**СОВМЕСТНАЯ ПУБЛИКАЦИЯ**
АССОЦИАЦИИ МЕЖДУНАРОДНЫХ
ФАРМАЦЕВТИЧЕСКИХ
ПРОИЗВОДИТЕЛЕЙ
И ГК РЕМЕДИУМ

РЕМЕДИУМ
ГРУППА КОМПАНИЙ

AIPM®

Association of International Pharmaceutical Manufacturers

Ассоциация международных фармацевтических производителей

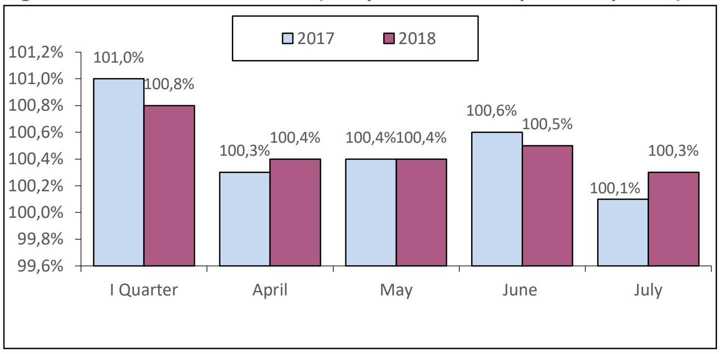
## MACROECONOMIC INDICES

### Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated at 100.3% in July 2018 as compared to the previous month, 102.4% as compared to December of 2017.

In July this year, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 100.3%, whereas in the month-earlier period it had amounted to 103.4%. The index accounted for 109.4% against December of the 2017.

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



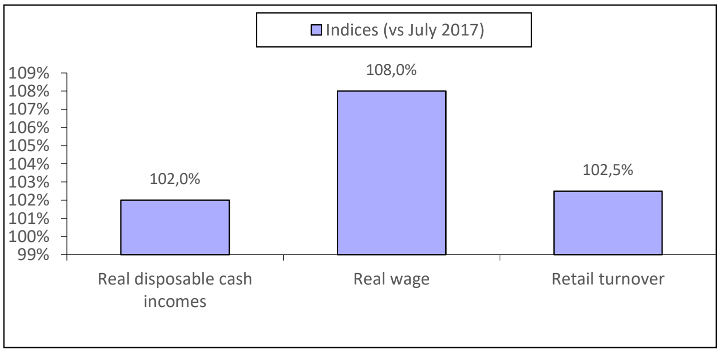

### Living standard

According to preliminary Federal State Statistics Service's data, at the end of July 2018 a gross monthly average wage per worker reached RUB 42640 (USD 678.12) which accounted for 93% compared to the previous month and 110.7% compared to July 2017. The real wage accounted for 108.0% in July 2018, compared to June 2017. In July 2018, the real value of disposable cash incomes accounted for 100.2% as compared with June 2017. *(without taking into account a lump sum payment to pensioners in January 2017 in the amount of 5 thousand rubles),* accounted for 102% as compared with June of 2017, and 95.3% compared with the previous period (Fig. 2).

### Retail turnover

Retail turnover in July 2018 was equal to RUB 2644.5 bil. or 102.5% (at comparable prices) against the level of the corresponding period of the previous year, in July 2018 - RUB 17230.7 bil. or 102.5% (Fig. 2).

**Figure 2. Real values of cash income, wage and retail turnover in June of 2018**




### Industrial Production

According to Federal State Statistics Service's data, in July 2018 Industrial Production Index accounted for 103.9% compared to the same period in the previous year, and 103.1% in January-July 2018.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in July 2018 accounted for 114.1% compared to the relevant period of the previous year, and – 98.5% as compared to June 2018, - 108.2% in January-July 2018.

### Domestic production

Table 1 provides the top 10 domestic pharmaceutical manufacturers by sales in all segments of the market based on the results for July 2018.

**Table 1. The top ten Russian chemical and pharmaceutical manufacturers by sales volume in July 2018**

| Rank | Manufacturer | RUB mil. |
|---|---|---|
| 1 | Microgen | 1928.2 |
| 2 | Biocad | 1616.1 |
| 3 | Otcpharm | 1470.2 |
| 4 | Pharmstandart | 970.3 |
| 5 | Pharmasyntez | 958.2 |
| 6 | Stada | 933.0 |
| 7 | Veropharm | 872.2 |
| 8 | Marathon Pharma | 858.2 |
| 9 | Akrikhin Pharma | 699.4 |
| 10 | Sotex | 695.9 |

Source - Remedium according to IQVIA data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. Sales (in terms of roubles) decreased in all regions in June 2018, compared to the previous month. The most accentuated reduction was observed in Krasnodar Krai (-10%), the least one in Moscow (-0.3%). The sales growth accounted for 0.4% in Voronezh Region and up to 10% in Krasnodar Krai.

**Table 2. Pharmacy sales in the regions, 2018**

| Region | Pharmacy sales, $ mil. (wholesale prices) | | | Growth gain, % (roubles) | | |
|---|---|---|---|---|---|---|
| | April 2018 | May 2018 | June 2018 | April/ March 18 | May/ April 18 | June/ May 18 |
| Moscow | 194.8 | 158.1 | 156.4 | -2% | -16% | -0.3% |
| St. Petersburg | 57.8 | 49.9 | 50.0 | -19% | -11% | 1% |
| Krasnodar Krai | 29.2 | 34.2 | 37.3 | -21% | 20% | 10% |
| Krasnoyarsk Krai | 29.3 | 26.5 | 23.7 | -6% | -7% | -10% |
| Tatarstan | 21.6 | 18.1 | 17.5 | -17% | -14% | -3% |
| Rostov Region | 23.0 | 21.0 | 19.7 | -6% | -6% | -5% |
| Novosibirsk Region | 21.8 | 19.7 | 20.9 | -13% | -7% | 7% |
| Voronezh Region | 14.3 | 13.7 | 13.7 | -15% | -2% | 0.4% |
| Perm | 8.6 | 8.6 | 7.8 | -1% | 2% | -8% |
| Tyumen | 6.9 | 6.1 | 6.1 | 7% | -9% | 2% |

### 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 July 2018**

| Rank | Company* | Quantity of broadcasts |
|---|---|---|
| 1 | Otcpharm | 19,993 |
| 2 | Sandoz | 15,285 |
| 3 | Johnson & Johnson | 11,021 |
| 4 | Sanofi Aventis | 9,329 |
| 5 | Berlin-Chemie/Menarini | 8,406 |

Source - Remedium based on Mediascope's data

**Table 4. The top five brands in mass media in July 2018**

| Rank | Brand* | Quantity of broadcasts |
|---|---|---|
| 1 | Exoderil | 8,167 |
| 2 | Linex | 4,591 |
| 3 | Pentalgin | 2,885 |
| 4 | Nurofen | 2,770 |
| 5 | Evalar | 2,767 |

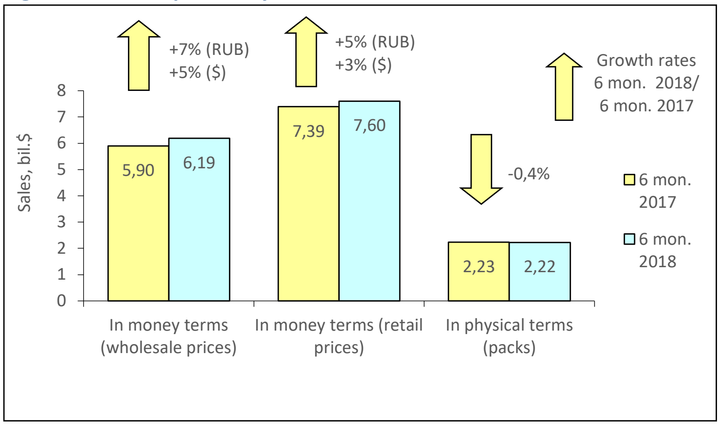
Source - Remedium based on Mediascope's data

* Only products registered with State Register of Medicines were considered

## RUSSIAN PHARMACY FPP DRUG MARKET: 2018 FIRST SIX MONTHS RESULTS

According to the results of the Retail Audit of Finished Pharmaceutical Products (FPP) in Russian Federation™, at year-end January-June 2018 of drugs in physical terms in the country saw a 0.4% increase to 2.224 bil. packs. In money terms, the market saw a 7% increase in terms of roubles and 5% in terms of dollars. At the same time, the market volume reached RUB 366.569 bil. (USD 6.193 bil.) at wholesale prices (Fig.1). The average cost of a pack increased as compared to a year earlier (USD 3.31) and reached USD 3.42 at retail prices. Consumer spending for drugs in Russia averaged to USD 51.77 for the first six months of 2018, whereas during the same period a year ago it averaged to USD -50.32.

**Figure 1. Russian pharmacy market for 6 months of 2017 – 6 months 2018**




At the end of the first half of 2018, the top ten drug manufacturers on the Russian pharmacy market demonstrated high stability and six of them held their own in the ranking (table 1). As before, the manufacturers BAYER (+11%[1]), SANOFI (+1%), TEVA (+5%), SERVIER (+8%), OTCPHARM (+7%) and SANDOZ (+10%) held their previous ranks from one through six, respectively. At year-end, the manufacturer STADA (-9%) moved down from rank seven to 12, which enabled four manufacturers in the lower part of the ranking to move up one rank: ABBOTT (+8%), BERLIN-CHEMIE/MENARINI (+6%), GLAXOSMITHKLINE (+5%) and the only newcomer GEDEON RICHTER (+3%). In total, the top ten ATC groups accumulated 34.3% of the Russian market, whereas in the year-earlier period - 34.6%.

**Table 1. The top ten drug manufacturers by pharmacy sales**

| Rank | | Manufacturer* | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 6 mon. 2018 | 6 mon. 2017 | | 6 mon. 2018 | 6 mon. 2017 |
| 1 | 1 | **BAYER** | 5.1 | 5.0 |
| 2 | 2 | **SANOFI** | 4.5 | 4.8 |
| 3 | 3 | **TEVA** | 3.9 | 4.0 |
| 4 | 4 | **SERVIER** | 3.6 | 3.5 |
| 5 | 5 | OTCPHARM | 3.2 | 3.2 |
| 6 | 6 | **SANDOZ** | 3.2 | 3.1 |
| 7 | 8 | **ABBOTT** | 2.8 | 2.8 |
| 8 | 9 | **BERLIN-CHEMIE/MENARINI** | 2.8 | 2.8 |
| 9 | 10 | **GLAXOSMITHKLINE** | 2.6 | 2.7 |
| 10 | 11 | GEDEON RICHTER | 2.6 | 2.7 |
| Total | | | 34.3 | 34.6 |

*AIPM members are in bold

XARELTO (+44%) and DETRALEX (+12%) became the top sellers among the brands on the pharmacy market of the country (Table 2). The former brand number one NUROFEN (+2%) showed low sales growth rates and moved down to rank three. The other two brands from the top ten ranking moved to yet higher ranks. INGAVIRIN (+25%) moved up to ranks five from ten, displacing ACTOVEGIN (+3%), MEXIDOL (+10%) and CARDIOMAGNYL (+2%) down one rank, to rank six through eight respectively. Its only newcomer PENTALGIN (+16%) moved up to rank ten in the top-10 rating. The brands CONCOR (+5%) and KAGOCEL (+8%) maintained their positions unchanged. The total share of the top 10 brands increased from 6.3% to 6.6%.

**Table 2. The top ten brands by pharmacy sales**

| Rank in the top ten | | Brand | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 6 mon. 2018 | 6 mon. 2017 | | 6 mon. 2018 | 6 mon. 2017 |
| 1 | 8 | XARELTO | 0.8 | 0.6 |
| 2 | 3 | DETRALEX | 0.8 | 0.7 |
| 3 | 1 | NUROFEN | 0.7 | 0.8 |
| 4 | 4 | CONCOR | 0.7 | 0.7 |
| 5 | 10 | INGAVIRIN | 0.7 | 0.6 |
| 6 | 5 | ACTOVEGIN | 0.7 | 0.7 |
| 7 | 6 | MEXIDOL | 0.6 | 0.6 |
| 8 | 7 | CARDIOMAGNYL | 0.6 | 0.6 |
| 9 | 9 | KAGOCEL | 0.6 | 0.6 |
| 10 | 11 | PENTALGIN | 0.6 | 0.5 |
| Total | | | 6.6 | 6.3 |

Despite the shifts in the upper part of the previous ranking, XYLOMETAZOLINE (+1%) and IBUPROFEN (+12%) remained the leaders of the top 10 INN and group names ranking (Table 3). BISOPROLOL (+7%) held its previous rank four. DIOSMIN*HESPERIDIN (+23%) moved up to rank three from five, whereas PANCREATIN (+2%), which used to hold that rank earlier, moved down to rank five. ROSUVASTATIN (+17%) also moved up two ranks, to number six, and INN ETHYLMETHYLHYDROXYPYRIDINE (+8%) moved up one rank. The most dynamic among the leaders and newcomer of the top ten RIVAROXABAN (+44%) moved up to rank eight. The less dynamic NIMESULIDE (+7%) and BLOOD (+4%) lost one rank each and moved down to ranks seven and ten. The total share of the top 10 increased from 9.5% to 9.8%.

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

| Rank | | INNs/Grouping Names | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 6 mon. 2018 | 6 mon. 2017 | | 6 mon. 2018 | 6 mon. 2017 |
| 1 | 1 | XYLOMETAZOLINE | 1.6 | 1.7 |
| 2 | 2 | IBUPROFEN | 1.1 | 1.1 |
| 3 | 5 | DIOSMIN*HESPERIDIN | 1.1 | 1.0 |
| 4 | 4 | BISOPROLOL | 1.0 | 1.0 |
| 5 | 3 | PANCREATIN | 1.0 | 1.0 |
| 6 | 8 | ROSUVASTATIN | 0.9 | 0.8 |
| 7 | 6 | NIMESULIDE | 0.9 | 0.9 |
| 8 | 17 | RIVAROXABAN | 0.8 | 0.6 |
| 9 | 10 | ETHYLMETHYLHYDROXYPYRIDINE | 0.7 | 0.7 |
| 10 | 9 | BLOOD | 0.7 | 0.8 |
| Total | | | 9.8 | 9.5 |

The upper part of the top-10 ATC group ranking did not change on the country market (Table 4). The groups M01 Anti-inflammatory and antirheumatic products (+4%) and C09 Agents acting on the rennin-angiotenzin system (+9%) held their previous top two ranks in the ranking. J05 Antivirals for systemic use also held their previous rank seven (+10%). Four ATC groups of the top 10 rose in the ranks. G03 Sex hormones (+9%) moved to rank three from five, B1 Antithrombotic agents (+23%) moved up to rank six from nine and R05 Cough and cold preparations (+9%) moved up to rank nine from ten. The newcomer C05 Vasoprotectives (+14%) broke into the ranks of the top ten, coming in at number ten. At the same time, three ATC groups moved down to the lower ranks. R01 Nasal preparations (+2%) and J01 Antibacterials for systemic use (+4%) moved down one rank, whereas N02 Analgesics (+1%) moved down two ranks. In total, the top ten ATC groups accumulated 36.2% of the retail market, whereas in the year-earlier period they accounted for 36.0%.

**Table 4. The top ten ATC Groups by pharmacy sales**

| Rank | | ATC code | ATC group | Share in total pharmacy sales, % | |
|---|---|---|---|---|---|
| 6 mon. 2018 | 6 mon. 2017 | | | 6 mon. 2018 | 6 mon. 2017 |
| 1 | 1 | M01 | ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS | 4.8 | 4.9 |
| 2 | 2 | C09 | AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM | 4.6 | 4.5 |
| 3 | 5 | G03 | SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM | 3.6 | 3.6 |
| 4 | 3 | R01 | NASAL PREPARATIONS | 3.6 | 3.8 |
| 5 | 4 | J01 | ANTIBACTERIALS FOR SYST USE | 3.6 | 3.7 |
| 6 | 9 | B01 | ANTITHROMBOTIC AGENTS | 3.5 | 3.0 |
| 7 | 7 | J05 | ANTIVIRALS FOR SYSTEMIC USE | 3.3 | 3.2 |
| 8 | 6 | N02 | ANALGESICS | 3.2 | 3.4 |
| 9 | 10 | R05 | COUGH AND COLD PREPARATIONS | 3.1 | 3.0 |
| 10 | 12 | C05 | VASOPROTECTIVES | 3.0 | 2.8 |
| Total | | | | 36.2 | 36.0 |

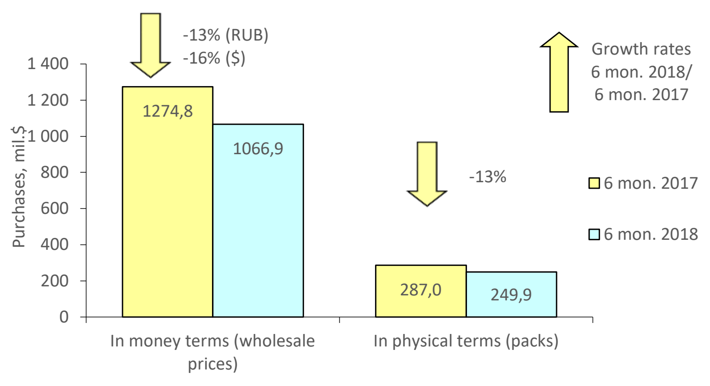
**Conclusion.** At the end of January-June 2018, the pharmacy market of the country brought in RUB 450.137 bil. (USD 7.605 bil.), which was 5% in terms of roubles and 3% in terms of dollars more than in the same period of 2017. In pack terms, the market reduced by 0.4% as compared to the previous year and amounted to 2.224 bil. packs. Based on the results for the first six months of 2018, the average cost of an FPP pack in the national pharmacies was USD 3.42, whereas in 2017 it was USD 3.31. The average expenses of the Russian Federation residents for purchase of OTC drugs in pharmacies also increased as compared to the previous year (USD 51.77 vs. USD 50.32).

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

## RUSSIAN FEDERATION HOSPITAL MARKET: 2018 FIRST SIX MONTHS RESULTS

According to the results of the Budget Audit of FPPs in the Russian Federation (without DLO and regional benefit)™, the national hospital market reduced by 13% in physical terms and amounted to 249.930 mil. Packs based on the results for January-June 2018. In money terms, the market also showed negative growth rates both in terms of roubles (-13%) and in terms of dollars (-16%) and reached RUB 64.125 bil. (USD 1.067 mil.) at wholesale prices. Based on the results for the first half of 2018, the average cost of an FPP pack in the hospital sector of the country was USD 4.27, whereas in the year-earlier period its cost was USD 4.44.

**Figure 1. Russian hospital market for 6 months of 2017 – 6 months 2018**




Based on the results for the first half of 2018, the majority of the top ten manufacturers ranking showed negative growth rates (Table 1). At the same time, ABBVIE (-19%) and SANOFI (-6%) held their own in the ranking, whereas four of the top ten moved down to the lower positions. The former leader PFIZER (-22%), and JOHNSON & JOHNSON (-36%), MSD (-21%) and BAYER (-4%) moved down to ranks two, five, seven and nine respectively. Four manufacturers increased purchases in the analysed period; three of them rose in the ranks. At the same time, PHARMASYNTEZ (+43%) topped the top-ten ranking and two manufacturers BIOCAD (+16%) and VEROPHARM (+26%) moved up one rank, coming in at numbers four and eight. The manufacturer NOVARTIS (+13%) held it previous rank ten. Its total share increased 2.4 p.p. and accounted for 35.9%.

**Table 1. The top 10 drug manufacturers by hospital purchases**

| Rank in the top ten | | Manufacturer* | Share in total hospital purchases, % | |
|---|---|---|---|---|
| 6 mon. 2018 | 6 mon. 2017 | | 6 mon. 2018 | 6 mon. 2017 |
| 1 | 7 | PHARMASYNTEZ | 4.9 | 3.0 |
| 2 | 1 | **PFIZER** | 4.5 | 5.0 |
| 3 | 3 | **ABBVIE** | 4.4 | 4.7 |
| 4 | 5 | BIOCAD RF | 4.3 | 3.2 |
| 5 | 2 | **JOHNSON & JOHNSON** | 3.6 | 5.0 |
| 6 | 6 | **SANOFI** | 3.4 | 3.1 |
| 7 | 4 | **MSD** | 3.3 | 3.6 |
| 8 | 9 | VEROPHARM | 2.9 | 2.0 |
| 9 | 8 | **BAYER** | 2.3 | 2.1 |
| 10 | 10 | **NOVARTIS** | 2.3 | 1.8 |
| Total | | | 35.9 | 33.5 |

*AIPM members are in bold

The traditional hospital product NATRIUM CHLORIDUM (+13%) became the most in demand brand in the hospital market of Russia in the analysed period, though its purchases reduced by 14% (Table 2). In addition, another four brand names of the top ten showed the negative growth rates: PREVENAR 13 (-28%) held its previous rank two and KALETRA (-52%), INTELENCE (-60%) and ISENTRESS (-54%) moved down to rank three, six and seven. EVIPLERA (+10%) and SIRTURO (+1%) also moved down to the last two ranks of the top ten, showing positive growth rates. At the same time, three brands rose in the ranks due to high positive growth rates. HERTICAD (+42%) moved up to rank four from eight, and two newcomers SIMANOD (3-fold growth in purchases) and PENTAXIM (7-fold growth) broke into the ranks of the top ten, coming in at numbers five and eight. The total share of the top 10 brand names decreased from 15.5% to 13.9%.

**Table 2. The top 10 brands by hospital purchases**

| Rank in the top ten | | Brand | Share in total hospital purchases, % | |
|---|---|---|---|---|
| 6 mon. 2018 | 6 mon. 2017 | | 6 mon. 2018 | 6 mon. 2017 |
| 1 | 3 | NATRIUM CHLORIDUM | 2.7 | 2.8 |
| 2 | 2 | PREVENAR 13 | 2.4 | 2.9 |
| 3 | 1 | KALETRA | 1.6 | 3.0 |
| 4 | 8 | HERTICAD | 1.2 | 0.7 |
| 5 | 33 | SIMANOD | 1.2 | 0.3 |
| 6 | 4 | INTELENCE | 1.0 | 2.3 |
| 7 | 5 | ISENTRESS | 1.0 | 1.9 |
| 8 | 47 | PENTAXIM | 1.0 | 0.1 |
| 9 | 7 | EVIPLERA | 0.9 | 0.7 |
| 10 | 9 | SIRTURO | 0.8 | 0.7 |
| Total | | | 13.9 | 15.5 |

Despite the negative growth rates, SODIUM (-14%) became the leader of the top ten INNs and group names, following its brand (Table 3). Its former leaders VACCINE, PNEUMOCOCCAL (-30%) and LOPINAVIR*RITONAVIR (-52%) also reduced purchases, lost one rank each and moved down to ranks two and three, respectively. Five INNs showed negative growth rates in the lower part of the top ten ranking. At the same time, one of them ATAZANAVIR (-22%) held its previous ranks six and INNs ETRAVIRINE (-60%) and RALTEGRAVIR (-54%) moved down to ranks eight and ten. However, two INNs ENOXAPARIN SODIUM and MEROPENEM moved to the higher ranks seven and nine despite 10% reduction in purchases. On top of that, the latter became the only newcomer of the top 10 ranking. Two INNs with positive growth rates also rose in the ranks. TRASTUZUMAB (+4%) and VACCINE, TICK BORNE ENCEPHALITIS (+3%) moved up to ranks four and five. The total share accumulated by the top-ten INNs and grouping names increased by almost 4 p.p. to 15.1%.

**Table 3. The top 10 INNs and grouping names by hospital purchases**

| Rank | | INNs/Grouping Names | Share in total hospital purchases, % | |
|---|---|---|---|---|
| 6 mon. 2018 | 6 mon. 2017 | | 6 mon. 2018 | 6 mon. 2017 |
| 1 | 3 | SODIUM | 2.7 | 2.8 |
| 2 | 1 | VACCINE, PNEUMOCOCCAL | 2.7 | 3.4 |
| 3 | 2 | LOPINAVIR*RITONAVIR | 1.6 | 3.0 |
| 4 | 8 | TRASTUZUMAB | 1.3 | 1.1 |
| 5 | 9 | VACCINE, TICK BORNE ENCEPHALITIS | 1.3 | 1.1 |
| 6 | 6 | ATAZANAVIR | 1.2 | 1.3 |
| 7 | 10 | ENOXAPARIN SODIUM | 1.1 | 1.1 |
| 8 | 4 | ETRAVIRINE | 1.0 | 2.3 |
| 9 | 12 | MEROPENEM | 1.0 | 1.0 |
| 10 | 5 | RALTEGRAVIR | 1.0 | 1.9 |
| Total | | | 15.1 | 18.9 |

The top ten ATC groups proved to be the most stable - half of its groups held their own in the ranking (Table 4). The groups J01 Antibacterials for systemic use (-16%), J07 Vaccines (+9%), B05 Blood substitutes and perfusion solutions (-11%) and B01 Antithrombotic agents (-14%) kept their previous ranks three through six, and N01 Anesthetics (-7%) rounded out the top ten. At half year-end L01 Antineoplastic agents (+12%) became the leader of the top ten ranking. The former leader J05 Antivirals for systemic use (-34%) reduced purchases by one third and moved down to rank two. Due to negative growth rates, the group J04 Antimycobacterials (-31%) moved down two ranks, whereas V08 Contrast media (-3%), in contrast, moved up to rank seven. The newcomer L04 Immunodepressants (+14%) broke into the ranks of the top ten, coming in at rank eight. In total, the top ten ATC groups accumulated 65.0% of the hospital market, whereas in the year-earlier period 63.3%.

**Table 4. The top ten ATC groups by hospital purchases**

| Rank | | ATC code | ATC group | Share in total hospital purchases, % | |
|---|---|---|---|---|---|
| 6 mon. 2018 | 6 mon. 2017 | | | 6 mon. 2018 | 6 mon. 2017 |
| 1 | 2 | L01 | ANTINEOPLASTIC AGENTS | 14.8 | 11.5 |
| 2 | 1 | J05 | ANTIVIRALS FOR SYSTEMIC USE | 11.4 | 15.0 |
| 3 | 3 | J01 | ANTIBACTERIALS FOR SYST USE | 8.6 | 8.8 |
| 4 | 4 | J07 | VACCINES | 8.0 | 6.4 |
| 5 | 5 | B05 | PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS | 6.4 | 6.3 |
| 6 | 6 | B01 | ANTITHROMBOTIC AGENTS | 4.9 | 4.9 |
| 7 | 8 | V08 | CONTRAST MEDIA | 3.0 | 2.7 |
| 8 | 11 | L04 | IMMUNOSUPPRESSANTS | 2.8 | 2.1 |
| 9 | 7 | J04 | ANTIMYCOBACTERIALS | 2.6 | 3.3 |
| 10 | 10 | N01 | ANESTHETICS | 2.5 | 2.3 |
| Total | | | | 65.0 | 63.3 |

**Conclusion**. At the end of the first six months of 2018, the Russian hospital market reduced both in rouble terms (-13%) and in dollar terms (-16%) and brought in RUB 64.125 bil. (USD 1.067 mil.). In pack terms, the market reduced by 13% and amounted to 249.930 mil. packs. At the end of the first half of 2018, the average cost of a finished pharma product (FPP) pack in the national hospital sector amounted to USD 4.27 vs. USD 4.44 in the year earlier period.

## PHARMACEUTICAL MARKET OF THE CENTRAL FEDERAL DISTRICT (CFD) IN 1-2 QUARTER OF 2018 KEY PERFORMANCE INDICATORS

### *Macroeconomic indices*

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

| Value | June-January 2018 | June-January 2018 (%) vs June-January 2017 |
|---|---|---|
| Industrial production index | | 109.0 |
| Retail turnover, RUB bil. | 5,061.5 | 103.7 |
| Monthly average accrued wage per one worker (nominal), RUB | 53,459 | 112.5 |
| real | | 109.3 |

*Note:* CFD TOGS data

**Table 2. Inflation rates in the CFD, June 2018**

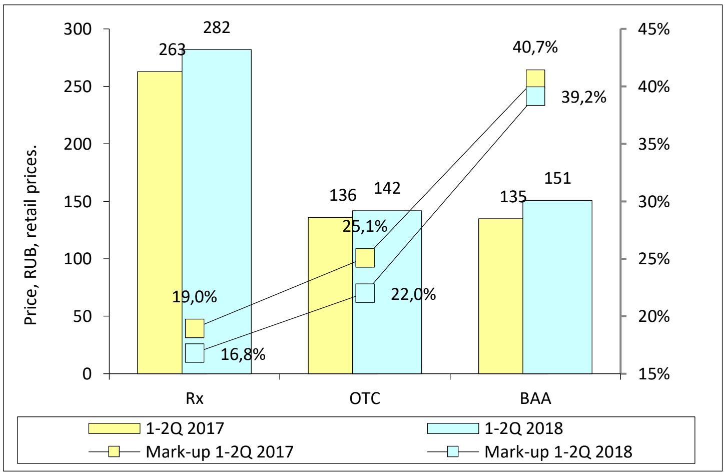
| | June 2018 vs December 2017 |
|---|---|
| CPI | 102.5 |
| CPI for non-food products | 102.7 |

### *Indicators of price dynamics and retail margins*

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

| | Price dynamics in May 2018 to December 2017 (%) | | |
|---|---|---|---|
| | Retail prices | Wholesale prices | Manufacturers' prices |
| VED total | 0.8 | 1.2 | 0.0 |
| Not more than RUB 50 | 0.2 | | |
| From RUB 50 to 500 | 0.9 | | |
| Over RUB 500 | 1.2 | | |

**Figure 1. Dynamics of weighted average prices and retail margins in Q 1,2 2017 – 1-2 Q. 2018**




### *Indicators of the dynamics and structure of the market*[2]

**Figure 2. CFD pharmaceutical market in Q 1-2 2017 – 1-2 Q. 2018**

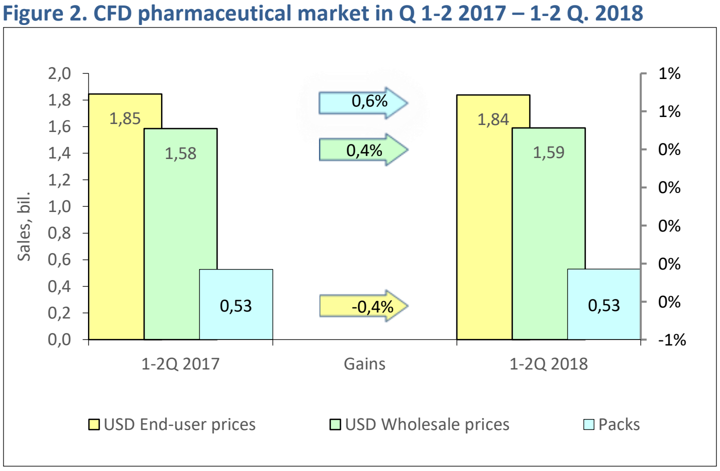



**Figure 3. Structure of CFD pharmaceutical market by major segments in Q 1-2 2017 – 1-2 Q. 2018**

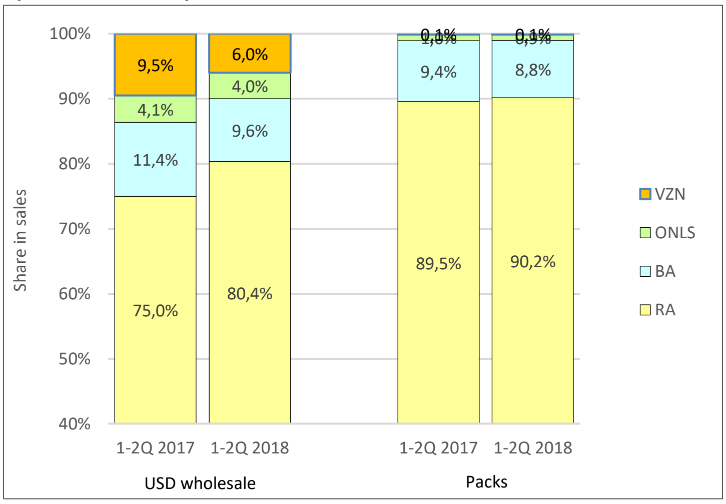



**Figure 4. Structure of the retail segment of CFD pharmaceutical market in Q 1-2 2017 – 1-2 Q. 2018**

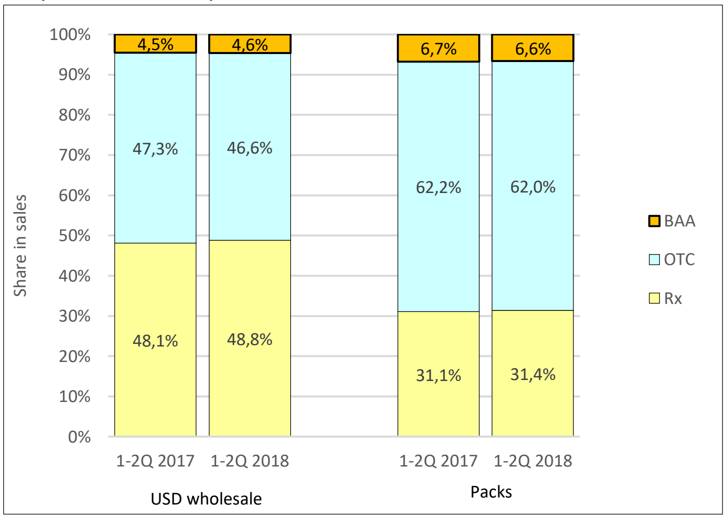
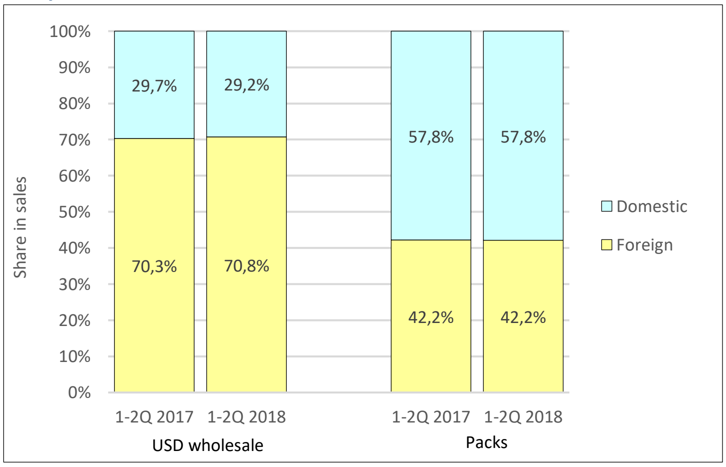



**Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of CFD pharmaceutical market in Q 1-2 2017 – 1-2 Q. 2018**




2 Exclusive of Moscow

## PHARMACEUTICAL MARKET OF THE NORTH-WESTERN FEDERAL DISTRICT (NWFD) IN 1-2 Q, 2018 KEY PERFORMANCE INDICATORS

### *Macroeconomic indices*

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

| Value | June-January 2018 | June-January 2018 (%) vs June-January 2017 |
|---|---|---|
| Industrial production index | | 103.2 |
| Retail turnover, RUB bil. | 1,456.4 | 102.2 |
| Monthly average accrued wage per one worker (nominal), RUB | 48,619 | 111.3 |
| real | | 108.7 |

*Note:* NWFD TOGS data

**Table 2. Inflation rates in the NWFD, June 2018**

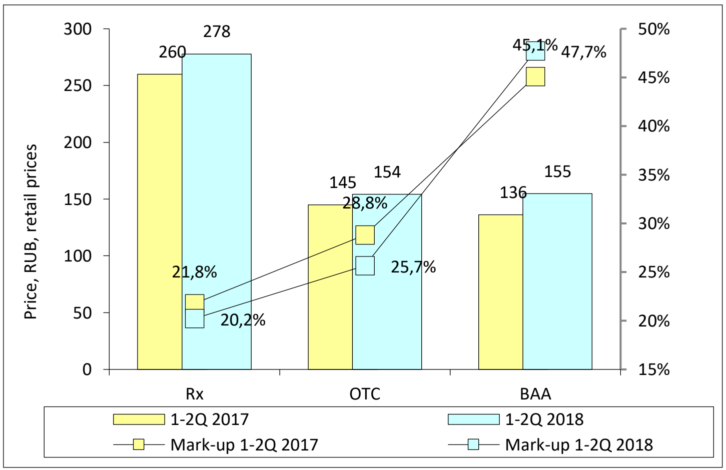
| | June 2018 vs December 2017 |
|---|---|
| CPI | 102.2 |
| CPI for non-food products | 102.3 |

### *Indicators of price dynamics and retail margins*

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

| | Price dynamics in May 2018 to December 2017 (%) | | |
|---|---|---|---|
| | Retail prices | Wholesale prices | Manufacturers' prices |
| VED total | 1.3 | 1.5 | 0.7 |
| Not more than RUB 50 | 0.4 | | |
| From RUB 50 to 500 | 1.7 | | |
| Over RUB 500 | 2.1 | | |

**Figure 1. Dynamics of weighted average prices and retail margins in Q 1,2 2017 – 1-2 Q 2018**




### *Indicators of the dynamics and structure of the market[3]*

**Figure 2. NWFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

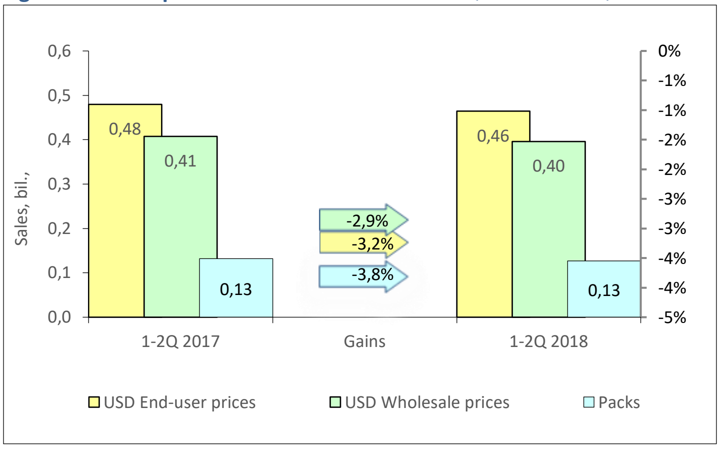



**Figure 3. Structure of NWFD pharmaceutical market by major segments in 1-2 Q 2017 – 1-2 Q 2018**

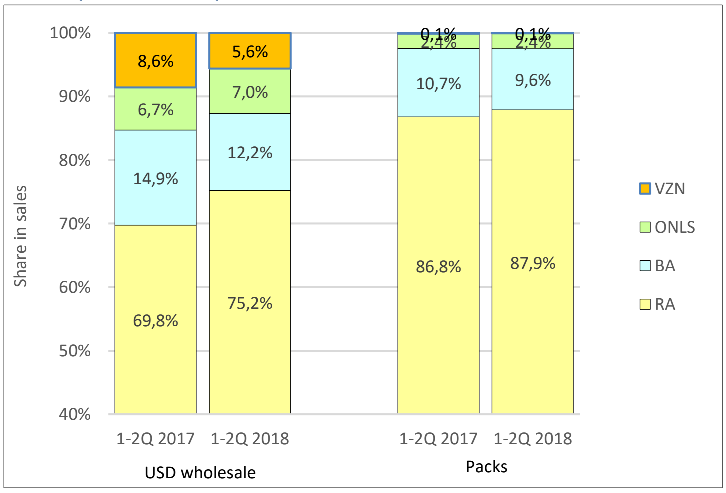



**Figure 4. Structure of the retail segment of NWFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

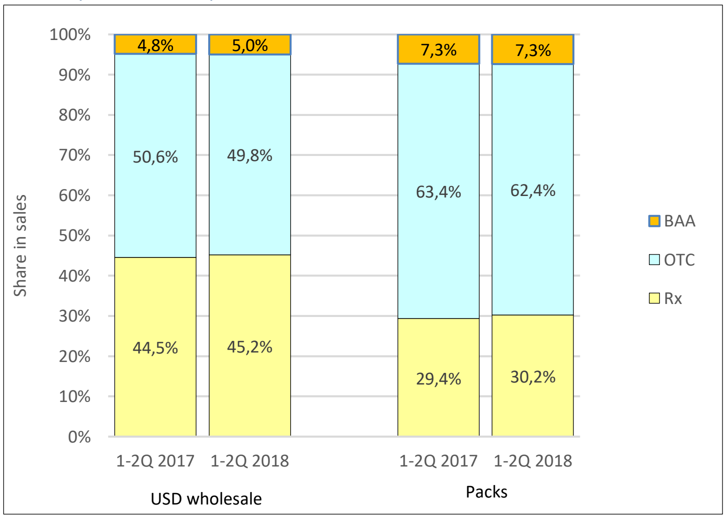
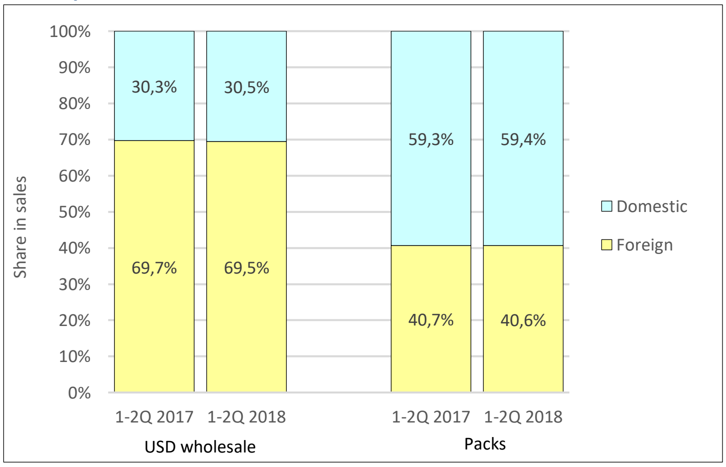



**Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of NWFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**




[3] Exclusive of St. Petersburg

## PHARMACEUTICAL MARKET OF THE VOLGA FEDERAL DISTRICT (VFD) IN 1-2 Q 2018 KEY PERFORMANCE INDICATORS

### *Macroeconomic indices*

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

| Value | June-January 2018 | June-January 2018 (%) vs June-January 2017 |
|---|---|---|
| Industrial production index | | 101.9 |
| Retail turnover, RUB bil. | 2,566.1 | 104.1 |
| Monthly average accrued wage per one worker (nominal), RUB | 30,974 | 109.4 |
| real | | 107.3 |

*Note:* VFD TOGS data

**Table 2. Inflation rates in the VFD, June 2018**

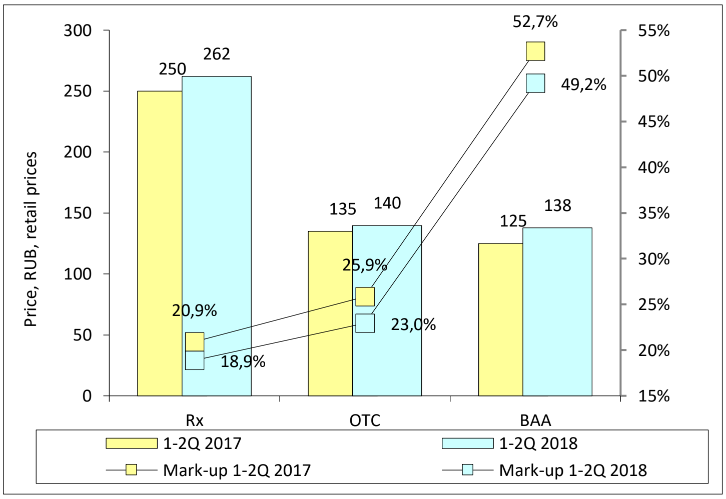
| | June 2018 vs December 2017 |
|---|---|
| CPI | 102.0 |
| CPI for non-food products | 102.1 |

### *Indicators of price dynamics and retail margins*

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

| | Price dynamics in May 2018 to December 2017 (%) | | |
|---|---|---|---|
| | Retail prices | Wholesale prices | Manufacturers' prices |
| VED total | 1.0 | 1.5 | -0.1 |
| Not more than RUB 50 | 0.7 | | |
| From RUB 50 to 500 | 1.1 | | |
| Over RUB 500 | 1.7 | | |

**Figure 1. Dynamics of weighted average prices and retail margins in Q 1-2 2017 – 1-2 Q 2018**




### *Indicators of the dynamics and structure of the market*

**Figure 2. VFD pharmaceutical market in Q 1-2 2017 – 1-2 Q 2018**

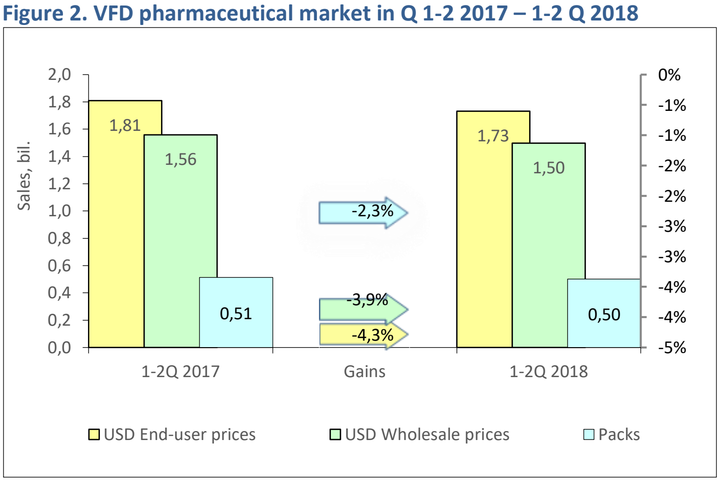



**Figure 3. Structure of VFD pharmaceutical market by major segments in Q 1-2 2017 – 1-2 Q 2018**

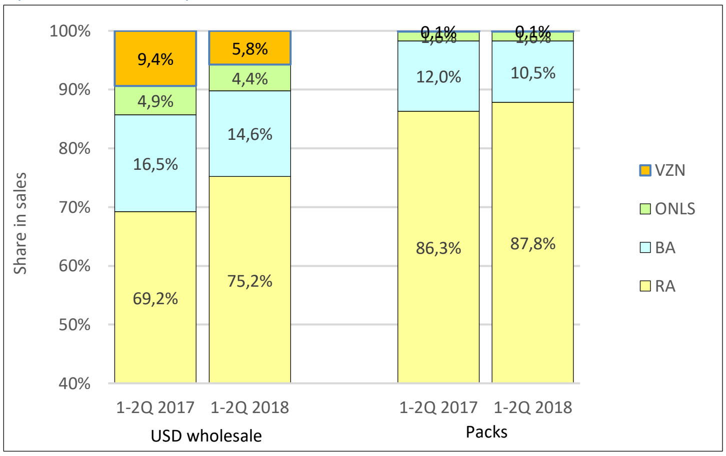



**Figure 4. Structure of the retail segment of VFD pharmaceutical market in Q 1-2 2017 – 1-2 Q 2018**

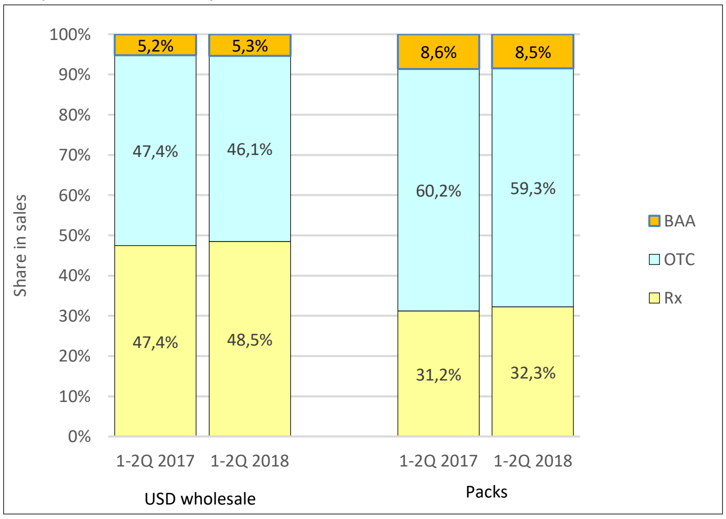
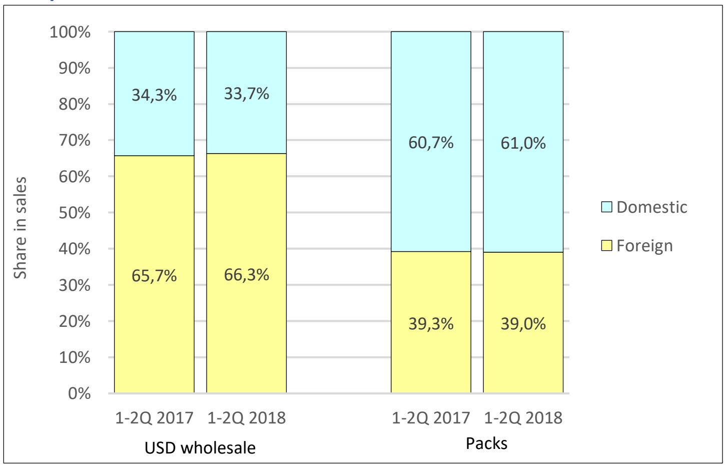



**Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of VFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**



## PHARMACEUTICAL MARKET OF THE URAL FEDERAL DISTRICT (URFD) IN 1-2 Q, 2018 KEY PERFORMANCE INDICATORS

### *Macroeconomic indices*

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

| Value | June-January 2018 | June-January 2018 (%) vs June-January 2017 |
|---|---|---|
| Industrial production index | | 104.8 |
| Retail turnover, RUB bil. | 1,281.2 | 104.2 |
| Monthly average accrued wage per one worker (nominal), RUB | 47,082 | 108.8 |
| real | | 106.5 |

*Note:* VFD TOGS data

**Table 2. Inflation rates in the UrFD, June 2018**

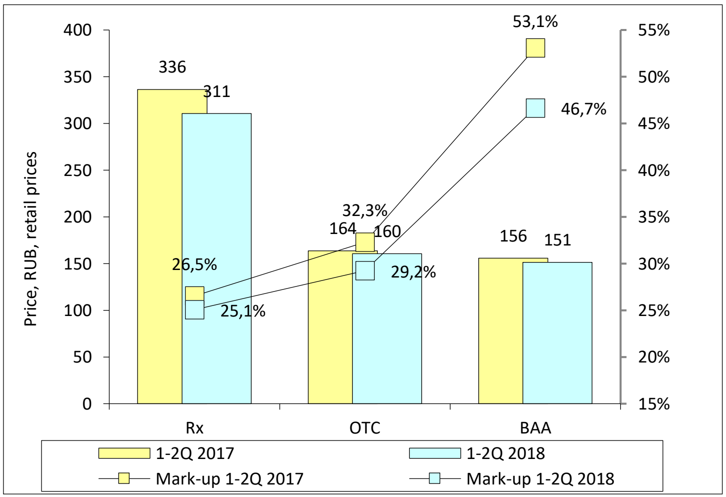
| | June 2018 vs December 2017 |
|---|---|
| CPI | 101.5 |
| CPI for non-food products | 102.1 |

### *Indicators of price dynamics and retail margins*

**Table 3. Results of the UrED price monitoring conducted by Roszdravnadzor in UrFD**

| | Price dynamics in May 2018 to December 2017 (%) | | |
|---|---|---|---|
| | Retail prices | Wholesale prices | Manufacturers' prices |
| VED total | 1.2 | 1.6 | 0.5 |
| Not more than RUB 50 | 1.6 | | |
| From RUB 50 to 500 | 0.9 | | |
| Over RUB 500 | 1.6 | | |

**Figure 1. Dynamics of weighted average prices and retail margins in 1-2 Q 2017 – 1-2 Q 2018**




### *Indicators of the dynamics and structure of the market*

**Figure 2. UrFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

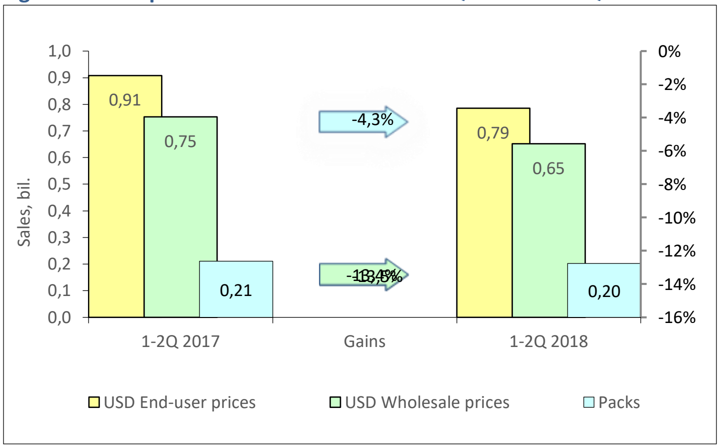



**Figure 3. Structure of UrFD pharmaceutical market by major segments in 1-2 Q 2017 – 1-2 Q 2018**

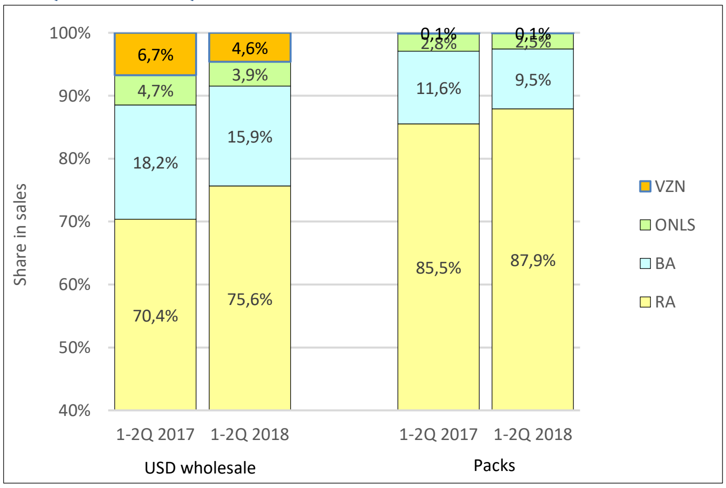



**Figure 4. Structure of the retail segment of UrFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

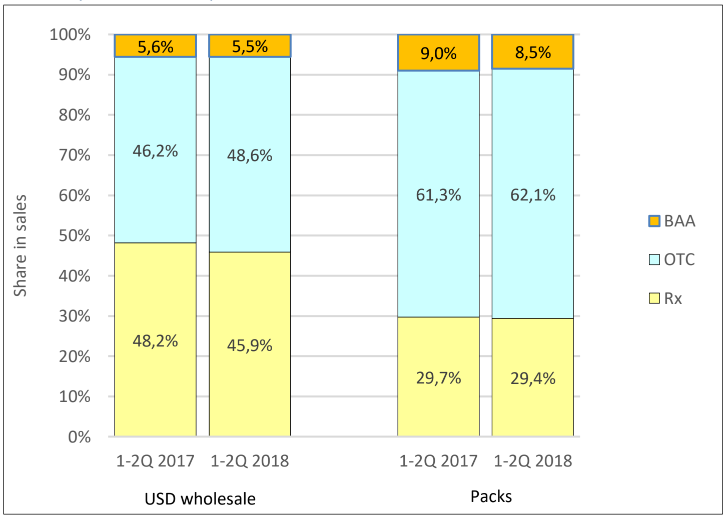
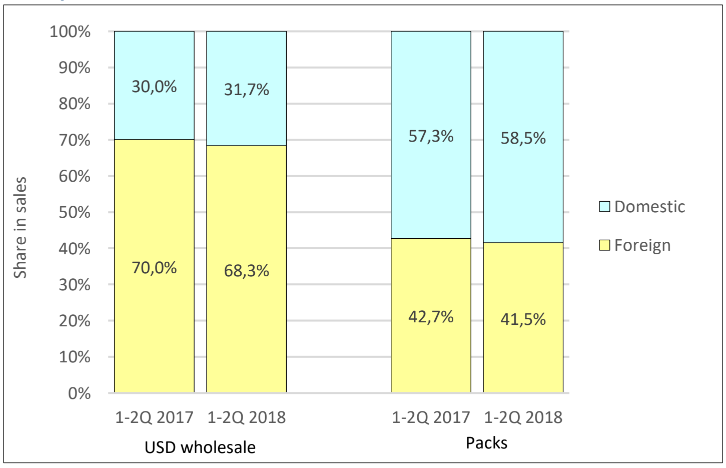



**Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of UrFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**



## PHARMACEUTICAL MARKET OF THE SIBERIAN FEDERAL DISTRICT (SiFD) IN 1-2 Q 2018 KEY PERFORMANCE INDICATORS

### *Macroeconomic indices*

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

| Value | June-January 2018 | June-January 2018 (%) vs June-January 2017 |
|---|---|---|
| Industrial production index | | 104.2 |
| Retail turnover, RUB bil. | 1,428.1 | 101.9 |
| Monthly average accrued wage per one worker (nominal), RUB | 36,737 | 111.4 |
| real | | 109.2 |

*Note:* SiFD TOGS data

**Table 2. Inflation rates in the SiFD, June 2018**

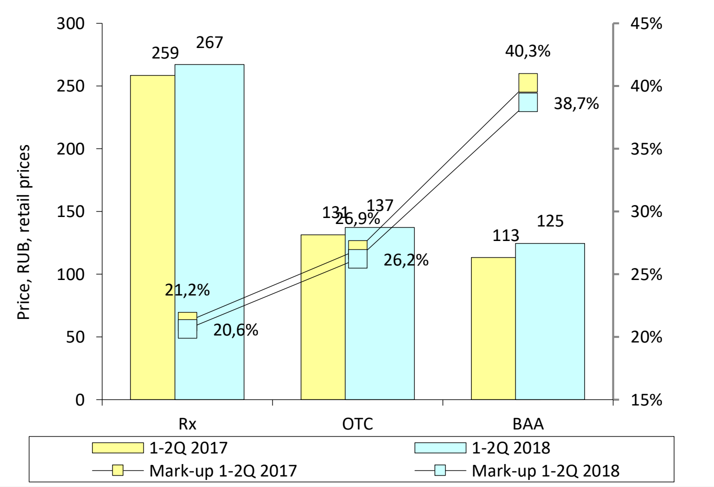
| | June 2018 vs December 2017 |
|---|---|
| CPI | 101.8 |
| CPI for non-food products | 102.4 |

### *Indicators of price dynamics and retail margins*

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

| | Price dynamics in May 2018 to December 2017 (%) | | |
|---|---|---|---|
| | Retail prices | Wholesale prices | Manufacturers' prices |
| VED total | 1.4 | 1.7 | 0.5 |
| Not more than RUB 50 | 0.4 | | |
| From RUB 50 to 500 | 1.6 | | |
| Over RUB 500 | 2.2 | | |

**Figure 1. Dynamics of weighted average prices and retail margins in 1-2 Q 2017 – 1-2 Q 2018**




### *Indicators of the dynamics and structure of the market*

**Figure 2. SiFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

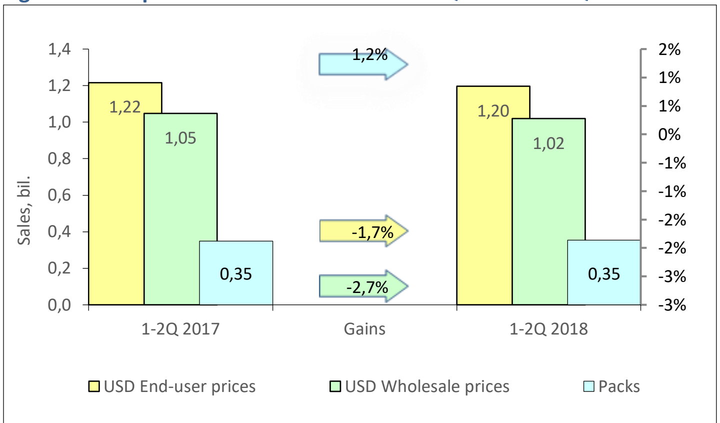



**Figure 3. Structure of SiFD pharmaceutical market by major segments in 1-2 Q 2017 – 1-2 Q 2018**

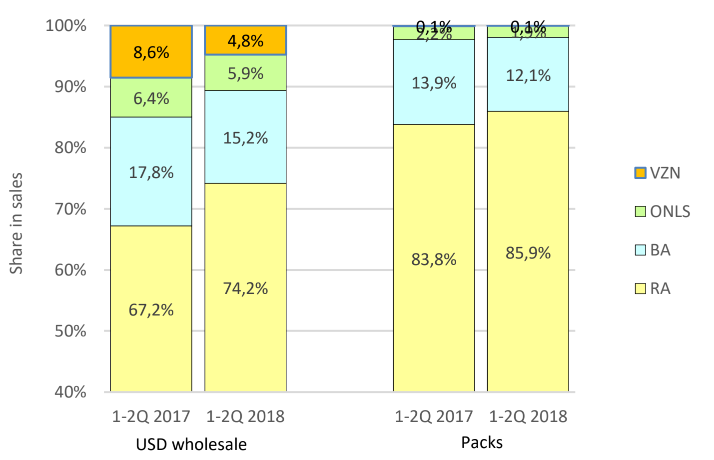



**Figure 4. Structure of the retail segment of SiFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

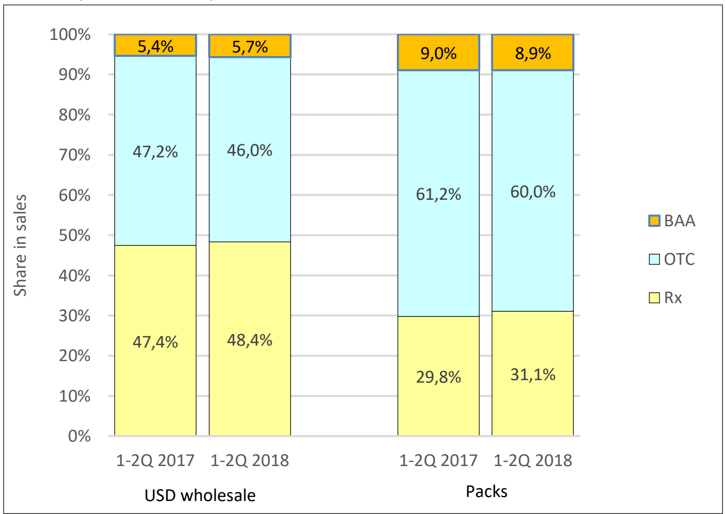
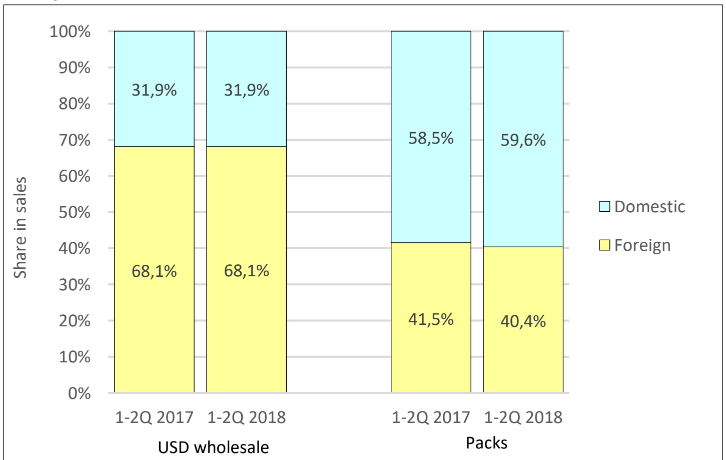



**Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SiFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**



## PHARMACEUTICAL MARKET OF THE SOUTHERN FEDERAL DISTRICT (SoFD) IN 1-2 Q 2018 KEY PERFORMANCE INDICATORS

### *Macroeconomic indices*

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

| Value | June-January 2018 | June-January 2018 (%) vs June-January 2017 |
|---|---|---|
| Industrial production index | | 106.7 |
| Retail turnover, RUB bil. | 1,474.9 | 102.5 |
| Monthly average accrued wage per one worker (nominal), RUB | 30,692 | 110.4 |
| real | | 108.5 |

*Note:* SoFD TOGS data

**Table 2. Inflation rates in the SoFD, June 2018**

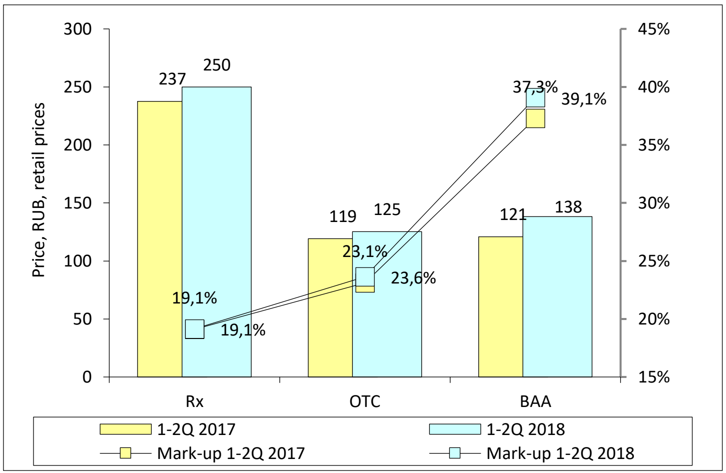
| | June 2018 vs December 2017 |
|---|---|
| CPI | 102.1 |
| CPI for non-food products | 101.9 |

### *Indicators of price dynamics and retail margins*

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

| | Price dynamics in May 2018 to December 2017 (%) | | |
|---|---|---|---|
| | Retail prices | Wholesale prices | Manufacturers' prices |
| VED total | 0.4 | 2.1 | 0.8 |
| Not more than RUB 50 | -0.9 | | |
| From RUB 50 to 500 | 0.5 | | |
| Over RUB 500 | 1.8 | | |

**Figure 1. Dynamics of weighted average prices and retail margins in 1-2 Q 2017 – 1-2 Q 2018**




### *Indicators of the dynamics and structure of the market*

**Figure 2. SoFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

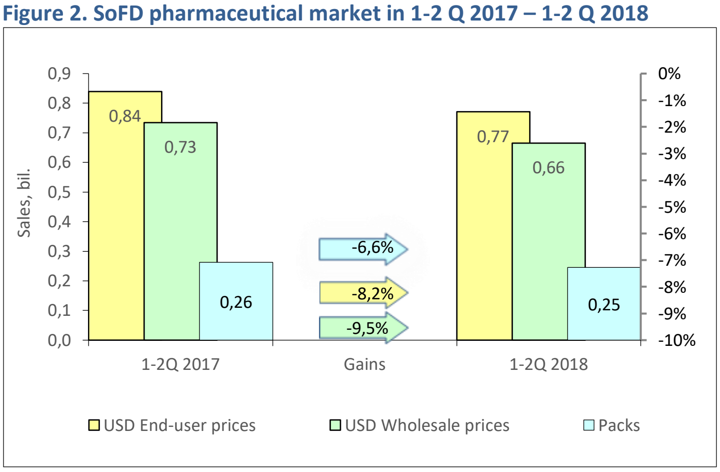



**Figure 3. Structure of SoFD pharmaceutical market by major segments in 1-2 Q 2017 – 1-2 Q 2018**

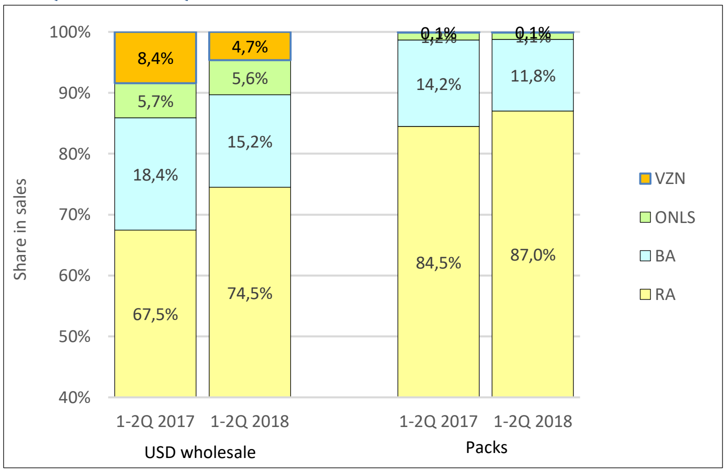



**Figure 4. Structure of the retail segment of SoFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

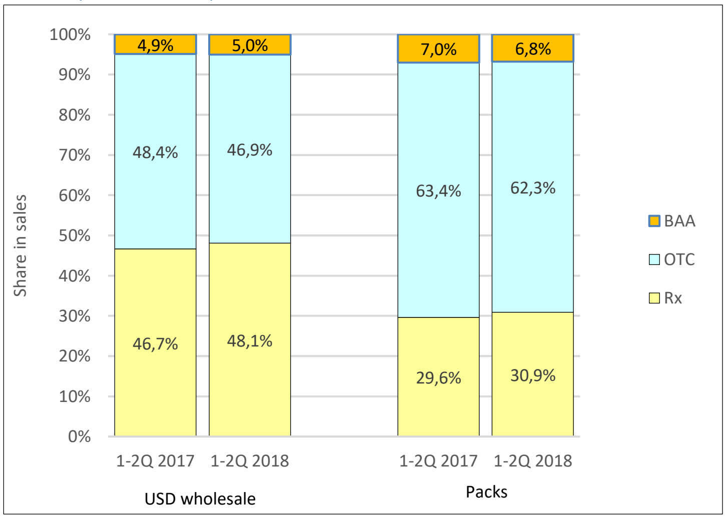
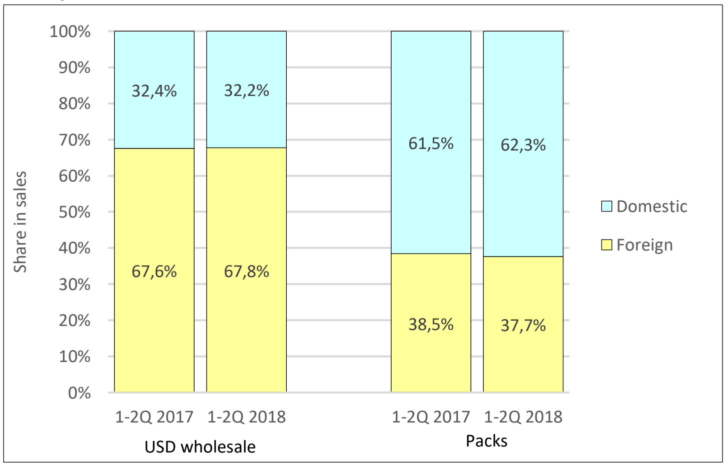



**Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SoFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**



## PHARMACEUTICAL MARKET OF THE FAR EASTERN FEDERAL DISTRICT (FEFD) IN 1-2 Q 2018 KEY PERFORMANCE INDICATORS

### *Macroeconomic indices*

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

| Value | June-January 2018 | June-January 2018 (%) vs June-January 2017 |
|---|---|---|
| Industrial production index | | 101.1 |
| Retail turnover, RUB bil. | 636.8 | 102.0 |
| Monthly average accrued wage per one worker (nominal), RUB | 52,714 | 110.7 |
| real | | 108.4 |

*Note:* FEFD TOGS data

**Table 2. Inflation rates in the FEFD, June 2018**

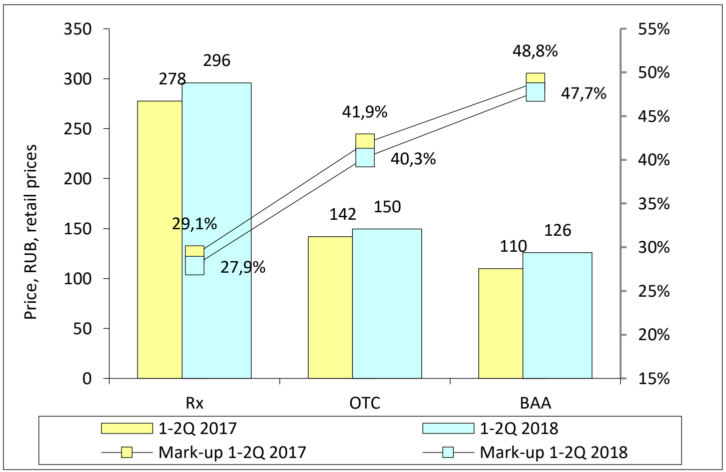
| | June 2018 vs December 2017 |
|---|---|
| CPI | 101.5 |
| CPI for non-food products | 101.4 |

### *Indicators of price dynamics and retail margins*

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

| | Price dynamics in May 2018 to December 2017 (%) | | |
|---|---|---|---|
| | Retail prices | Wholesale prices | Manufacturers' prices |
| VED total | 1.0 | 1.4 | 0.4 |
| Not more than RUB 50 | 0.8 | | |
| From RUB 50 to 500 | 1.1 | | |
| Over RUB 500 | 1.0 | | |

**Figure 1. Dynamics of weighted average prices and retail margins in 1-2 Q 2017 – 1-2 Q 2018**




### *Indicators of the dynamics and structure of the market*

**Figure 2. FEFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

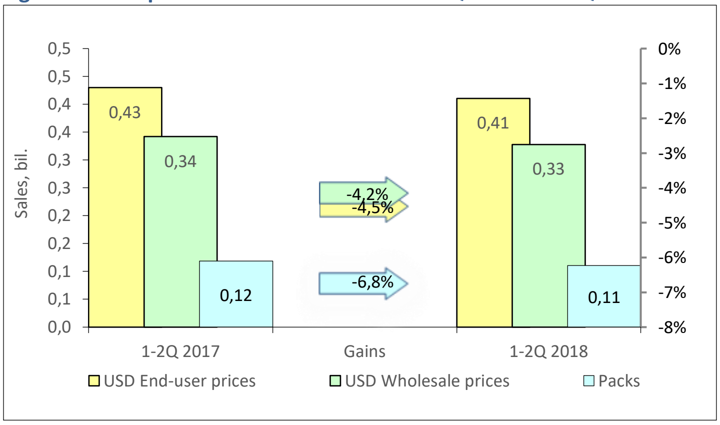



**Figure 3. Structure of FEFD pharmaceutical market by major segments in 1-2 Q 2017 – 1-2 Q 2018**

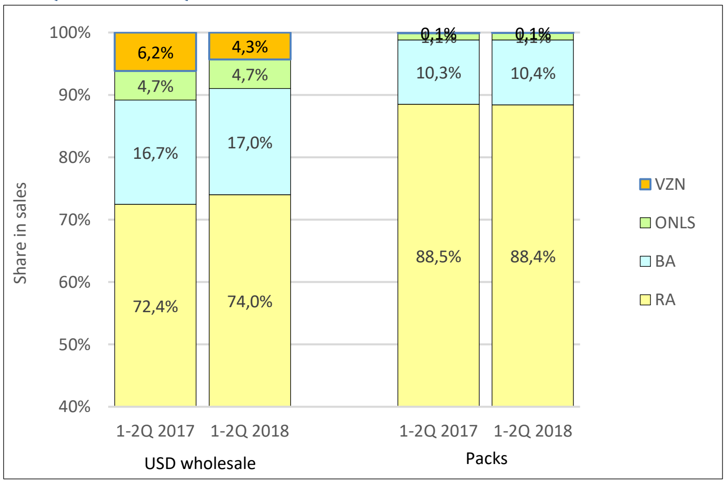



**Figure 4. Structure of the retail segment of FEFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**

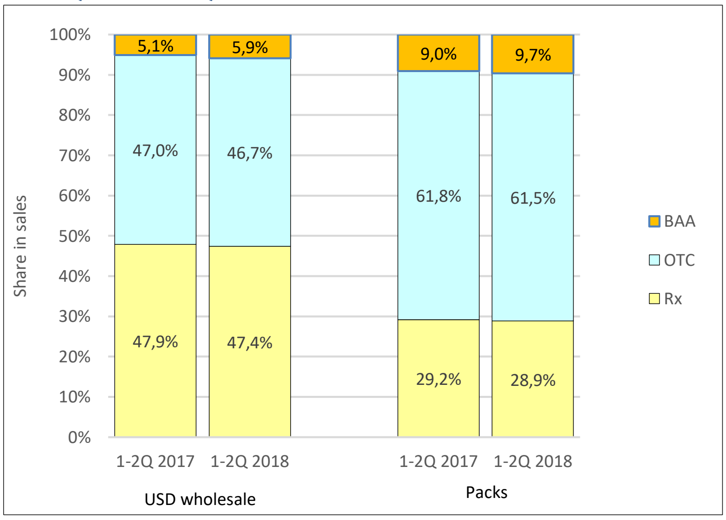



**Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of FEFD pharmaceutical market in 1-2 Q 2017 – 1-2 Q 2018**