



# Pharmaceutical Belarus

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Kingdom of the Netherlands

## Market Macro-Overview

- Macroeconomic overview of the country
- Political, economic and legal risks associated with the market
- Trade agreements with Jordan

## Industry/Sector Demand Overview

- Current demand dynamics
- Future forecast for the sector

## Product Overview/Demand Analysis

- Product description and application
- Demand 2013-2023 (volume and value)
- Key demand drivers
- Emerging trends and potential changes

## Supply Analysis

- Supply 2013-2023 (production and imports)
- Supplier profiles/Market share of imports
- Market share of key suppliers
- Note on methodology

## Route to Market Analysis

- Key channels
- Typical buyers
- Customer requirements
- Marketing activities
- Product pricing
- List of exhibitions and trade fairs

## Competitive Landscape

- Key market suppliers (companies or countries)
- Breakdown by company supplying
- Existing value proposition offered by competitors

## Import Procedure

- Tariff and non-tariff barriers
- Required documents
- Packaging requirements for shipment
- Labelling requirements
- Key transportation and logistics requirements, such as recommended port of entry and key distribution hubs
- Applied tariffs for the product in the country

## Import Supply Chain

- Structure of the import supply chain (including planning, logistics and distribution)
- Recommendations on how to overcome challenges related to the import supply chain

## Recommendations

- Market access strategy
- Key success factors for winning in the market
- Marketing mix





# Market Overview

Macro-economic Overview

# Imported products are perceived better in quality and drives sales

## MARKET RISKS

<b>Economic</b>	Exports from Belarus improved; led by strong growth in industry and agriculture. To boost employment, the government intends to invest USD350 million in state enterprises producing equipment.
<b>Political</b>	Political stability exists in Belarus as a result of curbing social protests and weakness of political opposition besides measures taken by the Government to prevent corruption Belarus aims to improve relations with the EU and the US and expand its economic cooperation
<b>Legal</b>	The country conforms with international laws in its legislation. International treaties are approved by the parliament and by the president. Regulations remain unpredictable and taxes are high by regional standards.
<b>Trade</b>	In 2018, export value rose by 15.8% accounting for 55.7% of GDP in 2018. Stronger demand in the EU and Russia drives exports and a firmer commodity price.
<b>Banking restrictions and currency challenges</b>	Policy frameworks have contributed to low inflation and exchange rate stability. State-owned banks represent 65% of the banking system's assets. Prudent monetary policy with increasing central bank credibility do not pose any restrictions for trade.

## TRADE AGREEMENTS

- Belarus has not signed any free trade agreement with Jordan. This impacts the applied tariffs for export of pharmaceutical products from Jordan to Belarus.
- Belarus has free trade agreements (FTAs) with Kazakhstan, Ukraine, Russia, Armenia, Kyrgyz Republic, Vietnam, Tajikistan, and Moldova.

## MARKET KEY PORTS



## ECONOMY

<b>Total GDP 2018:</b>	US\$59.7 billion
<b>Real GDP Growth: 2013-2018 (CAGR)</b>	4.6%
<b>Forecast GDP Growth: 2018-2023 (CAGR)</b>	5.5%

## DEMOGRAPHICS

<b>Total Population 2018:</b>	9.5 million
<b>Population Growth: 2013-2018 (CAGR)</b>	0.1%
<b>Forecast Pop. Growth: 2018-2023</b>	0.3%

## PER HOUSEHOLD SPENDING

<b>Average Spending 2018: (per household)</b>	US\$8,020.1
<b>Avg. Spending Growth: 2013-2018 (real terms)</b>	3.5%
<b>Forecast Spending Growth: 2018-2023 (real terms)</b>	5.0%





# Industry Overview

Overview of Pharmaceuticals

# Government initiatives and rising consumer awareness impacts pharmaceuticals

## PHARMACEUTICALS OVERVIEW

- Pharmaceutical market has been growing consistently during the review period, except during 2015 and 2016, when the country was affected by the financial crisis. The market has since rebound resulting in a CAGR growth of only 1% between 2013-2018.
- Main demand and growth drivers for the overall sector are the broadening varieties of drugs as well as the increasing number of domestic products at competitive prices.
- The market of vitamins and dietary supplements is not as popular as in Western Europe. Nevertheless, it is also a growing category. Main consumers are younger generation in the age of 20-40. Elder people are not much familiar and even skeptical about vitamins and dietary supplements. Doctors do not really prescribe to consume these products. Younger consumers mainly learn about such products from social networks.
- Generics hold more than 65% of the market share while non-generics represent the rest of 35%
- Public healthcare institutions are very popular in Belarus because they offer cost-free service. Nevertheless, private sector is also gradually developing. Higher-income consumers switch to private sector. Health insurance is still in an early development stage.

## PHARMACEUTICALS SIZE

The size of the  
sector in  
**2018**  
was estimated at

**US\$821.7 million**

and by  
**2023**  
it is expected to  
reach a total of

**US\$974.7 million**

## KEY TRENDS AFFECTING PHARMACEUTICALS

### Developing healthcare system and rising consumers' health concerns

- The number of healthcare institutions across the country including remote regions of Belarus has been constantly increasing. The government is also working on training of qualified personnel. The Belarusian government is aimed at providing all public healthcare institutions with advanced technologies through internal and external investment projects.
- Beyond this, the rapidly growing number of drugs in the market, strong marketing campaigns, and doctors' recommendations increase consumer awareness about certain drugs. Hence, there is a strong tendency of shifting from traditional recovery methods towards medical methods.

### Slowly but gradually growing consumers' trust in locally produced pharmaceutical products

- One of the main goals of Belarusian government is to increase the share of domestic drugs in the market. There is a push from the government to doctors and pharmacists to recommend/offer locally produced drug. Hence, trust in Belarusian pharmaceutical products has been growing; product quality has improved consistently. Lower prices make domestic drugs more attractive compared to imported ones.
- Constantly rising popularity of health insurance system in Belarus may cause a potential shift in the pharmaceuticals.



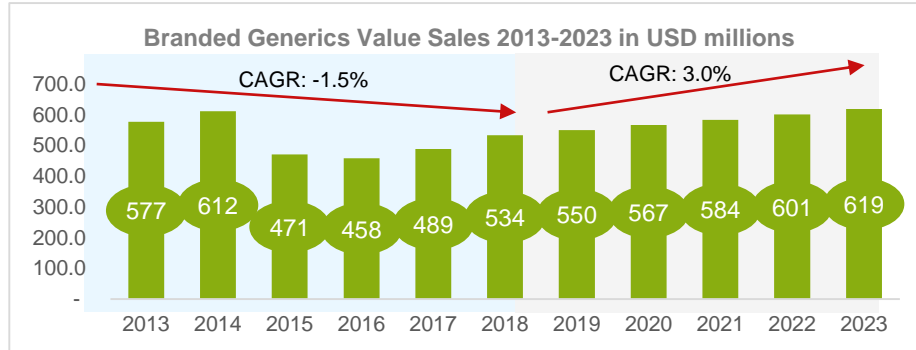


# Demand

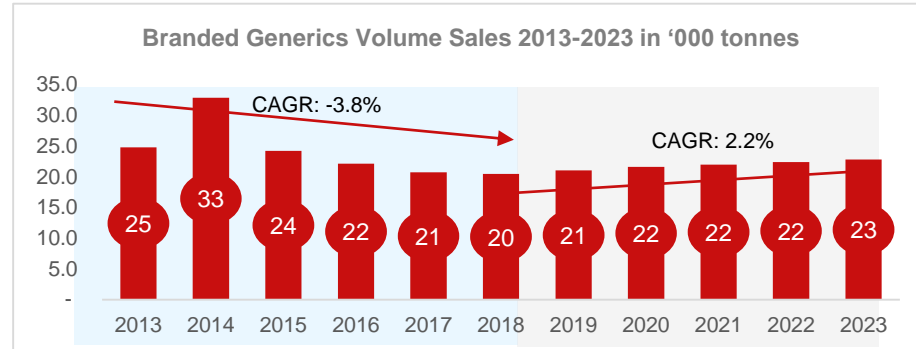
## Product Overview and Demand Analysis

## Imported products are perceived better in quality and drives sales

### DEMAND FOR THE PRODUCT (HISTORIC AND FORECAST)



Source: Euromonitor International from Trade Analysis, 2019



Source: Euromonitor International from Trade Analysis, 2019

### BRANDED GENERICS' DESCRIPTION AND APPLICATIONS

A generic drug is a medication created to be the same as an already marketed brand-name drug in dosage form, safety, strength, route of administration, quality, performance characteristics, and intended use. These similarities help to demonstrate bioequivalence, which means that a generic medicine works in the same way and provides the same clinical benefit as its brand-name version. When generic drugs are sold under a brand name, it is known as branded-generics. Branded generic drugs are used in therapeutic or prophylactic applications for treating or preventing diseases such as cardiovascular, central nervous system, dermatology, oncology, respiratory, and other diseases.

### KEY DRIVERS BEHIND MARKET GROWTH

- Branded generics growth was a result of competitive pricing between 2013-2018. It was a push driven by manufacturers of generic drugs.
- Marketing campaigns of imported branded generics and better perception of Belarusian consumers of imported products rather than local ones.
- Growing health consciousness of consumers.

### EMERGING TRENDS AND POTENTIAL CHANGES

- The main trend in Belarus is the development in local manufacturing of generics, which impacts the imports of generics in the country.
- No significant changes are predicted to happen in the domestic branded generics market over the forecast period as Belarus is expected to continue production of generics mainly rather than research and innovation in pharmaceutical sector.



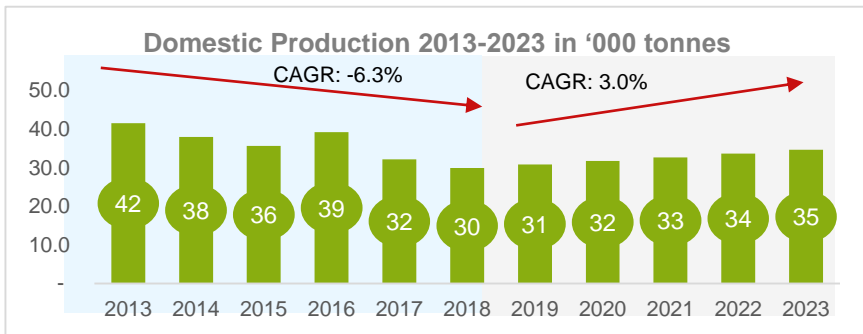


# Supply

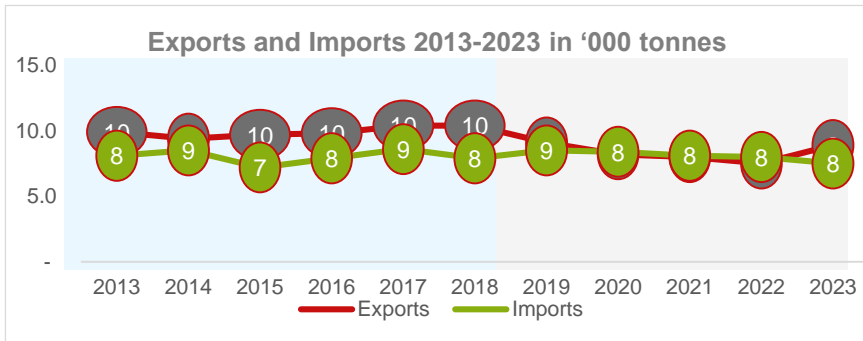
## Supply Analysis

## Countries in proximity to Belarus lead the exports into the country

### SUPPLY OF PESTICIDES (HISTORIC AND FORECAST)



Source: Euromonitor International from Trade Analysis, 2019



Source: Euromonitor International from Trade Analysis, 2019

### PROFILES OF TOP SUPPLYING COUNTRIES

#	Country	% Share of Imports	Competitive Advantages
1	Russian Federation	22,8%	<ul style="list-style-type: none"> <li>Better trade terms with importing country</li> <li>Russia and Belarus cooperate in the framework of Eurasian Economic Union</li> </ul>
2	Germany	19,3%	<ul style="list-style-type: none"> <li>Germany benefits from popularity of German high quality products among Belarussian consumers</li> </ul>
3	Ukraine	7,9%	<ul style="list-style-type: none"> <li>Neighbouring country</li> <li>3rd biggest trade partner of Belarus after Russia and China</li> </ul>
4	Bulgaria	5,1%	<ul style="list-style-type: none"> <li>Competitive prices</li> <li>Reliable quality</li> <li>Close geographical location</li> </ul>
5	Poland	5,0%	<ul style="list-style-type: none"> <li>Reliable quality</li> <li>Close geographical location</li> </ul>

Source: Euromonitor International from Trade Analysis, 2019

### FORECASTING METHODOLOGY

- Historical data has been obtained from local and international statistics and validated through trade interviews with multiple supply chain segments (such as manufacturers, distributors and retailers)
- These inputs have been used alongside relevant exogenous variables in order to develop a forecast based on the analysis of variance approach, while also taking into account the expected effect of market, regulatory and policy developments on forecast variables





# Route To Market

Bringing The Product To The Market

## Promotion on trade show, TVs, and billboards increase benefits to importers

### PRODUCT PLACEMENT (TOP CHANNELS)

CHANNEL	TYPICAL BUYER	BUYER EXPECTATIONS/ REQUIREMENTS	MARKETING ACTIVITIES
<b>Distributors/ Importers</b>	<ul style="list-style-type: none"> <li>Distributors/Importers are the main buyers of foreign branded generics.</li> <li>The key tasks of buyers are to check whether supplied products correspond the documentation as well as to perform quality control, packaging, and labelling,</li> </ul>	<ul style="list-style-type: none"> <li>Compliant to Belarusian regulations.</li> <li>To be sure that supplier is eligible to conduct export activity.</li> <li>High reputation of foreign manufacturer/ supplier</li> </ul>	<ul style="list-style-type: none"> <li>Distributors/Importers mainly use television advertisements for their marketing activities.</li> <li>Foreign branded generics are also promoted through big billboards.</li> </ul>
<b>Manufacturers</b>	<ul style="list-style-type: none"> <li>Some manufacturers can also be considered as buyers of foreign branded generics. However, unlike distributor/importers, manufacturers predominantly purchase substances from abroad in order to produce a drug in Belarus.</li> <li>The key tasks of buyers are to perform quality control, packaging, and labelling.</li> </ul>	<ul style="list-style-type: none"> <li>Compliant to Belarusian regulations.</li> </ul>	<ul style="list-style-type: none"> <li>Manufacturers cooperate with pharmacies and doctors to promote their products.</li> </ul>

### PRODUCT PRICING

- Price for importers/distributors/manufacturers may vary depending on the purchased amount. Usually, higher amount leads to lower unit prices. Therefore, price discounts are in the range of 5%-25% percent.

Product price range in US\$/Pack	Min	Avg.	Max
Distributor buying prices	0.5	24.1	47.6
Selling price to retailers/end customer prices	0.5	26.1	51.7

### PRODUCT PROMOTION (TRADE SHOWS)

- Belarusmedica is one of the largest medical trade shows in Belarus, which takes place every year since 1994. The trade show serves as a platform for presenting the latest products and technologies of leading national and international manufacturers. The fair is aimed primarily at doctors of all disciplines, medical staff and professionals in the health sector.
- Belarusmedica is considered to be the best trade show for promotion, which generally reap the most benefits for both buyers and sellers.





# Competitive Landscape

# Matching the short lead times offered by local manufacturers is key to penetrating the market

## TOP MARKET SUPPLIERS

**BELMEDPREPARATY**  
(Grostudin/Belarus)  
Manufacturer

### Value Proposition

State company Belmedpreparaty is the leading player in the pharmaceutical market of Belarus. The advantages of the company are: competitive prices, widest product assortment as well as lead time, credit facilities and volume discounts

**BORISOV MEDICAL PREPARATIONS PLANT**  
(Ibuprofen/Belarus)  
Manufacturer

### Value Proposition

State company Borisov Medical Preparations Plant is the second biggest company in Belarus. The company benefits from its strong pricing policy, credit facilities, volume discounts and lead time

**LECPHARM**  
(Amlodipin/Belarus)  
Manufacturer

### Value Proposition

Lecpharm, being a local manufacturer, the company enjoys predominantly short lead time. Moreover, the company provides its customers with credit facilities

**NOVARTIS**  
(Sirdalud/Switzerland)  
Manufacturer, importer

### Value Proposition

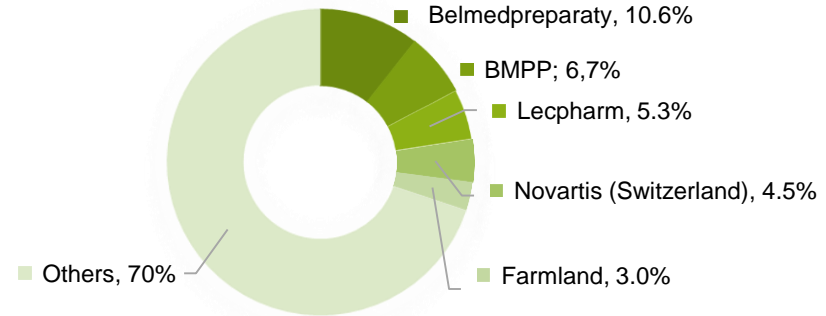
Novartis is the biggest foreign manufacturer operating in the pharmaceutical market of Belarus. The company is very attractive for local consumers due to its high quality and strong innovation.

**FARMLAND**  
(Orlistim/Belarus)  
Manufacturer

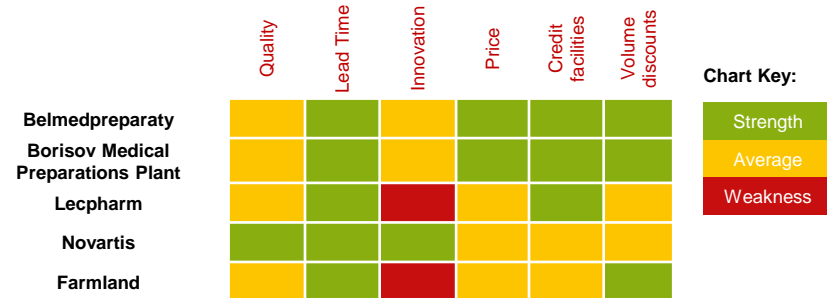
### Value Proposition

Being among top five leading market players, Farmland primarily benefits from fast lead time due to well established logistic system as well as from flexible discounting policy for distributors and wholesalers.

## MARKET SHARE OF KEY SUPPLIERS, BY VALUE 2018



## COMPETITIVE POSITIONING







# Imports

Import Process

# Ministry of Public Health drives the adoption of local generic drugs

## IMPORT REQUIREMENTS

<p><b>PACKAGING REQUIREMENTS</b></p>	<ul style="list-style-type: none"> <li>• Packaging material should have properties that protect against the adverse effects of environmental factors that can affect the quality or effectiveness of the drug: such as light, temperature, atmospheric gases and air vapors (oxygen, carbon oxides, moisture, etc.), microbiological contamination. Packages should not interact chemically with the drug inside the package, which may lead to a change in the quality of the latter. Packaging must prevent the opening of the medicinal product prior to use, as well as ensure convenience and safety when using it.</li> </ul>
<p><b>LABELLING REQUIREMENTS</b></p>	<ul style="list-style-type: none"> <li>• Labelling information must be in Russian or Belarusian language and must specify: the name of the manufacturer (applicant), country, its trademark (if any); the trade name of the medicinal product; the international non-proprietary name (it is acceptable to specify in English or Latin) or in case of its absence – non-proprietary name (when the medicinal product contains one active ingredient); type of the pharmaceutical dosage form; dose and number of doses in the package, weight, amount; the name and quantitative composition of active ingredients per one dose of the medicinal product, and for non pre-dosed medicinal products – per unit mass or amount of the medicinal products, individual package; full list of excipients for medicinal products intended for parenteral, ophthalmic, for external and local administration; mode of administration; storage conditions with indication temperature limits; warning on demand for keeping the medicinal product away from children, shaking before use, not freezing and more; the batch number; the expiration date.</li> </ul>
<p><b>TRANSPORTATION REQUIREMENTS AND LEAD TIME</b></p>	<ul style="list-style-type: none"> <li>• In terms of transportation requirements, transportation must be dry, clean, and regulate temperature necessary for drugs. Transportation costs can be covered by either supplier or buyer, depending on their agreement. Nevertheless, in practice usually it is paid by exporter or supplier company.</li> <li>• Lead time for the goods mainly depends on 1) the country of supplier and 2) the type of transportation. It may vary from 3 to 10 weeks.</li> </ul>
<p><b>DOCUMENT REQUIREMENTS / CUSTOMS' PROCESSES</b></p>	<ul style="list-style-type: none"> <li>• For importing branded generics into the country, importer should provide following documents at the customs control: trade contract, CMR (Convention Relative au Contrat de Transport International de Marchandises par la Route) consignment note or international agreement, customs declaration, customs payments, certificate from Expertise Center confirming the registration of imported drugs at the State Medicines Register, shipping documents, invoice, certificate of origin of goods.</li> </ul>

## TRADE BARRIERS

- In general there are no official trade barriers. However, the Ministry of Public Health requests importer companies to reduce or not to increase the import of especially generic drugs, the analogues of which is also manufactured by domestic companies.
- Ministry of Public Health also asks doctors in public hospitals to prioritize recommending or prescribing domestic drugs over imported drugs.

## APPLIED TARIFFS

HS CODE	PRODUCT DESCRIPTION	APPLIED TARIFFS
3003	Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic uses not in measured doses or put up for retail sale.	0%
3004	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale.	3.48%





# Imports

## Registration Process

## Belarus does not support electronic submission of documents for registration of drugs

According to the demands of the Eurasian Economic Union the procedure of state registration of medicinal product should be conducted within 210 days without considering the time required for preparation of responses to remarks. However in accordance with usual practice depending upon the completion of the provided materials and scope of documentation, number of requests of the "Centre of Examinations and Tests in Health Service" and other factors the procedure of registration may last from 12 to 18 months without considering the time required for preparation of responses to remarks.

### Registration Requirements

In order to register a medicinal product according to the demands of the Eurasian Economic Union it is necessary to provide the following to the "Centre of Examinations and Tests in Health Service":

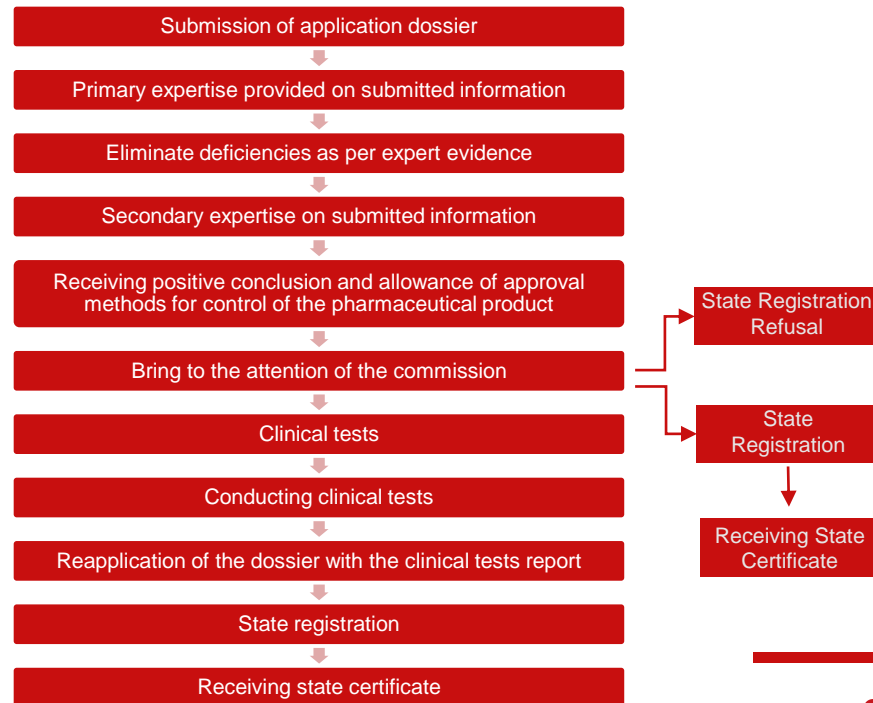
1. Application form with the following documents:

- legalized Power of Attorney from the applicant to the representative;
- legalized copies of the Manufacturer's Authorizations for all manufacturing sites involved in manufacturing process issued by the competent authorities of countries-manufacturers;
- legalized copies of GMP Certificates for all manufacturing sites involved in manufacturing process issued by the competent Authorities of countries-manufacturers;
- legalized copy of registration certificate issued by the authorized body of applicant and/or manufacturer's country or justification of its absence;
- certified list of the countries where the medicinal product is registered/re-registered/cancelled with indication of dates, numbers and validity of the registration certificates/dates and reasons of cancelling;
- proposed mockups for the market of Belarus;
- legalized copy of Certificate of Pharmaceutical Product or Free Sale Certificate (if available), etc.

2. Registration dossier in the format of the common technical document (CTD);

3. Samples of the medicinal product and standard samples.

### Registration Process Flow





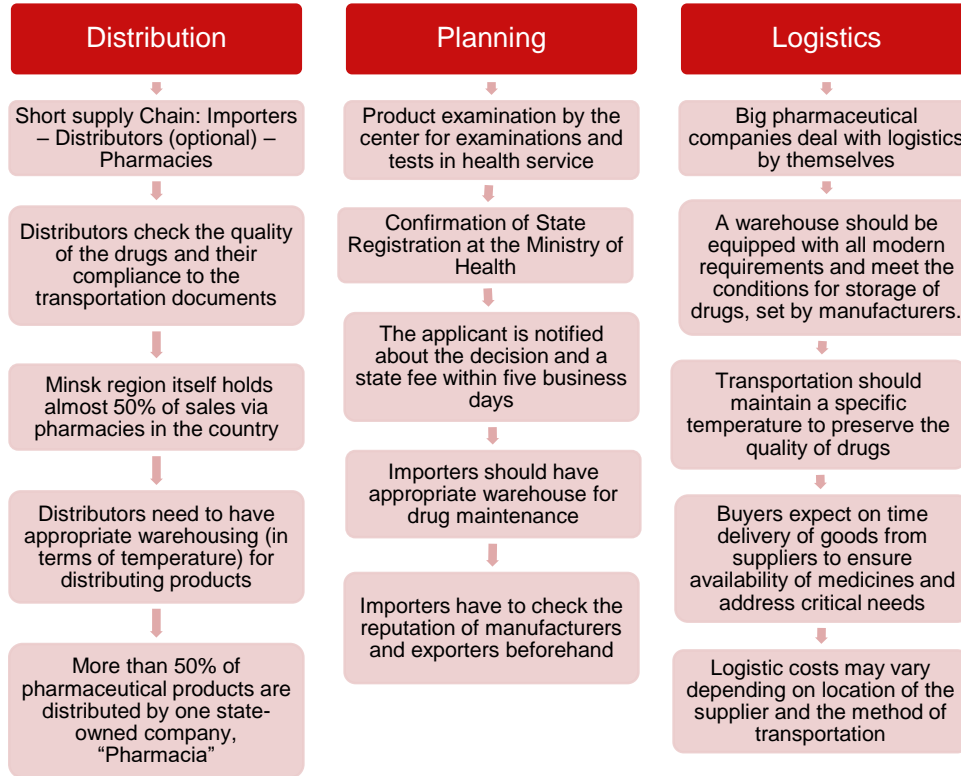


# Supply Chain

Imports Supply Chain

# Working with local distributors and pharmacy chains is recommended

## SUPPLY CHAIN OUTLINE



## RECOMMENDATIONS TO INCREASE MARKET ACCESS EFFICIENCY

- With a purpose to overcome any common challenges or avoid unneeded costs, it is recommended to partner with importer / local distributor companies, possessing special warehouses and transportation for storage and distribution of pharmaceutical products across the country.
- It is also important to cooperate with big pharmacy chains for product marketing, which would improve consumer awareness about advantages of particular brand.

## LOGISTICS COSTS VS KEY COMPETITORS

Costs of shipping to destination market	Land	Air	Sea
Jordan	\$1,957	\$2,882	-
Russia	\$442	\$2,712	-
Germany	\$620	\$2,517	-
Ukraine	\$354	\$2,799	-

Note: Shipping costs are calculated based on a standard 40 ft container.





# Recommendations

# Quality assurance of imported Jordanian drugs in Belarus is recommended

## WHO TO TARGET FOR SALES



- Potential types of buyers identified across different levels of sales are distributors and importers as a result of their already existing reputation in the local market, established networks with pharmacies as well as the logistic and warehousing capacities.
- Jordanian exporters need to verify whether Belarus already manufactures similar to Jordanian generics and compare the prices.

## KEY CHALLENGES RELATED TO THE COMPETITION



- Belarusian government aims to reduce the presence of imported drugs in the market
- This situation coupled with the rise of domestic manufacturers such as Belmedpreparaty and Borisov Medical Preparations Plant are the main threats to imported goods in the market.
- With growing awareness for local products, matching or coming close to the prices of local products is a major challenge for importers

## RECOMMENDED TRADE ROUTE



- Shipping via land over air transport is recommended as a cost effective trade route.
- It is important that the importing partner for Jordanian companies in Belarus is clearly aware of the rules of origin and necessary documentation to clear customs.
- Importer/distributor conformance to check quality of packaging, ensure appropriate storage and distribution facilities is essential to maintain quality of drugs and protect Jordanian brand image in Belarus.

## SUCCESSFUL MARKETING MIX



- **Promotion:** Product promotion should be creative for good brand recall among consumers. TV is the most influential **method** of promotion in Belarus
- **Place:** Besides identifying partners for importing medicines, pharmacies and doctors are the key retail channels to promote the product brand
- **Price:** In terms of pricing, Jordanian drugs could be slightly more expensive comparing to Belarusian, since consumers believe that local drugs are too cheap to be good



# APPENDIX I

## DATA SOURCES USED IN THIS REPORT

### DATA SOURCES

#### Slide 3 / Market Macro-Overview

- Euromonitor International's analysis based on data from Passport (internal database)
- Euromonitor International's analysis based on data from secondary sources

#### Slide 4 / Industry/Sector Demand Overview

- Euromonitor International research and analysis from trade interviews
- Euromonitor International's analysis based on data from secondary sources

#### Slide 5 / Product Overview/Demand Analysis

- Euromonitor International research and analysis from trade interviews
- Euromonitor International's analysis based on data from secondary sources

#### Slide 6 / Supply Analysis

- Euromonitor International research and analysis from trade interviews
- Euromonitor International's analysis based on data from secondary sources

#### Slide 7 / Route to Market Analysis

- Euromonitor International research and analysis from trade interviews
- Euromonitor International's analysis based on data from secondary sources

#### Slide 8 / Competitive Landscape

- Euromonitor International research and analysis from trade interviews
- Euromonitor International's analysis based on data from secondary sources

#### Slide 9 / Import Procedure

- Euromonitor International research and analysis from trade interviews
- Euromonitor International's analysis based on data from secondary sources

#### Slide 10 / Import Supply Chain

- Euromonitor International research and analysis from trade interviews
- Euromonitor International's analysis based on data from secondary sources

#### Slide 11 / Recommendations

- Euromonitor International research and analysis from trade interviews
- Euromonitor International's analysis based on data from secondary sources

#### List of Interviews Conducted:

Belpharmprom	Manufacturer
Farmin	Importer
Association of international pharmaceutical manufacturers	Trade association
Borisov Medical Preparations Plant	Manufacturer
Belmedpreparaty	Manufacturer
Pharmacy 55	Retailer
Ligmaton LLC	Importer
Ministry of Health	Government institution

#### Important secondary sources referred

- <http://investinbelarus.by>
- <http://www.belstat.gov.by/>
- <https://docs.eaeunion.org/>
- <https://medicine.by/>
- <https://www.sb.by/>
- <http://www.polessu.by>
- [Registration & Import](https://www.rceth.by/en/Documents/Drug/2): <https://www.rceth.by/en/Documents/Drug/2>

## APPENDIX II COMPETITORS' PRODUCT MARKET PRICES

### Antibacterial drugs for treating infections – Third and fourth generation Cephalosporins

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Cefixime	Suprax Solutab 400mg N7	Astellas Pharma	10.01	12.77	15.54	13.35	17.03	20.72
	Cefixime	Ixime Lupine (powder for suspension 100mg / 5ml 50ml N1)	Lupin Laboratories	8.63	9.09	9.56	11.50	12.12	12.75
	Cefotaxime	Cefotaxime sodium (powder for solution for injection 1g N10)	Borsov Medical Preparations Plant	3.02	3.77	4.51	3.55	4.43	5.31
	Cefotaxime	Cefotaxime sodium (powder for solution for injection 500mg N10)	Borsov Medical Preparations Plant	2.55	2.86	3.18	3.00	3.37	3.74
	Cefotaxime	Cefotaxima sodium Salt (powder for solution for injection 1g N1)	Belmedpreparaty	0.25	0.36	0.48	0.30	0.43	0.56
	Cefotaxime	Biotaksim (powder for solution for injection 1g N1)	Polpharma SA	1.25	1.48	1.71	1.66	1.97	2.28
	Ceftazidime	Ceftazidime (powder for solution for injection 1g N10)	Borsov Medical Preparations Plant	5.31	5.80	6.29	6.25	6.82	7.40
	Ceftraixone	Ceftraixone (powder for solution for injection 1g N10)	Borsov Medical Preparations Plant	2.68	3.78	4.87	3.15	4.44	5.74
Ceftraixone	Ceftraixone (powder for solution for injection 500mg N10)	Borsov Medical Preparations Plant	1.49	3.68	5.88	1.75	4.34	6.92	
Ceftraixone	Ceftraixone (powder for solution for injection 1g N1)	Belmedpreparaty	0.64	0.69	0.74	0.75	0.81	0.87	
Ceftraixone	Ceftraixone (powder for solution for injection 1g N1)	Pharm-Sintez	0.39	0.40	0.42	0.52	0.54	0.56	



## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Antibacterial drugs for treating infections – Third and fourth generation Cephalosporins (continued)

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Ceftraiaxone	Trixocel (powder for solution for injection 1g N5)	TriplePharm	1.49	2.46	3.43	1.99	3.28	4.58
	Ceftraiaxone	Trixocel (powder for solution for injection 1g N36)	TriplePharm	13.23	13.31	13.39	17.64	17.75	17.86
	Ceftraiaxone	Medaxone (powder for solution for injection 1g N10)	Medochemie Ltd	8.72	11.48	14.25	11.63	15.31	19.00
	Ceftraiaxone	Cefamed-Reb (powder for solution for injection 1g N1)	Reb-Pharma	1.34	1.58	1.82	1.78	2.10	2.43
	Ceftraiaxone	Cefamed-Reb (powder for solution for injection 1g N10)	Reb-Pharma	16.67	16.95	17.24	22.23	22.61	22.98
	Cefepime	Cefepime-Borimed (powder for solution for injection 1g N10)	Borisov Medical Preparations Plant	4.42	6.09	7.76	5.20	7.17	9.14
	Cefepime	Cefepime (powder for solution for injection 1g N1)	Belmedpreparaty	0.75	0.82	0.88	0.89	0.96	1.04
	Cefepime	Cefepime TPH (powder for solution for injection 1g N1)	TriplePharm	3.23	3.23	3.23	4.30	4.30	4.30

## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Antidepressant drugs for treating central nervous system – Selective Serotonin Reuptake Inhibitors

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Fluoxetine	Fluksen (Capsules 20mg N10)	Kievmedpreparat	0.88	1.05	1.21	1.18	1.40	1.62
	Fluvoxamine	Fevarin(100mg coated tablets N15)	Abbott Laboratories	9.93	11.42	12.92	13.24	15.23	17.23
	Fluvoxamine	Fevarin (50mg coated tablets N15)	Abbott Laboratories	6.59	7.92	9.25	8.78	10.56	12.33
	Fluvoxamine	Fluvoxin (100mg coated tablets N30)	Sun Pharmaceutical	16.57	16.57	16.58	22.10	22.10	22.10
	Fluvoxamine	Fluvoxin (50mg coated tablets N30)	Sun Pharmaceutical	9.48	9.63	9.77	12.65	12.84	13.03
	Paroxetine	Paroxetine (20mg coated tablets N30)	Belmedpreparaty	5.36	5.98	6.61	6.30	7.04	7.78
	Paroxetine	Paroxetine (20mg coated tablets N30)	Borisov Medical Preparations Plant	4.70	5.58	6.46	5.53	6.57	7.61
	Paroxetine	Rexetine (20mg coated tablets N30)	Gedeon Richter	5.50	6.78	8.06	7.34	9.04	10.74
Paroxetine	Paxil (20mg coated tablets N30)	GSK Pharmaceutical	5.91	7.21	8.51	7.88	9.61	11.35	
Paroxetine	Arketis (20mg coated tablets N30)	Medochemie Ltd	4.21	6.17	8.14	5.61	8.23	10.86	



## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Lipid regulating drugs for cardio-vascular system – Statins Group

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Atorvastatin	Atorvastatin (20mg coated tablets N30)	Belmedpreparaty	2.41	2.81	3.21	2.83	3.30	3.78
	Atorvastatin	Atorvastatin (10mg coated tablets N30)	Belmedpreparaty	1.68	1.99	2.30	1.98	2.35	2.71
	Atorvastatin	Atorvastatin (20mg coated tablets N30)	Borisov Medical Preparations Plant	2.33	4.41	6.48	2.75	5.18	7.62
	Atorvastatin	Atorvastatin (10mg coated tablets N30)	Borisov Medical Preparations Plant	1.65	2.78	3.90	1.95	3.27	4.59
	Atorvastatin	Atorvastatin (10mg coated tablets N30)	KRKA/Borisov Medical Preparations Plant	1.78	3.13	4.49	2.10	3.69	5.28
	Atorvastatin	Atorvastatin (10mg coated tablets N60)	Borisov Medical Preparations Plant	3.58	5.45	7.32	4.22	6.42	8.62
	Atorvastatin	Atorvastatin (40mg coated tablets N30)	KRKA/Borisov Medical Preparations Plant	6.68	7.59	8.50	7.86	8.93	10.00
	Atorvastatin	Atorvastatin (40mg coated tablets N30)	Borisov Medical Preparations Plant	6.38	7.44	8.49	7.51	8.75	9.99
Atorvastatin	Atorvastatin (20mg coated tablets N60)	Borisov Medical Preparations Plant	4.48	5.61	12.06	5.28	6.60	14.19	
Atorvastatin	Atorvastatin (20mg coated tablets N30)	KRKA/Borisov Medical Preparations Plant	2.66	4.57	6.48	3.13	5.38	7.62	

## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Lipid regulating drugs for cardio-vascular system – Statins Group (continued)

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Atorvastatin	Atorvastatin (20mg coated tablets N60)	KRKA/Borisov Medical Preparations Plant	5.23	8.64	12.06	6.15	10.17	14.19
	Atorvastatin	Atorvastatin (10mg coated tablets N60)	KRKA/Borisov Medical Preparations Plant	3.61	5.41	7.22	4.25	6.37	8.49
	Atorvastatin	Tulip (10mg coated tablets N30)	Sandoz Pharmaceuticals	3.14	3.84	4.54	4.19	5.12	6.05
	Atorvastatin	Tulip (20mg coated tablets N30)	Sandoz Pharmaceuticals	4.94	6.00	7.05	6.59	8.00	9.41
	Atorvastatin	Lipromak-LPh (20mg coated tablets N30)	Lekphram	2.71	3.26	3.82	3.19	3.84	4.49
	Atorvastatin	Lipromak-LPh (10mg coated tablets N30)	Lekphram	1.90	2.31	2.72	2.23	2.72	3.21
	Atorvastatin	Trovan (10mg coated tablets N30)	Pharmacare PLC	4.37	5.31	6.26	5.82	7.09	8.35
	Atorvastatin	Lipromak-LPh (40mg coated tablets N30)	Lekphram	3.83	5.37	6.91	4.50	6.31	8.13
Atorvastatin	Lipromak-LPh (10mg coated tablets N60)	Lekphram	3.34	4.19	5.04	3.93	4.93	5.93	
Atorvastatin	Lipromak-LPh (20mg coated tablets N60)	Lekphram	4.31	5.45	6.59	5.07	6.41	7.75	
Atorvastatin	Liprimar (20mg coated tablets N30)	Pfizer	10.46	11.92	13.39	13.94	15.90	17.85	



## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Lipid regulating drugs for cardio-vascular system – Statins Group (continued)

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Atorvastatin	Lipimar (10mg coated tablets N30)	Pfizer	7.34	8.42	9.50	9.79	11.23	12.67
	Atorvastatin	Synator (10mg coated tablets N60)	Synmedic Laboratories	2.72	3.77	4.82	3.62	5.02	6.43
	Atorvastatin	Synator (40mg coated tablets N30)	Synmedic Laboratories	3.79	4.51	5.23	5.06	6.02	6.98
	Atorvastatin	Synator (20mg coated tablets N60)	Synmedic Laboratories	4.54	5.21	5.89	6.05	6.95	7.86
	Rosuvastatin	Rosuvastatin-LPh (10mg coated tablets N30)	Lekphram	3.46	4.15	4.85	4.08	4.89	5.70
	Rosuvastatin	Rosuvastatin-LPh (20mg coated tablets N30)	Lekphram	4.87	5.93	7.00	5.73	6.98	8.24
	Rosuvastatin	Rosuvastatin-LPh (5mg coated tablets N30)	Lekphram	2.47	2.95	3.44	2.90	3.48	4.05
	Rosuvastatin	Rosuvastatin (20mg coated tablets N30)	Borisov Medical Preparations Plant	2.55	5.65	8.76	3.00	6.65	10.31
Rosuvastatin	Rosuvastatin (10mg coated tablets N30)	Borisov Medical Preparations Plant	3.56	4.50	5.44	4.19	5.30	6.41	
Rosuvastatin	Rosuvastatin PhT (10mg coated tablets N30)	Pharmtechnology	3.33	3.75	4.17	4.44	5.00	5.56	
Rosuvastatin	Rosuvastatin PhT (5mg coated tablets N30)	Pharmtechnology	2.39	2.68	2.97	3.19	3.58	3.96	
Rosuvastatin	Rosuvastatin PhT (20mg coated tablets N30)	Pharmtechnology	4.49	5.06	5.63	5.99	6.75	7.50	

## APPENDIX II COMPETITORS' PRODUCT MARKET PRICES

### Lipid regulating drugs for cardio-vascular system – Statins Group (continued)

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Rosuvastatin	Mertenil (20mg coated tablets N30)	Gedeon Richter	5.28	7.04	8.81	7.04	9.39	11.75
	Rosuvastatin	Mertenil (10mg coated tablets N30)	Gedeon Richter	3.41	4.49	5.57	4.55	5.99	7.43
	Rosuvastatin	Mertenil (5mg coated tablets N30)	Gedeon Richter	2.73	3.41	4.10	3.65	4.55	5.46
	Rosuvastatin	Rosulip (20mg coated tablets N28)	Egis Pharmaceuticals	6.26	7.73	9.20	8.35	10.31	12.27
	Rosuvastatin	Rosulip (10mg coated tablets N28)	Egis Pharmaceuticals	3.75	4.87	5.99	5.00	6.49	7.98
	Rosuvastatin	Rosulip (5mg coated tablets N28)	Egis Pharmaceuticals	2.46	3.43	4.40	3.28	4.57	5.87
	Rosuvastatin	Romazic (5mg coated tablets N30)	Polpharma SA	2.29	2.83	3.36	3.06	3.77	4.48
	Rosuvastatin	Romazic (10mg coated tablets N30)	Polpharma SA	2.93	3.74	4.55	3.90	4.98	6.06
	Rosuvastatin	Romazic (20mg coated tablets N30)	Polpharma SA	4.48	5.57	6.65	5.98	7.42	8.87
	Rosuvastatin	Rosucard (10mg coated tablets N30)	Zentiva	3.56	4.36	5.16	4.75	5.82	6.89
	Rosuvastatin	Rosucard (20mg coated tablets N30)	Zentiva	6.61	7.05	7.48	8.82	9.40	9.98
	Rosuvastatin	Rosutatin (20mg coated tablets N30)	Akadem Pharm	4.55	5.35	6.14	5.36	6.29	7.23
	Rosuvastatin	Rosutatin (10mg coated tablets N30)	Akadem Pharm	3.40	4.13	4.86	4.00	4.86	5.72
	Simvastatin	Simvastrol (20mg coated tablets N28)	Polpharma SA	1.93	2.45	2.98	2.58	3.27	3.97



## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Drugs for Osteoarthritis for musculoskeletal system – COX-1 and COX-2 Inhibitors

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)			
				Min	Max	Avg	Min	Max	Avg	
		Diclofenac	Feloran (gel 1% 60g N1)	Balkanpharma Troyan	2.06	2.42	2.78	2.75	3.22	3.70
		Diclofenac	Diclofenac (eye drops 0.1% 5ml N1)	Belmedpreparaty	0.49	0.67	0.85	0.58	0.79	1.01
		Diclofenac	Diclofenac (eye drops 0.1% 1ml N2)	Belmedpreparaty	0.45	0.50	0.56	0.53	0.59	0.66
		Diclofenac	Diclofenac-Sodium (25mg coated tablets N30)	Belmedpreparaty	0.37	0.53	0.69	0.44	0.63	0.82
		Diclofenac	Diclofenac-Sodium (solution for injection 75mg 3ml N5)	Belmedpreparaty	0.76	0.86	0.97	0.90	1.02	1.14
		Diclofenac	Dicloberl (solution for injection 75mg 3ml N5)	Berlin-Chemie	2.43	2.91	3.39	3.25	3.89	4.53
		Diclofenac	Diclofenac-Sodium (Ointment 1% 30g N1)	Borisov Medical Preparations Plant	0.93	1.10	1.27	1.09	1.29	1.50
		Diclofenac	Diclofenac-Sodium (solution for injection 75mg 3ml N10)	Borisov Medical Preparations Plant	1.36	1.65	1.95	1.60	1.95	2.29
	Diclofenac	Diclofen (gel 3% 25g N1)	Borshchahivskiy CPP	0.90	1.10	1.31	1.20	1.47	1.74	
	Diclofenac	Naklofen (gel 1% 60g N1)	KRKA	2.57	3.02	3.48	3.42	4.03	4.64	
	Diclofenac	Naklofen (solution for injection 75mg 3ml N5)	KRKA	1.99	2.37	2.76	2.65	3.16	3.68	
	Diclofenac	Naklofen (rectal suppositories 50mg N10)	KRKA	1.52	1.91	2.30	2.02	2.54	3.06	
	Diclofenac	Naklofen (50mg coated tablets N20)	KRKA	1.41	1.62	1.83	1.89	2.16	2.44	

## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Drugs for Osteoarthritis for musculoskeletal system – COX-1 and COX-2 Inhibitors (continued)

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Diclofenac	Naklofen (retard coated tablets 100mg N20)	KRKA	2.18	2.59	3.00	2.90	3.45	4.00
	Diclofenac	Naklofen Duo (75mg capsules N20)	KRKA	1.83	2.18	2.54	2.44	2.91	3.39
	Diclofenac	Diclofenac LPh (solution for injection 75mg 3ml N5)	Lekphram	1.72	2.04	2.35	2.03	2.40	2.77
	Diclofenac	Diclofenac-Sodium (rectal suppositories 50mg N10)	Monfarm	0.65	0.89	1.13	0.87	1.19	1.51
	Diclofenac	Diclofenac-MPhF (rectal suppositories 50mg N10)	Moscow Pharmaceutical Factory	0.41	0.47	0.53	0.55	0.62	0.70
	Diclofenac	Diclovit (rectal suppositories 50mg N10)	Nizhpharm	0.67	1.20	1.73	0.89	1.60	2.30
	Diclofenac	Voltaren Emulgel (gel 1% 20g N1)	Novartis Consumer Health	2.82	3.32	3.83	3.77	4.43	5.10
	Diclofenac	Voltaren Emulgel (gel 2% 100g N1)	Novartis Consumer Health	8.09	9.70	11.31	10.78	12.93	15.08
Diclofenac	Voltaren Emulgel (gel 2% 50g N1)	Novartis Consumer Health	6.37	7.70	9.03	8.49	10.26	12.04	
Diclofenac	Voltaren Emulgel (gel 1% 100g N1)	Novartis Consumer Health	6.13	7.23	8.34	8.18	9.65	11.12	
Diclofenac	Voltaren Emulgel (gel 1% 20g N1)	Novartis Pharma	4.33	5.30	6.27	5.77	7.06	8.36	
Diclofenac	Voltaren (solution for injection 75mg 3ml N5)	Novartis Pharma	6.00	7.23	8.46	8.00	9.64	11.28	



## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Drugs for Osteoarthritis for musculoskeletal system – COX-1 and COX-2 Inhibitors (continued)

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Diclofenac	Voltaren (50mg coated tablets N20)	Novartis Pharma	2.84	3.44	4.05	3.78	4.59	5.41
	Diclofenac	Dicopol (retard coated tablets 100mg N20)	Polpharma SA	1.91	2.33	2.75	2.55	3.11	3.67
	Diclofenac	Feloran (solution for injection 75mg 3ml N10)	Sopharma	1.91	2.30	2.69	2.55	3.07	3.59
	Diclofenac	Diclofenac-Akos (solution for injection 75mg 3ml N10)	Pharm-Sintez	0.82	0.82	0.83	1.09	1.10	1.10
	Diclofenac	Rumakar (gel 2% 50g N1)	Pharmacare PLC	2.36	2.78	3.20	3.14	3.70	4.27
	Diclofenac	Rumakar (solution for injection 75mg 3ml N5)	Pharmacare PLC	3.00	4.00	5.00	4.00	5.34	6.67
	Diclofenac	Diclofenac (rectal suppositories 100mg N10)	Farmaprim	1.03	1.27	1.52	1.38	1.70	2.02
	Diclofenac	Diclofenac (rectal suppositories 50mg N6)	Farmaprim	0.75	0.91	1.07	1.00	1.21	1.43
	Diclofenac	Diclofenac (25mg coated tablets N30)	Pharmland	0.48	0.60	0.71	0.65	0.80	0.95
	Diclofenac	Diclofenac (50mg coated tablets N20)	Pharmland	0.66	0.75	0.84	0.88	1.00	1.12
	Diclofenac	Diclofenac Forte (gel 5% 40g N1)	Pharmtechnology	1.51	1.78	2.05	2.01	2.37	2.73
	Diclofenac	Diclofenac (gel 1% 30g N1)	Pharmtechnology	0.91	1.00	1.09	1.21	1.33	1.45
	Diclofenac	Diclofenac (Cream 1% 20g N1)	Hyperion	0.63	0.68	0.73	0.84	0.91	0.98

## APPENDIX II COMPETITORS' PRODUCT MARKET PRICES

### Drugs for Osteoarthritis for musculoskeletal system – COX-1 and COX-2 Inhibitors (continued)

	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
Market Prices	Diclofenac	Dicloran Plus (gel 30g N1)	Unique Pharmaceuticals	1.36	1.66	1.96	1.82	2.22	2.62
	Ibuprofen	Profen Express (powder for solution preparation vnutr. 400mg N10)	AmantisMed	1.88	2.24	2.61	2.50	2.99	3.48
	Ibuprofen	Ibuprofen (ointment 5% 15g N1)	Belmedpreparaty	0.54	0.61	0.68	0.64	0.72	0.81
	Ibuprofen	Ibuprofen (200mg coated tablets N50)	Belmedpreparaty	0.49	0.63	0.77	0.58	0.74	0.90
	Ibuprofen	Ibuprofen (gel (50mg + 3mg) / g 30g N1)	Belmedpreparaty	1.49	1.59	1.70	1.75	1.88	2.00
	Ibuprofen	Ibuprofen (200mg coated tablets N50)	Borisov Medical Preparations Plant	0.45	0.51	0.58	0.53	0.61	0.69
	Ibuprofen	Ibuprofen Max (400mg coated tablets N20)	Borisov Medical Preparations Plant	1.11	1.59	2.07	1.31	1.87	2.43
	Ibuprofen	Ibuprofen Max (400mg coated tablets N10)	Borisov Medical Preparations Plant	0.98	1.08	1.18	1.15	1.27	1.39
	Ibuprofen	Ibufen (suspension for oral administration 2% 100ml N1)	Medana Pharma	1.13	2.08	3.03	1.50	2.77	4.04
	Ibuprofen	Ibufen D (suspension for oral administration 2% 120ml N1)	Medana Pharma	2.49	2.98	3.47	3.32	3.98	4.63
	Ibuprofen	Ibufen Forte (suspension for oral administration 4% 100ml N1)	Medana Pharma	3.02	3.75	4.49	4.03	5.01	5.99
	Ibuprofen	Ibufen Ultra (capsules 200mg N20)	Medana Pharma	1.35	1.66	1.97	1.81	2.21	2.62

## APPENDIX II COMPETITORS' PRODUCT MARKET PRICES

### Drugs for Osteoarthritis for musculoskeletal system – COX-1 and COX-2 Inhibitors (continued)

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)			
				Min	Max	Avg	Min	Max	Avg	
		Ibuprofen	Ibufen Ultra (capsules 200mg N10)	Medana Pharma	0.83	0.96	1.09	1.11	1.28	1.45
		Ibuprofen	Ibufen (gel 10% 50g N1)	Medana Pharma	1.91	2.35	2.78	2.55	3.13	3.71
		Ibuprofen	Suprafen (400mg capsules N20)	Minskintercaps	1.46	1.66	1.86	1.95	2.22	2.49
		Ibuprofen	Ibuprofen (200mg capsules N20)	Minskintercaps	0.75	0.91	1.07	1.00	1.21	1.43
		Ibuprofen	Ibuprofen (200mg capsules N10)	Minskintercaps	0.38	0.49	0.60	0.51	0.66	0.80
		Ibuprofen	Ibuflex (400mg coated tablets N20)	Rubikon	1.51	1.79	2.08	2.02	2.39	2.77
		Ibuprofen	Ibuflex (rectal suppositories 60mg N10)	Rubikon	2.12	2.52	2.92	2.83	3.36	3.89
		Ibuprofen	Ibuflex (400mg coated tablets N10)	Rubikon	0.86	1.02	1.19	1.14	1.36	1.58
	Ibuprofen	Ibuprofen (Cream 5% 30g N1)	Pharmtechnology	1.04	1.17	1.30	1.39	1.56	1.74	
	Ibuprofen	Ibuprofen (oral suspension 100mg / 5ml 100g N1)	Pharmtechnology	1.43	1.85	2.28	1.91	2.47	3.04	
	Ibuprofen	Ibuprofen (oral suspension 200mg / 5ml 100g N1)	Pharmtechnology	2.10	2.48	2.87	2.80	3.31	3.82	
	Ibuprofen	Ibuprofen D (oral suspension 200mg / 5ml 100g N1)	Pharmtechnology	2.44	2.91	3.39	3.25	3.88	4.52	
	Ibuprofen	Ibuprofen (oral suspension 100mg / 5ml 100g N1)	Pharmtechnology	1.69	2.02	2.34	2.25	2.69	3.13	



## APPENDIX II COMPETITORS' PRODUCT MARKET PRICES

### Drugs for Osteoarthritis for musculoskeletal system – COX-1 and COX-2 Inhibitors (continued)

	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
Market Prices	Indomethacin	Indomethacin (25mg coated tablets N30)	Sopharma	0.25	0.31	0.36	0.34	0.41	0.49
	Indomethacin	Indomethacin (ointment 10% 40g N1)	Sopharma	0.53	0.59	0.66	0.70	0.79	0.88
	Indomethacin	Indomethacin (ointment 10% 40g N1)	Borisov Medical Preparations Plant	0.54	0.62	0.71	0.63	0.73	0.83
	Indomethacin	Indomethacin (rectal suppositories 100mg N6)	Farmaprim	0.73	0.81	0.90	0.97	1.09	1.20
	Indomethacin	Indomethacin (gel 5% 30g N1)	Pharmtechnology	0.57	0.71	0.86	0.76	0.95	1.15
	Indomethacin	Indomethacin (rectal suppositories 50mg N6)	Sopharma	0.64	0.71	0.79	0.85	0.95	1.05
	Indomethacin	Indomethacin (rectal suppositories 50mg N10)	Farmaprim	0.77	0.91	1.06	1.03	1.22	1.41
	Meloxicam	Movalis (suspension for injection 15mg 1.5ml N3)	Boehringer Ingelheim	4.97	5.68	6.40	6.62	7.58	8.54
	Meloxicam	Movalis (tablets 15mg N20)	Boehringer Ingelheim	7.71	9.21	10.72	10.28	12.29	14.30
	Meloxicam	Movalis (tablets 7.5mg N20)	Boehringer Ingelheim	4.38	7.20	10.02	5.84	9.60	13.37
	Meloxicam	Meloxicam (tablets 7.5mg N20)	Borisov Medical Preparations Plant	0.99	1.13	1.26	1.17	1.33	1.48
	Meloxicam	Meloxicam (tablets 15mg N20)	Borisov Medical Preparations Plant	1.19	1.40	1.61	1.41	1.65	1.89
	Meloxicam	Meloxicam (suspension for injection 15mg 1.5ml N10)	Borisov Medical Preparations Plant	4.08	4.99	5.91	4.80	5.88	6.95

## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Drugs for Osteoarthritis for musculoskeletal system – COX-1 and COX-2 Inhibitors (continued)

	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
Market Prices	Meloxicam	Meloxicam (suspension for injection 15mg 1.5ml N5)	Borisov Medical Preparations Plant	2.47	2.93	3.39	2.91	3.45	3.99
	Meloxicam	Meloxicam-Maxpharma (tablets 15mg N20)	Intas Pharmaceuticals	3.56	3.85	4.14	4.74	5.13	5.53
	Meloxicam	Meloxicam-Maxpharma (tablets 7,5mg N20)	Intas Pharmaceuticals	1.98	2.28	2.58	2.65	3.05	3.45
	Meloxicam	Meloxicam LPh (suspension for injection 15mg 1.5ml N3)	Lekphram	2.08	3.25	4.42	2.45	3.82	5.20
	Meloxicam	Melox (tablets 15mg N20)	Medochemie Ltd	4.50	5.44	6.39	6.00	7.26	8.52
	Meloxicam	Melbek (suspension for injection 15mg 1.5ml N3)	Nobel İlaç	3.11	3.73	4.36	4.14	4.98	5.81
	Meloxicam	Melbek (tablets 15mg N20)	Nobel İlaç	5.51	6.59	7.66	7.35	8.78	10.22
	Meloxicam	Melbek (tablets 7.5mg N20)	Nobel İlaç	2.51	3.02	3.53	3.35	4.02	4.70
	Meloxicam	Meloxipol (tablets 15mg N20)	Polpharma SA	3.79	4.54	5.28	5.06	6.05	7.04
	Meloxicam	Meloxipol (tablets 7.5mg N20)	Polpharma SA	2.51	3.02	3.53	3.35	4.02	4.70
	Meloxicam	Meloxipol (suspension for injection 15mg 1.5ml N3)	Polpharma SA	3.38	3.80	4.22	4.50	5.07	5.63
	Meloxicam	Loxidol (suspension for injection 15mg 1.5ml N3)	Reb-Pharma	2.55	2.94	3.33	3.41	3.93	4.45
	Meloxicam	Loxidol (suspension for injection 15mg 1.5ml N3)	World Medicine	2.95	3.00	3.05	3.93	4.00	4.06

## APPENDIX II

### COMPETITORS' PRODUCT MARKET PRICES

#### Drugs for Osteoarthritis for musculoskeletal system – COX-1 and COX-2 Inhibitors (continued)

Market Prices	Drug (Generic Name of the product)	Branded generics (Names) available in Russia	Brand/Company	Prices at Distributor Level (USD/unit)			Prices at Retail Level (USD/unit)		
				Min	Max	Avg	Min	Max	Avg
	Meloxicam	Loxidol (15m coated tablets N10)	World Medicine	2.55	4.94	7.32	3.40	6.58	9.76
	Meloxicam	Movasin (tablets 7.5mg N20)	Pharm-Sintez	0.83	0.97	1.12	1.10	1.30	1.49
	Meloxicam	Movasin (tablets 15mg N20)	Pharm-Sintez	1.47	1.52	1.58	1.97	2.03	2.10
	Meloxicam	Revmoxicam (suspension for injection 15mg 1.5ml N5)	Farmak	3.03	3.77	4.51	4.04	5.02	6.01
	Meloxicam	Remelox (rectal suppositories 7.5mg N10)	Farmaprim	2.61	3.37	4.12	3.49	4.49	5.49
	Meloxicam	Remelox (rectal suppositories 15mg N10)	Farmaprim	2.87	3.52	4.18	3.82	4.70	5.57
	Meloxicam	Meloxicam (tablets 15mg N20)	Pharmtechnology	1.06	1.24	1.42	1.42	1.66	1.90
	Meloxicam	Meloxicam (tablets 7.5mg N20)	Pharmtechnology	0.92	1.03	1.14	1.22	1.37	1.53



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