



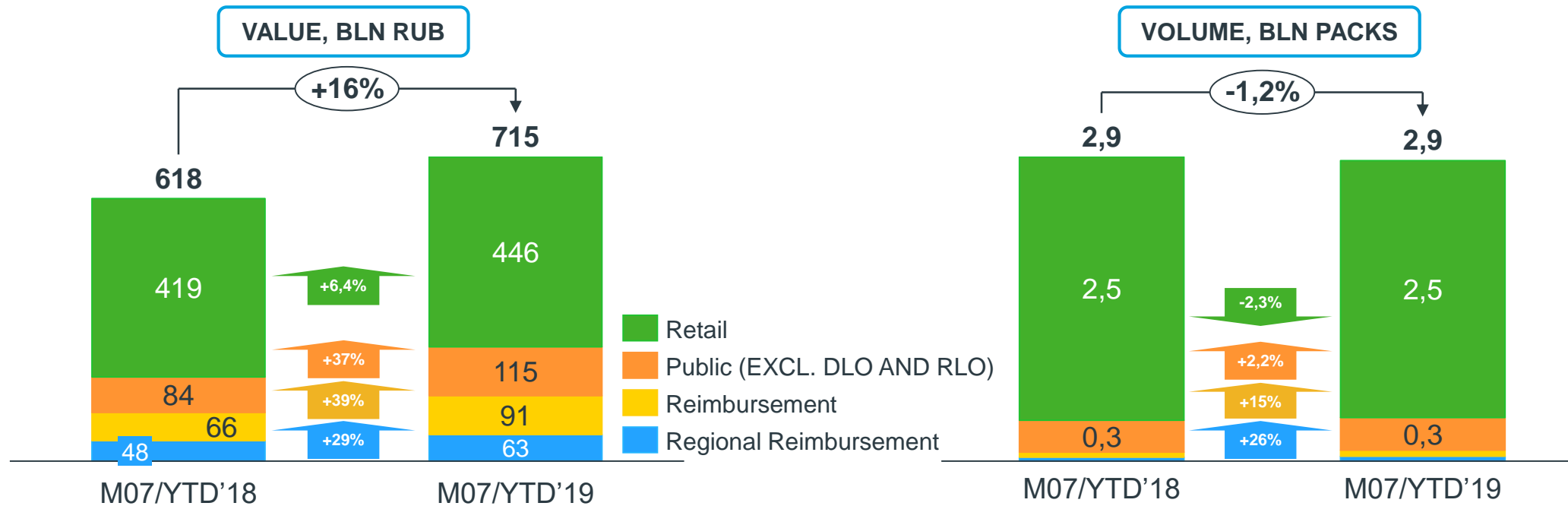
# Facts from IQVIA

M07 2019



# Russian pharma market growth in January-July 2019

Market grew by 16% in value and decreased by 1,2% in volume

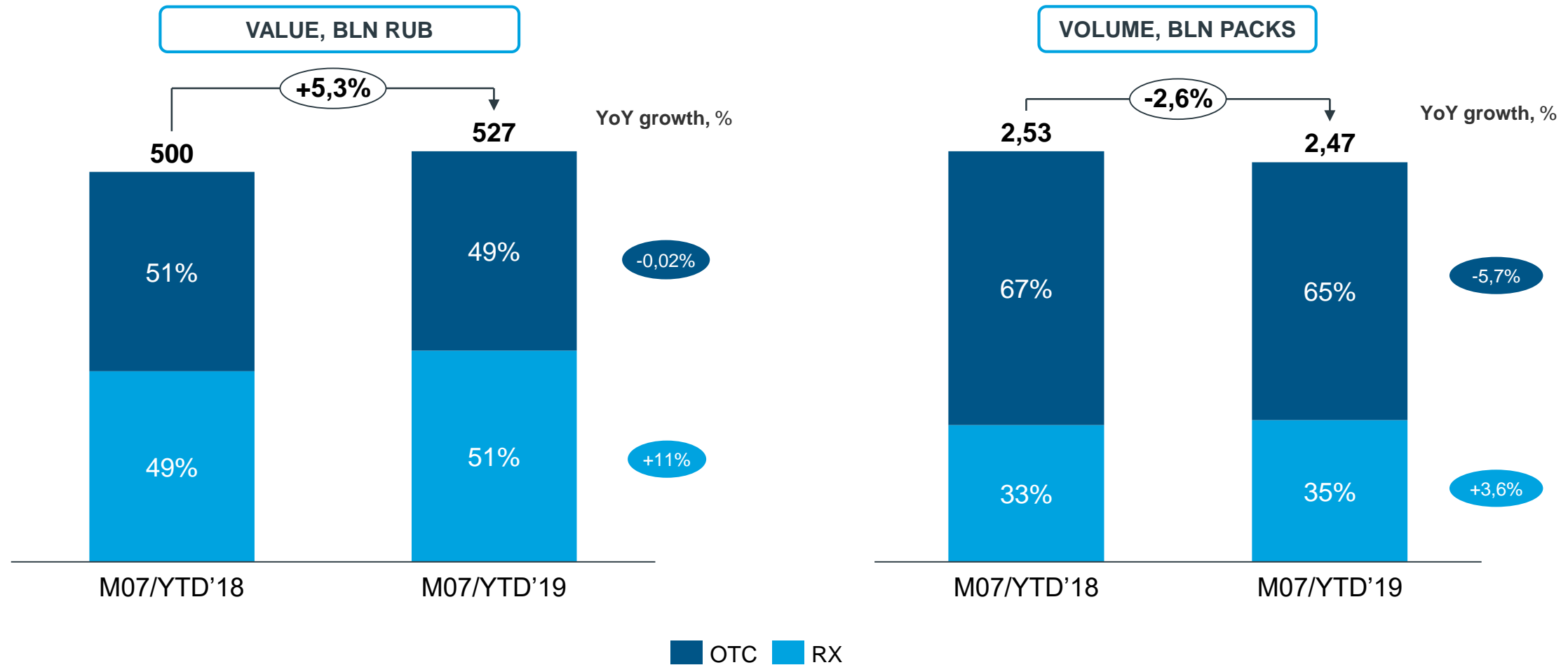


Indicator	RUB	USD	EUR	PACKS
Value M07/YTD'19, Bln.	715	11,0	9,8	2,9
Growth M07/YTD'19%	▲ 16%	▲ 7,0%	▲ 14%	▼ -1,2%



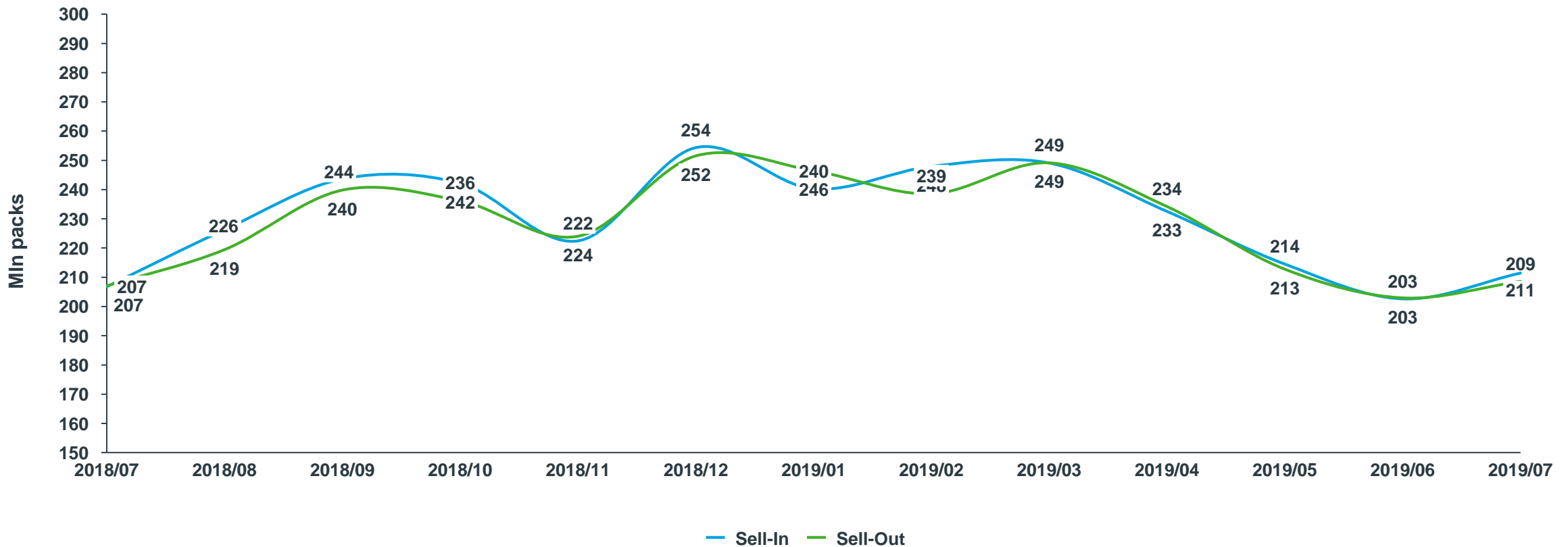
# Russian pharma market growth in January-July 2019

*Retail Sell-Out: Market grew by 5,3% in value and decreased by 2,6% in volume*



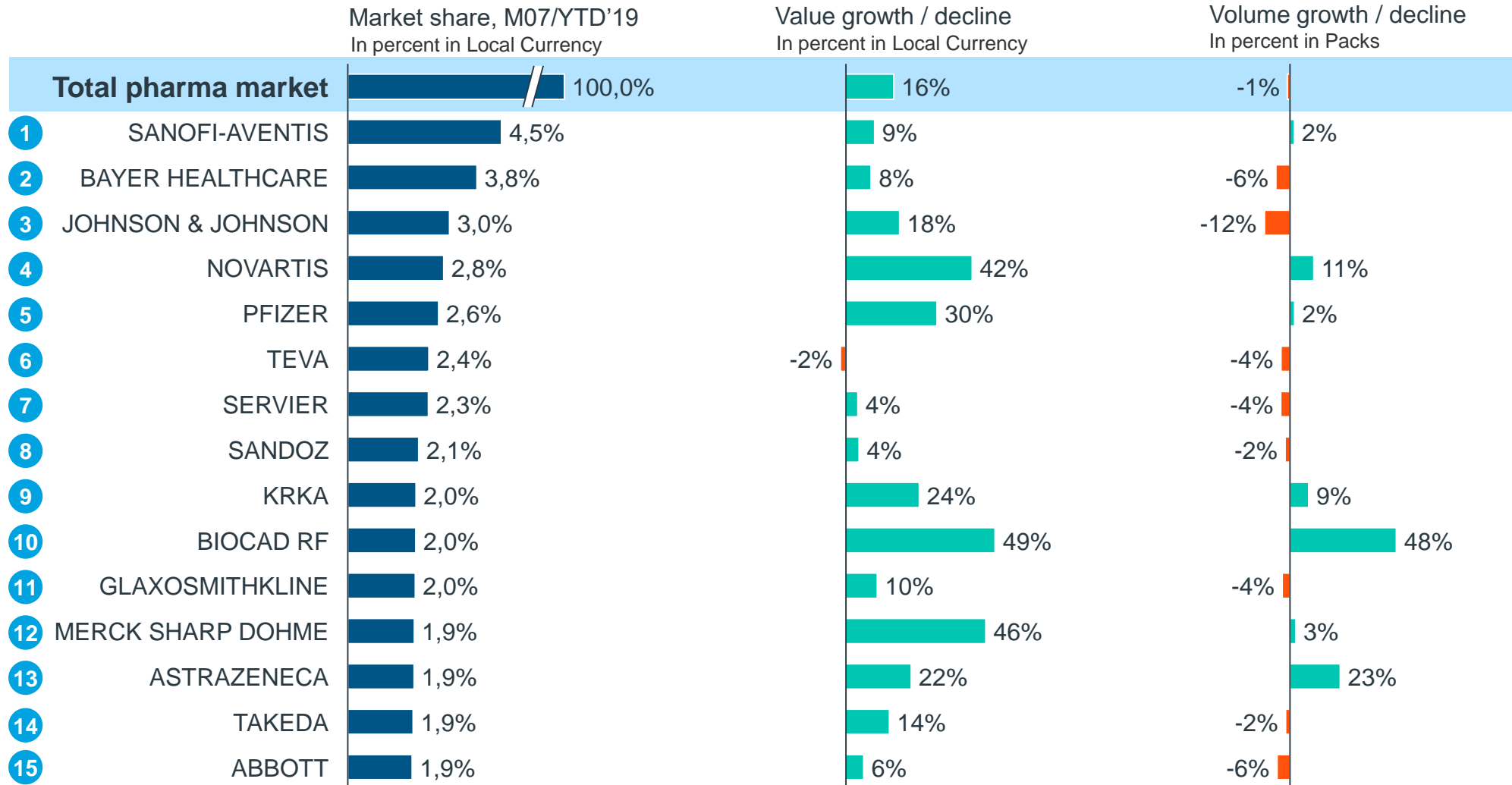


# Sell-In vs Sell-Out, OTC registered drugs



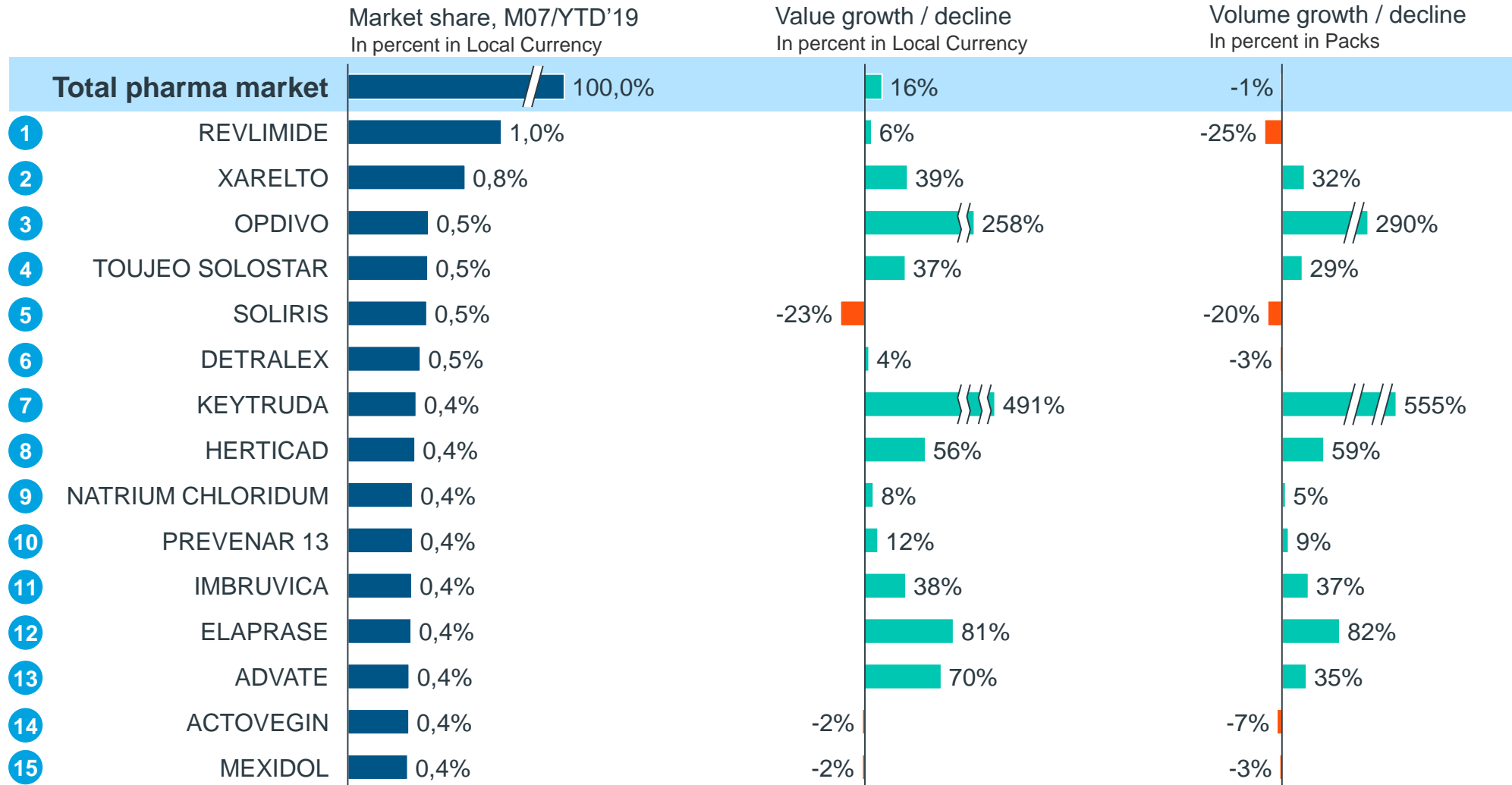


# TOP-15 corporations on Russian market, January-July 2019

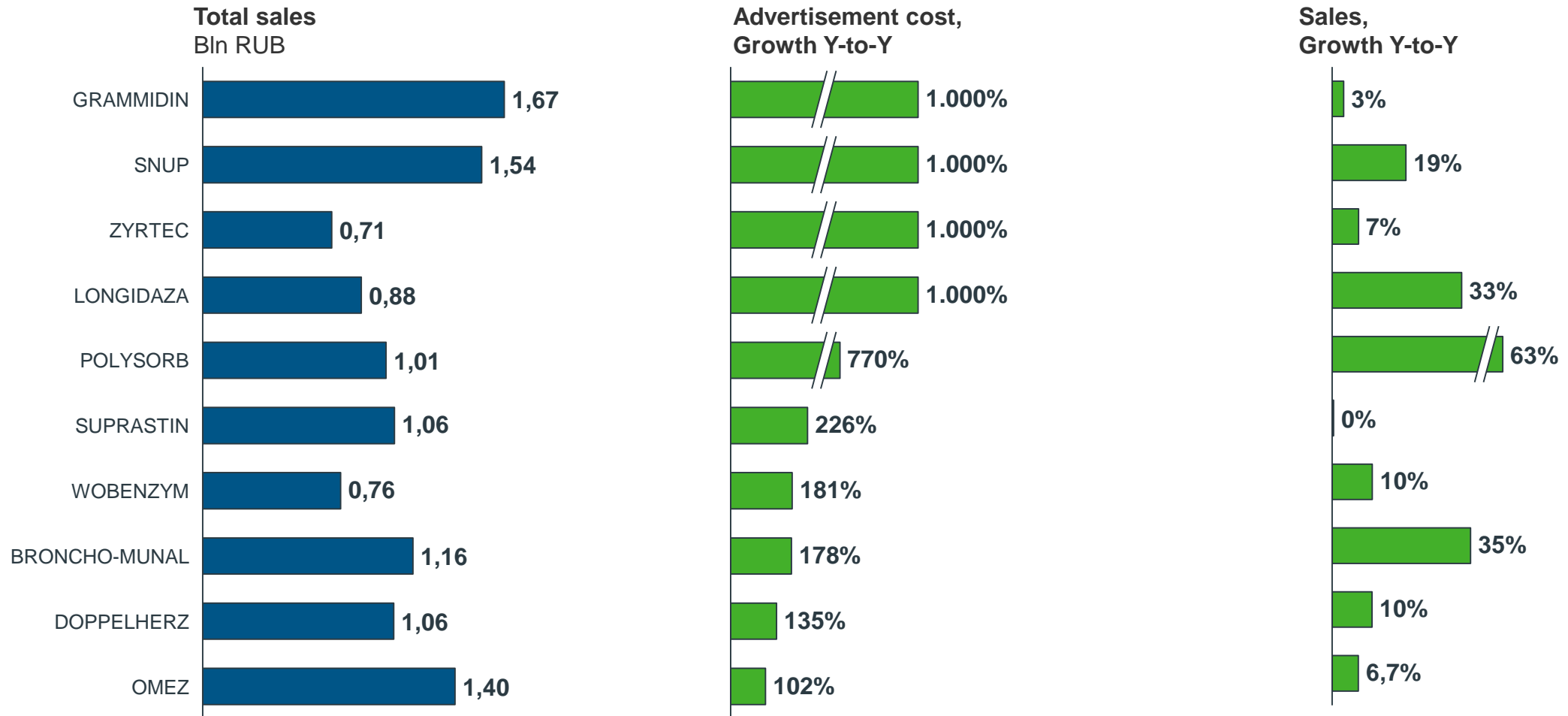




# TOP-15 brands on Russian market, January-July 2019

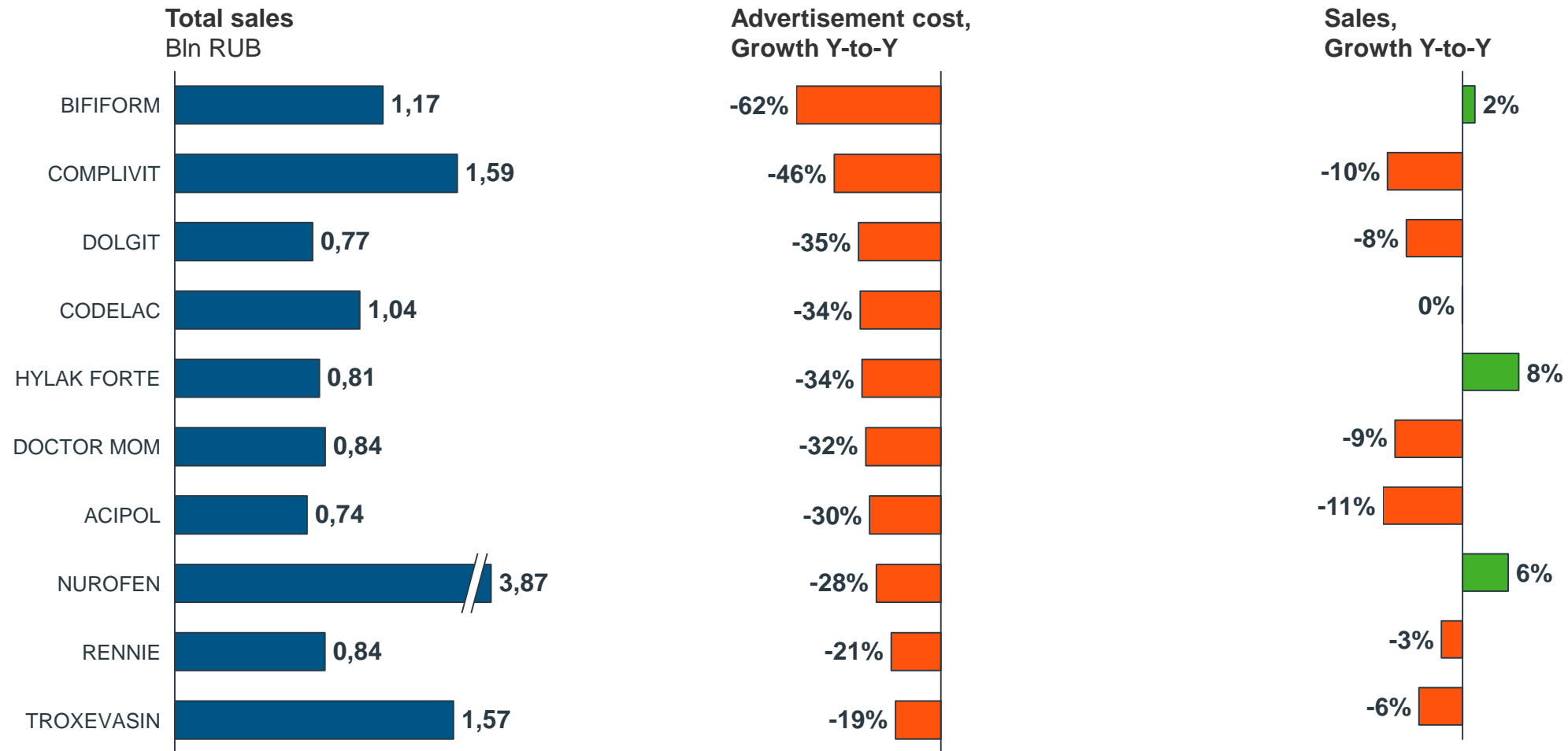


# TOP-10 products by growth in advertisement investments in January-July 2019



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-July 2019



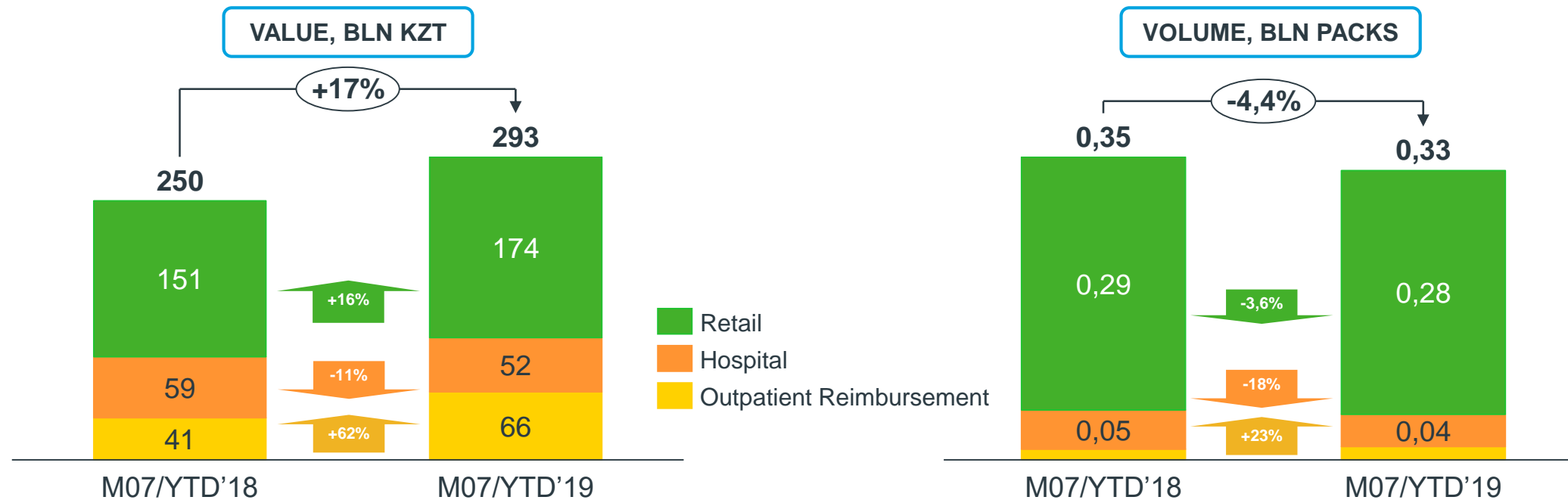
The rank is calculated among TOP-200 Brands by sales with advertising cost greater than 50 mln RUB  
 Source: IQVIA databases, Pharamtrend, Mediascope data, FIN Prices





# Kazakhstan pharma market growth in January-July 2019

Market grew by 17% in value and decreased by 4,4% in volume

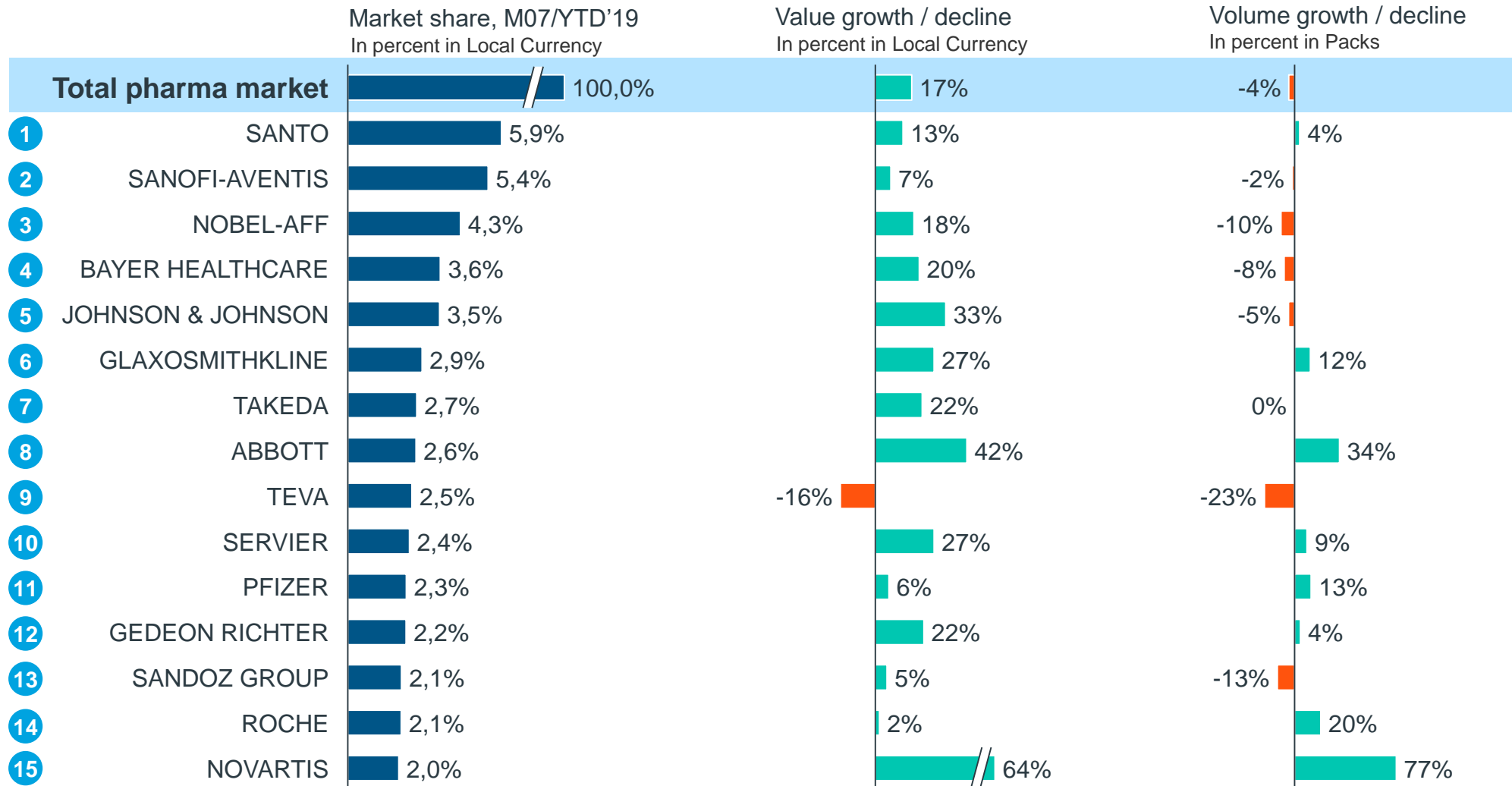


Indicator	KZT	USD	EUR	PACKS
Value M07/YTD'19, Bln.	293	0,77	0,68	0,33
Growth M07/YTD'19%	▲ 17%	▲ 1,0%	▲ 8,0%	▼ -4,4%

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

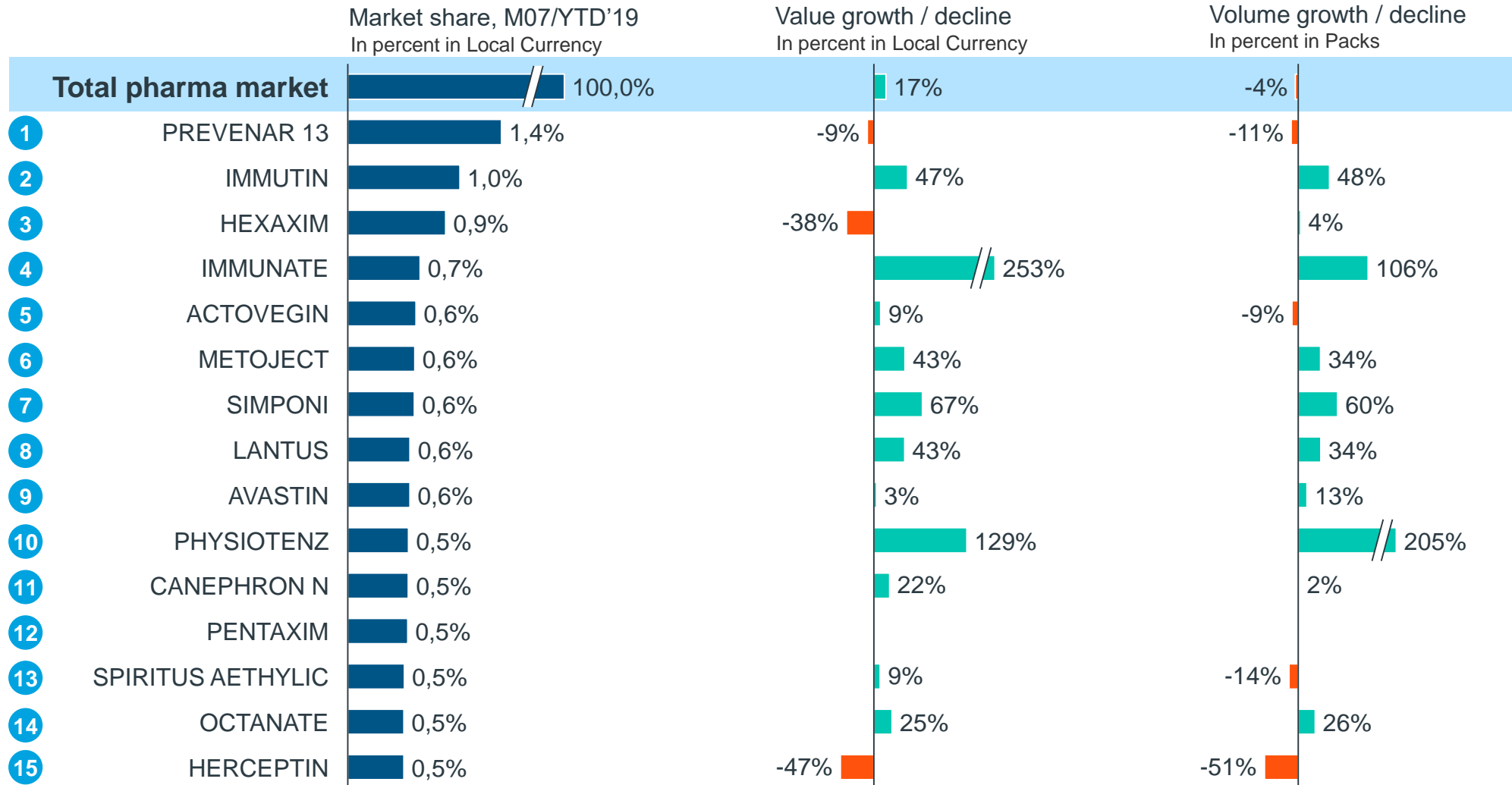


# TOP-15 corporations on Kazakhstan market, January-July 2019





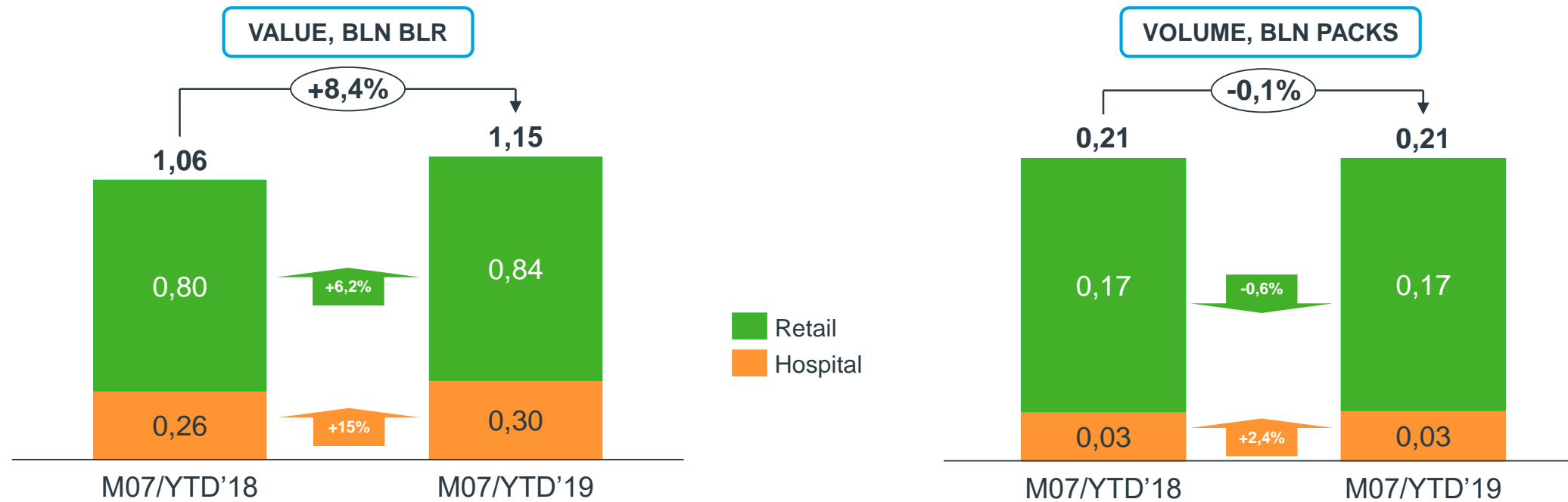
# TOP-15 brands on Kazakhstan market, January-July 2019





# Belarus pharma market growth in January-July 2019

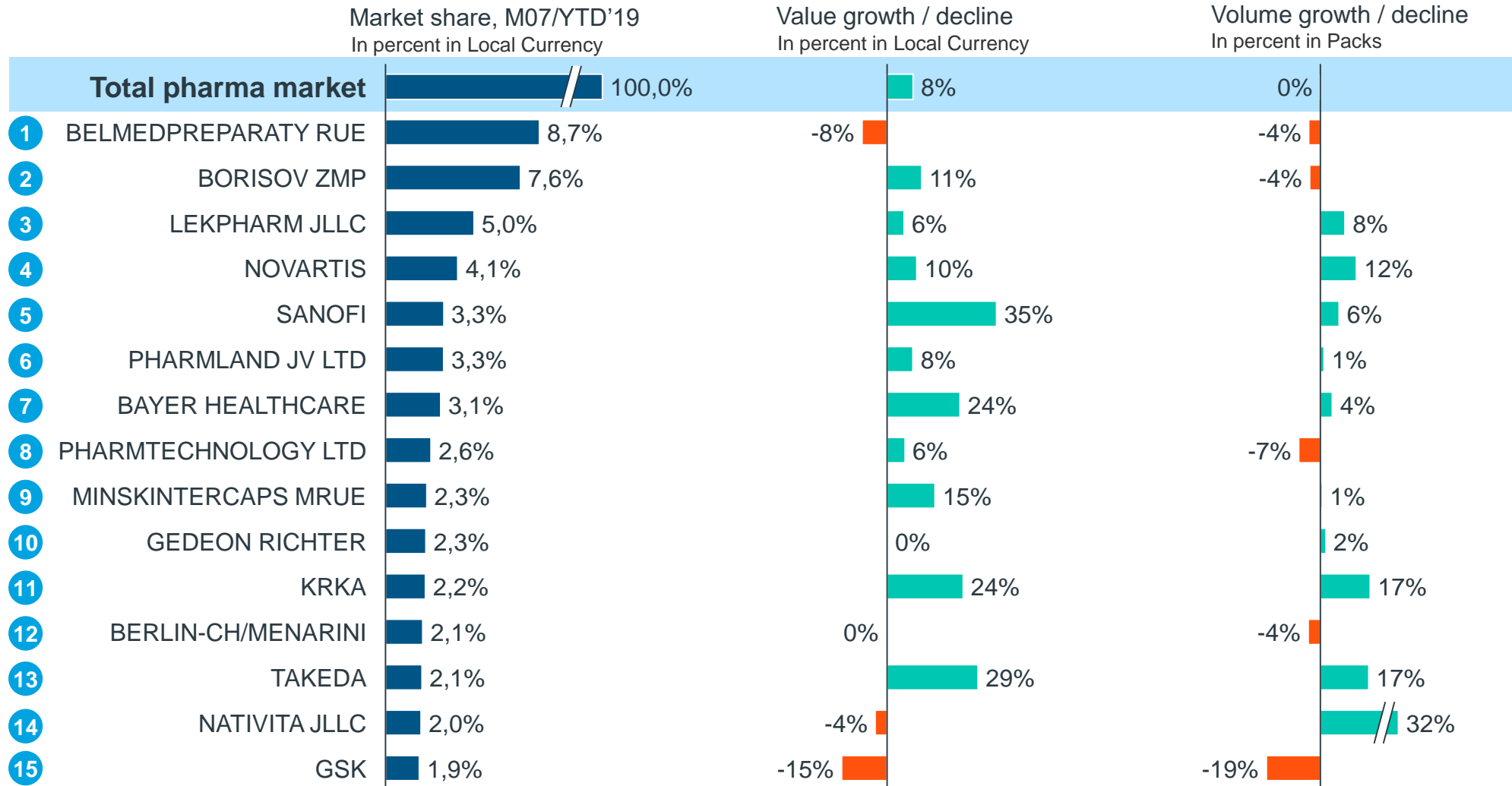
Market grew by 8,4% in value and decreased by 0,1% in volume



Indicator	BLR	USD	EUR	PACKS
Value M07/YTD'19, Bln.	1,15	0,54	0,48	0,21
Growth M07/YTD'19%	▲ 8,4%	▲ 2,2%	▲ 9,2%	▼ -0,1%

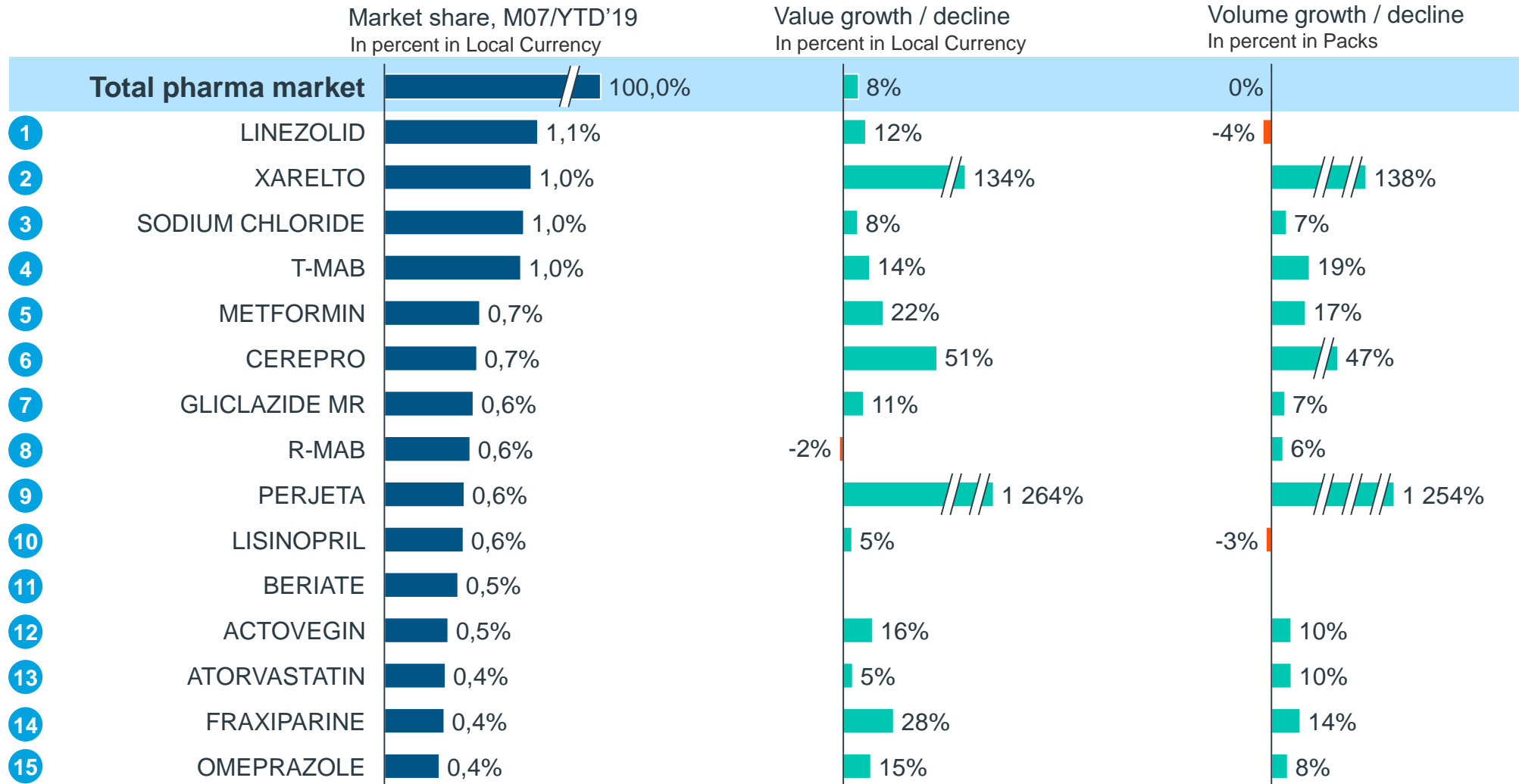


# TOP-15 corporations on Belarus market, January-July 2019





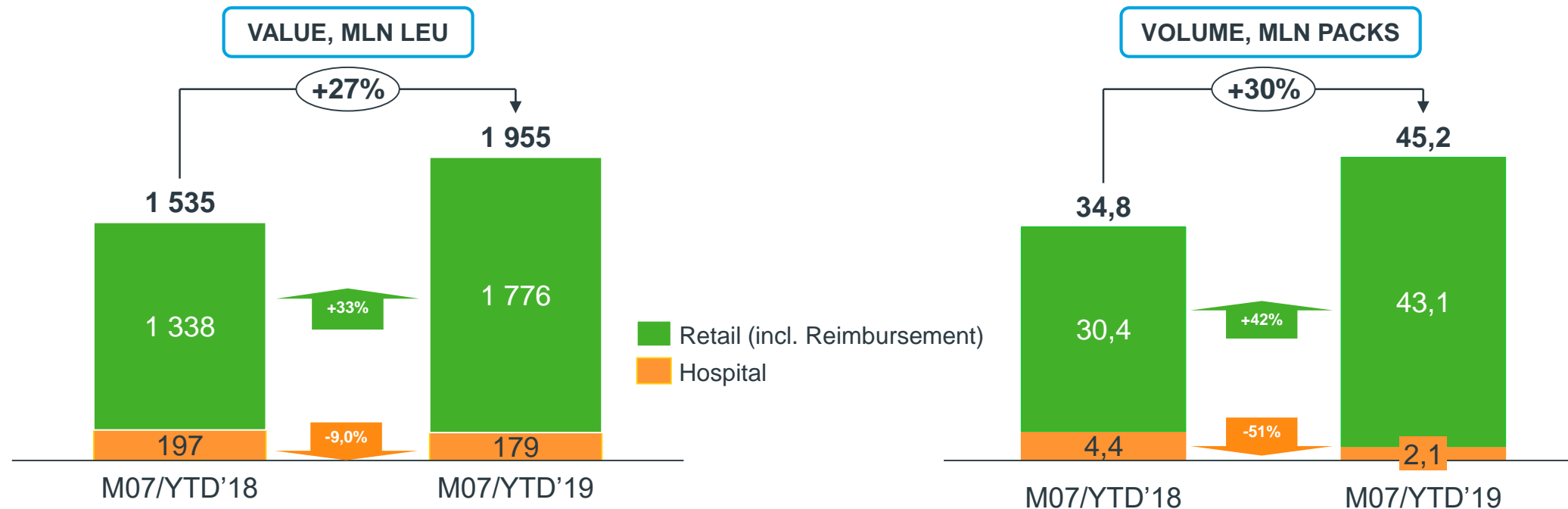
# TOP-15 brands on Belarus market, January-July 2019





# Moldova pharma market growth in January-July 2019

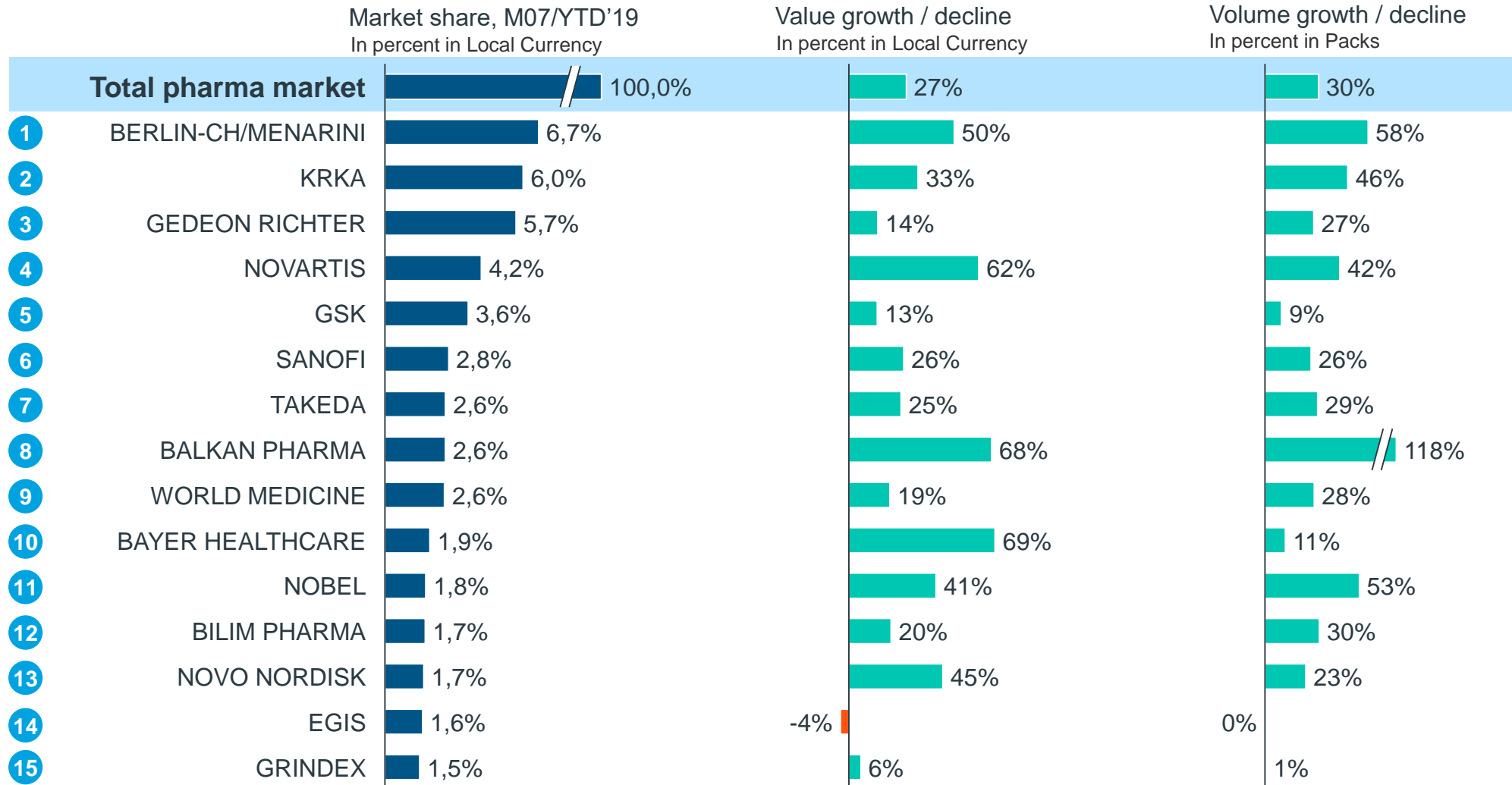
Market grew by 27% in value and by 30% in volume



Indicator	LEU	USD	EUR	PACKS
Value M07/YTD'19, Mln.	1 955	111,4	98,7	45,2
Growth M07/YTD'19%	▲ 27%	▲ 21%	▲ 29%	▲ 30%



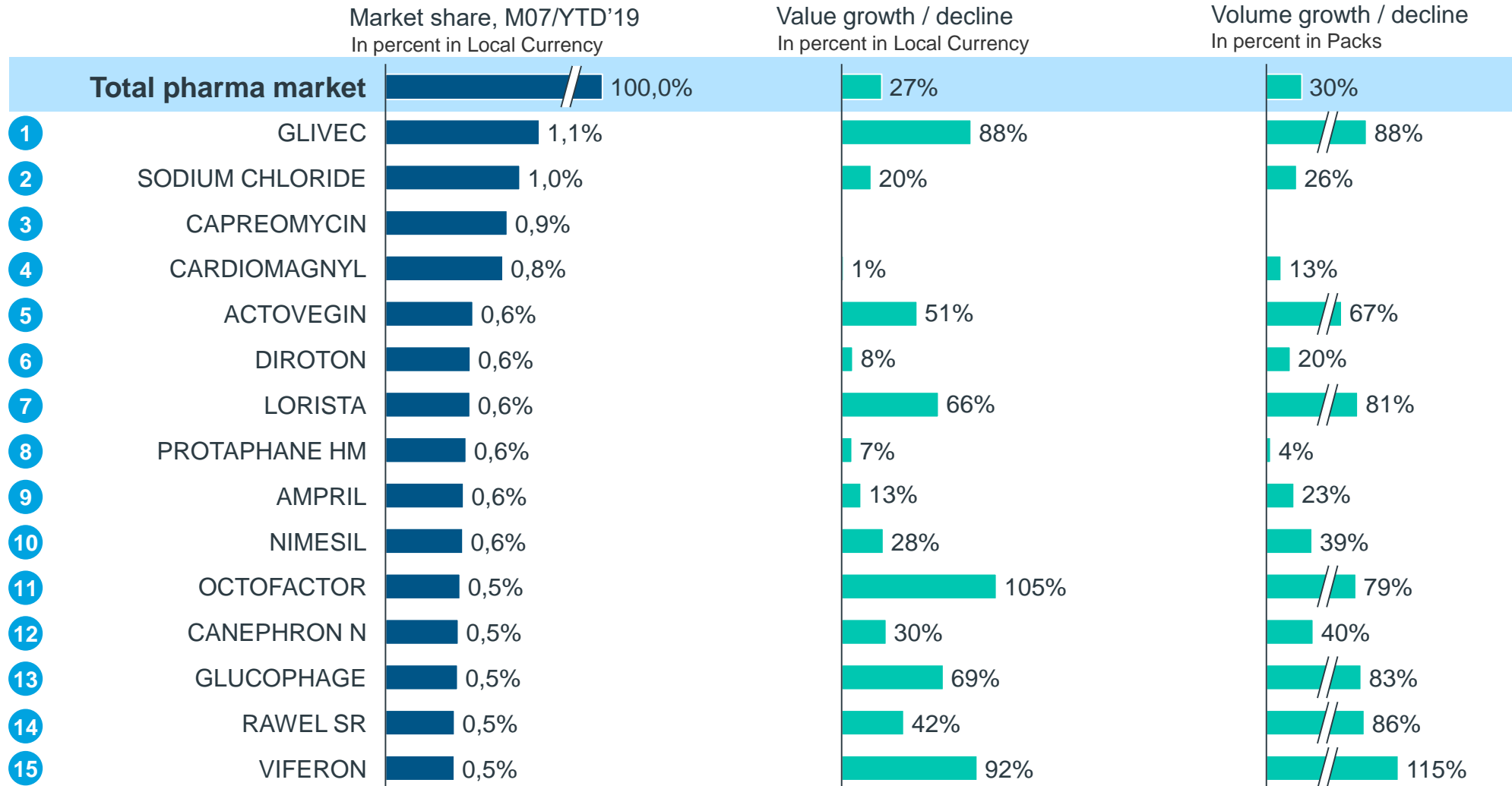
# TOP-15 corporations on Moldova market, January-July 2019







# TOP-15 brands on Moldova market, January-July 2019



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

# Please Contact Us for More Information



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