



MONTHLY REPORT - MAY 2026

Warsaw, June 2026

TOTAL OPEN MARKET (SELL-OUT REPORT)

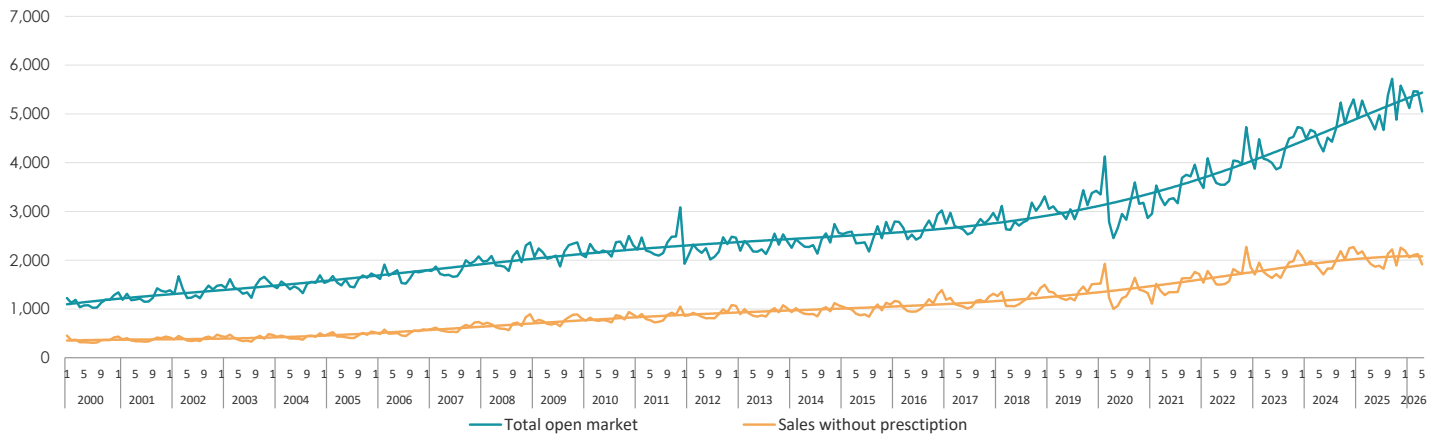
| | MAY 2026 | CHANGE IN COMPARISON TO | | | CUMULATIVE YTD | |
|--|-------------|-------------------------|-----------------|-------------|----------------|-------------------|
| | | APRIL 2026 | JANUARY 2026 | MAY 2025 | 2026 | CHANGE VS 2025 |
| TOTAL TURNOVER (PLN MILLION) | | | | | | |
| Total open market ¹ | 5,050 | -7.5% | -6.0% | 3.7% | 26,467 | 4.3% |
| Rx reimbursed ² | 1,517 | -6.0% | -1.9% | 2.6% | 7,815 | 7.2% |
| Rx nonreimbursed ³ | 1,566 | -5.9% | -0.7% | 10.4% | 7,987 | 9.3% |
| Non Rx products ⁴ | 1,915 | -9.9% | -12.8% | -0.4% | 10,403 | -1.3% |
| REIMBURSEMENT | | | | | | |
| Reimbursement value (PLN million) | 1,305 | -6.0% | -2.5% | 0.7% | 6,787 | 6.4% |
| Reimbursement share In total turnover | 25.8% | 1.6% | 3.7% | -2.9% | 25.6% | 2.9% |
| Reimbursement share In reimbursed sales | 84.3% | 0.0% | -0.6% | -2.0% | 85.2% | -0.5% |
| AVERAGE PRICE PER PACK (PLN) | | | | | | |
| Total ¹ | 35.90 | 1.2% | 4.0% | 6.8% | 35.19 | 7.4% |
| For reimbursed Rx products ² | 37.62 | 0.3% | 0.8% | 3.8% | 37.63 | 5.6% |
| For nonreimbursed Rx products ³ | 50.82 | 2.2% | 5.2% | 10.9% | 49.20 | 10.7% |
| For Non Rx products ⁴ | 27.76 | 0.3% | 2.4% | 4.8% | 27.42 | 4.8% |
| AVERAGE MARK-UP | | | | | | |
| Total ¹ | 29.0% | 0.2% | 10.4% | 13.6% | 27.0% | 2.8% |
| For reimbursed Rx products ² | 19.7% | 8.7% | 5.8% | 0.8% | 18.8% | -5.3% |
| For nonreimbursed Rx products ³ | 19.8% | -18.4% | -10.0% | -2.4% | 22.0% | 2.4% |
| For Non Rx products ⁴ | 38.8% | 8.9% | 20.0% | 18.9% | 34.3% | 5.4% |
| AVERAGE PHARMACY | | | | | | |
| Number of patients in pharmacies | 4,270 | -8.0% | -4.5% | 0.2% | 22,380 | -2.9% |
| Total turnover (PLN thousand) ¹ | 416 | -7.5% | -5.5% | 5.3% | 2,174 | 5.8% |

TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

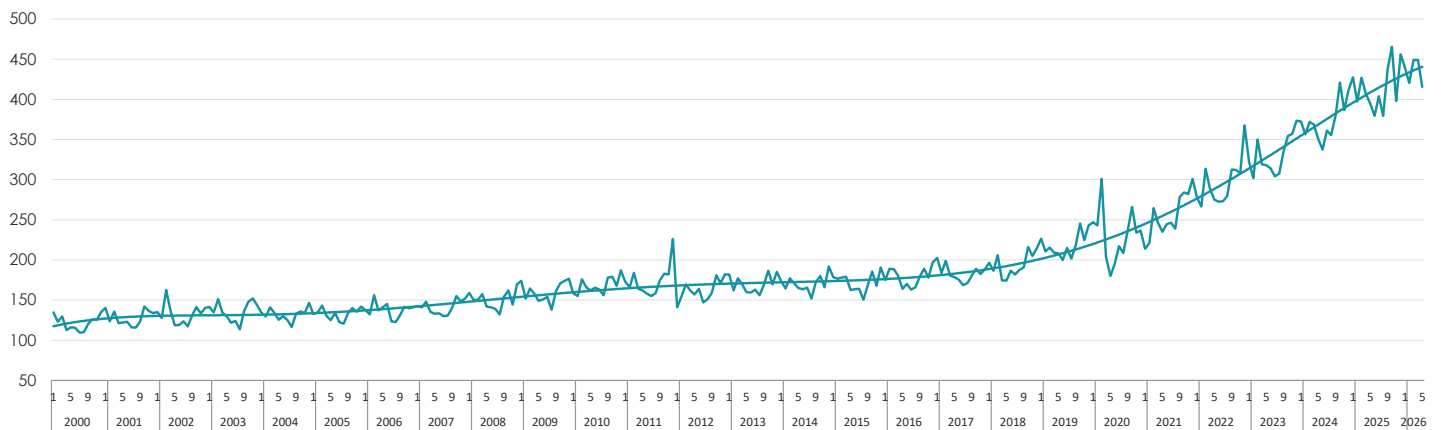
| 2026 | PHARMACY MARKET TOTAL ¹ | | RX REIMBURSED PRESCRIPTIONS ² | | RX NONREIMBURSED PRESCRIPTIONS ³ | | NON RX PRODUCTS ⁴ | |
|-----------|------------------------------------|-------------------|--|-------------------|---|-------------------|------------------------------|-------------------|
| | 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 | 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 | 26,467 | 4.3% | 7,815 | 7.2% | 7,987 | 9.3% | 10,403 | -1.3% |
| 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



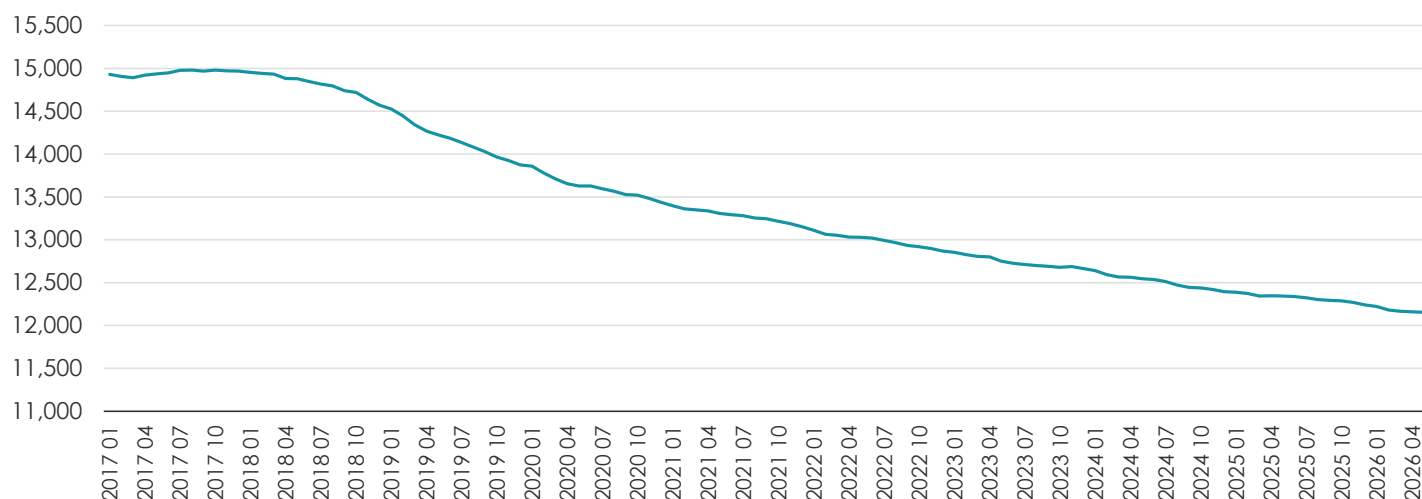
AVERAGE PHARMACY

| | MAY'26 | YTD'2026 | APRIL'26 | CHANGE | | MAY'25 | CHANGE | | YTD'2025 | CHANGE | |
|---|--------|----------|----------|--------|--------|--------|--------|-------|----------|--------|-------|
| | | | | VALUE | % | | VALUE | % | | VALUE | % |
| | | | | | | | | | | | |
| TOTAL TURNOVER (THOUSAND PLN) | | | | | | | | | | | |
| Total open market ¹ | 415.5 | 2,173.5 | 449.0 | -33.5 | -7.5% | 394.5 | 21.0 | 5.3% | 2,053.5 | 120.0 | 5.8% |
| Rx reimbursed ² | 124.8 | 641.8 | 132.7 | -7.9 | -6.0% | 119.8 | 5.1 | 4.2% | 590.1 | 51.7 | 8.8% |
| Rx nonreimbursed ³ | 128.9 | 656.0 | 136.9 | -8.0 | -5.9% | 115.0 | 13.9 | 12.1% | 591.1 | 64.8 | 11.0% |
| Non Rx products ⁴ | 157.6 | 854.3 | 174.9 | -17.3 | -9.9% | 155.8 | 1.7 | 1.1% | 852.7 | 1.6 | 0.2% |
| AVERAGE PRICE⁵ PER PACK (PLN) | | | | | | | | | | | |
| Total ¹ | 35.90 | 35.19 | 35.47 | 0.43 | 1.2% | 33.62 | 2.28 | 0.07 | 32.76 | 2.43 | 7.4% |
| For reimbursed Rx products ² | 37.62 | 37.63 | 37.50 | 0.11 | 0.3% | 36.24 | 1.38 | 0.04 | 35.62 | 2.01 | 5.6% |
| For nonreimbursed products ³ | 50.82 | 49.20 | 49.74 | 1.08 | 2.2% | 45.83 | 4.99 | 10.9% | 44.43 | 4.77 | 10.7% |
| For Non Rx products ⁴ | 27.76 | 27.42 | 27.68 | 0.08 | 0.3% | 26.49 | 1.27 | 4.8% | 26.16 | 1.26 | 4.8% |
| AVERAGE MARK-UP* | | | | | | | | | | | |
| Total ¹ | 29.0% | 27.0% | 28.9% | 0.1% | 0.2% | 25.5% | 3.5% | 13.6% | 26.2% | 0.7% | 2.8% |
| For reimbursed Rx products ² | 19.7% | 18.8% | 18.1% | 1.6% | 8.7% | 19.6% | 0.2% | 0.8% | 19.9% | -1.1% | -5.3% |
| For nonreimbursed Rx products ³ | 19.8% | 22.0% | 24.3% | -4.5% | -18.4% | 20.3% | -0.5% | -2.4% | 21.5% | 0.5% | 2.4% |
| For Non Rx products ⁴ | 38.8% | 34.3% | 35.7% | 3.2% | 8.9% | 32.7% | 6.2% | 18.9% | 32.6% | 1.8% | 5.4% |
| NUMBER OF PATIENTS | | | | | | | | | | | |
| Total ¹ | 4,270 | 22,380 | 4,640 | -370 | -8.0% | 4,260 | 10 | 0.2% | 23,040 | -660 | -2.9% |
| For reimbursed Rx products ² | 910 | 4,720 | 1,000 | -90 | -9.0% | 950 | -40 | -4.2% | 5,110 | -390 | -7.6% |
| For nonreimbursed Rx products ³ | 1,080 | 5,680 | 1,200 | -120 | -10.0% | 980 | 100 | 10.2% | 5,050 | 630 | 12.5% |
| For Non Rx products ⁴ | 3,370 | 17,890 | 3,680 | -310 | -8.4% | 3,400 | -30 | -0.9% | 18,560 | -670 | -3.6% |
| NUMBER OF PHARMACIES - SUMMARY[#] | | | | | | | | | | | |
| | 12,153 | 12,177 | 12,160 | -7 | -0.1% | 12,344 | -191 | -1.5% | 12,359 | -182 | -1.5% |

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

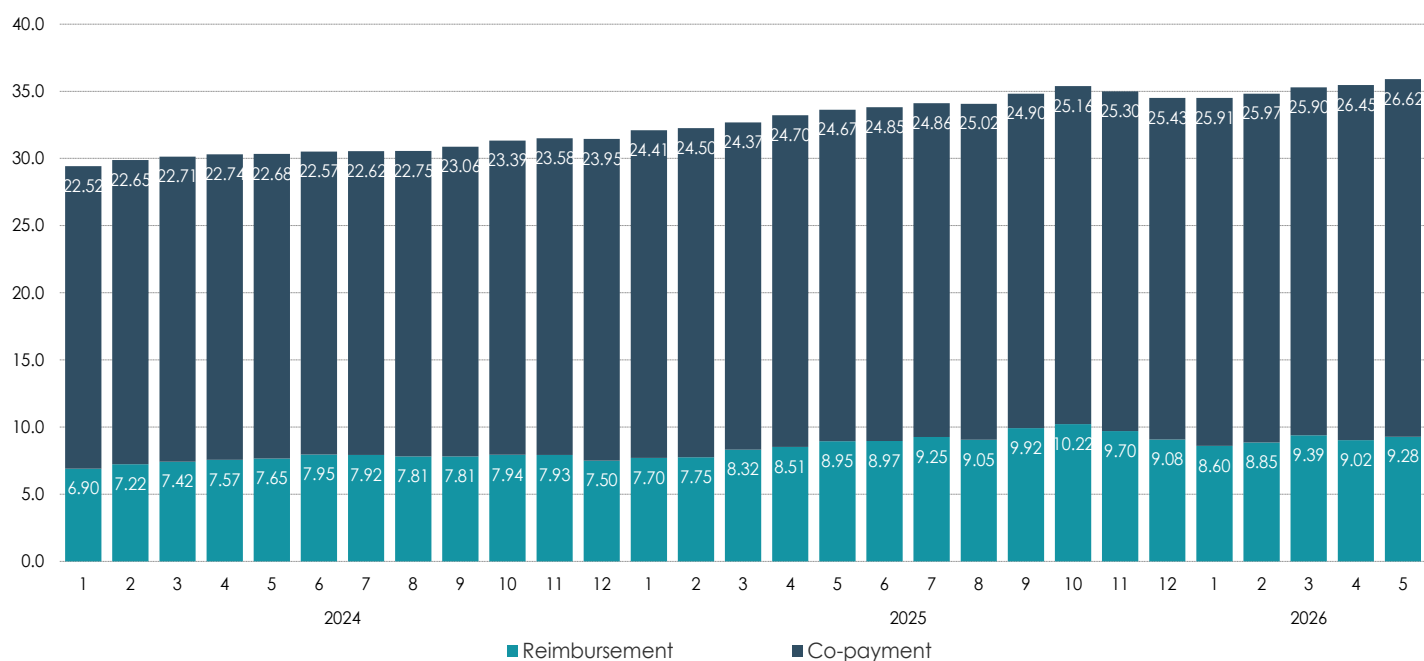
Number of pharmacies based on PEX's analysis, average monthly number of pharmacies

PHARMACIES ON THE OPEN MARKET



PRICE

STRUCTURE OF THE AVERAGE RETAIL 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 May 2026 saw sales go close to 5049.6m PLN. Value of sales compared to May 2025 grew by 179.9m PLN (+3.7%). Compared to April of 2026, sales fell by approximately 410.3m PLN (-7.5%). Turnover of a statistical pharmacy in May 2026 was 415.5 thousand PLN, this was an increase by 5.3% 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 38.5m PLN (+2.6%), sales based on non-reimbursed prescriptions grew by 147.2m PLN (+10.4%), the non-prescription segment fell by 8.6m PLN (-0.4%).

Compared to the previous month, the value of tracked segments fell for all monitored segments. Value of reimbursed prescriptions fell by 97.3m PLN (-6%), value of non-reimbursed RX drugs fell by 98.8m PLN (-5.9%) and value of products sold without a prescriptions fell by 211.5m PLN (-9.9%).

The average retail drug price in May 2026 was 35.9 PLN and was 1.2% higher than the average price in the previous month, and 6.8% higher than the average price in May 2025. The average retail price of reimbursed prescription was 37.62 PLN (+3.8% vs May 2025), 50.82 PLN for non-reimbursed prescriptions (+10.9% vs May 2025) and 27.76 PLN for products sold without a prescription (+4.8% vs May 2025).

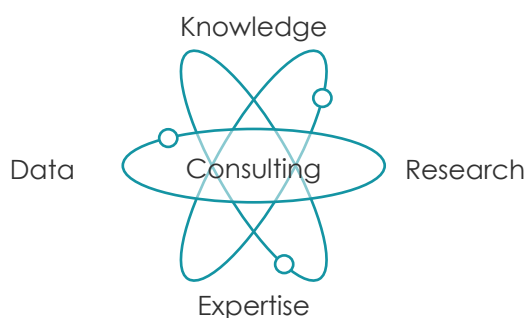
Average pharmacy margin for all drugs in May 2026 was 29% and was higher by 13.6% than margin in the same period of 2025. Compared to April 2026, the average pharmacy margin was higher by 0.2%.

Drug reimbursement by the National Health Fund in May was in the amount 1305m PLN, 0.7% more than in the same period of 2025. The level of patient copayment for reimbursed drugs in May was 15.7%, fell by 0p.p. compared to previous month and grew by 1.7p.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



www.pexps.pl more info



Ask us a question:
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