



IMS Health & Quintiles are now



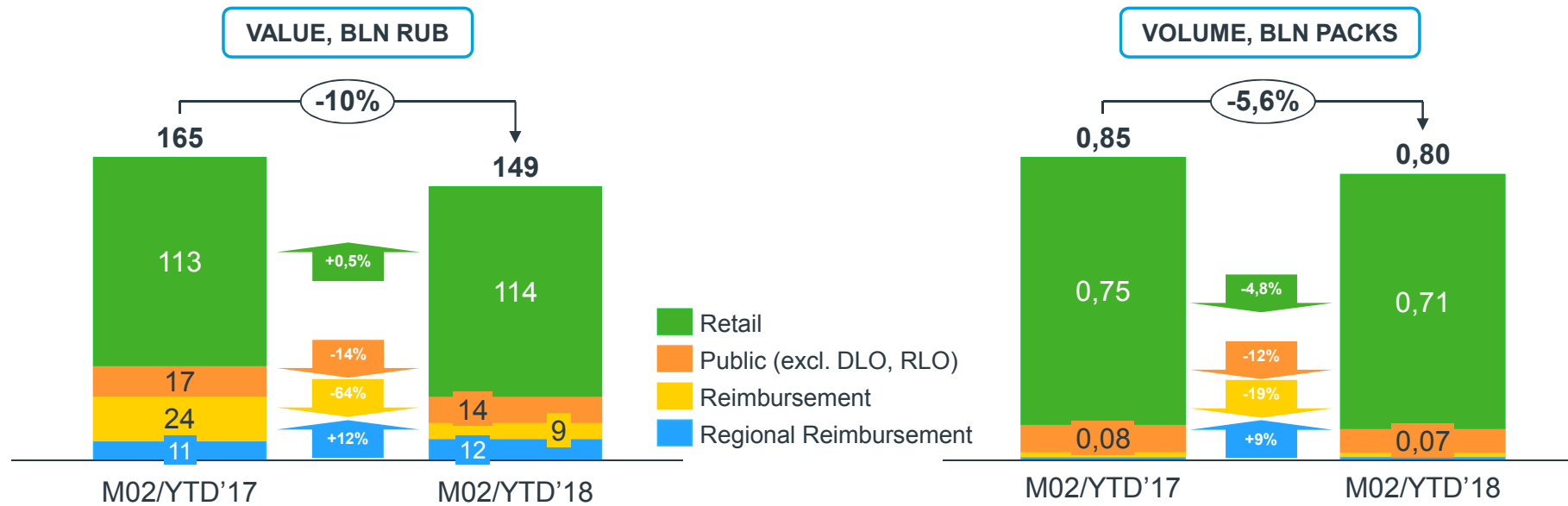
Facts from IQVIA

M02 2018



Russia pharma market growth in January-February 2018

Market decreases by -10% in value and -5,6% in volume



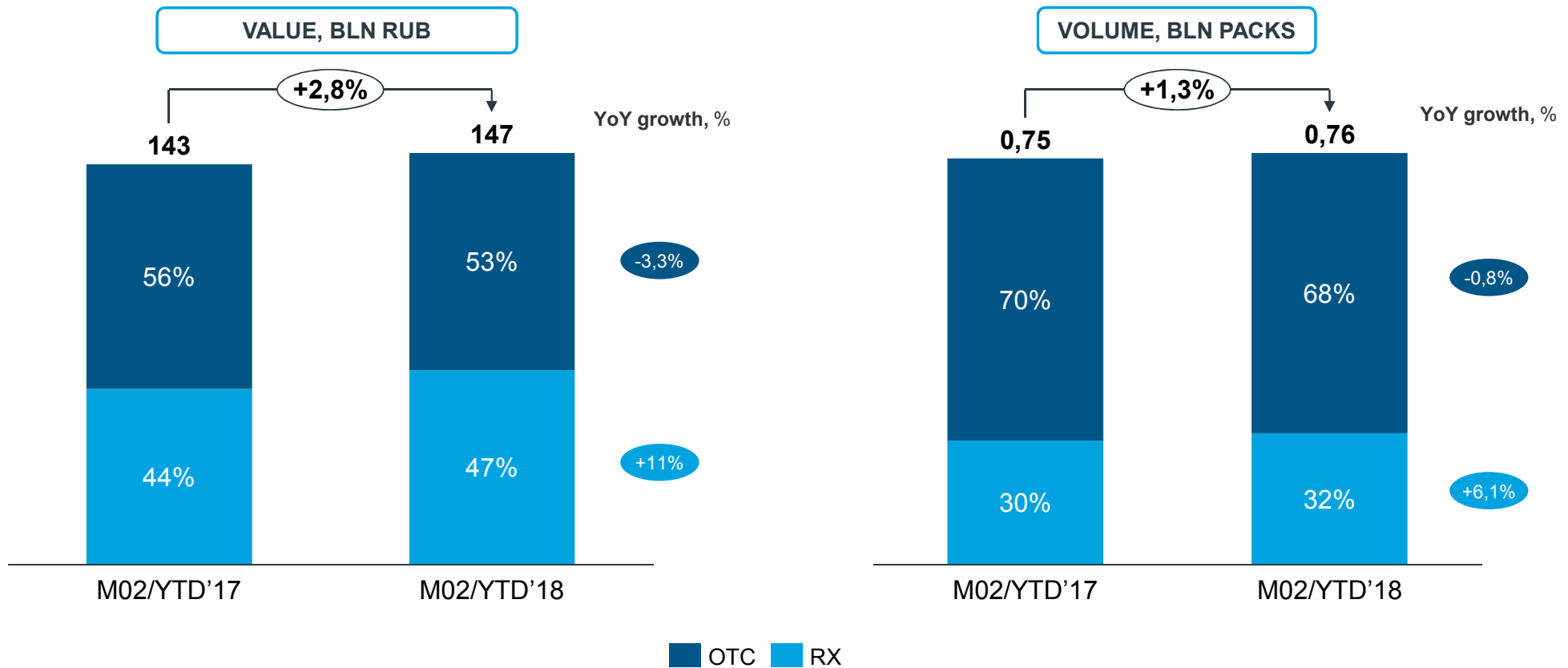
Indicator	RUB	USD	EUR	PACKS
Value M02/YTD 2018, Bln.	149	2,6	2,1	0,8
Growth M02/YTD,%	▼ -10%	▼ -5,8%	▼ -18%	▼ -5,6%

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



Russia pharma market growth in January-February 2018

Retail Sell-Out: Market grew by 2,8% in value and 1,3% in volume



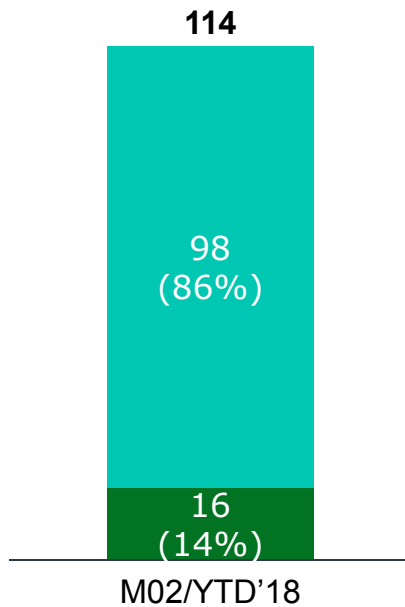
Source: IQVIA databases. Pharmatrend. Retail Market in Russia (exclude food supplements and diagnostic agents), FIN Prices

Russia pharma IQVIA Pharmacies structure in January-February 2018

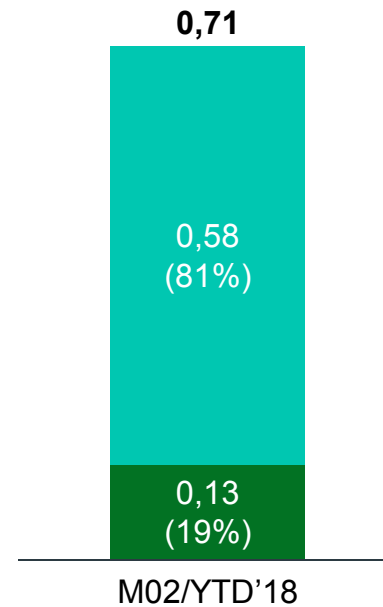


Retail Sell-In: Share of Pharmacy chains in IQVIA Pharmacies is 86% in value and 81% in volume

VALUE, BLN RUB



VOLUME, BLN PACKS



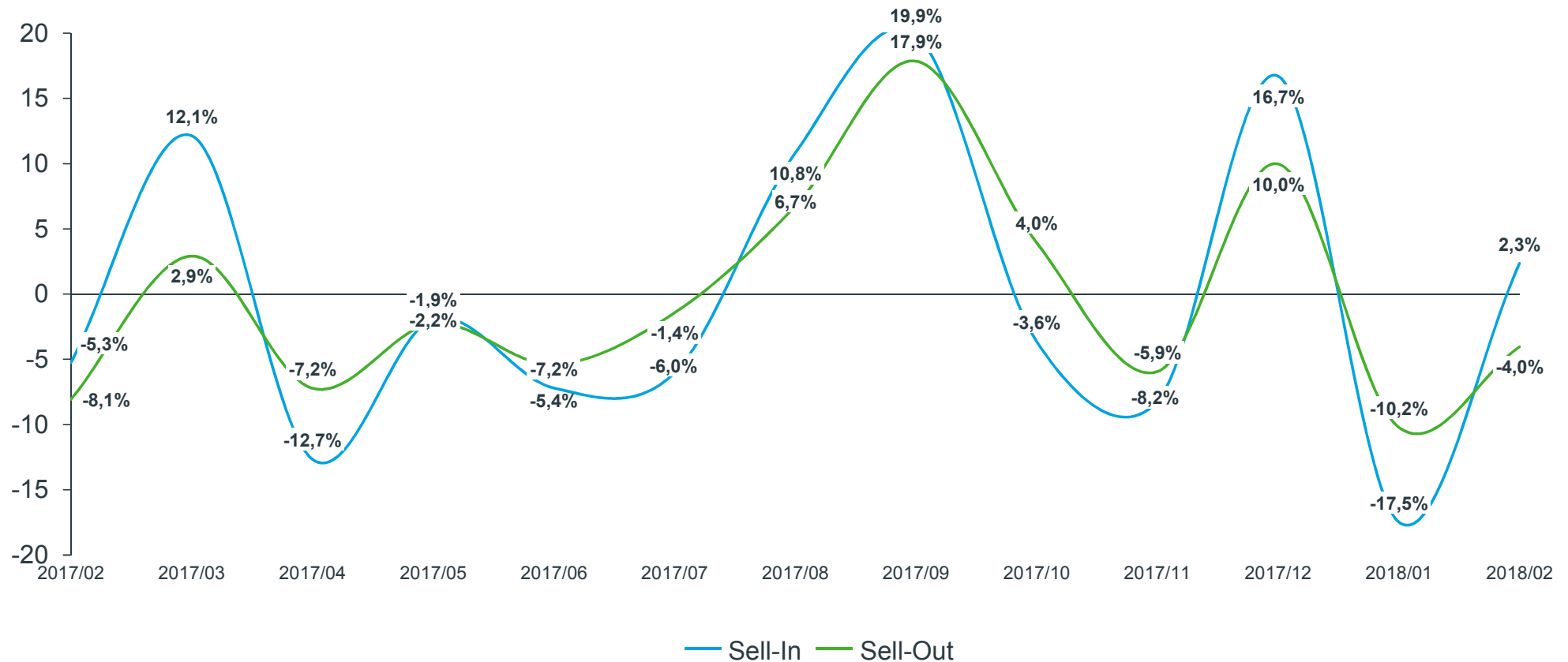
■ Pharmacy Chains
■ Individual pharmacies

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



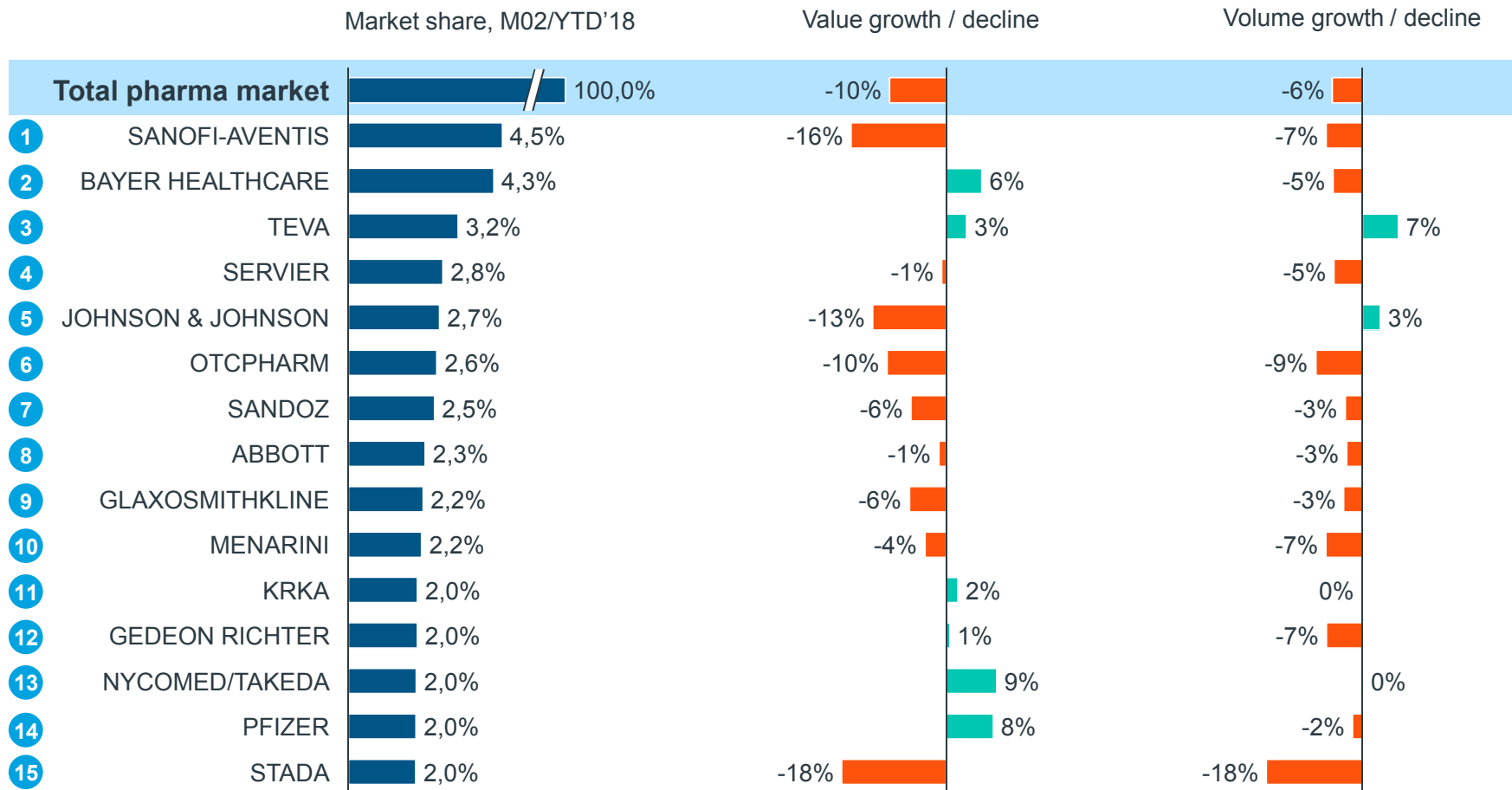
Sell-In vs Sell-Out, OTC registered drugs

Month-Over-Month Growth Rates, volume



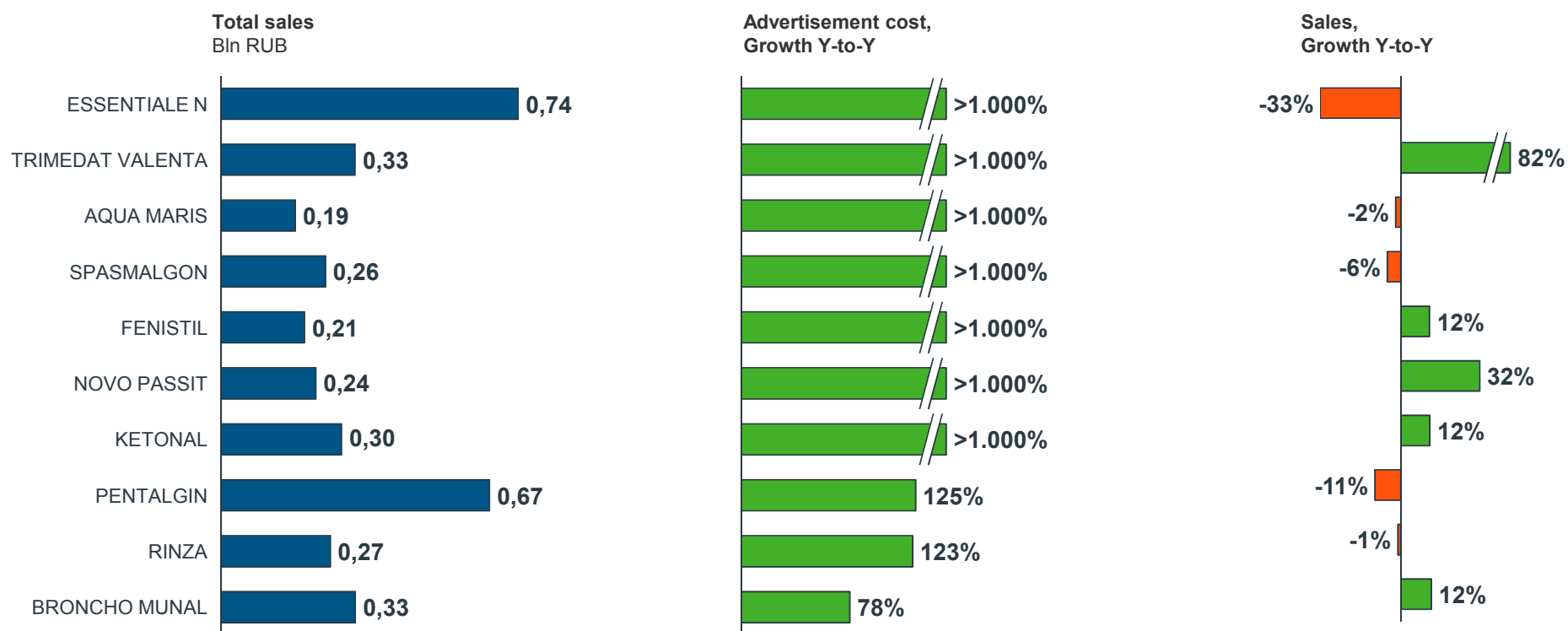


TOP-15 corporations on Russian market, January-February 2018



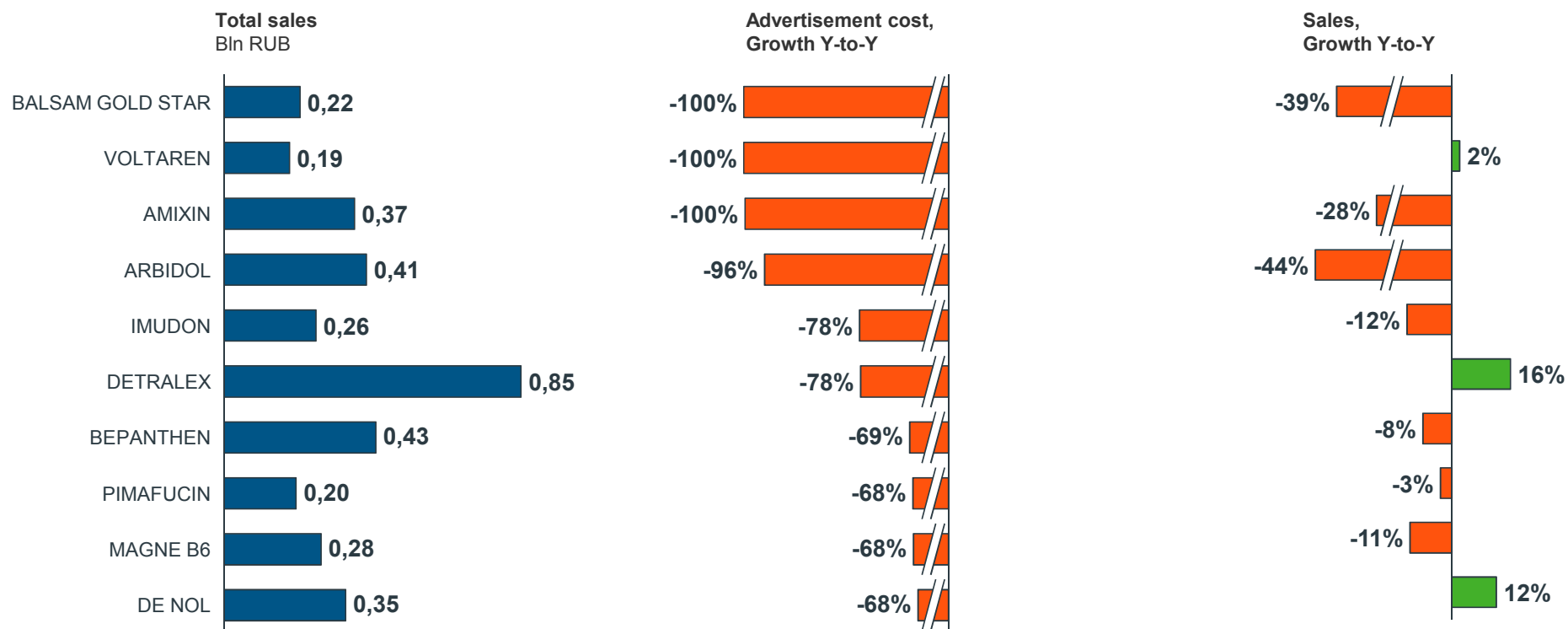
Source: IQVIA databases. Total Market (exclude food supplements and diagnostic agents), TRD Prices

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



The rank is calculated among TOP-200 Products 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-February 2018

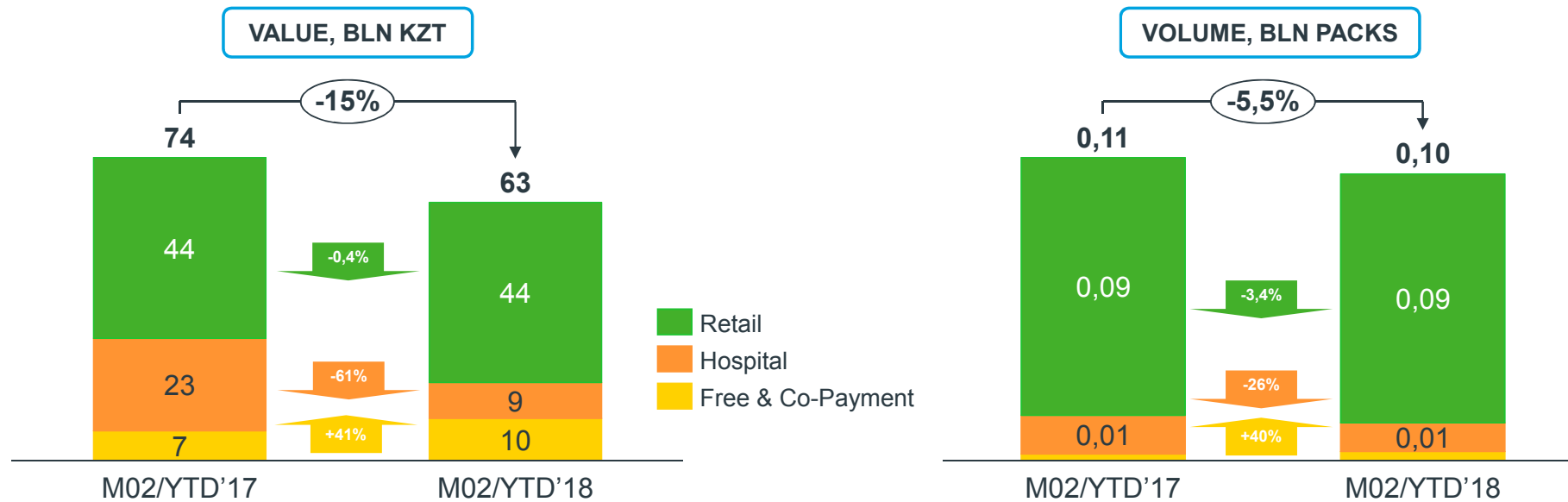


The rank is calculated among TOP-200 Products by sales with advertising cost greater than 50 mln RUB
 Source: IQVIA databases, Pharmatrend, Mediascope data, FIN Prices



Kazakhstan pharma market growth in January-February 2018

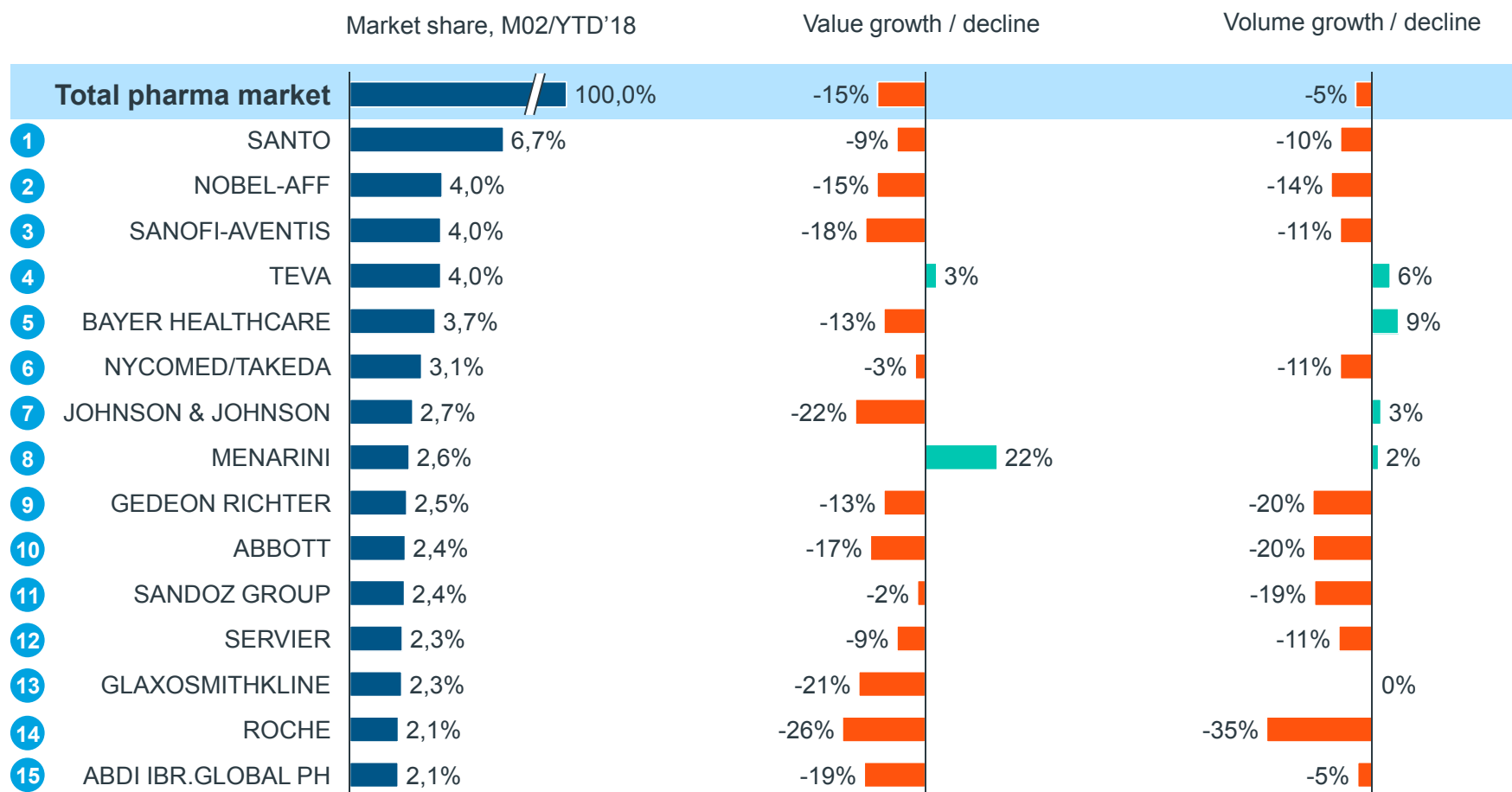
Market decreases by -15% in value and -5,5% in volume



Indicator	KZT	USD	EUR	PACKS
Value M02/YTD 2018, Bln.	63	0,20	0,16	0,10
Growth M02/YTD,%	▼ -15%	▼ -15%	▼ -26%	▼ -5,5%

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

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

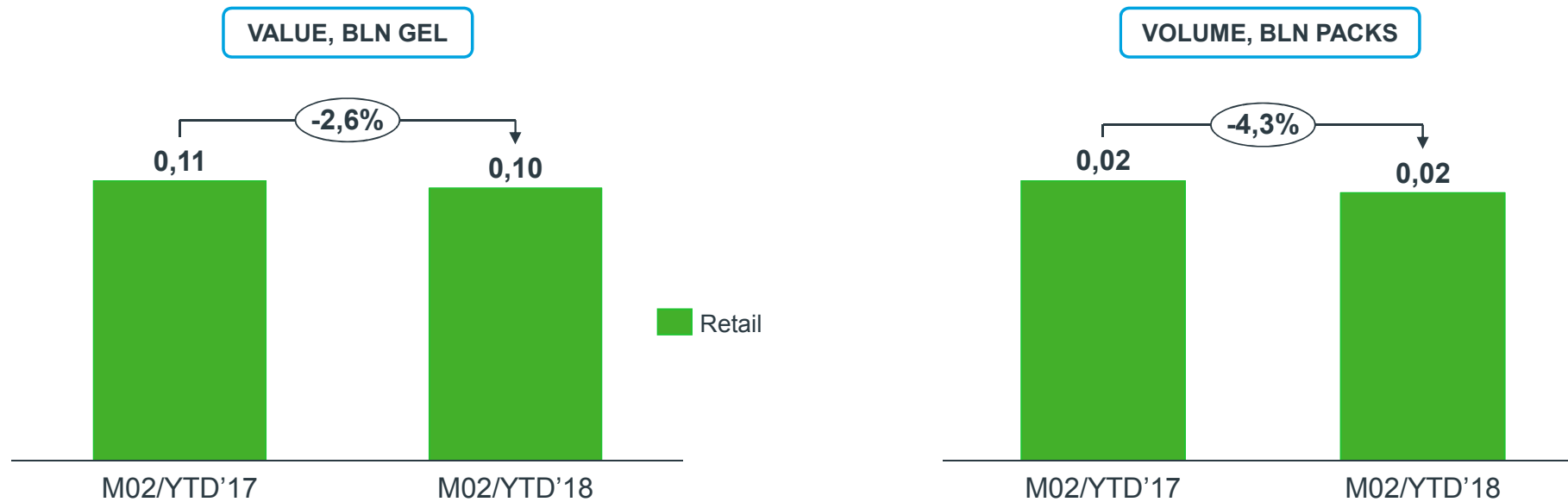


Source: IQVIA databases. Total Market (exclude food supplements and diagnostic agents), TRD Prices



Georgia pharma market growth in January-February 2018

Market decreases by -2,6% in value and -4,3% in volume

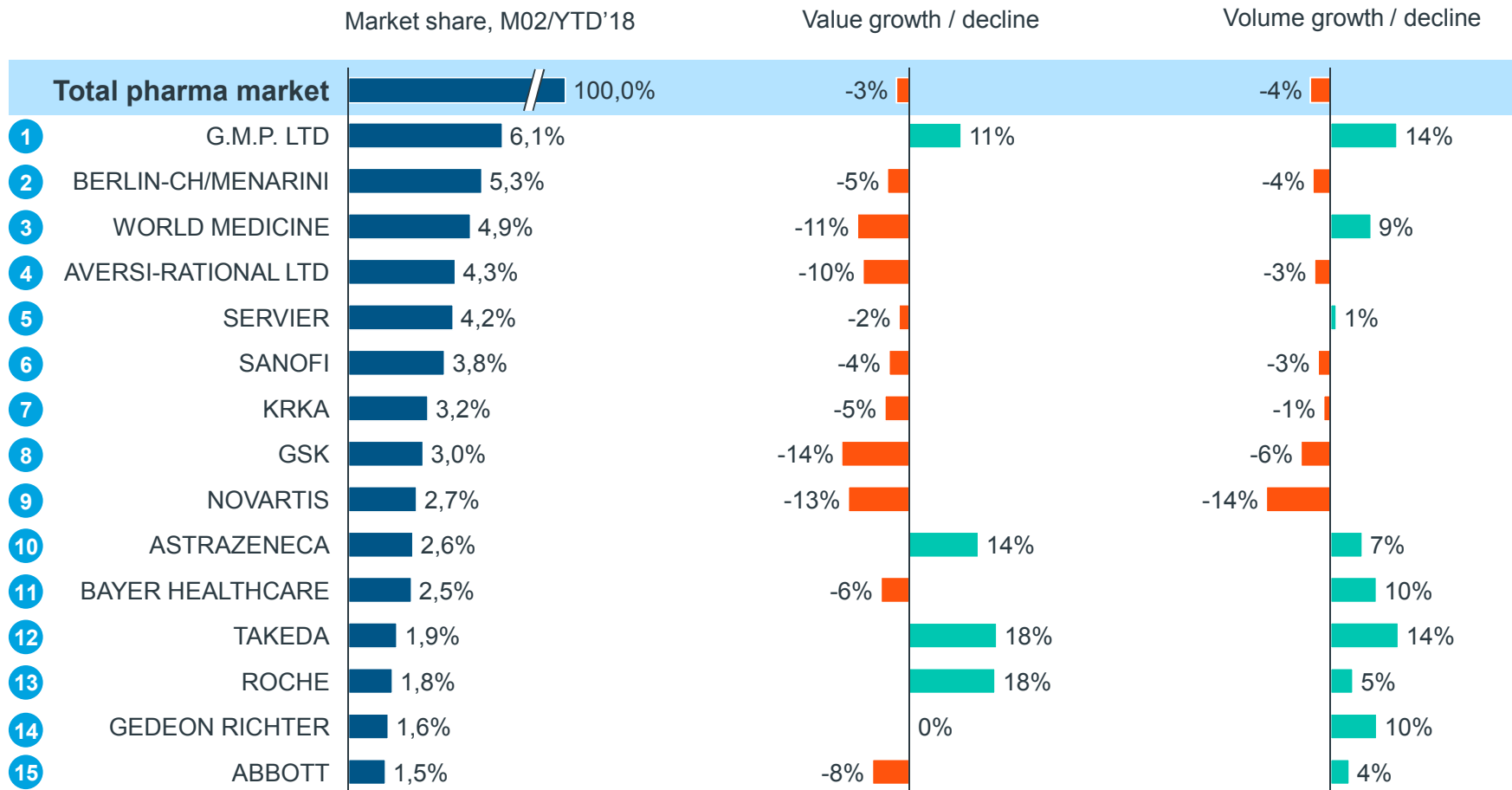


Indicator	GEL	USD	EUR	PACKS
Value M02/YTD 2018, Bln.	0,10	0,04	0,03	0,02
Growth M02/YTD,%	▼ -2,6%	▲ +4,3%	▼ -9,4%	▼ -4,3%

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



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

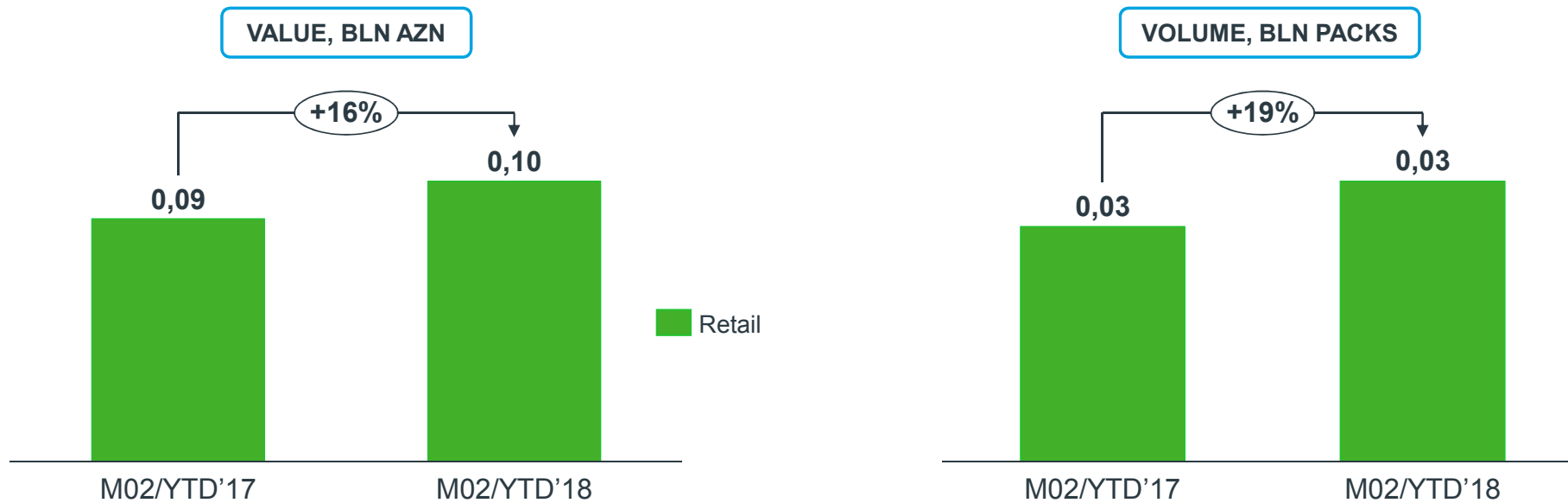


Source: IQVIA databases. Retail Market (exclude food supplements and diagnostic agents), TRD Prices



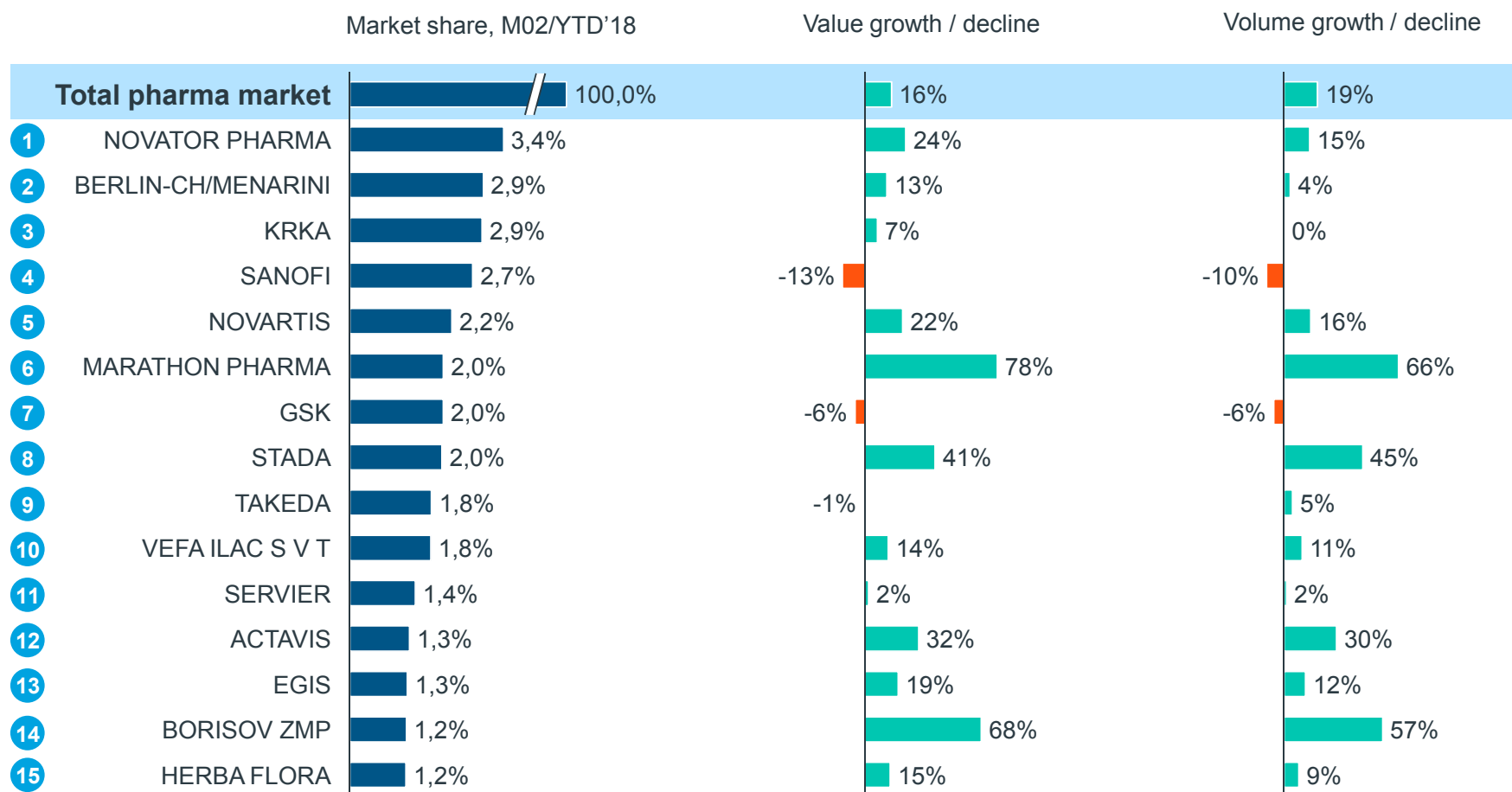
Azerbaijan pharma market growth in January-February 2018

Market grows by +16% in value and +19% in volume



Indicator	AZN	USD	EUR	PACKS
Value M02/YTD 2018, Bln.	0,10	0,06	0,05	0,03
Growth M02/YTD,%	▲ +16%	▲ +23%	▲ +6,3%	▲ +19%

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

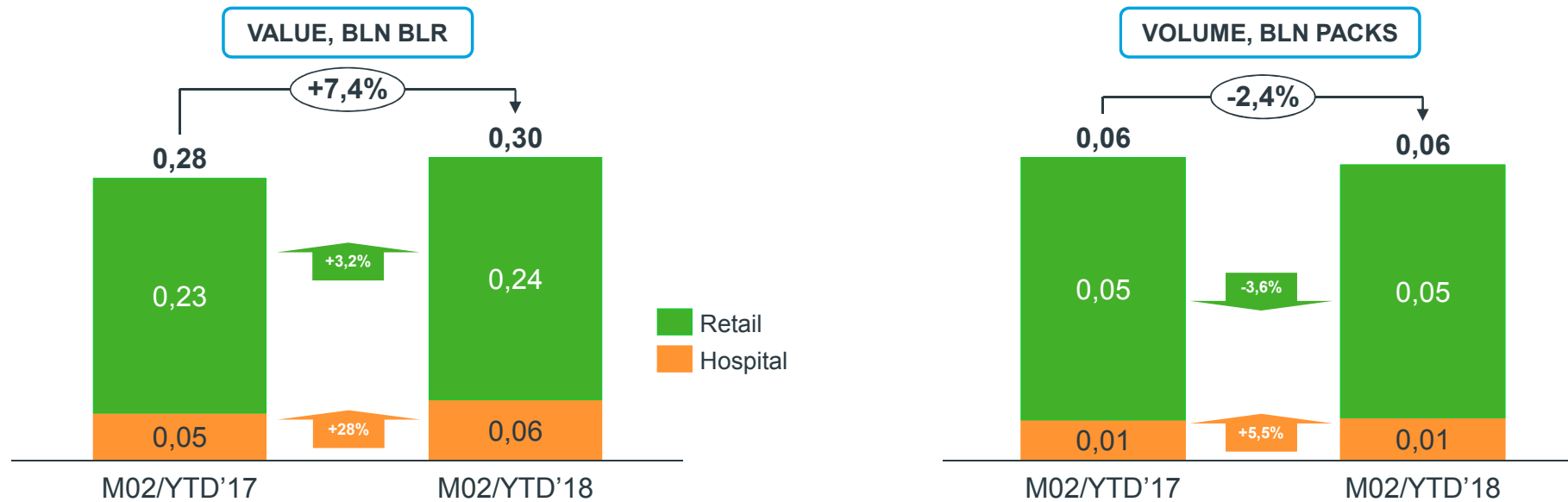


Source: IQVIA databases. Retail Market (exclude food supplements and diagnostic agents), TRD Prices



Belarus pharma market growth in January-February 2018

Market grows by 7,4% in value and -2,4% in volume

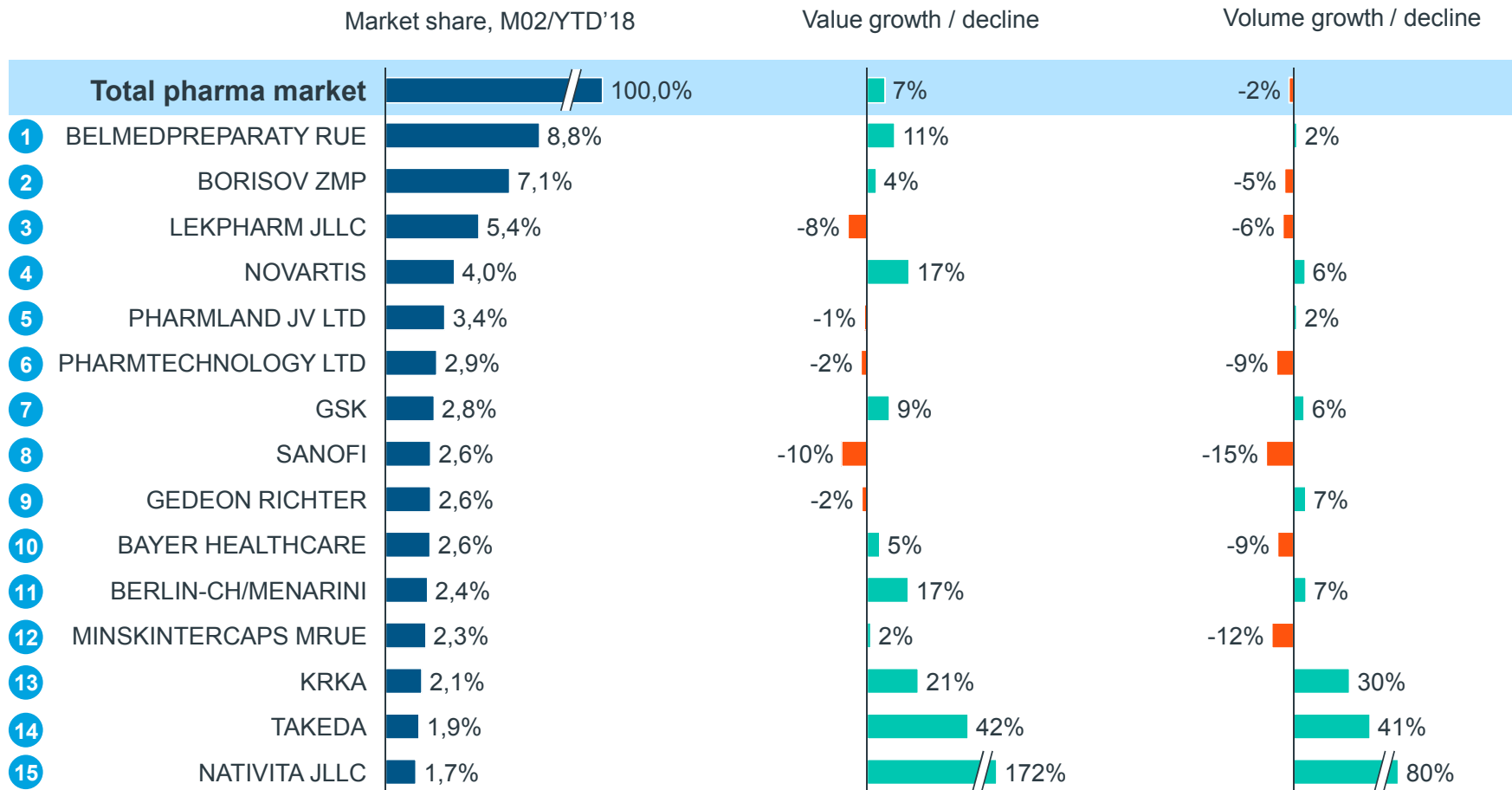


Indicator	BLR	USD	EUR	PACKS
Value M02/YTD 2018, Bln.	0,30	0,15	0,12	0,06
Growth M02/YTD,%	▲+7,4%	▲+4,3%	▼-9,6%	▼-2,4%

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



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



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

Please Contact Us for More Information



Svetlana Nikulina
Senior Sales Manager

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

Anton Kalyapin
Senior Offering Manager

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

Nadezhda Kalinich
Client Service Representative

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