СОВМЕСТНАЯ ПУБЛИКАЦИЯ
АССОЦИАЦИИ МЕЖДУНАРОДНЫХ
ФАРМАЦЕВТИЧЕСКИХ
ПРОИЗВОДИТЕЛЕЙ
И ГК РЕМЕДИУМ

РЕМЕДИУМ
ГРУППА КОМПАНИЙ

AIPM
Association of International Pharmaceutical Manufacturers
Ассоциация международных фармацевтических производителей

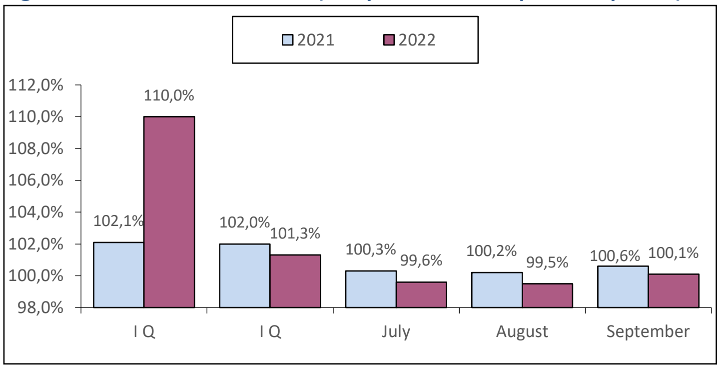
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.1% in September 2022, compared to the previous month, 110.5% compared to December 2021.

In September 2022, the Producer Price Index for industrial production was 99.2% as compared to the previous month, in the month-earlier period it had amounted to 98.9%. The index accounted for 100.4% against December of 2021.

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



Living standard

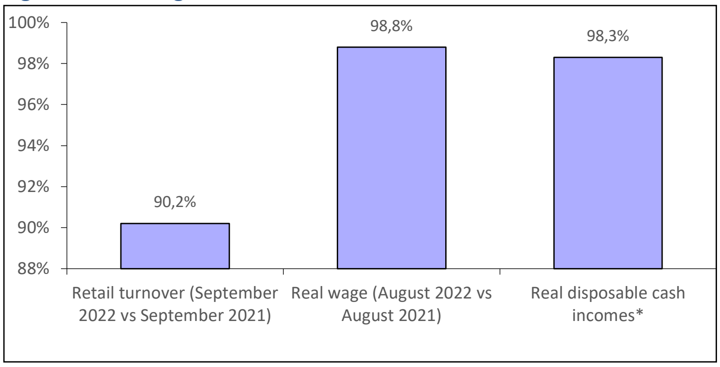
In August 2022, a gross monthly average wage of corporate employees reached RUB 59907 (USD 992.66). It accounted for 112.9% as compared to August 2021, and 96.1% compared to the previous period. In August 2022, the real gross wage accounted for 98.8% as compared to August 2021, and 96.6% against the prior period.

According to estimates[1], real disposable cash incomes accounted for 98.3% in January-September of 2022 as compared to January-September of 2021 (Fig. 2).

Retail turnover

In September of 2022, the retail turnover was equal to RUB 3545.7 bil. or 90.2% (in comparable prices) against the respective period of the previous year, and RUB 31198.8 bil. or 94.5% in January - September of 2022 (Fig. 2).

Figure 2. Real wage and retail turnover



* January-September 2022 vs. January-September 2021.

Industrial Production

According to Federal State Statistics Service's data, in September 2022 Industrial Production Index accounted for 96.9% compared to the same period of the previous year, and 100.4% in January - September 2022.

According to Federal State Statistics Service's data, Industrial Production Index for drugs and medical products accounted for 111.9% in August 2022 compared to the same period of 2021, and 121.5% in January-September 2022 compared to January-September 2021.

[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.

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 September 2022.

Table 1. The top ten Russian chemical and pharmaceutical manufacturers by sales, September 2022

Rank	Manufacturer	RUB mil.
1	Otcpharm	4282.5
2	Stada	3327.4
3	Binnopharm	3056.7
4	Biocad	2877.7
5	Valenta	2449.1
6	Pharmstandart	2316.9
7	Grotex	2011.8
8	Servier	1885.9
9	Atoll	1698.3
10	Generium	1645.0

Source: IQVIA

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. In August 2022 compared to July 2022, growth in sales (in terms of roubles) was observed almost in all regions. The most pronounced growth in sales was observed in Rostov Region (+21%), the least one– in Tyumen (+12%). The sales in Perm decreased by 2%.

Table 2. Pharmacy sales in the regions, 2022

Region	Pharmacy sales, $ mil. (wholesale prices)			Growth gain, % (Roubles)		
	June 2022	July 2022	August 2022	June/ May 22	July/ June 22	August/July 22
Moscow	212.3	177.5	200.2	11%	-15%	17%
St. Petersburg	99.9	77.7	86.7	5%	-21%	16%
Krasnodar Krai	69.8	72.8	83.7	34%	6%	20%
Krasnoyarsk Krai	32.7	30.0	33.5	9%	-7%	16%
Tatarstan	31.5	30.4	32.2	3%	-2%	10%
Rostov Region	35.0	33.5	39.1	11%	-3%	21%
Novosibirsk Region	33.6	28.5	31.5	14%	-14%	15%
Voronezh Region	23.2	21.4	23.7	14%	-6%	15%
Perm	10.1	10.1	9.5	-7%	1%	-2%
Tyumen	12.1	11.4	12.3	6%	-4%	12%

Advertising

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

Table 3. Top five advertisers in mass media in September 2022

Rank	Company*	Quantity of broadcasts
1	Materia Medica	12,080
2	Stada	7,117
3	Binnopharm Group	6,329
4	Dr. Reddy's Laboratories	5,322
5	Otcpharm	2,806

Source - Remedium according to Mediascope's data

Table 4. Top five brand names in mass media in September, 2022

Rank	Brand*	Quantity of broadcasts
1	Ergoferon	3,906
2	Rengalin	3,840
3	Kagocel	3,030
4	Rafamin	1,905
5	Pentalgin	1,832

Source - Remedium according to Mediascope's data

* Only drugs registered with National Medicine Register were considered.

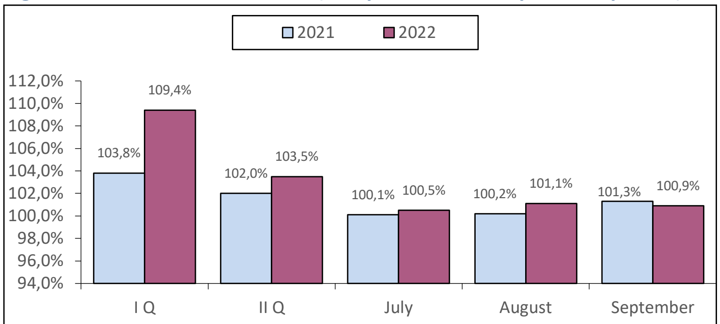
MACROECONOMIC INDICES OF THE REPUBLIC OF BELARUS

Inflation

According to the Committee for Statistics of the National Statistical Committee of Belarus, the Consumer Price Index was estimated at 100.9% in September 2022, 114.8% compared to December of 2021. The Consumer Price Index was 115.7% in January-September of 2022 as compared to 2021.

The Industrial Producer Price Index was 100.3% in September 2022 as compared to the previous month, and 112.7% compared to December of 2021. In January-September 2022, the Industrial Producer Price Index was 115.7% as compared to 2021.

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



Source: Belstat

Living standard

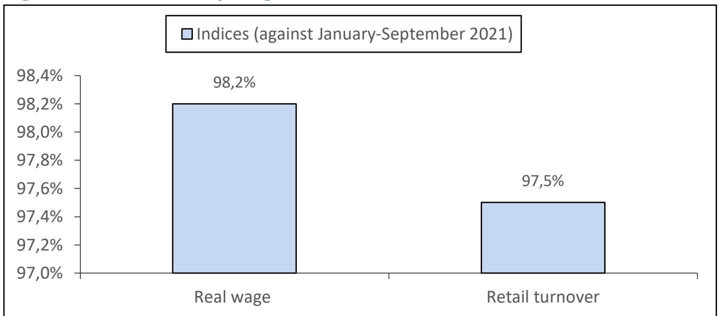
According to the preliminary Belstat's data, in September of 2022 the average monthly nominal accrued wage of the corporate workers of the Republic of Belarus was equal to BYR 1,637.0 (USD 643.8[2]), - BYR 1,597.7 (USD 598.3) in January-September 2022, which accounted for 112.7% and 113.6% against the same periods in 2021. In September 2022, the real wage accounted for 96,0% as compared to the same period of 2021, – 98.2% in January-September 2022 (Fig. 2).

According to National Statistical Committee of the Republic of Belarus, in January-August 2022 the real disposable cash incomes accounted for 96.4% as compared to January-August 2021.

Retail turnover

In September 2022, the retail turnover was estimated at BYR 5,703.2 mil. which accounted for 93.1% as compared to the previous month and 94.0% as compared to the respective period of 2021. Based on the results for January-September of 2022, it amounted to RUB 49,698.7 bil. or 97.5% in comparable prices as compared to the January-September 2021 level (Fig. 2).

Figure 2. Real monthly wage and retail turnover, 2022



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 14,704.7 mil. in current prices in September of 2022, BYR 123.78 mil. in January-September 2022, or 97.9% and 93.9% in comparable prices as compared to the respective period of 2021.

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

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

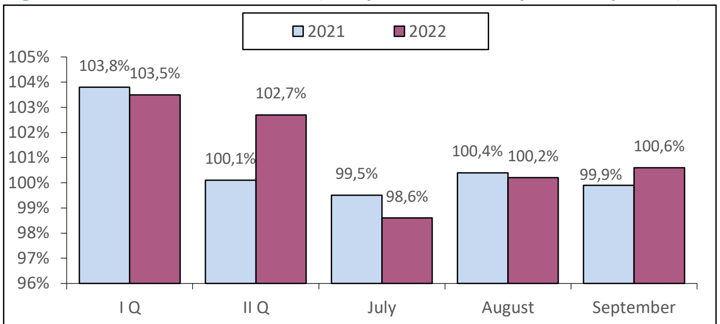
MACROECONOMIC INDICES OF THE REPUBLIC OF ARMENIA

Inflation

According to the National Statistics Committee of the Republic of Armenia, in September 2022 the consumer price index amounted to 100.6% compared to the previous month and 105.7% compared to December of 2021. The Consumer Price Index accounted for 108.6% in January-September of 2022 as compared to the same period in 2021.

The Industrial Producer Price Index was 102.9% in September 2022 as compared to the previous month, and 94.8% compared to December of 2021. In January-September of 2022, the index accounted for 104.1% as compared to 2021.

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



Source: the Statistics Committee of Republic of Armenia

Living standard

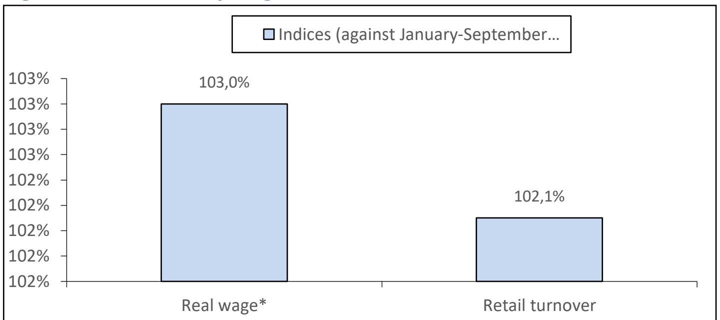
According to the preliminary data of the Statistics Committee of RA, in September 2022 the average monthly nominal wage of the workers of the Republic of Armenia was Dram 236,742 (USD 578.62), which accounted for 98.7% compared to the previous month and 117.4% compared to the same period of 2021. In January-September of 2022, the average monthly nominal wage per worker was Dram 225,436 (USD 502.79) or 113.4% against January-September of 2021.

The real wage in January-June 2022 (according to the Eurasian Economic Commission) accounted for 103.0% as compared to 2021 (Fig. 2).

Retail turnover

The retail turnover amounted to Dram 149,879.0 mil. in September of 2022, and Dram 1,159,331.1 mil. in January-September 2020, which accounted for 101.1% and 102.1% respectively, as compared to the same period of the previous year (Fig. 2).

Figure 2. Real monthly wage and retail turnover, 2022



Source: the Statistics Committee of Republic of Armenia

* - data for January-June 2022

Industrial Production

According to the preliminary data of Statistics Committee of the Republic of Armenia, in September of 2022 industrial output by economic activities "Mining industry", "Processing industry" and “Supply of electricity, gas, steam, hot water and conditioned air” and “Water supply; sewerage, waste management and remediation activities” amounted to AMD 235,827.1 mil., and AMD -1881825.7 mil. in January - September 2022 or 114.8% and 110.0% against the same periods in 2021, respectively.

According to Statistics Committee of the Republic of Armenia, the manufacture of basic pharmaceutical products and drugs was estimated at AMD 684.1 mil. in September of 2022, and AMD 7,611.1 mil. from the beginning of the year, which accounted for 54.3% and 87.3% as compared to the respective periods 2021.

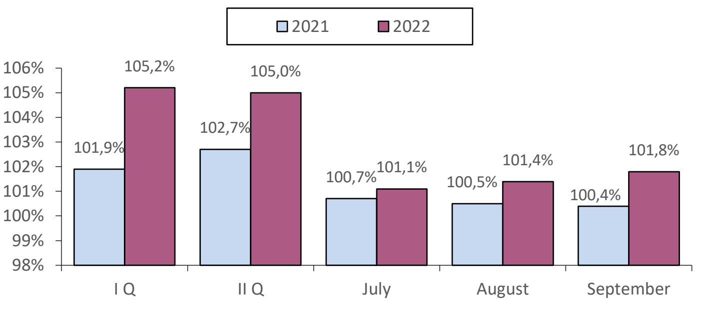
MACROECONOMIC INDICES OF THE REPUBLIC OF KAZAKHSTAN

Inflation

According to the Bureau of National Statistics of the Agency for Strategic Planning and Reforms of the Republic of Kazakhstan, in September of 2022 the Consumer Price Index was estimated at 101.8% as compared to the prior month, 115.4% compared to December of 2021. In January-September 2022, the Index reached 113.4% as compared to 2021.

The Industrial Producer Price Index was 96.8% in September 2022 as compared to the previous month, 112.2% compared to December of 2021. In January-September of 2022, the prices of manufacturers of industrial products increased by 32.9% as compared to 2021.

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



Source: Bureau of National Statistics of the Republic of Kazakhstan

Living standard

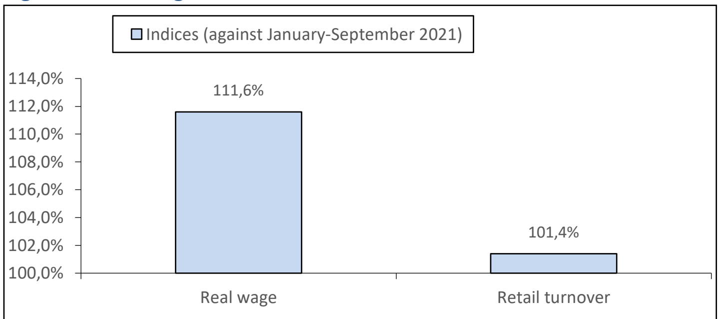
According to the preliminary data of the Bureau of National Statistics of RK, the gross monthly average nominal wage per worker reached KZT 322,900 (USD 678.97[3]) in September 2022, KZT 305,199 (USD 667.03) in January-September of 2022. The Nominal Wage Index against the respective period of the previous year accounted for 131.4% in September 2022, 126.5% in January-September 2022, and the real wage index in September 2022 was 111.6% compared to September 2021, 111.6% in January-September 2022 compared to January-September 2021 (Fig. 2).

According to preliminary reports, in January-August 2022 the real cash income index was 103.8% compared to January-August of 2021.

Retail turnover

The retail turnover in September 2022 was KZT 1591,4 bil., which was 96.8% compared to September 2021. In January-September of 2022, the retail turnover volume amounted to KZT 10,625.6 bil. or 101.4% against the respective period in 2021 (in comparable prices) (Fig. 2).

Figure 2. Real wage index and retail turnover in 2022



Source: Bureau of National Statistics of the Republic of Kazakhstan

Industrial Production

According to the Bureau of National Statistics of RK, in September 2022 the industrial output was KZT 3,835.9 bil., in January-September of 2022 – KZT 35,963.2 bil. As compared to the same period of 2021, the indices accounted for 98.7% and 102.1%, respectively.

According to the Bureau of National Statistics of RK, the industrial output of essential pharmaceutical products and pharmaceutical preparations amounted to KZT 118,094 mil. in January-September 2022, and KZT 13,097 mil. in September of 2022. In January-September 2022, the Industrial Production Volume Index for Pharmaceuticals was 83.9% as compared to the respective period of 2021, 69.9% compared to December of 2021.

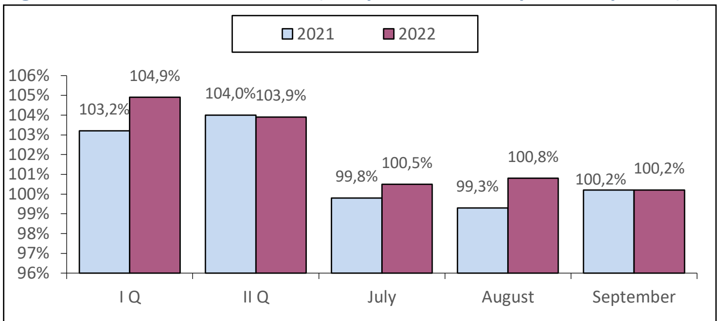
MACROECONOMIC INDICES OF THE KYRGYZ REPUBLIC

Inflation

According to the National Statistics Committee of the Kyrgyz Republic, the Consumer Price Index was estimated at 100.2% in September of 2022 as compared to the previous month, 110.6% compared to December of 2021. In January-September of 2022, the index accounted for 113.5% as compared to the same period in 2021.

In September 2022, the Producer Price Index for industrial production and services was 99.9% as compared to the previous month, 101.7% compared to December of 2021. In January-September 2022, the prices of producers for industrial products and services throughout the Republic increased by 7.3% as compared to 2021.

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



Source: National Statistics Committee of the Kyrgyz Republic

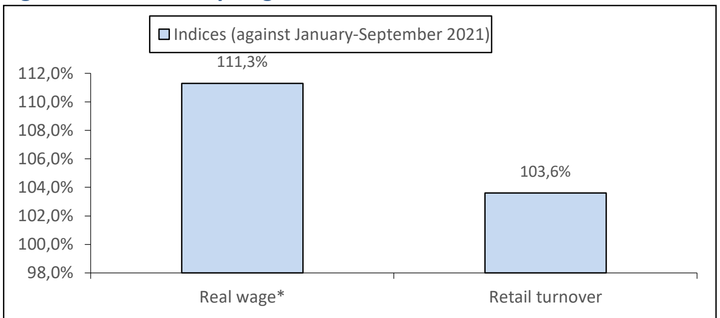
Living standard

According to data of the Committee for Statistics of the Kyrgyz Republic, in August 2022 the average monthly nominal wage per worker was KGS 26,161 (USD 319.97), in January-August 2022 – KGS 24,594 (USD 290.7), which accounted for 131.7% and 126.1% compared to the relevant period of the previous year, respectively. In January-August 2022, the real wage accounted for 111.3% as compared to January-August 2021, 113.9% in August 2022 compared to August 2021 (Fig. 2).

Retail turnover

In September 2022, the retail turnover (without cars and motorcycles sales) reached KGS 45,504.0 mil, and KGS 253,911.2 mil. in January-September of 2022. The Volume of Retail Turnover Index accounted for 105.0% and 103.6% to the same period of the previous year (Fig.2).

Figure 2. Real monthly wage and retail turnover, 2022



Source: National Statistics Committee of the Kyrgyz Republic

* Data for January- August 2022

Industrial Production

According to data of the National Committee for Statistics of the Kyrgyz Republic, in September 2022 the industrial output was KGS 33,748.6 mil., in January-September 2022 – KGS 299,219.3 mil. in January-September of 2022. The Physical Index of Industrial Production accounted for 102.6% and 116.6% as compared to the same periods of 2021, respectively.

According to the National Committee for Statistics of the Kyrgyz Republic, the pharmaceutical output amounted to KGS 74.4 mil. in September 2022, and KGS 613.7 mil. from the start of the year. At the end of September 2022, the Physical Index of for Pharmaceuticals was 103.1% as compared to the same period of 2021, 155.9% compared to August, and 91.5% in January-September of 2022 as compared to the same period of 2021.

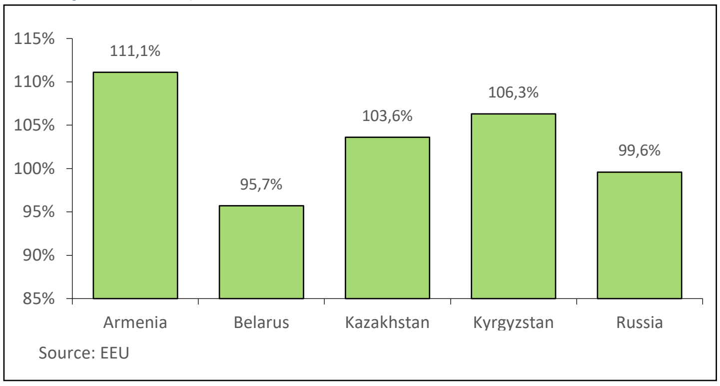
[3] The average exchange rate to calculate the above indices was used from the official website of the National Bank of Kazakhstan www.nationalbank.kz

COMPARATIVE MACROECONOMIC INDICES OF THE EURASIAN ECONOMIC UNION (EAEU)

GDP

According to the Eurasian Economic Commission (EAEC), in January-June of 2022 GDP of EAEU member-states achieved USD 1058707.2 mil. Industrial production volume index accounted for 99.9% as compared to January-June 2021. GDP growth was recorded in three EAEU member-states: in Armenia (+11.1%), Kazakhstan (+3.7%), Kyrgyzstan (+6.3%). GDP declined in Belarus (96.7%) and Russia (99.6%) (Fig. 1).

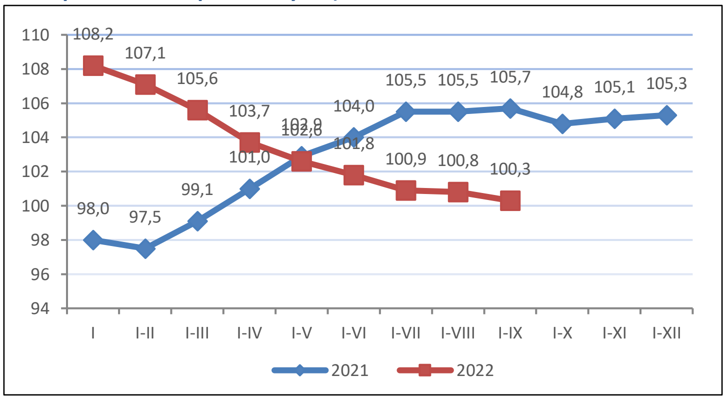
Figure 1. GDP growth in the EAEU member-states (January-June 2022 vs. January-June 2021)



Industrial Production

The industrial output of the EAEU in January-September 2022 amounted to USD 1195.5 bil. and grew by 0.3% as compared to January-September 2021 (Fig. 2). In individual countries, the Industrial Production Index accounted for 110.0% in Armenia, 93.9% in Belarus, 102.1% in Kazakhstan, 116.6% in Kyrgyzstan and 100.4% in Russia.

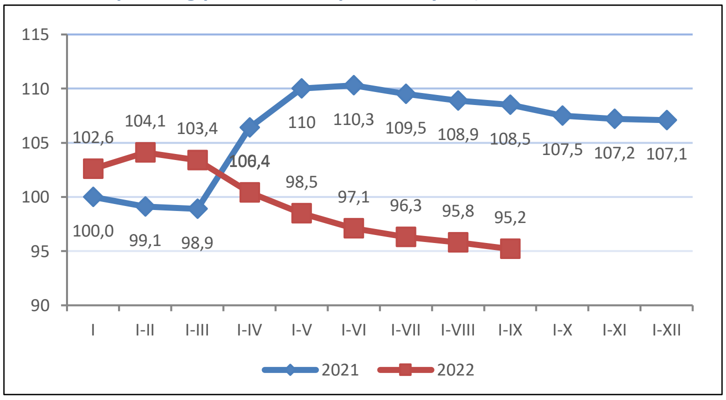
Figure 2. Industrial output indices movement in EAEU (as % over the same period of the previous year)



Retail turnover

According to the EEC, the retail trade turnover (through all sales channels) of EAEU member-states in January– September 2022 amounted to USD 498.9 bil. Compared with the respective period of 2021, the volume of retail sales reduced by 4.8%. In the analysed period, an increase in retail trade turnover was observed in Armenia (103.5%), Kazakhstan (101.4%) and Kyrgyzstan (109.7%). Retail sales continued to decline in Belarus (97.5%) and Russia (94.5%).

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



Nominal and real wage

According to the EEC, in January-June of 2022 as compared to the respective period of 2021, the gross monthly average wage increased in all EAEU member-states. The highest growth rates of nominal and real (adjusted for the consumer price index for goods and services) average monthly wage were recorded in Kazakhstan (124.1% and 110.9%, respectively) and in Kyrgyzstan (123.9% and 109.8%).

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

Country	Real wage, as % of the respective period of 2021	Nominal real wage	
		as % of the respective period of 2021	USD
Armenia	103.0	111.3	467
Belarus	99.7	114.2	573
Kazakhstan	110.9	124.1	666
Kyrgyzstan	109.8	123.9	279
Russia	98.7	112.8	828

Budget implementation

According to the EEC, in January-June of 2022 the republican budget was executed with surplus in all EEU member-states except for Belarus and Kazakhstan. At the same time, the budget moved from deficit to surplus in Armenia and Kyrgyzstan as compared to the corresponding period of the last year, the Kazakhstan's budget deficit reduced by 2.3 times, the Russia's budget surplus almost doubled.

The growth rates of the republican budget indicators saw a variety of trends in comparison with the respective period of the last year as follows: revenues — 124% in Armenia, 100% in Belarus, 138% in Kazakhstan, 149% in Kyrgyzstan and 124% in Russia; expenditures — 105% in Armenia, 103% in Belarus, 118% in Kazakhstan, 148% in Kyrgyzstan, 119% in Russia.

Table 2. Republican budget in January-June 2022

Country	USD bil.		
	Income	Expenditure	Deficit (surplus)
Armenia	2.1	1.9	0.2
Belarus	4.7	5.4	-0.7
Kazakhstan	17.5	18.9	-1.4
Kyrgyzstan	1.4	1.4	0.0
Russia	187.4	167.6	19.8

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

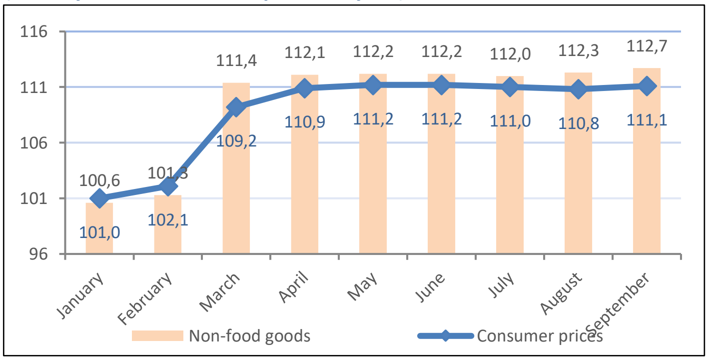
The consumer price index for goods and services throughout EEU in September 2022 was 111.1% as compared to December 2021, and 100.3% as compared to the previous month of 2022.

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

Country	March	April	May	June	July	August	September
EAEU	***109.2***	***110.9***	***111.2***	***111.2***	***111.0***	***110.8***	***111.1***
Armenia	103.5	105.8	106.0	106.3	104.9	105.1	105.7
Belarus	109.4	111.1	111.9	113.1	113.7	113.8	114.8
Kazakhstan	105.2	107.3	108.8	110.5	111.7	113.3	115.4
Kyrgyzstan	105.0	107.1	107.5	109.1	109.6	110.4	110.6
Russia	110.0	111.7	111.8	111.4	111.0	110.4	110.5

A significant increase in prices for non-food products (by 12.7%) throughout the EAEU in September 2022 vs December 2021. Food product prices increased by 10.3%, and paid service prices increased by 9.8% over that period (Fig. 4).

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

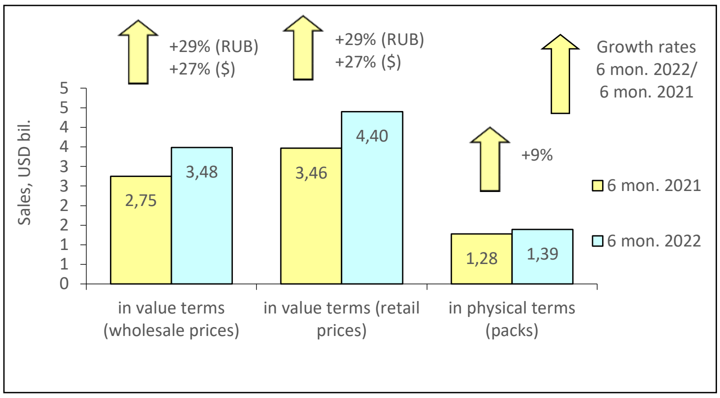


According to National Statistics Services' data, the price indices for the pharmaceutical products (medications) in September 2022 (compared to December of the previous year) amounted to 100.8% in Armenia, 107.6% in Belarus, 110.8% in Kyrgyzstan, 110.4% in Kazakhstan and 108.7% in Russia.

PHARMACY OTC MARKET IN RUSSIA: 2022 FIRST SIX MONTHS RESULTS

According to the results of the Retail Audit of Over-the-Counter Drugs (OTC) in Russian Federation™, the OTC drug sales in physical terms in the country saw a 9% increase to 1.391 bil. packs at the end of the first six months of 2022. In money terms, the OTC-segment increased by 29% in rouble terms and by 27% in dollar terms and reached RUB 263.040 bil. (USD 3.483 bil.) in wholesale prices (Fig. 1). The share of Over-the-Counter (OTC) drugs accounted for 63.9% of sales in physical terms and 48.4% in retail prices in terms of roubles. At the end of January-June of 2022, the average cost of an OTC pack was USD 3.16 at retail prices, whereas in the year-earlier period its cost was USD 2.71. In the analysed period, Russians spent an average of USD 30.23 on the purchase of OTC drugs in the pharmacies.

Figure 1. Russian pharmacy OTC market for 6 months of 2021 – 6 months 2022.*



According to the results for the first half of 2022, OTCPHARM (+34%[4]) and STADA (+32%) continued to demonstrate the largest sales volumes and high growth rates of OTC drugs (Table 1). Then followed SANOFI (+24%) and GLAXOSMITHKLINE (+25%), which moved one rank up, displacing the less dynamic BAYER (+12%) to rank five. The newcomers that broke into the top-10 ranking VALENTA (+56%) and BINNOPHARM (+39%) also rose in the ranks, coming in at numbers eight and nine, respectively. At the same time, SANDOZ that showed a 1% growth in sales moved down to the last position. The manufacturers TEVA (+19%) and JOHNSON&JOHNSON (+17%) held their previous ranks six and seven, respectively. The total share of the top 10 drug manufacturers accounted for 40.1%, while it was 41.2% 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, %	
6 mon. 2022	6 mon. 2021		6 mon. 2022	6 mon. 2021
1	1	OTCPHARM	7.8	7.5
2	2	**STADA**	5.8	5.7
3	4	**SANOFI**	4.3	4.4
4	5	**GLAXOSMITHKLINE**	4.0	4.1
5	3	**BAYER**	4.0	4.5
6	6	**TEVA**	3.4	3.7
7	7	**JOHNSON & JOHNSON**	3.1	3.4
8	13	VALENTA	2.7	2.3
9	12	BINNOPHARM GROUP	2.6	2.4
10	8	**SANDOZ**	2.5	3.2
Total			40.1	41.2

*AIPM members are in bold

Half of the top10 brands ranking managed to keep their earlier ranks unchanged (Table 2). Among them were ARBIDOL (+95%), DETRALEX (+26%) and NUROFEN (+37%) holding their leading positions, as well as CARDIOMAGNYL (+29%) and KREON (+19%) maintaining their previous ranks five and ten. INGAVIRIN and THERAFLU that showed a 60% growth in sales moved up to ranks four and six, in doing so the latter broke into the top ten ranking for the first time. The less dynamic PENTALGIN (+14%), MIRAMISTIN (+15%) and CANEPHRON (+22%) moved down to ranks seven through nine, respectively. The total share of the top ten brands ranking increased by 1 p.p. and achieved 13%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
6 mon. 2022	6 mon. 2021		6 mon. 2022	6 mon. 2021
1	1	ARBIDOL	2.6	1.7
2	2	DETRALEX	1.6	1.6
3	3	NUROFEN	1.5	1.4
4	6	INGAVIRIN	1.3	1.1
5	5	CARDIOMAGNYL	1.2	1.2
6	11	THERAFLU	1.1	0.9
7	4	PENTALGIN	1.1	1.2
8	7	MIRAMISTIN	0.9	1.0
9	8	CANEPHRON	0.9	0.9
10	10	KREON	0.8	0.9
Total			13.0	12.0

XYLOMETAZOLINE (+29%) continued to hold the first rank in the top-10 INN and group names ranking (Table 3). The most dynamic among the leaders UMIFENOVIR (+99%) was ranked second, displacing DIOSMIN* HESPERIDIN (+34%), IBUPROFEN (+38%) and PANCREATIN (+18%) one rank down. IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+60%) and the newcomer INTERFERON ALFA-2B (+50%) also moved up to the higher ranks six and eight. At the same time, the compositions ACETYLSALICYLIC ACID*MAGNESIUM (+29%) and MAGNESIUM* PYRIDOXINE (+32%), as well as INN DICLOFENAC (+18%) lost one rank each, moving down to ranks seven and two last ranks. The total share of the top 10 has increased from 17.6% to 19.1%.

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

Rank in the top ten		Brand	Share in total pharmacy sales, %	
6 mon. 2022	6 mon. 2021		6 mon. 2022	6 mon. 2021
1	1	XYLOMETAZOLINE	3.1	3.1
2	5	UMIFENOVIR	3.0	1.9
3	2	DIOSMIN*HESPERIDIN	2.6	2.5
4	3	IBUPROFEN	2.3	2.1
5	4	PANCREATIN	1.9	2.1
6	10	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.3	1.1
7	6	ACETYLSALICYLIC ACID*MAGNESIUM	1.3	1.3
8	11	INTERFERON ALFA-2B	1.2	1.0
9	8	MAGNESIUM*PYRIDOXINE	1.2	1.2
10	7	DICLOFENAC	1.2	1.3
Total			19.1	17.6

In contrast to the previous top ten, the top ten ATC groups ranking changed its leader: the most dynamic in the OTC segment group J05 Antivirals for systemic use (+74%) moved up to rank one from six (Table 4). The former leaders of the top ten C05 Vasoprotectives (+24%), N02 Analgesics (+32%) and R01 Nasal preparations (+27%) lost one rank each, moving down to ranks two through four. The groups A07 Antidiarrheals (+16%) and A11 Vitamins (+19%) also moved down, but by two positions, coming in at numbers six and nine. Unlike them, M01 Anti-inflammatory and antirheumatic products (+29%), L03 Immunostimulants (+35%) and R02 Throat preparations (+56%), in contrast, moved up to the higher ranks seven, eight and ten, respectively. Only R05 Cough and cold preparations (+36%) held their previous rank five. In total, the top ten ATC-groups accounted for 48.0% of the market, whereas in the year-earlier period — 46.0%.

Table 4. The top ten ATC groups by pharmacy sales

Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
6 mon. 2022	6 mon. 2021			6 mon. 2022	6 mon. 2021
1	6	J05	ANTIVIRALS FOR SYSTEMIC USE	6.2	4.6
2	1	C05	VASOPROTECTIVES	6.0	6.2
3	2	N02	ANALGESICS	5.8	5.7
4	3	R01	NASAL PREPARATIONS	5.6	5.7
5	5	R05	COUGH AND COLD PREPARATIONS	5.2	4.9
6	4	A07	ANTIDIARR.,INTEST. ANTIINFL./ ANTIINFECT. AGENTS	4.4	4.9
7	8	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	3.9	3.6
8	9	L03	IMMUNOSTIMULANTS	3.7	3.5
9	7	A11	VITAMINS	3.7	4.0
10	11	R02	THROAT PREPARATIONS	3.6	2.9
Total				48.0	46.0

Conclusion. On the basis of the results for the first half of 2022, the OTC retail market of Russia amounted to RUB 331.965 bil. (USD 4.400 bil.). At the same time, the market behaviour was positive both in rouble (+29%) and dollar (+27%) terms. In physical terms, the market expanded by 9% and amounted to 1.391 bil. packs. The average cost of an OTC-pack in the country's pharmacies based on the results for January-June of 2022 was USD 3.16, which was higher than a year earlier (USD 2.71). The average expenses of the Russian Federation residents for purchase of OTC drugs in the pharmacies in the analysed period increased as well: USD 30.23 vs. USD 23.70.

* Here and elsewhere IQVIA's data are used

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

PRICE ANALYSIS, 1-3 Q 2022. KEY INDICATORS

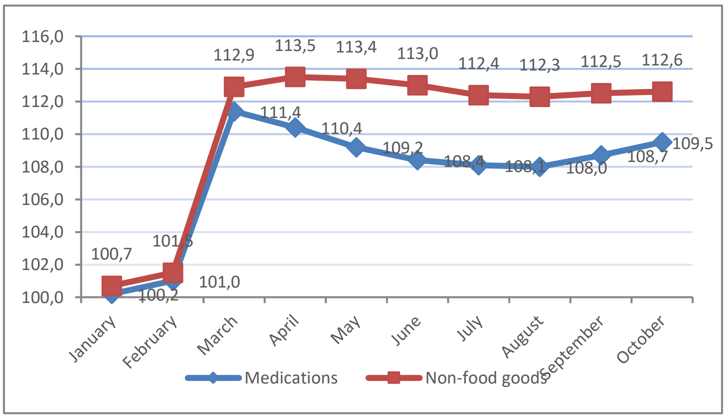
Price Indices

Table 1. Inflation rates in the Russian Federation, October 2022

	October 2022 vs December 2021	October-January 2022 vs October-January 2021
CPI	110.6	114.1
CPI for non-food products	112.6	115.7
CPI for medications	109.5	110.1

Rosstat data

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



Rosstat data

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

Figure 2. Movement of weighted average prices and retail margins in 1-3 Q 2021– 1-3 Q 2022*

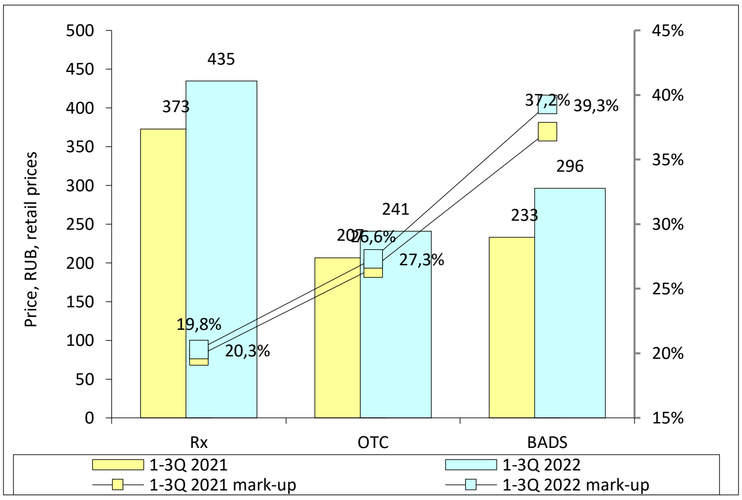


Figure 3. Movement of weighted average prices and retail margins in 1-3 Q 2021– 1-3 Q 2022

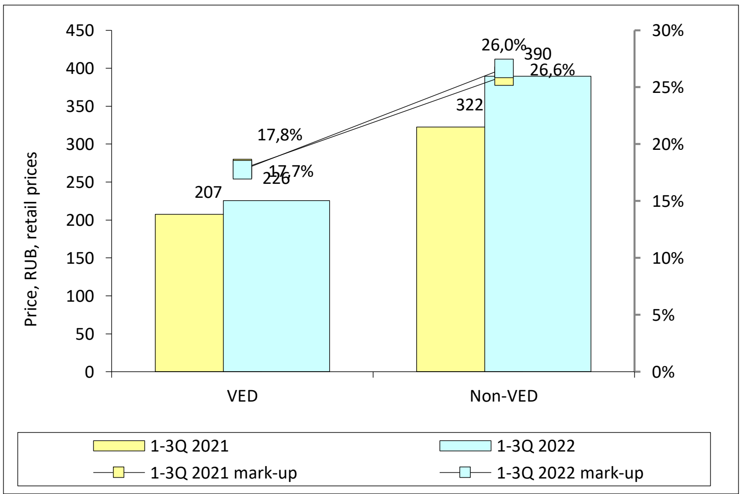
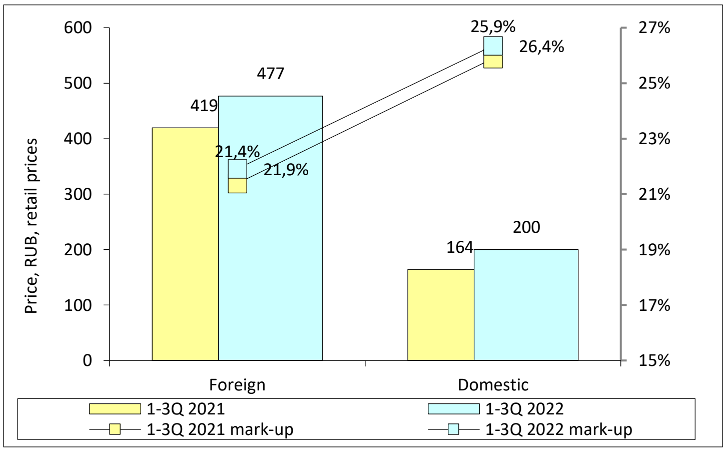


Figure 4. Movement of weighted average prices and retail margins in 1-3 Q 2021– 1-3 Q 2022



Indicators of price movement in the reimbursable market segment

Figure 5. Movement of weighted average purchase prices in 1-3 Q 2021–1-3 Q 2022

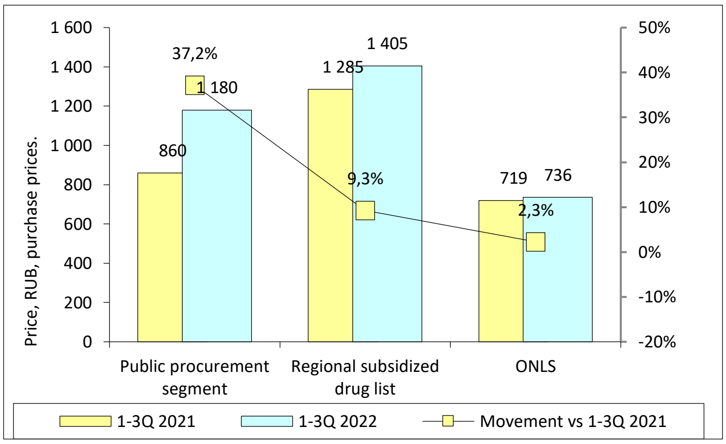


Figure 6. Movement of weighted average purchase prices for domestic drugs in 1-3 Q 2021– 1-3 Q 2022

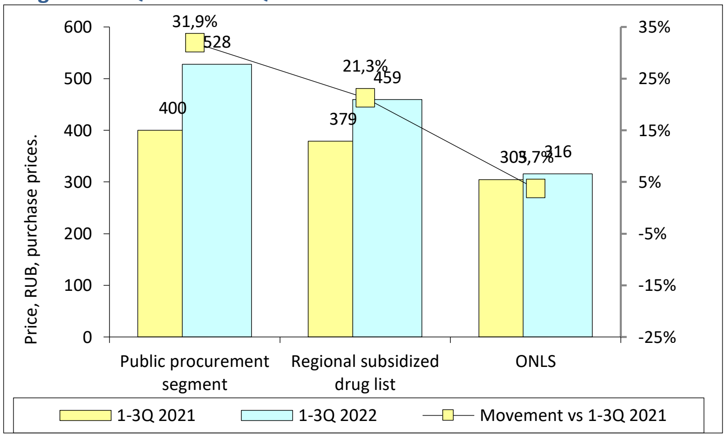
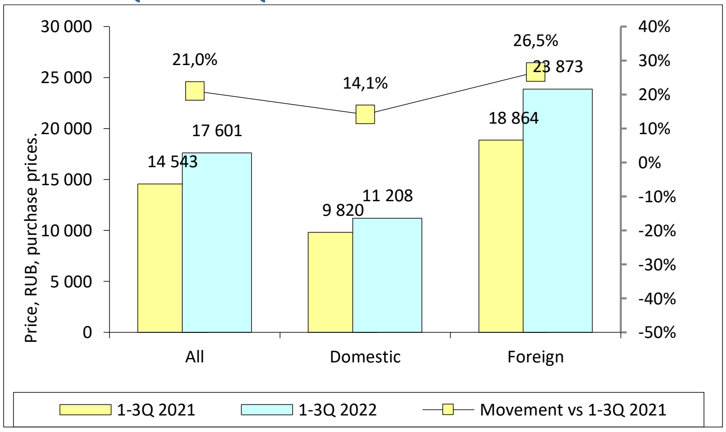


Figure 7. Movement of weighted average purchase prices in the VZN segment in 1-3 Q 2021– 1-3 Q 2022



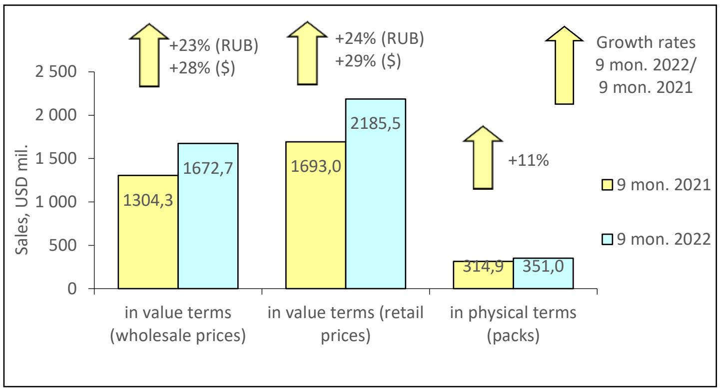
* Here and elsewhere IQVIA's data are used

MOSCOW CITY PHARMACY MARKET: 2022 FIRST NINE MONTHS RESULTS

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

According to the results of the Retail Audit of Finished Pharma Product (FPP) in Russian Federation™, in January-September 2022, the Moscow pharmacies sold 350.959 mil. FPP packs, which was 11% more than the sales indicator in January-September of 2021. In money terms, the market also showed positive growth rates both in rouble (+23%) terms and in dollar terms (+28%), and amounted to RUB 118.983 bil. (USD 1.673 mil.) in wholesale prices (Fig. 1). The region market share accounted for 15.2% of the Russian pharmacy retail sales. An average retail cost of a pack accounted to USD 6.23 vs USD 5.38 in a year-earlier period. For the first nine months of 2022, the average amount spent by Moscow residents of the city for drugs in the pharmacies amounted to USD 172.97.

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



At the end of the first nine months of 2022, BAYER (+9%), SANOFI (+7%) and GLAXOSMITHKLINE (+25%) continued to hold their top three ranks in the top ten manufacturers ranking of the Moscow retail market, though the former two reduced their market shares because they lagged behind in growth rates (Table 1). Another three manufacturers maintained and strengthened their previous ranks in the lower part of the rating. Those were ABBOTT (+25%), SERVIER (+30%) and BERLIN-CHEMIE/MENARINI (+29%) placed at ranks five, seven and eight, respectively. Two of the top 10 managed to rise in the ranks. STADA (+26%) moved up to rank four from six, and the newcomer of the top ten ranking OTCPHARM (+38%) moved up to rank nine. In doing so, they displaced TEVA (+16%) and SANDOZ (+3%) to ranks six and ten. In total, top ten manufacturers accumulated 35.5% of the market, whereas in the year-earlier period they accounted for 34.3%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	**BAYER**	5.5	6.3
2	2	**SANOFI**	3.7	4.2
3	3	**GLAXOSMITHKLINE**	3.6	3.6
4	6	**STADA**	3.4	3.3
5	5	**ABBOTT**	3.4	3.3
6	4	**TEVA**	3.3	3.5
7	7	**SERVIER**	3.2	3.1
8	8	**BERLIN-CHEMIE/MENARINI**	3.1	3.0
9	11	OTCPHARM	2.6	2.3
10	9	**SANDOZ**	2.5	2.9
Total			34.3	35.5

*AIPM members are in bold

The anti-thrombotic agent XARELTO maintained its leadership in the top ten ranking, though its sales reduced by 14% in the analysed ranking (Table 2). The markets of the remaining brands of the rating showed a growth, most of them developed by a fast pace. The newcomer ARBIDOL (2.2-fold growth in sales) demonstrated the highest growth rates and moved up from the third ten to rank five. Two more newcomers of the top ten THERAFLU (+46%) и NIMESIL (+43%) rounded out the top ten. The markets of the brand names DETRALEX (+46%), NUROFEN (+31%) and CRESTOR (+39%) also developed at a fast pace. In doing so, the former and the latter improved their positions by two ranks, whereas NUROFEN lost one rank, being displaced by the more dynamic brand DETRALEX. MIRAMISTIN (+14%) managed to improve its positions by one rank, despite legging growth rates. ELIQUIS (+0.5%) showed quite low growth rates and moved down from rank three to seven, whereas HEPTRAL (+8%) held its previous rank six. In total, the top-ten brands accounted for 7.9 % of sales, 8.1% in the year-earlier period.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	XARELTO	1.5	2.1
2	4	DETRALEX	0.9	0.8
3	2	NUROFEN	0.9	0.9
4	5	MIRAMISTIN	0.7	0.8
5	26	ARBIDOL	0.7	0.4
6	6	HEPTRAL	0.7	0.8
7	3	ELIQUIS	0.7	0.8
8	10	CRESTOR	0.6	0.6
9	12	THERAFLU	0.6	0.5
10	13	NIMESIL	0.6	0.5
Total			7.9	8.1

* Here and elsewhere IQVIA's data are used

XYLOMETAZOLINE (+26%) became the leader of the top 10 INN and group names ranking (Table 3). RIVAROXABAN, that used to be the rating leader before, reduced its sales by 14% and moved down to rank two. One more shift affected ranks three and four: the more dynamic composition DIOSMIN* HESPERIDIN (+39%) moved one rank up, coming in at number three, displacing INN HYALURONIC ACID (+24%) one rank down. ROSUVASTATIN (+33%), IBUPROFEN (+34%), NIMESULIDE (+32%), PANCREATIN (+28%) and MIRAMISTIN (+16%) held their previous ranks five through nine respectively. The only newcomer DICLOFENAC (+18%) rounded out the rating. The cumulative share of the top 10 under review decreased 0.3 p.p. to 11.4%.

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

Rank in the top ten		INN/Grouping name	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	2	XYLOMETAZOLINE	1.5	1.5
2	1	RIVAROXABAN	1.5	2.1
3	4	DIOSMIN*HESPERIDIN	1.3	1.2
4	3	HYALURONIC ACID	1.2	1.2
5	5	ROSUVASTATIN	1.2	1.1
6	6	IBUPROFEN	1.2	1.1
7	7	NIMESULIDE	1.0	1.0
8	8	PANCREATIN	0.9	0.9
9	9	MIRAMISTIN	0.8	0.9
10	13	DICLOFENAC	0.7	0.8
Total			11.4	11.7

M01 Anti-inflammatory and antirheumatic products (+29%) became the most in-demand group based on the results for nine months of 2022 and moved up to rank number one from three (Table 4). At the same time, the former leader B01 Anticoagulants (-6%) moved down to rank three. C09 Agents acting on the rennin-angiotensin system (+23%), R01 Nasal preparations (+29%), N06 Psychoanaleptics (+31%) and G03 Sex hormones (+33%) held their previous ranks two, and four through six, respectively. The groups J05 Antivirals for systemic use (+47%) and A10 Drugs used in diabetes (+50%) that showed high growth rates moved up to ranks seven and ten. Please note that the latter broke into the top ten rating for the first time, and the former displaced A07 Antidiarrheals (+18%) and C05 Vasoprotectives (+27%) one rank down. The total share of the top ten ATC groups increased from 35.9% to 36.6%

Table 4. The top ten ATC groups by pharmacy sales

Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021			9 mon. 2022	9 mon. 2021
1	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.5	4.3
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.4	4.4
3	1	B01	ANTITHROMBOTIC AGENTS	3.8	5.0
4	4	R01	NASAL PREPARATIONS	3.8	3.6
5	5	N06	PSYCHOANALEPTICS	3.7	3.5
6	6	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.6	3.4
7	9	J05	ANTIVIRALS FOR SYSTEMIC USE	3.5	3.0
8	7	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	3.2	3.3
9	8	C05	VASOPROTECTIVES	3.1	3.0
10	16	A10	DRUGS USED IN DIABETES	3.0	2.4
Total				36.6	35.9

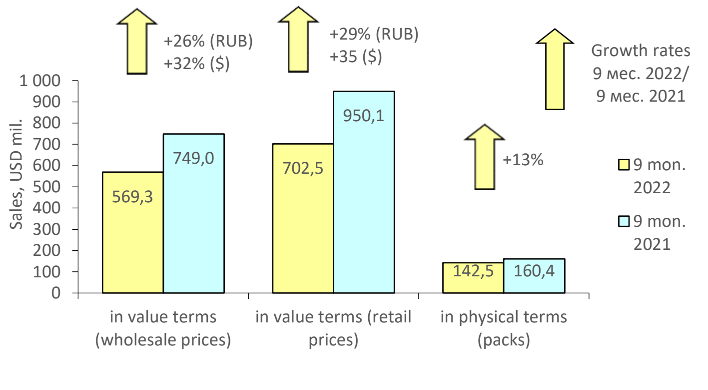
Conclusion. On the basis of the results for the first nine months of 2022, the retail pharmacy market of Moscow reached RUB 155.194 bil. (USD 2.186 bil), which was 24% more in terms of roubles and 29% in terms of dollars as compared to the indicator of the same period in 2021. In pack terms, the market expanded by 11% and amounted to 350.959 mil. packs. The average cost of FPP pack in the regional pharmacies based on the results for January-September of 2022 was USD 6.23, which was more than the 2021 figure (USE 5.38), and the average across the country (USD 4.51). The average expenses of the regional residents for the purchase of drugs in pharmacies were higher than national average (USD 172.97 vs. USD 100.83).

SAINT PETERSBURG PHARMACY MARKET: 2022 FIRST NINE MONTHS RESULTS

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

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at the end of January-September of 2022 the sales of drugs in physical terms in St. Petersburg saw a 13% increase to 160.355 mil. packs. In money terms, the market saw a 26% increase in terms of roubles and 32% in terms of dollars. At the same time, the volume of the market achieved RUB 52.854 bil. (USD 748.985 mil.) 216 mil.) at wholesale prices (Fig. 1). The regional market share accounted for 6.5% of the Russian pharmacy sales (in terms of roubles). The average cost of a pack for the first 9 months of 2022 was USD 5.92, in the year-earlier period it was USD 4.93. In the analysed period, the average amount spent by residents of the city for drugs in the pharmacies amounted to USD 176.98.

Figure 1. St. Petersburg pharmacy market for 9 months 2021 – 9 months 2022.*



BAYER (+15%) remained the leader in terms of pharmacy sales and growth rates among the top ten manufacturers on the regional market based on the results for January-September of 2022 (Table 1). Placed earlier at rank two, SANDOZ cut its sales by 13% and moved down to rank ten. The other manufacturers of the top ten demonstrated positive growth rates, six of them rose in the ranks. SERVIER (+28%), ABBOTT (+31%), TEVA and STADA (+25% each) moved up to ranks two through five, GLAXOSMITHKLINE (+28%) and OTCPHARM (+15%) moved up to ranks eight and nine. At the same time, KRKA (+18%) and SANOFI (+11%) moved down to ranks six and seven, respectively. The total share of the top 10 manufacturers reduced from 38% to 35.5%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	**BAYER**	5.4	6.0
2	4	**SERVIER**	3.7	3.6
3	7	**ABBOTT**	3.6	3.5
4	6	**TEVA**	3.5	3.5
5	8	**STADA**	3.5	3.5
6	5	**KRKA**	3.4	3.6
7	3	**SANOFI**	3.3	3.8
8	9	**GLAXOSMITHKLINE**	3.3	3.2
9	10	OTCPHARM	2.9	3.2
10	2	**SANDOZ**	2.9	4.2
Total			35.5	38.0

*AIPM members are in bold

The antithrombotic agents XARELTO (+11%) and ELIQUIS (+22%) remained the best-selling drugs in the regional market, although due to legging growth rates both of them reduced their market shares (Table 2). NUROFEN (+44%), which in contrast showed outperformance rates, became the third in the rating, moving up to rank three from five. The markets of two newcomers of the top ten NIMESIL (+64%) and THERAFLU (+69%) developed at yet higher pace, which allowed them to move to ranks seven and nine, respectively. The less dynamic HEPTRAL (+39%) and NOLIPREL (+35%) also managed to improve their positions, moving up to ranks five and ten. On top of that, the latter became the third newcomer of the top 10 ranking. At the same time, DETRALEX (+25%) and CONCOR (+10%) moved down to ranks four and eight. Brand ARBIDOL (+27%) held its previous rank six. In total, the top ten brands accumulated 8.5% of the pharmacy sales, whereas in the year-earlier period they accounted for 8.3%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	XARELTO	1.5	1.7
2	2	ELIQUIS	1.2	1.3
3	5	NUROFEN	0.9	0.8
4	3	DETRALEX	0.8	0.8
5	7	HEPTRAL	0.8	0.7
6	6	ARBIDOL	0.7	0.7
7	16	NIMESIL	0.7	0.5
8	4	CONCOR	0.7	0.8
9	18	THERAFLU	0.7	0.5
10	11	NOLIPREL	0.6	0.6
Total			8.5	8.3

RIVAROXABAN (+11%), XYLOMETAZOLINE (+27%) and DIOSMIN*HESPERIDIN (+24%) held their top two ranks in the top 10 INNs and generic names ranking (Table 3). Shifts took place in the lower part of the top ten, and three of the top ten INNs and grouping names rose in the ranks. NIMESULIDE (+42%) and IBUPROFEN (+48%) moved up to ranks four and seven, and the newcomer ADEMETIONINE (+38%) broke into the ranks of the top ten INNs, coming in at number nine. At the same time, APIXABAN (+22%), ROSUVASTATIN (+23%), HYALURONIC ACID (+41%) and PANCREATIN (+9%) lost one rank each, moving in at ranks five, six, eight and ten, respectively. In total, ten INNs and group names accounted for 11.8% of the market vs 11.6% in the year-earlier period.

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

Rank in the top ten		INN/Grouping name	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	RIVAROXABAN	1.5	1.7
2	2	XYLOMETAZOLINE	1.4	1.3
3	3	DIOSMIN*HESPERIDIN	1.3	1.3
4	6	NIMESULIDE	1.2	1.1
5	4	APIXABAN	1.2	1.3
6	5	ROSUVASTATIN	1.2	1.2
7	8	IBUPROFEN	1.2	1.0
8	7	HYALURONIC ACID	1.1	1.0
9	14	ADEMETIONINE	0.9	0.8
10	9	PANCREATIN	0.8	1.0
Total			11.8	11.6

C09 Agents acting on the rennin-angiotensin system (+17%) continued to be the best-selling group in the regional market (Table 4). G03 Sex hormones (+34%) and R01 Nasal preparations (+28%) remained in the positions they were holding four and five. Four of the remaining ATC groups rose in the ranks. M01 Anti-inflammatory and antirheumatic products (+34%) and N02 Analgesics (+33%) moved one rank up, to numbers two and nine. J05 Antivirals for systemic use (+36%) improved its rankings by two points, moving up to rank six, whereas the only newcomer of the top ten N06 Psychoanaleptics (+42%) moved up to rank seven. Not yet dynamic enough B01 Antithrombotic agents (+11%) и A07 Antidiarrheals (+12%), in contrast, moved down to ranks three and ten. The total share of the top ten ATC groups decreased from 37.5 % to 37.3%

Table 4. The top ten ATC groups by pharmacy sales

Rank in the top ten		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2022	9 mon. 2021			9 mon. 2022	9 mon. 2021
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.5	5.9
2	3	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.8	4.5
3	2	B01	ANTITHROMBOTIC AGENTS	4.6	5.1
4	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	3.9
5	5	R01	NASAL PREPARATIONS	3.4	3.3
6	8	J05	ANTIVIRALS FOR SYSTEMIC USE	3.2	2.9
7	6	C05	VASOPROTECTIVES	3.1	3.3
8	11	N06	PSYCHOANALEPTICS	3.0	2.6
9	10	N02	ANALGESICS	2.9	2.7
10	7	A07	ANTIDIARR.,INTEST. ANTI-INFL./ANTIINFECT. AGENTS	2.9	3.2
Total				37.3	37.5

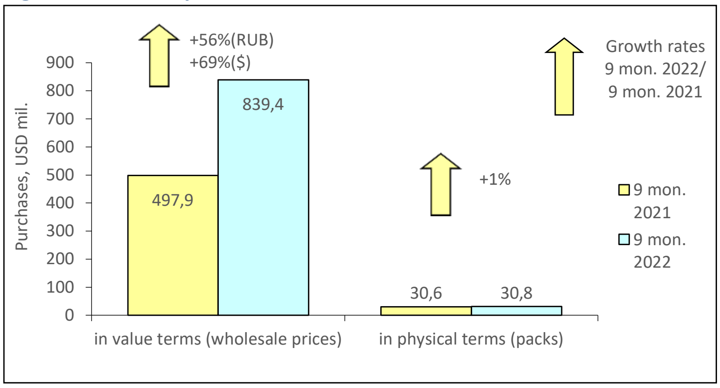
Conclusion. At the end of January-September 2022, the pharmacy market of St. Petersburg brought in RUB 66.734 bil. (USD 950.075 mil.) at retail prices. For nine months of 2022, pharmacies sold by 29% in terms of roubles and 35% in terms of dollars more than for the same period of the 2021 year. In physical terms, the sales increased by 13% and amounted to 160.355 mil. packs. Based on the results for the first nine months of 2022, the average cost of an FPP pack in the city pharmacies was USD 5.92 vs. USD 4.93 in the year-earlier period, and exceeded the national average in Russia (USD 4.51). The average medicine expenses of St. Petersburg residents in the pharmacies were higher than the national average expenses in Russia (USD 176.68 vs. USD 100.83).

* Here and elsewhere IQVIA's data are used

MOSCOW CITY HOSPITAL MARKET: 2022 FIRST NINE MONTHS RESULTS

According to the results of the Budget Audit of Finished Pharma Products (FFP) in the Russian Federation (without DLO and regional benefit), at the end of the first nine months of 2022 the Moscow public procurement segment in physical terms increased 1% as compared to the same period in 2021 and amounted to 30.784 mil. packs. In money terms, the market showed a 56% growth in terms of roubles and 69% in terms of dollars, and its volume achieved RUB 57.419 bil. (USD 839.443 mil.). Based on the results for January-September of 2022, the average cost of an FPP pack in the public procurement segment of Moscow was USD 27.27, whereas in the year-earlier period it was USD 16.29.

Figure 1. Moscow public sector for 9 months of 2021 – 9 months 2022.*



Based on the results for the first nine months of 2012, NOVARTIS (+85%) maintained and strengthened its leadership in the top ten manufacturers rating of the Moscow public procurement segment (Table 1). Shifts took place in the lower part of the top 10 ranking, and six manufacturers improved their positions. MSD (+80%), SANOFI (+7%) and BAYER (+47%) moved up one rank, coming in at numbers two, seven and nine. BIOCAD (2.1-fold growth in purchases) moved up to rank three from five, and the newcomers PHARMASYNTEZ (2.2-fold growth) and ELI LILLY (8.4-fold growth) broke into the top ten ranking, coming in at numbers six and ten. ROCHE (+40%) and BRISTOL MYERS (+36%), which showed not so high growth rates, moved down to ranks four and five, as well as JOHNSON & JOHNSON, which reduced its purchase rates by 32% and moved down to rank nine. In total, the top ten manufacturers accounted for 52.9% of the market for the first nine months of 2022, which was 2 p.p. more than the 2021 indicator.

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

Rank in the top ten		Manufacturer*	Share in total public procurement segment, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	**NOVARTIS**	13.7	11.6
2	3	**MSD**	8.0	6.9
3	5	BIOCAD RF	7.7	5.7
4	2	**ROCHE**	6.4	7.1
5	4	**BRISTOL MYERS SQU**	5.3	6.1
6	12	PHARMASYNTEZ	2.6	1.9
7	8	**SANOFI**	2.4	3.5
8	9	**BAYER**	2.3	2.4
9	6	**JOHNSON & JOHNSON**	2.3	5.2
10	36	**ELI LILLY**	2.2	0.4
Total			52.9	50.9

*AIPM members are in bold

In the top ten brands ranking, its leader ZOLGENSMA (+83), as well as PERJETA (+55%) and KADCYLA (+36%) placed at ranks five and six maintained their previous positions (Table 2). Six drug manufacturers from the top 10 rose in the ranks. KEYTRUDA (2.2-fold growth in purchases), ILSIRA (4.1-fold growth) and TECENTRIQ (+70%) moved up to ranks two, four and nine. The newcomers SOTROVIMAB, ARBIDOL (+70%) and YERVOY (+90%) broke into the ranks of the top ten, coming in at numbers seven, eight and ten, respectively. And only the brand OPDIVO (+24%) moved one rank down, coming in at number three. The total share of the top 10 increased by 7 p.p. and accounted for 33.9%.

Table 2. The top 10 brands by public segment volume

Rank in the top ten		Brand	Share in total public procurement segment, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	ZOLGENSMA	12.5	10.6
2	4	KEYTRUDA	4.8	3.5
3	2	OPDIVO	4.0	5.0
4	8	ILSIRA	3.7	1.4
5	5	PERJETA	2.1	2.1
6	6	KADCYLA	1.8	2.1
7	N/A	SOTROVIMAB	1.4	N/A
8	40	ARBIDOL	1.3	0.0
9	10	TECENTRIQ	1.2	1.1
10	13	YERVOY	1.2	1.0
Total			33.9	26.9

As in the previous top ten, most of the top ten INN and group names showed outperformance rates (Table 3). Among them was ONASEMNOGENE ABEPARVOVEC (+83%) which held and reinforced its rank number one. Next came PEMBROLIZUMAB (2.1-fold growth in purchases), which moved up from rank five. Yet higher growth rates were demonstrated by LEVILIMAB (4.1-fold growth), which moved up to rank four, as well as the newcomers FAVIPIRAVIR (8.6-fold growth), MOLNUPIRAVIR, SOTROVIMAB and UMIFENOVIR (48-fold growth), which moved up to ranks five and three bottom ranks. Due to lagging growth rates and a decline in the market share INN NIVOLUMAB (+24%) lost one rank, whereas INN PERTUZUMAB (+55%) and TRASTUZUMAB EMTANSINE (+36%) held their previous ranks six and seven. The total share of top ten increased by over 10 p.p. and accounted for 35.8%.

Table 3. The top ten INNs and grouping names by public procurement sector volume

Rank in the top ten		INN/Grouping name	Share in total public segment, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	1	ONASEMNOGENE ABEPARVOVEC	12.5	10.6
2	5	PEMBROLIZUMAB	4.8	3.5
3	2	NIVOLUMAB	4.0	5.0
4	8	LEVILIMAB	3.7	1.4
5	32	FAVIPIRAVIR	2.5	0.5
6	6	PERTUZUMAB	2.1	2.1
7	7	TRASTUZUMAB EMTANSINE	1.8	2.1
8	N/A	MOLNUPIRAVIR	1.8	N/A
9	N/A	SOTROVIMAB	1.4	N/A
10	41	UMIFENOVIR	1.4	0.0
Total			35.8	25.2

Half of the top 10 ATC groups in the Moscow public procurement segment held their own in the ranking (Table 4). Among them were the leading groups L01 Antineoplastic drugs (+61%) and M09 Other drugs for disorders of the musculoskeletal system (+46%). B05 Blood substitutes and perfusion solutions (+16%), B01 Antithrombotic agents (+23%) and J06 Immune sera and immunoglobulins (2-fold growth in purchases) held their previous ranks seven through nine, respectively. Note that the leader and the last from the above groups strengthened their positions due to outperformance rates. The markets of the groups J05 Antivirals for systemic use (4.5-fold growth in purchases), L04 Immunosuppressants (2-fold growth) and A16 Other alimentary tract and metabolism products (4.9-fold growth) also developed at a fast pace, which allowed them to move to ranks three, four and ten, respectively. At the same time, J07 Vaccines (+22%) and J01 Antibacterials for systemic use (+36%) lost two rating points each and moved down to ranks five and six. The total share of the top ten ATC groups increased from 80.1% to 83.9%.

Table 4. The top 10 ATC groups by public segment volume

Rank in the top ten		ATC code	ATC group	Share in total public segment, %	
9 mon. 2022	9 mon. 2021			9 mon. 2022	9 mon. 2021
1	1	L01	ANTINEOPLASTIC AGENTS	26.4	25.6
2	2	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET.SYST	14.8	15.8
3	6	J05	ANTIVIRALS FOR SYSTEMIC USE	13.5	4.7
4	5	L04	IMMUNOSUPPRESSANTS	7.0	5.4
5	3	J07	VACCINES	5.7	11.4
6	4	J01	ANTIBACTERIALS FOR SYST USE	5.3	6.0
7	7	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	3.3	4.5
8	8	B01	ANTITHROMBOTIC AGENTS	3.2	4.0
9	9	J06	IMMUNE SERA & IMMUNOGLOBULIN	2.9	2.2
10	19	A16	OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS	1.9	0.6
Total				83.9	80.1

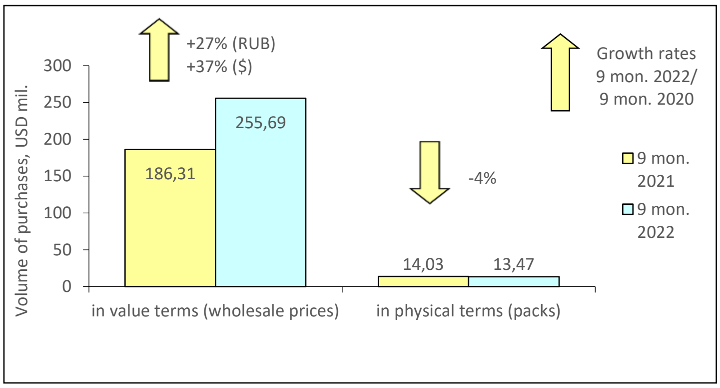
Conclusion. The Moscow public procurement segment increased both in rouble (+56%) and dollar terms (+69%) for the first nine months of 2022. At the same time, the volume of the market achieved RUB 57.419 bil. (USD 839.443 mil.). In physical terms, the market extended by 1% and amounted to 30.784 mil. packs. Based on the results for January-September of 2022, the average cost of an FPP pack in the public procurement segment of Moscow was USD 27.27, whereas in the year-earlier period it was USD 16.29.

* Here and elsewhere IQVIA's data are used

SAINT PETERSBURG HOSPITAL MARKET: 2022 FIRST NINE MONTHS RESULTS

According to the results of the Budget Audit of Finished Pharma Products (FFP) in the Russian Federation (without DLO and regional benefit), the positive growth rates of St. Petersburg public procurement segment in physical terms were replaced by negative growth rates and its volume amounted to 13.471 mil. packs at the end of the first nine months of 2022. In value terms, its growth continued, though its rates reduced as compared to the six-month growth rates, accounting for +27% in terms of roubles and +37% in terms of dollars. The volume of the segment achieved RUB 17.434 bil. (USD 255.689 mil.) at wholesale prices. Based on the results for January-September of 2022, the average cost of an OTC pack in the city hospitals was USD 18.98, whereas in the year-earlier period its cost was USD 13.28.

Figure 1. St. Petersburg public procurement segment for 9 months 2021 – 9 months 2022.[5]



Based on the results for nine months of 2022, the top ten manufacturers ranking in the public procurement segment of St. Petersburg changed its leader (Table 1). Due to 66% growth in sales, MSD moved up to rank number one from three, whereas the former leader ROCHE (+22%) moved down to rank three. BIOCAD (+35%) held and reinforced its previous rank two. In addition to the leader, another three manufacturers rose in the ranks. NOVARTIS (+92%) and GLAXOSMITHKLINE (+34%) moved up to ranks four and eight, and the newcomer PHARMASYNTEZ (+50%) broke into the top ten, coming in at number seven. At the same time, JOHNSON & JOHNSON (-8%) and PFIZER (-12%), which showed negative growth rates, in contrast, moved down to ranks six and nine, respectively. Despite a 18% increase in purchases, BAYER lost two ranks. BRISTOL MYERS (-1%) reserved its previous rank five. The total share of the top 10 manufacturers increased from 45.9% to 46.2%.

Table 1. The top 10 brands by public procurement segment volume

Rank in the top ten		Manufacturer*	Share in total public procurement segment, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	3	**MSD**	7.7	5.8
2	2	BIOCAD RF	7.1	6.7
3	1	**ROCHE**	6.8	7.0
4	9	**NOVARTIS**	4.8	3.2
5	5	**BRISTOL MYERS SQU**	3.7	4.7
6	4	**JOHNSON & JOHNSON**	3.6	5.0
7	11	PHARMASYNTEZ	3.3	2.8
8	10	**GLAXOSMITHKLINE**	3.2	3.1
9	6	**PFIZER**	3.1	4.4
10	8	**BAYER**	3.1	3.3
Total			46.2	45.9

*AIPM members are in bold

Only TIVICAY (+33%) held its own in the top ten brands ranking, being placed at rank three. Most of the top ten brands ranking rose in the ranks. KEYTRUDA (+84%) and ZOLGENSMA (+83%) moved up to ranks one and two, and the newcomers ARBIDOL (2.8-fold growth in purchases), ORKAMBI (124-fold growth), PERJETA (+46%), CORONAVIR (+64%) and ESPERAVIR moved up to ranks five, six and three bottom ranks. Two brands OPDIVO (-2%) and ILSIRA (-1%) with negative growth rates moved down to ranks four and seven, respectively. In total, the top ten brands accumulated 24.2% of the regional public procurement segment, whereas in the year-earlier period their share was 17.6%.

Table 2. The top 10 brands by public segment volume

Rank in the top ten		Brand	Share in total public procurement segment, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	2	KEYTRUDA	4.5	3.1
2	6	ZOLGENSMA	3.2	2.2
3	3	TIVICAY	3.0	2.8
4	1	OPDIVO	2.7	3.5
5	20	ARBIDOL	2.2	1.0
6	46	ORKAMBI	1.9	0.0
7	5	ILSIRA	1.7	2.2
8	11	PERJETA	1.7	1.5
9	13	CORONAVIR	1.7	1.3
10	N/A	ESPERAVIR	1.6	N/A
Total			24.2	17.6

Just as the corresponding brands, PERTUZUMAB (+84%) and ONASEMNOGENE ABEPARVOVEC (+83%) became the leaders of the top 10 INN and group names ranking (Table 3). The former leaders FAVIPIRAVIR and NIVOLUMAB reduced their purchases by 2% and moved down to ranks three and five, respectively. In addition, LEVILIMAB (-1%), which lost one rank, demonstrated negative growth rates. In contrast, the newcomers of the top ten UMIFENOVIR (2.2-fold growth in purchases), MOLNUPIRAVIR, PEMBROLIZUMAB (+46%) and LUMACAFTOR*IVACAFTOR (104-fold growth) moved up to the higher ranks. INN DOLUTEGRAVIR (+33%) held its previous rank four. The total share accumulated by the top-ten INNs and grouping names increased by over 5 p.p. to 25.9%.

Table 3. The top ten INNs and grouping names by public procurement sector volume

Rank in the top ten		INN/Grouping name	Share in total public segment, %	
9 mon. 2022	9 mon. 2021		9 mon. 2022	9 mon. 2021
1	3	PEMBROLIZUMAB	4.5	3.1
2	8	ONASEMNOGENE ABEPARVOVEC	3.2	2.2
3	1	FAVIPIRAVIR	3.1	4.0
4	4	DOLUTEGRAVIR	3.0	2.8
5	2	NIVOLUMAB	2.7	3.5
6	15	UMIFENOVIR	2.4	1.4
7	N/A	MOLNUPIRAVIR	2.1	N/A
8	7	LEVILIMAB	1.7	2.2
9	13	PERTUZUMAB	1.7	1.5
10	47	LUMACAFTOR*IVACAFTOR	1.6	0.0
Total			25.9	20.7

The groups L01 Antineoplastic agents (+45%) and J05 Antivirals for systemic use (+46%) continued to show the largest purchases within the public procurement segment (Table 4). Note that the they not only held, but also strengthened their positions due to outperformance rates. Apart from them, the markets of two newcomers of the top ten A16 Other alimentary tract and metabolism products (+85%) and R07 Other respiratory system products (6.9-fold growth in purchases), which moved up to the two bottom ranks, developed at a fast pace. The other three ATC groups also rose in the ranks: M09 Other drugs for disorders of the musculoskeletal system (+23%), J01 Antibacterials for systemic use (+5%) and J07 Vaccines (+8%) moved up to ranks three, four and six. B05 Blood substitutes and perfusion solutions, which showed a 23% growth in sales, held its previous rank eight, whereas L04 Immunosuppressants (-29%) and B01 Antithrombotic agents (-14%), which reduced their purchases, moved down to rank five and seven. In total, the top ten ATC groups accumulated 79.9% of the regional market, whereas in the year-earlier period it accounted for 80.1%.

Table 4. The top 10 ATC groups by public procurement segment

Rank in the top ten		ATC code	ATC group	Share in total public procurement segment, %	
9 mon. 2022	9 mon. 2021			9 mon. 2022	9 mon. 2021
1	1	L01	ANTINEOPLASTIC AGENTS	27.2	23.8
2	2	J05	ANTIVIRALS FOR SYSTEMIC USE	19.4	17.2
3	6	M09	OTHER DRUGS FOR DISORD. OF THE MUSCULO-SKELET.SYST	5.8	6.0
4	5	J01	ANTIBACTERIALS FOR SYST USE	5.1	6.2
5	3	L04	IMMUNOSUPPRESSANTS	5.1	9.0
6	7	J07	VACCINES	4.8	5.6
7	4	B01	ANTITHROMBOTIC AGENTS	4.4	6.5
8	8	B05	PLASMA SUBSTITUTES AND PERFUSION SOLUTIONS	3.8	4.0
9	11	A16	OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS	2.2	1.5
10	25	R07	OTHER RESPIRATORY SYSTEM PRODUCTS	2.1	0.4
Total				79.9	80.1

Conclusion. At the end of January-September of 2022, the St. Petersburg public procurement segment increased by 27% in terms of roubles and by 37% in terms of dollars. Its volume was equal to RUB 17.434 bil. (USD 255.689 mil.). In pack terms, the market showed negative growth rates (-4%) and amounted to 13.471 mil. packs. For the first nine months of 2022, the average cost of an FPP pack in the public procurement segment of the city was higher than that in the year-earlier period (USD 18.98 vs. USD 13.28).

[5] Here and elsewhere IQVIA's data are used