

PEX PharmaSequence monthly report - March 2022

Total open market (sell-out report)

	March 2022	Change in comparison to			Cumulative YTD	
		February 2022	January 2022	March 2021	2022	Change vs 2021
Total turnover (PLN million)						
Total open market ¹	4 091	17.5%	12.4%	15.9%	11 212	19.9%
Rx reimbursed ²	1 224	17.5%	20.9%	8.6%	3 276	11.1%
Rx nonreimbursed ³	1 057	21.3%	20.5%	23.1%	2 806	18.6%
Non Rx products ⁴	1 778	15.5%	3.6%	17.2%	5 034	27.3%
Reimbursement						
Reimbursement value (PLN million)	925	18.5%	21.0%	8.8%	2 470	10.9%
Reimbursement share In total turnover	22.6%	0.9%	7.6%	-6.1%	22.0%	-7.5%
Reimbursement share In reimbursed sales	74.4%	1.0%	0.5%	0.3%	74.0%	-0.1%
Average price per pack (PLN)						
Total ¹	24.6	0.2%	1.3%	4.1%	24.2	9.3%
For reimbursed Rx products ²	30.6	0.9%	2.1%	3.2%	30.0	1.4%
For nonreimbursed Rx products ³	32.1	0.8%	2.4%	6.7%	31.1	3.3%
For Non Rx products ⁴	19.4	-1.2%	-2.4%	5.0%	19.0	3.2%
Average mark-up						
Total ¹	25.4%	0.2%	-0.4%	2.0%	25.4%	3.3%
For reimbursed Rx products ²	18.6%	1.4%	4.9%	-1.2%	18.3%	-2.0%
For nonreimbursed Rx products ³	23.1%	2.6%	6.5%	1.6%	22.4%	1.7%
For Non Rx products ⁴	29.6%	-0.4%	1.2%	3.3%	29.5%	3.9%
Average pharmacy						
Number of patients in pharmacies	4 550	15.5%	8.9%	14.9%	12 670	19.5%
Total turnover (PLN thousand) ¹	314	17.6%	13.0%	18.5%	858	22.6%

- 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	11 212	19.9%	3 276	11.1%	2 806	18.6%	5 034	27.3%
April								
May								
June								
July								
August								
September								
October								
November								
December								

Retail sales in PLN

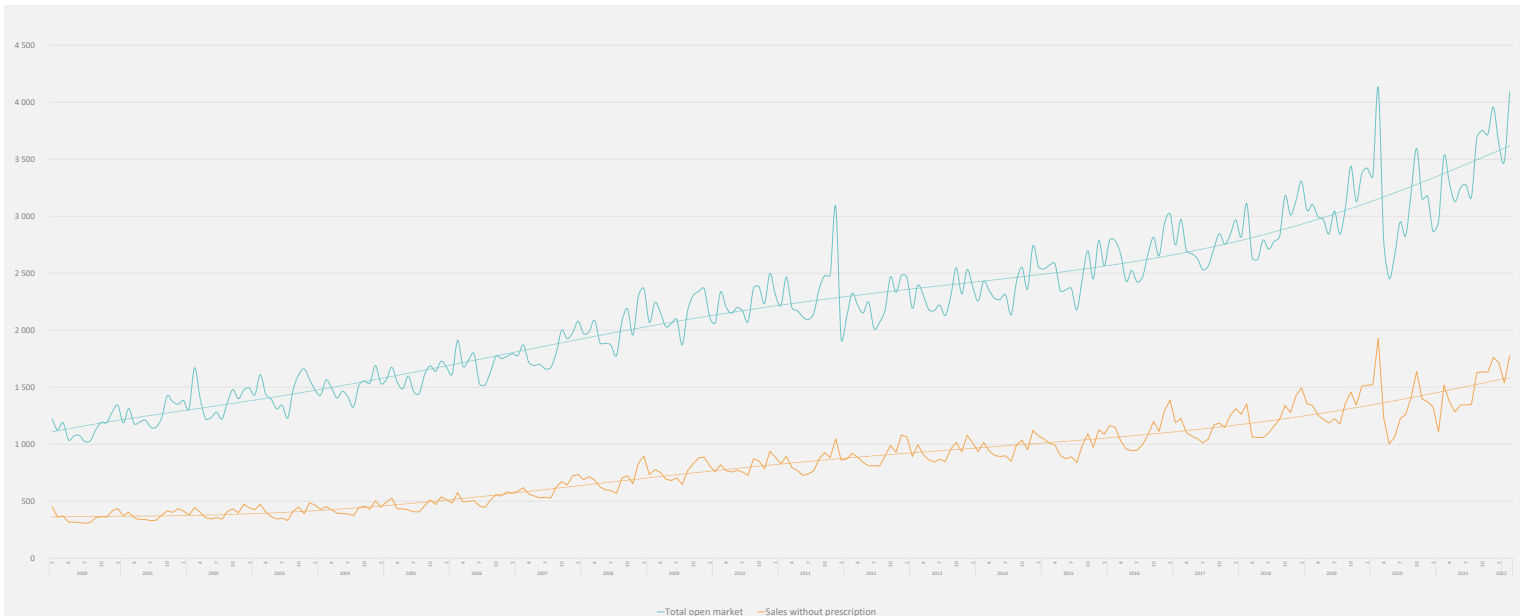
PEX PharmaSequence Sp. z o.o.,
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Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
 KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 12 200 000 zł.

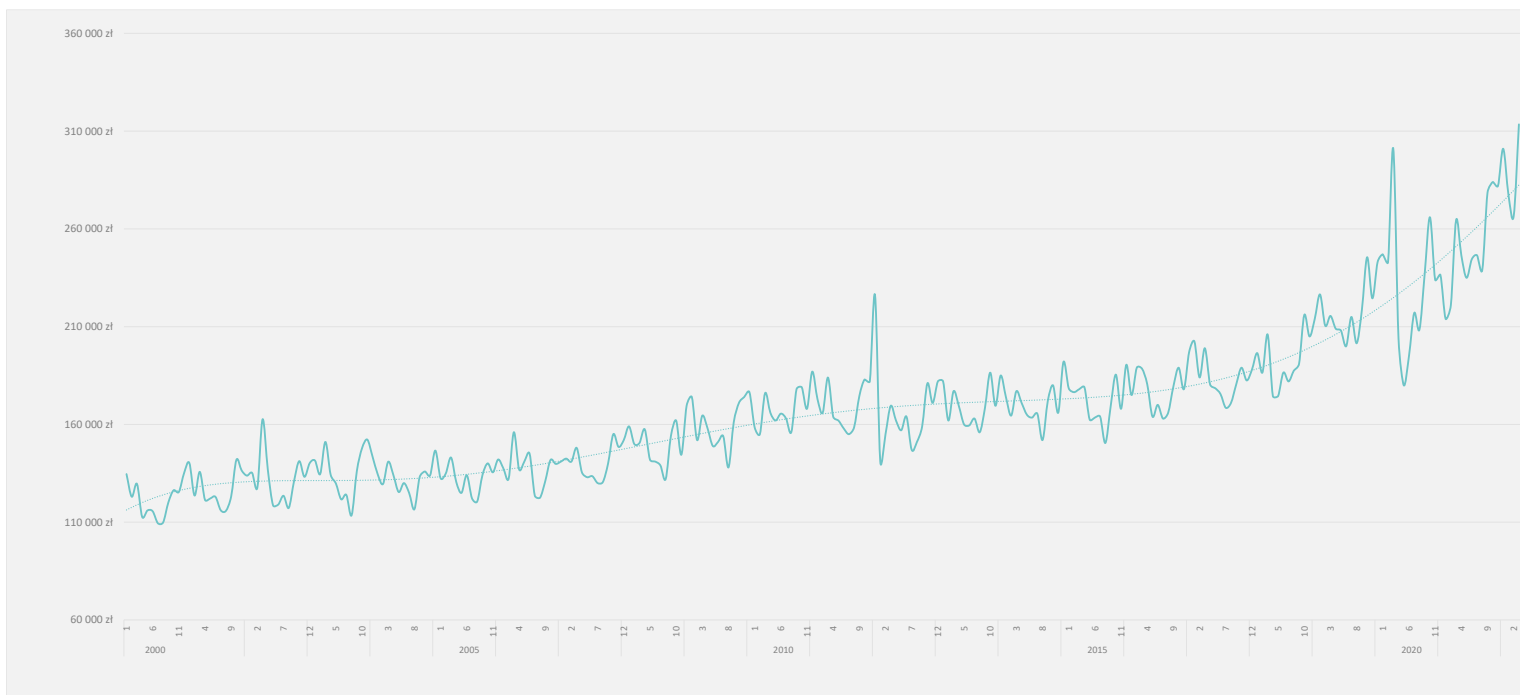
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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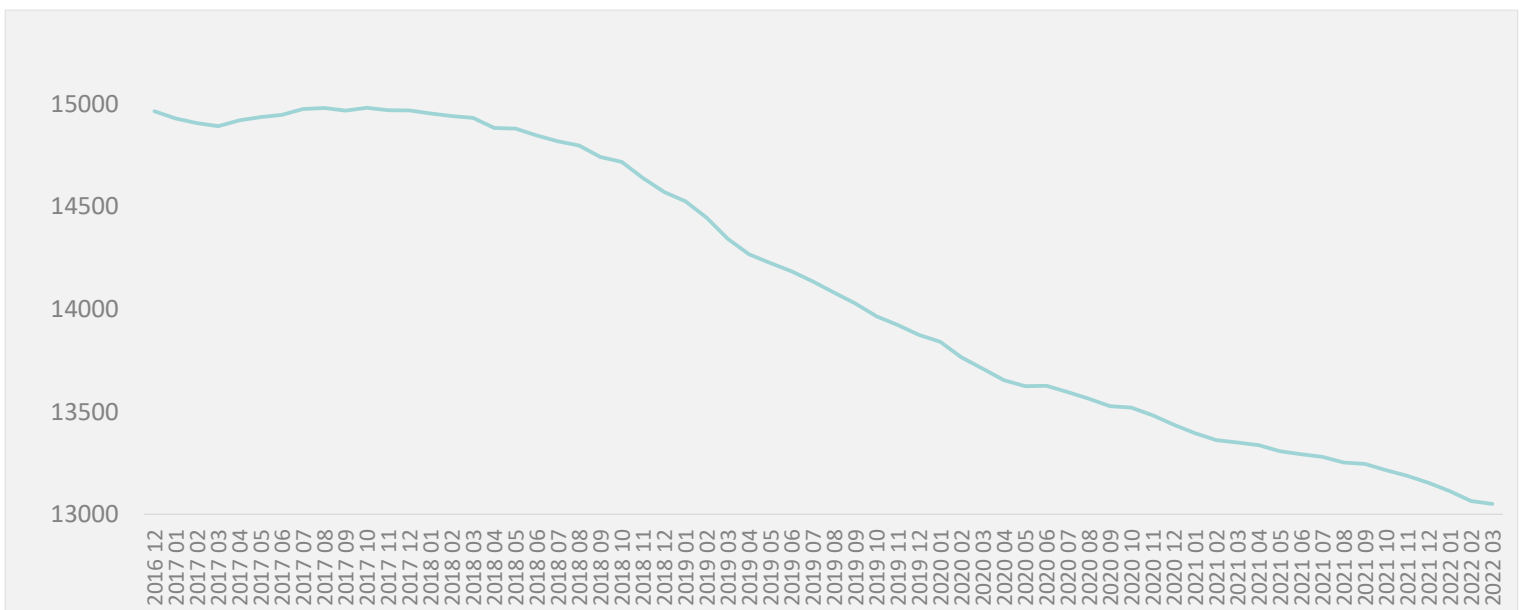
PEX PharmaSequence monthly report - March 2022 average pharmacy

	March'22	YTD'2021	February'22		Change		March'21		Change		YTD'2020	Change	
			Value	%	Value	%	Value	%	Value	%			
Total turnover (thousand PLN)													
Total open market ¹	314	858	267	47.0	17.6%	265	49.0	18.5%	700	158.0	22.6%		
Rx reimbursed ²	94	251	80	14.1	17.7%	84	9.3	11.1%	221	29.9	13.6%		
Rx nonreimbursed ³	81	215	67	14.3	21.5%	64	16.7	26.0%	177	37.6	21.2%		
Non Rx products ⁴	136	385	118	18.5	15.7%	114	22.6	19.9%	296	89.2	30.2%		
Average price⁵ per pack (PLN)													
Total ¹	24.6	24.5	24.6	0.04	0.2%	23.7	1.0	4.1%	23.6	0.9	3.8%		
For reimbursed Rx products ²	30.6	30.3	30.3	0.3	0.9%	29.6	0.9	3.2%	29.5	0.8	2.7%		
For nonreimbursed products ³	32.1	31.8	31.9	0.3	0.8%	30.1	2.0	6.7%	29.9	1.9	6.2%		
For Non Rx products ⁴	19.4	19.6	19.6	-0.2	-1.2%	18.4	0.9	5.0%	18.4	1.2	6.5%		
Average mark-up*													
Total ¹	25.4%	25.42%	25.4%	0.0%	0.2%	24.9%	0.5%	2.0%	24.6%	0.8%	3.4%		
For reimbursed Rx products ²	19%	18.2%	18.3%	0.3%	1.4%	18.8%	-0.2%	-1.2%	18.6%	-0.4%	-2.0%		
For nonreimbursed Rx products ³	23%	22.4%	22.5%	0.6%	2.6%	22.7%	0.4%	1.6%	22.0%	0.4%	1.9%		
For Non Rx products ⁴	30%	29.5%	29.7%	-0.1%	-0.4%	28.7%	0.9%	3.3%	28.5%	1.1%	3.7%		
Number of patients													
Total ¹	4 550	12 670	3 940	610	15.5%	3 960	590	14.9%	10 600	2070	19.5%		
For reimbursed Rx products ²	1 050	2 670	810	240	29.6%	930	120	12.9%	2 440	230	9.4%		
For nonreimbursed Rx products ³	1 000	2 740	860	140	16.3%	870	130	14.9%	2 300	440	19.1%		
For Non Rx products ⁴	3 660	10 370	3 230	430	13.3%	3 220	440	13.7%	8 590	1780	20.7%		
Number of pharmacies - summary[#]													
	13 051	13 076	13 065	-14	-0.1%	13 350	-285	-2.1%	13 369	-293	-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 -



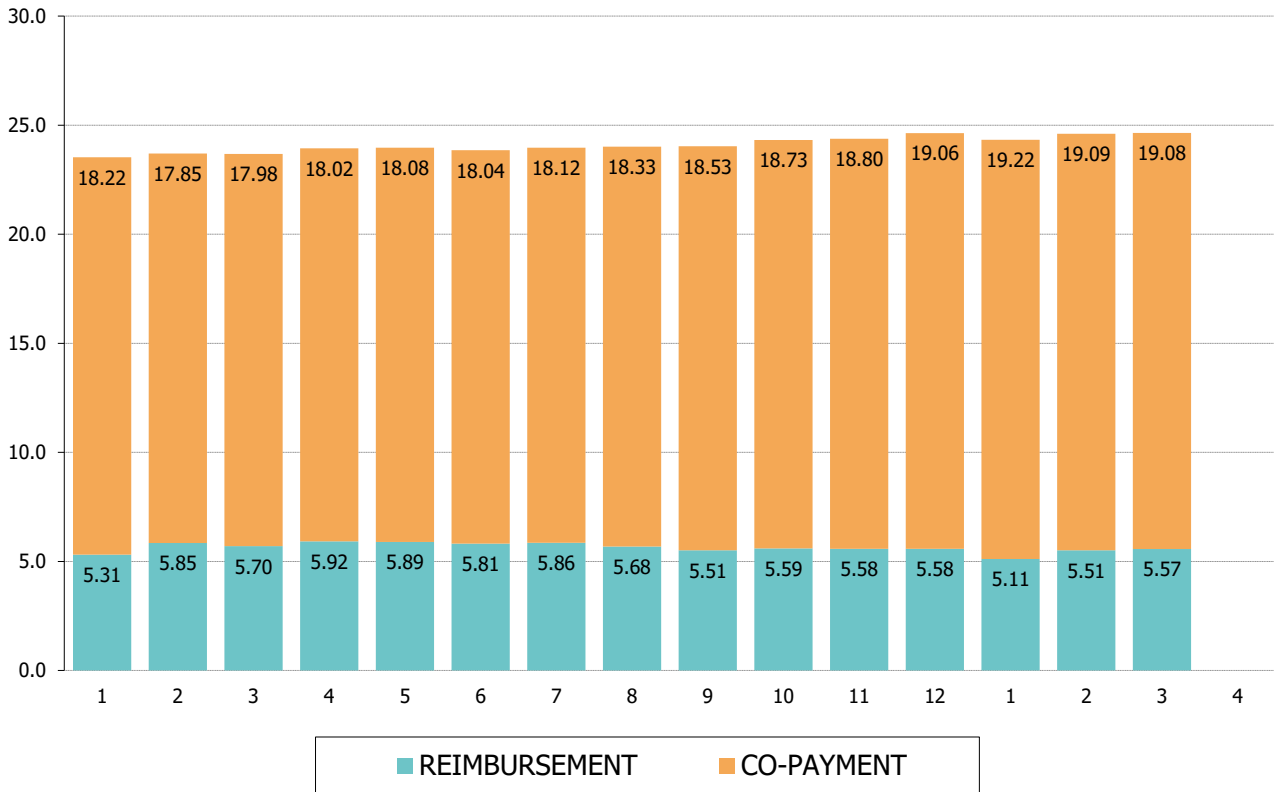
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Price

- 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 March 2022 saw sales go close to 4091.5m PLN. Value of sales compared to March 2021 grew by 560.4m PLN (+15.9%). Compared to February of 2022, sales grew by approximately 609.7m PLN (+17.5%).

Compared to the same period of 2021 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 96.6m PLN (+8.6%), sales based on non-reimbursed prescriptions grew by 198.6m PLN (+23.1%), the non-prescription segment grew by 261.2m PLN (+17.2%).

Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 182.6m PLN (+17.5%), value of non-reimbursed RX drugs grew by 185.9m PLN (+21.3%) and value of products sold without a prescriptions grew by 239.2m PLN (+15.5%).

The average retail drug price in March 2022 was 24.6 PLN and was 0.2% higher than the average price in the previous month, and 4.1% higher than the average price in March 2021. The average retail price of reimbursed prescription was 30.6 PLN (+3.2% vs March 2021), 32.1 PLN for non-reimbursed prescriptions (+6.7% vs March 2021) and 19.4 PLN for products sold without a prescription (+5% vs March 2021).

Average pharmacy margin for all drugs in March 2022 was 25.4% and was higher by 2% than margin in the same period of 2021. Compared to February 2022, the average pharmacy margin was higher by 0.2%.

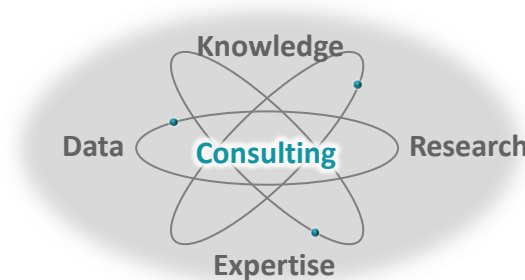
Drug reimbursement by the National Health Fund in March was in the amount 925m PLN, 8.8% more than in the same period of 2021. The level of patient copayment for reimbursed drugs in March was 22.6%, grew by 0.2p.p. compared to previous month.

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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 white icon of a computer monitor with a bar chart. To its right is the text "www.pexps.pl more info". Below this is a white 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 28th of April 2022, prepared by Elżbieta Brzeźny, Analyst based on PEX PharmaSequence data.

