



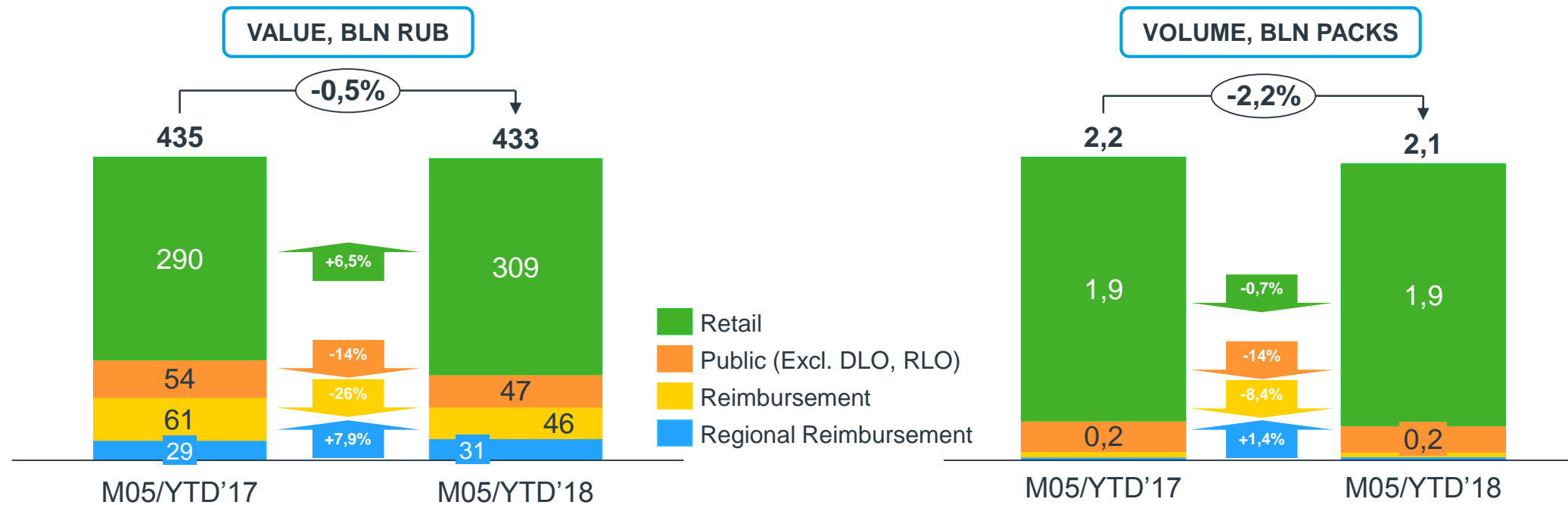
# Facts from IQVIA

M05 2018



# Russia pharma market growth in January-May 2018

Market decreases by -0,5% in value and -2,2% in volume

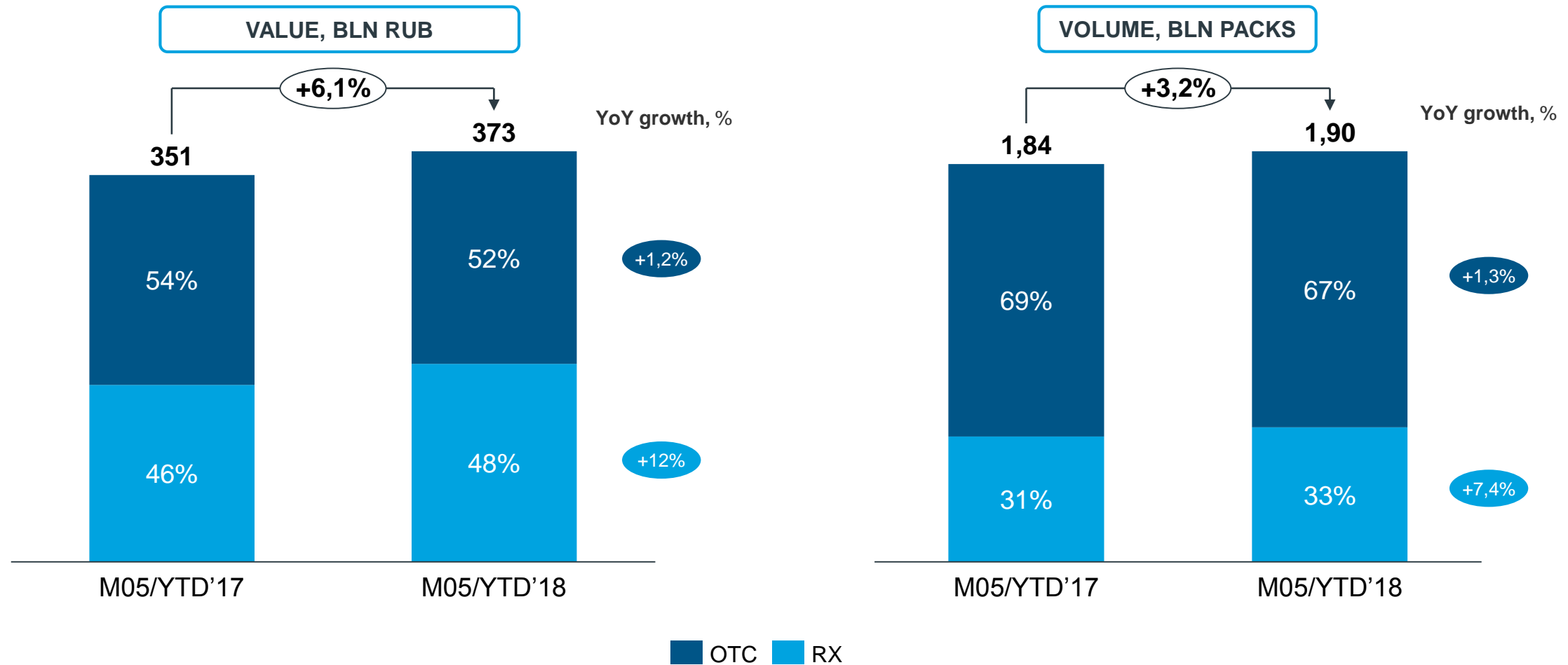


Indicator	RUB	USD	EUR	PACKS
Value M05/YTD 2018, Bln.	433	7,4	6,0	2,1
Growth M05/YTD,%	▼ -0,5%	▼ -1,9%	▼ -14%	▼ -2,2%



# Russia pharma market growth in January-May 2018

*Retail Sell-Out: Market grew by 6,1% in value and 3,2% in volume*

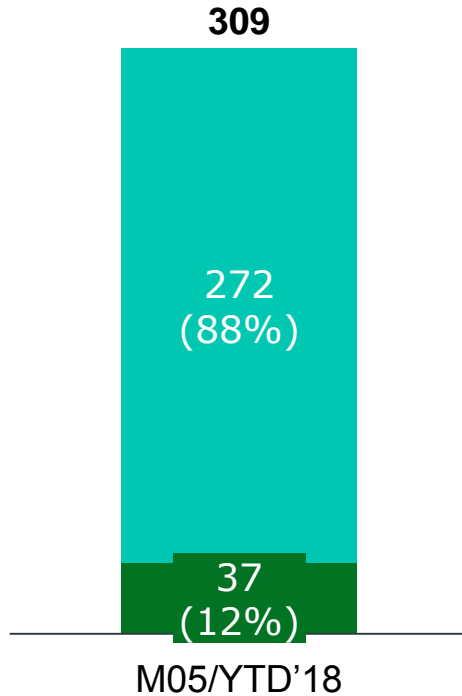




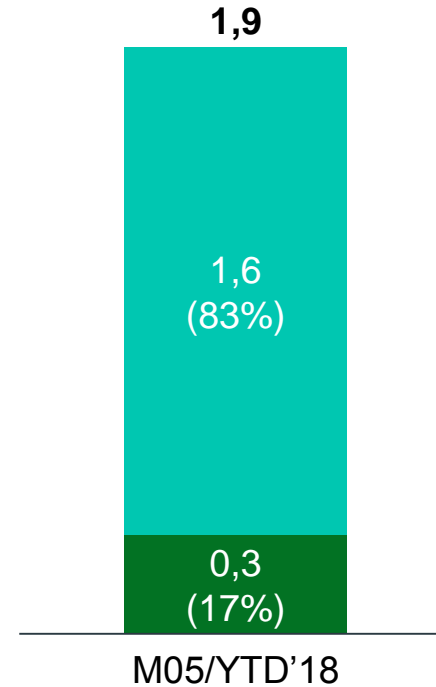
# Russia retail market structure in January-May 2018

*Retail Sell-In: Share of Pharmacy chains is 88% in value and 83% in volume*

VALUE, BLN RUB



VOLUME, BLN PACKS

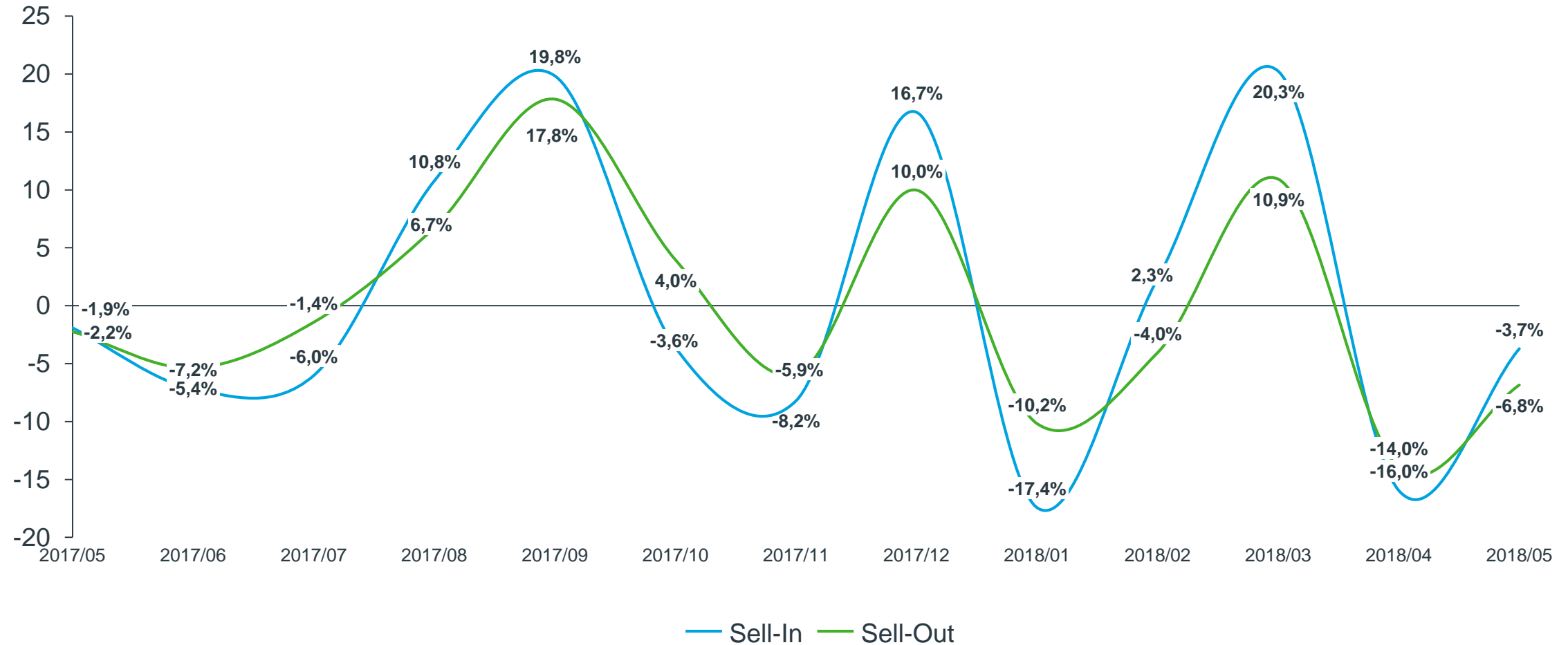


Pharmacy Chains  
Individual pharmacies



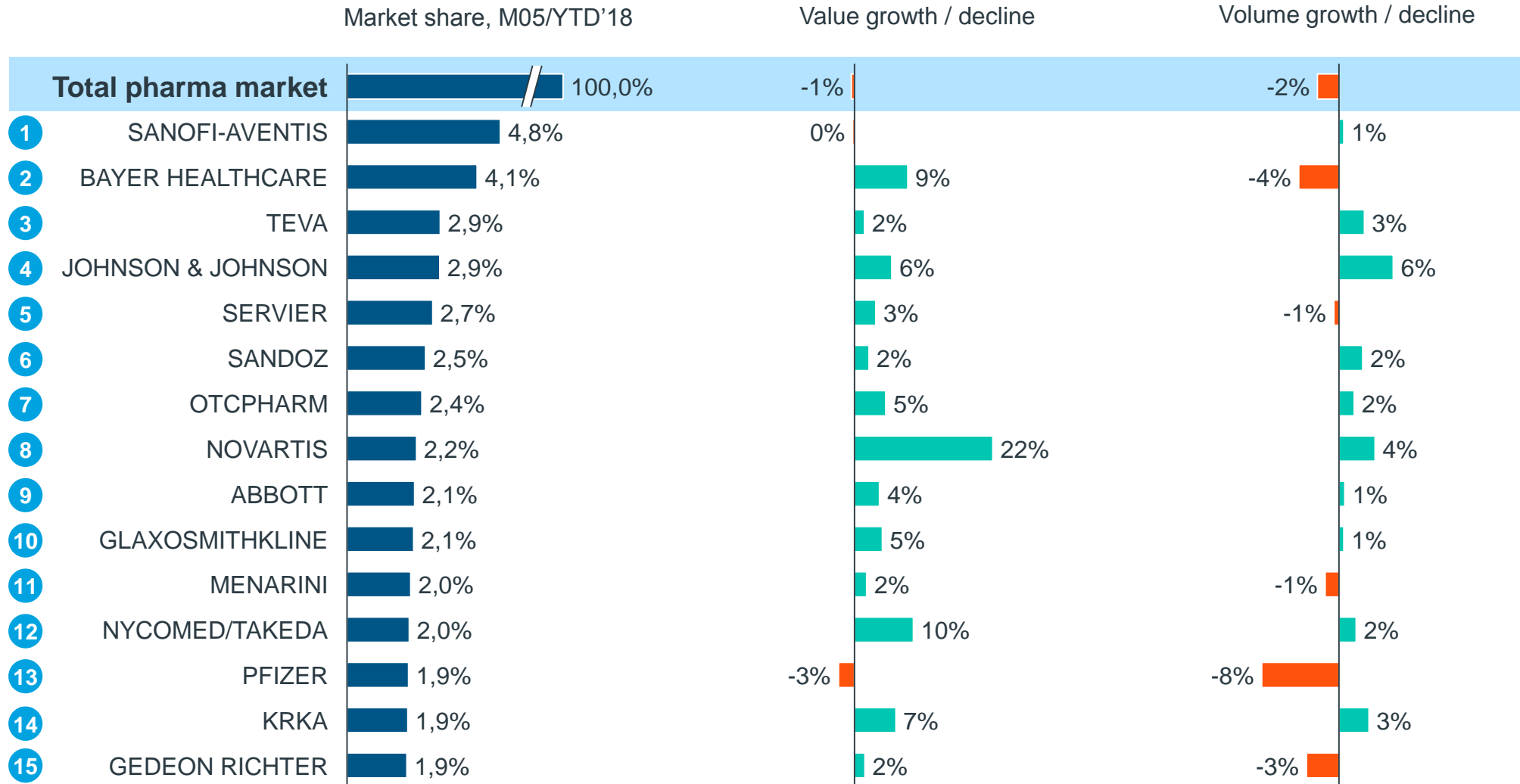
# Sell-In vs Sell-Out, OTC registered drugs

Month-Over-Month Growth Rates, volume



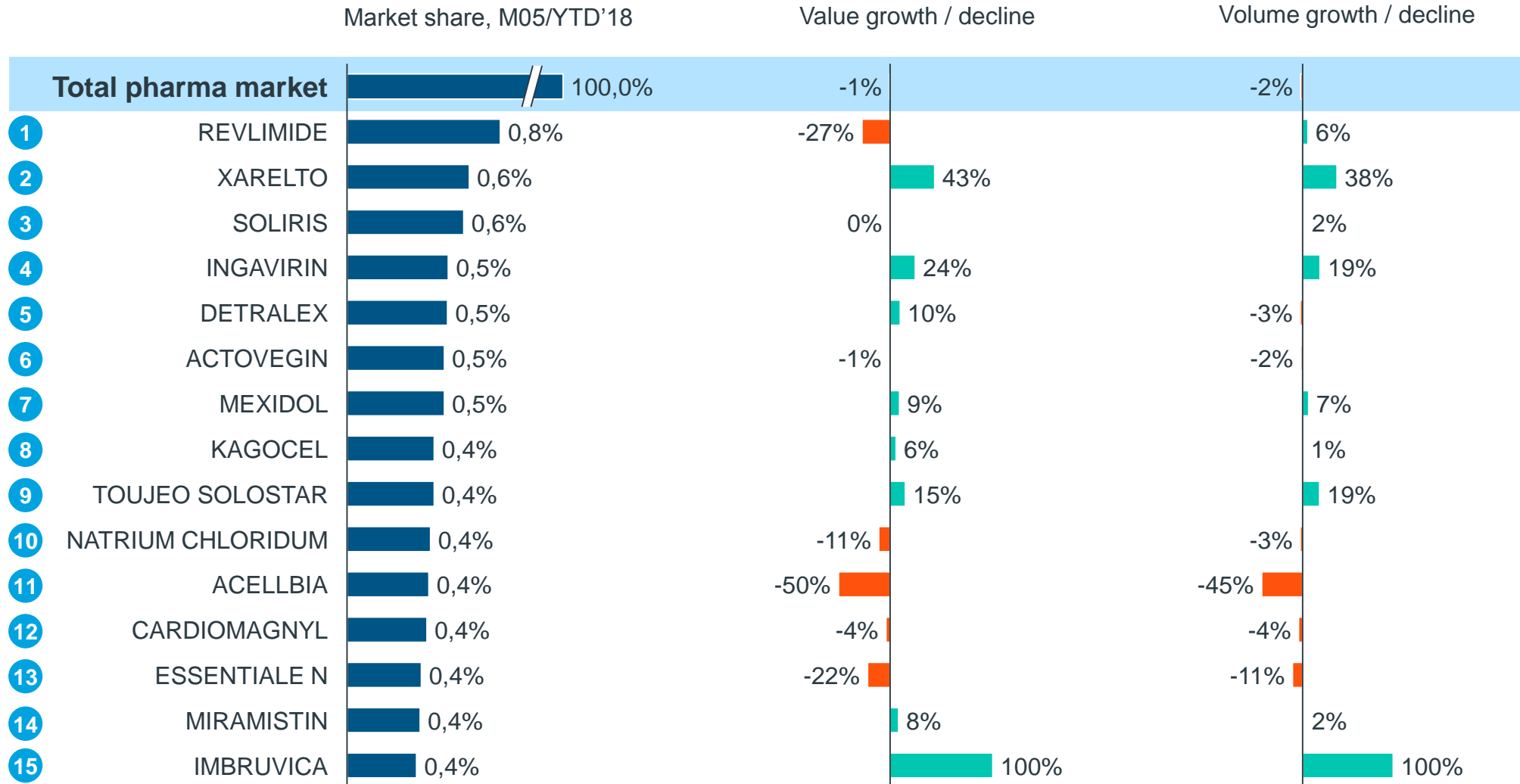


# TOP-15 corporations on Russian market, January-May 2018

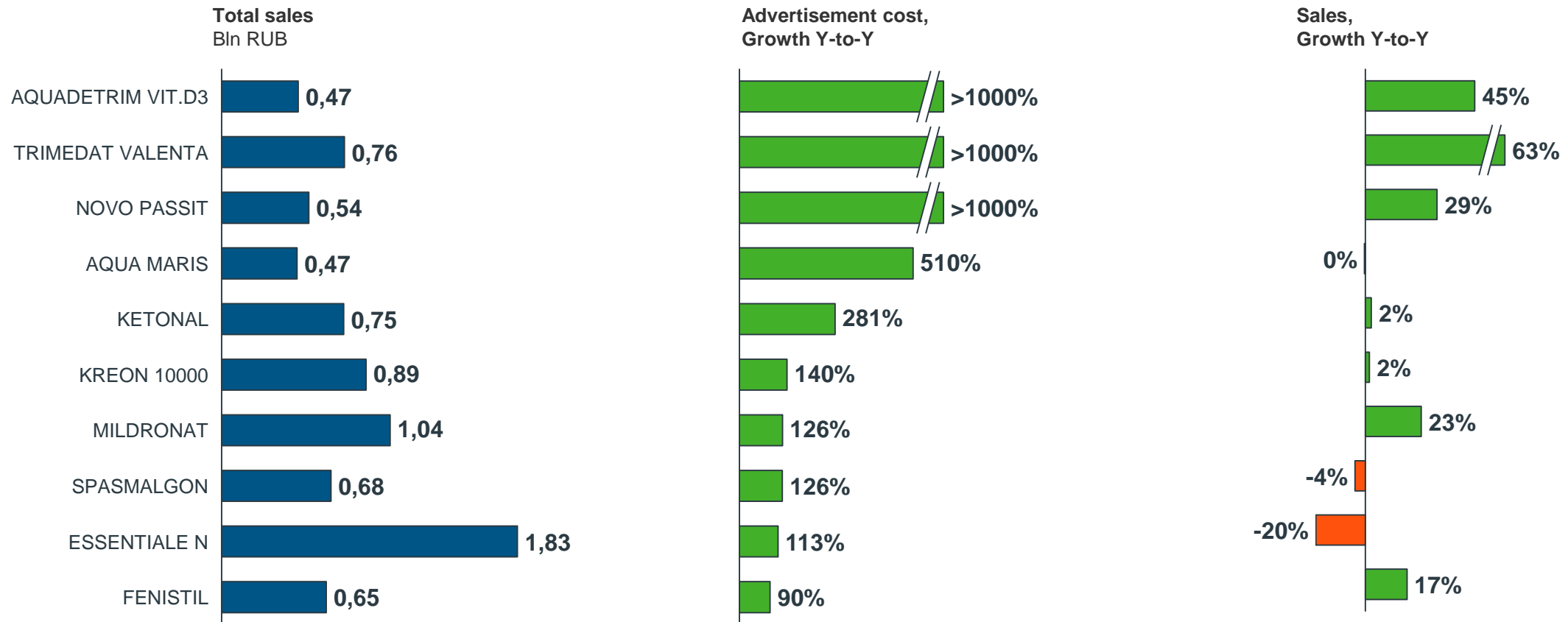




# TOP-15 brands on Russian market, January-May 2018



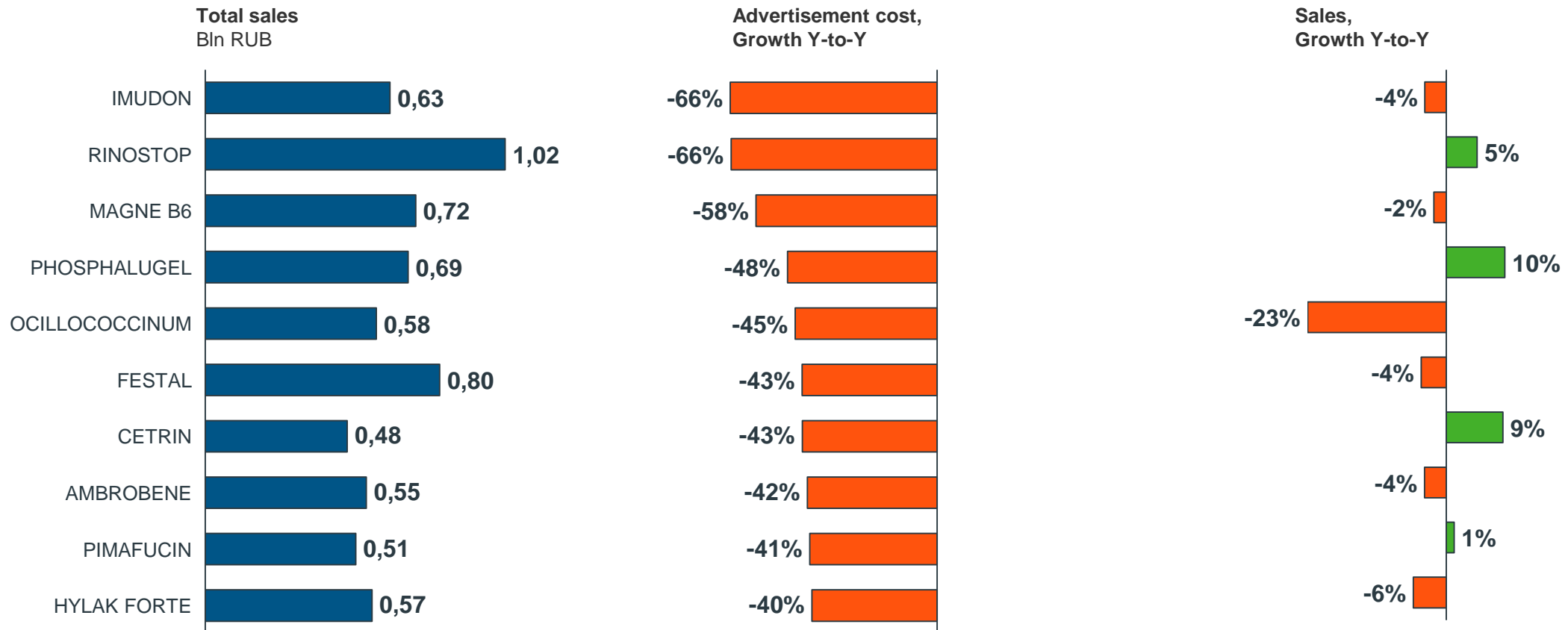
# TOP-10 products by growth in advertisement investments in January-May 2018



The rank is calculated among TOP-200 Products by sales with advertising cost greater than 50 mln RUB  
 Source: IQVIA databases. Pharamtrend, Mediascope data, FIN Prices



# TOP-10 products by decline in advertisement investments in January-May 2018

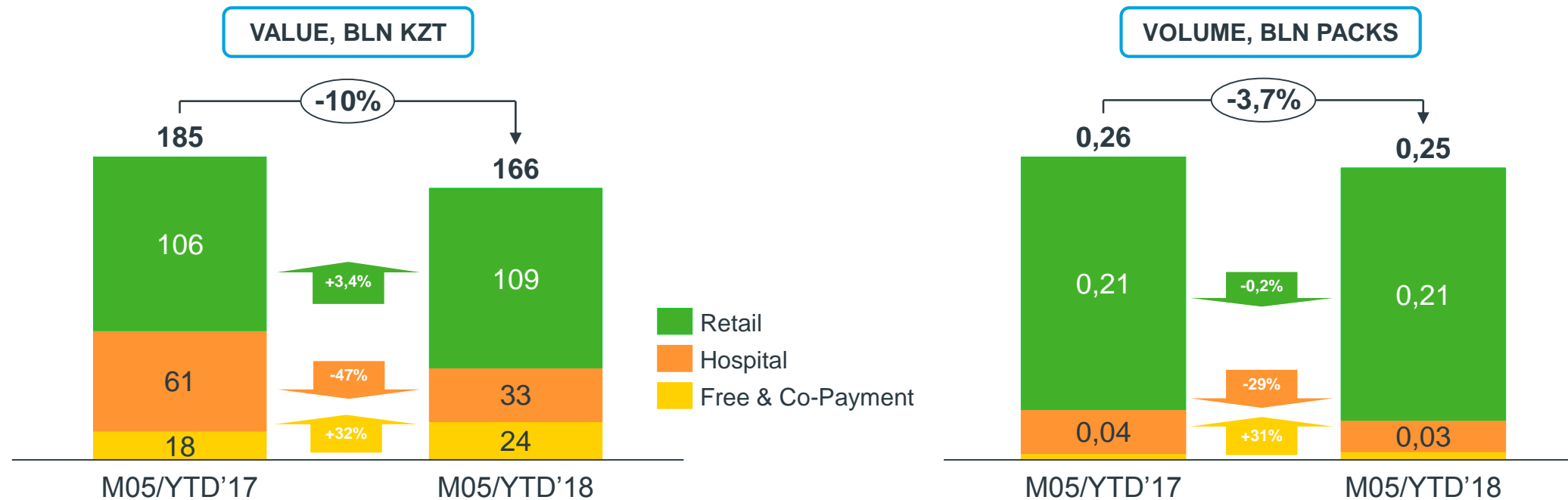


The rank is calculated among TOP-200 Products by sales with advertising cost greater than 50 mln RUB  
 Source: IQVIA databases. Pharmatrend, Mediascope data, FIN Prices



# Kazakhstan pharma market growth in January-May 2018

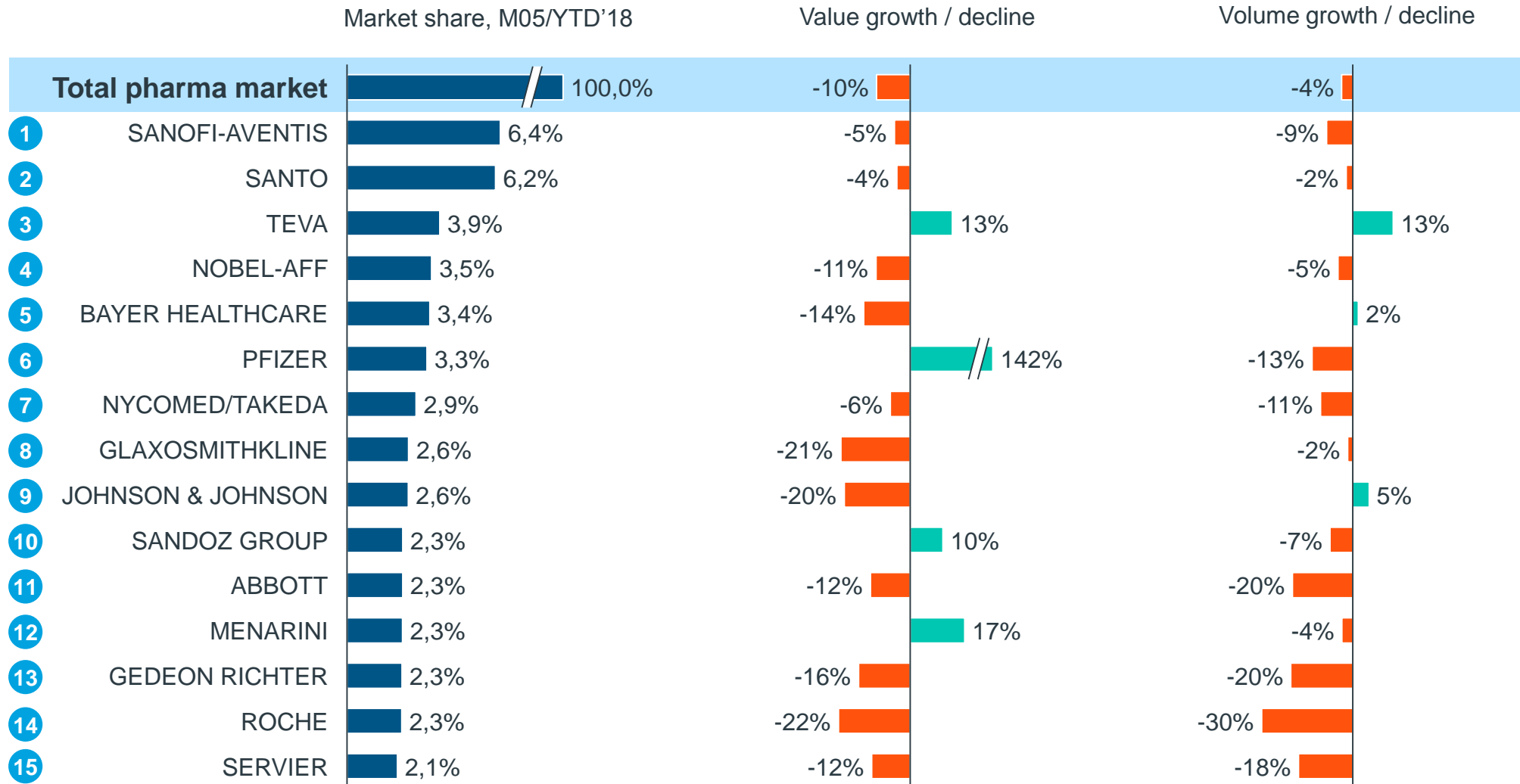
Market decreases by -10% in value and -3,7% in volume



Indicator	KZT	USD	EUR	PACKS
Value M05/YTD 2018, Bln.	166	0,51	0,42	0,25
Growth M05/YTD,%	▼ -10%	▼ -12%	▼ -22%	▼ -3,7%

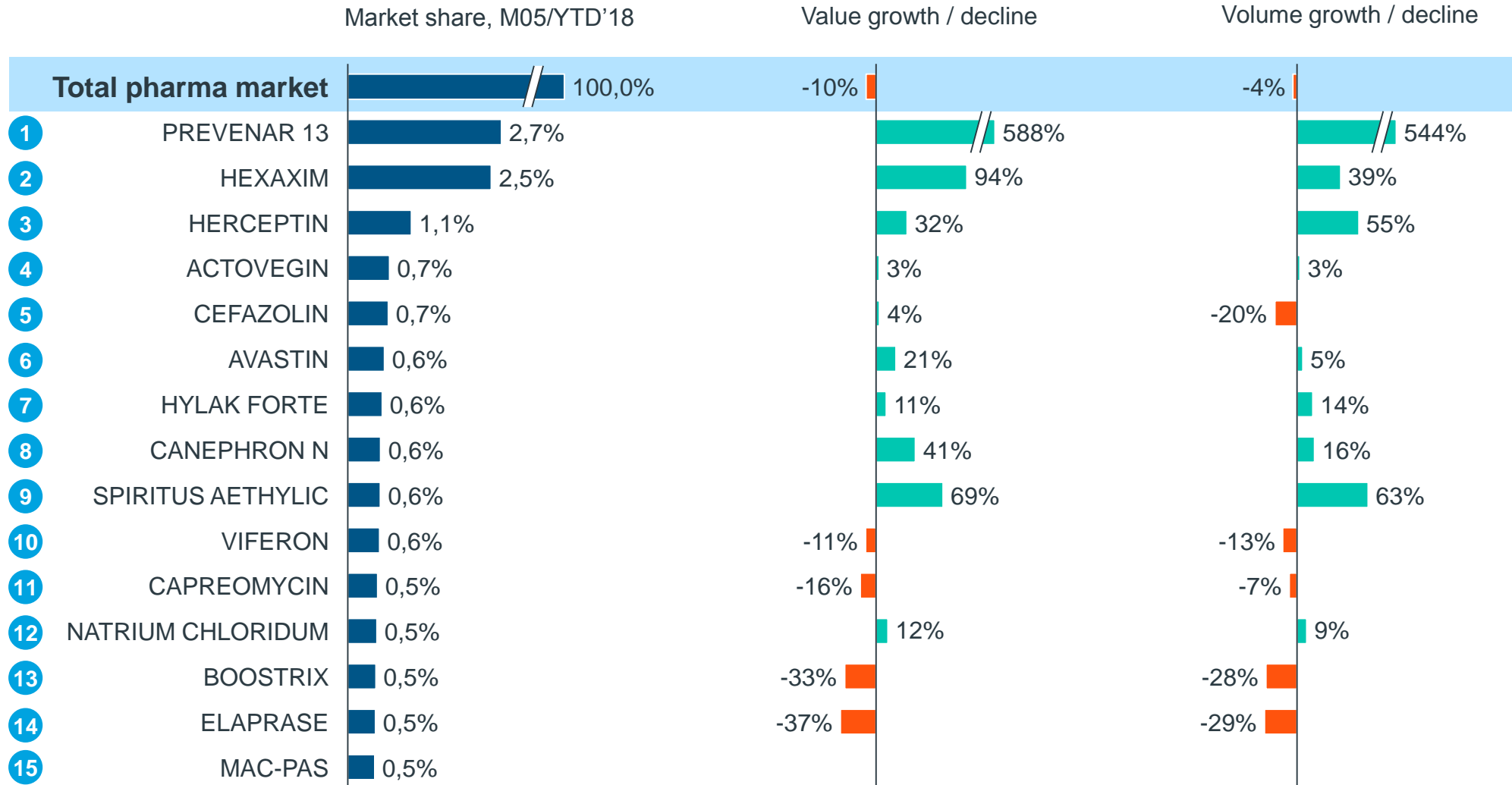


# TOP-15 corporations on Kazakhstan market, January-May 2018





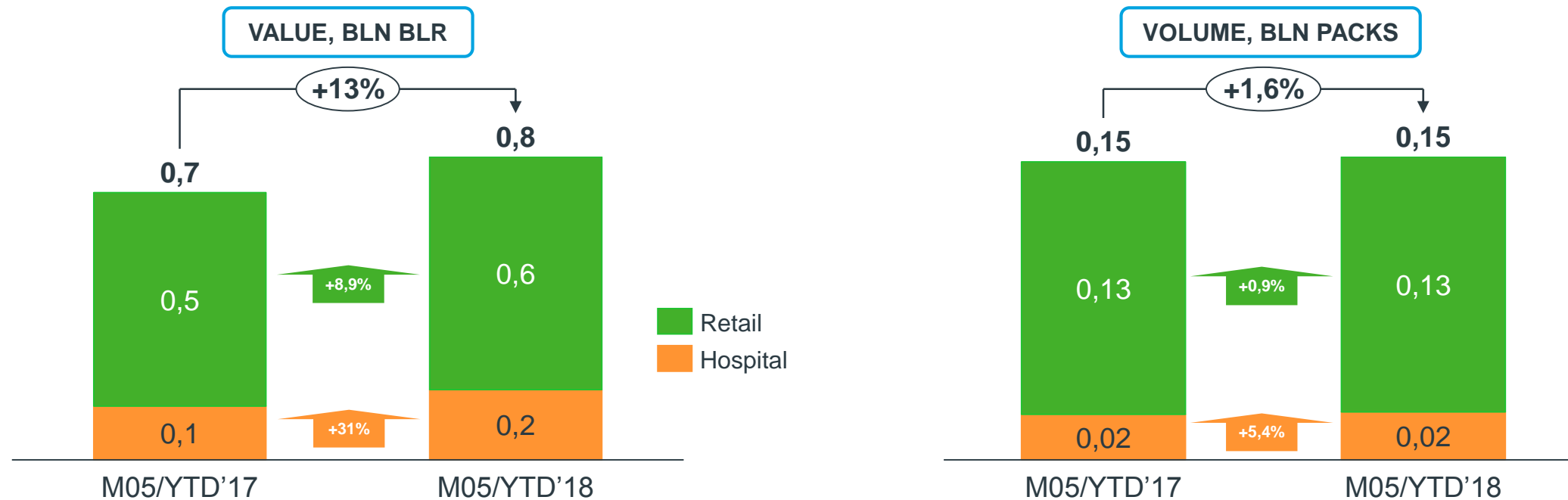
# TOP-15 brands on Kazakhstan market, January-May 2018





# Belarus pharma market growth in January-May 2018

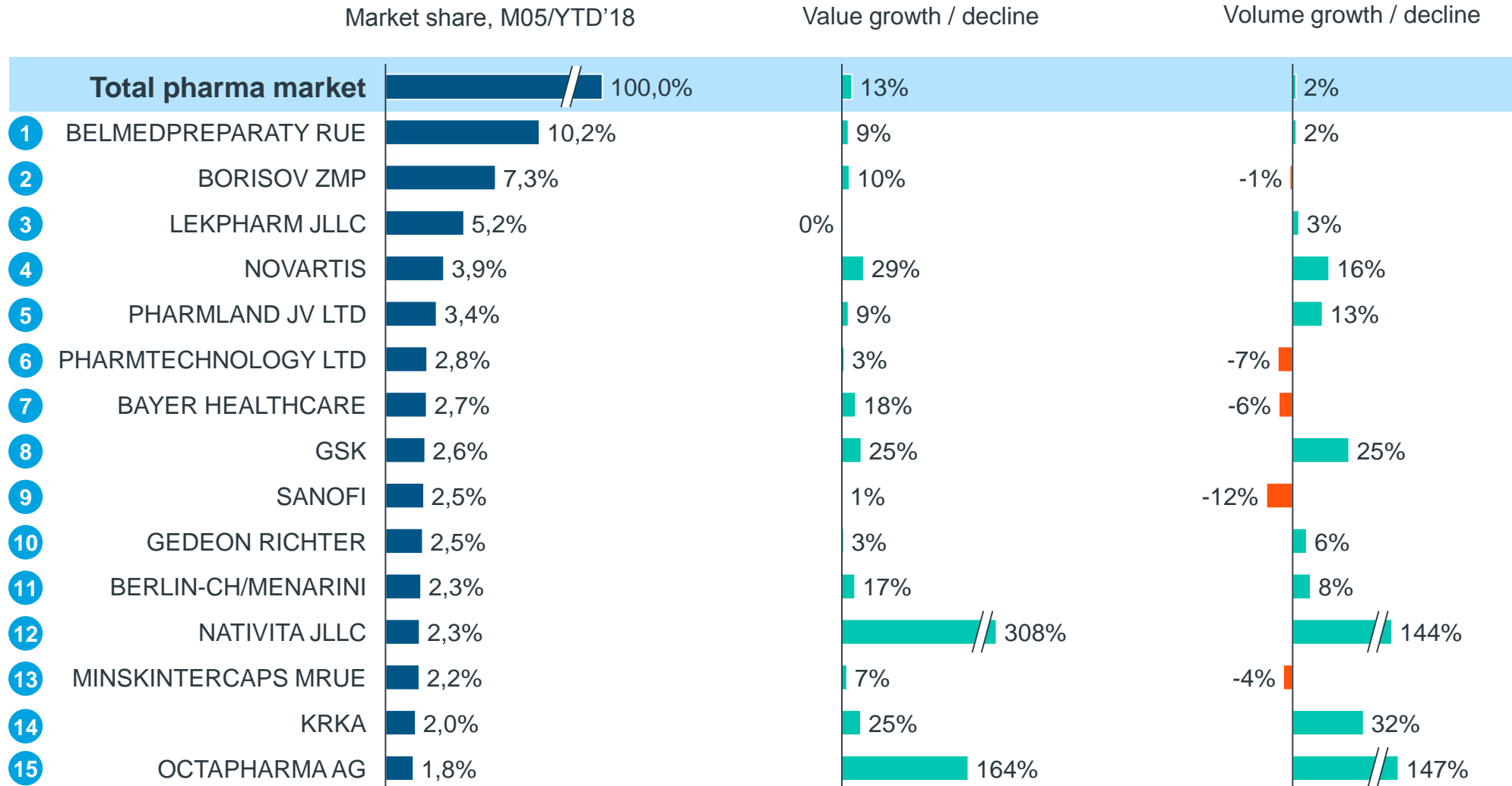
Market grows by +13% in value and +1,6% in volume



Indicator	BLR	USD	EUR	PACKS
Value M05/YTD 2018, Bln.	0,8	0,4	0,3	0,2
Growth M05/YTD,%	▲ +13%	▲ +8,4%	▼ -4,7%	▲ +1,6%

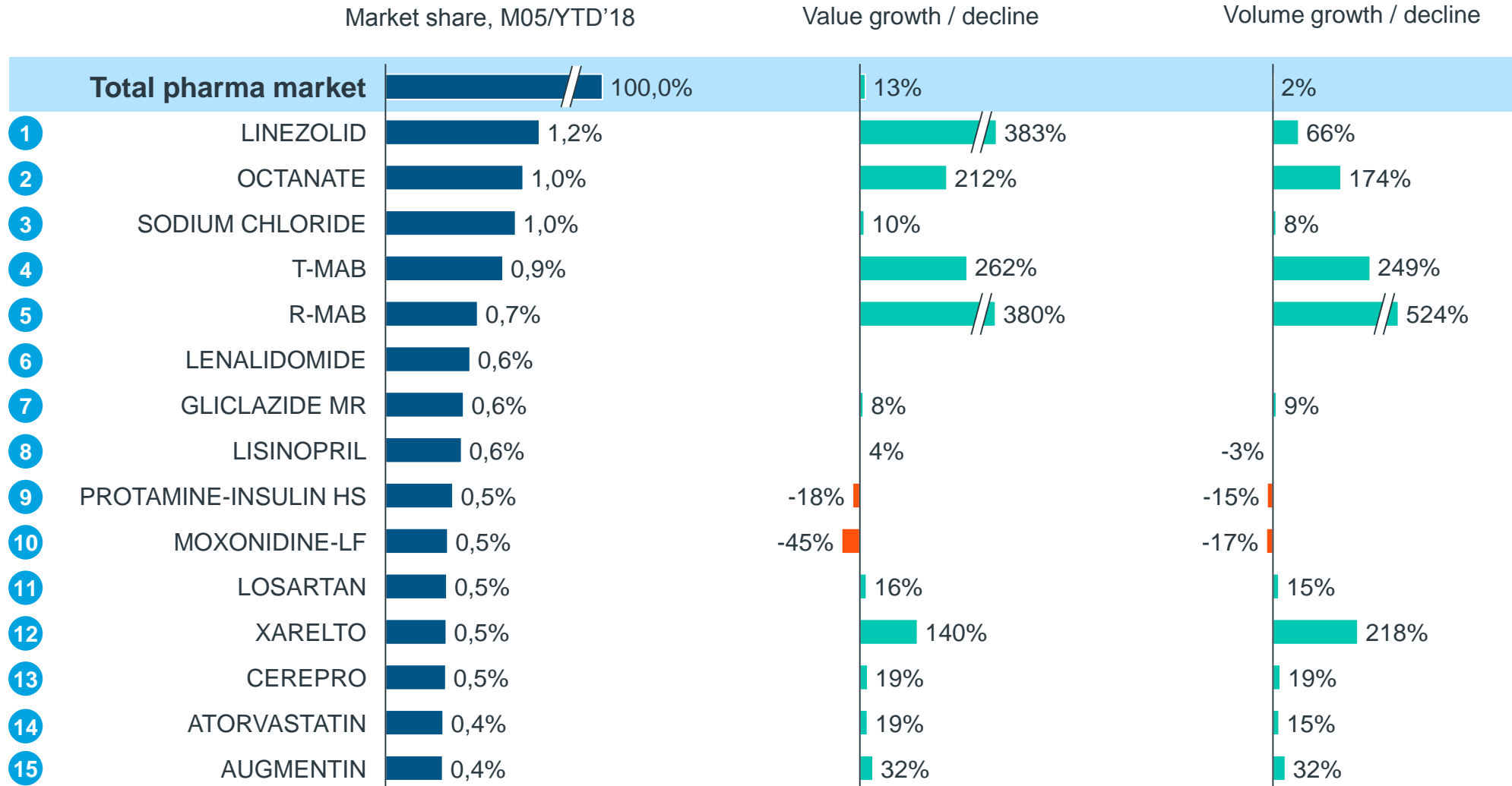


# TOP-15 corporations on Belarus market, January-May 2018





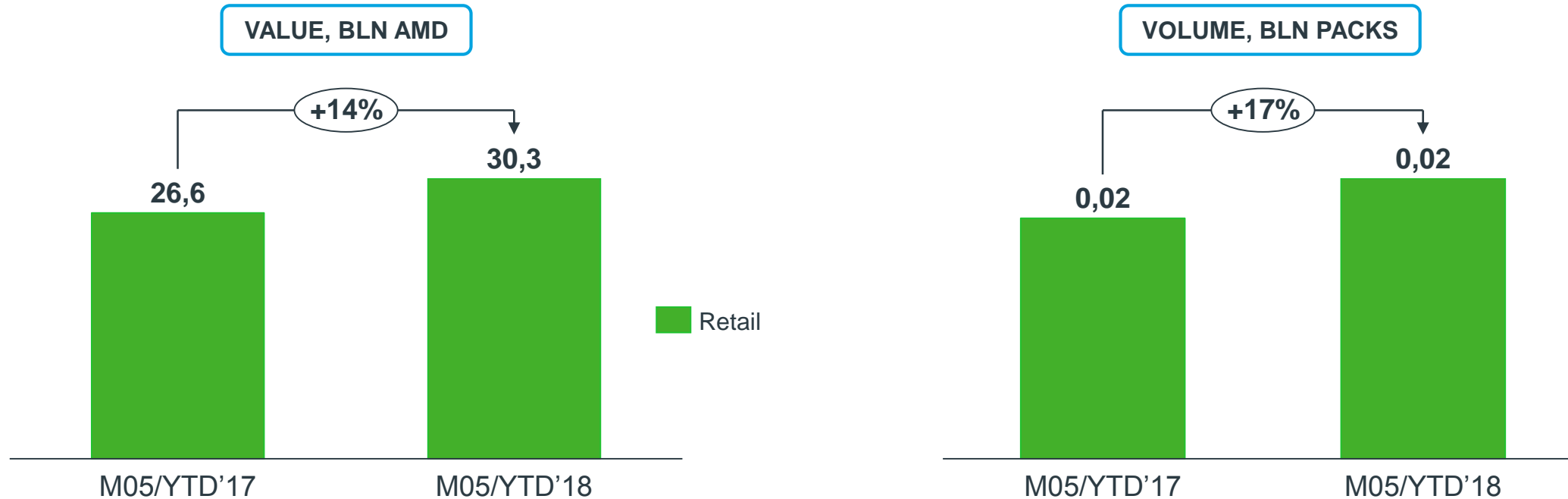
# TOP-15 brands on Belarus market, January-May 2018





# Armenia pharma market growth in January-May 2018

Market grows by +14% in value and +17% in volume

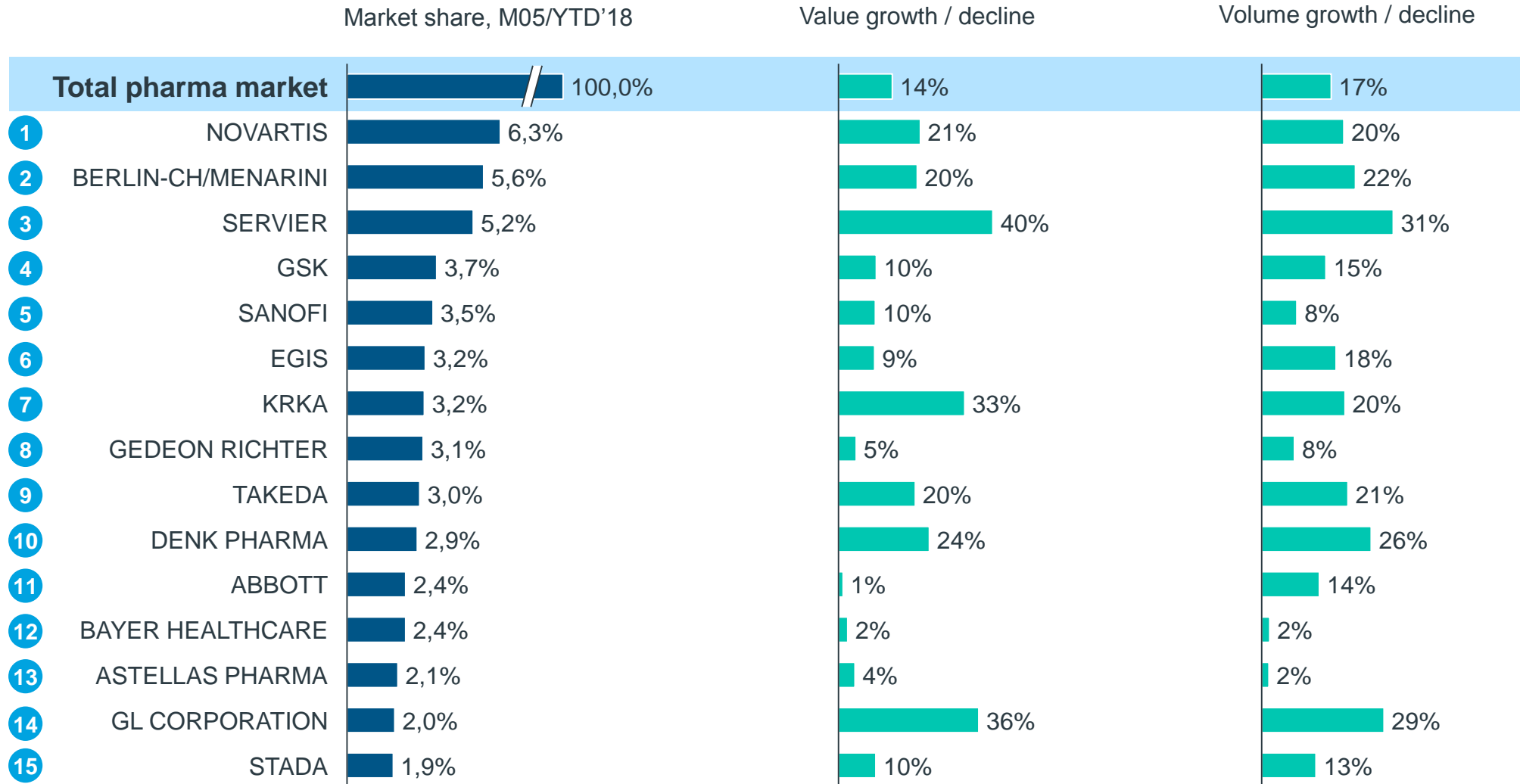


Indicator	AMD	USD	EUR	PACKS
Value M05/YTD 2018, Bln.	30,3	0,1	0,1	0,02
Growth M05/YTD,%	▲ +14%	▲ +15%	▲ +1,1%	▲ +17%



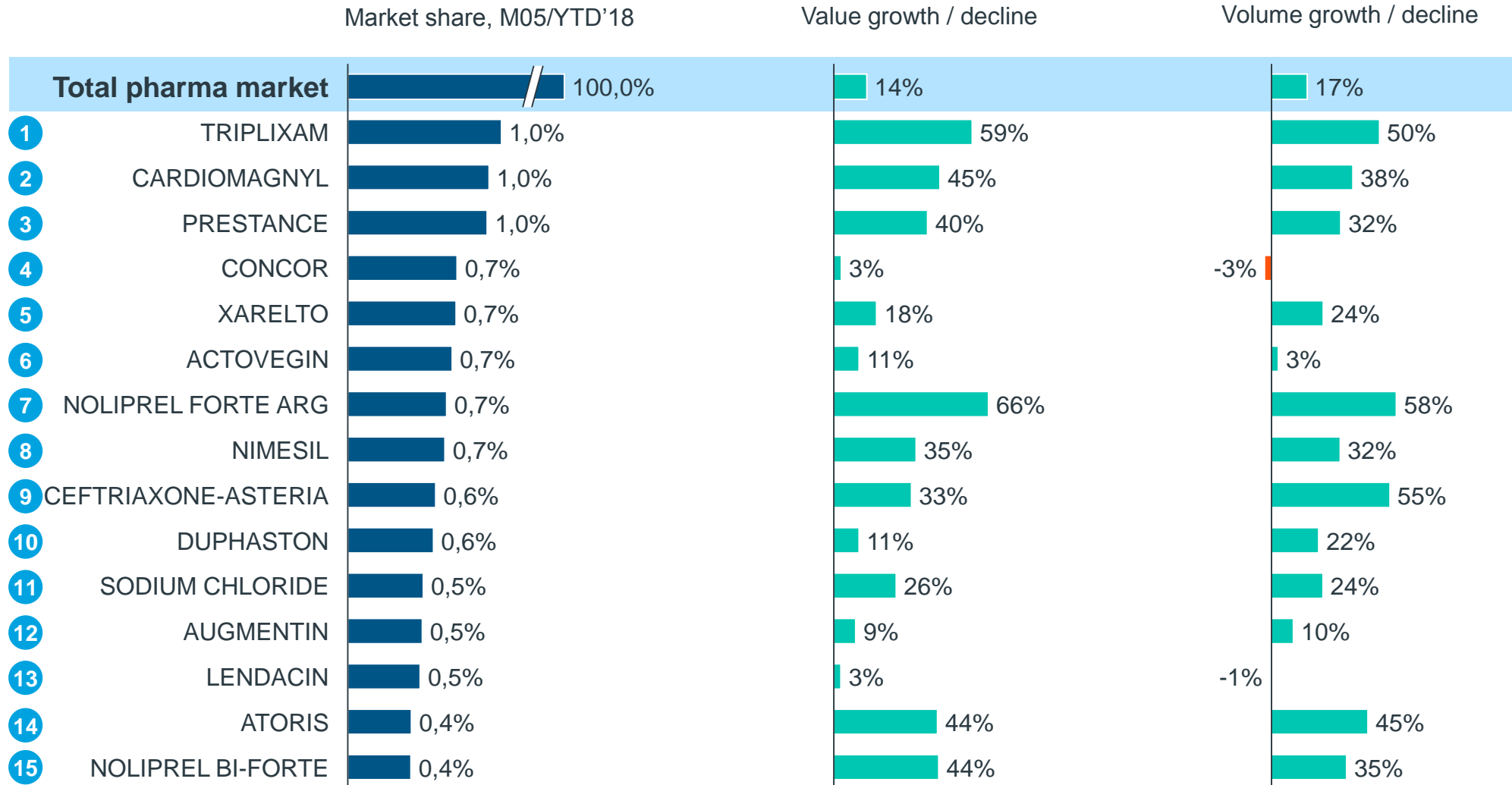


# TOP-15 corporations on Armenia market, January-May 2018





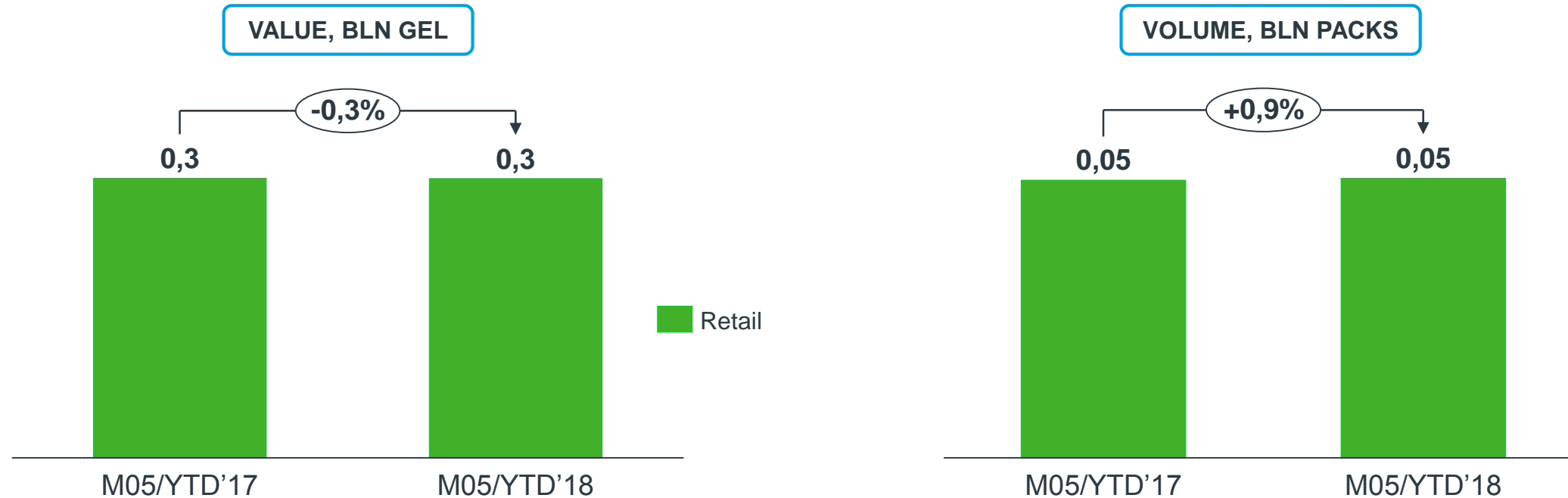
# TOP-15 brands on Armenia market, January-May 2018





# Georgia pharma market growth in January-May 2018

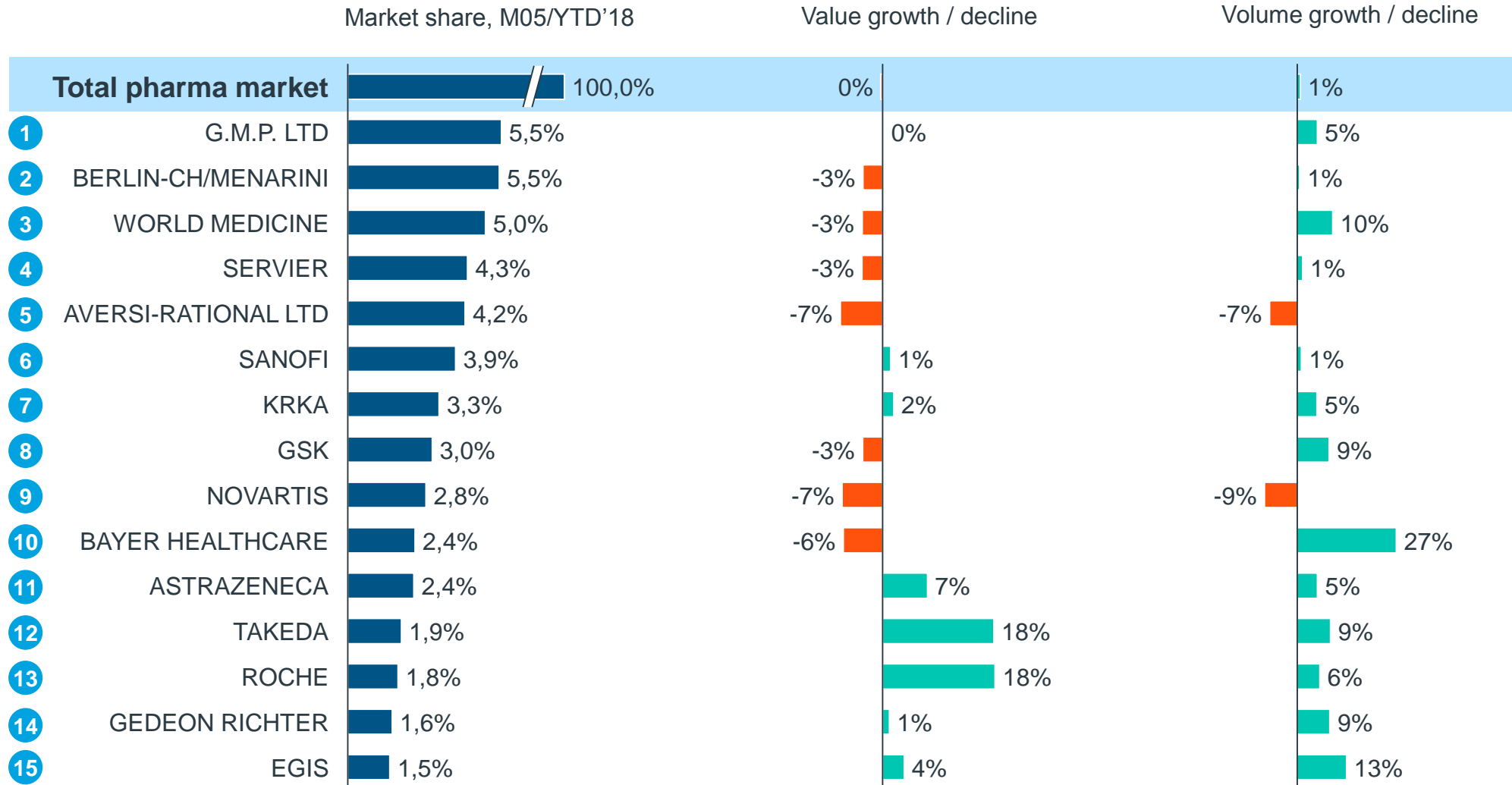
Market decreases by -0,3% in value and grows by +0,9% in volume



Indicator	GEL	USD	EUR	PACKS
Value M05/YTD 2018, Bln.	0,3	0,1	0,1	0,05
Growth M05/YTD,%	▼ -0,3%	▲ +2,8%	▼ -10%	▲ +0,9%

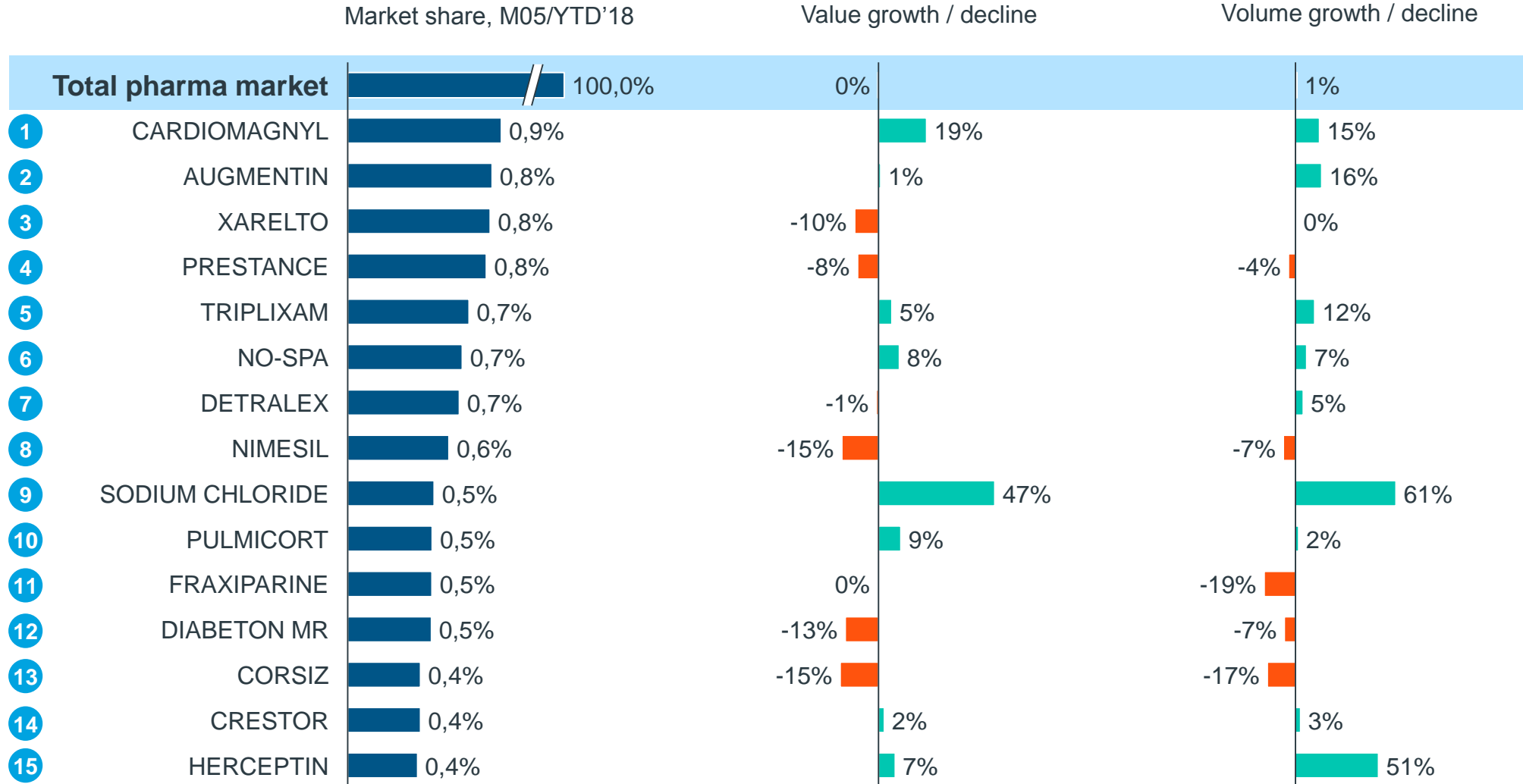


# TOP-15 corporations on Georgia market, January-May 2018





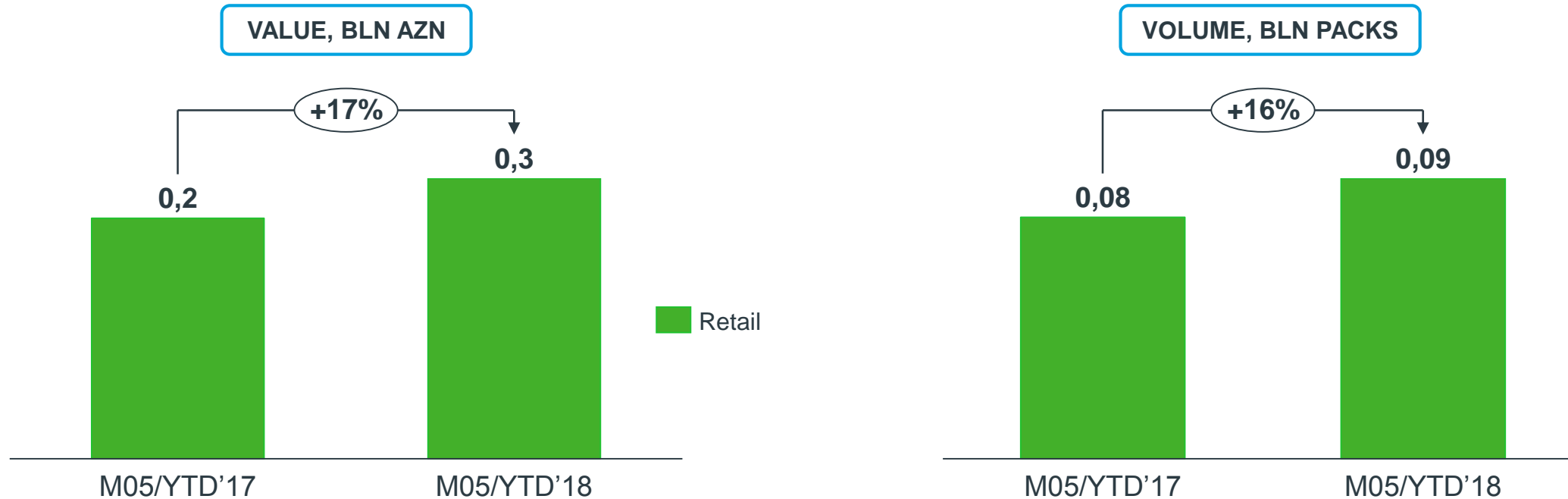
# TOP-15 brands on Georgia market, January-May 2018





# Azerbaijan pharma market growth in January-May 2018

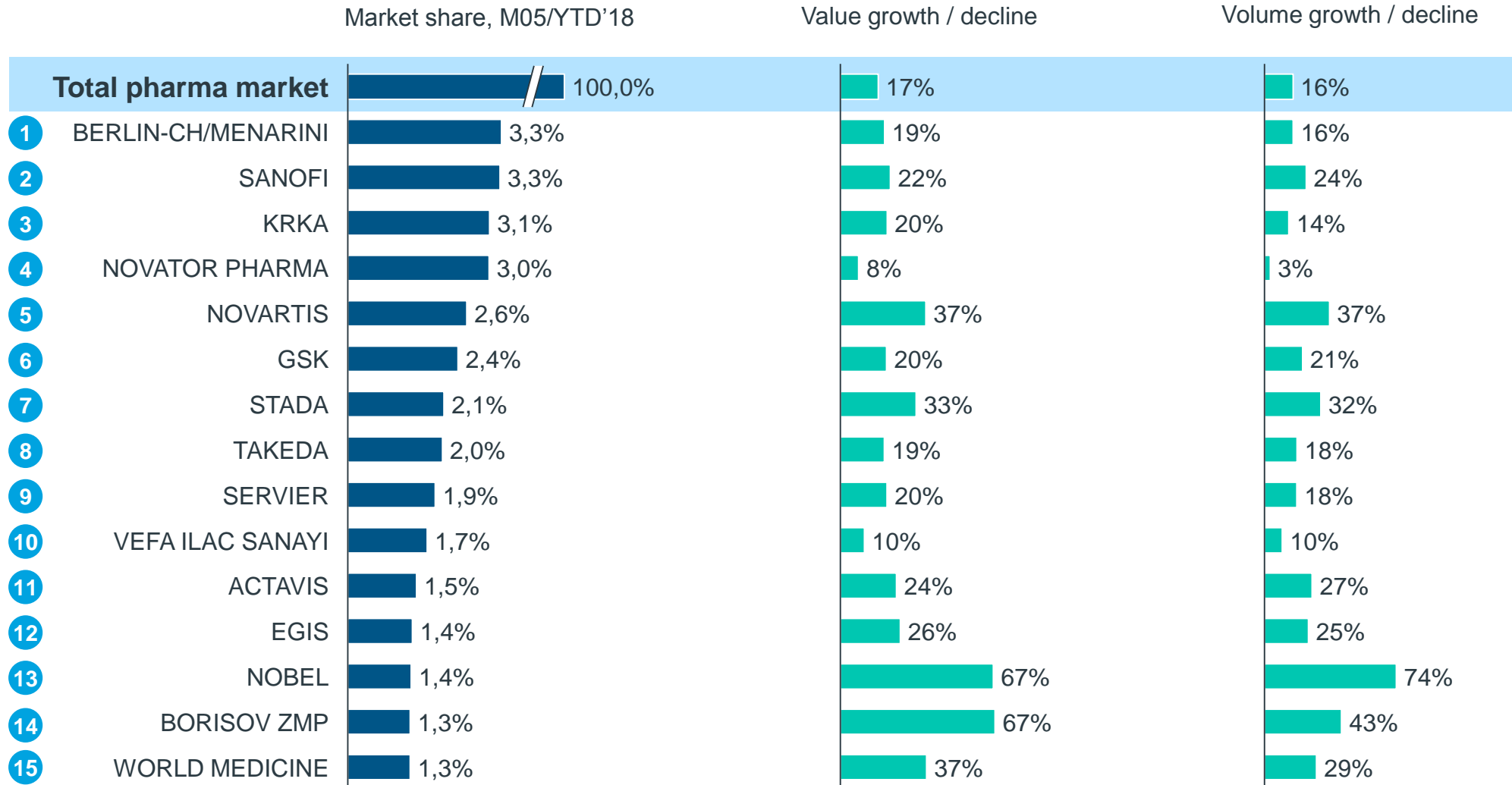
Market grows by +17% in value and +16% in volume



Indicator	AZN	USD	EUR	PACKS
Value M05/YTD 2018, Bln.	0,3	0,2	0,1	0,09
Growth M05/YTD,%	▲ +17%	▲ +20%	▲ +5,8%	▲ +16%

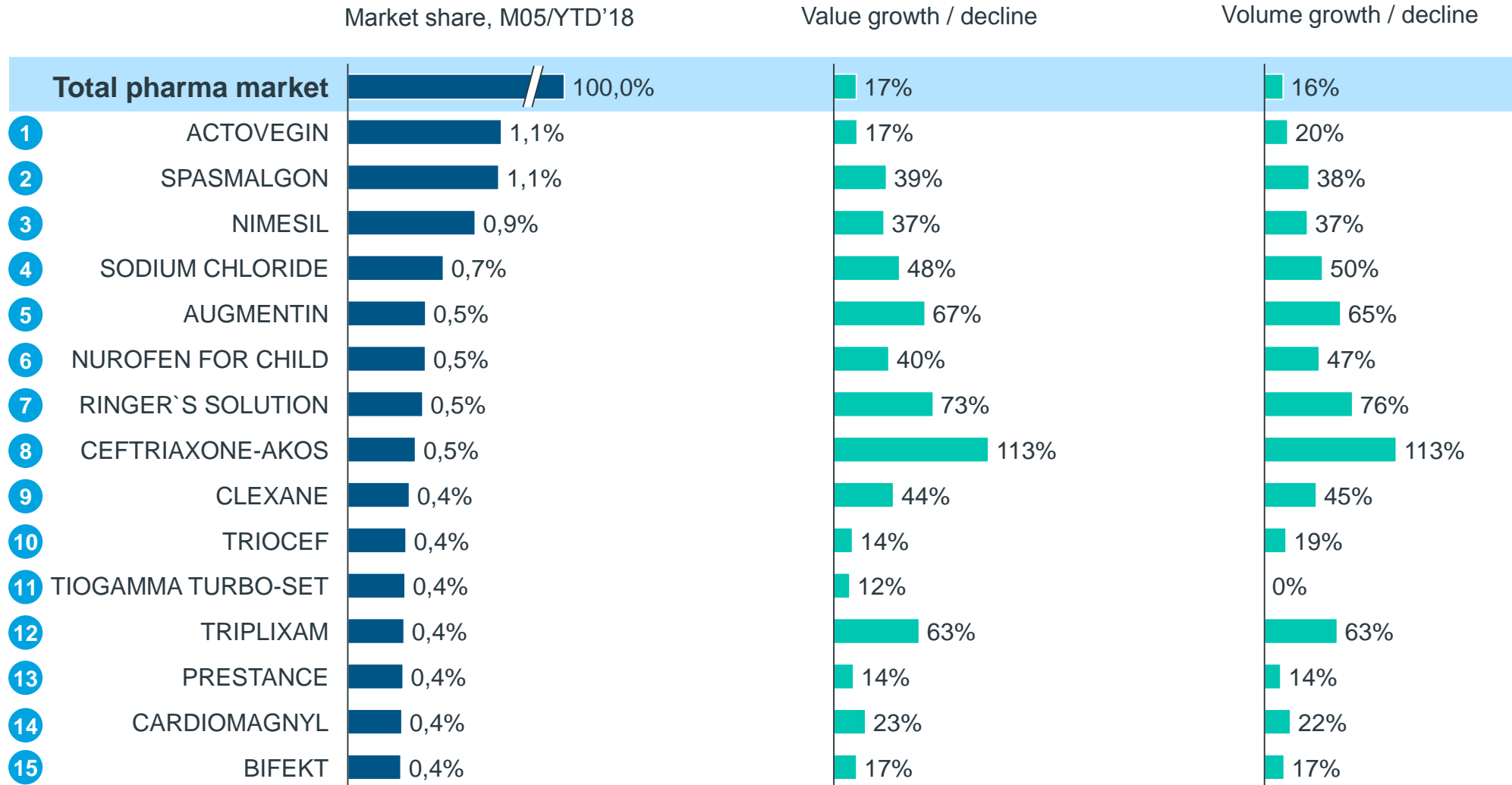


# TOP-15 corporations on Azerbaijan market, January-May 2018





# TOP-15 brands on Azerbaijan market, January-May 2018





# Please Contact Us for More Information



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