Global and local pharma market trends

Strategie a vize českého zdravotnictví v roce 2025+

November 2025
Pavel Smrčka, Manager, CEE Consulting

IQVIA offers a comprehensive range of services to support your business needs

CZ&SK IQVIA services

Data Subscription
MIDAS access or access to local sell-in & sell-out datasets are enhanced with COGVIO app pricing services

Market Access
Existing global market access strategy enhanced with a price monitoring app, local HTA capability & dossier submissions

RWE & Medical
Existing global RWE expertise and local analytics of claims data are enhanced with local NIS execution or publications

Strategic Consulting
Services on portfolio or GTM strategy, due diligence or patient journeys are enhanced by senior team members

Regulatory and PV
CZ&SK IQVIA has brand new services in product registrations and pharmacovigilance services

Technology
AI-driven applications or OCE system shall now be more supported by local developers

Commercial Excellence
IQVIA pharmacy, physician or hospital segmentations are in line with its high industry benchmark quality

Primary Intelligence
IQVIA primary market research from patient journeys, ATU, and re-call tests are keeping high industry benchmark quality

Direct Marketing
IQVIA direct marketing (mailing and emailing) services are advancing also in the digital area

Source: IQVIA

Agenda

01

Global market highlights

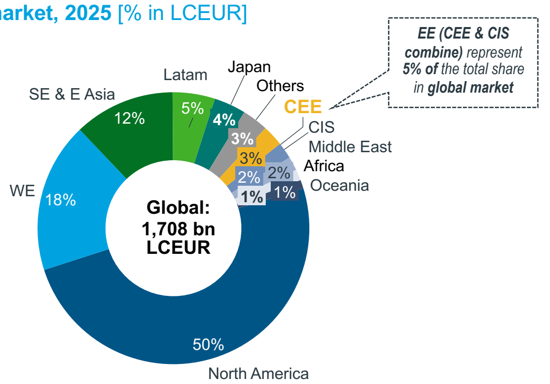
IQVIA CONSUMER HEALTH

Central and Eastern Europe makes up nearly 3% of the global pharma market and is expected to see the fastest growth in the next 5 years

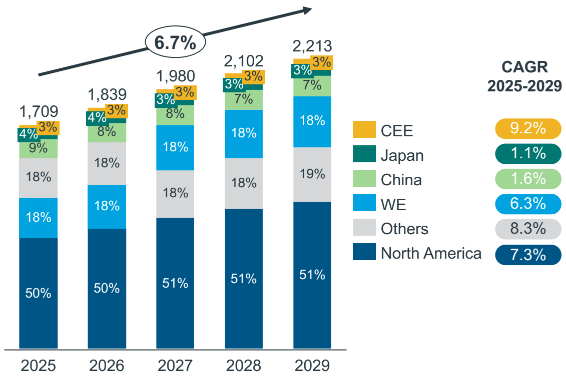
Pharma market overview [Rx + regOTC]

Global view

Size of pharma markets and their share in global market, 2025 [% in LCEUR]



Global pharma markets value and YoY growth of key regions, 2025-2029 [bn LCEUR]



CEE: Poland, Romania, Hungary, Czech Republic, Slovakia, Croatia, Bulgaria, Slovenia, Lithuania, Serbia, Latvia, Bosnia, Estonia, Albania, Kosovo, Montenegro, Macedonia
CIS: Russia, Kazakhstan, Uzbekistan, Mongolia, Moldova, Armenia, Azerbaijan, Belarus, Georgia, Kyrgyzstan, Tajikistan
WE: Germany, France, UK, Italy, Spain, Netherlands, Belgium, Greece, Portugal, Sweden, Austria, Switzerland, Finland, Norway, Ireland
Source: IQVIA Local Databases, MIDAS, Pharma market includes Retail and Hospital sales; IQVIA Market Prognosis Global 2025-2029

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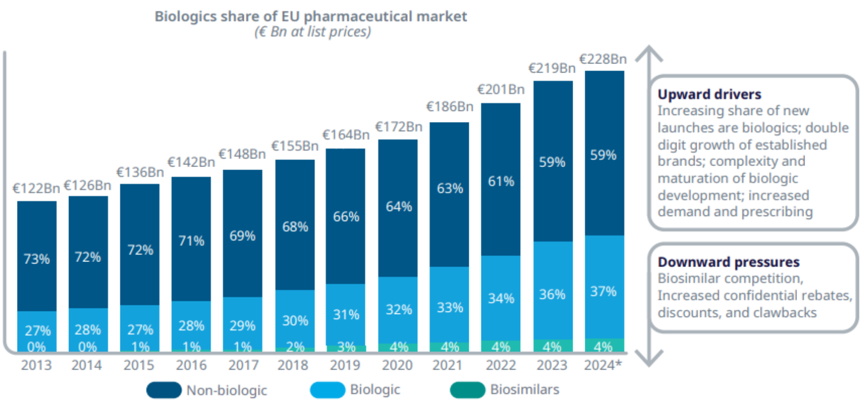
Biologic spending has increased from 27% of total EU pharma market in 2015 till 37% + 4% biosimilars in 2024

Biologic and biosimilar development in the EU pharmaceutical market



Notes: Biologic market includes all biologic molecules (excluding biosimilars); and EU country scope (excludes Norway, UK, and Switzerland); Percentages may not total 100% due to rounding. Biologic molecules exclude ATC-V (various) and vaccines, LC€ (inflation adjusted).

Source: IQVIA White Paper The Impact of Biosimilar Competition in Europe 2025 , IQVIA MIDAS, Rx only; The Impact of Biosimilar Competition in Europe 2023. *Q2 MAT 2024 data.

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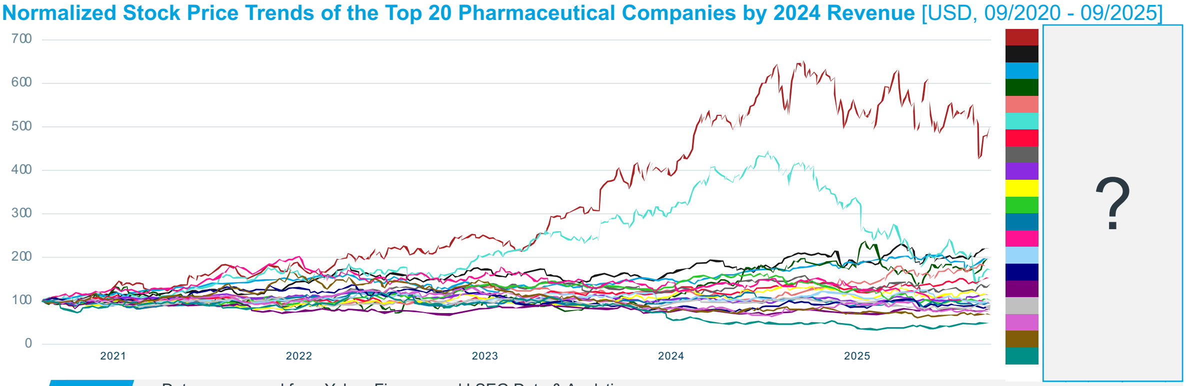
	Company	2024 revenue [$ bn]	2023 revenue [$ bn]	PPG growth [%]	Comments (2024 vs. 2023)
1	Johnson & Johnson	89	85	4%	Stelara LoE (-5%), diversification through Tremfya, Rybrevant, and medtech (35%!)
2	Roche	65	65	3%	Vabysmo ($4.5B) replaces Tecentriq in top 3; Hemlibra (+12%), diagnostics (25%!)
3	MERCK	64	60	7%	46% of revenue from Keytruda (+18%) & Gardasil (-3%); IRA pricing and LoE risks, animal (10%!)
4	Pfizer	64	60	7%	Recovery from -41% in 2023; Seagen acquisition (+$3.4B)
5	abbvie	56	54	4%	Humira -38% (LoE) offset by Skyrizi & Rinvoq ($17B, both +50%)
6	AstraZeneca	54	46	18%	Growth drivers: Forxiga (+29%), Enhertu, Beyfortus; China sales decline in Q4
7	NOVARTIS	50	45	12%	Growth drivers: Entresto (+30%), Cosentyx, Kisqali (+46%), Scemblix & Fabhalta approvals
8	Bristol Myers Squibb	48	45	7%	Eliquis ($13.3B, +9%) Revlimid decline; Growth portfolio (+17%,Opdivo, Reblozyl)
9	Lilly	45	34	32%	Growth drivers: Mounjaro, Zepbound; $27B U.S. plant expansion
10	novo nordisk	42	34	26%	Growth drivers: Ozempic ($17B) & Wegovy ($8B) Shortages lifted; $9B plant expansion
11	sanofi	41	38	9%	Growth drivers: new launch Altuviiio & Rezurock; Beyfortus ($1.84B)
12	GSK	40	38	3%	HIV (+13%) offsets Arexvy RSV vaccine drop (-70%); Blenrep regains relevance
13	AMGEN	33	28	19%	Horizon acquisition adds Tepezza ($1.85B); Biosimilar launches key to strategy
14	Takeda	31	27	10%	Growth driver: Entyvio (+11%); IBD and rare disease growth; Vyvanse LoE impact softened
15	Boehringer Ingelheim	29	28	5%	Growth drivers: Jardiance (+15%) & Ofev (+9%) + Investing in 25 launches by 2030
16	GILEAD	29	27	6%	Growth driver: HIV Biktarvy ($13.4B); Lenacapavir PrEP TBL in 2025; Oncology (Trodelvy)
17	BAYER	26	26	0%	Xarelto (-15%) & Eylea LoE; Pressure from litigation, cost cuts; Nubeqa & Kerendia rising
18	MERCK	18	17	2%	Recovery from -5%; blockbusters (Erbitux, Glucophage, Mavenclad) all +10%; PS decline
19	teva	17	16	4%	Growth Drivers: Austedo (+36%), Ajovy (+18%) & stable generics (+11%)
20	CSL	15	14	7%	Privigen & Hizentra (+15%), hemophilia & plasma strong, Vifor stabilizing, Vaccine (-9%)

www.FiercePharma.com The top 20 pharma companies by 2024 revenue

Stock Development

Normalized Stock Price Trends of the Top 20 Pharmaceutical Companies by 2024 Revenue [USD, 09/2020 - 09/2025]



- Data are sourced from Yahoo Finance and LSEG Data & Analytics
- Stock prices may vary across exchanges due to market differences
- Limitations apply e.g. Only 30% of Merck KGaA's total capital is publicly traded

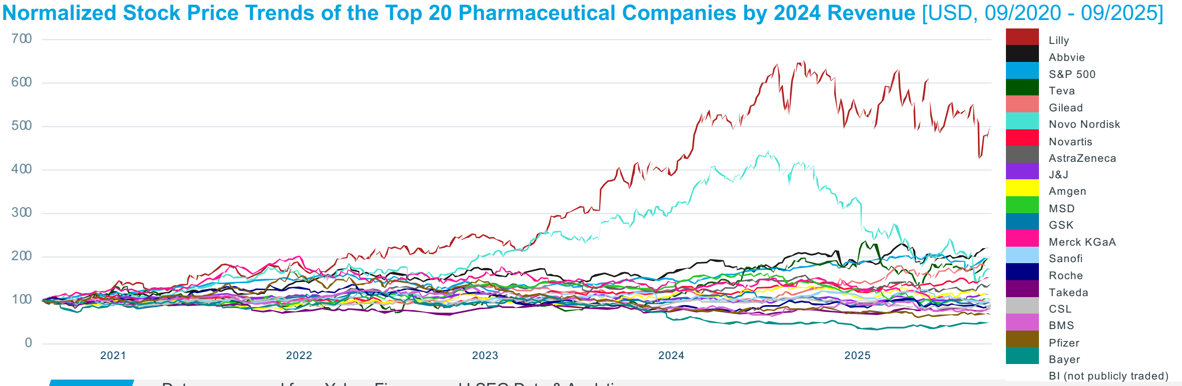
The graph does not include Chinese companies

Source: Yahoo Finance and LSEG Data & Analytics

Eli Lilly was the top performer in terms of stock value growth; the majority of brands recorded stock price increase

Stock Development

Normalized Stock Price Trends of the Top 20 Pharmaceutical Companies by 2024 Revenue [USD, 09/2020 - 09/2025]



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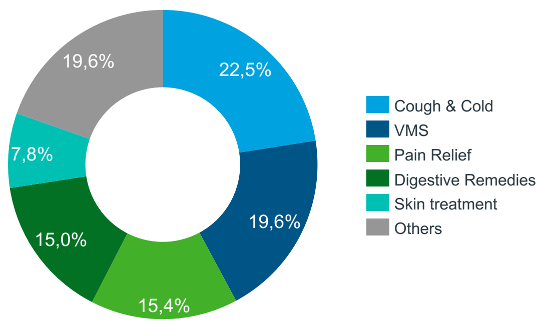
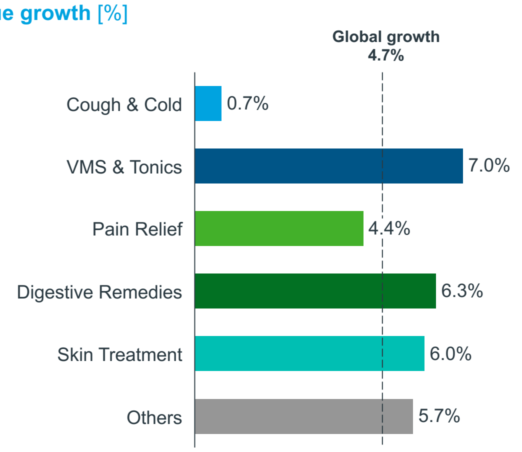
VMS was the fastest growing category in the last 12 months (+7%), followed by Digestive Remedies and Skin Treatment

Global OTC Region Performance: MAT Q2 2025

Value share [%]



Value growth [%]

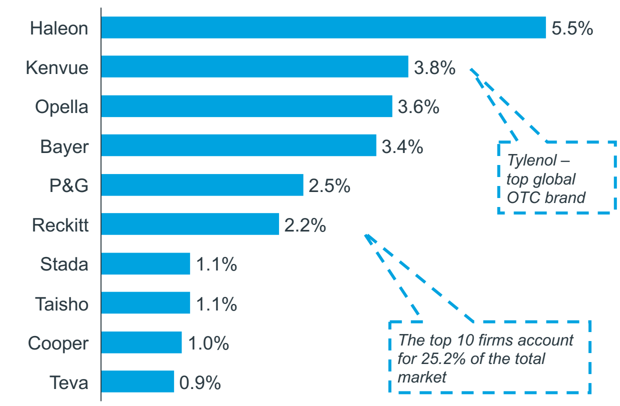


Source: IQVIA Global OTC Insights plus estimates of e-Commerce & Mass-market (Excluding Venezuela)

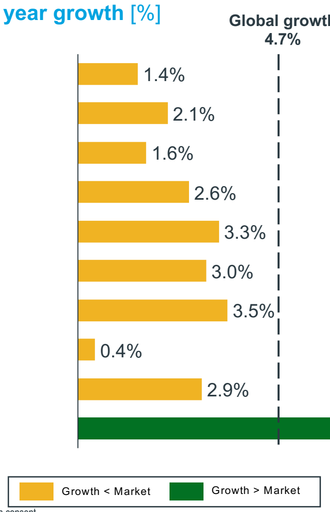
Haleon remains the global OTC market leader at 5.5% MS; Teva is the only company out of the top 10 outperforming the market

Global OTC Region Performance: MAT Q2 2025

Value share [%]



Last year growth [%]



Source: IQVIA Global OTC Insights plus estimates of e-Commerce & Mass-market (Excluding Venezuela)

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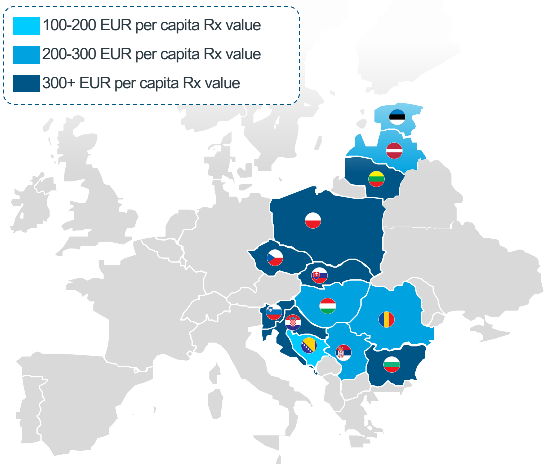
CEE market trends

Czechia ranks as the third largest market, exhibiting high Rx sales per capita; however, with the lowest growth in the region

CEE region overview [Rx]

Central & Eastern Europe



Country	Rx Pharma market absolute value MAT 06/2025 [EUR m]	CAGR [%, MAT 06/2023-MAT 06/2025]	Rx per capita [EUR, MAT 06/2025]
POLAND	11,440	17%	313
ROMANIA	5,441	15%	286
CZECH REPUBLIC	4,326	8%	397
HUNGARY	2,832	10%	297
BULGARIA	2,467	14%	383
SLOVAKIA	1,951	11%	360
CROATIA	1,570	12%	405
SERBIA	1,329	12%	202
SLOVENIA	928	8%	436
LITHUANIA	919	14%	318
BOSNIA	407	9%	119
LATVIA	404	11%	217
ESTONIA[1]	318	14%	232

Note: 1) Estonia without hospital sales

Source: IQVIA MIDAS, Eurostat

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AstraZeneca leads the CEE region, achieving a 37% CAGR; the top 10 companies collectively hold 40% of the market

Top 10 CEE Companies [Rx]

Central & Eastern Europe

#	Corporation	MS MAT 06/2025 [%]	MAT 06/2023 [LCEUR m]	MAT 06/2024 [LCEUR m]	MAT 06/2025 [LCEUR m]	YoY MAT 06/2024-2025 [%]	CAGR MAT 06/2023-2025 [%]	Key products
1	ASTRAZENECA	5.5%	1,004	1,392	1,888	36%	37%	Forxiga, Lynparza, Tagrisso, Imfinzi
2	MSD	5.3%	1,149	1,452	1,803	24%	25%	Keytruda, Gardasil 9
3	NOVARTIS	5.1%	1,410	1,590	1,762	11%	12%	Entresto, Zolgensma, Jakavi, Kisqali, Cosentyx, Kesimpta
4	ROCHE	4.9%	1,264	1,477	1,687	14%	16%	Tecentriq, Ocrevus, Parjeta, Phesgo, Kadcyla, Evrysdi
5	JOHNSON & JOHNSON	4.5%	1,048	1,283	1,561	22%	22%	Imbruvica, Darzalex, Stelara, Erleada, Tremfya
6	NOVO NORDISK	3.6%	878	1,050	1,223	16%	18%	Ozempic, Rybelsus, Saxenda, Tresiba, NovoRapid, Xultophy
7	PFIZER	3.5%	960	1,131	1,189	5%	11%	Eliquis, Ibrance, Vyndaqel, Enbrel
8	SANOFI	2.7%	824	907	930	3%	6%	Clexane, Toujeo, Dupixent, Praluent, Lantus
9	SERVIER	2.7%	784	856	923	8%	8%	Triplixam, Detralex, Milurit, Prestarium,Lonsurf, Noliprel
10	SANDOZ	2.4%	741	785	831	6%	6%	Omnitrope, Hyrimoz, Binocrit, Amoksiklav
	Top 10	40%	10,062	11,924	13,798	16%	17%	
	Others	60%	16,672	18,592	20,534	10%	11%	
	Total	**100%**	**26,734**	**30,516**	**34,332**	**13%**	**13%**	

Note: CEE = Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Serbia, Slovakia, Slovenia

Source: IQVIA MIDAS

Keytruda leads the CEE market with EUR 1.5 bn annual sales and >32% YoY growth, ahead of Ozempic & Opdivo

Top 10 CEE brands [Rx]

Central & Eastern Europe

#	Brand	ATC2	Corporation	MS MAT 06/2025 [%]	MAT 06/2025 sales [LCEUR m]	YoY MAT06/2024 vs. 2025 [%]	CAGR MAT06/2023-2025 [%]
1	**KEYTRUDA**	L1 (ANTINEOPLASTICS)	MSD	4.3%	1,484	32%	36%
2	**OZEMPIC**	A10 (DRUGS USED IN DIABETES)	Novo Nordisk	1.8%	613	37%	46%
3	**OPDIVO**	L1 (ANTINEOPLASTICS)	BMS	1.8%	604	17%	22%
4	**ELIQUIS**	B1 (ANTITHROMBOTIC AGENTS)	Pfizer	1.4%	490	2%	10%
5	**DARZALEX**	L1 (ANTINEOPLASTICS)	Johnson & Johnson	1.4%	485	48%	56%
6	**JARDIANCE**	A10 (DRUGS USED IN DIABETES)	Boehringer Ingelheim	1.0%	341	34%	48%
7	**FORXIGA**	A10 (DRUGS USED IN DIABETES)	AstraZeneca	0.9%	325	43%	52%
8	**IMBRUVICA**	L1 (ANTINEOPLASTICS)	Johnson & Johnson	0.9%	306	8%	14%
9	**XTANDI**	L2 (CYTOSTATIC HORMONE THER)	Astellas	0.9%	293	7%	10%
10	**XARELTO**	B1 (ANTITHROMBOTIC AGENTS)	Bayer	0.8%	291	-44%	-26%
			Others	85%	29,099	12%	12%
			Total	**100%**	**34,332**	**13%**	**13%**

Note: CEE = Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Serbia, Slovakia, Slovenia

Source: IQVIA MIDAS

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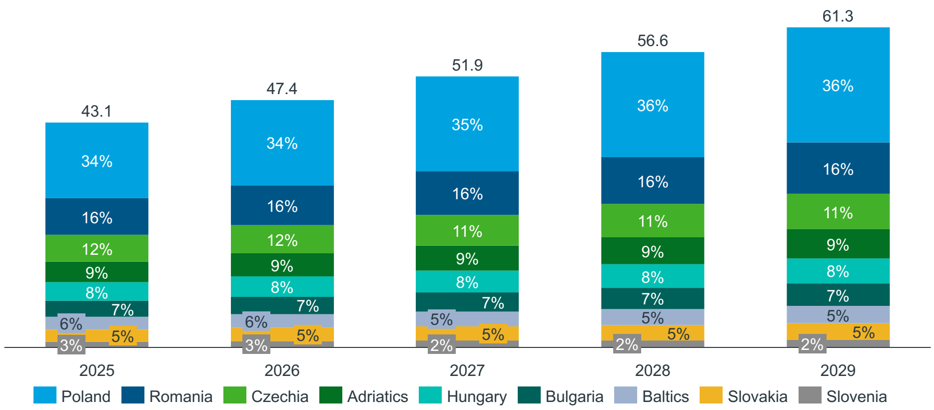
The prognosis for CEE region predicts pharma market growth of 9.2% in the following 4 years, CZ with the lowest forecasted growth

CEE Market Prognosis forecast [Rx + regOTC]

Central & Eastern Europe

CEE countries total pharma market prognosis [bn EUR, %, 2025 - 2029]



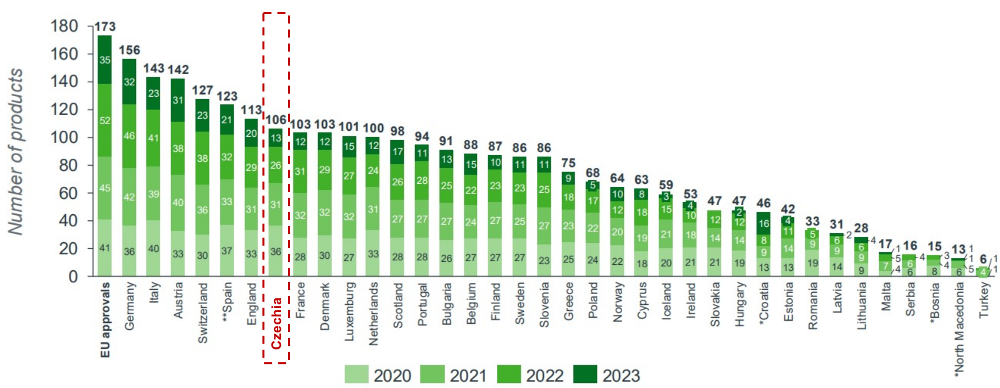
CAGR 2025-2029	
CEE	9.2%
Poland	10.9%
Romania	9.1%
Czechia	6.9%
Adriatics[1]	9.2%
Hungary	8.1%
Bulgaria	9.2%
Baltics[2]	8.3%
Slovakia	7.3%
Slovenia	7.4%

Note: 1) Adriatics include Serbia and Bosnia & Herzegovina and Croatia 2) Baltics include Lithuania, Latia and Estonia

Source: IQVIA Market Prognosis Global - Country Forecast update (September 2025)

According to EFPIA WAIT indicator, CZ is #7 in Europe and Slovakia #25 in molecule availability

Rate of availability - breakdown (drugs approved by EMA between 2020 - 2023)



The **rate of availability**, measured by the number of medicines available to patients in European countries as of 5th January 2025. For most countries this is the point at which the product gains access to the reimbursement list†, including products with limited availability.

Note: European Union average: 80 products available (46%) †In most countries, availability equates to granting of access to the reimbursement list, except in DK, FI, NO, SE where some hospital products are not covered by the general reimbursement scheme. *Countries with asterisks did not complete a full dataset and therefore availability may be unrepresentative. ** In Spain, the WAIT analysis does not identify those medicinal products being accessible earlier in conformity with Spain's Royal Decree 1015/2009 relating to Medicines in Special Situations

Source: IQVIA, EFPIA May 2025

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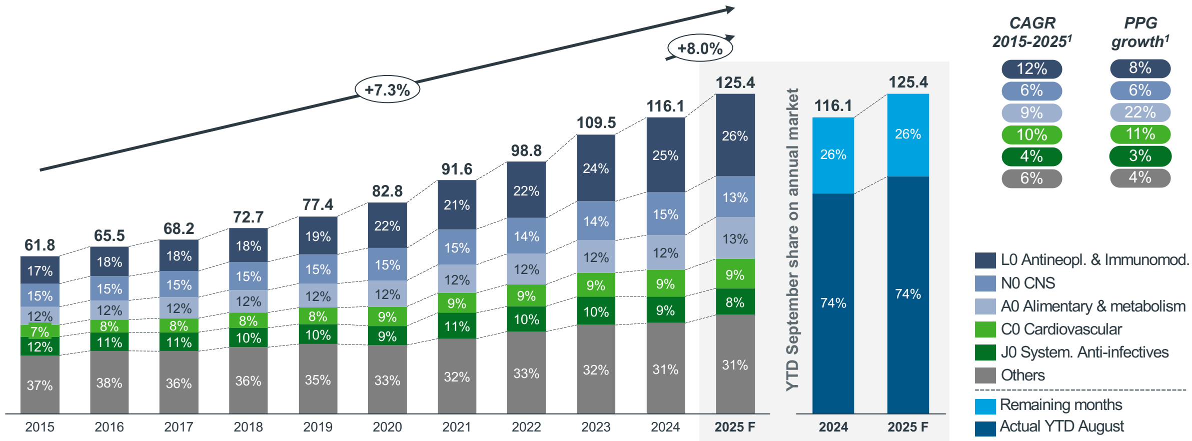
Since 2015, the Czech pharma market has grown by 7.3% annually, with oncology + immunology leading the long-term growth

11 years of Czech pharma market 2015-2025

Rx + regOTC

CZ pharma market development [CZK bn, ex-mnf, Rx + regOTC]

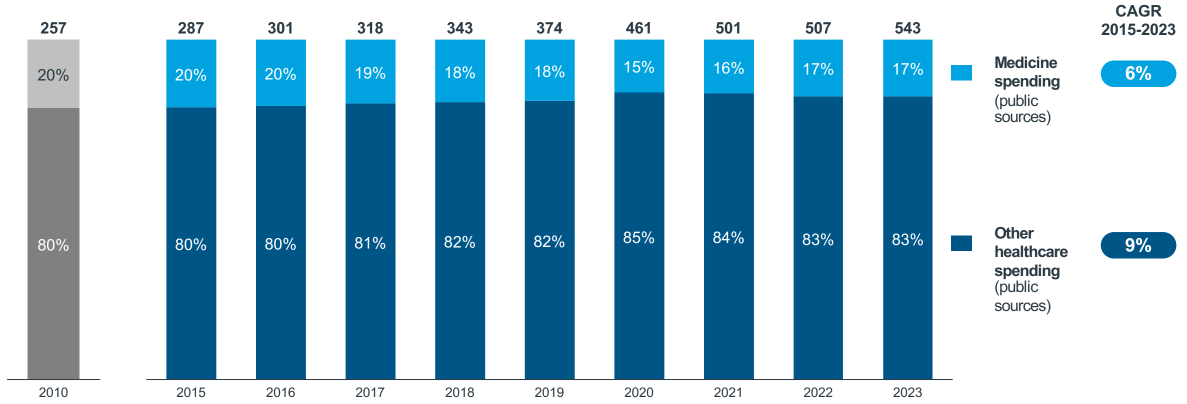


Note: 1) Forecasted total 2025 value used
Source: IQVIA, SUKL DIS 13

The share of medicine spending has declined since 2015, reaching 17% of public healthcare expenditure in 2023

Public healthcare spending trends 2015-2023 (pharmaceuticals vs. total)

CZ Total public medicine spending vs. Total public healthcare spending [CZK bn, Rx]



Note: Total healthcare spending = Spending of Public Health insurance companies and the Government
Source: CSU

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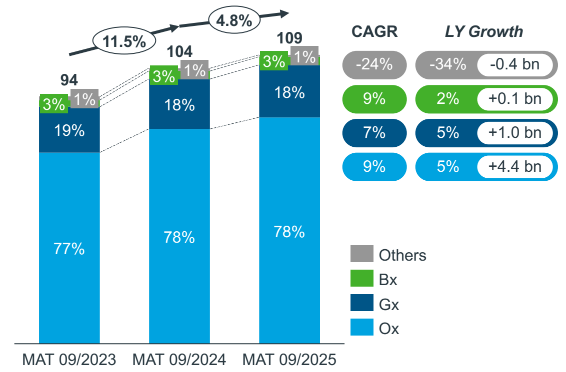
Rx focus

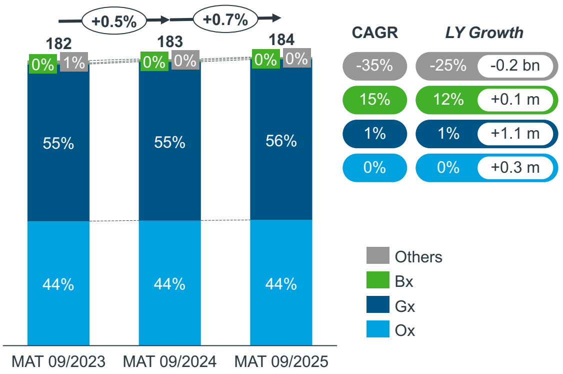
Sales value has increased faster than the number of units sold; generics account for 56% of units but only 18% of value

CZ Rx market only: split by Ox[1], Gx[2], Biosimilars[3] and Others[4]

CZ Rx sales value [CZK bn, MAT 09/2023-MAT 09/2025]



CZ Rx volume [units m, MAT 09/2023-MAT 09/2025]



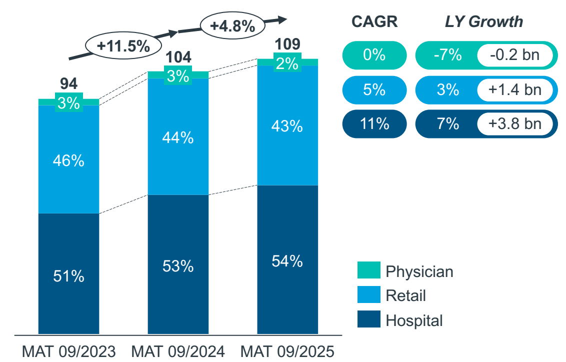
Note: [1]Ox – Original Rx products protected by patent or with expired patent , [2]Gx – Generic Rx products, [3]Biosimilars – Biologic Rx product almost identical copy of an original product, [4]Others – Other Rx products such as COVID-19 medicines, special joint lubrications, etc.

Source: IQVIA Sell-in ex-MNF

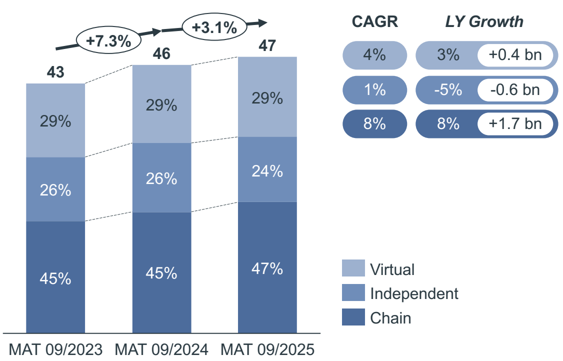
Hospitals are the leading sales channel, capturing 54% of last MAT's sales value; chain PCYs account for 47% of retail sales

CZ Rx market split by channel

CZ Rx sales value Retail/Hospital/Physician [CZK bn, MAT 09/2023-MAT 09/2025]



CZ Rx Retail sales value Independent/Chain/Virtual [CZK bn, MAT 09/2023-MAT 09/2025]



Note: Top chains – Dr. Max, Benu, Euroclinicum; Top virtual chains – Alphega, Moje Lékárna, Magistra

Source: IQVIA Sell-in ex-MNF

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The ranks of the largest companies on the Rx market remain mostly unchanged, Roche #1 with 14% sales growth YoY

Top 10 ranking of corporations on Rx market

#	Corporation	Top brands	Sales & market share [MAT 09/2025, CZK bn]	Value growth / decline [MAT 09/2024 vs. MAT 09/2025]	Position change [MAT 09/2024 vs. MAT 09/2025; change in position]
1	ROCHE	Ocrevus, Hemlibra, Vabysmo	7.0 (6%)	14%	0
2	NOVARTIS	Kesimpta, Leqvio, Entresto	6.0 (5%)	-2%	0
3	MSD	Keytruda, Gardasil, Lagevrio	5.4 (5%)	3%	0
4	J&J	Darzalex, Erleada Imbruvica	4.7 (4%)	-1%	0
5	ASTRAZENECA	Forxiga, Imfinzi, Enhertu	4.7 (4%)	10%	+2
6	PFIZER	Eliquis, Vyndaqel, FSME-IMMUN	4.1 (4%)	-8%	-1
7	SANOFI	Dupixent, Clexane, Toujeo	4.1 (4%)	-6%	-1
8	NOVO NORDISK	Rybelsus, Ozempic, Xultophy	3.7 (3%)	14%	+1
9	ZENTIVA	Rosucard, Tezeo, Pregabalin	3.6 (3%)	5%	-1
10	SERVIER	Detralex, Triplixam, Prestance	3.1 (3%)	1%	0
		Top 10	46.5	3%	
		Others	62.9	7%	
		Total	109.5	5%	

Source: IQVIA Sell-in ex-MNF

Since its launch in late 2024, Mounjaro has entered the top 10 Rx brands; Eylea up 81% YoY, Darzalex up 60%

Top 10 ranking of Rx brands

#	Brand (launch year)	Indication	Corporation	Sales & market share [MAT 09/2025, CZK bn]	Value growth / decline [MAT 09/2024 vs. MAT 09/2025]	Position change [MAT 09/2024 vs. MAT 09/2025; change in position]
1	**KEYTRUDA** (2016)	Multiple onco: e.g. NSCLC, melanoma	MSD	3.7 (3%)	17%	0
2	**OCREVUS** (2018)	Multiple sclerosis	ROCHE	1.7 (2%)	15%	+1
3	**KAFTRIO** (2021)	Cystic fibrosis	VERTEX	1.5 (1%)	22%	+1
4	**DARZALEX** (2016)	Relapsed and Refractory Multiple Myeloma	J&J	1.1 (1%)	60%	+10
5	**ERLEADA** (2020)	Prostate cancer (nmCRPC, mHSPC)	J&J	1.1 (1%)	27%	+3
6	**OPDIVO** (2015)	Multiple onco: e.g. NSCLC, melanoma	BMS	1.0 (1%)	-30%	-4
7	**DETRALEX** (1993)	Chronic Venous Insufficiency	SERVIER	1.0 (1%)	6%	-1
8	**MOUNJARO** (2024)	Obesity	ELI LILLY	1.0 (1%)	4,968%	+803
9	**EYLEA** (2013)	Visual impairments	BAYER	1.0 (1%)	81%	+17
10	**HEMLIBRA** (2018)	Hemophilia A	ROCHE	0.9 (1%)	10%	0
			Top 10	14.1	25%	
			Others	95.4	3%	
			Total	109.5	5%	

Source: IQVIA Sell-in ex-MNF

Dr.Max keeps dominant position on market, with Pilulka no longer present in the top 10 CZ PCYs by MS

Top 10 ranking of pharmacy chains & virtual chains – Rx retail market

#	PCY chain	Sales & market share [MAT 09/2025, CZK bn, MS%]	Value growth / decline [MAT 09/2025 vs MAT 09/2024]	Position change [MAT 09/2025 vs MAT 09/2024; change in position]
1	DR.MAX	**13.3** (37%)	9%	0
2	BENU	**5.0** (14%)	13%	0
3	ALPHEGA	**3.8** (10%)	-1%	0
4	MOJE LEK	**3.1** (8%)	1%	0
5	MAGISTRA	**2.5** (7%)	1%	0
6	PHARMAPOINT	**2.5** (7%)	2%	0
7	BENU FR	**1.7** (5%)	18%	0
8	EUC	**0.8** (2%)	3%	0
9	MOJE LEK PARTNER	**0.7** (2%)	14%	0
10	MOJE LEK PARTNER + OTHERS	**0.6** (2%)	63%	+3
	Top 10	*33.9*	*+7%*	
	Others	*2.4*	*-10%*	
	Total	**36.3**	**+6%**	

Source: IQVIA Sell-in ex-MNF

IQVIA

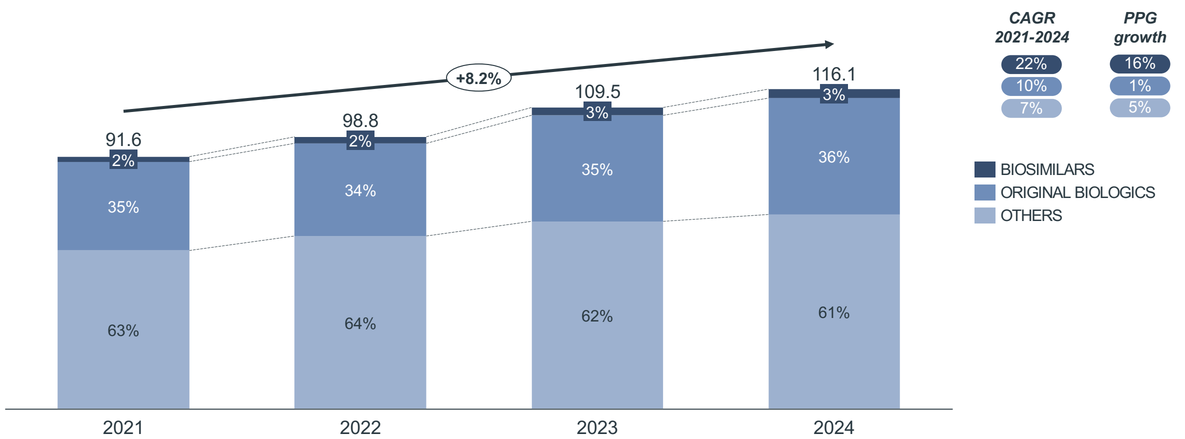
Center and biologic treatment focus

Biologics' presence in the Czech market copy EU dynamics with ~40% market value in 2024

4 years of Czech pharma market 2021 - 2024

Rx + regOTC

CZ pharma market development by biological status [CZK bn, ex-mnf, Rx + regOTC]



Source: IQVIA, SUKL DIS 13

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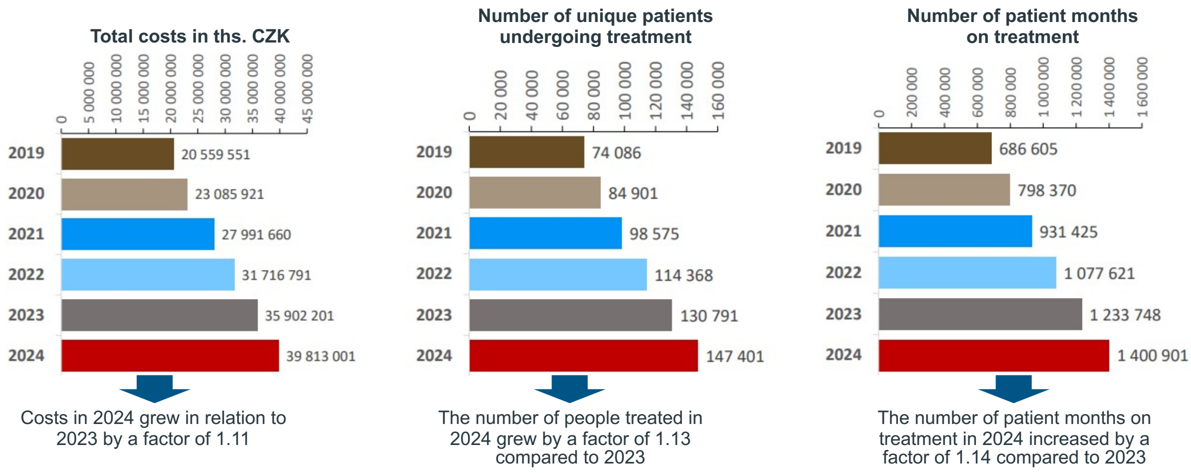
Center-based treatment costs, unique patient numbers, and patient treatment months have all doubled over the past five years

Development of the center treatment segment 2019–2024



Costs in 2024 grew in relation to 2023 by a factor of 1.11

The number of people treated in 2024 grew by a factor of 1.13 compared to 2023

The number of patient months on treatment in 2024 increased by a factor of 1.14 compared to 2023

Source: MZCR

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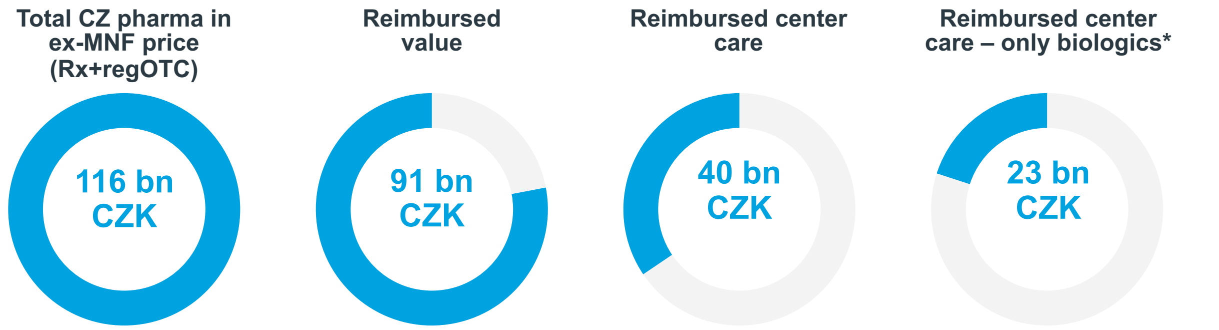
Total reimbursed drug value in 2024 at ~ 90bn CZK, with ~40bn of center care – biologics represent ~60% of center budget

Czech Pharma market split in 2024



- **20 bn (87%) Orig. Biologics**
- **3 bn (13%) Biosimilars**

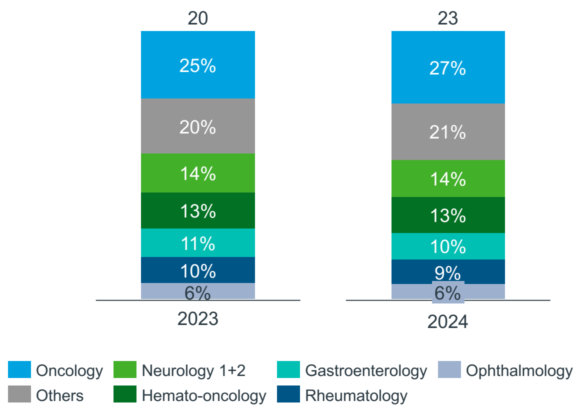
1) *only reimbursed sales with a matched diagnosis are included in the analysis
Source: IQVIA, SUKL DIS 13, UZIS NRHZS

Oncology accounted for over 1/4 of reimbursed value for center biologic care

Diagnosis groups

Center care | Biologic+Bios

Biologics center treatment – reimbursed value split by diagnosis group [CZK bn]



Comment[1]

- From patient count perspective, ophthalmology or rheumatology have significantly higher share (18% and 12% respectively)
- Oncology and hemato-oncology have on the other hand lower share in terms of patients treated (17 and 14%)
- Spinal muscular atrophy, metabolic disorders, or Cystic fibrosis have highest cost per patient with SMA close to 10m CZK per patient
- Average cost per patient 256ths CZK

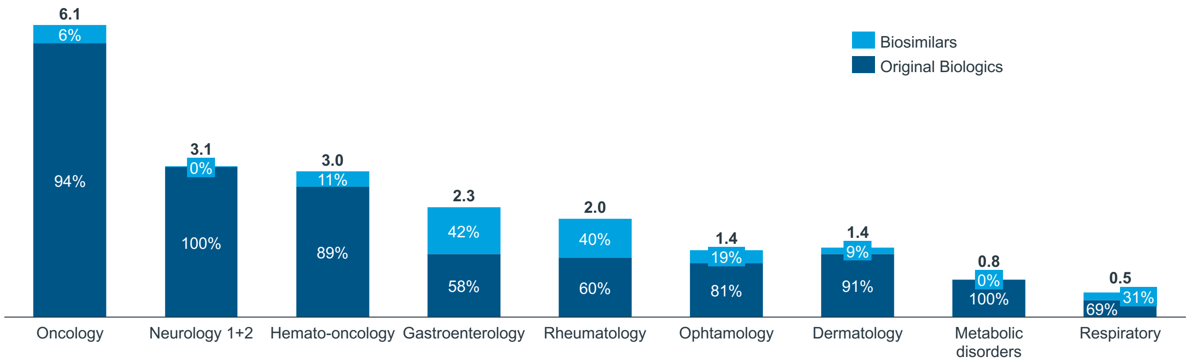
1) Data for 2023, total center care
*Only reimbursed sales with a matched diagnosis are included in the analysis
Source: IQVIA, SUKL NRHZS

Gastro and rheuma have 40%+ value in biosimilars; neurology and metabolic still without biosimilars

Biosimilars penetration

Center care | Biologic+Bios

Share of biosimilars on selected diagnosis groups
[CZK bn reimbursed, 2024]



*Only reimbursed sales with a matched diagnosis are included in the analysis

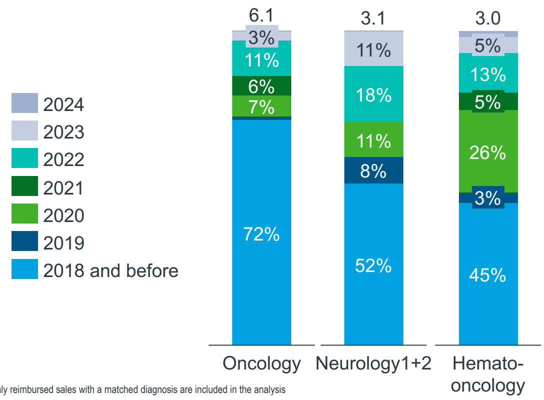
Source: IQVIA, SUKL NRHZS

The majority of sales in oncology and neurology come from molecules launched in 2018 or before

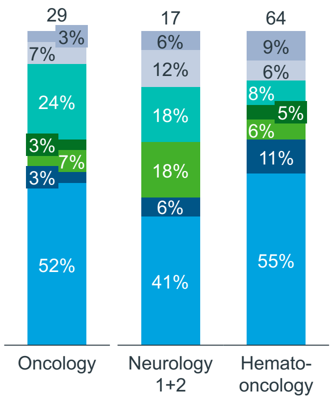
Sales by launch year

Center care | Biologic+Bios

Reimbursed value by molecule launch year
[CZK bn, 2024]



Number of molecules by launch year
[# of molecules, 2024]



*Only reimbursed sales with a matched diagnosis are included in the analysis

Source: IQVIA, SUKL NRHZS

Keytruda leading both Czech and the total CEE market with 55% y-o-y growth; Humira still #5 despite many years of biosimilars

Top 10 ranking of original biologics brands

Center care | Orig. Biologics

#	Brand	Main indications	Corporation	Sales & market share [2024 CZK m reimbursed]	Value growth / decline [2024 vs 2023]	Position change [2024 vs 2023; change in position]
1	**KEYTRUDA**	Multiple cancers	MSD	**1,927.8** (10%)	55%	0
2	**OPDIVO**	Multiple cancers	BMS	**973.4** (5%)	6%	0
3	**OCREVUS**	Multiple sclerosis	ROCHE	**914.7** (5%)	14%	0
4	**SPINRAZA**	Spinal muscular atrophy	BIOGEN IDEC	**644.9** (3%)	-2%	+2
5	**HUMIRA**	Rheumatoid arthritis, psoriatic arthritis	ABBVIE	**570.9** (3%)	-14%	0
6	**STELARA**	Plaque psoriasis, Crohn's disease	JOHNSON & JOHNSON	**564.2** (3%)	-6%	1
7	**EYLEA**	Wet age-related macular degeneration	BAYER	**554.9** (3%)	-18%	-3
8	**KESIMPTA**	Multiple sclerosis	NOVARTIS	**554.3** (3%)	43%	5
9	**PHESGO**	Breast cancer	ROCHE	**520.5** (3%)	50%	6
10	**YESCARTA**	Blood cancer	GILEAD	**446.4** (2%)	5%	0
	Top 10			*7.7 (39%)*	*14%*	
	Others			*12.2 (61%)*	*5%*	
	Total			**19.9 (100%)**	**8%**	

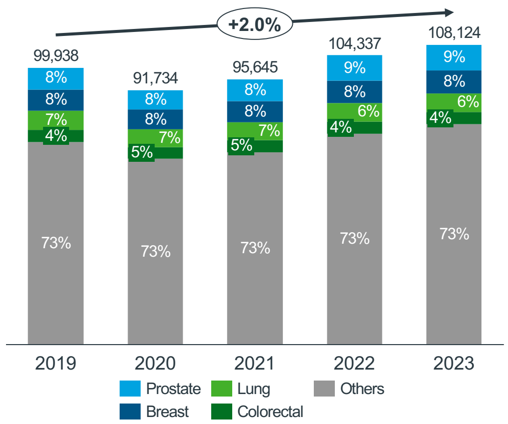
*Only reimbursed sales with a matched diagnosis are included in the analysis
Source: IQVIA, SUKL NRHZS

Center and biologic treatment focus
Oncology

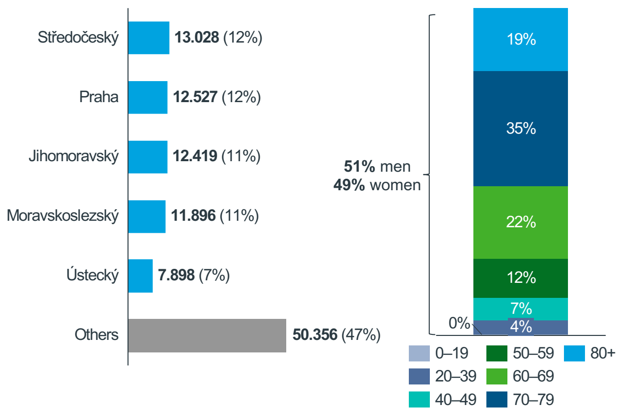
The number of newly diagnosed cancers is slowly increasing, with the largest age group being 70–79

Newly diagnosed cancer in Czechia

Distribution of newly diagnosed cancer [2019-2024]



Distribution of patients with newly diagnosed cancer by age and region [2023]



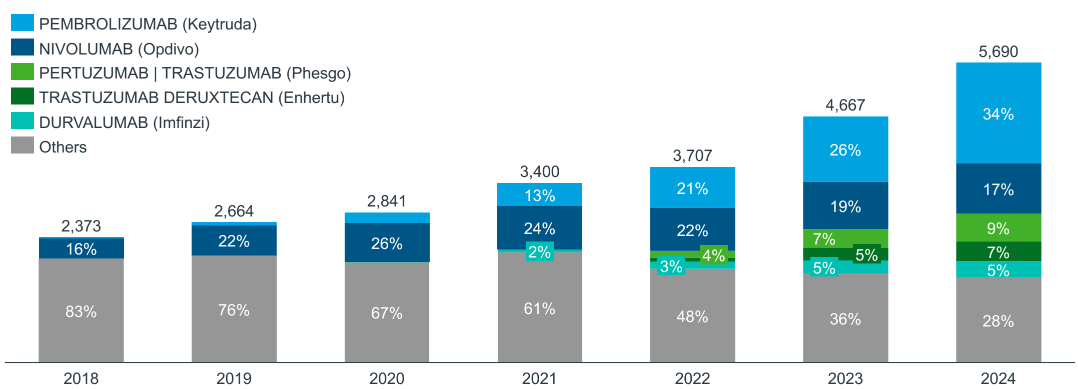
Source: ÚZIS CZ

Pembrolizumab (Keytruda) is the leading molecule, capturing over 1/3 of the total Czech onco market

Oncology - Original biologics

Center care | Orig. Biologics

Top 5 reimbursed oncology molecules [CZK m, 2018-2024]



*Only reimbursed sales with a matched diagnosis are included in the analysis

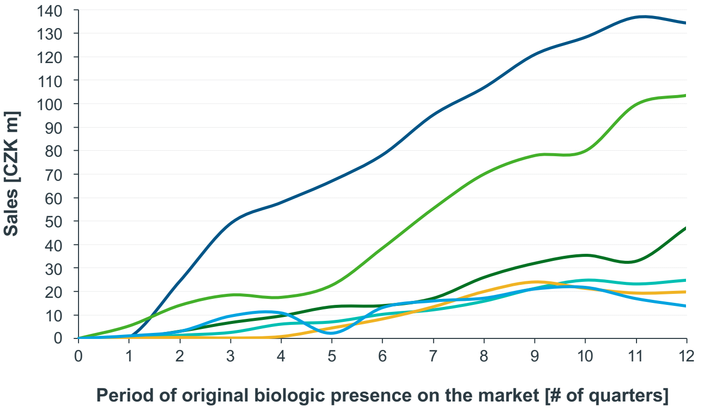
Source: IQVIA, SUKL NRHZS

Phesgo and Enhertu had fastest and highest uptake, adoption of others was notably slower

Oncology uptake dynamics

Center care | Orig. Biologics

Orig. biologics uptakes between 2019-2024 on CZ market by reimbursed value
[CZK m , time period starting with the launch of the molecule]

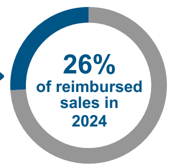


Selected molecules

2024 Sales

API	Original brand	Date of launch
PERTUZUMAB/ TRASTUZUMAB	Phesgo (Roche)	Q1/2022
TRASTUZUMAB DERUXTECAN	Enhertu (AstraZeneca)	Q4/2021
DURVALUMAB	Imfinzi (AstraZeneca)	Q2/2020
CEMIPLIMAB	Libtayo (Regeneron)	Q1/2020
ATEZOLIZUMAB	Tecentriq (Roche)	Q1/2019
SACITUZUMAB GOVITECAN	Trodlevy (Gilead)	Q2/2022

Selected molecules accounted for



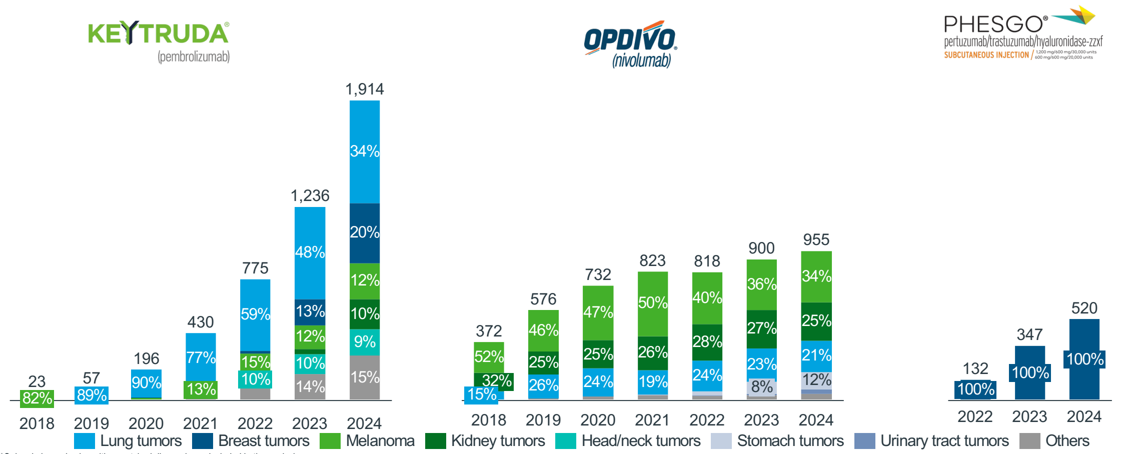
*Only reimbursed sales with a matched diagnosis are included in the analysis

Lung cancer is the leading onco indication, Keytruda and Opdivo covered several indications during the observed period

Top Oncology Brands By Diagnosis

Center care | Orig. Biologics

Top 3 2024 reimbursed oncology brands by diagnosis [CZK m, 2018-2024]



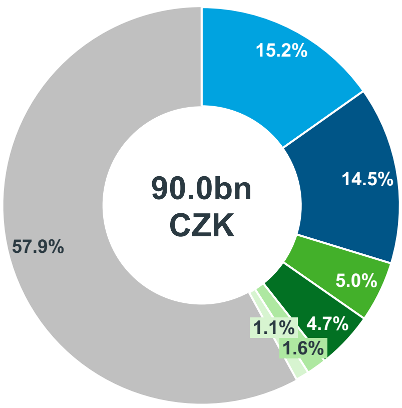
*Only reimbursed sales with a matched diagnosis are included in the analysis
Source: IQVIA, SUKL NRHZS

Consumer Health focus

Rx bound products contribute to total Retail market size with ~58%, which is more than 50 bn CZK in sales

Retail market in Czechia

CZ Retail market components [CZK % and bn, MAT 08/2025]



MAT 08/2025 sales bn CZK	MAT 08/2025 vs MAT 08/2024 growth	
52.1	8.2%	Rx
13.6	3.1%	OTC registered
13.1	3.4%	OTC non-registered
4.5	1.4	Dermatology
4.2	6.3%	Patient care
1.5	-6.9%	Nutritional supplements
1.0	0.1%	Personal care
90.0	5.9%	**Total Retail market**

Source: IQVIA Pharmatrend data, Sell-out, Retail Market; Total Retail Market = OTC, PAC, PEC, DRC, NUT, Rx

IQVIA CONSUMER HEALTH

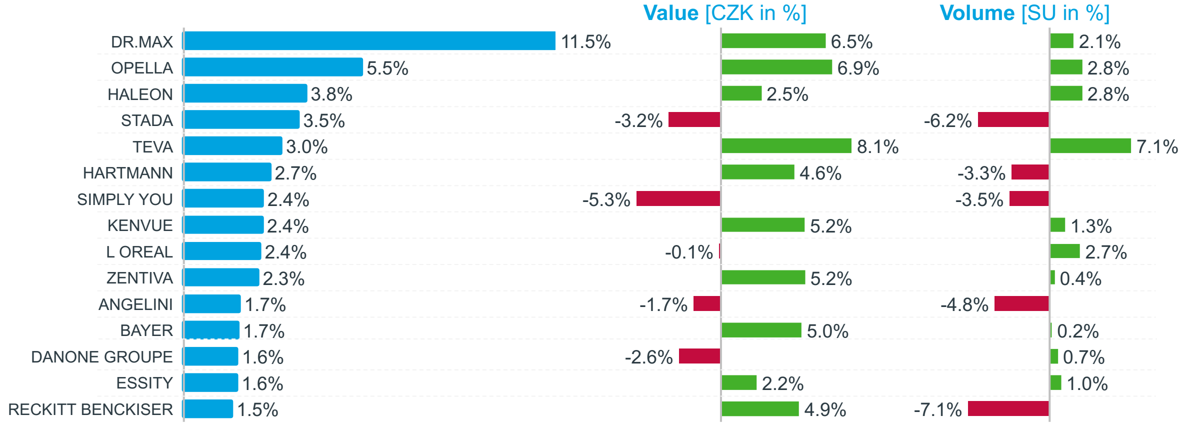
Top 15 players represented ~48% of the CH market, Dr. Max holds the #1 spot with 11.5% MS; Teva grew the most yoy (8.1% in value)

TOP 15 corporations on the CH market

Top 15 corporations market share [CZK in %, MAT 08/2025]

MAT 08/2025 vs MAT 08/2024 growth

Value [CZK in %] **Volume** [SU in %]



Note: SU = Standard Units
Source: IQVIA Pharmatrend data, Sell-out, Retail Market; CH Market = OTC, PAC, PEC, DRC, NUT

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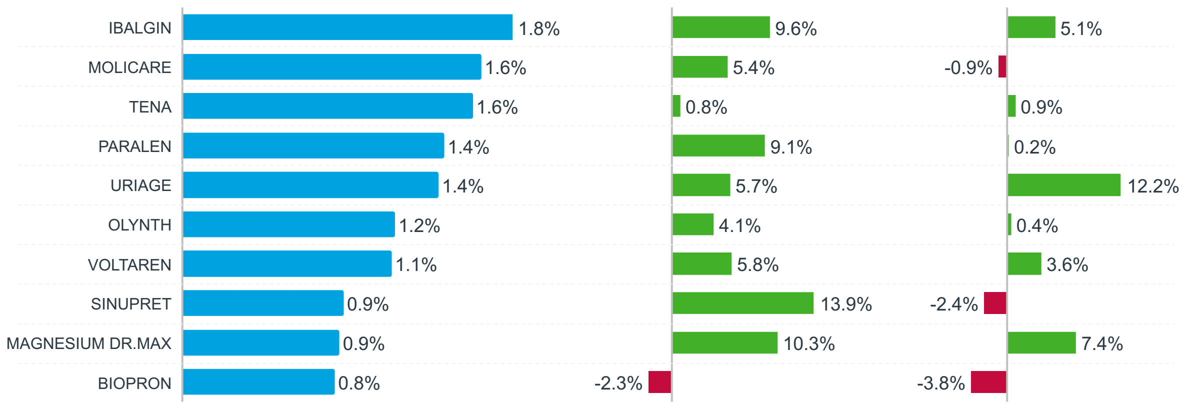
Top-selling Ibalgin saw growth in 2025 (9.6% in sales), the fastest growing brand was Sinupret (13.9% in sales)

Top 10 CH market umbrella brands

Top 10 brands market share [CZK in %, MAT 08/2025]

MAT 08/2025 vs MAT 08/2024 growth

Value [CZK in %] **Volume** [SU in %]



Note: SU = Standard Units
Source: IQVIA Pharmatrend data, Sell-out, Retail Market; CH Market = OTC, PAC, PEC, DRC, NUT

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IQVIA

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