СОВМЕСТНАЯ ПУБЛИКАЦИЯ
АССОЦИАЦИИ МЕЖДУНАРОДНЫХ ФАРМАЦЕВТИЧЕСКИХ ПРОИЗВОДИТЕЛЕЙ И ГК РЕМЕДИУМ

РЕМЕДИУМ
ГРУППА КОМПАНИЙ

AIPM

Association of International Pharmaceutical Manufacturers

Ассоциация международных фармацевтических производителей

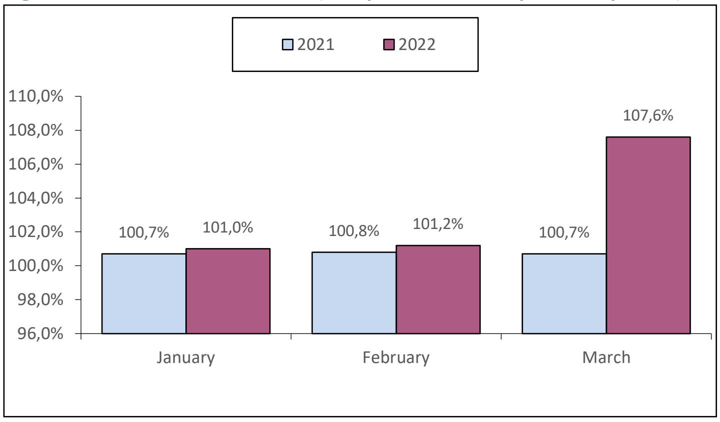
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 107.6% in March 2022 as compared to the previous month, 110.0% vs December 2020.

In March 2022, Industrial Producer Price Index was 105.9% as compared to the previous month, in the month-earlier period it had amounted to 103.9%. The index accounted for 110.0% against December of 2021.

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



Living standard

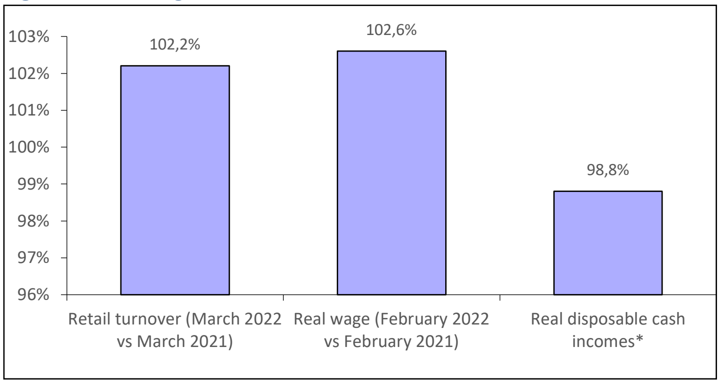
In February of 2022, a gross monthly average wage of corporate employees reached RUB 57344 (USD 741.45). and accounted for 112.0% as compared to February of 2021, and 102.0% as compared to the previous period. In February 2022, the real gross wage accounted for 102.6% as compared to February 2021, and 100.8% vs the prior period.

According to estimates[1], real disposable cash incomes decreased by 98.8% in the first half of 2022 as compared to the first half of 2021 (Fig. 2).

Retail turnover

In March 2022, the retail turnover was equal to RUB 3755.1 bil. or 102.2% (in comparable prices) against the respective period of the previous year, in the first quarter of 2022 - RUB 10241.9 bil. or 103.6% (Fig. 2).

Figure 2. Real wage and retail turnover



* I Quarter 2022 vs I Quarter 2021

Industrial Production

According to Federal State Statistics Service's data, Industrial Production Index accounted for 103.0% in March 2020 compared to the same period in the previous year, and 105.9% in January-March 2022.

According to Federal State Statistics Service's data, Industrial Production Index for drugs and medical products in March of 2022 accounted for 146.8% compared to the same period in 2021, and in January-March 2022 127.0% vs January-March 2021.

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 March of 2022.

Figure 1. The top ten Russian chemical and pharmaceutical manufacturers by sales volume in March 2022

Rank	Manufacturer	RUB mil.
1	Otcpharm	5225.4
2	Stada	4743.7
3	Biocad	4260.3
4	Promomed	3878.4
5	Pharmasyntez	2757.9
6	Binnopharm	2595.1
7	Pharmstandart	2345.4
8	R-Pharm	2164.2
9	Atoll	1886.5
10	Grotex	1684.9

Source - Remedium according to IQVIA's data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. Increase in sales (in terms of roubles) was reported in all regions in February 2022 compared to the previous month. The most significant reduction was observed in Voronezh region (+23%), the less significant - in Perm (+8%).

Table 2. Pharmacy sales in the regions, 2021-2022

Region	Pharmacy sales, $ mil. (wholesale prices)			Growth gain, % (roubles)		
	December 2021	January 2021	February 2022	December /November 21	January 22/ December 21	February/January 22
Moscow	235.2	178.8	201.2	20%	-22%	15%
St. Petersburg	105.7	81.6	90.4	16%	-21%	13%
Krasnodar Krai	61.4	49.3	58.3	21%	-17%	21%
Krasnoyarsk Krai	32.5	25.7	28.2	6%	-19%	12%
Tatarstan	30.6	23.8	26.5	4%	-20%	13%
Rostov Region	35.0	28.8	33.1	7%	-15%	17%
Novosibirsk Region	33.9	25.2	28.0	13%	-24%	13%
Voronezh Region	21.4	16.5	20.0	7%	-21%	23%
Perm	11.7	9.7	10.3	13%	-15%	8%
Tyumen	10.9	8.5	9.9	5%	-20%	19%

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 March of 2022

Rank	Company*	Quantity of broadcasts
1	Stada	11,714
2	Berlin-Chemie/Menarini	9,601
3	Materia Medica	8,352
4	Sanofi	7,878
5	Abbott Laboratories S.A.	7,735

Source - Remedium according to Mediascope's data

Table 4. Top five brands in mass media in March of 2022

Rank	Brand*	Quantity of broadcasts
1	Evalar	4,747
2	Ergoferon	3,417
3	Rengalin	3,005
4	Vitrum	2,859
5	Vitaprost	2,452

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.

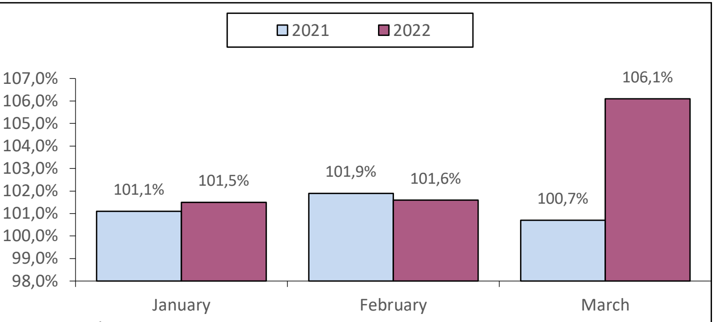
MACROECONOMIC INDICES OF THE REPUBLIC OF BELARUS

Inflation

According to data of the Committee for Statistics of the National Statistical Committee of Belarus, the Consumer Price Index was estimated at 106.1% in March 2022, 109.4% vs January-March 2021. The Consumer Price Index was 112.1% in January-March of 2022 as compared to 2021.

The Industrial Producer Price Index was 104.1% in March 2022 as compared to the previous month, and 106.6% vs December 2021. In Quarter I, 2022, the Industrial Producer Price Index was 114.9% as compared to 2020.

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



Source: Belstat

Living standard

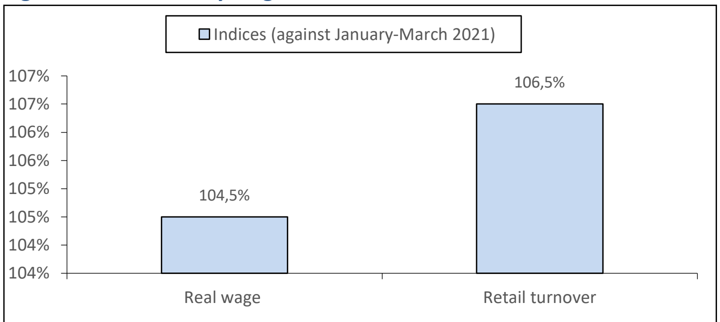
According to the preliminary Belstat's data, in March 2022 the average monthly nominal accrued wage of the corporate workers of the Republic of Belarus was equal to BYR 1,602.70 (USD 501.552) - BYR 1,553.70 (USD 558.58) in January-March 2022, which accounted for 115.1% and 117.1% against the same periods in 2021. In March 2022, the real wage accounted for 99,3% as compared to the same period in 2021, and 104.5% in January-March 2022 (Fig. 2).

According to Belstat's data, the real disposable cash incomes accounted for 102.2% in January-February of 2022 as against January-February 2021.

Retail turnover

In March 2022, the retail turnover was estimated at BYR 6,063.3 mil., which accounted for 119.6% as compared to the previous month and 111.0% as compared to the respective period of 2021. Based on the results for the first quarter of 2022, it amounted to RUB 15.6 bil. or 106.5% at comparable prices as compared to the first quarter of 2021 level (Fig. 2).

Figure 2. Real monthly wage and retail turnover, 2022



Source: Belstat

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 13,797.9 mil. in current prices in March of 2022, BYR 41.10 bil. in the first quarter of 2022, or 93.6% and 100.2% in comparable prices as compared to the respective period of 2021.

According to Belstat's data, in January-March of 2022 the pharmaceutical production output of essential pharmaceutical products and pharmaceutical preparations was estimated at BYR 512.7 mil., which accounted for 107.7% in comparable prices against the indicators of the same period in 2021.

[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.

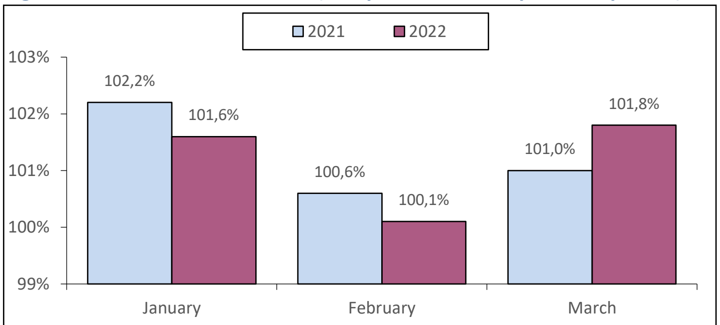
MACROECONOMIC INDICES OF THE REPUBLIC OF ARMENIA

Inflation

According to the National Statistics Committee of the Republic of Armenia, in March 2022 the consumer price index amounted to 101.8% against the previous month and 103.5% vs December 2021. The Consumer Price Index accounted for 107.0% in January-March of 2022 as compared to the same period in 2021.

The Industrial Producer Price Index was 102% in March 2022, as compared to the previous month, and 106.6% vs December 2021. In January-March of 2022, the index accounted for 111.3% as compared to 2021.

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



Source: National Statistics Committee of the Republic of Armenia

Living standard

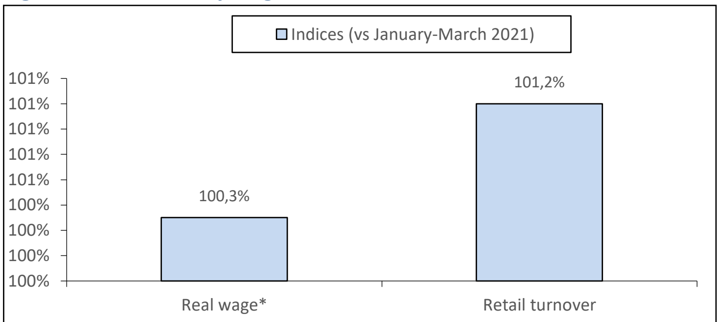
According to the preliminary data of the Statistics Committee of RA, in March 2022 the average monthly nominal wage of the workers of the Republic of Armenia was Dram 227173 (USD 457.13), which accounted for 110.0% compared to the previous period and 114.7% compared to the same period of 2021. In January – March of 2022, the average monthly nominal wage per worker was Dram 212767 (USD 437.43) or 109.6% against January-March of 2021.

The real salary in January – December 2021 accounted for 100.3% as compared with 2020, in March 2022 vs March 2021 (according to ECE) – 106,8% (Fig. 2).

Retail turnover

The retail turnover amounted to Dram 123,846.0 mil. in March of 2022, and Dram 340,040.2 mil. in January-March 2021, which accounted for 100.6% and 101.2% respectively, as compared to the same period of the previous year (Fig. 2).

Figure 2. Real monthly wage and retail turnover, 2022



Source: Statistics Committee of the Republic of Armenia

* - data for 2021.

Industrial Production

According to the preliminary data of Statistics Committee of the Republic of Armenia, in March of 2022 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 187562.6 mil., and AMD 550722.1 mil. in January - March 2022 or 93.1% and 103.1% against the same periods in 2021, respectively.

According to Statistics Committee of the Republic of Armenia, the manufacture of basic pharmaceutical products and drugs was estimated at AMD 973.2 mil. in March of 2022, and AMD 2,678.5 mil. from the beginning of the year, which accounted for 74.9% and 86.8% as compared to the respective periods 2021.

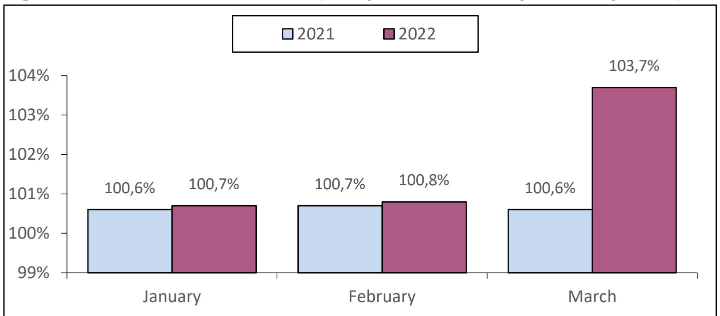
MACROECONOMIC INDICES OF THE REPUBLIC OF KAZAKHSTAN

Inflation

According to the Bureau of National Statistics of the Agency for Strategic Planning and Reforms of the Republic of Kazakhstan, in March of 2022 the Consumer Price Index was estimated at 103.7% as compared to the prior month, 105.2% vs December 2021. In January-March of 2022, the Index reached 109.8% as compared to the same period of 2021.

The Industrial Producer Price Index was 112.4% in March 2022 as compared to the previous month, 115.9% vs December 2021. In January-March of 2022, the prices of manufacturers of industrial products increased by 142.1% as compared to 2021.

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



Source: Bureau of National Statistics of the Republic of Kazakhstan

Living standard

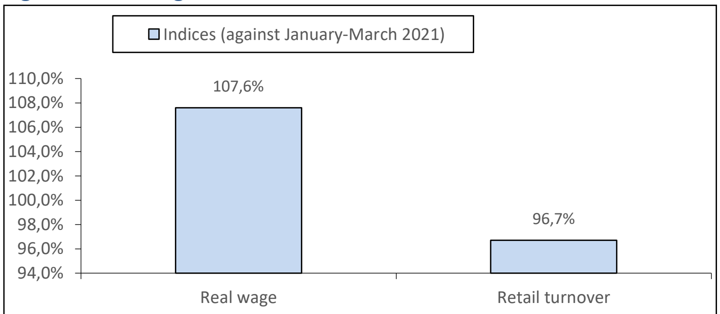
According to the preliminary data of the Bureau of National Statistics of RK, the gross monthly average nominal wage per worker reached KZT 275438 (USD 554.00[3]) in March of 2022, KZT 272438 (USD 598.62). The Nominal Wage Index against the respective period of the previous year accounted for 117.8% in March 2022, 118.1% in January-March 2022, and the real wage index 105.2% in March 2022 vs March 2021, 107,6 % in January-March 2022 vs January-March 2021 (Fig. 2).

According to the preliminary data, in January-February 2022 the real cash income index was 107.6% compared to January-March of 2021.

Retail turnover

The retail turnover in March 2022 was KZT 1,080.6 bil., which was 103.7% vs March of 2021. In January-March of 2022, the retail turnover volume amounted to KZT 2702.3 bil. or 96.7% against the respective period in 2021 (in comparable prices) (Fig. 2).

Figure 2. Real wage index and retail turnover in 2022



Source: Bureau of National Statistics of RK

Industrial Production

According to the Bureau of National Statistics of RK, in March 2018 the industrial output was KZT 4 366.8 bil., in January-March of 2022 it amounted to KZT 11,637.2 bil. As compared to the same period of 2021, the indices accounted for 108.1% and 105.8%, respectively.

According to the Bureau of National Statistics of RK, the industrial output of basic pharmaceutical products amounted to KZT 42,980 mil. in January-March 2022, and KZT 14,397 mil. in March of 2022. In January-March of 2022, the Industrial Production Volume Index for Pharmaceuticals was 118.2% as compared to the respective period of 2021, and 120.6% in March of 2022 vs March of 2021.

[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

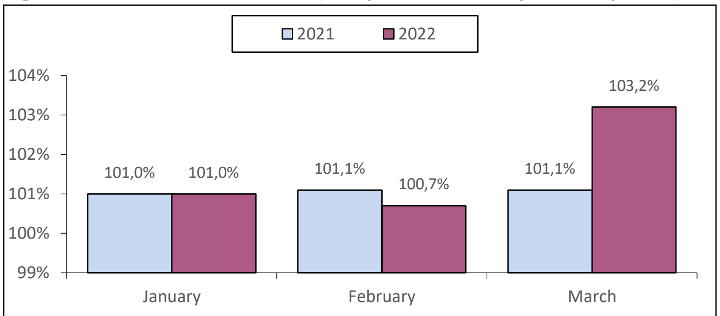
MACROECONOMIC INDICES OF THE KYRGYZ REPUBLIC

Inflation

According to the National Statistics Committee of the Kyrgyz Republic, the Consumer Price Index was estimated at 103.2% in March of 2022 as compared to the previous month, 105.0% vs December 2021. In January-March of 2022, the index accounted for 111.7% as compared to 2021.

In March of 2022, the Producer Price Index for industrial production and services was 113.0% as compared to the previous month, 119.3% vs December 2021. Throughout the Republic, in January-March 2022 the prices of producers for industrial products and services increased by 13.1% compared to 2021.

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



Source: National Statistics Committee of the Kyrgyz Republic

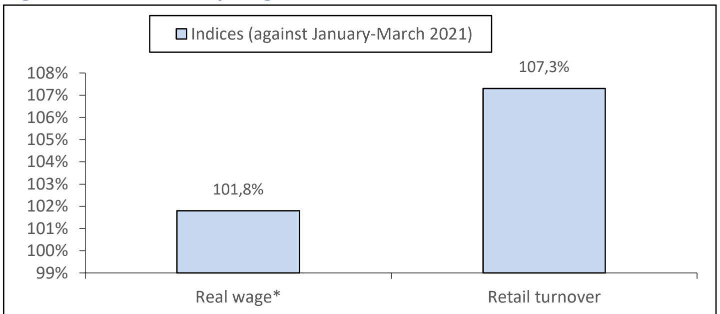
Living standard

According to data of the Committee for Statistics of the Kyrgyz Republic, in February of 2022 the average monthly nominal wage per worker was KGS 20,198 (USD 204.52), in January-November 2022 – KGS 20,163 (USD 236.9), which accounted for 113.9% and 113.0% compared to the relevant period of the previous year, respectively. In January-February 2022, the real wage accounted for 101.8% as compared to January-February of 2021, – 102,8% in February 2022 vs February 2021 (Fig. 2).

Retail turnover

In March 2022, the retail turnover (without cars and motorcycles sales) reached KGS 22,565.5 mil, and KGS 58,317.0 mil. in January-March 2022. The Retail Turnover Volume Index accounted for 106.8% and 107.3% respectively compared to the same period of the previous year (Fig.2).

Figure 2. Real monthly wage and retail turnover, 2022



Source: National Statistics Committee of the Kyrgyz Republic

* Data for January-November 2021

Industrial Production

According to the National Committee for Statistics of the Kyrgyz Republic, in March of 2022 the industrial output was KGS 32,787.0 mil., and KGS 80,691.9 mil. in January-March of 2022. The Physical Index of Industrial Production accounted for 122.1% and 107.3% as compared to the same periods of 2021, respectively.

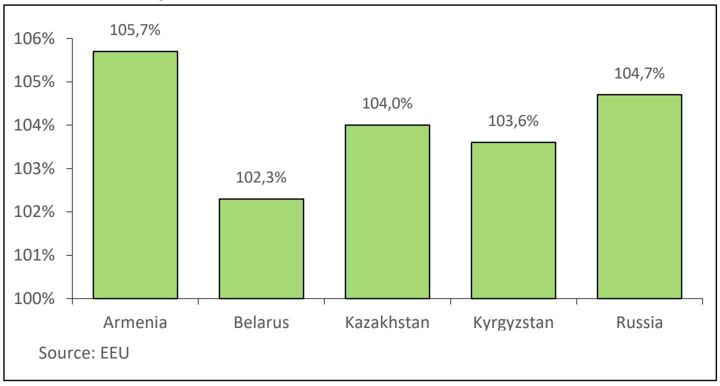
According to the National Committee for Statistics of the Kyrgyz Republic, the pharmaceutical output amounted to KGS 66.3 mil. in March 2022, and KGS 320.1 mil. from the start of the year. At the end of March 2022, the Physical Index of Industrial Production for Pharmaceuticals was 97.9% compared to the same period of 2021, 121.3% in January-March of 2022 compared to 2021.

COMPARATIVE MACROECONOMIC INDICES OF THE EURASIAN ECONOMIC UNION (EAEU)

GDP

According to the Eurasian Economic Commission (EAEC), in January-December of 2021 GDP of EAEU member-states amounted to more than USD 2.1 tril. The Volume of Industrial Products Index accounted for 104.6% as compared to January-December of 2020. An increase in GDP was observed in all EAEU member countries: in Armenia (+5.7%), in Belarus (+2.3%), in Kazakhstan (+4.0%) Kyrgyzstan (+3.6%) and Russia (+4.7%) (Fig. 1).

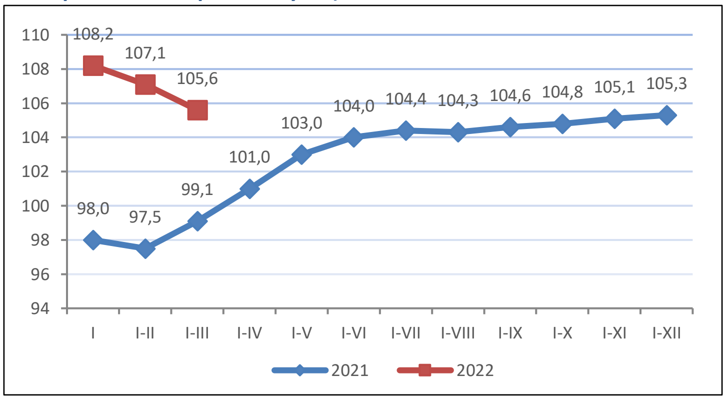
Figure 1. GDP growth in the EAEU member-states (January-December 2021 vs. January-December 2020)



Industrial Production

The industrial output of the EAEU in January – March 2022 amounted to 361.8 bil. USD and grew by 5.6% as compared to January-March of 2021 (Fig. 2). In individual countries, the Industrial Production Index accounted for: 103.1% in Armenia, 100.2% in Belarus, 105.8% in Kazakhstan, 107.3% in Kyrgyzstan and 105.9% in Russia.

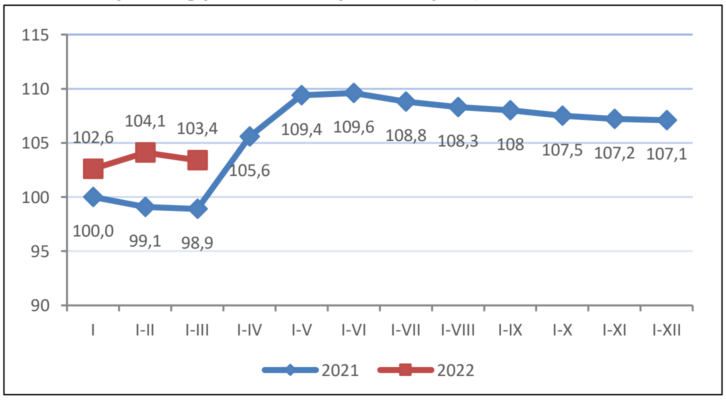
Figure 2. Industrial output indices movement in EAEU (as % over the same period of the previous year)



Retail turnover

According to the EAC, the retail trade turnover (through all sales channels) of EAEU member-states in January – March of 2022 amounted to USD 134.0 bil. Compared with the same period of 2021, the volume of retail sales increased by 3.4%. In the analysed period, most of the member-states showed an increase in the retail turnover. In this case, the indices accounted for 102.1% in Armenia, 106.5% in Belarus, 96.7% in Kazakhstan 113.0% Kyrgyzstan and 103.6% in Russia (Fig. 2).

Figure 3. Retail turnover indices movement in the EAEU (as a percentage over corresponding period of the previous year)



Nominal and real wage

According to the EAC, in January-December 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 (117.0% and 108.3%, respectively) and in Belarus (114.3% and 104.4%)

Table 1. Nominal and real wage in 2021

Country	Real wage, % against the same period of 2020	Nominal wage, USD
Armenia	100.3	405
Belarus	104.4	565
Kazakhstan	108.3	584
Kyrgyzstan	97.9	239
Russia	102.9	768

Budget implementation

According to the EAC, in January-December of 2021, the republican budget in all EAEU member– states was implemented with a deficit except for Russia, where the budget moved from deficit to surplus. 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 budget indicators saw a variety of trends in comparison with the relative period of the last year and amounted to the following revenues — 100% in Armenia, 118% in Belarus, 105% in Kazakhstan, 139% Kyrgyzstan and 135% Russia; expenditures — 116% in Armenia, 110% in Belarus, 107% in Kazakhstan, 124% in Kyrgyzstan, 109% in Russia.

Table 2. Republican budget in January-September 2021

Country	USD bil.		
	Income	Expenditure	Deficit (surplus)
Armenia	3.2	3.9	-0.74
Belarus	11.5	11.7	-0.2
Kazakhstan	29.8	35.7	-5.9
Kyrgyzstan	2.2	2.3	0.0
Russia	343.4	336.2	7.1
EAEU	**390.0**	**389.8**	**0.2**

Mutual trade of EAEU member-states in 2022

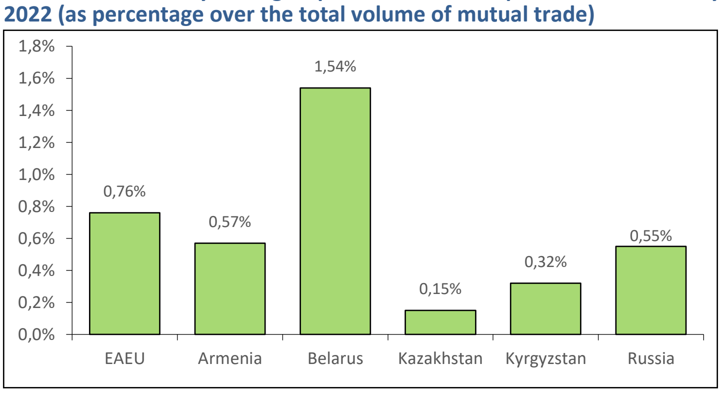
The mutual goods trade of the EAEU member states in January 2022, calculated as the sum of the EAEU member states export operation values in mutual trade amounted to $ 5 bil. USA, or 117.3% compared to January 2021.[4]

Table 3. Export volumes of the EAEU member-states in the mutual trade in January of 2022

Countries	USD mil.	% vs January 2021	Share in total volume, %
EAEU	**5002.6**	**117.3**	**100.0**
Armenia	70.7	139.3	1.4
Russia	67.6	135.2	95.6
Belarus	1298.5	122.8	26.0
Russia	1242.9	123.4	95.7
Kazakhstan	592.4	134.4	11.8
Russia	554.4	140.1	93.6
Kyrgyzstan	71.0	180.0	1.4
Russia	30.8	116.9	43.4

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 2022 (as percentage over the total volume of mutual trade)

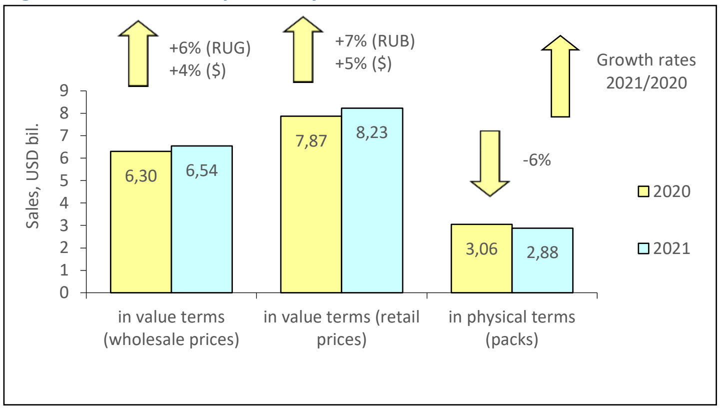


[4] Statistical information has not been published since February 2022 due to failure to receipt of complete statistics data on foreign and mutual trade in goods from the authorized bodies of the member states of the Eurasian Economic Union.

PHARMACY OTC MARKET IN RUSSIA: 2021 RESULTS

According to the results of the Retail Audit of Over the Counter (OTC) Drugs in Russian Federation™, at year-end 2021 the sales of OTC drugs in physical terms in the pharmacies of Russia saw a 6% decrease to 2.878 bil. packs. In money terms, the OTC-segment increased by 6% in rouble terms and by 4% in dollar terms and reached RUB 480.925 bil. (USD 6.542 bil.) in wholesale prices (Fig. 1). The share of Over the Counter (OTC) drugs accounted for 64.4% of sales in physical terms and 49.4% in retail prices in terms of roubles. At year-end 2021, the average cost of an OTC pack was USD 2.86 at retail prices, whereas in the year-earlier period its cost was USD 2.57. In the analysed period, Russians spent an average of USD 56.30 on the purchase of OTC drugs in the pharmacies.

Figure 1. Russian OTC pharmacy market in 2020 – 2021



At year-end 2021, half of the top ten manufacturers in the OTC market held their own in the ranking (Table 1). They were leaders of the ranking: OTCPHARM (+5%[5]), STADA (+11%), SANOFI (+4%), BAYER (+3%) and GLAXOSMITHKLINE (+11%). Three drug makers in the bottom part of the top 10 ranking showed high growth rates. TEVA (+6%) moved up one rank, to number six, while the more dynamic JOHNSON&JOHNSON (+11%) and ABBOTT (+18%) moved up two ranks, to numbers seven and ten, respectively. On top of that, the latter became the only newcomer of the top 10 ranking. SANDOZ (-4%) и VALENTA (-15%) reduced their sales and moved down to ranks eight and nine. The total share of the top 10 drug manufacturers accounted for 41.5%, while in the year-earlier period it was 41.7%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2021	2020		2021	2020
1	1	OTCPHARM	8.1	8.2
2	2	**STADA**	5.5	5.2
3	3	**SANOFI**	4.2	4.3
4	4	**BAYER**	4.1	4.3
5	5	**GLAXOSMITHKLINE**	4.1	3.9
6	7	**TEVA**	3.4	3.4
7	9	**JOHNSON & JOHNSON**	3.4	3.3
8	6	**SANDOZ**	3.3	3.6
9	8	VALENTA	2.7	3.3
10	12	**ABBOTT**	2.6	2.3
Total			41.5	41.7

*AIPM members are in bold

At year end, ARBIDOL became the leader of the top 10 leading OTC brands, moving up from rank two to one due to a 32% sales growth (Table 2). DETRALEX (+20%) moved up to rank two from four, and NUROFEN (+10%) held and reinforced its previous rank three. In addition to the leaders, another four brands from the top ten ranking rose in the ranks. CARDIOMAGNYL (+12%) and THERAFLU (+10%) moved up to ranks five and seven, and the newcomers ABBVIE (+47%) and CANEPHRON (+8%) broke into the top ten ranking, closing it. In contrast, the brands INGAVIRIN (-34%) and MIRAMISTIN (-6%) showed decrease in sales and ranks, moving down to ranks four and eight, respectively. The brand name PENTALGIN (+4%) held its earlier rank six. The total share of the top 10 brands did not virtually change and accounted for 13.3%, in the year earlier period – 13.2%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2021	2020		2021	2020
1	2	ARBIDOL	2.7	2.1
2	4	DETRALEX	1.5	1.3
3	3	NUROFEN	1.5	1.4
4	1	INGAVIRIN	1.4	2.3
5	7	CARDIOMAGNYL	1.2	1.1
6	6	PENTALGIN	1.1	1.2
7	8	THERAFLU	1.1	1.0
8	5	MIRAMISTIN	1.1	1.2
9	19	HEPTRAL	0.9	0.6
10	12	CANEPHRON	0.9	0.9
Total			13.3	13.2

Just as the corresponding brand, UMIFENOVIR (+33%) became a leader of the top 10 INN and group names ranking (Table 3). Apart from the above mentioned, the other five names moved up to the higher positions. PANCREATIN (+9%) and DICLOFENAC (+7%) moved one rank one, and INN INTERFERON ALFA-2B (+21%) and the composition DIOSMIN* HESPERIDIN (+19%) and MAGNESIUM*PYRIDOXINE (+16%) moved two ranks up. Note that the latter has become the only newcomer of the top 10 rating. At the same time, XYLOMETAZOLINE (+8%), IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (-34%) and ACETYLSALICYLIC ACID* MAGNESIUM (+11%) moved down to ranks two, six and eight, respectively. And only one INN, IBUPROFEN (+11%) as before held its previous rank four. The total share of the top 10 has increased from 18.2% to 18.8%.

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

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2021	2020		2021	2020
1	2	UMIFENOVIR	3.0	2.4
2	1	XYLOMETAZOLINE	3.0	2.9
3	5	DIOSMIN*HESPERIDIN	2.3	2.0
4	4	IBUPROFEN	2.2	2.1
5	6	PANCREATIN	2.0	1.9
6	3	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.4	2.3
7	9	INTERFERON ALFA-2B	1.3	1.2
8	7	ACETYLSALICYLIC ACID* MAGNESIUM	1.3	1.2
9	10	DICLOFENAC	1.2	1.1
10	12	MAGNESIUM*PYRIDOXINE	1.1	1.1
Total			18.8	18.2

The top ten INNs and grouping names showed high stability: seven of the top ten ATC groups held their own in the ranking (Table 4). The top groups J05 Antivirals for systemic use (-11%) and N02 Analgesics (+3%) kept their previous top ranks, as well as R05 Cough and cold preparations (+11%), A07 Antidiarrheals (+8%), L03 Immunostimulants (-2%), A11 Vitamins and M01 Anti-inflammatory and antirheumatic drugs (+6% each) held their ranks four and six through nine, respectively. C05 Vasoprotectives (+12%) moved up to rank three from five, while R01 Nasal preparations (+6%), which previously held this rank, moved down to rank five. The newcomers R02 Throat preparations (+11%) closed the top ten ranking. In total, the top - ten ATC groups accumulated 48.8% of the retail market, whereas in the year earlier period they accounted for 49.7%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
2021	2020			2021	2020
1	1	J05	ANTIVIRALS FOR SYSTEMIC USE	6.4	7.6
2	2	N02	ANALGESICS	5.8	5.9
3	5	C05	VASOPROTECTIVES	5.6	5.3
4	4	R05	COUGH AND COLD PREPARATIONS	5.6	5.4
5	3	R01	NASAL PREPARATIONS	5.4	5.4
6	6	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	4.9	4.8
7	7	L03	IMMUNOSTIMULANTS	4.2	4.5
8	8	A11	VITAMINS	3.8	3.8
9	9	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	3.7	3.7
10	11	R02	THROAT PREPARATIONS	3.3	3.2
Total				48.8	49.7

Conclusion. At year-end 2021, the OTC retail pharmacy market of Russia brought in RUB 605.019 bil. (USD 8.230 bil.). At the same time, the market behaviour was positive both in rouble (+7%) and dollar (+5%) terms. In pack terms, the market reduced by 6% and amounted to 2.878 bil. packs. The average cost of OTC-pack in the Russian pharmacies based on the results for 2021 was USD 2.86, which was higher than a year earlier (USD 2.57). The average expenses of the Russian Federation residents for purchase of OTC drugs in the pharmacies in 2021 also increased as compared to 2020: USD 56.30 vs. USD 53.60.

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

PRICE ANALYSIS, 1 quarter 2022. KEY PERFORMANCE INDICATORS

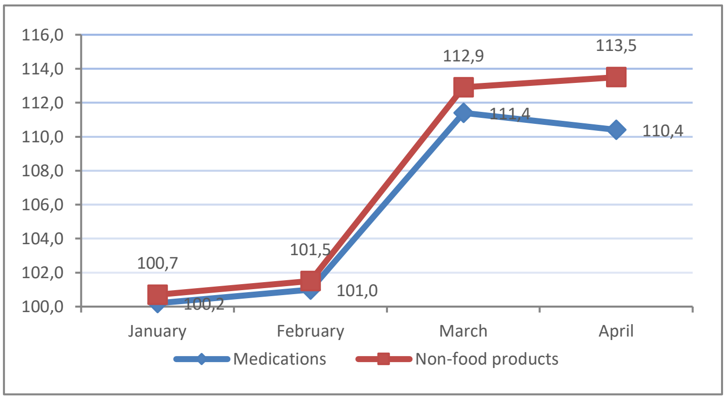
Price Indices

Table 1. Inflation rates in the Russian Federation, April 2022

	April 2022 vs. December 2021	April-December 2022 vs April-December 2021
CPI	111.7	113.1
CPI for non-food products	113.5	114.6
CPI for medications	110.4	109.4

Rosstat data

Figure 1. Movement of the price index for non-food items and drugs vs. December 2021



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 Q 2021 – 1 Q 2022

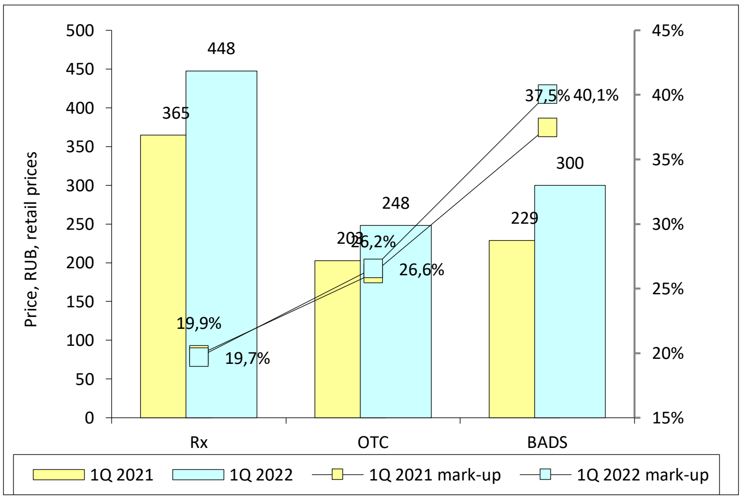


Figure 3. Movement of weighted average prices and retail margins in 1 Q 2021 – 1 Q 2022

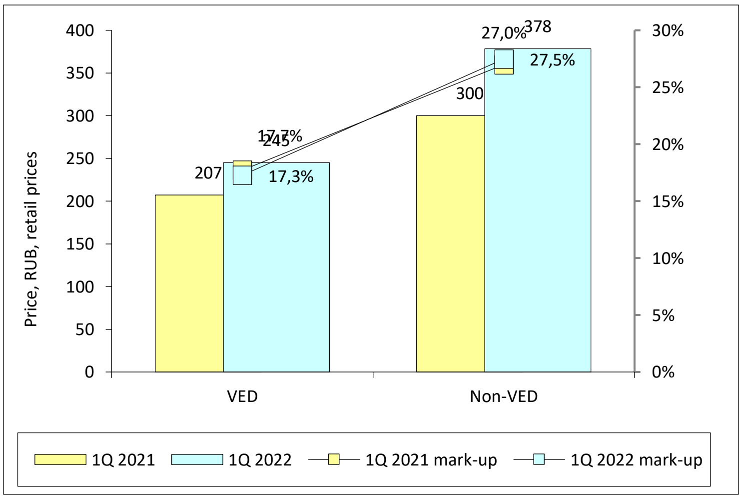
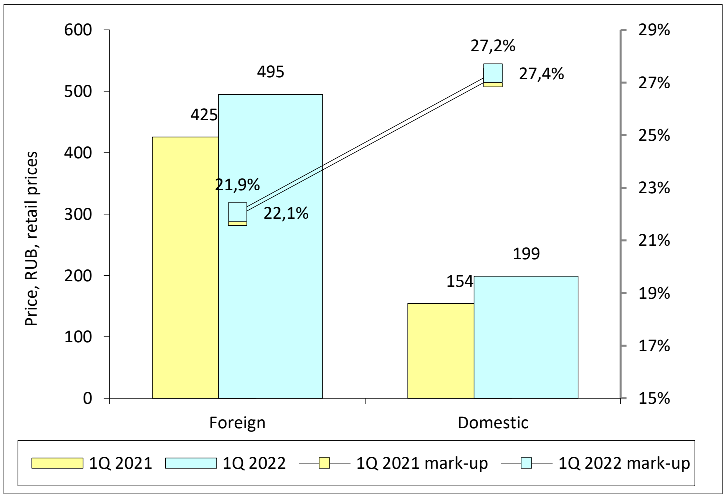


Figure 4. Movement of weighted average prices and retail margins in 1 Q 2021 – 1 Q 2022



Indicators of price movement in the reimbursable market segment

Figure 5. Movement of weighted average purchase prices in Q 1 2021 – 1 Q 2022

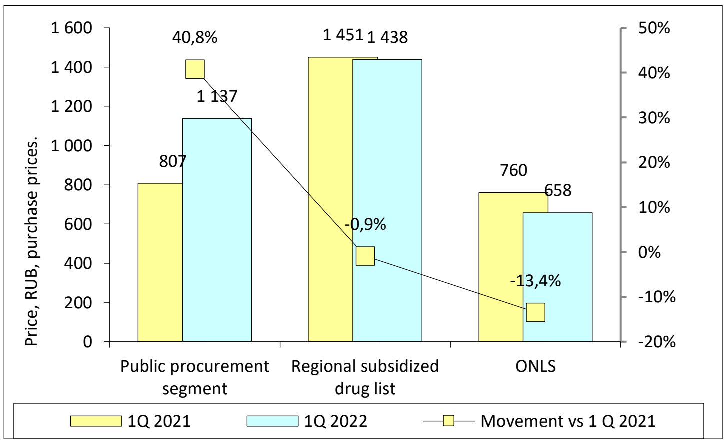


Figure 6. Movement of weighted average purchase prices for domestic drugs in 1Q 2021 – 1 Q 2022

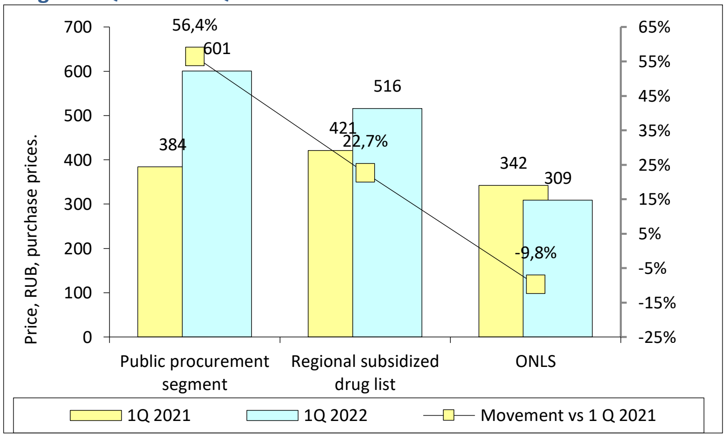
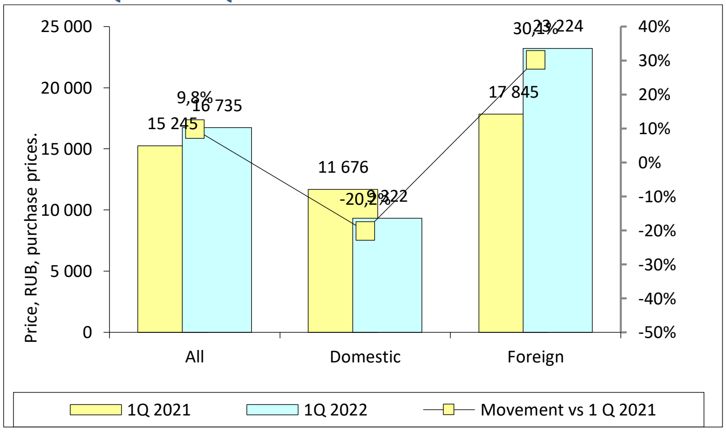


Figure 7 Movement of weighted average purchase prices in the VZN segment in 1 Q 2021 – 1 Q 2022

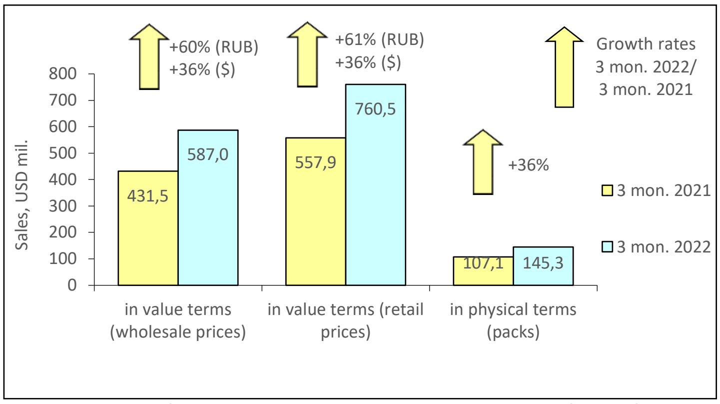


MOSCOW CITY PHARMACY MARKET: 2022 FIRST THREE MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2022, Moscow's estimated population amounted to 12.635 mil., which accounted for 8.7% of the total Russian Federation population and 32.3% of the Central Federal District (CFD).

According to the results of the Retail Audit of Finished Pharma Product (FPP) in Russian Federation™ IQVIA, in January-March 2022, the city pharmacies sold 145.263 mil. FPP packs, which was 36% less than the sales indicator in January-March of 2021. In money terms, the market showed positive growth rates both in rouble (+60%) terms and in dollar terms (+36%) and amounted to RUB 51.435 bil. (USD 587.033 mil.) in wholesale prices (Fig. 1). The region market share accounted for 15.7% of the Russian pharmacy retail sales. An average retail cost of a pack accounted to USD 5.24 vs USD 5.21 in a year-earlier period. For 3 months of 2022, the average amount spent by Moscow residents of the city for drugs in the pharmacies amounted to USD 60.19.

Figure 1. Moscow pharmacy market for 3 months of 2021 – 3 months of 2022



The leading manufacturers ranking in the Russian OTC market for the first three months of 2022 didn't change in composition (Table 1). BAYER (+48%) and SANOFI (+45%) retained their leading positions despite their lagging growth rates and a decrease in shares in the market. Another three manufacturers showed growth rates below the market average. BERLIN-CHEMIE/MENARINI (+46%), TEVA (+37%) and SANDOZ (+55%) moved down to the bottom of the top ten ranking. Five manufacturers showed outstripping growth rates. At the same time, three of them, SERVIER (+87%), STADA (+68%) and OTCPHARM (sales increased 2.1 times), moved up to higher ranks three, five and seven, respectively. Two more companies, GLAXOSMITHKLINE (+74%) and ABBOTT (+64%), held their previous ranks four and six. In total, the top ten manufacturers accumulated 36.2% of the market, as well as in the previous year.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	1	**BAYER**	6.0	6.5
2	2	**SANOFI**	4.0	4.4
3	8	**SERVIER**	3.8	3.2
4	4	**GLAXOSMITHKLINE**	3.7	3.4
5	7	**STADA**	3.4	3.3
6	6	**ABBOTT**	3.4	3.3
7	10	OTCPHARM	3.3	2.5
8	5	**BERLIN-CHEMIE/MENARINI**	3.1	3.4
9	3	**TEVA**	2.9	3.4
10	9	**SANDOZ**	2.6	2.7
Total			36.2	36.2

*AIPM members are in bold

Three newcomers broke into the ranks of the top ten ranking (Table 2). ARBIDOL (5.1-fold growth in sales), INGAVIRIN (3-fold growth) and THERAFLU (2.1-fold growth) moved up to ranks two, six and nine. The markets of DETRALEX (2-fold growth) and CRESTOR (2.3-fold growth) developed at a high pace, which allowed the former to maintain and strengthen rank three, and the latter to rise from rank 10 to five. At the same time, ELIQUIS (+52%) and NUROFEN (+69%) lost one rank each, whereas CONCOR (+67%) moved down from rank six to ten. XARELTO (+36%) remained the leader of the ranking, and the brand MIRAMISTIN (+92%) as before held its previous rank eight. In total, the top-ten brands accumulated 9.8 % of pharmacy sales, 8.1% 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, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	1	XARELTO	2.0	2.4
2	20	ARBIDOL	1.4	0.4
3	3	DETRALEX	1.0	0.8
4	2	ELIQUIS	0.9	0.9
5	10	CRESTOR	0.8	0.6
6	21	INGAVIRIN	0.8	0.4
7	5	NUROFEN	0.8	0.7
8	8	MIRAMISTIN	0.7	0.6
9	11	THERAFLU	0.7	0.6
10	6	CONCOR	0.7	0.6
Total			9.8	8.1

As in the previous rankings, the leader of the top ten INN and group names held its own in the ranking: RIVAROXABAN (+36%) kept rank number one despite its lagging growth rates (Table 3). ROSUVASTATIN (2-fold growth in sales) was ranked second in the ranking, moving up from rank four, and the only newcomer UMIFENOVIR (5.1-fold growth) moved up to rank three. In addition to the leader, INN HYALURONIC ACID (+55%) held its own in the ranking. Almost all remaining INNs of the top 10 INNs and grouping names fell in the ranks. DIOSMIN* HESPERIDIN (+76%) and APIXABAN (+52%) lost one rank each, and XYLOMETAZOLINE (+33%) and NIMESULIDE (+35%) lost three ranks each. INN PANCREATIN (+38%) moved down from rank seven to nine. IBUPROFEN moved up to rank seven from eight, showing a 64% growth in sales. The cumulative share of the top 10 under review increased from 11.7% to 12.1%.

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

Rank in the top ten		INNs/Grouping Names	Share in total pharmacy sales, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	1	RIVAROXABAN	2.0	2.4
2	4	ROSUVASTATIN	1.5	1.2
3	29	UMIFENOVIR	1.4	0.4
4	3	DIOSMIN*HESPERIDIN	1.4	1.2
5	2	XYLOMETAZOLINE	1.3	1.6
6	6	HYALURONIC ACID	1.0	1.0
7	8	IBUPROFEN	1.0	0.9
8	5	NIMESULIDE	0.9	1.0
9	7	PANCREATIN	0.9	1.0
10	9	APIXABAN	0.9	0.9
Total			12.1	11.7

Half of the top-10 ATC groups improved their positions in the ranking (Table 4). Among them were the groups that topped the top ten ranking. C09 Agents acting on the renin-angiotensin system (+93%) became the leader in terms of sales, and one of three newcomers of the top ten ATC groups, J05 Antivirals for systemic use (2.8-fold growth), moved up to rank two. The other two, A10 Drugs used in diabetes (2.3-fold growth) and N02 Analgesics (+60%), moved up to ranks eight and ten, respectively. G03 Sex hormones (+83%) could move up one rank, to number five. In contrast, the remaining five ATC groups from the top 10 moved down to the lower ranks. The last year leader B01 Antithrombotic agents (+24%), as well as R01 Nasal preparations (+43%) and N06 Psychoanaleptics (+65%) lost two ranks each. The groups M01 Anti-inflammatory and antirheumatic products (+51%) and C05 Vasoprotectives (+58%) moved down one rank. The total share of the top ten ATC groups increased from 36.0% to 39.2%

Table 4. The top ten ATC Groups by pharmacy sales

Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2022	3 mon. 2021			3 mon. 2022	3 mon. 2021
1	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.6	4.7
2	12	J05	ANTIVIRALS FOR SYSTEMIC USE	5.1	2.9
3	1	B01	ANTITHROMBOTIC AGENTS	4.9	5.7
4	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	3.8	4.1
5	6	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.7	3.3
6	4	R01	NASAL PREPARATIONS	3.5	3.9
7	5	N06	PSYCHOANALEPTICS	3.5	3.4
8	17	A10	DRUGS USED IN DIABETES	3.2	2.2
9	8	C05	VASOPROTECTIVES	2.9	3.0
10	11	N02	ANALGESICS	2.9	2.9
Total				39.2	36.0

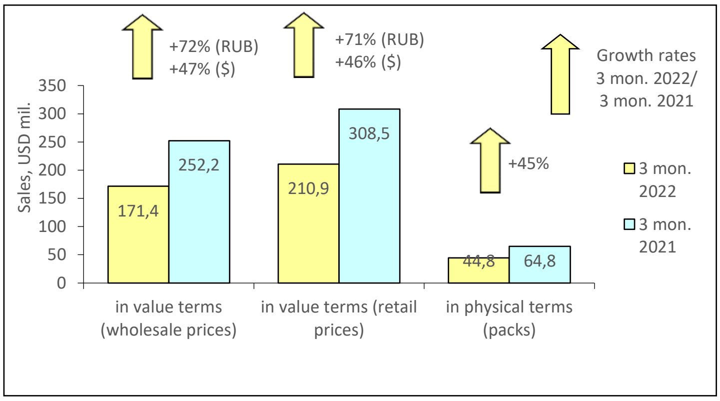
Conclusion. Following the results for the first three months of 2022, the pharmacy market of Moscow brought in RUB 66.578 bil. (USD 760.549 mil.), which is 61% more in terms of roubles and 36% in terms of dollars as compared to the indicator of the same period in 2021. In pack terms, the market extended by 36% and amounted to 145.263 mil. packs. The average cost of an FPP pack in the city pharmacies based on the results for January-March of 2022 was USD 5.24, which was more than the 2021 figure (USE 5.21), and the average across the country (USD 3.72). The average expenses of the regional residents for purchase of OTC drugs in pharmacies were also higher than the national average (USD 60.19 vs. USD 33.68).

SAINT PETERSBURG PHARMACY MARKET: 2022 FIRST THREE MONTHS RESULTS

According to Federal State Statistics Service, St. Petersburg's population as of January 1, 2022, was estimated at 5.378 mil., which accounted for 3.7% of the total Russian Federation population and 38.7% of Northwest FD (NWFD).

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™ IQVIA, at the end of the first quarter of 2022 the sales of drugs in physical terms in St. Petersburg saw a 45% increase to 64.840 mil. packs. In money terms, the market saw a 72% increase in terms of roubles and 47% in terms of dollars. At the same time, the volume of the market achieved RUB 21.927 bil (USD 252.201 mil.) 216 mil.) at wholesale prices (Fig. 1). The regional market share accounted for 6.3% of the Russian pharmacy sales (in terms of roubles). In January-March 2022, the average cost of a pack was USD 4.76, in the year-earlier period it was USD 4.71. For 3 months of 2022, the average amount spent by residents of the city for drugs in the pharmacies amounted to USD 57.38.

Figure 1. St. Petersburg pharmacy market for 3 months 2021 – 3 months 2022



According to the results of the first three months of 2022, all manufacturers included in the top 10 ranking showed high positive growth rates, most of them outpacing ones (Table 1). KRKA and GLAXOSMITHKLINE demonstrated more than two-fold growth in sales (2.1 -fold growth), which allowed them to move up to ranks two and seven. On top of that, the latter became the only newcomer of the top 10 ranking. SERVIER (+78%), ABBOTT (+88%) and STADA (+94%) also showed high growth rates, moving up to the higher ranks three, four and six, respectively. The market of TEVA (+75%), which held its previous rank nine, also developed at a fast pace. The leader of the top ten BAYER (+50%) and SANOFI (+64%) placed at rank five also held their own in the ranking. Two drug manufacturers with relatively low growth rates OTCPHARM (+47%) and TEVA (+26%) moved down to ranks eight and ten. The total share of the top 10 manufacturers reduced from 37.8% to 37.4%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	1	**BAYER**	5.6	6.4
2	8	**KRKA**	3.9	3.3
3	6	**SERVIER**	3.9	3.8
4	7	**ABBOTT**	3.6	3.3
5	5	**SANOFI**	3.6	3.8
6	10	**STADA**	3.5	3.1
7	11	**GLAXOSMITHKLINE**	3.5	2.8
8	4	OTCPHARM	3.3	3.9
9	9	**TEVA**	3.3	3.3
10	2	**SANDOZ**	3.1	4.2
Total			37.4	37.8

*AIPM members are in bold

The antithrombotic agent XARELTO (2.5-fold growth in sales) remained the best-selling drug in the regional market (Table 2). Another antithrombotic agent and the most dynamic brand among the leaders ELIQUIS moved up to rank two, increasing its sales by 4.2 times. In addition to it, the newcomers NUROFEN (2.8-fold growth), INGAVIRIN (2.6-fold growth), THERAFLU (3.2-fold growth) and CARDIOMAGNYL (3.7-fold growth) broke into the top ten brands ranking, coming in at the higher ranks four, five, seven and nine, respectively. At the same time, the less dynamic ARBIDOL (2.3-fold growth), DETRALEX (+69%), HEPTRAL (2-fold growth) and NOLIPREL (2.1-fold growth) moved down to ranks three, six, eight and ten. In total, the top ten brands accumulated 10.7% of the pharmacy sales, whereas in the year-earlier period they accounted for 7.1%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	1	XARELTO	2.0	1.4
2	5	ELIQUIS	1.8	0.7
3	2	ARBIDOL	1.2	0.9
4	13	NUROFEN	0.9	0.6
5	12	INGAVIRIN	0.9	0.6
6	3	DETRALEX	0.9	0.9
7	21	THERAFLU	0.8	0.4
8	7	HEPTRAL	0.8	0.7
9	33	CARDIOMAGNYL	0.8	0.4
10	9	NOLIPREL	0.7	0.6
Total			10.7	7.1

The top-ten INN and group names ranking leader changed: RIVAROXABAN (2.5-growth in purchases) moved up to rank one from two (Table 3). Due to 4.2-fold growth in sales, one of three newcomers, APIXABAN, was ranked second, moving up to that rank from fourteen. Another two newcomers, the composition PERINDOPRIL*INDAPAMIDE (2.2-fold growth) and INN HYALURONIC ACID (2.4-fold growth) closed the top ten ranking. UMIFENOVIR (2.3-fold growth) and IBUPROFEN (2.5-fold growth) also moved up to the higher ranks five and seven. DIOSMIN*HESPERIDIN (+50%) and NIMESULIDE (+59%) that showed relatively low growth rates, in contrast, moved down to ranks four and eight, respectively. XYLOMETAZOLINE (+84%) and ROSUVASTATIN (2-fold growth) held their previous ranks three and six. In total, ten INNs and group names accounted for 13% of the market vs 10.2% 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, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	2	RIVAROXABAN	2.0	1.4
2	14	APIXABAN	1.8	0.7
3	3	XYLOMETAZOLINE	1.4	1.3
4	1	DIOSMIN*HESPERIDIN	1.3	1.4
5	7	UMIFENOVIR	1.2	0.9
6	6	ROSUVASTATIN	1.2	1.1
7	10	IBUPROFEN	1.2	0.8
8	4	NIMESULIDE	1.0	1.1
9	11	PERINDOPRIL*INDAPAMIDE	1.0	0.8
10	17	HYALURONIC ACID	1.0	0.7
Total			13.0	10.2

Four newcomers broke into the top-ten ATC groups ranking (Table 4). N02 Analgesics (+83%), R05 Cough and cold preparations (+82%), A10 Drugs used in diabetes (2.2-fold growth in sales) and N06 Psychoanaleptics (+93%) moved in the lower part of the ranking. Groups B01 Antithrombotic agents (2.4-fold growth in sales) and J05 Antivirals for systemic use (2.2-fold growth) were also able to improve their positions, moving to ranks two and three, respectively. At the same time, the group M01 Anti-inflammatory and antirheumatic drugs (+66%) moved down two ranks, while G03 Sex hormones (+70%) and R01 Nasal preparations (+64%) lost one rank each. C09 Agents acting on the renin-angiotensin system (+80%) remained the leader of the top ten ranking. The total share of top ten ATC groups increased by 4 p.p. to 39.9%

Table 4. The top ten ATC Groups by pharmacy sales

Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2022	3 mon. 2021			3 mon. 2022	3 mon. 2021
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	6.2	5.9
2	3	B01	ANTITHROMBOTIC AGENTS	6.0	4.3
3	6	J05	ANTIVIRALS FOR SYSTEMIC USE	4.4	3.4
4	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.2	4.4
5	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.9	4.0
6	5	R01	NASAL PREPARATIONS	3.3	3.5
7	12	N02	ANALGESICS	3.0	2.8
8	11	R05	COUGH AND COLD PREPARATIONS	3.0	2.9
9	16	A10	DRUGS USED IN DIABETES	2.9	2.3
10	14	N06	PSYCHOANALEPTICS	2.9	2.6
Total				39.9	36.1

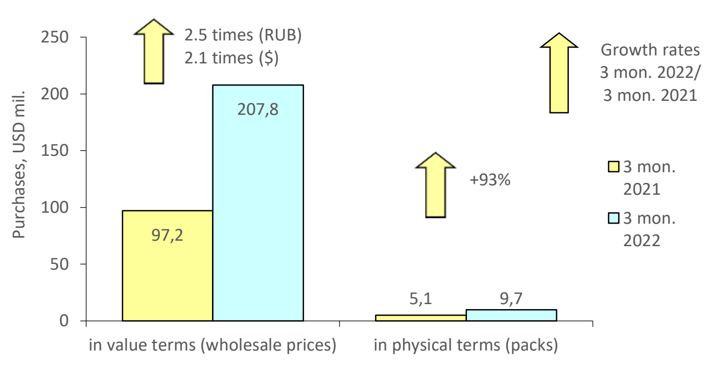
Conclusion. At the end of January-March of 2022, the pharmacy market of St Petersburg brought in RUB 26.834 bil. (USD 308.535 mil.) at retail prices. For three months of 2022, pharmacies sold 71% in terms of roubles and 46% in terms of dollars more than in the same period of the 2021 year. In physical terms, the sales increased by 45% and amounted to 64.840 mil. packs. Based on the results for a quarter of 2022, the average cost of an OTC pack in the city pharmacies increased as compared to the previous year (USD 4.76 vs. USD 4.71) and was higher than the average figures in Russia (USD 3.72). The average medicine expenses of St. Petersburg residents in the pharmacies were higher than the national average expenses in Russia (USD 57.38 vs. USD 33.68).

MOSCOW CITY HOSPITAL MARKET: 2022 FIRST THREE MONTHS RESULTS

According to the results of the Budget Audit of Finished Pharma Products (FFP) in the Russian Federation IQVIA (without DLO and regional benefit), at the end of the first three months of 2022 the Moscow public procurement segment in physical terms increased 93% as compared to the same period in 2021 and amounted to 9.734 mil. packs.

The market saw an over 2 times growth in terms of money: 2.5 times in terms of roubles and 2.1 times in terms of dollars, and its volumes reached 17.951 bil. roubles (USD 207.777 mil.), Based on the results for January-March of 2022, the average cost of an FPP pack in the public procurement segment of Moscow was USD 21.35, whereas in the year-earlier period it was USD 19.25.

Figure 1. Moscow public sector for 3 months of 2021 – 3 months 2022



At the end of the first quarter of 2022, BIOCAD became the leader of the top ten manufacturers of the public segment of Moscow, moving to rank number one from six due to 6-fold growth in purchases (Table 1). The newcomers OTCPHARM (80-fold growth in purchases), PHARMASYNTEZ (17-fold growth), GLAXOSMITHKLINE (42-fold growth) and PROMOMED (25-fold growth) showed yet higher growth rates, moving to rank six and the last three ranks. MSD (2.5-fold growth) and R-PHARM (3.9-fold growth) also showed high growth rates, moving up to ranks three and four, respectively. All the top three manufacturers for the past year, in contrast, moved down to the lower positions. And if the former leader NOVARTIS (2.4-fold growth) lost one ranking point, BRISTOL MYERS (+4%) and ROCHE (+55%) moved down from ranks two and three to seven and five, respectively. In total, based on the first three months results for 2022 the top ten manufacturers accounted for 58.4% of the market, which was 15 p.p. more than in the year-earlier period.

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

Rank in the top ten		Manufacturer*	Share in total public segment, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	6	BIOCAD RF	13.5	5.6
2	1	**NOVARTIS**	11.0	11.4
3	4	**MSD**	6.5	6.5
4	9	**R-PHARM ZAO RF**	5.3	3.4
5	3	**ROCHE**	4.3	6.9
6	39	OTCPHARM	4.3	0.1
7	2	**BRISTOL MYERS**	3.6	8.6
8	30	PHARMASYNTEZ	3.5	0.5
9	38	**GLAXOSMITHKLINE**	3.4	0.2
10	36	PROMOMED	3.0	0.3
Total			58.4	43.6

*AIPM members are in bold

A newcomer headed the top ten brand names ranking: ILSIRA moved up to rank one from 13, due to increase in purchases by 30 times (Table 2). Five more newcomers of the top ten moved up to the lower part of the ranking. ARBIDOL (122-fold growth in purchases), CORONAVIR (10-fold growth), SOTROVIMAB, GARDASIL (187-fold growth) and AVIFAVIR (694-fold growth) moved up to ranks three, four, seven and two last ranks in the top ten ranking. At the same time, three brands with lagging growth rates, ZOLGENSMA (2.3-fold growth), KEYTRUDA (+78%) and ARTLEGIA (2.1-fold growth), as well as OPDIVO (-8%) with reduced purchases moved down to the lower ranks two, five, six and eight, respectively.

The total share of the top 10 increased by slightly more than 15 p.p. and accounted for 42.0%.

Table 2. The top 10 brands by public segment volume

Rank in the top ten		Brand	Share in total public segment, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	13	ILSIRA	10.8	0.9
2	1	ZOLGENSMA	9.8	10.4
3	27	ARBIDOL	4.2	0.1
4	14	CORONAVIR	3.1	0.8
5	3	KEYTRUDA	2.9	4.1
6	2	OPDIVO	2.9	7.7
7	N/A	SOTROVIMAB	2.8	N/A
8	5	ARTLEGIA	2.0	2.4
9	31	GARDASIL	1.7	0.0
10	34	AVIFAVIR	1.7	0.0
Total			42.0	26.4

The top ten INNs and grouping names ranking has been updated significantly. On top of that, six newcomers broke into the ranks of the top ten INN and generic names ranking (Table 3). 3). Among them was the leader of the top ten LEVILIMAB (30-growth in purchases), as well as FAVIPIRAVIR (22-fold growth), UMIFENOVIR (96-fold growth), SOTROVIMAB, MOLNUPIRAVIR and VACCINE, HUMAN PAPILLOMAVIRUS (HPV) TYPE-6,11,16 & 18 (187-fold growth), which moved to ranks three, four, seven and two bottom ranks. They displaced the less dynamic ONASEMNOGENE ABEPARVOVEC (2.3-fold growth), PEMBROLIZUMAB (+78%) and OLOKIZUMAB (2.1-fold growth) to the lower ranks. NIVOLUMAB (-8%) lost four rating points due to negative growth rates. The cumulative share of the top 10 under review increased from 26.5% to 46.9%.

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

Rank in the top ten		INN/Grouping name	Share in total public segment, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	18	LEVILIMAB	10.8	0.9
2	1	ONASEMNOGENE ABEPARVOVEC	9.8	10.4
3	19	FAVIPIRAVIR	7.8	0.9
4	32	UMIFENOVIR	4.2	0.1
5	3	PEMBROLIZUMAB	2.9	4.1
6	2	NIVOLUMAB	2.9	7.7
7	N/A	SOTROVIMAB	2.8	N/A
8	5	OLOKIZUMAB	2.0	2.4
9	37	MOLNUPIRAVIR	1.9	0.0
10	35	VACCINE, HUMAN PAPILLOMAVIRUS (HPV) TYPE-6,11,16 & 18	1.7	0.0
Total			46.9	26.5

J05 Antivirals for systemic use (36-fold growth), which moved up from rank two to one, became the best-selling and dynamic ATC group of the public segment of Moscow based on the results for the first quarter (Table 4). One more newcomer of the top ten, A16 Other alimentary tract and metabolism products (18-fold growth in purchases), closed the top ten ranking. The remaining ATC groups with growth rates that are lower than the average across the market held their own or, in majority, fell in the ranks. Thus, the groups L01 Antineoplastic agents (+39%), J01 Antibacterials for systemic use and B01 Antithrombotic agents (2-fold growth in purchases), as well as J07 Vaccines (+79%) moved one rank down, coming in at numbers two and five through seven, respectively. M09 Other drugs for disorders of the musculo-skeletal system (2-fold growth in purchases) and J06 Immune sera and immunoglobulins (+22%) moved two ranks down. The groups L04 Immunosuppressants (6-fold growth in purchases) and B05 Blood substitutes and perfusion solutions (+62%) continued to hold ranks three and eight. The commutative share of the top ten ATC groups increased from 79.1% to 86.7%.

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

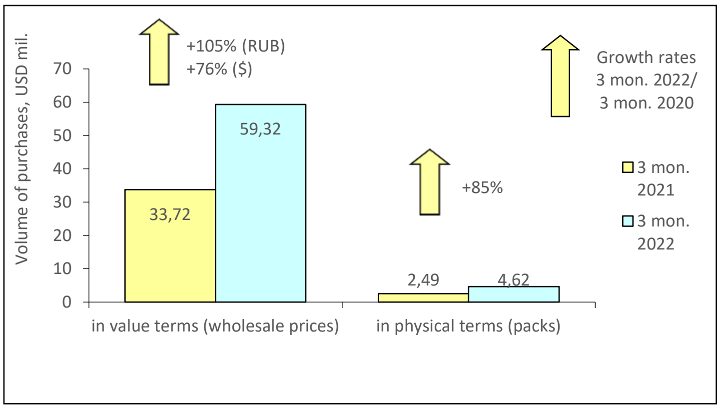
Rank in the top ten		ATC code	ATC group	Share in total public segment, %	
3 mon. 2022	3 mon. 2021			3 mon. 2022	3 mon. 2021
1	14	J05	ANTIVIRALS FOR SYSTEMIC USE	21.9	1.5
2	1	L01	ANTINEOPLASTIC AGENTS	17.6	31.5
3	3	L04	IMMUNOSUPPRESSANTS	16.4	6.9
4	2	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET.SYST	10.9	13.3
5	4	J01	ANTIBACTERIALS FOR SYST USE	5.4	6.6
6	5	B01	ANTITHROMBOTIC AGENTS	4.0	4.9
7	6	J07	VACCINES	3.5	4.8
8	8	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	3.0	4.6
9	7	J06	IMMUNE SERA & IMMUNOGLOBULIN	2.3	4.8
10	31	A16	OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS	1.7	0.2
Total				86.7	79.1

Conclusion. Based on the results for January-March of 2022, the Moscow public procurement segment increased by 2.5 time in rouble terms and by 2.1 times in dollar terms and brought in RUB 17.951 bil. (USD 207.777 mil.). In pack terms, the market increased by 93% and amounted to 9.734 mil. packs. Based on the results for the first three months of 2022, the average cost of an FPP pack in the public procurement segment of Moscow was USD 21.35, whereas in the year-earlier period it was USD 19.25.

SAINT PETERSBURG HOSPITAL MARKET: 2022 FIRST THREE MONTHS RESULTS

According to the results of the Budget Audit of FPPs in the Russian Federation (without DLO and regional benefit), in the first quarter of 2022 the St. Petersburg public procurement segment expanded by 85% in physical terms and amounted to 4.619 mil. packs. The growth rates of the public procurement segment in value terms were also positive and high: 105% in terms of roubles and 76% in terms of dollars. The volume of the segment achieved RUB 5.133 bil (USD 59.318 mil.) at wholesale prices. Based on the results for three months of 2022, the average cost of an OTC pack in the city hospitals was USD 12.84, whereas in a year-earlier period its cost was USD 13.53.

Figure 1. Public procumbent segment for 3 months of 2021 – 3 months 2022



Based on the results for January-March of 2022, the Russia-based BIOCAD became the leader of the top 10 manufacturers in the St. Petersburg public procurement market, moving up to rank one from four due to 2.8-fold growth in purchases (Table 1). The markets of OTCPHARM (6-growth in purchases) and GLAXOSMITHKLINE (14.3-growth), which broke into the top ten ranking, moving up to ranks six and nine, developed at yet faster pace. In addition to the leader, another two manufacturers showed positive growth rates. MSD and PROMOMED (2.2-fold growth each) moved up one rank, coming in at numbers four and eight. R-PHARM (2.3-fold growth), which showed close growth rates, held and secured rank three of the top ten ranking. BRISTOL MYERS (+82%) continued to hold its previous rank seven. Three manufacturers with relatively high growth rates, ROCHE (+60%), NOVARTIS (+68%) and PFIZER (+11%), moved down to ranks two, five and the last one, respectively. The total share of the top ten brands expanded by almost 4 p.p. to 52.6%.

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

Rank in the top ten		Manufacturer*	Share in total public segment, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	4	BIOCAD RF	7.8	5.8
2	1	**ROCHE**	6.5	8.3
3	3	**R-PHARM ZAO RF**	6.3	5.8
4	5	**MSD**	5.8	5.5
5	2	**NOVARTIS**	5.6	6.9
6	13	OTCPHARM	5.4	1.8
7	7	**BRISTOL MYERS**	4.5	5.1
8	9	PROMOMED	4.1	3.6
9	36	**GLAXOSMITHKLINE**	3.6	0.5
10	6	**PFIZER**	3.0	5.4
Total			52.6	48.7

*AIPM members are in bold

In the top ten brands ranking, the markets of the antiviral drug ARBIDOL (6.2-growth in purchases) and CORONAVIR (2.7-growth), as well as of the newcomers ILSIRA (6.1-growth), TIVICAY (23-growth) and ESPERAVIR, which moved up to ranks one and three, as well as five through seven, respectively, developed at a fast pace (Table 2). At the same time, they displaced ZOLGENSMA (+46%) and OPDIVO (+97%) one rank down, whereas KEYTRUDA (+42%) and ARTLEGIA (+52%) moved down to ranks eight and nine. XARELTO (+95%) placed at rank ten became the only brand that hold its own in the ranking. In total, the top ten brands accumulated 33.5% of the regional public procurement segment, whereas in the year-earlier period their share was 24.4%.

Table 2. The top 10 brands by public segment volume

Rank in the top ten		Brand	Share in total public procurement segment, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	9	ARBIDOL	5.4	1.8
2	1	ZOLGENSMA	4.3	6.0
3	5	CORONAVIR	4.2	3.2
4	3	OPDIVO	3.7	3.8
5	16	ILSIRA	3.6	1.2
6	30	TIVICAY	3.4	0.3
7	N/A	ESPERAVIR	2.7	N/A
8	2	KEYTRUDA	2.7	3.9
9	7	ARTLEGIA	1.9	2.5
10	10	XARELTO	1.6	1.7
Total			33.5	24.4

Three INNs of the top-ten INN and grouping names held their own in the ranking (Table 3). FAVIPIRAVIR (+99%) topped the ranking and SANOFI (+95%) closed it, and NIVOLUMAB (+97%) held its previous rank four. Most of the remaining top 10 INNs and group names rose in the ranks. Thus, UMIFENOVIR (5.6-growth in purchases) moved up to rank two from eight and the newcomers of the top ten LEVILIMAB (6.1-growth), MOLNUPIRAVIR and DOLUTEGRAVIR (23-growth) moved up to ranks five through seven, respectively. At the same time, the less dynamic ONASEMNOGENE ABEPARVOVEC (+46%), PEMBROLIZUMAB (+42%) and OLOKIZUMAB (+52%) moved down to ranks three, eight and nine, respectively. The total share accumulated by the top-ten INNs and grouping names increased by 9 p.p. to 37.2%.

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

Rank in the top ten		INN/Grouping name	Share in total public segment, %	
3 mon. 2022	3 mon. 2021		3 mon. 2022	3 mon. 2021
1	1	FAVIPIRAVIR	6.9	7.1
2	8	UMIFENOVIR	5.6	2.1
3	2	ONASEMNOGENE ABEPARVOVEC	4.3	6.0
4	4	NIVOLUMAB	3.7	3.8
5	16	LEVILIMAB	3.6	1.2
6	N/A	MOLNUPIRAVIR	3.5	N/A
7	33	DOLUTEGRAVIR	3.4	0.3
8	3	PEMBROLIZUMAB	2.7	3.9
9	6	OLOKIZUMAB	1.9	2.5
10	10	RIVAROXABAN	1.6	1.7
Total			37.2	28.6

The largest purchases within the framework of the public procurement segment in the region were accounted for by J05 Antivirals for systemic use (4.8-fold increase in purchases) (Table 4). The group moved up from rank two to one, displacing L01 Antineoplastic agents (+53%) by one rank down. Another two similar shifts took place in the lower part of the ranking. The more dynamic groups L04 Immunosuppressants (+86%) and M09 Other drugs for disorders of the musculo-skeletal system (+100%) moved up one rank, coming in at numbers three and five, displacing B01 Antithrombotic agents (+49%) and J01 Antibacterials for systemic use (+67%). B05 Blood substitutes and perfusion solutions showing 2-fold growth in sales held their previous rank seven. Even more dynamic newcomer of the top ten J06 Immune sera and immunoglobulins (9-fold growth) and L03 Immunostimulants (2.4-fold growth) moved up to the following ranks. On top of that, they displaced the group V08 Contrast media (+51%) to the last rank. In total, the top ten ATC groups accumulated 85.8% of the regional market, whereas in the year-earlier period - 80.8%.

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, %	
3 mon. 2022	3 mon. 2021			3 mon. 2022	3 mon. 2021
1	2	J05	ANTIVIRALS FOR SYSTEMIC USE	26.7	11.3
2	1	L01	ANTINEOPLASTIC AGENTS	21.4	28.7
3	4	L04	IMMUNOSUPPRESSANTS	7.7	8.4
4	3	B01	ANTITHROMBOTIC AGENTS	7.2	9.9
5	6	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET.SYST	5.9	6.0
6	5	J01	ANTIBACTERIALS FOR SYST USE	5.8	7.1
7	7	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	4.3	4.3
8	18	J06	IMMUNE SERA & IMMUNOGLOBULIN	2.8	0.6
9	11	L03	IMMUNOSTIMULANTS	2.4	2.1
10	9	V08	CONTRAST MEDIA	1.7	2.3
Total				85.8	80.8

Conclusion. At the end of the first three months of 2022, the St. Petersburg public procurement segment increased by 105% in terms of roubles and by 76% in terms of dollars. Its volume was equal to RUB 5.133 bil. (USD 59.318 mil.). In pack terms, the market also showed high and positive growth rates (+85%) and amounted to 4.619 mil. packs. In January-March of 2022, the average cost of an FPP pack in the public procurement segment of the city was lower than that in the year-earlier period (USD 12.84 vs. USD 13.53).