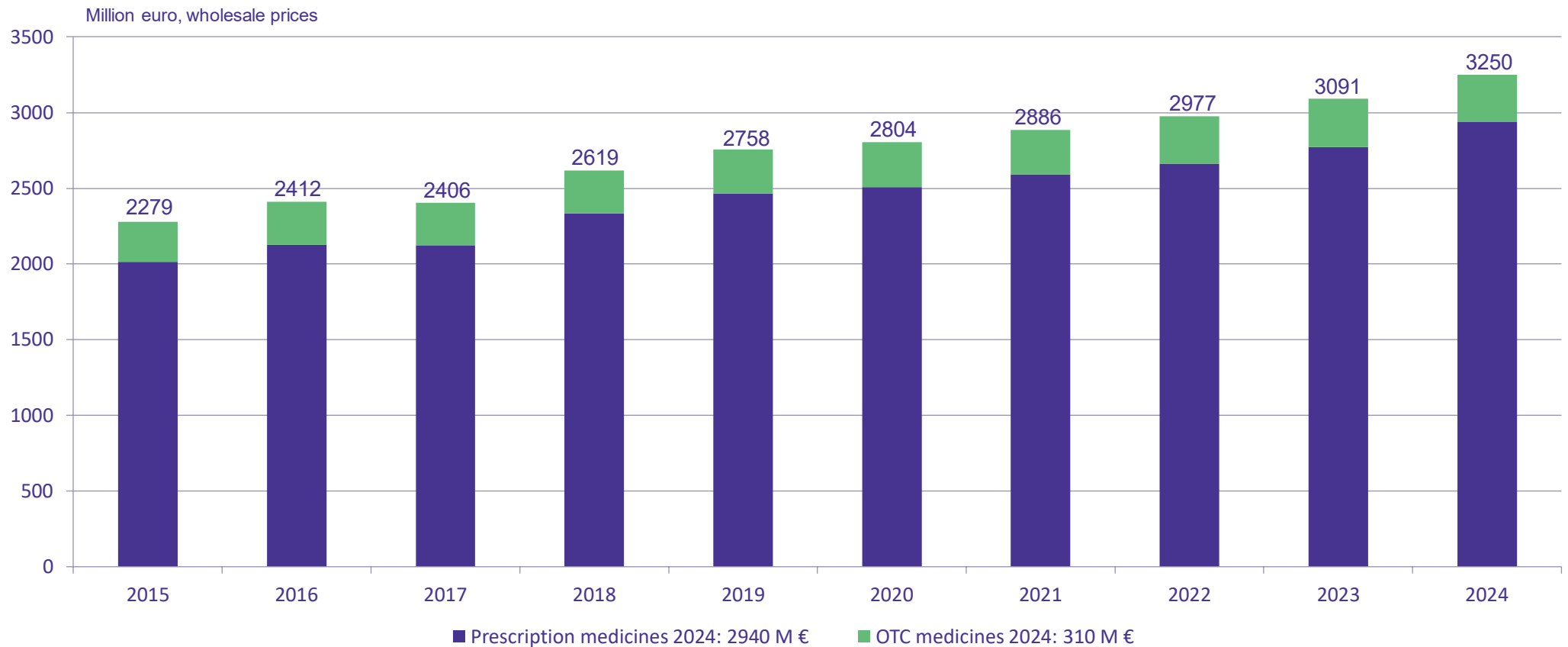
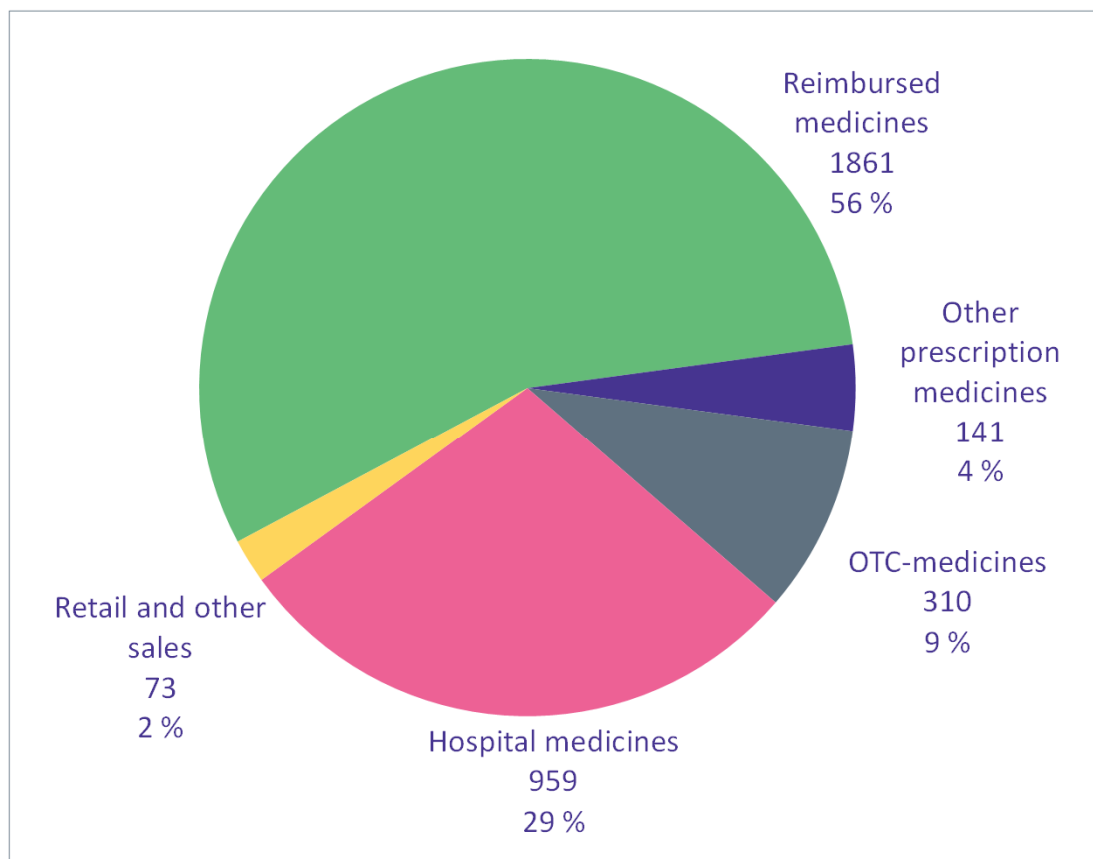


Pharmaceutical market in Finland



Wholesales to pharmacy, hospitals, retail and other. Vaccine sales is included only if it was delivered through wholesaler.

Pharmaceutical sales in Finland in 2024



- Sales to pharmacies, hospitals and retail with wholesale prices approximately 3,2 billion euro.
- Wholesales to pharmacies 2 217 million euro
- Wholesales to hospitals 959 million euro (without discounts)
- Retail and other sales 73 million euro (wholesale prices)

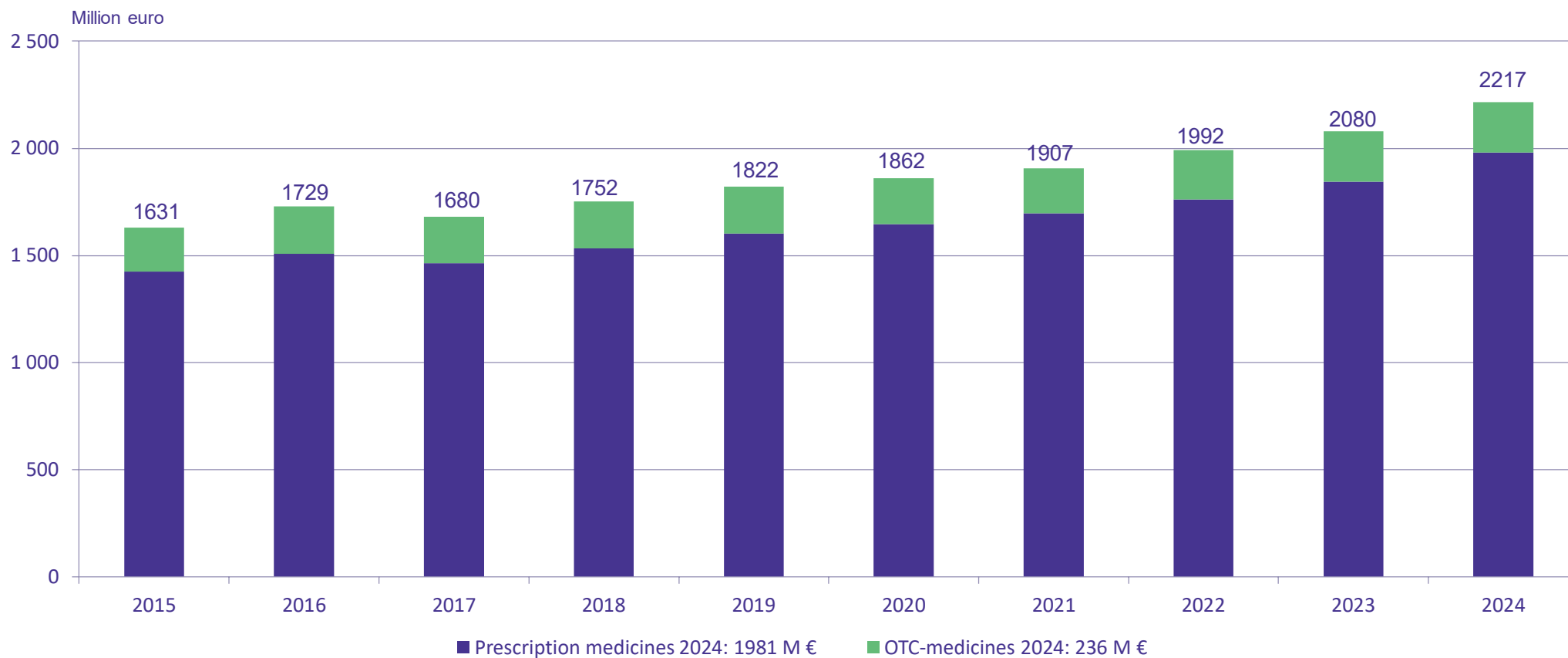
Pharmaceutical wholesales by therapeutic groups in 2024 in total 3 250 million euro (+5,1 %)

	Million €	Change %	Share %
Antineoplastic and immunomodulating agents	994	+8,3	30,6
Nervous system medicines	440	+4,3	13,5
Alimentary tract and metabolism medicines	402	+7,2	12,4
Anti-infective for systemic use	317	+6,4	9,8
Medicines for hematological disorders	307	-3,8	9,4
Respiratory system medicines	173	0,0	5,3
Cardiovascular system medicines	145	+7,4	4,5
Musculo-skeletal system medicines	103	-1,9	3,2
Medicines affecting the genitourinary system and sex hormones	106	+8,2	3,3
Sensory organs	101	+11,0	3,1
Other	162	+3,1	5,0

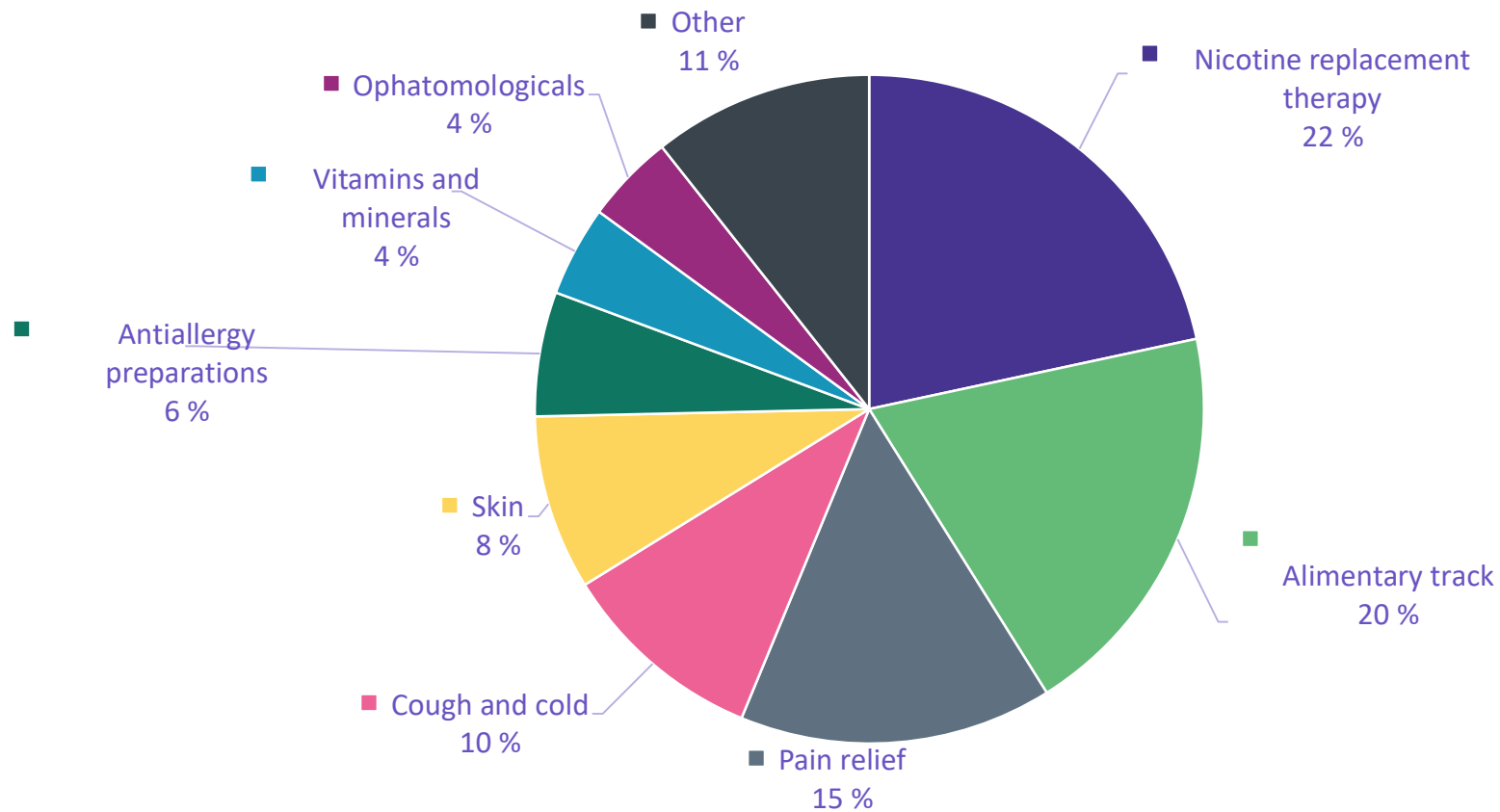
Wholesales of Prescription medicines by therapeutic groups in 2024 in total 2 940 million euro (+6,0 %)

	Million €	Change %	Share %
Antineoplastic and immunomodulating agents	994	+8,3	+35,3
Nervous system medicines	355	+7,9	+12,6
Alimentary tract and metabolism medicines	329	+7,9	+11,7
Systemisesti vaikuttavat infektiolääkkeet	314	+6,1	+11,2
Medicines for hematological disorders	292	-3,6	+10,4
Respiratory system medicines	134	+3,1	+4,8
Cardiovascular system medicines	140	+7,7	+5,0
Musculo-skeletal system medicines	73	-1,4	+2,6
Medicines affecting the genitourinary system and sex hormones	98	+8,9	+3,5
Sensory organs	83	+10,7	+3,0
Other	128	+4,3	+4,6

Wholesales to pharmacies



Wholesales of OTC-medicines to pharmacies and retail in 2024



Breakdown of pharmacy sales 2024

- In 2023 the total sales of private pharmacies was about 2.7 billion euro. In addition to private pharmacies the two university pharmacies are also allowed to sell medicines.
- The sales of prescription medicines was 81 % of total sales. The sales of self-care medicines was 12 % of total sales.
- Most of the prescription medicines are reimbursable medicines. Kela paid a total of 1.8 billion euros of reimbursements from medicines in 2023.
- In addition to medicines the pharmacies sell other products related to health and welfare. The share of this Other sales is minor part of the total sales.

