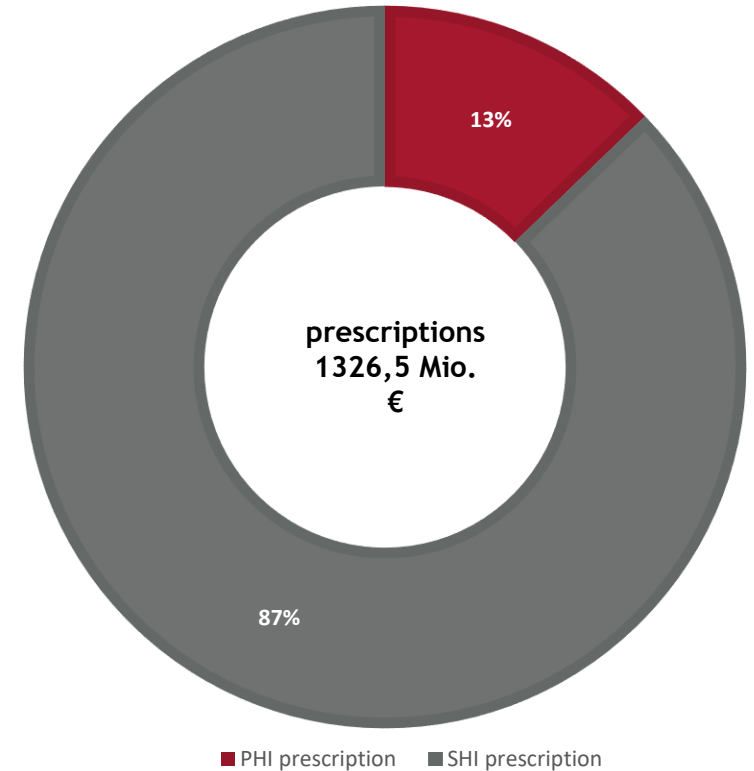
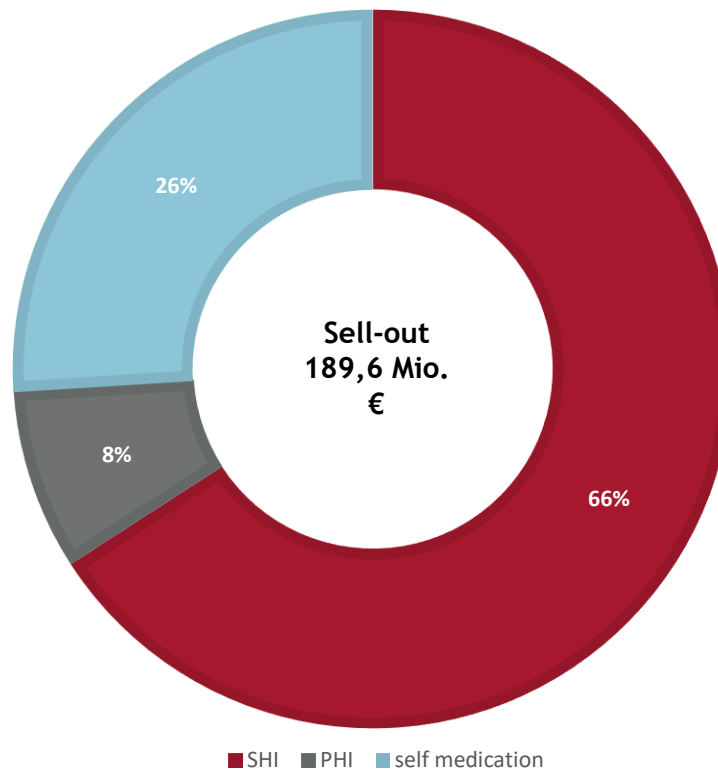
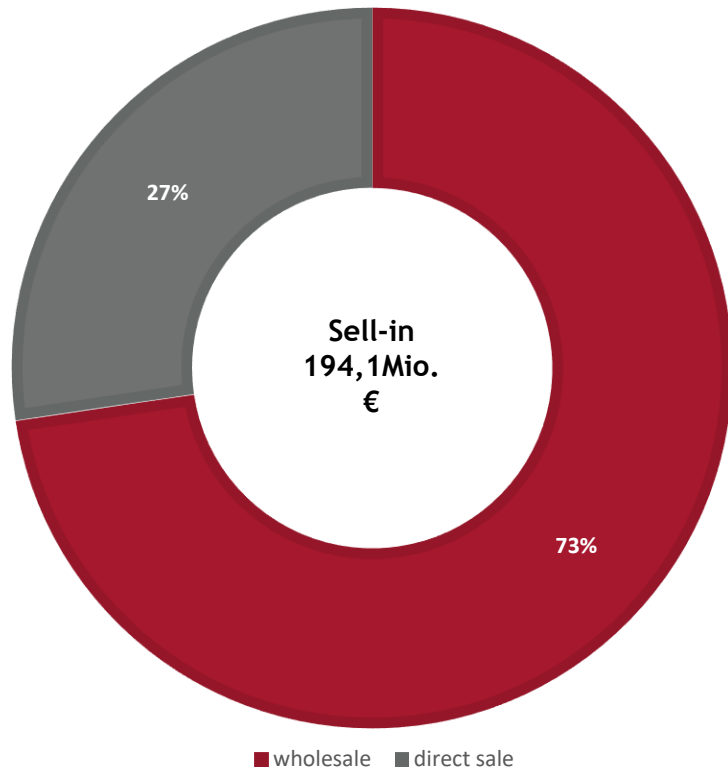




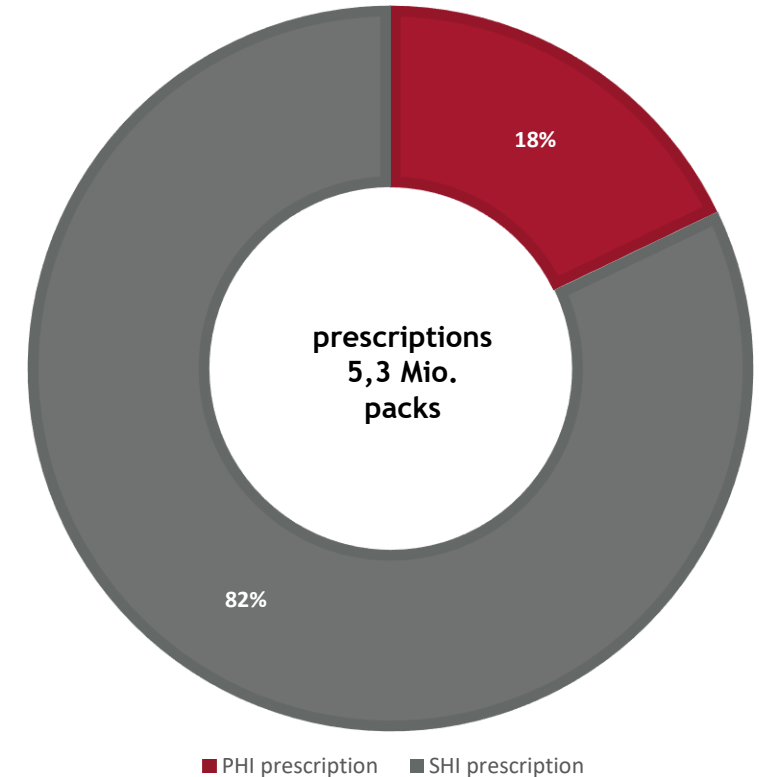
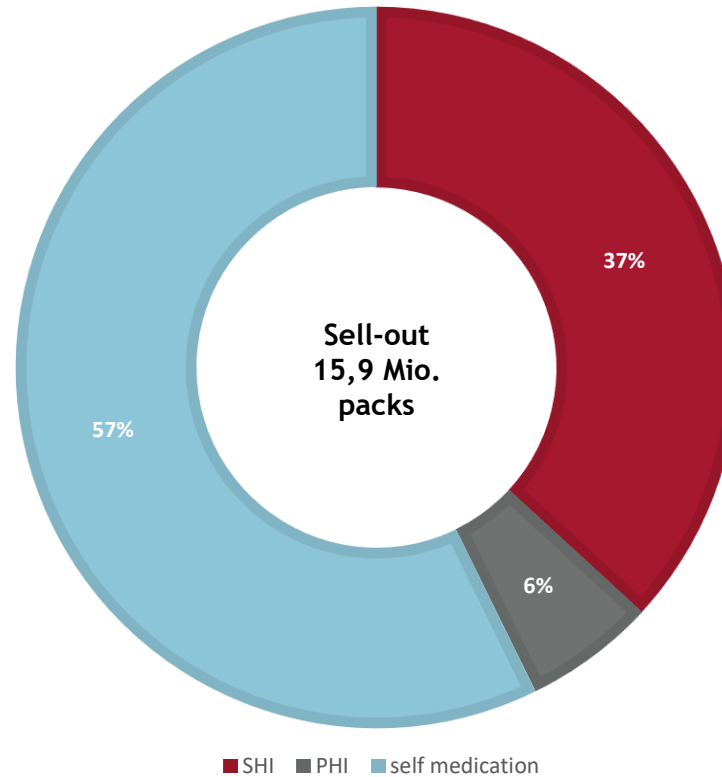
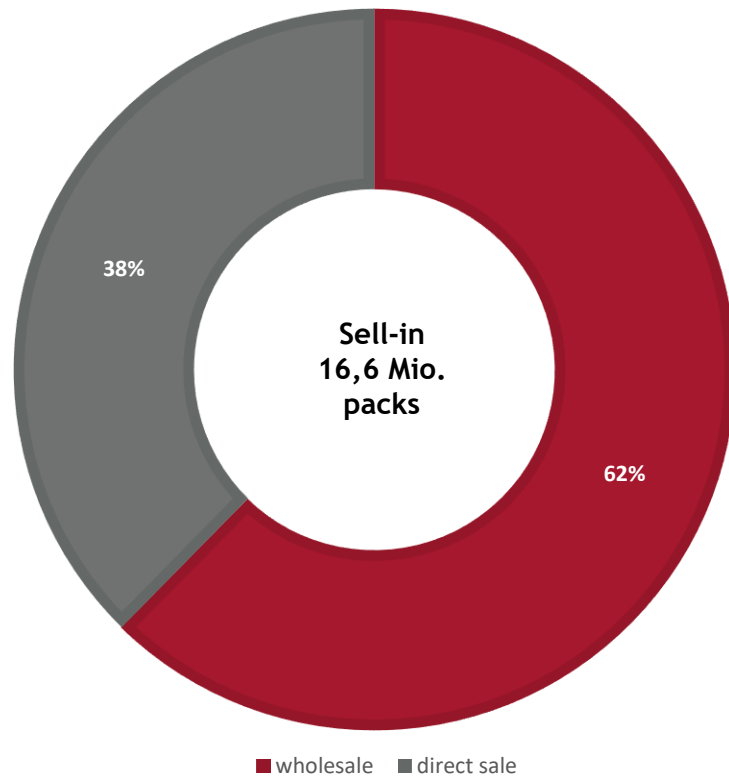
Pharmacy market development
Medical supply

Pharmacy market September 2023 based on volume ApU €



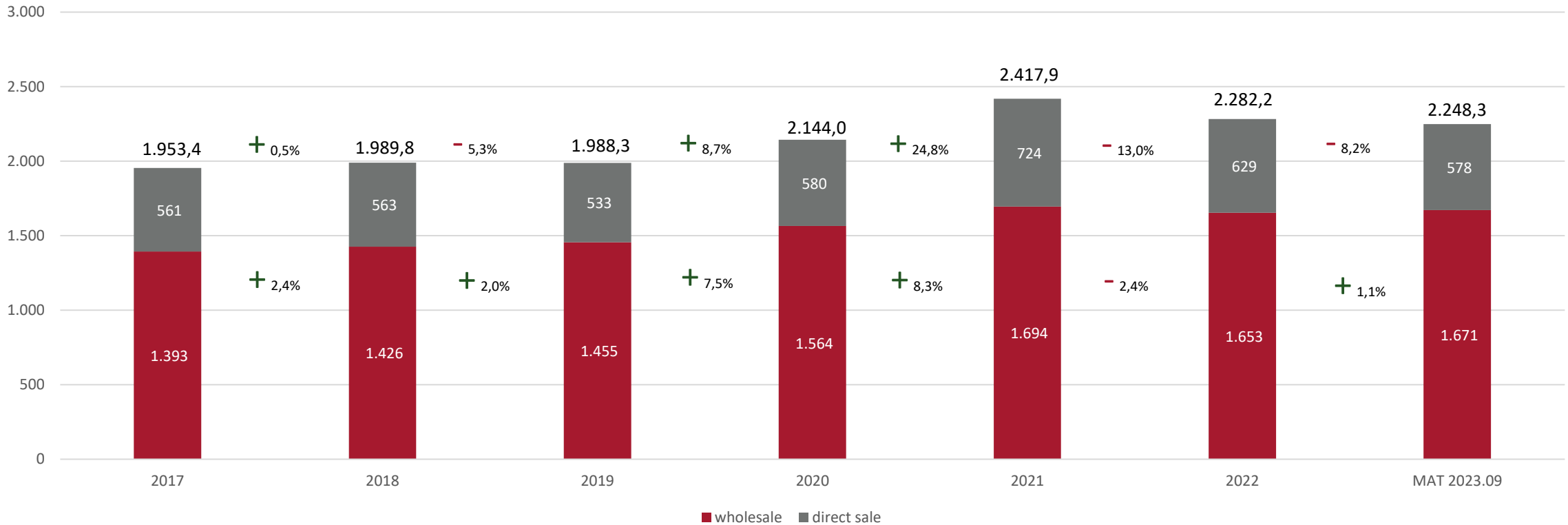
Source: INSIGHT Health – 2023.09 – Pharmacy Sell-in: wholesale and direct sales – extrapolation of IH-pharmacy panel, Pharmacy Sell-out: IH-pharmacy panel extrapolation, Prescription: statutory health insurance prescriptions by pharmacy data processing centers and private sick fund prescriptions from IH-pharmacy panel

Pharmacy market September 2023 based on value (EH)



Source: INSIGHT Health – 2023.09 – Pharmacy Sell-in: wholesale and direct sales – extrapolation of IH-pharmacy panel, Pharmacy Sell-out: IH-pharmacy panel extrapolation, Prescription: statutory health insurance prescriptions by pharmacy data processing centers and private sick fund prescriptions from IH-pharmacy panel

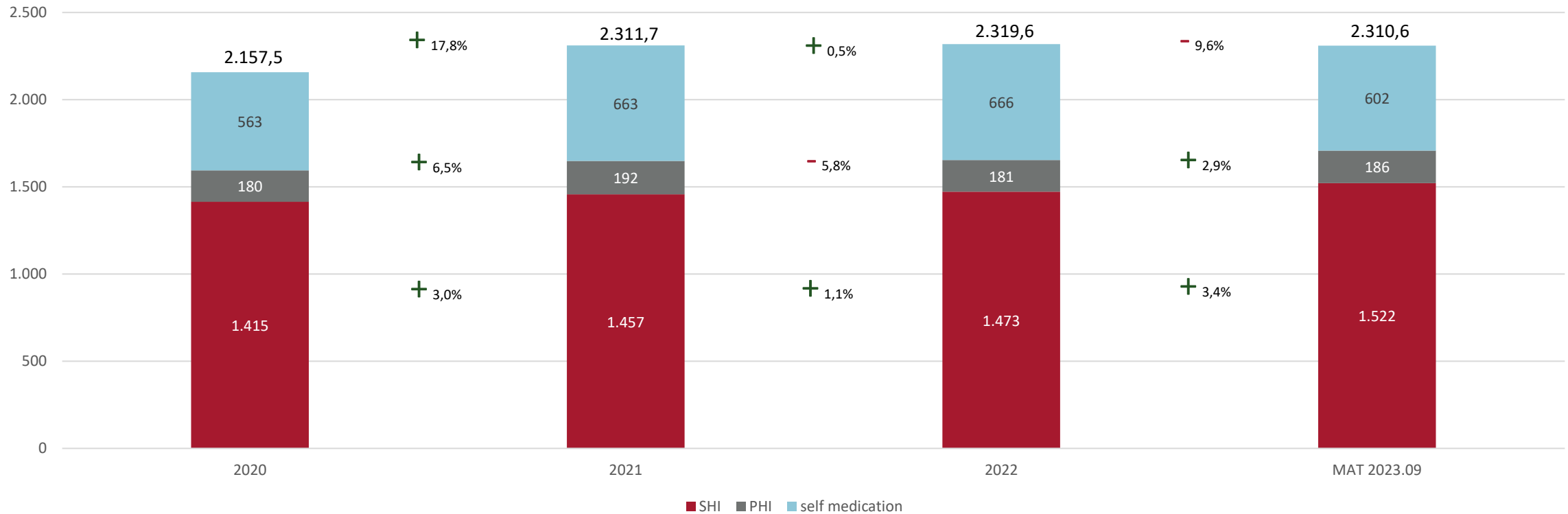
Medical supply market development Pharmacy Sell-in



Pharmacy Sell-in: wholesale and direct sales of medical supplies, purchased in German pharmacies, volume based on manufacturer sales price (MSP) in Mio. € %- growth rate vs. previous year.

Source: INSIGHT Health – Pharmacy Sell-in – 2023.09

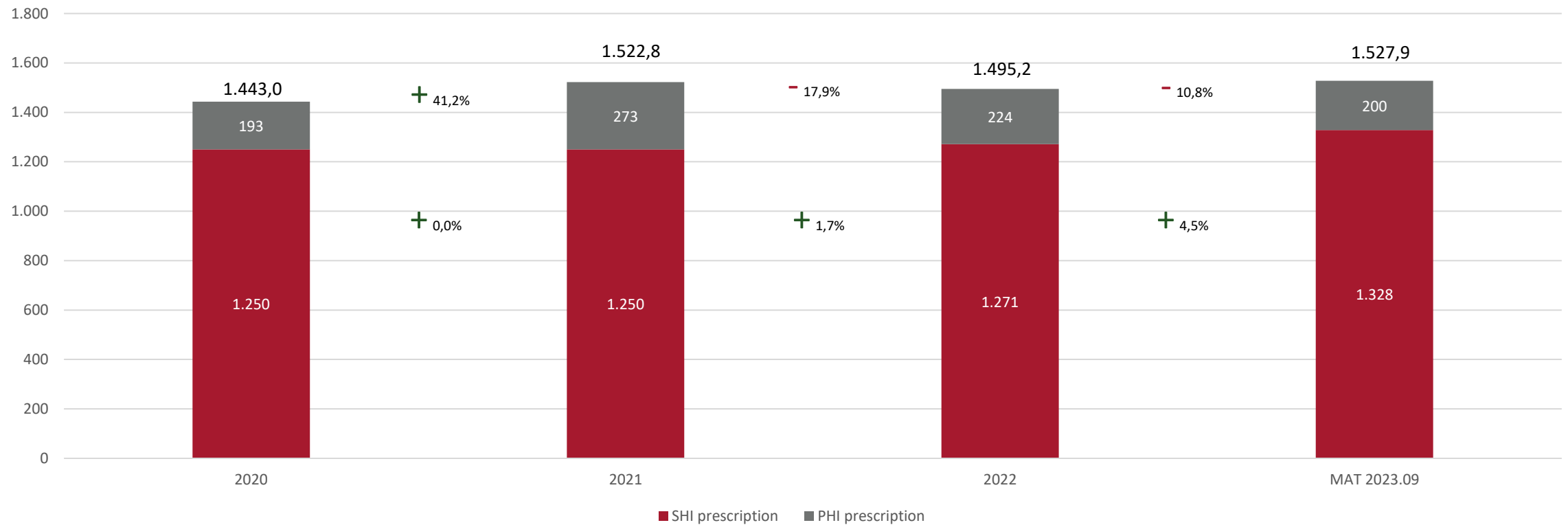
Medical supply market development Pharmacy Sell-out



Pharmacy sell-out: sell-out public pharmacies (Germany) of medical supplies, sold in public pharmacies, dispensing distinction by selfmedication, statutory health insurance (SHI) and private health insurance (PHI), volume based on manufacturer sales price (MSP) in Mio. € %-growth rate vs. previous year.

Source: INSIGHT Health – Pharmacy Sell-out – 2023.09

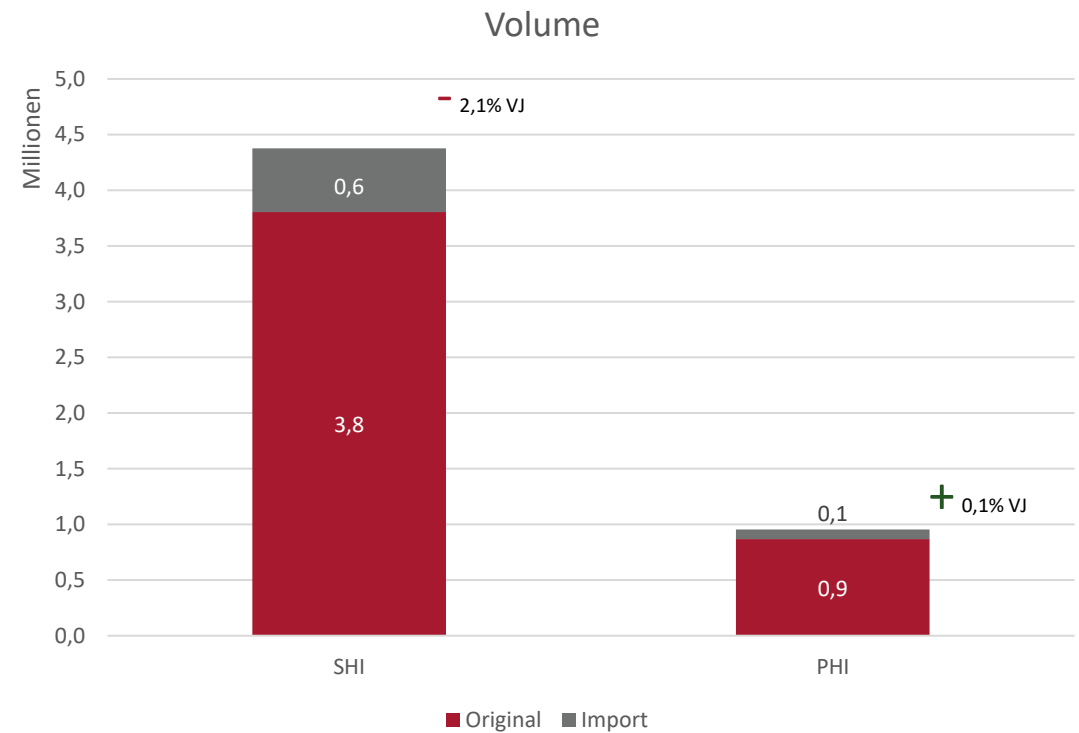
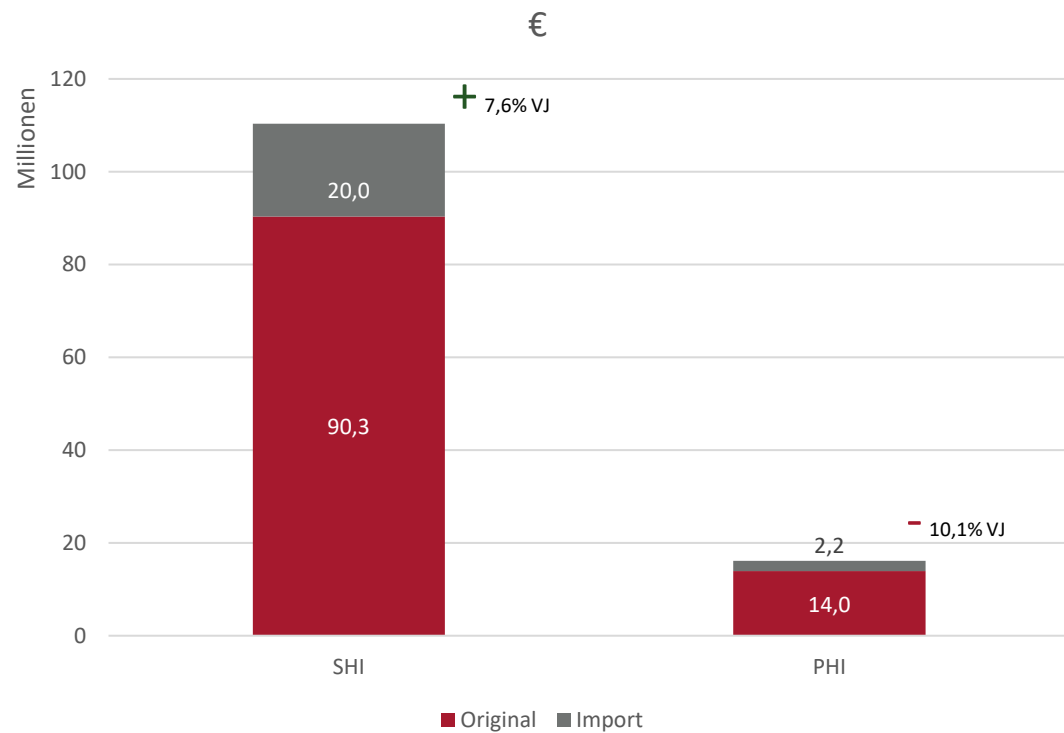
Medical supply market development prescriptions



Prescription data medical supply: quantity accounted SHI prescriptions by pharmacy data processing centers as well as extrapolation of PHI prescriptions out of the IH-pharmacy panel volume based on manufacturer sales price (MSP) in Mio. € %-growth rate vs. previous year.

Source: INSIGHT Health – prescription data SHI + PHI – 2023.09

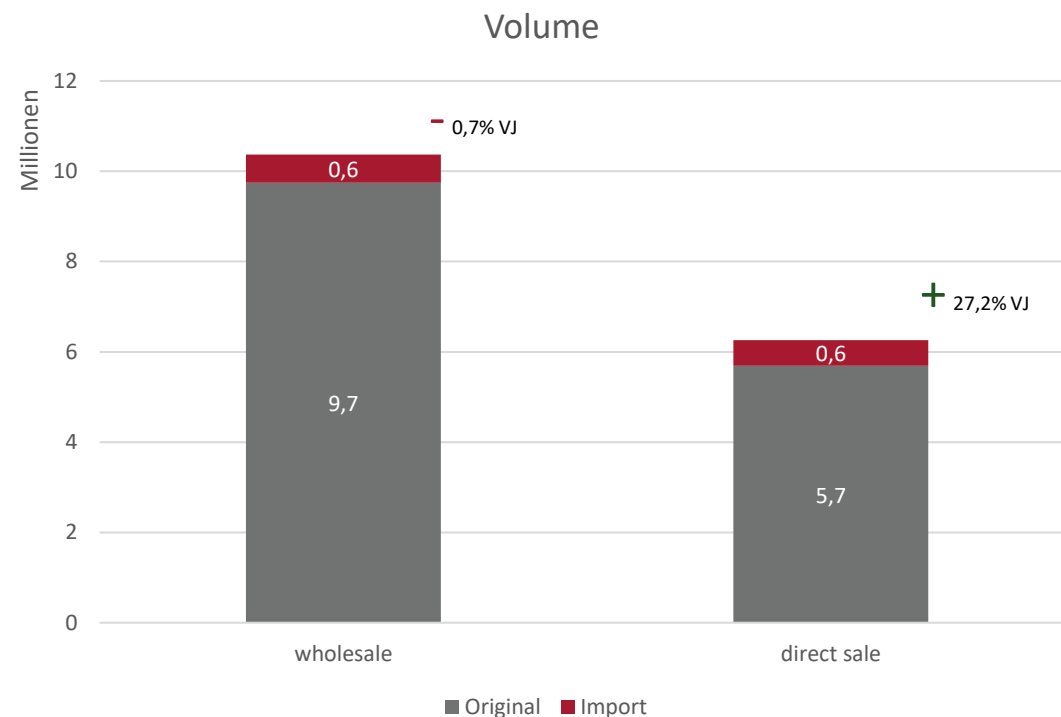
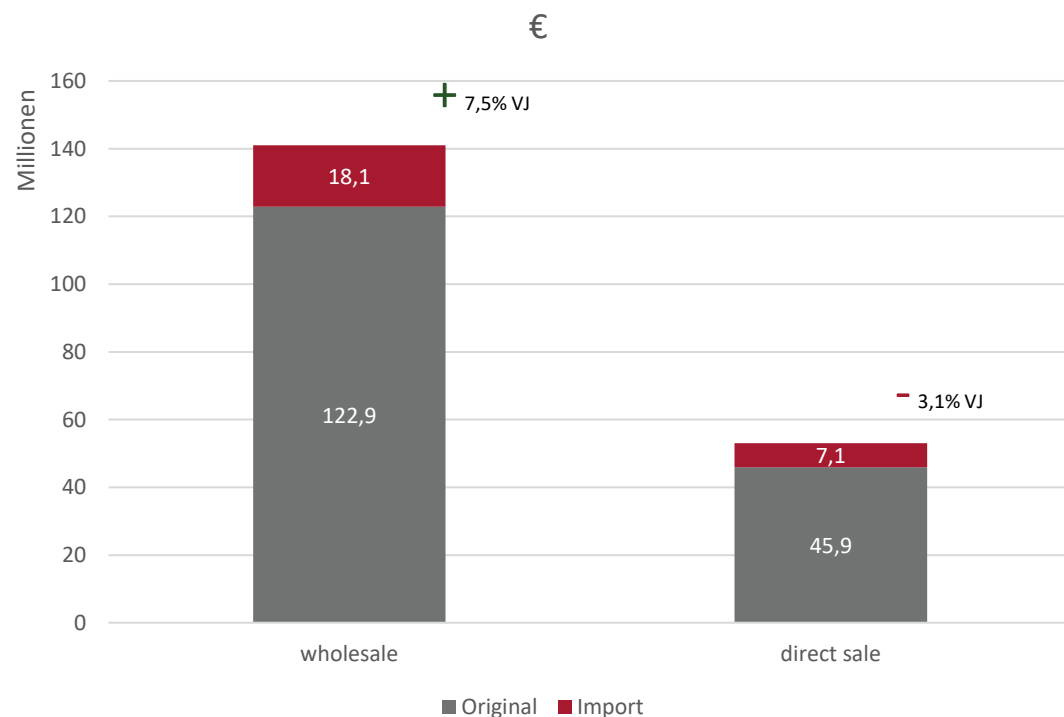
Original vs. Import products pharmacy Sell-in September 2023



What is the import quote in pharmacy Sell-in? Differentiated in wholesale and direct sales as well as volume € MSP and value in September 2023. Rate of change import business to previous year.

Source: INSIGHT Health – Sell-in – 2023.09

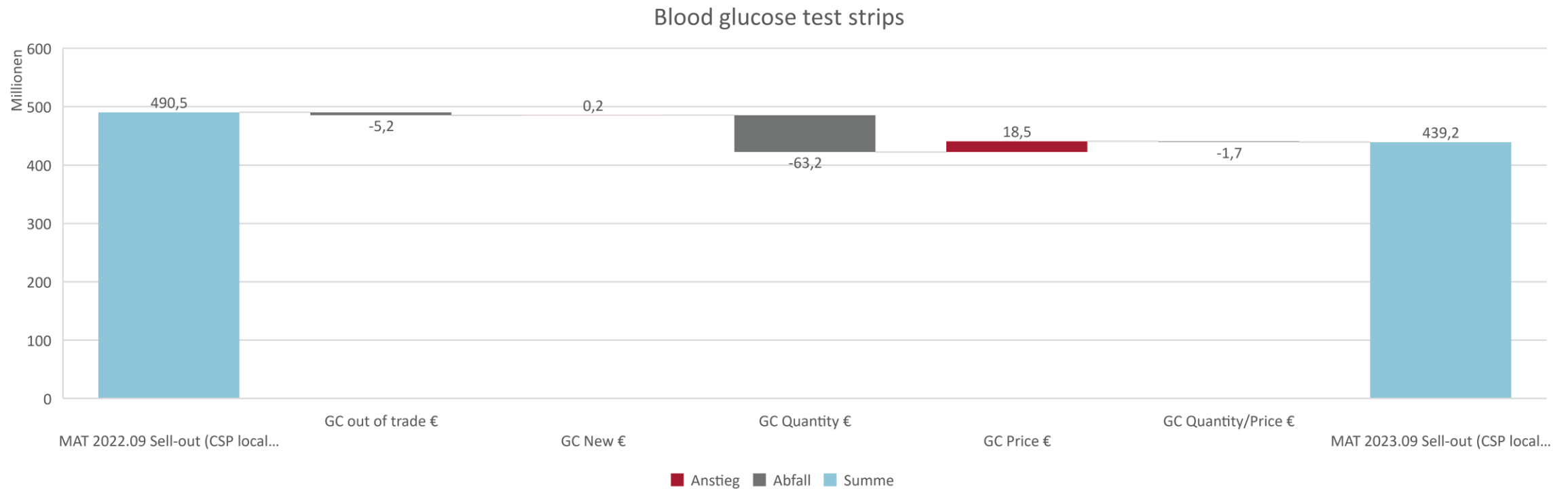
Original vs. Import products prescriptions September 2023



What is the import quote in pharmacy Sell-in? Differentiated in SHI and PHI prescriptions as well as volume € MSP and value in September 2023. Rate of change import business to previous year.

Source: INSIGHT Health – prescription data SHI + PHI – 2023.09

Growth in sales – who are the growth drivers?



Pharmacy Sell-out: growth in sales based on the volume rPP € (end user prices) of public pharmacies.
 How much revenue is lost through out of market products, how much revenue is captured by newly launched products? What are the effects of quantity as well as price changes?
 Source: INSIGHT Health – Pharmacy Sell-out – 2023.09

For further information get in touch with

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