

PEX PharmaSequence monthly report - March 2021

Total open market (sell-out report)

	March 2021	Change in comparison to			Cumulative YTD		Forecast		
		February 2021	January 2021	March 2020	2021	Change vs 2020	2021	Change vs 2020	Change vs 2019
Total turnover (PLN million)									
Total open market ¹	3 531	19.6%	23.2%	-14.4%	9 351	-14.2%	38 896	3.2%	4.6%
Rx reimbursed ²	1 127	16.2%	32.1%	-15.1%	2 950	-15.6%	13 024	5.0%	2.9%
Rx nonreimbursed ³	859	0.9%	30.6%	1.2%	2 366	0.2%	8 745	3.5%	5.3%
Non Rx products ⁴	1 517	37.0%	14.1%	-21.3%	3 954	-20.4%	16 732	1.0%	5.1%
Reimbursement									
Reimbursement value (PLN million)	850	16.6%	31.3%	-14.3%	2 226	-15.0%	9 652	3.2%	1.6%
Reimbursement share In total turnover	24.1%	-2.5%	6.6%	0.2%	23.8%	-0.9%	24.8%	0.0%	-2.9%
Reimbursement share In reimbursed sales	74.1%	0.3%	-0.1%	0.4%	74.1%	0.4%	72.6%	-2.2%	-1.7%
Average price per pack (PLN)									
Total ¹	23.7	0.7%	0.7%	7.6%	22.2	3.7%	23.1	5.1%	8.8%
For reimbursed Rx products ²	29.6	1.4%	1.4%	1.4%	29.6	2.7%	30.3	2.0%	5.2%
For nonreimbursed Rx products ³	29.9	0.6%	0.6%	8.7%	30.1	9.2%	29.9	1.3%	11.3%
For Non Rx products ⁴	18.5	0.5%	0.5%	7.6%	18.4	11.0%	18.4	2.4%	7.9%
Average mark-up									
Total ¹	24.9%	1.0%	2.8%	-2.2%	24.6%	-2.0%	24.1%	-3.1%	-2.5%
For reimbursed Rx products ²	18.8%	0.8%	2.8%	-5.0%	18.6%	-3.3%	18.9%	0.3%	-1.4%
For nonreimbursed Rx products ³	22.7%	2.1%	7.7%	6.1%	22.1%	3.1%	19.8%	-7.3%	-6.4%
For Non Rx products ⁴	28.7%	-2.5%	4.9%	-4.4%	28.4%	-3.7%	27.3%	-6.2%	-6.2%
Average pharmacy									
Number of patients in pharmacies	3 960	16.5%	22.2%	-10.4%	10 600	-19.0%	35 430	-19.7%	-24.1%
Total turnover (PLN thousand) ¹	265	19.7%	23.6%	-12.1%	700	-11.6%	2 925	5.7%	11.8%

- 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 2020	Total	Change vs 2020	Total	Change vs 2020	Total	Change vs 2020
2021								
January	2 867	-16.3%	853	-23.0%	657	-14.5%	1 329	-12.4%
February	5 820	-14.1%	1 823	-15.9%	1 508	-0.3%	2 437	-19.8%
March	9 351	-14.2%	2 950	-15.6%	2 366	0.2%	3 954	-20.4%
April								
May								
June								
July								
August								
September								
October								
November								
December								

Retail sales in PLN

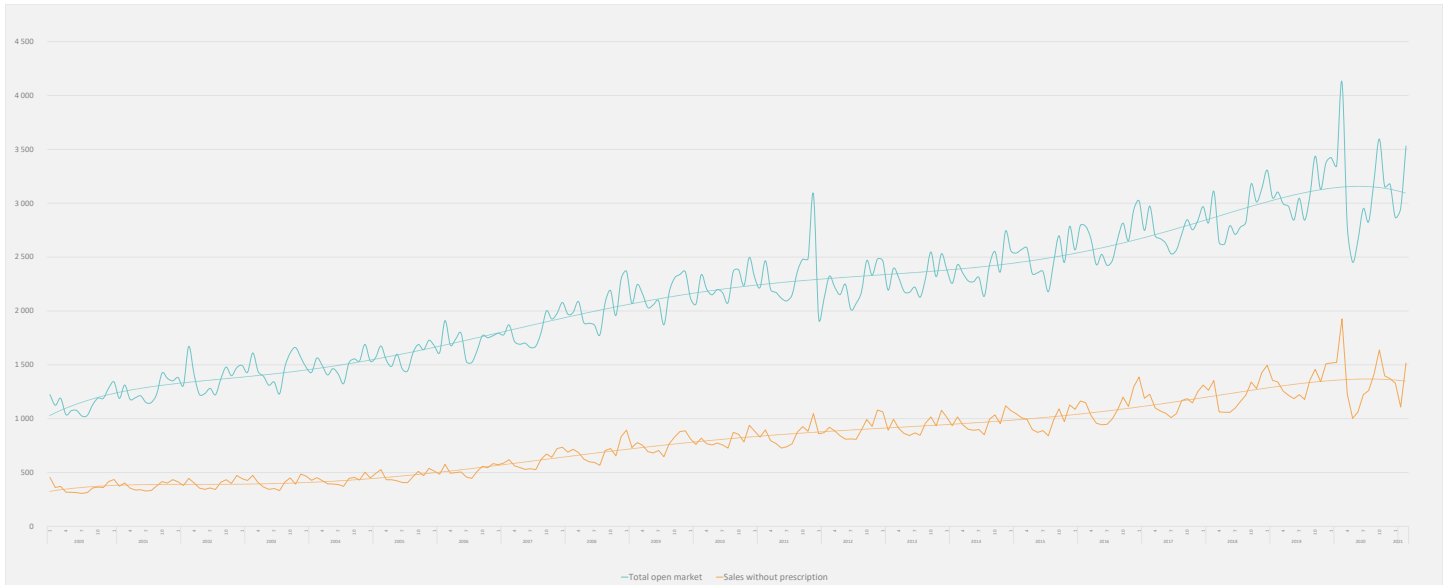
PEX PharmaSequence Sp. z o.o.,
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Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 12 200 000 zł.

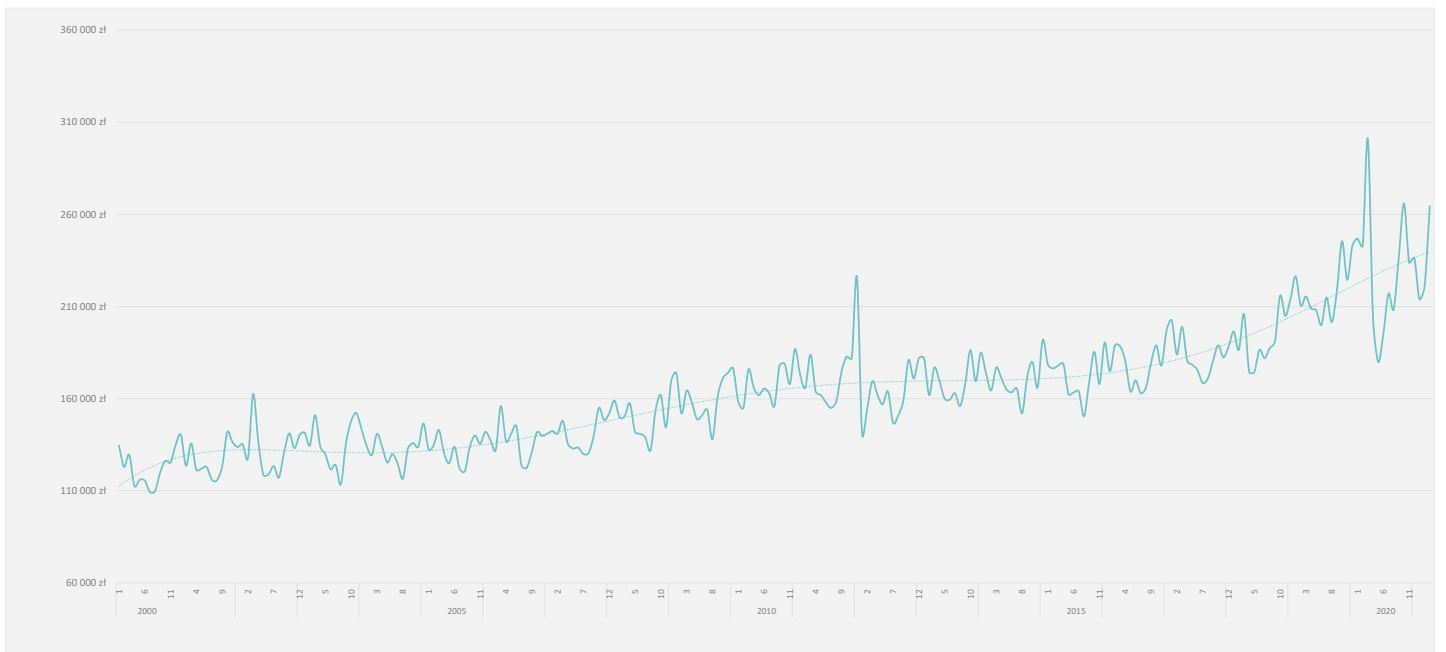
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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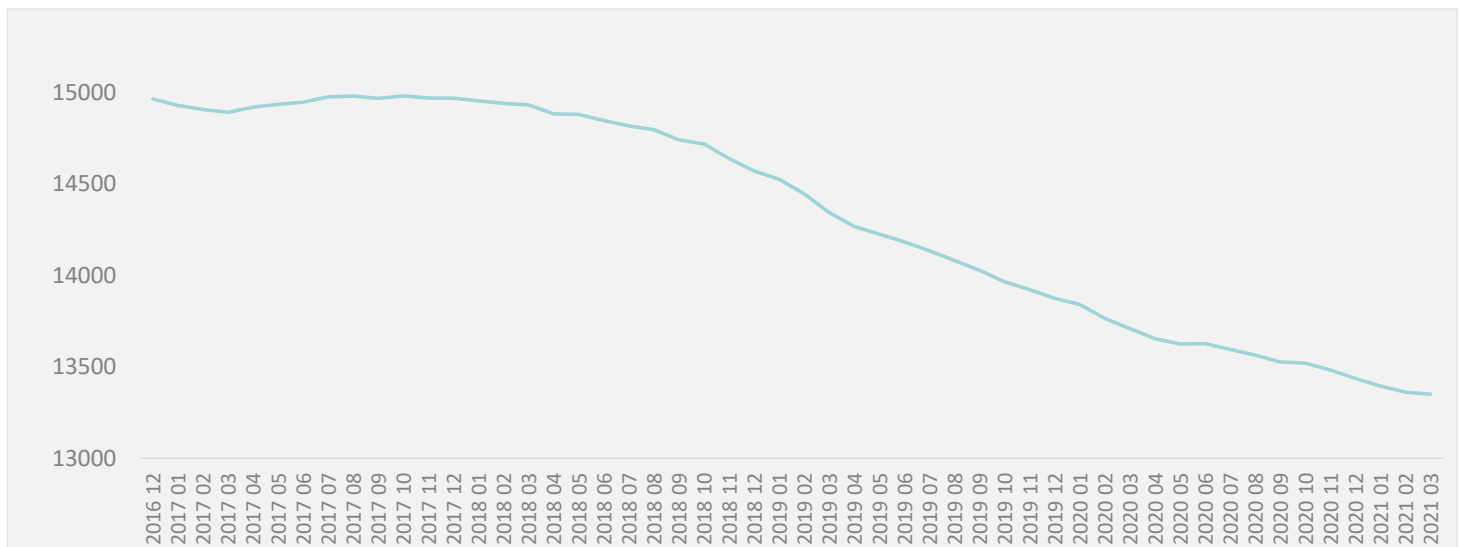
average pharmacy

	March'21	YTD'2021	February'20		Change		March'20		Change		YTD'2020	Change	
			Value	%	Value	%	Value	%	Value	%			
Total turnover (thousand PLN)													
Total open market ¹	265	700	221	43.5	19.7%	301	-36.5	-12.1%	791	-91.5	-11.6%		
Rx reimbursed ²	84	221	73	11.9	16.3%	97	-12.5	-12.9%	254	-33.1	-13.0%		
Rx nonreimbursed ³	64	177	64	0.6	1.0%	62	2.4	3.9%	171	5.7	3.3%		
Non Rx products ⁴	114	296	83	30.7	37.1%	141	-26.9	-19.1%	360	-64.7	-17.9%		
Average price⁵ per pack (PLN)													
Total ¹	23.7	23.6	23.7	-0.02	-0.1%	21.5	2.2	10.1%	21.8	1.8	8.3%		
For reimbursed Rx products ²	29.6	29.5	29.6	0.0	0.1%	28.8	0.8	2.7%	28.9	0.6	2.1%		
For nonreimbursed products ³	30.1	29.9	29.9	0.2	0.5%	27.6	2.5	9.2%	27.5	2.5	9.0%		
For Non Rx products ⁴	18.4	18.4	18.5	0.0	-0.1%	16.6	1.8	11.0%	17.0	1.5	8.6%		
Average mark-up*													
Total ¹	24.9%	24.59%	24.6%	0.2%	1.0%	25.4%	-0.6%	-2.2%	25.1%	-0.5%	-2.0%		
For reimbursed Rx products ²	19%	18.6%	18.7%	0.2%	0.8%	19.8%	-1.0%	-5.0%	19.2%	-0.6%	-3.2%		
For nonreimbursed Rx products ³	23%	22.0%	22.2%	0.5%	2.1%	21.4%	1.3%	6.1%	21.4%	0.6%	2.8%		
For Non Rx products ⁴	29%	28.5%	29.4%	-0.7%	-2.5%	30.0%	-1.3%	-4.4%	29.5%	-1.0%	-3.5%		
Number of patients													
Total ¹	3 960	10 600	3 400	560	16.5%	4 420	-460	-10.4%	13 090	-2490	-19.0%		
For reimbursed Rx products ²	930	2 440	810	120	14.8%	1 010	-80	-7.9%	2 940	-500	-17.0%		
For nonreimbursed Rx products ³	870	2 300	730	140	19.2%	890	-20	-2.2%	2 650	-350	-13.2%		
For Non Rx products ⁴	3 220	8 590	2 730	490	17.9%	3 690	-470	-12.7%	10 760	-2170	-20.2%		
Number of pharmacies - summary[#]													
	13 350	13 369	13 362	-12	-0.1%	13 710	-348	-2.5%	13 772	-403	-2.9%		

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

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

- Pharmacies on the open market -



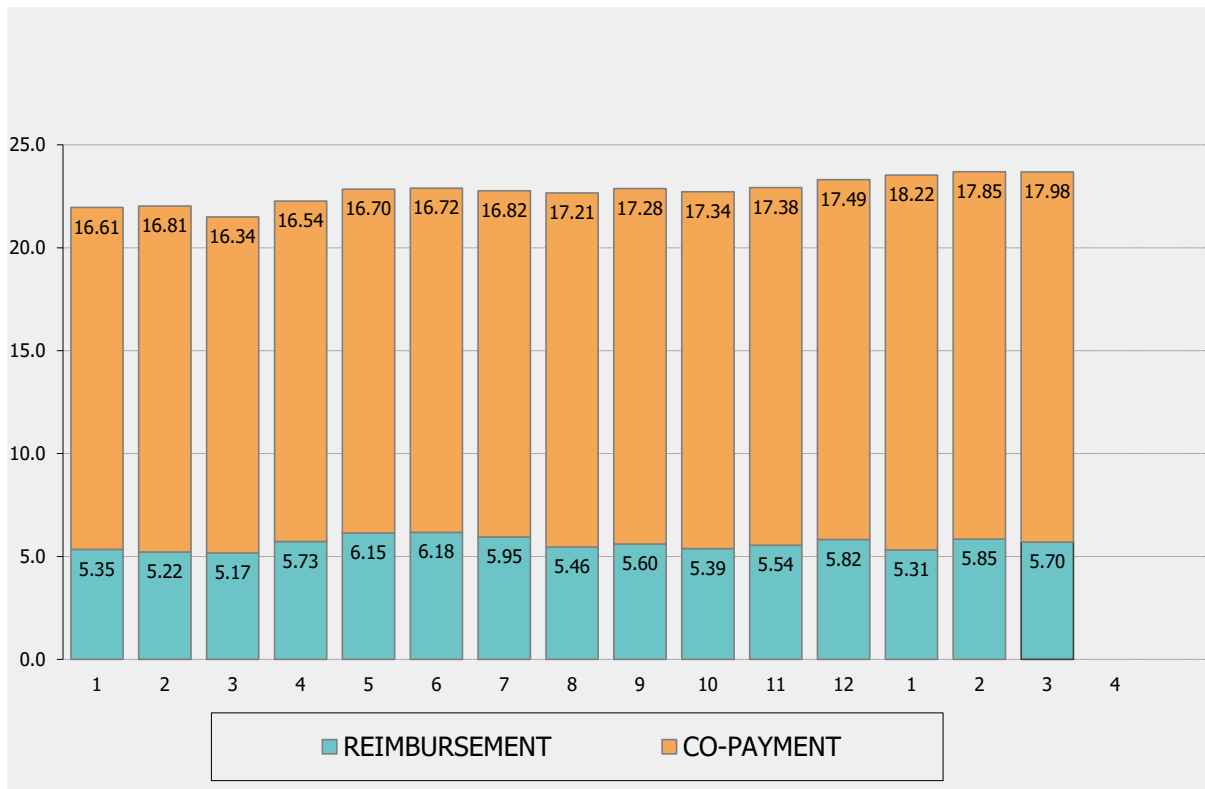
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Price

- 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 Kamssoft (Omnibus) – they make up 97% of the pharmacy market.

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PEX PharmaSequence commentary

The pharmacy market in March 2021 saw sales go close to 3531.1m PLN. Value of sales compared to February 2021 fell by 595.6m PLN (-14.4%). Compared to February of 2021, sales grew by approximately 578.1m PLN (+19.6%).

Compared to the same period of 2020 the value of tracked segments grew for one monitored segments. Sales based on reimbursed prescriptions fell by 201.1m PLN (-15.1%), sales based on non-reimbursed prescriptions grew by 10.1m PLN (+1.2%), the non-prescription segment fell by 409.5m PLN (-21.3%).

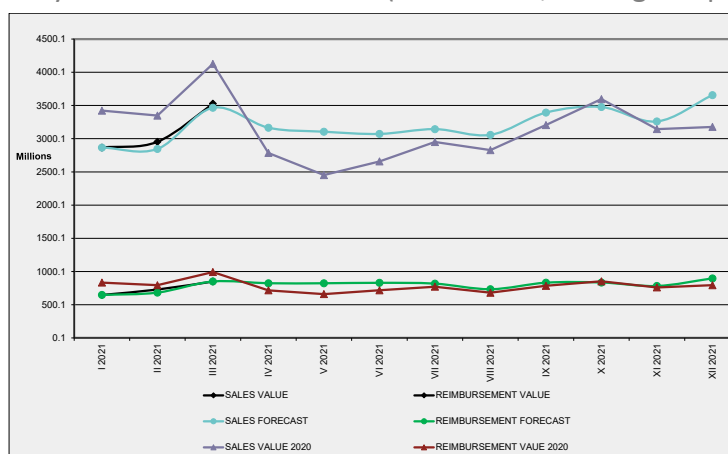
Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 157.4m PLN (+16.2%), value of non-reimbursed RX drugs grew by 7.8m PLN (+0.9%) and value of products sold without a prescriptions grew by 409.5m PLN (+37%).

The average retail drug price in March 2021 was 23.7 PLN and was 0.1% lower than the average price in the previous month, and 10.1% higher than the average price in March 2020. The average retail price of reimbursed prescription was 29.6PLN (+2.7% vs March 2020), 30.1PLN for non-reimbursed prescriptions (+9.2% vs March 2020) and 18.4PLN for products sold without a prescription (+11% vs March 2020).

Average pharmacy margin for all drugs in March 2021 was 24.9% and was lower by 2.2% than margin in the same period of 2020. Compared to February 2021, the average pharmacy margin was higher by 1%.

Drug reimbursement by the National Health Fund in March was in the amount 850m PLN, 14.3% less than in the same period of 2020. The level of patient copayment for reimbursed drugs in March was 24.1%, fell by 0.6p.p. compared to previous month.

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

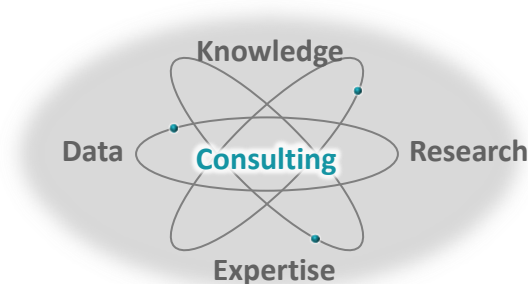


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About us

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's head with three question marks above it. To its right is the text "Ask us a question:", "solutions_by_pex@pexps.pl", and "22 886 47 15".

Published on the 21st of April 2021, prepared by Elżbieta Brzeźny, Analyst based on PEX PharmaSequence data.

