

# PHARMSTANDARD – LEADING RUSSIAN PHARMACEUTICAL COMPANY

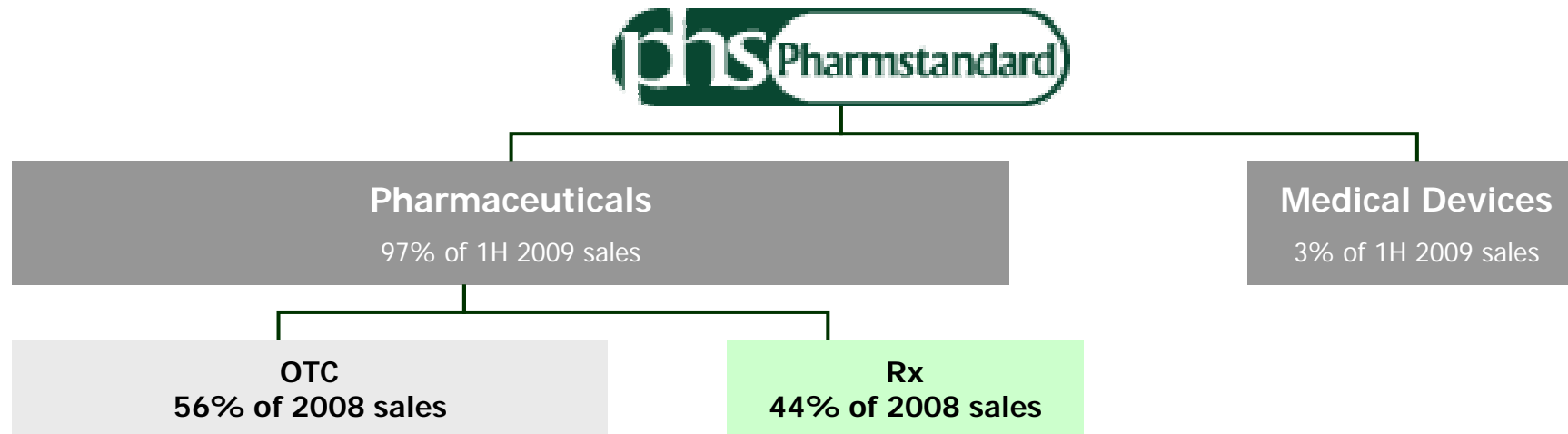
## *1H 2009 Sales Results Presentation*

# 1H 2009 Achievements

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- Pharmstandard increased its participation in FRP programme and supplied Velcade® (bortezomib) for the total amount of RUR2,505 mln (including 10% VAT);
- Pharmstandard signs an agreement with Pharmapark on marketing and exclusive sales of Altevir® (gepatology). Starting from April 2009, sales of Altevir® reached RUR14 mln;
- The efficacy of Arbidol® for prevention and treatment of “swine influenza” (A / H1N1/ «California 04/2009» strain) has been proven by major Russian virology scientific centres;
- In June 2009, Pharmstandard-Ufavita receives a visit from Deputy Minister of Industry and Trade Denis Mansurov;
- Pharmstandard has become a full member of the International Pharmaceutical Excipients Council (IPEC) Europe.
- Pharmstandard and ZAO “Apteki 36.6” signed an agreement on direct collaboration.
- Pharmstandard will join its subsidiaries OJSC “Pharmstandard-Octybr” and CJSC “Masterlek”.

# 1H 2009 Sales Structure



- Therapeutic focus:

- Analgesics
- Cough & cold
- Vitamins
- Anti-viral
- Anti-fungal

- Product portfolio includes:

- Coronary Therapy
- Acid pump inhibitors
- Nitrites & nitrates
- ACE inhibitors
- Alimentary tract metabolism

- Product portfolio includes:

- Sterilisers
- Distillers
- Medical disposables

**33% growth (24% organically<sup>1</sup>)**

**203% growth (52% organically<sup>2</sup>)**

**48% decrease**

**62% revenue growth in 1H 2009**  
**73% pharma growth in 1H 2009**

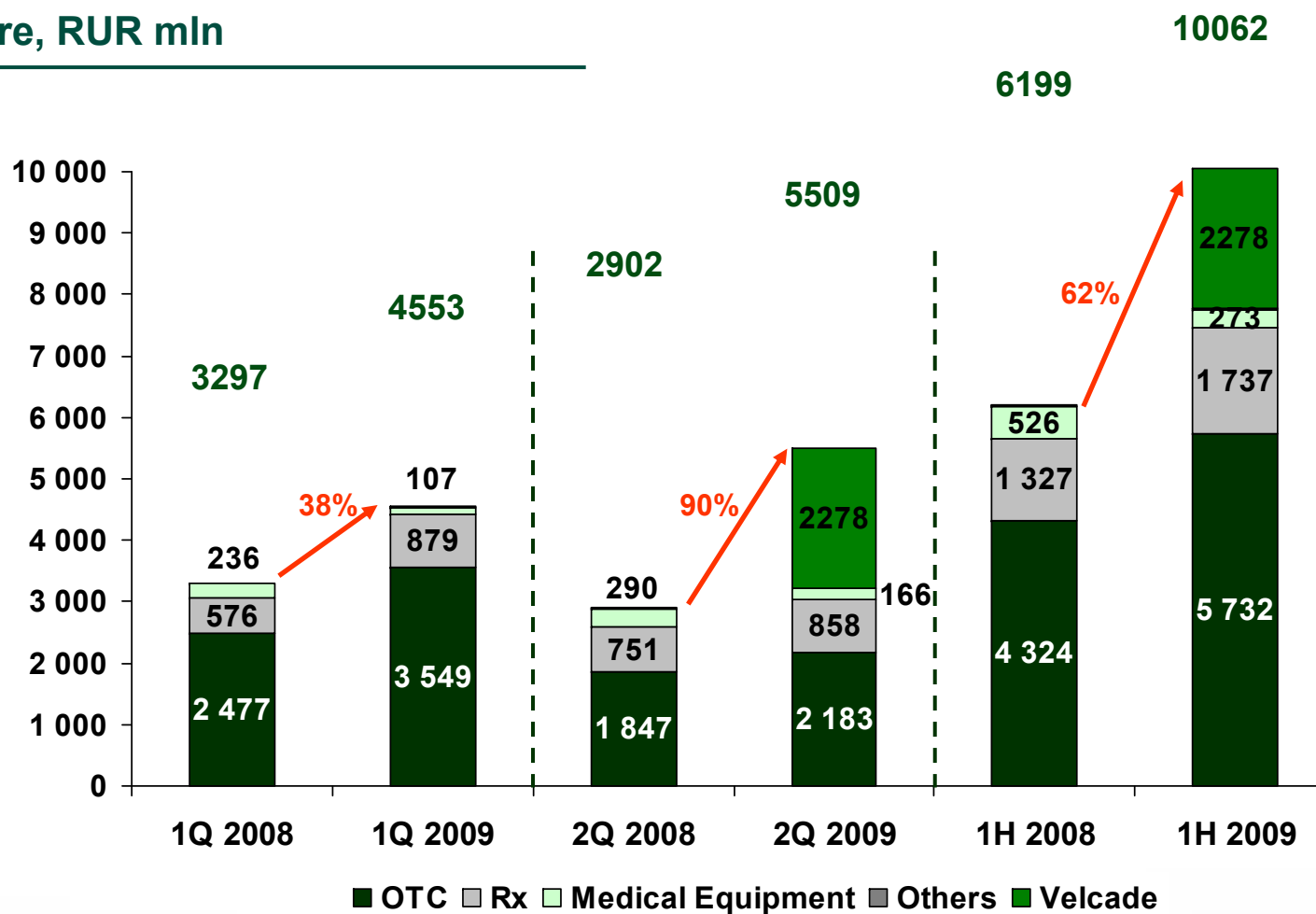
# 1H 2009 & 2Q 2009 Sales Results

1H 2009	2009 (mln RUR)	2008 (mln RUR)	Change (mln RUR)	% 09 to 08
<b>Pharmaceutical products</b>	<b>9 789</b>	<b>5 673</b>	<b>4 116</b>	<b>73%</b>
<i>OTC products</i>	5 732	4 324	1 408	33%
<i>Branded generics</i>	4 836	3 730	1 106	30%
Afobazol	191	0	191	-
IRS-19	107	0	107	-
Imudon	90	0	90	-
<i>Non-branded generics</i>	896	594	302	51%
<i>Prescription products</i>	4 015	1 327	2 688	203%
<i>Branded generics</i>	3 840	1 220	2 620	215%
Mildronat	674	627	46	7%
Velcade	2 278	0	2 278	-
<i>Non-branded generics</i>	174	106	68	64%
<i>Other sales</i>	42	22	20	91%
<b>Medical equipment and disposables</b>	<b>273</b>	<b>526</b>	<b>-253</b>	<b>-48%</b>
<b>Total sales</b>	<b>10 062</b>	<b>6 199</b>	<b>3 863</b>	<b>62%</b>

2Q 2009	2009 (mln RUR)	2008 (mln RUR)	Change (mln RUR)	% 09 to 08
<b>Pharmaceutical products</b>	<b>5 343</b>	<b>2 611</b>	<b>2 732</b>	<b>105%</b>
<i>OTC products</i>	2 183	1 847	337	18%
<i>Branded generics</i>	1 754	1 566	189	12%
Afobazol	70	0	70	-
IRS-19	23	0	23	-
Imudon	90	0	90	-
<i>Non-branded generics</i>	429	281	148	53%
<i>Prescription products</i>	3 136	751	2 386	318%
<i>Branded generics</i>	3 035	695	2 340	337%
Mildronat	275	351	-75	-21%
Velcade	2 278	0	2 278	-
<i>Non-branded generics</i>	101	56	45	81%
<i>Other sales</i>	24	14	10	68%
<b>Medical equipment and disposables</b>	<b>166</b>	<b>290</b>	<b>-125</b>	<b>-43%</b>
<b>Total sales</b>	<b>5 509</b>	<b>2 902</b>	<b>2 607</b>	<b>90%</b>

# Revenue Analysis

## Sales structure, RUR mln



2Q2009 OTC segment growth rate stipulated by seasonality

# Best Selling Brands 1H 2009

№	BRAND	1H 2009			1H 2008			Volume 09/08		Sales 09/08	
		Volume (mln packs)	Sales (mln RUR)	% of total sales	Volume (mln packs)	Sales (mln RUR)	% of total sales	Change	%	Change	%
1	Velcade	0,040	2 278	23%	0,000	0	-	0,040	-	2 278	-
2	Arbidol	12,329	1 475	15%	9,962	1 021	18%	2,368	24%	454	44%
3	Pentalgin	18,306	945	10%	14,051	690	12%	4,255	30%	255	37%
4	Mildronate	3,087	674	7%	3,089	627	11%	-0,002	0%	46	7%
5	Complivit	7,164	487	5%	5,426	342	6%	1,738	32%	144	42%
6	Codelac	3,392	339	3%	2,762	157	3%	0,630	23%	183	116%
7	Phosphogliv	0,934	326	3%	0,727	238	4%	0,206	28%	88	37%
8	Flukostat	2,700	316	3%	2,343	272	5%	0,357	15%	44	16%
9	Terpincod	2,151	302	3%	9,083	799	14%	-6,932	-76%	-497	-62%
10	Afobazol	1,297	191	2%	0,000	0	0%	1,297	-	191	-
<b>Other brands</b>		<b>282,024</b>	<b>2 413</b>	<b>25%</b>	<b>236,855</b>	<b>1 504</b>	<b>27%</b>	<b>45,169</b>	<b>19%</b>	<b>909</b>	<b>60%</b>
<b>TOTAL SALES</b>		<b>333,424</b>	<b>9 747</b>	<b>100%</b>	<b>284,297</b>	<b>5 651</b>	<b>100%</b>	<b>49,127</b>	<b>17%</b>	<b>4 095</b>	<b>72%</b>

**Pharmstandard demonstrated total growth (excluding Velcade) of 32%, including 17% volume growth.**

# Top 10 OTC Brands 1H 2009

№	BRAND	1H 2009			1H 2008			Volume 09/08		Sales 09/08	
		Volume (mln packs)	Sales (mln RUR)	% of total sales	Volume (mln packs)	Sales (mln RUR)	% of total sales	Change	%	Change	%
1	Arbidol	12,329	1 475	26%	9,962	1 021	24%	2,368	24%	454	44%
2	Pentalgin	18,306	945	16%	14,051	690	16%	4,255	30%	255	37%
3	Complivit	7,164	487	8%	5,426	342	8%	1,738	32%	144	42%
4	Codelac	3,392	339	6%	2,762	157	4%	0,630	23%	183	116%
5	Flukostat	2,663	310	5%	2,316	268	6%	0,347	15%	42	16%
6	Terpincod	2,151	302	5%	9,083	799	18%	-6,932	-76%	-497	-62%
7	Afobazol	1,297	191	3%	0,000	0	0%	1,297	-	191	-
8	Amixin	0,399	175	3%	0,293	127	3%	0,106	36%	48	38%
9	Corvalol	26,431	126	2%	22,260	93	2%	4,171	19%	33	36%
10	IRS-19	0,439	107	2%	0,000	0	0%	0,439	-	107	-
<b>Other brands</b>		<b>236,675</b>	<b>1 274</b>	<b>22%</b>	<b>201,027</b>	<b>827</b>	<b>19%</b>	<b>35,648</b>	<b>18%</b>	<b>447</b>	<b>54%</b>
<b>TOTAL SALES</b>		<b>311,247</b>	<b>5 732</b>	<b>100%</b>	<b>267,179</b>	<b>4 324</b>	<b>100%</b>	<b>44,068</b>	<b>16%</b>	<b>1 408</b>	<b>33%</b>

# Top 10 Rx Brands 1H 2009

№	BRAND	1H 2009			1H 2008			Volume 09/08		Sales 09/08	
		Volume (mln packs)	Sales (mln RUR)	% of total sales	Volume (mln packs)	Sales (mln RUR)	% of total sales	Change	%	Change	%
1	Velcade	0,040	2 278	23%	0,000	0	-	0,040	-	2 278	-
2	Mildronate	3,087	674	17%	3,089	627	47%	-0,002	0%	46	7%
3	Phosphogliv	0,934	326	8%	0,727	238	18%	0,206	28%	88	37%
4	Biosulin	0,180	91	2%	0,168	71	5%	0,011	7%	20	29%
5	Combilipen	0,744	74	2%	0,074	6	0%	0,671	910%	69	1195%
6	Reduxin	0,066	68	2%	0,032	25	2%	0,033	103%	43	174%
7	Pikamilon	2,118	57	1%	1,305	23	2%	0,813	62%	34	146%
8	Cyclodol	1,249	51	1%	0,982	33	3%	0,267	27%	18	54%
9	Azitrox	0,254	41	1%	0,150	22	2%	0,105	70%	19	86%
10	Renipril	0,944	35	1%	0,880	31	2%	0,064	7%	5	16%
<b>Other brands</b>		<b>12,562</b>	<b>319</b>	<b>8%</b>	<b>9,711</b>	<b>251</b>	<b>19%</b>	<b>2,851</b>	<b>29%</b>	<b>68</b>	<b>27%</b>
<b>TOTAL SALES</b>		<b>22,177</b>	<b>4 015</b>	<b>100%</b>	<b>17,118</b>	<b>1 327</b>	<b>100%</b>	<b>5,059</b>	<b>30%</b>	<b>2 688</b>	<b>203%</b>

**Pharmstandard demonstrated total Rx growth (excluding Velcade) of 31%, including 30% volume growth.**



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