



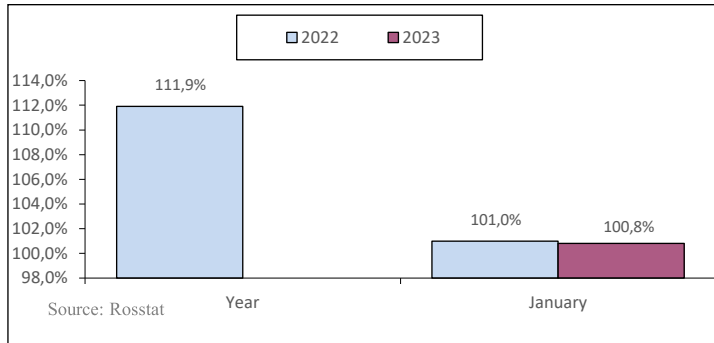
## MACROECONOMIC INDICES

### Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.8% in January 2023 compared to the previous month, 111.8% as compared to January 2022.

In January 2023, Industrial Producer Price Index was 99.1% as compared to the previous month, in the month-earlier period it had amounted to 99.2%. The index accounted for 95.4% as compared to January 2022.

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



### Living standard

In December 2022, a gross monthly average wage of corporate employees reached RUB 88468 (USD 1353.96). It accounted for 112.6% compared to December of 2021, and 140.1% compared to the previous period. In December 2022, the real gross wage accounted for 100.6% as compared to December of 2021, and 139.0% against the prior period.

According to estimates<sup>1</sup>, real disposable cash incomes decreased by 99.0% in 2022 as compared to 2021 (Fig. 2).

### Retail turnover

In January 2023, the retail turnover was equal to RUB 3372.7 bil. or 93.4% (in comparable prices) against the respective period of the previous year (Fig. 2).

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



\* January-December 2022 vs. January-December 2021.

### Industrial Production

According to Federal State Statistics Service's data, Industrial Production Index accounted for 97.6% in January 2023 as compared to the same period in the previous year, and 80.6% as compared to December 2022.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in January 2023 accounted for 93.8% compared to the relevant period of 2022, and 85.5% as compared to January 2022.

### 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 January 2023.

**Table 1. The top ten Russian chemical and pharmaceutical manufacturers by sales volume in January 2023.**

Rank	Manufacturer	RUB mil.
1	Biocad	3163.4
2	Stada	2750.6
3	Otcpharm	2650.6
4	Binnopharm	2473.5
5	Pharmstandart	2002.7
6	Pharmasyntez	1853.5
7	Servier	1738.1
8	Grotex	1658.6
9	Vertex	1616.3
10	Generium	1601.2

Source: IQVIA

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In December 2022 compared to November 2022, growth in sales (in terms of roubles) was observed in all regions. The most pronounced growth in sales was observed in St. Petersburg (+37%), the least one in Krasnodar Krai (+3%).

**Table 2. Pharmacy sales in the regions, 2022**

Region	Pharmacy sales, \$ mil. (Wholesale prices)			Growth gain, % (roubles)		
	October 2022	November 2022	December 2022	October/September 22	November/October 22	December/November 22
Moscow	237.3	264.4	301.1	-7%	11%	23%
St. Petersburg	100.1	105.3	133.1	-15%	4%	37%
Krasnodar Krai	68.0	77.4	74.2	-15%	13%	4%
Krasnoyarsk Krai	34.4	34.7	43.4	-6%	0.2%	35%
Tatarstan	35.1	37.2	40.9	-9%	5%	19%
Rostov Region	39.7	40.9	47.9	-8%	2%	27%
Novosibirsk Region	33.5	33.7	42.2	-11%	-0.2%	36%
Voronezh Region	24.9	27.6	32.3	-14%	10%	27%
Perm	11.6	10.7	12.4	1%	-8%	25%
Tyumen	13.1	12.7	15.6	-7%	-4%	33%

### 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 January 2023**

Rank	Company*	Amount of broadcasts
1	Binnopharm Group	11,550
2	Materia Medica	8,343
3	Otcpharm	7,358
4	Petrovax	6,891
5	Renewal Production Pharma Company	6,451

Source - Remedium according to Mediascope's data

**Table 4. Top five trade names in mass media in January 2023**

Rank	Brand*	Amount of broadcasts
1	Renewal	6,451
2	Trekrezan	3,261
3	Septolete	3,258
4	Evalar	3,139
5	Nalgezin	2,821

Source - Remedium according to Mediascope's data

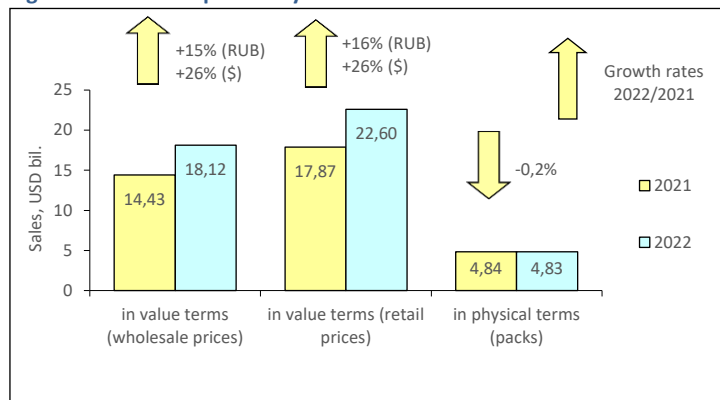
\* Only drugs registered with the National Medicine Register were considered.

<sup>1</sup> 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.

## RUSSIAN PHARMACY FPP DRUG MARKET: 2022 RESULTS

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, in 2022 the national pharmacies sold 4,831 bil. drug packs, moreover the market volume in physical terms didn't virtually change (-0,2%) relative to 2021. In value terms, the market potential by the end of the year increased by 15% in rouble terms and by 26% in dollar terms and its volume amounted to RUB 1224.2 bil. (USD 18.117 bil.) in wholesale prices (Fig. 1). The average cost of an OTC pack at retail prices proved to be higher than the previous year figure: USD 4.68 in 2022 vs USD 3.69 in 2021. Consumer spending for drugs in Russia averaged to USD 155.29 for 12 months of 2022, whereas during the same period a year ago it averaged to USD 122.26.

Figure 1. All-Russia pharmacy market in 2021 – 2022\*



Based on the results for 2022, BAYER (+4%<sup>2</sup>) held leading positions on the Russian retail market, though its market share reduced due to lagging behind the growth rates (Table 1). STADA (+21%), the most dynamic among the top manufacturers company, was ranked second in the ranking. It displaced the less dynamic OTCPHARM (+5%) from this position one rank down. The markets of another three manufacturers developed at outstripping rates. SERVIER and KRKA, which showed 17% growth in sales, moved up to ranks four and eight, and GLAXOSMITHKLINE (+15%) moved up to rank nine from ten. It was followed by the only newcomer of the top ten BERLIN-CHEMIE/MENARINI (+5%). SANOFI (+1%) and TEVA (+6%), which showed low growth rates, lost one rank each and moved down to ranks five and six, respectively. ABBOTT (+10%) held its previous rank seven. The total share of the top ten manufactures reduced by 1.5 p.p. compared to 2021 and accounted for 29.8%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2022	2021		2022	2021
1	1	<b>BAYER</b>	4.1	4.6
2	3	<b>STADA</b>	3.6	3.4
3	2	OTCPHARM	3.4	3.7
4	6	<b>SERVIER</b>	2.9	2.9
5	4	<b>SANOFI</b>	2.9	3.3
6	5	<b>TEVA</b>	2.7	2.9
7	7	<b>ABBOTT</b>	2.7	2.8
8	9	<b>KRKA</b>	2.6	2.6
9	10	<b>GLAXOSMITHKLINE</b>	2.5	2.5
10	11	<b>BERLIN-CHEMIE/MENARINI</b>	2.3	2.5
Total			29.8	31.3

\*AIPM members are in bold

In the top ten brands ranking XARELTO (-9%), ARBIDOL and ELIQUIS (-5% each), as well as DETRALEX (+13%) continued to demonstrate the largest sales. 2). They held the first four leading positions in the top ten ranking despite the reduction in sales in three of them. MEXIDOL (+7%) also held its previous rank nine, whereas the other brands changed their positions. INGAVIRIN (+17%) moved up to rank five from six, whereas the newcomers THERAFLU (+38%) and PENTALGIN (15%) broke into the top ten ranking, coming in at numbers seven and ten. At the same time, NUROFEN (+8%) and HEPTRAL (-1%) lost one rank each and moved down to ranks six and eight, respectively. The total share of the top 10 brands decreased from 7.9% to 7.1%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2022	2021		2022	2021
1	1	XARELTO	1.1	1.4
2	2	ARBIDOL	1.0	1.2
3	3	ELIQUIS	0.9	1.2
4	4	DETRALEX	0.7	0.7
5	6	INGAVIRIN	0.6	0.6
6	5	NUROFEN	0.6	0.7
7	12	THERAFLU	0.6	0.5
8	7	HEPTRAL	0.5	0.6
9	9	MEXIDOL	0.5	0.6

\* Here and elsewhere IQVIA's data are used

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2022	2021		2022	2021
10	11	PENTALGIN	0.5	0.5
Total			7.1	7.9

XYLOMETAZOLINE, which sales increased by 21%, moved up to rank number one in the top 10 INNs and grouping names ranking (Table 3). UMIFENOVIR (-0.6%), which showed almost zero growth rates, held its previous rank two, whereas the former leader RIVAROXABAN reduced its sales by 9% based on the results for 2022 and was only ranked third. INN APIXABAN (-5%) also showed reduction in sales, which resulted in the loss of three points. In contrast, DIOSMIN\*HESPERIDIN (+19%), IBUPROFEN (+20%) and NIMESULIDE (+26%) showed a growth in sales and improvement of rating positions, moving up to ranks four through six, respectively. PANCREATIN (+8%), BISOPROLOL (+6%) and ROSUVASTATIN (+18%) that held their own in the ranking, rounded out the top ten ranking. The total share of the top-10 INN and generic names decreased by 0.5 p.p. to 10.2%.

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

Rank in the top ten		INN/Grouping name	Share in total public procurement segment, %	
2022	2021		2022	2021
1	3	XYLOMETAZOLINE	1.4	1.4
2	2	UMIFENOVIR	1.2	1.4
3	1	RIVAROXABAN	1.1	1.4
4	5	DIOSMIN*HESPERIDIN	1.1	1.0
5	6	IBUPROFEN	1.0	1.0
6	7	NIMESULIDE	1.0	0.9
7	4	APIXABAN	0.9	1.2
8	8	PANCREATIN	0.8	0.9
9	9	BISOPROLOL	0.8	0.9
10	10	ROSUVASTATIN	0.8	0.8
Total			10.2	10.7

M01 Anti-inflammatory and antirheumatic products (+21%) became the best-selling group in the retail market based on the results for the year (Table 4). It took the lead in the top ten ATC groups ranking, displacing C09 Agents acting on the rennin-angiotensin system (+18%) to rank two. The same shifts took place in lower part of the top ten. J05 Antivirals for systemic use (+11%), G03 Sex hormones (+25%), R05 Cough and cold preparations (+20%) and N06 Psychoanaleptics (+19%) moved one rank up, coming in at numbers three, five, eight and nine, respectively. At the same time, they displaced the groups B01 Antithrombotic agents (-5%) and R01 Nasal preparations (+23%) one rank down to numbers four and six, whereas J01 Antibacterials for systemic use (-4%) lost two ranks each. N02 Analgesics (+24%) held their previous rank seven. In total, the top ten ATC groups accumulated 35.8%, whereas in the year-earlier period — 36.0%.

Table 4. The top ten ATC groups by pharmacy sales

Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
2022	2021			2022	2021
1	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.8	4.6
2	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.8	4.7
3	4	J05	ANTIVIRALS FOR SYSTEMIC USE	3.9	4.0
4	3	B01	ANTITHROMBOTIC AGENTS	3.7	4.5
5	6	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.5	3.2
6	5	R01	NASAL PREPARATIONS	3.4	3.2
7	7	N02	ANALGESICS	3.4	3.2
8	9	R05	COUGH AND COLD PREPARATIONS	2.9	2.8
9	10	N06	PSYCHOANALEPTICS	2.7	2.7
10	8	J01	ANTIBACTERIALS FOR SYST USE	2.6	3.1
Total				35.8	36.0

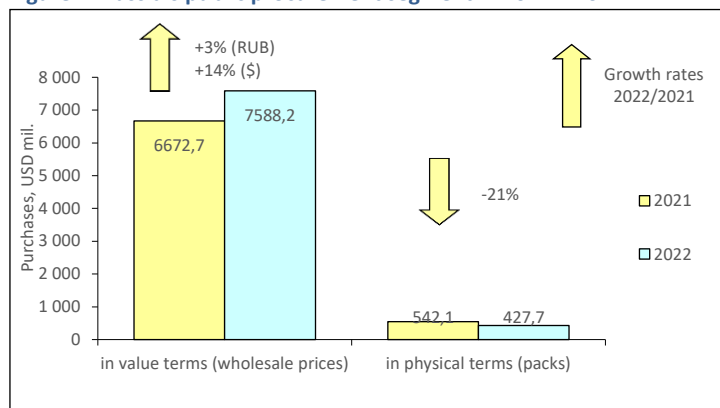
**Conclusion.** In 2022, the retail pharmacy market of the country stood at RUB 1526.7 bil. (USD 22.603 bil.). As compared with 2022, the growth rates were positive both in terms of roubles (+16%), and in terms of dollars (+26%). In pack terms, the market showed close to zero growth rates (-0.2%) as compared to the previous year and amounted to 4.831 bil. packs. In 2022, the average cost of an FPP pack in the national pharmacies was USD 4.68, whereas in the year-earlier period it was USD 3.69. The average expenses of the Russian Federation residents for purchase of drugs in the pharmacies in 2022 increased as compared to 2021 (USD 155.29 vs. USD 122.26).

<sup>2</sup>Hereinafter, unless otherwise stated, growth gains are stated in the rouble equivalent or national currency.

## RUSSIAN FEDERATION HOSPITAL MARKET: 2022 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)<sup>TM</sup>, in 2022 the public procurement segment of the country in physical terms reduced by 21% as compared to the previous year and amounted to 427.697 mil. packs. In value terms, the market expanded by 3% in terms of roubles and 14% - in terms of dollars and reached RUB 506.593 bil. (USD 7.588 bil.) at wholesale prices. Based on the results for 2022, the average cost of an FPP pack in the hospital segment of the Russian Federation was USD 17.74, whereas in the year-earlier period its cost was USD 12.31.

**Figure 1. Russia's public procurement segment in 2021 – 2022\***



Based on the results for 2022, most manufacturers from the top ten ranking in the public procurement segment showed negative growth rates (Table 1). At the same time, BIOCAD that saw an 11% decrease in purchases moved down from rank one to three. BRISTOL MYERS (-10%), PHARMASYNTEZ (-15%), JOHNSON & JOHNSON (-37%), R-PHARM and PFIZER (-33% each) also moved down to ranks six through ten, respectively. Four manufacturers show positive growth rates based on the results for the year. Due to 44% growth in supplies, MSD and NOVARTIS moved up to ranks one and four, respectively. ASTRAZENECA that showed even more pronounced growth rates (2.4-fold growth in purchases) moved from rank 15 to five, becoming the only newcomer of the top ten ranking. ROCHE (+11%) held and reinforced its previous rank two. In total, the top ten manufacturers accounted for 46.8% of the public procurement segment, which was 1 p.p. less than the year-earlier period figure.

**Table 1. The top 10 manufacturers by public procurement segment volume**

Rank in the top ten		Manufacturer*	Share in total public procurement segment, %	
2022	2021		2022	2021
1	3	<b>MSD</b>	8.0	5.7
2	2	<b>ROCHE</b>	7.7	7.1
3	1	BIOCAD	6.2	7.2
4	9	<b>NOVARTIS</b>	4.6	3.3
5	15	<b>ASTRAZENECA</b>	4.2	1.8
6	5	BRISTOL MYERS SQU	3.9	4.5
7	6	PHARMASYNTEZ	3.6	4.4
8	4	JOHNSON & JOHNSON	3.2	5.2
9	7	R-PHARM	2.8	4.3
10	8	PFIZER	2.7	4.2
Total			46.8	47.8

\*AIPM members are in bold

KEYTRUDA (+47%) and OPDIVO (-11%) remained the most in-demand brands on the national hospital market (Table 2). At the same time, if the former reinforced its positions due to high supplies gain, the latter showed negative growth rates. On top of that, AVEGRA (+5%) also held its previous rank six. The newcomer ZOLGENSMA (+60%) that broke into the top ten ranking, as well as PERJETA (+24%) and TIVICAY (+23%) that improved their positions by four points, moved up to ranks three through five, respectively. EVRYSIDI (+17%) and KADCYLA (+16%), which rounded out the top ten, moved one rank up. Note that the latter became another newcomer of the top ten. The third newcomer, EVUSHELD, moved up to rank eight. ILSIRA (-41%) that showed pronounced negative growth rates moved down from rank four to seven. The total share of the top 10 brands in the public segment expanded from 19.3% to 22.5%.

**Table 2. The top 10 brands by public procurement segment volume**

Rank in the top ten		Brand	Share in total public procurement segment, %	
2022	2021		2022	2021
1	1	KEYTRUDA	5.2	3.6
2	2	OPDIVO	3.1	3.6
3	16	ZOLGENSMA	2.0	1.3
4	8	PERJETA	1.9	1.6
5	9	TIVICAY	1.8	1.5
6	6	AVEGRA BIOCAD	1.8	1.8
7	4	ILSIRA	1.7	3.0

\* Here and elsewhere IQVIA's data are used

Rank in the top ten		Brand	Share in total public procurement segment, %	
2022	2021		2022	2021
8	N/A	EVUSHELD	1.7	N/A
9	10	EVRYSIDI	1.6	1.5
10	11	KADCYLA	1.6	1.5
Total			22.5	19.3

In contrast to the above rankings, the top ten INNs and grouping names ranking changed its leader (Table 3). FAVIPIRAVIR that had previously headed the top ten ranking decreased its purchases by 51% and moved down to rank four. At the same time, PEMBROLIZUMAB (+47%) and NIVOLUMAB (-11%) moved up one rank, to numbers one and two, and BEVACIZUMAB (+23%) moved up to rank three from eight. The newcomers MOLNUPIRAVIR, ONASEMNOGENE ABEPARVOVEC (+60%) and DOLUTEGRAVIR (+23%) also demonstrated high positive growth rates, coming in at numbers five, six and nine. PERTUZUMAB (+24%) also showed rating progress, moving up to rank eight from ten. In contrast, VACCINE, INFLUENZA (-32%) and LEVILIMAB (-41%) showed negative growth rates and fell in the ranks, moving down to ranks seven and ten. The total share accumulated by the top-ten INNs and grouping names accounted for 24.2%, whereas in the year-earlier period it was 24.0%.

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

Rank in the top ten		INN/Grouping name	Share in total public procurement segment, %	
2022	2021		2022	2021
1	2	PEMBROLIZUMAB	5.2	3.6
2	3	NIVOLUMAB	3.1	3.6
3	8	BEVACIZUMAB	2.2	1.9
4	1	FAVIPIRAVIR	2.2	4.5
5	N/A	MOLNUPIRAVIR	2.1	N/A
6	17	ONASEMNOGENE ABEPARVOVEC	2.0	1.3
7	6	VACCINE, INFLUENZA	2.0	3.0
8	10	PERTUZUMAB	1.9	1.6
9	11	DOLUTEGRAVIR	1.8	1.5
10	5	LEVILIMAB	1.7	3.0
Total			24.2	24.0

The top 10 ATC groups ranking remained stable in composition (Table 4). The top ten ranking did not change its leaders either: L01 Antineoplastic agents (+21%) and J05 Antivirals for systemic use (+12%) continued to hold the first two ranks. The remaining ATC groups changed their positions, moreover four groups demonstrated rating progress. For example, J07 Vaccines (-16%) and M09 Other drugs for disorders of the musculoskeletal system (-8%) moved up to ranks three and four, and J01 Antibacterials for systemic use (-20%) and J06 Immune sera and immunoglobulins (+91%) moved up to ranks six and eight from the lower ones. In addition, the latter moved one rank down, despite the positive growth rates of B05 Blood substitutes and perfusion solutions (+8%) and L02 Endocrine therapy (+13%). L04 Immunosuppressants (-45%) and B01 Antithrombotic agents (-38%) that showed negative growth rates lost two ranks each. In total, the top ten ATC groups accumulated 80.8% of purchases in the public procurement segment, 84.0% in the year-earlier period.

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

Rank in the top ten		ATC code	ATC group	Share in total public procurement segment, %	
2022	2021			2022	2021
1	1	L01	ANTINEOPLASTIC AGENTS	31.5	26.9
2	2	J05	ANTIVIRALS FOR SYSTEMIC USE	16.1	14.9
3	4	J07	VACCINES	5.9	7.2
4	6	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET. SYST	5.7	6.4
5	3	L04	IMMUNOSUPPRESSANTS	5.0	9.5
6	7	J01	ANTIBACTERIALS FOR SYST USE	4.5	5.8
7	5	B01	ANTITHROMBOTIC AGENTS	4.3	7.2
8	10	J06	IMMUNE SERA & IMMUNO-GLOBULIN	2.8	1.5
9	8	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	2.8	2.6
10	9	L02	ENDOCRINE THERAPY	2.1	1.9
Total				80.8	84.0

**Conclusion.** Based on the results for twelve months of 2022, the public procurement segment of Russia expanded by 3% in rouble terms and by 14% in dollar terms, and stood at RUB 506.593 bil. (USD 7.588 bil.). In natural terms, the market based on the results for the year reduced by 21% and amounted to 427.697 mil. packs. The average cost of a finished pharma product (FPP) pack in the national public procurement segment in general for the year amounted to USD 17.74 vs. USD 12.31 in the year earlier period.

**PHARMACEUTICAL MARKET OF THE CENTRAL FEDERAL DISTRICT (CFD) IN 2022 KEY PERFORMANCE INDICATORS**

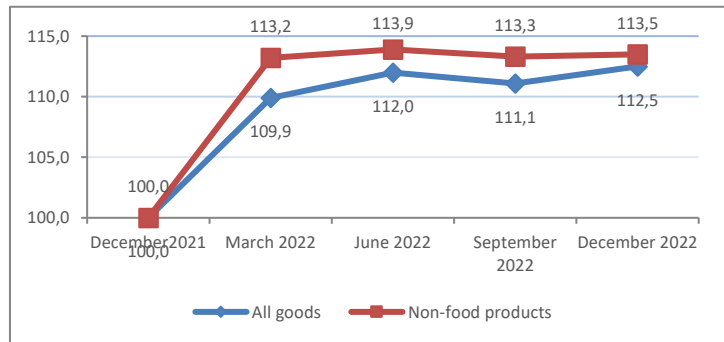
**Macroeconomic indices**

**Table 1: Recent statistical data on socio-economic situation in CFD**

Value	January-December 2022	January-December, as % of January-December 2021
Industrial production index		103.1
Retail turnover, RUB bil.	14,434.2	90.5
Monthly average accrued wage per worker (nominal), RUB	81,381	111.4
real		97.7

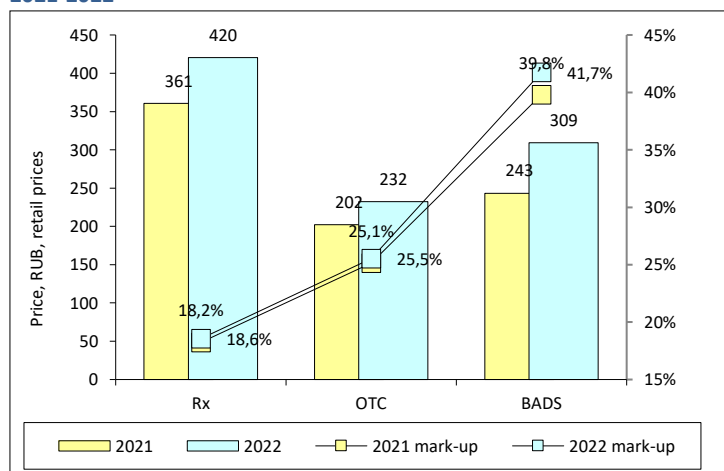
Note: CFD Territorial Body of Federal State Service data

**Figure 1. Movement of price index and non-foods price index vs December 2021**

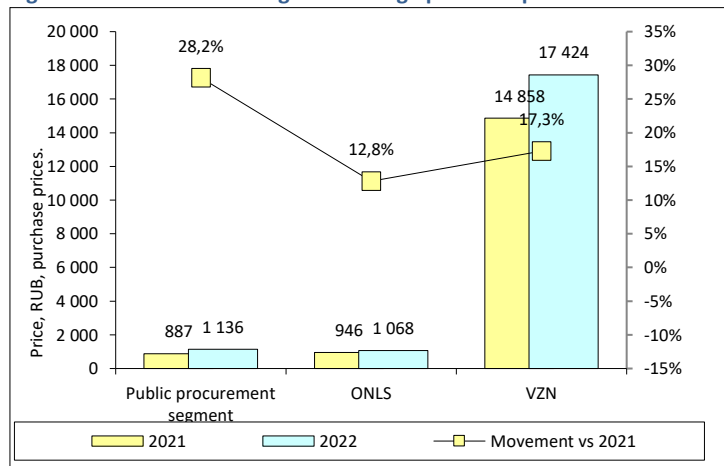


**Indicators of movement of prices and retail margins (according to IQVIA data)**

**Figure 1. Movement of weighted average prices and retail margins in 2021-2022\***

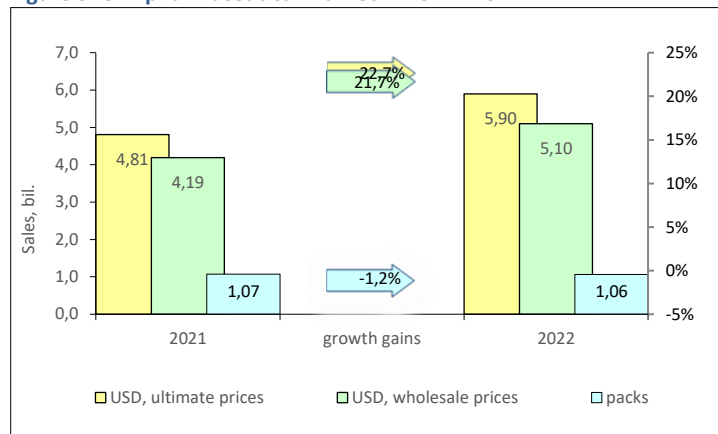


**Figure 2. Movement of weighted average purchase prices in 2021–2022**

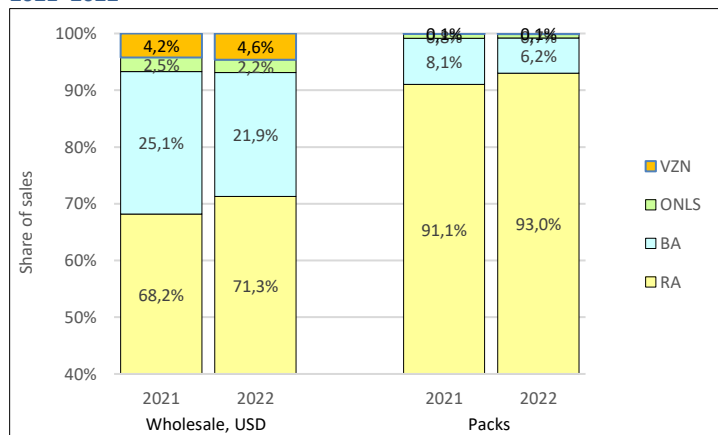


**Indicators of the market movement and profile<sup>3</sup> (according to IQVIA data)**

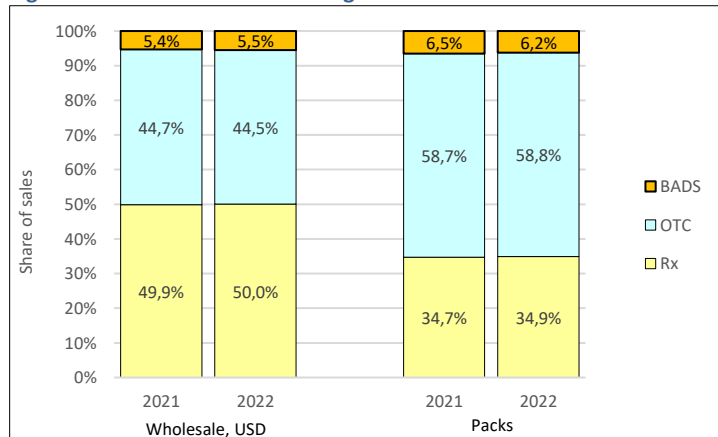
**Figure 3. CFD pharmaceutical market in 2021–2022**



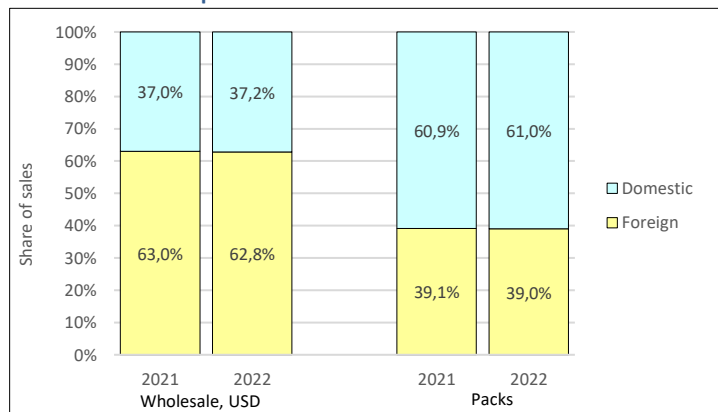
**Figure 4. Structure of CFD pharmaceutical market by major segments in 2021–2022**



**Figure 5. Structure of the retail segment of CFD market in 2021–2020**



**Figure 6. Movement of the Russian/foreign drugs share in the CFD pharmaceutical market pattern in 2021–2022**



\* Here and elsewhere IQVIA's data are used

<sup>3</sup> Exclusive of Moscow

**PHARMACEUTICAL MARKET OF THE NORTH-WESTERN FEDERAL DISTRICT (NWFD) IN 2022 KEY PERFORMANCE INDICATORS**

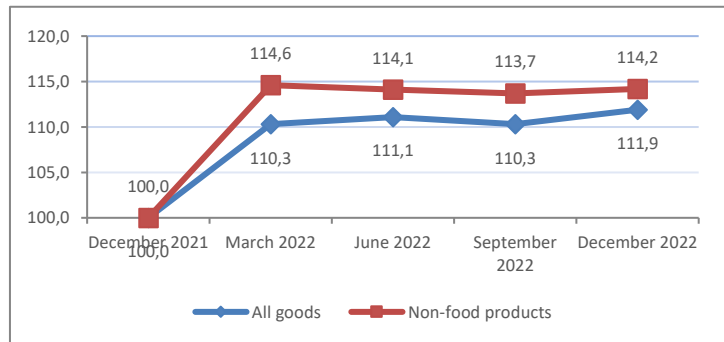
**Macroeconomic indices**

**Table 1: Recent statistical data on socio-economic situation in NWFD**

Value	January-December 2022	January-December, as % of January-December 2021
Industrial production index		99.1
Retail turnover, RUB bil.	4,302.4	91.8
Monthly average accrued wage per worker (nominal), RUB	71,213	112.3
real		98.8

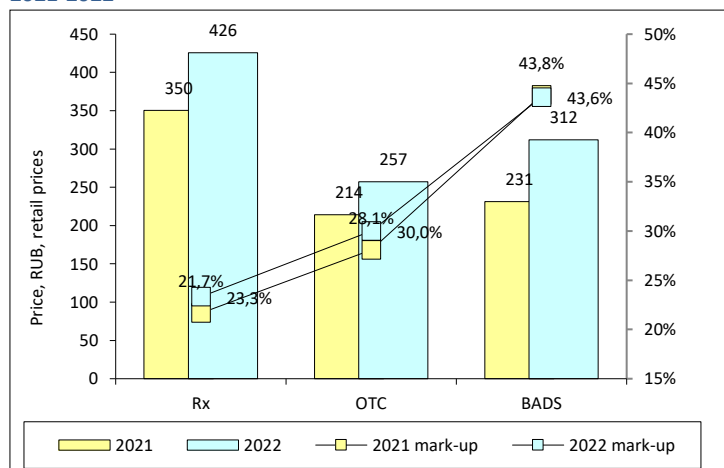
Note: NWFD Territorial Body of Federal State Service data

**Figure 1. Movement of price index and non-foods price index vs December 2021**

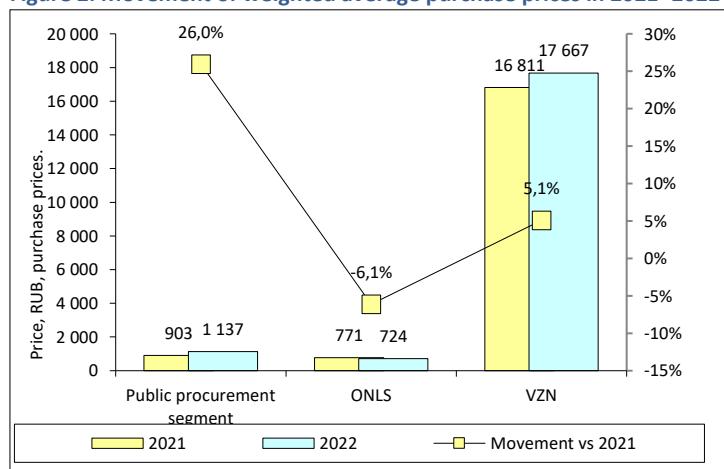


**Indicators of movement of prices and retail margins (according to IQVIA data)**

**Figure 1. Movement of weighted average prices and retail margins in 2021-2022\***

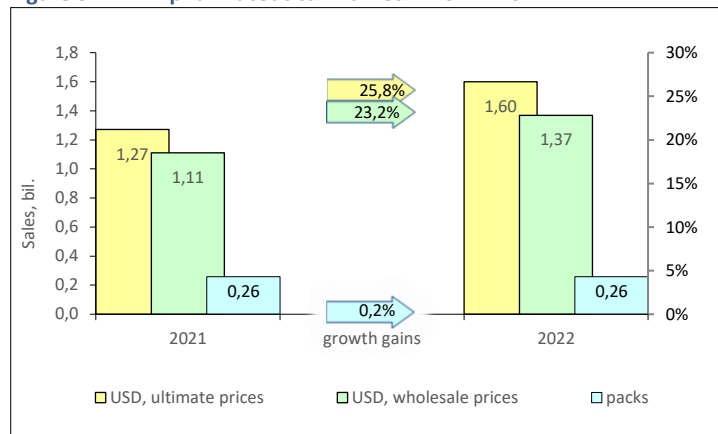


**Figure 2. Movement of weighted average purchase prices in 2021-2022**

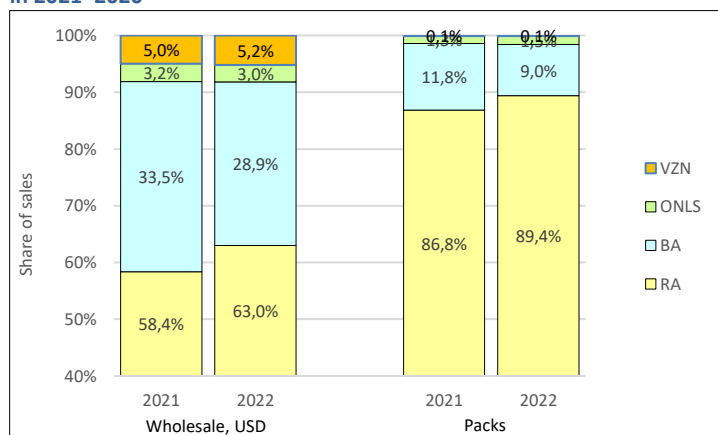


**Indicators of the market movement and profile<sup>4</sup> (according to IQVIA data)**

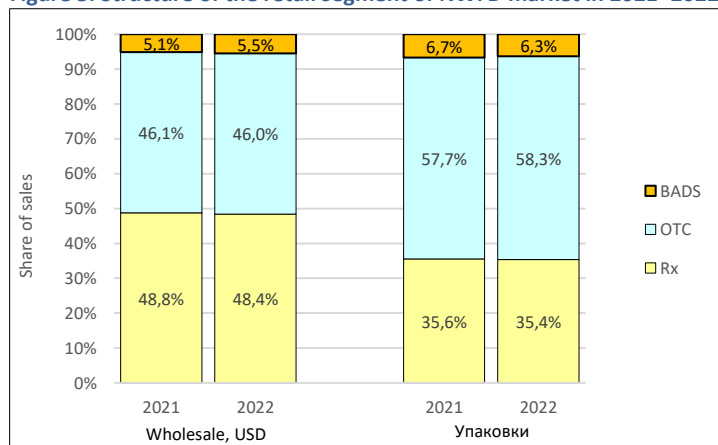
**Figure 3. NWFD pharmaceutical market in 2021-2022**



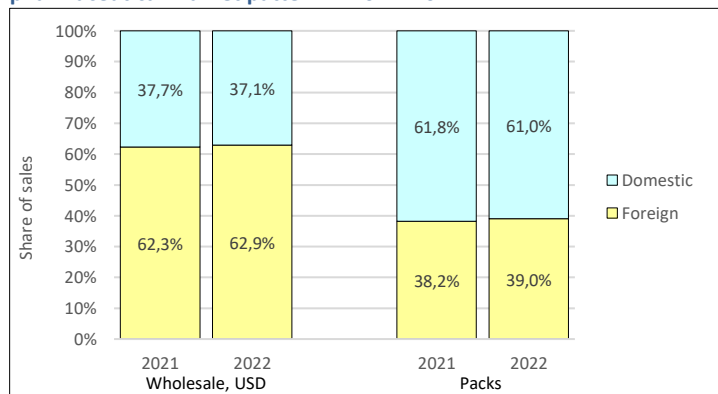
**Figure 4. Structure of NWFD pharmaceutical market by major segments in 2021-2020**



**Figure 5. Structure of the retail segment of NWFD market in 2021-2022**



**Figure 6. Movement of the Russian/foreign drugs share in the NWFD pharmaceutical market pattern in 2021-2022**



\* Here and elsewhere IQVIA's data are used

<sup>4</sup> Exclusive of St. Petersburg



**PHARMACEUTICAL MARKET OF THE VOLGA FEDERAL DISTRICT (VFD) IN 2022 KEY PERFORMANCE INDICATORS**

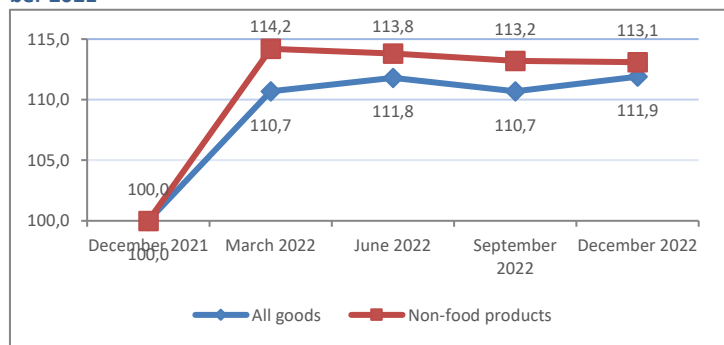
**Macroeconomic indices**

**Table 1: Latest statistical data on socio-economic situation in the VFD**

Value	January-December 2022	January-December, as % of January-December 2021
Industrial production index		100.4
Retail turnover, RUB bil.	7,304.4	95.4
Monthly average accrued wage per worker (nominal), RUB	46,483	113.6
real		99.5

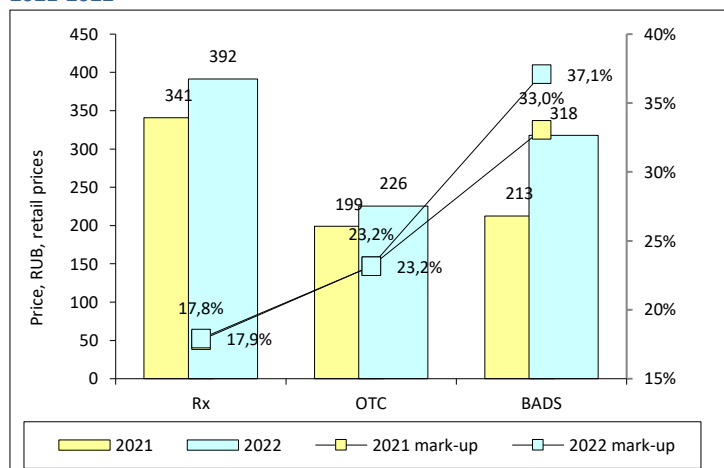
Note: VFD Territorial Body of Federal State Service data

**Figure 1. Movement of price index and non-foods price index vs December 2021**

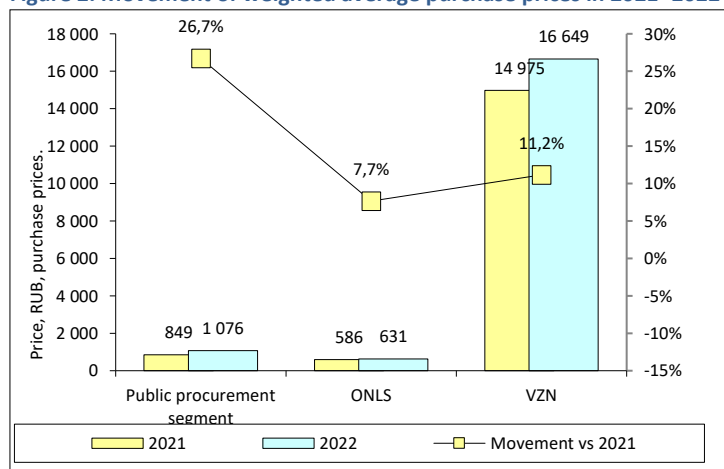


**Indicators of movement of prices and retail margins (according to IQVIA data)**

**Figure 1. Movement of weighted average prices and retail margins in 2021-2022\***

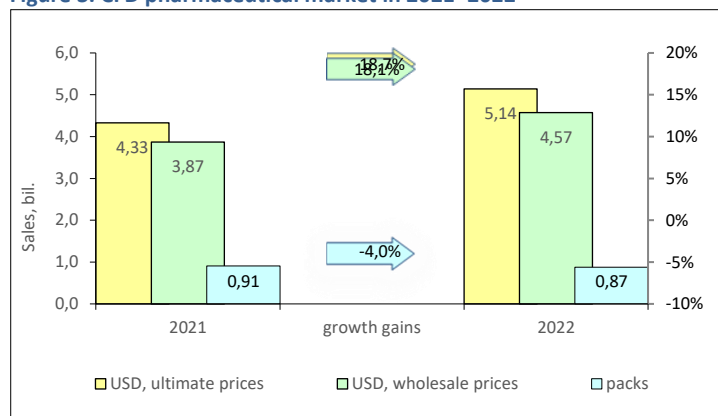


**Figure 2. Movement of weighted average purchase prices in 2021-2022**

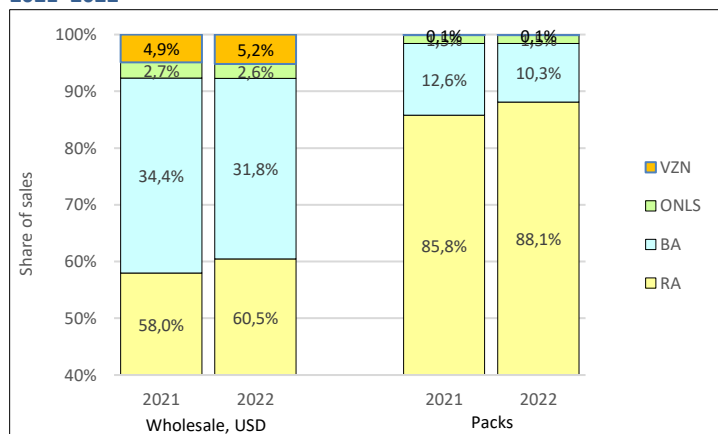


**Indicators of the market movement and profile (according to IQVIA data)**

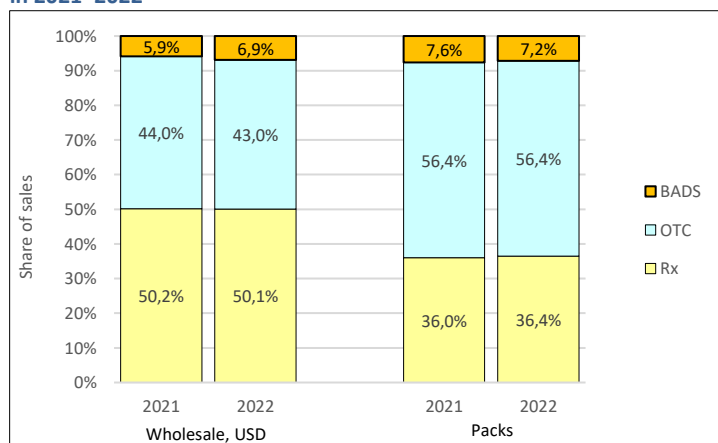
**Figure 3. CFD pharmaceutical market in 2021-2022**



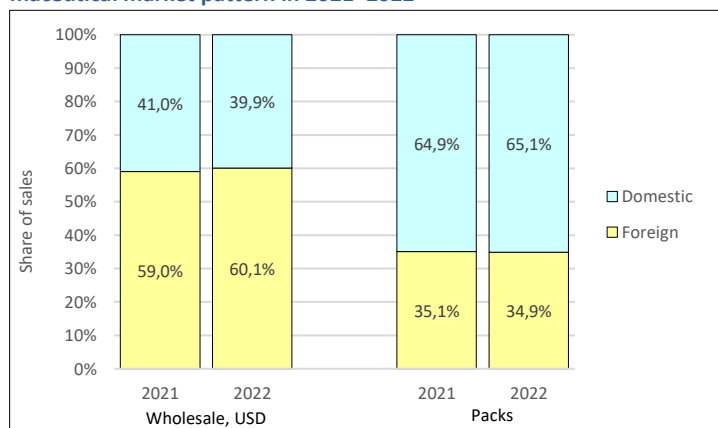
**Figure 4. Structure of VFD pharmaceutical market by major segments in 2021-2022**



**Figure 5. Structure of the retail segment of VFD pharmaceutical market in 2021-2022**



**Figure 6. Movement of the Russian/foreign drugs share in the VFD pharmaceutical market pattern in 2021-2022**



\* Here and elsewhere IQVIA's data are used

**PHARMACEUTICAL MARKET OF THE URAL FEDERAL DISTRICT (UFD) IN 2022 KEY PERFORMANCE INDICATORS**

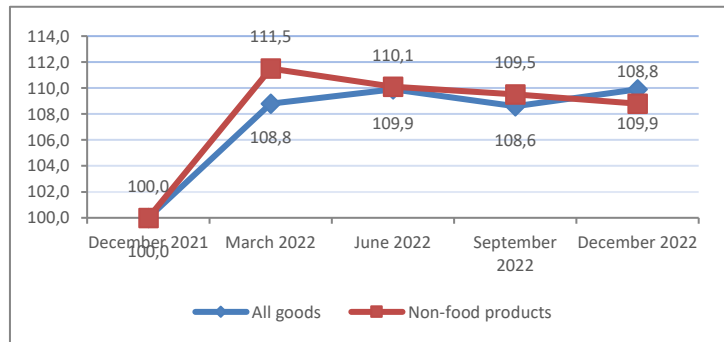
**Macroeconomic indices**

**Table 1: Recent statistical data on socio-economic situation in UrFD**

Value	January-December 2022	January-December, as % of January-December 2021
Industrial production index		99.4
Retail turnover, RUB bil.	3,335.3	93.9
Monthly average accrued wage per worker (nominal), RUB	67,977	113.6
real		101.9

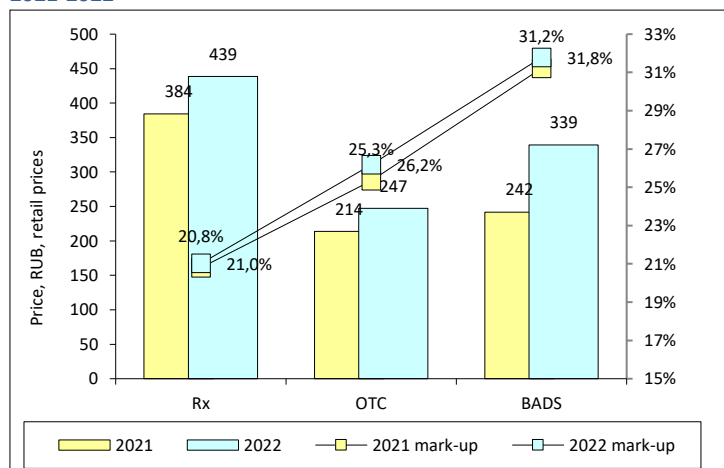
Note: UrFD VFD Territorial Body of Federal State Service data

**Figure 1. Movement of price index and non-foods price index vs December 2021**

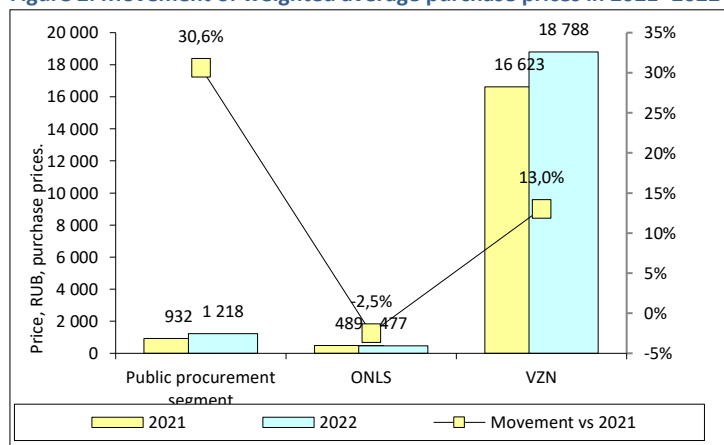


**Indicators of movement of prices and retail margins (according to IQVIA data)**

**Figure 1. Movement of weighted average prices and retail margins in 2021-2022\***

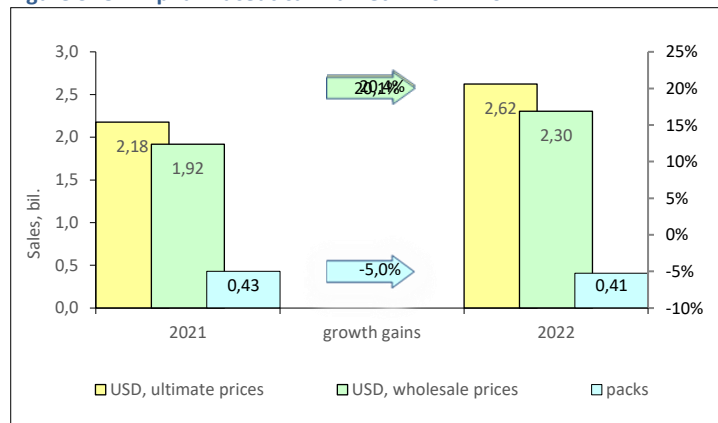


**Figure 2. Movement of weighted average purchase prices in 2021–2022**

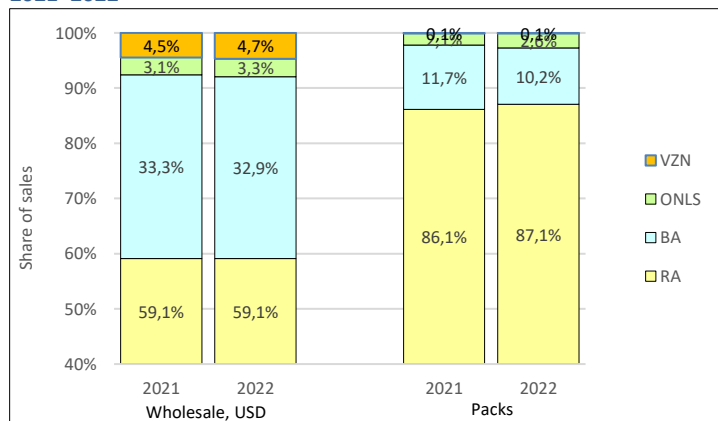


**Indicators of the market movement and profile (according to IQVIA data)**

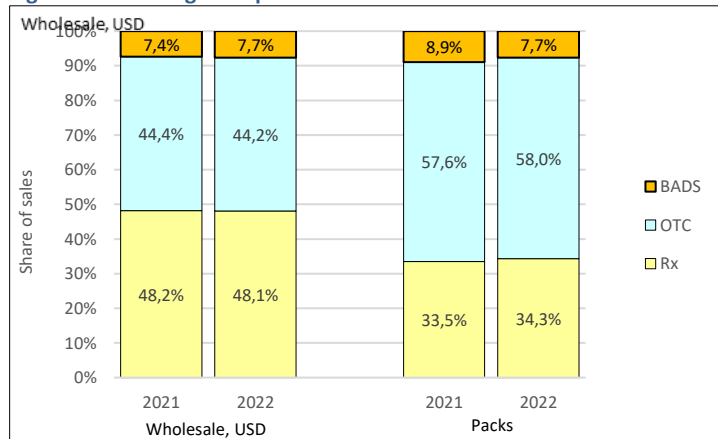
**Figure 3. UrFD pharmaceutical market in 2021–2022**



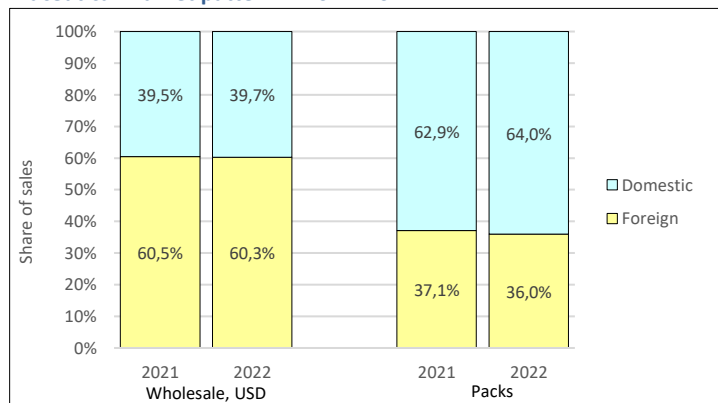
**Figure 4. Major segment pattern of the UrFD pharmaceutical market in 2021–2022**



**Figure 5. Retail segment pattern of the UrFD market in 2021–2022**



**Figure 6. Movement of the Russian/foreign drugs share in the VFD pharmaceutical market pattern in 2021–2022**



\* Here and elsewhere IQVIA's data are used

**PHARMACEUTICAL MARKET OF THE SIBIRIAN FEDERAL DISTRICT (SiFD) IN 2022 KEY PERFORMANCE INDICATORS**

**Macroeconomic indices**

**Table 1: Recent statistical data on socio-economic situation in SiFD**

Value	January-December 2022	January-December, as % of January-December 2021
Industrial production index		100.5
Retail turnover, RUB bil.	3,843.3	97.3
Monthly average accrued wage per worker (nominal), RUB	56,146	115.0
real		100.3

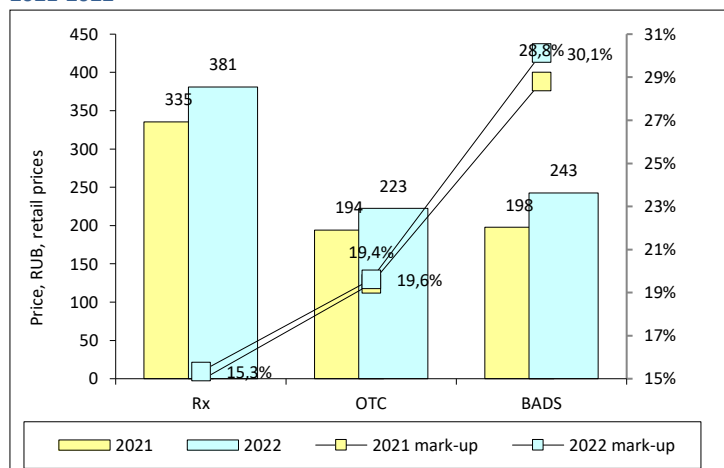
Note: SiFD Territorial Body of Federal State Service data

**Figure 1. Movement of the price index and non-foods price index vs December 2021**

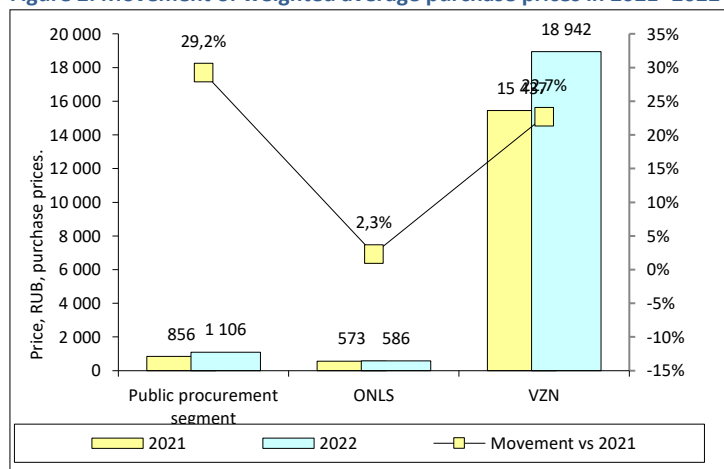


**Indicators of movement of prices and retail margins (according to IQVIA data)**

**Figure 1. Movement of weighted average prices and retail margins in 2021-2022\***

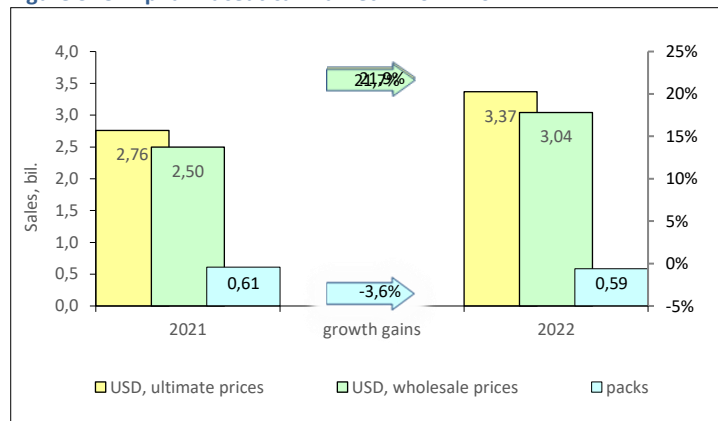


**Figure 2. Movement of weighted average purchase prices in 2021-2022**

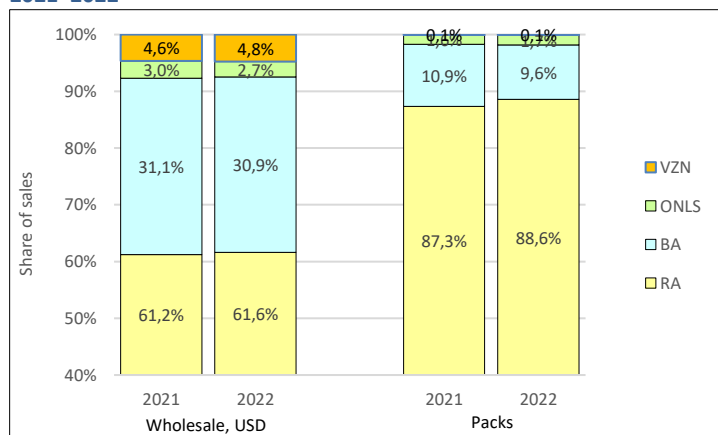


**Indicators of the market movement and profile (according to IQVIA data)**

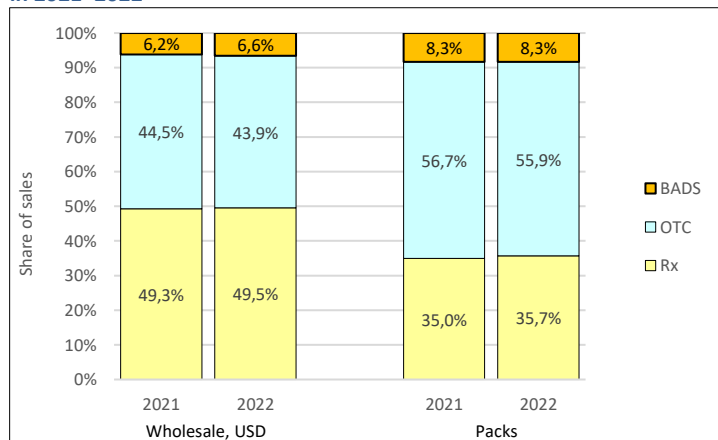
**Figure 3. CFD pharmaceutical market in 2021-2022**



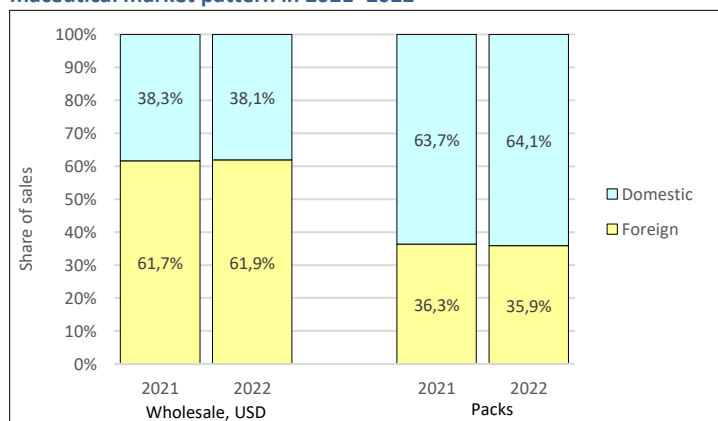
**Figure 4. Structure of SiFD pharmaceutical market by major segments in 2021-2022**



**Figure 5. Structure of the retail segment of SiFD pharmaceutical market in 2021-2022**



**Figure 6. Movement of the Russian/foreign drugs share in the SiFD pharmaceutical market pattern in 2021-2022**



\* Here and elsewhere IQVIA's data are used



**PHARMACEUTICAL MARKET OF THE SOUTHERN FEDERAL DISTRICT (SoFD) IN 2022 KEY PERFORMANCE INDICATORS**

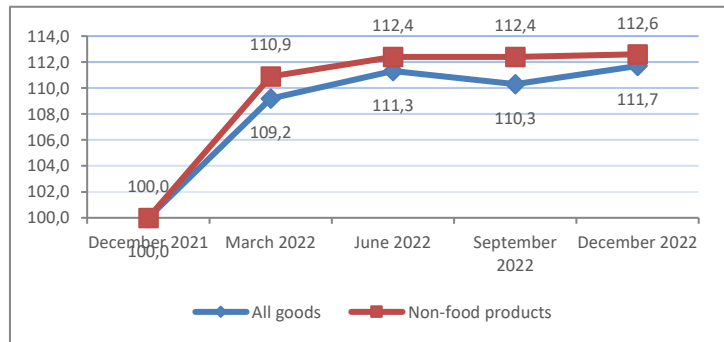
**Macroeconomic indices**

**Table 1: Recent statistical data on socio-economic situation in SoFD**

Value	January-December 2022	January-December, as % of January-December 2021
Industrial production index		102.5
Retail turnover, RUB bil.	4,785.7	96.5
Monthly average accrued wage per worker (nominal), RUB	45,213	112.5
real		99.1

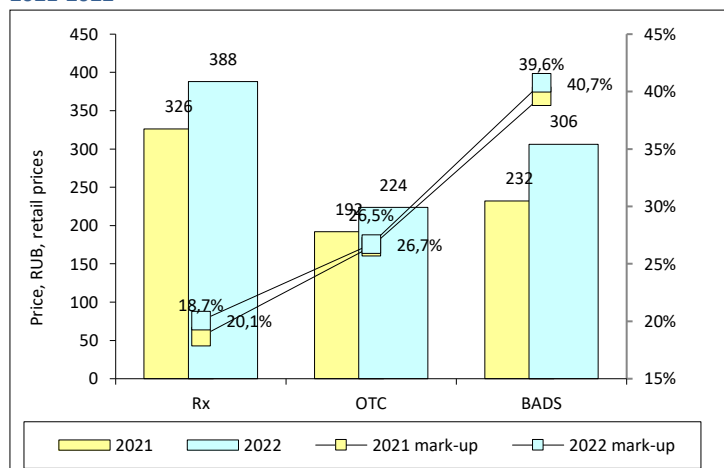
Note: SoFD Territorial Body of Federal State Service data

**Figure 1. Movement of price index and non-foods price index vs December 2021**

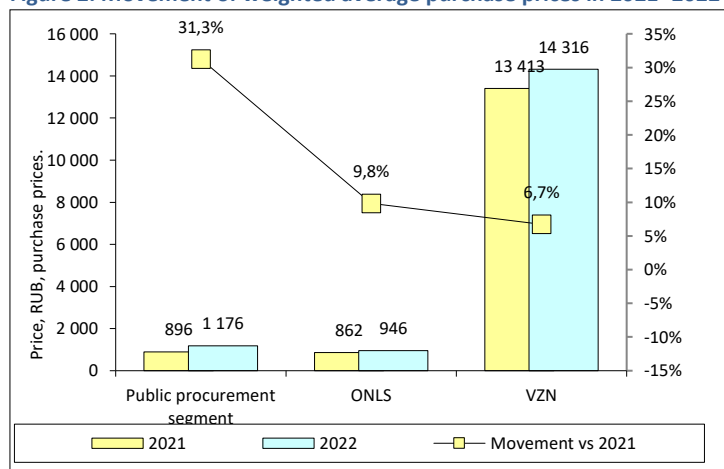


**Indicators of movement of prices and retail margins (according to IQVIA data)**

**Figure 1. Movement of weighted average prices and retail margins in 2021-2022\***

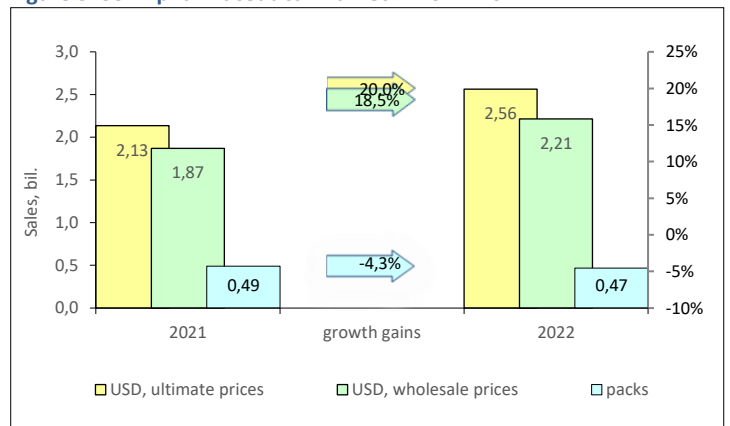


**Figure 2. Movement of weighted average purchase prices in 2021-2022**

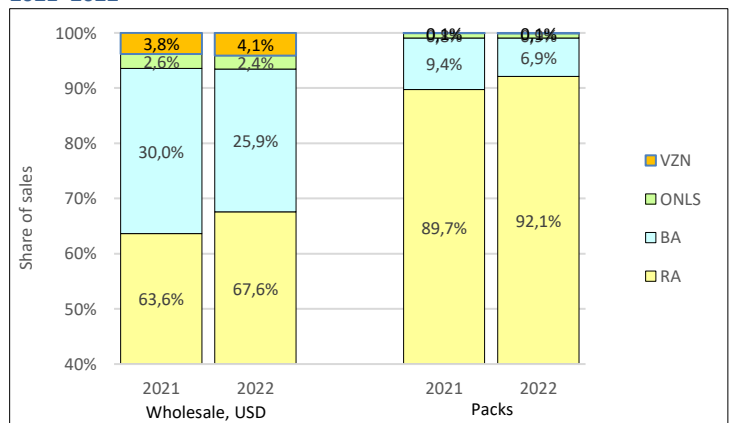


**Indicators of the market movement and profile (according to IQVIA data)**

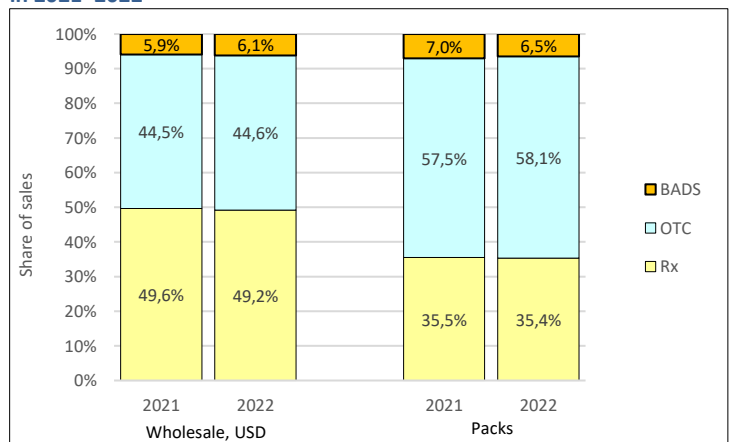
**Figure 3. SoFD pharmaceutical market in 2021-2022**



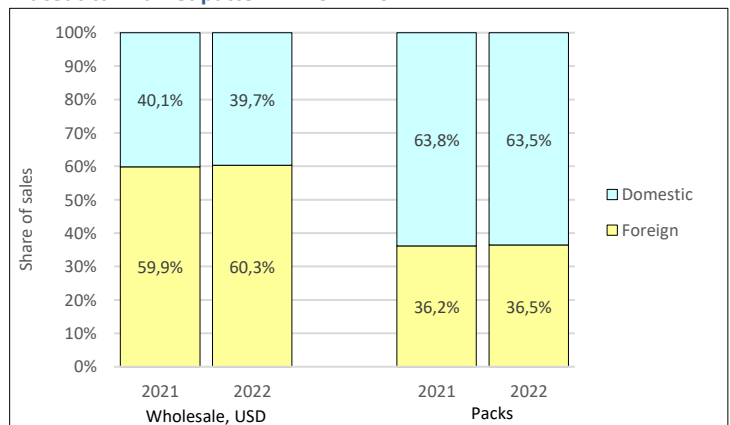
**Figure 4. Structure of SoFD pharmaceutical market by major segments in 2021-2022**



**Figure 5. Structure of the retail segment of SoFD pharmaceutical market in 2021-2022**



**Figure 6. Movement of the Russian/foreign drugs share in the SoFD pharmaceutical market pattern in 2021-2022**



\* Here and elsewhere IQVIA's data are used

**PHARMACEUTICAL MARKET OF THE FAR EASTERN FEDERAL DISTRICT (FEFD) IN 2022 KEY PERFORMANCE INDICATORS**

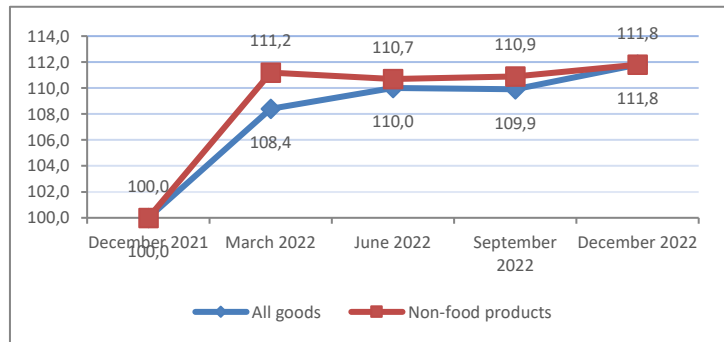
**Macroeconomic indices**

**Table 1: Recent statistical data on socio - economic situation in FEFD**

Value	January-December 2022	January-December, as % of January-December 2021
Industrial production index		95.2
Retail turnover, RUB bil.	2,402.5	98.1
Monthly average accrued wage per worker (nominal), RUB	74,041	111.3
real		98.9

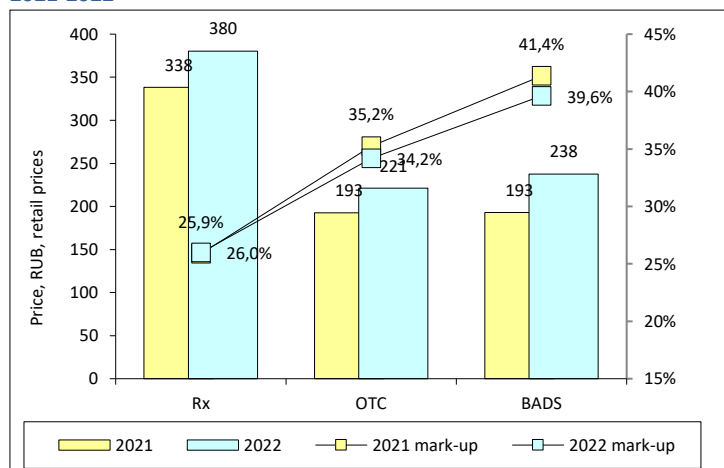
Note: FEFD Territorial Body of Federal State Service data

**Figure 1. Movement of price index and non-foods price index vs December 2021**

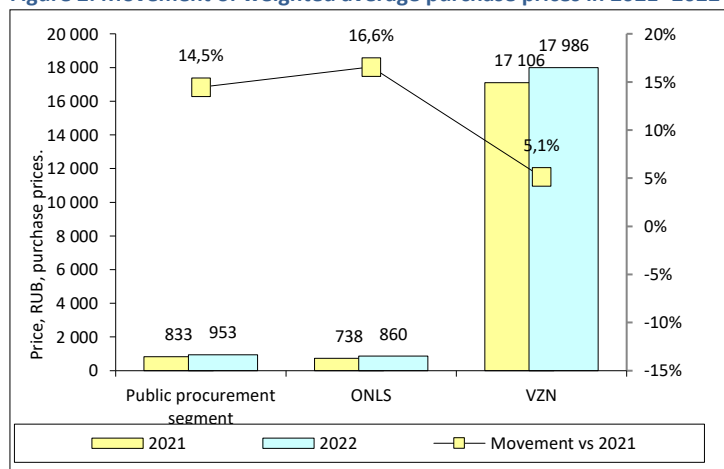


**Indicators of movement of prices and retail margins (according to IQVIA data)**

**Figure 1. Movement of weighted average prices and retail margins in 2021-2022\***

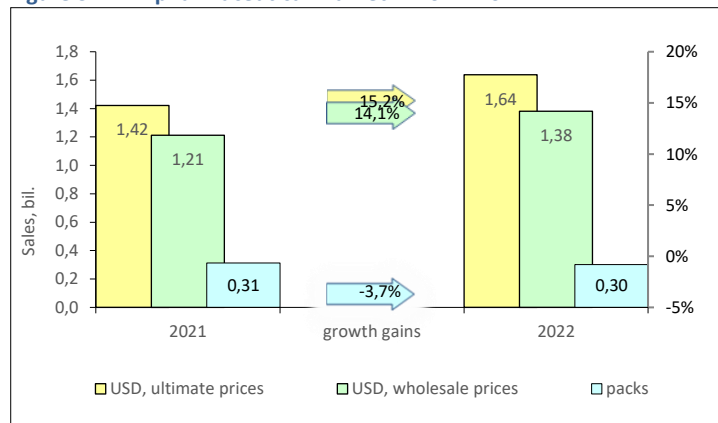


**Figure 2. Movement of weighted average purchase prices in 2021-2022**

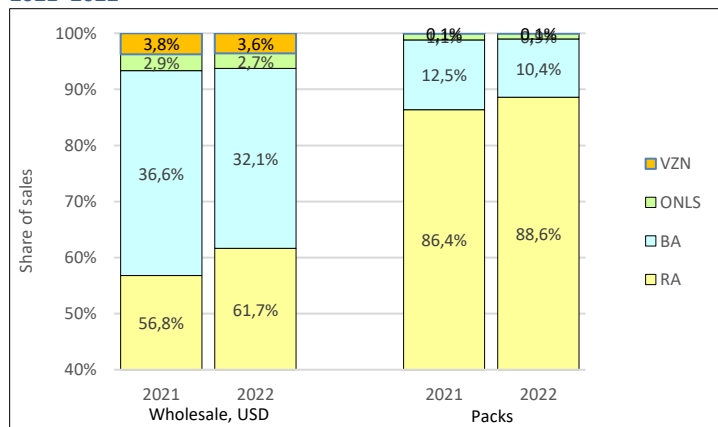


**Indicators of the market movement and profile (according to IQVIA data)**

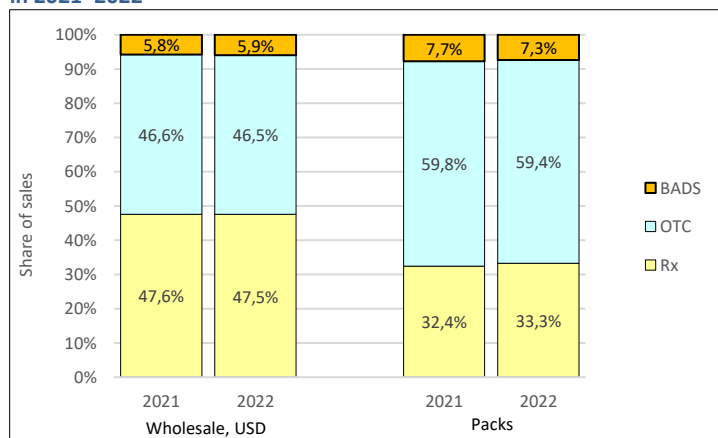
**Figure 3. FEFD pharmaceutical market in 2021-2022**



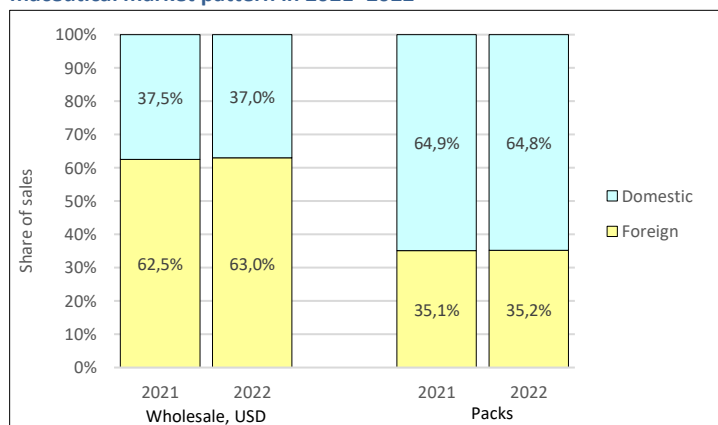
**Figure 4. Structure of FEFD pharmaceutical market by major segments in 2021-2022**



**Figure 5. Structure of the retail segment of FEFD pharmaceutical market in 2021-2022**



**Figure 6. Movement of the Russian/foreign drugs share in the FEFD pharmaceutical market pattern in 2021-2022**



\* Here and elsewhere IQVIA's data are used