A Joint Publication of the Association of International Pharmaceutical Manufacturers in Russia and Group of Companies Remedium

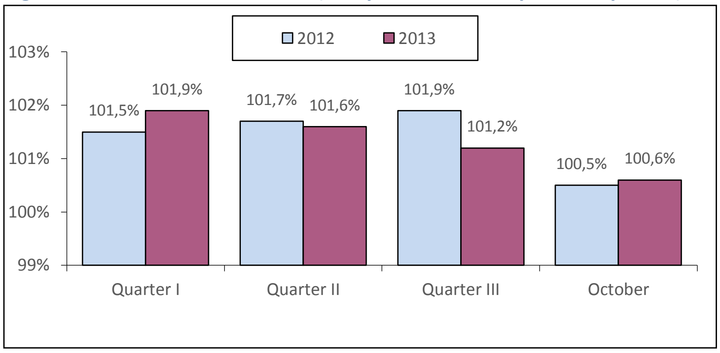
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, in October 2013 Consumer Price Index was estimated as 100.6% compared to the previous month, and 105.3% for the year to date (in January-October 2012 – 105.6%).

In October this year, Industrial Producer Price Index was 98.8%, whereas in the month-earlier period it had amounted to 101.4%.

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



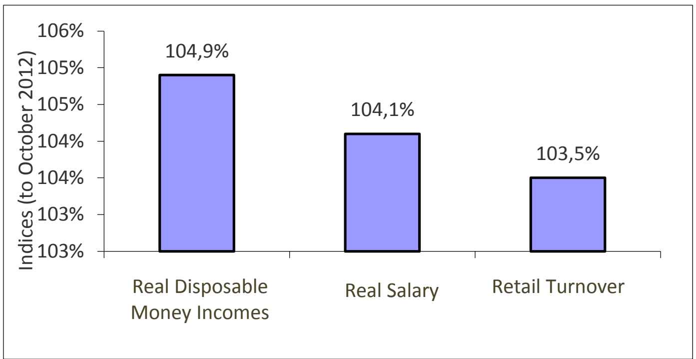
Living standard

According to preliminary Federal State Statistics Service's data, in October 2013 a gross monthly average salary per worker reached RUB 29,640 (USD 924.52) which accounted for 101% compared to the previous month and 110.6% compared to October 2012. In October 2013, the real salary accounted for 104.1% as compared with the same period in 2012. In October 2013, the real value of cash incomes accounted for 104.9% compared to the same period of 2012 (Fig. 2).

Retail turnover

In October 2013, the retail turnover was equal to RUB 2,083.0 bln, which in comparable prices accounted for 103.5% compared to the same period a year ago, in January-October 2013 - RUB 19,029.0 bln and 103.8% (Fig. 2).

Figure 2. Real values of cash incomes, salary and retail turnover in October 2013



Manufacture of Industrial Products

According to Federal State Statistics Service's data, in October 2013 Industrial Production Index accounted for 99.9% compared to the same period a year ago, 103.4% to the previous period of 2013, in January - October 2013 – 100.0%.

Domestic production

The top 10 domestic manufacturers by production volume as of October-end 2013 are shown in Table 1. The total production volume of top ten manufacturers was estimated at USD 326.0 mln.

Table 1. Top ten chemical and pharmaceutical manufacturers by production volume in October 2013

Rank	Manufacturer	Production volume, $mln
1	Pharmstandart	133.9
2	Valenta	40.6
3	Stada	35.0
4	Sotex	21.7
5	Microgen	20.5
6	KRKA-RUS	16.6
7	Pharm-Centre	15.2
8	Akrihin	14.5
9	Materia Medica	14.4
10	Polisan"	13.7

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In September 2013 compared to August, growth in pharmacy sales (in terms of roubles) was observed in all analysed regions. The most significant growth was observed in St. Petersburg (+32%) and Moscow (+29%), the least one in Krasnodarsky Krai (+2%).

Table 2. Pharmacy sales in the regions, 2013

Region	Pharmacy sales, $mln (wholesale prices)			Growth gain, % (roubles)		
	July 2013	August 2013	September 2013	July/ June 2013	August/July 2013	September/ August 2013
Moscow	144.8	143.8	191.1	-5%	0.3%	29%
St Petersburg	39.3	39.7	53.6	-2%	2%	32%
Krasnodarsky Krai	40.6	38.2	40.0	19%	-5%	2%
Novosibirskaya Oblast	19.4	19.7	25.2	-3%	3%	25%
Tatarstan	23.5	22.1	28.7	0.5%	-5%	26%
Krasnoyarsky Krai	15.0	16.2	19.5	-16%	9%	17%
Rostovskaya Oblast	20.9	21.5	28.2	15%	4%	28%
Voronezhskaya Oblast	15.0	14.5	18.0	12%	-3%	21%
Perm	5.5	6.3	7.3	-10%	16%	14%
Tyumen	6.1	6.5	7.7	-9%	8%	15%

Advertising

The largest advertisers and pharmaceutical trade 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 October 2013

Rank	Company*	Quantity of broadcasts
1	Novartis	12,900
2	Pharmstandart	12,072
3	Berlin-Chemie Menarini Group	7,690
4	Bayer AG	6,945
5	Sanofi Aventis	6,120

Source - Remedium according to TNS Russia's data

Table 4. Top five brand names in mass media in October, 2013

Rank	Brand name*	Quantity of broadcasts
1	Arbidol	3,091
2	Supradin	2,488
3	Evalar	2,466
4	Complivit	2,259
5	Theraflu	2,008

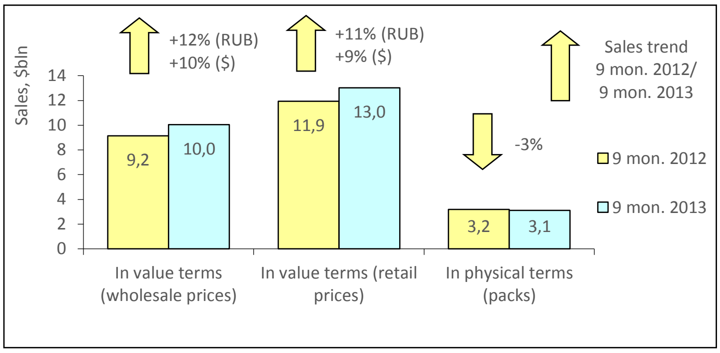
Source - Remedium according to TNS Russia's data

* Only products registered with State Register of Medicines were considered

RUSSIAN PHARMACY OTC DRUG MARKET: 2013 FIRST 9 MONTHS RESULTS

According to the results of the Retail Audit of Over-the-Counter Drugs (OTC) in Russian Federation™, at the end of the first nine months of 2013 the sales of OTC drugs in physical terms in pharmacies of Russia saw a 3% decrease to 3.107 bln packs. In value terms, the OTC drugs market increased by 12% in rouble terms and by 10% in dollar terms and reached 316.644 billion roubles (USD 10.037 billion) in wholesale prices (Fig. 1). The average cost of an OTC pack grew as compared to the same period of previous year (USD 3.74) and reached USD 4.19 in retail prices. For 9 months of 2013, the average amount spent by residents of Russia for OTC drugs in pharmacies amounted to USD 90.88.

Figure 1. Russian pharmacy market for 9 months of 2012 – 9 months of 2013



As of the end of nine months of 2013, majority of top manufacturers in the Russian pharmacy market held their own in the top ten ranking (Table 1). They were the leading drug makers SANOFI-AVENTIS (+10%[1]), PHARMSTANDART (+11%), BAYER (+16%), SERVIER (+6%), SANDOZ (+17%) and NYCOMED/TAKEDA (+15%). Note that growth rates in three of them, BAYER, SANDOZ and NYCOMED/TAKEDA, exceeded the mid-market rates, which allowed them to expand their market shares. Another two drug manufacturers of the top 10, NOVARTIS (+18%) and TEVA (+21%), showed the "superior performance" of growth rates, which allowed them to move up to the higher ranks seven and eight, respectively. On top of that, the latter became the only newcomer of the top 10 ranking. MENARINI (-0.4%) and GEDEON RICHTER (+1%) moved down from ranks seven and eight to the bottom ranks of the top ten. The cumulative share of the top 10 manufacturers didn't virtually change and accounted for 37.3%.

Table 1. The top ten manufacturers by pharmacy sales

Rank		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	**SANOFI-AVENTIS**	5.5	5.6
2	2	PHARMSTANDART	4.4	4.5
3	3	**BAYER HEALTHCARE**	4.2	4.0
4	4	**SERVIER**	3.8	4.0
5	5	**SANDOZ GROUP**	3.7	3.5
6	6	**NYCOMED/TAKEDA**	3.6	3.5
7	9	**NOVARTIS**	3.1	3.0
8	11	**TEVA**	3.1	2.9
9	7	**MENARINI**	3.1	3.5
10	8	GEDEON RICHTER	2.8	3.2
Total			37.3	37.4

*AIPM members are in bold

The more noticeable changes have affected the top 10 brand names ranking (table 2). Due to high sales rates, two newcomers broke into the ranks of the top ten - KAGOCEL (+89%) and EXODERIL (+48%) - moving up from the top thirty brands to ranks four and ten, respectively. Apart from that, some more shifts took place in the top 10 brands ranking. Due to reduction in sales, VIAGRA (-1%) as well as ALFLUTOP (+7%) and CONCOR (+8%) with low growth rates moved down to the lower ranks six, seven and nine, respectively. At the same time, the more dynamic brand NICE (+15%) moved up one rank, to number 8. The other brand names of the top ten held their own in the ranking. They were ESSENTIALE N (+22%), ARBIDOL and ACTOVEGIN (9% each) as well as LINEX (+9%) at number five. The total share of the top ten trade names increased by almost 0.3 p.p. and accounted for 7.3%.

Table 2. The top ten brand names by pharmacy sales

Rank		Brand name	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	ESSENTIALE N	1.2	1.1
2	2	ARBIDOL	0.9	0.9
3	3	ACTOVEGIN	0.8	0.9
4	21	KAGOCEL	0.7	0.4
5	5	LINEX	0.7	0.7
6	4	VIAGRA	0.6	0.7
7	6	ALFLUTOP	0.6	0.7
8	9	NICE	0.6	0.6
9	7	CONCOR	0.6	0.6
10	20	EXODERIL	0.6	0.4
Total			7.3	7.0

Only three INNs of the top-ten INN and Generic Names held their own in the ranking (table 3). They were XYLOMETAZOLINE (+20%) and PHOSPHOLIPIDS (+21%) placed at the top two ranks, as well as INN BLOOD (+9%) at rank 5. Most of the other INNs from the top ten rose in the ranks. Only INNs PANCREATIN (-0.4%) and UMIFENOVIR (+10%) moved down to ranks 4 and 8, respectively. In contrast, BISOPROLOL (+12%), NIMESULIDE and IBUPROFEN (+17% each), as well as AMBROXOL (+16%) moved up one rank, coming in at numbers 3, 6, 7 and 9, respectively. The only newcomer of the top ten INNs AZITHROMYCIN (+19%) moved up to number ten. The total share of the top ten under review, as well as that of the previous top ten slightly increased and reached in this case 9.8%.

Table 3. The top 10 INN and Generic Names by pharmacy sales

Rank		INN/Generic Names	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	XYLOMETAZOLINE	1.5	1.4
2	2	PHOSPHOLIPIDS	1.3	1.2
3	4	BISOPROLOL	1.0	1.0
4	3	PANCREATIN	1.0	1.1
5	5	BLOOD	0.9	0.9
6	7	NIMESULIDE	0.9	0.9
7	8	IBUPROFEN	0.9	0.8
8	6	UMIFENOVIR	0.9	0.9
9	10	AMBROXOL	0.8	0.8
10	13	AZITHROMYCIN	0.7	0.7
Total			9.8	9.6

The leader of the top ten ATC groups, as well as one of the previous rankings, didn't change - as before M01 Anti-inflammatory and antirheumatic products (+15%) was placed at number one (Table 4). R01 Nasal preparations (+15%) also managed to hold its previous rank 6. The other ATC groups of the top 10 ranking have been affected by the shifts. The groups J01 Antibacterials for systemic use (+11%) and R05 Cough and cold preparations (+20%) moved up one rank to numbers 2 and 4, displacing the less dynamic N02 Analgesics (+1%) and C09 Agents acting on the rennin-angiotensin system (+11%) down one rank. The newcomer J05 Antivirals for systemic use (+49%) broke into the ranks of the top ten ATC groups, coming in at number seven. At the same time, they displaced G03 Sex hormones (+12%), A11 Vitamins (+10%) and A07 Antidiarrheals, intestinal anti-inflammatory/ antiinfective agents (+11%) down one rank. The total share of the top ten under review increased by almost 1 p.p. and achieved 37.4%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012			9 mon. 2013	9 mon. 2012
1	1	M01	ANTIINFLAM & ANTIRHEUM PROD	4.8	4.7
2	3	J01	ANTIBACTERIALS FOR SYST USE	4.1	4.1
3	2	N02	ANALGESICS	4.1	4.5
4	5	R05	COUGH AND COLD PREPARATIONS	4.1	3.8
5	4	C09	AG ACT RENIN-ANGIOTENS SYST	3.7	3.8
6	6	R01	NASAL PREPARATIONS	3.5	3.4
7	12	J05	ANTIVIRALS FOR SYSTEMIC USE	3.5	2.6
8	7	G03	SEX HORM&MODULAT GENITAL SYS	3.3	3.3
9	8	A11	VITAMINS	3.2	3.2
10	9	A07	INTESTINAL ANTIINFECTIVES	3.0	3.1
Total				37.4	36.5

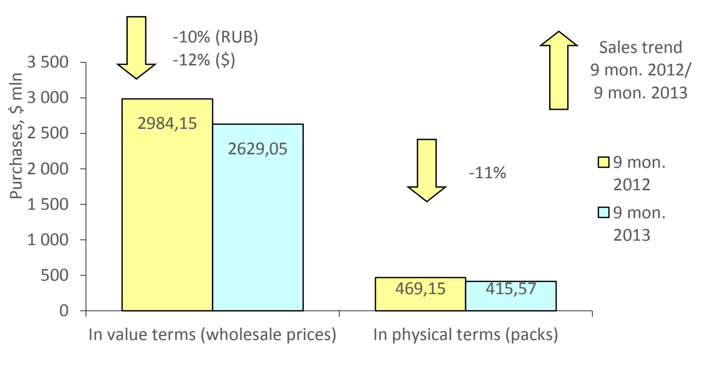
Conclusion. On the basis of the results for nine months of 2013, the retail pharmacy market of Russia brought in RUB 410.930 bln (USD 13.027 bln). The market saw a 11% increase in terms of roubles and 9% increase in terms of dollars compared to the last year results. In pack terms, the market showed negative growth rates (-3%) and achieved 3.107 bln packs. The average cost of OTC pack for three quarters of 2013 increased as compared to the same period a year ago (USD 4.19 vs. USD 3.74). The average expenses of Russia residents for purchase of OTC drugs in pharmacies also increased (USD 90.88 vs. USD 83.47).

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

RUSSIAN FEDERATION HOSPITAL MARKET: 2013 FIRST 9 MONTHS RESULTS

According to the results of the Retail Audit of Hospital Purchases in Russia™, in the first three quarters of 2013 the Russian hospital market in physical terms reduced 11% to 415.572 million packs. In value terms, the market also showed negative growth rates (10% in terms of roubles and 12% in terms of dollars) and reached RUB 83.311 bln (USD 2.629 mln) in wholesale prices. Based on the results of 9 months 2013, the average cost of OTC pack in the hospital sector was USD 6.33, whereas in the year-earlier period its cost was USD 6.36.

Figure 1. Russian hospital market for 9 months of 2012 – 9 months of 2013



Based on the results for the first nine months of 2013, the top ten drug manufacturers in the Russian hospital market have changed their leader (Table 1). The last year leader of the top ten GLAXOSMITHKLINE reduced its hospital purchases by 38% and moved down to rank 3, giving the way to SANOFI-AVENTIS (-4%) and ROCHE (-13%). Note that these two drug manufacturers showed negative growth rates, but due to significant contraction of the whole market the former managed to expand its market share. MERCK SHARP DOHME (-9%), ABBVIE (-318%) and JOHNSON & JOHNSON (-11%) held their previous numbers from 4 through 6, respectively. The newcomers MICROGEN (+44%) and PFIZER (+15%) broke into the ranks of the top 10, coming in at numbers seven and ten. On top of that, the former displaced ASTRAZENECA (-9%) and NYCOMED/TAKEDA (-12%) down one rank. The total share accumulated by the top ten drug manufacturers reduced from 37.8% to 37.2%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	2	**SANOFI-AVENTIS**	5.4	5.1
2	3	**ROCHE**	4.8	5.0
3	1	**GLAXOSMITHKLINE**	4.6	6.6
4	4	**MERCK SHARP DOHME**	4.5	4.5
5	5	**ABBVIE**	3.8	4.2
6	6	**JOHNSON & JOHNSON**	3.6	3.7
7	11	MICROGEN	3.2	2.0
8	7	**ASTRAZENECA**	2.6	2.5
9	8	**NYCOMED/TAKEDA**	2.5	2.5
10	12	**PFIZER**	2.3	1.8
Total			37.2	37.8

*AIPM members are in bold

Despite the negative growth rates, the traditional hospital preparation SODIUM CHLORIDE (-14%) managed to take the lead in the top ten brand names ranking (Table 2). Due to 27% reduction in purchases, the former leader, the medicinal product for the treatment of HIV-1 KALETRA, moved down to rank two. The brand names showing high positive growth rates moved up to ranks 3 through 5, as well as ranks seven and eight. They were the brand names PREZISTA (-23%), CLEXANE (+11%), HEPATITIS B VACCINE (5.3-fold increase in purchases), PEGASYS (+21%) and HERCEPTIN (+5%). Note that two of them HEPATITIS B VACCINE and PEGASYS became the newcomers of the top ten brand names. The remaining three brand names REYATAZ (-21%), CUROSURF (-16%) and ISENTRESS (-25%) moved down to the lower ranks, at numbers 6, 9 and 10, respectively. The total share of the analysed top 10 brand names remained virtually unchanged and accounted for 14.8%.

Table 2. The top 10 brand names by hospital purchases

Rank in the top ten		Brand name	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	2	SODIUM CHLORIDE	3.0	3.1
2	1	KALETRA	2.7	3.4
3	4	PREZISTA	1.6	1.8
4	6	CLEXANE	1.4	1.1
5	72	HEPATITIS B VACCINE	1.2	0.2
6	5	REYATAZ	1.1	1.3
7	14	PEGASYS	1.0	0.7
8	10	HERCEPTIN	1.0	0.9
9	7	CUROSURF	1.0	1.0
10	8	ISENTRESS	0.9	1.0
Total			14.8	14.7

Two newcomers broke into the ranks of the top ten INN and generic names ranking (table 3). They were VACCINE, HEPATITIS B + VACCINE, HEP.A INACTIV. VIRUS (5.3-fold increase in purchases) and PEGINTERFERON ALFA-2A (+21%), which moved up to ranks 8 and 10. Apart from it, another three names showed growth in purchases. INN SODIUM (-14%) moved up to rank one from two, displacing the composition LOPINAVIR + RITONAVIR (-27 %). CEFTRIAXONE (-5%) moved up to rank three from five and ENOXAPARIN SODIUM (+9%) moved up to rank five from nine. MEROPENEM (-7%) moved up one rank, coming in at number seven. ATAZANAVIR (-21%) that had been placed at rank seven moved down to rank 9. DARUNAVIR (-23%) and IMMUNOGLOBULIN BASE (+1%) retained their ranks four and six. The total share of the top 10 INNs increased by almost 0.6 p.p. and accounted for 16.7%.

Table 3. The top 10 INN and Generic Names by hospital purchases

Rank		INN/Generic Names	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	2	SODIUM	3.0	3.1
2	1	LOPINAVIR + RITONAVIR	2.7	3.4
3	5	CEFTRIAXONE	2.0	1.8
4	4	DARUNAVIR	1.6	1.8
5	9	ENOXAPARIN SODIUM	1.5	1.2
6	6	IMMUNOGLOBULIN BASE	1.4	1.3
7	8	MEROPENEM	1.2	1.2
8	81	VACCINE, HEPATITIS B + VACCINE, HEP.A INACTIV. VIRUS	1.2	0.2
9	7	ATAZANAVIR	1.1	1.3
10	21	PEGINTERFERON ALFA-2A	1.0	0.7
Total			16.7	16.1

In contrast to the previous rankings, the leader of the top ten ATC groups remained the same - while reducing its purchases by one third, J05 Antivirals for systemic use held its previous rank one in the top ten ATC groups (Table 4). In addition, another six ATC groups of the top ten held their own in the ranking. They were ATC groups J01 Antibacterials for systemic use (-1%), L01 Antineoplastic agents, B05 Blood substitutes and perfusion solutions (-3% each), B01 Antithrombotic agents (-1%) and J07 Vaccines (-14%) placed at numbers two through six6 as well as the group N05 Psycholeptics (-3%) rounding out the top ten. ATC groups V08 Contrast media (-9%) and L03 Immunostimulants (-1%) moved up one rank, to numbers 7 and 8. The newcomers of the top ten ATC groups N01 Anesthetics (+22%) moved up to rank nine. The total share of the top ten reduced by almost 2 p.p. and accounted for 62.9%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012			9 mon. 2013	9 mon. 2012
1	1	J05	ANTIVIRALS FOR SYSTEMIC USE	12.3	16.6
2	2	J01	ANTIBACTERIALS FOR SYST USE	11.8	12.2
3	3	L01	ANTINEOPLASTIC AGENTS	9.8	9.1
4	4	B05	BLOOD SUBSTITUTE & PERF SOLS	8.7	8.1
5	5	B01	ANTITHROMBOTIC AGENTS	5.4	4.9
6	6	J07	VACCINES	4.4	4.6
7	8	V08	CONTRAST MEDIA	2.8	2.8
8	9	L03	IMMUNOSTIMULANTS	2.7	2.4
9	12	N01	ANESTHETICS	2.6	1.9
10	10	N05	PSYCHOLEPTICS	2.3	2.2
Total				62.9	64.7

Conclusion. At the end of the first nine months of 2013, the Russian hospital market reduced by 10% in rouble terms and by 12% in dollar terms and brought in RUB 83.311 bln (USD 2.629 mln). In pack terms, the market also showed negative growth rates (-11%) and achieved 415.572 mln packs. In the first nine months of 2013, the average cost of OTC pack in the hospital sector of the country was slightly lower than in the year-earlier period (USD 6.33 vs. USD 6.36).

STATE REIMBURSEMENT PROGRAM IN THE RUSSIAN FEDERATION: 2013 FIRST 9 MONTHS RESULTS

According to DLO in RF™, on the basis of the results for nine months of 2013, the OTC drugs supplies under the Federal Program amounted to RUB 73.477 bln (USD 2.366 bln) in contractual prices[2]. The segment volume increased 10% in terms of roubles, and 9% in terms of dollars as compared to the same period a year ago. Scope of supplies in pack terms reduced by 5% to 73.571 mln packs. The average cost of OTC pack through the program was USD 32.16 in contractual prices (a year ago was USD 28.19).

Based on the results for nine months of 2013, ROCHE (+29%), JOHNSON & JOHNSON (+12%) and TEVA (+11%) continued to show the largest volumes of supplies under DLO Programme. Due to outperformance rates, they held and reinforced their leading positions in the top ten DLO drug manufacturers ranking (Table 1). Note that the markets of the most drug manufacturers of the top ten developed by priority rates. Only the growth rates of NOVO NORDISK (+8%) lagged behind the mid-market rates, and those of drug maker ASTRAZENECA (-8%) were negative. That resulted in the loss of their positions – the manufacturers moved down to ranks 8 and 10, respectively. In contrast, four drug manufacturers of the top10 rose in the ranks. LABORATORIO TUTEUR (+48%) and BAXTER (+41%) moved up two ranks, to numbers 4 and 6. In addition, PHARMSTANDART (+31%) moved up from rank ten to seven, and F-SYNTEZ (+47%) moved up from rank 12 to nine. The drug maker SANOFI-AVENTIS (+18%) held its previous rank 5. The total share of the top ten drug manufacturers under DLO Programme expanded by almost 7 p.p. and reached 65.1%.

Table 1. The top 10 drug manufacturers for DLO

Rank		Manufacturer*	Share in total SRP volume, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	**ROCHE**	17.4	14.9
2	2	**JOHNSON & JOHNSON**	8.9	8.6
3	3	**TEVA**	8.0	7.9
4	6	LABORATORIO TUTEUR	6.4	4.7
5	5	**SANOFI-AVENTIS**	6.3	5.8
6	8	**BAXTER INT**	4.7	3.6
7	10	PHARMSTANDART	3.7	3.1
8	7	**NOVO NORDISK**	3.6	3.7
9	12	F-SYNTEZ	3.3	2.4
10	9	**ASTRAZENECA**	2.8	3.4
Total			65.1	58.2

*AIPM members are in bold

Immunosuppressant drug MABTHERA (+42%) and antineoplastic drug VELCADE (+18%) held and reinforced their leading positions in the top ten brand names in the DLO segment (Table 2). The brand name COPAXONE-TEVA (+7%) held its previous rank three, despite lagging behind the growth rates and reduction in its share of the market. The brand names with high growth rates moved up to numbers four through eight. They were GENFAXON (+11%), the newcomers of the top ten GENFATINIB (2.9-fold increaser in purchases) and PHILACHROMIN FS (+88%), as well as HERCEPTIN (+37%) and COAGIL-VII (+43%). REMICADE (+18%) and LANTUS SOLOSTAR (+9%) moved down to ranks nine and ten from the higher ranks. The total share of the top 10 has increased from 34.3% to 41%.

Table 2. The top ten trade names for SRP.

Rank in the top ten		Brand name	Share in total DLO volume, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	MABTHERA	9.9	7.6
2	2	VELCADE	7.6	7.0
3	3	COPAXONE-TEVA	6.0	6.1
4	5	GENFAXON	3.1	3.1
5	19	GENFATINIB	2.6	0.9
6	11	PHILACHROMIN FS	2.6	1.4
7	8	HERCEPTIN	2.4	2.0
8	9	COAGIL-VII	2.4	1.8
9	7	REMICADE	2.2	2.1
10	6	LANTUS SOLOSTAR	2.2	2.2
Total			41.0	34.3

The top ten INN and Generic Names ranking didn't change its leader either, as before INN RITUXIMAB (+42%) held the lead (table 3). INNs INTERFERON BETA-1A (+8%) and INSULIN GLARGINE (+11%) also held their previous ranks 6 and 7 in the top ten ranking. Four INNs of the top ten with high sales rates rose in the ranks. They were BORTEZOMIB (+18%), FACTOR VIII (+20%), TRASTUZUMAB (+36%) and the only newcomer of the top ten EPTACOG ALFA (ACTIVATED) (+43%), coming in at numbers 2, 3, 8 and 9. At the same time, the names IMATINIB (-9%), GLATIRAMER ACETATE (+7%) and INFLIXIMAB (+18%) moved down to the lower ranks.

Table 3. The top ten INN and generic names for DLO

Rank in the top ten		Brand name	Share in total DLO volume, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	RITUXIMAB	9.9	7.6
2	3	BORTEZOMIB	7.6	7.0
3	5	FACTOR VIII	6.7	6.0
4	2	IMATINIB	6.2	7.3
5	4	GLATIRAMER ACETATE	6.0	6.1
6	6	INTERFERON BETA-1A	3.7	3.8
7	7	INSULIN GLARGINE	2.9	2.9
8	9	TRASTUZUMAB	2.4	2.0
9	11	EPTACOG ALFA (ACTIVATED)	2.4	1.8
10	8	INFLIXIMAB	2.2	2.1
Total			50.0	46.5

Half of the top 10 ATC groups in DLO segment held their own in the ranking (table 4). Among them were the leader of the top ten ranking - L01 Antineoplastic agents (+16%), as well as L04 Immunosuppressants (+12%), R03 Drugs for obstructive airway diseases (+7%) and B03 Antianemic preparations (-6%) placed at numbers 5 through 7, as well as H01 Hypothalamic-Pituitary Hormones and Analogues (+8%) rounding out the top ten. Two ATC groups from the ranking rose in the ranks. B02 Antihemorrhagics (+27%) moved up from rank four to two, displacing the less dynamic L03 Immunostimulants (+7%) and A10 Drugs Used in Diabetes (+12%) down one rank. In addition, A16 Other alimentary tract and metabolism products (+41%) moved up one rank. L02 Endocrine therapy (-16%) that had been placed at that rank, moved down to rank 9. The cumulative share of the top-ten increased by almost 3 p.p. and achieved 84.1%.

Table 4. The top ten ATC groups for DLO

Rank		ATC code	ATC group	Share in total DLO volume, %	
9 mon. 2013	9 mon. 2012			9 mon. 2013	9 mon. 2012
1	1	L01	ANTINEOPLASTIC AGENTS	31.0	29.1
2	4	B02	ANTIHEMORRHAGICS	12.2	10.4
3	2	L03	IMMUNOSTIMULANTS	12.1	12.4
4	3	A10	DRUGS USED IN DIABETES	10.8	10.6
5	5	L04	IMMUNOSUPPRESSANTS	5.1	5.0
6	6	R03	DRUG FOR OBSTRUCT AIRWAY DIS	4.1	4.2
7	7	B03	ANTIANEMIC PREPARATIONS	2.5	2.9
8	9	A16	OTH ALIMENT TRACT&METAB PROD	2.5	1.9
9	8	L02	ENDOCRINE THERAPY	2.1	2.8
10	10	H01	PITUIT&HYPOTHAL HORM& ANALOG	1.8	1.8
Total				84.1	81.4

Data on supplies to the top ten regions of Russia under State Reimbursement Program are shown in Table 5. Moscow (14.2%) and Moskovskaya Oblast (5.5%) held their leading positions in the ranking. St. Petersburg (4.4%) moved up to rank three from 4, displacing Sverdlovskaya Oblast (+3.6%). The Republic of Bashkortostan showed 1.5-fold growth in purchases under the DLO Programme, thanks to which it moved up to rank five. The total share of the top 10 regions by DLO supplies increased by almost 1.5 p.p. and accounted for 44.2%.

Table 5. The top ten regions by sales for DLO

Rank		Region	Share in total DLO volume, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	Moscow city	14.2	14.3
2	2	Moscovskaya oblast	5.5	5.7
3	4	St. Petersburg city	4.4	3.4
4	7	Sverdlovskaya oblast	3.6	2.8
5	8	Republic of Bashkortostan	3.3	2.4
6	5	Krasnodarsky kray	3.0	3.2
7	6	Rest of South FO	2.8	2.8
8	3	Republic of Tatarstan	2.7	3.5
9	11	Rostovskaya oblast	2.4	2.2
10	10	Tumenskaya oblast	2.3	2.2
Total			44.2	42.6

Conclusion. On the basis of the results for 9 months of 2013, the DLO segment of Russia brought in RUB 73.477 bln (USD 2.366 bln) in contractual prices, which is by 10% in terms of roubles and 9% in terms of dollars higher than the same indicator in the same period a year ago. In physical terms, the supplies decreased by 5% and amounted to 73.571 mln packs. The average cost of OTC pack participating in the DLO Programme increased noteworthy as compared to the figures of the past year (USD 32.16 vs USD 28.19).

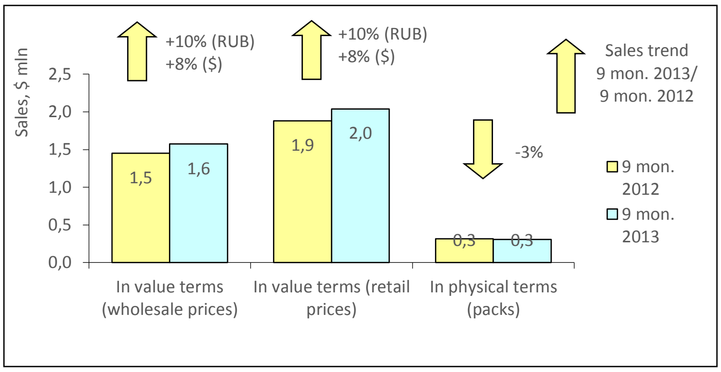
[2] From 2008 data on APS constitute information of shipments in contractual prices: prices at which the government will reimburse moneys to the distributor.

MOSCOW CITY PHARMACY MARKET: 2013 FIRST 9 MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2013 Moscow's estimated population was 11.980 mln, which accounted for 8.4% of the total Russian Federation population and 31.0% of Central FO (CFO). According to Federal State Statistics Service's data, based on the results for 9 months of 2013 the average salary was RUB 57322.6 (USD 1805.44), which is 97% higher than the average salary in Russia (RUB 29043.6).

According to the results of the Retail Audit of Over-the-Counter Drugs (OTC) in Russian Federation™, in the first nine months of 2013 the sales of OTC drugs in physical terms in the pharmacies of Moscow saw a 3% drop to 306.466 mln packs. In value terms, the city pharmacy market (exclusive of DLO Programme) saw a +10% increase in terms of roubles and +8% increase in terms of dollars compared to the same period a year ago and reached RUB 49.677 bln (USD 1.575 bln) in wholesale prices (Fig.1). The Moscow share in the total volume of all-Russia pharmacy market accounted for 15.7%. The average cost of a pack in the metropolitan pharmacies was USD 6.66 (in a year-earlier period – USD 5.93). For 9 months of 2013, the average amount spent by residents of Moscow for OTC drugs in the pharmacies amounted to USD 170.31.

Figure 1. Moscow city pharmacy market for 9 months of 2012 – 9 months of 2013



The top three drug manufacturers in the metropolitan market based on the results for nine months of 2013 held their own in the ranking: SANOFI-AVENTIS (+6%), BAYER (+20%) и PHARMSTANDART (+13%) maintained and, apart from the former, strengthened their positions. The drug manufacturer NYCOMED/TAKEDA (+11%) rounding out the top ten managed to held its previous rank. The other top 10 drug manufacturers changed their ranks; moreover, four of them rose in the ranks. NOVARTIS (+17%), SANDOZ (+18%) and PFIZER (+18%) moved up one rank, coming in at numbers 4, 5 and 7 respectively. TEVA (+18%) moved up to number nine from eleven. At the same time, SERVIER and ABBOTT (+6% each) with low growth rates moved down to ranks six and eight, respectively. The total share of the top 10 increased from 38.2% to 39.0%.

Table 1. The top ten manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	**SANOFI-AVENTIS**	6.0	6.2
2	2	**BAYER HEALTHCARE**	4.7	4.3
3	3	PHARMSTANDART	4.1	4.0
4	5	**NOVARTIS**	3.9	3.7
5	6	**SANDOZ GROUP**	3.8	3.6
6	4	**SERVIER**	3.7	3.8
7	8	**PFIZER**	3.5	3.3
8	7	**ABBOTT**	3.3	3.4
9	11	**TEVA**	3.1	2.9
10	10	**NYCOMED/TAKEDA**	3.0	3.0
Total			39.0	38.2

*AIPM members are in bold

The top three brands didn't change in the top 10 brand names ranking either (table 2). As before ESSENTIALE N (+21%), LINEX (+11%) and ARBIDOL (-0.1%) held their previous ranks 1 through 3, respectively. The newcomer KAGOCEL (+52%) broke into the ranks of the top ten, coming in at number four. At the same time, DETRALEX (+6%) and VIAGRA (+9%) moved down one rank. AMIXIN (+49%) moved up from rank ten to seven. Brands CIALIS (+16%) and OSCILLOCOCCINUM (+1%) with low growth rates moved down to ranks 8 and 10. ACTOVEGIN (+14%) held its previous rank nine. The total share of the top 10 brand names increased from 7.4% to 7.8%.

Table 2. The top ten brand names by pharmacy sales

Rank in the top ten		Brand name	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	ESSENTIALE N	1.1	1.0
2	2	LINEX	0.9	0.9
3	3	ARBIDOL	0.8	0.9
4	11	KAGOCEL	0.8	0.5
5	4	DETRALEX	0.7	0.8
6	5	VIAGRA	0.7	0.8
7	10	AMIXIN	0.7	0.6
8	6	CIALIS	0.7	0.7
9	9	ACTOVEGIN	0.6	0.6
10	7	OSCILLOCOCCINUM	0.6	0.6
Total			7.8	7.4

Four INNs held their own in the top ten INN and generic names ranking (table 3). As before, INNs XYLOMETAZOLINE (+22%), PHOSPHOLIPIDS (+20%), PANCREATIN (+3%) and BIFIDOBACTERIUM INFANTIS + ENTEROCOCCUS FAECIUM + LACTOBACILLUS ACIDOPHILUS (11%) held their top four ranks. The INNs with high growth rates moved up to numbers five through eight: SILDENAFIL (+16%), IBUPROFEN (+30%), as well as the newcomers of the top ten TILORONE (+45%) and HYALURONIC ACID (+50%). At the same time, INN UMIFENOVIR (0%) and the composition DIOSMIN + HESPERIDIN (+9%) moved down to ranks nine and ten. The total share of the top 10 brand names increased to 9.7%.

Table 3. The top 10 INN and Generic Names by pharmacy sales

Rank in the top ten		Brand name	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	XYLOMETAZOLINE	1.7	1.5
2	2	PHOSPHOLIPIDS	1.2	1.1
3	3	PANCREATIN	1.0	1.0
4	4	BIFIDOBACTERIUM INFANTIS + ENTEROCOCCUS FAECIUM + LACTOBACILLUS ACIDOPHILUS	0.9	0.9
5	7	SILDENAFIL	0.8	0.8
6	17	TILORONE	0.8	0.6
7	10	IBUPROFEN	0.8	0.7
8	19	HYALURONIC ACID	0.8	0.6
9	5	UMIFENOVIR	0.8	0.9
10	6	DIOSMIN + HESPERIDIN	0.8	0.8
Total			9.7	9.0

In contrast to the previous top 10s, the top ten ATC groups ranking changed its leader (table 4). The most dynamic ATC group J05 Antivirals for systemic use (+36%) moved up to rank one from four, displacing the last year leader J01 Antibacterials for systemic use (+8%) down to rank two. R01 Nasal preparations (+17%) held their previous rank three. ATC groups G03 Sex hormones (+16%) and C09 Agents acting on the rennin-angiotensin system (+11%) held their previous ranks seven and nine respectively. Apart from the leader, another four ATC groups rose in the ranks. They were A07 Antidiarrheals, intestinal anti-inflammatory/ antiinfective agents (+14%) and M01 Anti-inflammatory and antirheumatic products (+23%) which moved up to ranks 4 and 5, as well as the newcomer of the top ten R05 Cough and cold preparations (+15%), which moved up to rank ten. ATC groups N02 Analgesics (-5%) and A11 Vitamins (+12%) moved down to the lower ranks 6 and 8, respectively. The cumulative share of the top ten ATC groups increased by over 1 p.p. and achieved 35.9%.

Table 4. The top ten ATC Groups by pharmacy sales

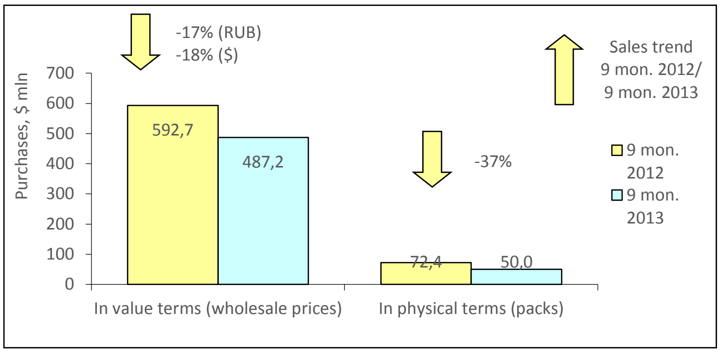
Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012			9 mon. 2013	9 mon. 2012
1	4	J05	ANTIVIRALS FOR SYSTEMIC USE	4.4	3.6
2	1	J01	ANTIBACTERIALS FOR SYST USE	4.0	4.0
3	3	R01	NASAL PREPARATIONS	3.9	3.7
4	5	A07	INTESTINAL ANTIINFECTIVES	3.6	3.5
5	8	M01	ANTIINFLAM & ANTIRHEUM PROD	3.5	3.2
6	2	N02	ANALGESICS	3.4	4.0
7	7	G03	SEX HORM&MODULAT GENITAL SYS	3.4	3.2
8	6	A11	VITAMINS	3.3	3.3
9	9	C09	AG ACT RENIN-ANGIOTENS SYST	3.2	3.2
10	12	R05	COUGH AND COLD PREPARATIONS	3.1	3.0
Total				35.9	34.7

Conclusion. On the basis of the results for three quarters of 2013, the retail pharmacy market of Moscow brought in RUB 64.359 bln (USD 2.040 bln). On top of that, the market performance was positive both in rouble terms (+10%) and in dollar terms (+8%). In physical terms, the sales reduced by 3% to 306.466 mln packs. The average cost of an OTC pack in the city pharmacies increased as compared to the previous year (USD 6.66 vs. USD 5.93), however it was visibly higher than the average indicator in Russia (USD 4.19). Per capita expenses for purchase of medicines in pharmacies amounted to USD 170.31 which was higher than on the average in the country (USD 90.88).

MOSCOW CITY HOSPITAL MARKET: 2013 FIRST 9 MONTHS RESULTS

According to the results of the Retail Audit of Hospital Purchases in Russia™, in the first nine months of 2013 the Moscow hospital market in physical terms reduced by 31% compared to the previous year to 50.023 million packs. In value terms, the market also showed negative growth rates (-17% in terms of roubles and -18% in terms of dollars) and reached RUB 15.388 bln (USD 487.236 mln) in wholesale prices. In the analysed period, the average cost of OTC pack in the hospital sector of Moscow was USD 9.74, whereas in the year-earlier period its cost was USD 8.09. The regional market share accounted for 12% of the Russian hospital market in physical terms and 18.5% in value terms.

Figure 1. Moscow city hospital market for 9 months of 2012 – 9 months of 2013



Due to 2-fold growth in purchases, MICROGEN moved up from rank eight to one in the top ten drug manufacturers in the Moscow hospital market based on the results for 9 months of 2013 (Table 1). Another three drug manufacturers SANOFI-AVENTIS (+27%), PFIZER (+36%) and ASTRAZENECA (+22%) also showed positive growth rates, moving up to ranks 2, 5 and 7. At the same time, the latter two became the newcomers of the top ten. In addition, despite the negative growth rates the drug maker NOVARTIS (-7%) moved up from rank ten to six. It has become possible because the drug makers ABBVIE (-29%), GLAXOSMITHKLINE (-61%) and NYCOMED/TAKEDA (-36%) significantly reduced purchases, shrank their market shares and moved down to ranks eight, nine and ten. The drug makers ROCHE (-34%) and MERCK SHARP DOHME (-12%) also showed negative growth rates. On top of that, the former moved down to rank three and the latter managed to retain its previous rank 4. The total share of the top ten trade names increased by almost 4 p.p. and accounted for 43.6%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	8	MICROGEN	7.4	3.4
2	5	**SANOFI-AVENTIS**	6.5	4.3
3	1	**ROCHE**	5.5	6.9
4	4	**MERCK SHARP DOHME**	4.6	4.3
5	11	**PFIZER**	4.6	2.8
6	10	**NOVARTIS**	3.2	2.9
7	13	**ASTRAZENECA**	3.1	2.1
8	7	**ABBVIE**	2.9	3.4
9	2	**GLAXOSMITHKLINE**	2.9	6.1
10	6	**NYCOMED/TAKEDA**	2.7	3.5
Total			43.6	39.7

*AIPM members are in bold

Almost all top ten brand names in the hospital metropolitan market has been updated (Table 2). Only two preparations, SODIUM CHLORIDE (-4%) and LUCENTIS (-18%) moved over from the last year ranking. On top of that, the former moved up two ranks to number 2, and the latter managed to retain its previous rank 10 in the top ten. HEPATITIS B VACCINE became the bestselling OTC medication in the metropolitan hospital market, moving up from rank thirteen to one due to 5.2-fold growth in purchases. The market of another preparation PENTAXIM developed at a yet faster pace - its purchases increased almost 6 times, which allowed the brand name to move up from rank 62 to three. The newcomers broke into the top ten ranking, coming in at numbers 4 through 9 - anticoagulating agent CLEXANE (+47%), anaesthetic drug SEVORAN (+44%), preparation for parenteral nutrition ALBUMIN (+41%), antibacterial agent ZYVOX (+30%), anti-mycotic agents VIFEND and CONSIDAS, which purchases increased 2.4 and 3.5 times respectively. The total share of the top ten brand names increased by 9 p.p. and accounted for 15.8%.

Table 2. The top 10 brand names by hospital purchases

Rank in the top ten		Brand name	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	13	HEPATITIS B VACCINE	5.3	0.9
2	4	SODIUM CHLORIDE	1.7	1.5
3	62	PENTAXIM	1.3	0.2
4	20	CLEXANE	1.2	0.7
5	22	SEVORAN	1.1	0.7
6	23	ALBUMINE	1.1	0.6
7	21	ZYVOX	1.1	0.7
8	38	VFEND	1.0	0.3
9	53	CONSIDAS	1.0	0.2
10	10	LUCENTIS	1.0	1.0
Total			15.8	6.8

The top ten INNs and generic names ranking has been updated significantly. On top of that, eight newcomers broke into the ranks of the top ten INN and generic names ranking (Table 3). They were VACCINE, HEPATITIS B + VACCINE, HEP.A INACTIV. VIRUS (5.2-fold growth in purchases), MEROPENEM (+73%), ALBUMIN (+62%), VACCINE, ACEL.PERT.DIP.TET. POLIO & HIB (5.8-fold growth in purchases), DOCETAXEL (2.3-fold in purchases), ENOXAPARIN SODIUM (+46%), SEVOFLURANE (+44%) and LINEZOLID (+31%), which moved up to rank one and 4 through 10, respectively. The leader of the previous year IMMUNOGLOBULIN BASE reduced its purchase volumes by 10% and moved down to rank two. INN SODIUM (-3%) moved up to rank three from six despite its negative growth rates. The total share of the top-ten ranking increased by almost 10 p.p. and achieved 18.6%.

Table 3. The top 10 INN and Generic Names by hospital purchases

Rank		INN/Generic Names	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	14	VACCINE, HEPATITIS B + VACCINE, HEP.A INACTIV. VIRUS	5.3	0.9
2	1	IMMUNOGLOBULIN BASE	2.6	2.4
3	6	SODIUM	1.8	1.5
4	15	MEROPENEM	1.7	0.8
5	27	ALBUMIN	1.3	0.7
6	71	VACCINE, ACEL.PERT.DIP.TET. POLIO & HIB	1.3	0.2
7	39	DOCETAXEL	1.2	0.4
8	22	ENOXAPARIN SODIUM	1.2	0.7
9	28	SEVOFLURANE	1.1	0.7
10	24	LINEZOLID	1.1	0.7
Total			18.6	8.9

The top ten ATC groups ranking changed its leader (table 4). J01 Antibacterials for systemic use (-2%) moved up from rank two to one. The other six drug manufacturers came in at yet higher ranks. J07 Vaccines (-1%) and B01 Antithrombotic agents (-11%) moved up two ranks, coming in at numbers two and five. ATC groups B05 Blood substitutes and perfusion solutions (+14%), J06 Immune sera and immunoglobulins (+3%) and N01 Anesthetics (+30%) moved up one rank, coming in at number 4, 7 and 10, respectively. The latter became one of the newcomers of the top ten ATC groups ranking. Apart from it, due to 2-fold growth in purchases J02 Antimycotics for systemic use broke into the ranks of the top ten, coming in at number eight. Due to significant reduction in purchases, ATC groups J05 Antivirals for systemic use (-75%) and V08 Contrast media (-40%) considerably shrank its shares and moved down to ranks 6 and 9. L01 Antineoplastic agents (-16%) held their previous rank three. The total share of top ten under review reduced by over 1 p.p. and accounted for 62.6%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012			9 mon. 2013	9 mon. 2012
1	2	J01	ANTIBACTERIALS FOR SYST USE	12.0	10.2
2	4	J07	VACCINES	10.2	8.6
3	3	L01	ANTINEOPLASTIC AGENTS	8.9	8.7
4	5	B05	BLOOD SUBSTITUTE & PERF SOLS	7.6	5.5
5	7	B01	ANTITHROMBOTIC AGENTS	4.5	4.2
6	1	J05	ANTIVIRALS FOR SYSTEMIC USE	4.4	14.6
7	8	J06	IMMUNE SERA & IMMUNOGLOBULIN	4.2	3.4
8	15	J02	ANTIMYCOTICS FOR SYSTEM USE	3.9	1.6
9	6	V08	CONTRAST MEDIA	3.5	4.8
10	11	N01	ANESTHETICS	3.5	2.2
Total				62.6	63.9

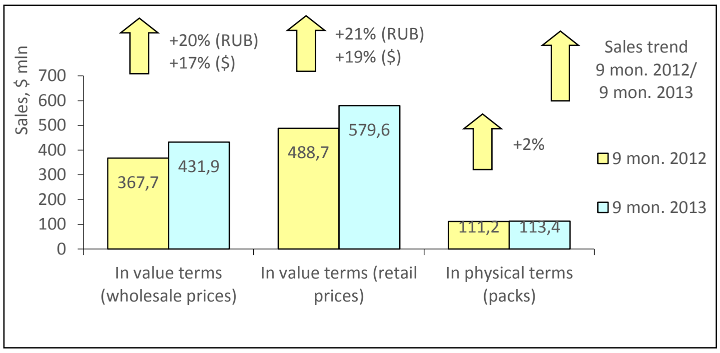
Conclusion. At the end of 9 months of 2013, the Moscow hospital market reduced by 17% in rouble terms and by 18% in dollar terms and brought in RUB 15.388 bln (USD 487.236 mln). In pack terms, the market showed more significant negative growth rates (-31%) and achieved 50.023 mln packs. The average cost of an OTC pack in the hospital market significantly increased as compared to the previous year (USD 9.74 vs. USD 8.19), and was much higher than the average indicator in Russia (USD 6.33).

SAINT PETERSBURG PHARMACY MARKET: 2013 FIRST 9 MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2013 St. Petersburg's estimated population was 5.028 mln, which accounted for 3.5% of the total Russian Federation population and 36.7% of North West FO (NWFO). According to Federal State Statistics Service's data, based on the results for 9 months of 2013 the average salary in the city was RUB 35,996.2 (USD 1133.74), which is 24% higher than the average salary in Russia (RUB 29043.6).

According to the results of the Retail Audit of Over-the-Counter Drugs (OTC) in Russian Federation™, at the end of the first nine months of 2013 the sales of OTC drugs in physical terms in pharmacies of St. Petersburg saw a 2% increase to 113.386 mln packs. In value terms, the OTC drugs market increased by 20% in rouble terms and by 17% in dollar terms and reached RUB 13.623 billion (USD 431.924 million) in wholesale prices (Fig. 1). The regional market share in value terms accounted for 4.4% of the Russian pharmacy market. The average cost of an OTC pack grew as compared to the same period of previous year (USD 4.40) and reached USD 5.11 in retail prices. For 9 months of 2013, the average amount spent by residents of St. Petersburg for OTC drugs in pharmacies amounted to USD 115.28.

Figure 1. St. Petersburg pharmacy market for 9 months of 2012 – 9 months of 2013



Based on the results for three quarters of 2013, the top ten drug manufacturers in the St. Petersburg market didn't change. On top of that, majority of drug makers held their own in the ranking (Table 1). They were the top three manufacturers SANOFI-AVENTIS (+24%), SANDOZ and BAYER (+21% each) and NOVARTIS (+22%), ABBOTT (+21%) and PFIZER (+24%) placed at ranks 6 through 8. However, two shifts took place in the top ten ranking. They were the drug makers SERVIER (+19%) and TEVA (+21%) which moved up one rank, to numbers 4 and 9. On top of that, they displaced PHARMSTANDART (+5%) and MENARINI (+6%) down one rank. The total share of the top ten INN and generic names ranking reduced by 0.3 p.p. and achieved 39.4%.

Table 1. The top ten manufacturers by pharmacy sales

Rank		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	**SANOFI-AVENTIS**	6.2	5.9
2	2	**SANDOZ GROUP**	4.6	4.5
3	3	**BAYER HEALTHCARE**	4.5	4.5
4	5	**SERVIER**	4.1	4.1
5	4	PHARMSTANDART	3.9	4.5
6	6	**NOVARTIS**	3.7	3.7
7	7	**ABBOTT**	3.3	3.3
8	8	**PFIZER**	3.3	3.2
9	10	**TEVA**	3.1	3.0
10	9	**MENARINI**	2.7	3.0
Total			39.4	39.7

*AIPM members are in bold

The leader of the top 10 brand names ranking has changed (table 2). Due to 41% growth in sales, hepatoprotector ESSENTIALE N moved up to rank one, whereas the former leader, the antiviral ARBIDOL, reduced its sales by 11% and moved down to rank two. The brand names placed at ranks 3 and 4 also changed their positions: the less dynamic LINEX (+11%) moved up to rank 3, displacing VIAGRA (+5%) down one rank. The brand names KAGOCEL (+68%) and EXODERIL (+74%) moved up to ranks five and six from 10 and 13, respectively. At the same time, they displaced medicines HEPTRAL (+22%) and DETRALEX (+28%) down one rank. OSCILLOCOCCINUM (-20%) that showed negative growth rates moved down from rank five to nine. The second newcomer of the top ten ranking, ACTOVEGIN (+33%) moved up to rank ten. The cumulative share of the top 10 didn't change and accounted for 8%.

Table 2. The top ten brand names by pharmacy sales

Rank		Brand name	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	2	ESSENTIALE N	1.4	1.2
2	1	ARBIDOL	0.9	1.2
3	4	LINEX	0.9	0.9
4	3	VIAGRA	0.8	1.0
5	10	KAGOCEL	0.8	0.6
6	13	EXODERIL	0.7	0.5
7	6	HEPTRAL	0.7	0.7
8	7	DETRALEX	0.7	0.6
9	5	OSCILLOCOCCINUM	0.6	0.9
10	15	ACTOVEGIN	0.6	0.5
Total			8.0	8.0

Three newcomers broke into the ranks of the top ten INN and generic names ranking (table 3). The newcomers KAGOCEL (+68%), AMOXICILLIN + CLAVULANIC ACID (+20%) and ATORVASTATIN (+48%) broke into the ranks of the top ten, coming in at numbers eight, nine and ten. The other two brand names also rose in the ranks. PHOSPHOLIPIDS (+40%) moved up to rank two from three, and IBUPROFEN (+19%) moved up to rank seven from nine. XYLOMETAZOLINE (+8%) held its previous leading position in the ranking. On top of that, INNs SILDENAFIL (+10%) and PANCREATIN (+11%), as well as the composition BIFIDOBACTERIUM INFANTIS + ENTEROCOCCUS FAECIUM + LACTOBACILLUS ACIDOPHILUS (+11%) held their own in the ranking. UMIFENOVIR (-11%) was the only INN which fell in the ranks.

Table 3. The top 10 INN and Generic Names by pharmacy sales

Rank		INN/Generic Names	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	XYLOMETAZOLINE	1.6	1.8
2	3	PHOSPHOLIPIDS	1.4	1.2
3	2	UMIFENOVIR	0.9	1.2
4	4	SILDENAFIL	0.9	1.0
5	5	PANCREATIN	0.9	1.0
6	6	BIFIDOBACTERIUM INFANTIS + ENTEROCOCCUS FAECIUM + LACTOBACILLUS ACIDOPHILUS	0.9	0.9
7	9	IBUPROFEN	0.8	0.8
8	24	KAGOCEL	0.8	0.6
9	11	AMOXICILLIN + CLAVULANIC ACID	0.8	0.8
10	16	ATORVASTATIN	0.8	0.6
Total			9.9	10.0

R05 Cough and cold preparations (+13%) became the bestselling group in the regional market (Table 4). M01 Anti-inflammatory and antirheumatic products (+28%) moved up from rank six to two, displacing R01 Nasal preparations (+8%) down one rank, to number 3. The last year leader N02 Analgesics (+2%) moved down from rank one to four. The newcomer J05 Antivirals for systemic use (+40%) broke into the ranks of the top ten ATC groups, coming in at number five. The market of ATC group C09 Agents acting on the rennin-angiotensin system (+33%) also developed at a fast pace, moving up one rank to number 7. Due to low growth rates, three of the other four ATC groups moved down to the lower ranks. They were J01 Antibacterials for systemic use (+13%), A11 Vitamins (+12%) and A07 Antidiarrheals, intestinal anti-inflammatory/ antiinfective agents (+16%) moving down to ranks 6, 8 and 9. G03 Sex hormones (+17%) kept its previous rank ten. The consolidated share of the top 10 reduced from 38% to 37.3%.

Table 4. The top ten ATC Groups by pharmacy sales

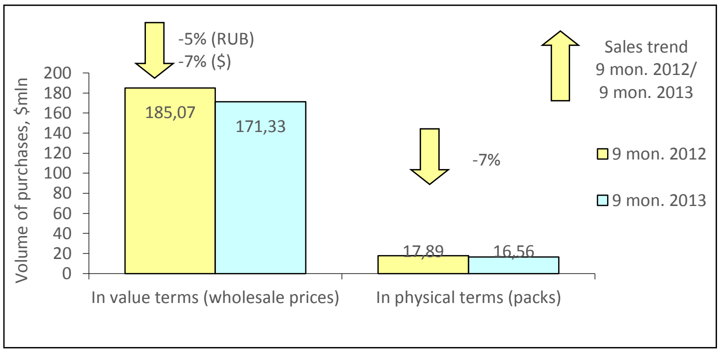
Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012			9 mon. 2013	9 mon. 2012
1	3	R05	COUGH AND COLD PREPARATIONS	4.1	4.3
2	6	M01	ANTIINFLAM & ANTIRHEUM PROD	4.0	3.8
3	2	R01	NASAL PREPARATIONS	3.9	4.3
4	1	N02	ANALGESICS	3.8	4.5
5	11	J05	ANTIVIRALS FOR SYSTEMIC USE	3.8	3.2
6	4	J01	ANTIBACTERIALS FOR SYST USE	3.7	3.9
7	8	C09	AG ACT RENIN-ANGIOTENS SYST	3.7	3.3
8	5	A11	VITAMINS	3.6	3.9
9	7	A07	INTESTINAL ANTIINFECTIVES	3.5	3.5
10	10	G03	SEX HORM&MODULAT GENITAL SYS	3.1	3.2
Total				37.3	38.0

Conclusion. On the basis of the results for three quarters of 2013, the retail pharmacy market of St. Petersburg brought in RUB 18.280 bln (USD 579.617 mln). The market saw a 21% increase in terms of roubles and 19% increase in terms of dollars compared to the last year results. In pack terms, the market showed negative growth rates (+2%) and achieved 113.386 mln packs. In the first three quarters of 2013, the average cost of an OTC pack in the city pharmacies was higher than in the year-earlier period (USD 5.11 vs. USD 4.40) and exceeded the Russia average figures (USD 4.19). The average expenses of the region residents for purchase of OTC drugs in pharmacies also proved to be higher (USD 115.28 vs. USD 90.88).

SAINT PETERSBURG HOSPITAL MARKET: 2013 FIRST 9 MONTHS RESULTS

According to the results of the Retail Audit of Hospital Purchases in Russia™, in the first nine months of 2013 the St. Petersburg hospital market in physical terms reduced by 7% to 16.564 million packs. In value terms, the purchases movement was negative both in rouble (-5%) and in dollar terms (-7%), and the volume amounted to RUB 5.444 bln (USD 171.327 mln) in wholesale prices. Based on the results of the first 9 months 2013, the average cost of OTC pack in the hospital sector was USD 10.34, the same as in the year-earlier period. The regional market share accounted for 4% of the Russian hospital market in physical terms and 6.5% in value terms.

Figure 1. St. Petersburg hospital market for 9 months of 2012 – 9 months of 2013



Based on the results for the first 9 months of 2013, half of the top ten drug manufacturers in the St. Petersburg hospital market held their own in the ranking (Table 1). They were the top two drug manufacturers GLAXOSMITHKLINE (-5%) and MERCK SHARP DOHME (+1%) as well as SANOFI-AVENTIS (-9%), BRISTOL MYERS (-11%) and NOVARTIS (-7%) placed at numbers 6 through 8, respectively. The drug manufacturer JOHNSON & JOHNSON (-27%) reduced its purchases and moved down two ranks, to number 5. At the same time, ABBVIE (-19%) and ROCHE (-8%) with less negative growth rates rose in the ranks, coming in at numbers 3 and 4. The newcomers - BAYER (+17%) and PFIZER (+35%) broke into the ranks of the top ten, coming in at numbers nine and ten. The total share accumulated by the top ten drug manufacturers dropped nearly 1 p.p. and amounted to 47.3%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	**GLAXOSMITHKLINE**	7.8	7.8
2	2	**MERCK SHARP DOHME**	7.7	7.2
3	4	**ABBVIE**	5.1	6.0
4	5	**ROCHE**	5.0	5.2
5	3	**JOHNSON & JOHNSON**	4.9	6.4
6	6	**SANOFI-AVENTIS**	4.5	4.7
7	7	BRISTOL MYERS SQU	3.5	3.8
8	8	**NOVARTIS**	3.1	3.2
9	11	**BAYER HEALTHCARE**	2.9	2.4
10	14	**PFIZER**	2.8	1.9
Total			47.3	48.4

*AIPM members are in bold

Four newcomers broke into the ranks of the top ten brand names ranking (table 2). The medicinal product for the treatment of HIV-1 KIVEXA (+87%), ZIAGEN (+25%) and EPIVIR 3TC (4.8-fold growth in purchases), as well as the ophtalmological agent LUCENTIS (+79%) moved up to ranks 5, 7, 9 and 10, respectively. PREZISTA (-8%) and REYATAZ (+10%) also moved up to the higher ranks two and three. Despite the reduction in purchases by one fourth, the medicinal product for the treatment of HIV KALETRA remained the best-selling drug of the top ten brands ranking. SODIUM CHLORIDE (-8%) showed negative growth rates. but held its previous rank 4 in the top ten, whereas PUREGON (-23%) and COMBIVIR (-61%) moved down to ranks 6 and 8. The total share accumulated by the top 10 brand names reduced by 1.3 p.p. to 18.3%.

Table 2. The top 10 brand names by hospital purchases

Rank		Brand name	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	KALETRA	3.8	4.9
2	3	PREZISTA	2.2	2.3
3	6	REYATAZ	2.1	1.8
4	4	SODIUM CHLORIDE	2.0	2.1
5	15	KIVEXA	1.9	1.0
6	5	PUREGON	1.5	1.9
7	12	ZIAGEN	1.4	1.1
8	2	COMBIVIR	1.2	2.9
9	68	EPIVIR 3TC	1.0	0.2
10	32	LUCENTIS	1.0	0.5
Total			18.3	18.7

Despite the significant negative growth rates, two INNs of the top-ten INN and Generic Names held its own in the ranking (table 3). They were the topping composition LOPINAVIR + RITONAVIR (-25%) and INN SODIUM (-8%) placed at number 4. The markets of the brand names FOLLITROPIN BETA (-23%), LAMIVUDINE and IMMUNOGLOBULIN BASE (-19% each), and the composition ZIDOVUDINE + LAMIVUDINE (-58%) also reduced at a fast pace, which resulted in the loss of ranks in the top ten. The other INNs of the top ten rose in the ranks. DARUNAVIR (-8%) and ATAZANAVIR (+10%) moved up to ranks two and three. The newcomers of the top ten, the composition ABACAVIR + LAMIVUDINE (+87%) and INN ABACAVIR (+25%) moved up to ranks five and seven. The total share of the top ten decreased by 2 p.p. and accounted for 18.7%.

Table 3. The top 10 INN and Generic Names by hospital purchases

Rank		INN/Generic Names	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	LOPINAVIR + RITONAVIR	3.8	4.9
2	3	DARUNAVIR	2.2	2.3
3	6	ATAZANAVIR	2.1	1.8
4	4	SODIUM	2.0	2.1
5	17	ABACAVIR + LAMIVUDINE	1.9	1.0
6	5	FOLLITROPIN BETA	1.5	1.9
7	15	ABACAVIR	1.4	1.1
8	2	ZIDOVUDINE + LAMIVUDINE	1.3	2.9
9	7	LAMIVUDINE	1.3	1.5
10	9	IMMUNOGLOBULIN BASE	1.1	1.3
Total			18.7	20.7

The top four groups of the top ten ATC groups ranking remained unchanged (Table 4). As before, ATC groups J05 Antivirals for systemic use (-14%), L01 Antineoplastic agents (+3%), J01 Antibacterials for systemic use (-15%) and B05 Blood substitutes and perfusion solutions (+7%) held their top four ranks in the top ten. ATC groups V08 Contrast media (+22%) and L04 Immunosuppressants (+69%) moved up to ranks five and six of the ranking. On top of that, the latter was one of two newcomers of the top ten. The second newcomer of the top ten N01 Anesthetics (+32%) moved up to rank ten. The groups B01Antithrombotic agents (-19%), G03 Sex hormones (-28%) and N05 Psycholeptics (-29%) moved down to numbers seven through nine. The total share of the top ten ATC groups reduced by 1.6 p.p. and accounted for 67.0%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
9 mon. 2013	9 mon. 2012			9 mon. 2013	9 mon. 2012
1	1	J05	ANTIVIRALS FOR SYSTEMIC USE	20.2	22.3
2	2	L01	ANTINEOPLASTIC AGENTS	14.8	13.5
3	3	J01	ANTIBACTERIALS FOR SYST USE	7.6	8.5
4	4	B05	BLOOD SUBSTITUTE & PERF SOLS	7.0	6.2
5	8	V08	CONTRAST MEDIA	3.8	2.9
6	12	L04	IMMUNOSUPPRESSANTS	3.7	2.1
7	6	B01	ANTITHROMBOTIC AGENTS	3.3	3.9
8	5	G03	SEX HORM&MODULAT GENITAL SYS	3.1	4.0
9	7	N05	PSYCHOLEPTICS	2.7	3.6
10	13	N01	ANESTHETICS	2.7	1.9
Total				68.9	69.0

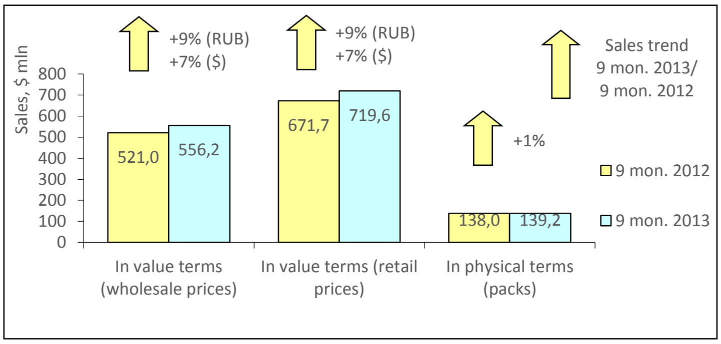
Conclusion. At the end of three quarters in 2013, the St. Petersburg hospital market shrank by 5% in rouble terms and by 7% in dollar terms and brought in RUB 5.444 bln (USD 171.327 mln). In pack terms, the market also showed negative growth rates (-7%) and achieved 16.564 mln packs. In the analysed period, the average cost of an OTC pack in the regional hospital sector was the same as in the year-earlier period (USD 10.34), but exceeded the Russia average figures (USD 6.33).

MOSCOW REGION PHARMACY MARKET: 2013 FIRST 9 MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2013 the population of Moscow region was estimated as 7.048 mln, which made 5% of the total Russian Federation population and 18.2% of Central FO (CFO). According to Federal State Statistics Service's data, in the first nine months of 2013 the average salary in the region was RUB 34,609.1 (USD 1090.05), which is 19% higher than the average salary in Russia (RUB 29043.6).

According to the results of the Retail Audit of OTC drugs in Russian Federation™, in the first nine months of 2013 the pharmacy market of Moskovskaya Oblast in physical terms increased by 1% and amounted to 139.225 million packs (Fig. 1) In wholesale prices, the market also showed the positive performance both in terms of roubles (+9%) and in terms of dollars (+7%) and reached 17.580 million roubles (USD 556.203 mln). The region's share accounted for 5.5% of the total volume of all-Russia pharmacy market. The average cost of OTC pack in the regional pharmacies according to the results for 9 months of 2013 was USD 5.17 (during the same period in 2012 - USD 4.87). In the analysed period, per capita expenses for purchase of medicines in pharmacies amounted to USD 102.11.

Figure 1. Moscow region pharmacy market for 9 months of 2012 – 9 months of 2013



Based on the results for 9 months of 2013, the top ten drug manufacturers in the Moscow region market didn't change in composition (Table 1). However, only the top three drug manufacturers held their own in the ranking. As before, SANOFI-AVENTIS (+9%), PHARMSTANDART (+12%) and BAYER (+7%) are placed at ranks one, two and three. Some shifts took place in the bottom part of the top 10 ranking. Due to outperformance, SANDOZ (+19%) and NOVARTIS (+13%) moved up one rank to numbers 4 and 6. At the same time, they displaced manufacturers SERVIER (+3%) and MENARINI (+0.5%) down one rank. On top of that, ABBOTT (-3%) reduced its sales and moved down two ranks, to number ten, giving the way to NYCOMED/TAKEDA (+11%) and TEVA (+18%). The total share of the analysed top 10 manufacturers remained unchanged and accounted for 38.6%.

Table 1. The top ten manufacturers by pharmacy sales

Rank		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	**SANOFI-AVENTIS**	6.0	6.0
2	2	PHARMSTANDART	4.6	4.5
3	3	**BAYER HEALTHCARE**	4.3	4.3
4	5	**SANDOZ GROUP**	4.1	3.8
5	4	**SERVIER**	3.7	3.9
6	7	**NOVARTIS**	3.6	3.4
7	6	**MENARINI**	3.2	3.5
8	9	**NYCOMED/TAKEDA**	3.2	3.1
9	10	**TEVA**	3.1	2.8
10	8	**ABBOTT**	2.9	3.3
Total			38.6	38.6

*AIPM members are in bold

Hepatoprotector ESSENTIALE N (+19%) kept and reinforced its leading position in the top ten brand names ranking (Table 2). On top of that, ACTOVEGIN (+9%) also managed to hold its previous rank 6. The other half of brand names of the top 10 rose in the ranks. LINEX (+5%) and MEXIDOL (+9%) moved up one rank, to numbers two and nine. The more dynamic KAGOCEL (+53%) and EXODERIL (+49%) moved up to ranks four and five from nine and fifteen, respectively. The latter became the only newcomer of top 10. At the same time, the brand names ARBIDOL (-5%), DETRALEX (-3%) and ALFLUTOP (-1%) which reduced their sales rates, as well as VIAGRA (+1%) with low growth rates moved down to the lower ranks.

Table 2. The top ten brand names by pharmacy sales

Rank		Brand name	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	ESSENTIALE N	1.2	1.1
2	3	LINEX	0.9	0.9
3	2	ARBIDOL	0.8	0.9
4	9	KAGOCEL	0.8	0.6
5	15	EXODERIL	0.7	0.5
6	6	ACTOVEGIN	0.7	0.7
7	4	VIAGRA	0.6	0.7
8	5	DETRALEX	0.6	0.7
9	10	MEXIDOL	0.6	0.6
10	8	ALFLUTOP	0.6	0.6
Total			7.3	7.1

Two newcomers broke into the ranks of the top ten INN and generic names ranking (table 3). They were KAGOCEL (+5%) and NIMESULIDE (+21%) which moved up to ranks 7 and 8. The markets of the other three INNs also developed at a fast pace. They were the former leader of top ten XYLOMETAZOLINE (+18%), as well as PHOSPHOLIPIDS (+17%) and IBUPROFEN (+26%) placed at ranks two and four. INNs BISOPROLOL and BLOOD (+11% each) also showed high growth rates, but moved down to ranks nine and ten of the top ten, being displaced by the newcomers. INNs PANCREATIN (-6%) and UMIFENOVIR (-5%) also reduced their sales and fell in the ranks, moving down to ranks three and six, respectively. The composition BIFIDOBACTERIUM INFANTIS + ENTEROCOCCUS FAECIUM + LACTOBACILLUS ACIDOPHILUS (+5%) held its previous rank 5. The cumulative share of the top ten INNs escalated to 9.9%.

Table 3. The top 10 INN and Generic Names by pharmacy sales

Rank		INN/Generic Names	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012		9 mon. 2013	9 mon. 2012
1	1	XYLOMETAZOLINE	1.8	1.7
2	3	PHOSPHOLIPIDS	1.2	1.2
3	2	PANCREATIN	1.1	1.2
4	6	IBUPROFEN	0.9	0.8
5	5	BIFIDOBACTERIUM INFANTIS + ENTEROCOCCUS FAECIUM + LACTOBACILLUS ACIDOPHILUS	0.9	0.9
6	4	UMIFENOVIR	0.8	0.9
7	24	KAGOCEL	0.8	0.6
8	11	NIMESULIDE	0.8	0.7
9	7	BISOPROLOL	0.7	0.7
10	8	BLOOD	0.7	0.7
Total			9.9	9.5

In contrast to the previous top 10s, the top ten ATC groups ranking changed its leader. Due to 18% growth in sales, ATC group M01 Anti-inflammatory and antirheumatic products moved up to rank one from three (table 4). N02 Analgesics (+3%) that had been placed at rank one earlier showed relatively low growth rates and moved down to rank four. Apart from that, some more shifts took place in the top 10 ranking. R01 Nasal preparations (+12%) and R05 Cough and cold preparations (+18%) moved up one rank, to numbers three and five. ATC group J05 Antivirals for systemic use (+27%) with the highest growth rates moved up from rank ten to seven. At the same time, the less dynamic ATC groups A07 Antidiarrheals, intestinal anti-inflammatory/antiinfective agents (+9%), C09 Agents acting on the rennin-angiotensin system (+7%), A11 Vitamins (+4%) and G03 Sex hormones (+2%) moved down one rank, to number six and 8 through 10, respectively. As before, Group J01 Antibacterials for systemic use (+10%) is placed at rank two in the top ten. The total share of the top ten under review increased by almost 1 p.p. and achieved 37.4%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2013	9 mon. 2012			9 mon. 2013	9 mon. 2012
1	3	M01	ANTIINFLAM & ANTIRHEUM PROD	4.4	4.0
2	2	J01	ANTIBACTERIALS FOR SYST USE	4.1	4.1
3	4	R01	NASAL PREPARATIONS	4.1	4.0
4	1	N02	ANALGESICS	4.1	4.3
5	6	R05	COUGH AND COLD PREPARATIONS	3.9	3.5
6	5	A07	INTESTINAL ANTIINFECTIVES	3.6	3.6
7	10	J05	ANTIVIRALS FOR SYSTEMIC USE	3.6	3.1
8	7	C09	AG ACT RENIN-ANGIOTENS SYST	3.4	3.5
9	8	A11	VITAMINS	3.2	3.3
10	9	G03	SEX HORM&MODULAT GENITAL SYS	3.0	3.2
Total				37.4	36.6

Conclusion. In 9 months of 2013, the pharmacy market in Moskovskaya Oblast was estimated at RUB 22.743 bln (USD 719.646 mln.) in final consumer prices. Note that the market performance was positive both in rouble terms and in dollar terms (+9% and +7%, respectively). In pack terms, the market also increased (+1%) and amounted to 139.225 mln packs. The average cost of an OTC pack (USD 5.17) in the pharmacies increased as compared to a year earlier (USD 4.87) and was higher than the average value in Russia (USD 4.19). Per capita expenses of Moscow region residents for purchase of medicines in the pharmacies were also higher than the national average figures (USD 102.11 vs. USD 90.88).

REGIONAL DIGEST

Additional Pharmacological Support (DLO)/ONLS, Government Control

November 12, 2013, ITAR-TASS

Experts to carry out an analysis of global experience to improve legislative regulation of drug sales over the Internet in Russia

In order to prevent and combat the distribution of counterfeit and defective preparations, the drug sales over the Internet should be regulated according to the established standards and laws. The Joint Working Group of the RF Ministry of Public Health and Expert Committee on the Additional Pharmacological Support of the RF Government are preparing the respective proposals.

November 12, 2013, Remedium

Experts highlight the importance of preventing pneumococcal infections by vaccination

Today, the experts place particular emphasis on the importance of preventing pneumococcal infections for patients of all age groups. According to WHO data, pneumonia or infectious lung disease is the leading cause of child mortality throughout the world. Understanding the scope and hazards of the disease, the RF Government has approved the draft law on introduction of amendments to the Federal Law Concerning the Immunoprophylaxis of Infectious Diseases as related to the extending of National Calendar of Prophylactic Immunization due to pneumococcal vaccine.

November 15, RIA RBC

State Duma has brought 62 legislative acts in line with the Law on the Fundamentals of Public Health Protection in the Russian Federation

The State Duma has passed in the second and third final reading the amendments bringing 62 legislative acts in line with Law on the Fundamentals of Public Health Protection in the Russian Federation. In particular, newly adopted amendments to the Law on Circulation of Drugs prohibit the drug manufacturers and distributors to take actions that encourage medical professionals to administer certain drugs. On top of that, some amendments have been introduced to the Law on Psychiatric Care and Guarantee of Citizens' Rights during Its Provision, the Law on the Prevention of the Spread in the Russian Federation of the Disease Caused by the Human Immunodeficiency Virus (HIV Infection), etc.

November 19, 2013, The Vedomosti

Ministry of Industry and Trade proposed to introduce the differential scheme of preferences for government procurement

The Minister of Industry and Trade Denis Manturov said that the Ministry of Industry and Trade proposed to introduce the differential scheme of preferences for purposes of government procurement whereby the preferences shall be provided to the Russian pharmaceutical manufacturers depending on the stage of local manufacturing content. 15% preference may be provided to the manufacturers engaged in the packing of drugs in Russia (such preferences shall be effective until the end of 2014; thereafter such manufacturers shall not be deemed local), 30% - to the manufacturers of final dosage forms, 40% - to the one-stop manufacturers including production of substances.

November 18, 2013, ITAR-TASS

Ministry of Public Health considers the test-systems developed by MFTI a breakthrough in detecting orphan diseases

On 18 November 2013, the Minister of Health of the Russian Federation Veronika Skvortsova was seen during the opening ceremony of the Genome Centre of the Moscow Institute of Physics and Technology (MFTI). After the opening ceremony, when being interviewed by the media she highlighted the importance of the development of test-systems on the basis of the new centre of MFTI for detection of orphan diseases. The new test-system is based on the method which makes it possible to analyse more than 50 disorders in the same time period. According to the Centre experts, accuracy and capacity of the method will help address the issue of early detection of severe hereditary diseases and their possible pathological complications.

November 18, 2013, The Rossiyskaya Gazeta.ru

Mail.ru has launched the drug order service throughout Russia

According to the official statement from the company, the drug order service is now available in 66 regions of Russia which is launched by Mail.ru within the On-line Health Project. Up to now it has been accessible only for the residents of Moscow and St. Petersburg. The drug order service holds information about assortment of six thousand pharmacies with a stock list of over 45 thousand drugs and pharmaceutical products. The booking of drugs is made free of charge and doesn't imply any hidden charges, so a buyer only pays the price of medications.

November 20, 2013, the Moskovskaya Pravda

According to the expert, the rights of Russian pharmacies to provide pharmaceutical aid need to be protected

According to the Chairman of Organizing Committee on Preparation of All-Russia Congress of Pharmaceutical Professionals Elena Telnova, pharmaceutical professionals lack their due respect. According to her story, this occupation is at risk, because pharmacy workers are degraded to the level of ordinary shop-assistants. According to the expert, it is necessary to assert the rights of Russian pharmacies to provide pharmaceutical aid and to establish not only the standards of pharmaceutical activity but also the standards of pharmaceutical education.

November 21, 2013, PRIME

Share of generic drugs in the domestic pharmaceutical market accounted for 77%

The Minister of Public Health, Veronika Skvortsova said at the RF Government presidium meeting that a share of generic drugs in the Russian market accounted for 77%. Therefore, Russia now ranks 3rd after China and India in terms of volume of generics in the drug market.

November 21, RIA RBC

According to Ministry of Health, in the last 15 years the volume of Russian pharmaceutical market in terms of value has increased four times

The Minister of Public Health, Veronika Skvortsova said at the RF Government presidium meeting that in the last 15 years a share of the Russian pharmaceutical market in terms of value has increased four times. According to experts, in 2012 it accounted for RUB 773 bln including a government sector in the amount of RUB 283.6 bln and commercial retail in the amount of RUB 485.3 bln.

November 26, 2013, The Novye Izvestia

A draft law on Strengthening Responsibility for Manufacturing and Selling Counterfeit Medications has been submitted to State Duma

On 25 November, a group of State Duma deputies submitted a draft law Strengthening Responsibility for Manufacturing and Selling Counterfeit Medications. The proposed punishments for manufacturing medications or medicinal products without license include a sentence for up to 3 years in prison and RUB 1mln in fines. The proposed punishments for selling counterfeit medications include a sentence for up to eight years in prison and RUB 2 mln in fines. If use of counterfeit medications results in death, the drug manufacturer and seller will face a sentence for up to 12 years in prison and RUB 5 mln in fines. On top of that, not only a drug manufacturer and seller, but also any participant of such chain will face a punishment.

November 26, 2013, ITAR-TASS

Ministry of Public Health to provide an updated VED list within a week

On 26 November 2013, Director of Department of State Regulation of the Medicines Turnover, Ministry of Health of Russian Federation, Elena Maximkina said that the Ministry of Public Health will submit to the government a draft decree regarding Vital and Essential Drugs which prices are controlled by the government within a week.

NEWS FROM COMPANIES

November 14, 2013, The Rossiyskaya Gazeta

Endocrinology Research Centre in partnership with Sanofi launch a type 2 diabetes diagnostic study

14 November is the World Diabetes Day. Endocrinology Research Centre in partnership with the international pharmaceutical manufacturer Sanofi launch a joint type 2 diabetes diagnostic study in adults. Though the symptoms of the disease are well known, type 2 diabetes is almost always detected late, when a patient has already developed diabetic complications. This is the subject of dialogue between Fellow of Russian Academy of Medicine, Director of Clinical Endocrinology Institute of Endocrinology Research and Director of Sanofi-Russia Partrick Aganesyan.

November 13, 2013, RIA News

Government approved the acquisition of Russian pharmaceutical company Makiz-pharma by Indian firm Hetero Fzco

Head of the Federal Antimonopoly Service Igor Artemyev said based on the results of the Committee meeting that the Government Commission on Monitoring Foreign Investments had approved the acquisition of the Russian pharmaceutical manufacturer Makiz-pharma by Indian firm Hetero Fzco. The Indian firm plans to expand production in Russia of new and other drugs that the company has already been producing in the country which our people are in great need of.

November 25, 2013, The Vedomosti

Interros Group is buying a controlling stake in NPO Petrovax Pharm

Interros Group is acquiring a controlling interest in NPO Petrovax Pharm, the parties said in a press release. Vladimir Potanin's investment company is buying the stake of the European Bank for Reconstruction and Development (25.1%), as well as some of the shares of company founders Arkady Nekrasov and Natalya Puchkova, who will continue to be involved in the management of the business.

Source of information – IMS Health

If you have questions or comments, please contact:

Vladimir Grigorievich Shipkov, Executive Director of AIPM

Tel: 933 70 40

Information of AIPM in Internet: http://www.aipm.org

Ekaterina Korduban, Director for PR and Remedium Group Development

Tel: 780 34 25, fax: 780 34 26

Information of Remedium Group in Internet: http://www.remedium.ru