

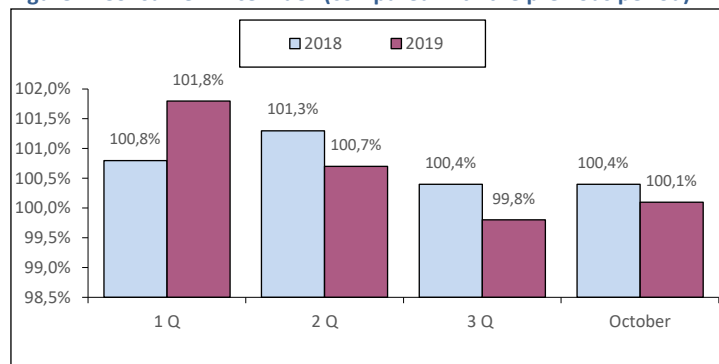
## MACROECONOMIC INDICES

### Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.1% in October of 2019 as compared to September, 102.4% as compared to December of 2018.

In October of 2019, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 99.8%, whereas in the month-earlier period it had amounted to 99.7%. The index accounted for 96.9% against December of 2018.

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



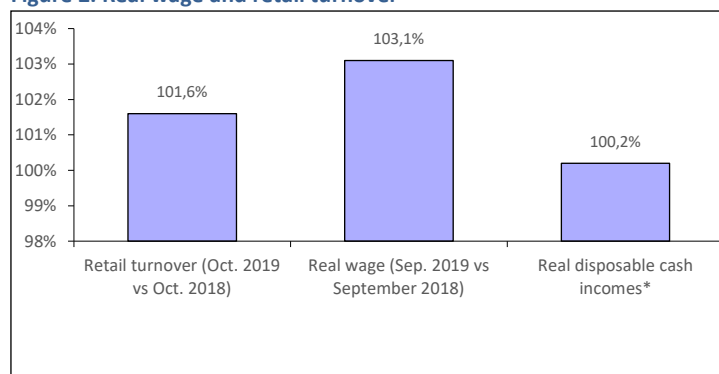
### Living standard

In September of 2019, a gross monthly average wage of corporate employees reached RUB 45,541 (USD 700.85). It increased by 107.2% compared to the same period 2018, and 101.1% compared to the previous period. In September 2019, the real gross wage accounted for 103.1% as compared to September 2018, and 101.3% against the prior period. According to estimates, in January - September of 2019 real disposable cash incomes increased by 0.2% compared to the same period of 2018 (Fig. 2).

### Retail turnover

In October 2019, the retail turnover was equal to RUB 2894.5 bil 2019 101.6% (in comparable prices) against the level of the same period of the previous year, in October 2019 - RUB 27126.1 bil. or 101.5% (Fig. 2).

**Figure 2. Real wage and retail turnover**



\* January-September 2019 vs. January-September 2018.

### Industrial Production

According to Federal State Statistics Service's data, Industrial Production Index accounted for 102.6% in October 2019 compared to the same period in the previous year, and 102.7% in January - October 2019.

According to Federal State Statistics Service's data, Industrial Production Index for drugs and medical products accounted for 124.7% in October 2019 compared to the same period of 2018, and 118.0% in January-October as compared to January-October of 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 2019.

**Table 1. Top ten Russian chemical and pharmaceutical manufacturers by sales volume in October 2019**

| Rank | Manufacturer  | RUB mil. |
|------|---------------|----------|
| 1    | Biocad        | 2815.0   |
| 2    | Otcpharm      | 2073.3   |
| 3    | Microgen      | 1619.5   |
| 4    | Pharmstandart | 1224.5   |
| 5    | Pharmasyntez  | 1161.0   |
| 6    | Generium      | 1098.5   |
| 7    | Stada         | 1039.3   |
| 8    | Veropharm     | 1037.8   |
| 9    | Valenta       | 968.3    |
| 10   | Sotex         | 890.9    |

Source - Remedium according to IQVIA data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. Sales (in terms of roubles) grew in most regions in September 2019 as compared to the previous month. The highest growth was observed in Moscow (+20%), the lowest one in Voronezh Region (+1%). Reduction in sales was recorded in Krasnodar Krai (-9%) and Krasnoyarsk (-1%) Krai.

**Table 2. Pharmacy sales in the regions, 2019**

| Region             | Pharmacy sales, \$ mil. (wholesale prices) |             |                | Growth gain, % (roubles) |                |                     |
|--------------------|--------------------------------------------|-------------|----------------|--------------------------|----------------|---------------------|
|                    | July 2019                                  | August 2019 | September 2019 | July/June 19             | August/July 19 | September/August 19 |
| Moscow             | 147.3                                      | 157.7       | 191.4          | -1%                      | 11%            | 20%                 |
| St. Petersburg     | 56.1                                       | 54.8        | 63.9           | -2%                      | 1%             | 16%                 |
| Krasnodar Krai     | 37.8                                       | 38.2        | 34.9           | 18%                      | 5%             | -9%                 |
| Krasnoyarsk Krai   | 24.7                                       | 27.6        | 27.5           | -13%                     | 16%            | -1%                 |
| Tatarstan          | 16.9                                       | 15.8        | 18.3           | 9%                       | -3%            | 15%                 |
| Rostov Region      | 20.6                                       | 21.1        | 21.9           | 9%                       | 6%             | 3%                  |
| Novosibirsk Region | 18.0                                       | 17.0        | 19.7           | -5%                      | -2%            | 15%                 |
| Voronezh Region    | 11.5                                       | 12.1        | 12.4           | 4%                       | 10%            | 1%                  |
| Perm               | 6.9                                        | 7.3         | 7.5            | -10%                     | 9%             | 2%                  |
| Tyumen             | 6.5                                        | 5.5         | 6.2            | 7%                       | -13%           | 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 October 2019**

| Rank | Company*                | Quantity of broad-casts |
|------|-------------------------|-------------------------|
| 1    | Otcpharm                | 15,669                  |
| 2    | Sandoz                  | 12,361                  |
| 3    | Bayer                   | 10,623                  |
| 4    | GSK Consumer Healthcare | 10,437                  |
| 5    | Berlin-Chemie/Menarini  | 9,759                   |

Source - Remedium according to Mediascope's data

**Table 4. Top five brand names in mass media in October, 2019**

| Rank | Brand*        | Quantity of broad-casts |
|------|---------------|-------------------------|
| 1    | Evalar        | 5,166                   |
| 2    | Broncho-munal | 3,260                   |
| 3    | Cycloferon    | 3,113                   |
| 4    | Voltaren      | 3,110                   |
| 5    | Linex         | 2,777                   |

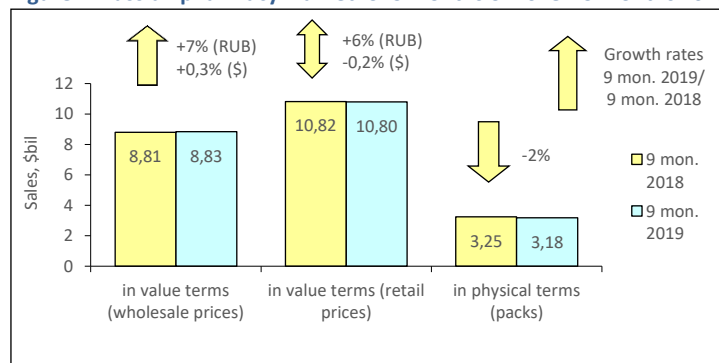
Source - Remedium according to Mediascope's data

\* Only products registered with State Register of Medicines were considered.

## RUSSIAN PHARMACY FPP DRUG MARKET: 2019 FIRST NINE MONTHS RESULTS

According to the results of the Retail Audit of Finished Pharmaceutical Products (FPP) in Russian Federation™, in the first nine months of 2019 the sales of drugs in physical terms in the country saw a 2% decrease to 3.183 bil. packs, as compared to the same period in 2018. In money terms, the market saw a 7% increase in terms of roubles and 0.3% in terms of dollars. The volume of the market amounted to RUB 574.976 bil (USD 8.835 bil.) at wholesale prices (Fig. 1). The average cost of a pack slightly increased as compared to a year earlier (USD 3.33) and reached USD 3.39 at retail prices. Consumer spending for drugs in Russia averaged to USD 73.61 in January-September of 2019, whereas during the same period a year ago it averaged to USD 73.67.

**Figure 1. Russian pharmacy market for 9 months of 2018 – 9 months 2019**



Based on the results of the first nine months of 2019, manufacturers BAYER (+3%<sup>1</sup>), SANOFI (+1%), TEVA (-1%) and SERVIER (+5%) held their previous leading positions in the Russian pharmacy market (Table 1). However, it should be noted that due to lagging behind growth rates, all four manufacturers reduced their market shares. Some shifts took place in the lower part of the top ten manufacturers ranking, as a result of which two manufacturers rose in the ranks. SANDOZ (+4%) and newcomer KRKA (+28%) that broke into the ranks of the top ten for the first time moved up to ranks five and six respectively. At the same time, OTC PHARM (-1%), ABBOTT (+8%) and BERLIN-CHEMIE/MENARINI (+7%) moved down to the lower ranks. The manufacturer GLAXOSMITHKLINE (+11%) held its previous rank nine. In total, the top ten manufacturers accumulated 33.3% of the Russian market, whereas in the year- earlier period they accounted for 33.8%.

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

| Rank in the top ten |             | Manufacturer*                 | Share in total pharmacy sales, % |             |
|---------------------|-------------|-------------------------------|----------------------------------|-------------|
| 9 mon. 2019         | 9 mon. 2018 |                               | 9 mon. 2019                      | 9 mon. 2018 |
| 1                   | 1           | <b>BAYER</b>                  | 4.8                              | 5.0         |
| 2                   | 2           | <b>SANOFI</b>                 | 4.2                              | 4.4         |
| 3                   | 3           | <b>TEVA</b>                   | 3.5                              | 3.8         |
| 4                   | 4           | <b>SERVIER</b>                | 3.5                              | 3.6         |
| 5                   | 6           | <b>SANDOZ</b>                 | 3.0                              | 3.1         |
| 6                   | 11          | <b>KRKA</b>                   | 3.0                              | 2.5         |
| 7                   | 5           | <b>OTC PHARM</b>              | 2.9                              | 3.2         |
| 8                   | 7           | <b>ABBOTT</b>                 | 2.8                              | 2.8         |
| 9                   | 9           | <b>GLAXOSMITHKLINE</b>        | 2.8                              | 2.7         |
| 10                  | 8           | <b>BERLIN-CHEMIE/MENARINI</b> | 2.8                              | 2.8         |
| Total               |             |                               | 33.3                             | 33.8        |

\*AIPM members are in bold

XARELTO (+34%) continues to be the best-selling and dynamic brand (Table 2). NUROFEN (+8%) moved up to rank two from three, displacing DETRALEX (+3%) down one rank. CONCOR (+4%) kept its previous rank four. MEXIDOL (+4%) that showed the same growth rates moved up to rank five from six, whereas ACTOVEGIN that had been placed at that rank earlier reduced its sales by 5% and moved down to ranks six. Due to pronounced negative growth rates, the brand INGAVIRIN (-18%) dropped out of the top ten brands ranking, which allowed the brands CARDIOMAGNYL (-4%), KAGOCEL (-1%), MIRAMISTIN (+4%) and PENTALGIN (+5%) to move up one rank, coming in at numbers seven through ten respectively. On top of that, the latter broke into the ranks of the top 10 ranking for the first time. The total share didn't practically change and amounted to 6.5%.

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

| Rank in the top ten |             | Brand        | Share in total pharmacy sales, % |             |
|---------------------|-------------|--------------|----------------------------------|-------------|
| 9 mon. 2019         | 9 mon. 2018 |              | 9 mon. 2019                      | 9 mon. 2018 |
| 1                   | 1           | XARELTO      | 1.1                              | 0.8         |
| 2                   | 3           | NUROFEN      | 0.8                              | 0.7         |
| 3                   | 2           | DETRALEX     | 0.7                              | 0.8         |
| 4                   | 4           | CONCOR       | 0.7                              | 0.7         |
| 5                   | 6           | MEXIDOL      | 0.6                              | 0.6         |
| 6                   | 5           | ACTOVEGIN    | 0.6                              | 0.6         |
| 7                   | 8           | CARDIOMAGNYL | 0.5                              | 0.6         |

<sup>1</sup>Hereinafter, 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. 2019         | 9 mon. 2018 |            | 9 mon. 2019                      | 9 mon. 2018 |
| 8                   | 9           | KAGOCEL    | 0.5                              | 0.6         |
| 9                   | 10          | MIRAMISTIN | 0.5                              | 0.5         |
| 10                  | 11          | PENTALGIN  | 0.5                              | 0.5         |
| Total               |             |            | 6.5                              | 6.6         |

One newcomer broke into the top 10 INN and group names ranking as well: DICLOFENAC (+19%) moved up to rank nine from 11 (Table 3). In addition, only RIVAROXABAN (+34%) moved up to higher rank four. At the same time, it displaced the brands BISOPROLOL (+12%), PANCREATIN (+10%), NIMESULIDE (+8%) and ROSUVASTATIN (+1%) down one rank. XYLOMETAZOLINE (+1%), IBUPROFEN and DIOSMIN\*HESPERIDIN (+5% each) held their previous top three ranks, and ETHYLMETHYLHYDROXYPYRIDINE (+4%) rounded out the ranking. The total share of the top 10 increased from 9.8% to 10%.

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

| Rank        |             | INNs/Grouping Names        | Share in total pharmacy sales, % |             |
|-------------|-------------|----------------------------|----------------------------------|-------------|
| 9 mon. 2019 | 9 mon. 2018 |                            | 9 mon. 2019                      | 9 mon. 2018 |
| 1           | 1           | XYLOMETAZOLINE             | 1.5                              | 1.6         |
| 2           | 2           | IBUPROFEN                  | 1.1                              | 1.1         |
| 3           | 3           | DIOSMIN*HESPERIDIN         | 1.1                              | 1.1         |
| 4           | 8           | RIVAROXABAN                | 1.1                              | 0.8         |
| 5           | 4           | BISOPROLOL                 | 1.0                              | 1.0         |
| 6           | 5           | PANCREATIN                 | 1.0                              | 1.0         |
| 7           | 6           | NIMESULIDE                 | 0.9                              | 0.9         |
| 8           | 7           | ROSUVASTATIN               | 0.8                              | 0.9         |
| 9           | 11          | DICLOFENAC                 | 0.8                              | 0.7         |
| 10          | 10          | ETHYLMETHYLHYDROXYPYRIDINE | 0.7                              | 0.7         |
| Total       |             |                            | 10.0                             | 9.8         |

In contrast to the above rankings, the top ten ATC-groups ranking changed its leader: C09 Agents acting on the renin-angiotensin system (+21%), which showed the highest growth rates, moved up to rank one from two (Table 4). They displaced group M1 Anti-inflammatory and anti-rheumatic drugs (+6%) down one rank. Two more shifts took place in the lower part of the top ten ranking. Due to outstripping growth rates, B1 Antithrombotic agents (+13%) moved up from rank five to three, displacing G03 Sex hormones (+6%) and R01 Nasal preparations (+5%) down one rank. C05 Vasoprotectors (+4%) also moved up two ranks, to number eight, whereas J05 Antivirals for systemic use, on the contrary, moved down to rank ten, due to reduction in sales by 4%. The groups J01 Antibacterials for systemic use (+4%), N02 Analgesics (+2%) and A07 Anti-diarrheal, intestinal anti-inflammatory and antimicrobial agents (-0.2%) held their previous ranks six, seven and nine respectively. In total, the top ten ATC groups accumulated 36.3%, whereas the year-earlier period they accounted for 36.4%.

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

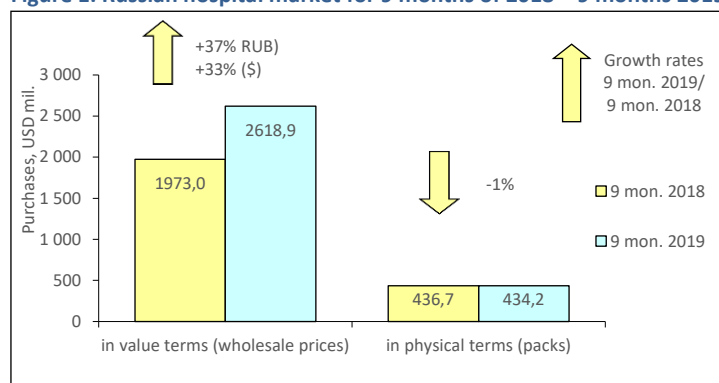
| Rank        |             | ATC code | ATC group                                         | Share in total pharmacy sales, % |             |
|-------------|-------------|----------|---------------------------------------------------|----------------------------------|-------------|
| 9 mon. 2019 | 9 mon. 2018 |          |                                                   | 9 mon. 2019                      | 9 mon. 2018 |
| 1           | 2           | C09      | AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM     | 5.2                              | 4.6         |
| 2           | 1           | M01      | ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS       | 5.0                              | 4.9         |
| 3           | 5           | B01      | ANTITHROMBOTIC AGENTS                             | 3.8                              | 3.5         |
| 4           | 3           | G03      | SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM | 3.7                              | 3.8         |
| 5           | 4           | R01      | NASAL PREPARATIONS                                | 3.5                              | 3.6         |
| 6           | 6           | J01      | ANTIBACTERIALS FOR SYST USE                       | 3.4                              | 3.5         |
| 7           | 7           | N02      | ANALGESICS                                        | 3.1                              | 3.2         |
| 8           | 10          | C05      | VASOPROTECTIVES                                   | 2.9                              | 3.0         |
| 9           | 9           | A07      | ANTIDIARR.,INTEST. ANTIINFL./ANTIINFECT. AGENTS   | 2.9                              | 3.1         |
| 10          | 8           | J05      | ANTIVIRALS FOR SYSTEMIC USE                       | 2.8                              | 3.1         |
| Total       |             |          |                                                   | 36.3                             | 36.4        |

**Conclusion.** At the end of January-September 2019, the pharmacy retail market of the country brought in RUB 703.159 bil. (USD 10.805 bil.), which is by 6% in terms of roubles and 0.2% in terms of dollars less than in 2018. In pack terms, the market reduced by 2% compared to the previous year and amounted to 3.183 bil. packs. Based on the results for the first nine months of 2019, the average cost of an FPP pack in the national pharmacies was USD 3.39, whereas in the year-earlier period it was USD 3.33. The average expenses of the Russian Federation residents for purchase of OTC drugs in pharmacies reduced as compared to the previous year (USD 73.61 vs. USD 73.67).

## RUSSIAN FEDERATION HOSPITAL MARKET: 2019 FIRST NINE MONTHS RESULTS

According to the results of the Budget Audit of FPPs in the Russian Federation (without DLO and regional benefit)<sup>™</sup>, the national hospital market decreased by 1% in physical terms and amounted to 434.249 mil. packs based on the results for January-September 2019. In value terms, the market showed a 37% increase in terms of roubles and 33% in terms of dollars and reached RUB 169.667 bil. (USD 2.619 bil.) at wholesale prices. Based on the results for nine months of 2019, the average cost of an FPP pack in the hospital sector was USD 6.03, whereas in the year-earlier period its cost was USD 4.52.

**Figure 1. Russian hospital market for 9 months of 2018 – 9 months 2019**



Due to 2-fold growth in purchases, BIOCAD and MSD moved up to the leading positions of the top ten manufacturers based on the results for January-September 2019 (Table 1). The markets of the newcomers of the top ten ranking ROCHE (3.7-fold growth in purchases) and NOVARTIS (+92%) that moved up to ranks four and ten and SANOFI (+72%) that moved up one rank developed at a fast pace. At the same time, the less dynamic PFIZER (+11%), PHARMASYNTEZ (+18%), MICROGEN (+9%) and JOHNSON & JOHNSON (+17%), and ABBVIE (-1%) that reduced its purchases shrank their market shares and fell in the ranks. However, the total share of the top ten drug manufacturers increased by 4 p.p. and achieved 42.8%.

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

| Rank in the top ten |             | Manufacturer*                | Share in total hospital purchases, % |             |
|---------------------|-------------|------------------------------|--------------------------------------|-------------|
| 9 mon. 2019         | 9 mon. 2018 |                              | 9 mon. 2019                          | 9 mon. 2018 |
| 1                   | 5           | <b>BIOCAD RF</b>             | 6.4                                  | 4.3         |
| 2                   | 7           | <b>MSD</b>                   | 5.7                                  | 3.7         |
| 3                   | 1           | <b>PFIZER</b>                | 4.8                                  | 6.0         |
| 4                   | 13          | <b>ROCHE</b>                 | 4.3                                  | 1.6         |
| 5                   | 3           | <b>PHARMASYNTEZ</b>          | 4.2                                  | 4.9         |
| 6                   | 4           | <b>MICROGEN</b>              | 3.7                                  | 4.6         |
| 7                   | 8           | <b>SANOFI</b>                | 3.7                                  | 2.9         |
| 8                   | 2           | <b>ABBVIE</b>                | 3.7                                  | 5.1         |
| 9                   | 6           | <b>JOHNSON &amp; JOHNSON</b> | 3.2                                  | 3.7         |
| 10                  | 11          | <b>NOVARTIS</b>              | 3.1                                  | 2.2         |
| Total               |             |                              | 42.8                                 | 39.0        |

\*AIPM members are in bold

PREVENAR 13 (-5%) and SOVIGRIIP (+11%) remained the leaders of the top ten ranking, though the former had negative growth rates, and the latter lagged behind the market growth rates, which resulted in the reduction of their shares (Table 2). The brands that had high growth rates, HERTICAD (2.5-fold growth in purchases), OPDIVO (8.7-fold growth), AVEGRA (16-fold growth) and KEYTRUDA (12.1-fold growth) moved up to ranks three through six, respectively. On top of that, the second and fourth brands broke into the ranks of the top-10 ranking for the first time. Another newcomer PENTAXIM (2.4-fold growth) broke into the ranks of the top-10 ranking, moving up to rank ten. At the same time, NATRIUM CHLORIDUM (+3%), KALETRA (-12%) and ISENTRESS (+56%) moved down to ranks seven through nine, respectively. The total share of the top 10 brands reduced from 17.0% to 20.1%.

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

| Rank in the top ten |             | Brand             | Share in total hospital purchases, % |             |
|---------------------|-------------|-------------------|--------------------------------------|-------------|
| 9 mon. 2019         | 9 mon. 2018 |                   | 9 mon. 2019                          | 9 mon. 2018 |
| 1                   | 1           | PREVENAR 13       | 2.8                                  | 4.0         |
| 2                   | 2           | SOVIGRIIP         | 2.5                                  | 3.1         |
| 3                   | 8           | HERTICAD          | 2.1                                  | 1.1         |
| 4                   | 30          | OPDIVO            | 2.1                                  | 0.3         |
| 5                   | 10          | AVEGRA BIOCAD     | 2.0                                  | 0.9         |
| 6                   | 40          | KEYTRUDA          | 2.0                                  | 0.2         |
| 7                   | 4           | NATRIUM CHLORIDUM | 1.8                                  | 2.4         |
| 8                   | 3           | KALETRA           | 1.7                                  | 2.6         |
| 9                   | 5           | ISENTRESS         | 1.7                                  | 1.5         |
| 10                  | 11          | PENTAXIM          | 1.5                                  | 0.8         |
| Total               |             |                   | 20.1                                 | 17.0        |

Four newcomers broke into the ranks of the top ten INN and generic names ranking (Table 3). They were BEVACIZUMAB (3.4-fold growth in purchases), NIVOLUMAB (8.7-fold growth), PEMBROLIZUMAB (12.1-fold in growth) and VACCINE, ACEL.PERT.DIP.TET. POLIO & HIB (2.4-fold growth) moved up to ranks four, five, seven and ten, respectively. TRASTUZUMAB (2.5-fold growth) that moved up to rank three from six also demonstrated the manifold increase in purchases. INN VACCINE, INFLUENZA (+23%) became the leader of the top ten ranking, moving up to rank one from two. At the same time, VACCINE, PNEUMOCOCCAL (+1%) moved down one rank. INNs that were placed at ranks three through five also moved down to the lower ranks. The composition LOPINAVIR\*RITONAVIR (+5%), and MH SODIUM (+3%) and RALTEGRAVIR (+56%) moved down to ranks six, eight and nine, respectively. The total share accumulated by the top-ten INNs and grouping names increased by 4 p.p. to 22.6%.

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

| Rank        |             | INNs/Grouping Names                     | Share in total hospital purchases, % |             |
|-------------|-------------|-----------------------------------------|--------------------------------------|-------------|
| 9 mon. 2019 | 9 mon. 2018 |                                         | 9 mon. 2019                          | 9 mon. 2018 |
| 1           | 2           | VACCINE, INFLUENZA                      | 3.7                                  | 4.1         |
| 2           | 1           | VACCINE, PNEUMOCOCCAL                   | 3.2                                  | 4.3         |
| 3           | 6           | TRASTUZUMAB                             | 2.5                                  | 1.4         |
| 4           | 14          | BEVACIZUMAB                             | 2.2                                  | 0.9         |
| 5           | 38          | NIVOLUMAB                               | 2.1                                  | 0.3         |
| 6           | 3           | LOPINAVIR*RITONAVIR                     | 2.0                                  | 2.7         |
| 7           | 45          | PEMBROLIZUMAB                           | 2.0                                  | 0.2         |
| 8           | 4           | SODIUM                                  | 1.8                                  | 2.4         |
| 9           | 5           | RALTEGRAVIR                             | 1.7                                  | 1.5         |
| 10          | 16          | VACCINE, ACEL.PERT.DIP.TET. POLIO & HIB | 1.5                                  | 0.8         |
| Total       |             |                                         | 22.6                                 | 18.6        |

The top 10 ATC groups turned out to be the most stable: most of its groups retained their previous positions (Table 4). Among them are L01 Antineoplastic agents (2.7-fold growth in purchases), J05 Antivirals for systemic use (+26%), J07 Vaccines (+23%), J01 Antibacterials for systemic use (+14%), B05 Plasma substitutes and perfusion solutions (+10%) and B01 Anticoagulants (+12%) placed at the top six ranks. L04 Immunosuppressants (+15%) kept their previous rank nine. Two of remaining three ATC-groups from the top 10 ranking rose in the ranks. The group J04 Antimycobacterials (+24%) moved up one rank, coming in at rank seven, displacing the less dynamic V08 Contrast media (+14%) down one rank. The newcomer L02 Endocrine therapy, which increased purchases by 3 times, rounded out the top ten ranking. In total, the top ten ATC groups accumulated 76.5% of the hospital market, whereas in the year-earlier period - 67.9%.

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

| Rank        |             | ATC code | ATC group                                  | Share in total hospital purchases, % |             |
|-------------|-------------|----------|--------------------------------------------|--------------------------------------|-------------|
| 9 mon. 2019 | 9 mon. 2018 |          |                                            | 9 mon. 2019                          | 9 mon. 2018 |
| 1           | 1           | L01      | ANTINEOPLASTIC AGENTS                      | 28.8                                 | 14.5        |
| 2           | 2           | J05      | ANTIVIRALS FOR SYSTEMIC USE                | 12.6                                 | 13.8        |
| 3           | 3           | J07      | VACCINES                                   | 11.9                                 | 13.2        |
| 4           | 4           | J01      | ANTIBACTERIALS FOR SYST USE                | 6.1                                  | 7.3         |
| 5           | 5           | B05      | PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS | 4.6                                  | 5.7         |
| 6           | 6           | B01      | ANTITHROMBOTIC AGENTS                      | 3.6                                  | 4.4         |
| 7           | 8           | J04      | ANTIMYCOBACTERIALS                         | 2.4                                  | 2.7         |
| 8           | 7           | V08      | CONTRAST MEDIA                             | 2.3                                  | 2.7         |
| 9           | 9           | L04      | IMMUNOSUPPRESSANTS                         | 2.2                                  | 2.6         |
| 10          | 22          | L02      | ENDOCRINE THERAPY                          | 2.1                                  | 1.0         |
| Total       |             |          |                                            | 76.5                                 | 67.9        |

**Conclusion.** At the end of January-September of 2019, the Russian hospital market showed high positive growth rates both in rouble terms (+37%) and in dollar terms (+33%) and brought in RUB 169.667 bil. (USD 2.619 bil.). In pack terms, the market reduced by 1% and amounted to 434.249 mil. packs. At the end of the first nine months of 2019, the average cost of a finished pharma product (FPP) pack in the national hospital sector amounted to USD 6.03 vs. USD 4.52 during the same period in 2018.

# PHARMACEUTICAL MARKET OF THE CENTRAL FEDERAL DISTRICT (CFD) IN 1-3 QUARTER OF 2019 KEY PERFORMANCE INDICATORS

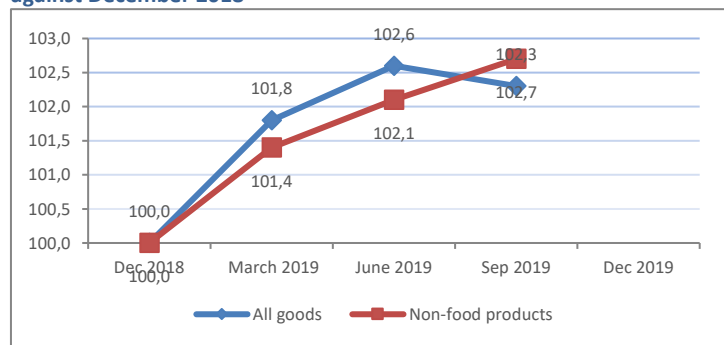
## Macroeconomic indices

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

| Value                                                      | September-January 2019 | September-January 2019 (%) as % against September-January 2018 |
|------------------------------------------------------------|------------------------|----------------------------------------------------------------|
| Industrial production index                                |                        | 108.0                                                          |
| Retail turnover, RUB bil.                                  | 8,412.8                | 101.9                                                          |
| Monthly average accrued wage per one worker (nominal), RUB | 58,512                 | 108.3                                                          |
| real                                                       |                        | 103.1                                                          |

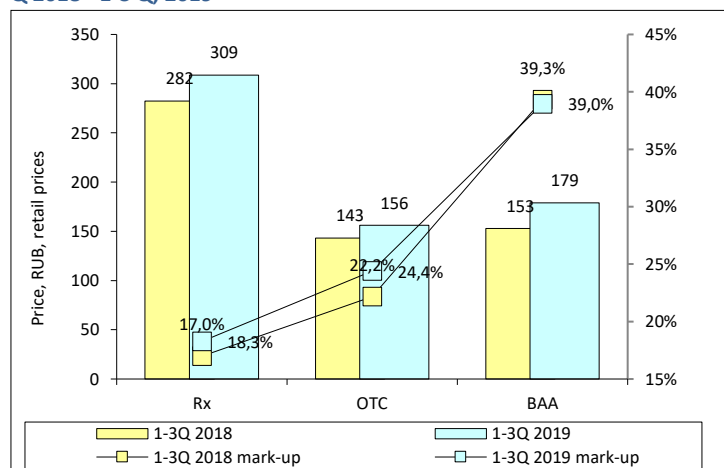
Note: CFD TOGS data

**Figure 1.** Dynamics of price index and price index for non-food products against December 2018

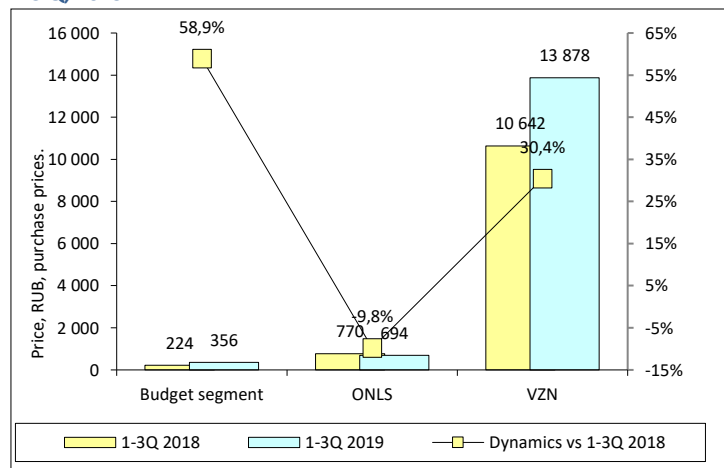


## Indicators of price dynamics and retail margins

**Figure 1.** Dynamics of weighted average prices and retail margins in 1-3 Q 2018 - 1-3 Q, 2019

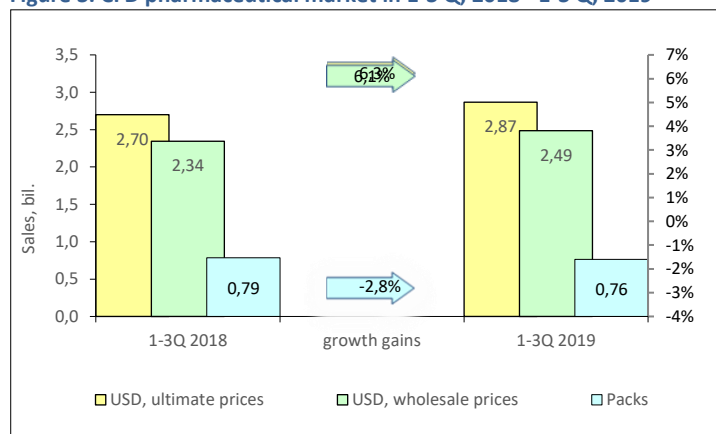


**Figure 2.** Dynamics of weighted average purchase prices in 1-3 Q 2018 - 1-3 Q, 2019

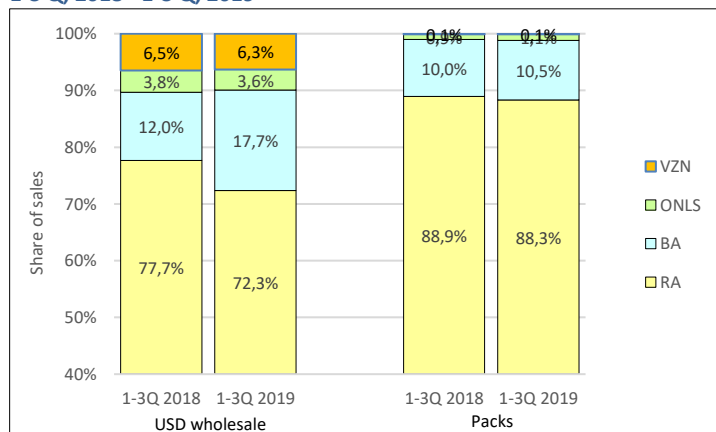


## Indicators of the dynamics and structure of the market<sup>2</sup>

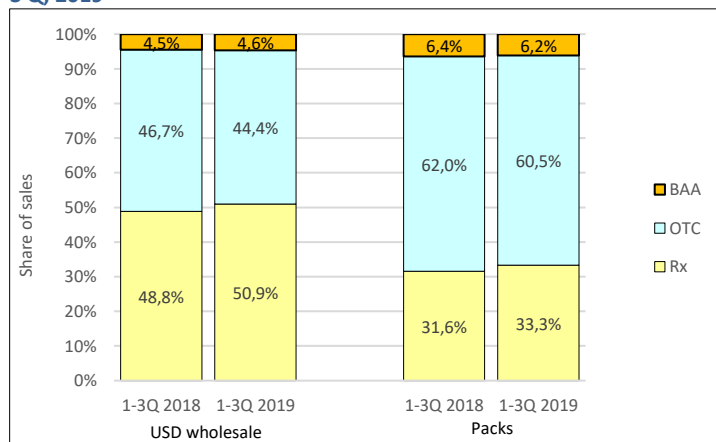
**Figure 3.** CFD pharmaceutical market in 1-3 Q, 2018 - 1-3 Q, 2019



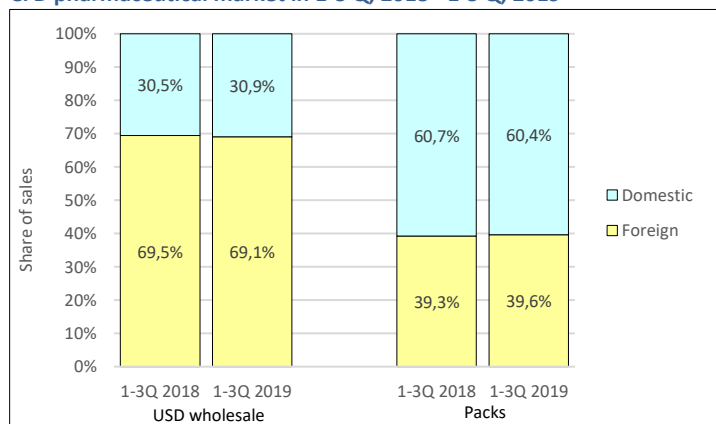
**Figure 4.** Structure of CFD pharmaceutical market by major segments in 1-3 Q, 2018 - 1-3 Q, 2019



**Figure 5.** Structure of the retail segment of CFD market in 1-3 Q, 2018 - 1-3 Q, 2019



**Figure 6.** Dynamics of the Russian/ foreign drugs share in the structure of CFD pharmaceutical market in 1-3 Q, 2018 - 1-3 Q, 2019



<sup>2</sup> Exclusive of Moscow

# PHARMACEUTICAL MARKET OF THE NORTH-WESTERN FEDERAL DISTRICT (NWFD) IN 1-3 Q, 2019 KEY PERFORMANCE INDICATORS

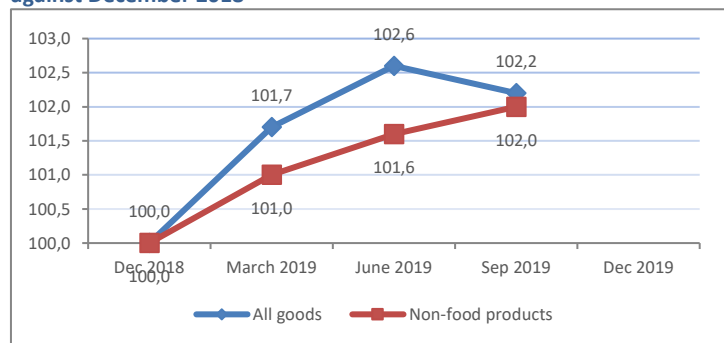
## Macroeconomic indices

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

| Value                                                      | September-January 2019 | September-January 2019 (%) as % against September-January 2018 |
|------------------------------------------------------------|------------------------|----------------------------------------------------------------|
| Industrial production index                                |                        | 103.1                                                          |
| Retail turnover, RUB bil.                                  | 2,391.0                | 101.3                                                          |
| Monthly average accrued wage per one worker (nominal), RUB | 51,258                 | 105.0                                                          |
| real                                                       |                        | 100.3                                                          |

Note: NWFD TOGS data

Figure 1. Dynamics of price index and price index for non-food products against December 2018



## Indicators of price dynamics and retail margins

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 Q 2018 - 1-3 Q, 2019rr.

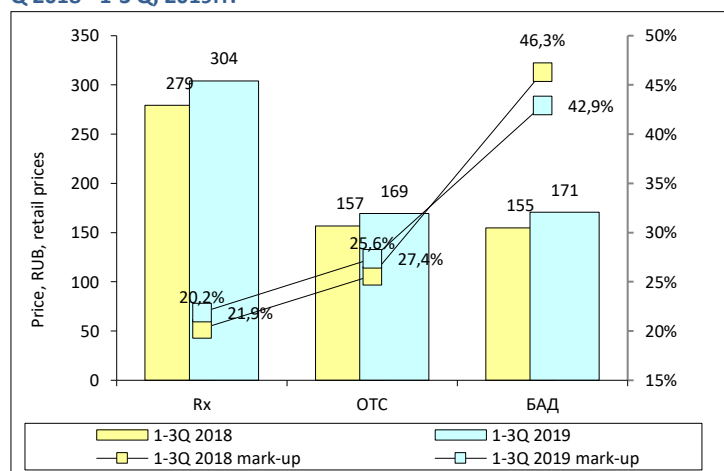
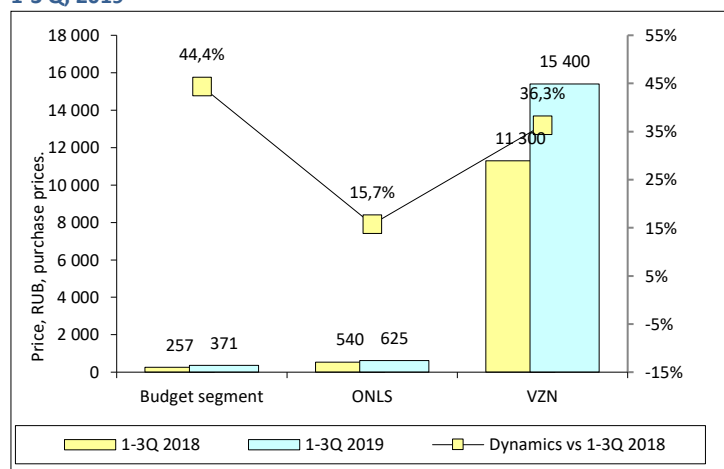


Figure 2. Dynamics of weighted average purchase prices in 1-3 Q 2018 - 1-3 Q, 2019



## Indicators of the dynamics and structure of the market<sup>3</sup>

Figure 3. NWFD pharmaceutical market in Q 1-3, 2018 - 1-3 Q, 2019

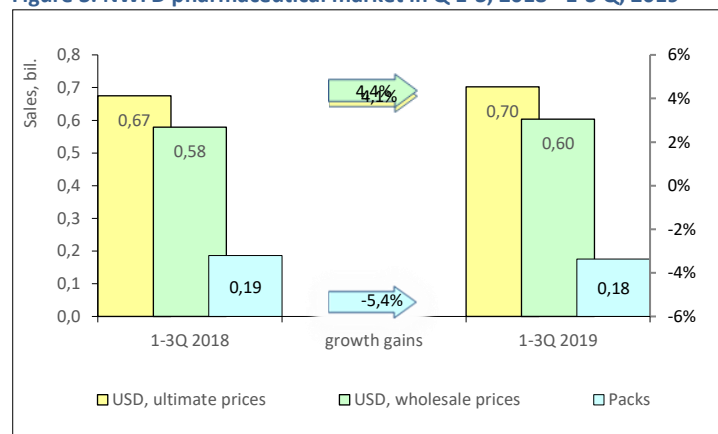


Figure 4. Structure of NWFD pharmaceutical market by major segments in 1-3 Q, 2018 - 1-3 Q, 2019

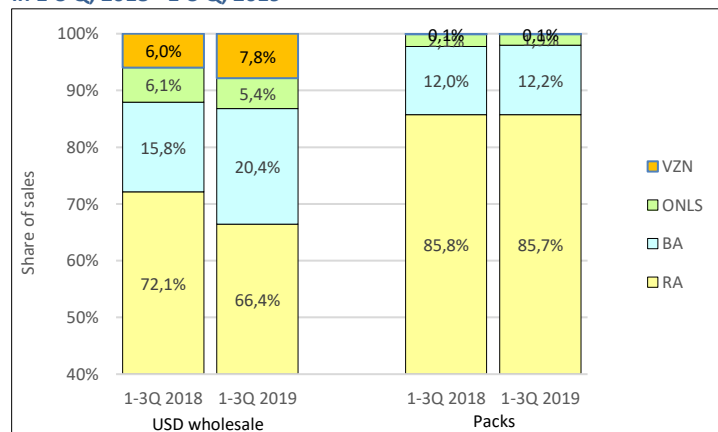


Figure 5. Structure of the retail segment of NWFD market in Q 1-3, 2018 - 1-3 Q, 2019

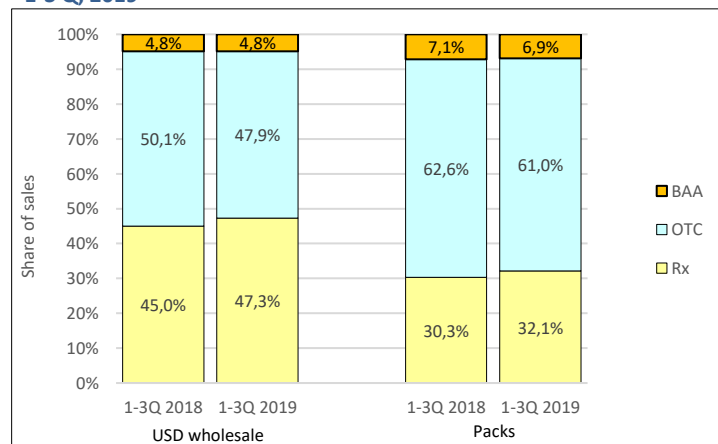
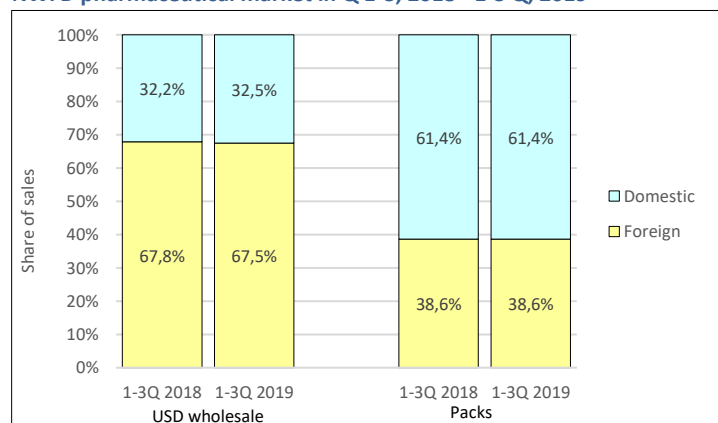


Figure 6. Dynamics of the Russian/ foreign drugs share in the structure of NWFD pharmaceutical market in Q 1-3, 2018 - 1-3 Q, 2019



<sup>3</sup> Exclusive of St. Petersburg

# PHARMACEUTICAL MARKET OF THE VOLGA FEDERAL DISTRICT (VFD) IN Q 1-3 OF 2019 KEY PERFORMANCE INDICATORS

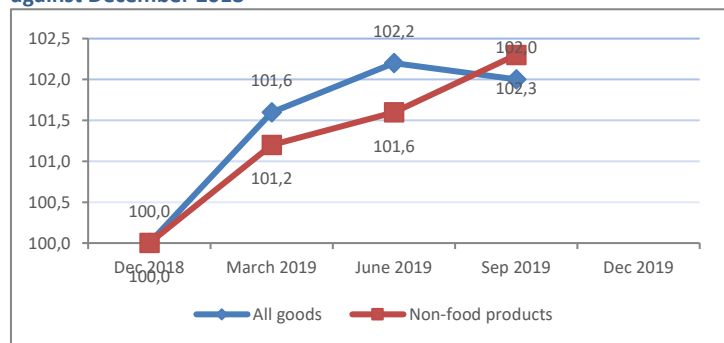
## Macroeconomic indices

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

| Value                                                      | September-January 2019 | September-January 2019 (%) as % against September-January 2018 |
|------------------------------------------------------------|------------------------|----------------------------------------------------------------|
| Industrial production index                                |                        | 103.8                                                          |
| Retail turnover, RUB bil.                                  | 4,227.5                | 101.1                                                          |
| Monthly average accrued wage per one worker (nominal), RUB | 33,350                 | 106.5                                                          |
| real                                                       |                        | 101.8                                                          |

Note: VFD TOGS data

Figure 1. Dynamics of price index and price index for non-food products against December 2018



## Indicators of price dynamics and retail margins

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 Q 2018 - 1-3 Q, 2019

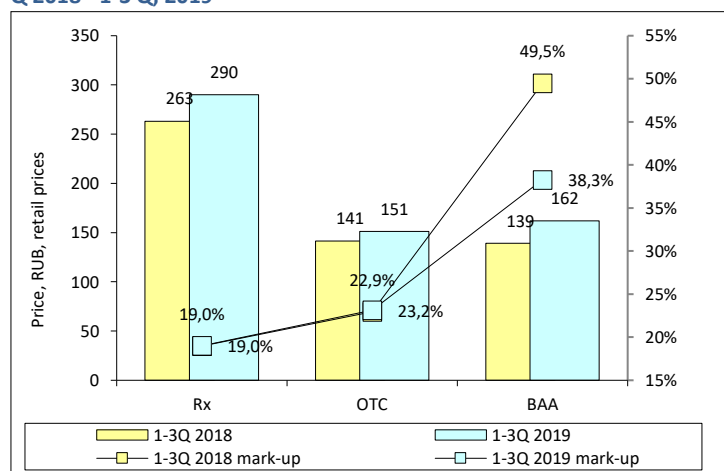
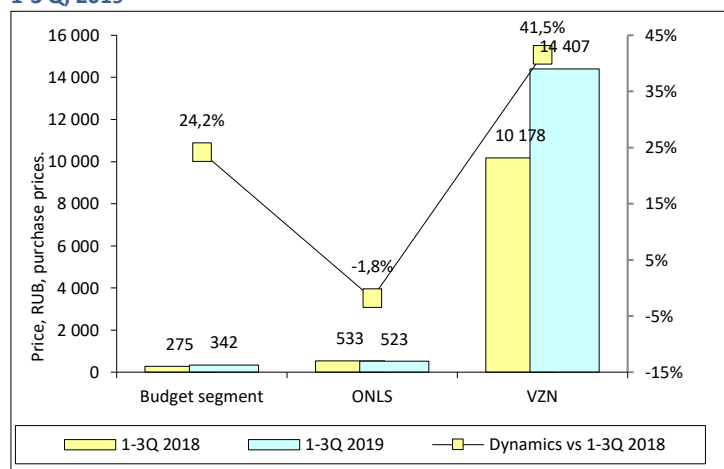


Figure 2. Dynamics of weighted average purchase prices in 1-3 Q 2018 - 1-3 Q, 2019



## Indicators of the dynamics and structure of the market

Figure 3. VFD pharmaceutical market in 1-3 Q, 2018 - 1-3 Q, 2019

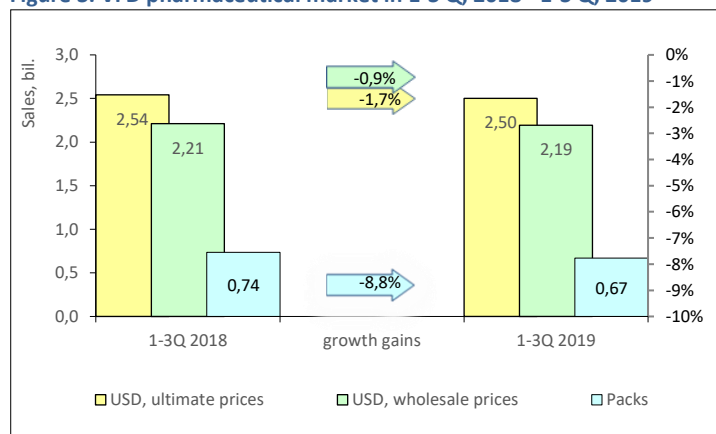


Figure 4. Structure of PFD pharmaceutical market by major segments in Q 1-3, 2018 - 1-3 Q, 2019

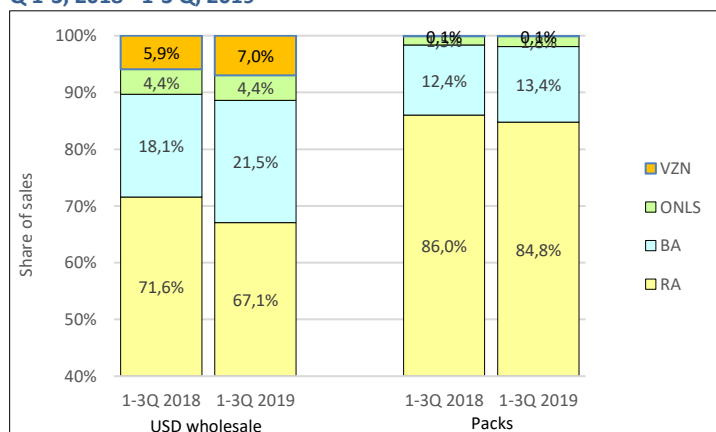


Figure 5. Structure of the retail segment of VFD market in Q 1-3, 2018 - 1-3 Q, 2019

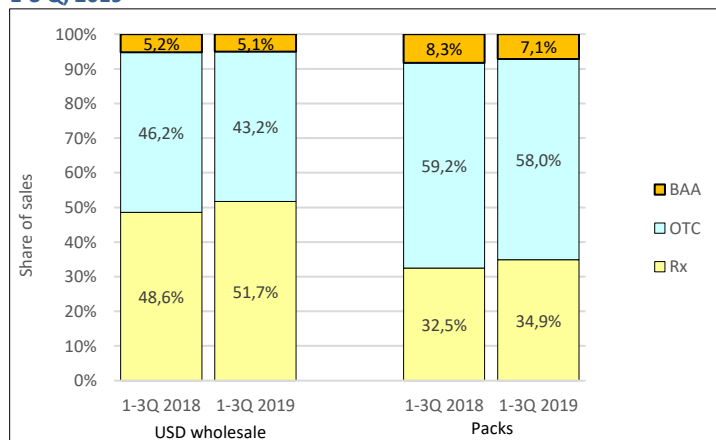
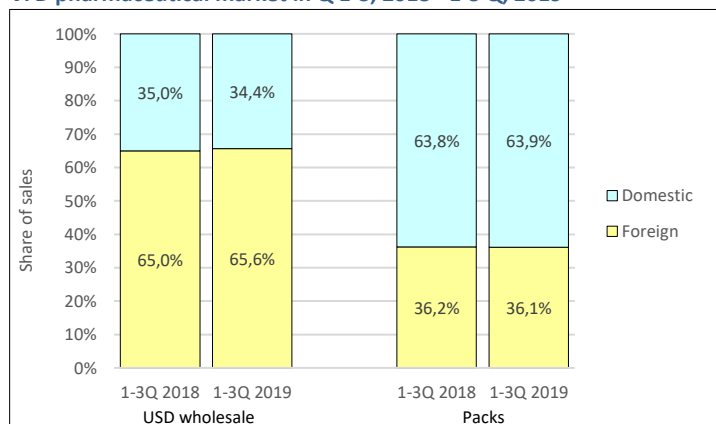


Figure 6. Dynamics of the Russian/foreign drugs share in the structure of VFD pharmaceutical market in Q 1-3, 2018 - 1-3 Q, 2019



## PHARMACEUTICAL MARKET OF THE URAL FEDERAL DISTRICT (UFD) IN 1-3 Q, 2019 KEY PERFORMANCE INDICATORS

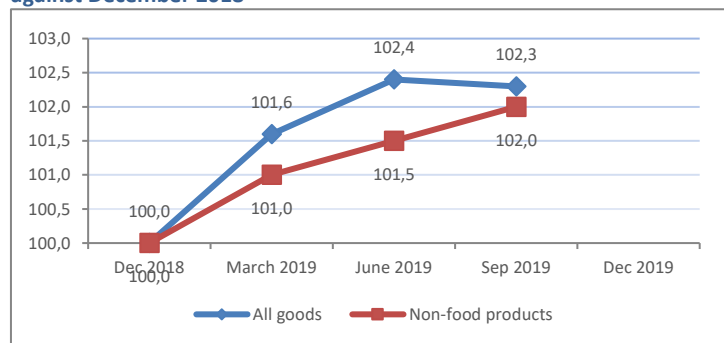
### Macroeconomic indices

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

| Value                                                      | September-January 2019 | September-January 2019 (%) as % against September-January 2018 |
|------------------------------------------------------------|------------------------|----------------------------------------------------------------|
| Industrial production index                                |                        | 104.1                                                          |
| Retail turnover, RUB bil.                                  | 2,070.0                | 101.4                                                          |
| Monthly average accrued wage per one worker (nominal), RUB | 49,800                 | 105.4                                                          |
| real                                                       |                        | 101.3                                                          |

Note: VFD TOGS data

Figure 1. Dynamics of price index and price index for non-food products against December 2018



### Indicators of price dynamics and retail margins

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 Q 2018 - 1-3 Q, 2019

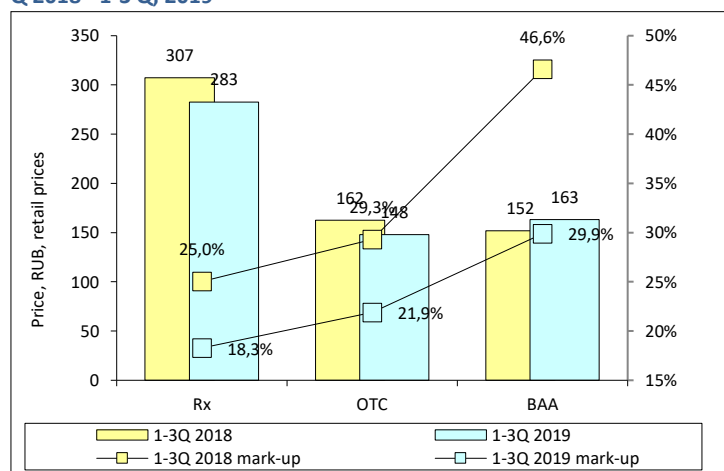
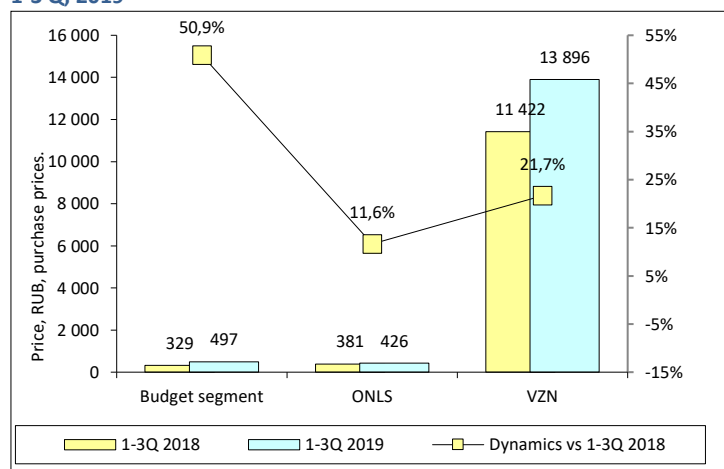


Figure 2. Dynamics of weighted average purchase prices in 1-3 Q 2018 - 1-3 Q, 2019



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

Figure 3. UrFD pharmaceutical market in Q 1-3, 2018 - 1-3 Q, 2019

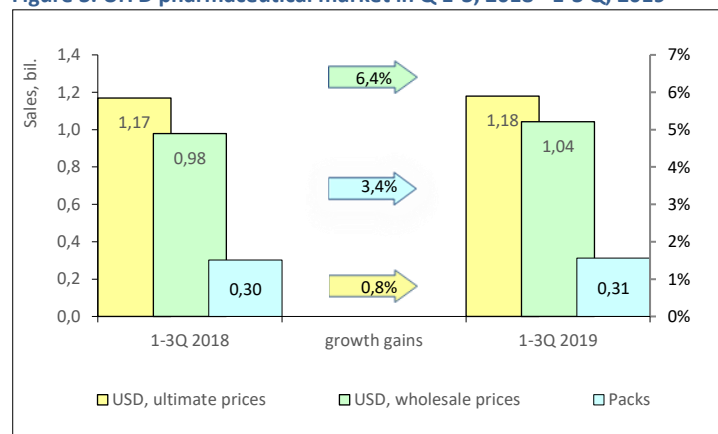


Figure 4. Structure of UrFD pharmaceutical market by major segments in Q 1-3, 2018 - 1-3 Q, 2019

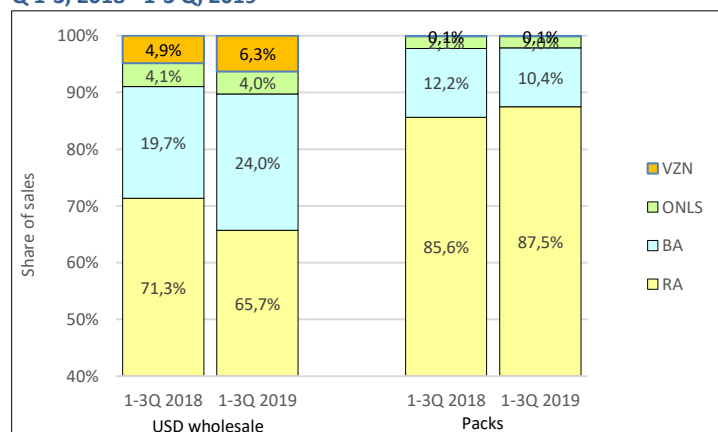


Figure 5. Structure of the retail segment of UrFD market in 1-3 Q, 2018 - 1-3 Q, 2019

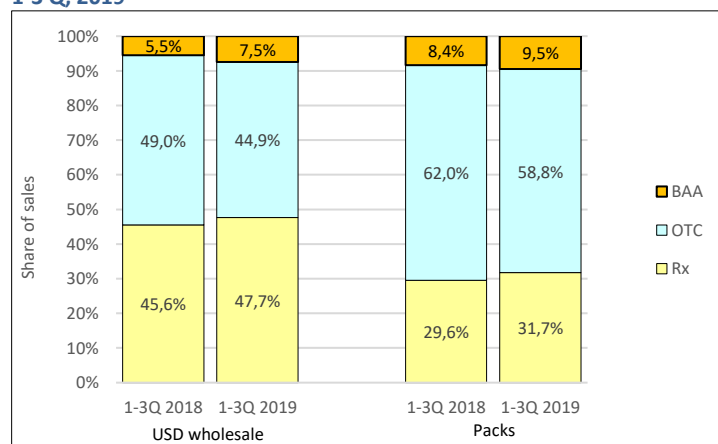
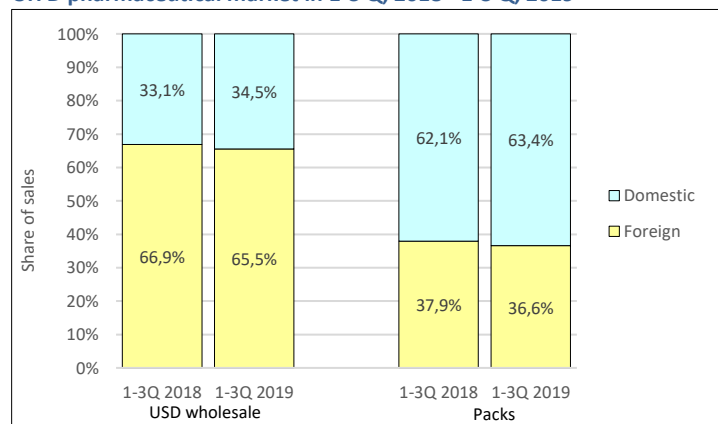


Figure 6. Dynamics of the Russian/ foreign drugs share in the structure of UrFD pharmaceutical market in 1-3 Q, 2018 - 1-3 Q, 2019



# PHARMACEUTICAL MARKET OF THE SIBERIA FEDERAL DISTRICT (SFD) IN 1-3 Q OF 2019 KEY PERFORMANCE INDICATORS

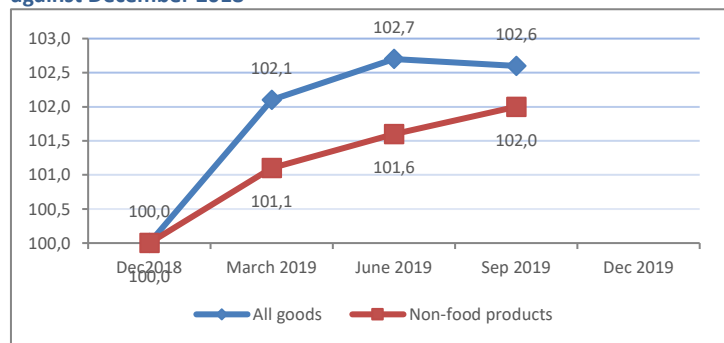
## Macroeconomic indices

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

| Value                                                      | September-January 2019 | September-January 2019 (%) as % against September-January 2018 |
|------------------------------------------------------------|------------------------|----------------------------------------------------------------|
| Industrial production index                                |                        | 101.7                                                          |
| Retail turnover, RUB bil.                                  | 2,122.1                | 102.2                                                          |
| Monthly average accrued wage per one worker (nominal), RUB | 39,699                 | 107.5                                                          |
| real                                                       |                        | 102.2                                                          |

Note: SiFD TOGS data

Figure 1. Dynamics of price index and price index for non-food products against December 2018



## Indicators of price dynamics and retail margins

Figure 1. Dynamics of weighted average prices and retail margins in 1-3 Q 2018 - 1-3 Q, 2019

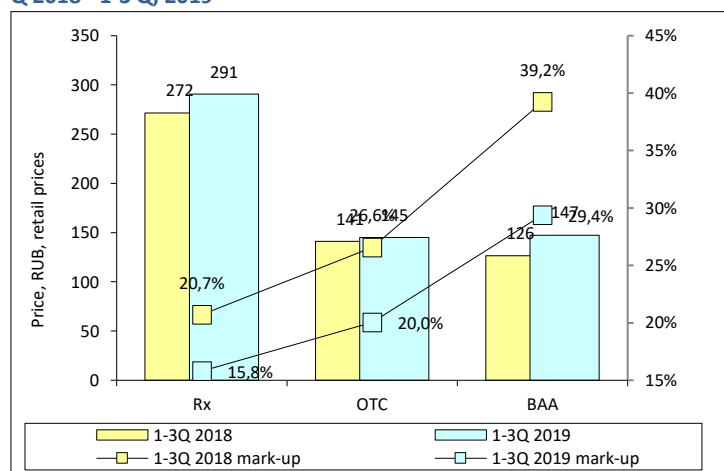
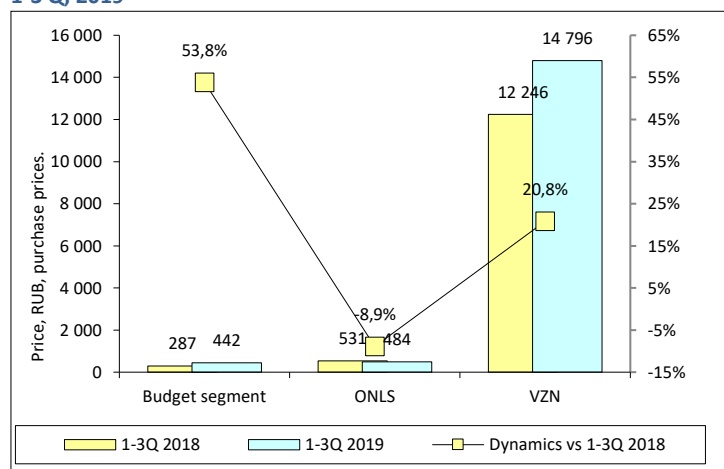


Figure 2. Dynamics of weighted average purchase prices in 1-3 Q 2018 - 1-3 Q, 2019



## Indicators of the dynamics and structure of the market

Figure 3. SFD pharmaceutical market in 1-3 Q 2018 - 1-3 Q, 2019

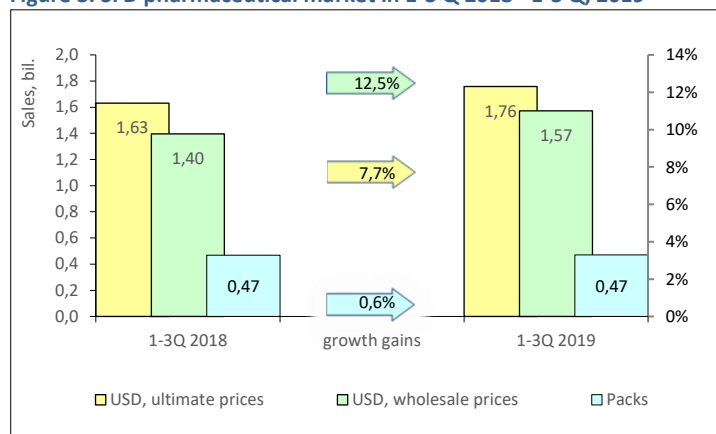


Figure 4. Structure of SiFD pharmaceutical market by major segments in 1-3 Q, 2018 - 1-3 Q, 2019

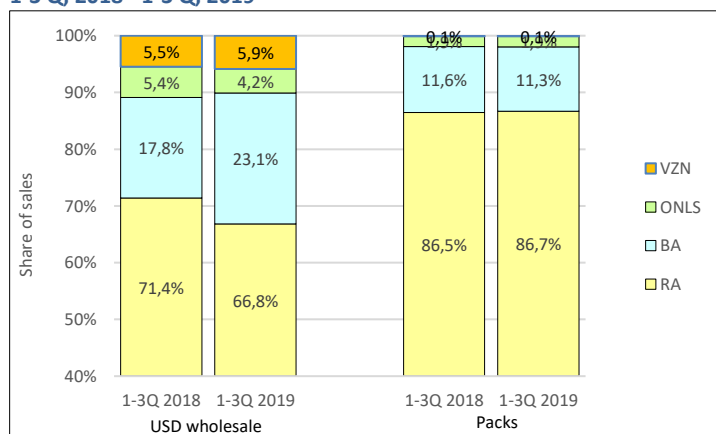


Figure 5. Structure of the retail segment of SiFD market in 1-3 Q 2018 - 1-3 Q, 2019

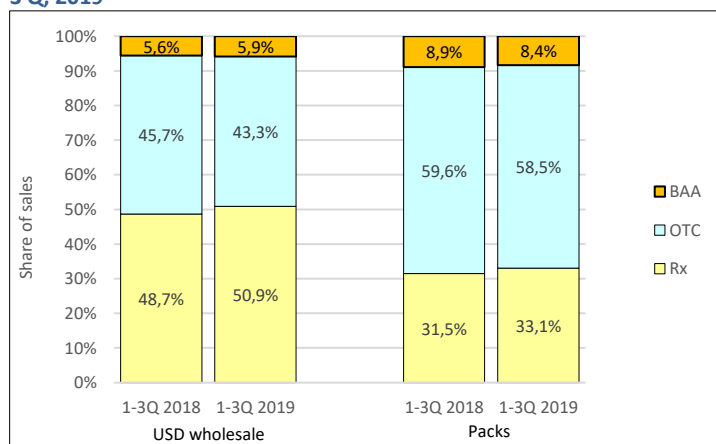
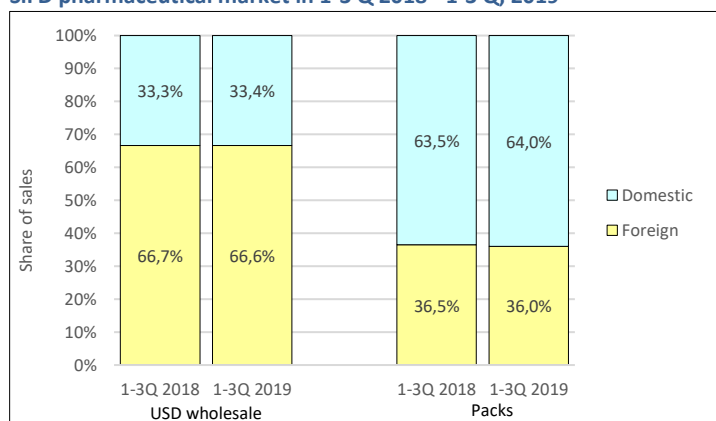


Figure 6. Dynamics of the Russian/ foreign drugs share in the structure of SiFD pharmaceutical market in 1-3 Q 2018 - 1-3 Q, 2019



# PHARMACEUTICAL MARKET OF THE SOUTHERN FEDERAL DISTRICT (SoFD) IN 1-3 Q OF 2019 KEY PERFORMANCE INDICATORS

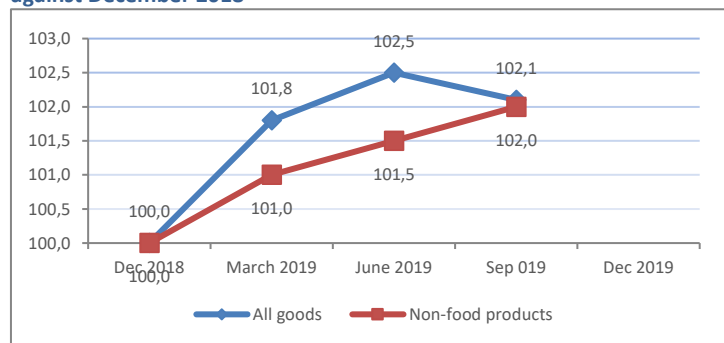
## Macroeconomic indices

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

| Value                                                      | September-January 2019 | September-January 2019 (%) as % against September-January 2018 |
|------------------------------------------------------------|------------------------|----------------------------------------------------------------|
| Industrial production index                                |                        | 103.6                                                          |
| Retail turnover, RUB bil.                                  | 2,539.0                | 101.7                                                          |
| Monthly average accrued wage per one worker (nominal), RUB | 33,304                 | 107.1                                                          |
| real                                                       |                        | 102.0                                                          |

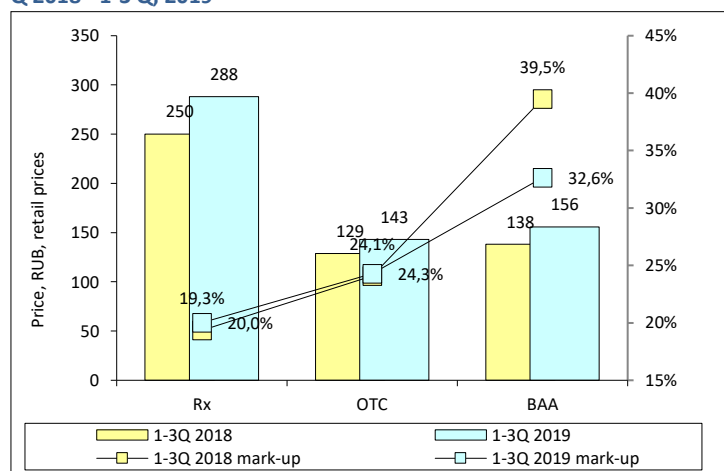
Note: SoFD TOGS data

**Figure 1. Dynamics of price index and price index for non-food products against December 2018**

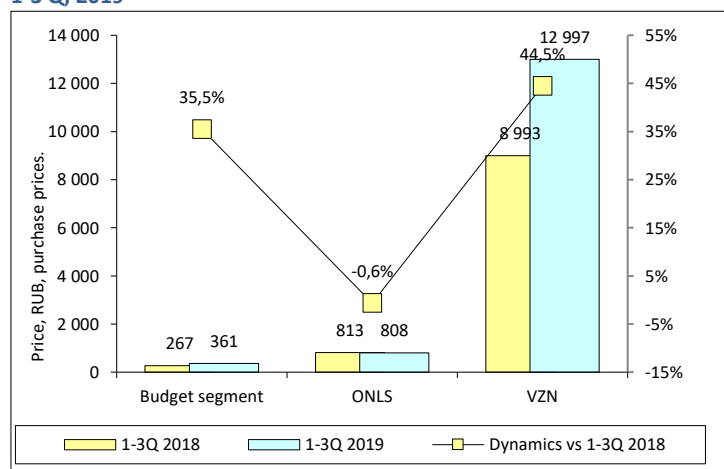


## Indicators of price dynamics and retail margins

**Figure 1. Dynamics of weighted average prices and retail margins in 1-3 Q 2018 - 1-3 Q, 2019**

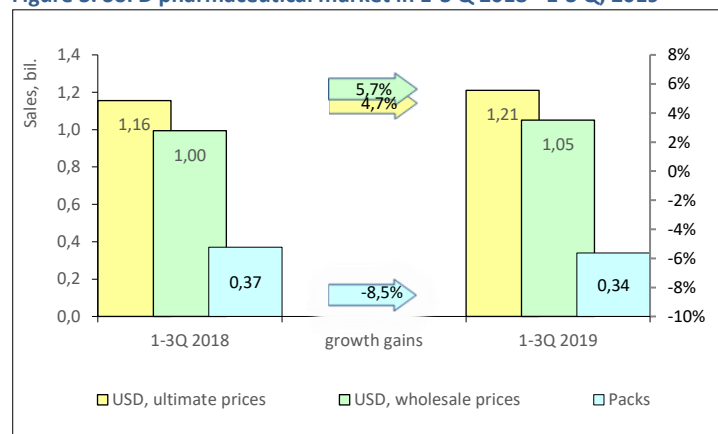


**Figure 2. Dynamics of weighted average purchase prices in 1-3 Q 2018 - 1-3 Q, 2019**

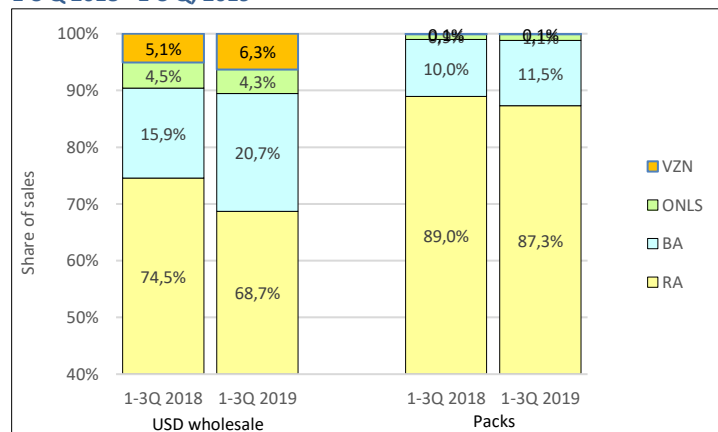


## Indicators of the dynamics and structure of the market

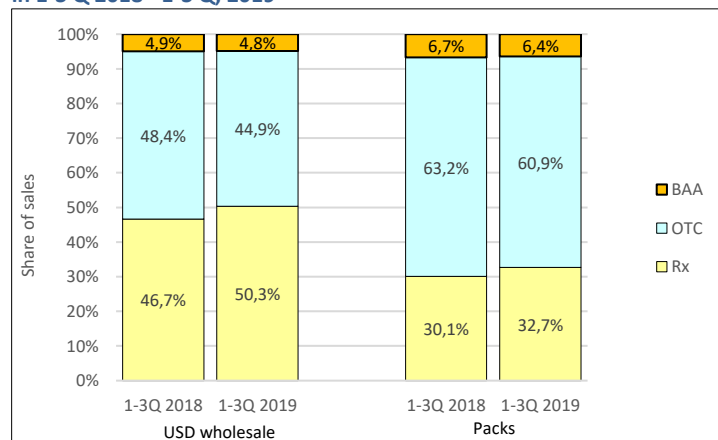
**Figure 3. SoFD pharmaceutical market in 1-3 Q 2018 - 1-3 Q, 2019**



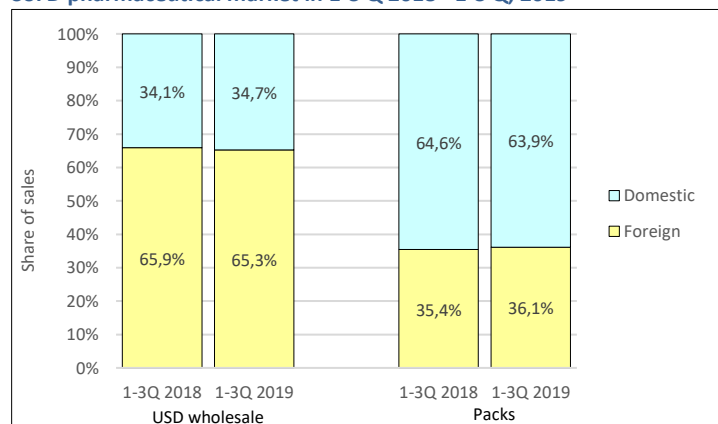
**Figure 4. Structure of SoFD pharmaceutical market by major segments in 1-3 Q 2018 - 1-3 Q, 2019**



**Figure 5. Structure of the retail segment of SoFD pharmaceutical market in 1-3 Q 2018 - 1-3 Q, 2019**



**Figure 6. Dynamics of the Russian/ foreign drugs share in the structure of SoFD pharmaceutical market in 1-3 Q 2018 - 1-3 Q, 2019**



# PHARMACEUTICAL MARKET OF THE FAR EASTERN FEDERAL DISTRICT (FEFD) IN 1-3 Q OF 2019 KEY PERFORMANCE INDICATORS

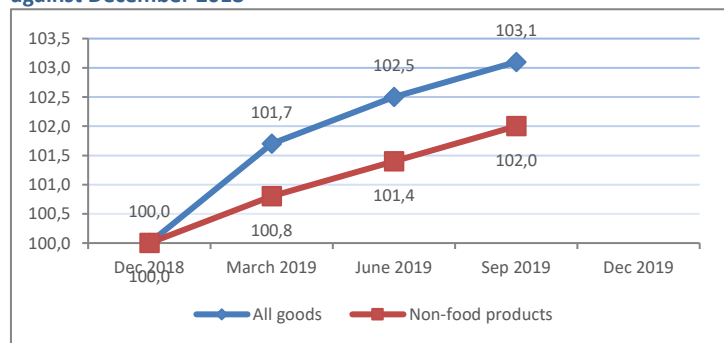
## Macroeconomic indices

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

| Value                                                      | September-January 2019 | September-January 2019 (%) as % against September-January 2018 |
|------------------------------------------------------------|------------------------|----------------------------------------------------------------|
| Industrial production index                                |                        | 106.9                                                          |
| Retail turnover, RUB bil.                                  | 1,334.4                | 102.5                                                          |
| Monthly average accrued wage per one worker (nominal), RUB | 54,181                 | 108.1                                                          |
| real                                                       |                        | 103.1                                                          |

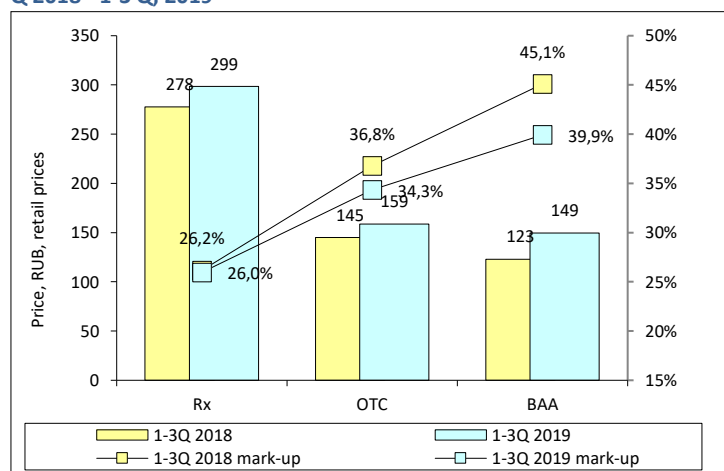
Note: FEFD TOGS data

**Figure 1. Dynamics of price index and price index for non-food products against December 2018**

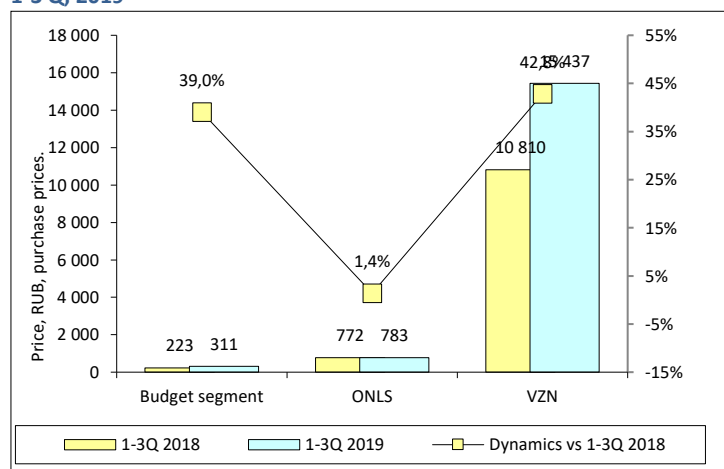


## Indicators of price dynamics and retail margins

**Figure 1. Dynamics of weighted average prices and retail margins in 1-3 Q 2018 - 1-3 Q, 2019**

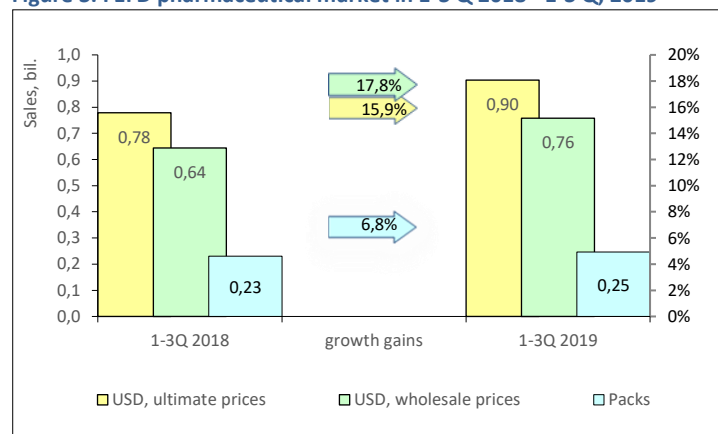


**Figure 2. Dynamics of weighted average purchase prices in 1-3 Q 2018 - 1-3 Q, 2019**

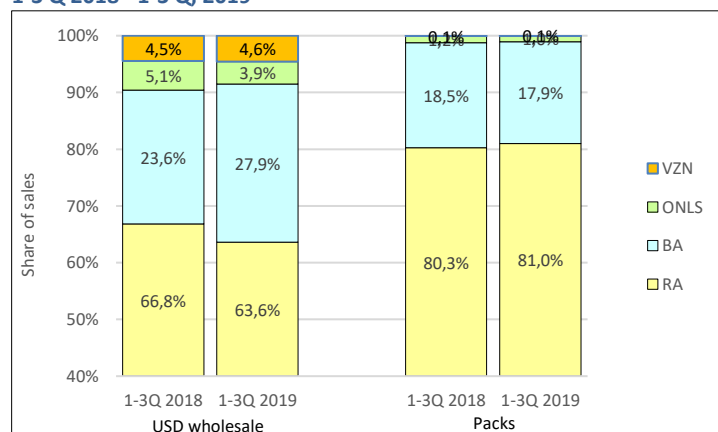


## Indicators of the dynamics and structure of the market

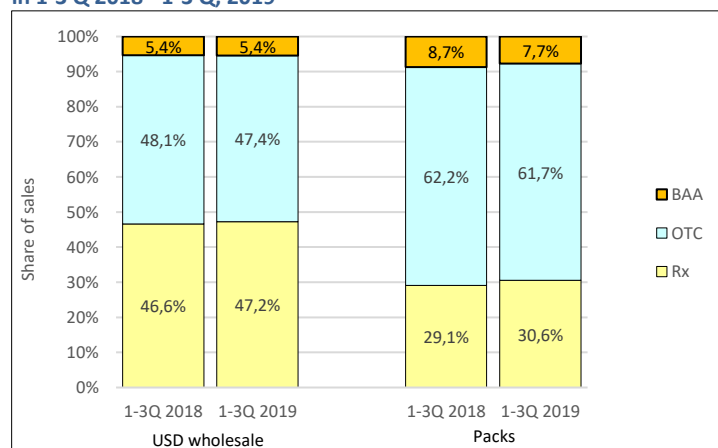
**Figure 3. FEFD pharmaceutical market in 1-3 Q 2018 - 1-3 Q, 2019**



**Figure 4. Structure of FEFD pharmaceutical market by major segments in 1-3 Q 2018 - 1-3 Q, 2019**



**Figure 5. Structure of the retail segment of FEFD pharmaceutical market in 1-3 Q 2018 - 1-3 Q, 2019**



**Figure 6. Dynamics of the Russian/ foreign drugs share in the structure of FEFD pharmaceutical market in 1-3 Q 2018 - 1-3 Q, 2019**

