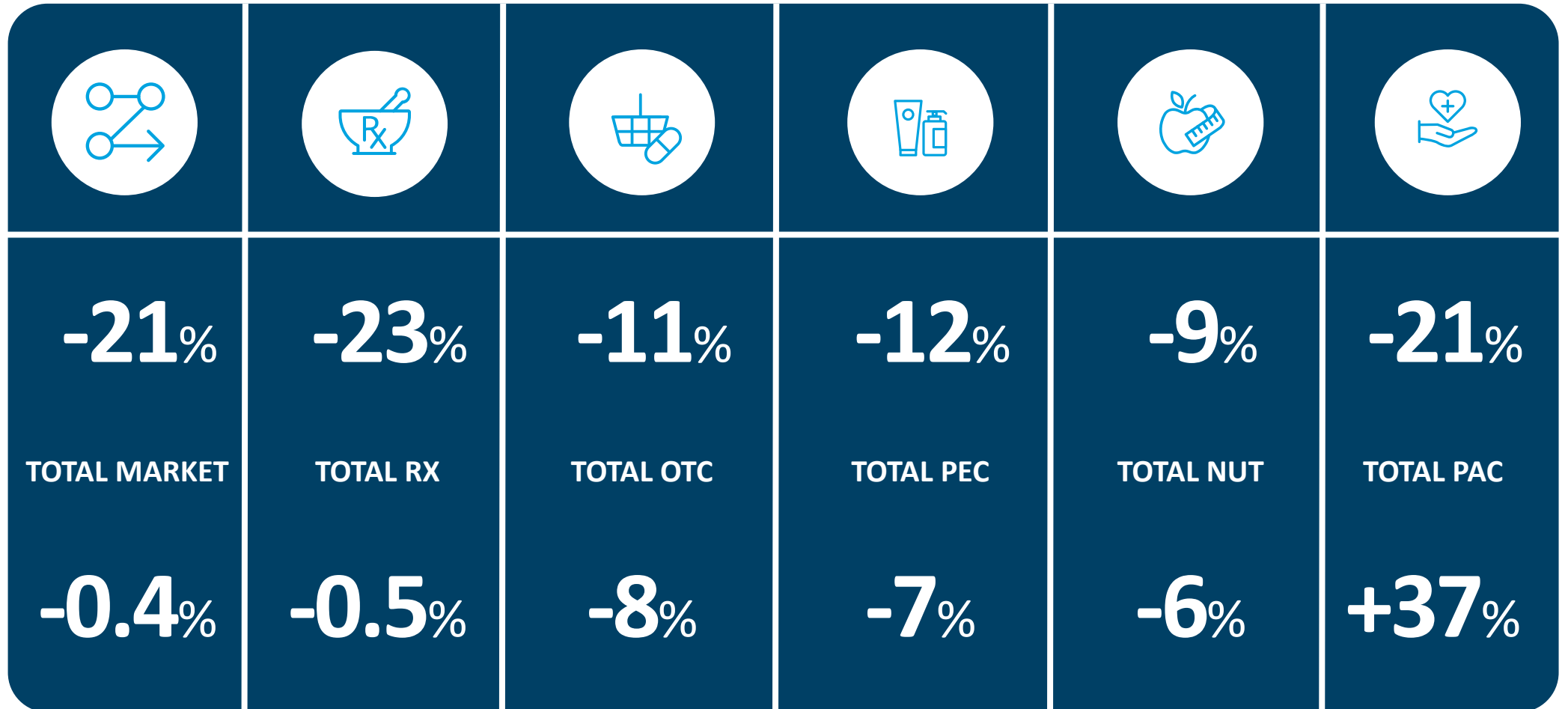


# Weekly Monitor, Greece

*COVID 19 impact in Retail Pharmacies Sell-out Data  
Rx & Consumer Health*

Week 24, 08/06/2020 - 14/06/2020

# Sell out Retail Pharmacies Evolution (Values)

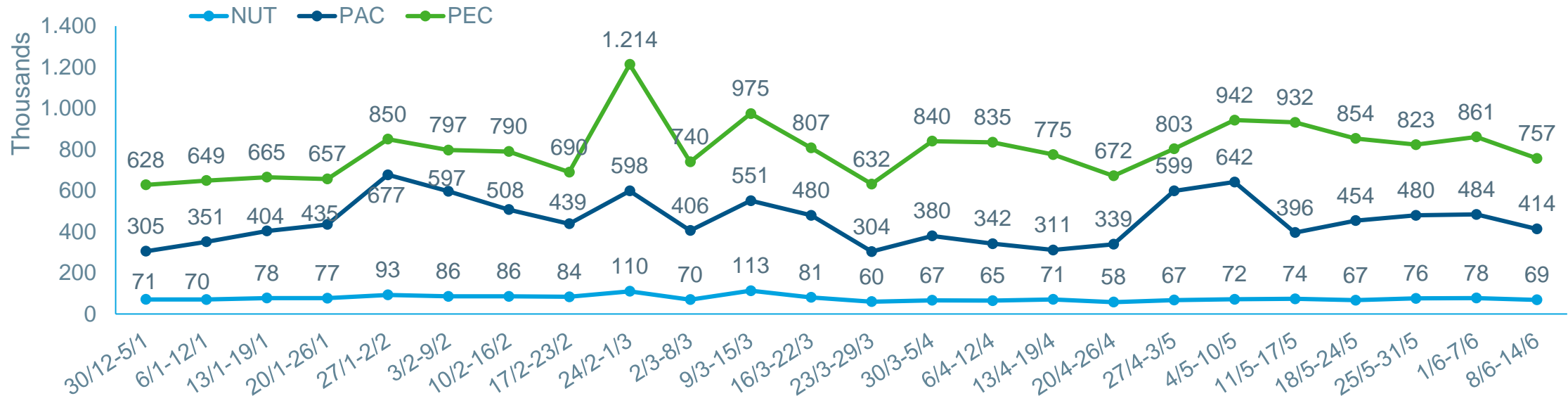
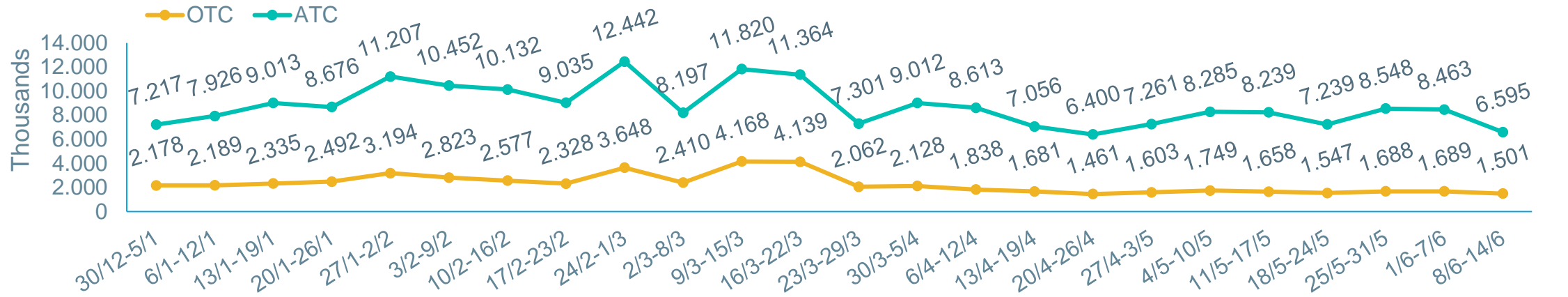


MHSYFA are included in both RX and CH markets  
 Week 24: 08/06/2020-14/06/2020  
 Week 23: 01/06/2020-07/06/2020

OTC: Self Medication Monitor  
 PEC: Personal Care products

PAC: Patient Care products  
 NUT: Nutritional products

# Weekly Growth YTD 2020 (Units)

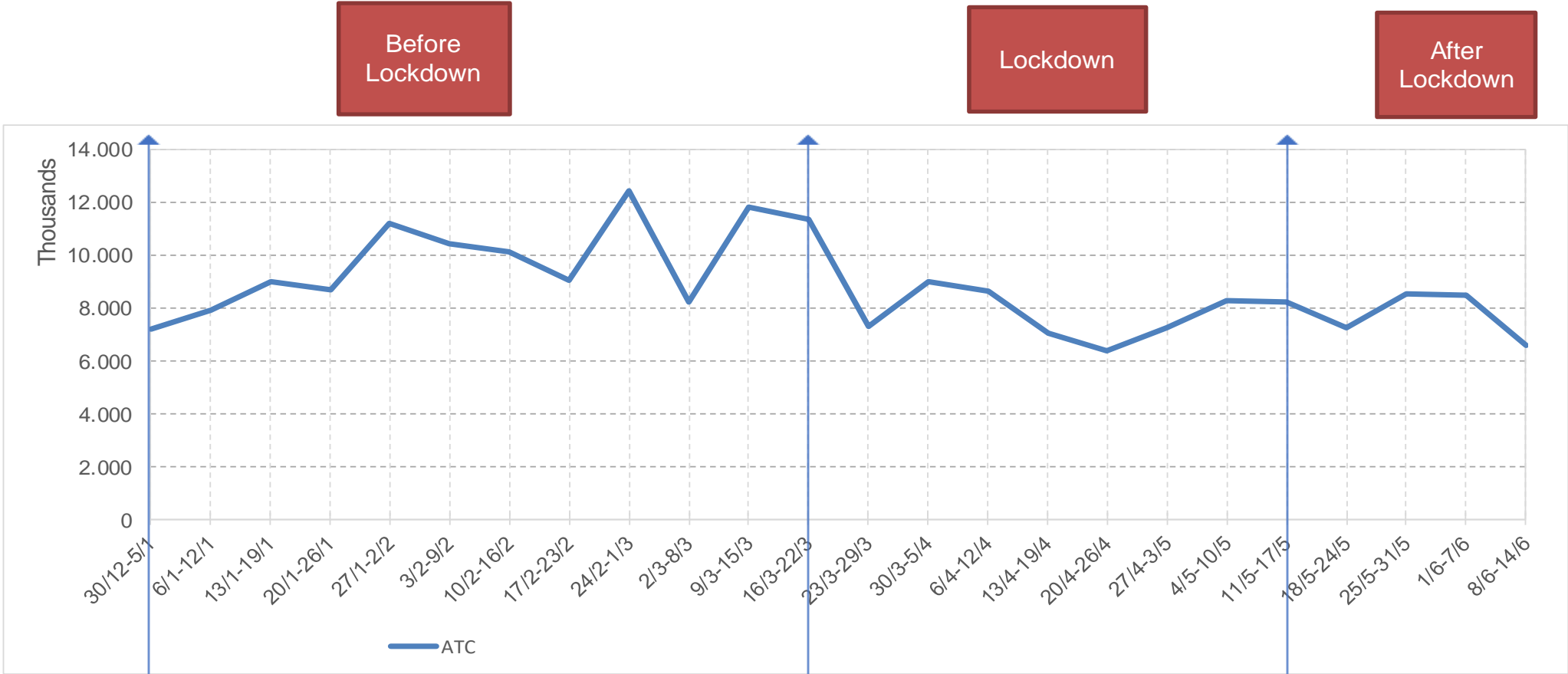


MHSYFA are included in both RX and CH markets

OTC: Self Medication Monitor  
PEC: Personal Care products

PAC: Patient Care products  
NUT: Nutritional products

# Weekly Growth YTD 2020 (ATC/Units) Timestamps



MHSYFA are included

OTC: Self Medication Monitor    PAC: Patient Care products  
 PEC: Personal Care products    NUT: Nutritional products

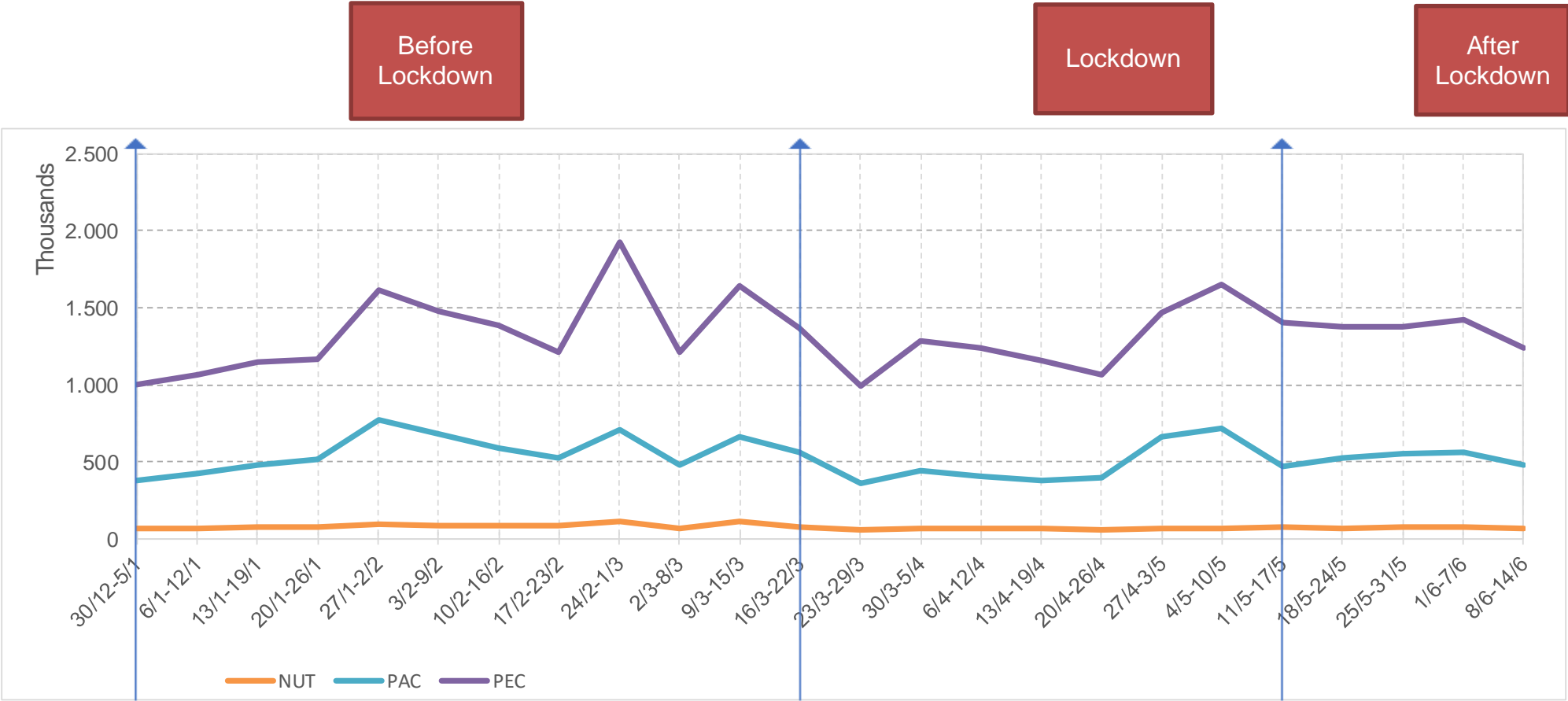
# Weekly Growth YTD 2020 (OTC/Units) Timestamps



MHSYFA are included

OTC: Self Medication Monitor  
 PEC: Personal Care products  
 PAC: Patient Care products  
 NUT: Nutritional products

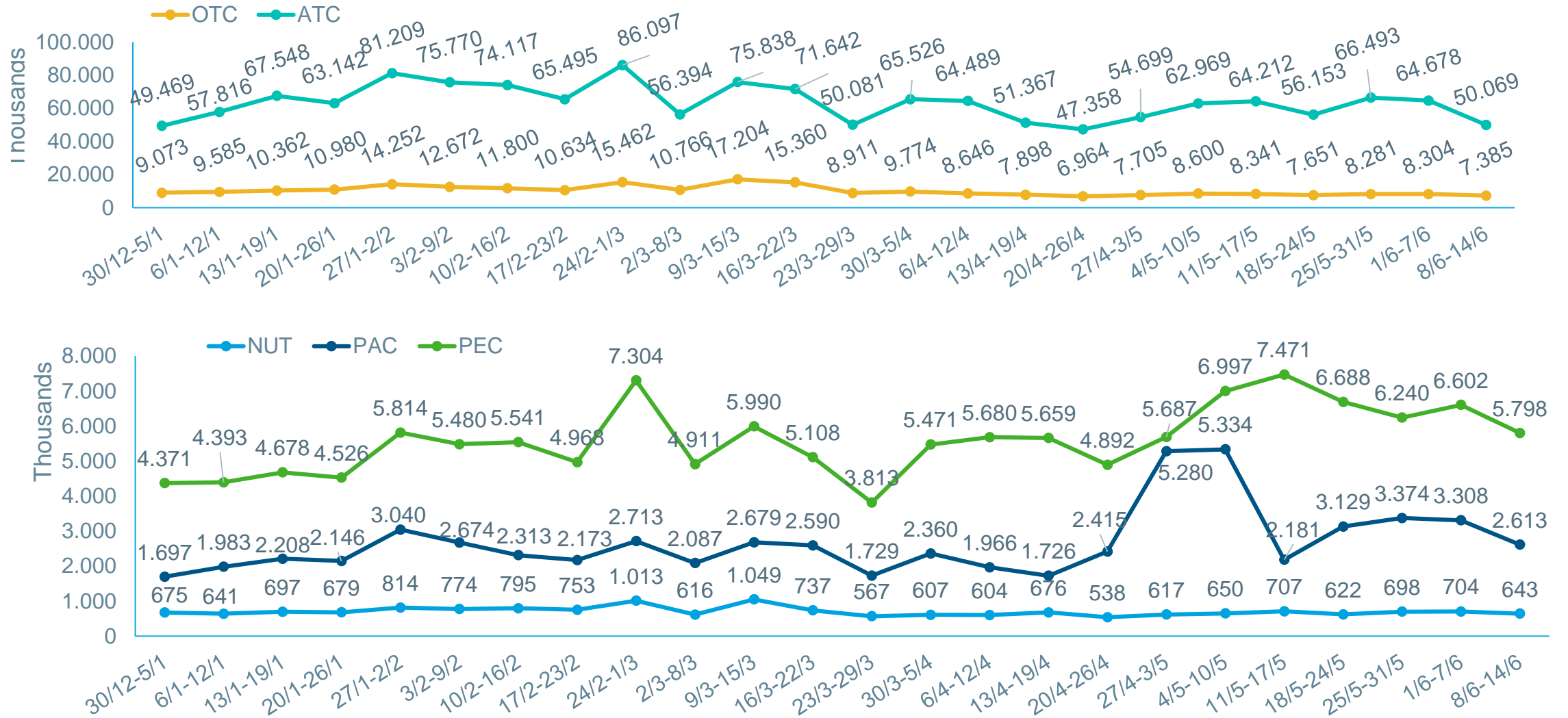
# Weekly Growth YTD 2020 (PEC, PAC, NUT/Units) Timestamps



MHSYFA are included

OTC: Self Medication Monitor  
 PEC: Personal Care products  
 PAC: Patient Care products  
 NUT: Nutritional products

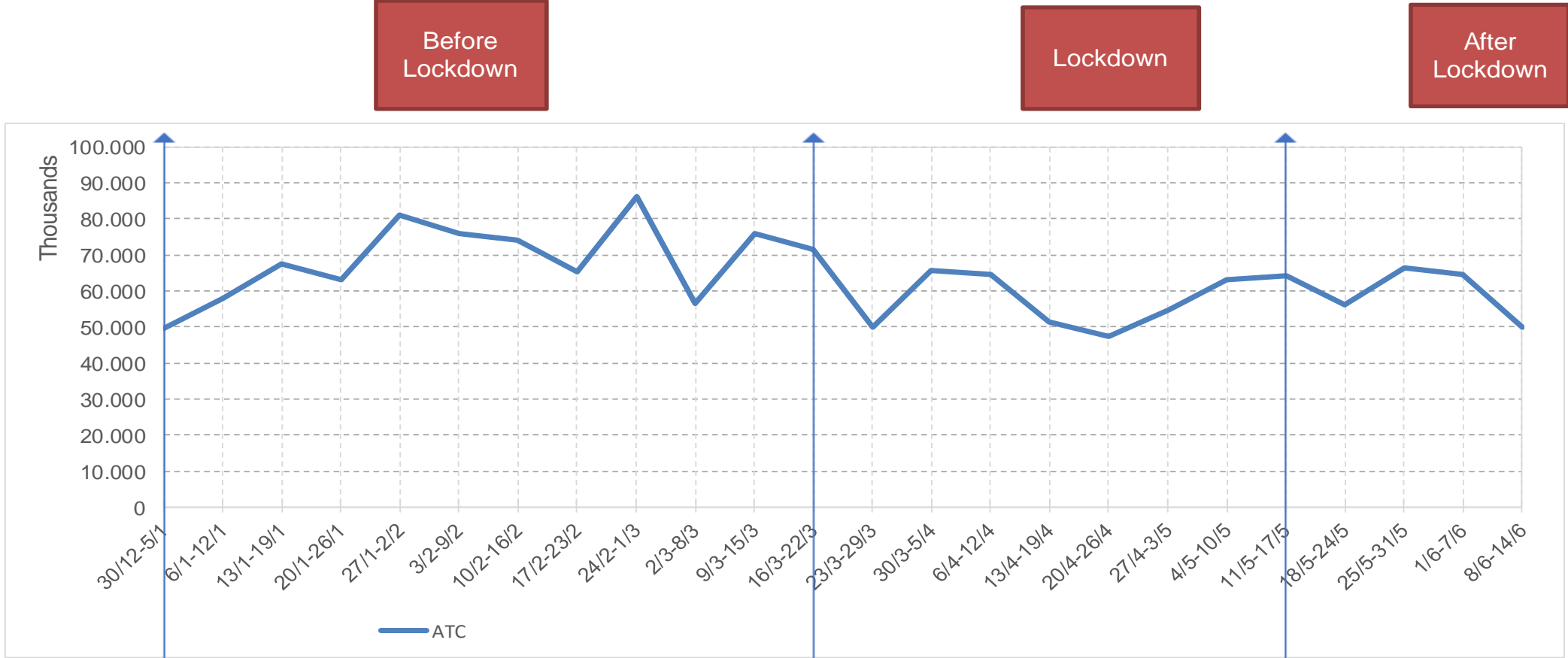
# Weekly Growth YTD 2020 (Values)



MHSYFA are included in both RX and CH markets

OTC: Self Medication Monitor  
 PEC: Personal Care products  
 PAC: Patient Care products  
 NUT: Nutritional products

# Weekly Growth YTD 2020 (ATC/Values) Timestamps



MHSYFA are included

OTC: Self Medication Monitor  
 PEC: Personal Care products  
 PAC: Patient Care products  
 NUT: Nutritional products



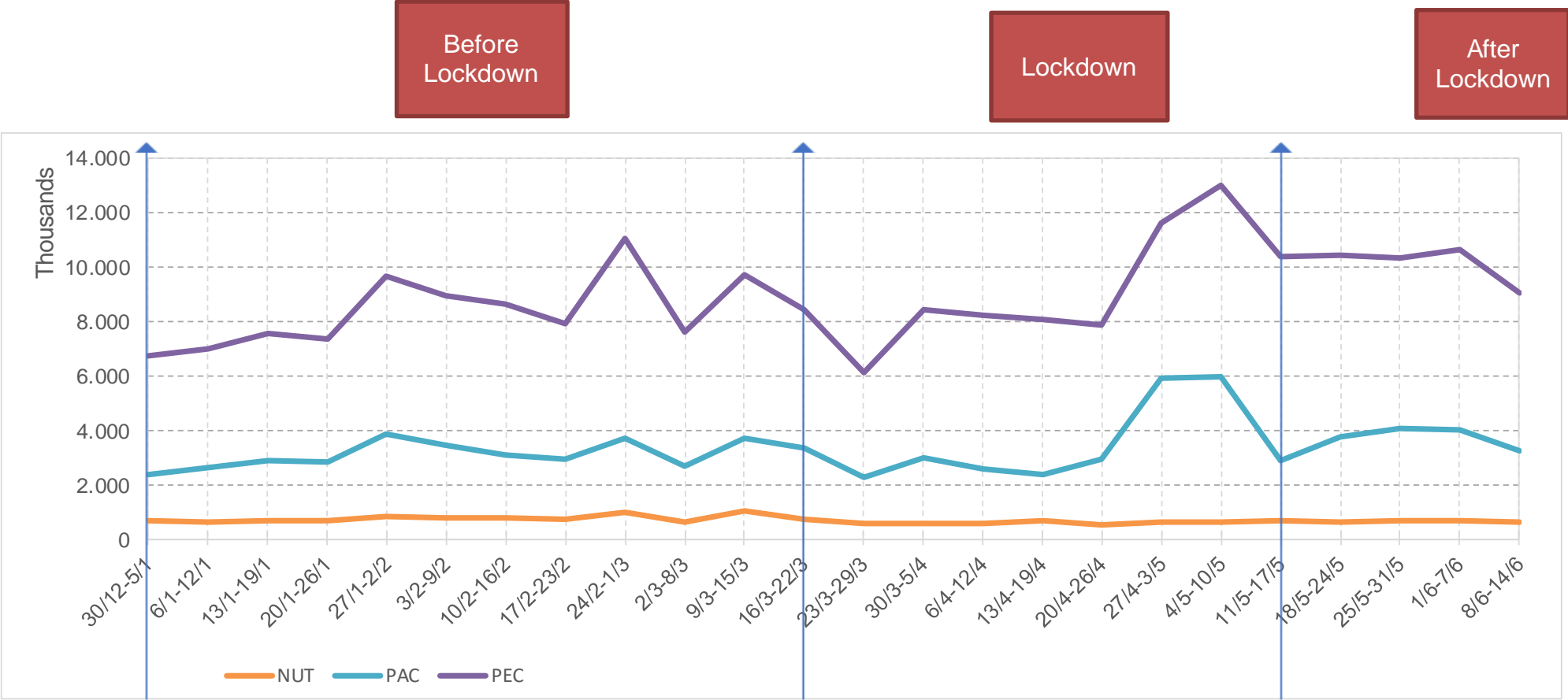
# Weekly Growth YTD 2020 (OTC/Values) Timestamps



MHSYFA are included

OTC: Self Medication Monitor  
 PEC: Personal Care products  
 PAC: Patient Care products  
 NUT: Nutritional products

# Weekly Growth YTD 2020 (PEC, PAC, NUT/Values) Timestamps

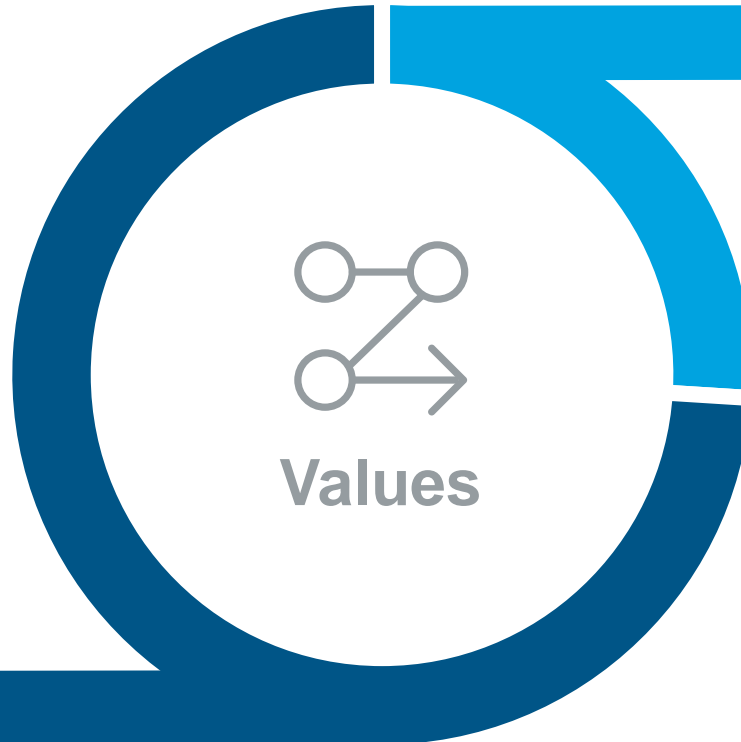


MHSYFA are included

OTC: Self Medication Monitor  
 PEC: Personal Care products  
 PAC: Patient Care products  
 NUT: Nutritional products

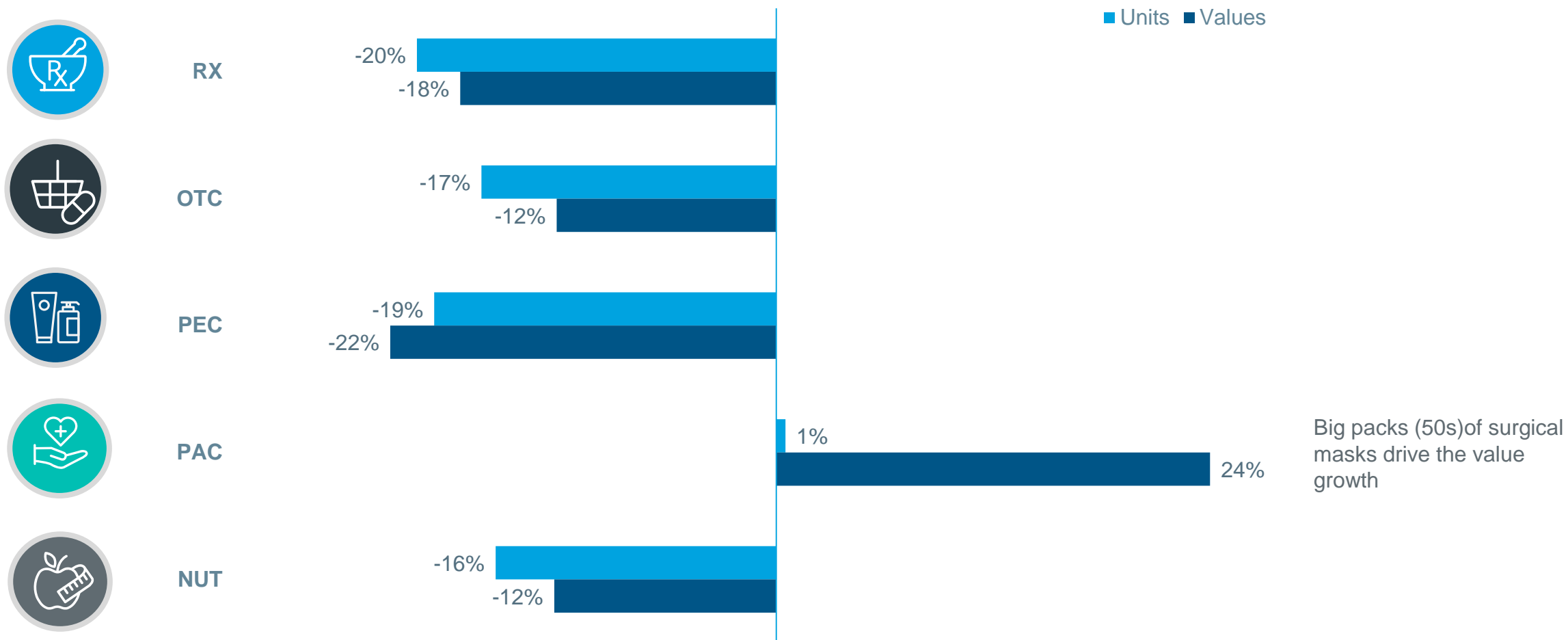
# Rx Market vs. Consumer Health Market in Values

Week 24 2020



# Sell out Retail Pharmacies Evolution – Vs. Same Week LY

Week 24 2020 vs. Week 24 2019



MHSYFA are included in both RX and CH markets  
 Week 24 2020: 08/06/2020-14/06/2020  
 Week 24 2019: 10/06/2019-16/06/2019

OTC: Self Medication Monitor  
 PEC: Personal Care products

PAC: Patient Care products  
 NUT: Nutritional products

# Ranking in Values, Week 24 2020

*Top 10 ATC3, evolution vs. previous week*

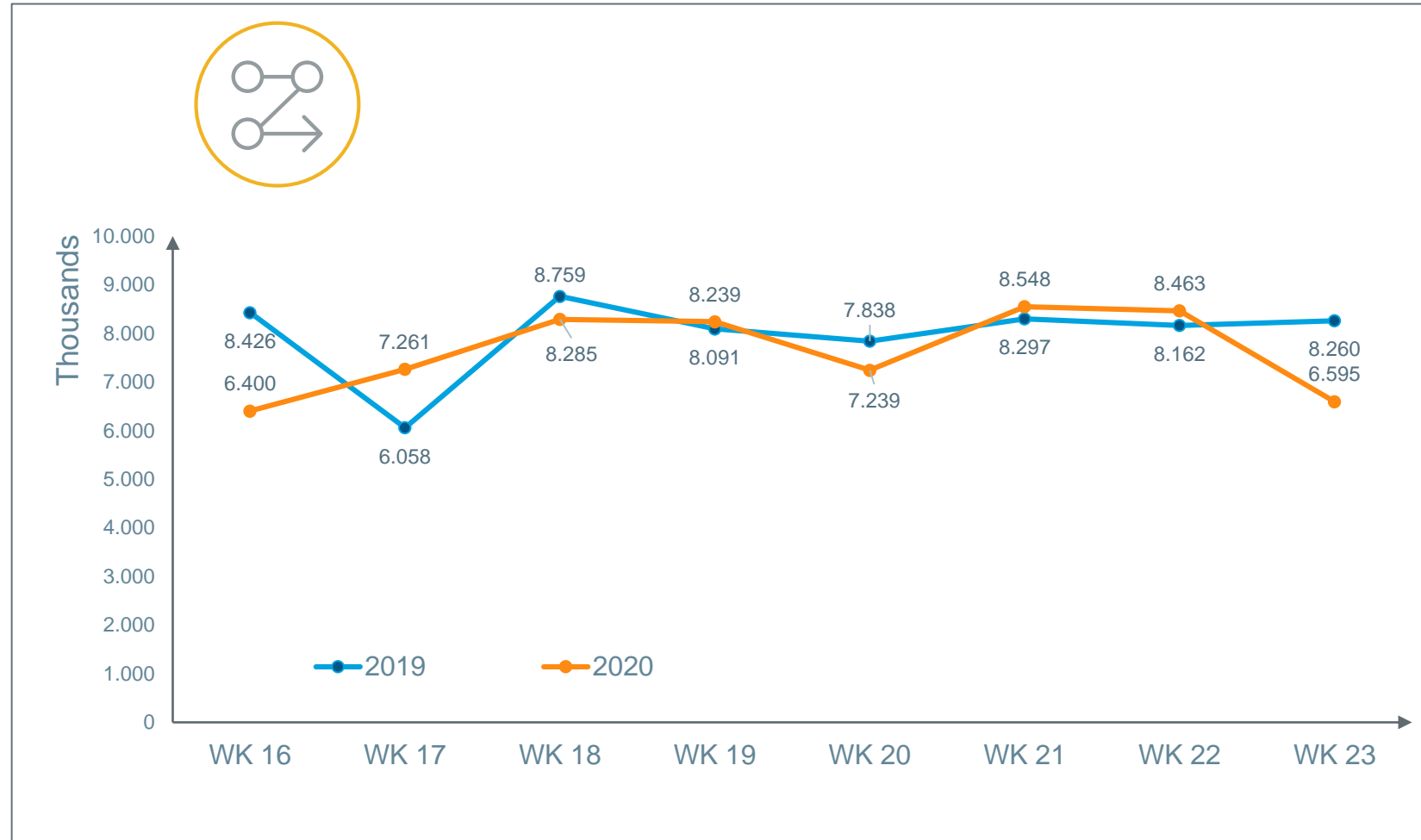
ATC3	Ranking	Evolution
C10A CHOLEST&TRIGLY.REGULATOR	1	-29%
B01F DIRECT FACTOR XA INHIBS	2	-23%
C09D ANGIOTENS-II ANTAG, COMB	3	-30%
A10N DPP-IV INHIBITOR A-DIABS	4	-31%
N05A ANTIPSYCHOTICS	5	-25%
A10C HUMAN INSULIN_ANALOGUES	6	-22%
A02B ANTIULCERANTS	7	-25%
N06A ANTIDEPRESS.& MOOD STAB.	8	-25%
M05B BONE CALCIUM REGULATORS	9	-13%
C10C LIP.REG.CO.W.OTH.LIP.REG	10	-25%



# Weekly evolution, Rx Market\* (Units)

## Pharmacy Retail Sell out data

KPI	Units
Current week vs. same week last year	-20%
Current week vs. previous week	-22%



\*MHSYFA are included  
Week 17 2020: 20/04/2020-26/04/2020  
Week 24 2020: 08/06/2020-14/06/2020

Week 17 2019: 22/04/2019-28/04/2019  
Week 24 2019: 10/06/2019-16/06/2019



# Weekly evolution, Rx Market\* (Values)

## Pharmacy Retail Sell out data

KPI	Values
Current week vs. same week last year	-18%
Current week vs. previous week	-23%



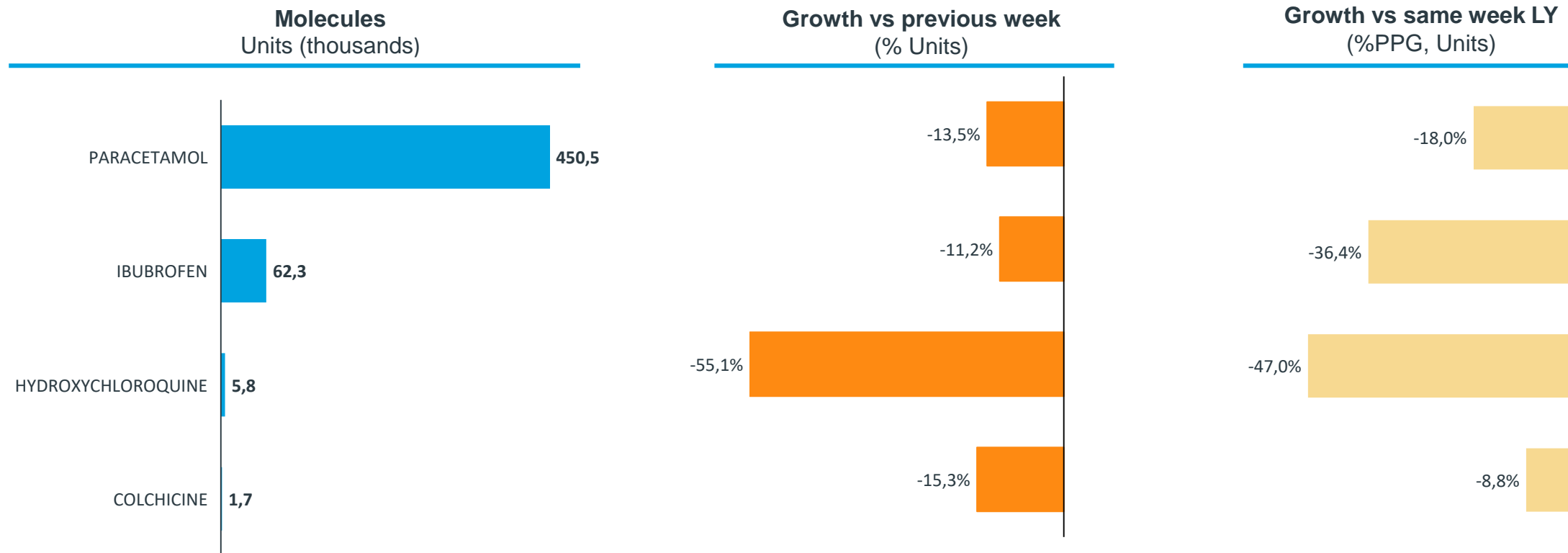
\*MHSYFA are included  
Week 17 2020: 20/04/2020-26/04/2020  
Week 24 2020: 08/06/2020-14/06/2020

Week 17 2019: 22/04/2019-28/04/2019  
Week 24 2019: 10/06/2019-16/06/2019



# Molecules “In Focus” in Retail Pharmacies

Week 24 2020





# Consumer Health Market



# Ranking in Values, Week 24 2020

*Top 15 Classes, evolution vs. previous week*

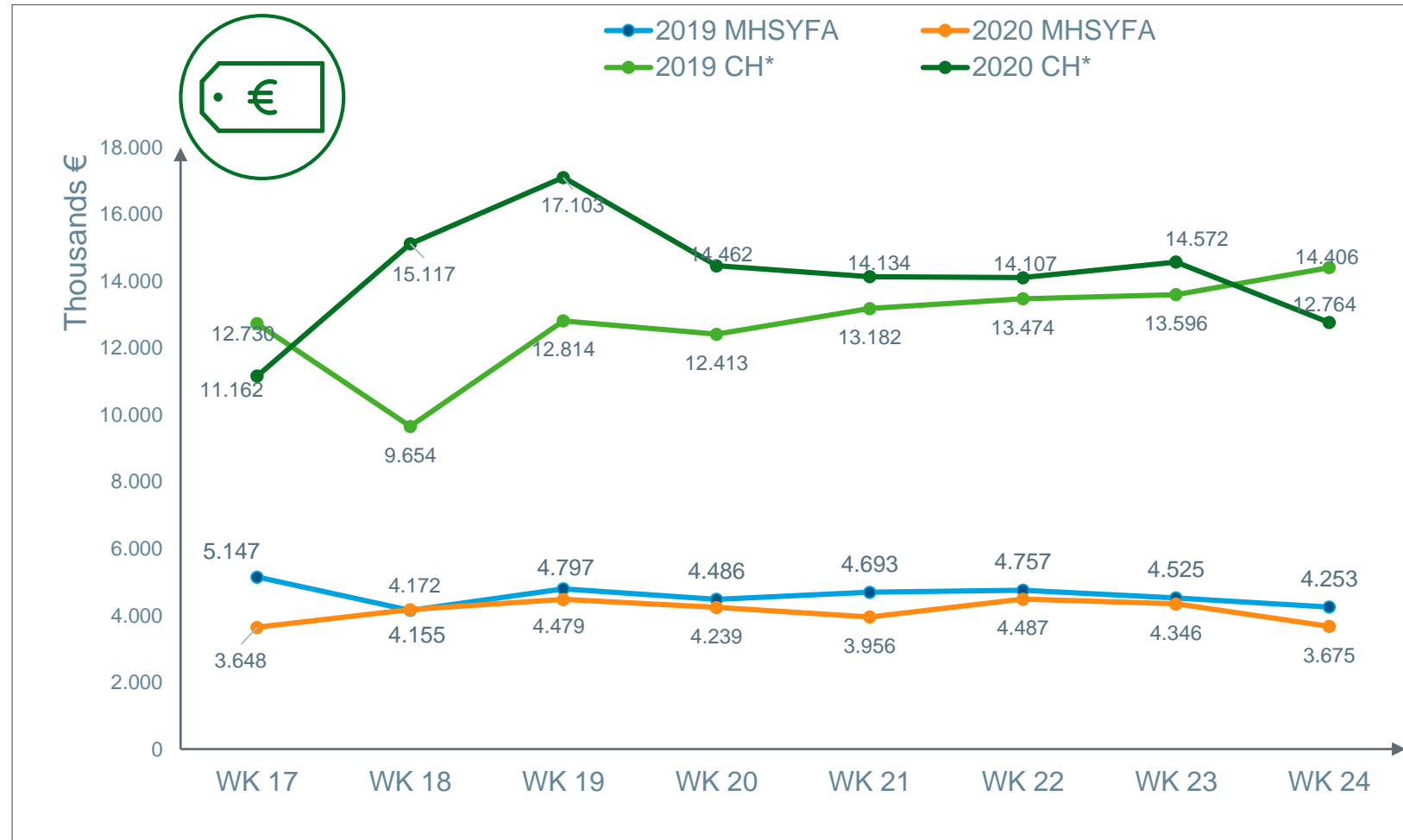
	Ranking	Evolution
83F2 SUN SCREENS FOR ADULTS	1	-8%
57K9 OTHER	2	-26%
02A1 GENER PAIN RELIEF ADULTS	3	-11%
56E2 BLOOD GLUCOSE TESTS	4	-28%
82B5 A-AGE/A-WRINKLE FAC WOMEN	5	-23%
02E1 MUSCULAR PAIN RELIEF TOPI	6	-11%
07A3 ARTIFICIAL TEARS LUBRIC.	7	-11%
04G1 OMEGA-3 FATTY ACIDS	8	1%
06F3 WOUND HEALING PRODUCTS	9	3%
35G1 NORMAL MILKS	10	-9%
04E1 VITAMIN A, VITAMIN D	11	-19%
86H2 ANTI-HAIR LOSS PROD.	12	-17%
04H1 OTHER DIETARY SUPPLEMENTS	13	-18%
03F1 PROBIOTICS DIGEST HEALTH	14	-12%
03C2 OSMOTIC LAXAT(EXC SALINE)	15	-15%

# Weekly evolution, Consumer Health Market (Values)

## Pharmacy Retail Sell out data

KPI Consumer Health Market*	Values
Current week vs. same week last year	-11%
Current week vs. previous week	-12%

KPI MHSYFA only	Values
Current week vs. same week last year	-14%
Current week vs. previous week	-15%

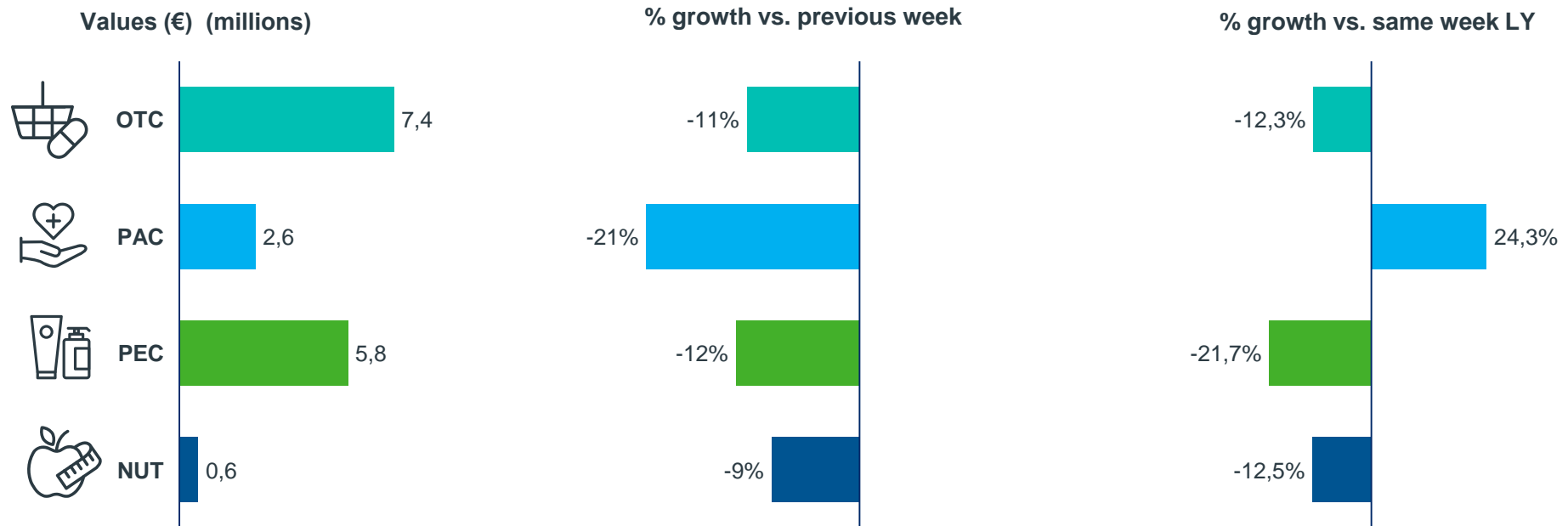


\*MHSYFA are excluded  
 Week 17 2020: 20/04/2020-26/04/2020  
 Week 24 2020: 08/06/2020-14/06/2020

Week 17 2019: 22/04/2019-28/04/2019  
 Week 24 2019: 10/06/2019-16/06/2019

# Consumer Health Market

Week 24 2020





# Stay Healthy, Stay Safe!

*IQVIA Greece keeps you updated*

<https://www.iqvia.com/about-us/commitment-to-public-health/covid-19-resources>