

PEX PharmaSequence monthly report - May 2020

Total open market (sell-out report)

	May 2020	Change in comparison to			Cumulative YTD		Forecast		
		April 2020	January 2020	May 2019	2020	Change vs 2019	2020	Change vs 2019	Change vs 2018
Total turnover (PLN million)									
Total open market ¹	2 453	-12.0%	-28.4%	-17.4%	16 136	4.6%	37 281	0.3%	7.8%
Rx reimbursed ²	865	-8.0%	-21.9%	-17.8%	5 302	1.0%	12 447	-1.7%	2.2%
Rx nonreimbursed ³	562	-4.9%	-26.9%	-17.2%	3 513	3.4%	8 264	-0.5%	10.0%
Non Rx products ⁴	1 003	-18.4%	-33.9%	-17.6%	7 196	8.0%	16 256	2.1%	11.1%
Reimbursement									
Reimbursement value (PLN million)	660	-7.9%	-20.8%	-16.7%	3 995	2.0%	9 455	-0.5%	5.9%
Reimbursement share In total turnover	26.9%	4.6%	10.5%	0.9%	24.8%	-2.5%	25.4%	-0.7%	-1.8%
Reimbursement share In reimbursed sales	75.0%	0.2%	1.5%	1.0%	74.2%	0.9%	74.6%	0.9%	3.0%
Average price per pack (PLN)									
Total ¹	22.8	2.6%	4.0%	5.7%	21.5	2.3%	21.5	1.1%	3.1%
For reimbursed Rx products ²	28.9	0.3%	1.4%	3.0%	28.9	3.0%	29.9	3.9%	6.9%
For nonreimbursed Rx products ³	28.3	2.9%	3.8%	8.0%	28.3	8.0%	27.9	3.7%	9.8%
For Non Rx products ⁴	17.4	2.6%	1.3%	5.6%	17.4	5.6%	17.2	0.6%	8.7%
Average mark-up									
Total ¹	23.7%	-3.3%	-4.1%	-2.2%	24.8%	0.8%	24.4%	-1.0%	-2.2%
For reimbursed Rx products ²	18.6%	-0.1%	-1.0%	-3.3%	19.0%	0.5%	19.1%	-0.8%	2.1%
For nonreimbursed Rx products ³	21.2%	1.4%	1.7%	3.6%	21.3%	2.4%	20.6%	-2.9%	-10.1%
For Non Rx products ⁴	27.1%	-5.4%	-6.9%	-6.2%	29.0%	-0.9%	28.0%	-3.6%	-5.1%
Average pharmacy									
Number of patients in pharmacies	2 800	-4.4%	-35.8%	-20.9%	18 820	-1.8%	45 292	-3.0%	3.4%
Total turnover (PLN thousand) ¹	180	-11.8%	-27.1%	-13.5%	1 175	9.9%	2 734	4.5%	17.8%

- 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	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	16 136	4.6%	5 302	1.0%	3 513	3.4%	7 196	8.0%
June								
July								
August								
September								
October								
November								
December								

Retail sales in PLN

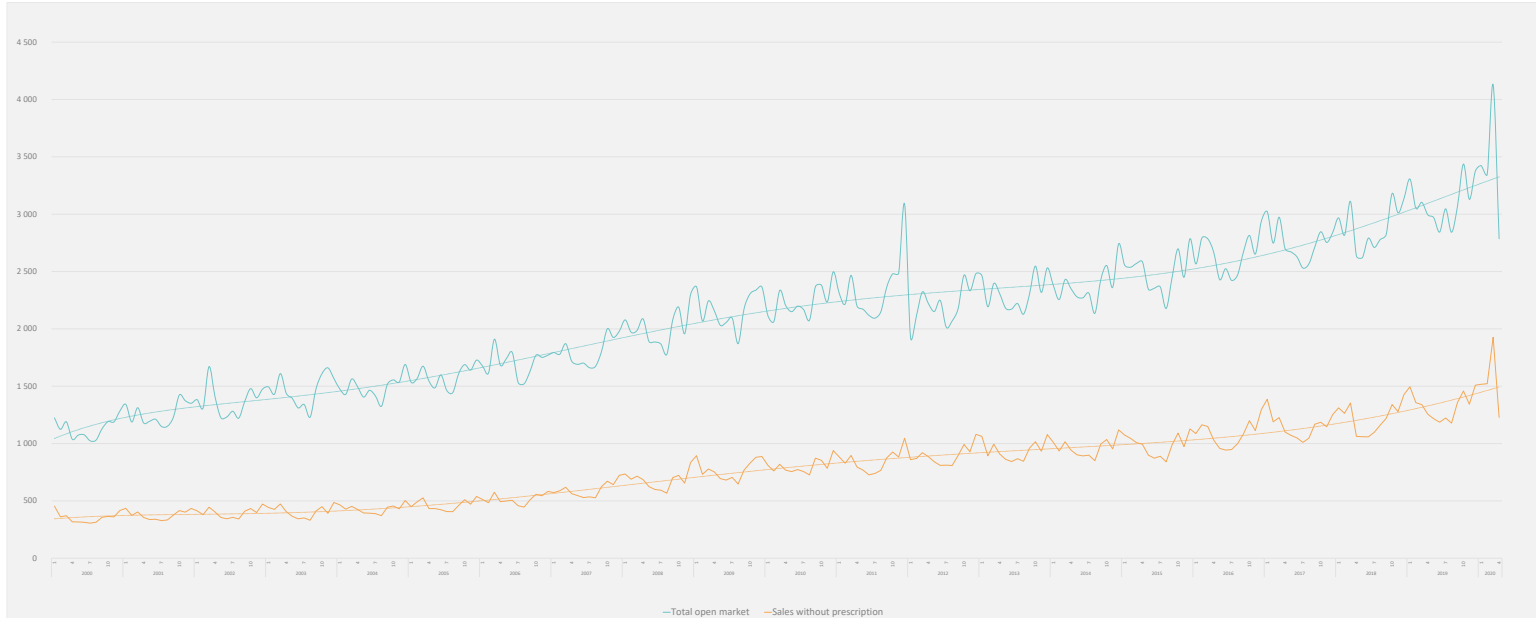
PEX PharmaSequence Sp. z o.o.,
 ul. Kłobucka 23, 02-699 Warszawa
 tel. 022-886-47-15, fax. 022-638-21-29
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<http://www.pexps.pl>

Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 10 000 000 zł.

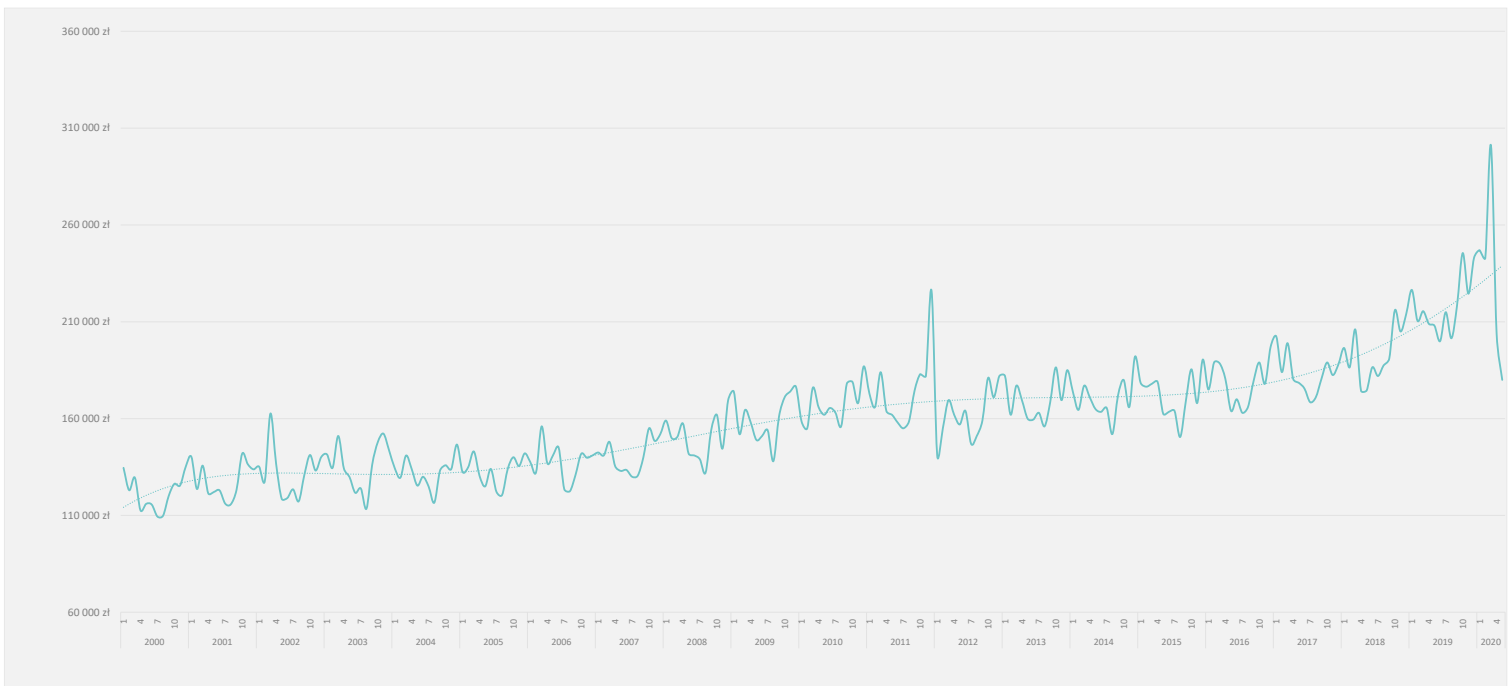
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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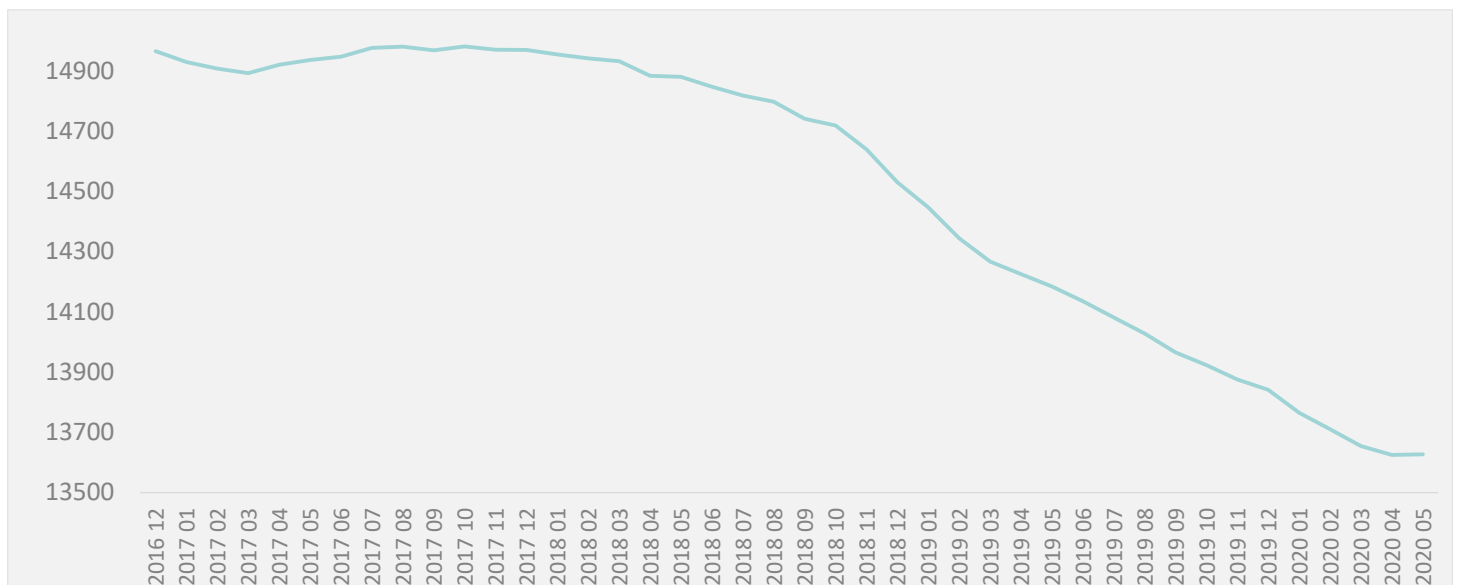
average pharmacy

	May'20	YTD'2020	April'20		Change		May'19		Change		YTD'2019	Change	
			Value	%	Value	%	Value	%	Value	%			
Total turnover (thousand PLN)													
Total open market ¹	180	1 175	204	-24.0	-11.8%	208	-28.0	-13.5%	1 070	105.5	9.9%		
Rx reimbursed ²	64	386	69	-5.4	-7.8%	74	-10.2	-13.8%	364	22.2	6.1%		
Rx nonreimbursed ³	41	256	43	-2.1	-4.7%	47	-6.3	-13.2%	236	20.2	8.6%		
Non Rx products ⁴	74	524	90	-16.4	-18.2%	85	-11.6	-13.6%	462	62.2	13.5%		
Average price⁵ per pack (PLN)													
Total ¹	22.8	22.1	22.3	0.58	2.6%	21.6	1.2	5.7%	21.2	0.9	4.1%		
For reimbursed Rx products ²	28.9	28.9	28.8	0.1	0.3%	28.1	0.9	3.0%	28.2	0.7	2.5%		
For nonreimbursed products ³	28.3	27.6	27.5	0.8	2.9%	26.2	2.1	8.0%	25.9	1.7	6.6%		
For Non Rx products ⁴	17.4	17.0	16.9	0.4	2.6%	16.4	0.9	5.6%	16.3	0.7	4.4%		
Average mark-up*													
Total ¹	23.7%	24.71%	24.5%	-0.8%	-3.3%	24.3%	-0.5%	-2.2%	24.6%	0.1%	0.4%		
For reimbursed Rx products ²	19%	19.0%	18.6%	0.0%	-0.1%	19.2%	-0.6%	-3.3%	18.9%	0.0%	0.2%		
For nonreimbursed Rx products ³	21%	21.2%	20.9%	0.3%	1.4%	20.4%	0.7%	3.6%	20.8%	0.5%	2.3%		
For Non Rx products ⁴	27%	28.8%	28.6%	-1.5%	-5.4%	28.9%	-1.8%	-6.2%	29.3%	-0.4%	-1.5%		
Number of patients													
Total ¹	2 800	18 820	2 930	-130	-4.4%	3 540	-740	-20.9%	19 170	-350	-1.8%		
For reimbursed Rx products ²	610	4 230	680	-70	-10.3%	730	-120	-16.4%	3 820	410	10.7%		
For nonreimbursed Rx products ³	580	3 830	600	-20	-3.3%	730	-150	-20.5%	3 870	-40	-1.0%		
For Non Rx products ⁴	2 280	15 480	2 440	-160	-6.6%	2 910	-630	-21.6%	15 990	-510	-3.2%		
Number of pharmacies - summary[#]													
	13 627	13 676	13 625	2	0.0%	14 184	-557	-3.9%	14 293	-617	-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 -



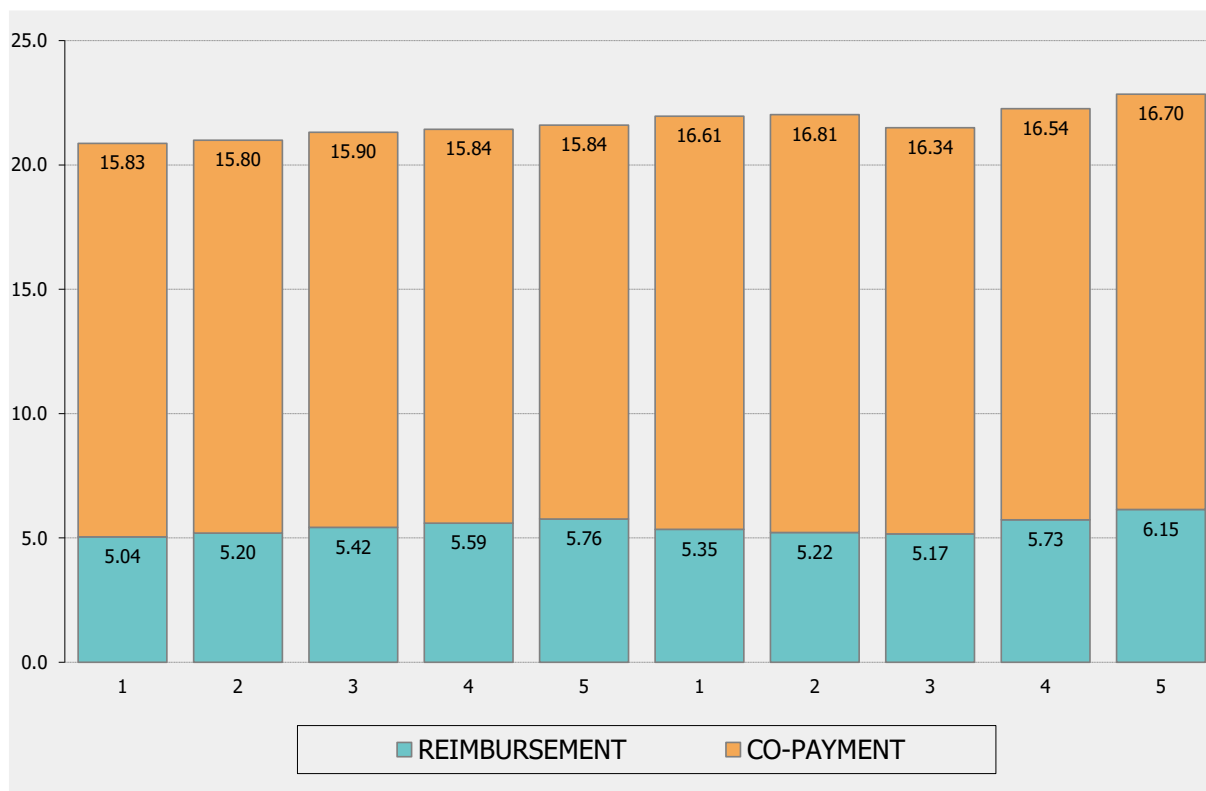
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Price

- 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 May 2020 saw sales go close to 2452.5m PLN. Value of sales compared to May 2019 fell by 517.1m PLN (-17.4%). Compared to April of 2020, sales fell by approximately 332.9m PLN (-12%).

Compared to the same period of 2019 the value of tracked segments fell for all monitored segments. Sales based on reimbursed prescriptions fell by 187.1m PLN (-17.8%), sales based on non-reimbursed prescriptions fell by 116.4m PLN (-17.2%), the non-prescription fell by 213.7m PLN (-17.6%).

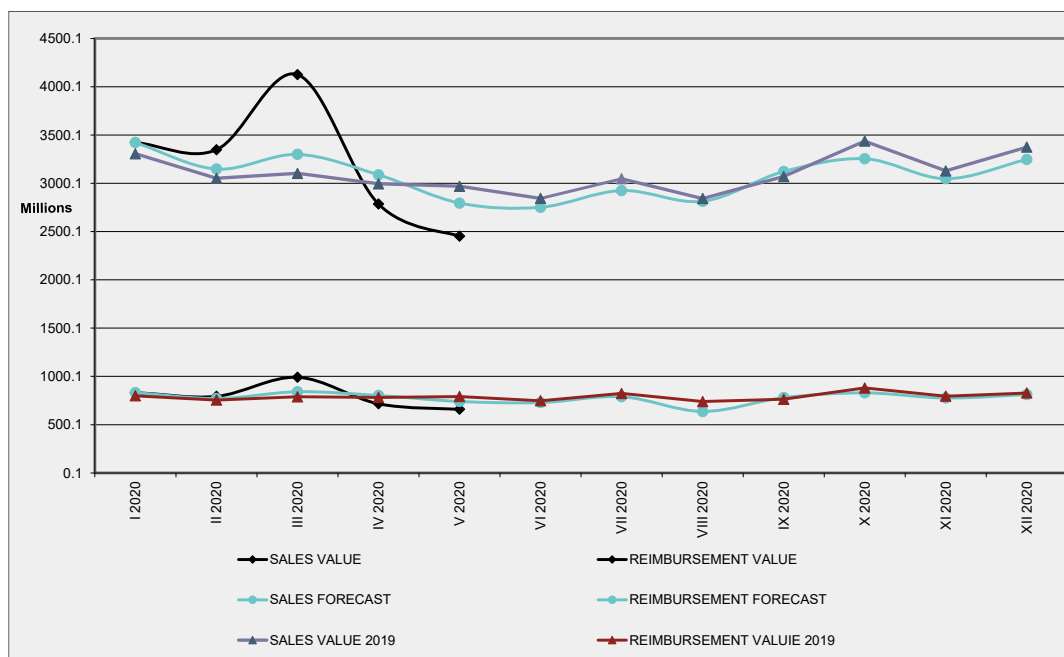
Compared to the previous month, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 75.4m PLN (-8%), value of non-reimbursed RX drugs fell by 29.2m PLN (-4.9%) and value of products sold without a prescriptions fell by 225.5m PLN (-18.4%).

The average retail drug price in May 2020 was 22.8 PLN and was 2.6% higher than the average price in the previous month, and 5.7% higher than the average price in May 2019. The average retail price of reimbursed prescription was 28.9PLN (+3% vs May 2019), 28.3PLN for non-reimbursed prescriptions (+8% vs May 2019) and 17.4PLN for products sold without a prescription (+5.6% vs May 2019).

Average pharmacy margin for all drugs in May 2020 was 23.7% and was lower by 2.2% than margin in the same period of 2019. Compared to April 2020, the average pharmacy margin was lower by 3.3%.

Drug reimbursement by the National Health Fund in May was in the amount 659m PLN, 16.7% less than in the same period of 2019. The level of patient copayment for reimbursed drugs in May was 26.9%, grew by 1.2p.p. compared to previous month.

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

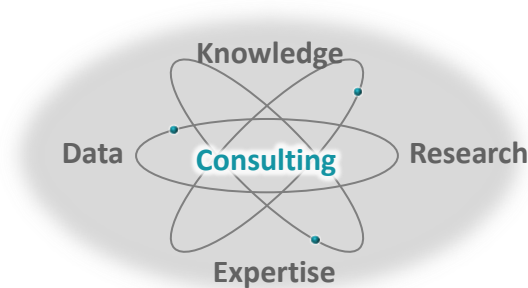


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About us

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!

A grey rounded rectangular box containing contact information. At the top left is a small icon of a laptop with a bar chart. To its right is the text "www.pexps.pl more info". Below this is an icon of a person with three question marks above their head. To its right is the text "Ask us a question: solutions_by_pex@pexps.pl 22 886 47 15".

Published on the 23rd of June 2020, prepared by Marta Mazurek, Analyst based on PEX PharmaSequence data.

