

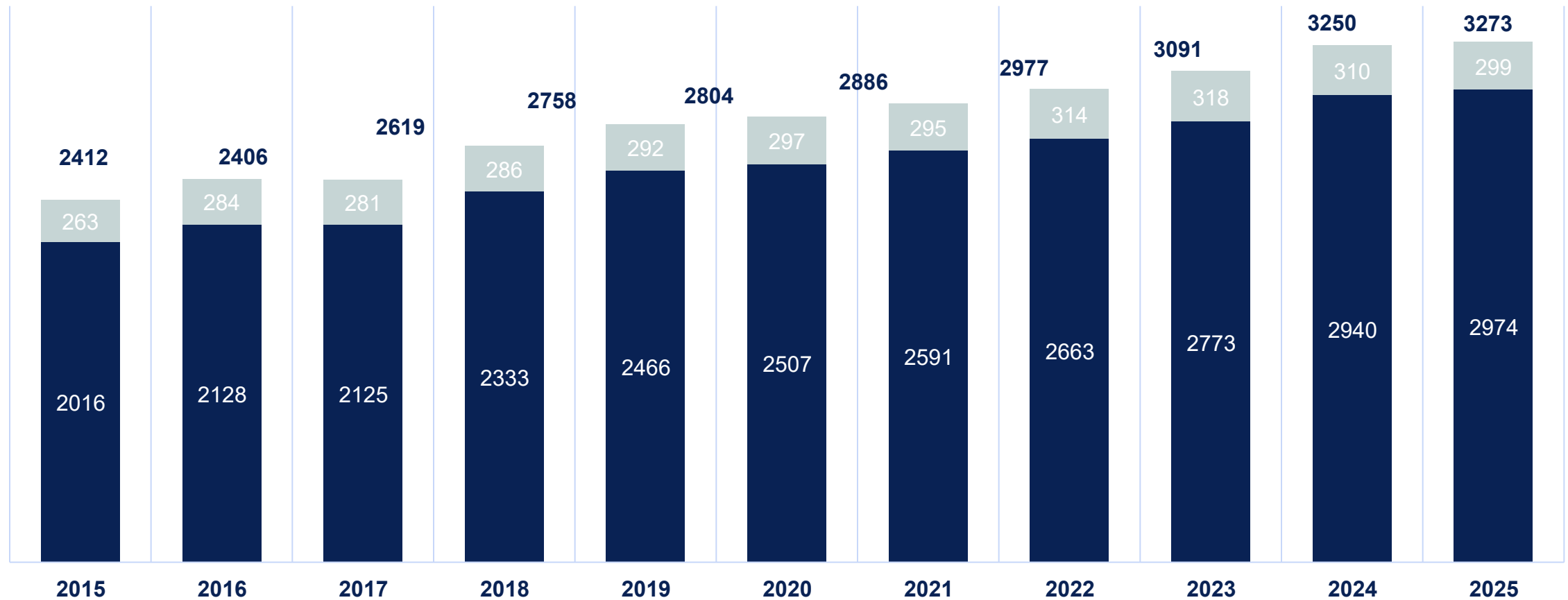
**Lääketeollisuus**  
PHARMA INDUSTRY FINLAND

# Pharmaceutical market 2025

# Total wholesale sales of pharmaceutical products

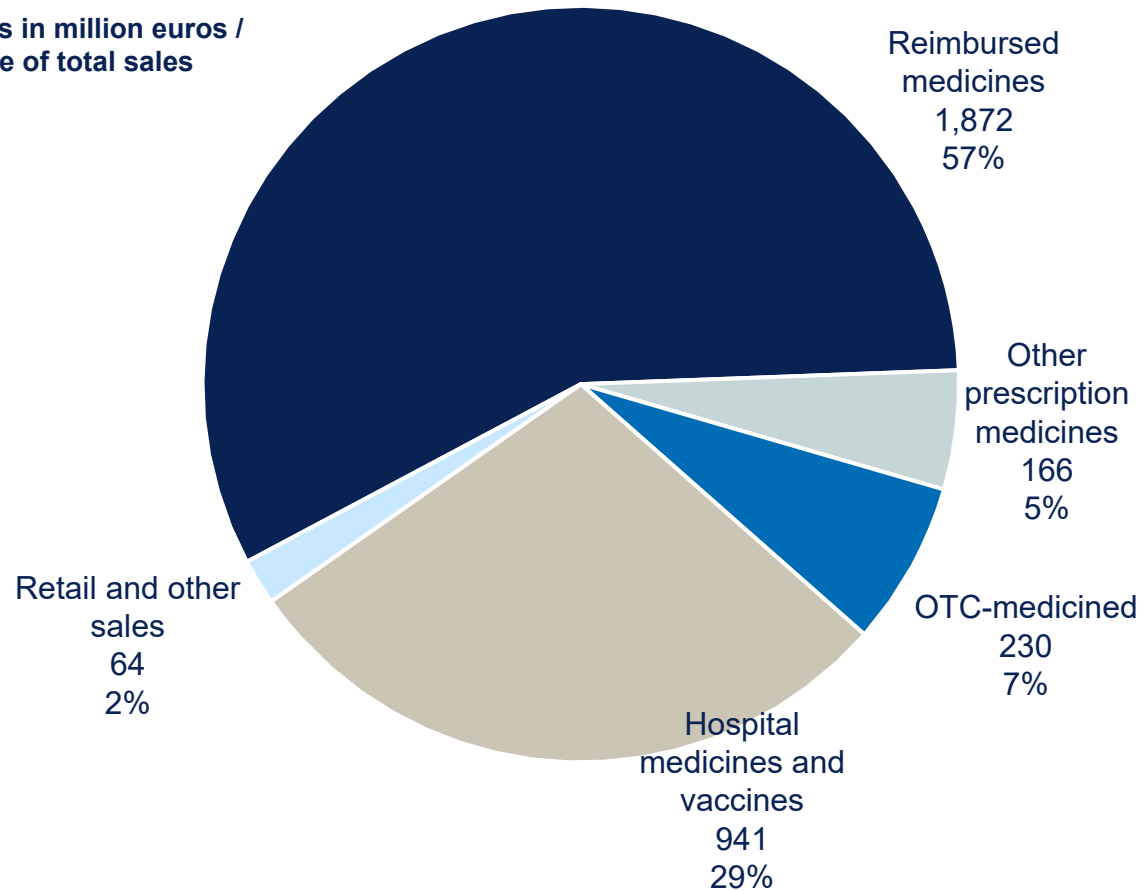
EUR million

■ Prescription medicines 2025 ■ OTC medicines 2025



# Distribution of wholesale sales of pharmaceutical products in 2025

Sales in million euros / share of total sales



- Hospital, pharmacy and retail sales of pharmaceuticals was around EUR 3.3 billion at wholesale prices
  - Year-on-year change +0.7%
- Pharmacy sales at wholesale prices amounted to approximately EUR 2,268 million
  - Year-on-year change +2.3%
  - Conditional reimbursement fees for conditional reimbursement have not been taken into account
- Hospital sales was approximately EUR 941 million
  - Include also vaccines belonging to the national vaccination programme.
  - Year-on-year change -1.9%
  - Hospital discounts have not been taken into account
- Retail sales and other sales amounted to approximately EUR 64 million
  - Year-on-year change -12.3%

# Wholesale Sales by Therapy Area in 2025

Total EUR 3,273 million (+0.7%)

	Million €	Change %	Share %
Antineoplastic and immunomodulating agents	1 006	1,2	31
Nervous system medicines	462	5,0	14
Alimentary tract and metabolism medicines	428	6,3	13
Anti-infective for systemic use	315	-0,5	10
Medicines for hematological disorders	264	-14,2	8
Respiratory system medicines	170	-1,9	5
Cardiovascular system medicines	158	9,2	5
Medicines affecting the genitourinary system and sex hormones	110	3,9	3
Musculo-skeletal system medicines	101	-1,5	3
Sensory organs	92	-8,8	3
Other	169	3,5	5

# Wholesale of Prescription Medicines by Therapeutic Area 2025

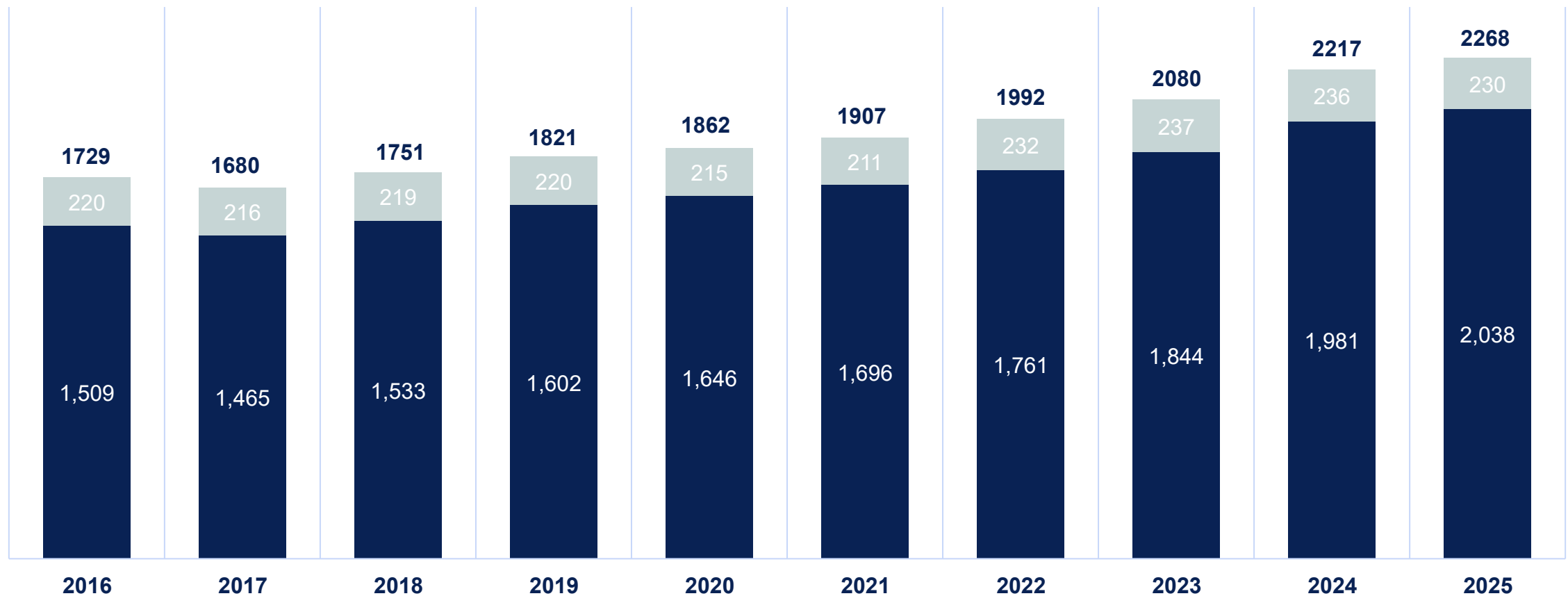
EUR 2,974 million (+1.1%)

	Million €	Change %	Share %
Antineoplastic and immunomodulating agents	1 006	1,2	34
Nervous system medicines	379	7,0	13
Alimentary tract and metabolism medicines	356	8,2	12
Anti-infective for systemic use	313	-0,5	11
Medicines for hematological disorders	249	-14,7	8
Cardiovascular system medicines	153	9,5	5
Respiratory system medicines	132	-1,3	4
Medicines affecting the genitourinary system and sex hormones	102	4,4	3
Sensory organs	75	-9,7	3
Musculo-skeletal system medicines	74	0,4	2
Other	135	4,9	5

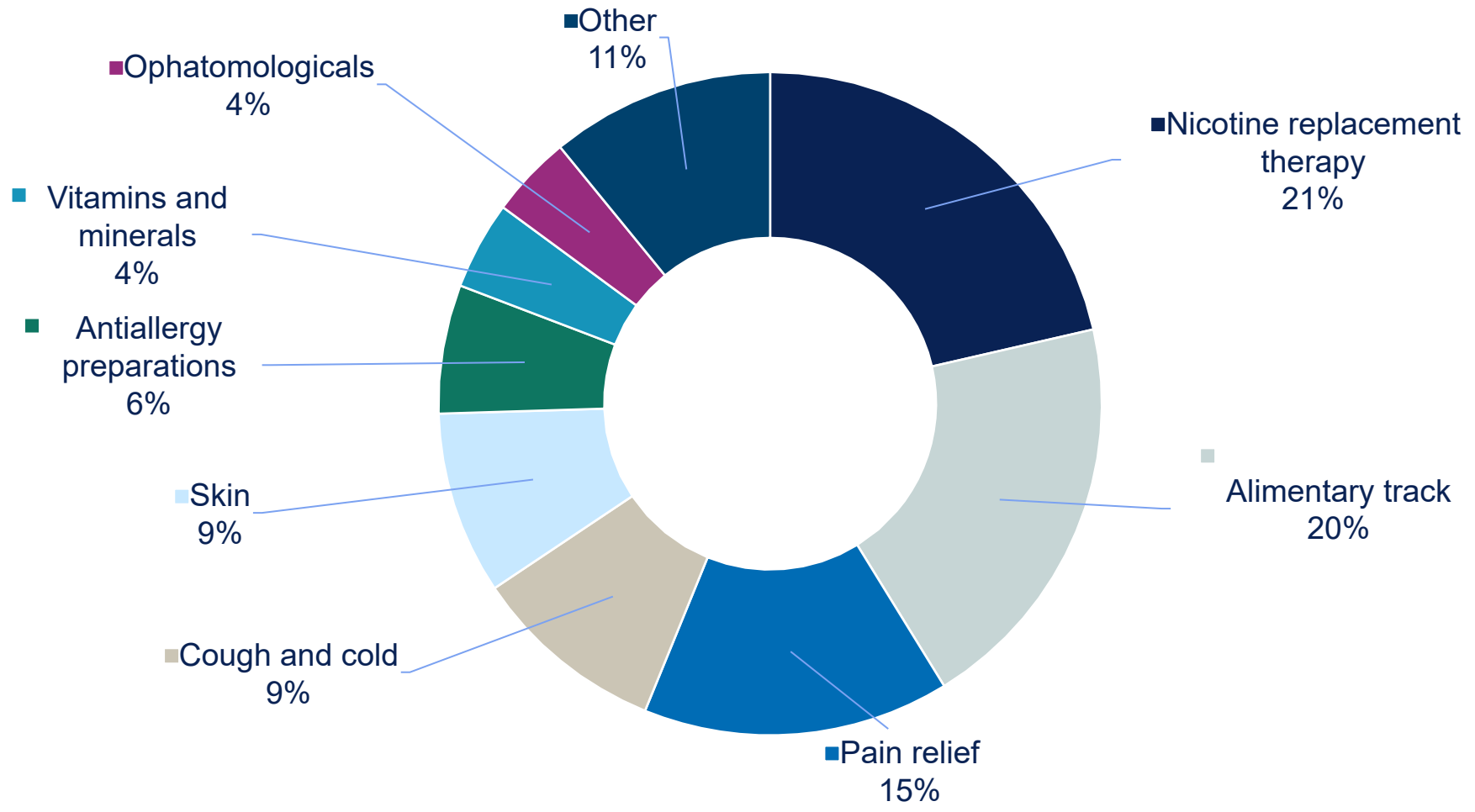
# Wholesale sales of medicines to pharmacies

EUR million

■ Prescription medicines 2025 ■ OTC medicines 2025



# Breakdown of OTC Medicine Wholesale Sales to Pharmacies and Retail Stores in 2025



# Breakdown of pharmacy sales in 2024

- In 2024, the turnover of private pharmacies was approximately EUR 2,951 million. In addition to private pharmacies, medicines are sold by the University Pharmacy and the University of Eastern Finland Pharmacy.
- Prescription medicines accounted for 83% and over-the-counter medicines for about 12% of pharmaceutical sales.
- The majority of prescription medicines had been reimbursed by Kela. In 2024, Kela paid a total of EUR 1.9 billion in reimbursements for medicines.
- In addition to the sale of medicines, pharmacies sell other ancillary products, such as plasters, bandages and skin care products, but their share of total sales is small.

