Ассоциация
Международных
Фармацевтических
Производителей

**JOINT PUBLICATION**
of the Association of International Pharmaceutical Manufacturers and **Remedium Group**

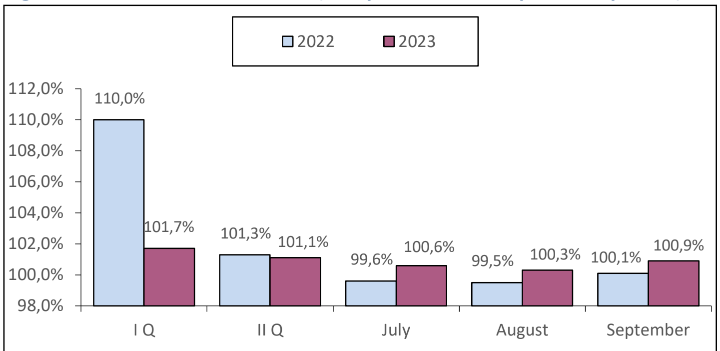
## MACROECONOMIC INDICES

### Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.9% in September 2023 compared to the previous month, and 104.6% against December 2022.

In September 2023, the Producer Price Index for industrial production was 104.7% as compared to the previous month, in the month-earlier period it had amounted to 104.4%. The index accounted for 120.7% as against December 2022.

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




Source: Rosstat

### Living standard

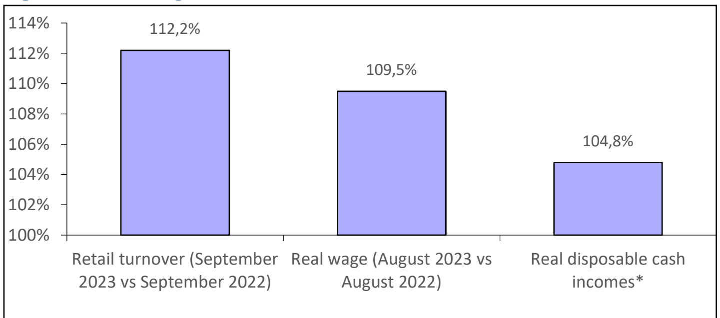
In August 2023, a gross monthly average wage of corporate employees reached RUB 69439 (USD 728.94). It accounted for 115.1% as compared to August 2022, and 97.1% compared to the previous period. In August 2023, the real gross wage accounted for 109.5% as compared to August 2021, and 96.8% against the prior period.

According to estimates[1], real disposable cash incomes accounted for 104.8% in January-September of 2023 relative to January-September of 2022 (Fig. 2).

### Retail turnover

In September of 2023, the retail turnover was equal to RUB 4124.2 bil. or 112.2% (in comparable prices) against the respective period of the previous year, and RUB 34031.2 bil. or 104.7% in January - September of 2023 (Fig. 2).

**Figure 2. Real wage and retail turnover**




Source: Rosstat

* January-September 2023 vs. January-September 2022.

### Industrial Production

According to Federal State Statistics Service's data, in September 2023 Industrial Production Index accounted for 105.6% compared to the same period of the previous year, and 103.3% in January-September 2023.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in September 2023 accounted for 112.8% compared to the relevant period of 2022 and 96.7% in January-September 2023. The volume of shipped drugs reached RUB 109.9 bil.

### 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 September 2023.

**Table 1. The Top 10 Russian chemical and pharmaceutical manufacturers by sales, September 2023**

| Rank | Manufacturer | RUB mil. |
|---|---|---|
| 1 | Otcpharm | 3887.8 |
| 2 | Stada | 3683.8 |
| 3 | Biocad | 3553.3 |
| 4 | Binnopharm Group | 3487.7 |
| 5 | Pharmstandard | 2670.4 |
| 6 | Valenta | 2579.3 |
| 7 | Grotex | 2255.1 |
| 8 | Servier | 2199.2 |
| 9 | Vertex | 1749.2 |
| 10 | Microgen | 1723.8 |

Source: IQVIA

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In August 2023 compared to July, all regions showed a growth in sales (in terms of roubles). The highest growth was observed in Krasnodar Krai (+32%), the lowest one in Tatarstan and Perm (+10% each).

**Table 2. Pharmacy sales in the regions, 2023**

| Region | Pharmacy sales, $ mil. (wholesale prices) | | | Growth gain, % (roubles) | | |
|---|---|---|---|---|---|---|
| | June 2023 | July 2023 | August 2023 | June/ May 23 | June/ July 23 | August/July 23 |
| Moscow | 162.5 | 119.8 | 137.0 | 4% | -20% | 20% |
| St. Petersburg | 79.5 | 56.1 | 64.3 | 8% | -23% | 21% |
| Krasnodar Krai | 52.8 | 50.8 | 63.7 | -8% | 5% | 32% |
| Krasnoyarsk Krai | 24.7 | 21.3 | 23.3 | -4% | -6% | 15% |
| Tatarstan | 26.3 | 22.8 | 23.8 | 1% | -6% | 10% |
| Rostov Region | 30.9 | 27.3 | 32.8 | -4% | -4% | 26% |
| Novosibirsk Region | 27.5 | 21.4 | 23.6 | 7% | -15% | 16% |
| Voronezh Region | 20.7 | 17.3 | 18.8 | 1% | -9% | 14% |
| Perm | 7.2 | 5.7 | 6.0 | -4% | -13% | 10% |
| Tyumen | 9.2 | 7.6 | 8.4 | -1% | -10% | 15% |

### 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. The Top 5 advertisers in mass media in September 2023**

| Rank | Company* | Amount of broadcasts |
|---|---|---|
| 1 | Materia Medica | 10,918 |
| 2 | Nizhpharm | 7,076 |
| 3 | Evalar | 6,036 |
| 4 | Yandex | 5,849 |
| 5 | Otcpharm | 5,785 |

Source - Remedium according to Mediascope's data

**Table 4. The Top 5 brand names in mass media in September, 2023**

| Rank | Brand* | Amount of broadcasts |
|---|---|---|
| 1 | Evalar | 6,233 |
| 2 | Renewal | 4,351 |
| 3 | Rafamin | 3,632 |
| 4 | Trekrezan | 2,765 |
| 5 | Cycloferon | 2,466 |

Source - Remedium according to Mediascope's data

* Only drugs registered with the National Medicine Register were considered.

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

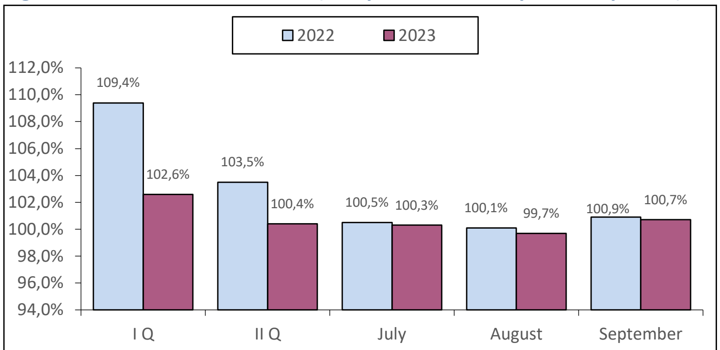
## MACROECONOMIC INDICES OF THE REPUBLIC OF BELARUS

### Inflation

According to the Committee for Statistics of the National Statistical Committee of Belarus, the Consumer Price Index was estimated at 100.7% in September 2023, and 103.6% as compared with December 2023. The Consumer Price Index in January-September of 2023 was 105.2% as compared with January-September of 2022.

The Industrial Producer Price Index was 101.0% in September 2023 as compared to the prior month, and 103.4% as compared with December 2022. In January-September 2023, the Industrial Producer Price Index was 106.2% as compared with January-September 2022.

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




Source: National Statistical Committee of Belarus (Belstat)

### Living standard

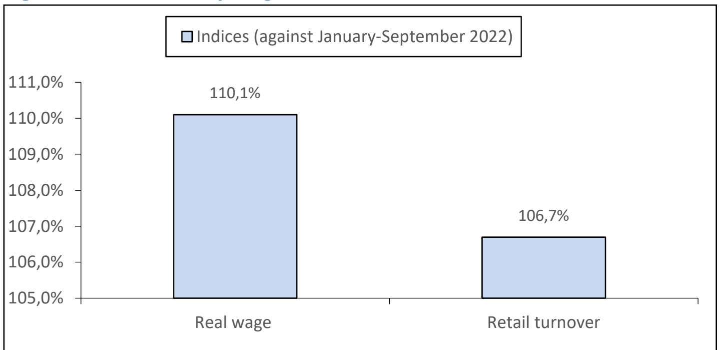
According to the preliminary Belstat's data, the average monthly nominal accrued wage of the corporate workers of the Republic of Belarus in September of 2023 was equal to BYR 1,939.8 (USD 566.96[2]), BYR 1,846.8 (USD 587.27) in January-September 2023, which accounted for 118.4% and 115.8% as compared with the same periods in 2022. In September 2023, the real wage accounted for 116,1% as compared to the same period of 2022, 110.1% against May 2022 (Fig. 2).

According to National Statistical Committee of the Republic of Belarus, the real disposable cash incomes in January-August 2023 accounted for 105.1% as compared to January-August 2022.

### Retail turnover

In September 2023, the retail turnover was estimated at BYR 6,469.6 mil. which accounted for 95.6% as compared to the previous month and 112.2% as compared to the respective period of 2022. In January-September of 2023, it amounted to RUB 55,306.2 mil. or 106.7% in comparable prices as compared to the 2022 level (Fig. 2).

**Figure 2. Real monthly wage and retail turnover, 2023**




Source: National Statistical Committee of Belarus (Belstat)

### Industrial Production

According to the Statistical Committee of the Republic of Belarus, the industrial output by economic activities "Mining industry", "Processing Industry" and “Supply of electricity, gas, steam, hot water and conditioned air” and “Water supply; sewerage, waste management and remediation activities” amounted to BYR 16,680.6 mil. in current prices in September of 2023, BYR 136,149 mil. in the first half of 2023, or 109.7% and 108.1% in comparable prices as compared to the respective period of 2022.

From May 2022, Belstat data on production volumes are presented for the whole manufacturing industry, without allocation of smaller groups, including manufacturing of essential medicines and pharmaceuticals.

[2] The official arithmetical average exchange rate to calculate the above indices was taken from the website of the National Bank of the Republic of Belarus www.nbrb.by.

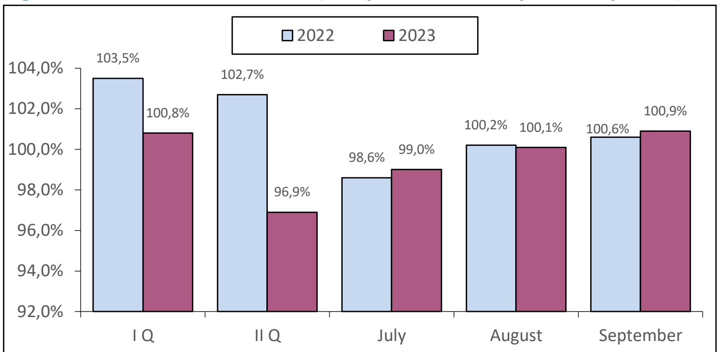
## MACROECONOMIC INDICES OF THE REPUBLIC OF ARMENIA

### Inflation

According to the National Statistics Committee of the Republic of Armenia, in September 2023 the consumer price index amounted to 100.9% compared to the previous month and 97.7% as compared with December 2022. The Consumer Price Index accounted for 102.8% in January-September of 2023 as compared to the same period in 2022.

The Industrial Producer Price Index was 100.6% in September 2023 as compared to the previous month, and 100.1% as compared with December 2022. In January-September of 2023, the index accounted for 100.1% as compared to 2022.

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




Source: National Statistics Committee of the Republic of Armenia

### Living standard

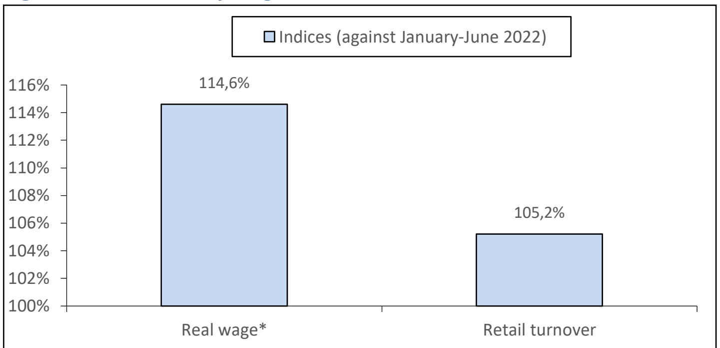
According to the preliminary data of the Statistics Committee of RA, in September 2023 the average monthly nominal wage of the workers of the Republic of Armenia was Dram 261480 (USD 676), which accounted for 98.5% compared to the previous period and 110.4% compared to the same period of 2022. In January-September of 2023, the average monthly nominal wage per worker was Dram 262789 (USD 676.05) or 116.6% against January-September of 2022.

According to the National Statistical Service of RA, the wage[3]in 2022 accounted for 106.3% as compared to 2021. In January-June 2023, it amounted to 114.7% as compared to 2022 (according to the EEC) (Fig. 2).

### Retail turnover

The retail turnover amounted to Dram 162699.2 mil. in September of 2023, and Dram 1242861.9 mil. in January-September 2020, which accounted for 110.6% and 107.1% respectively, as compared to the same period of the previous year (Fig. 2).

**Figure 2. Real monthly wage and retail turnover, 2023**




Source: National Statistics Committee of the Republic of

* Data for January-March of 2023

### Industrial Production

According to the preliminary data of the Statistics Committee of RA, in September of 2023 the industrial output by economic activities "Mining industry", "Processing Industry" and "Supply (service) of electricity, gas, steam and conditioned air" and "Water supply, sewage water, management and disposal of waste" at current prices amounted to Dram 227,627.0 mil. in January-September 2023, Dram 1,842,959.3 mil. or 95,7% and 99,4% respectively against the same periods of 2022.

According to Statistics Committee of the Republic of Armenia, the manufacture of basic pharmaceutical products and drugs was estimated at AMD 914.2 mil. in September of 2023, and AMD 8291.9 mil. from the beginning of the year, which accounted for 127.8% and 98.5% as compared to the respective periods 2022.

[3] Data are presented on the website www.armstat.am on an annual basis.

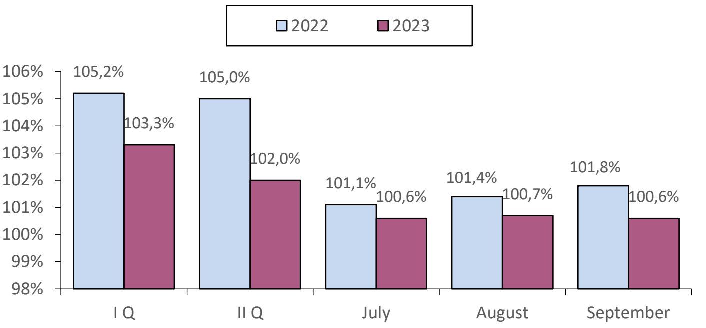
## MACROECONOMIC INDICES OF THE REPUBLIC OF KAZAKHSTAN

### Inflation

According to the Bureau of National Statistics of the Agency for Strategic Planning and Reforms (ASPR) of the Republic of Kazakhstan, in September of 2023 the Consumer Price Index was estimated at 100.6% as compared to the prior month, 107.2% as compared with December 2022. In January-September of 2023, the index reached 116.1% as compared to January-September of 2022.

The Industrial Producer Price Index was 104.3% in September 2023, as compared to the previous month, 102.0% as compared with December 2022. In January-September 2023, the prices of manufacturers of industrial products decreased by 4.2% as compared to 2022.

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




Source: Bureau of ASPR of the Republic of Kazakhstan

### Living standard

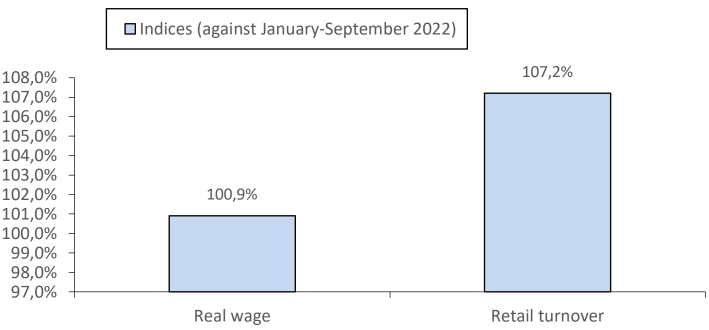
According to the preliminary data of the Bureau of National Statistics of RK, the gross monthly average nominal wage per worker reached KZT 350,542 in the third quarter (USD 749.25), KZT 350,487 (USD 773.89) in January-September of 2023. The Nominal Wage Index against the respective period of the previous year accounted for 117.1% in January-September of 2023. In January-September 2023, the real wage index accounted for 100.9% against January-September 2022 (Fig. 2).

According to the preliminary data, the real cash income index in September 2023 was 103.7% as compared to September of 2022.

### Retail turnover

The retail turnover in September 2023 was KZT 1884,6 bil., which was 107.8% compared to September 2022. In January-September of 2023, it amounted to KZT 13122,1 bil., which was 7.2% more than the level of the same period in 2022 (in comparable prices) (Fig. 2).

**Figure 2. Real wage index and retail turnover in 2023**




Source: Bureau of ASPR of the Republic of Kazakhstan

### Industrial Production

According to the Bureau of National Statistics of RK, in September 2023 the industrial output was KZT 4020.5 bil., in January-September of 2023 – KZT 33,972.8 bil. As compared to the same period of 2022, the indices accounted for 109.4% and 104.4%, respectively.

According to the Bureau of National Statistics of the RK, the industrial output of essential pharmaceutical products and pharmaceutical drugs amounted to KZT 105785 mil. in January-September 2023, and KZT 9,521 mil. in September of 2023. In January-September 2022, the Industrial Production Volume Index for Pharmaceuticals was 92.1% as compared to the respective period of 2022, and 71.4% in September as compared with June 2022.

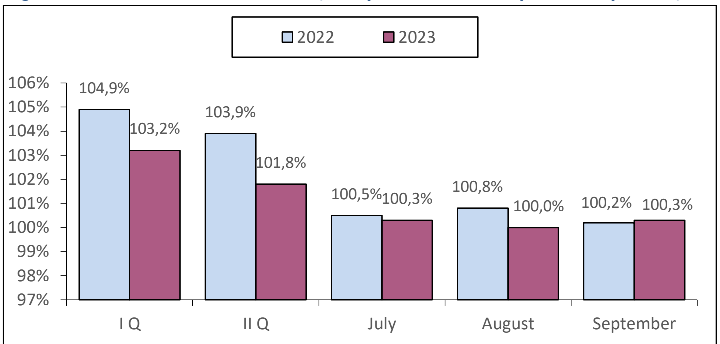
## MACROECONOMIC INDICES OF THE KYRGYZ REPUBLIC

### Inflation

According to the National Statistics Committee of the Kyrgyz Republic, the Consumer Price Index was estimated at 100.3% in June 2023 compared to the previous month, 105.7% in September as compared with June 2022. In January-September of 2023, the index reached 111.7% as compared to January-September of 2022.

In September 2023, the Producer Price Index for industrial production and services was 100.7% as compared to the previous month, 111.8% as compared with December 2022. In January-September 2023, the prices of producers for industrial products and services throughout the Republic increased by 8.0% as compared to 2022.

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




Source: National Statistics Committee of the Kyrgyz Republic

### Living standard

According to data of the Committee for Statistics of the Kyrgyz Republic, in August 2022 the average monthly nominal wage per worker was KGS 31,604 (USD 358.85), in January-August 2023 – KGS 32,078 (USD 367.5), which accounted for 116.0% and 125.7% compared to the relevant period of the previous year, respectively. In January-August 2023, the real wage accounted for 112.2% as compared to January-August 2022, 105.9% in August 2023 as compared to August 2022 (Fig. 2).

### Retail turnover

In September 2023, the retail turnover (without cars and motorcycles sales) reached KGS 53,357.2 mil., and in January-September 2022 — KGS 307,869.8 mil. The Retail Turnover Volume Index accounted for 106.0% and 106.8%, respectively, compared to the same period of the previous year (Fig.2).

**Figure 2. Real monthly wage and retail turnover, 2023**


Source: National Statistics Committee of the Kyrgyz Republic

* Data for January-August 2023

### Industrial Production

According to data of the National Committee for Statistics of the Kyrgyz Republic, in September 2023 the industrial output was KGS 41,925.3 mil., in January-September 2023 — KGS 331,453.5 mil. The Physical Index of Industrial Production accounted for 102.6% and 100.7% as compared to the same periods of 2022, respectively.

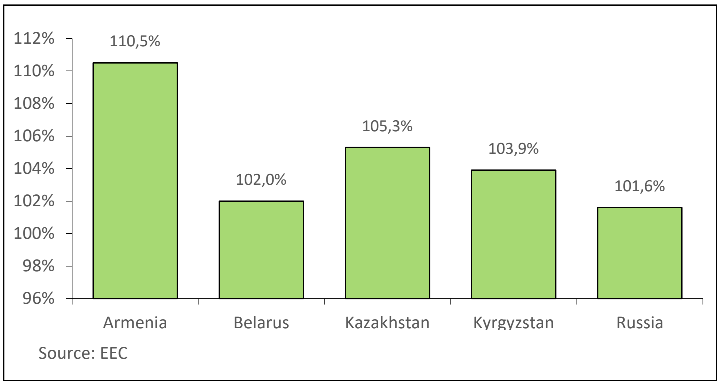
According to the National Committee for Statistics of the Kyrgyz Republic, the pharmaceutical output amounted to KGS 79.0 mil. in September 2023, and KGS 483.2 mil. from the start of the year. At the end of September 2023, the Physical Index of for Pharmaceuticals was 197.6% as compared to the same period of 2022, 136.1% compared to August, and 170.6% in January-September of 2023 as compared to the same period of 2022.

## COMPARATIVE MACROECONOMIC INDICES OF THE EURASIAN ECONOMIC UNION (EAEU)

### GDP

According to Eurasian Economic Commission (EAEC), in January-June of 2023 GDP of EAEU member-states reached USD 1136.9 bil. Index of the physical volume of production accounted for 102.0% as compared to 2022. GDP growth was observed in all EAEU member-states: in Armenia (+10.5%), Belarus (+2.0%) Kazakhstan (+5.3%), Kyrgyzstan (+3.9%) and Russia (+1.6%) (Fig. 1).

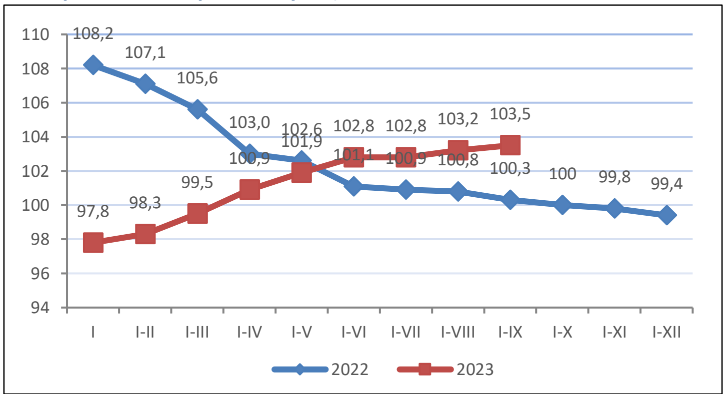
**Figure 1. GDP growth in the EAEU member-states (January-June 2023 vs. January- June 2022)**




### Industrial Production

In January-September 2023, the EAEU industrial output was 103.5% relative to January-September 2022 (for reference only: USD 1049.2 bil.) (Fig.2). In individual countries, the Industrial Production Index was 99.4% in Armenia, 108.1% in Belarus, 104.4% in Kazakhstan, 100.7% in Kyrgyzstan and 103.3% in Russia.

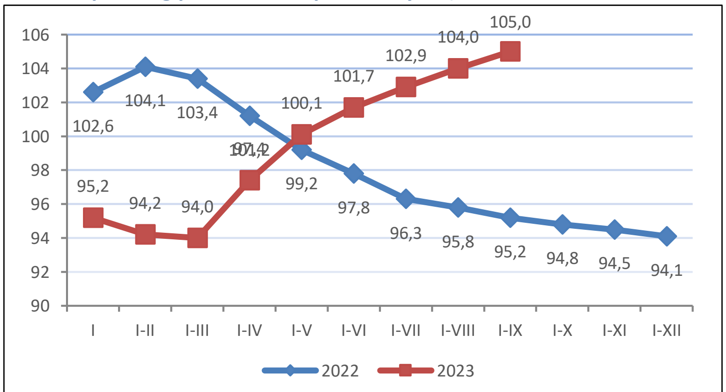
**Figure 2. Industrial output indices movement in EAEU (as % over the same period of the previous year)**




### Retail turnover

According to the EEC, the retail trade turnover (through all sales channels) of EEU member-states in January – September 2023 amounted to USD 470.5 bil., which was 5.0% higher than in January - September of 2022. In the analysed period, an increase in retail trade turnover was observed in all EEC member- states, namely: in Armenia — 111.7%, in Belarus– 106.9%, in Kazakhstan — 107.2%, in Kyrgyzstan– 107.3%, and in Russia — 104.7%.

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




### Nominal and real wage

In January-June 2023, the average monthly nominal and real (adjusted for the consumer price index for goods and services) wage increased in all EAEU member-states as compared to the respective period of 2022. The highest growth rates of real average monthly wage were recorded in Armenia (114.7%) and Kyrgyzstan (114.6%), respectively.

**Table 1. Nominal and real wage in January-June 2023**

| Country | Real wage, as % of the respective period of 2022 | Nominal real wage | |
|---|---|---|---|
| | | as % of the respective period of 2022 | USD |
| Armenia | 114.7 | 119.5 | 671 |
| Belarus | 107.4 | 114.6 | 633 |
| Kazakhstan | 100.2 | 118.0 | 780 |
| Kyrgyzstan | 114.6 | 129.1 | 367 |
| Russia | 106.8 | 112.7 | 915 |

### Budget implementation

According to the EEC, in January-June of 2023, the republican budget in Armenia and Kyrgyzstan was implemented with a surplus. At the same time, the surplus in Armenia increased by 1.9 times as compared with the same period last year, in Kyrgyzstan - by 2.8 times. In Kazakhstan, the budget deficit increased by 3.6 times, the Russia fiscal position moved from surplus to deficit. Armenia, Kazakhstan and Kyrgyzstan experienced a slowdown in income growth. The revenues declined by 11.7% in Russia. The rates of growth of spending saw a variety of trends.

The growth rates of the republican budget indicators as compared with the respective period of 2022 were as follows: revenues — 118% in Armenia, 110% in Kazakhstan, 132% in Kyrgyzstan and 88% in Russia; expenditures — 113% in Armenia, 129% in Kazakhstan, 131% in Kyrgyzstan, 118% in Russia.

**Table 2. Republican budget in January-June 2023**

| Country | USD bil. | | |
|---|---|---|---|
| | Income | Expenditure | Deficit (surplus) |
| Armenia | 3.0 | 2.6 | 0.3 |
| Belarus | N/A | N/A | N/A |
| Kazakhstan | 19.1 | 24.3 | -5.1 |
| Kyrgyzstan | 1.8 | 1.8 | 0.0 |
| Russia | 161.4 | 192.0 | -30.6 |

### The Consumer Price Indices of the EAEU member-states in 2023

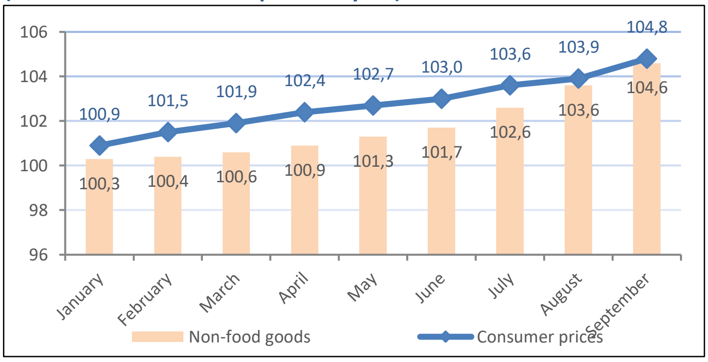
The consumer price index for goods and services throughout EAEU in September 2023 was 104.8% as compared to December 2022, and 100.8% as compared to the previous month of 2023. For January-September 2023 it accounted for 106.7% as compared with the same period of 2022.

**Table 3. The Consumer Price Indices of the EAEU member-states in 2023 (as % of December of the previous year)**

| Country | March | April | May | June | July | August | September |
|---|---|---|---|---|---|---|---|
| ***EAEU*** | ***101.9*** | ***102.4*** | ***102.7*** | ***103.0*** | ***103.6*** | ***103.9*** | ***104.8*** |
| Armenia | 100.8 | 100.9 | 99.1 | 99.5 | 96.7 | 96.8 | 97.7 |
| Belarus | 102.6 | 103.0 | 102.7 | 103.0 | 103.3 | 102.9 | 103.6 |
| Kazakhstan | 103.2 | 104.2 | 104.8 | 105.3 | 105.8 | 106.6 | 107.2 |
| Kyrgyzstan | 103.2 | 103.4 | 104.3 | 105.1 | 105.4 | 105.5 | 105.7 |
| Russia | 101.7 | 102.1 | 102.4 | 103.3 | 103.4 | 103.7 | 104.6 |

A significant increase in prices for paid services (by 6.6%) was reported throughout the EAEU in September 2023 vs December 2022. Food product prices increased by 3.6%, and non-food product prices increased by 4.6% over that period.

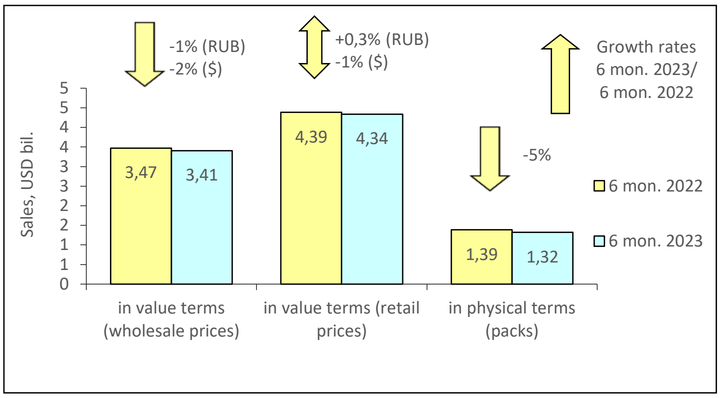
**Figure 4. The Consumer Price Indices for goods and services in the EAEU (as % of December of the previous year)**



## PHARMACY OTC MARKET IN RUSSIA: 2023 FIRST SIX MONTHS RESULTS

According to the results of the Retail Audit of Finished Pharma Product (FPP) in Russian Federation™, at the end of the first six months of 2023 the sales of OTC drugs in natural terms in pharmacies of Russia saw a 5% decrease to 1.323 bil. packs. In money terms, the OTC-segment decreased by 1% in rouble terms and expanded by 2% in dollar terms, its volume was RUB 260.492 bil. (USD 3.406 bil.) in wholesale prices (Fig. 1). The share of Over-the-Counter (OTC) drugs accounted for 61.5% of sales in physical terms and 46.6% in retail prices in terms of roubles. At the end of the first half of 2023, the average cost of an OTC pack was USD 3.28 at retail prices, whereas in the year-earlier period its cost was USD 3.16. In the analysed period, Russians spent an average of USD 29.63 on the purchase of OTC drugs in the pharmacies.

**Figure 1. Russian pharmacy OTC market for 6 months of 2022 – 6 months 2023***




Based on the results for January-June 2023, OTCPHARM (-24%[4]), STADA (-1%) and SANOFI (-7%) continued to be the leaders by sales of OTC drugs, despite a decrease in these same sales (Table 1). Another five manufacturers from the Top 10 showed negative growth rates. At the same time, the manufacturer HALEON (-1%) moved one rank up. It moved to rank four, displacing BAYER from that position, which sales decreased by 5%. TEVA and JOHNSON&JOHNSON (-0.2% each), as well as VALENTA (-0.4%) showed almost zero growth rates. And if the former continued to hold its previous rank six, the other two moved one rank down, being displaced by BINNOPHARM (+28%). Its only newcomer RECKITT BENCKISER (+6%) rounded out the Top 10 ranking. The total share of the Top 10 drug manufacturers in January-June 2023 accounted for 38.5%, while in the year-earlier period it was 39.9%.

**Table 1. Top 10 drug manufacturers by pharmacy sales**

| Rank in the Top 10 | | Manufacturer* | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 6 mon. 2023 | 6 mon. 2022 | | 6 mon. 2023 | 6 mon. 2022 |
| 1 | 1 | OTCPHARM | 6.0 | 7.9 |
| 2 | 2 | **STADA** | 5.8 | 5.8 |
| 3 | 3 | **SANOFI** | 4.0 | 4.2 |
| 4 | 5 | **HALEON** | 3.9 | 4.0 |
| 5 | 4 | **BAYER** | 3.8 | 4.0 |
| 6 | 6 | **TEVA** | 3.3 | 3.3 |
| 7 | 9 | BINNOPHARM GROUP | 3.3 | 2.6 |
| 8 | 7 | **JOHNSON & JOHNSON** | 3.1 | 3.1 |
| 9 | 8 | VALENTA | 2.8 | 2.8 |
| 10 | 13 | RECKITT BENCKISER | 2.5 | 2.3 |
| Total | | | 38.5 | 39.9 |

*AIPM members are in bold

A newcomer also broke into the ranks of the Top ten brand names ranking (Table 2). It was GRAMMIDIN (+18%), coming in at number seven. The other five brands of the Top 10 moved up to the higher positions. DETRALEX (+0,5%), NUROFEN and PENTALGIN (+5% each), as well as THERAFLU (-2%) moved up to the first positions. KREON (+4%) moved one rank up, coming in at number nine. At the same time, INGAVIRIN (-18%), CARDIOMAGNYL (-14%) and ARBIDOL (-66%) showing significant reduction in sales fell in the ranks, moving down to ranks five, six and eight, respectively. CANEPHRON (-2%) also lost one rating point. The total share of the top 10 brands reduced from 13.0% to 11.2%.

**Table 2. The Top 10 brands by pharmacy sales**

| Rank in the Top 10 | | Brand | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 6 mon. 2023 | 6 mon. 2022 | | 6 mon. 2023 | 6 mon. 2022 |
| 1 | 2 | DETRALEX | 1.6 | 1.6 |
| 2 | 3 | NUROFEN | 1.5 | 1.5 |
| 3 | 7 | PENTALGIN | 1.2 | 1.1 |
| 4 | 6 | THERAFLU | 1.1 | 1.1 |
| 5 | 4 | INGAVIRIN | 1.1 | 1.3 |
| 6 | 5 | CARDIOMAGNYL | 1.0 | 1.2 |
| 7 | 11 | GRAMMIDIN | 1.0 | 0.8 |
| 8 | 1 | ARBIDOL | 0.9 | 2.6 |
| 9 | 10 | KREON | 0.9 | 0.8 |
| 10 | 9 | CANEPHRON | 0.9 | 0.9 |
| Total | | | 11.2 | 13.0 |

Due to positive growth rates, XYLOMETAZOLINE (+7%) held and reinforced the first position in the Top 10 INNs and group names ranking (Table 3). DIOSMIN*HESPERIDIN (+9%), IBUPROFEN (+13%), PANCREATIN (+6%) and MAGNESIUM*PYRIDOXINE (+4%) also increased sales, moving up to ranks two through five, respectively. The combination PARACETAMOL*ASCORBIC ACID*PHENIRAMINE*PHENYLEPHRINE (+18%) that broke into the Top 10 for the first time, rounding it out, showed the most pronounced growth. The remaining brands reduced their sales. But despite this, DICLOFENAC (-1%) moved one rank up, coming in at number nine. Due to the strong negative growth rates, UMIFENOVIR (-60%) and IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (-18%) moved down to ranks six and eight respectively. The combination ACETYLSALICYLIC ACID*MAGNESIUM (-12%) kept its rank seven. The total share of the Top 10 ranking reduced by 1 p.p. and achieved 17.7%.

**Table 3. The Top 10 INNs and group names by pharmacy sales**

| Rank in the Top 10 | | Brand | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 6 mon. 2023 | 6 mon. 2022 | | 6 mon. 2023 | 6 mon. 2022 |
| 1 | 1 | XYLOMETAZOLINE | 3.3 | 3.1 |
| 2 | 3 | DIOSMIN*HESPERIDIN | 2.8 | 2.5 |
| 3 | 4 | IBUPROFEN | 2.6 | 2.3 |
| 4 | 5 | PANCREATIN | 2.1 | 1.9 |
| 5 | 9 | MAGNESIUM*PYRIDOXINE | 1.3 | 1.2 |
| 6 | 2 | UMIFENOVIR | 1.2 | 3.0 |
| 7 | 7 | ACETYLSALICYLIC ACID*MAGNESIUM | 1.2 | 1.3 |
| 8 | 6 | IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID | 1.1 | 1.3 |
| 9 | 10 | DICLOFENAC | 1.1 | 1.1 |
| 10 | 13 | PARACETAMOL*ASCORBIC ACID* PHENIRAMINE*PHENYLEPHRINE | 1.1 | 0.9 |
| Total | | | 17.7 | 18.7 |

Based on the results for 6 months of 2023, J05 Antivirals for systemic use, which took the lead in the previous Top 10 ATC groups ranking, reduced their sales by 35% and only moved down to rank eight (Table 4). At the same time, C05 Vasoprotectives (+10%), N02 Analgesics (+4%), R01 Nasal preparations (+7%), R05 Cough and cold preparations (-5%) and A07 Antidiarrheals (-1%) moved one rank up, coming at the first five positions. They were followed by the most dynamic among the leaders R02 Throat preparations (+15%). The newcomer for this rating M02 Topical products for joint and muscular pain (+1%) that rounded it out also made advances. M01 Anti-inflammatory and antirheumatic products (+5%) and A11 Vitamins (-2%) also held their previous ranks seven and nine. The Top 10 ATC groups accounted for 47.3% of the market, which was 0.2 p.p. less than a year earlier.

**Table 4. The Top 10 ATC groups by pharmacy sales**

| Rank in the Top 10 | | ATC code | ATC group | Share in total pharmacy sales, % | |
|---|---|---|---|---|---|
| 6 mon. 2023 | 6 mon. 2022 | | | 6 mon. 2023 | 6 mon. 2022 |
| 1 | 2 | C05 | VASOPROTECTIVES | 6.5 | 5.9 |
| 2 | 3 | N02 | ANALGESICS | 6.1 | 5.8 |
| 3 | 4 | R01 | NASAL PREPARATIONS | 6.1 | 5.6 |
| 4 | 5 | R05 | COUGH AND COLD PREPARATIONS | 5.0 | 5.2 |
| 5 | 6 | A07 | ANTIDIARRHEALS, INTESTINAL ANTIINFLAMMATORY/ANTIINFECTIVE AGENTS | 4.4 | 4.4 |
| 6 | 10 | R02 | THROAT PREPARATIONS | 4.1 | 3.6 |
| 7 | 7 | M01 | ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS | 4.1 | 3.9 |
| 8 | 1 | J05 | ANTIVIRALS FOR SYSTEMIC USE | 4.1 | 6.3 |
| 9 | 9 | A11 | VITAMINS | 3.7 | 3.7 |
| 10 | 11 | M02 | TOPICAL PRODUCTS FOR JOINT AND MUSCULAR PAIN | 3.2 | 3.1 |
| Total | | | | 47.3 | 47.5 |

**Conclusion.** On the basis of the results for six months of 2023, the over-the-counter retail market of the country achieved RUB 331.930 bil. (USD 4.339 bil.). At the same time, its behaviour was almost zero in rouble terms (+0.3%), but negative in dollar (-1%) terms. In pack terms, the market reduced by 5% and amounted to 1.323 bil. packs. The average cost of OTC-pack in the Russian pharmacies based on the results for the first half of 2023 was USD 3.28, which is higher than that in the year-earlier period (USD 3.16). The average expenses of the Russian Federation residents for purchase of OTC drugs in the pharmacies in the analysed period increased as well: USD 29.63 vs. USD 30.13.

* Here and elsewhere IQVIA's data are used

[4] Hereinafter unless otherwise stated, growth gains are estimated in terms of roubles.

## PRICE ANALYSIS, 1-3 quarter 2023. KEY INDICATORS

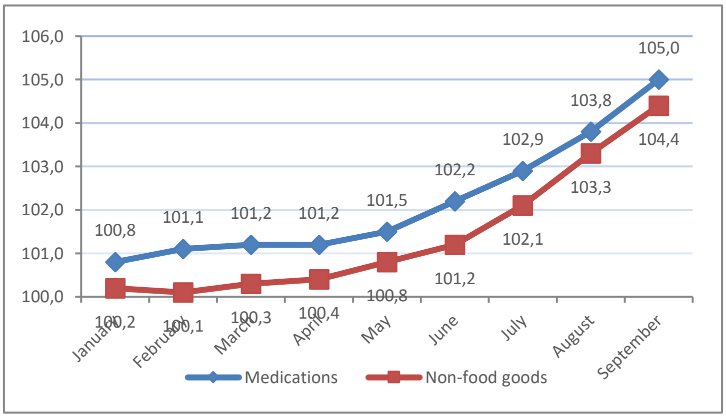
### *Price Indices*

**Table 1. Inflation rates in the Russian Federation, September 2023**

| | September 2023 vs December 2022 | September-January 2023 vs September-January 2022 |
|---|---|---|
| CPI | 104.6 | 105.4 |
| CPI for non-food products | 104.4 | |
| CPI for medications | 105.0 | 105.6 |

*Rosstat data*

**Figure 1. Movement of the price index for non-food items and drugs vs. December 2022**




*Rosstat data*

### *Indicators of movement of prices and retail margins (according to retail audit data)*

**Figure 2. Movement of weighted average purchase prices and retail margins in 1-3 Q 2022 – 1-3 Q 2023***

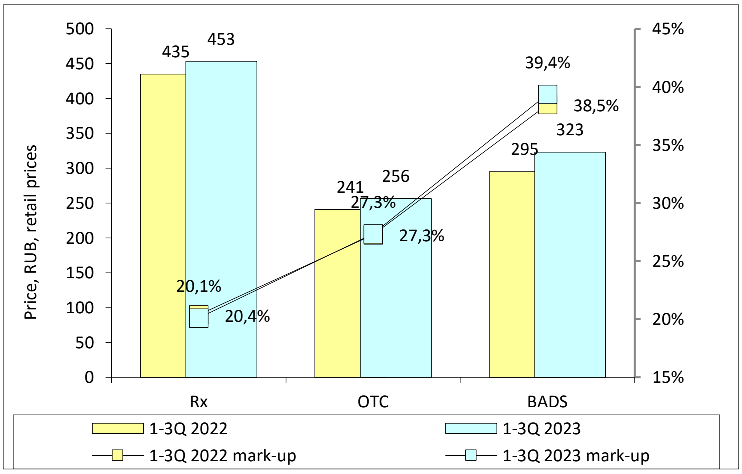



**Figure 3. Movement of weighted average purchase prices and retail margins in 1-3 Q 2022 – 1-3 Q 2023**

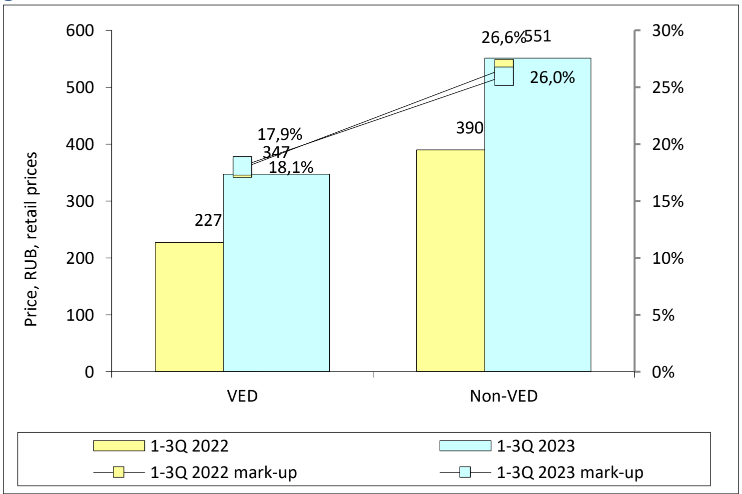
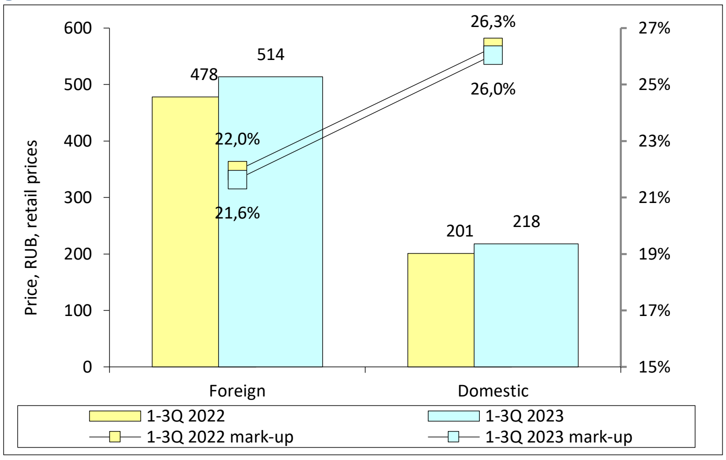



**Figure 4. Movement of weighted average purchase prices and retail margins in 1-3 Q 2022 – 1-3 Q 2023**




### *Indicators of price movement in the reimbursable market segment*

**Figure 5. Movement of weighted average purchase prices in 1-3 Q 2022 – 1-3 Q 2023**

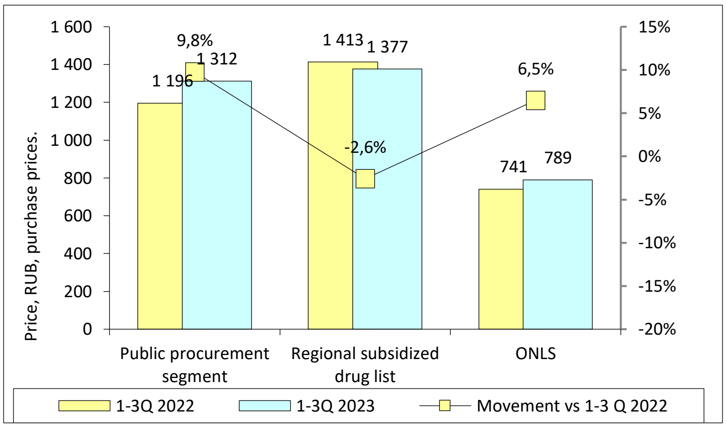



**Figure 6. Movement of weighted average purchase prices for domestic drugs, 1-3 Q 2022 – 1-3 Q 2023**

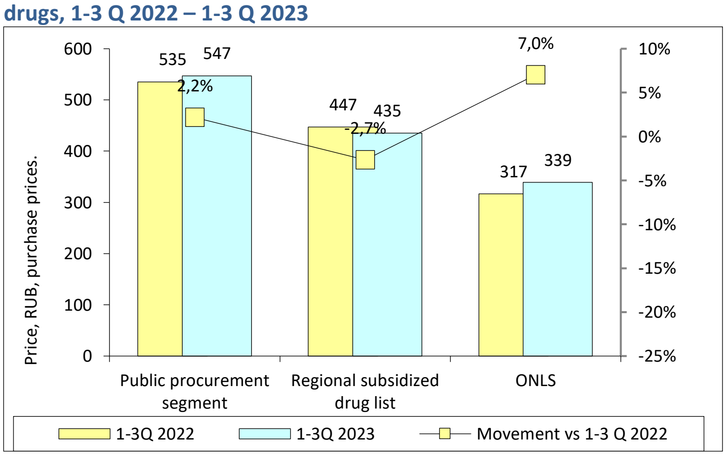
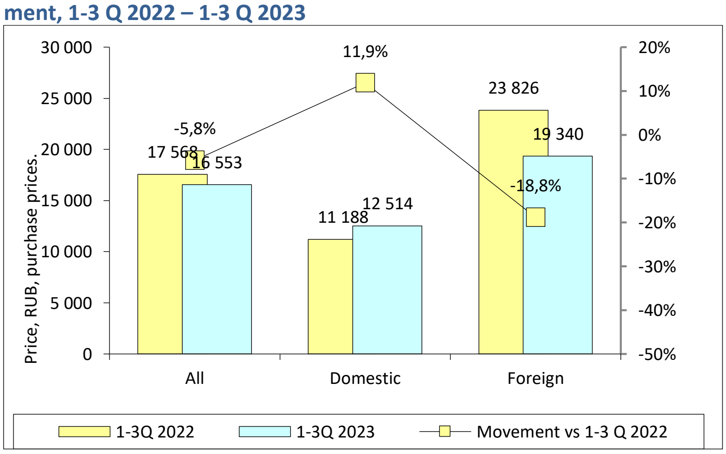



**Figure 7. Movement of weighted average purchase prices in the VZN segment, 1-3 Q 2022 – 1-3 Q 2023**



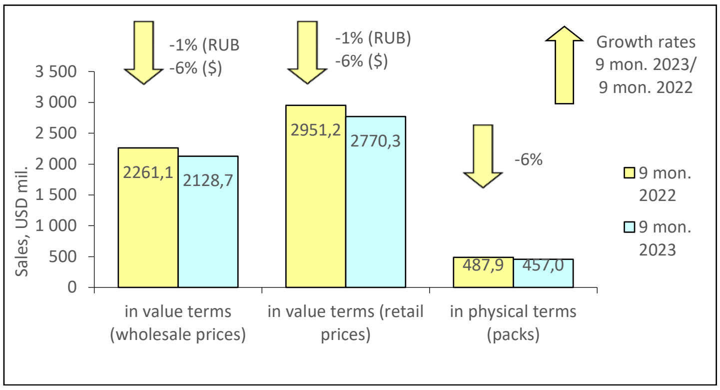

* Here and elsewhere IQVIA's data are used

## MOSCOW CITY PHARMACY MARKET: 2023 FIRST NINE MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2023 Moscow's estimated population amounted to 13.104 mil., which accounted for 8.9% of the total Russian Federation population and 32.6% of the Central Federal District (CFD).

According to the results of the Retail Audit of Finished Pharma Product (FPP) in Russian Federation™, in January-September 2023, the Moscow pharmacies sold 456.974 mil. FPP packs, which was 6% less than the sales indicator of the same period in 2022. In money terms, the market also showed negative growth rates both in rouble (-1%) terms, and in dollar terms (-6%), and reached RUB 159.813 bil. (USD 2.129 bil.) in wholesale prices (Fig. 1). The region market share accounted for 19.2% of the Russian pharmacy retail sales. The average cost of FPP pack in Moscow pharmacies was estimated as USD 6.06, in the year-earlier period USD it was 6.05. For nine months of 2023, the average amount spent by Moscow residents of the city for drugs in the pharmacies amounted to USD 211.41.

### Figure 1. Moscow pharmacy market for 9 months of 2022 – 9 months of 2023*




According to the results for the first nine months of 2023, almost all manufacturers of the Top 10 ranking in the Moscow retail market showed a negative trend (Table 1). Among them were BAYER (-19%), SANOFI (-7%) and STADA (-1%) that held their leadership. BERLIN-CHEMIE/MENARINI (-22%) managed to keep its previous rank seven. In contrast, HALEON and JOHNSON & JOHNSON, which moved up to ranks eight and nine, were able to rise in the ranks despite a decrease in sales by 4%. On top of that, the latter became the only newcomer of the top 10 ranking. TEVA (+2%) also moved two ranks up, being the only one in the Top 10 to show positive growth rates. ABBOTT (-9%) and SERVIER (-6%) lost one rank each, and OTCPHARM (-20%) moved two ranks down. In total, the Top 10 manufacturers accumulated 22.1% of the market, whereas in the year-earlier period they accounted for 24.2%.

### Table 1. The Top 10 drug manufacturers by pharmacy sales

| Rank in the top ten | | Manufacturer* | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | **BAYER** | 3.4 | 4.1 |
| 2 | 2 | **SANOFI** | 2.5 | 2.7 |
| 3 | 3 | **STADA** | 2.5 | 2.5 |
| 4 | 6 | **TEVA** | 2.4 | 2.4 |
| 5 | 4 | **ABBOTT** | 2.3 | 2.5 |
| 6 | 5 | **SERVIER** | 2.3 | 2.4 |
| 7 | 7 | **BERLIN-CHEMIE/MENARINI** | 1.8 | 2.3 |
| 8 | 9 | **HALEON** | 1.8 | 1.8 |
| 9 | 11 | **JOHNSON & JOHNSON** | 1.6 | 1.7 |
| 10 | 8 | OTCPHARM | 1.5 | 1.9 |
| Total | | | 22.1 | 24.2 |

*AIPM members are in bold

XARELTO (-25%), NUROFEN (-2%) and DETRALEX (-9%) held the top three positions in the Top10 brands ranking (Table 2). Almost all remaining brands of the Top 10 ranking rose in the ranks. HEPTRAL (-8%) and THERAFLU (-6%) moved up to ranks four and five, pushing MIRAMISTIN (-23%) one point down, to rank six. They were followed by the newcomers GRAMMIDIN (+29%), OTRIVIN (+9%), KREON (-2%) and INGAVIRIN (-11%) that broke into the ranks of the Top 10, rounding it out. In total, the Top 10 brands accumulated 5.0 % of sales, whereas in the year-earlier period it was 5.4%.

### Table 2. The Top 10 brands by pharmacy sales

| Rank in the Top 10 | | Brand | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | XARELTO | 0.8 | 1.1 |
| 2 | 2 | NUROFEN | 0.7 | 0.7 |
| 3 | 3 | DETRALEX | 0.6 | 0.7 |
| 4 | 7 | HEPTRAL | 0.5 | 0.5 |
| 5 | 9 | THERAFLU | 0.4 | 0.5 |
| 6 | 5 | MIRAMISTIN | 0.4 | 0.5 |
| 7 | 24 | GRAMMIDIN | 0.4 | 0.3 |
| 8 | 16 | OTRIVIN | 0.4 | 0.4 |
| 9 | 13 | KREON | 0.4 | 0.4 |
| 10 | 11 | INGAVIRIN | 0.4 | 0.4 |
| Total | | | 5.0 | 5.4 |

Only two newcomers broke into the ranks of the Top 10 INN and group names ranking (Table 3). URSODEOXYCHOLIC ACID (+7%) and DICLOFENAC (0%) moved up to the bottom ranks. Apart from them, another three INNs from the Top 10 showed signs of growth: HYALURONIC ACID (+7%) and IBUPROFEN (-1%) moved two ranks up, coming in at ranks two and four. PANCREATIN (-3%) moved up to rank seven from eight, displacing NIMESULIDE (-17%) one rank down. RIVAROXABAN (-25%) and ROSUVASTATIN (-13%) also moved down to the lower ranks five and six. INN XYLOMETAZOLINE (-2%) remained the leader of the Top 10, and the composition DIOSMIN* HESPERIDIN (-5%) as before held rank three. The cumulative share of the top 10 under review decreased from 8.3% to 7.9%.

### Table 3. The Top 10 INNs and group names by pharmacy sales

| Rank in the Top 10 | | INN/Group name | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | XYLOMETAZOLINE | 1.1 | 1.1 |
| 2 | 4 | HYALURONIC ACID | 1.0 | 0.9 |
| 3 | 3 | DIOSMIN*HESPERIDIN | 0.9 | 1.0 |
| 4 | 6 | IBUPROFEN | 0.9 | 0.8 |
| 5 | 2 | RIVAROXABAN | 0.8 | 1.1 |
| 6 | 5 | ROSUVASTATIN | 0.8 | 0.9 |
| 7 | 8 | PANCREATIN | 0.7 | 0.7 |
| 8 | 7 | NIMESULIDE | 0.6 | 0.8 |
| 9 | 12 | URSODEOXYCHOLIC ACID | 0.6 | 0.5 |
| 10 | 11 | DICLOFENAC | 0.5 | 0.5 |
| Total | | | 7.9 | 8.3 |

In the regional ATC group ranking, the Top 10 leaders M01 Anti-inflammatory and antirheumatic products (-7%) and A07 Antidiarrheals (-7% each) maintained their previous positions - the group held rank eight (Table 4). Half of the Top 10 brands ranking made advances. C05 Vasoprotectives (-1%) and N02 Analgesics (+1%) moved three points up, whereas R01 Nasal preparations (+6%) moved up two points, coming in at ranks six, seven and two, respectively. N06 Psychoanaleptics (-4%) and G03 Sex hormones (-7%) moved one line up, to positions four and five. C09 Agents acting on the rennin-angiotensin system (-14%), B01 Antithrombotic agents and J05 Antivirals for systemic use (-27% each) showed a more pronounced decline in sales, moving down to ranks three and two bottom ranks. The total share of the Top 10 ATC groups reduced by 2.1 p.p. to 24.9%.

### Table 4. The Top 10 ATC groups by pharmacy sales

| Rank in the Top 10 | | ATC code | ATC group | Share in total pharmacy sales, % | |
|---|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | M01 | ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS | 3.1 | 3.3 |
| 2 | 4 | R01 | NASAL PREPARATIONS | 3.0 | 2.8 |
| 3 | 2 | C09 | AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM | 2.9 | 3.3 |
| 4 | 5 | N06 | PSYCHOANALEPTICS | 2.6 | 2.7 |
| 5 | 6 | G03 | SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM | 2.5 | 2.7 |
| 6 | 9 | C05 | VASOPROTECTIVES | 2.3 | 2.3 |
| 7 | 10 | N02 | ANALGESICS | 2.3 | 2.2 |
| 8 | 8 | A07 | ANTIDIARRHEALS, INTESTINAL ANTIINFLAMMATORY/ANTIINFECTIVE AGENTS | 2.2 | 2.4 |
| 9 | 3 | B01 | ANTITHROMBOTIC AGENTS | 2.1 | 2.8 |
| 10 | 7 | J05 | ANTIVIRALS FOR SYSTEMIC USE | 1.9 | 2.6 |
| Total | | | | 24.9 | 27.0 |

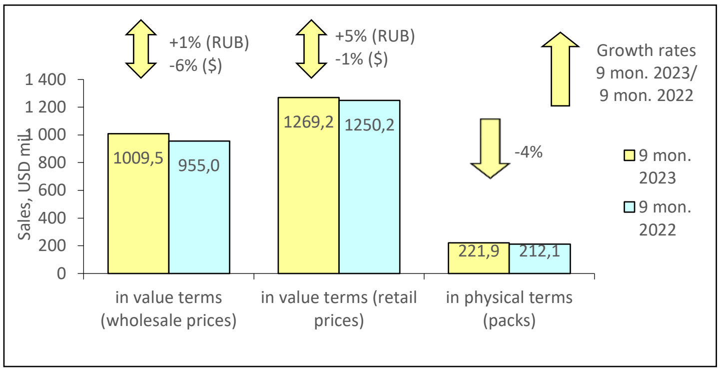
**Conclusion.** For nine months of 2023, the Moscow pharmacies sold drugs worth of RUB 207.819 bil. (USD 2.770 bil.), which was 1% less in terms of roubles and 6% in terms of dollars as compared to the figure for the same period in 2022. In pack terms, the market reduced by 6% and amounted to 456.974 mil. packs. The average cost of FPP pack in the regional pharmacies based on the results for January-September of 2023 was USD 6.06. This indicator did not change as compared with the last year figures (USD 6.05), but was higher than average figures in the country (USD 4.09). The average medicine expenses of the region residents also exceeded the national average expenses in Russia (USD 211.41 vs. USD 90.09).

* Here and elsewhere IQVIA's data are used

## SAINT PETERSBURG PHARMACY MARKET: 2023 FIRST NINE MONTHS RESULTS

According to Federal State Statistics Service, St. Petersburg's population as of January 1, 2023 was estimated at 5.600 mil., which accounted for 3.8% of the total Russian Federation population and 40.4% of North West FD (NWFD). According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at the end of January-September of 2023 the sales of drugs in physical terms in St. Petersburg saw a 4% increase to 212.057 mil. packs as compared to the same period of 2022. In money terms, the market gained 1% in terms of roubles, but declined by 5% in terms of dollars. At the same time, the volume of the market amounted to RUB 72.212 bil. (USD (955.044 mil.) at wholesale prices (Fig. 1). The regional market share accounted for 8.7% of the Russian pharmacy sales (in terms of roubles). The average cost of a pack for 9 months of 2023 was USD 5.90, in the year-earlier period it was USD 5.72. In the analysed period, the average amount spent by residents of the region for drugs in the pharmacies amounted to USD 223.25.

**Figure 1. St. Petersburg pharmacy market for 9 months 2022 – 9 months 2023***




BAYER (-7%), SERVIER (+4%), ABBOTT (-4%) and STADA (+1%) retained their leadership in terms of pharmacy sales among the manufacturers on the regional market based on the results for the first half of 2023 (Table 1). On top of that, the first one and the third one held their own in the ranking, despite a reduction of sales and decrease in the market share. OTCPHARM (-24%) also held its previous rank eight. The negative sales rates did not prevent SANOFI (-1%) from moving two ranks up, coming in at number five. TEVA and KRKA, which previously held that and the following ranks, reduced their sales by 5% and lost one rating point each. The newcomers GEDEON RICHTER (+5%) and HALEON (+1%) rounded out the Top 10 ranking. The total share of the Top 10 drug manufacturers reduced by 1 p.p. to 23.7%.

**Table 1. The Top 10 drug manufacturers by pharmacy sales**

| Rank in the Top 10 | | Manufacturer* | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | **BAYER** | 3.7 | 4.0 |
| 2 | 2 | **SERVIER** | 2.8 | 2.7 |
| 3 | 3 | **ABBOTT** | 2.6 | 2.7 |
| 4 | 4 | **STADA** | 2.5 | 2.5 |
| 5 | 7 | **SANOFI** | 2.4 | 2.4 |
| 6 | 5 | **TEVA** | 2.3 | 2.5 |
| 7 | 6 | **KRKA** | 2.3 | 2.4 |
| 8 | 8 | OTCPHARM | 1.9 | 2.2 |
| 9 | 11 | GEDEON RICHTER | 1.7 | 1.6 |
| 10 | 12 | **HALEON** | 1.6 | 1.6 |
| Total | | | 23.7 | 24.6 |

*AIPM members are in bold

Two newcomers broke into the ranks of the Top 10 brands ranking for the first time: EDARBI (+19%) and FEMOSTON (+8%) moved up to ranks eight and ten, respectively (Table 2). In addition to them, another four brands from the top ten ranking rose in the ranks. HEPTRAL (-5%), THERAFLU (-2%) and CONCOR (-7%) moved up to ranks five through seven, despite their negative sales rates. NOLIPREL also decreased its sales by 5%, moving one rank up, to number nine. XARELTO that showed the same growth rates held its previous rank one. ELIQUIS (-8%) as before was ranked second, whereas NUROFEN (+11%) and DETRALEX (+10%) retained and reinforced their ranks three and four, due to positive growth ranks. In total, the Top 10 brands accumulated 6.0% of the pharmacy sales in the region both in 2023 and 2022.

**Table 2. The Top 10 brands by pharmacy sales**

| Rank in the Top 10 | | Brand | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | XARELTO | 1.1 | 1.1 |
| 2 | 2 | ELIQUIS | 0.8 | 0.9 |
| 3 | 3 | NUROFEN | 0.7 | 0.6 |
| 4 | 4 | DETRALEX | 0.7 | 0.6 |
| 5 | 6 | HEPTRAL | 0.5 | 0.6 |
| 6 | 9 | THERAFLU | 0.5 | 0.5 |
| 7 | 8 | CONCOR | 0.5 | 0.5 |
| 8 | 15 | EDARBI | 0.4 | 0.4 |
| 9 | 10 | NOLIPREL | 0.4 | 0.5 |
| 10 | 14 | FEMOSTON | 0.4 | 0.4 |
| Total | | | 6.0 | 6.0 |

The Top 10 INNs and group names ranking did not change in composition, though most of its names shifted their positions (Table 3). At the same time, four INNs moved up to the higher positions. Thus, IBUPROFEN (+20%), DIOSMIN*HESPERIDIN (+18%) and HYALURONIC ACID (+25%) moved three ranks up, coming in at numbers two, four and five. The less dynamic PANCREATIN (+9%) moved one rank up, to number nine. At the same time, XYLOMETAZOLINE that showed an increase in sales by 1%, as well as APIXABAN (-8%), NIMESULIDE (-21%) and ADEMETIONINE (-5%) that reduced their sales, moved down to the lower positions two, seven and ten, respectively. Despite the negative growth rates, RIVAROXABAN (-5%) held its previous rank one. INN ROSUVASTATIN (+6%) held and secured for itself rank six in the top ten. In total, the Top 10 INNs and grouping names accounted for 8.7% of the market, in the year– earlier period - 8.5%.

**Table 3. The Top 10 INNs and group names by pharmacy sales**

| Rank in the Top 10 | | INN/Group name | Share in total pharmacy sales, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | RIVAROXABAN | 1.1 | 1.1 |
| 2 | 5 | IBUPROFEN | 1.0 | 0.8 |
| 3 | 2 | XYLOMETAZOLINE | 1.0 | 1.0 |
| 4 | 7 | DIOSMIN*HESPERIDIN | 1.0 | 0.8 |
| 5 | 8 | HYALURONIC ACID | 0.9 | 0.8 |
| 6 | 6 | ROSUVASTATIN | 0.9 | 0.8 |
| 7 | 3 | APIXABAN | 0.8 | 0.9 |
| 8 | 4 | NIMESULIDE | 0.7 | 0.9 |
| 9 | 10 | PANCREATIN | 0.7 | 0.6 |
| 10 | 9 | ADEMETIONINE | 0.6 | 0.6 |
| Total | | | 8.7 | 8.5 |

C09 Agents acting on the rennin-angiotensin system (-4%) and M01 Anti-inflammatory and antirheumatic products (-2%) continued to remain the best-selling groups on the regional market, though both of them reduced their sales and market shares (Table 4). B01 Antithrombotic agents (-13%) and J05 Antivirals for systemic use (-17%), which showed more pronounced negative growth rates, moved down to ranks four and ten. In contrast, four of the remaining ATC groups made advances. Thus, ATC groups G03 Sex hormones (+2%), N02 Analgesics (+7%) and N06 Psychoanaleptics (+9%) moved one rank up, while C05 Vasoprotectives (+12%) moved two ranks up, coming in at numbers three and six through eight, respectively. Groups R01 Nasal preparations (+13%) and A07 Antidiarrheals (+1%) held their previous ranks five and nine. The total share of the analysed top 10 ATC groups remained unchanged and accounted for 27.5%

**Table 4. The Top 10 ATC groups by pharmacy sales**

| Rank in the Top 10 | | ATC code | ATC group | Share in total pharmacy sales, % | |
|---|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | C09 | AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM | 3.9 | 4.1 |
| 2 | 2 | M01 | ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS | 3.4 | 3.5 |
| 3 | 4 | G03 | SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM | 3.1 | 3.0 |
| 4 | 3 | B01 | ANTITHROMBOTIC AGENTS | 2.9 | 3.4 |
| 5 | 5 | R01 | NASAL PREPARATIONS | 2.8 | 2.5 |
| 6 | 7 | N02 | ANALGESICS | 2.5 | 2.3 |
| 7 | 8 | N06 | PSYCHOANALEPTICS | 2.4 | 2.2 |
| 8 | 10 | C05 | VASOPROTECTIVES | 2.3 | 2.1 |
| 9 | 9 | A07 | ANTIDIARRHEALS, INTESTINAL ANTI-INFLAMMATORY/ANTIINFECTIVE AGENTS | 2.1 | 2.1 |
| 10 | 6 | J05 | ANTIVIRALS FOR SYSTEMIC USE | 2.0 | 2.4 |
| Total | | | | 27.5 | 27.6 |

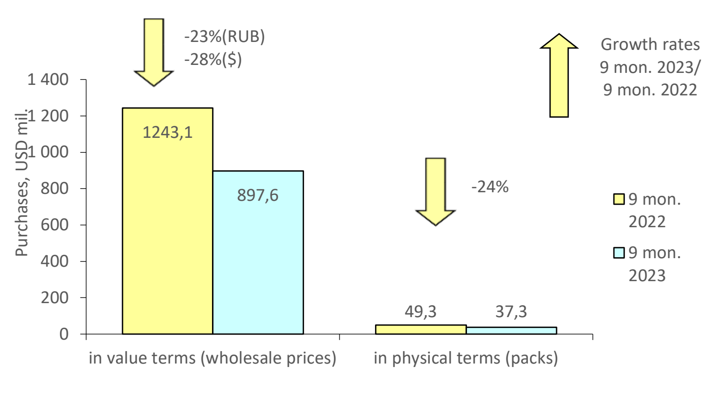
**Conclusion.** On the basis of the results for nine months of 2023, the pharmacy market of St. Petersburg reached RUB 94.483 bil. (USD 1.250 bil.) at retail prices. In January-September 2023 compared to the same period in 2022, sales volumes in pharmacies increased by 5% in terms of roubles and decreased by 1% in terms of dollars. In natural terms, the sales decreased by 4% and amounted to 212.057 mil. packs. Based on the results for January-September of 2023, the average cost of an OTC pack in the city pharmacies increased as compared to the previous year (USD 5.90 vs. USD 5.72), and was higher than the average figures in Russia (USD 4.09). The average medicine expenses of St. Petersburg residents in the pharmacies were higher than the national average expenses in Russia (USD 223.25 vs. USD 90.09).

* Here and elsewhere IQVIA's data are used

## MOSCOW CITY HOSPITAL MARKET: 2023 FIRST NINE MONTHS RESULTS

According to the results of the Budget Audit of Finished Pharma Products (FFP) in the Russian Federation (without DLO and regional benefit), the Moscow public procurement segment in physical terms reduced by 24% as compared to the same period of 2022 and amounted to 37.255 mil. packs based on the results for January-September 2023. In money terms, the market showed a 23% decline in terms of roubles and 28% in terms of dollars, and its volume achieved RUB 67.352 bil. (USD 897.574 mil.). The average cost of an FPP pack in the public procurement segment of Moscow for nine months of 2023 was USD 24.09, whereas in the year-earlier period it was USD 25.21.

**Figure 1. Moscow public sector for 9 months of 2022 – 9 months 2023***




According to the results for the first nine months of 2023, four of the Top 10 manufacturers ranking posted negative growth (Table 1). On top of that, two of them NOVARTIS (-23%) and BIOCAD (-13%) held their ranks one and three. MSD that reduced purchase volumes by 57% moved three points down, whereas BRISTOL MYERS that reduced them by 21%, in contrast, moved one line up, to number four. The remaining manufacturers of the Top 10 also made advances. ROCHE (+12%), JOHNSON & JOHNSON (+18%) and SANOFI (+3%) moved two ranks up, coming in at numbers two, seven and eight. Three newcomers BAYER (+40%), MICROGEN (+81%) and TAKEDA (+31%) moved up to ranks six and two bottom ranks, respectively. In total, the Top 10 manufacturers accounted for 38.5% of the market, which was 4.5 p.p. higher than the figure for the same period in 2022.

**Table 1. The Top 10 drug manufacturers of the public procurement segment**

| Rank in the Top 10 | | Manufacturer* | Share in total public segment, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | **NOVARTIS** | 9.0 | 9.0 |
| 2 | 4 | **ROCHE** | 6.2 | 4.2 |
| 3 | 3 | BIOCAD | 5.7 | 5.0 |
| 4 | 5 | BRISTOL MYERS SQU | 4.1 | 3.4 |
| 5 | 2 | **MSD** | 3.5 | 6.3 |
| 6 | 11 | **BAYER** | 2.7 | 1.5 |
| 7 | 9 | **JOHNSON & JOHNSON** | 2.4 | 1.6 |
| 8 | 10 | **SANOFI** | 2.1 | 1.5 |
| 9 | 21 | MICROGEN | 1.6 | 0.7 |
| 10 | 20 | **TAKEDA** | 1.3 | 0.7 |
| Total | | | 38.5 | 34.0 |

*AIPM members are in bold

The Top 10 brand ranking was half updated – five brans broke into the top ten brands ranking for the first time (Table 2). PEMBRORIA, EYLEA (2.3-fold growth in purchases), SPINRAZA (+77%), EVRYSDI (+91%) and SOVIGRIPP (2.6-fold growth) moved up to ranks two, five, six, eight and the last one. The brand OPDIVO (-3%) moved one line up, to number two, despite the negative growth rates. ZOLGENSMA that decreased purchases by 28% held its prior rank number one, while KEYTRUDA (-66%) and KADCYLA (-10%) moved down to ranks seven and nine, respectively. The PERJETA (-1%) brand held rank four. The total share of the Top 10 increased by almost 5 p.p. and accounted for 23.6%.

**Table 2. The Top 10 brands by public segment volume**

| Rank in the Top 10 | | Brand | Share in total public segment, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | ZOLGENSMA | 7.6 | 8.2 |
| 2 | 3 | OPDIVO | 3.3 | 2.6 |
| 3 | N/A | PEMBRORIA | 2.2 | N/A |
| 4 | 4 | PERJETA | 1.8 | 1.4 |
| 5 | 15 | EYLEA | 1.6 | 0.5 |
| 6 | 11 | SPINRAZA | 1.5 | 0.6 |
| 7 | 2 | KEYTRUDA | 1.4 | 3.2 |
| 8 | 14 | EVRYSDI | 1.4 | 0.6 |
| 9 | 5 | KADCYLA | 1.4 | 1.2 |
| 10 | 21 | SOVIGRIPP | 1.3 | 0.4 |
| Total | | | 23.6 | 18.7 |

* Here and elsewhere IQVIA's data are used

ONASEMNOGENE ABEPARVOVEC (-28%), PEMBROLIZUMAB (-14%) and NIVOLUMAB (-3%) held the first three positions in the Top 10 ranking despite negative growth rates (Table 3). In addition to them, TRASTUZUMAB EMTANSINE (-10%), which lost four rating points and moved down to rank nine, showed a decrease in purchase volumes. On the contrary, the newcomers VACCINE, INFLUENZA (2.6-fold growth in purchases), NUSINERSEN (+77%) and RISDIPLAM (+91%) that broke into the Top 10 ranks showed high growth rates and made advances, coming in at numbers four, seven and eight, respectively. AFLIBERCEPT (2.1-fold growth) moved four ranks up, to number six. At the same time, they displaced the less dynamic PERTUZUMAB (+1%) and ATEZOLIZUMAB (+6%) to numbers five and ten. The cumulative share of the top 10 under review increased from 19.9% to 25.6%.

**Table 3. The Top 10 INNs and group names by public segment volume**

| Rank in the Top 10 | | INN/Group name | Share in total public segment, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | ONASEMNOGENE ABEPARVOVEC | 7.6 | 8.2 |
| 2 | 2 | PEMBROLIZUMAB | 3.6 | 3.2 |
| 3 | 3 | NIVOLUMAB | 3.3 | 2.6 |
| 4 | 14 | VACCINE, INFLUENZA | 2.0 | 0.6 |
| 5 | 4 | PERTUZUMAB | 1.8 | 1.4 |
| 6 | 10 | AFLIBERCEPT | 1.8 | 0.7 |
| 7 | 12 | NUSINERSEN | 1.5 | 0.6 |
| 8 | 16 | RISDIPLAM | 1.4 | 0.6 |
| 9 | 5 | TRASTUZUMAB EMTANSINE | 1.4 | 1.2 |
| 10 | 6 | ATEZOLIZUMAB | 1.1 | 0.8 |
| Total | | | 25.6 | 19.9 |

Two newcomers broke into the Top 10 ATC groups: S01 Ophthalmologicals (+90%) and V08 Contrast media (+28%) moved up to ranks five and seven from the second dozen (Table 4). In addition, another four ATC groups moved up to yet higher ranks. Thus, M09 Other drugs for disorders of the musculo-skeletal system (-9%), J07 Vaccines (+29%) and J01 Antibacterials for systemic use (-19%) moved up to ranks two through four. B05 Blood substitutes and perfusion solutions (-11%) moved two ranks up, and A16 Other alimentary tract and metabolism products (+5%) moved one rank up. At the same time, J05 Antivirals for systemic use (-88%) and L04 Immunosuppressants (-72%), which showed a pronounced decline in sales, on the contrary, moved down to the lower ranks eight and the last one. L01 Antineoplastic agents (-5%) remained the leader of the ranking. The total share of the Top 10 ATC groups reduced by 1 p.p. to 54.8%

**Table 4. The Top 10 ATC groups by public procurement segment**

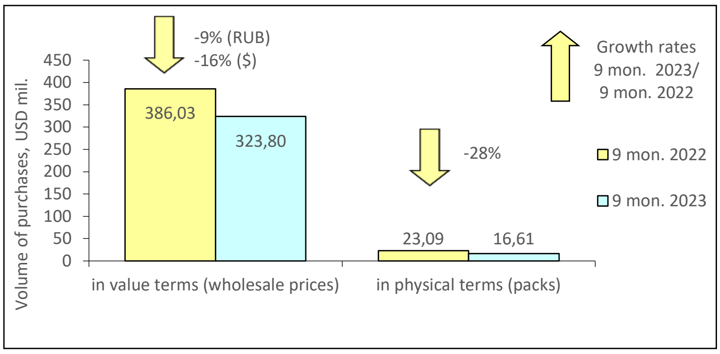
| Rank in the Top 10 | | ATC code | ATC group | Share in total public segment, % | |
|---|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | L01 | ANTINEOPLASTIC AGENTS | 21.5 | 17.4 |
| 2 | 3 | M09 | OTHER DRUGS FOR DISORDERS OF THE MUSCULO-SKELETAL SYSTEM | 11.5 | 9.8 |
| 3 | 5 | J07 | VACCINES | 6.3 | 3.7 |
| 4 | 6 | J01 | ANTIBACTERIALS FOR SYST USE | 3.6 | 3.5 |
| 5 | 11 | S01 | OPHTHALMOLOGICALS | 2.7 | 1.1 |
| 6 | 8 | B05 | BLOOD SUBSTITUTES AND PERFUSION SOLUTIONS | 2.4 | 2.1 |
| 7 | 12 | V08 | CONTRAST MEDIA | 1.8 | 1.1 |
| 8 | 2 | J05 | ANTIVIRALS FOR SYSTEMIC USE | 1.7 | 11.4 |
| 9 | 10 | A16 | OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS | 1.7 | 1.2 |
| 10 | 4 | L04 | IMMUNOSUPPRESSANTS | 1.6 | 4.5 |
| Total | | | | 54.8 | 55.8 |

**Conclusion**. The Moscow public procurement segment in January-September of 2023 reduced both in rouble (-23%) and dollar terms (-28%) as compared to the same period of 2022. At the same time, the volume of its market achieved RUB 67.352 bil. (USD 897.574 mil.). The average cost of an FPP pack in the public procurement segment of Moscow for nine months of 2023 was USD 24.09, whereas in the year-earlier period it was USD 25.21.

## SAINT PETERSBURG HOSPITAL MARKET: 2023 FIRST NINE MONTHS RESULTS

According to the results for nine months of 2023, the Budget Audit of Finished Pharma Products (FFP) in the Russian Federation (without DLO and regional benefit), St. Petersburg public procurement segment showed negative growth rates (-28%) in physical terms, and its volume amounted to 16.607 mil. packs for three months of 2023. In value terms, purchase volumes decreased both in roubles equivalent (-9%) and in dollars equivalent (-16%). At the same time, the volume of the segment achieved RUB 24.435 bil. (USD 323.796 mil.) at wholesale prices. Based on the results for January-September of 2023, the average cost of an OTC pack in the city hospitals was USD 19.50, whereas in the year-earlier period its cost was USD 16.72.

**Figure 1. St. Petersburg public procurement segment for 9 months 2022 – 9 months 2023***




Based on the results for nine months of 2023, most of the Top 10 manufacturers ranking in the public procurement segment of St. Petersburg showed positive growth rates amid the regional market decline (Table 1). Among them were the leaders of the Top 10 ROCHE (+23%) and NOVARTIS (+67%). Four newcomers broke into the ranks of the bottom part of the Top 10 ranking. MICROGEN (2.6-fold growth), SANOFI (+15%), PTC THERAPEUTICS (3.1-fold growth) and ASTRAZENECA (+5%) moved up to ranks six and three bottom ranks. JOHNSON & JOHNSON (+4%) moved three ranks up, coming in at number seven. Three manufacturers reduced their purchase volumes, and two of them also fell in the ranks. BIOCAD (-6%) and NYCOMED/TAKEDA (-39%) moved down to ranks three and four, respectively. BRISTOL MYERS (-2%) held its previous rank five. The total share of the top 10 manufacturers increased from 26% to 32.9%.

**Table 1. The Top 10 manufacturers by public segment volume**

| Rank in the Top 10 | | Manufacturer* | Share in total public segment, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 3 | **ROCHE** | 6.0 | 4.4 |
| 2 | 4 | **NOVARTIS** | 5.7 | 3.1 |
| 3 | 2 | BIOCAD | 4.8 | 4.6 |
| 4 | 1 | **MSD** | 3.3 | 4.9 |
| 5 | 5 | BRISTOL MYERS SQU | 2.8 | 2.6 |
| 6 | 19 | MICROGEN | 2.6 | 0.9 |
| 7 | 10 | **JOHNSON & JOHNSON** | 2.1 | 1.8 |
| 8 | 13 | **SANOFI** | 1.9 | 1.5 |
| 9 | 28 | PTC THERAPEUTICS | 1.8 | 0.5 |
| 10 | 12 | **ASTRAZENECA** | 1.8 | 1.6 |
| Total | | | 32.9 | 26.0 |

*AIPM members are in bold

The leader of the Top 10 brands ranking also changed: ZOLGENSMA moved up to rank one from two, increasing its purchases by 2 times (Table 2). One of three newcomers, SOVIGRIPP (3-fold growth in purchases), was ranked second. TRANSLARNA (3.1-fold growth) and PEMBRORIA, which entered the Top 10 for the first time, moved up to ranks four and five, respectively. They were followed by EVRYSDI (+34%), which also showed high growth rates and made advances. In this connection, it displaced the less dynamic NUROFEN (+8%) one rank down. The brands OPDIVO (-3%), KADCYLA (+18%) and STRENSIG (+11%) held their previous ranks three, eight and nine, respectively. The former leader KEYTRUDA (-63%) rounded out the Top 10 ranking. All in all, the Top 10 brands accumulated 18.6% of the regional public procurement segment, whereas in the year-earlier period their share was 12.2%.

**Table 2. The Top 10 brands by public segment volume**

| Rank in the Top 10 | | Brand | Share in total public segment, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 2 | ZOLGENSMA | 4.5 | 2.0 |
| 2 | 18 | SOVIGRIPP | 2.0 | 0.6 |
| 3 | 3 | OPDIVO | 2.0 | 2.0 |
| 4 | 20 | TRANSLARNA | 1.8 | 0.5 |
| 5 | N/A | PEMBRORIA | 1.6 | N/A |
| 6 | 7 | EVRYSDI | 1.5 | 1.0 |
| 7 | 6 | PERJETA | 1.4 | 1.1 |
| 8 | 8 | KADCYLA | 1.3 | 1.0 |
| 9 | 9 | STRENSIG | 1.2 | 1.0 |
| 10 | 1 | KEYTRUDA | 1.2 | 2.9 |
| Total | | | 18.6 | 12.2 |

Following the respective brands, ONASEMNOGENE ABEPARVOVEC (2-fold growth in purchases) and VACCINE, INFLUENZA (3-fold growth) moved up to the first positions in the Top 10 INNs and group names ranking (Table 3). The last year leader PEMBROLIZUMAB (-13%) and NIVOLUMAB (-7%) placed on rank three, in contrast, showed negative growth rates and moved down to ranks three and four, respectively. The remaining INNs of the Top 10 ranking expended their market share amid the outstripping positive growth rates. The most dynamic of them, ATALUREN (3.1-fold growth), RISDIPLAM (+34%) and RALTEGRAVIR (+20%), moved up to the higher positions five, six and ten. At the same time, they displaced PERTUZUMAB (+8%) two ranks down, to number seven. TRASTUZUMAB EMTANSINE (+18%) and ASFOTASE ALFA (+11%) as before held their previous ranks eighth and nine. Based on the results for nine months, a share accumulated by the Top 10 INNs and group names increased by 1.5 times, from 13.4% to 20.7%.

**Table 3. The Top 10 INNs and group names by public segment volume**

| Rank in the Top 10 | | INN/Group name | Share in total public segment, % | |
|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 2 | ONASEMNOGENE ABEPARVOVEC | 4.5 | 2.0 |
| 2 | 12 | VACCINE, INFLUENZA | 2.9 | 0.9 |
| 3 | 1 | PEMBROLIZUMAB | 2.8 | 2.9 |
| 4 | 3 | NIVOLUMAB | 2.0 | 2.0 |
| 5 | 22 | ATALUREN | 1.8 | 0.5 |
| 6 | 7 | RISDIPLAM | 1.5 | 1.0 |
| 7 | 5 | PERTUZUMAB | 1.4 | 1.1 |
| 8 | 8 | TRASTUZUMAB EMTANSINE | 1.3 | 1.0 |
| 9 | 9 | ASFOTASE ALFA | 1.2 | 1.0 |
| 10 | 11 | RALTEGRAVIR | 1.2 | 0.9 |
| Total | | | 20.7 | 13.4 |

The leader of the Top 10 ATC groups did not change: L01 Antineoplastic agents (+12%) held and reinforced their previous rank number one (Table 4). M09 Other drugs for disorders of the musculo-skeletal system moved up to rank two, increasing their purchases by two times. The groups J07 Vaccines (+74%), B05 Blood substitutes and perfusion solutions (+20%) and A16 Other alimentary tract and metabolism products (+15%) also showed high growth rates and made advances, moving up to ranks four, six and eight, respectively. At the same time, the first of them pushed J01 Antibacterials for systemic use (+14%) one rank down despite the pronounced positive growth rates. The less dynamic newcomer V08 Contrast agents (+5%) broke into the Top 10 ranking, moving one rank up, to number ten. Groups J05 Antivirals for systemic use (-55%), L04 Immunosuppressants (-34%) and B01 Antithrombotic agents (-50%) showed a pronounced decrease in purchase volumes and moved down to ranks three, seven and nine, respectively. In total, the Top 10 ATC groups accounted for 56.8% of the regional market, whereas in the year-earlier period — 50.9%.

**Table 4. The Top 10 ATC groups by public procurement segment**

| Rank in the Top 10 | | ATC code | ATC group | Share in total public segment, % | |
|---|---|---|---|---|---|
| 9 mon. 2023 | 9 mon. 2022 | | | 9 mon. 2023 | 9 mon. 2022 |
| 1 | 1 | L01 | ANTINEOPLASTIC AGENTS | 22.2 | 18.1 |
| 2 | 3 | M09 | OTHER DRUGS FOR DISORDERS OF THE MUSCULO-SKELETAL SYSTEM | 8.5 | 3.8 |
| 3 | 2 | J05 | ANTIVIRALS FOR SYSTEMIC USE | 5.9 | 11.9 |
| 4 | 5 | J07 | VACCINES | 5.9 | 3.1 |
| 5 | 4 | J01 | ANTIBACTERIALS FOR SYST USE | 4.1 | 3.2 |
| 6 | 8 | B05 | BLOOD SUBSTITUTES AND PERFUSION SOLUTIONS | 3.2 | 2.4 |
| 7 | 6 | L04 | IMMUNOSUPPRESSANTS | 2.1 | 2.9 |
| 8 | 9 | A16 | OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS | 1.8 | 1.4 |
| 9 | 7 | B01 | ANTITHROMBOTIC AGENTS | 1.5 | 2.8 |
| 10 | 11 | V08 | CONTRAST MEDIA | 1.5 | 1.3 |
| Total | | | | 56.8 | 50.9 |

**Conclusion**. At the end of January-September 2023, the St. Petersburg public procurement segment decreased by 9% in terms of roubles and by 16% in terms of dollars. Its volume was equal to RUB 24.435 bil. (USD 323.796 mil.). In pack terms, the market reduced by 28%, and its volume amounted to 16.607 mil. packs. The average cost of FPP pack in the public procurement segment of the city for nine months of 2023 was higher than one in the year-earlier period (USD 19.50 vs. USD 16.72).

* Here and elsewhere IQVIA's data are used