	26.7%	2.2%	10.4%	-1.2%	25.4%	0.2%	25.8%	-0.1%	1.1%
Reimbursement share In reimbursed sales	74.2%	0.3%	2.0%	1.7%	73.5%	2.2%	73.7%	1.8%	3.6%
Average price per pack (PLN)									
Total ¹	21.6	0.8%	3.5%	3.5%	21.0	0.6%	20.8	0.0%	2.8%
For reimbursed Rx products ²	28.1	-0.8%	0.8%	1.2%	28.1	1.2%	29.1	4.1%	6.1%
For nonreimbursed Rx products ³	26.2	0.8%	2.2%	3.8%	26.2	3.8%	24.9	-1.9%	1.3%
For Non Rx products ⁴	16.4	0.7%	1.0%	5.3%	16.4	5.3%	15.7	-0.8%	2.8%
Average mark-up									
Total ¹	24.3%	-0.1%	-2.2%	-0.2%	24.6%	-1.6%	24.6%	-1.6%	-2.5%
For reimbursed Rx products ²	19.2%	1.0%	0.3%	3.8%	18.9%	1.5%	18.6%	-0.2%	0.6%
For nonreimbursed Rx products ³	20.4%	-4.2%	-1.5%	-7.7%	20.8%	-11.0%	21.4%	-6.4%	-13.7%
For Non Rx products ⁴	28.9%	2.6%	0.1%	0.3%	29.3%	0.0%	28.6%	-3.2%	-3.0%
Average pharmacy									
Number of patients in pharmacies	3 540	-7.1%	-15.7%	6.3%	19 170	6.1%	44 469	1.5%	3.2%
Total turnover (PLN thousand) ¹	208	-0.5%	-8.2%	19.2%	1 070	14.0%	2 531	9.1%	15.0%

- Total pharmacy turnover cumulative in PLN million -

2019	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
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	15 427	9.0%	5 248	6.3%	3 397	11.1%	6 663	10.1%
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
<http://www.pexps.pl>

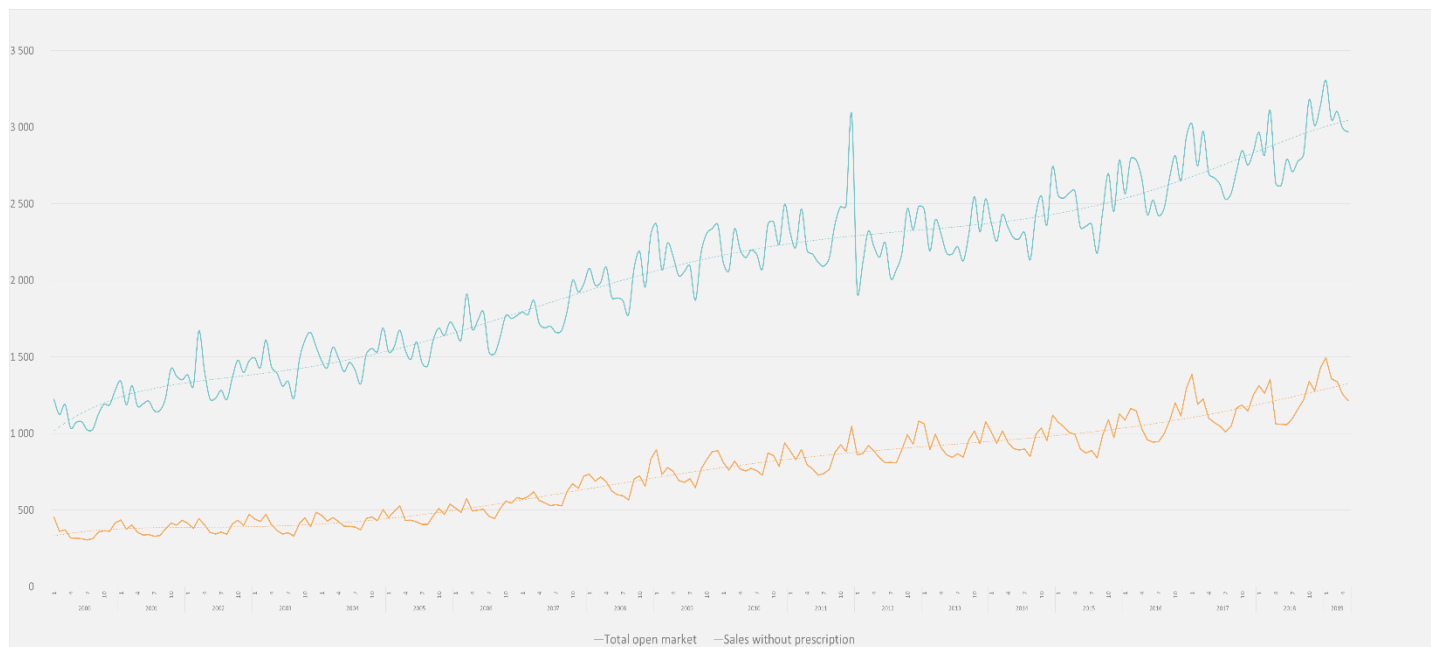
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



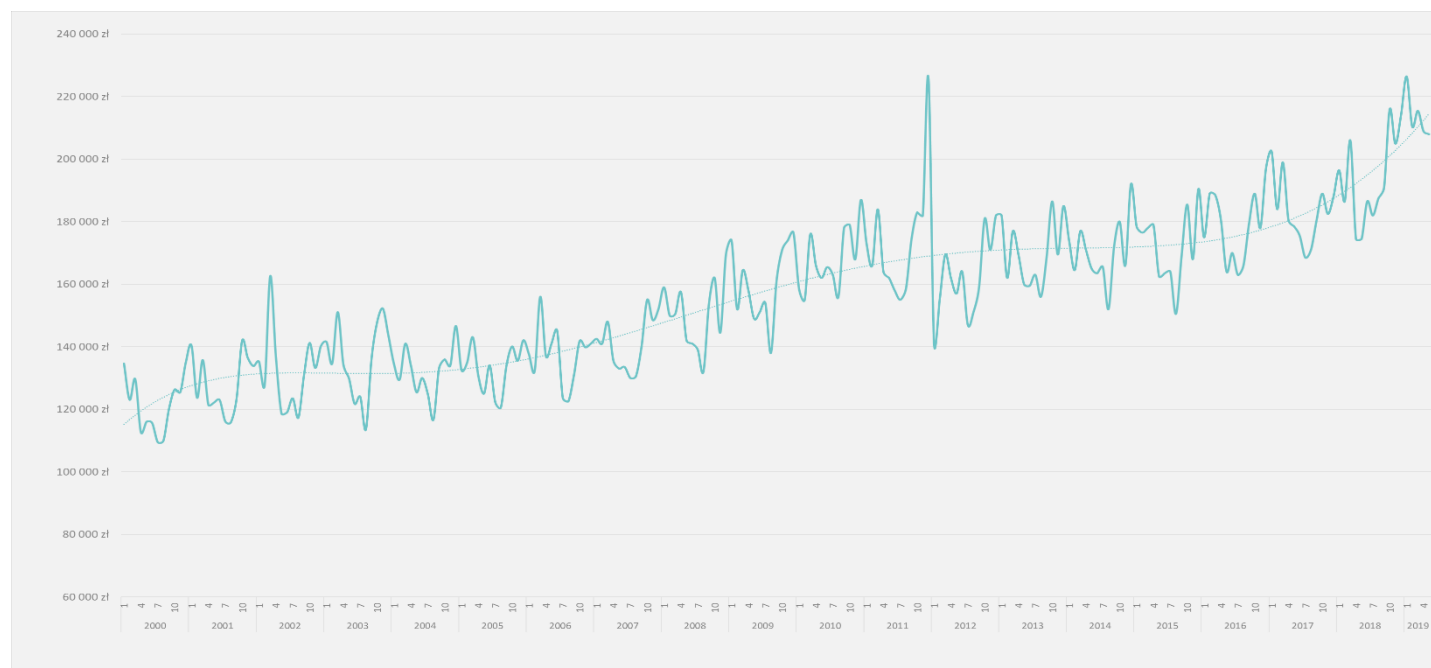
PEX PharmaSequence monthly report - May 2019

Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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
<http://www.pexps.pl>

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 - May 2019

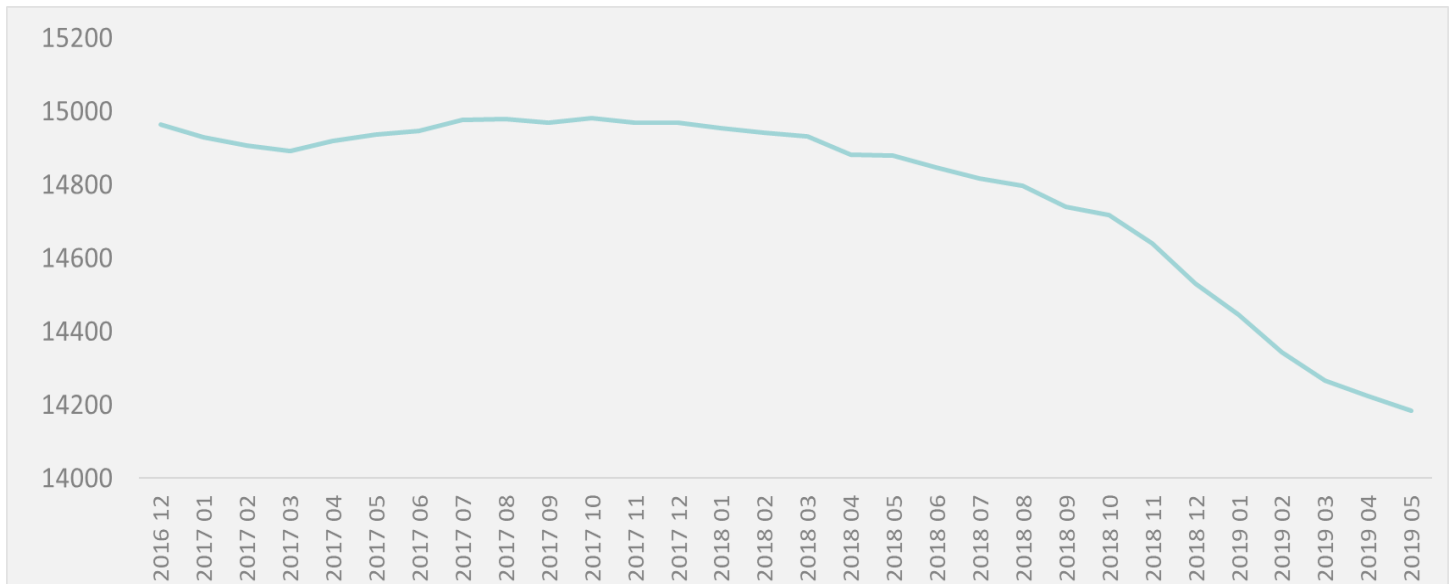
Average pharmacy

	May'19	YTD'2019	April'19	Change		May'18	Change		YTD'2018	Change	
				Value	%		Value	%		Value	%
Total turnover (thousand PLN)											
Total open market ¹	208	1 070	209	-1.0	-0.5%	175	33.5	19.2%	938	131.5	14.0%
Rx reimbursed ²	74	364	73	1.1	1.5%	64	10.1	15.9%	327	36.7	11.2%
Rx nonreimbursed ³	47	236	47	0.4	0.9%	39	8.5	21.9%	203	33.0	16.3%
Non Rx products ⁴	85	462	88	-2.4	-2.8%	71	14.7	20.8%	401	60.7	15.1%
Average price⁵ per pack (PLN)											
Total ¹	21.6	21.2	21.4	0.17	0.8%	20.9	0.7	3.5%	20.5	0.7	3.5%
For reimbursed Rx products ²	28.1	28.2	28.3	-0.2	-0.8%	27.8	0.3	1.2%	27.8	0.3	1.2%
For nonreimbursed products ³	26.2	25.9	26.0	0.2	0.8%	25.3	0.9	3.8%	25.0	0.9	3.7%
For Non Rx products ⁴	16.4	16.3	16.3	0.1	0.7%	15.6	0.8	5.3%	15.5	0.8	5.0%
Average mark-up*											
Total ¹	24.3%	24.61%	24.3%	0.0%	-0.1%	24.3%	-0.1%	-0.2%	25.0%	-0.4%	-1.6%
For reimbursed Rx products ²	19%	18.9%	19.0%	0.2%	1.0%	18.5%	0.7%	3.8%	18.6%	0.3%	1.5%
For nonreimbursed Rx products ³	20%	20.8%	21.3%	-0.9%	-4.2%	22.1%	-1.7%	-7.7%	23.3%	-2.6%	-11.0%
For Non Rx products ⁴	29%	29.3%	28.2%	0.7%	2.6%	28.8%	0.1%	0.3%	29.2%	0.0%	0.1%
Number of patients											
Total ¹	3 540	19 170	3 810	-270	-7.1%	3 330	210	6.3%	18 060	1 110	6.1%
For reimbursed Rx products ²	730	3 820	770	-40	-5.2%	660	70	10.6%	3 550	270	7.6%
For nonreimbursed Rx products ³	730	3 870	780	-50	-6.4%	690	40	5.8%	3 720	150	4.0%
For Non Rx products ⁴	2 910	15 990	3 160	-250	-7.9%	2 740	170	6.2%	15 110	880	5.8%
Number of pharmacies - summary[#]											
	14 184	14 293	14 225	-41	-0.3%	14 880	-696	-4.7%	14 918	-625	-4.2%

*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

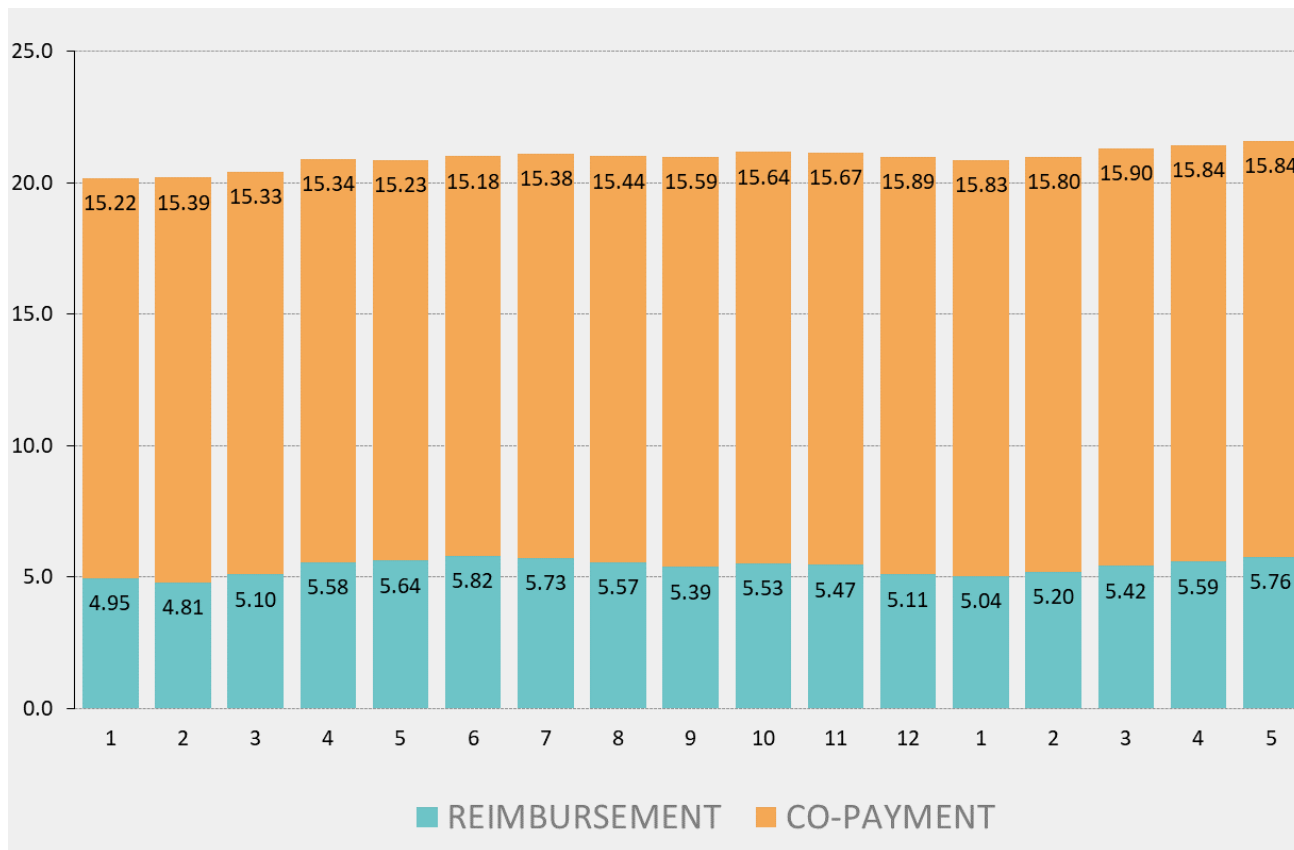
PEX PharmaSequence Sp. z o.o.,
 ul. Kłobucka 23, 02-699 Warszawa
 tel. 022-886-47-15, fax. 022-638-21-29
 e-mail: biuro@pexps.pl
<http://www.pexps.pl>

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 - May 2019

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 monthly report - May 2019

PEX PharmaSequence commentary

The pharmacy market in May 2019 reached the value of sales around 2 970m PLN. Value of sales compared to May 2018 grew by 349m PLN (+13.3%). Compared to April of 2019, sales fell by 25.4m PLN (-0.8%).

Compared to the same period of 2018 the value of tracked segments grew for all of them. Sales based on reimbursed prescriptions grew by 97.1m PLN (+10.2%), on non-reimbursed prescriptions grew by 92.9m PLN (+15.9%). The non-prescription segment grew by 156.9m PLN (+14.8%).

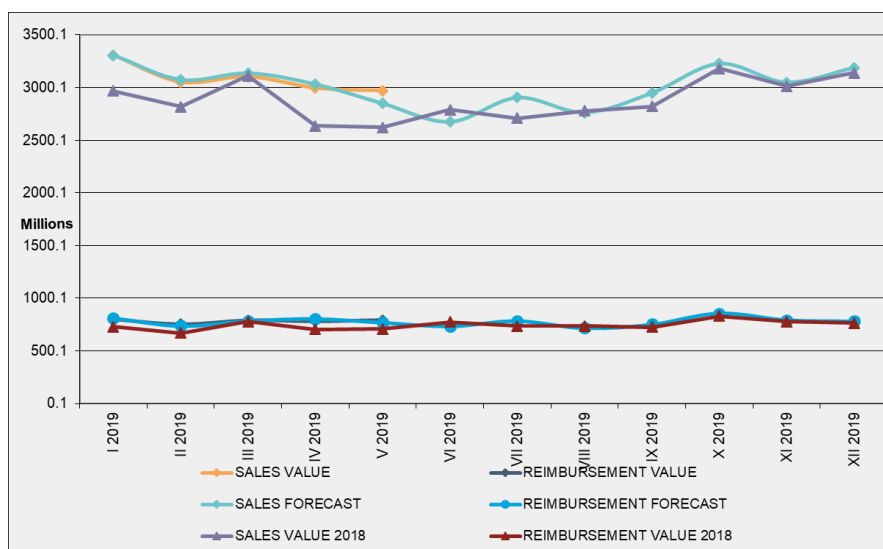
Compared to the previous month, value of sales grew for reimbursed prescriptions and non-reimbursed Rx products. Value of reimbursed prescriptions was higher by 12.2m PLN (+1.2%), value of non-reimbursed Rx drugs grow by 3.8 m PLN (+0.6%), whereas value of products sold without a prescription was lower by 39.4m PLN (-3.1%).

The average retail drug price in May 2019 was 21.6 PLN and was 0.8% higher than in the previous month, and 3.5% higher than the average price in May 2018. The average retail price of reimbursed prescriptions was 28.1 PLN (+1.2% vs May 2018), 26.2 PLN for non-reimbursed prescriptions (+3.8% vs May 2018) and 16.4 PLN for products sold without a prescription (+5.3% vs May 2018).

Average pharmacy margin for all drugs in May 2019 was 24.3% and was lower by about 0.1pp than the margin in the same period of 2018. Compared to March 2019, the average pharmacy margin was at the same level.

Drug reimbursement by the National Health Fund in May was in the amount almost 792m PLN, 11.9% more than in the same period of 2018. The level of patient copayment for reimbursed drugs in May was 24.7%, lower by 0.1 pp. compared to previous month.

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

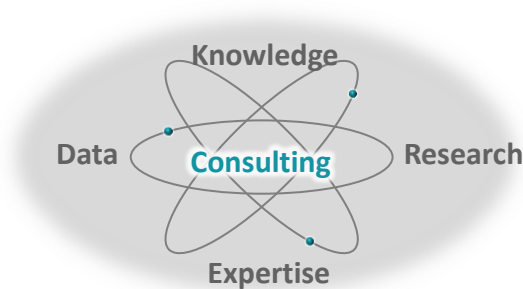


PEX PharmaSequence monthly report - May 2019

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!

www.pexps.pl more info

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

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

