



MONTHLY REPORT - JULY 2026

Warsaw, August 2026

TOTAL OPEN MARKET (SELL-OUT REPORT)

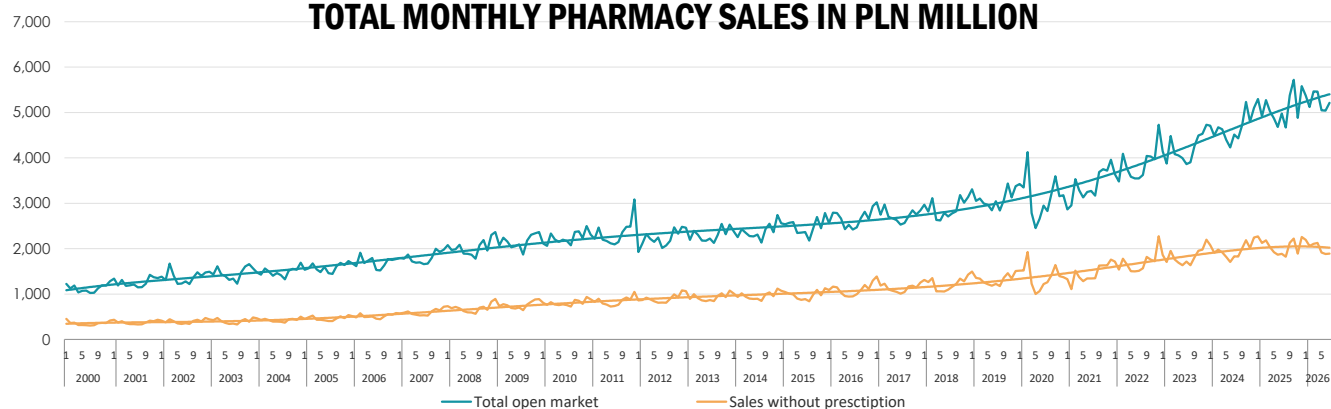
		CHANGE IN COMPARISON TO			CUMULATIVE YTD	
	JULY 2026	JUNE 2026	JANUARY 2026	JULY 2025	2026	CHANGE VS 2025
TOTAL TURNOVER (PLN MILLION)						
Total open market ¹	5,214	3.4%	-2.9%	4.7%	36,723	4.8%
Rx reimbursed ²	1,590	4.4%	2.8%	2.5%	10,929	6.6%
Rx nonreimbursed ³	1,678	6.0%	6.4%	12.8%	11,249	10.8%
Non Rx products ⁴	1,890	0.3%	-13.9%	0.1%	14,177	-0.8%
REIMBURSEMENT						
Reimbursement value (PLN million)	1,392	6.1%	4.0%	3.0%	9,490	5.8%
Reimbursement share In total turnover	26.7%	2.6%	7.1%	-1.6%	25.8%	1.6%
Reimbursement share In reimbursed sales	85.7%	1.6%	1.1%	0.4%	85.1%	-0.6%
AVERAGE PRICE PER PACK (PLN)						
Total ¹	36.37	1.1%	5.4%	6.6%	35.46	4.7%
For reimbursed Rx products ²	37.59	-0.2%	0.7%	1.7%	37.62	2.6%
For nonreimbursed Rx products ³	52.80	2.1%	9.3%	12.3%	50.05	7.9%
For Non Rx products ⁴	27.50	0.4%	1.4%	4.7%	27.43	4.1%
AVERAGE MARK-UP						
Total ¹	25.2%	-11.3%	-4.1%	-3.6%	26.9%	2.5%
For reimbursed Rx products ²	17.9%	-4.4%	-4.0%	-9.8%	18.7%	-6.2%
For nonreimbursed Rx products ³	21.6%	-8.8%	-1.8%	7.2%	22.2%	4.0%
For Non Rx products ⁴	33.1%	-5.2%	2.2%	0.1%	34.2%	5.2%
AVERAGE PHARMACY						
Number of patients in pharmacies	4,250	4.7%	-4.9%	-3.6%	30,690	-3.0%
Total turnover (PLN thousand) ¹	429	3.4%	-2.4%	6.2%	3,018	6.4%

TOTAL PHARMACY TURNOVER CUMULATIVE IN PLN MILLION

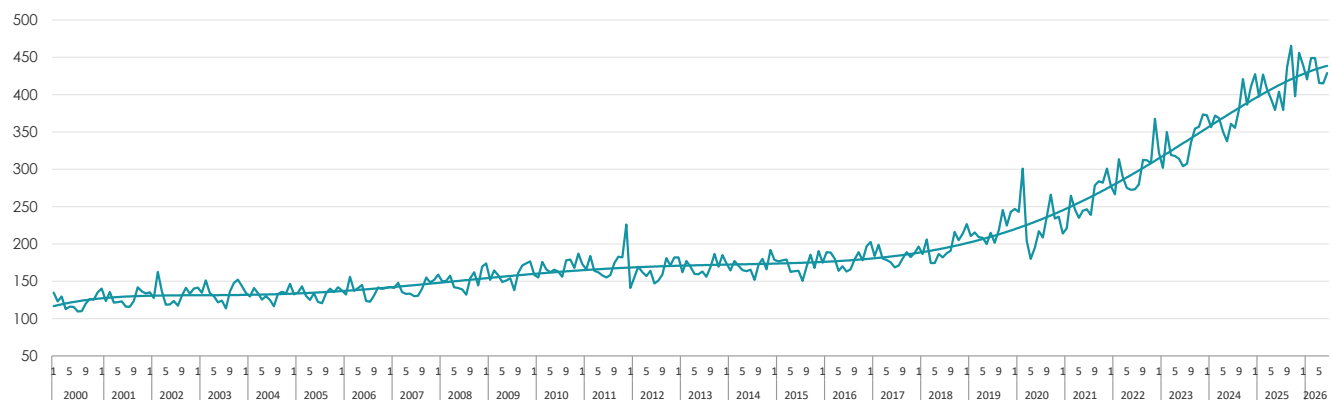
2026	PHARMACY MARKET TOTAL ¹		RX REIMBURSED PRESCRIPTIONS ²		RX NONREIMBURSED PRESCRIPTIONS ³		NON RX PRODUCTS ⁴	
	TOTAL	CHANGE VS 2025	TOTAL	CHANGE VS 2025	TOTAL	CHANGE VS 2025	TOTAL	CHANGE VS 2025
January	5,372	1.4%	1,547	6.2%	1,578	4.0%	2,195	-3.4%
February	10,494	2.7%	3,038	7.8%	3,098	6.9%	4,255	-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	31,509	4.8%	9,339	7.3%	9,570	10.4%	12,287	-0.9%
July	36,723	4.8%	10,929	6.6%	11,249	10.8%	14,177	-0.8%
August								
September								
October								
November								
December								

TRENDS

TOTAL MONTHLY PHARMACY SALES IN PLN MILLION



TOTAL MONTHLY SALES IN AN AVERAGE PHARMACY IN PLN THOUSAND



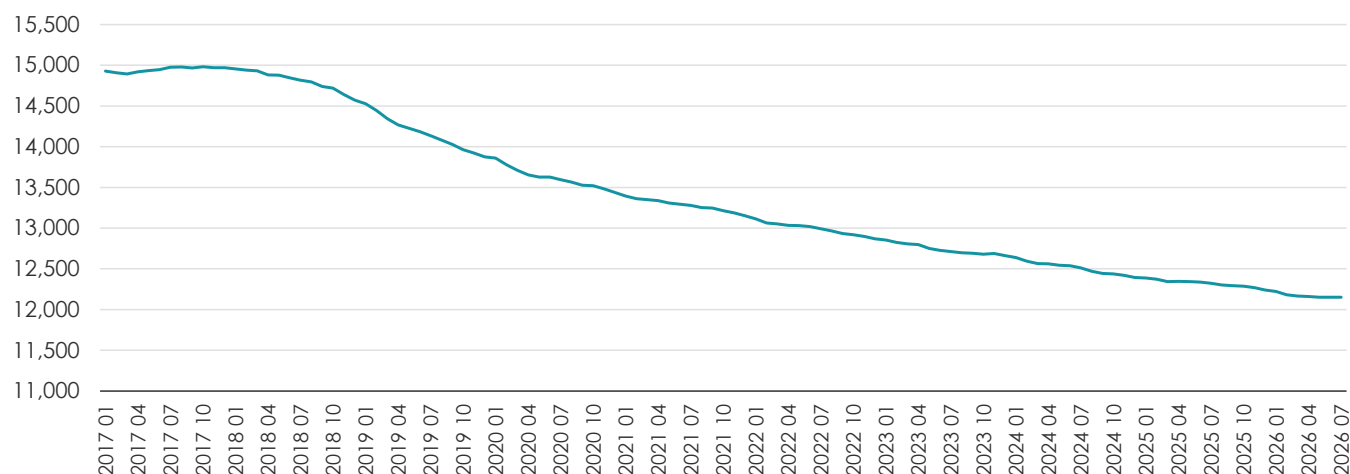
AVERAGE PHARMACY

	JULY'26	YTD'2026	JUNE'26	CHANGE		JULY'25	CHANGE		YTD'2025	CHANGE	
				VALUE	%		VALUE	%		VALUE	%
TOTAL TURNOVER (THOUSAND PLN)											
Total open market ¹	429.0	3,017.5	415.0	14.0	3.4%	404.0	25.0	6.2%	2,837.0	180.5	6.4%
Rx reimbursed ²	130.8	898.1	125.4	5.4	4.3%	125.9	4.9	3.9%	830.3	67.8	8.2%
Rx nonreimbursed ³	138.1	924.3	130.3	7.8	6.0%	120.8	17.3	14.3%	822.1	102.2	12.4%
Non Rx products ⁴	155.5	1,164.8	155.0	0.5	0.3%	153.2	2.3	1.5%	1,157.1	7.8	0.7%
AVERAGE PRICE⁵ PER PACK (PLN)											
Total ¹	36.37	35.46	35.96	0.41	1.1%	34.11	2.26	0.07	33.85	1.61	4.7%
For reimbursed Rx products ²	37.59	37.62	37.66	-	0.07	36.96	0.63	0.02	36.66	0.96	2.6%
For nonreimbursed products ³	52.80	50.05	51.71	1.09	2.1%	47.04	5.76	12.3%	46.40	3.65	7.9%
For Non Rx products ⁴	27.50	27.43	27.40	0.10	0.4%	26.25	1.24	4.7%	26.36	1.07	4.1%
AVERAGE MARK-UP*											
Total ¹	25.2%	26.9%	28.4%	-3.2%	-11.3%	26.1%	-0.9%	-3.6%	26.3%	0.7%	2.5%
For reimbursed Rx products ²	17.9%	18.7%	18.7%	-0.8%	-4.4%	19.9%	-2.0%	-9.8%	19.9%	-1.2%	-6.2%
For nonreimbursed Rx products ³	21.6%	22.2%	23.7%	-2.1%	-8.8%	20.2%	1.4%	7.2%	21.3%	0.8%	4.0%
For Non Rx products ⁴	33.1%	34.2%	34.9%	-1.8%	-5.2%	33.0%	0.0%	0.1%	32.6%	1.7%	5.2%
NUMBER OF PATIENTS											
Total ¹	4,250	30,690	4,060	190	4.7%	4,410	-160	-3.6%	31,630	-940	-3.0%
For reimbursed Rx products ²	960	6,580	900	60	6.7%	980	-20	-2.0%	7,020	-440	-6.3%
For nonreimbursed Rx products ³	1,150	7,910	1,080	70	6.5%	1,070	80	7.5%	7,100	810	11.4%
For Non Rx products ⁴	3,300	24,380	3,190	110	3.4%	3,490	-190	-5.4%	25,390	-1,010	-4.0%
NUMBER OF PHARMACIES - SUMMARY[#]											
	12,153	12,170	12,151	2	0.0%	12,322	-169	-1.4%	12,351	-181	-1.5%

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

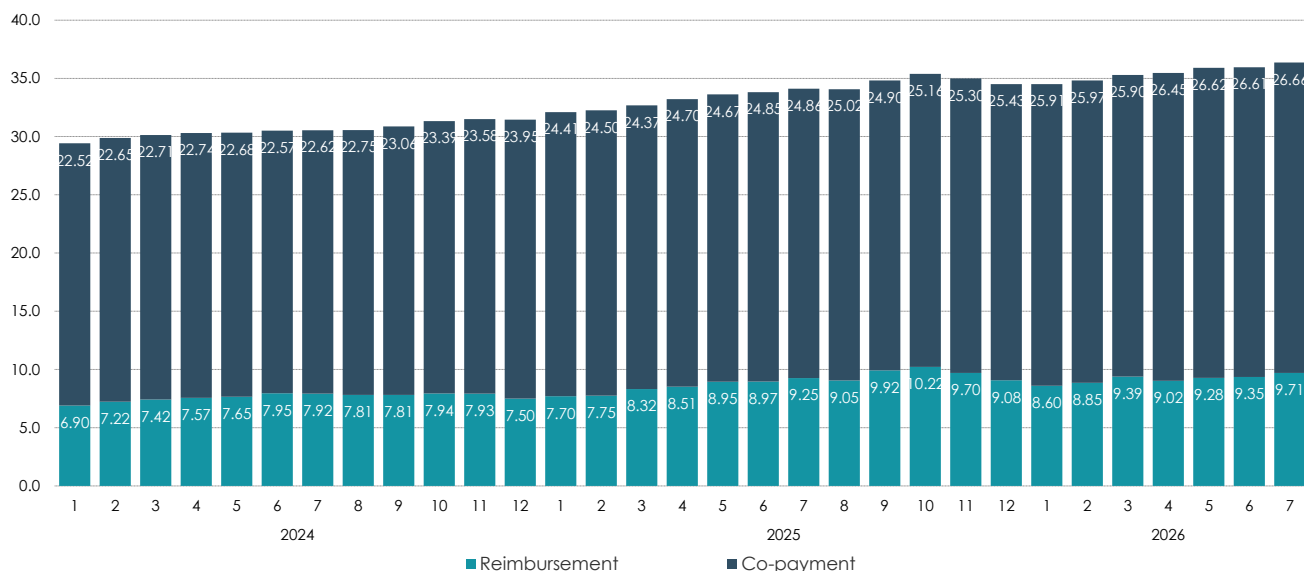
Number of pharmacies based on PEX's analysis, average monthly number of pharmacies

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 Kamsoft (Omnibus) – they make up 97% of the pharmacy market.

PEX COMMENTARY

The pharmacy market in July 2026 saw sales go close to 5213.6m PLN. Value of sales compared to July 2025 grew by 235.5m PLN (+4.7%). Compared to June of 2026, sales grew by approximately 171m PLN (+3.4%). Turnover of a statistical pharmacy in July 2026 was 429 thousand PLN, this was an increase by 6.2% 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 38.8m PLN (+2.5%), sales based on non-reimbursed prescriptions grew by 190.1m PLN (+12.8%), the non-prescription segment grew by 2.4m PLN (+0.1%).

Compared to the previous month, the value of tracked segments grew for all monitored segments. Value of reimbursed prescriptions grew by 66.3m PLN (+4.4%), value of non-reimbursed RX drugs grew by 94.8m PLN (+6%) and value of products sold without a prescriptions grew by 6.4m PLN (+0.3%).

The average retail drug price in July 2026 was 36.37 PLN and was 1.1% higher than the average price in the previous month, and 6.6% higher than the average price in July 2025. The average retail price of reimbursed prescription was 37.59 PLN (+1.7% vs July 2025), 52.8 PLN for non-reimbursed prescriptions (+12.3% vs July 2025) and 27.5 PLN for products sold without a prescription (+4.7% vs July 2025).

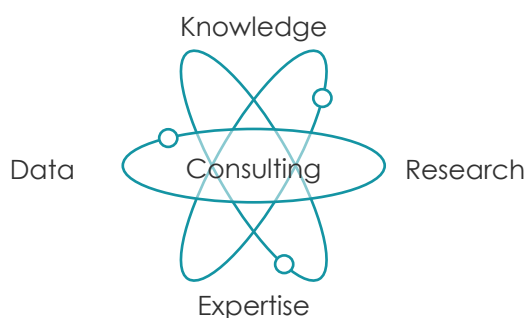
Average pharmacy margin for all drugs in July 2026 was 25.2% and was lower by 3.6% than margin in the same period of 2025. Compared to June 2026, the average pharmacy margin was lower by 11.3%.

Drug reimbursement by the National Health Fund in July was in the amount 1392m PLN, 3% more than in the same period of 2025. The level of patient copayment for reimbursed drugs in July was 14.3%, fell by 1.3p.p. compared to previous month and fell by 0.3p.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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