



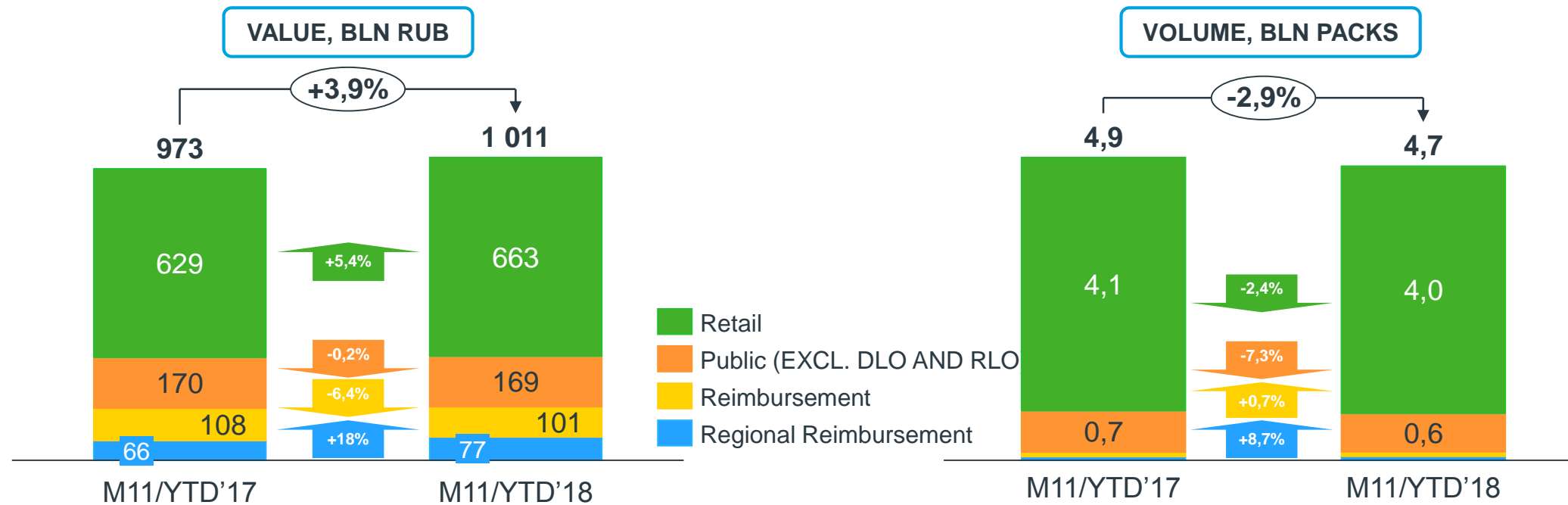
Facts from IQVIA

M11 2018



Russia pharma market growth in January-November 2018

Market grew by 3,9% in value and decreased by 2,9% in volume

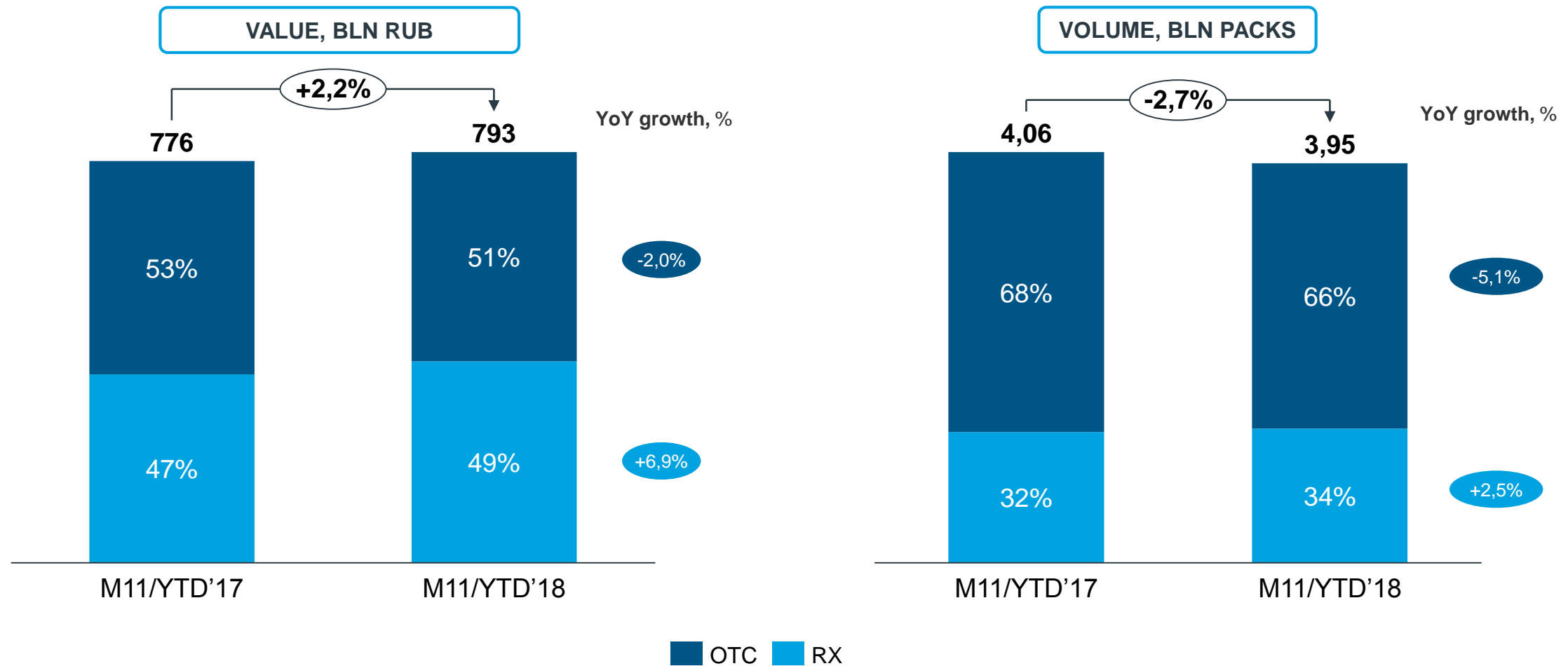


Indicator	RUB	USD	EUR	PACKS
Value M11/YTD'18, Bln.	1 011	16,2	13,7	4,7
Growth M11/YTD'18%	▲ 3,9%	▼ -2,8%	▼ -7,9%	▼ -2,9%



Russia pharma market growth in January-November 2018

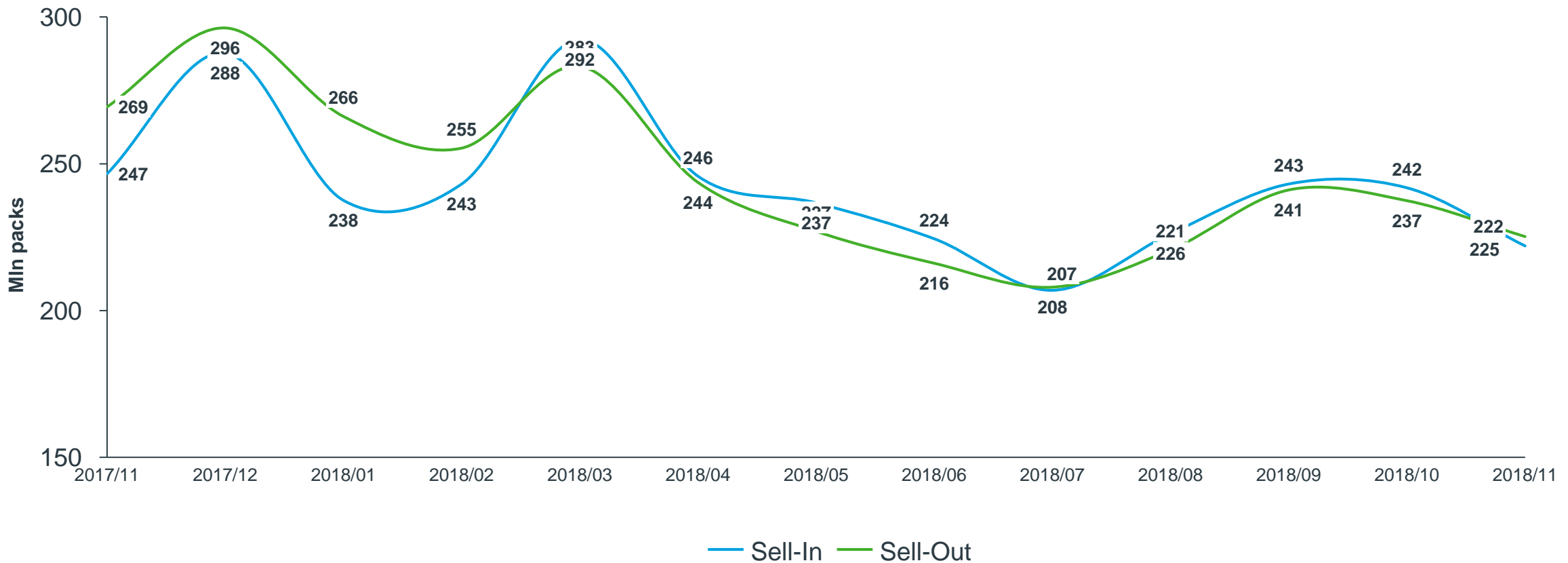
Retail Sell-Out: Market grew by 2,2% in value and decreased by 2,7% in volume





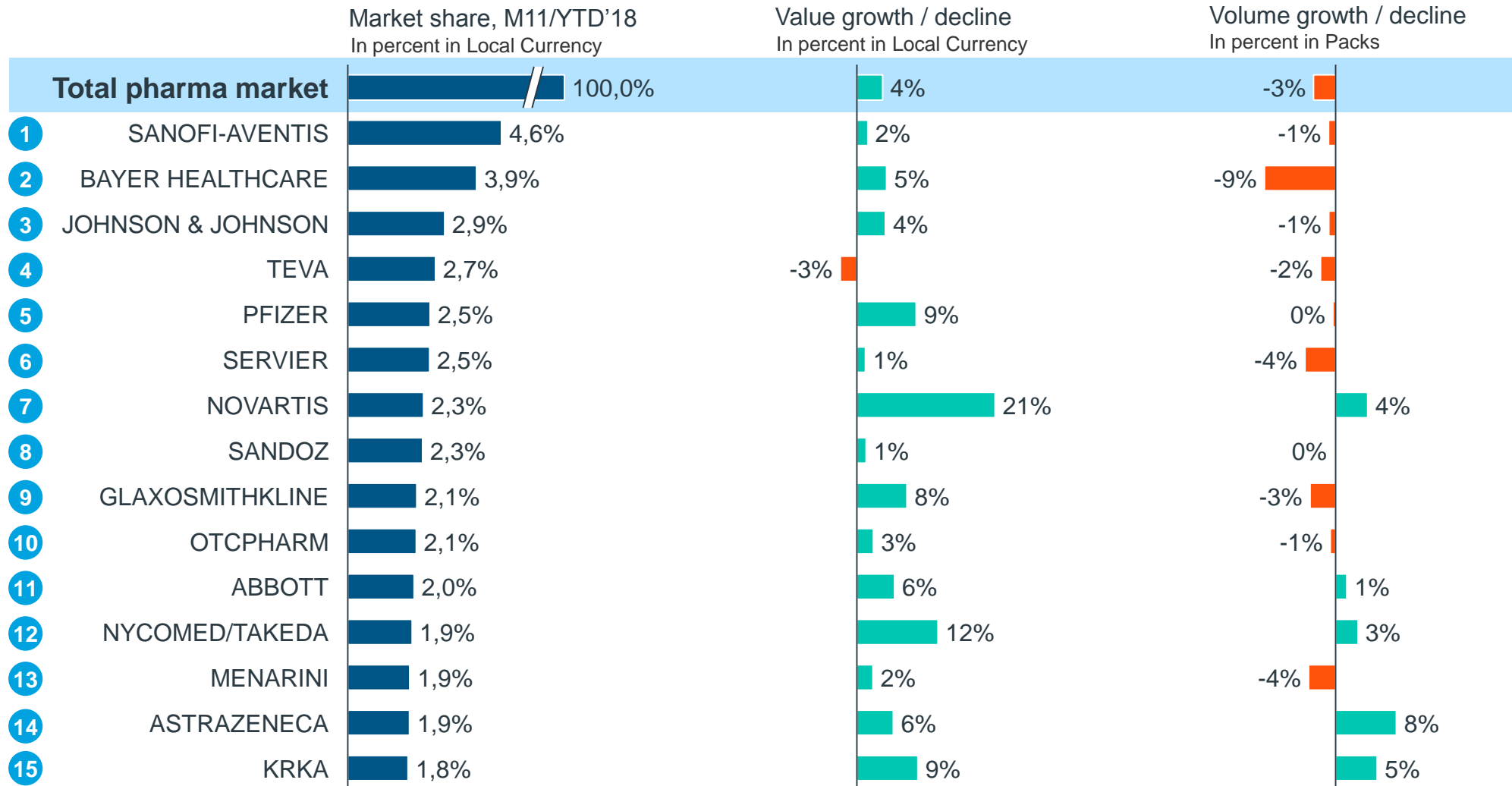
Sell-In vs Sell-Out, OTC registered drugs

Volume, mln packs



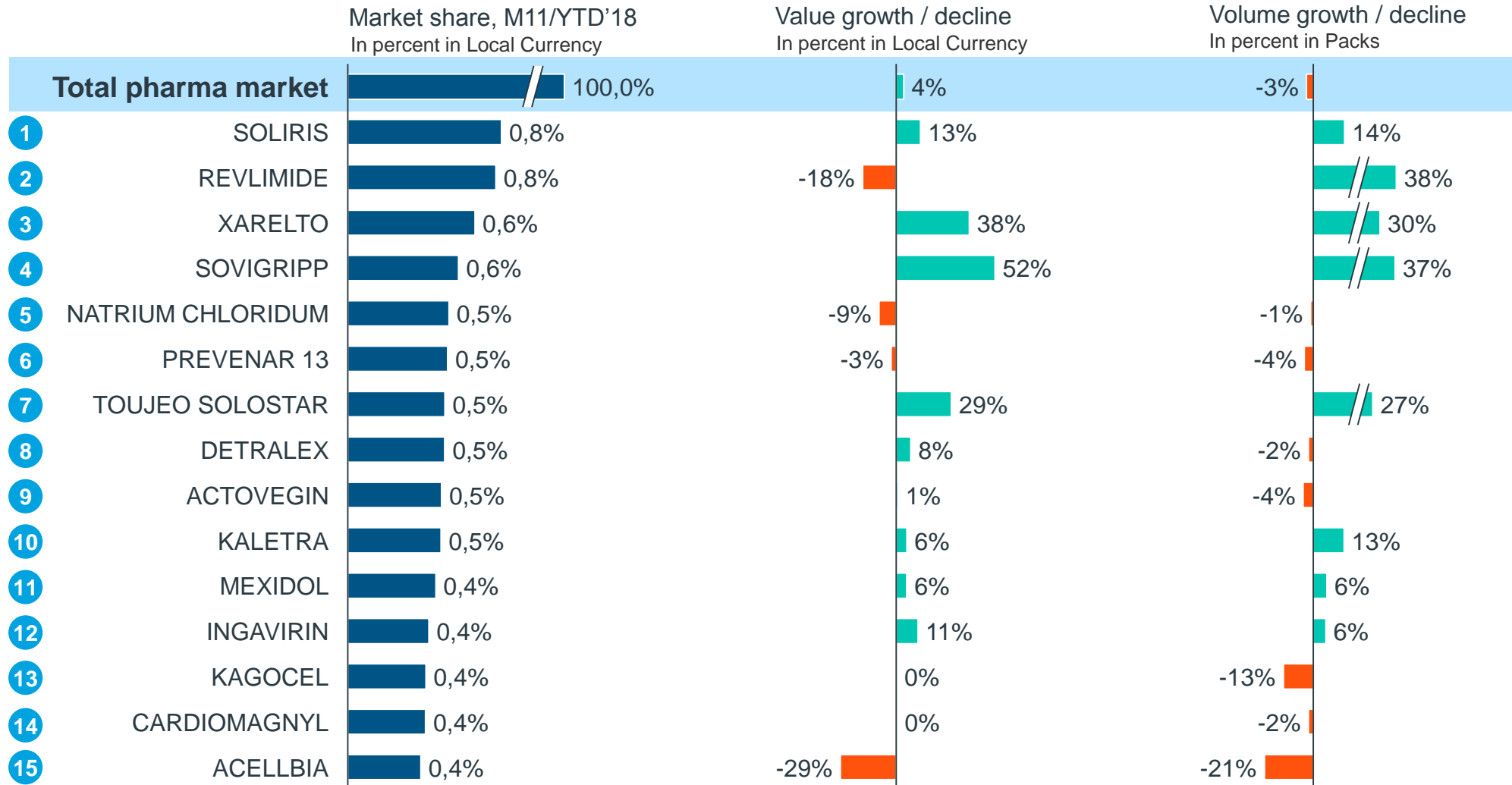


TOP-15 corporations on Russian market, January-November 2018

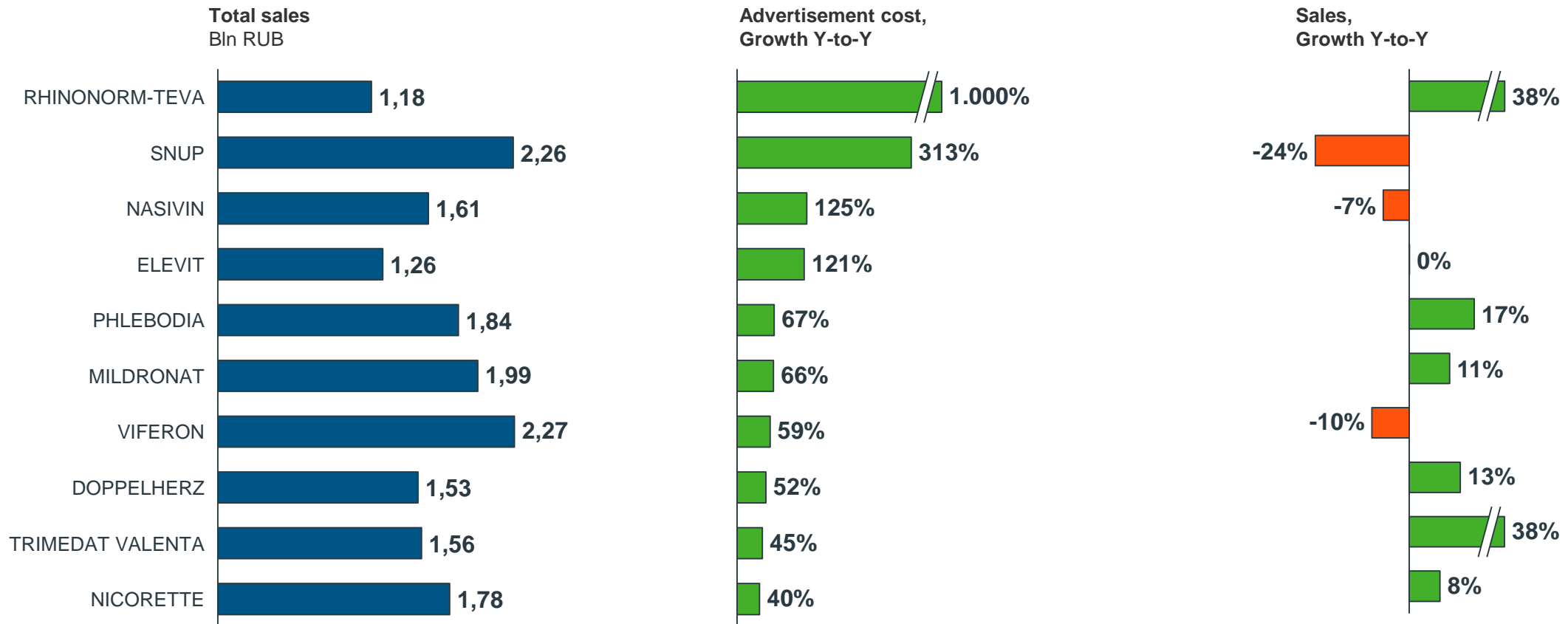




TOP-15 brands on Russian market, January-November 2018

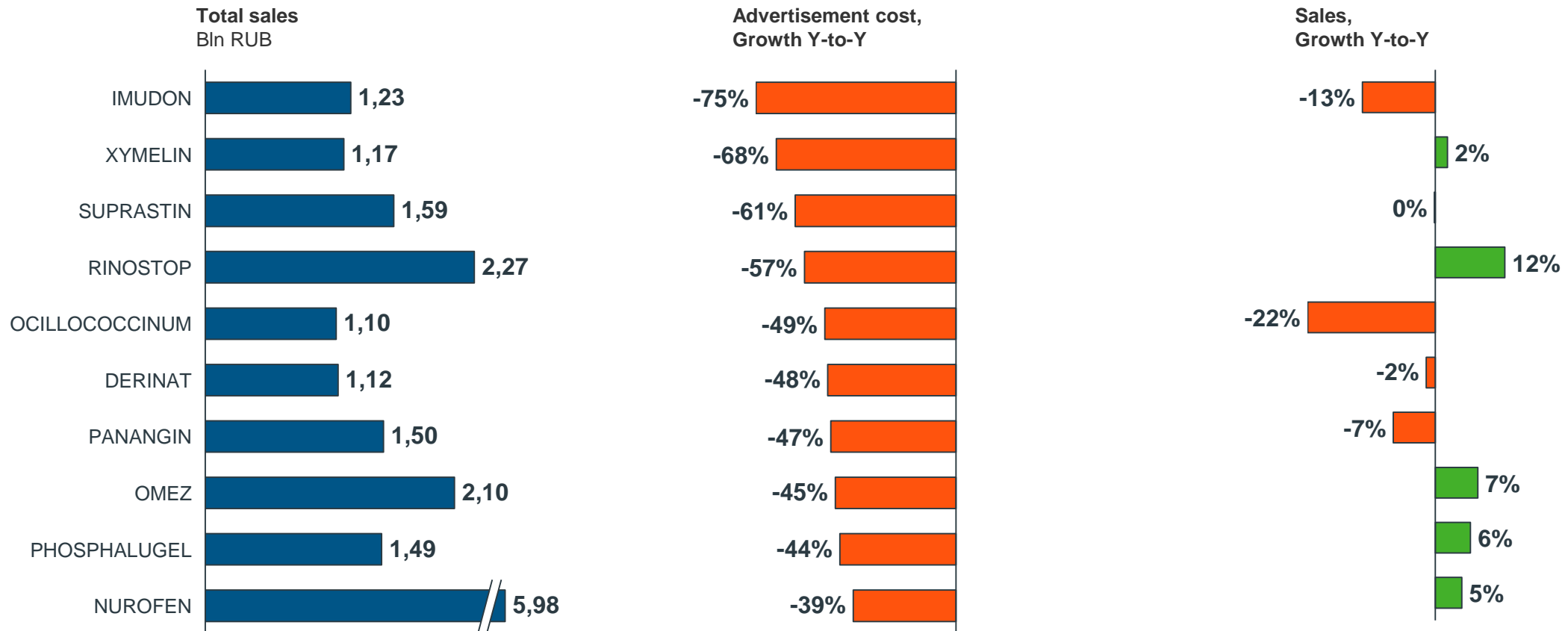


TOP-10 products by growth in advertisement investments in January-November 2018



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-November 2018

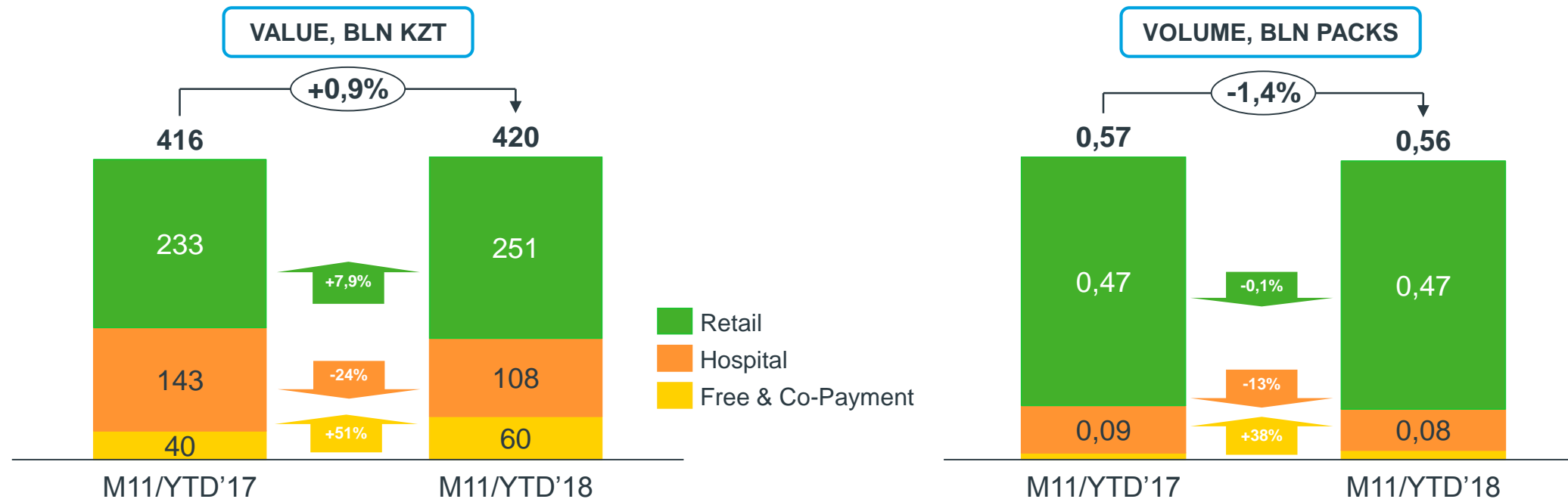


The rank is calculated among TOP-200 Brands by sales with advertising cost greater than 50 mln RUB
 Source: IQVIA databases. Pharmatrend, Mediascope data, FIN Prices



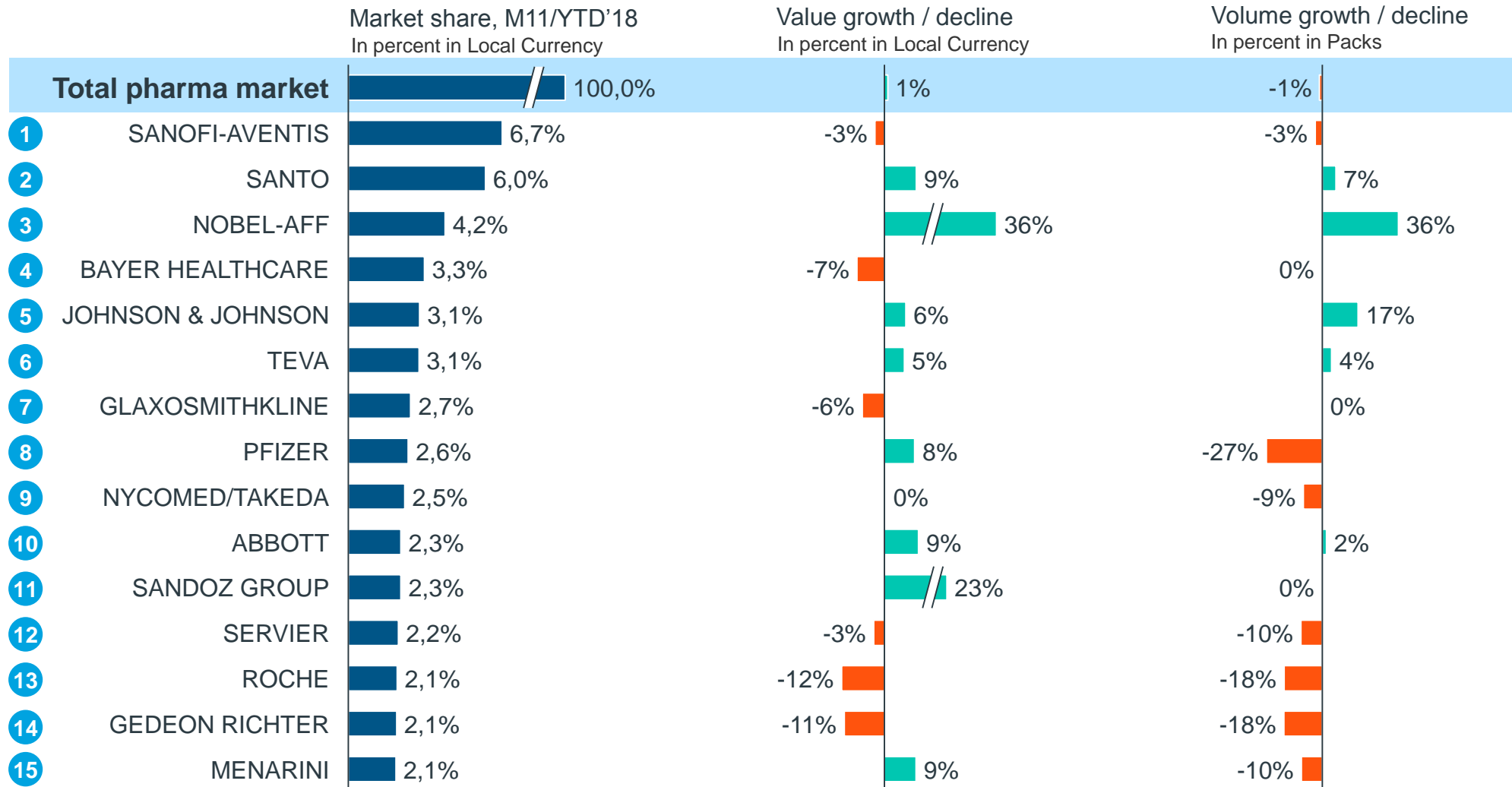
Kazakhstan pharma market growth in January-November 2018

Market grew by 0,9% in value and decreased by 1,4% in volume



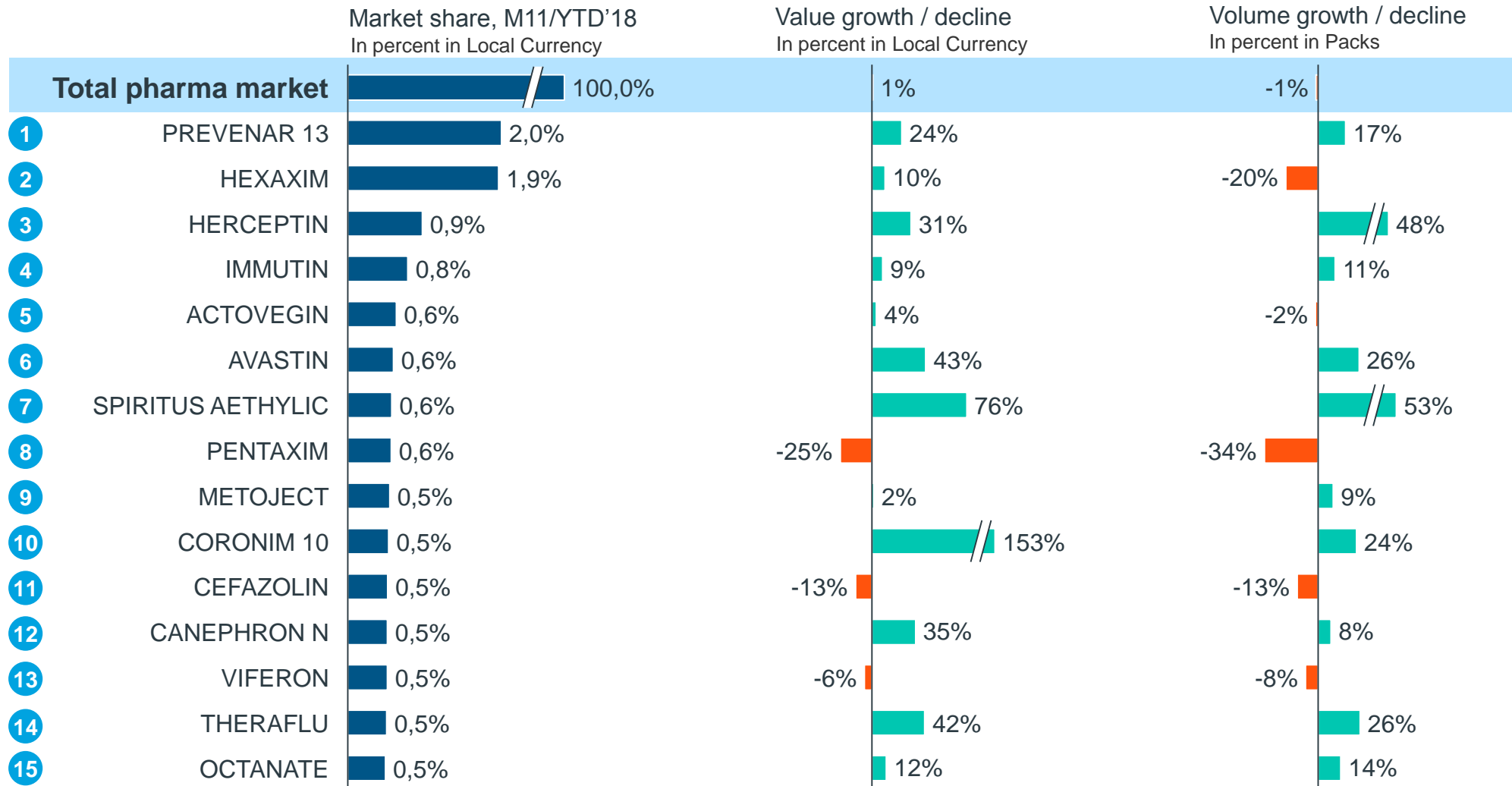
Indicator	KZT	USD	EUR	PACKS
Value M11/YTD'18, Bln.	420	1,23	1,03	0,56
Growth M11/YTD'18%	▲ 0,9%	▼ -4,3%	▼ -9,1%	▼ -1,4%

TOP-15 corporations on Kazakhstan market, January-November 2018





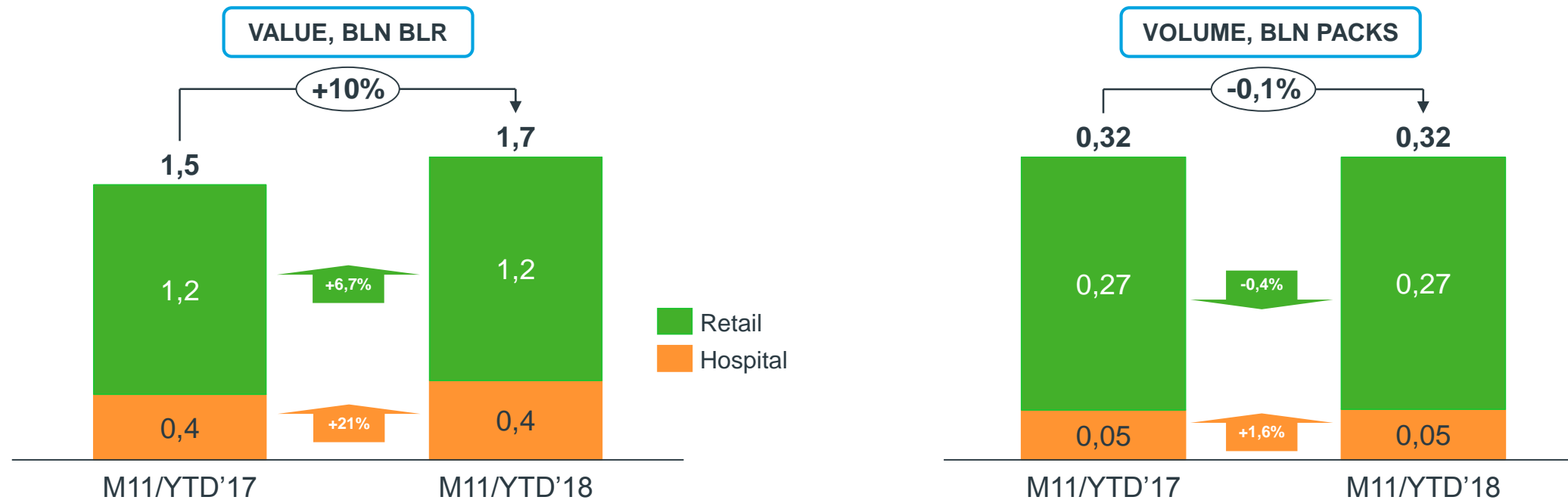
TOP-15 brands on Kazakhstan market, January-November 2018





Belarus pharma market growth in January-November 2018

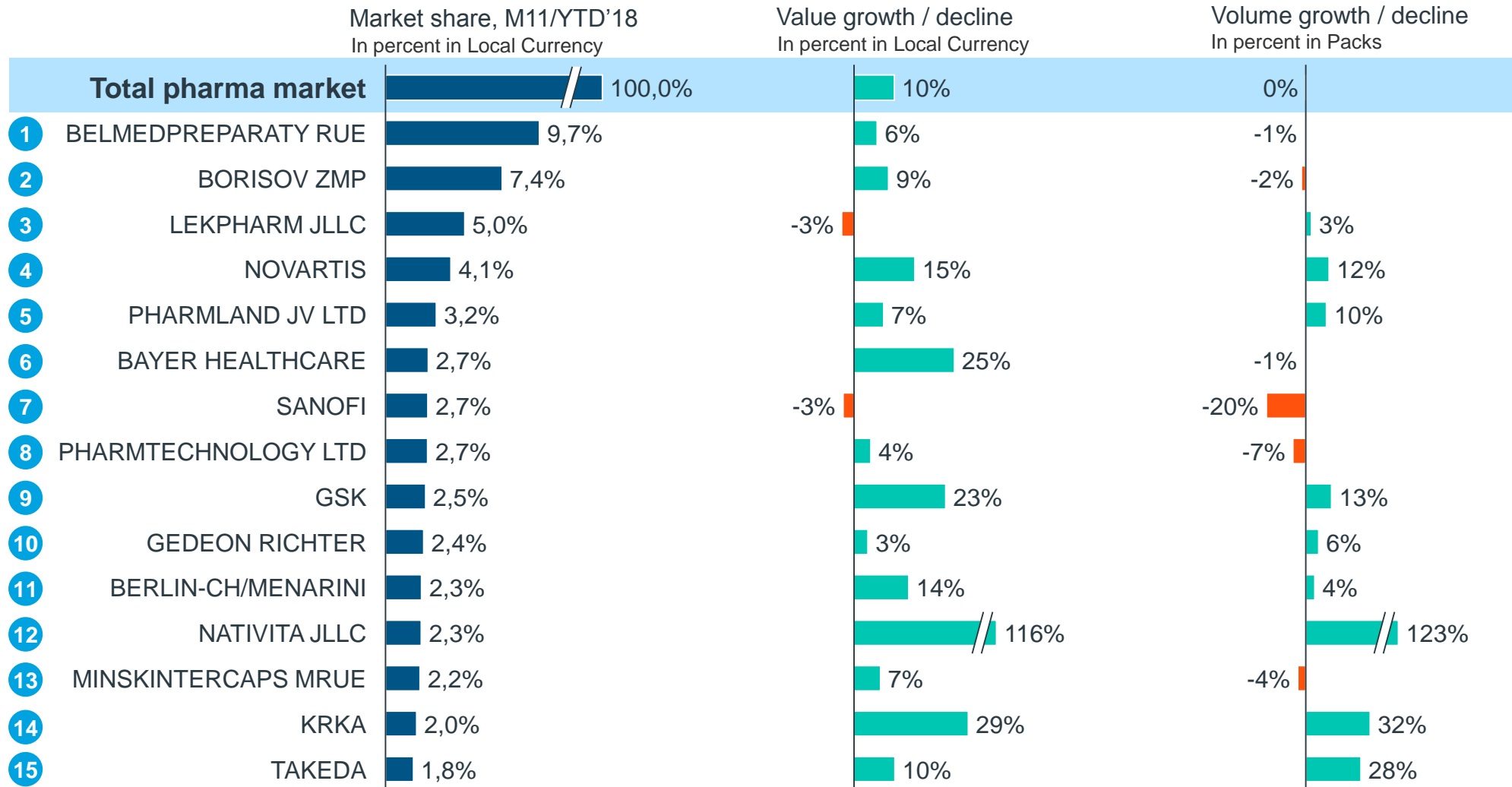
Market grew by 10% in value and decreased by 0,1% in volume



Indicator	BLR	USD	EUR	PACKS
Value M11/YTD'18, Bln.	1,68	0,83	0,70	0,32
Growth M11/YTD'18%	▲ 10%	▲ 4,6%	▼ -1,1%	▼ -0,1%

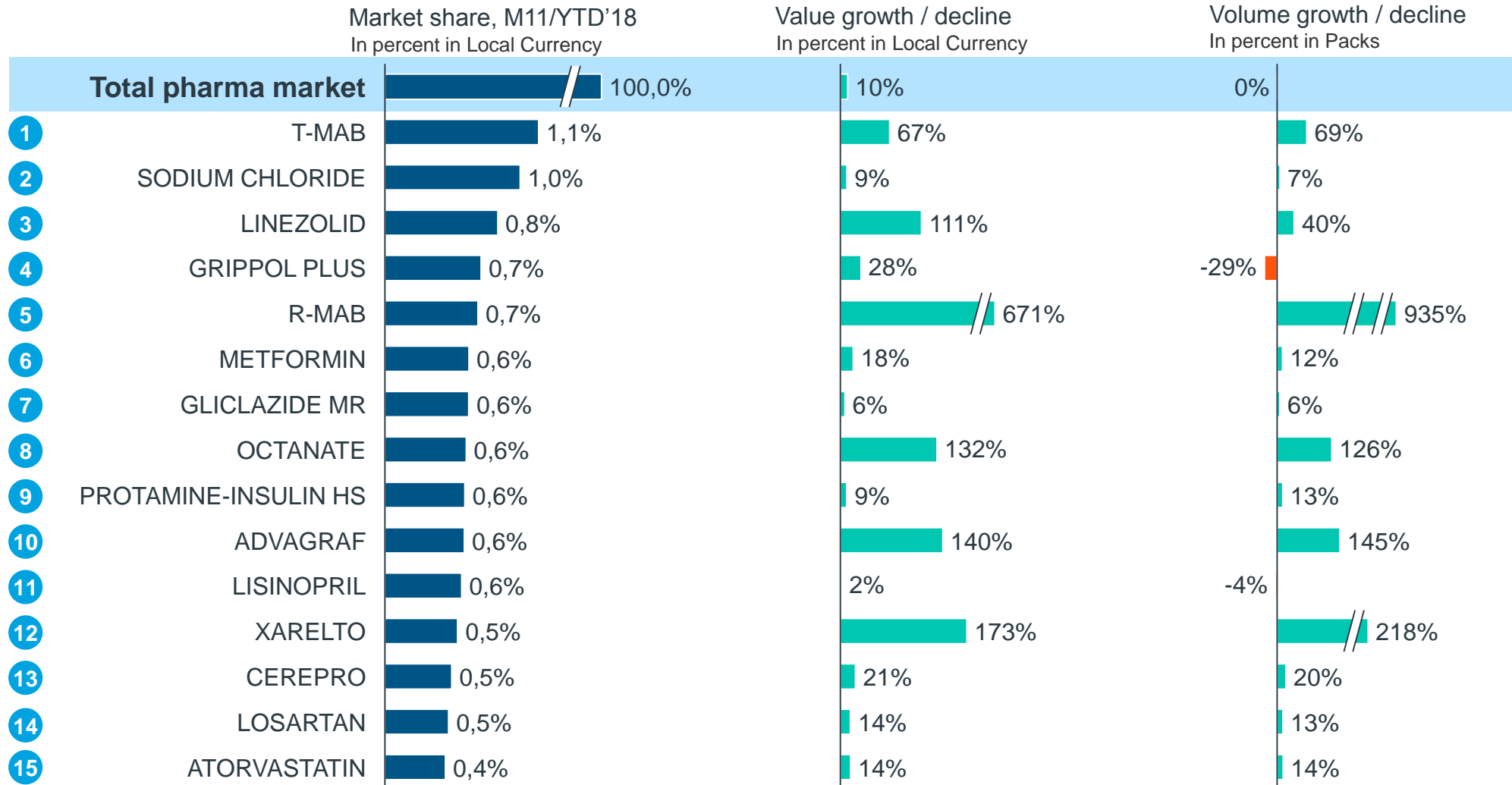


TOP-15 corporations on Belarus market, January-November 2018





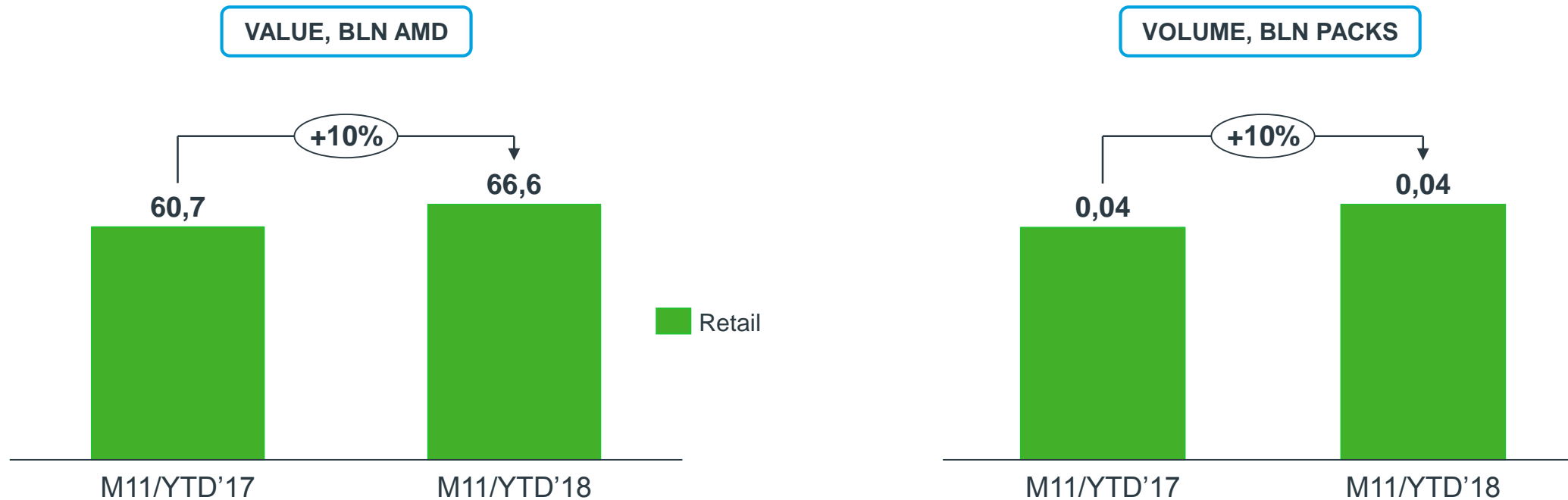
TOP-15 brands on Belarus market, January-November 2018





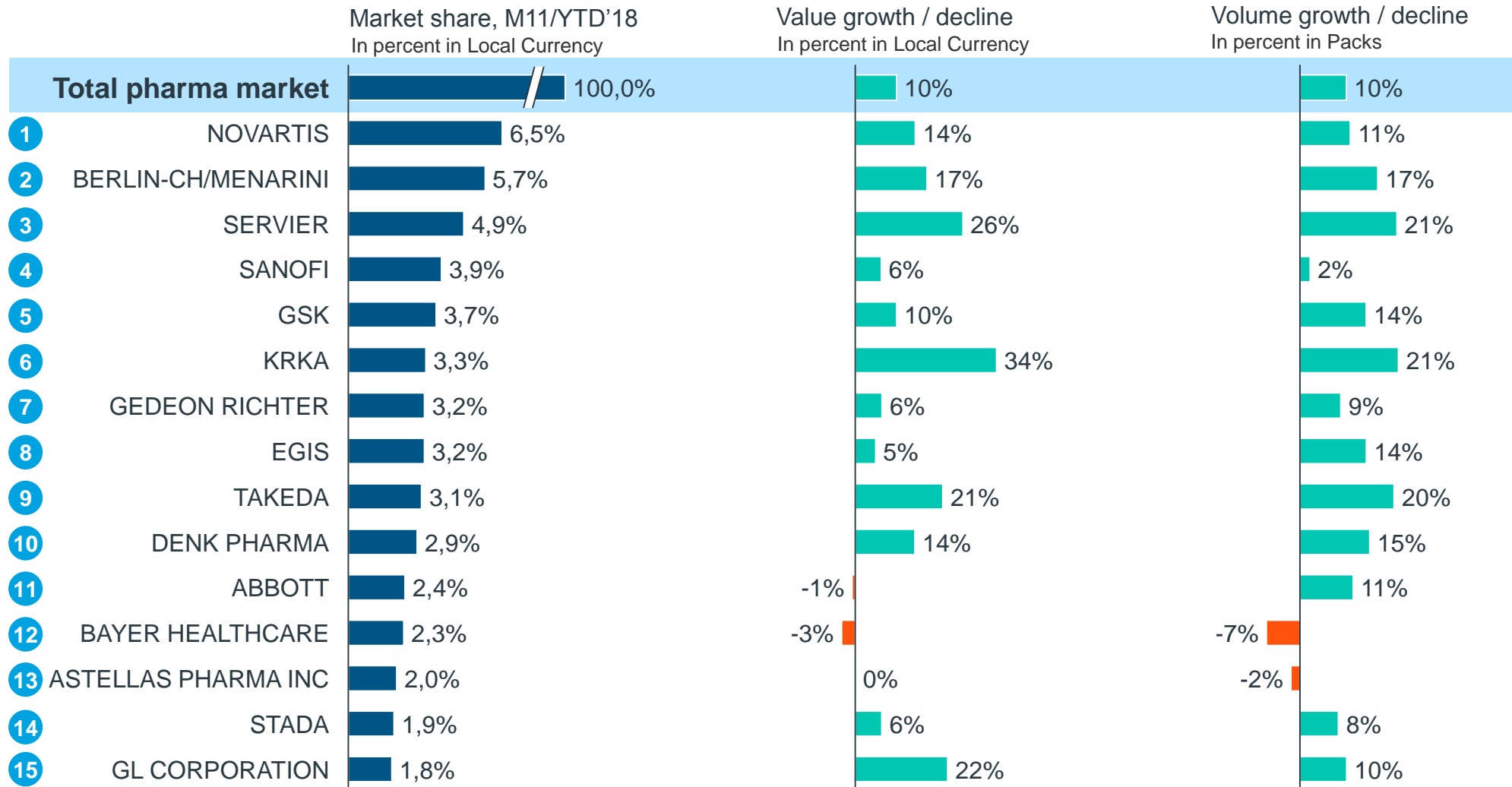
Armenia pharma market growth in January-November 2018

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



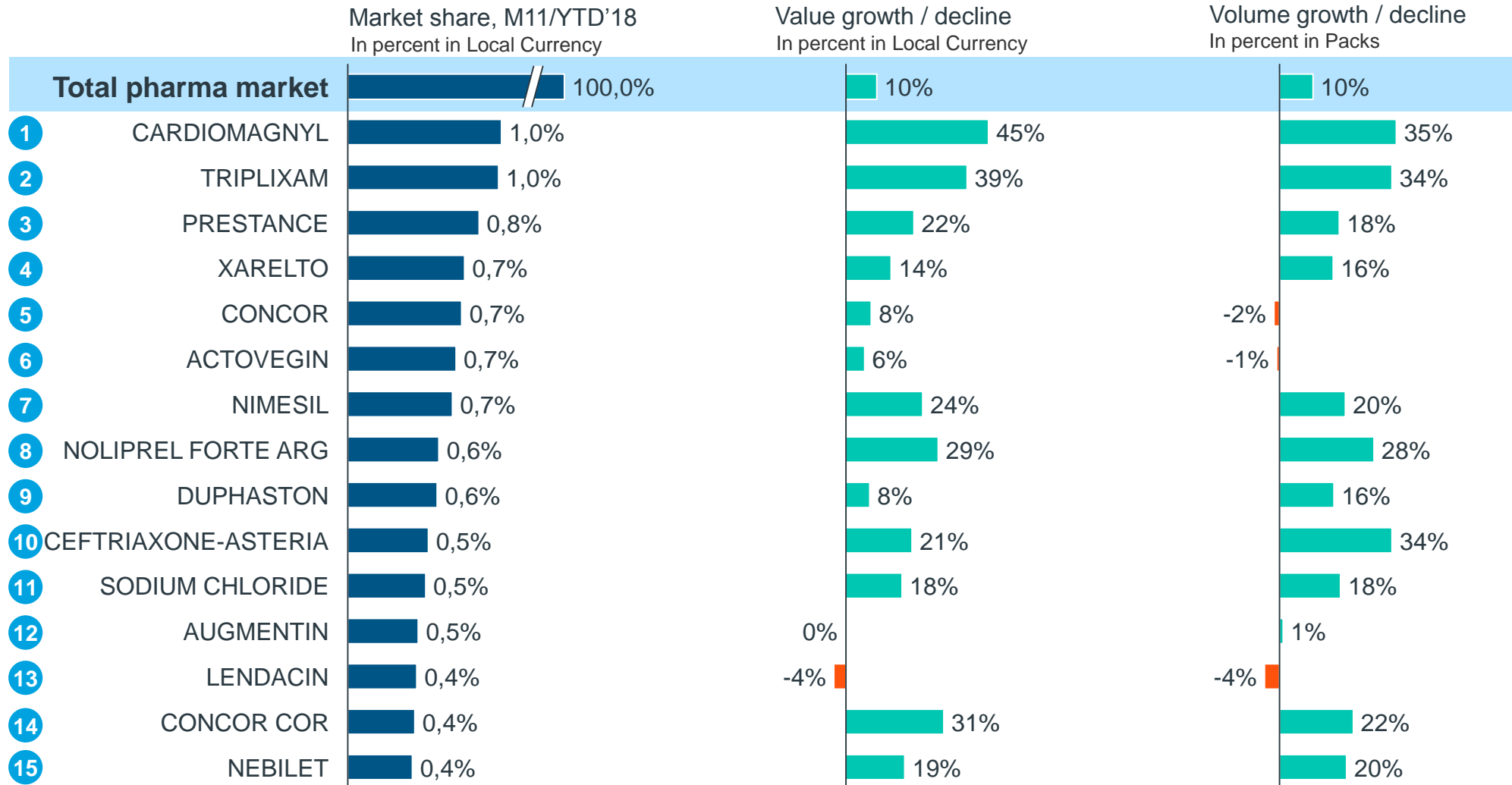
Indicator	AMD	USD	EUR	PACKS
Value M11/YTD'18, Bln.	66,6	0,1	0,1	0,04
Growth M11/YTD'18%	▲ 10%	▲ 10%	▲ 4,2%	▲ 10%

TOP-15 corporations on Armenia market, January-November 2018





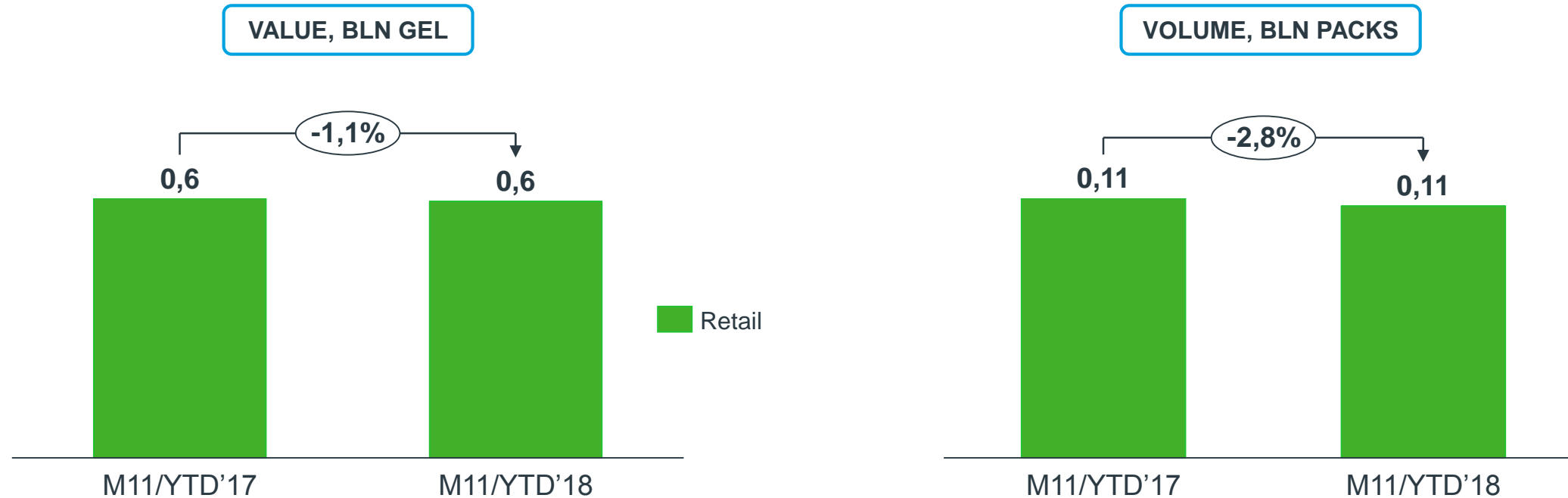
TOP-15 brands on Armenia market, January-November 2018





Georgia pharma market growth in January-November 2018

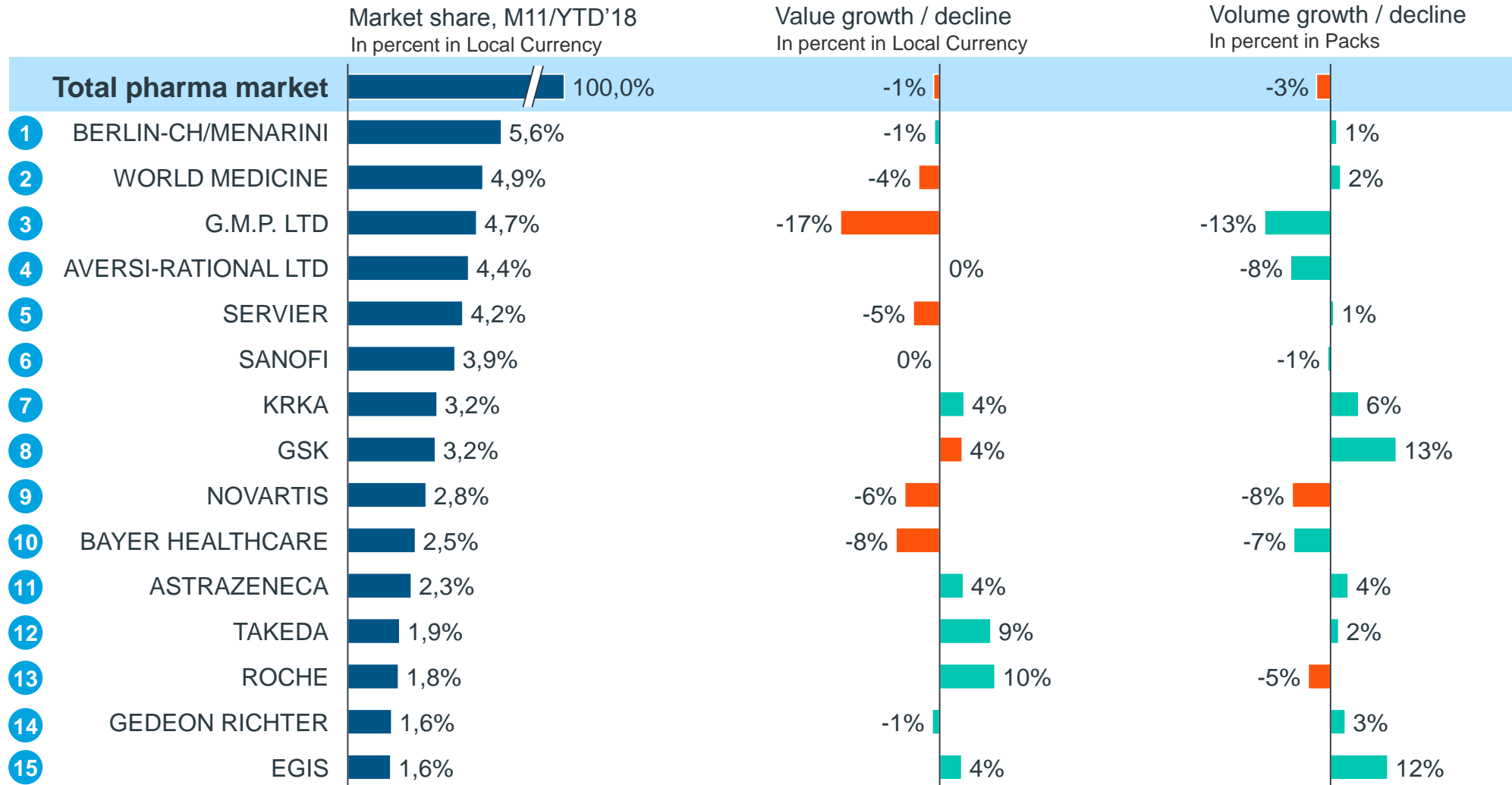
Market decreased by 1,1% in value and by 2,8% in volume



Indicator	GEL	USD	EUR	PACKS
Value M11/YTD'18, Bln.	0,6	0,2	0,2	0,11
Growth M11/YTD'18%	▼ -1,1%	▼ -1,5%	▼ -7,1%	▼ -2,8%

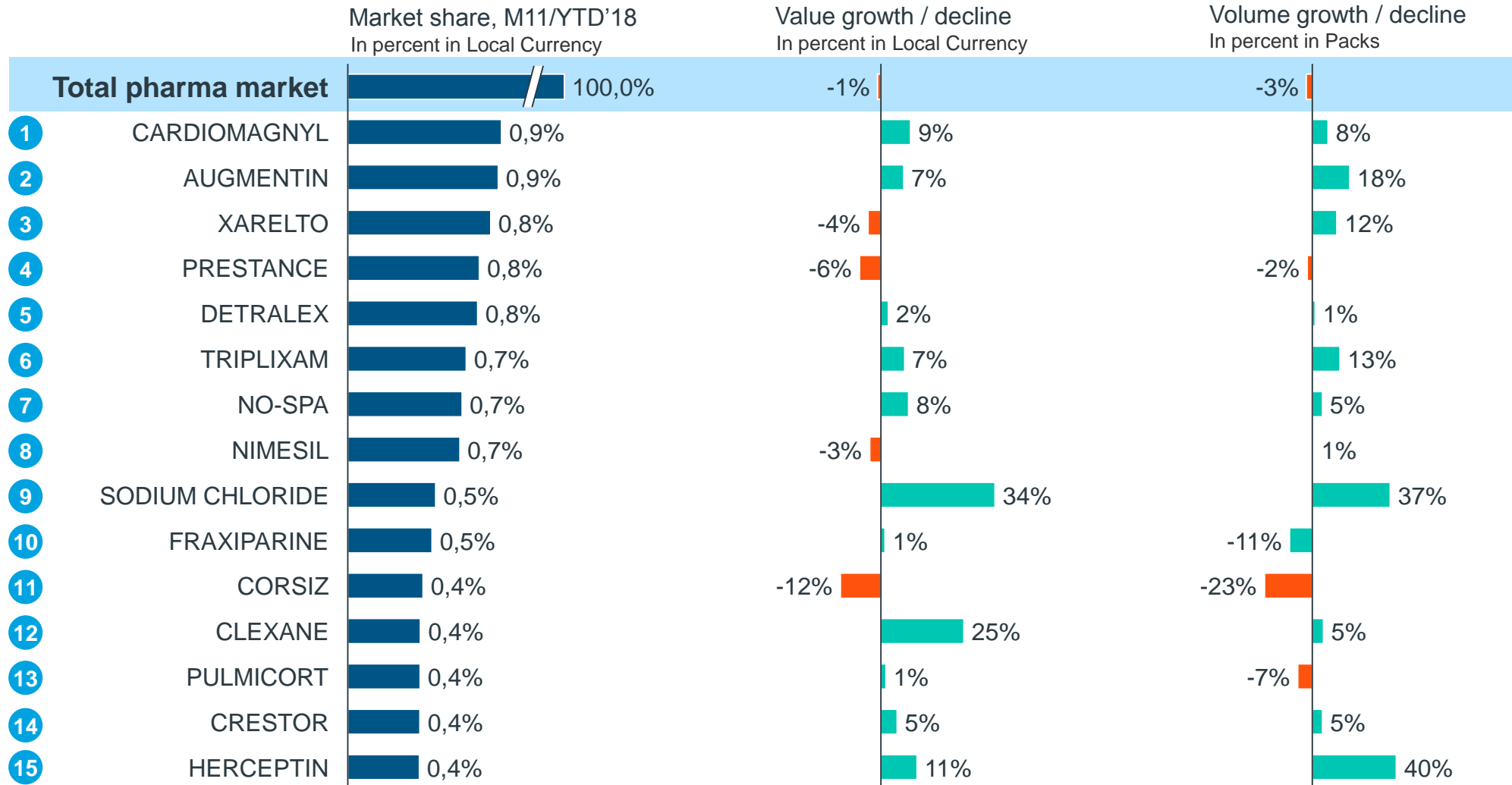


TOP-15 corporations on Georgia market, January-November 2018





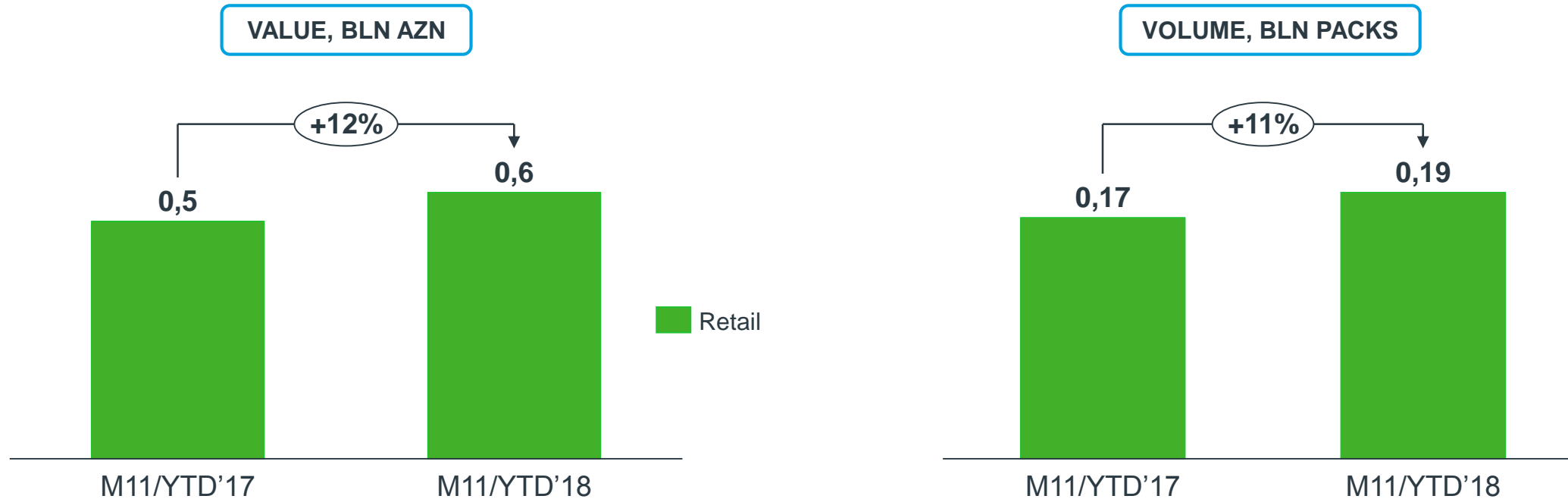
TOP-15 brands on Georgia market, January-November 2018





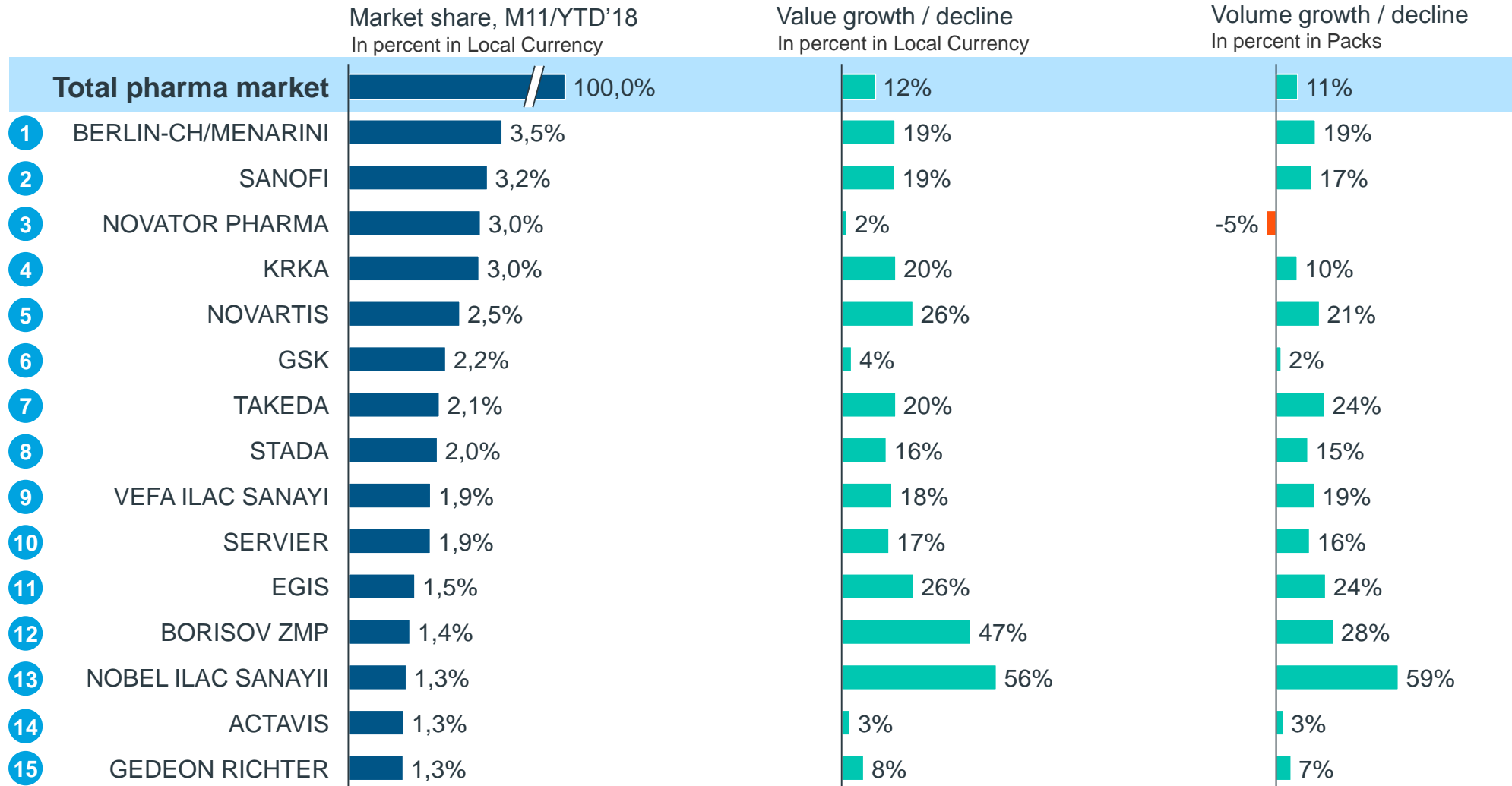
Azerbaijan pharma market growth in January-November 2018

Market grew by 12% in value and by 11% in volume



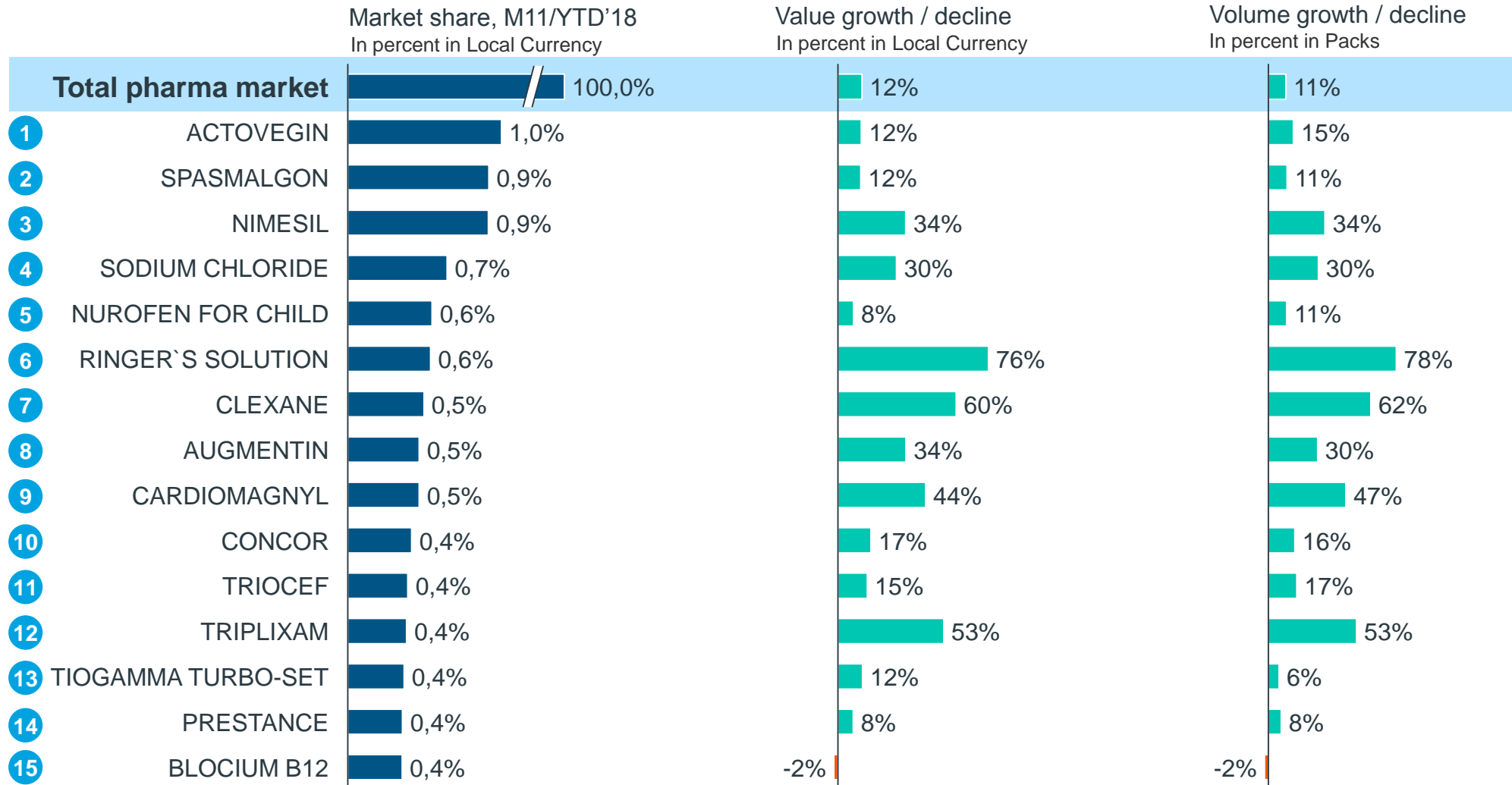
Indicator	AZN	USD	EUR	PACKS
Value M11/YTD'18, Bln.	0,6	0,4	0,3	0,19
Growth M11/YTD'18%	▲ 12%	▲ 14%	▲ 8,0%	▲ 11%

TOP-15 corporations on Azerbaijan market, January-November 2018





TOP-15 brands on Azerbaijan market, January-November 2018



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