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PRESS RELEASE

The pharmaceutical market in the 3rd quarter of 2023

Bucharest, November 10th, 2023

According to Pharma & Hospital Report results, Cegedim Customer Information estimates that between October 2022-September 2023, the volume of medicines dispensed to patients in Romania was 718.9 mn units, up by 1.8% as compared to the October 2021-September 2022 period.

The total number of treatment days increased by 3.7%. Excluding drugs allocated to the cost-volume-result (CVR) and cost-volume (CV) programs, for prescription-bound medicines in retail and hospitals, the number of treatment days increased by 5.5%.

The value of medicines dispensed to patients in Romania went up by 16.0%, to RON 28.7 bn (EUR 5.8 bn), at the wholesale price level. By isolating the impact of cost-volume-result (CVR) and cost-volume (CV) programs, the value of Rx medicines in retail pharmacies went up by 19.3% as compared to the previous 12 months, to RON 14.5 bn (EUR 2.9 bn).

Pharma & Hospital Report, a reference study for pharmaceutical market research, is being performed in Romania since 1996.

Market evolution in Volume

Channel/ Segment/ Contract	3rd Quarter 2023			MAT (2023-Q3)		
	Total Units	Market Share	Variation	Total Units	Market Share	Variation
	mn	*(%)*	*(+/- %)*	*mn*	*(%)*	*(+/- %)*
Total market	**175.5**	**100.0%**	**-0.2%**	**718.9**	**100.0%**	**1.8%**
Retail	***168.3***	***95.9%***	***-0.3%***	***689.1***	***95.9%***	***1.6%***
- Rx	**105.8**	**60.3%**	**4.8%**	**421.1**	**58.6%**	**4.8%**
Rx – w/o contract	*104.9*	*99.1%*	*4.7%*	*417.6*	*99.2%*	*4.7%*
Rx – CVR contract	*0.0*	*0.0%*	*-5.6%*	*0.0*	*0.0%*	*6.8%*
Rx – CV contract	*0.9*	*0.9%*	*16.2%*	*3.5*	*0.8%*	*20.2%*
- OTC	**62.5**	**35.6%**	**-7.8%**	**268.0**	**37.3%**	**-3.0%**
Hospital	***7.2***	***4.1%***	***2.6%***	***29.7***	***4.1%***	***6.2%***

** the Variation calculated for CVR and CV contracts considered the composition of these categories for the reporting period (3rd quarter 2023), respectively the reference period (3rd quarter 2022)*

In the third quarter of 2023, the total volume of the medicines dispensed to patients reached 175.5 mn units, down by 0.2% as compared to the 3rd quarter of 2022, this tendency being generated both by the slight retail decrease (-0.3%), as well as a small hospital increase (+2.6%). By segments, the Rx drugs in pharmacies increased by 4.8% while the OTC products (both OTC drugs and nutritional supplements) decreased by 7.8%.

Between October 2022-September 2023, the total volume of drugs dispensed to Romanian patients was 718.9 mn units, up by 1.8% as compared to the reference period (October 2021-September 2022). The volume of prescription-based medicines (Rx) from pharmacies rose to 421.1 mn units (+4.8%) and the over-the-counter (OTC) products in pharmacies summed up to 268.0 mn units (-3.0%). The hospital segment accounted for 29.7 mn units, up by +6.2%.

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Market evolution in Value

Channel/ Segment/ Contract	3rd Quarter 2023				MAT (2023-Q3)			
	RON			EUR	RON			EUR
	Value	Market Share	*Variation*	*Value*	*Value*	Market Share	*Variation*	*Value*
	mn	*(%)*	*(%)*	*mn*	*mn*	*(%)*	*(%)*	*mn*
Total market	**7,481.5**	**100.0%**	**13.1%**	**1,511.5**	**28,685.4**	**100.0%**	**16.0%**	**5,812.6**
Retail	***6,397.6***	***85.5%***	***14.4%***	***1,292.5***	***24,549.4***	***85.6%***	***16.9%***	***4,974.5***
- Rx	**4,647.1**	**62.1%**	**19.2%**	**938.9**	**17,311.4**	**60.4%**	**20.3%**	**3,507.6**
Rx – w/o contract	*3,898.3*	*83.9%*	*20.3%*	*787.6*	*14,545.2*	*84.0%*	*19.3%*	*2,947.2*
Rx – CVR contract	*145.2*	*3.1%*	*-14.9%*	*29.4*	*540.4*	*3.1%*	*3.7%*	*109.5*
Rx – CV contract	*603.6*	*13.0%*	*23.7%*	*122.0*	*2,225.8*	*12.9%*	*32.4%*	*451.0*
- OTC	**1,750.5**	**23.4%**	**3.3%**	**353.6**	**7,238.0**	**25.2%**	**9.7%**	**1,466.9**
Hospital	***1,083.9***	***14.5%***	***6.2%***	***219.0***	***4,136.0***	***14.4%***	***10.7%***	***838.1***

In the 3rd quarter of 2023, the total value of the medicines dispensed to patients reached RON 7.48 bn, up by 13.1% as compared to the same period last year, given that the medicines dispensed in retail went up by 14.4% and those in hospitals by 6.2%. Within the retail channel, Rx medicines advanced by 19.2% and OTCs by 3.3%. While the retail Rx drugs related to cost-volume contracts increased by 23.7%, in part due to the introduction of new molecules, those for cost-volume-result contracts decreased by 14.9%. The rest of Rx medicines in retail, advanced by 20.3% as compared to 3rd quarter of 2022.

Between October 2022-September 2023, the total value of the market was RON 28.69 bn, up by 16.0%, as compared to the reference period (October 2021-September 2022). Prescription-based medicines (Rx) from pharmacies reached RON 17.31 bn, up by 20.3%, over-the-counter products (OTC) from pharmacies scored RON 7.24 bn (+9.7%) and the hospital segment accounted for RON 4.14 bn (+10.7%).
Isolating the major impact of the cost-volume-result and the cost-volume programs from retail, with a total of RON 2.77 bn, the rest of the retail Rx market increased by 19.3%, up to RON 14.55 bn.

Major Therapeutic Groups – MAT (2023-Q3)

ATC1 Groups	VOLUME			AVG. PRICE	PPP VALUE		
	mn units	Market Share *(%)*	Variation *(+/- %)*	RON	mn RON	Market Share *(%)*	Variation *(+/- %)*
Total	**718.9**	**100.0%**	**1.8%**	**39.9**	**28,685.4**	**100.0%**	**16.0%**
Top ATC1 groups	**612.1**	**85.1%**	**1.3%**	**38.6**	**23,643.0**	**82.4%**	**16.2%**
A (Alimentary Tract and Metabolism)	**155.8**	**25.5%**	**-0.2%**	**38.2**	**5,952.4**	**25.2%**	**13.9%**
L (Antineoplastic and Immunomod. Agents)	**4.7**	**0.8%**	**11.3%**	**1229.7**	**5,780.8**	**24.5%**	**27.2%**
C (Cardiovascular System)	**162.4**	**26.5%**	**6.0%**	**20.7**	**3,355.6**	**14.2%**	**14.8%**
N (Nervous System)	**110.9**	**18.1%**	**-2.1%**	**23.5**	**2,600.0**	**11.0%**	**13.1%**
R (Respiratory System)	**84.2**	**13.8%**	**-3.8%**	**27.9**	**2,345.4**	**9.9%**	**13.2%**
J (General Anti-Infectives Systemic)	**42.8**	**7.0%**	**8.1%**	**51.1**	**2,184.9**	**9.2%**	**8.3%**
M (Musculo-Skeletal System)	**51.4**	**8.4%**	**2.4%**	**27.7**	**1,424.0**	**6.0%**	**11.8%**
Other ATC1 groups	**106.8**	**14.9%**	**4.7%**	**47.2**	**5,042.4**	**17.6%**	**15.3%**

Regarding the evolution of the main therapeutic groups in the last 12 months, there were increases in volume above the market average (+1.8%), for the antineoplastic and immunomodulatory drugs (+11.3%), for systemic anti-infectives (+8.1%), for the medicines for the cardiovascular system (+6.0%) and for the musculoskeletal system medicines (2.4%). Below the market average, drugs related to the respiratory system went down by 3.8%, the nervous system decreased by 2.1%, and the digestive tract and metabolism drugs by 0.2%.
In terms of values, there were increases above the market average (+16.0%) only for the antineoplastic and immunomodulators (+27.2%). All the other major therapeutic groups registered significant double-digit increases, but a little bit below the market average. The systemic anti-infectives advanced by +8.3%, the musculoskeletal system medicines by 11.8%, the nervous system drugs by 13.1%, the respiratory system medicines by 13.2%, the digestive tract and metabolism advanced by 13.9%, and the cardiovascular system drugs by 14.8%.

Top 20 Corporations by Volume

In terms of volumes, in the 3rd quarter of 2023, the hierarchy remained the same, with Sun Pharma (including Terapia) in the first place with 18.4 mn units, followed by Zentiva (including Labormed and Alvogen) with 16.4 mn units and by Servier (including Egis) with 10.6 mn units.
For the last 12 months period, the structure of the top 20 corporations doesn't change as compared to the previous quarter. Thus, the first position is occupied by Sun Pharma (including Terapia) with sales of 72.2 mn units, followed by Zentiva (including Alvogen and Labormed) with 66.9 mn units, and Servier (including Egis) with 41.3 mn units.
The top 10 players is filled up by Krka (36.5 mn units), Viatris (32.4 mn units), Sanofi (31.9 mn units), Antibiotice (28.8 mn units), Biofarm (23.8 mn units), Menarini (22.5 mn units) and Gedeon Richter (21.4 mn units).

Crt. No.	Corporation	3rd Quarter 2023	MAT (2023-Q3)	
		(mn units)	*(mn units)*	*(%)*
Total market		**175.5**	**718.9**	**100.0%**
1	SUN PHARMA[1]	18.4	72.2	10.0%
2	ZENTIVA[2]	16.4	66.9	9.3%
3	SERVIER[3]	10.6	41.3	5.7%
4	KRKA D.D.	9.6	36.5	5.1%
5	VIATRIS[4]	8.0	32.4	4.5%
6	SANOFI	7.7	31.9	4.4%
7	ANTIBIOTICE	6.7	28.8	4.0%
8	BIOFARM	5.5	23.8	3.3%
9	MENARINI	6.1	22.5	3.1%
10	GEDEON RICHTER	5.4	21.4	3.0%
Top 10 Subtotal		**94.2**	**377.7**	**52.5%**
11	NOVARTIS[5]	4.3	19.1	2.7%
12	HALEON	3.9	18.5	2.6%
13	RECKITT BENCKISER	3.9	16.2	2.3%
14	TEVA	3.1	12.6	1.8%
15	MERCK KGaA	2.9	11.9	1.7%
16	GLAXOSMITHKLINE	2.6	11.3	1.6%
17	NATUR PRODUKT ZDROVIT	2.5	10.8	1.5%
18	DR. REDDY'S LAB.	2.4	10.6	1.5%
19	BAYER AG	2.4	9.2	1.3%
20	ANGELINI	2.0	8.8	1.2%
Top 20 Subtotal		**124.2**	**506.7**	**70.5%**

Top 20 Corporations by Value

In terms of value, in the 3rd quarter of 2023, there is a change in the hierarchy, with SunPharma (including Terapia) taking first place with RON 357.6 mn, followed by AstraZeneca with RON 351.3 mn, and by Sanofi with RON 349.1 mn.
For the last 12 months period, the top 3 leading corporations in values, haven't changed as compared to the previous quarter. Thus, Sanofi with RON 1,346.1 mn keeps the first position, followed by Novartis (with Sandoz) with RON 1,331.5 mn and Sun Pharma (including Terapia) with RON 1,324.6 mn.
The top 10 players also include AstraZeneca (RON 1,251.0 mn), Zentiva (incl. Alvogen and Labormed) with sales of RON 1,188.9 mn, Pfizer (RON 1,061.5 mn), followed by Servier (including Egis) with RON 1,044.5 mn, Johnson&Johnson (RON 1,002.2 mn), Hoffmann La Roche with RON 818.0 mn and Viatris with RON 754.8 mn.

Crt. No.	Corporation	3rd Quarter 2023	MAT (2023-Q3)	
		(mn RON)	*(mn RON)*	*(%)*
Total market		**7,481.5**	**28,685.4**	**100.0%**
1	SANOFI	349.1	1,346.1	4.7%
2	NOVARTIS[5]	338.7	1,331.5	4.6%
3	SUN PHARMA[1]	357.6	1,324.6	4.6%
4	ASTRAZENECA	351.3	1,251.0	4.4%
5	ZENTIVA[2]	322.5	1,188.9	4.1%
6	PFIZER	263.7	1,061.5	3.7%
7	SERVIER[3]	281.2	1,044.5	3.6%
8	JOHNSON & JOHNSON	280.7	1,002.2	3.5%
9	HOFFMANN LA ROCHE	206.8	818.0	2.9%
10	VIATRIS[4]	200.7	754.8	2.6%
Subtotal Top 10		**2,952.2**	**11,123.1**	**38.8%**
11	NOVO NORDISK	202.5	709.2	2.5%
12	BAYER AG	168.2	657.7	2.3%
13	MERCK & CO	176.3	655.6	2.3%
14	ELI LILLY	147.2	561.4	2.0%
15	MENARINI	150.9	543.4	1.9%
16	ABBVIE	158.2	542.6	1.9%
17	ANTIBIOTICE	126.3	501.8	1.7%
18	BRISTOL MYERS SQUIBB	124.2	495.6	1.7%
19	GILEAD SCIENCE INC.	111.7	490.3	1.7%
20	GLAXOSMITHKLINE	124.8	484.0	1.7%
Subtotal Top 20		**4,442.4**	**16,764.6**	**58.4%**

[1] *including TERAPIA*
[2] *including ALVOGEN and LABORMED*
[3] *including EGIS*
[4] *MYLAN and out-of-patent products division from PFIZER*
[5] *including SANDOZ*

NB: This data estimates pharmaceutical products dispensed from pharmacies to patients, the estimation of the above values, and market shares being made in pharmacy purchase prices. These data do not constitute information about the turnover and profit margins of drug manufacturers present in Romania, nor can they be extrapolated to this, due to the specific internal market regulatory framework.

About Cegedim Customer Information:

For over 25 years, Cegedim Customer Information (CCI) has supported companies in the pharmaceutical industry through an increasingly diverse portfolio of solutions and services for market research and for marketing and sales teams' management. Having currently more than 90 customers, CCI stands out for the flexibility with which it can respond to each user segment diverse and specific needs. The company has 30 employees, including a local team of statisticians, software developers, and specialists in database processing, as well as an experienced customer support team.

About Cegedim:

Founded in 1969, Cegedim is an innovative technology and services company in the field of digital data flow management for healthcare ecosystems and B2B, and a business software publisher for healthcare and insurance professionals. Cegedim group employs over 6,000 people in 10+ countries and generated revenue of EUR 556 mn in 2022. Cegedim SA is listed in Paris Stock Exchange (EURONEXT: CGM).
To learn more, please visit www.cegedim.com.

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