СОВМЕСТНАЯ ПУБЛИКАЦИЯ
АССОЦИАЦИИ МЕЖДУНАРОДНЫХ
ФАРМАЦЕВТИЧЕСКИХ
ПРОИЗВОДИТЕЛЕЙ
И ГК РЕМЕДИУМ

РЕМЕДИУМ
ГРУППА КОМПАНИЙ

AIPM®
Association of International Pharmaceutical Manufacturers
Ассоциация международных фармацевтических производителей

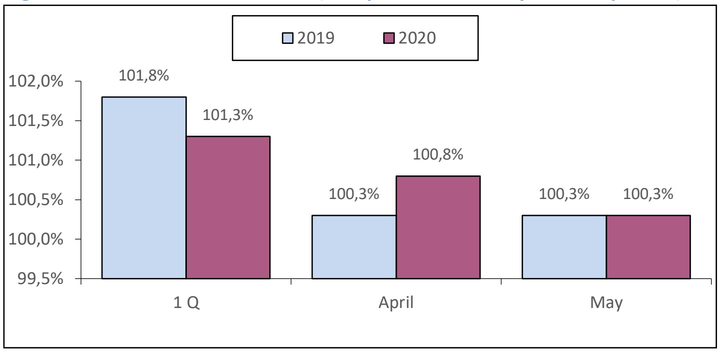
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.3% in May 2020 compared to the previous month and 102.4% compared to December of the previous year.

In April of 2020, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 97.2%, whereas in the month-earlier period it had amounted to 92.8%. The index accounted for 89.5% against December of 2019.

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



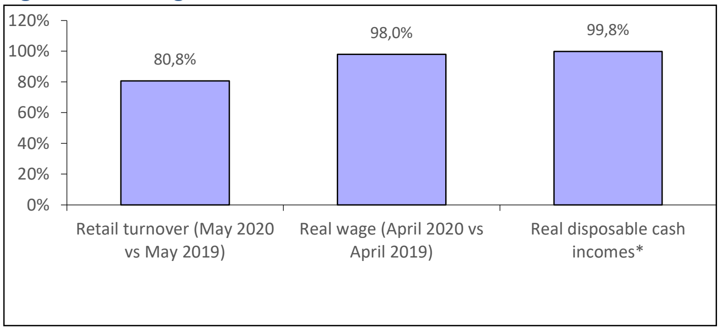
Living standard

In April of 2020, a gross monthly average wage of corporate employees reached RUB 49306 (USD 655.49). It accounted for 101.0% compared to April 2019, and 96.5% compared to the previous period. In April of 2020, the real gross wage accounted for 98.0% as compared to April of 2019, and 95.7% against the prior period. According to estimates[1], real disposable cash incomes decreased by 0.2% in the first quarter of 2020 compared to the first quarter of 2019 (Fig. 2).

Retail turnover

In May 2020, the retail turnover was equal to RUB 2257.3 bil or 80.8% (in comparable prices) against the level of the same period of the previous year, and RUB 12553.5 bil. or 93.9% in January - May 2020 (Fig. 2).

Figure 2. Real wage and retail turnover



* Quarter I 2020 vs Quarter I 2019

Industrial Production

According to Federal State Statistics Service's data, in May 2020 Industrial Production Index accounted for 90.4% compared to the same period in 2014, and 97.6% in January-May 2020.

According to Federal State Statistics Service's data, Industrial Production Index for drugs and medical products in May 2020 accounted for 122.4% compared to the same period in 2019, and 114.3% in January-May against January-May 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 May 2020.

Table 1. The top ten Russian chemical and pharmaceutical manufacturers by sales volume in May 2020

Rank	Manufacturer	RUB mil.
1	Biocad	2341.3
2	Otcpharm	1501.7
3	Pharmstandart	1471.0
4	Generium	1339.4
5	Stada	990.4
6	Veropharm	975.8
7	Akrihin	793.2
8	Sotex	772.8
9	Valenta	754.2
10	Vertex	699.6

Source - Remedium according to IQVIA data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. Sales (in terms of roubles) reduced strongly in all regions in April 2020 compared to the previous month. The most pronounced negative growth in sales was observed in Moscow (-44%), the least one in St. Petersburg (-24%).

Table 2. Pharmacy sales in the regions, 2020

Region	Pharmacy sales, $ mil. (wholesale prices)			Growth gain, % (roubles)		
	February 2020	March 2020	April 2020	February/January 20	March / February 20	April/March 20
Moscow	195.8	288.7	158.2	27%	69%	-44%
St. Petersburg	76.8	87.7	64.6	25%	31%	-24%
Krasnodar Krai	41.5	48.8	28.6	10%	35%	-40%
Krasnoyarsk Krai	27.6	30.2	19.7	-3%	26%	-33%
Tatarstan	26.8	27.0	16.9	68%	15%	-36%
Rostov Region	27.3	32.6	22.3	22%	37%	-30%
Novosibirsk Region	24.1	24.8	18.2	32%	18%	-25%
Voronezh Region	16.8	20.5	14.0	50%	39%	-30%
Perm	8.6	8.1	5.1	54%	8%	-36%
Tyumen	9.3	10.0	6.6	60%	22%	-32%

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 May 2020

Rank	Company*	Quantity of broadcasts
1	Sanofi	8,660
2	Sandoz	7,913
3	Berlin-Chemie Menarini Group	6,374
4	Teva	5,948
5	Johnson & Johnson	5,259

Source - Remedium according to Mediascope's data

Table 4. Top five brand names in mass media in May, 2020

Rank	Brand*	Quantity of broadcasts
1	Zodac	2,340
2	Exoderil	2,306
3	Linex	2,299
4	Troxevasin	2,170
5	Baneocin	2,157

Source - Remedium according to Mediascope's data

* Only products registered with State Register of Medicines were considered

[1] Due to switching of Federal State Statistics Service to the updated methodology for calculating real disposable cash incomes of the population, the data are published once a quarter.

STATE REIMBURSEMENT PROGRAM (DLO) IN THE RUSSIAN FEDERATION: FIRST THREE MONTHS RESULTS 2020

According to DLO in RF™, the drugs supplies under the Federal Program amounted to RUB 51,013 bil. on the basis of the results for the first three months of 2020. (USD 767.329 mil.) at contractual prices[2]. The segment volume increased 73% in terms of roubles, and 72% in terms of dollars as compared to the same period a year ago. Scope of supplies in pack terms increased by 31% to 25.447 mil. packs. The average cost of an FPP pack through the DLO program was USD 30.15 in contractual prices (a year ago it was USD 23.11).

Due to multiple growth in supply volumes, CELGENE (3.6[3] -fold growth in supplies), GENERIUM (4.5-fold growth) and JOHNSON & JOHNSON (3.8-fold growth) moved up to the top ranks in the DLO segment in the first quarter of 2020 (Table 1). High growth rates were demonstrated by NOVARTIS, which held its previous rank six (2.1-fold growth), as well as newcomer ASTELLAS (5.9-fold growth), which broke into and rounded out the top-10 for the first time. The second newcomer BEHRING (+58%) moved up to rank 9. Due to negative and low growth rates, TAKEDA (-14%), SANOFI (-5%) and OCTAPHARMA (-17%) moved down from the top three ranks to the lower ranks four, seven and eight, respectively. BIOCAD (+80%) moved down one rank, to number five. The total share of the top 10 drug manufacturers within DLO Program expanded from 51.6% to 58.9%.

Table 1. The top 10 drug manufacturers for DLO

Rank		Manufacturer*	Share in total DLO volume, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	5	CELGENE	10.5	5.1
2	10	GENERIUM ZAO RF	9.7	3.8
3	9	**JOHNSON & JOHNSON**	8.3	3.8
4	1	**TAKEDA**	6.0	12.0
5	4	BIOCAD RF	5.8	5.6
6	6	**NOVARTIS**	5.4	4.6
7	2	**SANOFI**	4.0	7.3
8	3	OCTAPHARMA	3.9	5.7
9	11	**CSL BEHRING GMBH**	2.7	3.0
10	28	**ASTELLAS PHARMA**	2.5	0.7
Total			58.9	51.6

*AIPM members are in bold

The leader of the top ten brands did not change: REVLIMIDE held and reinforced its previous rank one due to 3.7-fold growth in purchases (Table 2). The newcomers of the top ten moved up mainly to the lower part of the top ten ranking. DARZALEX, OCTOFACTOR (31-fold growth in purchases), REBIF (3-fold growth), NAGLAZIM (19-fold growth), COAGIL-VII (3-fold growth), PLEGRIDY (almost 5 thous. growth) and ELIZARIA moved up to ranks two through eight, respectively. The newcomer of the top ten SINNOVEX (2.2-fold growth) moved up to rank ten. And only OCTANATE (+11%) that showed low growth rates moved down from rank three to nine. The total share of the top 10 increased by more than twice and reached 30.7%.

Table 2. The top 10 Brands in DLO segment

Rank in the top ten		Brand	Share in total DLO volume, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	REVLIMIDE	10.0	4.6
2	N/A	DARZALEX	3.0	N/A
3	39	OCTOFACTOR	2.6	0.1
4	20	REBIF	2.3	1.3
5	35	NAGLAZIM	2.2	0.2
6	21	COAGIL-VII	2.2	1.2
7	42	PLEGRIDY	2.2	0.0
8	N/A	ELIZARIA	2.1	N/A
9	3	OCTANATE	2.1	3.2
10	16	SINNOVEX	2.0	1.6
Total			30.7	12.4

The top INN and generic names ranking leader changed: LENALIDOMIDE (3.7-growth in purchases) moved up to rank one from two (Table 3). The other six INNs moved up to the higher positions. INN INTERFERON BETA-1A (2.4-fold growth) moved up to ranks two from six, the composition FACTOR VIII*FACTOR VON WILLEBRAND (2.1-fold growth) moved up to rank four from nine. The newcomers DARATUMUMAB, MOROCTOCOG ALFA (31-fold growth), EPTACOG ALFA (ACTIVATED) (2.6-fold growth) and GALSULFASE (19-fold growth) broke into the ranks of the top ten ranking, coming in at numbers five and seven through nine, respectively. At the same time, three less dynamic INNs FACTOR VIII (+9%), RITUXIMAB (+14%) and ECULIZUMAB (+21%), in contrast, moved down to ranks three, six and ten. In total, ten INNs and group names accounted for 36.9% of the market against 26.1% in the year-earlier period.

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

Rank in the top ten		INNs/Grouping Names	Share in total DLO volume, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	2	LENALIDOMIDE	10.0	4.6
2	6	INTERFERON BETA-1A	4.6	3.3
3	1	FACTOR VIII	3.8	6.1
4	9	FACTOR VIII*FACTOR VON WILLEBRAND	3.4	2.9
5	48	DARATUMUMAB	3.0	0.0
6	3	RITUXIMAB	2.8	4.3
7	44	MOROCTOCOG ALFA	2.6	0.1
8	19	EPTACOG ALFA (ACTIVATED)	2.3	1.5
9	41	GALSULFASE	2.2	0.2
10	7	ECULIZUMAB	2.2	3.1
Total			36.9	26.1

L04 Immunosuppressants (2.2-fold growth in purchases), B02 Antihemorrhagics (+ 46%) and L01 Antineoplastic agents (+ 75%) continued to be the leading ATC groups in the DLO market (Table 4). L03 Immunostimulants (2.1-fold growth) and A16 Other alimentary tract and metabolism products (+ 93%) improved their ranks by one point, coming in at numbers four and five. The newcomers of the top 10 rating, J05 Antivirals for systemic use (15-fold growth) and B01 Anticoagulants (4.8-fold growth) moved up to ranks seven and eight. At the same time, A10 Drugs used in diabetes (-16%) that reduce their sales and two groups with lagging rates R03 Drugs for the treatment of obstructive airways diseases (+ 48%) and B03 Anti-anaemic preparations (+ 59%) moved down to ranks five and two bottom ranks. The total share of the top 10 increased from 85.4% to 87.6%.

Table 4. The top ten ATC groups in DLO segment

Rank		ATC code	ATC group	Share in total DLO volume, %	
3 mon. 2020	3 mon. 2019			3 mon. 2020	3 mon. 2019
1	1	L04	IMMUNOSUPPRESSANTS	24.6	19.7
2	2	B02	ANTIHEMORRHAGICS	16.3	19.3
3	3	L01	ANTINEOPLASTIC AGENTS	15.5	15.3
4	5	L03	IMMUNOSTIMULANTS	9.4	7.7
5	6	A16	OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS	6.8	6.1
6	4	A10	DRUGS USED IN DIABETES	5.9	12.0
7	24	J05	ANTIVIRALS FOR SYSTEMIC USE	3.0	0.3
8	12	B01	ANTITHROMBOTIC AGENTS	2.4	0.9
9	8	R03	DRUGS FOR OBSTRUCTIVE AIRWAY DISEASES	2.0	2.3
10	9	B03	ANTIANEMIC PREPARATIONS	1.6	1.8
Total				87.6	85.4

Data on supplies to the top ten regions of Russia under State Reimbursement Program (DLO) are shown in Table 5. The Moscow market continued to demonstrate the largest volumes of purchases and the highest growth rates. At the same time, its share increased and reached 24.3% of all purchases under the program. Krasnodar Territory and Tatarstan moved up to ranks two and three, however, their market shares decreased due to lagging rates. It should, however, be noted that the positive growth rates were reported in the most leading regions, except for Moscow Region. In total, the top ten ATC groups accumulated 47.9% of the DLO market, whereas in the year-earlier period they accounted for 48,2%.

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

Rank		Region	Share in total DLO volume, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	Moscow	24.3	20.2
2	3	Krasnodar Krai	3.4	4.0
3	5	Tatarstan Republic	2.9	3.5
4	7	Sverdlovsk Region	2.9	2.7
5	6	North Caucasian FD, Rest	2.8	3.4
6	4	Saint Petersburg	2.7	3.6
7	9	Rostov Region	2.3	2.4
8	11	Tyumen Region	2.3	2.3
9	2	Moscow Region	2.2	4.6
10	17	Nizhny Novgorod Region	2.1	1.6
Total			47.9	48.2

Conclusion. In the first quarter of 2020, the DLO segment of Russia brought in RUB 51.013 bil. (USD 767.329 mil.) at contract prices, which is by 73% in terms of roubles and by 72% in terms of dollars more than in the same period 2019. In pack terms, the supplies under the program increased by 31% to 25.447 mil. packs. The average cost of FPP included in the DLO Programme increased as compared to the last year (USD 30.15 vs. USD 23.11).

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

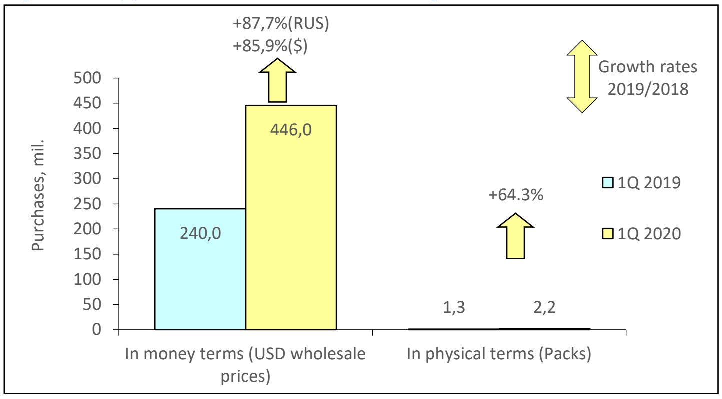
[3]Hereinafter, unless otherwise stated, growth gains are stated in the rouble equivalent or national currency.

HIGH-COST NOSOLOGIES (VZN) PROGRAM, 1 Q 2020

In 2020, three more INNs were included in the high-cost nosologies (VZN) drug list: Daratumumab for the treatment of chronic leukaemia, Alemtuzumab for the treatment of multiple sclerosis, Everolimus for the treatment after organ or tissue transplantation. In total, purchases of these drugs in the first quarter of 2020 accounted for 6% of the total value of the program (RUB 1.79 bil.).

In the first quarter of 2020, supplies under the VZN drug supply program in value terms increased by 86%, amounting to USD 446 bil., compared to the same period in 2019. (RUB 29.7 bil.). In terms of packs, VZN purchases increased by 64% (2.16 mil. packs).

Figure 1. Supplies trend under the VZN Program in 1 Q 2020 vs 4 Q 2019



The groups of drugs used in transplantation (+311%), and oncohematological drugs (+170%) showed the highest growth gains in purchases in terms of roubles as compared to the same period of the previous year. The orphan drugs group showed the smallest increase in the volume of purchases: drugs for the treatment of cystic fibrosis (-8.2%) and systemic-onset juvenile arthritis (+ 14.7%). The oncohematological drugs group became the leader of the top purchases rating in 1 Q, 2020, increasing its share in the structure of all purchases by almost 10%, drugs for the treatment of haemophilia and drugs for the treatment of multiple sclerosis moved up to ranks two and three, respectively.

Table 1. Supplies pattern under the VZN Program

Nosologies	INN	Share in total VZN supplies (RUB), %	
		1Q 2020	1Q 2019
Oncohematology		**27.3**	**18.9**
	LENALIDOMIDE	17.0	8.7
	DARATUMUMAB	4.6	0.0
	RITUXIMAB	4.4	7.5
	BORTEZOMIB	0.8	2.2
	FLUDARABINE	0.3	0.4
	IMATINIB	0.1	0.2
Haemophilia		**26.9**	**35.3**
	FACTOR VIII*FACTOR VON WILLEBRAND	6.8	6.1
	FACTOR VIII	6.6	11.4
	MOROCTOCOG ALFA	4.4	0.3
	EPTACOG ALFA (ACTIVATED)	3.9	2.8
	OCTOCOG ALFA	1.7	7.5
	FACTOR VIII INHIBITOR BYPASSING FRACTION	1.5	4.5
	FACTOR IX	1.4	2.5
	NONACOG ALFA	0.6	0.4
Sclerosis Multiplex		**22.7**	**19.8**
	INTERFERON BETA-1A	7.9	6.1
	TERIFLUNOMIDE	3.7	2.5
	PEGINTERFERON BETA-1A	3.7	0.0
	INTERFERON BETA-1B	2.8	5.8
	NATALIZUMAB	1.7	3.4
	GLATIRAMER ACETATE	1.5	2.0
	ALEMTUZUMAB	1.4	0.0
Mucopolysaccharidosis type I, II and VI		**9.0**	**7.7**
	GALSULFASE	3.8	0.1
	IDURSULFASE	3.1	4.7
	LARONIDASE	1.8	2.9
	IDURSULFASE BETA	0.2	0.0
Transplantation		**4.2**	**1.9**
	TACROLIMUS	3.5	1.2
	MYCOPHENOLIC ACID	0.5	0.4
	CICLOSPORIN	0.2	0.3
	EVEROLIMUS	0.0	0.0
	MYCOPHENOLATE MOFETIL	0.0	0.1
Systemic-onset juvenile arthritis		**3.7**	**6.0**
	CANAKINUMAB	2.8	3.3
	TOCILIZUMAB	0.8	2.6
	ETANERCEPT	0.0	0.1
	ADALIMUMAB	0.0	0.0
Hemolytic-uremic syndrome		**3.0**	**4.6**
	ECULIZUMAB	3.0	4.6
Gaucher disease		**1.6**	**2.7**
	IMIGLUCERASE	1.2	1.3
	VELAGLUCERASE ALFA	0.3	1.5
Mucoviscidosis		**1.3**	**2.7**
	DORNASE ALFA	1.3	2.7
Pituitary dwarfism		**0.4**	**0.4**
	SOMATROPIN	0.4	0.4

At the end of the first quarter of 2020, Celgene regained the leadership in supplies under the VZN program due to large purchases of Revlimid (Lenalidomide), which as before topped the brands rating, accounting for 17% of the total volume of purchases under the program (Tab. 2). Johnson & Johnson with the oncohematological drug Darzalex (Daratumumab), included in the VZN program only in 2020, but already ranked second in the top brands rating (4,6% of total purchases), and Plegridy (Peginterferon beta-1a) ranked seventh in the top ten brands ranking, moved up to rank three from ten in the rating (Table 3). The Russian company Generium (affiliated with Pharmstandard), which due to 3-fold increase in sales (compared to the first quarter of 2020) moved to rank two in the top ten manufacturers rating (16% of all supplies), made major gains (Tab. 3). Two drugs of this company, blood factors Octofactor (Moroctocog alfa) and Coagil VII (Eptacog alfa) broke into the top-10 brands rating, moving up to ranks three and six, respectively (Tab. 2). Purchases of Takeda's drugs decreased by 20%, which resulted in the loss of leadership in the top manufacturers rating (rank four), none of the company's drugs was included in the top 10 brands rating. Biocad's drugs were not included in the top brans rating either, the company moved down from rank four to five in the top manufacturers rating (Tab. 3).

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

Rank		Brand	Share in total VZN supplies, %	
1Q 2020	1Q 2019		1Q 2020	1Q 2019
1	1	REVLIMIDE	17.0	8.7
2		DARZALEX	4.6	
3	42	OCTOFACTOR	4.4	0.3
4	18	REBIF	4.0	2.5
5	53	NAGLAZIM	3.8	0.1
6	19	COAGIL-VII	3.7	2.3
7	56	PLEGRIDY	3.7	0.0
8	3	OCTANATE	3.6	6.1
9	13	SINNOVEX	3.5	2.9
10	29	ADVAGRAF	3.4	0.6
Total			51.8	51.3

In the first quarter of 2020, purchases of Octanat (Factor VIII) grew at a slower pace than those of other drugs (+ 10%), as a result the drug fell in the ranks of the top brands ranking (from rank three to eight) and displaced the manufacturer Octapharma from rank two to six in the top manufacturers rating. Due to Rebif (Interferon beta-1a), which purchases doubled compared to the same period of the last year, the newcomer Merck broke into the top ten manufacturers rating (rank eight) for the first time. Biomarin Ireland, the manufacturer of the drug to treat type VI mucopolysaccharidosis Naglazim (Galsulfase), which was ranked fifth in the top ten brands rating, moved up to rank nine in the top ten manufacturers rating. In total, the drugs of foreign manufacturers prevailed in the top brands ranking (Table 2). A total share of the top 10 manufacturers slightly increased, and a share of the top ten brands remain unchanged as compared to the same period of the previous year (Table 2 and 3).

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

Rank in the top ten		Manufacturer*	Share in total VZN supplies, %	
1Q 2020	1Q 2019		1Q 2020	1Q 2019
1	3	CELGENE	17.0	8.7
2	5	GENERIUM ZAO RF	16.0	7.0
3	10	**JOHNSON & JOHNSON**	10.0	3.6
4	1	**TAKEDA**	9.3	21.8
5	4	BIOCAD RF	8.3	8.2
6	2	OCTAPHARMA	6.4	10.6
7	7	**CSL BEHRING GMBH**	4.4	5.3
8	14	**MERCK**	4.0	2.5
9	29	**BIOMARIN IRELAND**	3.8	0.1
10	12	CINNAGEN CO	3.5	2.9
Total			82.7	79.7

*AIPM members are in bold

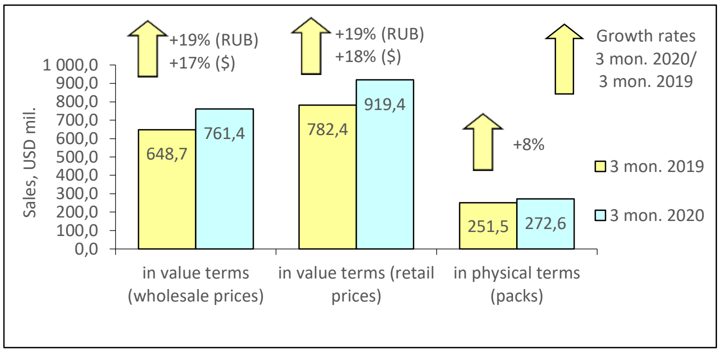
Conclusion. In the first quarter of 2020, the purchases under the VSN Program significantly increased as compared to the first quarter of 2019. This is partly because of the first purchases of drugs included to the VZN Program (3 INNs), however, purchases of most of the “traditional” drugs also increased. The share of domestic drugs slightly increased and a share of localized products (the final manufacturing stages) reduced from 21% to 27% and from 50% to 49% respectively. The share of imported drugs reduced from 29% to 24%.

CFD PHARMACY MARKET (WITHOUT MOSCOW): FIRST THREE MONTHS RESULTS 2020

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Central Federal District (CFD) (without Moscow) was 26.755 mil., which accounted for 18.2% of the total Russian Federation population. According to Federal State Statistics Service's data, the average wage in the CFD (with Moscow) based on the results for three months of 2020 was RUB 61991 (USD 935.43), which was 28% more than the average salary in Russia (RUB 48377).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of the first three months of 2020 the sales of drugs in physical terms in the CFD (without Moscow) saw a 8% increase to 272.591 mil. packs. In money terms, the market saw a 19% increase in terms of roubles and 17% in terms of dollars. At the same time, the volume of the market achieved RUB 50.907 bil. (USD 761.370 mil.) at wholesale prices (Fig. 1). The region market share accounted for 20.5% of the Russian pharmacy retail sales. The average cost of a pack increased as compared to the same period of 2019: USD 3.37 vs. USD 3.11 in retail prices. At the end of January-March 2020, an average amount spent by the region residents for FPPs in the pharmacies amounted to USD 34.36.

Figure 1. The CFD (without Moscow) pharmacy market for 3 months of 2019 – 3 months 2020



In the first quarter of 2020, the top ten manufacturers on the pharmacy market of the Central Federal District (CFD) (without Moscow) held their own in the ranking (Table 1). However, most of INNs of the top 10 INN and group names rating held their own in the rating. BAYER (+ 15%) and SANOFI (+ 16%) continued to remain the leaders of the top 10 rating. SERVIER (+ 18%), BERLIN-CHEMIE / MENARINI (+ 12%), GLAXOSMITHKLINE (+ 24%) and SANDOZ (+ 23%) held their previous rank five, as well as three bottom ranks. Two drug manufacturers rose in the ranks. OTCPHARM (+33%) moved up from rank six to three and KRKA (+21%) moved up from rank seven to six. At the same time, the less dynamic STADA (+13%) and TEVA (+6%), in contrast, moved down to ranks four and seven, respectively. The cumulative share of the top ten reduced by 0.3 p.p. and accounted for 35.0%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	**BAYER**	4.4	4.5
2	2	**SANOFI**	4.1	4.2
3	6	OTCPHARM	3.8	3.4
4	3	**STADA**	3.8	3.9
5	5	**SERVIER**	3.4	3.5
6	7	**KRKA**	3.4	3.4
7	4	**TEVA**	3.3	3.7
8	8	**BERLIN-CHEMIE/MENARINI**	3.0	3.2
9	9	**GLAXOSMITHKLINE**	2.9	2.8
10	10	**SANDOZ**	2.8	2.7
Total			35.0	35.3

*AIPM members are in bold

The top ten brands rating showed high stability: half of the top ten held their own in the ranking (Table 2). Among them is the leader of the top ten XARELTO (+ 22%), as well as MEXIDOL (+ 18%), CONCOR and NUROFEN (+ 16% each), as well as DETRALEX (+ 22%) placed at ranks four through seven, respectively. Four brands managed to rise in the ranks. INGAVIRIN (+36%) moved up one rank, coming in at number two. Three newcomers MIRAMISTIN (+60%), ARBIDOL (2.3-fold growth in sales) and THERAFLU (+30%) broke into the ranks of the top ten, coming in at numbers three, eight and nine, respectively. At the same time, they displaced CARDIOMAGNYL (+17%) down to rank ten. The total share of the top 10 brands increased from 6.8% to 7.5%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	XARELTO	1.1	1.1
2	3	INGAVIRIN	0.9	0.8
3	11	MIRAMISTIN	0.8	0.6
4	4	MEXIDOL	0.8	0.8
5	5	CONCOR	0.7	0.7
6	6	NUROFEN	0.7	0.7
7	7	DETRALEX	0.7	0.7
8	35	ARBIDOL	0.6	0.3
9	12	THERAFLU	0.6	0.6
10	9	CARDIOMAGNYL	0.6	0.6
Total			7.5	6.8

Only one newcomer broke into the ranks of the top ten INNs and group names rating: DICLOFENAC (+25%) moved up to rank ten from 11 (Table 3). Apart from them, another five INNs of the top ten rating managed to rise in the ranks. RIVAROXABAN and BISOPROLOL (+22% each), as well as DIOSMIN*HESPERIDIN (+20%) moved up one rank, to numbers two, three and six. NIMESULIDE (+22%) and IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+36%) succeeded in improving their positions by two ranks, coming in at numbers four and eight, respectively. At the same time, the former displaced INN ETHYLMETHYLHYDROXYPYRIDINE (+15%) down one rank, to number nine. IBUPROFEN (+ 0.1%), which showed virtually zero growth rates, moved down from rank two to seven. XYLOMETAZOLINE (+ 10%) and PANCREATIN (+ 16%) held their previous ranks one and five. The cumulative share of the top 10 under review changed little, if at all, and amounted to 10.4%

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	XYLOMETAZOLINE	1.7	1.8
2	3	RIVAROXABAN	1.1	1.1
3	4	BISOPROLOL	1.1	1.1
4	6	NIMESULIDE	1.0	1.0
5	5	PANCREATIN	1.0	1.0
6	7	DIOSMIN*HESPERIDIN	1.0	1.0
7	2	IBUPROFEN	1.0	1.1
8	10	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	0.8
9	8	ETHYLMETHYLHYDROXYPYRIDINE	0.8	0.9
10	11	DICLOFENAC	0.8	0.8
Total			10.4	10.5

C09 Agents acting on the rennin-angiotensin system (+30%) and M01 Anti-inflammatory and antirheumatic products (+19%) continued to show the largest sales on the regional market among the top ATC groups (Table 4). R05 Cough and cold preparations (+ 20%), N02 Analgesics (+ 21%) and G03 Sex hormones (+ 12%) also held their previous ranks seven through nine, respectively. Two shifts took place in the middle part of the top ten ranking. The more dynamic J05 Antivirals for systemic use (+ 34%) and B01 Anticoagulants (+ 26%) moved up one rank, to numbers three and five. At the same time, they displaced R01 Nasal preparations (+19%) и J01 Antibacterials for systemic use (+20%) one rank down. One more change also affected the last rank of the top ten rating, where its only newcomer N06 Psychoanaleptics (+ 11%) moved up. In total, the top ten ATC groups accumulated 39.1% of the regional market, whereas in the year-earlier period they accounted for 38.2%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019			3 mon. 2020	3 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.9	5.3
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.8	4.8
3	4	J05	ANTIVIRALS FOR SYSTEMIC USE	4.2	3.8
4	3	R01	NASAL PREPARATIONS	4.0	4.0
5	6	B01	ANTITHROMBOTIC AGENTS	3.9	3.7
6	5	J01	ANTIBACTERIALS FOR SYST USE	3.7	3.7
7	7	R05	COUGH AND COLD PREPARATIONS	3.5	3.4
8	8	N02	ANALGESICS	3.5	3.4
9	9	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.0	3.2
10	11	N06	PSYCHOANALEPTICS	2.6	2.8
Total				39.1	38.2

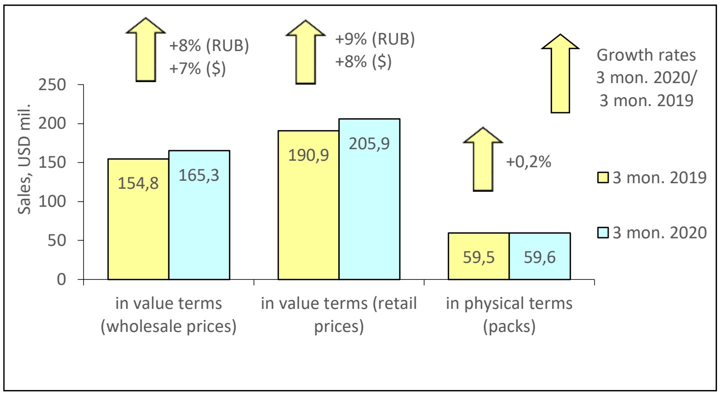
Conclusion. At the end of the first three months of 2020, the pharmacy market of the Central Federal District (without Moscow) brought in RUB 61.474 bil. (USD 919.402 mil.), which was 19% in terms of roubles and 18% in terms of dollars more than in the same period of 2019. In pack terms, the market extended by 8% and amounted to 272.591 mil. packs. The average cost of an FPP pack in the district pharmacies in 2019 was USD 3.37, which was more than the last year figures (USD 3.11), but less than average figures in the country (USD 3.57). The average medicine expenses of the region residents were higher than the national average expenses in Russia (USD 34.36 vs. USD 30.65).

NWFD (EXCLUS. OF SAINT PETERSBURG) PHARMACY MARKET: FIRST THREE MONTHS RESULTS 2020

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the North-Western Federal District (NWFD) (exclus. of St. Petersburg) was 8.583 mil., which accounted for 5.8% of the total Russian Federation population. According to Federal State Statistics Service's data, the average wage in the NWFD (with St. Petersburg) for the first three months of 2020 was RUB 54687 (USD 825.22), which was 13% higher than the average wage in Russia (RUB 48377).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in the Russian Federation™, at the end of the first quarter of 2020 the sales of FPPs in physical terms in pharmacies of NWFD (without St. Petersburg) saw a 0.2% increase to 59.590 mil. packs. In money terms, the market saw a 8% increase in terms of roubles and 7% in terms of dollars. At the same time, the volume of the market achieved RUB 11.020 bil (USD 165.313 mil.) at wholesale prices (Fig. 1). The share of the region accounted for 4.6% of the Russian retail pharmacy sales. The average cost of an FPP pack in the pharmacies increased as compared to a year earlier period (USD 3.21) and reached USD 3.46 at retail prices. In January-March 2020, an average amount spent by the region residents for FPPs in the pharmacies amounted to USD 23.99.

Figure 1. The NWFD (without St. Petersburg) pharmacy market for 3 months of 2019 – 3 months 2020



At the end of the first three months of 2020, the top manufacturers on the pharmacy market of the North-Western Federal District (NWFD) (excl. of St. Petersburg) held its own in the ranking (Table 1). BAYER (+ 10%) held and strengthened its rank number one, while the manufacturers GEDEON RICHTER (-0.7%), SANDOZ (-0.8%) and GLAXOSMITHKLINE (+ 1%) as before rounded out the top 10 rating. Some shifts took place in the lower part of the top ten manufacturers rating, as a result of which three manufacturers rose in the ranks. OTCPHARM (+16%) and SERVIER (+10%) moved up one rank to numbers two and four. KRKA (+ 22%), which showed the highest growth among the leaders, moved up from rank seven to five. At the same time, SANOFI (+0,2%) and TEVA (-4%) moved down one rank, and the manufacturer STADA (-11%) lost two ranks. The total share of the top ten INN and grouping names rating reduced by 1 p.p. and achieved 37%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	**BAYER**	4.6	4.5
2	3	OTCPHARM	4.5	4.2
3	2	**SANOFI**	4.0	4.3
4	5	**SERVIER**	4.0	3.9
5	7	**KRKA**	4.0	3.6
6	4	STADA	3.6	4.0
7	6	**TEVA**	3.3	3.8
8	8	GEDEON RICHTER	3.2	3.5
9	9	**SANDOZ**	3.1	3.3
10	10	**GLAXOSMITHKLINE**	2.7	2.9
Total			37.0	38.0

*AIPM members are in bold

Three newcomers broke into the ranks of the top ten brands (Table 2). ARBIDOL (+76), ELIQUIS (+53%) and MIRAMISTIN (+39%) moved up to ranks four, five and nine. The remaining brands of the top ten rating also changed their ranks, with the only exception - NUROFEN brand (+ 13%) as before held its previous rank two. XARELTO (+ 33%), INGAVIRIN (+ 15%) and LORISTA (+ 26%), which showed outstripping growth rates, moved up to the higher ranks one, three and seven. On top of that, they displaced CONCOR (+12%) and DETRALEX (+3%) down. The last year leader KAGOCEL (-29%) decreased its sales and lost five ranks. The total share of the top ten brands ranking increased by 0.7 p.p. and achieved 8.1%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	3	XARELTO	1.1	0.9
2	2	NUROFEN	1.0	0.9
3	4	INGAVIRIN	0.9	0.8
4	18	ARBIDOL	0.8	0.5
5	15	ELIQUIS	0.8	0.5
6	1	KAGOCEL	0.8	1.1
7	8	LORISTA	0.7	0.6
8	5	CONCOR	0.7	0.7
9	17	MIRAMISTIN	0.7	0.5
10	7	DETRALEX	0.7	0.7
Total			8.1	7.4

Despite the change of leader mentioned in the rating above, XYLOMETAZOLINE (+0.8%) and IBUPROFEN (-2%) held their previous top two ranks (Table 3). Five INNs of the top ten rating that showed a pronounced growth of rates rose in the ranks. BISOPROLOL (+19%), RIVAROXABAN (+33%) and NIMESULIDE (+25%) moved up to ranks three through five, respectively. The newcomers LOSARTAN (+26%) and ROSUVASTATIN (+30%) broke into the ranks of the top ten, moving up to numbers seven and ten. At the same time, they displaced the composition DIOSMIN * HESPERIDIN (+ 3%) and INN ATORVASTATIN (+ 11%) down one rank, while PANCREATIN (+ 7%) lost two ranks. In total, ten INNs and group names accounted for 10.7% against 10.2% 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, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	XYLOMETAZOLINE	1.5	1.6
2	2	IBUPROFEN	1.2	1.4
3	4	BISOPROLOL	1.2	1.1
4	7	RIVAROXABAN	1.1	0.9
5	9	NIMESULIDE	1.0	0.9
6	5	DIOSMIN*HESPERIDIN	1.0	1.0
7	11	LOSARTAN	1.0	0.8
8	6	PANCREATIN	0.9	0.9
9	8	ATORVASTATIN	0.9	0.9
10	14	ROSUVASTATIN	0.9	0.7
Total			10.7	10.2

Most of the drug groups of top-10 ATC groups rating retained their positions (Table 4). C09 Drugs acting on the renin-angiotensin system (+ 23%), M01 Anti-inflammatory and antirheumatic drugs and J05 Antivirals for systemic use (+ 11% each), R05 Cough and cold preparations (+ 2%), R01 Nasal preparations and G03 Sex hormones (+ 7% each) held their previous six ranks, and Vitamins A11 rounded out the top ten (-4%). The only shift took place in the bottom part of the ranking. Due to the outstripping growth rates, B01 Anticoagulants (+ 17%) moved up from rank nine to seven, displacing J01 Antibacterials for systemic use and N02 Analgesics (+ 2% each) one rank down. In total, the top ten ATC groups accumulated 40.6%, whereas the year– earlier period they accounted for 40.3%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019			3 mon. 2020	3 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	6.5	5.7
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.0	4.9
3	3	J05	ANTIVIRALS FOR SYSTEMIC USE	4.5	4.4
4	4	R05	COUGH AND COLD PREPARATIONS	3.8	4.0
5	5	R01	NASAL PREPARATIONS	3.8	3.8
6	6	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.7	3.7
7	9	B01	ANTITHROMBOTIC AGENTS	3.7	3.4
8	7	J01	ANTIBACTERIALS FOR SYST USE	3.5	3.7
9	8	N02	ANALGESICS	3.4	3.7
10	10	A11	VITAMINS	2.7	3.0
Total				40.6	40.3

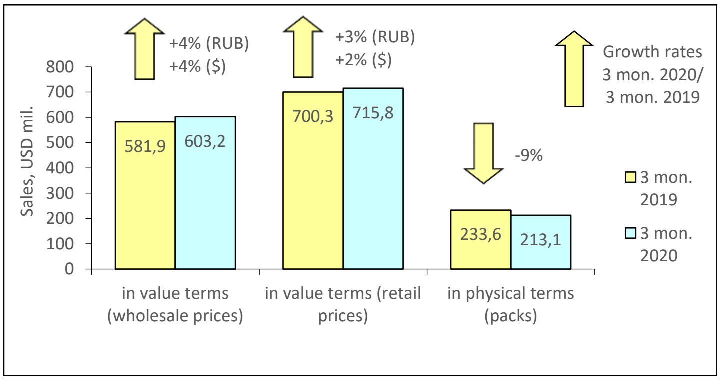
Conclusion. In January-March of 2019, the pharmacy market of the NWFD (without St Petersburg) brought in RUB 13.731 bil. (USD 205.937 mil.), which was 9% in terms of roubles and 8% in terms of dollars more than in the same period of 2019. In pack terms, the market extended by 0.2% and amounted to 59.590 mil. packs. According to the results for the first quarter of 2020, the average cost of an FPP pack in the regional pharmacies was USD 3.46, which was higher than the 2019 indicator (USE 3.21), but less than the average across the country (USD 3.57). The medicine expenses of the district residents were lower than the national average expenses in Russia (USD 23.99 vs USD 30.65)

VFD PHARMACY MARKET: FIRST THREE MONTHS RESULTS 2020

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Volga Federal District (VFD. 29.288 mil., which accounted for 20.0% of the total Russian Federation population. According to Federal State Statistics Service's data, in January-March 2020, the average salary in the VFD was RUB 34665 (USD 523.09), which was 28% more than the average salary in Russia (RUB 48377).

According to the results of the Retail Audit of OTC drugs in Russian Federation™, the pharmacy market of VFD in pack terms reduced by 9% to 213.088 mil. packs for the first three months of 2020, as compared to the last year (Fig. 1) In wholesale prices, the market expanded by 4% in both rouble and dollar terms, and its volumes amounted to 40.182 bil. roubles (USD 603.193 bil.). A region's share in the total pharmacy sales in Russia accounted for 15.9%. Based on the results for the first quarter of 2020, the average cost of FPP in the VFD pharmacies increased compared with the year-earlier period (USD 3.00) and was equal to USD 3.36. The average per capita expenses for purchase of drugs in the pharmacies were estimated at USD 24.44.

Figure 1. The VFD pharmacy market for 3 months of 2019 – 3 months 2020



Although the retail market of the Volga Federal District showed positive growth rates based on the results for the first three months of 2020, half of the representatives of the top 10 manufacturers continued to reduce sales volumes (Table 1). Among them is the former leader SANOFI (-7%), which moved down to rank three, due to negative growth rates. SANDOZ (-2%) also lost two ranks, moving down to rank nine from seven. STADA (-4%), TEVA (-3%) and KRKA (-1%), which also reduced their sales, held their previous ranks four through sixth, respectively. In addition to them, SERVIER (+ 2%) and BERLIN-CHEMIE/MENARINI (+ 3%) held their own in the rating. Three manufacturers OTCPHARM (+9%), BAYER (+5%) and ABBOTT (+13%) rose in the ranks, moving up to numbers one, two and seven, respectively. The total share of the top ten drug manufacturers decreased by over 1 p.p. and achieved 32.1%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	2	OTCPHARM	4.1	4.0
2	3	**BAYER**	3.7	3.7
3	1	**SANOFI**	3.6	4.0
4	4	STADA	3.3	3.6
5	5	**TEVA**	3.1	3.4
6	6	**KRKA**	3.1	3.3
7	9	**ABBOTT**	2.9	2.7
8	8	**SERVIER**	2.8	2.9
9	7	**SANDOZ**	2.8	3.0
10	10	**BERLIN-CHEMIE/MENARINI**	2.6	2.6
Total			32.1	33.2

*AIPM members are in bold

In contrast to the previous one, newcomers broke into the ranks of the top ten ranking (Table 2). There were two of them: ARBIDOL (+78%) and ERGOFERON (+23%) moved up to ranks seven and eight from 27 and 11. In addition to them, only two more brand names from the top ten rating showed growth in sales: INGAVIRIN (+63%) and XARELTO (+21%) moved up from ranks four and five to the top two ranks. At the same time, the former leaders of the top ten rating KAGOCEL (-10%) and ACTOVEGIN (-5%) moved down to ranks three and five, while MEXIDOL (+ 1%) moved down from rank three to four. PENTALGIN (+ 5%) and CONCOR (+ 7%) moved down to ranks nine and ten. Only one brand of the top ten, NUROFEN (+15%) held its previous rank six. The total share of the top 10 brands increased from 6.1% to 6.8%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	4	INGAVIRIN	1.1	0.7
2	5	XARELTO	0.7	0.6
3	1	KAGOCEL	0.7	0.8
4	3	MEXIDOL	0.7	0.7
5	2	ACTOVEGIN	0.7	0.7
6	6	NUROFEN	0.6	0.6
7	27	ARBIDOL	0.6	0.4
8	11	ERGOFERON	0.6	0.5
9	7	PENTALGIN	0.5	0.5
10	9	CONCOR	0.5	0.5
Total			6.8	6.1

XYLOMETAZOLINE (+3%) held its leadership position in the top 10 INN and group names ranking (Table. 3). MIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+63%) moved up to rank two from ten, displacing PANCREATIN (+6%), IBUPROFEN (+3%) and BISOPROLOL (+6%) one rank down. ETHYLMETHYLHYDROXYPYRIDINE (+0.4%), which showed virtually zero growth rates, moved down from rank five to seven. The composition DIOSMIN* HESPERIDIN (+7%) kept its previous rank six. The newcomers UMIFENOVIR (+64%), NIMESULIDE (+13%) and RIVAROXABAN (+21%) rounded out the top ten rating. In total, the top ten INNs and group names accounted for 9.3% of the regional market against 8.5% 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, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	XYLOMETAZOLINE	1.3	1.3
2	10	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.1	0.7
3	2	PANCREATIN	1.0	1.0
4	3	IBUPROFEN	1.0	1.0
5	4	BISOPROLOL	1.0	0.9
6	6	DIOSMIN*HESPERIDIN	0.9	0.9
7	5	ETHYLMETHYLHYDROXYPYRIDINE	0.8	0.9
8	27	UMIFENOVIR	0.8	0.5
9	11	NIMESULIDE	0.8	0.7
10	15	RIVAROXABAN	0.7	0.6
Total			9.3	8.5

The distribution of ranks between the ATC groups in the higher part of the top-ten ATC group rating remained the same: C09 Drugs acting on the renin-angiotensin system (+ 9%), M01 Anti-inflammatory and antirheumatic drugs (+ 5%), J05 Antivirals for systemic use (+ 30%) and J01 Antibacterials for systemic use (+ 8%) held their previous top four ranks in the rating (Table 4). B01 Anticoagulants and R01 Nasal preparations (+6% each) held their previous ranks seven and eight, respectively. At the same time, three of remaining four groups improved their positions by one rank: R05 Cough and cold preparations (+ 5%), N02 Analgesics (+ 4%) and the only newcomer of the top ten S01 Ophthalmologicals (+ 8%). And only G03 Sex hormones (+2%) moved one rank down, coming in at rank six. In total, the top ten ATC groups accumulated 38.4% of sales, whereas in the year– earlier period 36.9%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019			3 mon. 2020	3 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.3	5.1
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.9	4.9
3	3	J05	ANTIVIRALS FOR SYSTEMIC USE	4.9	3.9
4	4	J01	ANTIBACTERIALS FOR SYST USE	4.0	3.9
5	6	R05	COUGH AND COLD PREPARATIONS	3.5	3.5
6	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.4	3.5
7	7	B01	ANTITHROMBOTIC AGENTS	3.3	3.2
8	8	R01	NASAL PREPARATIONS	3.2	3.1
9	10	N02	ANALGESICS	3.0	3.0
10	11	S01	OPHTHALMOLOGICALS	2.8	2.8
Total				38.4	36.9

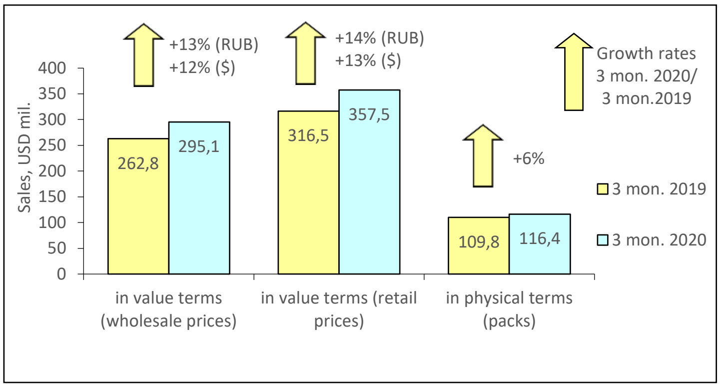
Conclusion. Based on the results for the first quarter of 2020, the pharmacy market in VFD was estimated at RUB 47.703 bil. (USD 715.806 bil.) at retail prices. At the same time, the market behaviour was positive both in rouble (+3%) and dollar (+2%) terms. In physical terms, the sales reduced by 9% and amounted to 213.088 mil. packs as compared to the same period in 2019. The average cost of OTC pack based on the results for January-March of 2020 was USD 3.36. which was higher compared to the same period a year ago (USD 2.94) but lower the national average across Russia (USD 3.57). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 24.44 vs. USD 30.65).

SoFD PHARMACY MARKET: FIRST THREE MONTHS RESULTS 2020

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Southern Federal District (SoFD) was 16.466 mil., which accounted for 11.2% of the total Russian Federation population. According to Federal State Statistics Service's data, in the first three months 2020 the average salary in the SoFD was RUB 34517 (USD 520.85), which was 29% more than the average salary in Russia (RUB 48377).

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at the end of the first quarter of 2020 the sales of drugs in physical terms in the Southern Federal District saw a 6% increase to 116.373 mil. packs. In money terms, the market showed positive growth rates (+13%) both in rouble terms, and in dollar terms (+12%), and reached RUB 19.682 bil. (USD 295.122 mil.) in wholesale prices (Fig. 1). The city market share accounted for 7.9% of the pharmacy sales in Russia. The average cost of an OTC pack increased as compared to a year earlier period (USD 2.88) and reached USD 3.07 at retail prices. In January-March 2020, the average amount spent by residents of the SoFD for drugs amounted to USD 21.71.

Figure 1. The SoFD pharmacy market for 3 months of 2019 – 3 months 2020



BAYER (+9%) held its leading position in the top 10 manufacturers rating in the market of the Southern Federal District based on the results for the first three months of 2020 (Table 1). The most dynamic among the leaders OTCPHARM (+25%) moved up to rank two from four, while STADA (-3%), which had held that rank earlier, moved down to rank four. SANOFI (+5%) kept its previous rank three. The manufacturers TEVA (+8%), SERVIER (+11%) and GLAXOSMITHKLINE (+9%) held their own in the rating, keeping their previous ranks five, seven and ten, respectively. ABBOTT, which showed a 20% growth in sales, moved up from rank nine to six, while the less dynamic SANDOZ (+6%) and BERLIN-CHEMIE/MENARINI (+4%) moved down to ranks eight and nine. In total, top ten manufacturers accumulated 32.5% of the market, whereas in the year-earlier period they accounted for 33.8%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	**BAYER**	4.3	4.4
2	4	OTCPHARM	3.7	3.3
3	3	**SANOFI**	3.6	3.8
4	2	STADA	3.3	3.9
5	5	**TEVA**	3.1	3.3
6	9	**ABBOTT**	3.1	2.9
7	7	**SERVIER**	3.0	3.1
8	6	**SANDOZ**	3.0	3.2
9	8	**BERLIN-CHEMIE/MENARINI**	2.8	3.0
10	10	**GLAXOSMITHKLINE**	2.6	2.8
Total			32.5	33.8

*AIPM members are in bold

Two newcomers ARBIDOL and ELIQUIS, which sales increased 2.2 and 2.3 times respectively, broke into the top ten brands rating on the regional market, respectively (Table 2). Apart from them, XARELTO (+37%) and MIRAMISTIN (+57%) also showed hight growth rates and rose in the ranks, moving up to ranks two and four. The market of INGAVIRIN brand (+ 49%) developed at a fast pace, which allowed it to maintain and strengthen its leadership in the top ten rating. THERAFLU (+5%) also held its previous rank six. At the same time, due to the lagging or downwards growth, the brands NUROFEN (+ 10%), ACTOVEGIN (-3%), KAGOCEL (-16%) and MEXIDOL (+ 5%) downgraded their ranks, dropping to numbers three, seven, and two bottom ranks, respectively. The total share of the top ten brands increased by almost 1 p.p. 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, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	INGAVIRIN	1.3	1.0
2	5	XARELTO	0.9	0.7
3	2	NUROFEN	0.8	0.8
4	8	MIRAMISTIN	0.8	0.6
5	26	ARBIDOL	0.7	0.4
6	6	THERAFLU	0.6	0.7
7	4	ACTOVEGIN	0.6	0.7
8	44	ELIQUIS	0.6	0.3
9	3	KAGOCEL	0.6	0.8
10	7	MEXIDOL	0.6	0.6
Total			7.4	6.5

XYLOMETAZOLINE held its rank number one in the top ten INN and group names ranking, despite lagging behind the growth rates and reduction in market share (Table 3). PANCREATIN and BISOPROLOL (+16% each) also held their own in the ranking. IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+ 49%), which showed high growth rates, moved up to rank two from five. Three newcomers, UMIFENOVIR (2.1-fold growth in purchases), RIVAROXABAN (+ 37%) and MIRAMISTIN (+ 56%) moved up to ranks seven, eight and ten, respectively. INN NIMESULIDE (+ 6%) and the composition DIOSMIN * HESPERIDIN (+ 16%) lost one rank each, while IBUPROFEN (+ 0.4%), which showed almost zero growth rates, moved down two ranks. The total share of the top ten accounted for 10.1% against 9.4% - in the same period of 2019.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	XYLOMETAZOLINE	1.6	1.8
2	5	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.3	1.0
3	3	PANCREATIN	1.1	1.1
4	2	IBUPROFEN	1.0	1.1
5	4	NIMESULIDE	0.9	1.0
6	6	BISOPROLOL	0.9	0.9
7	30	UMIFENOVIR	0.9	0.5
8	11	RIVAROXABAN	0.9	0.7
9	8	DIOSMIN*HESPERIDIN	0.8	0.8
10	16	MIRAMISTIN	0.8	0.6
Total			10.1	9.4

In contrast to the above ratings, the top ten ATC groups ranking changed its leader: J05 Antivirals for systemic use (+35%) moved up to rank number one from two, displacing M01 Anti-inflammatory and antirheumatic products (+9%) down (Table 4). C09 Drugs acting on the renin-angiotensin system (+24%), J01 Antibacterials for systemic use and R01 Nasal drugs (+ 12% each) held their previous ranks three through five, respectively. B01 Anticoagulants (+25%) moved up to rank six from ten. It displaced the groups R05 Cough and cold preparations (+7%), N02 Analgesics (+9%) and G03 Sex hormones (+ 11%) on rank down, to numbers seven through nine, respectively. L03 Immunostimulants (+18%) held its previous rank ten. The total share of the top ten ATC groups increased from 38.2% to 39.3%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019			3 mon. 2020	3 mon. 2019
1	2	J05	ANTIVIRALS FOR SYSTEMIC USE	5.4	4.5
2	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.8	5.0
3	3	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.6	4.2
4	4	J01	ANTIBACTERIALS FOR SYST USE	4.1	4.1
5	5	R01	NASAL PREPARATIONS	3.7	3.7
6	9	B01	ANTITHROMBOTIC AGENTS	3.6	3.2
7	6	R05	COUGH AND COLD PREPARATIONS	3.4	3.6
8	7	N02	ANALGESICS	3.3	3.4
9	8	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.3	3.4
10	10	L03	IMMUNOSTIMULANTS	3.1	3.0
Total				39.3	38.2

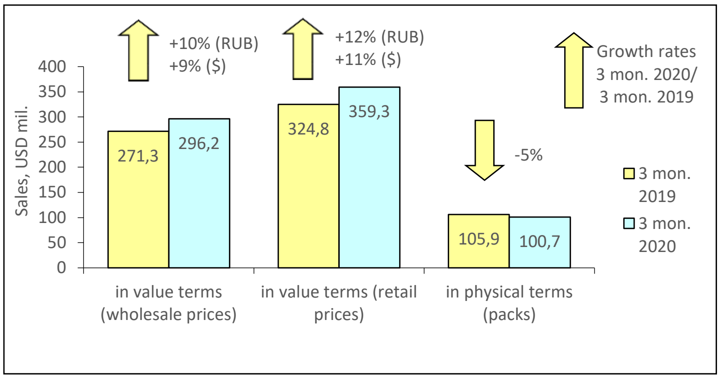
Conclusion. At the end of January-March of 2020, the retail pharmacy market of SoFD brought in RUB 23.844 bil. (USD 357.487 mil.) at retail prices. The sales increased 14% in terms of roubles and 13% in terms of dollars. In pack terms, the market extended by 6% and amounted to 116.373 mil. packs. The average cost of an FPP pack in the district pharmacies was USD 3.07, which was higher than the previous year figures (USD 2.88), but lower than national average (USD 3.57). At the end of the first quarter 2020, the average expenses of the SoFD residents for medications in the pharmacies were also lower than the national average (USD 21.71 vs. USD 30.65).

UFD PHARMACY MARKET: FIRST THREE MONTHS RESULTS 2020

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Ural Federal District (UFD) was 12.361 mil., which accounted for 8.4% of the total Russian Federation population. According to Federal State Statistics Service's data, in the first quarter of 2020 the average salary in the UFD was RUB 51241 (USD 773.22), which was 6% higher than the average wage in Russia (RUB 48377).

According to the results of the Retail Audit of Over-the-Counter Drugs (OTC) in Russian Federation™, the sales of OTC drugs in physical terms in pharmacies of Ural FD saw a 5% decrease to 100.726 mil. Packs at the end of three months of 2020. In money terms, the market showed positive growth rates (+10%) both in rouble terms, and in dollar terms (+9%), and reached RUB 19.753 bil. (USD 296.219 mil.) in wholesale prices (Fig. 1). The regional retail sales share accounted for 8% of all pharmacy sales in Russia. The average retail cost of an FPP pack was USD 3.57 in January-March 2020 against USD 3.07 in the year-earlier period. In the analysed period, the average amount spent by residents of the UFD for drugs amounted to USD 29.07.

Figure 1. The UFD pharmacy market for 3 months of 2019 – 3 months 2020



Half of the top ten manufacturers held its own in the rating in the retail market of the Ural Federal District based on the results for the first three months of 2020 (Table 1). At the same time, OTCPHARM (+15%) held its previous rank two, and STADA (-1%), TEVA (+2%) and SANDOZ (+7%) held their previous ranks four through six and SERVIER (+15%) held its previous rank eight. The markets of BAYER (+16%) and ABBOTT (+18%) developed at a faster pace, which allowed them to move up to ranks one and seven, respectively. The less dynamic KRKA (+4%) also moved one rank up to number nine. This has been made possible only due to a 5% decrease in GEDEON RICHTER's sales, which led to a drop of its ranking position - the company moved down to rank ten. Last year's leader SANOFI (-2%), which showed negative growth rates, also moved three ranks down. The total share of the top 10 drug manufacturers reduced from 34.2% to 33.1%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	3	**BAYER**	4.2	4.0
2	2	OTCPHARM	4.2	4.0
3	1	**SANOFI**	3.8	4.2
4	4	STADA	3.6	4.0
5	5	**TEVA**	3.2	3.5
6	6	**SANDOZ**	3.0	3.1
7	9	**ABBOTT**	3.0	2.8
8	8	**SERVIER**	2.9	2.8
9	10	**KRKA**	2.6	2.8
10	7	GEDEON RICHTER	2.6	3.0
Total			33.1	34.2

*AIPM members are in bold

The top 10 brands rating did not change its leader - INGAVIRIN held and strengthened its rank number one due to a 45% increase in sales (Tab. 2). Note that most INNs of the top ten rating showed high positive growth rates. XARELTO (+40%) and ARBIDOL (+77%) moved up to ranks two and three, displacing NUROFEN (+12%) from rank two to four, despite its outstripping but lower growth rates. The newcomers ERGOFERON (+53%), MIRAMISTIN (+48%) and HEPTRAL (+39%) broke into the ranks of the top ten, moving up to numbers six, seven and nine. The market of DETRALEX (+21%), which held its rank five, also developed at a fast pace. KAGOCEL (-12%) that reduced its sales and ACTOVEGIN (+9%) that showed rather low sales rates moved down to ranks eight and ten, respectively. The cumulative share of the top-ten increased by 1 p.p. and achieved 6.8%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	INGAVIRIN	1.2	0.9
2	4	XARELTO	0.8	0.6
3	9	ARBIDOL	0.8	0.5
4	2	NUROFEN	0.7	0.7
5	5	DETRALEX	0.6	0.6
6	15	ERGOFERON	0.6	0.4
7	17	MIRAMISTIN	0.6	0.4
8	3	KAGOCEL	0.5	0.7
9	16	HEPTRAL	0.5	0.4
10	8	ACTOVEGIN	0.5	0.5
Total			6.8	5.7

Four INNs of the top-ten INN and group names moved up to the higher ranks (Table 3). IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+45%) and PANCREATIN (+21%) moved up to ranks two and three, and the newcomers UMIFENOVIR (+68%) and RIVAROXABAN (+40%) broke into the top ten rating, coming in at numbers six and ten. At the same time, INN IBUPROFEN (+ 4%) and the composition DIOSMIN * HESPERIDIN (+ 7%) moved one rank down, while INN ROSUVASTATIN (+ 8%) lost two ranks. XYLOMETAZOLINE (+ 6%) continued to remain the leader of the top ten rating, BISOPROLOL (+ 15%) and NIMESULIDE (+ 25%) held their previous ranks seven and nine. The cumulative share of the top10 increased from 8.8% to 9.6%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	XYLOMETAZOLINE	1.4	1.4
2	5	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.2	0.9
3	4	PANCREATIN	1.1	1.0
4	2	IBUPROFEN	1.0	1.1
5	3	DIOSMIN*HESPERIDIN	1.0	1.0
6	19	UMIFENOVIR	0.9	0.6
7	7	BISOPROLOL	0.8	0.7
8	6	ROSUVASTATIN	0.8	0.8
9	9	NIMESULIDE	0.8	0.7
10	17	RIVAROXABAN	0.8	0.6
Total			9.6	8.8

The most dynamic among leaders group J05 Antivirals for systemic use (+ 30%) moved up to rank one in the top ten ATC groups rating from rank one to three, while M01 Anti-inflammatory and antirheumatic drugs (+ 14%), on the contrary, moved down to rank three (Table 4). The same shifts took place in the lower part of the top ten. R01 Nasal preparations (+ 15%) moved up to rank five from seven, while the group R05 Cough and cold preparations (+ 1%) moved down to rank five. C09 Agents acting on the renin-angiotensin system (+17%) held its previous rank two in the top ten rating. In addition, another four ATC groups held their own in the rating: G03 Sex hormones and J01 Antibacterials for systemic use (+6% each), as well as N02 Analgesics (+21%) and B01 Anticoagulants (+20%). Its only newcomer C05 Vasoprotectives (+9%) rounded out the top 10 ranking. In total, the top ten ATC groups accumulated 38.3% of the regional market, whereas in the year-earlier period they accounted for 37,4%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019			3 mon. 2020	3 mon. 2019
1	3	J05	ANTIVIRALS FOR SYSTEMIC USE	5.2	4.4
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.9	4.6
3	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.8	4.7
4	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.8	4.0
5	7	R01	NASAL PREPARATIONS	3.6	3.5
6	6	J01	ANTIBACTERIALS FOR SYST USE	3.5	3.7
7	5	R05	COUGH AND COLD PREPARATIONS	3.5	3.8
8	8	N02	ANALGESICS	3.2	3.3
9	9	B01	ANTITHROMBOTIC AGENTS	3.2	2.9
10	13	C05	VASOPROTECTIVES	2.6	2.6
Total				38.3	37.4

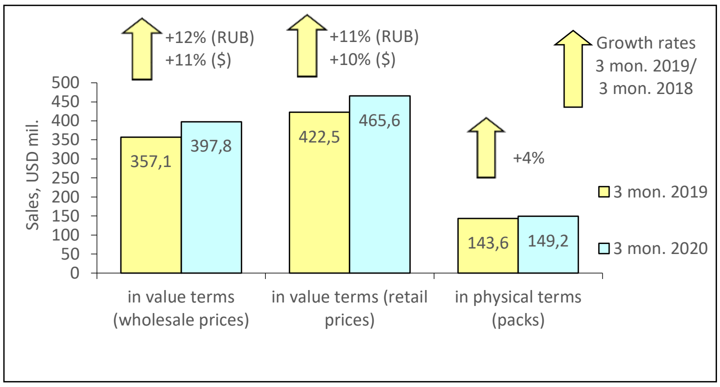
Conclusion. In January-March 2020, the pharmacy market of the Ural Federal District brought in RUB 23.969 bil. (USD 359.284 mil.) at retail prices. The regional sales increased both in rouble terms (+12%) and in dollar terms (+11%). In natural terms, the market showed negative growth rates (-5%) and amounted to 100.726 mil. packs. Based on the results for the first quarter of 2020, the average cost of an FPP pack in the regional pharmacies was USD 3.57 which was higher than the last year figures (USD 3.07) and equalled to the national average (USD 3.57). The average expenses of the UFD residents for medications in the pharmacies were lower than the national average (USD 29.07 vs. USD 30.65).

SiFD PHARMACY MARKET: FIRST THREE MONTHS RESULTS 2020

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Siberian Federal District (SiFD. 17.118 mil., which accounted for 11.7% of the total Russian Federation population. According to Federal State Statistics Service's data, in the first three months of 2020 the average salary in the Siberian FD was RUB 41060 (USD 619.59), which was 15% lower than the national average wage in Russia (RUB 48377).

According to the results of the Retail Audit of FPP drugs in Russian Federation™, in January - March of 2020 the SiFD pharmacy market volume in physical terms increased by 4% to 149.245 mil. packs (Fig. 1) In wholesale prices, the market also showed the positive performance both in terms of roubles (+12%) and in terms of dollars (+11%) and reached 26.470 bil. roubles (USD 397.843 mil.), The district's share accounted for 10.3% of the total pharmacy sales in the Russian pharmacy market pattern. Based on the results for three months of 2020, the average cost of a FPP pack in the SiFD pharmacies was USD 3.12, whereas in the year-earlier period its cost was USD 2.94. In this period, per capita expenses of the SFD residents for purchase of medicines in pharmacies amounted to USD 27.20.

Figure 1. The SiFD pharmacy market for 3 months of 2019 – 3 months 2020



Based on the results for the first quarter of 2020, BAYER (+ 11%) remained the leader of the top 10 manufacturers in the pharmacy market of the Siberian Federal District (Table 1). Due to low growth rates, SANOFI (+ 1%), which ranked second, moved down to rank four, giving way to STADA (+ 8%) and OTCPHARM (+ 12%). TEVA (+ 2%), SERVIER (+ 8%) and ABBOTT (+ 15%) continued to hold their previous ranks five, six and nine. KRKA (+ 13%) moved up to rank seven from eight, displacing SANDOZ (+ 6%) down one rank. The newcomer GLAXOSMITHKLINE (+19%) broke into the top ten ranking, moving up to rank ten. The total share of the top 10 drug manufacturers reduced by almost 1 p.p. and accounted for 33.4%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	**BAYER**	4.2	4.2
2	3	STADA	3.9	4.0
3	4	OTCPHARM	3.8	3.8
4	2	**SANOFI**	3.7	4.1
5	5	**TEVA**	3.3	3.6
6	6	**SERVIER**	3.2	3.3
7	8	**KRKA**	3.1	3.0
8	7	**SANDOZ**	3.0	3.2
9	9	**ABBOTT**	2.7	2.6
10	12	**GLAXOSMITHKLINE**	2.7	2.5
Total			33.4	34.4

*AIPM members are in bold

Two newcomers ARBIDOL (+69%) and CONCOR (+18%) broke into the top ten rating, moving up to ranks six and ten (Table 2). The markets of the other six brands developed at a fast pace, whereas five of them rose in the ranks. INGAVIRIN (+ 48%), THERAFLU (+ 25%) and XARELTO (+ 27%) moved up to ranks one through three respectively, displacing NUROFEN (+ 18%) from rank three to four despite the outperforming growth rates of the latter. LORISTA (+22%) moved up to rank five from seven, DETRALEX (+16%) moved up to rank seven from nine. CARDIOMAGNYL (+ 8%) that showed low growth rates and KAGOCEL (-18%) that reduced sales, on the contrary, moved down to the bottom part of the top ten rating, coming in at numbers eight and nine. In total, the top ten manufacturers accumulated 6.8% of sales vs 6.3% in the year-earlier period.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	2	INGAVIRIN	0.9	0.7
2	5	THERAFLU	0.7	0.6
3	8	XARELTO	0.7	0.6
4	3	NUROFEN	0.7	0.7
5	6	LORISTA	0.7	0.6
6	20	ARBIDOL	0.6	0.4
7	9	DETRALEX	0.6	0.6
8	7	CARDIOMAGNYL	0.6	0.6
9	1	KAGOCEL	0.6	0.8
10	11	CONCOR	0.6	0.6
Total			6.8	6.3

Most of the top ten INNs and grouping names rating showed outstripping growth rates (Table 3). At the same time, its leader XYLOMETAZOLINE (+ 16%) held its previous rank one and NIMESULIDE (+ 23%) held its previous rank seven. Five drug manufacturers from the top 10 rating rose in the ranks. BISOPROLOL (+ 22%) moved one rank up to number two, the more dynamic LOSARTAN (+ 26%) moved up from rank eight to six. The newcomers IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+ 48%), UMIFENOVIR (+ 73%) and DICLOFENAC (+ 27%) moved up to ranks four and two bottom ranks, respectively. At the same time, the former displaced the composition DIOSMIN * HESPERIDIN (+ 16%) one rank down despite the outperforming growth rates. The less dynamic IBUPROFEN (+4%) and PANCREATIN (+9%) also fell in the ranks. The cumulative share of the top-ten increased by 0.8 p.p. and achieved 9.5%

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	XYLOMETAZOLINE	1.6	1.6
2	3	BISOPROLOL	1.1	1.0
3	2	IBUPROFEN	1.0	1.1
4	12	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	0.7
5	4	DIOSMIN*HESPERIDIN	0.9	0.8
6	8	LOSARTAN	0.8	0.8
7	7	NIMESULIDE	0.8	0.8
8	5	PANCREATIN	0.8	0.8
9	34	UMIFENOVIR	0.8	0.5
10	16	DICLOFENAC	0.7	0.7
Total			9.5	8.7

C09 Agents acting on the rennin-angiotensin system (+21%) and M01 Anti-inflammatory and antirheumatic products (+15%) continued to remain the best-selling groups on the regional market (Table 4). The group B01 Anticoagulants (+ 17%) that still holds rank nine also managed to hold their own in the ranking. J05 Antivirals for systemic use (+25%), R01 Nasal preparations (+20%) and L03 Immunostimulants (+15%) moved up two ranks, coming in at numbers three, four, six and ten, respectively. Note that the latter has become the only newcomer of the top 10 rating. At the same time, G03 Sex hormones (+ 2%), R05 Cough and cold preparations and J01 Antibacterials for systemic use (+ 6% each), on the contrary, moved down to ranks five, seven and eight, respectively. In total, the top ten ATC - groups accumulated 38.8%, whereas the year-earlier period they accounted for 38.1%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019			3 mon. 2020	3 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.3	4.9
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.8	4.7
3	5	J05	ANTIVIRALS FOR SYSTEMIC USE	4.3	3.9
4	6	N02	ANALGESICS	3.8	3.7
5	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.8	4.1
6	8	R01	NASAL PREPARATIONS	3.8	3.5
7	4	R05	COUGH AND COLD PREPARATIONS	3.6	3.9
8	7	J01	ANTIBACTERIALS FOR SYST USE	3.5	3.7
9	9	B01	ANTITHROMBOTIC AGENTS	3.2	3.0
10	12	L03	IMMUNOSTIMULANTS	2.7	2.6
Total				38.8	38.1

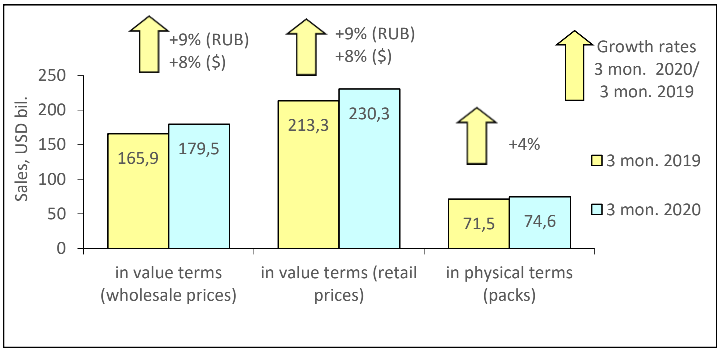
Conclusion. At the end of the first three months of 2020, the pharmacy market in the Siberian Federal District was estimated at RUB 30.983 bil. (USD 465.608 mil.) in final consumer prices. At the same time, the market behaviour was positive both in rouble (+11%) and dollar (+10%) terms. In natural terms, the sales increased by 4% and amounted to 149.245 mil. packs. The average cost of an FPP pack increased as compared to a year earlier (USD 3.12 vs. USD 2.94) but continued to be lower than the national FPP price average in Russia (USD 3.57). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 27.20 vs. USD 30.65).

FEFD PHARMACY MARKET: FIRST THREE MONTHS RESULTS 2020

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Far Eastern Federal District (FEFD. 8.169 mil., which accounted for 5.6% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for the first quarter of 2016 the average wage in the FEFD was RUB 56250 (USD 848.80), which was 16% higher than the average wage in Russia (RUB 48377).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, sales of FPP drugs in physical terms in the pharmacies of FEFD saw a 4% increase to 74.561 mil. packs at the end of the first three months of 2020. In money terms, the market saw a 9% increase in terms of roubles and 8% in terms of dollars. At the same time, the volume of the market achieved RUB 11.929 bil (USD 179.487 mil.) at wholesale prices (Fig. 1). The district's share reached 5.1% of the all-Russia sales in retail prices. The average cost of a pack increased as compared to a year earlier period (USD 2.98) and reached USD 3.09. At the end of January-March 2020, an average amount spent by the FEFD region residents for the drugs in the pharmacies amounted to USD 28.19.

Figure 1. The FEFD pharmacy market for 3 months of 2019 – 3 months 2020



BAYER (+ 15%) held and strengthened leading positions in the top ten manufacturers rating in the retail market of the Far Eastern Federal District in the first quarter of 2020 (Tab. 1). The most dynamic among the leaders Russian OTCPHARM (+ 22%) was ranked second, displacing STADA (+ 4%) down one rank. Due to outstripping growth rates, KRKA (+ 12%) and GLAXOSMITHKLINE (+ 9%) also rose in the ranks, moving up to ranks four and eight, respectively. Less dynamic SANDOZ (+ 3%) and SANOFI (+ 4%), as well as GEDEON RICHTER (-3%), which reduced sales, downgraded their ranks to rank three, seven and ten. The manufacturers TEVA (+6%) и SERVIER (+4%) held their previous ranks six and nine respectively. The aggregate share of the top-10 reduced from 34.8% to 34.4%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	**BAYER**	4.3	4.1
2	4	OTCPHARM	3.9	3.5
3	2	STADA	3.9	4.0
4	8	**KRKA**	3.4	3.3
5	3	**SANDOZ**	3.3	3.5
6	6	**TEVA**	3.3	3.4
7	5	**SANOFI**	3.3	3.4
8	10	**GLAXOSMITHKLINE**	3.1	3.1
9	9	**SERVIER**	3.1	3.2
10	7	GEDEON RICHTER	2.9	3.3
Total			34.4	34.8

*AIPM members are in bold

Only CONCOR (+16%) rounding out the top ten brands rating held its previous rank ten (Table 2). There were some reshuffles in the upper part of it, including the change of the leader. KAGOCEL, which had topped the top ten rating earlier, reduced sales by 41% and moved down to rank six, which allowed the brands INGAVIRIN (+ 35%), NUROFEN (+ 17%) and THERAFLU (+ 18%) to move one rank up, coming in at numbers one, two and three. The other three brands moved up to the higher positions. The newcomers ARBIDOL (+68%) and CYCLOFERON (+18%) moved up to ranks four and nine, and the brand XARELTO (+31%) moved up to rank five from 9. MIRAMISTIN and LORISTA, which showed an 8% growth in sales, lost one rating point each, moving down to ranks seven and eight, respectively. The aggregate share of the top-10 expended from 8% to 8.3%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	2	INGAVIRIN	1.5	1.2
2	3	NUROFEN	0.9	0.9
3	4	THERAFLU	0.9	0.9
4	15	ARBIDOL	0.8	0.5
5	9	XARELTO	0.7	0.6
6	1	KAGOCEL	0.7	1.3
7	6	MIRAMISTIN	0.7	0.7
8	7	LORISTA	0.7	0.7
9	11	CYCLOFERON	0.6	0.6
10	10	CONCOR	0.6	0.6
Total			8.3	8.0

Despite the change of leader in the prior rating, XYLOMETAZOLINE (+10%) held its previous rank number one in the top ten INN and group names rating (Table 3). The other brands of the top 10 shifted their ranks; moreover, six of them improved them. IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+35%) moved up to rank two from four, BISOPROLOL (+23%) from rank seven to four, and NIMESULIDE (+22%) from rank eight to seven. The newcomers UMIFENOVIR (+73%), DIOSMIN*HESPERIDIN (+16%) and DICLOFENAC (+26%) moved up to ranks five and two bottom ranks. At the same time, IBUPROFEN (+5%), PANCREATIN (+9%) and AMOXICILLIN*CLAVULANIC ACID (-2%) moved down to the lower ranks three, six and eight, respectively. The total share of the top 10 expanded by almost 1 p.p. and accounted for 10.8%

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019		3 mon. 2020	3 mon. 2019
1	1	XYLOMETAZOLINE	1.9	1.9
2	4	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.5	1.2
3	2	IBUPROFEN	1.3	1.4
4	7	BISOPROLOL	1.0	0.9
5	23	UMIFENOVIR	0.9	0.6
6	5	PANCREATIN	0.9	0.9
7	8	NIMESULIDE	0.9	0.8
8	6	AMOXICILLIN*CLAVULANIC ACID	0.8	0.9
9	11	DIOSMIN*HESPERIDIN	0.8	0.7
10	14	DICLOFENAC	0.8	0.7
Total			10.8	9.9

Overwhelming majority of the top 10 ATC groups held their own in the rating (Table 4). Among them was the group J05 Antivirals for systemic use (+11%), which kept leadership in the top ten rating. The groups R01 Nasal preparations (+ 9%) and J01 Antibacterials for systemic use (+ 2%), R05 Cough and cold preparations, which showed zero growth rates, as well as N02 Analgesics (+ 9%), G03 Sex hormones (+ 7%), L03 Immunostimulants (+ 6%) and B01 Anticoagulants (+ 8%) held their previous ranks from four to nine respectively. The only shift took place in the upper part of the rating. Due to the highest among the leaders growth rates, C09 Agents acting on the renin-angiotensin system (+22%) m oved up to rank two from three, displacing M01 Anti-inflammatory and antirheumatic products (+13%) one rank down. The total share of the analysed top 10 ranking remained unchanged and accounted for 40.3%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2020	3 mon. 2019			3 mon. 2020	3 mon. 2019
1	1	J05	ANTIVIRALS FOR SYSTEMIC USE	5.5	5.3
2	3	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.9	4.4
3	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.7	4.6
4	4	R01	NASAL PREPARATIONS	4.3	4.3
5	5	J01	ANTIBACTERIALS FOR SYST USE	3.9	4.2
6	6	R05	COUGH AND COLD PREPARATIONS	3.8	4.2
7	7	N02	ANALGESICS	3.7	3.7
8	8	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.5	3.5
9	9	L03	IMMUNOSTIMULANTS	3.2	3.3
10	10	B01	ANTITHROMBOTIC AGENTS	2.9	2.8
Total				40.3	40.2

Conclusion. On the basis of the results for the first three months of 2020, the retail market of the Far Eastern Federal District brought in RUB 15.308 bil. (USD 230.309 mil.), which was 9% in terms of roubles and 8% in terms of dollars more than in the same period of 2019. In physical terms, the market also showed positive growth rates (+4%) and achieved 74.561 mil. packs. The average cost of an FPP pack in the FEFD district pharmacies in January-March 2020 was USD 3.09, (in a year-earlier period - USD 2.98), which was lower than the national average (USD 3.57). The average medicine expenses of the district residents were also lower than the national average expenses in Russia (28.19 USD vs. 30.65 USD).