



MONTHLY REPORT - JANUARY 2026

Warsaw, February 2026

TOTAL OPEN MARKET (SELL-OUT REPORT)

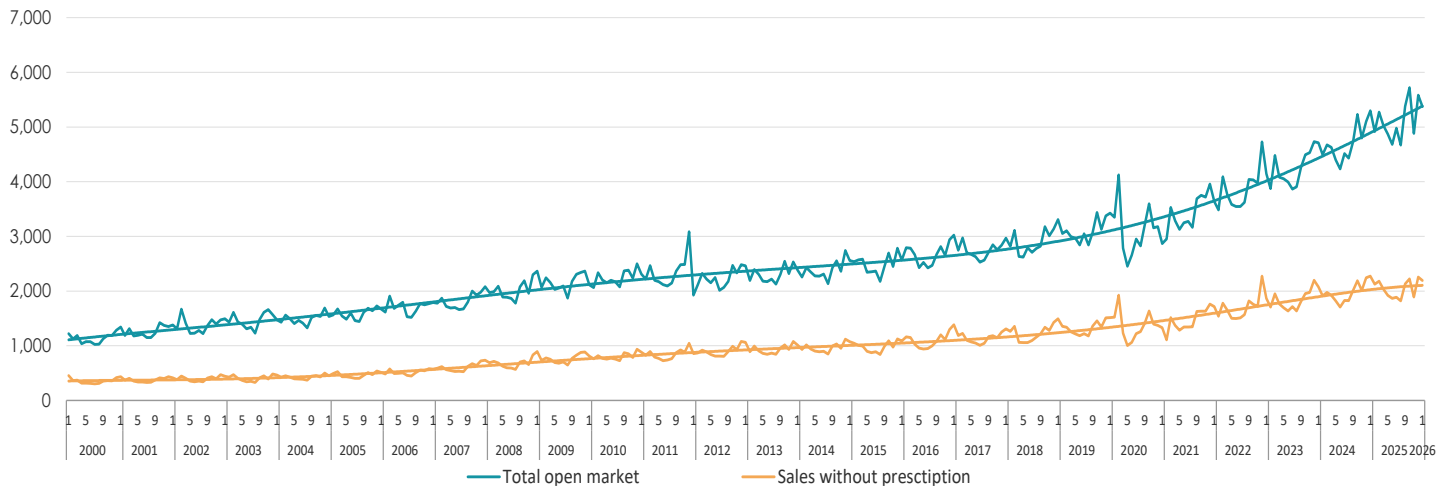
	JANUARY 2026	CHANGE IN COMPARISON TO		CUMULATIVE YTD		
		DECEMBER 2025	JANUARY 2026	JANUARY 2025	2026	CHANGE VS 2025
TOTAL TURNOVER (PLN MILLION)						
Total open market ¹	5,372	-3.8%	0.0%	1.4%	5,372	1.4%
Rx reimbursed ²	1,547	-6.9%	0.0%	6.2%	1,547	6.2%
Rx nonreimbursed ³	1,578	-2.1%	0.0%	4.0%	1,578	4.0%
Non Rx products ⁴	2,195	-2.8%	0.0%	-3.4%	2,195	-3.4%
REIMBURSEMENT						
Reimbursement value (PLN million)	1,338	-8.9%	0.0%	5.4%	1,338	5.4%
Reimbursement share In total turnover	24.9%	-5.3%	0.0%	3.9%	24.9%	3.9%
Reimbursement share In reimbursed sales	84.8%	-2.2%	0.0%	-0.8%	84.8%	-0.8%
AVERAGE PRICE PER PACK (PLN)						
Total ¹	34.51	0.0%	0.0%	7.5%	34.51	7.5%
For reimbursed Rx products ²	37.31	-1.4%	0.0%	6.6%	37.31	6.6%
For nonreimbursed Rx products ³	48.29	0.6%	0.0%	12.0%	48.29	12.0%
For Non Rx products ⁴	27.12	0.5%	0.0%	4.4%	27.12	4.4%
AVERAGE MARK-UP						
Total ¹	26.3%	3.4%	0.0%	-4.5%	26.3%	-4.5%
For reimbursed Rx products ²	18.7%	-1.8%	0.0%	-12.2%	18.7%	-12.2%
For nonreimbursed Rx products ³	22.0%	11.1%	0.0%	-6.5%	22.0%	-6.5%
For Non Rx products ⁴	32.4%	2.8%	0.0%	2.2%	32.4%	2.2%
AVERAGE PHARMACY						
Number of patients in pharmacies	4,470	-5.7%	0.0%	-8.8%	4,470	-8.8%
Total turnover (PLN thousand) ¹	440	-3.6%	0.0%	2.8%	440	2.8%

TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

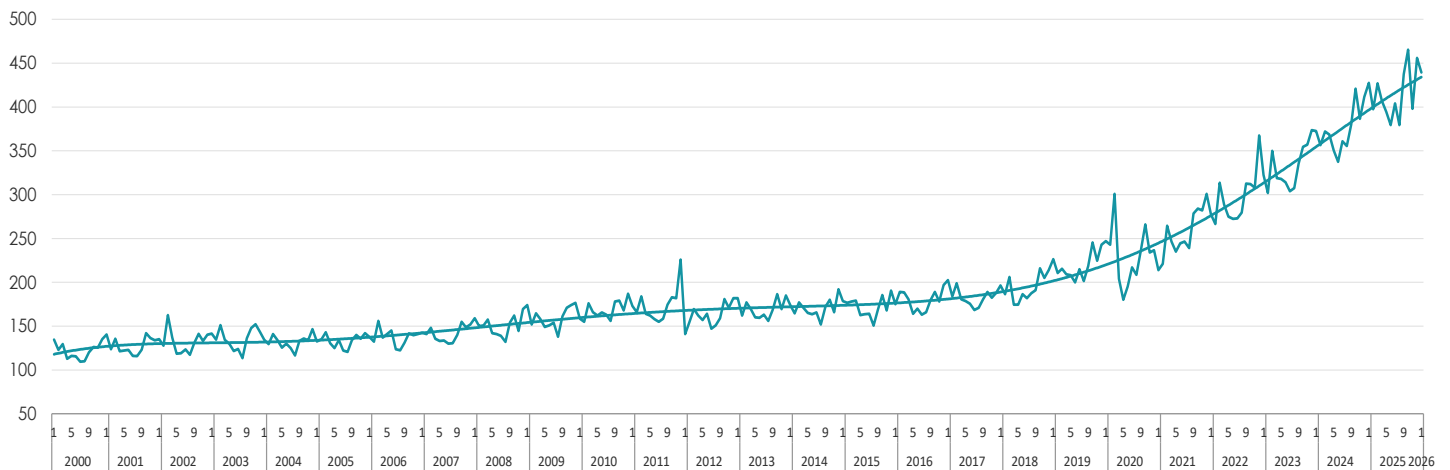
2026	PHARMACY MARKET TOTAL ¹		RX REIMBURSED PRESCRIPTIONS ²		RX NONREIMBURSED PRESCRIPTIONS ³		NON RX PRODUCTS ⁴	
	TOTAL	CHANGE VS 2025	TOTAL	CHANGE VS 2025	TOTAL	CHANGE VS 2025	TOTAL	CHANGE VS 2025
January	5,372	1.4%	1,547	6.2%	1,578	4.0%	2,195	-3.4%
February								
March								
April								
May								
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



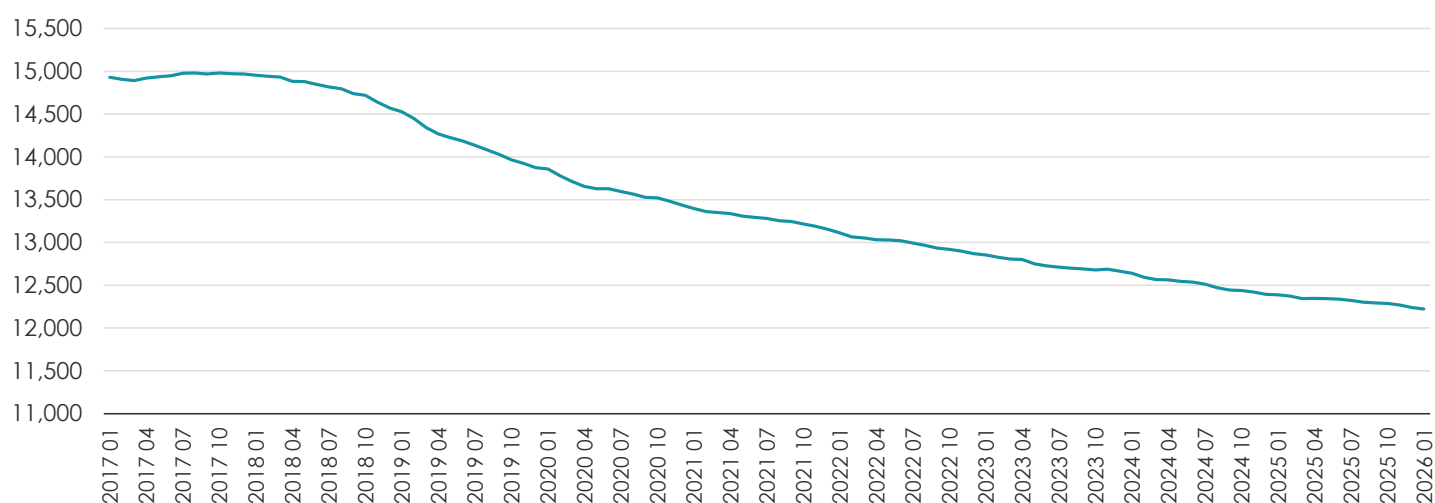
AVERAGE PHARMACY

	JANUARY '26		YTD '2026		DECEMBER '25		CHANGE		JANUARY '25		CHANGE		YTD '2025		CHANGE	
	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%
TOTAL TURNOVER (THOUSAND PLN)																
Total open market ¹	439.5	439.5	456.0	-16.5	-3.6%	427.5	12.0	2.8%	427.5	12.0	2.8%					
Rx reimbursed ²	126.5	126.5	135.7	-9.2	-6.8%	117.5	9.0	7.6%	117.5	9.0	7.7%					
Rx nonreimbursed ³	129.1	129.1	131.6	-2.5	-1.9%	122.5	6.6	5.4%	122.5	6.6	5.4%					
Non Rx products ⁴	179.6	179.6	184.5	-4.9	-2.7%	183.5	-3.9	-2.1%	183.5	-3.9	-2.1%					
AVERAGE PRICE⁵ PER PACK (PLN)																
Total ¹	34.51	34.51	34.51	0.00	0.0%	32.10	2.41	0.08	32.10	2.41	7.5%					
For reimbursed Rx products ²	37.31	37.31	37.85	-0.54	-1.4%	34.99	2.32	0.07	34.99	2.32	6.6%					
For nonreimbursed products ³	48.29	48.29	48.01	0.28	0.6%	43.11	5.18	12.0%	43.11	5.18	12.0%					
For Non Rx products ⁴	27.12	27.12	26.98	0.14	0.5%	25.97	1.15	4.4%	25.97	1.15	4.4%					
AVERAGE MARK-UP*																
Total ¹	26.3%	26.3%	25.4%	0.9%	3.4%	27.5%	-1.2%	-4.5%	26.3%	0.0%	-4.5%					
For reimbursed Rx products ²	18.7%	18.7%	19.0%	-0.3%	-1.8%	21.2%	-2.6%	-12.2%	18.7%	0.0%	-12.2%					
For nonreimbursed Rx products ³	22.0%	22.0%	19.8%	2.2%	11.1%	23.6%	-1.5%	-6.5%	22.0%	0.0%	-6.5%					
For Non Rx products ⁴	32.4%	32.4%	31.5%	0.9%	2.8%	31.7%	0.7%	2.2%	32.4%	0.0%	2.2%					
NUMBER OF PATIENTS																
Total ¹	4,470	4,470	4,740	-270	-5.7%	4,900	-430	-8.8%	4,900	-430	-8.8%					
For reimbursed Rx products ²	920	920	1,010	-90	-8.9%	1,090	-170	-15.6%	1,090	-170	-15.6%					
For nonreimbursed Rx products ³	1,100	1,100	1,170	-70	-6.0%	1,050	50	4.8%	1,050	50	4.8%					
For Non Rx products ⁴	3,630	3,630	3,830	-200	-5.2%	3,970	-340	-8.6%	3,970	-340	-8.6%					
NUMBER OF PHARMACIES - SUMMARY[#]																
	12,223	12,223	12,241	-18	-0.1%	12,388	-165	-1.3%	12,388	-165	-1.3%					

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

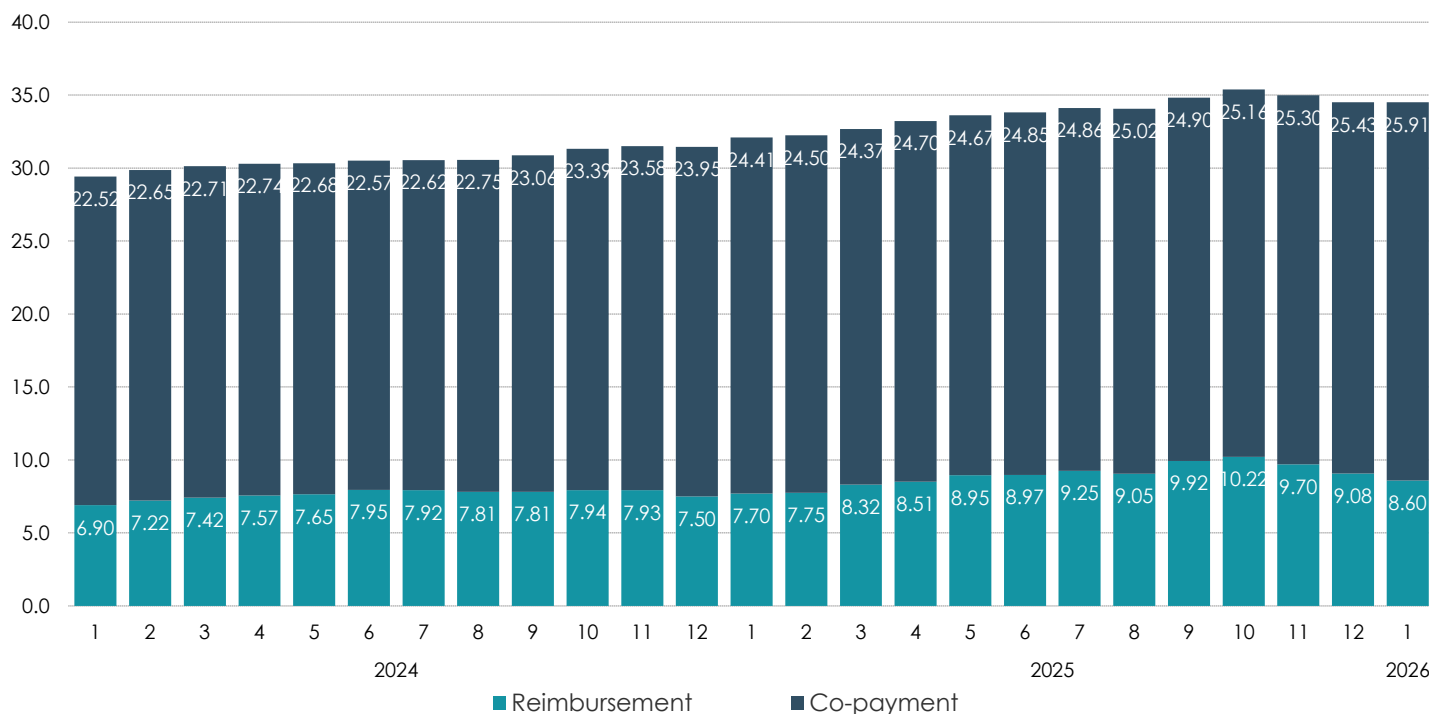
Number of pharmacies based on PEX's analysis, average monthly number of pharmacies

PHARMACIES ON THE OPEN MARKET



PRICE

STRUCTURE OF THE AVERAGE RETAIL 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 2026 saw sales go close to 5372m PLN. Value of sales compared to January 2025 grew by 76,1m PLN (+1,4%). Compared to December of 2025, sales fell by approximately 209,9m PLN (-3,8%). Turnover of a statistical pharmacy in January 2026 was 439,5 thousand PLN, this was an increase by 2,8% compared to the same period in 2025.

Compared to the same period of 2025 the value of tracked segments grew for two monitored segments. Sales based on reimbursed prescriptions grew by 90,1m PLN (+6,2%), sales based on non-reimbursed prescriptions grew by 60,7m PLN (+4%), the non-prescription segment fell by 77,4m PLN (-3,4%).

Compared to the previous month, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 115m PLN (-6,9%), value of non-reimbursed RX drugs fell by 33,1m PLN (-2,1%) and value of products sold without a prescriptions fell by 63,1m PLN (-2,8%).

The average retail drug price in January 2026 was 34,51 PLN and was 0% lower than the average price in the previous month, and 7,5% higher than the average price in January 2025. The average retail price of reimbursed prescription was 37,31 PLN (+6,6% vs January 2025), 48,29 PLN for non-reimbursed prescriptions (+12% vs January 2025) and 27,12 PLN for products sold without a prescription (+4,4% vs January 2025).

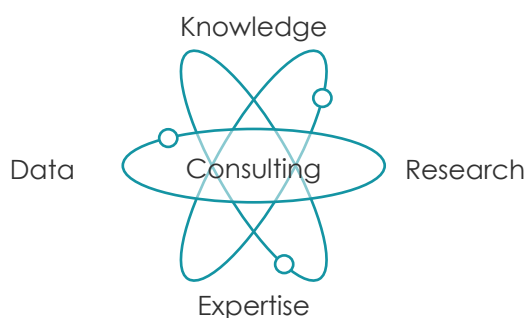
Average pharmacy margin for all drugs in January 2026 was 26,3% and was lower by 4,5% than margin in the same period of 2025. Compared to December 2025, the average pharmacy margin was higher by 3,4%.

Drug reimbursement by the National Health Fund in January was in the amount 1338m PLN, 5,4% more than in the same period of 2025. The level of patient copayment for reimbursed drugs in January was 15,2%, fell by 1,9p.p. compared to previous month and grew by 0,7p.p. compared to the same period in 2025.

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



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Ask us a question:
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