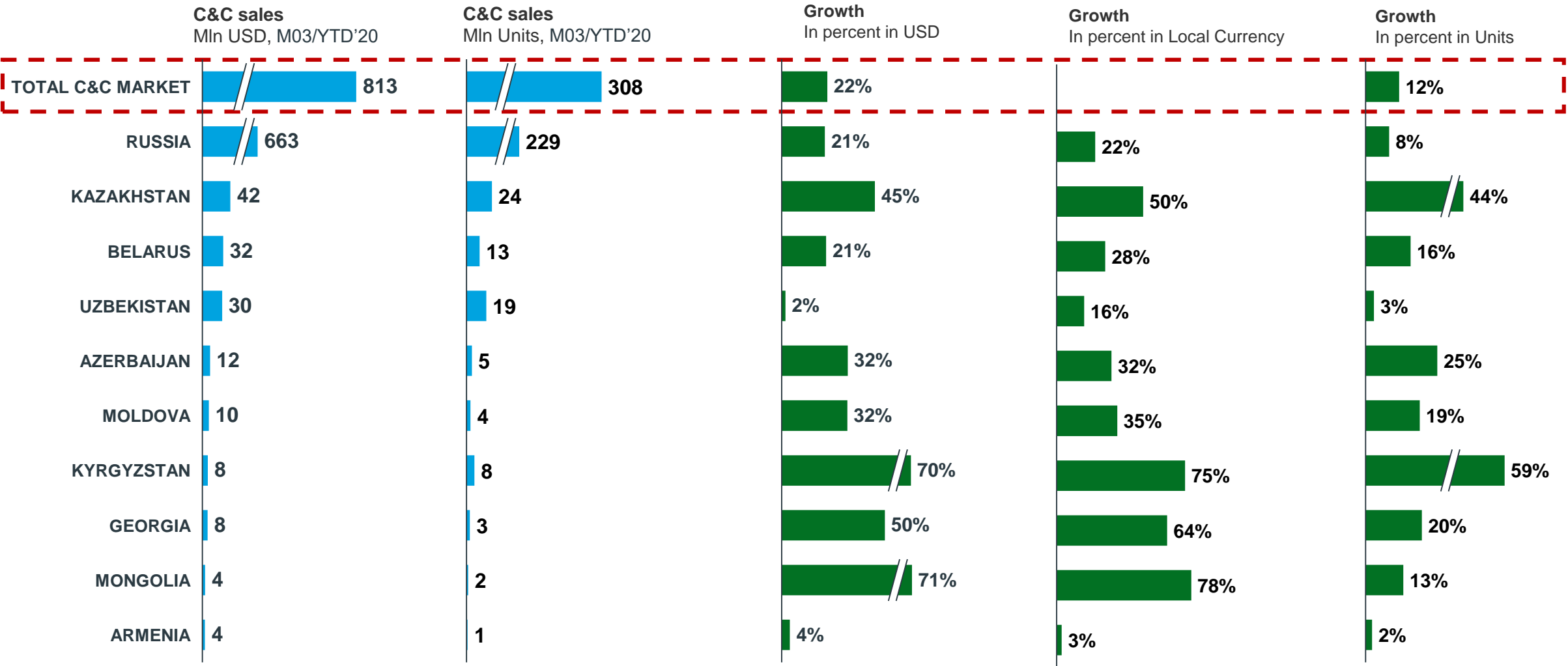


Facts from IQVIA

M03 2020

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

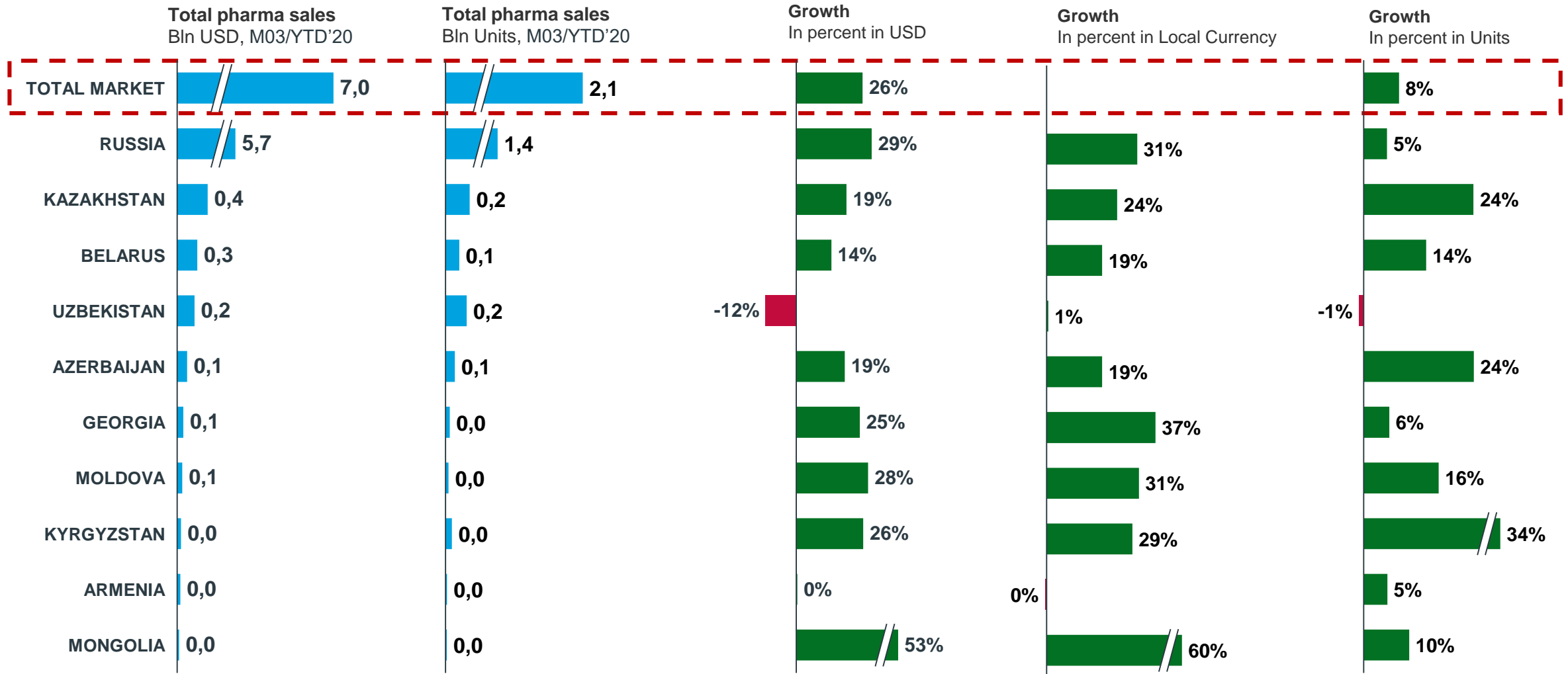
C&C increases by 22% in USD and decreased by 12% in volume



Source: IQVIA databases: Retail (TRD Prices)
Cough&Cold Market: EphMRA3: J05B,L03A,L03B,R01A,R02A,R05A,R05C,R05D

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

Total Market increases by 26% in USD and by 8% in volume



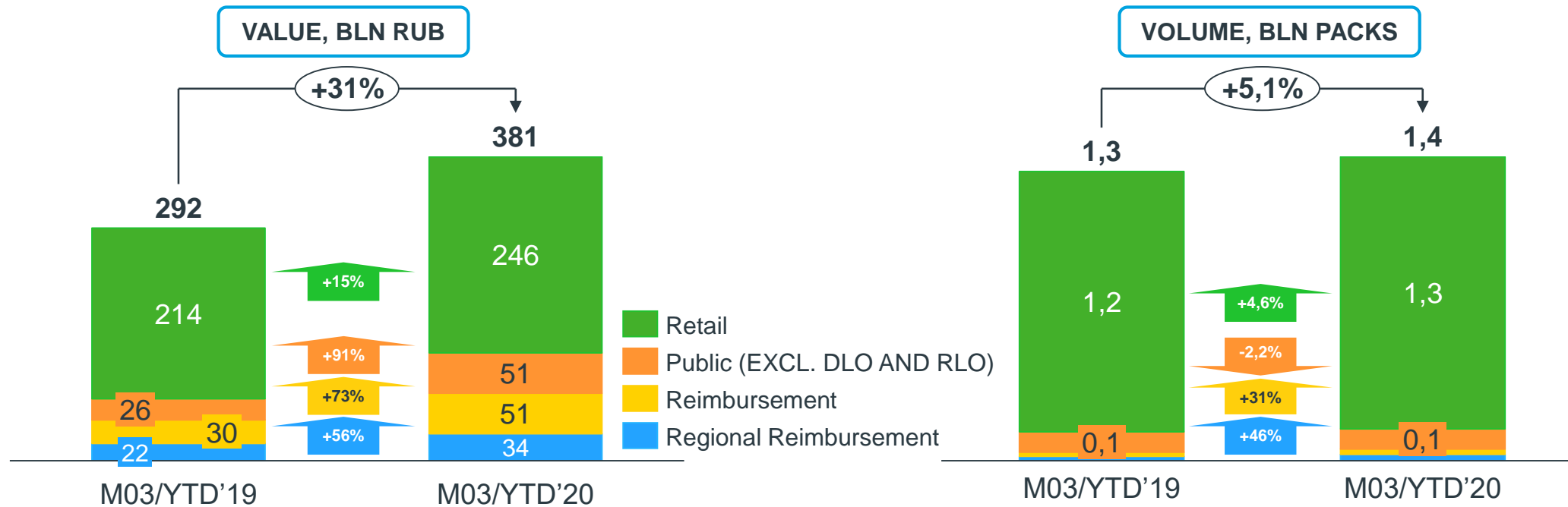
Source: IQVIA database (TRD prices)

Source: IQVIA databases. Retail and Non-Retail (excluding food supplements and diagnostic agents), TRD Prices . Azerbaijan, Georgia and Armenia – retail only. Mongolia – Import



Russian pharma market growth in January-March 2020

Market grew by 31% in value and by 5,1% in volume

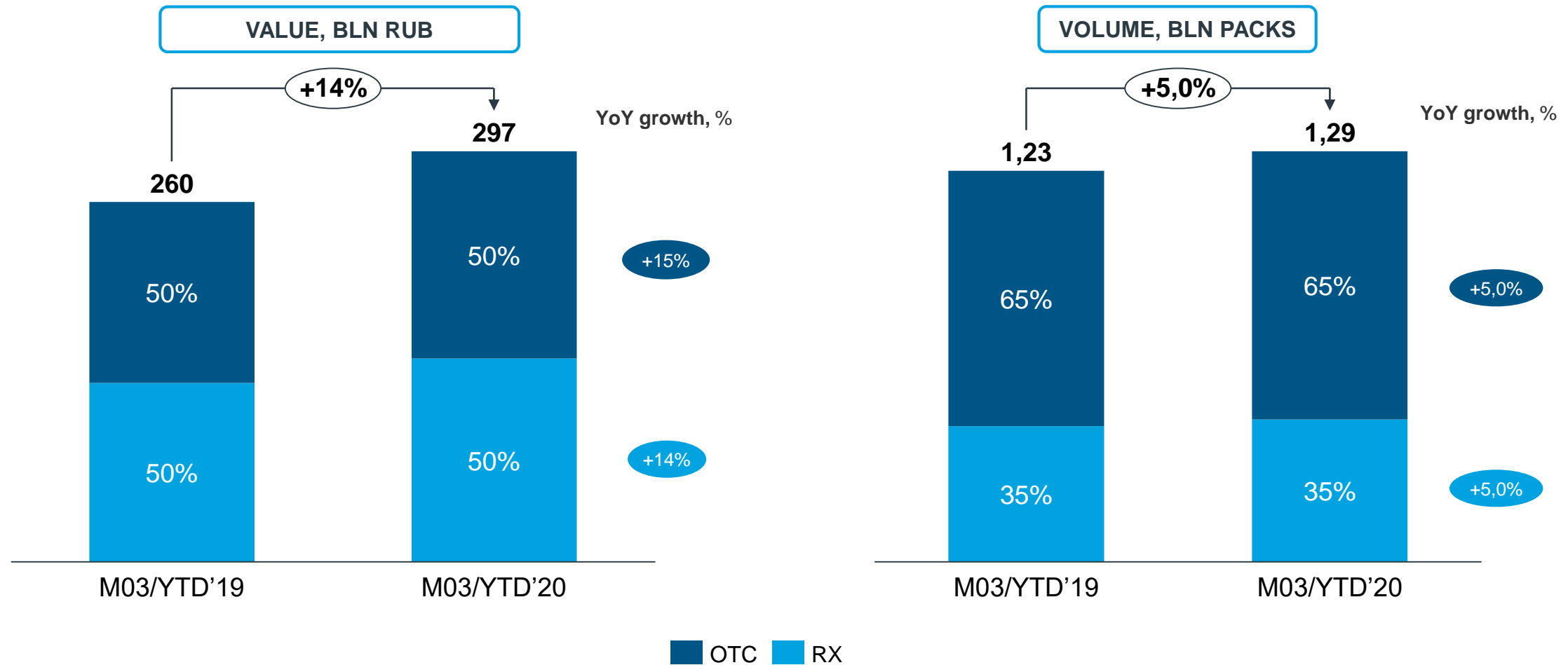


Indicator	RUB	USD	EUR	PACKS
Value M03/YTD'20, Bln.	381	5,7	5,2	1,4
Growth M03/YTD'20%	▲ 31%	▲ 29%	▲ 33%	▲ 5,1%



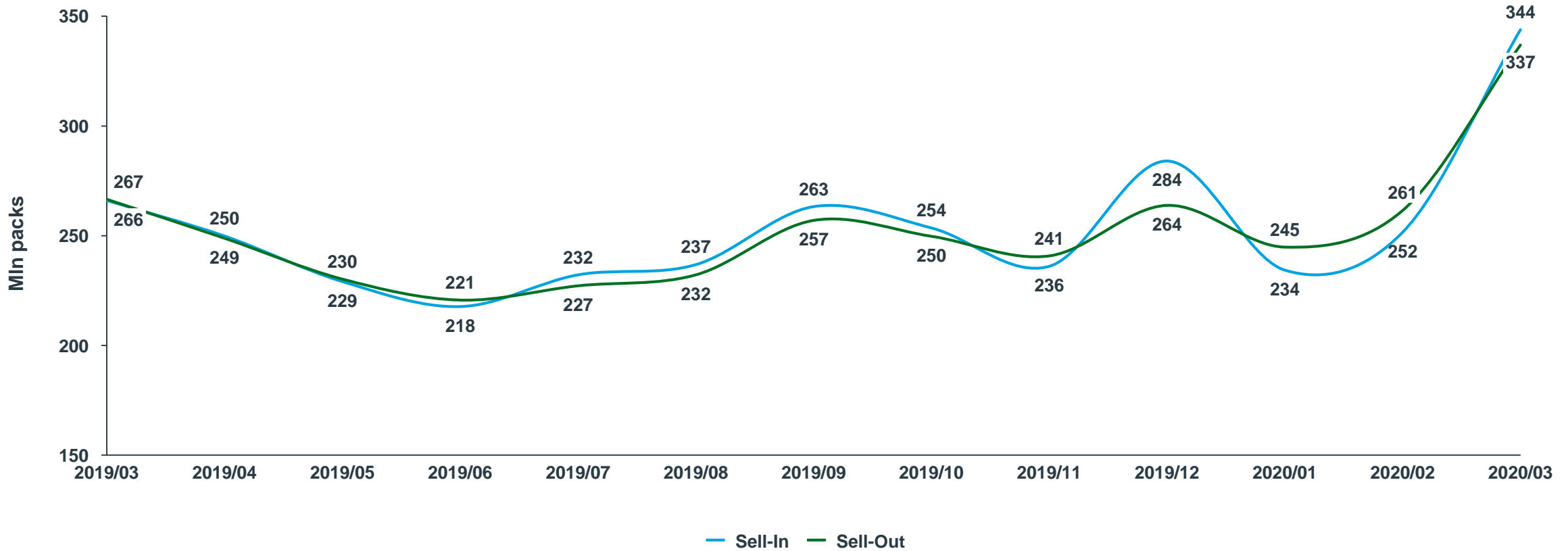
Russian pharma market growth in January-March 2020

Retail Sell-Out: Market grew by 14% in value and by 5% in volume



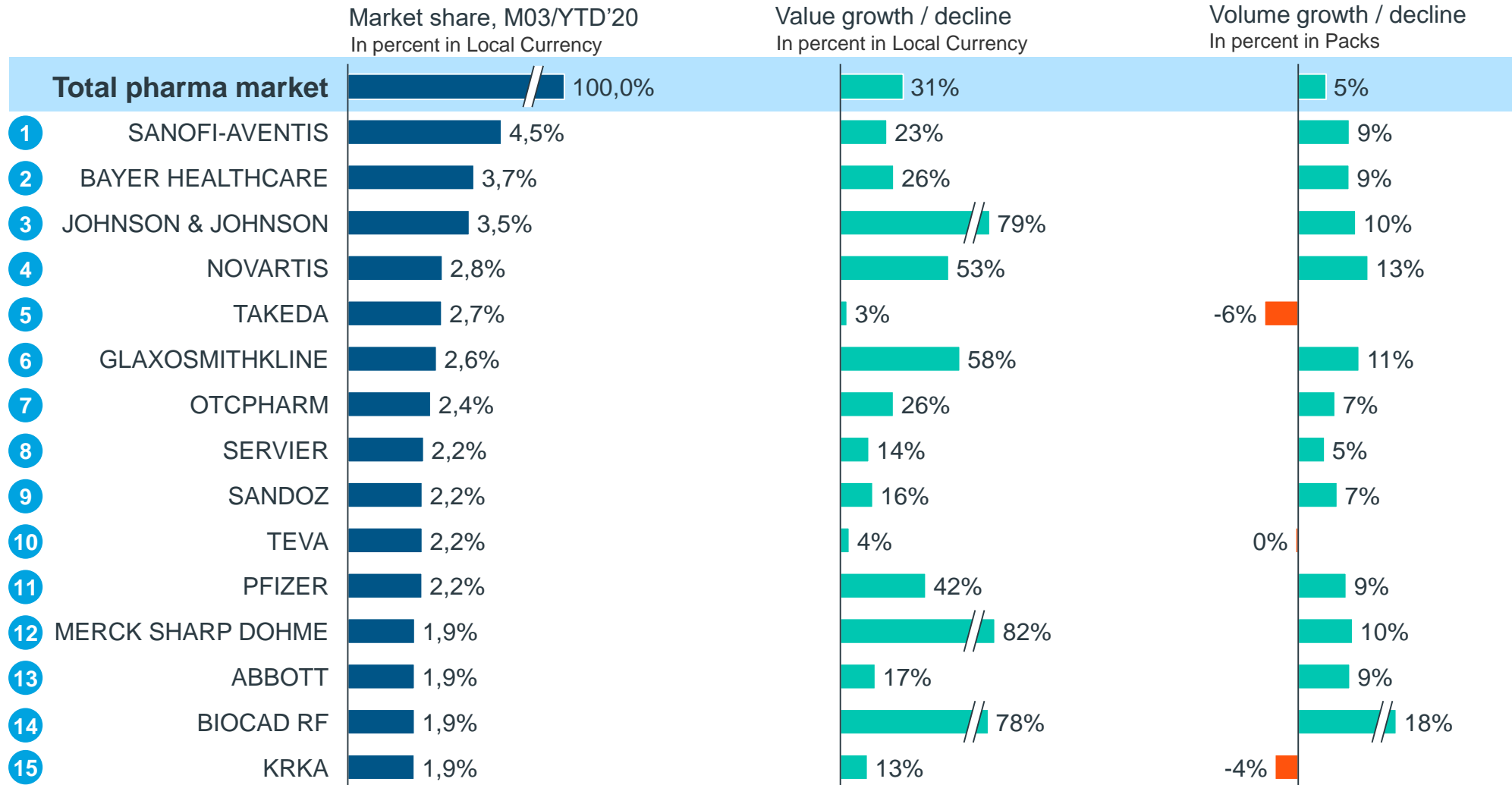


Sell-In vs Sell-Out, OTC registered drugs





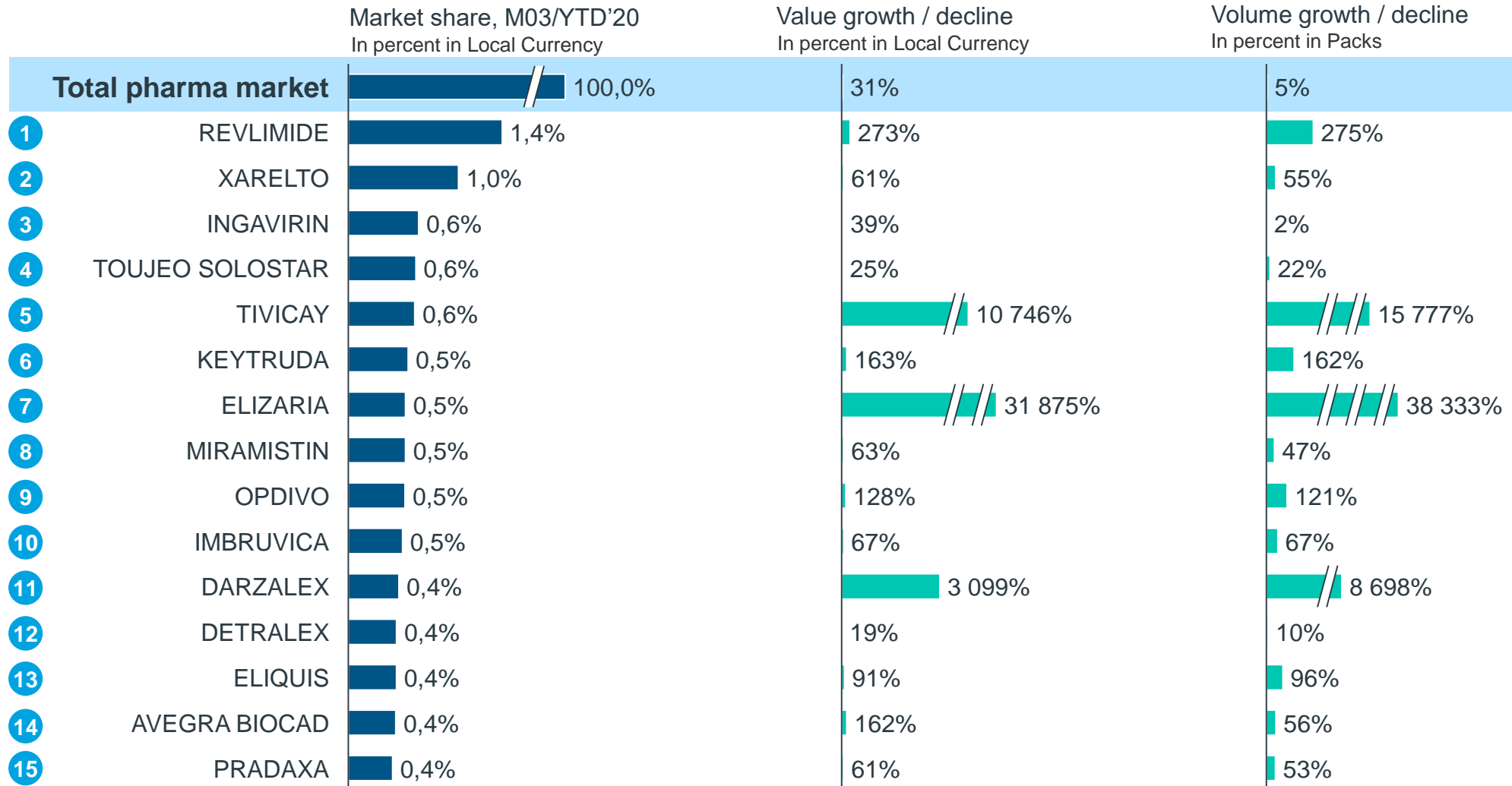
TOP-15 corporations on Russian market, January-March 2020



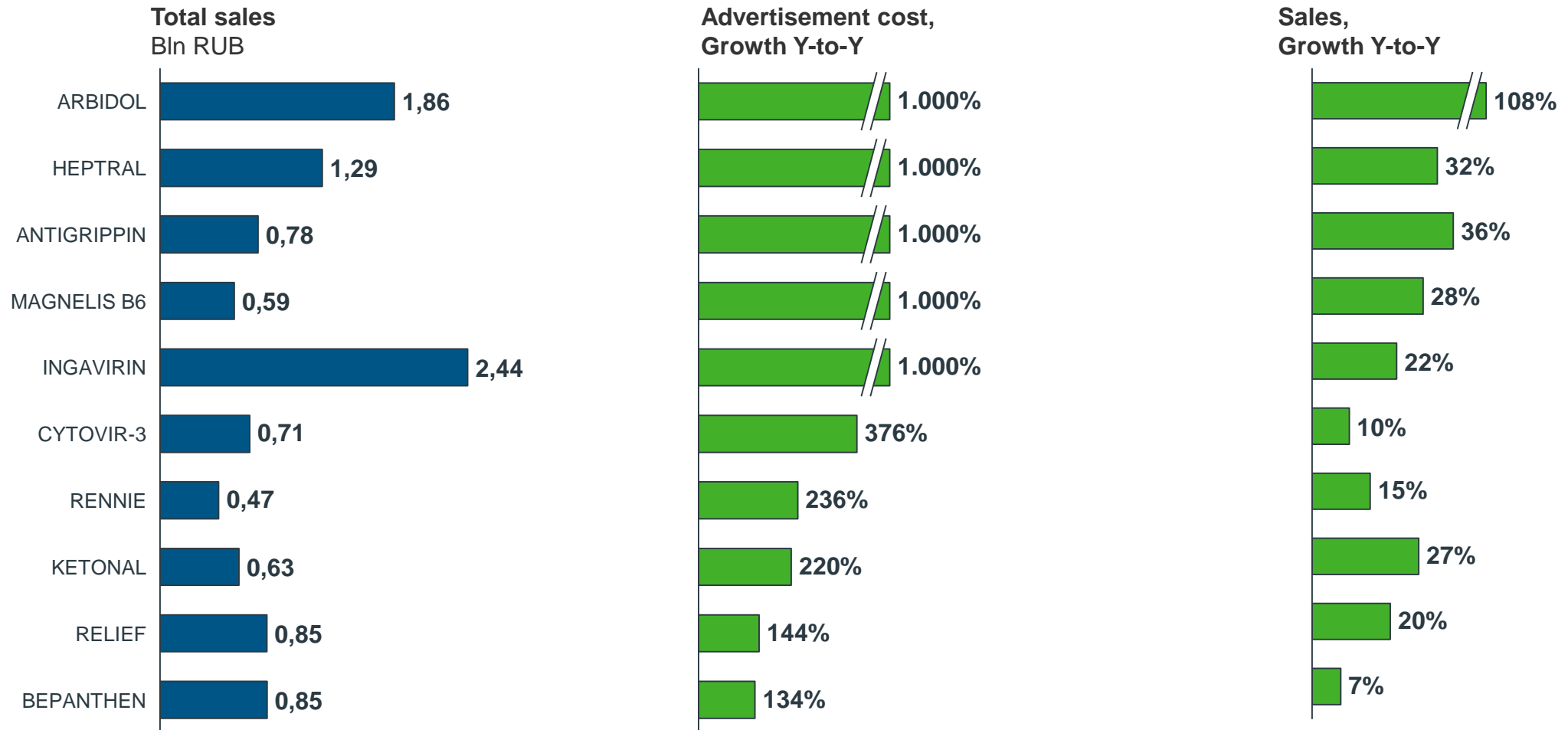
Source: IQVIA databases. Retail, Public, DLO, RLO (excluding food supplements and diagnostic agents), TRD Prices



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

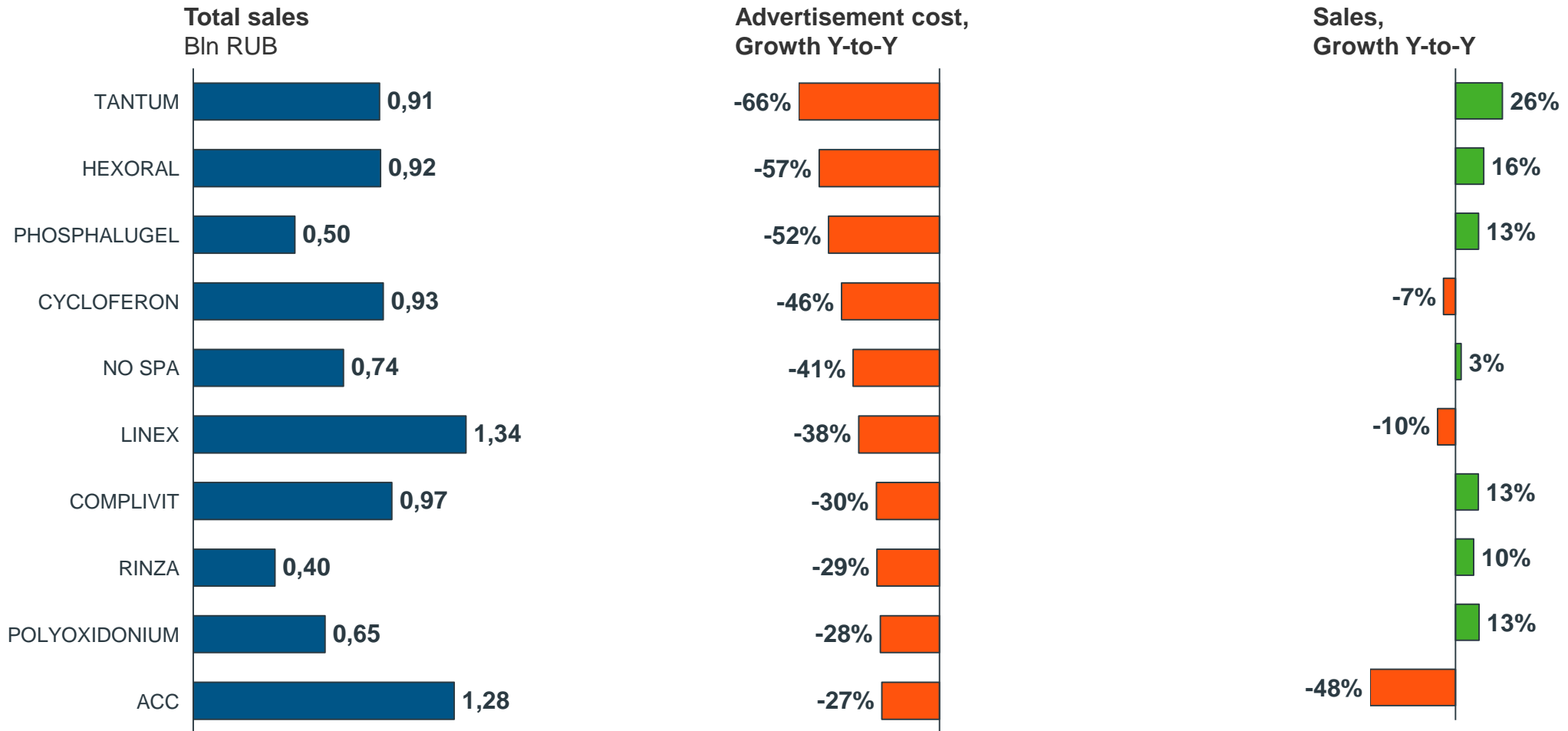


TOP-10 products by growth in advertisement investments in January-March 2020



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-March 2020

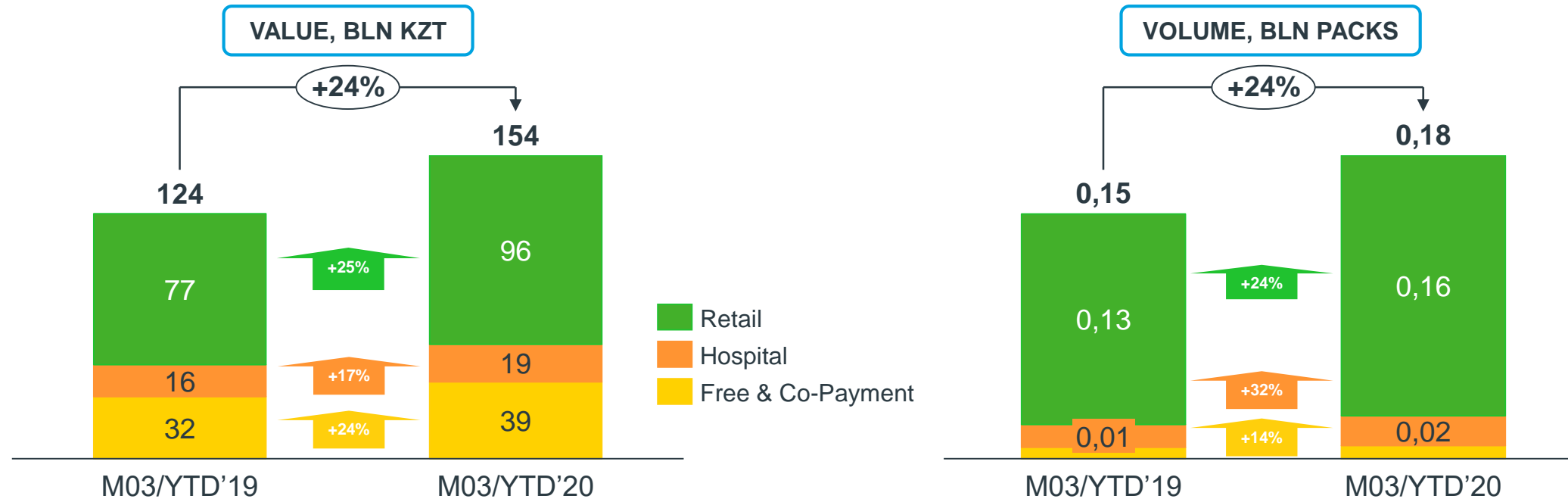


The rank is calculated among TOP-200 Brands by sales with advertising cost greater than 50 mln RUB
 Source: IQVIA databases, Pharamtrend, Mediascope data, FIN Prices



Kazakhstan pharma market growth in January-March 2020

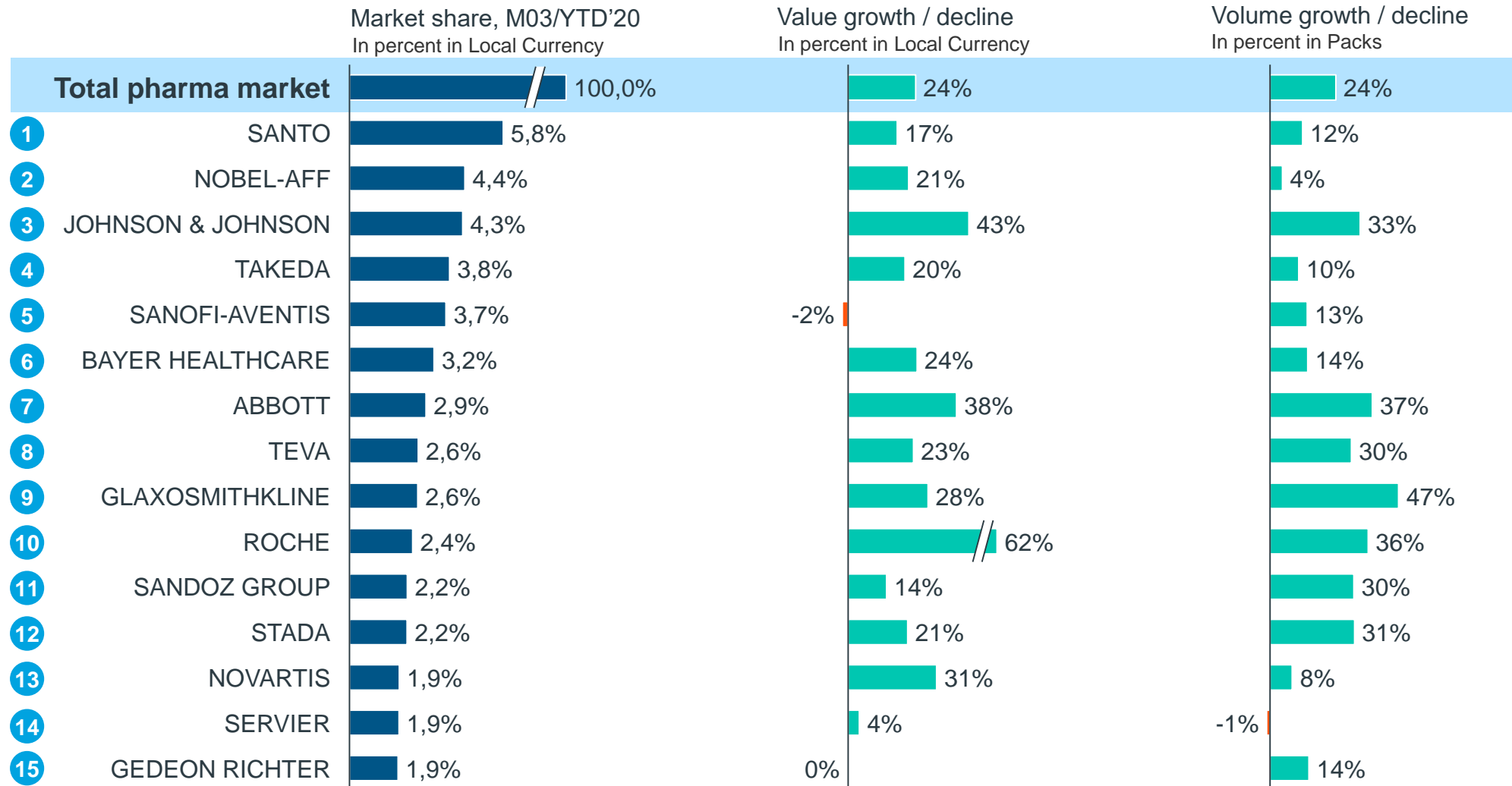
Market grew by 24% in value and in volume



Indicator	KZT	USD	EUR	PACKS
Value M03/YTD'20, Bln.	154	0,39	0,36	0,18
Growth M03/YTD'20%	▲ 24%	▲ 19%	▲ 23%	▲ 24%

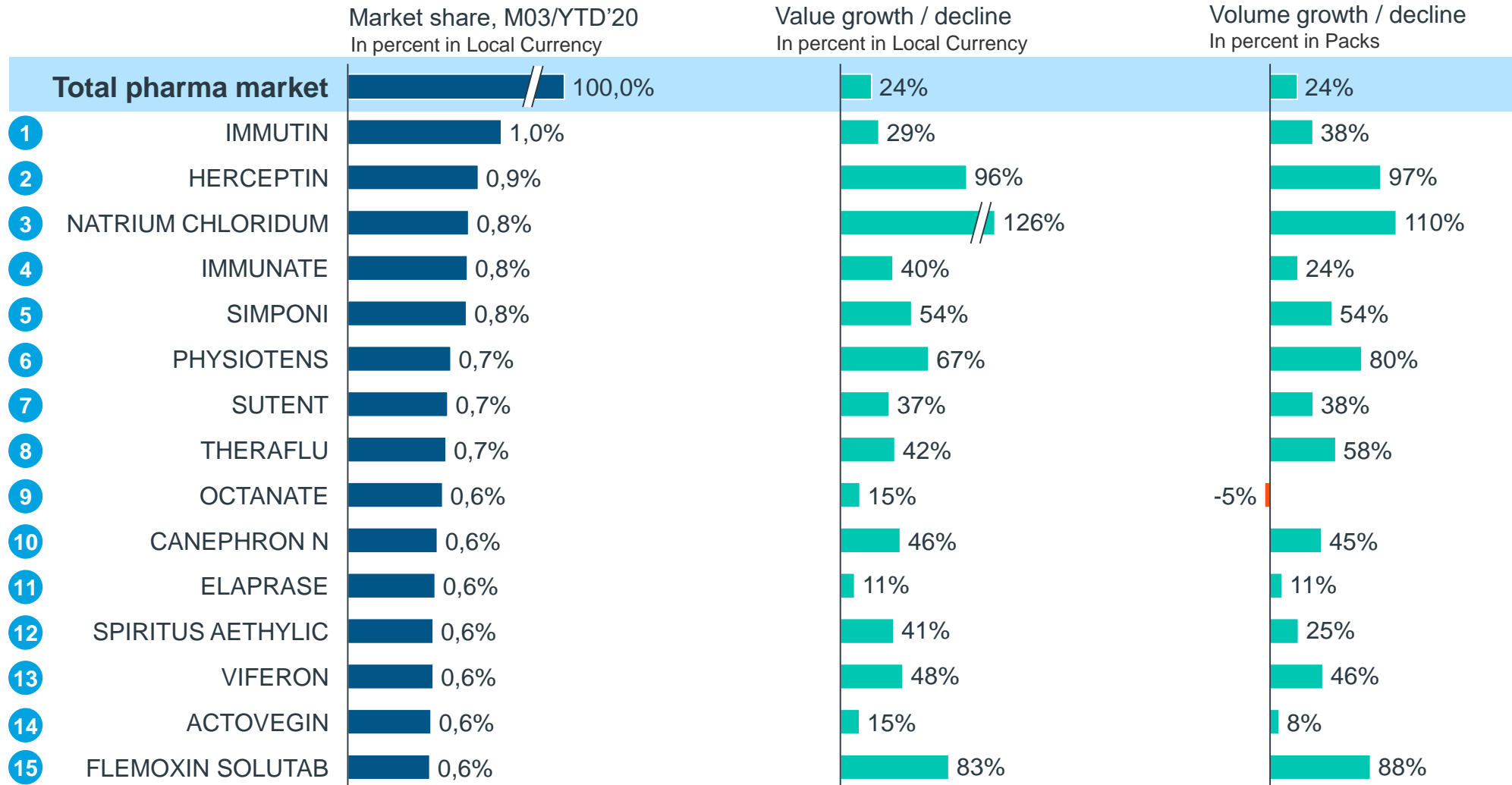


TOP-15 corporations on Kazakhstan market, January-March 2020





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

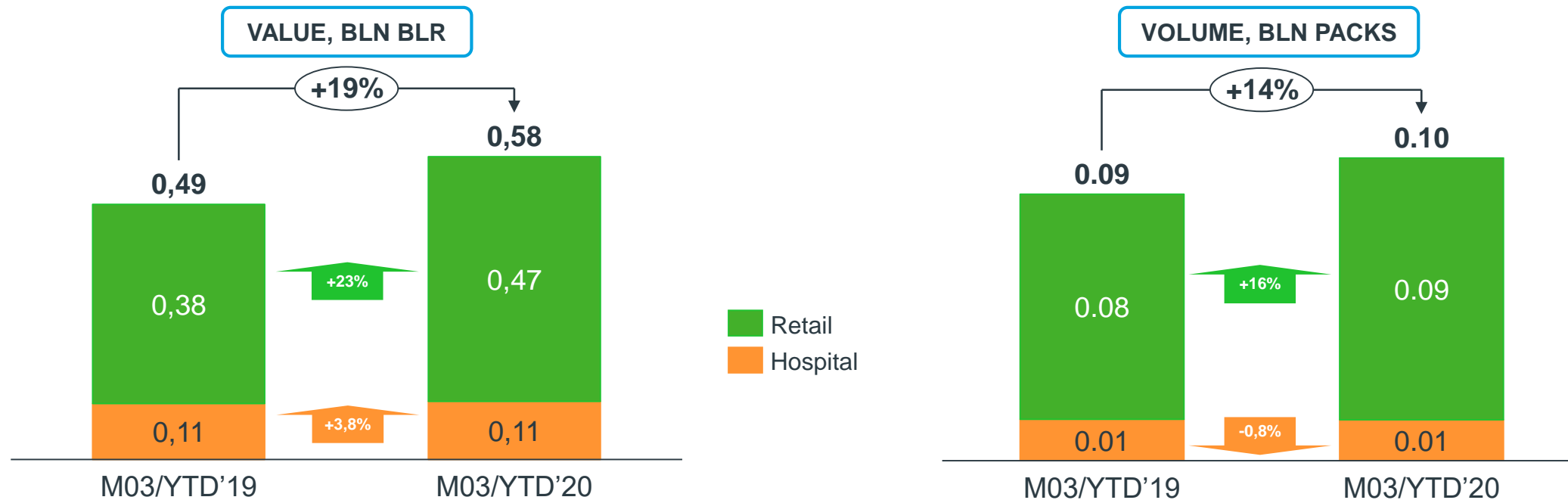


Source: IQVIA databases. Retail, Hospital (excluding food supplements and diagnostic agents), TRD Prices



Belarus pharma market growth in January-March 2020

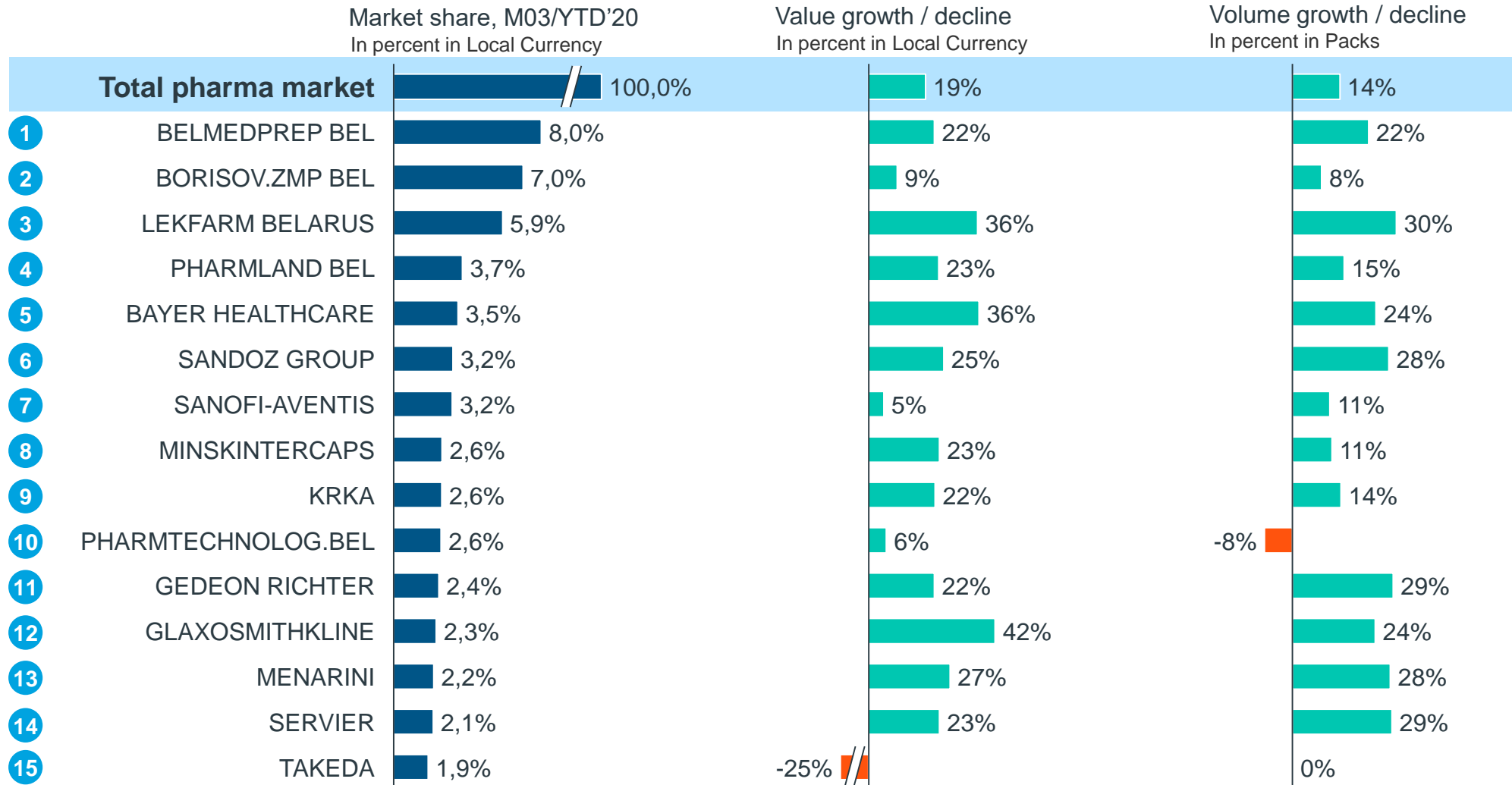
Market grew by 19% in value and by 14% in volume



Indicator	BLR	USD	EUR	PACKS
Value M03/YTD'20, Bln.	0,58	0,26	0,23	0,10
Growth M03/YTD'20%	▲ 19%	▲ 14%	▲ 17%	▲ 14%



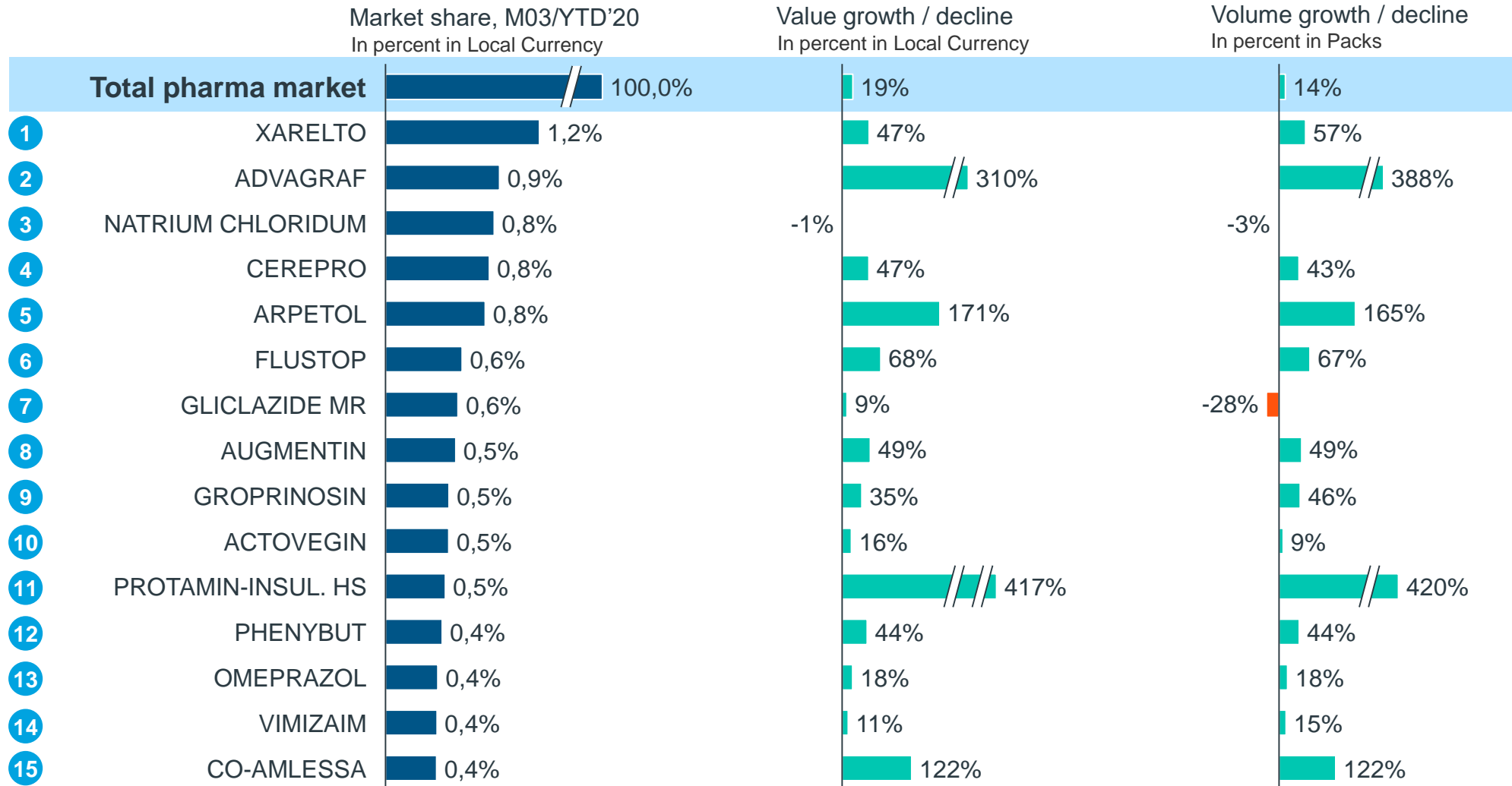
TOP-15 corporations on Belarus market, January-March 2020



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



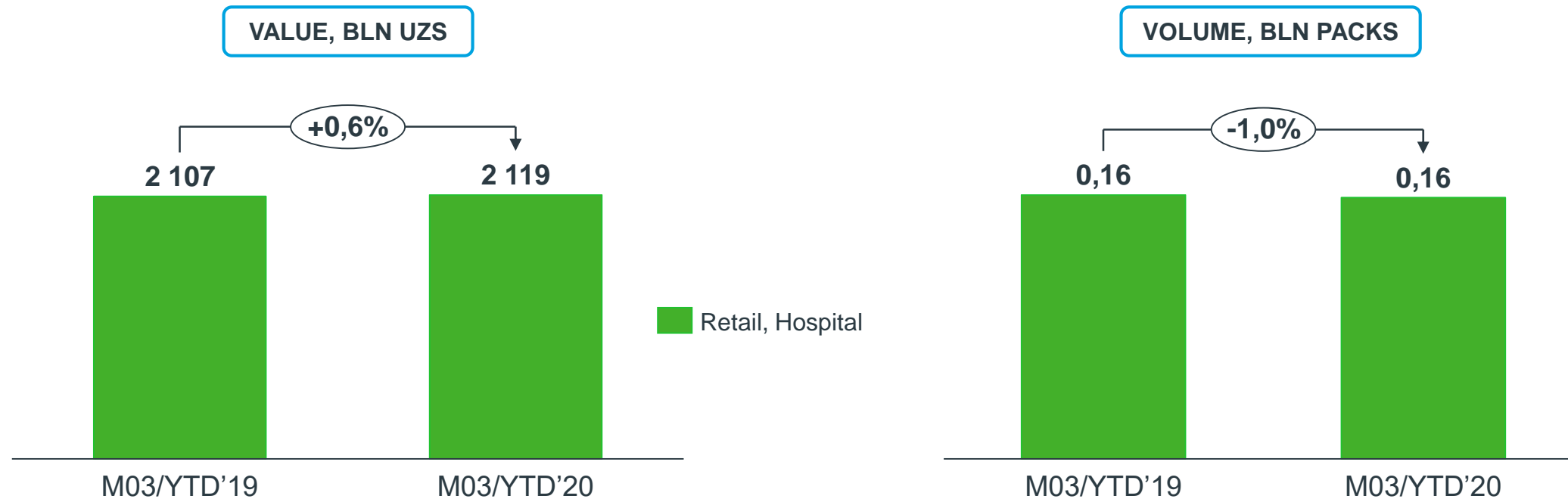
TOP-15 brands on Belarus market, January-March 2020





Uzbekistan pharma market growth in January-March 2020

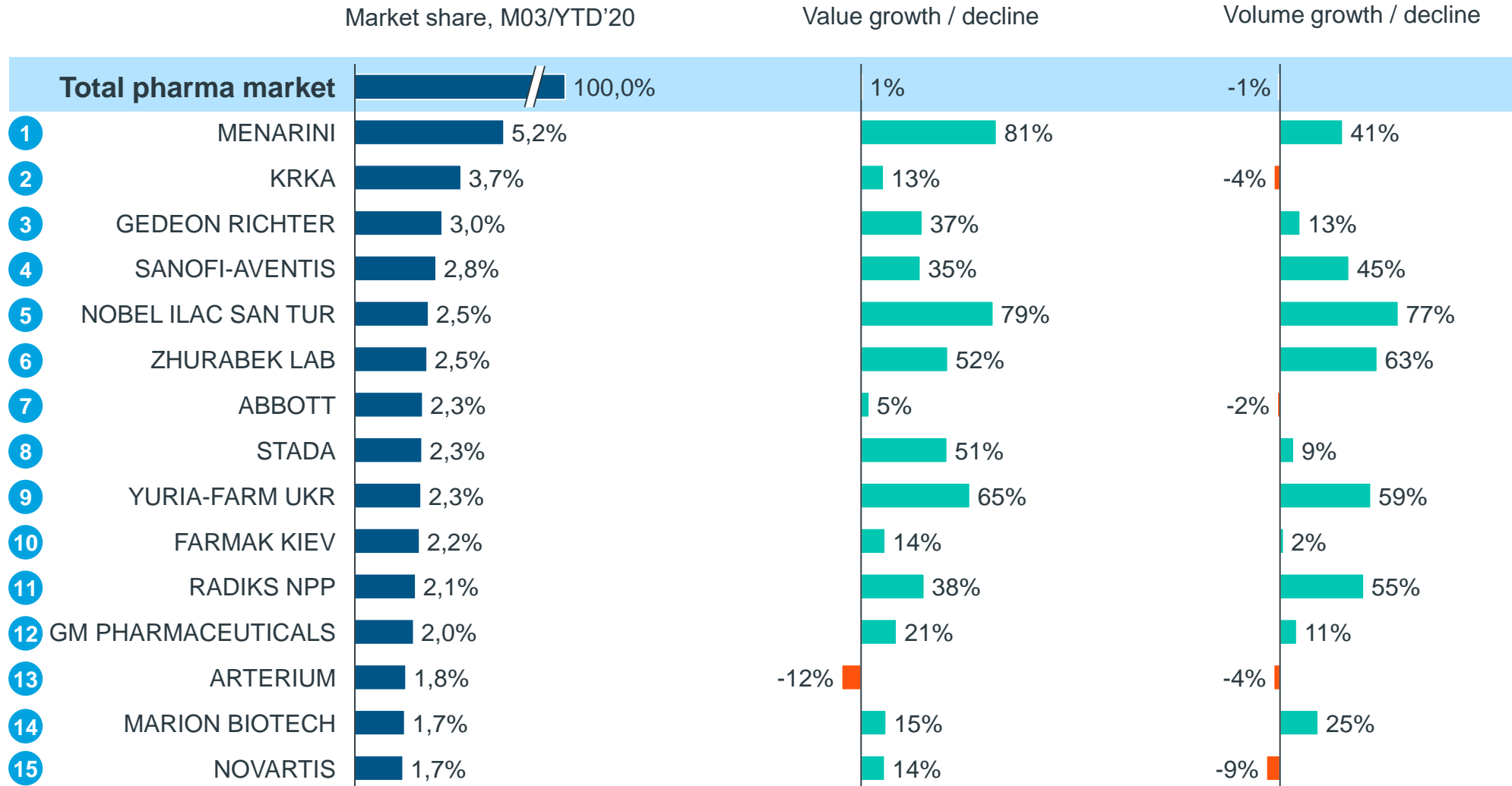
Market grew by 0,6% in value and decreased by 1,0% in volume



Indicator	UZS	USD	EUR	PACKS
Value M03/YTD'20, Bln.	2 119	0,22	0,20	0,16
Growth M03/YTD'20%	▲ 0,6%	▼ -12%	▼ -9%	▼ -1,0%



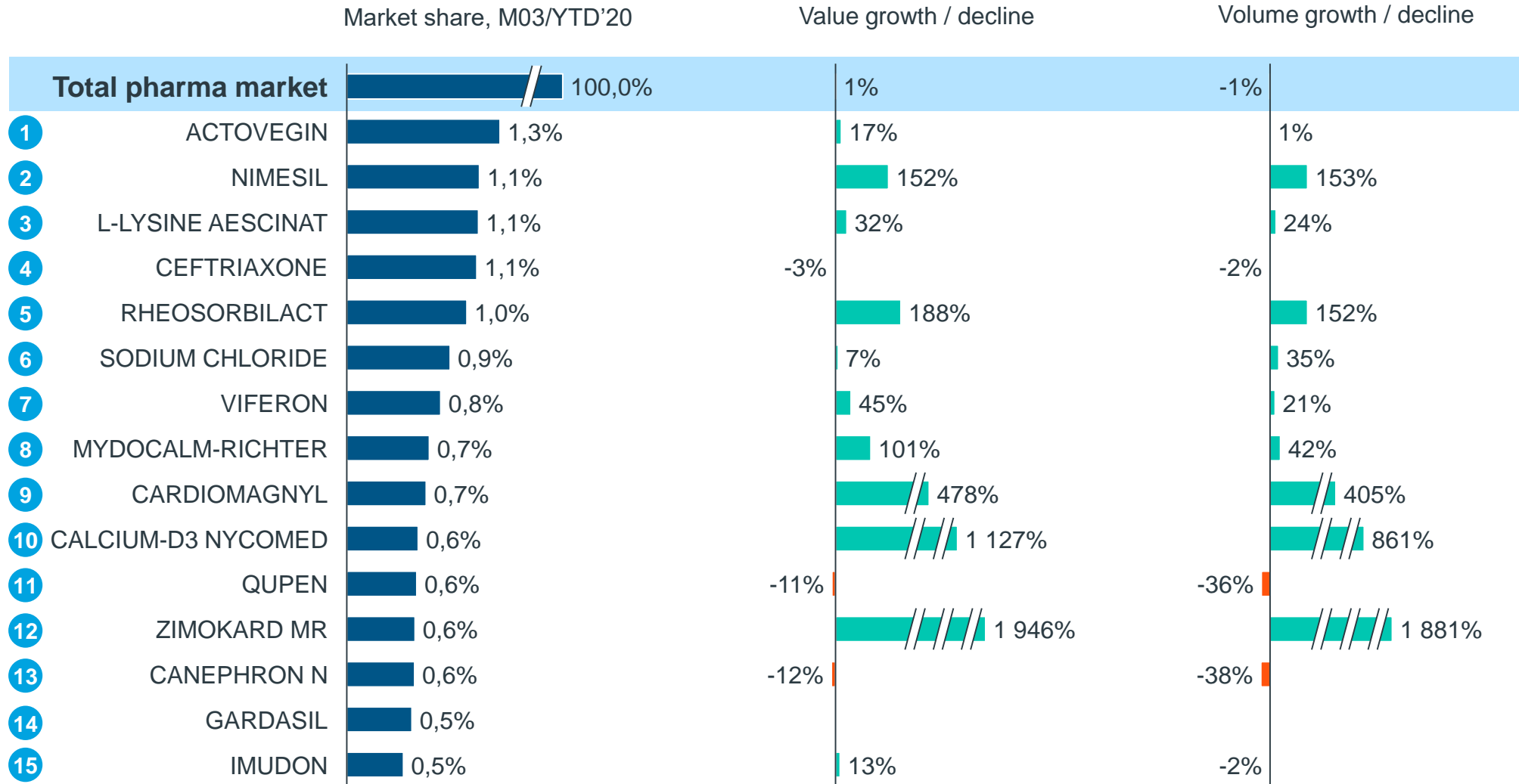
TOP-15 corporations on Uzbekistan market, January-March 2020



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



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

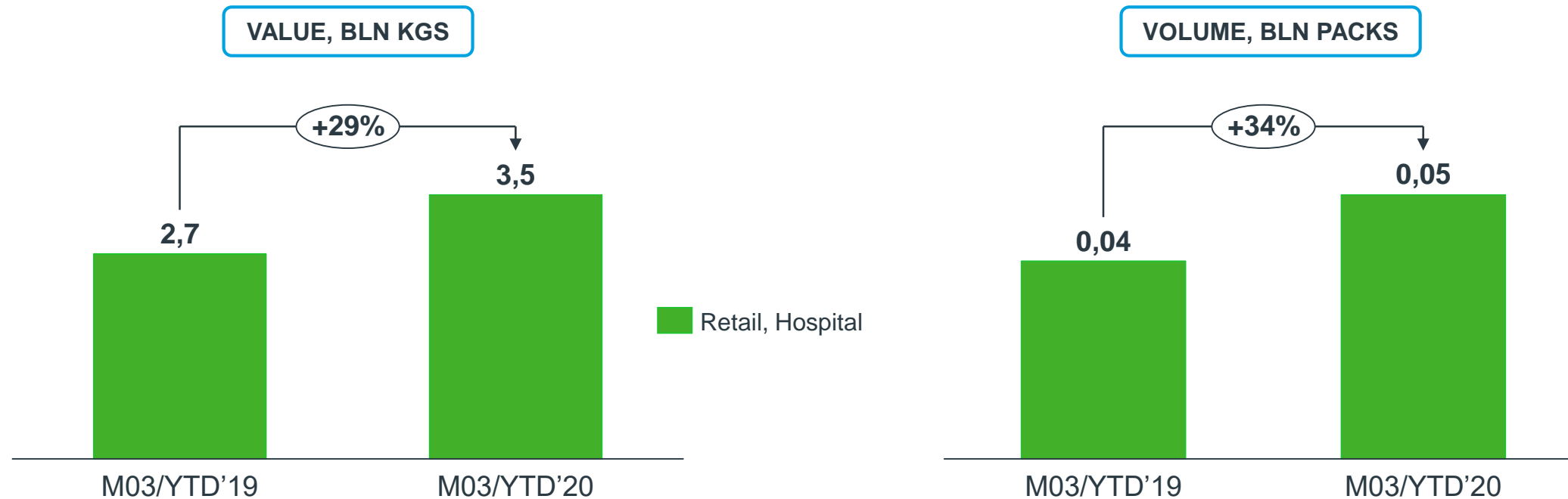


Source: IQVIA databases. Retail and Hospital Market (exclude food supplements and diagnostic agents), TRD Prices



Kyrgyzstan pharma market growth in January-March 2020

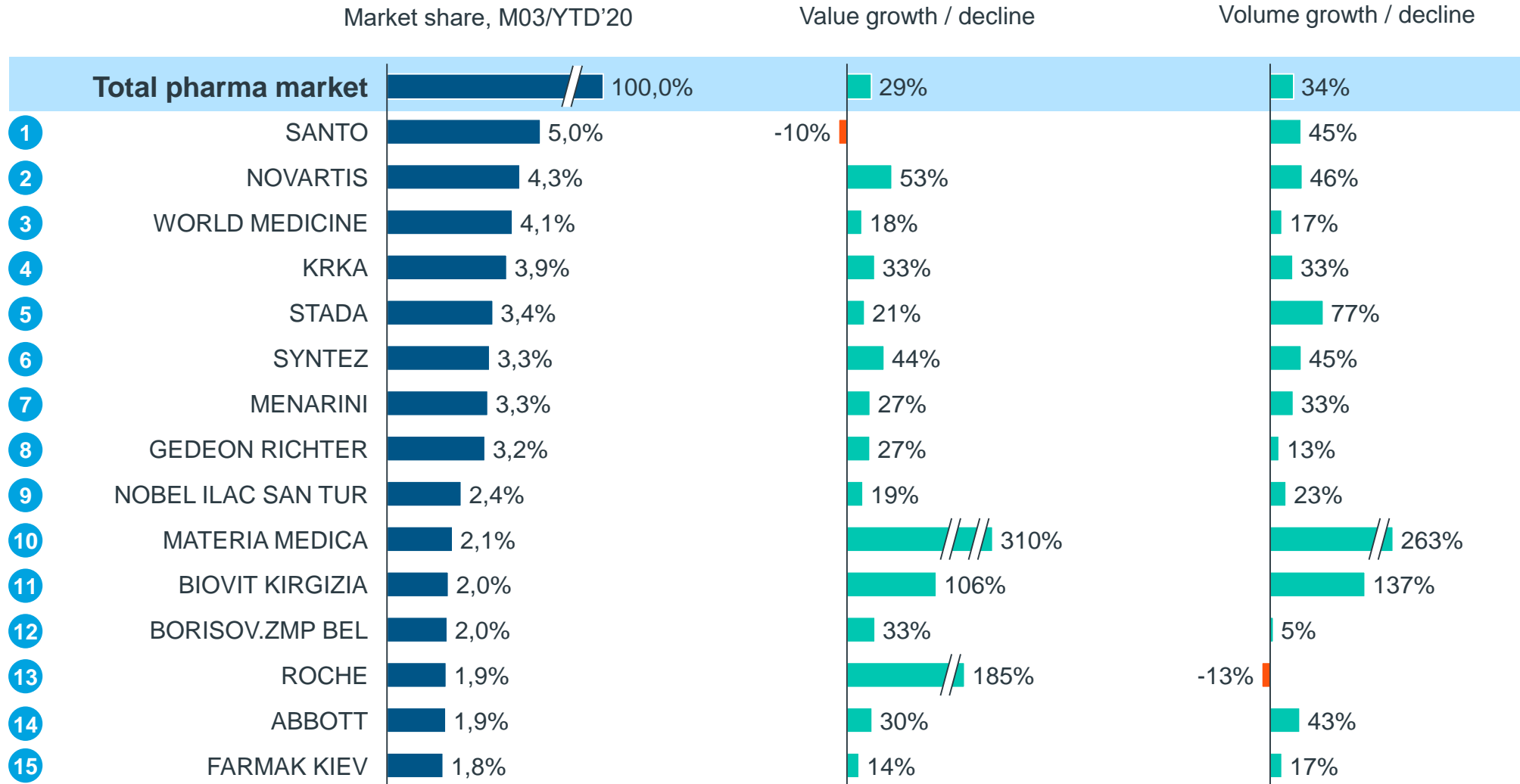
Market grew by 29% in value and by 34% in volume



Indicator	KGS	USD	EUR	PACKS
Value M03/YTD'20, Bln.	3,5	0,05	0,04	0,05
Growth M03/YTD'20%	▲ 29%	▲ 26%	▲ 30%	▲ 34%



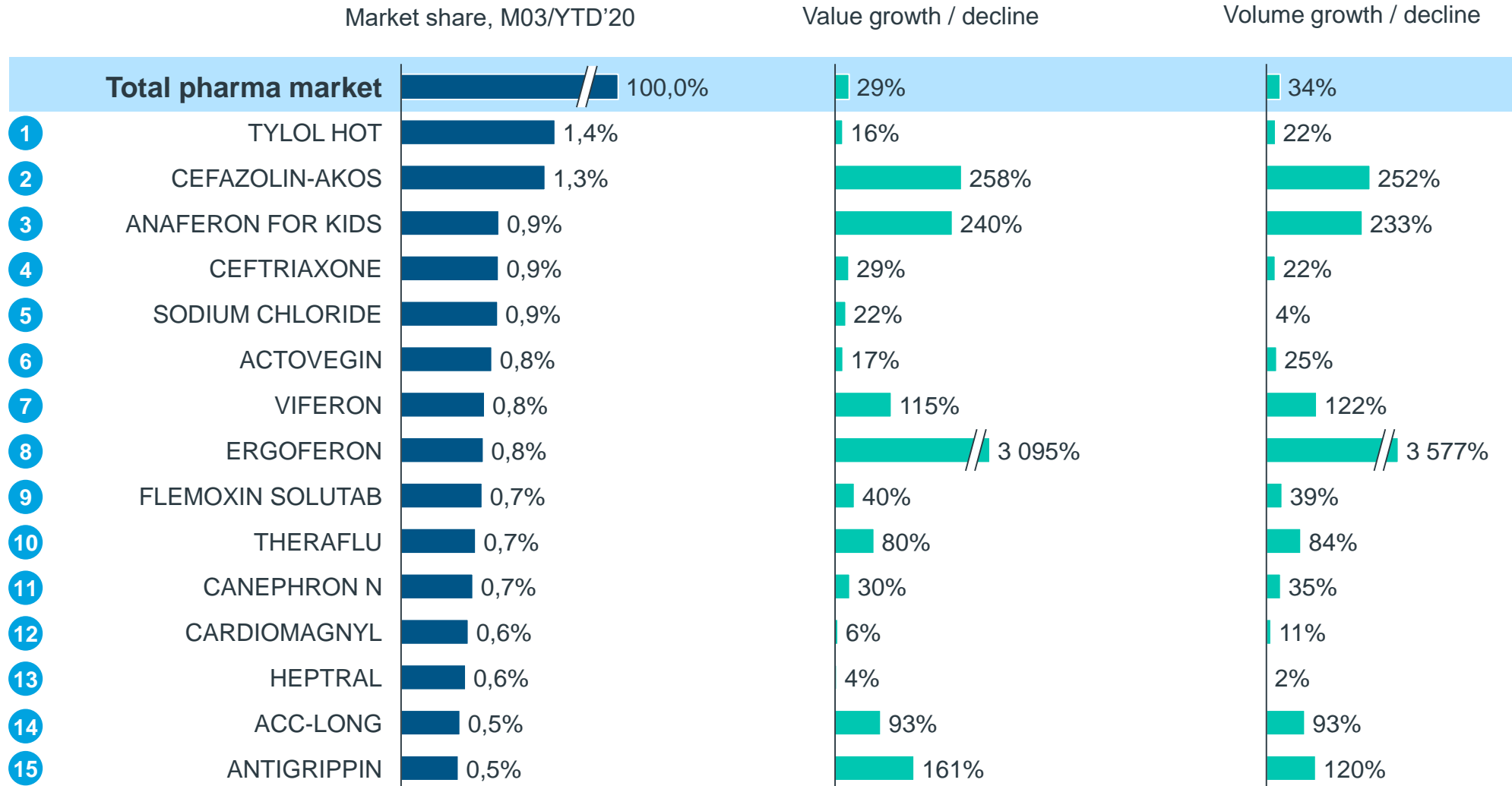
TOP-15 corporations on Kyrgyzstan market, January-March 2020



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



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

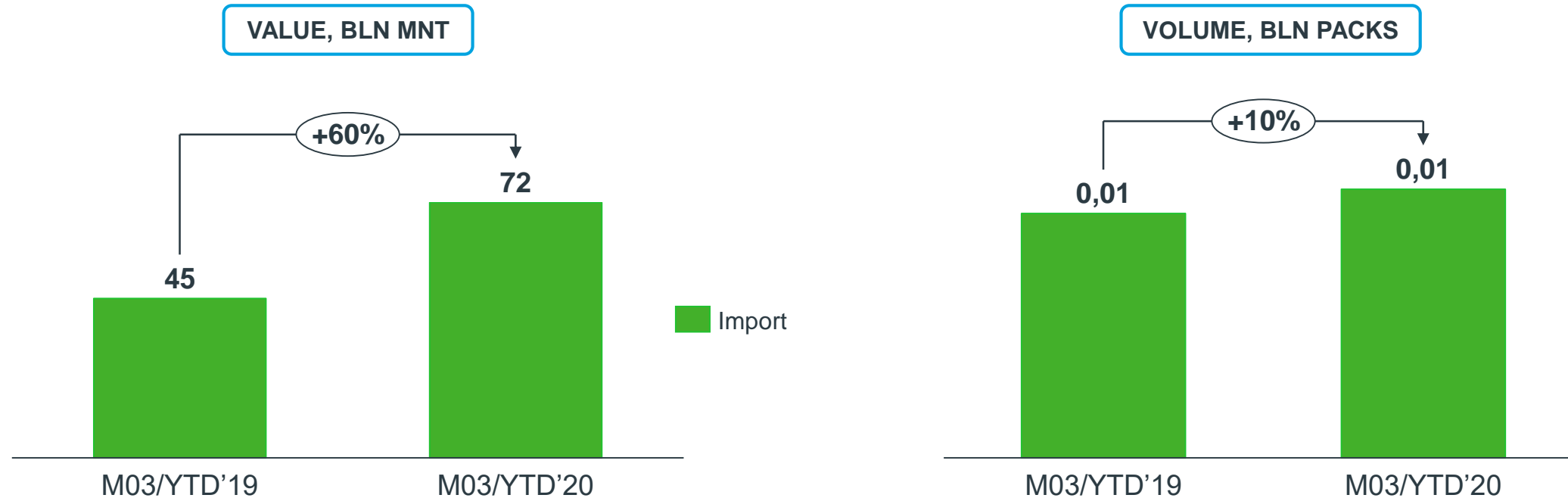


Source: IQVIA databases. Retail and Hospital Market (exclude food supplements and diagnostic agents), TRD Prices



Mongolian pharma market growth in January-March 2020

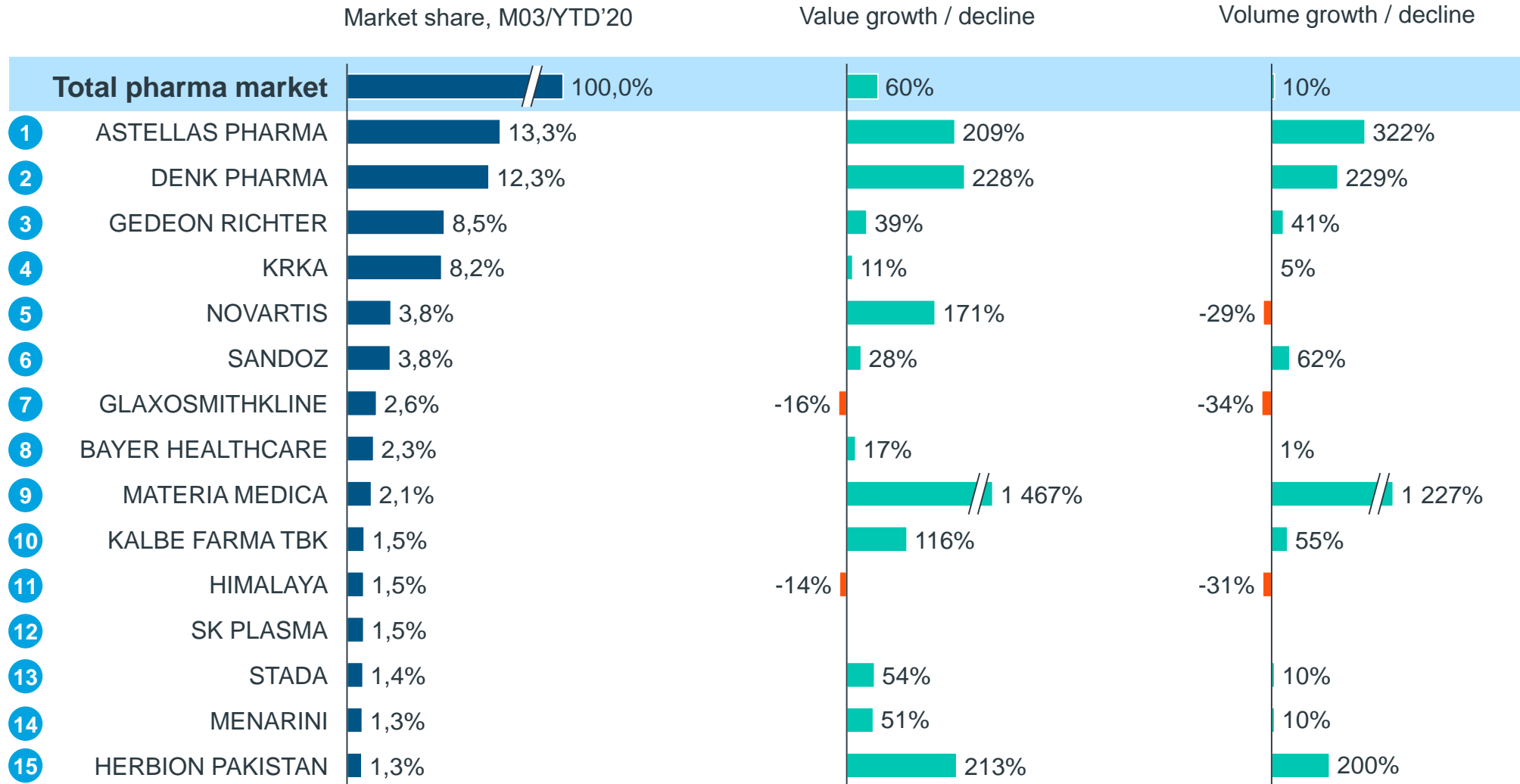
Market increased by 60% value and by 10% in volume



Indicator	MNT	USD	EUR	PACKS
Value M03/YTD'20, Bln.	72	0,03	0,02	0,01
Growth M03/YTD'20%	▲ 60%	▲ 53%	▲ 58%	▲ 10%



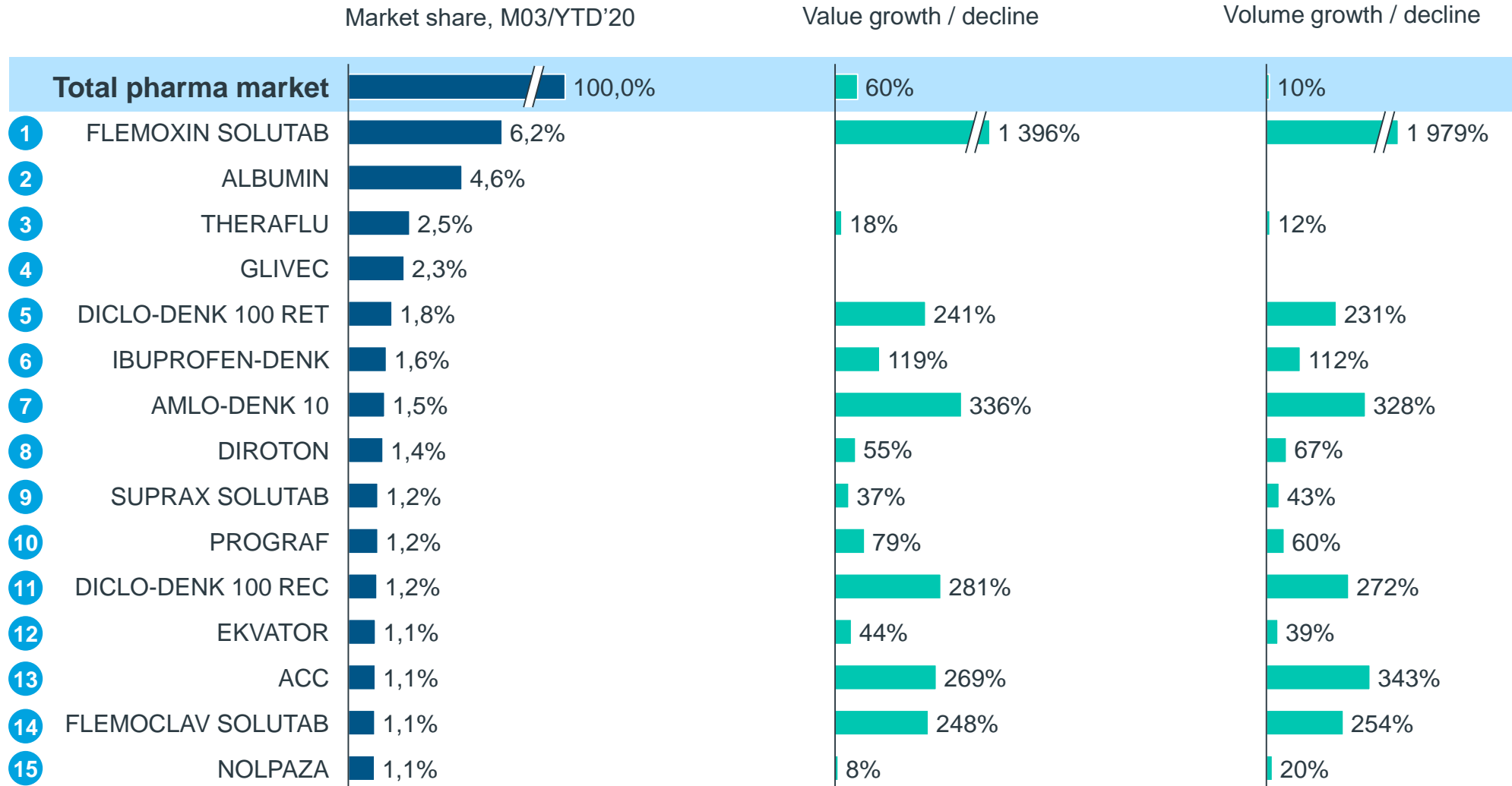
TOP-15 corporations on Mongolian market, January-March 2020



Source: IQVIA databases. Import statistics (exclude food supplements and diagnostic agents), TRD Prices



TOP-15 brands on Mongolian market, January-March 2020



Source: IQVIA databases. Import statistics (exclude food supplements and diagnostic agents), TRD Prices

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