

PEX PharmaSequence monthly report - December 2020

Total open market (sell-out report)

	December 2020	Change in comparison to			Cumulative YTD		Forecast		
		November 2020	January 2020	December 2019	2020	Change vs 2019	2020	Change vs 2019	Change vs 2018
Total turnover (PLN million)									
Total open market ¹	3 178	0.7%	-7.2%	-5.8%	37 707	1.4%	37 707	1.4%	9.0%
Rx reimbursed ²	1 052	3.7%	-5.0%	-4.6%	12 398	-2.1%	12 398	-2.1%	1.8%
Rx nonreimbursed ³	729	1.7%	-5.1%	-1.6%	8 447	1.7%	8 447	1.7%	12.5%
Non Rx products ⁴	1 372	-1.8%	-9.6%	-9.1%	16 562	4.0%	16 562	4.0%	13.2%
Reimbursement									
Reimbursement value (PLN million)	794	4.0%	-4.8%	-4.2%	9 357	-1.5%	9 357	-1.5%	4.8%
Reimbursement share in total turnover	25.0%	3.3%	2.6%	1.7%	24.8%	-2.9%	24.8%	-2.9%	-3.9%
Reimbursement share in reimbursed sales	74.3%	0.5%	0.6%	0.2%	74.3%	0.5%	74.3%	0.5%	2.6%
Average price per pack (PLN)									
Total ¹	23.3	1.7%	6.1%	6.5%	22.0	3.5%	22.0	3.5%	5.5%
For reimbursed Rx products ²	29.7	1.7%	4.0%	3.1%	29.7	3.1%	29.7	3.1%	6.0%
For nonreimbursed Rx products ³	29.5	0.1%	8.3%	9.9%	29.5	9.9%	29.5	9.9%	16.4%
For Non Rx products ⁴	18.0	1.3%	4.9%	5.3%	18.0	5.3%	18.0	5.3%	13.9%
Average mark-up									
Total ¹	24.5%	-1.9%	-1.0%	-1.5%	24.9%	0.6%	24.9%	0.6%	-0.6%
For reimbursed Rx products ²	18.2%	-2.3%	-2.8%	-5.8%	18.9%	-1.7%	18.9%	-1.7%	1.1%
For nonreimbursed Rx products ³	21.1%	-3.4%	1.3%	-3.8%	21.4%	1.0%	21.4%	1.0%	-6.5%
For Non Rx products ⁴	27.4%	-6.2%	-5.9%	-5.0%	29.1%	0.1%	29.1%	0.1%	-1.4%
Average pharmacy									
Number of patients in pharmacies	3 580	2.3%	-17.9%	-15.4%	44 100	-5.6%	44 100	-5.6%	0.7%
Total turnover (PLN thousand) ¹	237	1.1%	-4.3%	-2.7%	2 769	5.8%	2 769	5.8%	19.4%

- 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	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	31 373	2.3%	10 331	-1.6%	7 001	2.0%	13 792	5.6%
November	34 529	2.2%	11 346	-1.8%	7 718	2.0%	15 190	5.4%
December	37 707	1.4%	12 398	-2.1%	8 447	1.7%	16 562	4.0%

Retail sales in PLN

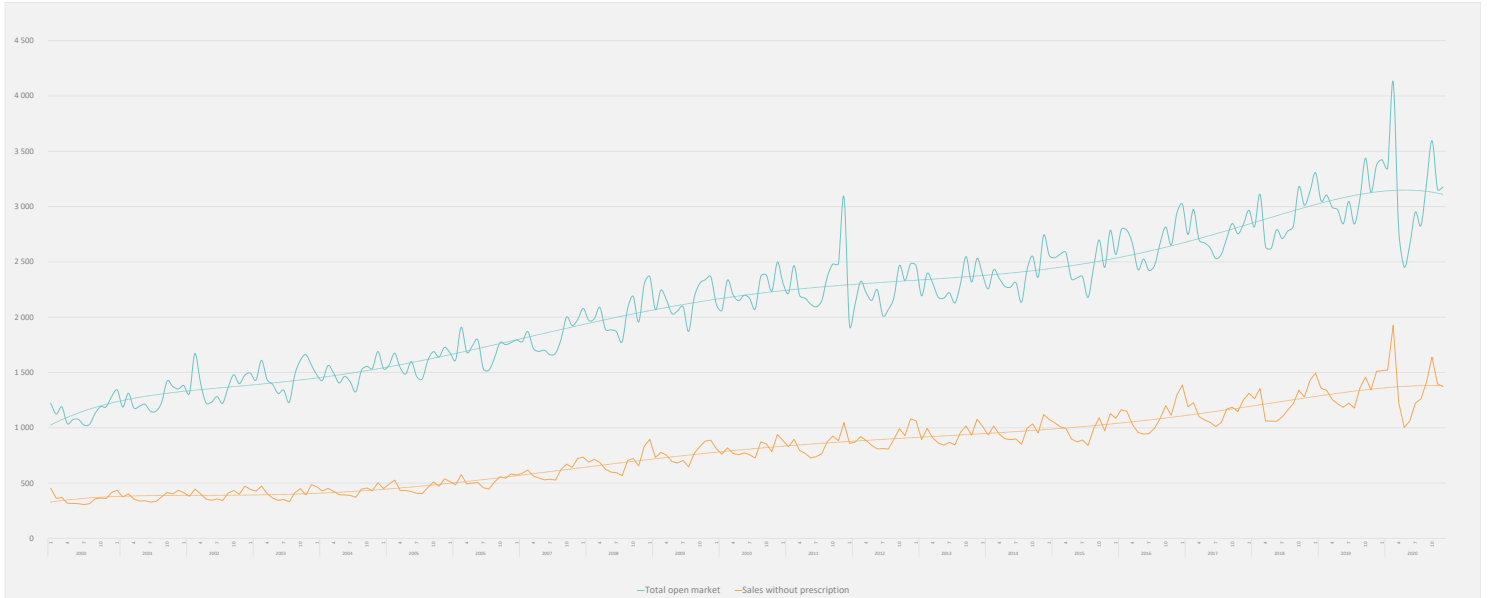
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Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 10 000 000 zł.

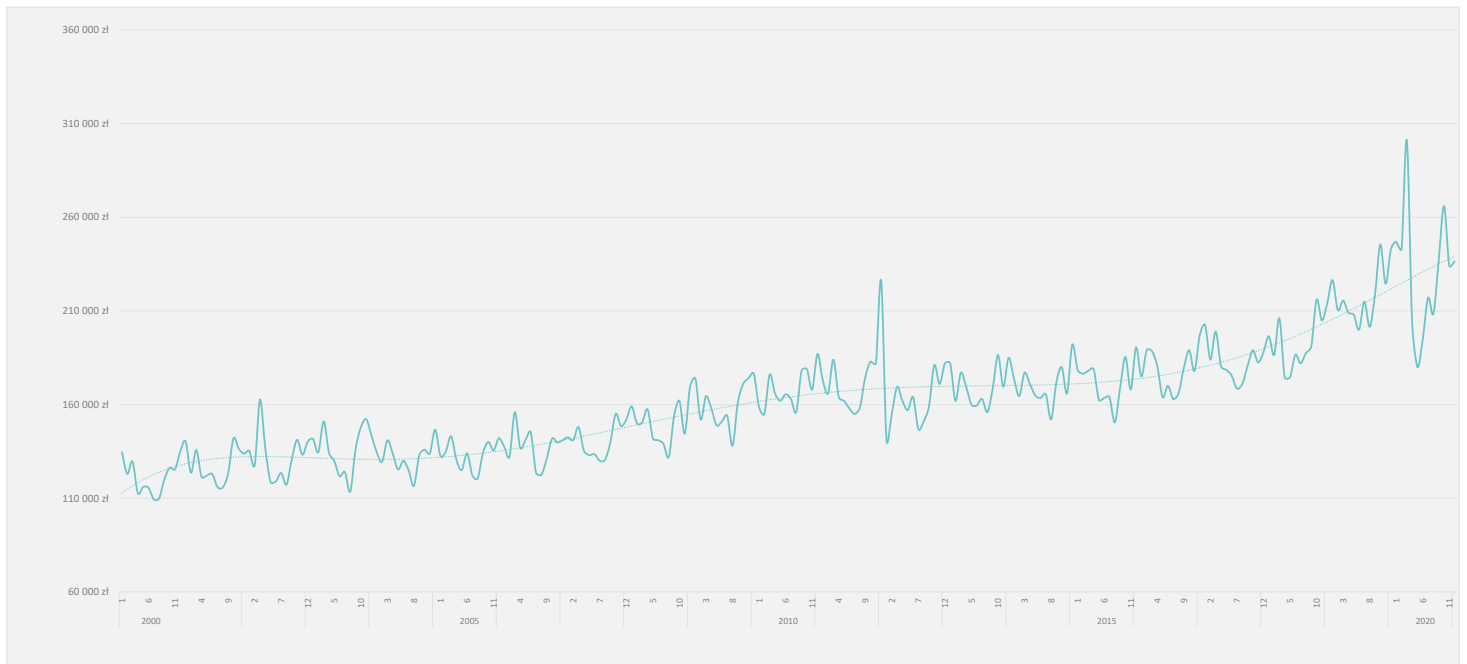
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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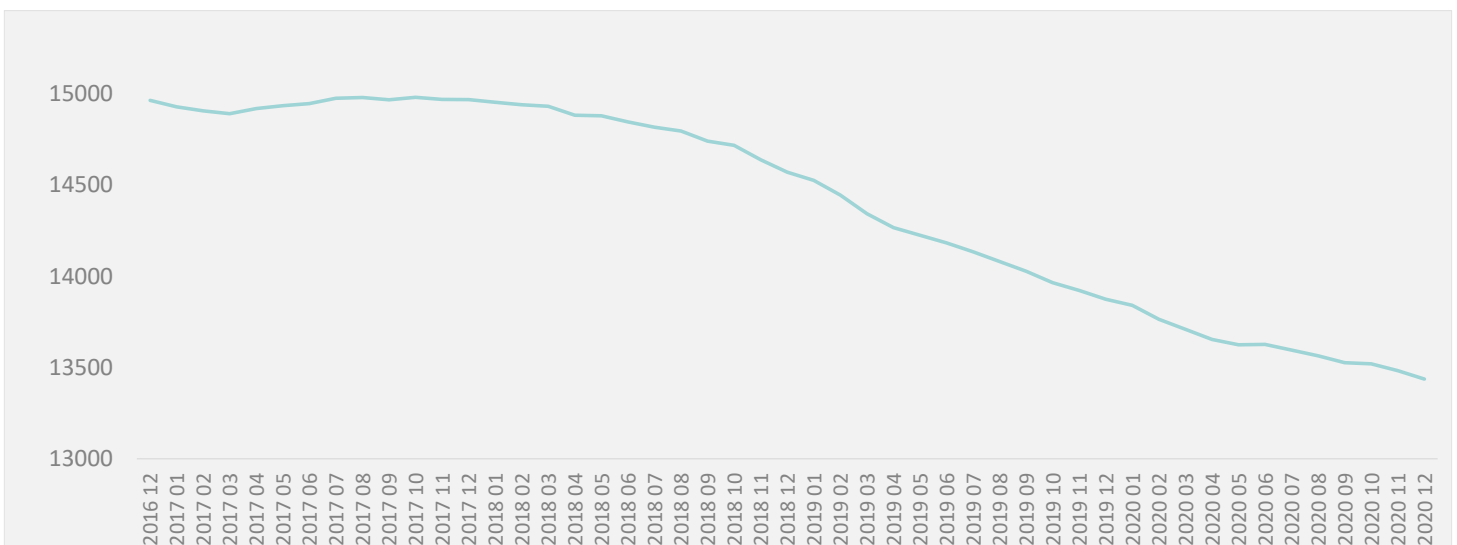
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	December'20	YTD'2020	November'20		Change		December'19		Change		YTD'2019	Change	
			Value	%	Value	%	Value	%	Value	%			
Total turnover (thousand PLN)													
Total open market ¹	237	2 769	234	2.5	1.1%	243	-6.5	-2.7%	2 618	151.5	5.8%		
Rx reimbursed ²	78	910	75	3.1	4.1%	79	-1.1	-1.4%	891	19.0	2.1%		
Rx nonreimbursed ³	54	620	53	1.1	2.0%	53	0.9	1.7%	585	35.3	6.0%		
Non Rx products ⁴	102	1 216	104	-1.5	-1.5%	109	-6.5	-6.0%	1 121	95.3	8.5%		
Average price⁵ per pack (PLN)													
Total ¹	23.3	22.6	22.9	0.38	1.7%	21.9	1.4	6.5%	21.5	1.0	4.8%		
For reimbursed Rx products ²	29.7	29.1	29.2	0.5	1.7%	28.8	0.9	3.1%	28.3	0.7	2.6%		
For nonreimbursed products ³	29.5	28.5	29.5	0.0	0.1%	26.9	2.7	9.9%	26.4	2.1	8.0%		
For Non Rx products ⁴	18.0	17.4	17.8	0.2	1.3%	17.1	0.9	5.3%	16.5	0.8	5.0%		
Average mark-up*													
Total ¹	24.5%	24.81%	25.0%	-0.5%	-1.9%	24.9%	-0.4%	-1.5%	24.7%	0.1%	0.5%		
For reimbursed Rx products ²	18%	18.9%	18.7%	-0.4%	-2.3%	19.4%	-1.1%	-5.8%	19.2%	-0.4%	-1.8%		
For nonreimbursed Rx products ³	21%	21.4%	21.8%	-0.7%	-3.4%	21.9%	-0.8%	-3.8%	21.2%	0.2%	0.9%		
For Non Rx products ⁴	27%	29.0%	29.2%	-1.8%	-6.2%	28.9%	-1.5%	-5.0%	29.1%	-0.1%	-0.3%		
Number of patients													
Total ¹	3 580	44 100	3 500	80	2.3%	4 230	-650	-15.4%	46 710	-2610	-5.6%		
For reimbursed Rx products ²	860	9 900	820	40	4.9%	950	-90	-9.5%	9 440	460	4.9%		
For nonreimbursed Rx products ³	760	9 020	750	10	1.3%	860	-100	-11.6%	9 580	-560	-5.8%		
For Non Rx products ⁴	2 880	36 010	2 850	30	1.1%	3 450	-570	-16.5%	38 610	-2600	-6.7%		
Number of pharmacies - summary[#]													
	13 437	13 612	13 483	-46	-0.3%	13 875	-392	-2.8%	14 167	-555	-3.9%		

*Values in „Change – value” for average mark-up in percentage points
[#] Number of pharmacies based on PEX's analysis.

- Pharmacies on the open market -

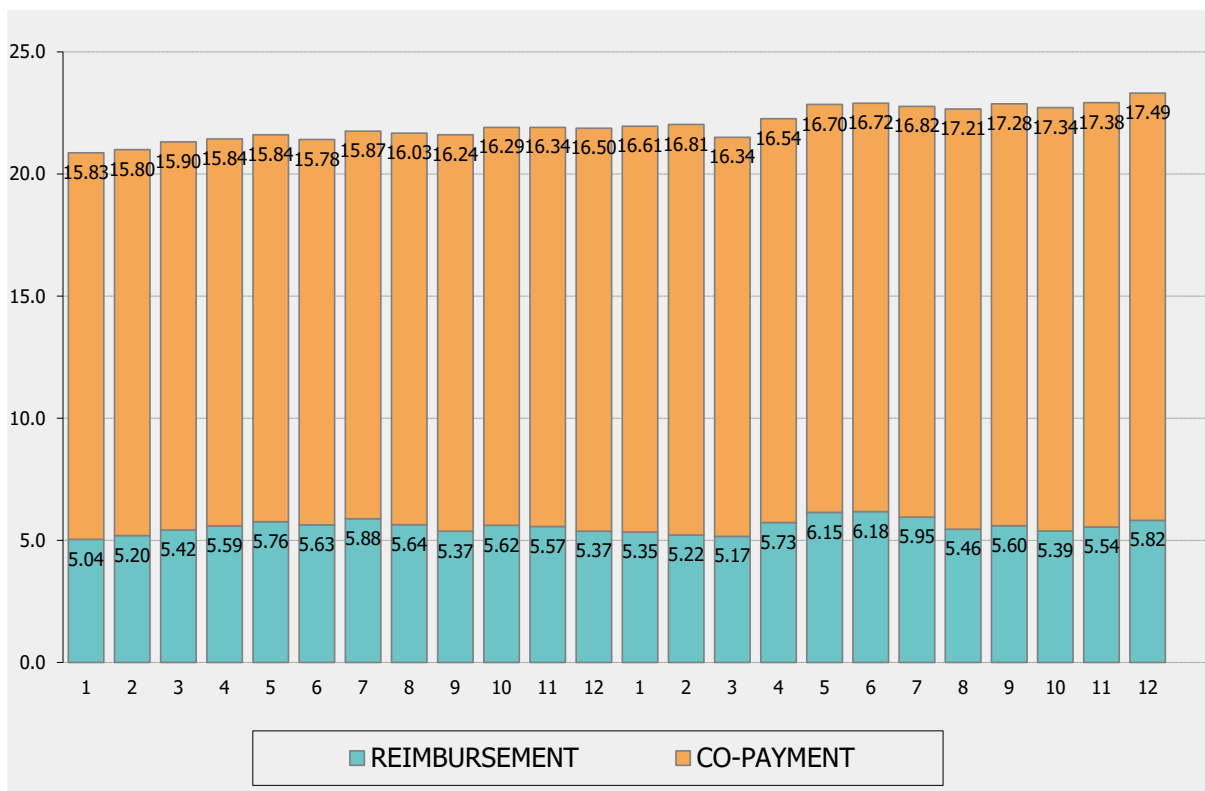


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Price

- 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 December 2020 saw sales go close to 3177.9m PLN. Value of sales compared to December 2019 fell by 197.2m PLN (-5.8%). Compared to November of 2020, sales grew by approximately 22.8m PLN (+0.7%).

Compared to the same period of 2019 the value of tracked segments fell for all monitored segments. Sales based on reimbursed prescriptions fell by 50.8m PLN (-4.6%), sales based on non-reimbursed prescriptions fell by 11.7m PLN (-1.6%), the non-prescription segment fell by 136.9m PLN (-9.1%).

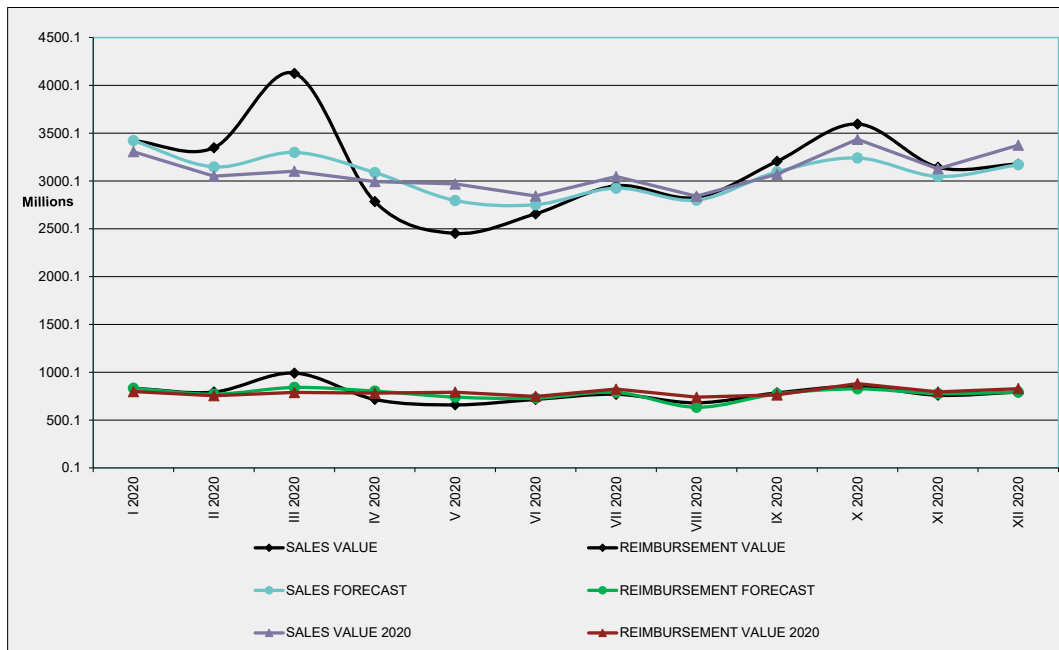
Compared to the previous month, the value of tracked segments grew for two monitored segments. Value of reimbursed prescriptions grew by 37.8m PLN (+3.7%), value of non-reimbursed RX drugs grew by 12m PLN (+1.7%) and value of products sold without a prescriptions fell by 25.1m PLN (-1.8%).

The average retail drug price in December 2020 was 23.3 PLN and was 1.7% higher than the average price in the previous month, and 6.5% higher than the average price in December 2019. The average retail price of reimbursed prescription was 29.7PLN (+3.1% vs December 2019), 29.5PLN for non-reimbursed prescriptions (+9.9% vs December 2019) and 18PLN for products sold without a prescription (+5.3% vs December 2019).

Average pharmacy margin for all drugs in December 2020 was 24.5% and was lower by 1.5% than margin in the same period of 2019. Compared to November 2020, the average pharmacy margin was lower by 1.9%.

Drug reimbursement by the National Health Fund in December was in the amount 793m PLN, 4.2% less than in the same period of 2019. The level of patient copayment for reimbursed drugs in December was 25%, grew by 0.8p.p. compared to previous month.

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

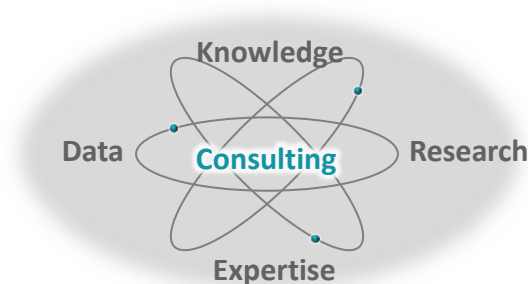


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About us

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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