

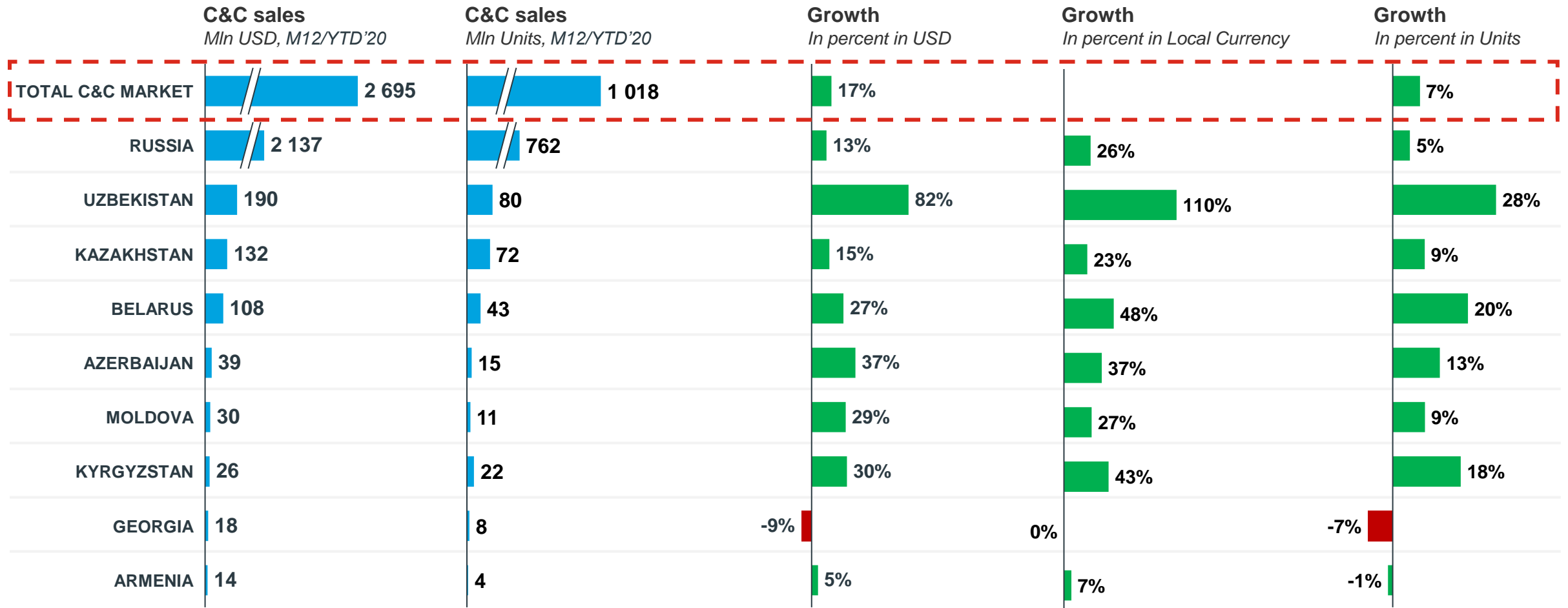


Facts from IQVIA

M12 2020

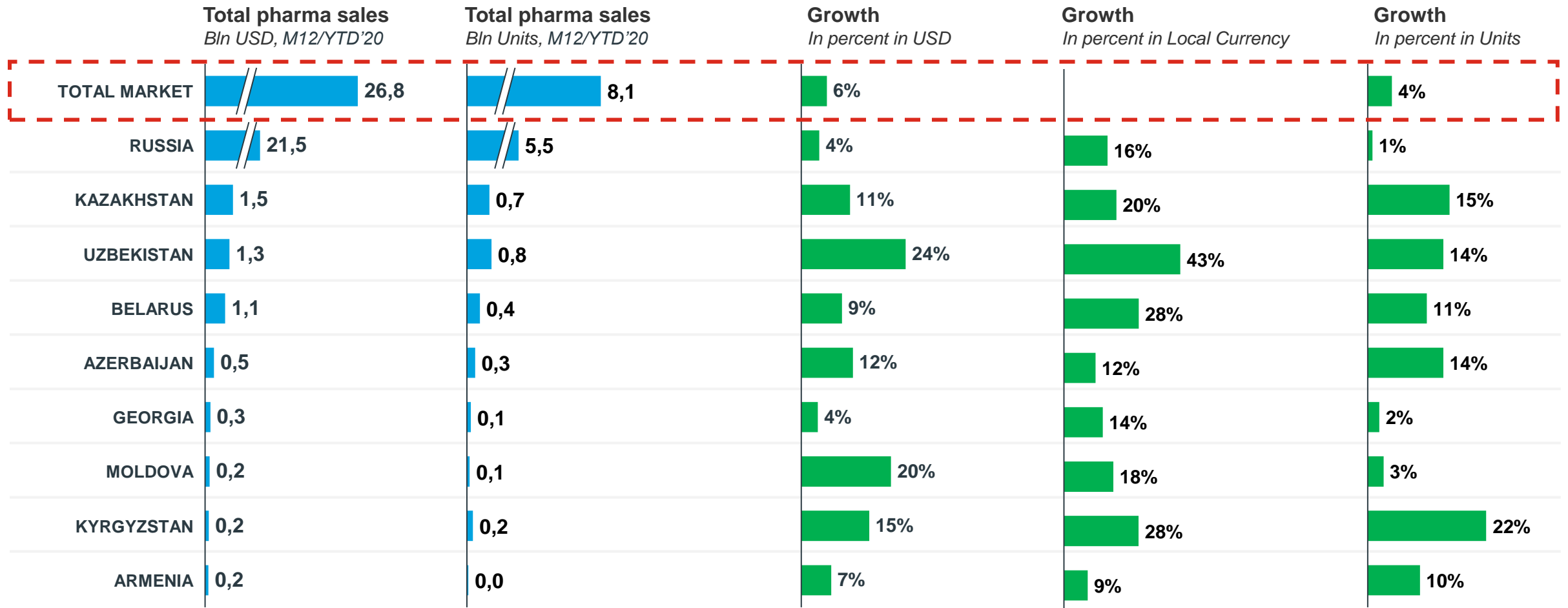
EAEU & CIS, Russia Cough&Cold category in January-December 2020, Value in Mln. USD and Units

C&C increases by 17% in USD and by 7% in volume



EAEU & CIS, Russia Countries ranking in January-December 2020, Total market, Value in Bln. USD and Units

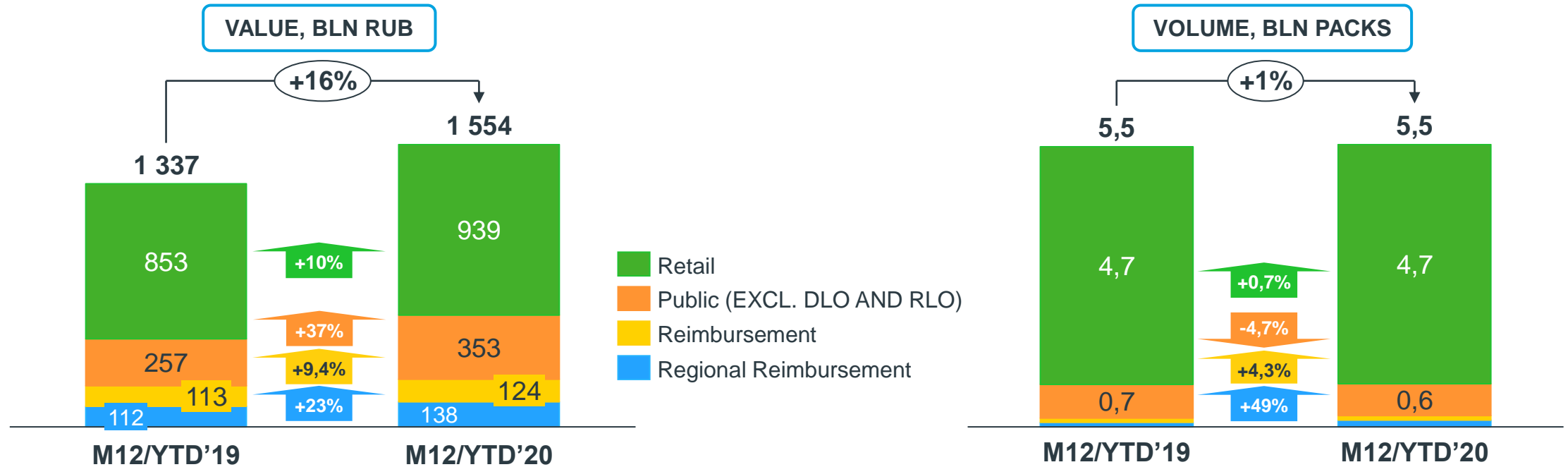
Total Market increases by 6% in USD and by 4% in volume





Russian pharma market growth in January-December 2020

Market grew by 16% in value and by 1% in volume

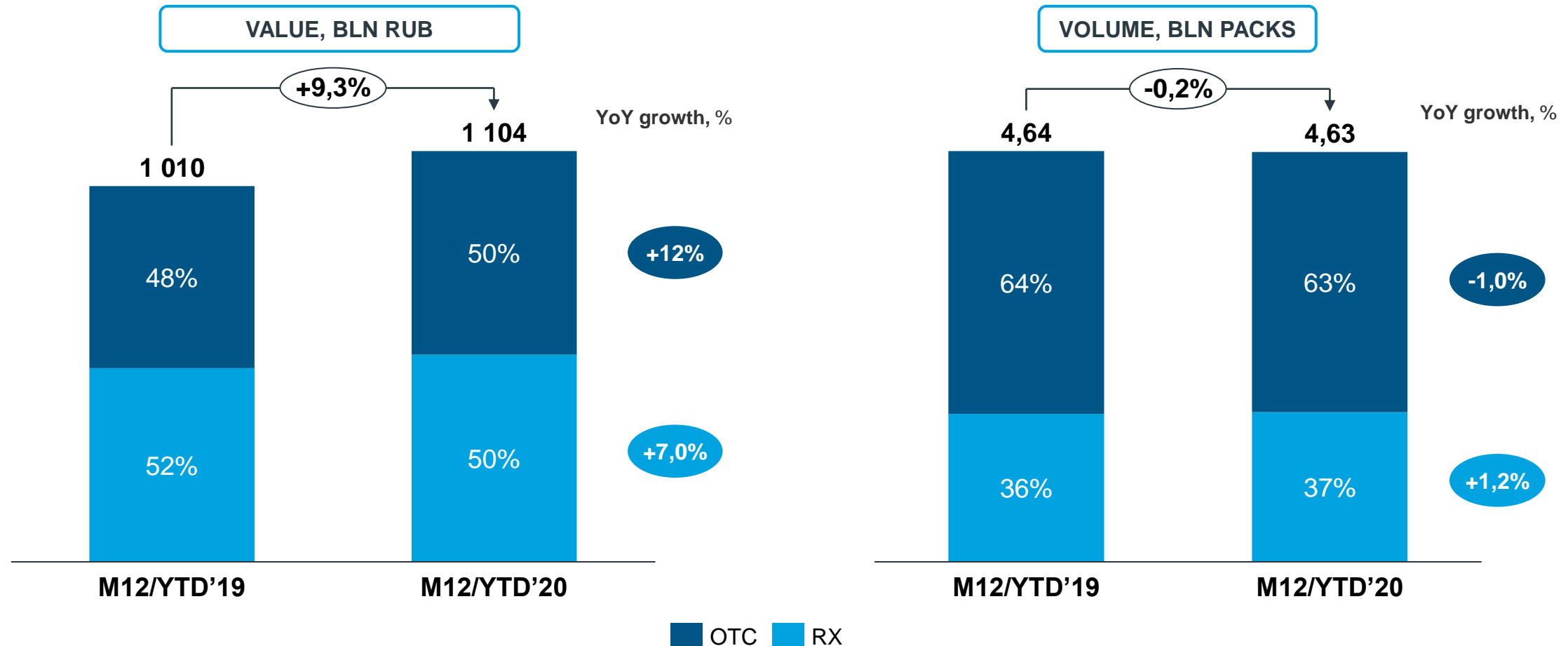


Indicator	RUB	USD	EUR	PACKS
Value M12/YTD'20, Bln.	1 554	21,5	18,9	5,5
Growth M12/YTD'20%	▲ 16%	▲ 4,1%	▲ 2,1%	▲ 0,9%



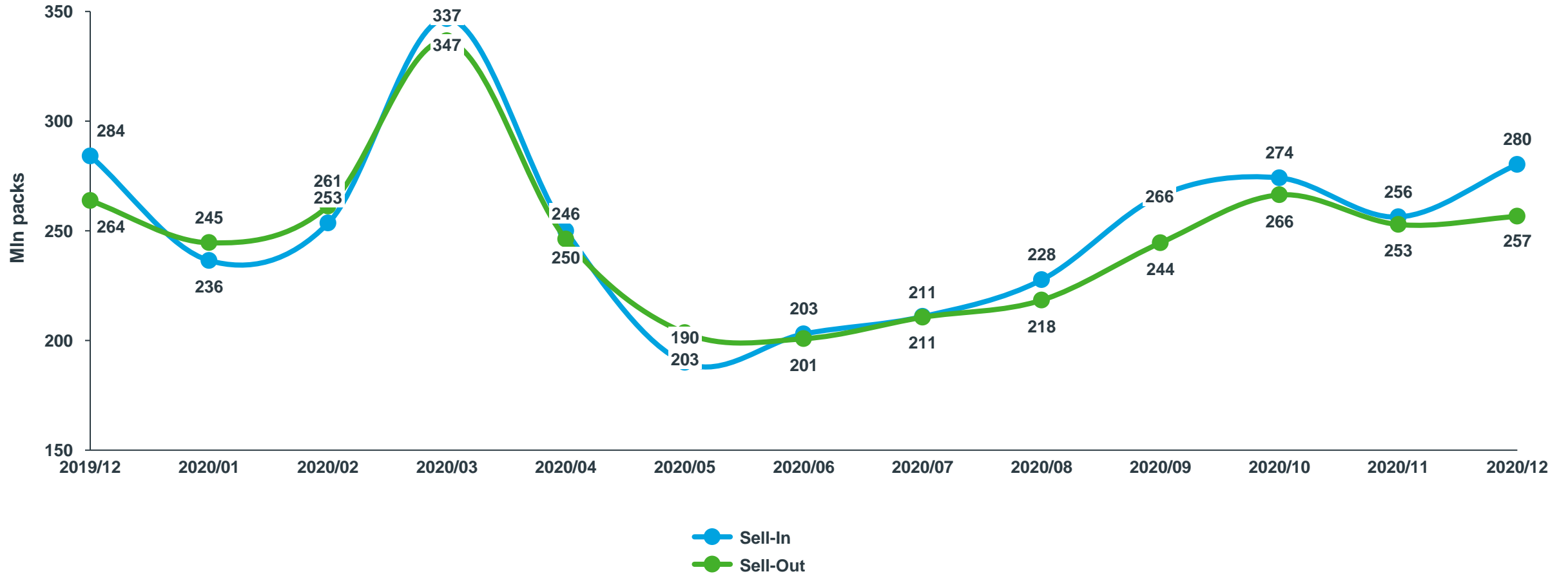
Russian pharma market growth in January-December 2020

Retail Sell-Out: Market grew by 9,3% in value and decreased by 0,2% in volume



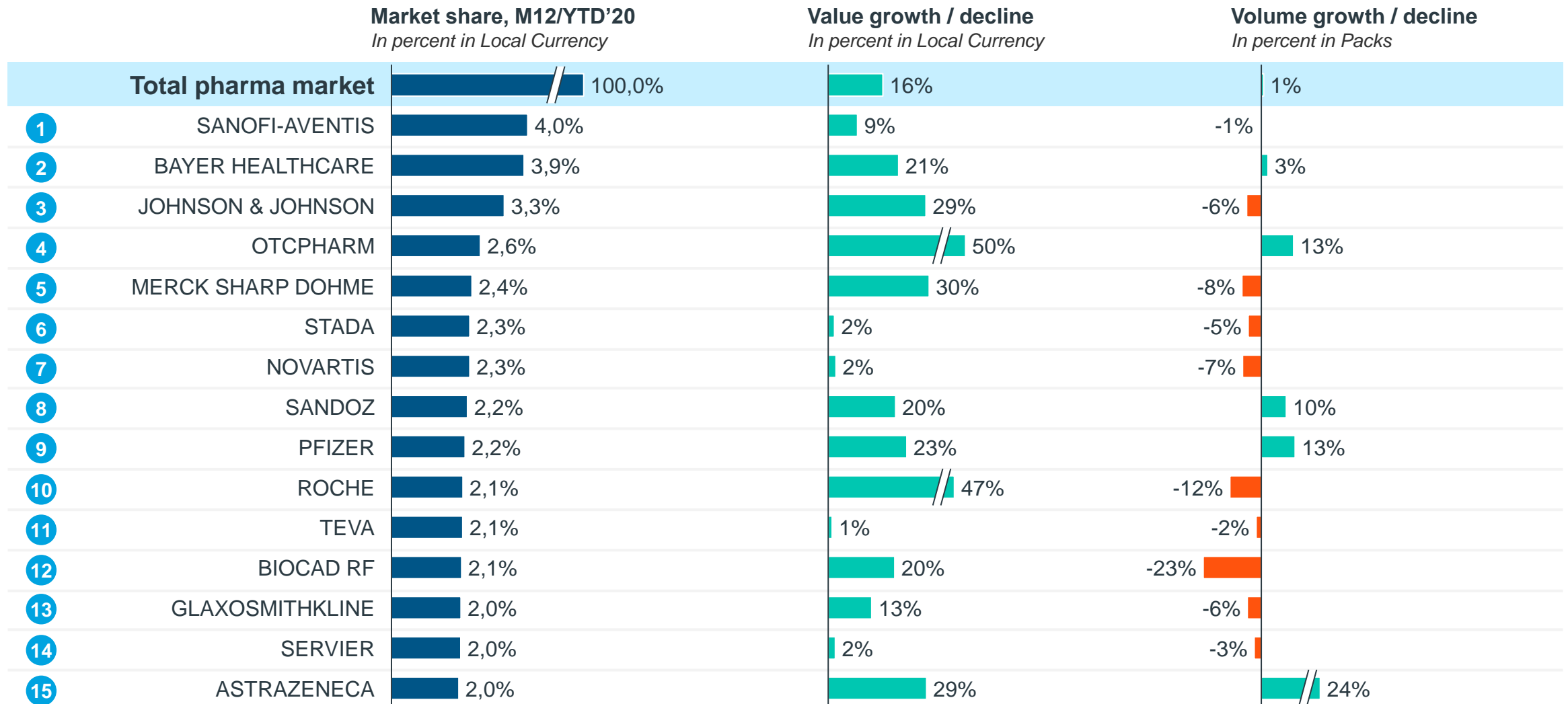


Sell-In vs Sell-Out, OTC registered drugs



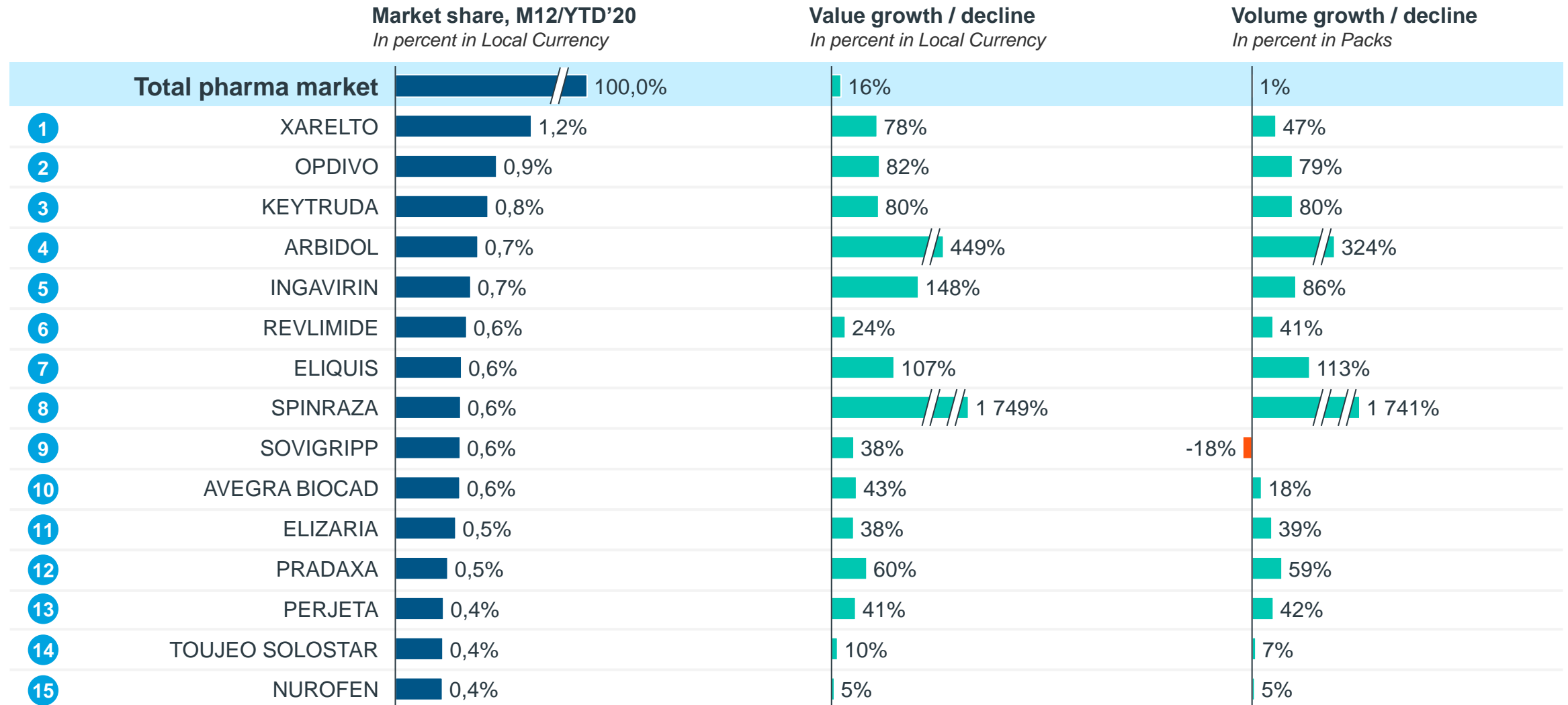


TOP-15 corporations on Russian market, January-December 2020

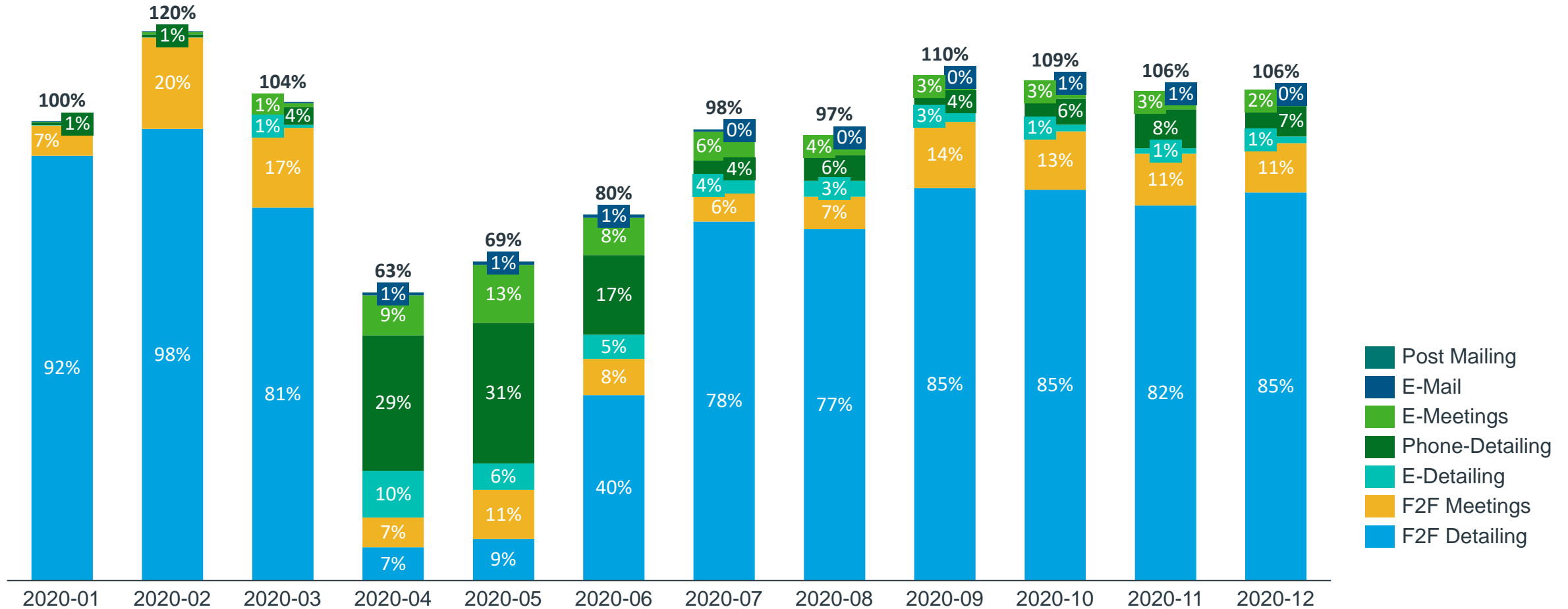




TOP-15 brands on Russian market, January-December 2020



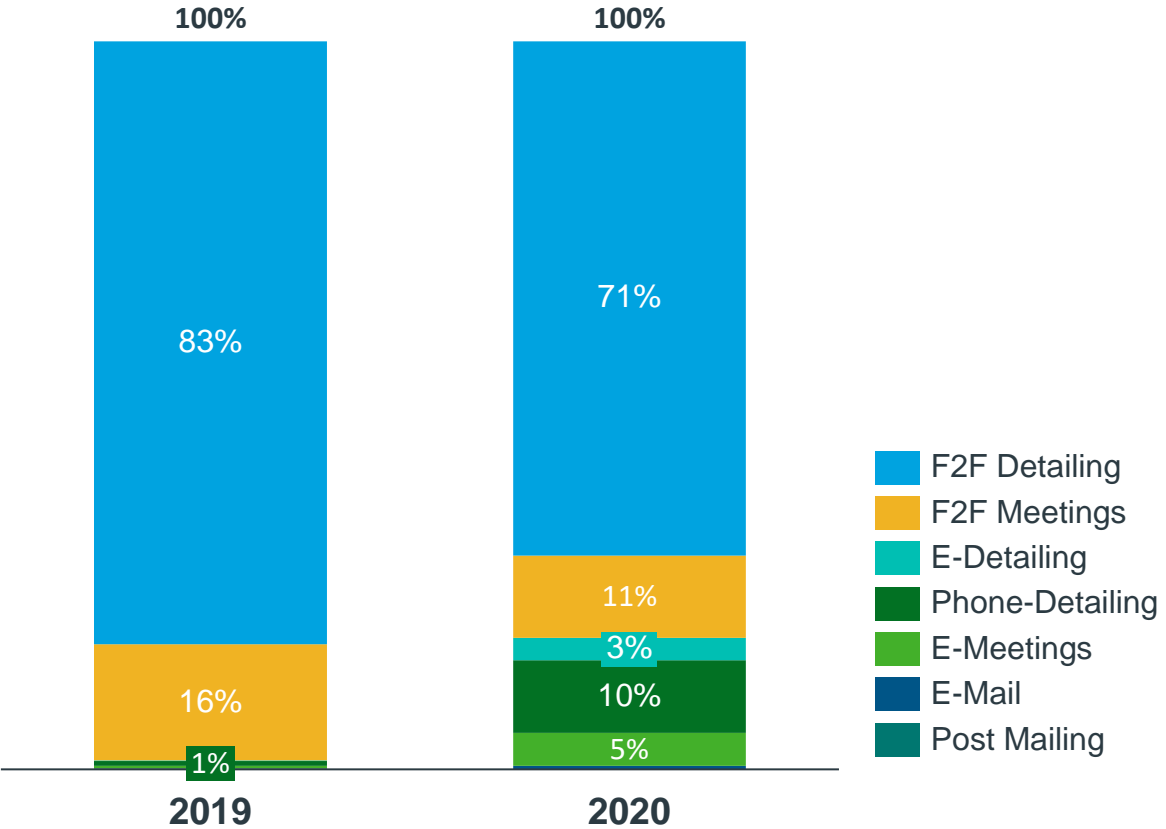
Index of promotional interactions by channel in Russia, January-December 2020



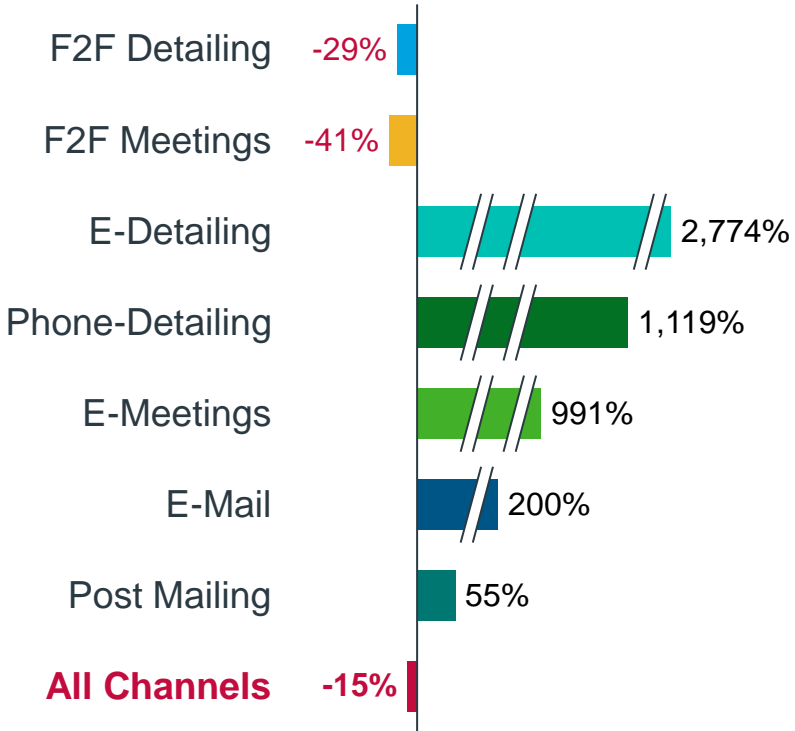
Source: IQVIA Russia, Channel Dynamics promo evaluation

Total Market overall promotional volume declined by 15%, January-December 2020

Promotional volume share by channel

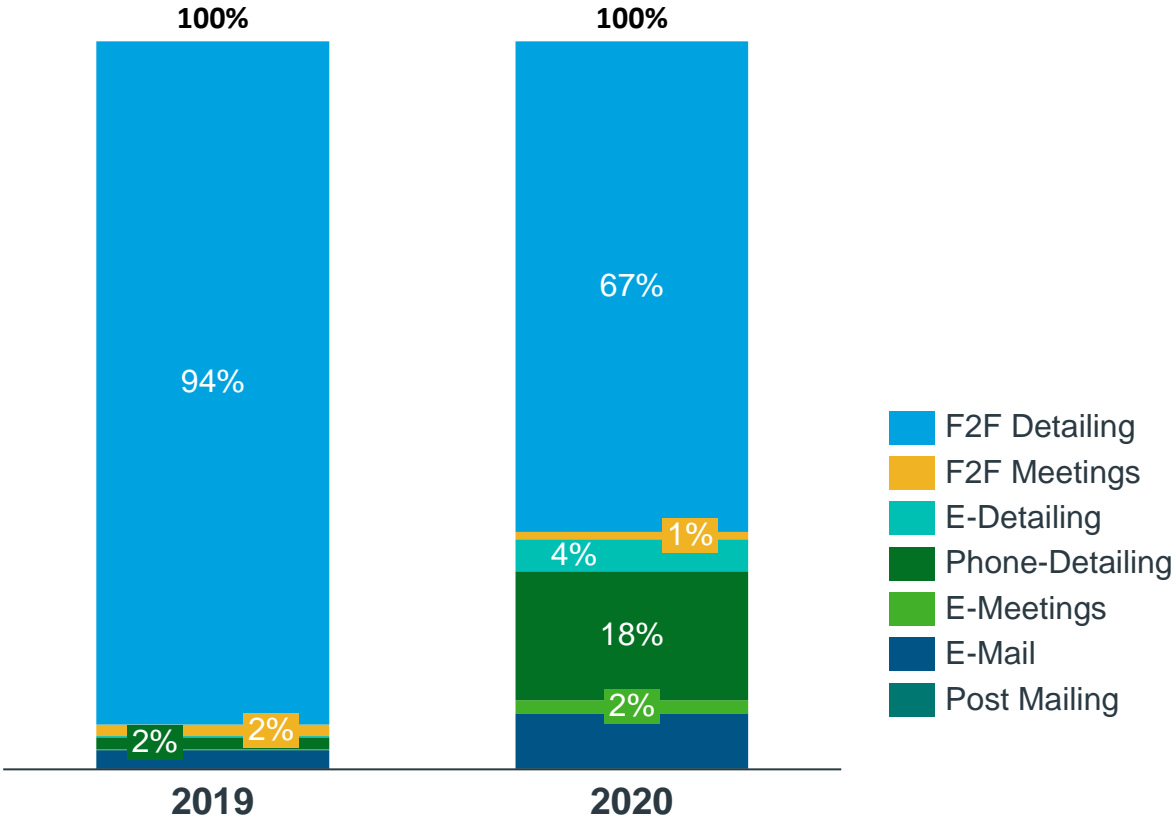


% Changes in promotional volume by channel 2020 vs 2019

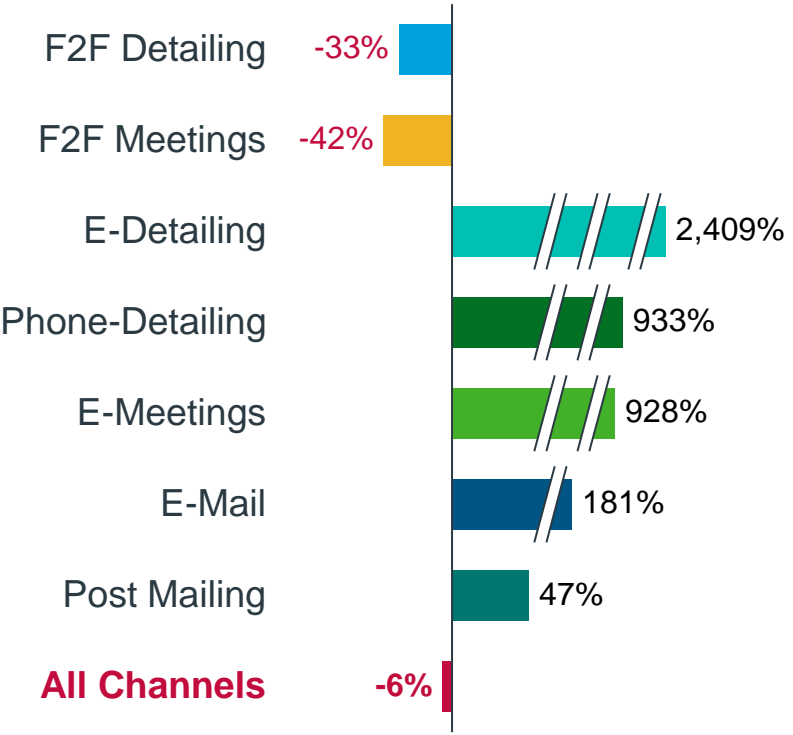


Total Market overall promotional volume (contacts) declined by 6%, January-December 2020

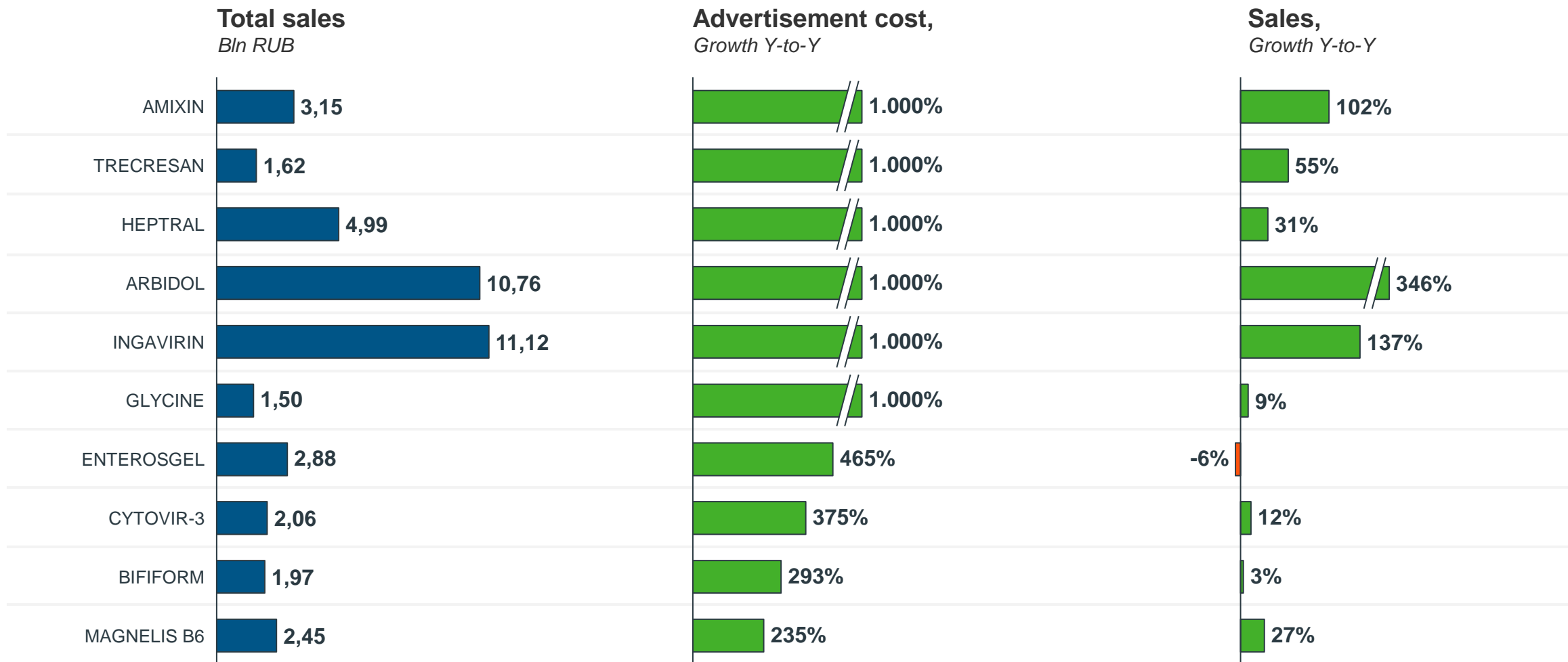
Promotional volume (contacts) share by channel



% Changes in promotional volume (contacts) by channel 2020 vs 2019

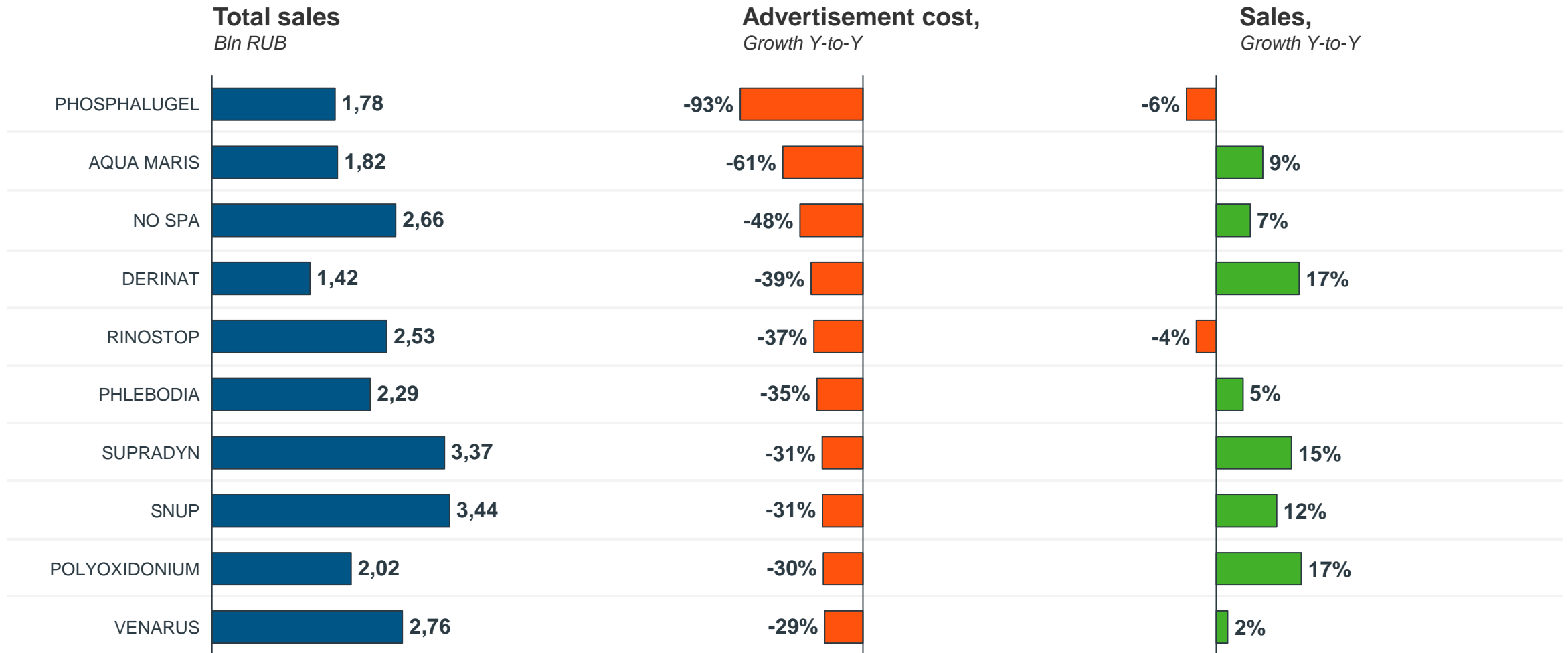


TOP-10 products by growth in advertisement investments in January-December 2020



The rank is calculated among TOP-200 Brands 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-December 2020

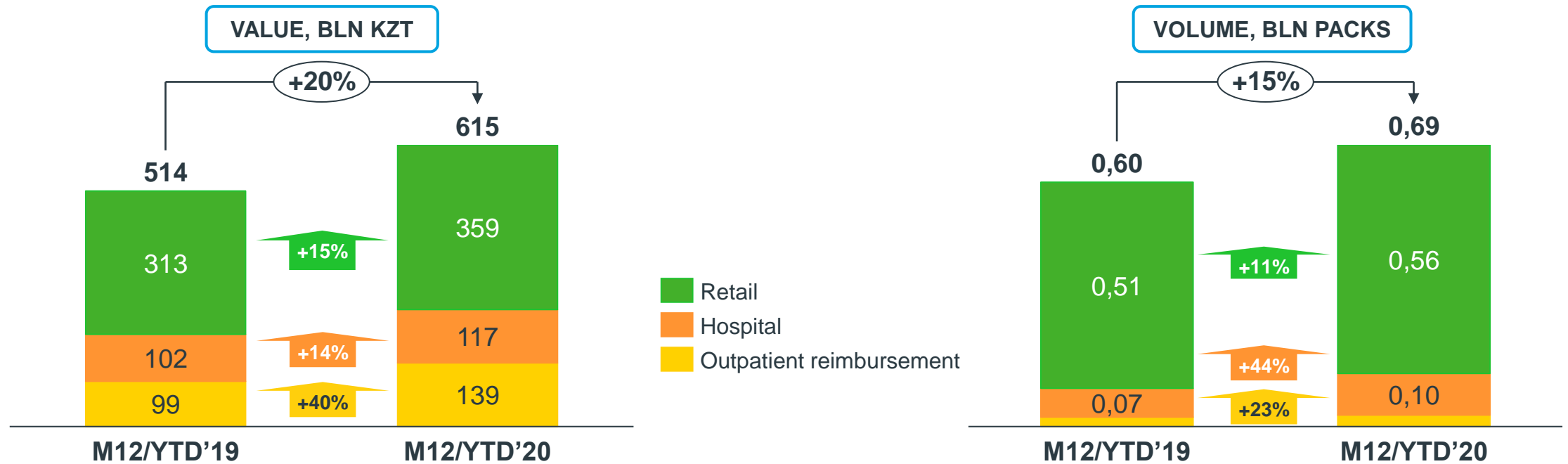


The rank is calculated among TOP-200 Brands by sales with advertising cost greater than 50 mln RUB
 Source: IQVIA databases, Phartatrend, Mediascope data, FIN Prices



Kazakhstan pharma market growth in January-December 2020

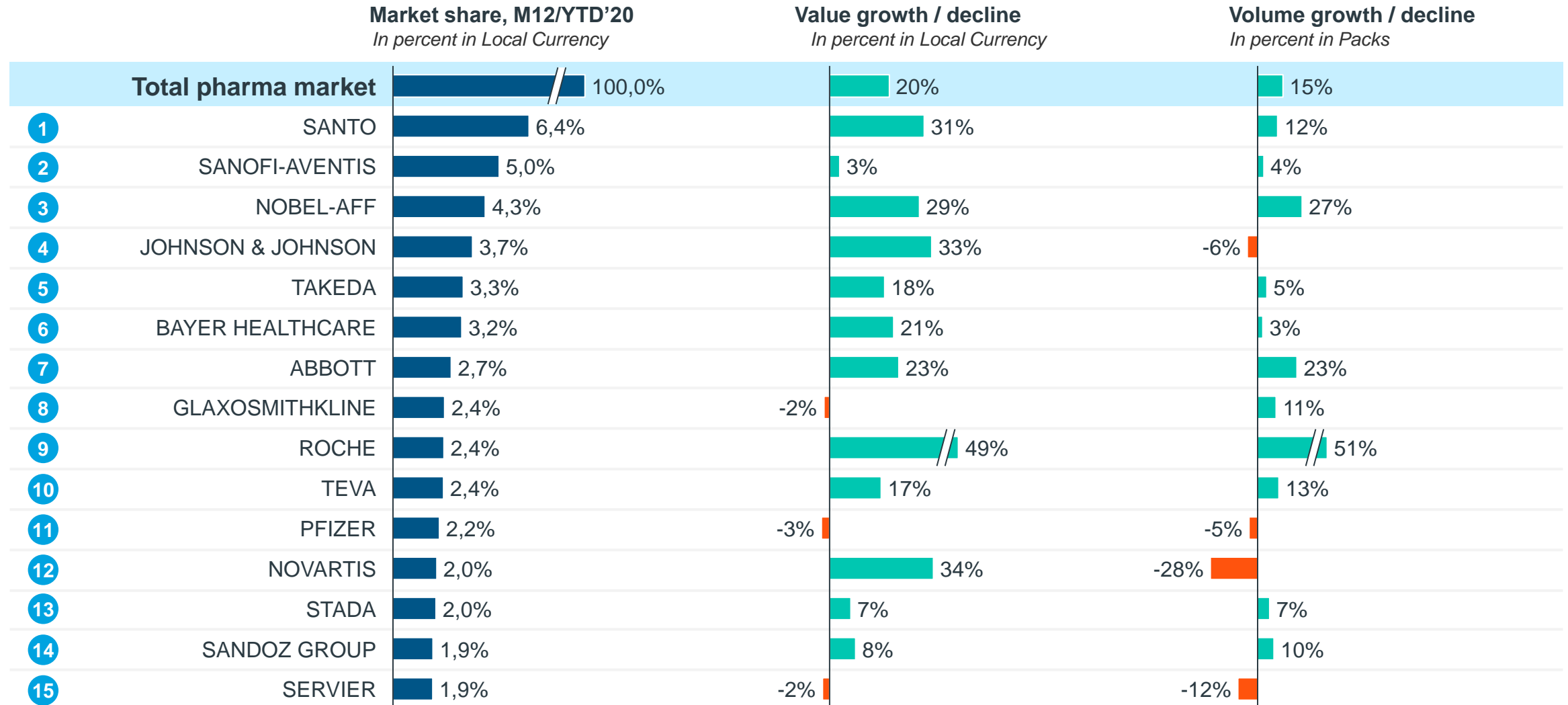
Market grew by 20% in value and by 15% in volume



Indicator	KZT	USD	EUR	PACKS
Value M12/YTD'20, Bln.	615	1,49	1,31	0,69
Growth M12/YTD'20%	▲ 20%	▲ 11%	▲ 9,4%	▲ 15%



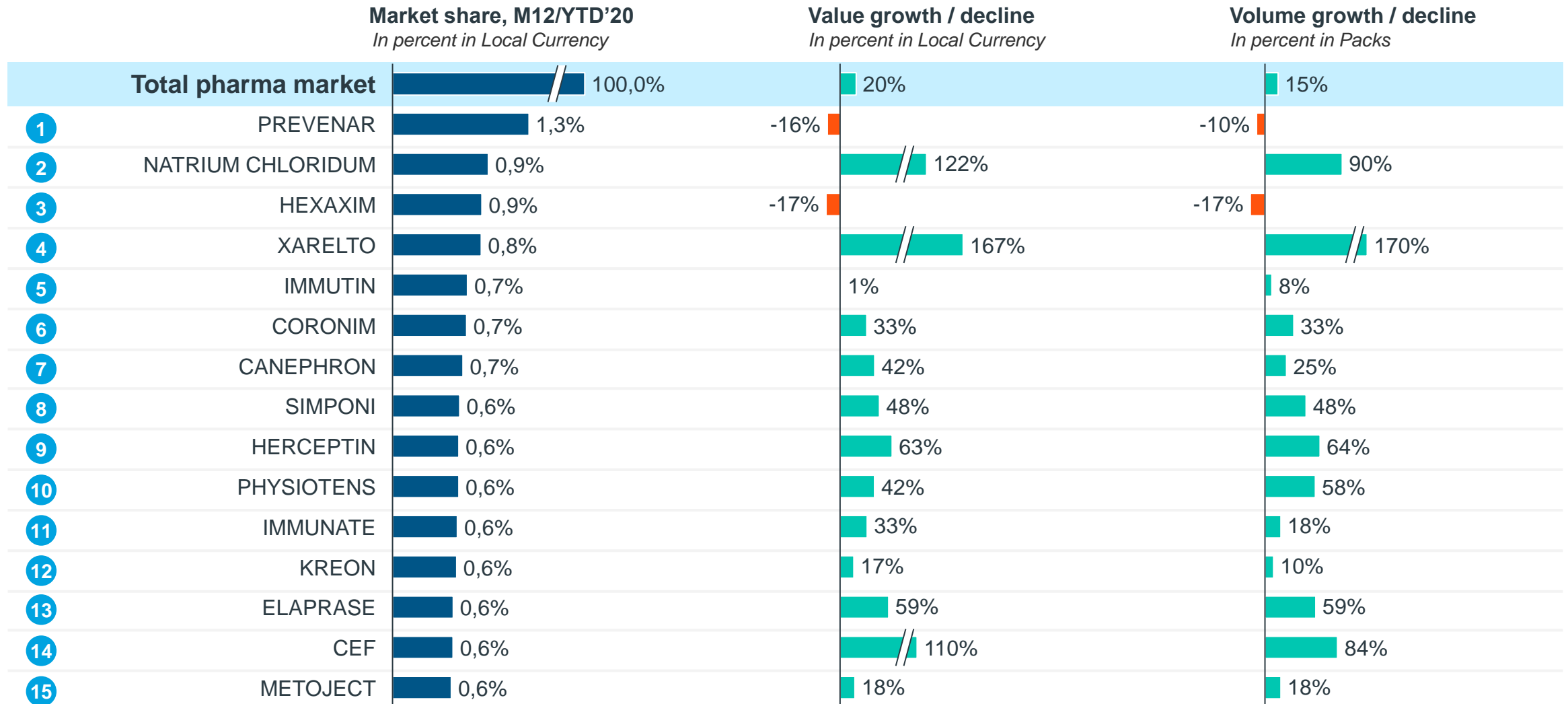
TOP-15 corporations on Kazakhstan market, January-December 2020



Source: IQVIA databases. Retail, Hospital, Reimbursement (excluding food supplements and diagnostic agents), TRD Prices



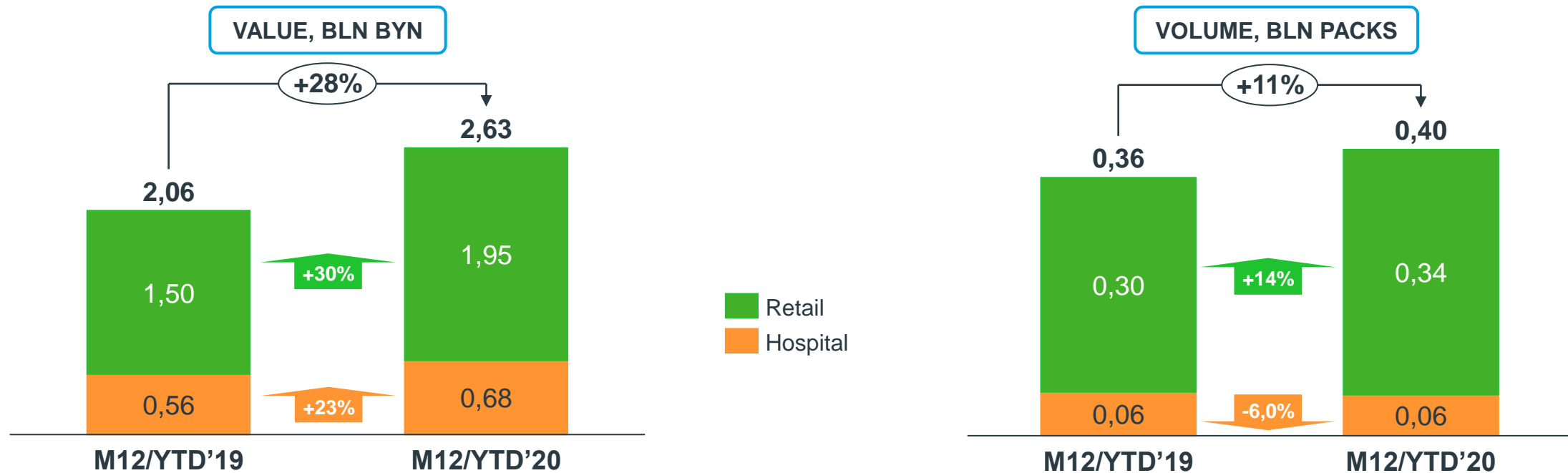
TOP-15 brands on Kazakhstan market, January-December 2020





Belarus pharma market growth in January-December 2020

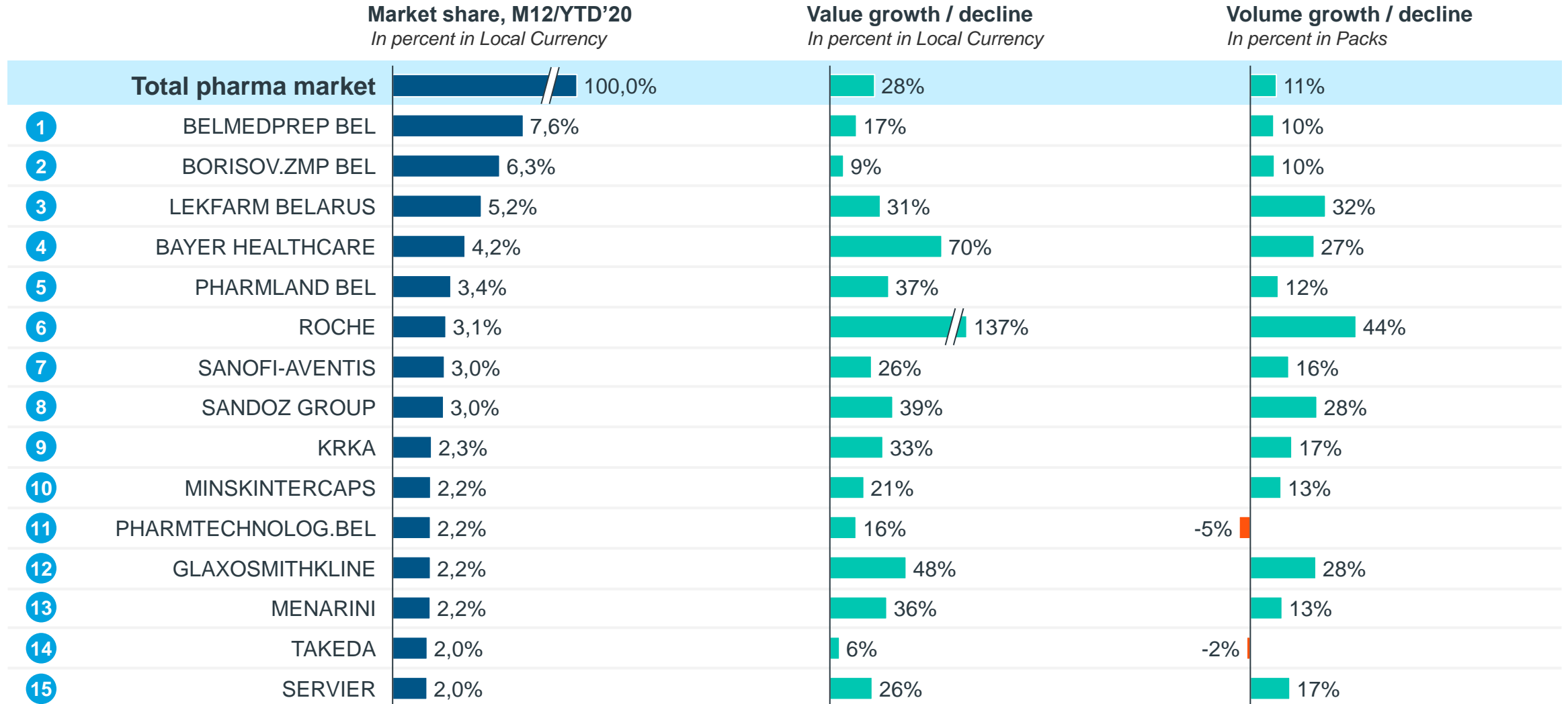
Market grew by 28% in value and by 11% in volume



Indicator	BYN	USD	EUR	PACKS
Value M12/YTD'20, Bln.	2,63	1,08	0,94	0,40
Growth M12/YTD'20%	▲ 28%	▲ 9,3%	▲ 7,0%	▲ 11%



TOP-15 corporations on Belarus market, January-December 2020





TOP-15 brands on Belarus market, January-December 2020

		Market share, M12/YTD'20 <i>In percent in Local Currency</i>	Value growth / decline <i>In percent in Local Currency</i>	Volume growth / decline <i>In percent in Packs</i>
Total pharma market		100,0%	28%	11%
1	XARELTO	2,1%	129%	77%
2	ACTEMRA	0,9%	2 428%	617%
3	NATRIUM CHLORIDUM	0,8%	1%	-7%
4	CEREPRO	0,7%	30%	16%
5	ARPETOL	0,7%	326%	297%
6	FRAXIPARINE	0,6%	91%	33%
7	CETROTIDE	0,6%	3 516%	4 321%
8	DEVIT 50000	0,5%	361%	287%
9	GRIPPOL PLUS	0,5%	-12%	-16%
10	AMLESSA	0,5%	86%	63%
11	PROTAMIN-INSUL.	0,5%	129%	130%
12	HEPARIN-BELMED	0,5%	328%	91%
13	ADCETRIS	0,4%	29%	7%
14	FRAGMIN	0,4%	511%	331%
15	LINEZOLID	0,4%	-44%	40%



Uzbekistan pharma market growth in January-December 2020

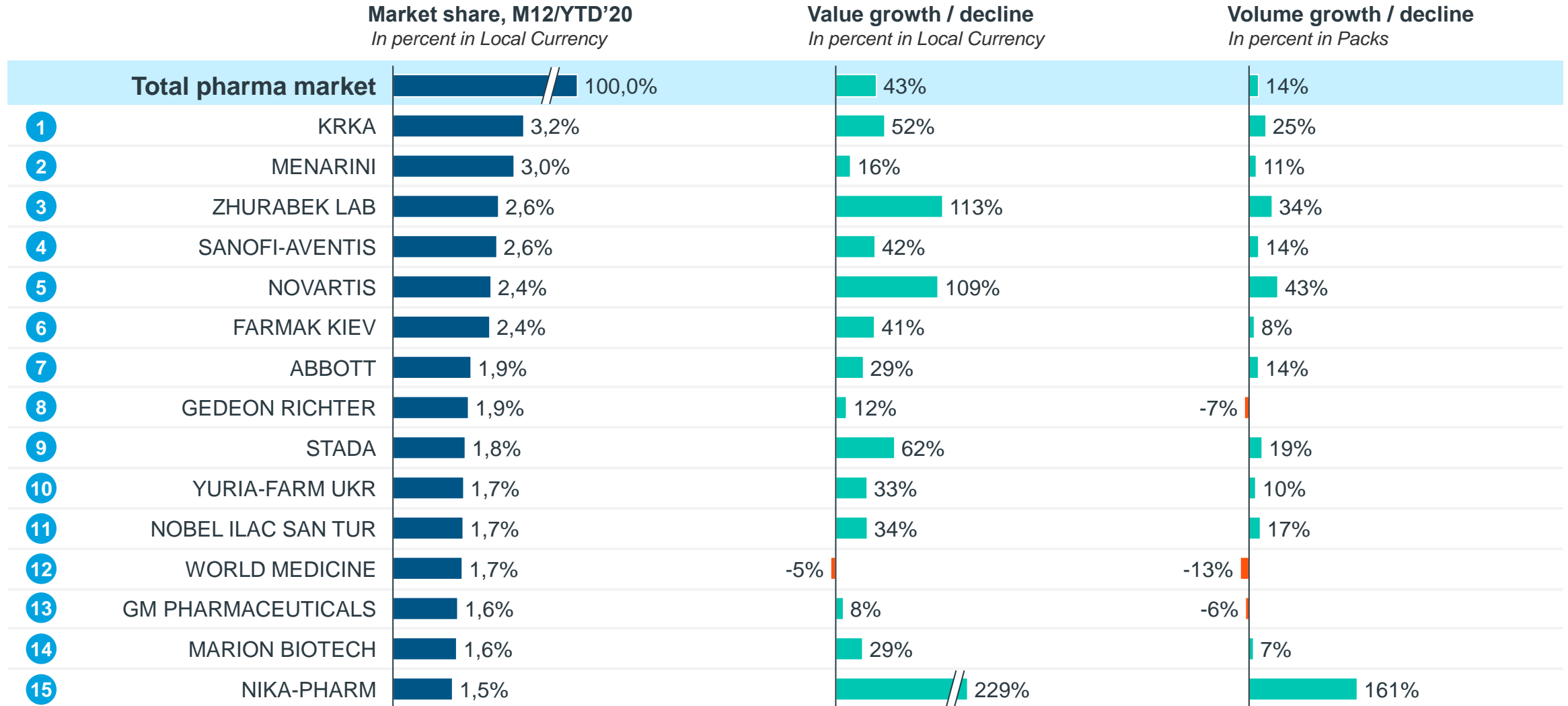
Market grew by 43% in value and by 14% in volume



Indicator	UZS	USD	EUR	PACKS
Value M12/YTD'20, Bln.	13 192	1,31	1,14	0,76
Growth M12/YTD'20%	▲ 43%	▲ 24%	▲ 21%	▲ 14%



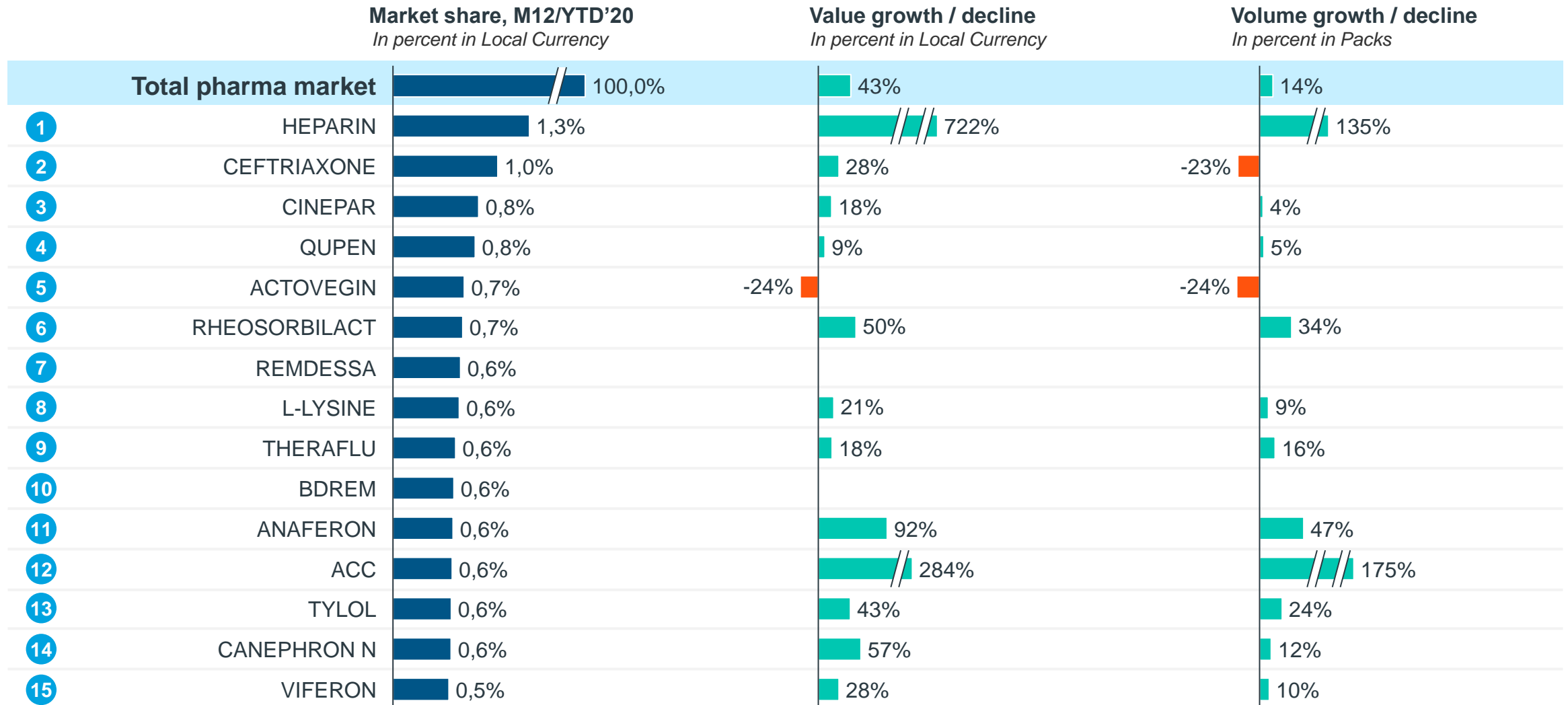
TOP-15 corporations on Uzbekistan market, January-December 2020



Source: IQVIA databases. Retail, Hospital (excluding food supplements and diagnostic agents), TRD Prices



TOP-15 brands on Uzbekistan market, January-December 2020





Kyrgyzstan pharma market growth in January-December 2020

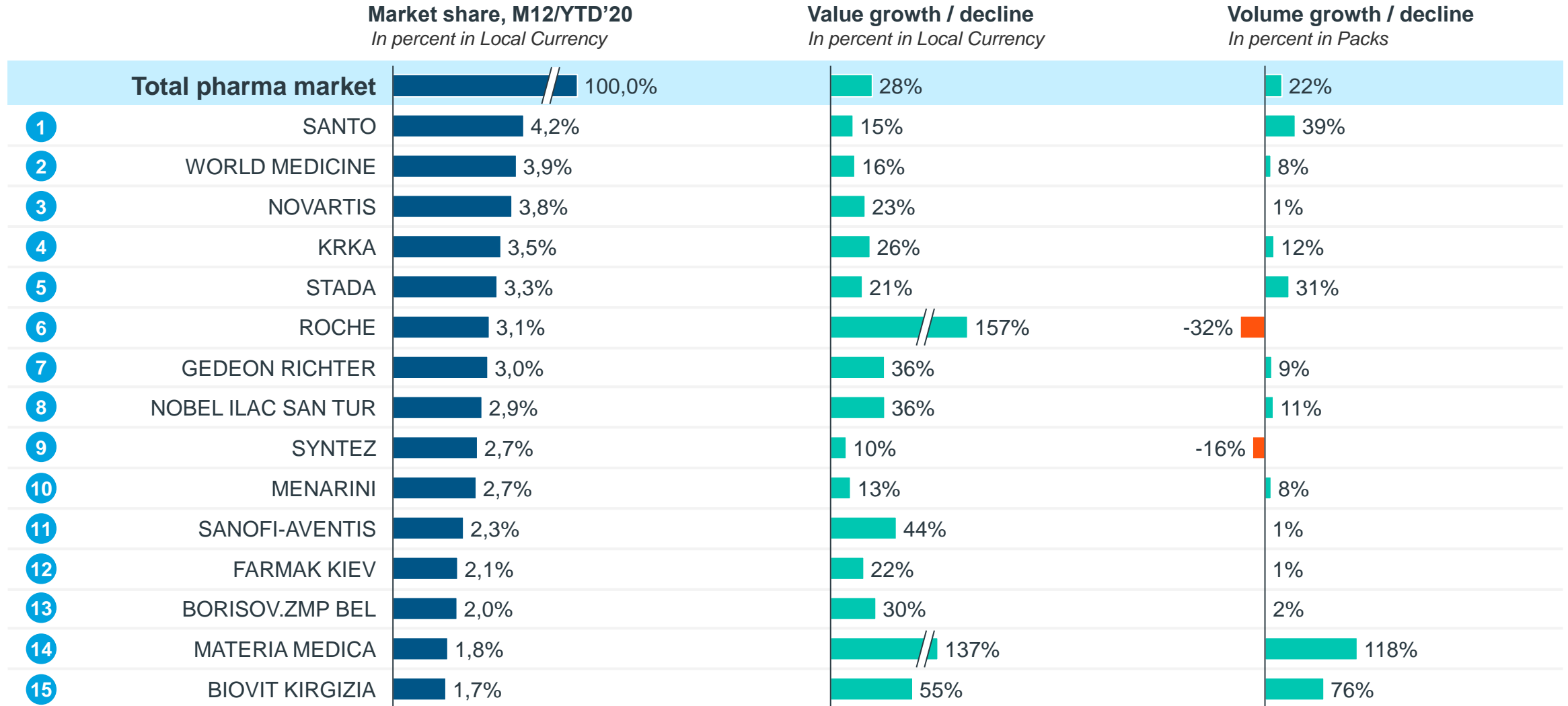
Market grew by 28% in value and by 22% in volume



Indicator	KGS	USD	EUR	PACKS
Value M12/YTD'20, Bln.	14,7	0,19	0,17	0,18
Growth M12/YTD'20%	▲ 28%	▲ 15%	▲ 13%	▲ 22%



TOP-15 corporations on Kyrgyzstan market, January-December 2020





TOP-15 brands on Kyrgyzstan market, January-December 2020

		Market share, M12/YTD'20 <i>In percent in Local Currency</i>	Value growth / decline <i>In percent in Local Currency</i>	Volume growth / decline <i>In percent in Packs</i>
Total pharma market		100,0%	28%	22%
1	TYLOL HOT	1,7%	36%	8%
2	HEPARIN	1,2%	740%	139%
3	ANTIGRIPPIN	1,2%	67%	40%
4	CEFTRIAZONE	1,2%	75%	52%
5	SODIUM CHLORIDE	1,1%	50%	30%
6	ACTEMRA	1,0%	2 802%	655%
7	CARDIOMAGNYL	1,0%	79%	69%
8	KETONAL	0,9%	19%	2%
9	ANAFERON	0,9%	90%	88%
10	TRIMOL	0,9%	170%	193%
11	ERGOFERON	0,7%	388%	403%
12	CEFAZOLIN	0,7%	5%	5%
13	CLEXANE	0,7%	5 474%	2 154%
14	ACC	0,7%	115%	75%
15	IBUFEN	0,6%	12%	1%

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