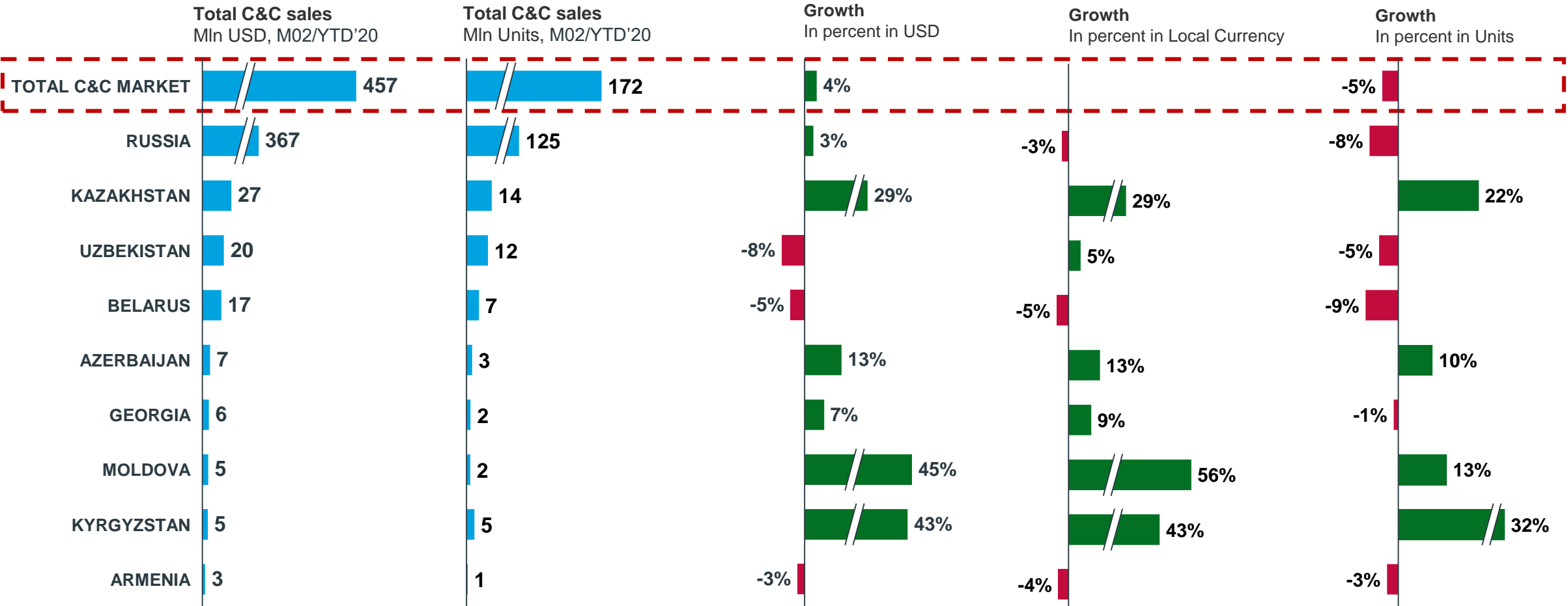


Facts from IQVIA

M02 2020

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

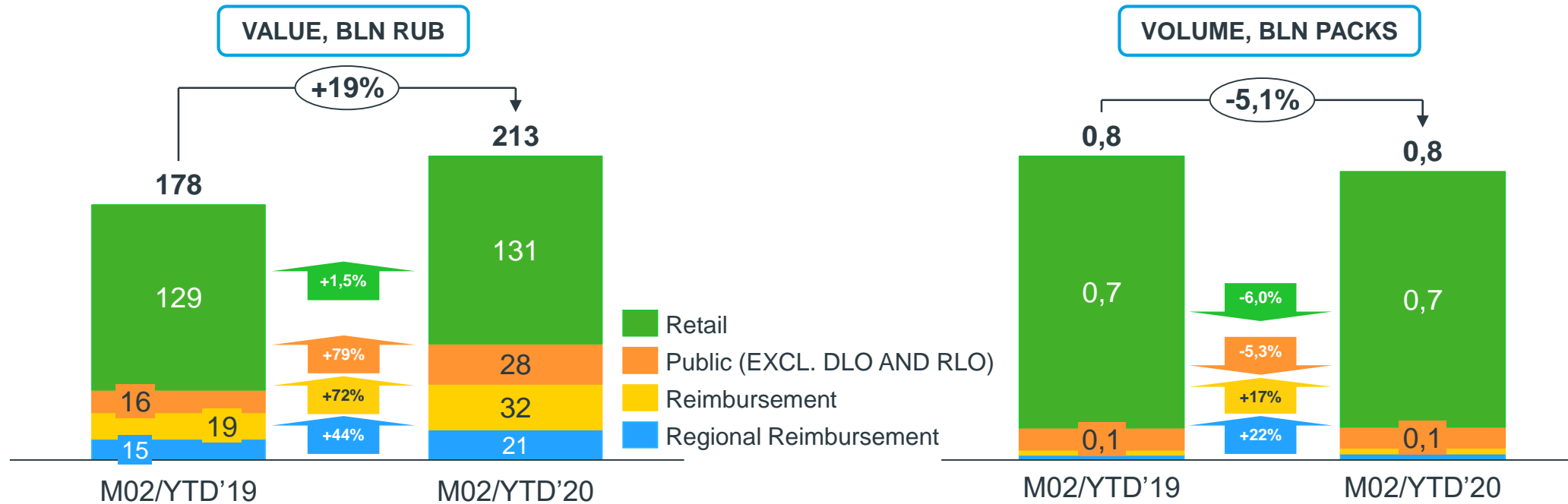
C&C increases by 4,2% in USD and decreased by 4,5% in volume





Russian pharma market growth in January-February 2020

Market grew by 19% in value and decreased by 5,1% in volume

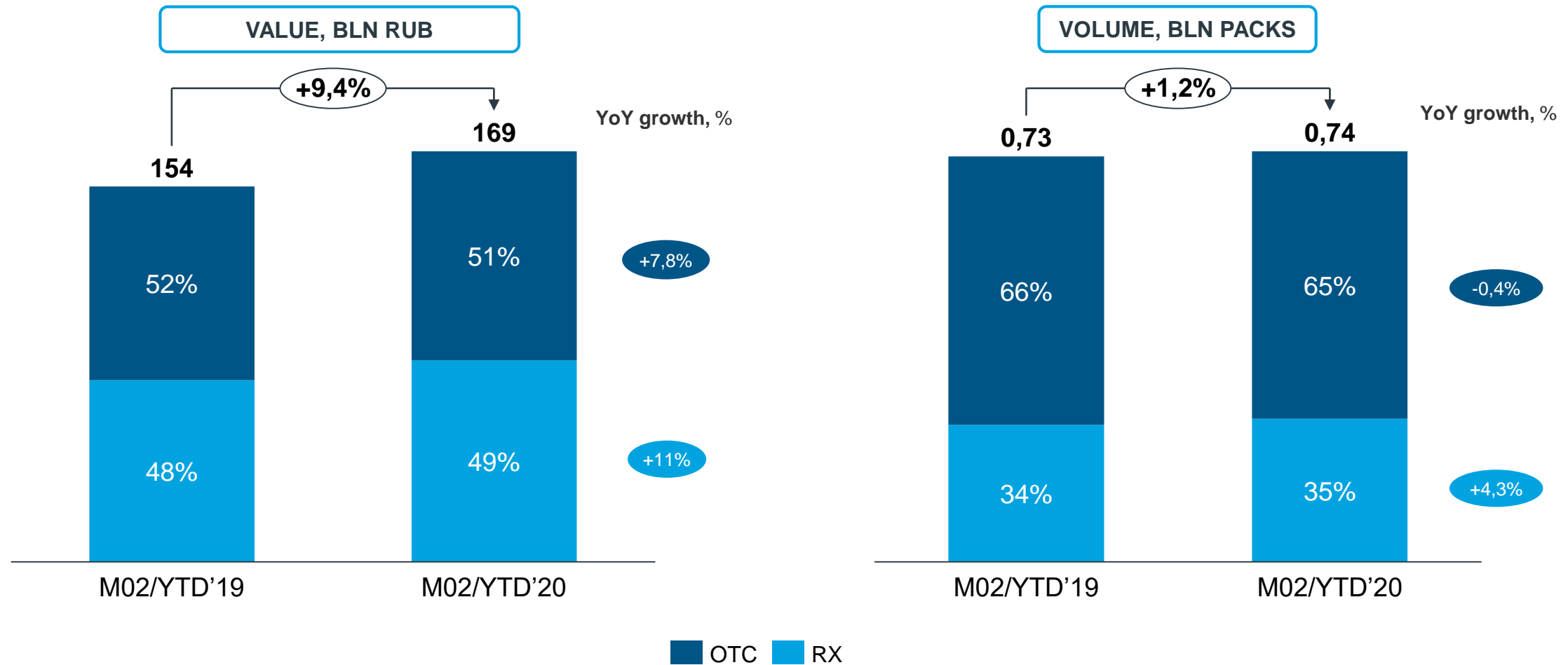


Indicator	RUB	USD	EUR	PACKS
Value M02/YTD'20, Bln.	213	3,4	3,1	0,8
Growth M02/YTD'20%	▲ 19%	▲ 26%	▲ 30%	▼ -5,1%



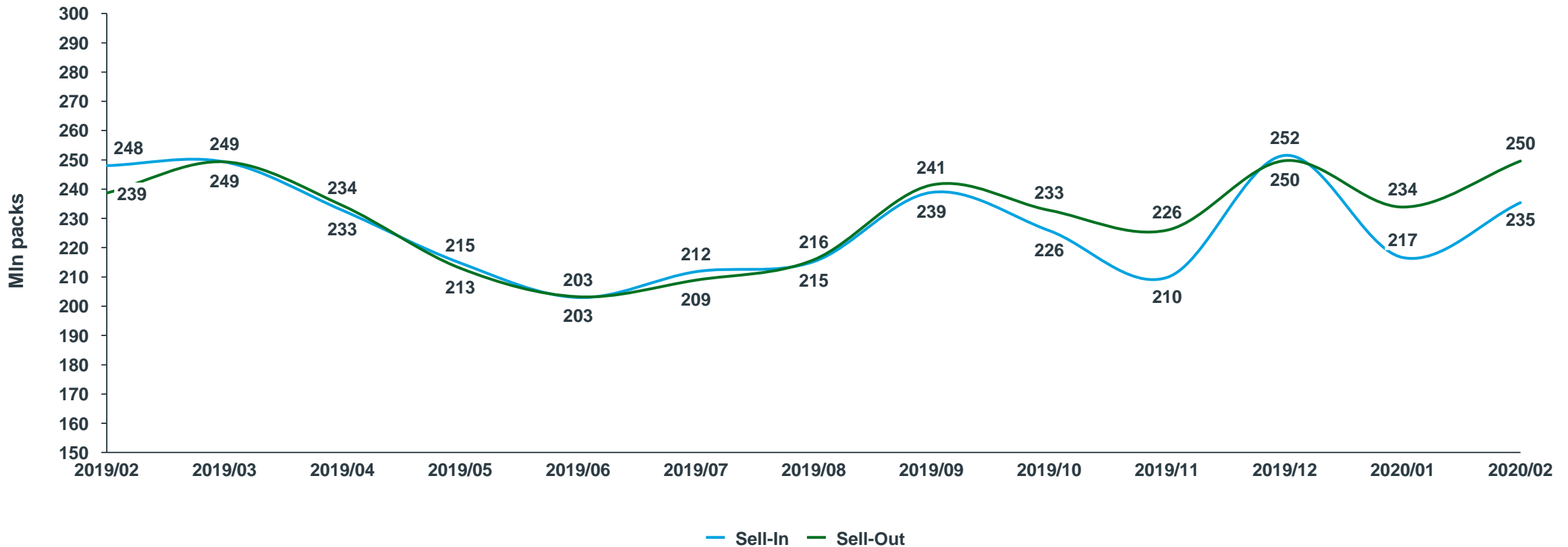
Russian pharma market growth in January-February 2020

Retail Sell-Out: Market grew by 9,4% in value and by 1,2% in volume



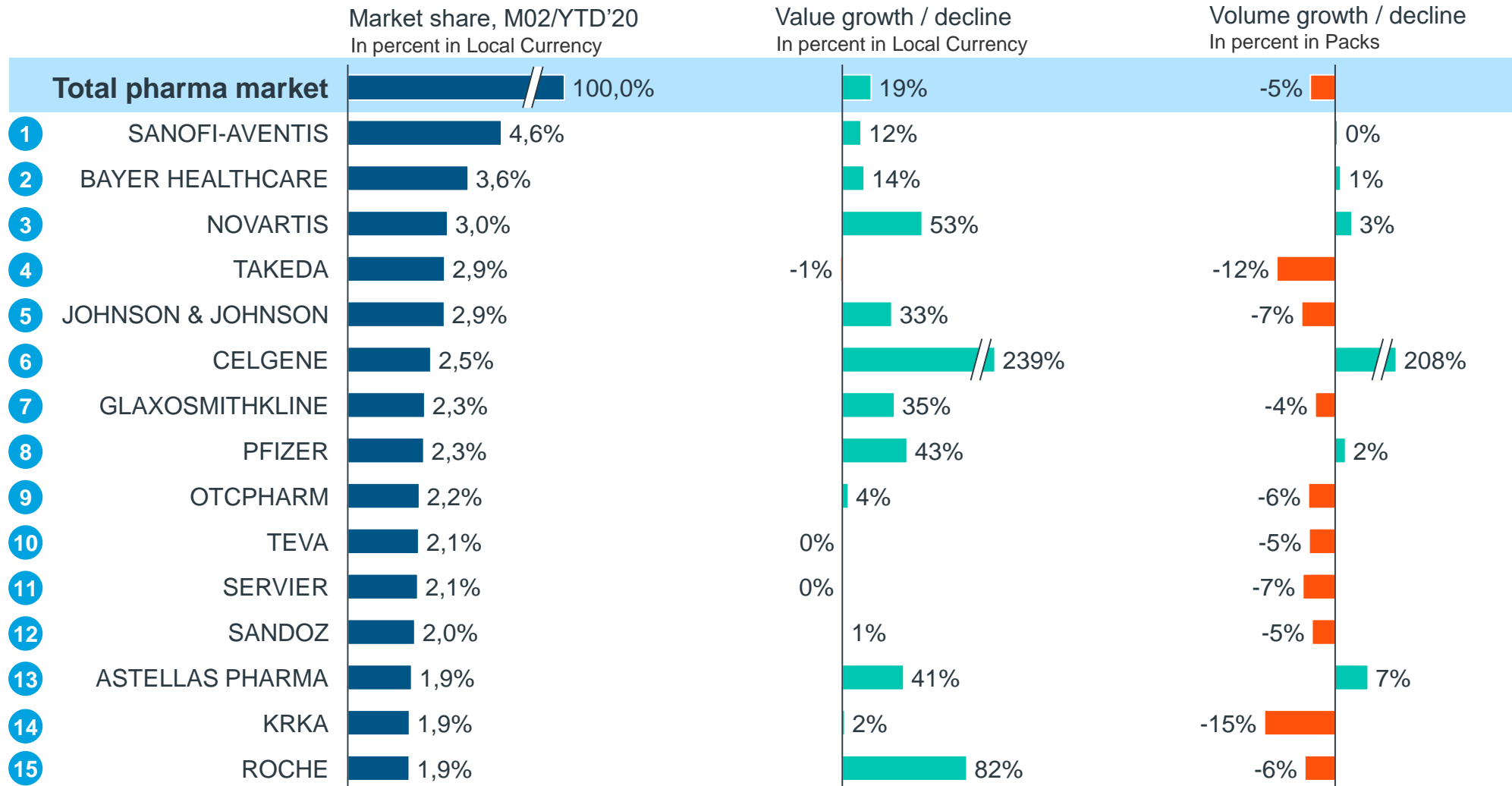


Sell-In vs Sell-Out, OTC registered drugs





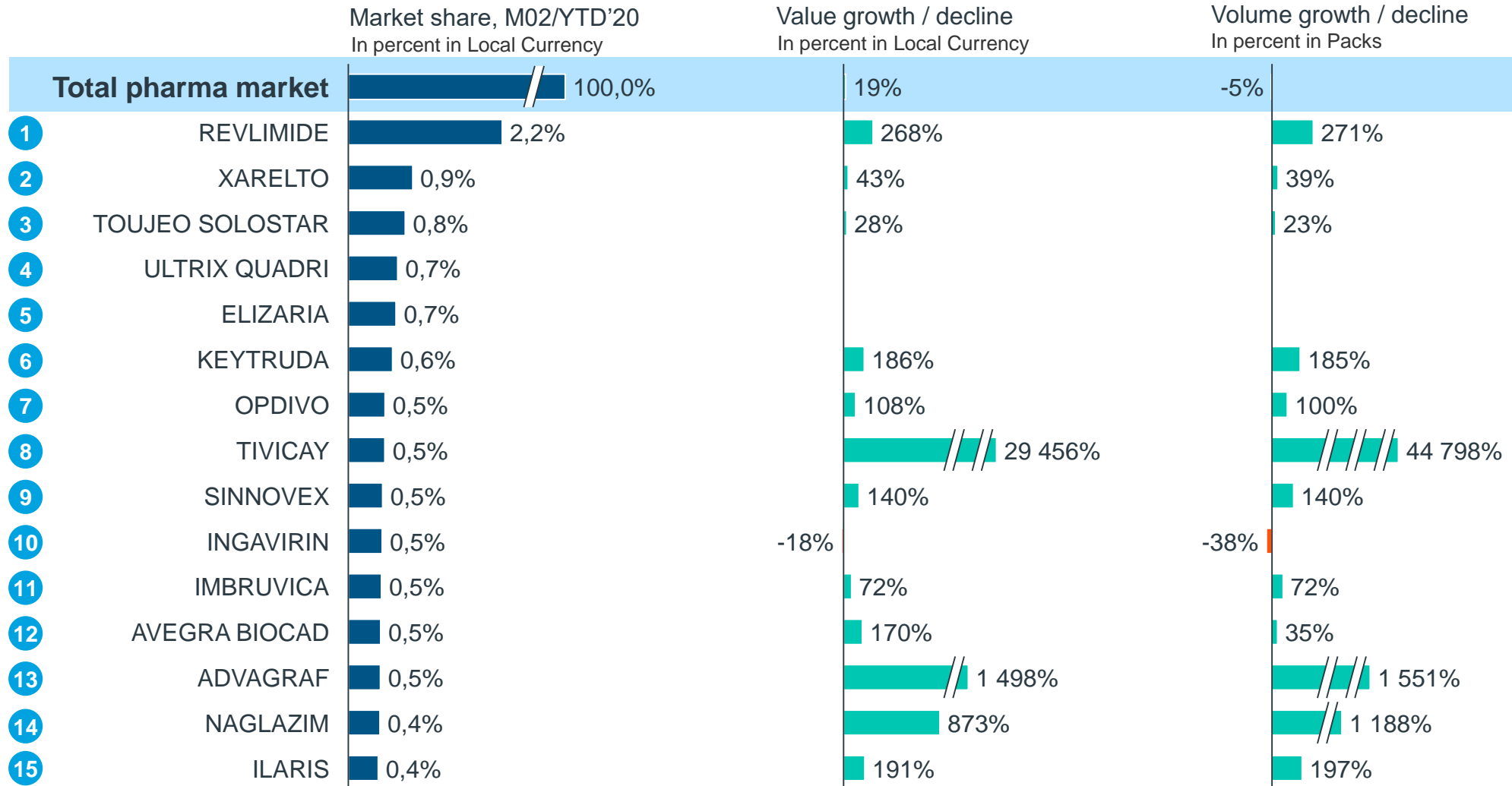
TOP-15 corporations on Russian market, January-February 2020



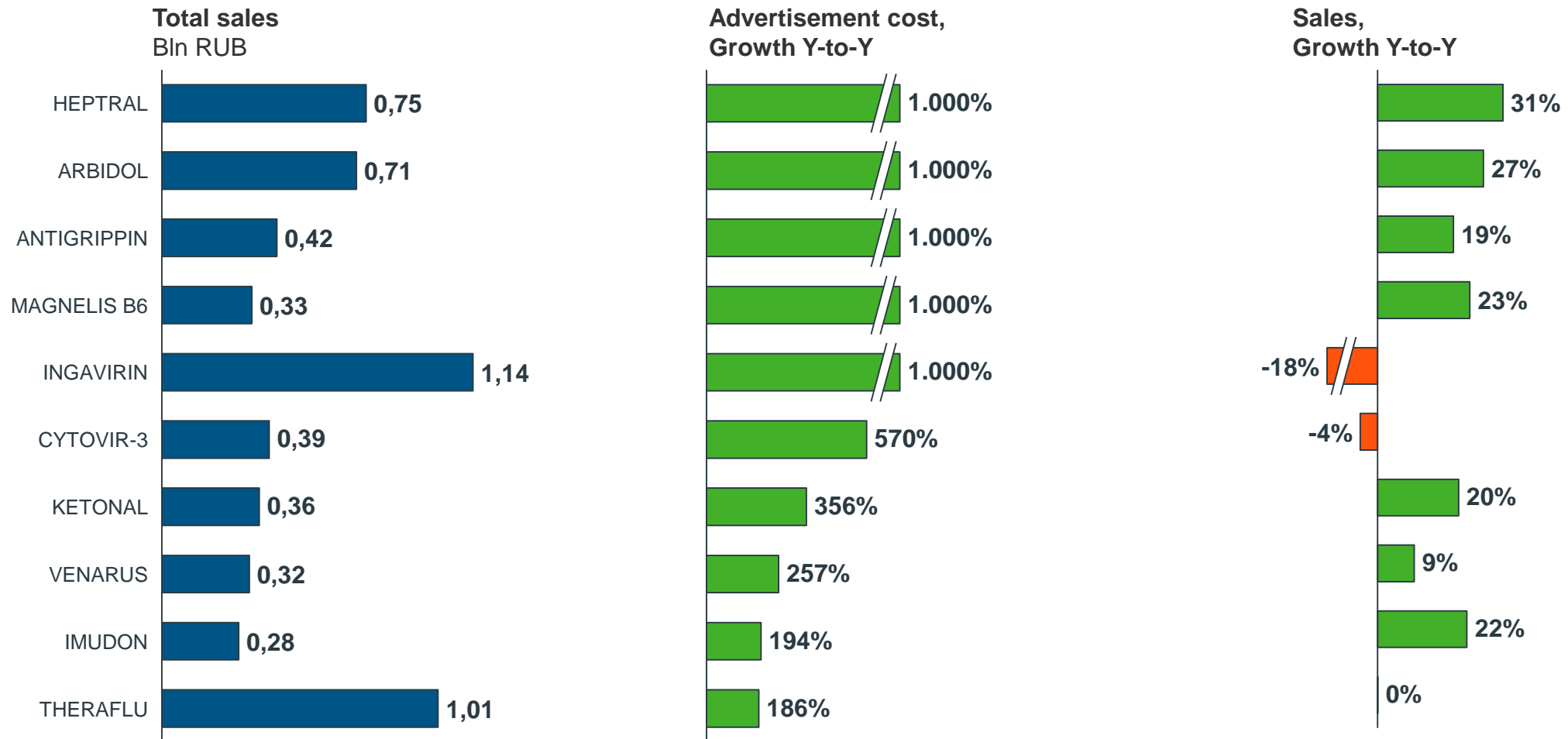
Source: IQVIA databases. Retail, Public, DLO, RLO (excluding food supplements and diagnostic agents), TRD Prices



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

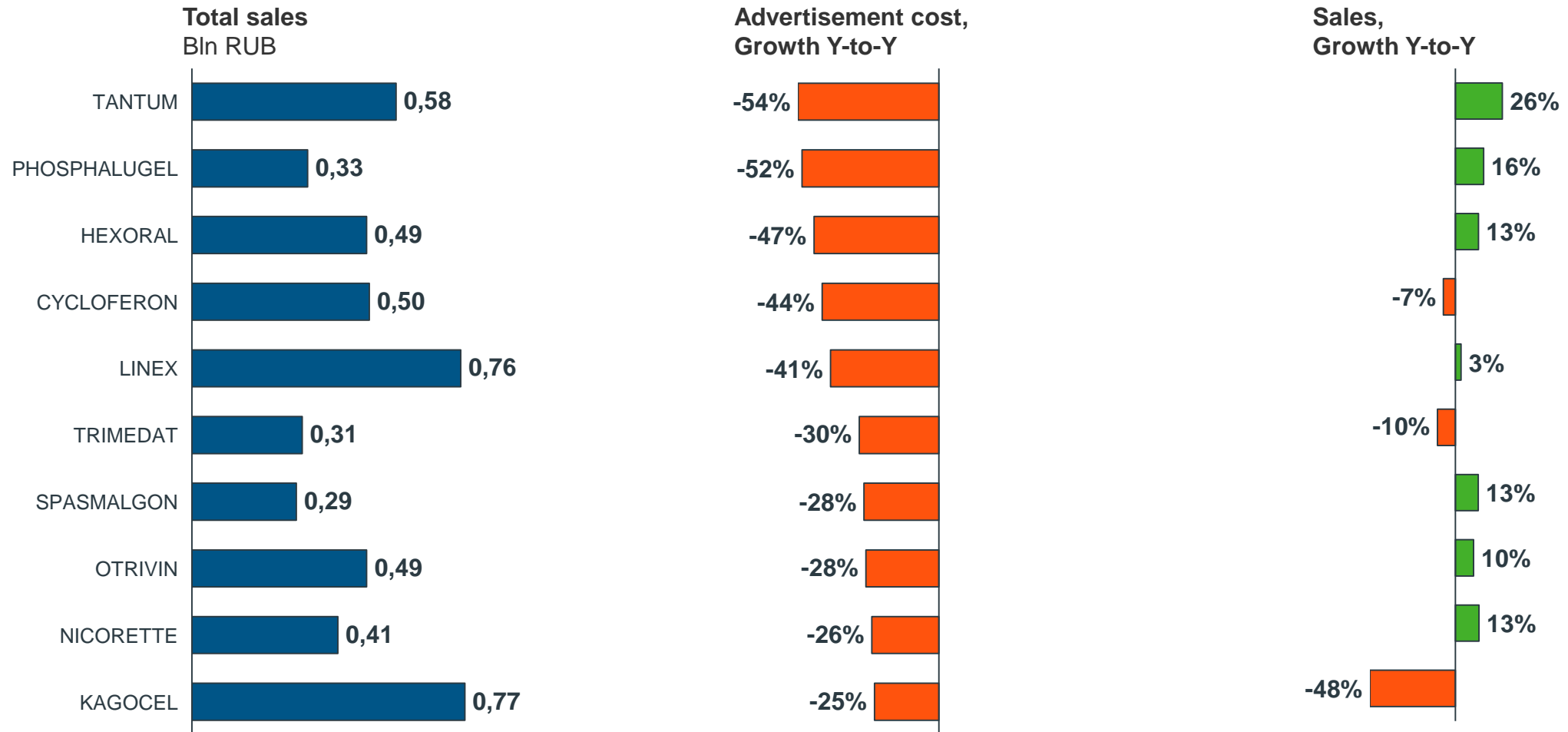


TOP-10 products by growth in advertisement investments in January-February 2020



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-February 2020

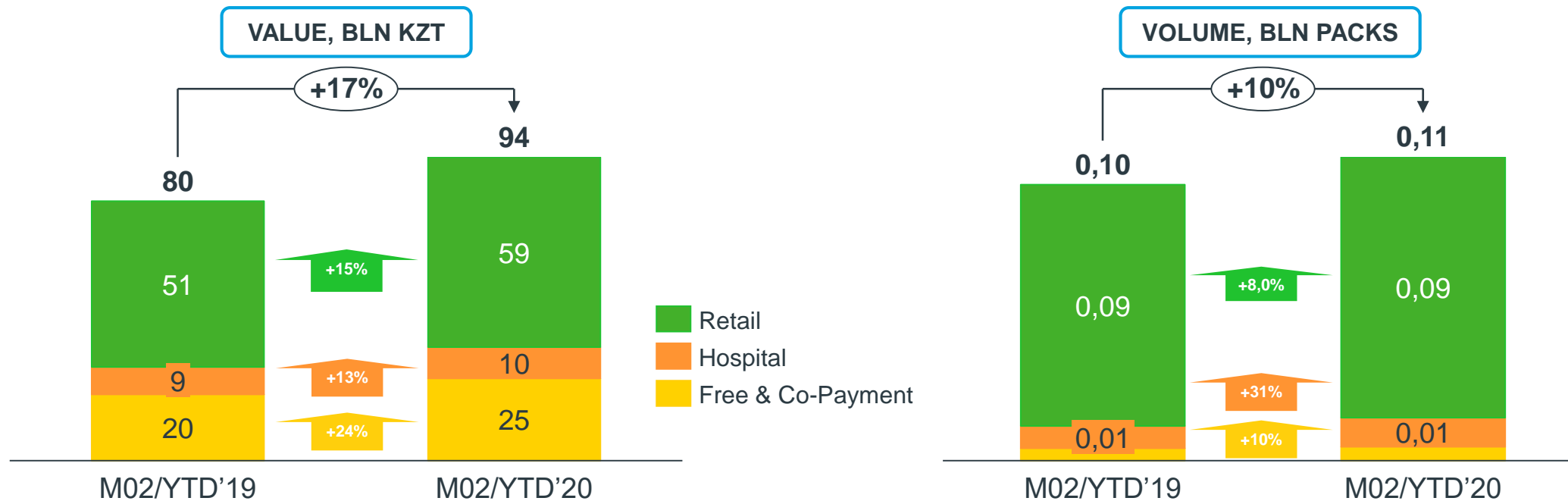


The rank is calculated among TOP-200 Brands by sales with advertising cost greater than 50 mln RUB
 Source: IQVIA databases. Pharmatrend, Mediascope data, FIN Prices



Kazakhstan pharma market growth in January-February 2020

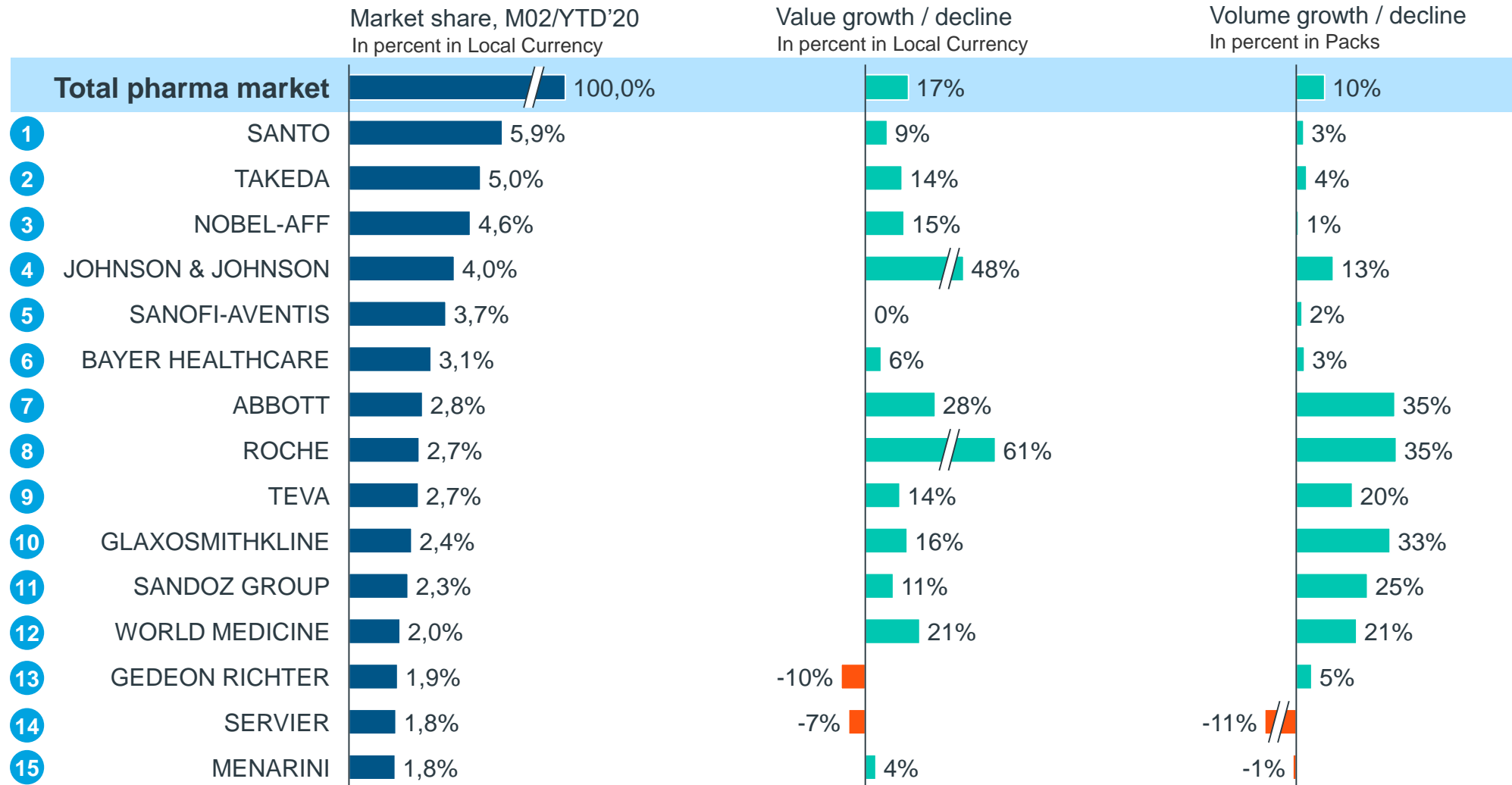
Market grew by 17% in value and by 10% in volume



Indicator	KZT	USD	EUR	PACKS
Value M02/YTD'20, Bln.	94	0,25	0,23	0,11
Growth M02/YTD'20%	▲ 17%	▲ 17%	▲ 21%	▲ 10%

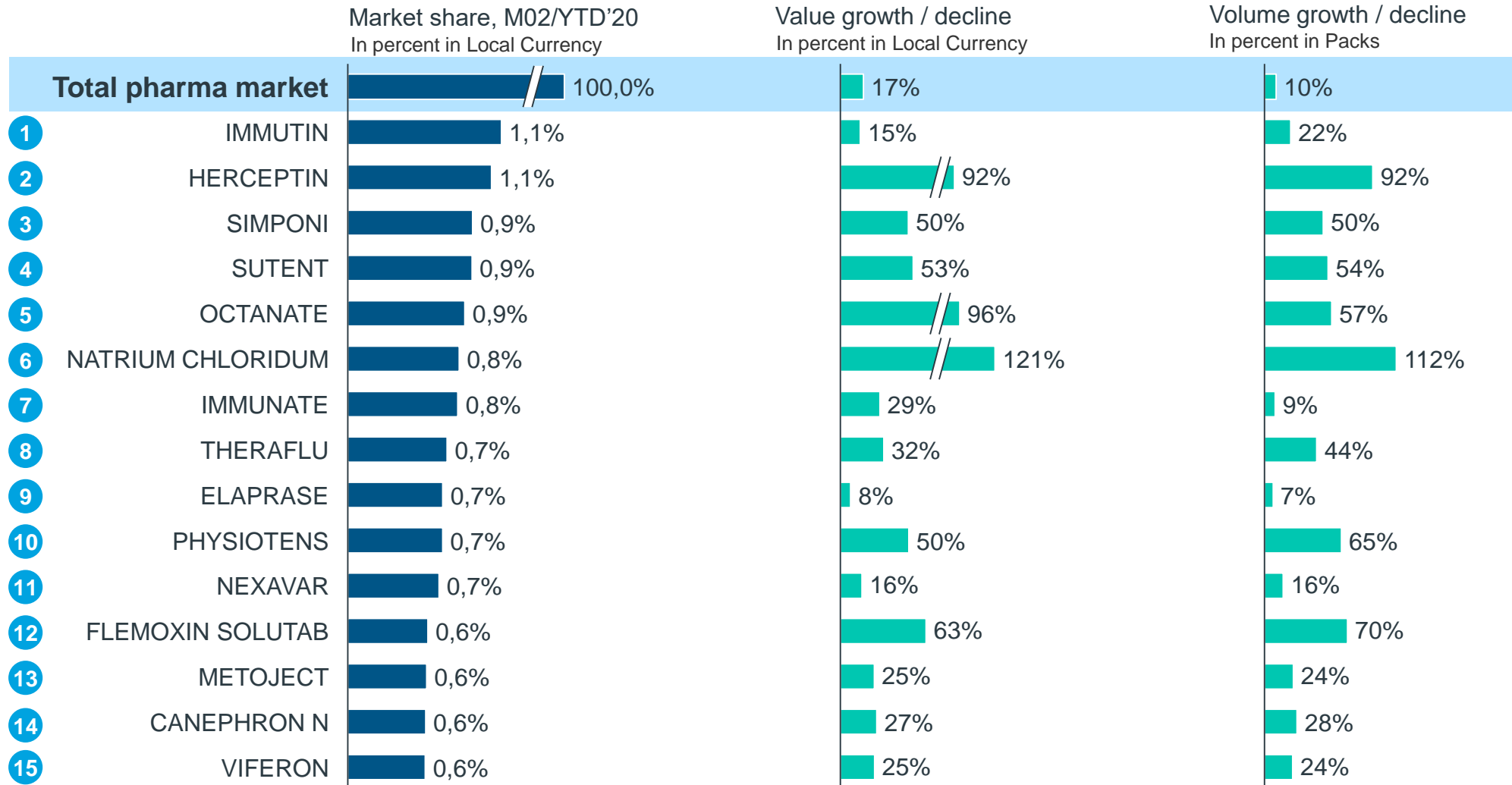


TOP-15 corporations on Kazakhstan market, January-February 2020





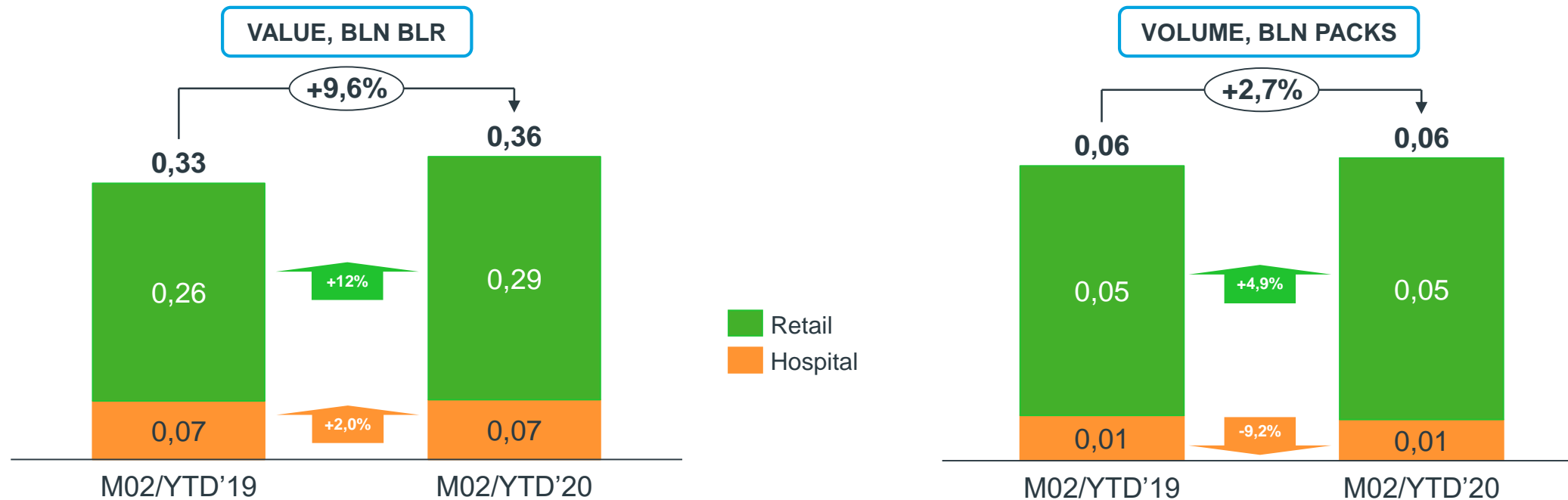
TOP-15 brands on Kazakhstan market, January-February 2020





Belarus pharma market growth in January-February 2020

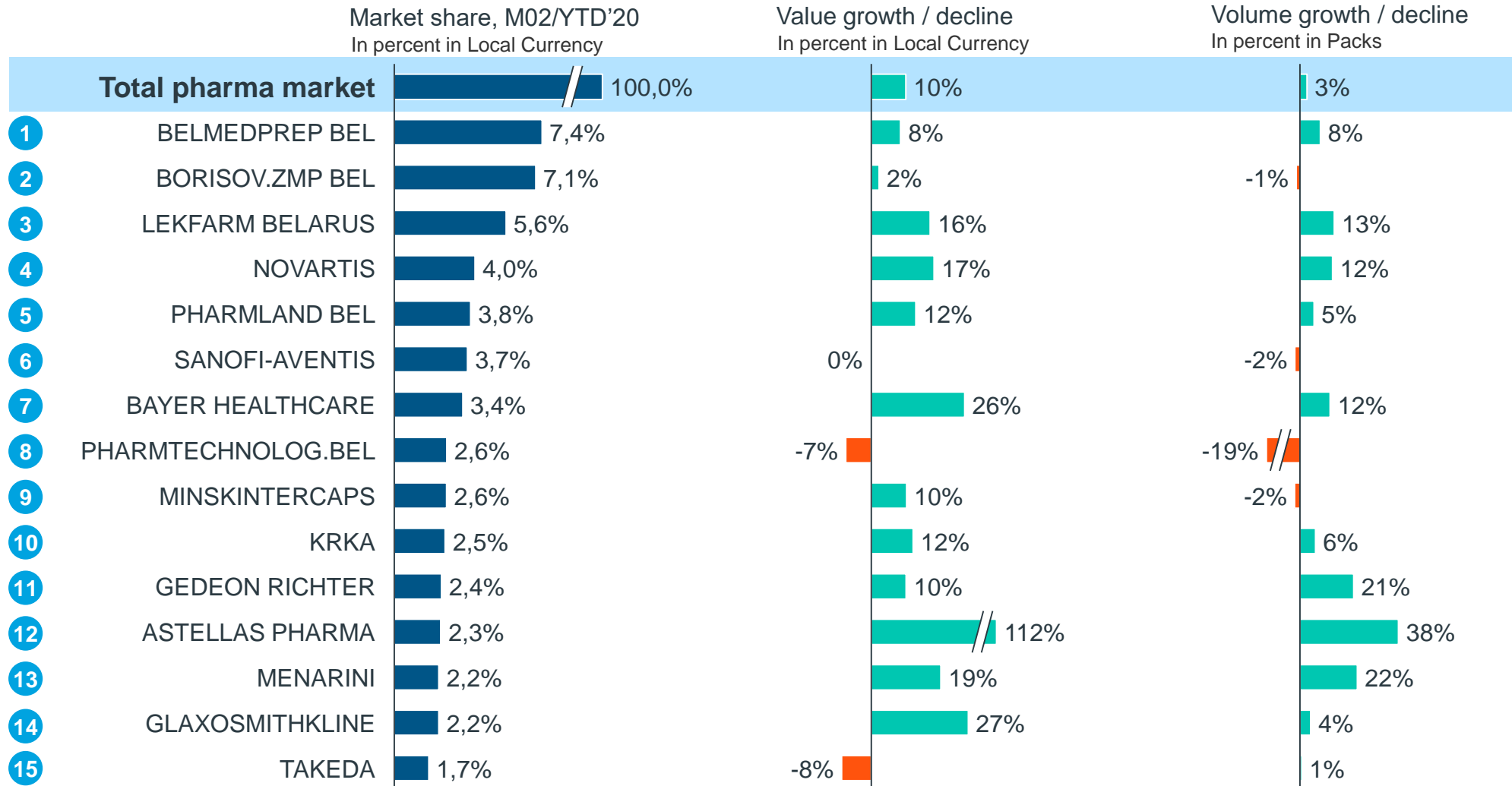
Market grew by 9,6% in value and by 2,7% in volume



Indicator	BLR	USD	EUR	PACKS
Value M02/YTD'20, Bln.	0,36	0,17	0,15	0,06
Growth M02/YTD'20%	▲ 9,6%	▲ 10%	▲ 14%	▲ 2,7%



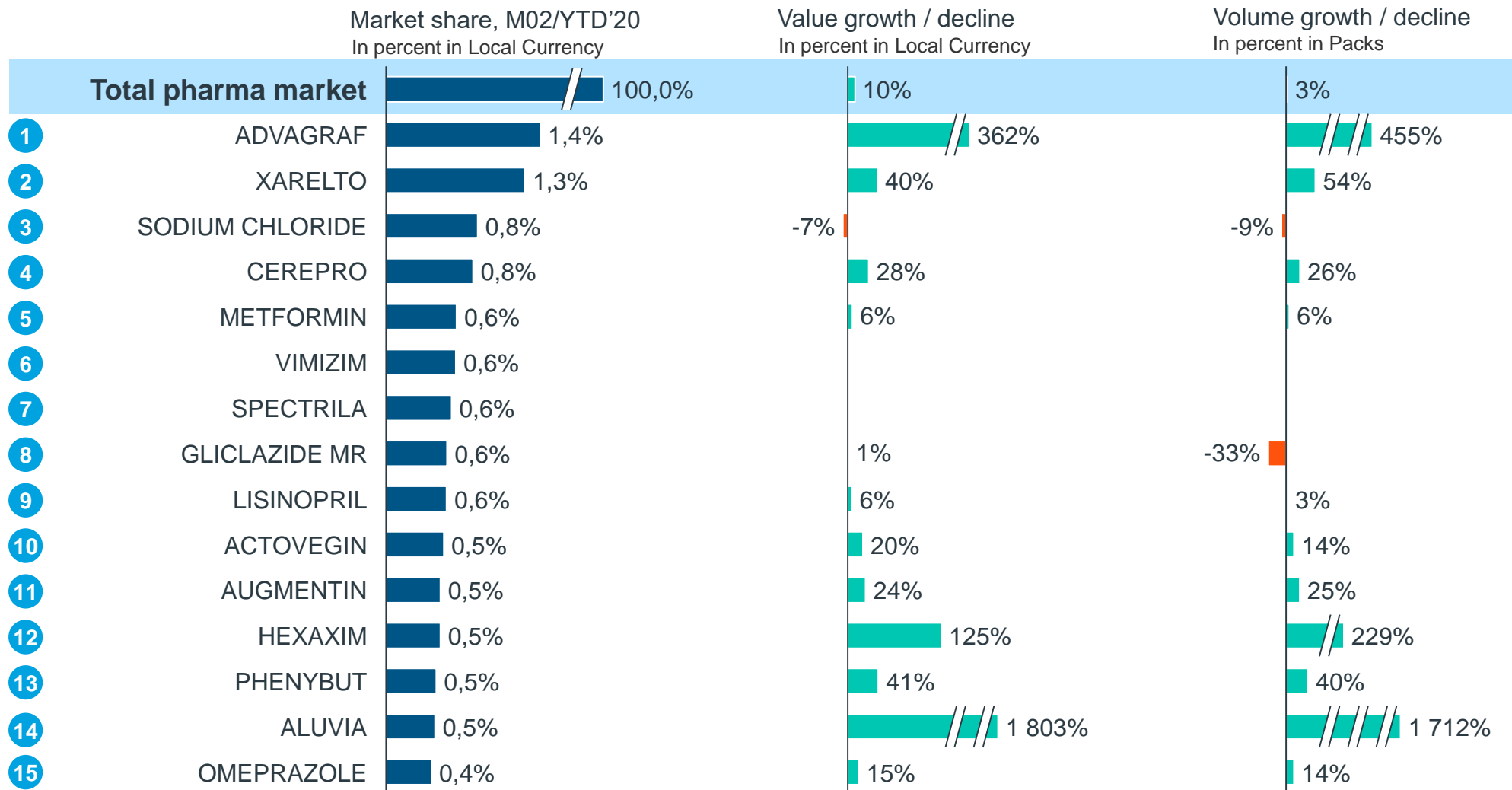
TOP-15 corporations on Belarus market, January-February 2020



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



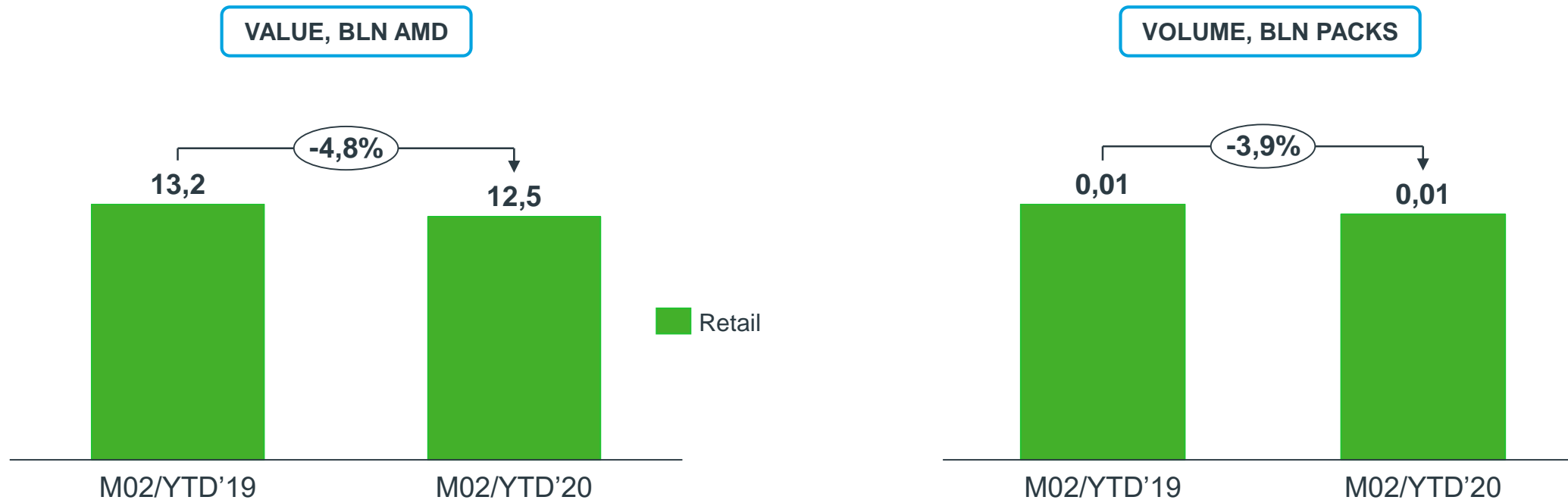
TOP-15 brands on Belarus market, January-February 2020





Armenia pharma market growth in January-February 2020

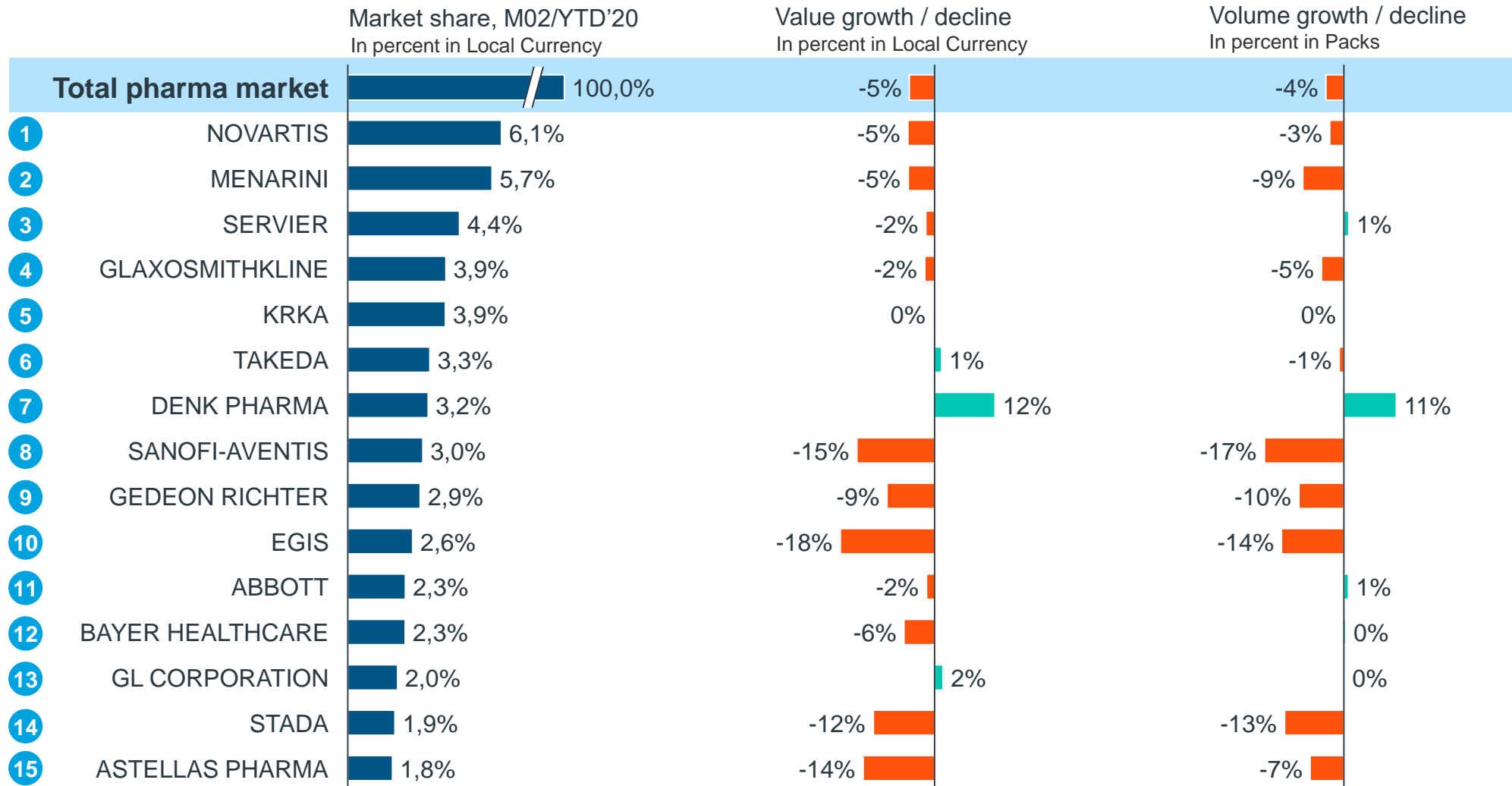
Market decreased by 4,8% in value and by 3,9% in volume



Indicator	AMD	USD	EUR	PACKS
Value M02/YTD'20, Bln.	12,5	0,03	0,02	0,01
Growth M02/YTD'20%	▼ -4,8%	▼ -3,3%	▲ 0,1%	▼ -3,9%

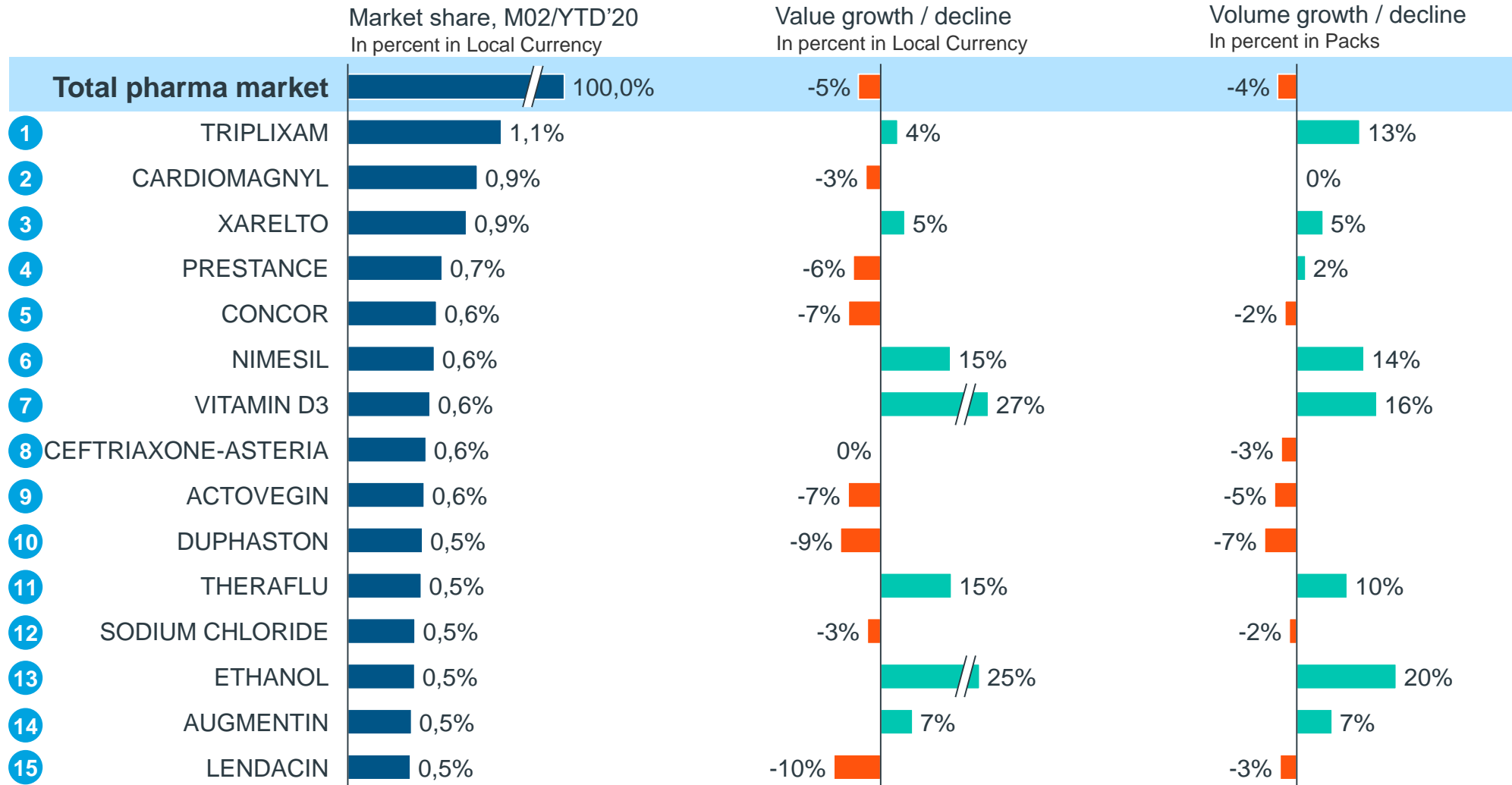


TOP-15 corporations on Armenia market, January-February 2020





TOP-15 brands on Armenia market, January-February 2020

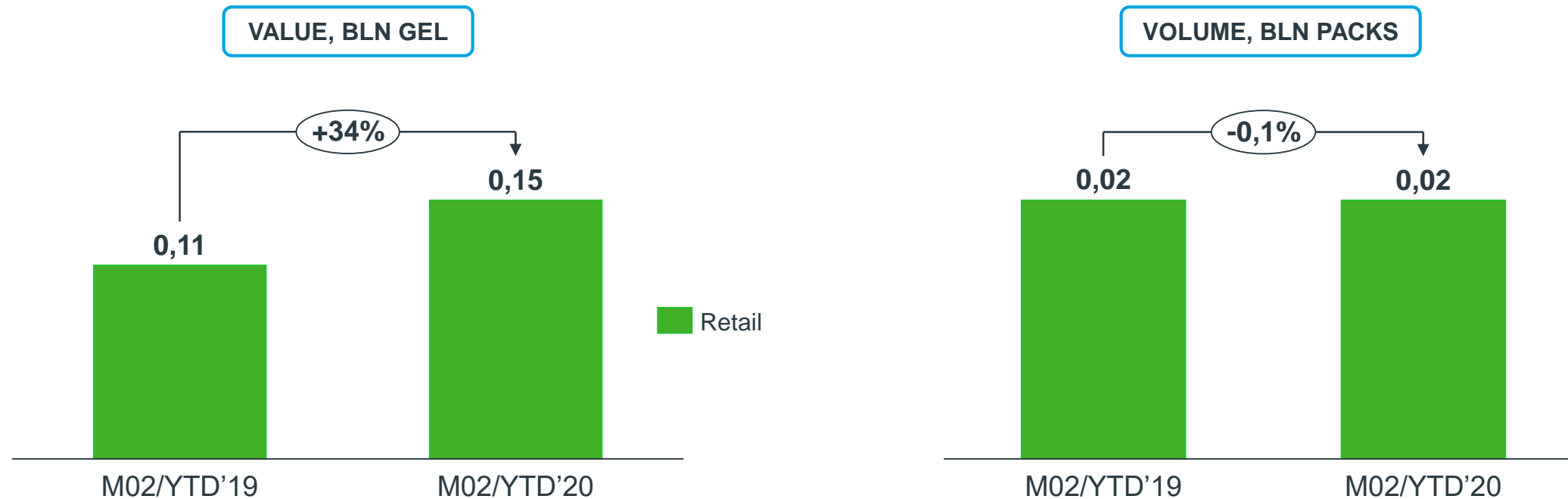


Source: IQVIA databases. Retail Market (exclude food supplements and diagnostic agents), TRD Prices



Georgia pharma market growth in January-February 2020

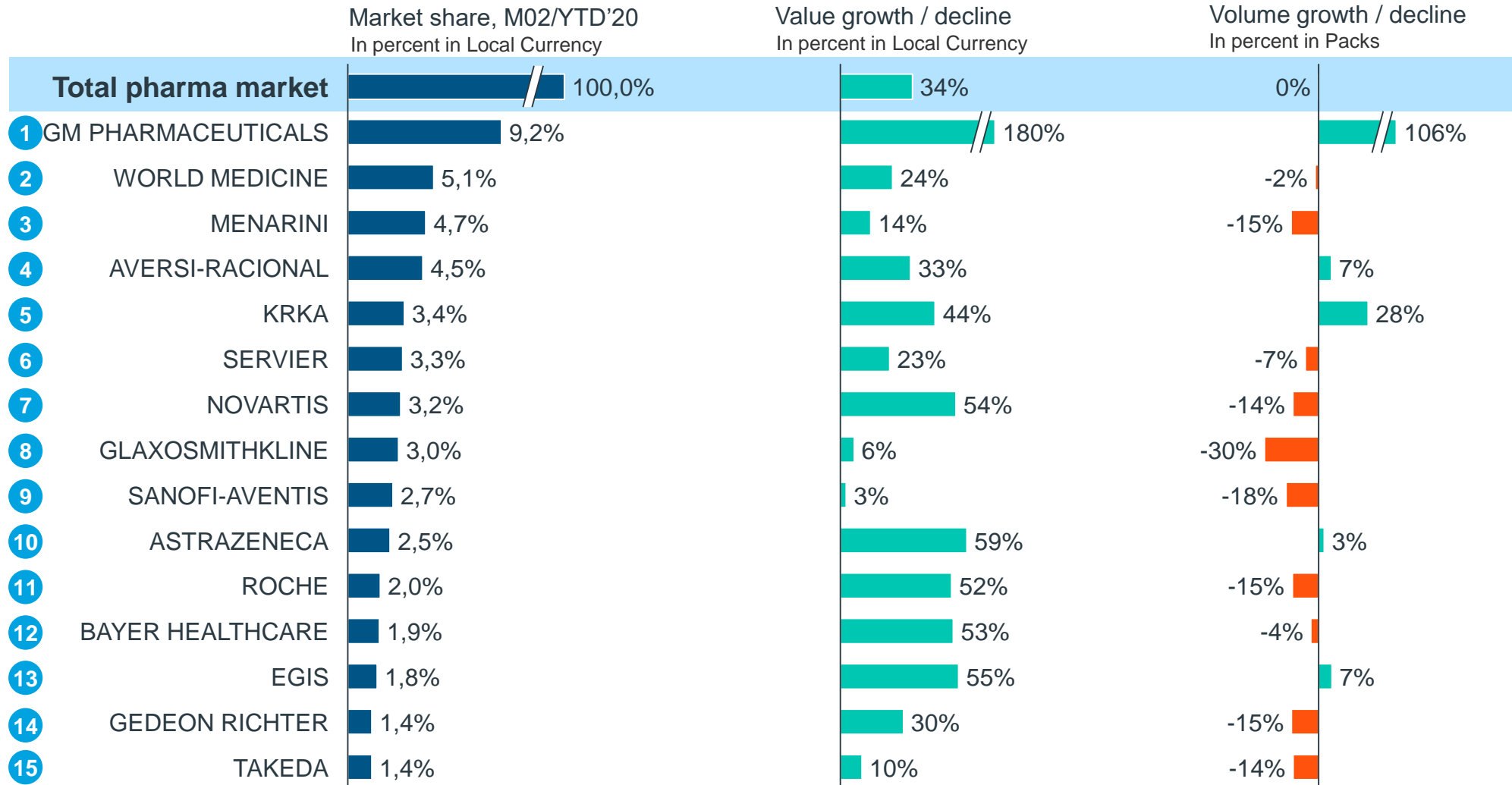
Market grew by 34% in value and decreased by 0,1% in volume



Indicator	GEL	USD	EUR	PACKS
Value M02/YTD'20, Bln.	0,1	0,1	0,0	0,02
Growth M02/YTD'20%	▲ 34%	▲ 24%	▲ 28%	▼ -0,1%



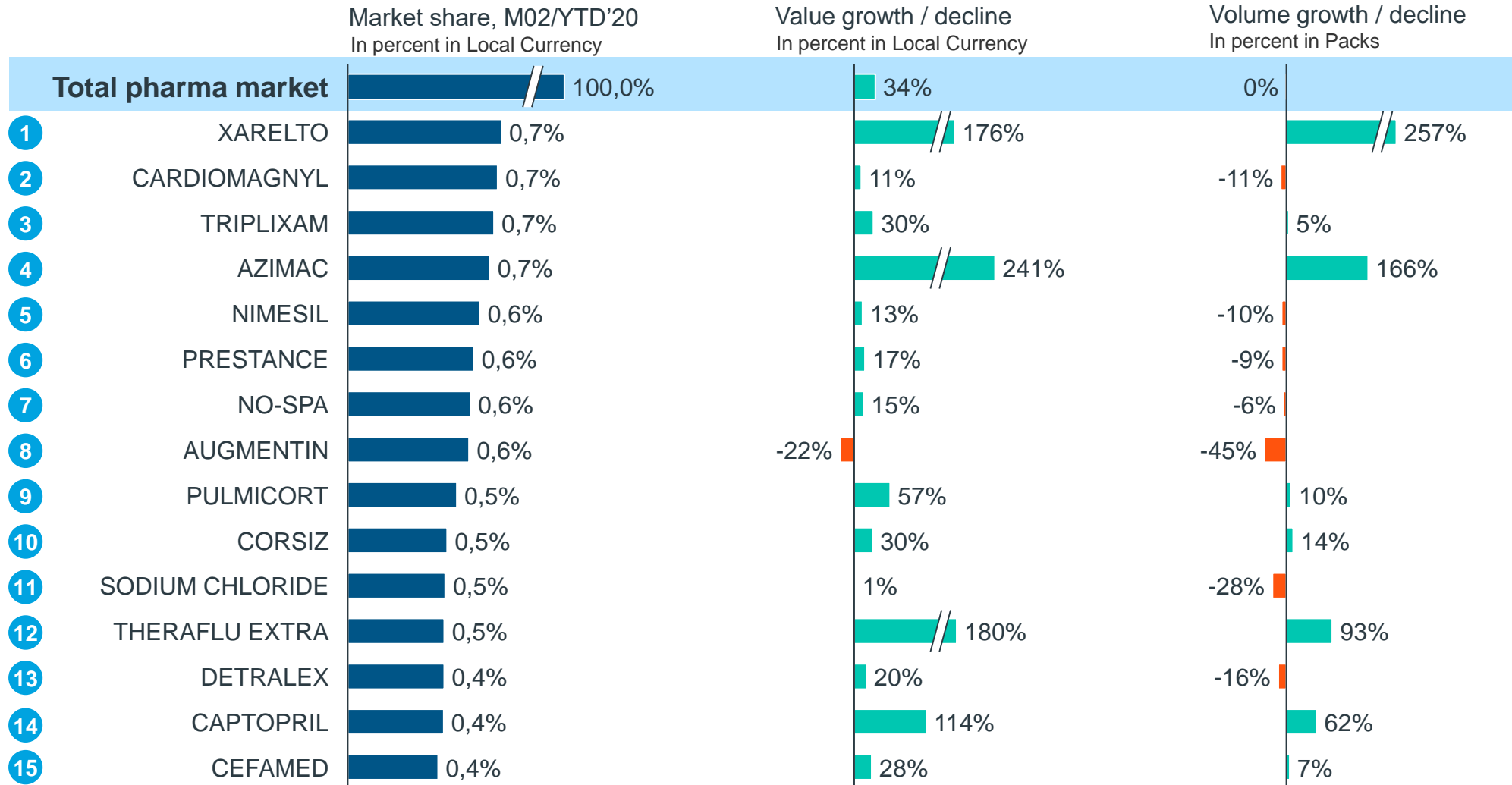
TOP-15 corporations on Georgia market, January-February 2020



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



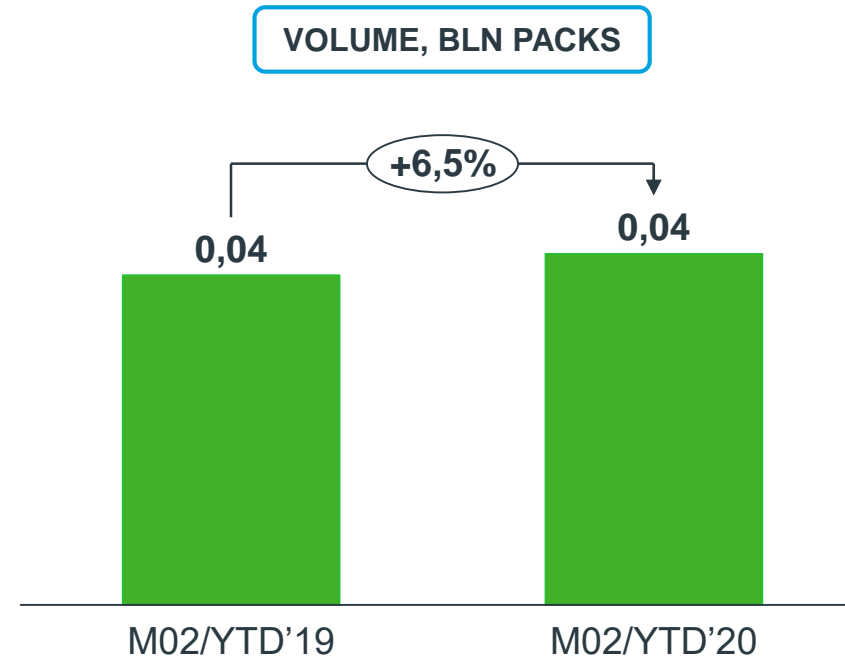
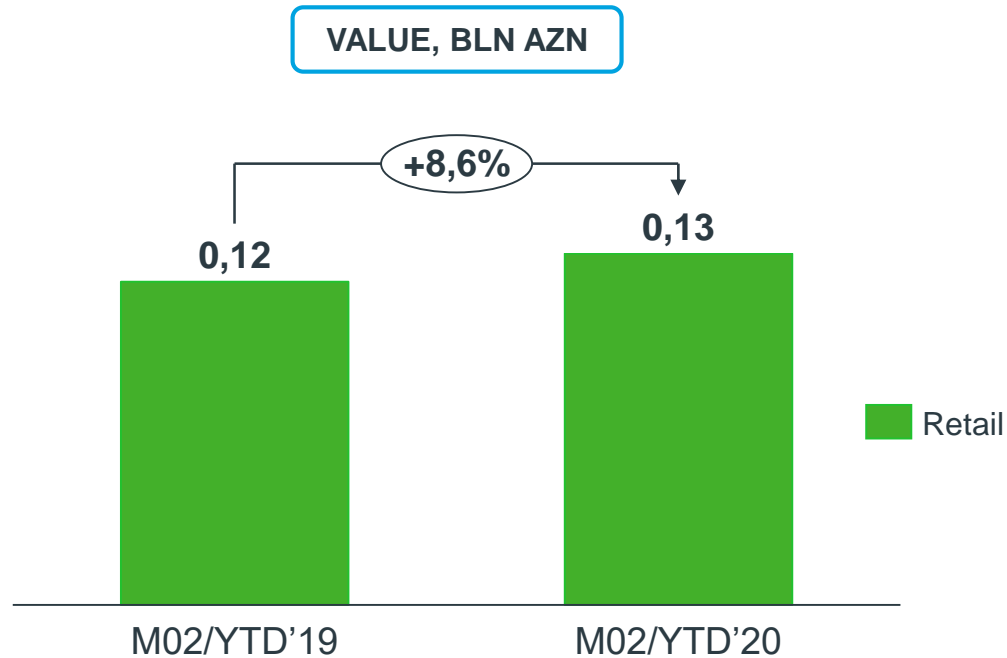
TOP-15 brands on Georgia market, January-February 2020





Azerbaijan pharma market growth in January-February 2020

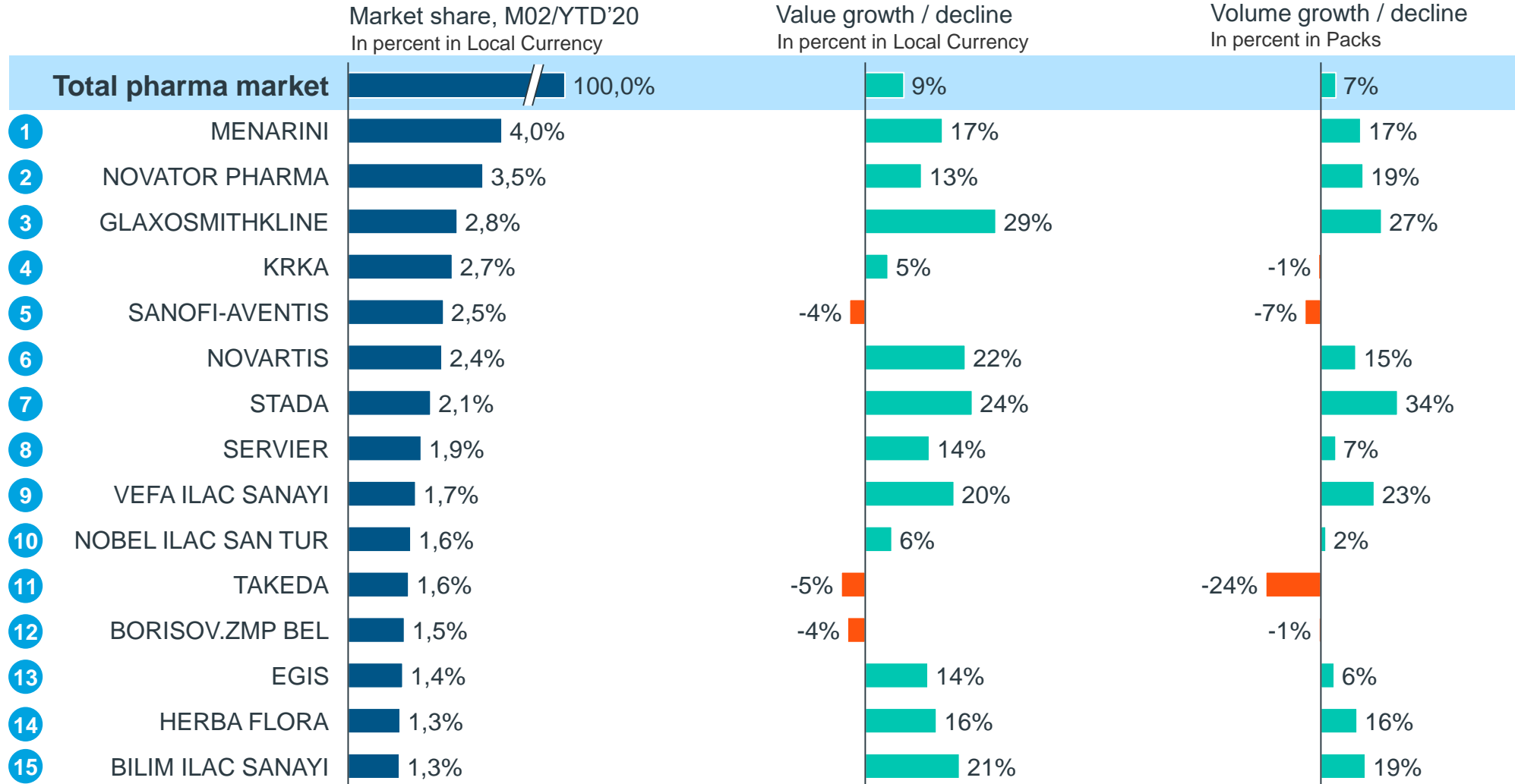
Market grew by 8,6% in value and by 6,5% in volume



Indicator	AZN	USD	EUR	PACKS
Value M02/YTD'20, Bln.	0,1	0,1	0,1	0,04
Growth M02/YTD'20, %	▲ 8,6%	▲ 8,6%	▲ 12%	▲ 6,5%

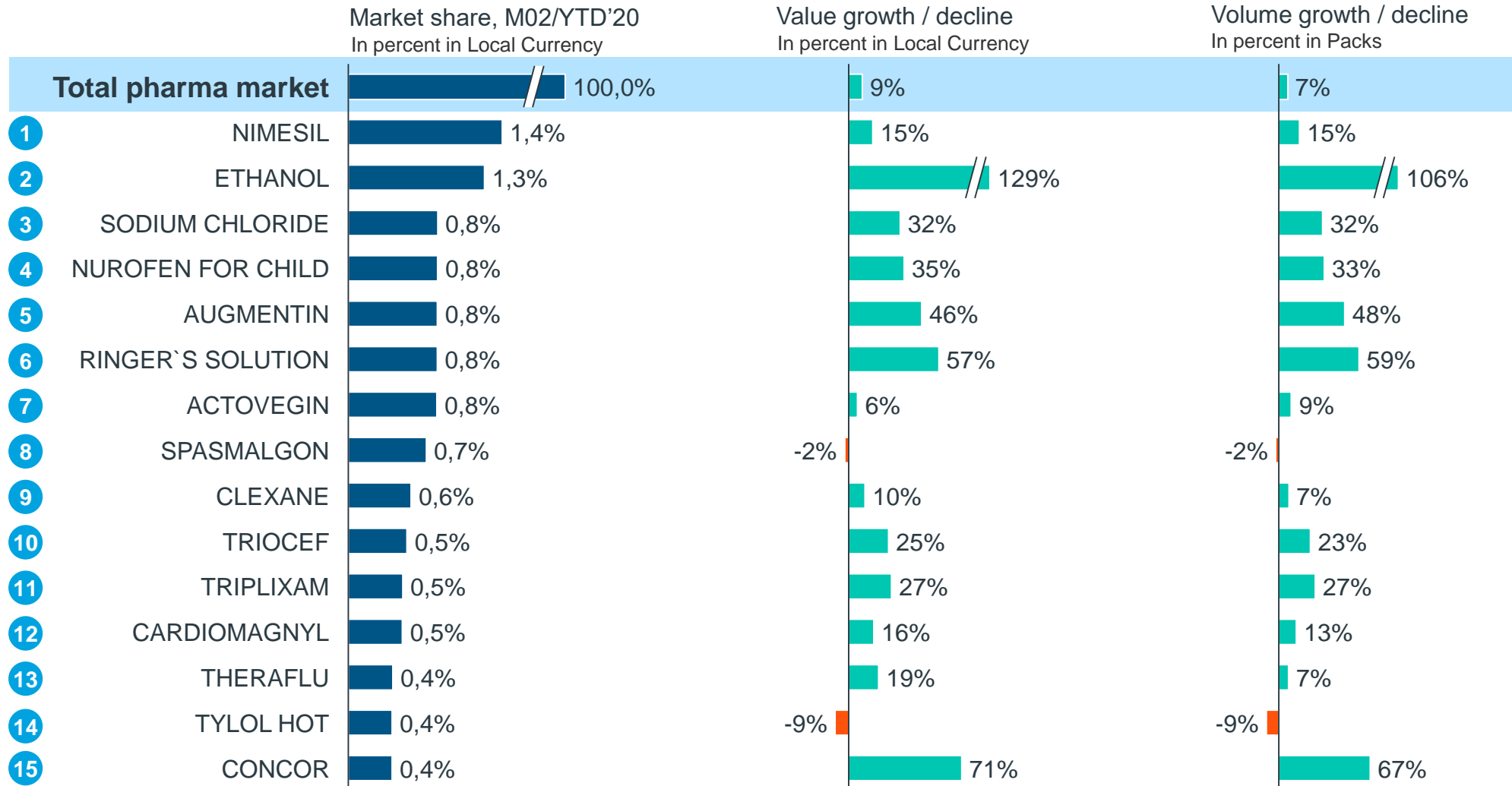


TOP-15 corporations on Azerbaijan market, January-February 2020





TOP-15 brands on Azerbaijan market, January-February 2020



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

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