



PEX PharmaSequence monthly report – January 2021

Total open market (sell-out report)

	January 2021	Change in comparison to			Cumulative YTD		Forecast		
		December 2020	January 2021	January 2020	2021	Change vs 2020	2021	Change vs 2020	Change vs 2019
Total turnover (PLN million)									
Total open market ¹	2 867	-9.8%	0.0%	-16.3%	2 867	-16.3%	38 522	2.2%	3.6%
Rx reimbursed ²	853	-19.0%	0.0%	-23.0%	853	-23.0%	12 738	2.7%	0.6%
Rx nonreimbursed ³	657	-9.9%	0.0%	-14.5%	657	-14.5%	8 561	1.3%	3.1%
Non Rx products ⁴	1 329	-3.1%	0.0%	-12.4%	1 329	-12.4%	16 836	1.7%	5.8%
Reimbursement									
Reimbursement value (PLN million)	647	-18.4%	0.0%	-22.3%	647	-22.3%	9 554	2.1%	0.6%
Reimbursement share In total turnover	22.6%	-9.6%	0.0%	-7.2%	22.6%	-7.2%	24.8%	-0.1%	-2.9%
Reimbursement share In reimbursed sales	74.2%	-0.1%	0.0%	0.5%	74.2%	0.5%	73.5%	-1.0%	-0.5%
Average price per pack (PLN)									
Total ¹	23.5	0.9%	0.0%	7.1%	22.0	3.5%	23.1	4.9%	8.6%
For reimbursed Rx products ²	29.2	-1.7%	0.0%	2.2%	29.7	3.1%	30.1	1.5%	4.6%
For nonreimbursed Rx products ³	29.8	0.8%	0.0%	9.2%	29.5	9.9%	30.0	1.5%	11.6%
For Non Rx products ⁴	18.4	2.1%	0.0%	7.1%	18.0	5.3%	18.6	3.5%	9.0%
Average mark-up									
Total ¹	24.2%	-1.1%	0.0%	-2.1%	24.2%	-2.1%	24.0%	-3.5%	-2.9%
For reimbursed Rx products ²	18.3%	0.4%	0.0%	-2.4%	18.3%	-2.4%	19.0%	0.8%	-0.9%
For nonreimbursed Rx products ³	21.1%	-0.2%	0.0%	1.1%	21.1%	1.1%	19.2%	-10.3%	-9.4%
For Non Rx products ⁴	27.3%	-0.3%	0.0%	-6.2%	27.3%	-6.2%	26.9%	-7.5%	-7.4%
Average pharmacy									
Number of patients in pharmacies	3 240	-9.5%	0.0%	-25.7%	3 240	-25.7%	44 100	0.0%	-5.6%
Total turnover (PLN thousand) ¹	214	-9.5%	0.0%	-13.4%	214	-13.4%	2 913	5.2%	11.3%

- Total pharmacy turnover cumulative in PLN million -

2021	Pharmacy market total ¹		Rx reimbursed prescriptions ²		Rx nonreimbursed prescriptions ³		Non Rx products ⁴	
	Total	Change vs 2020	Total	Change vs 2020	Total	Change vs 2020	Total	Change vs 2020
January	2 867	-16.3%	853	-23.0%	657	-14.5%	1 329	-12.4%
February								
March								
April								
May								
June								
July								
August								
September								
October								
November								
December								

Retail sales in PLN

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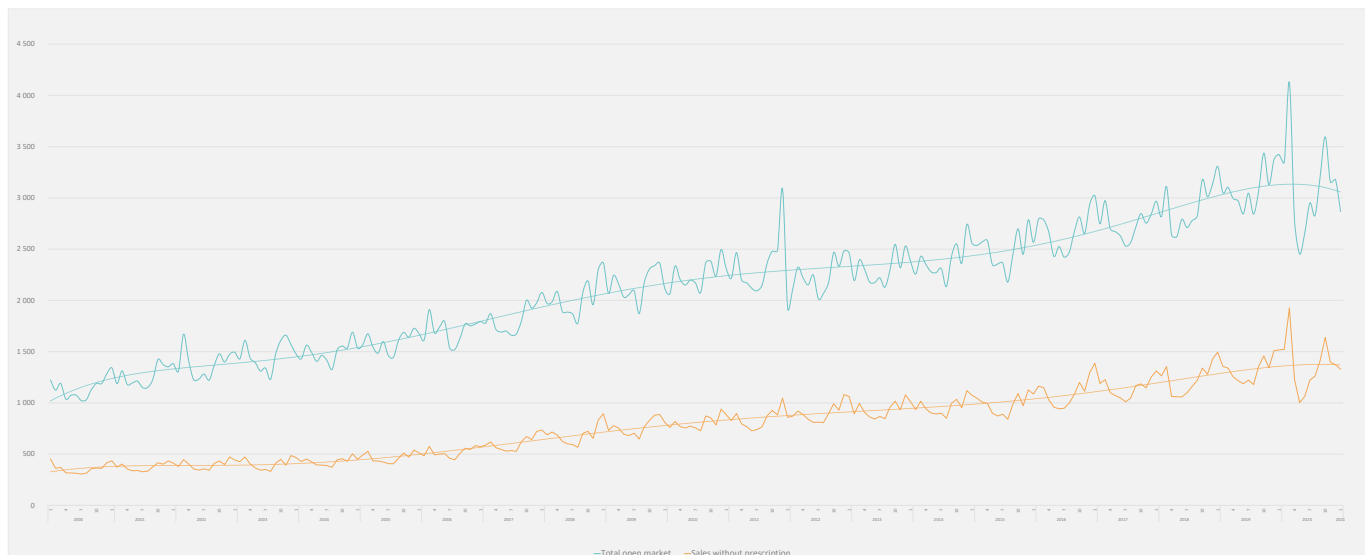
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 10 000 000 zł.



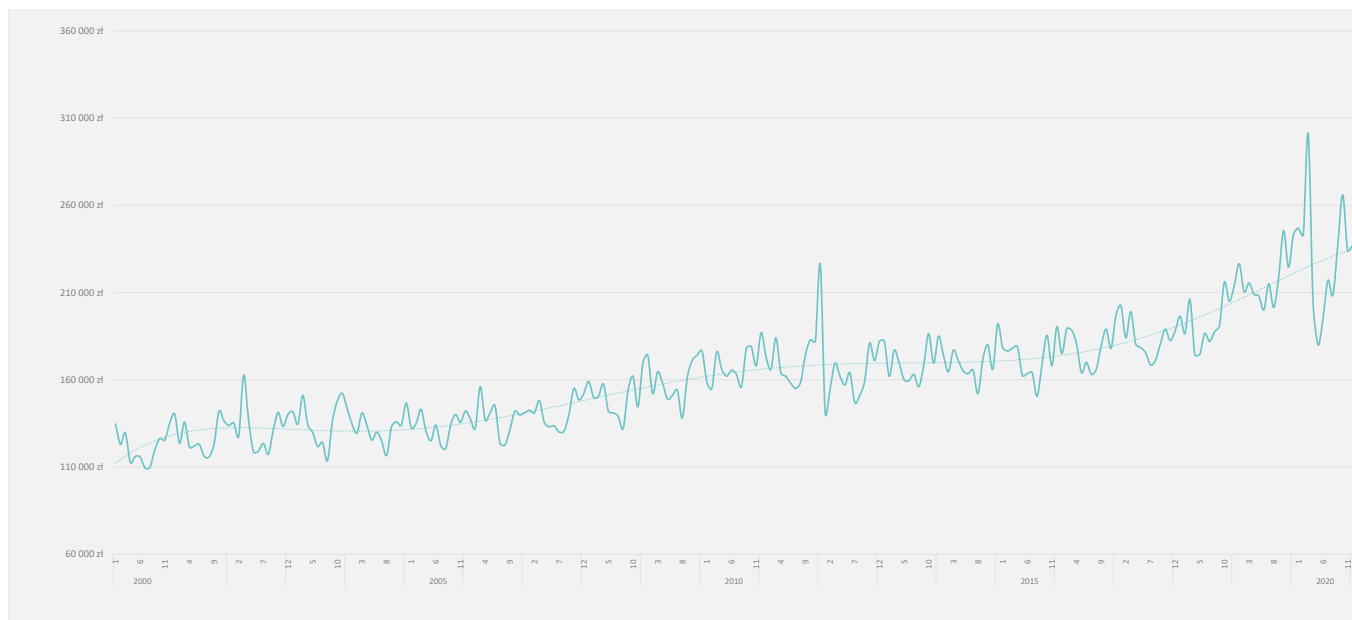
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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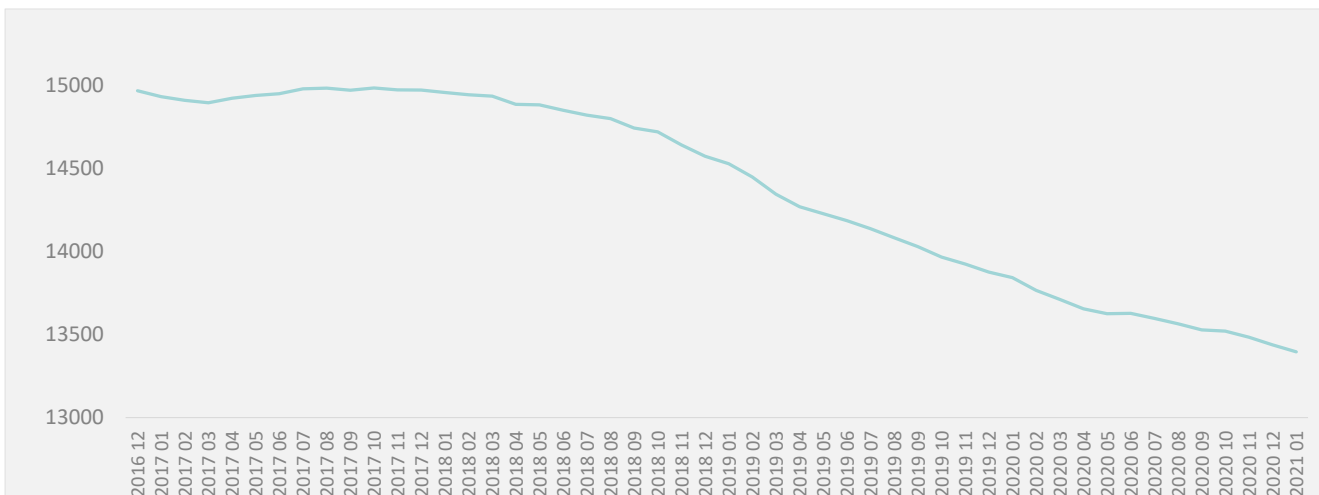
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PEX PharmaSequence monthly report - January 2021 average pharmacy

	January'21	YTD'2021	December'20	Change		January'20	Change		YTD'2020	Change	
				Value	%		Value	%		Value	%
Total turnover (thousand PLN)											
Total open market ¹	214	214	237	-22.5	-9.5%	247	-33.0	-13.4%	247	-33.0	-13.4%
Rx reimbursed ²	64	64	78	-14.6	-18.7%	80	-16.3	-20.4%	80	-16.3	-20.4%
Rx nonreimbursed ³	49	49	54	-5.2	-9.6%	55	-6.4	-11.5%	55	-6.4	-11.5%
Non Rx products ⁴	99	99	102	-2.9	-2.8%	109	-10.2	-9.4%	109	-10.2	-9.4%
Average price⁵ per pack (PLN)											
Total ¹	23.5	23.5	23.3	0.22	0.9%	22.0	1.6	7.1%	22.0	1.6	7.1%
For reimbursed Rx products ²	29.2	29.2	29.7	-0.5	-1.7%	28.5	0.6	2.2%	28.5	0.6	2.2%
For nonreimbursed products ³	29.8	29.8	29.5	0.2	0.8%	27.3	2.5	9.2%	27.3	2.5	9.2%
For Non Rx products ⁴	18.4	18.4	18.0	0.4	2.1%	17.1	1.2	7.1%	17.1	1.2	7.1%
Average mark-up*											
Total ¹	24.2%	24.22%	24.5%	-0.3%	-1.1%	24.7%	-0.5%	-2.1%	24.7%	-0.5%	-2.1%
For reimbursed Rx products ²	18%	18.3%	18.2%	0.1%	0.4%	18.8%	-0.4%	-2.4%	18.8%	-0.4%	-2.4%
For nonreimbursed Rx products ³	21%	21.1%	21.1%	0.0%	-0.2%	20.8%	0.2%	1.1%	20.8%	0.2%	1.1%
For Non Rx products ⁴	27%	27.3%	27.4%	-0.1%	-0.3%	29.1%	-1.8%	-6.2%	29.1%	-1.8%	-6.2%
Number of patients											
Total ¹	3 240	3 240	3 580	-340	-9.5%	4 360	-1120	-25.7%	4 360	-1120	-25.7%
For reimbursed Rx products ²	700	700	860	-160	-18.6%	980	-280	-28.6%	980	-280	-28.6%
For nonreimbursed Rx products ³	700	700	760	-60	-7.9%	890	-190	-21.3%	890	-190	-21.3%
For Non Rx products ⁴	2 640	2 640	2 880	-240	-8.3%	3 540	-900	-25.4%	3 540	-900	-25.4%
Number of pharmacies - summary[#]											
	13 395	13 395	13 437	-42	-0.3%	13 841	-404	-2.9%	13 841	-446	-3.2%

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

- Pharmacies on the open market -

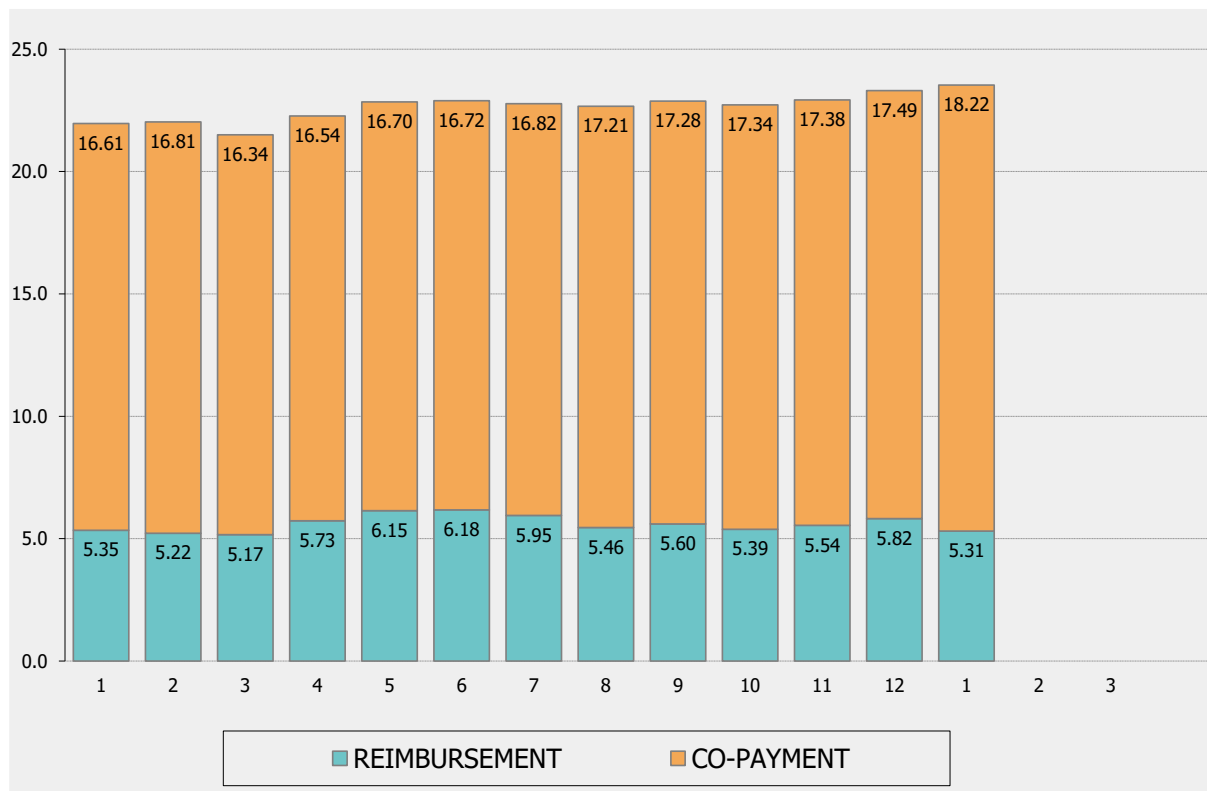


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Price

- 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 January 2021 saw sales go close to 2866.5m PLN. Value of sales compared to December 2020 fell by 556.6m PLN (-16.3%). Compared to December of 2020, sales fell by approximately 311.3m PLN (-9.8%).

Compared to the same period of 2020 the value of tracked segments fell for all monitored segments. Sales based on reimbursed prescriptions fell by 255.1m PLN (-23%), sales based on non-reimbursed prescriptions fell by 111.5m PLN (-14.5%), the non-prescription segment fell by 188m PLN (-12.4%).

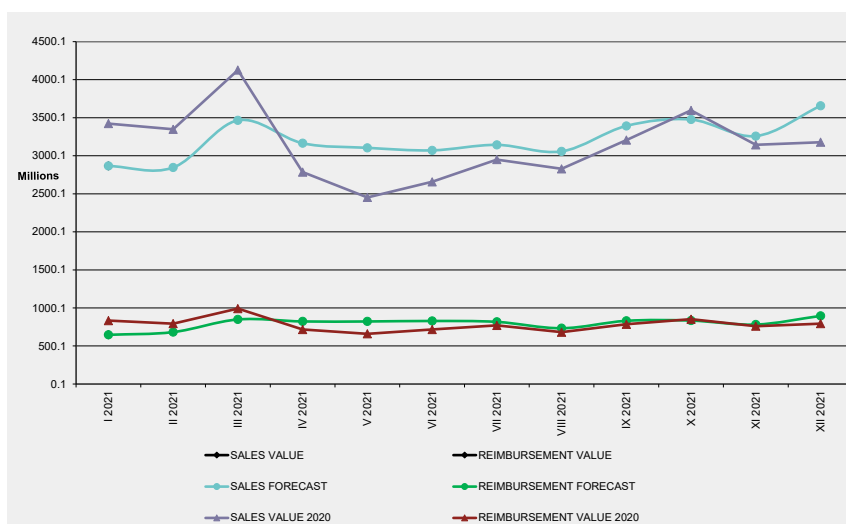
Compared to the previous month, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 199.5m PLN (-19%), value of non-reimbursed RX drugs fell by 72.1m PLN (-9.9%) and value of products sold without a prescriptions fell by 43m PLN (-3.1%).

The average retail drug price in January 2021 was 23.5 PLN and was 0.9% higher than the average price in the previous month, and 7.1% higher than the average price in January 2020. The average retail price of reimbursed prescription was 29.2PLN (+2.2% vs January 2020), 29.8PLN for non-reimbursed prescriptions (+9.2% vs January 2020) and 18.4PLN for products sold without a prescription (+7.1% vs January 2020).

Average pharmacy margin for all drugs in January 2021 was 24.2% and was lower by 2.1% than margin in the same period of 2020. Compared to December 2020, the average pharmacy margin was lower by 1.1%.

Drug reimbursement by the National Health Fund in January was in the amount 647m PLN, 22.3% less than in the same period of 2020. The level of patient copayment for reimbursed drugs in January was 22.6%, fell by 2.4p.p. compared to previous month.

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

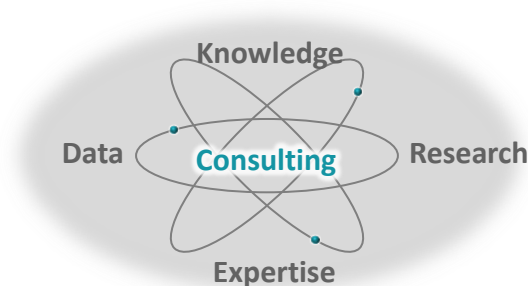


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About us

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 laptop with a bar chart. To its right is the text "www.pexps.pl more info". Below this is a small 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 19th of February 2021, prepared by Elżbieta Brzeźny, Analyst based on PEX PharmaSequence data.

