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

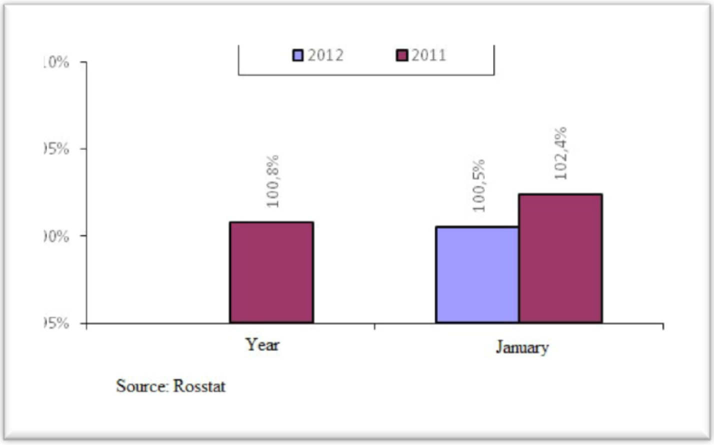
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, in January 2012 the Consumer Price Index was estimated as 100.5%.

In January, Industrial Producer Price Index was 99.8%, whereas in the month-earlier period it had amounted to 100.2%.

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



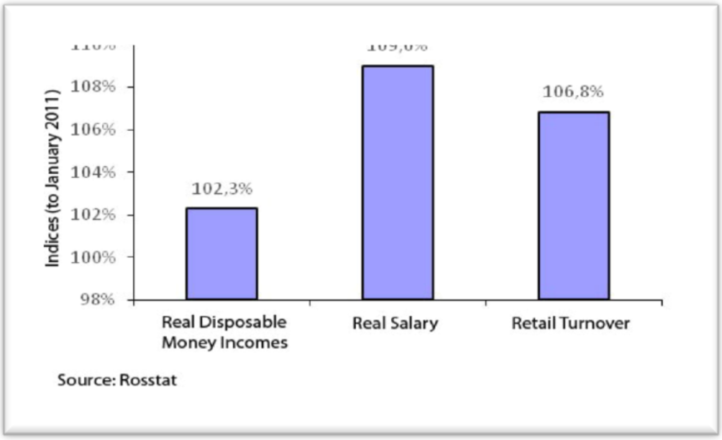
Living standard

According to preliminary Federal State Statistics Service's data, in January 2012 a gross monthly average salary per worker reached RUB 23,470 (USD 773.06) which accounted for 113.5% compared to January 2011 and 71.5% compared to December 2011. The real salary in January 2012 accounted for 109.0% as compared with the same period in 2011. In January 2012, the real value of cash incomes accounted for 102.3% compared to the same period of 2011 (Fig. 2).

Retail turnover

In January 2012 the retail turnover was equal to RUB 1,514.7 bln, which in stock accounts for 106.8% compared to the same period a year ago (Fig. 2).

Figure 2. Real values of cash incomes, salary and retail turnover in January 2012



Manufacture of industrial products

According to Federal State Statistics Service's data, in January 2012 Industrial Production Index accounted for 103.8% compared to the same period a year ago, and 90.2% to December 2011.

Domestic production

The top 10 domestic manufacturers by production volume at January-end 2012 are shown in Table 1. The total production volume by top ten manufacturers was estimated at USD 135.4 mln.

Table 1. The top ten chemical and pharmaceutical manufacturers by production volume in January 2012

Rank	Drug Manufacturer	Production volume, $mln.
1	Pharmstandart	32,9
2	Stada	21,2
3	KRKA-RUS	20,7
4	Pharm-Center	10,7
5	Sotex	10,6
6	Akrihin	10,0
7	Valenta	10,0
8	Nearmedic Plus	8,3
9	Biosintez	5,6
10	Polysan	5,3

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In December 2011 the positive sales growth (in terms of roubles) was observed in all analyzed regions. The most pronounced sales growth was observed in Moscow (+22%), the least growth gain – in the Republic of Tatarstan (+2%).

Table 2. Pharmacy sales in the regions, 2011

Region	Pharmacy sales, $mln (wholesale prices)			Growth gain, % (Roubles)		
	October 2011	November 2011	December 2011	October/ September 2011	November/ October 2011	December/ November 2011
Moscow city	156,0	164,1	194,6	-6%	10%	22%
St. Petersburg	40,1	43,7	48,4	-15%	14%	14%
Krasnodarsky Kray	29,5	30,1	31,3	-12%	7%	7%
Novosibirskaya Oblast	21,1	22,6	25,2	-11%	12%	14%
Republic of Tatarstan	24,5	26,0	25,7	-2%	11%	2%
Krasnoyarsky Kray	15,6	16,7	17,4	-5%	12%	7%
Rostovskaya Oblast	20,9	20,5	21,9	-6%	3%	10%
Voronezhskaya Oblast	17,0	17,6	17,7	-8%	9%	3%
Perm city	6,4	6,0	6,8	-6%	-2%	17%
Tyumen city	6,4	6,7	6,9	-4%	9%	7%

Advertising

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

Table 3. The top five advertisers in mass media in January, 2012

Rank	Company*	Quantity of broadcasts
1	Novartis	8 240
2	Berlin-Chemie Menarini Group	5 849
3	Sanofi Aventis	5 657
4	Pharmstandart	5 207
5	Reckitt Benckiser	4 522

Source – TNS Gallup AdFact

Table 4. Tte top five trade names in mass media in January 2012

Rank	Trade name*	Quantity of broadcasts
1	Evalar	2 820
2	Nurofen	2 067
3	Coldrex	1 877
4	Hexoral	1 872
5	Complivit	1 816

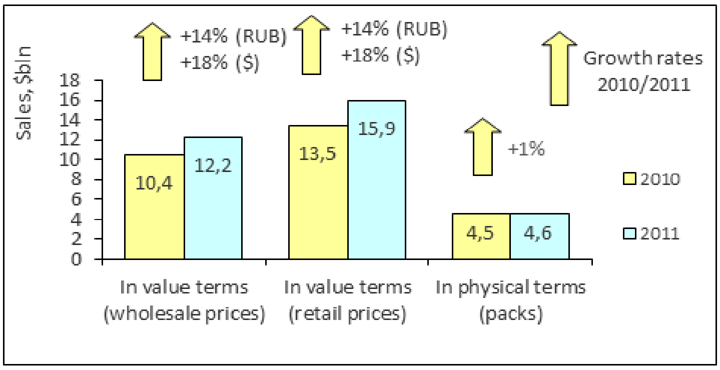
Source – TNS Gallup AdFact

* Only products registered with State Register of Medicines were considered

RUSSIAN PHARMACY OTC DRUG MARKET: 2011 RESULTS

According to the results of the Retail Audit of over-the-counter (OTC) drugs in Russian Federation™, the sales of over-the-counter drugs in physical terms increased by 1% to 4.555 bln packs over the period of twelve months of 2011. In value terms, the Russian OTC drugs market (exclusive of Beneficiary Drug Coverage) saw 14% increase in terms of roubles and 18% increase in terms of dollars compared to the same period a year ago and reached RUB 360.214 bln (USD 12.229 bln) in wholesale prices (Fig.1). The average cost of an OTC pack grew as compared to a year earlier (USD 2.99) and reached USD 3.48 in retail prices. The average Russian consumer spent USD 111.01 for over-the-counter drugs for twelve months of 2011, whereas during the same period a year ago – USD 94.17.

Figure 1. Russian pharmacy market in 2010 – 2011



At the end of 2011, the French drug maker SANOFI-AVENTIS (+11%[1]) and the Russian drug maker PHARMSTANDART (+8%) remained the leaders of the regional market (Table 1). However, the volumes of pharmacy sales of these drug makers lagged behind the market average which resulted in a slight decline of their market shares. Apart from them, the other two companies reduced their market shares: SERVIER (+7%), MENARINI (+3%) and ABBOTT (+12%) which lost one rank each and moved down to numbers 4, 5 and 10, respectively. Despite the recent outperformance, NYCOMED (+17%) also moved down one rank giving the way to more dynamic SANDOZ (+21%). The markets of other companies also developed by high growth rates which allowed them to hold as GEDEON RICHTER (+15%) did or even rose in the ranks. BAYER (+16%) moved up from rank 5 to 3, and NOVARTIS (+25%) moved up from rank 11 to 9. However, the cumulative share of the top 10 manufacturers reduced from 38.2% to 37.7%.

Table 1. The top 10 drug manufacturers by pharmacy sales

Rank		Drug manufacturer*	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	**SANOFI-AVENTIS**	5,6	5,8
2	2	PHARMSTANDART	4,8	5,1
3	5	**BAYER HEALTHCARE**	3,9	3,8
4	3	**SERVIER**	3,8	4,0
5	4	**MENARINI**	3,6	4,0
6	7	**SANDOZ GROUP**	3,5	3,3
7	6	**NYCOMED**	3,5	3,4
8	8	**GEDEON RICHTER**	3,3	3,3
9	11	**NOVARTIS**	2,9	2,7
10	9	**ABBOTT**	2,8	2,9
Total			37,7	38,2

*AIPM members are in bold

The leading five names of the best-selling over-the-counter drug in Russia remained stable compared to a year earlier (Table 2). Antiviral preparation ARBIDOL (-6%), hepatoprotector ESSENTIALE N (+2%), antihypoxant and reparant ACTOVEGIN (+13%), potent stimulator VIAGRA (+13%) and preparation for restoring intestinal flora LINEX (13%) as before held their first five ranks in the top 10 trade names ranking . However, note that in varying degrees, the sales growth rates of those trade names, especially ESSENTIALE N, lagged behind the average market growth, and the sales rates of ARBIDOL reduced as compared to a year earlier, ANAFERON (+4%) and OCILLOCOCCINUM (+1%) also showed low sales rates which resulted in the loss of their ranks and the trade names moved down to the bottom ranks of the top 10. In contrast, OTC ALFLUTOP (+21%) and a newcomer LASOLVAN (+38%) which moved up to ranks five and eight, showed the pronounced sales growth and rose in the ranks. MEZYM FORTE (-0.1%) placed at rank 9 in the year-earlier period moved down to rank 15 and dropped out of the top 10 ranking. The total share accumulated by the ten top OTC reduced by 0.5 p.p. and accounted for 7.6%.

Table 2. The top 10 trade names by pharmacy sales

Rank		Trade Name	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	ARBIDOL	1,3	1,6
2	2	ESSENTIALE N	1,0	1,2
3	3	ACTOVEGIN	0,9	0,9
4	4	VIAGRA	0,9	0,9
5	5	LINEX	0,7	0,7
6	10	ALFLUTOP	0,6	0,6
7	7	CONCOR	0,6	0,6
8	18	LASOLVAN	0,5	0,5
9	8	ANAFERON	0,5	0,6
10	6	OCILLOCOCCINUM	0,5	0,6
Total			7,6	8,1

The top 10 INN and Generic Names ranking had more noticeable changes (table 3). Only three of the top 10 INNs held their own in the ranking: the leader of the top 10 ARBIDOL (-6%), as well as BLOOD (+13%) and BISOPROLOL (+19%) at numbers 5 and 6. The most dynamic of the top ten INNs XYLOMETAZOLINE (+41%) moved up to the second rank by displacing PHOSPHOLIPIDS (+6%) and PANCREATIN (+12%) down one rank. Two newcomers appeared in the bottom part of the top-10 ranking: AMBROXOL (+30%) moved up from rank 12 to 7 and NIMESULIDE (+24%) moved up from rank 14 to 9. At the same time they displaced INN SILDENAFIL (+12%) and the combination PARACETAMOL + ASCORBIC ACID + PHENIRAMINE (+7%) down to ranks 8 and 10 respectively. In contrast to the previous ranking, the total share of the analyzed top 10 remained unchanged and accounted for 10.1%.

Table 3. The top 10 INN and Generic Names by pharmacy sales

Rank		INN/Generic Name	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	ARBIDOL	1,3	1,6
2	4	XYLOMETAZOLINE	1,2	1,0
3	2	PHOSPHOLIPIDS	1,1	1,2
4	3	PANCREATIN	1,1	1,2
5	5	BLOOD	1,0	1,0
6	6	BISOPROLOL	1,0	0,9
7	12	AMBROXOL	0,9	0,8
8	7	SILDENAFIL	0,9	0,9
9	14	NIMESULIDE	0,8	0,8
10	8	PARACETAMOL + ASCORBIC ACID + PHENIRAMINE	0,8	0,9
Total			10,1	10,1

As compared to a year earlier, the structure of the top 10 ATC-group ranking didn't change (table 4). On top of that, four groups held their own – as before N02 Analgesics (+11%), R05 Cough and cold preparations (+28%), G03 Sex hormones (+15%) and N06 Psychoanaleptics (+12%) were placed at numbers one, four, eight and ten respectively. M01 Anti-inflammatory and antirheumatic products (+18%), C09 Agents acting on the rennin-angiotensin system (+13%) and R01 Nasal preparations (+19%) rose in the ranks, coming at numbers 2, 5 and 6 respectively. At the same time, they displaced the less dynamic groups J01 Antibacterials for systemic use (+11%) and A11 Vitamins (+9%) down to ranks three and nine. The cumulative share of the top 10 pharmaceutical groups didn't change and accounted for 38.2%.

Table 4. The top 10 ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2011	2010			2011	2010
1	1	N02	ANALGESICS	5,1	5,3
2	3	M01	ANTIINFLAM & ANTIRHEUM PROD	4,6	4,4
3	2	J01	ANTIBACTERIALS FOR SYST USE	4,4	4,5
4	4	R05	COUGH AND COLD PREPARATIONS	4,3	3,9
5	6	C09	AG ACT RENIN-ANGIOTENS SYST	3,5	3,6
6	9	R01	NASAL PREPARATIONS	3,4	3,3
7	5		UNIDENTIFIED	3,4	3,7
8	8	G03	SEX HORM&MODULAT GENITAL SYS	3,3	3,3
9	7	A11	VITAMINS	3,3	3,5
10	10	N06	PSYCHOANALEPTICS	2,8	2,8
Total				38,2	38,2

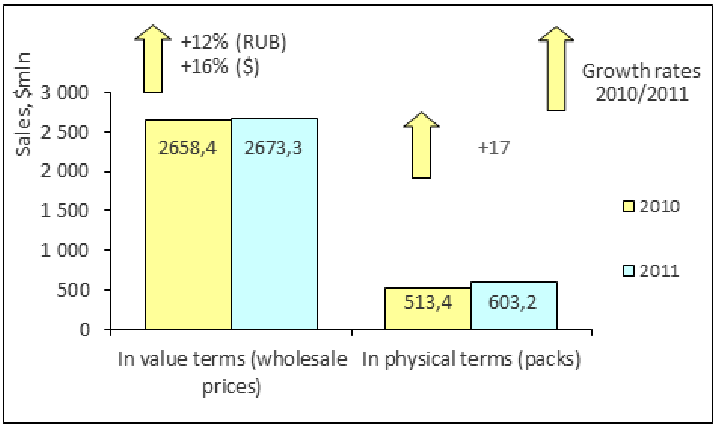
Conclusion. At the end of 2011, the retail OTC drugs market of Russia brought in RUB 467.125 bln (USD 15.859 bln). The market saw a 14% increase in terms of roubles and 18% in terms of dollars. The city market in physical terms also showed positive, but less pronounced growth rates (+1%) and reached 4.555 bln packs. As compared to the last year, the market performance increased (in 2010 6% in terms of roubles and 11% in terms of dollars), but didn't change in physical terms. At the end of 2011, the average cost of a pack was noticeably higher than in the year-earlier period (USD 3.48 vs. USD 2.99). The average expenses of Russia residents for purchase of OTC drugs in pharmacies also increased (USD 111.01 vs. USD 94.17).

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

RUSSIAN FEDERATION HOSPITAL MARKET: 2011 RESULTS

According to the results of the Retail Audit of over-the-counter (OTC) drugs in Russian Federation™, at the end of 2011 the hospital market of the country in physical terms saw a 17% increase to 603.238 mln packs. In value terms the market also showed the pronounced positive performance: 12% in terms of roubles and 16% in terms of dollars, and the market achieved RUB 61.120 bln (USD 2.080 bln) (Fig.1). The average cost of a pack was USD 3.45, whereas in the year-earlier period its cost was USD 3.50.

Figure 1. Russian hospital market in 2010 – 2011



At the end of 2011, the top 10 drug manufacturers in the hospital market changed more considerably than in the retail market (table 1). Three newcomers broke into the ranks of the top ten. The Russian companies PHARM-CENTER (+29%) and BIOTEK (+26%) as well as GLAXOSMITHKLINE (+19%) came in at three bottom numbers of the ranking. NYCOMED (+23%), PFIZER (+42%) and ROCHE (+13%) also moved up to the higher ranks, coming in at numbers 4, 6 and 7, respectively. Due to low growth rates, the corporation MERCK SHARP DOHME (+1%) moved down one rank to number 5. Preparations from unidentified manufacturers, as well as SANOFI-AVENTIS (+8%) and ASTRAZENECA (+14%) held their leading positions in the hospital market. The total share accumulated by the top 10 manufacturers increased more than 2 p.p. and escalated to 38.9%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank		Drug manufacturer*	Share in total hospital purchases, %	
2011	2010		2011	2010
1	1	Unidentified manuf.	10,2	9,0
2	2	**SANOFI-AVENTIS**	6,8	7,0
3	3	**ASTRAZENECA**	3,7	3,7
4	5	**NYCOMED**	3,4	3,1
5	4	**MERCK SHARP DOHME**	3,2	3,5
6	10	**PFIZER**	2,7	2,2
7	8	**ROCHE**	2,3	2,3
8	12	PHARM-CENTER	2,3	2,0
9	13	BIOTEK	2,2	1,9
10	11	**GLAXOSMITHKLINE**	2,2	2,1
Total			38,9	36,7

*AIPM members are in bold

The leader of the top 10 trade names didn't change either; the traditional hospital preparation NATRIUM CHLORIDUM (+29%) maintained and reinforce its own in the ranking (table 2). Apart from it, OTC CLEXAN (+16%[2]) and ACTOVEGIN (+17%) also held their own in the top ten, at numbers 3 and 5. The high purchase rates were shown by HEPARIN (+65 %) that moved up from rank 6 to 2 and displaced MERONEM (+10%) down two ranks, as well as by the newcomers of the top ten TAXOTERE (+79%) and FRAXIPARINE (+56%), coming in at numbers 9 and 10. The markets of GLUCOSE (+28%) and CEFOTAXIM (+19%) developed at a fast pace which allowed them to move up to ranks 6 and 7. Reduction in purchases was only shown by TIENAM (-12%) that lost four ranks, coming in at number 8.

Table 2. The top 10 trade names by hospital purchases

Rank		Trade Name	Share in total hospital purchases, %	
2011	2010		2011	2010
1	1	NATRIUM CHLORIDUM	4,7	4,1
2	6	HEPARIN	1,7	1,2
3	3	CLEXAN	1,7	1,7
4	2	MERONEM	1,7	1,7
5	5	ACTOVEGIN	1,3	1,2
6	7	GLUCOSE	1,3	1,1
7	9	CEFOTAXIM	1,0	0,9
8	4	TIENAM	1,0	1,3
9	20	TAXOTERE	0,9	0,6
10	18	FRAXIPARINE	0,9	0,6
Total			16,2	14,3

[2] From 2008, data on APS represent the information describing supplies in contractual prices

The most INNs held their own in the top ten INNs and Generic names ranking (table 2). Among them were four leading INNs: SODIUM (+29%), CEFTRIAXONE (-2%), MEROPENEM (+18%) and ENOXAPARIN SODIUM (+22%). On top of that, GLUCOSE (+23%), BLOOD (+20%) and IMMUNOGLOBULIN BASE (+15%) also held their own in the ranking, staying at numbers 6, 8 and 9, respectively. The only newcomer INN HEPARIN (+65%) that broke into the ranks of the top ten, coming in at number 5, could rose in the ranks. At the same time, CEFOTAXIME (+6%) and combination CILASTATIN + IMIPENEM (-6%) moved down to lower ranks 7 and 10.

Table 3. The top 10 INN and Generic Names by hospital purchases

Rank		INN/Generic Name	Share in total hospital purchases, %	
2011	2010		2011	2010
1	1	SODIUM	4,7	4,1
2	2	CEFTRIAXONE	2,5	2,8
3	3	MEROPENEM	2,2	2,1
4	4	ENOXAPARIN SODIUM	1,9	1,7
5	11	HEPARIN	1,7	1,2
6	6	GLUCOSE	1,7	1,5
7	5	CEFOTAXIME	1,5	1,6
8	8	BLOOD	1,4	1,3
9	9	IMMUNOGLOBULIN BASE	1,3	1,3
10	7	CILASTATIN + IMIPENEM	1,1	1,3
Total			20,0	18,9

Insignificant shifts took place in the top ten ATC groups - only two ATC groups changed their ranks in the ranking (table 4). They were B02 Antihemorrhagics (+6%), J06 Immune sera and immunoglobulins (+22%) that moved up to ranks 7 and 9 respectively. On top of that, the latter appeared in the top 10 ranking for the first time. The other ATC groups held their own in the ranking. Due to outstripping performance, most of them strengthened their leading positions by expanding its market share. At the same time, some groups with low growth rates, such as J01 Anti-bacterials for systemic use (+9%) and V08 Contrast media (+2%) as well as N05 Psycholeptics (-5%), reduced their purchases which resulted in a decrease in market shares. However, it didn't prevent the former of the above from remaining an absolute leader of the hospital segment by accumulating 20% of all hospital purchases.

Increase of cumulative Top-10 share was typical for all analyzed rankings. The most significant increase was noted in the first and the last ranking and accounted for 2.2%.

Table 4. The top 10 ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
2011	2010			2011	2010
1	1	J01	ANTIBACTERIALS FOR SYST USE	19,5	20,0
2	2	B05	BLOOD SUBSTITUTE & PERF SOLS	12,1	11,0
3	3	L01	ANTINEOPLASTIC AGENTS	7,9	6,8
4	4	B01	ANTITHROMBOTIC AGENTS	7,1	5,9
5	5	N01	ANESTHETICS	3,4	3,2
6	6	N05	PSYCHOLEPTICS	2,6	3,0
7	9	B02	ANTIHEMORRHAGICS	2,6	2,7
8	8	V08	CONTRAST MEDIA	2,5	2,8
9	13	J06	IMMUNE SERA & IMMUNOGLOBULIN	2,0	1,9
10	10	N06	PSYCHOANALEPTICS	2,0	2,0
Total				61,6	59,4

Conclusion. At 2011-end, Russian hospital market grew by 12% in rouble terms and by 16% in dollar terms and brought in RUB 61.120 bln (USD 2.080 bln). In physical terms the market also showed pronounced positive growth rates (+17%) and amounted to 603.238 mln packs. Compared to the market performance during the same period a year ago, the growth rates both in value and physical terms visibly increased (in 2010 +0.1% in terms of roubles and +0.5% in terms of packs). The national average cost of an OTC pack in the pharmacies slightly reduced as compared to the previous year (USD 3.45 vs. USD 3.50).

BENEFICIAL DRUG COVERAGE IN THE RUSSIAN FEDERATION: 2011 RESULTS

According to BDC in RF™, at the end of 2011, the OTC drugs supplies under Beneficial Drug Coverage Programs amounted to RUB 77.885 bln (USD 2.673 bln) in contractual prices[2]. The segment volume reduced 3% in terms of roubles, but increased 1% in terms of dollars as compared to the same period a year ago. Drugs supplies in physical terms reduced (-1%) to 93.797 mln packs. On the average, the cost of OTC pack within the Program was USD 28.50 in contractual prices (during the same period in 2010 - USD 28.04).

At the end of 2011, the top ten manufacturers participated in the BDC Program showed sufficiently high stability – six of its manufacturers held their own in the ranking (table 1). Among them were four leading drug makers ROCHE (+4%), NOVARTIS (-14%), JOHNSON & JOHNSON (-19%) and TEVA (+11%) as well as MERCK SHARP DOHME (+3%) and ELI LILLY (-13%) placed at two bottom numbers. However, note that three above companies showed negative growth rates which resulted in the reduction of market shares. Considerable reduction in purchases from NOVO NORDISK (-26%) led to the loss of three ranks. Three drug manufacturers of the top 10 rose in the ranks. Among them was BAXTER (+91%) that broke into the ranks of the top ten, coming in at number six. SANOFI-AVENTIS (+3%) moved up two ranks to number 5, whereas ASTRAZENECA (+6%) moved down from rank 8 to 7.

Table 1. The top 10 drug manufacturers for BDC

Rank		Drug manufacturer*	Share in total BDC, %	
2011	2010		2011	2010
1	1	**ROCHE**	13,5	12,6
2	2	**NOVARTIS**	10,3	11,4
3	3	**JOHNSON & JOHNSON**	7,9	9,4
4	4	**TEVA**	5,9	5,1
5	7	**SANOFI-AVENTIS**	4,8	4,5
6	11	**BAXTER INT**	4,3	2,2
7	8	**ASTRAZENECA**	3,9	3,6
8	5	**NOVO NORDISK**	3,7	4,8
9	9	**MERCK SHARP DOHME**	2,9	2,8
10	10	**ELI LILLY**	2,0	2,2
Total			59,2	58,6

*AIPM members are in bold

The top ten trade names ranking changed its leader – antineoplastic agent GLIVEC (+6%) ranked 1st on the list (table 2). Due to reduction in purchases by 11%, VELCADE that had topped the top 10 before, only came in at number three allowing MABTHERA (+12%) to move up. Note that six trade names from the remaining ones of the top 10 rose in the ranks and only one name COAGIL-VII (+5%) maintained its rank nine. COPAXONE TEVA (+5%) moved up one rank, HERCEPTIN (+18%) and REMICADE (+17%) moved up two ranks. Due to multi-fold growth in purchases, HEMOFIL M, LANTUS SOLOSTAR and GENFAXON shot ahead of other trade names and broke into the ranks of the top 10. Thanks largely to them, the ten-firm concentration ratio increased almost 7 p.p. and reached 33.4%.

Table 2. The top ten trade names for BDC

Rank		Trade Name	Share in total BDC, %	
2011	2010		2011	2010
1	2	GLIVEC	6,4	5,8
2	3	MABTHERA	6,1	5,3
3	1	VELCADE	5,7	6,2
4	5	COPAXONE TEVA	4,1	3,7
5	57	HEMOFIL M	2,2	0,4
6	8	HERCEPTIN	2,0	1,7
7	41	LANTUS SOLOSTAR	2,0	0,6
8	10	REMICADE	1,7	1,4
9	9	COAGIL-VII	1,7	1,5
10	195	GENFAXON	1,5	0,0
Total			33,4	26,7

Despite the considerable updating of the previous ranking, only one newcomer entered the top ten INN and generic names ranking (table 3). It was INN TRASTUZUMAB (+18%) which moved up from rank 12 to 8. On top of that, the top ten suffered considerable changes – only GLATIRAMER ACETATE (+5%) at number 5 held its own in the ranking. In this connection five INNs of the top 10 rose in the ranks. IMATINIB (+6%) and RITUXIMAB (+12%) moved up two ranks, coming in at numbers 1 and 2, respectively. At the same time, due to drop in purchases BORTEZOMIB (-11%) and FACTOR VIII (-16%) moved down to ranks 3 and 4, respectively. INTERFERON BETA-1A (+23%), INSULIN GLARGINE (+12%) and INSULIN HUMAN ISOPHANE (-11%) moved up one rank, coming in at numbers six, seven and nine. Evident negative growth rates caused loss of ranks by INN INTERFERON BETA-1B (-32%) that moved down from rank 6 to 10. The cumulative share of the top 10 trade names increased from 39.1% to 40.0%.

Table 3. The top ten INN and generic names for BDC

Rank		Trade Name	Share in total BDC, %	
2011	2010		2011	2010
1	3	IMATINIB	6,4	5,8
2	4	RITUXIMAB	6,1	5,3
3	2	BORTEZOMIB	5,7	6,2
4	1	FACTOR VIII	5,7	6,5
5	5	GLATIRAMER ACETATE	4,1	3,7
6	7	INTERFERON BETA-1A	3,3	2,6
7	8	INSULIN GLARGINE	2,8	2,5
8	12	TRASTUZUMAB	2,0	1,7
9	10	INSULIN HUMAN ISOPHANE	2,0	2,1
10	6	INTERFERON BETA-1B	1,9	2,7
Total			40,0	39,1

More than half of the top 10 ATC groups in BDC segment held their own in the ranking (table 4). Among them were the top 10 leaders – Group L01 Antineoplastic agents (+2%) and A10 Drugs used in diabetes (-4%). B02 Antihemorrhagics that had been placed at number three reduced their purchases by 17% and moved down to number 4 allowing the group L03 Immunostimulants (-2%) to move upwards. The bottom part of the top 10 also experienced the transformation – L02 Endocrine therapy (+0.4%) and B03 Antianemic preparations (-13%) swapped ranks, coming in at numbers 7 and 8, respectively. The groups R03 Drugs for obstructive airway diseases (+6%), L04 Immunosuppressants (+4%), A16 Other aliment tract and metabolic products (+7%) and C09 Agents acting on the rennin-angiotensin system (+3%) held their own ranks five and six as well as two bottom ranks. The cumulative share of the top ten trade names increased and achieved 78.2%.

Table 4. The top ten ATC groups for BDC

Rank		ATC code	ATC group	Share in total BDC, %	
2011	2010			2011	2010
1	1	L01	ANTINEOPLASTIC AGENTS	25,6	24,3
2	2	A10	DRUGS USED IN DIABETES	11,3	11,4
3	4	L03	IMMUNOSTIMULANTS	10,4	10,2
4	3	B02	ANTIHEMORRHAGICS	9,5	10,9
5	5	R03	DRUG FOR OBSTRUCT AIRWAY DIS	4,9	4,5
6	6	L04	IMMUNOSUPPRESSANTS	4,4	4,1
7	8	L02	ENDOCRINE THERAPY	3,5	3,4
8	7	B03	ANTIANEMIC PREPARATIONS	3,5	3,8
9	9	A16	OTH ALIMENT TRACT&METAB PROD	2,7	2,4
10	10	C09	AG ACT RENIN-ANGIOTENS SYST	2,4	2,3
Total				78,2	77,5

Data on supplies to the top ten regions of Russia under BDC Program are shown in Table 5. As before, Moscow city which market share accounts for 21.2% of the segment topped the ranking by a wide margin, which is 1.5 p.p. more than the value in the past year. Moscovskaya Oblast (5.1%) and St. Petersburg (4.8%) held their own numbers two and three in the ranking. The considerable growth in purchases under BDC Program was observed in the Southern FO, which at year end moved up to rank 4. The total share of the top 10 regions by supplies for BDC increased 1 p.p. as compared to the same period in 2010 and accounted for 49.2%.

Table 5. The top ten regions by sales for BDC

Rank		Region	Share in total BDC, %	
2011	2010		2011	2010
1	1	Moscow city	21,2	19,8
2	2	Moscovskaya oblast	5,1	4,9
3	3	St. Petersburg city	4,8	4,8
4	7	Rest of South FO	3,1	2,8
5	6	Sverdlovskaya oblast	2,9	3,0
6	5	Rest of North-West FO	2,8	3,0
7	4	Krasnodarsky kray	2,7	3,2
8	8	Republic of Tatarstan	2,4	2,5
9	9	Republic of Bashkortostan	2,2	2,4
10	15	Rest of Privolzhski FO	2,0	2,0
Total			49,2	48,3

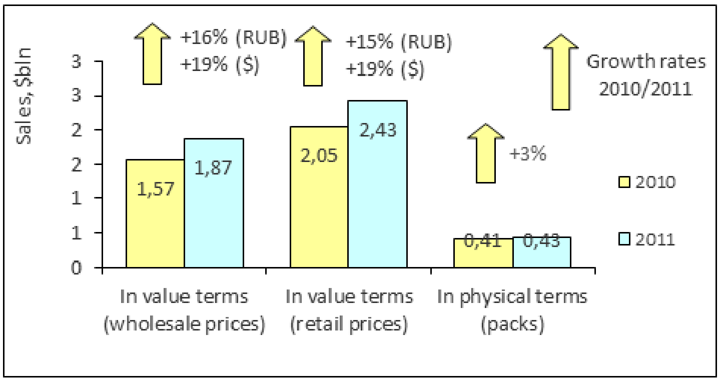
Conclusion. At the end of 2011, BDC Segment amounted to RUB 77.885 bln (USD 2.673 bln). As compared with the previous year, it saw a decrease in purchases by 3% in terms of roubles, and 1% in terms of dollars. In pack terms the supplies reduced by 1% to 93.797 mln packs. The average cost of OTC pack participating in BDC Program (USD 28.50) grew as compared to the figures of the past year (USD 28.04).

MOSCOW PHARMACY MARKET: 2011 RESULTS

According to Federal State Statistics Service, as of January 1, 2011 Moscow's estimated population was 11.541 mln, which accounted for 8% of the total Russian Federation population and 30% of Central FO (CFO). According to Federal State Statistics Service's data, the average salary in the capital was RUB 43,547.1 (USD 1,482.20), which is 84% more than the average salary in Russia (RUB 23,693.1).

According to the results of the Retail Audit of over-the-counter (OTC) drugs in Russian Federation™, in Moscow the sales of over-the-counter drugs in physical terms increased by 3% to 426.016 bln packs over the period of twelve months of 2011. In value terms, the metropolitan OTC drugs market (exclusive of Beneficiary Drug Coverage) saw 16% increase in terms of roubles and 19% increase in terms of dollars compared to the same period a year ago and reached RUB 55.088 bln (USD 1.870 bln) in wholesale prices (Fig.1). The region share in the total volume of all-Russia pharmacy market accounted for 15.3%. The average cost of an OTC pack grew as compared to the same period of the previous year (USD 4.97) and reached USD 5.71 in retail prices. In 2011, the Moscow consumers spent on drugs USD 210.62 on the average.

Figure 1. Moscow pharmacy market in 2010 – 2011



At the end of 2011, half of companies in the top 10 manufacturers in the pharmacy market of Moscow held their own in the ranking (table 1). Among them were the ranking leaders SANOFI-AVENTIS (+13%), PHARMSTANDART (+5%), BAYER (+19%) and SERVIER (+7%), as well as PFIZER (+24%) placed at number eight. Note that markets of only two (BAYER and PFIZER) manufacturers of those five developed at a fast pace, which allowed them to expand their market shares. Corporation NOVARTIS (+24%) as well as newcomers NYCOMED (+22%) and TEVA (+27%) also showed high growth rates. At the same time, the companies moved up to higher ranks 5, 9 and 10 respectively. SANDOZ (+17%) moved up one rank, coming in at number 6, whereas the less dynamic ABBOTT (+13%) moved down from rank 5 to 7. The cumulative share of the top 10 manufacturers didn't change and accounted for 39.2%.

Table 1. The top 10 drug manufacturers by pharmacy sales

Rank		Drug manufacturer*	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	**SANOFI-AVENTIS**	6,3	6,4
2	2	PHARMSTANDART	4,5	5,0
3	3	**BAYER HEALTHCARE**	4,4	4,3
4	4	**SERVIER**	3,7	4,0
5	6	**NOVARTIS**	3,7	3,5
6	7	**SANDOZ GROUP**	3,5	3,4
7	5	**ABBOTT**	3,5	3,6
8	8	**PFIZER**	3,5	3,2
9	11	**NYCOMED**	3,1	3,0
10	13	**TEVA**	3,0	2,8
Total			39,2	39,2

*AIPM members are in bold

Antiviral ARBIDOL (-14%) and hepatoprotector ESSENTIALE N (+4%) remained the best-selling over-the-counter drugs in the metropolitan market (table 2). However, note that the volumes of pharmacy sales of those trade names were negative (as well as in the first case) or low, which resulted in the reduction of their market shares. Apart from the leader, the reduction in sales was showed by the homeopathic drug OCILLOCOCCINUM (-4%), which moved down from rank three to five. ACTOVEGIN (+18%) also moved down to the lower rank, coming in at number 8. As before, LINEX (+10%), DETRALEX (+15%), HEPTRAL and AMIXIN (+24% each) held their ranks four, six, nine and ten. At the same time, VIAGRA (+24%) and CIALIS (+53%) rose in the ranks and moved up to numbers 3 and 7, respectively. On top of that, the latter became the only newcomer of the top 10 ranking.

Table 2. The top 10 trade names by pharmacy sales

Rank		Trade Name	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	ARBIDOL	1,4	1,9
2	2	ESSENTIALE N	1,0	1,1
3	5	VIAGRA	0,9	0,8
4	4	LINEX	0,9	0,9
5	3	OCILLOCOCCINUM	0,9	1,0
6	6	DETRALEX	0,7	0,7
7	14	CIALIS	0,7	0,5
8	7	ACTOVEGIN	0,6	0,6
9	9	HEPTRAL	0,6	0,6
10	10	AMIXIN	0,6	0,5
Total			8,3	8,8

Two newcomers broke into the ranks of the top ten INN and generic names ranking (table 3). They were AZITHROMYCIN and DIOSMIN + HESPERIDIN (+16% each), coming in at two bottom ranks of the top ten, The other four INNs came in at yet higher ranks. XYLOMETAZOLINE (+43%), PANCREATIN (+13%) and combination PARACETAMOL + ASCORBIC ACID + PHENIRAMINE (+8%) moved up one rank to numbers one, three and eight respectively, whereas INN SILDENAFIL (+26%) moved up from number 8 to 5. At the same time, ARBIDOL (-14%), PHOSPHOLIPIDS (+6%) and ANAS BARBARIAE (-3%) moved down one rank, coming in at numbers 2, 4 and 6 respectively. FLUCONAZOLE (+11%) succeeded in maintaining its rank seven in the top ten. The total share of the top 10 INNs and generic names, as well as of the two above top 10 rankings reduced and accounted for 9.8%.

Table 3. The top 10 INN and Generic Names by pharmacy sales

Rank		INN/Generic Name	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	2	XYLOMETAZOLINE	1,5	1,2
2	1	ARBIDOL	1,4	1,9
3	4	PANCREATIN	1,1	1,1
4	3	PHOSPHOLIPIDS	1,1	1,2
5	8	SILDENAFIL	0,9	0,8
6	5	ANAS BARBARIAE	0,9	1,1
7	7	FLUCONAZOLE	0,8	0,9
8	9	PARACETAMOL + ASCORBIC ACID + PHENIRAMINE	0,7	0,8
9	11	AZITHROMYCIN	0,7	0,7
10	12	DIOSMIN + HESPERIDIN	0,7	0,7
Total			9,8	10,3

At the end of 2011, Group N02 Analgesics (+17%) established a lead over ATC groups by displacing the last year leader J01 Antibacterials for systemic use (+13%) to rank two (table 4). Preparations of unidentified pharmaceutical groups and R01 Nasal preparations (+22%) maintained their ranks three and four. The groups G03 Sex hormones (+17%) and M01 Anti-inflammatory and antirheumatic products (+20%) held their own in the ranking at numbers 7 and 8 of the top ten. L03 Immunostimulants (+46%) moved up to rank 5 from 14 displacing Group A11 Vitamins (+12%) down one rank. One more newcomer R05 Cough and Cold Preparations (+28%) broke into the ranks of the top ten, coming in at number ten. The total share of the top ten ATC groups, in contrast to the above rankings, increased and reached 36.4%.

Table 4. The top 10 ATC Groups by pharmacy sales

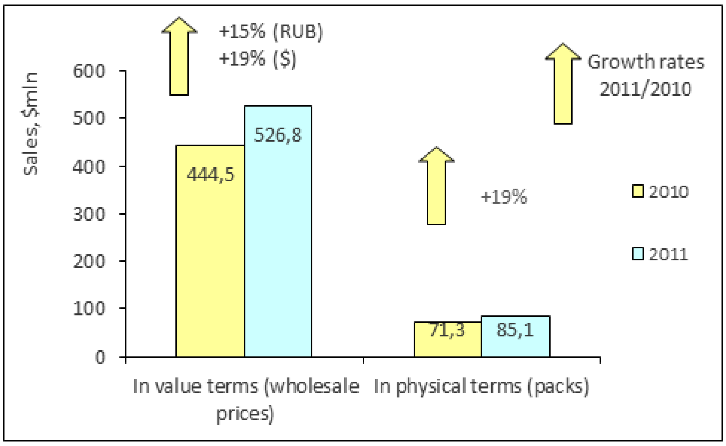
Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2011	2010			2011	2010
1	2	N02	ANALGESICS	4,4	4,3
2	1	J01	ANTIBACTERIALS FOR SYST USE	4,3	4,4
3	3		UNIDENTIFIED	3,8	4,2
4	4	R01	NASAL PREPARATIONS	3,8	3,6
5	14	L03	IMMUNOSTIMULANTS	3,5	2,8
6	5	A11	VITAMINS	3,4	3,6
7	7	G03	SEX HORM&MODULAT GENITAL SYS	3,4	3,3
8	8	M01	ANTIINFLAM & ANTIRHEUM PROD	3,3	3,2
9	6	A07	INTESTINAL ANTIINFECTIVES	3,3	3,4
10	12	R05	COUGH AND COLD PREPARATIONS	3,2	2,9
Total				36,4	35,6

Conclusion. At the end of 2011, the retail OTC drugs market of Moscow brought in RUB 71.622 bln (USD 2.431 bln). The market saw a 15% increase in terms of roubles and 19% in terms of dollars. The city market in physical terms also showed positive sales growth rates (+3%) and reached 426.016 mln packs. The average cost of a pack at the end of twelve months was markedly higher than the same value a year ago (USD 5.71 vs. USD 4.97). Per capita expenses for purchase of medicines in pharmacies of Moscow amounted to USD 210.62. Both the average cost of an OTC pack and the average sum spent by residents of the city for the purchase of OTC exceeded the Russia average (cost of OTC drug – USD 3.48 and average expenses – USD 111.01).

MOSCOW HOSPITAL MARKET: 2011 RESULTS

According to the results of the Audit of Hospital Purchases in Russian Federation™, in 2011 the Moscow hospital market saw a 19% increase in physical terms to 85.131 mln packs. In value terms, the hospital purchases increased 15% in terms of roubles and 19% in terms of dollars and reached RUR 15.488 bln (USD 526.782 mln) in wholesale prices. The average cost of a hospital drug slightly reduced compared a year earlier and amounted to USD 6.19 (in 2010 - USD 6.24). The metropolitan market share accounted for 25.3% of the Russian hospital market in value terms.

Figure 1. Moscow hospital market in 2010 – 2011



At the end of 2011 the ten top manufacturers ranking in Moscow hospital market suffered considerable changes (table 1). However, the preparations of unidentified manufacturers and SANOFI-AVENTIS (+59%) held their leadership in the ranking. ASTRAZENECA (+30%) moved up to rank three from four, one of the most dynamic companies of the top ten PFIZER (+91%) moved up to rank four. Only the market of Israeli TEVA developed at a faster pace, which due to 2.2 -fold growth in purchases moved up from rank 19 to 10. Drug manufacturers BAXTER (+27%), NOVARTIS (+26%) and NYCOMED (+29%) maintained their numbers 6, 7 and 9, respectively. At the same time, companies with low growth rates ROCHE (+8%) and MERCK SHARP DOHME (+2%) moved down to lower ranks. The total share of the top ten manufacturers increased by almost 7 p.p. and reached 52%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank		Drug manufacturer*	Share in total hospital purchases, %	
2011	2010		2011	2010
1	1	UNIDENTIFIED MANUF	11,1	11,4
2	2	**SANOFI-AVENTIS**	8,3	6,0
3	4	**ASTRAZENECA**	5,4	4,8
4	8	**PFIZER**	5,4	3,2
5	3	**ROCHE**	4,6	5,0
6	6	**BAXTER INT**	3,9	3,5
7	7	**NOVARTIS**	3,7	3,4
8	5	**MERCK SHARP DOHME**	3,6	4,1
9	9	**NYCOMED**	3,2	2,9
10	19	**TEVA**	2,8	1,4
Total			52,0	45,5

*AIPM members are in bold

Only four trade names of hospital preparations from the 2010 ranking have been included into the top 10 at the end of 2011 (table 2). They were the leader of the top ten ranking NATRIUM CHLORIDUM (+32%) and MERONEM (+33%) as well as TAVANIC (+10%) and FEIBA (+87%) that moved to ranks 5 and 6, respectively. The other ranks in the top ten ranking were held by the newcomers. They were antibacterial preparation ZYVOX, anticancer drug TAXOTERE, immunomodifier COPAXONE TEVA, anticancer drugs ELOXATIN and HERCEPTIN, and fluroquinolone AVELOX. Due to multi-fold growth in purchases, these preparations considerably rose in the ranks and broke into the ranks of the top ten. The total share of the top 10 increased by 8 p.p. and reached 19.2%.

Table 2. The top 10 trade names by hospital purchases

Rank		Trade Name	Share in total hospital purchases, %	
2011	2010		2011	2010
1	1	NATRIUM CHLORIDUM	2,9	2,5
2	2	MERONEM	2,6	2,2
3	27	ZYVOX	2,4	0,7
4	16	TAXOTERE	2,2	0,9
5	3	TAVANIC	1,9	2,0
6	5	FEIBA	1,8	1,1
7	N/A	COPAXONE TEVA	1,5	N/A
8	57	ELOXATIN	1,4	0,4
9	20	AVELOX	1,3	0,8
10	28	HERCEPTIN	1,2	0,6
Total			19,2	11,1

The top 10 INN and Generic Names Ranking didn't update so much as the previous one – only four newcomers broke into the ranks of the top 10 for the first time (table 3). They were INNs LINEZOLID, FACTOR VIII INHIBITOR BYPASSING FRACTION and GLATIRAMER ACETATE, coming in at numbers four, eight and nine, respectively. Apart from them, only one more INN rose in the ranks - due to 2-fold growth of purchases, DOCETAXEL moved up from rank 8 to 3. At the same time, IMMUNOGLOBULIN BASE (+16%), OXALIPLATIN (+39%), LEVOFLOXACIN (+13%) and PROPOFOL (+4%) moved down to the lower ranks, coming in at numbers 5 through 7, and the last number. SODIUM (+32%) and MEROPENEM (+30%) remained the leaders of the top ten ranking. As in the previous ranking, the total share of the top 10 INN and Generic Names considerably increased – from 16.0% to 22.0%.

Table 3. The top 10 INN and Generic Names by hospital purchases

Rank		INN/Generic Name	Share in total hospital purchases, %	
2011	2010		2011	2010
1	1	SODIUM	2,9	2,6
2	2	MEROPENEM	2,7	2,4
3	8	DOCETAXEL	2,5	1,4
4	39	LINEZOLID	2,4	0,7
5	3	IMMUNOGLOBULIN BASE	2,4	2,3
6	5	OXALIPLATIN	2,3	1,9
7	4	LEVOFLOXACIN	2,1	2,2
8	13	FACTOR VIII INHIBITOR BYPASSING FRACTION	1,8	1,1
9	N/A	GLATIRAMER ACETATE	1,5	N/A
10	7	PROPOFOL	1,4	1,5
Total			22,0	16,0

Numerous swaps though not so pronounced as those in the two previous rankings took place in the top 10 ATC groups. As a result, half of ATC groups held their own in the ranking (table 4). The first three ranks were held by J01 Antibacterials for systemic use (+13%), L01 Antineoplastic agents (+22%) and B05 Blood substitutes and perfusion solutions (+26%). Ranks six and eight were held by N01 Analgesics (+2%) and L04 Immunosuppressants (+14%). Due to higher sales rates, B01 Antithrombotic agents (+36%), J06 Immune sera and immunoglobulin (+34%) and L03 Immunostimulants (2.5-fold growth in purchases) rose in the ranks, coming in at numbers 4, 7 and 9, respectively. The latter of the above groups became the only newcomer of the top ten. In contrast, a reduction in purchases was observed in Group B02 Antihemorrhagics (-4%) and V08 Contrast media (-1%) which moved down to ranks 5 and 10, respectively. The cumulative share of the top 10 under review increased from 65.7% to 68.4%.

Table 4. The top 10 ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total hospital purchases, %	
2011	2010			2011	2010
1	1	J01	ANTIBACTERIALS FOR SYST USE	17,9	18,1
2	2	L01	ANTINEOPLASTIC AGENTS	14,0	13,3
3	3	B05	BLOOD SUBSTITUTE & PERF SOLS	9,0	8,3
4	5	B01	ANTITHROMBOTIC AGENTS	5,6	4,7
5	4	B02	ANTIHEMORRHAGICS	4,1	4,9
6	6	N01	ANESTHETICS	4,1	4,6
7	10	J06	IMMUNE SERA & IMMUNOGLOBULIN	3,8	3,2
8	8	L04	IMMUNOSUPPRESSANTS	3,3	3,3
9	15	L03	IMMUNOSTIMULANTS	3,2	1,5
10	7	V08	CONTRAST MEDIA	3,2	3,7
Total				68,4	65,7

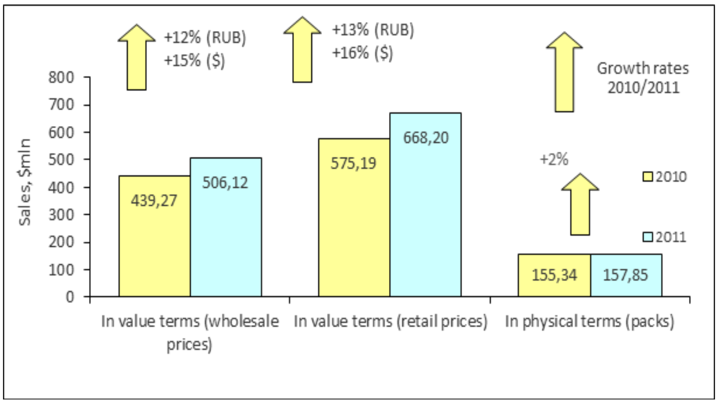
Conclusion. At the end of 2011, the Moscow hospital market performance (in value terms) proved to be pronounced and positive (+15% in terms of roubles and +19% in terms of dollars). At the same time, the market volume amounted to RUB 15.488 bln (USD 526.782 mln). In physical terms, the market performance increased by 19% to 85.131 mln packs. The average cost of OTC pack in hospitals of the capital increased as compared to a year earlier (USD 6.19 vs. USD 6.24) and remained notably higher than that on the average in Russia (USD 3.45). As the analyzed rankings showed, the regional market experienced numerous structural changes through the notable increase in market concentration.

SAINT PETERSBURG PHARMACY MARKET: 2011 RESULTS

According to Federal State Statistics Service, as of January 1, 2011 St. Petersburg's estimated population was 4.899 mln, which accounts for 3.4% of the total Russian Federation population and 36% of North West FO (NWFO). According to Federal State Statistics Service's data, in 2011 the average salary in St. Petersburg was RUB 30,172.3 (USD 1,026.97), which is 27% higher than the average salary in Russia (RUB 23,693.1).

According to the results of the Retail Audit of OTC drugs in Russian Federation™, in twelve months of 2011 the St. Petersburg pharmacy market volume in physical terms increased by 2% to 157.847 million packs (Fig. 1) In wholesale prices the market also showed the positive performance - 12% in terms of roubles and 15% in terms of dollars and reached 14.898 billion roubles (USD 506.116 million). The region share in the total volume of all-Russia pharmacy market accounted for 4.2%. The average cost of OTC pack in the analyzed period was USD 4.23 (in 2010 - USD 3.70). In 2011, per capita expenses of St. Petersburg residents for purchase of medicines in pharmacies amounted to USD 136.39.

Figure 1. St. Petersburg pharmacy market in 2010 – 2011



At the end of 2011, four companies of the regional top ten drug manufacturers held their own in the ranking (table 1). They were the ranking leaders SANOFI-AVENTIS (+8%), PHARMSTANDART (+11%), and BAYER (+13%) as well as TEVA (+12%) placed at number 10. Three manufacturers from the top ten rose in the ranks. The companies SANDOZ (+20%), NOVARTIS and PFIZER (+22% each) moved up one rank, coming in at numbers four, six and eight. At the same time, the companies SERVIER and ABBOTT (+8% each), as well as MENARINI (+7%), moved down one rank to numbers 5, 7 and 9, respectively. The total share of the top 10 manufacturers increased from 39.7% to 40.1%.

Table 1. The top 10 drug manufacturers by pharmacy sales

Rank		Drug manufacturer*	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	**SANOFI-AVENTIS**	5,8	6,0
2	2	PHARMSTANDART	4,8	4,8
3	3	**BAYER HEALTHCARE**	4,7	4,7
4	5	**SANDOZ GROUP**	4,5	4,2
5	4	**SERVIER**	4,1	4,2
6	7	**NOVARTIS**	3,6	3,3
7	6	**ABBOTT**	3,3	3,4
8	9	**PFIZER**	3,2	3,0
9	8	**MENARINI**	3,2	3,3
10	10	**TEVA**	2,9	2,9
Total			40,1	39,7

*AIPM members are in bold

One newcomer broke into the top ten trade names ranking (table 2). It was angioprotector DETRALEX (+17%), coming in at number ten. Apart from it, another two trade names rose in the ranks. A drug to treat erectile dysfunction VIAGRA (+17%) and potassium and magnesium aspartate Panangin moved up two ranks, coming in at numbers two and six, respectively. At the same time, the less dynamic OCILLOCOCCINUM (-7%), HEPTRAL (+8%) and THERAFLU (+9%) moved down to the lower ranks, at numbers 4, 7 and 9, respectively. Preparations ARBIDOL and ESSENTIALE N (+3% each), as well as LINEX (+10%) and ANAFERON (+11%) held their own in the ranking – numbers one, three, five and eight.

Table 2. The top 10 trade names by pharmacy sales

Rank		Trade Name	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	ARBIDOL	1,6	1,8
2	4	VIAGRA	1,1	1,0
3	3	ESSENTIALE N	1,1	1,2
4	2	OCILLOCOCCINUM	1,0	1,2
5	5	LINEX	0,9	0,9
6	9	PANANGIN	0,7	0,6
7	6	HEPTRAL	0,6	0,7
8	8	ANAFERON	0,6	0,6
9	7	THERAFLU	0,6	0,6
10	11	DETRALEX	0,6	0,6
Total			8,8	9,2

Three INNs of the top ten INN and Generic Names Ranking held their own in the ranking (table 3). They were the leaders for the top ARBIDOL (+3%) and XYLOMETAZOLINE (+34%), as well as PANCREATIN (+11%) at number 7. It should be noted that only one INN from the top 10 under review – INN ANAS BARBARIAE (-7%) moved down to the lower rank six. In contrast, the other INNs rose in the ranks. On top of that, all of them: PHOSPHOLIPIDS (+6%), PARACETAMOL + ASCORBIC ACID + PHENIRAMIN (+10%), SILDENAFIL (+18%), KETOPROFEN (+17%), AMOXICILLIN + CLAVULANIC ACID (+13%) and AZITHROMYCIN (+14%) moved up one rank. Note that the latter INN broke into the ranks of the top 10 for first time.

Table 3. The top 10 INN and Generic Names by pharmacy sales

Rank		INN/Generic Name	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	ARBIDOL	1,6	1,8
2	2	XYLOMETAZOLINE	1,6	1,3
3	4	PHOSPHOLIPIDS	1,1	1,2
4	5	PARACETAMOL + ASCORBIC ACID + PHENIRAMINE	1,1	1,1
5	6	SILDENAFIL	1,1	1,0
6	3	ANAS BARBARIAE	1,0	1,2
7	7	PANCREATIN	1,0	1,0
8	9	KETOPROFEN	0,8	0,8
9	10	AMOXICILLIN + CLAVULANIC ACID	0,8	0,8
10	11	AZITHROMYCIN	0,8	0,8
Total			11,0	11,1

No newcomers appeared in the top 10 ATC groups ranking, its structure remained stable; however, numerous shifts took place in it (table 4). R05 Cough and cold preparations (+24%) moved up from rank 6 to 3 and R01 Nasal preparations (+16%) – from rank 5 to 4. On top of that, the less dynamic A11 Vitamins (+12%) and J01 Antibacterials for systemic use (+10%) moved down to ranks 5 and 6. In the bottom part of the top ten, C09 Agents acting on the renin-angiotensin system (+10%) and A07 Antidiarrheals, intestinal anti-inflammatory / antiinfective agents (+5%) swapped ranks – the former moved up one rank, coming in at number 9, displacing the latter. The other four ATC groups of the top 10 ATC groups held their own in the ranking. Among them were the leading preparations of unidentified pharmaceutical groups and N02 Analgesics (+15%). The total share of the analyzed top 10 ATC groups remained almost unchanged and accounted for 39.4%.

Table 4. The top 10 ATC Groups by pharmacy sales

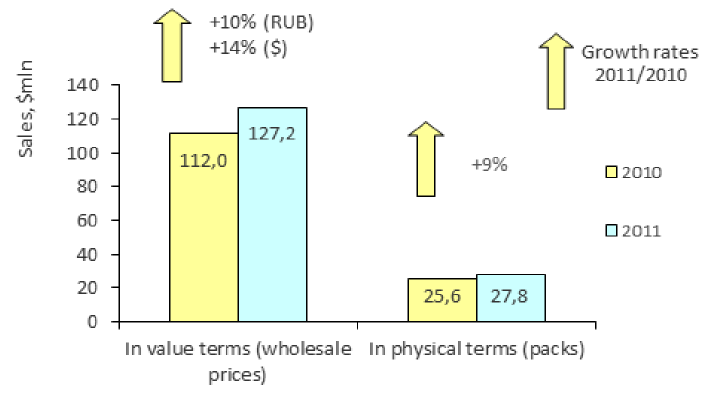
Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2011	2010			2011	2010
1	1		UNIDENTIFIED	4,6	4,9
2	2	N02	ANALGESICS	4,5	4,4
3	6	R05	COUGH AND COLD PREPARATIONS	4,4	4,0
4	5	R01	NASAL PREPARATIONS	4,2	4,0
5	4	A11	VITAMINS	4,1	4,1
6	3	J01	ANTIBACTERIALS FOR SYST USE	4,1	4,1
7	7	M01	ANTIINFLAM & ANTIRHEUM PROD	3,8	3,6
8	8	G03	SEX HORM&MODULAT GENITAL SYS	3,4	3,5
9	10	C09	AG ACT RENIN-ANGIOTENS SYST	3,2	3,2
10	9	A07	INTESTINAL ANTIINFECTIVES	3,2	3,4
Total				39,4	39,3

Conclusion. At 2011-end, the St. Petersburg pharmacy market brought in RUB 19.667 billion (USD 668.203 million) in final consumption prices which is by 13% in terms of roubles and 16% in terms of dollars higher than during the same period a year ago. The city market in physical terms also showed positive sales growth rates (+2%) and reached 157.847 mln packs. The average cost of a pack increased as compared to a year earlier (USD 3.70) and was higher than an average cost in Russia (USD 3.48). Expenses of residents for purchase of medicines in the city pharmacies also proved to be higher than the average expenses in Russia (USD 136.39 vs. USD 111.01).

SAINT PETERSBURG HOSPITAL MARKET: 2011 RESULTS

According to the results of the Audit of Hospital Purchases in Russian Federation™, in 2011 the St. Petersburg hospital market saw a 9% increase in physical terms to 27.806 mln packs. In value terms, the hospital purchases increased 10% in terms of roubles and 14% in terms of dollars and reached RUB 3.742 bln (USD 127.209 mln) in wholesale prices. The average cost of a hospital drug increased as compared to a year earlier and escalated to USD 4.57 (in 2010 - USD 4.37). In value terms, the regional market share accounted for 6.1% of the Russian hospital market.

Figure 1. St. Petersburg hospital market in 2010 – 2011



The ranking of the top ten manufacturers by hospital purchases in the region suffered significant changes (table 1). Its leader changed – at the end of 2011, the top 10 was headed by MERCK SHARP DOHME (+35%) which displaced unidentified manufacturers down one rank. Despite the reduction in purchases, SANOFI-AVENTIS (-0.1%) and ASTRAZENECA (-2%) held their ranks three and four. The ranks of the other two drug makers also remained unchanged - ABBOTT (+33%) and NYCOMED (+25%) maintained numbers seven and nine. B.BRAUN (4.3 -fold growth in purchases) and BAXTER (2,7-fold growth in purchases) broke into the ranks of the top ten, coming in at numbers 5 and 6, showed the highest positive growth rates among the drug manufacturers of the top ten. GEDEON RICHTER (-8%) and PFIZER (+23%) which used to hold those ranks earlier moved down to ranks 10 and 8, respectively. The total share of the top 10 manufacturers increased from 42.2% to 44.6%.

Table 1. The top 10 drug manufacturers by hospital purchases

Rank		Drug manufacturer*	Share in total hospital purchases, %	
2011	2010		2011	2010
1	2	**MERCK SHARP DOHME**	8,0	6,5
2	1	UNIDENTIFIED MANUF	7,1	10,9
3	3	**SANOFI-AVENTIS**	5,4	5,9
4	4	**ASTRAZENECA**	4,5	5,1
5	33	B.BRAUN	3,8	1,0
6	19	**BAXTER INT**	3,6	1,5
7	7	**ABBOTT**	3,5	2,9
8	6	**PFIZER**	3,2	2,9
9	9	**NYCOMED**	2,9	2,6
10	5	**GEDEON RICHTER**	2,6	3,1
Total			44,6	42,2

*AIPM members are in bold

Only the leader of the top ten NATRIUM CHLORIDUM (+10%) and SEVORAN (+33%) at number three didn't change their ranks in the top10 hospital trade names ranking in St. Petersburg (table 2). Four trade names rose in the ranks. They were PUREGON (2.5-fold growth in purchases) and ACTILYSE (+28%), and DIANEAL PD4+GLUCOS (5.1-fold growth in purchases) and ELOXATIN (+43%) that broke into the ranks of the top 10. At the same time, they displaced down MERONEM (+14%), HEPARIN (+32%), TIENAM (+1%) and CLEXAN (-7%) – the trade names moved down to ranks 4, 5, 9 and 10, respectively. The total share of the top ten trade names increased by over 4 p.p. and achieved 21.2%.

Table 2. The top 10 trade names by hospital purchases

Rank		Trade Name	Share in total hospital purchases, %	
2011	2010		2011	2010
1	1	NATRIUM CHLORIDUM	4,4	4,4
2	6	PUREGON	3,4	1,5
3	3	SEVORAN	2,2	1,8
4	2	MERONEM	2,1	2,1
5	4	HEPARIN	1,9	1,5
6	64	DIANEAL PD4+GLUCOS	1,7	0,4
7	8	ACTILYSE	1,6	1,3
8	11	ELOXATIN	1,4	1,1
9	5	TIENAM	1,4	1,5
10	9	CLEXAN	1,1	1,3
Total			21,2	17,0

Two newcomers - GLUCOSE + SODIUM + DL-LACTIC ACID (5.2-fold increase in purchases) and ALTEPLASE (+28%) - broke into the ranks of the top ten INN and generic names ranking, coming in at numbers eight and ten (table 3). INN FOLLITROPIN BETA (2.5-fold increase in purchases) and IMMUNOGLOBULIN BASE (1.6-fold increase in purchases) showed the high purchase rates. As a result, those INNs moved up to ranks two and five, respectively, displacing CEFTRIAXONE (-10%), MEROPENEM (+19%) and SEVOFLURANE (+33%) down to numbers 3, 4 and 6, respectively. OXALIPLATIN (+16%) also moved down from rank 5 to 9. The leader of the top ten SODIUM (+10%) and HEPARIN (+32%) at number 7 held their own in the ranking. The total share of the top ten ranking increased by almost 5 p.p. and achieved 23.9%.

Table 3. The top 10 INN and Generic Names by hospital purchases

Rank		INN/Generic Name	Share in total hospital purchases, %	
2011	2010		2011	2010
1	1	SODIUM	4,4	4,4
2	9	FOLLITROPIN BETA	3,4	1,5
3	2	CEFTRIAXONE	2,4	3,0
4	3	MEROPENEM	2,3	2,1
5	6	IMMUNOGLOBULIN BASE	2,2	1,6
6	4	SEVOFLURANE	2,2	1,8
7	7	HEPARIN	1,9	1,6
8	71	GLUCOSE + SODIUM + DL-LACTIC ACID	1,7	0,4
9	5	OXALIPLATIN	1,7	1,6
10	11	ALTEPLASE	1,6	1,3
Total			23,9	19,3

J01 Antibacterials for systemic use (-4%), B05 Blood substitutes and perfusion solutions (+20%) and N05 Psycholeptics remained the best selling ATC groups in the regional hospital market (table 4). Apart from that, N01 Anesthetics (+8%) maintained rank six in the top ten. Due to market outperformance, B01 Antithrombotic agents (+17%), G03 Sex hormones (2.6-fold increase in purchases) and J06 Immune sera and immunoglobulin (+67%) moved up to numbers 4, 7 and 10, respectively. At the same time, they forced L01 Antineoplastic agents (+4%), V08 Contrast media (+16%) and L04 Immunsuppressants (+40%) down one rank. The cumulative share of the top 10 under review increased from 66.7% to 69.6%.

Table 4. The top 10 ATC groups by hospital purchases

Rank		ATC code	ATC group	Share in total hospital purchases, %	
2011	2010			2011	2010
1	1	J01	ANTIBACTERIALS FOR SYST USE	16,8	19,2
2	2	B05	BLOOD SUBSTITUTE & PERF SOLS	12,6	11,6
3	3	N05	PSYCHOLEPTICS	8,1	8,5
4	5	B01	ANTITHROMBOTIC AGENTS	6,8	6,4
5	4	L01	ANTINEOPLASTIC AGENTS	6,6	6,8
6	6	N01	ANESTHETICS	4,7	4,8
7	9	G03	SEX HORM&MODULAT GENITAL SYS	4,7	2,0
8	7	V08	CONTRAST MEDIA	3,5	3,3
9	8	L04	IMMUNOSUPPRESSANTS	3,1	2,4
10	13	J06	IMMUNE SERA & IMMUNOGLOBULIN	2,6	1,7
Total				69,6	66,7

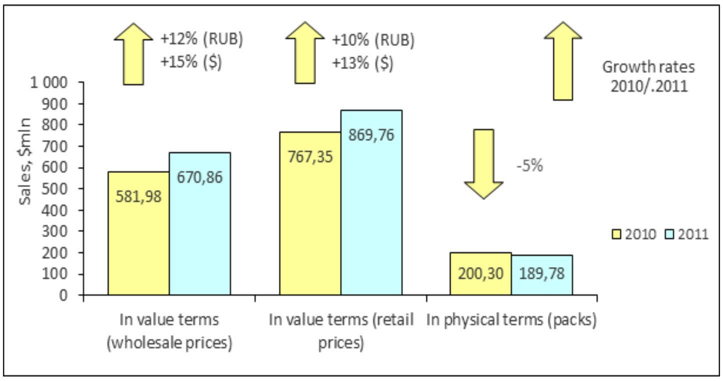
Conclusion. At the end of 2011, the St. Petersburg hospital market performance (in value terms) proved to be pronounced and positive (+10% in terms of roubles and +14% in terms of dollars). At the same time, the market volume amounted to RUB 3.742 bln (USD 127.209 mln). In physical terms, the market performance increased by 9% to 27.806 mln packs. The average cost of OTC pack in hospitals of the city increased as compared to a year earlier (USD 4.57 vs. USD 4.37) and remained notably higher than that on the average in Russia (USD 3.45).

MOSCOW REGION PHARMACY MARKET: 2011 RESULTS

According to Federal State Statistics Service, as of January 1, 2011 the population of Moscow region was estimated as 7.106 mln, which makes 5.0% of the total Russian Federation population and 18.5% of Central FO (CFO). According to Federal State Statistics Service's data, the average salary in the region was RUB 28,465.1 (USD 968.6), which is 20% higher than the average salary in Russia (RUB 23,693.1).

According to the results of the Audit of OTC drugs in Russian Federation™, in 2011 the Moscow Region pharmacy market in physical terms saw a 5% increase to 189.784 mln packs. In value terms, the sales volume increased 12% in terms of roubles and 15% in terms of dollars and reached RUB 19.741 bln (USD 670.861 mln) in wholesale prices. The average cost of an OTC drug in the city pharmacies increased as compared to a year earlier and amounted to USD 4.58 (in 2010 - USD 3.83). The regional market's share in value terms accounted for 5.5% of the Russian pharmacy market. The average sum spent by residents for purchase of medicines amounted to USD 122.39.

Figure 1. Moscow region pharmacy market in 2010 – 2011



At the end of 2011, SANOFI-AVENTIS (+10%) and PHARMSTANDART (+8%) remained the leaders of the top ten manufacturers ranking in Moscow Region (table 1). Corporation NYCOMED (+18%) at number 9 held its own in the top ten ranking. BAYER (+15%), SANDOZ (+13%) and NOVARTIS (+23%) moved up one rank, coming in at numbers 3, 5 and 7 respectively. At the same time, they forced the less dynamic manufacturers SERVIER (+2%), MENARINI (+1%) and ABBOTT (+14%) down one rank. Due to growth in sales by one fourth, the company PFIZER moved up two ranks and broke into top ten, coming in at number ten. The total share of the analyzed top 10 manufacturers virtually remained unchanged and accounted for 38.8%.

Table 1. The top 10 drug manufacturers by pharmacy sales

Rank		Drug manufacturer*	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	**SANOFI-AVENTIS**	6,2	6,3
2	2	PHARMSTANDART	4,8	5,0
3	4	**BAYER HEALTHCARE**	4,1	4,0
4	3	**SERVIER**	3,8	4,1
5	6	**SANDOZ GROUP**	3,7	3,6
6	5	**MENARINI**	3,5	3,9
7	8	**NOVARTIS**	3,4	3,1
8	7	**ABBOTT**	3,2	3,1
9	9	**NYCOMED**	3,1	2,9
10	12	**PFIZER**	3,0	2,6
Total			38,8	38,7

*AIPM members are in bold

ARBIDOL (-2%) and ESSENTIALE N (+0.2%) remained the best-selling over-the-counter drugs in the regional market. OCILLOCOCCINUM, which used to be at number three, reduced its sales by 9% and moved down two ranks allowing LINEX (+7%) and VIAGRA (+9%) to move upwards. ACTOVEGIN (+15%), DETRALEX (+15%) and NUROFEN PLUS (+5%) held their own numbers from 6 through 8 in the ranking. The newcomers broke into the bottom ranks of the top 10: MEXIDOL (+13%) and LASOLVAN (+28%). In contrast to the previous ranking, the total share of the top ten reduced by 0.5 p.p. and accounted for 7.9%.

Table 2. The top 10 trade names by pharmacy sales

Rank		Trade Name	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	1	ARBIDOL	1,4	1,6
2	2	ESSENTIALE N	1,0	1,2
3	4	LINEX	0,9	0,9
4	5	VIAGRA	0,9	0,9
5	3	OCILLOCOCCINUM	0,8	1,0
6	6	ACTOVEGIN	0,7	0,7
7	7	DETRALEX	0,6	0,6
8	8	NUROFEN PLUS	0,6	0,6
9	12	MEXIDOL	0,6	0,6
10	16	LASOLVAN	0,5	0,5
Total			7,9	8,4

Only one newcomer broke into the ranks of the top ten INN and generic names ranking (table 3). It was INN AMBROXOL (+21%) that moved up from rank 14 to 9. The leader of the top 10 INN and generic names changed for INN XYLOMETAZOLINE (+38%) that due to high sales rates, moved up from rank three to one. At the same time, ARBIDOL (-2%) and PANCREATIN (+11%) moved down one rank, coming in at numbers 2 and 3. The reduction in purchases and loss of ranks were also showed by INN ANAS BARBARIAE (-8%) and LACTOBACILLUS ACIDOPHILUS (-13%). Among the other INNs of the ranking, three INNs of the top ten rose in the ranks, whereas INN PHOSPHOLIPIDS (+4%) held its number four. SILDENAFIL (+10%) and PARACETAMOL + ASCORBIC ACID + PHENIRAMINE (+4%) moved up two ranks, coming in at number 5 and 6. IBUPROFEN (+5%) moved up one rank, to number 8.

Table 3. The top 10 INN and Generic Names by pharmacy sales

Rank		INN/Generic Name	Share in total pharmacy sales, %	
2011	2010		2011	2010
1	3	XYLOMETAZOLINE	1,5	1,2
2	1	ARBIDOL	1,4	1,6
3	2	PANCREATIN	1,3	1,3
4	4	PHOSPHOLIPIDS	1,1	1,2
5	7	SILDENAFIL	0,9	0,9
6	8	PARACETAMOL + ASCORBIC ACID + PHENIRAMINE	0,8	0,9
7	6	ANAS BARBARIAE	0,8	1,0
8	9	IBUPROFEN	0,8	0,8
9	14	AMBROXOL	0,8	0,7
10	5	LACTOBACILLUS ACIDOPHILUS	0,8	1,0
Total			10,1	10,6

As compared to a year earlier, the structure of the top 10 ATC-groups didn't change (table 4). In general, ATC groups held their own in the ranking. Groups R01 Nasal preparations (+16%) and R05 Cough and cold preparations (+18%) rose in the ranks, coming in at numbers 4 and 5. At the same time, they forced the preparations of unidentified pharmaceutical groups down to number 6. N02 Analgesics (+7%), J01 Antibacterials for systemic use (+6%) and M01 Anti-inflammatory and antirheumatic products (+14%) remained the leading groups of the top 10 in the region market. Note that due to growth rates lagging, six ATC groups of the top ten ranking reduced its market share, which resulted in the reduction of the total share of the top 10 as from 38.1% to 37.5%.

Table 4. The top 10 ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
2011	2010			2011	2010
1	1	N02	ANALGESICS	4,8	5,0
2	2	J01	ANTIBACTERIALS FOR SYST USE	4,4	4,6
3	3	M01	ANTIINFLAM & ANTIRHEUM PROD	4,0	4,0
4	5	R01	NASAL PREPARATIONS	3,9	3,8
5	6	R05	COUGH AND COLD PREPARATIONS	3,8	3,6
6	4		UNIDENTIFIED	3,7	3,9
7	7	A11	VITAMINS	3,3	3,5
8	8	A07	INTESTINAL ANTIINFECTIVES	3,2	3,3
9	9	C09	AG ACT RENIN-ANGIOTENS SYST	3,2	3,3
10	10	G03	SEX HORM&MODULAT GENITAL SYS	3,1	3,0
Total				37,5	38,1

Conclusion. At the end of 2011, the Moscow Region pharmacy market performance (in value terms) proved to be pronounced and positive (+10% in terms of roubles and +13% in terms of dollars). At the same time, the market volume reached RUB 25.591 bln (USD 869.762 mln). In physical terms, the market performance reduced by 5% to 189.784 mln packs. The average cost of OTC pack in pharmacies of the city increased as compared to a year earlier (USD 4.58 vs. USD 3.83) and was notably higher than that on the average in Russia (USD 3.48). The OTC drug expenses of Moscow region residents also exceeded the average expenses throughout Russia (USD 122.39 vs. USD 111.01).

REGIONAL DIGEST

Beneficiary Drug Coverage/Procurement of Necessary Drugs, Government Control

February 2, 2012, Kp.ru

Ministry of Public Health and Social Development estimates the Prescription Drug Insurance Plan costs

Tatyana Golikova, Head of the Ministry of Public Health and Social Development: "Now we must estimate how much actual financial resources we'll have to allocate and which measures the domestic drug makers will have to take so that this (Prescription Drug Insurance) Plan wouldn't be very expensive, on the one hand, or wouldn't be a bankrupt, on the other hand, because any insurance implies a respective security. However, I would like to stress that without solving the pharmaceutical benefits problem it is not realistic to have the healthcare system reformed in full, because it dramatically preconditions the treatment process. I think that 2014-2015 is the deadline when we need to take the respective decision".

February 6, 2012, PRIME

Ministry of Economic Development of the Russian Federation believes that prices for VEM should be calculated on the basis of all-drug-makers-weighted price

It was announced by Maxim Cheremisov, the Head of Ministry's Department for Industry Market Regulation Analysis, at the Conference PHARMACEUTICAL BUSINESS IN RUSSIA - 2012: ERA OF CHANGE. According to him, the price shall be calculated within one INN with due account for dosage forms. And this price shall be registered as the ceiling selling price, he added. Cheremisov assumed that for innovative drugs the price registration should be based on the application principle. "On top of that, it would be required to resolve the issue of registering a price for medicines from Vital and Essential Medicines List (VEML) oftener than once a year on the occurrence of certain events when the price may be reviewed, he said. At the same time, Cheremisov highlighted the transfer of pharmaceutical manufacturers to GMP standards as one of the main difficulties while implementing pricing strategies.

February 9, 2012, The Vedomosti (Moscow)

FAS proposes to allow foreign pharmaceutical companies not to conduct repeated clinical trials for new drug products in Russia if they have been conducted abroad

FAS proposes to cancel the requirement to international pharmaceutical companies to conduct repeated clinical trials for new drug products in Russia if such triales have been conducted abroad, reported Timofey Nizhegorodtsev, who heads the FAS's Department for Monitoring the Social Sphere and Trade. The Law On circulation of drugs that came into force on September 1, 2010, obliges international pharmaceutical manufacturers to conduct local trials for new drug products in Russia, if they didn't include our country in the multicentered trials. Also, the Service proposes to cancel the five-year expiration term set for market authorizations.

February 10, 2012, The AMI-TASS

In 2012 Ministry of Public Health and Social Development to allocate RUB 1 bln for research developments

"It was decided to develop 12 priority research directions in the sphere of innovative health care development, four of which have been launched in 2012. Among them were oncology, infection diseases, cardiovascular diseases and human ecology. To support these four programs, the Ministry of Public Health and Social Development has allocated RUB 1 bln in 2012", reported Nicolai Semenov, Director for Innovative Policy and Science Department. The programs are three-year long and dedicated for development of new drug products and new vaccines.

February 13, 2012, RIA News

Drug quality assurance is incomplete without update of pharmacopeia

Despite the prompt transfer to GMP standards, drug quality assurance in the Russian Federation shall be incomplete without update of pharmacopeia, said AIPM Scientific Advisor Vladimir Dorofeev. "As long as there is no state pharmacopeia, GMP is brilliant, but it is the quality assurance system, and the quality must be regulated by something, by some state standard as a minimum level of requirements", he added. The first part of 12th edition of the State Pharmacopoeia of Russian Federation was published in 2008; the second part hasn't been issued up to now. According to Dorofeev, the question at issue is that the latest edition of state pharmacopeia is incomplete and outdated.

February 16, 2012, The Vedomosti

Tatiana Golikova reported that regions spend for beneficiary medication only 20% of the required funds

Head of the Ministry of Health and Social Development Tatyana Golikova has announced that on a rough calculation of Ministry of Public Health, Russian Federation regions spend for beneficiary drug coverage only RUB 27 billion instead of required RUB 134 billion. At the same time, the Ministry of Public Health is unable to help with solving a problem as it is beyond the competence of the Ministry, said the Minister.

"We admit that there are problems with pharmacological support of those categories which have benefits at the regional level. We are unable to intervene, as the situation is beyond our control. We can only advise. But it is obvious that the anger is directed to the federal government", said Golikova.

February 21, 2012, The AMI-TASS

Vladimir Putin disclosed his point of view on the pharmaceutical industry market

Prime Minister of the Russian Federation Vladimir Putin believes that measures need to be taken to organize the domestic pharmaceutical industry market in Russia. Putin's point of view on that is disclosed in the article "Justice Building-up. Social policy for Russia". According to him, in Russia it would be required to work a circumspect "rode-map" of drug coverage development. "Otherwise, we'll just make a gift to the foreign pharmaceutical industry", he explained.

In Russia we have already adopted the program for development of domestic pharmaceutical industry and production of medical equipment supported by over RUB 120 billion of the government aid, Vladimir Putin pointed out. "Now we need to take measures to organize a market for such products, consumer information system", the Prime Minister said.

NEWS FROM COMPANIES

February 8, 2012, RIA News

RUSNANO project pharmaceutical companies opened offices in ChemRar

Companies' reports say that OOO Bind RUS and OOO Selecta RUS, the project companies of OAO RUSNANO specializing in the field of biopharmaceuticals, have opened its Russian offices in ChemRar High-Tech Centre (HTC) in the Moscow Region. "We highly appreciate the possibilities appearing for us in Russia. Opening an office in ChemRar HTC is another step to further develop the companies in the area of scientific innovations", pointed out the CEO of Bind RUS and Selecta RUS Robert Rosen as quoted in the report of Selecta RUS.

February 15, 2012, RBCDaily

Pharmacy Chain 36.6 yielded leadership in the retail pharmacy market for the first time in the company's history

According to the Pharmexpert research agency, it was Rigla who gained the lead in 2011. At the end of 2011, 36.6's share in the retail pharmacy market accounted for 2.33% vs. 2.47% a year earlier. Rigla ranks 1st with a share of 2.55% (in 2010 – 2.38%). A5 Group ranks 3rd after acquiring the largest Moscow Regional chain Mosoblpharmacia in summer 2011 (1.99% vs. 1.61%). By the number of drugstores, 36.6 yielded leadership to A5 - 1005 and 1371, respectively. Rigla has 694 drugstores.

February 21, 2012, Tribuna.ru

Pharmstandart launches clinical study of Arbidol

Pharmstandart has announced the launch of its ARBITER clinical study. The study will be conducted in accordance with Russian legal and regulatory requirements as well as international standards for clinical studies. According to Medical Manager of Pharmstandart Alexander Obukhov, the primary aim of the study is to provide more information on the safety and efficacy of influenza or SARS treatment and prevention by Arbidol.

"We are sure that new clinical studies will give more proves of efficacy and safety of a drug which will be accepted by experts of highest level both in Russian and abroad ", said Alexander Obukhov.

February 27, 2012, PRIME

FAS allowed Pharmstandart to take control of Biomed plant

Federal Antimonopoly Service (FAS) approved the decision of Pharmstandart OAO to acquire 50.1% of the votes of the Cyprus Holding Bigpearl Trading Limited which is part of the same group as I.I.Mechnikov Biomed, reported the Antimonopoly Service. "As a result of the completion of an announced deal, Pharmstandart will gain an opportunity to determine the general conditions for business activities of Biomed and other economic entities included into the same group of companies as Bigpearl Trading Limited, as well as the general conditions of drug circulation in the respective goods market", reported FAS.

Information source: IMS Health
For any questions and comments please call
Vladimir G. Shipkov, CEO, AIPM
Tel.: 933 70 40
For more information on the AIPM, please, visit our website: http://www.aipm.org
Ekaterina Korduban, Head of PR and Development of Remedium Group
Tel.: 780 34 25, fax: 780 34 26
For more information on the Remedium Group, please, visit our website: http://www.remedium.ru