



Warsaw, February 2024

MONTHLY REPORT – JANUARY 2024

TOTAL OPEN MARKET (SELL-OUT REPORT)

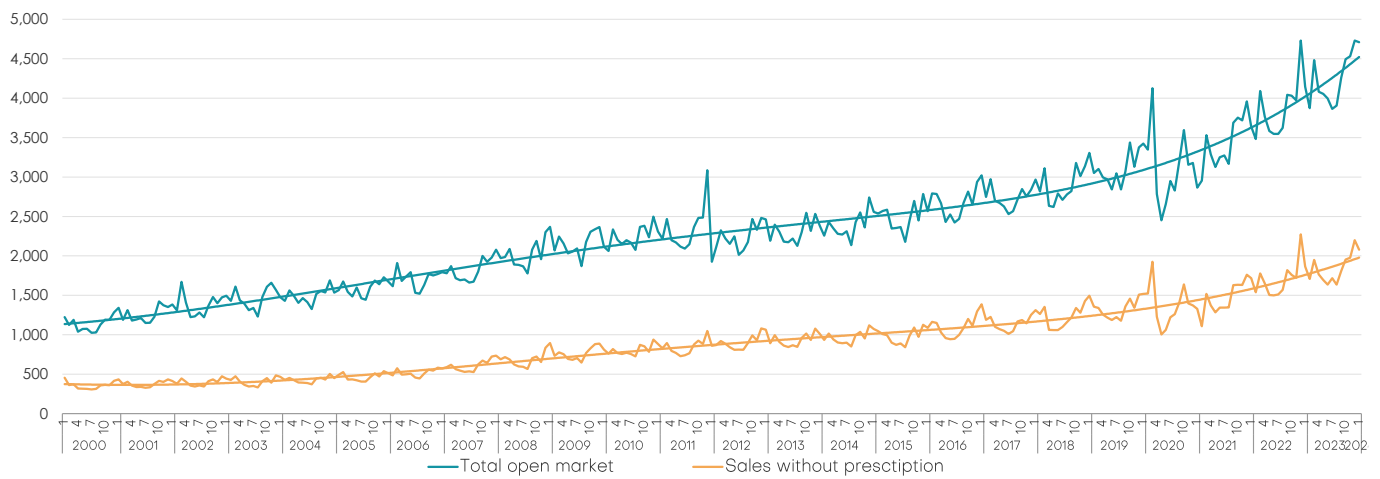
	JANUARY 2024	CHANGE IN COMPARISON TO			CUMULATIVE YTD	
		DECEMBER 2023	JANUARY 2024	JANUARY 2023	2024	CHANGE VS 2023
TOTAL TURNOVER (PLN MILLION)						
Total open market ¹	4,709	-0.5%	0.0%	13.6%	4,709	13.6%
Rx reimbursed ²	1,296	1.8%	0.0%	12.5%	1,296	12.5%
Rx nonreimbursed ³	1,293	6.2%	0.0%	18.5%	1,293	18.5%
Non Rx products ⁴	2,078	-5.4%	0.0%	11.4%	2,078	11.4%
REIMBURSEMENT						
Reimbursement value (PLN million)	1,104	1.5%	0.0%	27.7%	1,104	27.7%
Reimbursement share In total turnover	23.4%	1.9%	0.0%	12.4%	23.4%	12.4%
Reimbursement share In reimbursed sales	83.6%	-0.5%	0.0%	13.6%	83.6%	13.6%
AVERAGE PRICE PER PACK (PLN)						
Total ¹	29.4	1.9%	0.0%	9.4%	29.4	9.4%
For reimbursed Rx products ²	33.0	0.6%	0.0%	5.4%	33.0	5.4%
For nonreimbursed Rx products ³	39.1	1.9%	0.0%	10.8%	39.1	10.8%
For Non Rx products ⁴	23.8	0.3%	0.0%	9.2%	23.8	9.2%
AVERAGE MARK-UP						
Total ¹	25.4%	-5.2%	0.0%	2.6%	25.4%	2.6%
For reimbursed Rx products ²	20.4%	2.3%	0.0%	-1.4%	20.4%	-1.4%
For nonreimbursed Rx products ³	21.8%	-1.9%	0.0%	1.9%	21.8%	1.9%
For Non Rx products ⁴	28.4%	-9.4%	0.0%	-4.6%	28.4%	-4.6%
AVERAGE PHARMACY						
Number of patients in pharmacies	4,760	-0.8%	0.0%	6.3%	4,760	6.3%
Total turnover (PLN thousand) ¹	373	-0.3%	0.0%	15.5%	373	15.5%

TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

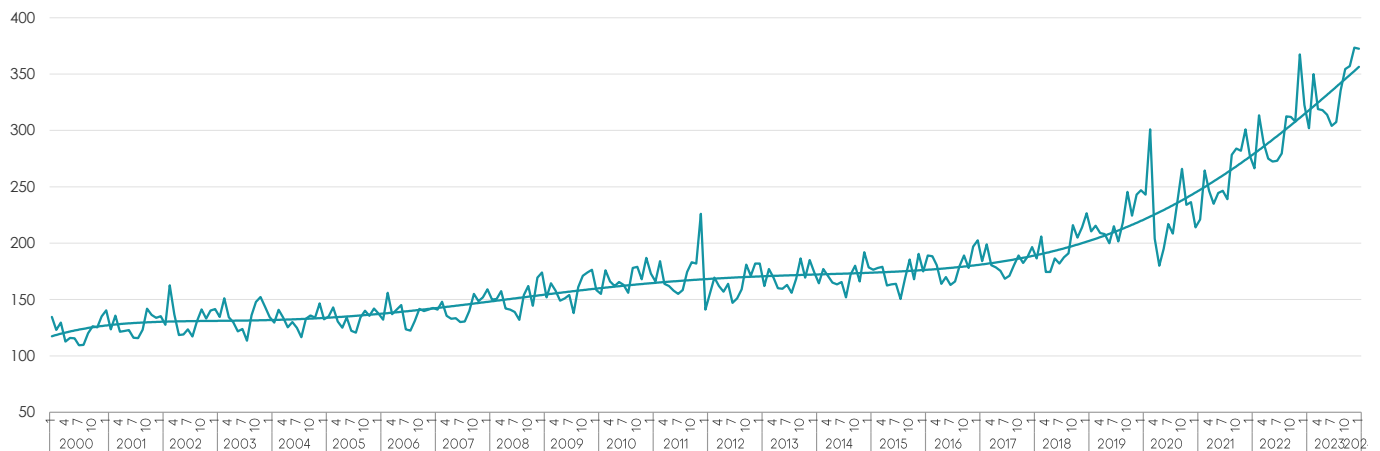
2024	PHARMACY MARKET TOTAL ¹		RX REIMBURSED PRESCRIPTIONS ²		RX NONREIMBURSED PRESCRIPTIONS ³		NON RX PRODUCTS ⁴	
	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023
January	4,709	13.6%	1,296	12.5%	1,293	18.5%	2,078	11.4%
February								
March								
April								
May								
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



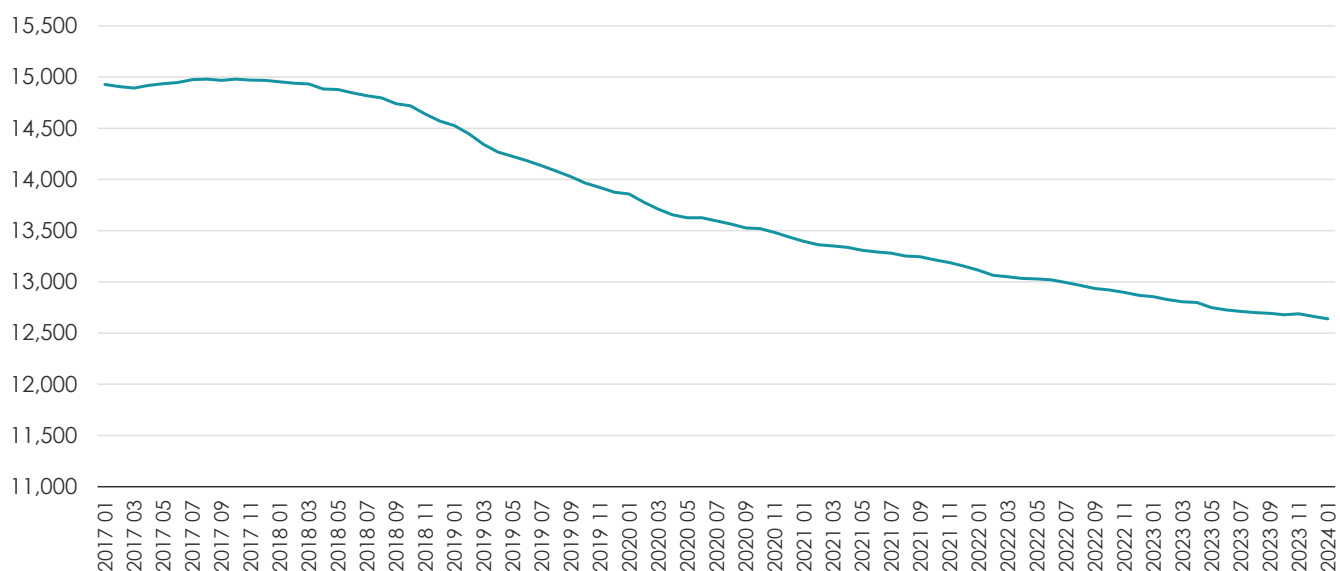
AVERAGE PHARMACY

	JANUARY'24	YTD'2021	DECEMBER'23	CHANGE		JANUARY'23	CHANGE		YTD'2020	CHANGE	
				VALUE	%		VALUE	%		VALUE	%
TOTAL TURNOVER (THOUSAND PLN)											
Total open market ¹	373	373	374	-1.0	-0.3%	323	50.0	15.5%	323	50.0	15.5%
Rx reimbursed ²	103	103	101	1.9	1.9%	90	12.9	14.4%	90	12.9	14.4%
Rx nonreimbursed ³	102	102	96	6.1	6.4%	85	17.4	20.5%	85	17.4	20.5%
Non Rx products ⁴	164	164	174	-9.2	-5.3%	145	19.3	13.3%	145	19.3	13.3%
AVERAGE PRICE⁵ PER PACK (PLN)											
Total ¹	29	29	28.9	0.5	1.9%	26.9	2.5	9.4%	26.9	2.5	9.4%
For reimbursed Rx products ²	33	33	32.8	0.2	0.6%	31.3	1.7	5.4%	31.3	1.7	5.4%
For nonreimbursed products ³	39	39	38.3	0.7	1.9%	35.2	3.8	10.8%	35.2	3.8	10.8%
For Non Rx products ⁴	24	24	23.8	0.1	0.3%	21.8	2.0	9.2%	21.8	2.0	9.2%
AVERAGE MARK-UP*											
Total ¹	25.4%	25.4%	26.8%	-1.4%	-5.2%	24.7%	0.6%	2.6%	24.7%	0.6%	2.6%
For reimbursed Rx products ²	20.4%	20.4%	19.9%	0.5%	2.3%	20.7%	-0.3%	-1.4%	20.7%	-0.3%	-1.4%
For nonreimbursed Rx products ³	21.8%	21.8%	22.2%	-0.4%	-1.9%	21.4%	0.4%	1.9%	21.4%	0.4%	1.9%
For Non Rx products ⁴	28.4%	28.4%	31.4%	-2.9%	-9.4%	29.8%	-1.4%	-4.6%	29.8%	-1.4%	-4.6%
NUMBER OF PATIENTS											
Total ¹	4,760	4,760	4,800	-40	-0.8%	4,480	280	6.3%	4,480	280	6.3%
For reimbursed Rx products ²	1,070	1,070	1,010	60	5.9%	940	130	13.8%	940	130	13.8%
For nonreimbursed Rx products ³	1,010	1,010	960	50	5.2%	1,040	-30	-2.9%	1,040	-30	-2.9%
For Non Rx products ⁴	3,850	3,850	3,960	-110	-2.8%	3,650	200	5.5%	3,650	200	5.5%
NUMBER OF PHARMACIES - SUMMARY#											
	12,640	12,640	12,663	-23	-0.2%	12,854	-214	-1.7%	12,854	-214	-1.7%

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

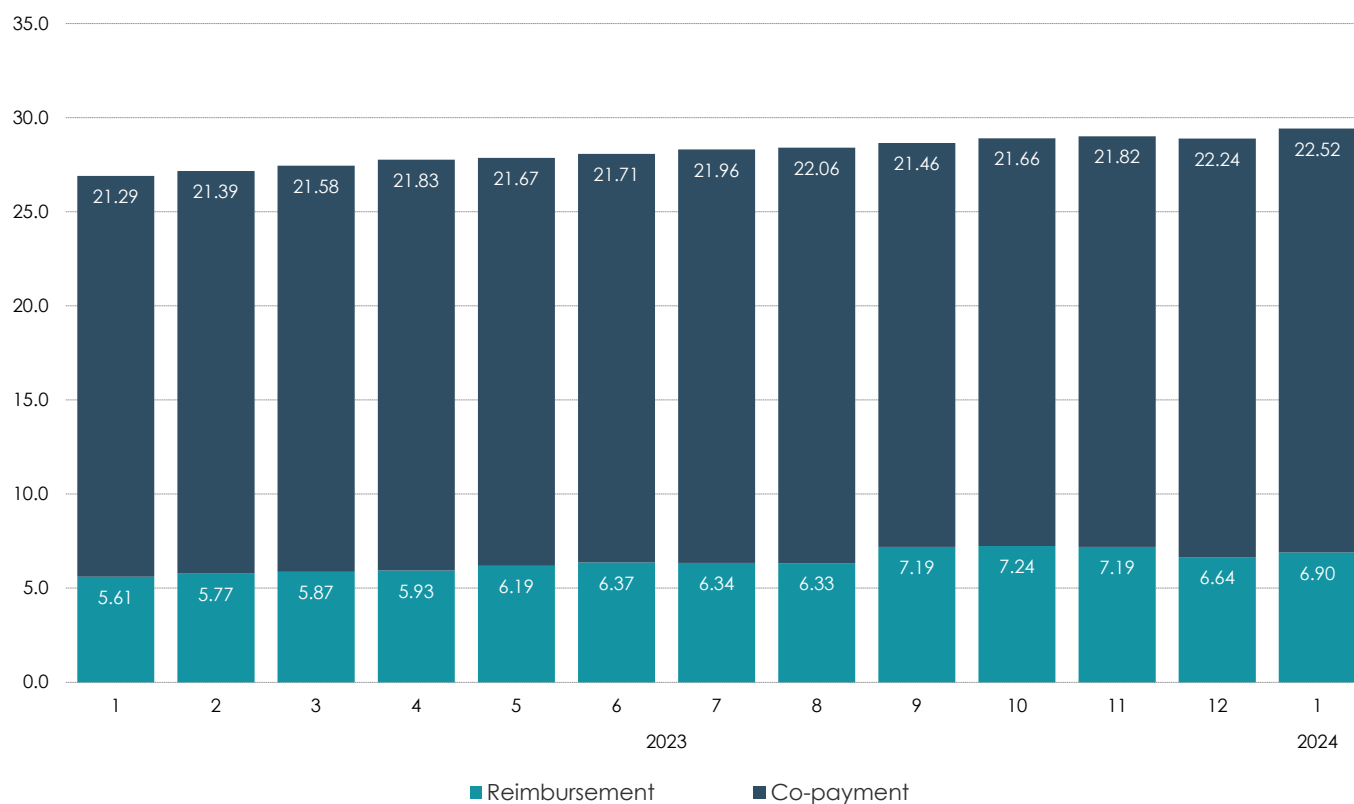
Number of pharmacies based on PEX's analysis.

PHARMACIES ON THE OPEN MARKET



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 January 2024 saw sales go close to 4,709.2m PLN. Value of sales compared to January 2023 grew by 563.8m PLN (+13.6%). Compared to December of 2023, sales fell by approximately 22.3m PLN (-0.5%).

Compared to the same period of 2023 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 144.3m PLN (+12.5%), sales based on non-reimbursed prescriptions grew by 201.6m PLN (+18.5%), the non-prescription segment grew by 213.2m PLN (+11.4%).

Compared to the previous month, the value of tracked segments grew for two monitored segments. Value of reimbursed prescriptions grew by 22.3m PLN (+1.8%), value of non-reimbursed RX drugs grew by 75.2m PLN (+6.2%) and value of products sold without a prescriptions fell by 119.7m PLN (-5.4%).

The average retail drug price in January 2024 was 29.4 PLN and was 1.9% higher than the average price in the previous month, and 9.4% higher than the average price in January 2023. The average retail price of reimbursed prescription was 33 PLN (+5.4% vs January 2023), 39.1 PLN for non-reimbursed prescriptions (+10.8% vs January 2023) and 23.8 PLN for products sold without a prescription (+9.2% vs January 2023).

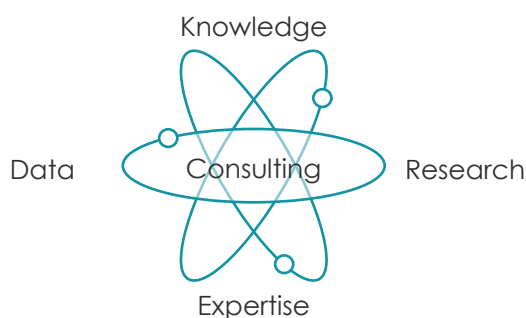
Average pharmacy margin for all drugs in January 2024 was 25.4% and was higher by 2.6% than margin in the same period of 2023. Compared to December 2023, the average pharmacy margin was lower by 5.2%.

Drug reimbursement by the National Health Fund in January was in the amount 1,104m PLN, 27.7% more than in the same period of 2023. The level of patient copayment for reimbursed drugs in January was 76.6%, 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

Published on the 21st of February 2024,
 prepared by Antoni Bremer
 based on PEX data.

The copyright to this document belongs to PEX Sp. z o.o., headquartered in Warsaw. The contents of this document are not a result of a provided service and PEX Sp. z o.o. is not responsible to third parties using this document, on any legal basis, for any action taken or not taken, including for decisions made based on information provided. Quoting parts of the document requires indicating PEX Sp. z o.o. as the author.

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

