Ассоциация Международных Фармацевтических Производителей

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

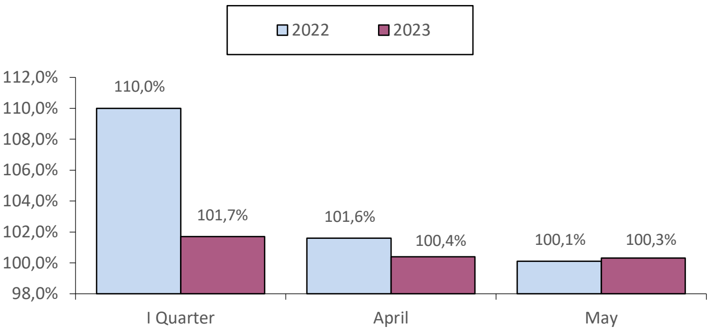
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service’s data, the Consumer Price Index was estimated as 100.3% in May 2023 compared to the previous month, and 102.4% as compared to December of 2022.

In April 2023, Industrial Producer Price Index was 103.7% as compared to the previous month, in the month-earlier period it had amounted to 102.4%. The index accounted for 109.0% as against December 2022.

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



Source: Rosstat

Living standard

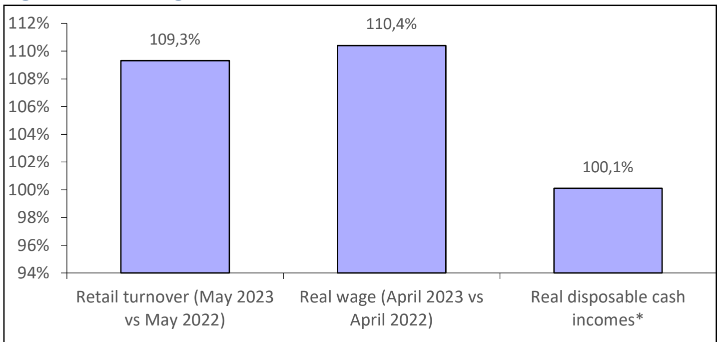
In April of 2023, a gross monthly average wage of corporate employees reached RUB 71204 (USD 880.37). It accounted for 113% compared to April 2022, and 99.5% compared to the previous period. In April of 2023, the real gross wage accounted for 110.4% as compared to April of 2022, and 99.1% against the prior period.

According to estimates[1], real disposable cash incomes decreased by 100.1% in the first quarter of 2023 as compared to the first half of 2022 (Fig. 2).

Retail turnover

In May 2023, the retail turnover was equal to RUB 3763.9 bil. or 109.3% (in comparable prices) against the respective period of the previous year, and RUB 17860.4 bil. or 99.3 % in January - May 2023 (Fig. 2).

Figure 2. Real wage and retail turnover



Source: Rosstat

* In January-March 2023 vs January-March 2022

Industrial Production

According to Federal State Statistics Service’s data, in May 2023 Industrial Production Index accounted for 107.1% compared to the same period of the previous year, and 101.8% as compared to January-May of 2023.

According to Federal State Statistics Service’s data, Industrial Production Index of drugs and medical products in May 2023 accounted for 90.5% compared to the relevant period of 2022 and 98.2% as compared to January-May of 2023.

Domestic production

Table 1 shows the Top 10 domestic pharmaceutical manufacturers according to their volumes of sales in all segments of the market based on the results for May of 2023.

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

Rank	Manufacturer	RUB mil.
1	Stada	3104.3
2	Biocad	2955.6
3	Binnopharm	2755.0
4	Otcpharm	2291.0
5	Pharmstandard	2260.1
6	Servier	2142.3
7	Vertex	1712.2
8	Grotex	1685.7
9	Microgen	1651.5
10	Atoll	1585.4

Source: IQVIA

Table 2 shows pharmacy sales data from 10 regions of the Russian Federation. In April 2023 compared to March, decline in sales (in terms of roubles) was observed in all regions. The most pronounced decline in sales was observed in St. Petersburg and Voronezh region (-25%), the least one in Krasnoyarsk Krai and Tyumen (-12%).

Table 2. Pharmacy sales in the regions, 2023

Region	Pharmacy sales, $ mil. (Wholesale prices)			Growth gain, % (roubles)		
	February 2023	March 2023	April 2023	February/January 23	March / February 23	April/March 23
Moscow	182.5	220.9	157.5	8%	26%	-24%
St. Petersburg	82.1	102.2	72.4	-0.4%	30%	-25%
Krasnodar Krai	55.8	70.1	56.6	-1%	31%	-14%
Krasnoyarsk Krai	30.1	32.2	26.8	3%	11%	-12%
Tatarstan	30.3	32.3	26.5	5%	11%	-13%
Rostov Region	33.3	39.0	30.3	-0.1%	22%	-18%
Novosibirsk Region	27.9	32.9	26.0	8%	23%	-16%
Voronezh Region	23.0	27.3	19.4	10%	24%	-25%
Perm	8.8	10.1	8.3	-11%	20%	-13%
Tyumen	10.7	11.7	9.7	7%	14%	-12%

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 5 advertisers in mass media in May 2023

Rank	Company*	Amount of broadcasts
1	Otcpharm	5,595
2	Dr. Reddy's Laboratories	4,782
3	Evalar	3,877
4	Binnopharm Group	3,824
5	Petrovax	3,039

Source: Remedium according to Mediascope's data

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

Rank	Brand*	Amount of broadcasts
1	Evalar	3,747
2	Pentalgin	2,194
3	Renewal	2,156
4	Dibicor	1,643
5	Cetrine	1,547

Source: Remedium according to Mediascope's data

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

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

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

According to DLO in RF™, the drugs supplies under the Federal Program amounted to RUB 44,892 bil. for the first three months of 2023 (USD 623.789 mil.) at contract prices. The segment volume reduced by 12% in terms of roubles, and expanded by 2% in terms of dollars as compared to the same period in 2022. The scope of supplies in pack terms increased by 23% to 30.959 mil. packs. The average cost of an FPP pack through the DLO program was USD 20.15 in contractual prices (a year ago it was USD 24.37). Based on the results for January-March 2023, half of the Top 10 manufacturers ranking in DLO segment showed negative growth rates (Table 1). At the same time, ROCHE that reduced its sales by 20%[2] managed to move 2 ranks up, coming in at rank 2 of the Top 10 ranking. JOHNSON & JOHNSON (-24%), BIOCAD (-18%) and NOVARTIS (-24%) held their previous ranks three, five and six, whereas TAKEDA that reduced its purchases by 55% moved down from rank one to four. The ranking was topped by GENERIUM (+1%) that showed positive, though not high growth rates. SANOFI (+1%) market developed by the same growth rates; however, it lost one ranking point, moving down to rank eight. The markets of newcomers OCTAPHARMA (+74%), PHARMASYNTEZ (4.2-fold growth in purchases) and BOEHRINGER (+45%) of the Top 10 ranking showed high positive growth rates. The total share of the Top 10 drug manufacturers under DLO Programme reduced by slightly more than 1 p.p. to 52.7%.

Table 1. The Top 10 drug manufacturers for DLO[*]

Rank		Manufacturer*	Share in total DLO volume, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	2	GENERIUM ZAO RF	11.0	9.6
2	4	**ROCHE**	6.5	7.1
3	3	**JOHNSON & JOHNSON**	6.2	7.2
4	1	**TAKEDA**	6.2	12.1
5	5	BIOCAD RF	5.0	5.3
6	6	**NOVARTIS**	4.2	4.9
7	11	OCTAPHARMA	3.7	1.9
8	7	**SANOFI**	3.5	3.1
9	24	PHARMASYNTEZ	3.3	0.7
10	12	**BOEHRINGER I**	3.1	1.9
Total			52.7	53.9

*AIPM members are in bold

Four newcomers broke into the Top 10 brand names ranking (Table 2). XARELTO (+65%), LENALIDOMID, OCTANATE (3.7-fold growth in purchases) and ACELLBIA (+69%) moved up to ranks five, six, eight and nine. The ranking leader ELIZARIA (+31%) also showed high positive growth rates, whereas the rest of the Top 10 brands reduced their participation shares in the DLO programme. But for all that, the brands OCTOFACTOR (-14%) and HEMLIBRA (-10%) moved up to ranks two and four, and ADVAGRAF (-21%) held its previous rank ten. OCREVUS (-30%) and TYSABRI (-45%) showed more pronounced negative growth rates, which caused the loss of their ranking positions. The total share of the Top 10 ranking grew from 19.5% to 24.2%.

Table 2. The Top 10 Brands in DLO segment

Rank in the Top 10		Brand	Share in total DLO volume, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	5	ELIZARIA	4.5	3.0
2	4	OCTOFACTOR	3.0	3.0
3	2	OCREVUS	2.8	3.6
4	6	HEMLIBRA	2.5	2.4
5	17	XARELTO	2.0	1.1
6	N/A	LENALIDOMID	2.0	N/A
7	3	TYSABRI	2.0	3.2
8	30	OCTANATE	2.0	0.5
9	19	ACELLBIA	1.7	0.9
10	10	ADVAGRAF	1.6	1.8
Total			24.2	19.5

Numerous shifts took place in the Top 10 INN and grouping names ranking (Table 3). ECULIZUMAB (+31%), FACTOR VIII (4.1-fold growth in purchases) and MOROCTOCOG ALFA (-14%) moved to the top three group, and the second one became one of the four newcomers of the Top 10 ranking. At the same time, the newcomers RITUXIMAB (+29%), RIVAROXABAN (+65%) and FACTOR VIII*FACTOR VON WILLEBRAND (+8%) broke into the Top 10 ranking, coming in at ranks five, eight and ten, respectively. EMICIZUMAB (-10%) managed to move one position up, moving up to rank seven. OCRELIZUMAB that reduced its purchases by 30% held its previous rank four, whereas LENALIDOMIDE (-82%) and NATALIZUMAB (-45%) that showed more pronounced negative growth rates moved down to ranks six and nine, respectively. The total share of the Top 10 ATC drugs decreased by almost 5.5 p.p. to 27.5%.

Table 3. The Top 10 INN and group names in DLO segment

Rank in the Top 10		INN/Grouping name	Share in total DLO volume, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	7	ECULIZUMAB	4.5	3.0
2	25	FACTOR VIII	3.6	0.8
3	6	MOROCTOCOG ALFA	3.0	3.0
4	4	OCRELIZUMAB	2.8	3.6
5	12	RITUXIMAB	2.7	1.8
6	1	LENALIDOMIDE	2.6	12.6
7	8	EMICIZUMAB	2.5	2.4
8	21	RIVAROXABAN	2.0	1.1
9	5	NATALIZUMAB	2.0	3.2
10	16	FACTOR VIII*FACTOR VON WILLEBRAND	1.8	1.5
Total			27.5	33.0

In contrast to the above rankings, the leaders of the Top 10 ATC groups did not change: L04 Immunosuppressants (-43%) and B02 Antihemorrhagics (-5%) held their previous top two ranks despite the negative growth rates (Table 4). L03 Immunostimulants also held its previous rank five, though its purchases reduced by 42%. A16 Other alimentary tract and metabolism products (-57%), which showed even more pronounced negative growth rates, moved down from rank three to seven. Almost all the other ATC groups of the Top 10 ranking rose in the ranks. L01 Antineoplastic agents (+39%) and B01 Antithrombotic agents (+67%) moved one rank up, to numbers three and six. Groups A10 Drugs used in diabetes (+24%) and L02 Endocrine therapy (2-fold increase in purchases) moved two ranks up, coming in at numbers four and eight, displacing R03 Drugs for obstructive airway diseases (+17%) one rank down. The only newcomer C09 Agents acting on the renin-angiotensin system (+98%) rounded out the Top 10 ranking. In total, the Top 10 ATC groups ranking accounted for 83.9% vs 89.2% in the year earlier period.

Table 4. The Top 10 ATC groups in DLO segment

Rank		ATC code	ATC group	Share in total DLO volume, %	
3 mon. 2023	3 mon. 2022			3 mon. 2023	3 mon. 2022
1	1	L04	IMMUNOSUPPRESSANTS	21.7	33.6
2	2	B02	ANTIHEMORRHAGICS	18.1	16.8
3	4	L01	ANTINEOPLASTIC AGENTS	13.3	8.4
4	6	A10	DRUGS USED IN DIABETES	10.0	7.1
5	5	L03	IMMUNOSTIMULANTS	5.4	8.2
6	7	B01	ANTITHROMBOTIC AGENTS	4.4	2.3
7	3	A16	OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS	4.3	8.9
8	10	L02	ENDOCRINE THERAPY	2.7	1.2
9	8	R03	DRUGS FOR OBSTRUCTIVE AIRWAY DISEASES	2.6	2.0
10	15	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	1.5	0.7
Total				83.9	89.2

Data on supplies to the Top 10 regions of Russia under State Reimbursement Program (DLO) are shown in Table 5. Moscow (+45%) and Moscow region (+19%) kept and reinforced their previous top two ranks. Krasnoyarsk Krai (+13%) was ranked third in terms of purchases. It should be noted that in addition to the leader, only two more regions from ten, St. Petersburg (+56%) and Bashkortostan (2.2-fold growth in purchases) showed positive growth rates. The cumulative share of the Top 10 regions expanded from 32.3% to 40.3%.

Table 5. The Top 10 regions by sales in DLO segment

Rank		Region	Share in total DLO volume, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	1	Moscow	9.0	5.5
2	2	Moscow Region	6.1	4.5
3	6	Krasnoyarsk Region	3.8	3.0
4	4	Tatarstan Republic	3.8	3.5
5	5	Rostov Region	3.5	3.2
6	3	Sverdlovsk Region	3.4	4.2
7	15	Saint Petersburg	3.3	1.9
8	7	Krasnodar Region	2.5	2.8
9	8	Nizhny Novgorod Region	2.4	2.7
10	40	Bashkortostan Republic	2.4	0.9
Total			40.3	32.3

Conclusion. In the first quarter of 2023, the DLO segment brought in RUB 44.892 bil. (USD 623.789 mil.) at contract prices, which was by 12% in terms of roubles and by 2% in terms of dollars more than in January-March 2022. In pack terms, the supplies under the program increased by 23% to 30.959 mil. packs. The average cost of FPP included in the DLO Programme decreased as compared to the previous year (USD 20.15 vs USD 24.37).

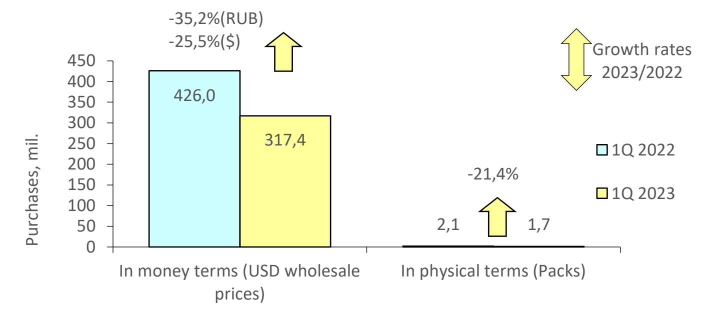
[2] Hereinafter, unless otherwise stated, growth gains are stated in the rouble equivalent or national currency.

[*] Here and elsewhere, we shall use IQVIA's data

COST DEMANDING NOSOLOGIES (VZN) PROGRAM 2023

According to IQVIA, at the end of the first quarter 2023 the volume of supplies under the VZN program in contract prices amounted to RUB 22.8 bil. (USD 317 mil.) (Fig. 1). The purchases saw a 35.2% decrease in terms of national currency and a 25.5% decrease in terms of dollars as compared to the same period of the previous year. In natural terms, the supplies decreased by 21.4% to 1.7 mil. packs.

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



Compared to 1 Q 2022, the groups of drugs for the treatment of hemolyticuremic syndrome (+30%) and cystic fibrosis (+9%) showed the largest increase in purchases in terms of roubles. The largest decline in purchases was recorded in the group of drugs to treat systemic-onset juvenile arthritis (-83%), mucopolysaccharidosis (-62%) and oncohematological drugs (-53%). At the end of the first quarter of 2023, the group of drugs to treat haemophilia continued as the leader in the purchases ranking, the drugs to treat multiple sclerosis and oncohematological drugs moved to ranks two and three, respectively.

Table 1. Supplies pattern under the VZN Program

Nosologies	INN	Share in total VZN supplies (RUB), %	
		1Q 2023	1Q 2022
Haemophilia		**32.6**	**23.3**
	FACTOR VIII	7.1	1.1
	MOROCTOCOG ALFA	5.8	4.4
	EMICIZUMAB	4.9	3.5
	FACTOR IX	3.4	1.3
	FACTOR VON WILLEBRAND*FACTOR VIII	2.7	3.3
	EPTACOG ALFA (ACTIVATED)	2.6	2.1
	OCTOCOG ALFA	2.1	3.0
	FACTOR VIII INHIBITOR BYPASSING FRACTION	1.7	2.7
	EFMOROCTOCOG ALFA	0.9	0.4
	SIMOCTOCOG ALFA	0.8	0.9
	NONACOG ALFA	0.5	0.5
Sclerosis Multiplex		**25.8**	**26.0**
	NATALIZUMAB	6.5	5.4
	OCRELIZUMAB	5.5	5.1
	INTERFERON BETA-1A	3.5	6.0
	INTERFERON BETA-1B	2.9	1.6
	PEGINTERFERON BETA-1A	2.9	2.5
	CLADRIBINE	2.8	0.0
	GLATIRAMER ACETATE	1.1	1.6
	ALEMTUZUMAB	0.3	0.8
	TERIFLUNOMIDE	0.2	3.0
Oncohematology		**18.0**	**25.1**
	RITUXIMAB	5.2	2.5
	LENALIDOMIDE	5.1	18.1
	POMALIDOMIDE	2.7	0.1
	IXAZOMIB	2.2	1.0
	DARATUMUMAB	2.0	2.2
	IMATINIB	0.4	0.6
	BORTEZOMIB	0.3	0.6
	FLUDARABINE	0.1	0.0
Hemolytic-uremic syndrome		**8.6**	**4.3**
	ECULIZUMAB	8.6	4.3
Mucopolysaccharidosis type I, II and VI		**5.8**	**10.0**
	GALSULFASE	2.4	2.0
	IDURSULFASE	2.0	6.4
	LARONIDASE	1.3	1.1
	IDURSULFASE BETA	0.1	0.6
Transplantation		**4.8**	**3.5**
	TACROLIMUS	3.3	2.7
	MYCOPHENOLIC ACID	0.8	0.3
	EVEROLIMUS	0.5	0.4
	MYCOPHENOLATE MOFETIL	0.1	0.1
	CICLOSPORIN	0.1	0.0
Mucoviscidosis		**1.8**	**1.1**
	DORNASE ALFA	1.8	1.1
Gaucher disease		**1.2**	**2.3**
	IMIGLUCERASE	0.7	1.0
	VELAGLUCERASE ALFA	0.5	1.3
	TALIGLUCERASE ALFA	0.0	0.0
Systemic-onset juvenile arthritis		**1.1**	**4.0**
	CANAKINUMAB	0.8	3.3
	TOCILIZUMAB	0.2	0.6
	ADALIMUMAB	0.0	0.0
	ETANERCEPT	0.0	0.0
Pituitary dwarfism		**0.3**	**0.3**
	SOMATROPIN	0.3	0.3

Just like in the previous periods, Generium held its previous rank number one in the Top 10 manufacturers ranking (Table 3). In the first quarter, the total supplies of the company's drugs in value terms increased by 1%. Elizaria (Eculizumab) (+30%) for the treatment of atypical haemolytic uremic syndrome provided an increase in supplies. Elizaria moved up to rank one in the Top 10 brands ranking (Table 2). Due to positive growth rates, Octofactor, a recombinant factor VIII, also broke into the first Top 10 brands ranking, moving up from rank 5 to 2. Takeda corporation that has gained the lead since 2019 due to acquisition of Shire, a developer of many orphan brands, traditionally held rank two in the Top 10 manufacturers ranking. Takeda retained its previous rank two in the ranking despite a 56% decline in sales and the absence of the company's main brands in the Top 10 brands ranking. Roche moved up to rank three in the manufacturers ranking, despite a decrease in sales (-28%) (Table 3). The company's major sales were boosted by the immunomodulator Hemlibra (Emicizumab) for the treatment of haemophilia A and by Ocrevus (Ocrelizumab) for the treatment of multiple sclerosis. Both drugs improved their positions in the brands ranking (Table 2). Ocrevus moved up to rank 3, and Hemlibra to rank 4.

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

Rank in the Top 10		Brand	Share in total VZN supplies, %	
1Q 2023	1Q 2022		1Q 2023	1Q 2022
1	6	ELIZARIA	8.6	4.3
2	5	OCTOFACTOR	5.8	4.4
3	3	OCREVUS	5.5	5.1
4	7	HEMLIBRA	4.9	3.5
5	71	LENALIDOMID	4.0	0.0
6	4	TYSABRI	4.0	4.6
7	35	OCTANATE	3.9	0.7
8	22	ACELLBIA	3.4	1.2
9	14	ADVAGRAF	3.1	2.5
10	15	PLEGRIDY	2.9	2.5
Total			46.2	55.7

J&J Company remains stable at rank four in the manufacturers ranking (Table 3). Tysabri (Natalisumab) and Plegridy (Peginterferon beta-1a) for the treatment of multiple sclerosis) provided the main J&J's sales. Despite the fact that Tysabri showed no increase in supplies, this drug still remained in the Top 10 ranking (Table 2). Tysabri moved up to rank 5 from 6 in the Top 10 manufacturers ranking (Table 2). Oncohematological drug Acellbia (Rituximab) with a 78% increase in its supplies moved up in the brands ranking from rank 22 to 8 (Table 2). Due to a significant increase in purchases, the haemophilia drug Octanate (Factor VIII) moved up from rank 35 to 7 in the brands rankings, which allowed Octapharma to move up from rank 9 to 6 in the manufacturers ranking. Celgene that has been ranked 3rd in the ranking since 2019 (and before that headed it for a long time) in the first quarter of 2023 dropped out of the first Top 10 manufacturers ranking in connection with the beginning of purchases of Lenalidomide generic versions. Lenalidomide manufactured by Pharmasyntez moved up to rank 5 in the brands ranking, and the company moved up to rank 7 in the manufacturers ranking.

Table 3. Top 10 manufacturers by purchases under the VZN Program

Rank in the Top 10		Manufacturer*	Share in total VZN supplies, %	
1Q 2023	1Q 2022		1Q 2023	1Q 2022
1	3	GENERIUM ZAO RF	21.6	13.9
2	2	**TAKEDA**	11.7	17.2
3	4	**ROCHE**	10.7	9.6
4	5	**JOHNSON & JOHNSON**	8.8	9.4
5	6	BIOCAD RF	8.1	6.6
6	9	OCTAPHARMA	7.4	2.7
7	23	PHARMASYNTEZ	4.5	0.2
8	10	**ASTELLAS PHARMA**	3.1	2.5
9	13	**CSL BEHRING GMBH**	3.1	1.5
10	22	KEDRION	3.1	0.2
Total			82.1	87.0

*AIPM members are in bold

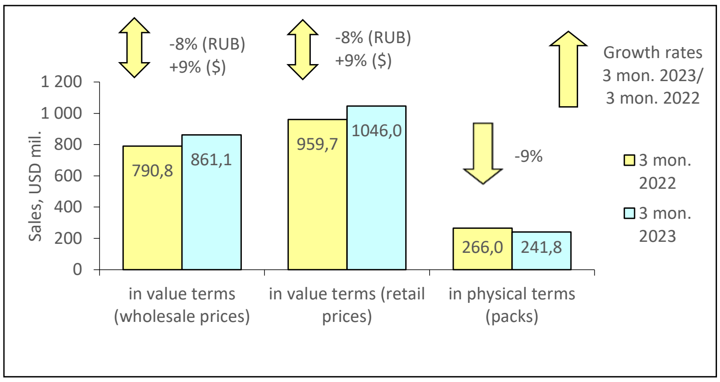
Conclusion: In total, the share of Russian drugs in the VZN segment profile in physical terms reduced from 47% to almost 41% in the first quarter of 2023. In terms of roubles, it amounted to about 40%, showing a significant increase (26% in the comparison period). Most of them are full-cycle drugs (including APIs). In the supplies pattern of foreign products in the first quarter of 2023, the share of imported localized drugs increased.

* Here and elsewhere IQVIA's data are used

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

According to Federal State Statistics Service, as of January 1, 2023 estimated population of the Central Federal District (CFD) (without Moscow) was 27.136 mil., which accounted for 18.5% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for January-March of 2023 the average wage in the CFD (inclusive of Moscow) was RUB 84195 (USD 1157.80), which was 26% higher than the average wage in Russia (RUB 66778). According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of the first three months of 2023 the sales of drugs in physical terms in the CFD (without Moscow) saw a 9% decrease to 241.783 mil. packs. In value terms, the market saw a 8% decrease in terms of roubles and a 9% expansion in terms of dollars. At the same time, the volume of the market achieved RUB 62.839 bil (USD 861.057 mil.) 216 mil.) at wholesale prices (Fig. 1). The region market share accounted for 20.9% of the Russian pharmacy retail sales. The average cost of a pack increased as compared to the same period of 2022 (USD 3.61) and amounted to USD 4.33 in retail prices. At the end of the first quarter 2023, the average amount spent by the residents of the region for FPPs in pharmacies amounted to USD 26.00.

Figure 1. The CFD (without Moscow) pharmacy market for 3 months of 2022 – 3 months 2023*



At the end of January-March 2023 BAYER (-26%) continued to be the leader among the Top 10 manufacturers in the market of the Central Federal District (exclusive of Moscow), but its market share has noticeably decreased due to reduction in sales (Table 1). STADA (-7%) and KRKA (+22%) that moved up to ranks two and three came up close to it. Although these companies showed negative growth rates, they were able to slightly expand their market shares amid an overall decline in sales. SERVIER (-20%) continued to hold rank four in the ranking, and below ABBOTT (-18%) kept its previous rank eight. Four from the remaining brand names of the Top 10 rose in the ranks. Thus, SANOFI (-19%) and TEVA (+4%) moved up to ranks five and six, while BINNOPHARM (+26%), which broke into the Top 10 for the first time, moved up to the last rank of the Top 10 ranking. At the same time, OTCPHARM (-35%) and BERLIN-CHEMIE/MENARINI (-23%) moved down to ranks seven and nine, respectively. The cumulative share of the Top 10 reduced by 2.7 p.p. and accounted for 31.7%.

Table 1. The Top 10 drug manufacturers by pharmacy sales

Rank in the Top 10		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	1	**BAYER**	4.3	5.3
2	3	**STADA**	4.1	4.0
3	5	**KRKA**	3.6	3.5
4	4	**SERVIER**	3.2	3.7
5	6	**SANOFI**	3.1	3.5
6	9	**TEVA**	3.1	2.7
7	2	OTCPHARM	3.0	4.3
8	8	**ABBOTT**	2.5	2.8
9	7	**BERLIN-CHEMIE/MENARINI**	2.4	2.9
10	16	BINNOPHARM GROUP	2.4	1.7
Total			31.7	34.4

*AIPM members are in bold

Four of the Top 10 brands held their own in the ranking (Table 2). They were the leader of Top 10 XARELTO (-42%) and ELIQUIS (-48%), as well as DETRALEX (-22%) and CARDIOMAGNYL (-16%) placed at ranks five and eight. Most of the Top 10 brands moved up to the higher positions. INGAVIRIN (-39%) and MEXIDOL (-12%) moved one rank up, while the newcomers NUROFEN (+4%), PENTALGIN (+7%) and GRAMMIDIN (+9%) that broke into the Top 10 ranking for the first time, moved up to numbers four, seven and nine. And only THERAFLU (-26%) moved down to the last rank. The total share of the Top 10 brands reduced from 9.2% to 7.2%.

Table 2. Top 10 brands by pharmacy sales

Rank in the Top 10		Brand	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	1	XARELTO	1.2	1.9
2	2	ELIQUIS	1.0	1.8
3	4	INGAVIRIN	0.7	1.1
4	11	NUROFEN	0.7	0.6
5	5	DETRALEX	0.7	0.8
6	7	MEXIDOL	0.6	0.7
7	14	PENTALGIN	0.6	0.5
8	8	CARDIOMAGNYL	0.6	0.7
9	18	GRAMMIDIN	0.6	0.5
10	9	THERAFLU	0.5	0.7
Total			7.2	9.2

Among the Top INNs and grouping names, XYLOMETAZOLINE (+11%), which moved up from rank four to one, accounted for the largest sales volumes (Table 3). Its former leader RIVAROXABAN reduced its sales by 42% and moved down to rank two. Another six INNs from the Top 10 ranking showed negative growth rates based on the results for the year. On top of that, three of them managed to take the higher positions. The composition DIOSMIN*HESPERIDIN (-9%) moved up to rank three, as well as newcomers PANCREATIN (-5%) and ETHYLMETHYLHYDROXYPYRIDINE (-12%), which broke into the Top 10 for the first time, moved up to ranks eight and ten. APIXABAN, which reduced sales by 48%, lost three rating positions, while BISOPROLOL and ROSUVASTATIN that showed a 21% decrease continued to hold ranks seven and nine, respectively. Due to positive growth rates, IBUPROFEN (+11%) and NIMESULIDE (+1%) moved up to ranks five and six. The total share of the Top 10 reduced from 11.9% to 10.7%.

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

Rank		INN/Grouping name	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	4	XYLOMETAZOLINE	1.7	1.4
2	1	RIVAROXABAN	1.2	1.9
3	5	DIOSMIN*HESPERIDIN	1.2	1.2
4	10	IBUPROFEN	1.1	0.9
5	8	NIMESULIDE	1.1	1.0
6	3	APIXABAN	1.0	1.8
7	7	BISOPROLOL	0.9	1.1
8	11	PANCREATIN	0.9	0.9
9	9	ROSUVASTATIN	0.8	1.0
10	14	ETHYLMETHYLHYDROXYPYRIDINE	0.7	0.8
Total			10.7	11.9

C09 Agents acting on the rennin-angiotensin system remained the leader of the Top 10 ATC groups ranking thought their sales decreased by 18% (Table 4). B01 Antithrombotic agents (-38%) and J05 Antivirals for systemic use (-46%), which showed even more pronounced negative growth rates, moved down from the top three to ranks four and eight, respectively. At the same time, M01 Anti-inflammatory and antirheumatic products (+6%) and R01 Nasal preparations (+16%) moved up to ranks two and three. A similar shift also affected the middle part of the rating. G03 Sex hormones, which reduced sales by 14%, moved one rank down, coming in at number six, giving way to N02 Analgesics (-3%), which showed lower but also negative growth rates, coming at rank five. Two newcomers to the Top 10 ranking, J01 Antibacterials for systemic use (+23%) and C05 Vasoprotectives (+1%), moved up to ranks seven and ten, respectively. In total, the Top 10 ATC groups accumulated 38.9% of the regional market, which was less than the year-earlier period indicator (40.9%).

Table 4. The Top 10 ATC groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022			3 mon. 2023	3 mon. 2022
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.7	6.4
2	4	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.2	4.5
3	7	R01	NASAL PREPARATIONS	4.3	3.4
4	2	B01	ANTITHROMBOTIC AGENTS	4.0	6.0
5	6	N02	ANALGESICS	3.7	3.5
6	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.4	3.6
7	12	J01	ANTIBACTERIALS FOR SYST USE	3.3	2.5
8	3	J05	ANTIVIRALS FOR SYSTEMIC USE	3.3	5.6
9	9	N06	PSYCHOANALEPTICS	3.1	2.8
10	11	C05	VASOPROTECTIVES	2.9	2.6
Total				38.9	40.9

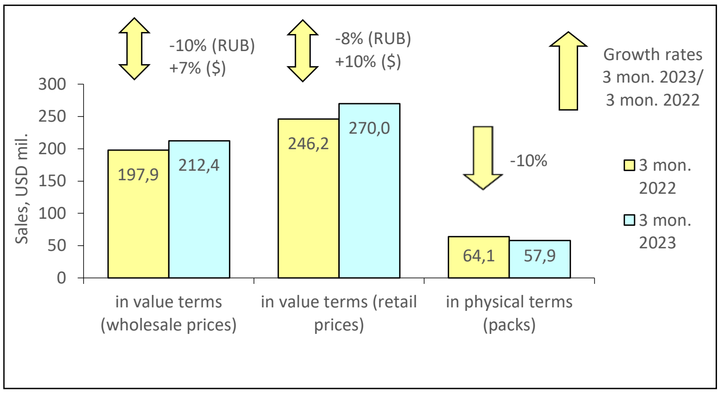
Conclusion. At the end of the first three months of 2023, retail sales on the pharmacy market of the Central Federal District (without Moscow) reached RUB 76.327 bil. (USD 1.046 bil), which was 8% less in terms of roubles and 9% more in terms of dollars than in the same period of 2022. In pack terms, the market also showed negative growth rates (-9%) and achieved 241.783 mil. packs. In January-March of 2023, the average cost of an FPP pack in the regional pharmacies was USD 4.33, which was higher than the last year figure (USD 3.61), and less than the national average (USD 4.52). The average medicine expenses of the region residents turned out to be higher than the national average expenses in Russia (USD 25.99 vs. USD 34.18).

* Here and elsewhere IQVIA's data are used

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

According to Federal State Statistics Service, as of January 1, 2023 estimated population of the North-Western Federal District (NWFD) (exclusive of St. Petersburg) was 8.267 mil., which accounted for 5.6% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for January-March 2023 the average wage in NWFD (inc. of St. Petersburg) was RUB 74334 (USD 1022.19), which was 11% higher than the average wage in Russia (RUB 66778). According to the results of the Retail Audit of Finished Pharma Products (FPP) in the Russian Federation™, at the end of the first quarter of 2023 the sales of FPPs in physical terms in pharmacies of NWFD (without St. Petersburg) saw a 10% decrease to 57.923 mil. packs. In money terms, the market reduced by 10% in terms of roubles and expanded by 7% in terms of dollars. At the same time, the volume of the market amounted to RUB 15.485 bil. (USD 212.373 mil.) at wholesale prices (Fig. 1). The share of the region accounted for 5.4% of the Russian retail pharmacy sales. The average cost of an OTC pack in the pharmacies increased: USD 4.66 vs. USD 3.84 at retail prices in the year-earlier period. The average amount spent by the residents of the region for FPPs in the pharmacies for 3 months of 2023 amounted to USD 19.47.

Figure 1. The NWFD (without St. Petersburg) pharmacy market for 3 months of 2022 – 3 months 2023.*



In the pharmacy market of the NWFD (excluding St. Petersburg), BAYER held its rank number one in the Top 10 manufacturers ranking according to the results for the first three months of 2023, although its sales decreased by 27 % (Table 1). It should be noted that the majority of manufacturers of the Top 10 ranking showed negative growth rates. But despite this, KRKA (-4%) and STADA (-10%) moved up to ranks two and three, displacing SERVIER (-24%) and OTCPHARM (-37%) to ranks four and five. SANOFI (-29%) and BERLIN-CHEMIE/MENARINI (-25%) also moved down to ranks eight and ten, while TEVA dropped sales by 11% and held its previous rank seven. ETHYLMETHYLHYDROXYPYRIDINE (+0.1%) that showed virtually zero growth rates moved down from rank five to seven. The only newcomer, BINNOPHARM (+22%), moved up to rank nine. The cumulative share of the Top 10 drug manufacturers reduced by almost 3.4 p.p. and accounted for 33.5%.

Table 1. The Top 10 drug manufacturers by pharmacy sales

Rank in the Top 10		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	1	**BAYER**	4.8	5.9
2	6	**KRKA**	3.8	3.6
3	4	STADA	3.8	3.8
4	3	**SERVIER**	3.6	4.3
5	2	OTCPHARM	3.4	4.9
6	9	GEDEON RICHTER	3.1	2.8
7	7	**TEVA**	3.0	3.0
8	5	**SANOFI**	2.9	3.7
9	15	BINNOPHARM GROUP	2.7	2.0
10	8	**BERLIN-CHEMIE/MENARINI**	2.4	2.9
Total			33.5	36.9

*AIPM members are in bold

All of the Top 10 brands reduced their sales based on the results for the first 3 months of 2023 (Table 2). Among them were XARELTO (-50%) and INGAVIRIN (-41%) that moved up to the top ranks. ELIQUIS held its previous rank three, though its sales decreased by 66%. DETRALEX (-24%) also held its previous rank six. Apart from the leaders, another four brands managed to rise in the ranks. THERAFLU (-28%), NUROFEN (-10%) and LORISTA (-26%) moved up to ranks four, five and eight, and the newcomer CARDIOMAGNYL (-22%) broke into the ranks of the Top 10, coming in at number nine. Due to considerable reduction of sales, the last year leader ARBIDOL (-78%) moved down to rank seven. The Top 10 is rounded out by CONCOR (-30%) that lost one rating position. The total share of the Top 10 brands reduced from 13.1% to 7.6%.

Table 2. Top 10 brands by pharmacy sales

Rank in the Top 10		Brand	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	2	XARELTO	1.3	2.4
2	4	INGAVIRIN	0.9	1.4
3	3	ELIQUIS	0.9	2.3
4	5	THERAFLU	0.8	1.1
5	7	NUROFEN	0.7	0.7
6	6	DETRALEX	0.7	0.8
7	1	ARBIDOL	0.6	2.4
8	10	LORISTA	0.6	0.7
9	12	CARDIOMAGNYL	0.5	0.6
10	9	CONCOR	0.5	0.7
Total			7.6	13.1

* Here and elsewhere IQVIA's data are used

As in the previous ranking, the Top 10 INN and grouping names ranking was dominated by negative sales (Table 3). The only exception was INN IBUPROFEN, which increased sales by 5% and moved up from rank eight to three. Another six INNs of the Top 10 INN and grouping names ranking rose in the ranks despite negative growth rates. Thus, XYLOMETAZOLINE, which decreased sales by 4%, moved up to rank one from four, whereas the combination of DIOSMIN*HESPERIDIN (-12%) and INN NIMESULIDE (-20%), ROSUVASTATIN (-5%) and BISOPROLOL (- 17%) moved up from rank four to seven. The newcomer PANCREATIN (-8%) rounded out the Top 10 ranking. Two INNs IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (-41%) and APIXABAN (-66%) moved down to ranks eight and nine. RIVAROXABAN (-50%) could held its own in the ranking. In total, Top 10 INNs and grouping names accumulated 10.9% of the regional sales as compared to 13.7% in the year-earlier period.

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

Rank in the Top 10		INN/Grouping name	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	4	XYLOMETAZOLINE	1.5	1.4
2	2	RIVAROXABAN	1.3	2.4
3	8	IBUPROFEN	1.3	1.1
4	7	DIOSMIN*HESPERIDIN	1.1	1.2
5	6	NIMESULIDE	1.1	1.2
6	10	ROSUVASTATIN	1.0	1.0
7	9	BISOPROLOL	0.9	1.0
8	5	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	1.4
9	3	APIXABAN	0.9	2.3
10	14	PANCREATIN	0.8	0.8
Total			10.9	13.7

Despite an 18% decrease in sales C09 Agents acting on the rennin-angiotensin system moved up to rank number one from two in the ranking and became the best-selling group in the region's market (Table 4). The former leaders B01 Anticoagulants (-51%) cut sales in half and moved down to rank seven in the Top 10. The group J05 Antivirals for systemic use (-44%) that lost two rating points also showed a pronounced negative trend. On the contrary, M01 Anti-inflammatory and antirheumatic products (-1%), R01 Nasal preparations (+11%) and G03 Sex hormones (-9%) managed to move up to the higher positions, coming in at ranks two through four. Four INNs of the Top 10 held their own in the ranking. Those were N02 Analgesics (-6%), which held their previous rank 6, and R05 Cough and cold preparations (-5%), A11 Vitamins (-7%) and C05 Vasoprotectives (-3%) at the bottom of the ranking. The Top 10 ATC groups accounted for 39.9% of the regional pharmacy sales, 44.0% in the year-earlier period.

Table 4. The Top 10 ATC groups by pharmacy sales

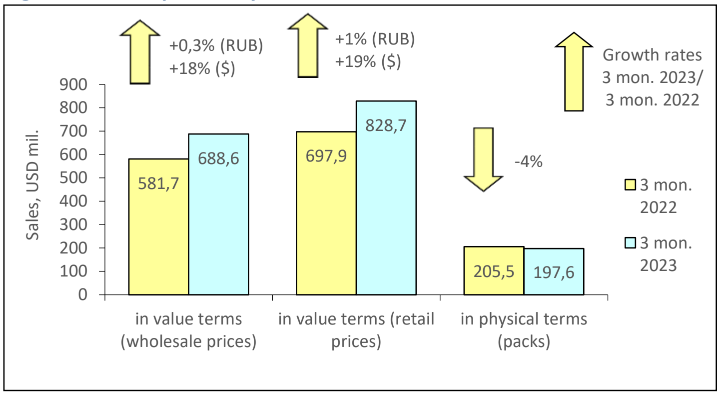
Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022			3 mon. 2023	3 mon. 2022
1	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.8	6.4
2	4	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.5	5.0
3	7	R01	NASAL PREPARATIONS	4.2	3.4
4	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	4.0
5	3	J05	ANTIVIRALS FOR SYSTEMIC USE	3.9	6.3
6	6	N02	ANALGESICS	3.8	3.6
7	1	B01	ANTITHROMBOTIC AGENTS	3.7	6.7
8	8	R05	COUGH AND COLD PREPARATIONS	3.5	3.3
9	9	A11	VITAMINS	2.9	2.8
10	10	C05	VASOPROTECTIVES	2.8	2.6
Total				39.9	44.0

Conclusion. In January-March of 2023, the pharmacy market of the NWFD (exclusive of St Petersburg) brought in RUB 19.688 bil. (USD 270.002 mil.). which was 8% less in terms of roubles and 10% more in terms of dollars than in the same period of 2022. In pack terms, the market also showed negative growth rates (-10%) and achieved 57.923 mil. packs. According to the results for three month of 2023, the average cost of an FPP pack in the regional pharmacies was USD 4.66, which was higher than the indicator of the same period of 2023 (USE 3.84) and average across the country (USD 4.52). However, the expenses of district residents for FPPs in the pharmacies were considerably lower than the national average (USD 19.47 vs. USD 34.18).

VFD PHARMACY MARKET: 2023 FIRST THREE MONTHS RESULTS

According to the Federal State Statistics Service, as of January 1, 2023 estimated population of the Volga Federal District (VFD) 28.683 mil., which accounted for 19.6% of the total Russian Federation population. According to Federal State Statistics Service's data, in the first quarter of 2023 the average salary in the VFD was RUB 48977 (USD 673.50), which was 27% lower than the national average salary throughout Russia (RUB 66778). According to the results of the Retail Audit of OTC drugs in Russian Federation™, the pharmacy market of VFD in pack terms reduced by 4% to 197.595 mil. packs for 3 months of 2023, as compared to 2022 (Figure 1). The sales in terms of wholesale prices increased by 0.3% in terms of roubles and 18% in terms of dollars and reached RUB 50.196 bil. (USD 688.553 mil.). A region's share in the total pharmacy sales in Russia accounted for 16.5%. Based on the results for the first quarter of 2023, the average cost of FPP in the VFD pharmacies increased compared with the year-earlier period (USD 3.40) and was equal to USD 4.19. The average per capita expenses for purchase of drugs in the pharmacies were estimated at USD 28.89.

Figure 1. Russia pharmacy market for 3 months of 2022 – 3 months 2023*



At three-month-end 2023, in the retail market of the Volga Federal District, only half of manufacturers of the Top 10 manufacturers ranking showed positive growth rates (Table 1). Among them was STADA (+4%), which topped the Top 10 ranking and moved up from rank three to one. On the contrary, the former leader OTCPHARM dropped from rank one to three due to a 24% decrease in sales. Apart from the leader, another four companies developed their markets by outstripping rates. KRKA (+7%) moved two ranks up to number four, as well as the newcomers, BINNOPHARM (+43%) and WERTEKS (+23%) broke into the Top 10 for the first time, coming in at numbers eight and ten. At the same time, the former pushed TEVA (+5%) showing positive growth rates one rank down. ABBOTT and SANOFI which sales saw a 10% decrease in the analysed period also lost one point each. At the same time, SERVIER with the same trend and BAYER, which sales decreased by 17%, held their ranks two and seven. The total share of the Top 10 brands decreased by slightly more than 1 p.p, and accounted for 29.8%.

Table 1. The Top 10 drug manufacturers by pharmacy sales

Rank in the Top 10		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	3	**STADA**	3.8	3.7
2	2	**BAYER**	3.5	4.3
3	1	OTCPHARM	3.5	4.6
4	6	**KRKA**	3.2	3.0
5	4	**ABBOTT**	2.8	3.1
6	5	**SANOFI**	2.7	3.0
7	7	**SERVIER**	2.7	3.0
8	16	BINNOPHARM GROUP	2.7	1.9
9	8	**TEVA**	2.5	2.4
10	15	WERTEKS	2.3	1.9
Total			29.8	30.9

*AIPM members are in bold

The Top 10 ATC groups ranking changed its leader (Table 2). ARBIDOL that used to hold rank number one cut its sales by 71% and moved down to rank six. At the same time, XARELTO (-35%), ELIQUIS (-41%) and INGAVIRIN (-26%) moved one rank up to the top three positions, despite pronounced negative growth rates in all three. Despite a decrease in sales, two more brands of the Top 10 rose in the ranks: MEXIDOL (-10%) and EDARBI (-8%) moved up to ranks four and seven. The newcomers PENTALGIN (+36%) and URSOSAN (+24%) moved up to ranks eight and nine, pushing DETRALEX (-14%) to the last rank. HEPTRAL (-12%) became the only brand of the Top 10 ranking, which held its previous rank five. The total share of the Top 10 brands reduced from 9.3% to 6.5%.

Table 2. Top 10 brands by pharmacy sales

Rank in the Top 10		Brand	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	2	XARELTO	0.9	1.4
2	3	ELIQUIS	0.8	1.3
3	4	INGAVIRIN	0.7	0.9
4	7	MEXIDOL	0.7	0.7
5	5	HEPTRAL	0.6	0.7
6	1	ARBIDOL	0.6	2.1
7	8	EDARBI	0.6	0.6
8	20	PENTALGIN	0.6	0.4
9	18	URSOSAN	0.5	0.4
10	9	DETRALEX	0.5	0.6
Total			6.5	9.3

* Here and elsewhere IQVIA's data are used

All INNs of the Top 10 INNs and grouping names ranking shifted their positions. Moreover, seven of them rose in the ranks (Table 3). Thus, XYLOMETAZOLINE (+15%) and IBUPROFEN (+11%) moved up to the Top two ranks from ranks four and nine, whereas DIOSMIN* HESPERIDIN (-0.1%) and PANCREATIN (+1%) moved up to ranks four and five from five and nine. The newcomers URSODEOXYCHOLIC ACID (+16%), ADEMETIONINE (-4%) and NIMESULIDE (+2%) broke into the ranks of the Top 10, moving up to numbers seven, eight and ten, respectively. At the same time, INNs UMIFENOVIR (-64%), RIVAROXABAN (-35%) and BISOPROLOL (-14%), which significantly reduced their sales, moved down to ranks three, six and nine, respectively. The Top 10 INNs and grouping names' share accounted for 9.6% of the regional market, and 11.7% in a year-earlier period.

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

Rank		INN/Grouping name	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	4	XYLOMETAZOLINE	1.4	1.2
2	9	IBUPROFEN	1.1	1.0
3	1	UMIFENOVIR	1.0	2.8
4	5	DIOSMIN*HESPERIDIN	1.0	1.0
5	7	PANCREATIN	1.0	1.0
6	2	RIVAROXABAN	0.9	1.4
7	15	URSODEOXYCHOLIC ACID	0.8	0.7
8	11	ADEMETIONINE	0.8	0.9
9	8	BISOPROLOL	0.8	1.0
10	14	NIMESULIDE	0.8	0.8
Total			9.6	11.7

At Quarter I-end 2023, J05 Anti-inflammatory and antirheumatic products (+17%) became the bestselling ATC group in the regional market and moved up to rank number one from four in the Top 10 ranking (Table 4). C09 Agents acting on the rennin-angiotensin system (-5%) held rank two in the ranking, while the former leader J05 Antivirals for systemic use reduced their sales by 36% and moved down to rank three. Another three ATC groups developed their markets by outstripping rates. G03 Sex hormones (-5%), B01 Antithrombotic agents (-30%) and R05 Cough and cold preparations (-4%) moved down to the bottom part of the Top 10 ranking. On the contrary, the groups J01 Antibacterials for systemic use (+22%), R01 Nasal preparations (+18%), N02 Analgesics (+19%) and N06 Psychoanaleptics (+17%) showed growth in sales and improvements in ranking positions, moving up to ranks four through six and nine, respectively. In total, the Top 10 ATC groups accounted for 38.8% of the regional sales, which was less than the year-earlier period indicator (40.7%).

Table 4. The Top 10 ATC groups by pharmacy sales

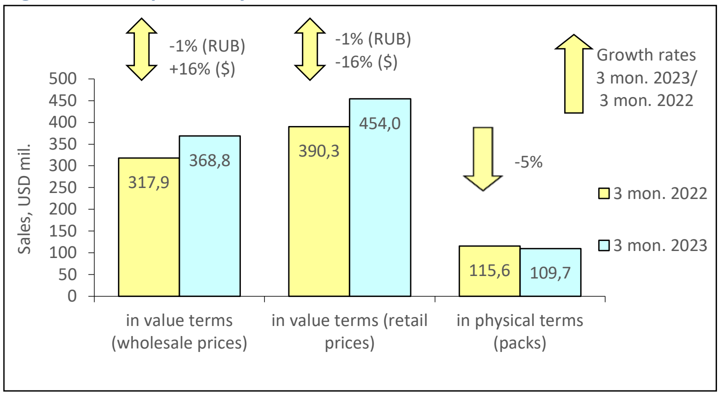
Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022			3 mon. 2023	3 mon. 2022
1	4	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.4	4.6
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.3	5.7
3	1	J05	ANTIVIRALS FOR SYSTEMIC USE	4.1	6.4
4	8	J01	ANTIBACTERIALS FOR SYST USE	3.8	3.1
5	9	R01	NASAL PREPARATIONS	3.6	3.0
6	7	N02	ANALGESICS	3.6	3.2
7	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.4	3.6
8	3	B01	ANTITHROMBOTIC AGENTS	3.4	4.8
9	10	N06	PSYCHOANALEPTICS	3.2	2.9
10	6	R05	COUGH AND COLD PREPARATIONS	3.1	3.3
Total				38.8	40.7

Conclusion. Based on the results for three months of 2023, the pharmacy market in the VFD was estimated at RUB 60.413 bil. (USD 828.750 mil.) at retail prices. At the same time, the market behaviour was positive both in rouble (+1%) and dollar (+19%) terms. In natural terms, the sales decreased by 4% to 197.595 mil. packs. The average cost of an OTC pack based on the results for three months of 2023 was USD 4.19, which was more than in the year-earlier period (USD 3.40), but lower than the national average (USD 4.52). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 28.89 vs. USD 34.18).

SOUTHERN FEDERAL DISTRICT PHARMACY MARKET: 2023 FIRST THREE MONTHS RESULTS

According to the Federal State Statistics Service, as of January 1, 2023 estimated population of the Southern Federal District (SoFD) was 16.642 mil., which accounted for 11.4% of the total Russian Federation population. According to Federal State Statistics Service's data, based on the results for the first quarter of 2023 the average wage in the SoFD was RUB 47157 (USD 648.47), which was 29% lower than the national average salary throughout Russia (RUB 66778). According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of January-March of 2023 the sales of drugs in physical terms in the SoFD saw a 5% decrease to 109.694 mil. packs. In money terms, the market showed reduction in sales in rouble terms (-1%) and growth in sales in dollar terms (+16%), and amounted to RUB 26.901 bil. (USD 368.813 mil.) at wholesale prices (Fig. 1). The city market share accounted for 9.1% of the pharmacy sales in Russia. Based on the results for the first three months of 2023, the average cost of a finished pharma product (FPP) pack was USD 4.14 at retail prices vs. USD 3.38 in a year-earlier period. In the analysed period, the average amount spent by residents of the SoFD for drugs amounted to USD 27.28.

Figure 1. SoFD pharmacy market for 3 months of 2022 – 3 months 2023*



STADA with a 9% growth in sales in the analysed period became a leader of the Top 10 manufacturers in the market of the Southern Federal District in the first quarter of 2023 (Table 1). They were followed by BAYER (-14%) and SERVIER (-7%), which lowered their sales. At the same time, the former held its own in the ranking and the latter moved one rank up. Apart from them, another three names of the Top 10 showed growth in sales. The newcomers WERTEKS (+80%) and BINNOPHARM (+19%) that broke into it for the first time moved up to ranks four and eleven, respectively. TEVA (+23%) improved its rating by one point, moving up to rank eight. At the same time, three manufacturers, OTCPHARM (-13%), SANOFI (-13%) and BERLIN-CHEMIE/MENARINI (-24%) moved down to ranks six, seven and nine, respectively. ABBOTT (-13%) held its previous rank five. In total, the Top 10 manufacturers accounted for 30.0% of the market, whereas in the year– earlier period they had accounted for 31.9%.

Table 1. The Top 10 drug manufacturers by pharmacy sales

Rank in the Top 10		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	3	**STADA**	4.1	3.7
2	2	**BAYER**	4.1	4.6
3	4	**SERVIER**	3.2	3.3
4	16	WERTEKS	2.9	1.6
5	5	**ABBOTT**	2.8	3.2
6	1	OTCPHARM	2.8	5.2
7	6	**SANOFI**	2.8	3.1
8	9	**TEVA**	2.7	2.2
9	11	BINNOPHARM GROUP	2.6	2.1
10	7	**BERLIN-CHEMIE/MENARINI**	2.2	2.8
Total			30.0	31.9

*AIPM members are in bold

Three brands held its own in the Top 10 brands ranking (Table 2). INGAVIRIN (-38%), HEPTRAL (-20%) and DETRALEX (-19%) kept their previous ranks four through six. Most of the Top 10 brands moved to the higher positions. ELIQUIS and XARELTO (-33% each) moved one rank up to ranks one and two, EDARBI (-1%) improved its position by two ranks, coming in at number eight. The newcomers NUROFEN (+15%), ACTOVEGIN (+6%) and MEXIDOL (+3%) broke into the ranks of the Top 10, moving up to numbers three, seven and nine, respectively. THERAFLU (-12%), which moved down from rank seven, rounded out the Top 10 ranking. Note that the last year leader ARBIDOL reduced its sale volumes by 84% and dropped out of the Top 10 ranking. In total, the Top 10 brands accumulated 6.9% of the regional market, whereas in the year-earlier period their share was 8.5%.

Table 2. Top 10 brands by pharmacy sales

Rank in the Top 10		Brand	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	2	ELIQUIS	1.2	1.8
2	3	XARELTO	1.0	1.5
3	11	NUROFEN	0.6	0.5
4	4	INGAVIRIN	0.6	1.0
5	5	HEPTRAL	0.6	0.7
6	6	DETRALEX	0.6	0.7
7	14	ACTOVEGIN	0.6	0.5
8	10	EDARBI	0.6	0.5
9	15	MEXIDOL	0.5	0.5
10	7	THERAFLU	0.5	0.6
Total			6.9	8.5

Three newcomers broke into the Top 10 INNs and grouping names ranking as well (Table 3). OSELTAMIVIR (+22%), BISOPROLOL (-8%) and ADEMETIONINE (-3%) moved down to ranks seven and the last two ranks, respectively. In addition, INNs XYLOMETAZOLINE (+17%), IBUPROFEN (+21%) and NIMESULIDE (+8%), as well as the combination DIOSMIN* HESPERIDIN (+3%) moved up to the higher ranks, coming in at rank number one and ranks from three through five, respectively. On the contrary, RIVAROXABAN (-33%) and PANCREATIN (-14%) moved down to ranks six and eight, while INN APIXABAN (-34%) maintained its previous rank two. The total share of the Top 10 ATC drugs decreased by 0.5 p.p. to 10.9%.

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

Rank		INN/Grouping name	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	3	XYLOMETAZOLINE	1.8	1.5
2	2	APIXABAN	1.2	1.8
3	10	IBUPROFEN	1.1	0.9
4	7	NIMESULIDE	1.1	1.0
5	9	DIOSMIN*HESPERIDIN	1.0	1.0
6	4	RIVAROXABAN	1.0	1.5
7	13	OSELTAMIVIR	1.0	0.8
8	5	PANCREATIN	0.9	1.1
9	11	BISOPROLOL	0.9	0.9
10	12	ADEMETIONINE	0.8	0.9
Total			10.9	11.4

Most of the Top 10 ATC groups demonstrated positive growth rates in sales (Table 4). Among them were M01 Anti-inflammatory and antirheumatic products (+15%), which moved up to rank one from four. The groups N02 Analgesics (+10%), and R01 Nasal preparations (+20%) improved their rating by one point, moving up to ranks four and five. With a 20% increase in sales, J01 Antibacterials for systemic use moved two ranks up to number seven. At the same time, the group G03 Sex hormones (+15%) also moved one rank down and showed growth in sales. They were followed by the only newcomer of the Top 10, N06 Psychoanaleptics (+14%), at rank nine. Although C09 Agents acting on the rennin-angiotensin system reduced their sales by 5%, it moved one rank up, to number two. At the same time, J05 Antivirals for systemic use (-43%), B01 Antithrombotic agents (-27%) and R05 Cough and cold preparations (-17%), which showed a more pronounced decrease in sales, moved down to ranks three, eight and ten, respectively. The total share of the Top 10 reduced from 41.8% to 40.2%.

Table 4. The Top 10 ATC groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022			3 mon. 2023	3 mon. 2022
1	4	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.3	4.5
2	3	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.9	5.1
3	1	J05	ANTIVIRALS FOR SYSTEMIC USE	4.2	7.3
4	5	N02	ANALGESICS	4.1	3.6
5	6	R01	NASAL PREPARATIONS	4.1	3.4
6	2	B01	ANTITHROMBOTIC AGENTS	4.0	5.4
7	9	J01	ANTIBACTERIALS FOR SYST USE	3.9	3.2
8	7	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.9	3.3
9	12	N06	PSYCHOANALEPTICS	3.2	2.8
10	8	R05	COUGH AND COLD PREPARATIONS	2.7	3.2
Total				40.2	41.8

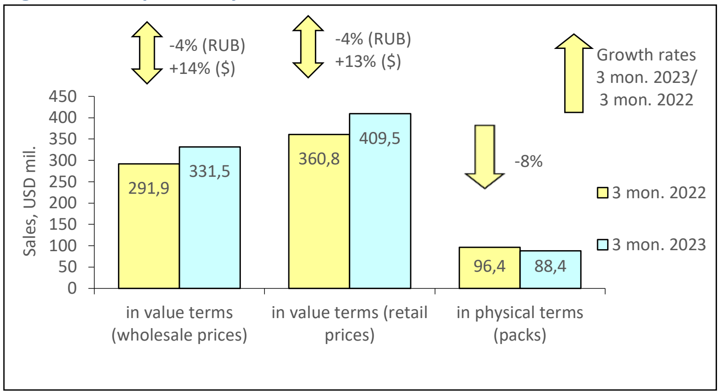
Conclusion. At the end of January-March 2023, the pharmacy market of SoFD brought in RUB 33.115 bil. (USD 453.980 mil.) at retail prices. At the same time, the sales decreased 1% in terms of roubles and increased by 16% in terms of dollars. The regional pharmacies sold 109.694 mil. packs, which was 5% less than in the same period of 2022. The average cost of an FPP pack based on the results for the first quarter of 2023 amounted to USD 4.14, which was noteworthy more than in the previous year (USD 3.38), but still lower than the national average (USD 4.52). In the analysed period, the average expenses of the SoFD residents for FPPs in the pharmacies were also lower than the national average (USD 27.28 vs. USD 34.18).

* Here and elsewhere IQVIA's data are used

UFD PHARMACY MARKET: 2023 FIRST THREE MONTHS RESULTS

According to the Federal State Statistics Service, as of January 1, 2023 estimated population of the Ural Federal District (UFD) was 12.259 mil., which accounted for 8.4% of the total Russian Federation population. According to Federal State Statistics Service's data, in the first three months of 2023 the average wage in the UFD region was RUB 70126 (USD 964.33), which was 5% higher than the average wage in Russia (RUB 66778). According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™ at the end of the first quarter of 2023 the sales of drugs in physical terms in the pharmacies of the UFD saw a 8% decrease to 88.442 mil. packs. In value terms, the market demonstrated negative growth rates (-4%) in rouble terms and positive (+14%) in dollar terms, and its volume reached RUB 24.162 bil. (USD 331.516 bil.) in wholesale prices (Fig. 1). The regional retail sales share accounted for 8.2% of all pharmacy sales in Russia. The average retail cost of an FPP pack was USD 4.63 in January-March 2023 against USD 3.74 in the year-earlier period. For three months of 2023, the average amount spent by residents of UFD for medications amounted to USD 33.40.

Figure 1. UFD pharmacy market for 3 months of 2022 – 3 months 2023*



According to the results for January-March 2023, three of the Top 10 manufacturers in the retail market of the Urals Federal District showed positive growth sales against the general rouble sales drop (Table 1). GEDEON RICHTER and KRKA increased their sales by 7%, while BINNOPHARM increased them by 42%, which allowed them to move up to ranks four, seven and eight, respectively. On top of that, the latter became the only newcomer of the Top 10 ranking. Despite the negative trend, STADA (-7%) and SANOFI (-9%) rose in the ranks: the former topped the Top 10 ranking and the latter moved one rank up to number five. The manufacturers OTCPHARM (-27%), SERVIER (-11%) and ABBOTT (-13%), which showed pronounced negative growth rates, moved down to ranks three, six and ten, respectively. At the same time, BAYER reduced its sales by 21% and kept its previous rank two. Though TEVA (-1%) slightly reduced sales, it lost two rating points, being displaced by more dynamic manufacturers. The total share of the Top 10 drug manufacturers decreased from 32.6% to 31.4%.

Table 1. The Top 10 drug manufacturers by pharmacy sales

Rank in the Top 10		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	3	**STADA**	4.0	4.1
2	2	**BAYER**	3.8	4.6
3	1	OTCPHARM	3.7	4.8
4	8	GEDEON RICHTER	3.0	2.7
5	6	**SANOFI**	2.9	3.1
6	4	**SERVIER**	2.9	3.1
7	9	**KRKA**	2.8	2.6
8	14	BINNOPHARM GROUP	2.8	1.9
9	7	**TEVA**	2.8	2.7
10	5	**ABBOTT**	2.8	3.1
Total			31.4	32.6

*AIPM members are in bold

The leader of the Top 10 brands also changed (Table 2). The former leader ARBIDOL reduced sales by 68% and only moved down to rank four of the ranking. At the same time, XARELTO (-45%) moved up to rank one from two, despite a pronounced decline in sales. Another three brands of the Top 10 were able to improve their positions despite the decrease in sales. INGAVIRIN (-25%) and DETRALEX (-8%) moved two ranks up, coming in at numbers two and three, while HEPTRAL (-8%) moved one rank up to number six. The newcomers GRAMMIDIN (+6) and URSOSAN (+16%) moved up to ranks seven and eight. The brands ELIQUIS (-48%), NUROFEN (-22%) and THERAFLU (-13%) moved down to ranks six, as well as two bottom ranks, respectively. The total share of the Top 10 ranking was equal to 5.9%, and in a year-earlier period - to 8.4%.

Table 2. Top 10 brands by pharmacy sales

Rank in the Top 10		Brand	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	2	XARELTO	0.7	1.2
2	4	INGAVIRIN	0.7	0.9
3	5	DETRALEX	0.7	0.7
4	1	ARBIDOL	0.7	1.9
5	6	HEPTRAL	0.6	0.6
6	3	ELIQUIS	0.6	1.0
7	11	GRAMMIDIN	0.6	0.5
8	16	URSOSAN	0.5	0.4
9	7	NUROFEN	0.5	0.6
10	9	THERAFLU	0.5	0.5
Total			5.9	8.4

Following the respective brand, UMIFENOVIR (-65%) significantly reduced sales and moved down from rank one to eight (Table 3). XYLOMETAZOLINE (-1%), which moved up from rank two to one, became the leader of the Top 10 INNs and grouping names based on the results for the first three months of 2023. INNs that also demonstrated rating progress moved up to ranks two through seven. Those were combination of DIOSMIN*HESPERIDIN (-3%), as well as INN IBUPROFEN (-3%), PANCREATIN (-7%), ROSUVASTATIN (-12%), NIMESULIDE (+1%) and HYALURONIC ACID (+36%). On top of that, the latter became one of three newcomers of the ranking. The newcomers URSODEOXYCHOLIC ACID (+12%) and ADEMETIONINE (-1%) broke into the Top 10 ranking, rounding it out. The cumulative share of the Top 10 ranking decreased by 1.1 p.p. to 9.7%.

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

Rank		INN/Grouping name	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	2	XYLOMETAZOLINE	1.4	1.4
2	4	DIOSMIN*HESPERIDIN	1.2	1.2
3	6	IBUPROFEN	1.0	1.0
4	8	PANCREATIN	0.9	1.0
5	7	ROSUVASTATIN	0.9	1.0
6	10	NIMESULIDE	0.9	0.8
7	15	HYALURONIC ACID	0.9	0.6
8	1	UMIFENOVIR	0.9	2.3
9	14	URSODEOXYCHOLIC ACID	0.8	0.7
10	12	ADEMETIONINE	0.8	0.8
Total			9.7	10.8

Most of the Top 10 ATC groups ranking rose in the ranks (Table 4). The group M01 Anti-inflammatory and antirheumatic products moved up to rank one from three due to an 8% increase in sales. R01 Nasal preparations showed the same growth rates and moved two ranks up, coming in at number five. The markets of two more groups showed growth in sales: J01 Antibacterials for systemic use (+27%) broke into the Top 10 for the first time, and N06 Psychoanaleptics moved one rank up (+1%). Despite the negative trend, groups G03 Sex hormones (-7%) and R05 Cough and cold preparations (-8%) managed to improve their rating by one point. J05 Antivirals for systemic use decreased sales by 32%, lost three ranking points and moved down from rank one to four. A11 Vitamins (-3%) moved one rank down, to number ten. C09 Agents acting on the renin-angiotensin system (-7%) and N02 Analgesics (0%) still held their previous ranks two and six in the ranking. In total, the Top 10 ATC groups accumulated 37.8% of the regional market, whereas in the year-earlier period they accounted for 38.0%.

Table 4. The Top 10 ATC groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022			3 mon. 2023	3 mon. 2022
1	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.3	4.7
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.0	5.1
3	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.2	4.3
4	1	J05	ANTIVIRALS FOR SYSTEMIC USE	4.1	5.8
5	7	R01	NASAL PREPARATIONS	3.8	3.4
6	6	N02	ANALGESICS	3.5	3.4
7	8	R05	COUGH AND COLD PREPARATIONS	3.1	3.3
8	15	J01	ANTIBACTERIALS FOR SYST USE	3.1	2.3
9	10	N06	PSYCHOANALEPTICS	3.0	2.8
10	9	A11	VITAMINS	2.9	2.9
Total				37.8	38.0

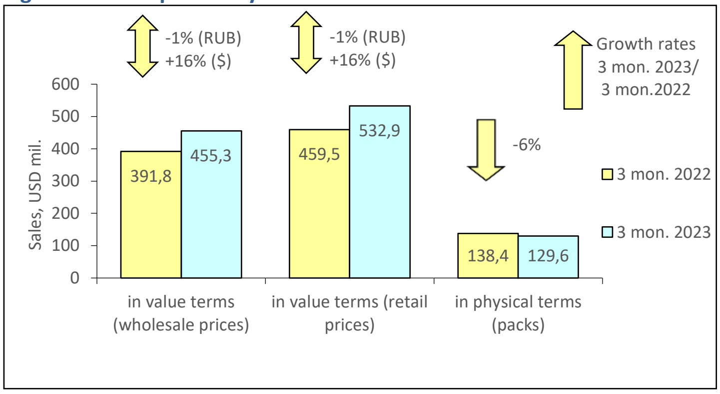
Conclusion. In January-March 2023, the pharmacy market of the Ural Federal District brought in RUB 29.841 bil. (USD 409.462 mil.) at retail prices. The regional sales declined by 4% in terms of roubles, but grew by 13% in terms of dollars. In pack terms, the market reduced by 8% and amounted to 88.442 mil. packs. The average cost of an OTC pack in the regional pharmacies based on the results for three months of 2023 was USD 4.63, which was higher than the last year figures (USD 3.74), and the national average (USD 4.52). At the same time, the average expenses of the UFD residents for medications in the pharmacies were lower than the national average (USD 33.40 vs. USD 34.18).

* Here and elsewhere IQVIA's data are used

SiFD PHARMACY MARKET: 2023 FIRST THREE MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2023 estimated population of the Siberian Federal District (SiFD. 16.646 mil., which accounted for 11.4% of the total Russian Federation population. According to Federal State Statistics Service's data, the average salary in the VFD in January-March 2023 was RUB 59045 (USD 811.95), which was 12% lower than the national average salary throughout Russia (RUB 66778). According to the results of the Retail Audit of OTC drugs in Russian Federation™, the pharmacy market of SFD in pack terms reduced by 6% to 129.649 mil. packs for the first three months of 2023, (Fig. 1) In wholesale prices, the sales reduced by 1% in terms of roubles and grew by 16% in terms of dollars, reaching RUB 33.202 bil. (USD 455.325 bil), The region's share accounted for 10.6% of the total pharmacy sales in the Russian pharmacy market pattern. In January-March 2023, the average cost of an FPP pack in the SiFD pharmacies was USD 4.11, whereas in the year-earlier period its cost was USD 3.32. In the period under review, per capita expenses of the SiFD residents for purchase of FPPs in the pharmacies amounted to USD 32.01.

Figure 1. Russia pharmacy market for 3 months of 2022 – 3 months 2023.*



According to the results of January-March 2023, the top half of the manufacturers ranking in the pharmacy market of the Siberian Federal District did not change in composition, but there were some shifts in it (Table 1). The former Top 10 leader, OTCPHARM, reduced sales by 27% and moved down to rank three, while STADA (+2%) placed at that line moved up to rank number one. BAYER (-17%), KRKA (+2%) and SERVIER (-9%) retained their ranks two, four and five. GEDEON RICHTER (+8%) also maintained and strengthened its previous rank ten. Just like the leader, another two of the Top 10 manufacturers demonstrated rating progress. TEVA (-1%) moved up from rank eight to six, while the newcomer BINNOPHARM (+33%) broke into the ranking for the first time, moving up to rank nine. At the same time, SANOFI and ABBOTT, which showed a 13% decline in sales, lost one position each, moving down to ranks seven and eight, respectively. The total share of the Top 10 manufacturers ranking decreased by 2 p.p. to 31.1%.

Table 1. The Top 10 drug manufacturers by pharmacy sales

Rank in the Top 10		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	3	**STADA**	4.2	4.1
2	2	**BAYER**	3.8	4.5
3	1	OTCPHARM	3.4	4.7
4	4	**KRKA**	3.3	3.2
5	5	**SERVIER**	2.9	3.2
6	8	**TEVA**	2.8	2.8
7	6	**SANOFI**	2.8	3.2
8	7	**ABBOTT**	2.7	3.1
9	13	BINNOPHARM GROUP	2.6	2.0
10	10	GEDEON RICHTER	2.5	2.3
Total			31.1	33.0

*AIPM members are in bold

In the Top 10 brands ranking, antithrombotic agents ELIQUIS (-44%) and XARELTO (-35%) moved up to the top two positions (Table 2). They were followed by THERAFLU (-1%) and DETRALEX (-7%) that moved up from ranks seven and six. Another three brands of the Top 10 ranking were able to rise in the ranks. CARDIOMAGNYL (-12%) moved one rank up, coming in at number nine. Two newcomers, PENTALGIN (+4%) and EDARBI (-6%) moved up to ranks seven and the bottom one. Due to a pronounced decline in sales, the brands ARBIDOL (-67%), INGAVIRIN (-35%) and LORISTA (-27%) moved down to ranks five, six and eight, respectively. In total, the Top 10 brands accumulated 6.5% of the pharmacy sales, whereas in the year- earlier period - 9.4%.

Table 2. Top 10 brands by pharmacy sales

Rank in the Top 10		Brand	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	2	ELIQUIS	0.8	1.4
2	3	XARELTO	0.8	1.2
3	7	THERAFLU	0.7	0.7
4	6	DETRALEX	0.7	0.7
5	1	ARBIDOL	0.7	2.0
6	4	INGAVIRIN	0.6	0.9
7	13	PENTALGIN	0.6	0.5
8	5	LORISTA	0.6	0.8
9	10	CARDIOMAGNYL	0.6	0.6
10	12	EDARBI	0.5	0.6
Total			6.5	9.4

In contrast to the above ranking, most of the Top 10 INNs and generic names ranking showed positive sales growth rates (Table 3). Four of them headed the Top 10 ranking: XYLOMETAZOLINE (+12%), DIOSMIN* HESPERIDIN (+7%), IBUPROFEN (+8%) and NIMESULIDE (+1%). The newcomers of the Top 10, HYALURONIC ACID (+74%), PANCREATIN (+1%) and URSODEOXYCHOLIC ACID (+11%) also demonstrated sales growth and rating progress. They moved up to ranks six, seven and the last one, respectively. On the contrary, the previous leaders UMIFENOVIR (-61%) and APIXABAN (-44%), as well as BISOPROLOL (-17%) showed a decrease in sales and decline in rating positions, moving down to ranks five, nine and eight, respectively. The consolidated share of the 10 reduced from 10.9% to 9.7%.

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

Rank		INN/Grouping name	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	3	XYLOMETAZOLINE	1.5	1.4
2	5	DIOSMIN*HESPERIDIN	1.1	1.1
3	7	IBUPROFEN	1.0	1.0
4	9	NIMESULIDE	0.9	0.9
5	1	UMIFENOVIR	0.9	2.3
6	26	HYALURONIC ACID	0.9	0.5
7	11	PANCREATIN	0.9	0.8
8	6	BISOPROLOL	0.8	1.0
9	2	APIXABAN	0.8	1.4
10	15	URSODEOXYCHOLIC ACID	0.8	0.7
Total			9.7	10.9

M01 Anti-inflammatory and antirheumatic products (+12%) became the leader of the Top 10 ATC groups, displacing C09 Agents acting on the renin-angiotensin system (-6%) from that position one rank down (Table 4). They were followed by ATC groups which, like the leader, improved their positions. Those were N02 Analgesics (+9%), G03 Sex hormones (-5%) and R01 Nasal preparations (+21%). The group J01 Antibacterials for systemic use (+13%) became the only newcomer, improving its rating position by four points. On the contrary, J05 Antivirals for systemic use and B01 Antithrombotic agents, which reduced sales by a third, moved down to ranks six and eight. R05 Cough and cold preparations (+5%) and A11 Vitamins (+3%) held their previous ranks seven and ten. The total share of the Top 10 ATC groups shrank from 39.6% to 38.5%.

Table 4. The Top 10 ATC groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022			3 mon. 2023	3 mon. 2022
1	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.3	4.7
2	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.2	5.5
3	6	N02	ANALGESICS	4.1	3.7
4	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	4.2
5	8	R01	NASAL PREPARATIONS	3.9	3.2
6	2	J05	ANTIVIRALS FOR SYSTEMIC USE	3.6	5.3
7	7	R05	COUGH AND COLD PREPARATIONS	3.5	3.3
8	4	B01	ANTITHROMBOTIC AGENTS	3.0	4.5
9	13	J01	ANTIBACTERIALS FOR SYST USE	3.0	2.6
10	10	A11	VITAMINS	2.8	2.7
Total				38.5	39.6

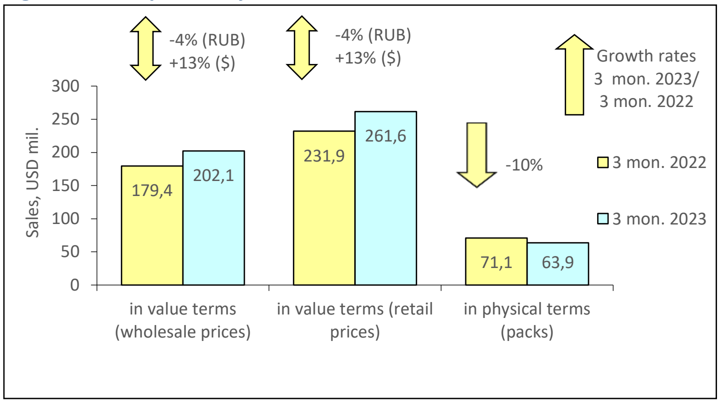
Conclusion. At the end of the first quarter of 2023, the pharmacy market in the Siberian Federal District was estimated at RUB 38.855 bil. (USD 532.855 mil.) in final consumer prices. At the same time, the market behaviour was negative in rouble (-1%) terms and positive in dollar (+16%) terms. In physical terms, the sales reduced by 6% and amounted to 129.649 mil. packs. The average cost of an FPP pack grew as compared to a year earlier (USD 4.11 vs. USD 3.32), but continued to be lower than the national FPP price average in Russia (USD 4.52). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 32.01 vs. USD 34.18).

* Here and elsewhere IQVIA's data are used

FEFD PHARMACY MARKET: 2023 FIRST THREE MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2023 estimated population of the Far Eastern Federal District (FEFD) was 7.904 mil., which accounted for 5.4% of the total Russian Federation population. According to Federal State Statistics Service's data, the average wage in the FEFD (with Moscow) based on the results for three months of 2023 was RUB 75450 (USD 1037.54), which was 15% higher than the average wage in Russia (RUB 66778). According to the results of the Retail Audit of Finished Pharma Products in Russian Federation™, in the first quarter of 2023 the sales of drugs in physical terms in the pharmacies of the FEFD saw a 10% decrease to 63.865 mil. packs. In money terms, the market saw a 4% decrease in terms of roubles and a 13% expansion in terms of dollars. Its volume amounted to RUB 14.718 bil. (USD (202.122 mil.) at wholesale prices (Fig. 1). The district's share accounted for 5.2% of the all-Russia sales in retail prices. The average cost of a pack increased as compared to a year earlier period (USD 3.26) and was equal to USD 4.10. Based on the results for 3 months of 2023, the average amount spent by the FEFD residents for drugs in the pharmacies amounted to USD 33.10.

Figure 1. FEFD pharmacy market for 3 months of 2022 – 3 months 2023*



The manufacturers rating in the retail market of the Far Eastern Federal District continued to be unchanged in composition based on the results for January-March 2023 (Table 1). At the same time, three manufacturers of the Top 10 held their own in the ranking. BAYER (-15%) continued to hold rank two, while KRKA (-0.4%) and SERVIER (-5%) held their ranks four and five. Four manufacturers of the Top 10 were able to improve their rating positions. Among them were STADA (+0.5%) that headed it, as well as TEVA (+3%), GEDEON RICHTER (-1%) and ABBOTT (-10%), which moved up to ranks six, seven and nine. It should be noted that the latter two improved their rating positions despite the decrease in sales. The OTCPHARM (-38%), SANOFI (-16%) and SANDOZ (-21%), which showed more pronounced negative growth rates, moved down to ranks three, eight and ten, respectively. The cumulative share of the Top 10 reduced by almost 3 p.p. and accounted for 31.6%.

Table 1. The Top 10 drug manufacturers by pharmacy sales

Rank in the Top 10		Manufacturer*	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	3	**STADA**	4.3	4.1
2	2	**BAYER**	4.1	4.6
3	1	OTCPHARM	3.7	5.6
4	4	**KRKA**	3.3	3.1
5	5	**SERVIER**	3.0	3.0
6	8	**TEVA**	3.0	2.8
7	9	GEDEON RICHTER	2.8	2.7
8	6	**SANOFI**	2.6	3.0
9	10	**ABBOTT**	2.5	2.6
10	7	**SANDOZ**	2.4	2.9
Total			31.6	34.5

*AIPM members are in bold

ARBIDOL remained the best-selling brand in the region's market, although it showed the most pronounced sales decline among the leaders (-69%) and significantly reduced its market share (Table 2). It should be noted that almost all brands of the Top 10 ranking showed negative growth rates. The most pronounced negative growth rates were demonstrated by antithrombotic agents XARELTO (-39%) and ELIQUIS (-35%), which lost two rating points each and moved down to ranks four and five. At the same time, they let the brands INGAVIRIN (-18%) and THERAFLU (-13%) with declined sales to ranks two and three. NUROFEN (-12%) and CARDIOMAGNYL (-16%) moved one rank down, while LORISTA (-16%) held the last rank of the Top 10 ranking. Sales growth was shown by the markets for DETRALEX (+7%) and URSOSAN (+10%), which moved up to ranks six and nine, respectively. On top of that, the latter broke into the Top 10 ranking for the first time. The total share of the Top-10 reduced from 10.7% to 7.5%.

Table 2. Top 10 brands by pharmacy sales

Rank in the Top 10		Brand	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	1	ARBIDOL	1.0	3.1
2	4	INGAVIRIN	0.9	1.0
3	5	THERAFLU	0.8	0.9
4	2	XARELTO	0.8	1.2
5	3	ELIQUIS	0.8	1.1
6	8	DETRALEX	0.8	0.7
7	6	NUROFEN	0.7	0.8
8	7	CARDIOMAGNYL	0.6	0.7
9	17	URSOSAN	0.6	0.5
10	10	LORISTA	0.5	0.6
Total			7.5	10.7

Two newcomers broke into the ranks of the Top 10 INNs and grouping names ranking (Table They were PANCREATIN (+6%) and URSODEOXYCHOLIC ACID (+11%), coming in at numbers five and 10. Another four INNs also moved up to the higher positions. Among them were the rating leaders XYLOMETAZOLINE (+11%) and IBUPROFEN (-1%). The combination DIOSMIN*HESPERIDIN (+10%) moved up to rank four from nine, and INN NIMESULIDE (+4%) - to rank six from ten. INNs with pronounced negative growth rates, UMIFENOVIR (-66%), IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (-18%) and RIVAROXABAN (-39%), moved down to ranks three, seven and nine. BISOPROLOL (+10%) kept its previous rank eight. The cumulative share of the Top 10 reduced from 12.7% to 10.6%.

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

Rank		INN/Grouping name	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022		3 mon. 2023	3 mon. 2022
1	2	XYLOMETAZOLINE	1.8	1.6
2	4	IBUPROFEN	1.3	1.2
3	1	UMIFENOVIR	1.2	3.3
4	9	DIOSMIN*HESPERIDIN	1.1	0.9
5	11	PANCREATIN	1.0	0.9
6	10	NIMESULIDE	0.9	0.9
7	6	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	1.0
8	8	BISOPROLOL	0.8	0.9
9	3	RIVAROXABAN	0.8	1.2
10	13	URSODEOXYCHOLIC ACID	0.8	0.7
Total			10.6	12.7

M01 Anti-inflammatory and antirheumatic products (+3%) became the sales leader among ATC groups in the region's market (Table 4). C09 Agents acting on the renin-angiotensin system held their rank two, although the group's sales decreased by 8%. R01 Nasal preparations (+14%), which moved up from rank six, rounded out the top three. Another three groups rose in the ranks. N02 Analgesics (-1%) moved up to rank five from eight, J01 Antibacterials for systemic use (+3%) moved up to rank eight from ten. The newcomer A11 (-0.2%) rounded out the Top 10 ranking. Groups J05 Antivirals for systemic use (-37%), G03 Sex hormones (-8%) and B01 Antithrombotic agents (-30%), on the contrary, moved down to ranks four, six and nine. And only R05 Cough and cold preparations (-5%) retained their previous rank seven. The total share of the analysed ranking accounted for 38.9% against 41% in a year-earlier period.

Table 4. The Top 10 ATC groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
3 mon. 2023	3 mon. 2022			3 mon. 2023	3 mon. 2022
1	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.1	4.7
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.7	4.9
3	6	R01	NASAL PREPARATIONS	4.4	3.7
4	1	J05	ANTIVIRALS FOR SYSTEMIC USE	4.4	6.8
5	8	N02	ANALGESICS	3.8	3.6
6	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.7	3.8
7	7	R05	COUGH AND COLD PREPARATIONS	3.6	3.6
8	10	J01	ANTIBACTERIALS FOR SYST USE	3.3	3.1
9	4	B01	ANTITHROMBOTIC AGENTS	3.1	4.2
10	12	A11	VITAMINS	2.7	2.6
Total				38.9	41.0

Conclusion. In the first quarter of 2023, the retail market of the Far Eastern Federal District brought in RUB 19.045 bil. (USD 261.579 mil.), which was by 4% in terms of roubles and 13% in terms of dollars more than in 2023. In pack terms, the market reduced by 10% as compared to the previous year and amounted to 63.865 bil. packs. According to the results for 3 months of 2023, the average cost of a drug pack in the regional pharmacies was USD 4.10, which was higher than the January-March 2022 figure (USE 3.26), but less than the average across the country (USD 4.52). The average medicine expenses of the district residents were also lower than the national average expenses in Russia (33.10 USD vs. 34.18 USD).

* Here and elsewhere IQVIA's data are used