



PEX PharmaSequence monthly report - June 2020

Total open market (sell-out report)

	June 2020	Change in comparison to			Cumulative YTD		Forecast		
		May 2020	January 2020	June 2019	2020	Change vs 2019	2020	Change vs 2019	Change vs 2018
Total turnover (PLN million)									
Total open market ¹	2 657	8.3%	-22.4%	-6.6%	18 793	2.9%	37 212	0.1%	7.6%
Rx reimbursed ²	942	8.9%	-15.0%	-5.0%	6 244	0.1%	12 423	-1.9%	2.0%
Rx nonreimbursed ³	629	12.1%	-18.1%	-2.4%	4 143	2.5%	8 266	-0.5%	10.1%
Non Rx products ⁴	1 063	6.0%	-29.9%	-10.4%	8 259	5.2%	16 209	1.8%	10.8%
Reimbursement									
Reimbursement value (PLN million)	717	8.7%	-14.0%	-4.2%	4 712	1.0%	9 449	-0.5%	5.8%
Reimbursement share in total turnover	27.0%	0.3%	10.8%	2.6%	25.1%	-1.8%	25.4%	-0.6%	-1.7%
Reimbursement share in reimbursed sales	74.9%	-0.1%	1.4%	0.7%	74.3%	0.9%	74.7%	1.1%	3.2%
Average price per pack (PLN)									
Total ¹	22.9	0.2%	4.3%	6.9%	21.6	2.5%	21.9	3.1%	5.1%
For reimbursed Rx products ²	29.0	0.3%	1.7%	2.6%	29.0	2.6%	29.8	3.4%	6.4%
For nonreimbursed Rx products ³	28.6	0.9%	4.8%	8.3%	28.6	8.3%	29.0	8.0%	14.4%
For Non Rx products ⁴	17.2	-0.8%	0.4%	6.3%	17.2	6.3%	17.6	3.1%	11.5%
Average mark-up									
Total ¹	24.5%	3.2%	-1.0%	-0.9%	24.8%	0.5%	24.5%	-0.9%	-2.2%
For reimbursed Rx products ²	18.9%	2.0%	1.0%	-2.6%	19.0%	0.0%	19.0%	-0.9%	1.9%
For nonreimbursed Rx products ³	20.9%	-1.5%	0.2%	-1.2%	21.2%	1.8%	20.6%	-2.8%	-10.0%
For Non Rx products ⁴	29.4%	8.3%	0.8%	0.3%	29.1%	-0.7%	28.2%	-3.1%	-4.6%
Average pharmacy									
Number of patients in pharmacies	3 210	14.6%	-26.4%	-11.8%	22 030	-3.4%	44 769	-4.2%	2.2%
Total turnover (PLN thousand) ¹	195	8.3%	-21.1%	-2.5%	1 370	7.9%	2 727	4.2%	17.5%

- 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	18 793	2.9%	6 244	0.1%	4 143	2.5%	8 259	5.2%
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
e-mail: biuro@pexps.pl
<http://www.pexps.pl>

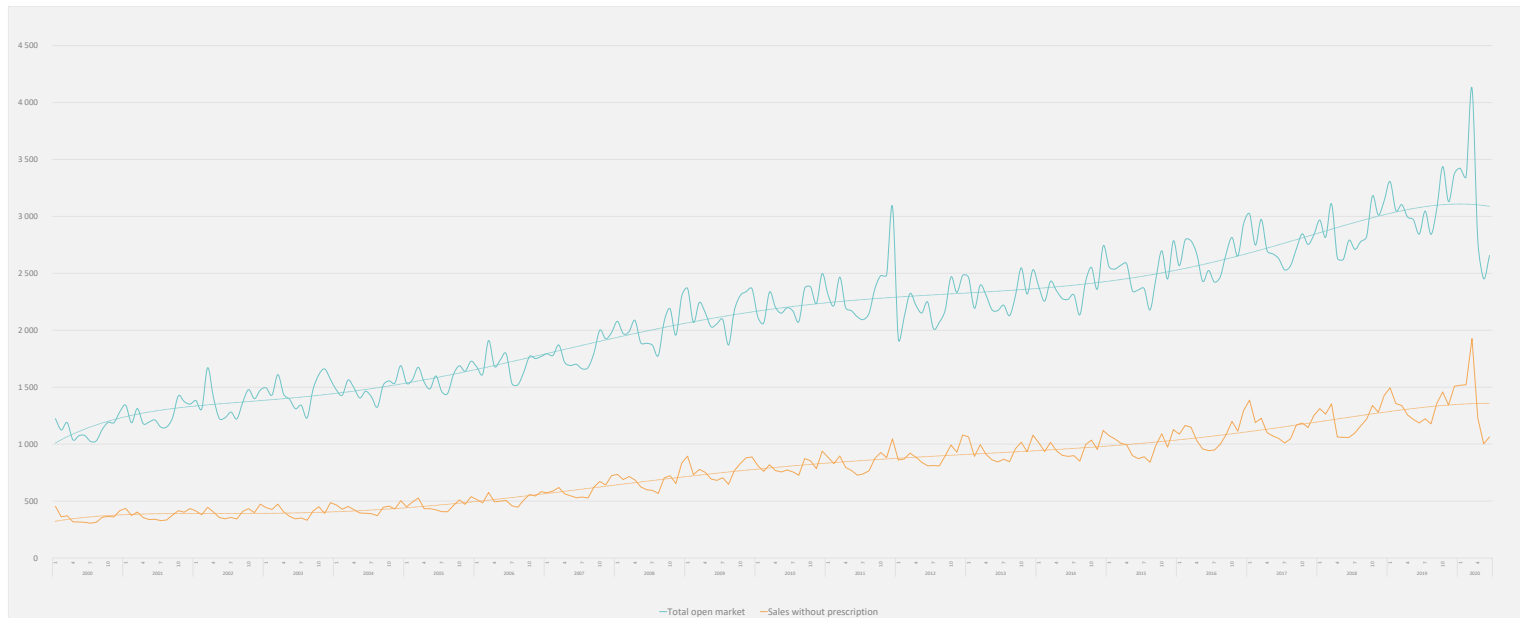
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 10 000 000 zł.



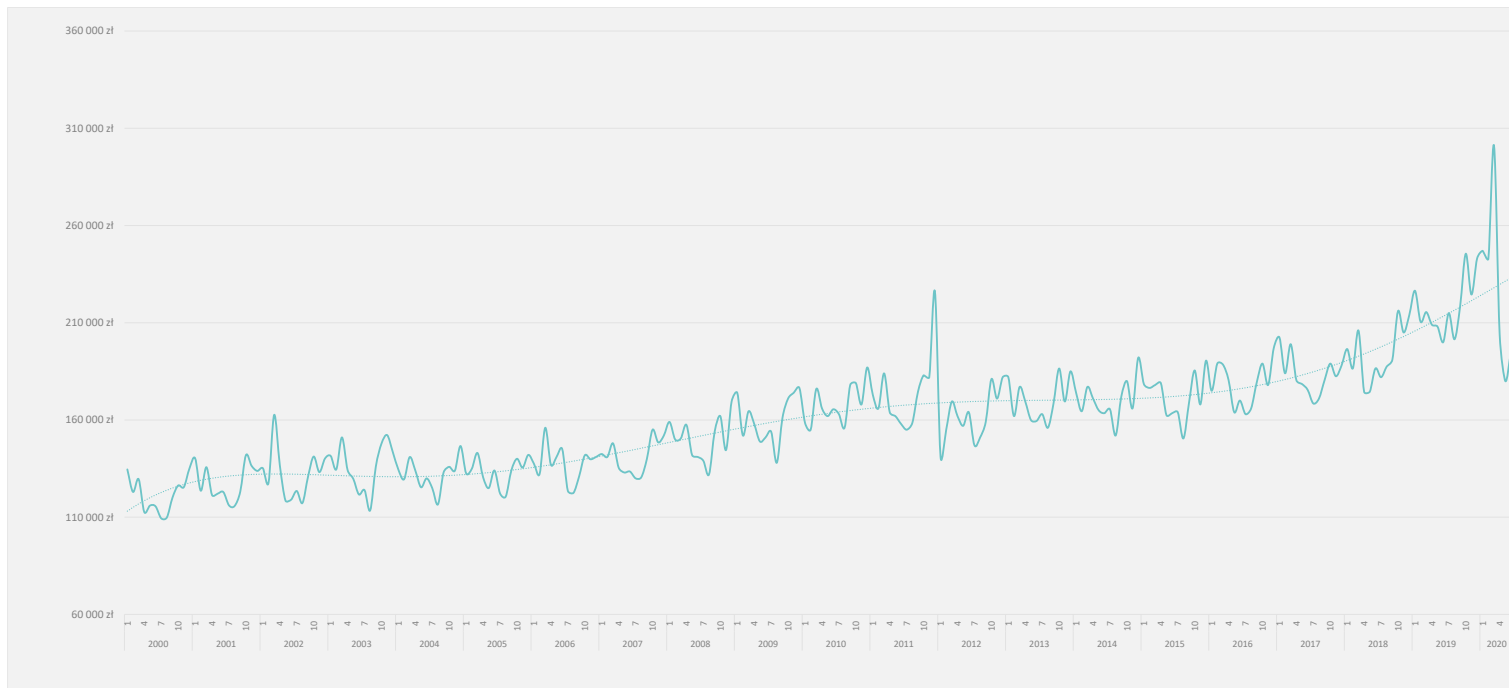
PEX PharmaSequence monthly report - June 2020

Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



PEX PharmaSequence Sp. z o.o.,
 ul. Kłobucka 23, 02-699 Warszawa
 tel. 022-886-47-15, fax. 022-638-21-29
 e-mail: biuro@pexps.pl
<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

PEX PharmaSequence monthly report - June 2020

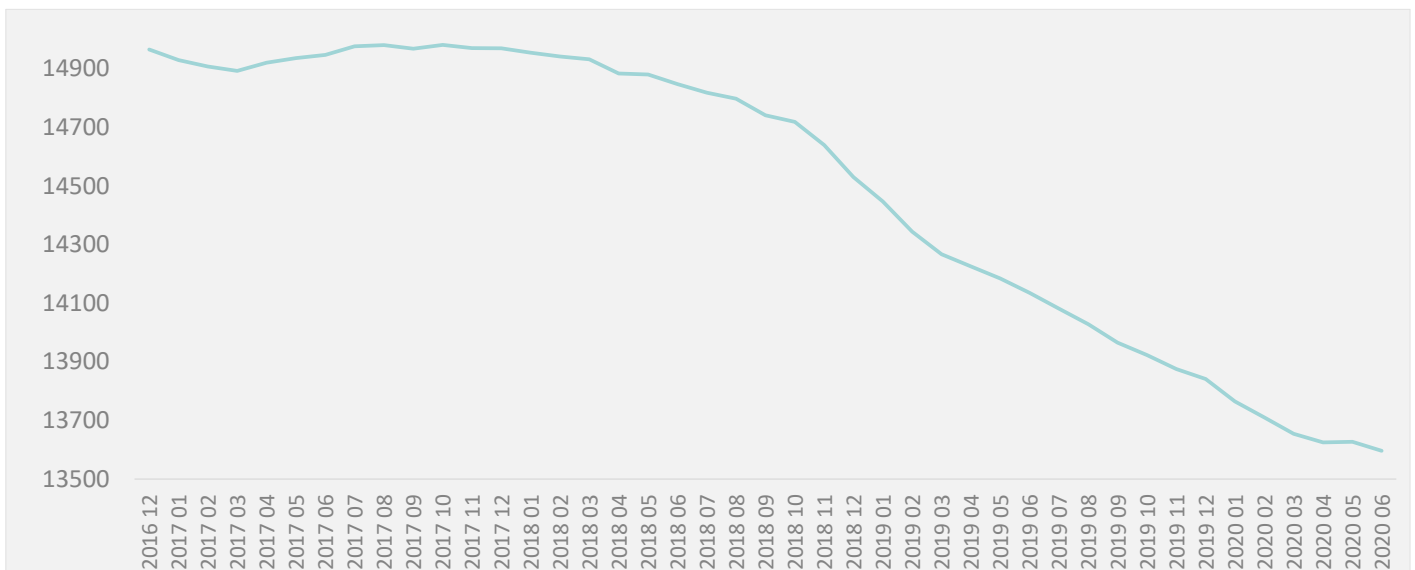
average pharmacy

	June'20	YTD'2020	May'20	Change		June'19	Change		YTD'2019	Change	
				Value	%		Value	%		Value	%
Total turnover (thousand PLN)											
Total open market ¹	195	1 370	180	15.0	8.3%	200	-5.0	-2.5%	1 270	100.5	7.9%
Rx reimbursed ²	69	455	64	5.6	8.9%	70	-0.6	-0.9%	434	21.6	5.0%
Rx nonreimbursed ³	46	302	41	5.0	12.0%	45	0.8	1.8%	281	21.1	7.5%
Non Rx products ⁴	78	602	74	4.4	6.0%	83	-5.4	-6.5%	545	56.8	10.4%
Average price⁵ per pack (PLN)											
Total ¹	22.9	22.2	22.8	0.05	0.2%	21.4	1.5	6.9%	21.3	1.0	4.6%
For reimbursed Rx products ²	29.0	28.9	28.9	0.1	0.3%	28.3	0.7	2.6%	28.2	0.7	2.5%
For nonreimbursed products ³	28.6	27.8	28.3	0.3	0.9%	26.4	2.2	8.3%	26.0	1.8	6.9%
For Non Rx products ⁴	17.2	17.1	17.4	-0.1	-0.8%	16.2	1.0	6.3%	16.3	0.8	4.7%
Average mark-up*											
Total ¹	24.5%	24.67%	23.7%	0.8%	3.2%	24.7%	-0.2%	-0.9%	24.6%	0.0%	0.2%
For reimbursed Rx products ²	19%	19.0%	18.6%	0.4%	2.0%	19.5%	-0.5%	-2.6%	19.0%	-0.1%	-0.3%
For nonreimbursed Rx products ³	21%	21.2%	21.2%	-0.3%	-1.5%	21.1%	-0.3%	-1.2%	20.8%	0.4%	1.7%
For Non Rx products ⁴	29%	28.9%	27.1%	2.2%	8.3%	29.3%	0.1%	0.3%	29.3%	-0.4%	-1.2%
Number of patients											
Total ¹	3 210	22 030	2 800	410	14.6%	3 640	-430	-11.8%	22 810	-780	-3.4%
For reimbursed Rx products ²	680	4 910	610	70	11.5%	720	-40	-5.6%	4 540	370	8.1%
For nonreimbursed Rx products ³	670	4 500	580	90	15.5%	750	-80	-10.7%	4 620	-120	-2.6%
For Non Rx products ⁴	2 590	18 070	2 280	310	13.6%	3 010	-420	-14.0%	19 000	-930	-4.9%
Number of pharmacies - summary[#]											
	13 596	13 663	13 627	-31	-0.2%	14 135	-539	-3.8%	14 267	-604	-4.2%

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

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

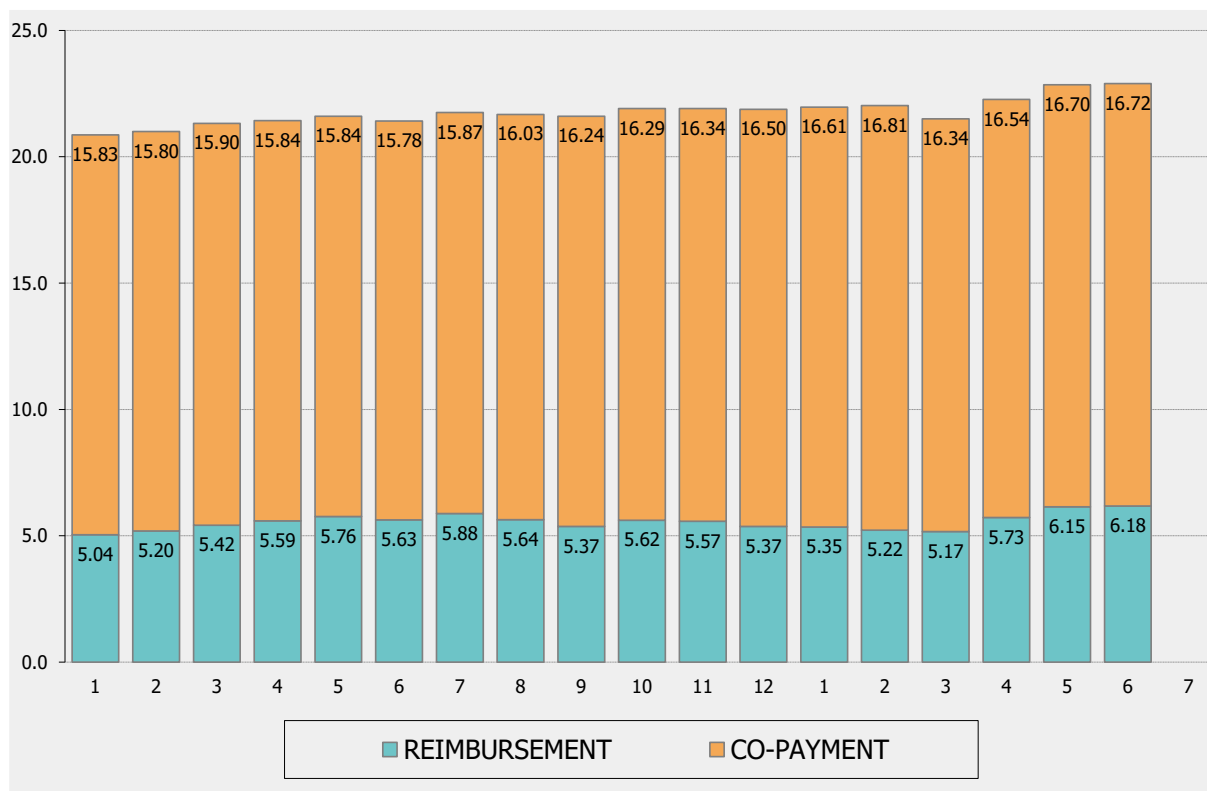
- Pharmacies on the open market -



PEX PharmaSequence monthly report - June 2020

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.

PEX PharmaSequence monthly report - June 2020

PEX PharmaSequence commentary

The pharmacy market in June 2020 saw sales go close to 2657.3m PLN. Value of sales compared to June 2019 fell by 186.7m PLN (-6.6%). Compared to May of 2020, sales grew by approximately 204.8m PLN (+8.3%).

Compared to the same period of 2019 the value of tracked segments fell for all monitored segments. Sales based on reimbursed prescriptions fell by 49.7m PLN (-5%), sales based on non-reimbursed prescriptions fell by 15.5m PLN (-2.4%), the non-prescription segment fell by 123.2m PLN (-10.4%).

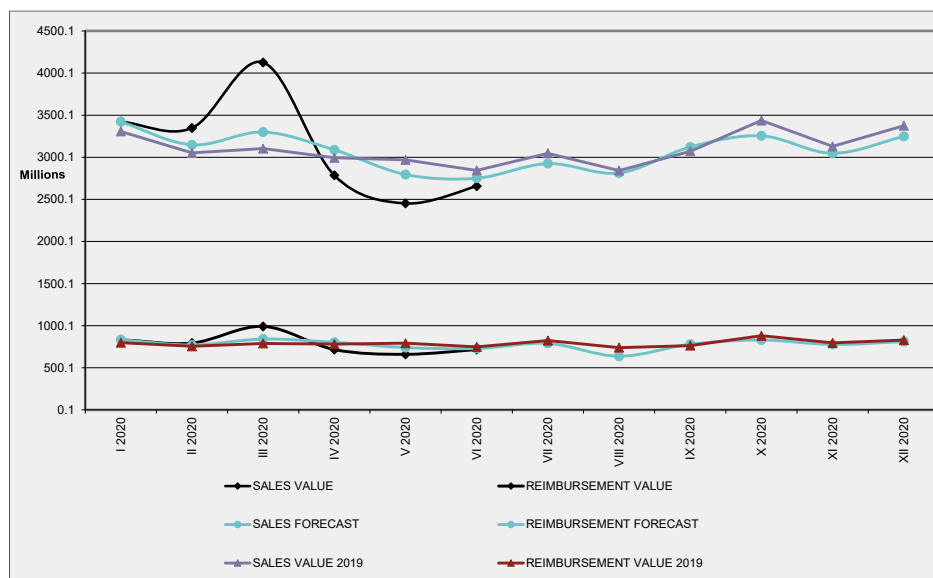
Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 77m PLN (+8.9%), value of non-reimbursed RX drugs grew by 67.7m PLN (+12.1%) and value of products sold without a prescriptions grew by 60.2m PLN (+6%).

The average retail drug price in June 2020 was 22.9 PLN and was 0.2% higher than the average price in the previous month, and 6.9% higher than the average price in June 2019. The average retail price of reimbursed prescription was 29 PLN (+2.6% vs June 2019), 28.6 PLN for non-reimbursed prescriptions (+8.3% vs June 2019) and 17.2 PLN for products sold without a prescription (+6.3% vs June 2019).

Average pharmacy margin for all drugs in June 2020 was 24.5% and was lower by 0.9% than margin in the same period of 2019. Compared to May 2020, the average pharmacy margin was higher by 3.2%.

Drug reimbursement by the National Health Fund in June was in the amount 716m PLN, 4.2% less than in the same period of 2019. The level of patient copayment for reimbursed drugs in June was 27%, grew by 0.1p.p. compared to previous month.

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

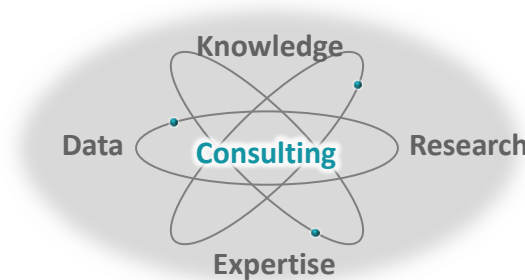


PEX PharmaSequence monthly report - June 2020

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:
solutions_by_pex@pexps.pl
22 886 47 15

Published on the 20th of July 2020, prepared by Marta Mazurek, Analyst based on PEX PharmaSequence data.

