СОВМЕСТНАЯ ПУБЛИКАЦИЯ
АССОЦИАЦИИ МЕЖДУНАРОДНЫХ
ФАРМАЦЕВТИЧЕСКИХ
ПРОИЗВОДИТЕЛЕЙ
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AIPM®

Association of International Pharmaceutical Manufacturers

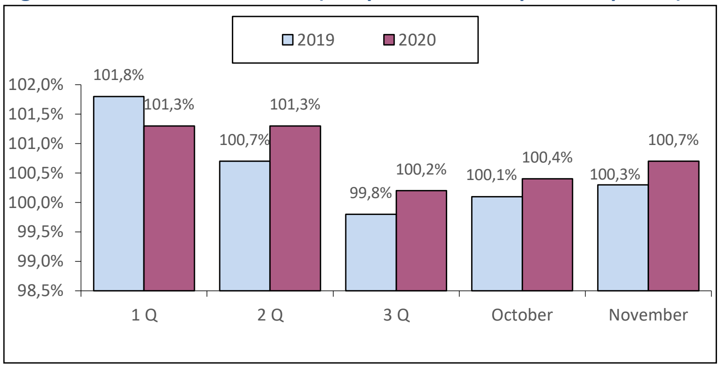
Ассоциация международных фармацевтических производителей

MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.7% in November 2020 compared to the previous month and 104.1% compared to December of the previous year. In November of 2020, Industrial Producer Price Index (for goods intended for sale on the domestic market) was 101.0%, whereas in the month-earlier period it had amounted to 100.3%. The index accounted for 102.1% against December of 2019.

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



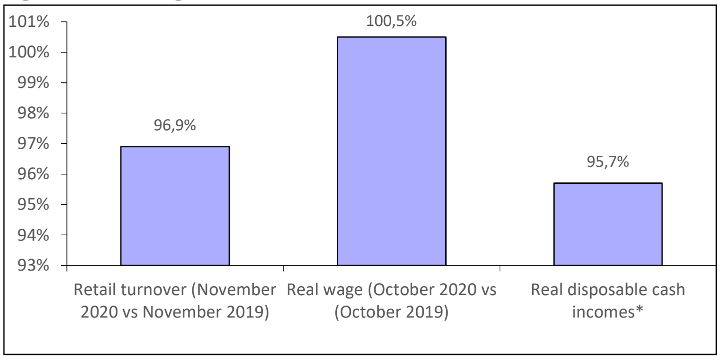
Living standard

In October 2020, a gross monthly average wage of corporate employees reached RUB 49,539 (USD 638.47). It accounted for 104.5% as compared to October 2019, and 100.2% compared to the previous period. In October 2020, the real gross wage accounted for 100.5% as compared to October 2019, and 99.8% against the prior period. According to estimates[1], real disposable cash incomes decreased by 4.3% in January-September of 2020 as compared to January-September of 2019 (Fig. 2).

Retail turnover

In November 2020, the retail turnover was equal to RUB 2998.7 bil. or 96.9% (in comparable prices) against the level of the corresponding period of the previous year, in January- November 2020 – RUB 30007.4 bil. or 95.9% (Fig. 2).

Figure 2. Real wage and retail turnover



* January-September 2020 vs. January-September 2019.

Industrial Production

According to Federal State Statistics Service's data, Industrial Production Index accounted for 97.4% in November 2020 compared to the same period in the previous year, and 97.0% in January-November 2020.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in November 2020 accounted for 135.5% compared to the relevant period of 2019, 120.3% as compared to October of 2020. In January-November, it was 122.8% as compared to January-November of 2019.

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 November 2020.

Table 1. Top ten Russian chemical and pharmaceutical manufacturers by sales volume in November 2020

Rank	Manufacturer	RUB mil.
1	Otcpharm	4501.0
2	Biocad	2732.7
3	Valenta	2444.0
4	Stada	2443.4
5	R-Pharm	1726.7
6	Pharmstandart	1596.4
7	Promomed	1360.4
8	Sotex	1339.3
9	Vertex	1283.2
10	Sintez	1261.5

Source - Remedium according to IQVIA data

Table 2 provides pharmacy sales data from 10 regions of the Russian Federation. Sales (in terms of roubles) increased in all regions in October 2020, compared to the previous month. The highest performance was observed in Perm (+32%), the least one in Tatarstan (+12%). Moscow (-7%) and St. Petersburg (-13%) showed reduction in sales.

Table 2. Pharmacy sales in the regions, 2020

Region	Pharmacy sales, $ mil. (wholesale prices)			Growth gain, % (roubles)		
	August 20	September 2020	October 2020	August/July 20	September/ August 20	October/September 20
Moscow	130.9	177.3	160.7	8%	39%	-7%
St. Petersburg	60.7	85.8	72.5	10%	45%	-13%
Krasnodar Krai	49.5	43.8	49.0	39%	-9%	15%
Krasnoyarsk Krai	20.3	24.6	27.6	-6%	24%	15%
Tatarstan	24.4	25.2	27.5	11%	6%	12%
Rostov Region	24.7	27.8	33.0	17%	15%	22%
Novosibirsk Region	20.3	24.5	29.4	6%	24%	23%
Voronezh Region	13.6	14.5	18.6	6%	10%	31%
Perm	7.1	8.1	10.3	25%	17%	32%
Tyumen	7.7	8.6	9.7	12%	14%	15%

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 November 2020

Rank	Company*	Quantity of broadcasts
1	GSK Consumer Healthcare	8,346
2	Otcpharm	8,265
3	Stada	7,329
4	Sanofi	7,278
5	Bayer	6,943

Source - Remedium according to Mediascope's data

Table 4. Top five brands in mass media in November 2020

Rank	Brand*	Quantity of broadcasts
1	Strepsils	3,420
2	Nurofen	3,369
3	ACC	2,865
4	Kagocel	2,378
5	Theraflu	2,261

Source - Remedium according to Mediascope's data

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

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

STATE REIMBURSEMENT PROGRAM (DLO) IN THE RUSSIAN FEDERATION: 2020 FIRST NINE MONTHS RESULTS

According to DLO in RF™, the drug supplies under the Federal Program amounted to RUB 110.672 bil. based on the results for the first nine months of 2020. (USD 1.581 bil.) at contract prices[2]. The segment volume increased 15% in terms of roubles, and 6% in terms of dollars as compared to the same period a year ago. Scope of supplies in pack terms increased by 6% to 74.241 mil. packs. The average cost of a FPP pack through the DLO program was USD 21.29 in contractual prices (a year ago it was USD 21.29).

In January-September 2020, GENERIUM (+40%[3]) moved up to rank number one in the DLO segment, displacing the former leader TAKEDA (-7%) due to negative growth rates of the latter (Table 1). CELGENE (+20%), JOHNSON & JOHNSON (+34%) and BIOCAD (+15%) held their previous ranks three through five, respectively. NOVARTIS (+38%) moved up to rank six from eight, displacing SANOFI (-5%) down one rank. Despite a 5% decrease in purchases, OCTAPHARMA moved up to rank eight from nine, while NOVO NORDISK (-17%), which showed more pronounced negative growth rates, moved down to rank nine. The only newcomer of the top ten ranking BAYER, which purchases grew by 3.1 times), moved up to bottom line of the ranking. The total share of the top 10 drug manufacturers within DLO Program expanded from 56.2% to 56.8%.

Table 1. The top 10 drug manufacturers for DLO

Rank		Manufacturer*	Share in total DLO volume, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	2	GENERIUM ZAO RF	9.9	8.1
2	1	**TAKEDA**	9.5	11.8
3	3	CELGENE	8.0	7.7
4	4	**JOHNSON & JOHNSON**	7.0	6.0
5	5	BIOCAD RF	6.1	6.0
6	8	**NOVARTIS**	4.3	3.6
7	6	**SANOFI**	3.9	4.7
8	9	OCTAPHARMA	2.8	3.4
9	7	**NOVO NORDISK**	2.8	3.8
10	28	**BAYER**	2.5	0.9
Total			56.8	56.2

*AIPM members are in bold.

Three newcomers broke into the ranks of the top ten brands ranking (Table 2). ELIZARIA (2.4-fold growth in sales), DARZALEX (136-fold growth) and SALOFALK (3.9-fold growth) moved up to ranks two, seven and eight, respectively. REVLIMIDE (+20%) held and reinforced its previous rank one. ELAPRASE (+8%), FEIBA (+2%) and ACELLBIA (+18%) also held their previous ranks three, four and six. Two brands ADVATE (-19%) and TOUJEO (-6%) showed negative growth rates and moved down to ranks five and ten, respectively. COAGIL-VII (+5%) lost one rank. The total share of the top ten manufacturers increased by nearly 4 p.p. up to 29.3%.

Table 2. The top 10 Brands in DLO segment

Rank in the top ten		Brand	Share in total DLO volume, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	REVLIMIDE	8.0	7.7
2	12	ELIZARIA	3.2	1.5
3	3	ELAPRASE	2.9	3.1
4	4	FEIBA	2.4	2.7
5	2	ADVATE	2.4	3.4
6	6	ACELLBIA	2.4	2.3
7	49	DARZALEX	2.2	0.0
8	34	XARELTO	2.1	0.6
9	8	COAGIL-VII	2.0	2.1
10	7	TOUJEO SOLOSTAR	1.8	2.2
Total			29.3	25.7

Just as the corresponding brand, LENALIDOMIDE (+20%) continued to be a leader of the top 10 INN and group names ranking (Table 3). In addition, INN IDURSULFASE (+8%) kept its previous rank 4. Five drug manufacturers from the top 10 rose in the ranks. RITUXIMAB (+21%) and ECULIZUMAB (+25%) moved up to ranks two and three, INTERFERON BETA-1A (+20%), and FACTOR VIII INHIBITOR BYPASSING FRACTION (+2%) moved up to ranks five and six. The newcomer DARATUMUMAB (136-fold increase in purchases) broke into the ranks of the top ten INN and group names ranking, coming in at rank nine. At the same time, OCTOCOG ALFA (-19%), FACTOR VIII (-8%) and INSULIN GLARGINE (-13%), which showed negative growth rates, moved down to the lower ranks seven, eight and ten. In total, ten INNs and group names accounted for 32% of the market against 31.7% in the year-earlier period.

Table 3. The top ten INN and group names in DLO segment

Rank in the top ten		INNs/Grouping Names	Share in total DLO volume, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	LENALIDOMIDE	8.0	7.7
2	3	RITUXIMAB	3.5	3.3
3	6	ECULIZUMAB	3.2	3.0
4	4	IDURSULFASE	2.9	3.1
5	10	INTERFERON BETA-1A	2.8	2.6
6	8	FACTOR VIII INHIBITOR BYPASSING FRACTION	2.4	2.7
7	2	OCTOCOG ALFA	2.4	3.4
8	5	FACTOR VIII	2.4	3.0
9	50	DARATUMUMAB	2.2	0.0
10	7	INSULIN GLARGINE	2.2	2.9
Total			32.0	31.7

L04 Immunosuppressants (+17%) and B02 Antihemorrhagics (-5%) remained the bestselling groups in the DLO market (Table 4). The other top 10 ATC groups changed their ranks; and only three of them rose in the ranks. L01 Antineoplastic agents (+35%) and A16 Other alimentary tract and metabolism products (+20%) moved one rank up, coming in at ranks three and five, and the newcomer B01 Anticoagulants (3.5-fold growth) broke into the top ten ranking, moving up to number seven. At the same time, groups A10 Drugs used in diabetes (-11%), L03 Immunostimulants (+11%), J05 Antivirals for systemic use (+28%), R03 Drugs for obstructive airway diseases (+12%) and L02 Endocrine therapy (+8%) lost one rank each and moved down to ranks four, six and three, respectively. The total share of the top 10 reduced from 83.6% to 82.7%.

Table 4. The top ten ATC groups in DLO segment

Rank		ATC code	ATC group	Share in total DLO volume, %	
9 mon. 2020	9 mon. 2019			9 mon. 2020	9 mon. 2019
1	1	L04	IMMUNOSUPPRESSANTS	22.6	22.2
2	2	B02	ANTIHEMORRHAGICS	15.4	18.7
3	4	L01	ANTINEOPLASTIC AGENTS	9.8	8.4
4	3	A10	DRUGS USED IN DIABETES	8.2	10.6
5	6	A16	OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS	7.1	6.8
6	5	L03	IMMUNOSTIMULANTS	6.9	7.2
7	12	B01	ANTITHROMBOTIC AGENTS	3.9	1.3
8	7	J05	ANTIVIRALS FOR SYSTEMIC USE	3.6	3.2
9	8	R03	DRUGS FOR OBSTRUCTIVE AIRWAY DISEASES	2.8	2.9
10	9	L02	ENDOCRINE THERAPY	2.3	2.4
Total				82.7	83.6

Data on supplies to the top ten regions of Russia under State Reimbursement Program (DLO) are shown in Table 5. The Moscow market continued to show the largest volumes of purchases. At the same time, its share continues to increase, reaching 24.1%. The shares of another five regions such as St. Petersburg, Krasnodar Krai and Sverdlovsk, Tyumen and Nizhniy Novgorod regions have increased. The total share of the top ten regions also expanded: 49,2% vs 48,7% in the year-earlier period.

Table 5. The top ten regions by sales in DLO segment

Rank		Region	Share in total DLO volume, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	Moscow	24.1	23.4
2	2	Moscow Region	4.0	4.8
3	3	Saint Petersburg	3.9	3.8
4	5	Krasnodar Krai	3.0	2.8
5	6	Sverdlovsk Region	2.9	2.6
6	4	Tatarstan Republic	2.5	3.1
7	7	Novosibirsk Region	2.3	2.4
8	11	Tyumen Region	2.3	2.1
9	12	Nizhny Novgorod Region	2.1	1.8
10	10	Chelyabinsk Region	2.0	2.1
Total			49.2	48.7

Conclusion. In January-September of 2020, the DLO sector brought in RUB 110.672 bil. (USD 1.581 mil.) at contract prices, which was by 15% in terms of roubles and by 6% in terms of dollars more than in the same period of 2019. In pack terms, the supplies under the program increased by 6% to 74.241 mil. packs. The average cost of an OTC pack participating in the DLO Program did not change, as compared to the figures of the past year (USD 21.29).

[2] From 2008 until now, data on DLO have been provided as information about shipments in contractual prices: prices at which the government will reimburse moneys to the distributor.

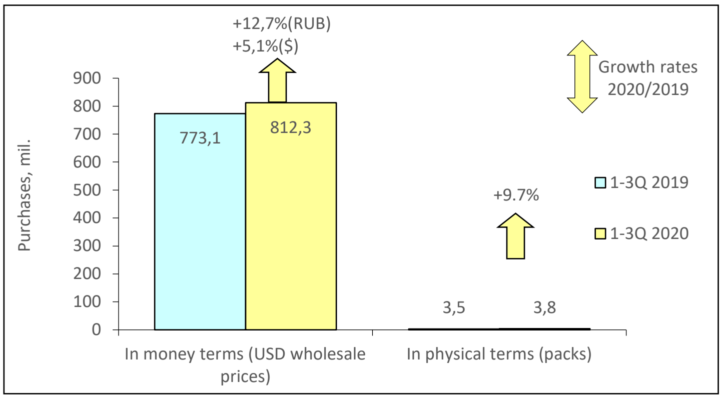
[3] Hereinafter, unless otherwise stated, growth gains are stated in the rouble equivalent or national currency.

COST-INTENSIVE NOSOLOGIES (VZN) PROGRAM, Q 1-3, 2020

In 2020, three more INNs were included in the high cost nosologies (VZN) drug list: Daratumumab for the treatment of chronic leukemia, Alemtuzumab for the treatment of multiple sclerosis, Everolimus for the treatment after organ or tissue transplantation. In total, purchases of these drugs in Q 1-3 2020 accounted for 5.5% of the total value of the program (RUB 3.1 bil.).

In the first nine months of 2020, supplies under the VZN drug supply program in value terms increased by 5%, amounting to USD 812 bil. (RUB 56.5 bil.) compared to the same period in 2019. in terms of packs, VZN purchases increased by 9.7% (3.8 mil. packs).

Figure 1. Purchases trend under the VZN Program in 1-3 Q 2020 against 1-3 Q 2019



The groups of drugs to treat hemolytic uremic syndrome (+41%), oncohematological drugs (+38%) and drugs to treat multiple sclerosis (+25%) showed the largest increase in purchases in terms of roubles as compared to the same period of the previous year. A negative increase in the purchases was recorded in the group of drugs to treat hemophilia (-7.4%). The group of drugs to treat hemophilia became the leader of the top purchases ranking in 1-3 Q, 2020 despite the reduction in purchases, oncohematological drugs group and agents to treat multiple sclerosis held their previous ranks two and three, respectively.

Table 1. Supplies pattern under the VZN Program

Nosologies	INN	Share in total VZN supplies (RUB), %	
		1-3Q 2020	1-3Q 2019
Haemophilia		**28.0**	**34.1**
	FACTOR VIII*FACTOR VON WILLEBRAND	4.8	5.7
	OCTOCOG ALFA	4.7	6.6
	FACTOR VIII	4.7	5.7
	FACTOR VIII INHIBITOR BYPASSING FRACTION	4.7	5.2
	EPTACOG ALFA (ACTIVATED)	4.0	4.5
	MOROCTOCOG ALFA	3.0	4.0
	FACTOR IX	1.8	2.0
	NONACOG ALFA	0.5	0.3
Oncohematology		**27.6**	**22.6**
	LENALIDOMIDE	15.6	14.7
	RITUXIMAB	6.2	6.0
	DARATUMUMAB	4.3	0.0
	BORTEZOMIB	0.8	1.2
	IMATINIB	0.4	0.4
	FLUDARABINE	0.2	0.3
Sclerosis Multiplex		**19.7**	**20.2**
	INTERFERON BETA-1A	5.4	5.1
	INTERFERON BETA-1B	4.0	4.6
	NATALIZUMAB	3.3	4.9
	TERIFLUNOMIDE	2.4	2.3
	PEGINTERFERON BETA-1A	2.1	1.8
	GLATIRAMER ACETATE	1.6	1.7
	ALEMTUZUMAB	0.8	0.0
Mucopolysaccharidosis type I, II and VI		**9.5**	**9.1**
	IDURSULFASE	5.6	5.5
	GALSULFASE	2.6	2.4
	LARONIDASE	1.1	1.1
	IDURSULFASE BETA	0.1	0.1
Hemolytic-uremic syndrome		**5.4**	**4.3**
	ECULIZUMAB	5.4	4.3
Transplantation		**3.4**	**3.3**
	TACROLIMUS	2.3	2.2
	MYCOPHENOLIC ACID	0.6	0.9
	EVEROLIMUS	0.3	0.0
	CICLOSPORIN	0.1	0.2
	MYCOPHENOLATE MOFETIL	0.1	0.1
Systemic-onset juvenile arthritis		**2.2**	**2.2**
	CANAKINUMAB	1.7	1.2
	TOCILIZUMAB	0.4	0.8
	ADALIMUMAB	0.0	0.0
	ETANERCEPT	0.0	0.1
Mucoviscidosis		**2.0**	**1.8**
	DORNASE ALFA	2.0	1.8
Gaucher disease		**1.9**	**2.1**
	IMIGLUCERASE	1.4	1.6
	VELAGLUCERASE ALFA	0.6	0.5
Pituitary dwarfism		**0.3**	**0.3**
	SOMATROPIN	0.3	0.3

According to the results for the first nine months of 2020, the Russian company Generium (affiliated with Pharmstandard) came in top place in supplies under the VZN program, having increased sales by 37% (compared to 1-3 Q, 2019). Two drugs of the company broke into the top ten brand names ranking: a drug to treat hemolytic uremic syndrome Elizaria (Eculizumab), as well as the blood factor Coagil VII (Eptacog alfa), which moved to ranks three, eight in the ranking, respectively (Table 2). Due to a 6% decrease in sales, Takeda moved down to rank two in the manufacturers ranking (Table 3). Three drugs of the ranking Elaprase (Idursulfase), Advate (Octocog Alfa) and Feiba (Factor VIII Inhibitor Bypassing Fraction) broke into the top 10 brands ranking (2, 4 and 5 ranks, respectively). Due to purchases of Revlimid (Lenalidomide), which as before topped the brands rating, accounting for 15.6% of the total volume of purchases under the program, Celgene held its previous rank three in the top ten manufacturers ranking (Table 2). Johnson & Johnson with the oncohematological drug Darzalex (Daratumumab), included in the VZN program only in 2020, but already ranked sixth in the top brands rating (4,3% of total purchases), and Tysabri (Natalizumab) to treat multiple sclerosis ranked ninth in the top ten brands ranking, moved up to rank four from five in the ranking (Table 2).

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

Rank		Brand	Share in total VZN supplies, %	
1-3Q 2020	1-3Q 2019		1-3Q 2020	1-3Q 2019
1	1	REVLIMIDE	15.6	14.7
2	3	ELAPRASE	5.6	5.5
3	12	ELIZARIA	5.4	2.5
4	2	ADVATE	4.7	6.6
5	4	FEIBA	4.7	5.2
6		DARZALEX	4.3	
7	6	ACELLBIA	4.2	4.2
8	7	COAGIL-VII	3.8	4.1
9	5	TYSABRI	3.3	4.9
10	20	REBIF	3.1	1.7
Total			54.8	55.3

Biocad's drugs Acellbia (Rituximab) moved down from rank six to seven in the top brands rating, therefore the company moved down from rank four to five in the top manufacturers rating (Table 3). Octapharma held its previous rank six in the top manufacturers rating. Due to Rebif (Interferon beta-1a), which purchases doubled compared to the same period of the last year, Merck considerably improved its position in the top ten manufacturers rating (rank seven). Biomarin Ireland, the manufacturer of the drug to treat type VI mucopolysaccharidosis Naglazim (Galsulfase) moved up to rank nine in the manufacturers ranking. In total, the drugs of foreign manufacturers prevailed in the top brands ranking (Table 2). A total share of the top 10 manufacturers increased, and a share of the top ten INN and grouping names slightly reduced as compared to the same period of the previous year (Table 2 and 3).

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

Rank in the top ten		Manufacturer*	Share in total VZN supplies, %	
1-3Q 2020	1-3Q 2019		1-3Q 2020	1-3Q 2019
1	2	GENERIUM ZAO RF	18.5	15.2
2	1	**TAKEDA**	17.7	21.2
3	3	CELGENE	15.6	14.7
4	5	**JOHNSON & JOHNSON**	9.8	6.9
5	4	BIOCAD RF	9.3	9.0
6	6	OCTAPHARMA	5.3	6.3
7	14	**MERCK**	3.1	1.7
8	8	**CSL BEHRING GMBH**	2.9	2.9
9	9	**BIOMARIN IRELAND**	2.6	2.4
10	13	**SANOFI-AVENTIS**	2.1	1.8
Total			86.9	83.6

*AIPM members are in bold.

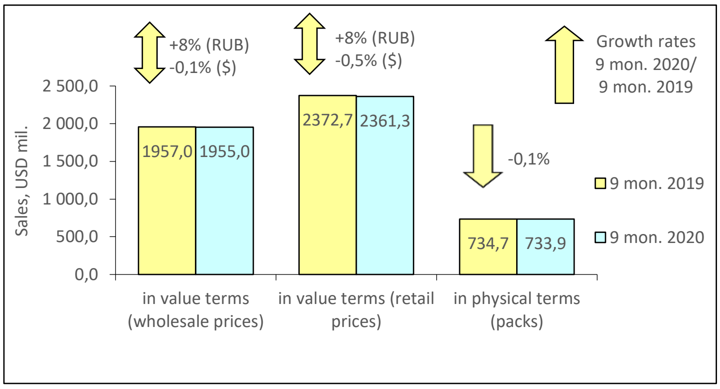
Conclusion. In 1-3 Q of 2020, the purchases under the VSN Program increased as compared to 1-3 Q of 2019. This is partly because of the first purchases of drugs included to the VZN Program (3 INNs), however, purchases of most of the "traditional" drugs also increased. The share of domestically produced drugs slightly increased (from 28 to 31%). The share of localized products (final stages of production) remained unchanged (48%). The share of imported drugs slightly reduced (from 23 to 21%).

CFD PHARMACY MARKET (WITHOUT MOSCOW): 2020 FIRST NINE MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Central Federal District (CFD) (without Moscow) was 26.755 mil., which accounted for 18.2% of the total Russian Federation population. According to Federal State Statistics Service's data, the average wage in the CFD (including Moscow) based on the results for the first nine months of 2020 was RUB 62,627 (USD 885.44), which was 27% higher than the average wage in Russia (RUB 49426).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of the first nine months of 2020, the volume of drugs in physical terms in the CFD (excl. of Moscow) did not virtually change and totalled to 733.927 mil. packs. In money terms, the market saw an 8% increase in terms of roubles but did not virtually change (-0.1%) in terms of dollars. At the same time, the market volume reached RUB 138.066 bil. (USD 1.955 bil.) at wholesale prices (Fig.1). The region market share accounted for 20.5% of the Russian pharmacy retail sales. The average cost of a pack did not virtually change as compared to the same period of 2019: USD 3.22 vs. USD 3.23 in retail prices. At the end of January-September 2020, an average amount spent by the region residents for FPPs in the pharmacies amounted to USD 88.25.

Figure 1. The CFD (without Moscow) pharmacy market for 9 months of 2019 – 9 months 2020



At the end of January-September period in 2019, the top ten manufacturers rating on the pharmacy market of the Central Federal District (CFD) (excl. of Moscow) did not change in composition (Table 1). Moreover, three manufacturers of the top 10 held their own in the ranking. BAYER (+6%) and SANOFI (+10%) topped the ranking, and KRKA (+5%) held its previous rank six. Only two from the other manufacturers showed outperformance rates and rose in the ranks. OTCPHARM (+35%) moved up to rank three from eight, and SANDOZ (+21%) moved up to rank nine from ten. At the same time, the less dynamic STADA (+2%), SERVIER (+6%), TEVA and BERLIN-CHEMIE/MENARINI (+2% each) moved down to ranks four, five, seven and eight, respectively. The total share of the top ten did not virtually change and accounted for 35.7% vs 35,6% in a year-earlier period.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	**BAYER**	4.6	4.8
2	2	**SANOFI**	4.2	4.1
3	8	OTCPHARM	3.9	3.1
4	3	**STADA**	3.8	4.1
5	4	**SERVIER**	3.6	3.7
6	6	**KRKA**	3.4	3.5
7	5	**TEVA**	3.4	3.6
8	7	**BERLIN-CHEMIE/MENARINI**	3.0	3.2
9	10	**SANDOZ**	3.0	2.7
10	9	**GLAXOSMITHKLINE**	2.7	2.7
Total			35.7	35.6

*AIPM members are in bold.

Four newcomers broke into the ranks of the top ten brands ranking (Table 2). INGAVIRIN (+80%), ARBIDOL (3.8-fold growth in sales), ELIQUIS (+47%) and MIRAMISTIN (+24%) moved up to ranks two, six, eight and ten ranks, respectively. At the same time, the first of them displaced the brands CONCOR (+3%), DETRALEX (+2%) and MEXIDOL (+7%) down one rank. NUROFEN (-0.4%) that had slightly reduced sales and PENTALGIN (+13%) that showed outperformance rates, lost two ranks each. XARELTO (+8%) remained the leader of the rating. The total share of the top ten brands ranking increased by almost 1 p.p. and achieved 7.6%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XARELTO	1.2	1.2
2	17	INGAVIRIN	0.8	0.5
3	2	CONCOR	0.8	0.8
4	3	DETRALEX	0.8	0.8
5	4	MEXIDOL	0.8	0.8
6	49	ARBIDOL	0.7	0.2
7	5	NUROFEN	0.7	0.7
8	14	ELIQUIS	0.7	0.5
9	7	PENTALGIN	0.6	0.6
10	11	MIRAMISTIN	0.6	0.5
Total			7.6	6.7

Half of the top-ten INN and group names ranking managed to keep their previous ranks unchanged (Table 3). XYLOMETAZOLINE (+0.3%), RIVAROXABAN (+8%), BISOPROLOL (+6%) and DIOSMIN*HESPERIDIN (+5%) held their first four ranks and PANCREATIN (+3%) maintained its rank seven. Shifts took part in the middle and bottom part of the top ten. The more dynamic INNs NIMESULIDE (+6%) and DICLOFENAC (+13%) moved up one rank, coming in at numbers five and eight. On top of that, they displaced IBUPROFEN (-2%) and ETHYLMETHYLHYDROXYPYRIDINE (+4%) down one rank. The only newcomer of the top ten ranking UMIFENOVIR (3.5-fold growth in sales) moved up to the last rank. The total share of the top 10 increased from 10.5% to 10.7%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XYLOMETAZOLINE	1.6	1.7
2	2	RIVAROXABAN	1.2	1.2
3	3	BISOPROLOL	1.2	1.2
4	4	DIOSMIN*HESPERIDIN	1.1	1.2
5	6	NIMESULIDE	1.1	1.1
6	5	IBUPROFEN	1.0	1.1
7	7	PANCREATIN	1.0	1.0
8	9	DICLOFENAC	0.9	0.8
9	8	ETHYLMETHYLHYDROXYPYRIDINE	0.8	0.9
10	49	UMIFENOVIR	0.8	0.2
Total			10.7	10.5

C09 Agents acting on the rennin-angiotensin system (+15%), M01 Anti-inflammatory and antirheumatic products (+6%) and B01 Antithrombotic agents continued to show the largest sales on the regional market among the top ATC groups (Table 4). Due to 56% sales growth, J05 Antivirals for systemic use became the only newcomer of the top 10 ranking, moving up to rank four. J01 Antibacterials for systemic use (+18%) also rose in the ranks, moving one rank up to number five. Groups R01 Nasal preparations (-0.4%), G03 Sex hormones (+2%), C05 Vasoprotectives (+5%) and A07 Antidiarreals, intestinal anti-inflammatory / antiinfective agents (+0.2%) moved down to rank six and the last three lines, respectively. N02 Analgesics (+12%) held their previous rank seven. In total, the top ten ATC groups accumulated 38.2% of the regional market, whereas in the year-earlier period they accounted for 37.2%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019			9 mon. 2020	9 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	6.1	5.8
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.1	5.2
3	3	B01	ANTITHROMBOTIC AGENTS	4.2	4.0
4	14	J05	ANTIVIRALS FOR SYSTEMIC USE	3.7	2.5
5	6	J01	ANTIBACTERIALS FOR SYST USE	3.6	3.3
6	4	R01	NASAL PREPARATIONS	3.4	3.7
7	7	N02	ANALGESICS	3.3	3.2
8	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.2	3.4
9	8	C05	VASOPROTECTIVES	3.0	3.1
10	9	A07	ANTIDIARR., INTEST. ANTIINFL. / ANTIINFECT. AGENTS	2.7	2.9
Total				38.2	37.2

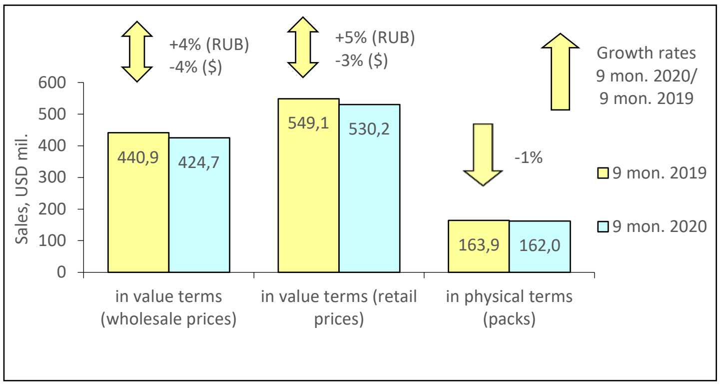
Conclusion. At the end of the first nine months of 2020, the pharmacy market of the Central Federal District (without Moscow) brought in RUB 166.760 bil. (USD 2.3610 bil.), which was 8% more in terms of roubles and 0.5% less in terms of dollars than in the same period of 2019. In natural terms, the market demonstrated virtually zero growth rates (-0.1%) and was equal to 733.927 mil. packs. In January-September of 2020, the average cost of an FPP pack in the region pharmacies was USD 3.22, which was virtually equal to the last year figure (USD 3.23), but less than the national average (USD 3.39). The average medicine expenses of the region residents were higher than the national average expenses in Russia (USD 88.25 vs. USD 78.35).

NWFD (EXCLUS. OF SAINT PETERSBURG) PHARMACY MARKET: 2020 FIRST NINE MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the North-Western Federal District (NWFD) (excl. of St. Petersburg) was 8.583 mil., which accounted for 5.8% of the total Russian Federation population. According to Federal State Statistics Service's data, the average wage in the NWFD (with St. Petersburg) for the first nine months of 2020 was RUB 55,283 (USD 781.61), which was 12% higher than the average wage in Russia (RUB 49426).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in the Russian Federation™, at the end of January-September period of 2020 the sales of FPPs in physical terms in pharmacies of NWFD (without St. Petersburg) saw a 1% decrease to 161.976 mil. packs. In money terms, the market saw a 4% increase in terms of roubles and 4% decrease in terms of dollars. At the same time, the volume of the market achieved RUB 29.963 bil. (USD 424.686 mil.) at wholesale prices (Fig. 1). The share of the region accounted for 4.6% of the Russian retail pharmacy sales. The average cost of an OTC pack in the pharmacies slightly reduced: USD 3.27 vs. USD 3.35 at retail prices in the year-earlier period. For the first nine months of 2020, the average amount spent on drugs by residents of the region in the pharmacies amounted to USD 61.77.

Figure 1. The NWFD (without St. Petersburg) pharmacy market for 6 months of 2019 – 6 months 2020



At the end of the first nine months of 2020, the top manufacturers on the pharmacy market of the North-Western Federal District (NWFD) (excl. of St. Petersburg) held its own in the ranking (Table 1). However, half of the top 10 manufacturers held their own in the ranking. BAYER (+7%) held and reinforced its previous rank one, SERVIER (+2%) and KRKA (+7%) held their previous ranks three and five, respectively. The manufacturers SANDOZ (+1%) and BERLIN-CHEMIE/MENARINI (+6%) as before rounded out the top ten ranking. OTCPHARM (+26%) and TEVA (-0.2%) rose in the ranks, coming in at numbers two and seven, respectively. SANOFI (-2%), STADA (-4%) and GEDEON RICHTER (-6%) showing negative growth rates moved down to the lower ranks four, six and eight. The total share of the top 10 drug manufacturers reduced from 38.5% to 38.1%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	**BAYER**	5.0	4.9
2	6	OTCPHARM	4.5	3.7
3	3	**SERVIER**	4.2	4.3
4	2	**SANOFI**	4.1	4.4
5	5	**KRKA**	4.0	3.9
6	4	**STADA**	3.8	4.1
7	8	**TEVA**	3.5	3.7
8	7	GEDEON RICHTER	3.3	3.7
9	9	**SANDOZ**	3.0	3.1
10	10	**BERLIN-CHEMIE/MENARINI**	2.7	2.7
Total			38.1	38.5

*AIPM members are in bold.

Two newcomers broke into the ranks of the top ten brands (Table 2). Due to three-fold growth in sales, ARBIDOL moved up to rank three from 40. INGAVIRIN (+52%) became the second newcomer of the top ten, moving up to rank seven of the ranking. In addition to them, ELIQUIS (+27%) and LORISTA (+14%) moved up to the higher ranks four and six. At the same time, they displaced CONCOR brand (+3%) two ranks down, while DETRALEX and CARDIOMAGNYL, which reduced sales by 5%, moved down to ranks eight and nine, respectively. XARELTO (+13%), NUROFEN (+8%) and PENTALGIN (+3%) held the top two ranks, as well as the last one. The total share of the top ten brands ranking increased by 1 p.p. and achieved 8.1%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XARELTO	1.2	1.1
2	2	NUROFEN	0.9	0.9
3	40	ARBIDOL	0.9	0.3
4	6	ELIQUIS	0.9	0.7
5	3	CONCOR	0.8	0.8
6	7	LORISTA	0.8	0.7
7	14	INGAVIRIN	0.8	0.5
8	4	DETRALEX	0.7	0.8
9	8	CARDIOMAGNYL	0.6	0.7
10	10	PENTALGIN	0.6	0.6
Total			8.1	7.1

The top three INNs in the top 10 INN and grouping names ranking remained unchanged: XYLOMETAZOLINE (-1%), IBUPROFEN (+5%) and BISOPROLOL (+11%) held their previous top three ranks (Table 3). Some shifts took place in the lower part of the top ten manufacturers ranking, therefore four INNs rose in the ranks. RIVAROXABAN (+13%), NIMESULIDE (+15%), LOSARTAN (+16%) and UMIFENOVIR (3-fold growth in sales) moved up to ranks four, six, eight and nine, respectively. Note that the latter became the only newcomer of the top-10 ranking. Показавшие невысокую динамику DIOSMIN*HESPERIDIN (+1%) и ATORVASTATIN (+4%), in contrast, lost one rating point each. As before, DICLOFENAC (+16%) rounded out the top ten ranking. In total, ten INNs and group names accounted for 11.2% against 10.2% in the year-earlier period.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XYLOMETAZOLINE	1.4	1.5
2	2	IBUPROFEN	1.3	1.3
3	3	BISOPROLOL	1.3	1.2
4	5	RIVAROXABAN	1.2	1.1
5	4	DIOSMIN*HESPERIDIN	1.1	1.2
6	7	NIMESULIDE	1.1	1.0
7	6	ATORVASTATIN	1.0	1.0
8	9	LOSARTAN	1.0	0.9
9	50	UMIFENOVIR	0.9	0.3
10	10	DICLOFENAC	0.9	0.8
Total			11.2	10.2

Four groups from the top-10 ATC groups ranking retained their previous ranks (Table 4). C09 Drugs acting on the renin-angiotensin system (+15%) and M01 Anti-inflammatory and antirheumatic drugs (+8%) headed the top ten ranking, and N02 Analgesics (+4%) and C05 Vasoprotectives (+5%) moved up to ranks six and nine. Among the remaining groups only two groups, B01 Antithrombotic agents (+7%) and J05 Antivirals for systemic use (+35%) rose in the ranks, moving up to ranks three and five, respectively. Due to the low dynamics, G03 Sex hormones (+1%) and J01 Antibacterials for systemic use (+2%) lost one rating point each, while R01 Nasal preparations (-2%) and R05 Cough and cold preparations (-1%) dropped two points. The top ten ATC groups accounted for 39.7% of the regional pharmacy sales, 38.5% in the year-earlier period.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019			9 mon. 2020	9 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	6.8	6.2
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.4	5.2
3	4	B01	ANTITHROMBOTIC AGENTS	4.0	3.9
4	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.9	4.1
5	10	J05	ANTIVIRALS FOR SYSTEMIC USE	3.8	3.0
6	6	N02	ANALGESICS	3.3	3.3
7	5	R01	NASAL PREPARATIONS	3.3	3.5
8	7	J01	ANTIBACTERIALS FOR SYST USE	3.2	3.3
9	9	C05	VASOPROTECTIVES	3.0	3.0
10	8	R05	COUGH AND COLD PREPARATIONS	2.9	3.1
Total				39.7	38.5

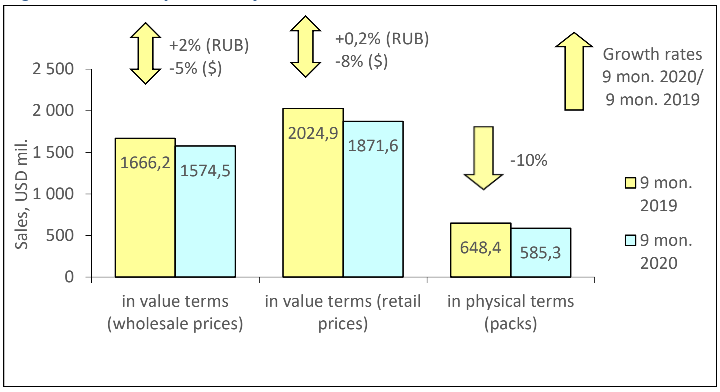
Conclusion. In January-September of 2020, the pharmacy market of the NWFD (excl. of St Petersburg) brought in RUB 37.413 bil. (USD 530.210 mil.), which was 5% more in terms of roubles and 3% less in terms of dollars than in the same period of 2019. In pack terms, the market reduced by 1% and amounted to 161.976 mil. packs. According to the results for the first nine months of 2020, the average cost of an FPP pack in the regional pharmacies was USD 3.27, which was virtually the same as compared to the 2019 indicator (USE 3.35), but lower than the national average across the country (USD 3.39). The medicine expenses of the district residents were lower than the national average expenses in Russia (USD 61.77 vs USD 78.35)

VFD PHARMACY MARKET: 2020 FIRST NINE MONTHS RESULTS

According to the Federal State Statistics Service, as of January 1, 2020 estimated population of the Volga Federal District (VFD. 29.288 mil., which accounted for 20.0% of the total Russian Federation population. According to the Federal State Statistics Service, in January-September of 2020 the average wage in the VFD was RUB 35,717 (USD 504.98), which was 28% lower than the national average wage in Russia (RUB 49,426).

According to the results of the Retail Audit of OTC drugs in Russian Federation™, the pharmacy market of VFD in pack terms reduced by 10% to 585.309 mil. packs for the first nine months of 2020, as compared to the last year (Figure 1). In wholesale prices the market increased by 2% in terms of roubles and reduced by 5% in terms of dollars, reaching RUB 111.092 bil. (USD 1.575 bil.), A region's share in the total pharmacy sales in Russia accounted for 16.3%. Based on the results for January-September of 2020, the average cost of an FPP in the VFD pharmacies increased as compared with the year-earlier period (USD 3.12) and was equal to USD 3.20. The average per capita expenses for purchase of drugs in the pharmacies were estimated at USD 63.90.

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



Half of the top ten manufacturers held its own in the ranking in the retail market of the Volga Federal District did not change their ranking positions based on the results for the first nine months of 2020 (Table 1). BAYER (+1%) held its previous rank two, KRKA and TEVA (-5% each), SERVIER (-3%) and SANDOZ (+2%) held ranks five through eight, respectively. The companies OTCPHARM (+18%), ABBOTT (+8%) and BERLIN-CHEMIE / MENARINI (+4%) that showed outperformance rates moved up to ranks one and two bottom ranks. On top of that, the latter became the only newcomer of the top 10 ranking. The last year leader SANOFI (-5%) and STADA (-7%) placed on rank three, in contrast, moved down to ranks three and four, respectively. The total share of the top 10 brands reduced from 33.3% to 32.7%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	4	OTCPHARM	4.3	3.7
2	2	**BAYER**	3.9	3.9
3	1	**SANOFI**	3.7	4.0
4	3	**STADA**	3.4	3.8
5	5	**KRKA**	3.2	3.4
6	6	**TEVA**	3.1	3.3
7	7	**SERVIER**	2.9	3.1
8	8	**SANDOZ**	2.9	2.9
9	10	**ABBOTT**	2.7	2.6
10	11	**BERLIN-CHEMIE/MENARINI**	2.6	2.6
Total			32.7	33.3

*AIPM members are in bold.

Two newcomers INGAVIRIN and ARBIDOL, which sales increased 2.2 and 3.7 times respectively, broke into the top ten brands ranking (Table 2). The newcomer ELIQUIS (+48%) rounded out the top ten ranking. Almost all the other brand names of the top ten fell in the ranks. XARELTO (+18%) placed at rank one moved down to rank three. MEXIDOL (+1%) and PENTALGIN (+8%) lost one rank each, while ACTOVEGIN (-10%) and CONCOR (-3%), which reduced their sales, moved down to ranks six and nine. And only brand DETRALEX (+6%) held its previous rank eight. The total share of the top 10 brands increased from 5.5% to 6.8%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	13	INGAVIRIN	0.9	0.4
2	48	ARBIDOL	0.9	0.2
3	1	XARELTO	0.8	0.7
4	3	MEXIDOL	0.7	0.7
5	4	PENTALGIN	0.6	0.6
6	2	ACTOVEGIN	0.6	0.7
7	5	NUROFEN	0.6	0.6
8	8	DETRALEX	0.6	0.6
9	6	CONCOR	0.5	0.6
10	22	ELIQUIS	0.5	0.4
Total			6.8	5.5

The top ten leader XYLOMETAZOLINE (-2%) and PANCREATIN (+3%) placed at rank three held their own in the top ten INNs and grouping names ranking (Table 3). One of the two newcomers of UMIFENOVIR moved up to rank two from 46 (3.1-fold growth in sales). The second "newcomer", IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (2.2-fold growth) moved up to rank seven. RIVAROXABAN (+18%) moved up two ranks, to number eight, displacing NIMESULIDE (+11%) one rank down. DIOSMIN*HESPERIDIN and IBUPROFEN (+3% each), as well as ETHYLMETHYLHYLHYDROXYPYRIDINE (+1%), which reduced their sales, showed relatively low growth rates, DIOSMIN*HESPERIDIN, and IBUPROFEN (+3%) dropped their ranking positions, dropping down to ranks from four to six line. In total, the top ten INNs and group names accounted for 9.7% of the regional market against 8.4% in the year-earlier period.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XYLOMETAZOLINE	1.2	1.2
2	46	UMIFENOVIR	1.1	0.4
3	3	PANCREATIN	1.0	1.0
4	2	BISOPROLOL	1.0	1.0
5	4	DIOSMIN*HESPERIDIN	1.0	1.0
6	5	IBUPROFEN	1.0	1.0
7	34	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	0.4
8	10	RIVAROXABAN	0.8	0.7
9	8	NIMESULIDE	0.8	0.8
10	6	ETHYLMETHYLHYDROXYPYRIDINE	0.8	0.8
Total			9.7	8.4

C09 Agents acting on the rennin-angiotensin system (+4%) and M01 Anti-inflammatory and antirheumatic products (+1%) held the top two ranks in the top ten ATC-groups ranking (Table 4). The groups J01 Antibacterials for systemic use (+14%) and B01 Antithrombotic agents (+8%) also managed to hold their previous ranks four and five, respectively. J05 Antivirals for systemic use, which showed 59% growth in sales, moved up from rank ten to three. In addition, N02 Analgesics (+6%) moved up two ranks. The remaining ATC-groups from the top ten ATC groups ranking showed negative growth rates and fell in the ranks. G03 Sex hormones (-4%), S01 Ophthalmologicals and R01 Nasal preparations (-4% each), as well as N06 Psychoanaleptics (-6%) moved to ranks six and three bottom ranks. In total, the top ten ATC groups accumulated 37.8% of sales, whereas in the year– earlier period 36.4%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019			9 mon. 2020	9 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.6	5.5
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.1	5.2
3	10	J05	ANTIVIRALS FOR SYSTEMIC USE	4.5	2.9
4	4	J01	ANTIBACTERIALS FOR SYST USE	4.0	3.6
5	5	B01	ANTITHROMBOTIC AGENTS	3.5	3.4
6	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.5	3.8
7	9	N02	ANALGESICS	3.0	2.9
8	7	S01	OPHTHALMOLOGICALS	2.9	3.0
9	8	R01	NASAL PREPARATIONS	2.9	3.0
10	6	N06	PSYCHOANALEPTICS	2.8	3.1
Total				37.8	36.4

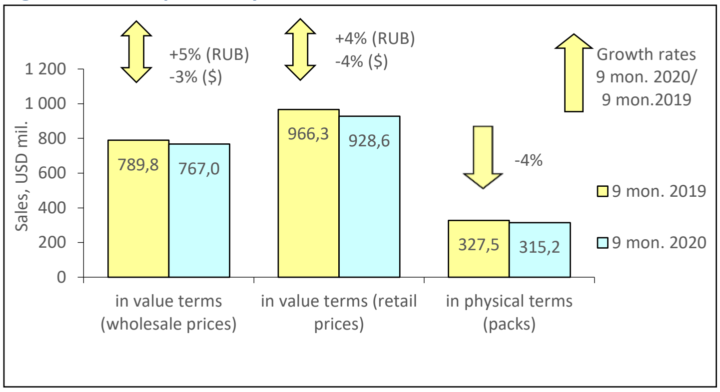
Conclusion. Based on the results for January-September 2020, the pharmacy market in the VFD was estimated at RUB 132.085 bil. (USD 1.872 bil.) at retail prices. At the same time, the market behaviour was zero in rouble terms (+0.2%) and negative in dollar (-8%) terms. In physical terms, the sales reduced by 10% and amounted to 585.309 mil. packs as compared to the same period in 2019. The average cost of an OTC pack based on the results for nine months of 2020 was USD 3.20 which was higher compared to the same period a year ago (USD 3.12) but lower than the national average across Russia (USD 3.39). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 63.90 vs. USD 78.35).

SOUTHERN FEDERAL DISTRICT PHARMACY MARKET: 2020 FIRST NINE MONTHS RESULTS

According to the Federal State Statistics Service, as of January 1, 2020 estimated population of the Southern Federal District (SouFD) was 16.466 mil., which accounted for 11.2% of the total Russian Federation population. According to the Federal State Statistics Service, in the first nine months of 2020 the average salary in the SouFD was RUB 35,062 (USD 495.72), which was 29% lower than the national average wage throughout Russia (RUB 49,426).

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at the end of the first nine month of 2020 the sales of drugs in physical terms in the Southern Federal District saw a 4% decrease to 315.177 mil. packs. In money terms, the market showed positive growth rates in rouble terms (+5%) and negative growth rates in dollar terms (-3%) and amounted to RUB 54.146 bil. (USD 766.991 mil.) at wholesale prices (Fig. 1). The city market share accounted for 8.1% of the pharmacy sales in Russia. The average cost of a pack did not change as compared to a year earlier period and reached USD 2.95 at retail prices. In January-September 2020, the average amount spent by residents of the SoFD for drugs amounted to USD 56.40.

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



Following the results for the first nine months of 2020, the top ten drug manufacturers ranking on the Southern Federal District market did not change in composition (Table 1). The leading and rounding out companies, BAYER (+ 7%) and GLAXOSMITHKLINE (-3%), did not change. Four manufacturers rose in the ranks because of the shifts in the middle part of the top ten. SANOFI (+1%) and OTCPHARM (+27%) moved up to ranks two and three, SANDOZ (+ 4%) and ABBOTT (+ 8%) moved up to ranks seven and eight. STADA that saw a 10% decrease in sales, SERVIER that showed zero growth rates, as well as two manufacturers with low growth rates, TEVA (+ 2%) and BERLIN-CHEMIE / MENARINI (+ 1%), in contrast, moved down to lower ranks, from four through six and nine. In total, top ten manufacturers accounted for 33.1% of the market, whereas in the year-earlier period they accounted for 33.7%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten 9 mon. 2020	Rank in the top ten 9 mon. 2019	Manufacturer*	Share in total pharmacy sales, % 9 mon. 2020	Share in total pharmacy sales, % 9 mon. 2019
1	1	**BAYER**	4.7	4.6
2	3	**SANOFI**	3.7	3.9
3	6	OTCPHARM	3.7	3.1
4	2	**STADA**	3.4	4.0
5	4	**SERVIER**	3.2	3.3
6	5	**TEVA**	3.2	3.3
7	8	**SANDOZ**	3.0	3.0
8	9	**ABBOTT**	2.9	2.8
9	7	**BERLIN-CHEMIE/MENARINI**	2.9	3.0
10	10	**GLAXOSMITHKLINE**	2.4	2.6
Total			33.1	33.7

*AIPM members are in bold.

The leader of the top 10 brand names ranking was changed (Table 2). XARELTO (+39%) moved up to rank one from two, INGAVIRIN (+79%) and ARBIDOL (3.1-fold growth in sales) moved up to ranks two and three from the lower ranks. Note that the latter broke into the ranks of the top -10 for the first time. ELIQUIS (+86%) became the second newcomer of the top ten, moving up to rank six. In addition, MIRAMISTIN (+14%) that held its previous rank nine, as well as DETRALEX (+6%) and PENTALGIN (+8%) that moved down to ranks five and ten, also showed outperformance rates. The brands NUROFEN (-1%), ACTOVEGIN (-14%) and MEXIDOL (-1%), which moved down to ranks four, seven and eight, respectively showed a decrease in sales and fell in the ranks. The total share of the top ten brands increased by 1.3 p.p. and accounted for 7.2%

Table 2. The top ten brands by pharmacy sales

Rank in the top ten 9 mon. 2020	Rank in the top ten 9 mon. 2019	Brand	Share in total pharmacy sales, % 9 mon. 2020	Share in total pharmacy sales, % 9 mon. 2019
1	2	XARELTO	1.0	0.8
2	6	INGAVIRIN	1.0	0.6
3	47	ARBIDOL	0.8	0.3
4	1	NUROFEN	0.7	0.8
5	4	DETRALEX	0.7	0.7
6	27	ELIQUIS	0.6	0.4
7	3	ACTOVEGIN	0.6	0.7
8	5	MEXIDOL	0.6	0.6
9	9	MIRAMISTIN	0.6	0.5
10	8	PENTALGIN	0.6	0.5
Total			7.2	5.9

XYLOMETAZOLINE (-4%) held its rank number one in the top ten INN and group names ranking, despite a decrease in sales and market share (Table 3). Sales of IBUPROFEN and NIMESULIDE decreased by 2%, which led them to the loss of three rating points, and they moved down to ranks five and six, respectively. The remaining INNs from the top ten ranking showed positive growth rates, and nearly most of them showed outperformance, which allowed them to move up to the higher ranks. Thus, PANCREATIN (+6%), DIOSMIN*HESPERIDIN (+7%) and RIVAROXABAN (+39%) moved up to ranks two through four, and the newcomers IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+79%), GABAPENTIN and UMIFENOVIR, which purchases increased 4.5 and 2.9 times, respectively, moved to ranks seven and two bottom ranks. Only INN BISOPROLOL (+1%) moved down to rank eight due to lagging growth rates. The total share of the top ten accounted for 10.4% against 8.8% - in the same period of 2019.

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

Rank 9 mon. 2020	Rank 9 mon. 2019	INNs/Grouping Names	Share in total pharmacy sales, % 9 mon. 2020	Share in total pharmacy sales, % 9 mon. 2019
1	1	XYLOMETAZOLINE	1.5	1.7
2	4	PANCREATIN	1.1	1.1
3	5	DIOSMIN*HESPERIDIN	1.0	1.0
4	8	RIVAROXABAN	1.0	0.8
5	2	IBUPROFEN	1.0	1.1
6	3	NIMESULIDE	1.0	1.1
7	15	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.0	0.6
8	6	BISOPROLOL	0.9	1.0
9	49	GABAPENTIN	0.9	0.2
10	46	UMIFENOVIR	0.9	0.3
Total			10.4	8.8

M01 Anti-inflammatory and antirheumatic products (+1%) and C09 Agents acting on the rennin-angiotensin system (+13%) continued to remain the bestselling ATC groups in the regional market (Table 4). J05 Antivirals for systemic use (+55%) and B01 Antithrombotic agents (+20%) moved up to ranks three and four by sales volume. The markets of J01 Antibacterials for systemic use (+11%), N02 Analgesics (+8%) and C05 Vasoprotectives (+6%) developed at a fast pace. At the same time, the former two continued to hold ranks five and eight, and the latter moved up to rank nine. G03 Sex hormones (+1%) that showed low growth rates, as well as R01 Nasal preparations (-4%) and A07 Antidiarreals, intestinal anti-inflammatory /antiinfective agents (-8%) that reduced their sales, moved down to the lower ranks six, seven and the last one. The total share of the top 10 increased from 36.2% to 37.6%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank 9 mon. 2020	Rank 9 mon. 2019	ATC code	ATC group	Share in total pharmacy sales, % 9 mon. 2020	Share in total pharmacy sales, % 9 mon. 2019
1	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.0	5.2
2	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	4.7	4.4
3	9	J05	ANTIVIRALS FOR SYSTEMIC USE	4.5	3.1
4	6	B01	ANTITHROMBOTIC AGENTS	3.9	3.4
5	5	J01	ANTIBACTERIALS FOR SYST USE	3.8	3.6
6	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.5	3.6
7	3	R01	NASAL PREPARATIONS	3.4	3.7
8	8	N02	ANALGESICS	3.2	3.2
9	10	C05	VASOPROTECTIVES	2.9	2.9
10	7	A07	ANTIDIARR., INTEST. ANTIINFL. / ANTIINFECT. AGENTS	2.7	3.2
Total				37.6	36.2

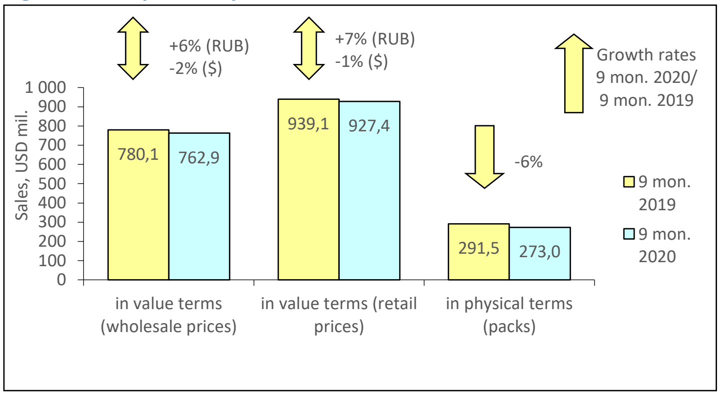
Conclusion. Based on the results for the first nine months of 2020, the pharmacy market of the SouFD reached RUB 65.561 bil. (USD 928.634 mil.) at retail prices. The sales increased 4% in terms of roubles and reduced 4% in terms of dollars. In pack terms, the market shrank by 4% and amounted to 315.177 mil. packs. The average cost of an OTC pack in the regional pharmacies amounted to USD 2.95, did not change from the previous year, but was lower than the national average (USD 3.39). At the end of January-September of 2020, the average expenses of the SoFD residents for the OTC drugs in the pharmacies were also lower than the national average (USD 56.40 vs. USD 78.35).

UFD PHARMACY MARKET: 2020 FIRST NINE MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Ural Federal District (UFD) was 12.361 mil., which accounted for 8.4% of the total Russian Federation population. According to Federal State Statistics Service's data, in January-September of 2020 the average wage in the UFD was RUB 53,036 (USD 749.84), which was 7% higher than the average wage in Russia (RUB 49426).

According to the results of the Retail Audit of Over-the-Counter Drugs (OTC) in Russian Federation™, the sales of OTC drugs in physical terms in pharmacies of Ural FD saw a 6% decrease to 273.008 mil. packs at the end of nine months of 2020. In money terms, the OTC drugs market showed positive growth rates (+6%) in rouble terms but reduced (-2%) in dollar terms and reached RUB 53.824 bil. (USD 762.916 mil.) at wholesale prices (Fig. 1). The regional retail sales share accounted for 8.1% of all pharmacy sales in Russia. The average retail cost of an FPP pack in January-September of 2020 was USD 3.40 against USD 3.22 in the year-earlier period. In the analysed period, the average amount spent by residents of the UFD for drugs amounted to USD 75.03.

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



BAYER (+10%) held and reinforced its leading positions in the top ten ranking in the retail market of the Ural Federal District based on the results for the first nine months of 2020 (Table 1). The most dynamic among the leaders OTCPHARM (+22%) moved up to rank two from four, displacing SANOFI (-2%) and STADA (-5%) down one rank, to numbers three and four. TEVA (+1%) held its previous rank five. SERVIER (+8%), SANDOZ (+7%) and ABBOTT (+11%) moved up to ranks six through eight, respectively. At the same time, GEDEON RICHTER (-8%) that reduced its sales and KRKA (+ 2%) that showed low growth rates moved down to the last two ranks. The total share of the top 10 drug manufacturers reduced from 34.4% to 33.9%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	**BAYER**	4.4	4.3
2	4	OTCPHARM	4.1	3.6
3	2	**SANOFI**	3.9	4.2
4	3	**STADA**	3.7	4.2
5	5	**TEVA**	3.3	3.5
6	7	**SERVIER**	3.0	3.0
7	8	**SANDOZ**	3.0	3.0
8	10	**ABBOTT**	2.9	2.8
9	6	GEDEON RICHTER	2.7	3.1
10	9	**KRKA**	2.7	2.8
Total			33.9	34.4

*AIPM members are in bold.

Three newcomers broke into the ranks of the top ten ranking (Table 2). One of them, ARBIDOL moved up to rank number one due to 3.1-fold growth in sales. Two others, ELIQUIS (+40%) and HEPTRAL (+34%) moved up to ranks eight and nine, respectively. In addition to them, the brands INGAVIRIN (+60%) and PENTALGIN (+15%) also managed to move up to the higher ranks. At the same time, they displaced XARELTO (+26%) and DETRALEX (+10%) two ranks, and LOZAP (+9%) one rank down despite the outperformance rates. The less dynamic NUROFEN (+3%) and ESSENTIALE (+6%) lost three ranks each. The cumulative share of the top-ten increased by 1.3 p.p. and achieved 6.6%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	37	ARBIDOL	0.9	0.3
2	4	INGAVIRIN	0.9	0.6
3	1	XARELTO	0.8	0.7
4	3	DETRALEX	0.7	0.7
5	2	NUROFEN	0.7	0.7
6	5	LOZAP	0.5	0.5
7	8	PENTALGIN	0.5	0.5
8	21	ELIQUIS	0.5	0.4
9	15	HEPTRAL	0.5	0.4
10	7	ESSENTIALE	0.5	0.5
Total			6.6	5.3

The newcomers UMIFENOVIR (2.8-fold growth in sales) and IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+60%) broke into the top 10 INNs and grouping names ranking, moving up to ranks five and seven (Table 3). Three INNs improved their positions by one point: PANCREATIN (+13%), NIMESULIDE (+23%) and RIVAROXABAN (+26%) moved up to ranks three, six and eight, respectively. At the same time, they pushed IBUPROFEN (+3%) one rank down, while BISOPROLOL (+7%) and ROSUVASTATIN (-4%) moved down to the last two ranks of the ranking. XYLOMETAZOLINE (-1%) and DIOSMIN*HESPERIDIN (+5%) held their previous top ranks. The cumulative share of the top 10 increased from 8.6% to 9.6%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XYLOMETAZOLINE	1.3	1.4
2	2	DIOSMIN*HESPERIDIN	1.1	1.2
3	4	PANCREATIN	1.0	1.0
4	3	IBUPROFEN	1.0	1.1
5	46	UMIFENOVIR	1.0	0.4
6	7	NIMESULIDE	0.9	0.7
7	18	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	0.6
8	9	RIVAROXABAN	0.8	0.7
9	6	BISOPROLOL	0.8	0.8
10	5	ROSUVASTATIN	0.8	0.9
Total			9.6	8.6

C09 Agents acting on the rennin-angiotensin system (+12%) and M01 Anti-inflammatory and antirheumatic products (+8%) continued to remain the best-selling groups on the regional market (Table 4), J05 Antivirals for systemic use moved up to rank three from seven due to 49% growth in sales. At the same time, they displaced G03 Sex hormones (-0.2%) and J01 Antibacterials for systemic use (+8%) down one rank, and the group R01 Nasal preparations (+1%) – two ranks down. In contrast, the groups N02 Analgesics (+8%) and C05 Vasoprotectives (+6%), which moved up to ranks eight and nine, improved their rankings by one point. Due to 5% reduction in sales, the ATC Group R05 Cough and cold preparations moved down to rank ten. Group B01 Antithrombotic agents (+12%) held its previous rank six. In total, the top ten ATC - groups accumulated 37.5% of the regional market, 36.3% - in the year-earlier period.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019			9 mon. 2020	9 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.3	5.0
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.1	5.0
3	7	J05	ANTIVIRALS FOR SYSTEMIC USE	4.4	3.1
4	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	4.3
5	4	J01	ANTIBACTERIALS FOR SYST USE	3.4	3.4
6	6	B01	ANTITHROMBOTIC AGENTS	3.4	3.2
7	5	R01	NASAL PREPARATIONS	3.2	3.4
8	9	N02	ANALGESICS	3.1	3.0
9	10	C05	VASOPROTECTIVES	2.9	2.9
10	8	R05	COUGH AND COLD PREPARATIONS	2.8	3.1
Total				37.5	36.3

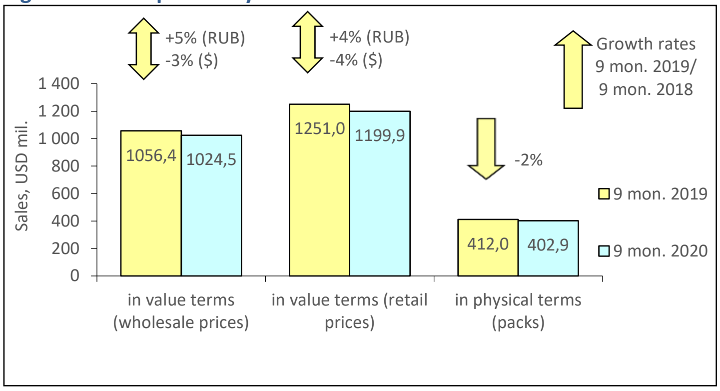
Conclusion. In January-September of 2020, the retail pharmacy market of the Ural Federal District brought in RUB 65.451 bil. (USD 927.407 mil.) at retail prices. The sales saw a 7% increase in terms of roubles, and a 1% decrease in terms of dollars. In natural terms, the market showed negative growth rates (-6%) and amounted to 273.008 mil. packs. According to the results for 9 months of 2019, the average cost of an FPP pack in the district pharmacies was USD 3.40, which was higher than the last year figures (USD 3.22), but virtually equal to the national average (USD 3.39). The average expenses of the UFD residents for medications in the pharmacies were lower than the national average (USD 75.03 vs. USD 78.35).

SibFD PHARMACY MARKET: 2020 FIRST NINE MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Siberian Federal District (SibFD) was 17.118 mil., which accounted for 11.7% of the total Russian Federation population. According to the Federal State Statistics Service, in the first nine months of 2020 the average salary in the SouFD was RUB 42,623 (USD 602.16), which was 14% lower than the national average wage in Russia (RUB 49,426).

According to the results of the Retail Audit of FPP drugs in Russian Federation™, in January - September of 2020 the SibFD pharmacy market volume in physical terms reduced by 2% to 402.875 mil. packs (Fig. 1). In wholesale prices, the market performance in terms of roubles was positive (+5%), but in terms of dollars it was negative (-3%) and reached RUB 72.213 bil. (USD 1.024 bil.), The district's share accounted for 10.4% of the total pharmacy sales in the Russian pharmacy market pattern. Based on the results for nine months of 2020, the average cost of FPP pack in the SiFD pharmacies was USD 2.98, whereas in the year-earlier period its cost was USD 3.04. In this period, per capita expenses of the SFD residents for purchase of medicines in pharmacies amounted to USD 70.09.

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



Based on the results for January-September of 2020, the top 10 manufacturers in the pharmacy market of the Siberian Federal District remained unchanged in composition (Table 1). BAYER (+6%) held and reinforced its previous leading position in the ranking. In addition, the manufacturers KRKA (+6%) and SANDOZ (+8%) held their previous ranks seven and eight in the ranking. OTCPHARM (+21%) that showed the highest growth rates among the leaders moved up to rank two from six. At the same time, it displaced four manufacturers STADA (-0.4%), SANOFI (-3%), TEVA (-1%) and SERVIER (+1%) one rank down. Due to not so strong, but still outstripping growth rates, ABBOTT (+ 6%) moved up one rank, displacing GEDEON RICHTER (-3%) to the bottom rank. The total share of the top 10 manufacturers has reduced from 34.7% to 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. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	**BAYER**	4.5	4.4
2	6	OTCPHARM	3.9	3.4
3	2	**STADA**	3.9	4.2
4	3	**SANOFI**	3.8	4.1
5	4	**TEVA**	3.4	3.6
6	5	**SERVIER**	3.4	3.5
7	7	**KRKA**	3.2	3.2
8	8	**SANDOZ**	3.0	2.9
9	10	**ABBOTT**	2.6	2.6
10	9	GEDEON RICHTER	2.6	2.8
Total			34.3	34.7

*AIPM members are in bold.

Two newcomers broke into the top ten brands ranking (Table 2). Antiviral drugs ARBIDOL, which sales increased 3.2 times, and INGAVIRIN (+91%) moved up to ranks two and three. Apart from them, PENTALGIN (+12%) managed to rise in the ranks, coming in at rank six from eight. At the same time, six INNs from the top-10 moved down to the lower ranks. Despite the outperformance rates, LORISTA (+16%) moved down one rank. The less dynamic DETRALEX (+5%), LOZAP (+1%), CARDIOMAGNYL (+6%), NUROFEN (+5%) and CONCOR (+4%) moved down to ranks five and four bottom ranks, respectively. XARELTO (+24%) held and reinforced its previous leading position in the ranking. In total, the top ten manufacturers accumulated 7.1% of sales vs 5.9% 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. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XARELTO	0.8	0.7
2	47	ARBIDOL	0.8	0.3
3	22	INGAVIRIN	0.8	0.4
4	3	LORISTA	0.7	0.7
5	2	DETRALEX	0.7	0.7
6	8	PENTALGIN	0.7	0.6
7	4	LOZAP	0.6	0.7
8	6	CARDIOMAGNYL	0.6	0.6
9	5	NUROFEN	0.6	0.6
10	7	CONCOR	0.6	0.6
Total			7.1	5.9

The leader of the top ten INN and group names ranking also managed to hold its own in the ranking. XYLOMETAZOLINE (+5%) maintained its previous rank number one (Table 3). In addition to the leader, the composition DIOSMIN*HESPERIDIN (+10%) and INNs LOSARTAN (+16%) and DICLOFENAC (+13%) held their previous ranks four, seven, and ten. Three ATC groups of the top 10 rose in the ranks. BISOPROLOL (+8%) moved up one rank, coming in at number 2. The newcomers UMIFENOVIR, which sales increased by 3 times, and RIVAROXABAN (+24%), which broke into the top-10 ranking, moved up to ranks five and eight. At the same time, IBUPROFEN (+3%) and NIMESULIDE (+11%), in contrast, lost one rank each, while PANCREATIN (+1%) moved down to rank nine from six. The total share of the top-10 INNs increased by more than 10 p.p. and accounted for 10.0%

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XYLOMETAZOLINE	1.5	1.5
2	3	BISOPROLOL	1.1	1.1
3	2	IBUPROFEN	1.1	1.1
4	4	DIOSMIN*HESPERIDIN	1.1	1.0
5	49	UMIFENOVIR	0.9	0.3
6	5	NIMESULIDE	0.9	0.9
7	7	LOSARTAN	0.9	0.8
8	12	RIVAROXABAN	0.8	0.7
9	6	PANCREATIN	0.8	0.8
10	10	DICLOFENAC	0.8	0.7
Total			10.0	8.9

C09 Agents acting on the rennin-angiotensin system (+12%) and M01 Anti-inflammatory and antirheumatic products (+8%) and G03 Sex hormones (-3%) continued to be the best-selling groups on the regional market (Table 4). The newcomer of the top ten ATC groups ranking J05 Antivirals for systemic use (+45%) was ranked fourth by sales. At the same time, they displaced N02 Analgesics (+11%) and B01 Antithrombotic agents (+8%) one rank down. Groups R01 Nasal preparations (+1%) and R05 Cough and cold preparations (-1%) lost two ranks each, moving down to ranks eight and ten, respectively. J01 Antibacterials for systemic use (+6%) and C05 Vasoprotectives (+8%) held their previous ranks seven and nine. In total, the top ten ATC - groups accumulated 37.8%, whereas the year-earlier period they accounted for 36.5%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019			9 mon. 2020	9 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.7	5.3
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.2	5.0
3	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	4.4
4	12	J05	ANTIVIRALS FOR SYSTEMIC USE	3.7	2.7
5	4	N02	ANALGESICS	3.6	3.4
6	5	B01	ANTITHROMBOTIC AGENTS	3.5	3.4
7	7	J01	ANTIBACTERIALS FOR SYST USE	3.3	3.3
8	6	R01	NASAL PREPARATIONS	3.2	3.3
9	9	C05	VASOPROTECTIVES	2.8	2.8
10	8	R05	COUGH AND COLD PREPARATIONS	2.7	2.9
Total				37.8	36.5

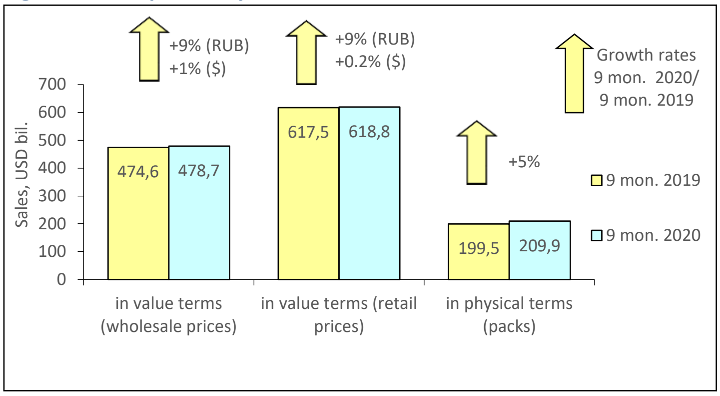
Conclusion. At the end of the first nine months of 2020, the pharmacy market in the Siberian Federal District was estimated at RUB 84.583 bil. (USD 1.200 bil.) at final consumer prices. At the same time, the market behaviour was positive (+4%) in rouble terms and negative (-4%) in dollar terms. In natural terms, the sales decreased by 2% and amounted to 402.875 mil. packs. The average cost of an FPP pack decreased as compared to the same period last year (USD 2.98 vs. USD 3.04) and continued to be lower than the national average FPP price (USD 3.39). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 70.09 vs. USD 78.35).

FEFD PHARMACY MARKET: 2020 FIRST NINE MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Far Eastern Federal District (FEFD. 8.169 mil., which accounted for 5.6% of the total Russian Federation population. According to the Federal State Statistics Service, the average wage in Far Eastern FD based on the results for January-September of 2020 was RUB 57,896 (USD 818.55), which was 17% higher than the average wage in Russia (RUB 49426).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of the first nine months of 2020 the sales of FPP drugs in physical terms in the pharmacies of FEFD saw a 5% increase to 209.883 mil. packs. In money terms, the market saw a 9% increase in terms of roubles and 1% in terms of dollars. At the same time, the volume of the market achieved RUB 33.763 bil. (USD 478.696 mil.) at wholesale prices (Fig. 1). The district's share reached 5.4% of the all-Russia sales in retail prices. The average cost of a pack decreased as compared to a year earlier period (USD 3.10) and amounted to USD 2.95. At the end of January-September of 2020, an average amount spent by the FEFD region residents for the drugs in the pharmacies amounted to USD 75.75.

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



At the end of the first nine months of 2020, half of the top ten manufacturers in the retail market of the Far Eastern Federal District held their own in the ranking (Table 1). BAYER (+14%) held and reinforced its previous rank number one. Despite lagging growth and decrease of the market share, STADA (+5%) held its previous rank two. SERVIER (+5%), SANDOZ (+7%) and GLAXOSMITHKLINE (+2%) held their previous ranks seven, eight and ten. The Russian manufacturer OTCPHARM (+39%) that continued to demonstrate the highest growth rates among the leaders moved up to rank three from nine, displacing KRKA (+7%) one rank down. In contrast, TEVA (+7%) with the same sales rates moved up one rank, coming in at number five. Two drug manufacturers with relatively low growth rates SANOFI (+3%) and GEDEON RICHTER (+0.2%) moved down to ranks six and nine. The total share of the top-10 ranking remained virtually unchanged and amounted to 35.1%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	**BAYER**	4.6	4.4
2	2	**STADA**	4.1	4.3
3	9	OTCPHARM	4.1	3.2
4	3	**KRKA**	3.5	3.6
5	6	**TEVA**	3.3	3.4
6	4	**SANOFI**	3.3	3.5
7	7	**SERVIER**	3.3	3.4
8	8	**SANDOZ**	3.2	3.2
9	5	GEDEON RICHTER	3.2	3.5
10	10	**GLAXOSMITHKLINE**	2.6	2.8
Total			35.1	35.2

*AIPM members are in bold.

The only newcomer ARBIDOL (3.4-fold growth in sales) has become the leader of the top ten brands ranking (Table 2). The markets of another brand names INGAVIRIN (+69%) and XARELTO (+23%) also developed by high growth rates, which allowed them to move up to ranks two and four, respectfully. THERAFLU (+7%) rose in the ranks, moving one rank up, to number six. At the same time, the less dynamic NUROFEN and LORISTA (+6% each), as well as CARDIOMAGNYL (-2%), which reduced its sales, moved down to ranks three, five and seven, respectively. MIRAMISTIN and CONCOR (+ 9% each), as well as DETRALEX (+11%) that held their own in the ranking rounded out the top ten. The aggregate share of the top-10 expended from 6.9% to 7.9%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	29	ARBIDOL	1.1	0.4
2	5	INGAVIRIN	1.0	0.7
3	1	NUROFEN	0.8	0.9
4	6	XARELTO	0.8	0.7
5	4	LORISTA	0.7	0.8
6	7	THERAFLU	0.7	0.7
7	3	CARDIOMAGNYL	0.7	0.8
8	8	MIRAMISTIN	0.7	0.7
9	9	CONCOR	0.7	0.7
10	10	DETRALEX	0.6	0.6
Total			7.9	6.9

Despite the change of the leaders in the prior rating, XYLOMETAZOLINE (+7%) and IBUPROFEN (+5%) held their previous leading ranks in the top ten INN and group names rating (Table 3). A newcomer of the top-10 ranking UMIFENOVIR, which sales increased by 3.3 times, moved up to rank three. The second newcomer RIVAROXABAN (+23%) moved up to rank nine. In addition, another INN IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+52%) rose in the ranks, moving up from rank nine to five. At the same time, they displaced INN BISOPROLOL (+15%) and NIMESULIDE (+12%), as well as the composition DIOSMIN*HESPERIDIN (+13%) one rank down despite the outperformance rates. The less dynamic INN PANCREATIN (+7%) moved down from rank four to eight. As before, DICLOFENAC (+18%) held its previous rank ten in the ranking. The cumulative share of the top 10 expanded by slightly more than 1 p.p. and accounted for 10.8%

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019		9 mon. 2020	9 mon. 2019
1	1	XYLOMETAZOLINE	1.7	1.8
2	2	IBUPROFEN	1.3	1.4
3	41	UMIFENOVIR	1.2	0.4
4	3	BISOPROLOL	1.0	1.0
5	9	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.0	0.7
6	5	NIMESULIDE	0.9	0.9
7	6	DIOSMIN*HESPERIDIN	0.9	0.9
8	4	PANCREATIN	0.9	0.9
9	12	RIVAROXABAN	0.8	0.7
10	10	DICLOFENAC	0.8	0.7
Total			10.8	9.5

C09 Agents acting on the rennin-angiotensin system (+14%) and M01 Anti-inflammatory and antirheumatic products (+11%) held the top two ranks in the top ten ATC- ranking in the regional market (Table 4). G03 Sex hormones and N02 Analgesics (+11% each) also held their previous ranks four and seven. Three INNs of the top ten ranking moved up to the higher ranks. J05 Antivirals for systemic use (+36%), B01 Antithrombotic agents (+12%) and the newcomer C05 Vasoprotectives (+11%) moved up to ranks three, eight and ten, respectively. At the same time, R01 Nasal preparations (+1%), J01 Antibacterials for systemic use (+5%) and R05 Cough and cold preparations (-2%) moved down to ranks five, six and nine, respectively. The total share of the analysed ranking accounted for 37.7% against 37.0% in a year-earlier period.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
9 mon. 2020	9 mon. 2019			9 mon. 2020	9 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.1	4.9
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.9	4.9
3	6	J05	ANTIVIRALS FOR SYSTEMIC USE	4.5	3.6
4	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.8	3.7
5	3	R01	NASAL PREPARATIONS	3.7	3.9
6	5	J01	ANTIBACTERIALS FOR SYST USE	3.6	3.7
7	7	N02	ANALGESICS	3.4	3.4
8	9	B01	ANTITHROMBOTIC AGENTS	3.2	3.1
9	8	R05	COUGH AND COLD PREPARATIONS	2.9	3.2
10	12	C05	VASOPROTECTIVES	2.6	2.6
Total				37.7	37.0

Conclusion. Based on the results for the first nine months of 2020, the retail market of the Far Eastern Federal District brought in RUB 43.660 bil. (USD 618.846 mil.), which was 9% in terms of roubles and 0.2% in terms of dollars more than in the same period of 2019. In pack terms, the market also showed positive growth rates (+5%) and achieved 209.883 mil. packs. The average cost of an FPP pack in the FEFD district pharmacies in January-September 2020 was USD 2.95 (in a year-earlier period - USD 3.10), which was lower than the national average (USD 3.39). The average medicine expenses of the district residents were also lower than the national average expenses in Russia (75.75 USD vs. 78.35 USD).