

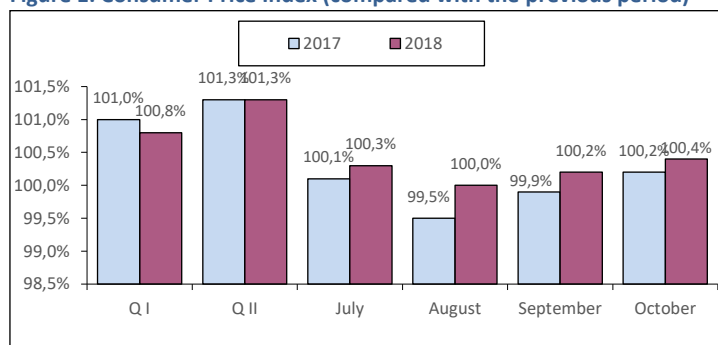
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.4% in October 2018, compared to the previous month, and 102.5% against December 2017.

In October this year, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 103.3%, whereas in the month-earlier period it had amounted to 101.3%. The index accounted for 114.7% against December of the 2017.

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



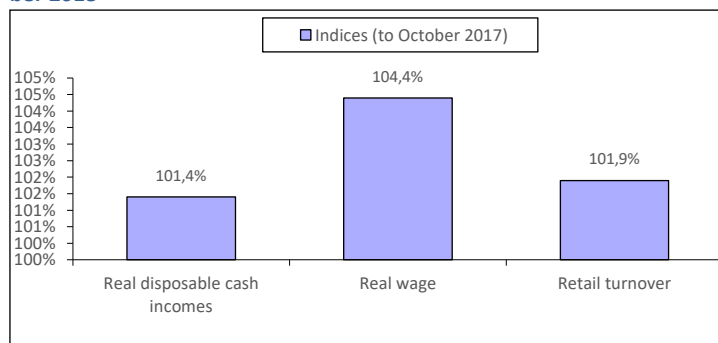
Living standard

According to preliminary Federal State Statistics Service's data, at the end of October 2018 a gross monthly average wage per worker reached RUB 42000 (USD 637.43) which accounted for 100.5% compared to the previous month and 108.1% compared to October 2017. The real wage accounted for 104.4% in October 2018 compared to October 2017. In October 2018, the real value of disposable cash incomes accounted for 100.2% as compared with October 2017 (exclusive of a lump sum payment to pensioners in January 2017 in the amount of 5 thousand rubles), accounted for 101.4% as compared with June of 2017, and 104.3% compared with the previous period (Fig. 2).

Retail turnover

In October 2018, the retail turnover was equal to RUB 2746.2 bil. or 101.9% (in comparable prices) against the level of the corresponding period of the previous year, in January- October 2018 - RUB 25473.5 bil. or 102.6% (Fig. 2).

Figure 2. Real values of cash incomes, wages and retail turnover in October 2018



Industrial Production

According to Federal State Statistics Service's data, in October 2018 Industrial Production Index accounted for 103.7% compared to the same period of the previous year, and in January - October 2018 103.0% in January - October 2018.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in October 2018 accounted for 115.9% compared to the relevant period of the previous year, 119.2% against September 2018, and 107.3% against January -October 2018.

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 October 2018.

Table 1. Top ten Russian chemical and pharmaceutical manufacturers by sales volume in October 2018

Rank	Manufacturer	RUB mil.
1	Otcpharm	2021.1
2	Biocad	1540.2
3	Microgen	1406.2
4	Stada	1107.8
5	Pharmasyntez	1081.8
6	Pharmstandart	1077.5
7	Valenta	1074.8
8	Veropharm	1028.9
9	Sotex	892.8
10	Akrikhin Pharma	768.5

Source - Remedium according to IQVIA data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. Sales (in terms of roubles) increased in overwhelming majority of the regions in September 2018, compared to the previous month. Tatarstan showed the highest growth (+29%), Perm showed the lowest growth in sales (+1%). Krasnodar Kray (-17%) and Rostov region (-3%) also showed reduction in sales performance.

Table 2. Pharmacy sales in the regions, 2018

Region	Pharmacy sales, \$ mil. (wholesale prices)			Growth gain, % (roubles)		
	July 2018	August 2018	September 2018	July/ June 18	August/ July 18	September/ August 18.
Moscow	124.6	130.6	151.1	-20%	10%	18%
St. Petersburg	40.6	43.8	54.4	-18%	13%	27%
Krasnodar Krai	41.4	43.0	34.7	11%	9%	-17%
Krasnoyarsk Krai	22.0	22.5	24.4	-7%	7%	11%
Tatarstan	15.5	14.9	18.8	-11%	1%	29%
Rostov Region	19.4	19.8	18.8	-1%	7%	-3%
Novosibirsk Region	19.2	16.6	17.6	-8%	-9%	9%
Voronezh Region	12.2	12.7	13.0	-10%	9%	5%
Perm	6.7	7.3	7.2	-14%	15%	1%
Tyumen	5.8	5.6	6.2	-6%	2%	14%

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 October 2018

Rank	Company*	Quantity of broadcasts
1	Berlin-Chemie/Menarini	13,755
2	Bayer	13,186
3	Teva	12,778
4	Sandoz	12,085
5	Sanofi	11,946

Source - Remedium according to Mediascope's data

Table 4. Top five brand names in mass media in October 2018

Rank	Brand*	Quantity of broadcasts
1	Linex	4,166
2	Evalar	4,136
3	Supradin	3,844
4	Broncho-munal	3,487
5	ACC	3,365

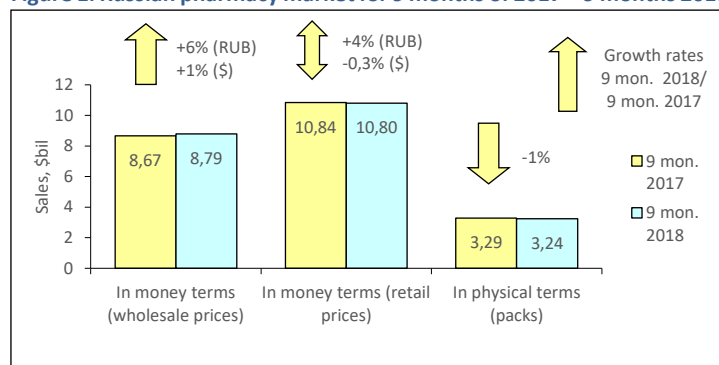
Source - Remedium according to Mediascope's data

* Only products registered with State Register of Medicines were considered

RUSSIAN PHARMACY FPP MARKET: 2018 FIRST NINE MONTHS RESULTS

According to the results of the Retail Audit of Finished Pharmaceutical Products (FPP) in Russian Federation™, at month-end January- September 2018 the volume of drug sales in physical terms in the country saw a 1% decrease to 3.244 bil. Packs as compared to the same period of 2017. In money terms, the market saw a 6% increase in terms of roubles and 1% in terms of dollars. At the same time, the market volume reached RUB 537.199 bil. (USD 8.792 bil.) at wholesale prices (Fig.1). The average cost of a pack slightly increased as compared to a year earlier period (USD 3.29) and reached USD 3.33 at retail prices. Consumer spending for drugs in Russia averaged to USD 73.56 for the first nine months of 2018, whereas during the same period a year ago it averaged to USD 73.84.

Figure 1. Russian pharmacy market for 9 months of 2017 – 9 months 2018



The top ten drug manufacturers on the Russian pharmacy market continued to show high stability: six of them held their own in the ranking (table 1). As before, BAYER (+7%¹), SANOFI (+1%), TEVA (+3%) and SERVIER (+7%) held ranks one through four and ABBOTT (+7%) and BERLIN-CHEMIE/MENARINI (+6%) kept their previous ranks seven and eight. The manufacturer SANDOZ (+8%) showed the highest among the leaders growth rates and moved up one rank, coming in at number five. Rounding out the top-ten ranking, GLAXOSMITHKLINE (+4%) and its only newcomer GEDEON RICHTER (+3%) moved up one rank. And only OTCPHARM (+6%) fell in the ranks, moving down to rank six. In total, the top ten ATC groups accumulated 34.2% of the Russian market, whereas in the year-earlier period 34.6%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2018	9 mon. 2017		9 mon. 2018	9 mon. 2017
1	1	BAYER	5.1	5.1
2	2	SANOFI	4.4	4.7
3	3	TEVA	3.9	4.0
4	4	SERVIER	3.6	3.5
5	6	SANDOZ	3.2	3.1
6	5	OTCPHARM	3.2	3.2
7	7	ABBOTT	2.8	2.8
8	8	BERLIN-CHEMIE/MENARINI	2.8	2.8
9	10	GLAXOSMITHKLINE	2.7	2.7
10	11	GEDEON RICHTER	2.6	2.7
Total			34.2	34.6

*AIPM members are in bold

Среди ведущих брендов на розничном рынке страны лидером по объемам продаж и темпу роста рынка стал XARELTO (+40%) (табл. 2). DETRALEX (+10%) held and reinforced rank two, and the former leader NUROFEN (+3%) moved down to rank three. On top of that, it displaced brand CONCOR (+3%) down one rank to number four. Apart from the leader, another three drug manufacturers from the top ten ranking showed growth in purchases. MEXIDOL (+10%) and INGAVIRIN (+16%) moved up from ranks eight and ten to six and seven, and the only newcomer PENTALGIN (+12%) moved up to the last rank in the top ten. The brands ACTOVEGIN and KAGOCEL held their own in the ranking, whereas CARDIOMAGNYL moved down one rank, displaced by the more dynamic brands of the top ten. The total share of the top 10 increased from 6.4% to 6.7%.

Table 2. The top ten brands by pharmacy sales

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

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

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2018	9 mon. 2017		9 mon. 2018	9 mon. 2017
10	12	PENTALGIN	0.6	0.5
Total			6.7	6.4

The top three of the top ten INN and grouping name ranking held their own in the ranking: INN XYLOMETAZOLINE (-0,2%) and IBUPROFEN (+10%) and the composition DIOSMIN*HESPERIDIN (+17%) held their previous three ranks (table 3). INN NIMESULIDE (+5%), ROSUVASTATIN (+11%) and BLOOD (+5%) held their own in the top ten. INN BISOPROLOL (+7%) moved up one rank to number four, whereas the less dynamic PANCREATIN (+2%) that had held this rank earlier, moved down to rank five. The newcomers RIVAROXABAN (+40%) and ETHYLMETHYLHYDROXYPYRIDINE (+7%) broke into the ranks of the top ten, moving up to numbers eight and ten, respectively. The total share of the top 10 increased from 9.6% to 9.8%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
9 mon. 2018	9 mon. 2017		9 mon. 2018	9 mon. 2017
1	1	XYLOMETAZOLINE	1.6	1.7
2	2	IBUPROFEN	1.1	1.1
3	3	DIOSMIN*HESPERIDIN	1.1	1.0
4	5	BISOPROLOL	1.0	1.0
5	4	PANCREATIN	1.0	1.0
6	6	NIMESULIDE	0.9	0.9
7	7	ROSUVASTATIN	0.9	0.8
8	15	RIVAROXABAN	0.8	0.6
9	9	BLOOD	0.7	0.7
10	11	ETHYLMETHYLHYDROXYPYRIDINE	0.7	0.7
Total			9.8	9.6

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-angiotensin system (+9%) held their previous top two ranks in the ranking. Shifts took place in the lower part of the top 10 ranking, whereby only three brands rose in the ranks. G03 Sex hormones (+7%) moved up one rank, to number three, and B1 Antithrombotic agents (+21%) moved up to rank five from nine. The newcomer C05 Vasoprotectives (+12%) broke into the ranks of the top ten, coming in at number ten. At the same time, five groups lost one rank each. R01 Nasal preparations (+1%), J01 Antibacterials for systemic use (+3%), N02 Analgesics (-1%), J05 Antivirals for systemic use and A07 Antidiarrheal, intestinal anti-inflammatory and antimicrobial agents (+6% each) moved down to rank four and ranks from six to nine respectively. In total, the top ten ATC groups accumulated 36.3% as in the year-earlier period.

Table 4. The top ten ATC Groups by pharmacy sales

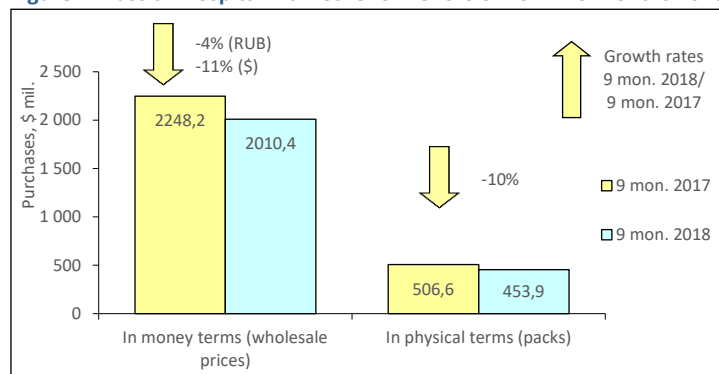
Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2018	9 mon. 2017			9 mon. 2018	9 mon. 2017
1	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.9	5.0
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.6	4.5
3	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.7	3.7
4	3	R01	NASAL PREPARATIONS	3.6	3.7
5	9	B01	ANTITHROMBOTIC AGENTS	3.5	3.1
6	5	J01	ANTIBACTERIALS FOR SYST USE	3.5	3.6
7	6	N02	ANALGESICS	3.2	3.5
8	7	J05	ANTIVIRALS FOR SYSTEMIC USE	3.1	3.2
9	8	A07	ANTIDIARR.,INTEST. ANTIINFL./ANTIINFECT. AGENTS	3.1	3.1
10	12	C05	VASOPROTECTIVES	3.0	2.9
Total				36.3	36.3

Conclusion. At the end of January- September 2018, the pharmacy market of the country brought in RUB 660.183 bil. (USD 10.805 bil.), which was 4% more in terms of roubles and 0.3% less in terms of dollars than in the same period of 2017. In pack terms, the market reduced by 1% compared to the previous year and amounted to 3.244 bil. packs. Based on the results for the first nine months of 2018, the average cost of an FPP pack in the national pharmacies was USD 3.33, whereas it was USD 3.29 in 2017. The average expenses of the Russian Federation residents for purchase of OTC drugs in pharmacies reduced as compared to the previous year (USD 73.56 vs. USD 73.84).

RUSSIAN FEDERATION HOSPITAL MARKET: 2018 FIRST NINE MONTHS RESULTS

According to the results of the Budget Audit of FPPs in the Russian Federation (without DLO and regional benefit)TM, in nine months 2018 the national hospital market reduced by 10% in physical terms and amounted to 453.922 mil. packs. In money terms, the market also showed negative growth rates both in terms of roubles (-4%) and in terms of dollars (-11%) and reached RUB 125.970 bil. (USD 2.010 bil.) in wholesale prices. Based on the results for January-September 2018, the average price per FPP pack in the hospital sector of the country was USD 4.43, whereas in the year-earlier period its price was USD 4.44.

Figure 1. Russian hospital market for 9 months of 2017 – 9 months 2018



Half of the top ten manufacturers of the top ten, as the market in whole, showed negative growth rates based on the results for nine months of 2018 (Table 1). Among them is the manufacturer PFIZER (-6%) taking the leadership in the top ten. Another four manufacturers fell in the ranks. JOHNSON & JOHNSON (-2%), MSD (-1%), SANOFI (-9%) and BAYER (-0.4%) moved down to ranks six through eight and ten in the top ten. ABBVIE (+8%) and MICROGEN (+17%), which showed positive growth rates, held and reinforced their previous ranks two and four. The more dynamic PHARMASINTEZ (+27%), BIOCAD and VEROPHARM (+32% each) moved up to ranks three, five and nine, respectively. Note that the latter became the only newcomer of the top-10. The total share of the top ten increased by 4.4 p.p. and accounted for 39.8%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
9 mon. 2018	9 mon. 2017		9 mon. 2018	9 mon. 2017
1	1	PFIZER	5.8	6.0
2	2	ABBVIE	5.0	4.4
3	5	PHARMASINTEZ	4.8	3.6
4	4	MICROGEN	4.6	3.8
5	8	BIOCAD RF	4.2	3.1
6	3	JOHNSON & JOHNSON	3.9	3.8
7	6	MSD	3.6	3.5
8	7	SANOFI	3.0	3.1
9	11	VEROPHARM	2.7	2.0
10	9	BAYER	2.2	2.1
Total			39.8	35.4

*AIPM members are in bold

Despite 3% reduction in purchases, the vaccine PREVENAR 13 remained the bestselling brand on the hospital market of Russia in the analysed period (Table 2). SOVIGRIIP (+37%) moved up to rank two from four, whereas NATRIUM CHLORIDUM (-14%) which was earlier placed at that rank, in contrast, moved down to rank four. The brands KALETRA (-7%), ISENTRESS (-16%) and INTELENCE (-14%) held their previous ranks three, five and six. The newcomers EVIPLERA (2.4-fold increase in purchases), HERTICAD (+69%), SIMANOD (2.2-fold increase) and TIVICAY (41-fold increase) moved up to the lower part of the top ten. The total share of the top 10 trade names increased from 15.9% to 18.8%.

Table 2. The top 10 brands by hospital purchases

Rank in the top ten		Brand	Share in total hospital purchases, %	
9 mon. 2018	9 mon. 2017		9 mon. 2018	9 mon. 2017
1	1	PREVENAR 13	3.9	3.9
2	4	SOVIGRIIP	3.0	2.1
3	3	KALETRA	2.6	2.7
4	2	NATRIUM CHLORIDUM	2.4	2.7
5	5	ISENTRESS	1.4	1.7
6	6	INTELENCE	1.2	1.3
7	21	EVIPLERA	1.1	0.4
8	11	HERTICAD	1.1	0.6
9	20	SIMANOD	1.1	0.5
10	49	TIVICAY	0.9	0.0
Total			18.8	15.9

Only two newcomers broke into the ranks of the top ten INN and generic names ranking (Table 3). TRASTUZUMAB (+29%) and TENOFOVIR DISOPROXIL*EMTRICITABINE*RILPIVIRINE (2.4-fold increase in purchases) moved up to ranks six and eight, respectively. In addition, the other two INNs of the top ten rose in the ranks. Despite the negative growth rates, LOPINAVIR* RITONAVIR (-5%) и ETRAVIRINE (-14%) moved up one rank, coming in at numbers three and seven. At the same time, INNs SODIUM (-14%) and ENOXAPARIN SODIUM (-8%) moved down one rank, to numbers four and ten, respectively. Due to 34% reduction in purchases, ATAZANAVIR moved down from rank six to nine. Three INNs of the top 10 succeeded in holding their own in the ranking. They were the leaders of the top-10 VACCINE, PNEUMOCOCCAL (-6%) and VACCINE, INFLUENZA (+40%), as well as RALTEGRAVIR (-16%) placed on rank five. The total share accumulated by the top-ten INNs and grouping names increased by 1 p.p. to 20.5%.

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

Rank		INNs/Grouping Names	Share in total hospital purchases, %	
9 mon. 2018	9 mon. 2017		9 mon. 2018	9 mon. 2017
1	1	VACCINE, PNEUMOCOCCAL	4.2	4.3
2	2	VACCINE, INFLUENZA	4.0	2.8
3	4	LOPINAVIR*RITONAVIR	2.6	2.7
4	3	SODIUM	2.4	2.7
5	5	RALTEGRAVIR	1.4	1.7
6	11	TRASTUZUMAB	1.3	1.0
7	8	ETRAVIRINE	1.2	1.3
8	31	TENOFOVIR DISOPROXIL* EMTRICITABINE*RILPIVIRINE	1.1	0.4
9	6	ATAZANAVIR	1.1	1.6
10	9	ENOXAPARIN SODIUM	1.0	1.0
Total			20.5	19.5

In contrast to the above rankings, the top ten ATC groups ranking changed its leader: L01 Antineoplastic agents (+20%) moved up to rank one from two, displacing J05 Antivirals for systemic use down one rank (-8%) (Table 4). In addition to the leader, V08 Contrast media (+0.5%) also improved their position by 1 p.p. and the newcomer L04 Immunosuppressants (+11%) moved up from rank 11 to nine. At the same time, J04 Antimycobacterials (-31%) and N01 Anaesthetics (-7%) moved down one rank, to numbers eight and ten. The groups J07 Vaccines (+18%), J01 Antibacterials for systemic use (-14%), B05 Blood substitutes and perfusion solutions (+0.1%) and B01 Antithrombotic agents (-7%) held their previous ranks from three through six. In total, the top ten ATC groups accumulated 69.0% of the hospital market, whereas in the year-earlier period - 65.1%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
9 mon. 2018	9 mon. 2017			9 mon. 2018	9 mon. 2017
1	2	L01	ANTINEOPLASTIC AGENTS	14.5	11.6
2	1	J05	ANTIVIRALS FOR SYSTEMIC USE	13.5	14.1
3	3	J07	VACCINES	13.0	10.6
4	4	J01	ANTIBACTERIALS FOR SYST USE	7.5	8.4
5	5	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	5.8	6.1
6	6	B01	ANTITHROMBOTIC AGENTS	4.4	4.6
7	8	V08	CONTRAST MEDIA	2.7	2.6
8	7	J04	ANTIMYCOBACTERIALS	2.7	2.6
9	11	L04	IMMUNOSUPPRESSANTS	2.6	2.2
10	9	N01	ANESTHETICS	2.2	2.3
Total				69.0	65.1

Conclusion. At the end of the first nine months of 2018, the Russian hospital market reduced both in rouble terms (-4%) and in dollar terms (-11%) and brought in RUB 125.970 bil. (USD 2.010 bil.). In pack terms, the market reduced by 10% and amounted to 453.922 mil. packs. At the end of January-September 2018, the average cost of a finished pharma product (FPP) pack in the national hospital sector amounted to USD 4.43 vs. USD 4.44 in the year earlier period.

PHARMACEUTICAL MARKET OF THE CENTRAL FEDERAL DISTRICT (CFD) IN 1-3 QUARTER 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

Table 1: The latest statistical data on socio-economic situation in Central Federal District

Value	September-January 2018	September-January 2017 (%) as % against September-January 2017
Industrial production index		108.8
Retail turnover, RUB bil.	7,814.1	103.6
Monthly average accrued wage per one worker (nominal), RUB	52,947	111.7
real		108.3

Note: CFD TOGS data

Table 2: Inflation rates in the Central Federal District, June 2018

	September 2018 as against December 2017
CPI	102.8
CPI for non-food products	103.4

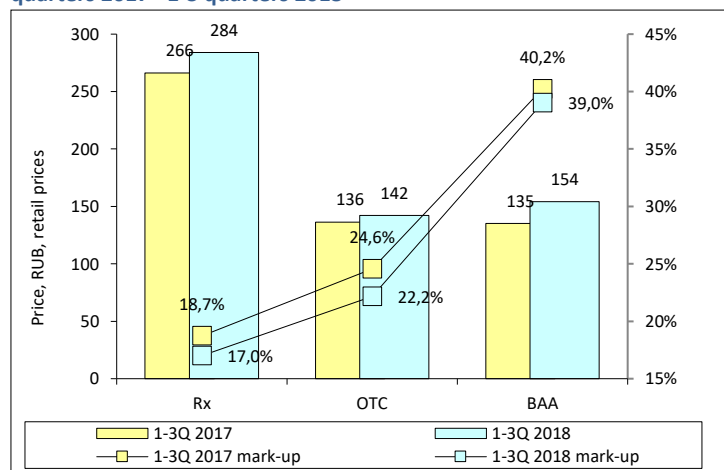
Indicators of price dynamics and retail margins

Table 3 Results of VED* price monitoring conducted by Roszdravnadzor in the Central Federal District

	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		

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 quarters 2017– 1-3 quarters 2018



Indicators of the dynamics and structure of the market²

Figure 2. Central Federal District pharmaceutical market in 1-2 quarters 2017– 1-3 quarters 2018

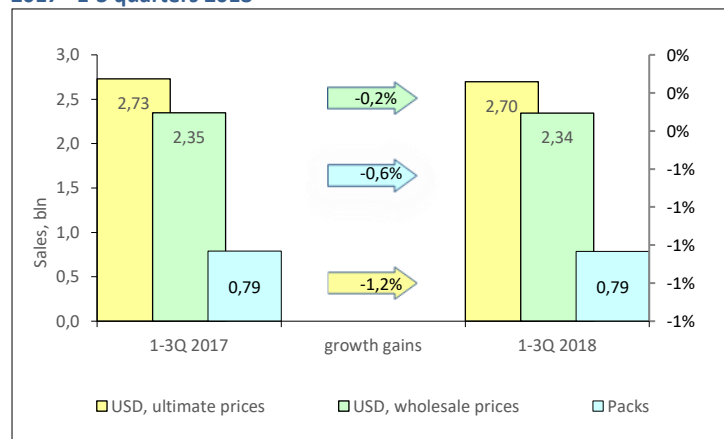


Figure 3. Structure of CFD pharmaceutical market by major segments in 1-2 quarters, 2017– 1-3 quarters 2018

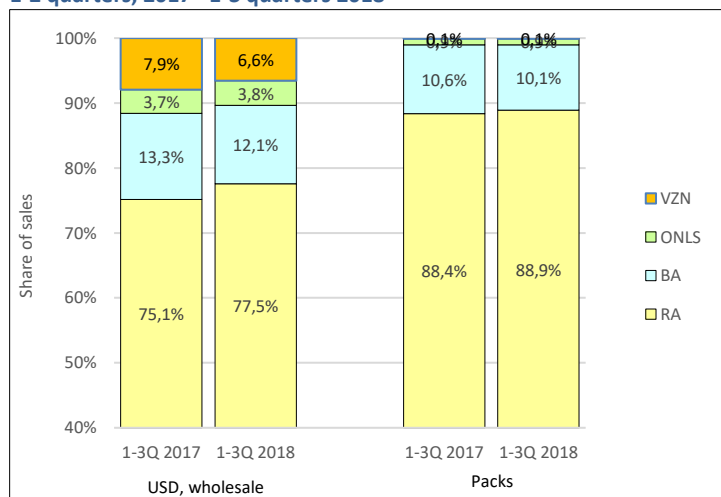


Figure 4. Structure of the retail segment of CFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

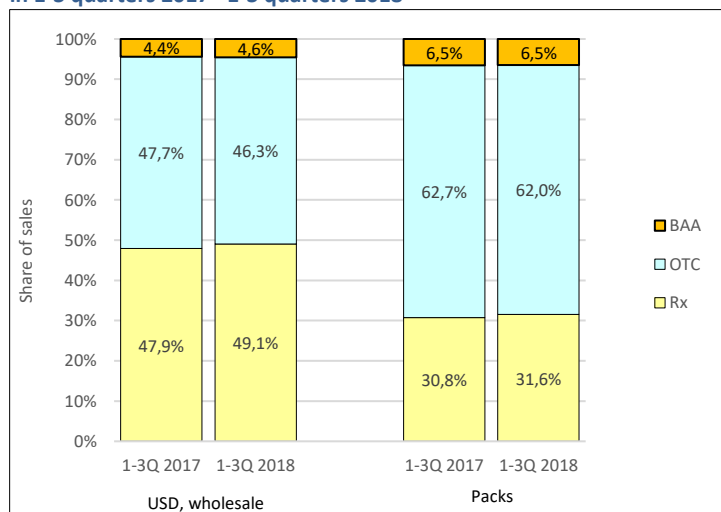
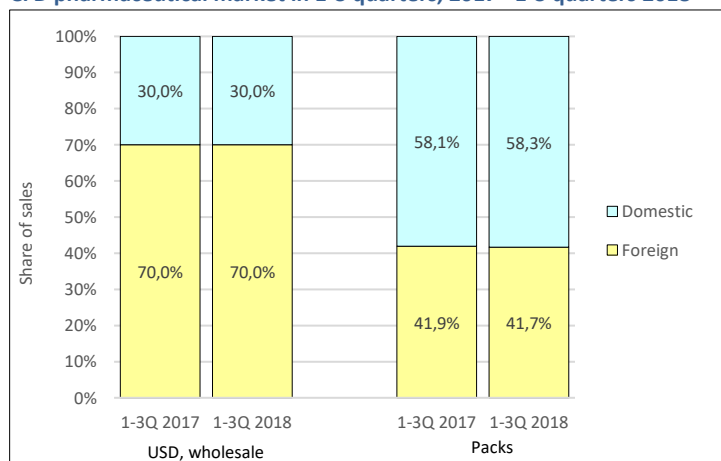


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of CFD pharmaceutical market in 1-3 quarters, 2017– 1-3 quarters 2018



² Exclusive of Moscow

PHARMACEUTICAL MARKET OF THE NORTHWESTERN FEDERAL DISTRICT (NWFD) IN 1-3 QUARTER 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	September-January 2018	September-January 2017 (%) as % against September-January 2017
Industrial production index		102.9
Retail turnover, RUB bil.	2,239.7	102.9
Monthly average accrued wage per one worker (nominal), RUB	48,295	110.8
real		108.0

Note: NWFD TOGS data

Table 2. Inflation rates in the NWFD, June 2018

	September 2018 as against December 2017
CPI	102.4
CPI for non-food products	102.9

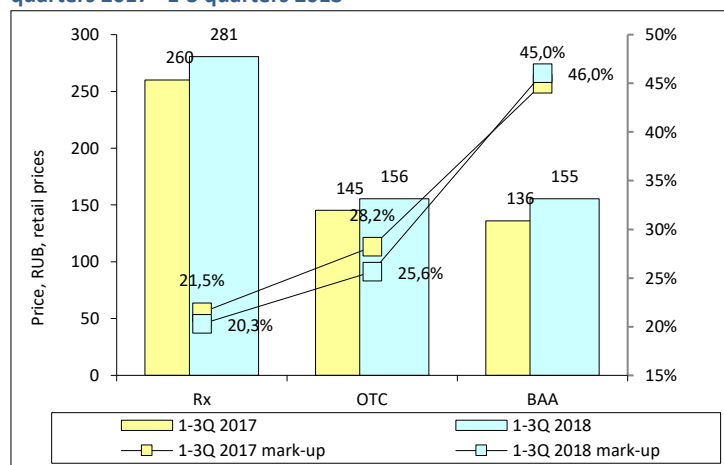
Indicators of price dynamics and retail margins

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		

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 quarters 2017– 1-3 quarters 2018



Indicators of the dynamics and structure of the market³

Figure 2. NWFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

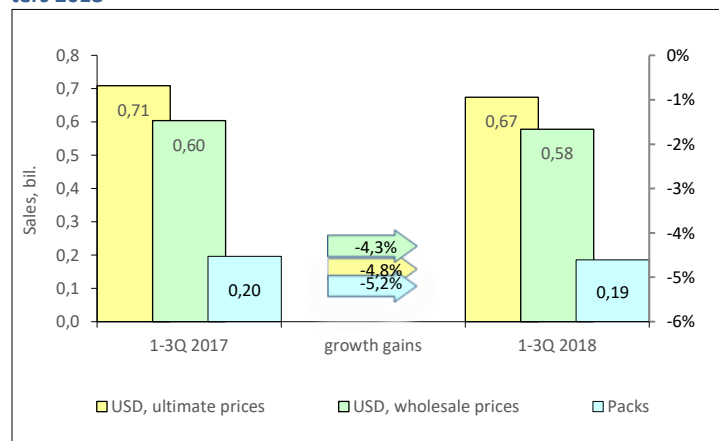


Figure 3. Structure of NWFD pharmaceutical market by major segments in 1-3 quarters 2017– 1-3 quarters 2018

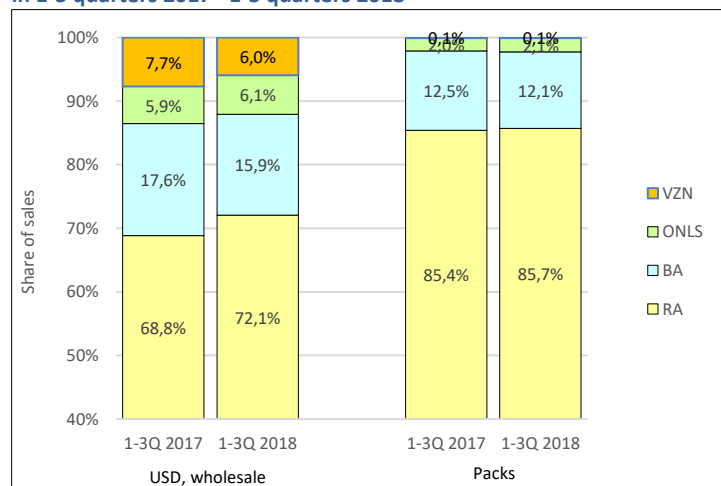


Figure 4. Structure of the retail segment of NWFD pharmaceutical market in 1-3, 2017– 1-3 quarters 2018

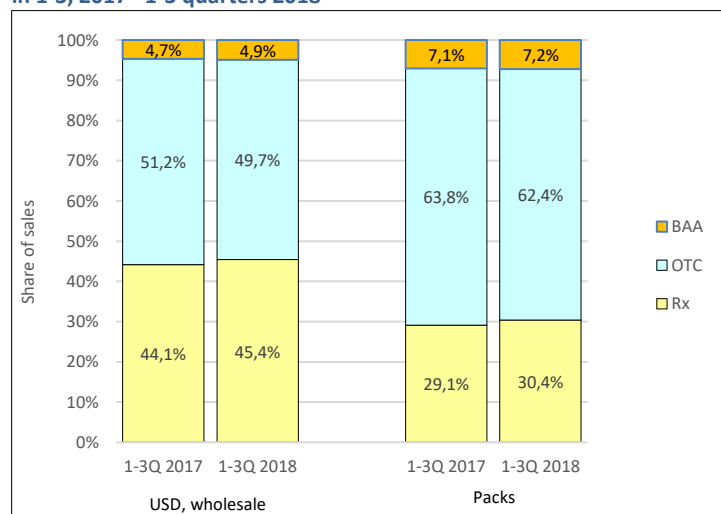
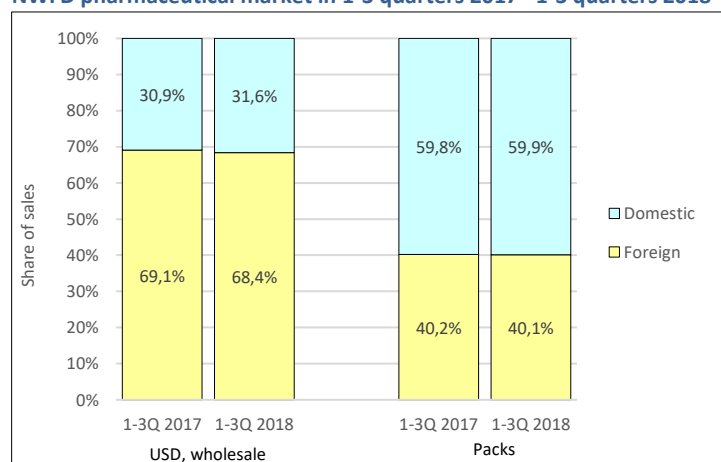


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of NWFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018



³ Exclusive of St. Petersburg

PHARMACEUTICAL MARKET OF THE VOLGA FEDERAL DISTRICT (VFD) IN 1-3 QUARTER 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	September-January 2018	September-January 2017 (%) as % against September-January 2017
Industrial production index		102.1
Retail turnover, RUB bil.	4,010.8	104.1
Monthly average accrued wage per one worker (nominal), RUB	31,026	109.1
real		106.8

Note: VFD TOGS data

Table 2. Inflation rates in the VFD, June 2018

	September 2018 as against December 2017
CPI	102.4
CPI for non-food products	103.0

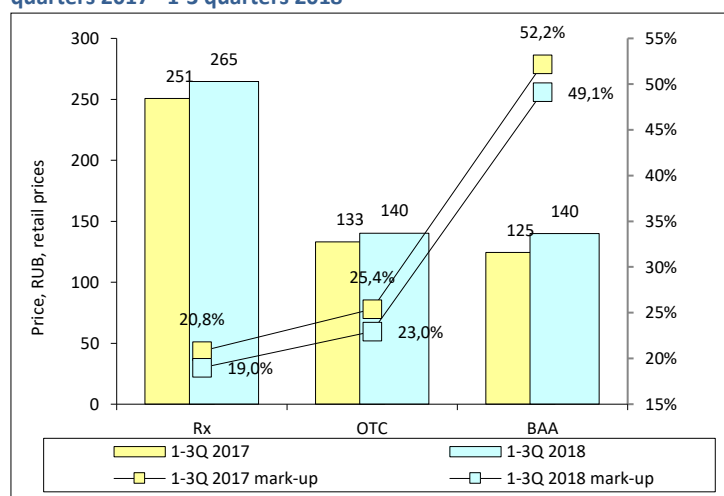
Indicators of price dynamics and retail margins

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 quarters 2017– 1-3 quarters 2018



Indicators of the dynamics and structure of the market

Figure 2. VFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

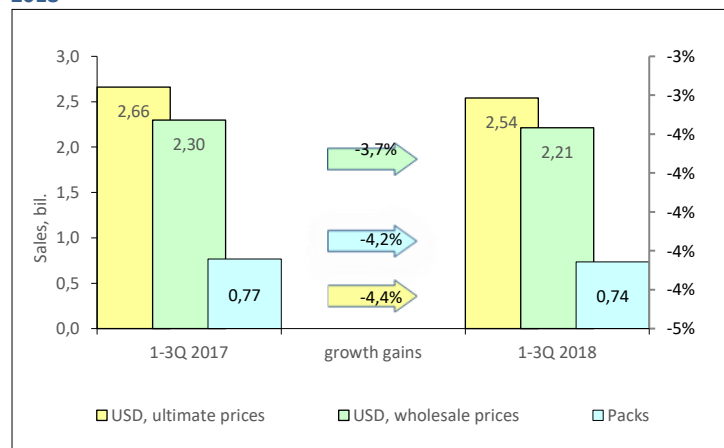


Figure 3. Structure of VFD pharmaceutical market by major segments in 1-3 quarters, 2017– 1-3 quarters 2018

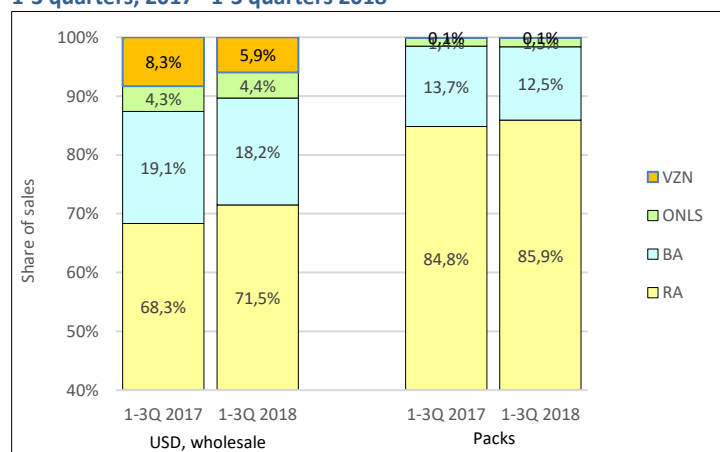


Figure 4. Structure of the retail segment of VFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

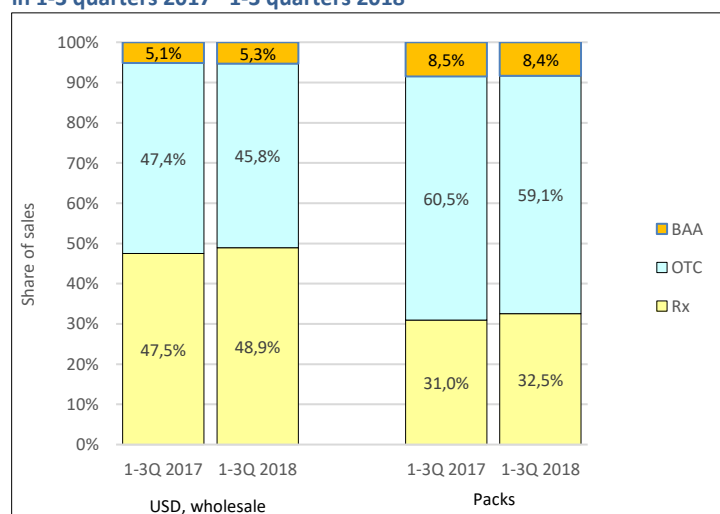
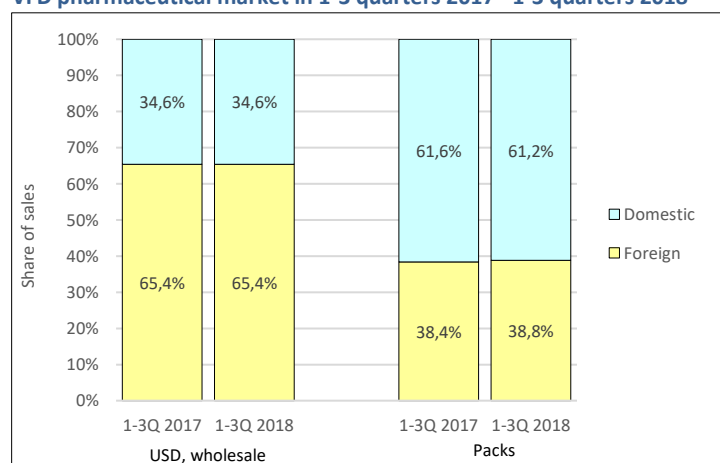


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of VFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018



PHARMACEUTICAL MARKET OF THE URAL FEDERAL DISTRICT (URFD) IN 1-3 QUARTER 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	September-January 2018	September-January 2017 (%) as % against September-January 2017
Industrial production index		105.8
Retail turnover, RUB bil.	1,962.7	103.9
Monthly average accrued wage per one worker (nominal), RUB	46,790	108.7
real		106.3

Note: VFD TOGS data

Table 2. Inflation rates in the UrFD, June 2018

	September 2018 as against December 2017
CPI	101.8
CPI for non-food products	102.4

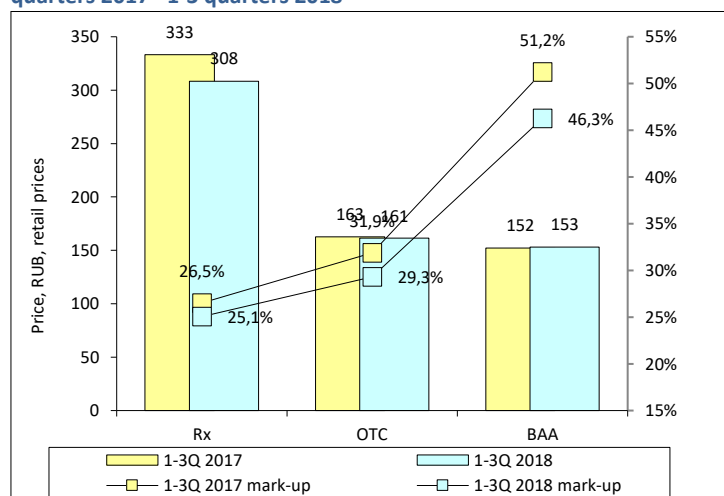
Indicators of price dynamics and retail margins

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 quarters 2017– 1-3 quarters 2018



Indicators of the dynamics and structure of the market

Figure 2. UrFD pharmaceutical market in 1-3 quarters, 2017– 1-3 quarters 2018

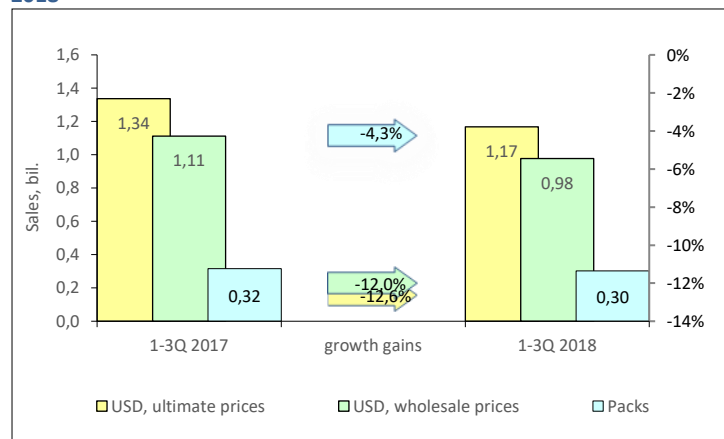


Figure 3. Structure of UrFD pharmaceutical market by major segments in 1-3 quarters 2017– 1-3 quarters 2018

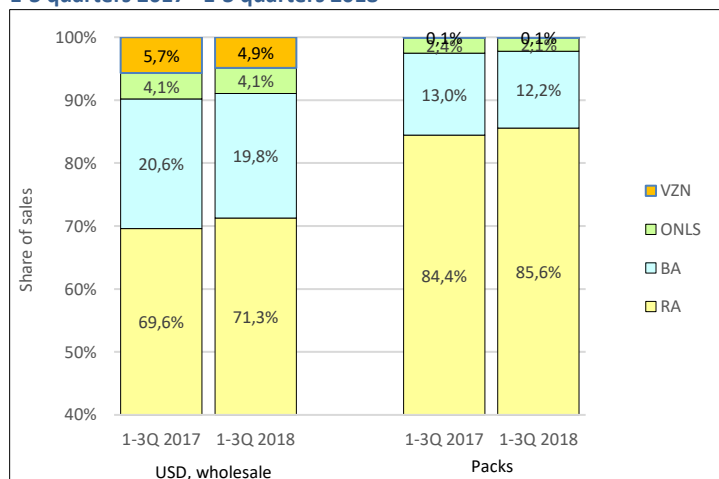


Figure 4. Structure of the retail segment of UrFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

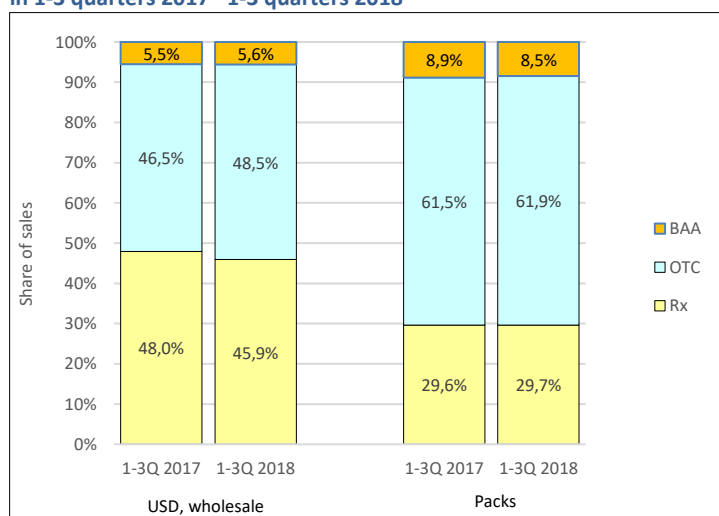
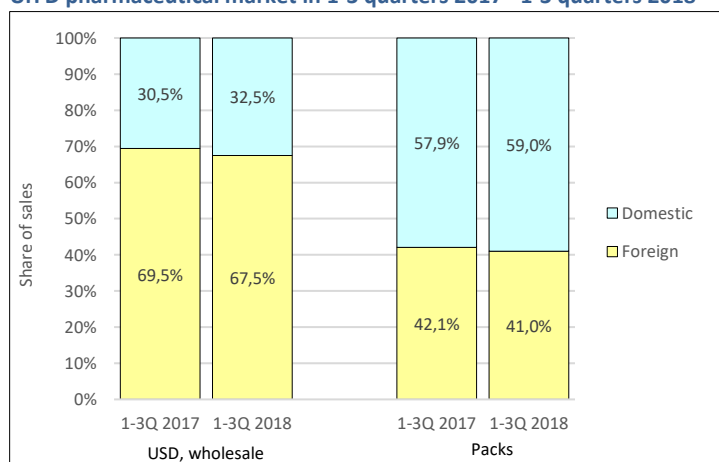


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of UrFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018



PHARMACEUTICAL MARKET OF THE SIBERIA FEDERAL DISTRICT (SFD) IN 1-3 QUARTERS OF 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	September-January 2018	September-January 2017 (%) as % against September-January 2017
Industrial production index		103.8
Retail turnover, RUB bil.	2,205.7	102.0
Monthly average accrued wage per one worker (nominal), RUB	36,485	111.0
real		108.5

Note: SiFD TOGS data

Table 2. Inflation rates in the SFD, June 2018

	September 2018 as against December 2017
CPI	102.4
CPI for non-food products	103.3

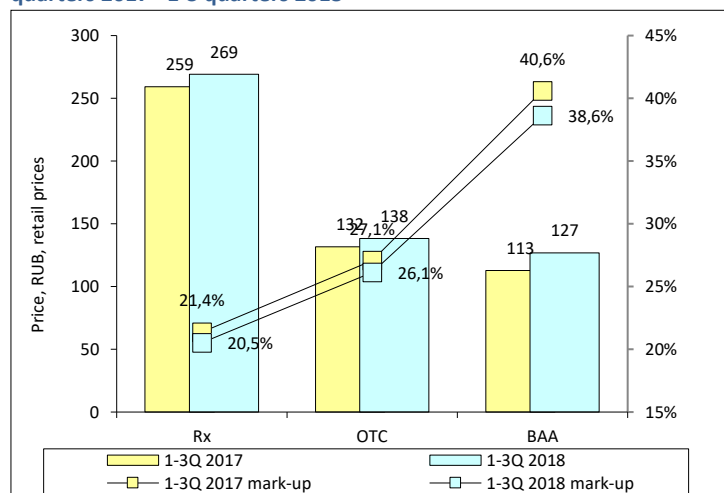
Indicators of price dynamics and retail margins

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 quarters 2017– 1-3 quarters 2018



Indicators of the dynamics and structure of the market

Figure 2. SiFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

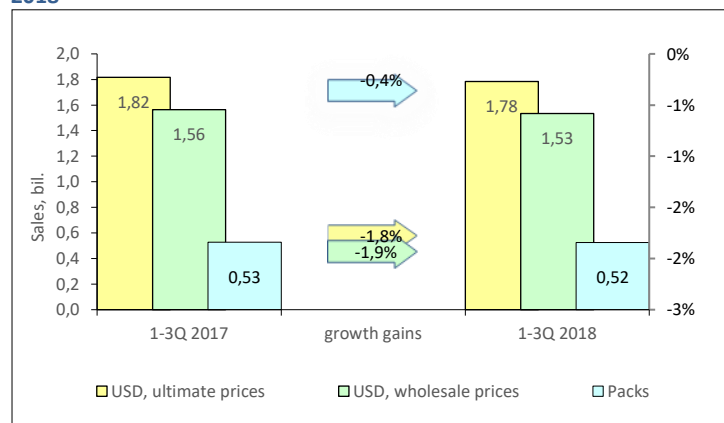


Figure 3. Structure of SiFD pharmaceutical market by major segments in 1-3 quarters, 2017– 1-3 quarters 2018

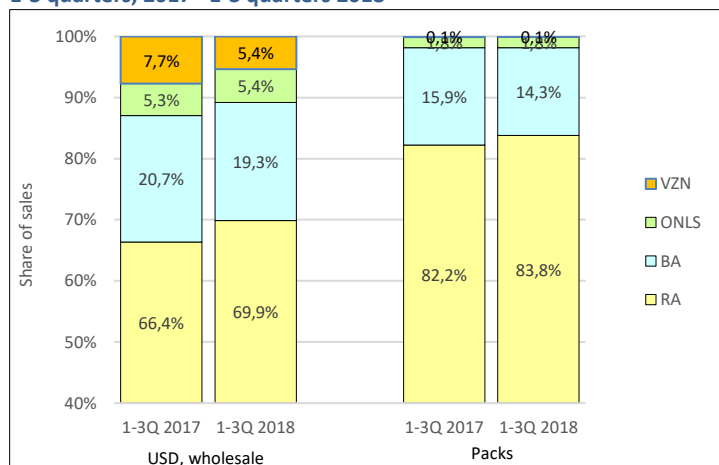


Figure 4. Structure of the retail segment of SiFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

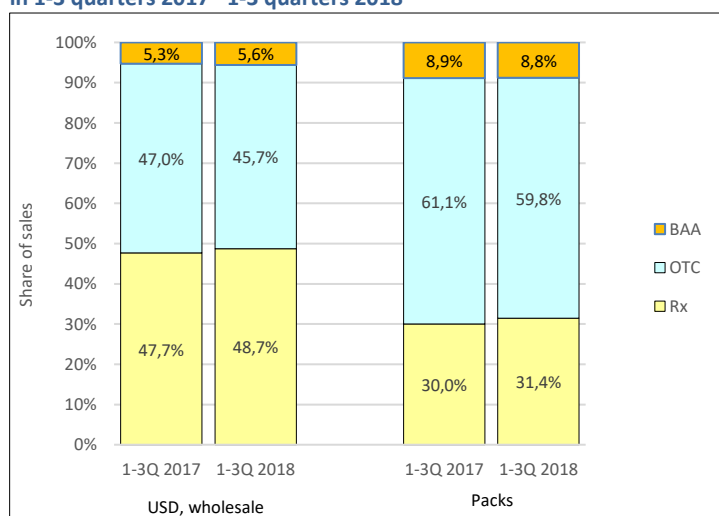
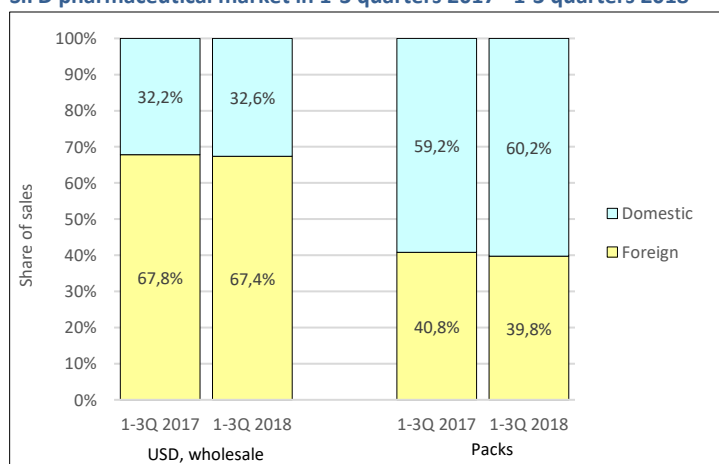


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SiFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018



PHARMACEUTICAL MARKET OF THE SOUTHERN FEDERAL DISTRICT (SoFD) IN Q 1-3 OF 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	September-January 2018	September-January 2017 (%) as % against September-January 2017
Industrial production index		104.7
Retail turnover, RUB bil.	2,385.1	103.7
Monthly average accrued wage per one worker (nominal), RUB	30,774	110.1
real		107.9

Note: SoFD TOGS data

Table 2. Inflation rates in the SFD, June 2018

	September 2018 as against December 2017
CPI	102.6
CPI for non-food products	102.5

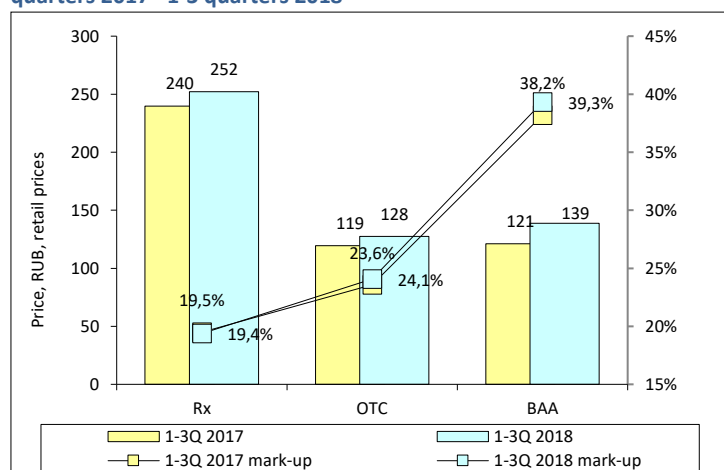
Indicators of price dynamics and retail margins

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 quarters 2017– 1-3 quarters 2018



Indicators of the dynamics and structure of the market

Figure 2. SoFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

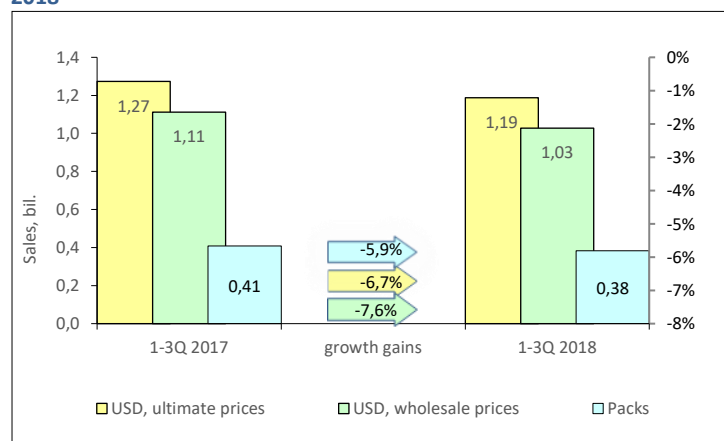


Figure 3. Structure of SoFD pharmaceutical market by major segments in 1-3 quarters, 2017– 1-3 quarters 2018

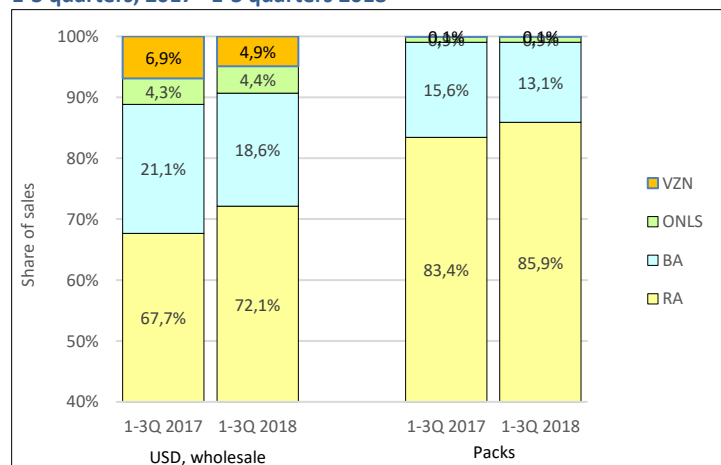


Figure 4. Structure of the retail segment of SoFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

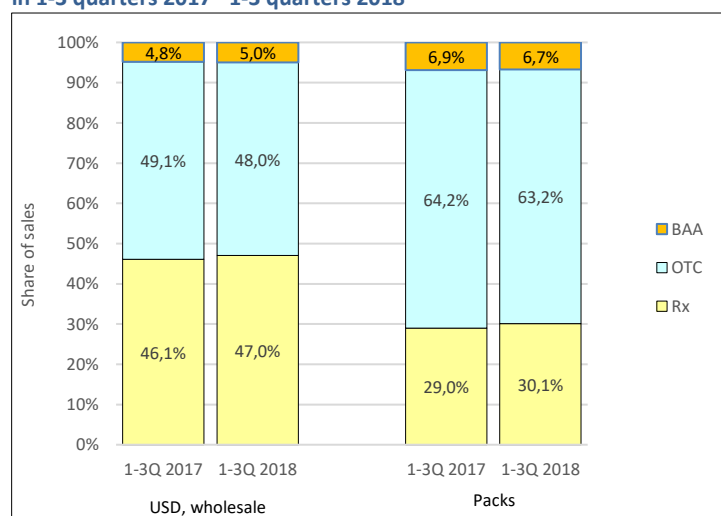
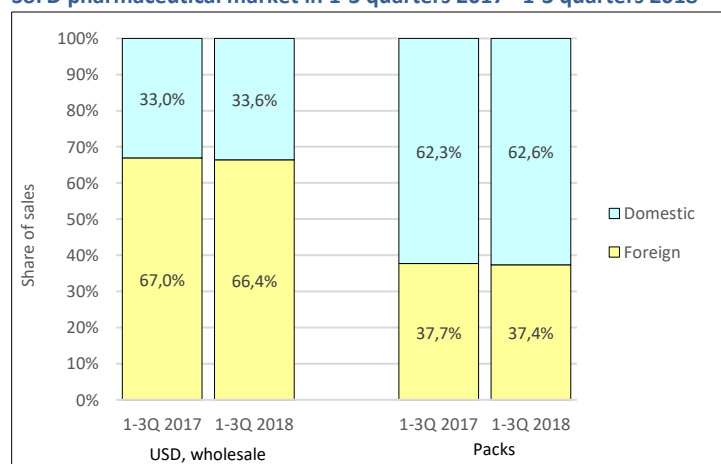


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SoFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018



PHARMACEUTICAL MARKET OF THE FAR EASTERN FEDERAL DISTRICT (FEFD) IN 1-3 QUARTERS OF 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	September-January 2018	September-January 2017 (%) as % against September-January 2017
Industrial production index		102.5
Retail turnover, RUB bil.	991.6	102.6
Monthly average accrued wage per one worker (nominal), RUB	52,505	110.6
real		108.1

Note: FEFD TOGS data

Table 2. Inflation rates in the FEFD, June 2018

	September 2018 as against December 2017
CPI	102.7
CPI for non-food products	102.1

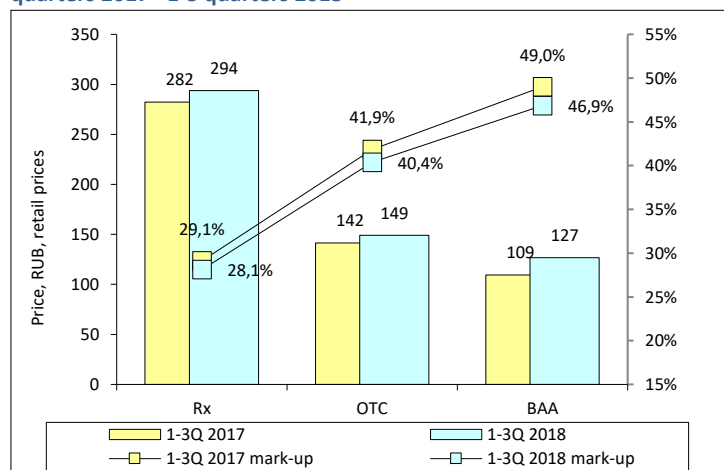
Indicators of price dynamics and retail margins

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 quarters 2017– 1-3 quarters 2018



Indicators of the dynamics and structure of the market

Figure 2. FEFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

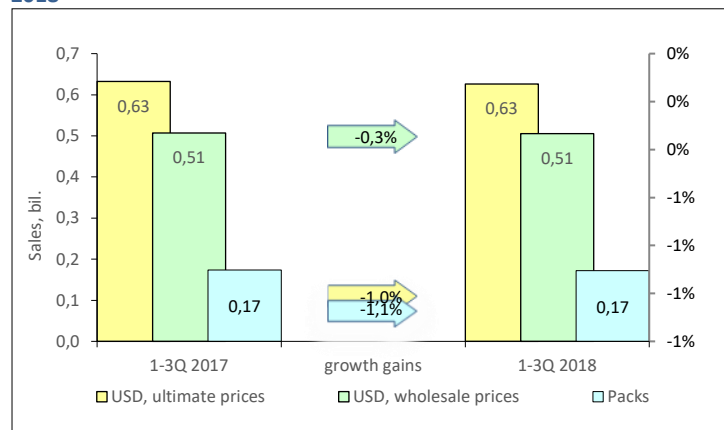


Figure 3. Structure of FEFD pharmaceutical market by major segments in 1-3 quarters, 2017– 1-3 quarters 2018

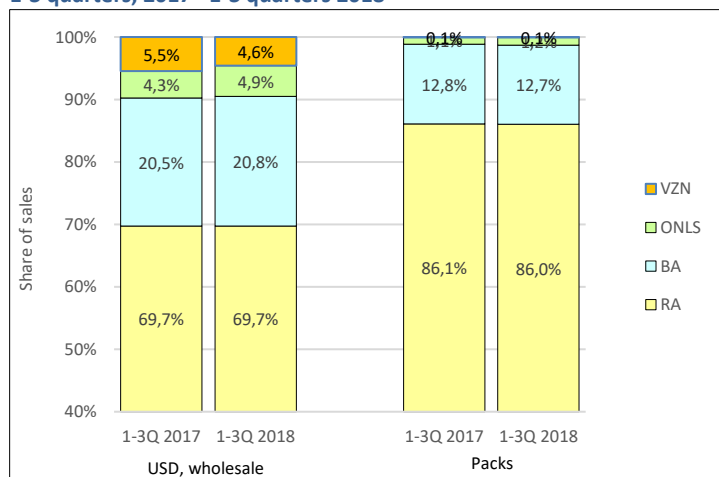


Figure 4. Structure of the retail segment of FEFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

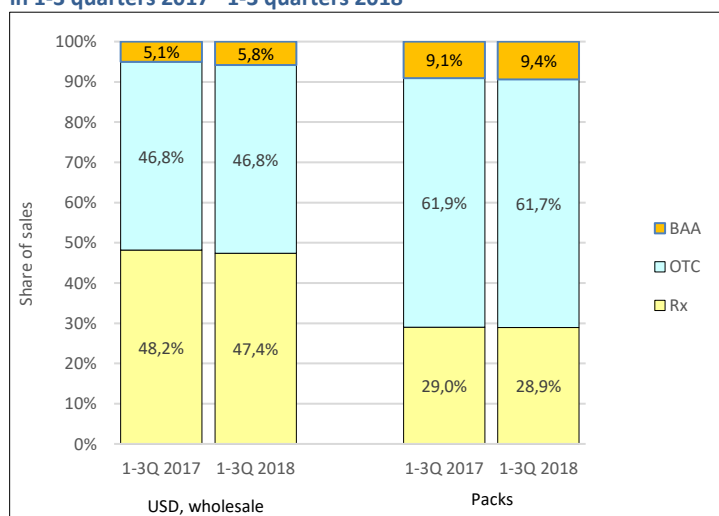


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of FEFD pharmaceutical market in 1-3 quarters 2017– 1-3 quarters 2018

