

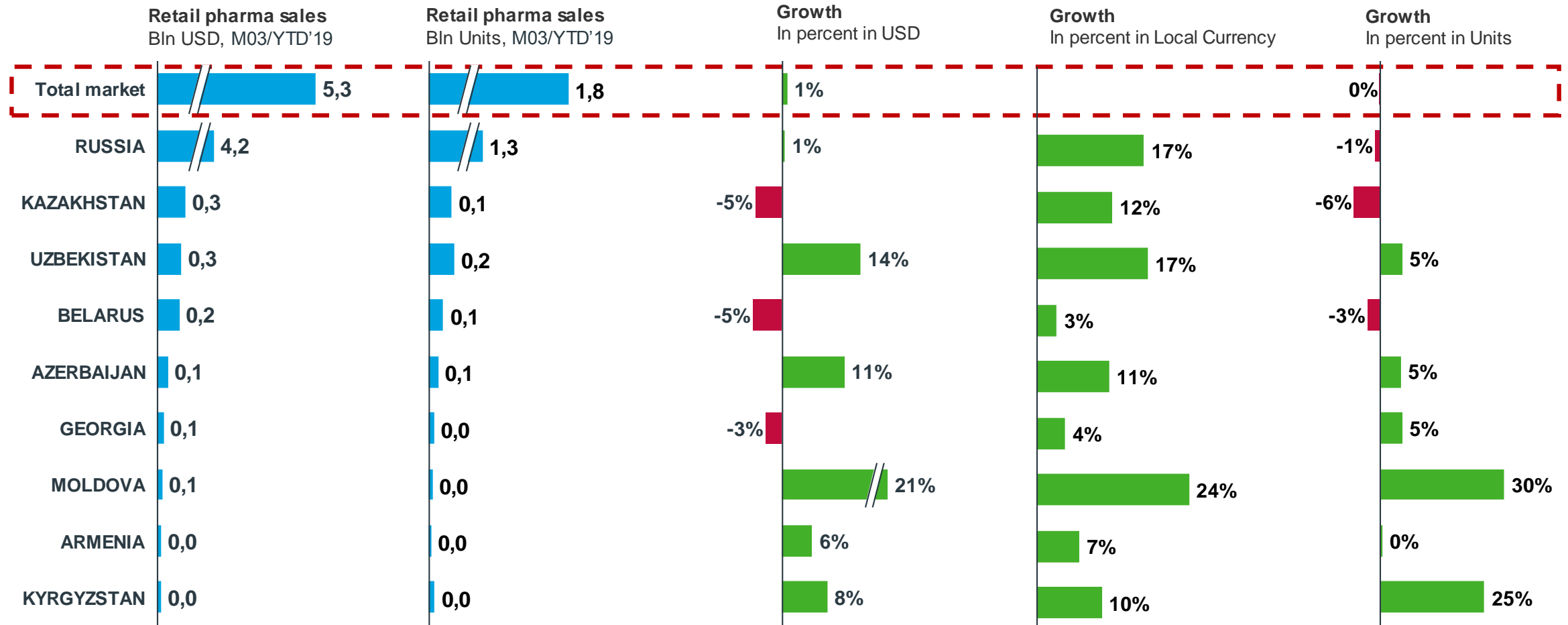


Facts from IQVIA

M03 2019

EAEU & CIS, Russia Countries ranking in January-March 2019, Total market, Value in Bln. USD and Units

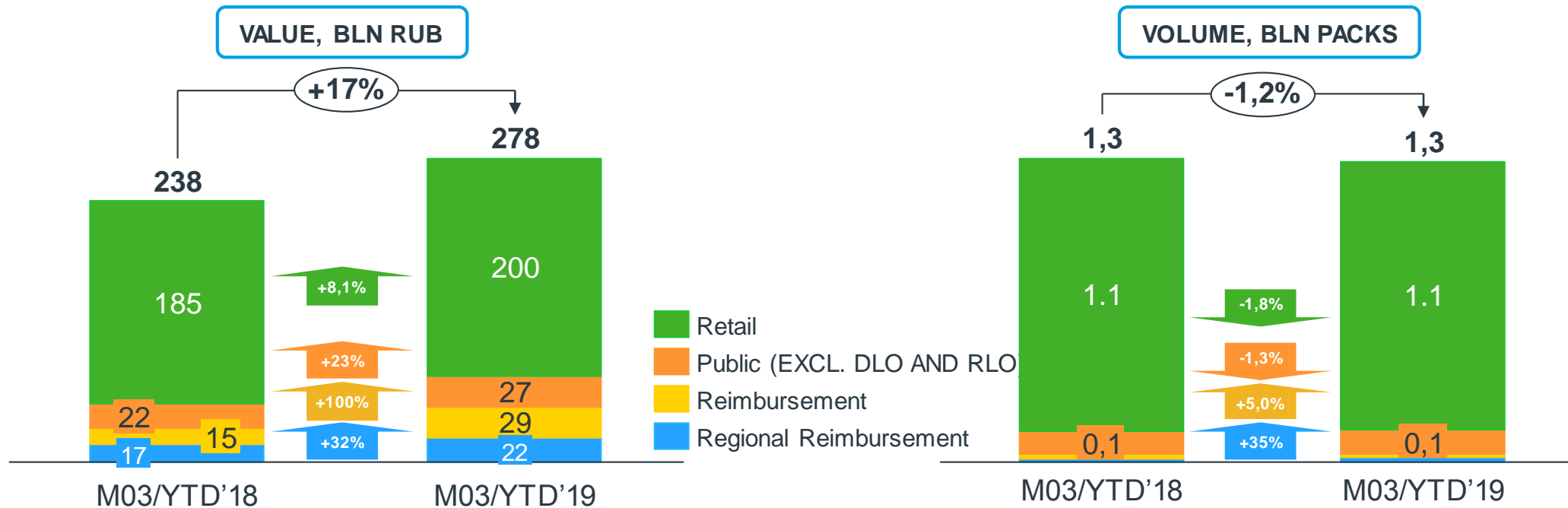
Total Market increases by 1% in USD and decreases by 0,3% in volume





Russia pharma market growth in January-March 2019

Market grew by 17% in value and decreased by 1,2% in volume

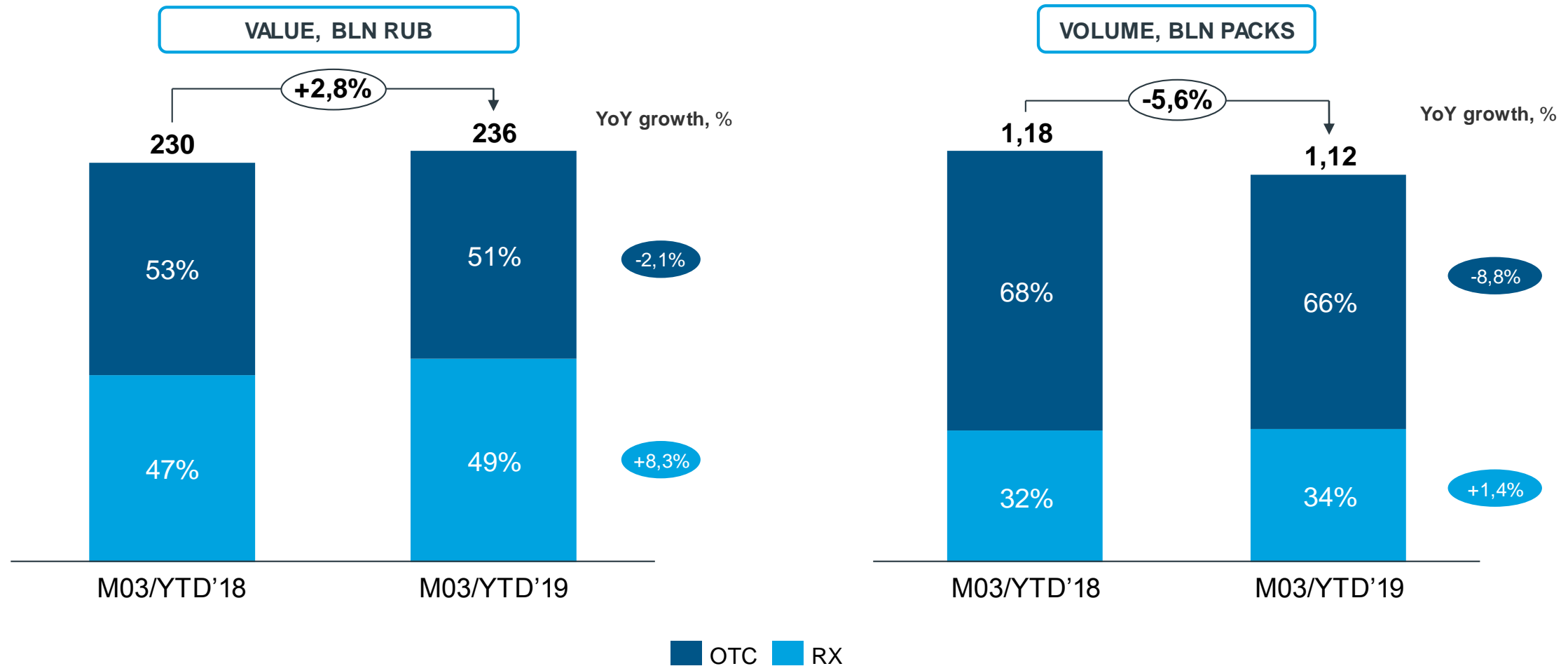


Indicator	RUB	USD	EUR	PACKS
Value M03/YTD'19, Bln.	278	4,2	3,7	1,3
Growth M03/YTD'19%	▲ 17%	▲ 0,5%	▲ 8,7%	▼ -1,2%



Russia pharma market growth in January-March 2019

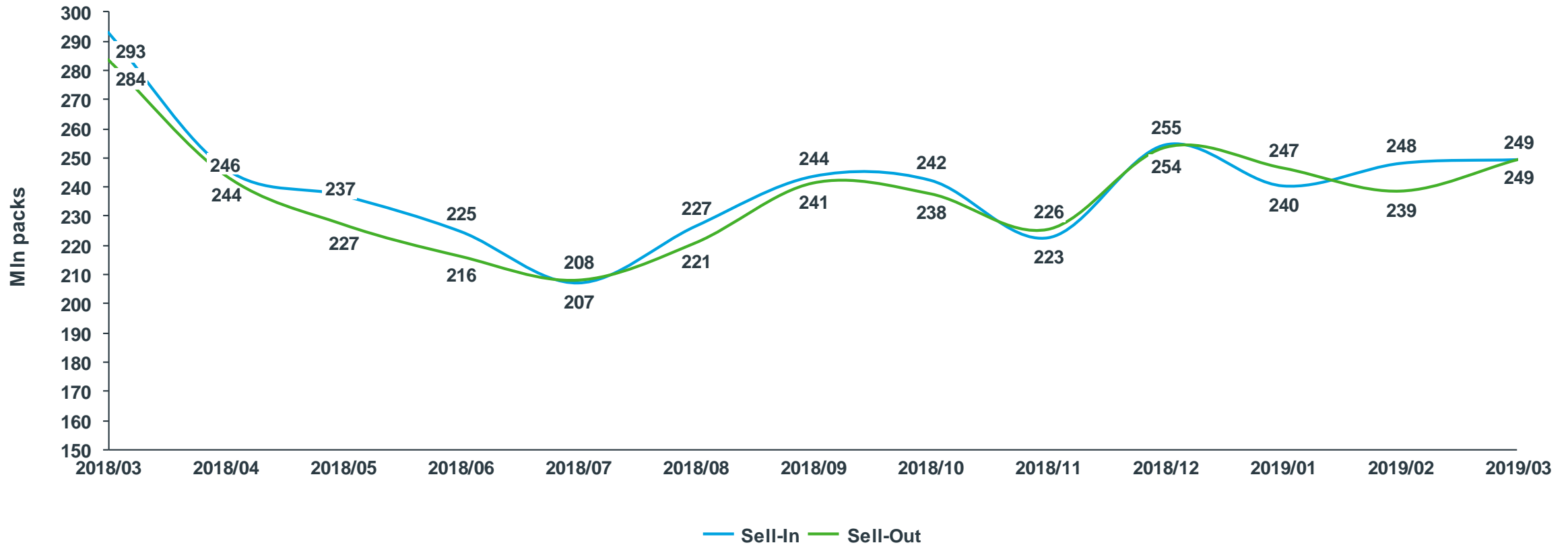
Retail Sell-Out: Market grew by 2,8% in value and decreased by 5,6% in volume





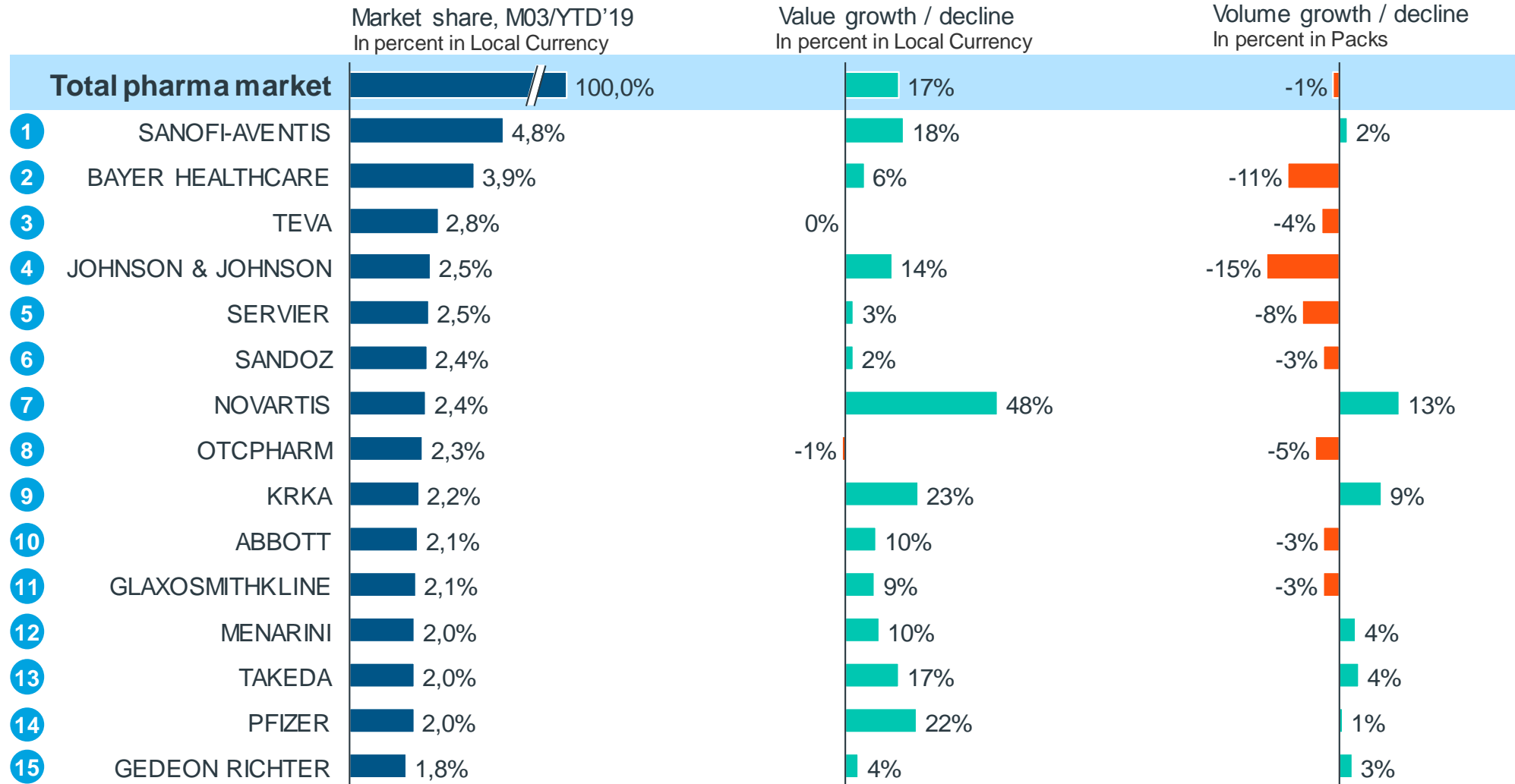
Sell-In vs Sell-Out, OTC registered drugs

Volume, mln packs



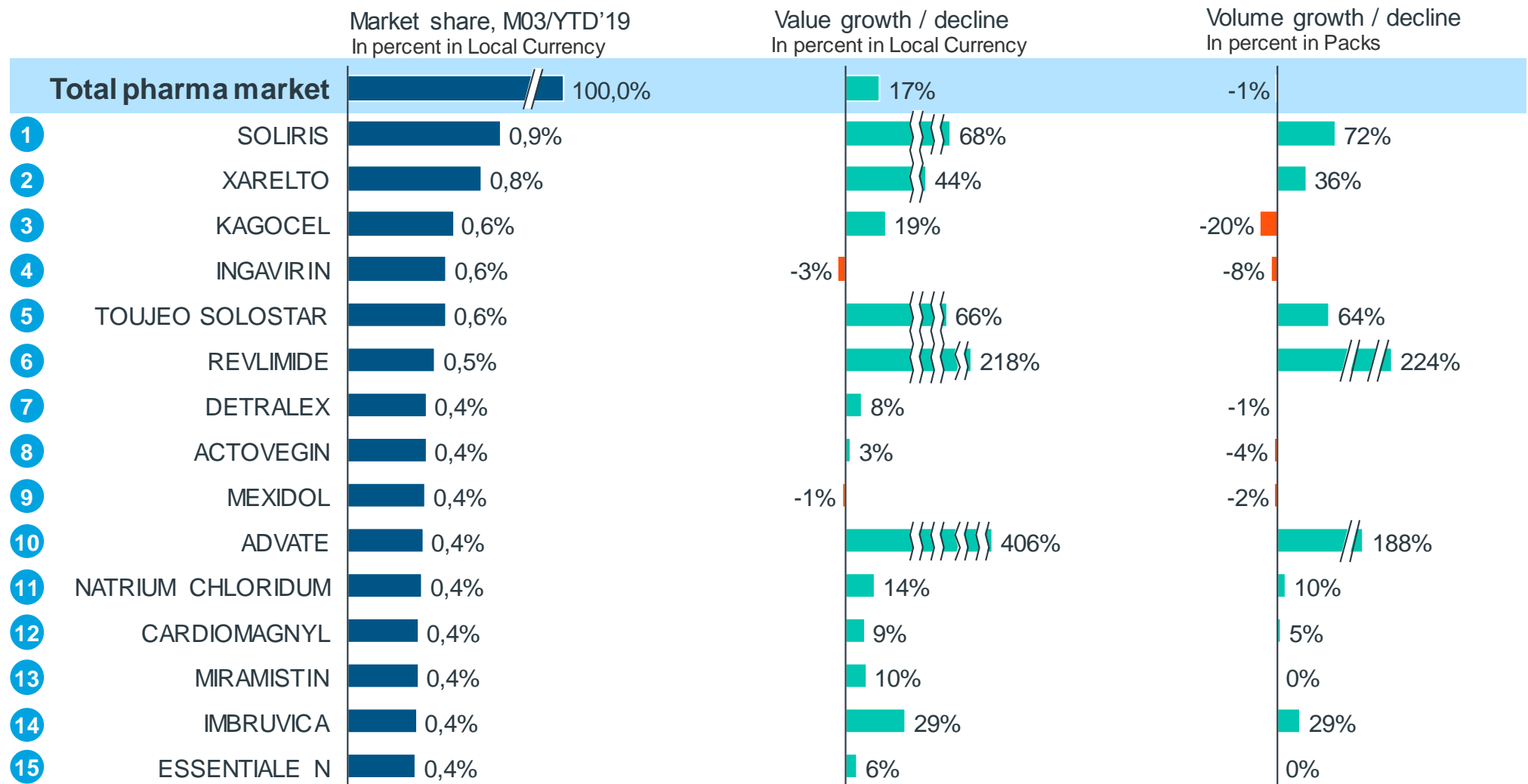


TOP-15 corporations on Russian market, January-March 2019



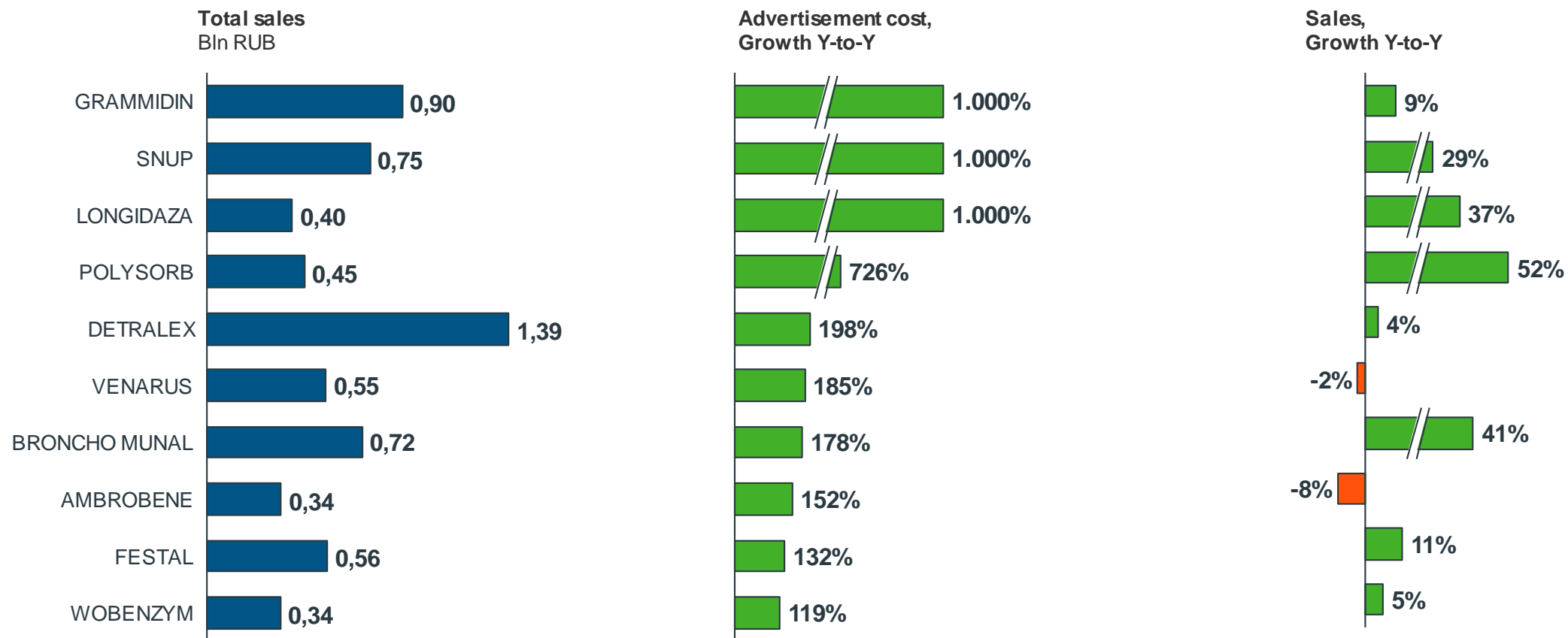


TOP-15 brands on Russian market, January-March 2019



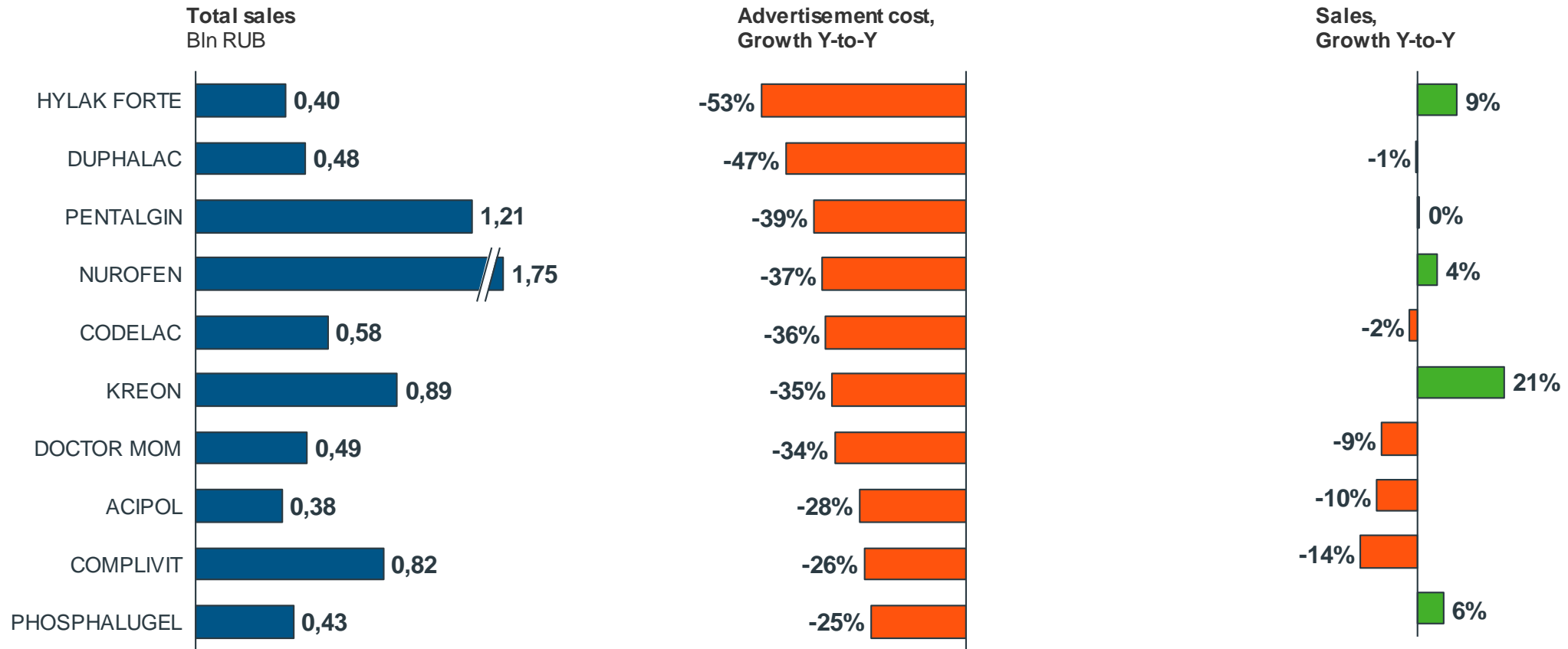
Source: IQVIA databases. Retail, Public, DLO, RLO (excluding food supplements and diagnostic agents), TRD Prices

TOP-10 products by growth in advertisement investments in January-March 2019



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

TOP-10 products by decline in advertisement investments in January-March 2019

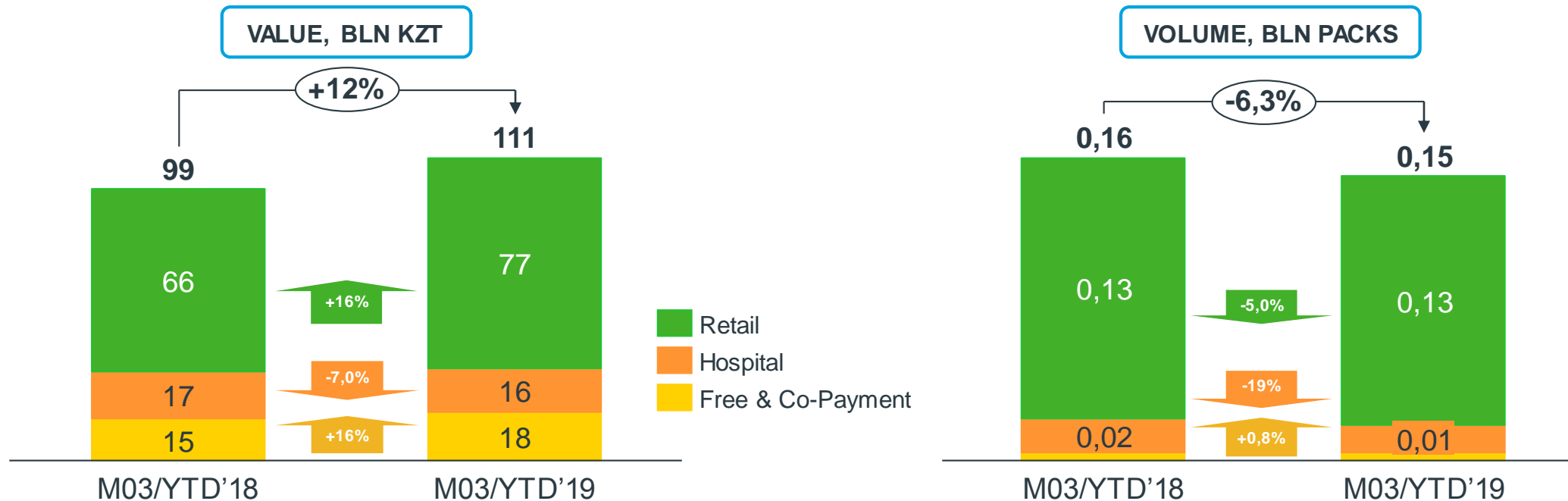


The rank is calculated among TOP-200 Brands by sales with advertising cost greater than 50 mln RUB
Source: IQVIA databases. Pharmatrend, Mediascope data, FIN Prices



Kazakhstan pharma market growth in January-March 2019

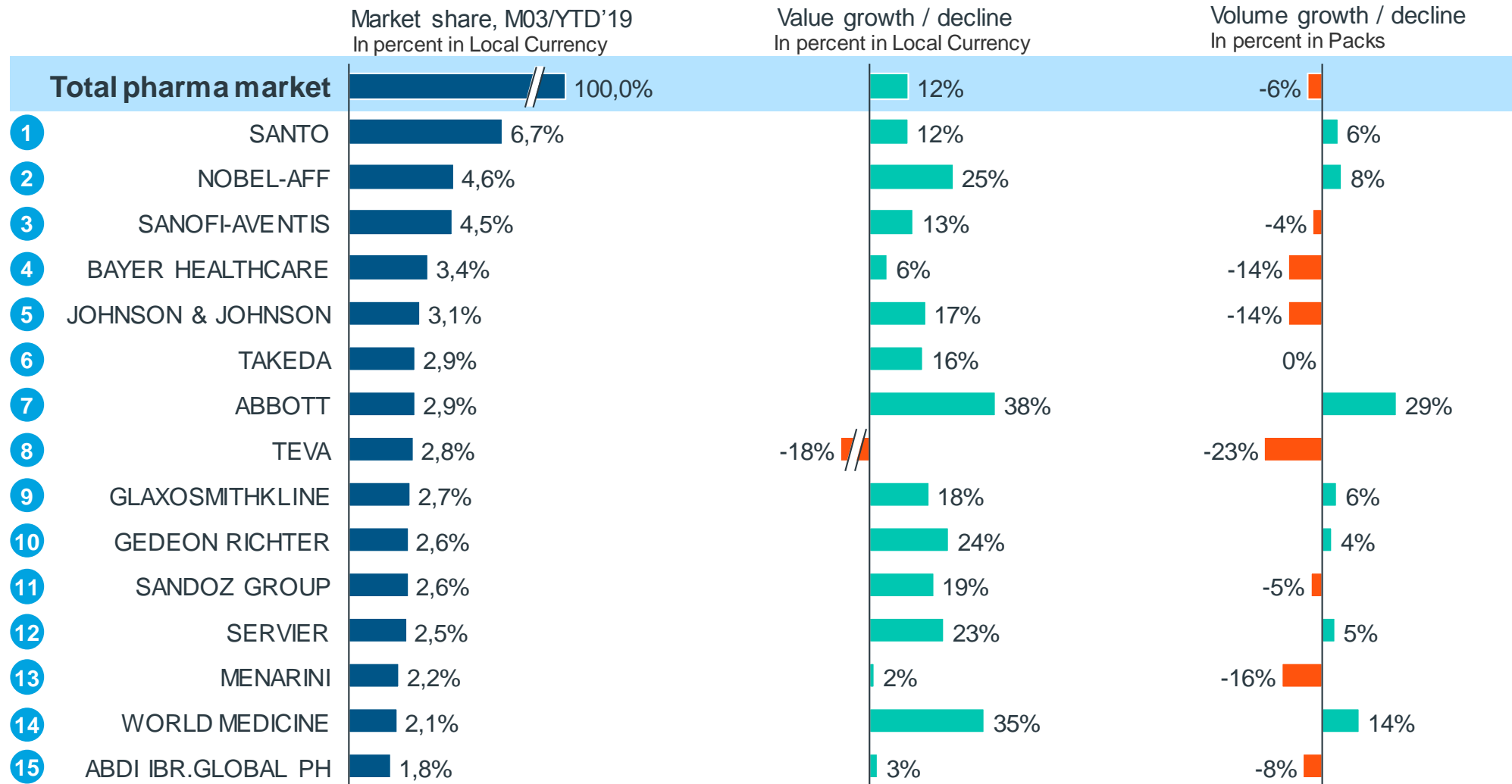
Market grew by 12% in value and decreased by 6,3% in volume



Indicator	KZT	USD	EUR	PACKS
Value M03/YTD'19, Bln.	111	0,29	0,26	0,15
Growth M03/YTD'19%	▲ 12%	▼ -4,8%	▲ 3,3%	▼ -6,3%

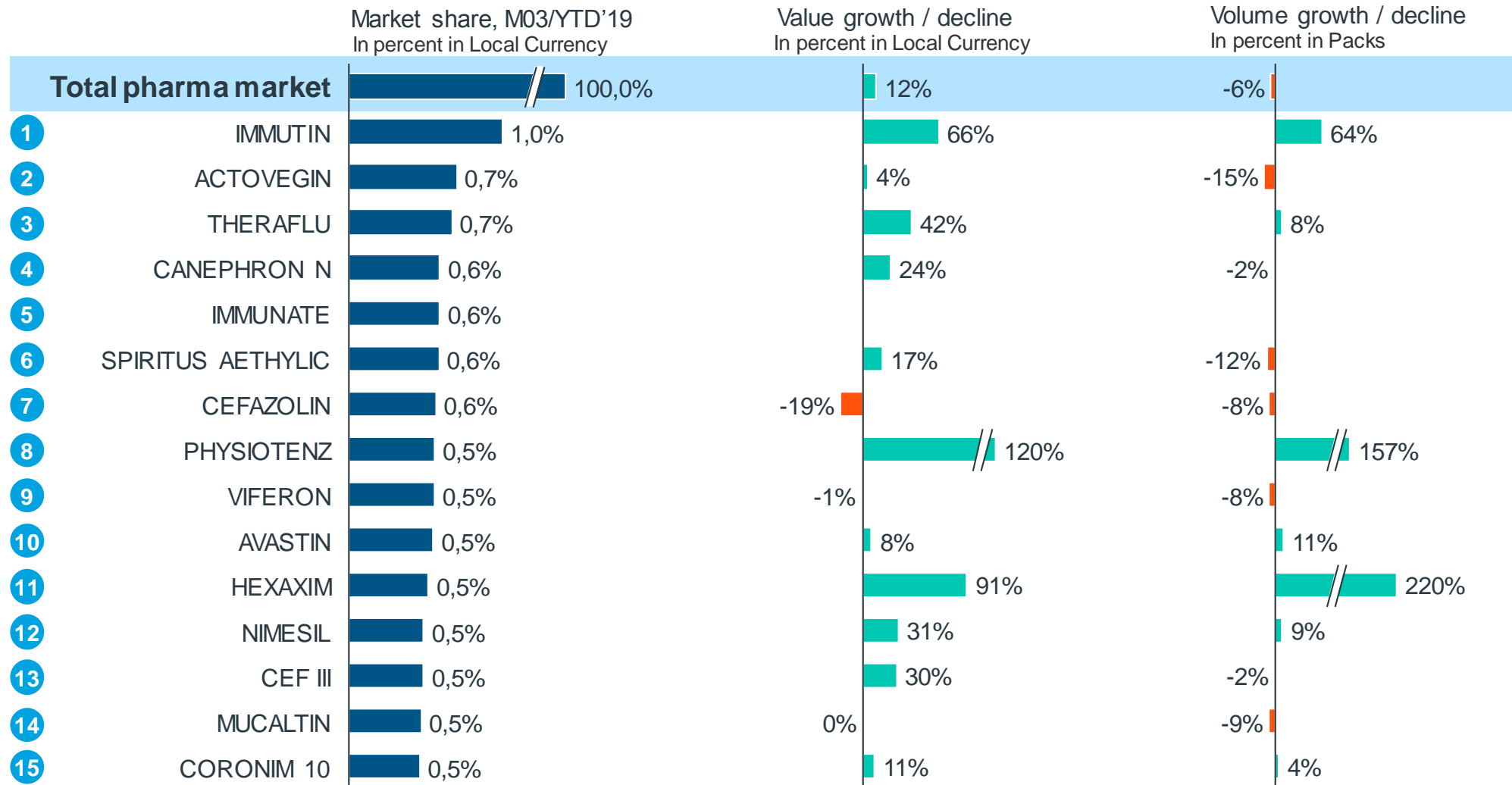


TOP-15 corporations on Kazakhstan market, January-March 2019





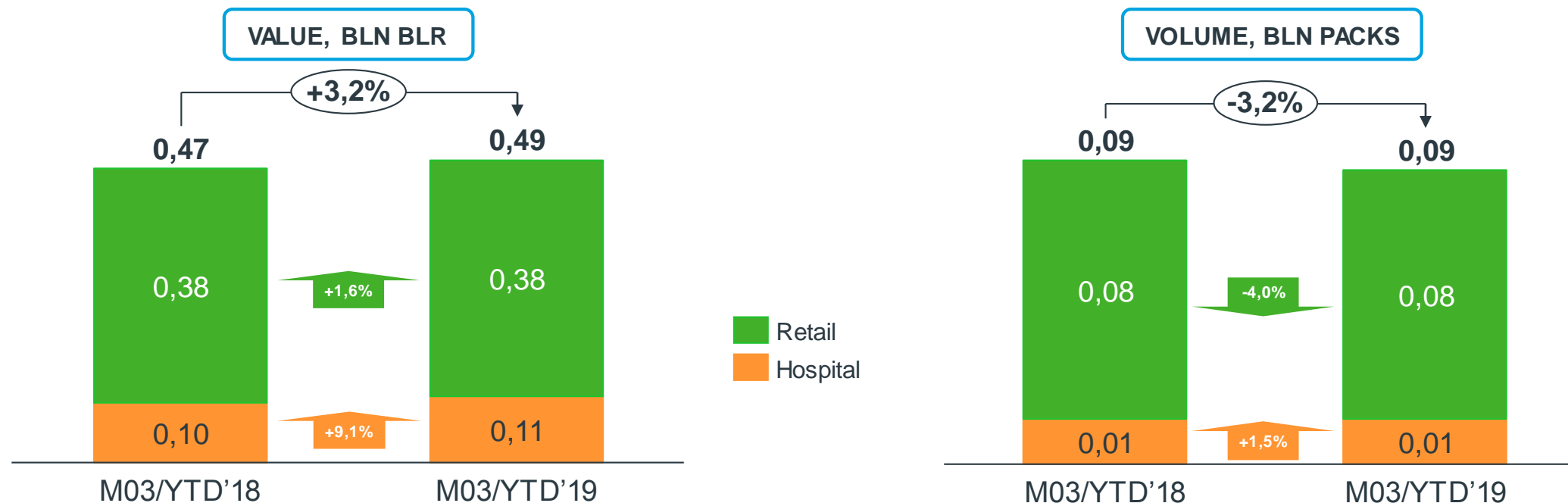
TOP-15 brands on Kazakhstan market, January-March 2019





Belarus pharma market growth in January-March 2019

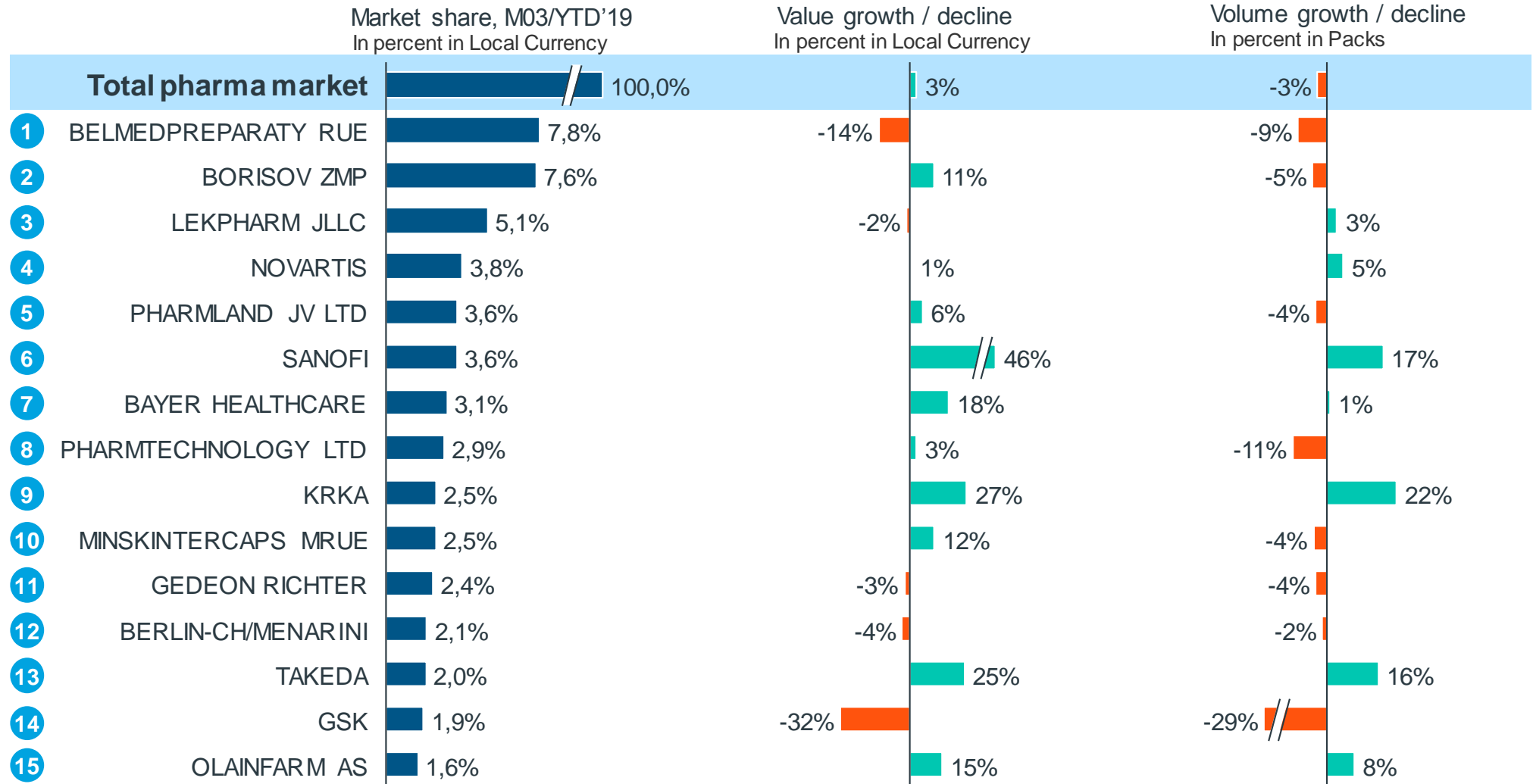
Market grew by 3,2% in value and decreased by 3,2% in volume



Indicator	BLR	USD	EUR	PACKS
Value M03/YTD'19, Bln.	0,49	0,23	0,20	0,09
Growth M03/YTD'19%	▲ 3,2%	▼ -5,2%	▲ 2,6%	▼ -3,2%



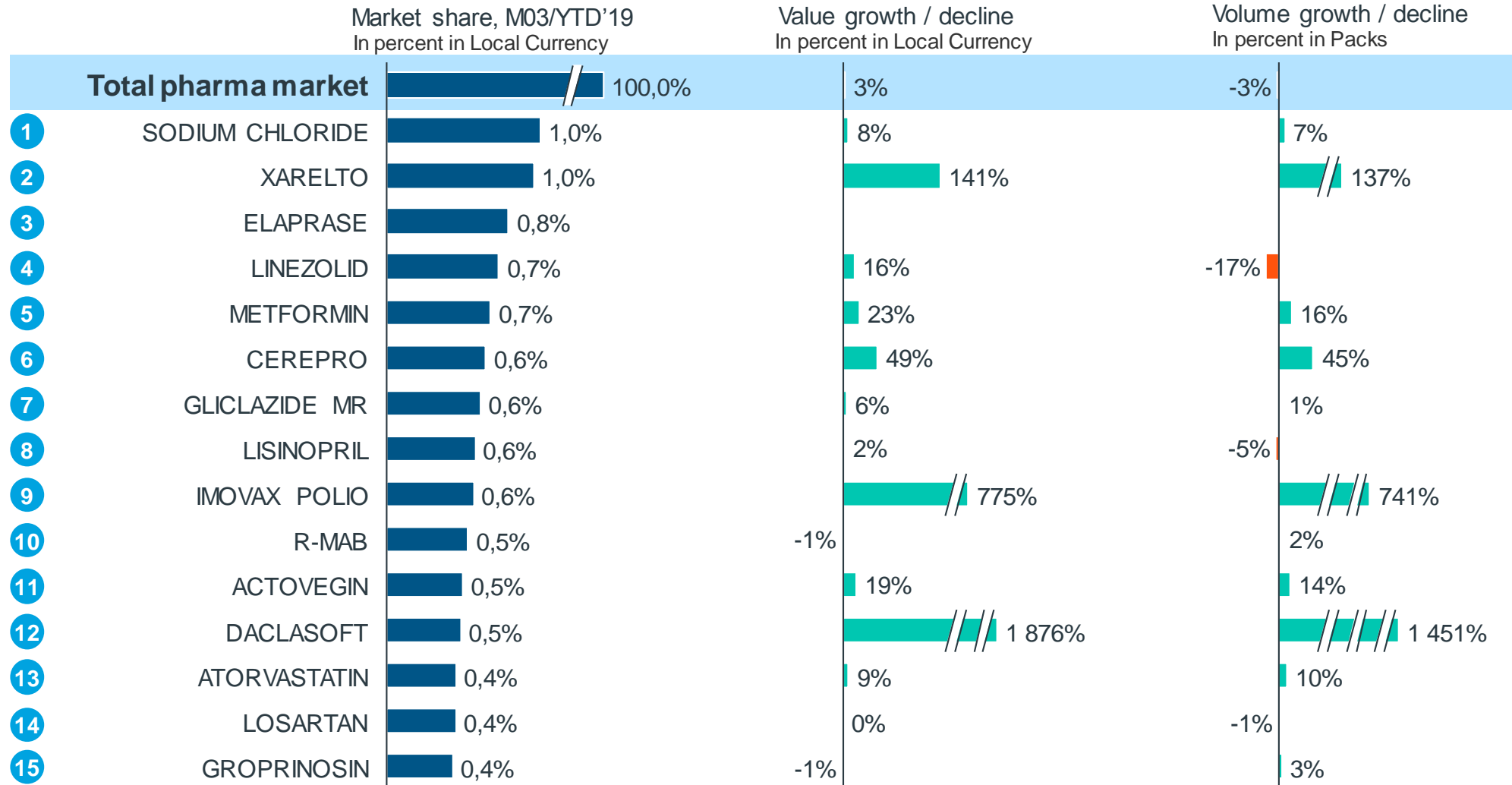
TOP-15 corporations on Belarus market, January-March 2019



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



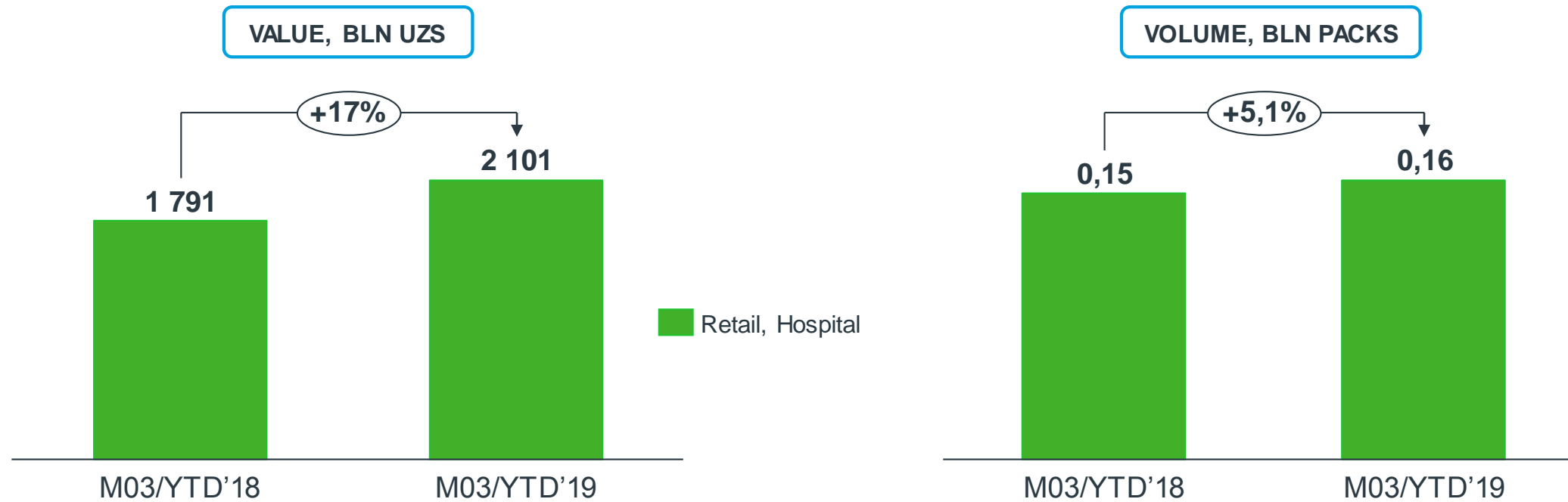
TOP-15 brands on Belarus market, January-March 2019





Uzbekistan pharma market growth in January-March 2019

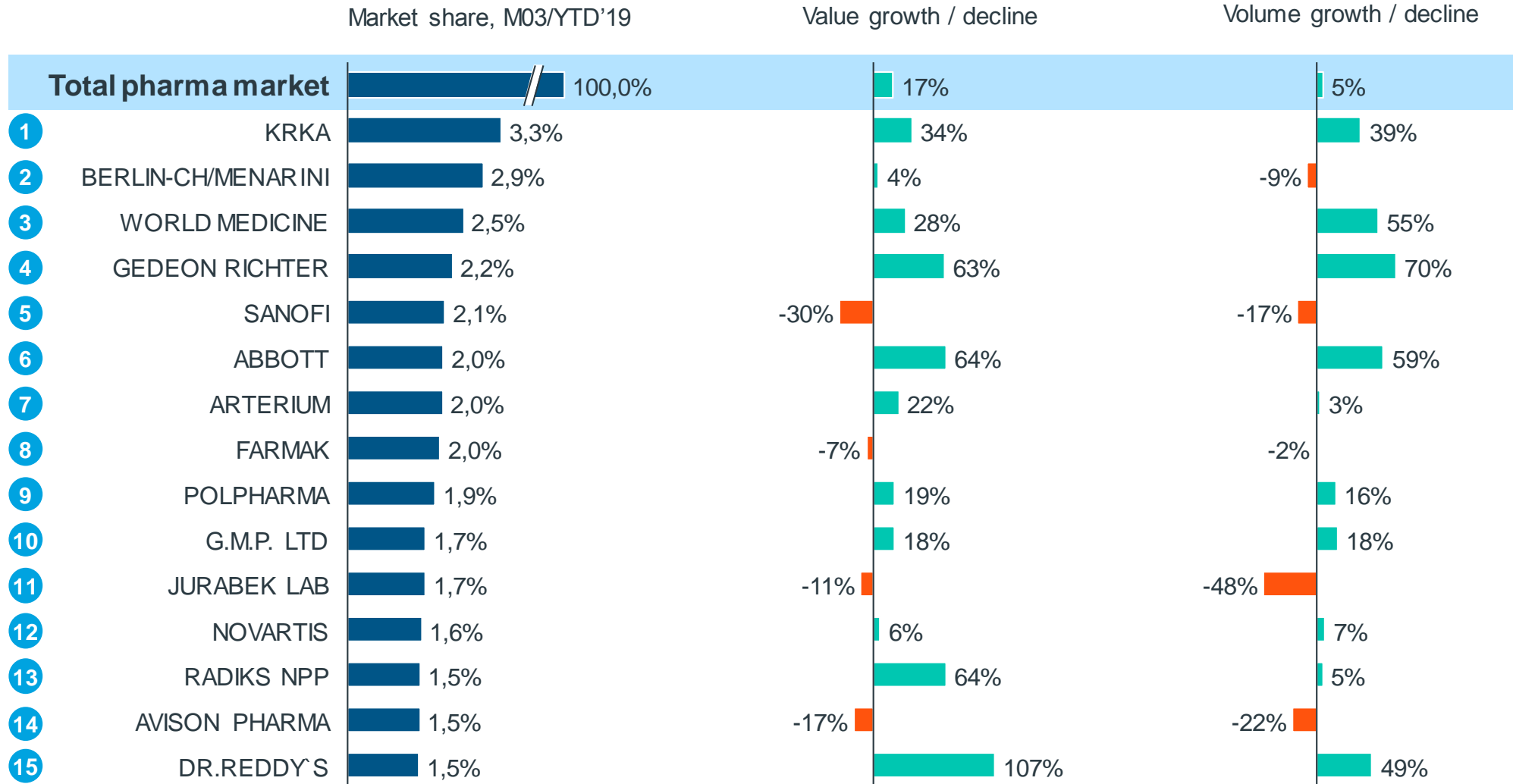
Market grew by +17% in value and by 5,1% in volume



Indicator	UZS	USD	EUR	PACKS
Value M03/YTD'19, Bln.	2 101	0,25	0,22	0,16
Growth M03/YTD'19%	▲ 17%	▲ 14%	▲ 22%	▲ 5,1%

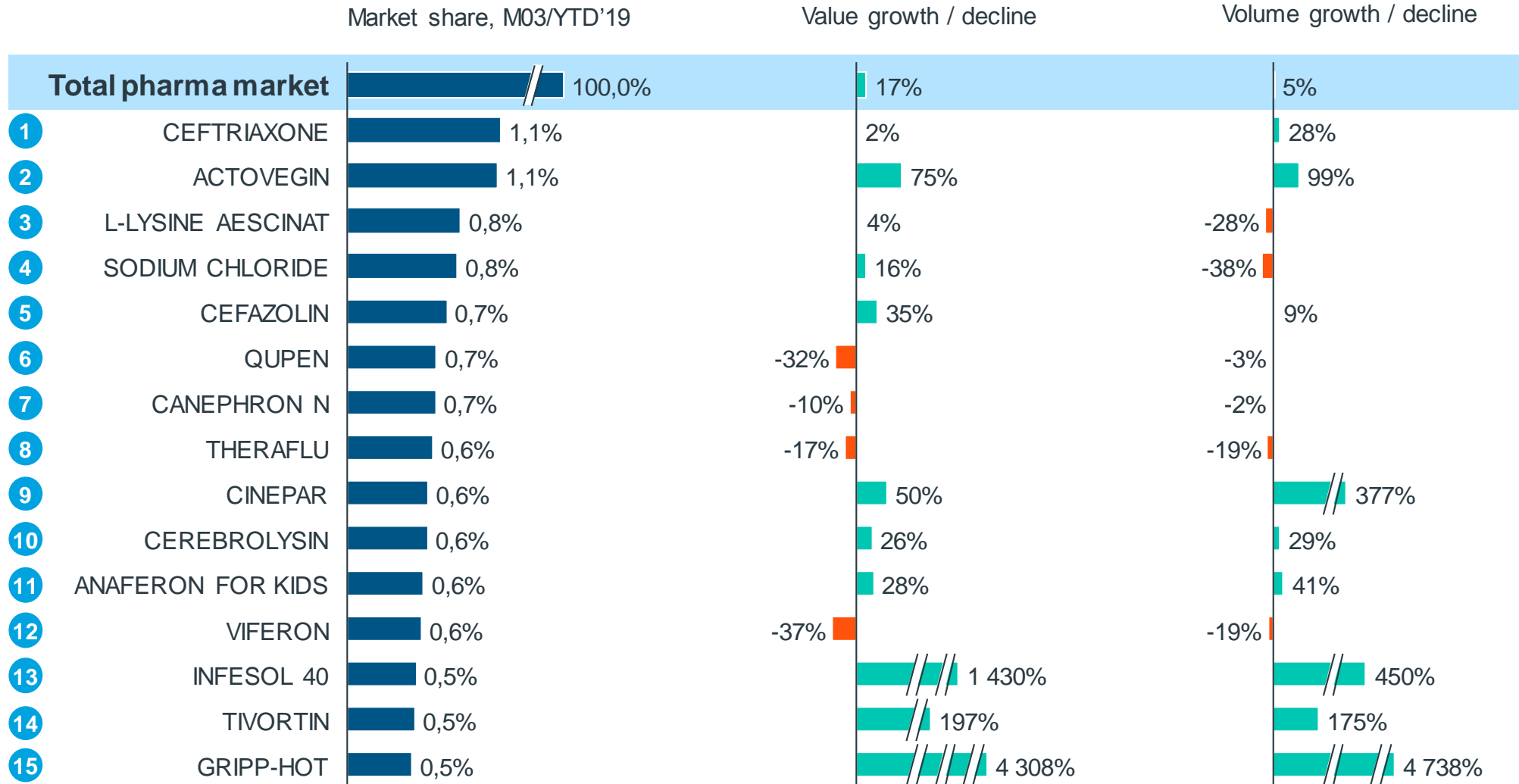


TOP-15 corporations on Uzbekistan market, January-March 2019





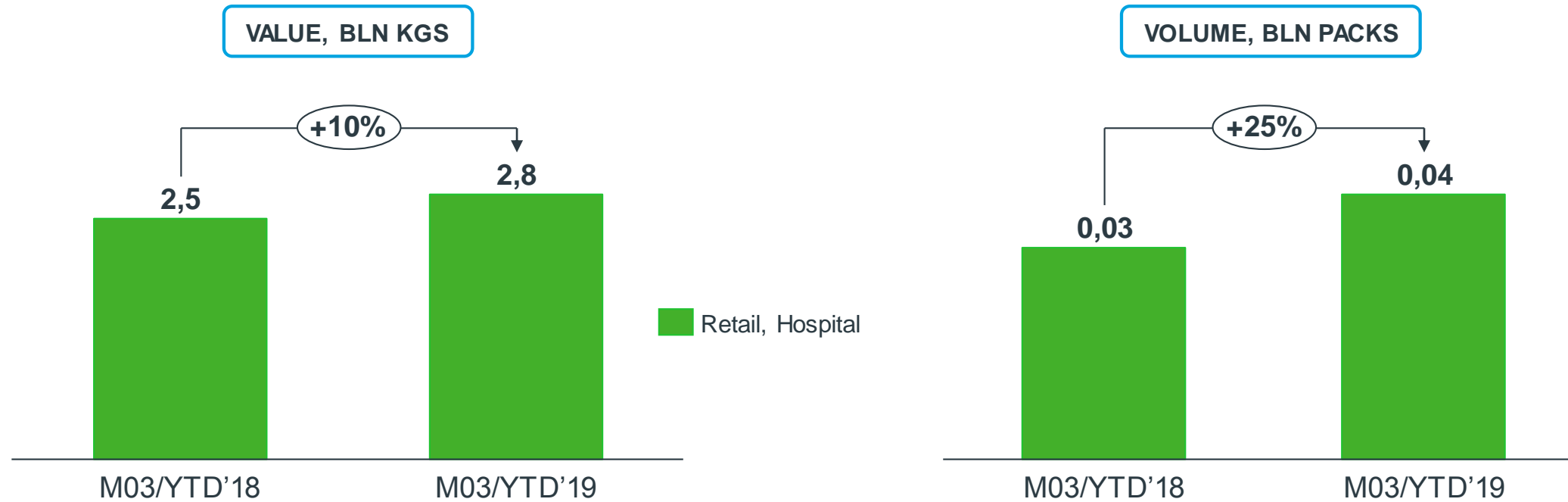
TOP-15 brands on Uzbekistan market, January-March 2019





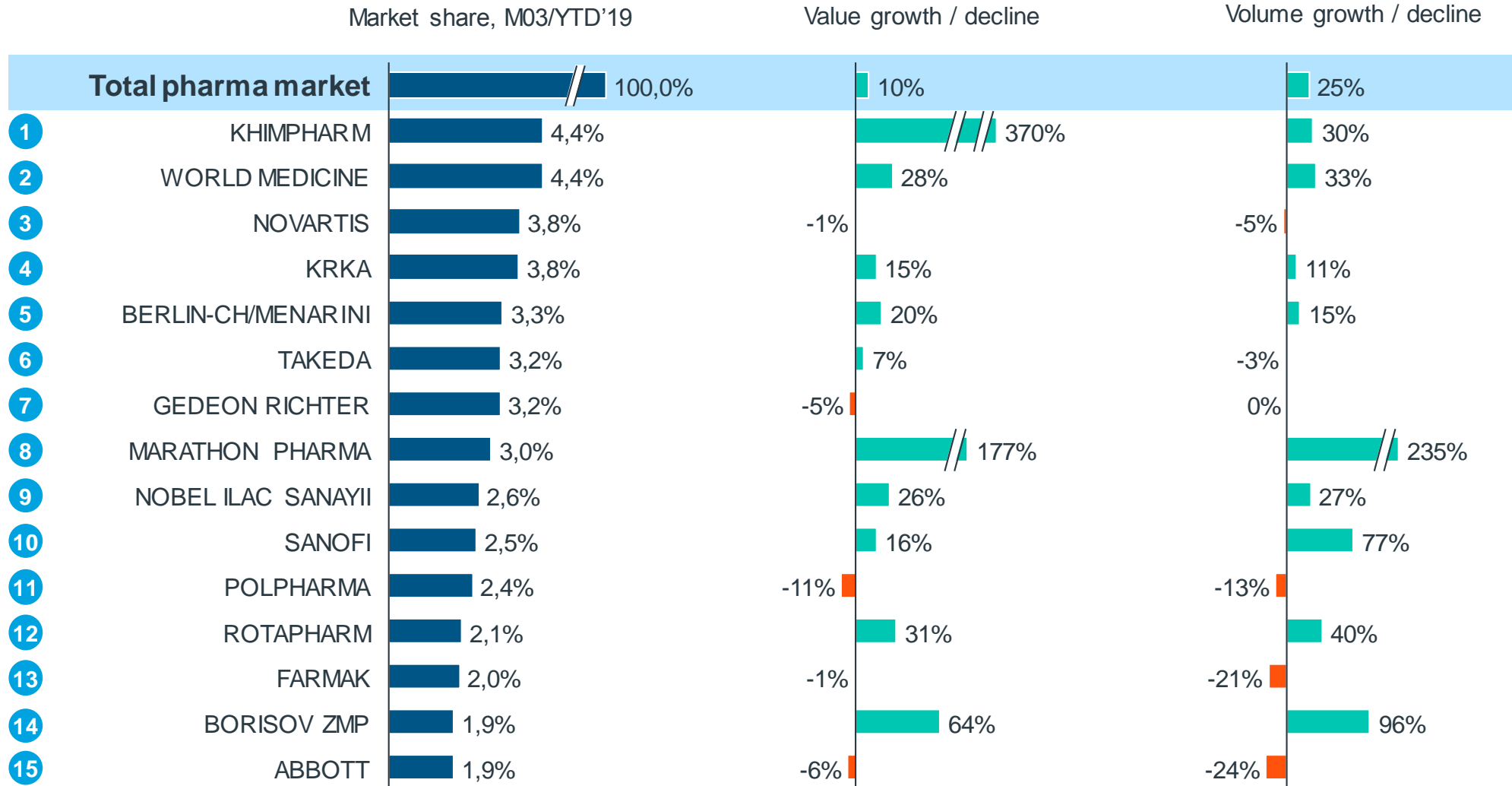
Kyrgyzstan pharma market growth in January-March 2019

Market grew by 10% in value and by 25% in volume



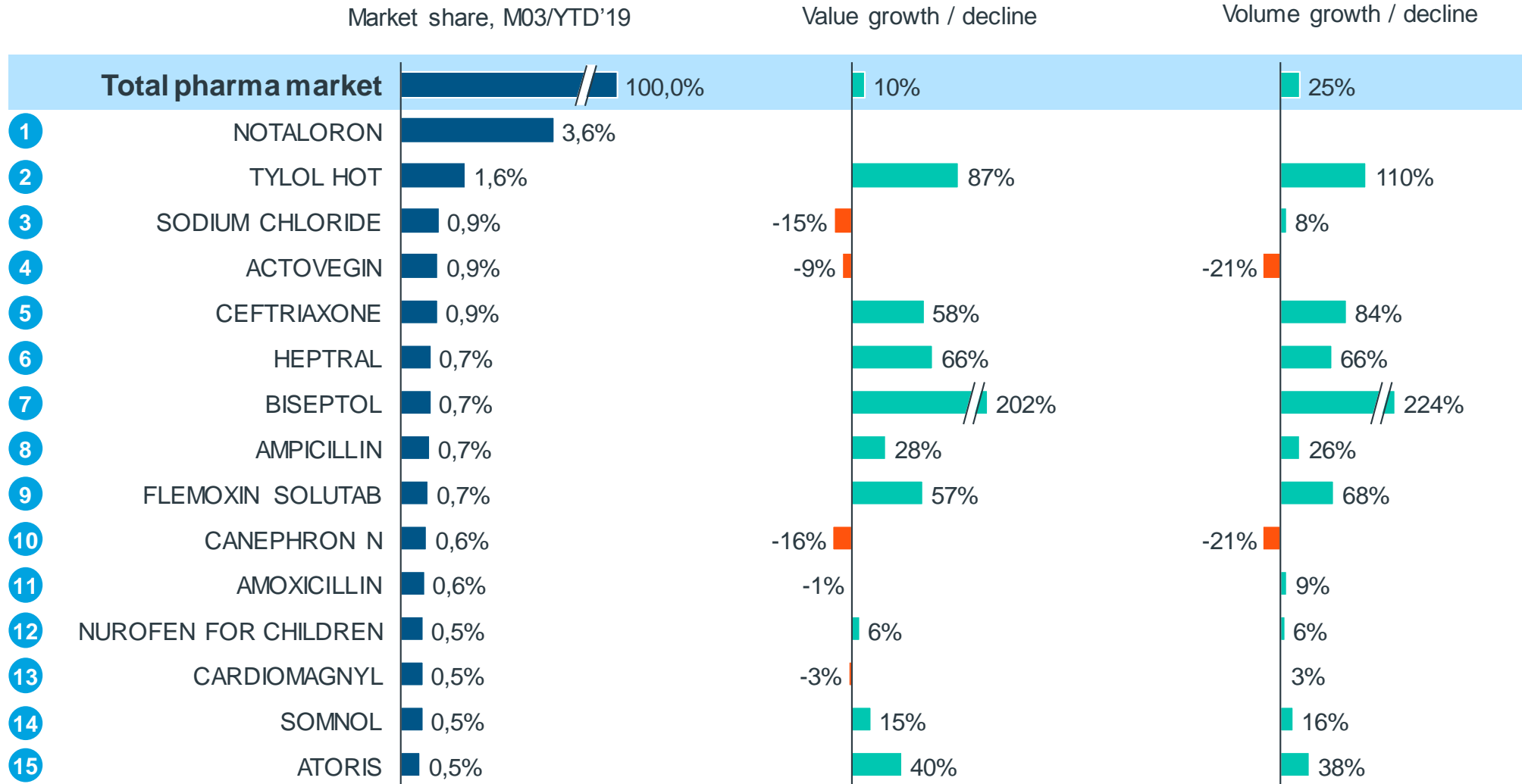
Indicator	KGS	USD	EUR	PACKS
Value M03/YTD'19, Bln.	2,8	0,04	0,03	0,04
Growth M03/YTD'19%	▲ 10%	▲ 8,2%	▲ 17%	▲ 25%

TOP-15 corporations on Kyrgyzstan market, January-March 2019





TOP-15 brands on Kyrgyzstan market, January-March 2019



Please Contact Us for More Information



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