

## PEX PharmaSequence monthly report - September 2020

### Total open market (sell-out report)

	September 2020	Change in comparison to			Cumulative YTD		Forecast		
		August 2020	January 2020	September 2019	2020	Change vs 2019	2020	Change vs 2019	Change vs 2018
<b>Total turnover (PLN million)</b>									
Total open market <sup>1</sup>	<b>3 206</b>	13.4%	-6.3%	4.4%	27 777	2.0%	37 279	0.3%	7.8%
Rx reimbursed <sup>2</sup>	<b>1 042</b>	16.1%	-6.0%	2.9%	9 196	-1.4%	12 359	-2.4%	1.5%
Rx nonreimbursed <sup>3</sup>	<b>727</b>	12.4%	-5.4%	7.4%	6 205	2.1%	8 306	0.0%	10.6%
Non Rx products <sup>4</sup>	<b>1 412</b>	12.0%	-6.9%	4.0%	12 154	4.7%	16 313	2.5%	11.5%
<b>Reimbursement</b>									
Reimbursement value (PLN million)	<b>785</b>	15.2%	-5.8%	2.8%	6 948	-0.6%	9 355	-1.5%	4.7%
Reimbursement share In total turnover	<b>24.5%</b>	1.7%	0.6%	-1.5%	25.0%	-2.6%	25.1%	-1.8%	-2.8%
Reimbursement share In reimbursed sales	<b>74.2%</b>	-0.6%	0.4%	-0.1%	74.4%	0.8%	74.5%	0.7%	2.8%
<b>Average price per pack (PLN)</b>									
Total <sup>1</sup>	<b>22.9</b>	0.9%	4.2%	5.9%	21.8	3.0%	21.7	2.2%	4.2%
For reimbursed Rx products <sup>2</sup>	<b>29.1</b>	0.2%	1.9%	2.4%	29.1	2.4%	29.4	2.1%	5.0%
For nonreimbursed Rx products <sup>3</sup>	<b>29.5</b>	1.5%	8.2%	10.0%	29.5	10.0%	29.0	7.8%	14.2%
For Non Rx products <sup>4</sup>	<b>17.7</b>	1.8%	3.2%	5.6%	17.7	5.6%	17.7	3.5%	11.9%
<b>Average mark-up</b>									
Total <sup>1</sup>	<b>25.6%</b>	1.4%	3.5%	1.1%	24.9%	0.7%	24.7%	-0.2%	-1.4%
For reimbursed Rx products <sup>2</sup>	<b>19.4%</b>	2.6%	3.3%	-8.7%	19.0%	-1.2%	19.0%	-1.0%	1.8%
For nonreimbursed Rx products <sup>3</sup>	<b>22.5%</b>	4.6%	8.3%	-2.3%	21.4%	1.6%	21.0%	-1.0%	-8.3%
For Non Rx products <sup>4</sup>	<b>30.0%</b>	0.4%	3.0%	8.9%	29.2%	0.4%	28.7%	-1.3%	-2.8%
<b>Average pharmacy</b>									
Number of patients in pharmacies	<b>3 850</b>	11.6%	-11.7%	-2.8%	32 910	-3.9%	44 813	-4.1%	2.3%
Total turnover (PLN thousand) <sup>1</sup>	<b>237</b>	13.7%	-4.0%	8.5%	2 033	6.7%	2 737	4.5%	18.0%

### - Total pharmacy turnover cumulative in PLN million -

2020	Pharmacy market total <sup>1</sup>		Rx reimbursed prescriptions <sup>2</sup>		Rx nonreimbursed prescriptions <sup>3</sup>		Non Rx products <sup>4</sup>	
	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	24 571	1.7%	8 154	-2.0%	5 479	1.4%	10 742	4.8%
September	27 777	2.0%	9 196	-1.4%	6 205	2.1%	12 154	4.7%
October								
November								
December								

#### Retail sales in PLN

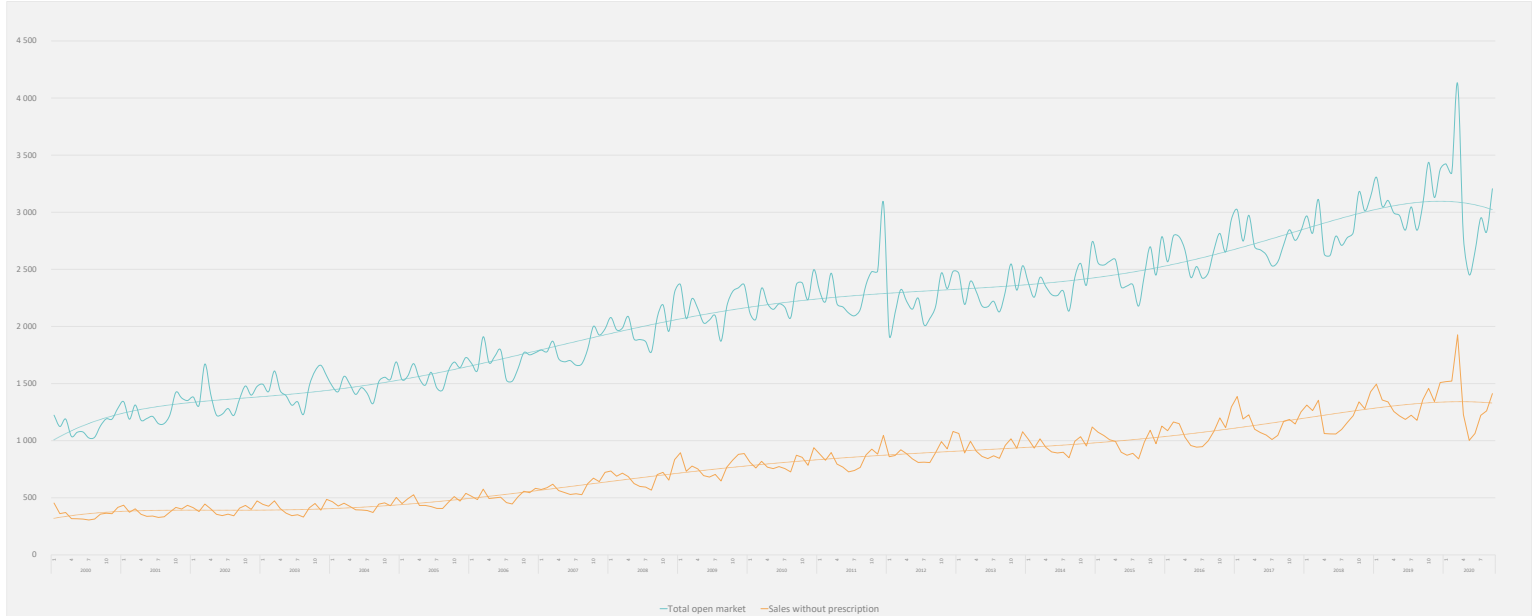
PEX PharmaSequence Sp. z o.o.,  
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Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,  
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 10 000 000 zł.

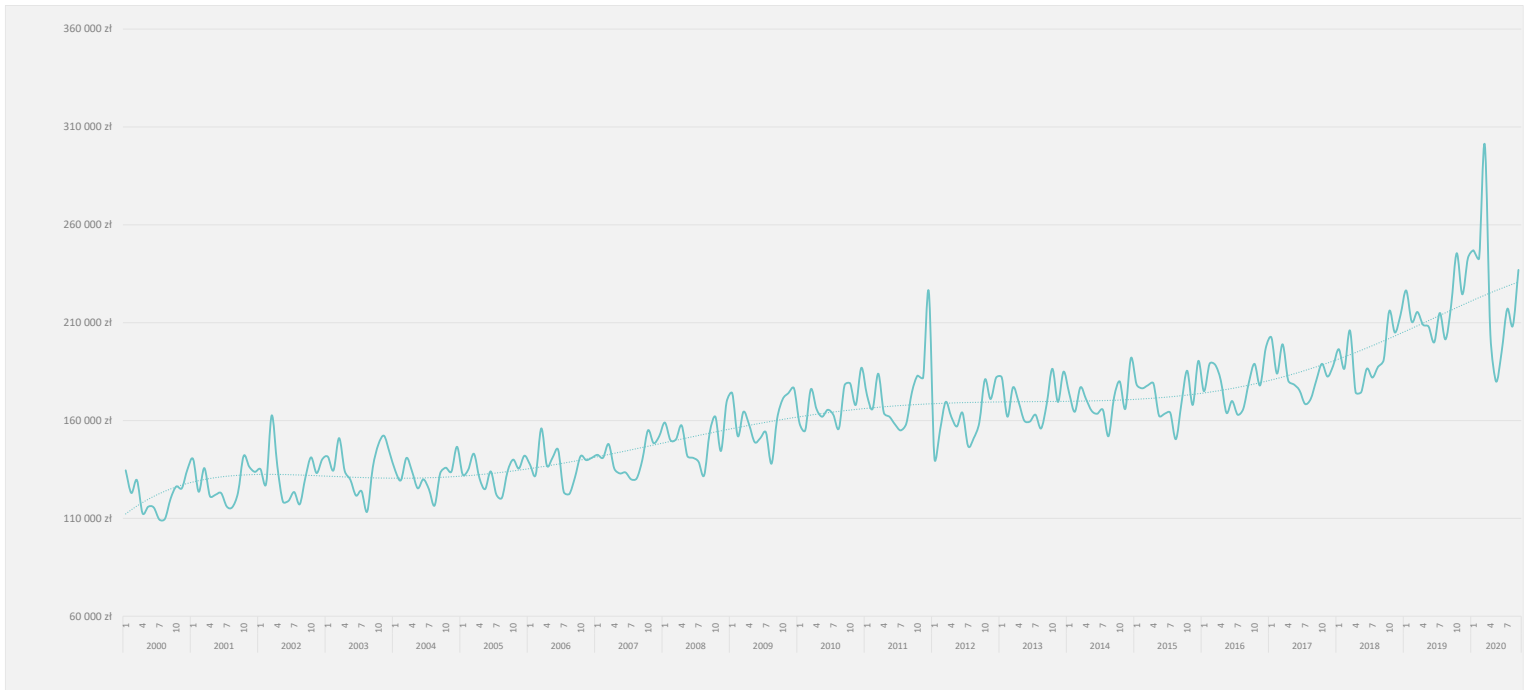
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## Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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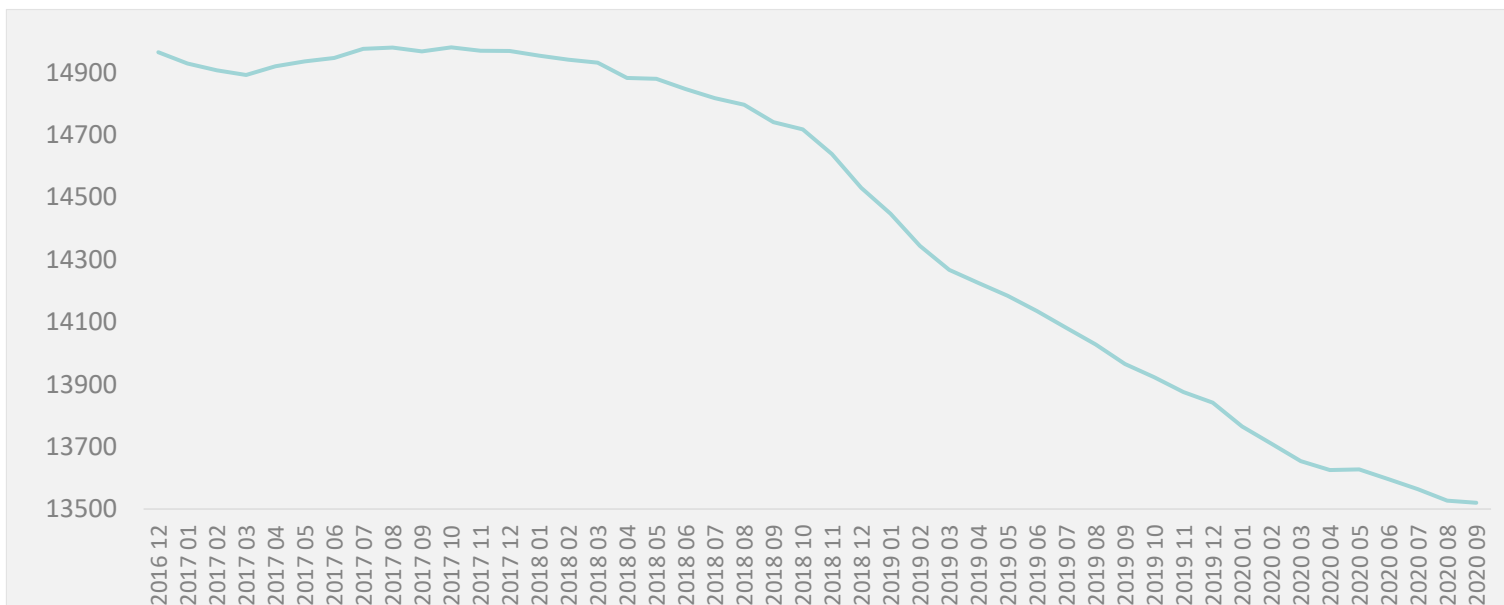
### average pharmacy

	September'20	YTD'2020	August'20		Change		September'19		Change		YTD'2019	Change	
			Value	%	Value	%	Value	%	Value	%			
<b>Total turnover (thousand PLN)</b>													
Total open market <sup>1</sup>	237	2 033	209	28.5	13.7%	219	18.5	8.5%	1 905	128.0	6.7%		
Rx reimbursed <sup>2</sup>	77	673	66	10.9	16.4%	72	5.0	6.9%	653	20.3	3.1%		
Rx nonreimbursed <sup>3</sup>	54	454	48	6.1	12.7%	48	5.6	11.6%	425	28.8	6.8%		
Non Rx products <sup>4</sup>	104	889	93	11.4	12.3%	97	7.7	8.0%	812	77.5	9.5%		
<b>Average price<sup>5</sup> per pack (PLN)</b>													
Total <sup>1</sup>	22.9	22.4	22.7	0.21	0.9%	21.6	1.3	5.9%	21.4	1.0	4.7%		
For reimbursed Rx products <sup>2</sup>	29.1	29.0	29.0	0.1	0.2%	28.4	0.7	2.4%	28.2	0.8	2.7%		
For nonreimbursed products <sup>3</sup>	29.5	28.2	29.1	0.4	1.5%	26.8	2.7	10.0%	26.3	2.0	7.5%		
For Non Rx products <sup>4</sup>	17.7	17.2	17.4	0.3	1.8%	16.8	0.9	5.6%	16.4	0.8	4.9%		
<b>Average mark-up*</b>													
Total <sup>1</sup>	25.6%	24.81%	25.3%	0.4%	1.4%	25.3%	0.3%	1.1%	24.7%	0.1%	0.5%		
For reimbursed Rx products <sup>2</sup>	19%	19.0%	18.9%	0.5%	2.6%	21.2%	-1.8%	-8.7%	19.3%	-0.3%	-1.4%		
For nonreimbursed Rx products <sup>3</sup>	23%	21.4%	21.6%	1.0%	4.6%	23.1%	-0.5%	-2.3%	21.0%	0.3%	1.5%		
For Non Rx products <sup>4</sup>	30%	29.1%	29.9%	0.1%	0.4%	27.5%	2.5%	8.9%	29.1%	0.0%	0.0%		
<b>Number of patients</b>													
Total <sup>1</sup>	3 850	32 910	3 450	400	11.6%	3 960	-110	-2.8%	34 240	-1330	-3.9%		
For reimbursed Rx products <sup>2</sup>	860	7 290	690	170	24.6%	760	100	13.2%	6 800	490	7.2%		
For nonreimbursed Rx products <sup>3</sup>	770	6 680	680	90	13.2%	790	-20	-2.5%	6 970	-290	-4.2%		
For Non Rx products <sup>4</sup>	3 120	26 910	2 850	270	9.5%	3 290	-170	-5.2%	28 390	-1480	-5.2%		
<b>Number of pharmacies - summary<sup>#</sup></b>													
	13 520	13 621	13 527	-7	-0.1%	13 965	-445	-3.2%	14 186	-565	-4.0%		

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

<sup>#</sup> Number of pharmacies based on PEX's analysis.

### - Pharmacies on the open market -



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## Price

- Structure of the average retail price<sup>5</sup> -



All amounts are retail open pharmacy sales in PLN

Most important terms:

- <sup>1</sup> Total open pharmacy market sales
- <sup>2</sup> Total sales of Rx products covered by NHF reimbursement
- <sup>3</sup> Total sales of Rx products not covered by NHF reimbursement
- <sup>4</sup> Total sales of products available without prescription, including OTC medicines, food supplements, herbs, patches, medical devices, etc.
- <sup>5</sup> 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 monthly report - September 2020

### PEX PharmaSequence commentary

**The pharmacy market in September 2020** saw sales go close to 3 205.9m PLN. Value of sales compared to September 2019 grew by 135.1m PLN (+4.4%). Compared to August of 2020, sales grew by approximately 377.8m PLN (+13.4%).

**Compared to the same period of 2019** the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 29.2m PLN (+2.9%), sales based on non-reimbursed prescriptions grew by 50.3m PLN (+7.4%), the non-prescription segment grew by 53.7m PLN (+4%).

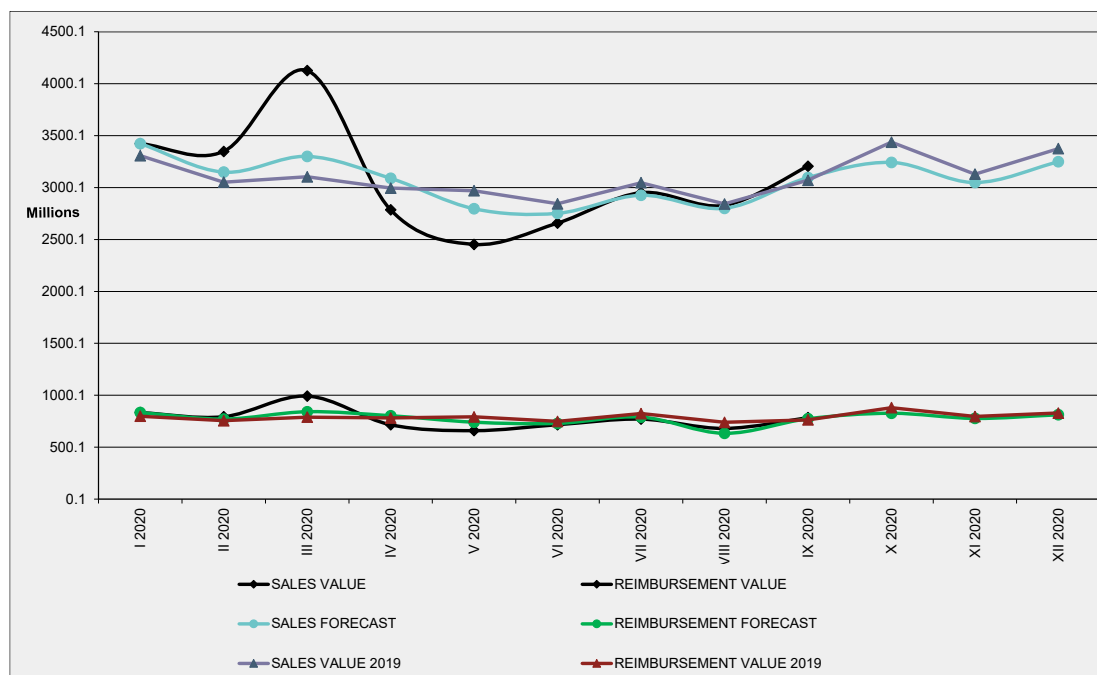
**Compared to the previous month**, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 144.3m PLN (+16.1%), value of non-reimbursed RX drugs grew by 80.1m PLN (+12.4%) and value of products sold without a prescriptions grew by 151.3m PLN (+12%).

**The average retail drug price in September 2020** was 22.9 PLN and was 0.9% higher than the average price in the previous month, and 5.9% higher than the average price in September 2019. The average retail price of reimbursed prescription was 29.1PLN (+2.4% vs September 2019), 29.5PLN for non-reimbursed prescriptions (+10% vs September 2019) and 17.7PLN for products sold without a prescription (+5.6% vs September 2019).

**Average pharmacy margin for all drugs in September 2020** was 25.6% and was higher by 1.1% than margin in the same period of 2019. Compared to August 2020, the average pharmacy margin was higher by 1.4%.

**Drug reimbursement by the National Health Fund** in September was in the amount 784m PLN, 2.8% more than in the same period of 2019. The level of patient copayment for reimbursed drugs in September was 24.5%, grew by 0.4p.p. compared to previous month.

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

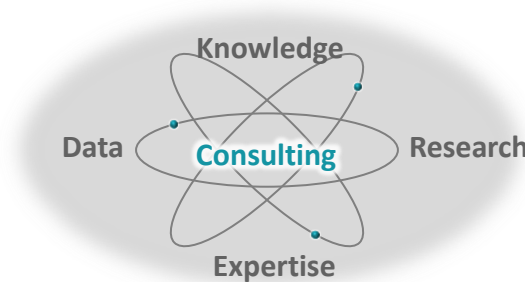


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### About us

**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!

A grey rounded rectangular box containing contact information. At the top left is a small icon of a computer monitor with a bar chart. To its right is the text "www.pexps.pl more info". Below this is an icon of a person with 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 19th of October 2020, prepared by Marta Cegłowska, Analyst based on PEX PharmaSequence data.

