СОВМЕСТНАЯ ПУБЛИКАЦИЯ
АССОЦИАЦИИ МЕЖДУНАРОДНЫХ
ФАРМАЦЕВТИЧЕСКИХ
ПРОИЗВОДИТЕЛЕЙ
И ГК РЕМЕДИУМ

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ГРУППА КОМПАНИЙ

AIPM®

Association of International Pharmaceutical Manufacturers

Ассоциация международных фармацевтических производителей

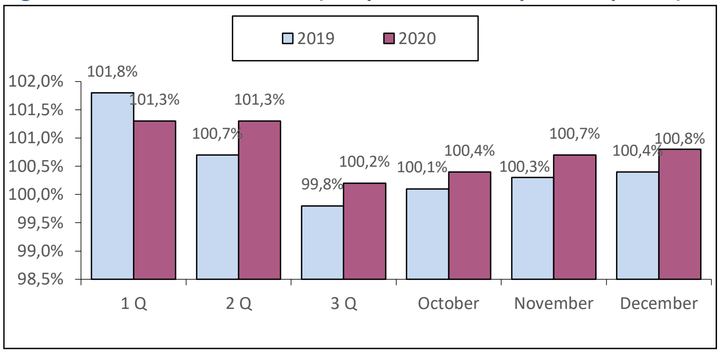
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service (Rosstat), the Consumer Price Index was estimated as 100.8% in December 2020 compared to the previous month and 104.9% compared to December of the previous year.

In December 2020, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 101.5%, whereas in the month-earlier period it had amounted to 101.0%. The index accounted for 103.6% against December of 2019.

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



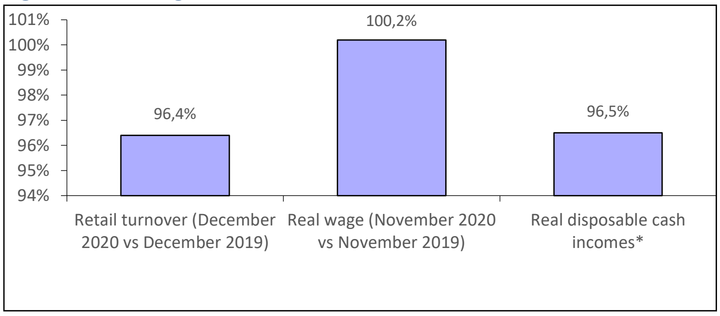
Living standard

In November 2020, a gross monthly average wage of corporate employees reached RUB 49274 (USD 639.67). It accounted for 104.6% as compared to November 2019, and 99.2% compared to the previous period. In November 2020, the real gross wage accounted for 100.2% as compared to November of 2019, and 98.5% against the prior period. According to estimates[1], real disposable cash incomes decreased by 3.0% in 2020 compared to 2019 (Fig. 2).

Retail turnover

In December 2020, the retail turnover was equal to RUB 3547.6 bil. or 96.4% (in comparable prices) against the level of the corresponding period of the previous year, in 2020 - RUB 33555.0 bil. or 95.9% (Fig. 2).

Figure 2. Real wage and retail turnover



* 2020 vs 2019

Industrial Production

According to Federal State Statistics Service's data, in December 2020 Industrial Production Index accounted for 99.8% compared to the same period a year ago, in 2020 – 97.1%

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products accounted for 182.0% in December 2020 compared to the relevant period of 2019, 147.3% as compared to November of 2020. Based on the results for 2020 vs. 2019, it accounted for 123.0%.

Domestic production

Table 1 provides the top 10 domestic pharmaceutical manufacturers according to their volumes of sales in all segments of the market based on the results for December 2020.

[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.

Table 1. Top ten Russian chemical and pharmaceutical manufacturers by sales, December 2020

Rank	Manufacturer	RUB mil.
1	Otcpharm	5975.4
2	R-Pharm	4428.6
3	Stada	3004.2
4	Biocad	2858.3
5	Promomed	2382.7
6	Valenta	2097.6
7	Pharmstandart	1871.4
8	Sintez	1594.2
9	Sotex	1488.1
10	Akrihin	1311.5

Source - Remedium according to IQVIA data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. Sales (in terms of roubles) decreased in seven regions in November 2020, compared to the previous month. The most accentuated reduction was observed in Rostov region (-15%), the least one in Moscow and Tyumen (-1%). The growth in sales was reported in St. Petersburg (+1%), Krasnoyarsk Krai (+7%) and Novosibirsk Region (+2%).

Table 2. Pharmacy sales in the regions, 2020

Region	Pharmacy sales, $ mil. (wholesale prices)			Growth gain, % (roubles)		
	September 2020	October 2020	November 2020	September/ August 20	October/September 20	November/ October 20
Moscow	177.3	160.7	160.3	39%	-7%	-1%
St. Petersburg	85.8	72.5	73.6	45%	-13%	1%
Krasnodar Krai	43.8	49.0	47.5	-9%	15%	-4%
Krasnoyarsk Krai	24.6	27.6	29.8	24%	15%	7%
Tatarstan	25.2	27.5	25.8	6%	12%	-7%
Rostov Region	27.8	33.0	28.4	15%	22%	-15%
Novosibirsk Region	24.5	29.4	30.3	24%	23%	2%
Voronezh Region	14.5	18.6	16.4	10%	31%	-12%
Perm	8.1	10.3	10.0	17%	32%	-4%
Tyumen	8.6	9.7	9.6	14%	15%	-1%

Advertising

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

Table 3. Top five advertisers in mass media in December 2020

Rank	Company*	Quantity of broadcasts
1	Reckitt Benckiser	10,465
2	GSK Consumer Healthcare	8,530
3	Sanofi	7,863
4	Evalar	5,012
5	Bayer	4,543

Source - Remedium according to Mediascope's data

Table 4. Top five trade names in mass media in December, 2020

Rank	Brand*	Quantity of broadcasts
1	Strepsils	5,125
2	Evalar	4,994
3	Nurofen	4,166
4	Kagocel	2,873
5	Arbidol	2,544

Source: Remedium according to Mediascope's data

* Only products registered with State Register of Medicines were considered.

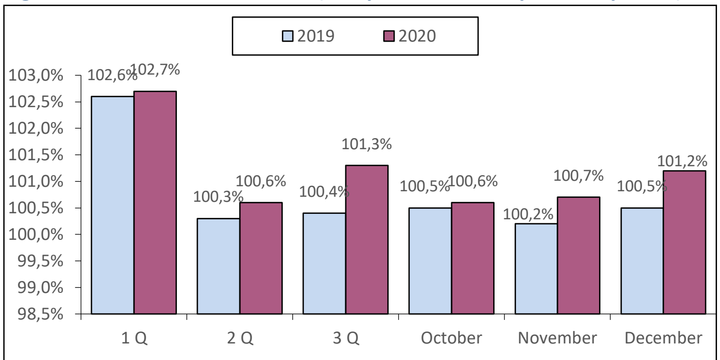
MACROECONOMIC INDICES OF THE REPUBLIC OF BELARUS

Inflation

According to the National Statistical Committee of Belarus (Belstat), the Consumer Price Index was estimated at 101.2% in December 2020, 107.4% as compared to December of 2019. In 2020, the Consumer Price Index was 105.5% as compared to 2019.

In December 2020, Industrial Producer Price Index was 100.6% compared to November 2020, and 108.0% as compared to December of 2019. In 2020, Industrial Producer Price Index was 105.6% as compared to 2019.

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



Source: National Statistical Committee of Belarus

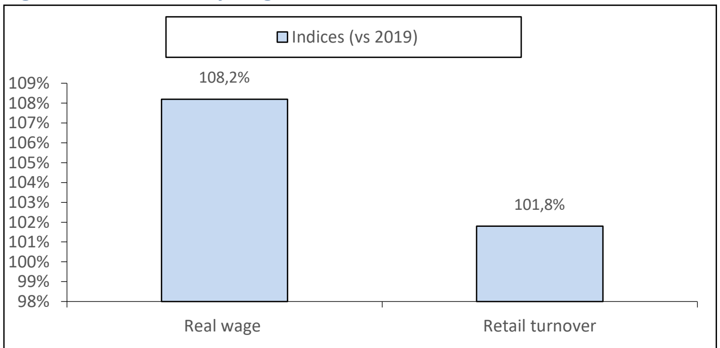
Living standard

According to the preliminary Belstat's data, in December 2020 the average monthly nominal accrued wage of the workers of the Republic of Belarus was BYR 1474,6 (USD 576.76[2]), - BYR 1250.90 (USD 512.87) in 2020, which accounted for 118.4% and 114.2% against the same periods in 2019. In December 2020, the real wage accounted for 110,2% as compared to the same period of 2019, 108.2% based on the results for 2020 (Fig. 2). According to Belstat's data, in January-November 2020 the real disposable cash income accounted for 104.4% as compared to January-November 2019.

Retail turnover

In December 2020, the retail turnover was estimated at RUB 5150.7 mil. which accounted for 114.4% as compared to the previous period and 99.9% as compared to December of 2019. In 2020, it amounted to RUB 53.1 bil. or 101.8% on 2018 level at comparable prices (Fig. 2).

Figure 2. Real monthly wage and retail turnover, 2020



Source: Belstat

Industrial Production

According to the Statistical Committee of the Republic of Belarus, the industrial output by economic activities "Mining industry", "Processing Industry" and “Supply of electricity, gas, steam, hot water and conditioned air” and “Water supply; sewerage, waste management and remediation activities” amounted to BYR 11332.1 mil. in current prices in December 2020, BYR 116477.4 bil. in 2020, or 99.3% and 99,3%% at comparable prices as compared to the respective period in 2019.

According to Belstat's data, in 2020 the pharmaceutical production output of essential pharmaceutical products and pharmaceutical preparations was estimated at BYR 1574.8 mil., which accounted for 110.1% to January-September 2019 at comparable prices.

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

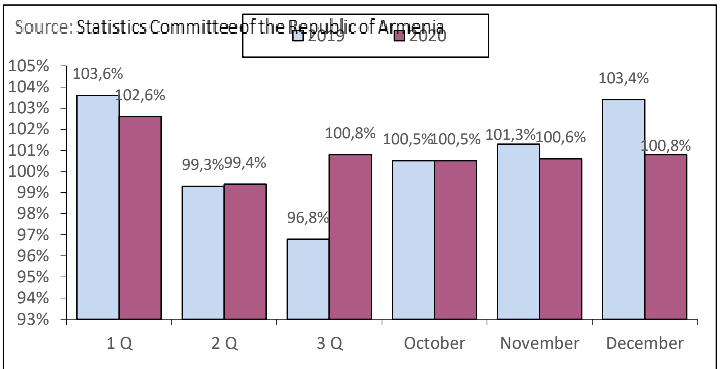
MACROECONOMIC INDICES OF THE REPUBLIC OF ARMENIA

Inflation

According to data of Statistics Committee of the Republic of Armenia, in December 2020 consumer price index amounted to 103.4% against the previous month and 103.7% as compared to December of 2019. The Consumer Price Index accounted for 101.2% in 2020 compared to the same period in 2019.

The Industrial Producer Price Index was 102.6% in December of 2020, as compared to the previous month, and 104.6% as compared to December of 2019. In 2020, index accounted for 102.4% as compared to 2019.

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



Source: Statistics Committee of the Republic of Armenia

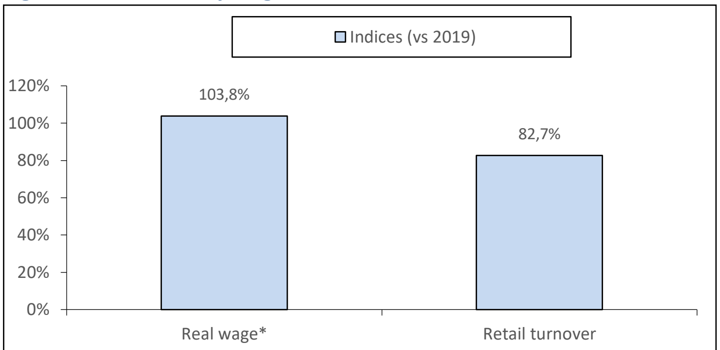
Living standard

According to preliminary estimates of the Statistics Committee of RA, in December 2020 the average monthly nominal wage of the workers of the Republic of Armenia was Dram 228,342 (USD 440.04) which accounted for 124.3% compared to the previous period and 101.7% compared to the same period of 2019. In January-December 2020, the average monthly nominal wage per worker was Dram 189758 (USD 388.05) or 103.9% against 2019. The real wage (according to Eurasian Economic Commission) accounted for 103.8% in January-September 2019 as compared to January-September 2019 (Fig. 2).

Retail turnover

The retail turnover amounted to AMD 1,518,46.8 mil. in December 2020, and AMD 1,295,069.9 mil. in 2020, which accounted for 74.5% and 82.7% as compared to the same period of the previous year, respectively (Fig. 2).

Figure 2. Real monthly wage and retail turnover, 2020



Source: Statistics Committee of the Republic of Armenia

* data for January-September 2020

Industrial Production

According to the preliminary data of Statistics Committee of the Republic of Armenia, in December of 2020 the industrial output by economic activities "Mining industry", "Processing industry" and “Supply of electricity, gas, steam, hot water and conditioned air” and “Water supply; sewerage, waste management and remediation activities” amounted to AMD 238,183.4 mil., and AMD 2,070.3 bil. in 2020 or 94.2% and 99.0% against the same periods of 2019, respectively.

According to Statistics Committee of the Republic of Armenia, the manufacture of basic pharmaceutical products and drugs was estimated at AMD 1265.9 mil. in December 2020, and AMD 12011.1 mil. from the beginning of the year, which accounted for 110.3% and 123.6% as compared to the respective periods 2019.

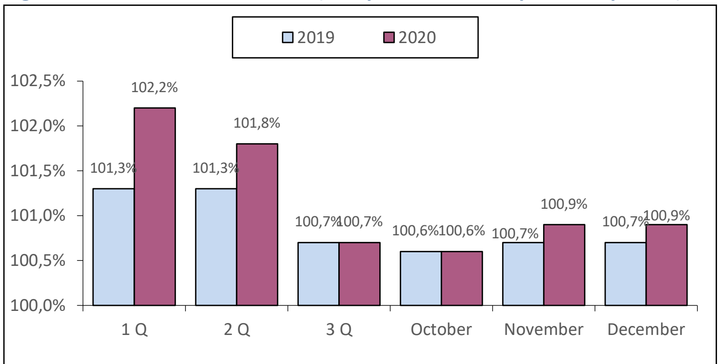
MACROECONOMIC INDICES OF THE REPUBLIC OF KAZAKHSTAN

Inflation

According to the Committee of the Ministry of National Economy for Statistics of the Republic of Kazakhstan, in December 2020 the Consumer Price Index was estimated at 100.9% as compared to the prior month, 107.5% as compared to December of 2019. In 2020, index accounted for 106.8% as compared to 2019.

The Industrial Producer Price Index was 102.4 % in December 2020, as compared to the previous month, and 95.8% as compared to December of 2019. In 2020, the prices of manufacturers of industrial products decreased by 8.0% as compared to 2019.

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



Source: RK Committee on Statistics

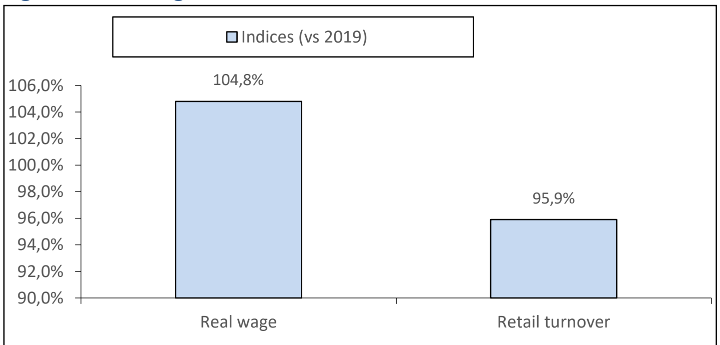
Living standard

According to the preliminary data of the RK Committee on Statistics, the gross monthly average wage per worker reached KZT 220,848 (USD 575,33.[3]) in December 2020, KZT 207,649 (USD 502.84) in 2020. The Nominal Wage Index against the respective period of the previous year accounted for in December 2020 – 104.4%, 111.9% in 2020, and the real wage index was – 97.1% in December 2020 compared to December 2019, 104.8% in 2020 compared to 2019. According to the preliminary data, in January-November 2020 the real cash income index was 101.1% compared to the same period of 2019 (Fig. 2).

Retail turnover

The retail turnover in December 2020 was KZT 1469.8 bil., which is 103.1% against December 2019. In 2020, its volume amounted to KZT 11,571.6 bil. or 95.9% on 2019 turnover (at comparable prices) (Fig. 2).

Figure 2. Real wage index and retail turnover in 2020



Source: RK Committee on Statistics

Industrial Production

According to the Committee for Statistics of RK, in December 2018 the industrial output was KZT 2,856.9 bil., in 2020 – KZT 26,743.4 bil. As compared to the same period of 2019, the indices accounted for 100.3% and 99.3%, respectively.

According to the Statistics Committee of RK, in January-December of 2020 the industrial output of basic pharmaceutical products amounted to KZT 138.3 bil., in December of 2020 – KZT 13.328 bil. In January-December of 2020, the Industrial Production Volume Index for Pharmaceuticals was 147.0% against January-December of 2019, 229.0% in December of 2020 compared to the same period of 2019.

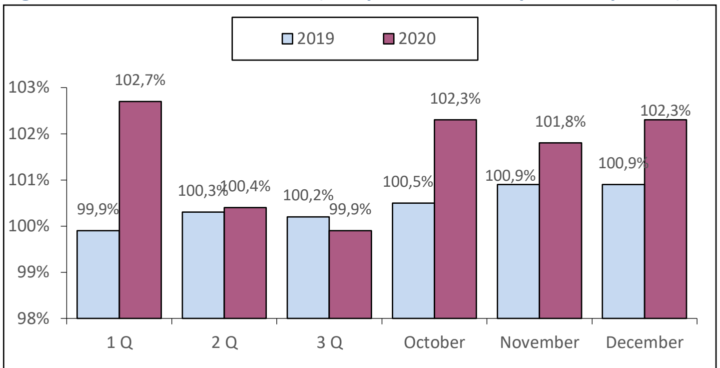
MACROECONOMIC INDICES OF THE KYRGYZ REPUBLIC

Inflation

According to the National Statistics Committee of the Kyrgyz Republic, the Consumer Price Index was estimated at 102.3% in December 2020 compared to the previous month, 109.7% in December of 2020 compared to the same period of 2019. In 2020, index accounted for 106.3% as compared to 2019.

In December 2020, the Producer Price Index for industrial production and services was 95.8% as compared to the previous month, and 125.4% compared to December of 2019. In 2020 the prices of producers for industrial products and services throughout the Republic increased by 20.8% compared to 2019.

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



Source: National Statistics Committee of the Kyrgyz

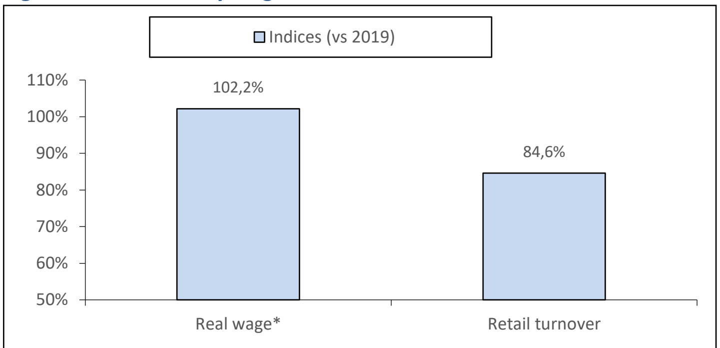
Living standard

According to data of the Committee for Statistics of the Kyrgyz Republic, in November 2020 the average monthly nominal wage per worker was KGS 17,653 (USD 211.74), in January-November 2020 – KGS 17956 (USD 233.80), which accounted for 105.1% and 108.3% compared to the relevant period of the previous year, respectively. In January-November of 2020, the real wage accounted for 102.2% as compared to January-November of 2019, in November of 2020 97.1% compared to November of 2019 (Fig. 2).

Retail turnover

In December 2020, the retail turnover (without cars and motorcycles sales) amounted to KGS 53,499.1 mil., and KGS 277,482.9 mil. in 2020. The Retail Turnover Volume Index accounted for 81.2% and 84.6% compared to the same period of the previous year (Fig.2).

Figure 2. Real monthly wage and retail turnover, 2020



Source: National Statistics Committee of the Kyrgyz

* data for January-November 2020

Industrial Production

According to data of the National Committee for Statistics of the Kyrgyz Republic, in December 2020 the industrial output was KGS 29197.2 mil., KGS 319,380.2 mil. in 2020. The Physical Index of Industrial Production accounted for 86.1% and 93.4% as compared to the same periods of 2019, respectively.

According to the National Committee for Statistics of the Kyrgyz Republic, the pharmaceutical output amounted to KGS 80.4 mil. in December 2020, and KGS 865.3 mil. from the start of the year. At month-end January 2020, the Physical Index of Industrial Production for Pharmaceuticals was 122.3% compared to the same period of 2019, and 203.4% in 2020 compared to 2019.

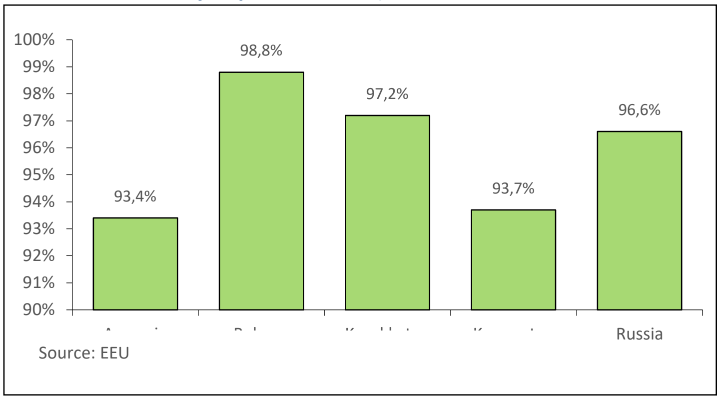
[3] The average exchange rate to calculate the above indices was used from the official website of the National Bank of Kazakhstan www.nationalbank.kz

COMPARATIVE MACROECONOMIC INDICES OF THE EURASIAN ECONOMIC UNION (EAEU)

GDP

According to Eurasian Economic Commission (EAEC), in January-September of 2020 GDP of EAEU member-states amounted to more than USD 1255.1 bil. The Volume of Industrial Products Index accounted for 96.7% as compared to January-September 2019. A decrease in GDP was reported in all EAEU member countries: in Armenia (-6.6%), in Belarus (-1.2%), Kazakhstan (-2.8%), in Kyrgyzstan (-6.3%) and Russia (-3.4%) (Fig. 1).

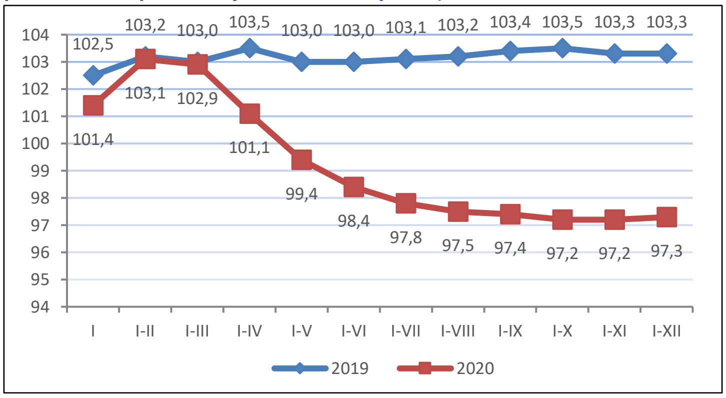
Figure 1. GDP growth rates in the EAEU member-states (January-September 2020 vs. January-September 2019)



Industrial Production

The industrial output of the EAEU in January – December 2020 amounted to 1.0 tril. USD and decreased by 2.7% compared to 2019 at fixed prices (Fig. 2). In individual countries, the Industrial Production Index accounted for: 99.1% in Armenia, 99.3% in Belarus and Kazakhstan each, 93.4% in Kyrgyzstan and 97.1% in Russia.

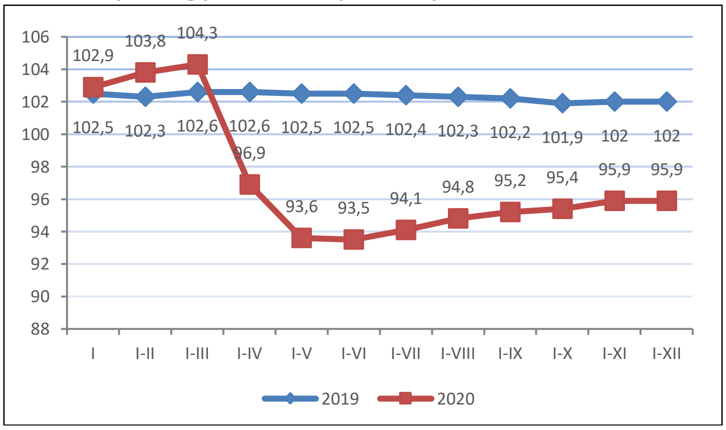
Figure 2. Dynamics of the industrial output in EAEU (as % over the same period of the previous year; constant prices)



Retail turnover

According to the EEC, the retail turnover (through all sales channels) of EEU member-states in January-December of 2020 amounted to USD 523.1 bil. Compared with the same period of 2019, the volume of retail sales (in comparative prices) decreased by 4.1%. In the analysed period, most of the member-states showed a decrease in the retail turnover. In this case, the indices accounted for 82.3% in Armenia, 101.8% in Belarus, 95.9% in Kazakhstan 82.3% Kyrgyzstan and 95.9% in Russia (Fig. 2).

Figure 3. The dynamics of the retail turnover in the EAEU (as a percentage over corresponding period of the previous year)



Nominal and real wage

According to EEU, in January-December 2020 as compared to the respective period of 2018, the gross monthly average wage per worker increased by 4.7% in Armenia, 13.6% in Belarus, 13.0% in Kazakhstan, 9.2 % in Kyrgyzstan, 5.7% in Russia. The real wage (adjusted for the consumer price index for goods and services) increased by 3.8% in Armenia, 8.0% Belarus, 6.0% in Kazakhstan, 3.4% in Kyrgyzstan, 2.6% in Russia.

Table 1. Nominal and real wage in January-September 2020

Country	Real wage, % against the same period of 2019	Nominal wage, USD
Armenia	103.8	386
Belarus	108.0	504
Kazakhstan	106.0	503
Kyrgyzstan	103.4	237
Russia	102.6	700

Budget performance

According to the EAEC, in January-September 2019, the republican budget in all EAEU member-states was implemented with a deficit. On top of that, in Armenia, Belarus and Russia the government budget balance turned from surplus to deficit. The deficit in Kazakhstan and Kyrgyzstan increased by 2.3 and 4.6 times, respectively.

All EAEU member-states showed a decrease in the revenue part of the budget and a growth in expenditures of the republican (federal) budget compared to the relevant period of the previous year. The growth rates of the republican budgets were as follows: revenues – 94% in Armenia, 92% in Belarus, 108% in Kazakhstan, 92% Kyrgyzstan and 88% Russia; expenditures – 117% in Armenia, 121% in Belarus, 120% in Kazakhstan, 105% in Kyrgyzstan, 124% in Russia.

Table 2. Republican budget in January-September 2020

Country	USD bil.		
	Income	Expenditure	Deficit (surplus)
Armenia	2.2	2.5	-0.3
Belarus	6.7	7.5	-0.8
Kazakhstan	20.5	25.1	-4.6
Kyrgyzstan	1.2	1.4	-0.2
Russia	188.0	210.5	-22.6
EAEU	**218.6**	**247.1**	**-28.5**

Mutual trade of EAEU member-states in January– November of 2020

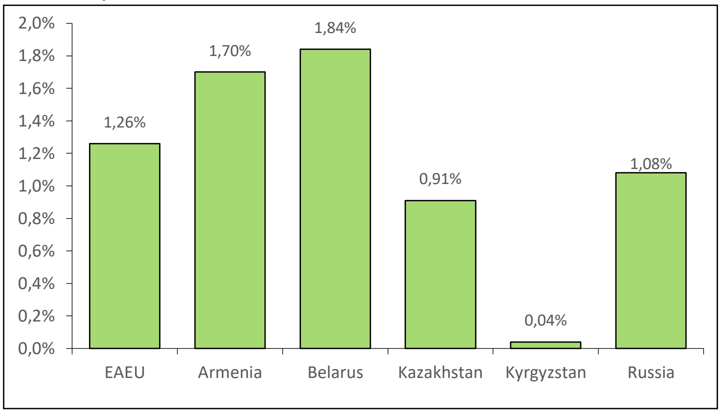
The volume of mutual trade in commodities of EAEU member-states in January- November 2020 amounted to USD 49.3 bil. or 88.5% as against the same period of 2019.

Table 3. Export volumes of the EEU member-states in the mutual trade in January-November 2020

Countries	USD bil.	As % of January-November 19	Share in total, %
EAEU	**49265.6**	**88.5**	**100.0**
Armenia	628.0	89.3	1.3
Russia	604.3	88.9	96.2
Belarus	12653.5	95.5	25.7
Russia	11860.8	95.2	93.7
Kazakhstan	4966.4	86.5	10.1
Russia	4394.9	86.5	88.5
Kyrgyzstan	501.6	86.5	1.0
Russia	223.8	88.1	44.6

Pharmaceutical products account for a small share in the structure of mutual trade (Figure 4).

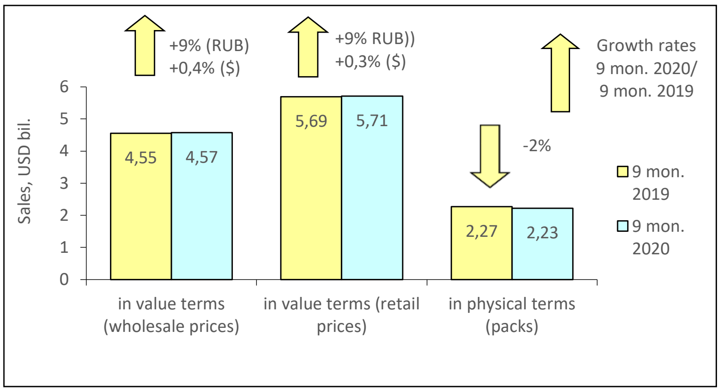
Table 4. The structure of mutual trade between EEU member-states within the Customs Commodity Code group "Pharmaceutical products" for January-November 2020 (as percentage over the total volume of mutual trade)



PHARMACY OTC MARKET IN RUSSIA: 2020 FIRST NINE MONTHS RESULTS

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of the first nine months of 2020 the sales of OTC drugs in natural terms in pharmacies of Russia saw a 2% decrease to 2.225 bil. packs. In money terms, the OTC drugs market increased by 9% in rouble terms and by 0.4% in dollar terms and reached RUB 322.809 bil. (USD 4.574 bil.) in wholesale prices (Fig. 1). The share of over-the-counter (OTC) drugs accounted for 65.6% of sales in physical terms and 49.7% in retail prices in terms of roubles. At the end of January-September of 2020, the average cost of an OTC pack was USD 2.57 at retail prices, whereas in the year-earlier period its cost was USD 2.51. In the analysed period, Russians spent an average of USD 38.94 on the purchase of OTC drugs in the pharmacies.

Figure 1. Russian pharmacy OTC market for 9 months of 2019 – 9 months 2020



The manufacturers OTCPHARM (+31%[4]), STADA (-5%), BAYER (+4%) and SANOFI (+8%) held the leading positions in the top ten manufacturers ranking on the OTC drug market based on the results for the first nine months of 2020 (Table 1). Shifts took place in the lower part of the ranking, however only two of the manufacturers from the ranking managed to rise in the ranks. SANDOZ (+23%) and the newcomer VALENTA (+37%) moved up to ranks five and nine, respectively. Due to lagging growth rates, the companies GLAXOSMITHKLINE (+2%), TEVA (+8%) and JOHNSON&JOHNSON (+6%), on the contrary, moved down to ranks six through eight, respectively. BERLIN-CHEMIE/MENARINI that saw a 1% decrease in sales also fell in the ranks and moved down to the bottom rank in the top ten ranking. The total share of the top 10 drug manufacturers accounted for 41.4%, while it was 40.6% in the year-earlier period.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	OTCPHARM	7.7	6.4
2	2	**STADA**	5.3	6.0
3	3	**BAYER**	4.4	4.6
4	4	**SANOFI**	4.1	4.2
5	8	**SANDOZ**	3.9	3.5
6	5	**GLAXOSMITHKLINE**	3.6	3.9
7	6	**TEVA**	3.6	3.6
8	7	**JOHNSON & JOHNSON**	3.4	3.5
9	12	VALENTA	2.8	2.2
10	9	**BERLIN-CHEMIE/MENARINI**	2.6	2.9
Total			41.4	40.6

*AIPM members are in bold.

The leader of the top 10 brand names ranking was changed: INGAVIRIN (+80%) moved up to rank one from seven (Table 2). The newcomer of the top ten ranking ARBIDOL (3.6-fold growth in sales) moved up to rank two. The second newcomer LINEX (+24%) that broke into the top ten ranking moved up to rank nine. MIRAMISTIN (+23%) moved up one rank, coming in at number five. At the same time, the brands DETRALEX and NUROFEN (+3% each), as well as PENTALGIN (+15%), CARDIOMAGNYL (+5%) and ESSENTIALE (+13%) moved down to the lower ranks three, four, six, seven and ten. THERAFLU (+9%) held its previous rank eight. The total share of the top 10 brands increased from 10.7% to 12.7%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	7	INGAVIRIN	1.7	1.0
2	36	ARBIDOL	1.7	0.5
3	1	DETRALEX	1.5	1.6
4	2	NUROFEN	1.4	1.5
5	6	MIRAMISTIN	1.3	1.1
6	5	PENTALGIN	1.2	1.1
7	3	CARDIOMAGNYL	1.1	1.1
8	8	THERAFLU	1.0	1.0
9	13	LINEX	0.9	0.8
10	9	ESSENTIALE	0.9	0.9
Total			12.7	10.7

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

Despite the change of a leader in the rating above, XYLOMETAZOLINE (+2%), DIOSMIN*HESPERIDIN (+5%), IBUPROFEN (+1%) and PANCREATIN (+5%) continued to take the lead in the top ten INN and group names ranking (Table 3). UMIFENOVIR (3.3-fold increase in sales), IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+80%) and NAFTIFINE (+13%) moved up to ranks five and six, as well as ten. Due to 23% growth in sales, MIRAMISTIN moved up two ranks, displacing DICLOFENAC (+17%) one rank down. The composition ACETYLSALICYLIC ACID* MAGNESIUM (+6%) that showed low growth rates moved down to rank nine from five. The total share of the top ten ranking increased by 1.7 p.p. and achieved 17.7%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XYLOMETAZOLINE	2.9	3.1
2	2	DIOSMIN*HESPERIDIN	2.3	2.3
3	3	IBUPROFEN	2.1	2.3
4	4	PANCREATIN	2.0	2.1
5	28	UMIFENOVIR	1.9	0.6
6	12	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.7	1.0
7	9	MIRAMISTIN	1.3	1.1
8	7	DICLOFENAC	1.2	1.2
9	5	ACETYLSALICYLIC ACID* MAGNESIUM	1.2	1.2
10	11	NAFTIFINE	1.1	1.1
Total			17.7	16.0

The most dynamic group J05 Antivirals for systemic use (+67%) became the leader of the top ten over-the-counter drugs rating based on the results for January-September of 2020 (Table 4). N02 Analgesics (+12%) moved up to rank two from three. At the same time, the former leaders of the top ten, but less dynamic C05 Vasoprotecitves (+5%) and R01 Nasal preparations (+2%) moved down to ranks three and four. Due to 32% growth in sales, the group L03 Immunostimulants managed to move up to rank seven from nine, displacing M01 Anti-inflammatory and antirheumatic products (+8%) and A11 Vitamins (+15%) one rank down. R05 Cough and cold preparations (+6%) and M02 Topical products for joint and muscular pain (+9%) held their previous ranks five and ten. A07 Antidiarreals, intestinal antiinflammatory /antiinfective agents became the only newcomer of the top ten ranking that reduced their sales. The share of top - ten ATC groups accumulated 48.4% of the market, whereas it was 2 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, %	
9 mon. 2020	9 mon. 2019			9 mon. 2020	9 mon. 2019
1	6	J05	ANTIVIRALS FOR SYSTEMIC USE	6.1	4.0
2	3	N02	ANALGESICS	5.9	5.7
3	1	C05	VASOPROTECTIVES	5.8	6.0
4	2	R01	NASAL PREPARATIONS	5.4	5.8
5	5	R05	COUGH AND COLD PREPARATIONS	5.1	5.3
6	4	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	4.9	5.4
7	9	L03	IMMUNOSTIMULANTS	4.2	3.5
8	7	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	3.8	3.9
9	8	A11	VITAMINS	3.7	3.5
10	10	M02	TOPICAL PRODUCTS FOR JOINT AND MUSCULAR PAIN	3.4	3.4
Total				48.4	46.4

Conclusion. Based on the results for the first nine months of 2020, the OTC retail market of Russia amounted to RUB 403.748 bil. (USD 5.714 bil.). At the same time, behaviour was positive both in rouble (+89) and dollar (+0.3%) terms. In pack terms, the market reduced by 2% and amounted to 2.225 bil. packs. The average cost of an OTC-pack in the pharmacies of Russia was USD 2.57 based on the results for January-September of 2020, exceeding the figure of 2019 (USD 2.51). The average expenses of Russian residents for the purchase of OTC drugs in pharmacies slightly came down in the analysed period (USD 38.94 vs. USD 38.80).

PRICE ANALYSIS, 1-4 QUARTER 2020 KEY PERFORMANCE INDICATORS

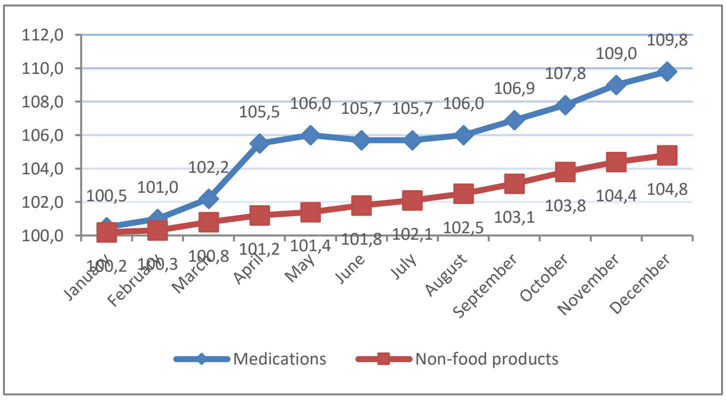
Price Indices

Table 1. Inflation rates in the Russian Federation in December 2020

	December 2020 as against December 2019	January-December 2020 vs January-December 2019
CPI	104.9	103.4
CPI for non-food products	104.8	103.3
CPI for medications	109.8	108.6

Rosstat data

Figure 1. Movement of the price index for non-food items and drugs vs. December 2019



Rosstat data

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

Figure 2. Movement of weighted average prices and retail margins in 1-4 Q 2019 – 1-4 Q 2020

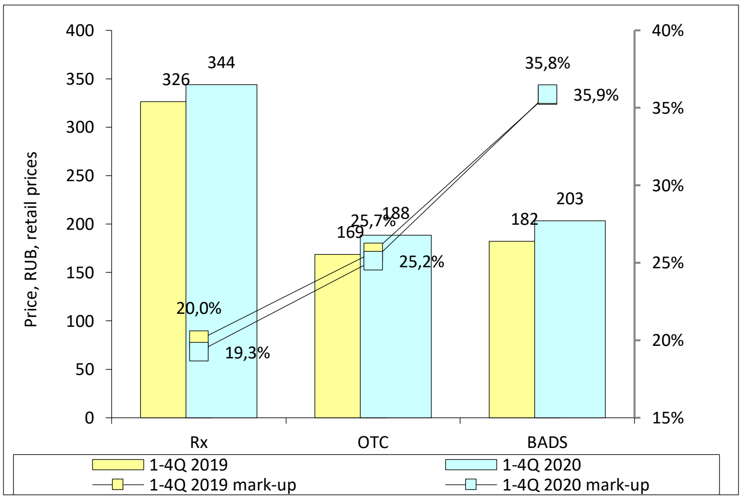


Figure 3. Movement of weighted average prices and retail margins in 1-4 Q 2019 - 1-4 Q 2020

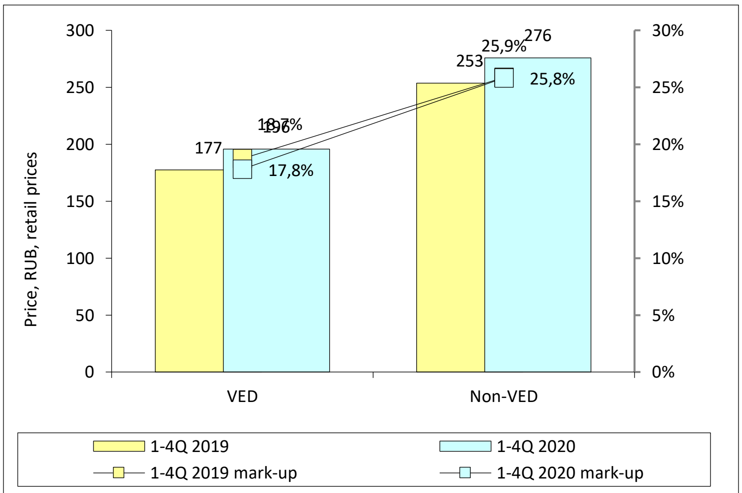
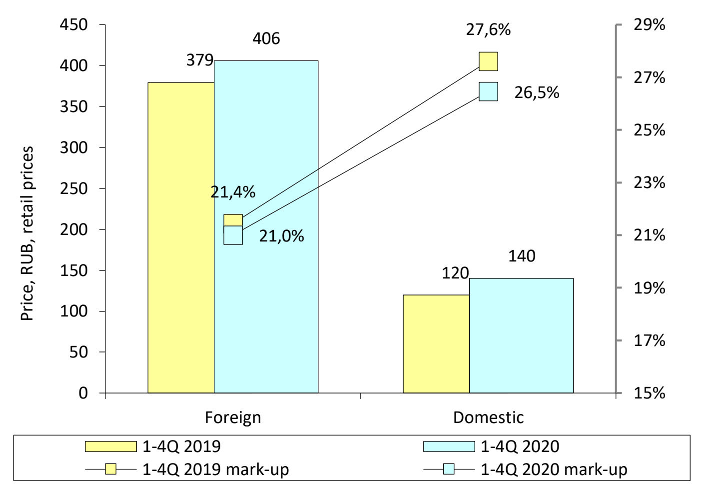


Figure 4. Movement of weighted average prices and retail margins in 1-4 Q 2019 - 1-4 Q 2020



Indicators of price movement in the reimbursable market segment

Figure 5. Movement of weighted average purchase prices in 1-4 Q 2019 – 1-4 Q 2020

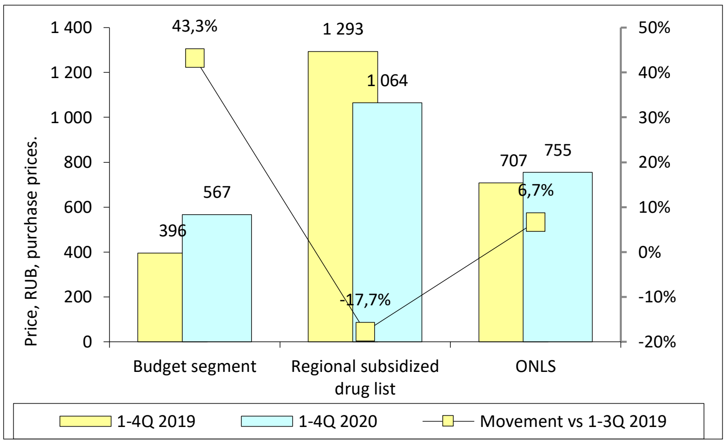


Figure 6. Movement of weighted average purchase prices for domestic drugs, 1-4 Q 2019 – 1-4 Q 2020

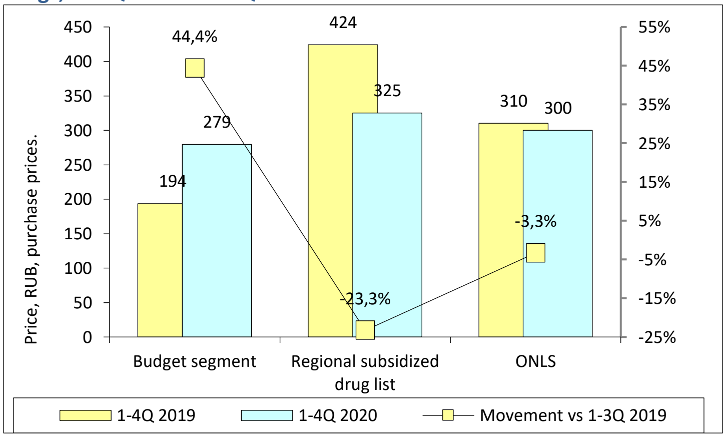
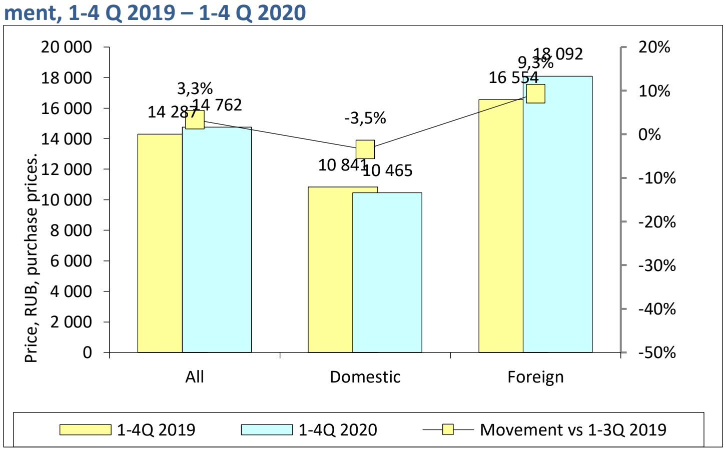


Figure 7 Movement of weighted average purchase prices in VZN segment, 1-4 Q 2019 – 1-4 Q 2020

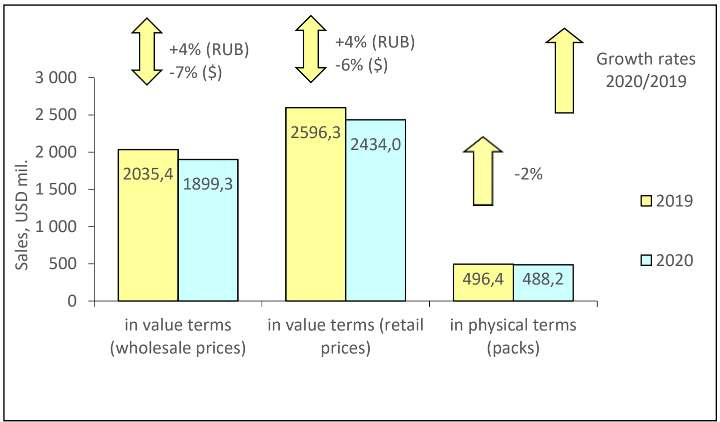


MOSCOW CITY PHARMACY MARKET: 2020 RESULTS

According to Federal State Statistics Service, as of January 1, 2020 Moscow's estimated population amounted to 12.678 mil., which accounted for 8.6% of the total Russian Federation population and 32.2% of Central FO (CFO).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, the sales of OTC drugs in physical terms in the pharmacies of Moscow saw a 2% decrease to 488.203 mil. packs in 2020. In value terms, the market showed positive growth rates in terms of roubles (+4%), but negative ones in terms of dollars (-7%) and reached RUB 136.843 bil. (USD 1.899 mil.) at wholesale prices (Fig. 1). The region market share accounted for 14.3% of the Russian pharmacy retail sales. An average retail cost of a pack reduced as compared to the previous year: USD 4.99 vs. USD 5.23. At the end of 2020, the average amount spent by the Muscovites for OTC drugs in pharmacies amounted to USD 191.98.

Figure 1. Moscow pharmacy market in 2019 – 2020



BAYER (-10%) and SANOFI (+13%) continued to be the leading manufacturers of the top ten manufacturers ranking in the retail market of Moscow according to the results of the year (Table 1). And if the second one reinforced its positions due to outstripping growth rates, the first one, on the contrary, reduced its sales and share in the market. Note that another four manufacturers in the top ten ranking showed negative growth rates: TEVA (-2%), STADA (-3%), GLAXOSMITHKLINE (-1%) and BERLIN-CHEMIE/MENARINI (-5%) moved down to ranks five and three bottom ranks. On the contrary, positive growth rates and rating progress were showed by SANDOZ (+25%), SERVIER and ABBOTT (+4% each), as well as the newcomer, Russian OTCPHARM (+67%), which moved up to ranks three, four, six and seven, respectively. In total, top ten manufacturers accumulated 36.8% of the market, whereas in the year-earlier period they accounted for 36.2%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2020	2019		2020	2019
1	1	**BAYER**	5.2	5.9
2	2	**SANOFI**	4.6	4.3
3	6	**SANDOZ**	4.1	3.4
4	5	**SERVIER**	3.5	3.5
5	3	**TEVA**	3.4	3.6
6	7	**ABBOTT**	3.4	3.4
7	11	OTCPHARM	3.4	2.1
8	4	**STADA**	3.3	3.5
9	8	**GLAXOSMITHKLINE**	3.2	3.3
10	9	**BERLIN-CHEMIE/MENARINI**	2.8	3.1
Total			36.8	36.2

*AIPM members are in bold.

Three newcomers broke into the ranks of the top ten brands ranking (table 2). ARBIDOL increased its sales by 7.2 times and moved up to rank three, INGAVIRIN (+72%) and CRESTOR (+21%) also moved up to ranks seven and ten. The markets of MIRAMISTIN (+32%) and LINEX (+29%) developed at a fast pace, which allowed them to move up to ranks two and six. Although not high, but positive growth rates were also observed for the CONCOR brand (+2%), while the rest brands reduced their sales volumes. Among them is the top 10 leader XARELTO (-16%). Three brands DETRALEX (-7%), NUROFEN (-5%) and CIALIS (-14%) saw a decrease in sales, which resulted in the loss of their ranks: they dropped to ranks four, five and eight, respectively. In total, the top-ten brands accumulated 8.3 % of pharmacy sales, in the year-earlier period – 7.4%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2020	2019		2020	2019
1	1	XARELTO	1.4	1.7
2	5	MIRAMISTIN	1.0	0.8
3	50	ARBIDOL	0.9	0.1
4	2	DETRALEX	0.9	1.0
5	3	NUROFEN	0.8	0.9
6	7	LINEX	0.7	0.6
7	25	INGAVIRIN	0.7	0.4
8	4	CIALIS	0.7	0.8
9	6	CONCOR	0.7	0.7
10	15	CRESTOR	0.6	0.5
Total			8.3	7.4

The top three of the top ten INNs and group names held their own in the ranking (table 3). INNs XYLOMETAZOLINE (-8%), RIVAROXABAN (-16%) and the composition DIOSMIN*HESPERIDIN (-6%) continued to hold the top three ranks despite the reduction in sales. ROSUVASTATIN (+13%) moved up to rank four from seven, displacing HYALURONIC ACID (+1%) down one rank. MIRAMISTIN (+29%) moved down to rank six from nine. It was followed by IBUPROFEN (-5%) and PANCREATIN (-6%), which reduced their sales and fell in the ranks. The newcomers UMIFENOVIR (7.2-fold growth in sales) and NIMESULIDE (+11%) rounded out the top ten ranking. The cumulative share of the top 10 under review increased from 10.7% to 11.0%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
2020	2019		2020	2019
1	1	XYLOMETAZOLINE	1.5	1.7
2	2	RIVAROXABAN	1.4	1.7
3	3	DIOSMIN*HESPERIDIN	1.2	1.3
4	7	ROSUVASTATIN	1.1	1.0
5	4	HYALURONIC ACID	1.1	1.1
6	9	MIRAMISTIN	1.0	0.8
7	5	IBUPROFEN	1.0	1.1
8	6	PANCREATIN	0.9	1.0
9	50	UMIFENOVIR	0.9	0.1
10	11	NIMESULIDE	0.9	0.8
Total			11.0	10.7

C09 Agents acting on the rennin-angiotensin system (+12%) continued to be the best-selling group in the regional market (Table 4). The most dynamic among the leaders J05 Antivirals for systemic use (+68%) moved up to rank two from 11, becoming one of two newcomers. The second newcomer N02 Analgesics (+7%) rounded out the top ten ATC groups ranking. J01 Antibacterials for systemic use (+15%) and N06 Psychoanaleptics (+4%) also moved up to the higher ranks six and nine. Due to decrease in sales the groups B01 Antithrombotic agents (-7%), R01 Nasal preparations (-8%), A07 Antidiarrheals, intestinal anti-inflammatory/antiinfective agents (-5%) and G03 Sex hormones (-6%) moved down to the lower positions four, five, seven and eight, respectively. The group M01 Anti-inflammatory and antirheumatic products (-0.1%), which showed almost zero growth rates, held its previous rank three. The total share of the top ten brands accounted for 36.5% vs 35,7% 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, %	
2020	2019			2020	2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.8	4.5
2	11	J05	ANTIVIRALS FOR SYSTEMIC USE	4.7	2.9
3	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.0	4.2
4	2	B01	ANTITHROMBOTIC AGENTS	3.9	4.4
5	4	R01	NASAL PREPARATIONS	3.7	4.2
6	8	J01	ANTIBACTERIALS FOR SYST USE	3.4	3.1
7	5	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	3.2	3.5
8	6	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.0	3.4
9	10	N06	PSYCHOANALEPTICS	3.0	3.0
10	12	N02	ANALGESICS	2.9	2.8
Total				36.5	35.7

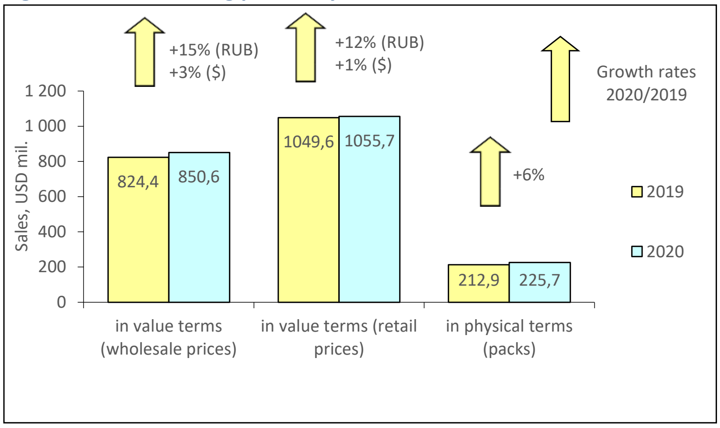
Conclusion. Based on the results for 2020, the pharmacy market of Moscow brought in RUB 175.319 bil. (USD 2.434 bil.), which was 4% in terms of roubles, 6% in terms of dollars less than in 2019. In physical terms, the market reduced by 2% and amounted to 488.203 mil. packs. According to the results for 2020, the average cost of an FPP pack in the city pharmacies was USD 4.99, which was less than the 2019 figure (USE 5.23), but higher than the national average across the country (USD 3.35). The average expenses of the regional residents for purchase of OTC drugs in pharmacies were also higher than the national average (USD 191.98 vs. USD 151.80).

SAINT PETERSBURG PHARMACY MARKET: 2020 RESULTS

According to Federal State Statistics Service, St. Petersburg's population as of January 1, 2020 was 5.398 mil., which accounted for 3.7% of the total Russian Federation population and 38.6% of North West FD (NWFD).

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at year-end 2020 the sales of drugs in natural terms in St. Petersburg pharmacies saw a 6% increase to 225.684 mil. packs. In value terms, the market saw a 15% increase in terms of roubles and 3% in terms of dollars. At the same time, the volume of the market achieved RUB 61.314 bil. (USD 850.647 mil.) at wholesale prices (Fig. 1). The regional market share accounted for 6.2% of the Russian pharmacy sales (in terms of roubles). The average cost of an OTC pack at retail prices reduced as compared to 2019 (USD 4.93) and reached USD 4.68. In 2020, the average amount spent by residents of the city for drugs in the pharmacies amounted to USD 195.56.

Figure 1. St. Petersburg pharmacy market in 2019 – 2020



BAYER (+16%) held and strengthened leading positions in the top ten manufacturers ranking in the retail market of St. Petersburg at year-end 2020 (Table 1). The market of another four INNs from the top ten ranking developed at a fast pace. SANDOZ (+64%), KRKA (+31%) and BERLIN-CHEMIE/MENARINI (+49%), as well as the top ten newcomer and closer OTCPHARM (+23%) moved up to rank two, five and seven. At the same time, they displaced SANOFI (+8%) and SERVIER (+2%) one rank down, TEVA (+15%) and STADA (+8%) moved two ranks down, whereas ABBOTT (+5%) moved down from rank five to eight. The total share of the top ten manufacturers increased by 2.1 p.p. and achieved 39.7%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
2020	2019		2020	2019
1	1	**BAYER**	5.9	5.8
2	6	**SANDOZ**	5.1	3.6
3	2	**SANOFI**	4.2	4.5
4	3	**SERVIER**	3.8	4.2
5	8	**KRKA**	3.8	3.3
6	4	**TEVA**	3.7	3.7
7	10	**BERLIN-CHEMIE/MENARINI**	3.5	2.7
8	5	**ABBOTT**	3.3	3.7
9	7	**STADA**	3.3	3.6
10	11	OTCPHARM	3.1	2.6
Total			39.7	37.6

*AIPM members are in bold.

Eight from the top ten brands showed outstripping growth rates (Table 2). Among them were MSD (+28%), which held its leadership position. ELIQUIS (+20%) and LINEX, which purchases increased 2.1 times, moved up to ranks two and three. INGAVIRIN (2.4-fold growth) that showed an even higher growth in sales moved up to rank four, becoming one of the three newcomers. The other two, AMOKSIKLAV (+66%) and ARBIDOL (3.2 times), moved up to ranks eight and nine. Despite the outstripping growth rates, the brands NUROFEN (+27%) and HEPTRAL (+18%), lost three rating points each and moved down to ranks five and ten, respectively. DETRALEX that reduced sales by 2% and CONCOR (+7%) that showed relatively low growth rates also moved down to the lower ranks. The total share of the top 10 increased from 7.1% to 8.7%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
2020	2019		2020	2019
1	1	XARELTO	1.6	1.4
2	3	ELIQUIS	1.0	0.9
3	9	LINEX	0.9	0.5
4	22	INGAVIRIN	0.9	0.4
5	2	DETRALEX	0.8	1.0
6	4	NUROFEN	0.8	0.8
7	5	CONCOR	0.7	0.8
8	15	AMOKSIKLAV	0.7	0.5
9	49	ARBIDOL	0.6	0.2
10	7	HEPTRAL	0.6	0.6
Total			8.7	7.1

Half of the top ten INNs and group names held their own in the ranking (Table 3) RIVAROXABAN (+28%), XYLOMETAZOLINE (+11%) and DIOSMIN*HESPERIDIN (+9%) held their leading ranks, and PANCREATIN (+28%) and IBUPROFEN (+23%) maintained their previous ranks five and six. NIMESULIDE (+47%), APIXABAN (+20%) and IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID that showed high growth rates (2.4-fold growth in sales) moved up to ranks four, seven and nine, respectively. On top of that, the latter became the only newcomer of the top 10 ranking. ROSUVASTATIN and BISOPROLOL that showed not so high 10% growth in sales moved down to ranks eight and ten. In total, the top ten INNs and group names accounted for 11.0% against 10.2% in the year-earlier period.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
2020	2019		2020	2019
1	1	RIVAROXABAN	1.6	1.4
2	2	XYLOMETAZOLINE	1.3	1.3
3	3	DIOSMIN*HESPERIDIN	1.2	1.3
4	10	NIMESULIDE	1.1	0.8
5	5	PANCREATIN	1.1	1.0
6	6	IBUPROFEN	1.0	1.0
7	8	APIXABAN	1.0	0.9
8	4	ROSUVASTATIN	1.0	1.0
9	35	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	0.4
10	9	BISOPROLOL	0.9	0.9
Total			11.0	10.2

C09 Agents acting on the rennin-angiotensin system (+24%), M01 Anti-inflammatory and antirheumatic products (+23%) and B01 Antithrombotic agents (+15%) continued to be the best-selling groups on the regional market, though the second and third groups swapped their ranks as compared to a year-earlier period (Table 4). J05 Antivirals for systemic use (+62%) that broke into the top 10 ranking for the first time moved up to rank four. At the same time, they displaced all other ATC groups from the top ten ranking down one point: G03 Sex hormones (-0.1%), R01 Nasal preparations (+10%), J01 Antibacterials for systemic use (+18%), C05 Vasoprotectives (+15%), A07 Antidiarrheals (+19%) and R05 Cough and cold preparations (+20%) The total share of top ten ATC groups increased by 1.5 p.p. to 39.1%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2020	2019			2020	2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	6.2	5.8
2	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.7	4.4
3	2	B01	ANTITHROMBOTIC AGENTS	4.6	4.6
4	13	J05	ANTIVIRALS FOR SYSTEMIC USE	3.8	2.7
5	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.6	4.1
6	5	R01	NASAL PREPARATIONS	3.4	3.6
7	6	J01	ANTIBACTERIALS FOR SYST USE	3.4	3.3
8	7	C05	VASOPROTECTIVES	3.2	3.2
9	8	A07	ANTIDIARR.,INTEST. ANTIINFL./ ANTIINFECT. AGENTS	3.1	3.0
10	9	R05	COUGH AND COLD PREPARATIONS	3.1	3.0
Total				39.1	37.6

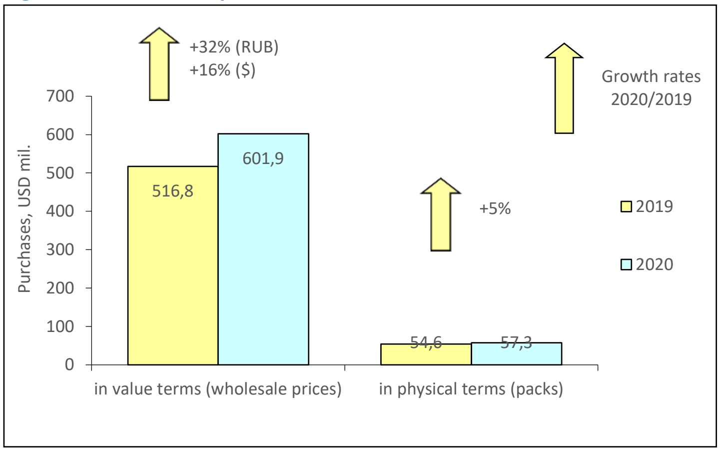
Conclusion. Based on the results for 2020, the retail pharmacy market of St. Petersburg brought in RUB 76.090 bil. (USD 1.056 bil.) at retail prices. As compared with the same period of last year, the market saw a 12% sales increase in terms of roubles, and 1% in terms of dollars. In pack terms, the market expanded by 6% and amounted to 225.684 mil. packs. At the end of 2020, the average cost of an FPP pack in the city pharmacies was USD 4.68, which was lower than in the year-earlier period (USD 4.93), but more than the national average (USD 3.35). The average medicine expenses of St. Petersburg residents in the pharmacies were higher than the national average expenses in Russia (USD 195.56 vs. USD 115.80).

MOSCOW CITY HOSPITAL MARKET: 2020 RESULTS

According to the results of the Budget Audit of Finished Pharma Products (FFP) in the Russian Federation, at year-end 2020 the Moscow hospital market in physical terms increased by 5% compared to 2019 and amounted to 57.269 mil. packs. In money terms, the market also showed positive growth rates both in terms of roubles (+32%) and in terms of dollars (+16%) and reached RUB 43.940 bil. (USD 601.904 mil.) in wholesale prices.

In 2020, the average cost of an FPP pack in the hospital sector of Moscow was USD 10.51, whereas in the year-earlier period its cost was USD 9.46.

Figure 1. Moscow hospital market in 2019 – 2020



At the end of 2020, the drug manufacturers SANOFI-AVENTIS (+53%) and MSD (+48%) held and reinforced their leading positions in the Moscow pharmacy market due to high growth rates (Table 1). Due to a two-fold increase in purchases, ROCHE (2.0-fold growth in purchases) and BRISTOL MYERS (2.4-fold growth) moved up to ranks three and four. In addition, JOHNSON & JOHNSON (+65%) and MICROGEN (+30%) moved up two ranks, coming in at numbers seven and eight. In contrast, the less dynamic BIOCAD (+21%), PFIZER (+6%), BAYER (+13%) and ABBVIE (+5%) moved down to the lower ranks five, six, nine and ten, respectively. In total, the top ten manufacturers accumulated 49.9% of the market at year-end 2020, while in the year-earlier period they accounted for 44.6% .

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
2020	2019		2020	2019
1	1	**SANOFI-AVENTIS**	10.3	8.9
2	2	**MSD**	8.2	7.3
3	5	**ROCHE**	6.0	3.9
4	6	**BRISTOL MYERS SQU**	5.9	3.2
5	4	BIOCAD RF	4.1	4.5
6	3	**PFIZER**	3.8	4.8
7	9	**JOHNSON & JOHNSON**	3.7	2.9
8	10	MICROGEN	2.8	2.9
9	7	**BAYER**	2.6	3.1
10	8	**ABBVIE**	2.4	3.1
Total			49.9	44.6

*AIPM members are in bold.

PENTAXIM that strengthened its leadership due to a 47% increase in purchases continued to head the top 10 brands ranking (Table 2). Note that almost all top ten brands showed outstripping growth rates. At the same time most of them rose in the ranks. OPDIVO (2.6-fold growth in purchases) and KEYTRUDA (2.3-fold growth) moved up to ranks two and three, and the newcomers of the top ten SPINRAZA (3.1-fold growth), KADCYLA (2.5-fold growth), PERJETA (2.2-fold growth) and GARDASIL (2.3-fold growth) moved up to ranks four and seven through nine, respectively. MENACTRA (+65%) that rounded out the top ten held and strengthened its positions. Despite outstripping growth rates, the brand SOVIGRIPP (+34%) lost one ranking point, moving down to rank five. And only PREVENAR saw a 5% decrease in purchases and moved down to rank six from two at the year-end. The total share of the top ten manufacturers increased by nearly 8 p.p. up to 28.9%.

Table 2. The top 10 brands by hospital purchases

Rank in the top ten		Brand	Share in total hospital purchases, %	
2020	2019		2020	2019
1	1	PENTAXIM	6.8	6.1
2	3	OPDIVO	4.7	2.4
3	5	KEYTRUDA	3.5	2.1
4	17	SPINRAZA	2.3	1.0
5	4	SOVIGRIPP	2.2	2.2
6	2	PREVENAR 13	1.9	2.7
7	16	KADCYLA	1.9	1.0
8	12	PERJETA	1.9	1.1
9	14	GARDASIL	1.9	1.1
10	10	MENACTRA	1.6	1.2
Total			28.9	21.0

Just as the corresponding brand, VACCINE, ACEL.PERT.DIP.TET. POLIO & HIB (+47%) continued to be a leader of the top 10 INN and group names ranking (Table 3). The positions of the remaining INNs from the top ten ranking changed, moreover the positions of six of them improved. For instance, NIVOLUMAB (2.6-fold growth in purchases) moved up to rank two from four, and PEMBROLIZUMAB (2.3-fold growth) moved up to rank four from five. The newcomers NUSINERSEN (3.1-fold growth), TRASTUZUMAB EMTANSINE (2.5-fold growth), PERTUZUMAB (2.2-fold growth) and VACCINE, HUMAN PAPILLOMAVIRUS (HPV) TYPE-6,11,16 & 18 (2.3-fold growth) moved up to ranks five and seven through nine, respectively. Despite the outstripping growth rates, INNs VACCINE, INFLUENZA (+33%) and IMMUNOGLOBULIN BASE (+60%) moved down to ranks three and ten. INN VACCINE, PNEUMOCOCCAL CONJUGATE (-5%) that reduced its purchases also lost three rating points. The total share of the analysed top ten amounted to 30.8% vs 22.9% in the year-earlier period.

Table 3. The top 10 INNs and grouping names by hospital purchases

Rank		INNs/Grouping Names	Share in total hospital purchases, %	
2020	2019		2020	2019
1	1	VACCINE, ACEL.PERT.DIP.TET. POLIO & HIB	6.8	6.1
2	4	NIVOLUMAB	4.7	2.4
3	2	VACCINE, INFLUENZA	3.8	3.8
4	5	PEMBROLIZUMAB	3.5	2.1
5	22	NUSINERSEN	2.3	1.0
6	3	VACCINE, PNEUMOCOCCAL CONJUGATE	1.9	2.7
7	20	TRASTUZUMAB EMTANSINE	1.9	1.0
8	17	PERTUZUMAB	1.9	1.1
9	19	VACCINE, HUMAN PAPILLOMAVIRUS (HPV) TYPE-6,11,16 & 18	1.9	1.1
10	7	IMMUNOGLOBULIN BASE	1.8	1.5
Total			30.8	22.9

L01 Antineoplastic agents (+58%), J07 Vaccines (+35%), J01 Antibacterials for systemic use (+29%) and B05 Plasma substitution and perfusion solutions (+10%) continued to be at the head of the top ten ATC groups ranking (Table 4). Four ATC groups managed to rise in the ranks. J06 Immune sera and immunoglobulins (+35%) and L04 Immunosuppressants (+52%) moved up two ranks, coming in at ranks five and six. Group B01 Antithrombotic agents (+46%) moved up from rank nine to eight, and its only newcomer M09 Other drugs for disorders of the musculoskeletal system (purchases tripled) moved up to the last rank of the top ten ranking. Due to lagging growth rates, the groups J05 Antivirals for systemic use (+21%) and V08 Contrast media (+1%) fell in the ranks, moving down to ranks seven and nine, respectively. The total share of the top 10 increased by more than 4 p.p. and accounted for 77.8%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
2020	2019			2020	2019
1	1	L01	ANTINEOPLASTIC AGENTS	25.6	21.5
2	2	J07	VACCINES	20.3	19.9
3	3	J01	ANTIBACTERIALS FOR SYST USE	7.4	7.6
4	4	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	5.0	6.0
5	7	J06	IMMUNE SERA & IMMUNOGLOBULIN	3.6	3.5
6	8	L04	IMMUNOSUPPRESSANTS	3.6	3.1
7	5	J05	ANTIVIRALS FOR SYSTEMIC USE	3.6	3.9
8	9	B01	ANTITHROMBOTIC AGENTS	3.4	3.1
9	6	V08	CONTRAST MEDIA	3.0	3.9
10	16	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET.SYST	2.3	1.0
Total				77.8	73.6

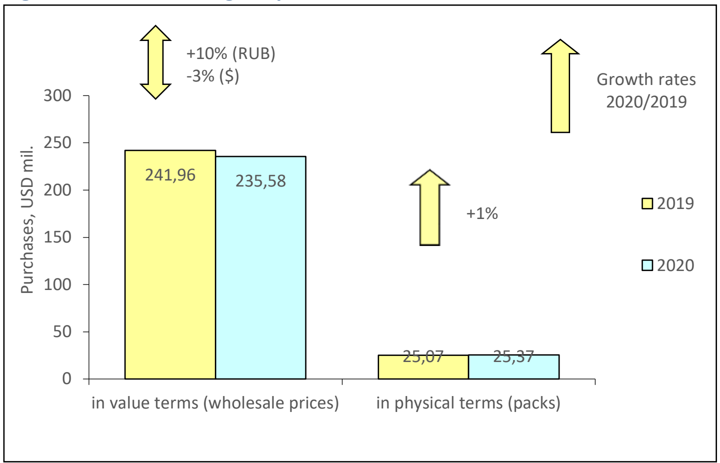
Conclusion. Based on the results for 2020, the Moscow hospital market grew by 32% in rouble terms and by 16% in dollar terms and brought in RUB 43.940 bil. (USD 601.904 mil.). In pack terms, the market increased by 5% and amounted to 57.269 mil. packs. At year-end 2020, the average cost of an FPP pack in the hospital sector of Moscow was USD 10.51, whereas in the year-earlier period it was USD 9.46.

SAINT PETERSBURG HOSPITAL MARKET: 2020 RESULTS

According to the results of the Budget Audit of FPPs in the Russian Federation (without DLO and regional benefit), in 2020 the St. Petersburg hospital market expanded in physical terms by 1% and amounted to 25.372 mil. packs. Movement of hospital purchases in value terms was multi-directional: the market showed a 10% increase in rouble terms and 3% increase in dollar terms, and its volume amounted to RUB 17.195 bil. (USD 235.583 mil.) at wholesale prices.

In the analysed period, the average cost of an OTC pack in the city hospitals was USD 9.29, whereas in the year-earlier period it was USD 9.65.

Figure 1. St. Petersburg hospital market in 2019 – 2020



Due to 69% growth in purchases, ROCHE became the leader of the top ten manufacturers in the hospital market of St. Petersburg at the year-end 2020 (Table 1). MSD (+7%). The growth rates of MSD (+7%), which had been the leader of the top 10 ranking earlier, lagged behind the market average rates, which resulted in the loss of one point by the company. BIOCAD (+32%) and BRISTOL MYERS (+33%) held and reinforced their earlier ranks three and four. In addition, another four brands of the top ten managed to rise in the ranks. BAYER (0%) and JOHNSON & JOHNSON (-7%) moved up to ranks six and seven, and the newcomers ABBVIE (-4%) and SANOFI (+26%) broke into the top ten ranking, rounding it out. At the same time, PFIZER (-1%) and PHARMASYNTEZ (-13%) moved down to ranks five and eight. The total share of the top ten manufacturers expanded by over 2 p.p. and accounted for 44.1%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank in the top ten		Manufacturer*	Share in total hospital purchases, %	
2020	2019		2020	2019
1	6	**ROCHE**	7.2	4.7
2	1	**MSD**	7.0	7.2
3	3	BIOCAD RF	6.3	5.3
4	4	**BRISTOL MYERS SQU**	6.1	5.1
5	2	**PFIZER**	4.8	5.3
6	8	**BAYER**	2.8	3.1
7	9	**JOHNSON & JOHNSON**	2.6	3.0
8	7	PHARMASYNTEZ	2.5	3.1
9	11	**ABBVIE**	2.5	2.8
10	12	**SANOFI**	2.4	2.1
Total			44.1	41.8

*AIPM members are in bold.

Due to outstripping growth rates, OPDIVO (+35%) and KEYTRUDA (+49%) held and reinforced their previous top two ranks in the top ten brands ranking (Table 2). Note that most of the top 10 brand names showed even higher growth rates. PERJETA (+81%), SOVIGRIPP (+55%), AVEGRA (+59%) and NATRIUM CHLORIDUM (+47%) moved up to ranks three through five inclusive and nine, and the newcomers KADCYLA (+65%) and TECENTRIQ (+97%) moved up to ranks seven and ten. TIVICAY (+ 30%) that increased purchases by almost a third moved up from rank seven to six. And only HERTICAD (-1%) that showed negative growth rates moved down to rank eight from four. In total, the top ten ATC groups accounted for 21.6% of the regional hospital market, whereas in the year-earlier period their share was 16.3%.

Table 2. The top 10 brands by hospital purchases

Rank in the top ten		Brand	Share in total hospital purchases, %	
2020	2019		2020	2019
1	1	OPDIVO	4.7	3.8
2	2	KEYTRUDA	3.7	2.8
3	9	PERJETA	2.0	1.2
4	6	SOVIGRIPP	1.9	1.4
5	8	AVEGRA BIOCAD	1.8	1.2
6	7	TIVICAY	1.6	1.4
7	12	KADCYLA	1.5	1.0
8	4	HERTICAD	1.5	1.7
9	10	NATRIUM CHLORIDUM	1.5	1.1
10	23	TECENTRIQ	1.3	0.7
Total			21.6	16.3

All INNs and group names from the top ten ranking showed outstripping growth rates (Table 3). In addition, the top four INNs, NIVOLUMAB (+35%), PEMBROLIZUMAB (+49%), VACCINE, INFLUENZA (+36%) and TRASTUZUMAB (+56%) held their own in the ranking. Another four INNs managed to rise in the ranks. BEVACIZUMAB (+54%) moved up to rank seven and the newcomers PERTUZUMAB (+81%), ENOXAPARIN SODIUM (3.5-fold increase in purchases), and TRASTUZUMAB EMTANSINE (+65%) broke into the top ten ranking. At the same time, slightly less dynamic SODIUM (+20%) and DOLUTEGRAVIR (+30%) moved down one rank to numbers six and nine. The total share accumulated by the top-ten INNs and grouping names increased from 18.1% to 24.7%.

Table 3. The top 10 INNs and grouping names by hospital purchases

Rank		INNs/Grouping Names	Share in total hospital purchases, %	
2020	2019		2020	2019
1	1	NIVOLUMAB	4.7	3.8
2	2	PEMBROLIZUMAB	3.7	2.8
3	3	VACCINE, INFLUENZA	3.3	2.7
4	4	TRASTUZUMAB	2.4	1.7
5	11	PERTUZUMAB	2.0	1.2
6	5	SODIUM	1.8	1.7
7	9	BEVACIZUMAB	1.8	1.3
8	31	ENOXAPARIN SODIUM	1.7	0.5
9	8	DOLUTEGRAVIR	1.6	1.4
10	15	TRASTUZUMAB EMTANSINE	1.5	1.0
Total			24.7	18.1

In contrast to the above rankings, the top ten ATC-group ranking did not change in composition (Table 4). L01 Antineoplastic agents (+3%), J05 Antivirals for systemic use (+12%) and J01 Antibacterials for systemic use (+37%) as well as J07 Vaccines (+10%) retained their previous top four ranks in the ranking. L04 Immunosuppressants and B01 Antithrombotic agents (2.1-fold growth in purchases each), as well as N01 Anaesthetics (+4%) moved up to the higher ranks five, seven and ten. At the same time, B05 Plasma substitutes and perfusion solutions (+16%) moved down one rank, while V08 Contrast media (-2%) and L02 Endocrine therapy (-30%) that showed negative growth rates moved down to ranks eight and ten. In total, the top ten ATC groups accumulated 81.5% of the regional market, whereas in the year-earlier period - 79.1%.

Table 4. The top ten ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
2020	2019			2020	2019
1	1	L01	ANTINEOPLASTIC AGENTS	33.7	36.3
2	2	J05	ANTIVIRALS FOR SYSTEMIC USE	11.0	10.8
3	3	J01	ANTIBACTERIALS FOR SYST USE	8.3	6.7
4	4	J07	VACCINES	6.7	6.7
5	8	L04	IMMUNOSUPPRESSANTS	5.2	2.7
6	5	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	5.1	4.9
7	9	B01	ANTITHROMBOTIC AGENTS	4.4	2.3
8	6	V08	CONTRAST MEDIA	3.1	3.5
9	10	N01	ANESTHETICS	2.1	2.2
10	7	L02	ENDOCRINE THERAPY	1.9	3.1
Total				81.5	79.1

Conclusion. In 2020, the St. Petersburg hospital market grew by 10% in rouble terms and by 3% in dollar terms and brought in RUB 17.195 bil. (USD 235.583 mil.). In physical terms, the market showed low, but positive growth rates (+1%) and amounted to 25.372 mil. packs. At year-end 2020, the average cost of an FPP pack on the city hospital sector was lower than that in the year-earlier period (USD 9.29 vs. USD 9.65).