Ассоциация Международных Фармацевтических Производителей

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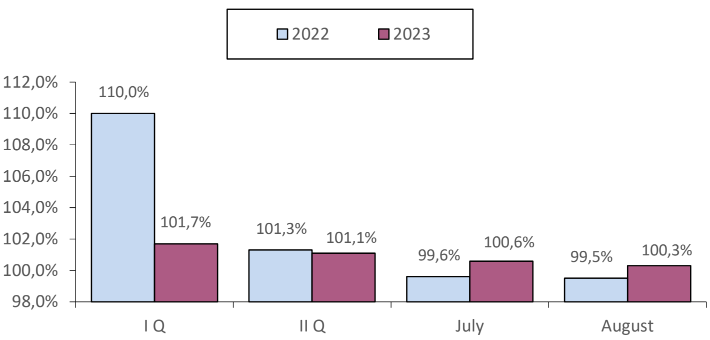
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.3% in August 2023 compared to the previous month, and 103.7% compared to December 2022.

In August 2023, the Producer Price Index for industrial production was 104.4% as compared to the previous month, in the month-earlier period it had amounted to 101.4%. The index accounted for 115.3% as compared to December 2022.

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



Source: Rosstat

Living standard

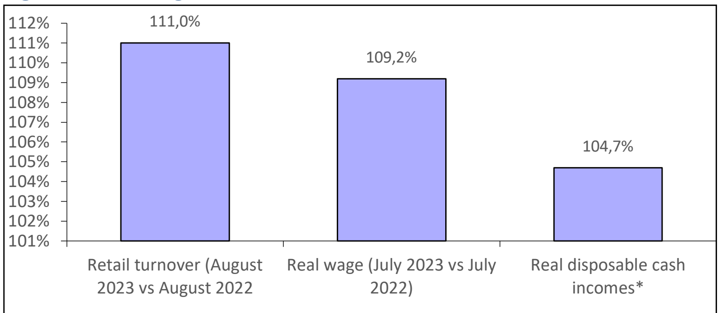
In July 2023, a gross monthly average wage of corporate employees reached RUB 71,419 (USD 789.86). It accounted for 113.9% compared to July 2022, and 92.9% compared to the previous period. In July 2023, the real gross wage accounted for 109.2% as compared to July 2022, and 92.3% against the prior period.

According to estimates[1], real disposable cash incomes decreased by 104.7% in the first half of 2023 as compared to the first half of 2022 (Fig. 2).

Retail turnover

In August 2023, the retail turnover was equal to RUB 4168.7 bil. or 111.0% (at comparable prices) against the respective period of the previous year, and RUB 29907.0 bil. or 103.7 % in January - August 2023 (Fig. 2).

Figure 2. Real wage and retail turnover



Source: Rosstat

* In January-June 2023 vs January-June 2022

Industrial Production

According to Federal State Statistics Service's data, in August 2023 Industrial Production Index accounted for 105.4% compared to the same period of the previous year, and 103.0% in January-August 2023.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in August 2023 accounted for 113.9% compared to the relevant period of 2022 and 104.0% in January-August 2023. The volume of shipped drugs reached RUB 97.6 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 August 2023.

Table 1. The Top 10 Russian chemical and pharmaceutical manufacturers by sales volume in August 2023

Rank	Manufacturer	RUB mil.
1	Stada	3660.0
2	Binnopharm Group	3324.8
3	Biocad	3270.7
4	Otcpharm	2664.7
5	Pharmstandard	2287.9
6	Servier	2279.6
7	Generium	2043.5
8	Vertex	1746.0
9	Microgen	1704.6
10	Atoll	1612.9

Source: IQVIA

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In July 2023 compared to June, pharmacy sales slump (in terms of roubles) was observed in most of the regions. The most pronounced slump was seen in St. Petersburg (-23%). Increase in sales was only noted in Krasnodar Krai (+5%).

Table 2. Pharmacy sales in the regions, 2023

Region	Pharmacy sales, $ mil. (wholesale prices)			Growth gain, % (roubles)		
	May 2023	June 2023	July 2023	May/April 23	June/ May 23	June/ July 23
Moscow	165.3	162.5	119.8	2%	4%	-20%
St. Petersburg	77.7	79.5	56.1	5%	8%	-23%
Krasnodar Region	60.4	52.8	50.8	4%	-8%	5%
Krasnoyarsk Region	27.2	24.7	21.3	-1%	-4%	-6%
Tatarstan	27.4	26.3	22.8	1%	1%	-6%
Rostov Region	33.9	30.9	27.3	9%	-4%	-4%
Novosibirsk Region	27.0	27.5	21.4	1%	7%	-15%
Voronezh Region	21.5	20.7	17.3	8%	1%	-9%
Perm	7.9	7.2	5.7	-7%	-4%	-13%
Tyumen	9.9	9.2	7.6	-0.4%	-1%	-10%

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 August 2023

Rank	Company*	Amount of broadcasts
1	Otcpharm	8,648
2	Evalar	8,330
3	Renewal Manufacturing Pharmaceutical Company	5,497
4	Binnopharm Group	5,106
5	Dr. Reddy's Laboratories	2,973

Source: Remedium according to Mediascope's data

Table 4. Top 5 brand names in mass media in August 2023

Rank	Brand*	Amount of broadcasts
1	Evalar	8,723
2	Renewal	5,497
3	Pentalgin	2,997
4	Venarus	2,124
5	Filtrum	1,734

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.

STATE REIMBURSEMENT PROGRAM (DLO) IN THE RUSSIAN FEDERATION: 2023 FIRST SIX MONTHS RESULTS

According to DLO in RF™, the drugs procurement under the Federal Program amounted to RUB 81,449 bil. on the basis of the results for the first six months of 2023. (USD 1.075 bil.) at contractual prices. The sector volume reduced 4% in terms of roubles, and 5% in terms of dollars as compared to the same period of 2022. The scope of supplies in pack terms increased by 11% to 50.312 mil. packs. The average cost of an FPP pack through the DLO program was USD 21.36 in contractual prices (a year ago it was USD 25.07). Based on the results for January-June 2023, the Top-10 manufacturers rating in DLO segment changed its leader (Table 1). Due to negative growth rates, the former leaders TAKEDA (-39%[2]) and ROCHE (-13%) moved down to ranks four and three, respectively. GENERIUM (+8%) и JOHNSON & JOHNSON (+24%) that showed growth in purchases became the leaders. Another three manufacturers from the Top 10 ranking showed positive growth rates and rose in the ranks. NOVARTIS (+3%) and OCTAPHARMA (+62%) moved one rank up, to numbers five and nine. ASTRAZENECA that showed a more than double increase in purchases (2.3-fold growth), moved up from rank 14 to seven, shifting SANOFI (+7%) one rank down. BIOCAD (-39%) and BOEHRINGER (-3%) also lost one rank each. The total share of the top 10 drug manufacturers under DLO Program reduced by 1 p.p. to 57.1%.

Table 1. The top 10 drug manufacturers for DLO*

Rank in the top 10		Manufacturer*	Share in total DLO volume, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	3	GENERIUM ZAO RF	10.0	8.8
2	4	**JOHNSON & JOHNSON**	9.9	7.6
3	2	**ROCHE**	8.1	9.0
4	1	**TAKEDA**	6.7	10.4
5	6	**NOVARTIS**	4.8	4.5
6	5	BIOCAD RF	3.9	6.2
7	14	**ASTRAZENECA**	3.8	1.6
8	7	**SANOFI**	3.7	3.3
9	10	OCTAPHARMA	3.7	2.2
10	9	**BOEHRINGER I**	2.5	2.4
Total			57.1	56.1

*AIPM members are in bold

Two newcomers broke into the top 10 brands ranking (Table 2). FORXIGA (6.3-fold growth in purchases) and MAVENCLAD (2.4-fold growth) moved up to ranks eight and nine. In addition to them, another five of the top 10 brands ranking showed high positive growth rates. Among them was the top 10 leader ELIZARIA (+39%). HEMLIBRA and DARZALEX that showed a 28% increase in purchases, as well as TYSABRI (+12%) and PLEGRIDY (+21%) moved up to ranks from three through six. Two brands with relatively low growth rates ADVATE (-5%) and OCTOFACTOR (-8%) continued to hold ranks seven and ten. Due to 36% reduction in purchases, OCREVUS moved down to rank two from one. The total share of the top 10 ranking grew from 22.8% to 27.9%.

Table 2. The top 10 Brands in DLO segment

Rank in the top ten		Brand	Share in total DLO volume, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	3	ELIZARIA	4.6	3.2
2	1	OCREVUS	3.5	5.3
3	4	HEMLIBRA	3.4	2.6
4	6	DARZALEX	3.2	2.4
5	8	TYSABRI	2.6	2.2
6	9	PLEGRIDY	2.5	2.0
7	7	ADVATE	2.3	2.3
8	47	FORXIGA	2.0	0.3
9	27	MAVENCLAD	2.0	0.8
10	10	OCTOFACTOR	1.8	1.9
Total			27.9	22.8

Numerous shifts took place in the top 10 INN and grouping names ranking (Table 3). Only INN OCRELIZUMAB (-36%) held its previous place. ECULIZUMAB (+39%) became the leader in the first half of the year, moving up from rank five. INNs of the top 10, which also showed a rating progress, moved up to ranks three through eight, respectively. Thus, EMICIZUMAB and DARATUMUMAB (+28% each), as well as NATALIZUMAB (+12%) and PEGINTERFERON BETA-1A (+21%) moved three ranks up. The newcomers FACTOR VIII (+79%) and FACTOR VIII*FACTOR VON WILLEBRAND (+48%) broke into the ranks of the top 10, moving up to ranks five and eight. Another newcomer DAPAGLIFLOZIN (6-fold growth) broke into the ranks of the top 10, moving up to the last rank. OCTOCOG ALFA (-5%) also showed negative growth rates and decline in the ranks. The total share of the top 10 ranking expanded by 6 p.p. to 29%.

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

Rank in the top ten		INN/Grouping name	Share in total DLO volume, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	5	ECULIZUMAB	4.6	3.2
2	2	OCRELIZUMAB	3.5	5.3
3	6	EMICIZUMAB	3.4	2.6
4	7	DARATUMUMAB	3.2	2.4
5	19	FACTOR VIII	2.6	1.4
6	9	NATALIZUMAB	2.6	2.2
7	10	PEGINTERFERON BETA-1A	2.5	2.0
8	14	FACTOR VIII*FACTOR VON WILLEBRAND	2.3	1.5
9	8	OCTOCOG ALFA	2.3	2.3
10	50	DAPAGLIFLOZIN	2.0	0.3
Total			29.0	23.0

The top 10 ATC groups showed high stability – seven of its groups held its own in the ranking (Table 4). The leaders have not changed: groups L04 Immunosuppressants (-30%), B02 Antihemorrhagics (9%) and L01 Antineoplastic agents (+23%) held the top three positions despite the pronounced negative growth rates of the former. Groups A16 Other alimentary tract and metabolism products (-42%), B01 Antithrombotic agents (+20%), R03 Drugs for obstructive airway diseases (+5%) and L02 Endocrine therapy (+55%) held their previous ranks six through nine, respectively. The only shift affected a middle part of the rating. A10 Drugs used in diabetes (+24%) that showed high positive growth rates moved one rank up, to number four, displacing L03 Immunostimulants (-25%). The only newcomer C09 Agents acting on the renin-angiotensin system (+74%) rounded out the top 10 ranking. In total, the top 10 ATC groups ranking accounted for 85% vs 87.4% in the year earlier period.

Table 4. The top ten ATC groups in DLO segment

Rank in the top 10		ATC code	ATC group	Share in total DLO volume, %	
6 mon. 2023	6 mon. 2022			6 mon. 2023	6 mon. 2022
1	1	L04	IMMUNOSUPPRESSANTS	21.3	29.3
2	2	B02	ANTIHEMORRHAGICS	18.6	16.3
3	3	L01	ANTINEOPLASTIC AGENTS	13.6	10.6
4	5	A10	DRUGS USED IN DIABETES	10.5	8.1
5	4	L03	IMMUNOSTIMULANTS	6.5	8.3
6	6	A16	OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS	4.5	7.4
7	7	B01	ANTITHROMBOTIC AGENTS	3.8	3.1
8	8	R03	DRUGS FOR OBSTRUCTIVE AIRWAY DISEASES	2.4	2.2
9	9	L02	ENDOCRINE THERAPY	2.4	1.5
10	16	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	1.4	0.8
Total				85.0	87.4

Data on supplies to the top ten regions of Russia under State Reimbursement Program (DLO) are shown in Table 5. Moscow (+12%) and Moscow region (+1%) kept and reinforced their previous top 2 ranks in the rating. Krasnodar Region (+18%) was ranked third in terms of purchases. It should be noted that in addition to the leaders, two more regions, Rostov region and Krasnoyarsk Region showed positive growth rates. The cumulative share of the top 10 regions expanded from 38.2% to 40.1%.

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

Rank in the top 10		Region	Share in total DLO volume, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	1	Moscow	10.7	9.2
2	2	Moscow Region	5.7	5.4
3	6	Krasnodar Region	3.8	3.1
4	5	Saint Petersburg	3.4	3.4
5	3	Sverdlovsk Region	3.0	3.6
6	4	Tatarstan Republic	3.0	3.5
7	7	Rostov Region	2.9	2.7
8	12	Krasnoyarsk Region	2.5	2.3
9	10	Bashkortostan Republic	2.5	2.4
10	8	Chelyabinsk Region	2.4	2.5
Total			40.1	38.2

Conclusion. In the first half of 2023, the DLO sector brought in RUB 81.449 bil. (USD 1.075 bil.) at contractual prices, which was by 4% in terms of roubles and by 5% in terms of dollars less than in January-June of 2022. In pack terms, the supplies under the program increased by 11% to 50.312 mil. packs. The average cost of FPP included in the DLO Programme decreased as compared to the previous year (USD 21.36 vs USD 25.07).

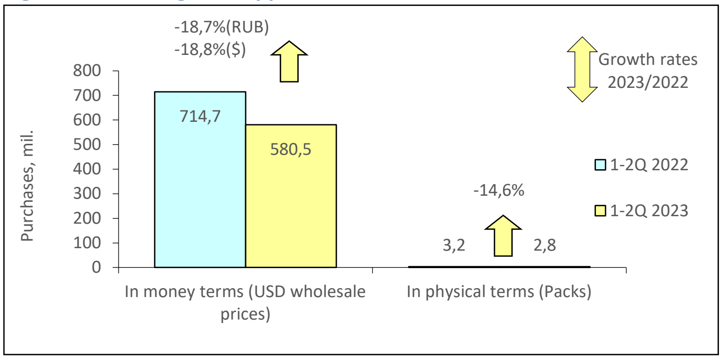
[2] Hereinafter, unless otherwise stated, growth gains are stated in the rouble equivalent or national currency.

* Here and elsewhere IQVIA's data are used

COST-INTENSIVE NOSOLOGIES (VZN) PROGRAM, 1-2 Q 2023

According to IQVIA, at the end of the first half of 2023 the volume of supplies under the VZN program in contract prices amounted to RUB 44.2 bil. (USD 580.5 mil.) (Fig. 1). The purchases saw a 18.7% decrease in terms of national currency and a 18.8% decrease in terms of dollars as compared to the same period of the previous year. In natural terms, the supplies decreased by 14.6% to 2.8 mil. packs.

Figure 1. VZN Program supplies trend in 1-2 Q 2023 vs 1-2 Q 2022*



Compared to the first quarter of 2022, the groups of drugs for the treatment of hemolyticuremic syndrome (+37%) and haemophilia (+9%) showed the largest increase in purchases in terms of roubles. The group of drugs to treat mucopolysaccharidosis (-54%) and oncohematological drugs (-42%) showed the largest decline in purchases. At the end of the first six months of 2023, the group of drugs to treat haemophilia continued as the leader in the purchases ranking, the drugs to treat multiple sclerosis and oncohematological drugs moved to ranks two and three, respectively.

Table 1. Supplies pattern under the VZN Program

Nosologies	INN	Share in total VZN supplies (RUB), %	
		1-2Q 2023	1-2Q 2022
Haemophilia		**33.8**	**25.2**
	EMICIZUMAB	6.3	4.0
	FACTOR VON WILLEBRAND*FACTOR VIII	6.2	4.4
	FACTOR VIII	4.8	2.2
	OCTOCOG ALFA	4.3	3.7
	MOROCTOCOG ALFA	3.4	3.0
	EFMOROCTOCOG ALFA	2.6	0.8
	FACTOR IX	2.2	1.7
	EPTACOG ALFA (ACTIVATED)	1.5	2.0
	FACTOR VIII INHIBITOR BYPASSING FRACTION	1.3	2.2
	NONACOG ALFA	0.7	0.5
	SIMOCTOCOG ALFA	0.6	0.7
Sclerosis Multiplex		**27.0**	**28.8**
	OCRELIZUMAB	6.5	8.2
	NATALIZUMAB	4.7	3.4
	PEGINTERFERON BETA-1A	4.6	3.1
	CLADRIBINE	3.6	1.2
	INTERFERON BETA-1A	3.2	6.1
	INTERFERON BETA-1B	2.9	2.3
	GLATIRAMER ACETATE	1.2	1.4
	ALEMTUZUMAB	0.3	0.8
	TERIFLUNOMIDE	0.1	2.1
Oncohematology		**15.7**	**22.2**
	DARATUMUMAB	5.9	3.7
	RITUXIMAB	3.2	2.9
	LENALIDOMIDE	3.0	12.8
	POMALIDOMIDE	1.7	0.7
	IXAZOMIB	1.3	0.9
	IMATINIB	0.3	0.4
	BORTEZOMIB	0.2	0.7
	FLUDARABINE	0.1	0.1
Hemolytic-uremic syndrome		**8.2**	**4.9**
	ECULIZUMAB	8.2	4.9
Mucopolysaccharidosis type I, II and VI		**5.3**	**9.2**
	IDURSULFASE	2.2	5.3
	GALSULFASE	1.6	2.1
	LARONIDASE	1.4	1.1
	IDURSULFASE BETA	0.0	0.7
Transplantation		**3.6**	**3.5**
	TACROLIMUS	2.4	2.1
	MYCOPHENOLIC ACID	0.6	0.7
	EVEROLIMUS	0.5	0.4
	MYCOPHENOLATE MOFETIL	0.1	0.1
	CICLOSPORIN	0.0	0.2
Systemic-onset juvenile arthritis		**2.7**	**2.9**
	CANAKINUMAB	2.4	2.2
	TOCILIZUMAB	0.3	0.6
	ADALIMUMAB	0.0	0.0
	ETANERCEPT	0.0	0.0
Gaucher disease		**1.9**	**1.8**
	IMIGLUCERASE	1.0	0.9
	VELAGLUCERASE ALFA	0.9	0.9
	TALIGLUCERASE ALFA	0.0	0.0
Mucoviscidosis		**1.6**	**1.4**
	DORNASE ALFA	1.6	1.4
Pituitary dwarfism		**0.2**	**0.2**
	SOMATROPIN	0.2	0.2

Just like in the previous periods, Generium held its previous rank number one in the top ten manufacturers ranking (Table 3). The total supplies of the company's drugs in value terms increased by 7%. Elizaria (Eculizumab) (+37%) for the treatment of atypical haemolytic uremic syndrome provided an increase in supplies. Elizaria moved up to rank one in the top ten brands ranking (Table 2). Due to positive growth rates, Octofactor, a recombinant factor VIII, also broke into the first top ten brands ranking, moving up from rank 11 to 9. J&J moved up to rank two from five in the manufacturers ranking (Table 3) (+21% grow in sales). All three J&J drugs broke into the top 10 brands ranking: the oncohematology drug Darzalex (Daratumumab) moved from rank 7 to 5 (+28%), the drugs for the treatment of multiple sclerosis, Tysabri (Natalisumab) and Plegridy (Peginterferon beta-1a) with an increase in sales of +12% and +21% moved up to ranks 6 and 7, respectively (Table 2). Despite the decline in total sales (-18%), Roche held its previous rank three in the manufacturers ranking (Table 3). The company's major sales were boosted by the immunomodulator Hemlibra (Emicizumab) for the treatment of haemophilia A and by Ocrevus (Ocrelizumab) for the treatment of multiple sclerosis. Both drugs held high positions in the brands ranking: Ocrevus moved to rank two, Hemlibra to rank three (Table 2). Due to a 40% decline in sales in the first half of 2023, Takeda Corporation moved from a leading position to rank four in the manufacturers ranking (Table 3). Only one brand of the company Advate (Octocog Alfa) intended for the treatment of haemophilia broke into the top 10 ranking (Table 2). Due to a significant increase in purchases of the other drug to treat haemophilia Vilate (Factor von Willebrand* Factor VIII) moved up from rank 23 to 10 in the brands rankings, which allowed Octapharma to move up from rank 7 to 5 in the manufacturers ranking.

Table 2. Top 10 brand names by purchases under the VZN Program

Rank in the top 10		Brand	Share in total VZN supplies, %	
1-2Q 2023	1-2Q 2022		1-2Q 2023	1-2Q 2022
1	4	ELIZARIA	8.2	4.9
2	2	OCREVUS	6.5	8.2
3	5	HEMLIBRA	6.3	4.0
4	7	DARZALEX	5.9	3.7
5	9	TYSABRI	4.7	3.4
6	10	PLEGRIDY	4.6	3.1
7	8	ADVATE	4.3	3.7
8	24	MAVENCLAD	3.6	1.2
9	11	OCTOFACTOR	3.4	3.0
10	23	WILATE	3.3	1.2
Total			50.8	53.1

Biocad (+15%) held its previous rank 6 in the top 10 manufacturers ranking (Table 3) despite reduction in sales (-44%). None of the company's drugs were included in the top 10 trade name ranking. Over two-fold increase in purchases of the drug to treat multiple sclerosis, Mavenclad (Cladribine), allowed Merck to move up to rank seven in the manufacturers ranking, and Mavenclad to move from rank 24 to 8 in the brands ranking (Table 2). It should be noted that the Russian company Pharmasyntez was included in the manufacturers ranking (rank 10) due to the start of sales of the generic Lenalidomide.

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

Rank in the top 10		Manufacturer*	Share in total VZN supplies, %	
1-2Q 2023	1-2Q 2022		1-2Q 2023	1-2Q 2022
1	2	GENERIUM ZAO RF	18.2	13.8
2	5	**JOHNSON & JOHNSON**	15.2	10.2
3	3	**ROCHE**	13.1	13.0
4	1	**TAKEDA**	11.9	16.1
5	7	OCTAPHARMA	6.8	3.4
6	6	BIOCAD RF	5.7	8.4
7	14	**MERCK**	3.6	1.4
8	13	**CSL BEHRING GMBH**	2.9	1.7
9	8	**NOVARTIS**	2.9	2.7
10	20	PHARMASYNTEZ	2.7	0.5
Total			83.2	84.6

*AIPM members are in bold

Conclusion: in total, the share of Russian drugs in the VZN segment profile in physical terms reduced from 48% to almost 38% in the first half of 2023. In terms of roubles, it amounted to about 30%, showing a slight increase (28% in the comparison period). Most of them are full-cycle drugs (including APIs). In the supplies pattern of foreign products in the 1-2 quarter of 2023, the share of imported localized drugs slightly decreased.

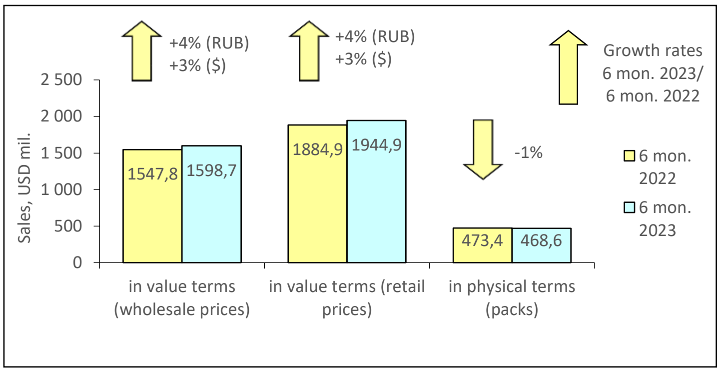
* Here and elsewhere IQVIA's data are used

CFD PHARMACY MARKET (WITHOUT MOSCOW): 2023 FIRST SIX MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2023 estimated population of the Central Federal District (CFD) (without Moscow) was 27.136 mil., which accounted for 18.5% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for January-June of 2023 the average wage in the CFD (inclusive of Moscow) was RUB 87,879 (USD 1143.07), which was 25% higher than the average wage in Russia (RUB 70189).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of the first six months of 2023 the sales of drugs in physical terms in the CFD (without Moscow) saw a 1% decrease to 468.623 mil. packs. In value terms, the market saw a 4% increase in terms of roubles and 3% in terms of dollars. At the same time, its volume reached RUB 122.578 bil. (USD 1.599 bil.) at wholesale prices (Fig.1). The region market share accounted for 20.9% of the Russian pharmacy retail sales. The average cost of a pack increased as compared to the same period of 2022 (USD 3.98) and amounted to USD 4.15 in retail prices. At the end of the first quarter 2023, the average amount spent by the residents of the region for FPPs in pharmacies amounted to USD 48.33.

Figure 1. The CFD (without Moscow) pharmacy market for 6 months of 2022 – 6 months of 2023*



At the end of January-June 2023 BAYER (+3%) and STADA (+3%) continued to be the leader among the top 10 manufacturers in the market of the Central Federal District (exclusive of Moscow), though BAYER's market share has noticeably decreased due to reduction in sales (Table 1). It should be noted that the markets of SANOFI (-6%), which held its previous rank six, and those of OTCPHARM (-24%) and BERLIN-CHEMIE/MENARINI (-12%), which lost their rating positions, also developed at a negative pace. Due to the positive growth rates and growth in the share presence, KRKA (+22%), TEVA (+11%) and BINNOPHARM (+30%) moved up to the higher positions three, five and nine, respectively. ABBOTT (+1%) also moved one rank up, while SERVIER (+2%) held its previous rank four. The cumulative share of the top ten reduced by 1.6 p.p. and accounted for 31.9%.

Table 1. Top 10 drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	1	**BAYER**	4.4	5.0
2	2	**STADA**	4.1	4.1
3	5	**KRKA**	3.6	3.4
4	4	**SERVIER**	3.4	3.5
5	7	**TEVA**	3.1	2.9
6	6	**SANOFI**	3.0	3.4
7	3	OTCPHARM	2.7	3.7
8	9	**ABBOTT**	2.6	2.7
9	11	BINNOPHARM GROUP	2.6	2.1
10	8	**BERLIN-CHEMIE/MENARINI**	2.4	2.8
Total			31.9	33.5

*AIPM members are in bold

Four of the top 10 brands held their own in the ranking (Table 2). XARELTO (-14%) and ELIQUIS (-16%) held their leading ranks in the top 10, and MEXIDOL (-5%) and CARDIOMAGNYL (-11%) - their ranks five and nine. Four brands of the top 10 ranking moved up to the higher positions. DETRALEX (-1%) improved its rating by one point, PENTALGIN (+1%) by three points, and NUROFEN (+12%) by four points. The newcomer EDARBI (+16%) broke into the ranks of the top 10, moving up to rank six. At the same time, the brands CONCOR (-15%) and INGAVIRIN (-22%) moved down to ranks eight and ten. The total share of the top 10 brands reduced by 1 p.p. to 7.3%.

Table 2. 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	1	XARELTO	1.3	1.6
2	2	ELIQUIS	1.2	1.4
3	4	DETRALEX	0.7	0.8
4	8	NUROFEN	0.7	0.7
5	5	MEXIDOL	0.7	0.7
6	12	EDARBI	0.6	0.5
7	10	PENTALGIN	0.6	0.6
8	7	CONCOR	0.6	0.7
9	9	CARDIOMAGNYL	0.5	0.6
10	6	INGAVIRIN	0.5	0.7
Total			7.3	8.3

Among the leading INNs and group names, the largest sales volumes continued to be accounted for by XYLOMETAZOLINE (+7%), which held its previous rank number one (Table 3). The composition DIOSMIN*HESPERIDIN (+8%) displacing RIVAROXABAN (-14%) one rank down from that position was ranked second in the top 10 ranking. Another three INNs of the top 10 ranking rose in the ranks. Thus, IBUPROFEN (+16%) and PANCREATIN (+7%) moved up to ranks four and eight, and the newcomer ETHYLMETHYLHYDROXYPYRIDINE (-5%) rounded out the top 10 ranking. APIXABAN (-16%) showed significant negative growth rates and moved down to rank five. NIMESULIDE (+3%), BISOPROLOL (-5%) and ROSUVASTATIN (-4%) held their ranks six, seven and nine. The total share of the top 10 reduced from 11.7% to 11.1%.

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

Rank in the top 10		INN/Group name	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	1	XYLOMETAZOLINE	1.6	1.6
2	4	DIOSMIN*HESPERIDIN	1.3	1.3
3	2	RIVAROXABAN	1.3	1.6
4	8	IBUPROFEN	1.2	1.0
5	3	APIXABAN	1.2	1.4
6	6	NIMESULIDE	1.1	1.1
7	7	BISOPROLOL	1.0	1.1
8	10	PANCREATIN	0.9	0.9
9	9	ROSUVASTATIN	0.9	0.9
10	11	ETHYLMETHYLHYDROXYPYRIDINE	0.8	0.8
Total			11.1	11.7

The leading three ATC groups in the top 10 rating remained unchanged: the groups C09 Agents acting on the rennin-angiotensin system (+3%), M01 Antiinflammatory and antirheumatic products (+11%) and B01 Antithrombotic agents (-14%) continued to hold the top three ranks (Tables 4). G03 Sex hormones (+3%) also held their previous rank five. The other top 10 drug manufacturers shifted their ranks; moreover, five of them improved them. R01 Nasal preparations (+14%) moved up from rank six to three. N02 Analgesics (+6%), C05 Vasoprotectives and N06 Psychoanaleptics (+11% each), as well as the newcomer J01 Antibacterials for systemic use (+24%), which broke into the top 10 for the first time, moved up to positions six through nine, respectively. J05 Antivirals for systemic use (-31%), which showed pronounced negative growth rates and lost six points, rounded out the top 10 rating. In total, the top ten ATC groups accumulated 38.5% of the regional market, which was less than the year-earlier period indicator (39.2%).

Table 4. The top ten 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	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.9	6.0
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.5	5.2
3	3	B01	ANTITHROMBOTIC AGENTS	4.2	5.1
4	6	R01	NASAL PREPARATIONS	4.0	3.7
5	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.6	3.7
6	7	N02	ANALGESICS	3.4	3.4
7	8	C05	VASOPROTECTIVES	3.2	3.0
8	9	N06	PSYCHOANALEPTICS	3.1	2.9
9	11	J01	ANTIBACTERIALS FOR SYST USE	3.0	2.5
10	4	J05	ANTIVIRALS FOR SYSTEMIC USE	2.6	3.9
Total				38.5	39.2

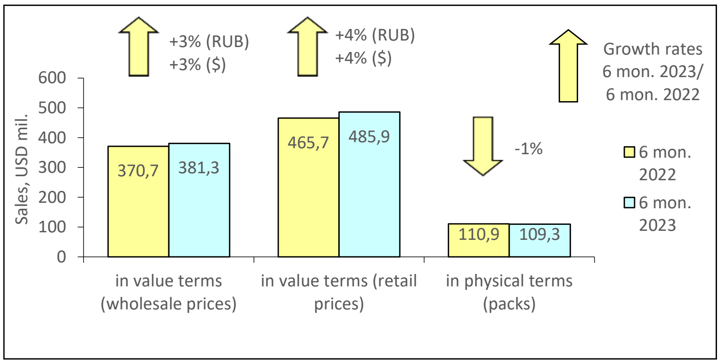
Conclusion. At the end of six months of 2023, retail sales on the pharmacy market of the Central Federal District (without Moscow) reached RUB 149.136 bil. (USD 1.945 bil.), which was 4% in terms of roubles and 3% in terms of dollars more than in the same period of 2022. In pack terms, the market also showed negative growth rates (-1%) and achieved 468.623 mil. packs. In January-June of 2023, the average cost of an FPP pack in the regional pharmacies was USD 4.15, which was higher than the last year figure (USD 3.98), and less than the national average (USD 4.32). The average medicine expenses of the region residents turned out to be lower than the national average expenses in Russia (USD 48.33 vs. USD 63.44).

* Here and elsewhere IQVIA's data are used

NWFD (EXCLUS. OF SAINT PETERSBURG) PHARMACY MARKET: 2023 FIRST SIX MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2023 estimated population of the North-Western Federal District (NWFD) (exclusive of St. Petersburg) was 8.267 mil., which accounted for 5.6% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for the first half of 2023 the average wage in the NWFD (without St. Petersburg) was RUB 77950 (USD 1013.92), which was 11% higher than the average wage in Russia (RUB 70189). According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of January-June of 2023 the sales of FPPs in physical terms in pharmacies of NWFD (without St. Petersburg) saw a 1% decrease to 109.310 mil. packs. In money terms, the market expanded by 3% both in terms of roubles and in terms of dollars. At the same time, the volume of the market achieved RUB 29.162 bil. (USD 381.266 mil.) at wholesale prices (Fig. 1). The share of the region accounted for 5.2% of the Russian retail pharmacy sales. The average cost of an OTC pack in the pharmacies increased: USD 4.45 vs. USD 4.20 at retail prices in the year-earlier period. The average amount spent by the residents of the region for FPPs in the pharmacies for 6 months of 2023 amounted to USD 35.04.

Figure 1. The NWFD (without St. Petersburg) pharmacy market for 6 months of 2022 – 6 months of 2023[*]



In the NWFD (excluding St. Petersburg) pharmacy market, BAYER (-8%) held its rank number one in the top 10 manufacturers ranking according to the results for the first six months of 2023, although its sales continued to decrease (Table 1). It should be noted that another five manufacturers of the top 10 ranking showed negative growth rates. At the same time, two of them, SERVIER (-3%) and STADA (-4%), moved one rank up, coming in at numbers right after the leader, despite a decrease in sales. OTCPHARM (-28%), which previously held rank two, showed the most pronounced among the leaders decline in sales and moved down to rank eight. SANOFI (-12%) that showed not so high negative growth rates, lost one rating point and moved down to rank seven. ABBOTT decreased sales by 2 percentage points and retained its last position in the top 10. Four manufacturers, on the contrary, increased sales volumes and rose in the ranks. KRKA (+6%), TEVA (+1%) and GEDEON RICHTER (+5%) moved up to ranks hour through six, and the only newcomer of the top 10 BINNOPHARM (+29%) moved up to rank nine. The total share of the top 10 drug manufacturers reduced by more than 2 p.p. and accounted for 33.5%.

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	**BAYER**	4.9	5.4
2	3	**SERVIER**	3.9	4.1
3	4	**STADA**	3.8	4.1
4	5	**KRKA**	3.6	3.5
5	7	**TEVA**	3.2	3.2
6	8	GEDEON RICHTER	3.0	2.9
7	6	**SANOFI**	3.0	3.5
8	2	OTCPHARM	2.9	4.1
9	11	BINNOPHARM GROUP	2.9	2.3
10	10	**ABBOTT**	2.4	2.5
Total			33.5	35.7

*AIPM members are in bold

In the top 10 brands ranking, only one of them, NUROFEN (+13%), which moved up to rank three from seven, showed growth in sales (Table 2). However, in addition to it, another six brands managed to improve their ratings. DETRALEX (-3%) and THERAFLU (-7%) moved one rank up to numbers four and five. The newcomer CARDIOMAGNYL (-18%) also improved its rating by one position and rounded out the top 10 ranking. The second newcomer FEMOSTON (-11%) moved up to rank nine. CONCOR and LORISTA, which reduced sales by 19%, moved two ranks up, to numbers seven and eight, respectively. The first two ranks were kept by XARELTO (-25%) and ELIQUIS (-37%) despite a pronounced decline in sales and market share. And only one newcomer INGAVIRIN (-30%) moved down to rank six from four. The total share of the top 10 brands reduced from 9.3% to 7.4%.

Table 2. 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	1	XARELTO	1.3	1.8
2	2	ELIQUIS	1.0	1.7
3	7	NUROFEN	0.9	0.8
4	5	DETRALEX	0.8	0.8
5	6	THERAFLU	0.7	0.8
6	4	INGAVIRIN	0.6	0.9
7	9	CONCOR	0.5	0.7
8	10	LORISTA	0.5	0.6
9	12	FEMOSTON	0.5	0.6
10	11	CARDIOMAGNYL	0.5	0.6
Total			7.4	9.3

[*] Here and elsewhere IQVIA's data are used

In contrast to the above rankings, the leader of the Top 10 INNs and grouping names ranking has changed (Table 3). XYLOMETAZOLINE (-0.2%), IBUPROFEN (+20%) and DIOSMIN*HESPERIDIN (+6%) moved up to the first three ranks from four, seven and five. RIVAROXABAN (-25%), which previously was the leader of the top 10, reduced sales by a quarter and moved down to just rank four. They were followed by NIMESULIDE (-14%) and APIXABAN (-37%), as well as BISOPROLOL (-8%), which kept its rank eight, also showed negative growth rates. On the contrary, the markets for INNs ROSUVASTATIN (+6%), HYALURONIC ACID (+39%) and PANCREATIN (-8%), which moved up to ranks seven and two bottom ranks, respectively, developed at a fast pace. In total, the top 10 INNs and grouping names accumulated 11.3% of the regional sales as compared to 12.3% in the year-earlier period.

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

Rank in the top ten		INN/Group name	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	4	XYLOMETAZOLINE	1.5	1.5
2	7	IBUPROFEN	1.4	1.2
3	5	DIOSMIN*HESPERIDIN	1.4	1.3
4	1	RIVAROXABAN	1.3	1.8
5	6	NIMESULIDE	1.1	1.3
6	2	APIXABAN	1.0	1.7
7	9	ROSUVASTATIN	1.0	1.0
8	8	BISOPROLOL	1.0	1.1
9	17	HYALURONIC ACID	0.9	0.6
10	12	PANCREATIN	0.8	0.8
Total			11.3	12.3

C09 Agents acting on the rennin-angiotensin system (-1%) and M01 Anti-inflammatory and antirheumatic products (+7%) continued to remain the best-selling groups on the regional market (Table 4). R05 Cough and cold preparations (-0,2%) and A11 Vitamins (-1%) rounding out the top 10 also held their own in the ranking. The other brands of the top 10 ranking shifted their ranks; most of them rose in the ranks. Groups G03 Sex hormones (+3%) and R01 Nasal preparations (+13%) improved their ratings by two points, and N02 Analgesics (+5%) and C05 Vasoprotectives (+9%) – by one point. At the same time, B01 Antithrombotic agents (-27%) and J05 Antivirals for systemic use (-32%) that showed pronounced negative growth rates, in contrast, moved down to the lower ranks. The top 10 ATC groups accounted for 38.8% of the regional pharmacy sales, 41.3% in the year-earlier period.

Table 4. 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	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.9	6.2
2	2	M01	M01 - ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.7	5.5
3	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.3	4.3
4	6	R01	NASAL PREPARATIONS	4.0	3.6
5	3	B01	ANTITHROMBOTIC AGENTS	3.8	5.4
6	7	N02	ANALGESICS	3.5	3.4
7	8	C05	VASOPROTECTIVES	3.1	3.0
8	4	J05	ANTIVIRALS FOR SYSTEMIC USE	2.9	4.4
9	9	R05	COUGH AND COLD PREPARATIONS	2.8	2.9
10	10	A11	VITAMINS	2.7	2.7
Total				38.8	41.3

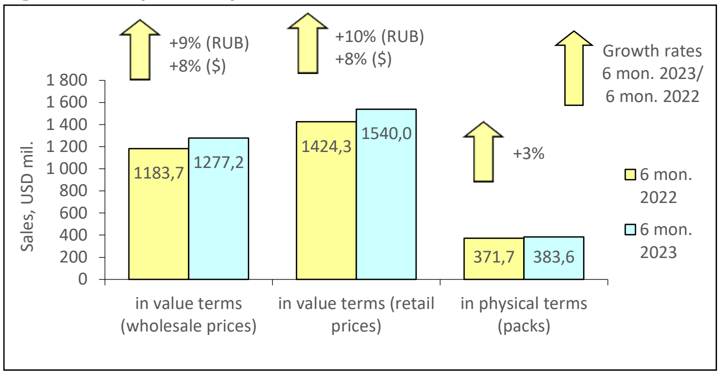
Conclusion. In January-June of 2023, the pharmacy market of the NWFD (without St Petersburg) brought in RUB 37.175 bil. (USD 485.940 mil.). which was 4% in terms of roubles and in terms of dollars more than in the same period of 2022. In pack terms, the market also showed negative growth rates (-1%) and achieved 109.310 mil. packs. According to the results for six month of 2023, the average cost of an FPP pack in the regional pharmacies was USD 4.45, which was higher than the indicator of the same period of 2023 (USE 4.20) and average across the country (USD 4.32). However, the expenses of district residents for FPPs in the pharmacies were considerably lower than the national average (USD 35.04 vs. USD 63.44).

VFD PHARMACY MARKET: 2023 FIRST SIX MONTHS RESULTS

According to the Federal State Statistics Service, as of January 1, 2023 estimated population of the Volga Federal District (VFD) 28.683 mil., which accounted for 19.6% of the total Russian Federation population. According to Federal State Statistics Service's data, in the first half of 2023 the average salary in the VFD was RUB 51,814 (USD 673.96), which was 26% lower than the national average wage in Russia (RUB 70189).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, the pharmacy market of VFD in pack terms expanded by 3% to 383.557 mil. packs for 6 months of 2023, as compared to the same period of 2022 (Figure 1). The sales in terms of wholesale prices increased by 9% in terms of roubles and 8% in terms of dollars and reached RUB 97.864 bil. (USD 1.277 bil.), A region's share in the total pharmacy sales in Russia accounted for 16.6%. Based on the results for the first quarter of 2023, the average cost of FPP in the VFD pharmacies increased compared with the year-earlier period (USD 3.83) and was equal to USD 4.01. The average per capita expenses for purchase of drugs in the pharmacies were estimated at USD 53.69.

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



At the end of six months of 2023, two manufacturers broke into the top 10 ranking by retail sales in the Volga Federal District market the for the first time (Table 1). The Russia-based BINNOPHARM (+42%) and WERTEKS (+20%) moved up to ranks seven and ten, respectively. In addition to them, another three manufacturers of the top 10 rose in the ranks. Among them was the top 10 leader STADA (+11%). KRKA (+18%) and ABBOTT (+6%) moved up to ranks three and six. At the same time BAYER (-0,2%), SERVIER (+4%), SANOFI (-1%) and TEVA (+11%) moved one rank down. OTCPHARM (-13%) showed pronounced negative growth rates and moved two ranks down. The total share of the top 10 brands reduced by 0.5 p.p, to 29.9%.

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	3	**STADA**	3.8	3.8
2	1	**BAYER**	3.7	4.0
3	4	**KRKA**	3.3	3.1
4	2	OTCPHARM	3.1	4.0
5	6	**ABBOTT**	2.8	3.0
6	5	**SERVIER**	2.8	3.0
7	12	BINNOPHARM GROUP	2.8	2.1
8	7	**SANOFI**	2.7	2.9
9	8	**TEVA**	2.6	2.5
10	13	WERTEKS	2.3	2.1
Total			29.9	30.4

*AIPM members are in bold

Despite the decline in sales, XARELTO (-6%), ELIQUIS (-15%) and MEXIDOL (-3%) managed to top the top 10 leading brands, as ARBIDOL that previously held rank number one, reduced sales by 62% and fell outside the top 10 ranking (Table 2). The other five brands from the top 10 moved up to yet higher ranks. HEPTRAL (+9%) and EDARBI (+24%) moved up to numbers four and five. The newcomers of the top 10 ranking PENTALGIN (+21%), NUROFEN (+15%) and URSOSAN (+35%) moved up to ranks six, eight and ten respectively. At the same time, the less dynamic DETRALEX (+3%) and ACTOVEGIN (+1%) moved one rank down to numbers seven and nine. The total share of the top 10 brands reduced from 6.9% to 6.6%.

Table 2. 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	XARELTO	1.0	1.1
2	3	ELIQUIS	0.8	1.1
3	4	MEXIDOL	0.7	0.7
4	5	HEPTRAL	0.7	0.7
5	9	EDARBI	0.6	0.6
6	11	PENTALGIN	0.6	0.5
7	6	DETRALEX	0.6	0.6
8	12	NUROFEN	0.6	0.5
9	8	ACTOVEGIN	0.5	0.6
10	16	URSOSAN	0.5	0.4
Total			6.6	6.9

All INNs of the top 10 INNs and group names ranking shifted their positions, moreover, seven of them rose in the ranks (Table 3). XYLOMETAZOLINE (+12%), DIOSMIN* HESPERIDIN (+11%), IBUPROFEN (+22%) and PANCREATIN (+14%) moved up to the upper ranks. The newcomers URSODEOXYCHOLIC ACID (+28%) and ADEMETIONINE (+13%) that broke into the top 10 ranking for the first time moved up to ranks seven and eight. They were followed by NIMESULIDE (+9%) that also improved its position by one point. INN BISOPROLOL (-2%) kept its previous rank, while RIVAROXABAN (-6%) and APIXABAN (-15%) that showed a pronounced decline in sales dropped to ranks five and ten, respectively. The top ten INNs and grouping names' share accounted for 9.9% of the regional market, and 10.1% in a year-earlier period.

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

Rank in the top 10		INN/Group name	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	2	XYLOMETAZOLINE	1.3	1.3
2	4	DIOSMIN*HESPERIDIN	1.1	1.1
3	7	IBUPROFEN	1.1	1.0
4	8	PANCREATIN	1.0	1.0
5	3	RIVAROXABAN	1.0	1.1
6	6	BISOPROLOL	0.9	1.0
7	13	URSODEOXYCHOLIC ACID	0.9	0.7
8	11	ADEMETIONINE	0.9	0.8
9	10	NIMESULIDE	0.9	0.9
10	5	APIXABAN	0.8	1.1
Total			9.9	10.1

At the end of the first half of 2023, M01 Anti-inflammatory and antirheumatic products (+21%) became the bestselling ATC group in the regional market and moved up to rank number one from two in the Top 10 ranking (Table 4). At the same time, it displaced the former leader but less dynamic group C09 Agents acting on the rennin-angiotensin system (+10%) one position down. In addition to the leader, another four ATC groups rose in the ranks. G03 Sex hormones (+8%), J01 Antibacterials for systemic use (+23%) and R01 Nasal preparations (+16%) moved up to ranks three, five and six. The newcomer C05 Vasoprotectives (+14%) broke into the ranks of the Top 10 ranking, coming in at number ten. At the same time, N02 Analgesics (+14%) lost one rating point despite the outstripping growth rates. J05 Antivirals for systemic use reduced its sales by 22% and moved down to rank nine from three. B01 Antithrombotic agents (-9%) and N06 Psychoanaleptics (+17%) held their previous ranks four and eight. In total, the top ten ATC groups accounted for 37.9% of the regional sales, which was less than the year-earlier period indicator (38.4%).

Table 4. Top ten 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	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.7	5.2
2	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.7	5.6
3	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.7	3.7
4	4	B01	ANTITHROMBOTIC AGENTS	3.5	4.2
5	9	J01	ANTIBACTERIALS FOR SYST USE	3.4	3.0
6	7	R01	NASAL PREPARATIONS	3.4	3.2
7	6	N02	ANALGESICS	3.3	3.2
8	8	N06	PSYCHOANALEPTICS	3.3	3.1
9	3	J05	ANTIVIRALS FOR SYSTEMIC USE	3.1	4.4
10	11	C05	VASOPROTECTIVES	2.8	2.7
Total				37.9	38.4

Conclusion. Based on the results for six months of 2023, the pharmacy market in the VFD was estimated at RUB 118.005 bil. (USD 1.540 bil.) at retail prices. At the same time, the market behaviour was positive both in rouble (+10%) and dollar (+8%) terms. In physical terms, the sales increased by 3% to 383.557 mil. packs. The average cost of OTC pack based on the results for January-June of 2023 was USD 4.01, which was more than in the year-earlier period (USD 3.83), but lower than the national average (USD 4.32). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 53.69 vs. USD 63.44).

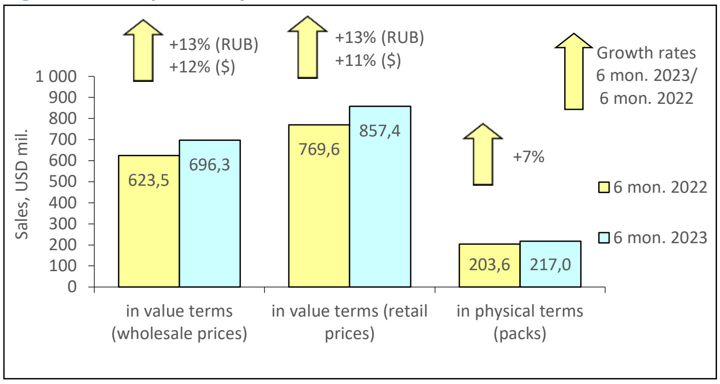
* Here and elsewhere IQVIA's data are used

SOUTHERN FEDERAL DISTRICT PHARMACY MARKET: 2023 FIRST SIX MONTHS RESULTS

According to the Federal State Statistics Service, as of January 1, 2023 estimated population of the Southern Federal District (SoFD) was 16.642 mil., which accounted for 11.4% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for the first half of 2023 the average wage in the SoFD was RUB 49502 (USD 643.89), which was 29% lower than the national average wage in Russia (RUB 70189).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, in January-June of 2023 the sales of drugs in physical terms in the SoFD saw a 7% increase to 217.028 mil. packs. In money terms, the regional market showed the positive growth: +13% in terms of roubles and +12% in terms of dollars. The volume of the market amounted to RUB 53.399 bil. (USD 696.348 mil.) at wholesale prices (Fig. 1). The city market share accounted for 9.2% of the pharmacy sales in Russia. Based on the results for the first six months of 2023, the average cost of a finished pharma product (FPP) pack was USD 3.95 at retail prices vs. USD 3.78 in a year-earlier period. In the analysed period, the average amount spent by residents of the SoFD for drugs amounted to USD 51.52.

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



BAYER (+9%) remained the leader of the Top 10 manufacturers on the market of the Southern Federal District based on the results for the first half of 2023, despite legging sales rates and reduced market share (Table 1). They were followed by the companies that showed outstripping growth rates and rose in the ranks. STADA (+19%), SERVIER (+13%), ABBOTT (+14%), BINNOPHARM (+35%) and WERTEKS (+76%) moved up to ranks two through six, respectively. At the same time, the latter became one of two newcomers of the Top 10 ranking. The second one GEDEON RICHTER (+19%) rounded out the Top 10. Two drug manufacturers with negative growth rates, SANOFI (-6%) and OTCPHARM (-31%), moved down to ranks seven and nine. TEVA (+18%) continue to hold its previous rank eight. In total, the top ten manufacturers accounted for 30.2% of the market, whereas in the year– earlier period they had accounted for 30.7%.

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	**BAYER**	4.3	4.4
2	3	**STADA**	3.9	3.8
3	4	**SERVIER**	3.2	3.2
4	6	**ABBOTT**	3.1	3.1
5	9	BINNOPHARM GROUP	2.9	2.5
6	14	WERTEKS	2.7	1.7
7	5	**SANOFI**	2.6	3.2
8	8	**TEVA**	2.6	2.5
9	2	OTCPHARM	2.5	4.1
10	11	GEDEON RICHTER	2.3	2.2
Total			30.2	30.7

*AIPM members are in bold

All of the Top 10 brands showed positive growth rates (Table 2). On top of that, eight of them rose in the ranks. ELIQUIS (+7%) and XARELTO (+10%) moved one rank up, to numbers one and two. They were followed by the more dynamic NUROFEN (+15%) that moved up from rank six. ACTOVEGIN (+20%) moved two ranks up, coming in to number six. Four newcomers EDARBI (+66%), MEXIDOL (+12%), FEMOSTON (+149%) and PENTALGIN (+10%) moved up to ranks five and three bottom ranks, respectively. At the same time, DETRALEX (+5%) lost two rating points and moved down to rank seven. HEPTRAL (+12%) maintained its previous rank four. In total, the Top 10 brands accumulated 7.1% of the regional market, whereas in the year-earlier period their share was 7.0%.

Table 2. 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	ELIQUIS	1.3	1.4
2	3	XARELTO	1.1	1.1
3	6	NUROFEN	0.7	0.6
4	4	HEPTRAL	0.7	0.7
5	19	EDARBI	0.7	0.4
6	8	ACTOVEGIN	0.6	0.6
7	5	DETRALEX	0.6	0.7
8	11	MEXIDOL	0.5	0.5
9	15	FEMOSTON	0.5	0.5
10	13	PENTALGIN	0.5	0.5
Total			7.1	7.0

* Here and elsewhere IQVIA's data are used

In the Top 10 INN and group names the positions of two INNs remained unchanged: RIVAROXABAN (+10%) and BISOPROLOL (+5%) kept their previous ranks six and nine (Table 3). Most names of the Top 10 INN and group names ranking rose in the ranks. Thus, XYLOMETAZOLINE (+11%), APIXABAN (+7%), DIOSMIN* HESPERIDIN (+25%) and IBUPROFEN (+23%) moved up to the first ranks of the Top 10 ranking. At the same time, they displaced NIMESULIDE (+10%) one rank down, to number five. PANCREATIN (+7%) moved one rank up, coming in at number seven. ADEMETIONINE (+33%), which showed higher growth rates, moved two ranks up, from number ten to eight. GABAPENTIN (+66%), the most dynamic among the leaders, which broke into the Top 10 for the first time, rounded out the ranking. The total share of the top 10 expanded from 10.7% to 11%.

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

Rank in the top 10		INN/Group name	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	2	XYLOMETAZOLINE	1.6	1.6
2	3	APIXABAN	1.3	1.4
3	5	DIOSMIN*HESPERIDIN	1.2	1.1
4	7	IBUPROFEN	1.2	1.1
5	4	NIMESULIDE	1.1	1.1
6	6	RIVAROXABAN	1.1	1.1
7	8	PANCREATIN	1.0	1.1
8	10	ADEMETIONINE	0.9	0.8
9	9	BISOPROLOL	0.9	1.0
10	22	GABAPENTIN	0.8	0.5
Total			11.0	10.7

The leader of the Top 10 ATC groups did not change: M01 Anti-inflammatory and antirheumatic products (+19%) held and reinforced rank number one (Table 4). The groups B01 Antithrombotic agents (+4%), N02 Analgesics (+23%) and R01 Nasal preparations (+17%) held their previous ranks from four through six. Five brand names of the top 10 rose in the ranks. C09 Agents acting on the renin-angiotensin system (+20%) and J01 Antibacterials for systemic use (+32%) moved one rank up, coming in at numbers two and seven. Group N06 Psychoanaleptics (+26%) moved two ranks up, whereas G03 Sex hormones (+34%) four ranks up, moving in at ranks eight and three, respectively. The only newcomer of the Top 10 C05 Vasoprotectives (+19%) moved up to number ten of the ranking. Note that only one group from ten reduced its sales in the analysed period. J05 Antivirals for systemic use (-27%) moved down from rank two to nine. The total share of the Top 10 ranking expanded from 38.7% to 39.2%.

Table 4. Top ten ATC groups by pharmacy sales

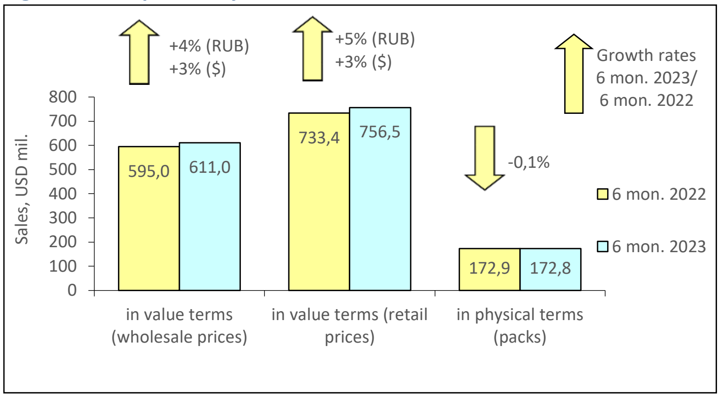
Rank in the top 10		ATC code	ATC group	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022			6 mon. 2023	6 mon. 2022
1	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.4	5.1
2	3	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.2	4.9
3	7	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.2	3.5
4	4	B01	ANTITHROMBOTIC AGENTS	4.1	4.5
5	5	N02	ANALGESICS	3.9	3.6
6	6	R01	NASAL PREPARATIONS	3.7	3.6
7	8	J01	ANTIBACTERIALS FOR SYST USE	3.5	3.0
8	10	N06	PSYCHOANALEPTICS	3.2	2.9
9	2	J05	ANTIVIRALS FOR SYSTEMIC USE	3.1	4.9
10	11	C05	VASOPROTECTIVES	2.9	2.7
Total				39.2	38.7

Conclusion. At the end of January-June of 2023, the pharmacy market of SoFD brought in RUB 65.754 bil. (USD 857.428 mil.) at retail prices. At the same time, the sales increased 13% in terms of roubles and 11% in terms of dollars. The regional pharmacies sold 217.028 mil. packs, which was 7% more than in the same period of 2022. The average cost of an FPP pack based on the results for the first half of 2023 amounted to USD 3.95, which was more than in the previous year (USD 3.78), but still lower than the national average (USD 4.32). In the analysed period, the average expenses of the SoFD residents for FPPs in the pharmacies were also lower than the national average (USD 51.52 vs. USD 63.44).

UFD PHARMACY MARKET: 2023 FIRST SIX MONTHS RESULTS

According to the Federal State Statistics Service, as of January 1, 2023 estimated population of the Ural Federal District (UFD) was 12.259 mil., which accounted for 8.4% of the total Russian Federation population. According to Federal State Statistics Service's data, the average wage for six months of 2023 in the UFD region was RUB 74,699 (USD 971.63), which was 6% higher than the average wage in Russia (RUB 70189). According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of the first half of 2023 the sales of drugs in physical terms in the Ural Federal District did not virtually change (-0.1%) and amounted to 172.816 mil. packs. In value terms, the market showed positive growth rates both in terms of roubles (+4%), and in terms of dollars (+3%) and reached RUB 46.780 bil. (USD 610.951 mil.) at wholesale prices (Fig. 1). The regional retail sales share accounted for 8.1% of all pharmacy sales in Russia. The average retail cost of an FPP pack in January-June 2023 was USD 4.38 vs USD 4.24 in the year-earlier period. For six months of 2023, the average amount spent by residents of UFD for medications amounted to USD 61.71.

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



Based on the results for January-June 2023, the leading three manufacturers by sales volume on the retail market of the Ural Federal District did not change in composition, but its lineup was reshuffled (Table 1). STADA, which showed zero growth rates, moved up to rank one from two, followed by the last year's leader BAYER (-9%) and OTCPHARM (-19%), which reduced sales. SANOFI (-4%) and ABBOTT (-2%), which moved down to ranks seven and ten also showed negative growth rates. The remaining Top 10 drug manufacturers increased their sales; moreover, three of them rose in the ranks. SERVIER (+3%) and GEDEON RICHTER (+9%) moved up to ranks four and five, and the newcomer BINNOPHARM (+51%) broke into the Top 10, coming in at rank six. TEVA (+6%) and KRKA (+14%) remained in their previous ranks eight and nine. The total share of the Top 10 drug manufacturers decreased from 32.0% to 31.3%.

Table 1. Top 10 drug manufacturers by pharmacy sales

Место in the Top 10		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	2	**STADA**	4.0	4.2
2	1	**BAYER**	3.8	4.4
3	3	OTCPHARM	3.2	4.1
4	5	**SERVIER**	3.0	3.0
5	7	GEDEON RICHTER	3.0	2.9
6	13	BINNOPHARM GROUP	3.0	2.0
7	4	**SANOFI**	2.9	3.1
8	8	**TEVA**	2.9	2.8
9	9	**KRKA**	2.8	2.6
10	6	**ABBOTT**	2.8	2.9
Total			31.3	32.0

*AIPM members are in bold

Half of the Top 10 brands reduced their sales in the analysed period (Table 2). The last year's leader ARBIDOL (-59%) showed the most pronounced negative growth sales, which resulted in the lowering of its position by eight rating points. At the same time, XARELTO brand topped the rating despite a pronounced decline in sales (-27%). ELIQUIS, which reduced sales by a quarter, held rank three, while FEMOSTON and INGAVIRIN showing a 20% decrease in sales dropped to two bottom ranks. The other brands of the Top 10 demonstrated outperformance and rose in the ranks. DETRALEX (+3%) moved up to rank two from four, and HEPTRAL (+4%), NUROFEN (+5%), URSOSAN (+24%) and PENTALGIN (+6%) moved up to ranks four through seven, respectively. Note that one of them, URSOSAN, broke into the ranks of the Top 10 for the first time. The total share of the top ten was 5.6%, in the year-earlier period it was 7.0%.

Table 2. 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	XARELTO	0.7	1.0
2	4	DETRALEX	0.7	0.7
3	3	ELIQUIS	0.6	0.8
4	7	HEPTRAL	0.6	0.6
5	8	NUROFEN	0.6	0.6
6	14	URSOSAN	0.5	0.4
7	10	PENTALGIN	0.5	0.5
8	1	ARBIDOL	0.5	1.2
9	6	FEMOSTON	0.5	0.6
10	5	INGAVIRIN	0.5	0.6
Total			5.6	7.0

* Here and elsewhere IQVIA's data are used

Following the respective brand, INN UMIFENOVIR (-54%) significantly reduced its sales and moved down from rank one to outside of the Top 10 (Table 3). The composition DIOSMIN*HESPERIDIN (+10%), which moved up from rank three, became the leader of the Top 10 INNs and group names based on the results of six months of 2023. XYLOMETAZOLINE (+0.4%) remained in rank two in the ranking, while IBUPROFEN (+15%), HYALURONIC ACID (+44%) and PANCREATIN (+5%) moved up to ranks three through five. NIMESULIDE (+1%), URSODEOXYCHOLIC ACID (+23%) and ADEMETIONINE (-1%) also moved up to the higher positions, from seven through nine, respectively. At the same time, two of the above, HYALURONIC ACID and URSODEOXYCHOLIC ACID, became newcomers of the Top 10 ranking. INN ROSUVASTATIN (+1%) continued to hold its previous rank six. RIVAROXABAN (-27%) that reduced its sales and lowered its rating position rounded out the Top 10 ranking. The cumulative share of the Top 10 expanded from 9.7% to 10.0%.

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

Rank in the top 10		INN/Group name	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	3	DIOSMIN*HESPERIDIN	1.4	1.3
2	2	XYLOMETAZOLINE	1.4	1.4
3	5	IBUPROFEN	1.1	1.0
4	13	HYALURONIC ACID	1.0	0.7
5	7	PANCREATIN	0.9	0.9
6	6	ROSUVASTATIN	0.9	1.0
7	8	NIMESULIDE	0.9	0.9
8	12	URSODEOXYCHOLIC ACID	0.9	0.7
9	10	ADEMETIONINE	0.8	0.8
10	4	RIVAROXABAN	0.7	1.0
Total			10.0	9.7

The leading three groups in the Top 10 ATC groups rating didn't change: M01 Anti-inflammatory and antirheumatic products (+12%), C09 Agents acting on the rennin-angiotensin system (+5%) and G03 Sex hormones (+2%) kept the first three ranks (Table 4). Shifts took place in the lower part of the ranking, and five of the Top 10 INNs and group names rose in the ranks. R01 Nasal preparations (+6%) and N02 Analgesics (+8%) moved two ranks up, coming in at numbers four and five. N06 Psychoanaleptics (+10%) and C05 Vasoprotectives (+9%) moved one rank up, coming in at numbers seven and eight. At the same time, J05 Antivirals for systemic use and B01 Antithrombotic agents, which decreased sales by 19%, on the contrary, moved down to ranks six and nine, respectively. The newcomers J01 Antibacterials for systemic use (+27%) that broke into the Top 10 for the first time became the last one in the ranking. In total, the top ten ATC groups accumulated 37.0% of the regional market, whereas in the year-earlier period they accounted for 37.4%.

Table 4. Top ten 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	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.6	5.2
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.1	5.1
3	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.3	4.4
4	6	R01	NASAL PREPARATIONS	3.5	3.5
5	7	N02	ANALGESICS	3.4	3.3
6	4	J05	ANTIVIRALS FOR SYSTEMIC USE	3.1	4.1
7	8	N06	PSYCHOANALEPTICS	3.1	2.9
8	9	C05	VASOPROTECTIVES	3.0	2.9
9	5	B01	ANTITHROMBOTIC AGENTS	2.9	3.7
10	15	J01	ANTIBACTERIALS FOR SYST USE	2.9	2.4
Total				37.0	37.4

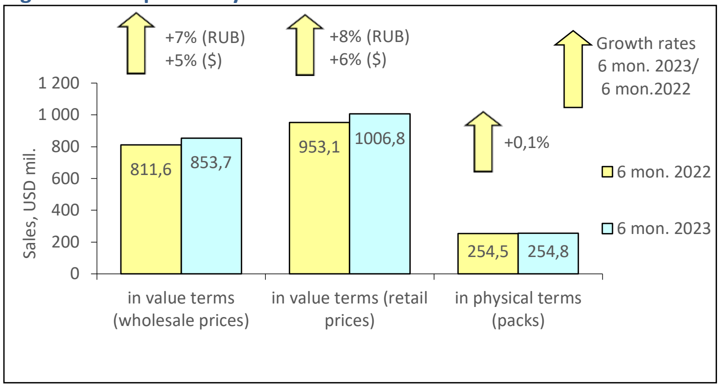
Conclusion. In January-June 2023, the pharmacy market of the Ural Federal District brought in RUB 57.934 bil. (USD 756.537 mil.) at retail prices. The regional sales grew by 5% in terms of roubles and 3% in terms of dollars. In pack terms, the market did not virtually change and amounted to 172.816 mil. packs. According to the results for six months of 2023, the average cost of an FPP pack in the district pharmacies was USD 4.38, which was slightly higher than the last year figure (USD 4.24), and the national average (USD 4.32). At the same time, the average expenses of the UFD residents for medications in the pharmacies were lower than the national average (USD 61.71 vs. USD 63.44).

SiFD PHARMACY MARKET: 2023 FIRST SIX MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2023 estimated population of the Siberian Federal District (SiFD) 16.646 mil., which accounted for 11.4% of the total Russian Federation population. According to Federal State Statistics Service's data, in January-June 2023, the average salary in the SiFD was RUB 62,154 (USD 818.45), which was 11% lower than the national average salary throughout Russia (RUB 70,189).

According to the results of the Retail Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, in the first six months of 2023 the SFD pharmacy market volume showed almost zero growth rates (+0,1%) and amounted to 254.787 mil. packs (Fig. 1) The sales in wholesale prices increased by 7% in terms of roubles and 5% in terms of dollars, reaching RUB 65.454 bil. (USD 853.659 bil.). The district's share accounted for 10.8% of the total pharmacy sales in the Russian pharmacy market pattern. In January-June of 2023, the average cost of FPP in the SiFD pharmacies was USD 3.95, whereas in the year-earlier period its cost was USD 3.75. In the analysed period, per capita expenses of the SiFD residents for purchase of medicines in pharmacies reached USD 60.49.

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



Based on the results for January-June 2023, three manufacturers from the Top 10 manufacturers in the pharmacy market of the Siberian Federal District reduced sales against overall sales growth (Table 1). Among them were the last year's leader BAYER (-2%), as well as OTCPHARM (-17%) and SANOFI (-5%), which as a result of this dropped to ranks two, five and eight, respectively. In addition to them, GEDEON RICHTER (+9%) lost one rating point despite its leading growth rates, being displaced by a more dynamic newcomer. It was BINNOPHARM (+32%) that moved up from rank 13 to nine. The remaining drug manufacturers also rose in the ranks, moreover, each of them by one point. STADA (+10%) moved up to rank one from two. The manufacturers KRKA (+12%), SERVIER (+5%), TEVA (+6%) and ABBOTT (+4%) moved up to ranks three, four, six and seven, respectively. The total share of the Top 10 INN and group names decreased by 1 p.p. to 31.5%

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	2	**STADA**	4.3	4.2
2	1	**BAYER**	4.0	4.4
3	4	**KRKA**	3.4	3.2
4	5	**SERVIER**	3.2	3.2
5	3	OTCPHARM	3.1	4.0
6	7	**TEVA**	2.9	2.9
7	8	**ABBOTT**	2.8	2.9
8	6	**SANOFI**	2.8	3.1
9	13	BINNOPHARM GROUP	2.6	2.1
10	9	GEDEON RICHTER	2.5	2.5
Total			31.5	32.5

*AIPM members are in bold

In the Top 10 ranking, antithrombotic agents ELIQUIS (-17%) and XARELTO (-9%) that decreased sales, but improved their positions by one point moved up to the first two ranks (Table 2). INNs with positive growth rates moved up to ranks three through six from the lower ranks: DETRALEX (+9%), EDARBI (+26%), PENTALGIN (+3%) and FEMOSTON (+0.5%). On top of that, the second of them, EDARBI, broke into the ranks of the Top 10 for the first time. Another two newcomers of the Top 10, THERAFLU (+12%) and HEPTRAL (+3%), moved up to ranks eight and ten, respectively. The brands LORISTA (-19%) and CARDIOMAGNYL (-7%) lowered sales and their positions, moving down to ranks seven and nine, respectively. In total, the top ten brands accumulated 6.5% of the pharmacy sales, 7.1% in the year-earlier period.

Table 2. 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	ELIQUIS	0.9	1.1
2	3	XARELTO	0.8	1.0
3	4	DETRALEX	0.8	0.8
4	15	EDARBI	0.6	0.5
5	7	PENTALGIN	0.6	0.6
6	8	FEMOSTON	0.6	0.6
7	5	LORISTA	0.6	0.7
8	13	THERAFLU	0.6	0.5
9	6	CARDIOMAGNYL	0.5	0.6
10	11	HEPTRAL	0.5	0.6
Total			6.5	7.1

In contrast to the above rankings, the leader of the Top 10 INNs and group names did not change - as before, INN XYLOMETAZOLINE (+7%) held its rank number one (Table 3). The composition DIOSMIN* HESPERIDIN (+16%), INN IBUPROFEN (+13%), which entered the Top 10 for the first time, HYALURONIC ACID (+89%), as well as NIMESULIDE (+3%) moved up to ranks two through five from the lower ones. Another newcomer, URSODEOXYCHOLIC ACID (+24%), rounded out the Top 10 ranking. Another INN, PANCREATIN (+15%), demonstrated outstripping growth rates and made advances, moving one rank up, to number eight. In contrast, BISOPROLOL (-5%), APIXABAN (-17%) and RIVAROXABAN (-9%), which reduced sales, moved down to the lower ranks. The total share expanded from 9.9% to 10.1%.

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

Rank in the top 10		INN/Group name	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	1	XYLOMETAZOLINE	1.4	1.4
2	3	DIOSMIN*HESPERIDIN	1.3	1.2
3	6	IBUPROFEN	1.1	1.0
4	23	HYALURONIC ACID	1.0	0.6
5	8	NIMESULIDE	0.9	1.0
6	5	BISOPROLOL	0.9	1.0
7	4	APIXABAN	0.9	1.1
8	9	PANCREATIN	0.9	0.8
9	7	RIVAROXABAN	0.8	1.0
10	11	URSODEOXYCHOLIC ACID	0.8	0.7
Total			10.1	9.9

M01 Anti-inflammatory and antirheumatic products (+13%), which displaced C09 Agents acting on the rennin-angiotensin system (+9%) one rank down, became the leader of the Top 10 ATC groups ranking (Table 4). In addition to the leader, another three ATC groups managed to rise in the ranks. N02 Analgesics and C05 Vasoprotectives (+12% each) moved one rank up, to numbers four and seven, and R01 Nasal preparations (+15%) improved their rating by two points, moving up to rank five. Three ATC groups, G03 Sex hormones (+7%), N06 Psychoanaleptics (+10%) and R05 Cough and cold preparations (+9%), remained in their previous positions three, nine and ten. Two groups with negative sales growth rates, B01 Antithrombotic agents (-13%) and J05 Antivirals for systemic use (-17%), lost two rating points each. The total share of the Top 10 ATC groups reduced from 37.9% to 37.4%.

Table 4. Top ten 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	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.6	5.3
2	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.5	5.4
3	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.4	4.3
4	5	N02	ANALGESICS	3.8	3.6
5	7	R01	NASAL PREPARATIONS	3.7	3.4
6	4	B01	ANTITHROMBOTIC AGENTS	3.2	4.0
7	8	C05	VASOPROTECTIVES	3.0	2.9
8	6	J05	ANTIVIRALS FOR SYSTEMIC USE	2.8	3.6
9	9	N06	PSYCHOANALEPTICS	2.8	2.7
10	10	R05	COUGH AND COLD PREPARATIONS	2.7	2.7
Total				37.4	37.9

Conclusion. At the end of the first half of 2023, the pharmacy market in the Siberian Federal District was estimated at RUB 77.235 bil. (USD 1.007 bil.) at final consumer prices. At the same time, the market behaviour was positive both in rouble (+8%) and in dollar (+6%) terms. In physical terms, the sales did not virtually change and amounted to 254.787 mil. packs. The average cost of an FPP pack increased as compared to a year earlier (USD 3.95 vs. USD 3.75), but continued to be lower than the national FPP price average in Russia (USD 4.32). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 60.49 vs. USD 63.44).

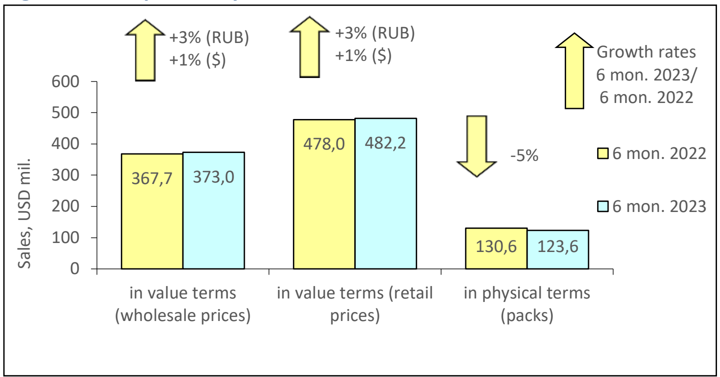
* Here and elsewhere IQVIA's data are used

FEFD PHARMACY MARKET: 2023 FIRST SIX MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2023 estimated population of the Far Eastern Federal District (FEFD) was 7.904 mil., which accounted for 5.4% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for the first six months of 2023 the average wage in the FEFD was RUB 79.631 (USD 1035.78), which was 13% higher than the average wage in Russia (RUB 70189).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, in the first half of 2023 the sales of OTC drugs in physical terms in the pharmacies of the FEFD continued to decline (-5%) and amounted to 123.635 mil. packs. In money terms, the market increased by 3% in terms of roubles and 1% in terms of dollars. At the same time, the volume of the market amounted to RUB 28.552 bil. (USD (373.040 mil.) at wholesale prices (Fig. 1). The district's share accounted for 5.2% of the Russian sales in retail prices. The average cost of a pack increased as compared to a year earlier period (USD 3.66) and was equal to USD 3.90. The average amount spent by the residents of the FEFD region for drugs in the pharmacies for 6 months of 2023 amounted to USD 61.01.

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



The Top 10 manufacturers ranking in the FEFD OTC market did not change in composition based on the results for January-June of 2023 (Table 1). Moreover, only two manufacturers held their own in the ranking: BAYER (-1%) and SERVIER (+5%) kept ranks two and five. Four manufacturers of the Top 10 showed positive growth rates and rose in the ranks. The Top 10 leader STADA (+5%) moved up to rank number one, whereas KRKA (+8%), TEVA (+7%) and ABBOTT (+5%) moved up to ranks three, six and nine. At the same time, GEDEON RICHTER that showed zero growth rates, as well as OTCPHARM (-26%), SANOFI (-8%) and SANDOZ (-14%) that reduced sales moved down to ranks seven, four, eight and ten, respectively. The cumulative share of the Top 10 reduced by almost 2 p.p. and achieved 31.7%.

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	3	**STADA**	4.4	4.3
2	2	**BAYER**	4.2	4.4
3	4	**KRKA**	3.4	3.2
4	1	OTCPHARM	3.3	4.5
5	5	**SERVIER**	3.2	3.1
6	8	**TEVA**	3.0	2.9
7	6	GEDEON RICHTER	2.9	3.0
8	7	**SANOFI**	2.6	3.0
9	10	**ABBOTT**	2.6	2.5
10	9	**SANDOZ**	2.3	2.7
Total			31.7	33.6

*AIPM members are in bold

In the Top 10 brands ranking, the last year's leader ARBIDOL showed the most pronounced decline in sales (-60%) and moved down to rank five (Table 2). This allowed the brands XARELTO (-17%) and ELIQUIS (-9%) to move one rank up, coming in at the first two ranks despite the negative growth rates. The most dynamic brand among the leaders DETRALEX (+19%) was ranked third in the ranking. The market of URSOSAN (+18%), which broke into the Top 10 for the first time and moved up to rank nine, developed at a similar pace. At the same time, THERAFLU (-3%) and LORISTA (-10%) moved one rank down. The brands NUROFEN (-2%), INGAVIRIN (-3%) and CARDIOMAGNYL (-12%) continued to hold ranks four, seven and eight, respectively. The total share of the Top 10 decreased by more than 1.5 p.p. to 7.1%.

Table 2. 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	XARELTO	0.9	1.1
2	3	ELIQUIS	0.8	0.9
3	6	DETRALEX	0.8	0.7
4	4	NUROFEN	0.8	0.8
5	1	ARBIDOL	0.8	2.0
6	5	THERAFLU	0.7	0.7
7	7	INGAVIRIN	0.7	0.7
8	8	CARDIOMAGNYL	0.6	0.7
9	15	URSOSAN	0.6	0.5
10	9	LORISTA	0.5	0.6
Total			7.1	8.8

All INNs of the Top 10 INNs and group names ranking shifted their rating positions, moreover, most of them rose in the ranks (Table 3). XYLOMETAZOLINE (+6%) and IBUPROFEN (+4%) moved one rank up, to the first two ranks. The composition DIOSMIN*HESPERIDIN (+17%) and INN PANCREATIN (+14%) as well as NIMESULIDE (+4%), which also made advances, moved up to ranks three through five, respectively. The newcomer URSODEOXYCHOLIC ACID (+19%) rounded out the Top 10 ranking. INNs that reduced sales and lowered ranking positions moved down to ranks six through nine, respectively. They were the last year leader UMIFENOVIR (-56%), as well as BISOPROLOL (-8%), RIVAROXABAN (-17%) and APIXABAN (-9%). The cumulative share of the Top 10 also reduced: 10,5% vs 11,7% in the year-earlier period.

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

Rank in the top 10		INN/Group name	Share in total pharmacy sales, %	
6 mon. 2023	6 mon. 2022		6 mon. 2023	6 mon. 2022
1	2	XYLOMETAZOLINE	1.7	1.7
2	3	IBUPROFEN	1.3	1.3
3	5	DIOSMIN*HESPERIDIN	1.2	1.0
4	9	PANCREATIN	1.0	0.9
5	7	NIMESULIDE	1.0	1.0
6	1	UMIFENOVIR	0.9	2.1
7	6	BISOPROLOL	0.9	1.0
8	4	RIVAROXABAN	0.9	1.1
9	8	APIXABAN	0.8	0.9
10	13	URSODEOXYCHOLIC ACID	0.8	0.7
Total			10.5	11.7

M01 Anti-inflammatory and antirheumatic products (+8%) and C09 Agents acting on the rennin-angiotensin system (+4%) remained the sales leaders among ATC groups in the regional market (Table 4). R01 Nasal preparations (+14%) that moved up from rank five rounded out the Top 3 ATC groups ranking. In addition to them, another three of the Top 10 ATC group ranking managed to rise in the ranks. N02 Analgesics (+6%) moved up to rank five from seven, J01 Antibacterials for systemic use (+7%) moved up to rank eight from nine, and the newcomer C05 Vasoprotectives (+13%) that broke into the Top 10 for the first time rounded it out. In contrast, J05 Antivirals for systemic use (-24%), B01 Antithrombotic agents (-11%) and R05 Cough and cold preparations (-3%), which showed a decrease in sales, moved down to ranks six, seven and nine, respectively. The group G03 Sex hormones (+4%) held its previous rank four. The total share of the analysed ranking accounted for 37.5% vs 38.4% in a year-earlier period.

Table 4. Top ten 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	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.3	5.1
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.0	4.9
3	5	R01	NASAL PREPARATIONS	4.1	3.8
4	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.9	3.9
5	7	N02	ANALGESICS	3.5	3.4
6	3	J05	ANTIVIRALS FOR SYSTEMIC USE	3.4	4.7
7	6	B01	ANTITHROMBOTIC AGENTS	3.3	3.8
8	9	J01	ANTIBACTERIALS FOR SYST USE	3.1	3.0
9	8	R05	COUGH AND COLD PREPARATIONS	3.0	3.1
10	12	C05	VASOPROTECTIVES	2.8	2.6
Total				37.5	38.4

Conclusion. In the first half of 2023, the retail market of the Far Eastern Federal District brought in RUB 36.901 bil. (USD 482.182 mil.). which was 3% in terms of roubles and 1% in terms of dollars more than in the same period of 2022. In pack terms, the market reduced by 5% compared to the previous year and amounted to 123.635 mil. packs. The average cost of OTC drug pack in the FEFD pharmacies according to the results for 6 months of 2023 was USD 3.90, which was higher than January-June 2022 figure (USE 3.66), but less than the average across the country (USD 4.32). The average drug expenses of the district residents were also lower than the national average expenses in Russia (61.01 USD vs. 63.44 USD).

* Here and elsewhere IQVIA's data are used