

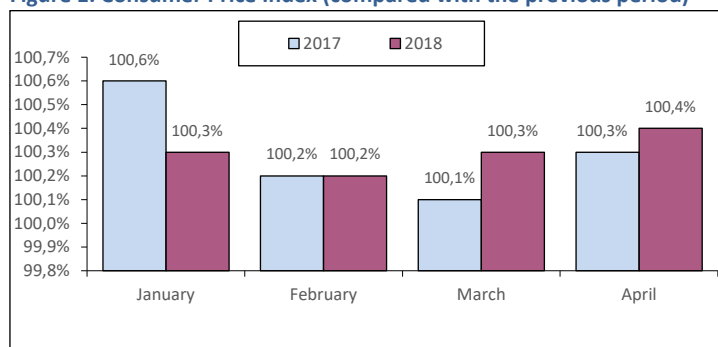
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated at 100.4% in April 2018, compared to the previous month, 101.2% as against December 2017.

In April this year, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 101.2%, whereas in the month-earlier period it had amounted to 99.1%. The index accounted for 101.5% against December of the 2017.

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



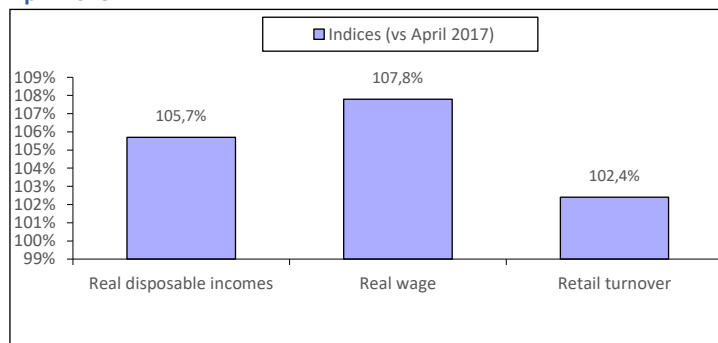
Living standard

According to preliminary Federal State Statistics Service's data, at the end of April 2018 a gross monthly average wage per worker reached RUB 43,550 (USD 720.67) which accounted for 102.8% compared to the previous month and 110.4% compared to April 2017. The real wage in April 2018 accounted for 107.8% as compared with April 2017. In April 2018, the real value of disposable cash incomes accounted for 104.1% as compared with April of 2017 (without taking into account a lump sum payment to pensioners in January 2017 in the amount of 5 thousand rubles), accounted for 105.7% as compared with the same period of 2017, and 104.7% compared with the previous period (Fig. 2).

Retail turnover

Retail turnover in April 2018 was equal to RUB 2,447.1 bil. or 102.4% (at comparable prices) against the level of the corresponding period of the previous year, in January-February 2018 - RUB 9,494.3 bil. or 102.2% (Fig. 2).

Figure 2. Real values of cash incomes, real salary and retail turnover in April 2018



Industrial Production

According to Federal State Statistics Service's data, in April 2017 Industrial Production Index accounted for 101.3% compared to the same period in 2014, and in January-April 2018 101.8% in January-April of 2018.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in April 2018 accounted for 99.5% compared to the relevant period of the previous year, and - 89.1% vs March 2018, 107.9% in January-April of 2018.

Domestic production

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

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

Rank	Manufacturer	RUB mil.
1	Otcpharm	1984.9
2	Biocad	1853.9
3	Generium	1303.9
4	Pharmstandart	1157.6
5	Valenta	1029.7
6	Stada	1024.9
7	Akrikhin Pharma	728.9
8	Sotex	719.8
9	Nativa	705.4
10	Veropharm	698.6

Source - Remedium according to IQVIA data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In March 2018 compared to the previous month, the sales (in terms of rubles) increased in all regions. The most significant growth was observed in St. Petersburg (+40%) and Moscow (+37%), the least in Tyumen (+1%).

Table 2. Pharmacy sales in the regions, 2018

Region	Pharmacy sales, \$ mil. (wholesale prices)			Growth gain, % (rubles)		
	January 2018	February 2018	March 2018	January 18 / December 17	February / January 18	March / February 18
Moscow	151.7	154.1	211.0	-29%	2%	37%
St. Petersburg	40.8	53.9	75.4	-34%	32%	40%
Krasnodar Krai	31.2	33.0	39.1	-19%	6%	19%
Krasnoyarsk Krai	26.4	28.9	33.1	-20%	9%	15%
Tatarstan	21.0	21.7	27.6	-23%	3%	28%
Rostov Region	23.7	23.7	26.0	-6%	-0.2%	10%
Novosibirsk Region	21.2	24.3	26.5	-35%	15%	9%
Voronezh Region	14.7	15.1	17.8	-9%	3%	19%
Perm	8.9	9.1	9.3	-13%	2%	3%
Tyumen	6.0	6.8	6.8	-29%	13%	1%

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 April 2018

Rank	Company*	Quantity of broadcasts
1	Otcpharm	12,623
2	Bayer AG	10,541
3	Berlin-Chemie/Menarini	9,958
4	GSK Consumer Healthcare	9,462
5	Sanofi Aventis	8,215

Source - Remedium according to Mediascope's data

Table 4. Top five brand names in mass media in April, 2018

Rank	Brand*	Quantity of broadcasts
1	Evalar	4,155
2	Loceryl	2,501
3	Nurofen	2,428
4	Espumisan	2,353
5	Voltaren	2,266

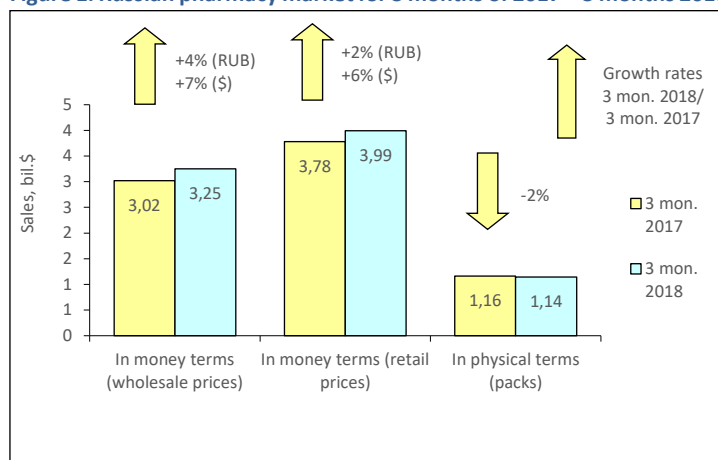
Source - Remedium according to Mediascope's data

* Only products registered with State Register of Medicines were considered

RUSSIAN PHARMACY FPP DRUG MARKET: 2018 FIRST THREE MONTHS RESULTS

According to the results of the Retail Audit of Finished Pharmaceutical Products (FPP) in Russian Federation™, at year-end January- 2018 of drugs in physical terms in the country saw a 2% increase to 1.144 bil. packs. In money terms, the market saw a 4% increase in terms of roubles and 7% in terms of dollars. At the same time, the market volume reached RUB 184.825 bil. (USD 3.248 bil.) at wholesale prices (Fig.1). The average cost of a pack increased as compared to a year earlier (USD 3.25) and reached USD 3.49 at retail prices. Consumer spending for drugs in Russia averaged to USD 27.19 for the first three months of 2018, whereas during the same period a year ago it averaged to USD 25.76.

Figure 1. Russian pharmacy market for 3 months of 2017 – 3 months 2018



At the end of the first quarter of 2018, the top ten manufacturers ranking on the Russian pharmacy market has yet proved stable enough - six of its manufactures could hold their own in the ranking (Table 1). The manufacturers BAYER (+7%¹), SANOFI (-4%), TEVA (+9%), OTCPHARM (-0,2%), SERVIER (+5%) and SANDOZ (+6%) held their previous top ranks. The manufacturer STADA (-15%) placed at rank seven a year earlier dropped out of the ranking which enabled four manufacturers in the lower part of the ranking to move up one rank: ABBOTT (+2%), BERLIN-CHEMIE/MENARINI (+4%), GLAXOSMITHKLINE (+3%) and the only newcomer GEDEON RICHTER (+2%). In total, ten top manufacturers accumulated 34.2% of the Russian market, which was virtually equal to the indicator for the same period of the previous year (34.3%).

Table 1. The top ten drug manufacturers by pharmacy sales

Rank		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2018	3 mon. 2017		3 mon. 2018	3 mon. 2017
1	1	BAYER	5.0	4.8
2	2	SANOFI	4.4	4.7
3	3	TEVA	3.9	3.8
4	4	OTCPHARM	3.5	3.6
5	5	SERVIER	3.4	3.4
6	6	SANDOZ	3.2	3.2
7	8	ABBOTT	2.8	2.9
8	9	BERLIN-CHEMIE/MENARINI	2.7	2.7
9	10	GLAXOSMITHKLINE	2.7	2.7
10	11	GEDEON RICHTER	2.5	2.5
Total			34.2	34.3

*AIPM members are in bold

INGAVIRIN (+19%), KAGOCEL (+2%) and XARELTO (+39%) became the bestselling brands on the pharmacy market at the end of January-March 2018 (Table 2). Note that the latter became the only newcomer of the top-10. MEXIDOL (+6%) and THERAFLU (+2%) also moved up to the higher ranks six and nine. At the same time, NUROFEN (-7%), ACTOVEGIN (-3%) and CARDIOMAGNYL (-9%), in contrast, reduced their sales and moved down to ranks four, seven and ten respectively. The brands CONCOR (-1%) and DETRALEX (+3%) held their previous ranks five and eight. The total share of the top 10 brands did not change and accounted for 6.6%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
3 mon. 2018	3 mon. 2017		3 mon. 2018	3 mon. 2017
1	4	INGAVIRIN	0.9	0.8
2	3	KAGOCEL	0.7	0.8
3	12	XARELTO	0.7	0.5
4	2	NUROFEN	0.7	0.8
5	5	CONCOR	0.6	0.7
6	9	MEXIDOL	0.6	0.6
7	6	ACTOVEGIN	0.6	0.7
8	8	DETRALEX	0.6	0.6
9	10	THERAFLU	0.6	0.6

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

Rank in the top ten		Brand	Share in total pharmacy sales, %	
3 mon. 2018	3 mon. 2017		3 mon. 2018	3 mon. 2017
10	7	CARDIOMAGNYL	0.6	0.6
Total			6.6	6.6

Despite the shifts in the upper part of the previous ranking, INNs XYLOMETAZOLINE and IBUPROFEN (+1% each), PANCREATIN (-3%) and BISOPROLOL (+2%) remained the leaders of the top 10 INN and group names ranking (Table 3). The composition DIOSMIN*HESPERIDIN (+12%) and INN IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+19%) and ROSUVASTATIN (+12%) moved up to ranks five through seven from the lower ranks. At the same time, NIMESULIDE (+4%) moved down two ranks, to number 8. KAGOCEL (+2%) kept its previous rank nine, and the only newcomer of the top ten ETHYLMETHYLHYDROXYPYRIDINE (+4%) moved up to rank ten. The total share of the top ten didn't virtually change - 9.6% vs 9,5% a year-earlier.

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

Rank		INNs/Group Names	Share in total pharmacy sales, %	
3 mon. 2018	3 mon. 2017		3 mon. 2018	3 mon. 2017
1	1	XYLOMETAZOLINE	1.7	1.7
2	2	IBUPROFEN	1.1	1.1
3	3	PANCREATIN	1.0	1.0
4	4	BISOPROLOL	0.9	0.9
5	7	DIOSMIN*HESPERIDIN	0.9	0.8
6	10	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	0.8
7	8	ROSUVASTATIN	0.9	0.8
8	6	NIMESULIDE	0.8	0.8
9	9	KAGOCEL	0.7	0.8
10	12	ETHYLMETHYLHYDROXYPYRIDINE	0.7	0.7
Total			9.6	9.5

The upper part of the top-10 ATC group ranking did not change on the country market (Table 4). As before, M01 Anti-inflammatory and antirheumatic products (-1%), C09 Agents acting on the renin-angiotensin system (+5%), J05 Antivirals for systemic use (+4%), R01 Nasal preparations (+2%) and J01 Antibacterials for systemic use (+1%) kept their previous top five ranks. G03 Sex hormones (+6%) also held its previous rank eight. Two shifts took place in the top ten ranking. On top of that, the more dynamic R05 Cough and cold preparations (+7%) and the newcomers of the top ten B1 Antithrombotic agents (+17%) moved up to ranks six and nine, displacing N02 Analgesics (-1%) and A11 Vitamins (-5%) down one rank. In total, the top ten ATC groups accumulated 37.6% of the retail market, whereas in the year-earlier period they accounted for 37.9%.

Table 4. The top ten ATC Groups by pharmacy sales

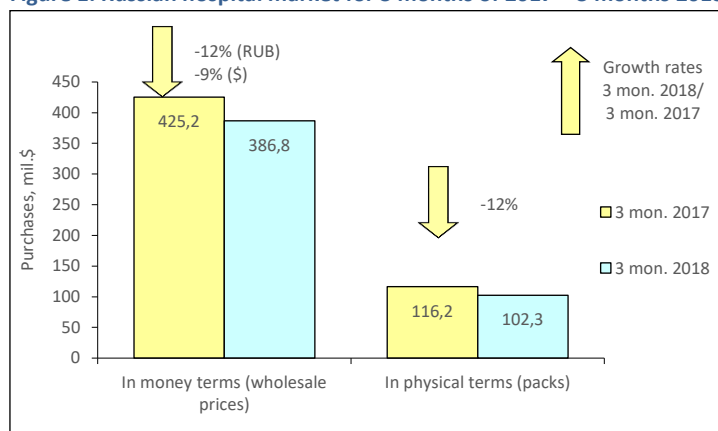
Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2018	3 mon. 2017			3 mon. 2018	3 mon. 2017
1	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.5	4.8
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.4	4.4
3	3	J05	ANTIVIRALS FOR SYSTEMIC USE	4.0	4.0
4	4	R01	NASAL PREPARATIONS	3.9	4.0
5	5	J01	ANTIBACTERIALS FOR SYST USE	3.8	4.0
6	7	R05	COUGH AND COLD PREPARATIONS	3.7	3.6
7	6	N02	ANALGESICS	3.5	3.7
8	8	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.5	3.4
9	12	B01	ANTITHROMBOTIC AGENTS	3.1	2.8
10	9	A11	VITAMINS	3.0	3.3
Total				37.6	37.9

Conclusion. At the end of January-March 2018, the pharmacy market of the country brought in RUB 227.225 bil. (USD 3.994 bil.). It was 2% in terms of roubles and 6% in terms of dollars more than in the same period of 2017. In physical terms, the market reduced by 2% compared to the previous year and was equal to 1.144 bil. packs. Based on the results for the first three months of 2018, the average cost of an FPP pack in the national pharmacies was USD 3.49, whereas in 2017 it was USD 3.25. The average expenses of the Russian Federation residents for purchase of OTC drugs in pharmacies also increased as compared to the previous year (USD 27.19 vs. USD 25.76).

RUSSIAN FEDERATION HOSPITAL MARKET: 2018 FIRST THREE MONTHS RESULTS

According to the results of the Budget Audit of FPPs in the Russian Federation (without DLO and regional benefit)[™], the national hospital market reduced by 12% in physical terms and amounted to 102.271 mil. Packs based on the results for January- March 2018. In money terms, the market also showed negative growth rates both in terms of roubles (-12%) and in terms of dollars (-9%) and reached RUB 22.008 bil. (USD 386.842 mil.) at wholesale prices. Based on the results for the first quarter of 2018, the average cost of an FPP pack in the hospital sector of the country was USD 3.78, whereas in the year-earlier period its cost was USD 3.66.

Figure 1. Russian hospital market for 3 months of 2017 – 3 months 2018



While the hospital market of Russia reduced at the first quarter-end of 2018, four manufacturers of the top ten manufacturers ranking showed positive growth rates (Table 1). Among them are BIOCAD (+13%) and ABBVIE (+12%) that moved up to the top two ranks. Another two manufacturers with positive growth rates, VEROPHARM (+20%) and NOVARTIS (+11%) moved up to the higher ranks four and eight respectively. On top of that, the latter broke into the ranks of the top 10 ranking for the first time. In addition to them, the manufacturer BAYER (-1%) moved up one rank, to number seven, despite the insignificant reduction in purchases. MSD (0%) and JOHNSON & JOHNSON (-28%) held their previous ranks six and nine. The manufacturers SANOFI (-19%), PFIZER (-3%) and ASTRAZENECA (-36%) moved down to ranks three, eight and ten, respectively. The total share accumulated by the top 10 drug manufacturers increased by almost 3 p.p. and amounted to 29.3%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
3 mon. 2018	3 mon. 2017		3 mon. 2018	3 mon. 2017
1	2	BIOCAD RF	4.4	3.4
2	3	ABBVIE	4.0	3.1
3	1	SANOFI	3.7	4.0
4	5	VEROPHARM	3.4	2.5
5	4	PFIZER	2.8	2.5
6	6	MSD	2.8	2.4
7	8	BAYER	2.6	2.3
8	11	NOVARTIS	2.3	1.8
9	9	JOHNSON & JOHNSON	1.8	2.2
10	7	ASTRAZENECA	1.8	2.4
Total			29.3	26.6

*AIPM members are in bold

The traditional hospital product NATRIUM CHLORIDUM (+13%) continued to be the most in demand brand in the hospital market of Russia in the analysed period, though its purchases reduced by 12% (Table 2). In addition, another two brand names of the top ten showed the negative growth rates: ACTILYSE (-1%) and CUROSURF (-11%) which moved down to ranks five and six, respectively. The other brands showed the positive growth rates, and four of them - very high rates. Among them are newcomers SYNAGIS (11-fold growth in purchases), PENTAXIM (13-fold growth) and AVEGRA (2.1-fold growth) that broke into the ranks of the top ten, coming in at ranks two, four and ten, respectively. The brand HERTICAD (+35%), which moved up from rank five to three, increased its purchases by more than one third. The brands SEVORAN (+10%), ULTRAVIST (+8%) and VACC CONTRA ENCEFA (+11%) showed positive growth rates, but lost one rank each, moving down to ranks 7 through 9 respectively. The total share of the top 10 trade names increased from 8.9% to 13.2%.

Table 2. The top 10 brands by hospital purchases

Rank in the top ten		Brand	Share in total hospital purchases, %	
3 mon. 2018	3 mon. 2017		3 mon. 2018	3 mon. 2017
1	1	NATRIUM CHLORIDUM	3.3	3.3
2	44	SYNAGIS	1.8	0.2
3	5	HERTICAD	1.3	0.9
4	47	PENTAXIM	1.1	0.1
5	4	ACTILYSE	1.1	0.9
6	2	CUROSURF	1.0	1.0
7	6	SEVORAN	1.0	0.8

Rank in the top ten		Brand	Share in total hospital purchases, %	
3 mon. 2018	3 mon. 2017		3 mon. 2018	3 mon. 2017
8	7	ULTRAVIST	0.9	0.7
9	8	VACC CONTRA ENCEFA	0.9	0.7
10	30	AVEGRA BIOCAD	0.8	0.3
Total			13.2	8.9

SODIUM (-12%) continued to be the leader of the top 10 INN and grouping names ranking (Table 3). One of the newcomers INN PALIVIZUMAB (11-fold growth in purchases) broke into the top ten, moving up to rank two from 47. Another two newcomers, VACCINE, ACEL.PERT.DIP.TET. POLIO & HIB (13-fold growth) and SEVOFLURANE (+7%) moved up to ranks eight and nine, respectively. The other INNs showed the negative growth rates and most of them fell in the ranks. TRASTUZUMAB (-12%), ENOXAPARIN SODIUM (-16%) and VACCINE, TICK BORNE ENCEPHALITIS (-10%) moved down one rank, whereas IMMUNOGLOBULIN BASE (-18%) and CEFTRIAXONE (-27%) moved down two and three ranks respectively, coming in at number seven and ten. INN MEROPENEM (-17%) held its previous rank six. The total share of the top 10 increased from 12.6% to 15.1%.

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

Rank		INNs/Grouping Names	Share in total hospital purchases, %	
3 mon. 2018	3 mon. 2017		3 mon. 2018	3 mon. 2017
1	1	SODIUM	3.3	3.3
2	47	PALIVIZUMAB	1.8	0.2
3	2	TRASTUZUMAB	1.5	1.5
4	3	ENOXAPARIN SODIUM	1.4	1.5
5	4	VACCINE, TICK BORNE ENCEPHALITIS	1.3	1.3
6	6	MEROPENEM	1.2	1.3
7	5	IMMUNOGLOBULIN BASE	1.2	1.3
8	48	VACCINE, ACEL.PERT.DIP.TET. POLIO & HIB	1.1	0.1
9	12	SEVOFLURANE	1.1	0.9
10	7	CEFTRIAXONE	1.1	1.3
Total			15.1	12.6

The leading four groups did not change in the top ten ATC group rating (table 4). They are the groups L01 Antineoplastic agents (+6%), J01 Antibacterials for systemic use (+18%) and B05 Blood substitutes and perfusion solutions (+11%) and B01 Antithrombotic agents (+17%). Shifts took place in the lower part of the top 10 ranking, and upon that, most of its INNs rose in the ranks. J07 Vaccines (+70%), N01 Anaesthetics and the newcomer of the top ten L04 Immunosuppressants (+1% each) moved up two ranks each. Another newcomer of the top ten J06 Immune sera and immunoglobulins (+49%) moved up to rank six. At the same time, the groups V08 Contrast media (-1%) and Psycholeptics (-27%) moved down to ranks seven and ten. In total, the top ten ATC groups accumulated 60.1% of the hospital market, whereas in the year-earlier period 53.4%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
3 mon. 2018	3 mon. 2017			3 mon. 2018	3 mon. 2017
1	1	L01	ANTINEOPLASTIC AGENTS	15.5	12.8
2	2	J01	ANTIBACTERIALS FOR SYST USE	10.0	10.7
3	3	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	7.6	7.5
4	4	B01	ANTITHROMBOTIC AGENTS	6.1	6.5
5	7	J07	VACCINES	5.6	2.9
6	12	J06	IMMUNE SERA & IMMUNOGLOBULIN	3.7	2.2
7	6	V08	CONTRAST MEDIA	3.5	3.1
8	10	N01	ANESTHETICS	3.1	2.7
9	11	L04	IMMUNOSUPPRESSANTS	2.7	2.3
10	9	N05	PSYCHOLEPTICS	2.3	2.8
Total				60.1	53.4

Conclusion. At the end of the first three months of 2018, the Russian hospital market increase noteworthy both in rouble terms (-12%) and in dollar terms (-9%) and brought in RUB 22.008 bil. (USD 386.842 mil.). In pack terms, the market reduced by 12% and amounted to 102.271 mil. packs. At the end of the first quarter 2018, the average cost of a finished pharma product (FPP) pack in the national hospital sector amounted to USD 3.78 vs. USD 3.66 in the year earlier period.

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

Macroeconomic indices

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

Value	March-January 2018	March-January 2018 (%) vs March-January 2017
Industrial production index		107.9
Retail turnover, RUB bil.	2,444.4	102.7
Monthly average accrued wage per one worker (nominal), RUB	51,152	114.4
real		111.3

Note: CFD TOGS data

Table 2. Inflation rates in the CFD, March 2018

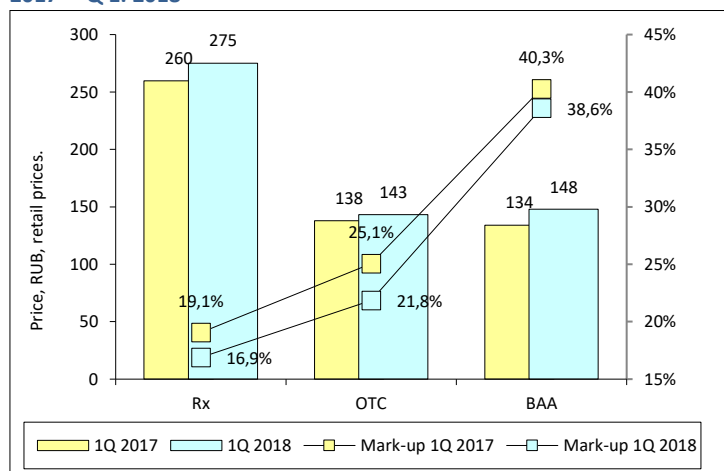
	March 2018 vs December 2017
CPI	100.9
CPI for non-food products	100.7

Indicators of price dynamics and retail margins

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

	Price dynamics in May 2018 to December 2017 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	0.8	1,2	0, 0
Not more than RUB 50	0.2		
From RUB 50 to 500	0.9		
Over RUB 500	1.2		

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



Indicators of the dynamics and structure of the market²

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

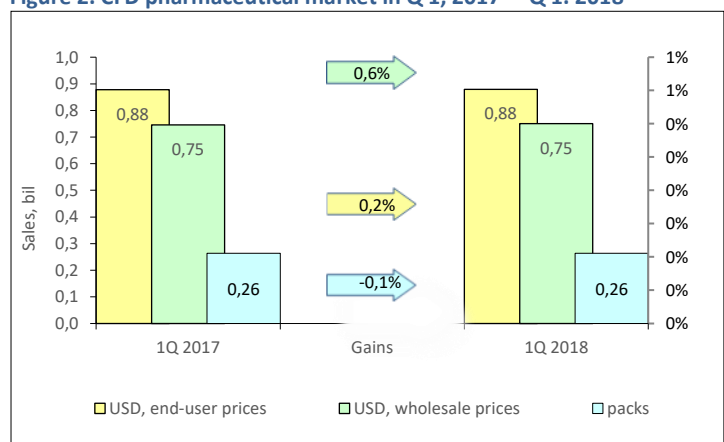


Figure 3. Structure of CFD pharmaceutical market by major segments in Q 1, 2017 – Q 1. 2018

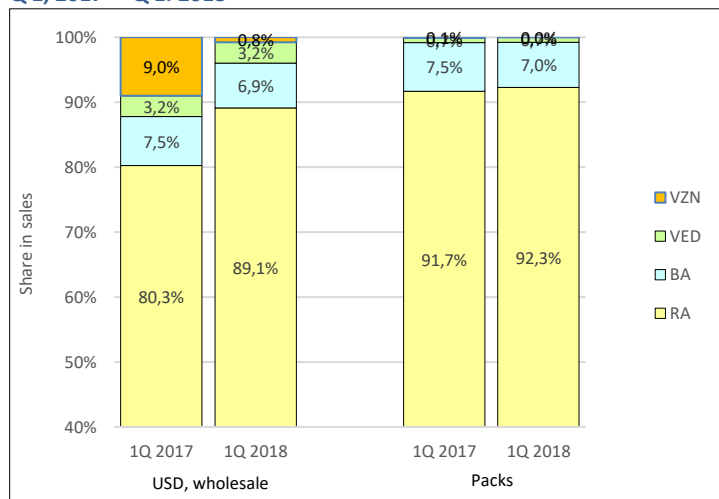


Figure 4. Structure of the retail segment of CFD pharmaceutical market in Q 1, 2017 – Q 1. 2018

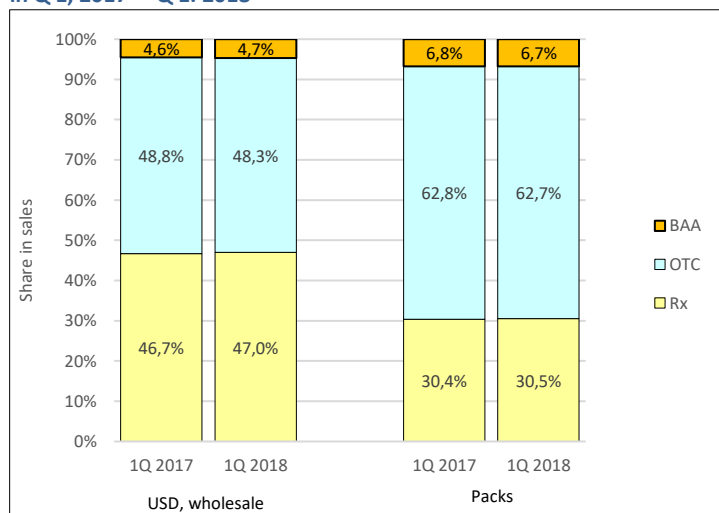
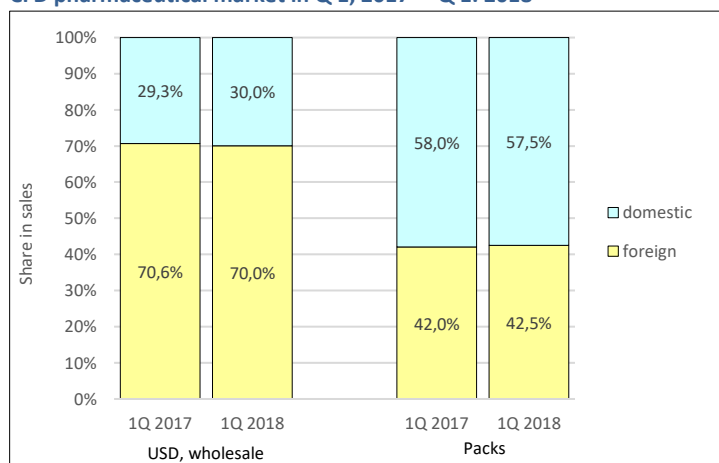


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of CFD pharmaceutical market in Q 1, 2017 – Q 1. 2018



² Exclusive of Moscow

PHARMACEUTICAL MARKET OF THE NORTH-WESTERN FEDERAL DISTRICT (NWFD) IN 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	March-January 2018	March-January 2018 (%) vs March-January 2017
Industrial production index		103.3
Retail turnover, RUB bil.	696.7	101.4
Monthly average accrued wage per one worker (nominal), RUB	47,387	113.1
real		110.4

Note: NWFD TOGS data

Table 2. Inflation rates in the NWFD, March 2018

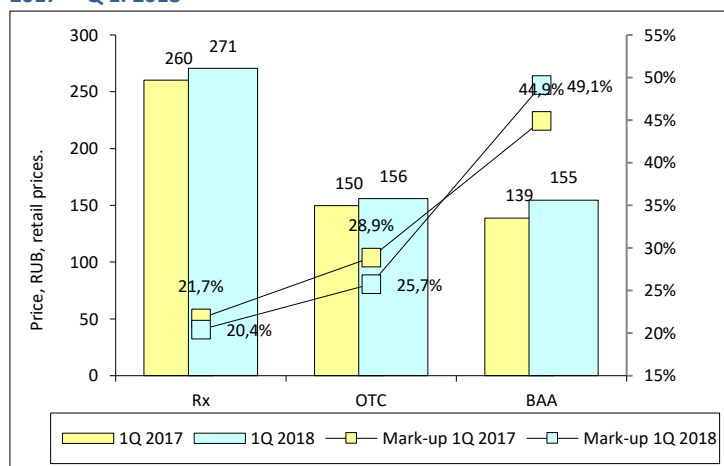
	March 2018 vs December 2017
CPI	100.9
CPI for non-food products	100.6

Indicators of price dynamics and retail margins

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

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

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



Indicators of the dynamics and structure of the market³

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

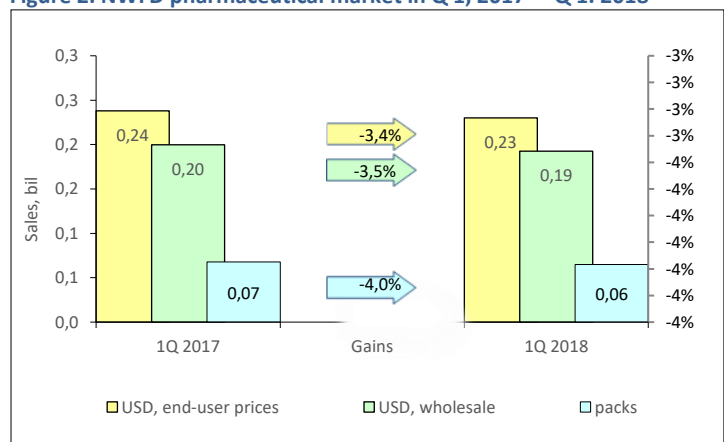


Figure 3. Structure of NWFD pharmaceutical market by major segments in Q 1, 2017 – Q 1. 2018

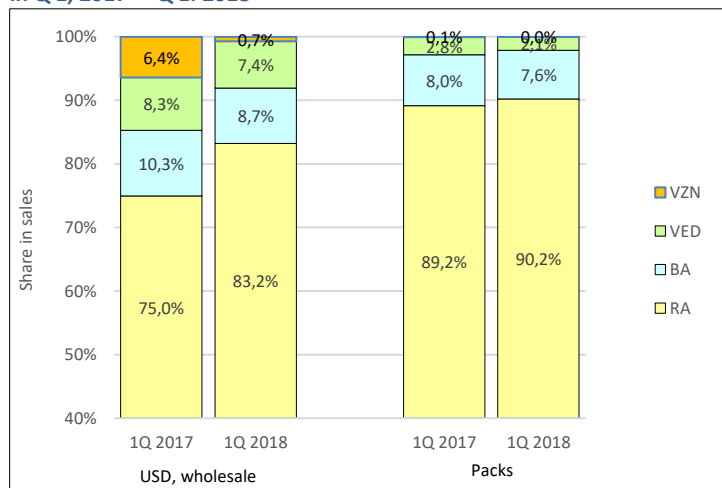


Figure 4. Structure of the retail segment of NWFD pharmaceutical market in Q 1, 2017 – Q 1. 2018

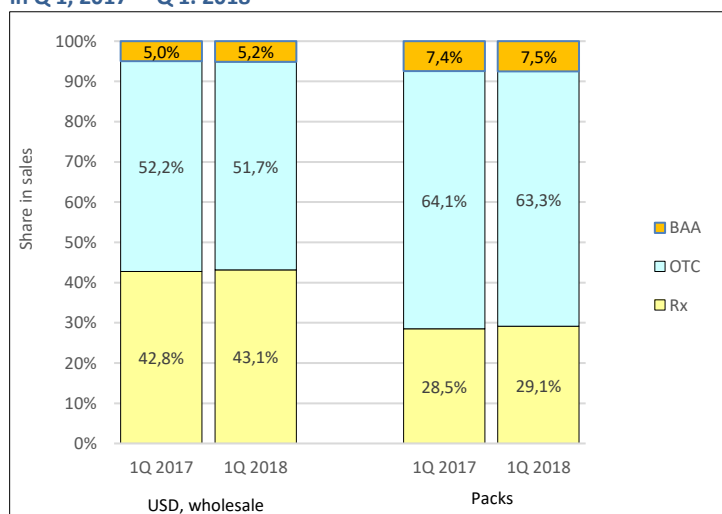
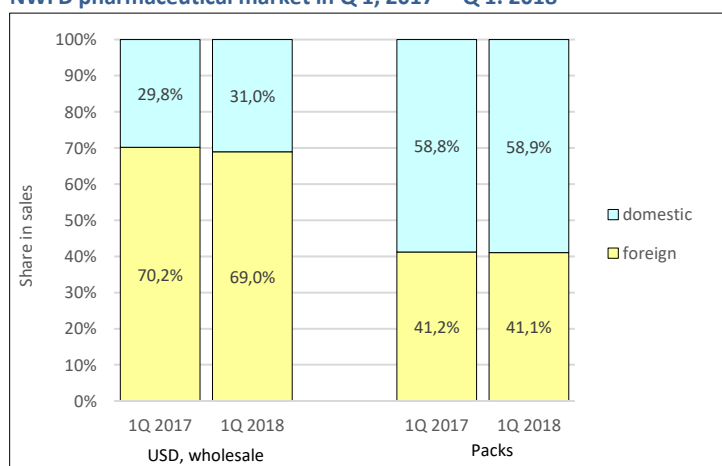


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of NWFD pharmaceutical market in Q 1, 2017 – Q 1. 2018



³ Exclusive of St. Petersburg

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

Macroeconomic indices

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

Value	March-January 2018	March-January 2018 (%) vs March-January 2017
Industrial production index		101.0
Retail turnover, RUB bil.	1,244.8	103.9
Monthly average accrued wage per one worker (nominal), RUB	29,611	110.5
real		108.5

Note: VFD TOGS data

Table 2. Inflation rates in the VFD, March 2018

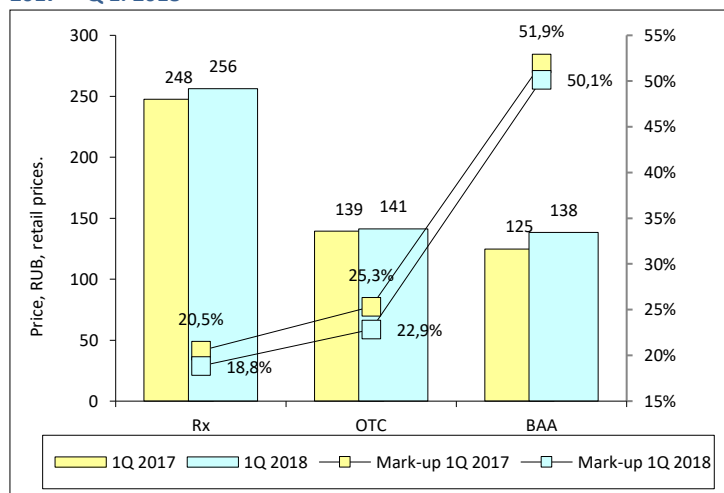
	March 2018 vs December 2017
CPI	100.8
CPI for non-food products	100.5

Indicators of price dynamics and retail margins

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

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

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



Indicators of the dynamics and structure of the market

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

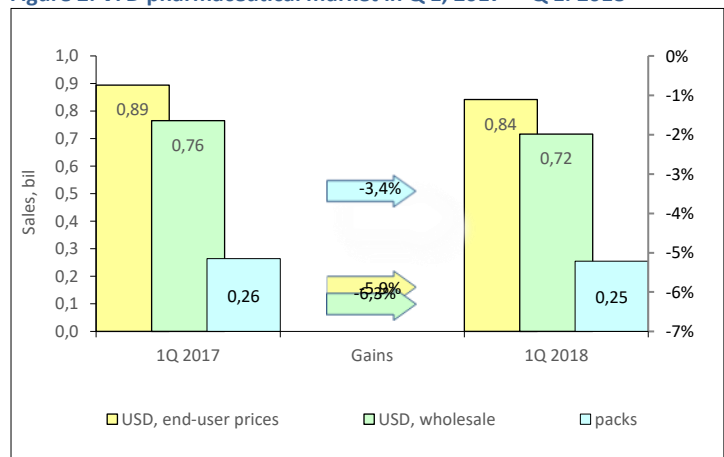


Figure 3. Structure of VFD pharmaceutical market by major segments in Q 1, 2017 – Q 1. 2018

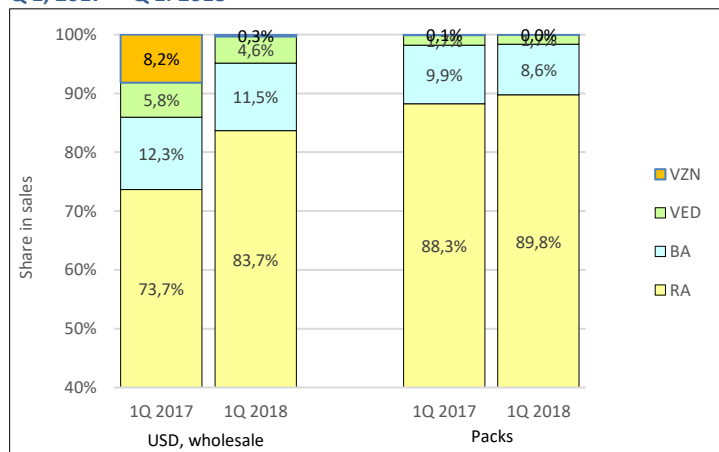


Figure 4. Structure of the retail segment of VFD pharmaceutical market in Q 1, 2017 – Q 1. 2018

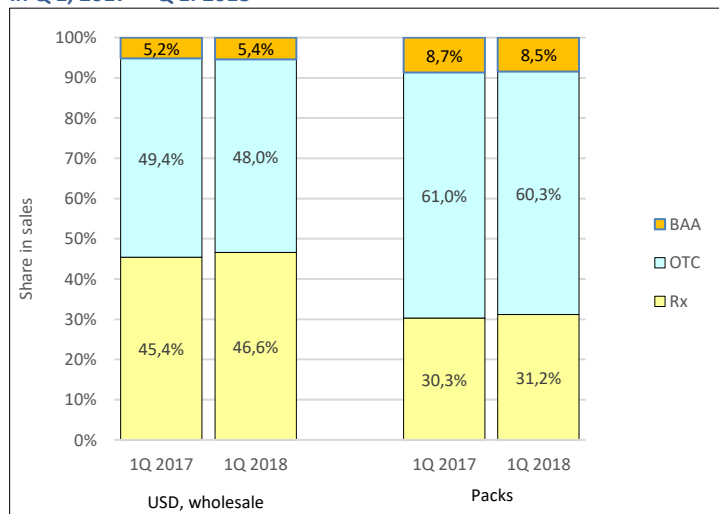
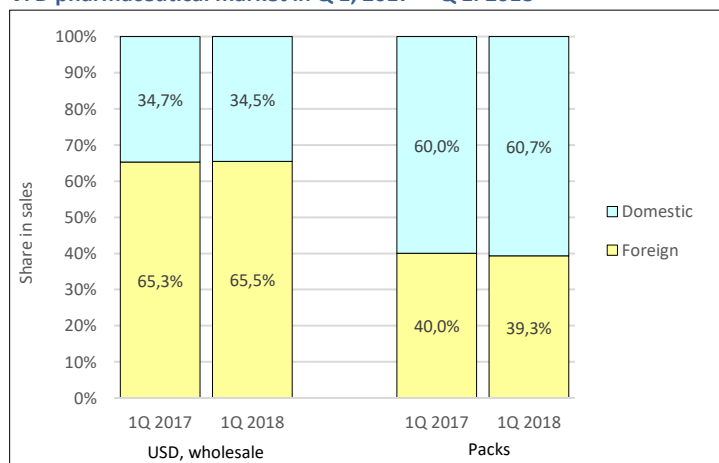


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of VFD pharmaceutical market in Q 1, 2017 – Q 1. 2018



Macroeconomic indices

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

Value	March-January 2018	March-January 2018 (%) vs March-January 2017
Industrial production index		106.4
Retail turnover, RUB bil.	629.3	105.8
Monthly average accrued wage per one worker (nominal), RUB	44,442	111.1
real		108.7

Note: VFD TOGS data

Table 2. Inflation rates in the UrFD, March 2018

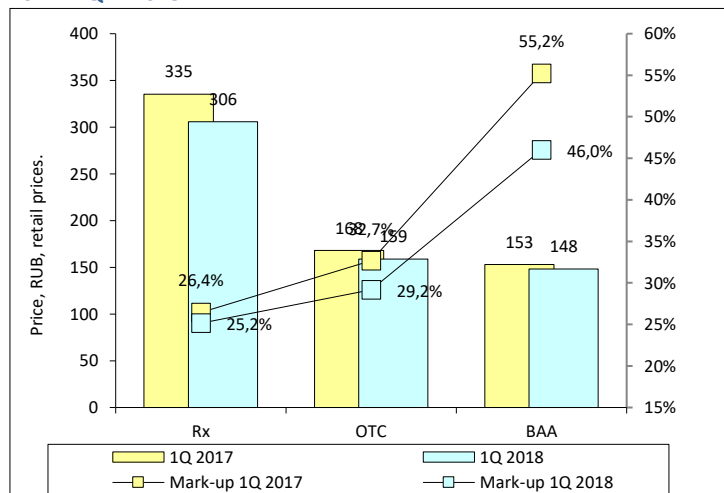
	March 2018 vs December 2017
CPI	100.7
CPI for non-food products	100.5

Indicators of price dynamics and retail margins

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

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

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



Indicators of the dynamics and structure of the market

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

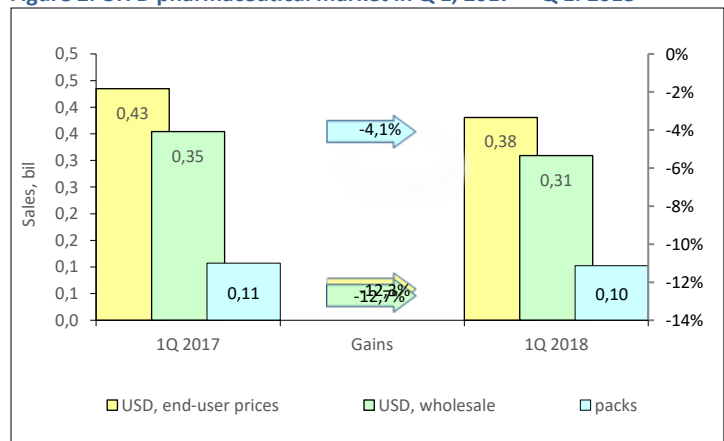


Figure 3. Structure of UrFD pharmaceutical market by major segments in Q 1, 2017 – Q 1, 2018

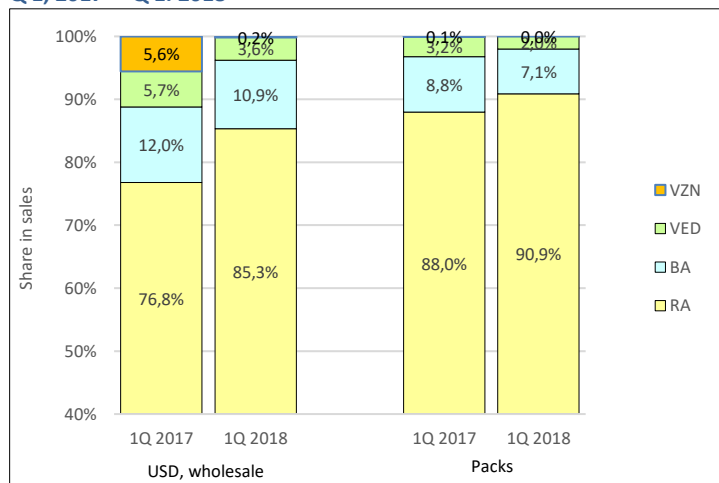


Figure 4. Structure of the retail segment of UrFD pharmaceutical market in Q 1, 2017 – Q 1, 2018

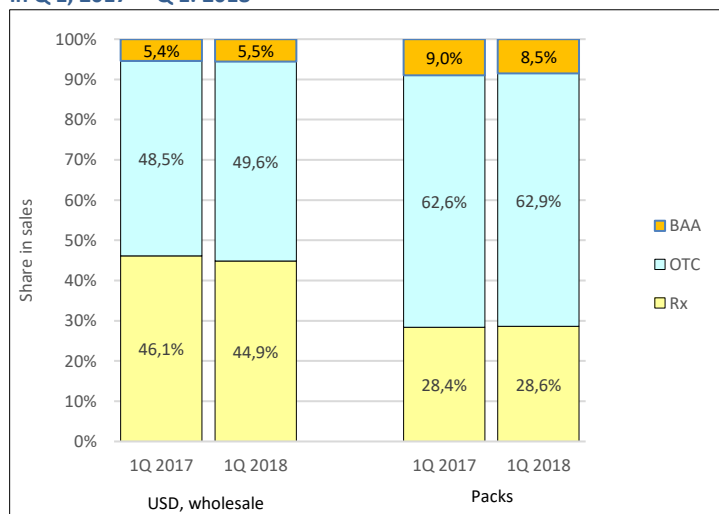
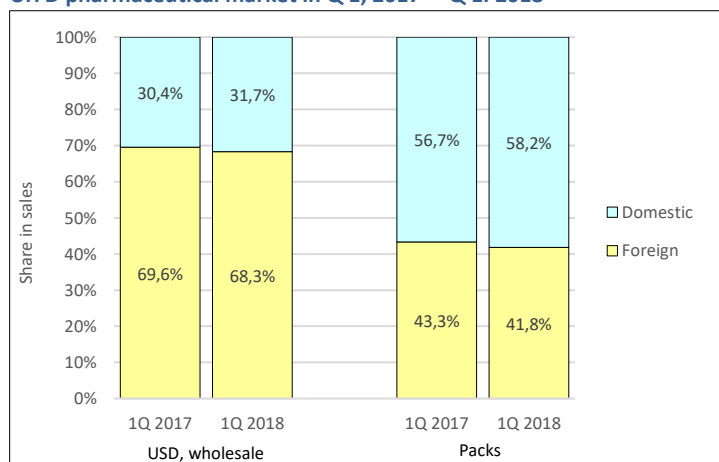


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of UrFD pharmaceutical market in Q 1, 2017 – Q 1, 2018



Macroeconomic indices

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

Value	March-January 2018	March-January 2018 (%) vs March-January 2017
Industrial production index		101.5
Retail turnover, RUB bil.	686.1	100.9
Monthly average accrued wage per one worker (nominal), RUB	34,915	111.7
real		109.7

Note: SiFD TOGS data

Table 2. Inflation rates in the SFD, March 2018

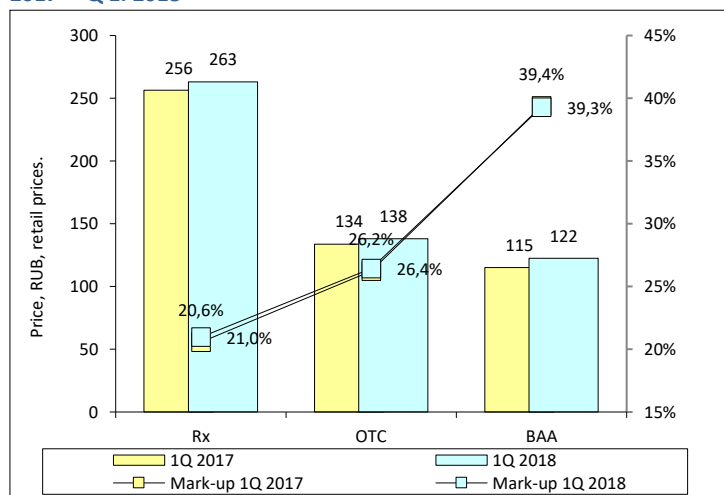
	March 2018 vs December 2017
CPI	100.7
CPI for non-food products	100.7

Indicators of price dynamics and retail margins

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

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

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



Indicators of the dynamics and structure of the market

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

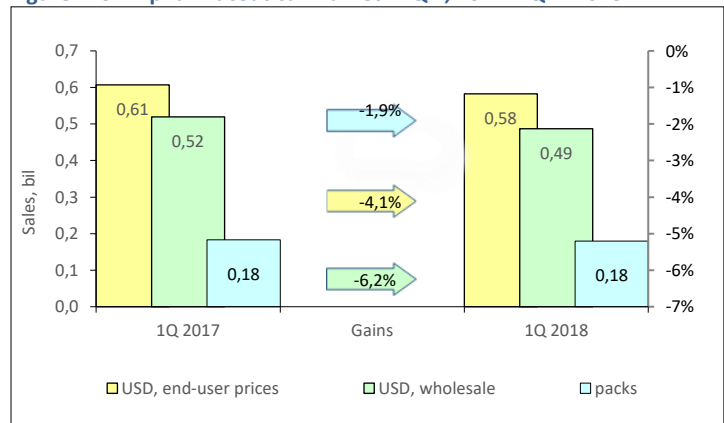


Figure 3. Structure of SiFD pharmaceutical market by major segments in Q 1, 2017 – Q 1. 2018

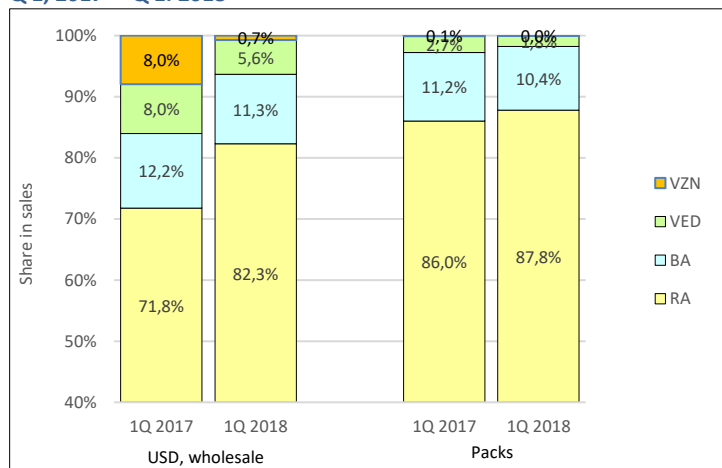


Figure 4. Structure of the retail segment of SiFD pharmaceutical market in Q 1, 2017 – Q 1. 2018

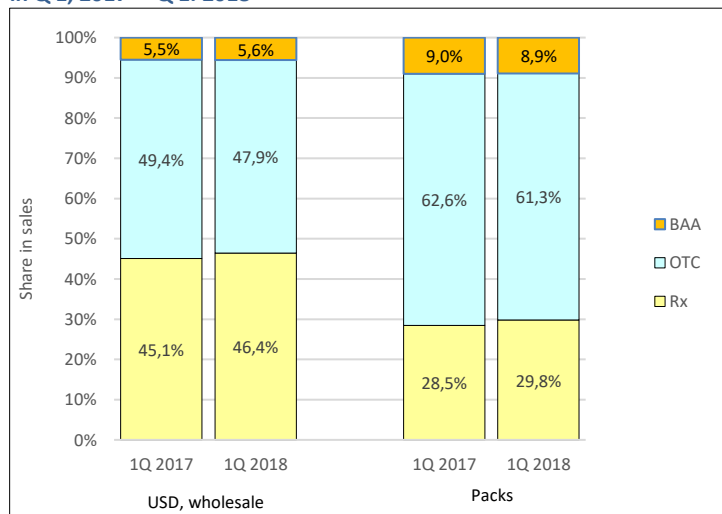
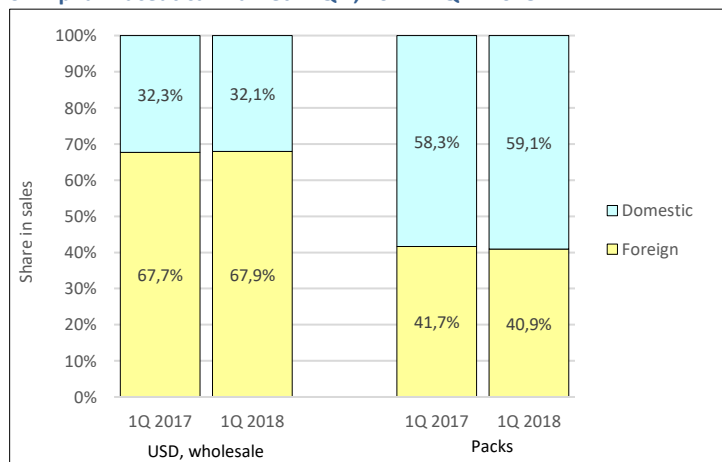


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SiFD pharmaceutical market in Q 1, 2017 – Q 1. 2018



Macroeconomic indices

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

Value	March-January 2018	March-January 2018 (%) vs March-January 2017
Industrial production index		104.9
Retail turnover, RUB bil.	716.4	101.9
Monthly average accrued wage per one worker (nominal), RUB	29,436	111.3
real		109.1

Note: SoFD TOGS data

Table 2. Inflation rates in the SFD, March 2018

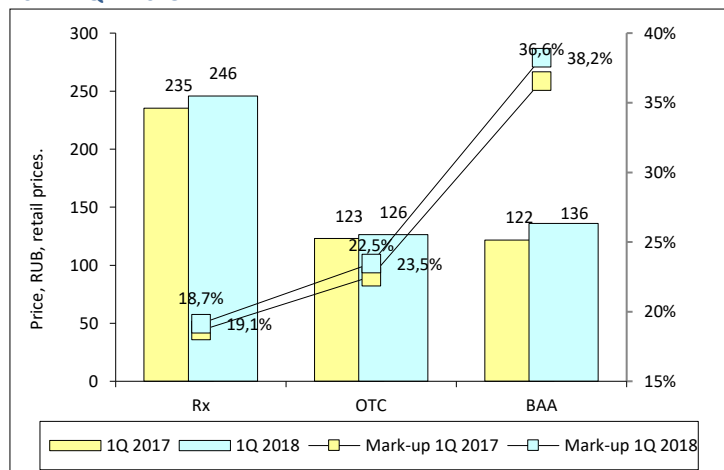
	March 2018 vs December 2017
CPI	101.0
CPI for non-food products	100.5

Indicators of price dynamics and retail margins

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

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

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



Indicators of the dynamics and structure of the market

Figure 2. Фармацевтический рынок ЮФО в 1 кв. 2017 – Q 1. 2018

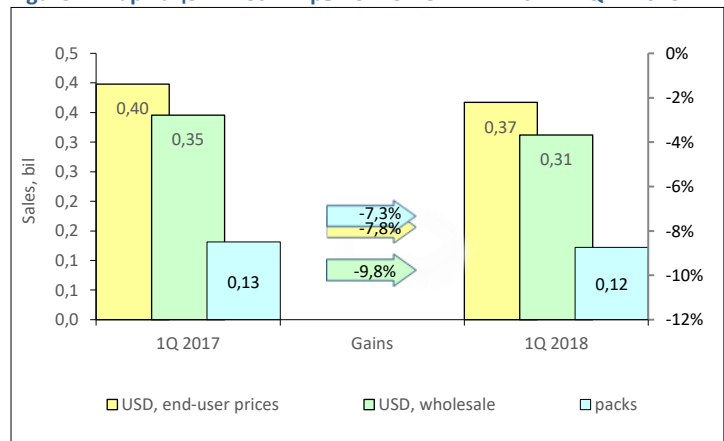


Figure 3. Structure of SoFD pharmaceutical market by major segments in Q 1, 2017 – Q 1. 2018

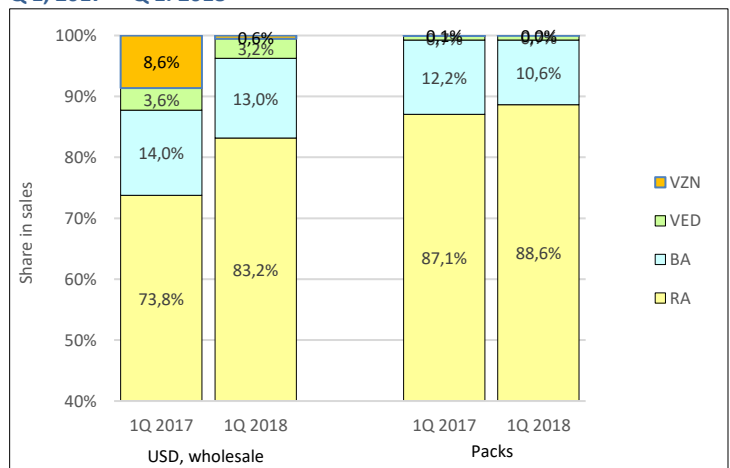


Figure 4. Structure of the retail segment of SoFD pharmaceutical market in Q 1, 2017 – Q 1. 2018

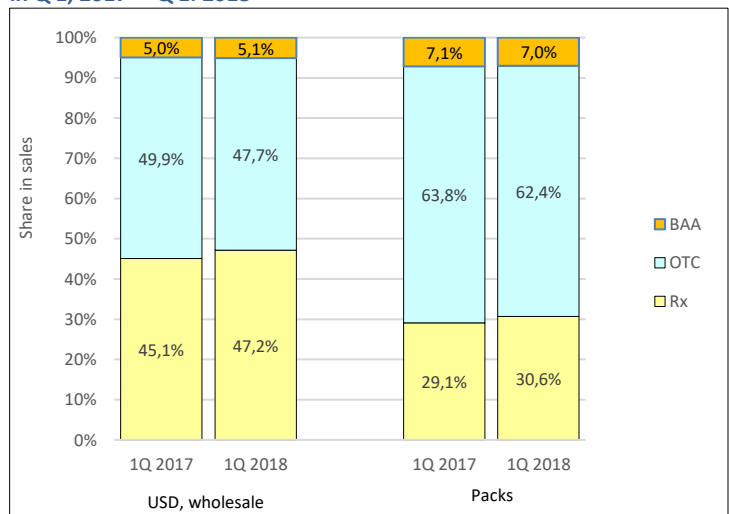
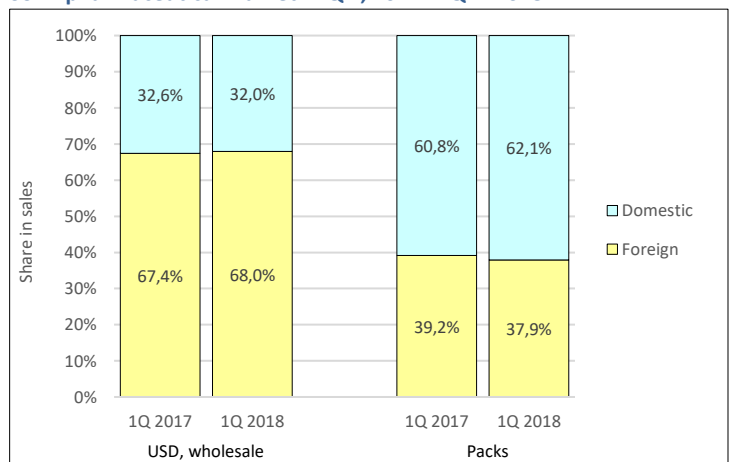


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SoFD pharmaceutical market in Q 1, 2017 – Q 1. 2018



Macroeconomic indices

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

Value	March-January 2018	March-January 2018 (%) vs March-January 2017
Industrial production index		102.4
Retail turnover, RUB bil.	303.9	101.4
Monthly average accrued wage per one worker (nominal), RUB	49,952	110.5
real		108.5

Note: FEFD TOGS data

Table 2. Inflation rates in the FEFD, March 2018

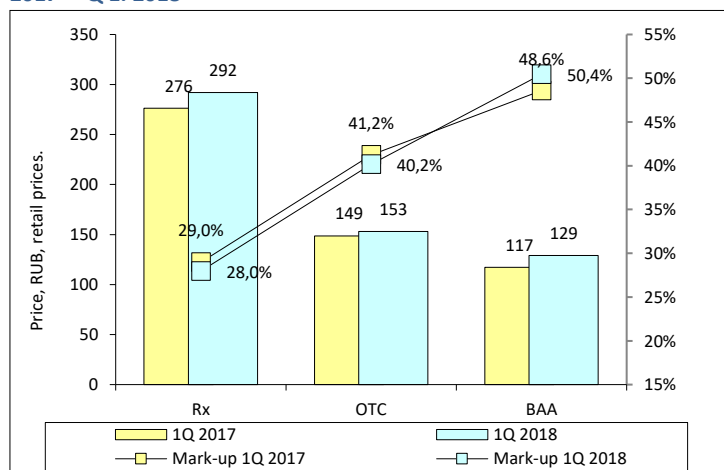
	March 2018 vs December 2017
CPI	100.7
CPI for non-food products	100.6

Indicators of price dynamics and retail margins

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

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

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



Indicators of the dynamics and structure of the market

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

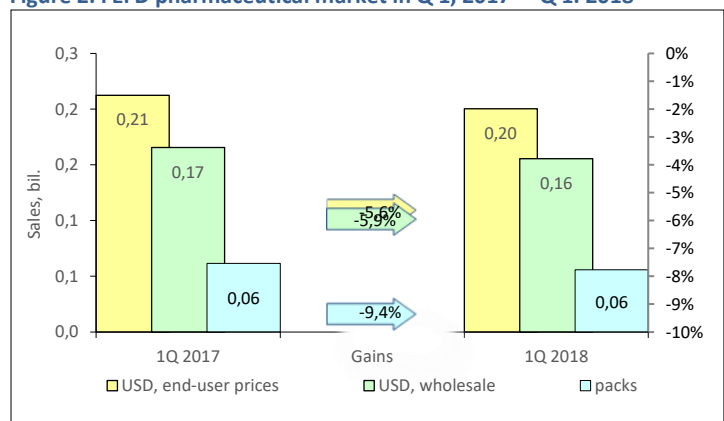


Figure 3. Structure of FEFD pharmaceutical market by major segments in Q 1, 2017 – Q 1. 2018

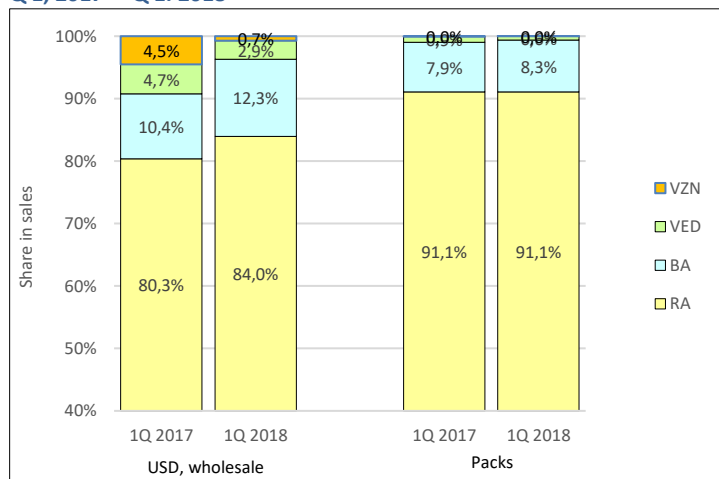


Figure 4. Structure of the retail segment of FEFD pharmaceutical market in Q 1, 2017 – Q 1. 2018

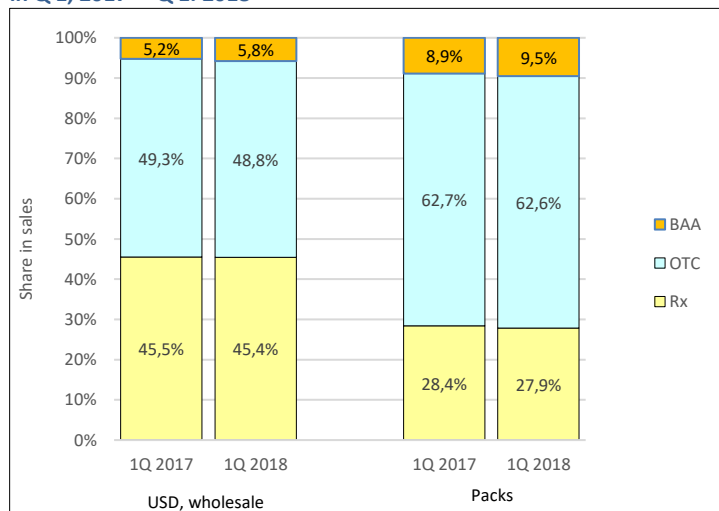


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of FEFD pharmaceutical market in Q 1, 2017 – Q 1. 2018

