



# MONTHLY REPORT - APRIL 2026

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Warsaw, May 2026

## TOTAL OPEN MARKET (SELL-OUT REPORT)

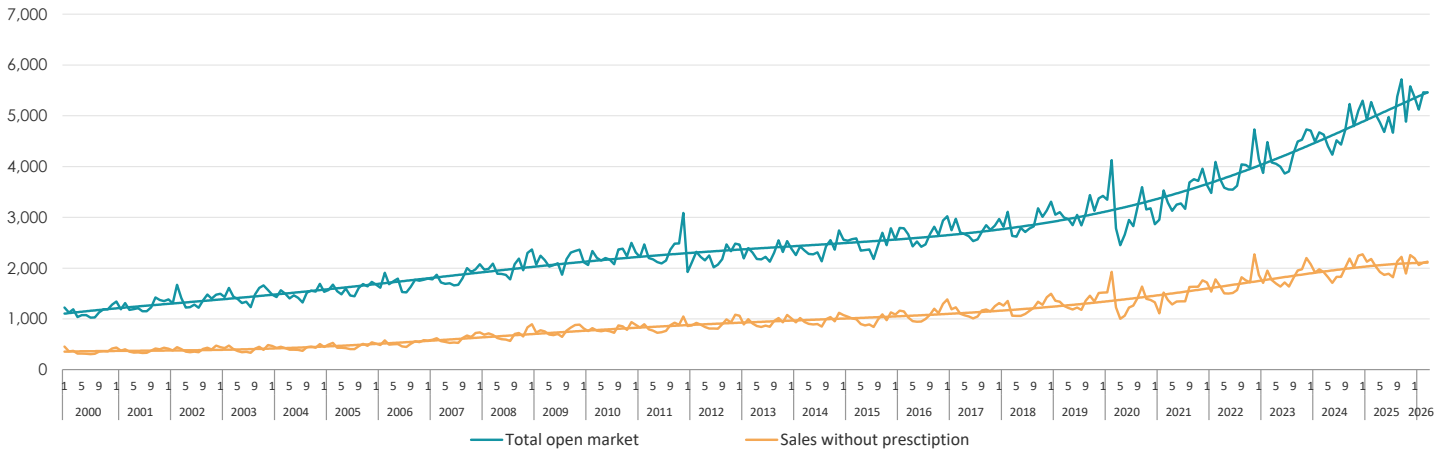
|  | APRIL<br>2026 | CHANGE IN COMPARISON TO |                 |               | CUMULATIVE YTD |                   |
|--|---------------|-------------------------|-----------------|---------------|----------------|-------------------|
|  |               | MARCH<br>2026           | JANUARY<br>2026 | APRIL<br>2025 | 2026           | CHANGE VS<br>2025 |
| <b>TOTAL TURNOVER (PLN MILLION)</b>        |               |                         |                 |               |                |                   |
| Total open market <sup>1</sup>             | 5,460         | -0.1%                   | 1.6%            | 8.7%          | 21,417         | 4.4%              |
| Rx reimbursed <sup>2</sup>                 | 1,614         | -1.9%                   | 4.4%            | 9.5%          | 6,298          | 8.3%              |
| Rx nonreimbursed <sup>3</sup>              | 1,665         | 0.5%                    | 5.5%            | 13.5%         | 6,421          | 9.1%              |
| Non Rx products <sup>4</sup>               | 2,126         | 0.9%                    | -3.1%           | 4.5%          | 8,489          | -1.5%             |
| <b>REIMBURSEMENT</b>                       |               |                         |                 |               |                |                   |
| Reimbursement value (PLN million)          | 1,388         | -4.5%                   | 3.7%            | 7.8%          | 5,482          | 7.9%              |
| Reimbursement share In total turnover      | 25.4%         | -4.4%                   | 2.1%            | -0.8%         | 25.6%          | 3.3%              |
| Reimbursement share In reimbursed sales    | 84.3%         | -2.7%                   | -0.6%           | -1.7%         | 85.3%          | -0.5%             |
| <b>AVERAGE PRICE PER PACK (PLN)</b>        |               |                         |                 |               |                |                   |
| Total <sup>1</sup>                         | 35.47         | 0.5%                    | 2.8%            | 6.8%          | 35.02          | 7.6%              |
| For reimbursed Rx products <sup>2</sup>    | 37.50         | -0.9%                   | 0.5%            | 4.5%          | 37.63          | 6.1%              |
| For nonreimbursed Rx products <sup>3</sup> | 49.74         | 2.0%                    | 3.0%            | 9.9%          | 48.82          | 10.7%             |
| For Non Rx products <sup>4</sup>           | 27.68         | 0.8%                    | 2.1%            | 5.3%          | 27.35          | 4.8%              |
| <b>AVERAGE MARK-UP</b>                     |               |                         |                 |               |                |                   |
| Total <sup>1</sup>                         | 28.9%         | 12.6%                   | 10.1%           | 15.4%         | 25.7%          | -2.7%             |
| For reimbursed Rx products <sup>2</sup>    | 18.1%         | -4.9%                   | -2.7%           | -6.3%         | 18.8%          | -6.0%             |
| For nonreimbursed Rx products <sup>3</sup> | 24.3%         | 18.1%                   | 10.4%           | 14.9%         | 21.9%          | 0.7%              |
| For Non Rx products <sup>4</sup>           | 35.7%         | 7.3%                    | 10.2%           | 11.9%         | 32.6%          | 0.2%              |
| <b>AVERAGE PHARMACY</b>                    |               |                         |                 |               |                |                   |
| Number of patients in pharmacies           | 4,640         | 1.5%                    | 3.8%            | 1.1%          | 18,110         | -3.6%             |
| Total turnover (PLN thousand) <sup>1</sup> | 449           | 0.0%                    | 2.2%            | 10.3%         | 1,758          | 6.0%              |

## TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

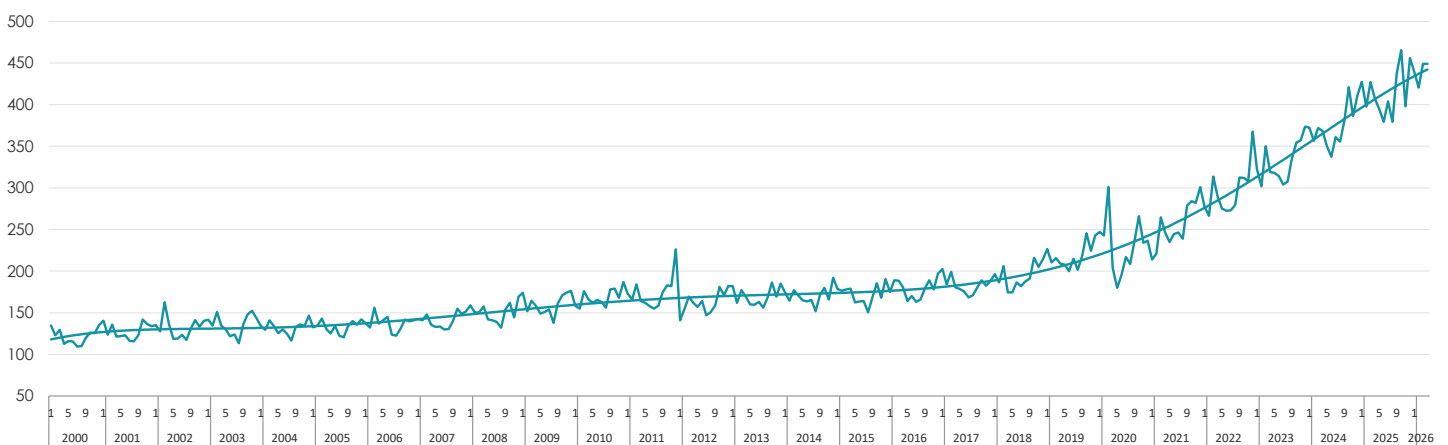
| 2026      | PHARMACY MARKET TOTAL <sup>1</sup> |                   | RX REIMBURSED PRESCRIPTIONS <sup>2</sup> |                   | RX NONREIMBURSED PRESCRIPTIONS <sup>3</sup> |                   | NON RX PRODUCTS <sup>4</sup> |                   |
|-----------|------------------------------------|-------------------|--|-------------------|---|-------------------|------------------------------|-------------------|
|           | TOTAL                              | CHANGE VS<br>2025 | TOTAL                                    | CHANGE VS<br>2025 | TOTAL                                       | CHANGE VS<br>2025 | TOTAL                        | CHANGE VS<br>2025 |
| January   | 5,372                              | 1.4%              | 1,547                                    | 6.2%              | 1,578                                       | 4.0%              | 2,195                        | -3.4%             |
| February  | 10,494                             | 2.7%              | 3,038                                    | 7.8%              | 3,098                                       | 6.9%              | 4,255                        | -3.3%             |
| March     | 15,957                             | 3.1%              | 4,684                                    | 7.9%              | 4,756                                       | 7.6%              | 6,362                        | -3.3%             |
| April     | 21,417                             | 4.4%              | 6,298                                    | 8.3%              | 6,421                                       | 9.1%              | 8,489                        | -1.5%             |
| 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



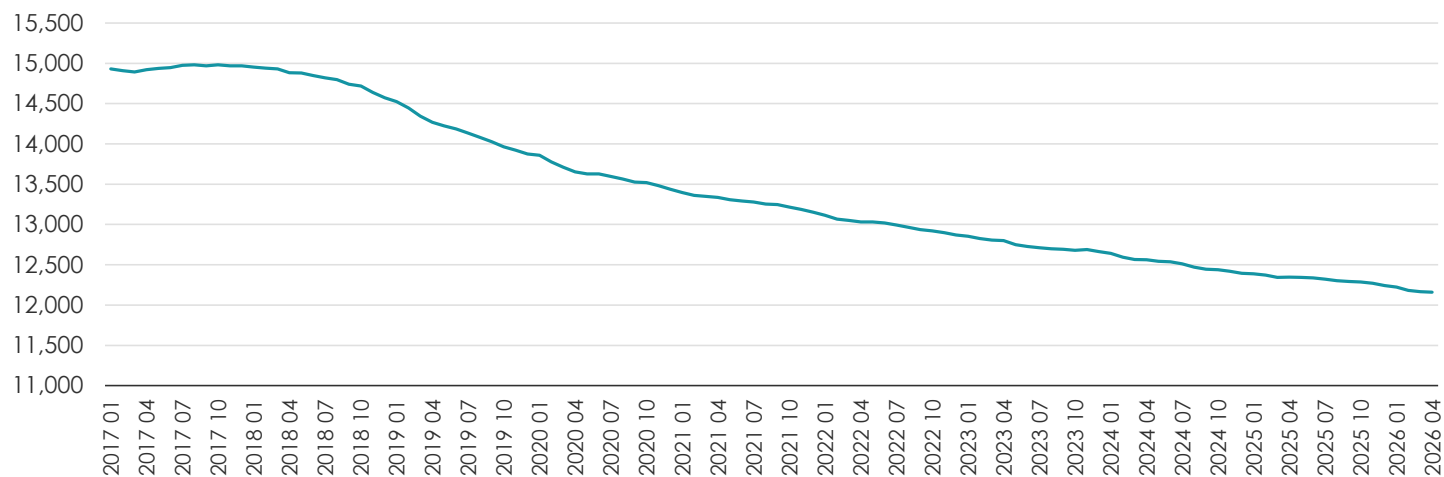
## AVERAGE PHARMACY

|   | APRIL '26 | YTD '2026 | MARCH '26 | CHANGE |       | APRIL '25 | CHANGE |       | YTD '2025 | CHANGE |       |      |
|---|-----------|-----------|-----------|--------|-------|-----------|--------|-------|-----------|--------|-------|------|
|   |           |           |           | VALUE  | %     |           | VALUE  | %     |           | VALUE  | %     |      |
| <b>TOTAL TURNOVER (THOUSAND PLN)</b>              |           |           |           |        |       |           |        |       |           |        |       |      |
| Total open market <sup>1</sup>                    | 449.0     | 1,758.0   | 449.0     | 0.0    | 0.0%  | 407.0     | 42.0   | 10.3% | 1,659.0   | 99.0   | 6.0%  |      |
| Rx reimbursed <sup>2</sup>                        | 132.7     | 517.0     | 135.3     | -2.5   | -1.9% | 119.4     | 13.4   | 11.2% | 470.3     | 46.7   | 9.9%  |      |
| Rx nonreimbursed <sup>3</sup>                     | 136.9     | 527.1     | 136.2     | 0.7    | 0.5%  | 118.9     | 18.1   | 15.2% | 476.2     | 50.9   | 10.7% |      |
| Non Rx products <sup>4</sup>                      | 174.9     | 696.8     | 173.2     | 1.6    | 0.9%  | 164.8     | 10.1   | 6.1%  | 696.9     | -0.1   | 0.0%  |      |
| <b>AVERAGE PRICE<sup>5</sup> PER PACK (PLN)</b>   |           |           |           |        |       |           |        |       |           |        |       |      |
| Total <sup>1</sup>                                | 35.47     | 35.02     | 35.29     | 0.18   | 0.5%  | 33.22     | 2.25   | 0.07  | 32.56     | 2.47   | 7.6%  |      |
| For reimbursed Rx products <sup>2</sup>           | 37.50     | 37.63     | 37.86     | -      | 0.35  | -0.9%     | 35.89  | 1.61  | 0.04      | 35.46  | 2.17  | 6.1% |
| For nonreimbursed Rx products <sup>3</sup>        | 49.74     | 48.82     | 48.77     | 0.97   | 2.0%  | 45.26     | 4.48   | 9.9%  | 44.11     | 4.71   | 10.7% |      |
| For Non Rx products <sup>4</sup>                  | 27.68     | 27.35     | 27.45     | 0.23   | 0.8%  | 26.29     | 1.39   | 5.3%  | 26.09     | 1.26   | 4.8%  |      |
| <b>AVERAGE MARK-UP*</b>                           |           |           |           |        |       |           |        |       |           |        |       |      |
| Total <sup>1</sup>                                | 28.9%     | 25.7%     | 25.7%     | 3.2%   | 12.6% | 25.0%     | 3.9%   | 15.4% | 26.4%     | -0.7%  | -2.7% |      |
| For reimbursed Rx products <sup>2</sup>           | 18.1%     | 18.8%     | 19.1%     | -0.9%  | -4.9% | 19.4%     | -1.2%  | -6.3% | 20.0%     | -1.2%  | -6.0% |      |
| For nonreimbursed Rx products <sup>3</sup>        | 24.3%     | 21.9%     | 20.6%     | 3.7%   | 18.1% | 21.2%     | 3.1%   | 14.9% | 21.7%     | 0.2%   | 0.7%  |      |
| For Non Rx products <sup>4</sup>                  | 35.7%     | 32.6%     | 33.2%     | 2.4%   | 7.3%  | 31.9%     | 3.8%   | 11.9% | 32.6%     | 0.1%   | 0.2%  |      |
| <b>NUMBER OF PATIENTS</b>                         |           |           |           |        |       |           |        |       |           |        |       |      |
| Total <sup>1</sup>                                | 4,640     | 18,110    | 4,570     | 70     | 1.5%  | 4,590     | 50     | 1.1%  | 18,780    | -670   | -3.6% |      |
| For reimbursed Rx products <sup>2</sup>           | 1,000     | 3,810     | 980       | 20     | 2.0%  | 1,030     | -30    | -2.9% | 4,160     | -350   | -8.4% |      |
| For nonreimbursed Rx products <sup>3</sup>        | 1,200     | 4,600     | 1,170     | 30     | 2.6%  | 1,030     | 170    | 16.5% | 4,070     | 530    | 13.0% |      |
| For Non Rx products <sup>4</sup>                  | 3,680     | 14,520    | 3,630     | 50     | 1.4%  | 3,680     | 0      | 0.0%  | 15,160    | -640   | -4.2% |      |
| <b>NUMBER OF PHARMACIES - SUMMARY<sup>#</sup></b> |           |           |           |        |       |           |        |       |           |        |       |      |
|   | 12,160    | 12,183    | 12,167    | -7     | -0.1% | 12,346    | -186   | -1.5% | 12,363    | -180   | -1.5% |      |

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

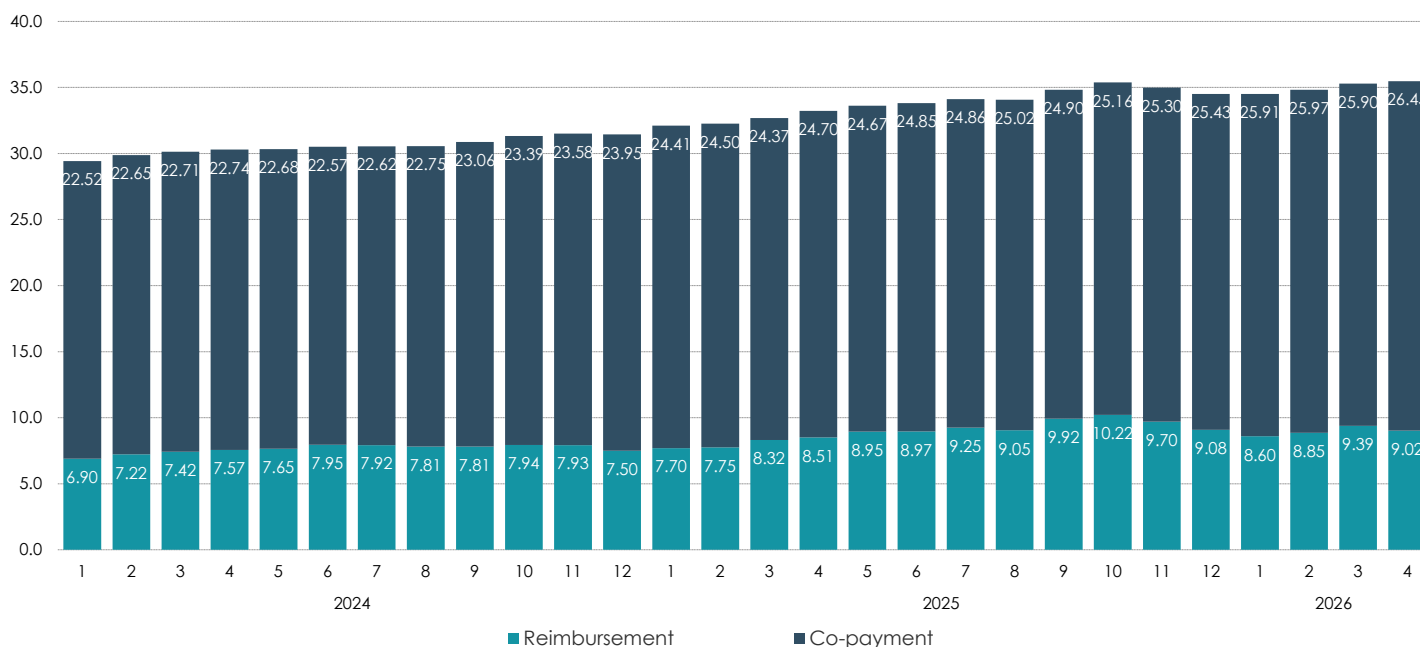
# Number of pharmacies based on PEX's analysis, average monthly number of pharmacies

## 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 April 2026** saw sales go close to 5459.8m PLN. Value of sales compared to April 2025 grew by 435m PLN (+8.7%). Compared to March of 2026, sales fell by approximately 3.1m PLN (-0.1%). Turnover of a statistical pharmacy in April 2026 was 449 thousand PLN, this was an increase by 10.3% compared to the same period in 2025.

**Compared to the same period of 2025** the value of tracked segments grew for all monitored segments. Sales based on reimbursed prescriptions grew by 140.5m PLN (+9.5%), sales based on non-reimbursed prescriptions grew by 197.5m PLN (+13.5%), the non-prescription segment grew by 91.6m PLN (+4.5%).

**Compared to the previous month**, the value of tracked segments grew for two monitored segments. Value of reimbursed prescriptions fell by 31.8m PLN (-1.9%), value of non-reimbursed RX drugs grew by 7.5m PLN (+0.5%) and value of products sold without a prescriptions grew by 18.5m PLN (+0.9%).

**The average retail drug price in April 2026** was 35.47 PLN and was 0.5% higher than the average price in the previous month, and 6.8% higher than the average price in April 2025. The average retail price of reimbursed prescription was 37.5 PLN (+4.5% vs April 2025), 49.74 PLN for non-reimbursed prescriptions (+9.9% vs April 2025) and 27.68 PLN for products sold without a prescription (+5.3% vs April 2025).

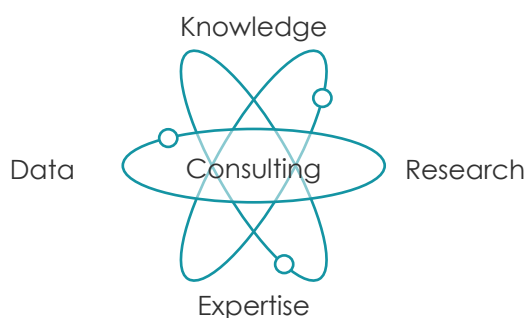
**Average pharmacy margin for all drugs in April 2026** was 28.9% and was higher by 15.4% than margin in the same period of 2025. Compared to March 2026, the average pharmacy margin was higher by 12.6%.

**Drug reimbursement by the National Health Fund in April** was in the amount 1388m PLN, 7.8% more than in the same period of 2025. The level of patient copayment for reimbursed drugs in April was 15.7%, fell by 2.3p.p. compared to previous month and grew by 1.4p.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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 22 886 47 15

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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

