



PEX PharmaSequence monthly report - October 2019

Total open market (sell-out report)

	November 2019	Change in comparison to			Cumulative YTD		Forecast		
		September 2019	January 2019	November 2018	2019	Change vs 2018	2019	Change vs 2018	Change vs 2017
Total turnover (PLN million)									
Total open market ¹	3 437	11.9%	3.9%	8.1%	30 668	7.9%	37 234	7.7%	12.9%
Rx reimbursed ²	1 171	15.6%	8.4%	4.2%	10 501	4.1%	12 727	4.5%	9.1%
Rx nonreimbursed ³	781	15.5%	11.0%	12.9%	6 860	10.6%	8 307	10.6%	14.4%
Non Rx products ⁴	1 458	7.3%	-2.5%	8.8%	13 067	9.6%	15 910	8.7%	15.0%
Reimbursement									
Reimbursement value (PLN million)	881	15.4%	10.3%	6.1%	7 873	6.6%	9 529	6.7%	13.2%
Reimbursement share in total turnover	25.6%	3.1%	6.1%	-1.9%	25.7%	-1.2%	25.6%	-0.9%	0.3%
Reimbursement share in reimbursed sales	74.1%	-0.2%	1.9%	1.7%	73.8%	2.0%	73.7%	1.8%	3.6%
Average price per pack (PLN)									
Total ¹	21.9	1.4%	5.0%	3.5%	21.2	0.0%	21.1	1.4%	4.2%
For reimbursed Rx products ²	28.7	1.1%	3.1%	1.4%	28.7	1.4%	29.0	3.6%	5.6%
For nonreimbursed Rx products ³	27.0	0.5%	5.1%	4.2%	27.0	4.2%	26.5	4.4%	7.8%
For Non Rx products ⁴	16.8	0.1%	3.0%	4.6%	16.8	4.6%	16.6	5.3%	9.2%
Average mark-up									
Total ¹	24.8%	-2.2%	-0.2%	-0.9%	24.7%	-1.3%	24.6%	-1.5%	-2.3%
For reimbursed Rx products ²	19.0%	-10.6%	-0.9%	1.6%	19.2%	3.2%	19.1%	2.4%	3.3%
For nonreimbursed Rx products ³	21.4%	-7.2%	3.2%	-3.6%	21.1%	-8.6%	21.1%	-7.7%	-14.9%
For Non Rx products ⁴	29.3%	6.5%	1.6%	-2.1%	29.1%	-1.3%	28.8%	-2.3%	-2.1%
Average pharmacy									
Number of patients in pharmacies	4 340	9.6%	3.3%	8.2%	38 580	6.9%	46 331	5.8%	7.5%
Total turnover (PLN thousand) ¹	246	12.4%	8.4%	13.7%	2 150	13.1%	2 622	13.0%	19.2%

- 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	24 160	7.7%	8 318	4.2%	5 402	10.1%	10 250	9.4%
September	27 231	7.8%	9 331	4.1%	6 079	10.3%	11 609	9.6%
October	30 668	7.9%	10 501	4.1%	6 860	10.6%	13 067	9.6%
November								
December								

Retail sales in PLN

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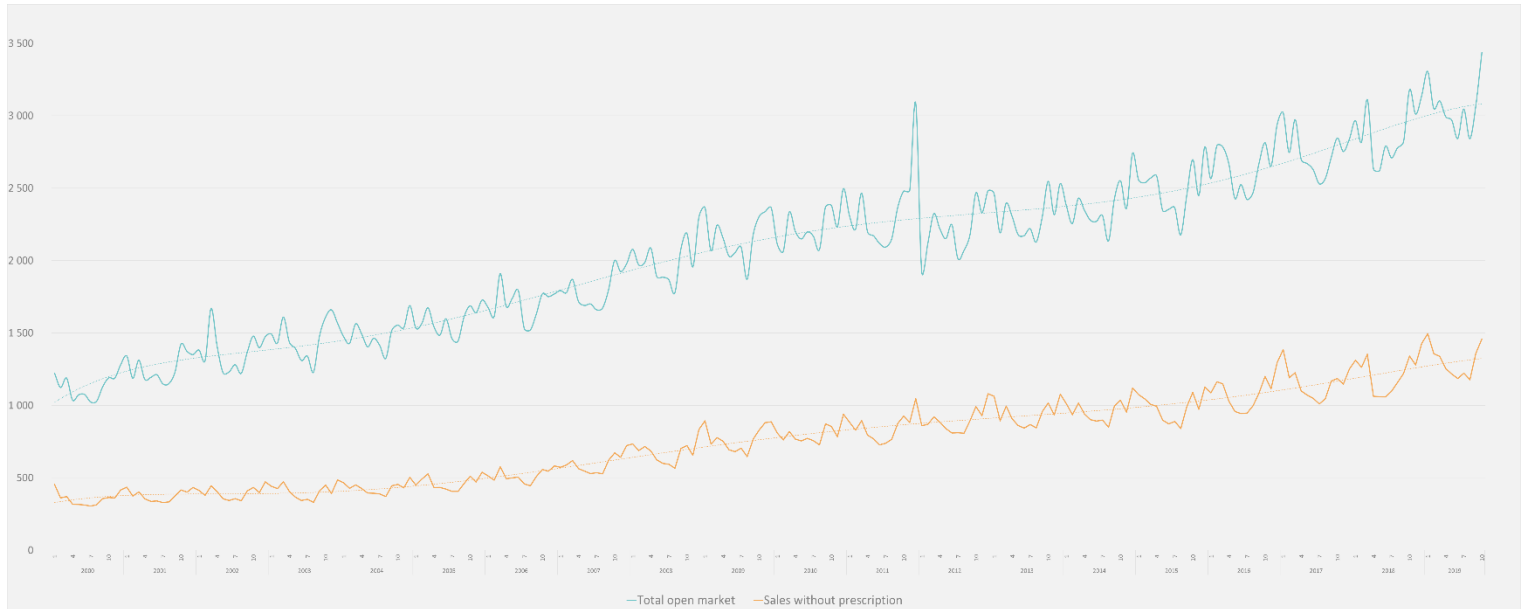
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



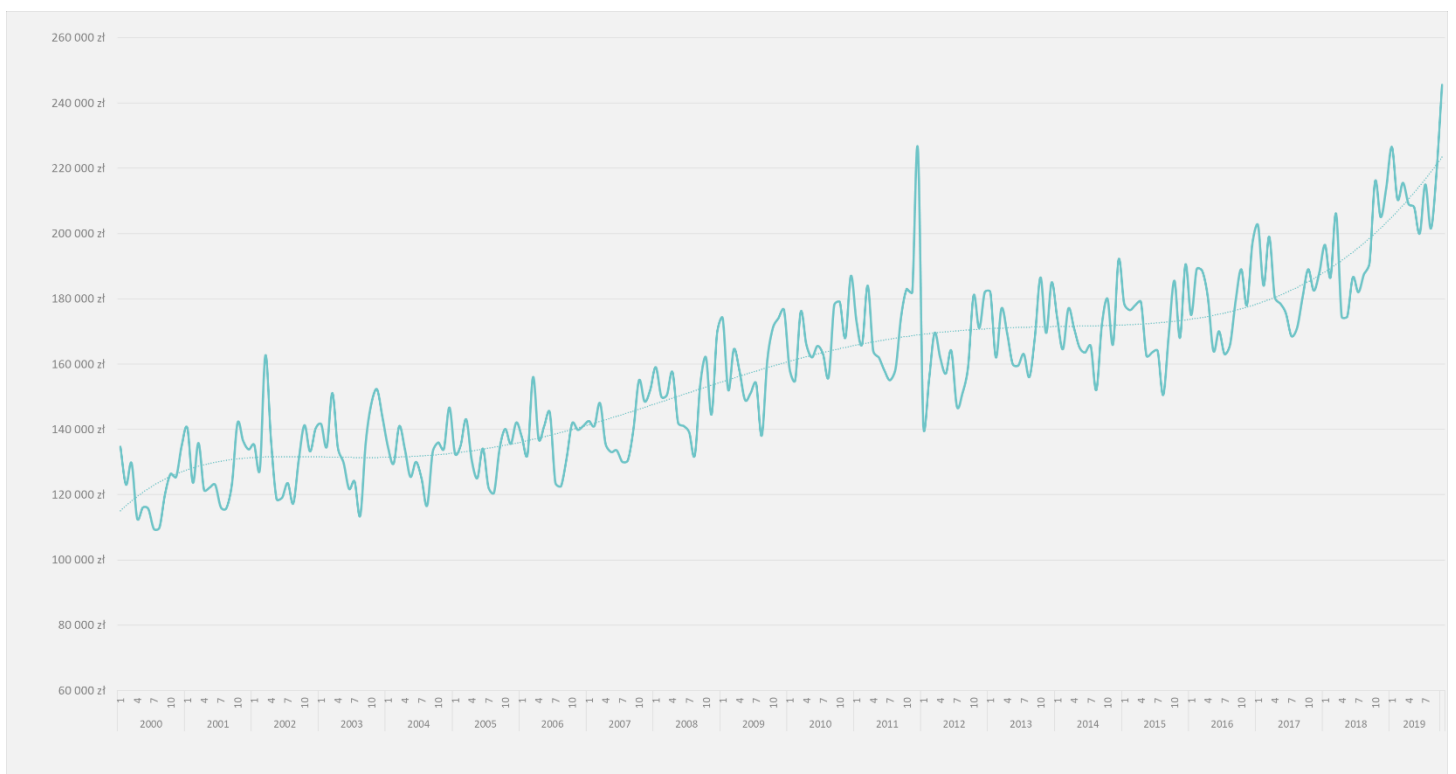
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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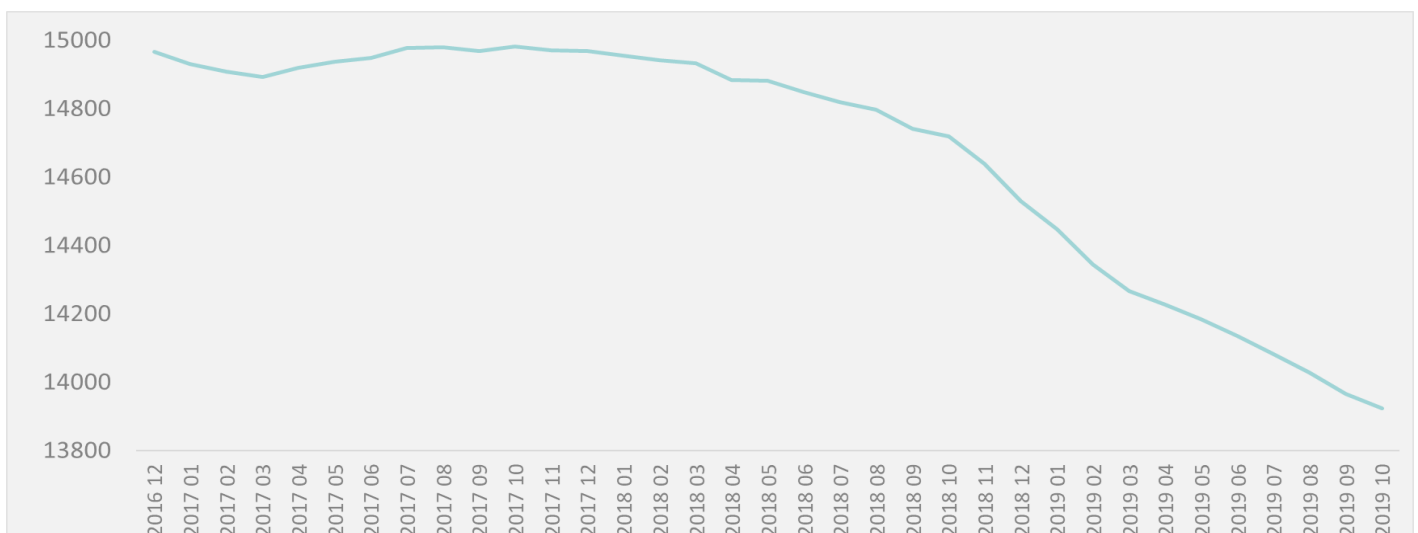
Average pharmacy

	October'19	YTD'2019	September'19	Change		October'18	Change		YTD'2018		
				Value	%		Value	%		Value	%
Total turnover (thousand PLN)											
Total open market ¹	246	2 150	219	27.0	12.4%	216	29.5	13.7%	1 901	249.0	13.1%
Rx reimbursed ²	84	736	72	11.5	16.0%	76	7.3	9.6%	674	62.0	9.2%
Rx nonreimbursed ³	56	481	48	7.6	15.9%	47	8.8	18.7%	415	66.5	16.0%
Non Rx products ⁴	104	916	97	7.5	7.8%	91	13.1	14.4%	797	118.5	14.9%
Average price⁵ per pack (PLN)											
Total ¹	21.9	21.5	21.6	0.30	1.4%	21.2	0.7	3.5%	20.8	0.7	3.2%
For reimbursed Rx products ²	28.7	28.3	28.4	0.3	1.1%	28.3	0.4	1.4%	28.0	0.3	1.1%
For nonreimbursed products ³	27.0	26.3	26.8	0.1	0.5%	25.9	1.1	4.2%	25.3	1.0	4.1%
For Non Rx products ⁴	16.8	16.4	16.8	0.0	0.1%	16.0	0.7	4.6%	15.7	0.7	4.7%
Average mark-up*											
Total ¹	24.8%	24.70%	25.3%	-0.5%	-2.2%	25.0%	-0.2%	-0.9%	25.0%	-0.3%	-1.3%
For reimbursed Rx products ²	19%	19.2%	21.2%	-2.3%	-10.6%	18.7%	0.3%	1.6%	18.7%	0.5%	2.9%
For nonreimbursed Rx products ³	21%	21.1%	23.1%	-1.7%	-7.2%	22.2%	-0.8%	-3.6%	23.0%	-1.9%	-8.3%
For Non Rx products ⁴	29%	29.1%	27.5%	1.8%	6.5%	29.9%	-0.6%	-2.1%	29.6%	-0.4%	-1.5%
Number of patients											
Total ¹	4 340	38 580	3 960	380	9.6%	4 010	330	8.2%	36 100	2480	6.9%
For reimbursed Rx products ²	890	7 690	760	130	17.1%	800	90	11.3%	7 100	590	8.3%
For nonreimbursed Rx products ³	920	7 890	790	130	16.5%	830	90	10.8%	7 390	500	6.8%
For Non Rx products ⁴	3 560	31 950	3 290	270	8.2%	3 330	230	6.9%	30 040	1910	6.4%
Number of pharmacies - summary[#]											
	13 923	14 160	13 965	-42	-0.3%	14 718	-795	-5.4%	14 851	-691	-4.7%

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

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

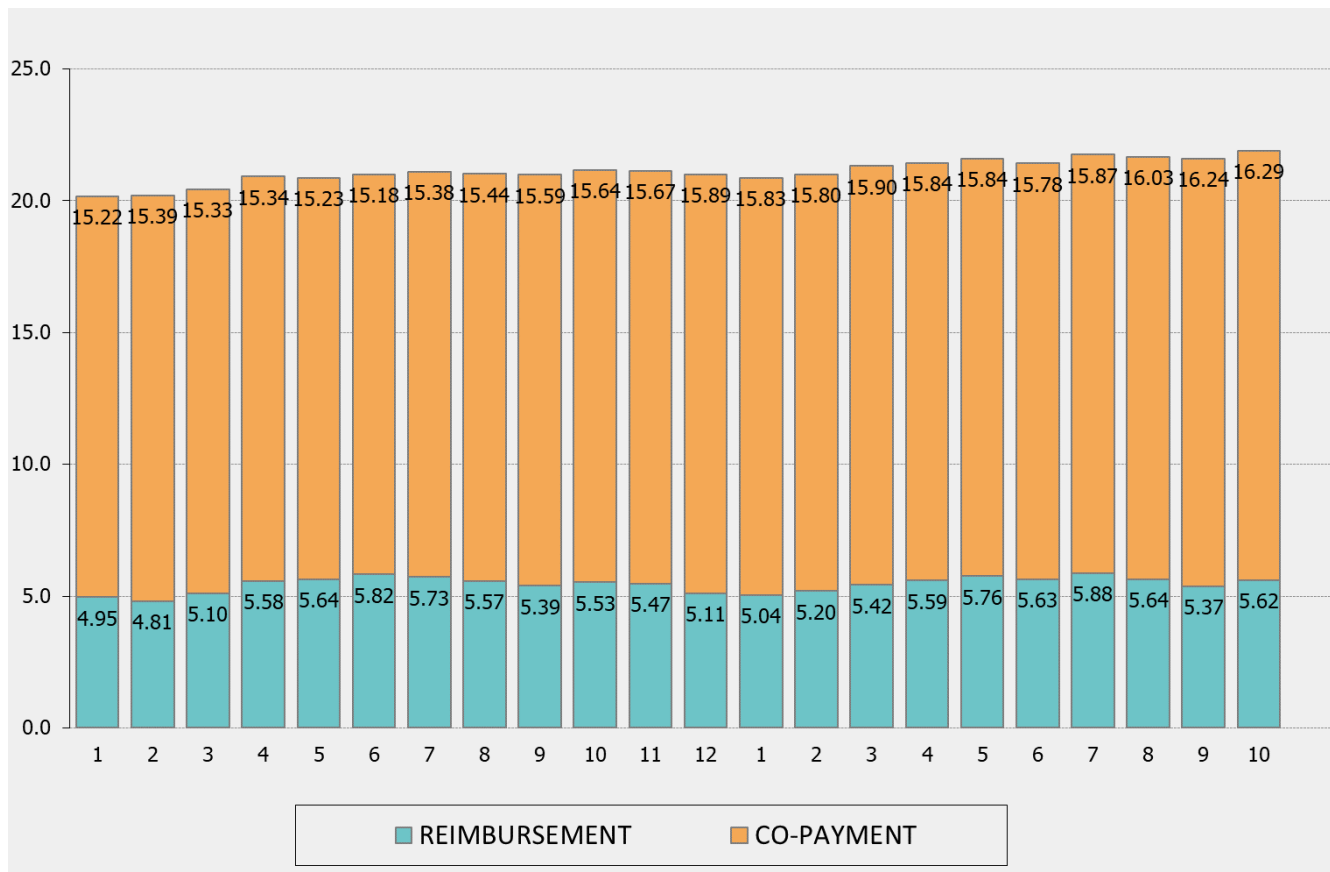
- Pharmacies on the open market -



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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 October 2019 saw sales go close to 3 437.2m PLN. Value of sales compared to October 2018 grew by over 257.5m PLN (+8.1%). Compared to September of 2019, sales grow by approximately 366.4m PLN (+11.9%).

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 89.4m PLN (+12.9%), the non-prescription segment grew by 118.2m PLN (+8.8%), sales based on reimbursed prescriptions grow by 47.4m PLN (+4.2%).

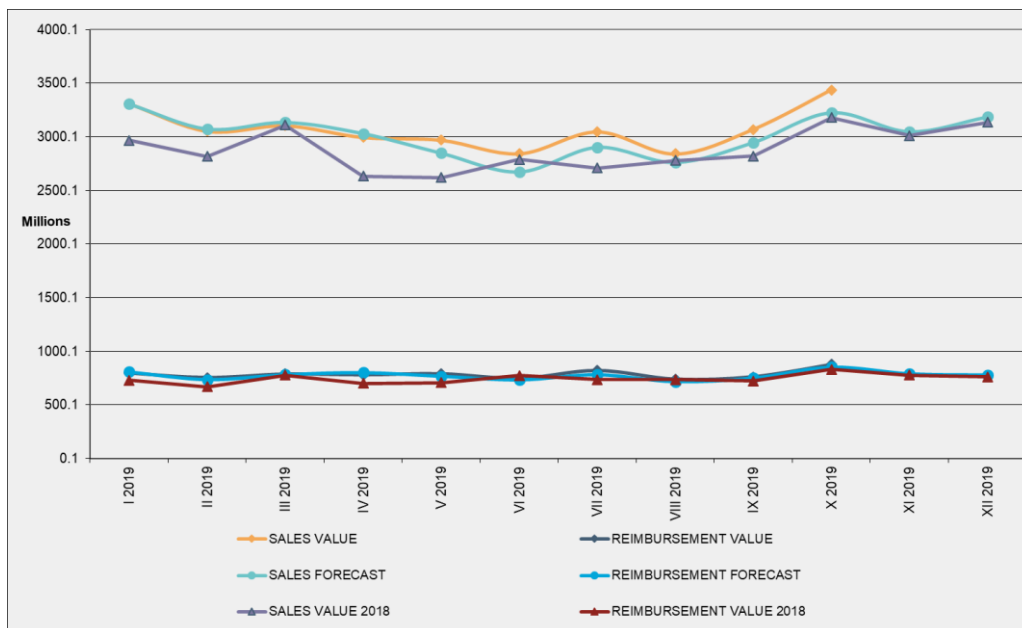
Compared to the previous month, value of sales grew for all monitored segments. Value of reimbursed prescriptions grew by 157.9m PLN (+15.6%), value of non-reimbursed Rx drugs grew by 104.5m PLN (+15.5%) and value of products sold without a prescription grew by 99.8m PLN (+7.3%).

The average retail drug price in October 2019 was 21.9 PLN and was 1.4% higher than in the previous month, and 3.5% higher than the average price in October 2018. The average retail price of reimbursed prescriptions was 28.7 PLN (+1.4% vs October 2018), 27 PLN for non-reimbursed prescriptions (+4.2% vs October 2018) and 16.8 PLN for products sold without a prescription (+4.6% vs October 2018).

Average pharmacy margin for all drugs in October 2019 was 24.8% and was lower by 0.9% than margin in the same period of 2018. Compared to September 2019, the average pharmacy margin was lower by 2.2%.

Drug reimbursement by the National Health Fund in October was in the amount almost 881m PLN, 6.1% more than in the same period of 2018. The level of patient copayment for reimbursed drugs in October was 25.6%, grew by 0.8p.p. compared to previous month.

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

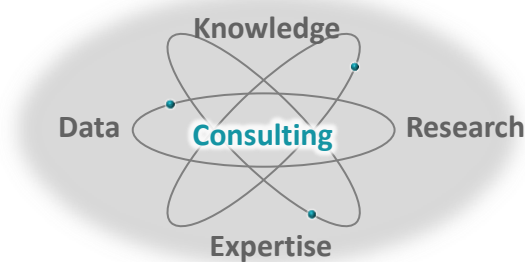


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About us

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 19th of November 2019, prepared by Marta Mazurek, Analyst based on PEX PharmaSequence data.

