



PEX

Warsaw, May 2024

MONTHLY REPORT – APRIL 2024

TOTAL OPEN MARKET (SELL-OUT REPORT)

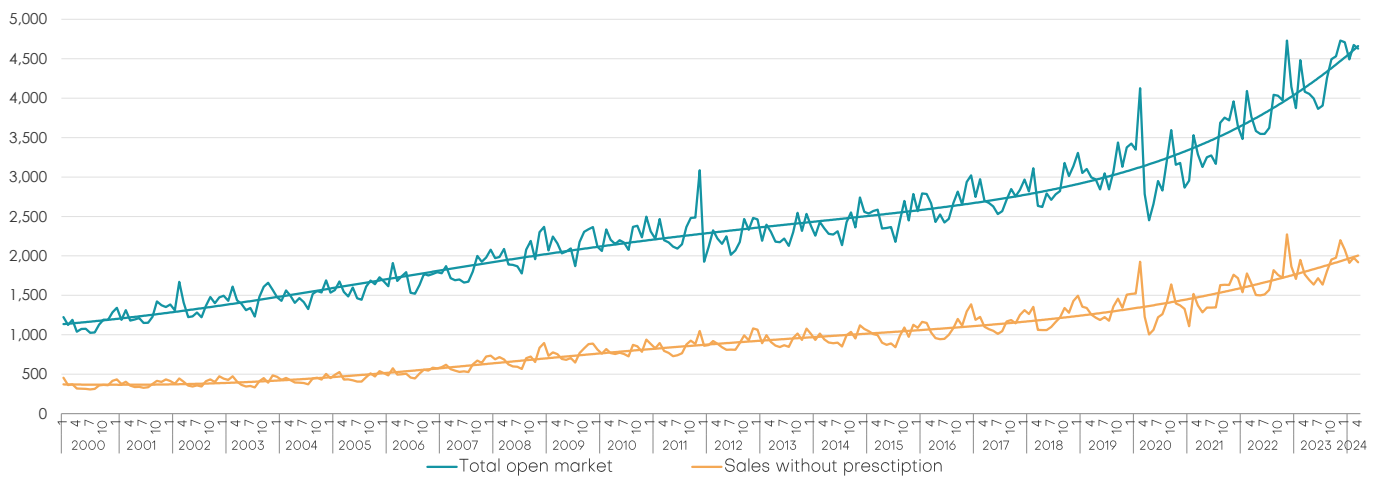
	APRIL 2024	CHANGE IN COMPARISON TO			CUMULATIVE YTD	
		MARCH 2024	JANUARY 2024	APRIL 2023	2024	CHANGE VS 2023
TOTAL TURNOVER (PLN MILLION)						
Total open market ¹	4,629	-1.0%	-1.7%	13.4%	18,506	11.6%
Rx reimbursed ²	1,348	0.1%	4.0%	16.0%	5,265	12.1%
Rx nonreimbursed ³	1,319	0.7%	2.0%	18.4%	5,187	16.7%
Non Rx products ⁴	1,920	-2.9%	-7.6%	8.7%	7,887	8.2%
REIMBURSEMENT						
Reimbursement value (PLN million)	1,156	0.4%	4.7%	32.5%	4,497	27.8%
Reimbursement share In total turnover	25.0%	1.5%	6.5%	16.8%	24.3%	14.5%
Reimbursement share In reimbursed sales	84.2%	0.3%	0.7%	14.4%	83.9%	14.1%
AVERAGE PRICE PER PACK (PLN)						
Total ¹	30.3	0.6%	3.0%	9.1%	29.9	9.6%
For reimbursed Rx products ²	33.5	0.0%	1.5%	5.6%	33.3	6.0%
For nonreimbursed Rx products ³	40.2	0.4%	2.8%	9.8%	39.7	10.7%
For Non Rx products ⁴	24.3	0.3%	1.8%	8.4%	24.1	8.9%
AVERAGE MARK-UP						
Total ¹	26.6%	1.4%	5.0%	8.2%	26.2%	4.0%
For reimbursed Rx products ²	21.5%	4.0%	5.3%	12.3%	20.8%	3.9%
For nonreimbursed Rx products ³	21.0%	-3.0%	-3.6%	7.2%	21.8%	2.8%
For Non Rx products ⁴	31.6%	1.9%	11.2%	9.2%	30.5%	1.2%
AVERAGE PHARMACY						
Number of patients in pharmacies	4,550	-4.0%	-4.4%	5.8%	18,600	4.6%
Total turnover (PLN thousand) ¹	369	-0.9%	-1.1%	15.5%	1,470	13.6%

TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

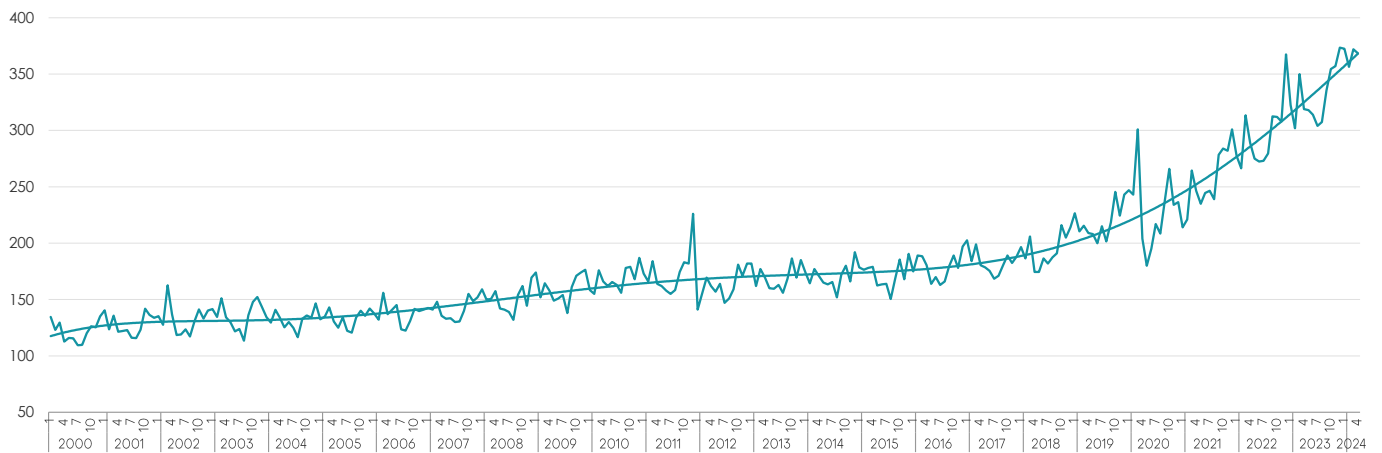
2024	PHARMACY MARKET TOTAL ¹		RX REIMBURSED PRESCRIPTIONS ²		RX NONREIMBURSED PRESCRIPTIONS ³		NON RX PRODUCTS ⁴	
	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023
January	4,709	13.6%	1,296	12.5%	1,293	18.5%	2,078	11.4%
February	9,201	14.7%	2,570	13.9%	2,557	20.8%	3,991	11.7%
March	13,877	11.0%	3,916	10.9%	3,868	16.1%	5,968	8.0%
April	18,506	11.6%	5,265	12.1%	5,187	16.7%	7,887	8.2%
May								
June								
July								
August								
September								
October								
November								
December								

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN THOUSAND



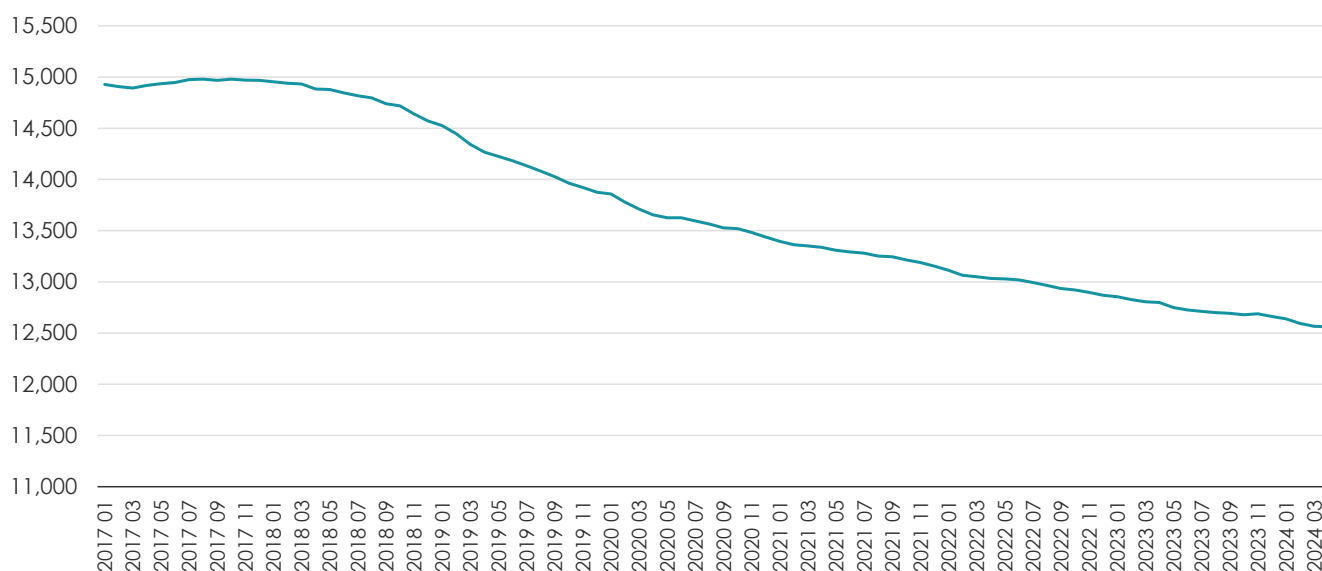
AVERAGE PHARMACY

	APRIL'24		YTD'2021		MARCH'24		CHANGE		APRIL'23		CHANGE		YTD'2020		CHANGE	
	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%
TOTAL TURNOVER (THOUSAND PLN)																
Total open market ¹	369	1,470	372	-3.5	-0.9%	319	49.5	15.5%	1,294	176.0	13.6%					
Rx reimbursed ²	107	418	107	0.1	0.1%	91	16.5	18.2%	366	51.9	14.2%					
Rx nonreimbursed ³	105	412	104	0.7	0.7%	87	17.9	20.6%	347	65.2	18.8%					
Non Rx products ⁴	153	626	157	-4.5	-2.9%	138	14.9	10.8%	568	57.9	10.2%					
AVERAGE PRICE⁵ PER PACK (PLN)																
Total ¹	30	30	30.1	0.2	0.6%	27.8	2.5	9.1%	27.3	2.6	9.6%					
For reimbursed Rx products ²	33	33	33.5	0.0	0.0%	31.7	1.8	5.6%	31.4	1.9	6.0%					
For nonreimbursed products ³	40	40	40.0	0.2	0.4%	36.6	3.6	9.8%	35.9	3.8	10.7%					
For Non Rx products ⁴	24	24	24.2	0.1	0.3%	22.4	1.9	8.4%	22.1	2.0	8.9%					
AVERAGE MARK-UP*																
Total ¹	26.6%	26.2%	26.3%	0.4%	1.4%	24.6%	2.0%	8.2%	25.2%	1.0%	4.0%					
For reimbursed Rx products ²	21.5%	20.8%	20.7%	0.8%	4.0%	19.1%	2.4%	12.3%	20.0%	0.8%	3.9%					
For nonreimbursed Rx products ³	21.0%	21.8%	21.7%	-0.7%	-3.0%	19.6%	1.4%	7.2%	21.2%	0.6%	2.8%					
For Non Rx products ⁴	31.6%	30.5%	31.0%	0.6%	1.9%	28.9%	2.7%	9.2%	30.1%	0.3%	1.2%					
NUMBER OF PATIENTS																
Total ¹	4,550	18,600	4,740	-190	-4.0%	4,300	250	5.8%	17,780	820	4.6%					
For reimbursed Rx products ²	1,070	4,270	1,090	-20	-1.8%	910	160	17.6%	3,750	520	13.9%					
For nonreimbursed Rx products ³	980	3,970	1,010	-30	-3.0%	1,000	-20	-2.0%	4,130	-160	-3.9%					
For Non Rx products ⁴	3,620	14,880	3,770	-150	-4.0%	3,480	140	4.0%	14,420	460	3.2%					
NUMBER OF PHARMACIES - SUMMARY[#]																
	12,562	50,361	12,565	-3	0.0%	12,799	-237	-1.9%	51,285	-924	-1.8%					

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

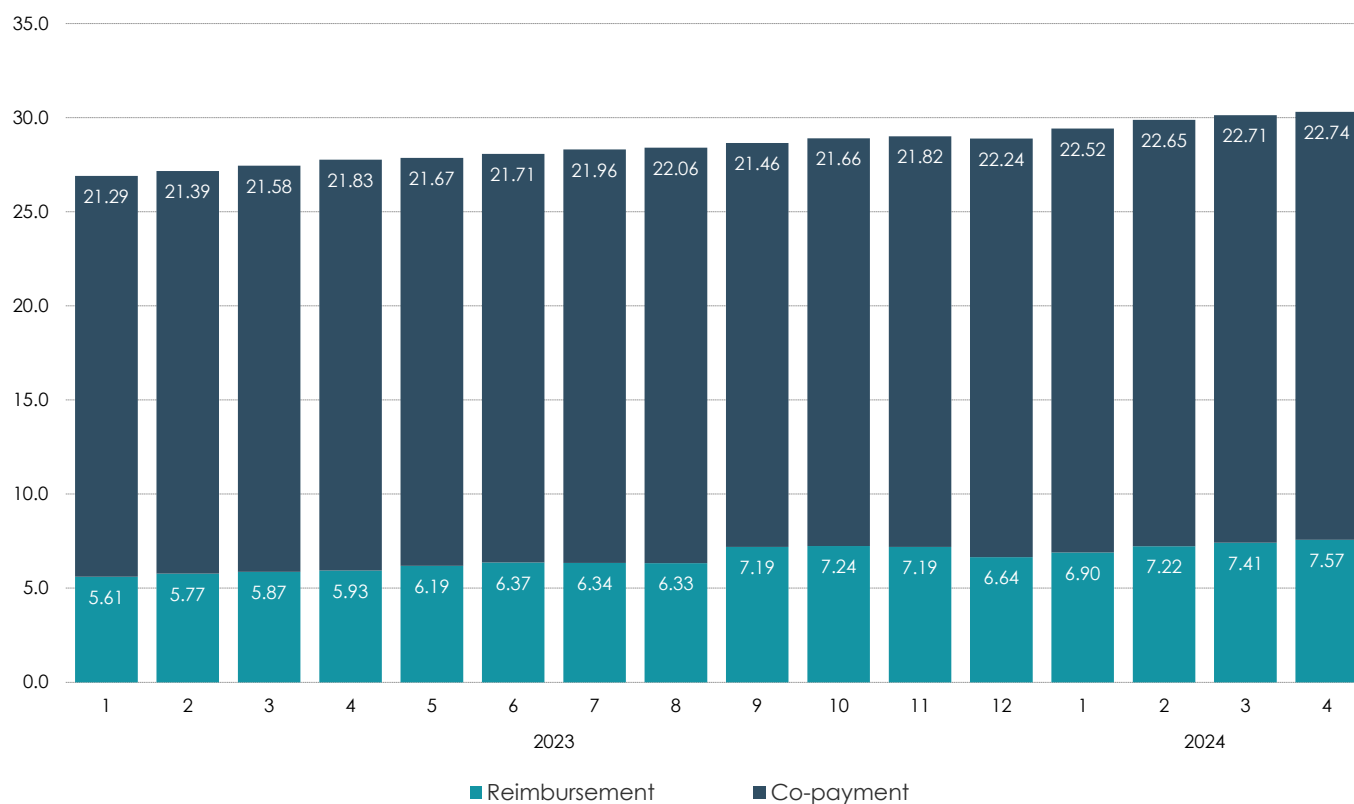
Number of pharmacies based on PEX's analysis.

PHARMACIES ON THE OPEN MARKET



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

PEX COMMENTARY

The pharmacy market in April 2024 saw sales go close to 4,628.8m PLN. Value of sales compared to April 2023 grew by 545.9m PLN (+13.4%). Compared to March of 2024, sales fell by approximately 47.1m PLN (-1%).

Compared to the same period of 2023 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 185.6m PLN (+16%), sales based on non-reimbursed prescriptions grew by 204.8m PLN (+18.4%), the non-prescription segment grew by 154.4m PLN (+8.7%).

Compared to the previous month, the value of tracked segments grew for two monitored segments. Value of reimbursed prescriptions grew by 1.3m PLN (+0.1%), value of non-reimbursed RX drugs grew by 9.1m PLN (+0.7%) and value of products sold without a prescriptions fell by 57.5m PLN (-2.9%).

The average retail drug price in April 2024 was 30.3 PLN and was 0.6% higher than the average price in the previous month, and 9.1% higher than the average price in April 2023. The average retail price of reimbursed prescription was 33.5 PLN (+5.6% vs April 2023), 40.2 PLN for non-reimbursed prescriptions (+9.8% vs April 2023) and 24.3 PLN for products sold without a prescription (+8.4% vs April 2023).

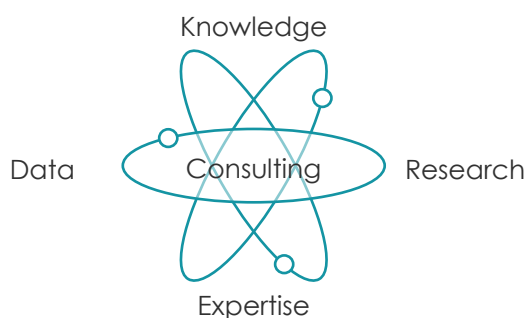
Average pharmacy margin for all drugs in April 2024 was 26.6% and was higher by 8.2% than margin in the same period of 2023. Compared to March 2024, the average pharmacy margin was higher by 1.4%.

Drug reimbursement by the National Health Fund in April was in the amount 1,156m PLN, 32.5% more than in the same period of 2023. The level of patient copayment for reimbursed drugs in April was 75%, fell by 0.4p.p. compared to previous month.

ABOUT US

PEX 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 **50+ 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



Ask us a question:
solutions_by_pex@pexps.pl
 22 886 47 15

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PEX Sp. z o.o.
ul. Migdałowa 4D lok. 46, 02-796 Warszawa
tel.: (+48) 22 886 47 15
fax (+48) 22 638 21 29
biuro@pexps.pl

