



PEX PharmaSequence monthly report - May 2021

Total open market (sell-out report)

	May 2021	Change in comparison to			Cumulative YTD		Forecast		
		April 2021	January 2021	May 2020	2021	Change vs 2020	2021	Change vs 2020	Change vs 2019
Total turnover (PLN million)									
Total open market ¹	3 127	-4.9%	9.1%	27.5%	15 766	-2.3%	38 999	3.4%	4.9%
Rx reimbursed ²	1 022	-4.8%	19.8%	18.1%	5 044	-4.9%	13 006	4.9%	2.7%
Rx nonreimbursed ³	793	-2.6%	20.6%	41.2%	3 973	13.1%	8 739	3.5%	5.2%
Non Rx products ⁴	1 285	-6.4%	-3.3%	28.1%	6 610	-8.1%	16 909	2.1%	6.2%
Reimbursement									
Reimbursement value (PLN million)	768	-5.5%	18.7%	16.5%	3 807	-4.7%	9 575	2.3%	0.8%
Reimbursement share In total turnover	24.6%	-0.6%	8.8%	-8.7%	24.2%	-2.5%	24.6%	-1.1%	-3.9%
Reimbursement share In reimbursed sales	73.7%	-0.9%	-0.7%	-1.6%	74.1%	-0.1%	72.3%	-2.7%	-2.2%
Average price per pack (PLN)									
Total ¹	24.0	0.1%	1.9%	4.9%	22.3	3.6%	22.8	3.9%	7.5%
For reimbursed Rx products ²	29.7	-1.0%	1.7%	2.6%	29.7	2.6%	30.4	2.5%	5.6%
For nonreimbursed Rx products ³	30.4	-0.1%	2.3%	7.5%	30.4	7.5%	29.8	0.8%	10.7%
For Non Rx products ⁴	18.6	0.8%	1.2%	7.1%	18.6	7.1%	18.4	2.3%	7.8%
Average mark-up									
Total ¹	24.4%	-0.6%	0.7%	2.7%	24.2%	-2.4%	24.5%	-1.3%	-0.6%
For reimbursed Rx products ²	18.4%	0.2%	0.3%	-1.1%	18.8%	-1.0%	18.5%	-2.0%	-3.6%
For nonreimbursed Rx products ³	22.1%	0.7%	4.8%	4.2%	20.4%	-3.9%	22.0%	3.0%	4.0%
For Non Rx products ⁴	28.2%	-1.7%	3.4%	4.2%	27.7%	-4.6%	28.4%	-2.2%	-2.1%
Average pharmacy									
Number of patients in pharmacies	3 550	1.7%	9.6%	26.8%	17 640	-6.3%	28 080	-36.3%	-39.9%
Total turnover (PLN thousand) ¹	235	-4.7%	9.8%	30.6%	1 181	0.5%	2 935	6.0%	12.1%

- 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	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	15 766	-2.3%	5 044	-4.9%	3 973	13.1%	6 610	-8.1%
June								
July								
August								
September								
October								
November								
December								

Retail sales in PLN

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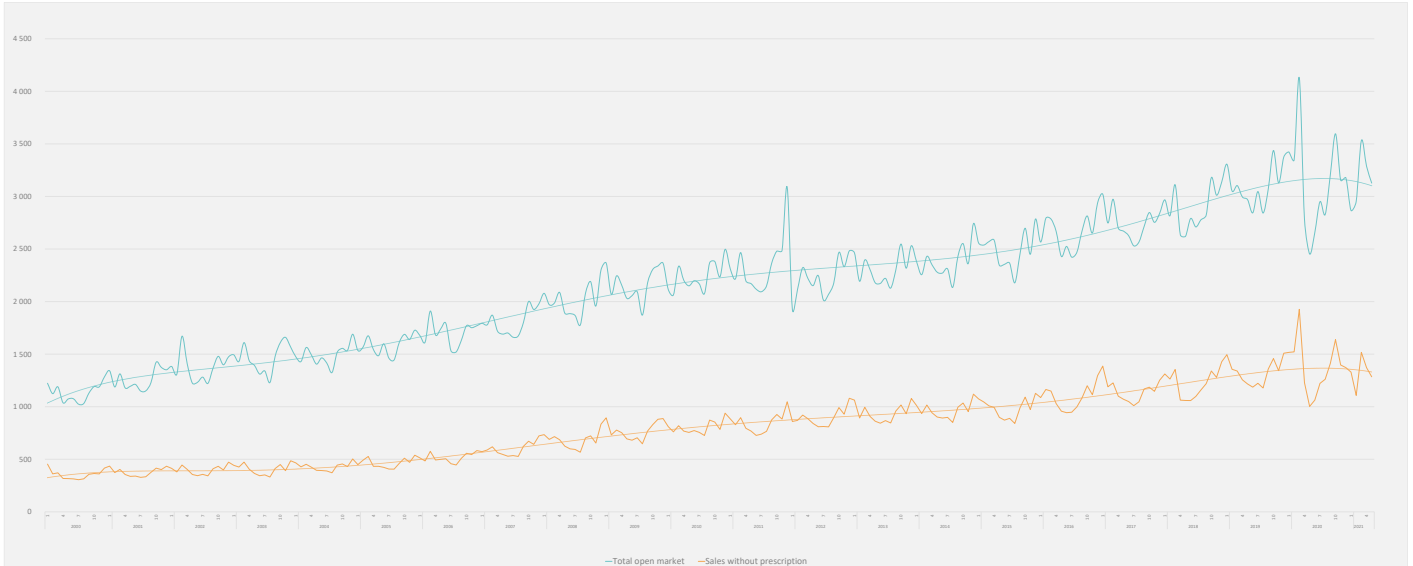
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 12 200 000 zł.



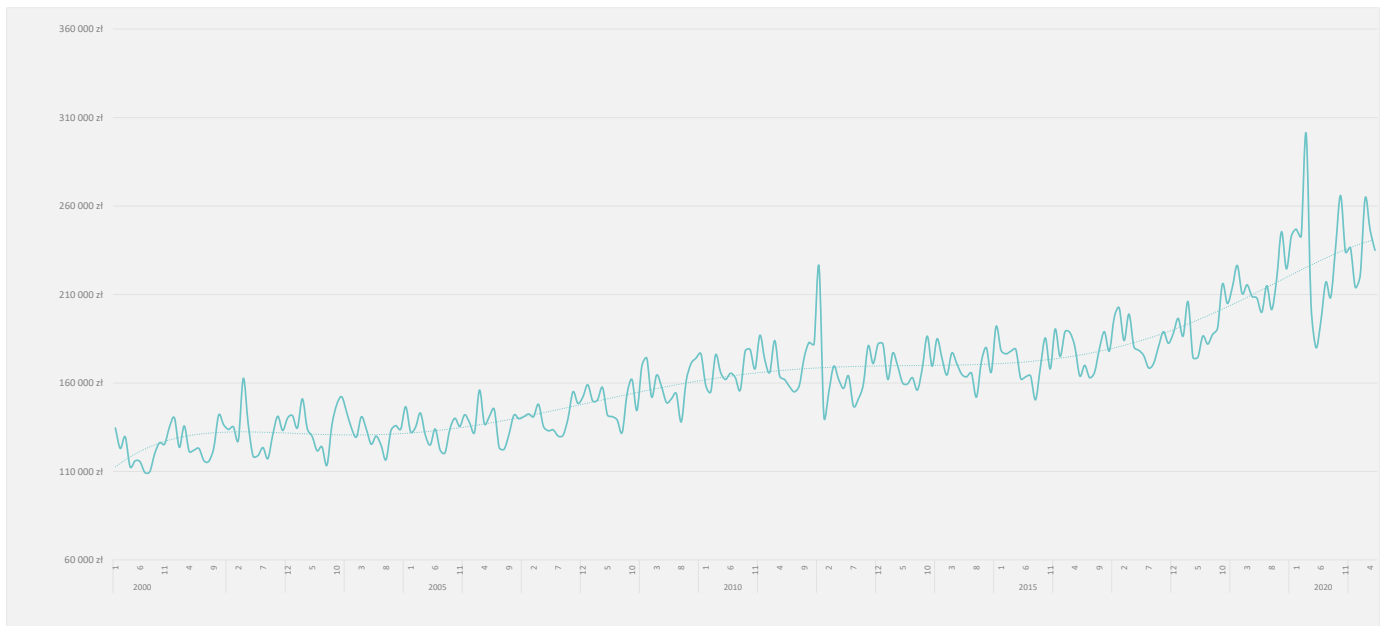
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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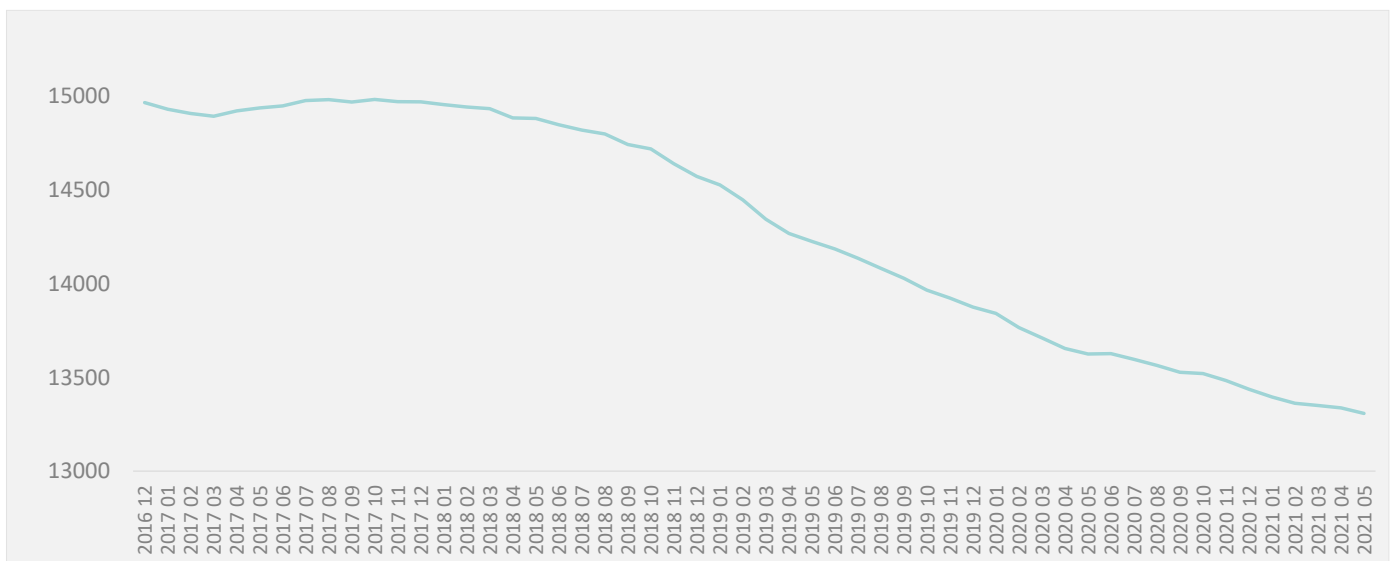
average pharmacy

	May'21	YTD'2021	April'20		Change			May'20	Change		YTD'2020	Change	
			Value	%	Value	%	Value		%	Value		%	
Total turnover (thousand PLN)													
Total open market ¹	235	1 181	247	-11.5	-4.7%	180	55.0	30.6%	1 175	6.0	0.5%		
Rx reimbursed ²	77	378	80	-3.7	-4.6%	64	13.3	20.9%	386	-8.2	-2.1%		
Rx nonreimbursed ³	60	298	61	-1.4	-2.4%	41	18.4	44.5%	256	41.8	16.3%		
Non Rx products ⁴	97	495	103	-6.3	-6.2%	74	22.9	31.2%	524	-28.8	-5.5%		
Average price⁵ per pack (PLN)													
Total ¹	24.0	23.8	23.9	0.03	0.1%	22.8	1.1	4.9%	22.1	1.6	7.4%		
For reimbursed Rx products ²	29.7	29.6	30.0	-0.3	-1.0%	28.9	0.7	2.6%	28.9	0.7	2.5%		
For nonreimbursed products ³	30.4	30.1	30.5	0.0	-0.1%	28.3	2.1	7.5%	27.6	2.5	9.1%		
For Non Rx products ⁴	18.6	18.5	18.4	0.1	0.8%	17.4	1.2	7.1%	17.0	1.4	8.3%		
Average mark-up*													
Total ¹	24.4%	24.53%	24.5%	-0.1%	-0.6%	23.7%	0.7%	2.7%	24.7%	-0.2%	-0.7%		
For reimbursed Rx products ²	18%	18.5%	18.3%	0.0%	0.2%	18.6%	-0.2%	-1.1%	19.0%	-0.5%	-2.4%		
For nonreimbursed Rx products ³	22%	22.0%	21.9%	0.1%	0.7%	21.2%	0.9%	4.2%	21.2%	0.7%	3.5%		
For Non Rx products ⁴	28%	28.5%	28.7%	-0.5%	-1.7%	27.1%	1.1%	4.2%	28.8%	-0.4%	-1.3%		
Number of patients													
Total ¹	3 550	17 640	3 490	60	1.7%	2 800	750	26.8%	18 820	-1180	-6.3%		
For reimbursed Rx products ²	860	4 150	850	10	1.2%	610	250	41.0%	4 230	-80	-1.9%		
For nonreimbursed Rx products ³	780	3 890	810	-30	-3.7%	580	200	34.5%	3 830	60	1.6%		
For Non Rx products ⁴	2 830	14 260	2 840	-10	-0.4%	2 280	550	24.1%	15 480	-1220	-7.9%		
Number of pharmacies - summary[#]													
	13 308	13 350	13 337	-29	-0.2%	13 625	-288	-2.1%	13 719	-369	-2.7%		

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

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

- Pharmacies on the open market -

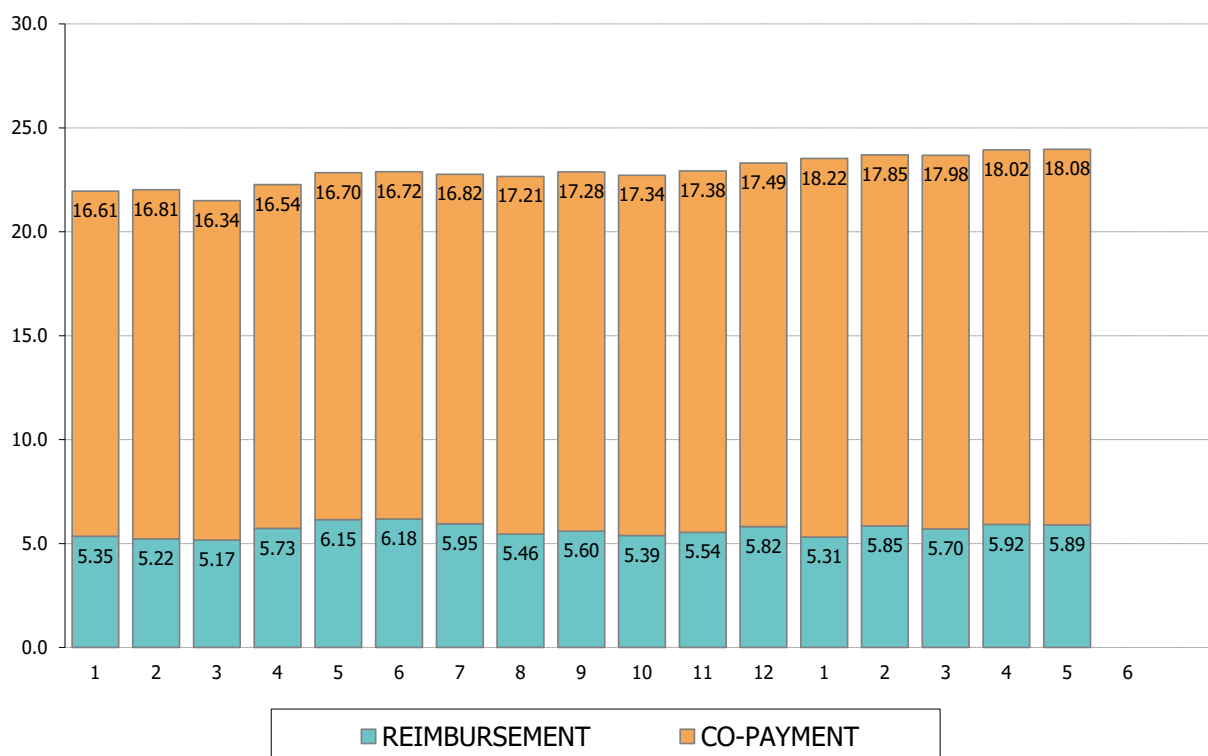


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Price

- 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 May 2021 saw sales go close to 3127.4m PLN. Value of sales compared to April 2021 grew by 674.9m PLN (+27.5%). Compared to April of 2021, sales fell by approximately 160.2m PLN (-4.9%).

Compared to the same period of 2020 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 156.5m PLN (+18.1%), sales based on non-reimbursed prescriptions grew by 231.1m PLN (+41.2%), the non-prescription segment grew by 281.9m PLN (+28.1%).

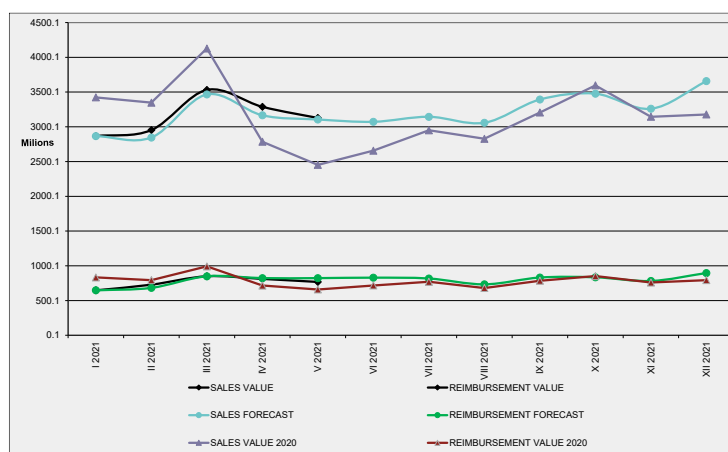
Compared to the previous month, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 51.5m PLN (-4.8%), value of non-reimbursed RX drugs fell by 21.1m PLN (-2.6%) and value of products sold without a prescriptions fell by 87.3m PLN (-6.4%).

The average retail drug price in May 2021 was 24 PLN and was 0.1% higher than the average price in the previous month, and 4.9% higher than the average price in May 2020. The average retail price of reimbursed prescription was 29.7PLN (+2.6% vs May 2020), 30.4PLN for non-reimbursed prescriptions (+7.5% vs May 2020) and 18.6PLN for products sold without a prescription (+7.1% vs May 2020).

Average pharmacy margin for all drugs in May 2021 was 24.4% and was higher by 2.7% than margin in the same period of 2020. Compared to April 2021, the average pharmacy margin was lower by 0.6%.

Drug reimbursement by the National Health Fund in May was in the amount 768m PLN, 16.5% less than in the same period of 2020. The level of patient copayment for reimbursed drugs in May was 24.6%, fell by 0.2p.p. compared to previous month.

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

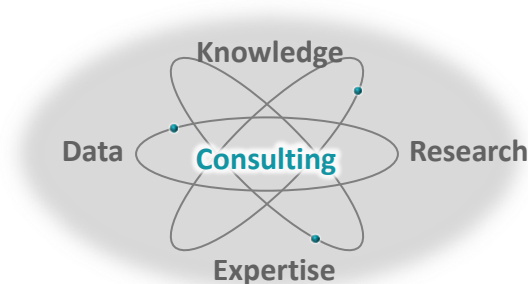


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About us

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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