СОВМЕСТНАЯ ПУБЛИКАЦИЯ
АССОЦИАЦИИ МЕЖДУНАРОДНЫХ
ФАРМАЦЕВТИЧЕСКИХ
ПРОИЗВОДИТЕЛЕЙ
И ГК РЕМЕДИУМ

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ГРУППА КОМПАНИЙ

AIPM®
Association of International Pharmaceutical Manufacturers
Ассоциация международных фармацевтических производителей

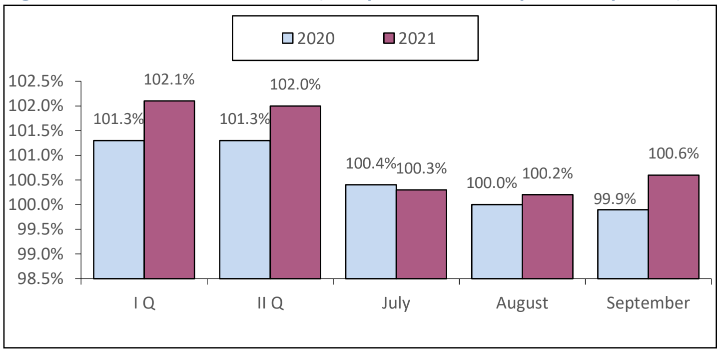
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.6% in September 2021, compared to the previous month, 105.3% as compared to December 2020.

In September 2021, the Producer Price Index for industrial production was 99.0% as compared to the previous month, in the month-earlier period it had amounted to 101.5%. The index accounted for 123.6% against December of 2020.

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



Living standard

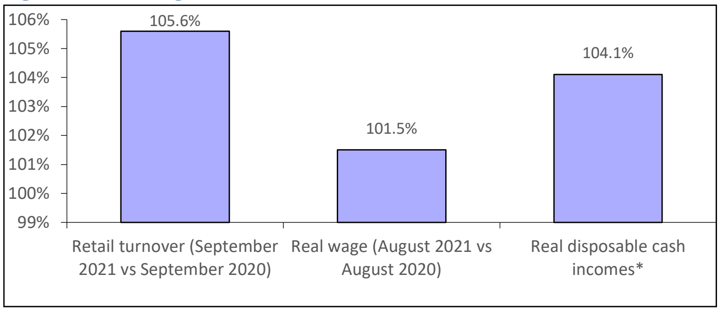
In August 2021, a gross monthly average wage of corporate employees reached RUB 52355 (USD 711.44). It accounted for 108.3% as compared to August 2020, and 94.7% compared to the previous period. In August 2021, the real gross wage accounted for 101.5% as compared to August 2020, and 94.5% against the prior period.

According to estimates[1], 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 September of 2021, the retail turnover was equal to RUB 3391.8 bil. or 105.6% (in comparable prices) against the respective period of the previous year, and RUB 28201.2 bil. or 108.4% in January - September of 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 106.8% in September 2021 as compared to the same period in the previous year, and 104.7% in January - September 2021.

According to Federal State Statistics Service's data, Industrial Production Index for drugs and medical products accounted for 109.4% in September 2021 compared to the same period of 2020, and 117.9% in January-September vs January-September in 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 September 2021.

Table 1. The top ten Russian chemical and pharmaceutical manufacturers by sales, September 2021

Rank	Manufacturer	RUB mil.
1	Otcpharm	4882.2
2	Biocad	4004.7
3	Stada	3054.8
4	Binnopharm	2104.2
5	Valenta	2073.2
6	Pharmstandart	1768.3
7	R-Pharm	1714.5
8	Pharmasyntez	1696.1
9	Grotex	1628.5
10	Microgen	1546.5

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) showed a growth in seven regions in August 2021 as compared to the previous month. The most pronounced growth in sales was observed in Rostov region (+28%), the least one – in Moscow (+9%). 3 regions showed reduction in sales, with the most noticeable one in Novosibirsk Region (-10%).

Table 2. Pharmacy sales in the regions, 2021

Region	Pharmacy sales, $ mil. (wholesale prices)			Growth gain, % (roubles)		
	June 2021	July 2021	August 2021	June/ May 21	July/June 21	August/July 21
Moscow	167.3	127.9	140.4	20%	-22%	9%
St. Petersburg	76.2	59.5	66.7	39%	-20%	11%
Krasnodar Krai	46.3	51.4	64.9	19%	13%	26%
Krasnoyarsk Krai	25.8	24.2	23.8	19%	-4%	-2%
Tatarstan	20.4	21.6	25.5	12%	8%	17%
Rostov Region	26.1	24.9	31.9	13%	-2%	28%
Novosibirsk Region	27.0	25.5	23.0	41%	-4%	-10%
Voronezh Region	15.3	13.7	16.9	17%	-9%	23%
Perm	9.4	9.1	9.1	11%	-2%	-1%
Tyumen	8.8	8.7	9.6	12%	1%	10%

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 September 2021

Rank	Company*	Quantity of broadcasts
1	Otcpharm	9,940
2	Berlin-Chemie/Menarini	9,058
3	Materia Medica	8,031
4	Sanofi	7,555
5	Bayer AG	7,089

Source - Remedium according to Mediascope's data

Table 4. Top five brand names in mass media in September, 2021

Rank	Brand*	Quantity of broadcasts
1	Ergoferon	3,300
2	Pentalgin	2,820
3	Rengalin	2,481
4	Theraflex	2,226
5	Nurofen	2,090

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.

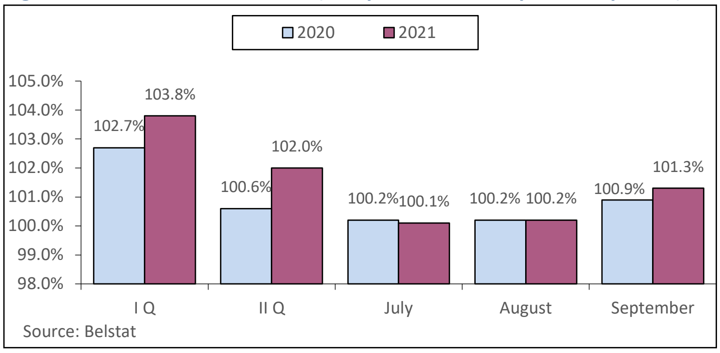
MACROECONOMIC INDICES OF THE REPUBLIC OF BELARUS

Inflation

According to the Committee for Statistics of the National Statistical Committee of Belarus, the Consumer Price Index was estimated at 101.3% in September 2021, 107.5% in January-September vs January-September in 2020. The Consumer Price Index was 109.2% in January-September of 2021 as compared to January-September of 2020.

The Industrial Producer Price Index was 100.8% in September 2021 as compared to the previous month, and 111.9% as compared to December in 2020. In January - September 2021, the Industrial Producer Price Index was 111.7% as compared to 2020.

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



Living standard

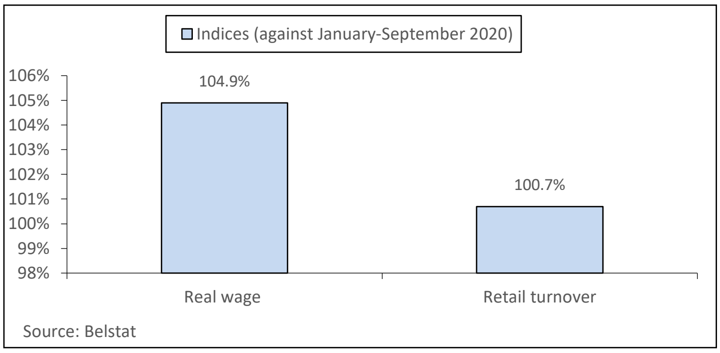
According to the preliminary Belstat's data, in September 2021 the average monthly nominal accrued wage of the corporate workers of the Republic of Belarus was equal to BYR 1442.70 (USD 576.53[2]), - BYR 1399.70 (USD 547.83) in January-September 2021, which accounted for 113.7% and 114.6% against the same periods in 2020. In September 2021, the real wage accounted for 103,2% as compared to the same period of 2020, 104.9% in January-September 2021 (Fig. 2).

According to National Statistical Committee of the Republic of Belarus, in January- August 2021 the real disposable cash incomes accounted for 102.9% as compared to January-August 2020.

Retail turnover

In September 2021, the retail turnover was estimated at BYR 5004.5 mil. which accounted for 91.9% as compared to the previous month and 101.7% as compared to the respective period of 2020. In January-September of 2021, it amounted to RUB 43.6 bil. or 100.7% in comparable prices as compared to the 2020 level (Fig. 2).

Figure 2. Real monthly wage and retail turnover in January-September 2021



Industrial Production

According to the Statistical Committee of the Republic of Belarus, the industrial output by economic activities "Mining industry", "Processing Industry" and "Supply of electricity, gas, steam, hot water and conditioned air" and "Water supply; sewerage, waste management and remediation activities" amounted to BYR 13,473.2 mil. in current prices in September of 2021, BYR 111.1 bil. In January-September of 2021, or 102.3% and 107.9% in comparable prices as compared to the respective period of 2020.

According to Belstat's data, in January-September of 2021 the pharmaceutical production output of essential pharmaceutical products and pharmaceutical preparations was estimated at BYR 1430.8 mil., which accounted for 110.8% against the indicator of the same period in comparable prices in 2020.

[2] The official arithmetical average exchange rate to calculate the above indices was taken from the website of the National Bank of Belarus www.nbrb.by.

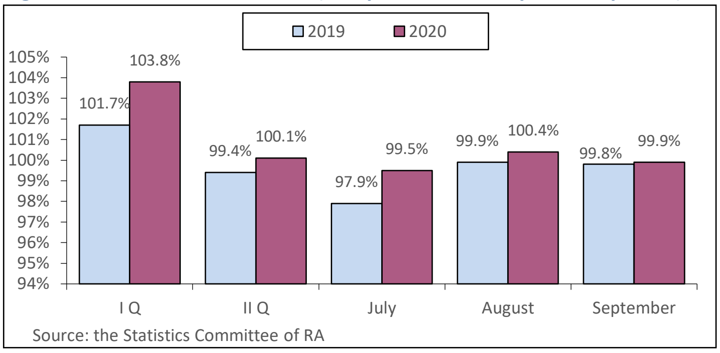
MACROECONOMIC INDICES OF THE REPUBLIC OF ARMENIA

Inflation

According to the National Statistics Committee of the Republic of Armenia, in September 2021 the consumer price index amounted to 99.9% against the previous month and 103.6% as compared to December in 2020. The Consumer Price Index accounted for 106.7% in January-September of 2021 as compared to the same period in 2020.

The Industrial Producer Price Index was 102.7% in September 2021 as compared to the previous month, and 106.9% as compared to December in 2020. In January-September of 2021, the index accounted for 109.8% as compared to 2020.

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



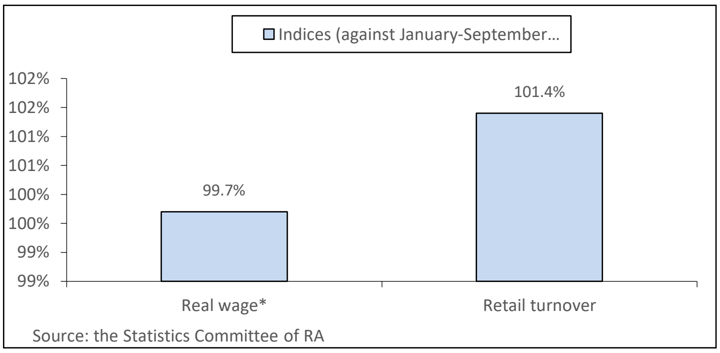
Living standard

According to the preliminary data of the Statistics Committee of RA, in September 2021 the average monthly nominal wage of the workers of the Republic of Armenia was Dram 201,740 (USD 413.30), which accounted for 100.0% compared to the previous period and 108.9% compared to the same period of 2020. In January-September of 2021, the average monthly nominal wage per worker was Dram 198,757 (USD 388.60) or 106.3% against January-September of 2020. The real wage (according to Eurasian Economic Commission) accounted for 99.7% in January-September 2021 as compared to January-September 2020 (Fig. 2).

Retail turnover

The retail turnover amounted to Dram 133878.4 mil. in September of 2021, and Dram 1028384.2 mil. in January-September 2020, which accounted for 98.9% and 101.4% respectively, as compared to the same period of the previous year (Fig. 2).

Figure 2. Real monthly wage and retail turnover in January-September 2021



* Data for January-March of 2021

Industrial Production

According to the preliminary data of Statistics Committee of the Republic of Armenia, in September of 2021 the industrial output by economic activities "Mining industry", "Processing industry" and "Supply of electricity, gas, steam, hot water and conditioned air" and "Water supply; sewerage, waste management and remediation activities" amounted to AMD 206536.8 mil., and AMD 1.622 bil. in January-September of 2021 or 98.8% and 100.7% against the same periods in 2020, respectively.

According to Statistics Committee of the Republic of Armenia, the manufacture of basic pharmaceutical products and drugs was estimated at AMD 1130.2 mil. in September of 2021, and AMD 8,284. 4 mil. from the beginning of the year, which accounted for 96.5% and 98.1% as compared to the respective periods 2020.

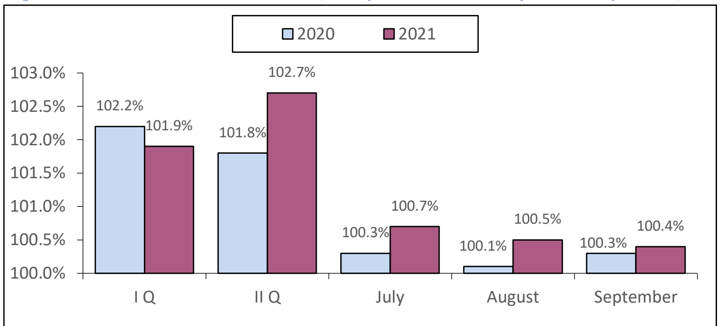
MACROECONOMIC INDICES OF THE REPUBLIC OF KAZAKHSTAN

Inflation

According to the Committee of the Ministry of National Economy for Statistics of the Republic of Kazakhstan, in September of 2021 the Consumer Price Index was estimated at 100.4% as compared to the prior month, 106.2% as compared to December in 2020. In January-September 2021, the index reached 107.8% compared to January-September 2020.

The Industrial Producer Price Index was 99.6% in September 2021, as compared to the previous month, 134.7% as compared to December in 2020. In January-September of 2021, the prices of manufacturers of industrial products increased by 28.2% as compared to 2020.

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



Source: the RK Committee on Statistics

Living standard

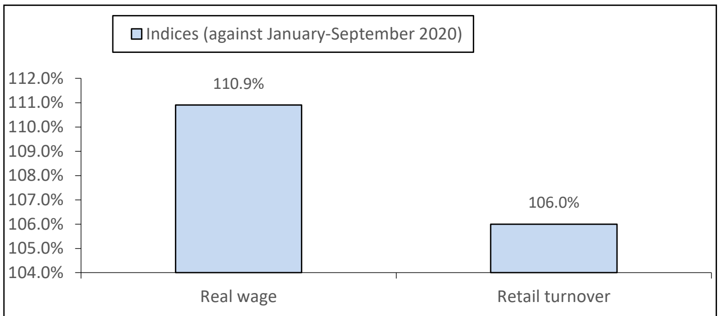
According to the preliminary data of the RK Committee on Statistics, the gross monthly average salary per worker reached KZT257030 (USD 604.05[3]) in September 2021, KZT 245930 (USD 579.22) in January-September of 2021. The Nominal Wage Index against the respective period of the previous year accounted for: 123.2% in September 2021, 119.6% in January-September 2021, and the real wage index in September of 2021 was 113.1% as compared to September 2020, 110.9% in January-September 2021 vs 2020 (Fig. 2).

According to the preliminary data, in January-August 2021 the real cash income index was 104.9% compared to the same period of 2020.

Retail turnover

The retail turnover in September 2021 was KZT 1387,4 bil., which is 105.6% against September of 2020. In January- September of 2021, its volume amounted to KZT 9186.1 bil. or 106.0% against the respective period in 2020 (in comparable prices) (Fig. 2).

Figure 2. Real monthly wage and retail turnover in January-September 2021



Source: the RK Committee on Statistics

Industrial Production

According to the Committee for Statistics of RK, in September 2021 the industrial output was KZT 3,046.5 bil., in January-September of 2021 it accounted to KZT 26,025.6 bil. As compared to the same period of 2020, the indices accounted for 104.7% and 102.7%, respectively.

According to the Statistics Committee of RK, in January-September of 2021 the industrial output of basic pharmaceutical products amounted to KZT 160.42 bil., and KZT 14,994 mil. in September of 2021. In January-September 2021, the Industrial Production Volume Index for Pharmaceuticals was 138.1% as compared to the respective period of 2020, 116.1% in September of 2021 as compared to September 2020.

[3] The average exchange rate to calculate the above indices was used from the official website of the National Bank of Kazakhstan www.nationalbank.kz

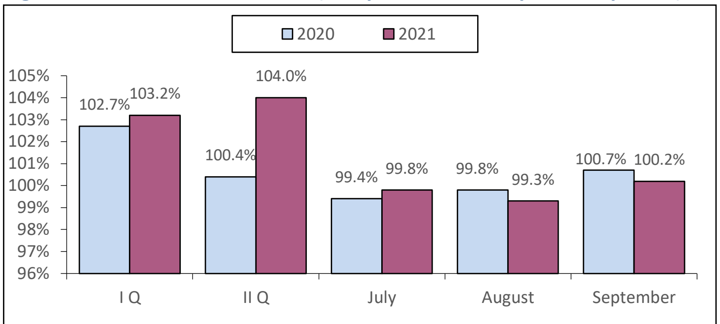
MACROECONOMIC INDICES OF THE KYRGYZ REPUBLIC

Inflation

According to the National Statistics Committee of the Kyrgyz Republic, the Consumer Price Index was estimated at 100.2% in September of 2021 as compared to the previous month, 106.5% in September of 2021 as compared to September 2020. In January-September of 2021, the index accounted for 111.9% as compared to 2020.

In September 2021, the Producer Price Index for industrial production and services was 100.7% as compared to the previous month, 105.3% as compared to December 2020. In January-September 2021, the prices of producers for industrial products and services throughout the Republic increased by 14.7% compared to January-September 2020.

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



Source: the Committee for Statistics of the Kyrgyz Republic

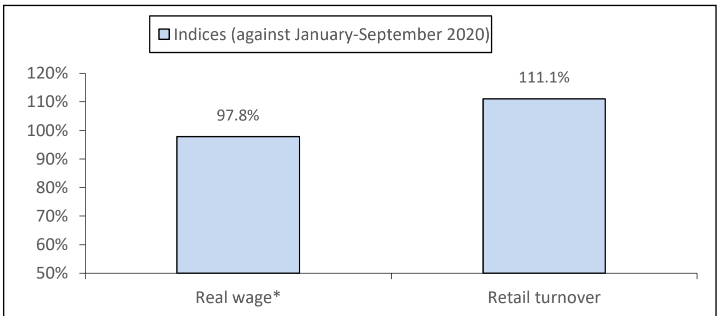
Living standard

According to data of the Committee for Statistics of the Kyrgyz Republic, in August 2021 the average monthly nominal wage per worker was KGS 19,868 (USD 234.51), in January-August 2020 - KGS 19,586 (USD 231.60), which accounted for 113.9% and 109.2% compared to the relevant period of the previous year, respectively. In January-August 2021, the real wage accounted for 97.8% as compared to January-August 2020, 99.9% in August 2021 vs August 2020 (Fig. 2).

Retail turnover

In September 2021, the retail turnover (without cars and motorcycles sales) amounted to KGS 37,180.2 mil, in January-September 2021 - KGS 214,348.5 mil. The Retail Turnover Volume Index accounted for 111.8% and 111.1% compared to the same period of the previous year (Fig.2).

Figure 2. Real monthly wage and retail turnover in January-September 2021



Source: the Committee for Statistics of the Kyrgyz Republic

* Data for January- August 2021

Industrial Production

According to data of the National Committee for Statistics of the Kyrgyz Republic, in September 2021 the industrial output was KGS 27,836.5 mil., in January-September 2021 – KGS 233,523.5 mil. The Physical Index of Industrial Production accounted for 121.4% and 95.8% as compared to the same periods of 2020, respectively.

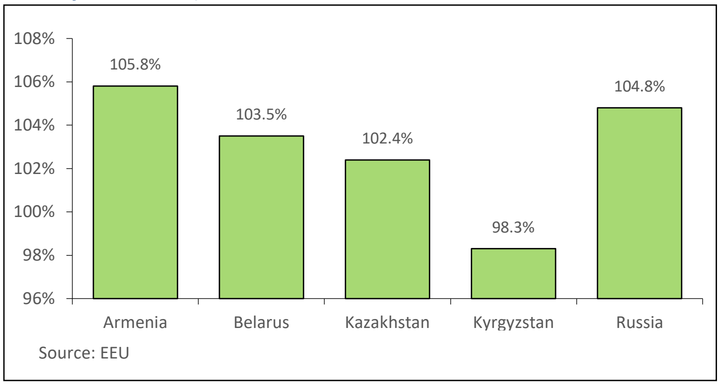
According to the National Committee for Statistics of the Kyrgyz Republic, the pharmaceutical output amounted to KGS 39.0 mil. in September 2021, and KGS 441.5 mil. from the start of the year. At the end of September 2021, the Physical Index of Industrial Production for Pharmaceuticals was 42.2% as compared to the same period of 2020, and 58.0% in January-September of 2021 as compared to 2020.

COMPARATIVE MACROECONOMIC INDICES OF THE EURASIAN ECONOMIC UNION (EAEU)

GDP

According to Eurasian Economic Commission (EAEC), in January-June of 2021 GDP of EAEU member-states amounted to USD 891.2 bil. The Volume of Industrial Products index accounted for 104.5% as compared to January-March 2020. An increase in GDP was observed in all EAEU member countries: (+5.8%) in Armenia, (+3.5%) in Belarus, (+2.4%) in Kazakhstan and (+4.8%) in Russia. And only in Kyrgyzstan, GDP decreased by 1.7% (Fig. 1).

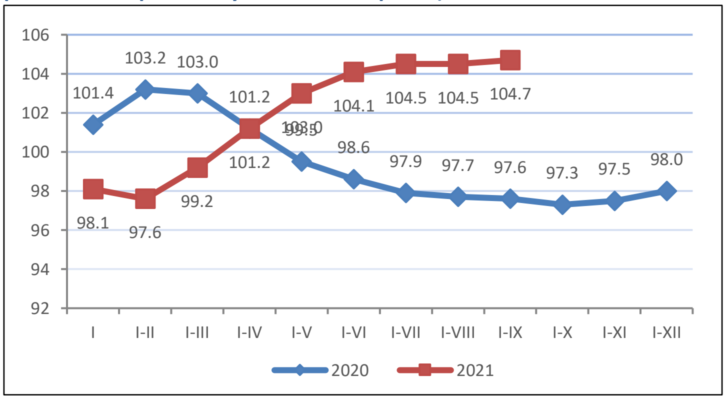
Figure 1. GDP growth in the EAEU member-states (January- June 2021 vs. January- June 2020)



Industrial Production

The industrial output of the EAEU in January – September 2021 amounted to 976.8 bil. USD and grew by 4.7% as compared to January-September 2020 (Fig. 2). In individual countries, the Industrial Production Index accounted for: 100.7% in Armenia, 107.9% in Belarus, 102.7% in Kazakhstan, 95.8% in Kyrgyzstan and 104.7% in Russia.

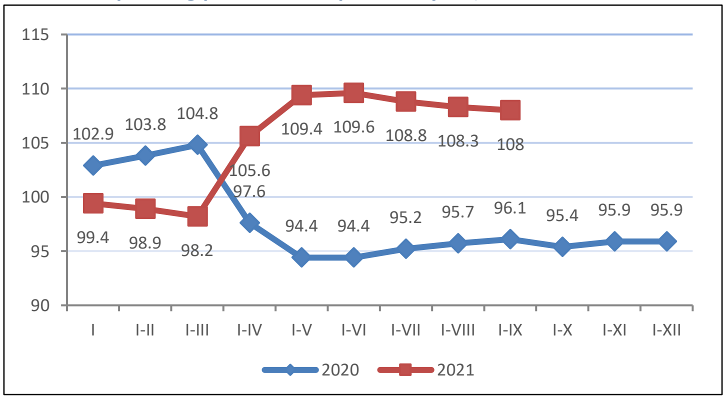
Figure 2. Dynamics of the industrial output in EAEU (as % over the same period of the previous year; constant prices)



Retail turnover

According to the EEC, the retail turnover (through all sales channels) of EEU member-states in January-September 2021 amounted to USD 425.0 bil. Compared with the same period of 2020, the volume of retail sales increased by 8.0%. In the analysed period, all member-states showed an increase in the retail turnover. In this case, the indices accounted for 102.1% in Armenia, 100.7% in Belarus, 106.0% in Kazakhstan 114.0% Kyrgyzstan and 108.4% in Russia (Fig. 2).

Figure 3. The dynamics of the retail turnover in the EAEU (as a percentage over corresponding period of the previous year)



Nominal and real wage

According to the ECE, in January-September of 2021 as compared to the respective period of 2020, the gross monthly average wage increased in all EAEU member-states. The highest growth rates of nominal and real (adjusted for the consumer price index for goods and services) average monthly wage were recorded in Kazakhstan (117.3% and 108.8%, respectively) and in Belarus (114.6% and 104.9%). Note that real wages decreased in Armenia and Kyrgyzstan (by 0.3% and 2.1%, respectively).

Table 1. Nominal and real wage in January-September 2021

Country	Real wage, % against the same period of 2020	Nominal wage, USD
Armenia	99.7	389
Belarus	104.9	547
Kazakhstan	108.8	568
Kyrgyzstan	97.9	232
Russia	103.0	734

Budget performance

According to the EEC, in January-June of 2021, the republican budget in all EEU member-states except for Russia was implemented with a deficit. At the same time, the budget deficit in Armenia and Kazakhstan increased, whereas in Belarus and Kyrgyzstan it decreased as compared to the corresponding period of last year.

The growth rates of the republican (federal) budget saw a variety of trends in comparison with the relative period of the last year. The growth rates of the republican budgets were as follows: revenues - 110% in Armenia, 122% in Belarus, 98% in Kazakhstan, 156% Kyrgyzstan and 124% Russia; expenditures - 113% in Armenia, 117% in Belarus, 106% in Kazakhstan, 117% in Kyrgyzstan, 106% in Russia.

Table 2. Republican budget in January-June 2021

Country	USD bil.		
	Income	Expenditure	Deficit (surplus)
Armenia	1.5	1.7	-0.1
Belarus	4.9	5.5	-0.6
Kazakhstan	13.4	16.9	-3.6
Kyrgyzstan	1.0	1.0	-0.0
Russia	151.7	141.3	10.4
EAEU	**172.4**	**166.3**	**6.1**

Mutual trade of EAEU member-states in January – May of 2021

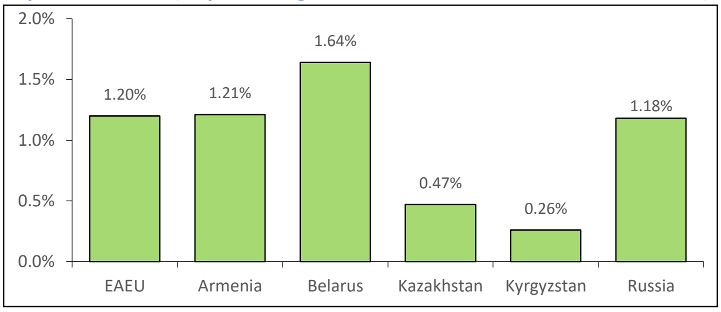
The volume of mutual trade in commodities of EAEU member-states in January-September 2021 amounted to USD 51.9 bil. or 132.5% as against the same period of 2020.

Table 3. Export volumes of the EAEU member-states in the mutual trade in January-September 2021

Countries	USD bil.	% vs January-May 2020.	Share in total, %
EAEU	**51905.0**	**132.5**	**100.0**
Armenia	619.7	127.8	1.2
Russia	594.3	127.4	95.9
Belarus	12431.1	122.7	23.9
Russia	11667.3	122.6	93.8
Kazakhstan	5618.2	139.2	10.8
Russia	5081.6	143.0	90.4
Kyrgyzstan	558.5	132.2	1.1
Russia	279.3	145.1	50.0

Pharmaceutical products account for a small share in the structure of mutual trade (Figure 4).

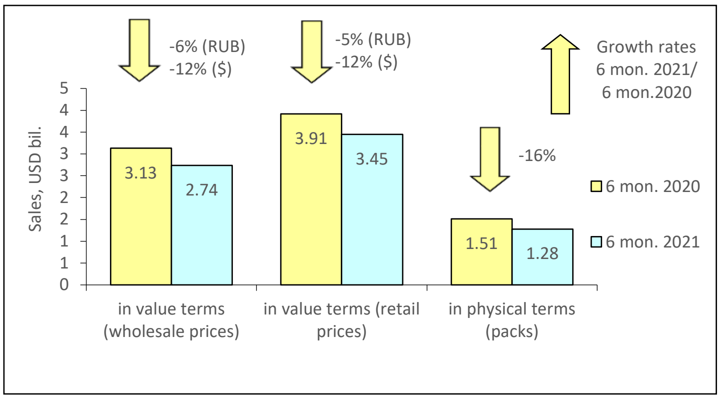
Figure 4. The mutual trade pattern of EAEU member-states within the Customs Commodity Code group "Pharmaceutical products" for January-September 2021 (as percentage over the total volume of mutual trade)



PHARMACY OTC MARKET IN RUSSIA: 2021 FIRST SIX MONTHS RESULTS

According to the results of the Retail Audit of Over-the-Counter Drugs (OTC) in Russian Federation™, at the end of the first six months of 2021 the sales of OTC drugs in natural terms in pharmacies of Russia saw a 16% decrease to 1.275 bil. packs. In money terms, the OTC-segment decreased by 6% in rouble terms and by 12% in dollar terms and reached RUB 203.346 bil. (USD 2.739 bil.) in wholesale prices (Fig. 1). The share of Over-the-Counter (OTC) drugs accounted for 63.2% of sales in physical terms and 47.6% in retail prices in terms of roubles. At the end of January-September of 2021, the average cost of an OTC pack was USD 2.70 at retail prices, whereas in the year-earlier period its cost was USD 2.59. In the analysed period, Russians spent an average of USD 23.59 on the purchase of OTC drugs in the pharmacies.

Figure 1. Russian pharmacy OTC market for 6 months of 2020 – 6 months 2021



Just as the greater OTC-drugs market, the negative growth rates also affected the top manufacturers ranking – seven of the top ten reduced sales in the first six months (Tab. 1). Among them there was the ranking leader OTCPHARM (-8%[4]). In addition to it, GLAXOSMITHKLINE (-1%) managed to retain its previous rank five despite the negative growth rates. Despite the reduction in sales, three manufacturers rose in the ranks by one point. BAYER (-3%), TEVA (-4%) and JOHNSON & JOHNSON (-6%) moved up to ranks three, six and seven. In contrast, SANOFI (-10%) and SANDOZ (-24%), which showed the more pronounced negative growth rates, moved down to ranks four and eight. The manufacturers STADA (+1%), SERVIER (+2%) and ABBOTT (+5%) showed positive growth rates in the top 10 ranking, which allowed the former to maintain its rank two, and the other two to break into the top ten ranking for the first time, coming in at ranks 9 and 10. The total share of the top 10 drug manufacturers accounted for 41.6%, while it was 41.3% in the year-earlier period.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2021	6 mon. 2020		6 mon. 2021	6 mon. 2020
1	1	OTCPHARM	7.5	7.6
2	2	**STADA**	5.6	5.2
3	4	**BAYER**	4.6	4.4
4	3	**SANOFI**	4.4	4.5
5	5	**GLAXOSMITHKLINE**	4.2	3.9
6	7	**TEVA**	3.6	3.5
7	8	**JOHNSON & JOHNSON**	3.4	3.4
8	6	**SANDOZ**	3.1	3.9
9	11	**SERVIER**	2.7	2.4
10	12	**ABBOTT**	2.6	2.3
Total			41.6	41.3

*AIPM members are in bold

Three newcomers broke into the ranks of the top ten ranking (Table 2). CANEPHRON (+6%), HEPTRAL (+49%) and KREON (+3%) moved down to the last three ranks. In addition to them, another four brands from the top ten ranking rose in the ranks. ARBIDOL (+6%) and DETRALEX (+8%) topped the top ten ranking, and PENTALGIN (+1%) and CARDIOMAGNYL (-1%) moved up to ranks four and five. NUROFEN held its previous rank three, though its sales decreased by 12%. Two brands with the more pronounced negative rates INGAVIRIN (-39%) and MIRAMISTIN (-29%) moved down to ranks six and seven. The total share of the top 10 brands didn't virtually change: 12.0% vs. 11.9%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
6 mon. 2021	6 mon. 2020		6 mon. 2021	6 mon. 2020
1	2	ARBIDOL	1.7	1.5
2	4	DETRALEX	1.6	1.4
3	3	NUROFEN	1.4	1.5
4	6	PENTALGIN	1.3	1.2
5	7	CARDIOMAGNYL	1.1	1.1
6	1	INGAVIRIN	1.1	1.6
7	5	MIRAMISTIN	1.0	1.3
8	12	CANEPHRON	0.9	0.8
9	21	HEPTRAL	0.9	0.6
10	11	KREON	0.9	0.8
Total			12.0	11.9

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

The top five INNs in the top 10 INN and group names ranking remained unchanged (Table 3). INN XYLOMETAZOLINE (-0.1%), the composition DIOSMIN*HESPERIDIN (+11%), as well as INN IBUPROFEN (-5%), PANCREATIN (-0,1%) and UMIFENOVIR (+6%) did not only kept their top ten ranks, but almost all of them reinforced their positions. DICLOFENAC (-4%), ACETYLSALICYLIC ACID* MAGNESIUM (-1%), MAGNESIUM* PYRIDOXINE (+8%) and PARACETAMOL*NAPROXEN*CAFFEINE*DROTAVERINE*PHENIRAMINE (+1%) moved up to ranks six through nine from the lower ones respectively. Note that the two latter broke into the top 10 ranking for the first time. Due to 39% reduction in sales, IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID moved down to the last rank in the top ten. The total share of the top 10 has increased from 17% to 17.6%.

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, %	
6 mon. 2021	6 mon. 2020		6 mon. 2021	6 mon. 2020
1	1	XYLOMETAZOLINE	3.1	2.9
2	2	DIOSMIN*HESPERIDIN	2.5	2.1
3	3	IBUPROFEN	2.1	2.1
4	4	PANCREATIN	2.1	2.0
5	5	UMIFENOVIR	1.9	1.7
6	8	DICLOFENAC	1.3	1.2
7	9	ACETYLSALICYLIC ACID*MAGNESIUM	1.2	1.2
8	14	MAGNESIUM*PYRIDOXINE	1.2	1.0
9	11	PARACETAMOL*NAPROXEN*CAFFEINE*DROTAVERINE*PHENIRAMINE	1.1	1.1
10	6	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.1	1.6
Total			17.6	17.0

According to the results for January-June 2021, the most sold group of OTC drugs was C05 Vasoprotectives, which showed a 5% increase in sales (Table 4). The other INNs from the top ten ranking showed negative growth rates, however four of them rose in the ranks. R01 Nasal preparations (-3%), A07 Antidiarrheals (-2%), A11 Vitamins (-3%) and M01 Anti-inflammatory and antirheumatic agents (-11%) moved up to ranks two, four, eight and nine. R05 Cough and cold preparations (-13%) and M02 Topical products for joint and muscular pain (-4%) held their previous ranks five and ten. The other ATC groups from the top 10 ranking moved down to the lower ranks. N02 Analgesics (-9%) lost one point, the last year leaders J05 Antivirals for systemic use (-29%) moved down only to rank six, L03 Immunostimulants (-21%) moved down from rank seven to nine. The share of top-ten ATC groups accumulated 46.6% of the market, which was 1.7 p.p. less than 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, %	
6 mon. 2021	6 mon. 2020			6 mon. 2021	6 mon. 2020
1	3	C05	VASOPROTECTIVES	6.3	5.6
2	4	R01	NASAL PREPARATIONS	5.6	5.4
3	2	N02	ANALGESICS	5.6	5.8
4	6	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	4.9	4.7
5	5	R05	COUGH AND COLD PREPARATIONS	4.9	5.3
6	1	J05	ANTIVIRALS FOR SYSTEMIC USE	4.6	6.1
7	8	A11	VITAMINS	4.0	3.9
8	9	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	3.6	3.8
9	7	L03	IMMUNOSTIMULANTS	3.5	4.2
10	10	M02	TOPICAL PRODUCTS FOR JOINT AND MUSCULAR PAIN	3.5	3.4
Total				46.6	48.3

Conclusion. At the end of the first half of 2021, the OTC retail pharmacy market of Russia brought in RUB 255.998 bil. (USD 3.448 bil.), At the same time, the market behaviour was negative both in rouble (-5%) and dollar (-12%) terms. In pack terms, the market reduced by 16% and amounted to 1.275 bil. packs. The average cost of OTC-pack in the pharmacies of Russia was USD 2.70 based on the results for the first six months of 2021, which was more than the 2020 figure (USD 2.59). The average expenses of the Russian Federation residents for purchase of OTC drugs in the pharmacies in the analysed period reduced: USD 23.59 vs. USD 26.68.

PRICE ANALYSIS, 1-3 QUARTER 2021 KEY PERFORMANCE INDICATORS

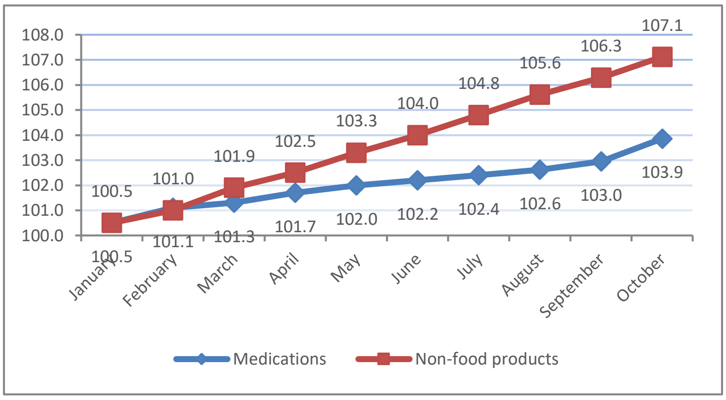
Price Indices

Table 1. Inflation rates in the Russian Federation, October 2021

	October 2021 vs December 2020	January-October 2021 vs. January-October 2020
CPI	106.5	106.3
CPI for non-food products	107.1	106.8
CPI for medications	103.9	107.0

Rosstat data

Figure 1. Movement of the price index for non-food items and drugs vs. December 2020



Rosstat data

Indicators of movement of prices and retail margins (according to retail audit data)

Figure 2. Movement of weighted average prices and retail margins in 1-3 Q 2020 - 1-3 Q, 2021

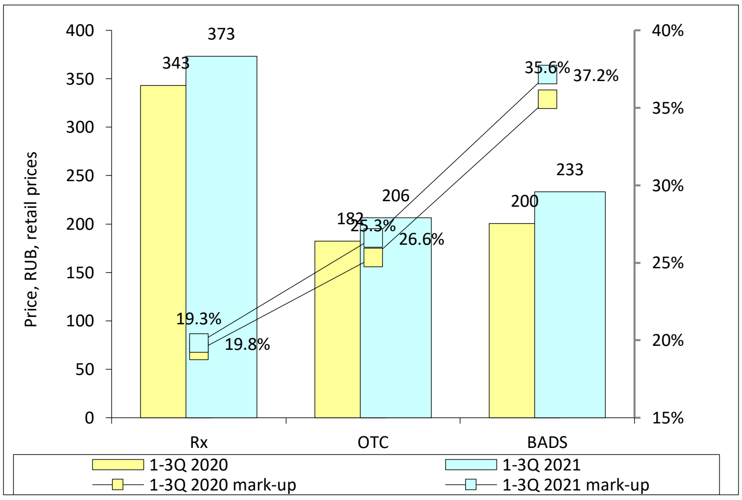


Figure 3. Movement of weighted average prices and retail margins in 1-3 Q 2020 - 1-3 Q, 2021

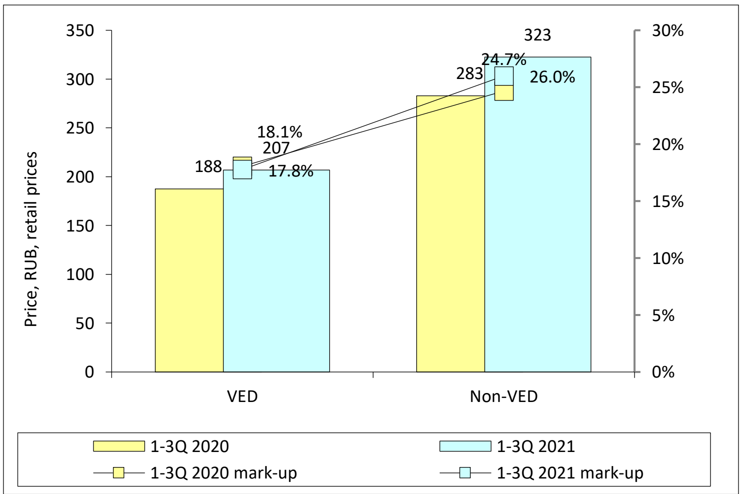
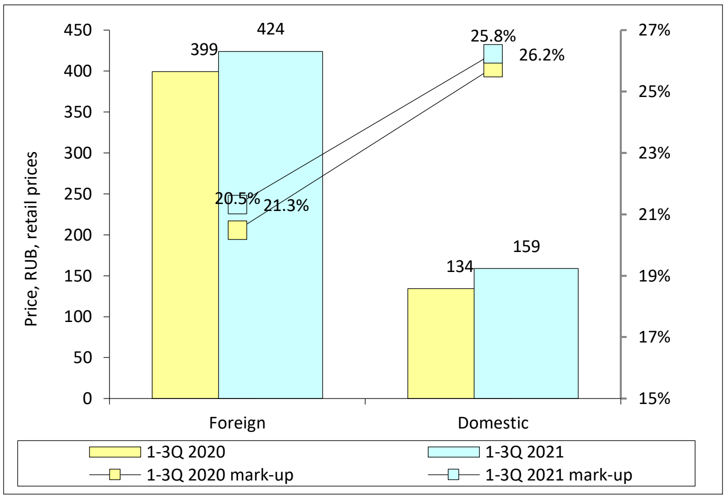


Figure 4. Movement of weighted average prices and retail margins in 1-3 Q 2020 - 1-3 Q, 2021



Indicators of price movement in the reimbursable market segment

Figure 5. Movement of weighted average purchase prices in 1-3 Q 2020 - 1-3 Q, 2021

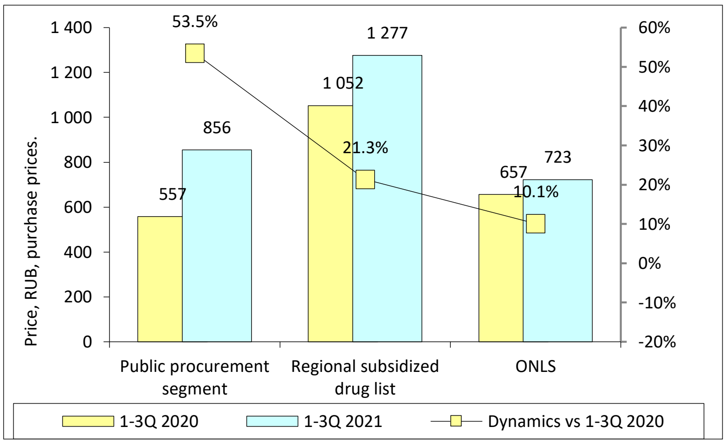


Figure 6. Movement of weighted average purchase prices for domestic drugs, 1-3 Q 2020 - 1-3 Q, 2021

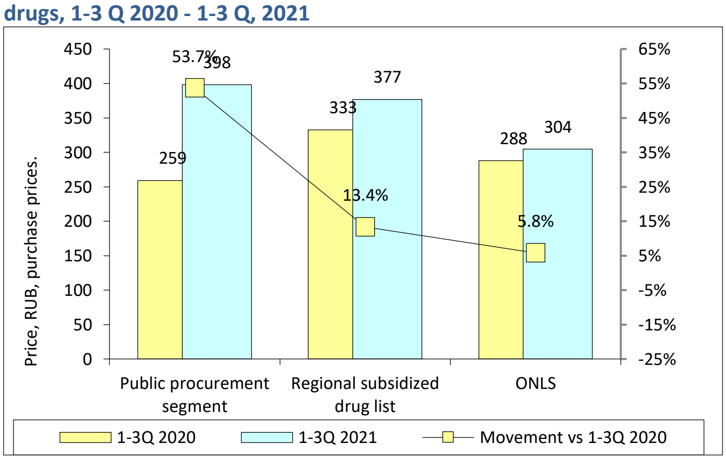
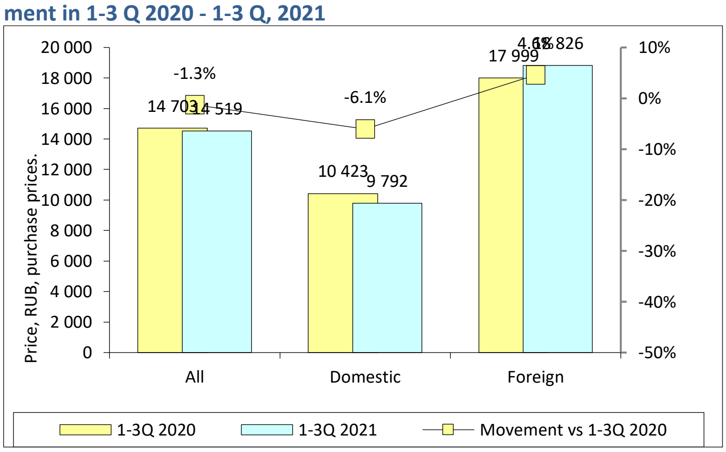


Figure 7 Dynamics of weighted average purchase prices in the VZN segment in 1-3 Q 2020 - 1-3 Q, 2021

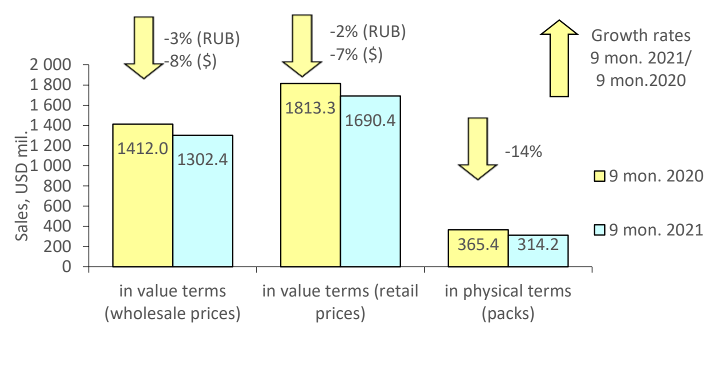


MOSCOW CITY PHARMACY MARKET: 2021 FIRST SIX MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2021 Moscow's estimated population amounted to 12.655 mil., which accounted for 8.7% of the total Russian Federation population and 32.2% of the Central Federal District (CFD).

According to the results of the Retail Audit of Finished Pharma Product (FPP) in Russian Federation™, for the first nine months of 2021, the city pharmacies sold 314.152 mil. FPP packs, which is 14% less than the sales indicator in the last year. In money terms, the market also showed negative growth rates both in rouble (-3%) terms and in dollar terms (-8%) and amounted to RUB 96.330 bil. (USD 1.302 bil.) in wholesale prices (Fig. 1). The region market share accounted for 14.7% of the Russian pharmacy retail sales. An average retail cost of a pack accounted to USD 5.38 vs USD 4.96 in the respective period of the previous year. The average amount spent by the residents of Moscow on drugs in pharmacies for the period from the start of the year to October amounted to USD 133.58.

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



BAYER (+18%) and SANOFI (-20%) remained the leading manufacturers of the top ten manufacturers ranking in the retail market of Moscow according to the results for the first nine months of 2021 although the latter continued to reduce its sales (Table 1). All other manufacturers from the top ten also showed negative growth rates, but most of them managed to rise in the ranks. GLAXOSMITHKLINE and TEVA (-1% each), ABBOT (-6%) as well as STADA (-2%) moved up to ranks three through six respectively. BERLIN-CHEMIE / MENARINI (-4%) moved up from the last rank to eight, and the only newcomer JOHNSON & JOHNSON (-3%) rounded out the top ten ranking. The sales of SERVIER (-21%) and SANDOZ (-37%) decreased more pronouncedly, which resulted in the loss of their ranking positions – the manufacturers moved down to ranks seven and nine, respectively. In total, top ten manufacturers accumulated 35.6% of the market, whereas in the year-earlier period they accounted for 37.3%.

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**	6.3	5.1
2	2	**SANOFI**	4.2	5.1
3	5	**GLAXOSMITHKLINE**	3.6	3.5
4	7	**TEVA**	3.4	3.3
5	6	**ABBOTT**	3.3	3.4
6	8	**STADA**	3.3	3.3
7	4	**SERVIER**	3.0	3.7
8	10	**BERLIN-CHEMIE/MENARINI**	3.0	3.0
9	3	**SANDOZ**	2.9	4.4
10	11	**JOHNSON & JOHNSON**	2.5	2.5
Total			35.6	37.3

*AIPM members are in bold

Four of the top 10 brands showed positive growth rates (Table 2). XARELTO (+57%) held its previous rank number one, NUROFEN (+8%), ELIQUIS (2.1-fold growth in sales) and HEPTRAL (+26%) moved up to ranks two, three and six respectively. On top of that, the second and the third broke into the ranks of the top ten for the first time. VOLTAREN (-1%) became another newcomer of the top ten, which moved up to rank nine from 16 despite the reduction in sales. CONCOR (-0.2%) rose in the ranks by one point. In contrast, three brands with significant negative sales rates, DETRALEX (-16%), MIRAMISTIN (-24%) and CIALIS (-7%), in contrast, moved down to the lower ranks four, five and eight, respectively. CRESTOR (-12%) held its previous rank ten in the ranking. In total, the top-ten brands accumulated 8.6 % of pharmacy sales, 7.4% in the year-earlier period.

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	2.1	1.3
2	4	NUROFEN	0.9	0.8
3	32	ELIQUIS	0.8	0.4
4	3	DETRALEX	0.8	0.9
5	2	MIRAMISTIN	0.8	1.0
6	12	HEPTRAL	0.8	0.6
7	8	CONCOR	0.7	0.7
8	7	CIALIS	0.6	0.7
9	16	VOLTAREN	0.6	0.6
10	10	CRESTOR	0.6	0.6
Total			8.6	7.4

In contrast to the above rankings, the leader of the top ten INNs and grouping names ranking changed (Table 3). RIVAROXABAN (+57%) moved up to rank one from two, displacing XYLOMETAZOLINE (-10%) one rank down. In addition to the leader, another four INNs rose in the ranks. HYALURONIC ACID (+11%), IBUPROFEN (+8%) and NIMESULIDE (+6%) moved up to ranks three, six and seven, while the newcomer BISOPROLOL (-0.3%) rounded out the top ten ranking. At the same time, DIOSMIN*HESPERIDIN (-7%), ROSUVASTATIN (+1%) and PANCREATIN (-10%) lost one rank each, whereas MIRAMISTIN (-22%) moved down from rank six to nine. The cumulative share of the top 10 under review increased from 10.9% to 11.7%.

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	2	RIVAROXABAN	2.1	1.3
2	1	XYLOMETAZOLINE	1.4	1.5
3	5	HYALURONIC ACID	1.2	1.1
4	3	DIOSMIN*HESPERIDIN	1.2	1.2
5	4	ROSUVASTATIN	1.1	1.1
6	8	IBUPROFEN	1.1	1.0
7	9	NIMESULIDE	1.0	0.9
8	7	PANCREATIN	0.9	1.0
9	6	MIRAMISTIN	0.9	1.0
10	11	BISOPROLOL	0.8	0.8
Total			11.7	10.9

B01 Antithrombotic agents (+28%), which moved up to rank one from four became the leader in terms of sales and growth rates among the top ten ATC groups (Table 4). At the same time, the former leaders of the top ten C09 Agents acting on the rennin-angiotensin system (-14%) and M01 Anti-inflammatory and antirheumatic products (+4%) lost one rank each. The group J05 Antivirals for systemic use, which was ranked third in the previous year, showed a 28% decrease in sales for 9 months of 2021, which led to the loss of six ranking positions and the group moved down to rank nine. The other ATC groups rose in the ranks, except for A07 Antidiarrheals, intestinal anti-inflammatory and antimicrobials (-1%), which kept their previous rank seven. Thus, R01 Nasal preparations (-8%), G03 Sex hormones (+12%) and N06 Psychoanaleptics (+7%) moved up to ranks four through six, C05 Vasoprotectives (-2%) moved up to rank eight from ten. The only newcomer of the top ten G04 Urologicals (+5%) broke into the ranks of the top ten, coming in at number ten. In total, the top ten ATC groups accumulated 36.4%, which was 1 p.p. more than 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	4	B01	ANTITHROMBOTIC AGENTS	5.0	3.8
2	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.4	4.9
3	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.3	4.0
4	5	R01	NASAL PREPARATIONS	3.6	3.7
5	9	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.5	3.0
6	8	N06	PSYCHOANALEPTICS	3.5	3.1
7	7	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	3.3	3.2
8	10	C05	VASOPROTECTIVES	3.1	3.0
9	3	J05	ANTIVIRALS FOR SYSTEMIC USE	2.9	4.0
10	12	G04	UROLOGICALS	2.9	2.6
Total				36.4	35.4

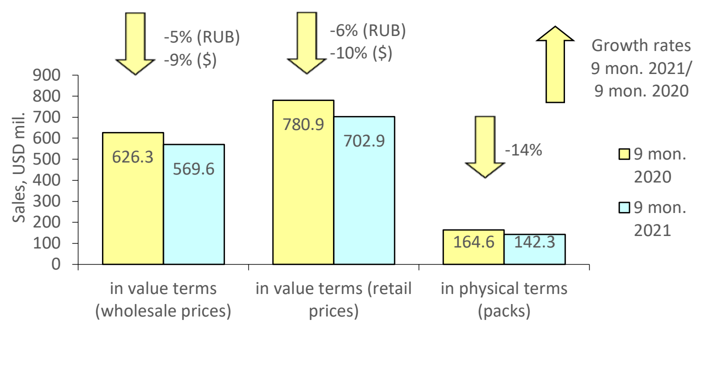
Conclusion. On the basis of the results for the first nine months of 2021, the retail pharmacy market of Moscow reached RUB 125.026 bil. (USD 1.690 bil.). This is lower than the last year's figure by 2% in terms of roubles and by 7% in terms of dollars. In pack terms, the market reduced by 14% and amounted to 314.152 mil. packs. The average cost of FPP pack in the regional pharmacies based on the results for January-September of 2021 was USD 5.38, which was more than the 2020 figure (USE 4.96), and the average across the country (USD 3.59). The average expenses of the regional residents for purchase of OTC drugs in pharmacies were also higher than the national average (USD 133.58 vs. USD 78.78).

SAINT PETERSBURG PHARMACY MARKET: 2021 FIRST NINE MONTHS RESULTS

According to Federal State Statistics Service, St. Petersburg's population as of January 1, 2021 was estimated at 5.384 mil., which accounted for 3.7% of the total Russian Federation population and 38.6% of North West FD (NWFD).

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at the end of the January-September of 2021 the sales of drugs in natural terms in St. Petersburg pharmacies saw a 14% decrease to 142.258 mil. packs. In value terms, the market also continued to decline, albeit at a slower pace than in the first half of this year: by 5% in terms of roubles and 9% in terms of dollars. At the same time, the volume of the market achieved RUB 42.091 bil. (USD 569.567 mil.) in wholesale prices (Fig. 1). The regional market share accounted for 6.1% of the Russian pharmacy sales (in terms of roubles). The average cost of an OTC pack in retail prices increased as compared to the same period of 2020 (USD 4.74) and reached USD 4.94. For the first nine months of 2021, the average amount spent by residents of the city for drugs in the pharmacies amounted to USD 130.54.

Figure 1. St. Petersburg pharmacy market for 9 months 2020 – 9 months 2021



Most of the top ten manufacturers of the top ten, as the market in whole, showed negative sales rates based on the results for nine months of 2021 (Table 1). Note that they are all located at the top of it. However, whereas the manufacturers BAYER (-10%), SANDOZ (-21%), SANOFI (-20%) and SERVIER (-13%) retained their positions from one through four, the rest changed them. KRKA (-9%) and ABBOTT (-3%) moved up two ranks, coming in at numbers five and six, while TEVA (-12%), on the contrary, moved down two ranks, to number 8. Three manufacturers with positive growth rates rounded out the top ten ranking: STADA and GLAXOSMITHKLINE (+4% each), and the only newcomer OTCPHARM (+2%). The total share of the top 10 manufacturers reduced from 39.6% to 37.9%.

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**	5.9	6.2
2	2	**SANDOZ**	4.1	4.9
3	3	**SANOFI**	3.8	4.5
4	4	**SERVIER**	3.6	3.9
5	7	**KRKA**	3.6	3.7
6	8	**ABBOTT**	3.5	3.4
7	6	**TEVA**	3.5	3.8
8	9	**STADA**	3.5	3.2
9	10	**GLAXOSMITHKLINE**	3.2	3.0
10	11	OTCPHARM	3.2	3.0
Total			37.9	39.6

*AIPM members are in bold

The top three best-selling brands in the region's market remained unchanged: the anticoagulants XARELTO (-10%) and ELIQUIS (+20%) held the top two ranks, the angioprotective agent DETRALEX (-14%) held its previous rank three (Table 2). CONCOR (+0.3%) was ranked fourth in terms of sales, while NUROFEN (-4%) kept its previous rank five. The newcomers from the top ten, ARBIDOL (+25%) and NOLIPREL (-7%) moved up to ranks six and ten, respectively. HEPTRAL (+8%) and EXODERIL (-2%) also moved down to the higher ranks seven and nine. And only LINEX (-13%) lost one ranking points, moving down to rank eight. In total, the top ten brands accumulated 8.5% of the pharmacy sales, whereas they accounted for 8.2% in the year-earlier period.

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	1.7	1.8
2	2	ELIQUIS	1.3	1.0
3	3	DETRALEX	0.8	0.9
4	6	CONCOR	0.8	0.7
5	5	NUROFEN	0.8	0.7
6	14	ARBIDOL	0.7	0.5
7	9	HEPTRAL	0.7	0.6
8	7	LINEX	0.6	0.7
9	10	EXODERIL	0.6	0.6
10	11	NOLIPREL	0.6	0.6
Total			8.5	8.2

In the top-10 INN and generic names ranking, the top three INNs held their own in the ranking (Table 3). However, a shift took place in the top ten ranking. XYLOMETAZOLINE (+1%) moved up to rank two from three, displacing DIOSMIN*HESPERIDIN (-5%) from that rank down to rank three. RIVAROXABAN (-10%) remained the leader, although it reduced its sales by 10%. Despite the negative growth rates, INN IBUPROFEN (-2%) held its previous rank eighth. NIMESULIDE (-7%), PANCREATIN (-12%) and ATORVASTATIN reduced their sales and moved down to ranks six and the last two ranks. Due to positive growth rates, APIXABAN (+20%) and ROSUVASTATIN (+17%) moved up to the higher ranks four and five, while INN HYALURONIC ACID (+70%) that showed the highest growth rates moved up to rank seven and became the only newcomer of the top ten. In total, ten INNs and group names accounted for 11.7% of the market vs 10.8% in the year-earlier period.

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	1	RIVAROXABAN	1.7	1.8
2	3	XYLOMETAZOLINE	1.3	1.3
3	2	DIOSMIN*HESPERIDIN	1.3	1.3
4	6	APIXABAN	1.3	1.0
5	7	ROSUVASTATIN	1.2	1.0
6	4	NIMESULIDE	1.1	1.1
7	24	HYALURONIC ACID	1.0	0.6
8	8	IBUPROFEN	1.0	1.0
9	5	PANCREATIN	1.0	1.0
10	9	ATORVASTATIN	0.9	0.9
Total			11.7	10.8

The top-ten ATC group ranking demonstrated high stability. Half of the top ten ATC groups held their own in the ranking (Table 4). C09 Agents acting on the renin-angiotensin system (-11%), B01 Anticoagulants (+2%), M01 Anti-inflammatory and antirheumatic products (-9%) and G03 Sex hormones (+7%) held their previous ranks one through four, and C05 Vasoprotectives (-8%) held their rank six. The other ATC groups form the top 10 ranking changed their ranks; moreover, three of them improved their positions. R01 Nasal preparations (-5%) moved up from rank seven to five, A07 Antidiarrheals (+5%) moved up from rank ten to seven, and its only newcomer N02 Analgesics (-5%) rounded out the top ten ranking. At the same time, J05 Antivirals for systemic use (-18%) and J01 Antivirals for systemic use (-20%), which showed a pronounced negative trend, moved down to ranks eight and nine, respectively. The total share of the top 10 ATC groups increased by 0.6 p.p. to 37.7%.

Table 4. The top ten ATC Groups by pharmacy sales

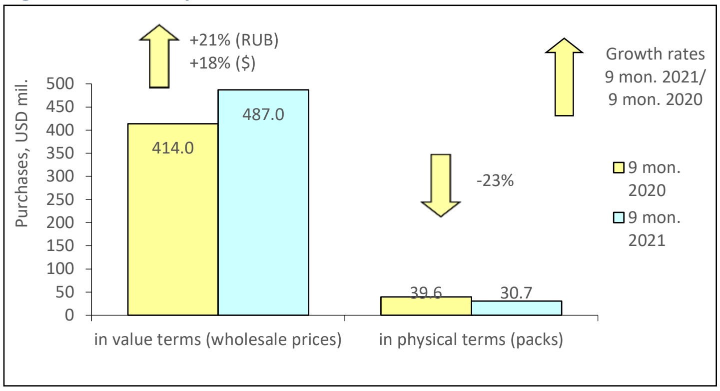
Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2021	9 mon. 2020			9 mon. 2021	9 mon. 2020
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.9	6.3
2	2	B01	ANTITHROMBOTIC AGENTS	5.1	4.8
3	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.5	4.7
4	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	3.6
5	7	R01	NASAL PREPARATIONS	3.3	3.3
6	6	C05	VASOPROTECTIVES	3.3	3.4
7	10	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	3.2	2.9
8	5	J05	ANTIVIRALS FOR SYSTEMIC USE	2.9	3.4
9	8	J01	ANTIBACTERIALS FOR SYST USE	2.8	3.3
10	11	N02	ANALGESICS	2.7	2.7
Total				37.7	38.3

Conclusion. At the end of January-September 2021, the pharmacy market of St. Petersburg brought in RUB 51.941 bil. (USD 702.857 mil.) at retail prices. For nine months of 2021, pharmacies sold 6% in terms of roubles and 10% in terms of dollars less than in the same period of the last year. In physical terms, the sales increased by 14% and amounted to 142.258 mil. packs. Based on the results for January-September of 2021, the average cost of an OTC pack in the city pharmacies increased as compared to the previous year (USD 4.94 vs. USD 4.74) and was higher than the average figures in Russia (USD 3.59). The average medicine expenses of St. Petersburg residents in the pharmacies were higher than the national average expenses in Russia (USD 130.54 vs. USD 78.78).

MOSCOW CITY HOSPITAL MARKET: 2021 FIRST NINE MONTHS RESULTS

According to the results of the Budget Audit of Finished Pharma Products (FFP) in the Russian Federation (without DLO and regional benefit), at the end of the first nine months of 2021 the Moscow public procurement segment in physical terms continued to reduce (-23%) as compared to the same period in 2020 and amounted to 30.699 mil. packs. In money terms, the market showed positive growth rates both in terms of roubles (+21%) and in terms of dollars (+18%) and reached RUB 35.985 bil. (USD 487.021 mil.) in wholesale prices. Based on the results for January-September of 2021, the average cost of an FPP pack in the public procurement segment of Moscow was USD 15.86, whereas in the year-earlier period it was USD 10.45.

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



NOVARTIS became the leader in the top ten manufacturers ranking in the public procurement segment of Moscow according to the results for the first nine months of 2021, which rose from the second dozen to rank one due to an 8-fold increase in purchases (Table 1). MSD kept its previous rank two, although its sales decreased by 4%. ROCHE (+55%), BRISTOL MYERS (+37%), BIOCAD (+81%) and BAYER (+18%) also remained in their previous positions from three through five and nine. Just like the leader, JOHNSON & JOHNSON moved to the higher rank (2.5-fold increase in purchases), moving up from rank ten to six. At the same time, it pushed PFIZER (+38%) down one rank despite the outperforming growth rates of the latter. SANOFI (-62%) and MICROGEN (-7%) showed negative growth rates and moved down to the lower ranks eight and ten, respectively. In total, based on the results for January-September 2021, the top ten manufacturers accounted for 53.3% of the market, while a year earlier they accounted for 48.6%.

Table 1. The top 10 drug manufacturers of the public segment

Rank in the top ten		Manufacturer*	Share in total public segment, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
1	12	**NOVARTIS**	9.4	1.4
2	2	**MSD**	7.3	9.2
3	3	**ROCHE**	7.1	5.6
4	4	**BRISTOL MYERS SQU**	6.1	5.4
5	5	BIOCAD RF	5.8	3.9
6	10	**JOHNSON & JOHNSON**	5.3	2.6
7	6	**PFIZER**	3.7	3.2
8	1	**SANOFI**	3.6	11.5
9	9	**BAYER**	2.7	2.8
10	7	MICROGEN	2.3	3.0
Total			53.3	48.6

*AIPM members are in bold

As the above ranking, the top ten brands ranking was topped by its new representative (Table 2). It was ZOLGENSMA, which accounted for more than 8% of the public procurement segment. OPDIVO (+44%) and KEYTRUDA (+36%) held and reinforced ranks two and three. One more newcomer SPINRAZA (4.7-fold increase in purchases) was ranked fourth. Two more brands that entered the top ten for the first time, ULTRIX (2.3 times) and ILSIRA (86 times), ranked seventh and last, respectively. PERJETA (+42%) and PREVENAR (+57%) also rose in the ranks. The market of the brand KADCYLA (+39%), which held its previous rank six, developed at a fast pace. Only one newcomer of the top ten, SOVIGRIPP, reduced purchases by 8% and moved down three points to rank eight. The total share of the top 10 increased by almost 15 p.p. and accounted for 31.9%.

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	N/A	ZOLGENSMA	8.4	N/A
2	2	OPDIVO	5.0	4.2
3	3	KEYTRUDA	3.8	3.4
4	17	SPINRAZA	3.7	1.0
5	9	PERJETA	2.1	1.8
6	6	KADCYLA	2.1	1.8
7	13	ULTRIX	2.0	1.1
8	5	SOVIGRIPP	1.8	2.4
9	10	PREVENAR 13	1.8	1.4
10	44	ILSIRA	1.3	0.0
Total			31.9	17.0

The top ten INN and generic names ranking has been half updated. Five newcomers broke into the top-10 ranking (Table 3). Among them are ONASEMNOGENE ABEPARVOVEC, which headed the top ten, as well as NUSINERSEN (4.7-fold growth in purchases), and VACCINE, PNEUMOCOCCAL CONJUGATE (+57%), LEVILIMAB (86-fold growth) and AFLIBERCEPT (+12%), which rounded out the top ten ranking. PERTUZUMAB (+42%) was also able to rise in the ranks, moving up to rank six from the last position. NIVOLUMAB (+44%), VACCINE, INFLUENZA (+38%), PEMBROLIZUMAB (+36%) and TRASTUZUMAB EMTANSINE (+39%), which retained their ranks from two through seven, respectively, demonstrated the outperforming growth rates. The total share of the top ten ranking under consideration accounted for 33.6% vs 18.6% in the year-earlier period.

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	N/A	ONASEMNOGENE ABEPARVOVEC	8.4	N/A
2	2	NIVOLUMAB	5.0	4.2
3	3	VACCINE, INFLUENZA	4.3	3.8
4	4	PEMBROLIZUMAB	3.8	3.4
5	21	NUSINERSEN	3.7	1.0
6	10	PERTUZUMAB	2.1	1.8
7	7	TRASTUZUMAB EMTANSINE	2.1	1.8
8	11	VACCINE, PNEUMOCOCCAL CONJUGATE	1.8	1.4
9	45	LEVILIMAB	1.3	0.0
10	12	AFLIBERCEPT	1.2	1.3
Total			33.6	18.6

L01 Antineoplastic agents (+31%) held and strengthened rank number one in the top ten ATC groups ranking (Table 4). The newcomer and its most dynamic group M09 Other drugs for disorders of the musculo-skeletal system broke into the top ten ranking, moving to rank two (17-fold growth in purchases). In addition to the above, the markets of the groups L04 Immunosuppressants (2.2-fold growth), J05 Antivirals for systemic use (+30%) and B01 Antithrombotic agents (+62%) developed at a fast pace. At the same time, the first one moved up from rank nine to five, displacing the second one down one rank, while Antithrombotic agents continued to hold their previous rank eight. The other brand names of the top ten ranking fell in the ranks. J07 Vaccines (-36%) and J01 Antibacterials for systemic use (+3%) moved down one rank, the groups B05 Plasma substitutes and perfusion solutions (+9%), J06 Immune sera and immunoglobulins (-23%) and V08 Contrast media (-14%) lost three positions each. The total share of the top 10 ATC groups increased by 3.3 p.p. to 81.0%.

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

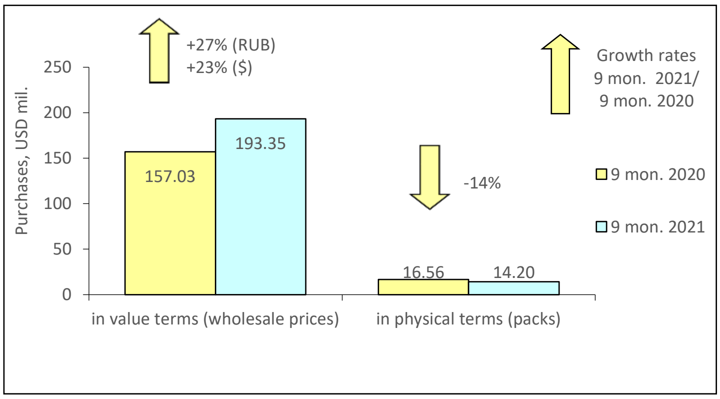
Rank in the top ten		ATC code	ATC group	Share in total public segment, %	
9 mon. 2021	9 mon. 2020			9 mon. 2021	9 mon. 2020
1	1	L01	ANTINEOPLASTIC AGENTS	26.2	24.4
2	15	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET.SYST	13.7	1.0
3	2	J07	VACCINES	11.6	22.2
4	3	J01	ANTIBACTERIALS FOR SYST USE	6.2	7.3
5	9	L04	IMMUNOSUPPRESSANTS	5.2	2.9
6	5	J05	ANTIVIRALS FOR SYSTEMIC USE	4.8	4.5
7	4	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	4.6	5.1
8	8	B01	ANTITHROMBOTIC AGENTS	4.2	3.1
9	6	J06	IMMUNE SERA & IMMUNOGLOBULIN	2.3	4.1
10	7	V08	CONTRAST MEDIA	2.2	3.1
Total				81.0	77.7

Conclusion. Based on the results for January-September of 2021, the Moscow public procurement segment grew by 21% in rouble terms and by 18% in dollar terms and brought in RUB 35.985 bil. (USD 487.021 mil.). In pack terms, the market reduced by 23% and amounted to 30.699 mil. packs. Based on the results for the first nine months of 2021, the average cost of an FPP pack in the Moscow public procurement segment was USD 15.86, whereas in the year-earlier period it was USD 10.45.

SAINT PETERSBURG HOSPITAL MARKET: 2021 FIRST NINE MONTHS RESULTS

According to the results of the Public Procurement Audit of FPPs in the Russian Federation (without State Reimbursement Program (DLO) and regional subsidized drug list), the St. Petersburg public procurement segment decreased by 14% in physical terms and amounted to 14.199 mil. Packs based on the results for January-September in 2021. In money terms, the hospital purchases movement was positive both in rouble (+27%) and in dollar (+23%) terms, and the volume amounted to RUB 14.276 bil. (USD 193.346 mil.) at wholesale prices. Based on the results for 9 months of 2021, the average cost of an OTC pack in the city hospitals was USD 13.62, and in the year-earlier period its cost was USD 9.48.

Figure 1. St. Petersburg public procurement market for 9 months 2020 – 9 months 2021



Two newcomers broke into the top 10 drug manufacturers in the public procurement segment of St. Petersburg based on the results for the first nine months of 2021 (Table 1). The manufacturers R-PHARM and NOVARTIS increased their purchases by 15 and 2.4 times, respectively, which allowed them to move up to ranks seven and nine. Note that another five manufacturers of the top ten ranking showed outperformance rates. ROCHE (+28%), BIOCAD (+52%) and BAYER (+57%) moved up to the higher ranks, and BRISTOL MYERS (+33%) and JOHNSON & JOHNSON (+57%) held their previous ranks four and six. At the same time, the first two topped the ranking, displacing the last year leader MSD (+10%) down to rank three. GLAXOSMITHKLINE (+25%) rounding out the top ten manufacturers ranking lost one rank. The manufacturer PFIZER (+19%) kept its previous rank five. The total share of the top ten brands increased by 6 p.p. and accounted for 47.3%.

Table 1. The top 10 manufacturers by public 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**	7.1	7.0
2	3	BIOCAD RF	6.9	5.8
3	1	**MSD**	6.5	7.6
4	4	**BRISTOL MYERS SQU**	5.7	5.5
5	5	**PFIZER**	4.3	4.6
6	6	**JOHNSON & JOHNSON**	3.9	3.3
7	44	**R-PHARM RF**	3.7	0.3
8	10	**BAYER**	3.2	2.6
9	14	**NOVARTIS**	3.1	1.7
10	9	**GLAXOSMITHKLINE**	3.0	3.0
Total			47.3	41.2

*AIPM members are in bold

The leading three groups didn't change in the top ten brands ranking: OPDIVO (+35%), KEYTRUDA (+39%) and TIVICAY (+42%) maintained and strengthened their ranks (Table 2). They were followed by the newcomers ARTLEGIA (15-fold growth in purchases), ILSIRA (283-fold growth) and ZOLGENSMA broke into the top 10 ranking for the first time. Another two newcomers, EVIPLERA (+89%) and EVRYSDI moved up to ranks eight and ten. KADCYLA (+50%) moved up to a higher rank seven. And only PERJETA (+0.4%), which showed low growth rates, lost four ranking points, moving to rank nine. In total, the top ten brands accumulated 24.0% of the regional public procurement segment, whereas in the year-earlier period it accounted for 14.9%.

Table 2. The top 10 brands by public segment volume

Rank in the top ten		Brand	Share in total public segment volume, %	
9 mon. 2021	9 mon. 2020		9 mon. 2021	9 mon. 2020
1	1	OPDIVO	4.5	4.2
2	2	KEYTRUDA	3.7	3.4
3	3	TIVICAY	2.7	2.5
4	34	ARTLEGIA	2.3	0.2
5	43	ILSIRA	2.2	0.0
6	N/A	ZOLGENSMA	2.1	N/A
7	9	KADCYLA	1.8	1.5
8	13	EVIPLERA	1.6	1.1
9	5	PERJETA	1.6	2.0
10	45	EVRYSDI	1.5	0.0
Total			24.0	14.9

Almost all names of the top INN and grouping names ranking showed outperformance rates (Table 3). They were especially high in the newcomers. There are five of them: INNs FAVIPIRAVIR (105-fold growth in purchases), OLOKIZUMAB (15-fold growth), LEVILIMAB (283-fold growth), ONASEMNOGENE ABEPARVOVEC and the composition TENOFOVIR DISOPROXIL*EMTRICITABINE*RILPIVIRINE (+89%), which moved up to ranks two, five, seven, eight and the last rank, respectively. TRASTUZUMAB EMTANSINE, which increased its purchases by 1.5 times, moved up one rank, coming in at number nine. Due to outstripping growth rates, the top 10 leader NIVOLUMAB (+35%), as well as PEMBROLIZUMAB (+39%) and DOLUTEGRAVIR (+42%) placed at ranks three and four held and strengthened the previous ranks positions. INN VACCINE, INFLUENZA (-18%) showed negative growth rates and a decrease in ranking positions from number two to six. The total share accumulated by the top-ten INNs and grouping names increased by almost 11 p.p. to 27%.

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	1	NIVOLUMAB	4.5	4.2
2	45	FAVIPIRAVIR	3.9	0.0
3	3	PEMBROLIZUMAB	3.7	3.4
4	4	DOLUTEGRAVIR	2.7	2.5
5	38	OLOKIZUMAB	2.3	0.2
6	2	VACCINE, INFLUENZA	2.3	3.5
7	46	LEVILIMAB	2.2	0.0
8	N/A	ONASEMNOGENE ABEPARVOVEC	2.1	N/A
9	10	TRASTUZUMAB EMTANSINE	1.8	1.5
10	14	TENOFOVIR DISOPROXIL* EMTRICITABINE*RILPIVIRINE	1.6	1.1
Total			27.0	16.4

The groups L01 Antineoplastic agents (+2%) and J05 Antivirals for systemic use (+55%) traditionally showed the largest volumes of purchases within the public procurement segment in the region (Table 4). L04 Immunosuppressants (3.3-fold growth in purchases) and B01 Antithrombotic agents (2.6-fold growth) moved up to ranks three and four from seven and eighth, displacing J01 Antibacterials for systemic use (+3%) and J07 Vaccines (-2%) two ranks down. The newcomers M09 Other drugs for disorders of the musculo-skeletal system (214-fold growth in purchases) broke into the top ten ranking, coming in at number seven. Due to negative growth rates, B05 Plasma substitutes and perfusion solutions (-6%), V08 Contrast media (-18%) and N01 Anesthetics (-8%) moved down to the bottom three ranks. In total, the top ten ATC groups accumulated 82.1% of the regional market, whereas in the year-earlier period it was 79.1%.

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	26.8	33.5
2	2	J05	ANTIVIRALS FOR SYSTEMIC USE	16.6	13.6
3	7	L04	IMMUNOSUPPRESSANTS	8.8	3.4
4	8	B01	ANTITHROMBOTIC AGENTS	6.3	3.0
5	3	J01	ANTIBACTERIALS FOR SYST USE	6.0	7.5
6	4	J07	VACCINES	5.4	7.0
7	50	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET.SYST	4.5	0.0
8	5	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	3.9	5.3
9	6	V08	CONTRAST MEDIA	2.2	3.5
10	9	N01	ANESTHETICS	1.6	2.2
Total				82.1	79.1

Conclusion. The public procurement segment of St. Petersburg increased by 27% in terms of roubles and by 23% in terms of dollars according to the results for the first nine months of 2021. Its volume was equal to RUB 14.276 bil. (USD 193.346 mil.) In pack terms, the market showed low growth rates (-14%) and achieved 14.199 mil. packs. Following the results for January-September of 2021, the average cost of an FPP pack in the public procurement segment was higher than that in the year-earlier period (USD 13.62 vs. USD 9.48)