



PEX PharmaSequence monthly report - July 2019

Total open market (sell-out report)

	July 2019	Change in comparison to			Cumulative YTD		Forecast		
		June 2019	January 2019	July 2018	2019	Change vs 2018	2019	Change vs 2018	Change vs 2017
Total turnover (PLN million)									
Total open market ¹	3 047	7.1%	-7.9%	12.4%	21 318	8.5%	36 324	5.0%	10.1%
Rx reimbursed ²	1 089	9.8%	0.9%	11.2%	7 329	4.7%	12 449	2.2%	6.7%
Rx nonreimbursed ³	708	9.7%	0.6%	16.5%	4 750	10.8%	8 092	7.8%	11.4%
Non Rx products ⁴	1 223	3.1%	-18.2%	11.4%	9 072	10.5%	15 488	5.8%	12.0%
Reimbursement									
Reimbursement value (PLN million)	824	10.1%	3.2%	12.0%	5 489	7.7%	9 344	4.6%	11.0%
Reimbursement share in total turnover	27.0%	2.8%	12.0%	-0.4%	25.8%	-0.7%	25.7%	-0.4%	0.8%
Reimbursement share in reimbursed sales	74.4%	0.0%	2.3%	0.7%	73.8%	2.5%	73.8%	1.9%	3.8%
Average price per pack (PLN)									
Total ¹	21.8	1.6%	4.2%	3.1%	21.1	-0.2%	20.9	0.5%	3.3%
For reimbursed Rx products ²	28.1	-0.7%	0.9%	0.4%	28.1	0.4%	28.7	2.6%	4.6%
For nonreimbursed Rx products ³	26.5	0.7%	3.5%	4.6%	26.5	4.6%	25.6	0.7%	4.0%
For Non Rx products ⁴	16.4	1.5%	0.9%	4.0%	16.4	4.0%	16.0	1.2%	4.9%
Average mark-up									
Total ¹	24.3%	-1.7%	-2.1%	-1.5%	24.6%	-1.5%	24.6%	-1.6%	-2.4%
For reimbursed Rx products ²	18.9%	-2.7%	-1.1%	4.1%	19.0%	2.0%	18.8%	0.8%	1.6%
For nonreimbursed Rx products ³	20.6%	-2.5%	-0.8%	-7.5%	20.8%	-10.1%	21.2%	-7.6%	-14.7%
For Non Rx products ⁴	29.0%	-1.0%	0.4%	-1.8%	29.2%	-0.7%	28.8%	-2.6%	-2.4%
Average pharmacy									
Number of patients in pharmacies	3 820	4.9%	-9.0%	13.4%	26 630	6.9%	45 221	3.2%	5.0%
Total turnover (PLN thousand) ¹	215	7.5%	-5.1%	18.1%	1 485	13.6%	2 555	10.1%	16.2%

- 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	21 318	8.5%	7 329	4.7%	4 750	10.8%	9 072	10.5%
August								
September								
October								
November								
December								

Retail sales in PLN

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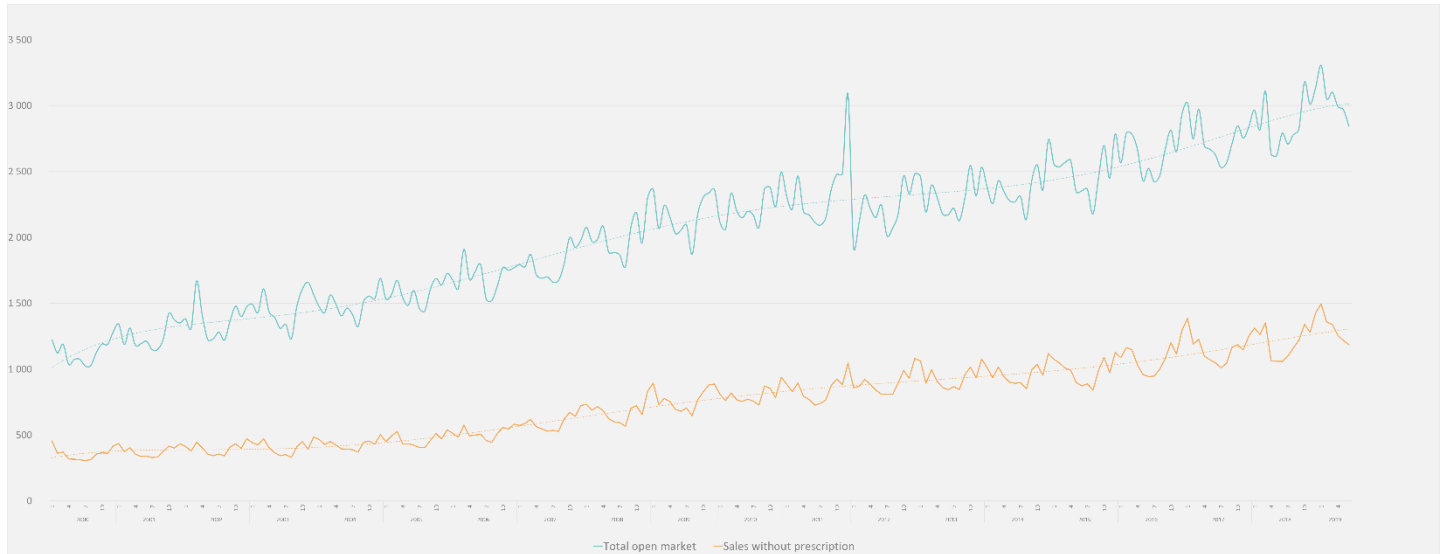
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



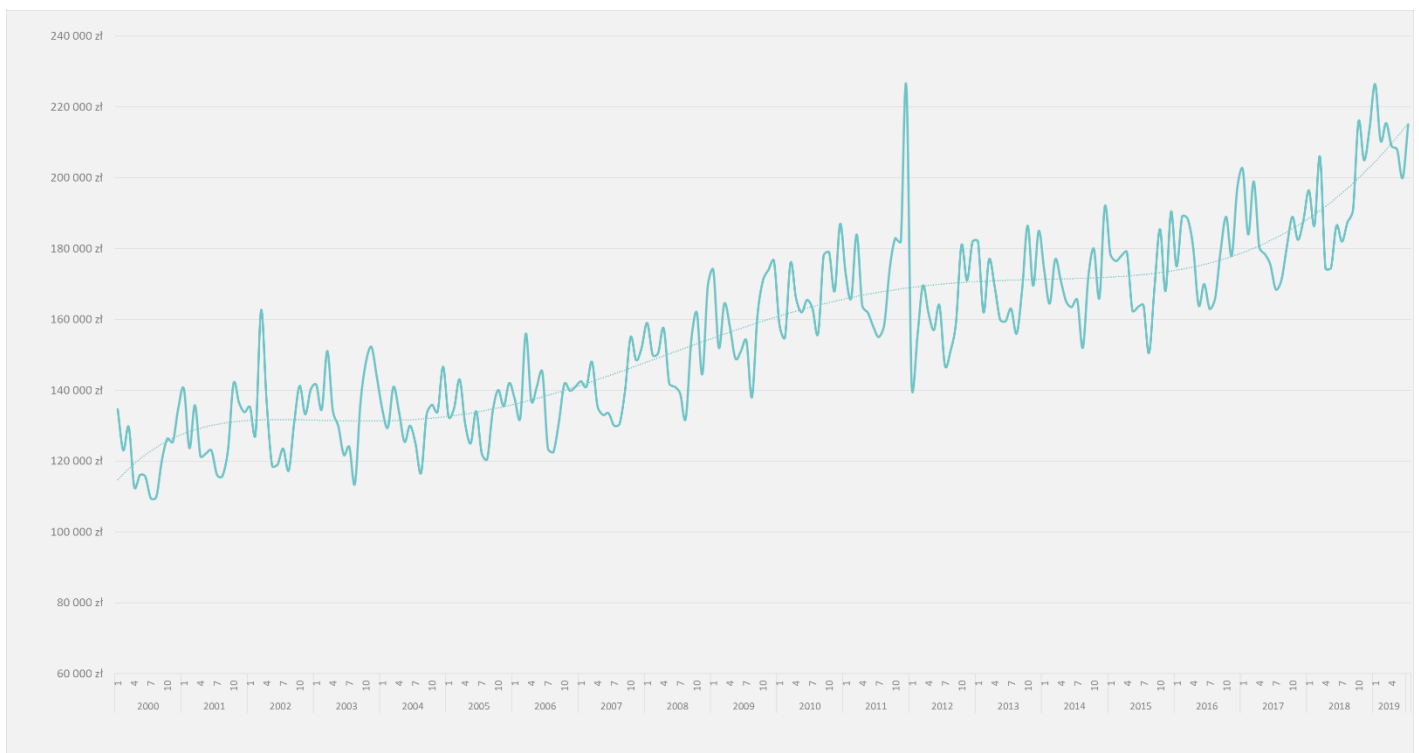
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



Retail sales in PLN

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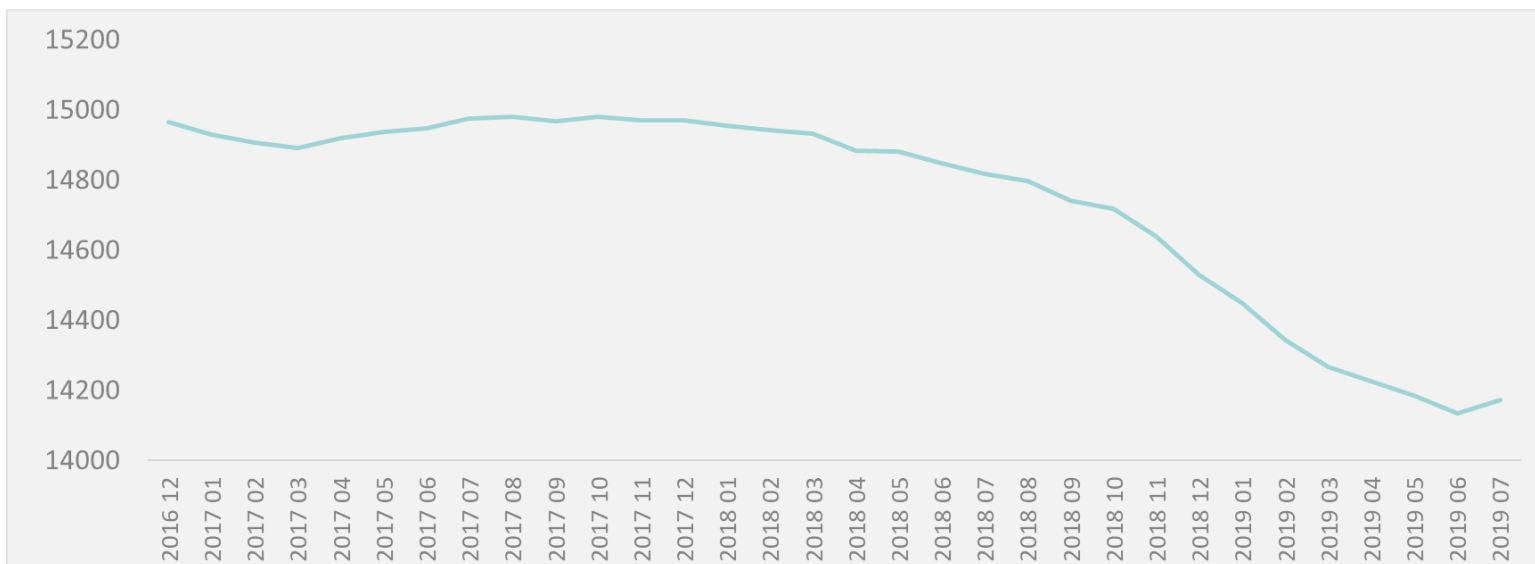
Average pharmacy

	July'19	YTD'2019	June'19		Change		July'18		Change		YTD'2018	Change	
			Value	%	Value	%	Value	%	Value	%			
Total turnover (thousand PLN)													
Total open market ¹	215	1 485	200	15.0	7.5%	182	33.0	18.1%	1 307	178.0	13.6%		
Rx reimbursed ²	77	511	70	7.1	10.2%	66	11.1	16.9%	466	44.9	9.6%		
Rx nonreimbursed ³	50	331	45	4.6	10.1%	41	9.1	22.4%	285	45.8	16.1%		
Non Rx products ⁴	86	632	83	2.9	3.5%	74	12.5	17.0%	546	86.0	15.8%		
Average price⁵ per pack (PLN)													
Total ¹	21.8	21.3	21.4	0.34	1.6%	21.1	0.6	3.1%	20.7	0.7	3.2%		
For reimbursed Rx products ²	28.1	28.2	28.3	-0.2	-0.7%	28.0	0.1	0.4%	27.9	0.3	1.1%		
For nonreimbursed products ³	26.5	26.1	26.4	0.2	0.7%	25.4	1.2	4.6%	25.1	1.0	3.9%		
For Non Rx products ⁴	16.4	16.3	16.2	0.2	1.5%	15.8	0.6	4.0%	15.6	0.7	4.7%		
Average mark-up*													
Total ¹	24.3%	24.58%	24.7%	-0.4%	-1.7%	24.7%	-0.4%	-1.5%	24.9%	-0.4%	-1.5%		
For reimbursed Rx products ²	19%	19.0%	19.5%	-0.5%	-2.7%	18.2%	0.7%	4.1%	18.6%	0.4%	2.0%		
For nonreimbursed Rx products ³	21%	20.8%	21.1%	-0.5%	-2.5%	22.2%	-1.7%	-7.5%	23.1%	-2.3%	-10.0%		
For Non Rx products ⁴	29%	29.2%	29.3%	-0.3%	-1.0%	29.5%	-0.5%	-1.8%	29.4%	-0.2%	-0.7%		
Number of patients													
Total ¹	3 820	26 630	3 640	180	4.9%	3 370	450	13.4%	24 910	1 720	6.9%		
For reimbursed Rx products ²	790	5 330	720	70	9.7%	670	120	17.9%	4 930	400	8.1%		
For nonreimbursed Rx products ³	810	5 430	750	60	8.0%	690	120	17.4%	5 140	290	5.6%		
For Non Rx products ⁴	3 100	22 100	3 010	90	3.0%	2 770	330	11.9%	20 740	1 360	6.6%		
Number of pharmacies - summary[#]													
	14 171	14 253	14 135	36	0.3%	14 818	-647	-4.4%	14 894	-641	-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 -



Retail sales in PLN

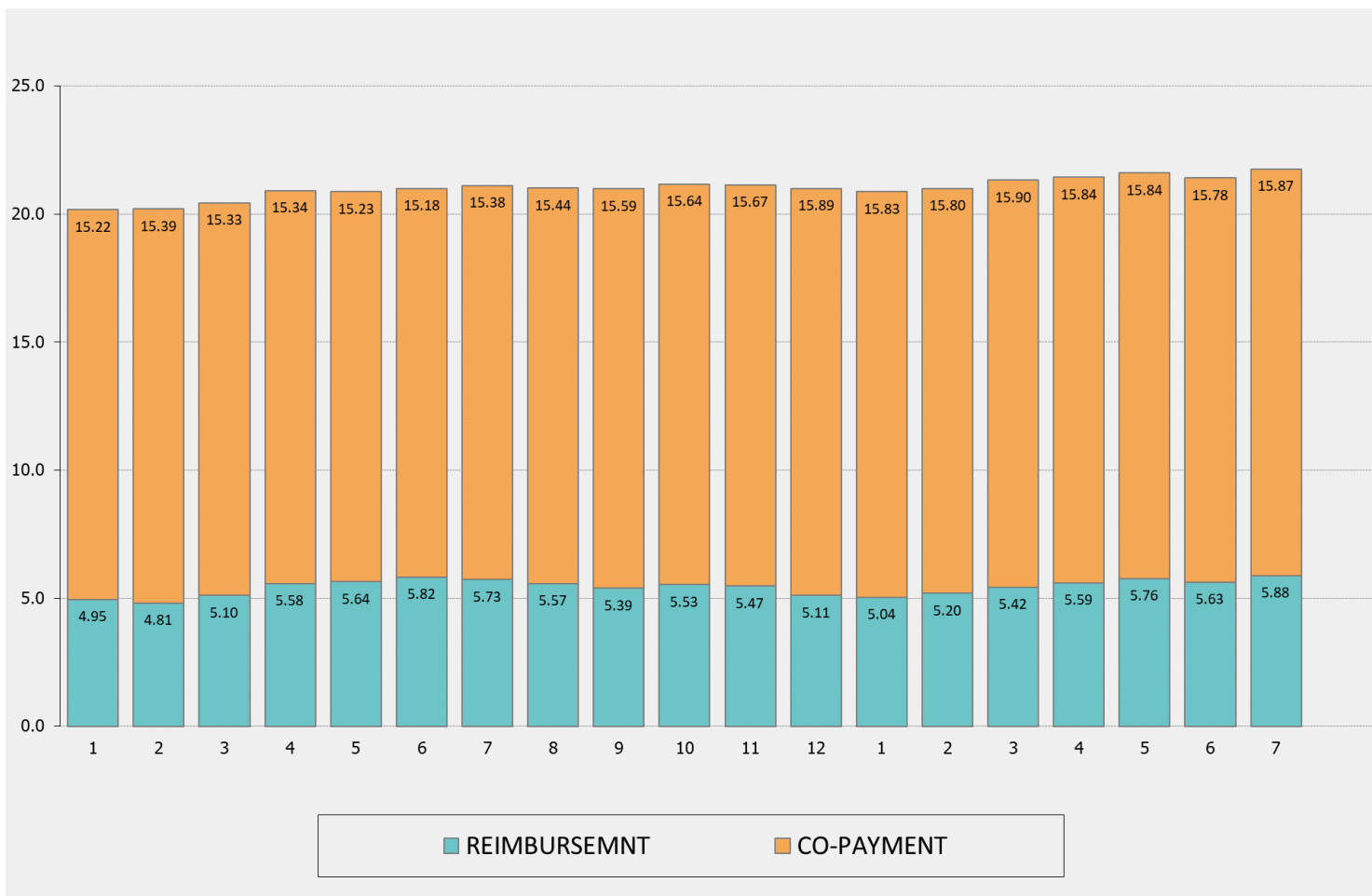
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Price

- 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 Kamsoft (Omnibus) – they make up 97% of the pharmacy market.

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PEX PharmaSequence commentary

The pharmacy market in July 2019 reached the value of sales around 3 046.8m PLN. Value of sales compared to July 2018 grew by 336.6m PLN (+12.4%). Compared to June of 2019, sales grew by 202.8m PLN (+7.1%).

Compared to the same period of 2018 the value of tracked segments grew for all monitored segments. Sales based on non-reimbursed prescriptions grew by 100.2m PLN (+16.5%), the non-prescription segment grew by 124.7m PLN (+11.4%), sales based on reimbursed prescriptions grow by 109.9m PLN (+11.2%).

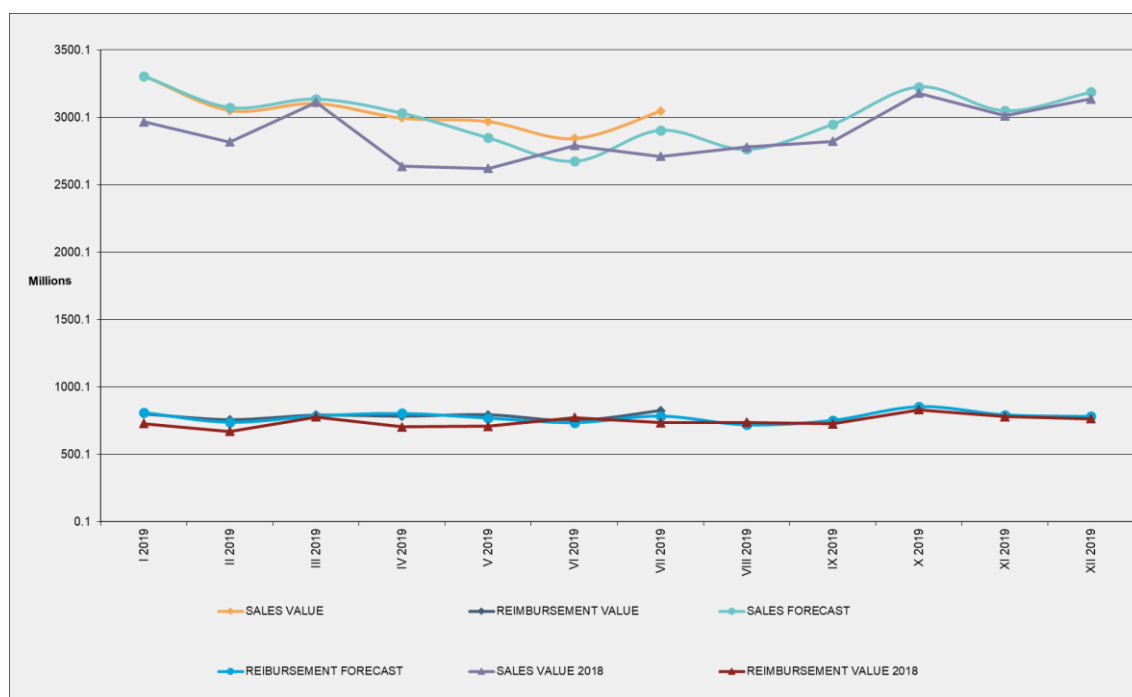
Compared to the previous month, value of sales grew for all monitored segments. Value of reimbursed prescriptions was higher by 97.4m PLN (+9.8%), value of non-reimbursed Rx drugs grow by 62.9m PLN (+9.7%) and value of products sold without a prescription was grow by 38.8m PLN (+3.1%).

The average retail drug price in July 2019 was 21.8 PLN and was 1.6% higher than in the previous month, and 3.1% higher than the average price in July 2018. The average retail price of reimbursed prescriptions was 28.1 PLN (+0.4% vs July 2018), 26.5 PLN for non-reimbursed prescriptions (+4.6% vs July 2018) and 16.4 PLN for products sold without a prescription (+4% vs July 2018).

Average pharmacy margin for all drugs in July 2019 was 24.3% and was lower by about 0.4pp than the margin in the same period of 2018. Compared to June 2019, the average pharmacy margin was lower by 0.4pp.

Drug reimbursement by the National Health Fund in July was in the amount almost 821.8m PLN, 11.7% more than in the same period of 2018. The level of patient copayment for reimbursed drugs in July was 24.6%, lower by 0.02pp. compared to previous month.

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

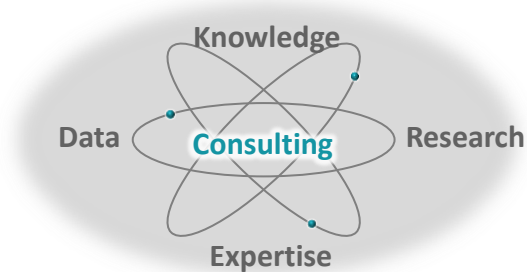


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About us

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

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Published on the 28th of August 2019, prepared by Marta Mazurek, Analyst based on PEX PharmaSequence data.

