СОВМЕСТНАЯ ПУБЛИКАЦИЯ
АССОЦИАЦИИ МЕЖДУНАРОДНЫХ
ФАРМАЦЕВТИЧЕСКИХ
ПРОИЗВОДИТЕЛЕЙ
И ГК РЕМЕДИУМ

РЕМЕДИУМ
ГРУППА КОМПАНИЙ

AIPM®
Association of International Pharmaceutical Manufacturers
Ассоциация международных фармацевтических производителей

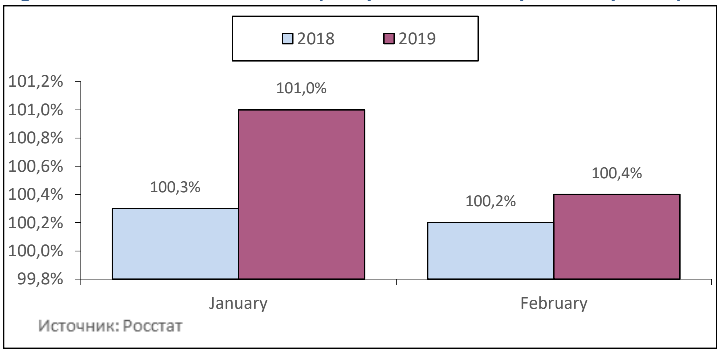
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.4% in February 2019, compared to the previous month, and 101.5% against December 2018.

In February 2019, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 100.1%, whereas in the month-earlier period it had amounted to 98.0%. The index accounted for 98.1% against December of 2018.

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



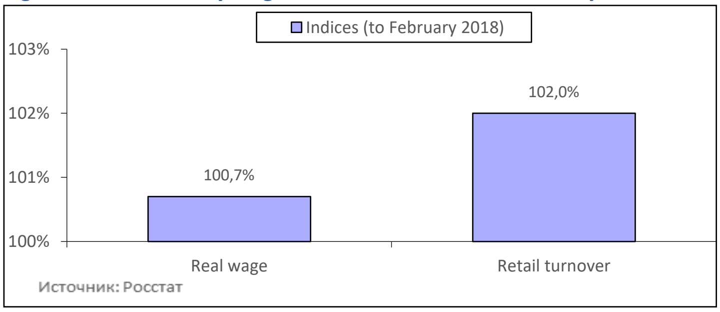
Living standard

According to Federal State Statistics Service's data, in February of 2019 a gross monthly average wage per worker reached RUB 43,030 (USD 653.36), which accounted for 101.8% compared to the previous month and 106.0% compared to February 2018. The real accrued wage in February 2018 accounted for 100.7% as compared with February 2018 and 101.4% as compared to the previous period. *Due to the transition of Rosstat to the updated methodology for calculating real disposable monetary incomes of the population, the data will be published once a quarter* (Fig. 2).

Retail turnover

In February 2018, the retail turnover was equal to RUB 2440.4 bil. or 102.0% (in comparable prices) against the level of the corresponding period of the previous year, and 97.6% as compared to the previous year, RUB 4929,7 bil. or 101.8% in January-February 2019. (Fig. 2).

Figure 2. Real monthly wage and retail turnover in February 2019



Industrial Production

According to Federal State Statistics Service's data, Industrial Production Index accounted for 104.1% in February 2018 compared to the same period in the previous year, and 102.6% in January-February 2019.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products for human use accounted for 111.6% in February 2019 compared to the relevant period of 2018, and 114.3% in January-February against January-February of 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 February 2019.

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

Rank	Manufacturer	RUB mil.
1	Otcpharm	2242.2
2	Valenta	1297.3
3	Biocad	1238.8
4	Pharmstandart	1034.0
5	Stada	1000.5
6	Materia Medica	793.0
7	Sotex	779.8
8	Akrikhin Pharma	724.4
9	Veropharm	723.2
10	Nearmedic Plus	703.6

Source - Remedium according to IQVIA data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In January 2019 compared to the previous month, sales (in terms of roubles) reduced in seven regions. The lowest performance was observed in Moscow (-25%), the highest one in Krasnoyarsk Krai (-3%). The sales growth was identified in Krasnodar Krai (+3%), Perm (+4%) and Tyumen (+5%)

Table 2. Pharmacy sales in the regions, 2018-2018

Region	Pharmacy sales, $ mil. (wholesale prices)			Growth gain, % (roubles)		
	November 2018	December 2018	January 2019	November/ October 18	December/ November 18	January19/ December 18
Moscow	162.7	188.4	141.2	-1%	18%	-25%
St. Petersburg	57.7	63.6	52.9	1%	12%	-17%
Krasnodar Krai	29.7	28.0	28.9	-6%	-4%	3%
Krasnoyarsk Krai	24.7	27.8	26.9	-2%	14%	-3%
Tatarstan	18.3	17.9	17.1	3%	-0.3%	-5%
Rostov Region	19.8	21.6	20.5	-3%	11%	-5%
Novosibirsk Region	19.3	20.8	19.9	-5%	9%	-4%
Voronezh Region	13.1	14.6	12.9	-2%	13%	-11%
Perm	7.0	7.1	7.4	2%	4%	4%
Tyumen	5.7	6.4	6.7	-8%	14%	5%

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 February 2019

Rank	Company*	Quantity of broadcasts
1	Otcpharm	11,707
2	Sandoz	10,308
3	BERLIN-CHEMIE/MENARINI	10,259
4	Sanofi	9,209
5	GSK Consumer Healthcare	8,847

Source - Remedium according to Mediascope's data

Table 4. Top five brand names in mass media in February 2019

Rank	Brand*	Quantity of broadcasts
1	Evalar	5,535
2	Linex	3,943
3	Polyoxidoni	3,662
4	Miramistin	2,997
5	Tantum	2,567

Source - Remedium according to Mediascope's data

* Only products registered with State Register of Medicines were considered

STATE REIMBURSEMENT PROGRAM (DLO) IN THE RUSSIAN FEDERATION: 2018 RESULTS

According to DLO in RF™, the drugs supplies under the Federal Program amounted to RUB 106.629 bil. on the basis of the results for 2018 (USD 1.697 bil.) in contractual prices[1]. The sector volume decreased by 7% in terms of roubles and 14% - in terms of dollars as compared to 2017. The scope of supplies in pack terms increased by 2% to 80.699 mil. packs. The average cost of a FPP pack through the DLO program was USD 21.03 in contractual prices (a year ago it was USD 24.90).

At the end of 2018, the manufacturer CELGENE (-15%[2]) continues to remain the leader of the DLO segment, despite the strong negative growth rates (Table 1). Due to positive growth rates, the Russian manufacturer BIOCAD (+1%) came closer to it, moving up to rank two from four. SHIRE (-2%), GENERIUM (-16%) and NOVO NORDISK (+4%) held their previous ranks three, five and nine. SANOFI (+14%), JOHNSON & JOHNSON (+3%) and NOVARTIS (+28%) showed a growth in purchases, moving up to ranks four, six and seven, respectively. Note that the latter became the only newcomer of the top-10. In contrast, two manufacturers NATIVA (-52%) and OCTAPHARMA (-5%) moved down to ranks eight and ten in the top ten ranking. The total share of the top ten drug manufacturers under DLO Program reduced by 1 p.p. and accounted for 54.4%.

Table 1. The top 10 drug manufacturers for DLO

Rank		Manufacturer*	Share in total DLO volume, %	
2018	2017		2018	2017
1	1	**CELGENE**	7.5	8.3
2	4	BIOCAD RF	7.3	6.8
3	3	**SHIRE**	7.3	6.9
4	6	**SANOFI**	6.5	5.3
5	5	GENERIUM ZAO RF	5.5	6.1
6	7	**JOHNSON & JOHNSON**	4.7	4.2
7	12	**NOVARTIS**	4.1	3.0
8	2	NATIVA	4.0	7.9
9	9	**NOVO NORDISK**	3.9	3.5
10	8	OCTAPHARMA	3.6	3.5
Total			54.4	55.4

*AIPM members are in bold

Four newcomers broke into the ranks of the top-ten brand names (Table 2). TOUJEO SOLOSTAR (+23%), TIZABRI (+49%), VILATE (+84%) and HUMIRA (+10%) moved up to rank five and the last three ranks. The other two brands moved up to yet higher ranks: OCTOFACTOR (+1%) moved up to rank four from six and FEIBA (+13%) moved up to rank six from nine. Due to 29% reduction in purchases, COAGIL-VII moved down to rank seven from four. The brands REVLIMID (-18%) and ACELBIYA (-40%) keeping leading positions also showed negative growth rates. Due to positive growth rates, ADVATE (+6%) held and reinforced its previous rank three in the ranking. The cumulative share of the top 10 did not virtually change and accounted for 26.1%.

Table 2. The top 10 Brands in DLO segment

Rank		Brand	Share in total DLO volume, %	
2018	2017		2018	2017
1	1	REVLIMID	7.2	8.1
2	2	ACELBIYA	2.9	4.4
3	3	ADVATE	2.8	2.5
4	6	OCTOFACTOR	2.3	2.1
5	11	TOUJEO SOLOSTAR	2.2	1.7
6	9	FEIBA	2.1	1.7
7	4	COAGIL-VII	1.8	2.4
8	18	TIZABRI	1.7	1.1
9	22	VILATE	1.6	0.8
10	16	HUMIRA	1.4	1.2
Total			26.1	26.0

Despite the negative growth rates, LENALIDOMIDE (-18%), RITUXIMAB (-27%), INTERFERON BETA-1A (-29%) and FACTOR VIII (-31%) held their own as the top four names in the top 10 INN and group names ranking (Table 3). EPTACOG ALFA (ACTIVATED) (-31%) and INTERFERON BETA-1B (-23%) rounding out the top ten also reduced their purchases. Note that the former moved down one rank, coming in at number nine. In contrast, four INNs of the top ten that showed positive growth rose in the ranks. INSULIN GLARGINE (+9%), OCTOCOG ALFA (+6%), and the newcomers MOROCTOCOG ALFA (+1%) and FACTOR VIII*FACTOR VON WILLEBRAND (+13%) that broke into the ranks of the top ten, moved up to ranks from five through eight, respectively. In total, 10 INNs and group names accounted for 33.1%, in the year-earlier period - 37.2%.

Table 3. The top ten INN and group names in DLO segment

Rank		INNs/Grouping Names	Share in total DLO volume, %	
2018	2017		2018	2017
1	1	LENALIDOMIDE	7.2	8.1
2	2	RITUXIMAB	4.2	5.4
3	3	INTERFERON BETA-1A	3.8	5.0
4	4	FACTOR VIII	3.4	4.6
5	7	INSULIN GLARGINE	3.4	2.9
6	9	OCTOCOG ALFA	2.8	2.5
7	11	MOROCTOCOG ALFA	2.3	2.1
8	12	FACTOR VIII INHIBITOR BYPASSING FRACTION	2.1	1.7
9	8	EPTACOG ALFA (ACTIVATED)	2.0	2.7
10	10	INTERFERON BETA-1B	1.8	2.2
Total			33.1	37.2

The leader of the top ten ATC groups did not change either: despite the strong negative growth rates, L01 Antineoplastic agents (-12%) retained their leading position (Table 4). The groups R03 Drugs for obstructive airway diseases (-6%) and L02 Sex preparations (+2%) also kept their previous ranks six and seven. The remaining four ATC groups with positive growth rates moved up one rank. They were L04 Immunosuppressants (+5%), A10 Drugs used in diabetes (+6%), B03 Antianemic preparations (+5%) and the newcomers of the top-ten H01 Hypothalamic-Pituitary Hormones and their analogues (+11%). At the same time, they displaced groups B02 Antihemorrhagics (-9%) one rank down, L03 Immunostimulants (-39%) and A16 Other drugs for the treatment of gastrointestinal diseases and metabolic disorders (-16%), which moved down to ranks three, five and nine, respectively. The total share of the top ten accounted for 84%, whereas in the year-earlier period it was 85.2%.

Table 4. The top ten ATC groups in DLO segment

Rank		ATC code	ATC group	Share in total DLO volume, %	
2018	2017			2018	2017
1	1	L01	ANTINEOPLASTIC AGENTS	18.4	19.5
2	3	L04	IMMUNOSUPPRESSANTS	17.3	15.4
3	2	B02	ANTIHEMORRHAGICS	17.0	17.4
4	5	A10	DRUGS USED IN DIABETES	11.6	10.2
5	4	L03	IMMUNOSTIMULANTS	7.0	10.6
6	6	R03	DRUGS FOR OBSTRUCTIVE AIRWAY DISEASES	3.2	3.1
7	7	L02	ENDOCRINE THERAPY	2.9	2.7
8	9	B03	ANTIANEMIC PREPARATIONS	2.4	2.2
9	8	A16	OTHER ALIMENTARY TRACT AND METHABOLISM PRODUCTS	2.2	2.4
10	11	H01	HYPOTHALAMIC-PITUITARY HORMONES AND THEIR ANALOGUES	2.0	1.7
Total				84.0	85.2

Data on supplies to the top ten regions of Russia under State Reimbursement Program (DLO) are shown in Table 5. Moscow, which share accounted for almost 30%, Moscow region (5%) and St. Petersburg (4%) continued to show the largest volumes of purchases. Note that almost all regions, except for Moscow (+8%) and Moscow region (+5%), demonstrated the reduction in purchases under the program. The top ten regions accumulated 54.2% of the DLO market.

Table 5. The top ten regions by sales in DLO segment

Rank		Region	Share in total DLO volume, %	
2018	2017		2018	2017
1	1	Moscow	29.8	25.7
2	2	Moscow Region	5.2	4.6
3	3	Saint Petersburg	3.8	3.9
4	7	North Caucasian FD, Rest	2.6	2.6
5	5	Sverdlovsk Region	2.5	2.7
6	4	Krasnodar Krai	2.5	3.1
7	6	Tatarstan Republic	2.1	2.7
8	10	Tyumen Region	2.0	2.1
9	8	Rostov Region	1.9	2.1
10	11	Novosibirsk Region	1.8	2.0
Total			54.2	51.4

Conclusion. On the basis of the results for 2018, the DLO segment brought in RUB 106.629 bil. (USD 1.697 bil.) in contractual prices, which is by 7% in terms of roubles and by 14% in terms of dollars less than in 2017. In pack terms, the supplies increased by 2% to 80.699 mil. packs. The average cost of FPP included in the DLO Programme decreased as compared to the past year (USD 21.03 vs USD 24.90).

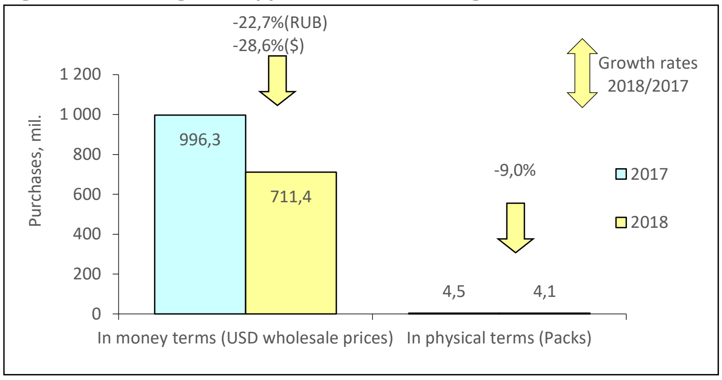
[1] Since 2008 until now, data on DLO have been provided as shipments in contractual prices: which are prices at which the government will reimburse moneys to the distributor.

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

2018 COST DEMANDING NOSOLOGIES (VZN) PROGRAM

Based on the results for 2018, the purchases under VZN Program in physical terms (packs) reduced by 9% as compared with 2017 (Fig. 1). In terms of national currency, the purchases decreased by 28.6%, in terms of dollars by 22.7%. The purchase volume amounted to RUB 47,710.6 mil. or USD 711.4 mil.

Figure 1. VZN Program supplies trend in 2018 against 2017



The purchases of drugs for the treatment of hemophilia in 2018 decreased by 17% in packs and by 8.4% in rubles (Table 1. VWAP increased by 11%. The share of the nosological segment in the structure of supplies under the VZN program increased from 32% to 38% in value terms. The drugs used to treat oncohematological diseases have ceased to be the leaders in terms of purchases under the VZN program (hemophilia treatment group has come forward). In 2018, the purchase of oncohematological drugs decreased by 36% in value terms and by 40% in physical terms as compared to the previous year. VWAP per pack decreased by two times. A share in the purchases pattern under the VZN program reduced from 36% to 30% in value terms. Purchases of the multiple sclerosis group increased by 24% in value terms and by 20% in pack terms as compared to the previous year (Table 1. VWAP reduced by 4.5%. The share of above drugs did not virtually change in the supplies pattern under the VZN Program and accounted for 22%. Supplies of immunosuppressants used in transplantation reduced by 9% in physical terms, and by 11% in value terms. At the same time, a relatively small change affected the VWAP (-2.5%). Compared with the previously described segments, the situation in that market remained more stable.

Table 1. Supplies pattern under the VZN Program

Nosologies	INN	Share in total VZN supplies (RUB), % 2018	2017
Haemophilia		38.5	32.4
	FACTOR VIII	8.2	9.1
	OCTOCOG ALFA	6.8	4.9
	FACTOR VON WILLEBRAND*FACTOR VIII	5.5	2.9
	MOROCTOCOG ALFA	5.5	4.2
	FACTOR VIII INHIBITOR BYPASSING FRACTION	4.9	3.3
	EPTACOG ALFA (ACTIVATED)	4.7	5.3
	FACTOR IX	2.8	2.7
	NONACOG ALFA	0.2	0.0
Oncohematology		**29.8**	**35.9**
	LENALIDOMIDE	17.1	16.0
	RITUXIMAB	9.5	10.1
	BORTEZOMIB	1.8	6.4
	IMATINIB	1.0	2.9
	FLUDARABINE	0.4	0.4
Sclerosis Multiplex		22.1	22.4
	INTERFERON BETA-1A	9.2	9.9
	INTERFERON BETA-1B	4.3	4.4
	NATALIZUMAB	4.2	2.2
	GLATIRAMER ACETATE	2.4	6.0
	TERIFLUNOMIDE	2.1	0.0
Transplantology		3.9	3.4
	TACROLIMUS	2.1	1.6
	MYCOPHENOLIC ACID	1.5	1.3
	CICLOSPORIN	0.2	0.3
	MYCOPHENOLATE MOFETIL	0.1	0.2
Mucoviscidosis		2.8	2.8
	DORNASE ALFA	2.8	2.8
Gaucher disease		2.4	2.7
	IMIGLUCERASE	1.9	2.3
	VELAGLUCERASE ALFA	0.6	0.4
Pituitary dwarfism		0.4	0.3
	SOMATROPIN	0.4	0.3

At the end of 2018, the original drug Revlimid (INN Lenalidomide) Celgene (INN Rituximab) Biocad was ranked 1st by purchases in terms of value in the top ten brand names ranking just as in the previous year (Table 2). In 2018, purchases of the drug increased by 37% in terms of packs and decreased by 18% in roubles, which was due to the decrease of VWAP by 54%. Advate (INN Octocog alfa), Shire, moved to rank two from four in the ranking (the final stages of production are localized at the Biocad facilities). Another drug of Shire, Feiba (INN Factor VIII inhibitor bypassing fraction), which purchases increased by 14%, moved down from rank 11 to five in the rating. Acelbiya (INN Rituximab), Biocad, moved up to rank three, the domestic drug Octofactor (INN Moroctocog alfa), Generium, moved up to rank four from 7.

Table 2. Top ten brand names by purchases under the VZN Program

Rank 2018	Rank 2017	Brand	Share in total VZN supplies, % 2018	2017
1	1	REVLIMID	17.1	16.0
2	4	ADVATE	6.8	4.9
3	2	ACELBIYA	6.3	8.5
4	7	OCTOFACTOR	5.5	4.2
5	11	FEIBA	4.9	3.3
6	5	COAGIL-VII	4.4	4.8
7	15	TIZABRI	4.2	2.2
8	20	VILATE	3.8	1.6
9	9	OCTANAT	3.2	3.5
10	12	INFIBETA	3.0	3.2
Total			59.1	58.6

The drug manufacturer Celgene, which drug Revlimid (Lenalidomide) held the same rank in the top ten brands ranking, was ranked number one in sales well ahead of the other drug manufacturers (Table 2 and 3). The share of this manufacturer accounted for over 17% of all supplies under the VZN Program in 2018. Shire, whose share in the supplies pattern under the VZN program has increased significantly (from 12.6% to 16%), was ranked second in the ranking. Shire drugs for the treatment of hemophilia - Advate and Feiba entered the top 10 brands, significantly improving their rating against the background of positive growth rates. In total, these drugs accounted for ¾ of all sales of Shire under the VZN program. The manufacturer Generium affiliated with Pharmstandard (13.5%) was ranked third in the rating. The gene-engineering drugs of blood factors, Octofactor and Koagil-VII, as well as Infibeta (Interferone beta – 1) for the treatment of multiple sclerosis broke into the ranks of the top 10 ranking. These drugs manufactured by Generium moved up to ranks 4, 6 and 10 in the top ten ranking. Biocad (11.6%) moved up to rank 4 from 5 in the top ten ranking in 2018. The main drug of the company Acelbiya (Rituximab), accounting for 54% of all its sales, moved down from rank two to three in the trade names ranking. However, two new drugs for the treatment of multiple sclerosis appeared in the purchases pattern - Teberif (Interferone beta – 1a) and Timexon (Glatiramer Acetate), which together accounted for 34% of all Biocad sales. In 2018, the purchases of Russian drugs under the VZN program in terms of packs increased by 15% and decreased by 38% in roubles. VWAP per pack of Russian drugs reduced by two times. The share of drugs of Russian origin in the purchases pattern increased significantly in physical terms (from 31.3% to 39.6%) and decreased in value terms (36.7% to 29.3%) compared to the previous year.

Table 3. Top ten manufacturers by purchases under the VZN Program

Rank in the top ten 2018	2017	Manufacturer*	Share in total VZN supplies, % 2018	2017
1	1	**CELGENE**	17.1	16.0
2	2	**SHIRE**	16.0	12.6
3	3	PHARMSTANDART (incl. GENERIUM)	13.5	12.4
4	5	BIOCAD RF	11.6	9.7
5	6	OCTAPHARMA	8.3	6.8
6	8	**JOHNSON & JOHNSON**	4.3	3.5
7	12	**SANOFI-AVENTIS**	3.9	2.3
8	10	**ROCHE**	3.4	2.9
9	11	**CSL BEHRING GMBH**	3.3	2.7
10	14	DR REDDYS LAB	2.6	1.5
Total			84.0	83.3

*AIPM members are in bold

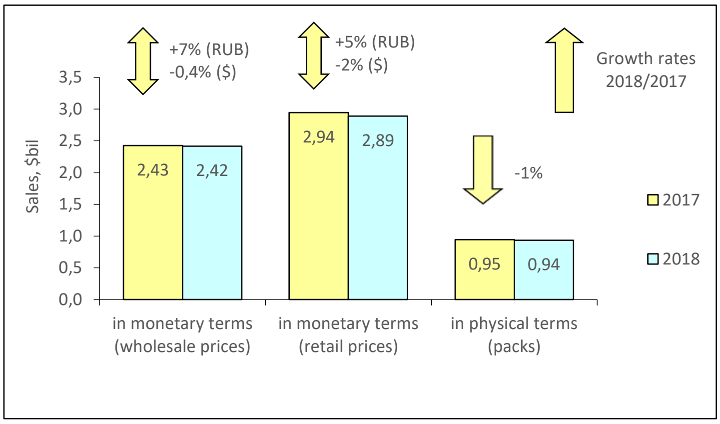
Conclusion. In 2018, the volume of purchases under the VZN program in physical terms was adjusted downward (-9%) after a significant increase, which fell in 2017 (+ 29%). Negative dynamics of various degree of intensity was characteristic of all nosological segments. For the first time in many years, the supplies under the VZN program significantly decreased in value terms (-23%). In addition to reduction of purchases in terms of packs, it was also determined by a decrease in purchase prices (by 17% for the whole segment), which has been lasting for several years. In 2018, the decrease in purchase prices was due to regulatory measures, as well as increased competition in most segments of the VZN program.

CFD PHARMACY MARKET (WITHOUT MOSCOW): 2018 RESULTS

According to Federal State Statistics Service, as of January 1, 2018 estimated population of the Central Federal District (CFD) (without Moscow) was 26.805 mil., which accounted for 18.2% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for 2018, the average wage in the CFD (with Moscow) was RUB 54,470 (USD 869.16), which was 25% higher than the average wage in Russia (RUB 43,445).

According to the results of the Retail Audit of Finished Pharmaceutical Products (FPP) in Russian Federation™, at year-end 2018 the sales of drugs in physical terms in the Central Federal District saw a 1% decrease to 935.718 mil. packs. In money terms, the market saw a 7% increase in terms of roubles and did not virtually change (-0.4%) in terms of dollars. At the same time, the market volume reached RUB 150.998 bil. (USD 2.418 bil.) at wholesale prices (Fig.1). The region market share accounted for 20.1% of the Russian pharmacy retail sales. An average cost of a pack reduced as compared to 2017: USD 3.09 vs. USD 3.11 in retail prices. At the end of 2018, the average amount spent by the residents of the region for FPPs in the pharmacies amounted to USD 107.93.

Figure 1. CFD (without Moscow) pharmacy market in 2017 – 2018



At the end of 2018, most manufacturers of the top ten manufacturers ranking held their own on the pharmacy market of the Central Federal District (CFD) (without Moscow) (Table 1). BAYER (+5%), SANOFI (+1%), TEVA (+2%) and SERVIER (+8%) topped the rating, KRK (+14%) held its rank seven, and GEDEON RICHTER (+2%) rounded out the top ten ranking. However, two shifts took place in the top ten ranking. The more dynamic manufacturers BERLIN-CHEMIE /MENARINI (+6%) and SANDOZ (+9%) moved up one rank, coming in at numbers five and eight. At the same time, they displaced OTCPHARM (+1%) and GLAXOSMITHKLINE (+6%), which showed lower growth rates, down one rank. The consolidated share of the top 10 reduced from 35.0% to 34.5%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	**BAYER**	4.8	4.9
2	2	**SANOFI**	4.3	4.6
3	3	**TEVA**	4.0	4.2
4	4	**SERVIER**	3.7	3.7
5	6	**BERLIN-CHEMIE/MENARINI**	3.2	3.2
6	5	OTCPHARM	3.1	3.2
7	7	**KRKA**	3.1	2.9
8	9	**SANDOZ**	2.8	2.8
9	8	**GLAXOSMITHKLINE**	2.8	2.8
10	10	GEDEON RICHTER	2.6	2.7
Total			34.5	35.0

*AIPM members are in bold

One newcomer broke into the ranks of the top ten brand names ranking: INGAVIRIN (+22%) moved up to rank eight of the top ten from 11 (Table 2). The other two brand names moved up to yet higher ranks. The most dynamic of them, XARELTO (+46%), moved up from rank six and took the lead in the top ten. The brand KAGOCEL (+17%) moved up one rank, coming in at number nine. The last year leader CONCOR (+4%) moved down to rank three. At the same time DETRALEX (+8%), ACTOVEGIN (+4%) and NUROFEN (+0.4%) moved down one rank. PENTALGIN (+7%) moved down to rank ten from nine. The brands MEXIDOL (+8%) and CARDIOMAGNYL (+6%) held their previous ranks two and seven. The total share of the top 10 brands increased from 7.1% to 7.4%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	6	XARELTO	1.0	0.7
2	2	MEXIDOL	0.8	0.8
3	1	CONCOR	0.8	0.8
4	3	DETRALEX	0.8	0.8
5	4	ACTOVEGIN	0.7	0.8
6	5	NUROFEN	0.7	0.8
7	7	CARDIOMAGNYL	0.7	0.7
8	11	INGAVIRIN	0.6	0.5
9	10	KAGOCEL	0.6	0.6
10	9	PENTALGIN	0.6	0.6
Total			7.4	7.1

XYLOMETAZOLINE (+1%) remained the leader of the top 10 INN and group names ranking (Table 3). DIOSMIN*HESPERIDIN (+15%) moved up to rank two from four, while IBUPROFEN (+8%) that had held that rank earlier, moved down to rank four. BISOPROLOL (+9%) and NIMESULIDE (+8%) continued to retain their ranks three and five. The only newcomer of the top ten RIVAROXABAN (+46%) moved up to rank six. At the same time, it displaced INNs PANCREATIN (+8%), ETHYLMETHYLHYDROXYPYRIDINE and BLOOD (+3% each), as well as ROSUVASTATIN (+4%) one rank down. The cumulative share of the top 10 under review increased from 10.4% to 10.7%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	XYLOMETAZOLINE	1.7	1.8
2	4	DIOSMIN*HESPERIDIN	1.2	1.1
3	3	BISOPROLOL	1.1	1.1
4	2	IBUPROFEN	1.1	1.1
5	5	NIMESULIDE	1.0	1.0
6	12	RIVAROXABAN	1.0	0.7
7	6	PANCREATIN	1.0	1.0
8	7	ETHYLMETHYLHYDROXYPYRIDINE	0.9	0.9
9	8	BLOOD	0.8	0.8
10	9	ROSUVASTATIN	0.8	0.8
Total			10.7	10.4

At the year-end, C09 Agents acting on the rennin-angiotensin system (+11%) became the bestselling - group in the regional market (Table 4). The group moved up from rank two to one, displacing the previously leading groups M01 Anti-inflammatory and antirheumatic drugs (+ 3%) down to rank two. Due to the advanced dynamics, the groups B01 Anticoagulants (+ 23%), G03 Sex hormones (+ 8%), A07 Antidiarrheal, intestinal anti-inflammatory and antimicrobial drugs (+ 11%) and C05 Angioprotectors (+ 10%), moved up to ranks four, five, eight and nine, respectively. At the same time, J01 Antibacterials for systemic use and R05 Cough and cold preparations (+ 4% each), and N02 Analgesics that decreased their sales by 0.5% moved down from rank four to seven. The only group that did not change its position was R01 Nasal preparations (+ 2%) placed at rank three. In total, the top ten ATC groups accumulated 37% of the regional market, whereas in the year-earlier period they accounted for 36.8%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2018	2017			2018	2017
1	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.1	4.9
2	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.1	5.3
3	3	R01	NASAL PREPARATIONS	3.8	3.9
4	7	B01	ANTITHROMBOTIC AGENTS	3.8	3.3
5	6	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.5	3.4
6	5	J01	ANTIBACTERIALS FOR SYST USE	3.4	3.5
7	4	N02	ANALGESICS	3.4	3.6
8	9	A07	ANTIDIARR.,INTEST. ANTIINFL./ ANTIINFECT. AGENTS	3.1	2.9
9	10	C05	VASOPROTECTIVES	3.0	2.9
10	8	R05	COUGH AND COLD PREPARATIONS	2.9	3.0
Total				37.0	36.8

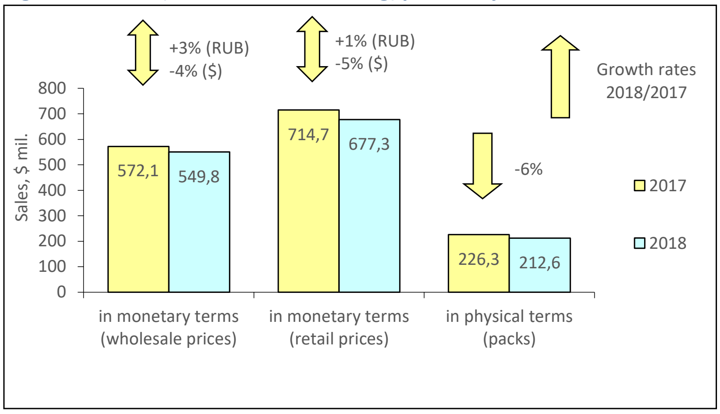
Conclusion. On the basis of the results for 2018, the retail pharmacy market of CFD (without Moscow) brought in RUB 180.698 bil. (USD 2.893 bil.), which is by 5% in terms of roubles and 2% in terms of dollars less than in 2017. In pack terms, the market reduced by 1% and amounted to 935.718 mil. packs. At the end of 2018, the average cost of an FPP pack in the regional pharmacies was USD 3.09, which was lower than in the year-earlier period (USD 3.11), and less than the national average (USD 3.31). However, the average medicine expenses of the CFD residents were higher than the national average expenses in Russia (USD 107.93 vs. USD 97.98).

NWFD (WITHOUT SAINT PETERSBURG) PHARMACY MARKET: 2018 RESULTS

According to Federal State Statistics Service, as of January 1, 2018 estimated population of the North-Western Federal District (NWFD) (without St. Petersburg) was 8.600 mil., which accounted for 5.9% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for 2018 the average wage in the NWFD (without St. Petersburg) was RUB 49469 (USD 789.36), which was 14% higher than the average wage in Russia (RUB 43,445).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in the Russian Federation™, at year-end 2018 FPPs in physical terms in pharmacies of NWFD (without St. Petersburg) saw a 6% decrease to 212.624 mil. packs. In money terms, the market saw a 3% increase in terms of roubles and 4% decrease in terms of dollars. At the same time, the volume of the market achieved RUB 34.262 bil (USD 549.756 mil.) at wholesale prices (Fig. 1). The regional market share accounted for 4.7% of the retail pharmacy sales. The average cost of an FPP pack in the pharmacies slightly increased as compared to a year earlier period (USD 3.16) and reached USD 3.19 at retail prices. In 2018, average amount spent by the region residents for FPPs in the pharmacies amounted to USD 109.87.

Figure 1. NWFD (without St. Petersburg) pharmacy market in 2017 – 2018



At the end of 2018, the top ten manufacturers rating in the NWFD OTC (exclus. of St Petersburg) market showed high stability (Table 1). It did not change in composition, and more than half of the top ten ATC groups held their own in the ranking. However, note that three of them: SANOFI (-5%), SERVIER (-0.2%) and GEDEON RICHTER (-2%) had negative growth rates, but it did not prevent them from holding ranks two, three and five. As before, BAYER (+3%), holds rank number one, and the manufacturers TEVA (+0.2%), OTCPHARM (+5%), SANDOZ (+3%) and KRKA (+13%) maintained ranks four, and six through eight respectively. The manufacturers holding the last two ranks swapped their places: GLAXOSMITHKLINE (+2%) that showed positive growth rates moved up to rank nine, whereas 6% STADA that reduced its sales moved down to rank ten. The total share of the top 10 drug manufacturers reduced from 38.0% to 37.3%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	**BAYER**	5.0	5.0
2	2	**SANOFI**	4.6	4.9
3	3	**SERVIER**	4.3	4.4
4	4	**TEVA**	4.0	4.1
5	5	GEDEON RICHTER	3.8	4.0
6	6	OTCPHARM	3.7	3.6
7	7	**SANDOZ**	3.4	3.4
8	8	**KRKA**	3.2	2.9
9	10	**GLAXOSMITHKLINE**	2.7	2.8
10	9	STADA	2.6	2.8
Total			37.3	38.0

*AIPM members are in bold

Only the leader of the top ten brands NUROFEN (-6%) and LORISTA (+7%) placed at rank eight held their own in the ranking (Table 2). Four brands of the top ten that showed positive growth rates rose in the ranks. DETRALEX (+9%) and XARELTO (+41%) moved up to ranks two and five, and the newcomers INGAVIRIN (+21%) and PENTALGIN (+15%) broke into the ranks of the top ten ranking, coming in at numbers seven and nine. The brands CONCOR (-9%), KAGOCEL (-6%), CARDIOMAGNYL and LOZAP (-4% each), in contrast, reduced their sales and moved down to the lower ranks three, four, six and ten, respectively. The total share of the top 10 brands did not virtually change and accounted for 7.4%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	NUROFEN	0.9	1.0
2	5	DETRALEX	0.9	0.8
3	2	CONCOR	0.8	0.9
4	3	KAGOCEL	0.8	0.9
5	9	XARELTO	0.8	0.6
6	4	CARDIOMAGNYL	0.8	0.8
7	13	INGAVIRIN	0.6	0.5
8	8	LORISTA	0.6	0.6
9	16	PENTALGIN	0.6	0.5
10	7	LOZAP	0.6	0.6
Total			7.4	7.3

The top ten INN and group names leader managed to hold its own in the ranking. Despite the reduction in sales, as before XYLOMETAZOLINE (-6%) held its previous rank number one (Table 3). On top of that, IBUPROFEN (+6%) and NIMESULIDE (-1%) also held their previous ranks two and five. Three of the remaining INNs with negative growth rates: BISOPROLOL (-3%), KAGOCEL (-36%) and ACETYLSALICYLIC ACID* MAGNESIUM (-2%) fell in the ranks, whereas four brands, in contrast, rose in the ranks. The composition DIOSMIN*HESPERIDIN (+19%) and INN PANCREATIN (+7%) moved up one rank, coming in at numbers three and six. The newcomers RIVAROXABAN (+41%) and LOSARTAN (+5%) broke into the ranks of the top ten, coming in at numbers eight and nine. In total, at the year-end the top ten INNs and group names accumulated 10.4% of sales, which is nearly as much as in the year-earlier period.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	XYLOMETAZOLINE	1.6	1.8
2	2	IBUPROFEN	1.4	1.3
3	4	DIOSMIN*HESPERIDIN	1.2	1.1
4	3	BISOPROLOL	1.1	1.2
5	5	NIMESULIDE	0.9	1.0
6	7	PANCREATIN	0.9	0.9
7	6	KAGOCEL	0.8	0.9
8	23	RIVAROXABAN	0.8	0.6
9	11	LOSARTAN	0.8	0.8
10	9	ACETYLSALICYLIC ACID* MAGNESIUM	0.8	0.8
Total			10.4	10.3

In contrast to the above rankings, the top ten ATC - groups changed their leader (Table 4). C09 Agents acting on the renin-angiotensin system (+4%) moved up to rank one from two, displacing M01 Anti-inflammatory and antirheumatic products (-2%) down one rank. The same shifts took place in the lower part of the top ten. The groups G03 Sex hormones (+7%) and R05 Cough and cold preparations (+3%) moved up one rank, displacing R01 Nasal preparations (-4%) and N02 Analgesics (-4%) down one rank. The more dynamic groups B01 Anticoagulants (+12%) and C05 Angioprotectors (+10%), which moved up to ranks seven and nine respectively, improved their positions by two ranks, and the latter became the only newcomer. The groups J01 Antibacterials for systemic use (+5%) and J05 Antivirals for systemic use (+0.3%) held their previous ranks eight and ten. At year-end 2018, the top ten ATC groups accumulated 38.3% of the market, whereas in the year-earlier period they accounted for 38.5%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2018	2017			2018	2017
1	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.4	5.3
2	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.1	5.3
3	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	3.9
4	3	R01	NASAL PREPARATIONS	3.7	3.9
5	6	R05	COUGH AND COLD PREPARATIONS	3.6	3.8
6	5	N02	ANALGESICS	3.5	3.8
7	9	B01	ANTITHROMBOTIC AGENTS	3.5	3.2
8	8	J01	ANTIBACTERIALS FOR SYST USE	3.4	3.3
9	11	C05	VASOPROTECTIVES	3.1	2.9
10	10	J05	ANTIVIRALS FOR SYSTEMIC USE	3.1	3.1
Total				38.3	38.5

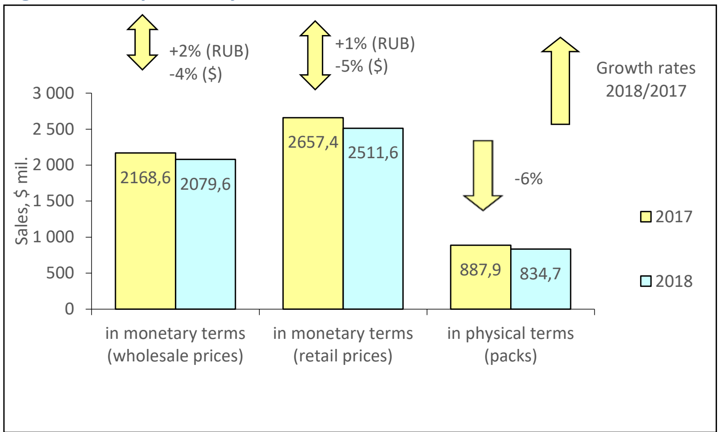
Conclusion. On the basis of the results for 2018, the pharmacy market of the NWFD (without St Petersburg) brought in RUB 42.215 bil. (USD 677.349 mil.), which is by 1% in terms of roubles and 5% in terms of dollars less than in 2017. In pack terms, the market reduced by 6% and amounted to 212.624 mil. packs. According to the results for 2018, the average cost of an FPP pack in the regional pharmacies was USD 3.19, which was more than 2017 indicator (USD 3.16) and lower than the national average (USD 3.31). The medicine expenses of the district residents were higher than the national average expenses in Russia (109.87 USD vs. USD 97.98).

VFD PHARMACY MARKET: 2018 RESULTS

According to Federal State Statistics Service, as of January 1, 2018 estimated population of the Volga Federal District (VFD) was 29.543 mil., which accounted for 20.1% of the total Russian Federation population. According to Federal State Statistics Service's data, in 2018 the average wage in the VFD was RUB 31849 (USD 508.20), which was 27% less than the average salary in Russia (RUB 43,445).

According to the results of the Retail Audit of OTC drugs in Russian Federation™, in 2018 the pharmacy market of VFD in pack terms reduced by 6% to 834.661 mil. packs as compared to the last year (Fig. 1) In wholesale prices, the market performance in terms of roubles showed positive sales growth (+2%), but in terms of dollars it reduced (-4%) and reached RUB 129.599 bil. (USD 2.080 bil.). A region's share in the total pharmacy sales in Russia accounted for 17.4%. At the end of 2018, the average cost of a finished pharma product (FPP) in the VFD pharmacies amounted to USD 3.01 vs. USD 2.99 in the year earlier period. At year-end 2018, the average per capita expenses for purchase of drugs in the pharmacies were estimated at USD 85.02.

Figure 1. VFD pharmacy market in 2017 – 2018



At the end of 2018, seven of the top ten manufacturers of the retail market of Volga Federal District held their own in the ranking (Table 1). Among them were the manufacturers SANOFI (-3%), BAYER (+0.1%), OTCPHARM (+0.3%), TEVA (-2%), SERVIER (+2%) and SANDOZ (+5%) at the head of the ranking, and TAKEDA (+4%) placed at rank nine. The newcomer KRKA (+19%) broke into the ranks of the top ten, coming in at number seven. At the same time, ABBOTT (+6%) moved down one rank, coming in at rank eight, whereas BERLIN-CHEMIE/MENARINI (-0.5%) that showed negative growth rates lost two ranks and rounded out the top ten ranking. The total share did not practically change and amounted to 32.2% of the market.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	**SANOFI**	4.3	4.5
2	2	**BAYER**	4.0	4.1
3	3	OTCPHARM	3.7	3.8
4	4	**TEVA**	3.5	3.6
5	5	**SERVIER**	3.0	3.1
6	6	**SANDOZ**	3.0	2.9
7	12	**KRKA**	2.8	2.4
8	7	**ABBOTT**	2.8	2.7
9	9	**TAKEDA**	2.6	2.6
10	8	**BERLIN-CHEMIE/MENARINI**	2.6	2.7
Total			32.2	32.3

*AIPM members are in bold

One newcomer broke into the ranks of the top ten brand names ranking: due to almost one-third growth in sales, XARELTO (+32%) moved up to rank nine from 15 (Table 2). On top of that, another four INNs of the top ten moved up to yet higher ranks. MEXIDOL and NUROFEN (+4% each) moved up to ranks two and three from the lower ranks. PENTALGIN (+6%) moved up to rank five from eight, and INGAVIRIN (+2%) moved up to rank eight from nine. At the same time, KAGOCEL (-14%), CARDIOMAGNYL (-11%) and ESSENTIALE (-19%) that reduced their sales lowered their ranking positions as well. Despite its negative growth rates and insignificant decrease in market share, the brand CONCOR (-8%) held its previous rank six. ACTOVEGIN (+2%) maintained its previous rank one. The total share of the top 10 brands reduced from 6.6% to 6.3%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	ACTOVEGIN	0.8	0.8
2	3	MEXIDOL	0.7	0.7
3	7	NUROFEN	0.7	0.6
4	2	KAGOCEL	0.7	0.8
5	8	PENTALGIN	0.6	0.6
6	6	CONCOR	0.6	0.7
7	5	CARDIOMAGNYL	0.6	0.7
8	9	INGAVIRIN	0.6	0.6
9	15	XARELTO	0.6	0.4
10	4	ESSENTIALE	0.6	0.7
Total			6.3	6.6

The top ten INN and group names leader managed to hold its own in the ranking. Despite reduction in sales, INN XYLOMETAZOLINE (-0.3%) held its own in the ranking (Table 3). ETHYLMETHYLHYDROXYPYRIDINE (0%) held its previous rank six. Five INNs from the top 10 rose in the ranks. IBUPROFEN (+7%) and DIOSMIN* HESPERIDIN* (+18%) moved up two ranks to numbers two and five. INNs BLOOD (+2%) and NIMESULIDE (-2%) moved up one rank, coming in at number seven and eight. The only newcomer of the top ten ROSUVASTATIN (+9%) broke into the ranks of the top ten, coming in at number ten. At the same time, the other three INNs, on the contrary, fell in the ranks. PANCREATIN (-8%), BISOPROLOL (-0.4%) and PHOSPHOLIPIDS (-18%) moved down to ranks three, four and nine, respectively. The total share of the top 10 reduced from 9.7% to 9.5%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	XYLOMETAZOLINE	1.4	1.4
2	4	IBUPROFEN	1.1	1.0
3	2	PANCREATIN	1.1	1.2
4	3	BISOPROLOL	1.0	1.1
5	7	DIOSMIN*HESPERIDIN	1.0	0.9
6	6	ETHYLMETHYLHYDROXYPYRIDINE	0.9	0.9
7	8	BLOOD	0.9	0.9
8	9	NIMESULIDE	0.8	0.8
9	5	PHOSPHOLIPIDS	0.7	0.9
10	15	ROSUVASTATIN	0.7	0.6
Total			9.5	9.7

M01Anti-inflammatory and antirheumatic products (-0.1%), C09 Agents acting on the renin-angiotensin system (+8%) and J01 Antibacterials for systemic use (+1%) held their previous top three ranks in the top ten ATC groups ranking (Table 4). Some shifts took place in the lower part of the top ten manufacturers ranking, as a result of which three brands of the top ten rose in the ranks. G03 Sex hormones (+5%) and R01 Nasal preparations (-1%) moved up one rank, coming in at numbers four and six. The most dynamic of the top ten leaders B01 Anticoagulants (+11%) moved up to rank eight from ten. At the same time, the groups J05 Antivirals for systemic use (-4%), N02 Analgesics (-7%), R05 Cough and cold preparations (-2%) and N06 Psychoanaleptics (+3%) moved down to ranks five, seven and two bottom ranks, respectively. In total, the top ten ATC groups accumulated 36.2% of the regional sales, 36.6% in the year-earlier period.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2018	2017			2018	2017
1	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.1	5.2
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.8	4.5
3	3	J01	ANTIBACTERIALS FOR SYST USE	3.7	3.8
4	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.6	3.5
5	4	J05	ANTIVIRALS FOR SYSTEMIC USE	3.4	3.6
6	7	R01	NASAL PREPARATIONS	3.3	3.4
7	6	N02	ANALGESICS	3.2	3.5
8	10	B01	ANTITHROMBOTIC AGENTS	3.1	2.9
9	8	R05	COUGH AND COLD PREPARATIONS	3.1	3.2
10	9	N06	PSYCHOANALEPTICS	3.0	3.0
Total				36.2	36.6

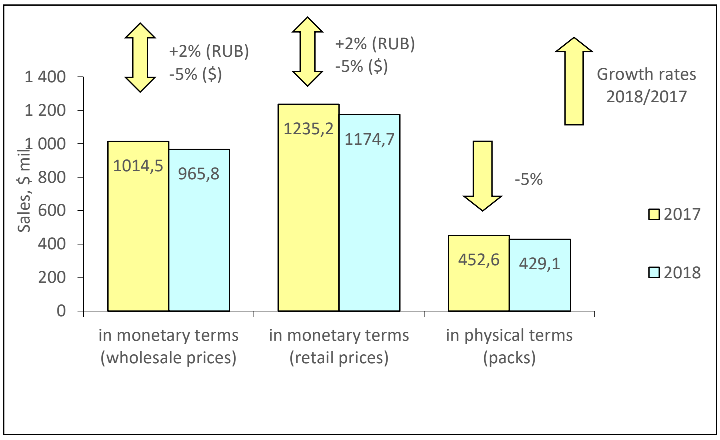
Conclusion. At the end of 2018, the pharmacy market in VFD was estimated at RUB 156.511 bil. (USD 2.512 bil.) in retail prices. At the same time, the market behaviour was low, but positive in rouble terms (+1%) and negative in dollar (-5%) terms. In physical terms, the sales reduced by 6% and amounted to 834.661 mil. packs as compared to 2017. At year-end 2018, the average cost of an FPP pack totalling to USD 3.01, slightly grew compared to the last year (USD 2.99), but continued to be lower than the national average across Russia (USD 3.31). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 85.02 vs. USD 97.98).

SoFD PHARMACY MARKET: 2018 RESULTS

According to Federal State Statistics Service, as of January 1, 2018 estimated population of the Southern Federal District (SoFD) was 16.442 mil., which accounted for 11.2% of the total Russian Federation population. According to Federal State Statistics Service's data, in 2018 the average wage in the SoFD was RUB 31532 (USD 503.14), which was 27% lower than the national average wage in Russia (RUB 43445).

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at the end of 2018 the sales of drugs in physical terms in the Southern Federal District saw a 5% increase to 429.070 mil. packs. In money terms, the market showed positive growth rates in rouble terms (+2%) and negative growth rates in dollar terms (-5%), and reached RUB 60.380 bil. (USD 965.813 mil.) at wholesale prices (Fig. 1). The city market share accounted for 8.2% of the pharmacy sales in Russia. The average cost of a pack did not virtually change as compared to a year earlier period (USD 2.73) and reached USD 2.74 at retail prices. In 2018, the average amount spent by residents of the SoFD for drugs amounted to USD 71.44.

Figure 1. SoFD pharmacy market in 2017 – 2018



At the end of 2018, most of the top ten manufacturers in the market of the Southern Federal District held their own in the ranking (Table 1). The manufacturers BAYER (+2%), SANOFI and TEVA (-5% each), SERVIER, OTCPHARM and SANDOZ (+4% each), as well as BERLIN-CHEMIE/MENARINI (+5%) and GLAXOSMITHKLINE (-1%) maintained their previous top eight ranks in the top ten ranking. ABBOTT (-1%) moved up to rank nine from ten, whereas STADA (-6%) that had held that place earlier moved down to rank ten due to more pronounced negative growth rates. The total share of the top 10 manufacturers has reduced from 34.4% to 33.7%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	**BAYER**	5.1	5.1
2	2	**SANOFI**	3.9	4.2
3	3	**TEVA**	3.8	4.1
4	4	**SERVIER**	3.2	3.2
5	5	OTCPHARM	3.2	3.1
6	6	**SANDOZ**	3.2	3.1
7	7	**BERLIN-CHEMIE/MENARINI**	3.1	3.0
8	8	**GLAXOSMITHKLINE**	2.8	2.9
9	10	**ABBOTT**	2.7	2.8
10	9	STADA	2.7	2.9
Total			33.7	34.4

*AIPM members are in bold

Three newcomers broke into the top 10 brands ranking on the regional market: DETRALEX (+9%), XARELTO (+35%) and MEXIDOL (+15%) moved up to ranks five and the last two ranks (Table 2). The other three brands came in at yet higher ranks. At the same time, THERAFLEX (+3%) moved up one rank, and THERAFLU (-0.3%) and MIRAMISTIN (+2%) moved up two ranks, coming in at numbers three, four and seven, respectively. The brands KAGOCEL and INGAVIRIN reduced their sales by 3% each and moved down to ranks six and eight. NUROFEN (-2%) that kept the leadership position showed negative growth rates. As before, ACTOVEGIN (+1%) held its previous rank two. The total share of the top 10 brands did not virtually change: 6.2% vs 6.1% a year-earlier.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	NUROFEN	0.8	0.8
2	2	ACTOVEGIN	0.7	0.7
3	4	THERAFLEX	0.6	0.6
4	6	THERAFLU	0.6	0.6
5	11	DETRALEX	0.6	0.6
6	5	KAGOCEL	0.6	0.6
7	9	MIRAMISTIN	0.6	0.6
8	7	INGAVIRIN	0.6	0.6
9	20	XARELTO	0.6	0.4
10	13	MEXIDOL	0.6	0.5
Total			6.2	6.1

INN XYLOMETAZOLINE (+2%) held its rank number one in the top ten INN and group names ranking (Table 3). At the same time, NIMESULIDE (+6%) and DICLOFENAC (-2%) also held their own in the ranking. In contrast, four ATC groups with outperformance rates rose in the ranks. INN IBUPROFEN (+9%) moved up one rank, coming in at number two, whereas the composition DIOSMIN*HESPERIDIN (+17%) moved up to rank five from seven. The newcomers ROSUVASTATIN (+14%) and ETHYLMETHYLHYDROXYPYRIDINE (+12%) broke into the ranks of the top ten, moving up to numbers eight and ten. The remaining INNs, in contrast, lost one point each. INNs PANCREATIN (+1%), BISOPROLOL (+3%) and BLOOD (-0.5%) moved down to ranks three, six and seven, respectively. The total share of the top ten accounted for 9.8%, whereas in the year-earlier period it was 9.5%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	XYLOMETAZOLINE	1.9	1.9
2	3	IBUPROFEN	1.1	1.1
3	2	PANCREATIN	1.1	1.1
4	4	NIMESULIDE	1.1	1.0
5	7	DIOSMIN*HESPERIDIN	0.9	0.8
6	5	BISOPROLOL	0.9	0.9
7	6	BLOOD	0.8	0.8
8	11	ROSUVASTATIN	0.7	0.6
9	9	DICLOFENAC	0.7	0.7
10	16	ETHYLMETHYLHYDROXYPYRIDINE	0.7	0.6
Total			9.8	9.5

As in the previous rankings in the top ten, the leader of the top ten ATC groups ranking did not change: as before, M01 Aniinflammatory and antirheumatic products (+4%) maintained and reinforced its previous rank one (Table 4). R01 Nasal preparations (-0.3%), G03 Sex hormones (+1%) and R05 Cough and cold preparations (-4%) also held their previous ranks two, six and nine. Another three groups showing outperformance rates rose in the ranks. C09 Agents acting on the renin-angiotensin system (+8%) moved up to rank three from five, A07 Antidiarrheal, intestinal anti-inflammatory and antimicrobial drugs (+1%) moved up to rank seven from eight and the only newcomer, B01 Anticoagulants (+18%) moved up to rank ten of the top ten. Three groups of the top ten with negative growth rates lost one rank each. J01 Antibacterials for systemic use (-4%), N02 Analgesics (-5%) and J05 Antivirals for systemic use (-6%) moved down to ranks four, five and eight, respectively. The total share of top ten ATC groups reduced by 0.4 p.p. and achieved 36.1%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2018	2017			2018	2017
1	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.3	5.2
2	2	R01	NASAL PREPARATIONS	3.9	4.0
3	5	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	3.7	3.5
4	3	J01	ANTIBACTERIALS FOR SYST USE	3.7	4.0
5	4	N02	ANALGESICS	3.6	3.8
6	6	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.5	3.5
7	8	A07	ANTIDIARR.,INTEST. ANTIINFL./ ANTIINFECT. AGENTS	3.4	3.4
8	7	J05	ANTIVIRALS FOR SYSTEMIC USE	3.2	3.4
9	9	R05	COUGH AND COLD PREPARATIONS	3.0	3.2
10	15	B01	ANTITHROMBOTIC AGENTS	2.9	2.5
Total				36.1	36.5

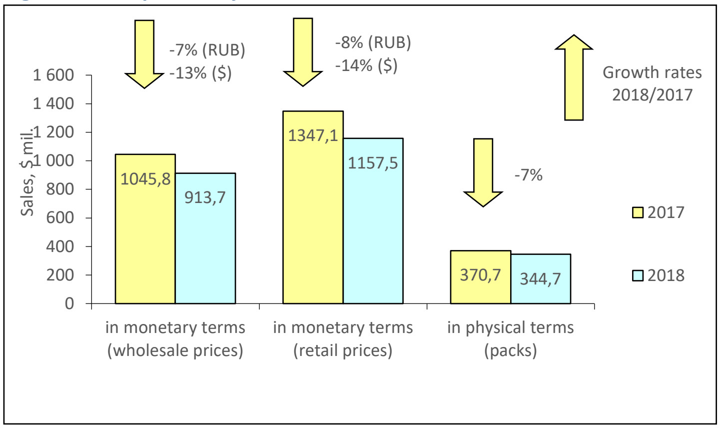
Conclusion. On the basis of the results for 2018, the retail pharmacy market of the SoFD brought in RUB 73.445 bil. (USD 1.175 bil.) in retail prices. The sales saw a 2% increase in terms of roubles, whereas the growth rates (-5%) in terms of dollars was negative. In pack terms, the market reduced by 5% and amounted to 429.070 mil. packs. The average cost of an FPP pack in the district pharmacies was USD 2.74, which is virtually the same as in the year-earlier period (USD 2.73), but lower than average figures in the country (USD 3.31). At the end of 2018, the average expenses of the SoFD residents for medications in the pharmacies were also lower than the national average (USD 71.44 vs. USD 97.98).

UFD PHARMACY MARKET: 2018 RESULTS

According to Federal State Statistics Service, as of January 1, 2018 estimated population of the Ural Federal District (UFD) was 12.356 mil., which accounted for 8.4% of the total Russian Federation population. According to Federal State Statistics Service's data, in twelve months of 2018 the average wage in the UFD region was RUB 47572 (USD 759.09), which was 9% higher than the average wage in Russia (RUB 43,445).

According to the results for 2018, Retail Audit of Finished Pharma Products (FPP) in Russian Federation™ the sales of OTC drugs in physical terms in the pharmacies of the UFD saw a 7% decrease to 344.673 mil. packs. In money terms, the market also showed negative growth rates both in rouble terms (-7%), and in dollar terms (-13%), and was equal to 56.947 bil. (USD 913.735 mil.) in wholesale prices (Fig. 1). The regional market share accounted for 8.0% of the total pharmacy sales in Russia. In 2018, the average retail cost of an FPP pack was USD 3.36, which was lower than in the year-earlier period (USD 3.63). In 2018, the average amount spent by residents of the UFD for drugs amounted to USD 93.68.

Figure 1. UFD pharmacy market in 2017 – 2018



Almost all top ten manufacturers on the Ural Federal District market, just as the market in whole, showed negative growth rates based on the results for 2018 (Table 1). On top of that, the manufacturer BAYER took the lead by sales, moving up to rank one from two, despite the reduction in sales by 8%. Due to strong negative growth rates, SANOFI (-12%), which hold rank number one in the top ten ranking, moved down to rank seven. OTCPHARM (+2%), the only manufacturer in the top ten who showed positive growth rates, moved up to rank three from four. SANDOZ (-10%) and TAKEDA (-4%) also moved up one rank, coming in at numbers six and ten, and the last one became the only newcomer of the top ten. At the same time, the drug manufacturers TEVA (-9%) and SERVIER (-14%) moved down one rank. GEDEON RICHTER (-11%), STADA and ABBOTT (-12% each) retained their previous ranks five, eight and nine. The total share of the top 10 drug manufacturers reduced by 1 p.p. to 33.8%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	2	**BAYER**	4.9	5.0
2	1	**SANOFI**	4.7	5.0
3	4	OTCPHARM	3.7	3.3
4	3	**TEVA**	3.5	3.6
5	5	GEDEON RICHTER	3.2	3.3
6	7	**SANDOZ**	2.9	3.0
7	6	**SERVIER**	2.9	3.1
8	8	STADA	2.8	3.0
9	9	**ABBOTT**	2.7	2.9
10	11	**TAKEDA**	2.5	2.4
Total			33.8	34.8

*AIPM members are in bold

Numerous swaps took place in the top-10 Brands (Table 2). INGAVIRIN (+10%) and ARTRA (+16%) moved up to the higher positions from ranks 4 and 6. ESSENTIALE placed at rank one reduced its sales by 21% and moved down to rank three, displacing NUROFEN (-4%) down one rank. In addition to the leaders, another two brands showed positive growth rates in the analysed period. KAGOCEL (+10%) and the newcomer FLEMOXIN SOLUTAB (+44%) moved up to ranks five and six, respectively. The remaining four brand names showed reduction in sales. As a result, ACTOVEGIN (-13%), DETRALEX (-20%) and LOZAP (-12%) fell in the ranks and moved down to numbers seven, eight and ten. The brand CARDIOMAGNYL (-2%) managed to hold its previous rank nine. The total share of the top 10 brands increased from 6.3% to 6.7%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	4	INGAVIRIN	0.8	0.7
2	6	ARTRA	0.7	0.6
3	1	ESSENTIALE	0.7	0.9
4	3	NUROFEN	0.7	0.7
5	8	KAGOCEL	0.7	0.6
6	20	FLEMOXIN SOLUTAB	0.7	0.4
7	5	ACTOVEGIN	0.6	0.6
8	2	DETRALEX	0.6	0.7
9	9	CARDIOMAGNYL	0.6	0.6
10	7	LOZAP	0.6	0.6
Total			6.7	6.3

Just like the brands, most of the top INNs and grouping names showed negative growth rates (Table 3). Among them is XYLOMETAZOLINE (-2%) which held rank number one. On top of that, INN ROSUVASTATIN (-6%) also held its previous rank six. After reduction in sales, the composition DIOSMIN*HESPERIDIN (-14%) and INNs PANCREATIN (-10%), PHOSPHOLIPIDS (-24%) and NIMESULIDE (-5%) fell in the ranks, which moved down to ranks three, four, eight and nine, respectively. Despite the negative growth rates, composition CHONDROITINSULFURIC ACID* GLUCOSAMINE (-5%) moved up two ranks, coming in at number five. Three drug manufacturers with positive growth rates also rose in the ranks. IBUPROFEN (+3%) moved up to rank two from five, and two newcomers of the top ten AMOXICILLIN (+33%) and IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+10%) moved up to rank seven and ten. The cumulative share of the top10 increased from 9.2% to 9.5%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	XYLOMETAZOLINE	1.5	1.5
2	5	IBUPROFEN	1.1	1.0
3	2	DIOSMIN*HESPERIDIN	1.0	1.1
4	3	PANCREATIN	0.9	1.0
5	7	CHONDROITINSULFURIC ACID* GLUCOSAMINE	0.9	0.9
6	6	ROSUVASTATIN	0.9	0.9
7	20	AMOXICILLIN	0.8	0.6
8	4	PHOSPHOLIPIDS	0.8	1.0
9	8	NIMESULIDE	0.8	0.8
10	12	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.8	0.7
Total			9.5	9.2

Five of the top-10 ATC groups retained their positions unchanged (Table 4). As before, M01 Anti-inflammatory and antirheumatic products held its previous rank one despite the reduction in sales by 9%. J05 Antivirals for systemic use (+0.3%), R01 Nasal preparations (-1%) and A11 Vitamins (-5%) held their previous ranks four through six, and N02 Analgesics (-4%) kept their previous rank nine. Three ATC groups from the top ten rose in the ranks. C09 Agents acting on the renin-angiotensin system (-7%) moved up to rank two from three, and J01 Antibacterials for systemic use (+1%) and R05 Cough and cold preparations (+5%) moved up to ranks seven and eight. Two ATC groups with strong negative growth rates, G03 Sex hormones (-14%) and B01 Anticoagulants (-12%), in contrast, moved down to ranks three and ten, respectively. In total, the top ten ATC - groups accumulated 37.4% of the regional market against 36.9% in 2017.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2018	2017			2018	2017
1	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.7	4.8
2	3	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.3	4.3
3	2	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	4.5
4	4	J05	ANTIVIRALS FOR SYSTEMIC USE	3.8	3.5
5	5	R01	NASAL PREPARATIONS	3.7	3.5
6	6	A11	VITAMINS	3.5	3.5
7	8	J01	ANTIBACTERIALS FOR SYST USE	3.5	3.2
8	10	R05	COUGH AND COLD PREPARATIONS	3.5	3.1
9	9	N02	ANALGESICS	3.2	3.1
10	7	B01	ANTITHROMBOTIC AGENTS	3.1	3.3
Total				37.4	36.9

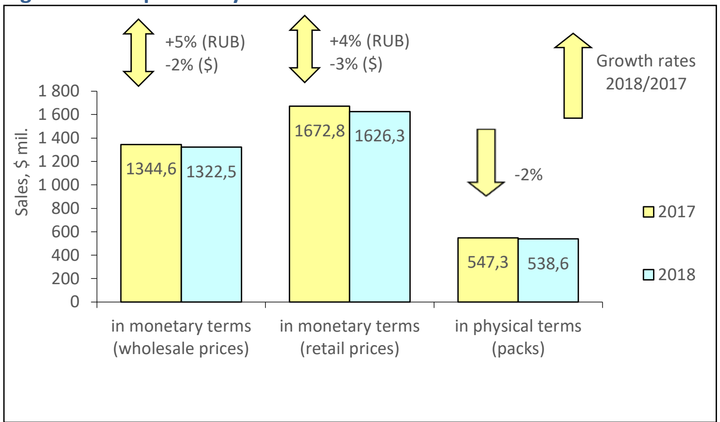
Conclusion. On the basis of the results for 2018, the retail pharmacy market of the Ural Federal District brought in RUB 72.116 bil. (USD 1.157 bil.) in retail prices. The sales reduced both in dollar (-14%) and rouble terms (-8%). In pack terms, the market also showed negative growth rates (-7%) and achieved 344.673 mil. packs. At the end of 2018, the average cost of an FPP pack in the district pharmacies was USD 3.36, which was lower than the last year figures (USD 3.64), but higher than average figures in the country (USD 3.31). The average expenses of the UFD residents for medications in the pharmacies were lower than the national average (USD 93.68 vs. USD 97.98).

SiFD PHARMACY MARKET: 2018 RESULTS

According to Federal State Statistics Service, as of January 1, 2018 estimated population of the Siberian Federal District (SiFD) was 19.287 mil., which accounted for 13.1% of the total Russian Federation population. According to Federal State Statistics Service's data, in 2018 the average wage in the SiFD was RUB 37420 (USD 597.10), which was 14% lower than the national average wage in Russia (RUB 43445).

According to the results of the Retail Audit of FPP drugs in Russian Federation™, in 2018 the SiFD pharmacy market volume in physical terms reduced by 2% to 538.559 mil. packs (Fig. 1) In wholesale prices, the market showed positive performance both in terms of roubles (+5%) and - in terms of dollars (-2%) and reached RUB 82.542 bil. (USD 1.322 bil.). The district's share accounted for 11.3% of the total pharmacy sales in the Russian pharmacy market pattern. Based on the results for 2018, the average cost of FPP pack in the SiFD pharmacies was USD 3.02, whereas in the year-earlier period its cost was USD 3.06. At the end of 2018, per capita expenses of the SFD residents for purchase of medicines in pharmacies amounted to USD 84.32.

Figure 1. SiFD pharmacy market in 2017 – 2018



Despite the reduction in sales by 3%, at year-end 2018 the manufacturers BAYER, SANOFI and TEVA (+3%), as well as SERVIER that showed positive growth rates held their leading positions in the top ten manufacturers ranking on the pharmacy market of the Siberian Federal District (+8%) (Table 1). GEDEON RICHTER (+5%) also managed to hold its previous rank eight. Due to the outperformance rates, three manufacturers: OTCPHARM (+10%), KRKA (+14%) and ABBOTT (+10%) moved to ranks five, seven and nine, respectively. In contrast, SANDOZ (+3%) that showed low growth rates and STADA (-9%) that showed reduction in sales moved down to ranks six and ten. The total share of the top 10 drug manufacturers reduced by almost 1 p.p. and accounted for 34.0%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	**BAYER**	4.6	5.0
2	2	**SANOFI**	4.3	4.7
3	3	**TEVA**	4.1	4.5
4	4	**SERVIER**	3.6	3.5
5	6	OTCPHARM	3.3	3.1
6	5	**SANDOZ**	3.2	3.3
7	9	**KRKA**	2.9	2.6
8	8	GEDEON RICHTER	2.8	2.8
9	10	**ABBOTT**	2.7	2.6
10	7	STADA	2.5	2.9
Total			34.0	35.0

*AIPM members are in bold

LOZAP (+2%) became a sales leader among the top ten brands, whereas the former leader of the top ten ranking CARDIOMAGNYL (-2%) moved down to rank two (Table 2). DETRALEX (+17%) moved up to rank three from six, as before CONCOR (-0.1%) and LORISTA (+7%) held their previous ranks four and five. ACTOVEGIN (+5%) also held its own in the ranking. The brands PENTALGIN (+10%), MEXIDOL (+12%) and XARELTO (+45%) rose in the ranks, moving up to ranks six, nine and ten, respectively. Note that the latter two broke into the ranks of the top 10 for the first time. Due to 7% reduction in sales, NUROFEN moved down from rank three to seven. In total, top ten brands accumulated 6.3% of sales, whereas in the year-earlier period - 6.2%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	2	LOZAP	0.7	0.7
2	1	CARDIOMAGNYL	0.7	0.7
3	6	DETRALEX	0.7	0.6
4	4	CONCOR	0.6	0.7
5	5	LORISTA	0.6	0.6
6	7	PENTALGIN	0.6	0.6
7	3	NUROFEN	0.6	0.7
8	8	ACTOVEGIN	0.6	0.6
9	12	MEXIDOL	0.6	0.5
10	23	XARELTO	0.5	0.4
Total			6.3	6.2

XYLOMETAZOLINE (+3%), IBUPROFEN and BISOPROLOL (+7% each) continued to hold the top three ranks in the top ten INN and grouping names ranking (Table 3). Four FPPs with outstripping growth rates rose in the ranks. DIOSMIN*HESPERIDIN (+24%), NIMESULIDE (+8%), LOSARTAN (+7%) and LOSARTAN* HYDROCHLOROTHIAZIDE (+6%) moved up to ranks four, five, seven and ten, respectively. ROSUVASTATIN (-5%) that reduced its sales and SILDENAFIL (+3%) that showed rather low sales rates moved down to ranks eight and nine, respectively. The name PANCREATIN (+5%) held its previous rank six. The total share accumulated by the top 10 drug manufacturers did not virtually change and accounted for 9.4%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	XYLOMETAZOLINE	1.5	1.6
2	2	IBUPROFEN	1.1	1.1
3	3	BISOPROLOL	1.0	1.0
4	5	DIOSMIN*HESPERIDIN	1.0	0.8
5	7	NIMESULIDE	0.9	0.8
6	6	PANCREATIN	0.8	0.8
7	9	LOSARTAN	0.8	0.7
8	4	ROSUVASTATIN	0.8	0.8
9	8	SILDENAFIL	0.7	0.7
10	12	LOSARTAN*HYDROCHLOROTHIAZIDE	0.7	0.7
Total			9.4	9.3

C09 Agents acting on the rennin-angiotensin system (+11%) became the best-selling group in the regional market based on the results for the year (Table 4). Due to lagging behind the growth rates, the former leader M01 Anti-inflammatory and antirheumatic products (+3%) reduced their market share and rank position, moving down to rank two. The groups G03 Sex hormones (+8%), N02 Analgesics (-3%), R01 Nasal preparations (+3%) and J01 Antibacterials for systemic use (+1%) held their previous ranks three through six respectively. The only newcomer and the most dynamic among the leaders ATC group of the top ten B01 Antithrombotic agents (+16%) moved up to rank seven. At the same time, the group R05 Cough and Cold Preparations (-0.1%) moved down one rank. G04 Urologicals (+4%) moved up to rank nine from ten, and J05 Antivirals for systemic use (-1%) rounded out the top ten, moving down from rank eight. Based on the results for 2018, the total share of the top ten ATC groups accounted for 36.7%, whereas in 2017 – 37.1%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2018	2017			2018	2017
1	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.0	4.7
2	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.9	5.0
3	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.4	4.3
4	4	N02	ANALGESICS	3.6	3.9
5	5	R01	NASAL PREPARATIONS	3.5	3.6
6	6	J01	ANTIBACTERIALS FOR SYST USE	3.4	3.5
7	11	B01	ANTITHROMBOTIC AGENTS	3.1	2.8
8	7	R05	COUGH AND COLD PREPARATIONS	3.1	3.2
9	10	G04	UROLOGICALS	2.9	2.9
10	8	J05	ANTIVIRALS FOR SYSTEMIC USE	2.8	3.0
Total				36.7	37.1

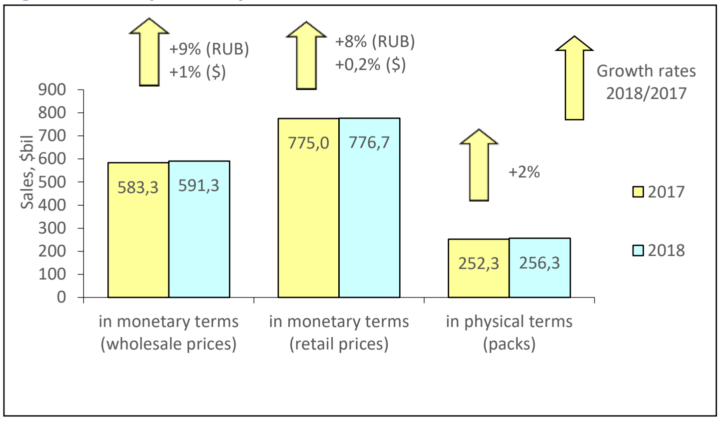
Conclusion. At the end of 2018, the pharmacy market in the Siberian Federal District was estimated at RUB 101.457 mil. (USD 1.626 bil.) in final consumer prices. At the same time, the market behaviour was positive (+4%) in rouble terms and negative in dollar (-3%) terms. In natural terms, the sales decreased by 2% to 538.559 mil. packs. The average cost of an FPP pack decreased insignificantly as compared to a year earlier (USD 3.02 vs. USD 3.06), but continued to be lower than the national FPP price average in Russia (USD 3.31). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 84.32 vs. USD 97.98).

FEFD PHARMACY MARKET: 2018 RESULTS

According to Federal State Statistics Service, as of January 1, 2018 estimated population of the Far Eastern Federal District (FEFD) was 6.165 mil., which accounted for 4.2% of the total Russian Federation population. According to Federal State Statistics Service's data, in 2018 the average wage in the FEFD was RUB 51212 (USD 817.17), which was 18% higher than the average wage in Russia (RUB 43,445).

According to the results of the Retail Audit of Finished Pharma Products in Russian Federation™, at year-end 2018 the sales of drugs in physical terms in the pharmacies of the FEFD saw a 2% increase to 256.256 mil. packs. In value terms, the OTC drugs market increased by 9% in rouble terms and by 1% in dollar terms and reached RUB 37.020 bil. (USD 591.324 mil.) in wholesale prices (Fig. 1). The district's share reached 5.4% of the all-Russia sales in retail prices. The average cost of a pack slightly reduced as compared to a year earlier and reached USD 3.03 (vs. USD 3.07). At the end of 2018, the average amount spent by the FEFD residents for drugs in the pharmacies amounted to USD 90.31.

Figure 1. FEFD pharmacy market in 2017 – 2018



The rating of leading manufacturers in the retail market of the Far Eastern Federal District for 2018 did not virtually change: eight of the drug manufacturers from the top ten held their own in the ranking (Table 1). Due to high growth rates, BAYER (+11%) held and reinforced its previous rank number one. The markets of manufacturers SANDOZ (+10%), KRKA (+12%) and OTCPHARM (+11%), which held ranks six through eight, also developed by above-market rates. The manufacturers SANOFI (+0.2%), SERVIER and GLAXOSMITHKLINE (+6% each), as well as STADA (+2%) held their previous ranks two, four and the last two ranks. The only shift affected ranks three and five. The manufacturer GEDEON RICHTER (+7%) moved up two ranks, coming in at rank three, whereas TEVA (+2%) that kept that rank earlier moved down two ranks. The total share of the top 10 drug manufacturers reduced from 34.7% to 34.0%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	**BAYER**	4.8	4.7
2	2	**SANOFI**	3.8	4.1
3	5	GEDEON RICHTER	3.5	3.6
4	4	**SERVIER**	3.5	3.6
5	3	**TEVA**	3.4	3.7
6	6	**SANDOZ**	3.3	3.3
7	7	**KRKA**	3.2	3.1
8	8	OTCPHARM	3.0	2.9
9	9	**GLAXOSMITHKLINE**	2.8	2.9
10	10	STADA	2.6	2.8
Total			34.0	34.7

*AIPM members are in bold

The leader of the top ten brands did not change: In the analysed period, NUROFEN increased its sales by 12% and continued to hold rank number one (Table 2). INGAVIRIN (+15%) also held its previous rank four, whereas the other brands of the top ten changed their ranks. The remaining four brands moved up to the higher positions. CARDIOMAGNYL (+11%) and KAGOCEL (+30%) moved up to ranks two and three, MIRAMISTIN (+16%) moved up to rank nine from ten, and the newcomer XARELTO (+32%) moved up to rank seven. At the same time, four brands of the top ten fell in the ranks. LORISTA (+11%) and THERAFLU (+10%) lost one rank each, whereas CONCOR (+1%) moved down to rank five from two, and MEXIDOL (+8%) moved down to rank eight from six. The aggregate share of the top-10 expended from 6.8% to 7.1%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	NUROFEN	0.9	0.9
2	3	CARDIOMAGNYL	0.8	0.8
3	7	KAGOCEL	0.8	0.6
4	4	INGAVIRIN	0.7	0.7
5	2	CONCOR	0.7	0.8
6	5	LORISTA	0.7	0.7
7	13	XARELTO	0.7	0.5
8	6	MEXIDOL	0.7	0.7
9	10	MIRAMISTIN	0.7	0.6
10	9	THERAFLU	0.6	0.6
Total			7.1	6.8

XYLOMETAZOLINE (+9%), IBUPROFEN (+20%), BISOPROLOL(+5%) and PANCREATIN (+15%) held their previous top four ranks in the top ten INN and grouping names ranking (Table 3). The composition ACETYLSALICYLIC ACID*MAGNESIUM (+13%) held its previous rank seven. Three newcomers, INNs KAGOCEL (+30%), SILDENAFIL (+21%) and IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+15%) moved up to the lower part of the top ten ranking. Another shift took place in the middle part of the top ten. The more dynamic composition DIOSMIN*HESPERIDIN (+19%) moved up one rank, coming in at rank five, displacing INN NIMESULIDE (+10%) down one rank. The cumulative share of the top10 increased from 9.4% to 9.9%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
2018	2017		2018	2017
1	1	XYLOMETAZOLINE	1.8	1.8
2	2	IBUPROFEN	1.4	1.3
3	3	BISOPROLOL	1.0	1.0
4	4	PANCREATIN	0.9	0.9
5	6	DIOSMIN*HESPERIDIN	0.9	0.8
6	5	NIMESULIDE	0.9	0.9
7	7	ACETYLSALICYLIC ACID*MAGNESIUM	0.8	0.8
8	17	KAGOCEL	0.8	0.6
9	14	SILDENAFIL	0.7	0.7
10	12	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.7	0.7
Total			9.9	9.4

The top ten ATC groups ranking did not change its leaders either. As before, M01 Anti-inflammatory and antirheumatic products (+10%) and C09 Agents acting on the rennin-angiotensin system (+9%) held their previous top two ranks (Table 4). J01 Antibacterials for systemic use (+6%), N02 Analgesics (+2%) and R05 Cough and Cold Preparations (+9%) and J05 Antivirals for systemic use (+10%) kept their previous ranks five through eight, respectively. The groupsG03 Sex hormones (+16%) and B01 Antithrombotic agents (+15%) that showed higher growth ranks moved up to ranks three and nine. On top of that, the latter broke into the ranks of the top 10 ranking for the first time. At the same time, the less dynamic R01 Nasal preparations (+8%) and A11 Vitamins moved (+6%) down one rank, to numbers four and the bottom rank of the top ten, respectively. The total share of the analysed top 10 remained unchanged and accounted for 36.7%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2018	2017			2018	2017
1	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.9	4.9
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.3	4.3
3	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	3.8
4	3	R01	NASAL PREPARATIONS	4.0	3.9
5	5	J01	ANTIBACTERIALS FOR SYST USE	3.7	3.8
6	6	N02	ANALGESICS	3.4	3.6
7	7	R05	COUGH AND COLD PREPARATIONS	3.4	3.4
8	8	J05	ANTIVIRALS FOR SYSTEMIC USE	3.3	3.3
9	11	B01	ANTITHROMBOTIC AGENTS	2.9	2.7
10	9	A11	VITAMINS	2.8	2.9
Total				36.7	36.6

Conclusion. On the basis of the results for 2018, the retail market of the Far Eastern Federal District brought in RUB 48.622 bil. (USD 776.675 mil.), which was by 8% in terms of roubles and 0.2% in terms of dollars more than in 2017. In physical terms, the market also showed the positive growth rates (+2%) and achieved 256.256 mil. packs. At the end of 2018, the average cost of a pack in the FEFD pharmacies was USD 3.03, (in a year-earlier period - USD 3.07), which was lower than the national average (USD 3.31). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 90.31 vs. USD 97.98).