

## PEX PharmaSequence monthly report - April 2021

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

	April 2021	Change in comparison to			Cumulative YTD		Forecast		
		March 2021	January 2021	April 2020	2021	Change vs 2020	2021	Change vs 2020	Change vs 2019
<b>Total turnover (PLN million)</b>									
Total open market <sup>1</sup>	<b>3 288</b>	-6.9%	14.7%	18.0%	12 638	-7.6%	39 015	3.5%	5.0%
Rx reimbursed <sup>2</sup>	<b>1 073</b>	-4.8%	25.8%	14.1%	4 023	-9.3%	13 037	5.2%	3.0%
Rx nonreimbursed <sup>3</sup>	<b>814</b>	-5.2%	23.8%	37.7%	3 180	7.7%	8 760	3.7%	5.5%
Non Rx products <sup>4</sup>	<b>1 372</b>	-9.6%	3.2%	11.7%	5 326	-14.0%	16 836	1.7%	5.8%
<b>Reimbursement</b>									
Reimbursement value (PLN million)	<b>813</b>	-4.4%	25.6%	13.4%	3 039	-8.9%	9 640	3.0%	1.5%
Reimbursement share In total turnover	<b>24.7%</b>	2.7%	9.5%	-3.9%	24.0%	-1.3%	24.7%	-0.4%	-3.3%
Reimbursement share In reimbursed sales	<b>74.4%</b>	0.4%	0.3%	-0.6%	74.2%	0.2%	72.5%	-2.4%	-1.9%
<b>Average price per pack (PLN)</b>									
Total <sup>1</sup>	<b>23.9</b>	1.1%	1.8%	7.5%	22.2	3.7%	23.0	4.6%	8.3%
For reimbursed Rx products <sup>2</sup>	<b>30.0</b>	1.2%	2.7%	3.9%	30.0	3.9%	30.5	2.7%	5.9%
For nonreimbursed Rx products <sup>3</sup>	<b>30.5</b>	1.2%	2.4%	10.8%	30.5	10.8%	29.8	0.8%	10.7%
For Non Rx products <sup>4</sup>	<b>18.4</b>	0.0%	0.4%	9.0%	18.4	9.0%	18.4	2.3%	7.8%
<b>Average mark-up</b>									
Total <sup>1</sup>	<b>24.5%</b>	-1.5%	1.3%	0.0%	24.6%	-1.7%	24.1%	-3.0%	-2.4%
For reimbursed Rx products <sup>2</sup>	<b>18.3%</b>	-2.7%	0.1%	-1.3%	18.5%	-3.0%	18.9%	-0.1%	-1.7%
For nonreimbursed Rx products <sup>3</sup>	<b>21.9%</b>	-3.3%	4.1%	5.0%	22.0%	3.5%	20.1%	-6.1%	-5.1%
For Non Rx products <sup>4</sup>	<b>28.7%</b>	0.3%	5.2%	0.3%	28.5%	-2.9%	27.5%	-5.4%	-5.4%
<b>Average pharmacy</b>									
Number of patients in pharmacies	<b>3 490</b>	-11.9%	7.7%	19.1%	14 090	-12.0%	31 010	-29.7%	-33.6%
Total turnover (PLN thousand) <sup>1</sup>	<b>247</b>	-6.8%	15.2%	20.8%	946	-4.9%	2 934	6.0%	12.1%

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

2021	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 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	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	12 638	-7.6%	4 023	-9.3%	3 180	7.7%	5 326	-14.0%
May								
June								
July								
August								
September								
October								
November								
December								

#### Retail sales in PLN

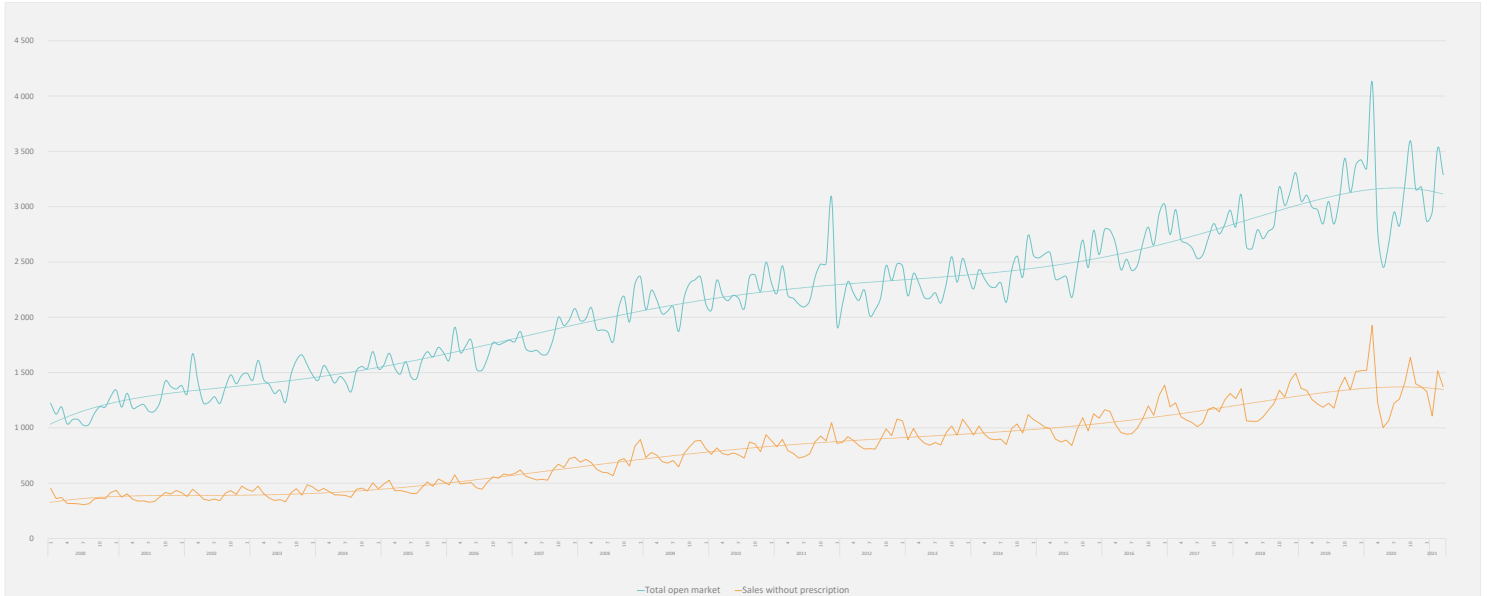
PEX PharmaSequence Sp. z o.o.,  
 ul. Kłobucka 23, 02-699 Warszawa  
 tel. 022-886-47-15, fax. 022-638-21-29  
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 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 12 200 000 zł.

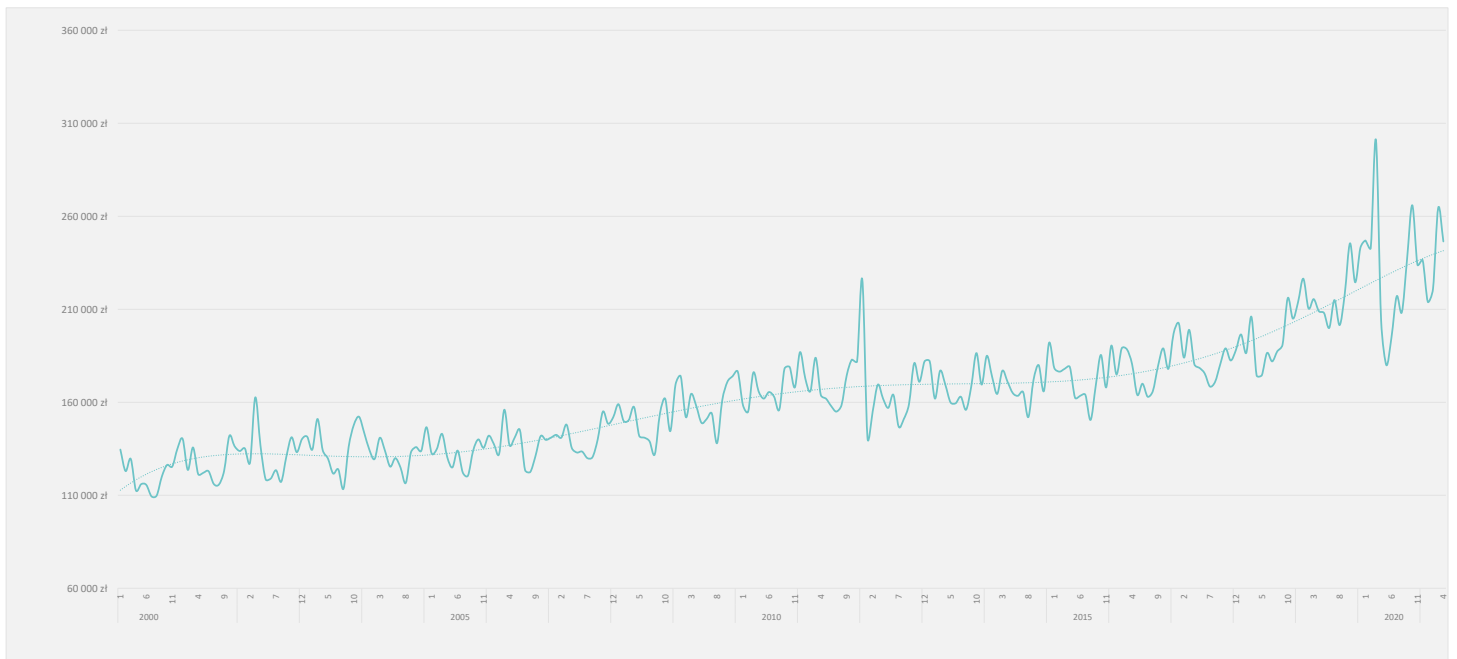
# PEX PharmaSequence monthly report - April 2021

## 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 - April 2021

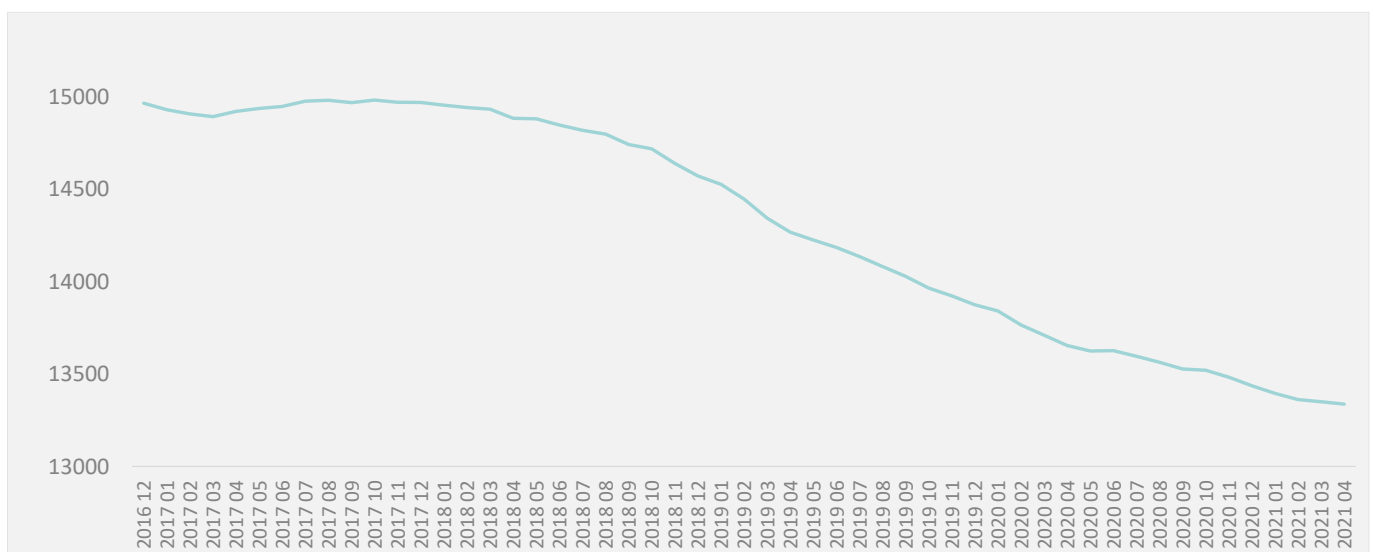
### average pharmacy

	April'21	YTD'2021	March'20	Change		April'20	Change		YTD'2020	Change	
				Value	%		Value	%		Value	%
<b>Total turnover (thousand PLN)</b>											
Total open market <sup>1</sup>	247	946	265	-18.0	-6.8%	204	42.5	20.8%	995	-49.0	-4.9%
Rx reimbursed <sup>2</sup>	80	301	84	-3.9	-4.7%	69	11.6	16.8%	323	-21.5	-6.7%
Rx nonreimbursed <sup>3</sup>	61	238	64	-3.3	-5.1%	43	17.8	41.0%	215	23.5	10.9%
Non Rx products <sup>4</sup>	103	399	114	-10.8	-9.5%	90	12.9	14.4%	450	-51.8	-11.5%
<b>Average price<sup>5</sup> per pack (PLN)</b>											
Total <sup>1</sup>	23.9	23.7	23.7	0.26	1.1%	22.3	1.7	7.5%	21.9	1.8	8.1%
For reimbursed Rx products <sup>2</sup>	30.0	29.6	29.6	0.3	1.2%	28.8	1.1	3.9%	28.9	0.7	2.5%
For nonreimbursed products <sup>3</sup>	30.5	30.1	30.1	0.4	1.2%	27.5	3.0	10.8%	27.5	2.6	9.5%
For Non Rx products <sup>4</sup>	18.4	18.4	18.4	0.0	0.0%	16.9	1.5	9.0%	17.0	1.5	8.7%
<b>Average mark-up*</b>											
Total <sup>1</sup>	24.5%	24.57%	24.9%	-0.4%	-1.5%	24.5%	0.0%	0.0%	25.0%	-0.4%	-1.5%
For reimbursed Rx products <sup>2</sup>	18%	18.5%	18.8%	-0.5%	-2.7%	18.6%	-0.2%	-1.3%	19.1%	-0.5%	-2.7%
For nonreimbursed Rx products <sup>3</sup>	22%	22.0%	22.7%	-0.8%	-3.3%	20.9%	1.0%	5.0%	21.3%	0.7%	3.3%
For Non Rx products <sup>4</sup>	29%	28.5%	28.7%	0.1%	0.3%	28.6%	0.1%	0.3%	29.3%	-0.7%	-2.5%
<b>Number of patients</b>											
Total <sup>1</sup>	3 490	14 090	3 960	-470	-11.9%	2 930	560	19.1%	16 020	-1930	-12.0%
For reimbursed Rx products <sup>2</sup>	850	3 290	930	-80	-8.6%	680	170	25.0%	3 620	-330	-9.1%
For nonreimbursed Rx products <sup>3</sup>	810	3 110	870	-60	-6.9%	600	210	35.0%	3 250	-140	-4.3%
For Non Rx products <sup>4</sup>	2 840	11 430	3 220	-380	-11.8%	2 440	400	16.4%	13 200	-1770	-13.4%
<b>Number of pharmacies - summary<sup>#</sup></b>											
	13 337	13 361	13 350	-13	-0.1%	13 654	-304	-2.2%	13 743	-382	-2.8%

\*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 -



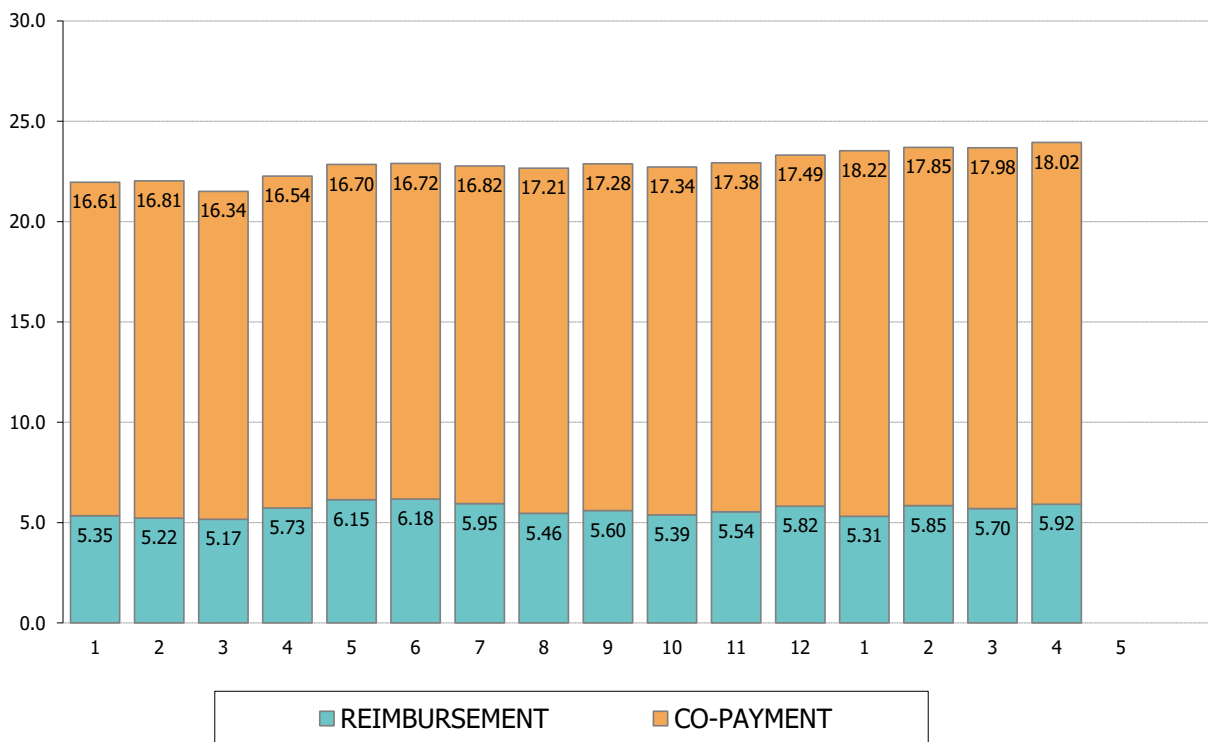
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## Price

- 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 commentary

**The pharmacy market in April 2021** saw sales go close to 3287.6m PLN. Value of sales compared to March 2021 grew by 502.2m PLN (+18%). Compared to March of 2021, sales fell by approximately 243.5m PLN (-6.9%).

**Compared to the same period of 2020** the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 132.6m PLN (+14.1%), sales based on non-reimbursed prescriptions grew by 223m PLN (+37.7%), the non-prescription segment grew by 143.7m PLN (+11.7%).

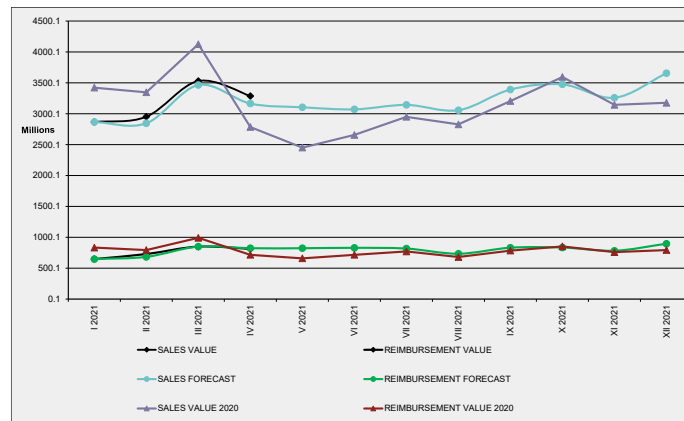
**Compared to the previous month**, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 53.8m PLN (-4.8%), value of non-reimbursed RX drugs fell by 44.6m PLN (-5.2%) and value of products sold without a prescriptions fell by 145.1m PLN (-9.6%).

**The average retail drug price in April 2021** was 23.9 PLN and was 1.1% higher than the average price in the previous month, and 7.5% higher than the average price in April 2020. The average retail price of reimbursed prescription was 30PLN (+3.9% vs April 2020), 30.5PLN for non-reimbursed prescriptions (+10.8% vs April 2020) and 18.4PLN for products sold without a prescription (+9% vs April 2020).

**Average pharmacy margin** for all drugs in April 2021 was 24.5% and was the same as margin in the same period of 2020. Compared to March 2021, the average pharmacy margin was lower by 1.5%.

**Drug reimbursement by the National Health Fund** in April was in the amount 812m PLN, 13.4% less than in the same period of 2020. The level of patient copayment for reimbursed drugs in April was 24.7%, grew by 0.6p.p. compared to previous month.

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

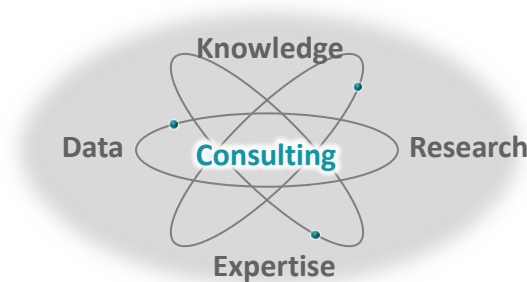


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### About us

**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!

 [www.pexps.pl](http://www.pexps.pl) more info

 Ask us a question:  
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Published on the 24<sup>th</sup> of May 2021, prepared by Elżbieta Brzeźny, Analyst based on PEX PharmaSequence data.

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