

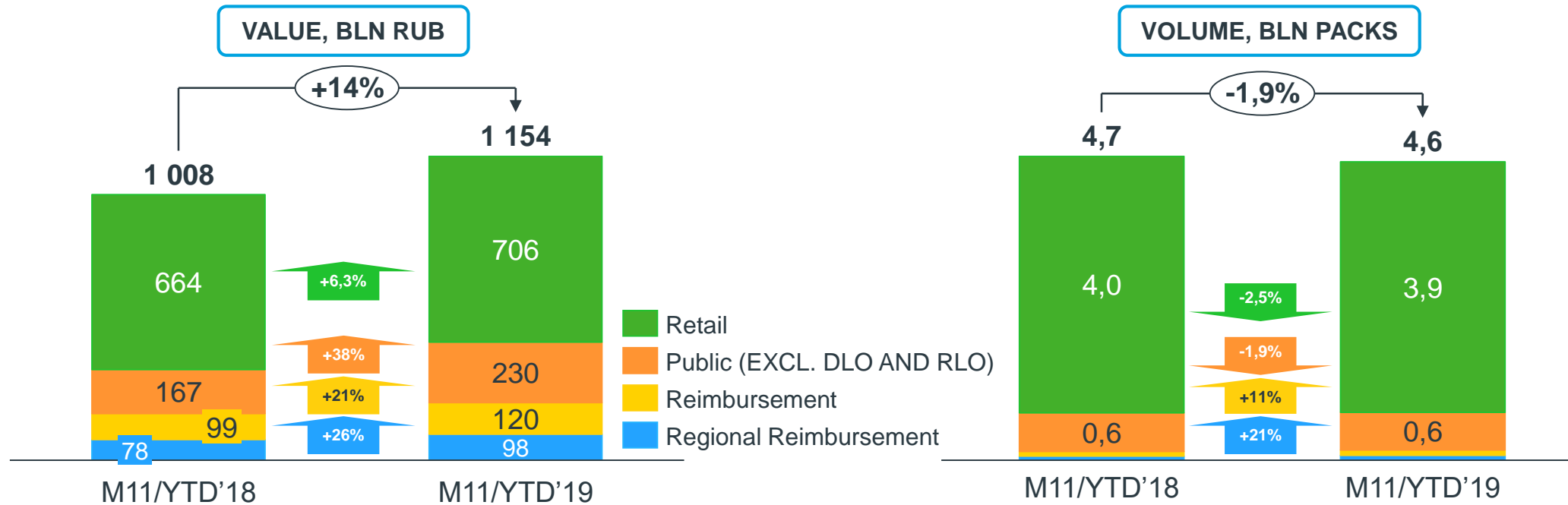
Facts from IQVIA

M11 2019



Russian pharma market growth in January-November 2019

Market grew by 14% in value and decreased by 1,9% in volume

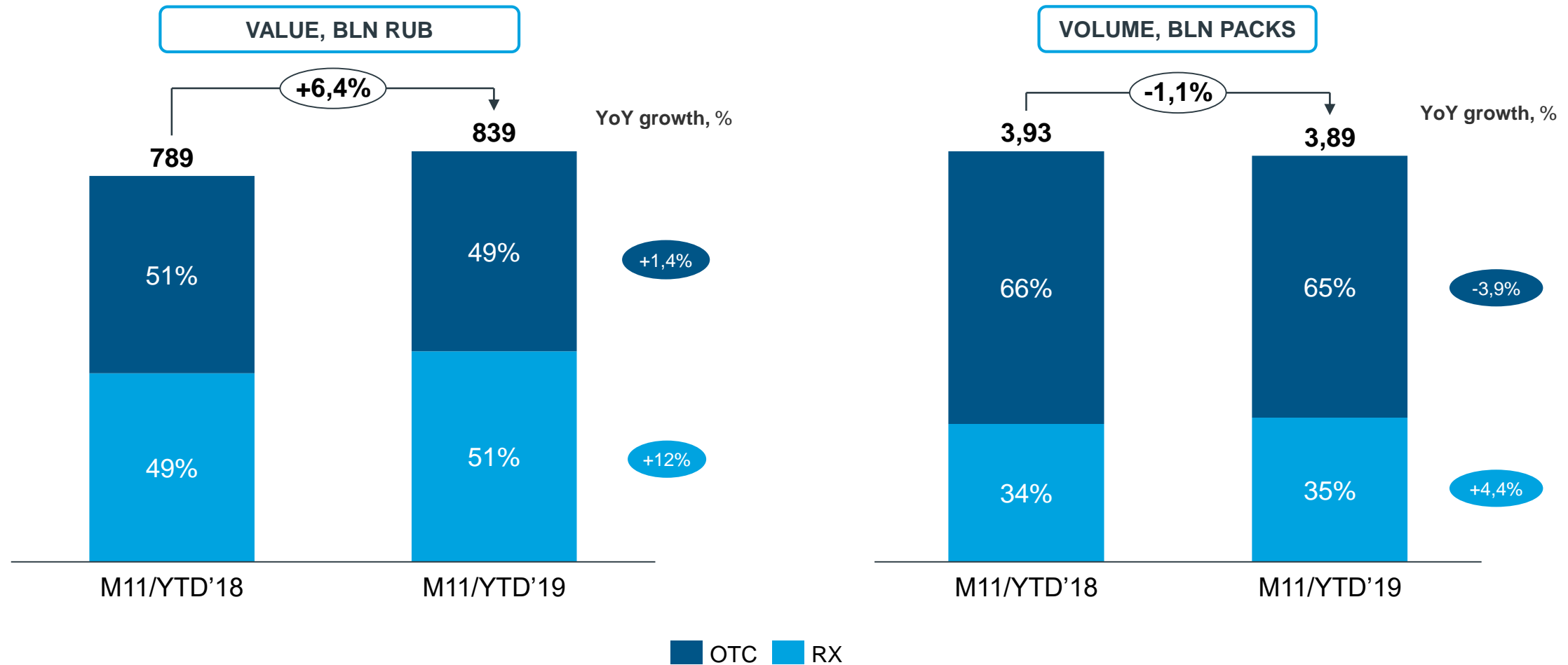


Indicator	RUB	USD	EUR	PACKS
Value M11/YTD'19, Bln.	1 154	17,8	15,9	4,6
Growth M11/YTD'19%	▲ 14%	▲ 10%	▲ 16%	▼ -1,9%



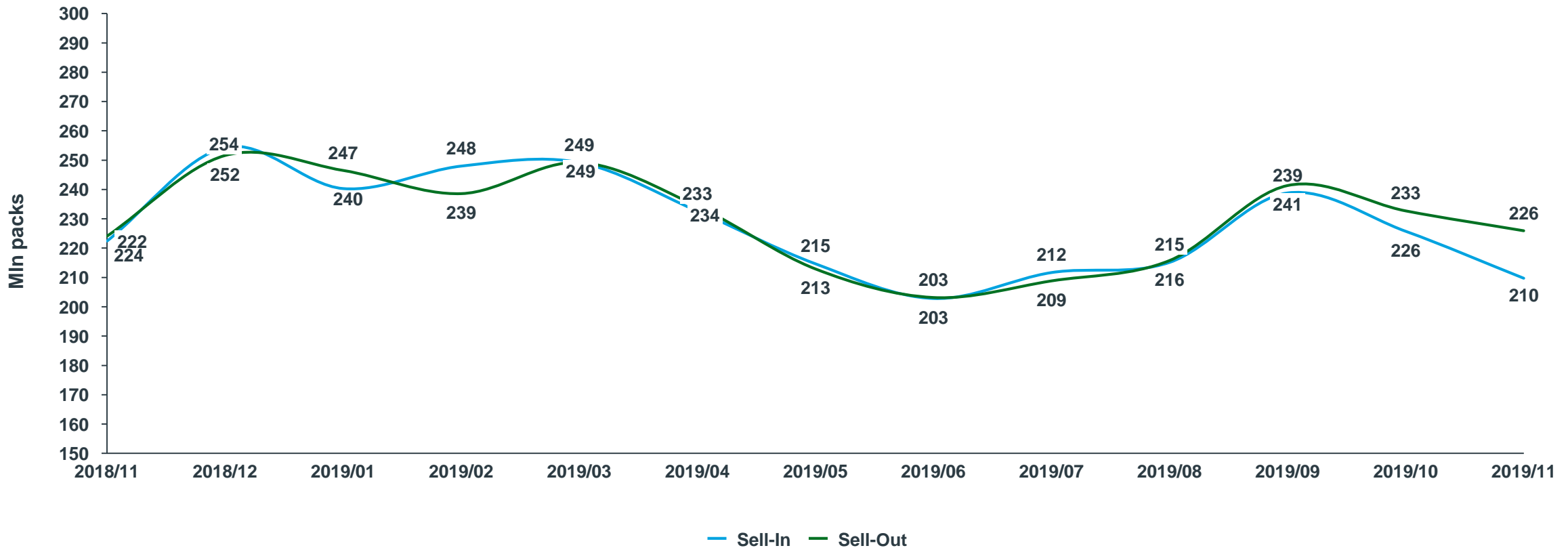
Russian pharma market growth in January-November 2019

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



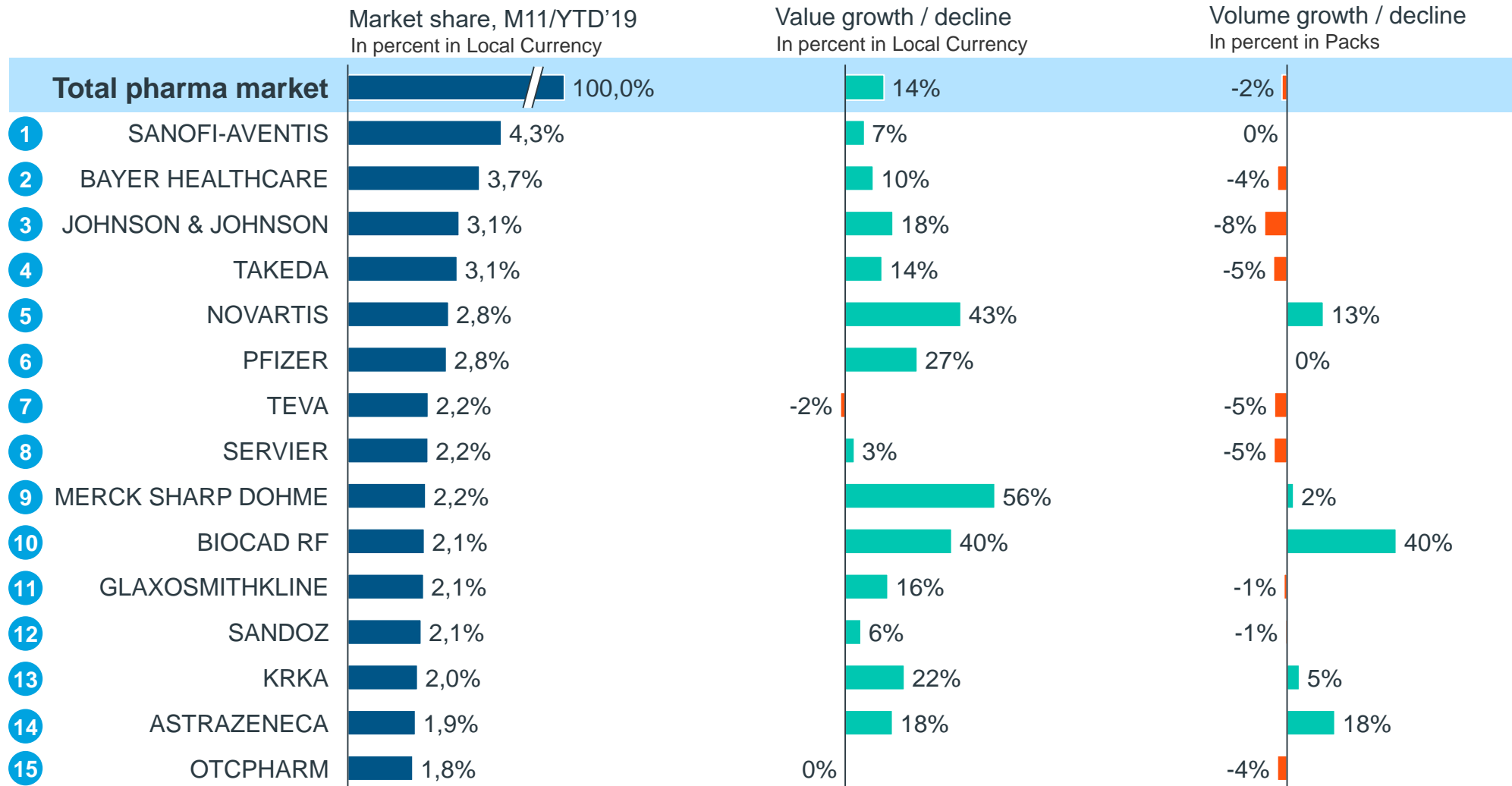


Sell-In vs Sell-Out, OTC registered drugs



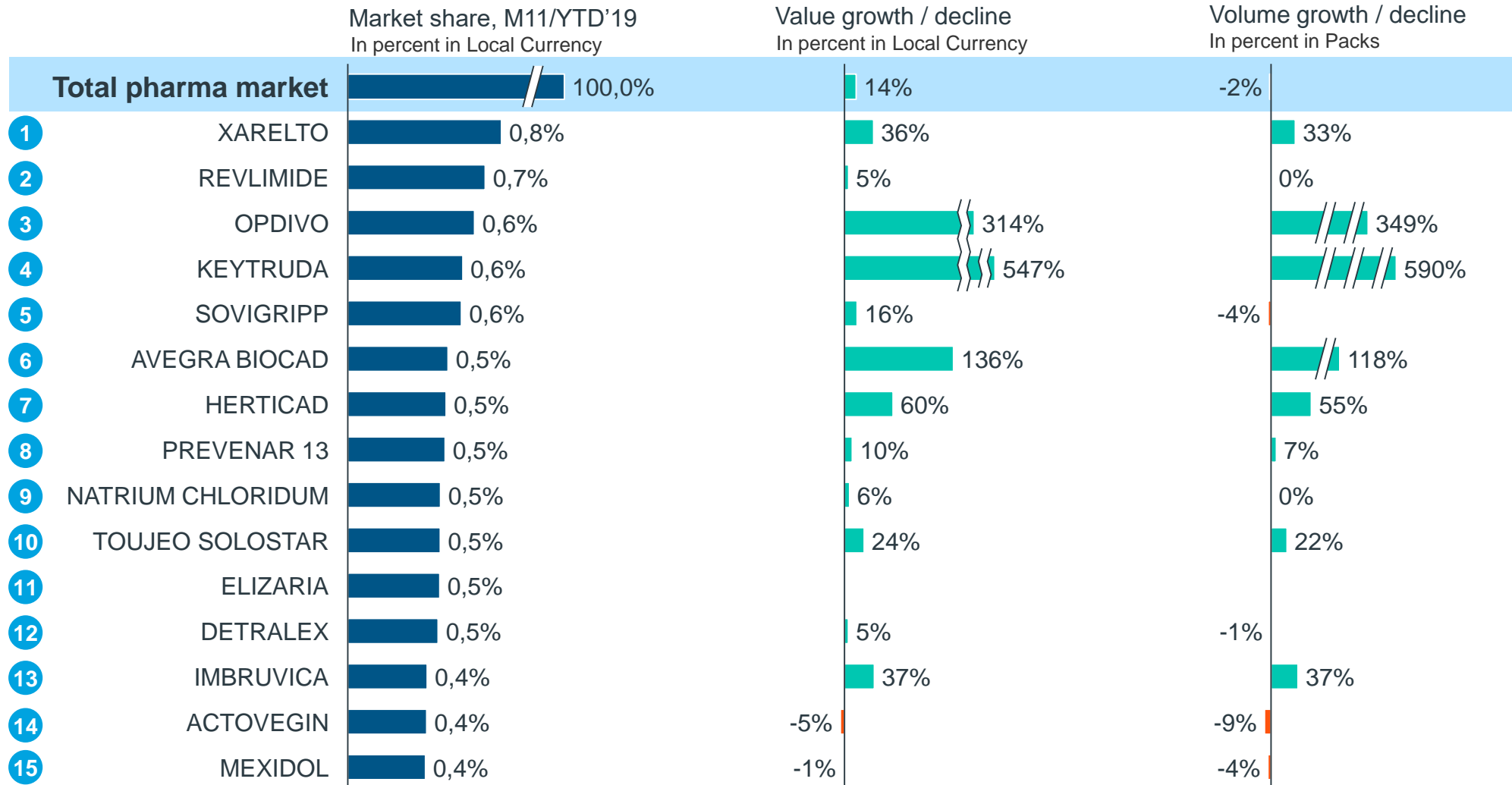


TOP-15 corporations on Russian market, January-November 2019



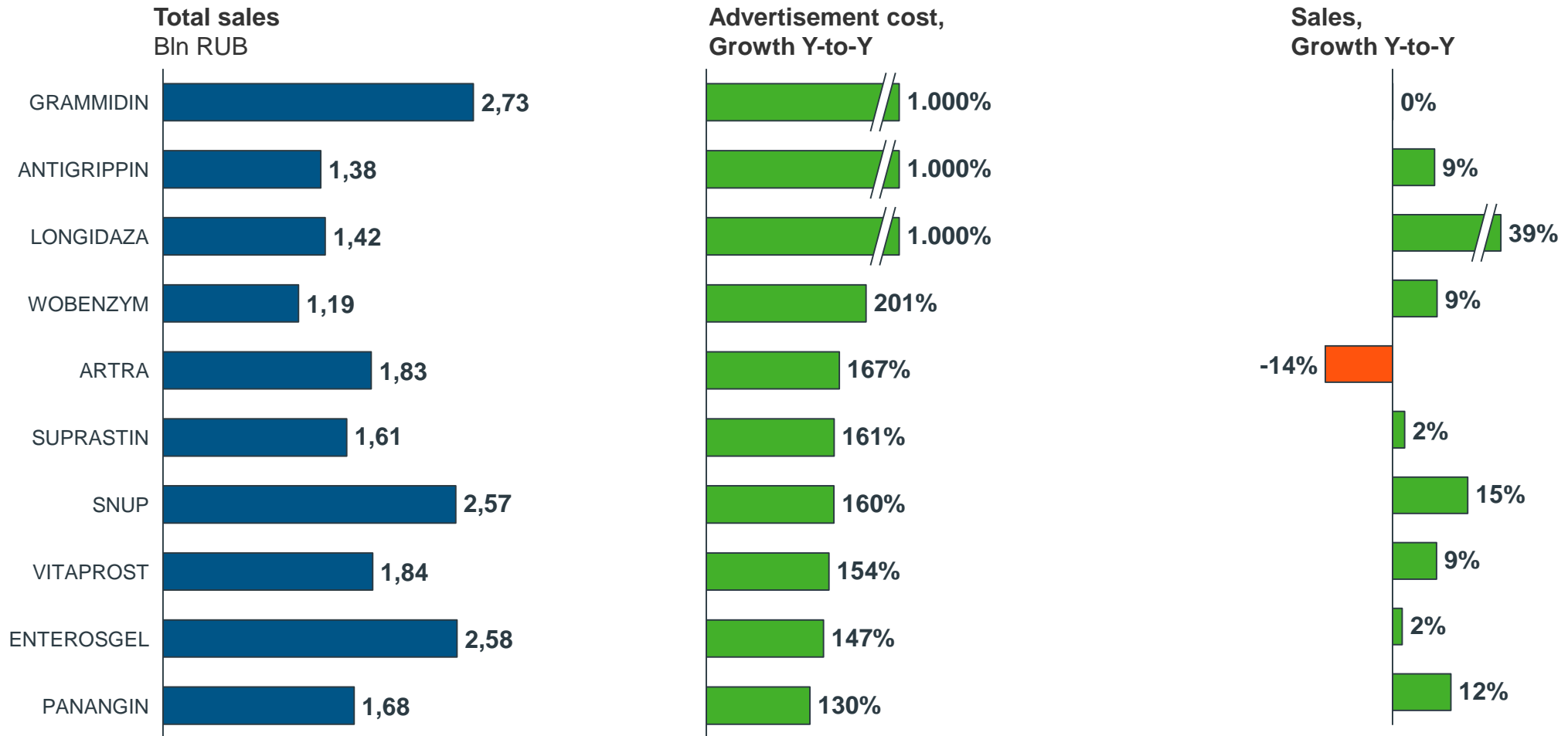


TOP-15 brands on Russian market, January-November 2019



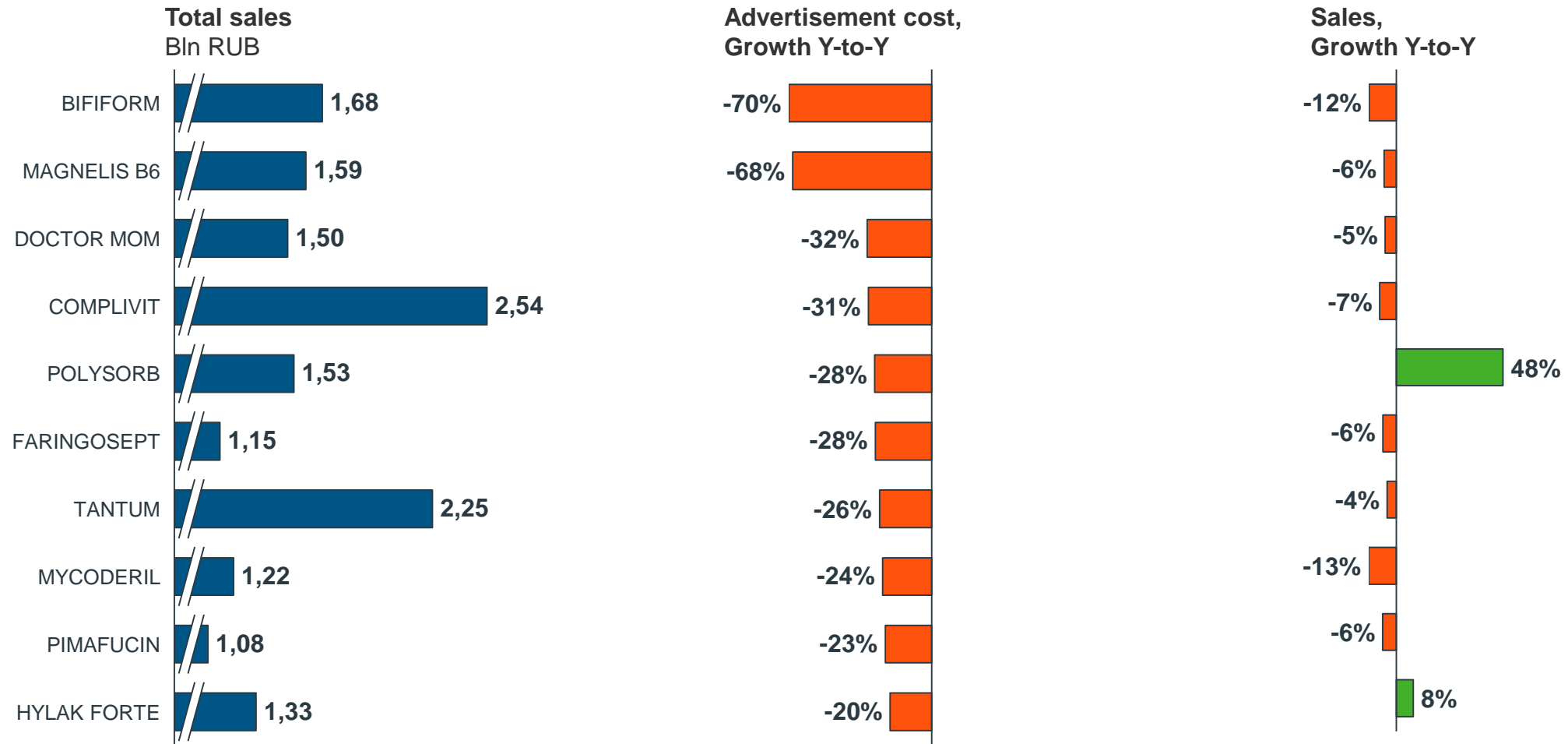
Source: IQVIA databases. Retail, Public, DLO, RLO (excluding food supplements and diagnostic agents), TRD Prices

TOP-10 products by growth in advertisement investments in January-November 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-November 2019

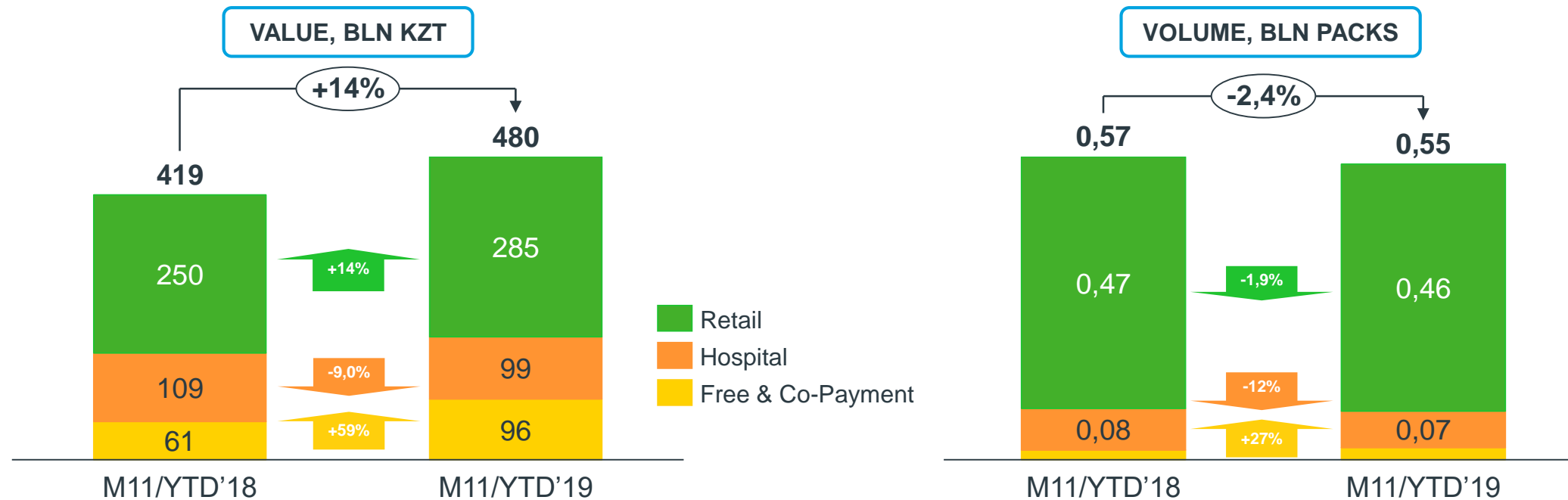


The rank is calculated among TOP-200 Brands by sales with advertising cost greater than 50 mln RUB
 Source: IQVIA databases, Pharamtrend, Mediascope data, FIN Prices



Kazakhstan pharma market growth in January-November 2019

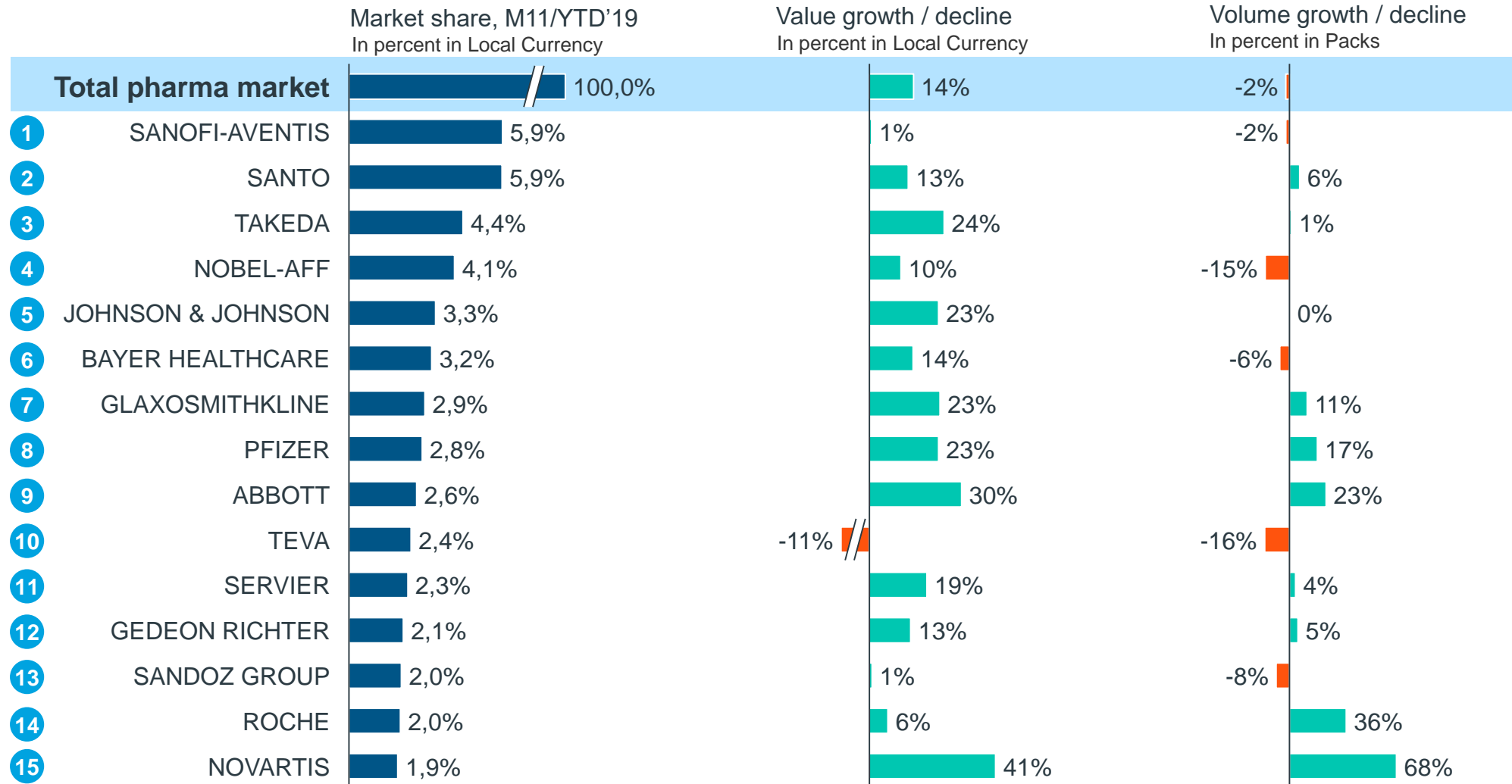
Market grew by 14% in value and decreased by 2,4% in volume



Indicator	KZT	USD	EUR	PACKS
Value M11/YTD'19, Bln.	480	1,25	1,12	0,55
Growth M11/YTD'19%	▲ 14%	▲ 2,3%	▲ 8,3%	▼ -2,4%

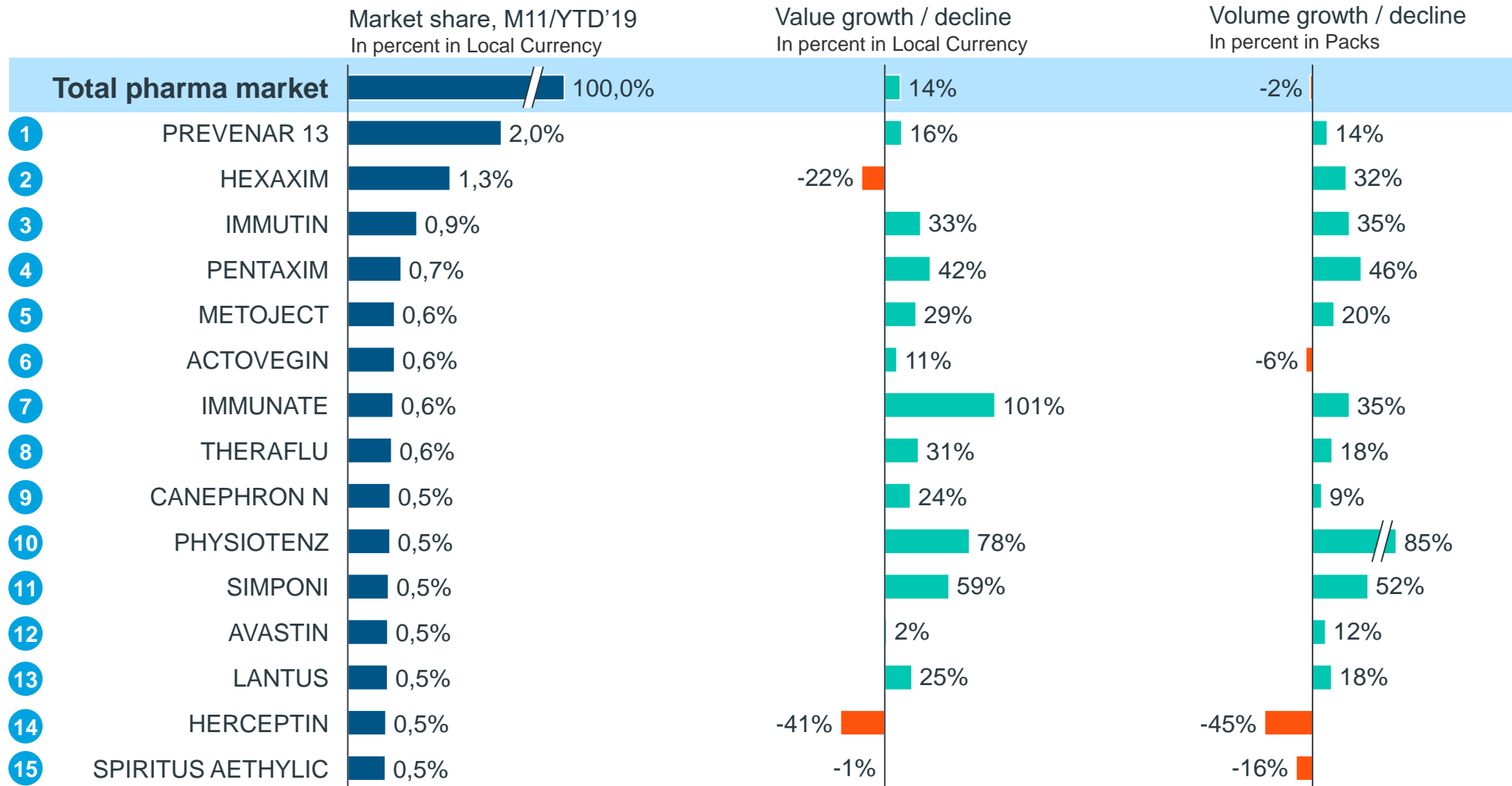


TOP-15 corporations on Kazakhstan market, January-November 2019





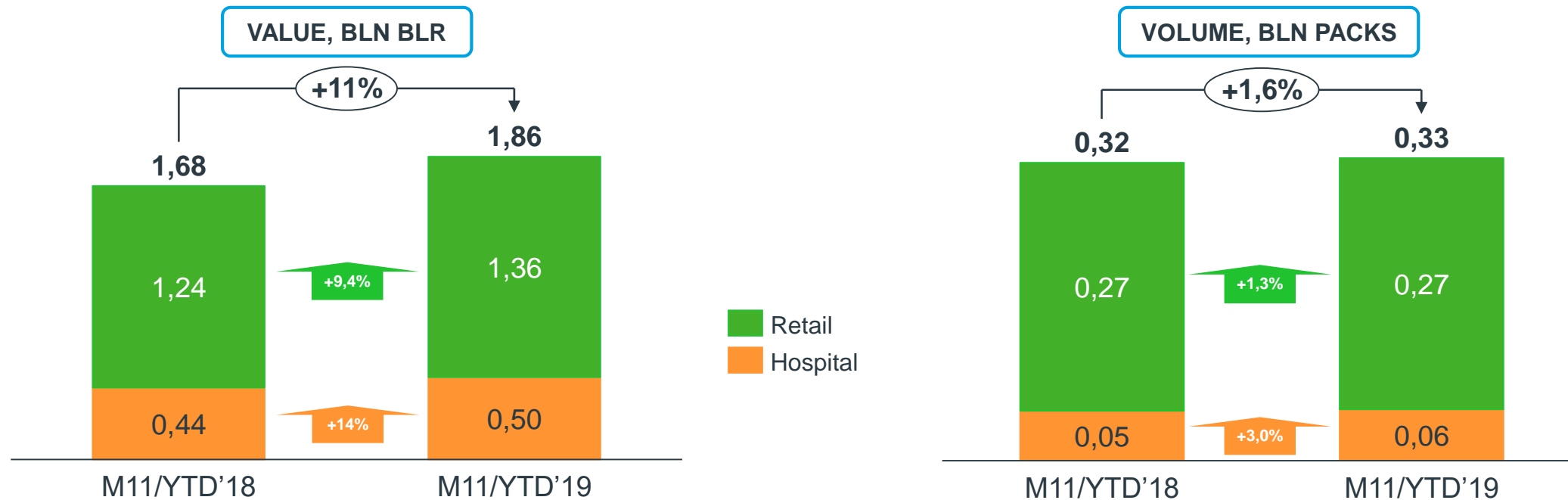
TOP-15 brands on Kazakhstan market, January-November 2019





Belarus pharma market growth in January-November 2019

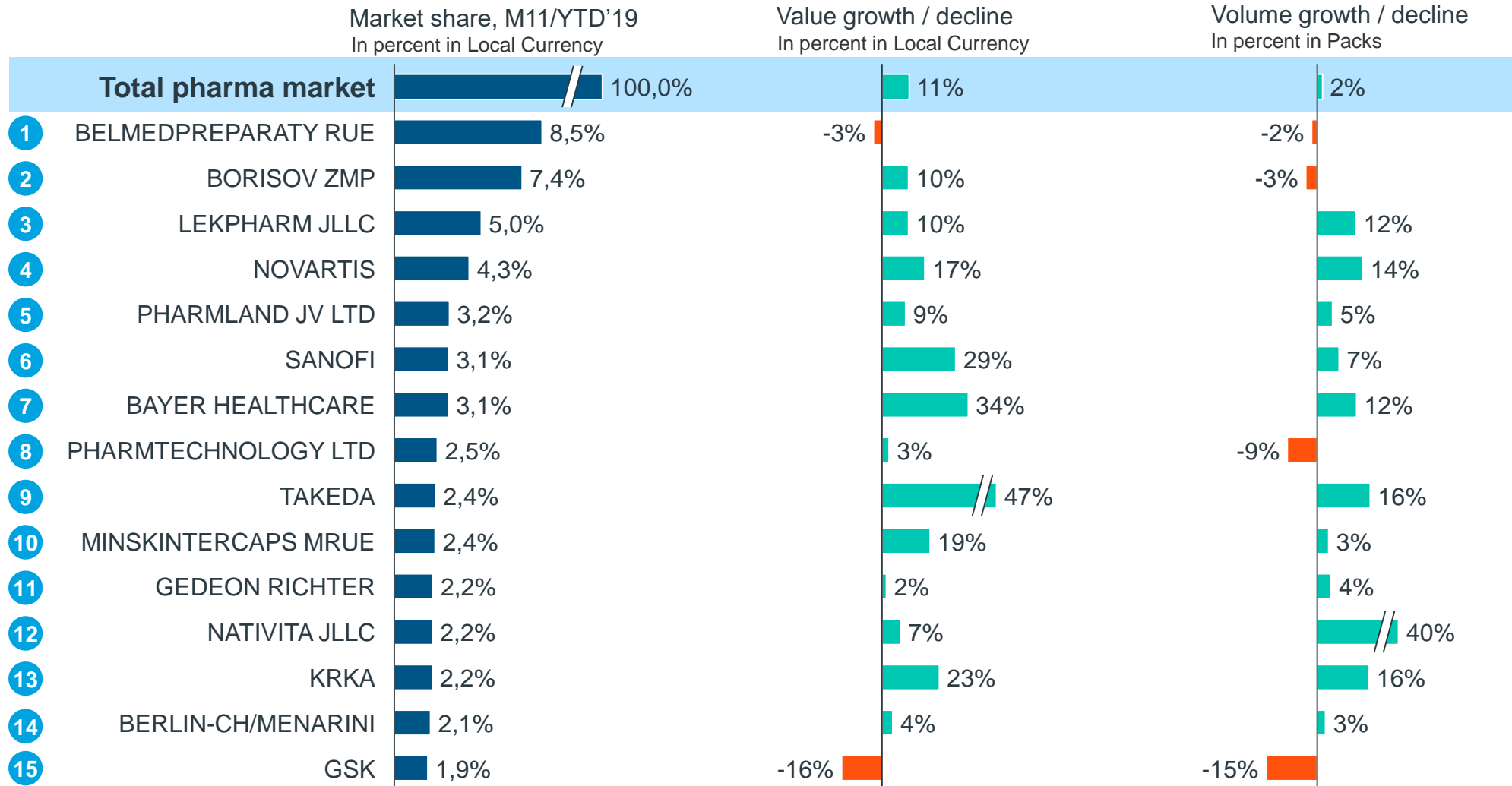
Market grew by 11% in value and by 1,6% in volume



Indicator	BLR	USD	EUR	PACKS
Value M11/YTD'19, Bln.	1,86	0,89	0,80	0,33
Growth M11/YTD'19%	▲ 11%	▲ 7,5%	▲ 14%	▲ 1,6%



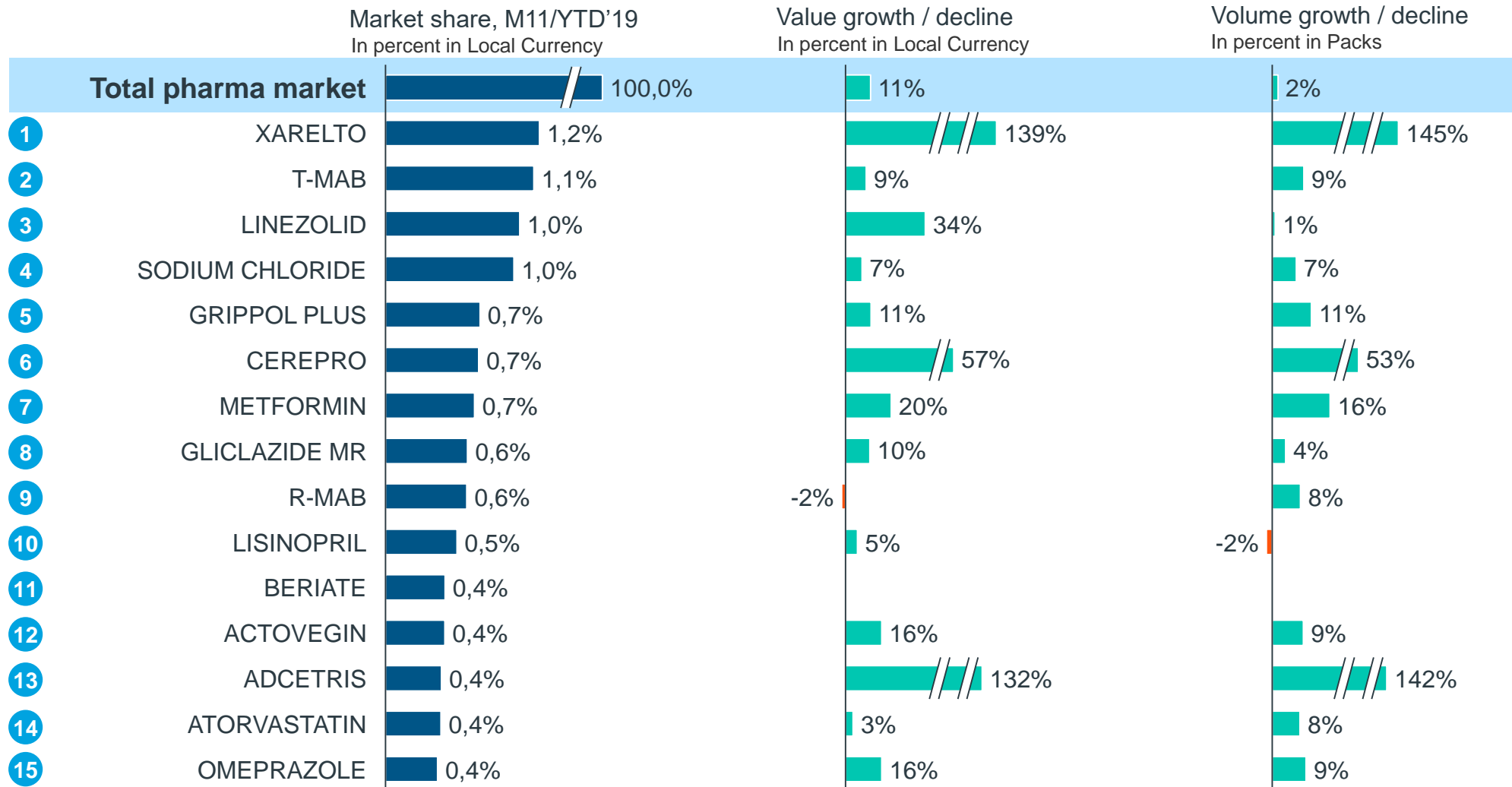
TOP-15 corporations on Belarus market, January-November 2019



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



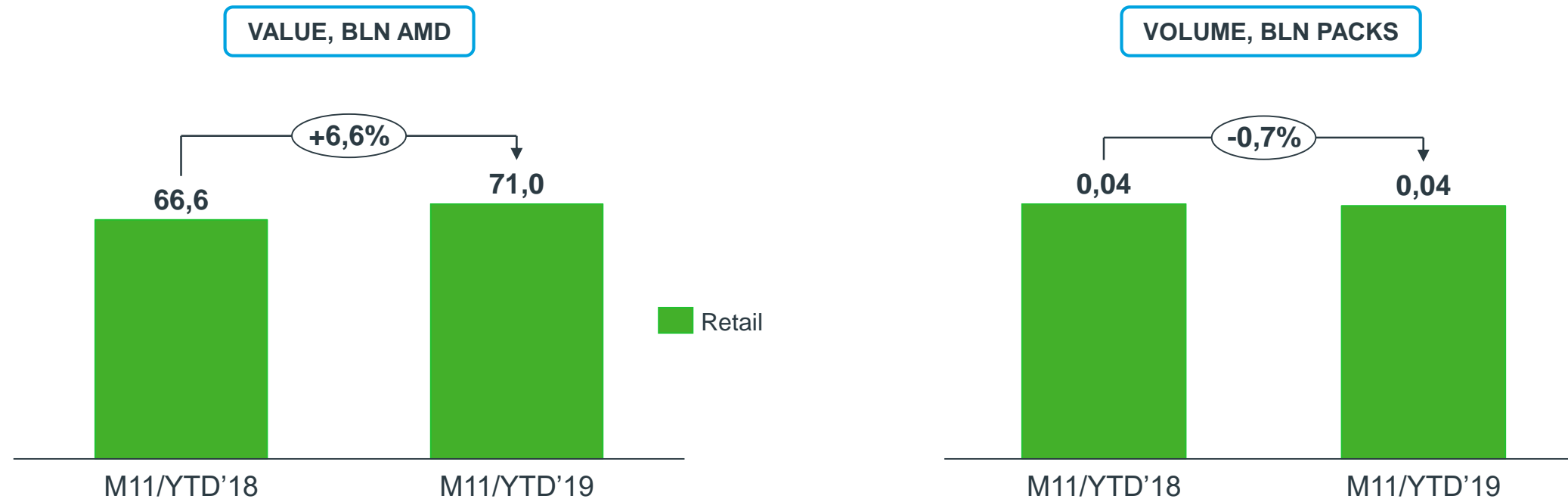
TOP-15 brands on Belarus market, January-November 2019





Armenia pharma market growth in January-November 2019

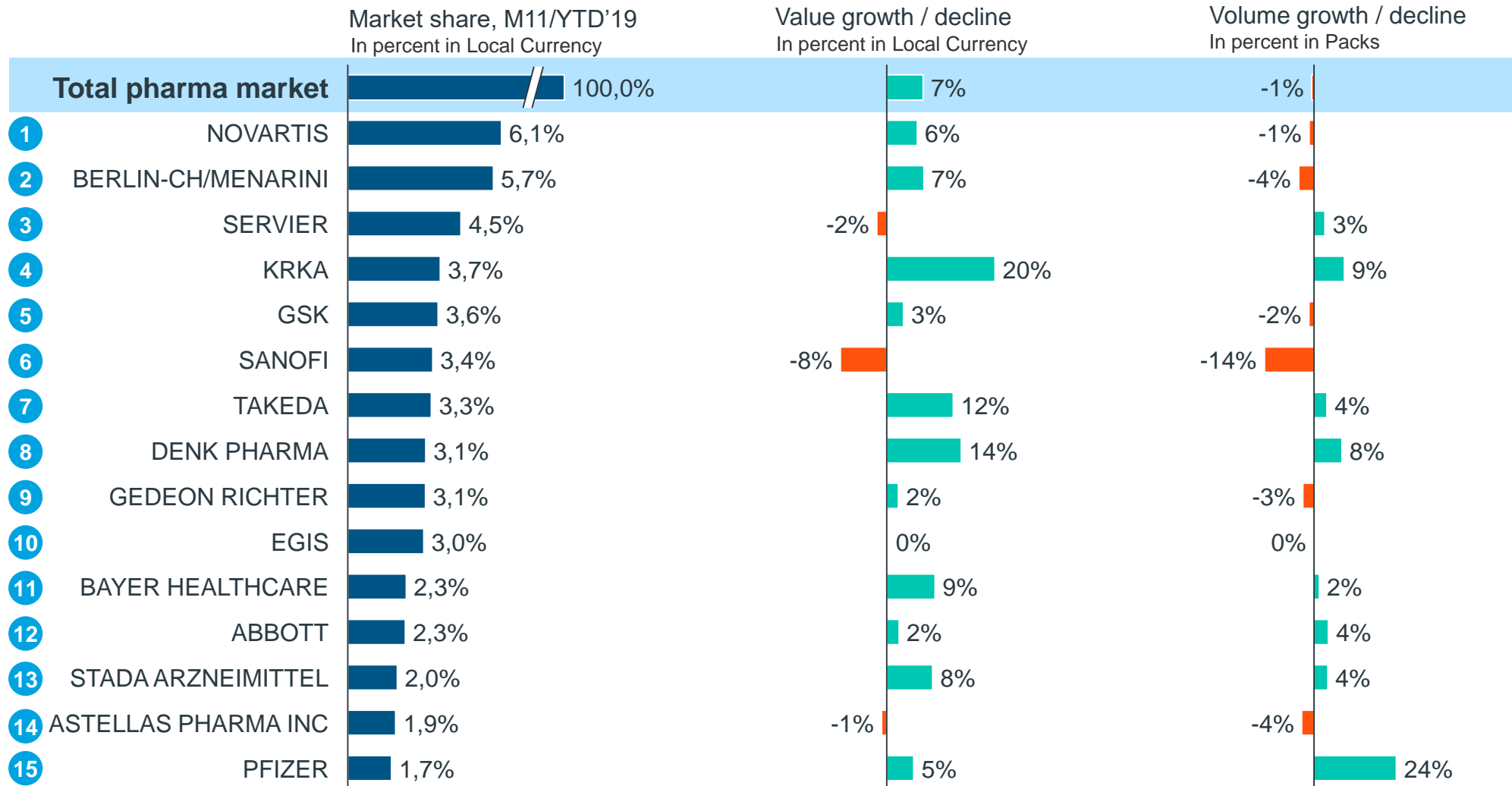
Market grew by 6,6% in value and decreased by 0,7% in volume



Indicator	AMD	USD	EUR	PACKS
Value M11/YTD'19, Bln.	71,0	0,1	0,1	0,04
Growth M11/YTD'19%	▲ 6,6%	▲ 7,1%	▲ 13%	▼ -0,7%

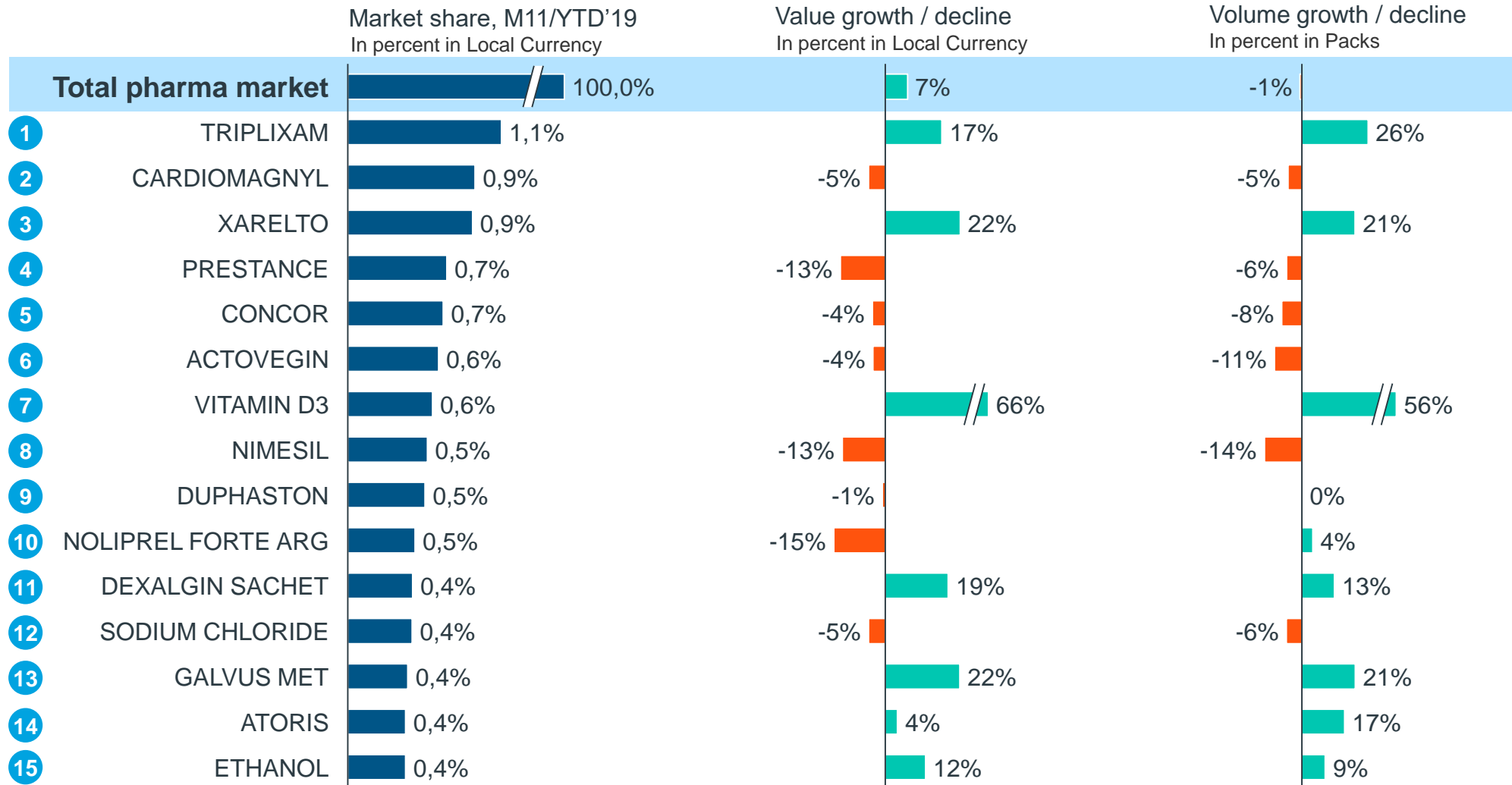


TOP-15 corporations on Armenia market, January-November 2019





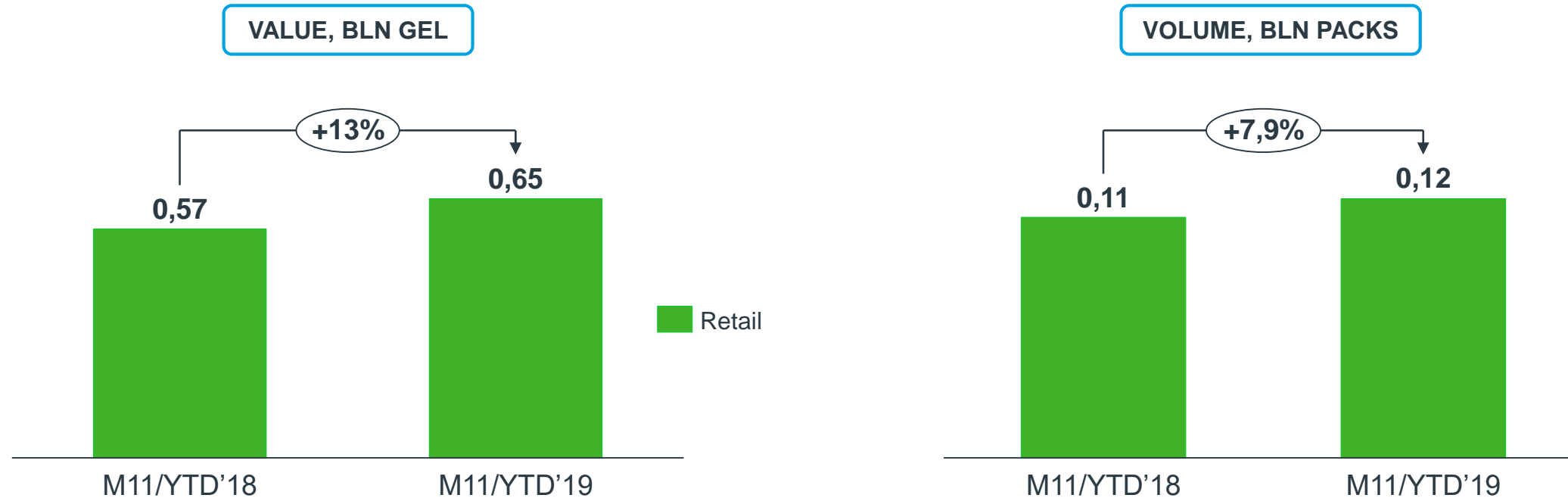
TOP-15 brands on Armenia market, January-November 2019





Georgia pharma market growth in January-November 2019

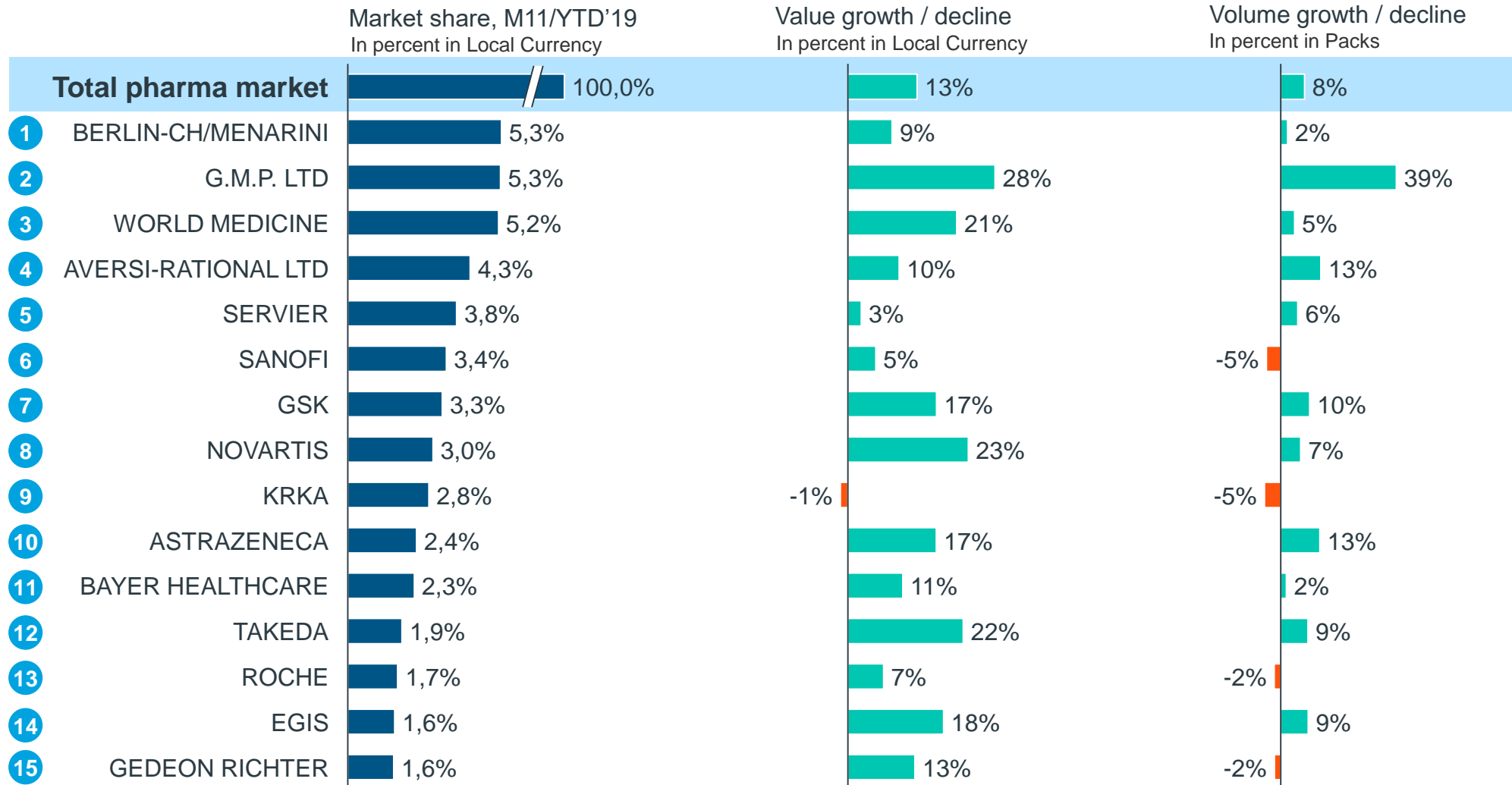
Market grew by 13% in value and by 7,9% in volume



Indicator	GEL	USD	EUR	PACKS
Value M11/YTD'19, Bln.	0,65	0,23	0,21	0,12
Growth M11/YTD'19%	▲ 13%	▲ 1,5%	▲ 7,7%	▲ 7,9%

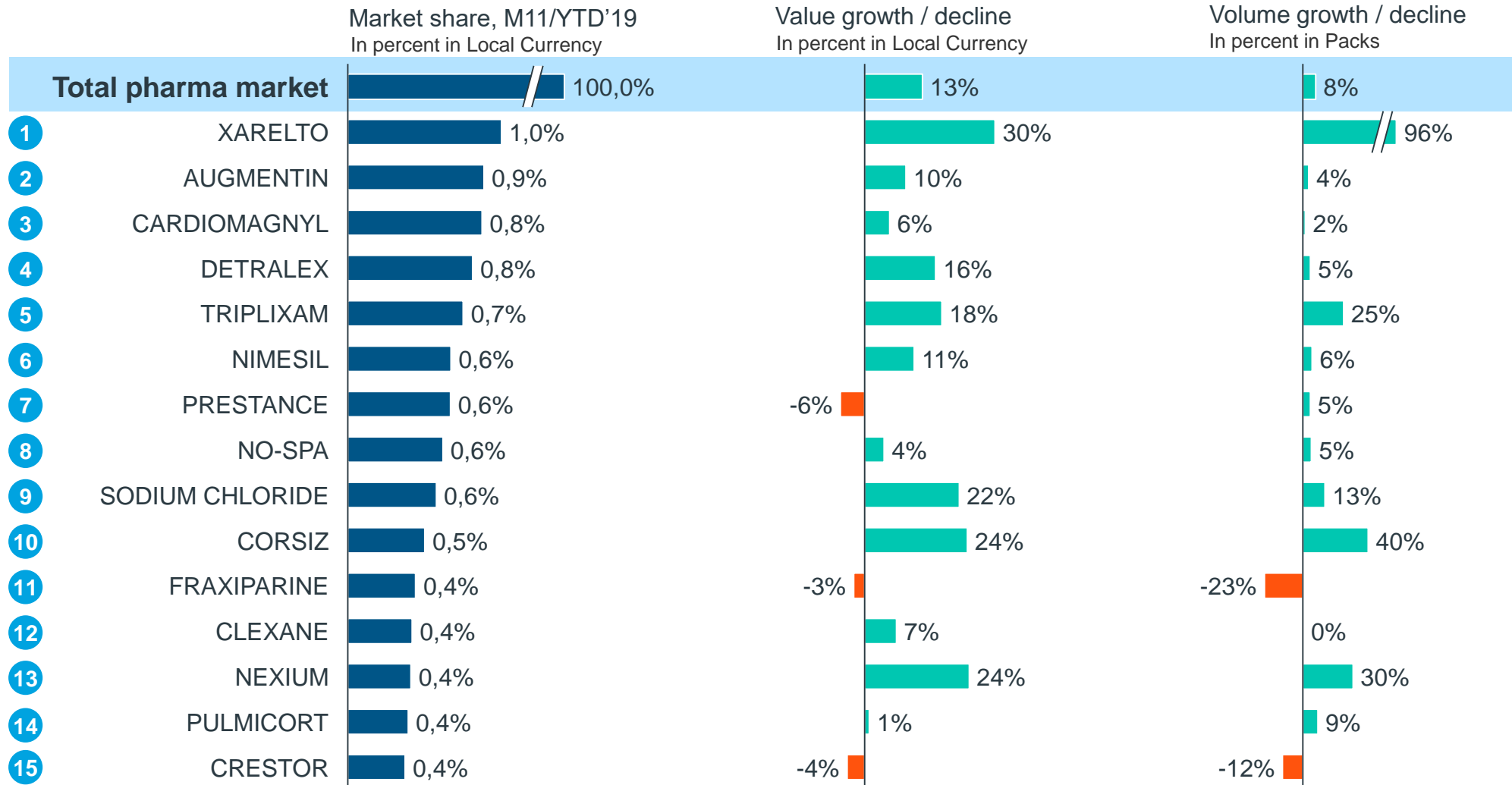


TOP-15 corporations on Georgia market, January-November 2019





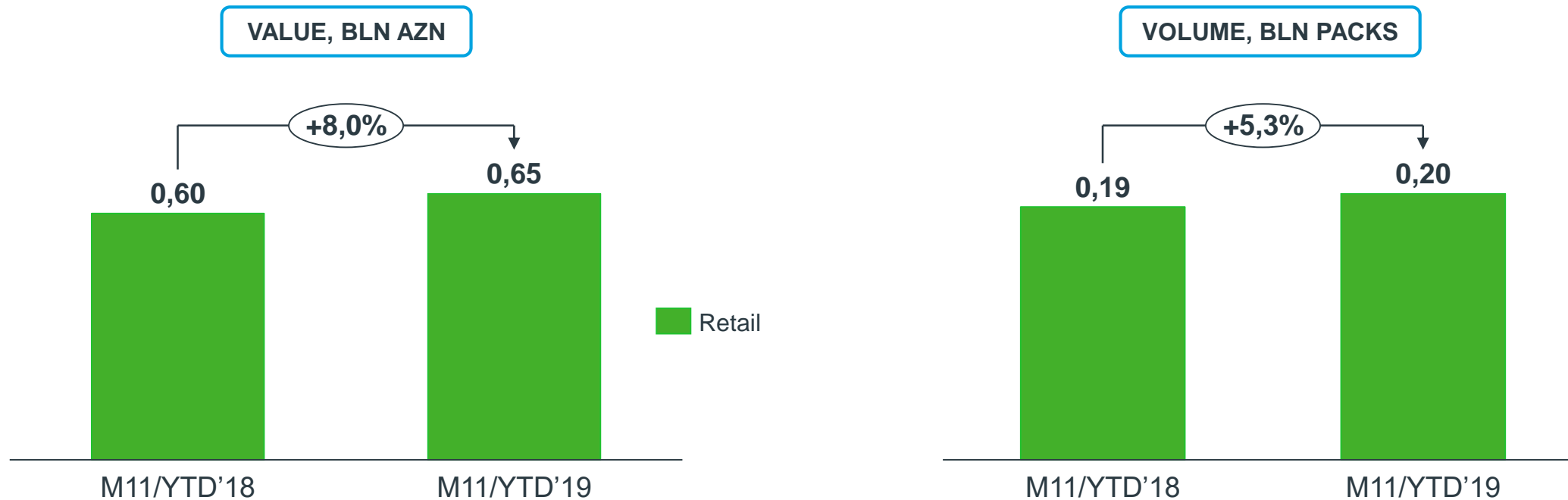
TOP-15 brands on Georgia market, January-November 2019





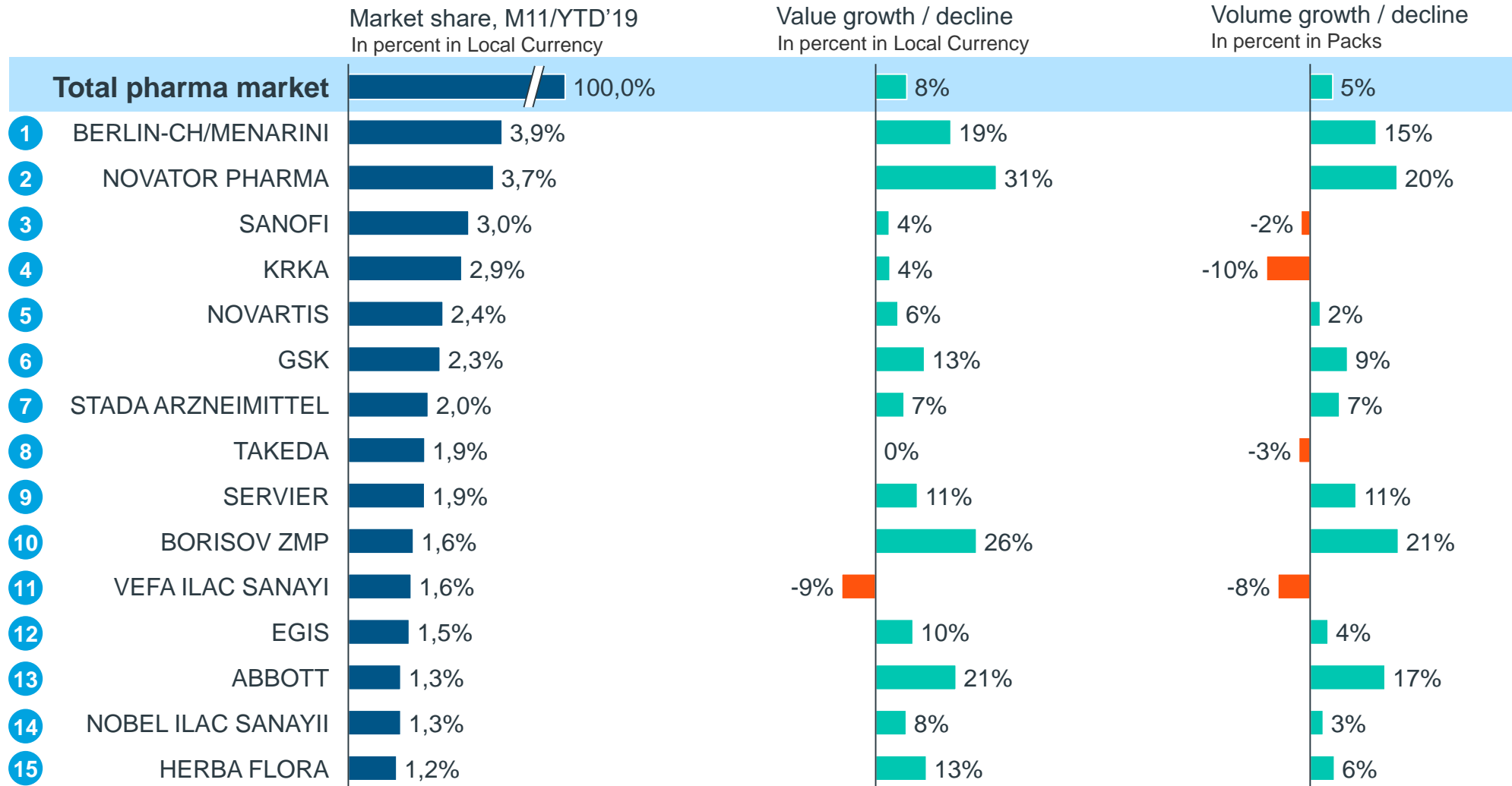
Azerbaijan pharma market growth in January-November 2019

Market grew by 8,0% in value and by 5,3% in volume



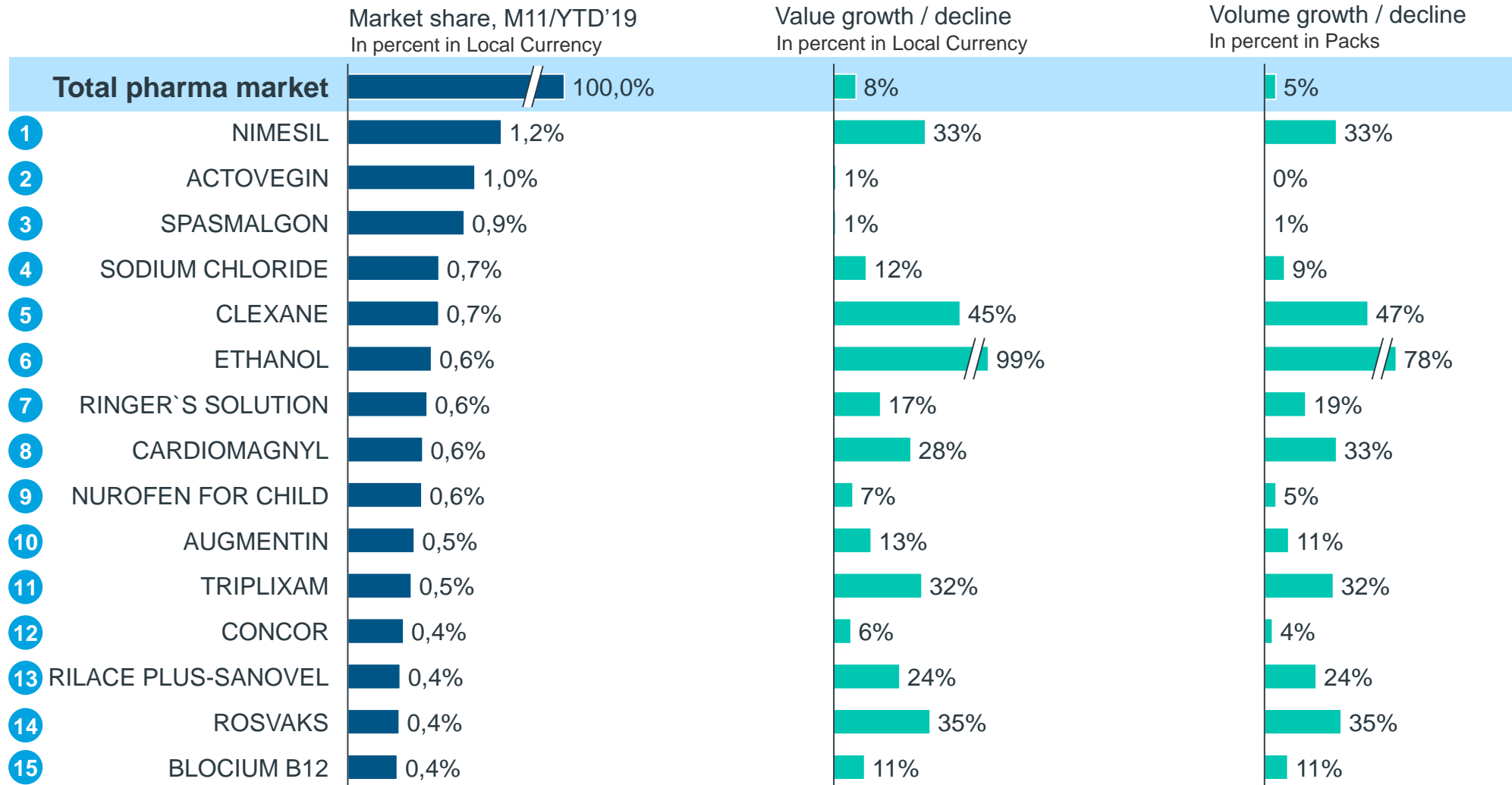
Indicator	AZN	USD	EUR	PACKS
Value M11/YTD'19, Bln.	0,6	0,4	0,3	0,20
Growth M11/YTD'19, %	▲ 8,0%	▲ 8,0%	▲ 14%	▲ 5,3%

TOP-15 corporations on Azerbaijan market, January-November 2019





TOP-15 brands on Azerbaijan market, January-November 2019



Please Contact Us for More Information



Katerina Padolka
Sales lead, RU and CIS

Katerina.Padolka@IQVIA.com
+7 499 272 05 00

Anton Kalyapin
Associate Director, Offering and Supplier Relations

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

Nadezhda Kalinich
Client Service Representative

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