

PEX PharmaSequence monthly report - July 2020

Total open market (sell-out report)

| | July 2020 | Change in comparison to | | | Cumulative YTD | | Forecast | | |
|--|--------------|-------------------------|--------------|-----------|----------------|----------------|----------|----------------|----------------|
| | | June 2020 | January 2020 | July 2019 | 2020 | Change vs 2019 | 2020 | Change vs 2019 | Change vs 2018 |
| Total turnover (PLN million) | | | | | | | | | |
| Total open market ¹ | 2 950 | 11.0% | -13.8% | -3.2% | 21 743 | 2.0% | 37 191 | 0.0% | 7.5% |
| Rx reimbursed ² | 1 013 | 7.5% | -8.6% | -7.0% | 7 257 | -1.0% | 12 400 | -2.1% | 1.8% |
| Rx nonreimbursed ³ | 689 | 9.5% | -10.3% | -2.6% | 4 832 | 1.7% | 8 273 | -0.4% | 10.2% |
| Non Rx products ⁴ | 1 222 | 15.0% | -19.4% | -0.1% | 9 481 | 4.5% | 16 211 | 1.8% | 10.8% |
| Reimbursement | | | | | | | | | |
| Reimbursement value (PLN million) | 771 | 7.5% | -7.5% | -6.5% | 5 482 | -0.1% | 9 418 | -0.8% | 5.4% |
| Reimbursement share in total turnover | 26.1% | -3.2% | 7.3% | -3.4% | 25.2% | -2.1% | 25.3% | -0.9% | -1.9% |
| Reimbursement share in reimbursed sales | 74.8% | -0.1% | 1.3% | 0.6% | 74.4% | 0.8% | 74.7% | 1.0% | 3.1% |
| Average price per pack (PLN) | | | | | | | | | |
| Total ¹ | 22.8 | -0.5% | 3.7% | 4.7% | 21.6 | 2.6% | 21.8 | 2.9% | 4.9% |
| For reimbursed Rx products ² | 29.1 | 0.4% | 2.1% | 3.7% | 29.1 | 3.7% | 29.6 | 2.7% | 5.7% |
| For nonreimbursed Rx products ³ | 28.7 | 0.5% | 5.3% | 8.1% | 28.7 | 8.1% | 28.4 | 5.6% | 11.9% |
| For Non Rx products ⁴ | 17.3 | 0.2% | 0.7% | 5.0% | 17.3 | 5.0% | 17.3 | 1.5% | 9.7% |
| Average mark-up | | | | | | | | | |
| Total ¹ | 24.4% | -0.5% | -1.5% | 0.3% | 24.7% | 0.5% | 24.5% | -0.8% | -2.0% |
| For reimbursed Rx products ² | 18.9% | -0.1% | 0.9% | 0.0% | 19.0% | 0.0% | 19.1% | -0.8% | 2.0% |
| For nonreimbursed Rx products ³ | 21.0% | 0.7% | 1.0% | 2.1% | 21.2% | 1.9% | 20.7% | -2.4% | -9.6% |
| For Non Rx products ⁴ | 28.5% | -3.0% | -2.2% | -1.7% | 29.0% | -0.8% | 28.3% | -2.7% | -4.2% |
| Average pharmacy | | | | | | | | | |
| Number of patients in pharmacies | 3 580 | 11.5% | -17.9% | -6.3% | 25 610 | -3.8% | 44 757 | -4.2% | 2.2% |
| Total turnover (PLN thousand) ¹ | 217 | 11.3% | -12.1% | 0.9% | 1 587 | 6.9% | 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 | 21 743 | 2.0% | 7 257 | -1.0% | 4 832 | 1.7% | 9 481 | 4.5% |
| August | | | | | | | | |
| September | | | | | | | | |
| October | | | | | | | | |
| November | | | | | | | | |
| December | | | | | | | | |

Retail sales in PLN

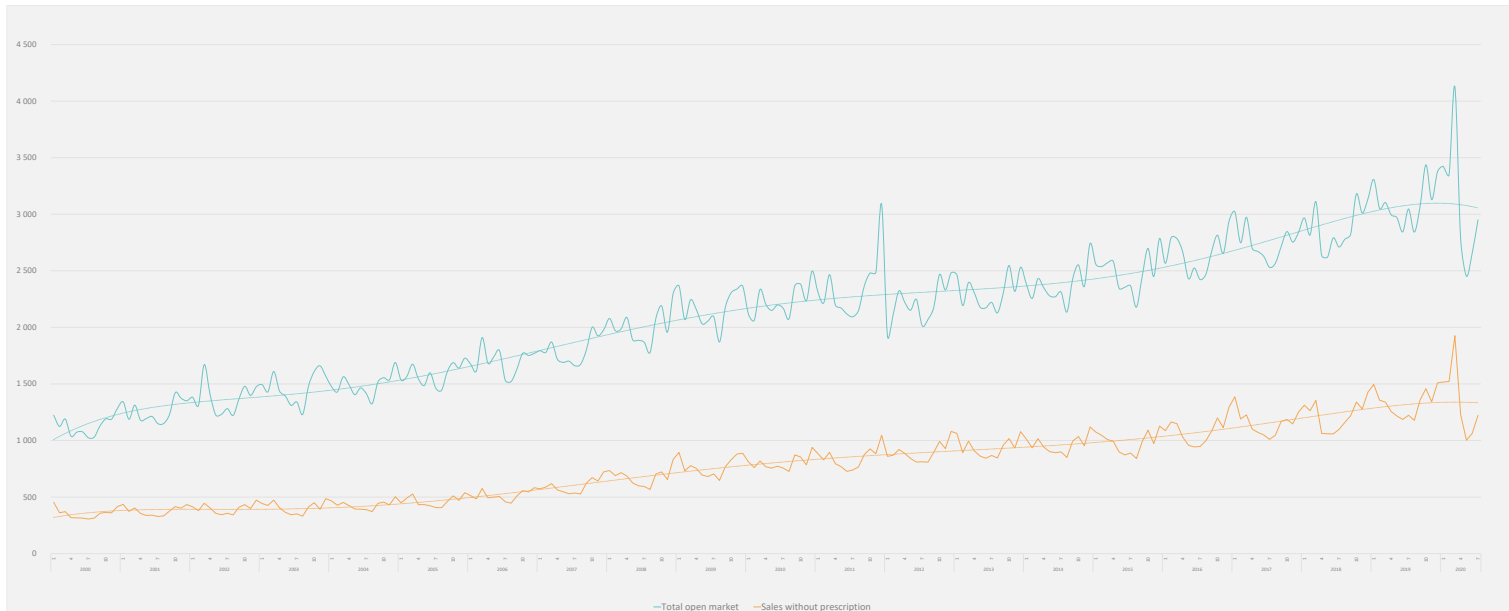
PEX PharmaSequence Sp. z o.o.,
 ul. Kłobucka 23, 02-699 Warszawa
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Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 10 000 000 zł.

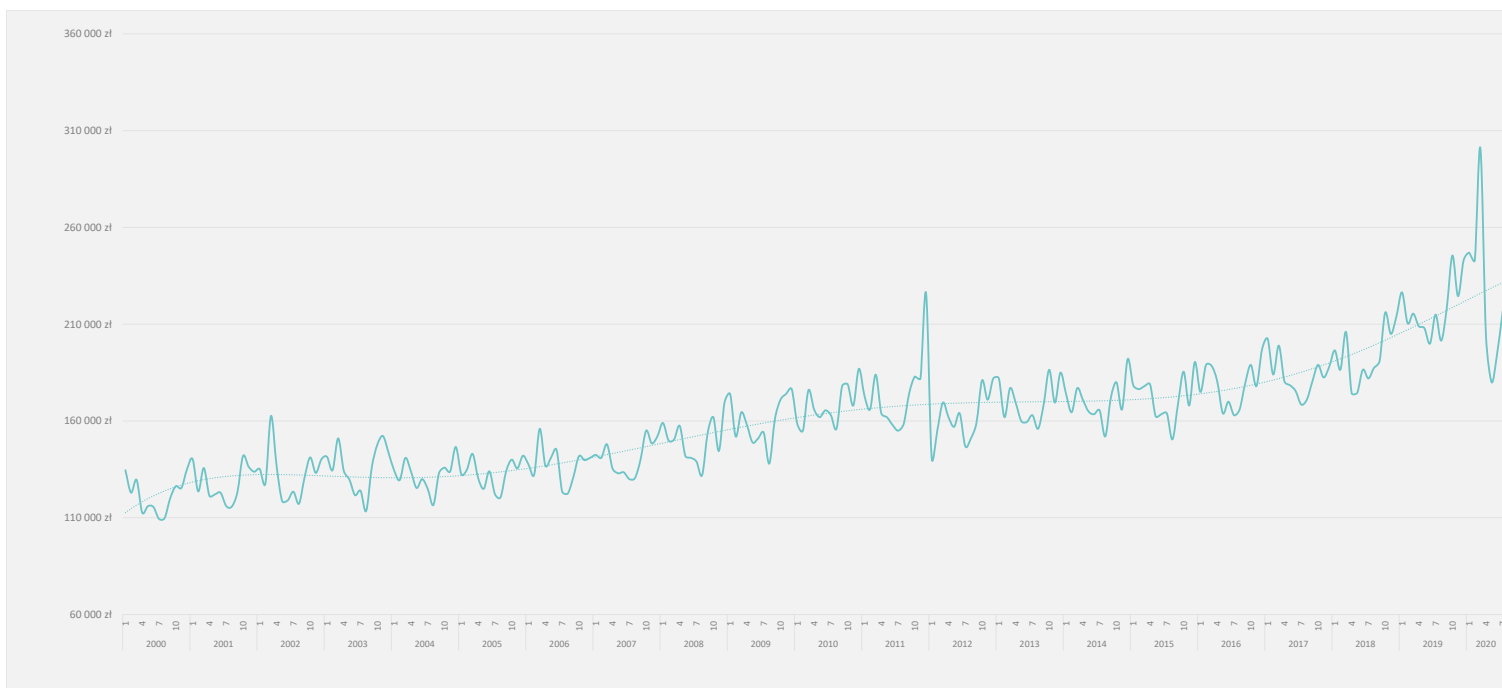
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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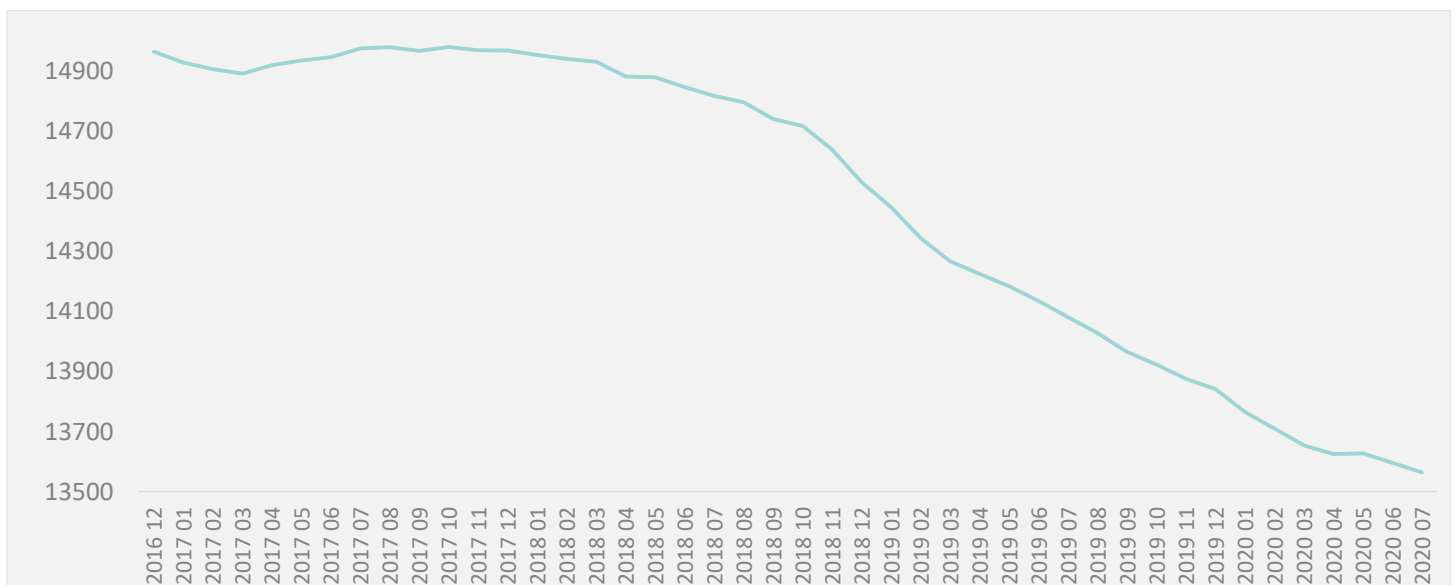
PEX PharmaSequence monthly report - July 2020 average pharmacy

| | July'20 | YTD'2020 | June'20 | Change | | July'19 | Change | | YTD'2019 | Change | |
|---|---------|----------|---------|--------|-------|---------|--------|-------|----------|--------|-------|
| | | | | Value | % | | Value | % | | Value | % |
| Total turnover (thousand PLN) | | | | | | | | | | | |
| Total open market ¹ | 217 | 1 587 | 195 | 22.0 | 11.3% | 215 | 2.0 | 0.9% | 1 485 | 102.5 | 6.9% |
| Rx reimbursed ² | 74 | 530 | 69 | 5.3 | 7.7% | 77 | -2.4 | -3.1% | 511 | 19.2 | 3.8% |
| Rx nonreimbursed ³ | 51 | 353 | 46 | 4.5 | 9.7% | 50 | 0.7 | 1.5% | 331 | 21.8 | 6.6% |
| Non Rx products ⁴ | 90 | 692 | 78 | 11.9 | 15.3% | 86 | 3.6 | 4.2% | 632 | 60.4 | 9.6% |
| Average price⁵ per pack (PLN) | | | | | | | | | | | |
| Total ¹ | 22.8 | 22.3 | 22.9 | -0.12 | -0.5% | 21.8 | 1.0 | 4.7% | 21.3 | 1.0 | 4.6% |
| For reimbursed Rx products ² | 29.1 | 28.9 | 29.0 | 0.1 | 0.4% | 28.1 | 1.0 | 3.7% | 28.2 | 0.7 | 2.7% |
| For nonreimbursed products ³ | 28.7 | 27.9 | 28.6 | 0.1 | 0.5% | 26.5 | 2.2 | 8.1% | 26.1 | 1.8 | 7.0% |
| For Non Rx products ⁴ | 17.3 | 17.1 | 17.2 | 0.0 | 0.2% | 16.4 | 0.8 | 5.0% | 16.3 | 0.8 | 4.8% |
| Average mark-up* | | | | | | | | | | | |
| Total ¹ | 24.4% | 24.63% | 24.5% | -0.1% | -0.5% | 24.3% | 0.1% | 0.3% | 24.6% | 0.0% | 0.2% |
| For reimbursed Rx products ² | 19% | 19.0% | 18.9% | 0.0% | -0.1% | 18.9% | 0.0% | 0.0% | 19.0% | 0.0% | -0.2% |
| For nonreimbursed Rx products ³ | 21% | 21.2% | 20.9% | 0.2% | 0.7% | 20.6% | 0.4% | 2.1% | 20.8% | 0.4% | 1.8% |
| For Non Rx products ⁴ | 28% | 28.9% | 29.4% | -0.9% | -3.0% | 29.0% | -0.5% | -1.7% | 29.2% | -0.4% | -1.3% |
| Number of patients | | | | | | | | | | | |
| Total ¹ | 3 580 | 25 610 | 3 210 | 370 | 11.5% | 3 820 | -240 | -6.3% | 26 630 | -1020 | -3.8% |
| For reimbursed Rx products ² | 830 | 5 740 | 680 | 150 | 22.1% | 790 | 40 | 5.1% | 5 330 | 410 | 7.7% |
| For nonreimbursed Rx products ³ | 730 | 5 230 | 670 | 60 | 9.0% | 810 | -80 | -9.9% | 5 430 | -200 | -3.7% |
| For Non Rx products ⁴ | 2 870 | 20 940 | 2 590 | 280 | 10.8% | 3 100 | -230 | -7.4% | 22 100 | -1160 | -5.2% |
| Number of pharmacies - summary[#] | | | | | | | | | | | |
| | 13 564 | 13 649 | 13 596 | -32 | -0.2% | 14 081 | -517 | -3.7% | 14 240 | -592 | -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 -



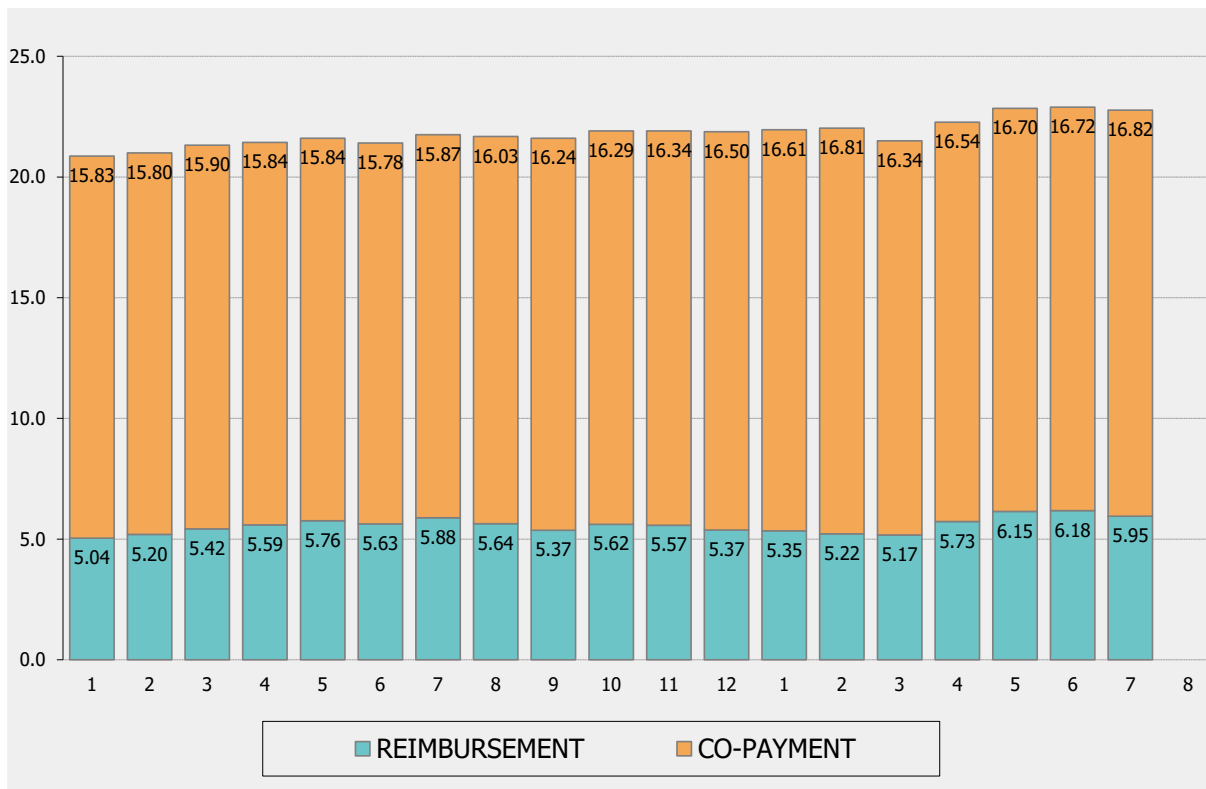
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Price

- 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 July 2020 saw sales go close to 2 950.3m PLN. Value of sales compared to July 2019 fell by 96.4m PLN (-3.2%). Compared to June of 2020, sales grew by approximately 293.1m PLN (+11%).

Compared to the same period of 2019 the value of tracked segments fell for all monitored segments. Sales based on reimbursed prescriptions fell by 76.7m PLN (-7%), sales based on non-reimbursed prescriptions fell by 18.6m PLN (-2.6%), the non-prescription segment fell by 0.7m PLN (-0.1%).

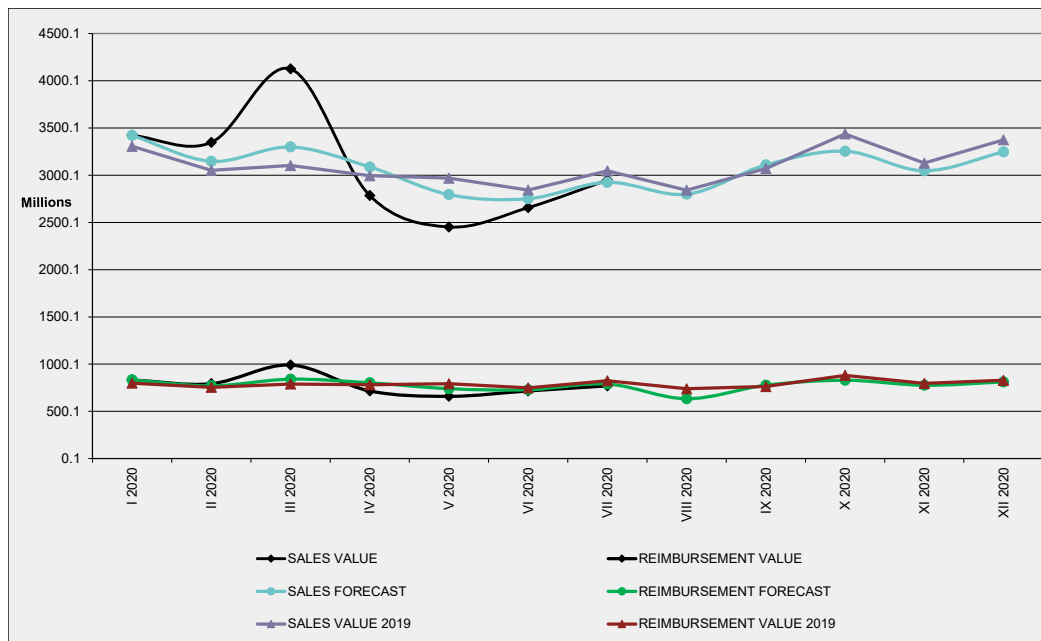
Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 70.4m PLN (+7.5%), value of non-reimbursed RX drugs grew by 59.8m PLN (+9.5%) and value of products sold without a prescriptions grew by 159.3m PLN (+15%).

The average retail drug price in July 2020 was 22.8 PLN and was 0.5% lower than the average price in the previous month, and 4.7% higher than the average price in July 2019. The average retail price of reimbursed prescription was 29.1PLN (+3.7% vs July 2019), 28.7PLN for non-reimbursed prescriptions (+8.1% vs July 2019) and 17.3PLN for products sold without a prescription (+5% vs July 2019).

Average pharmacy margin for all drugs in July 2020 was 24.4% and was higher by 0.3% than margin in the same period of 2019. Compared to June 2020, the average pharmacy margin was lower by 0.5%.

Drug reimbursement by the National Health Fund in July was in the amount 770m PLN, 6.5% less than in the same period of 2019. The level of patient copayment for reimbursed drugs in July was 26.1%, fell by 0.9p.p. compared to previous month.

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

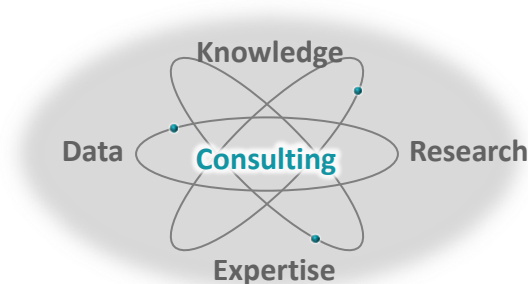


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About us

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 August 2020, prepared by Marta Mazurek, Analyst based on PEX PharmaSequence data.

