



PEX PharmaSequence monthly report - June 2019

Total open market (sell-out report)

	June 2019	Change in comparison to			Cumulative YTD		Forecast		
		May 2019	January 2019	June 2018	2019	Change vs 2018	2019	Change vs 2018	Change vs 2017
Total turnover (PLN million)									
Total open market ¹	2 844	-4.2%	-14.0%	1.9%	18 271	7.8%	36 159	4.6%	9.6%
Rx reimbursed ²	992	-5.7%	-8.1%	-8.8%	6 240	3.6%	12 380	1.7%	6.1%
Rx nonreimbursed ³	645	-4.9%	-8.4%	3.4%	4 042	9.8%	8 041	7.1%	10.7%
Non Rx products ⁴	1 186	-2.5%	-20.7%	12.0%	7 849	10.4%	15 440	5.5%	11.6%
Reimbursement									
Reimbursement value (PLN million)	748	-5.5%	-6.3%	-3.3%	4 665	7.0%	9 299	4.1%	10.4%
Reimbursement share In total turnover	26.3%	-1.4%	8.9%	-5.1%	25.5%	-0.8%	25.7%	-0.4%	0.8%
Reimbursement share In reimbursed sales	74.4%	0.2%	2.3%	5.9%	73.7%	2.8%	73.8%	1.9%	3.8%
Average price per pack (PLN)									
Total ¹	21.4	-0.9%	2.6%	1.9%	21.0	0.1%	20.9	0.2%	3.0%
For reimbursed Rx products ²	28.3	0.8%	1.6%	1.2%	28.3	1.2%	28.6	2.1%	4.0%
For nonreimbursed Rx products ³	26.4	0.6%	2.8%	3.9%	26.4	3.9%	26.2	3.3%	6.6%
For Non Rx products ⁴	16.2	-1.5%	-0.5%	3.9%	16.2	3.9%	16.2	2.5%	6.3%
Average mark-up									
Total ¹	24.7%	1.8%	-0.4%	-0.9%	24.6%	-1.5%	24.6%	-1.5%	-2.3%
For reimbursed Rx products ²	19.5%	1.4%	1.7%	2.5%	19.0%	1.7%	18.7%	0.4%	1.2%
For nonreimbursed Rx products ³	21.1%	3.3%	1.8%	-7.8%	20.8%	-10.5%	21.3%	-7.0%	-14.2%
For Non Rx products ⁴	29.3%	1.3%	1.4%	-3.2%	29.3%	-0.5%	28.7%	-2.9%	-2.7%
Average pharmacy									
Number of patients in pharmacies	3 640	2.8%	-13.3%	4.6%	22 810	5.9%	44 734	2.1%	3.8%
Total turnover (PLN thousand) ¹	200	-3.8%	-11.7%	7.2%	1 270	12.9%	2 544	9.6%	15.6%

- 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	18 271	7.8%	6 240	3.6%	4 042	9.8%	7 849	10.4%
July								
August								
September								
October								
November								
December								

Retail sales in PLN

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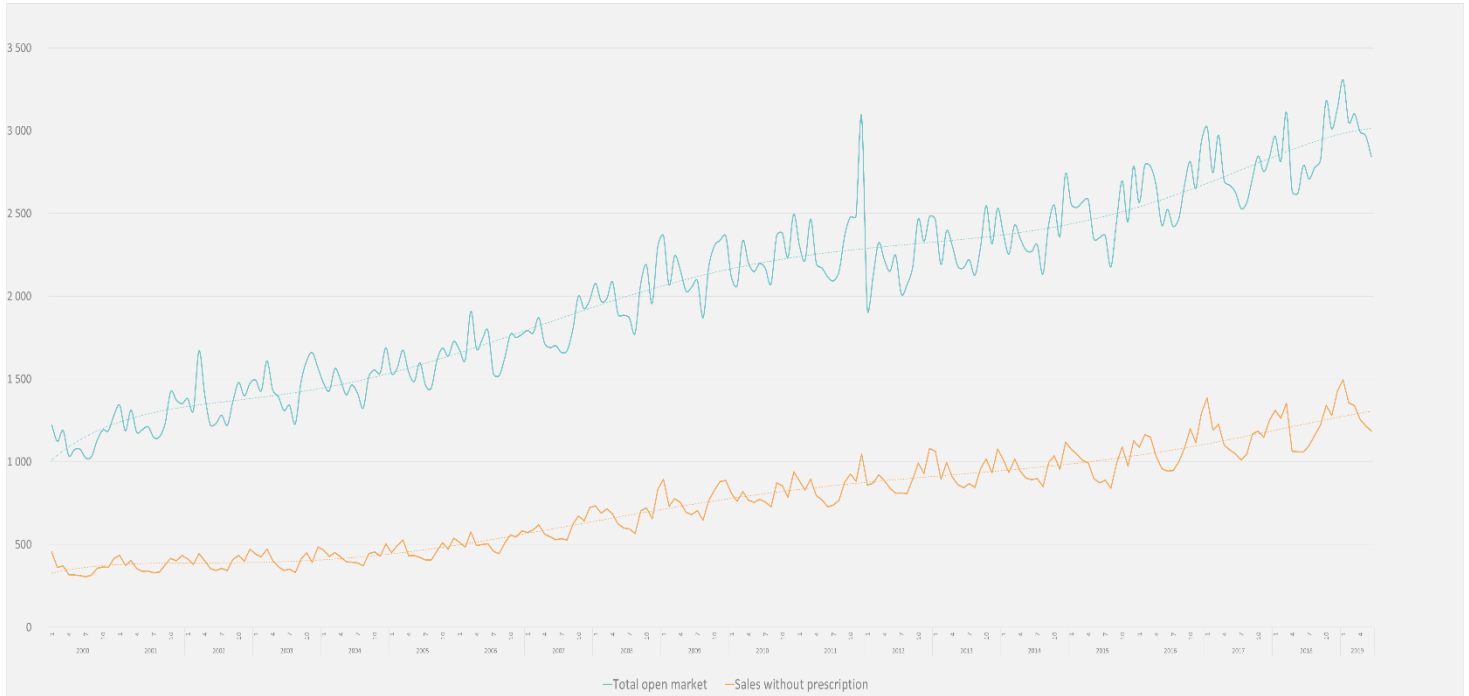
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



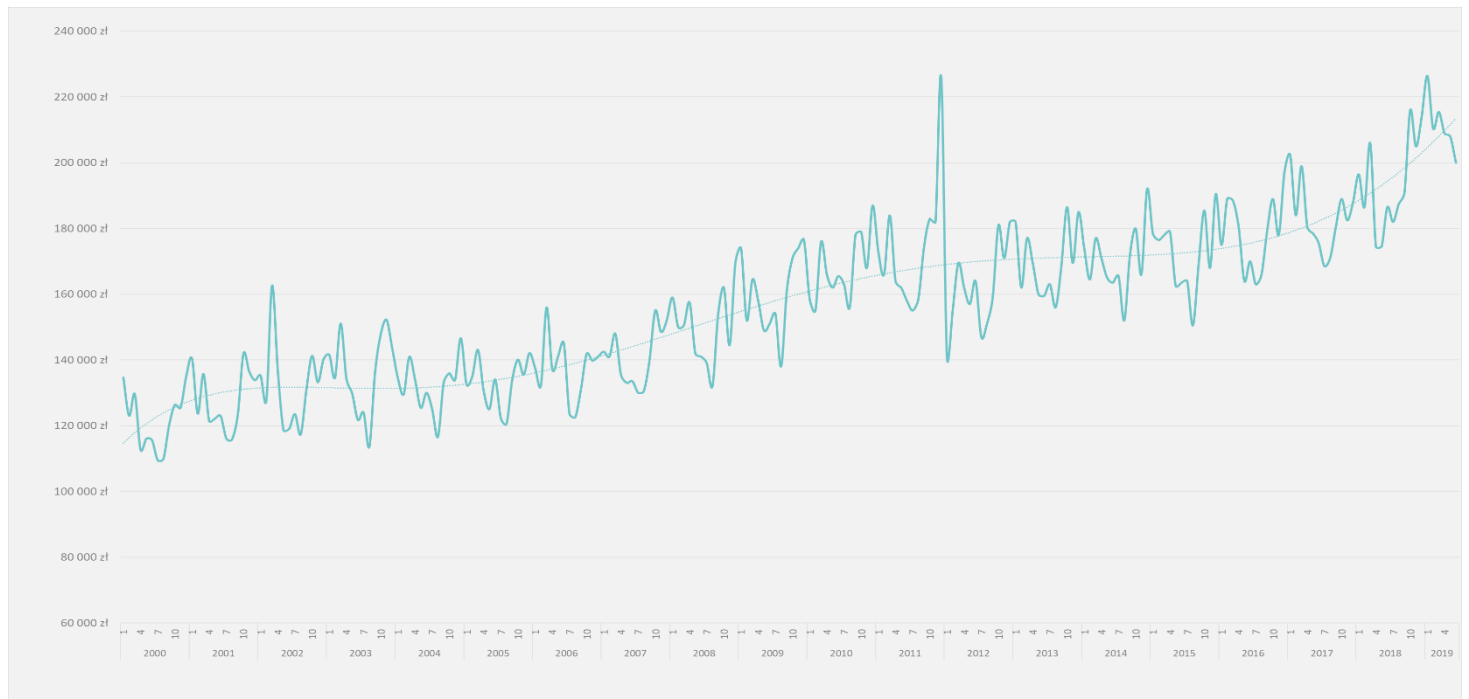
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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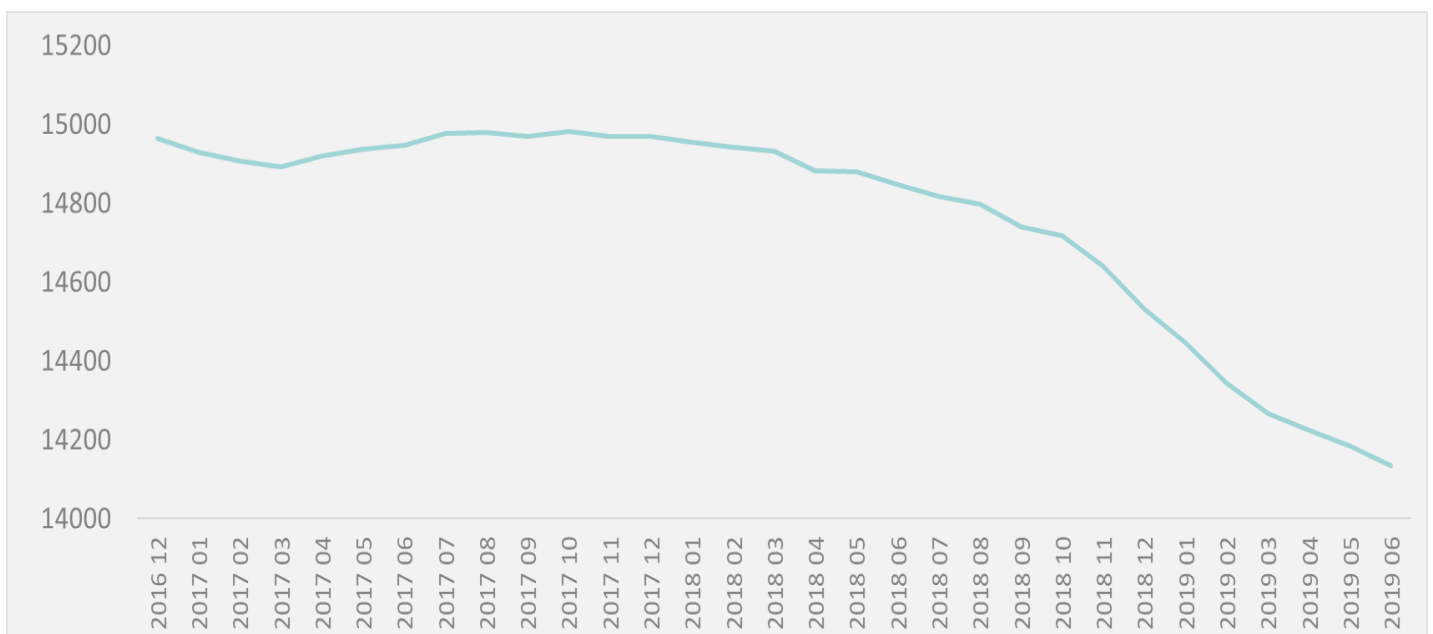
Average pharmacy

	June'19	YTD'2019	May'19		Change		June'18		Change		YTD'2018	Change	
					Value	%	Value	%	Value	%			
Total turnover (thousand PLN)													
Total open market ¹	200	1 270	208	-8.0	-3.8%	187	13.5	7.2%	1 125	145.0	12.9%		
Rx reimbursed ²	70	434	74	-4.0	-5.4%	73	-2.9	-4.0%	400	33.8	8.5%		
Rx nonreimbursed ³	45	281	47	-2.1	-4.5%	42	3.7	8.8%	244	36.6	15.0%		
Non Rx products ⁴	83	545	85	-1.8	-2.1%	71	12.7	17.9%	472	73.4	15.6%		
Average price⁵ per pack (PLN)													
Total ¹	21.4	21.3	21.6	-0.19	-0.9%	21.0	0.4	1.9%	20.6	0.7	3.3%		
For reimbursed Rx products ²	28.3	28.2	28.1	0.2	0.8%	28.0	0.3	1.2%	27.9	0.3	1.2%		
For nonreimbursed products ³	26.4	26.0	26.2	0.2	0.6%	25.4	1.0	3.9%	25.1	0.9	3.7%		
For Non Rx products ⁴	16.2	16.3	16.4	-0.2	-1.5%	15.6	0.6	3.9%	15.6	0.7	4.8%		
Average mark-up*													
Total ¹	24.7%	24.63%	24.3%	0.4%	1.8%	24.9%	-0.2%	-0.9%	25.0%	-0.4%	-1.5%		
For reimbursed Rx products ²	19%	19.0%	19.2%	0.3%	1.4%	19.0%	0.5%	2.5%	18.7%	0.3%	1.7%		
For nonreimbursed Rx products ³	21%	20.8%	20.4%	0.7%	3.3%	22.9%	-1.8%	-7.8%	23.3%	-2.4%	-10.5%		
For Non Rx products ⁴	29%	29.3%	28.9%	0.4%	1.3%	30.2%	-1.0%	-3.2%	29.4%	-0.1%	-0.5%		
Number of patients													
Total ¹	3 640	22 810	3 540	100	2.8%	3 480	160	4.6%	21 540	1270	5.9%		
For reimbursed Rx products ²	720	4 540	730	-10	-1.4%	710	10	1.4%	4 260	280	6.6%		
For nonreimbursed Rx products ³	750	4 620	730	20	2.7%	730	20	2.7%	4 450	170	3.8%		
For Non Rx products ⁴	3 010	19 000	2 910	100	3.4%	2 860	150	5.2%	17 970	1030	5.7%		
Number of pharmacies - summary[#]													
	14 135	14 267	14 184	-49	-0.3%	14 847	-712	-4.8%	14 906	-639	-4.3%		

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

[#] Number of pharmacies based on PEX's analysis.

- Pharmacies on the open market -



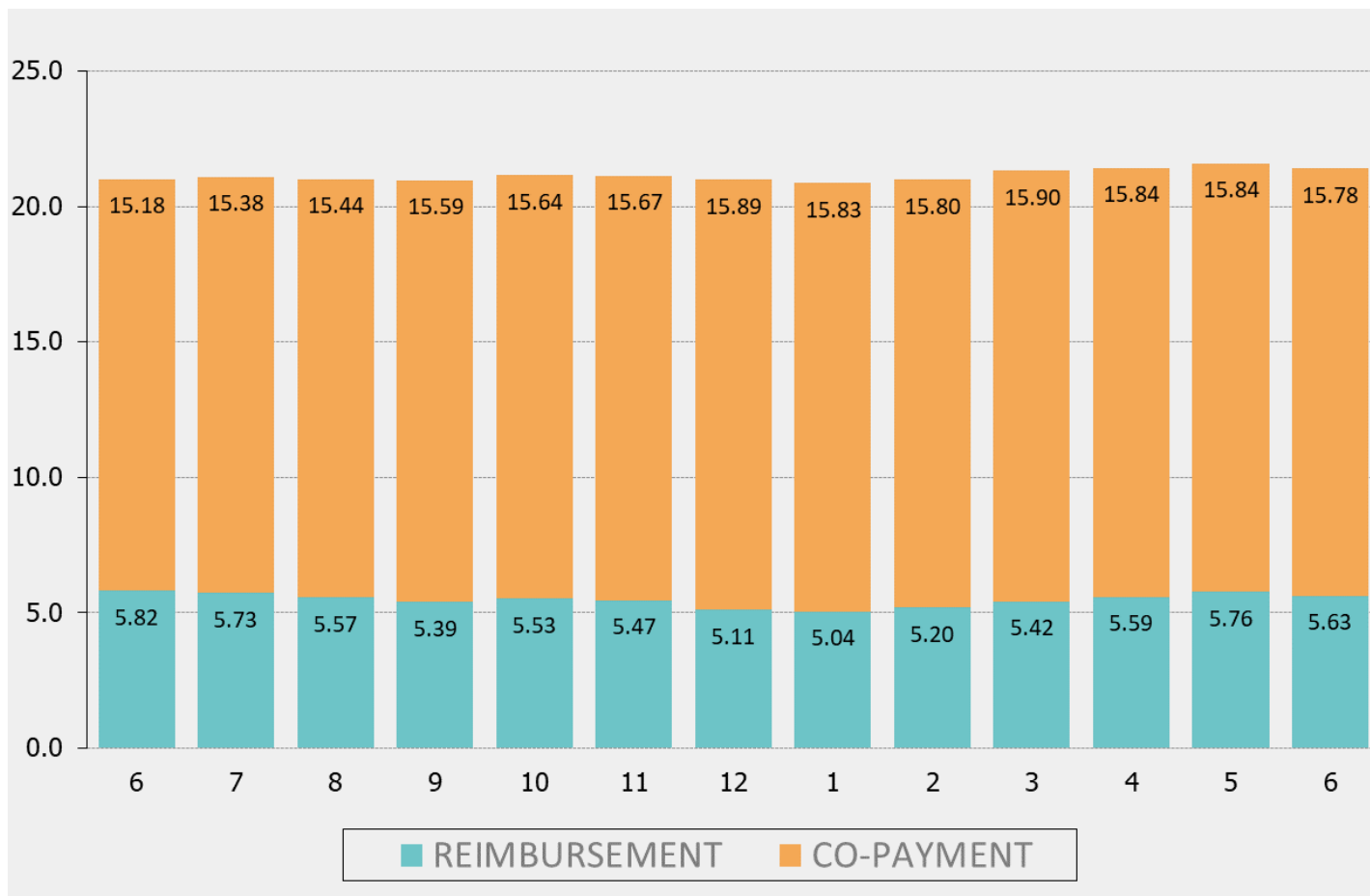
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Price

- 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 June 2019 reached the value of sales around 2 844m PLN. Value of sales compared to June 2018 grew by 53.2m PLN (+1.9%). Compared to May of 2019, sales fell by 125.6m PLN (-4.2%).

Compared to the same period of 2018 the value of tracked segments grew for non-reimbursed prescriptions and non-prescription segment. Sales based on non-reimbursed prescriptions grew by 21.2 PLN (+3.4%), the non-prescription segment grew by 127.5m PLN (+12.0%), whereas sales based on reimbursed prescriptions fell by 95.6m PLN (-8.8%).

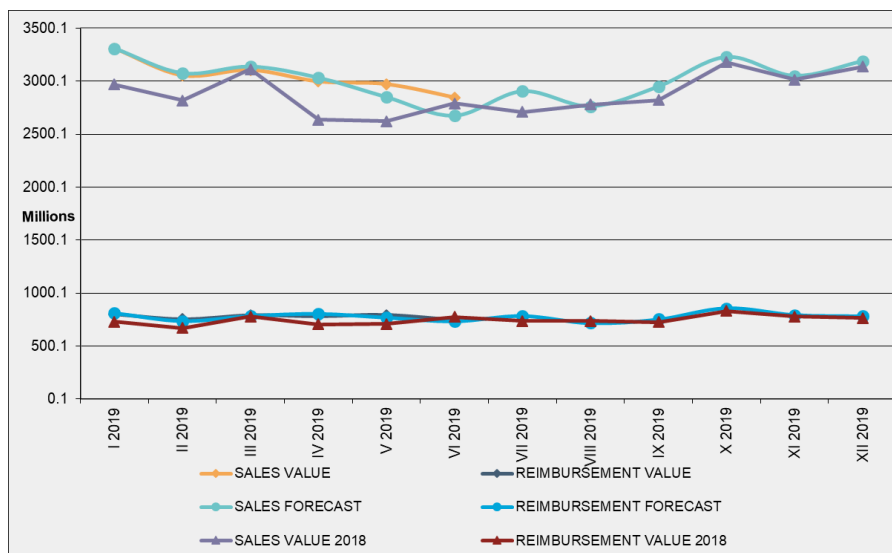
Compared to the previous month, value of sales fell for all monitored segments. Value of reimbursed prescriptions was lower by 60.5m PLN (-5.7%), value of non-reimbursed Rx drugs fell by 33.1 m PLN (-4.9%) and value of products sold without a prescription was lower by 30.4m PLN (-2.5%).

The average retail drug price in June 2019 was 21.4 PLN and was 0.9% lower than in the previous month, and 1.9% higher than the average price in June 2018. The average retail price of reimbursed prescriptions was 28.3 PLN (+1.2% vs June 2018), 26.4 PLN for non-reimbursed prescriptions (+3.9% vs June 2018) and 16.2 PLN for products sold without a prescription (+3.9% vs June 2018).

Average pharmacy margin for all drugs in June 2019 was 24.7% and was lower by about 0.2pp than the margin in the same period of 2018. Compared to May 2019, the average pharmacy margin was higher by 0.4pp.

Drug reimbursement by the National Health Fund in June was in the amount almost 748m PLN, 3.3% more than in the same period of 2018. The level of patient copayment for reimbursed drugs in June was 24.6%, lower by 0.2pp. compared to previous month.

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

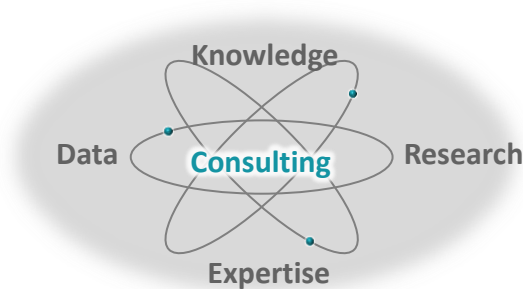


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About us

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!

www.pexps.pl more info

Ask us a question:
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Published on the 30th of July 2019, prepared by Elżbieta Brzeźny, Analyst based on PEX PharmaSequence data.

