



PEX PharmaSequence monthly report - January 2020

Total open market (sell-out report)

	January 2020	Change in comparison to			Cumulative YTD		Forecast		
		December 2019	January 2020	January 2019	2020	Change vs 2019	2020	Change vs 2019	Change vs 2018
Total turnover (PLN million)									
Total open market ¹	3 423	1.4%	0.0%	3.5%	3 423	3.5%	38 551	3.7%	11.5%
Rx reimbursed ²	1 108	0.4%	0.0%	2.7%	1 108	2.7%	12 974	2.5%	6.5%
Rx nonreimbursed ³	769	3.7%	0.0%	9.2%	769	9.2%	8 752	5.3%	16.5%
Non Rx products ⁴	1 517	0.5%	0.0%	1.5%	1 517	1.5%	16 480	3.5%	12.6%
Reimbursement									
Reimbursement value (PLN million)	833	0.5%	0.0%	4.3%	833	4.3%	9 876	4.0%	10.6%
Reimbursement share in total turnover	24.3%	-0.9%	0.0%	0.8%	24.3%	0.8%	25.6%	0.3%	-0.8%
Reimbursement share in reimbursed sales	73.9%	-0.4%	0.0%	1.6%	73.9%	1.6%	74.6%	1.0%	3.0%
Average price per pack (PLN)									
Total ¹	22.0	0.4%	0.0%	5.2%	22.0	5.2%	22.3	4.8%	6.8%
For reimbursed Rx products ²	28.5	-0.9%	0.0%	2.5%	28.5	2.5%	29.2	1.4%	4.3%
For nonreimbursed Rx products ³	27.3	1.4%	0.0%	6.3%	27.3	6.3%	28.3	5.1%	11.3%
For Non Rx products ⁴	17.1	0.4%	0.0%	5.3%	17.1	5.3%	17.7	3.4%	11.9%
Average mark-up									
Total ¹	24.7%	-0.5%	0.0%	-0.3%	24.7%	-0.3%	24.3%	-1.5%	-2.7%
For reimbursed Rx products ²	18.8%	-3.1%	0.0%	-2.0%	18.8%	-2.0%	19.0%	-1.3%	1.5%
For nonreimbursed Rx products ³	20.8%	-5.0%	0.0%	0.3%	20.8%	0.3%	20.3%	-4.0%	-11.1%
For Non Rx products ⁴	29.1%	0.9%	0.0%	0.9%	29.1%	0.9%	27.3%	-5.9%	-7.3%
Average pharmacy									
Number of patients in pharmacies	4 360	3.1%	0.0%	3.8%	4 360	3.8%	47 051	0.7%	7.4%
Total turnover (PLN thousand) ¹	247	1.6%	0.0%	9.1%	247	9.1%	2 807	7.2%	21.0%

- Total pharmacy turnover cumulative in PLN million -

2020	Pharmacy market total ¹		Rx reimbursed prescriptions ²		Rx nonreimbursed prescriptions ³		Non Rx products ⁴	
	Total	Change vs 2019	Total	Change vs 2019	Total	Change vs 2019	Total	Change vs 2019
January	3 423	3.5%	1 108	2.7%	769	9.2%	1 517	1.5%
February								
March								
April								
May								
June								
July								
August								
September								
October								
November								
December								

Retail sales in PLN

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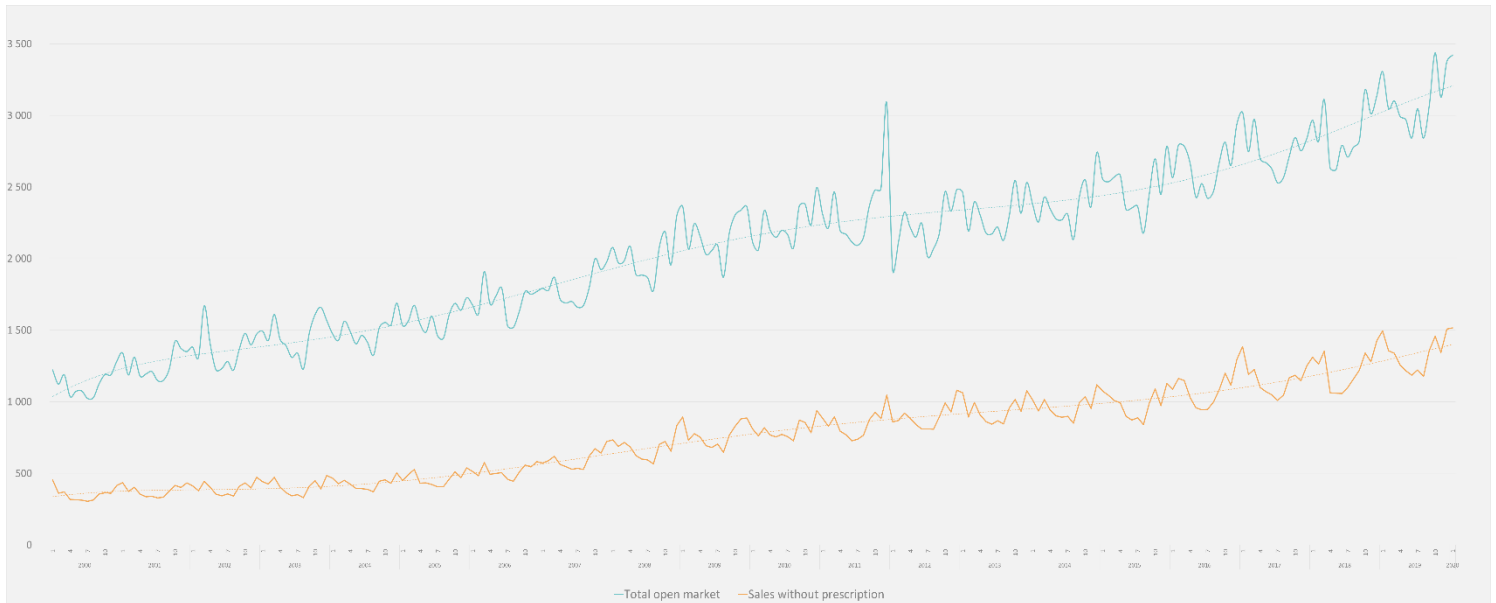
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



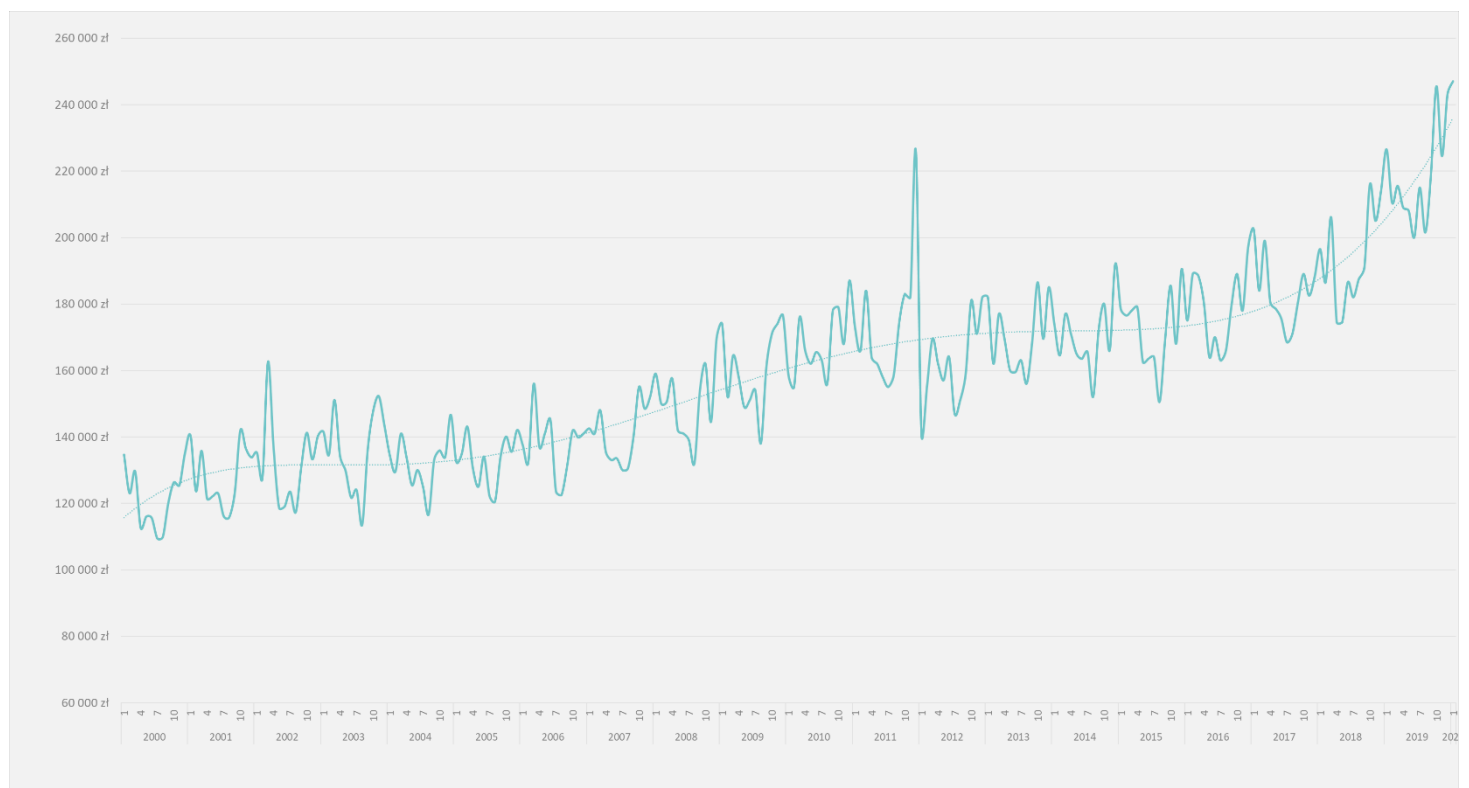
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



Retail sales in PLN

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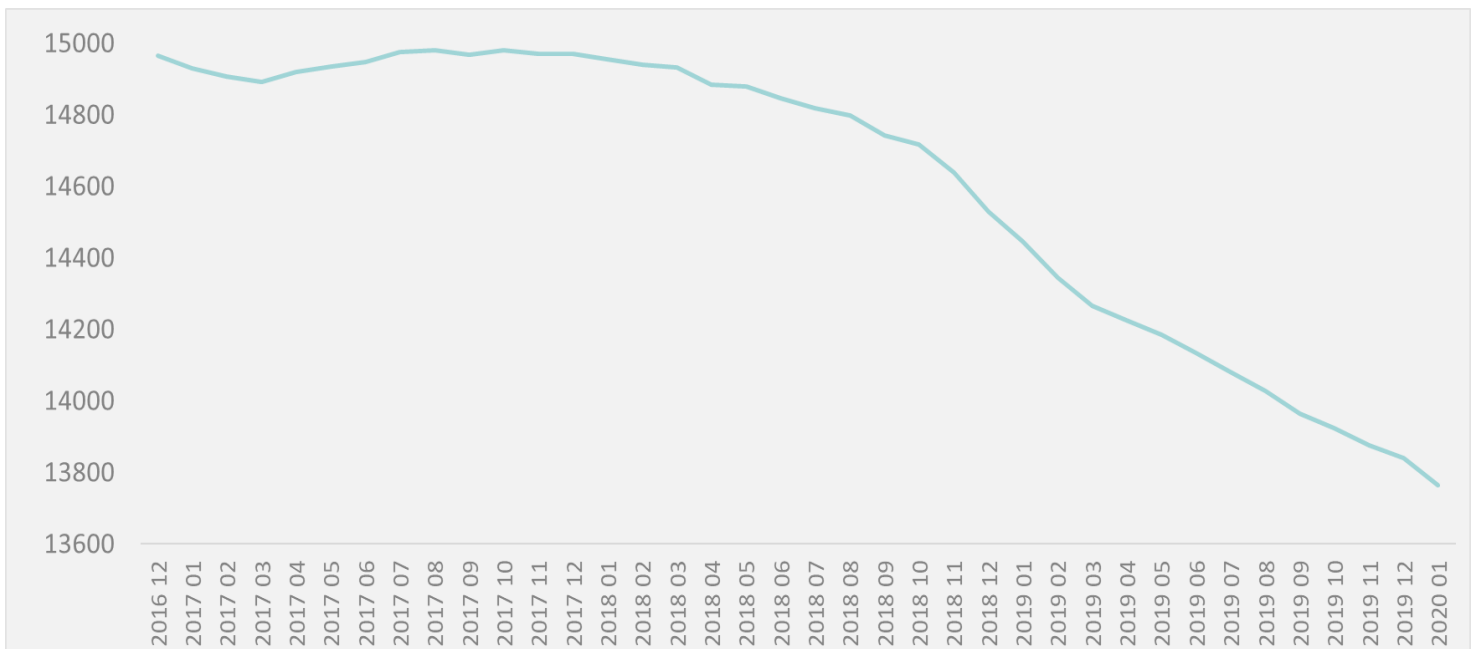
Average pharmacy

	January'20	YTD'2020	December'19		Change		January'19	Change		YTD'2019	Change	
			Value	%	Value	%		Value	%		Value	%
Total turnover (thousand PLN)												
Total open market ¹	247	247	243	4.0	1.6%		227	20.5	9.1%	227	20.5	9.1%
Rx reimbursed ²	80	80	79	0.5	0.7%		74	6.0	8.1%	74	6.0	8.1%
Rx nonreimbursed ³	55	55	53	2.1	4.0%		48	7.3	15.1%	48	7.3	15.1%
Non Rx products ⁴	109	109	109	0.8	0.8%		102	7.0	6.9%	102	7.0	6.9%
Average price⁵ per pack (PLN)												
Total ¹	22.0	22.0	21.9	0.08	0.4%		20.9	1.1	5.2%	20.9	1.1	5.2%
For reimbursed Rx products ²	28.5	28.5	28.8	-0.3	-0.9%		27.8	0.7	2.5%	27.8	0.7	2.5%
For nonreimbursed products ³	27.3	27.3	26.9	0.4	1.4%		25.6	1.6	6.3%	25.6	1.6	6.3%
For Non Rx products ⁴	17.1	17.1	17.1	0.1	0.4%		16.3	0.9	5.3%	16.3	0.9	5.3%
Average mark-up*												
Total ¹	24.7%	24.74%	24.9%	-0.1%	-0.5%		24.8%	-0.1%	-0.3%	24.8%	-0.1%	-0.3%
For reimbursed Rx products ²	19%	18.8%	19.4%	-0.6%	-3.1%		19.1%	-0.4%	-2.0%	19.1%	-0.4%	-2.0%
For nonreimbursed Rx products ³	21%	20.8%	21.9%	-1.1%	-5.0%		20.7%	0.1%	0.3%	20.7%	0.1%	0.3%
For Non Rx products ⁴	29%	29.1%	28.9%	0.3%	0.9%		28.9%	0.3%	0.9%	28.9%	0.3%	0.9%
Number of patients												
Total ¹	4 360	4 360	4 230	130	3.1%		4 200	160	3.8%	4 200	160	3.8%
For reimbursed Rx products ²	980	980	950	30	3.2%		810	170	21.0%	810	170	21.0%
For nonreimbursed Rx products ³	890	890	860	30	3.5%		820	70	8.5%	820	70	8.5%
For Non Rx products ⁴	3 540	3 540	3 450	90	2.6%		3 540	0	0.0%	3 540	0	0.0%
Number of pharmacies - summary[#]												
	13 765	13 765	13 841	-76	-0.5%		14 447	-682	-4.7%	14 447	-682	-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 -

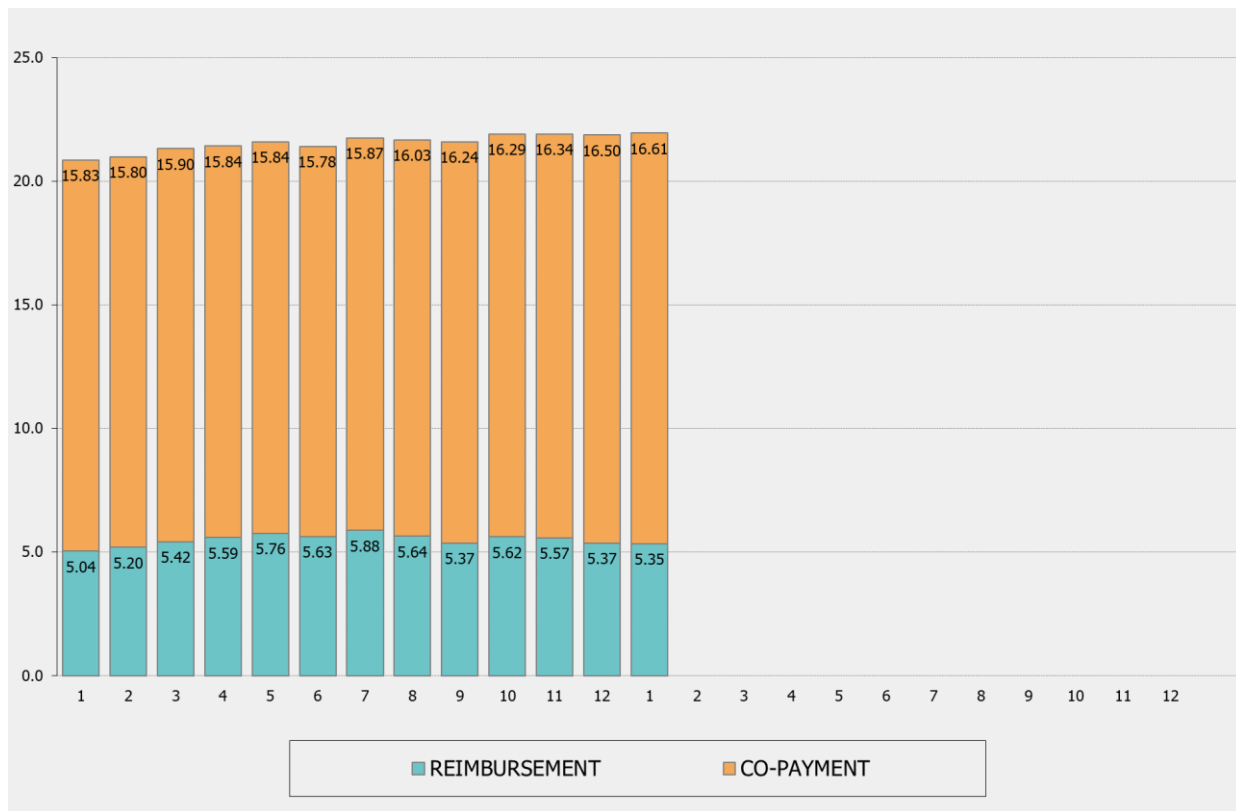


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Price

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

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PEX PharmaSequence commentary

The pharmacy market in January 2020 saw sales go close to 3 423.2m PLN. Value of sales compared to January 2019 grew by over 116.3m PLN (+3.5%). Compared to December of 2019, sales grew by approximately 48.1m PLN (+1.4%).

Compared to the same period of 2019 the value of tracked segments grew for all monitored segments. Sales based on non-reimbursed prescriptions grew by 64.9m PLN (+9.2%), the non-prescription segment grew by 21.7m PLN (+1.5%), sales based on reimbursed prescriptions grew by 28.7m PLN (+2.7%).

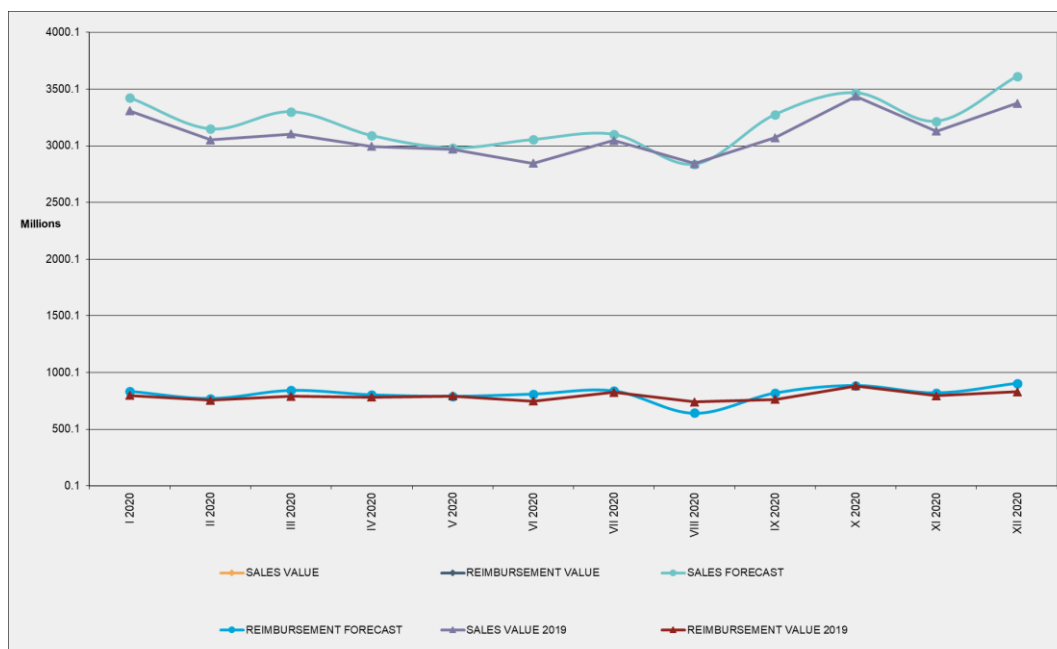
Compared to the previous month, value of sales grew for all monitored segments. Value of reimbursed prescriptions grew by 4.8m PLN (+0.4%), value of non-reimbursed Rx drugs grew by 27.8m PLN (+3.7%) and value of products sold without a prescription grew by 8.1m PLN (+0.5%).

The average retail drug price in January 2020 was 22.0 PLN and was 0.4% higher than the average price in the previous month, and 5.2% higher than the average price in January 2019. The average retail price of reimbursed prescriptions was 28.5 PLN (+2.5% vs January 2019), 27.3 PLN for non-reimbursed prescriptions (+6.3% vs January 2019) and 17.1 PLN for products sold without a prescription (+5.3% vs January 2019).

Average pharmacy margin for all drugs in January 2020 was 24.7% and was lower by 0.3% than margin in the same period of 2019. Compared to December 2019, the average pharmacy margin was lower by 0.5%.

Drug reimbursement by the National Health Fund in January was in the amount almost 833m PLN, 4.3% more than in the same period of 2019. The level of patient copayment for reimbursed drugs in January was 24.3%, fell by 0.4p.p. compared to previous month.

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

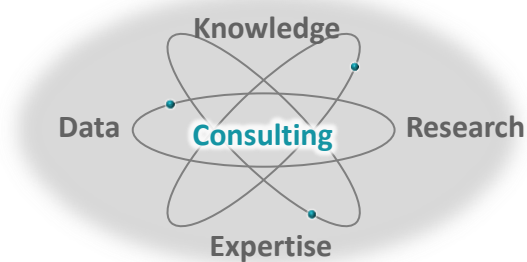


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About us

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

Ask us a question:
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Published on the 24th of February 2020, prepared by Marta Mazurek, Analyst based on PEX PharmaSequence data.

