



**PEX**

Warsaw, April 2024

## **MONTHLY REPORT – MARCH 2024**

---

## TOTAL OPEN MARKET (SELL-OUT REPORT)

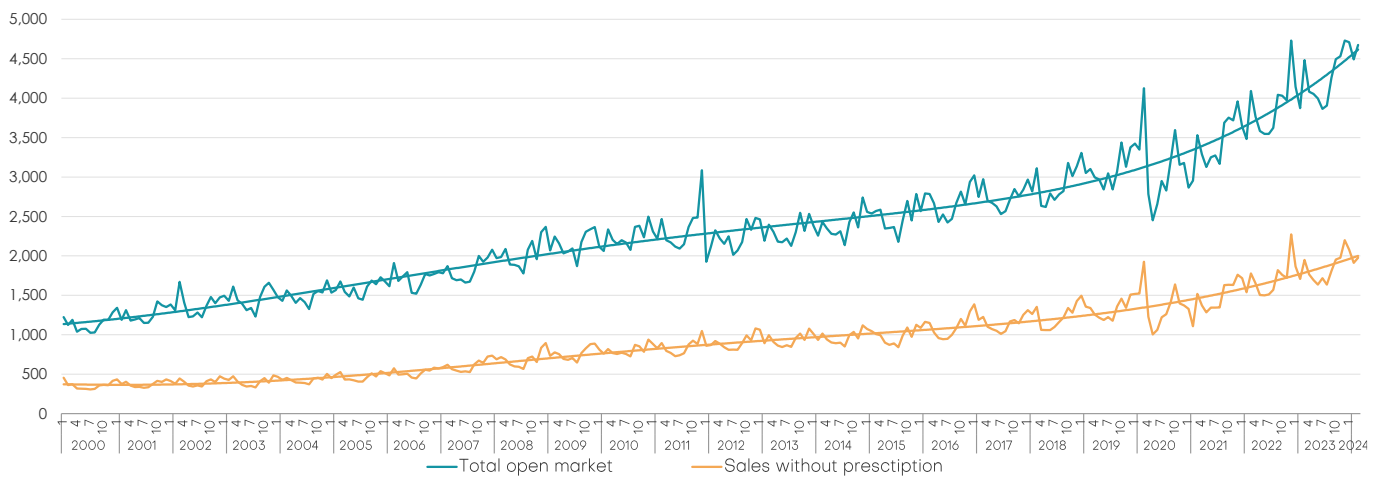
	MARCH 2024	CHANGE IN COMPARISON TO			CUMULATIVE YTD	
		FEBRUARY 2024	JANUARY 2024	MARCH 2023	2024	CHANGE VS 2023
<b>TOTAL TURNOVER (PLN MILLION)</b>						
Total open market <sup>1</sup>	4,676	4.1%	-0.7%	4.3%	13,877	11.0%
Rx reimbursed <sup>2</sup>	1,347	5.7%	3.9%	5.4%	3,916	10.9%
Rx nonreimbursed <sup>3</sup>	1,310	3.7%	1.3%	7.9%	3,868	16.1%
Non Rx products <sup>4</sup>	1,977	3.4%	-4.9%	1.4%	5,968	8.0%
<b>REIMBURSEMENT</b>						
Reimbursement value (PLN million)	1,151	5.9%	4.2%	20.1%	3,341	26.3%
Reimbursement share In total turnover	24.6%	1.8%	5.0%	15.1%	24.1%	13.7%
Reimbursement share In reimbursed sales	84.0%	0.3%	0.4%	14.0%	83.8%	14.0%
<b>AVERAGE PRICE PER PACK (PLN)</b>						
Total <sup>1</sup>	30.1	0.8%	2.4%	9.8%	29.8	9.7%
For reimbursed Rx products <sup>2</sup>	33.5	0.5%	1.5%	7.0%	33.2	6.1%
For nonreimbursed Rx products <sup>3</sup>	40.0	0.7%	2.4%	11.3%	39.6	11.0%
For Non Rx products <sup>4</sup>	24.2	1.0%	1.5%	8.8%	24.0	9.1%
<b>AVERAGE MARK-UP</b>						
Total <sup>1</sup>	26.3%	-0.9%	3.6%	4.6%	26.0%	2.7%
For reimbursed Rx products <sup>2</sup>	20.7%	0.9%	1.3%	0.6%	20.5%	1.3%
For nonreimbursed Rx products <sup>3</sup>	21.7%	-4.6%	-0.6%	-1.2%	22.1%	1.5%
For Non Rx products <sup>4</sup>	31.0%	0.7%	9.1%	1.5%	30.1%	-1.4%
<b>AVERAGE PHARMACY</b>						
Number of patients in pharmacies	4,740	4.2%	-0.4%	-1.7%	14,050	4.2%
Total turnover (PLN thousand) <sup>1</sup>	372	4.3%	-0.1%	6.3%	1,101	13.0%

## TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

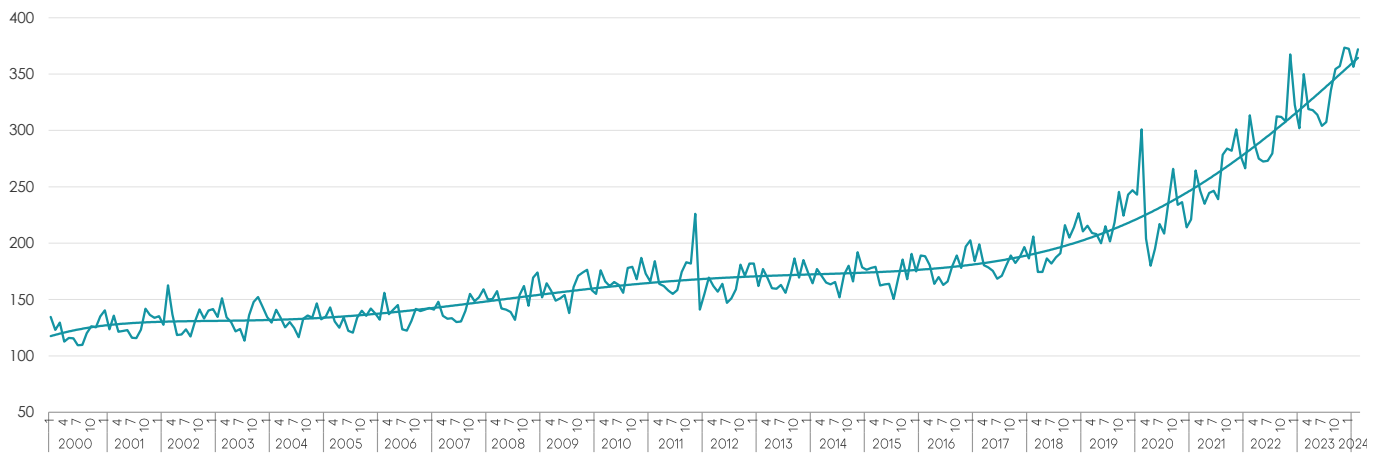
2024	PHARMACY MARKET TOTAL <sup>1</sup>		RX REIMBURSED PRESCRIPTIONS <sup>2</sup>		RX NONREIMBURSED PRESCRIPTIONS <sup>3</sup>		NON RX PRODUCTS <sup>4</sup>	
	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023
January	4,709	13.6%	1,296	12.5%	1,293	18.5%	2,078	11.4%
February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



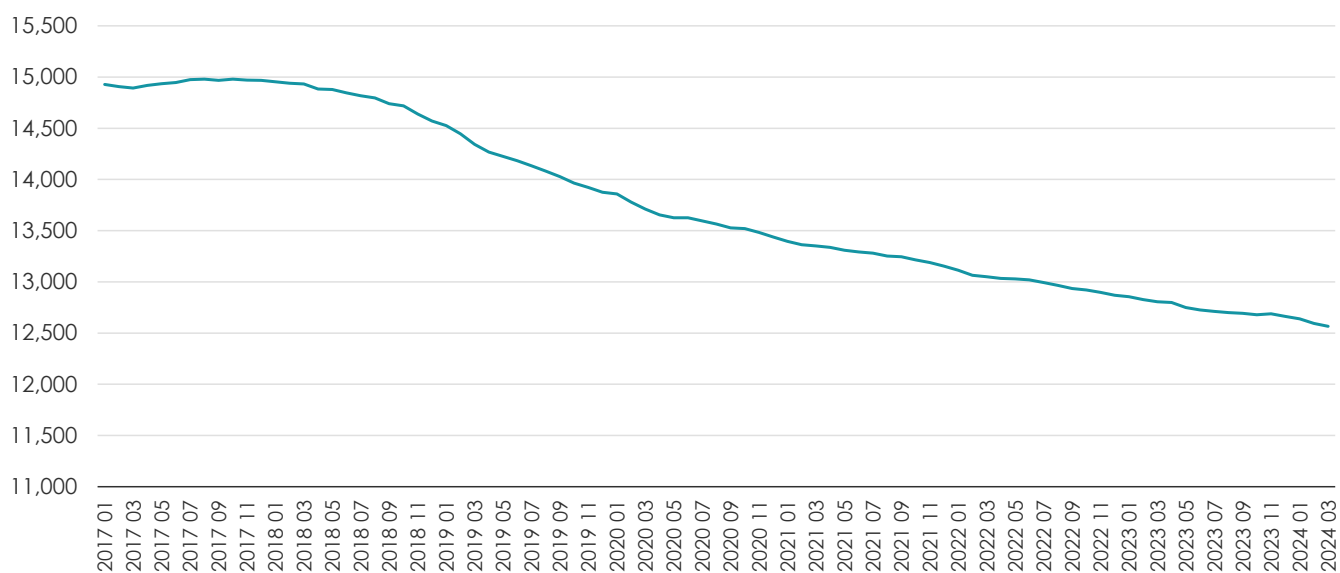
## AVERAGE PHARMACY

	MARCH '24		YTD '2021		FEBRUARY '24		CHANGE		MARCH '23		CHANGE		YTD '2020		CHANGE	
	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%
<b>TOTAL TURNOVER (THOUSAND PLN)</b>																
Total open market <sup>1</sup>	372	1,101	357	15.5	4.3%	350	22.0	6.3%	975	126.5	13.0%					
Rx reimbursed <sup>2</sup>	107	311	101	6.0	6.0%	100	7.4	7.4%	275	35.4	12.9%					
Rx nonreimbursed <sup>3</sup>	104	307	100	3.9	3.9%	95	9.5	10.0%	260	47.3	18.2%					
Non Rx products <sup>4</sup>	157	474	152	5.5	3.6%	152	5.1	3.3%	431	43.0	10.0%					
<b>AVERAGE PRICE<sup>5</sup> PER PACK (PLN)</b>																
Total <sup>1</sup>	30	30	29.9	0.3	0.8%	27.4	2.7	9.8%	27.2	2.6	9.7%					
For reimbursed Rx products <sup>2</sup>	33	33	33.3	0.2	0.5%	31.3	2.2	7.0%	31.3	1.9	6.1%					
For nonreimbursed products <sup>3</sup>	40	40	39.7	0.3	0.7%	35.9	4.1	11.3%	35.7	3.9	11.0%					
For Non Rx products <sup>4</sup>	24	24	24.0	0.2	1.0%	22.2	2.0	8.8%	22.0	2.0	9.1%					
<b>AVERAGE MARK-UP*</b>																
Total <sup>1</sup>	26.3%	26.0%	26.5%	-0.2%	-0.9%	25.1%	1.2%	4.6%	25.4%	0.7%	2.7%					
For reimbursed Rx products <sup>2</sup>	20.7%	20.5%	20.5%	0.2%	0.9%	20.5%	0.1%	0.6%	20.3%	0.3%	1.3%					
For nonreimbursed Rx products <sup>3</sup>	21.7%	22.1%	22.7%	-1.1%	-4.6%	21.9%	-0.3%	-1.2%	21.7%	0.3%	1.5%					
For Non Rx products <sup>4</sup>	31.0%	30.1%	30.8%	0.2%	0.7%	30.5%	0.5%	1.5%	30.5%	-0.4%	-1.4%					
<b>NUMBER OF PATIENTS</b>																
Total <sup>1</sup>	4,740	14,050	4,550	190	4.2%	4,820	-80	-1.7%	13,480	570	4.2%					
For reimbursed Rx products <sup>2</sup>	1,090	3,200	1,040	50	4.8%	1,020	70	6.9%	2,840	360	12.7%					
For nonreimbursed Rx products <sup>3</sup>	1,010	2,990	970	40	4.1%	1,130	-120	-10.6%	3,130	-140	-4.5%					
For Non Rx products <sup>4</sup>	3,770	11,260	3,640	130	3.6%	3,900	-130	-3.3%	10,940	320	2.9%					
<b>NUMBER OF PHARMACIES - SUMMARY#</b>																
	12,565	37,799	12,594	-29	-0.2%	12,806	-241	-1.9%	38,486	-687	-1.8%					

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

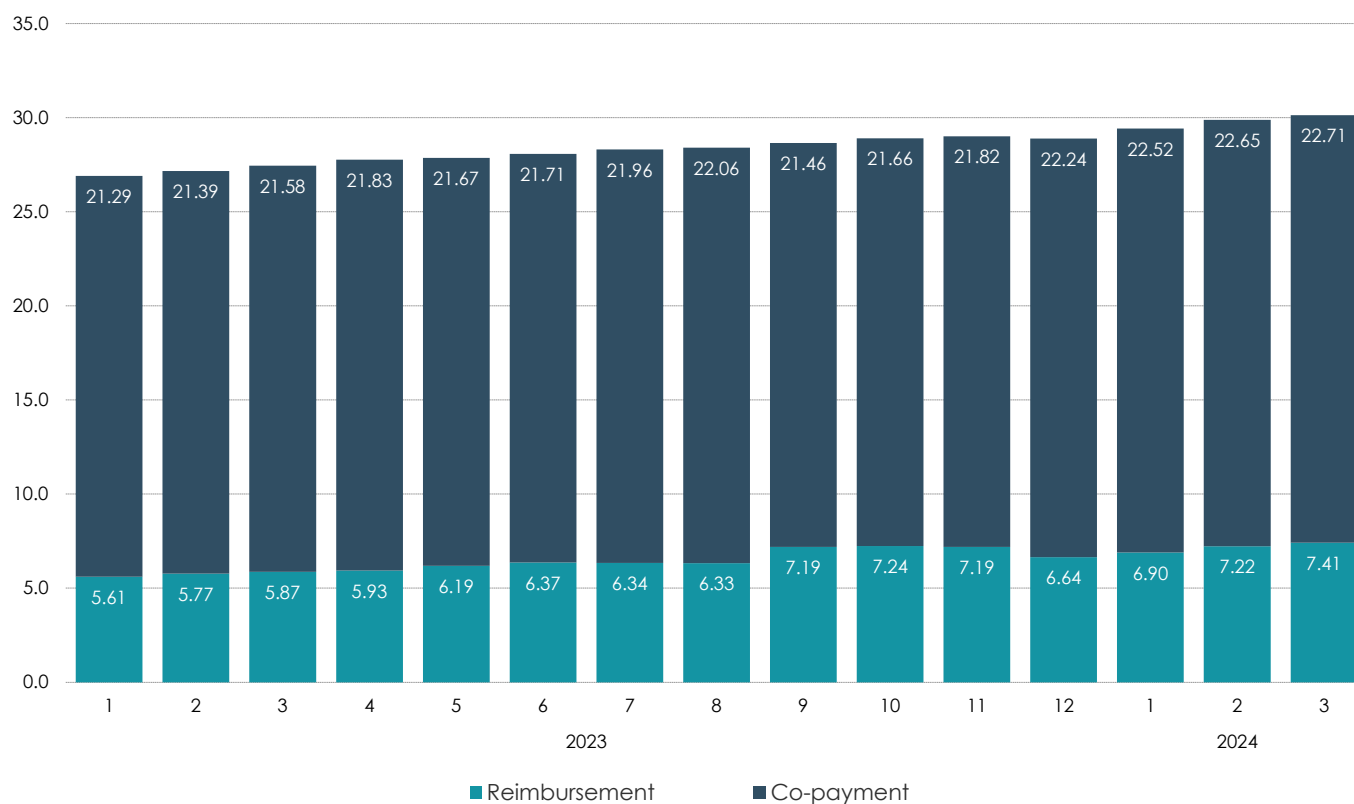
# Number of pharmacies based on PEX's analysis.

## PHARMACIES ON THE OPEN MARKET



# PRICE

## STRUCTURE OF THE AVERAGE RETAIL PRICE<sup>5</sup>



**All amounts are retail open pharmacy sales in PLN**

Most important terms:

- <sup>1</sup> Total open pharmacy market sales
- <sup>2</sup> Total sales of Rx products covered by NHF reimbursement
- <sup>3</sup> Total sales of Rx products not covered by NHF reimbursement
- <sup>4</sup> Total sales of products available without prescription, including OTC medicines, food supplements, herbs, patches, medical devices, etc.
- <sup>5</sup> 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 March 2024** saw sales go close to 4,675.8m PLN. Value of sales compared to March 2023 grew by 193.7m PLN (+4.3%). Compared to February of 2024, sales grew by approximately 183.6m PLN (+4.1%).

**Compared to the same period of 2023** the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 69.2m PLN (+5.4%), sales based on non-reimbursed prescriptions grew by 96m PLN (+7.9%), the non-prescription segment grew by 27.4m PLN (+1.4%).

**Compared to the previous month**, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 72.8m PLN (+5.7%), value of non-reimbursed RX drugs grew by 46.2m PLN (+3.7%) and value of products sold without a prescriptions grew by 64.7m PLN (+3.4%).

**The average retail drug price in March 2024** was 30.1 PLN and was 0.8% higher than the average price in the previous month, and 9.8% higher than the average price in March 2023. The average retail price of reimbursed prescription was 33.5 PLN (+7% vs March 2023), 40 PLN for non-reimbursed prescriptions (+11.3% vs March 2023) and 24.2 PLN for products sold without a prescription (+8.8% vs March 2023).

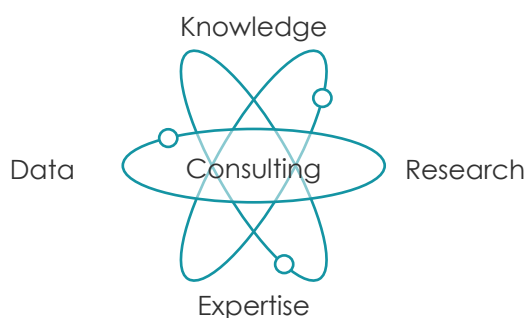
**Average pharmacy margin for all drugs in March 2024** was 26.3% and was higher by 4.6% than margin in the same period of 2023. Compared to February 2024, the average pharmacy margin was lower by 0.9%.

**Drug reimbursement by the National Health Fund in March** was in the amount 1,151m PLN, 20.1% more than in the same period of 2023. The level of patient copayment for reimbursed drugs in March was 75.4%, 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](http://www.pexps.pl) more info



**Ask us a question:**  
[solutions\\_by\\_pex@pexps.pl](mailto:solutions_by_pex@pexps.pl)  
 22 886 47 15

Published on the 23rd of April 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

