

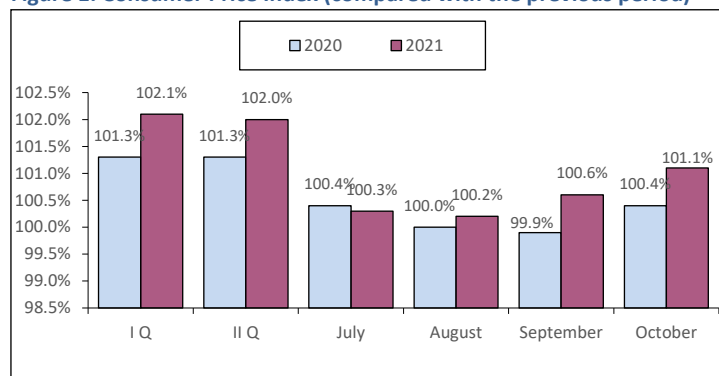
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 101.1% in October 2021 and 106.5% as compared to December in 2020.

In October 2021, the Producer Price Index for industrial production was 100.4% as compared to the previous month and 99.0% in the month-earlier period. The index accounted for 124.1% against December of 2020.

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



Living standard

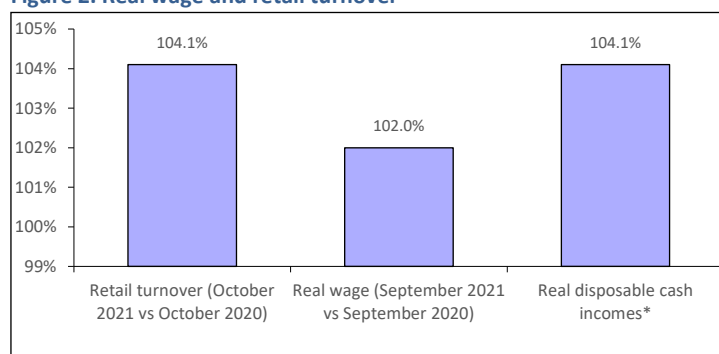
In September 2021, a gross monthly average wage of corporate employees reached RUB 54687 (USD 750.27). It accounted for 109.6% compared to September 2020, and 104.3% compared to the previous period. In September 2021, the real gross wage accounted for 102.0% as compared to September 2020, and 103.7% against the prior period.

According to estimates¹, real disposable cash incomes increased by 4.1% in January-September of 2021 as compared to January-September of 2020 (Fig. 2).

Retail turnover

In October 2021, the retail turnover was equal to RUB 3462.4 bil. or 104.1% (in comparable prices) against the respective period of the previous year, and RUB 31663.6 bil. or 107.9% in January - October 2021 (Fig. 2).

Figure 2. Real wage and retail turnover



* January-September 2021 vs. January-September 2020.

Industrial Production

According to Federal State Statistics Service's data, Industrial Production Index accounted for 107.1% in October 2021 compared to the same period in the previous year, and 105.0% in January - October 2021.

According to Federal State Statistics Service's data, Industrial Production Index for drugs and medical products accounted for 129.0% in October 2021 compared to the same period of 2020, and 119.1% in January-October against January-October of 2020.

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 2021.

Table 1. Top ten Russian chemical and pharmaceutical manufacturers by sales volume in October 2021

Rank	Manufacturer	RUB mil.
1	Otcpharm	5246.5
2	Biocad	5084.4
3	Stada	2685.6
4	Pharmasyntez	2143.8
5	Valenta	1979.3
6	Binnopharm	1951.6
7	Promomed	1951.2
8	Grotex	1895.9
9	R-Pharm	1842.9
10	Pharmstandart	1749.3

Source - Remedium according to IQVIA's data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. Sales (in terms of roubles) increased virtually in all regions in September 2021 compared to the previous month. The most pronounced growth in sales was observed in St. Petersburg (+61%), the least one – in Tyumen (+8%). And only Krasnodar Krai showed reduction in sales (-7%).

Table 2. Pharmacy sales in the regions, 2021

Region	Pharmacy sales, \$ mil. (wholesale prices)			Growth gain, % (roubles)		
	July 2021	August 2021	September 2021	July/June 21	August/July 21	September/ August 21
Moscow	127.9	140.4	212.2	-22%	9%	50%
St. Petersburg	59.5	66.7	108.4	-20%	11%	61%
Krasnodar Krai	51.4	64.9	60.6	13%	26%	-7%
Krasnoyarsk Krai	24.2	23.8	28.9	-4%	-2%	20%
Tatarstan	21.6	25.5	31.8	8%	17%	24%
Rostov Region	24.9	31.9	35.8	-2%	28%	11%
Novosibirsk Region	25.5	23.0	31.2	-4%	-10%	35%
Voronezh Region	13.7	16.9	20.9	-9%	23%	23%
Perm	9.1	9.1	10.6	-2%	-1%	16%
Tyumen	8.7	9.6	10.5	1%	10%	8%

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 2021

Rank	Company*	Quantity of broadcasts
1	Otcpharm	12,084
2	Berlin-Chemie/Menarini	10,211
3	Materia Medica	7,428
4	GSK Consumer Healthcare	7,193
5	Stada	6,704

Source - Remedium according to Mediascope's data

Table 4. Top five brand names in mass media in October 2021

Rank	Brand*	Quantity of broadcasts
1	Ergoferon	3,047
2	Pentalgin	2,617
3	Rengalin	2,350
4	Theraflex	2,122
5	Theraflu	2,099

Source - Remedium according to Mediascope's data

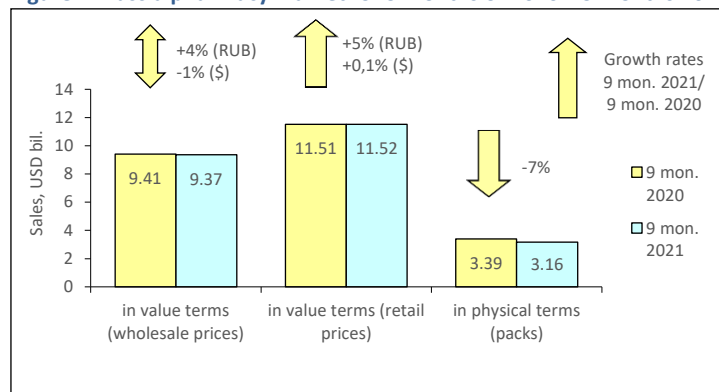
* Only drugs registered with National Medicine Register were considered.

¹ Due to switching of Federal State Statistics Service to the updated methodology for calculating real disposable cash incomes of the population, the data are published once a quarter.

RUSSIAN PHARMACY FPP DRUG MARKET: 2021 FIRST NINE MONTHS RESULTS

According to the results of the IQVIA Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at the end of the first nine months of 2021 the sales of drugs in physical terms in the country saw a 7% reduced to 3.162 bil. packs as compared to the same period of 2020. In money terms, the market expanded by 4% in terms of roubles and reduced by 1% in terms of dollars. The volume of the market amounted to RUB 692.662 bil. (USD 9.337 bil.) at wholesale prices (Fig. 1). The average cost of an OTC pack at retail prices proved to be higher than the previous year figure: USD 3.64 in January-September of 2021 vs USD 3.39 in 2020. Consumer spending for drugs in Russia averaged to USD 78.79 for nine months of 2021, whereas during the same period a year ago it averaged to USD 78.41.

Figure 1. Russia pharmacy market for 9 months of 2020 – 9 months 2021



At the end of nine months of 2021, BAYER retained and strengthened its leadership in the Russian retail market due to a 12%² increase in sales (Table 1). In addition, another two manufacturers of the top ten showed outstripping rates. STADA (+7%) held its previous rank and ABBOTT (+8%) moved up to rank seven. The companies TEVA (+0.2%), OTCPHARM and GLAXOSMITHKLINE (+3% each) also moved up to the higher ranks. On top of that, the latter became the only newcomer of the top 10 ranking. SERVIER (+0.4%) and KRKA (-3%) held their previous ranks five and eight respectively. Two manufacturers SANOFI (-8%) and SANDOZ (-15%) with strong negative growth rates moved down to ranks three and ten of the top ten ranking. Its total share decreased by 1.1 pp. as compared to the previous year and amounted to 33.7%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
1	1	BAYER	5.0	4.7
2	3	OTCPHARM	3.8	3.8
3	2	SANOFI	3.7	4.2
4	4	STADA	3.7	3.6
5	5	SERVIER	3.2	3.4
6	7	TEVA	3.2	3.3
7	10	ABBOTT	3.0	2.9
8	8	KRKA	2.9	3.0
9	11	GLAXOSMITHKLINE	2.7	2.8
10	6	SANDOZ	2.7	3.3
Total			33.7	34.8

*AIPM members are in bold

Brand XARELTO (+40%) continued to show the highest sales volumes in the Russian market (Table 2). Another anticoagulant ELIQUIS (+95%) moved up to rank two from nine, while ARBIDOL (+35%), DETRALEX (+7%) and NUROFEN (+5%) held their previous ranks from three through five respectively. Also, MEXIDOL (+6%) and PENTALGIN (+4%) also held their previous ranks eight and ten. HEPTRAL (+43%), which broke into the top 10 for the first time, coming in at number six, showed high growth rates and rose in the ranks. In contrast, brands CONCOR (-0.2%) and INGAVIRIN (-25%) moved down to ranks seven and nine. The total share of the top 10 increased from 7% to 8.1%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
1	1	XARELTO	1.5	1.1
2	9	ELIQUIS	1.1	0.6
3	3	ARBIDOL	1.1	0.8
4	4	DETRALEX	0.7	0.7

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
5	5	NUROFEN	0.7	0.7
6	16	HEPTRAL	0.7	0.5
7	6	CONCOR	0.6	0.7
8	8	MEXIDOL	0.6	0.6
9	2	INGAVIRIN	0.6	0.8
10	10	PENTALGIN	0.6	0.6
Total			8.1	7.0

RIVAROXABAN (+40%) moved up to rank one from three in the top 10 INN and group names ranking, while the last year leader XYLOMETAZOLINE (+2%), on the contrary, moved down to rank two (Table 3). The markets of the other six INNs developed at a fast pace. And if three of them, UMIFENOVIR (+37%), APIXABAN (+95%) and ROSUVASTATIN (+10%) managed to rise in the ranks, the less dynamic DIOSMIN*HESPERIDIN (+9%) and IBUPROFEN (+7%) lost two position points each, while NIMESULIDE (+6%) lost one. BISOPROLOL (+1%) and IBUPROFEN (+3%) moved down to the lower ranks, due to lagging rates. The total share of the top-ten INNs and grouping names increased from 9.9% to 11.1%.

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

Rank in the top ten		INNs/Grouping Names	Share in total pharmacy sales, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
1	3	RIVAROXABAN	1.5	1.1
2	1	XYLOMETAZOLINE	1.4	1.4
3	8	UMIFENOVIR	1.2	0.9
4	2	DIOSMIN*HESPERIDIN	1.2	1.1
5	18	APIXABAN	1.1	0.6
6	4	IBUPROFEN	1.1	1.0
7	5	BISOPROLOL	1.0	1.0
8	7	NIMESULIDE	1.0	1.0
9	6	PANCREATIN	1.0	1.0
10	11	ROSUVASTATIN	0.8	0.8
Total			11.1	9.9

C09 Agents acting on the rennin-angiotensin system (-1%) and M01 Anti-inflammatory and antirheumatic products (+6%) held their previous leading positions in the top ten ATC groups ranking (Table 4). N02 Analgesics (+0.2%), C05 Vasoprotectives (+6%) and N06 Psychoanaleptics (+8%) held their previous ranks, rounding out the top ten ranking. Some moves took place in Central middle part of the top-10 ranking. The groups B01 Antithrombotic agents (+28%), G03 Sex hormones (+7%) and R01 Nasal preparations (+5%) moved one rank up. At the same time, J05 Antivirals for systemic use and J01 Antivirals for systemic use, which reduced sales by 7%, moved down to ranks four and seven, respectively. In total, the top ten ATC groups accounted for 37.6% as in the year-earlier period.

Table 4. The top ten ATC Groups by pharmacy sales

Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2021	9 mon. 2020			9 mon. 2021	9 mon. 2020
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.3	5.6
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.0	4.9
3	4	B01	ANTITHROMBOTIC AGENTS	4.7	3.8
4	3	J05	ANTIVIRALS FOR SYSTEMIC USE	3.6	4.0
5	6	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.6	3.5
6	7	R01	NASAL PREPARATIONS	3.3	3.3
7	5	J01	ANTIBACTERIALS FOR SYST USE	3.2	3.6
8	8	N02	ANALGESICS	3.1	3.2
9	9	C05	VASOPROTECTIVES	2.9	2.9
10	10	N06	PSYCHOANALEPTICS	2.9	2.8
Total				37.6	37.6

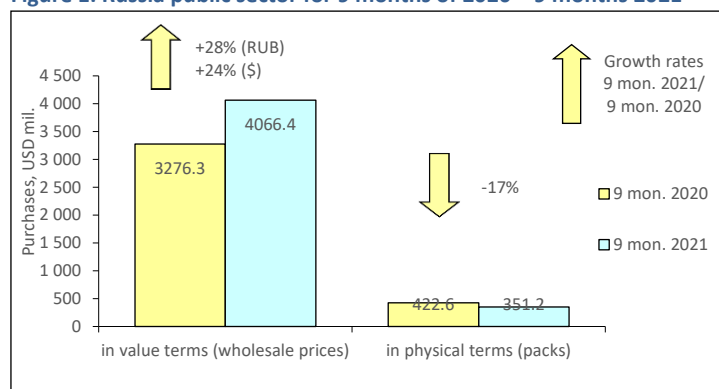
Conclusion. On the basis of the results for the first nine months of 2021, the pharmacy retail market of Russia brought in RUB 851.691 bil. (USD 11.517 bil.). As compared with the same period of 2020, the growth rates were positive both (+5%) in terms of roubles, and in terms of dollars (+0.1%). In pack terms, the market reduced by 7% compared to the previous year and amounted to 3.162 bil. packs. In January-September 2021, the average cost of an FPP pack in the national pharmacies was USD 3.64, in the year-earlier period it was USD 3.39. The average expenses of the Russian Federation residents for purchase of OTC drugs in pharmacies in the first nine months of 2021 slightly increased as compared to the previous year (USD 78.79 vs. USD 78.41).

²Hereinafter, unless otherwise stated, growth gains are stated in the rouble equivalent or national currency.

RUSSIAN FEDERATION HOSPITAL MARKET: 2021 FIRST NINE MONTHS RESULTS

According to the results of the Budget Audit of FPPs in the Russian Federation (without DLO and regional benefit)TM, the national budgetary segment based on the results for January-September of 2021 continued to decline in physical terms (-17%) to 351,229 mil. packs. In value terms, the market, on the contrary, showed a 28% increase in terms of roubles and 24% in terms of dollars and reached RUB 300.511 bil. (USD 4.066 mil.) at wholesale prices. Based on the results for the first nine months of 2021, the average cost of an FPP pack in the hospital sector of the country was USD 11.58, whereas in the year-earlier period its cost was USD 7.75.

Figure 1. Russia public sector for 9 months of 2020 – 9 months 2021



According to the results for January-September of 2021, most of the top 10 manufacturers in the public segment of Russia showed positive growth rates and six of them showed outstripping rates (Table 1). Among them are ROCHE (+53%) and JOHNSON & JOHNSON, which topped the top ten ranking (2.1-fold growth in purchases). The markets of the manufacturers R-PHARM (9.1-fold growth), PFIZER (+59%), BRISTOL MYERS (+30%) and NOVARTIS (+77%) also developed at a faster pace, moving up to ranks five through eight respectively. At the same time, the former and the latter became newcomers of the top ten. MSD (+10%) and BIOCAD (+24%), which showed positive, but not so high growth rates, moved down to ranks three and four, respectively. PHARMASYNTEZ (-8%) and SANOFI (-13%), which reduced volumes of purchases, moved down to the bottom part of the top 10 ranking, rounding it out. In total, the top ten manufacturers accounted for 48.9% of the public segment against 43.2% in a year earlier period, according to the results for 9 months of 2021.

Table 1. The top 10 brands by public procurement segment volume

Rank in the top ten		Manufacturer*	Share in total public segment, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
1	2	ROCHE	8.0	6.7
2	7	JOHNSON & JOHNSON	6.2	3.8
3	1	MSD	6.2	7.2
4	3	BIOCAD RF	6.0	6.2
5	33	R-PHARM RF	4.5	0.6
6	8	PFIZER	4.4	3.6
7	5	BRISTOL MYERS SQU	4.3	4.2
8	11	NOVARTIS	3.6	2.6
9	4	PHARMASYNTEZ	3.0	4.2
10	6	SANOFI	2.6	3.9
Total			48.9	43.2

*AIPM members are in bold

The top ten ATC - groups ranking changed its leader: KEYTRUDA (+42%) moved up to rank one from two, displacing OPDIVO (+32%) one rank down (Table 2). The newcomers SPINRAZA (6.6-fold growth in purchases) and ARTLEGIA (21-fold growth), as well as PREVENAR 13 (+62%) broke into the top ten ranking, moving up to ranks three through five from the lower ones. Two more newcomers of the top ten EVRYSDI and KADCYLA (+33%) moved up to ranks seven and ten respectively. At the same time, AVEGRA (-1%) and TIVICAY (-10%), which reduced their purchases, as well as PERJETA (+10%), which showed growth rates lower than the market ones, moved down to ranks six, eight and nine. The total share of the top 10 brands in the public segment expanded from 17.7% to 24.5%.

Table 2. The top 10 brands by public segment volume

Rank in the top ten		Brand	Share in total public segment, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
1	2	KEYTRUDA	3.7	3.4
2	1	OPDIVO	3.6	3.5
3	22	SPINRAZA	3.5	0.7
4	41	ARTLEGIA	3.0	0.2
5	10	PREVENAR 13	2.0	1.6
6	5	AVEGRA BIOCAD	1.9	2.4
7	N/A	EVRYSDI	1.8	N/A
8	4	TIVICAY	1.7	2.5

Rank in the top ten		Brand	Share in total public segment, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
9	6	PERJETA	1.6	1.9
10	11	KADCYLA	1.6	1.5
Total			24.5	17.7

The top ten INN and grouping names ranking has been half updated (Table 3). The newcomers NUSINERSEN (6.6-fold growth in purchases), OLOKIZUMAB (21-fold growth), FAVIPRAVIR (15-fold growth), VACCINE, PNEUMOCOCCAL CONJUGATE (+62%) and RISDIPLAM broke into the top ten ranking, moving up to ranks five through seven and nine respectively. PEMBROLIZUMAB (+42%) also rose in the ranks, topping the top ten ranking as well as the respective brand. NIVOLUMAB (+32%) held and reinforced its previous rank two. VACCINE, INFLUENZA and DOLUTEGRAVIR, which reduced their purchases by 10%, as well as BEVACIZUMAB (+2%), which showed low growth rates, moved down to ranks four, eight and ten, respectively. The total share accumulated by the top-ten INNs and grouping names increased from 19% to 27.3%.

Table 3. The top ten INNs and grouping names by public segment volume

Rank in the top ten		INNs/Grouping Names	Share in total public segment, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
1	3	PEMBROLIZUMAB	3.7	3.4
2	2	NIVOLUMAB	3.6	3.5
3	28	NUSINERSEN	3.5	0.7
4	1	VACCINE, INFLUENZA	3.1	4.4
5	44	OLOKIZUMAB	3.0	0.2
6	42	FAVIPRAVIR	2.8	0.2
7	11	VACCINE, PNEUMOCOCCAL CONJUGATE	2.0	1.6
8	4	BEVACIZUMAB	2.0	2.5
9	N/A	RISDIPLAM	1.8	N/A
10	5	DOLUTEGRAVIR	1.7	2.5
Total			27.3	19.0

L01 Antineoplastic agents (+11%) and J05 Antivirals for systemic use (+15%) remained the leaders of the top 10 ATC groups ranking (Table 4). Due to almost fourfold growth in purchases, L04 Immunosuppressants moved up to rank three, displacing J07 Vaccines (-5%) one rank down. The only new newcomer of the top 10, M09 Other drugs for disorders of the musculoskeletal system (13-fold growth) broke into the top ten ranking, moving up to rank five. Group B01 Anticoagulants (2.4-fold growth) held and reinforced its previous rank six. J01 Antibacterials for systemic use (+17%) and B05 Blood substitutes and perfusion solutions (-5%), which lost three ranks each, and L02 Endocrine therapy (+14%) and V08 Contrast media (-6%), which lost one rank each, moved down to ranks seven through ten respectively. The total share of top ten ATC groups increased by 3.3 p.p. and achieved 83.9%.

Table 4. The top 10 ATC groups by public segment volume

Rank in the top ten		ATC code	ATC group	Share in total public segment, %	
9 mon. 2021	9 mon. 2020			9 mon. 2021	9 mon. 2020
1	1	L01	ANTINEOPLASTIC AGENTS	29.0	33.4
2	2	J05	ANTIVIRALS FOR SYSTEMIC USE	12.9	14.4
3	7	L04	IMMUNOSUPPRESSANTS	8.1	2.9
4	3	J07	VACCINES	8.1	11.0
5	19	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET. SYST	7.0	0.7
6	6	B01	ANTITHROMBOTIC AGENTS	6.4	3.4
7	4	J01	ANTIBACTERIALS FOR SYST USE	6.1	6.7
8	5	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	2.9	3.9
9	8	L02	ENDOCRINE THERAPY	2.2	2.4
10	9	V08	CONTRAST MEDIA	1.4	1.9
Total				83.9	80.6

Conclusion. Based on the results for January-September of 2021, the Russian public segment continued to demonstrate positive growth rates both in rouble terms (+28%) and in dollar terms (+24%). Its volume amounted to RUB 300.511 bil. (USD 4.066 bil.). In natural terms, the market reduced by 17% and amounted to 351.229 mil. packs. At the end of the first nine months of 2021, the average cost of a finished pharma product (FPP) pack in the public segment amounted to USD 11.58 vs. USD 7.75 in the year earlier period.

PHARMACEUTICAL MARKET OF THE CENTRAL FEDERAL DISTRICT (CFD) IN 1-3 Q 2021 KEY PERFORMANCE INDICATORS

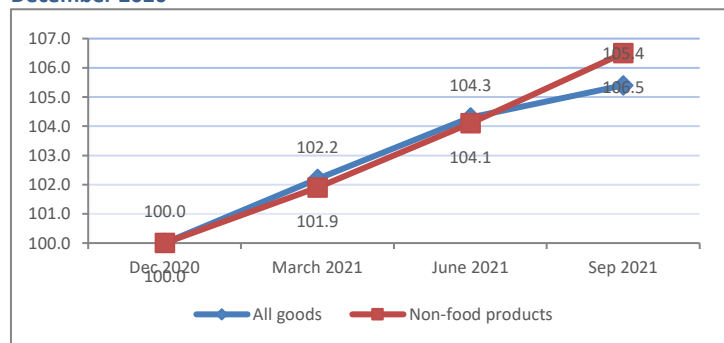
Macroeconomic indices

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

Value	September-January 2021	September-January 2021 (%) as % against September-January 2020
Industrial production index		115.9
Retail turnover, RUB bil.	10,012.6	110.6
Monthly average accrued wage per worker (nominal), RUB	69,424	110.3
real		104.0

Note: CFD TOGS data

Figure 1. Movement of price index and non-food product price index vs December 2020



Indicators of movement of prices and retail margins (based on the results of IQVIA data)

Figure 1. Movement of weighted average purchase prices and retail margins in 1-3 Q 2020 – 1-3 Q 2021

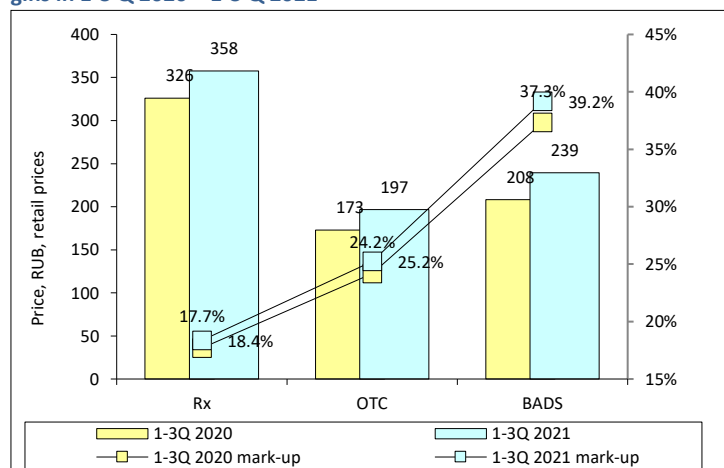
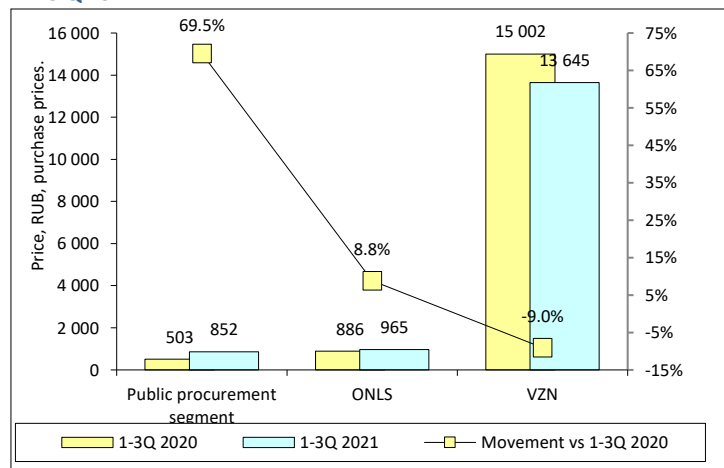


Figure 2. Movement of weighted average purchase prices in 1-3 Q 2020 – 1-3 Q 2021



Indicators of movement and structure of the market³ (based on the results of IQVIA data)

Figure 3. CFD pharmaceutical market in Q 1-3, 2020 – 1-3 Q 2021

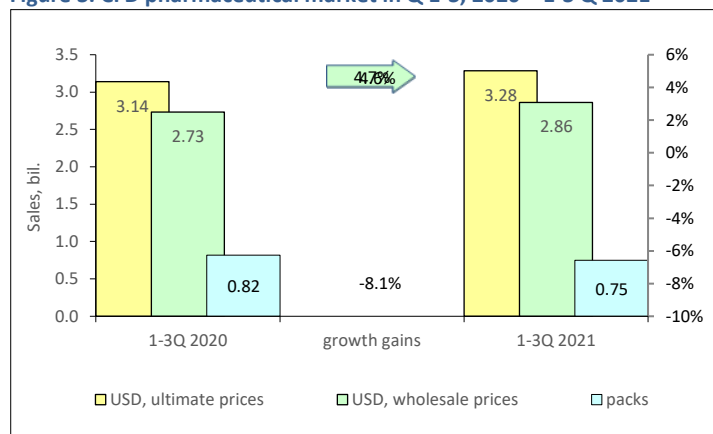


Figure 4. Structure of CFD pharmaceutical market by major segments in Q 1-3 2020 – 1-3 Q 2021

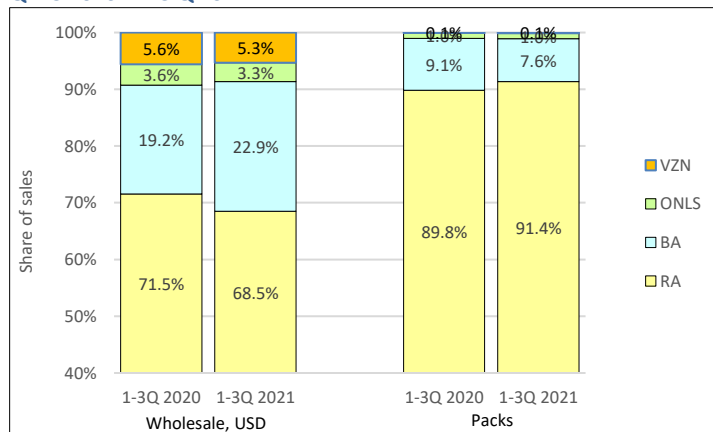


Figure 5. Structure of the retail segment of CFD pharmaceutical market in Q 1-3 2020 – 1-3 Q 2021

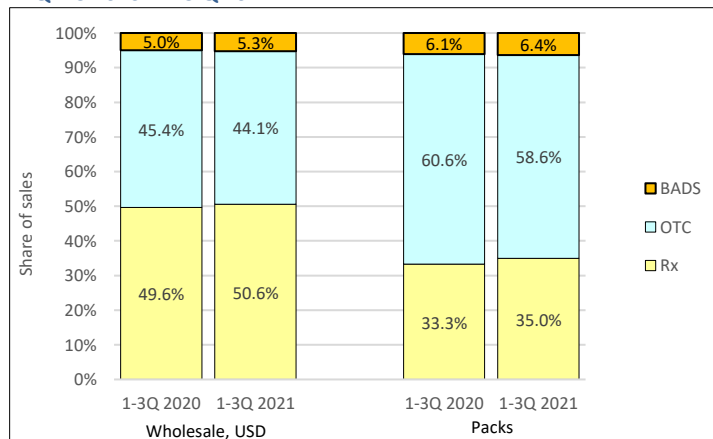
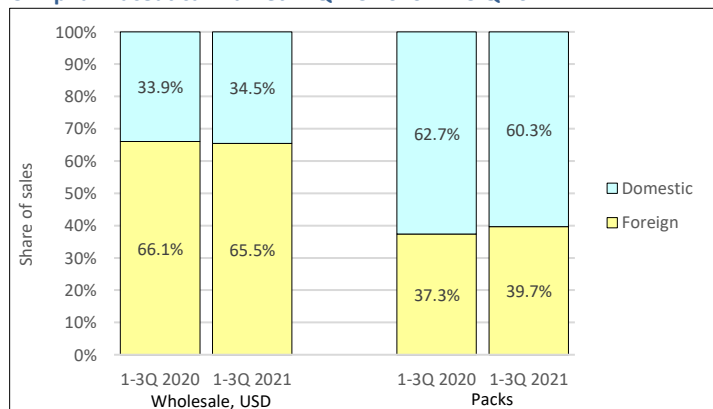


Figure 6. Dynamics of the Russian/ foreign drugs share in the structure of CFD pharmaceutical market in Q 1-3 2020 – 1-3 Q 2021



³ Exclusive of Moscow

PHARMACEUTICAL MARKET OF THE NORTH-WESTERN FEDERAL DISTRICT (NWFD) IN 1-3 Q 2021 KEY PERFORMANCE INDICATORS

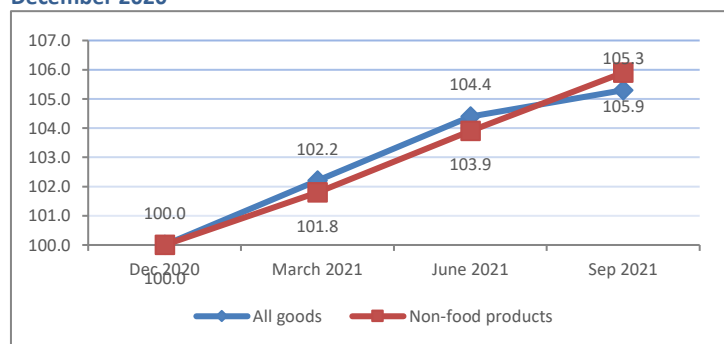
Macroeconomic indices

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

Value	September-January 2021	September-January 2021 (%) as % against September-January 2020
Industrial production index		104.0
Retail turnover, RUB bil.	2,904.9	111.0
Monthly average accrued wage per worker (nominal), RUB	60,933	109.4
real		103.2

Note: NWFD TOGS data

Figure 1. Movement of price index and non-food product price index vs December 2020



Indicators of movement of prices and retail margins (based on the results of IQVIA data)

Figure 1. Movement of weighted average purchase prices and retail margins in 1-3 Q 2020 – 1-3 Q 2021

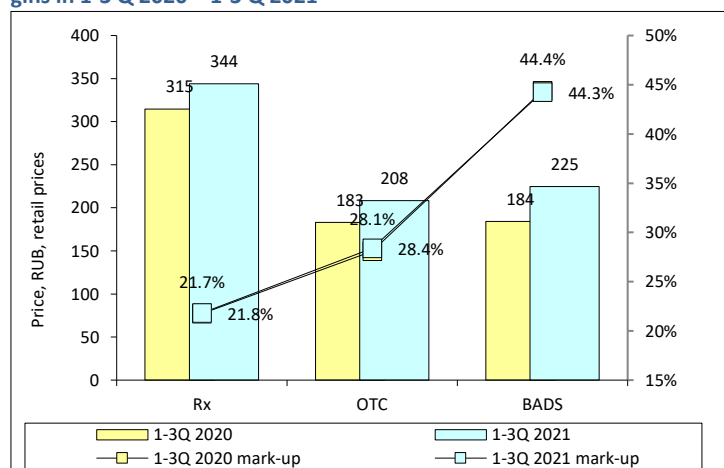
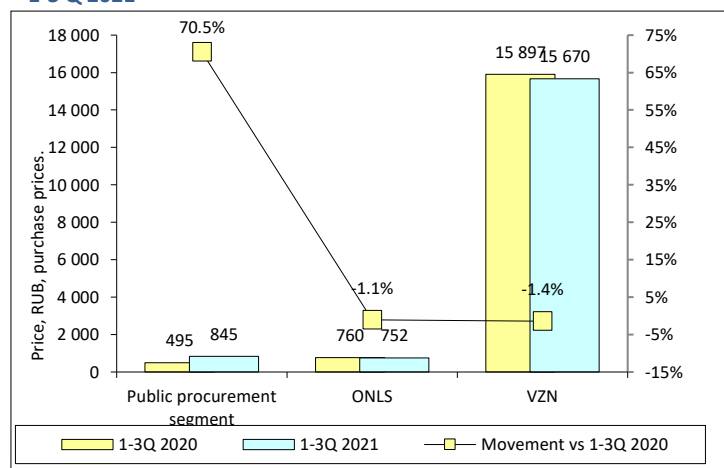


Figure 2. Movement of weighted average purchase prices in 1-3 Q 2020 – 1-3 Q 2021



Indicators of movement and structure of the market⁴ (based on the results of IQVIA data)

Figure 3. NWFD pharmaceutical market in Q 1-3, 2020 – 1-3 Q 2021

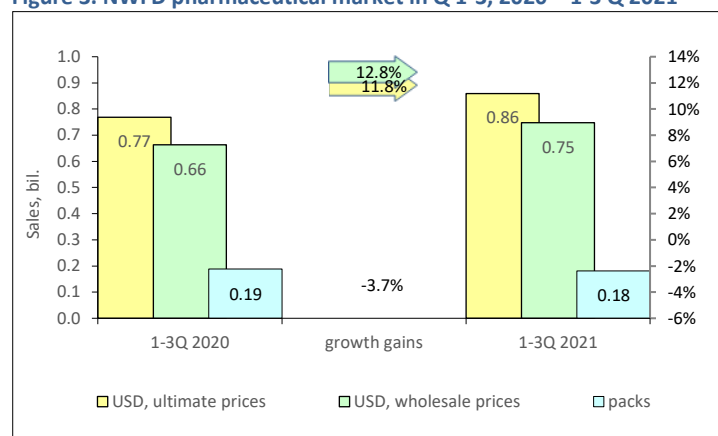


Figure 4. Structure of NWFD pharmaceutical market by major segments in Q 1-3, 2020 – 1-3 Q 2021

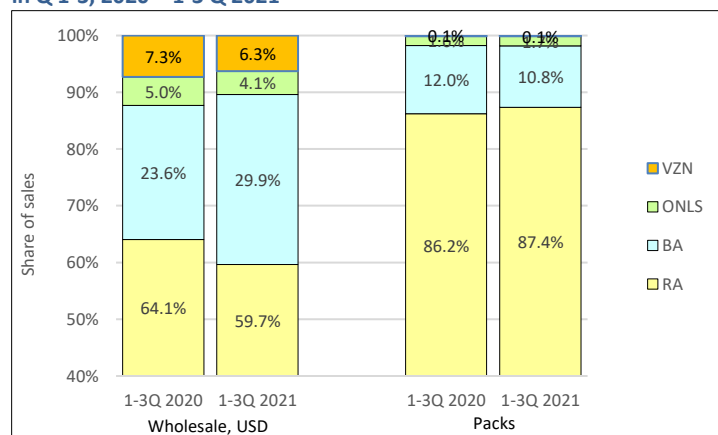


Figure 5. Structure of the retail segment of NWFD market in Q 1-3, 2020 – 1-3 Q 2021

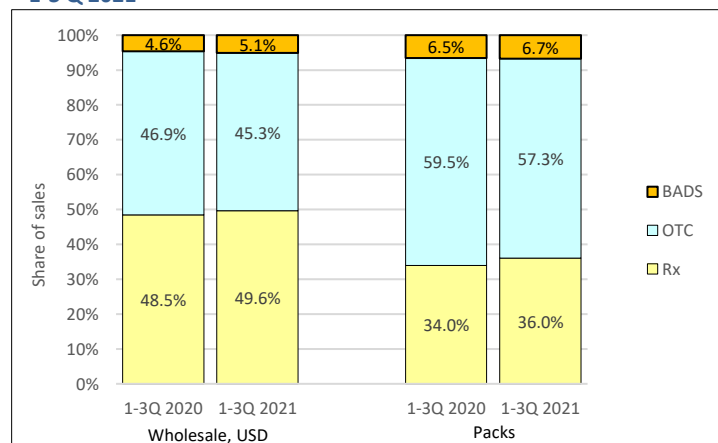
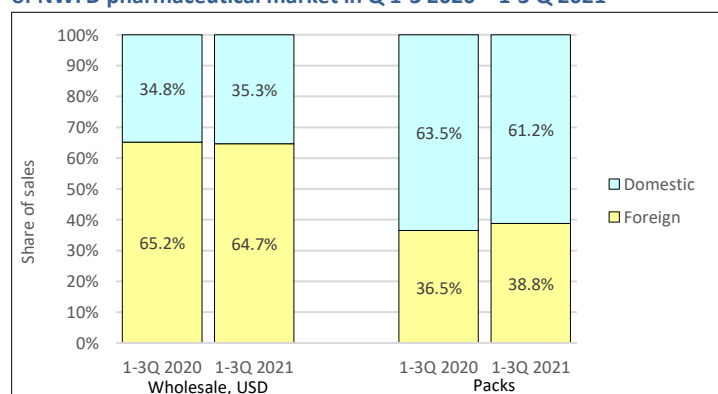


Figure 6. Movement of the Russian/ foreign drugs share in the structure of NWFD pharmaceutical market in Q 1-3 2020 – 1-3 Q 2021



⁴ Exclusive of St. Petersburg

PHARMACEUTICAL MARKET OF THE VOLGA FEDERAL DISTRICT (VFD) IN 1-3 Q 2021 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	September-January 2021	September-January 2021 (%) as % against September-January 2020
Industrial production index		106.0
Retail turnover, RUB bil.	4,756.7	106.3
Monthly average accrued wage per worker (nominal), RUB	39,179	108.9
real		102.4

Note: VFD TOGS data

Figure 1. Movement of price index and non-food product price index vs December 2020



Indicators of movement of prices and retail margins (based on the results of IQVIA data)

Figure 1. Movement of weighted average purchase prices and retail margins in 1-3 Q 2020 – 1-3 Q 2021

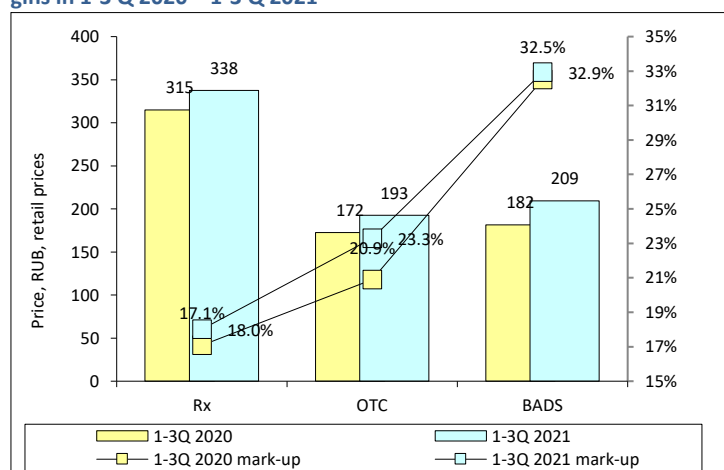
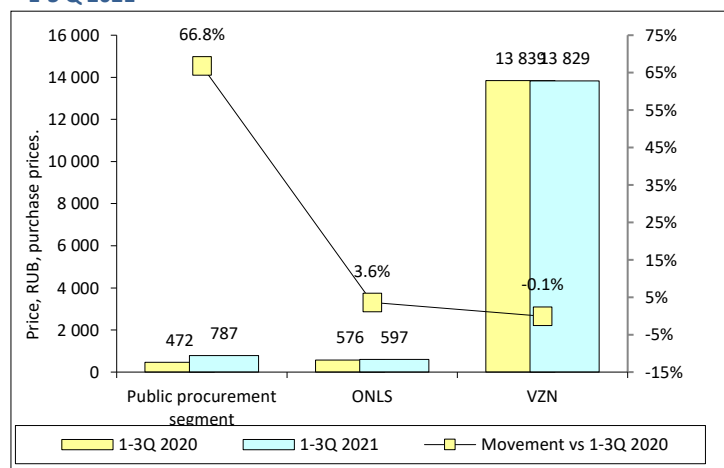


Figure 2. Movement of weighted average purchase prices in 1-3 Q 2020 – 1-3 Q 2021



Indicators of movement and structure of the market (based on the IQVIA data)

Figure 3. VFD pharmaceutical market in Q 1-3, 2020 – 1-3 Q 2021

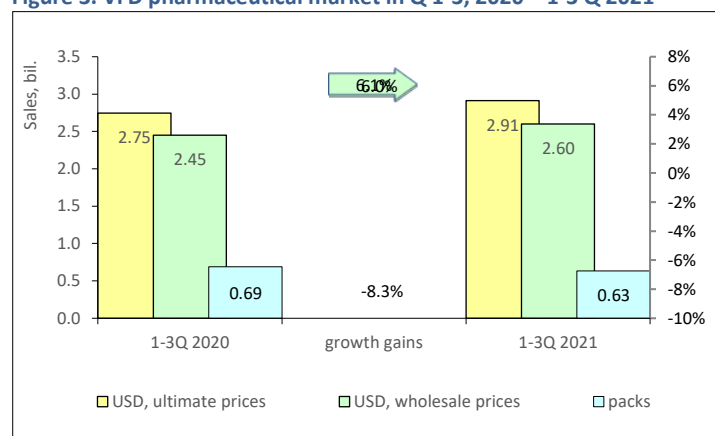


Figure 4. Structure of PFD pharmaceutical market by major segments in Q 1-3, 2020 – 1-3 Q 2021

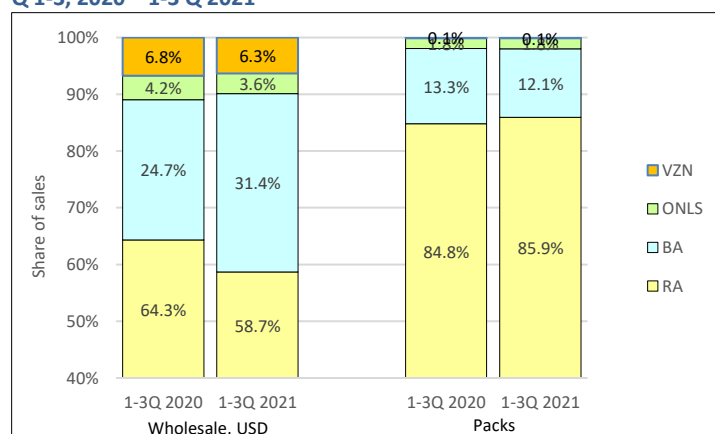


Figure 5. Structure of the retail segment of VFD pharmaceutical market in Q 1-3, 2020 – 1-3 Q 2021

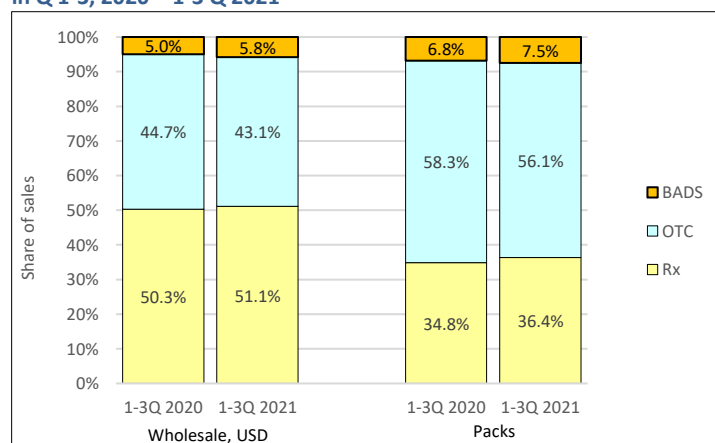
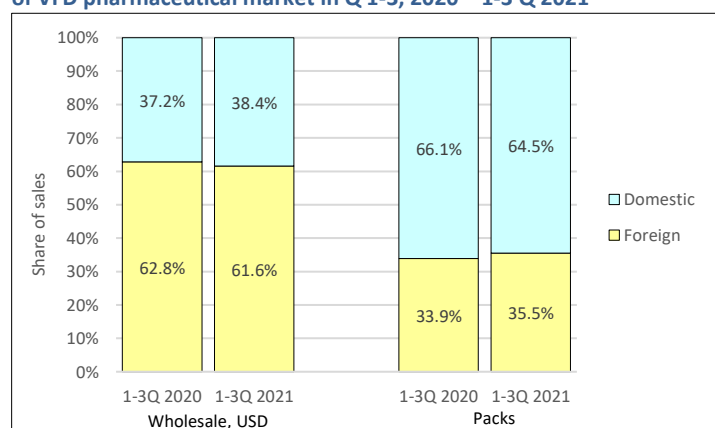


Figure 6. Movement of the Russian/foreign drugs share in the structure of VFD pharmaceutical market in Q 1-3, 2020 – 1-3 Q 2021



PHARMACEUTICAL MARKET OF THE URAL FEDERAL DISTRICT (UFD) IN 1-3 2021 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	September-January 2021	September-January 2021 (%) as % against September-January 2020
Industrial production index		105.5
Retail turnover, RUB bil.	2,281.0	104.1
Monthly average accrued wage per worker (nominal), RUB	58,145	107.2
real		101.7

Note: VFD TOGS data

Figure 1. Movement of price index and non-food product price index vs December 2020



Indicators of movement of prices and retail margins (based on the results of IQVIA data)

Figure 1. Movement of weighted average purchase prices and retail margins in 1-3 Q 2020 – 1-3 Q 2021

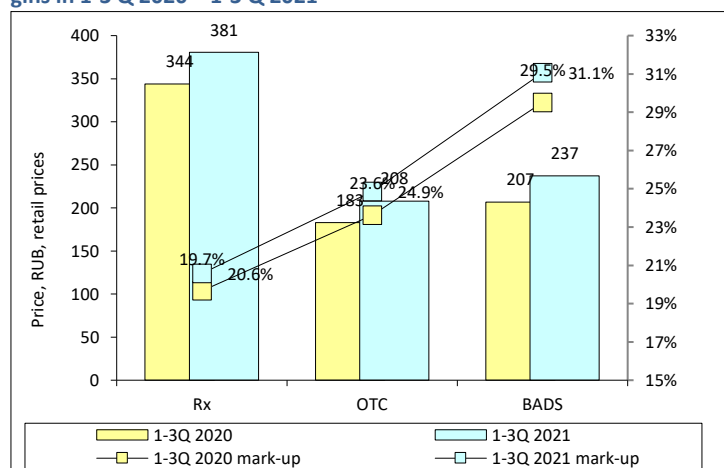
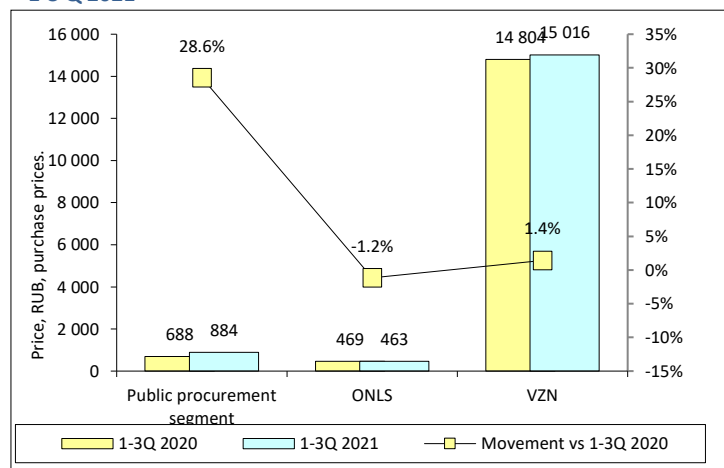


Figure 2. Movement of weighted average purchase prices in 1-3 Q 2020 – 1-3 Q 2021



Indicators of movement and structure of the market (based on the IQVIA data)

Figure 3. UrFD pharmaceutical market in Q 1-3, 2020 – 1-3 Q 2021

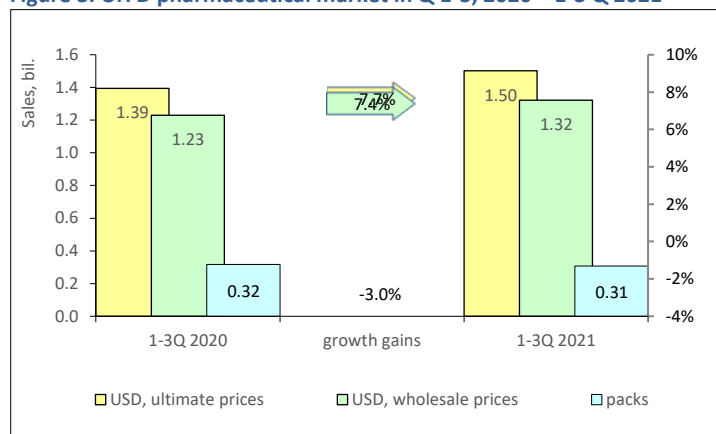


Figure 4. Structure of UrFD pharmaceutical market by major segments in Q 1-3, 2020 – 1-3 Q 2021

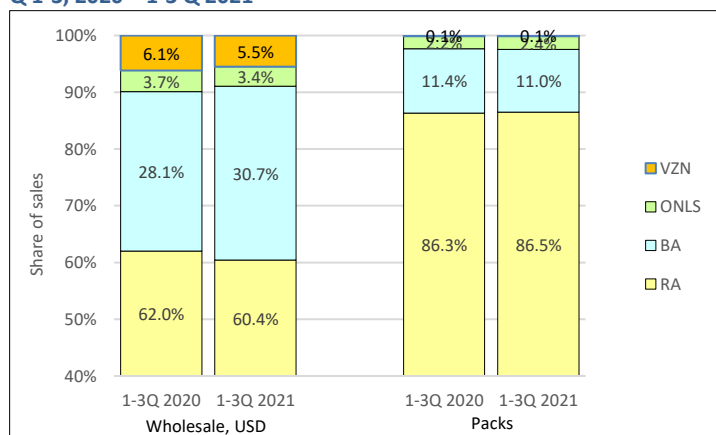


Figure 5. Structure of the retail segment of UrFD market in Q 1-3 2020 – 1-3 Q 2021

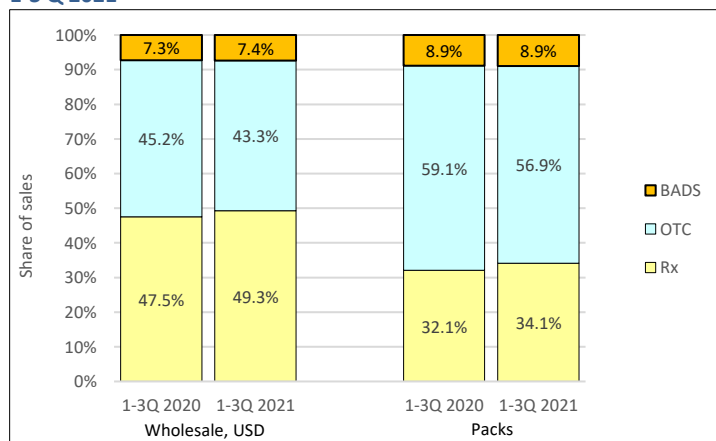
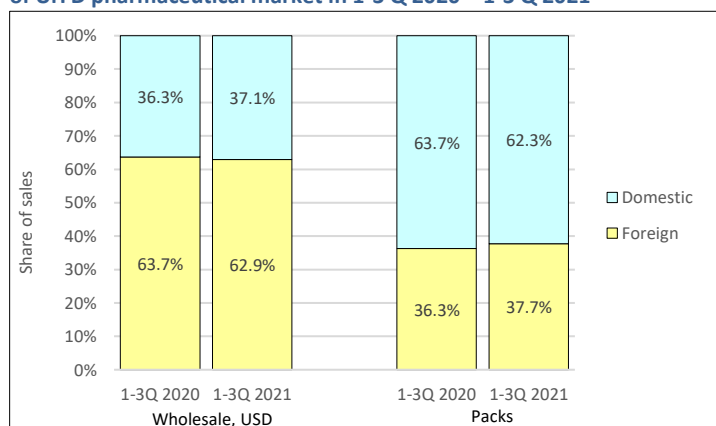


Figure 6. Movement of the Russian/ foreign drugs share in the structure of UrFD pharmaceutical market in 1-3 Q 2020 – 1-3 Q 2021



PHARMACEUTICAL MARKET OF THE SIBERIAN FEDERAL DISTRICT (SFD) IN 1-3 2021 KEY PERFORMANCE INDICATORS

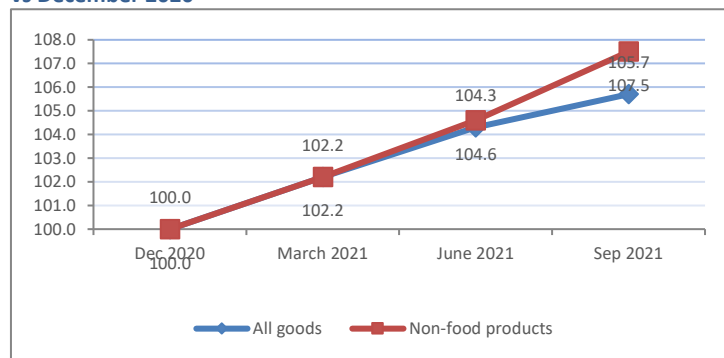
Macroeconomic indices

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

Value	September-January 2021	September-January 2021 (%) as % against September-January 2020
Industrial production index		101.4
Retail turnover, RUB bil.	2,409.4	105.5
Monthly average accrued wage per worker (nominal), RUB	46,753	108.7
real		102.3

Note: SFD TOGS data

Figure 1. Movement of the price index and nonfood product price index vs December 2020



Indicators of movement of prices and retail margins (based on the results of IQVIA data)

Figure 1. Movement of weighted average purchase prices and retail margins in 1-3 Q 2020 – 1-3 Q 2021

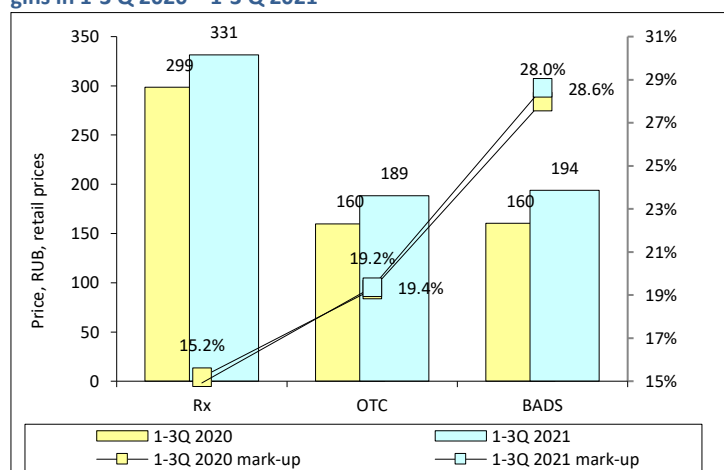
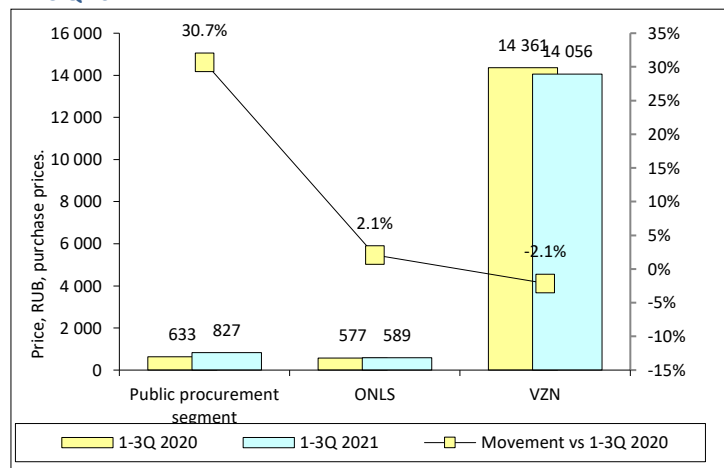


Figure 2. Movement of weighted average purchase prices in 1-3 Q 2020 – 1-3 Q 2021



Indicators of movement and structure of the market (based on the IQVIA data)

Figure 3. SFD pharmaceutical market in 1-3 Q 2020 – 1-3 Q 2021

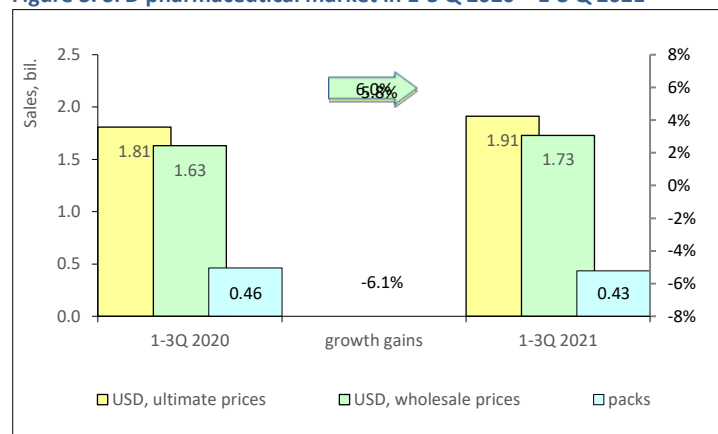


Figure 4. Structure of SiFD pharmaceutical market by major segments in Q 1-3, 2020 – 1-3 Q 2021

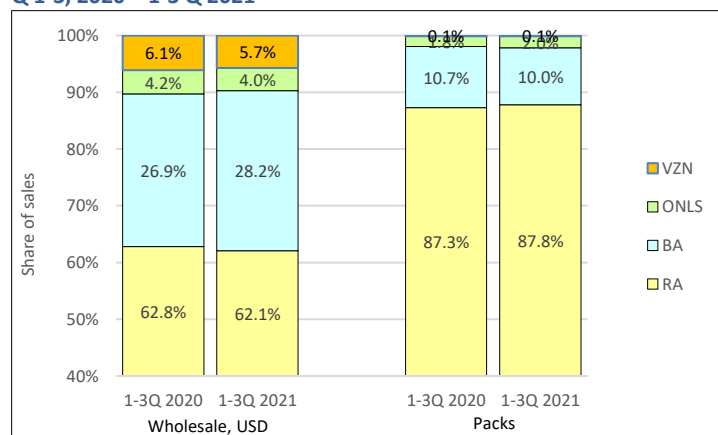


Figure 5. Structure of the retail segment of SiFD market in 1-3 Q 2020 – 1-3 Q 2021

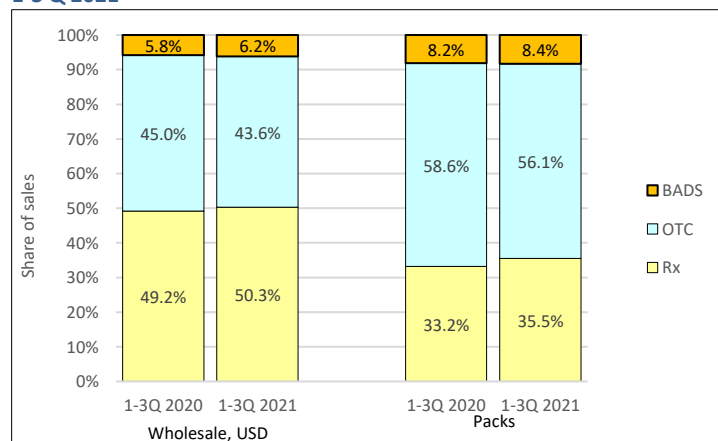
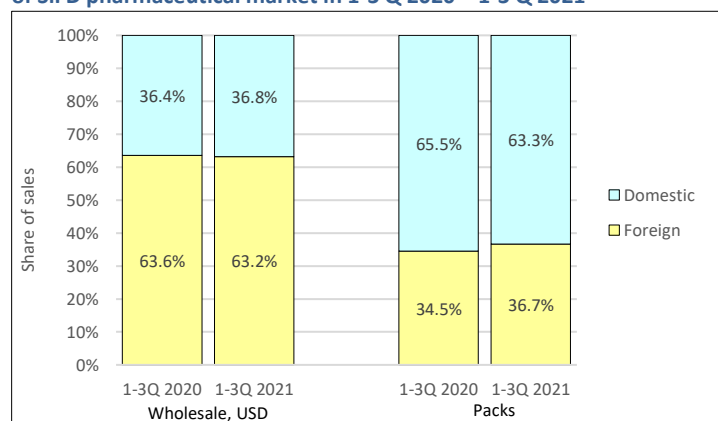


Figure 6. Movement of the Russian/ foreign drugs share in the structure of SiFD pharmaceutical market in 1-3 Q 2020 – 1-3 Q 2021



PHARMACEUTICAL MARKET OF THE SOUTHERN FEDERAL DISTRICT (SoFD) IN 1-3 Q 2021 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	September-January 2021	September-January 2021 (%) as % against September-January 2020
Industrial production index		105.5
Retail turnover, RUB bil.	3,042.7	12.7
Monthly average accrued wage per worker (nominal), RUB	38,252	108.5
real		101.8

Note: SoFD TOGS data

Figure 1. Movement of price index and non-food product price index vs December 2019



Indicators of movement of prices and retail margins (based on the results of IQVIA data)

Figure 1. Movement of weighted average purchase prices and retail margins in 1-3 Q 2020 – 1-3 Q 2021

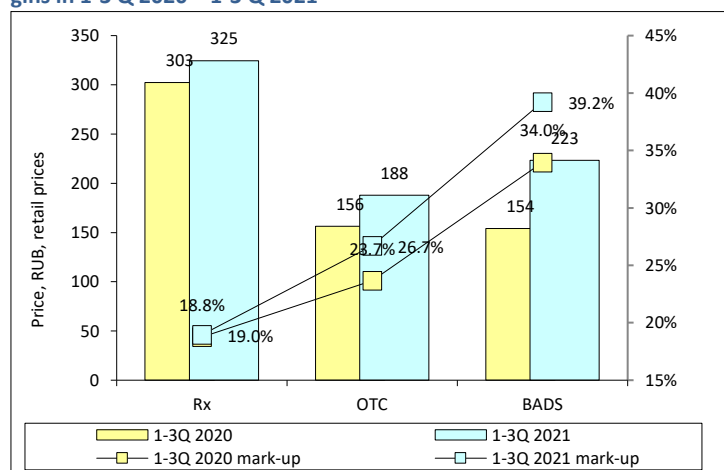
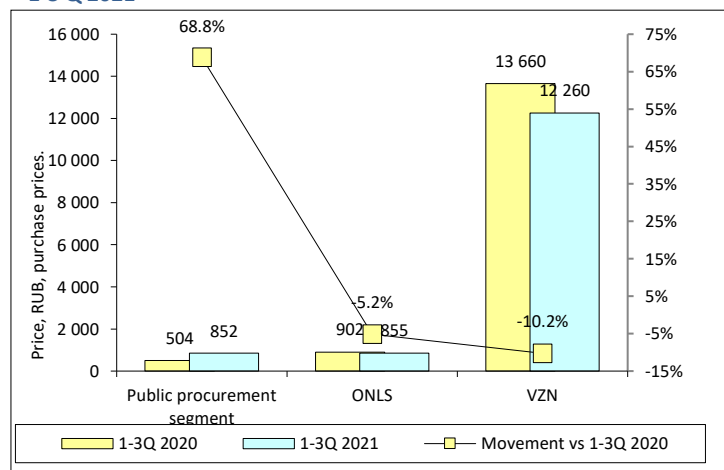


Figure 2. Movement of weighted average purchase prices in 1-3 Q 2020 – 1-3 Q 2021



Indicators of movement and structure of the market (based on the IQVIA data)

Figure 3. SoFD pharmaceutical market in 1-3 Q 2020 – 1-3 Q 2021

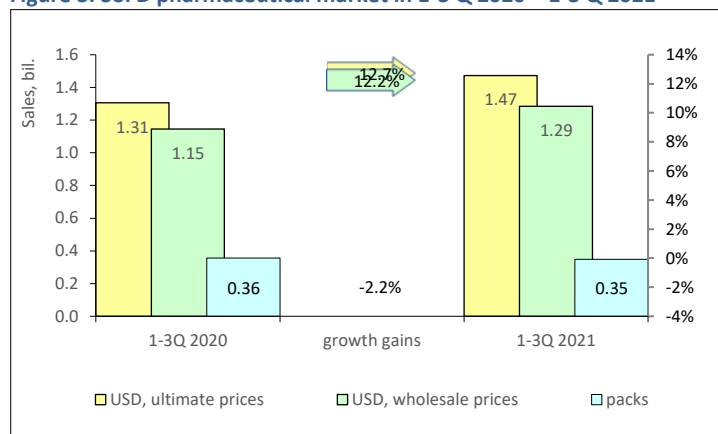


Figure 4. Structure of SoFD pharmaceutical market by major segments in 1-3 Q 2020 – 1-3 Q 2021

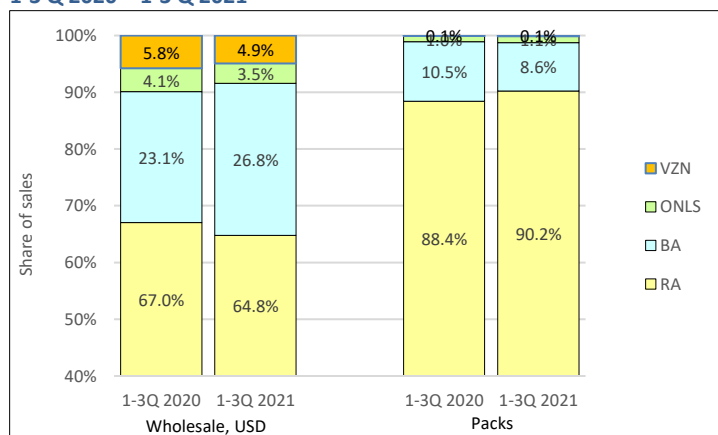


Figure 5. Structure of the retail segment of SoFD pharmaceutical market in 1-3 Q 2020 – 1-3 Q 2021

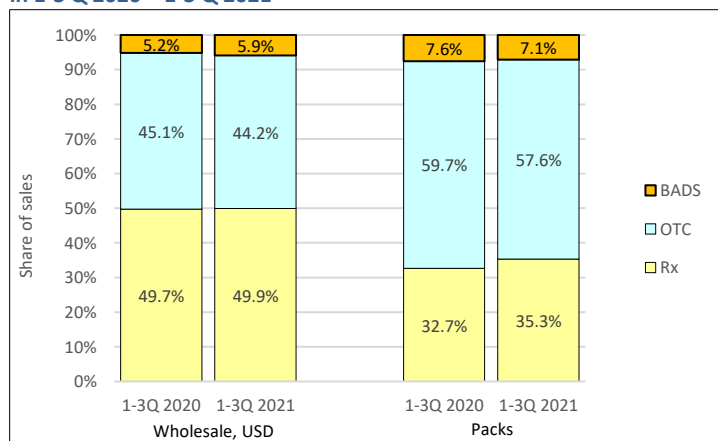
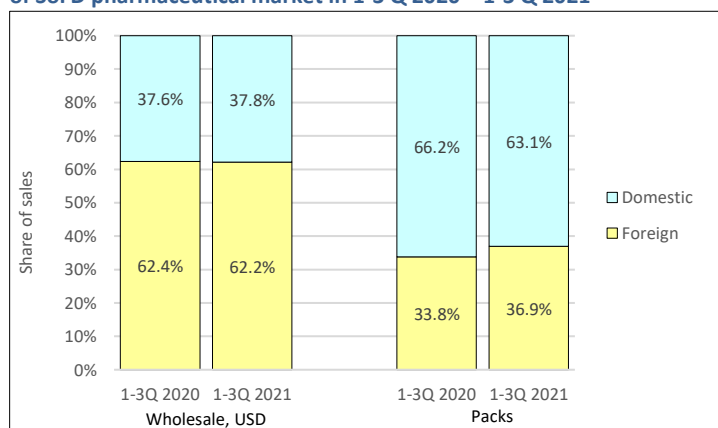


Figure 6. Movement of the Russian/ foreign drugs share in the structure of SoFD pharmaceutical market in 1-3 Q 2020 – 1-3 Q 2021



PHARMACEUTICAL MARKET OF THE FAR EASTERN FEDERAL DISTRICT (FEFD) IN 1-3 Q 2021 KEY PERFORMANCE INDICATORS

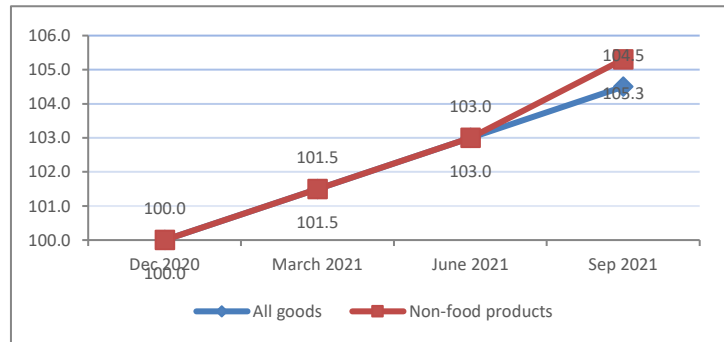
Macroeconomic indices

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

Value	September-January 2021	September-January 2021 (%) as % against September-January 2020
Industrial production index		105.0
Retail turnover, RUB bil.	1,553.0	107.0
Monthly average accrued wage per worker (nominal), RUB	63,064	107.8
real		102.1

Note: FEFD TOGS data

Figure 1. Movement of price index and non-food product price index vs December 2020



Indicators of movement of prices and retail margins (based on the results of IQVIA data)

Figure 1. Movement of weighted average purchase prices and retail margins in 1-3 Q 2020 – 1-3 Q 2021

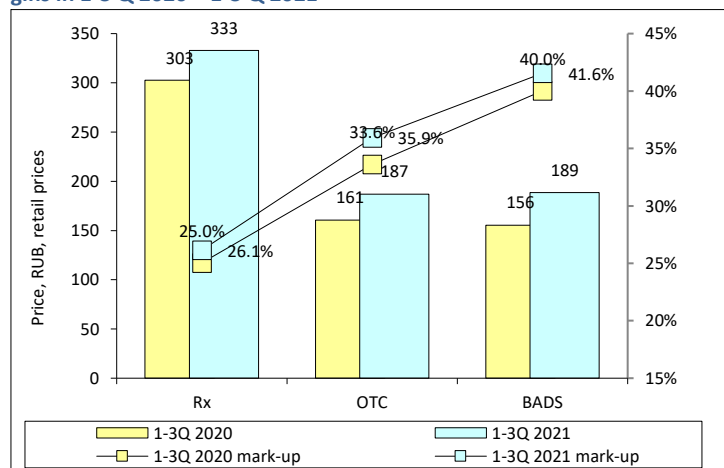
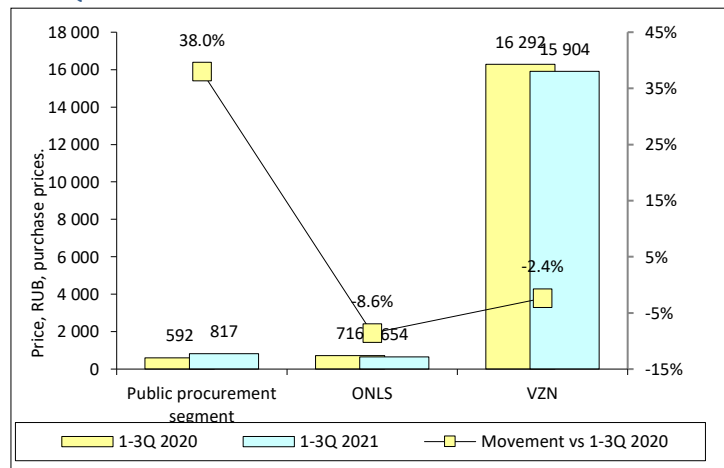


Figure 2. Movement of weighted average purchase prices in 1-3 Q 2020 – 1-3 Q 2021



Indicators of movement and structure of the market (based on the IQVIA data)

Figure 3. FEFD pharmaceutical market in 1-3 Q 2020 – 1-3 Q 2021

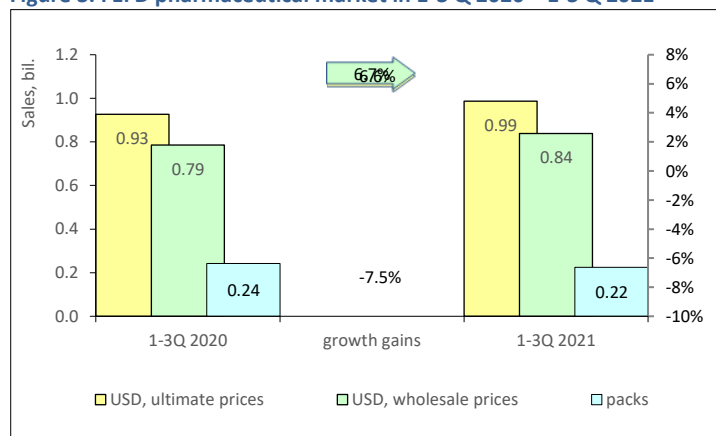


Figure 4. Structure of FEFD pharmaceutical market by major segments in 1-3 Q 2020 – 1-3 Q 2021

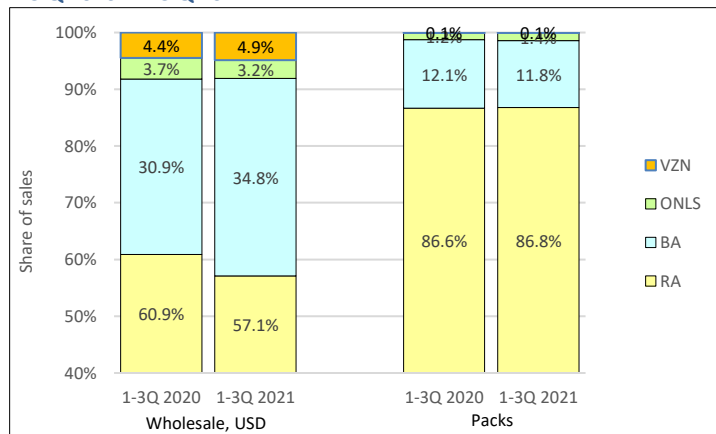


Figure 5. Structure of the retail segment of FEFD pharmaceutical market in 1-3 Q 2020 – 1-3 Q 2021

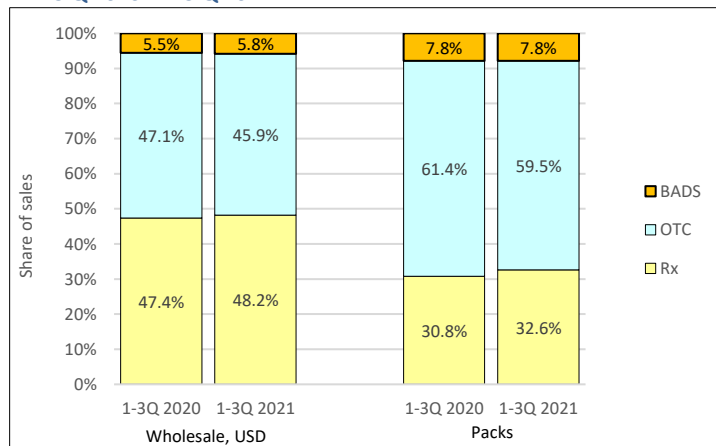


Figure 6. Movement of the Russian/ foreign drugs share in the structure of FEFD pharmaceutical market in 1-3 Q 2020 – 1-3 Q 2021

