



Warsaw, January 2025

MONTHLY REPORT – DECEMBER 2024

TOTAL OPEN MARKET (SELL-OUT REPORT)

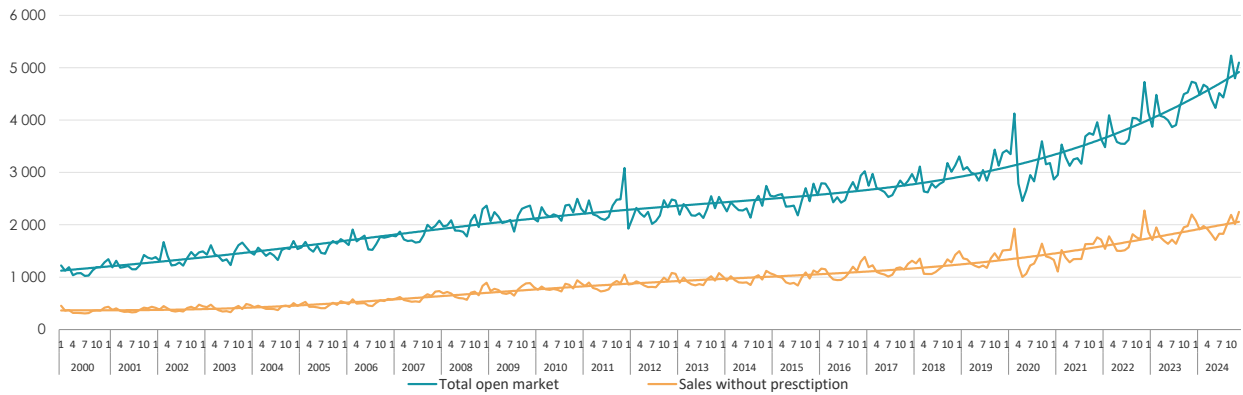
	DECEMBER 2024	CHANGE IN COMPARISON TO			CUMULATIVE YTD	
		NOVEMBER 2024	JANUARY 2024	DECEMBER 2023	2024	CHANGE VS 2023
TOTAL TURNOVER (PLN MILLION)						
Total open market ¹	5 098	6,3%	8,3%	7,8%	55 938	10,9%
Rx reimbursed ²	1 400	0,8%	8,1%	10,0%	16 211	11,4%
Rx nonreimbursed ³	1 411	4,3%	9,1%	15,8%	15 697	16,5%
Non Rx products ⁴	2 246	11,5%	8,1%	2,2%	23 531	7,4%
REIMBURSEMENT						
Reimbursement value (PLN million)	1 216	0,7%	10,2%	11,8%	13 957	21,7%
Reimbursement share In total turnover	23,9%	-5,2%	1,7%	3,7%	25,0%	9,7%
Reimbursement share In reimbursed sales	85,3%	0,0%	2,0%	1,5%	84,5%	9,2%
AVERAGE PRICE PER PACK (PLN)						
Total ¹	31,5	-0,2%	6,9%	8,9%	30,6	8,7%
For reimbursed Rx products ²	34,6	0,2%	5,0%	5,6%	34,0	6,4%
For nonreimbursed Rx products ³	43,0	0,2%	10,1%	12,2%	41,1	11,7%
For Non Rx products ⁴	25,4	0,9%	6,5%	6,8%	24,4	7,0%
AVERAGE MARK-UP						
Total ¹	25,3%	-1,1%	-0,1%	-5,4%	26,1%	2,2%
For reimbursed Rx products ²	19,9%	2,4%	-2,4%	-0,1%	20,4%	2,8%
For nonreimbursed Rx products ³	20,7%	0,0%	-5,1%	-6,9%	21,6%	2,7%
For Non Rx products ⁴	31,3%	-7,7%	10,2%	-0,2%	31,2%	3,5%
AVERAGE PHARMACY						
Number of patients in pharmacies	4 840	8,0%	1,7%	0,8%	54 540	3,7%
Total turnover (PLN thousand) ¹	412	6,5%	10,5%	10,2%	4 473	13,0%

TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

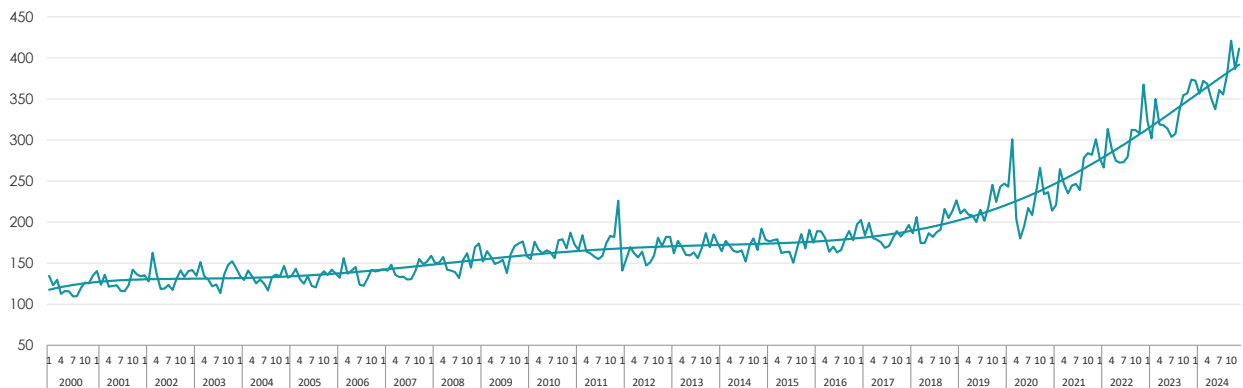
2024	PHARMACY MARKET TOTAL ¹		RX REIMBURSED PRESCRIPTIONS ²		RX NONREIMBURSED PRESCRIPTIONS ³		NON RX PRODUCTS ⁴	
	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023	TOTAL	CHANGE VS 2023
January	4 709	13,6%	1 296	12,5%	1 293	18,5%	2 078	11,4%
February	9 201	14,7%	2 570	13,9%	2 557	20,8%	3 991	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	22 903	11,0%	6 554	11,3%	6 434	15,5%	9 706	8,1%
June	27 136	10,2%	7 828	10,5%	7 642	14,1%	11 415	7,5%
July	31 651	11,1%	9 184	11,6%	8 930	16,6%	13 245	7,4%
August	36 083	11,4%	10 509	12,1%	10 169	16,3%	15 071	7,9%
September	40 809	11,3%	11 890	11,7%	11 462	16,1%	17 082	8,3%
October	46 041	11,9%	13 421	12,2%	12 933	16,9%	19 271	8,7%
November	50 839	11,3%	14 811	11,6%	14 286	16,5%	21 285	8,0%
December	55 938	10,9%	16 211	11,4%	15 697	16,5%	23 531	7,4%

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN THOUSAND



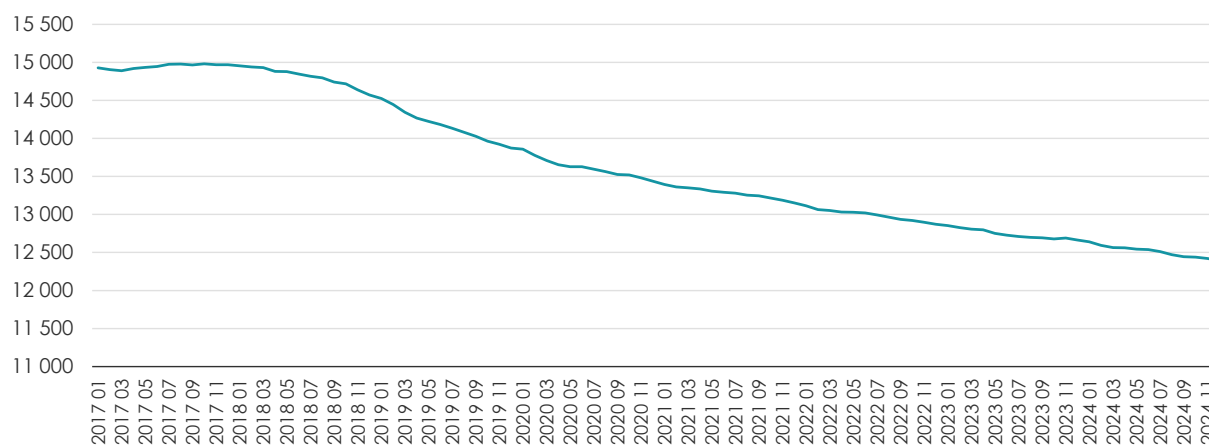
AVERAGE PHARMACY

	DECEMBER'24		YTD'2021		NOVEMBER'24		CHANGE		DECEMBER'23		CHANGE		YTD'2020		CHANGE	
	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%
TOTAL TURNOVER (THOUSAND PLN)																
Total open market ¹	412	4 473	387	25,0	6,5%	374	38,0	10,2%	3 958	515,5	13,0%					
Rx reimbursed ²	113	1 296	112	1,1	1,0%	101	12,4	12,3%	1 142	154,2	13,5%					
Rx nonreimbursed ³	114	1 255	109	4,9	4,5%	96	17,7	18,4%	1 058	196,9	18,6%					
Non Rx products ⁴	181	1 881	162	19,0	11,7%	174	7,6	4,4%	1 720	161,8	9,4%					
AVERAGE PRICE⁵ PER PACK (PLN)																
Total ¹	31	31	31,5	-0,1	-0,2%	28,9	2,6	8,9%	28,1	2,5	8,7%					
For reimbursed Rx products ²	35	34	34,5	0,1	0,2%	32,8	1,8	5,6%	31,9	2,0	6,4%					
For nonreimbursed Rx products ³	43	41	42,9	0,1	0,2%	38,3	4,7	12,2%	36,8	4,3	11,7%					
For Non Rx products ⁴	25	24	25,2	0,2	0,9%	23,8	1,6	6,8%	22,8	1,6	7,0%					
AVERAGE MARK-UP*																
Total ¹	25,3%	26,1%	25,6%	-0,3%	-1,1%	26,8%	-1,4%	-5,4%	25,5%	0,6%	2,2%					
For reimbursed Rx products ²	19,9%	20,4%	19,5%	0,5%	2,4%	19,9%	0,0%	-0,1%	19,8%	0,6%	2,8%					
For nonreimbursed Rx products ³	20,7%	21,6%	20,7%	0,0%	0,0%	22,2%	-1,5%	-6,9%	21,0%	0,6%	2,7%					
For Non Rx products ⁴	31,3%	31,2%	33,9%	-2,6%	-7,7%	31,4%	0,0%	-0,2%	30,2%	1,0%	3,5%					
NUMBER OF PATIENTS																
Total ¹	4 840	54 540	4 480	360	8,0%	4 800	40	0,8%	52 600	1 940	3,7%					
For reimbursed Rx products ²	1 070	12 360	1 040	30	2,9%	1 010	60	5,9%	11 330	1 030	9,1%					
For nonreimbursed Rx products ³	990	11 380	930	60	6,5%	960	30	3,1%	11 730	-350	-3,0%					
For Non Rx products ⁴	3 930	43 690	3 600	330	9,2%	3 960	-30	-0,8%	42 440	1 250	2,9%					
NUMBER OF PHARMACIES - SUMMARY#																
	12 395	150 125	12 421	-26	-0,2%	12 663	-268	-2,1%	152 895	-2 770	-1,8%					

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

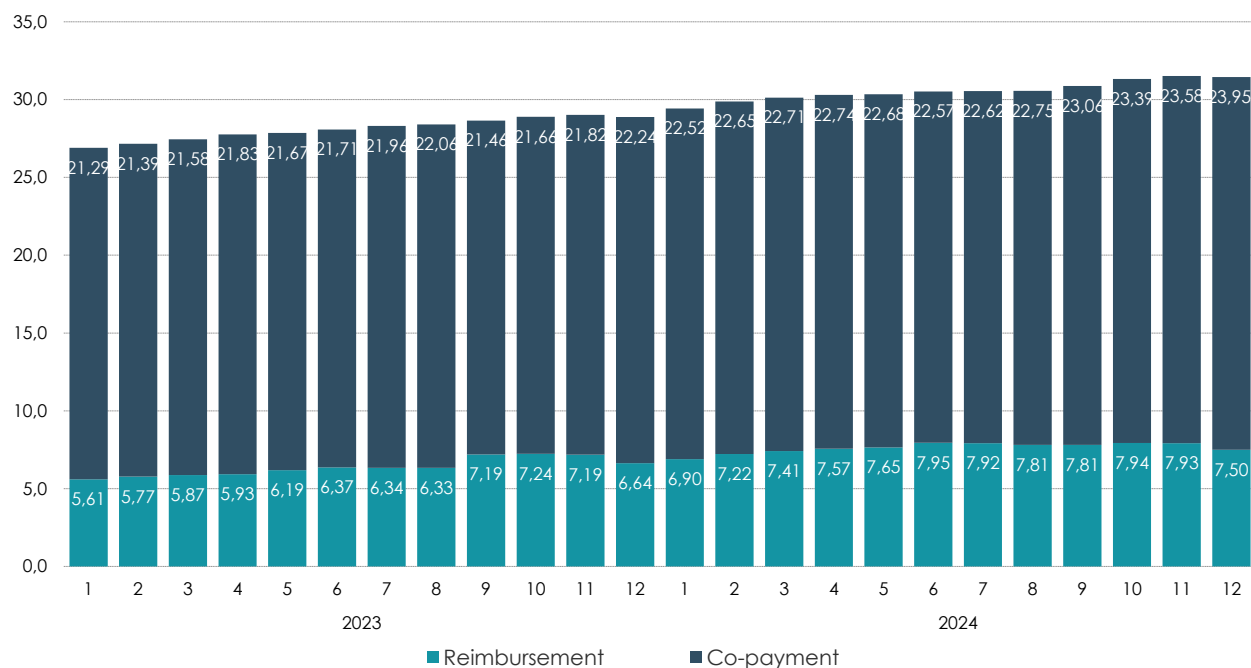
Number of pharmacies based on PEX's analysis.

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 December 2024 saw sales go close to 5,098.4m PLN. Value of sales compared to December 2023 grew by 367m PLN (+7.8%). Compared to November of 2024, sales grew by approximately 300.5m PLN (+6.3%).

Compared to the same period of 2023 the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 127m PLN (+10%), sales based on non-reimbursed prescriptions grew by 193m PLN (+15.8%), the non-prescription segment grew by 47.9m PLN (+2.2%).

Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 11m PLN (+0.8%), value of non-reimbursed RX drugs grew by 58.3m PLN (+4.3%) and value of products sold without a prescriptions grew by 231.3m PLN (+11.5%).

The average retail drug price in December 2024 was 31.5 PLN and was 0.2% lower than the average price in the previous month, and 8.9% higher than the average price in December 2023. The average retail price of reimbursed prescription was 34.6 PLN (+5.6% vs December 2023), 43 PLN for non-reimbursed prescriptions (+12.2% vs December 2023) and 25.4 PLN for products sold without a prescription (+6.8% vs December 2023).

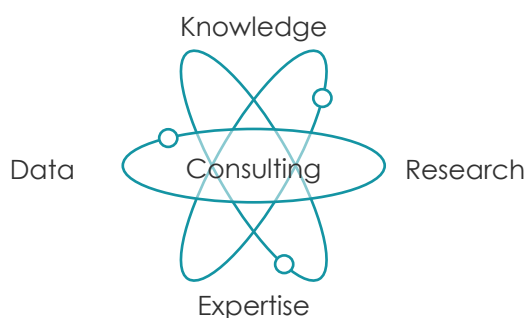
Average pharmacy margin for all drugs in December 2024 was 25.3% and was lower by 5.4% than margin in the same period of 2023. Compared to November 2024, the average pharmacy margin was lower by 1.1%.

Drug reimbursement by the National Health Fund in December was in the amount 1,216m PLN, 11.8% more than in the same period of 2023. The level of patient copayment for reimbursed drugs in December was 76.1%, grew by 1.3p.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 17th of January 2024,
 prepared by Filip Dudkiewicz
 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

