СОВМЕСТНАЯ ПУБЛИКАЦИЯ
АССОЦИАЦИИ МЕЖДУНАРОДНЫХ
ФАРМАЦЕВТИЧЕСКИХ
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AIPM®

Association of International Pharmaceutical Manufacturers
Ассоциация международных фармацевтических производителей

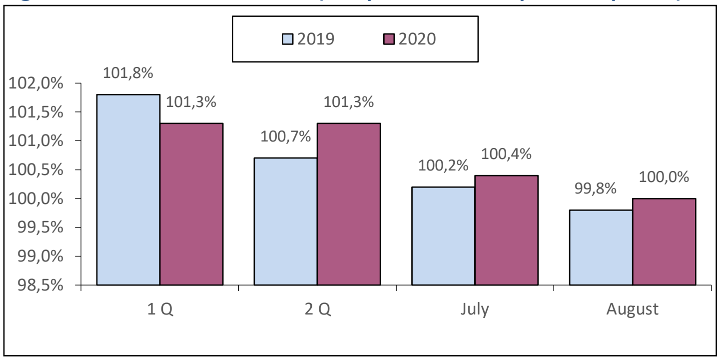
MACROECONOMIC INDICES

Inflation

According to Federal State Statistics Service's data, the Consumer Price Index was estimated as 100.0% in July 2020 compared to the previous month and 103.0% compared to December of the previous year.

In August 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 104.3%. The index accounted for 100.1% against December of 2019.

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



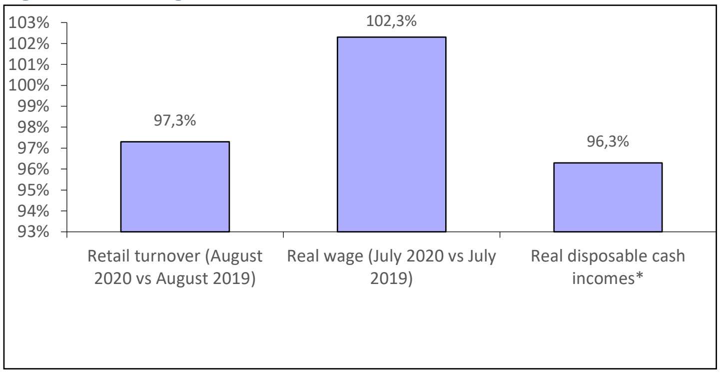
Living standard

In July 2020, a gross monthly average wage of corporate employees reached RUB 49844 (USD 699.27). It accounted for 105.7% compared to July 2019, and 95.4% compared to the previous period. In July of 2020, the real gross wage accounted for 102.3% as compared to July of 2019, and 95.1% against the prior period. According to estimates[1], real disposable cash incomes decreased by 3.7% in the first half of 2020 compared to the first half of 2019 (Fig. 2).

Retail turnover

In August 2020, the retail turnover was equal to RUB 2939.1 bil. or 97.3% (in comparable prices) against the level of the corresponding period of the previous year, in January-August 2020 - RUB 21028.2 bil. or 94.9% (Fig. 2).

Figure 2. Real wage and retail turnover



* First half of 2020 vs first half of 2019

Industrial Production

According to Federal State Statistics Service's data, in August 2020 Industrial Production Index accounted for 92.8% compared to the same period in the previous year, and 95.5% in January-August 2020.

According to Federal State Statistics Service's data, Industrial Production Index of drugs and medical products in August 2020 accounted for 117.4% compared to the relevant period of 2019, and 106.3% as compared to July 2020. In January-August it was 116.5% as compared to January-August 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 August 2020.

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

Rank	Manufacturer	RUB mil.
1	Biocad	2183.1
2	Otcpharm	1918.9
3	Microgen	1828.3
4	Pharmasyntez	1463.8
5	Pharmstandart	1062.6
6	Generium	962.1
7	Veropharm	957.2
8	Stada	926.9
9	Akrihin	819.9
10	Valenta	778.9

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 six regions in July 2020, compared to the previous month. The most pronounced growth in sales was observed in Tumen (+28%), the least one in Krasnoyarsk Krai (+10%). Perm showed the most pronounced reduction (-17%).

Table 2. Pharmacy sales in the regions, 2020

Region	Pharmacy sales, $ mil. (wholesale prices)			Growth gain, % (roubles)		
	May 20	June 20	July 20	May/ April 20	June/ May 20	July/ June 20
Moscow	119.2	131.2	125.6	-27%	5%	-1%
St. Petersburg	52.4	60.1	57.1	-22%	9%	-2%
Krasnodar Krai	25.7	31.2	37.0	-13%	16%	22%
Krasnoyarsk Krai	17.0	20.9	22.4	-17%	18%	10%
Tatarstan	19.5	20.5	22.8	11%	0.5%	15%
Rostov Region	18.2	20.4	21.9	-21%	7%	11%
Novosibirsk Region	15.9	18.0	19.9	-16%	8%	14%
Voronezh Region	11.7	14.6	13.2	-19%	19%	-7%
Perm	6.0	7.3	5.8	15%	14%	-17%
Tyumen	5.8	5.8	7.1	-15%	-5%	28%

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 August 2020

Rank	Company*	Quantity of broadcasts
1	Otcpharm	8,715
2	Sanofi	8,107
3	Sandoz	6,797
4	Berlin-Chemie Menarini Group	5,742
5	Johnson & Johnson	4,889

Source - Remedium according to Mediascope's data

Table 4. Top five brand names in mass media in August, 2020

Rank	Brand*	Quantity of broadcasts
1	Linex	2,777
2	Pentalgin	2,319
3	Evalar	2,069
4	Essentiale	2,003
5	Dexonal	1,907

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 SIX MONTHS RESULTS

According to DLO in RF™, the drugs supplies under the Federal Program amounted to RUB 86,296 bil. (USD 1.249 bil.) at contract prices based on the results for the first six months of 2020[2]. The segment volume increased 20% in terms of roubles, and 13% in terms of dollars as compared to the same period a year ago. Scope of supplies in pack terms increased by 12% to 55.822 mil. packs. The average cost of a FPP pack through the DLO program was USD 22.37 in contractual prices (a year ago it was USD 22.20).

TAKEDA (+24%[3]) held and reinforced its leading positions in the DLO segment in the first half of 2020 (Table 1). The more dynamic drugs GENERIUM (+ 58%) and JOHNSON & JOHNSON (+ 49%) moved up to ranks two and three, displacing CELGENE (-17%) and BIOCAD (+ 25%) to ranks four and five. NOVARTIS (+43%) and ASTELLAS (+59%) also showed high growth rates, moving up to ranks seven and ten. On the contrary, NOVO NORDISK (-13%) saw a decrease in purchases under the program, which resulted in the loss of two ranks. SANOFI (-0.3%) that showed almost zero growth and OCTAPHARMA with 5% sales growth held their previous ranks six and eight, respectively. The total share of the top 10 drug manufacturers within DLO Program expanded from 57.3% to 57.7%.

Table 1. The top 10 drug manufacturers in DLO segment

Rank		Manufacturer*	Share in total DLO volume, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	**TAKEDA**	10.9	10.5
2	3	GENERIUM ZAO RF	9.6	7.3
3	5	**JOHNSON & JOHNSON**	7.3	5.9
4	2	CELGENE	6.5	9.5
5	4	BIOCAD RF	6.3	6.0
6	6	**SANOFI**	4.3	5.1
7	9	**NOVARTIS**	4.2	3.5
8	8	OCTAPHARMA	3.4	3.9
9	7	**NOVO NORDISK**	3.0	4.1
10	16	**ASTELLAS PHARMA**	2.2	1.7
Total			57.7	57.3

*AIPM members are in bold

Despite a decrease in purchases, REVLIMIDE (-18%) holds rank number one in the top ten brands ranking (Table 2). The other three brands from the top ten ranking also kept their ranks unchanged. FEIBA (+23%), ACELLBIA (+37%) and ADVATE (+47%) held their previous ranks three, six and seven. Most of the brands from the top ten ranking rose in the ranks. ELAPRASE (+55%) moved up to rank two from four, while ELIZARIA (2.2-fold growth in purchases), DARZALEX (128-fold growth), COAGIL- VII (+74%) and REBIF (2.2-fold growth) moved up to rank two from four. And only TOUJEO (+ 3%) lost four rating points and moved down to rank nine. The total share of the top ten increased by nearly 4 p.p. up to 29.7%.

Table 2. The top 10 Brands in DLO segment

Rank in the top ten		Brand	Share in total DLO volume, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	REVLIMIDE	6.5	9.4
2	4	ELAPRASE	3.4	2.6
3	3	FEIBA	3.0	3.0
4	11	ELIZARIA	3.0	1.6
5	47	DARZALEX	2.7	0.0
6	6	ACELLBIA	2.6	2.3
7	7	ADVATE	2.4	2.0
8	12	COAGIL-VII	2.2	1.5
9	5	TOUJEO SOLOSTAR	2.1	2.4
10	21	REBIF	1.9	1.1
Total			29.7	25.8

Only one newcomer broke into the ranks of the top ten INNs and group names ranking: DARATUMUMAB (128-fold growth in purchases) moved up to rank eight from 49. In addition, another four names of the top-10 ranking rose in the ranks. RITUXIMAB (+42%), IDURSULFASE (+55%), INTERFERON BETA-1A (+37%) and FACTOR VIII INHIBITOR BYPASSING FRACTION (+23%) moved up to ranks two to five, respectively. The less dynamic ECULIZUMAB (+ 6%) and FACTOR VIII (+ 0.3%), as well as FACTOR VIII*FACTOR VON WILLEBRAND (-0.3%) and INSULIN GLARGINE (-5%), which showed negative growth rates, in contrast, moved down to the lower positions. LENALIDOMIDE (-18%) held its previous rank number one in the ranking. In total, ten INNs and group names accounted for 33.9% of the market against 34.4% 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, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	LENALIDOMIDE	6.5	9.4
2	4	RITUXIMAB	3.9	3.3
3	10	IDURSULFASE	3.4	2.6
4	8	INTERFERON BETA-1A	3.4	3.0
5	9	FACTOR VIII INHIBITOR BYPASSING FRACTION	3.0	3.0
6	3	ECULIZUMAB	3.0	3.4
7	2	FACTOR VIII	2.9	3.4
8	49	DARATUMUMAB	2.7	0.0
9	7	FACTOR VIII*FACTOR VON WILLEBRAND	2.6	3.1
10	5	INSULIN GLARGINE	2.5	3.2
Total			33.9	34.4

L04 Immunosuppressants (-1%) and B02 Antihemorrhagics (+21%) remained the bestselling groups in the DLO market (Table 4). J05 Antivirals for systemic use (+45%) also held their previous rank eight. L01 Antineoplastic agents (+ 45%) and A16 Other alimentary tract and metabolism products (+36%) moved one rank up, coming in at ranks three and five, and the newcomer B01 Anticoagulants (3.6-fold growth) broke into the top ten ranking, moving to number seven. At the same time, A10 Drugs used in diabetes (-5%), L03 Immunostimulants (+ 22%) and L02 Endocrine therapy (+ 8%) lost one rank each. ATC group R03 Drugs for obstructive airway diseases (+19%) moved down from rank seven to nine. The total share of the top 10 ranking decreased by almost 1 p.p. and accounted for 84.1%.

Table 4. The top ten ATC groups in DLO segment

Rank		ATC code	ATC group	Share in total DLO volume, %	
6 mon. 2020	6 mon. 2019			6 mon. 2020	6 mon. 2019
1	1	L04	IMMUNOSUPPRESSANTS	21.0	25.3
2	2	B02	ANTIHEMORRHAGICS	17.7	17.5
3	4	L01	ANTINEOPLASTIC AGENTS	10.3	8.5
4	3	A10	DRUGS USED IN DIABETES	8.7	11.0
5	6	A16	OTHER ALIMENTARY TRACT AND METABOLISM PRODUCTS	7.7	6.8
6	5	L03	IMMUNOSTIMULANTS	7.4	7.3
7	12	B01	ANTITHROMBOTIC AGENTS	3.3	1.1
8	8	J05	ANTIVIRALS FOR SYSTEMIC USE	3.1	2.6
9	7	R03	DRUGS FOR OBSTRUCTIVE AIRWAY DISEASES	2.7	2.7
10	9	L02	ENDOCRINE THERAPY	2.2	2.4
Total				84.1	85.1

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 demonstrate the largest volumes of purchases. At the same time, its share increased and reached 21.3% of all purchases under the program. Krasnodar Krai and St. Petersburg moved up to ranks two and three, however, the market share of the former decreased due to lagging growth rates. It should be noted that the positive growth rates were reported in almost all leading regions, except for the Moscow Region. In total, the top ten ATC groups accumulated 46.6% of the DLO market, whereas in the year-earlier period they accounted for 47,1%.

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

Rank		Region	Share in total DLO volume, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	Moscow	21.3	20.8
2	3	Krasnodar Krai	3.3	3.4
3	4	Saint Petersburg	3.3	3.3
4	6	Rostov Region	3.3	2.6
5	2	Moscow Region	2.8	5.0
6	7	Sverdlovsk Region	2.8	2.6
7	5	Tatarstan Republic	2.7	3.2
8	8	Novosibirsk Region	2.6	2.4
9	11	Tyumen Region	2.3	2.0
10	12	Nizhny Novgorod Region	2.2	1.9
Total			46.6	47.1

Conclusion. In the first half of 2020, the DLO sector brought in RUB 86.296 bil. (USD 1.249 bil.) at contractual prices, which is by 20% in terms of roubles and by 13% in terms of dollars more than in the same period 2019. In pack terms, the supplies under the program increased by 12% to 55.822 mil. packs. The average cost of FPP included in the DLO Programme slightly increased as compared to the last year (USD 22.37 vs. USD 22.20).

[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.

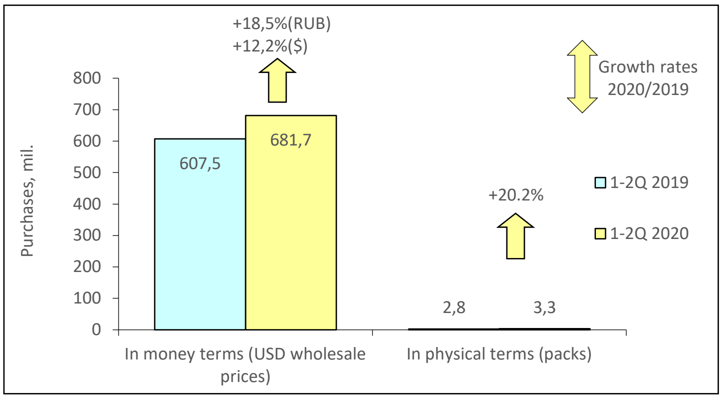
[3]Hereinafter, unless otherwise stated, growth gains are stated in the rouble equivalent or national currency.

COST-INTENSIVE NOSOLOGIES (VZN) PROGRAM, Q1-2, 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 1-2 2020 accounted for 6% of the total value of the program (RUB 2.89 bil.).

In the first half of 2020, supplies under the VZN drug supply program in value terms increased by 12%, amounting to USD 682 bil. (RUB 46.8 bil.) compared to the same period in 2019. in terms of packs, VZN purchases increased by 20% (3.3 mil. packs).

Figure 1. Purchases trend under the VZN Program in 1-2 Q 2020 vs. 1-2 Q 2019



The drugs used to treat mucopolysaccharidosis (+48%), hemophilia (+20%), and pituitary dwarfism (+20%) showed the highest growth gains rates in purchases in terms of roubles as compared to the same period of the previous year. The orphan drugs group showed the negative increase in the volume of purchases for the orphan drugs group: drugs to treat cystic fibrosis (-11.2%) and Gaucher's disease (-1.2%). The group of drugs for the treatment of hemophilia became the leader of the purchases rating in 1-2 Q, 2020, oncohematological drugs and agents for the treatment of multiple sclerosis moved to ranks two and three, respectively.

Table 1. Supplies pattern under the VZN Program

Nosologies	INN	Share in total VZN supplies (RUB), %	
		1-2Q 2020	**1-2Q 2019**
Haemophilia		**30.8**	**30.4**
	FACTOR VIII*FACTOR VON WILLEBRAND	5.5	6.3
	FACTOR VIII INHIBITOR BYPASSING FRACTION	5.5	5.3
	FACTOR VIII	5.3	6.2
	OCTOCOG ALFA	4.4	3.6
	EPTACOG ALFA (ACTIVATED)	4.1	3.0
	MOROCTOCOG ALFA	3.4	3.2
	FACTOR IX	2.0	2.3
	NONACOG ALFA	0.5	0.4
Oncohematology		**24.8**	**25.1**
	LENALIDOMIDE	12.0	17.2
	RITUXIMAB	6.7	5.7
	DARATUMUMAB	4.9	0.0
	BORTEZOMIB	0.6	1.5
	IMATINIB	0.4	0.4
	FLUDARABINE	0.3	0.3
Sclerosis Multiplex		**19.8**	**20.6**
	INTERFERON BETA-1A	6.2	5.4
	NATALIZUMAB	2.9	5.7
	TERIFLUNOMIDE	2.7	2.2
	INTERFERON BETA-1B	2.7	4.2
	PEGINTERFERON BETA-1A	2.4	1.2
	GLATIRAMER ACETATE	1.8	1.9
	ALEMTUZUMAB	1.0	0.0
Mucopolysaccharidosis type I, II and VI		**10.2**	**8.1**
	IDURSULFASE	6.3	4.3
	GALSULFASE	2.6	2.4
	LARONIDASE	1.2	1.3
	IDURSULFASE BETA	0.1	0.2
Hemolytic-uremic syndrome		**4.7**	**4.9**
	ECULIZUMAB	4.7	4.9
Transplantation		**3.6**	**3.7**
	TACROLIMUS	2.5	2.5
	MYCOPHENOLIC ACID	0.6	0.9
	EVEROLIMUS	0.3	0.0
	CICLOSPORIN	0.2	0.2
	MYCOPHENOLATE MOFETIL	0.1	0.1
Systemic-onset juvenile arthritis		**2.5**	**2.7**
	CANAKINUMAB	1.9	1.5
	TOCILIZUMAB	0.5	1.0
	ADALIMUMAB	0.0	0.1
	ETANERCEPT	0.0	0.1
Gaucher disease		**2.1**	**2.6**
	IMIGLUCERASE	1.5	1.9
	VELAGLUCERASE ALFA	0.7	0.6
Mucoviscidosis		**1.2**	**1.6**
	DORNASE ALFA	1.2	1.6
Pituitary dwarfism		**0.3**	**0.3**
	SOMATROPIN	0.3	0.3

At the end of the first half of 2020, Takeda retained the leadership in purchases under the VZN program (Table 3), three drugs of which - Elaprase (Idursulfase), Feiba (Factor VIII Inhibitor Bypassing Fraction) and Advate (Octocog Alfa) entered the top-10 brands rating (ranks two and six respectively). The Russian company Generium (affiliated with Pharmstandard) improved its position in the rating and increased its sales by 54% (compared to 1–2 Q of 2019), moving to rank two in the top ten manufacturers rating (17% of all supplies) (Table 3). Three drugs of the company broke into the ranks of the top ten brand names: a drug to treat hemolytic uremic syndrome Elizaria (Eculizumab), as well as blood factors Coagil VII (Eptacog alfa) and Octofactor (Moroctocog alfa), which moved to ranks two, eight and ten, respectively (Table 2). Due to purchases of Revlimid (Lenalidomide), which as before topped the brands rating, accounting for 12% of the total volume of purchases under the program, Celgene lost one rank in the top ten manufacturers ranking, moving to rank three (Table 2). Johnson & Johnson with the oncohematological drug Darzalex (Daratumumab), included in the VZN program only in 2020, but already ranked fourth in the top brands rating (4.9% of total purchases) moved to rank four from five in the rating (Table 3).

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

Rank		Brand	Share in total VZN supplies, %	
1-2Q 2020	**1-2Q 2019**		**1-2Q 2020**	**1-2Q 2019**
1	1	REVLIMIDE	12.0	17.2
2	4	ELAPRASE	6.3	4.3
3	3	FEIBA	5.5	5.3
4		DARZALEX	4.9	
5	12	ELIZARIA	4.7	2.7
6	6	ADVATE	4.4	3.6
7	5	ACELLBIA	4.3	3.9
8	10	COAGIL-VII	4.0	2.7
9	18	REBIF	3.5	1.9
10	8	OCTOFACTOR	3.4	3.2
Total			52.9	52.1

Biocad's drugs Acellbia (Rituximab) moved down from rank five 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 ranking. In total, the drugs of foreign manufacturers prevailed in the top brands ranking (Table 2). A total share of the top 10 manufacturers slightly increased, and a share of the top ten brands remain unchanged 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, %	
1-2Q 2020	**1-2Q 2019**		**1-2Q 2020**	**1-2Q 2019**
1	1	**TAKEDA**	19.2	17.8
2	3	GENERIUM ZAO RF	17.0	13.1
3	2	CELGENE	12.0	17.2
4	5	**JOHNSON & JOHNSON**	10.2	7.1
5	4	BIOCAD RF	9.4	9.0
6	6	OCTAPHARMA	6.0	6.9
7	14	**MERCK**	3.5	1.9
8	7	**CSL BEHRING GMBH**	3.4	3.3
9	9	**BIOMARIN IRELAND**	2.6	2.4
10	12	**SANOFI-AVENTIS**	2.4	2.1
Total			85.7	82.2

*AIPM members are in bold

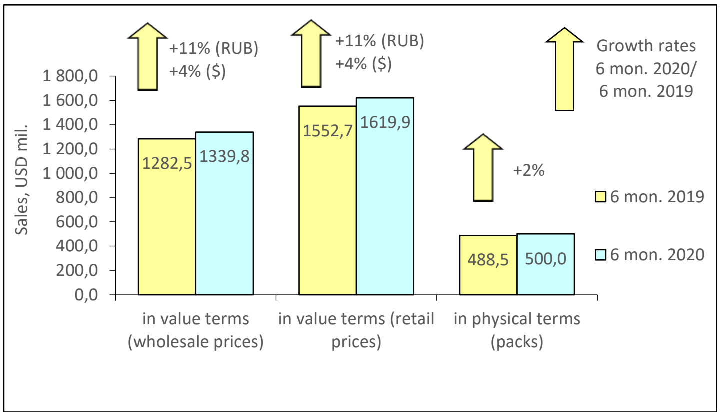
Conclusion. In 1-2 Q of 2020, the purchases under the VSN Program increased as compared to 1-2 Q of 2019. This is partly because of the first purchases of drugs included to the VZN Program (3 INNs), however, purchases of most of the "traditional" drugs also increased. The share of domestic drugs slightly increased (from 27 to 29 %) and a share of localized products (the final manufacturing stages) reduced from 50% to 48%. The share of imported drugs remained unchanged (23%).

CFD PHARMACY MARKET (EXCLUS. OF MOSCOW): 2020 FIRST SIX MONTHS RESULTS

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the Central Federal District (CFD) (exclus. of 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 six months of 2020 was RUB 62866 (USD 907.03), which was 27% higher than the average wage in Russia (RUB 49600).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, at the end of the first six months of 2020 the sales of drugs in physical terms in the CFD (without Moscow) saw a 2% increase to 499.993 mil. packs. In money terms, the market saw a 11% increase in terms of roubles and 4% in terms of dollars. At the same time, the market volume reached RUB 92.789 bil. (USD 1.340 bil.) at wholesale prices (Fig.1). The region market share accounted for 21% of the Russian pharmacy retail sales. The average cost of a pack increased as compared to the same period of 2019: USD 3.24 vs. USD 3.18 in retail prices. At the end of January-June 2020, an average amount spent by the region residents for FPPs in the pharmacies amounted to USD 60.54.

Figure 1. The CFD (exclus. of Moscow) pharmacy market for 6 months of 2019 – 6 months 2020



In the first half of 2020, the top ten manufacturers on the pharmacy market of the Central Federal District (CFD) (without Moscow) held their own in the ranking (Table 1). Three of the top ten manufacturers managed to hold their own in the rating, two of them being the leaders of the rating, BAYER (+ 8%) and SANOFI (+ 10%). As before, KRKA (+11%) held its previous rank six. Only two from the other manufacturers rose in the ranks. OTCPHARM (+44%) moved up to rank three from eight, and SANDOZ (+25%) moved up to rank nine from ten. At the same time, the less dynamic STADA (+3%), SERVIER (+5%), BERLIN-CHEMIE/MENARINI (+7%) and GLAXOSMITHKLINE (+10%) lost one rank each, whereas TEVA (+2%) moved down from rank five to seven. The total share of the top 10 increased from 35.6% to 35.8%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	**BAYER**	4.6	4.8
2	2	**SANOFI**	4.2	4.3
3	8	OTCPHARM	4.0	3.1
4	3	STADA	3.8	4.1
5	4	**SERVIER**	3.6	3.8
6	6	**KRKA**	3.5	3.5
7	5	**TEVA**	3.4	3.7
8	7	**BERLIN-CHEMIE/MENARINI**	3.1	3.2
9	10	**SANDOZ**	3.0	2.7
10	9	**GLAXOSMITHKLINE**	2.6	2.7
Total			35.8	35.6

*AIPM members are in bold

Four newcomers broke into the ranks of the top ten brands rating (Table 2). INGAVIRIN (+71%), ARBIDOL (3.9-fold growth in purchases), MIRAMISTIN (+36%) and ELIQUIS (+52%) moved up to ranks two, eight and ten ranks, respectively. At the same time, they displaced CONCOR (+3%), MEXIDOL (+5%), DETRALEX (-2%) and NUROFEN (+4%) to the lower ranks from four to seven, and moved PENTALGIN (+23%) one rank down. XARELTO (+9%) remained the leader of the rating. The total share of the top 10 brands increased from 6.6% to 7.5%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	XARELTO	1.2	1.2
2	15	INGAVIRIN	0.8	0.5
3	48	ARBIDOL	0.8	0.2
4	3	CONCOR	0.7	0.8
5	4	MEXIDOL	0.7	0.8
6	2	DETRALEX	0.7	0.8
7	5	NUROFEN	0.7	0.7
8	11	MIRAMISTIN	0.7	0.5
9	8	PENTALGIN	0.6	0.6
10	16	ELIQUIS	0.6	0.5
Total			7.5	6.6

Four from the top 10 INN and group names ranking held their previous leading positions (Table 3). They were INNs XYLOMETAZOLINE (+2%), RIVAROXABAN (+9%) and BISOPROLOL (+8%), as well as the composition DIOSMIN*HESPERIDIN (+1%). PANCREATIN (+5%) held its previous rank seven. NIMESULIDE (+10%) and DICLOFENAC (+16%) moved one rank up, coming in at numbers five and eight, and the only newcomer UMIFENOVIR (3.6-fold growth in sales) moved up to rank nine. IBUPROFEN that reduced its sales by 3% and ETHYLMETHYLHYDROXYPYRIDINE (+ 2%) that showed low growth rates moved down to ranks six and ten. The cumulative share of the top 10 didn't virtually change and accounted for 10.5%

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	XYLOMETAZOLINE	1.5	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	1.0	1.0
6	5	IBUPROFEN	1.0	1.1
7	7	PANCREATIN	1.0	1.0
8	9	DICLOFENAC	0.9	0.8
9	49	UMIFENOVIR	0.8	0.3
10	8	ETHYLMETHYLHYDROXYPYRIDINE	0.8	0.9
Total			10.5	10.4

C09 Agents acting on the rennin-angiotensin system (+21%), M01 Anti-inflammatory and antirheumatic products (+12%) and B01 continued to show the largest sales on the regional market among the top ATC groups (Table 4). ATC groups from the top ten ranking that were placed below rank three changed their positions, while four ATC groups increased them. Thus, the newcomers J05 Antivirals for systemic use (+59%) and R05 Cough and cold preparations (+14%) that broke into the top ten ranking moved up to ranks four and ten, respectively. J01 Antibacterials for systemic use (+ 22%) and N02 Analgesics (+ 20%) moved one rank up, coming in at ranks five and seven. In contrast, three lagging groups downgraded their ratings: R01 Nasal preparations (+ 1%), G03 Sex hormones (+ 5%) and C05 Vasoptrotectives (+ 2%). In total, the top ten ATC groups accumulated 38.2% of the regional market, whereas in the year-earlier period they accounted for 36.7%.

Table 4. The top ten ATC Groups by pharmacy sales

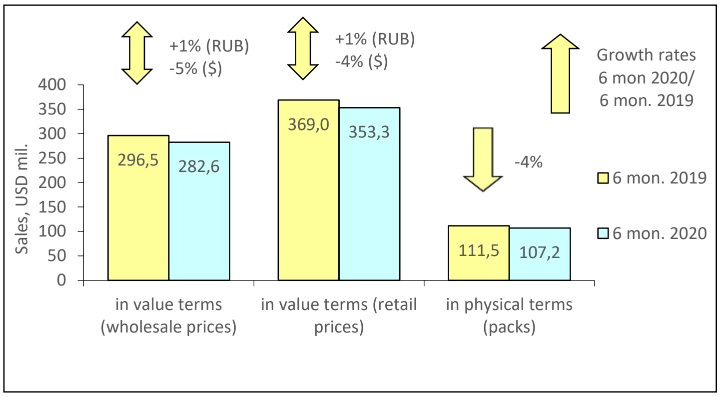
Rank		ATC code	ATC group	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019			6 mon. 2020	6 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	6.2	5.7
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.9	5.1
3	3	B01	ANTITHROMBOTIC AGENTS	4.0	4.0
4	12	J05	ANTIVIRALS FOR SYSTEMIC USE	3.8	2.7
5	6	J01	ANTIBACTERIALS FOR SYST USE	3.7	3.4
6	4	R01	NASAL PREPARATIONS	3.4	3.7
7	8	N02	ANALGESICS	3.3	3.0
8	5	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.2	3.4
9	7	C05	VASOPROTECTIVES	2.8	3.1
10	11	R05	COUGH AND COLD PREPARATIONS	2.8	2.7
Total				38.2	36.7

Conclusion. At the end of the first six months of 2020, the pharmacy market of the Central Federal District (without Moscow) brought in RUB 112.193 bil. (USD 1.620 bil.). which was 11% in terms of roubles and 4% in terms of dollars more than in the same period of 2019. In pack terms, the market extended by 2% and amounted to 488.464 mil. packs. The average cost of an FPP pack in the district pharmacies in January-June 2020 was USD 3.24, which was more than the last year figures (USD 3.18), but less than average figures in the country (USD 3.42). The average medicine expenses of the region residents were higher than the national average expenses in Russia (USD 60.54 vs. USD 52.76).

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

According to Federal State Statistics Service, as of January 1, 2020 estimated population of the North-Western Federal District (NWFD) (exclus. 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 six months of 2020 was RUB 55313 (USD 798.05), which was 12% higher than the average wage in Russia (RUB 49600). According to the results of the Retail Audit of Finished Pharma Products (FPP) in the Russian Federation™, at the end of the first half of 2020 the sales of FPPs in physical terms in pharmacies of NWFD (without St. Petersburg) saw a 4% decrease to 107.219 mil. packs. In money terms, the market saw a 1% increase in terms of roubles and 5% decrease in terms of dollars. At the same time, the volume of the market achieved RUB 19.514 bil. (USD 282.555 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 did not virtually change: USD 3.30 vs. USD 3.31 at retail prices in the year-earlier period. In January-June 2020, an average amount spent by the region residents for FPPs in the pharmacies amounted to USD 40.16.

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



At the end of the first six 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, most manufacturers of the top 10 held their own in the ranking. BAYER (+3%) held and reinforced its previous rank one. The manufacturers SERVIER (-0.3%) и KRKA (+7%) held their previous ranks three and five, and GEDEON RICHTER (-8%), SANDOZ (-7%) and GLAXOSMITHKLINE (-3%) as before rounded out the top ten ranking. Only one of the remaining manufacturers from the top ten rose in the ranks. The Russian company OTCPHARM (+20%) showed the highest growth rates among the leading manufacturers, due to which it moved up to rank two from seven. SANOFI (-7%), STADA and TEVA (-8% each) significantly reduced their sales and downgraded their rating, moving down to ranks four, six and seven. The total share of the top 10 drug manufacturers reduced from 38.5% to 37.9%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	**BAYER**	4.9	4.8
2	7	OTCPHARM	4.5	3.7
3	3	**SERVIER**	4.2	4.3
4	2	**SANOFI**	4.1	4.5
5	5	**KRKA**	4.0	3.8
6	4	STADA	3.7	4.1
7	6	**TEVA**	3.4	3.7
8	8	GEDEON RICHTER	3.4	3.7
9	9	**SANDOZ**	3.0	3.2
10	10	**BERLIN-CHEMIE/MENARINI**	2.6	2.7
Total			37.9	38.5

*AIPM members are in bold

Three newcomers broke into the ranks of the top ten brands (Table 2). Due to 2.6-fold growth in sales, ARBIDOL moved to rank two from 36. The less dynamic INGAVIRIN (+41%) and MIRAMISTIN (+21%) moved up to ranks six and nine, respectively. Apart from the newcomers, only one other brand, ELIQUIS (+ 27%), managed to move up to a higher position, coming in at number four. On top of that, they displaced LORISTA (+11%) down one rank to number seven. NUROFEN and CONCOR (+2% each) that showed low growth rates, as well as DETRALEX (-10%) that reduced sales, moved down to ranks three, five and eight, respectively. The brands XARELTO (+15%) and PENTALGIN (+ 0.4%) continue to top and round out the rating. The total share of the top ten brands ranking increased by 1.1 p.p. and achieved 7.9%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	XARELTO	1.2	1.0
2	36	ARBIDOL	0.9	0.3
3	2	NUROFEN	0.9	0.8
4	8	ELIQUIS	0.8	0.7
5	3	CONCOR	0.8	0.8
6	12	INGAVIRIN	0.8	0.5
7	6	LORISTA	0.8	0.7
8	4	DETRALEX	0.7	0.8
9	16	MIRAMISTIN	0.6	0.5
10	10	PENTALGIN	0.6	0.6
Total			7.9	6.8

The leader of the top ten INN and group names ranking also managed to hold its own in the ranking. Despite 7% reduction in sales, XYLOMETAZOLINE held its previous rank number one (Table 3). The other top 10 INNs changed their ranks; of which six INNs improved them. BISOPROLOL (+10%), RIVAROXABAN (+15%) and NIMESULIDE (+11%) moved one rank up, coming in at numbers two, four and six. LOSARTAN (+18%) moved up to rank seven from nine. The newcomers DICLOFENAC (+15%) and UMIFENOVIR that increased its sales 2.6 times moved up to two bottom ranks of the top ten ranking. Due to reduction in sales, IBUPROFEN (-4%) and DIOSMIN*HESPERIDIN (-6%) moved down to ranks three and five, respectively. Despite the outperforming growth rates, ATORVASTATIN (+ 4%) also lost two ranks, being displaced by more dynamic INNs. In total, ten INNs and group names accounted for 10.9% against 10.0% 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, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	XYLOMETAZOLINE	1.3	1.5
2	3	BISOPROLOL	1.3	1.2
3	2	IBUPROFEN	1.2	1.3
4	5	RIVAROXABAN	1.2	1.0
5	4	DIOSMIN*HESPERIDIN	1.1	1.2
6	7	NIMESULIDE	1.0	0.9
7	9	LOSARTAN	1.0	0.8
8	6	ATORVASTATIN	1.0	0.9
9	11	DICLOFENAC	0.9	0.8
10	49	UMIFENOVIR	0.9	0.4
Total			10.9	10.0

Half of the top-10 ATC groups held their own in the rating (Table 4). C09 Agents acting on the renin-angiotensin system (+15%), M01 Anti-inflammatory and antirheumatic drugs (+3%), G03 Sex hormones (+0.4%) and B01 Anticoagulants (+6%) maintained their previous top four ranks and C05 Vasoprotectives (-3%) rounded out the top ten ranking. The shifts affected the ranks from five through nine. J05 Antivirals for systemic use (+26%) and N02 Analgesics (+2%) that showed positive growth rates moved up to ranks five and six, while J01 Antibacterials for systemic use (-5%), R01 Nasal preparations (-8%) and R05 Cough and cold preparations (-4%), in contrast, dropped to ranks seven to nine. In total, the top ten ATC groups accumulated 39.6%, whereas the year– earlier period they accounted for 38.3%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019			6 mon. 2020	6 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	6.9	6.0
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.2	5.1
3	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.9	4.0
4	4	B01	ANTITHROMBOTIC AGENTS	3.9	3.7
5	9	J05	ANTIVIRALS FOR SYSTEMIC USE	3.9	3.1
6	7	N02	ANALGESICS	3.3	3.2
7	6	J01	ANTIBACTERIALS FOR SYST USE	3.2	3.4
8	5	R01	NASAL PREPARATIONS	3.2	3.5
9	8	R05	COUGH AND COLD PREPARATIONS	3.1	3.2
10	10	C05	VASOPROTECTIVES	2.9	3.0
Total				39.6	38.3

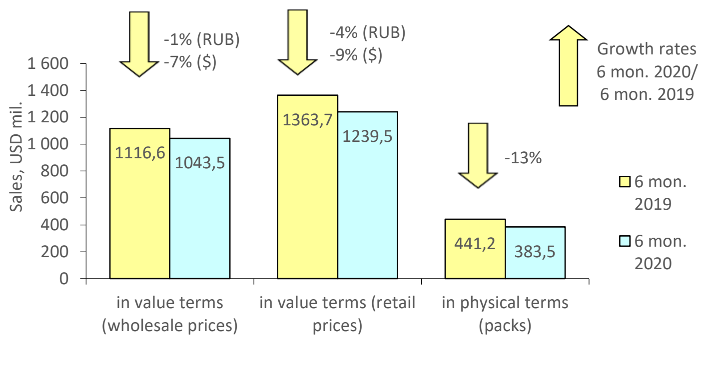
Conclusion. In January-June of 2019, the pharmacy market of the NWFD (without St Petersburg) brought in RUB 24.406 bil. (USD 353.290 mil.), which was 1% more in terms of roubles and 4% less in terms of dollars than in the same period of 2019. In pack terms, the market reduced by 4% and amounted to 107.219 mil. packs. According to the results for the first half of 2020, the average cost of an FPP pack in the regional pharmacies was USD 3.30, which was virtually the same as compared to the 2019 indicator (USE 3.31), but lower than the national average across the country (USD 3.42). The medicine expenses of the district residents were lower than the national average expenses in Russia (USD 41.16 vs USD 52.76)

VFD PHARMACY MARKET: 2020 FIRST SIX MONTHS RESULTS

According to 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 Federal State Statistics Service's data, in January-June 2020, the average salary in the PFD was RUB 35589 (USD 513.48), which was 28% lower than the national average wage (RUB 49600).

According to the results of the Retail Audit of OTC drugs in Russian Federation™, the pharmacy market of VFD in pack terms reduced by 13% to 383.532 mil. packs for the first six months of 2020, as compared to the last year (Figure 1). In wholesale prices the market increased by 1% in terms of roubles and 7% in terms of dollars and reached RUB 72.030 bil. (USD 1.043 bil.). A region's share in the total pharmacy sales in Russia accounted for 16%. Based on the results for the first quarter of 2020, the average cost of FPP in the VFD pharmacies increased compared with the year-earlier period (USD 3.09) and was equal to USD 3.23. The average per capita expenses for purchase of drugs in the pharmacies were estimated at USD 42.32.

Figure 1. VFD pharmacy market for 6 months of 2019 – 6 months 2020



Almost all leading players of the retail market of the Volga Federal District showed negative growth rates in the first six months of 2020 (Table 1). In so doing, most of them fell in the ranks. STADA and TEVA (-10% each) and SANDOZ (-5%) lost one rank each. The last year leader SANOFI (-9%) moved down to rank three. The manufacturers BAYER (-2%) and SERVIER (-6%) held their previous ranks two and seven. At the same time, two manufacturers KRKA (-2%) and CHEMIE/MENARINI (-6%) managed to move one rank up, coming in at numbers five and ten despite the decline in sales. On top of that, the latter became the only newcomer of the top ten ranking. OTCPHARM (+11%), which have shown positive growth rates and topped the rating, as well as ABBOTT (+5%), which moved up to rank seven, also improved their positions. The total share of the top ten drug manufacturers reduced by almost 1 p.p. and accounted for 32.7%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	4	OTCPHARM	4.2	3.7
2	2	**BAYER**	3.9	3.9
3	1	**SANOFI-AVENTIS**	3.8	4.1
4	3	STADA	3.4	3.8
5	6	**KRKA**	3.2	3.4
6	5	**TEVA**	3.1	3.4
7	7	**SERVIER**	3.0	3.1
8	9	**ABBOTT**	2.8	2.6
9	8	**SANDOZ**	2.7	2.9
10	11	**BERLIN-CHEMIE/MENARINI**	2.6	2.6
Total			32.7	33.5

*AIPM members are in bold

Unlike the previous one, most of the leading brands from the top 10 showed positive growth rates (Table 2). At the same time, the newcomers INGAVIRIN (+ 85%) and ARBIDOL, which sales increased by 2.8 times, moved up to ranks one and three. XARELTO (+10%) moved up to rank two from three. PENTALGIN (+9%), NUROFEN (+4%) and DETRALEX (+2%) that showed positive growth rates held their previous ranks five, seven and eight in the rating. MEXIDOL (-4%), ACTOVEGIN (-18%), CONCOR and CARDIOMAGNYL (-3% each) decreased sales and fell in the ranks, moving down to ranks four, six and two bottom ranks, respectively. The total share of the top 10 brands increased from 5.6% to 6.5%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	13	INGAVIRIN	0.9	0.5
2	3	XARELTO	0.8	0.7
3	45	ARBIDOL	0.7	0.3
4	2	MEXIDOL	0.7	0.7
5	5	PENTALGIN	0.6	0.6
6	1	ACTOVEGIN	0.6	0.7
7	7	NUROFEN	0.6	0.6
8	8	DETRALEX	0.6	0.6
9	6	CONCOR	0.5	0.6
10	9	CARDIOMAGNYL	0.5	0.5
Total			6.5	5.6

XYLOMETAZOLINE (-6%) held its leadership position in the top 10 INN and group names ranking (Table. 3). The other three INNs also kept their positions unchanged: the composition DIOSMIN*HESPERIDIN (-2%) and INNs IBUPROFEN (-0.5%) and NIMESULIDE (+7%) kept their previous ranks four, five and nine. Thanks to the positive dynamics, four INNs from the top ten INNs rating rose in the ranks. Thus, PANCREATIN (+2%) moved one rank up, coming in at number two, and the newcomers UMIFENOVIR(2,4-fold growth in sales), IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+85%) and RIVAROXABAN (+10%), which entered the top 10 for the first time, moved up to ranks six, seven and ten. They displaced BISOPROLOL (-2%) and ETHYLMETHYLHYDROXYPYRIDINE (-5%) one rank down. In total, the top ten INNs and group names accounted for 9.3% of the regional market against 8.3% 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, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	XYLOMETAZOLINE	1.1	1.2
2	3	PANCREATIN	1.0	1.0
3	2	BISOPROLOL	1.0	1.0
4	4	DIOSMIN*HESPERIDIN	1.0	1.0
5	5	IBUPROFEN	1.0	1.0
6	45	UMIFENOVIR	0.9	0.4
7	29	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	0.5
8	6	ETHYLMETHYLHYDROXYPYRIDINE	0.8	0.9
9	9	NIMESULIDE	0.8	0.7
10	11	RIVAROXABAN	0.8	0.7
Total			9.3	8.3

Half of the top 10 ATC-groups managed to hold their own in the ranking (Table 4). Among them are the leaders of the top ten ranking C09 Agents acting on the rennin-angiotensin system (+5%) and M01 Anti-inflammatory and antirheumatic products (-2%). J01 Antibacterials for systemic use (+3%), S01 Ophthalmologicals (-4%) and R05 Cough and cold preparations (-3%) hold their previous ranks four, eight and ten. J05 Antivirals for systemic use, which showed 40% growth in sales, moved up from rank seven to three. The only newcomer N02 Analgesics (+4%) broke into the ranks of the top ten, coming in at number seven. At the same time, G03 Sex hormones (-4%), B01 Anticoagulants (+2%) and N06 Psychoanaleptics (-10%) moved down to ranks five, six and nine, respectively. In total, the top ten ATC groups accumulated 37.4% of sales, whereas in the year– earlier period 36.0%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019			6 mon. 2020	6 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.7	5.4
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.1	5.1
3	7	J05	ANTIVIRALS FOR SYSTEMIC USE	4.2	3.0
4	4	J01	ANTIBACTERIALS FOR SYST USE	3.8	3.6
5	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.6	3.7
6	5	B01	ANTITHROMBOTIC AGENTS	3.4	3.3
7	11	N02	ANALGESICS	3.0	2.8
8	8	S01	OPHTHALMOLOGICALS	2.9	3.0
9	6	N06	PSYCHOANALEPTICS	2.8	3.1
10	10	R05	COUGH AND COLD PREPARATIONS	2.8	2.9
Total				37.4	36.0

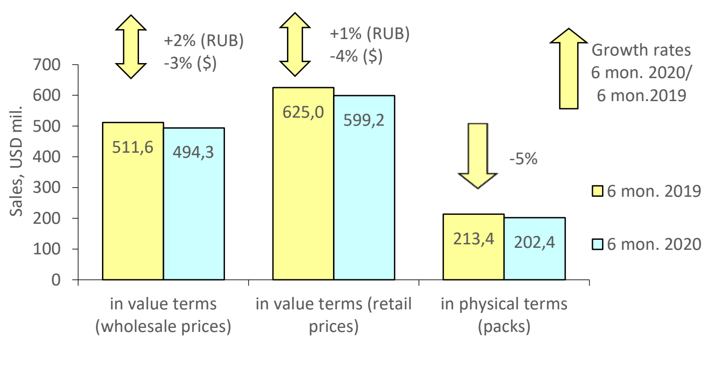
Conclusion. Based on the results for the first half of 2020, the pharmacy market in VFD was estimated at RUB 85.588 bil. (USD 1.240 bil.) at retail prices. At the same time, the market behaviour was positive both in rouble (-4%) and dollar (-9%) terms. In physical terms, the sales reduced by 13% and amounted to 383.532 mil. packs as compared to the same period in 2019. The average cost of OTC pack based on the results for January-June of 2020 was USD 3.23, which was higher compared to the same period a year ago (USD 3.09) but lower the national average across Russia (USD 3.42). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 42.32 vs. USD 52.76).

SOUTHERN FEDERAL DISTRICT PHARMACY MARKET: 2020 FIRST SIX 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 six months 2020 the average salary in the SouFD was RUB 35260 (USD 508.73), which was 29% lower than the national average wage (RUB 49600).

According to the results of the Retail Audit of FPP (Finished Pharmaceutical Products) in Russian Federation™, at the end of the first half of 2020 the sales of drugs in physical terms in the Southern Federal District saw a 5% increase to 202.366 mil. packs. In money terms, the market showed positive growth rates in rouble terms (+2%) and negative growth rates in dollar terms (-3%) and amounted to RUB 34.096 bil. (USD 494.330 mil.) at wholesale prices (Fig. 1). The city market share accounted for 7.7% of the pharmacy sales in Russia. The average cost of an OTC pack slightly increased as compared to a year earlier period (USD 2.93) and reached USD 2.96 at retail prices. In January-June of 2020, the average amount spent by residents of the SouFD for drugs amounted to USD 36.39.

Figure 1. SouFD pharmacy market for 6 months of 2019 – 6 months 2020



Just as the greater market, most of the top 10 manufacturers in the market of the Southern Federal District demonstrated a decrease in sales at the end of the first six months of 2020 (Table 1). The only exceptions were BAYER (+1%), which retained its leadership, as well as OTCPHARM (+20%) and ABBOTT (+7%), which moved up to ranks three and seven. In addition to them, SANOFI (-2%) managed to move one rank up, coming in at number two. Due to pronounced negative sales growth rates, STADA (-12%) that used to hold that rank earlier moved down to rank four. SERVIER (-2%), TEVA (-4%), BERLIN-CHEMIE/MENARINI (-5%) and SANDOZ (-4%) lost one rating point each, moving down to ranks five, six, eight and nine, respectively. SERVIER (-4%) held its previous rank ten. In total, top ten manufacturers accounted for 33.1% of the market, whereas in the year-earlier period they accounted for 34%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	BAYER	4.5	4.6
2	3	SANOFI-AVENTIS	3.8	4.0
3	6	OTCPHARM	3.6	3.1
4	2	STADA	3.4	4.0
5	4	SERVIER	3.2	3.4
6	5	TEVA	3.1	3.3
7	9	ABBOTT	3.1	2.9
8	7	BERLIN-CHEMIE/MENARINI	2.9	3.1
9	8	SANDOZ	2.9	3.0
10	10	GEDEON RICHTER	2.5	2.6
Total			33.1	34.0

*AIPM members are in bold

Four of the top ten brands showed a decrease in sales volumes (Table 2). NUROFEN (-1%) held its previous rank three, and DETRALEX (-1%), MEXIDOL (-4%) and ACTOVEGIN (-21%) moved down to ranks five, eight and nine. Five brands with outstripping growth rates rose in the ranks. At the same time, XARELTO (+22%) and INGAVIRIN (+49%) moved up to the first two ranks, while ARBIDOL (2.7-fold growth in sales), MIRAMISTIN (+21%) and ELIQUIS (+90%) that broke into the top 10 rating for the first time moved up to ranks four, six and seven, respectively. The less dynamic ESSENTIALE (+2%) moved down from rank eight to the last one. The total share of the top ten brands increased by 1 p.p. and accounted for 6.9%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	2	XARELTO	0.9	0.8
2	6	INGAVIRIN	0.9	0.6
3	3	NUROFEN	0.7	0.8
4	46	ARBIDOL	0.7	0.3
5	4	DETRALEX	0.6	0.6
6	12	MIRAMISTIN	0.6	0.5
7	33	ELIQUIS	0.6	0.3
8	5	MEXIDOL	0.6	0.6
9	1	ACTOVEGIN	0.6	0.8
10	8	ESSENTIALE	0.6	0.6
Total			6.9	5.9

XYLOMETAZOLINE (-8%) held its rank number one in the top ten INN and group names ranking, despite a decrease in sales and market share (Table 3). BISOPROLOL (+1%) also held its previous rank up six. Six drug manufacturers from the top 10 rose in the ranks. PANCREATIN (+6%) and DIOSMIN*HESPERIDIN (+1%) moved up one rank, coming in at numbers two and four, displacing IBUPROFEN (-7%) and NIMESULIDE (-8%) one rank down. RIVAROXABAN (+22%) moved up one rank, coming in at number seventh, while the newcomers IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+49%), GABAPENTIN and UMIFENOVIR, which purchases increased by 5 and 2.5 times, moved up to three bottom ranks, respectively. The total share of the top ten accounted for 10.0% against 8.7% - in the same period of 2019.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	XYLOMETAZOLINE	1.5	1.6
2	3	PANCREATIN	1.1	1.1
3	2	IBUPROFEN	1.0	1.1
4	5	DIOSMIN*HESPERIDIN	1.0	1.0
5	4	NIMESULIDE	1.0	1.1
6	6	BISOPROLOL	1.0	1.0
7	8	RIVAROXABAN	0.9	0.8
8	14	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	0.6
9	50	GABAPENTIN	0.9	0.2
10	44	UMIFENOVIR	0.8	0.3
Total			10.0	8.7

The leader of the top-10 ATC groups ranking changed: C09 Agents acting on the renin-angiotensin system (+14%) moved up to rank one from two, displacing M01 Anti-inflammatory and antirheumatic products (-2%) down one rank (Table 4). Three more groups demonstrated a noticeable increase in sales and thus rose in the ranks. J05 Antivirals for systemic use (+37%), B01 Antithrombotic agents (+13%) and N02 Analgesics (+6%) moved up to ranks three, four and seven, respectively. G03 Sex hormones (+1%) also showed positive growth rates, but the group lost one point, being displaced by the more dynamic groups. J01 Antibacterials for systemic use (-1%) and R01 Nasal preparations (-6%) showed a reduction in sales and fell in the ranks, while C05 Vasoprotectives (-2%) and N06 Psychoanaleptics (-3%) held their previous bottom ranks of the top ten rating. The total share of the top 10 increased from 35.9% to 37.1%.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019			6 mon. 2020	6 mon. 2019
1	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.0	4.5
2	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.0	5.2
3	7	J05	ANTIVIRALS FOR SYSTEMIC USE	4.3	3.2
4	6	B01	ANTITHROMBOTIC AGENTS	3.8	3.4
5	4	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.6	3.6
6	3	J01	ANTIBACTERIALS FOR SYST USE	3.6	3.7
7	8	N02	ANALGESICS	3.2	3.1
8	5	R01	NASAL PREPARATIONS	3.2	3.5
9	9	C05	VASOPROTECTIVES	2.8	2.9
10	10	N06	PSYCHOANALEPTICS	2.7	2.9
Total				37.1	35.9

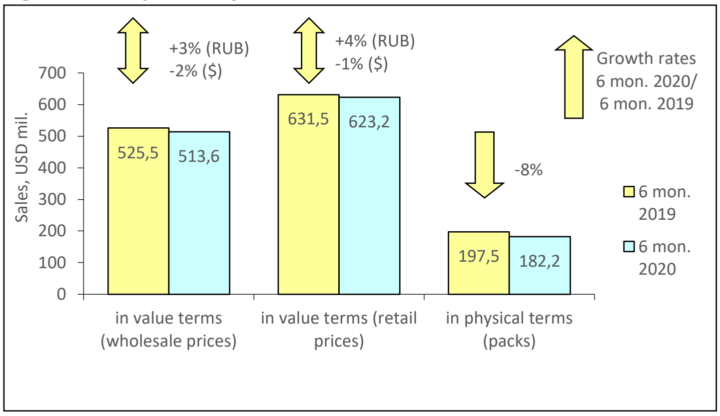
Conclusion. Based on the results for the first six months of 2020, the pharmacy market of SouFD reached RUB 34.096 bil. (USD 494.330 mil.) at retail prices. The sales increased 1% in terms of roubles and reduced 4% in terms of dollars. In pack terms, the market shrank by 5% and amounted to 202.366 mil. packs. The average cost of an FPP pack in the district pharmacies was USD 2.96, which was slightly higher than the previous year figures (USD 2.93), but lower than national average (USD 3.42). At the end of the first half of 2020, the average expenses of the SouFD residents for medications in the pharmacies were also lower than the national average (USD 36.39 vs. USD 52.76).

UFD PHARMACY MARKET: 2020 FIRST SIX 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 the first half of 2020 the average salary in the UFD was RUB 53.587 (USD 773.15), which was 8% higher than the average wage in Russia (RUB 49600).

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 an 8% decrease to 182.166 mil. packs at the end of six months of 2020. In money terms, the OTC drugs market showed positive growth rates (-3%) in rouble terms but reduced (-2%) in dollar terms and reached RUB 35.468 bil. (USD 513.613 mil.) at wholesale prices (Fig. 1). The regional retail sales share accounted for 8% of all pharmacy sales in Russia. The average retail cost of an FPP pack was USD 3.42 in January-June 2020 against USD 3.20 in the year-earlier period. In the analysed period, the average amount spent by residents of the UFD for drugs amounted to USD 50.42.

Figure 1. UFD pharmacy market for 6 months of 2019 – 6 months 2020



Following the results of the first six months of 2020, the top ten drug manufacturers rating on the Ural Federal District market did not change in composition (Table 1). However, the top ten rating underwent some changes, including the change of leaders, which were replaced for BAYER (+9%) and OTCPHARM (+13%). In addition to them, another three brands from the top ten rating rose in the ranks. They were SERVIER (+5%), SANDOZ (+4%) and ABBOTT (+9%) that moved up to ranks six through eight, respectively. TEVA (-1%) and KRKA (-0.5%) held their previous ranks five and nine. Three manufacturers with pronounced reduction in sales, SANOFI (-6%), STADA (-8%) and GEDEON RICHTER (-10%) moved down to rank three, four and ten, respectively. The total share of the top 10 drug manufacturers reduced from 34.6% to 33.9%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	2	**BAYER**	4.5	4.2
2	4	OTCPHARM	4.0	3.7
3	1	**SANOFI**	3.9	4.3
4	3	STADA	3.7	4.2
5	5	**TEVA**	3.4	3.5
6	7	**SERVIER**	3.1	3.0
7	8	**SANDOZ**	3.0	3.0
8	10	**ABBOTT**	3.0	2.8
9	9	**KRKA**	2.7	2.8
10	6	GEDEON RICHTER	2.7	3.1
Total			33.9	34.6

*AIPM members are in bold

INGAVIRIN (+ 37%) moved up to rank four to one in the top 10 leading brands (Table 2). XARELTO (+ 26%) and DETRALEX (+ 10%) hold their previous ranks two and three, while last year's leader NUROFEN (+ 4%) moved down to rank four. The newcomers ARBIDOL (2.2-fold increase in sales), HEPTRAL (+26%) and ELIQUIS (+47%) moved up to ranks five, seven and eight. LOZAP (+ 7%) improved its rating by one rank, moving up to rank six. At the same time, the brand ESSENTIALE, which was placed at that rank earlier, moved down to rank two of the top ten due to a 2% decrease in sales. The total share of the top ten reduced by over 1 p.p. and accounted for 6.4%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	4	INGAVIRIN	0.9	0.6
2	2	XARELTO	0.8	0.7
3	3	DETRALEX	0.7	0.7
4	1	NUROFEN	0.7	0.7
5	34	ARBIDOL	0.7	0.3
6	7	LOZAP	0.6	0.5
7	13	HEPTRAL	0.5	0.4
8	23	ELIQUIS	0.5	0.4
9	9	PENTALGIN	0.5	0.5
10	6	ESSENTIALE	0.5	0.5
Total			6.4	5.3

In contrast to the above rankings, the leaders of the top ten INNs and grouping names ranking did not change: XYLOMETAZOLINE (-3%) and DIOSMIN*HESPERIDIN (+2%) held their own in the ranking (Table 3). Some shifts took place in the lower part of the top ten manufacturers ranking, as a result of which four INNs rose in the ranks. PANCREATIN (+13%) moved up to rank three from four, while the newcomers IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+37%), RIVAROXABAN (+26%) and UMIFENOVIR (2-fold growth in sales) moved up to ranks five, six and ten respectively. At the same time, they displaced IBUPROFEN (+0,2%), BISOPROLOL (+7%) and NIMESULIDE (+18%) down one rank. ROSUVASTATIN, which reduced its sales by 5%, lost four rating points, moving down from rank five to nine. The cumulative share of the top10 increased from 8.6% to 9.4%.

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	XYLOMETAZOLINE	1.3	1.4
2	2	DIOSMIN*HESPERIDIN	1.1	1.2
3	4	PANCREATIN	1.1	1.0
4	3	IBUPROFEN	1.0	1.0
5	13	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	0.9	0.6
6	12	RIVAROXABAN	0.8	0.7
7	6	BISOPROLOL	0.8	0.8
8	7	NIMESULIDE	0.8	0.7
9	5	ROSUVASTATIN	0.8	0.9
10	38	UMIFENOVIR	0.8	0.4
Total			9.4	8.6

The leading two ATC groups of the top ten also held their own in the ranking: C09 Agents acting on the renin-angiotensin system (+12%) and M01 Anti-inflammatory and antirheumatic products (+7%) maintained and reinforced their leading positions (Table 4). The most dynamic among the leaders J05 Antivirals for systemic use (+29%) moved up to rank three from six. The groups B01 Antithrombotic agents (+11%), N02 Analgesics (+6%) and C05 Vasoprotectives (+4%), which showed positive growth rates, also moved to the higher ranks. At the same time, G03 Sex hormones and J01 Antibacterials for systemic use (-1% each), as well as R01 Nasal preparations (-0.4%) and R05 Cough and cold preparations (-5%) moved down to ranks four, six, seven and ten, respectively. In total, the top ten ATC-groups accumulated 37.1% of the regional market, which was 1 p.p. more than the year-earlier period indicator.

Table 4. The top ten ATC Groups by pharmacy sales

Rank		ATC code	ATC group	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019			6 mon. 2020	6 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.3	4.9
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.0	4.9
3	6	J05	ANTIVIRALS FOR SYSTEMIC USE	4.2	3.3
4	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	4.3
5	7	B01	ANTITHROMBOTIC AGENTS	3.3	3.1
6	4	J01	ANTIBACTERIALS FOR SYST USE	3.2	3.4
7	5	R01	NASAL PREPARATIONS	3.2	3.3
8	9	N02	ANALGESICS	3.0	2.9
9	10	C05	VASOPROTECTIVES	2.9	2.9
10	8	R05	COUGH AND COLD PREPARATIONS	2.8	3.1
Total				37.1	36.1

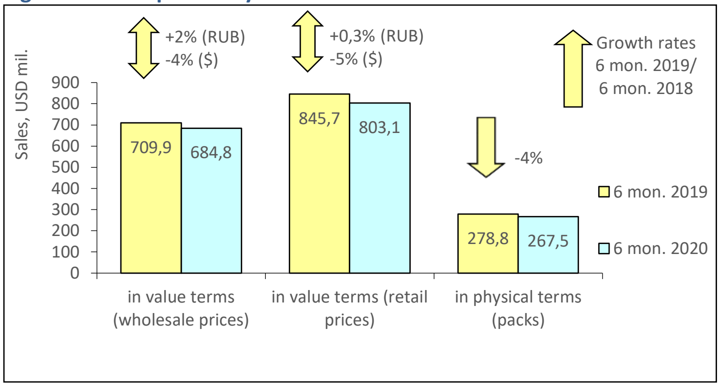
Conclusion. In January-June 2020, the pharmacy market of the Ural Federal District brought in RUB 43.262 bil. (USD 623.190 mil.) at retail prices. The sales saw a 4% increase in terms of roubles, and a 1% decrease in terms of dollars. In physical terms, the market showed negative growth rates (-8%) and amounted to 182.166 mil. packs. The average cost of an FPP pack in the regional pharmacies based on the results for the first half of 2020 was USD 3.42, which was higher than the last year figures (USD 3.20), but lower than national average (USD 3.42). The average expenses of the UFD residents for medications in the pharmacies were also lower than the national average (USD 50.42 vs. USD 52.76).

SIBERIAN FEDERAL DISTRICT PHARMACY MARKET: 2020 FIRST SIX 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 six months 2020 the average salary in the SibFD was RUB 42845 (USD 618.16), which was 14% lower than the national average wage (RUB 49600).

According to the results of the Retail Audit of FPP drugs in Russian Federation™, in January - June of 2020 the SibFD pharmacy market volume in physical terms reduced by 4% to 267.463 mil. packs (Fig. 1). In wholesale prices, the market performance in terms of roubles was positive (+2%), but in terms of dollars it was negative (+4%) and reached RUB 47.238 bil. (USD 684.813 mil.). The district's share accounted for 10.3% of the total pharmacy sales in the Russian pharmacy market pattern. Based on the results for six months of 2020, the average cost of FPP pack in the SibFD pharmacies was USD 3.00, whereas in the year-earlier period its cost was USD 3.03. In this period, per capita expenses of the SFD residents for purchase of medicines in pharmacies amounted to USD 46.91.

Figure 1. SibFD pharmacy market for 6 months of 2019 – 6 months 2020



Based on the results for the first half of 2020, BAYER (+2%) remained the leader of the top 10 manufacturers in the pharmacy market of the Siberian Federal District (Table 1). In addition, the manufacturers SERVIER (-1%), KRKA (+3%) and SANDOZ (-2%) held their own in the rating. Note that the former and the latter showed negative growth rates, as well as four other manufacturers. STADA (-3%) moved one rank up to rank two, while SANOFI (-5%), which held that rank earlier, moved down to rank three due to a more pronounced decline in sales. GEDEON RICHTER (-4%) rounding out the top ten lost one rating point, while TEVA (-6%) moved down from rank four to six. In contrast, OTCPHARM (+13%) and ABBOTT (+4%) rose in the ranks due to outstripping growth rates. The total share of the top 10 manufacturers has reduced from 34.9% to 34.2%

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	**BAYER**	4.5	4.4
2	3	STADA	4.0	4.2
3	2	**SANOFI**	3.9	4.2
4	6	OTCPHARM	3.8	3.4
5	5	**SERVIER**	3.4	3.5
6	4	**TEVA**	3.4	3.6
7	7	**KRKA**	3.2	3.2
8	8	**SANDOZ**	2.9	3.0
9	10	**ABBOTT**	2.7	2.6
10	9	GEDEON RICHTER	2.6	2.8
Total			34.2	34.9

*AIPM members are in bold

The leader of the top 10 brand names rating was changed (Table 2). The former leader DETRALEX (-0.2%) showed almost zero sales growth and moved down to rank three, giving way to the more dynamic XARELTO (+15%) and LORISTA (+13%). It should be noted that all the other brands of the top-ten showed outperformance rates. The newcomers INGAVIRIN (+53%) and ARBIDOL (2.3-fold growth in sales), which broke into the top ten rating for the first time, moving up to ranks four and seven, showed the highest growth rates. PENTALGIN (+16%) also moved up to a higher rank five. At the same time, despite outstripping, but not so high rates, the brands LOZAP (+4%), NUROFEN (+6%), CONCOR (+5%) and CARDIOMAGNYL (+3%) moved down to ranks six and three bottom ranks. In total, the top ten manufacturers accumulated 6.8% 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, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	2	XARELTO	0.8	0.7
2	3	LORISTA	0.7	0.7
3	1	DETRALEX	0.7	0.7
4	15	INGAVIRIN	0.7	0.5
5	8	PENTALGIN	0.7	0.6
6	4	LOZAP	0.7	0.6
7	38	ARBIDOL	0.7	0.3
8	6	NUROFEN	0.6	0.6
9	7	CONCOR	0.6	0.6
10	5	CARDIOMAGNYL	0.6	0.6
Total			6.8	5.9

XYLOMETAZOLINE (+1%) held the leading position in the top -10 INN and group names ranking (Table 3). BISOPROLOL (+10%) moved up to rank two from three, displacing IBUPROFEN (-0.2%) one rank down. In addition to the leader, the composition DIOSMIN*HESPERIDIN (+3%) and INN NIMESULIDE (+11%) held their previous ranks four and six. Three ATC groups of the top 10 rose in the ranks. LOSARTAN (+19%) and DICLOFENAC (+13%) moved up two ranks, coming in at numbers five and eight. The newcomers RIVAROXABAN (+15%) and UMIFENOVIR, which sales increased 2.2 times, moved down to the bottom two ranks. At the same time, PANCREATIN (+1%), which had shown low growth rates, moved down from rank five to seven. The cumulative share of the top-ten increased by 1 p.p. and accounted for 9.7%

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 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	1.0	1.0
5	7	LOSARTAN	0.9	0.8
6	6	NIMESULIDE	0.9	0.8
7	5	PANCREATIN	0.8	0.8
8	10	DICLOFENAC	0.8	0.7
9	13	RIVAROXABAN	0.8	0.7
10	49	UMIFENOVIR	0.8	0.3
Total			9.7	8.8

C09 Agents acting on the rennin-angiotensin system (+13%) and M01 Anti-inflammatory and antirheumatic products (+5%) and G03 Sex hormones (-4%) continued to be the best-selling groups on the regional market (Table 4). Shifts took place in the lower part of the top ten, and four of the top ten ATC groups rose in the ranks. Thus, N02 Analgesics (+9%), J05 Antivirals for systemic use (+27%) and B01 Antithrombotic agents (+5%) moved up to ranks four through six, respectively. C05 Vasoprotectives (+3%) moved up from rank ten to nine. In contrast, R01 Nasal preparations (-3%), J01 Antibacterials for systemic use (-4%) and R05 Cough and cold preparations (-8%) reduced their sales and moved down to ranks seven, eight and ten, respectively. In total, the top ten ATC - groups accumulated 37.4%, 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, %	
6 mon. 2020	6 mon. 2019			6 mon. 2020	6 mon. 2019
1	1	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.7	5.2
2	2	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	5.1	4.9
3	3	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	4.1	4.3
4	6	N02	ANALGESICS	3.6	3.3
5	9	J05	ANTIVIRALS FOR SYSTEMIC USE	3.5	2.8
6	7	B01	ANTITHROMBOTIC AGENTS	3.4	3.3
7	5	R01	NASAL PREPARATIONS	3.2	3.4
8	4	J01	ANTIBACTERIALS FOR SYST USE	3.2	3.4
9	10	C05	VASOPROTECTIVES	2.8	2.8
10	8	R05	COUGH AND COLD PREPARATIONS	2.8	3.1
Total				37.4	36.5

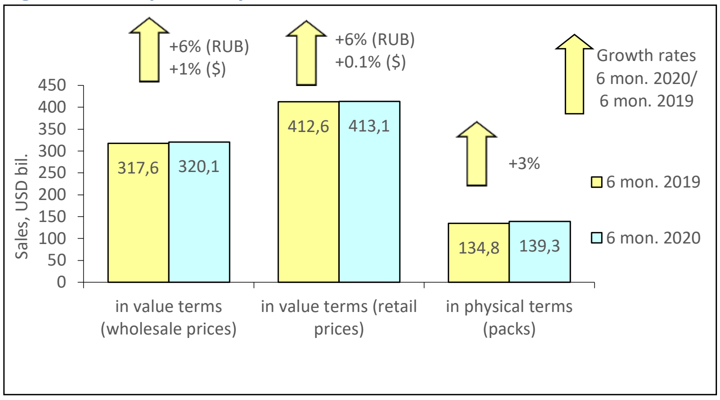
Conclusion. At the end of the first six months of 2020, the pharmacy market in the Siberian Federal District was estimated at RUB 55.406 bil. (USD 803.087 mil.) at final consumer prices. At the same time, the market behaviour was almost zero (+0.3%) in rouble terms and negative (-5%) in dollar terms. In natural terms, the sales decreased by 4% and amounted to 267.463 mil. packs. The average cost of an FPP pack slightly decreased as compared to a year earlier (USD 3.00 vs. USD 3.03) and continued to be lower than the national average FPP price (USD 3.42). Per capita expenses of the district residents for purchase of medicines in the pharmacies were also lower than the national average figures (USD 46.91 vs. USD 52.76).

FEFD PHARMACY MARKET: 2020 FIRST SIX 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 Federal State Statistics Service, based on the results for the first half of 2020 the average wage in the FEFD was RUB 58335 (USD 841.65), which was 18% higher than the average wage in Russia (RUB 49600).

According to the results of the Retail Audit of Finished Pharma Products (FPP) in Russian Federation™, sales of FPP drugs in physical terms in the pharmacies of FEFD saw a 3% increase to 139.264 mil. packs at the end of the first six months of 2020. In money terms, the market saw a 6% increase in terms of roubles and 1% in terms of dollars. At the same time, the volume of the market achieved RUB 22.101 bil. (USD 320.136 mil.) at wholesale prices (Fig. 1). The district's share reached 5.3% of the all-Russia sales in retail prices. The average cost of a pack decreased as compared to a year earlier period (USD 3.06) and amounted to USD 2.97. At the end of January-June 2020, an average amount spent by the FEFD region residents for the drugs in the pharmacies amounted to USD 50.57.

Figure 1. FEFD pharmacy market for 6 months of 2019 – 6 months 2020



In the first half of 2020, the top ten drug manufacturers rating in the FEFD retail market showed high stability – most manufacturers held their own in the rating (Table 1). BAYER (+12%) held and reinforced its previous rank number one. Despite lagging growth and decrease of the market share, STADA (+1%) held its previous rank two. KRKA (+7%), TEVA (+4%), SERVIER (+2%) and GLAXOSMITHKLINE (+1%) held their previous ranks four, six, seven and ten. The most dynamic among the leaders Russian OTCPHARM (+ 28%) moved up to rank three from nine. SANOFI (+0.1%), which had been placed at that rank earlier, moved down to rank five, and GEDEON RICHTER (-3%) was displaced down from rank five to eight. SANDOZ (+2%) lost one rank in the ranking. The aggregate share of the top-10 reduced from 35.3% to 35.0%.

Table 1. The top ten drug manufacturers by pharmacy sales

Rank in the top ten		Manufacturer*	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	**BAYER**	4.6	4.4
2	2	STADA	4.0	4.3
3	9	OTCPHARM	3.8	3.2
4	4	**KRKA**	3.6	3.5
5	3	**SANOFI**	3.4	3.6
6	6	**TEVA**	3.3	3.4
7	7	**SERVIER**	3.3	3.4
8	5	GEDEON RICHTER	3.2	3.5
9	8	**SANDOZ**	3.2	3.3
10	10	**GLAXOSMITHKLINE**	2.6	2.8
Total			35.0	35.3

*AIPM members are in bold

Only LORISTA (+5%) and DETRALEX (+7%) rounding out the top ten brands rating held their own in the top ten brands rating (Table 2). Antivirals INGAVIRIN (+43%) and the only newcomer ARBIDOL (2.4-fold growth in sales) moved up to the top positions in terms of sales. In this connection, they displaced NUROFEN (+7%) one rank down. Apart from the leader, another three brands developed their markets by outstripping rates. THERAFLU (+8%), MIRAMISTIN (+7%) and CONCOR (+8%) moved up to ranks six through eight, respectively. Due to 9% reduction in sales, CARDIOMAGNYL moved down from rank four to nine. The aggregate share of the top-10 expended from 6.9% to 7.6%.

Table 2. The top ten brands by pharmacy sales

Rank in the top ten		Brand	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	3	INGAVIRIN	1.1	0.8
2	27	ARBIDOL	0.9	0.4
3	2	NUROFEN	0.8	0.8
4	6	XARELTO	0.8	0.7
5	5	LORISTA	0.7	0.8
6	7	THERAFLU	0.7	0.7
7	8	MIRAMISTIN	0.7	0.7
8	9	CONCOR	0.7	0.6
9	4	CARDIOMAGNYL	0.7	0.8
10	10	DETRALEX	0.6	0.6
Total			7.6	6.9

Despite the change of the leaders in the prior rating, XYLOMETAZOLINE (+4%) and IBUPROFEN (+2%) held their previous leading ranks in the top ten INN and group names rating (Table 3). INN NIMESULID (+11%) also managed to hold its previous rank six. The remaining INNs of the top ten shifted their ranks and four of them improved them. IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID (+43%) moved up to rank three from eight, while the newcomers UMIFENOVIR (2.4-fold growth in sales), DICLOFENAC (+22%) and RIVAROXABAN (+24%) moved up to rank five and bottom two ranks. At the same time, despite the outperforming growth rates, they pushed BISOPROLOL (+16%), PANCREATIN (+7%) and DIOSMIN*HESPERIDIN (+10%) to the lower positions. The cumulative share of the top 10 expanded by slightly more than 1 p.p. and accounted for 10.5%

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

Rank		INNs/Grouping Names	Share in total pharmacy sales, %	
6 mon. 2020	6 mon. 2019		6 mon. 2020	6 mon. 2019
1	1	XYLOMETAZOLINE	1.8	1.8
2	2	IBUPROFEN	1.3	1.3
3	8	IMIDAZOLYL ETHANAMIDE PENTANDIOIC ACID	1.1	0.8
4	3	BISOPROLOL	1.0	1.0
5	39	UMIFENOVIR	0.9	0.4
6	6	NIMESULIDE	0.9	0.9
7	4	PANCREATIN	0.9	0.9
8	7	DIOSMIN*HESPERIDIN	0.9	0.9
9	11	DICLOFENAC	0.8	0.7
10	14	RIVAROXABAN	0.8	0.7
Total			10.5	9.4

Based on the results for the first half of 2020, C09 Agents acting on the rennin-angiotensin system (+17%) became the leader of the top ten ATC groups (Table 4). The less dynamic M01 anti-inflammatory and antirheumatic drugs (+9%) that had been placed at rank number one earlier moved down to rank two. In addition to the leader, another five from the top-10 ATC groups rating rose in the ranks. Thus, J05 Antivirals for systemic use (+22%) and G03 Sex hormones (+9%) moved up to ranks three and four. N02 Analgesics and B01 Antithrombotic agents moved up by one rank, coming in at numbers seven and eight (+10% each). The newcomer A11 Vitamins (+11%) rounded out the top ten rating. In contrast, three ATC groups with negative sales growth rates fell in the ranks. R01 Nasal preparations (-3%), J01 Antibacterials for systemic use (-0.3%) and R05 Cough and cold preparations (-5%) moved down to ranks five, six and nine, respectively. The total share of the analysed ranking accounted for 37.8% against 37.2% 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, %	
6 mon. 2020	6 mon. 2019			6 mon. 2020	6 mon. 2019
1	2	C09	AGENTS ACTING ON THE RENIN-ANGIOTENSIN SYSTEM	5.2	4.8
2	1	M01	ANTIINFLAMMATORY AND ANTIRHEUMATIC PRODUCTS	4.9	4.8
3	4	J05	ANTIVIRALS FOR SYSTEMIC USE	4.5	3.9
4	6	G03	SEX HORMONES AND MODULATORS OF THE GENITAL SYSTEM	3.8	3.7
5	3	R01	NASAL PREPARATIONS	3.7	4.0
6	5	J01	ANTIBACTERIALS FOR SYST USE	3.6	3.8
7	8	N02	ANALGESICS	3.4	3.3
8	9	B01	ANTITHROMBOTIC AGENTS	3.1	3.0
9	7	R05	COUGH AND COLD PREPARATIONS	3.0	3.4
10	13	A11	VITAMINS	2.7	2.5
Total				37.8	37.2

Conclusion. Based on the results for the first six months of 2020, the retail market of the Far Eastern Federal District brought in RUB 28.527 bil. (USD 413.096 mil.), which was 6% in terms of roubles and 0.1% in terms of dollars more than in the same period of 2019. In pack terms, the market also showed positive growth rates (+3%) and achieved 139.264 mil. packs. The average cost of an FPP pack in the FEFD district pharmacies in January-June 2020 was USD 2.97 (in a year-earlier period - USD 3.06), which was lower than the national average (USD 3.42). The average medicine expenses of the district residents were also lower than the national average expenses in Russia (50.57 USD vs. 52.76 USD).