



**PEX**

Warsaw, June 2025

# **MONTHLY REPORT – MAY 2025**

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## TOTAL OPEN MARKET (SELL-OUT REPORT)

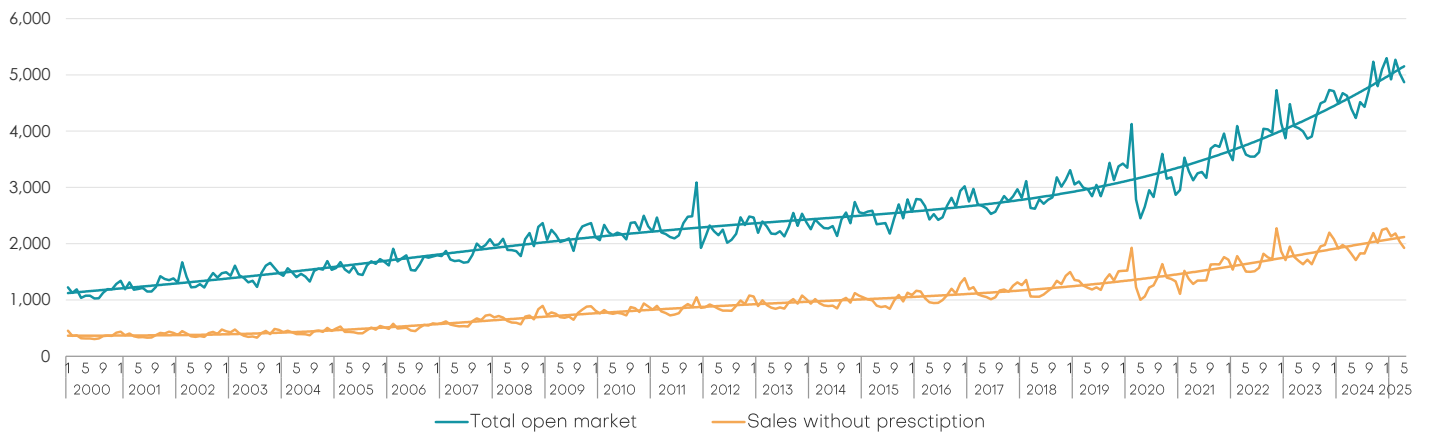
	MAY 2025	CHANGE IN COMPARISON TO			CUMULATIVE YTD	
		APRIL 2025	JANUARY 2025	MAY 2024	2025	CHANGE VS 2024
<b>TOTAL TURNOVER (PLN MILLION)</b>						
Total open market <sup>1</sup>	4,870	-3.1%	-8.0%	10.8%	25,379	10.8%
Rx reimbursed <sup>2</sup>	1,478	0.3%	1.5%	14.6%	7,293	11.3%
Rx nonreimbursed <sup>3</sup>	1,419	-3.3%	-6.4%	13.8%	7,306	13.6%
Non Rx products <sup>4</sup>	1,923	-5.5%	-15.4%	5.7%	10,539	8.6%
<b>REIMBURSEMENT</b>						
Reimbursement value (PLN million)	1,296	0.7%	2.1%	16.9%	6,377	13.8%
Reimbursement share In total turnover	26.6%	3.9%	11.0%	5.5%	24.9%	1.8%
Reimbursement share In reimbursed sales	86.1%	0.4%	0.7%	1.9%	85.6%	1.9%
<b>AVERAGE PRICE PER PACK (PLN)</b>						
Total <sup>1</sup>	33.62	1.2%	4.7%	10.8%	32.76	8.0%
For reimbursed Rx products <sup>2</sup>	36.24	1.0%	3.6%	8.1%	35.62	6.2%
For nonreimbursed Rx products <sup>3</sup>	45.83	1.3%	6.3%	13.7%	44.43	10.2%
For Non Rx products <sup>4</sup>	26.49	0.7%	2.0%	9.2%	26.16	7.8%
<b>AVERAGE MARK-UP</b>						
Total <sup>1</sup>	25.5%	1.8%	-7.2%	-2.2%	26.2%	0.2%
For reimbursed Rx products <sup>2</sup>	19.6%	1.0%	-7.9%	-3.7%	19.9%	-4.2%
For nonreimbursed Rx products <sup>3</sup>	20.3%	-4.0%	-13.8%	-6.2%	21.5%	-1.5%
For Non Rx products <sup>4</sup>	32.7%	2.5%	3.2%	5.3%	32.6%	7.1%
<b>AVERAGE PHARMACY</b>						
Number of patients in pharmacies	4,260	-7.2%	-13.1%	-2.3%	23,040	0.3%
Total turnover (PLN thousand) <sup>1</sup>	395	-3.1%	-7.7%	12.6%	2,054	12.8%

## TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

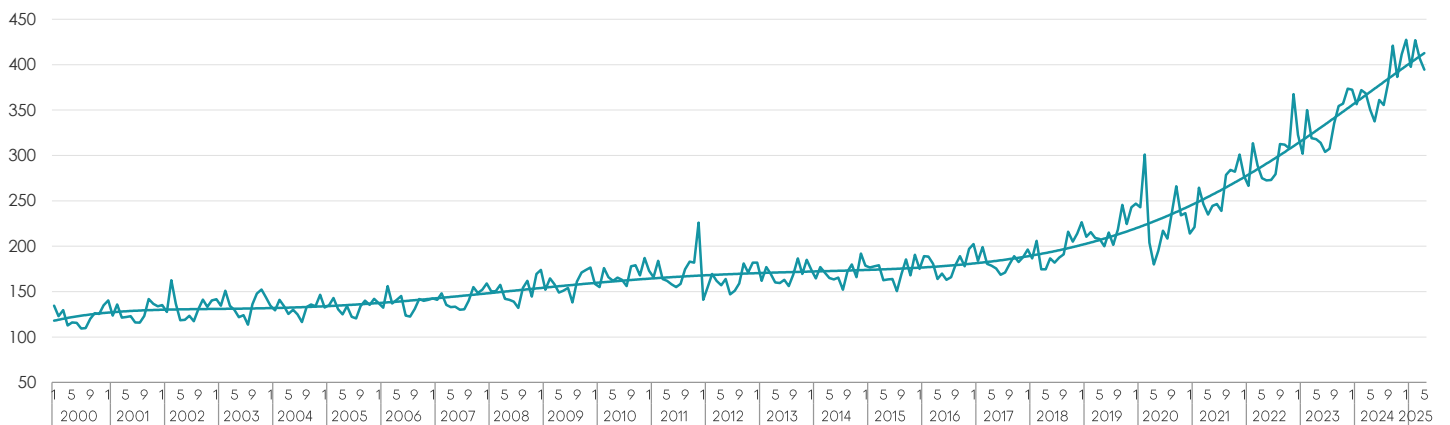
2025	PHARMACY MARKET TOTAL <sup>1</sup>		RX REIMBURSED PRESCRIPTIONS <sup>2</sup>		RX NONREIMBURSED PRESCRIPTIONS <sup>3</sup>		NON RX PRODUCTS <sup>4</sup>	
	TOTAL	CHANGE VS 2024	TOTAL	CHANGE VS 2024	TOTAL	CHANGE VS 2024	TOTAL	CHANGE VS 2024
January	5,296	12.5%	1,457	12.4%	1,517	17.3%	2,272	9.3%
February	10,214	11.0%	2,819	9.7%	2,898	13.3%	4,400	10.3%
March	15,485	11.6%	4,340	10.8%	4,419	14.3%	6,581	10.3%
April	20,509	10.8%	5,814	10.4%	5,886	13.5%	8,616	9.2%
May	25,379	10.8%	7,293	11.3%	7,306	13.6%	10,539	8.6%
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



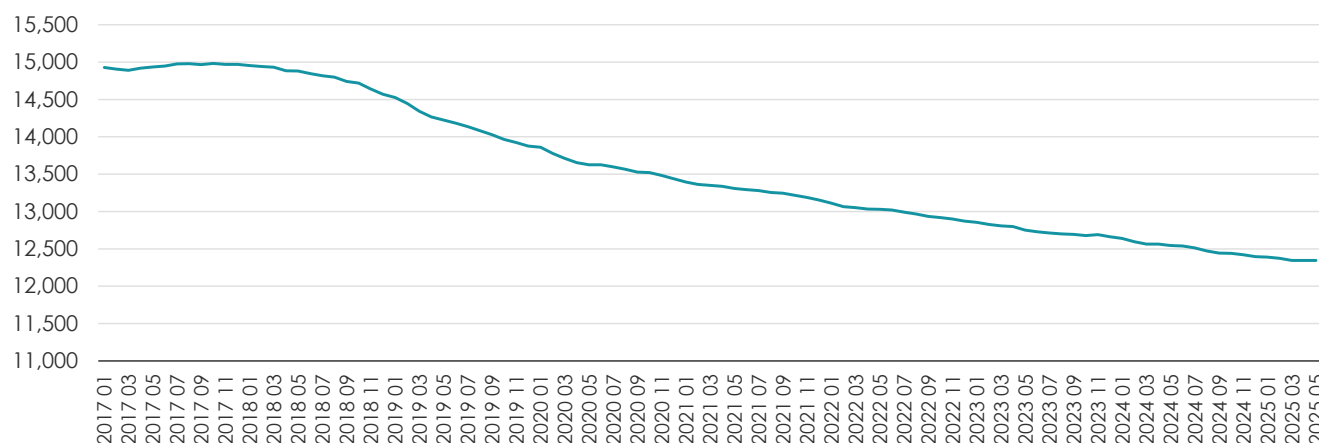
## AVERAGE PHARMACY

	MAY'25	YTD'2025	APRIL'25	CHANGE		MAY'24	CHANGE		YTD'2024	CHANGE	
				VALUE	%		VALUE	%		VALUE	%
<b>TOTAL TURNOVER (THOUSAND PLN)</b>											
Total open market <sup>1</sup>	394.5	2,053.5	407.0	-12.5	-3.1%	350.5	44.0	12.6%	1,820.0	233.5	12.8%
Rx reimbursed <sup>2</sup>	119.8	590.1	119.4	0.4	0.3%	102.8	17.0	16.5%	521.0	69.1	13.3%
Rx nonreimbursed <sup>3</sup>	115.0	591.1	118.9	-3.9	-3.3%	99.4	15.6	15.7%	511.4	79.7	15.6%
Non Rx products <sup>4</sup>	155.8	852.7	164.8	-9.0	-5.5%	145.0	10.8	7.4%	771.4	81.3	10.5%
<b>AVERAGE PRICE<sup>5</sup> PER PACK (PLN)</b>											
Total <sup>1</sup>	33.62	32.76	33.22	0.40	1.2%	30.34	3.29	0.11	30.34	2.42	8.0%
For reimbursed Rx products <sup>2</sup>	36.24	35.62	35.89	0.35	1.0%	33.53	2.71	0.08	33.53	2.09	6.2%
For nonreimbursed products <sup>3</sup>	45.83	44.43	45.26	0.57	1.3%	40.31	5.52	13.7%	40.31	4.12	10.2%
For Non Rx products <sup>4</sup>	26.49	26.16	26.29	0.20	0.7%	24.26	2.22	9.2%	24.26	1.90	7.8%
<b>AVERAGE MARK-UP*</b>											
Total <sup>1</sup>	25.5%	26.2%	25.0%	0.5%	1.8%	26.1%	-0.6%	-2.2%	26.2%	0.1%	0.2%
For reimbursed Rx products <sup>2</sup>	19.6%	19.9%	19.4%	0.2%	1.0%	20.3%	-0.7%	-3.7%	20.8%	-0.9%	-4.2%
For nonreimbursed Rx products <sup>3</sup>	20.3%	21.5%	21.2%	-0.8%	-4.0%	21.7%	-1.3%	-6.2%	21.8%	-0.3%	-1.5%
For Non Rx products <sup>4</sup>	32.7%	32.6%	31.9%	0.8%	2.5%	31.0%	1.6%	5.3%	30.4%	2.2%	7.1%
<b>NUMBER OF PATIENTS</b>											
Total <sup>1</sup>	4,260	23,040	4,590	-330	-7.2%	4,360	-100	-2.3%	22,960	80	0.3%
For reimbursed Rx products <sup>2</sup>	950	5,110	1,030	-80	-7.8%	1,010	-60	-5.9%	5,280	-170	-3.2%
For nonreimbursed Rx products <sup>3</sup>	980	5,050	1,030	-50	-4.9%	920	60	6.5%	4,890	160	3.3%
For Non Rx products <sup>4</sup>	3,400	18,560	3,680	-280	-7.6%	3,470	-70	-2.0%	18,350	210	1.1%
<b>NUMBER OF PHARMACIES - SUMMARY<sup>#</sup></b>											
	12,344	12,359	12,346	-2	0.0%	12,544	-200	-1.6%	12,581	-222	-1.8%

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

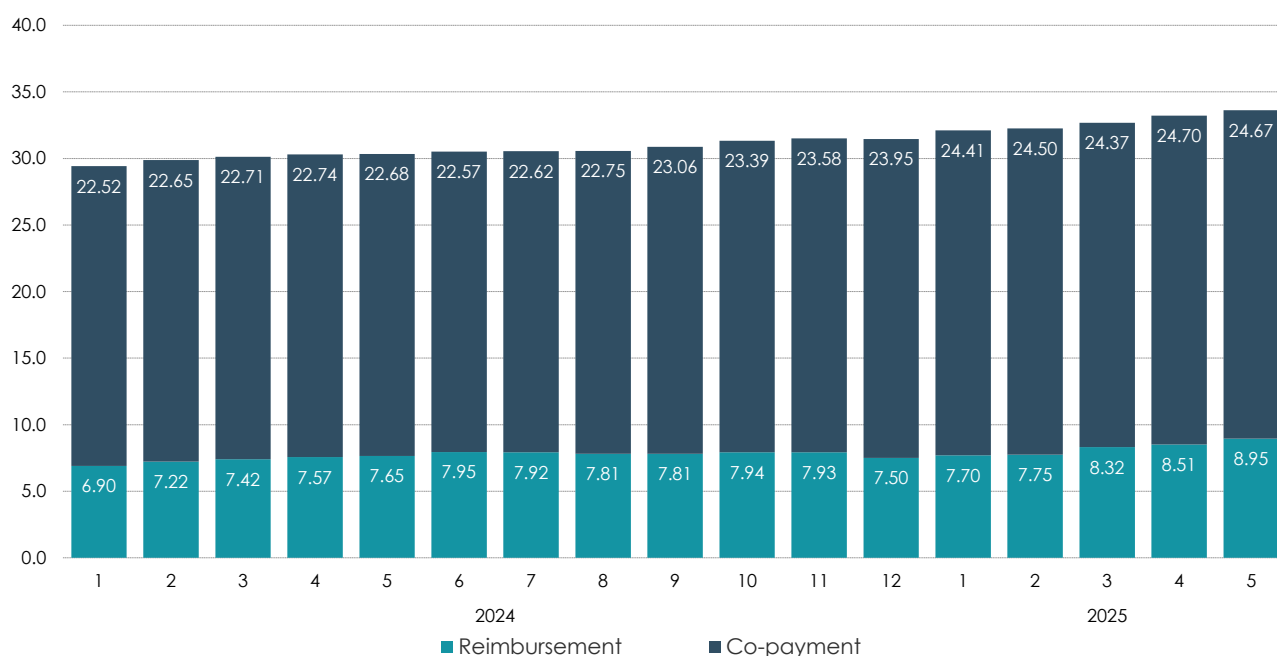
# Number of pharmacies based on PEX's analysis, average monthly number of pharmacies

## 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.

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## PEX COMMENTARY

**The pharmacy market in May 2025** saw sales go close to 4869.7m PLN. Value of sales compared to May 2024 grew by 473m PLN (+10.8%). Compared to April of 2025, sales fell by approximately 155.1m PLN (-3.1%). Turnover of a statistical pharmacy in May 2025 was 394.5 thousand PLN, this was an increase by 12.6% compared to the same period in 2024.

**Compared to the same period of 2024** the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 188.8m PLN (+14.6%), sales based on non-reimbursed prescriptions grew by 172.3m PLN (+13.8%), the non-prescription segment grew by 104.2m PLN (+5.7%).

**Compared to the previous month**, the value of tracked segments grew for one monitored segments. Value of reimbursed prescriptions grew by 4.6m PLN (+0.3%), value of non-reimbursed RX drugs fell by 48.4m PLN (-3.3%) and value of products sold without a prescriptions fell by 111.4m PLN (-5.5%).

**The average retail drug price in May 2025** was 33.62 PLN and was 1.2% higher than the average price in the previous month, and 10.8% higher than the average price in May 2024. The average retail price of reimbursed prescription was 36.24 PLN (+8.1% vs May 2024), 45.83 PLN for non-reimbursed prescriptions (+13.7% vs May 2024) and 26.49 PLN for products sold without a prescription (+9.2% vs May 2024).

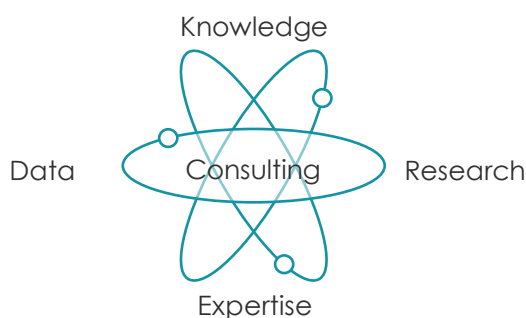
**Average pharmacy margin for all drugs in May 2025** was 25.5% and was lower by 2.2% than margin in the same period of 2024. Compared to April 2025, the average pharmacy margin was higher by 1.8%.

**Drug reimbursement by the National Health Fund in May** was in the amount 1296m PLN, 16.9% more than in the same period of 2024. The level of patient copayment for reimbursed drugs in May was 13.9%, fell by 0.3p.p. compared to previous month and fell by 1.6p.p. compared to the same period in 2024.

## 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



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