Ассоциация Международных Фармацевтических Производителей

JOINT ANALYTICAL REPORT
of Associations of International Pharmaceutical Manufacturers and CG "Remedium"

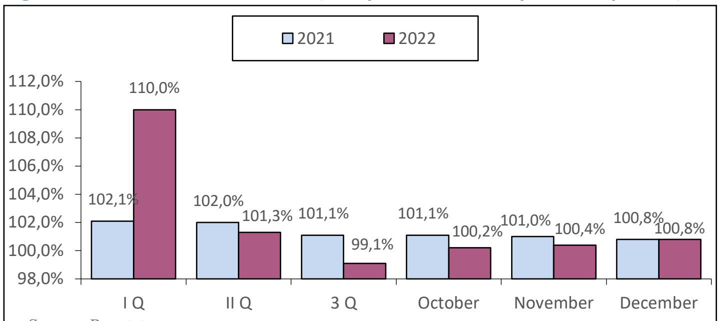
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.8% in December 2022 compared to the previous month, 111.9% compared to December 2021.

In December 2021, Industrial Producer Price Index was 99.2% as compared to the previous month, in the month-earlier period it had amounted to 99.6%. The index accounted for 96.7% as against December 2021.

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



Source: Rosstat

Living standard

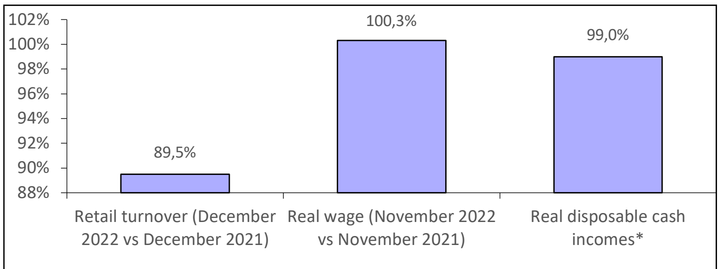
In November 2022, a gross monthly average wage of corporate employees reached RUB 63060 (USD 1035.98). It accounted for 112.3% as compared to November 2021, and 100.9% as compared to the previous period. In November 2022, the real gross wage accounted for 100.3% as compared to November of 2021, and 100.5% against the prior period.

According to estimates[1], real disposable cash incomes decreased by 99.0% in 2022 as compared to 2021 (Fig. 2).

Retail turnover

In December 2022, the retail turnover was equal to RUB 4201.1 bil. or 89.5% (in comparable prices) against the respective period of the previous year, in 2022 - RUB 42512.5 bil. or 93.3% (Fig. 2).

Figure 2. Real wage and retail turnover



Source: Rosstat

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

Industrial Production

According to Federal State Statistics Service's data, in December 2022 Industrial Production Index accounted for 95.7% compared to the same period a year ago, 99.4% in 2022.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in December 2022 accounted for 69.3% compared to the relevant period of 2021, and 108.6% in 2022 compared to 2021.

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 December 2022.

Table 1. Top ten Russian chemical and pharmaceutical manufacturers by sales, December 2022

Rank	Manufacturer	RUB mil.
1	Otcpharm	6012.0
2	Stada	3539.1
3	Binnopharm	3334.7
4	Valenta	3282.6
5	Biocad	2842.2
6	Grotex	2496.2
7	Pharmstandart	2437.4
8	Pharmasyntez	2178.4
9	Servier	2058.6
10	Atoll	1945.4

Source: IQVIA

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In November 2022 compared to October 22, most of the regions showed the sales growth (in terms of roubles). The highest growth was observed in Moscow (+11%), the lowest one in Krasnoyarsk Krai (+0.2%). In three regions, the drug sales reduced, the most pronounced reduction was seen in Perm (-8%).

Table 2. Pharmacy sales in the regions, 2022

Region	Pharmacy sales, $ mil. (Wholesale prices)			Growth gain, % (Roubles)		
	September 2022	October 2022	November 2022	September/August 22	October/September 22	November/October 22
Moscow	259.3	237.3	264.4	28%	-7%	11%
St. Petersburg	119.3	100.1	105.3	36%	-15%	4%
Krasnodar Krai	81.6	68.0	77.4	-3%	-15%	13%
Krasnoyarsk Krai	37.2	34.4	34.7	10%	-6%	0.2%
Tatarstan	39.2	35.1	37.2	20%	-9%	5%
Rostov Region	44.1	39.7	40.9	12%	-8%	2%
Novosibirsk Region	38.2	33.5	33.7	20%	-11%	-0.2%
Voronezh Region	29.5	24.9	27.6	23%	-14%	10%
Perm	11.7	11.6	10.7	22%	1%	-8%
Tyumen	14.4	13.1	12.7	15%	-7%	-4%

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 December 2022

Rank	Company*	Amount of broadcasts
1	Protek	5,565
2	Evalar	4,358
3	Petrovax	3,795
4	Binnopharm Group	3,625
5	Renewal Production Pharma Company	3,610

Source - Remedium according to Mediascope's data

Table 4. Top five trade names in mass media in December 2022

Rank	Brand*	Amount of broadcasts
1	Evalar	4,074
2	Renewal	3,610
3	Baralgin	2,828
4	Polisorb	2,339
5	Polyoxidonium	1,971

Source - Remedium according to Mediascope's data

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

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

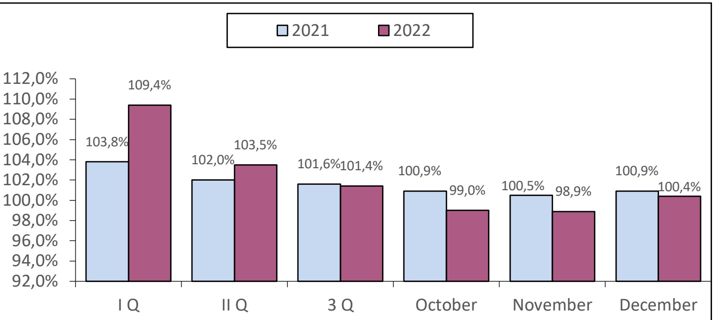
MACROECONOMIC INDICES OF THE REPUBLIC OF BELARUS

Inflation

According to the Committee for Statistics of the National Statistical Committee of Belarus, the Consumer Price Index was estimated at 100.4% in December 2022, 112.8% compared to December 2021. The Consumer Price Index was 115.2% in January-December of 2022 as compared to 2021.

The Industrial Producer Price Index was 100.2% in December 2022 as compared to the previous month, and 113.0% compared to December 2021. In January-December 2022, the Industrial Producer Price Index was 115.2% as compared to 2021.

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



Source: National Statistical Committee of Belarus (Belstat)

Living standard

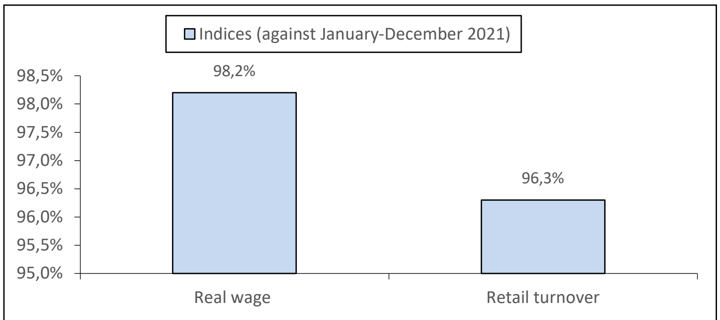
According to the preliminary Belstat's data, in December 2022 the average monthly nominal accrued wage of the corporate workers of the Republic of Belarus was equal to BYR 1,915.6 (USD 746.42[2]), - BYR 1,630.9 (USD 620.35) in January-December 2022, which accounted for 113.5% and 113.1% against the same periods in 2021. In December 2022, the real wage accounted for 100,6% as compared to the same period of 2021, 98.2% in January-December 2022 (Fig. 2).

According to Belstat's data, in January-November 2022 the real disposable cash income accounted for 96.3% as compared to January-November 2021 level.

Retail turnover

In December 2022, the retail turnover was estimated at RUB 6,536.1 mil. which accounted for 117.5% as compared to the previous month and 93.3% as compared to the respective period of 2021. Based on the results for January-December 2022, it amounted to RUB 67,470.0 mil. or 96.3% in comparable prices as compared to the 2021 level (Fig. 2).

Figure 2. Real monthly wage and retail turnover, 2022



Source: National Statistical Committee of Belarus (Belstat)

Industrial Production

According to the Statistical Committee of the Republic of Belarus, the industrial output by economic activities "Mining industry", "Processing Industry" and "Supply of electricity, gas, steam, hot water and conditioned air" and "Water supply; sewerage, waste management and remediation activities" amounted to BYR 15,247.7 mil. in current prices in December of 2022, BYR 169,633.0 mil. as a whole for 2022, or 96.8% and 94.6% in comparable prices as compared to the respective period of 2021.

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

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

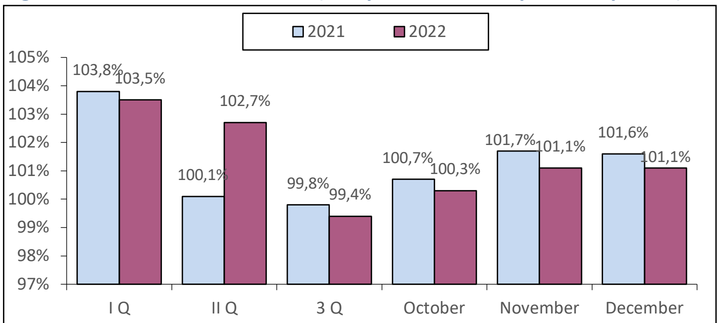
MACROECONOMIC INDICES OF THE REPUBLIC OF ARMENIA

Inflation

According to data of Statistics Committee of the Republic of Armenia, in December 2022 the consumer price index amounted to 101.1% compared to the previous month and 108.3% compared to December 2021. The Consumer Price Index accounted for 108.6% in January-December of 2022 as compared to the same period in 2021.

The Industrial Producer Price Index was 103.5% in December 2022, as compared to the previous month, and 99.6% compared to December 2021. In January-December 2022, the index accounted for 102.6% as compared to 2021.

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



Source: Statistics Committee of the Republic of Armenia

Living standard

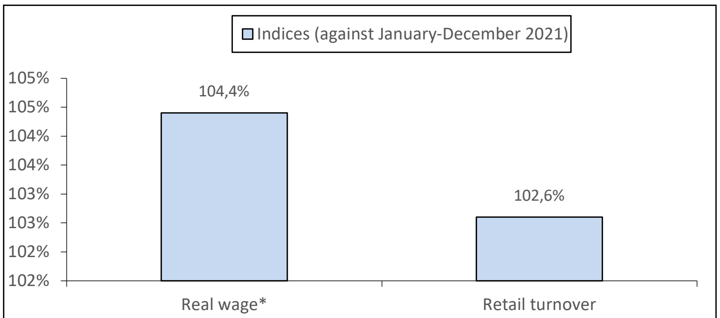
According to preliminary estimates of the Statistics Committee of RA, in December 2022 the average monthly nominal wage of the workers of the Republic of Armenia was Dram 309,080 (USD 783.39) which accounted for 124.6% compared to the previous period and 120.9% compared to the same period of 2021. In January-December of 2022, the average monthly nominal wage per worker was Dram 235,576 (USD 540.72) or 115.5% against January-December of 2021.

The real wage in January-September 2022 (according to the Eurasian Economic Commission) accounted for 104.4% as compared to 2021 (Fig. 2).

Retail turnover

The retail turnover amounted to Dram 193,158.1 mil. in December 2022, and Dram 1,639,421.1 mil. in January-December 2022, which accounted for 104.0% and 102.6%, respectively as compared to the same period of the previous year (Fig. 2).

Figure 2. Real monthly wage and retail turnover, 2022



Source: Statistics Committee of the Republic of Armenia

* Data for January-September 2022

Industrial Production

According to the preliminary data of Statistics Committee of the Republic of Armenia, in December of 2022 industrial output by economic activities "Mining industry", "Processing industry" and "Supply of electricity, gas, steam, hot water and conditioned air" and "Water supply; sewerage, waste management and remediation activities" amounted to AMD 299,687.0 mil., and AMD – 2,683,553.9 mil. in January-December 2022 or 103.3% and 107.9% against the same periods in 2021, respectively.

According to Statistics Committee of the Republic of Armenia, the manufacture of basic pharmaceutical products and drugs was estimated at AMD 1014.8 mil. in December 2022, and AMD 10,630.9 mil. from the beginning of the year, which accounted for 79.3% and 79.1% as compared to the respective periods of 2021.

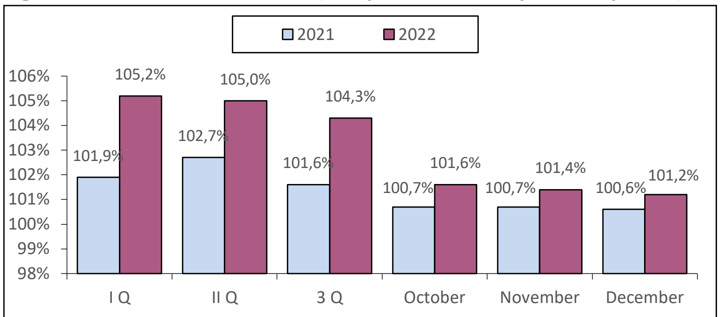
MACROECONOMIC INDICES OF THE REPUBLIC OF KAZAKHSTAN

Inflation

According to the Bureau of National Statistics of the Agency for Strategic Planning and Reforms of the Republic of Kazakhstan, in December of 2022 the Consumer Price Index was estimated at 101.2% as compared to the prior month, 120.3% compared to December 2021. In January-December 2022, the Index reached 115.0% as compared to 2021.

The Industrial Producer Price Index was 100.2% in December 2022 as compared to the previous month, 109.4% compared to December 2021. In January-December 2022, the prices of manufacturers of industrial products increased by 27.1% as compared to 2021.

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



Source: Bureau of National Statistics of the ASPR of the Republic of Kazakhstan

Living standard

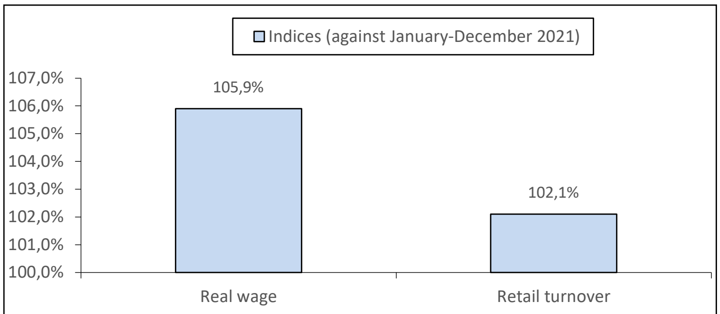
According to the preliminary data of the Bureau of National Statistics of RK, the gross monthly average nominal wage per worker reached KZT 319,987 (USD 684.11[3]) in December 2022, and KZT 303,055 (USD 658.13) in January-December of 2022. The Nominal Wage Index against the respective period of the previous year accounted for 112.2% in December 2022, and 121.8% in January-December 2022. The real wage index was 93.3% in December 2022 vs December 2021, 105.9% in January-December 2022 vs January-December 2021 (Fig. 2).

According to preliminary reports, in January-November of 2022 the real cash income index was 100.2% compared to January-November of 2021.

Retail turnover

The retail turnover in December 2022 was KZT 2073,9 bil., which accounted for 101,0% compared to December of 2021. In January-December of 2022, the retail turnover volume amounted to KZT 15,763.7 bil. or 102.1% against the 2021 level (in comparable prices) (Fig. 2).

Figure 2. Real wage index and retail turnover in 2022



Source: Bureau of National Statistics of the ASPR of the Republic of Kazakhstan

Industrial Production

According to the Bureau of National Statistics of the RK, in December 2022 the industrial output was KZT 4,157.4 bil., in January-December of 2022 – KZT 48,007.5 bil. As compared to the same period of 2021, the indices accounted for 97.2% and 101.1%, respectively.

According to the Bureau of National Statistics of the RK, the industrial output of essential pharmaceutical products and pharmaceutical drugs amounted to KZT 162,593 mil. in January-December 2022, and KZT 16,698 mil. in December of 2022. In January-December 2022, the Industrial Production Volume Index for Pharmaceuticals was 89.7% as compared to respective period in 2021, 135.6% in December 2022 vs December 2021.

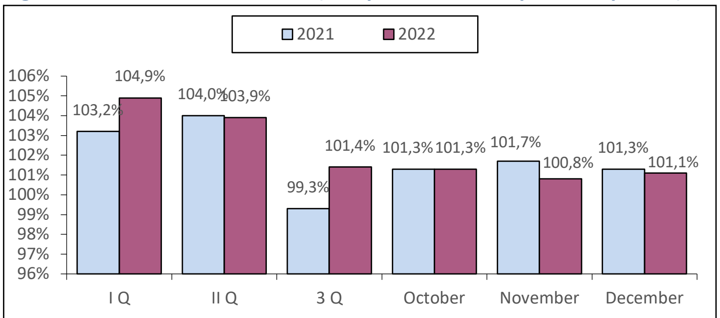
MACROECONOMIC INDICES OF THE KYRGYZ REPUBLIC

Inflation

According to the National Statistics Committee of the Kyrgyz Republic, the Consumer Price Index was estimated at 101.1% in December of 2022 as compared to the previous month, 114.7% as compared to December 2021. In January-December of 2022, the index accounted for 113.9% as compared to the same period in 2021.

In December 2022, the Producer Price Index for industrial production and services was 101.0% as compared to the previous month, 102.1% as compared to December 2021. In January-December 2022, the prices of producers for industrial products and services throughout the Republic increased by 6.1% as compared to 2021.

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



Source: National Statistics Committee of the Kyrgyz Republic

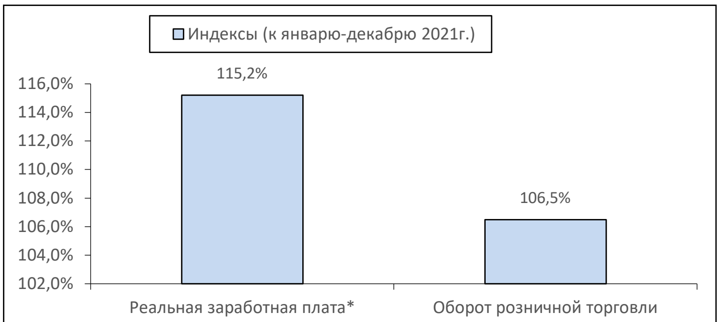
Living standard

According to data of the Committee for Statistics of the Kyrgyz Republic, in November 2022 the average monthly nominal wage per worker was KGS 28,826 (USD 342.31), in January-November 2022 – KGS 25,711 (USD 306.0), which accounted for 146.3% and 131.1% compared to the relevant period of the previous year, respectively. In January-November of 2022, the real wage accounted for 115.2% as compared to January-November of 2021, 127.2% in November 2022 vs November 2021 (Fig. 2).

Retail turnover

In December of 2022, the retail turnover (without cars and motorcycles sales) reached KGS 91,580.6 mil, in January-December of 2022 - KGS 438,221.6 mil. The Retail Turnover Volume Index accounted for 110.7% and 106.5%, respectively, compared to the same period of the previous year (Fig.2).

Figure 2. Real monthly wage and retail turnover, 2022



Source: National Statistics Committee of the Kyrgyz Republic

* Data for January-November 2022

Industrial Production

According to the National Committee for Statistics of the Kyrgyz Republic, in December 2022 the industrial output was KGS 42,534.3 mil., and in January-December 2022 — KGS 425,945.9 mil. The Physical Index of Industrial Production accounted for 91.1% and 111.4% as compared to the same periods of 2021, respectively.

According to the National Committee for Statistics of the Kyrgyz Republic, the pharmaceutical output amounted to KGS 66.3 mil. in December 2022, and KGS 778.0 mil. from the start of the year. At the end of December 2022, the Physical Index of for Pharmaceuticals was 78.5% as compared to the same period of 2021, 154.3% compared to November, and 83.0% in January-December of 2022 as compared to the same period of 2021.

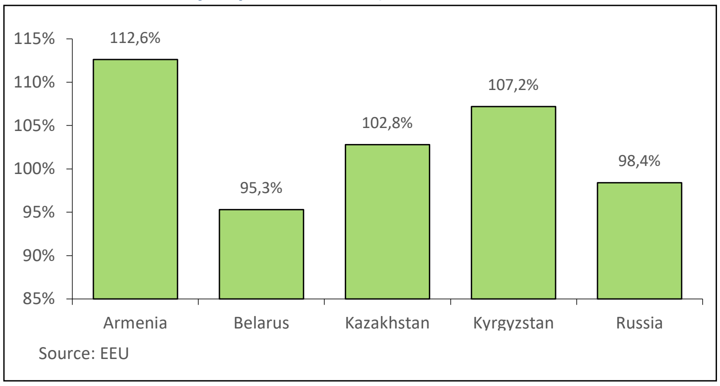
[3] The average exchange rate to calculate the above indices was used from the official website of the National Bank of Kazakhstan www.nationalbank.kz

COMPARATIVE MACROECONOMIC INDICES OF THE EURASIAN ECONOMIC UNION (EAEU)

GDP

According to the Eurasian Economic Commission (EAEC), in January-September of 2022 GDP of EAEU member-states achieved USD 1,745,414.2 mil. The Volume of Industrial Products Index accounted for 98.8% as compared to January-September 2021. GDP growth was recorded in three EAEU member-states: in Armenia (+12.6%), Kazakhstan (+2.8%), Kyrgyzstan (+7.2%). GDP declined in Belarus (95.3%) and Russia (98.4%) (Fig. 1).

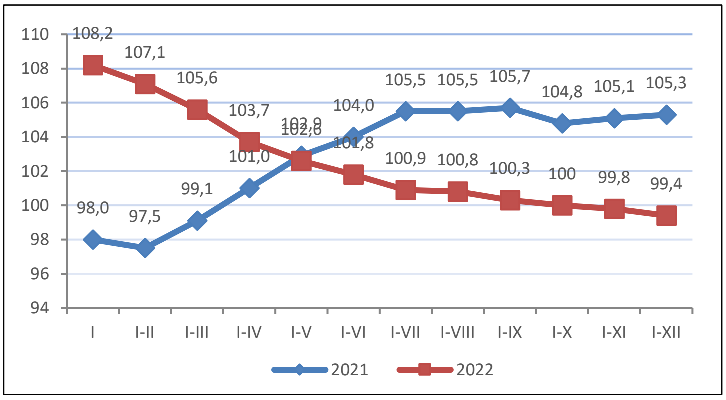
Figure 1. GDP growth rates in the EAEU member-states (January-September 2022 vs. January-September 2021)



Industrial Production

The industrial output of the EAEU in January-December 2022 was USD 1,640.1 bil., which accounted for 99.4% vs January-December 2021 (Fig. 2). In individual countries, the Industrial Production Index was 107.94% in Armenia, 94.6% in Belarus, 101.1% in Kazakhstan, 111.4% in Kyrgyzstan and 99.4% in Russia.

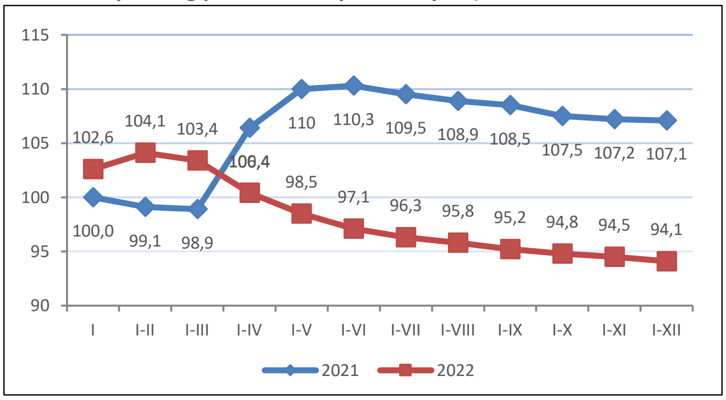
Figure 2. Industrial output indices movement in EAEU (as % over the same period of the previous year)



Retail turnover

According to the EEC, the retail trade turnover (through all sales channels) of EEU member-states in January– December 2022 amounted to USD 700.9 bil., which was 5.9% lower than in January-December 2021. In the analysed period, an increase in retail trade turnover was observed in Armenia (104.0%), Kazakhstan (102.1%) and Kyrgyzstan (110.6%). Retail sales continued to decline in Belarus (96.3%) and Russia (93.3%).

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



Nominal and real wage

According to the ECE, in January-September of 2022 as compared to the respective period of 2021, the gross monthly average wage increased in all EAEU member-states. The highest growth rates of nominal and real (adjusted for the consumer price index for goods and services) average monthly wage were recorded in Kyrgyzstan (127.9% and 112.7%, respectively) and in Kazakhstan (124.1% and 109.4%).

Table 1. Nominal and real wage in January-September 2022

Country	Real wage, as % of the respective period of 2021	Nominal real wage	
		as % of the respective period of 2021	USD
Armenia	104.4	113.4	503
Belarus	98.2	113.6	594
Kazakhstan	109.4	124.1	654
Kyrgyzstan	112.7	127.9	297
Russia	98.5	112.6	892

Budget implementation

According to the ECE, in January-September 2022 the republican budget was implemented with a surplus in Armenia, Kyrgyzstan and Russia. In Kazakhstan, the budget deficit decreased by 1.8 times compared to the similar period of the last year, and in Russia the budget surplus decreased by 8 times.

The growth rates of the republican budget indicators saw a variety of trends in comparison with the respective period of the last year as follows: revenues — 125% in Armenia, N/A in Belarus, 131% in Kazakhstan, 147% in Kyrgyzstan and 110% in Russia; expenditures — 107% in Armenia, N/A in Belarus, 118% in Kazakhstan, 146% in Kyrgyzstan, 120% in Russia.

Table 2. Republican budget in January-September 2022

Country	USD bil.		
	Income	Expenditure	Deficit (surplus)
Armenia	3.3	3.2	0.1
Belarus	N/A	N/A	N/A
Kazakhstan	25.8	28.1	-2.3
Kyrgyzstan	2.3	2.2	0.0
Russia	285.0	282.1	2.9

The Consumer Price Indices of the EEU member-states in 2022

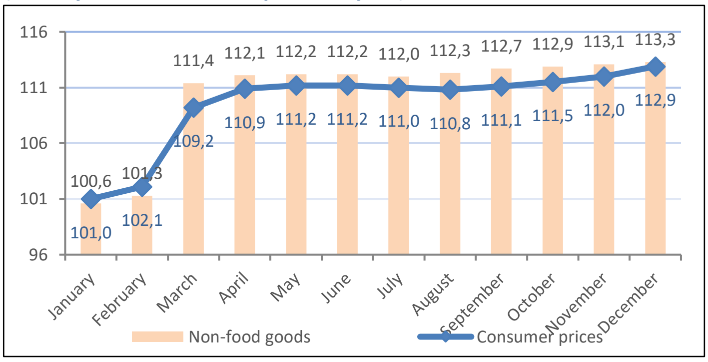
The consumer price index for goods and services throughout EEU in December 2022 was 112.9% as compared to December 2021, and 100.8% as compared to the previous month of 2022. For January-December 2022 vs. the same period of 2021, it was 113.9%.

Table 3. The Consumer Price Indices of the EEU member-states in 2022 (as % by December of the previous year)

Country	June	July	August	September	October	November	December
EAEU	***111.2***	***111.0***	***110.8***	***111.1***	***111.5***	***112.0***	***112.9***
Armenia	106.3	104.9	105.1	105.7	106.0	107.2	108.3
Belarus	113.1	113.7	113.8	114.8	113.6	112.4	112.8
Kazakhstan	110.5	111.7	113.3	115.4	117.2	118.9	120.3
Kyrgyzstan	109.1	109.6	110.4	110.6	112.1	113.5	114.7
Russia	111.4	111.0	110.4	110.5	110.7	111.1	111.9

A significant increase in prices for non-food products (by 13.3%) throughout the EAEU in December 2022 vs December 2021. Food product prices increased by 12.2%, and paid service prices increased by 12.9% over that period (Fig. 4).

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

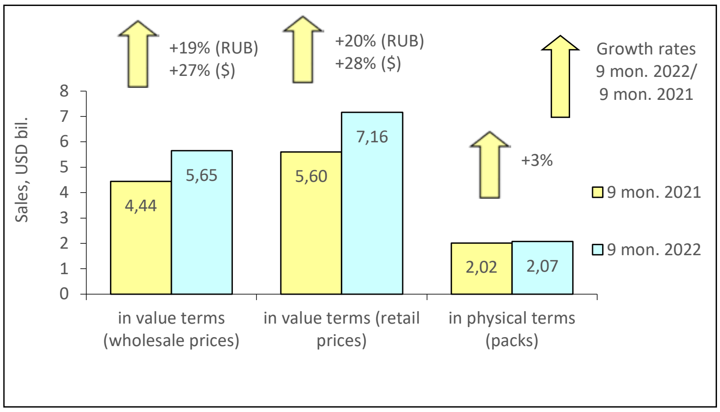


According to the ECE, the price indices for the pharmaceutical products (medications) in December 2022 (compared to December of 2021) amounted to 101.7% in Armenia, 103.7% in Belarus, 116.2% in Kyrgyzstan, 113.5% in Kazakhstan and 110.8% in Russia.

PHARMACY OTC MARKET IN RUSSIA: 2022 FIRST NINE MONTHS RESULTS

According to the results of the Retail Audit of Over-the-Counter Drugs (OTC) in Russian Federation™, the OTC drug sales in physical terms in the country saw a 3% increase to 2.072 bil. packs at the end of the first nine months of 2022. In money terms, the OTC-segment increased by 19% in rouble terms and by 27% in dollar terms and reached RUB 391.939 bil. (USD 5.652 bil.) in wholesale prices (Fig. 1). The share of Over-the-Counter (OTC) drugs accounted for 63.7% of sales in physical terms and 48.5% in retail prices in terms of roubles. At the end of January-September of 2022, the average cost of an OTC pack was USD 3.46 at retail prices, whereas in the year-earlier period its cost was USD 2.78. In the analysed period, Russians spent an average of USD 49.21 on the purchase of OTC drugs in the pharmacies.

Figure 1. Russian pharmacy OTC market for 9 months of 2021 – 9 months 2022.*



Based on the results for the first nine months of 2022, OTCPHARM (+14%[4]), STADA (+20%) and SANOFI (+13%) continued to show the largest sales of OTC-drugs in the pharmacies of Russia (Table 1). TEVA (+19%) and JOHNSON&JOHNSON (+17%) also retained their previous ranks six and seven. Three manufacturers from the top 10 rose in the ranks. GLAXOSMITHKLINE (+17%) moved up one rank, to number four, displacing BAYER (+6%) down to rank five. The newcomers BINNOPHARM (+39%) and VALENTA (+36%) broke into the ranks of the top ten, moving up to ranks eight and nine. SANDOZ reduced its sales by 11% and moved down from rank eight. The total share of the top 10 drug manufacturers accounted for 39.8%, while it was 41.5% in the year-earlier period.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	OTCPHARM	7.5	7.8
2	2	**STADA**	5.7	5.6
3	3	**SANOFI**	4.1	4.4
4	5	**GLAXOSMITHKLINE**	4.1	4.2
5	4	**BAYER**	3.9	4.4
6	6	**TEVA**	3.3	3.5
7	7	JOHNSON & JOHNSON	3.0	3.4
8	12	BINNOPHARM GROUP	2.8	2.4
9	11	VALENTA	2.8	2.5
10	8	**SANDOZ**	2.5	3.3
Total			39.8	41.5

*AIPM members are in bold

The leading four brands didn't change their ranks in the top ten brands ranking. ARBIDOL (+25%), DETRALEX (+20%), NUROFEN (+16%) and INGAVIRIN (+27%) as before held the top ranks (Table 2). The position of another brand PENTALGIN (+14%) remained unchanged and as before it held rank six. Only THERAFLU (+45%) and GRAMMIDIN (+60%) were able to improve their positions, moving up to ranks five and nine, respectively. On top of that, the latter became the only newcomer of the top 10 ranking. At the same time, CARDIOMAGNYL (+10%), MIRAMISTIN (+12%) and CANEPHRON (+15%) moved down to ranks seven, eight and ten. The total share of the top 10 brands increased from 12.6% to 12.9%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	ARBIDOL	2.3	2.2
2	2	DETRALEX	1.6	1.6
3	3	NUROFEN	1.4	1.5
4	4	INGAVIRIN	1.3	1.3
5	8	THERAFLU	1.2	1.0
6	6	PENTALGIN	1.2	1.2
7	5	CARDIOMAGNYL	1.1	1.2
8	7	MIRAMISTIN	1.0	1.1
9	20	GRAMMIDIN	0.9	0.7
10	9	CANEPHRON	0.9	0.9
Total			12.9	12.6

The top ten INNs and grouping names showed high stability: the ranking hasn't changed in composition and six of them held their own in the ranking (Table 3). XYLOMETAZOLINE (+23%), UMIFENOVIR (+29%), DIOSMIN* HESPERIDIN (+27%), IBUPROFEN (+25%) and PANCREATIN (+12%) held their previous five ranks, and INTERFERON ALFA-2B (+16%) held its rank nine. INNs IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+27%) and compositions MAGNESIUM* PYRIDOXINE (+23%) moved up to the higher positions, coming in at numbers six and eight, respectively. At the same time, ACETYLSALICYLIC ACID*MAGNESIUM (+12%) lost one rating point, and DICLOFENAC (+9%) - two points. The total share of the top 10 has increased from 18.4% to 18.7%.

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

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	XYLOMETAZOLINE	3.1	3.0
2	2	UMIFENOVIR	2.7	2.5
3	3	DIOSMIN*HESPERIDIN	2.6	2.4
4	4	IBUPROFEN	2.3	2.2
5	5	PANCREATIN	1.9	2.0
6	7	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.3	1.3
7	6	ACETYLSALICYLIC ACID*MAGNESIUM	1.3	1.3
8	10	MAGNESIUM*PYRIDOXINE	1.2	1.2
9	9	INTERFERON ALFA-2B	1.1	1.2
10	8	DICLOFENAC	1.1	1.2
Total			18.7	18.4

In contrast to the previous top 10s, the top ten ATC groups ranking changed its leader: N02 Analgesics (+26%) moved up to rank one from two (Table 4). J05 Antivirals for systemic use (+32%) moved up to rank two from three, whereas the former leaders of the top 10 C05 Vasoprotectives (+19%) only moved up to rank three. The groups R05 Cough and cold preparations (+21%) and M01 Anti-inflammatory and antirheumatic products (+25%) moved one rank up, coming in at numbers five and seven, respectively. The only newcomer M01 Anti-inflammatory and antirheumatic products (+25%) was placed at rank eight. The less dynamic groups A07 Antidiarrheals (+1%), L03 Immunostimulants and A11 Vitamins (+13% each) moved down to ranks six and two bottom ranks. R01 Nasal preparations (+21%) held their previous rank four. In total, the top ten ATC-groups accounted for 48.7% of the market, whereas in the year- earlier period — 47.5%.

Table 4. The top ten ATC groups by pharmacy sales

Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021			9 mon. 2022	9 mon. 2021
1	2	N02	ANALGESICS	6.1	5.8
2	3	J05	ANTIVIRALS FOR SYSTEMIC USE	6.1	5.5
3	1	C05	VASOPROTECTIVES	6.0	6.1
4	4	R01	NASAL PREPARATIONS	5.5	5.4
5	6	R05	COUGH AND COLD PREPARATIONS	5.1	5.0
6	5	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	4.8	5.2
7	8	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.0	3.8
8	11	R02	THROAT PREPARATIONS	3.9	3.1
9	7	L03	IMMUNOSTIMULANTS	3.6	3.8
10	9	A11	VITAMINS	3.6	3.8
Total				48.7	47.5

Conclusion. On the basis of the results for nine months of 2022, the over-the-counter retail market of the country achieved RUB 496.250 bil. (USD 7.163 bil). At the same time, the market behaviour remained positive both in rouble (+20%) and dollar (+28%) terms. In physical terms, the market expanded by 3% and reached 2.072 bil. packs. The average cost of an OTC-pack in the country's pharmacies based on the results for January-September of 2022 was USD 3.46, which was higher than a year earlier (USD 2.78). The average expenses of the Russian Federation residents for purchase of OTC drugs in the pharmacies in the analysed period increased as well: USD 49.21 vs. USD 38.32.

* Here and elsewhere IQVIA's data are used

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

PRICE ANALYSIS, 1-4 Q 2022. KEY INDICATORS

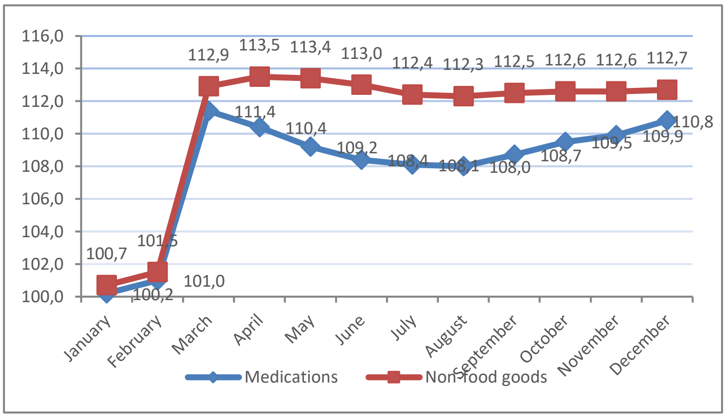
Price Indices

Table 1. Inflation rates in the Russian Federation in December 2022

	December 2022 vs December 2021	December-January 2022 vs December-January 2021
CPI	111.9	113.8
CPI for non-food products	112.7	
CPI for medications	110.8	110.2

Rosstat data

Figure 1. Movement of the price index for non-food items and drugs vs. December 2021



Rosstat data

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

Figure 2. Dynamics of weighted average prices and retail margins in 1-4 Q 2021 – 1-4 Q 2022*

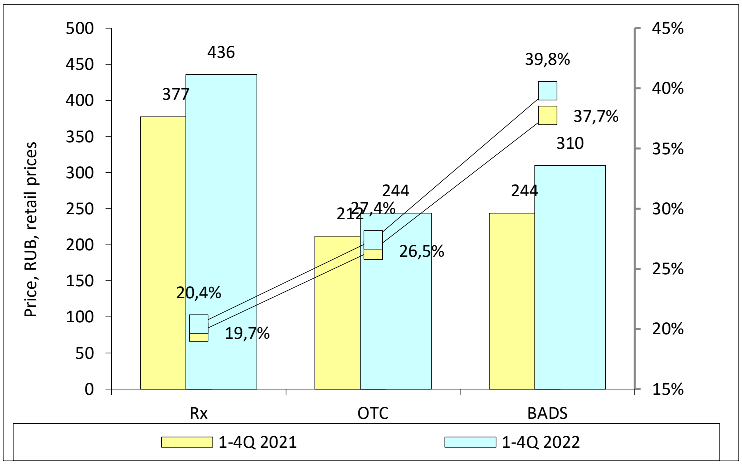
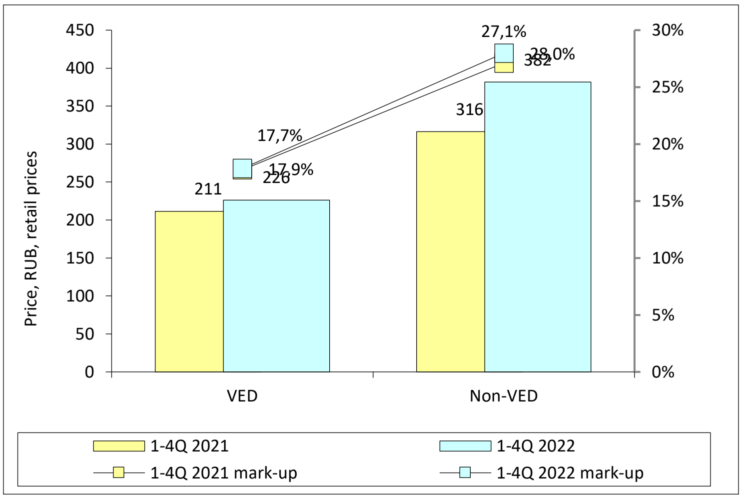
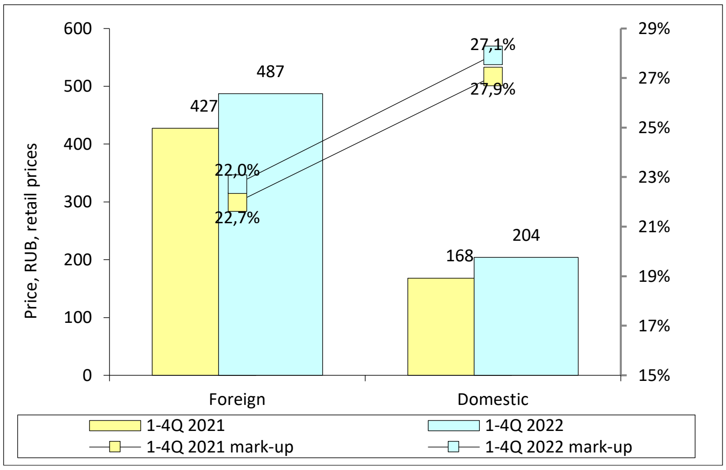


Figure 3. Dynamics of weighted average prices and retail margins in 1-4 Q 2021 – 1-4 Q 2022



* Here and elsewhere IQVIA's data are used

Figure 4. Movement of weighted average prices and retail margins in 1-4Q 2021 – 1-4Q 2022



Indicators of price movement in the reimbursable market segment

Figure 5. Movement of weighted average purchase prices in 1-4Q 2021 – 1-4Q 2022

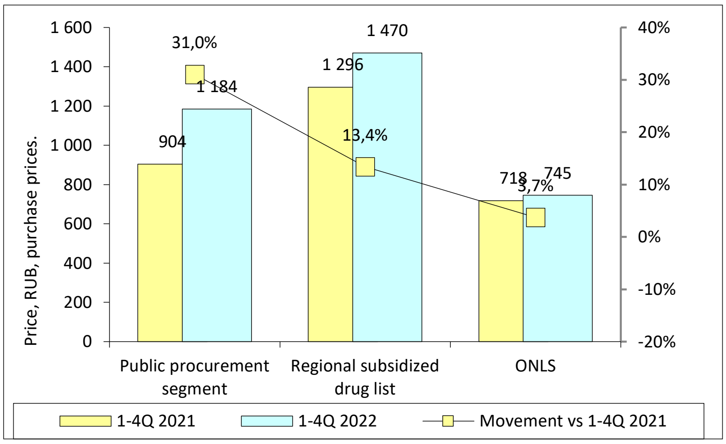


Figure 6. Movement of weighted average purchase prices for domestic drugs in 1-4Q 2021 – 1-4Q 2022

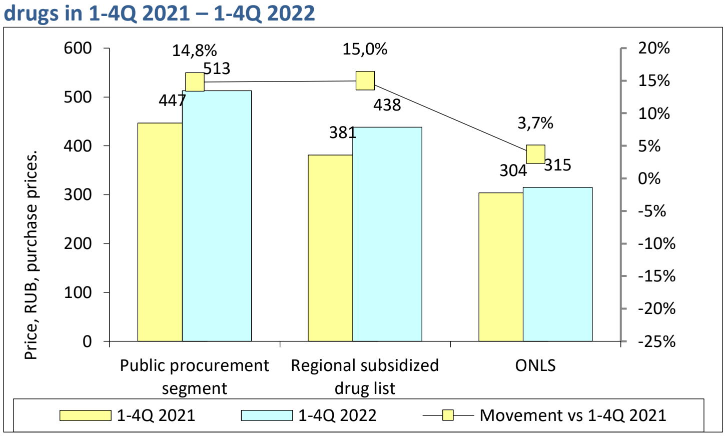
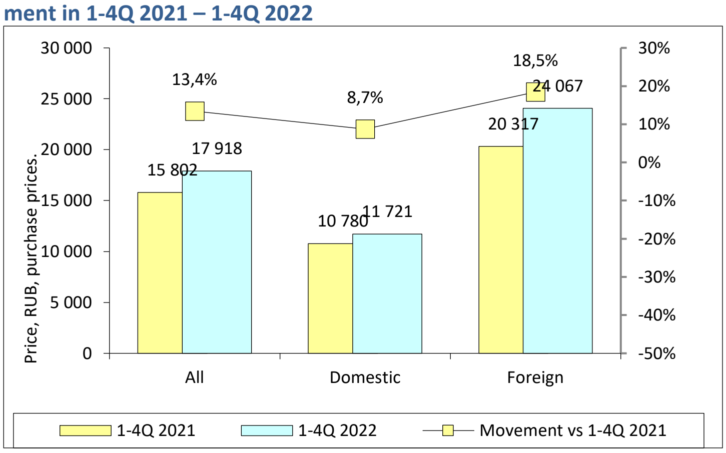


Figure 7. Movement of weighted average purchase prices in the VZN segment in 1-4Q 2021 – 1-4Q 2022

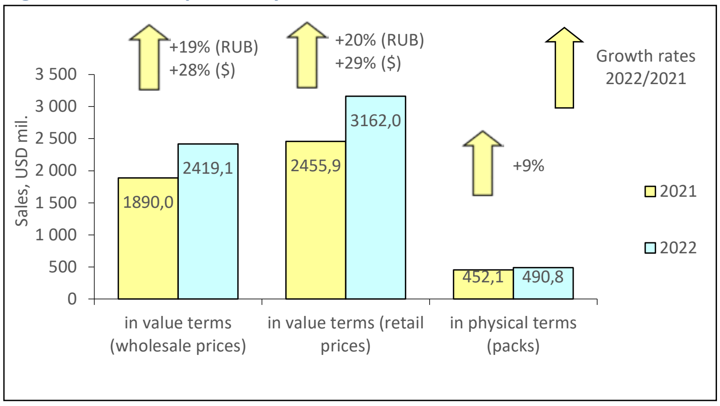


MOSCOW CITY PHARMACY MARKET: 2022 RESULTS

According to Federal State Statistics Service, as of January 1, 2022 Moscow's estimated population amounted to 12.635 mil., which accounted for 8.7% of the total Russian Federation population and 32.3% of the Central Federal District (CFD).

According to the results of the Retail Audit of Finished Pharma Product (FPP) in Russian Federation™, in 2022, the city pharmacies sold 490.839 mil. FPP packs, which is 9% more than the sales indicator in 2021. In money terms, the market also showed positive growth rates both in rouble (+19%) terms and in dollar terms (+28%), and amounted to RUB 165.866 bil. (USD 2.419 mil.) in wholesale prices (Fig. 1). The region market share accounted for 14.2% of the Russian pharmacy retail sales. An average retail cost of a pack accounted to USD 6.44 vs USD 5.43 in a year-earlier period. For twelve months of 2022, the average amount spent by Moscow residents of the city for drugs in the pharmacies amounted to USD 250.25.

Figure 1. Moscow pharmacy market in 2021 – 2022*



At the end of 2022, BAYER (+3%), SANOFI (+6%) and GLAXOSMITHKLINE (+20%) continued to hold their top three ranks in the top ten manufacturers ranking of the Moscow retail market, though the former two reduced their market shares because they lagged behind in growth rates (Table 1). SERVIER (+22%) and BERLIN-CHEMIE/MENARINI (+18%) also maintained their previous ranks seven and eight. Two of the top 10 managed to rise in the ranks. STADA (+21%) moved up to rank four from six, and the newcomer of the top ten ranking OTCPHARM (+33%) moved up to rank nine. At the same time, they displaced ABBOTT (+16%), TEVA (+13%) and SANDOZ (-0,3%) one rank down. In total, top ten manufacturers accumulated 33.4% of the market, whereas in the year-earlier period they accounted for 35.0%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2022	2021		2022	2021
1	1	**BAYER**	5.2	6.0
2	2	**SANOFI**	3.6	4.1
3	3	**GLAXOSMITHKLINE**	3.6	3.6
4	6	**STADA**	3.4	3.3
5	4	**ABBOTT**	3.3	3.4
6	5	**TEVA**	3.2	3.3
7	7	**SERVIER**	3.1	3.0
8	8	**BERLIN-CHEMIE/MENARINI**	2.9	2.9
9	11	OTCPHARM	2.7	2.4
10	9	**SANDOZ**	2.4	2.9
Total			33.4	35.0

*AIPM members are in bold

The anti-thrombotic agent XARELTO maintained its leadership in the top ten ranking, though its sales reduced by 19% in the analysed ranking (Table 2). In addition, NUROFEN (+18%) and MIRAMISTIN (+14%) kept their previous ranks two and five. Five from the top ten brands with higher growth rates rose in the ranks. DETRALEX (+23%) moved one rank up, coming in at number three, the brand THERAFLU (+43%) got its rating points up. The newcomers ARBIDOL (+73%), INGAVIRIN (+33%) and NIMESIL (+34%) broke into the ranks of the top ten, moving up to numbers four, seven and ten, respectively. In contrast, the brands HEPTRAL (-1%) and ELIQUIS (-8%) moved down to ranks eight and nine, due to reduction in sales. In total, the top-ten brands accounted for 7.7 % of sales, 8.2% in the year-earlier period.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2022	2021		2022	2021
1	1	XARELTO	1.3	2.0
2	2	NUROFEN	0.9	0.9
3	4	DETRALEX	0.8	0.8
4	13	ARBIDOL	0.8	0.5
5	5	MIRAMISTIN	0.7	0.8
6	9	THERAFLU	0.7	0.6
7	11	INGAVIRIN	0.6	0.6
8	6	HEPTRAL	0.6	0.8
9	3	ELIQUIS	0.6	0.8
10	14	NIMESIL	0.6	0.5
Total			7.7	8.2

* Here and elsewhere IQVIA's data are used

XYLOMETAZOLINE (+20%) became the leader of the top 10 INN and group names ranking (Table 3). RIVAROXABAN, that used to be the rating leader before, reduced its sales by 19% and moved down to rank two. One more shift affected ranks four and five: the more dynamic composition DIOSMIN* HESPERIDIN (+23%) moved one rank up, coming in at number three, displacing INN ROSUVASTATIN (+19%) one rank down to rank four. The only newcomer of the top ten INNs and grouping names UMIFENOVIR (+74%) moved up to the last rank. The remaining five from the top ten INNs and grouping names held their own in the ranking. HYALURONIC ACID (+14%), IBUPROFEN (+24%), NIMESULIDE (+26%), PANCREATIN and MIRAMISTIN (+17% each) kept ranks three, as well as six through nine, respectively. The cumulative share of the top 10 under review decreased 0.3 p.p. to 11.1%.

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

Rank in the top ten		INN/Grouping name	Share in total pharmacy sales, %	
2022	2021		2022	2021
1	2	XYLOMETAZOLINE	1.5	1.5
2	1	RIVAROXABAN	1.3	2.0
3	3	HYALURONIC ACID	1.2	1.3
4	5	DIOSMIN*HESPERIDIN	1.2	1.1
5	4	ROSUVASTATIN	1.1	1.1
6	6	IBUPROFEN	1.1	1.1
7	7	NIMESULIDE	1.0	1.0
8	8	PANCREATIN	0.9	0.9
9	9	MIRAMISTIN	0.8	0.8
10	20	UMIFENOVIR	0.8	0.5
Total			11.1	11.4

The leader of the top-10 ATC groups ranking based on the results for 2022, changed (Table 4). The former leader B01 Antithrombotic agents saw a 11% reduction in sales and only moved up to rank six. Concurrently, the groups M01 Anti-inflammatory and antirheumatic products (+22%), C09 Agents acting on the rennin-angiotensin system (+19%) and R01 Nasal preparations (+27%) moved one rank up, to numbers one through three, respectively. The groups J05 Antivirals for systemic use (+36%), N02 Analgesics (+29%) and A10 Drugs used in diabetes (+39%) that showed higher growth rates moved up to ranks four, nine and ten, respectively. On top of that, the groups N02 and A10 broke into the ranks of the top ten for the first time. N06 Psychoanaleptics (+24%), G03 Sex hormones (+27%) and A07 Antidiarrheals (+18%) and C05 Vasoprotectives (+15%) kept their previous positions five, seven and eight. The total share of the top ten ATC groups increased from 35.7% to 36.1%

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	4.4	4.3
2	3	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.2	4.2
3	4	R01	NASAL PREPARATIONS	4.0	3.7
4	6	J05	ANTIVIRALS FOR SYSTEMIC USE	3.9	3.4
5	5	N06	PSYCHOANALEPTICS	3.6	3.5
6	1	B01	ANTITHROMBOTIC AGENTS	3.5	4.8
7	7	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.5	3.3
8	8	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	3.1	3.2
9	11	N02	ANALGESICS	3.0	2.8
10	15	A10	DRUGS USED IN DIABETES	2.9	2.5
Total				36.1	35.7

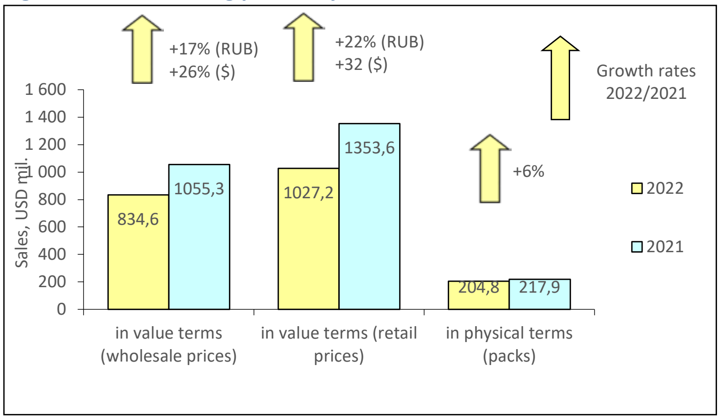
Conclusion. In the twelve months of 2022 the Moscow pharmacies sold drugs worth of RUB 216.494 bil. (USD 3.162 bil), which was 20% more in terms of roubles and 29% in terms of dollars as compared to the 2021 figure. In physical terms, the market expanded by 9% and amounted to 490.839 mil. packs. According to the results for 2022, the average cost of an FPP pack in the city pharmacies was USD 6.44 which was more than the 2021 figure (USE 5.43), and the national average (USD 4.67). The average expenses of the regional residents for the purchase of drugs in pharmacies were higher than national average (USD 250.25 vs. USD 155.28).

SAINT PETERSBURG PHARMACY MARKET: 2022 RESULTS

According to Federal State Statistics Service, St. Petersburg's population as of January 1, 2022 was estimated at 5.378 mil., which accounted for 3.7% of the total Russian Federation population and 38.7% of North West FD (NWFD).

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at the end of 2022 the sales of drugs in physical terms in St. Petersburg saw a 6% increase to 217.918 mil. packs. In money terms, the market saw a 17% increase in terms of roubles and 26% in terms of dollars. At the same time, its volume reached RUB 72.069 bil. (USD 1.055 bil.) at wholesale prices (Fig.1). The regional market share accounted for 6.0% of the Russian pharmacy sales (in terms of roubles). In 2022, the average cost of a pack in retail prices was USD 6.21, in the year-earlier period it was USD 5.02. In the last year, the average amount spent by residents of the city for drugs in the pharmacies amounted to USD 251.71.

Figure 1. St. Petersburg pharmacy market in 2021 – 2022*



BAYER (+8%) retained its leadership in terms of pharmacy sales among the manufacturers on the regional market based on the results for 2022 despite the lag behind the growth rates and reduction of market shares (Table 1). The more dynamic SERVIER (+18%), ABBOTT (+17%), STADA (+20%) and TEVA (+14%) moved up to ranks two through five, respectively, displacing SANOFI (+5%) from rank three to six. GLAXOSMITHKLINE (+13%) and OTCPHARM (+14%) moved one rank up to numbers eight and nine. SANDOZ that reduced its sales by 20% and moved down from rank two to ten rounded out the top ten ranking. And only KRKA (+8%) reserved its rank seven. The total share of the top 10 manufacturers reduced from 37.1% to 34.5%.

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	**BAYER**	5.3	5.8
2	4	**SERVIER**	3.6	3.6
3	5	**ABBOTT**	3.5	3.6
4	8	**STADA**	3.5	3.4
5	6	**TEVA**	3.4	3.5
6	3	**SANOFI**	3.2	3.6
7	7	**KRKA**	3.1	3.4
8	9	**GLAXOSMITHKLINE**	3.1	3.3
9	10	OTCPHARM	2.9	3.0
10	2	**SANDOZ**	2.7	3.9
Total			34.5	37.1

*AIPM members are in bold

The anti-thrombotic agents XARELTO (+0.1%) and ELIQUIS (+11%) remained the leaders of the retail sales in the regional market (Table 2). One more brand kept its rating position unchanged: As before, HEPTRAL (+11%) held its previous rank seven. The remaining brands from the top 10 shifted their rating positions; moreover, four of them improved them. NUROFEN (+20%) and ARBIDOL (+18%) moved one rank up, to numbers three and four, whereas THERAFLU (+54%) and NIMESIL (+58%) that showed higher growth rates broke into the top ten ranking, coming in at ranks six and nine, respectively. At the same time, DETRALEX (+7%), CONCOR (+3%) and INGAVIRIN (+26%) lost two ranks each and moved down to ranks five, eight and ten. In total, the top ten brands accumulated 8.5% of the pharmacy sales, and 8.6% in the year-earlier period.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2022	2021		2022	2021
1	1	XARELTO	1.5	1.7
2	2	ELIQUIS	1.3	1.3
3	4	NUROFEN	0.8	0.8
4	5	ARBIDOL	0.8	0.8
5	3	DETRALEX	0.8	0.8
6	11	THERAFLU	0.7	0.6
7	7	HEPTRAL	0.7	0.7
8	6	CONCOR	0.7	0.8
9	16	NIMESIL	0.6	0.5
10	8	INGAVIRIN	0.6	0.6
Total			8.5	8.6

RIVAROXABAN (+0.1%) held its rank number one in the top 10 INNs and grouping names ranking, though its growth rates were slim to none (Table 3). XYLOMETAZOLINE (+23%) was ranked second in the top ten ranking, displacing APIXABAN (+11%) one rank down. In addition, another four INNs from the top ten ranking showed the rating progress. NIMESULIDE (+37%) and IBUPROFEN (+26%) moved up to ranks four and six, whereas the newcomers of the top ten UMIFENOVIR (+19%) and ADEMETIONINE (+12%) moved up to the last two ranks. The composition DIOSMIN*HESPERIDIN (+2%) and INN HYALURONIC ACID (+14%), in contrast, moved down to ranks seven and eight. ROSUVASTATIN (+14%) held its previous rank five. In total, ten INNs and group names accounted for 11.3% of the market vs 11.6% in the year-earlier period.

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

Rank in the top ten		INN/Grouping name	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	RIVAROXABAN	1.5	1.7
2	3	XYLOMETAZOLINE	1.4	1.3
3	2	APIXABAN	1.3	1.3
4	8	NIMESULIDE	1.2	1.0
5	5	ROSUVASTATIN	1.1	1.2
6	7	IBUPROFEN	1.1	1.0
7	4	DIOSMIN*HESPERIDIN	1.1	1.3
8	6	HYALURONIC ACID	1.0	1.1
9	13	UMIFENOVIR	0.8	0.8
10	12	ADEMETIONINE	0.8	0.8
Total			11.3	11.6

C09 Agents acting on the rennin-angiotensin system (+14%) continued to be the best-selling group in the regional market (Table 4). Note that another four ATC groups held their own in the ranking. G03 Sex hormones (+26%), R01 Nasal preparations (+24%) and J05 Antivirals for systemic use (+26%) kept their previous ranks four through six, and R05 Cough and cold preparations (+16%) maintained rank nine. Three ATC groups from the top ten rose in the ranks. These included two newcomers: the groups N06 Psychoanaleptics (+32%) and N02 Analgesics (+30%), which moved up to ranks seven and eight, respectively. M01Anti-inflammatory and antirheumatic products (+22%) moved up to rank two from three. B01 Antithrombotic agents (+3%) и A07 Antidiarrheals (+6%) that showed low growth rates, in contrast, moved down to ranks three and ten. The total share of top ten ATC groups increased by 0.4 p.p. and achieved 37.5%

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	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.4	5.5
2	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.6	4.4
3	2	B01	ANTITHROMBOTIC AGENTS	4.6	5.2
4	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	3.9
5	5	R01	NASAL PREPARATIONS	3.6	3.4
6	6	J05	ANTIVIRALS FOR SYSTEMIC USE	3.5	3.2
7	11	N06	PSYCHOANALEPTICS	3.1	2.7
8	12	N02	ANALGESICS	3.0	2.7
9	9	R05	COUGH AND COLD PREPARATIONS	2.9	3.0
10	7	C05	VASOPROTECTIVES	2.8	3.1
Total				37.5	37.1

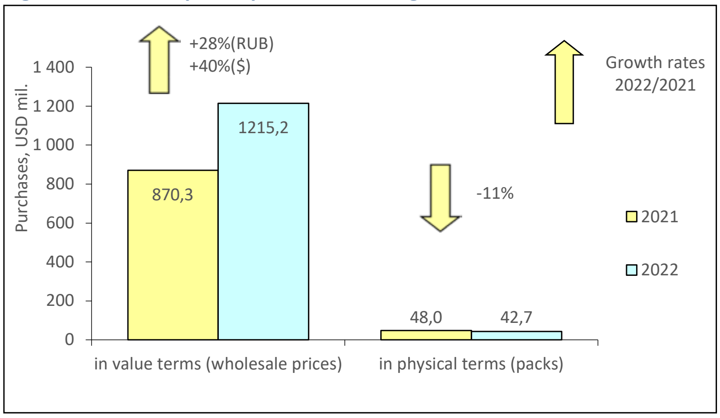
Conclusion. On the basis of the results for 2022, the retail pharmacy market of St. Petersburg brought in RUB 92.046 bil. (USD 1.354 bil.) at retail prices. For twelve months of 2022, pharmacies sold by 22% in terms of roubles and 32% in terms of dollars more than in 2021. In physical terms, the sales increased by 6% and amounted to 217.918 mil. packs. Based on the results for 2022, the average cost of an FPP pack in the city pharmacies was USD 6.21 vs. USD 5.02 in the year-earlier period, and exceeded the national average in Russia (USD 4.67). The average medicine expenses of St. Petersburg residents in the pharmacies were higher than the national average expenses in Russia (USD 251.71 vs. USD 155.28).

* Here and elsewhere IQVIA's data are used

MOSCOW CITY HOSPITAL MARKET: 2022 RESULTS

According to the results of the Budget Audit of Finished Pharma Products (FFP) in the Russian Federation (without DLO and regional benefit), at the end of 2022 the Moscow public procurement segment in physical terms reduced by 11% as compared to 2021 and amounted to 42.717 mil. packs. In money terms, the market showed a 28% growth in terms of roubles and 40% in terms of dollars, and its volume achieved RUB 81.730 bil. (USD 1.215 bil), In 2022, the average cost of an FPP pack in the public procurement segment of Moscow was USD 28.45, whereas in the year-earlier period it was USD 18.15.

Figure 1. Moscow public procurement segment in 2021 – 2022*



Based on the results for 2022, NOVARTIS that increased its market share by almost 2 p.p. retained and reinforced its leadership in the top public procurement segment manufacturers ranking due to 49% growth in sales (Table 1). Apart from it, the markets of another four manufacturers developed at a fast pace. MSD (+70%) moved up to rank two, and the newcomers of the top-ten ASTRAZENECA (2.8-fold growth in sales), PROMOMED (3.6-fold growth) and ELI LILLY (2.1-fold growth) moved up to ranks six through eight, respectively. At the same time, MSD displaced BIOCAD (+1%), ROCHE (+25%) and BRISTOL MYERS (+8%) one rank down. SANOFI (-6%) and BAYER (+10%) rounding out the top ten held their positions in the ranking unchanged. In total, the top ten manufacturers accounted for 52.4% of the market in 2022, which was 4.2 p.p. higher than the 2021 indicator.

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

Rank in the top ten		Manufacturer*	Share in total public procurement segment, %	
2022	2021		2022	2021
1	1	**NOVARTIS**	11.6	9.9
2	4	**MSD**	9.0	6.8
3	2	BIOCAD RF	6.8	8.7
4	3	**ROCHE**	6.7	6.9
5	5	BRISTOL MYERS SQU	5.2	6.1
6	14	**ASTRAZENECA**	3.1	1.4
7	21	PROMOMED	2.8	1.0
8	12	ELI LILLY	2.6	1.6
9	9	**SANOFI**	2.4	3.2
10	10	**BAYER**	2.2	2.6
Total			52.4	48.2

*AIPM members are in bold

In the top ten brands ranking, its leader ZOLGENSMA (+51), as well as PERJETA (+33%), KADCYLA (+23%) and REGKIRONA (+23%) placed at ranks five, six and ten maintained their previous positions (Table 2). Four pharmaceutical manufacturers of the top 10 rose in the ranks. KEYTRUDA (+83%) moved up to rank two from four. Three newcomers ESPERAVIR, EVUSHELD and ARBIDOL (4-fold growth in purchases), broke into the ranks of the top ten, coming in at numbers five, eight and nine, respectively. In contrast, OPDIVO (+7%) that showed low growth rates and ILSIRA (-27%) that reduced its purchases moved down to the lower ranks three and four. The total share of the top 10 increased by 5.5 p.p. and accounted for 33.2%.

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	ZOLGENSMA	10.1	8.6
2	4	KEYTRUDA	5.2	3.7
3	2	OPDIVO	4.0	4.8
4	3	ILSIRA	2.7	4.8
5	N/A	ESPERAVIR	2.3	N/A
6	6	PERJETA	2.1	2.1
7	7	KADCYLA	1.9	2.0
8	N/A	EVUSHELD	1.9	N/A
9	31	ARBIDOL	1.5	0.5
10	10	REGKIRONA	1.3	1.4
Total			33.2	27.7

Just as the corresponding brand, ONASEMNOGENE ABEPARVOVEC (+51%) held and reinforced its leadership in the top 10 INNs and grouping names ranking (Table 3). Shifts took place in the lower part of the ranking, and three of the top ten INNs and grouping names rose in the ranks. PEMBROLIZUMAB (+83%) moved two ranks up, coming in at number two, FAVIPIRAVIR (+27%), PERTUZUMAB (+33%) and TRASTUZUMAB EMTANSINE (+24%) moved one rank up, coming in at numbers six through eight, respectively. The newcomers of the top ten ranking MOLNUPIRAVIR, CILGAVIMAB*TIXAGEVIMAB and UMIFENOVIR (3.9-fold growth in purchases) moved up to ranks three and two bottom ranks. INNs NIVOLUMAB (+7%) and LEVILIMAB (-27%) lost two rating positions each and moved down to ranks four and five, respectively. The total share of top ten increased by over 7 p.p. and accounted for 36%.

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	1	ONASEMNOGENE ABEPARVOVEC	10.1	8.6
2	4	PEMBROLIZUMAB	5.2	3.7
3	N/A	MOLNUPIRAVIR	4.2	N/A
4	2	NIVOLUMAB	4.0	4.8
5	3	LEVILIMAB	2.7	4.8
6	7	FAVIPIRAVIR	2.3	2.3
7	8	PERTUZUMAB	2.1	2.1
8	9	TRASTUZUMAB EMTANSINE	1.9	2.0
9	N/A	CILGAVIMAB*TIXAGEVIMAB	1.9	N/A
10	35	UMIFENOVIR	1.5	0.5
Total			36.0	28.6

Four of the top 10 ATC groups in the Moscow public procurement segment held their own in the ranking (Table 4). L01 Antineoplastic agents (+40%) held their rank number one, and L04 Immunosuppressants (- 20%), J01 Antibacterials for systemic use (+16%) and B05 Blood substitutes and perfusion solutions (+9%) kept their ranks four, six and eight, respectively. The most dynamic in the top ten ranking group J05 Antivirals for systemic use increased its purchases by 2.3 times and moved up to rank two from five, displacing M09 Other drugs for disorders of the musculoskeletal system (+29%) down to rank three. The markets of another two groups J06 Immune sera and immunoglobulins (+98%) and S01 Ophthalmologicals (+88%) also developed at a fast pace, which allowed them to move up to ranks seven and ten, respectfully. At the same time, J07 Vaccines (-28%) and B01 Antithrombotic agents (-24%) that showed strong negative trend lost two rating positions each and moved down to ranks five and nine, respectively. The total share of the top ten ATC groups increased from 83.3% to 83.8%.

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	27.7	25.3
2	5	J05	ANTIVIRALS FOR SYSTEMIC USE	14.4	8.2
3	2	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET.SYST	12.9	12.7
4	4	L04	IMMUNOSUPPRESSANTS	5.6	9.0
5	3	J07	VACCINES	5.3	9.3
6	6	J01	ANTIBACTERIALS FOR SYST USE	5.2	5.7
7	9	J06	IMMUNE SERA & IMMUNOGLOBULIN	4.6	3.0
8	8	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	3.3	3.9
9	7	B01	ANTITHROMBOTIC AGENTS	2.8	4.7
10	13	S01	OPHTHALMOLOGICALS	2.0	1.4
Total				83.8	83.3

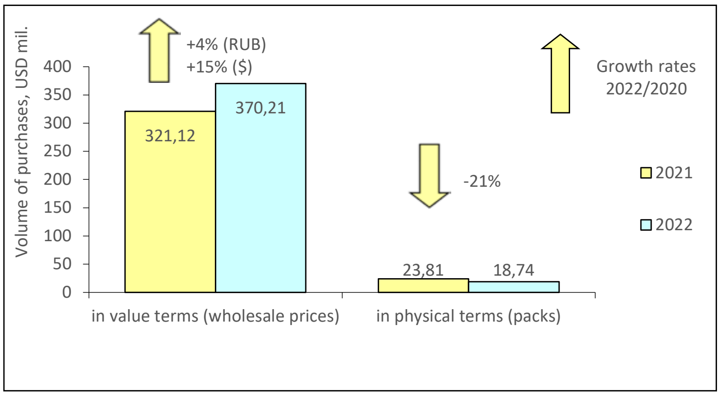
Conclusion. The Moscow public procurement segment in 2022 increased both in rouble (+28%) and dollar terms (+40%) as compared to 2021. At the same time, its volume achieved RUB 81.730 bil. (USD 1.215 mil.). In physical terms, based on the results for 2022 the market reduced by 11% and amounted to 42.717 mil. packs. In 2022, the average cost of an FPP pack in the public procurement segment of Moscow was USD 28.45, whereas in the year-earlier period it was USD 18.15.

* Here and elsewhere IQVIA's data are used

SAINT PETERSBURG HOSPITAL MARKET: 2022 RESULTS

According to the results of the Budget Audit of Finished Pharma Products (FFP) in the Russian Federation (without DLO and regional benefit), the positive growth rates of St. Petersburg public procurement segment in physical terms were replaced by negative growth rates (-21%) and its volume amounted to 18.737 mil. packs in 2022. In value terms, it continued to grow: +4% in terms of roubles and +15% in terms of dollars. The volume of the segment achieved RUB 24.564 bil (USD 370.211 mil.) at wholesale prices. Based on the results for 2022, the average cost of OTC pack in the city hospitals was USD 19.76, whereas in the year-earlier period its cost was USD 13.49.

Figure 1. St. Petersburg public procurement segment in 2021 – 2022



Only half of the top ten manufacturers of the St. Petersburg public procurement segment showed positive growth rates based on the results for 2022 (Table 1). Among them was MSD (+24%) that moved up from rank three and took on leadership of the rating. NOVARTIS (2-fold growth in purchases), ASTRAZENECA (5-fold growth) and GLAXOSMITHKLINE (+19%) also moved up to the higher positions, coming in at numbers four, seven and ten, respectively. At the same time, the latter two became the newcomers of the top ten. ROCHE (+10%) kept and secured rank two due to outstripping growth rates. BAYER also held its previous rank eight, though its purchases reduced by 1%. BIOCAD (-13%), BRISTOL MYERS (-35%) and PFIZER (-12%), which showed more pronounced negative growth rates, moved down to ranks three, six and ten, respectively. JOHNSON & JOHNSON (-8%) moved one rank up, to number five, despite its negative growth rates. The total share of the top 10 manufacturers increased from 44.1% to 45.6%.

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	**MSD**	7.4	6.3
2	2	**ROCHE**	7.1	6.7
3	1	BIOCAD RF	6.7	8.0
4	10	**NOVARTIS**	5.2	2.7
5	6	JOHNSON & JOHNSON	3.6	4.1
6	4	BRISTOL MYERS SQU	3.6	5.7
7	36	**ASTRAZENECA**	3.0	0.6
8	8	**BAYER**	3.0	3.2
9	11	**GLAXOSMITHKLINE**	3.0	2.6
10	5	**PFIZER**	2.9	4.2
Total			45.6	44.1

*AIPM members are in bold

The leader of the top 10 brand names ranking changed: KEYTRUDA (+22%) moved up to rank one from two (Table 2). In addition, another six brands showed the rating progress. ZOLGENSMA (2.1-fold growth in purchases) and TIVICAY (+23%) moved up to ranks two and three. EVRYSDI (+31%) moved one rank, to number six, displacing PERJETA (+16%) one rank down. Three newcomers EVUSHELD, STRENSIG (2.4-fold growth) and ORKAMBI (70-fold growth) moved up to ranks five, eight and nine, respectively. OPDIVO (-36%) showed negative growth trend and moved down from rank one to four. ARBIDOL (+36%) held its previous bottom rank in the top ten ranking. In total, the top ten brands accumulated 24.3% of the regional public procurement segment, whereas in the year-earlier period their share was 17.3%.

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	2	KEYTRUDA	4.5	3.8
2	5	ZOLGENSMA	3.6	1.8
3	4	TIVICAY	2.8	2.4
4	1	OPDIVO	2.5	4.1
5	N/A	EVUSHELD	1.9	N/A
6	7	EVRYSDI	1.9	1.5
7	6	PERJETA	1.8	1.6
8	26	STRENSIG	1.8	0.8
9	47	ORKAMBI	1.8	0.0
10	10	ARBIDOL	1.7	1.3
Total			24.3	17.3

Following the respective brands, PEMBROLIZUMAB (+22%), ONASEMNOGENE ABEPARVOVEC (2.1-fold growth) and DOLUTEGRAVIR (+23%) became the leaders of the top ten INNs and grouping names ranking (Table 3). The former leaders FAVIPIRAVIR (-36%) 2% and NIVOLUMAB (-41%) significantly reduced their purchases and moved down to ranks four and five, respectively. VACCINE, INFLUENZA (-8%) that showed not so strong, but also negative trend held its rank six. The newcomers, composition CILGAVIMAB*TIXAGEVIMAB and INN RISDIPLAM (+31%), broke into the ranks of the top ten, coming in at numbers seven and eight. PERTUZUMAB (+16%) and UMIFENOVIR (+13%) that swapped their ranks rounded out the top ten ranking. The total share accumulated by the top-ten INNs and grouping names increased by 2 p.p. to 25.0%.

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	3	PEMBROLIZUMAB	4.5	3.8
2	7	ONASEMNOGENE ABEPARVOVEC	3.6	1.8
3	5	DOLUTEGRAVIR	2.8	2.4
4	1	NIVOLUMAB	2.5	4.1
5	2	FAVIPIRAVIR	2.3	4.1
6	6	VACCINE, INFLUENZA	1.9	2.2
7	N/A	CILGAVIMAB*TIXAGEVIMAB	1.9	N/A
8	11	RISDIPLAM	1.9	1.5
9	10	PERTUZUMAB	1.8	1.6
10	9	UMIFENOVIR	1.8	1.7
Total			25.0	23.1

In contrast to the above rankings, the leaders of the top ten ATC groups did not change (Table 4). The groups L01 Antineoplastic agents (+13%) and J05 Antivirals for systemic use (+6%) continued to show the largest purchases within the public procurement segment in the region. At the same time, they not only held, but also strengthened their positions due to outperformance rates. Four groups developed their markets by yet more outstripping rates: M09 Other drugs for disorders of the musculoskeletal system (+34%) and J07 Vaccines (+24%) moved up to ranks three and four, and the newcomers of the top ten ranking A16 Other alimentary tract and metabolism products (2.4-fold growth in purchases) and J06 Immune sera and immunoglobulins (2.1-fold growth) rounded out the top ten ranking. J01 Antibacterials for systemic use (-17%) and B05 Blood substitutes and perfusion solutions (+6%) held their previous ranks five and eight. The groups L04 Immunosuppressants (-51%) and B01 Antithrombotic agents (-39%) showed a strong negative trend and lost three rating points each. In total, the top ten ATC groups accumulated 79.3% of the regional market, whereas in the year-earlier period it accounted for 81%.

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	27.6	25.4
2	2	J05	ANTIVIRALS FOR SYSTEMIC USE	16.4	16.1
3	6	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET.SYST	7.1	5.5
4	7	J07	VACCINES	5.6	4.7
5	5	J01	ANTIBACTERIALS FOR SYST USE	5.2	6.5
6	3	L04	IMMUNOSUPPRESSANTS	4.5	9.7
7	4	B01	ANTITHROMBOTIC AGENTS	4.0	6.8
8	8	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	4.0	3.9
9	14	A16	OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS	2.5	1.1
10	13	J06	IMMUNE SERA & IMMUNOGLOBULIN	2.4	1.2
Total				79.3	81.0

Conclusion. At the end of 2022, the St. Petersburg public procurement segment increased by 4% in terms of roubles and by 15% in terms of dollars. Its volume was equal to RUB 24.564 bil. (USD 370.211 mil.). In pack terms, the market reduced by 21%, and its volume amounted to 18.737 mil. packs. In 2022, the average cost of an FPP pack in the public procurement segment of the city was higher than that in the year-earlier period (USD 19.76 vs. USD 13.49).