



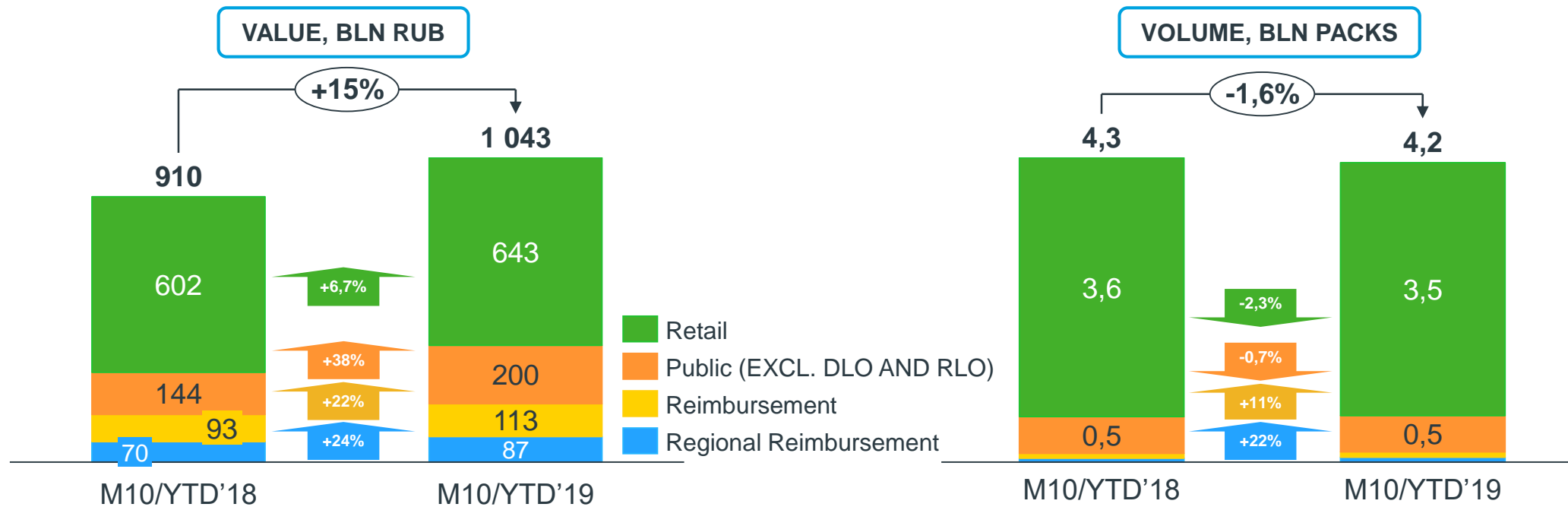
Facts from IQVIA

M10 2019



Russian pharma market growth in January-October 2019

Market grew by 15% in value and decreased by 1,6% in volume

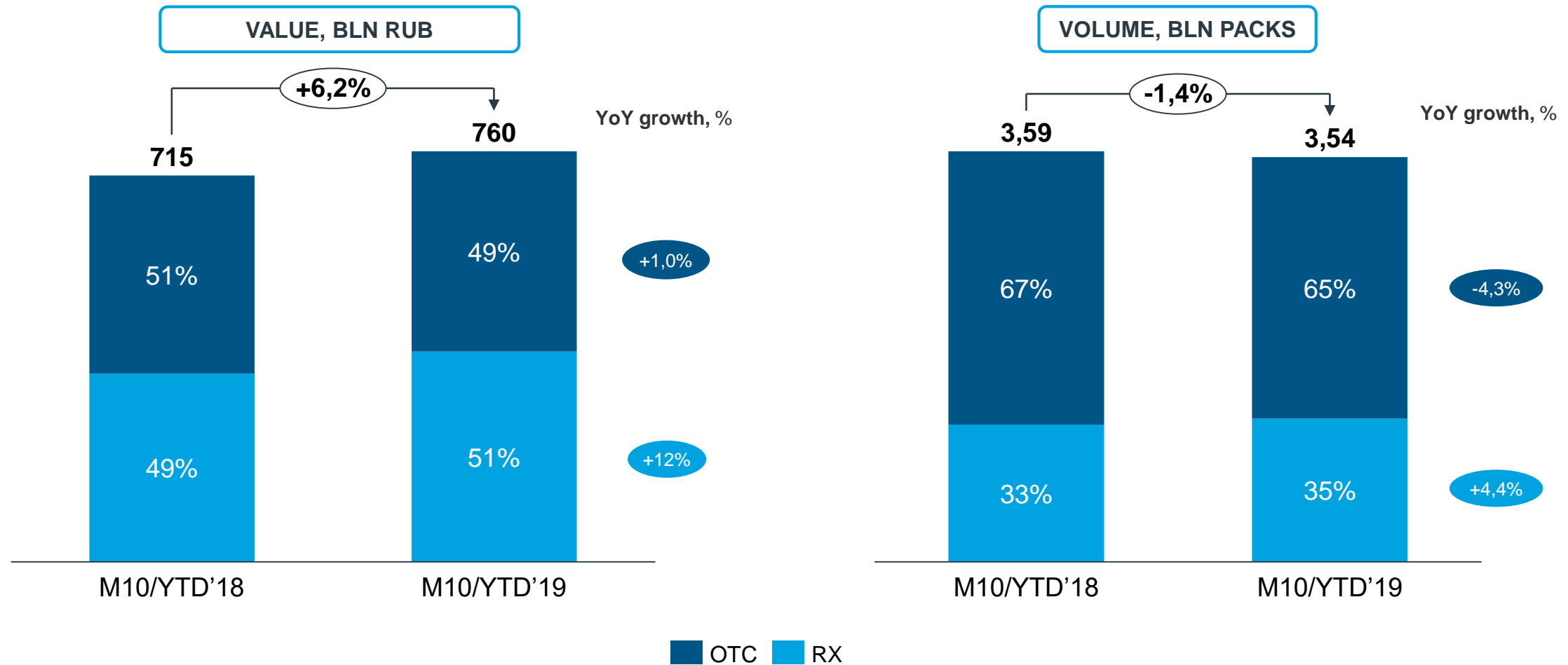


Indicator	RUB	USD	EUR	PACKS
Value M10/YTD'19, Bln.	1 043	16,1	14,3	4,2
Growth M10/YTD'19%	▲ 15%	▲ 9,4%	▲ 16%	▼ -1,6%



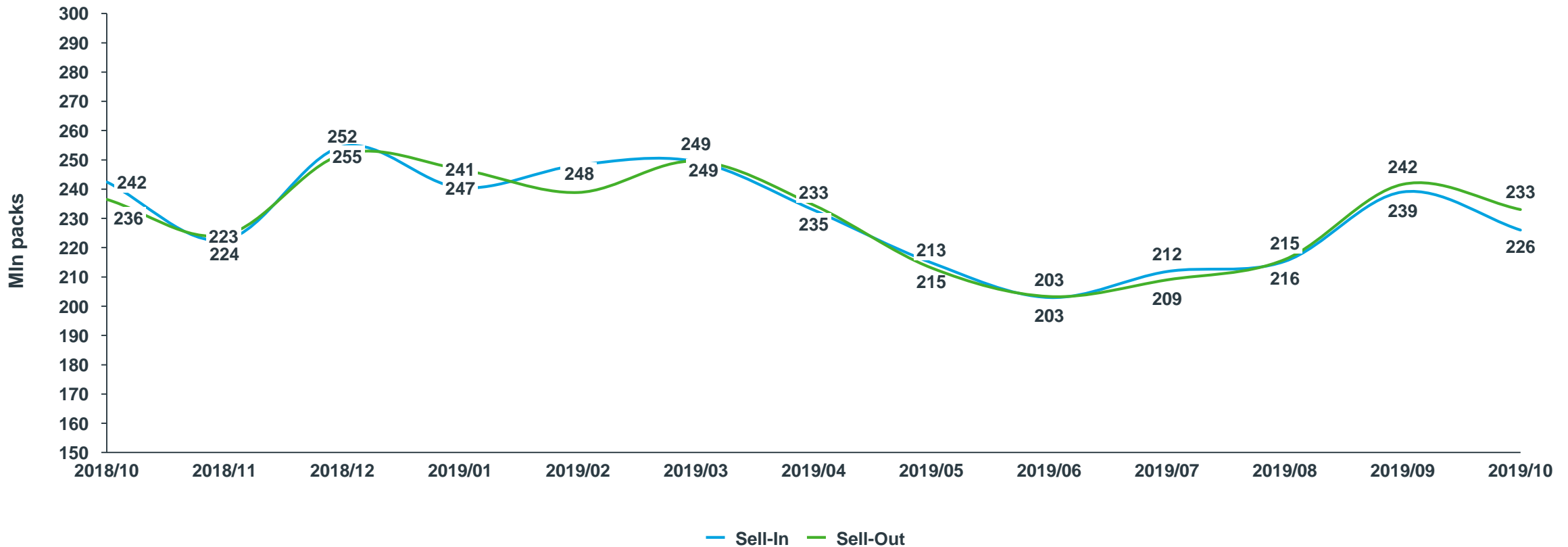
Russian pharma market growth in January-October 2019

Retail Sell-Out: Market grew by 6,2% in value and decreased by 1,4% in volume



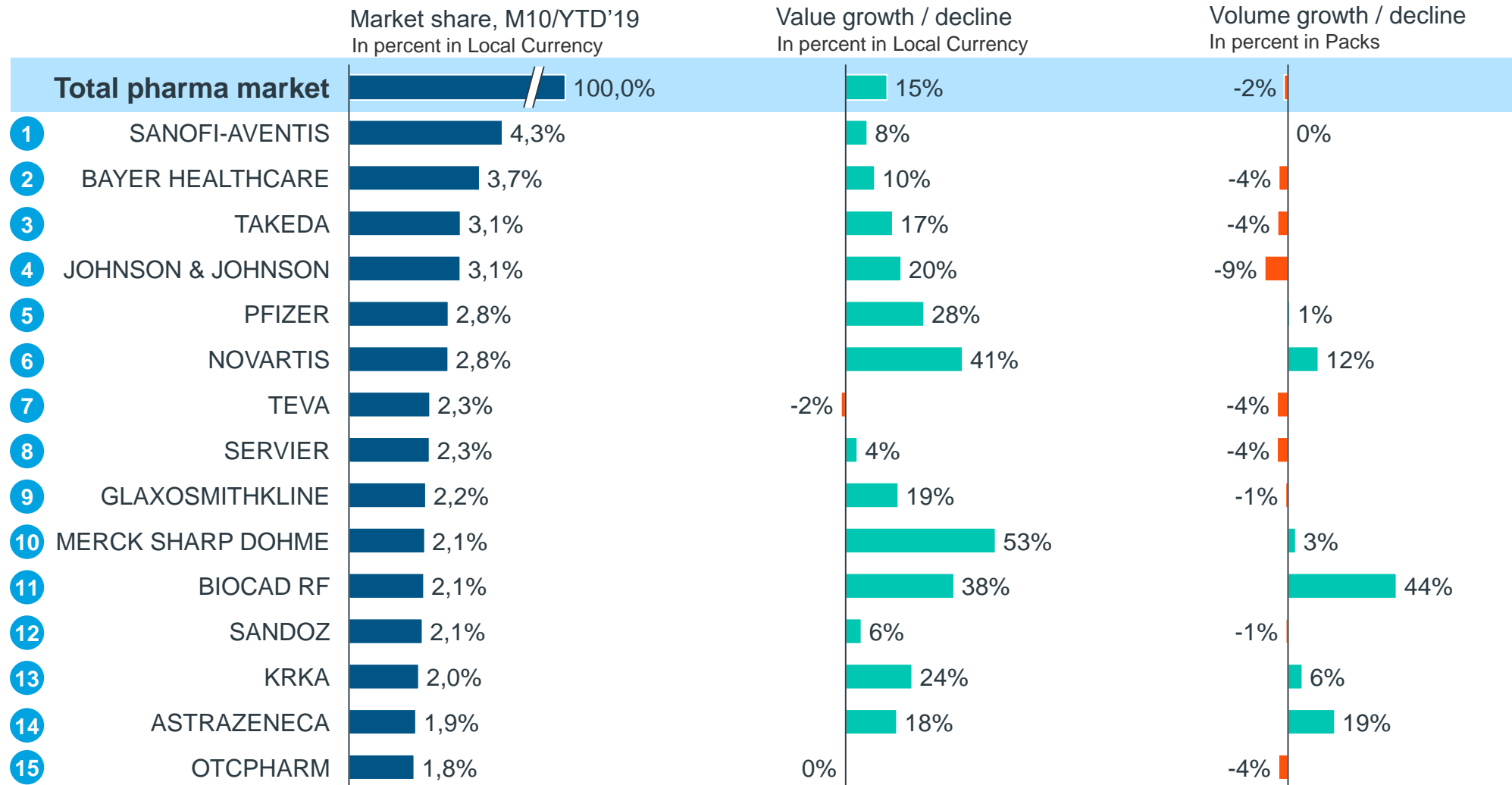


Sell-In vs Sell-Out, OTC registered drugs



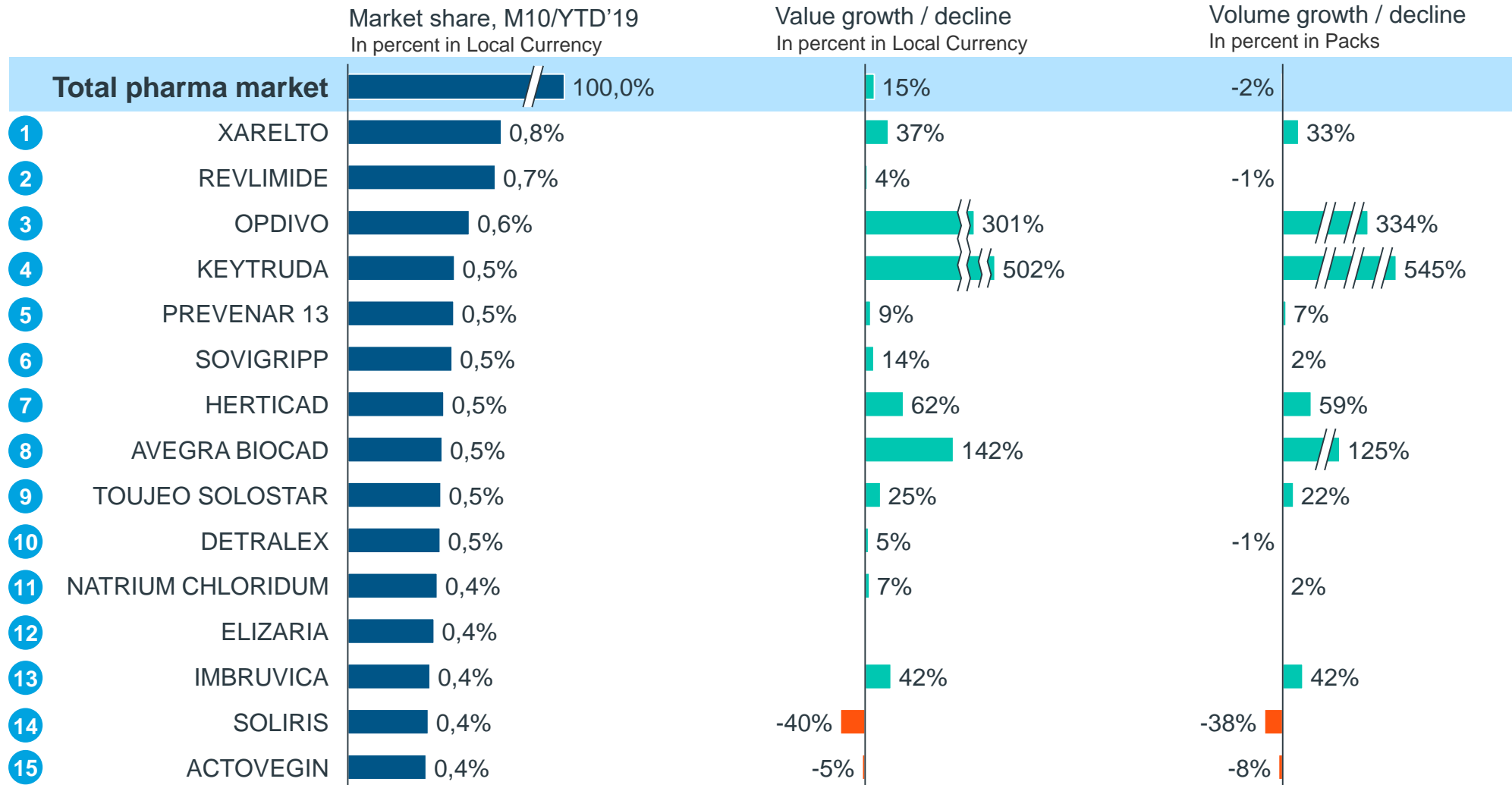


TOP-15 corporations on Russian market, January-October 2019





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



Rating of Russian distributors, 1-3Q 2019



TOP-10 distributors on the market of gross sales, 1-3Q 2019

#	Distributor	Market share in gross sales, %		Change in gross sales 1-3Q 2019/1-3Q 2018, %
		1-3Q 2019	1-3Q 2018	
1	Protek	13,7%	14,8%	0,4%
2	Pulse	13,0%	12,8%	10,4%
3	Katren	12,6%	14,3%	-4,4%
4	Pharmkomplekt	5,2%	4,5%	25,3%
5	R-Pharm	5,0%	4,2%	30,3%
6	FK Grand Kapital	4,1%	3,8%	17,0%
7	BSS	3,5%	3,4%	13,5%
8	Profitmed	2,93%	2,85%	11,6%
9	Asfadis	2,48%	2,55%	10,0%
10	GDP	2,45%	2,50%	6,1%
Total		64,9%	65,6%	12,0%

**In Q2 2019 «Asfadis» distributors association was established, which included 7 regional companies: Accentmed, Avikon FC, Lesan Pharma, Alenfarma, Asti Plus, Donsky Hospital, Asti.
Source: based on data from distributors participating in the rating



TOP-10 distributors on the budget market, 1-3Q 2019

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-3Q 2019	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	72%
2	Pharmstandard**	-	-	0,800	-
3	BSS	National	S.Petersburg	0,426	44%
4	Irvin 2	Regional	Moscow	0,415	94%
5	Protek	National	Moscow	0,286	8%
6	GC Euroservice	Interregional	Moscow	0,283	72%
7	Farmimex *	-	-	0,173	-
8	Severo-zapad	Interregional	Moscow	0,129	95%
9	Pharmacevt	Interregional	Rostov-on-Don	0,110	54%
10	BIOTEC*	-	-	0,085	-

*Expert assessment

**Data based on analysis of IQVIA tender base

Source: IQVIA, based on data from distributors participating in the rating



TOP-10 distributors on the market of secondary sales, 1-3Q 2019

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-3Q 2019	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	21%
2	Pharmkomplekt	National	N.Novgorod	0,749	15%
3	FK Grand Kapital	National	Moscow	0,532	14%
4	Protek	National	Moscow	0,498	4%
5	Pulse	National	Khimki	0,446	4%
6	Pharmacevt	Interregional	Rostov-on-Don	0,391	56%
7	BSS	National	S.Petersburg	0,385	12%
8	Asfadis	Interregional	Moscow	0,306	13%
9	Katren	National	Novosibirsk	0,302	3%
10	Profitmed	Interregional	Moscow	0,296	17%

Rating of Russian pharmacy chains 1-3Q 2019

TOP-10 pharmacy chains and pharmacy associations by sales of drugs (excluding reimbursement drugs supply), 1-3Q 2019



#	Category	Regions	Pharmacy Chain / Pharmacy Association	Number of stores (1 October 2019)	Market share of pharmacy chain on the retail market, drugs only, 1-3Q 2019, %	Change in drug sales 1-3Q 2019/1-3Q 2018, %	The indicator of the relative sales of drugs, 1-3Q 2019 (relative to the leading audited company)	Average check, rub.	The rank of gross sales, 1-3Q 2019 (relative to the leading audited company)
1	Fed.	81	ASNA	8 744	14,0%	6,9%	2,139	324	-
2	Fed.	53	Rigla ¹	2 676	6,5%	15,8%	1,000	525	1
3	Fed.	39	Erkafarm ²	1 178	5,4%	0,6%	0,832	-	2
5	Fed.	8	Pharmacy chain 36,6 ⁴	1 382	4,69%	8,0%	0,717	725	3
4	Intr.	27	Iris ³	1 607	4,0%	14,5%	0,607	-	6
6	Fed.	10	Neo-farm	694	3,95%	28,9%	0,605	661	4
7	Fed.	35	Vita (Samara)	1 721	3,77%	39,3%	0,577	476	5
8	Fed.	44	April	1 452	3,41%	24,6%	0,521	479	7
9	Fed.	46	Planeta zdorov'ya*	1 739	2,94%	15,8%	0,450	-	8
10	Fed.	8	Farmland	1 258	2,54%	21,9%	0,388	489	9
Total:				22 451	51,2%	17,6%			

Fed. - federal; Intr. - interregional; Reg. - regional

*Expert assessment

1Including OZ, Zhivika and DOMfarma

2Including Including Doktor Stoletov, Ozerki, Raduga, Pervaya pomoshch', Ladushka, Khoroshaya apteka, Vashe zdorov'ye, Farmvolga, Narodnaya apteka, Novaya apteka, MosApteka, Ozerki u doma, Samson-pharma

3Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoy doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiye apteki, Novuyu apteka and Minitsen

4Including AVE Group; Gorzdrav; A5 Group and Kalina-Pharm

Source: based on data from pharmacy chains and pharmacy associations participating in the rating

TOP-10 pharmacy chains by gross sales (excluding reimbursement drugs supply), 1-3Q 2019



#	Pharmacy Chain	The indicator of the relative gross sales of drugs, 1-3Q 2019	Change in gross sales 1-3Q 2019/ 1-3Q 2018, %
1	Rigla ¹	1,000	15,5%
2	Erkafarm ²	0,803	0,5%
3	Pharmacy chain 36,6 ⁴	0,656	2,7%
4	Neo-farm	0,546	28,8%
5	Vita (Samara)	0,534	37,7%
6	Iris ³	0,533	12,3%
7	April	0,497	24,6%
8	Planeta zdorov'ya*	0,444	22,8%
9	Farmland	0,377	21,6%
10	Melodiya zdorov'ya ⁵	0,255	57,0%

Fed. - federal; Intr. - interregional; Reg. -regional

*Expert assessment

1Including OZ, Zhivika and DOMfarma

2Including Including Doktor Stoletov, Ozerki, Raduga, Pervaya pomoshch', Ladushka, Khoroshaya apteka, Vashe zdorov'ye, Farmvolga, Narodnaya apteka, Novaya apteka, MosApteka, Ozerki u doma, Samson-pharma

3Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoy doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiy apteki, Novuyu apteka and Minitsen

4Including AVE Group; Gorzdrav; A5 Group and Kalina-Pharm

5Including own pharmacies, excluding franchising and partners

Source: based on data from pharmacy chains and pharmacy associations participating in the rating



TOP-6 pharmacy associations and service platforms by sales of drugs (excluding reimbursement drugs supply), 1-3Q 2019

#	Pharmacy Association / Service Platform	Head Office	Number of stores (1 October 2019)	Market share of pharmacy association on the retail market, drugs only, 1-3Q 2019, %	Change of drug sales 1-3Q 2019/1-3Q 2018, %	The indicator of the relative sales of drugs, 1-3Q 2019
1	ASNA	Moscow	8 744	13,98%	6,9%	1,000
2	ProApteka	Moscow	5 755	8,69%	19,0%	0,539
3	MFU ⁷	S.Petersburg	3 908	2,16%	63,6%	0,152
4	Sozvezdiye	Moscow	2 734	2,16%	153,4%	0,143
5	VESNA ⁸	S.Petersburg	1 632	1,53%	17,4%	0,111
6	Zdravcity	Moscow	15 664	0,17%	313,3%	0,013

⁷MedPharm Unity

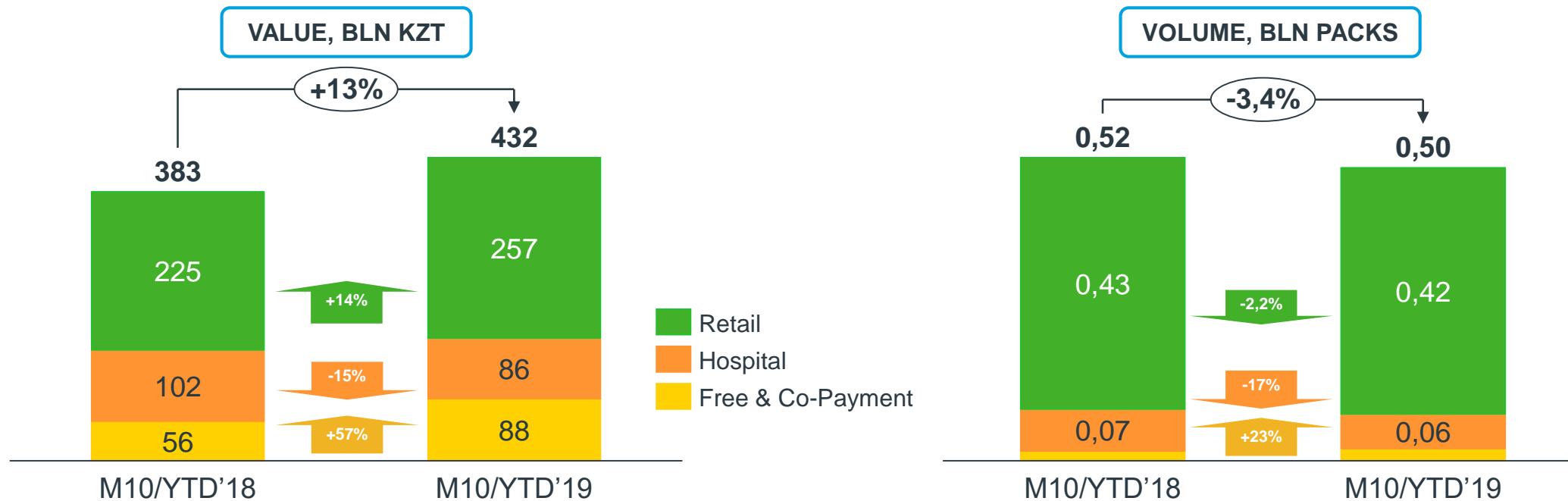
⁸All-Russian United Commonwealth of Independent Drugstores

Source: based on data from pharmacy associations and service platform participating in the rating



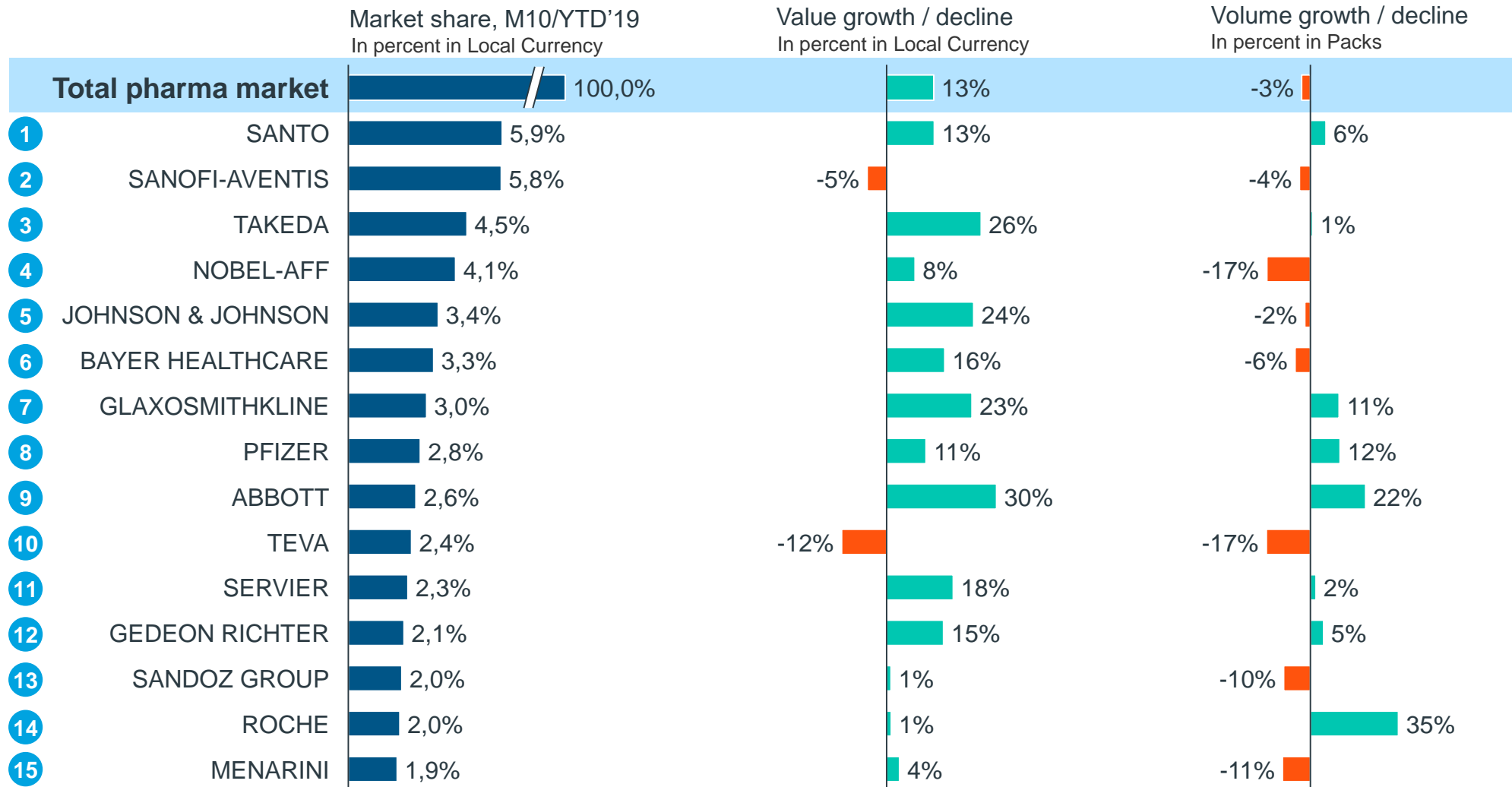
Kazakhstan pharma market growth in January-October 2019

Market grew by 13% in value and decreased by 3,4% in volume



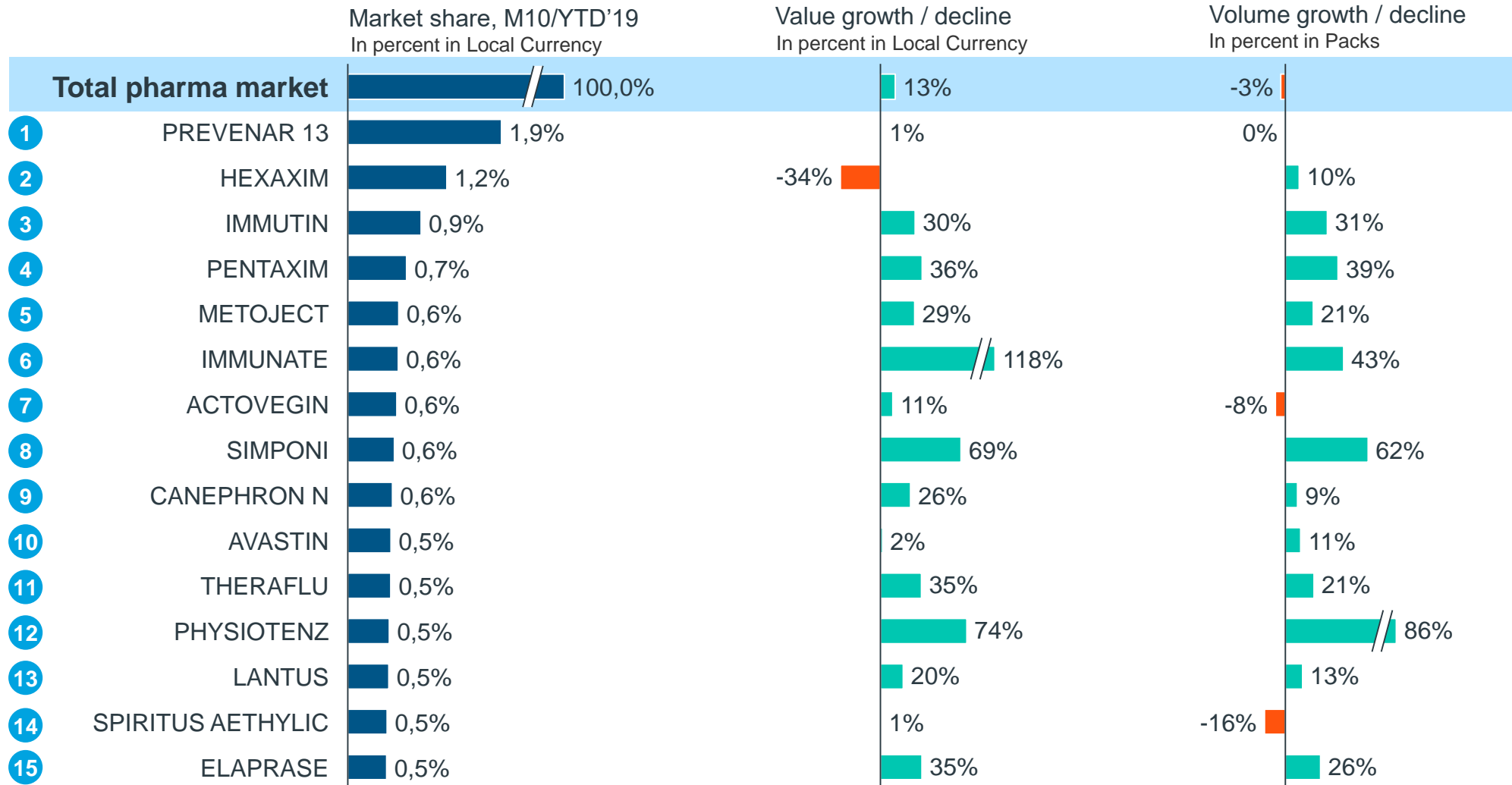
Indicator	KZT	USD	EUR	PACKS
Value M10/YTD'19, Bln.	432	1,13	1,01	0,50
Growth M10/YTD'19%	▲ 13%	▲ 0,3%	▲ 6%	▼ -3,4%

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





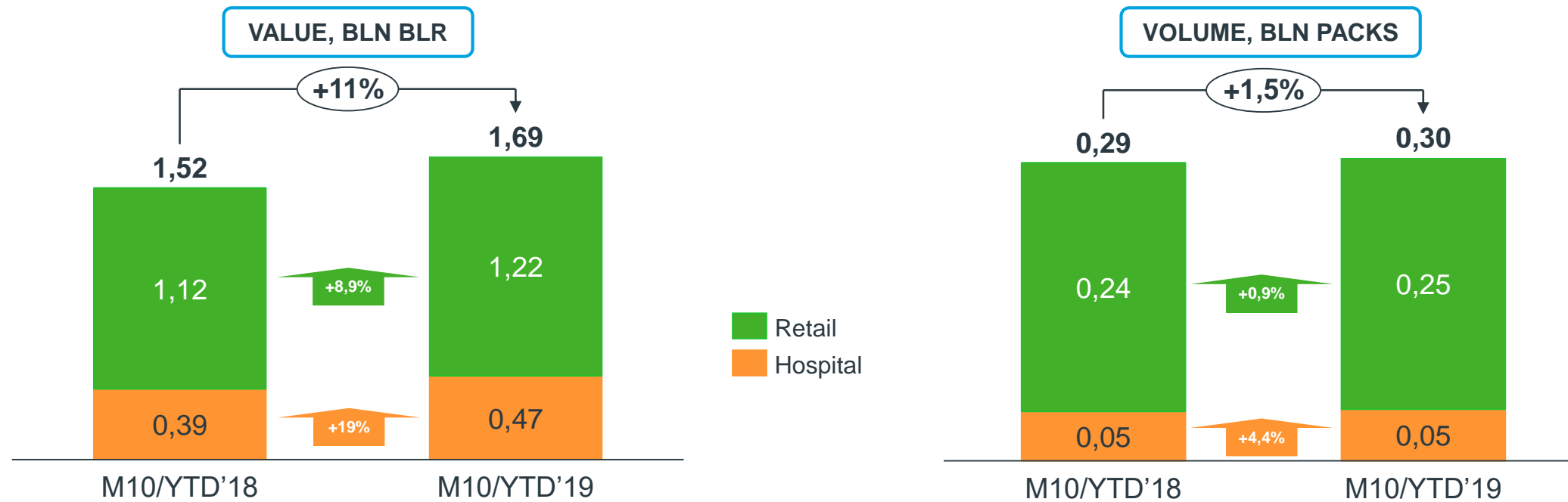
TOP-15 brands on Kazakhstan market, January-October 2019





Belarus pharma market growth in January-October 2019

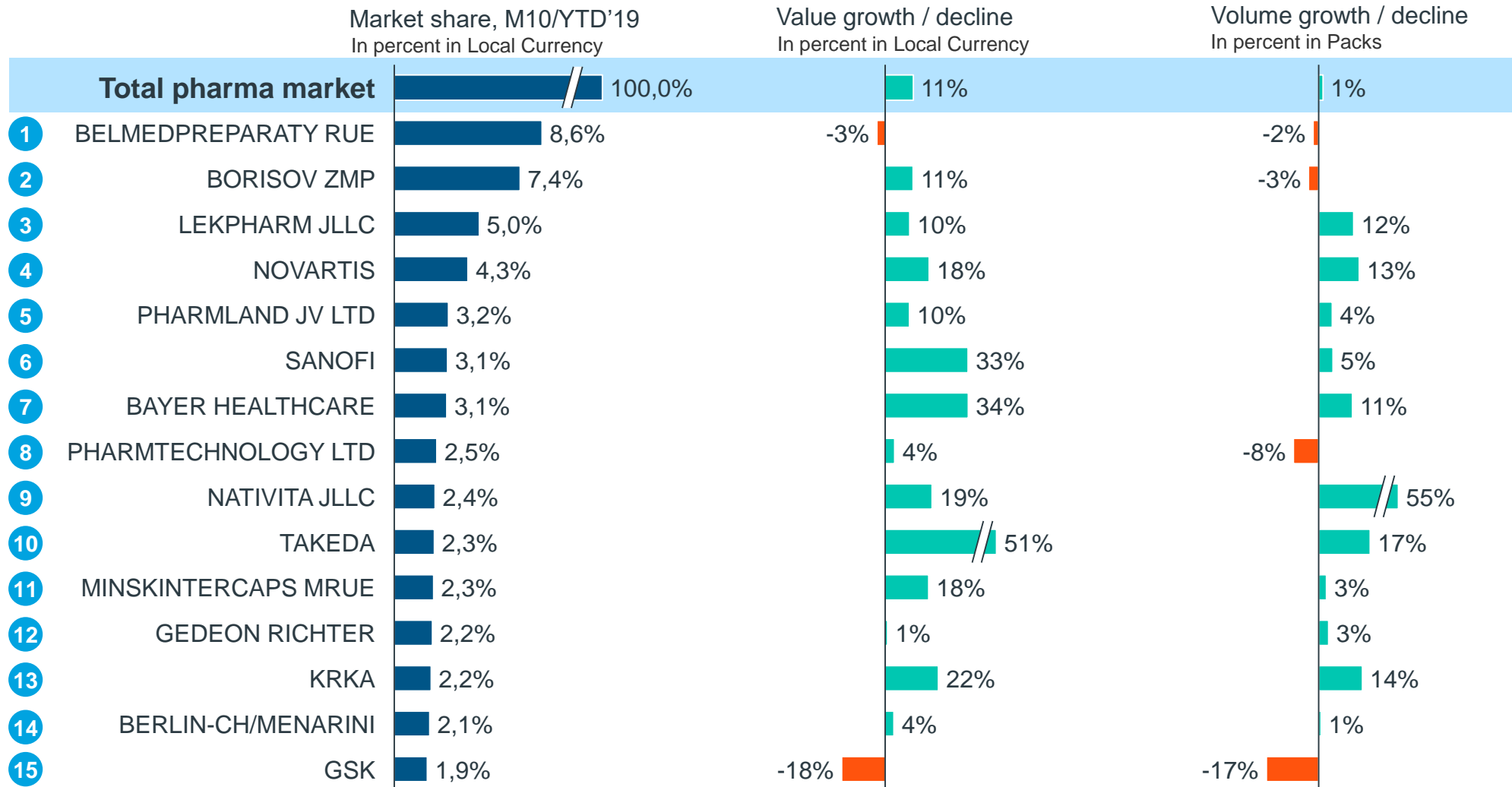
Market grew by 11% in value and by 1,5% in volume



Indicator	BLR	USD	EUR	PACKS
Value M10/YTD'19, Bln.	1,69	0,81	0,72	0,30
Growth M10/YTD'19%	▲ 11%	▲ 7,4%	▲ 14%	▲ 1,5%

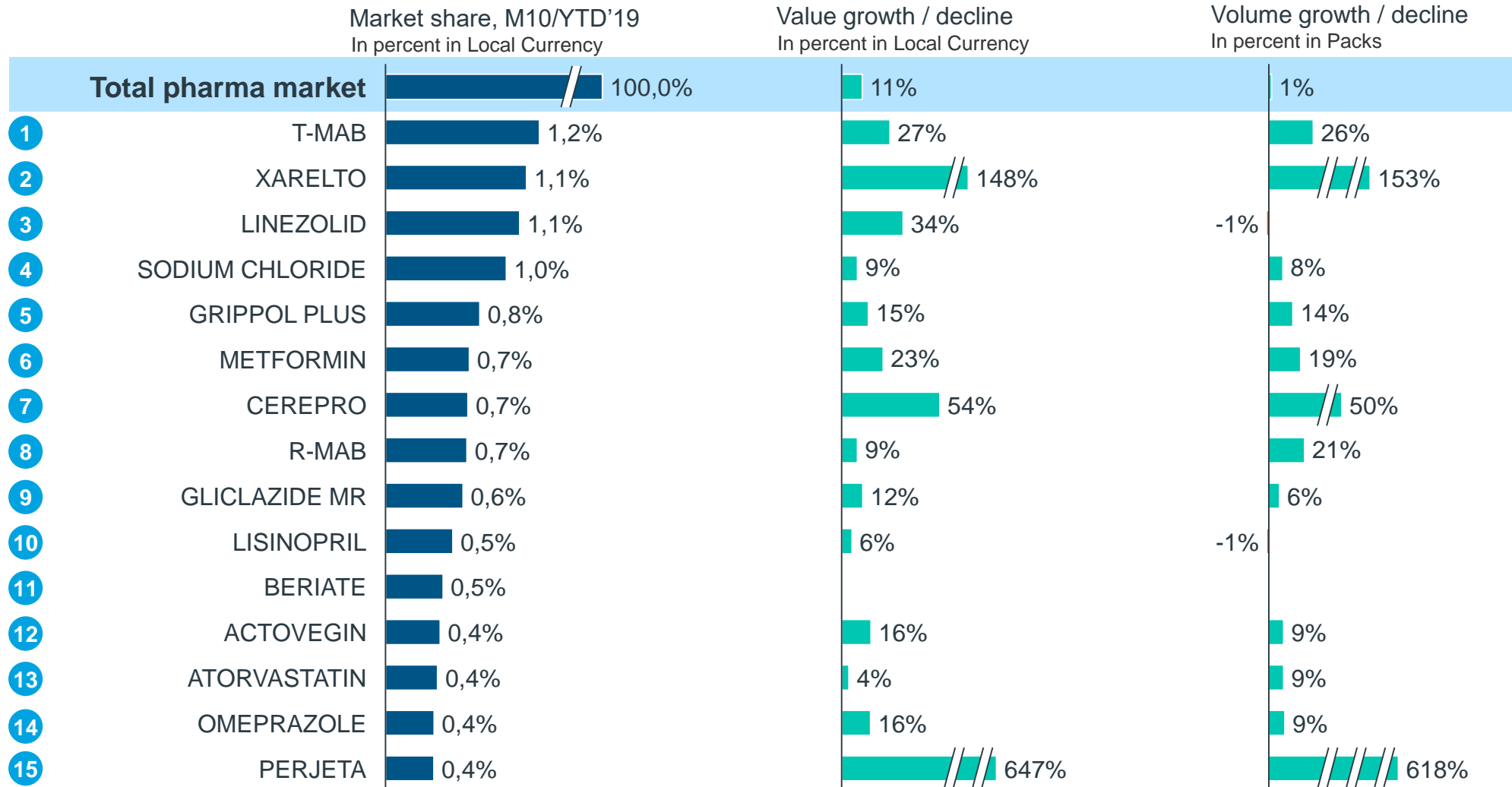


TOP-15 corporations on Belarus market, January-October 2019





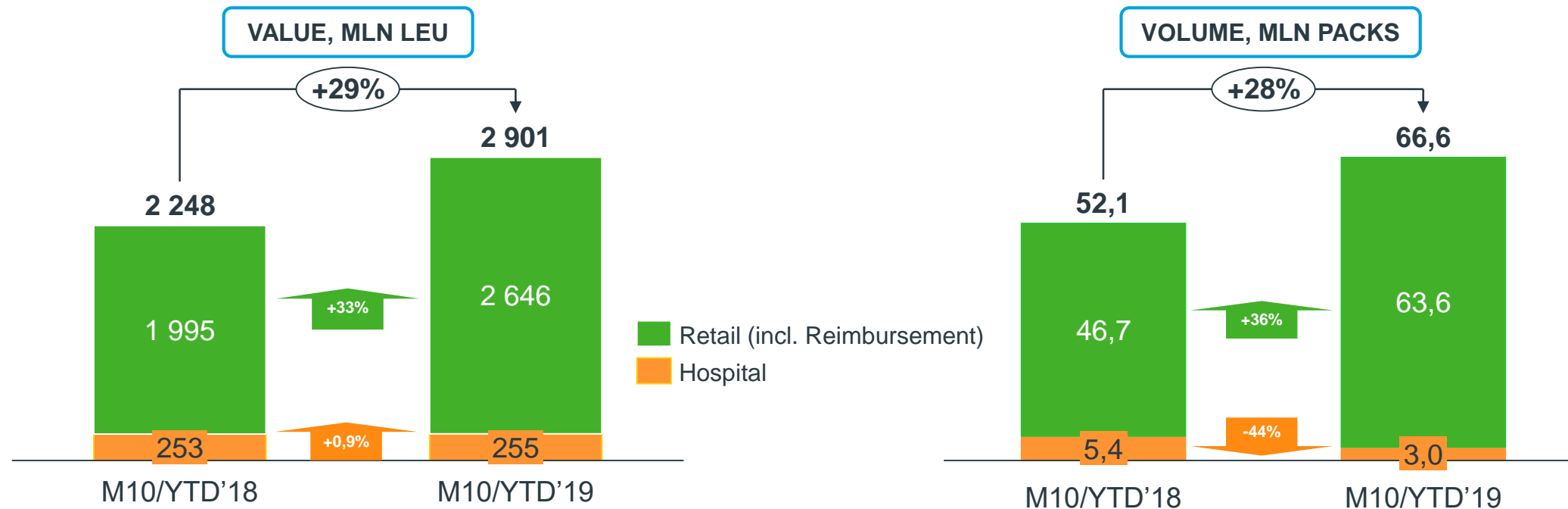
TOP-15 brands on Belarus market, January-October 2019





Moldova pharma market growth in January-October 2019

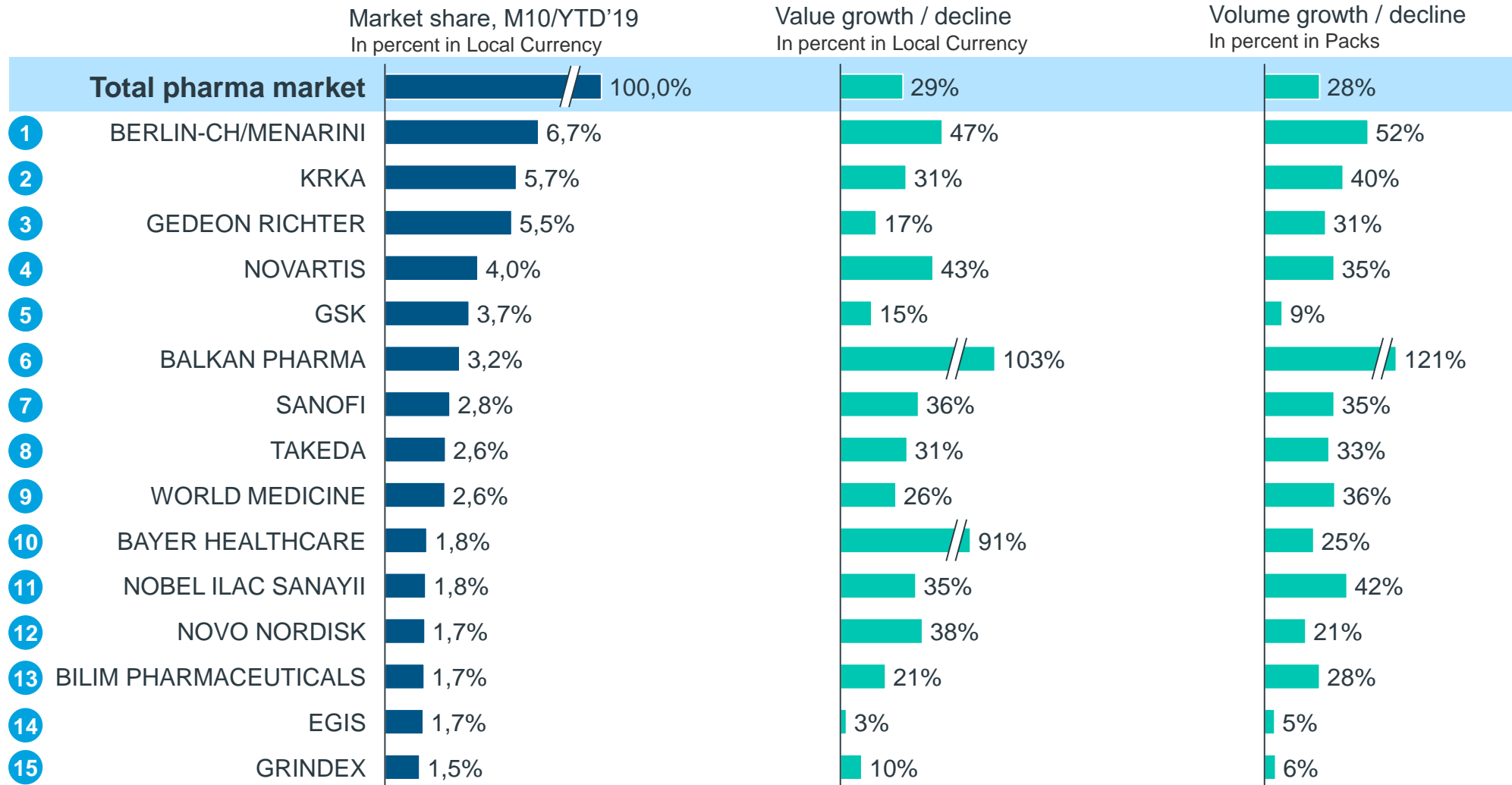
Market grew by 29% in value and by 28% in volume



Indicator	LEU	USD	EUR	PACKS
Value M10/YTD'19, Mln.	2 901	165	147	67
Growth M10/YTD'19%	▲ 29%	▲ 23%	▲ 30%	▲ 28%

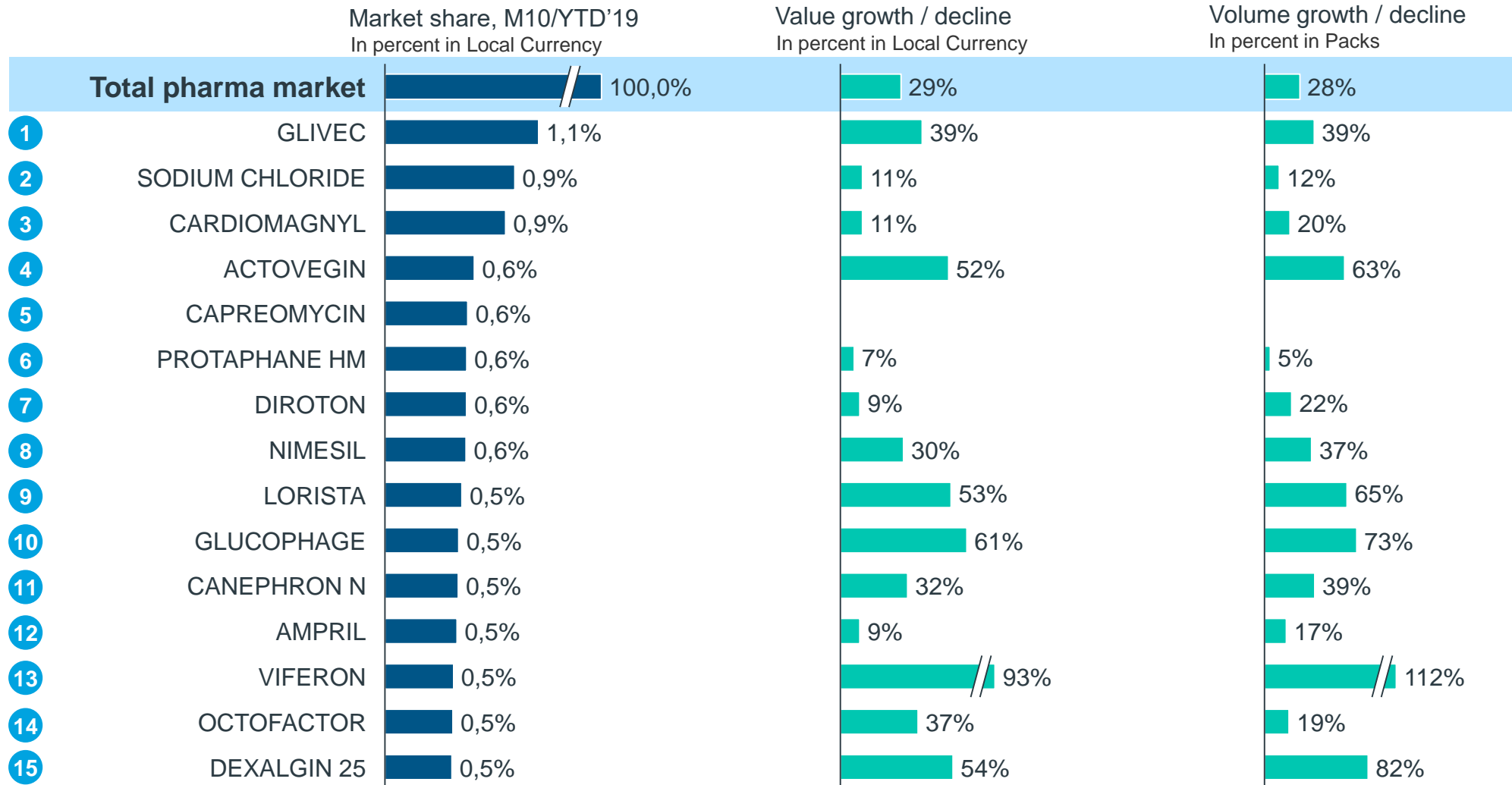


TOP-15 corporations on Moldova market, January-October 2019





TOP-15 brands on Moldova market, January-October 2019



Please Contact Us for More Information



Svetlana Nikulina
Sales Director

svetlana.nikulina@IQVIA.com
+7 499 272 05 00

Anton Kalyapin
Associate Director, Offering

Anton.Kalyapin@IQVIA.com
+7 499 272 05 00

Nadezhda Kalinich
Client Service Representative

Nadezhda.Kalinich@IQVIA.com
+7 499 272 05 00