

PEX PharmaSequence monthly report - February 2022

Total open market (sell-out report)

	February 2022	Change in comparison to			Cumulative YTD		Forecast		
		January 2022	January 2022	February 2021	2022	Change vs 2021	2022	Change vs 2021	Change vs 2020
Total turnover (PLN million)									
Total open market ¹	3 482	-4.3%	-4.3%	17.9%	7 121	22.4%	41 776	3.0%	10.8%
Rx reimbursed ²	1 041	2.9%	2.9%	7.4%	2 053	12.6%	12 778	0.0%	3.1%
Rx nonreimbursed ³	871	-0.7%	-0.7%	2.4%	1 749	16.0%	10 256	1.0%	21.4%
Non Rx products ⁴	1 539	-10.4%	-10.4%	39.0%	3 256	33.6%	18 376	6.2%	11.0%
Reimbursement									
Reimbursement value (PLN million)	780	2.0%	2.0%	7.0%	1 545	12.3%	9 743	1.4%	4.1%
Reimbursement share In total turnover	22.4%	6.7%	6.7%	-9.2%	21.7%	-8.3%	23.3%	-1.5%	-6.0%
Reimbursement share In reimbursed sales	73.6%	-0.5%	-0.5%	-0.4%	73.8%	-0.4%	74.9%	1.4%	0.8%
Average price per pack (PLN)									
Total ¹	24.6	1.1%	1.1%	3.8%	24.1	9.2%	24.4	1.7%	8.6%
For reimbursed Rx products ²	30.3	1.3%	1.3%	2.4%	30.0	1.3%	30.8	3.0%	6.0%
For nonreimbursed Rx products ³	31.9	1.6%	1.6%	6.4%	30.9	3.3%	31.6	2.8%	10.6%
For Non Rx products ⁴	19.6	-1.3%	-1.3%	6.2%	19.0	2.8%	19.1	1.5%	10.0%
Average mark-up									
Total ¹	25.4%	-0.5%	-0.5%	2.9%	25.4%	4.1%	24.8%	-0.7%	-0.2%
For reimbursed Rx products ²	18.3%	3.4%	3.4%	-1.8%	18.0%	-2.5%	18.6%	0.8%	-1.7%
For nonreimbursed Rx products ³	22.5%	3.7%	3.7%	1.1%	22.1%	1.6%	20.9%	-7.5%	-2.1%
For Non Rx products ⁴	29.7%	1.6%	1.6%	1.1%	29.5%	4.3%	28.9%	-0.8%	-0.5%
Average pharmacy									
Number of patients in pharmacies	3 940	-5.7%	-5.7%	15.9%	8 120	22.3%	42 830	-8.1%	-2.9%
Total turnover (PLN thousand) ¹	267	-4.0%	-4.0%	20.6%	544	25.1%	3 208	5.0%	15.9%

- 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 2021	Total	Change vs 2021	Total	Change vs 2021	Total	Change vs 2021
2022								
January	3 639	26.9%	1 012	18.6%	877	33.5%	1 717	29.2%
February	7 120	22.4%	2 053	12.6%	1 749	16.0%	3 256	33.6%
March								
April								
May								
June								
July								
August								
September								
October								
November								
December								

Retail sales in PLN

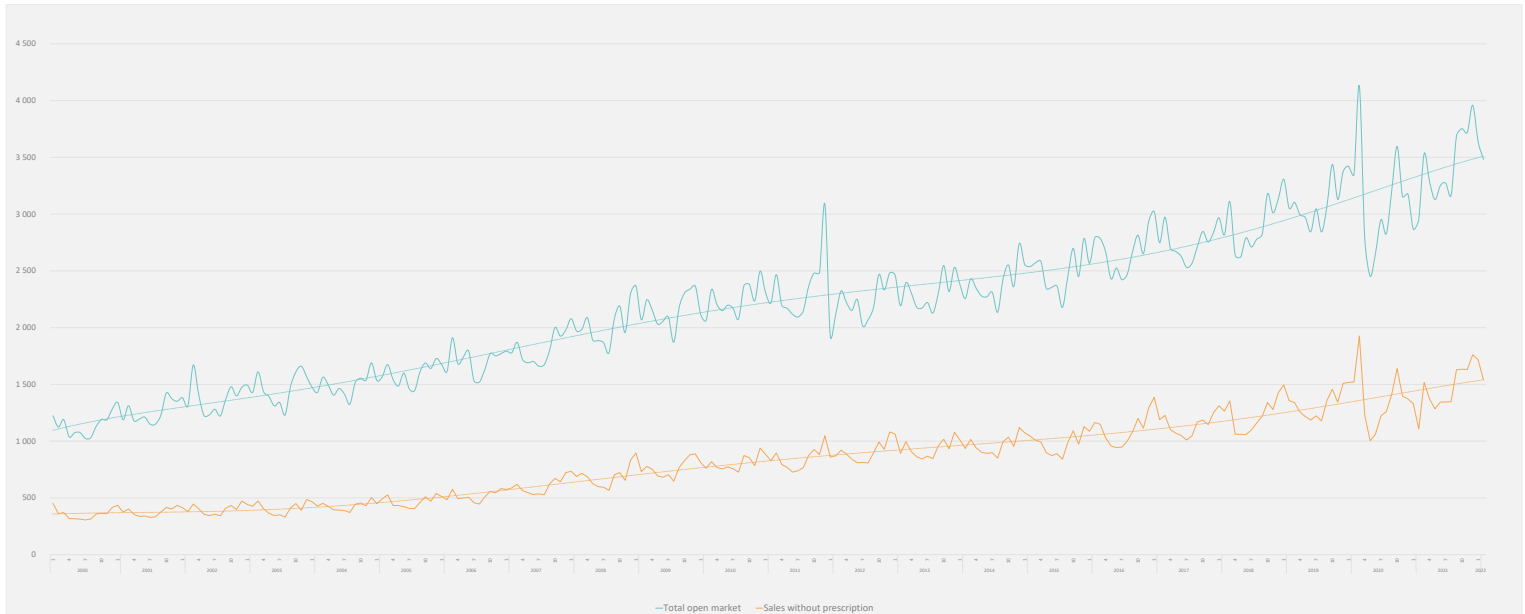
PEX PharmaSequence Sp. z o.o.,
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Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 12 200 000 zł.

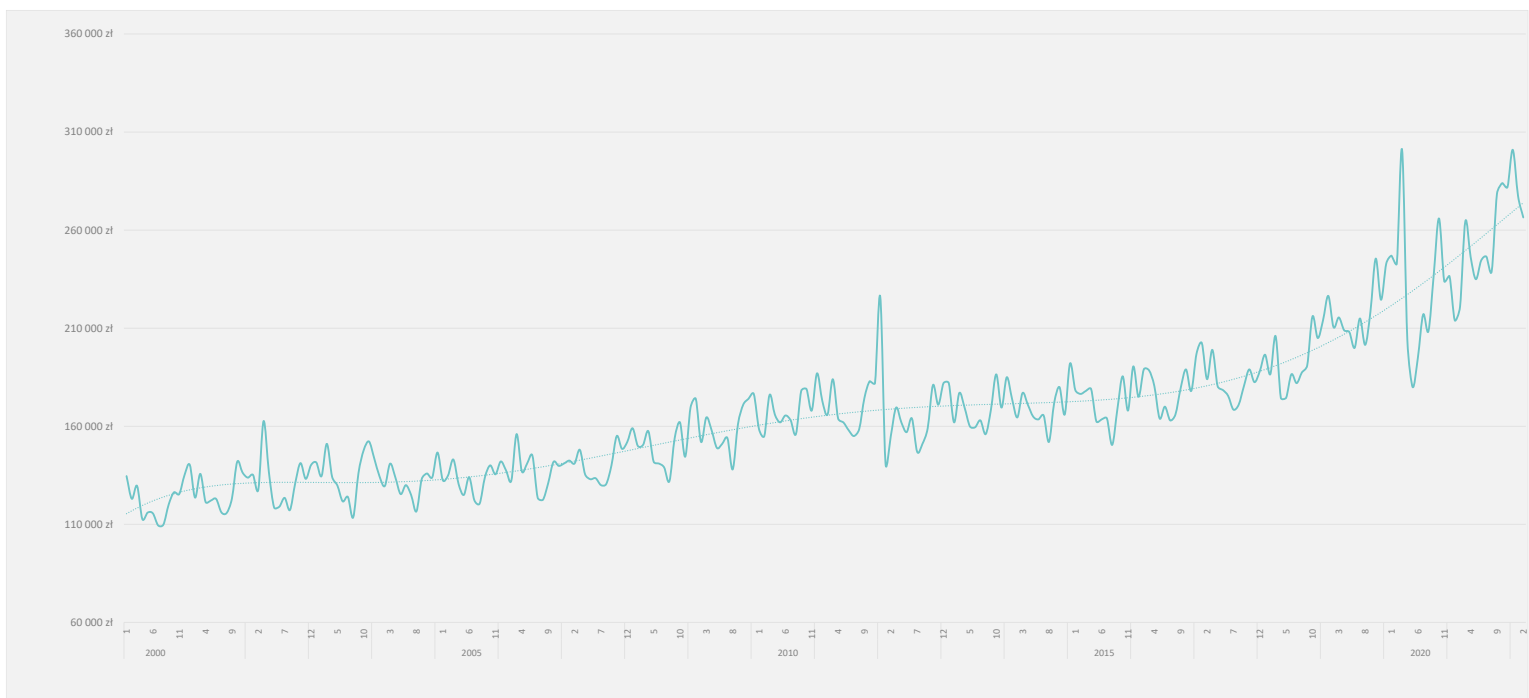
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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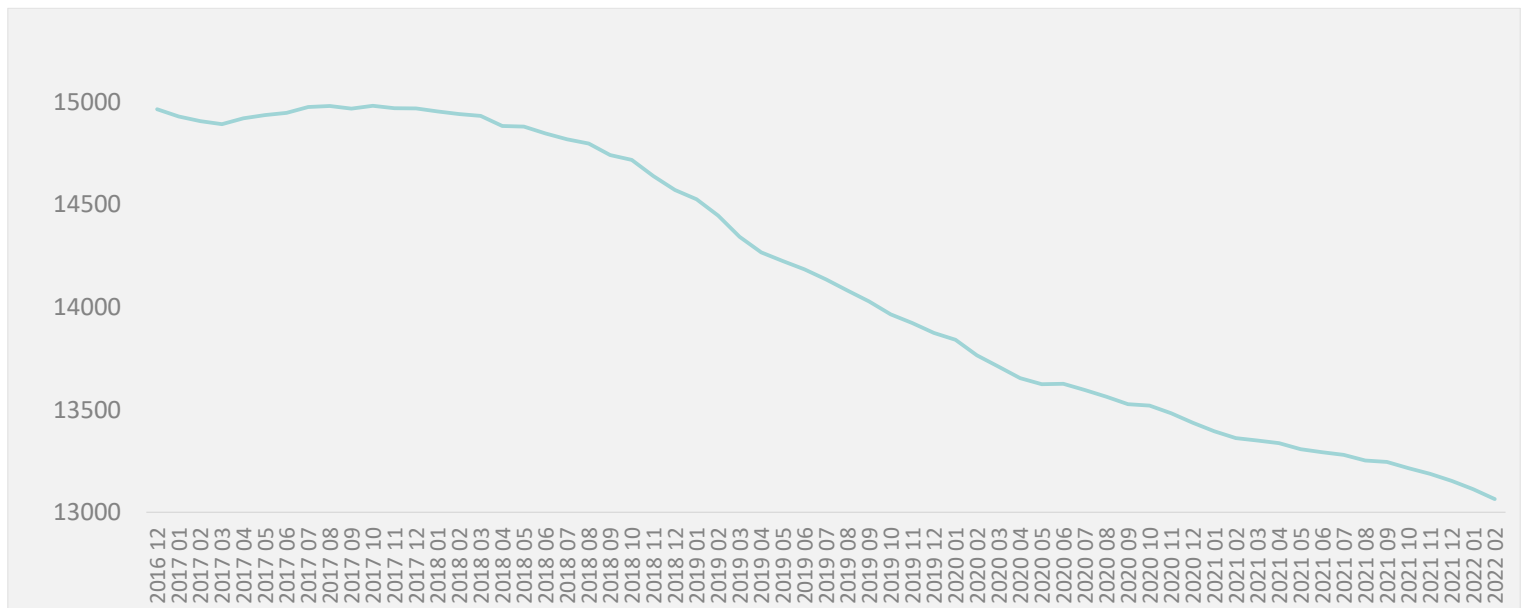
average pharmacy

	February'22	YTD'2021	January'22		Change		February'21		Change		YTD'2020	Change	
			Value	%	Value	%	Value	%	Value	%			
Total turnover (thousand PLN)													
Total open market ¹	267	544	278	-11.0	-4.0%	221	45.5	20.6%	435	109.0	25.1%		
Rx reimbursed ²	80	157	77	2.5	3.3%	73	7.1	9.8%	136	20.6	15.1%		
Rx nonreimbursed ³	67	134	67	-0.2	-0.3%	64	3.0	4.7%	113	20.9	18.5%		
Non Rx products ⁴	118	249	131	-13.1	-10.0%	83	34.9	42.1%	182	66.6	36.6%		
Average price⁵ per pack (PLN)													
Total ¹	24.6	24.5	24.3	0.28	1.1%	23.7	0.9	3.8%	23.6	0.9	3.6%		
For reimbursed Rx products ²	30.3	30.1	29.9	0.4	1.3%	29.6	0.7	2.4%	29.4	0.7	2.5%		
For nonreimbursed products ³	31.9	31.6	31.4	0.5	1.6%	29.9	1.9	6.4%	29.9	1.8	5.9%		
For Non Rx products ⁴	19.6	19.7	19.9	-0.2	-1.3%	18.5	1.2	6.2%	18.4	1.3	7.2%		
Average mark-up*													
Total ¹	25.4%	25.43%	25.5%	-0.1%	-0.5%	24.6%	0.7%	2.9%	24.4%	1.0%	4.1%		
For reimbursed Rx products ²	18%	18.0%	17.7%	0.6%	3.4%	18.7%	-0.3%	-1.8%	18.5%	-0.5%	-2.4%		
For nonreimbursed Rx products ³	22%	22.1%	21.7%	0.8%	3.7%	22.2%	0.2%	1.1%	21.6%	0.4%	2.0%		
For Non Rx products ⁴	30%	29.5%	29.2%	0.5%	1.6%	29.4%	0.3%	1.1%	28.4%	1.1%	4.0%		
Number of patients													
Total ¹	3 940	8 120	4 180	-240	-5.7%	3 400	540	15.9%	6 640	1480	22.3%		
For reimbursed Rx products ²	810	1 620	810	0	0.0%	810	0	0.0%	1 510	110	7.3%		
For nonreimbursed Rx products ³	860	1 740	880	-20	-2.3%	730	130	17.8%	1 430	310	21.7%		
For Non Rx products ⁴	3 230	6 710	3 480	-250	-7.2%	2 730	500	18.3%	5 370	1340	25.0%		
Number of pharmacies - summary[#]													
	13 065	13 089	13 113	-48	-0.4%	13 362	-249	-1.9%	13 379	-290	-2.2%		

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

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

- Pharmacies on the open market -



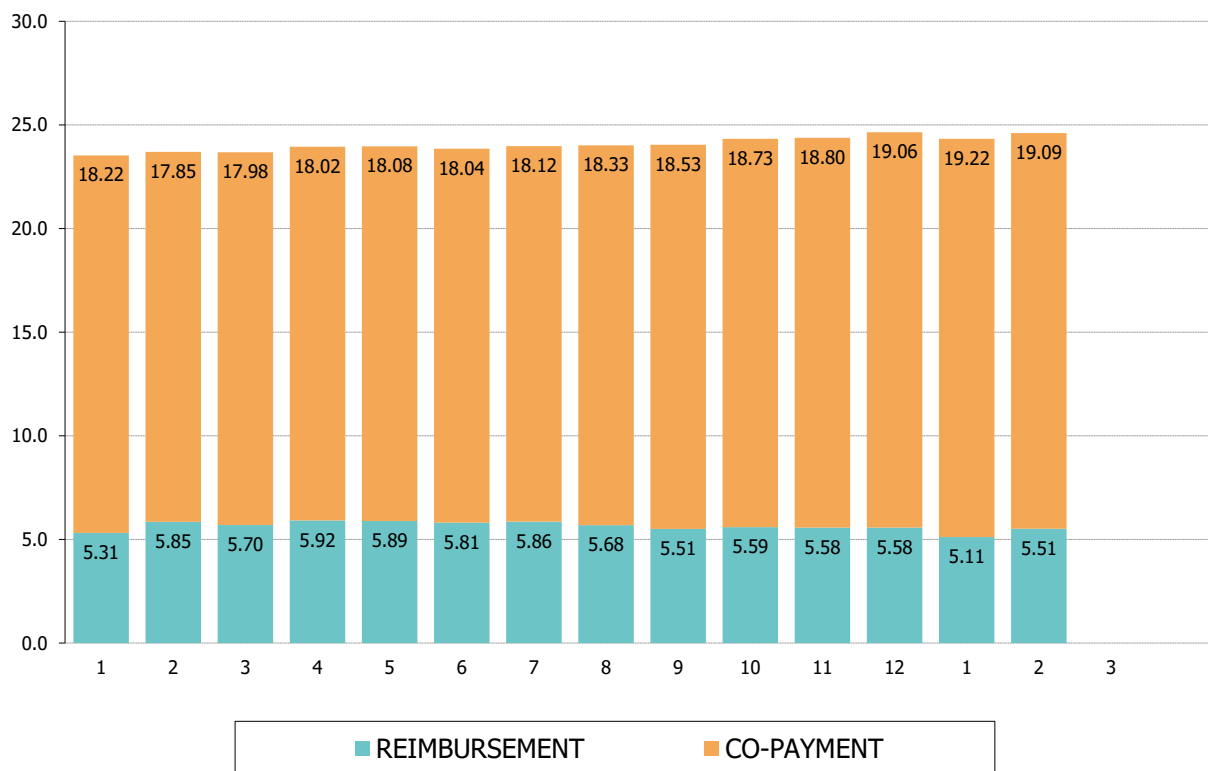
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Price

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

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PEX PharmaSequence commentary

The pharmacy market in February 2022 saw sales go close to 3481.8m PLN. Value of sales compared to February 2021 grew by 528.8m PLN (+17.9%). Compared to January of 2022, sales fell by approximately 157m PLN (-4.3%).

Compared to the same period of 2021 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 71.4m PLN (+7.4%), sales based on non-reimbursed prescriptions grew by 20.5m PLN (+2.4%), the non-prescription segment grew by 431.4m PLN (+39%).

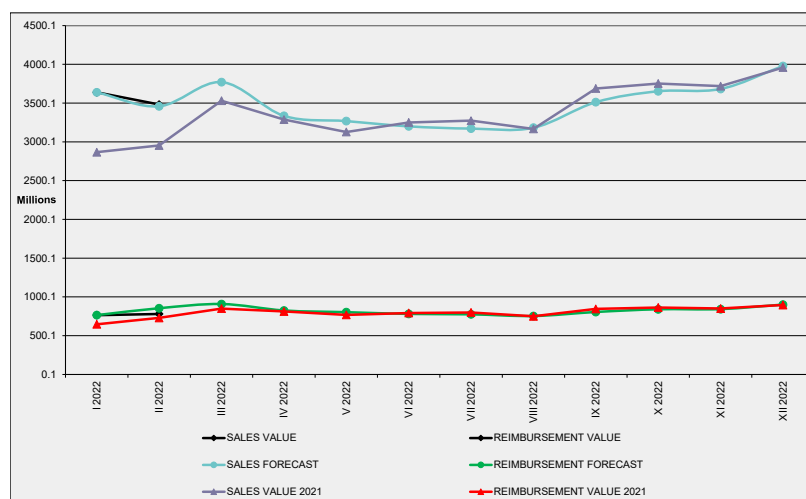
Compared to the previous month, the value of tracked segments grew for one monitored segments. Value of reimbursed prescriptions grew by 29.2m PLN (+2.9%), value of non-reimbursed RX drugs fell by 6.1m PLN (-0.7%) and value of products sold without a prescriptions fell by 178m PLN (-10.4%).

The average retail drug price in February 2022 was 24.6 PLN and was 1.1% higher than the average price in the previous month, and 3.8% higher than the average price in February 2021. The average retail price of reimbursed prescription was 30.3 PLN (+2.4% vs February 2021), 31.9 PLN for non-reimbursed prescriptions (+6.4% vs February 2021) and 19.6 PLN for products sold without a prescription (+6.2% vs February 2021).

Average pharmacy margin for all drugs in February 2022 was 25.4% and was higher by 2.9% than margin in the same period of 2021. Compared to January 2022, the average pharmacy margin was lower by 0.5%.

Drug reimbursement by the National Health Fund in February was in the amount 780m PLN, 7% more than in the same period of 2021. The level of patient copayment for reimbursed drugs in February was 22.4%, grew by 1.4p.p. compared to previous month.

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

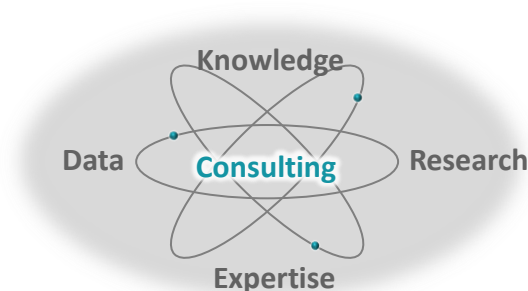


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About us

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 laptop icon with a bar chart on the screen. To its right is the text "www.pexps.pl more info". Below this is a person icon with three question marks above their head. To its right is the text "Ask us a question:", "solutions_by_pex@pexps.pl", and "22 886 47 15".

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