

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

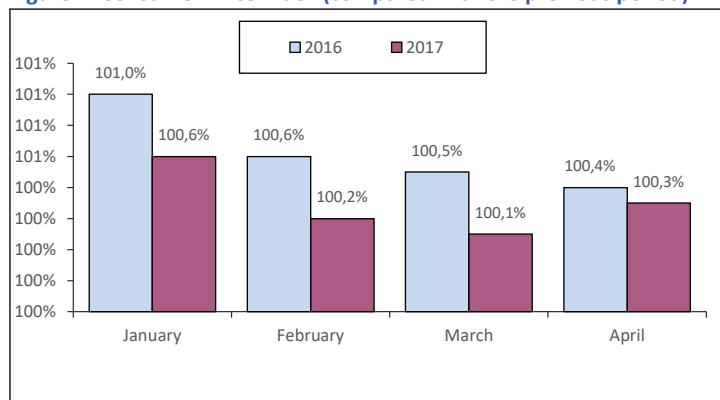
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.3% in April 2017, compared to the previous month, - 101.3% as against December 2016.

In April this year, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 98.5%, whereas in the month-earlier period it had amounted to 99.7%.

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



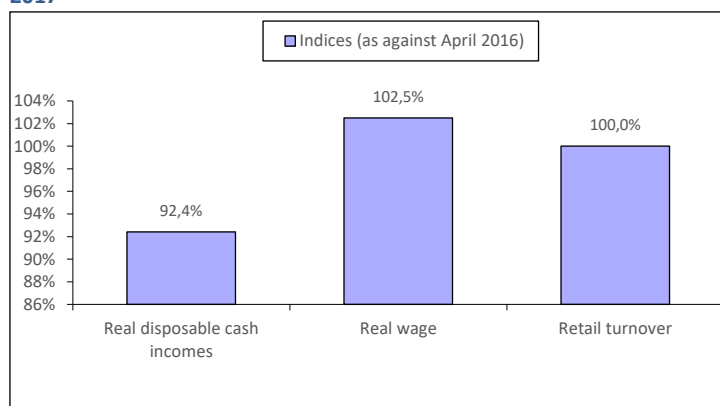
Living standard

According to preliminary Federal State Statistics Service's data, in April 2017 a gross monthly average wage per worker reached RUB 39,253 (USD 695.61) which accounted for 102% compared to the previous month and 106.7% compared to April 2016. The real wage in April 2017 accounted for 102.5% compared to April in 2016. In April 2017, the real value of disposable cash incomes accounted for 92.4% as compared with the same period of 2016 (Fig. 2).

Retail turnover

In April 2017, the retail turnover was estimated at RUB 2329.3 bil., which in comparable prices accounted for 100.0% compared to the same period a year ago, in January-April 2017 - RUB 9064.7 bil. or 98.6% (Fig. 2).

Figure 2. Real values of cash income, wage and retail turnover in March 2017



Industrial Production

According to Federal State Statistics Service's data, in April 2017 Industrial Production Index accounted for 102.3% compared to the same period in 2014, and in January-April 2017 - 100.7%.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in April 2017 accounted for 107.2% compared to the relevant period of the previous year, and 109.3% to the previous month.

Domestic production

Table 1 provides the top 10 domestic pharmaceutical manufacturers according to their volumes of sales in all segments of the market based on the results for April 2017.

Table 1. The top ten Russian chemical and pharmaceutical manufacturers by sales volume in April 2017

Rank	Manufacturer	RUB mil.
1	Generium	2890.39
2	Nativa	2447.12
3	Biocad	2350.12
4	Otcpharm	1737.99
5	Pharmstandart	1166.94
6	Stada	1139.79
7	Valenta	860.08
8	Sotex	766.24
9	Servier	726.95
10	Akrikin Pharma	603.83

Source - Remedium according to IMS Health's data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In March 2017 compared to February, growth in pharmacy sales (in terms of roubles) was reported in all analysed regions. The most pronounced growth in sales was observed in Moscow, St. Petersburg and Tatarstan (+22% each), the least one - in Perm (+0.3%).

Table 2. Pharmacy sales in the regions, 2017

Region	Pharmacy sales, \$ mil. (wholesale prices)			Growth gain, % (roubles)		
	January 2017	February 2017	March 2017	January 17/ December 16	February/January 17	March / February 17
Moscow	126.6	143.8	175.7	-40%	11%	22%
St. Petersburg	43.4	47.7	58.4	-28%	7%	22%
Krasnodar Krai	34.7	31.8	37.3	-18%	-11%	17%
Novosibirsk Region	20.6	19.6	22.0	-10%	-7%	12%
Tatarstan	23.6	22.9	28.1	-15%	-5%	22%
Krasnoyarsk Krai	26.3	26.8	29.5	-8%	-0.5%	9%
Rostov Region	22.6	21.4	24.0	-13%	-8%	12%
Voronezh Region	15.9	14.5	16.4	-16%	-11%	13%
Perm	7.8	7.8	8.0	-10%	-2%	3%
Tyumen	6.4	6.2	7.0	-12%	-6%	12%

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 April 2017

Rank	Company*	Quantity of broadcasts
1	Berlin-Chemie Menarini Group	13,665
2	Otcpharm	12,519
3	Teva	11,578
4	Bayer AG	9,619
5	GSK Consumer Healthcare	7,568

Source - Remedium according to Mediascope's data

Table 4. Top five brand names in mass media in April, 2017

Rank	Brand*	Quantity of broadcasts
1	Evalar	5,117
2	Nurofen	2,943
3	Exoderil	2,634
4	Loceryl	2,467
5	Phosphalugel	2,395

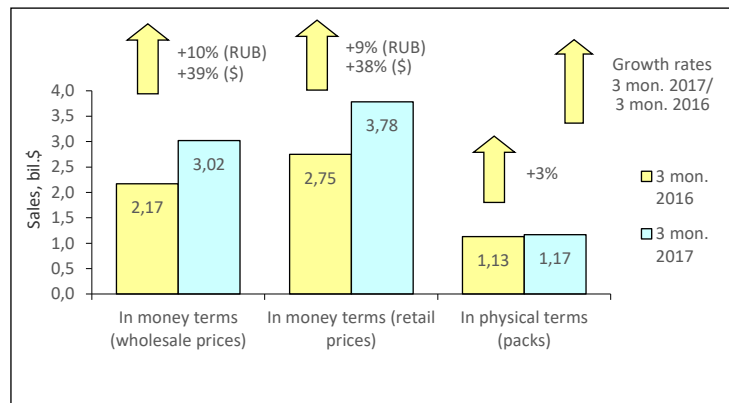
Source - Remedium according to Mediascope's data

* Only products registered with State Register of Medicines were considered

RUSSIAN PHARMACY OTC DRUG MARKET: 2017 FIRST THREE MONTHS RESULTS

According to the results of the Retail Audit of Over-the-Counter Drugs (OTC) in Russian Federation™, at the end of the first three months of 2017 the sales of OTC drugs in physical terms in pharmacies of Russia saw a 3% increase to 1.167 bil. packs. In money terms, the market saw a 10% increase in terms of roubles and 39% in terms of dollars. At the same time, the market reached RUB 177.944 bil. (USD 3.023 bil.) at wholesale prices (Fig.1). The average cost of an OTC pack increased as compared to a year earlier (USD 2.43) and reached USD 3.24 at retail prices. Consumer spending for drugs in Russia averaged to USD 25.78 for the first quarter of 2017, whereas during the same period a year ago it averaged to USD 18.76.

Figure 1. Russian pharmacy market for 3 months of 2016 – 3 months of 2017



Summarizing the results for 2017, the drug manufacturer BAYER (+19%¹) became the leader of the market, displacing the less dynamic SANOFI-AVENTIS (+2%) down one rank (Table 1). Despite lagging behind the growth rates and reduction in market share, the manufacturers TEVA (+1%), OTC PHARM (+7%) and SERVIER (+5%) held their previous ranks three through five. MENARINI (+10%) also held its own, rounding out the top ten ranking. The remaining four manufacturers showed signs of outperformance. At the same time, the manufacturers NYCOMED/TAKEDA (+20%), STADA (+17%) and the newcomer AB-BOTT (+16%) broke into the ranks of the top ten, moving up to ranks six, eight and nine, respectively, displacing SANDOZ (+14%) down one rank, to number seven. The cumulative share of the top 10 manufacturers didn't virtually change and accounted for 34.6%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank	Manufacturer*		Share in total pharmacy sales, %	
	3 mon. 2017	3 mon. 2016	3 mon. 2017	3 mon. 2016
1	2	BAYER HEALTHCARE	4.8	4.5
2	1	SANOFI-AVENTIS	4.3	4.6
3	3	TEVA	3.8	4.1
4	4	OTCPHARM	3.6	3.7
5	5	SERVIER	3.3	3.5
6	7	NYCOMED/TAKEDA	3.2	3.0
7	6	SANDOZ	3.2	3.1
8	9	STADA	2.9	2.8
9	11	ABBOTT	2.9	2.7
10	10	MENARINI	2.7	2.7
Total			34.6	34.5

*AIPM members are in bold

ESSENTIALE (+2%) and NUROFEN (+24%) became the best-selling brands on the national pharmacy market (Table 2). The former leaders KAGOCEL (-31%) and INGAVIRIN (-41%) showed strong negative growth rates and moved down to ranks three and four. As before, CONCOR (+3%) held its previous rank five. In addition to the leaders, another four drug manufacturers from the top ten rating showed growth in sales. ACTOVEGIN (+11%) and CARDIOMAGNYL (+16%), and the newcomers of the top ten DETRALEX (+32%) and MEXIDOL (+24%) moved up to ranks six through nine respectively. At the same time, the less dynamic THERAFLU (+2%) moved down to the last rank of the top ten. The total share of the top 10 brand names reduced from 7.8% to 6.9%.

Table 2. The top ten brands by pharmacy sales

Rank	Brand		Share in total pharmacy sales, %	
	3 mon. 2017	3 mon. 2016	3 mon. 2017	3 mon. 2016
1	3	ESSENTIALE	0.8	0.9
2	6	NUROFEN	0.8	0.7
3	2	KAGOCEL	0.8	1.2
4	1	INGAVIRIN	0.8	1.4
5	5	CONCOR	0.7	0.7
6	8	ACTOVEGIN	0.7	0.7
7	10	CARDIOMAGNYL	0.6	0.6
8	13	DETRALEX	0.6	0.5

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

Rank		Brand	Share in total pharmacy sales, %	
3 mon. 2017	3 mon. 2016		3 mon. 2017	3 mon. 2016
9	12	MEXIDOL	0.6	0.5
10	9	THERAFLU	0.6	0.6
Total			6.9	7.8

In contrast to the above rankings, the leader of the top ten INNs and grouping names ranking didn't change: INN XYLOMETAZOLINE (+21%) held and strengthened its previous rank (Table 3). The other top 10 INNs changed their ranks; moreover, seven INNs improved them. Thus, IBUPROFEN (+35%) moved up from rank eight to two. INNs PANCREATIN (+20%), BISOPROLOL (+9%), PHOSPHOLIPIDS (+7%) and NIMESULIDE (+1%) improved their positions by one p.p., moving up to ranks three through six respectively. The newcomers, composition DIOSMIN*HESPERIDIN (+23%) and ROSUVASTATIN (+36%) broke into the ranks of the top ten, moving up to ranks seven and eight. KAGOCEL (-31%) and IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (-41%) reduced their sales and fell in the ranks, moving down to numbers nine and ten of the top ten. The total share of the top 10 decreased from 10.2% to 9.7%.

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

Rank	INN/Group Names		Share in total pharmacy sales, %	
	3 mon. 2017	3 mon. 2016	3 mon. 2017	3 mon. 2016
1	1	XYLOMETAZOLINE	1.7	1.6
2	8	IBUPROFEN	1.1	0.9
3	4	PANCREATIN	1.0	1.0
4	5	BISOPROLOL	0.9	0.9
5	6	PHOSPHOLIPIDS	0.9	0.9
6	7	NIMESULIDE	0.8	0.9
7	13	DIOSMIN*HESPERIDIN	0.8	0.7
8	16	ROSUVASTATIN	0.8	0.6
9	3	KAGOCEL	0.8	1.2
10	2	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.8	1.4
Total			9.7	10.2

M01 Anti-inflammatory and antirheumatic products (+16%) and C09 Agents acting on the rennin-angiotensin system (+18%) took the lead in the top ten ATC groups ranking in the Russian pharmacy market (Table 4). Group J05 Antivirals for systemic use saw a 30% reduction in sales and moved down to rank three in the top ten. R01 Nasal preparations (+13%) moved up to rank four from five, displacing J01 Antibacterials for systemic use (+11%) down one rank. G03 Sex hormones (+18%) improved its position by two p.p., moving up to rank eight and displacing A11 Vitamins (+3%) down. The only newcomer of the top ten A07 Antidiarrheals (+20%) moved up to rank ten from eleven. The groups N02 Analgesics and R05 Cough and Cold Preparations (+11% each) held their previous ranks six and seven in the ranking. In total, based on the results for three months of 2017, the top ten ATC groups accumulated 38.2% of the Russian market, which was less than in the year-earlier period (39.4%).

Table 4. The top ten ATC Groups by pharmacy sales

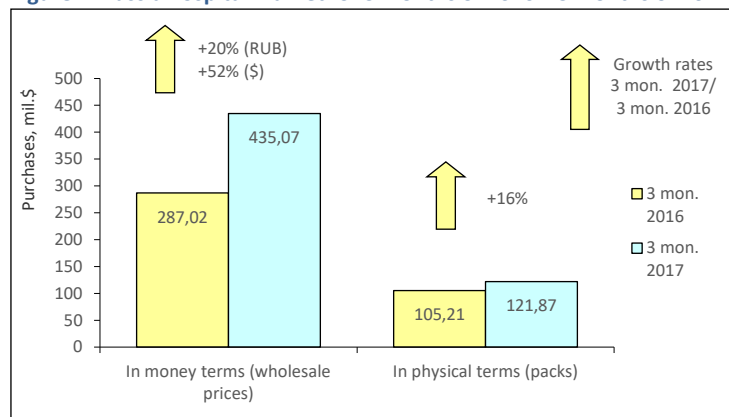
Rank	ATC code		ATC group	Share in total pharmacy sales, %	
	3 mon. 2017	3 mon. 2016		3 mon. 2017	3 mon. 2016
1	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.8	4.5
2	3	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.4	4.1
3	1	J05	ANTIVIRALS FOR SYSTEMIC USE	4.0	6.3
4	5	R01	NASAL PREPARATIONS	4.0	3.9
5	4	J01	ANTIBACTERIALS FOR SYST USE	4.0	3.9
6	6	N02	ANALGESICS	3.7	3.6
7	7	R05	COUGH AND COLD PREPARATIONS	3.6	3.6
8	10	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.4	3.2
9	8	A11	VITAMINS	3.3	3.5
10	11	A07	ANTI-DIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	3.0	2.8
Total				38.2	39.4

Conclusion. On the basis of the results for the first quarter of 2017, the pharmacy market of the Russian Federation brought in RUB 222.734 bil. (USD 3.784 bil.). This is 9% in terms of roubles and 38% in terms of dollars higher than during the same period in 2016. In pack terms, the market also showed the positive growth rates (+3%) and brought in 1.167 bil. packs. Based on the results for January - March of 2017, the average price per FPP pack in the national pharmacies was USD 3.24, whereas in 2016 it was USD 2.43. The average expenses of the Russian Federation residents for purchase of OTC drugs in pharmacies also increased as compared to the previous year (USD 25.78 vs. USD 18.76).

RUSSIAN FEDERATION HOSPITAL MARKET: 2017 FIRST THREE MONTHS RESULTS

According to the results of the Budget Audit of FPPs in the Russian Federation (without DLO and regional benefit)[™], based on the results for the first quarter of 2017 the national hospital market increased by 16% in physical terms and amounted to 121.867 mil. packs. In money terms, the market also showed positive growth rates both in terms of roubles (20%) and in terms of dollars (+52%) and reached RUB 25.613 bil. (USD 435.072 mil.) in wholesale prices. Based on the results for January-March of 2017, the average price per FPP pack in the hospital sector of the country was USD 3.57, whereas in the year-earlier period its price was USD 2.73.

Figure 1. Russia hospital market for 3 months of 2016 – 3 months of 2017



At the end of the first three months of 2017, the manufacturers SANOFI-AVENTIS (+28%) and BIOCAD, which increased its purchases by 2.2 times and broke into the ranks of the top ten, moved up to the leading positions of the top ten manufacturers ranking on the hospital market of Russia (Table 1). One more newcomer BAYER (+35%) moved up to rank seven from 11. In addition, another three manufacturers from the top ten ranking showed outperformance and rose in the ranks. The drug manufacturers ASTRAZENECA (+57%), VEROPHARM (+22%) and NYCOMED/TAKEDA (+21%) moved up to ranks four, five and eight, respectively. At the same time, MERCK SHARP DOHME (-2%), which reduced its purchases, and PFIZER (+16%) and JOHNSON & JOHNSON (+2%), which showed relatively low growth rates, in contrast, moved down to the lower ranks six, nine and ten, respectively. Only the manufacturer ABBVIE (+6%) held its previous rank three. The total share accumulated by the top 10 drug manufacturers increased by 1.2 p.p. and amounted to 26.7%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
3 mon. 2017	3 mon. 2016		3 mon. 2017	3 mon. 2016
1	2	SANOFI-AVENTIS	3.9	3.7
2	14	BIOCAD RF	3.3	1.8
3	3	ABBVIE	3.0	3.5
4	10	ASTRAZENECA	2.7	2.1
5	7	VEROPHARM	2.4	2.4
6	4	MERCK SHARP DOHME	2.4	2.9
7	11	BAYER HEALTHCARE	2.4	2.1
8	9	NYCOMED/TAKEDA	2.3	2.3
9	8	PFIZER	2.2	2.3
10	6	JOHNSON & JOHNSON	2.1	2.4
Total			26.7	25.5

*AIPM members are in bold

The leaders of the top ten brands NATRIUM CHLORIDUM (-16%) and KALETRA (-24%), and FPP SEVORAN (-4%) placed at rank six, held their own in the ranking, though all three showed negative growth rates (Table 2). The brands CUROSURF (-7%) and ULTRAVIST (-8%) also showed reduction in purchases. On top of that, the former moved up one rank, and the latter moved down, coming in at numbers three and eight, respectively. The other five brands of the top 10 rose in the ranks. CLEXAN (+39%) and ACTILYSE (+36%) moved up to ranks four and five, and the newcomers TRASTUZUMAB, VACC CONTRA ENCEFAL (+7%) and TAXACAD (+80%) moved up to ranks seven and the last two ranks. The total share of the top 10 trade names decreased from 12.6% to 10.9%.

Table 2. The top 10 brands by hospital purchases

Rank in the top ten		Brand	Share in total hospital purchases, %	
3 mon. 2017	3 mon. 2016		3 mon. 2017	3 mon. 2016
1	1	NATRIUM CHLORIDUM	3.3	4.7
2	2	KALETRA	1.2	2.0
3	4	CUROSURF	1.0	1.3
4	8	CLEXAN	0.9	0.8
5	9	ACTILYSE	0.9	0.8
6	6	SEVORAN	0.8	1.0
7	N/A	TRASTUZUMAB	0.8	N/A
8	7	ULTRAVIST	0.7	0.9
9	11	VACC CONTRA ENCEFAL.	0.6	0.7

Rank in the top ten		Brand	Share in total hospital purchases, %	
3 mon. 2017	3 mon. 2016		3 mon. 2017	3 mon. 2016
10	30	TAXACAD	0.6	0.4
Total			10.9	12.6

As in the previous top ten, half of the top ten INN and group names showed negative growth rates (Table 3). Among them were SODIUM (-16%) which held its previous rank one and TRASTUZUMAB (-11%) which moved up to rank two from three. Due to 24% reduction in purchases, the composition LOPINAVIR*RITONAVIR moved down to rank eight from two. CEFTRIAXONE (-14%) and PORACTANT ALFA (-7%) moved down to the lower ranks five and ten. INNs with positive growth rates held and improved their positions. VACCINE, TICK BORNE ENCEPHALITIS (+15%) and DOCETAXEL (+36%) held their previous ranks seven and nine, and ENOXAPARIN SODIUM (+26%), MEROPENEM (+50%) and IMMUNOGLOBULIN BASE (+44%) moved up to ranks three, four and six. On top of that, the latter two INNs broke into the ranks of the Top -10 ranking for the first time. The total share of the top 10 decreased from 17.5% to 14.7%.

Table 3. The top 10 INNs and Group Names by hospital purchases

Rank		INNs/Group Names	Share in total hospital purchases, %	
3 mon. 2017	3 mon. 2016		3 mon. 2017	3 mon. 2016
1	1	SODIUM	3.3	4.7
2	3	TRASTUZUMAB	1.4	1.9
3	6	ENOXAPARIN SODIUM	1.4	1.4
4	11	MEROPENEM	1.3	1.1
5	4	CEFTRIAXONE	1.3	1.8
6	12	IMMUNOGLOBULIN BASE	1.3	1.1
7	7	VACCINE, TICK BORNE ENCEPHALITIS	1.2	1.3
8	2	LOPINAVIR*RITONAVIR	1.2	2.0
9	9	DOCETAXEL	1.2	1.1
10	8	PORACTANT ALFA	1.0	1.3
Total			14.7	17.5

One newcomer broke into the ranks of the top 10 ATC groups ranking in the national hospital market: A10 Drugs used in diabetes (+74%) moved up to rank seven from 11 (Table 4). B01 Antithrombotic agents (+32%) also showed a rating boost, moving up one p.p. to rank four. At the same time, the groups J05 Antivirals for systemic use (-26%) and J07 Vaccines (+11%) moved down one rank, and N01 Anesthetics (+17%) moved down from rank eight to ten. Five ATC groups from the top ten held their own in the ranking. Among them were the top five ATC groups L01 Antineoplastic Agents (+3%), J01 Antibacterials for Systemic Use (+17%) and B05 Blood Substitutes and Perfusion Solutions (-1%), and V08 Contrast media (+8%) and N05 Psycholeptics (+22%) placed at ranks six and nine. In total, the top ten ATC groups accumulated 56.2% of the hospital market, whereas in the year-earlier period 62.3%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
3 mon. 2017	3 mon. 2016			3 mon. 2017	3 mon. 2016
1	1	L01	ANTINEOPLASTIC AGENTS	12.5	14.5
2	2	J01	ANTIBACTERIALS FOR SYST USE	10.7	11.0
3	3	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	7.2	8.7
4	5	B01	ANTITHROMBOTIC AGENTS	6.4	5.9
5	4	J05	ANTIVIRALS FOR SYSTEMIC USE	5.2	8.4
6	6	V08	CONTRAST MEDIA	3.0	3.3
7	11	A10	DRUGS USED IN DIABETES	2.9	2.0
8	7	J07	VACCINES	2.8	3.0
9	9	N05	PSYCHOLEPTICS	2.8	2.7
10	8	N01	ANESTHETICS	2.7	2.7
Total				56.2	62.3

Conclusion. At the end of the first three months of 2017, the Russian hospital market increase noteworthy both in rouble terms (+20%) and in dollar terms (+52%) and brought in RUB 25.613 bil. (USD 435.072 mil.). In physical terms, the market expanded by 16% and amounted to 121.867 mil. packs. At the end of the first quarter of 2017, the average cost of a finished pharma product (FPP) pack in the national hospital sector amounted to USD 3.57 vs. USD 2.73 in the year earlier period.

PHARMACEUTICAL MARKET OF THE CENTRAL FEDERAL DISTRICT (CFD) IN THE FIRST QUARTER OF 2017 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	March-January 2017	March-January 2017 (%) as against March-January 2016
Industrial production index		100.1
Retail turnover, RUB bil.	2,327.7	99.2
Monthly average accrued wage per one worker (nominal), RUB	46,648	108.2
real		103.0

Note: CFD TOGS data

Table 2. Inflation rates in the CFD, December 2016

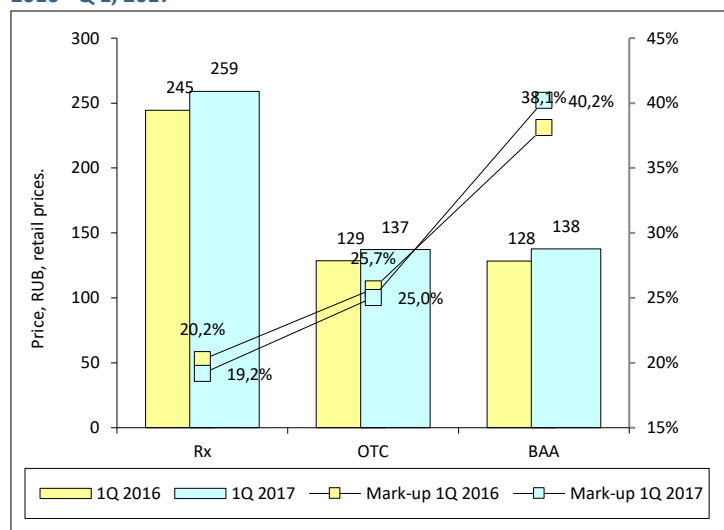
	March 2017 against December 2016
CPI	101.1
CPI for non-food products	101.0

Indicators of price dynamics and retail margins

Table 3. Results of the VED price monitoring conducted by Roszdravnadzor in CFD

	Price dynamics in May 2017 to December 2016 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	0,0	0.3	0.8
Up to RUB 50	-0.4		
From RUB 50 to 500	0,1		
Over RUB 500	0.3		

Figure 1. Dynamics of weighted average prices and retail margins in Q 1, 2016 - Q 1, 2017



Indicators of the dynamics and structure of the market²

Figure 2. CFD pharmaceutical market in Q, 2016 - Q 1, 2017

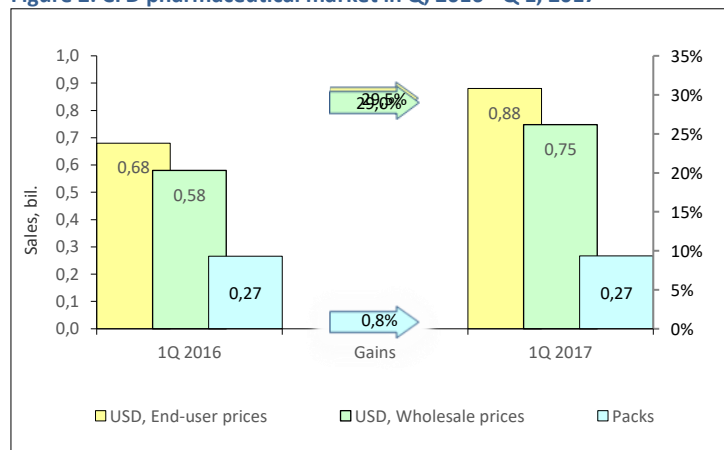


Figure 3. Structure of CFD pharmaceutical market by major segments in Q 1, 2016 - Q 1, 2017

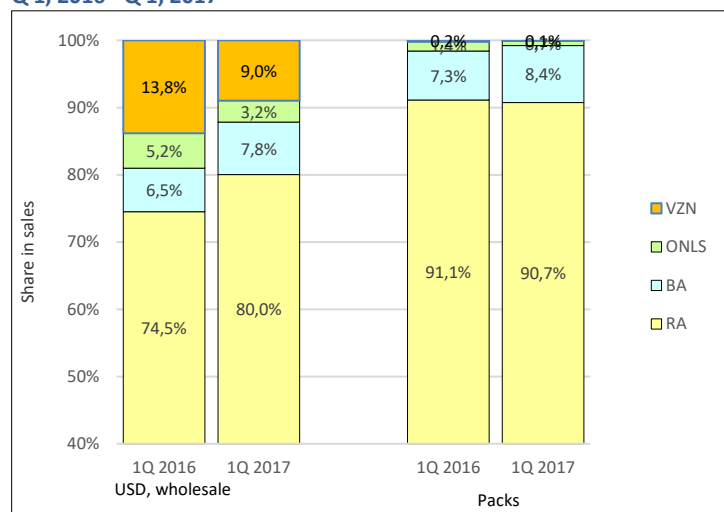


Figure 4. Structure of the retail segment of CFD market in Q 1, 2016 - Q 1, 2017

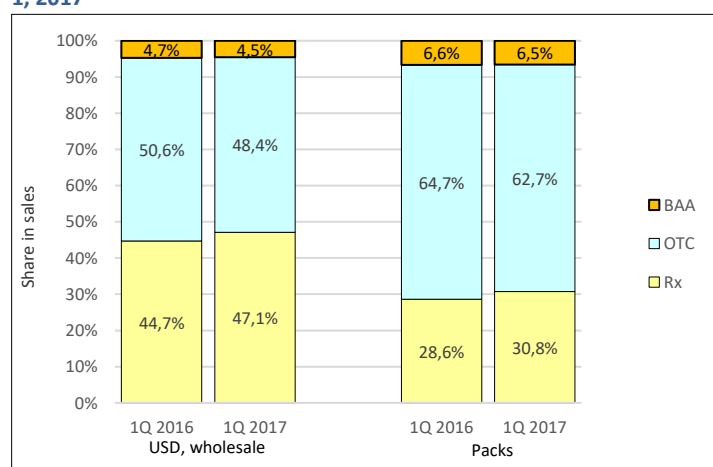
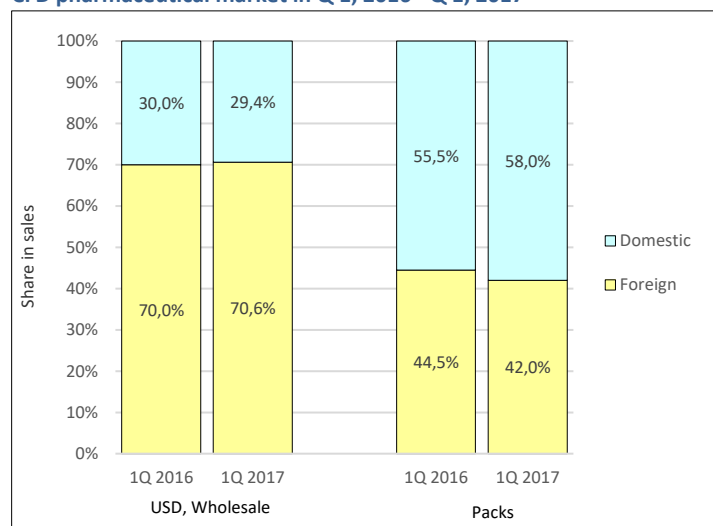


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of CFD pharmaceutical market in Q 1, 2016 - Q 1, 2017



² Exclusive of Moscow

PHARMACEUTICAL MARKET OF THE NORTH-WESTERN FEDERAL DISTRICT (NWFD) IN Q 1, 2017 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	March-January 2017	March-January 2017 (%) as against March-January 2016
Industrial production index		100.0
Retail turnover, RUB bil.	662.8	99.2
Monthly average accrued wage per one worker (nominal), RUB	41,641	106.8
real		102.2

Note: NWFD TOGS data

Table 2. Inflation rates in the NWFD, December 2016

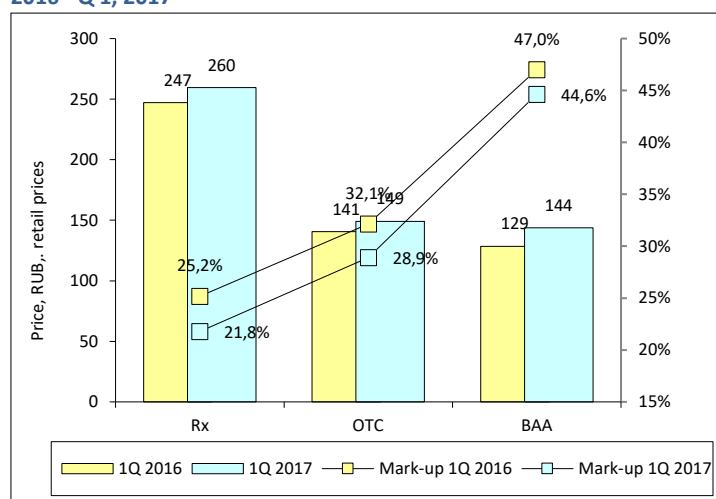
	March 2017 against December 2016
CPI	101.5
CPI for non-food products	101.0

Indicators of price dynamics and retail margins

Table 3. Results of the VED price monitoring conducted by Roszdravnadzor in NWFD

	Price dynamics in May 2017 to December 2016 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	-0.1	-0.1	0.3
Up to RUB 50	-0.2		
From RUB 50 to 500	0,0		
Over RUB 500	0.3		

Figure 1. Dynamics of weighted average prices and retail margins in Q 1, 2016 - Q 1, 2017



Indicators of the dynamics and structure of the market³

Figure 2. NWFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

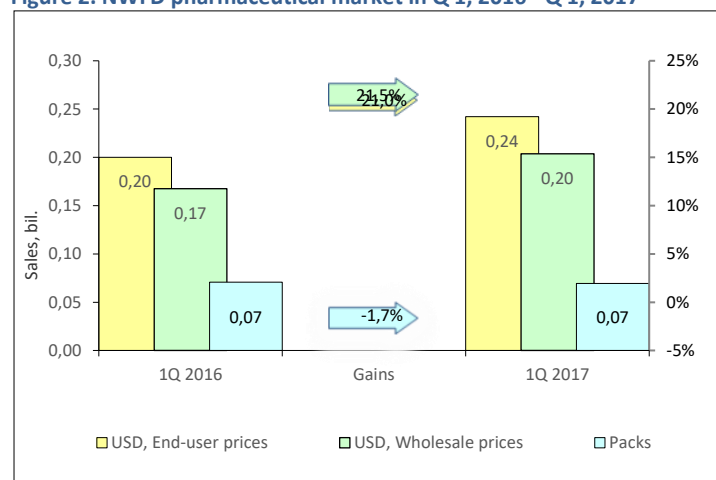


Figure 3. Structure of NWFD pharmaceutical market by major segments in Q 1, 2016 - Q 1, 2017

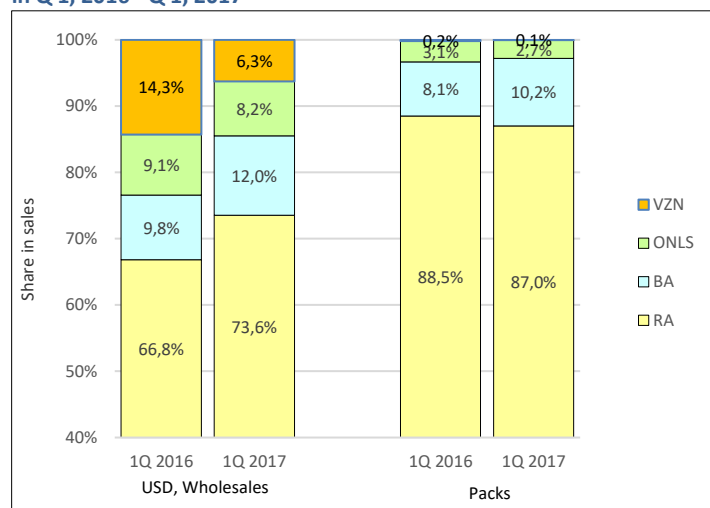


Figure 4. Structure of the retail segment of NWFD pharmaceutical market in Q 1-4, 2016 - Q 1, 2017

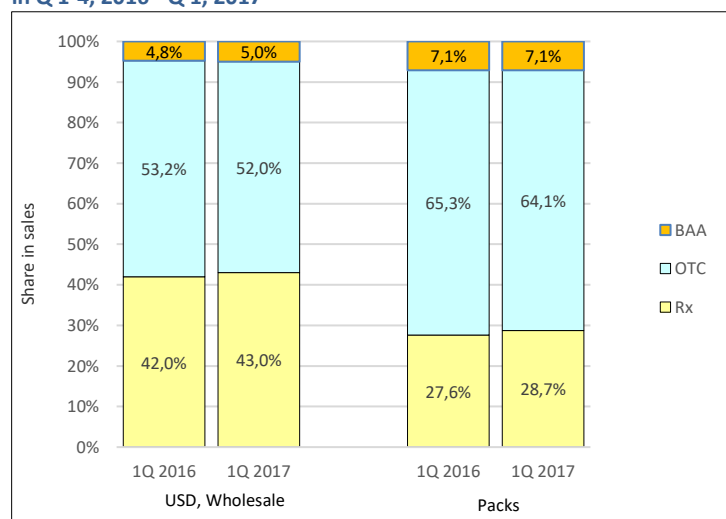
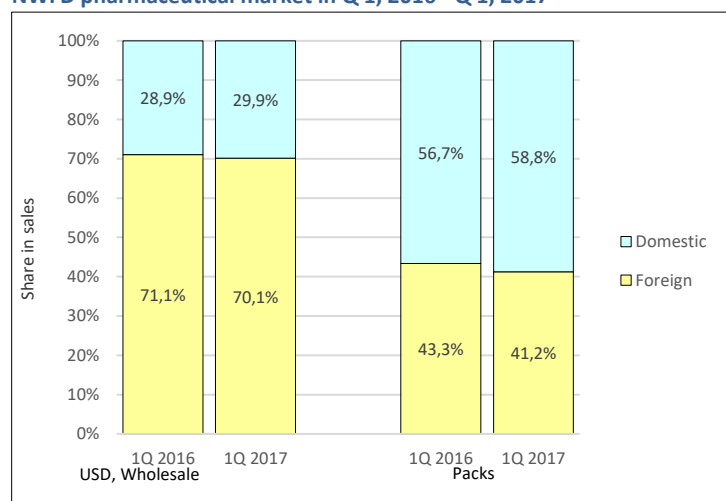


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of NWFD pharmaceutical market in Q 1, 2016 - Q 1, 2017



³ Exclusive of St. Petersburg

PHARMACEUTICAL MARKET OF THE VOLGA FEDERAL DISTRICT (VFD) IN THE FIRST QUARTER OF 2017 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	March-January 2017	March-January 2017 (%) as against March-January 2016
Industrial production index		101.2
Retail turnover, RUB bil.	1179.6	99.6
Monthly average accrued wage per one worker (nominal), RUB	27,003	106.7
real		102.6

Note: VFD TOGS data

Table 2. Inflation rates in the VFD, December 2016

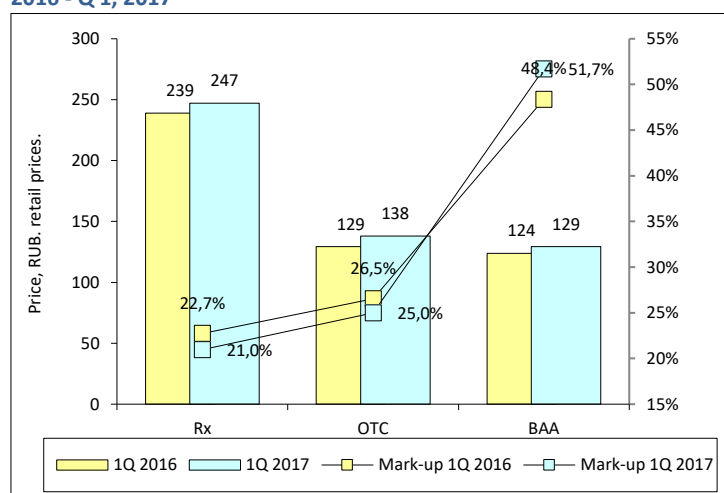
	March 2017 against December 2016
CPI	100.7
CPI for non-food products	100.7

Indicators of price dynamics and retail margins

Table 3. Results of the VED price monitoring conducted by Roszdravnadzor in VFD

	Price dynamics in May 2017 to December 2016 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	0,1	-0,4	0,4
Up to RUB 50	0,0		
From RUB 50 to 500	0,1		
Over RUB 500	0,0		

Figure 1. Dynamics of weighted average prices and retail margins in Q 1, 2016 - Q 1, 2017



Indicators of the dynamics and structure of the market

Figure 2. VFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

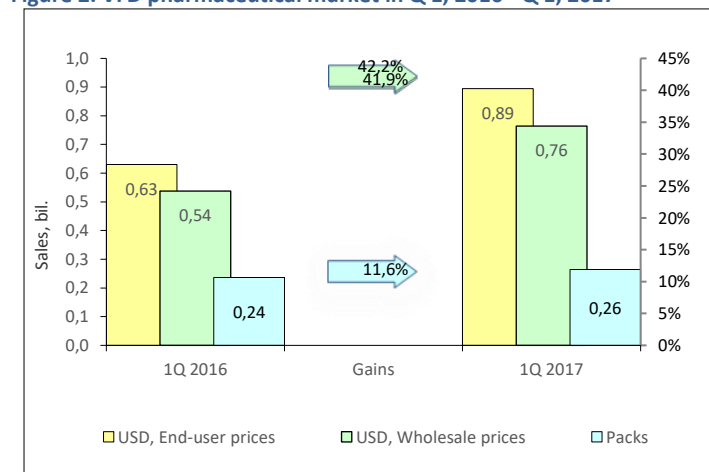


Figure 3. Structure of the pharmaceutical market of VFD by major segments in 2013-2014

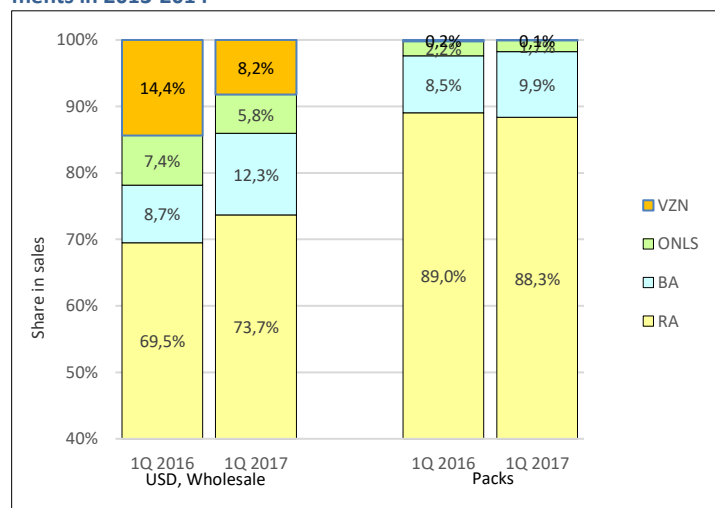


Figure 4. Structure of the retail segment of CFD market in Q 1, 2016 - Q 1, 2017

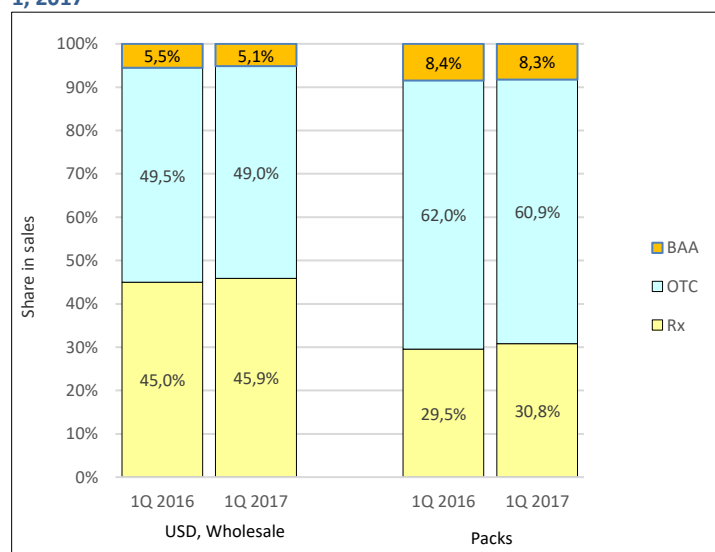
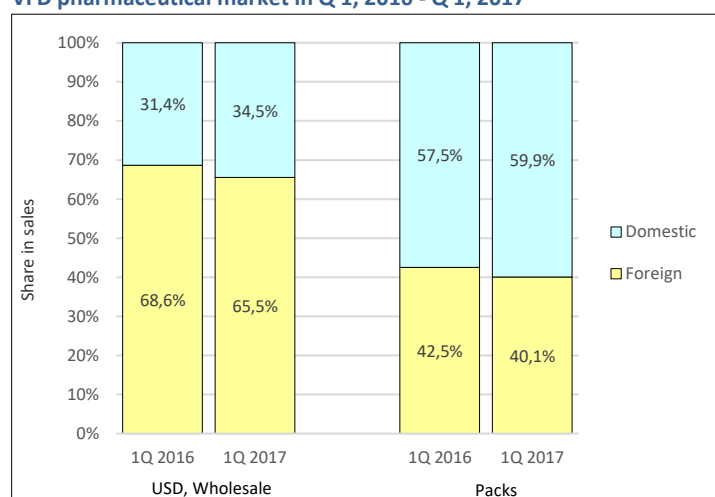


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of VFD pharmaceutical market in Q 1, 2016 - Q 1, 2017



PHARMACEUTICAL MARKET OF THE URAL FEDERAL DISTRICT (UFD) IN Q 1, 2017 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	March-January 2017	March-January 2017 (%) as against March-January 2016
Industrial production index		102.0
Retail turnover, RUB bil.	579.7	94.4
Monthly average accrued wage per one worker (nominal), RUB	40,968	105.0
real		100.3

Note: VFD TOGS data

Table 2. Inflation rates in the UFD, December 2016

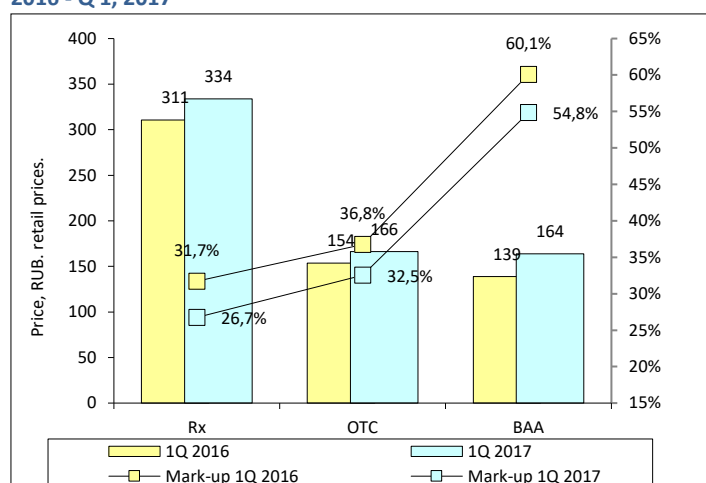
	March 2017 against December 2016
CPI	100.9
CPI for non-food products	101.2

Indicators of price dynamics and retail margins

Table 3. Results of the VED price monitoring conducted by Roszdravnadzor in UFD

	Price dynamics in May 2017 to December 2016 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	-0.3	0,1	0.3
Up to RUB 50	-0.5		
From RUB 50 to 500	-0.2		
Over RUB 500	-0.4		

Figure 1. Dynamics of weighted average prices and retail margins in Q 1, 2016 - Q 1, 2017



Indicators of the dynamics and structure of the market

Figure 2. UrFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

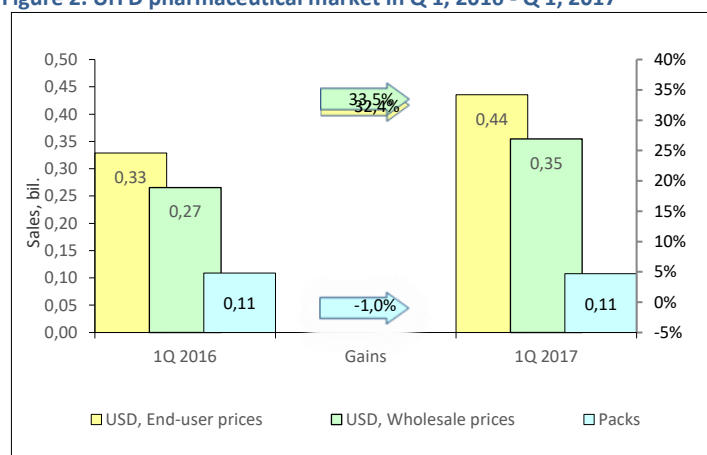


Figure 3. Structure of UrFD pharmaceutical market by major segments in Q 1, 2016 - Q 1, 2017

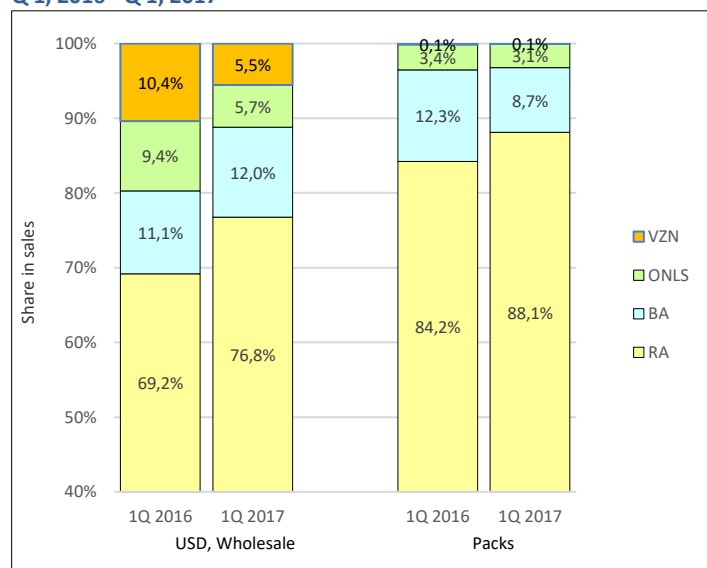


Figure 4. Structure of the retail segment of UrFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

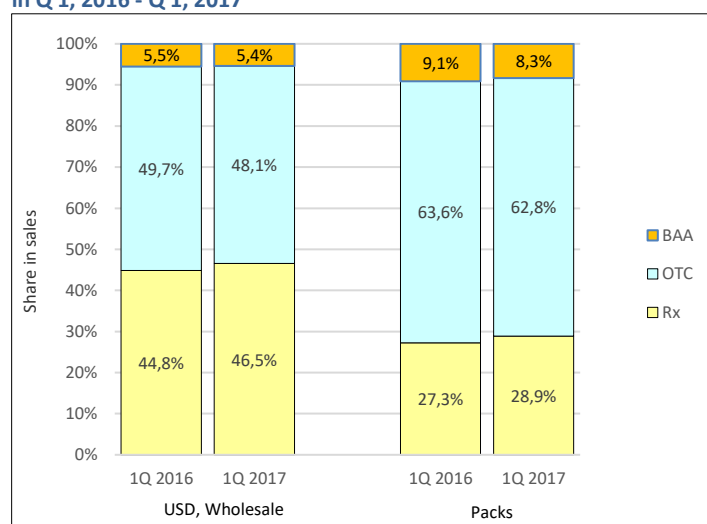
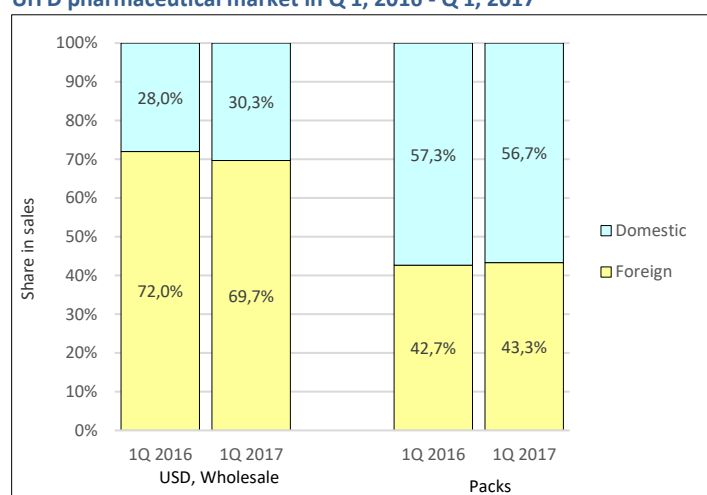


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of UrFD pharmaceutical market in Q 1, 2016 - Q 1, 2017



PHARMACEUTICAL MARKET OF THE SIBERIA FEDERAL DISTRICT (SFD) IN THE FIRST QUARTER OF 2017 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	March-January 2017	March-January 2017 (%) as against March-January 2016
Industrial production index		102.0
Retail turnover, RUB bil.	669.4	99.9
Monthly average accrued wage per one worker (nominal), RUB	31,156	106.4
real		102.1

Note: SFD TOGS data

Table 2: Inflation rates in the SFD, December 2016

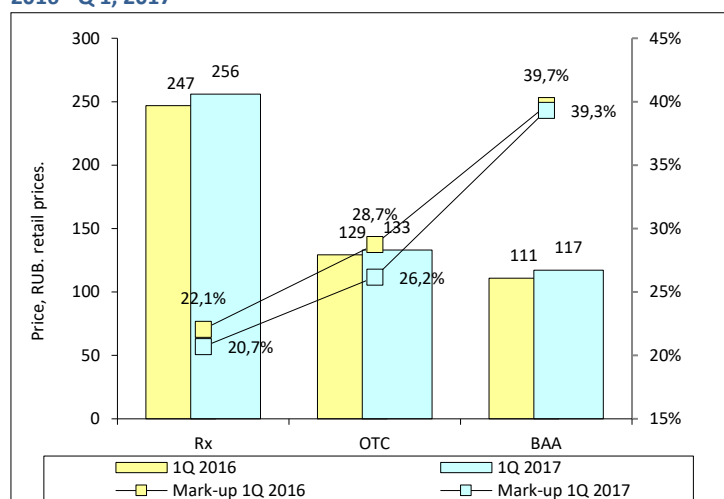
	March 2017 against December 2016
CPI	100.7
CPI for non-food products	100.6

Indicators of price dynamics and retail margins

Table 3: Results of the VED price monitoring conducted by Roszdravnadzor in SiFD

	Price dynamics in May 2017 to December 2016 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	-0.3	-0.9	0,0
Up to RUB 50	-0.6		
From RUB 50 to 500	-0.4		
Over RUB 500	0.6		

Figure 1. Dynamics of weighted average prices and retail margins in Q 1, 2016 - Q 1, 2017



Indicators of the dynamics and structure of the market

Figure 2. SFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

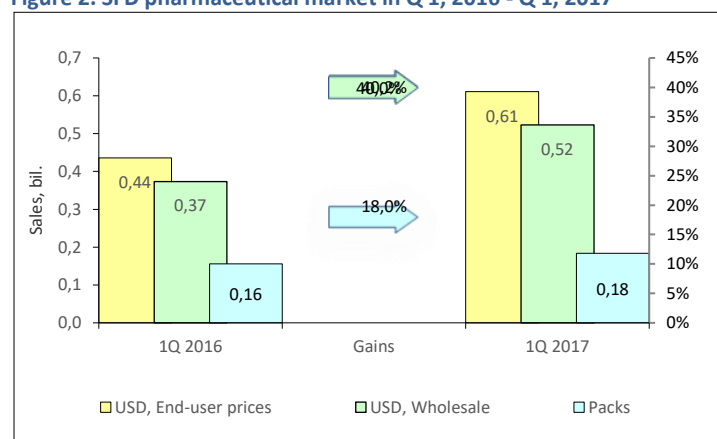


Figure 3. Structure of SFD pharmaceutical market by major segments in Q 1, 2016 - Q 1, 2017

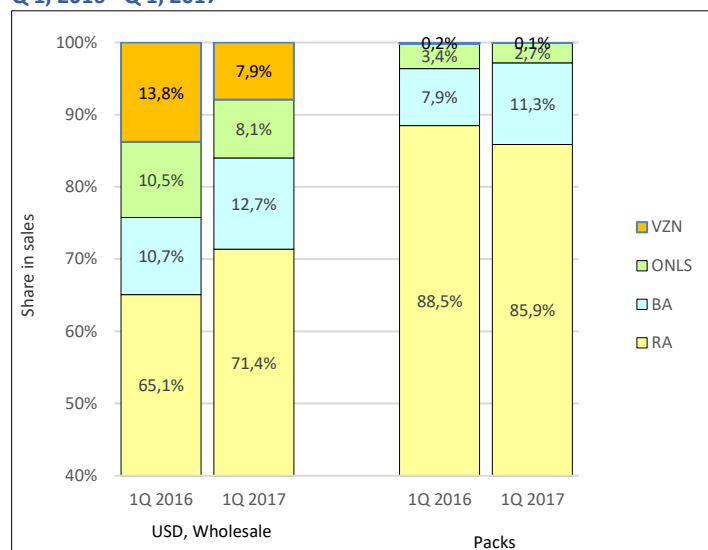


Figure 4. Structure of the retail segment of SFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

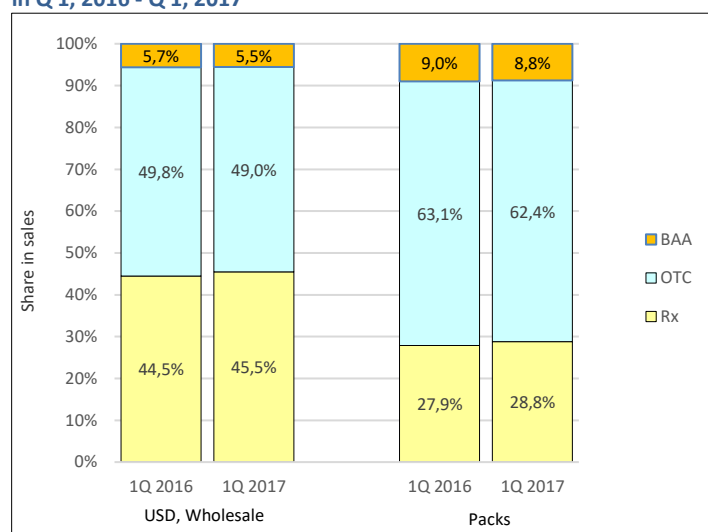
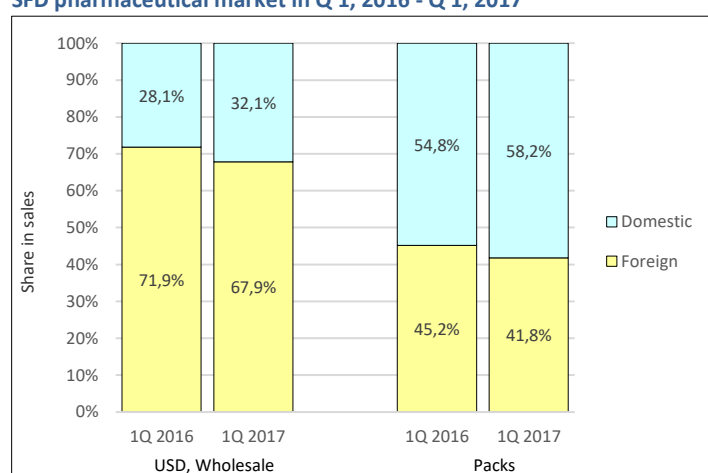


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SFD pharmaceutical market in Q 1, 2016 - Q 1, 2017



PHARMACEUTICAL MARKET OF THE SOUTHERN FEDERAL DISTRICT (SFD) IN THE FIRST QUARTER OF 2017 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	March-January 2017	March-January 2017 (%) as against March-January 2016
Industrial production index		106.2
Retail turnover, RUB bil.	695.4	98.7
Monthly average accrued wage per one worker (nominal), RUB	26,501	107.0
real		102.1

Note: SoFD TOGS data

Table 2: Inflation rates in the SFD, December 2016

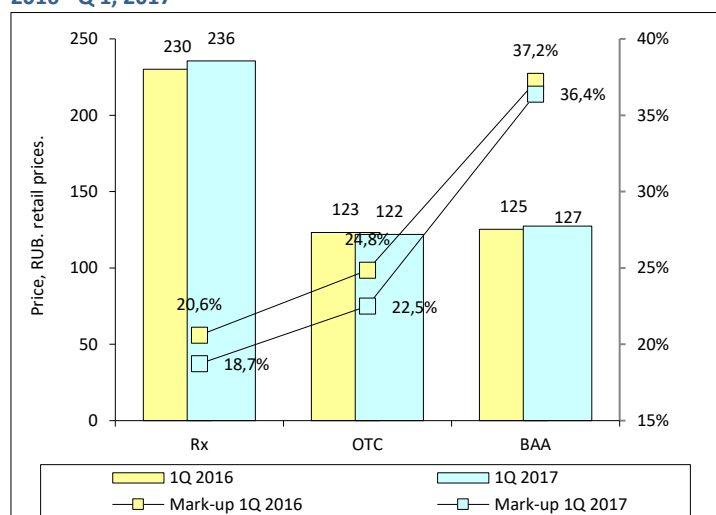
	March 2017 against December 2016
CPI	100.9
CPI for non-food products	100.7

Indicators of price dynamics and retail margins

Table 3: Results of the VED price monitoring conducted by Roszdravnadzor in SoFD

	Price dynamics in May 2017 to December 2016 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	-0.6	-0.2	0,4
Up to RUB 50	-1.3		
From RUB 50 to 500	-0.5		
Over RUB 500	-0.2		

Figure 1. Dynamics of weighted average prices and retail margins in Q 1, 2016 - Q 1, 2017



Indicators of the dynamics and structure of the market

Figure 2. SFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

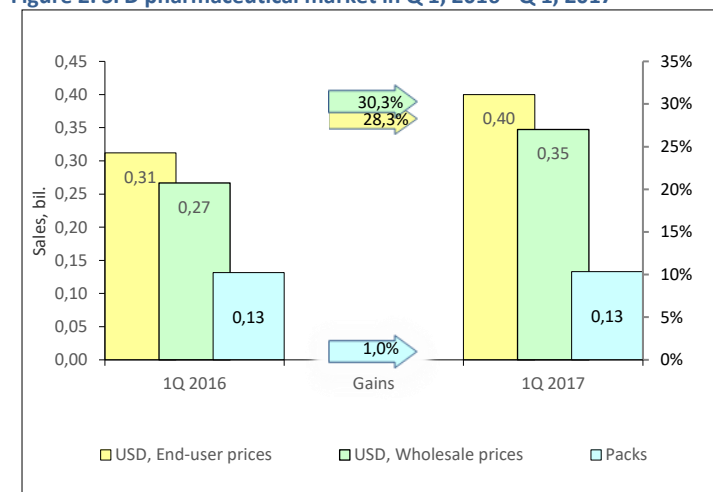


Figure 3. Structure of SFD pharmaceutical market by major segments in Q 1, 2016 - Q 1, 2017

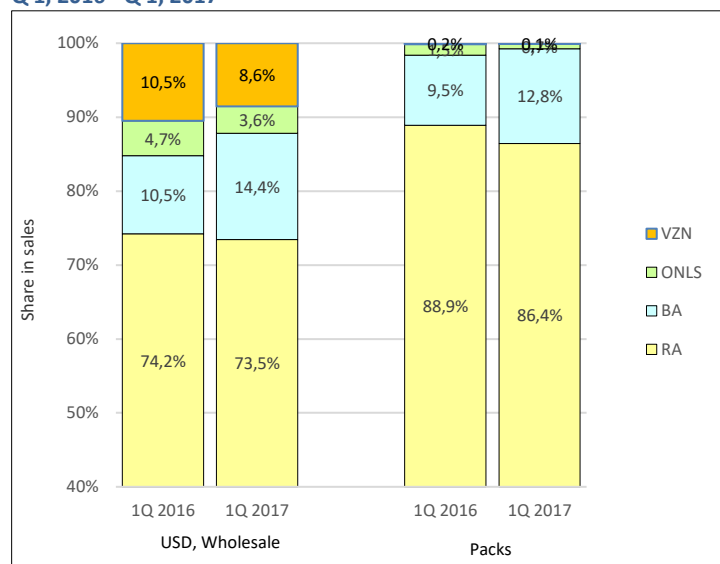


Figure 4. Structure of the retail segment of SFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

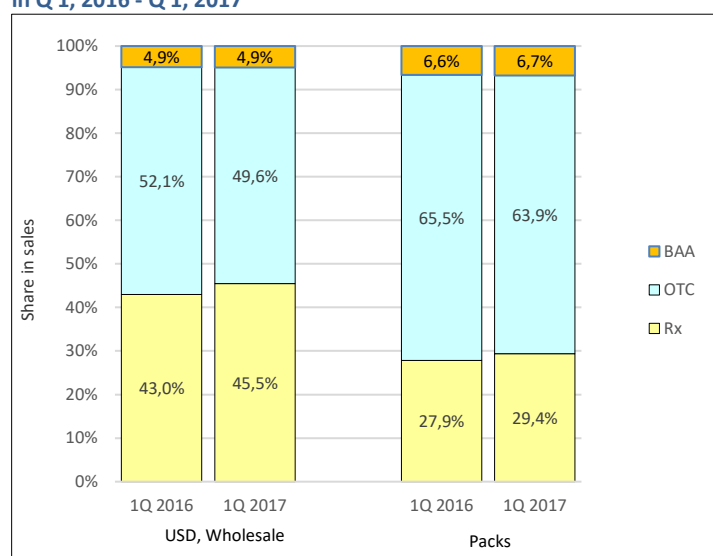
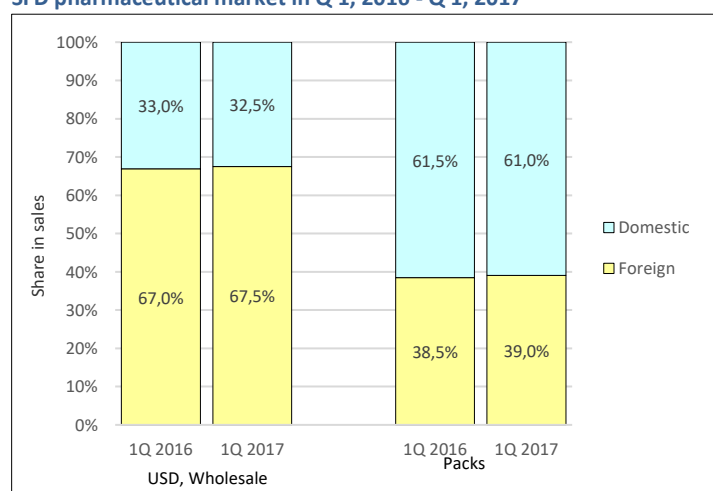


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SFD pharmaceutical market in Q 1, 2016 - Q 1, 2017



PHARMACEUTICAL MARKET OF THE FAR EASTERN FEDERAL DISTRICT (FEFD) IN THE FIRST QUARTER OF 2017 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	January-March 2017	January-March 2017 (%) as against January-March 2016
Industrial production index		100.2
Retail turnover, RUB bil.	296.7	100.1
Monthly average accrued wage per one worker (nominal), RUB	46,090	105.7
real		101.1

Note: FEFD TOGS data

Table 2. Inflation rates in the FEFD, December 2016

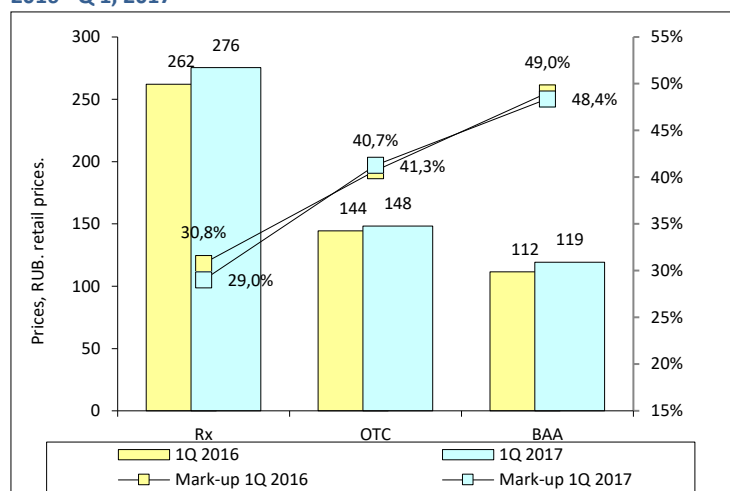
	March 2017 against December 2016
CPI	100.8
CPI for non-food products	101.0

Indicators of price dynamics and retail margins

Table 3. Results of the VED price monitoring conducted by Roszdravnadzor in FEFD

	Price dynamics in May 2017 to December 2016 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	-0.2	-1.4	0.6
Up to RUB 50	-0.3		
From RUB 50 to 500	0,0		
Over RUB 500	1.0		

Figure 1. Dynamics of weighted average prices and retail margins in Q 1, 2016 - Q 1, 2017



Indicators of the dynamics and structure of the market

Figure 2. FEFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

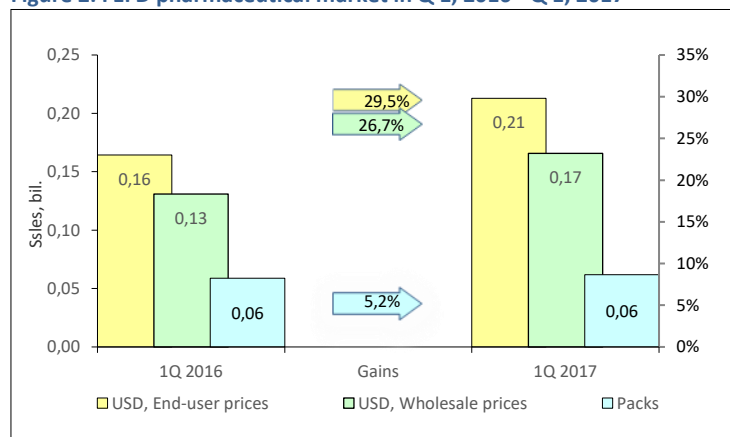


Figure 3. Structure of FEFD pharmaceutical market by major segments in Q 1, 2016 - Q 1, 2017

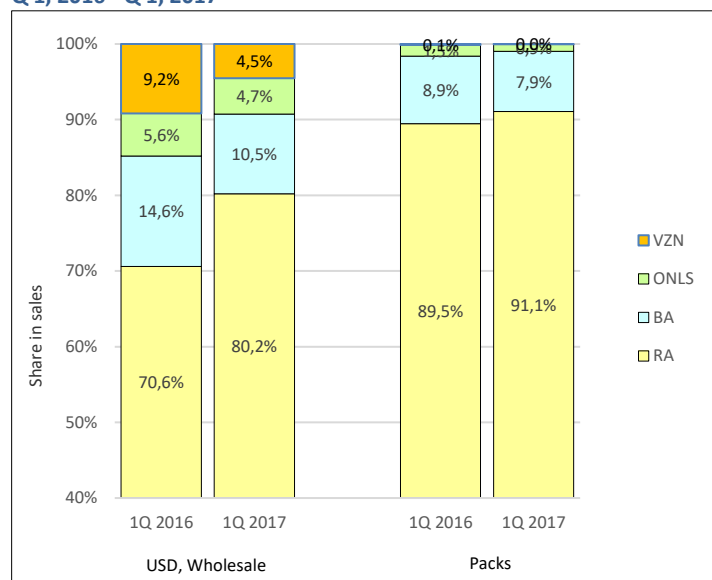


Figure 4. Structure of the retail segment of FEFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

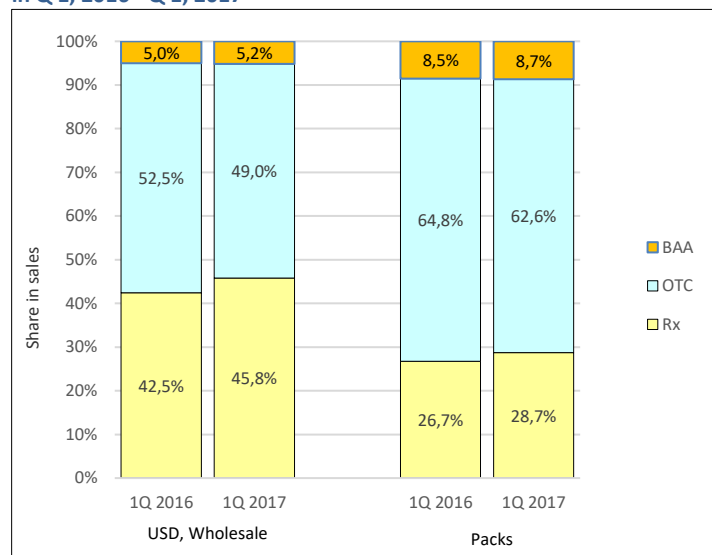


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of FEFD pharmaceutical market in Q 1, 2016 - Q 1, 2017

