Joint Publication of the Association of International Pharmaceutical Manufacturers in Russia and Remedium Group

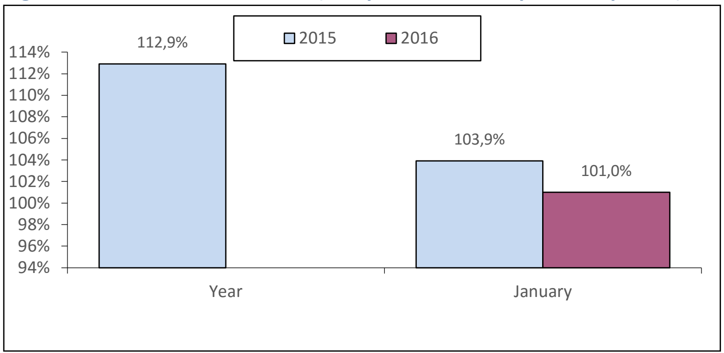
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, in January 2016 the Consumer Price Index was estimated as 101.0% compared with the previous month.

In January this year, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 98.8%, whereas in the month-earlier period it had amounted to 97.8%.

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



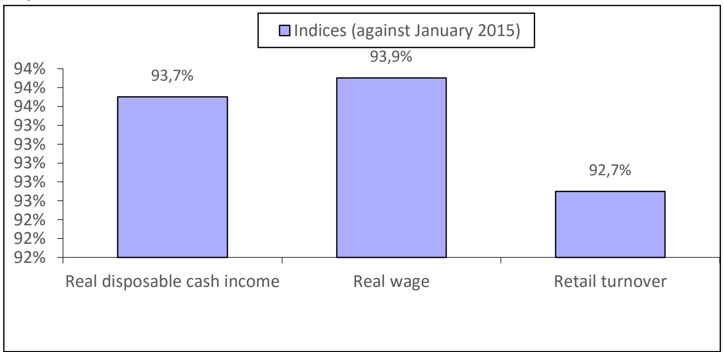
Living standard

According to preliminary Federal State Statistics Service's data, in January 2016 a gross monthly average salary per worker reached RUB 32,122 (USD 421.3) which accounted for 74% as compared with the previous month and 103.1% as compared with January 2015. The real salary in January 2016 accounted for 93.9% as compared with January in 2015. In January 2016, the real value of disposable cash incomes accounted for 93.7% as compared with the same period of 2015 (Fig. 2).

Retail turnover

In January 2016, the retail turnover was equal to RUR 2,125.1 bil., which in stock accounted for 92.7% as compared with January 2015 (Fig. 2).

Figure 2. Real values of cash incomes, wages and retail turnover in January 2016



Industrial Production

According to Federal State Statistics Service's data, in January 2016 compared with January 2015 Industrial Production Index accounted for 97.3%, as compared with December 2015 - 80.3%.

According to Federal State Statistics Service's data, Industrial Production Index in January 2016 accounted for 105.4% compared with the relevant period of the previous year, and 69.4% to the previous month.

Domestic production

The top 10 domestic pharmaceutical manufacturers by sales volumes in all segments of the market based on the results for January 2016 are shown in Table 1.

Table 1. Top ten Russian chemical and pharmaceutical manufacturers by sales volumes in January 2016

Rank	Manufacturer	RUB mil.
1	Biocad	2,389.1
2	Otcpharm	2,384.9
3	Generium	2,199.6
4	Valenta	1,751.2
5	Nearmedic Plus	1,117.2
6	Materia Medica	1,081.9
7	Pharmstandart	1,038.6
8	Stada	968.8
9	F-Sintez	631.9
10	Servier	588.0

Source - Remedium according to IMS Health's data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In December 2015 compared with November, the positive growth in pharmacy sales (in terms of roubles) was observed in all regions. The highest performance was observed in Krasnoyarsk Krai (+29%), the lowest one in Rostov Region (+0.2%).

Table 2. Pharmacy sales in the regions, 2015

Region	Pharmacy sales, $mil. (wholesale prices)			Growth gain, % (roubles)		
	October 2015	November 2015	December 2015	October/ September 2015	November/ October 2015	December/ November 2015
Moscow	129.6	123.4	140.7	-2%	-2%	22%
St. Petersburg	50.4	44.7	49.8	0.7%	-9%	19%
Krasnodar Krai	28.2	31.3	35.1	-15%	15%	20%
Novosibirsk Region	20.2	18.7	19.9	-6%	-5%	14%
Tatarstan	17.6	16.5	19.1	-7%	-3%	24%
Krasnoyarsk Krai	20.7	17.4	20.9	14%	-14%	29%
Rostov Region	18.4	20.4	19.1	1%	14%	0.2%
Voronezh Region	13.8	11.7	13.8	7%	-12%	25%
Perm	8.3	7.0	8.2	35%	-13%	26%
Tyumen	5.1	4.8	5.6	-5%	-3%	25%

Advertising

The largest advertisers and pharmaceutical brand names highly publicized in mass media (TV, radio, press, outdoor advertising) are shown in Tables 3 & 4.

Table 3. Top five advertisers in mass media in January 2016

Rank	Company*	Quantity of broadcasts
1	Otcpharm	16,842
2	GSK Consumer Healthcare	11,862
3	Bayer AG	11,275
4	Berlin-Chemie Menarini Group	10,010
5	Reckitt Benckiser	8,952

Source - Remedium according to TNS Russia's data

Table 4. Top five brand names in mass media in January 2016

Rank	Brand*	Quantity of broadcasts
1	Strepsils	4,246
2	Nurofen	4,089
3	Gaviscon	3,699
4	Lasolvan	3,162
5	Linex	2,638

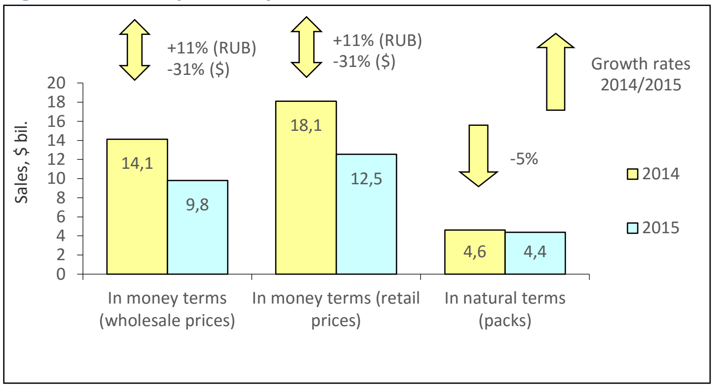
Source - Remedium according to TNS Russia's data

* Only products registered with State Register of Medicines were considered

RUSSIAN PHARMACY OTC DRUG MARKET: 2015 RESULTS

According to the results of the Retail Audit of Finished Pharmaceutical Products (FPP) in Russian Federation™, at year-end 2015 the sales of FPP drugs in physical terms in the pharmacies of Russia saw a 5% decrease to 4.365 bil. packs. In money terms, the market saw a 11% increase in terms of roubles, whereas it showed a negative decline (-31%) in terms of dollars. The market reached RUB 596.036 bil. (USD 9.802 bil.) at wholesale prices (Fig.1). The average cost of an OTC pack reduced as compared with a year earlier period (USD 3.92) and reached USD 2.87 at retail prices. Consumer spending for drugs in Russian averaged USD 85.68 for 12 months of 2015, whereas during the same period a year ago – USD 125.92.

Figure 1. Russian pharmacy market in 2014 – 2015



At year-end of 2015, the top three drug manufacturers in the pharmacy market in Russia remained unchanged (table 1). As before, the drug manufacturers SANOFI-AVENTIS (+1%[1]), BAYER (+11%) and SERVIER (+4%) maintained their previous top three ranks, though two of them reduced their market shares due to low growth rates. The drug manufacturers GLAXOSMITHKLINE (-1%), MENARINI (+6%) and OTCPHARM (+8%) also held their previous ranks six, seven and ten. The manufacturers NYCOMED/TAKEDA (+11%) and GEDEON RICHTER (+15%) upgraded their ranks, moving up to numbers four and eight, respectively.. Note that the latter became the only newcomer of the top-10 ranking. At the same time, SANDOZ (-1%) and TEVA (+6%) moved down one rank, coming in at numbers five and nine, respectively. The total share of the top 10 drug manufacturers decreased by nearly 1.7 p.p. and reached 33.7%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank		Manufacturer*	Share in total pharmacy sales, %	
2015	2014		2015	2014
1	1	**SANOFI-AVENTIS**	5.0	5.5
2	2	**BAYER HEALTHCARE**	4.5	4.5
3	3	**SERVIER**	3.5	3.7
4	5	**NYCOMED/TAKEDA**	3.4	3.4
5	4	**SANDOZ GROUP**	3.1	3.5
6	6	**GLAXOSMITHKLINE**	2.9	3.3
7	7	**MENARINI**	2.9	3.0
8	11	GEDEON RICHTER	2.9	2.7
9	8	**TEVA**	2.8	3.0
10	10	OTCPHARM	2.7	2.8
Total			33.7	35.4

*AIPM members are in bold

The dominant three brand names also held their own in the top ten brand names ranking (table 2). The above top three brands included ESSENTIALE N (-9%), a stimulant of tissue regeneration ACTOVEGIN (+2%) and antiviral product KAGOCEL (+13%). The other top 10 drug manufacturers changed their ranks; moreover, four of them rose in the ranks. CARDIOMAGNIL (+22%) moved up from rank nine to four, and the newcomers MEXIDOL (+14%), INGAVIRIN (+4%) and DETRALEX (+9%) broke into the ranks of the top ten, coming in at numbers six, eight and nine. At the same time, ALFLUTOP and CONCOR (+5% each) showing relatively low growth rates, and LINEX (-19%), which reduced its sales rates, in contrast, moved down to the lower ranks five, seven and ten, respectively. The total share of the top 10 brand names reduced from 6.8% to 6.3%.

Table 2. The top ten brand names by pharmacy sales

Rank		Brand	Share in total pharmacy sales, %	
2015	2014		2015	2014
1	1	ESSENTIALE N	1.0	1.2
2	2	ACTOVEGIN	0.8	0.9
3	3	KAGOCEL	0.7	0.7
4	9	CARDIOMAGNIL	0.6	0.6
5	4	ALFLUTOP	0.6	0.7
6	11	MEXIDOL	0.6	0.5
7	6	CONCOR	0.5	0.6
8	12	INGAVIRIN	0.5	0.5
9	13	DETRALEX	0.5	0.5
10	5	LINEX	0.5	0.7
Total			6.3	6.8

The most INNs from the top ten INNs and group names held their own in the ranking (table 3). They were the top ten leaders XYLOMETAZOLINE (+13%), PHOSPHOLIPIDS (-8%), BISOPROLOL (+11%), PANCREATIN (+13%) and KAGOCEL (+13%) placed at number 8. Three INNs of the top ten that showed a pronounced growth of rates rose in the ranks. INNs IBUPROFEN and DICLOFENAC (+16% each) moved up one rank and the composition DIOSMIN + HESPERIDIN (+23%) moved up from rank 17 to ten. At the same time, INN BLOOD (+4%), which showed low growth rates, moved down one rank, to number seven. The cumulative share of the top 10 didn't change and accounted for 9.6%.

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

Rank		INNs/Group Names	Share in total pharmacy sales, %	
2015	2014		2015	2014
1	1	XYLOMETAZOLINE	1.6	1.6
2	2	PHOSPHOLIPIDS	1.0	1.3
3	3	BISOPROLOL	1.0	1.0
4	4	PANCREATIN	1.0	1.0
5	5	NIMESULIDE	1.0	0.9
6	7	IBUPROFEN	0.9	0.9
7	6	BLOOD	0.9	0.9
8	8	KAGOCEL	0.7	0.7
9	10	DICLOFENAC	0.7	0.7
10	17	DIOSMIN + HESPERIDIN	0.7	0.6
Total			9.6	9.6

R05 Cough and cold preparations (+1%) remained the best selling group in the Russian pharmacy market (Table 4). C09 Agents acting on the rennin-angiotensin system (+15%) moved up to rank two by sales volume, displacing R01 Nasal preparations (+10%) down one rank. The other three ATC groups from the top 10 succeeded in rising in the ranks. The groups G03 Sex hormones (+14%) and N02 Analgesics (+13%) moved up one rank, coming in at number 4 and 9. The more dynamic G04 Urologicals (+15%) moved up from rank nine to seven. At the same time, the less dynamic J01 Antibacterials for systemic use (+9%) and A05 Bile and liver therapy fell in the ranks, moving down to ranks five and ten, respectively. The groups L03 Immunostimulants (+11%) and A07 Antidiarrheals, intestinal anti-inflammatory / antiinfective agents (+8%) held their previous ranks six and eight, respectively. In total, based on the results for 12 months of 2015 the top ten ATC groups accumulated 35.9% of the regional market, which was 0.5 p.p. less than in the year-earlier period.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2015	2014			2015	2014
1	1	R05	COUGH AND COLD PREPARATIONS	5.2	5.7
2	3	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.2	4.0
3	2	R01	NASAL PREPARATIONS	4.0	4.1
4	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.4	3.3
5	4	J01	ANTIBACTERIALS FOR SYST USE	3.4	3.4
6	6	L03	IMMUNOSTIMULANTS	3.3	3.3
7	9	G04	UROLOGICALS	3.2	3.1
8	8	A07	ANTIDIARR.,INTEST. ANTIINFL./ ANTIINFECT. AGENTS	3.1	3.2
9	10	N02	ANALGESICS	3.0	3.0
10	7	A05	BILE AND LIVER THERAPY	3.0	3.2
Total				35.9	36.4

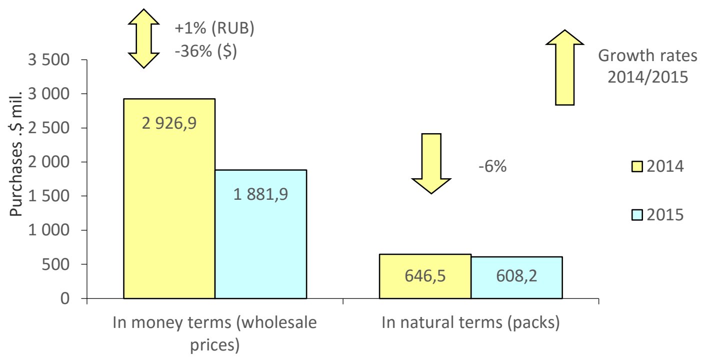
Conclusion. On the basis of the results for 2015, the pharmacy market of the Russian Federation brought in RUB 761.739 bil. (USD 12.532 bil.). It was 11% more in terms of roubles and 31% less in terms of dollars than in 2014. In physical terms, the market showed the negative growth rates (-5%) and was equal to 4.365 bil. packs. Based on the results for 2015, the average cost of a FPP pack in the Russian pharmacies was USD 2.87, whereas in 2014 it was USD 3.92. The average expenses of Russian residents for the purchase of OTC drugs in pharmacies also reduced (USD 85.68 vs. USD 125.92).

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

RUSSIAN FEDERATION HOSPITAL MARKET: 2015 RESULTS

According to the results of the Public Audit of Hospital Purchases in Russia™, at the end of 2015 the Russian hospital market in natural terms reduced by 6% to 608.219 mil. packs. In money terms, the market showed positive growth rates in terms of roubles (+1%) and negative growth rates (-36%) in terms of dollars, and reached RUB 114.677 bil. (USD 1.882 bil.) at wholesale prices. Based on the results for 2015, the average cost of an FPP pack in the hospital sector of the Russian Federation was USD 3.09, whereas in the year-earlier period its cost was USD 4.53.

Figure 1. Russian hospital market in 2014 – 2015



In 2015 the top-10 manufacturers on the hospital market changed more considerably than on the retail market (table 1). The leader of the top ten changed. Based on the results for 2015, the manufacturer ROCHE (+8%) moved up to rank number one. In contrast, ROCHE that had previously topped the ranking reduced its purchases by 7% and moved down to rank two. NYCOMED/TAKEDA (-12%) and MERCK SHARP DOHME (+2%) retained their previous ranks three and four, though the former showed negative growth rates. The manufacturers ASTRAZENECA (-8%), BAYER (-2%) and NOVARTIS (-5%) reduced the purchases volumes, which resulted in the loss of their ranks - the companies moved down to ranks six, seven and ten, respectively. The Russian manufacturers PHARM-CENTER (+12%) and VEROPHARM (+30%) showed outperformance rates, which allowed them to move up to ranks five and eight. On top of that, the latter became the only newcomer of the top 10 ranking. The drug manufacturer PFIZER (+8%) held its earlier rank nine. The total share accumulated by the top-10 drug manufacturers didn't virtually change and accounted for 28.3%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
2015	2014		2015	2014
1	2	**ROCHE**	4.4	4.1
2	1	**SANOFI-AVENTIS**	4.3	4.6
3	3	**NYCOMED/TAKEDA**	2.8	3.2
4	4	**MERCK SHARP DOHME**	2.8	2.7
5	8	PHARM-CENTER	2.4	2.2
6	5	**ASTRAZENECA**	2.4	2.7
7	6	**BAYER HEALTHCARE**	2.4	2.5
8	11	VEROPHARM	2.3	1.8
9	9	**PFIZER**	2.2	2.1
10	7	**NOVARTIS**	2.2	2.3
Total			28.3	28.2

*AIPM members are in bold

One newcomer broke into the ranks of the top ten brand names ranking: anaesthetic drug SEVORAN (+17%) moved up from rank fourteen to ten (Table 2). Note that almost all brand names from the top ten developed at a fast pace. At the same time, the drugs SODIUM CHLORIDE (+12%) and HERCEPTIN (+23%) maintained and reinforced their leadership, while CEFTRIAXONE (+16%), ULTRAVIST (+7%), MEROPENEM (+8%) and AVASTIN (+12%) rose in the ranks, moving up to ranks three, four, six and eight, respectively. CUROSURF (-1%) that showed low growth rates held its previous rank five, while CLEXANE (-25%) and GLUCOSE (-3%) moved down to ranks seven and nine, respectively. The cumulative share of the top ten brand names increased by almost 0.8 p.p. and achieved 14.7%.

Table 2. The top 10 brand names by hospital purchases

Rank in the top ten		Brand	Share in total hospital purchases, %	
2015	2014		2015	2014
1	1	SODIUM CHLORIDE	4.3	3.9
2	2	HERCEPTIN	1.8	1.5
3	4	CEFTRIAXONE	1.3	1.2
4	6	ULTRAVIST	1.1	1.1
5	5	CUROSURF	1.1	1.2
6	7	MEROPENEM	1.1	1.0
7	3	CLEXANE	1.1	1.4
8	9	AVASTIN	1.1	0.9
9	8	GLUCOSE	0.9	0.9
10	14	SEVORAN	0.9	0.8
Total			14.7	13.9

The leaders of the top 10 INN and group names ranking didn't change either – SODIUM (+11%) and CEFTRIAXONE (+6%) held and reinforce their positions (table 3). In addition, INNs ENOXAPARIN SODIUM (-6%) and MEROPENEM (-3%) maintained their previous ranks four and five. The other top 10 INNs changed their ranks; moreover, four ATC groups improved them. For instance, TRASTUZUMAB (+23%) moved up to rank three from six, and INNs DOCETAXEL (+18%) and IOPROMIDE (+7%) moved up one rank, coming in at numbers six and eight, respectively. Its only newcomer BEVACIZUMAB (+12%) moved up to the bottom rank in the top 10 ranking. At the same time, INNs IMMUNOGLOBULIN BASE (-17%) and PORACTANT ALFA (-1%), in contrast, moved down to the lower ranks seven and nine. The total share of the top 10 INNs increased by almost 0.7 p.p. and accounted for 17.5%.

Table 3. The top 10 INNs and Group Names by hospital purchases

Rank		INNs/Group Names	Share in total hospital purchases, %	
2015	2014		2015	2014
1	1	SODIUM	4.3	4.0
2	2	CEFTRIAXONE	2.1	2.0
3	6	TRASTUZUMAB	1.8	1.5
4	4	ENOXAPARIN SODIUM	1.6	1.7
5	5	MEROPENEM	1.5	1.6
6	7	DOCETAXEL	1.4	1.2
7	3	IMMUNOGLOBULIN BASE	1.4	1.7
8	9	IOPROMIDE	1.1	1.1
9	8	PORACTANT ALFA	1.1	1.2
10	12	BEVACIZUMAB	1.1	0.9
Total			17.5	16.8

At the year-end, L01 Antineoplastic agents (+14%) became the leader of the top ten ATC group ranking on the hospital market of the Russian Federation, displacing J01 Antibacterials for systemic use (-3%) from rank number one to two (Table 4). The groups B05 Plasma substitutes and perfusion solutions (+4%), B01 Antithrombotic agents (+1%), V08 Contrast media (+10%) and N01 Anaesthetics (+12%) held their previous ranks from three to six, respectively. Two shifts took place in the bottom part of the top-10 ranking. C04 Peripheral vasodilators (-9%) showed less pronounced negative growth rates and moved up one rank, to number 7, while J06 Immune sera and immunoglobulins that had been placed at that rank earlier reduced their sales by 13% and moved down to rank 8. The group N06 Psychoanaleptics (-9%) moved out of the bounds of the top ten, which allowed B02 Antihemorrhagics (-3%) and N05 Psycholeptics (-6%) to move up one rank, coming in at numbers 9 and 10. On top of that, the latter became the only newcomer of the top 10 ranking. The total share of top ten increased by over 1 p.p. and accounted for 57.3%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
2015	2014			2015	2014
1	2	L01	ANTINEOPLASTIC AGENTS	14.6	12.9
2	1	J01	ANTIBACTERIALS FOR SYST USE	13.1	13.7
3	3	B05	BLOOD SUBSTITUTE & PERF SOLS	7.0	6.8
4	4	B01	ANTITHROMBOTIC AGENTS	6.6	6.6
5	5	V08	CONTRAST MEDIA	3.8	3.5
6	6	N01	ANESTHETICS	3.3	3.0
7	8	C04	PERIPHERAL VASODILATORS	2.4	2.6
8	7	J06	IMMUNE SERA & IMMUNO-GLOBULIN	2.3	2.6
9	10	B02	ANTIHEMORRHAGICS	2.2	2.3
10	11	N05	PSYCHOLEPTICS	2.1	2.2
Total				57.3	56.2

Conclusion. At the end of 2015, the Russian hospital market increased in rouble terms by 1%, but reduced considerably in dollar terms (-36%) and brought in RUB 114.677 bil. (USD 1.882 mil.). In natural terms, the market reduced by 6% and amounted to 608.219 mil. packs. At the end of 2015, the average cost of a finished pharma product (FPP) pack in the Russian hospital sector was USD 3.09 vs. USD 4.53 in the year earlier period.

PHARMACEUTICAL MARKET OF THE CENTRAL FEDERAL DISTRICT (CFD) IN 2015. KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	January-December 2015	January-December 2015, as % of January-December 2014
Industrial production index		97.2
Retail turnover, RUB bil.	9,423.6	89.2
Monthly average accrued wage per one worker (nominal), RUB	41,848	104.6
real		89.9

Note: CFD TOGS data

Table 2. CFD consolidated budget expenditures on health care in January - December 2015

	January-December 2015	Share in all budget expenditures
Consolidated budget expenditures on health care, RUB mil.	392,331.4	13.1%

Note: RF Health Ministry data

Table 3. Inflation rates in the CFD, December 2015

	December 2015 as against December 2014
CPI	113.7
CPI for non-food products	113.9

Indicators of the dynamics and structure of the market[2]

Figure 1. CFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

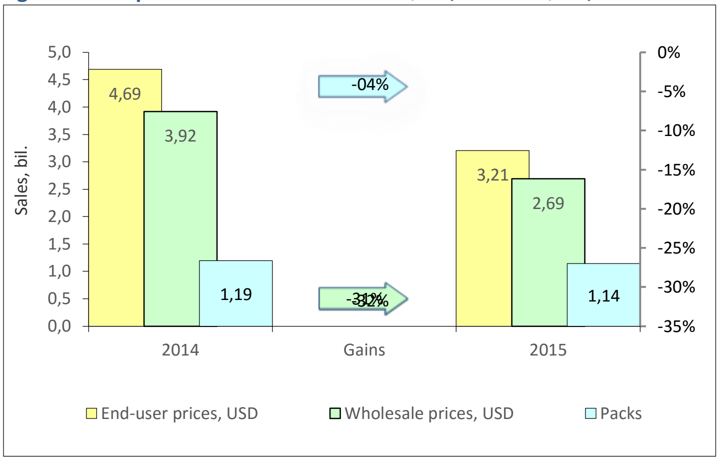


Figure 2. Structure of CFD pharmaceutical market by major segments in Q 1-4, 2014 – Q 1-4, 2015

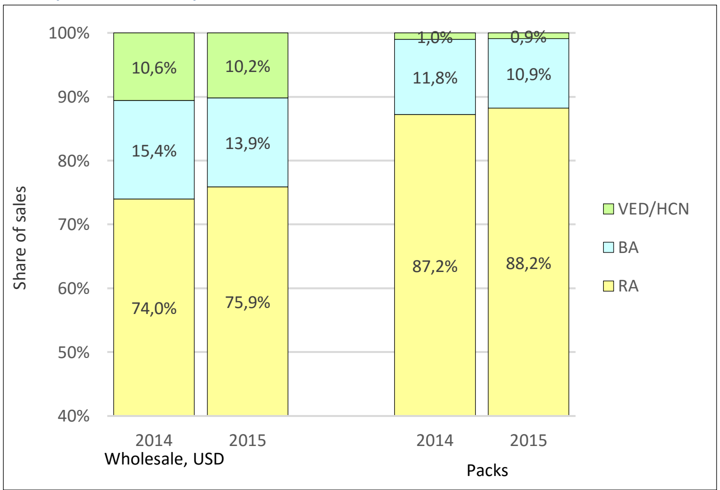


Figure 3. Structure of the retail segment of CFD market in Q 1-4, 2014 – Q 1-4, 2015

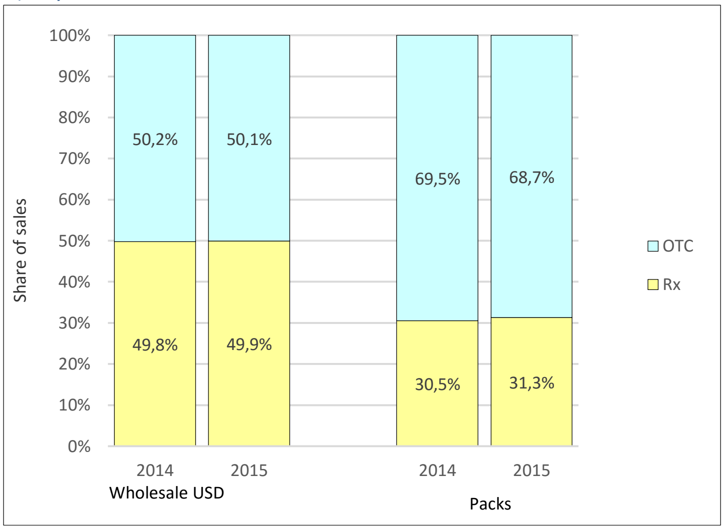
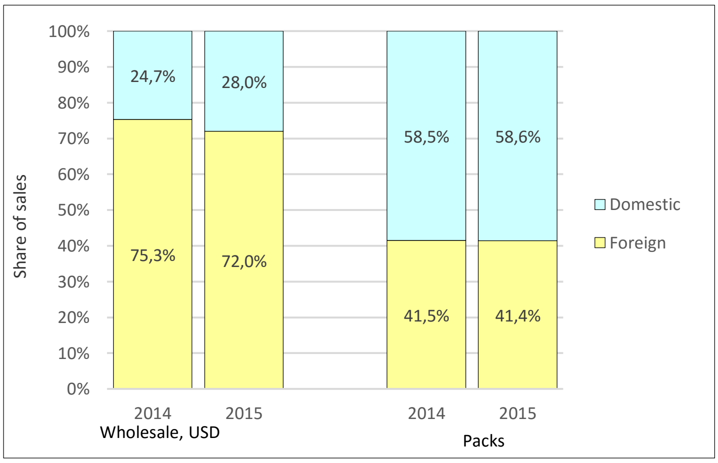


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of CFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

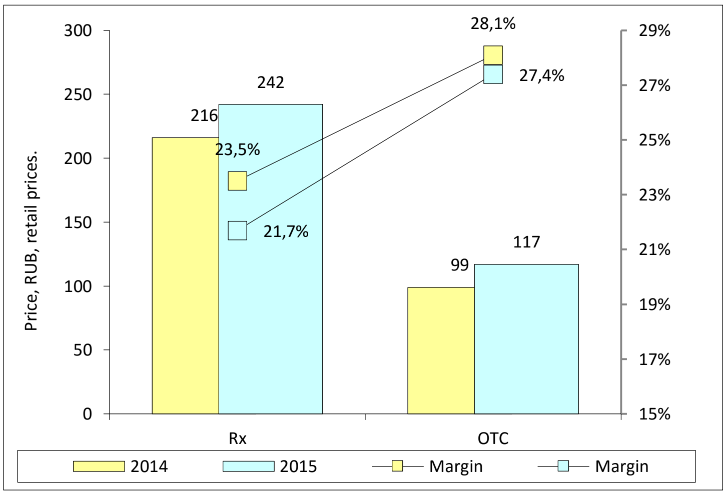


Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in CFD

	Price dynamics in December 2015 as against December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	8.7	10.1	9.1
Up to RUB 50	16.0		
From RUB 50 to 500	6.9		
Over RUB 500	2.1		

Figure 5. Dynamics of weighted average prices and retail margins in Q 1-4, 2014 – Q 1-4, 2015



[2] Exclusive of Moscow

PHARMACEUTICAL MARKET OF THE NORTH-WESTERN FEDERAL DISTRICT (NWFD) IN 2015. KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	January-December 2015	January-December 2015, as % of January-December 2014
Industrial production index		96.0
Retail turnover, RUB bil.	2,518.9	89.7
Monthly average accrued wage per one worker (nominal), RUB	37,616	106.2
real		92.1

Note: NWFD TOGS data

Table 2. NWFD consolidated budget expenditures on health care in January - December 2015

	January-December 2015	Share in all budget expenditures
Consolidated budget expenditures on health care, RUB mil.	157,979.1	15.25%

Note: RF Health Ministry data

Table 3. Inflation rates in the NWFD, December 2015

	December 2015 as against December 2014
CPI	113.1
CPI for non-food products	115.0

Indicators of the dynamics and structure of the market[3]

Figure 1. NWFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

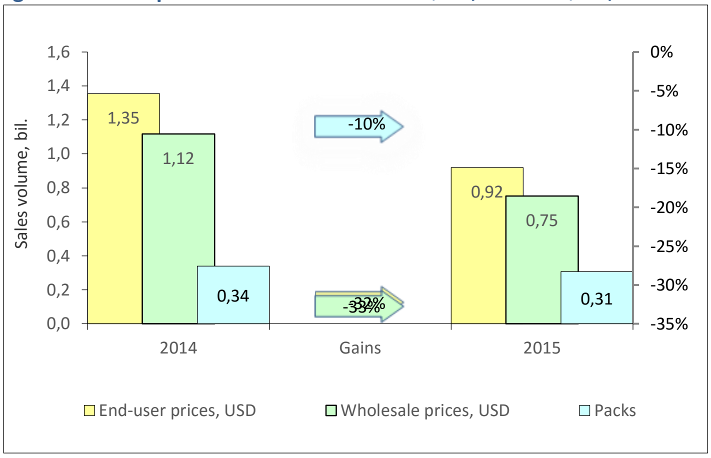


Figure 2. Structure of NWFD pharmaceutical market by major segments in Q 1-4, 2014 – Q 1-4, 2015

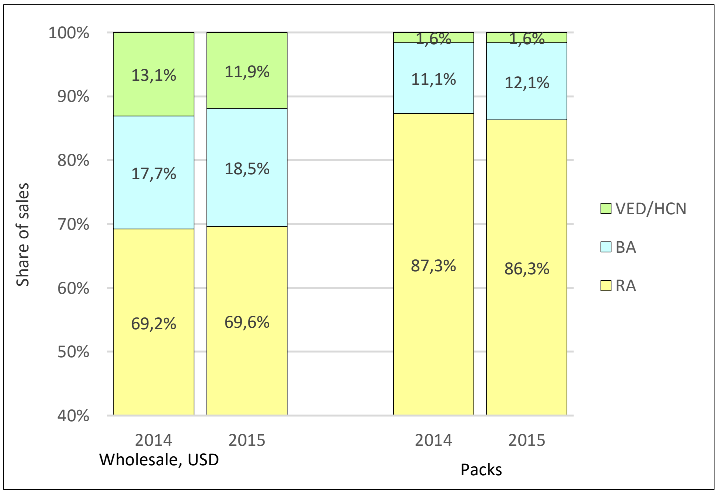


Figure 3. Structure of the retail segment of NWFD market in Q 1-4, 2014 – Q 1-4, 2015

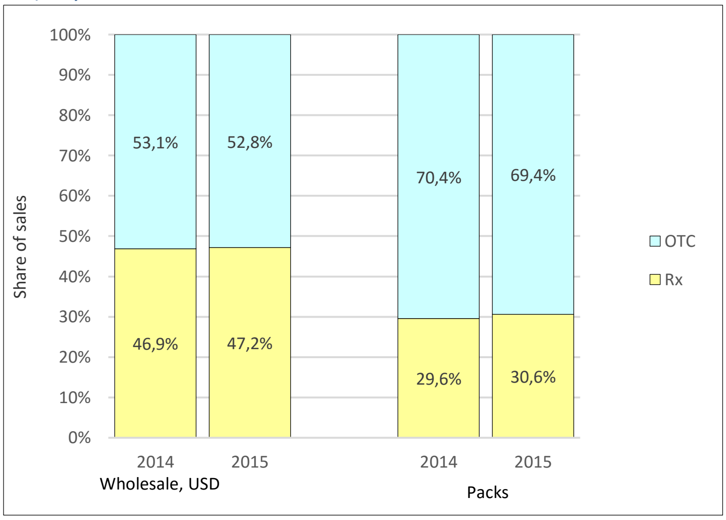
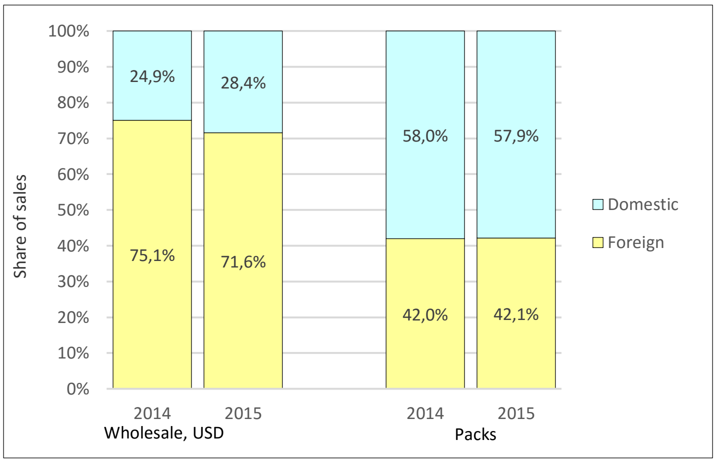


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of NWFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

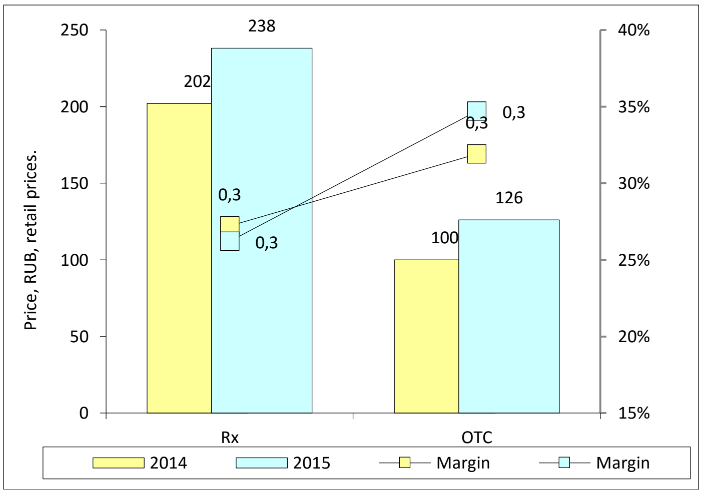


Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in NWFD

	Price dynamics in December 2015 as against December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	7.5	7.7	7.5
Up to RUB 50	14.4		
From RUB 50 to 500	5.0		
Over RUB 500	2.0		

Figure 5. Dynamics of weighted average prices and retail margins in Q 1-4, 2014 – Q 1-4, 2015



3 Exclusive of St.Petersburg

PHARMACEUTICAL MARKET OF THE VOLGA FEDERAL DISTRICT (VFD) IN 2015. KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	January-December 2015	January-December 2015, as % of January-December 2014
Industrial production index		96.4
Retail turnover, RUB bil.	4,882.5	87.2
Monthly average accrued wage per one worker (nominal), RUB	25,717	104.7
real		91.4

Note: VFD TOGS data

Table 2. VFD consolidated budget expenditures on health care in January - December 2015

	January-December 2015	Share in all budget expenditures
Consolidated budget expenditures on health care, RUB mil.	214,104.9	14.77%

Note: RF Health Ministry data

Table 3. Inflation rates in the VFD, December 2015

	December 2015 as against December 2014
CPI	111.6
CPI for non-food products	112.7

Indicators of the dynamics and structure of the market

Figure 1. VFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

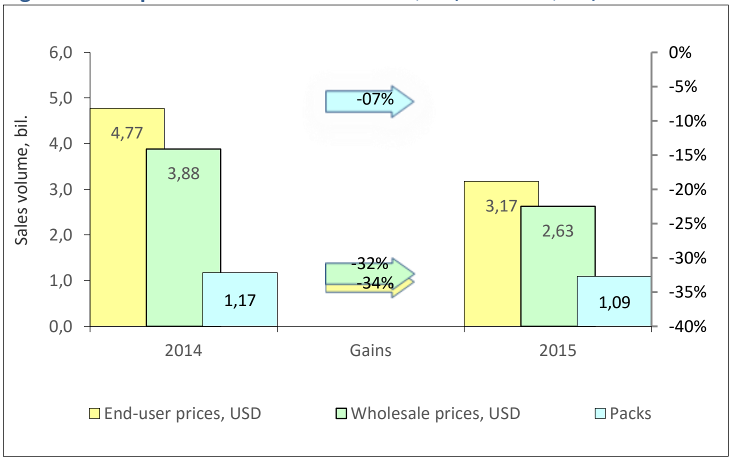


Figure 2. Structure of the pharmaceutical market of VFD by major segments in 2013-2014

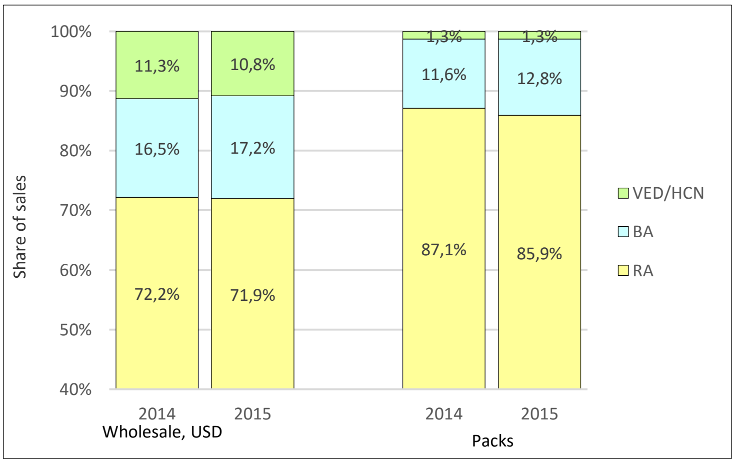


Figure 3. Structure of the retail segment of VFD market in Q 1-4, 2014 – Q 1-4, 2015

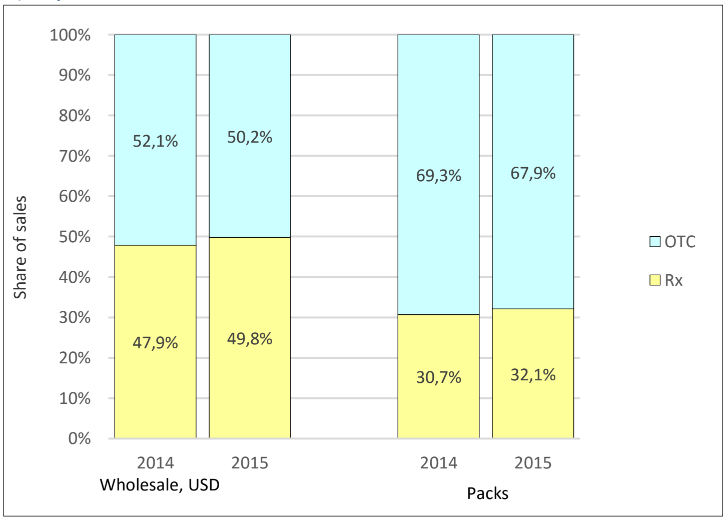
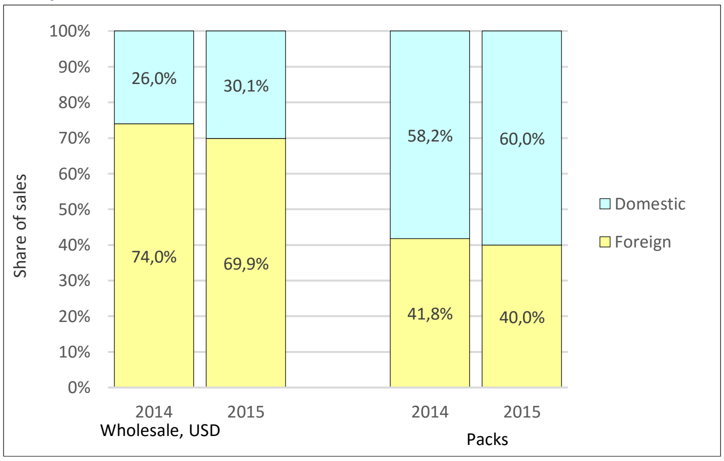


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of VFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

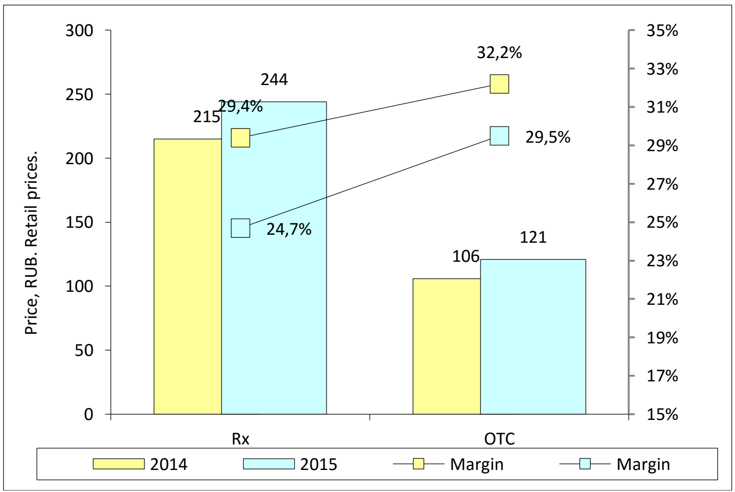


Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in VFD

	Price dynamics in December 2015 as against December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	9.3	10.8	9.3
Up to RUB 50	16.6		
From RUB 50 to 500	7.5		
Over RUB 500	3.2		

Figure 5. Dynamics of weighted average prices and retail margins in Q 1-4, 2014 – Q 1-4, 2015



PHARMACEUTICAL MARKET OF THE URAL FEDERAL DISTRICT (UFD) IN 2015. KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	January-December 2015	January-December 2015, as % of January-December 2014
Industrial production index		98.2
Retail turnover, RUB bil.	2,480.8	88.1
Monthly average accrued wage per one worker (nominal), RUB	39,257	104.8
real		91.3

Note: VFD TOGS data

Table 2. UFD consolidated budget expenditures on health care in January - December 2015

	January-December 2015	Share in all budget expenditures
Consolidated budget expenditures on health care, RUB mil.	148,053.4	15.09%

Note: RF Health Ministry data

Table 3. Inflation rates in the UFD, December 2015

	December 2015 as against December 2014
CPI	113.0
CPI for non-food products	113.0

Indicators of the dynamics and structure of the market

Figure 1. UFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

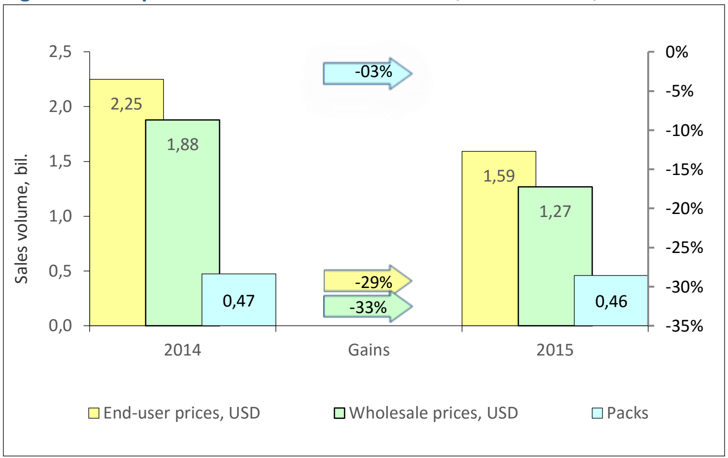


Figure 2. Structure of UFD pharmaceutical market by major segments in Q 1-4, 2014 – Q 1-4, 2015

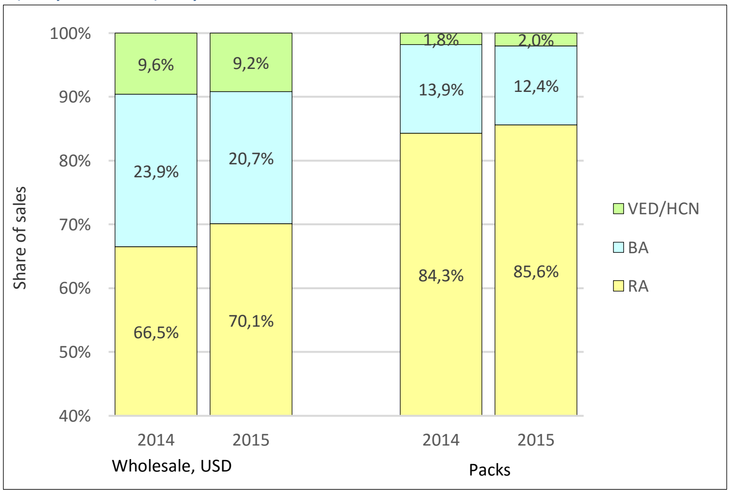


Figure 3. Structure of the retail segment of UFD market in Q 1-4, 2014 – Q 1-4, 2015

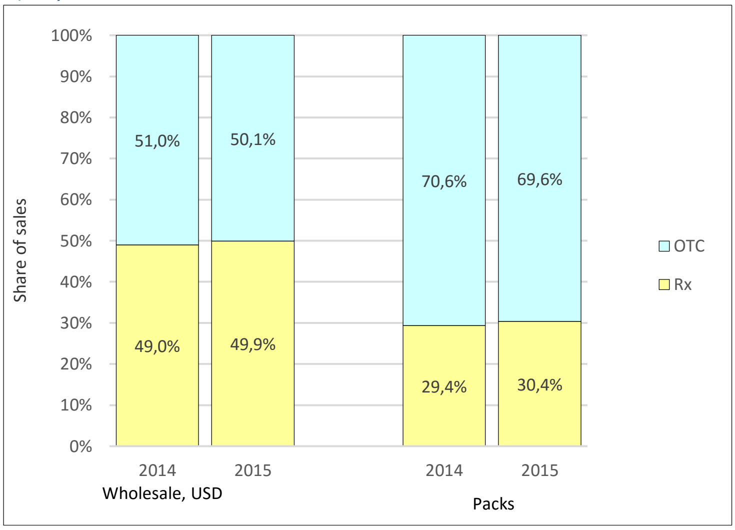
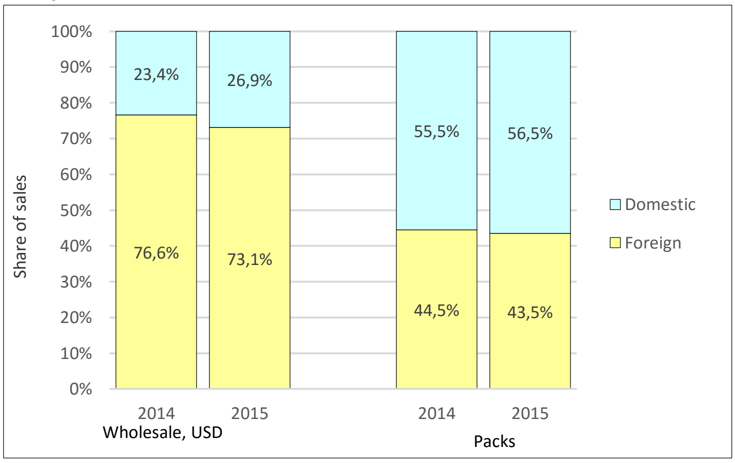


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of UFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

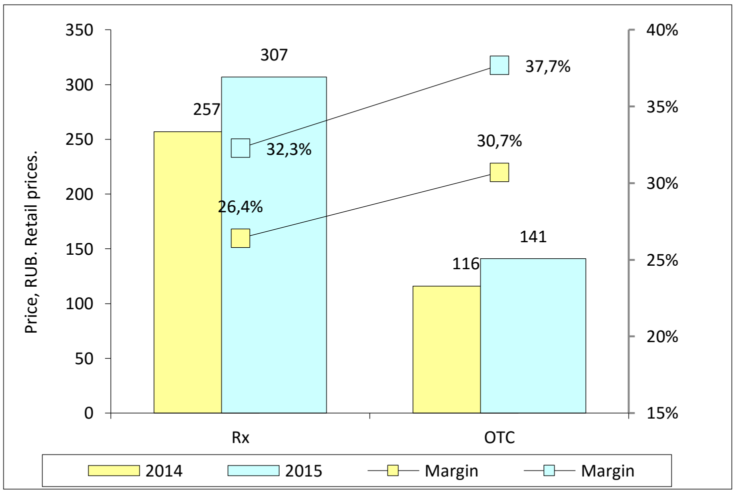


Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in UFD

	Price dynamics in December 2015 as against December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	9.7	10.3	9.1
Up to RUB 50	17.9		
From RUB 50 to 500	6.8		
Over RUB 500	2.4		

Figure 5. Dynamics of weighted average prices and retail margins in Q 1-4, 2014 – Q 1-4, 2015



PHARMACEUTICAL MARKET OF THE SIBERIAN FEDERAL DISTRICT (SFD) IN 2015. KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	January-December 2015	January-December 2015, as % of January-December 2014
Industrial production index		100.2
Retail turnover, RUB bil.	2,741.2	88.4
Monthly average accrued wage per one worker (nominal), RUB	29,610	104.2
real		91.3

Note: SFD TOGS data

Table 2. SFD consolidated budget expenditures on health care in January - December 2015

	January-December 2015	Share in all budget expenditures
Consolidated budget expenditures on health care, RUB mil.	167,320.5	15.33%

Note: RF Health Ministry data

Table 3. Inflation rates in the SFD, December 2015

	December 2015 as against December 2014
CPI	111.6
CPI for non-food products	113.0

Indicators of the dynamics and structure of the market

Figure 1. SFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

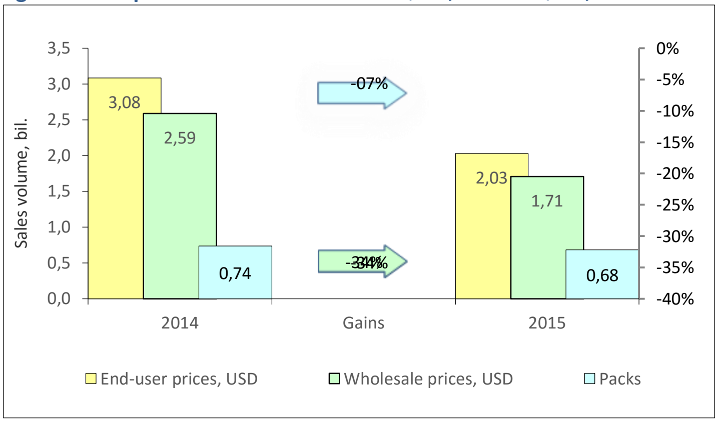


Figure 2. Structure of SFD pharmaceutical market by major segments in Q 1-4, 2014 – Q 1-4, 2015

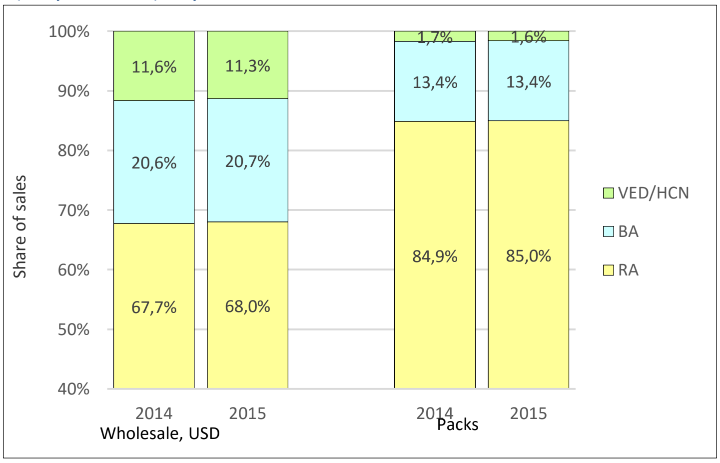


Figure 3. Structure of the retail segment of SFD market in Q 1-4, 2014 – Q 1-4, 2015

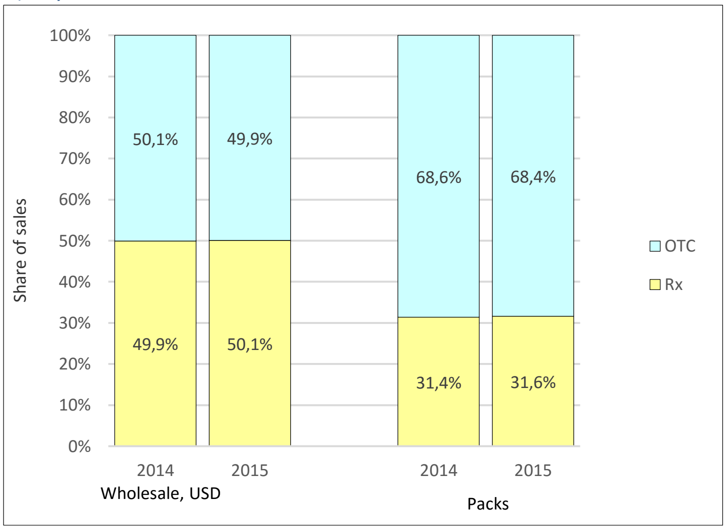
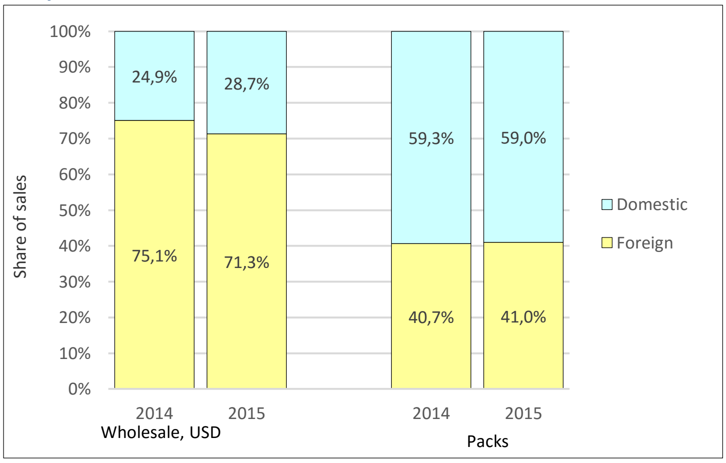


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of SFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

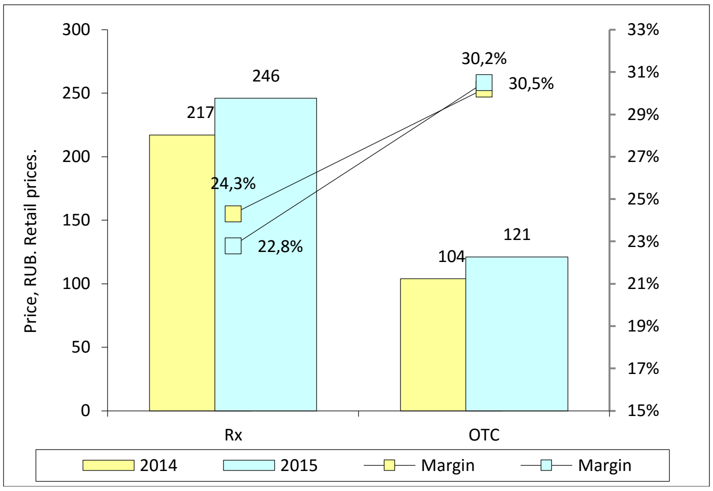


Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in SFD

	Price dynamics in December 2015 as against December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	9.0	9.8	9.3
Up to RUB 50	17.4		
From RUB 50 to 500	6.8		
Over RUB 500	2.0		

Figure 5. Dynamics of weighted average prices and retail margins in Q 1-4, 2014 – Q 1-4, 2015



PHARMACEUTICAL MARKET OF THE SOUTHERN FEDERAL DISTRICT (SFD) IN 2015 KEY PERFORMANCE INDICATORS

Macroeconomic indices

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

Value	January-December 2015	January-December 2015, as % of January-December 2014
Industrial production index		109.5
Retail turnover, RUB bil.	2,597.5	92.4
Monthly average accrued wage per one worker (nominal), RUB	25,279	103.7
real		89.8

Note: SFD TOGS data

Table 2. SFD consolidated budget expenditures on health care in January - December 2015

	January-December 2015	Share in all budget expenditures
Consolidated budget expenditures on health care, RUB mil.	95,505.3	15.41%

Note: RF Health Ministry data

Table 3. Inflation rates in the SFD, December 2015

	December 2015 as against December 2014
CPI	112.6
CPI for non-food products	114.2

Indicators of the dynamics and structure of the market

Figure 1. SFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

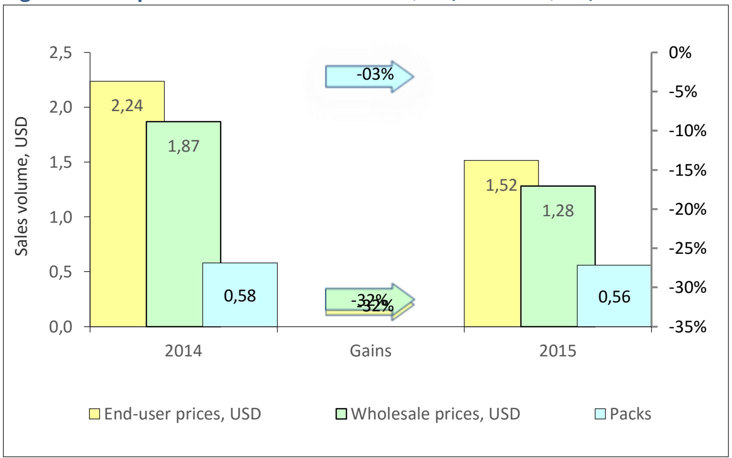


Figure 2. Structure of SFD pharmaceutical market by major segments in Q 1-4, 2014 – Q 1-4, 2015

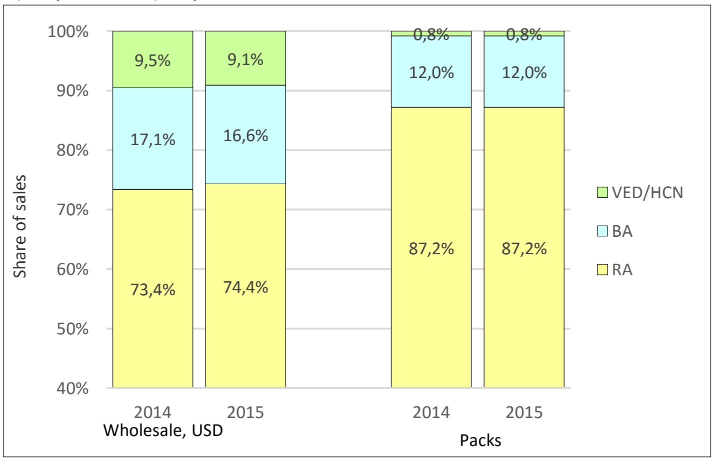


Figure 3. Structure of the retail segment of SFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

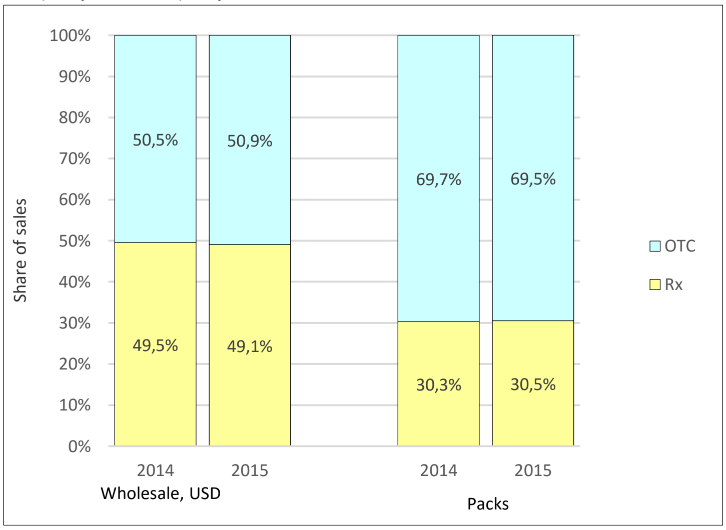
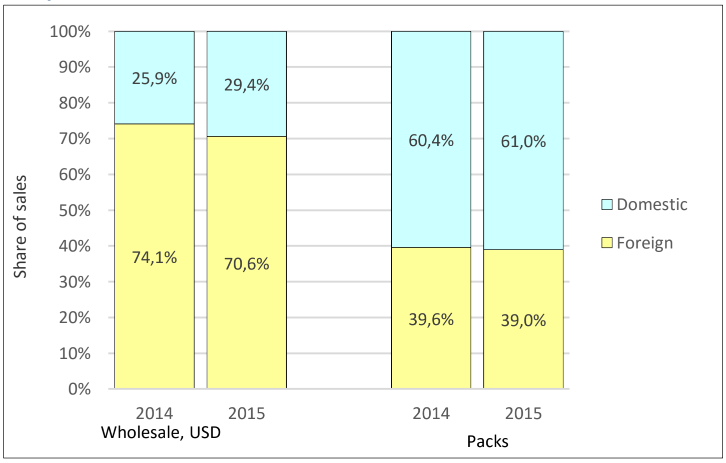


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of SFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

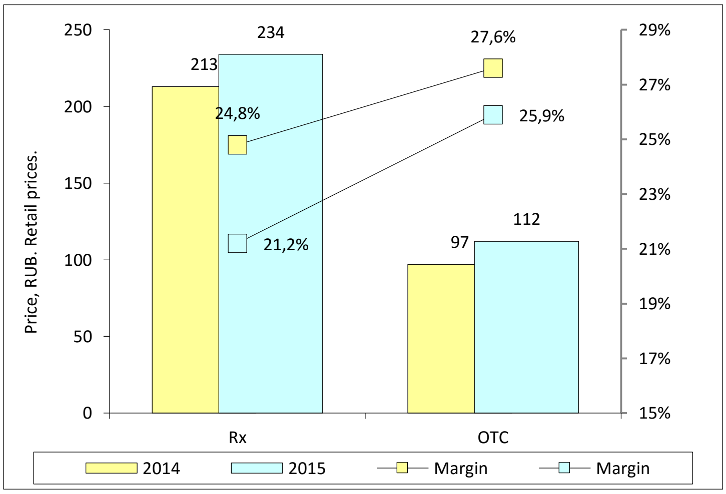


Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in SFD

	Price dynamics in December 2015 as against December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	10.6	10.8	9.4
Up to RUB 50	19.5		
From RUB 50 to 500	7.7		
Over RUB 500	4.3		

Figure 5. Dynamics of weighted average prices and retail margins in Q 1-4, 2014 – Q 1-4, 2015



PHARMACEUTICAL MARKET OF THE FAR EASTERN FEDERAL DISTRICT (FEFD) IN 2015. KEY PERFORMANCE INDICATORS

Macroeconomic indices

Table 1: Recent statistical data on socio - economic situation in Khabarovsk Krai

Value	January-December 2015	January-December 2015, as % of January-December 2014
Industrial production index		101.0
Retail turnover, RUB bil.	1,197.1	99.1
Monthly average accrued wage per one worker (nominal), RUB	42,877	105.5
real		92.1

Note: FEFD TOGS data

Table 2. FEFD consolidated budget expenditures on health care in January - December 2015

	January-December 2015	Share in all budget expenditures
Consolidated budget expenditures on health care, RUB mil.	90,849.5	11.27%

Note: RF Health Ministry data

Table 3. Inflation rates in the FEFD, December 2015

	December 2015 as against December 2014
CPI	112.0
CPI for non-food products	113.7

Indicators of the dynamics and structure of the market

Figure 1. FEFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

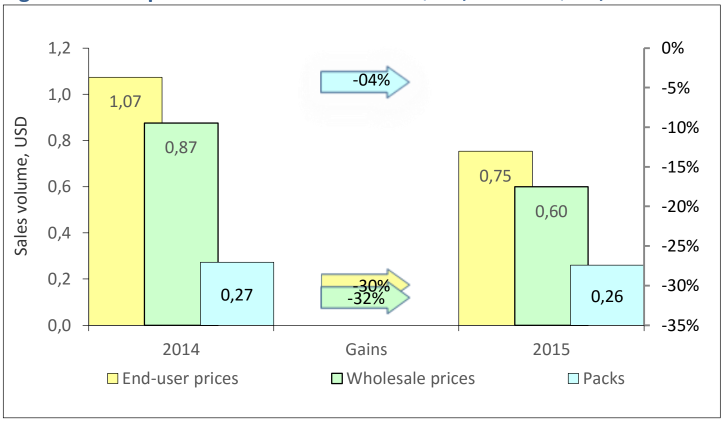


Figure 2. Structure of FEFD pharmaceutical market by major segments in Q 1-4, 2014 – Q 1-4, 2015

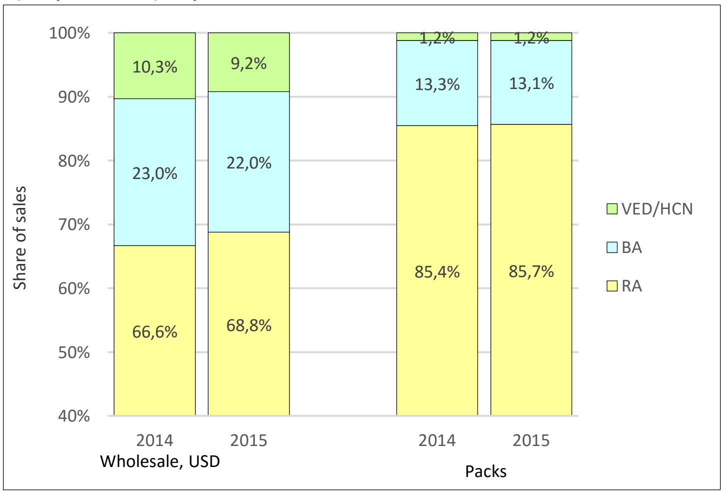


Figure 3. Structure of the retail segment of FEFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015

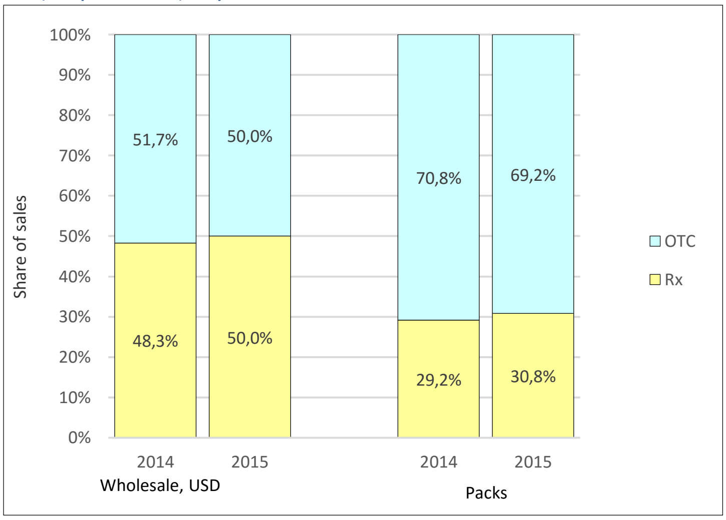
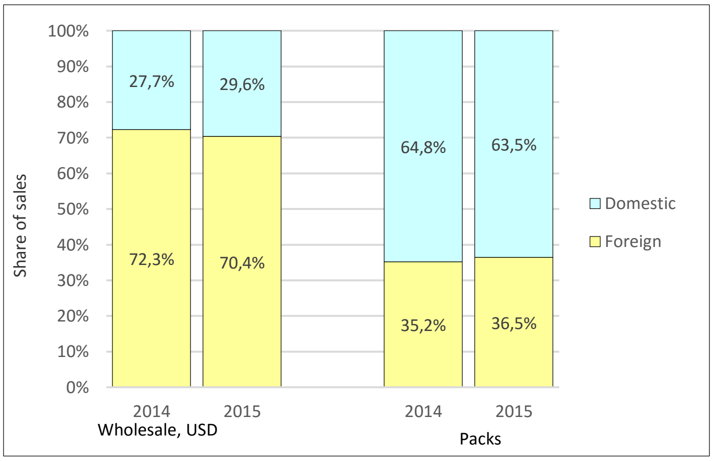


Figure 4. Dynamics of the Russian/ foreign drugs share in the structure of FEFD pharmaceutical market in Q 1-4, 2014 – Q 1-4, 2015



Indicators of price dynamics and retail margins

Table 4. Results of the VED price monitoring conducted by Roszdravnadzor in FEFD

	Price dynamics in December 2015 as against December 2014 (%)		
	Retail prices	Wholesale prices	Manufacturers' prices
VED total	7.6	9.7	7.6
Up to RUB 50	11.8		
From RUB 50 to 500	5.6		
Over RUB 500	3.0		

Figure 5. Dynamics of weighted average prices and retail margins in Q 1-4, 2014 – Q 1-4, 2015