REMEDIUM
GROUP OF COMPANIES

AIPM
Association of International Pharmaceutical Manufacturers
Ассоциация международных фармацевтических производителей

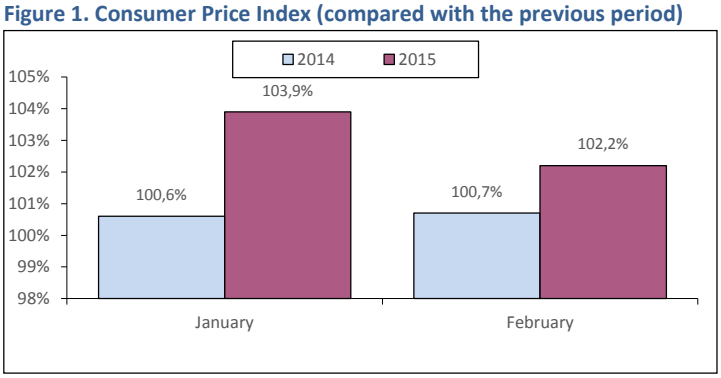
Joint Publication of the Association of International Pharmaceutical Manufacturers in Russia and Remedium Group

Inflation

According to Federal State Statistics Service's data, in February 2015, the Consumer Price Index was estimated at 102.2% compared to the previous month, and 106.2% since the beginning of the year.

According to preliminary data, industrial Producer Price Index was 102.1% in February this year, while in the month-earlier period it had amounted to 101.3%.

Figure 1. Consumer Price Index (compared with the previous period)



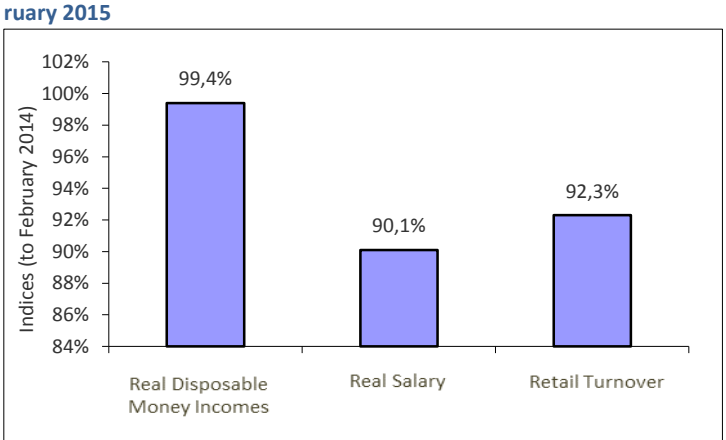
Living standard

According to preliminary Federal State Statistics Service's data, in February 2015 a gross monthly average wage per worker reached RUB 30,620 (USD 473.77) which accounted for 99% compared to the previous month and 105.2% compared to February 2014. The real wage in February 2015 accounted for 90.1% as compared with the same period in 2014. In February 2015, the real value of disposable cash incomes accounted for 99.4% as compared with the same period of 2014 (Fig. 2).

Retail turnover

In February 2015, the retail turnover was equal to RUB 2024.4 bln, which in comparable prices accounted for 92.3% compared to the same period a year ago, in January-February 2015 - RUB 4078.0 bln and 93.9% (Fig. 2).

Figure 2. Real values of cash incomes, wages and retail turnover in February 2015



Source: Rosstat

Manufacture of Industrial Products

According to Federal State Statistics Service's data, in February 2015 Industrial Production Index accounted for 98.4% compared to the same period in 2014, and in January-February 2015 - 99.6%).

Domestic production

The top 10 domestic pharmaceutical manufacturers by production volume at February-end 2015 are shown in Table 1 The total production volume of top ten manufacturers was estimated at USD 119.3 mln.

Table 1. Top ten chemical and pharmaceutical manufacturers by production volume in February 2015

Rank	Manufacturer	Production volume, $mln
1	Otcpharm	26.47
2	Pharmstandart	14.50
3	Valenta	14.33
4	Stada	11.99
5	Nearmedic Plus	11.91
6	Materia Medica	9.94
7	Sotex	8.90
8	KRKA	7.83
9	Ozon	6.90
10	Veropharm	6.56

Source - Remedium according to IMS Health's data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In January 2015 compared to December 2014, reduction in pharmacy sales (in terms of roubles) was observed in all analysed regions. The highest reduction was observed in Perm (-45%), the lowest one in Krasnoyarsk Krai (-7%).

Table 2. Pharmacy sales in the regions, 2014-2015

Region	Pharmacy sales, $mln (wholesale prices)			Growth gain, % (roubles)		
	November 2014	December 2014	January 2015	November / October 2014	December/ November 2014	January15/ December 2014
Moscow	155.8	181.2	100.9	-2%	41%	-38%
St. Petersburg	40.5	41.7	29.1	-10%	24%	-22%
Krasnodar Krai	26.3	28.6	18.2	-17%	32%	-29%
Novosibirsk Region	17.8	20.1	13.2	-11%	36%	-27%
Tatarstan	19.7	24.8	13.9	-18%	52%	-38%
Krasnoyarsk Krai	16.6	14.9	12.5	-2%	8%	-7%
Rostov Region	22.0	21.6	16.8	-12%	19%	-14%
Voronezh Region	13.6	16.9	9.6	-9%	50%	-37%
Perm	5.0	7.1	3.5	-18%	72%	-45%
Tyumen	5.6	6.3	4.0	-13%	37%	-30%

Advertising

The largest advertisers and pharmaceutical brand names highly publicized in mass media (TV, radio, press, outdoor advertising) are shown in Tables 3 & 4.

Table 3. Top five advertisers in mass media in February 2015

Rank	Company*	Quantity of broadcasts
1	Novartis	12,828
2	Otcpharm	12,542
3	Bayer AG	8,175
4	Sanofi Aventis	7,483
5	Berlin-Chemie Menarini Group	5,179

Source - Remedium according to TNS Russia's data

Table 4. Top five trade names in mass media in February, 2015

Rank	Brand*	Quantity of broadcasts
1	Strepsils	2,276
2	Grippferon	2,148
3	Essentiale	2,058
4	Nurofen	2,030
5	Kagocel	1,991

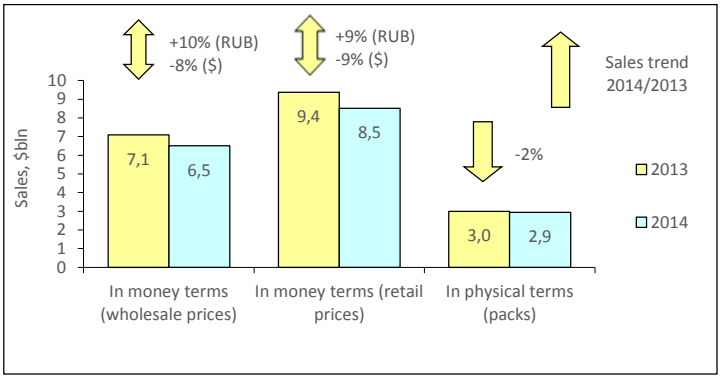
Source - Remedium according to TNS Russia's data

* Only products registered with State Register of Medicines were considered

PHARMACY OTC MARKET IN RUSSIA: 2014 RESULTS

According to the results of the Retail Audit of Over-the-Counter (OTC) Drugs in Russian Federation™, at year-end 2014 the sales of OTC drugs in physical terms in the pharmacies of Russia saw a 2% decrease to 2.937 bln packs. In money terms, the OTC drugs market increased by 10% in rouble terms and reduced by 8% in dollar terms and reached RUB 248.272 bln (USD 6.508 bln) in wholesale prices (Fig. 1). The OTC drugs share accounted for 69.7% of sales in physical terms and 51% in retail prices (in 2013 the share was equal to 71% and 51% respectively). The average cost of an OTC pack reduced as compared to a year earlier and reached USD 2.90 (vs. USD 3.13) in retail prices. At the end of 2014, the average amount spent by residents of Russia for OTC drugs in pharmacies amounted to USD 59.23.

Figure 1. Russian pharmacy market in 2012 – 2013



At the end of 2014, the top 10 OTC drugs manufacturers in the Russian market didn't change much and most of its drug makers held their own in the ranking (table 1). BAYER (+11%[1]) topped the market by moving to rank one from three, whereas the last year leader Russia-based OTCPHARM (+1%) moved down to rank three due to low growth rates. Note that the markets of another five manufacturers from the top ten ranking developed at a low pace, but they maintained their previous positions: SANDOZ (+4%), NOVARTIS (+1%), STADA (+5%), MENARINI (+4%) и TEVA (+8%), placed at ranks 4 through 7 and nine, respectively. The manufacturers SANOFI-AVENTIS (+11%), JOHNSON & JOHNSON (+15%) and NYCOMED/TAKEDA (+14%) showed high growth rates and expended their market share, but held their previous ranks two, eight and ten, respectively. The cumulative share of the top 10 manufacturers reduced from 42% to 40.9%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank		Manufacturer*	Share in total pharmacy sales, %	
2014	2013		2014	2013
1	3	**BAYER HEALTHCARE**	5.7	5.6
2	2	**SANOFI-AVENTIS**	5.7	5.6
3	1	OTCPHARM	5.3	5.8
4	4	**SANDOZ GROUP**	4.7	4.9
5	5	**NOVARTIS**	4.0	4.4
6	6	**STADA**	3.5	3.7
7	7	**MENARINI**	3.4	3.5
8	8	**JOHNSON & JOHNSON**	3.2	3.0
9	9	TEVA	2.9	3.0
10	10	**NYCOMED/TAKEDA**	2.5	2.4
Total			40.9	42.0

*AIPM members are in bold

Hepatoprotector ESSENTIALE N (+9%) keeps its rank number one in the top ten trade names for three straight years (table 2). Antiviral drug ARBIDOL (-24%) that had held rank two ealier reduced its sales by almost one fourth and moved down to rank six. This allowed the trade names KAGOCEL (+14%), LINEX (+3%), EXODERIL (+12%) and CARDIOMAGNYL (+25%) to move up one rank to numbers two through five. Two newcomers INGAVIRIN (+54%) and TROXEVASIN (+25%) broke into the lower part of the top 10, moving up to ranks seven and ten. At the same time, DETRALEX (+11%) moved down one rank, to number 8. ACC (+4%) and Lasolvan (-9%) dropped out of the top ten. The combination NSAID PENTALGIN (+13%) held its previous rank nine. The total share of the analysed top 10 trade names virtually remained unchanged and accounted for 12.2%.

Table 2. The top ten brands by pharmacy sales

Rank		Brand	Share in total pharmacy sales, %	
2014	2013		2014	2013
1	1	ESSENTIALE N	2.2	2.2
2	3	KAGOCEL	1.4	1.4
3	4	LINEX	1.3	1.4
4	5	EXODERIL	1.1	1.1
5	6	CARDIOMAGNIL	1.1	1.0
6	2	ARBIDOL	1.1	1.7
7	14	INGAVIRIN	1.1	0.8
8	7	DETRALEX	1.0	1.0
9	9	PENTALGIN	1.0	0.9
10	15	TROXEVASIN	0.8	0.7
Total			12.2	12.1

The first four INNs in the top ten INNs and generic names ranking remained unchanged (table 3) The top four trade names include XYLOMETAZOLINE (+19%), PHOSPHOLIPIDS (+8%), PANCREATIN (+12%) and IBUPROFEN (+14%). On top of that, due to outperformance in sales, three of them except for PHOSPHOLIPIDS strengthened their positions. The markets of INNs KAGOCEL (+14%), and the combination drugs CHONDROITINSULFURIC ACID + GLUCOSAMINE (+25%) and DIOSMIN + HESPERIDIN (+18%) developed at a fast pace. On top of that, the former two rose in the ranks, moving up to ranks five and eight, and the latter held its previous rank nine. In addition, another composition from the top ten with low growth rates moved up one rank - BIFIDOBACTERIUM INFANTIS + ENTEROCOCCUS FAECIUM + LACTOBACILLUS ACIDOPHILUS (+3%), coming in at number seven. Two INNs from the top ten showed negative growth rates: AMBROXOL (-8%) placed at rank 6 and UMIFENOVIR (-22%) that moved down to rank ten. The cumulative share of the top 10 under review decreased 0.3 p.p. to 16.9%.

Table 3. The top 10 INNs and group names by pharmacy sales

Rank		INNs/Group Names	Share in total pharmacy sales, %	
2014	2013		2014	2013
1	1	XYLOMETAZOLINE	3.1	2.9
2	2	PHOSPHOLIPIDS	2.3	2.4
3	3	PANCREATIN	2.0	1.9
4	4	IBUPROFEN	1.8	1.7
5	7	KAGOCEL	1.4	1.4
6	6	AMBROXOL	1.3	1.6
7	8	BIFIDOBACTERIUM INFANTIS + ENTEROCOCCUS FAECIUM + LACTOBACILLUS ACIDOPHILUS	1.3	1.4
8	10	CHONDROITINSULFURIC ACID + GLUCOSAMINE	1.3	1.1
9	9	DIOSMIN + HESPERIDIN	1.2	1.1
10	5	UMIFENOVIR	1.2	1.7
Total			16.9	17.2

The composition of the top 10 ATC groups ranking didn't change either (table 4). In addition, R05 Cough and cold preparations (+1%), A11 Vitamins (+2%), N02 Analgesics (-7%) and R01 Nasal preparations (+17%) continued to remain the best selling groups of the OTC drugs. Another two groups of the top ten held their own in the ranking: J05 Antivirals for systemic use (+8%) and C05 Vasoprotectives (+15%) held their previous ranks six and seven. The groups showing the highest growth rates A07 Antidiarrheals, intestinal anti-inflammatory/anti-infective agents (+16%) and M01 Anti-inflammatory and antirheumatic products (+20%) moved up to ranks four and eight, respectively. At the same time, the less dynamic groups A11 Vitamins (+5%), A05 Bile and liver therapy (+8%) and R02 Throat preparations (+12%) moved down one rank, coming in at rank five and the two bottom ranks. The total share of the analysed ranking, as well as the one of the above rankings, reduced from 51.0% to 50.4%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2014	2013			2014	2013
1	1	R05	COUGH AND COLD PREPARATIONS	6.6	7.3
2	2	N02	ANALGESICS	6.3	6.8
3	3	R01	NASAL PREPARATIONS	6.2	5.9
4	5	A07	INTESTINAL ANTIINFECTIVES	5.7	5.4
5	4	A11	VITAMINS	5.3	5.6
6	6	J05	ANTIVIRALS FOR SYSTEMIC USE	4.9	5.1
7	7	C05	VASOPROTECTIVES	4.6	4.4
8	10	M01	ANTIINFLAM & ANTIRHEUM PROD	3.6	3.3
9	8	A05	BILE AND LIVER THERAPY	3.6	3.6
10	9	R02	THROAT PREPARATIONS	3.5	3.5
Total				50.4	51.0

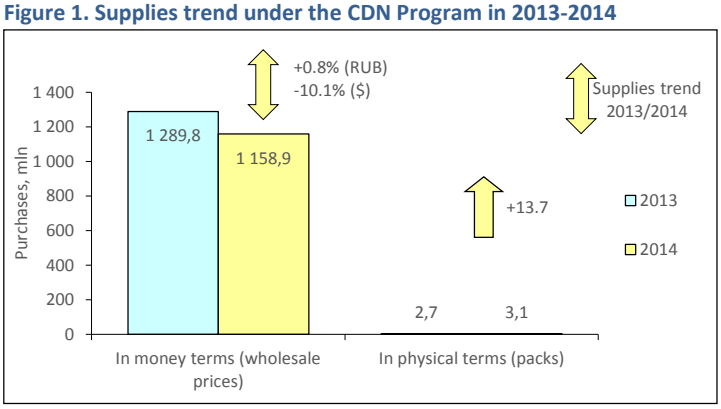
Conclusion. On the basis of the results for 2014, the retail pharmacy market of Russia brought in RUB 324.070 bln (USD 8.509 bln). It was 9% more in terms of roubles and 9% less in terms of dollars than in 2013. In physical terms, the market showed the negative growth rates (-2%) and was equal to 2.937 bln packs. The average cost of OTC-pack in the Russian pharmacies based on the results for 2014 was USD 2.90 which is lower than in the same period last year (USD 3.13). The average expenses of Russian residents for the purchase of OTC drugs in pharmacies also reduced (USD 59.23 vs. USD 65.37).

[1] Hereinafter, unless otherwise stated, growth gains are stated in the rouble equivalent or national currency.

COST DEMANDING NOSOLOGY PROGRAM: 2014 RESULTS

In 2014, the federal benefit segment showed a slight growth in terms of national currency solely at the expense of the VED Program. At the same time, supplies under the VED Program hasn't virtually changed (+0.8%) (Fig. 1). The opposite situation was observed in 2013, when the supplies under the Cost-demanding Nosology (CDN) Program grew, and under the VED Program didn't. In 2014, purchases under the CDN Program in physical terms continued to grow by the example of the previous year (+13.7%). In 2014, the supplies under the CDN Program in absolute terms were estimated at RUB 39.92 bln (USD 1.16 bln). The weighted average price of one pack within the CDN Program reduced as compared to the previous year (by 11% to RUB 12,945.6).

Figure 1. Supplies trend under the CDN Program in 2013-2014



While the total value supplies under the CDN Program didn't change in 2014, the supplies broken down by disease segments were different (table 1). In particular, the pituitary dwarfism treatment segment represented by INN Somatropin showed negative growth rates. Supplies within this INN reduced by 35%, which was caused by the reduction of purchase prices for the drug Rastan (Pharmstarndard) dominating in this segment. Myeloleukemia treatment segment showed negative growth rates (-8.1%). It was caused by the reduction in value sales of two INN groups - Fludarabine and Imatinib. Competition in these segments, which was presented by both original and generic drugs, contributed to the reduction in purchase prices as compared to the previous year, which largely determined the negative value dynamics. Due to the fact that the share of the myeloleukemia treatment segment accounted for over 40% of all supplies under the CDN Program, 8% reduction of its financing led to a significant release of funds that were used to increase the procurement of other groups of drugs. The highest rates of increase in the amount of 11.5% have been demonstrated in the multiple sclerosis treatment segment, while the share of this group in the total supplies under the CDN Program increased from 22.1% to 24.5%.

Table 1. Supplies structure under the CDN Program

Nosologies	INN	Share in total CDN supplies, %	
		2014	2013
Myeloleukemia		**40.8**	**44.7**
	BORTEZOMIB	17.1	14.8
	FLUDARABINE	0.6	0.9
	IMATINIB	3.0	10.6
	RITUXIMAB	20.0	18.4
Sclerosis Multiplex		**24.5**	**22.1**
	GLATIRAMER ACETATE	12.6	12.1
	INTERFERON BETA-1A	8.8	7.2
	INTERFERON BETA-1B	3.0	2.9
Haemophilia		**23.9**	**22.3**
	EPTACOG ALFA (ACTIVATED)	5.5	4.5
	FACTOR IX	2.3	2.2
	OCTOCOG ALFA	3.9	3.4
	FACTOR VIII + FACTOR VON WILLEBRAND	1.7	2.4
Transplantology		**4.4**	**4.2**
	CICLOSPORIN	0.5	0.5
	MYCOPHENOLATE MOFETIL	0.4	0.5
	MYCOPHENOLIC ACID	1.5	1.4
	TACROLIMUS	2.1	1.7
Pituitary dwarfism		**0.4**	**0.7**
	SOMATROPIN	0.4	0.7
Gaucher disease		**3.0**	**3.0**
	IMIGLUCERASE	3.0	3.0
Mucoviscidosis		**3.0**	**3.0**
	DORNASE ALFA	3.0	3.0
Total		100.0	100.0

Sales growth in the hemophilia treatment segment was 8% in value terms and was determined mainly by the increase in sales volume. Segment structure broken down by separate INN groups remained relatively stable, except that the share of INN Eptacog alfa (activated) (+ 24.8%) increased by 3p.p. to 23% and Octocog alfa (+ 14.3%) by 1 p.p. up to 16% . At the same time, the share of INN Factor YIII + Factor Von Wellebrand (-29%) reduced from 11% to 7%. Immunosuppressants supplies increased by 7.3% in ruble terms (approximately by 20% in pack terms) and amounted to 4.4% of the CDN Program. The positive dynamics was caused by supplies of INN Tacrolimus and, in particular, Takrosel Novartis. In 2014, the drug moved to the leading position in their INN group, leaving behind Tacrolimus-Teva and original drug Prograf Astellas Pharma (packaging and releasing control by Ortat JSC / R-Pharm). The supplies in the cystic fibrosis segment presented by the only drug Pulmozyme (Dornase Alfa) Roche grew by 1.9%. The original drug Cerezyme (Imiglucerase) Sanofi used to treat Gaucher's disease, which purchases remained virtually unchanged (-0.5%) continued to keep dominating positions. Secondary packaging and release quality control over Pulmozyme was exercised by Pharmstandard-UfaVITA.

Table 2. The top 10 brand names by hospital purchases

Rank in the top ten		Brand	Share in total CDN supplies, %	
2014	2013		2014	2013
1	1	MABTHERA	20.0	18.4
2	2	VELCADE	17.1	14.8
3	3	COPAXONE-TEVA	12.6	12.1
4	7	COAGIL-VII	5.4	4.5
5	4	GENFAXON	4.2	6.0
6	8	HEMOFIL M	3.8	3.0
7	14	RECOMBINAT	3.5	2.2
8	13	OCTANAT	3.2	2.3
9	44	REBIF	3.1	0.0
10	10	CEREZYME	3.0	3.0
Total			75.7	66.3

As before, Roche, J & J and Teva headed the top ten manufacturers ranking under the CDN Program based on the results for 2014, which was determined by the leading positions of their brands - MabThera, Velcade, and Copaxone-Teva (Table 3). Baxter moved up to rank 4, increasing its sales by 16%. Laboratorio Tuteur (-48%) significantly reduced its purchases, moving down from rank 4 to 6 in the ranking. The total share of the top ten manufacturers accounted for over 90% of all supplies under the CDN Program. The most important suppliers of drugs under the CDN Program among the Russian manufacturers are Pharmstandard (along with Generium) (+ 9.9%), which share in the structure of supplies without localized products increased from 6.8% to 7.4 %, moving to rank 5 in the ranking. In 2014, the total supplies of full cycle domestic drugs under the CDN Program decreased by 18.7% and amounted to 10.4% (instead of 13% in 2013). This is due primarily to the fact that procurement in terms of value of domestic production of F-Synthesis CJSC that previously held rank 7 in the ranking decreased significantly (-72%), while the share in the structure of supplies under the program reduced from 4.8% to 1.3%. In 2014, this manufacturer was left behind by Biocad (+14.2), which accounted for 1.4% of all supplies. Foreign drugs which final production stages, according to the registration, were localized or may be localized on the territory of Russia (due to the availability of the registration status) in 2014 amounted to 53% of all supplies, of which Pharmstandard-UfaVITA accounted for 47%. As a result, we can conclude that Pharmstandard with due account for the localization of foreign products on the basis of 2014-results could control about half of the procurement segment under the CDN Program.

Table 3. Top 10 manufacturers by supplies under the CDN Program

Rank in the top ten		Manufacturer*	Share in total CDN supplies, %	
2014	2013		2014	2013
1	1	**ROCHE**	23.0	21.7
2	2	**JOHNSON & JOHNSON**	17.1	14.8
3	3	**TEVA**	13.5	13.4
4	5	**BAXTER INT**	10.2	8.8
5	6	PHARMSTANDART (incl. GENERIUM)	7.4	6.8
6	4	LABORATORIO TUTEUR	5.6	11.0
7	9	OCTAPHARMA	4.2	3.2
8	8	**SANOFI-AVENTIS**	3.3	3.7
9	25	SERONO	3.2	0.0
10	11	**NOVARTIS**	2.9	2.5
Total			90.4	90.8

*AIPM members are in bold

Conclusion. Assessing general trends of the CDN Program, it can be concluded that in 2014 stagnation in this segment in the national currency observed during the past few years continued. The increase in purchases of the leading brands in terms of sales was due to savings as a result of the tenders held in those INN groups, where due to the availability of alternative drugs the purchases have been made at lower prices. On top of that, in 2014 the influence of the price competition factor intensified as compared to the previous year. The process of displacement of original drugs from the INN segments that have lost their patent protection also intensified. In general, we can say that previously observed trends in the federal benefits market continued in 2014 and it has not undergone any fundamental changes.

MOSCOW PHARMACEUTICAL MARKET IN 2014 KEY PERFORMANCE INDICATORS

Macroeconomic indices

Table 1: Recent statistical data characterizing socio - economic situation in Moscow

Value	January-March 2015	January-March 2015, % to January-March 2014
Industrial production index		85.5
Retail turnover, RUB bln	1,082.8	92.2
Monthly average accrued wage per one worker (nominal), RUB	58,131	107.6
real		92.8

Note: Moscow TOGS data

Table 2. Health care expenditure of Moscow consolidated budget in January - February 2015

	January-February 2015	The share of annual budget
Consolidated budget expenditures on health care, RUB mln	19,375.273	12.03%

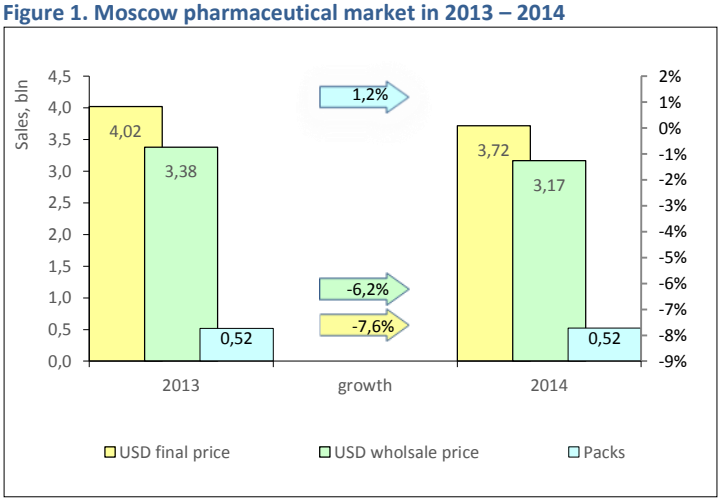
Note: RF Health Ministry data

Table 3. Inflation rates in Moscow, March 2015

	March 2015 to December 2014
CPI	107.9
CPI for non-food products	106.8
CPI for medications	111.9

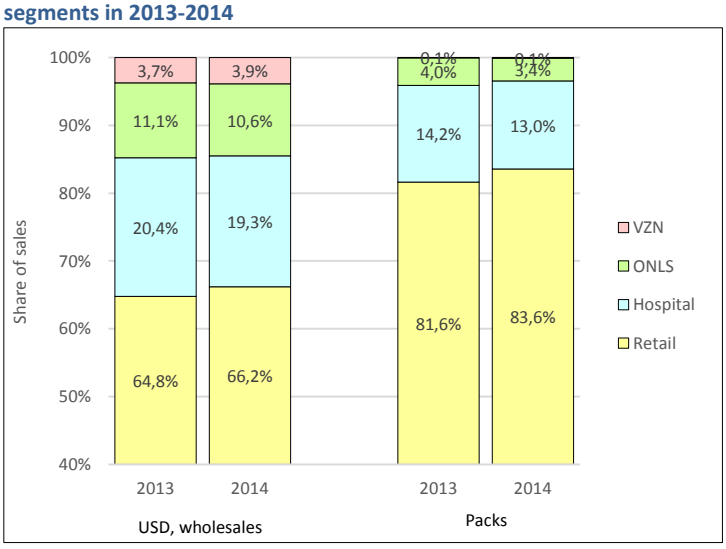
Indicators of the dynamics and structure of the market

Figure 1. Moscow pharmaceutical market in 2013 – 2014



Note: Without BAA sales

Figure 2. Structure of the pharmaceutical market of Moscow by major segments in 2013-2014



Note: Without BAA sales

Figure 3. Structure of the retail segment of the pharmaceutical market of Moscow in 2013-2014

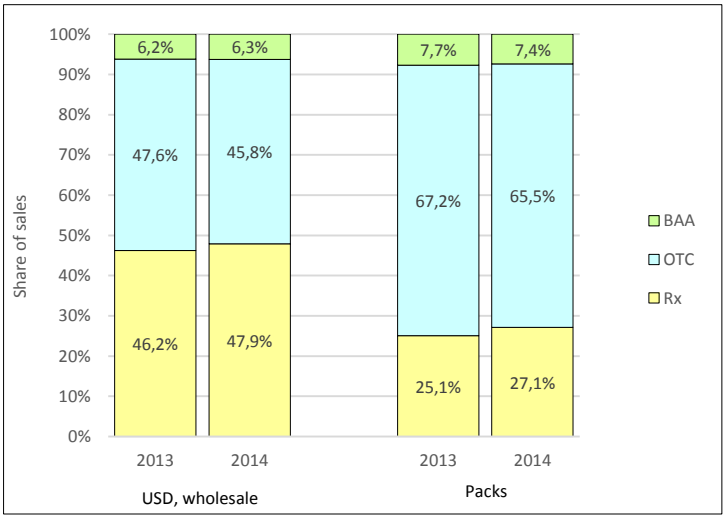
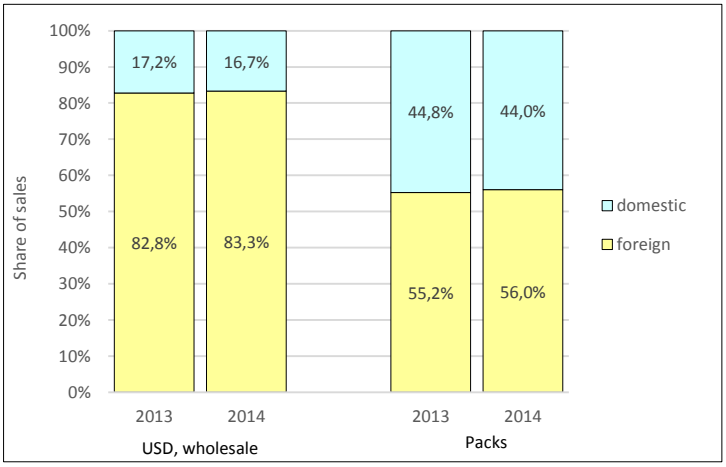


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of the Moscow pharmaceutical market in 2013-2014



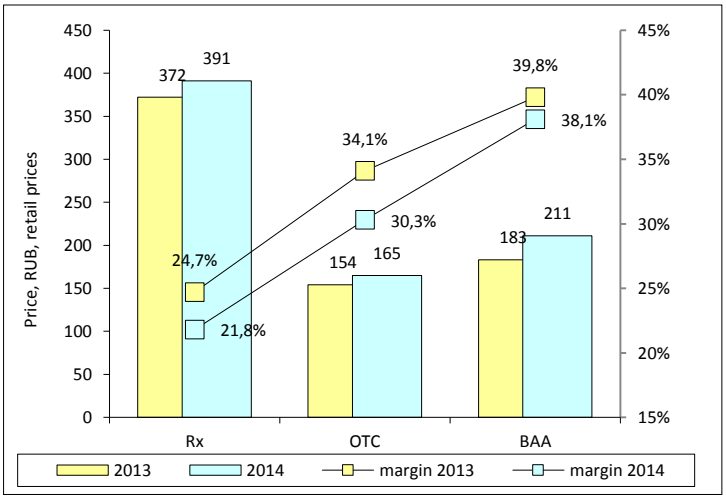
Note: Without BAA sales

Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in Moscow

	Price dynamics in March 2015 to December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers prices
VED total	8.8	7.8	3.5
Up to RUB 50	10.2		
From RUB 50 to 500	8.9		
Over RUB 500	6.1		

Figure 5. Dynamics of weighted average prices and retail margins in 2013-2014



ST. PETERSBURG PHARMACEUTICAL MARKET IN 2014 KEY PERFORMANCE INDICATORS

Macroeconomic indices

Table 1: Recent statistical data on socio - economic situation in St. Petersburg

Value	January-March 2015	January-March 2015, % to January-March 2014
Industrial production index		92.6
Retail turnover, RUB bln	237.9	87.6
Monthly average accrued wage per one worker (nominal), RUB	40,081	111.2
real		93.8

Note: St.Petersburg TOGS data

Table 2. Health care expenditure of St.Petersburg consolidated budget in January - February 2015

	January-February 2015	The share of annual budget
Consolidated budget expenditures on health care, RUB mln	9,477.3	23.82%

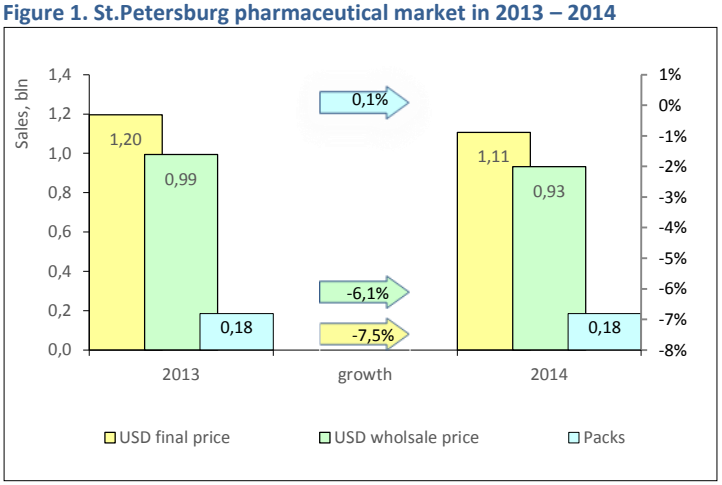
Note: RF Health Ministry data

Table 3. Inflation rates in St.Petersburg, March 2015

	March 2015 to December 2014
CPI	108.4
CPI for non-food products	108.3
CPI for medications	115.7

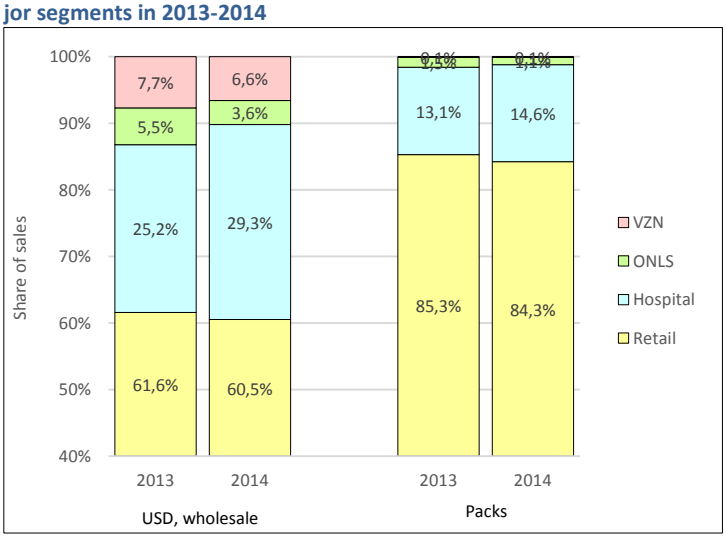
Indicators of the dynamics and structure of the market

Figure 1. St.Petersburg pharmaceutical market in 2013 – 2014



Note: Without BAA sales

Figure 2. Structure of the pharmaceutical market of St.Petersburg by major segments in 2013-2014



Note: Without BAA sales

Figure 3. Structure of the retail segment of the St.Petersburg pharmaceutical market in 2013-2014

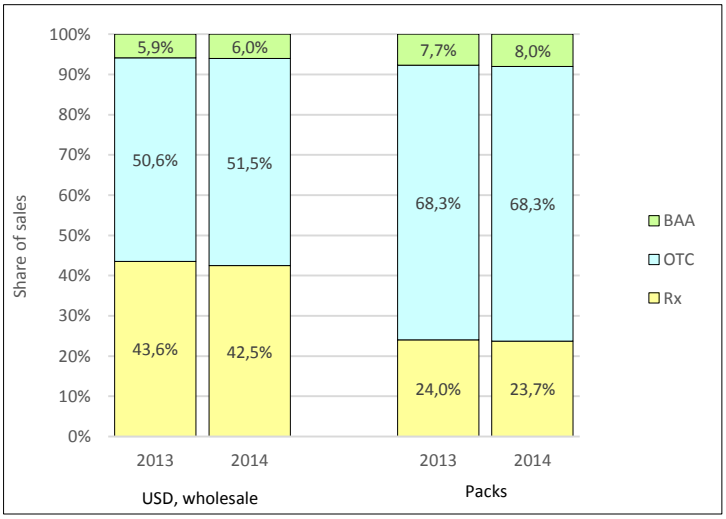
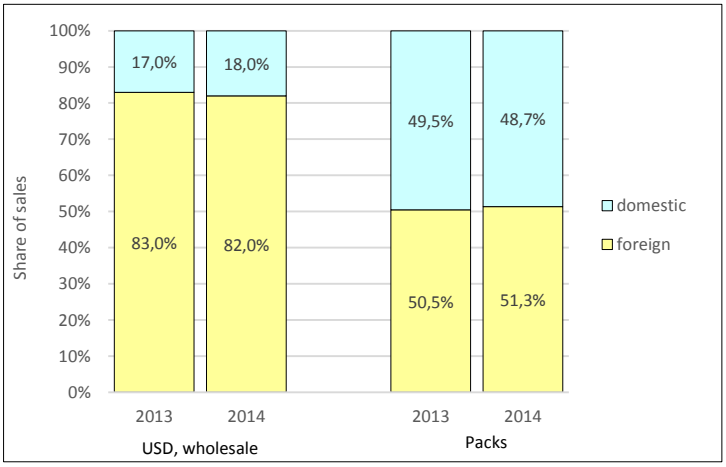


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of the St. Petersburg pharmaceutical market in 2013-2014



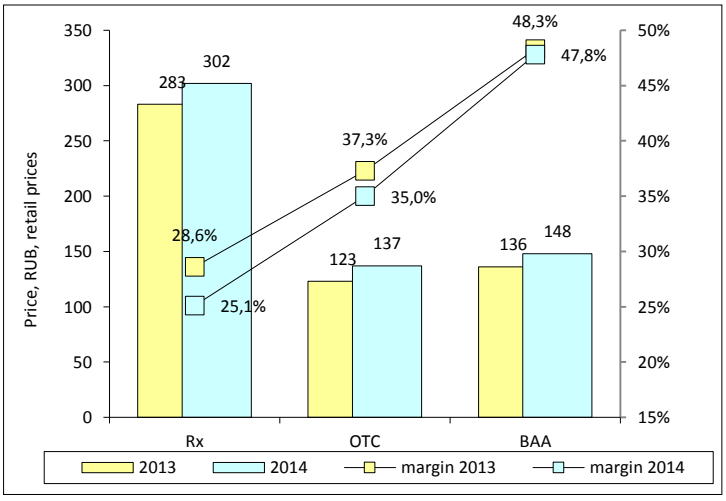
Note: Without BAA sales

Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in St. Petersburg

	Price dynamics in March 2015 to December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers prices
VED total	4.0	4.3	1.5
Up to RUB 50	5.9		
From RUB 50 to 500	3.3		
Over RUB 500	3.8		

Figure 5. Dynamics of weighted average prices and retail margins in 2013-2014



NIZHNY NOVGOROD PHARMACEUTICAL MARKET IN 2014 KEY PERFORMANCE INDICATORS

Macroeconomic indices

Table 1: Recent statistical data on socio - economic situation in Nizhny Novgorod Region

Value	January-March 2015	January-March 2015, % to January-March 2014
Industrial production index		98.7
Retail turnover, RUB bln	142.32	85.1
Monthly average accrued wage per one worker (nominal), RUB	25,044	102.7
real		88.0

Note: Nizhny Novgorod region TOGS data

Table 2. Health care expenditure of Nizhny Novgorod region consolidated budget in January - February 2015

	January-February 2015	The share of annual budget
Consolidated budget expenditures on health care, RUB mln	3,780.44	14.91%

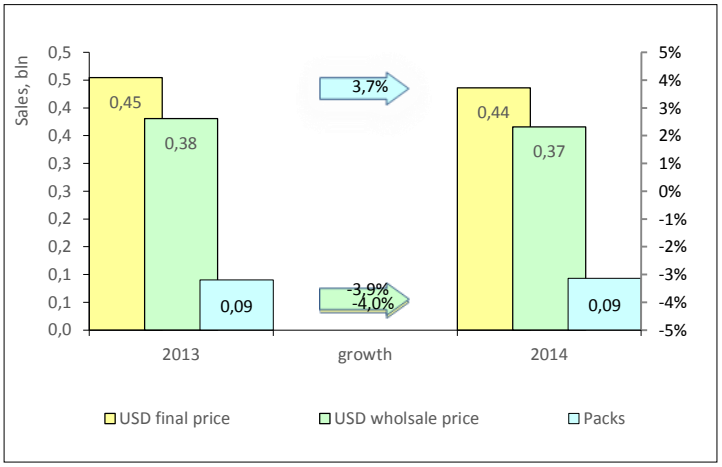
Note: RF Health Ministry data

Table 3. Inflation rates in Nizhny Novgorod region, March 2015

	March 2015 to December 2014
CPI	108.1
CPI for non-food products	108.4
CPI for medications	110.0

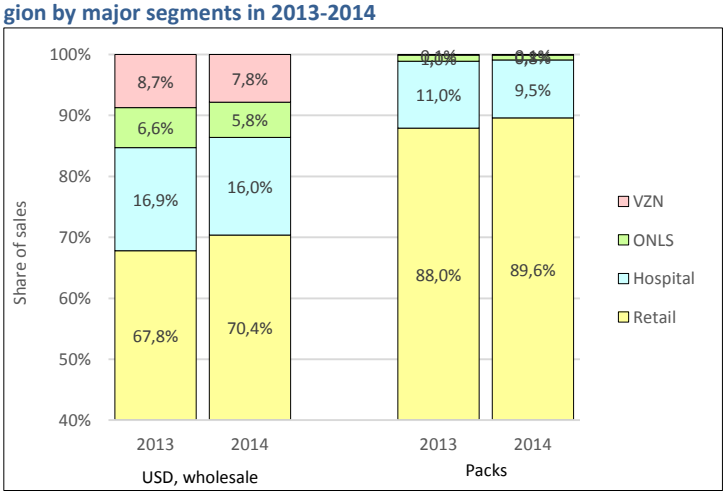
Indicators of the dynamics and structure of the market

Figure 1. Pharmaceutical market of Nizhny Novgorod region in 2013 – 2014



Note: Without BAA sales

Figure 2. Structure of the pharmaceutical market of Nizhny Novgorod region by major segments in 2013-2014



Note: Without BAA sales

Figure 3. Structure of the retail segment of the Nizhny Novgorod region pharmaceutical market in 2013-2014

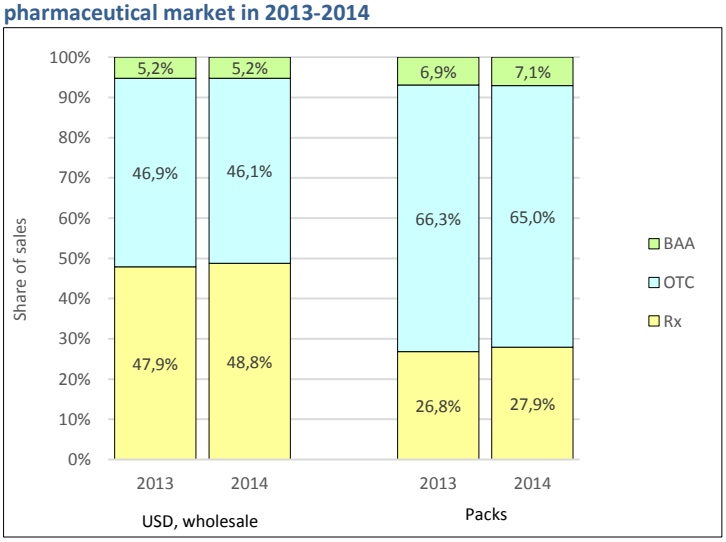
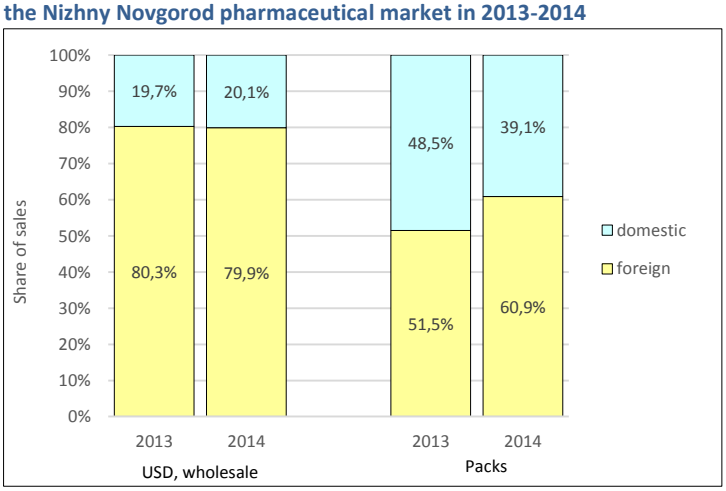


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of the Nizhny Novgorod pharmaceutical market in 2013-2014



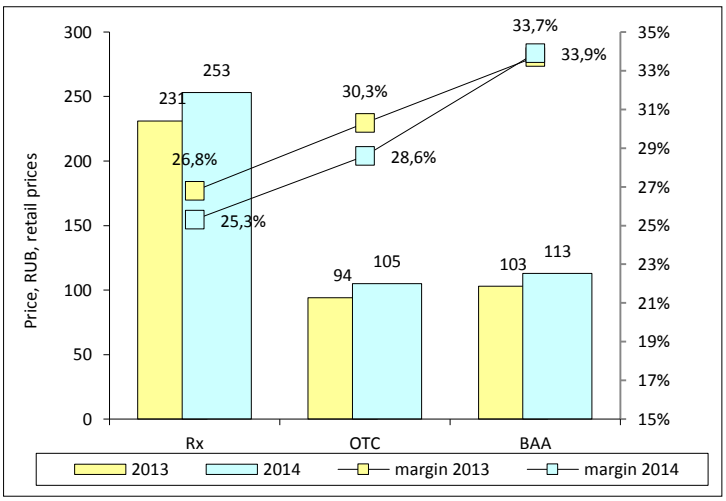
Note: Without BAA sales

Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in Nizhny Novgorod region

	Price dynamics in March 2015 to December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers prices
VED total	5.9	6.0	1.4
Up to RUB 50	7.4		
From RUB 50 to 500	5.5		
Over RUB 500	4.8		

Figure 5. Dynamics of weighted average prices and retail margins in 2013-2014



EKATERINBURG REGION PHARMACEUTICAL MARKET IN 2014 KEY PERFORMANCE INDICATORS

Macroeconomic indices

Table 1: Recent statistical data on socio - economic situation in Ekaterinburg Region

Value	January-February 2015	January-February 2015, % to January-February 2014
Industrial production index		98.3
Retail turnover, RUB bln	154.8	91.6
Monthly average accrued wage per one worker (nominal), RUB	29,054	80.8
real		77.2

Note: Ekaterinburg region TOGS data

Table 2. Health care expenditure of Ekaterinburg region consolidated budget in January - February 2015

	January-February 2015	The share of annual budget
Consolidated budget expenditures on health care, RUB mln	6,245.75	21.22%

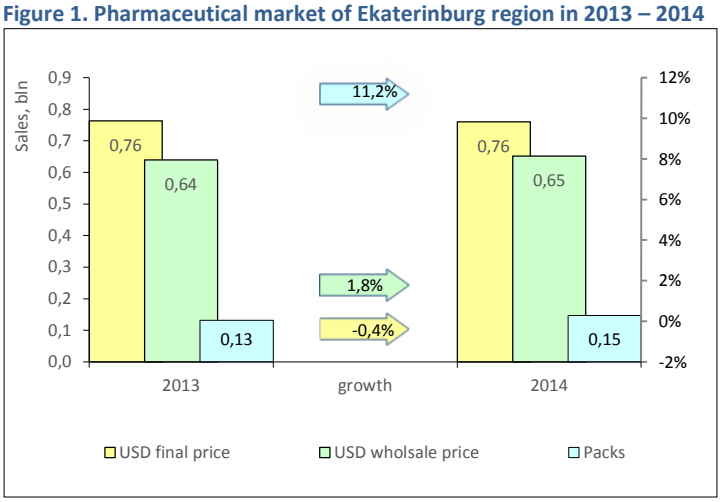
Note: RF Health Ministry data

Table 3. Inflation rates in Ekaterinburg region, March 2015

	February 2015 to December 2014
CPI	107.0
CPI for non-food products	105.7

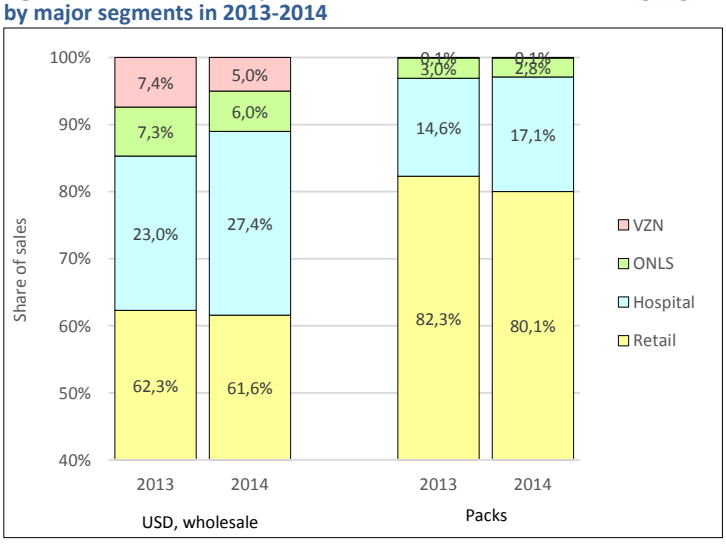
Indicators of the dynamics and structure of the market

Figure 1. Pharmaceutical market of Ekaterinburg region in 2013 – 2014



Note: Without BAA sales

Figure 2. Structure of the pharmaceutical market of Ekaterinburg region by major segments in 2013-2014



Note: Without BAA sales

Figure 3. Structure of the retail segment of the pharmaceutical market in Ekaterinburg region in 2013-2014

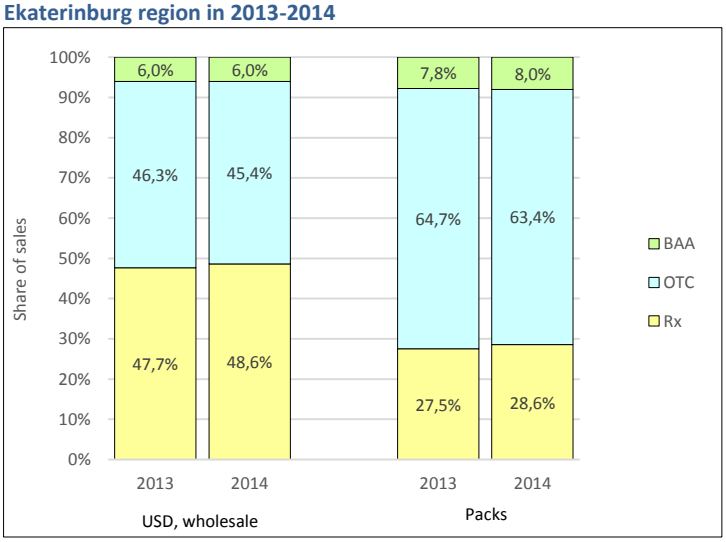
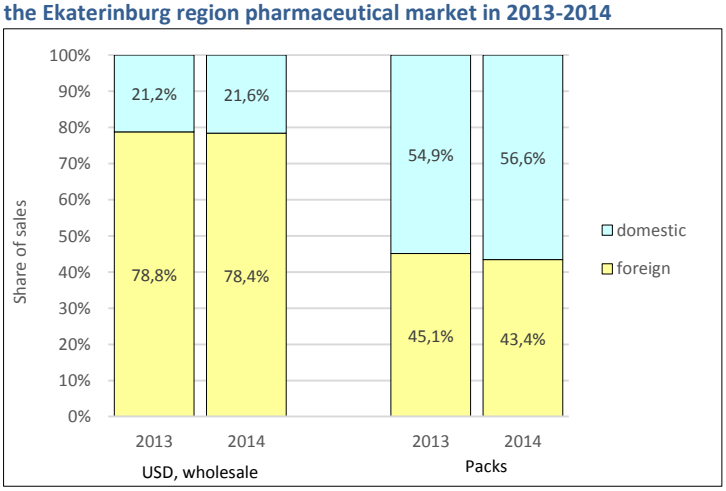


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of the Ekaterinburg region pharmaceutical market in 2013-2014



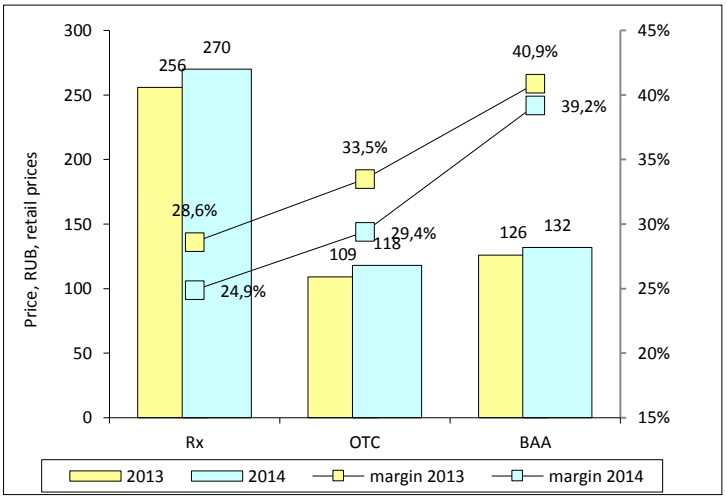
Note: Without BAA sales

Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in Ekaterinburg region

	Price dynamics in March 2015 to December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers prices
VED total	8.7	11.3	2.9
Up to RUB 50	11.2		
From RUB 50 to 500	7.9		
Over RUB 500	6.6		

Figure 5. Dynamics of weighted average prices and retail margins in 2013-2014



NOVOSIBIRSK REGION PHARMACEUTICAL MARKET IN 2014 KEY PERFORMANCE INDICATORS

Macroeconomic indices

Table 1: Recent statistical data on socio - economic situation in Novosibirsk Region

Value	January-March 2015	January-March 2015, % to January-March 2014
Industrial production index		98.0
Retail turnover, RUB bln	104.60	84.6
Monthly average accrued wage per one worker (nominal), RUB	25,855	103.6
real		90.2

Note: Novosibirsk region TOGS data

Table 2. Health care expenditure of Novosibirsk region consolidated budget in January - February 2015

	January-February 2015	The share of annual budget
Consolidated budget expenditures on health care, RUB mln	2,695.54	14.08%

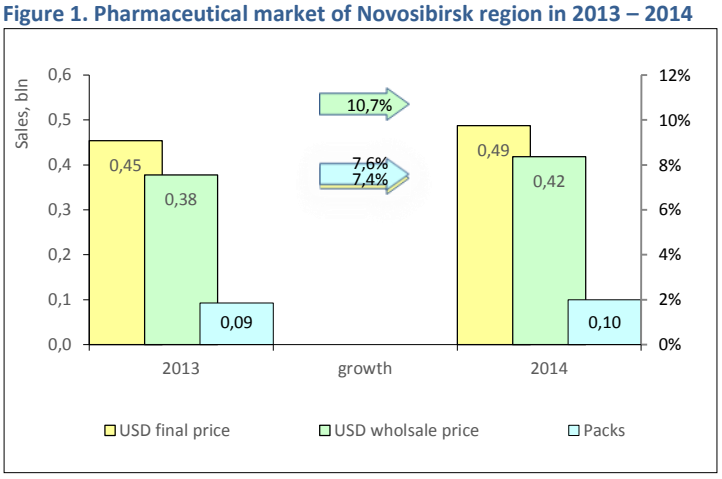
Note: RF Health Ministry data

Table 3. Inflation rates in Novosibirsk region, March 2015

	March 2015 to December 2014
CPI	107.0
CPI for non-food products	106.1
CPI for medications	117.0

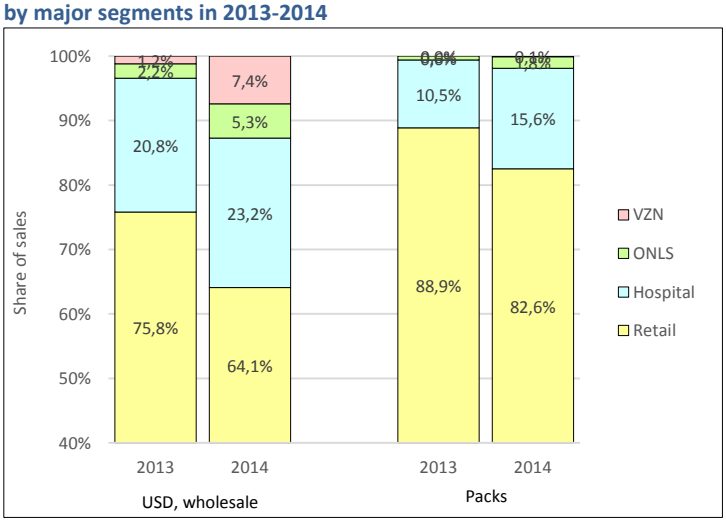
Indicators of the dynamics and structure of the market

Figure 1. Pharmaceutical market of Novosibirsk region in 2013 – 2014



Note: Without BAA sales

Figure 2. Structure of the pharmaceutical market of Novosibirsk region by major segments in 2013-2014



Note: Without BAA sales

Figure 3. Structure of the retail segment of the pharmaceutical market in Novosibirsk region in 2013-2014

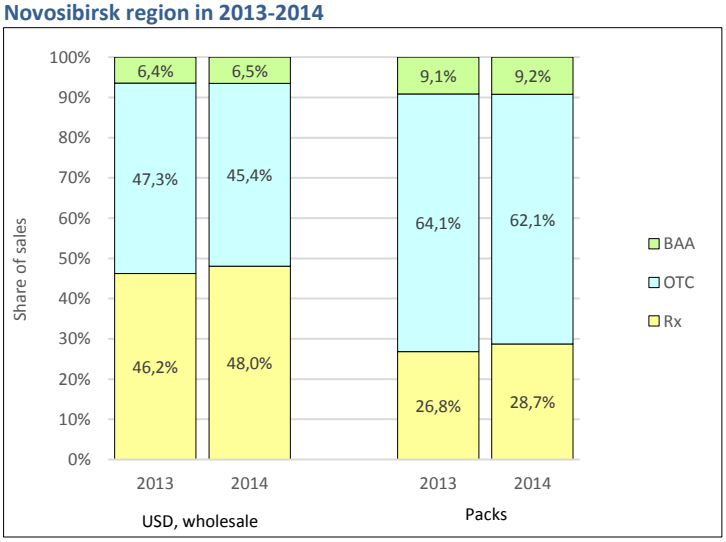
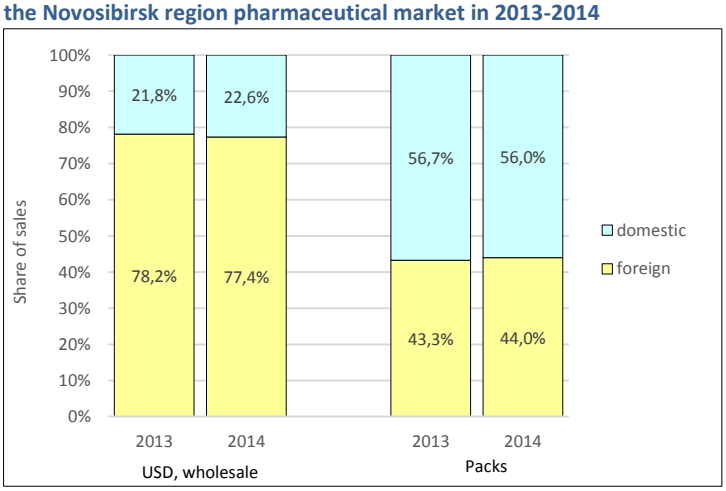


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of the Novosibirsk region pharmaceutical market in 2013-2014



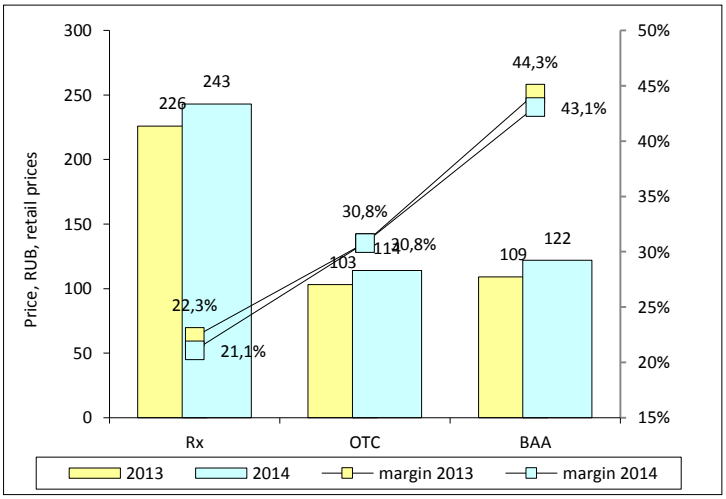
Note: Without BAA sales

Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in Novosibirsk region

	Price dynamics in March 2015 to December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers prices
VED total	8.0	9.0	3.0
Up to RUB 50	12.3		
From RUB 50 to 500	6.9		
Over RUB 500	4.9		

Figure 5. Dynamics of weighted average prices and retail margins in 2013-2014



ROSTOV REGION PHARMACEUTICAL MARKET IN 2014 KEY PERFORMANCE INDICATORS

Macroeconomic indices

Table 1: Recent statistical data on socio - economic situation in Rostov Region

Value	January-March 2015	January-March 2015, % to January-March 2014
Industrial production index		98.1
Retail turnover, RUB bln	181.24	92.7
Monthly average accrued wage per one worker (nominal), RUB	22,360	105.1
real		90.6

Note: Rostov region TOGS data

Table 2. Health care expenditure of Rostov region consolidated budget in January - February 2015

	January-February 2015	The share of annual budget
Consolidated budget expenditures on health care, RUB mln	3,472.576	20.63%

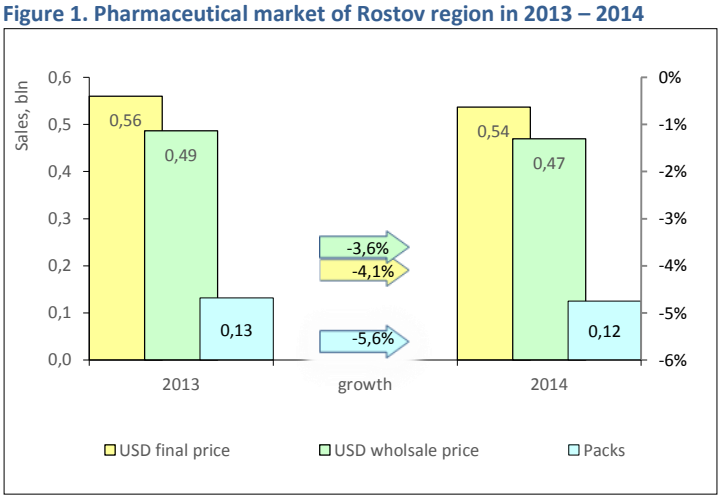
Note: RF Health Ministry data

Table 3. Inflation rates in Rostov region, March 2015

	March 2015 to December 2014
CPI	107.3
CPI for non-food products	107.4

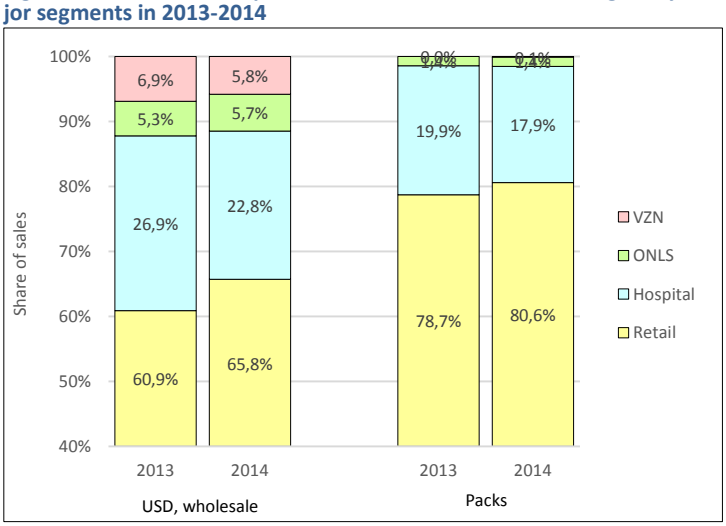
Indicators of the dynamics and structure of the market

Figure 1. Pharmaceutical market of Rostov region in 2013 – 2014



Note: Without BAA sales

Figure 2. Structure of the pharmaceutical market of Rostov region by major segments in 2013-2014



Note: Without BAA sales

Figure 3. Structure of the retail segment of the pharmaceutical market in Rostov region in 2013-2014

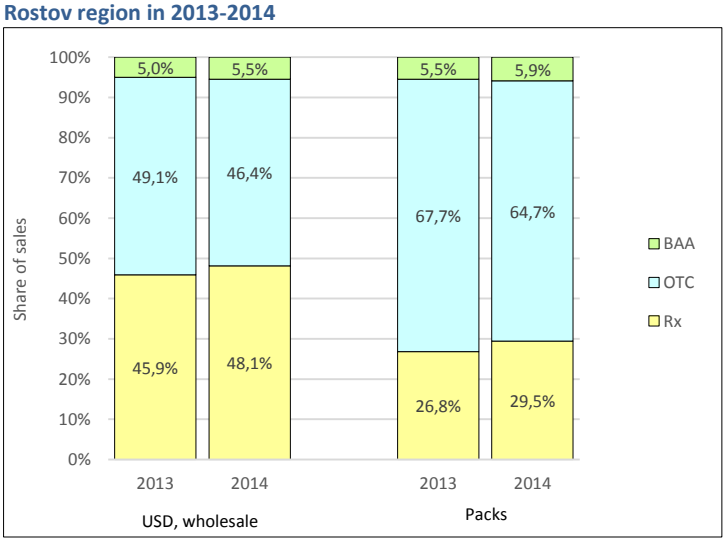
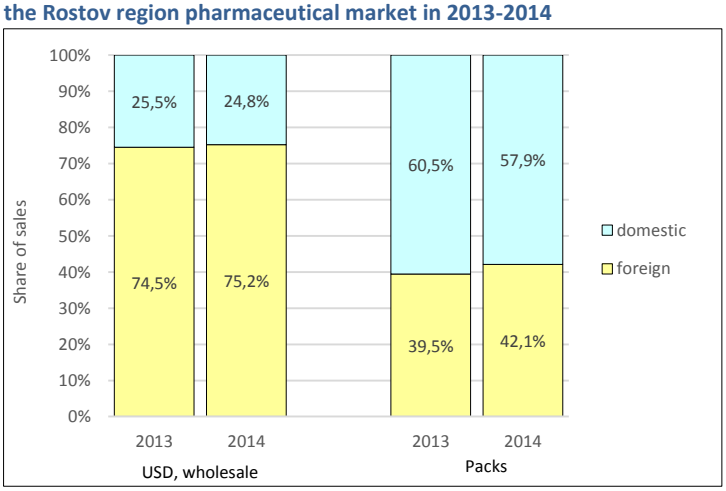


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of the Rostov region pharmaceutical market in 2013-2014



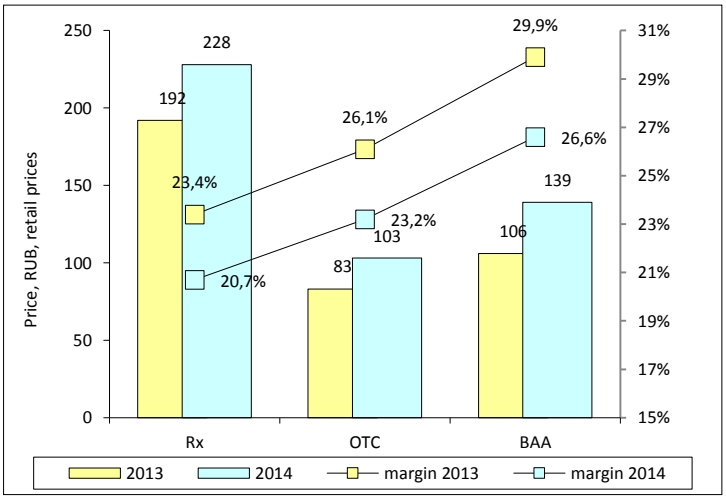
Note: Without BAA sales

Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in Rostov region

	Price dynamics in March 2015 to December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers prices
VED total	8.5	9.3	4.5
Up to RUB 50	12.8		
From RUB 50 to 500	7.6		
Over RUB 500	3.9		

Figure 5. Dynamics of weighted average prices and retail margins in 2013-2014



KHABAROVSK KRAI PHARMACEUTICAL MARKET IN 2014 KEY PERFORMANCE INDICATORS

Macroeconomic indices

Table 1: Recent statistical data on socio - economic situation in Khabarovsk Krai

Value	January-March 2015	January-March 2015, % to January-March 2014
Industrial production index		99.0
Retail turnover, RUB bln	59, 47	100.9
Monthly average accrued wage per one worker (nominal), RUB	34,019	104.2
real		88.9

Note: Khabarovsk Krai TOGS data

Table 2. Health care expenditure of Khabarovsk krai consolidated budget in January - February 2015

	January-February 2015	The share of annual budget
Consolidated budget expenditures on health care, RUB mln	2,004.567	15.38%

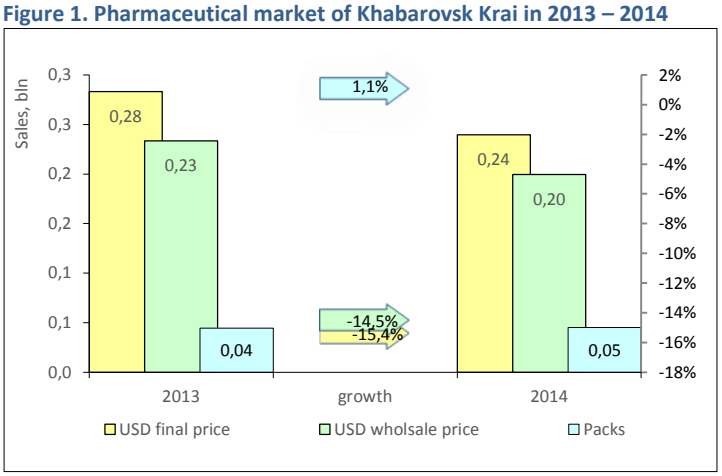
Note: RF Health Ministry data

Table 3. Inflation rates in Khabarovsk Krai, March 2015

	March 2015 to December 2014
CPI	107.8
CPI for non-food products	107.5
CPI for medications	111.8

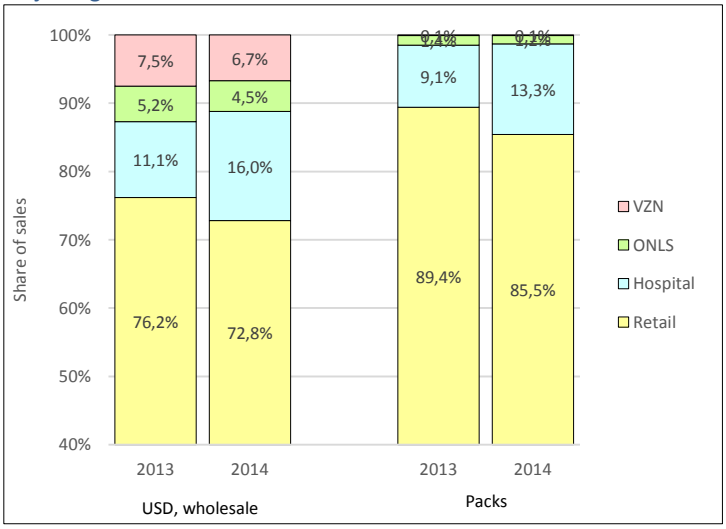
Indicators of the dynamics and structure of the market

Figure 1. Pharmaceutical market of Khabarovsk Krai in 2013 – 2014



Note: Without BAA sales

Figure 2. Structure of the pharmaceutical market of Khabarovsk Krai by major segments in 2013-2014



Note: Without BAA sales

Figure 3. Structure of the retail segment of the Khabarovsk Krai pharmaceutical market in 2013-2014

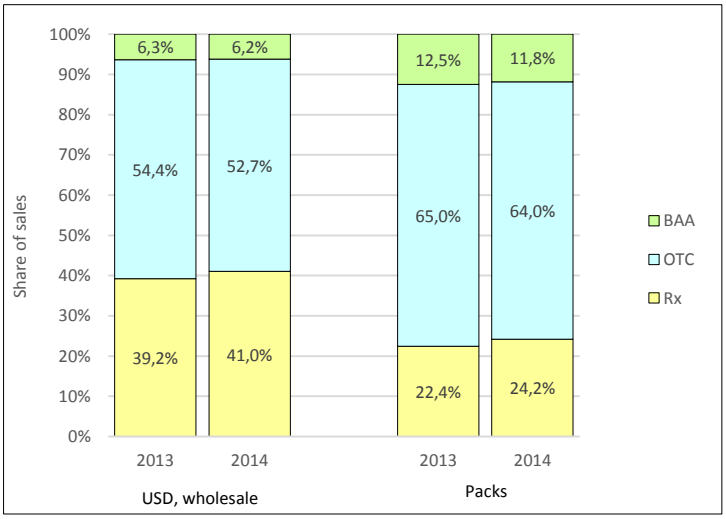
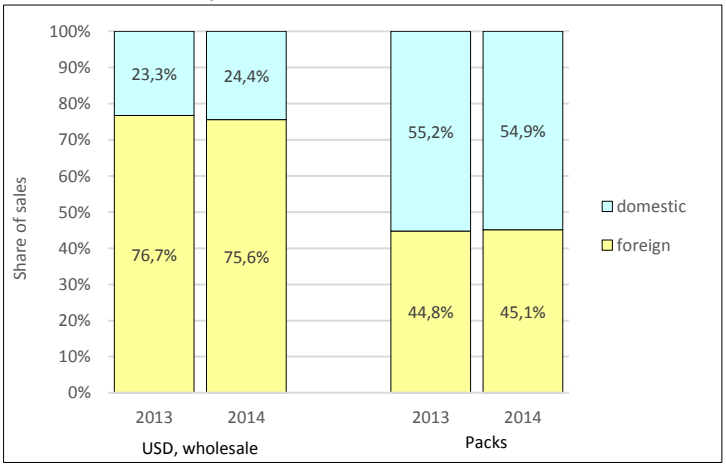


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of the Khabarovsk Krai pharmaceutical market in 2013-2014



Note: Without BAA sales

Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in Khabarovsk Krai

	Price dynamics in March 2015 to December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers prices
VED total	5, 9	6, 8	3, 2
Up to RUB 50	7, 7		
From RUB 50 to 500	5, 6		
Over RUB 500	3, 2		

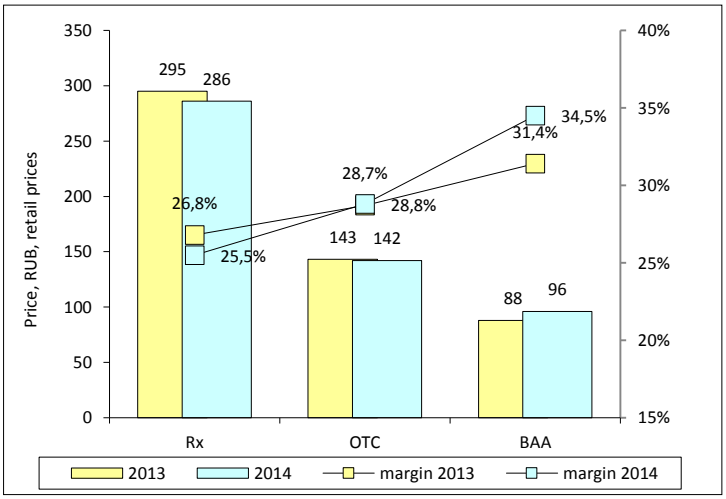



Figure 5. Dynamics of weighted average prices and retail margins in 2013-2014