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PRESS RELEASE

The pharmaceutical market in the Second Quarter of 2024

Bucharest, July 31st, 2024

Based on the findings of the Pharma & Hospital Report, Cegedim Customer Information estimates that from July 2023 to June 2024, the volume of medicines dispensed to patients in Romania totaled 711.3 million units, representing a 1.1% decline compared to the period from July 2022 to June 2023.

The total number of treatment days increased by 2.5%. Excluding medicines allocated to the cost-volume-result (CVR) and cost-volume (CV) programs, the number of treatment days for prescription-bound medicines in retail and hospitals rose by 2.0%.

The value of medicines dispensed to patients in Romania increased by 15.0%, reaching RON 31.99 billion (EUR 6.44 billion) at the wholesale price level. Isolating the impact of the CVR and CV programs, the value of prescription medicines in retail pharmacies increased by 19.8% compared to the reference period, amounting to RON 16.65 billion (EUR 3.35 billion).

The Pharma & Hospital Report, a benchmark study for pharmaceutical market research, has been conducted in Romania since 1996.

Market evolution in Volume

Channel/ Segment/ Contract	2nd Quarter 2024			MAT (2024-Q2)		
	Total Units	Market Share	Variation	Total Units	Market Share	Variation
	mn	*(%)*	*(+/- %)*	*mn*	*(%)*	*(+/- %)*
Total market	**170.3**	**100.0%**	**-3.4%**	**711.3**	**100.0%**	**-1.1%**
Retail	***162.5***	***95.4%***	***-3.7%***	***681.5***	***95.8%***	***-1.2%***
- Rx	**102.9**	**60.4%**	**-3.1%**	**417.7**	**58.7%**	**0.4%**
Rx – w/o contract	*101.9*	*59.8%*	*-3.2%*	*413.9*	*58.2%*	*0.3%*
Rx – CVR contract	*0.0*	*0.0%*	*-65.6%*	*0.01*	*0.0%*	*-24.2%*
Rx – CV contract	*1.0*	*0.6%*	*10.8%*	*3.8*	*0.5%*	*11.8%*
- OTC	**59.6**	**35.0%**	**-4.7%**	**263.8**	**37.1%**	**-3.5%**
Hospital	***7.8***	***4.6%***	***1.8%***	***29.8***	***4.2%***	***0.9%***

** The variation calculated for CVR and CV contracts considered the composition of these categories for the reporting period (2nd quarter 2024), respectively the reference period (2nd quarter 2023)*

In the second quarter of 2024, the total volume of medicines dispensed to patients reached 170.3 million units, reflecting a 3.4% decrease compared to the same quarter in 2023. This decline was driven by a 3.7% reduction in the retail channel, while hospital dispensations increased by 1.8%. By segment, prescription drugs in pharmacies decreased by 3.1%, whereas over-the-counter (OTC) products, including both OTC drugs and nutritional supplements, decreased by 4.7%.

From July 2023 to June 2024, the total volume of drugs dispensed to Romanian patients amounted to 711.3 million units, a 1.1% decrease compared to the reference period of July 2022 to June 2023. The volume of prescription-based medicines (Rx) from pharmacies rose to 417.7 million units, representing a 0.4% increase, while OTC products in pharmacies totaled 263.8 million units, a decrease of 3.5%. The hospital segment accounted for 29.8 million units, marking a small 0.9% increase.

Market evolution in Value*

Channel/ Segment/ Contract	2nd Quarter 2024				MAT (2024-Q2)			
	RON			EUR	RON			EUR
	Value	Market Share	*Variation*	*Value*	*Value*	Market Share	*Variation*	*Value*
	mn	*(%)*	*(%)*	*mn*	*mn*	*(%)*	*(%)*	*mn*
Total market	**8,195.6**	**100.0%**	**12.8%**	**1,647.2**	**31,986.4**	**100.0%**	**15.0%**	**6,439.0**
Retail	***6,884.8***	***84.0%***	***10.4%***	***1,383.7***	***27,232.8***	***85.1%***	***14.7%***	***5,482.1***
- Rx	**5,060.3**	**61.7%**	**13.5%**	**1,017.0**	**19,571.3**	**61.2%**	**18.2%**	**3,939.9**
Rx – w/o contract	*4,309.3*	*52.6%*	*15.9%*	*866.1*	*16,645.6*	*52.0%*	*19.8%*	*3,350.9*
Rx – CVR contract	*52.4*	*0.6%*	*-65.5%*	*10.5*	*382.5*	*1.2%*	*-32.4%*	*77.1*
Rx – CV contract	*698.6*	*8.5%*	*18.2%*	*140.4*	*2,543.2*	*8.0%*	*21.5%*	*511.9*
- OTC	**1,824.5**	**22.3%**	**2.8%**	**366.7**	**7,661.5**	**24.0%**	**6.6%**	**1,542.3**
Hospital	***1,310.8***	***16.0%***	***27.2%***	***263.4***	***4,753.6***	***14.9%***	***16.7%***	***956.9***

*values calculated at PPP (Pharmacy Purchase Price) level

In the second quarter of 2024, the total value of medicines dispensed to patients reached RON 8.20 billion, representing a 12.8% increase compared to the same period last year. This growth was driven by a 10.4% increase in the retail sector and a 27.2% increase in hospital dispensations. Within the retail channel, the value of prescription (Rx) medicines rose by 13.5%, while over-the-counter (OTC) products increased by 2.8%. Notably, retail Rx drugs under cost-volume contracts increased by 18.2%, while those under cost-volume-result contracts decreased by 65.5%. Other Rx medicines in retail advanced by 15.9% compared to the second quarter of 2023.

Between July 2023 and June 2024, the total market value was RON 31.99 billion, marking a 15.0% increase compared to the reference period of July 2022 to June 2023. Prescription-based medicines (Rx) from pharmacies reached RON 19.57 billion, an 18.2% increase, while OTC products from pharmacies amounted to RON 7.66 billion, a 6.6% increase. The hospital segment accounted for RON 4.75 billion, a 16.7% increase. Isolating the significant impact of the CVR and CV programs, amounting to RON 2.93 billion, the value of prescription medicines in retail pharmacies increased by 19.8% compared to the reference period, amounting to RON 16.65 billion (EUR 3.35 billion).

Evolution of Main Therapeutic Groups in the last 12 month ending June 2024

ATC1 Groups	VOLUME			AVG. PRICE	PPP VALUE		
	mn units	Market Share *(%)*	Variation *(+/- %)*	RON	mn RON	Market Share *(%)*	Variation *(+/- %)*
Total	**711.3**	**100.0%**	**-1.1%**	**45.0**	**31,986.4**	**100.0%**	**15.0%**
Top ATC1 groups	**603.5**	**84.8%**	**-1.6%**	**43.7**	**26,358.8**	**82.4%**	**15.0%**
L (ANTINEOPLASTIC AND IMMUNOMOD. AG.)	4.9	0.8%	6.9%	1,372.7	6,785.8	25.7%	23.4%
A (ALIMENTARY TRACT AND METABOLISM)	153.9	25.5%	-1.3%	42.1	6,485.2	24.6%	12.3%
C (CARDIOVASCULAR SYSTEM)	162.6	26.9%	2.1%	23.1	3,760.1	14.3%	17.1%
N (NERVOUS SYSTEM)	108.7	18.0%	-2.7%	26.5	2,881.7	10.9%	14.2%
R (RESPIRATORY SYSTEM)	82.5	13.7%	-5.4%	31.6	2,608.8	9.9%	11.5%
J (GENERAL ANTI-INFECTIVES SYSTEMIC)	40.2	6.7%	-6.3%	56.5	2,271.3	8.6%	3.9%
M (MUSCULOSKELETAL SYSTEM)	50.7	8.4%	-2.1%	30.9	1,565.9	5.9%	12.8%
Other ATC1 groups	**107.8**	**15.2%**	**1.8%**	**52.2**	**5,627.6**	**17.6%**	**15.0%**

Regarding the evolution of the main therapeutic groups in the 12 months ending in June 2024, there were increases in volume above the market average (-1.1%) for only two categories: antineoplastic and immunomodulatory drugs (+6.9%) and cardiovascular system medicines (+1.1%). The volume of systemic anti-infectives decreased by 6.3%, respiratory system drugs by 5.4%, nervous system drugs by 2.7%, musculoskeletal system drugs by 2.1%, and digestive tract and metabolism drugs by 1.3%.

In terms of values, only antineoplastic and immunomodulatory drugs (+23.4%) and cardiovascular system drugs (+17.1%) exhibited increases above the market average (+15.0%). All other major therapeutic groups, except systemic anti-infectives (+3.9%), registered significant double-digit increases, but slightly below the market average. Specifically, digestive tract and metabolism drugs increased by 12.3%, nervous system drugs by 14.2%, musculoskeletal system drugs by 12.8%, and respiratory system drugs by 11.5%.

Top 20 Corporations by Volume

In the second quarter of 2024, the ranking of the top corporations by volume remained unchanged. Sun Pharma (including Terapia) maintained its lead with 17.3 million units, followed by Zentiva (including Labormed and Alvogen) with 15.9 million units, and Servier (including Egis) with 10.9 million units.

Over the past 12 months, the top 10 corporations by volume remained consistent with the previous quarter. Sun Pharma (including Terapia) retained the first position with 72.7 million units, followed by Zentiva (including Alvogen and Labormed) with 65.0 million units, and Servier (including Egis) with 42.7 million units. The top 10 also included Krka (35.1 million units), Viatris (32.9 million units), Sanofi (30.7 million units), Antibiotice (25.3 million units), Menarini (22.5 million units), Biofarm (22.3 million units), and Gedeon Richter (20.7 million units).

Crt. No.	Corporation	2nd Quarter 2024	MAT (2024-Q2)	
		(mn units)	*(mn units)*	*(%)*
Total market		**170.3**	**711.3**	**100.0%**
1	SUN PHARMA[1]	17.3	72.7	10.2%
2	ZENTIVA[2]	15.9	65.0	9.1%
3	SERVIER[3]	10.9	42.7	6.0%
4	KRKA D.D.	8.4	35.1	4.9%
5	VIATRIS	8.1	32.9	4.6%
6	SANOFI	7.3	30.7	4.3%
7	ANTIBIOTICE	5.6	25.3	3.6%
8	MENARINI	5.5	22.5	3.2%
9	BIOFARM	4.8	22.3	3.1%
10	GEDEON RICHTER	5.0	20.7	2.9%
Top 10 Subtotal		**88.7**	**369.8**	**52.0%**
11	HALEON	3.7	18.8	2.6%
12	RECKITT BENCKISER	3.7	16.4	2.3%
13	SANDOZ	3.5	14.3	2.0%
14	MERCK KGaA	3.2	12.4	1.7%
15	TEVA	2.8	11.8	1.7%
16	DR. MAX PHARMA	2.7	11.7	1.6%
17	GLAXOSMITHKLINE	2.5	10.5	1.5%
18	NATUR PRODUKT ZDROVIT	2.3	10.3	1.4%
19	DR. REDDY'S LAB.	2.2	9.1	1.3%
20	BAYER AG	2.2	9.1	1.3%
Top 20 Subtotal		**117.5**	**494.2**	**69.5%**

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Top 20 Corporations by Value*

In the second quarter of 2024, the top three corporations by value maintained their positions. AstraZeneca led with RON 424.4 million, followed by Sanofi with RON 375.2 million, and Sun Pharma (including Terapia) with RON 365.1 million.

Over the last 12 months, the ranking of the top three corporations by value changed. AstraZeneca emerged as the new market leader with RON 1,529.7 million, followed by Sanofi with RON 1,481.9 million, and Sun Pharma (including Terapia) with RON 1,476.8 million. The top 10 included Zentiva (including Alvogen and Labormed) with RON 1,405.5 million, Johnson & Johnson with RON 1,181.8 million, Servier (including Egis) with RON 1,169.4 million, Pfizer with RON 1,110.7 million, Novartis with RON 928.8 million, Hoffmann-La Roche with RON 904.8 million, and Novo Nordisk with RON 897.1 million.

Crt. No.	Corporation	2nd Quarter 2024	MAT (2024-Q2)	
		(mn RON)	*(mn RON)*	*(%)*
Total market		**8,195.6**	**31,986.4**	**100.0%**
1	ASTRAZENECA	424.4	1,529.7	4.8%
2	SANOFI	375.2	1,481.9	4.6%
3	SUN PHARMA[1]	365.1	1,476.8	4.6%
4	ZENTIVA[2]	362.2	1,405.5	4.4%
5	JOHNSON & JOHNSON	311.3	1,181.8	3.7%
6	SERVIER[3]	301.6	1,169.4	3.7%
7	PFIZER	288.0	1,110.7	3.5%
8	NOVARTIS	250.7	928.8	2.9%
9	HOFFMANN LA ROCHE	248.3	904.8	2.8%
10	NOVO NORDISK	247.6	897.1	2.8%
Subtotal Top 10		**3,174.3**	**12,086.4**	**37.8%**
11	VIATRIS	211.4	868.3	2.7%
12	MERCK & CO	225.7	793.3	2.5%
13	BAYER AG	175.3	686.5	2.1%
14	ELI LILLY	173.5	631.1	2.0%
15	ABBVIE	132.2	600.1	1.9%
16	MENARINI	146.2	589.3	1.8%
17	SANDOZ	144.0	550.1	1.7%
18	GLAXOSMITHKLINE	137.8	537.6	1.7%
19	BRISTOL MYERS SQUIBB	145.0	530.2	1.7%
20	KRKA D.D.	125.8	517.1	1.6%
Subtotal Top 20		**4,791.1**	**18,390.2**	**57.5%**

**values calculated at PPP (Pharmacy Purchase Price) level*

[1] including TERAPIA
[2] including ALVOGEN and LABORMED
[3] including EGIS

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 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's 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.
We invite you to follow the Cegedim Romania page on LinkedIn and to access the materials we publish on our medical-pharmaceutical news portal, www.cegedim-healthcare.ro/stiri-din-sanatate

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 6,500 people in 10+ countries and generated revenue of EUR 616 mn in 2023. Cegedim SA is listed on the Paris Stock Exchange (EURONEXT: CGM).
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