

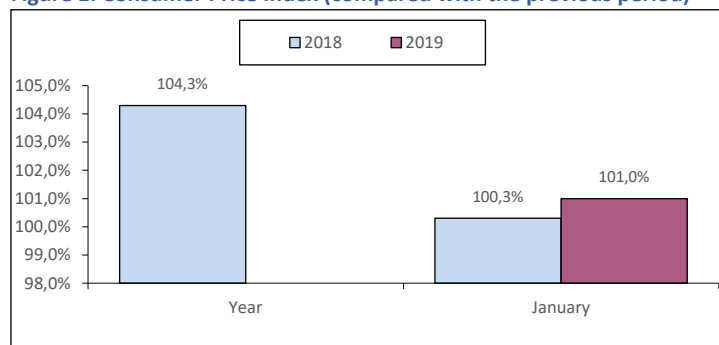
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated at 101.0% in January 2019 as compared to the previous month,

In January of 2019, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 96.7%, as in the month-earlier period (December 2018).

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



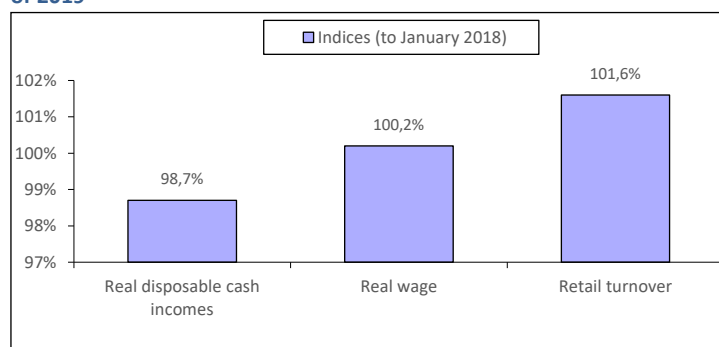
Living standard

According to preliminary Federal State Statistics Service's data, at the end of January of 2019 a gross monthly average wage per worker reached RUB 41,120 (USD 610.72), which accounted for 74% compared to the previous month and 105.2% compared to January 2018. In January 2019, the real wage accounted for 100.2%, as compared to January 2018, and 73.3% against December 2018. In January 2019, the real disposable cash incomes accounted for 98.7% as compared with January in 2018, and 50.0% as compared with the previous period (Figure 2).

Retail turnover

In January 2019, the retail turnover was equal to RUB 2489.3 bil. or 101.6% as compared to the previous period of 2018 (in comparable prices) (Fig. 2).

Figure 2. Real values of cash income, wage and retail turnover in January of 2019



Industrial Production

According to Federal State Statistics Service's data, Industrial Production Index accounted for 101.1% in January 2019 compared to the same period in the previous year, and 78.5% as compared to December 2018.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in January 2019 accounted for 116.9% compared to the relevant period of 2018, and 80.4% against December 2018.

Domestic production

Table 1 provides the top 10 domestic pharmaceutical manufacturers according to their volumes of sales in all segments of the market based on the results for January 2019.

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

Rank	Manufacturer	RUB mil.
1	Otcpharm	1922.7
2	Valenta	1138.5
3	Biocad	1011.6
4	Pharmstandart	987.2
5	Stada	948.0
6	Akrikhin Pharma	732.3
7	Materia Medica	650.7
8	Sotex	645.7
9	Veropharm	603.8
10	Generium	591.7

Source - Remedium according to IQVIA data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. Sales (in terms of roubles) increased in all regions in December 2018, compared to the previous month. The most pronounced growth in sales was observed in Moscow (+18%), the lowest one in Perm (+4%). Two regions, Krasnodar Krai (-4%) and Tatarstan (-0.3%) showed decrease in sales.

Table 2. Pharmacy sales in the regions, 2018

Region	Pharmacy sales, \$ mil. (wholesale prices)			Growth gain, % (roubles)		
	October 2018.	November 2018	December 2018	October/September 18	November/October 18	December/November 18
Moscow	165.4	162.7	188.4	7%	-1%	18%
St. Petersburg	57.3	57.7	63.6	3%	1%	12%
Krasnodar Krai	31.8	29.7	28.0	-11%	-6%	-4%
Krasnoyarsk Krai	25.3	24.7	27.8	1%	-2%	14%
Tatarstan	17.8	18.3	17.9	-8%	3%	-0.3%
Rostov Region	20.4	19.8	21.6	6%	-3%	11%
Novosibirsk Region	20.3	19.3	20.8	12%	-5%	9%
Voronezh Region	13.4	13.1	14.6	0.3%	-2%	13%
Perm	6.9	7.0	7.1	-7%	2%	4%
Tyumen	6.2	5.7	6.4	-2%	-8%	14%

Advertising

The largest advertisers and pharmaceutical brand names highly publicized in mass media (TV, radio, press, outdoor advertising) are shown in Tables 3 & 4.

Table 3. Top five advertisers in mass media in January 2019

Rank	Company*	Quantity of broadcasts
1	GSK Consumer Healthcare	14,186
2	Bayer	13,346
3	Otcpharm	11,866
4	Johnson & Johnson	9,473
5	Sanofi	9,016

Source - Remedium according to Mediascope's data

Table 4. The top five brands in mass media in January 2019

Rank	Brand*	Quantity of broadcasts
1	Cycloferon	4,409
2	Evalar	4,163
3	Espumisan	3,569
4	Polyoxidoni	3,165
5	ACC	3,028

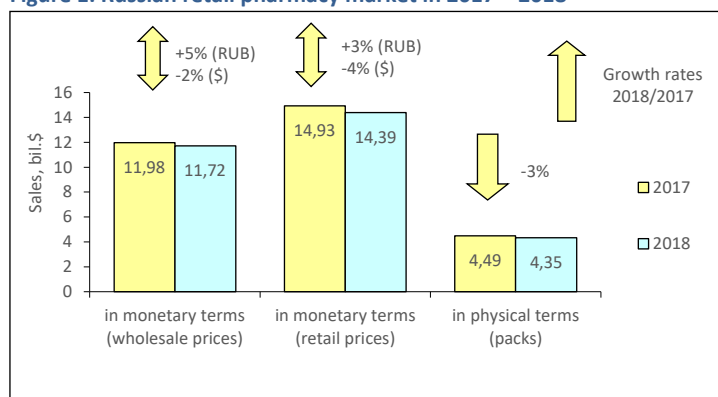
Source - Remedium according to Mediascope's data

* Only products registered with State Register of Medicines were considered

RUSSIAN PHARMACY FPP DRUG MARKET: 2018 RESULTS

According to the results of the Retail Audit of Finished Pharmaceutical Products (FPP) in Russian FederationTM, at year-end 2018 of drugs in physical terms in the country saw a 3% decrease to 4.345 bil. Packs as compared to 2017. In money terms, the market saw a 5% increase in terms of roubles and 2% decrease in terms of dollars. At the same time, the market volume reached RUB 731.744 bil. (USD 11.718 bil.) at wholesale prices (Fig.1). The average cost of a pack decreased as compared to a year earlier (USD 3.33) and reached USD 3.31 at retail prices. At the end of 2018, consumer spending for drugs in Russia averaged to USD 97.98, whereas during the same period a year ago it averaged to USD 101.72.

Figure 1. Russian retail pharmacy market in 2017 – 2018



At end of 2018 the manufacturers BAYER (+3%¹), SANOFI (-1%), TEVA (-0.3%) and SERVIER (+6%) continued to take a lead in the top ten manufacturers ranking on the Russian pharmacy market as in a year-earlier period (Table 1). However, it should be noted that a market share of the top three manufacturers reduced: a share of the leader due to lagging behind the growth rates and shares of SANOFI and TEVA due to reduction in purchases. ABBOTT (+7%), BERLIN-CHEMIE/MENARINI and GLAXOSMITHKLINE (+4% each) also held their previous ranks from seven through nine, respectively. The remaining three of the top 10 drug manufacturers changed their ranks; moreover, two of them improved them. SANDOZ (+5%) moved up to rank five from six, displacing the less dynamic OTCPHARM (+2%) down one rank. The only newcomer of the top ten GEDEON RICHTER (+2%) broke into the ranks of the top ten, moving up to rank ten. In total, the top ten ATC groups accumulated 33.8% of the Russian market, whereas in the year-earlier period - 34.4%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten	2018	2017	Manufacturer*	Share in total pharmacy sales, %	
				2018	2017
1	1		BAYER	5.0	5.1
2	2		SANOFI	4.4	4.7
3	3		TEVA	3.8	4.0
4	4		SERVIER	3.5	3.5
5	6		SANDOZ	3.1	3.1
6	5		OTCPHARM	3.1	3.2
7	7		ABBOTT	2.9	2.8
8	8		BERLIN-CHEMIE/MENARINI	2.8	2.8
9	9		GLAXOSMITHKLINE	2.7	2.7
10	11		GEDEON RICHTER	2.6	2.6
Total				33.8	34.4

*AIPM members are in bold

XARELTO (+37%) became the leader in terms of sales and growth rates of the market among the top ten brands in the retail market of the country, moving up to rank one from five (Table 2). The other four brands from the top ten brands ranking developed their markets at a fast pace: DETRALEX (+9%) held its previous rank two, and MEXIDOL (+7%), INGAVIRIN (+11%) and MIRAMISTIN (+7%) moved up to ranks six, eight and ten respectively. On top of that, the latter broke into the ranks of the top 10 ranking for the first time. The brand ACTOVEGIN (+4%) also managed to move up one rank, coming in at number five. NUROFEN and CONCOR (+1% each) that showed low growth rates, and CARDIOMAGNYL (+0.3%), in contrast, moved down to the lower ranks, three, four and ten, respectively. The brand KAGOCEL (+3%) held its previous rank seven. The total share of the top 10 increased from 6.5% to 6.7%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten	2018	2017	Brand	Share in total pharmacy sales, %	
				2018	2017
1	5		XARELTO	0.9	0.7
2	2		DETRALEX	0.7	0.7
3	1		NUROFEN	0.7	0.7

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

Rank in the top ten	2018	2017	Brand	Share in total pharmacy sales, %	
				2018	2017
4	3		CONCOR	0.7	0.7
5	6		ACTOVEGIN	0.7	0.7
6	9		MEXIDOL	0.6	0.6
7	7		KAGOCEL	0.6	0.6
8	10		INGAVIRIN	0.6	0.6
9	8		CARDIOMAGNYL	0.6	0.6
10	11		MIRAMISTIN	0.6	0.5
Total				6.7	6.5

The top ten INNs and grouping names ranking showed high stability: eight INNs held their own in the ranking (Table 3). Among them are XYLOMETAZOLINE (-1%), IBUPROFEN (+7%), DIOSMIN*HESPERIDIN (+14%), PANCREATIN (+4%), BISOPROLOL (+6%) and NIMESULIDE (+5%) from the top part of the ranking and BLOOD (+3%) and ETHYLMETHYLHYDROXYPYRIDINE (+5%) rounding out the top ten. The changes only affected ranks seven and eight. The only newcomer of the top ten RIVAROXABAN (+37%) broke into the ranks of the top ten, coming in at number seven, displacing ROSUVASTATIN (+1%) down one rank. The total share of the top 10 increased from 9.6% to 9.8%.

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

Rank	2018	2017	INNs/Grouping Names	Share in total pharmacy sales, %	
				2018	2017
1	1		XYLOMETAZOLINE	1.6	1.7
2	2		IBUPROFEN	1.1	1.1
3	3		DIOSMIN*HESPERIDIN	1.1	1.0
4	4		PANCREATIN	1.0	1.0
5	5		BISOPROLOL	1.0	1.0
6	6		NIMESULIDE	0.9	0.9
7	12		RIVAROXABAN	0.9	0.7
8	7		ROSUVASTATIN	0.8	0.9
9	9		BLOOD	0.7	0.7
10	10		ETHYLMETHYLHYDROXYPYRIDINE	0.7	0.7
Total				9.8	9.6

In contrast to the above rankings, the top ten ATC-group ranking did not change in composition (Table 4). Its leaders also held their own in the ranking: The groups M01 Anti-inflammatory and antirheumatic products (+2%) and C09 Agents acting on the rennin-angiotensin system (+9%) as before held their previous top two ranks in the ranking. The shifts took place in the lower part of the top ten. The groups G03 Sex hormones (+6%), B1 Antithrombotic agents (+18%) and A07 Antidiarrheals, intestinal anti-inflammatory/anti-infective agents (+4%) moved up to ranks three, five and nine ranks, respectively. At the same time, the groups with low growth rates: R01 Nasal preparations (+1%), J01 Antibacterials for systemic use, J05 Antivirals for systemic use and R05 Cough and cold preparations (+2% each), and N02 Analgesics (-3%) that reduced their sales, lost one rank each. In total, the top ten ATC groups accumulated 36.2%, whereas in the year-earlier period they accounted for 36.4%.

Table 4. The top ten ATC Groups by pharmacy sales

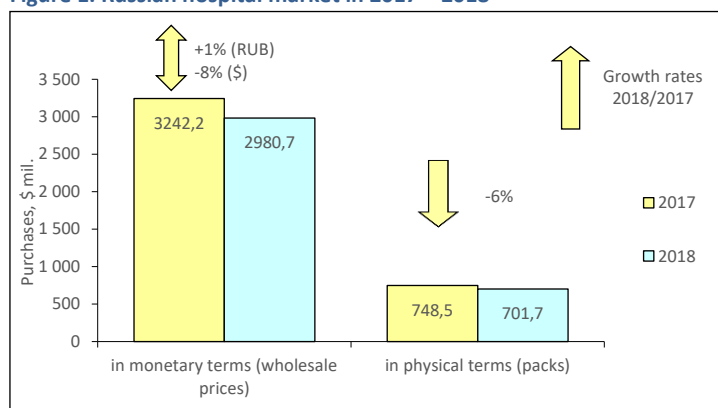
Rank	2018	2017	ATC code	ATC group	Share in total pharmacy sales, %	
					2018	2017
1	1		M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.8	5.0
2	2		C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.6	4.4
3	4		G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.7	3.7
4	3		R01	NASAL PREPARATIONS	3.6	3.8
5	8		B01	ANTITHROMBOTIC AGENTS	3.6	3.2
6	5		J01	ANTIBACTERIALS FOR SYST USE	3.5	3.6
7	6		N02	ANALGESICS	3.2	3.5
8	7		J05	ANTIVIRALS FOR SYSTEMIC USE	3.2	3.2
9	10		A07	ANTIDIARR.,INTEST. ANTIINFL./ANTIINFECT. AGENTS	3.0	3.0
10	9		R05	COUGH AND COLD PREPARATIONS	3.0	3.0
Total					36.2	36.4

Conclusion. Based on the results for 2018, the retail pharmacy market of the country brought in RUB 898.626 bil. (USD 14.391 bil.), which is by 3% in terms of roubles and 4% in terms of dollars less than in 2017. In pack terms, the market reduced by 3% compared to the previous year and amounted to 4.345 bil. packs. Based on the results for 2018, the average cost of a FPP pack in the Russian pharmacies was USD 3.31, whereas in 2017 it was USD 3.33. The average expenses of the Russian Federation residents for purchase of OTC drugs in pharmacies reduced as compared to the previous year (USD 97.98 vs. USD 101.72).

RUSSIAN FEDERATION HOSPITAL MARKET: 2018 RESULTS

According to the results of the Budget Audit of FPPs in the Russian Federation (without DLO and regional benefit)[™], based on the results for 2018 the national hospital market reduced by 6% in physical terms and amounted to 701.707 mil. packs. In money terms, the market increased by 1% in terms of roubles, but showed negative growth rates (-8%) in terms of dollars, and reached RUB 190.475 bil. (USD 2.981 bil.) at wholesale prices. Based on the results for 2018, the average cost of an FPP pack in the hospital sector of the Russian Federation was USD 4.25, whereas in the year-earlier period its cost was USD 4.33.

Figure 1. Russian hospital market in 2017 – 2018



Based on the results for 2018, the manufacturers PFIZER (-3%) and ABBVIE (+11%) held their leading positions in the hospital market of the country, despite the negative growth rates of the former (Table 1. BIOCAD (+44%) that showed the highest rates among the top-10 manufacturers moved up to rank three from eight. Another five manufacturers developed their markets by outstripping rates: PHARMASYNTEZ (+24%), MSD (+7%) and VEROPHARM (+28%) held their own in the ranking, whereas MICROGEN (+26%) and NOVARTIS (+10%) moved up one rank. Note that the latter became the only newcomer of the top-10. At the same time, JOHNSON & JOHNSON (-5%) and SANOFI (-14%) that reduced their purchases, in contrast, moved down to ranks six and eight, respectively. The total share of the top ten manufacturers increased by almost four p.p. and accounted for 38.2%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
2018	2017		2018	2017
1	1	PFIZER	4.8	5.0
2	2	ABBVIE	4.8	4.3
3	8	BIOCAD RF	4.6	3.2
4	4	PHARMASYNTEZ	4.5	3.7
5	6	MICROGEN	4.4	3.5
6	3	JOHNSON & JOHNSON	3.6	3.8
7	7	MSD	3.5	3.3
8	5	SANOFI	3.0	3.5
9	9	VEROPHARM	2.7	2.2
10	11	NOVARTIS	2.3	2.1
Total			38.2	34.5

*AIPM members are in bold

Bases on the results for 2018, SOVIGRIPI (+52%) became the most in-demand brand in the hospital market of Russia, moving up to rank number one from four (Table 2. It displaced PREVENAR 13 (-0.2%), NATRIUM CHLORIDUM (-9%) and KALETRA (+5%) down one rank. ISENTRESS (-11%) held its previous rank five. Four newcomers broke into the ranks of the bottom part of the top-10 ranking. The brands HERTICAD (+96%), AVEGRA (3.2-fold growth in purchases), EVIPLERA (2.9-fold growth) and SIMANOD (+99%) moved up to ranks six and the last three ranks of the top ten ranking. At the same time, the less dynamic INTELENCE that reduced its purchases by 16% moved down one rank, coming in at rank seven. The total share of the top 10 trade names increased from 14.3% to 17.1%.

Table 2. The top 10 brands by hospital purchases

Rank in the top ten		Brand	Share in total hospital purchases, %	
2018	2017		2018	2017
1	4	SOVIGRIPI	3.0	2.0
2	1	PREVENAR 13	2.8	2.8
3	2	NATRIUM CHLORIDUM	2.5	2.8
4	3	KALETRA	2.5	2.4
5	5	ISENTRESS	1.2	1.4
6	12	HERTICAD	1.2	0.6
7	6	INTELENCE	1.0	1.2
8	35	AVEGRA BIOCAD	1.0	0.3
9	33	EVIPLERA	1.0	0.3
10	21	SIMANOD	0.9	0.5
Total			17.1	14.3

Three newcomers broke into the ranks of the top ten INN and grouping names ranking (Table 3. TRASTUZUMAB (+54%), BEVACIZUMAB (2.6-fold growth in purchases) and MEROPENEM (+11%) moved up to ranks five, seven and eight. In addition, the other two INNs of the top ten rose in the ranks. INN VACCINE, INFLUENZA (+57%) and the composition LOPINAVIR + RITONAVIR (+7%) moved up one rank, to numbers one and three. The remaining INNs from the top ten ranking showed negative growth rates, which resulted in the loss of ranks by most of them. The former leader of the top ten, INN VACCINE, PNEUMOCOCCAL (-2%) and RALTEGRAVIR (-11%) placed at rank five, moved down one rank each. SODIUM (-9%) and ETRAVIRINE (-16%) lost two rating points each, moving down to ranks four and ten. Only INN ENOXAPARIN SODIUM (-5%) held its previous rank nine. The total share accumulated by the top-ten INNs and grouping names increased by slightly more than 2 p.p. to 18.9%.

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

Rank		INNs/Grouping Names	Share in total hospital purchases, %	
2018	2017		2018	2017
1	3	VACCINE, INFLUENZA	4.0	2.6
2	1	VACCINE, PNEUMOCOCCAL	3.1	3.1
3	4	LOPINAVIR*RITONAVIR	2.5	2.4
4	2	SODIUM	2.5	2.8
5	11	TRASTUZUMAB	1.5	1.0
6	5	RALTEGRAVIR	1.2	1.4
7	42	BEVACIZUMAB	1.0	0.4
8	13	MEROPENEM	1.0	0.9
9	9	ENOXAPARIN SODIUM	1.0	1.1
10	8	ETRAVIRINE	1.0	1.2
Total			18.9	16.8

Half of the top-10 ATC groups held their own in the ranking (Table 4. J07 Vaccines (+22%), J01 Antibacterials for systemic use (-7%), B05 Blood substitutes and perfusion solutions (-5%), B01 Antithrombotic agents (-2%) and V08 Contrast media (+5%) held previous ranks from three through seven, respectively. Due to the highest among the leaders growth rates, L01 Antineoplastic agents (+32%) moved up to rank one from two, displacing J05 Antivirals for systemic use (-5%) down one rank. In addition to the leader, the newcomer L04 Immunosuppressants (+15%) moved up to the higher positions, coming in at number eight. At the same time, J04 Antimycobacterials (+2%) and N01 Anaesthetics (-6%) moved down to the last two ranks of the ranking. In total, the top ten ATC groups accumulated 68.2% of the hospital market, whereas in the year-earlier period - 63.9%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
2018	2017			2018	2017
1	2	L01	ANTINEOPLASTIC AGENTS	16.1	12.3
2	1	J05	ANTIVIRALS FOR SYSTEMIC USE	12.4	13.1
3	3	J07	VACCINES	11.3	9.4
4	4	J01	ANTIBACTERIALS FOR SYST USE	7.9	8.5
5	5	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	6.0	6.3
6	6	B01	ANTITHROMBOTIC AGENTS	4.5	4.6
7	7	V08	CONTRAST MEDIA	2.8	2.7
8	11	L04	IMMUNOSUPPRESSANTS	2.6	2.3
9	8	J04	ANTIMYCOBACTERIALS	2.4	2.4
10	9	N01	ANESTHETICS	2.2	2.4
Total				68.2	63.9

Conclusion. At the end of 2018, the Russian hospital market showed low positive growth rates in rouble terms (+1%) and more pronounced negative growth rates in dollar terms (-8%) and brought in RUB 190.475 bil. (USD 2.981 bil.). In pack terms, the market reduced by 6% and amounted to 701.707 mil. packs. At the end of 2018, the average cost of a finished pharma product (FPP) pack in the Russian hospital sector amounted to USD 4.25 vs. USD 4.33 in the year earlier period.

PHARMACEUTICAL MARKET OF THE CENTRAL FEDERAL DISTRICT (CFD) IN 1-4 QUARTER 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	December-January 2018	December-January 2018 (%) vs. December-January 2017
Industrial production index		108.5
Retail turnover, RUB bil.	10,881.6	104.0
Monthly average accrued wage per one worker (nominal), RUB	54,470	110.6
real		106.9

Note: CFD TOGS data

Table 2. Inflation rates in the CFD, December 2018

	December 2018 as against December 2017
CPI	104.7
CPI for non-food products	104.5

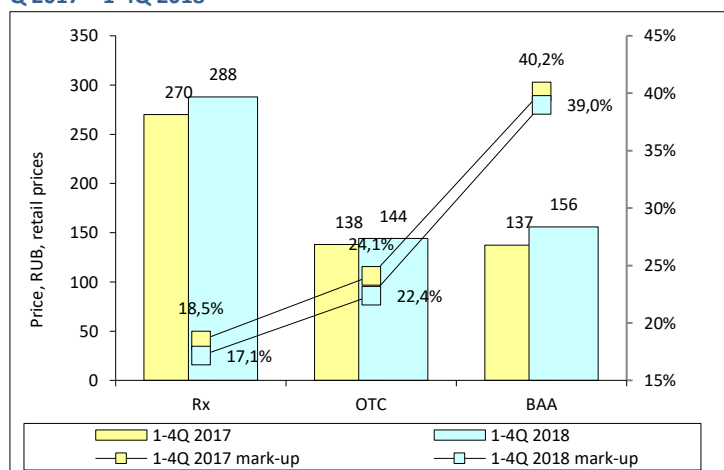
Indicators of price dynamics and retail margins

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

	Price dynamics in May 2018 to December 2017 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	0.8	1.2	0.0
Not more than RUB 50	0.2		
From RUB 50 to 500	0.9		
Over RUB 500	1.2		

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-4 Q 2017 – 1-4 Q 2018



Indicators of the dynamics and structure of the market²

Figure 2. CFD pharmaceutical market in 1-4 Q 2017 – 1-4 Q 2018

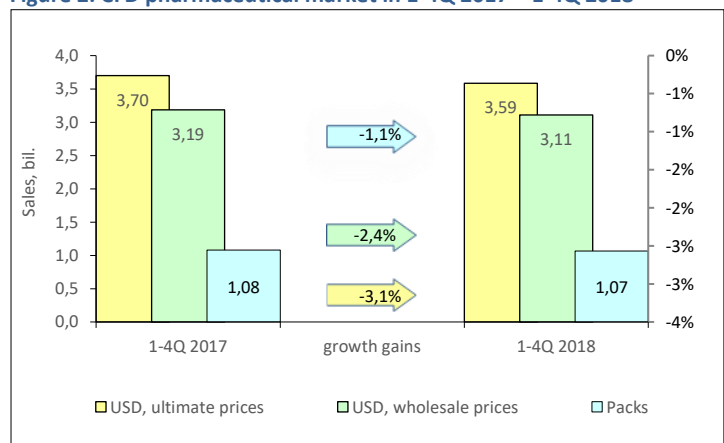


Figure 3. Structure of CFD pharmaceutical market by major segments in 1-4 Q, 2017 – 1-4 Q 2018

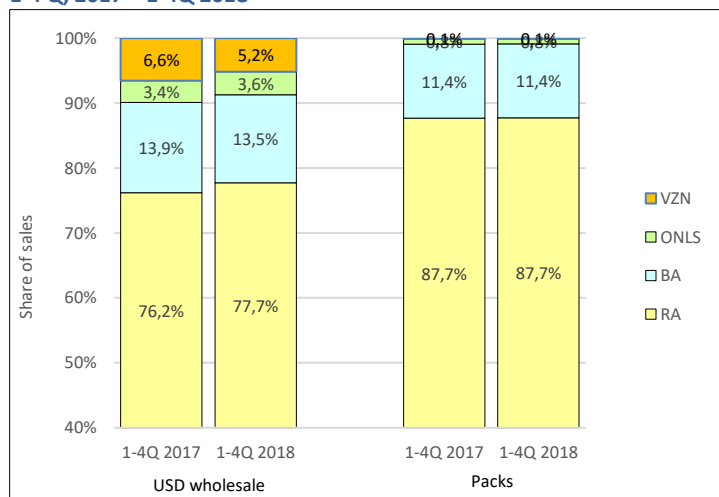


Figure 4. Structure of the retail segment of CFD pharmaceutical market in 1-4 Q 2017 – 1-4 Q 2018

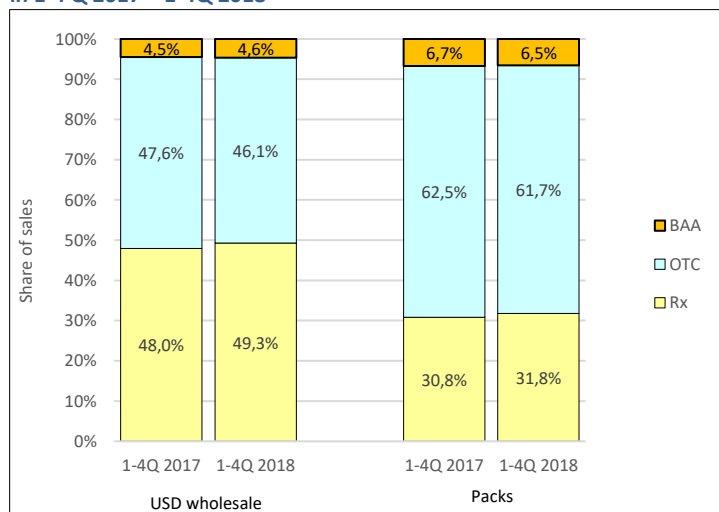
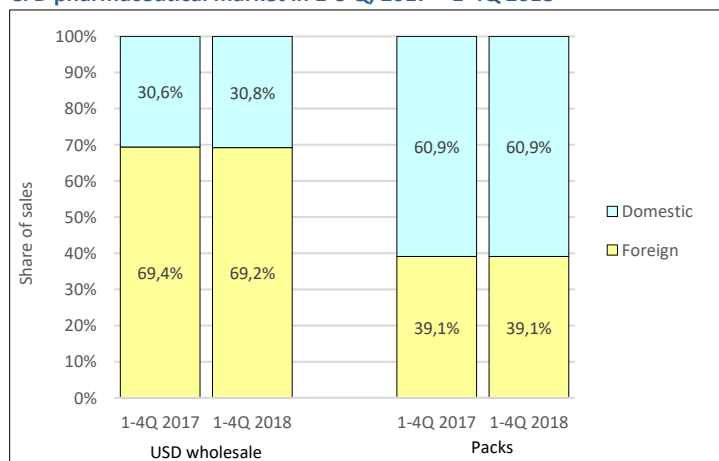


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of CFD pharmaceutical market in 1-3 Q, 2017 – 1-4 Q 2018



² Exclusive of Moscow

PHARMACEUTICAL MARKET OF THE NORTH-WESTERN FEDERAL DISTRICT (NWFD) IN 1-4 QUARTER 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	December-January 2018	December-January 2018 (%) vs. December-January 2017
Industrial production index		102.7
Retail turnover, RUB bil.	3,074.3	102.4
Monthly average accrued wage per one worker (nominal), RUB	49,469	110.1
real		107.0

Note: NWFD TOGS data

Table 2. Inflation rates in the NWFD, December 2017

	December 2018 as against December 2017
CPI	104.1
CPI for non-food products	104.1

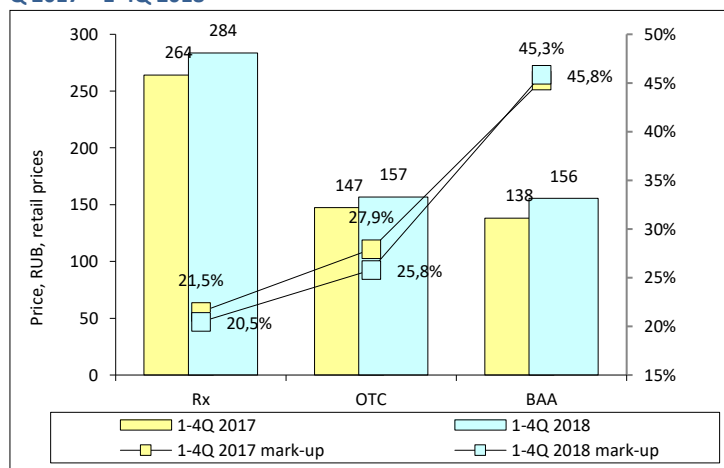
Indicators of price dynamics and retail margins

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

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-4 Q 2017 – 1-4 Q 2018



Indicators of the dynamics and structure of the market³

Figure 2. NWFD pharmaceutical market in 1-4 quarters 2017 – 1-4 Q 2018

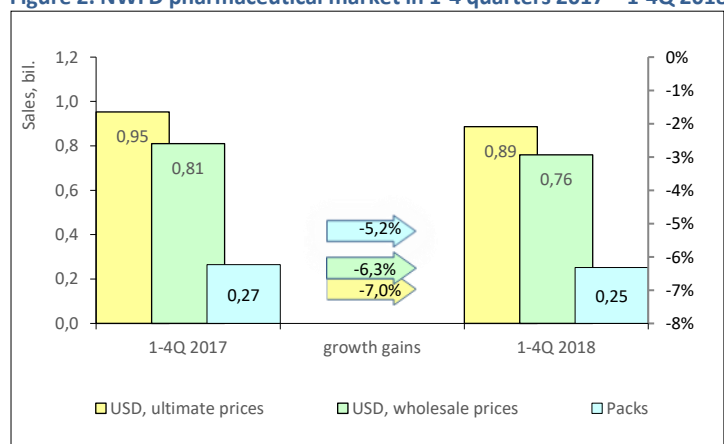


Figure 3. Structure of NWFD pharmaceutical market by major segments in 1-4 Q 2017 – 1-4 Q 2018

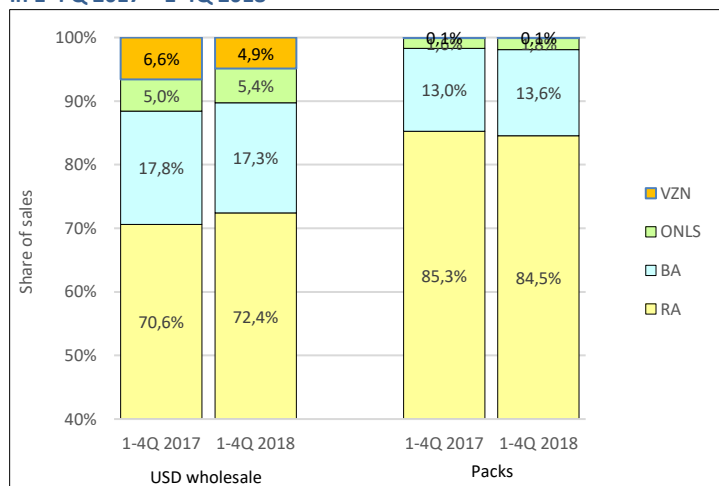


Figure 4. Structure of the retail segment of NWFD pharmaceutical market in 1-4 Q 2017 – 1-4 Q 2018

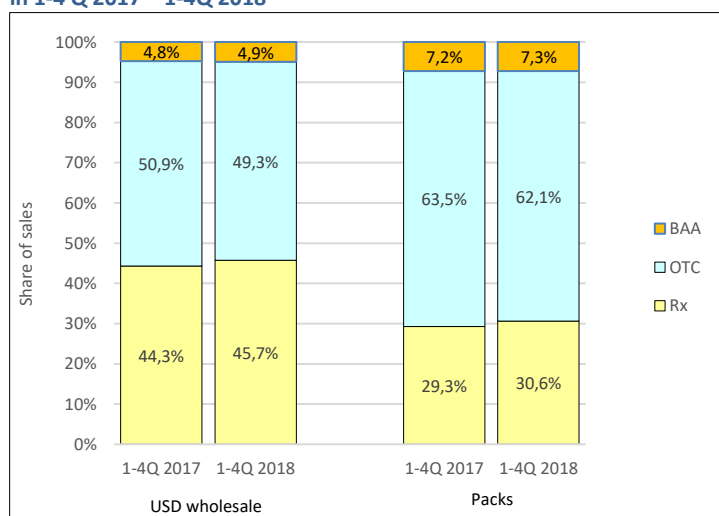
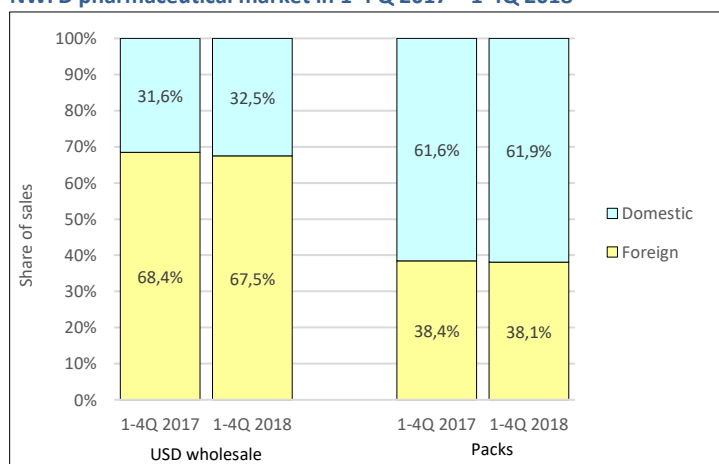


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of NWFD pharmaceutical market in 1-4 Q 2017 – 1-4 Q 2018



³ Exclusive of St. Petersburg

PHARMACEUTICAL MARKET OF THE VOLGA FEDERAL DISTRICT (VFD) IN 1-4 QUARTER 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	December-January 2018	December-January 2018 (%) vs. December-January 2017
Industrial production index		102.7
Retail turnover, RUB bil.	5,545.4	103.9
Monthly average accrued wage per one worker (nominal), RUB	31,849	108.8
real		106.1

Note: VFD TOGS data

Table 2. Inflation rates in the VFD, December 2018

	December 2018 as against December 2017
CPI	104.2
CPI for non-food products	104.1

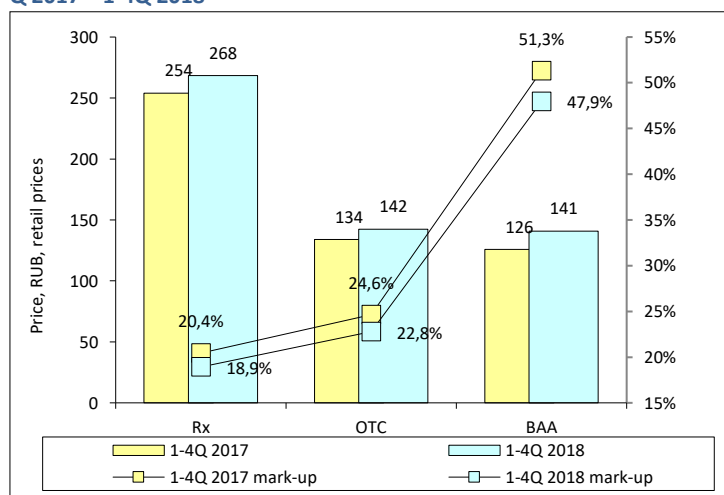
Indicators of price dynamics and retail margins

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

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-4 Q 2017 – 1-4Q 2018



Indicators of the dynamics and structure of the market

Figure 2. VFD pharmaceutical market in 1-4Q 2017 – 1-4Q 2018

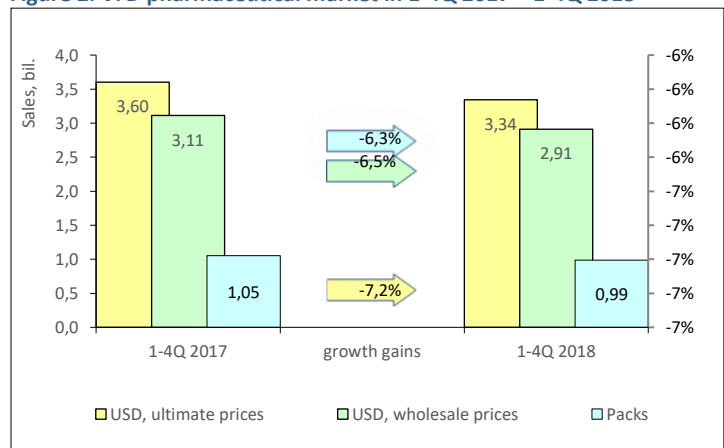


Figure 3. Structure of VFD pharmaceutical market by major segments in 1-4 Q 2017 – 1-4Q 2018

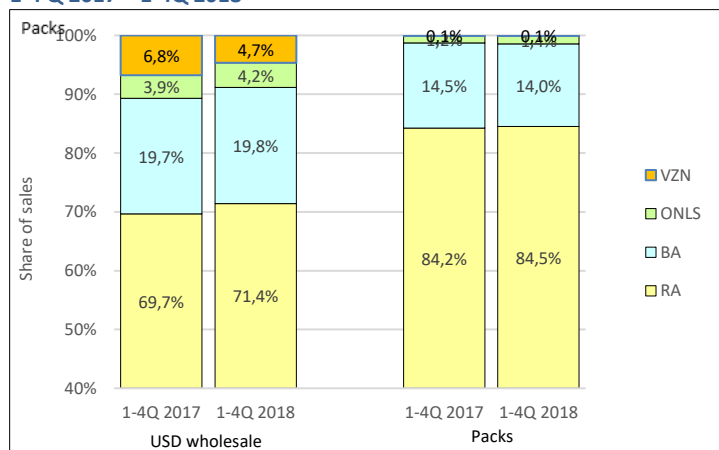


Figure 4. Structure of the retail segment of VFD pharmaceutical market in 1-4 Q 2017 – 1-4Q 2018

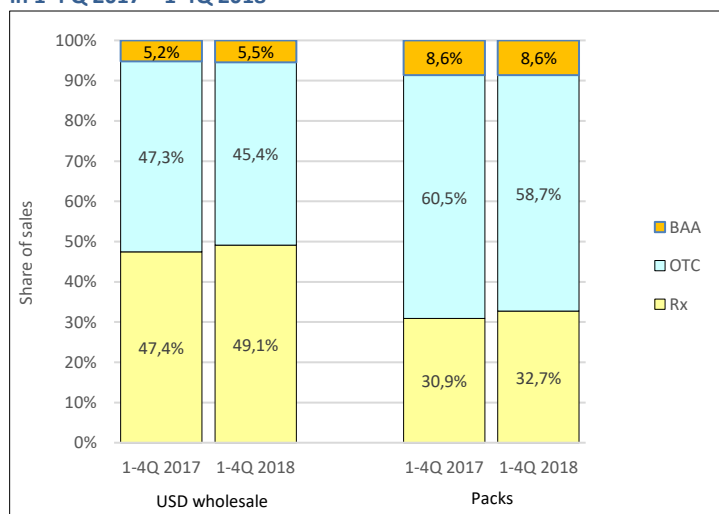
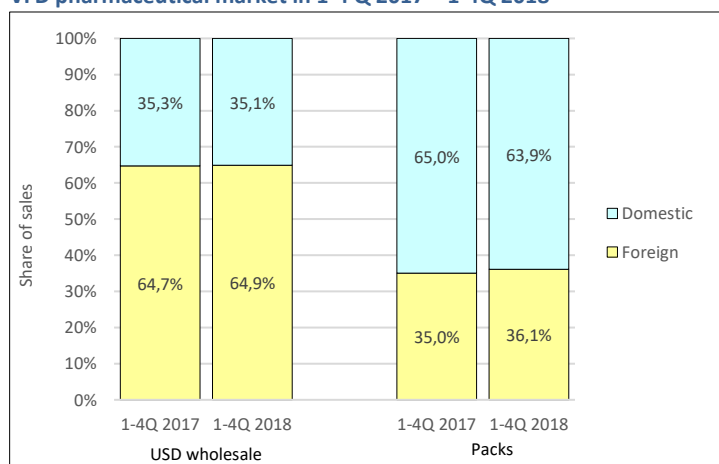


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of VFD pharmaceutical market in 1-4 Q 2017 – 1-4Q 2018



PHARMACEUTICAL MARKET OF THE URAL FEDERAL DISTRICT (URFD) IN 1-4 QUARTER 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	December-January 2018	December-January 2018 (%) vs. December-January 2017
Industrial production index		106.4
Retail turnover, RUB bil.	2,706.8	103.5
Monthly average accrued wage per one worker (nominal), RUB	47,572	107.9
real		105.3

Note: VFD TOGS data

Table 2. Inflation rates in the UrFD, December 2018

	December 2018 as against December 2017
CPI	103.3
CPI for non-food products	103.4

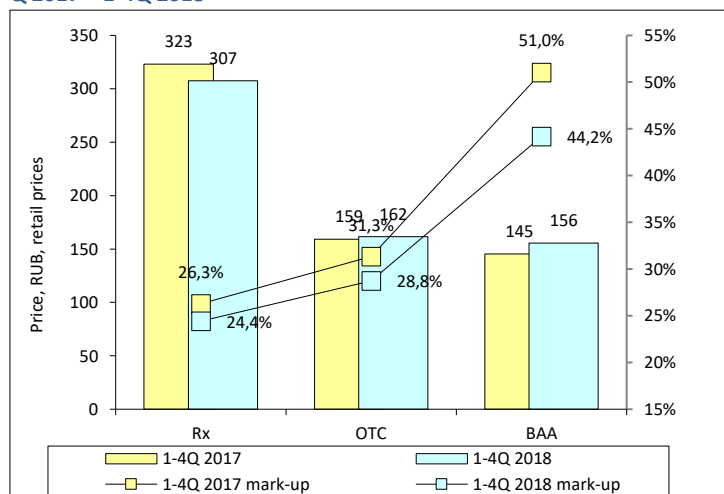
Indicators of price dynamics and retail margins

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

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-4 Q 2017 – 1-4Q 2018



Indicators of the dynamics and structure of the market

Figure 2. UrFD pharmaceutical market in 1-3 quarters, 2017 – 1-4Q 2018

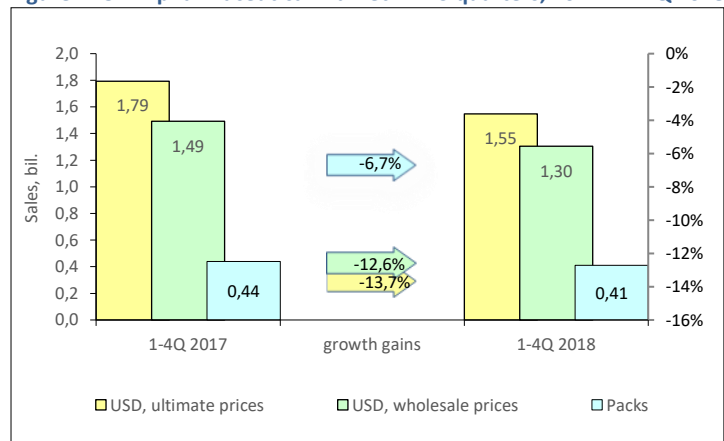


Figure 3. Structure of UrFD pharmaceutical market by major segments in 1-4 Q 2017 – 1-4Q 2018

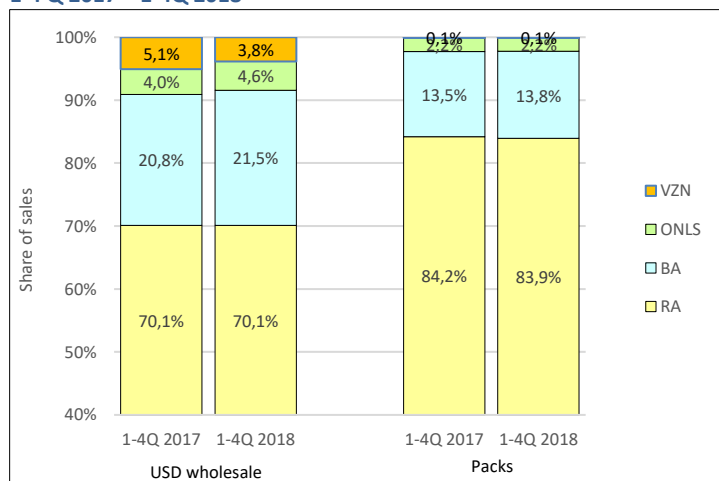


Figure 4. Structure of the retail segment of UrFD pharmaceutical market in 1-4 Q 2017 – 1-4Q 2018

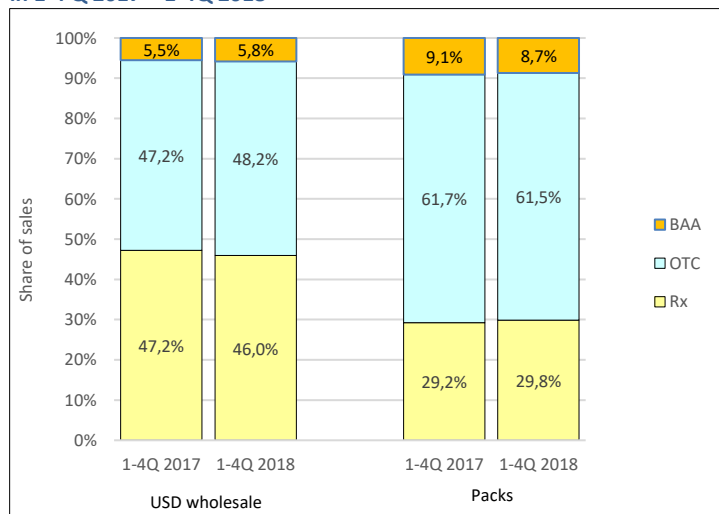
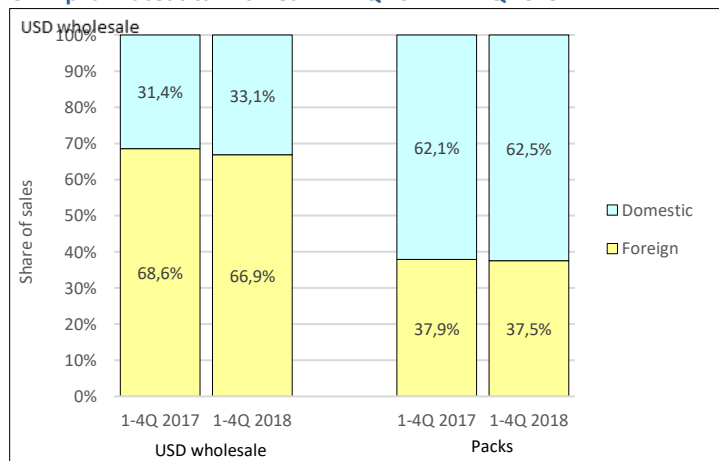


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of UrFD pharmaceutical market in 1-4 Q 2017 – 1-4Q 2018



PHARMACEUTICAL MARKET OF THE SIBERIA FEDERAL DISTRICT (SFD) IN 1-4 QUARTERS OF 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	December-January 2018	December-January 2018 (%) vs. December-January 2017
Industrial production index		103.4
Retail turnover, RUB bil.	2,713.0	102.2
Monthly average accrued wage per one worker (nominal), RUB	37,420	110.4
real		107.5

Note: SiFD TOGS data

Table 2. Inflation rates in the SiFD, December 2018

	December 2018 as against December 2017
CPI	104.3
CPI for non-food products	104.6

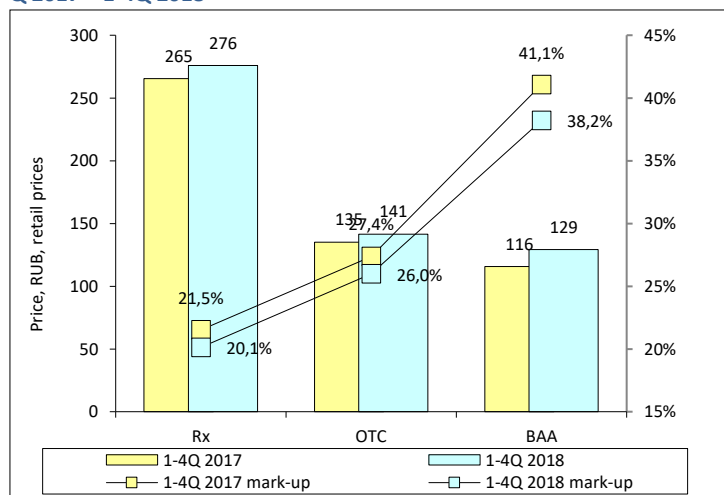
Indicators of price dynamics and retail margins

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

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-4 Q 2017 – 1-4 Q 2018



Indicators of the dynamics and structure of the market

Figure 2. SiFD pharmaceutical market in 1-4 Q 2017 – 1-4 Q 2018

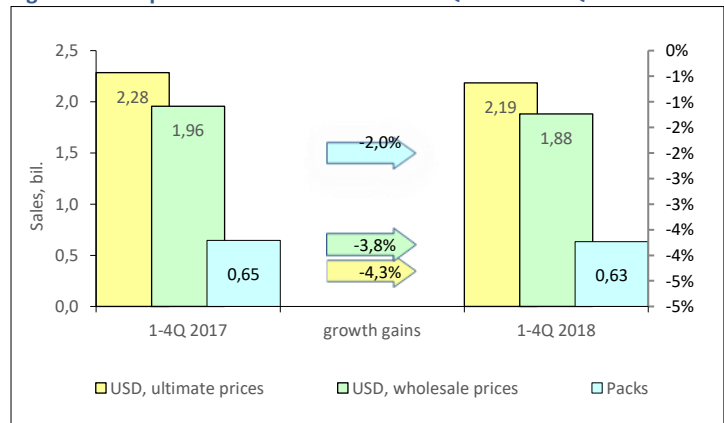


Figure 3. Structure of SiFD pharmaceutical market by major segments in 1-4 Q 2017 – 1-4 Q 2018

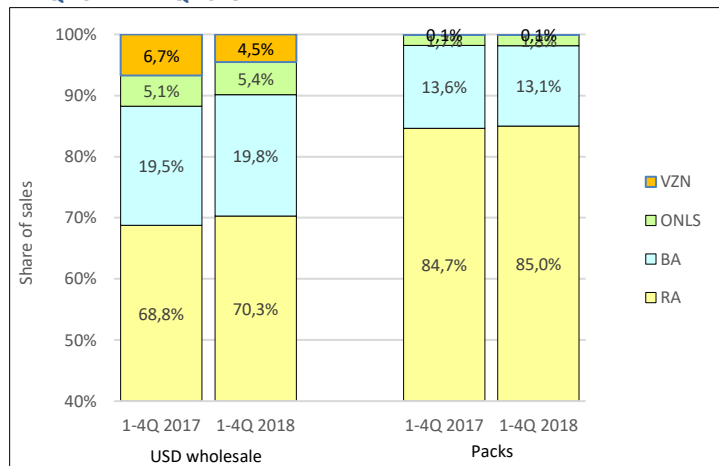


Figure 4. Structure of the retail segment of SiFD pharmaceutical market in 1-4 Q 2017 – 1-4 Q 2018

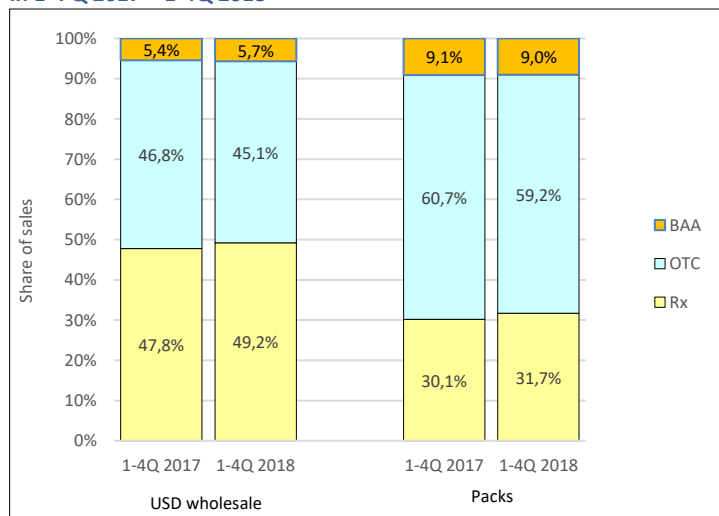
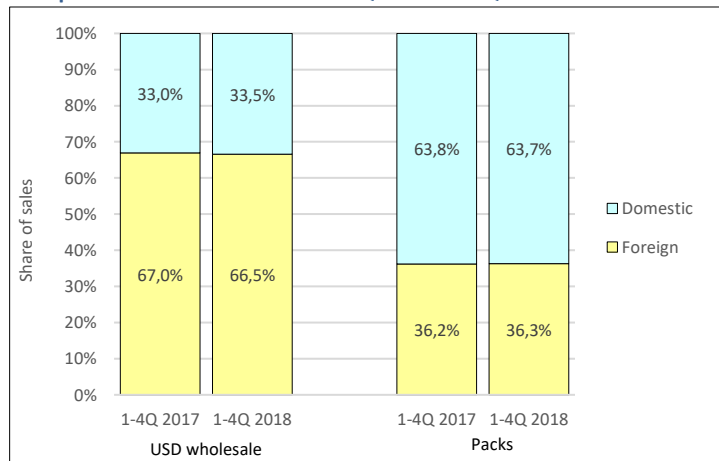


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SiFD pharmaceutical market in 1-4 Q 2017 – 1-4 Q 2018



PHARMACEUTICAL MARKET OF THE SOUTHERN FEDERAL DISTRICT (SoFD) IN 1-4 Q OF 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	December-January 2018	December-January 2018 (%) vs. December-January 2017
Industrial production index		105.7
Retail turnover, RUB bil.	3,288.9	103.5
Monthly average accrued wage per one worker (nominal), RUB	31,532	109.6
real		106.9

Note: SoFD TOGS data

Table 2. Inflation rates in the SoFD, December 2018

	December 2018 as against December 2017
CPI	104.5
CPI for non-food products	103.7

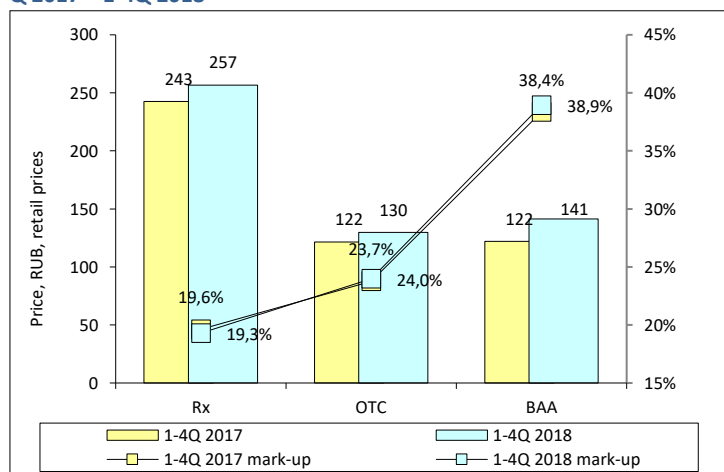
Indicators of price dynamics and retail margins

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

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-4 Q 2017 – 1-4Q 2018



Indicators of the dynamics and structure of the market

Figure 2. SoFD pharmaceutical market in 1-4 Q 2017 – 1-4Q 2018

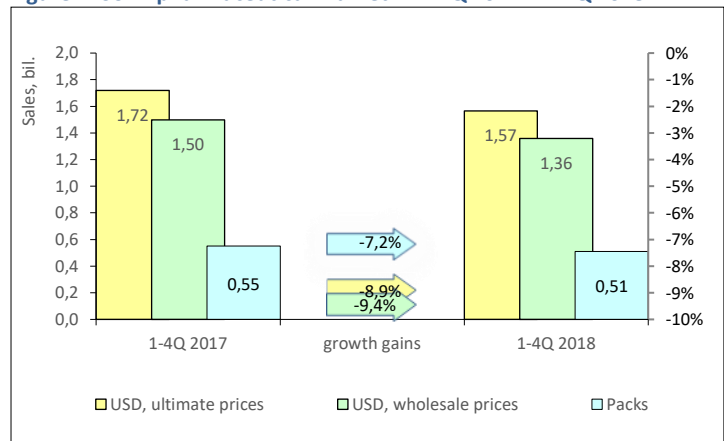


Figure 3. Structure of SoFD pharmaceutical market by major segments in 1-4 Q 2017 – 1-4Q 2018

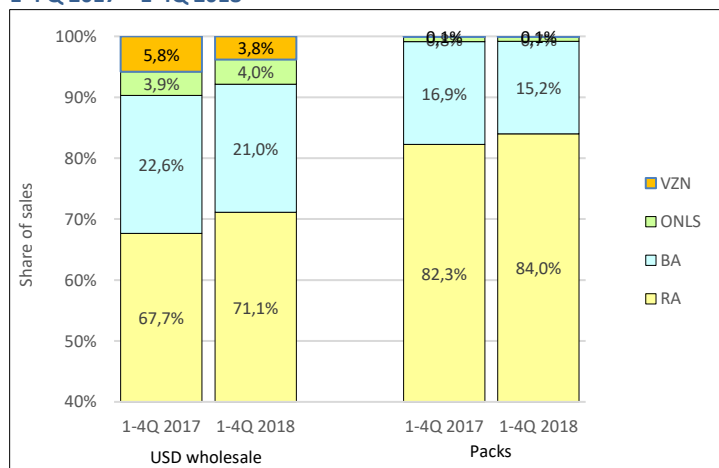


Figure 4. Structure of the retail segment of SoFD pharmaceutical market in 1-4 Q 2017 – 1-4Q 2018

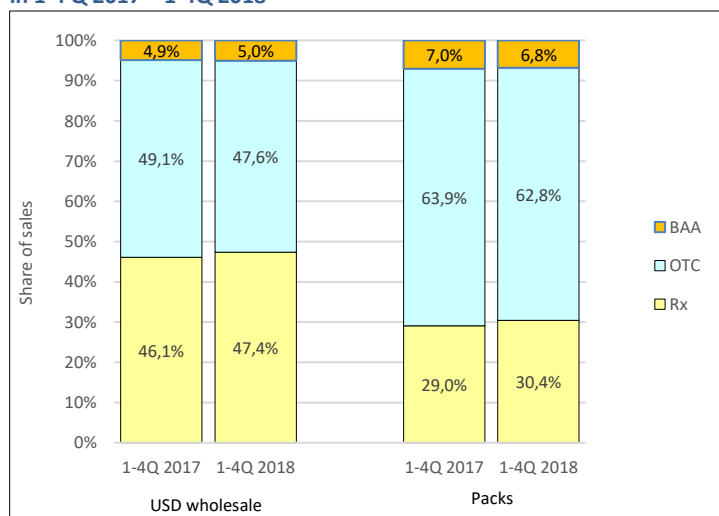
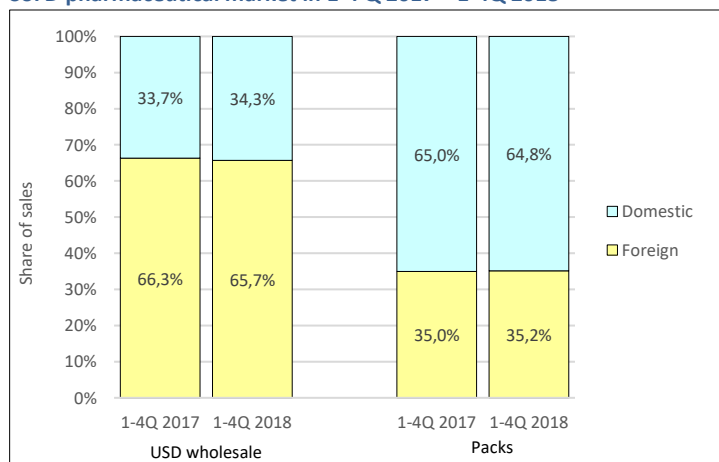


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of SoFD pharmaceutical market in 1-4 Q 2017 – 1-4Q 2018



PHARMACEUTICAL MARKET OF THE FAR EASTERN FEDERAL DISTRICT (FEFD) IN 1-4 QUARTERS OF 2018 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	December-January 2018	December-January 2018 (%) vs. December-January 2017
Industrial production index		104.4
Retail turnover, RUB bil.	1,738.2	103.0
Monthly average accrued wage per one worker (nominal), RUB	51,212	110.6
real		107.7

Note: FEFD TOGS data

Table 2. Inflation rates in the FEFD, December 2018

	December 2018 as against December 2017
CPI	103.8
CPI for non-food products	103.0

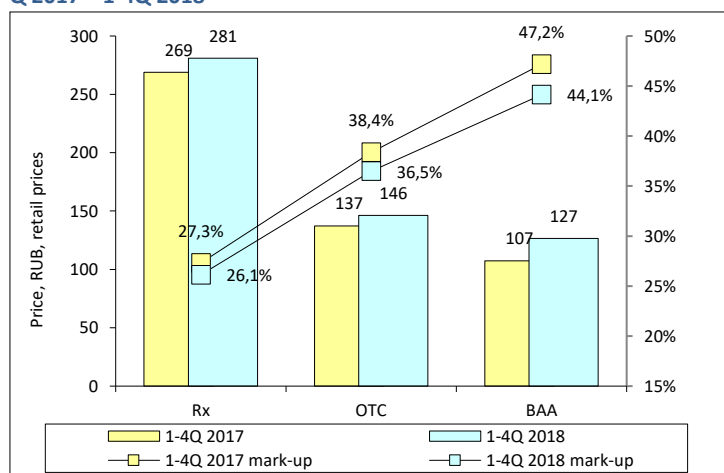
Indicators of price dynamics and retail margins

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

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

*Latest published data

Figure 1. Dynamics of weighted average prices and retail margins in 1-4 Q 2017 – 1-4Q 2018



Indicators of the dynamics and structure of the market

Figure 2. FEFD pharmaceutical market in 1-4Q 2017 – 1-4Q 2018

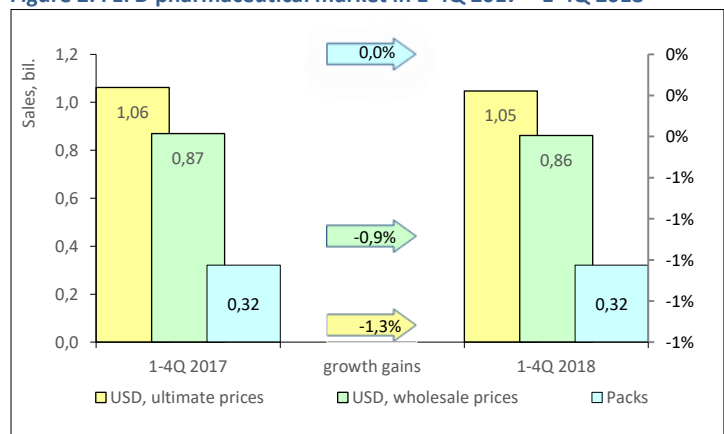


Figure 3. Structure of FEFD pharmaceutical market by major segments in 1-4 Q 2017 – 1-4Q 2018

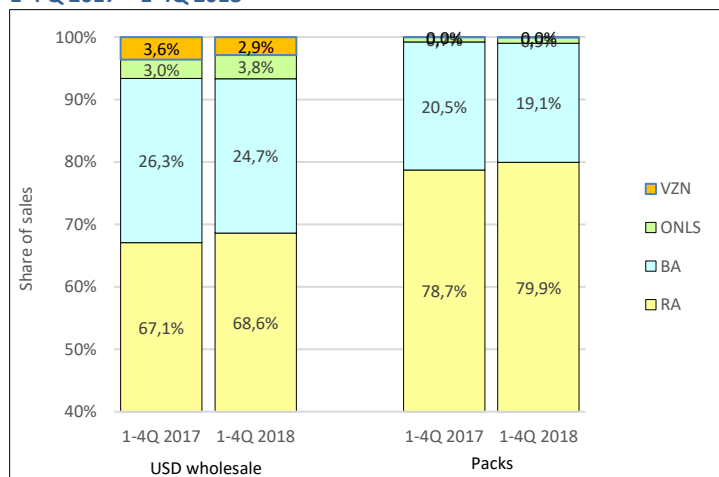


Figure 4. Structure of the retail segment of FEFD pharmaceutical market in 1-4 Q 2017 – 1-4Q 2018

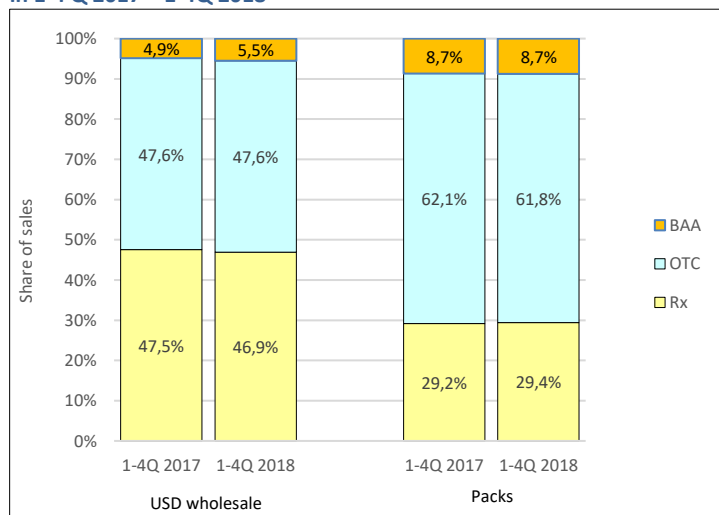


Figure 5. Dynamics of the Russian/ foreign drugs share in the structure of FEFD pharmaceutical market in 1-4 Q 2017 – 1-4Q 2018

