



PEX PharmaSequence monthly report - April 2020

Total open market (sell-out report)

	April 2020	Change in comparison to			Cumulative YTD		Forecast		
		March 2020	January 2020	April 2019	2020	Change vs 2019	2020	Change vs 2019	Change vs 2018
Total turnover (PLN million)									
Total open market ¹	2 785	-32.5%	-18.6%	-7.0%	13 683	9.8%	38 286	3.0%	10.7%
Rx reimbursed ²	941	-29.2%	-15.1%	-9.6%	4 437	5.7%	12 772	0.9%	4.9%
Rx nonreimbursed ³	591	-30.4%	-23.1%	-12.4%	2 952	8.5%	8 493	2.2%	13.1%
Non Rx products ⁴	1 228	-36.3%	-19.0%	-2.2%	6 194	13.7%	16 700	4.9%	14.1%
Reimbursement									
Reimbursement value (PLN million)	717	-27.7%	-14.0%	-8.3%	3 335	6.7%	9 706	2.2%	8.7%
Reimbursement share in total turnover	25.7%	7.1%	5.7%	-1.4%	24.4%	-2.8%	25.4%	-0.8%	-1.8%
Reimbursement share in reimbursed sales	74.8%	1.4%	1.3%	1.2%	74.0%	0.9%	74.6%	1.0%	3.0%
Average price per pack (PLN)									
Total ¹	22.3	3.6%	1.4%	3.9%	21.4	1.3%	21.5	1.0%	3.0%
For reimbursed Rx products ²	28.8	0.1%	1.1%	1.9%	28.8	2.3%	29.2	1.3%	4.1%
For nonreimbursed Rx products ³	27.5	-0.2%	0.9%	5.8%	27.5	6.4%	27.6	2.7%	8.8%
For Non Rx products ⁴	16.9	1.8%	-1.3%	3.6%	16.9	3.9%	17.0	-0.6%	7.4%
Average mark-up									
Total ¹	24.5%	-3.6%	-0.8%	1.0%	25.0%	1.2%	24.5%	-1.0%	-2.2%
For reimbursed Rx products ²	18.6%	-6.3%	-1.0%	-2.3%	19.1%	1.4%	19.1%	-0.6%	2.3%
For nonreimbursed Rx products ³	20.9%	-2.3%	0.3%	-2.1%	21.3%	2.0%	20.5%	-3.4%	-10.5%
For Non Rx products ⁴	28.6%	-4.4%	-1.6%	1.7%	29.3%	-0.1%	28.0%	-3.7%	-5.1%
Average pharmacy									
Number of patients in pharmacies	2 930	-33.7%	-32.8%	-23.1%	16 020	2.5%	46 588	-0.3%	6.3%
Total turnover (PLN thousand) ¹	204	-32.2%	-17.4%	-2.4%	995	15.5%	2 811	7.4%	21.1%

- Total pharmacy turnover cumulative in PLN million -

	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
2020								
January	3 423	3.5%	1 108	2.7%	769	9.2%	1 517	1.5%
February	6 771	6.5%	2 168	3.4%	1 512	11.1%	3 039	6.6%
March	10 898	15.2%	3 496	10.8%	2 361	15.4%	4 965	18.5%
April	13 683	9.8%	4 437	5.7%	2 952	8.5%	6 194	13.7%
May								
June								
July								
August								
September								
October								
November								
December								

Retail sales in PLN

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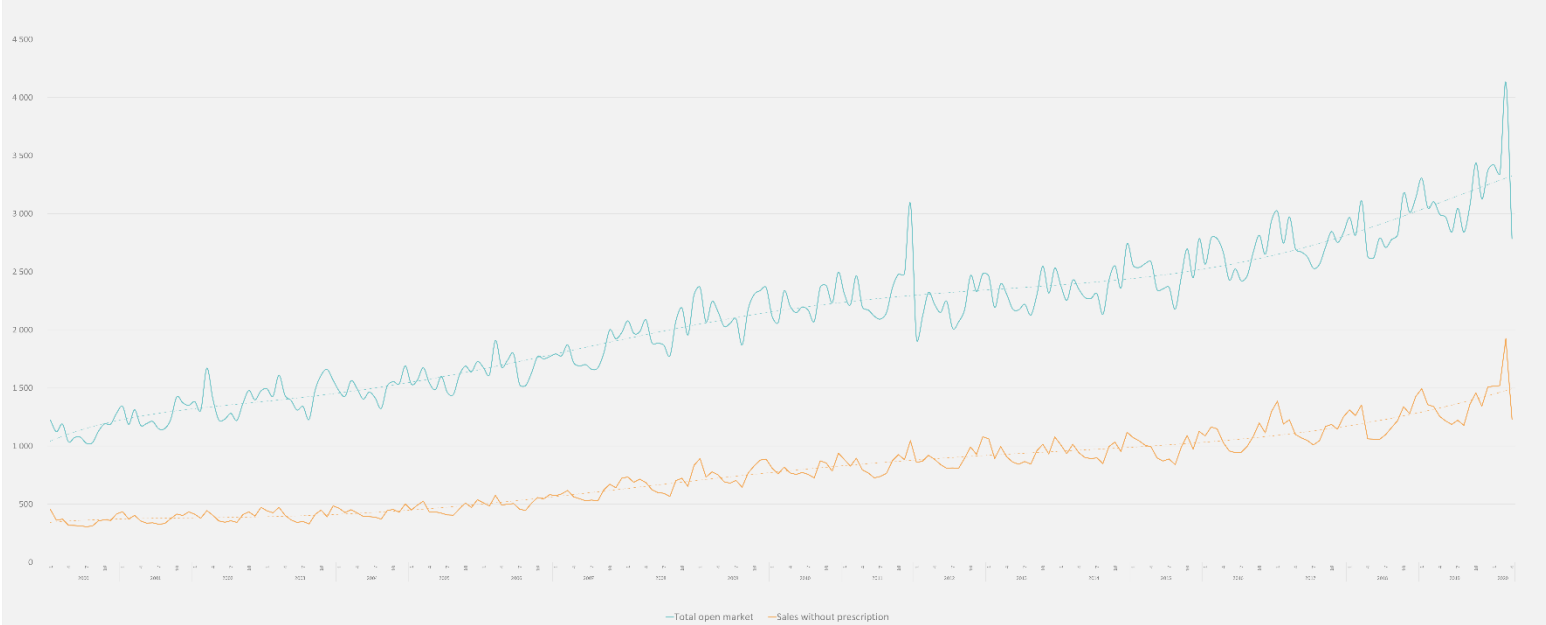
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



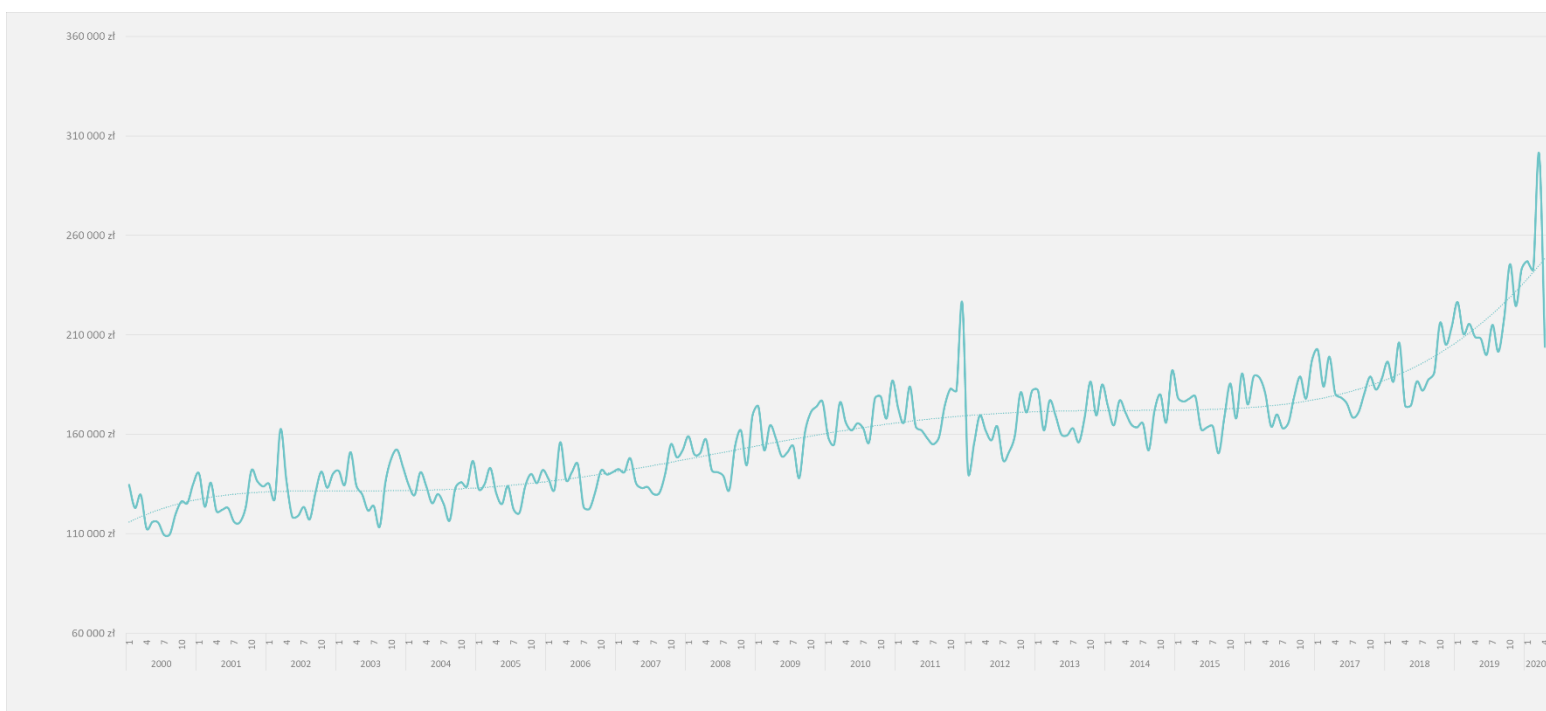
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



Retail sales in PLN

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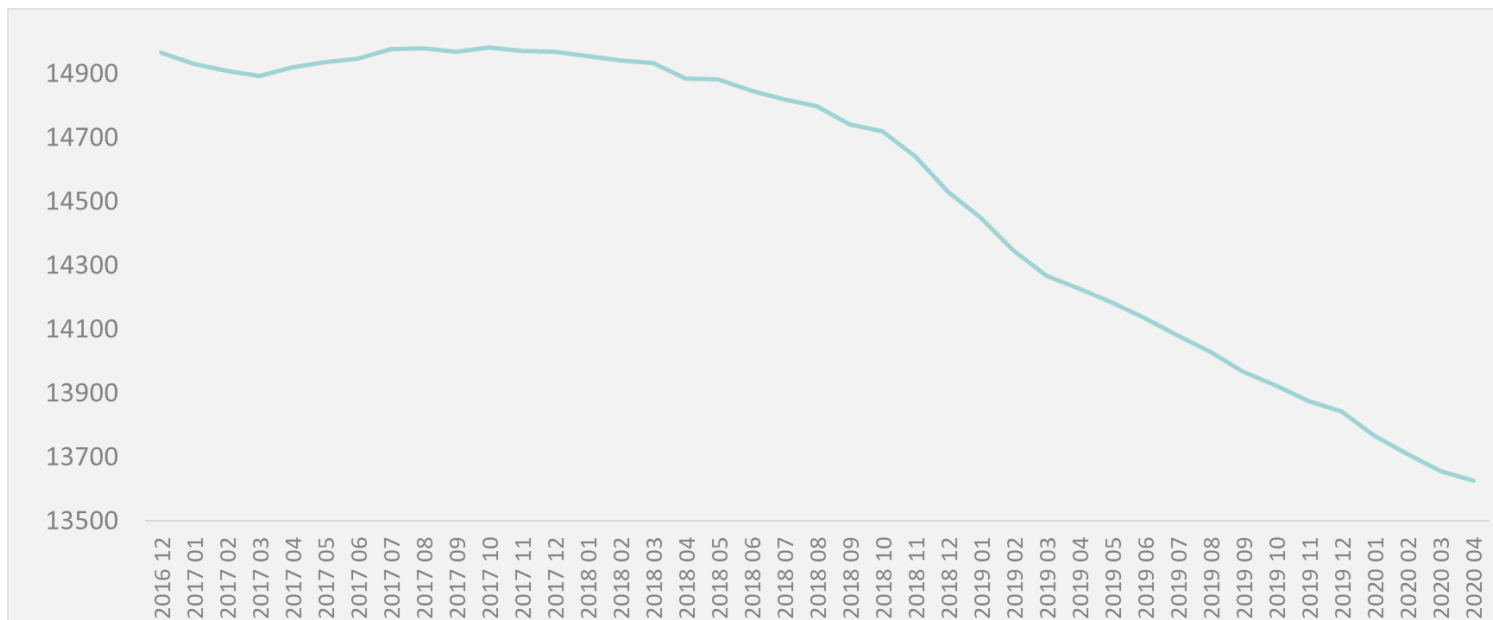
average pharmacy

	April'20	YTD'2020	March'20	Change		April'19	Change		YTD'2019	Change	
				Value	%		Value	%		Value	%
Total turnover (thousand PLN)											
Total open market ¹	204	995	301	-97.0	-32.2%	209	-5.0	-2.4%	862	133.5	15.5%
Rx reimbursed ²	69	323	97	-28.0	-28.9%	73	-3.7	-5.1%	290	32.4	11.2%
Rx nonreimbursed ³	43	215	62	-18.6	-30.1%	47	-3.8	-8.0%	188	26.5	14.1%
Non Rx products ⁴	90	450	141	-50.6	-36.0%	88	2.3	2.6%	377	73.8	19.6%
Average price⁵ per pack (PLN)											
Total ¹	22.3	21.9	21.5	0.77	3.6%	21.4	0.8	3.9%	21.2	0.8	3.7%
For reimbursed Rx products ²	28.8	28.9	28.8	0.0	0.1%	28.3	0.5	1.9%	28.2	0.7	2.3%
For nonreimbursed products ³	27.5	27.5	27.6	-0.1	-0.2%	26.0	1.5	5.8%	25.9	1.6	6.2%
For Non Rx products ⁴	16.9	17.0	16.6	0.3	1.8%	16.3	0.6	3.6%	16.3	0.7	4.1%
Average mark-up*											
Total ¹	24.5%	24.96%	25.4%	-0.9%	-3.6%	24.3%	0.2%	1.0%	24.7%	0.3%	1.1%
For reimbursed Rx products ²	19%	19.1%	19.8%	-1.3%	-6.3%	19.0%	-0.4%	-2.3%	18.9%	0.2%	1.1%
For nonreimbursed Rx products ³	21%	21.3%	21.4%	-0.5%	-2.3%	21.3%	-0.4%	-2.1%	20.9%	0.4%	2.0%
For Non Rx products ⁴	29%	29.3%	30.0%	-1.3%	-4.4%	28.2%	0.5%	1.7%	29.4%	-0.1%	-0.4%
Number of patients											
Total ¹	2 930	16 020	4 420	-1490	-33.7%	3 810	-880	-23.1%	15 630	390	2.5%
For reimbursed Rx products ²	680	3 620	1 010	-330	-32.7%	770	-90	-11.7%	3 090	530	17.2%
For nonreimbursed Rx products ³	600	3 250	890	-290	-32.6%	780	-180	-23.1%	3 140	110	3.5%
For Non Rx products ⁴	2 440	13 200	3 690	-1250	-33.9%	3 160	-720	-22.8%	13 080	120	0.9%
Number of pharmacies - summary[#]											
	13 625	13 689	13 654	-29	-0.2%	14 225	-600	-4.2%	14 321	-632	-4.4%

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

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

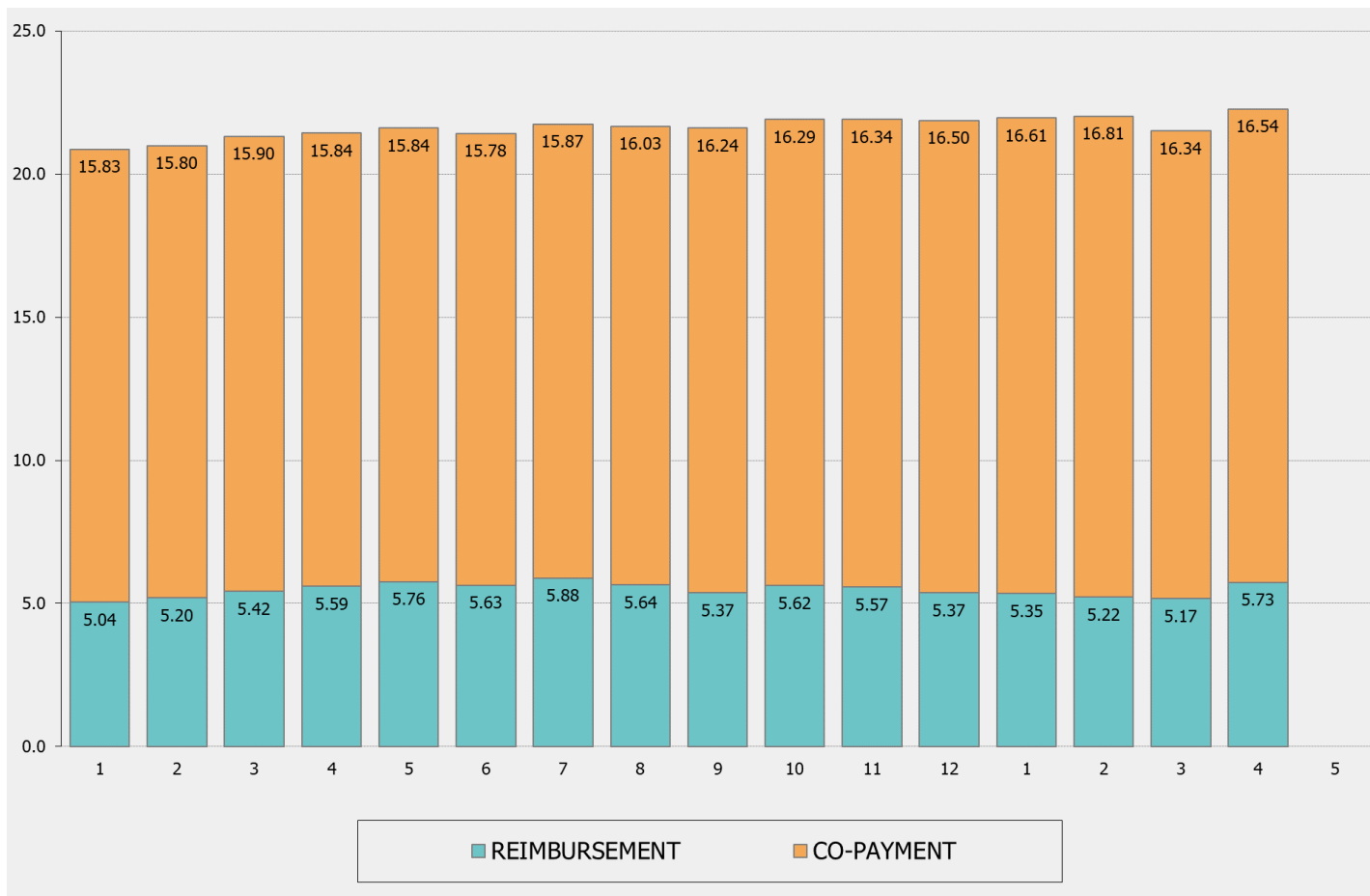
- Pharmacies on the open market -



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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 April 2020 saw sales go close to 2 785.4m PLN. Value of sales compared to April 2019 fell by over 209.6m PLN (-7.0%). Compared to March of 2020, sales fell by approximately 1 341.3m PLN (-32.5%).

Compared to the same period of 2019 the value of tracked segments fell for all monitored segments. Sales based on reimbursed prescriptions fell by 99.6m PLN (-9.6%), sales based on non-reimbursed prescriptions fell by 83.3m PLN (-12.4%), the non-prescription segment fell by 27.7m PLN (-2.2%).

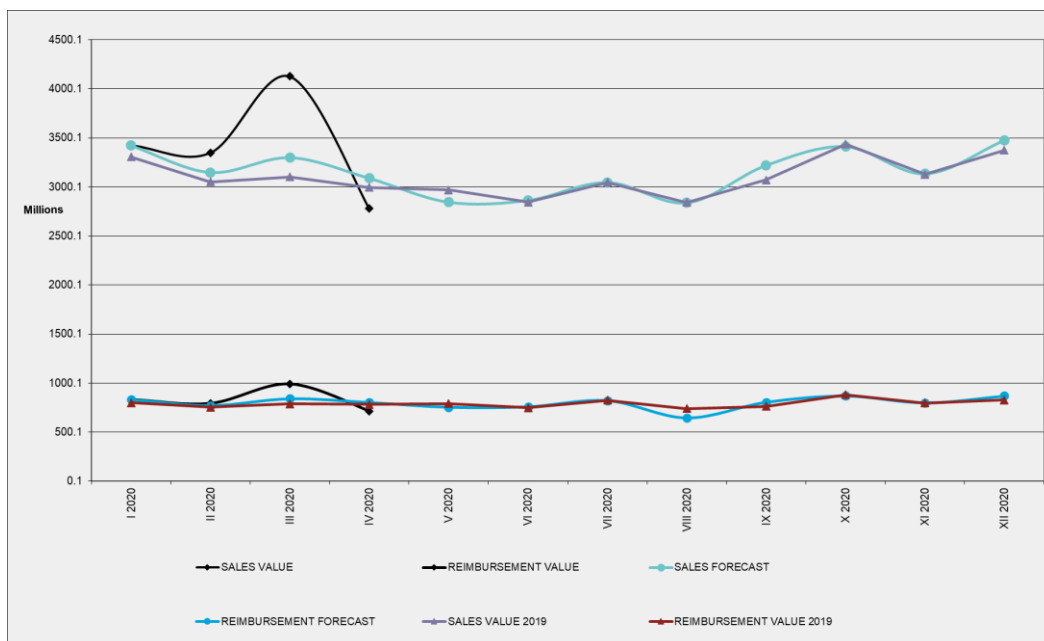
Compared to the previous month, value of sales fell for all monitored segments. Value of reimbursed prescriptions fell by 387.4m PLN (-29.2%), value of non-reimbursed Rx drugs fell by 257.5m PLN (-30.4%) and value of products sold without a prescription fell by 698.4m PLN (-36.3%).

The average retail drug price in April 2020 was 22.3 PLN and was 3.6% higher than the average price in the previous month, and 3.9% higher than the average price in April 2019. The average retail price of reimbursed prescriptions was 28.8 PLN (+1.9% vs April 2019), 27.5 PLN for non-reimbursed prescriptions (+5.8% vs April 2019) and 16.9 PLN for products sold without a prescription (+3.6% vs April 2019).

Average pharmacy margin for all drugs in April 2020 was 24.5% and was higher by 1.0% than margin in the same period of 2019. Compared to March 2020, the average pharmacy margin was lower by 3.6%.

Drug reimbursement by the National Health Fund in April was in the amount 717m PLN, 8.3% less than in the same period of 2019. The level of patient copayment for reimbursed drugs in April was 25.7%, grew by 1.7p.p. compared to previous month.

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

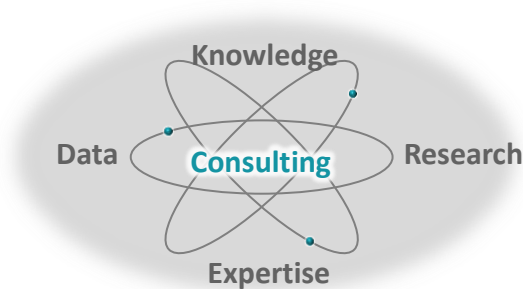


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About us

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 25th of May 2020, prepared by Marta Mazurek, Analyst based on PEX PharmaSequence data.

