

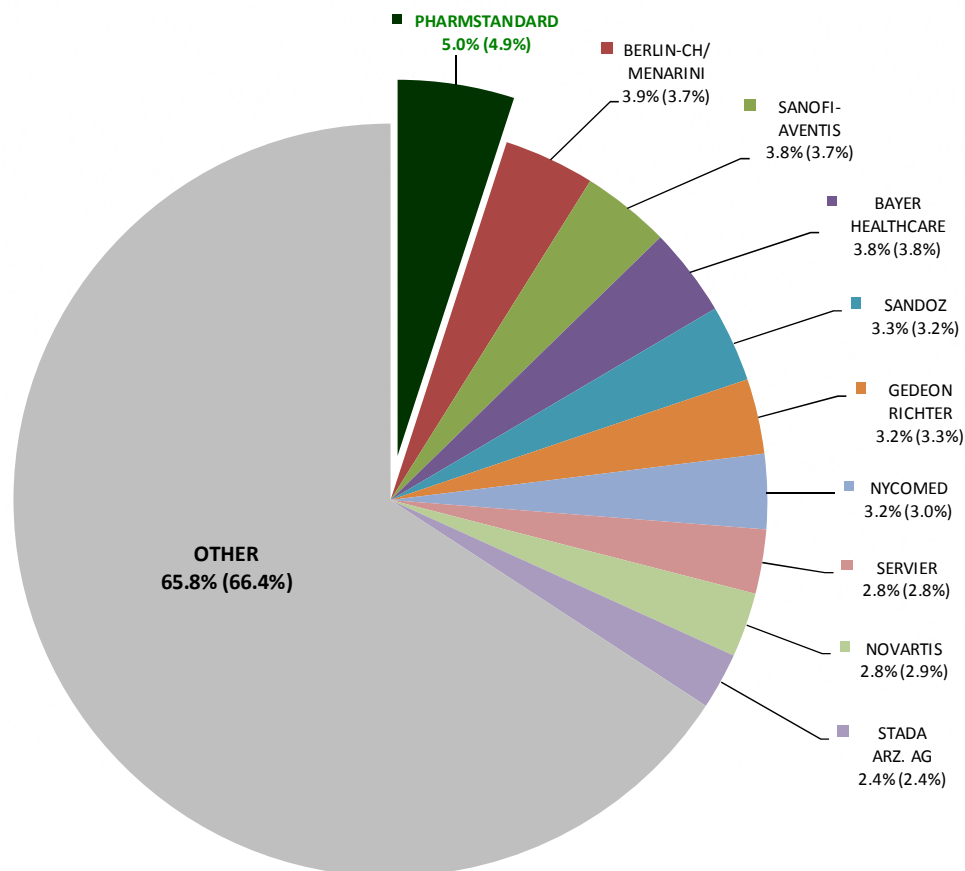
PHARMSTANDARD – LEADING **RUSSIAN** PHARMACEUTICAL COMPANY

Sales Results Presentation
9month 2010



A Leader in the Russian Retail Segment

Market Share 9m2010– Retail Segment

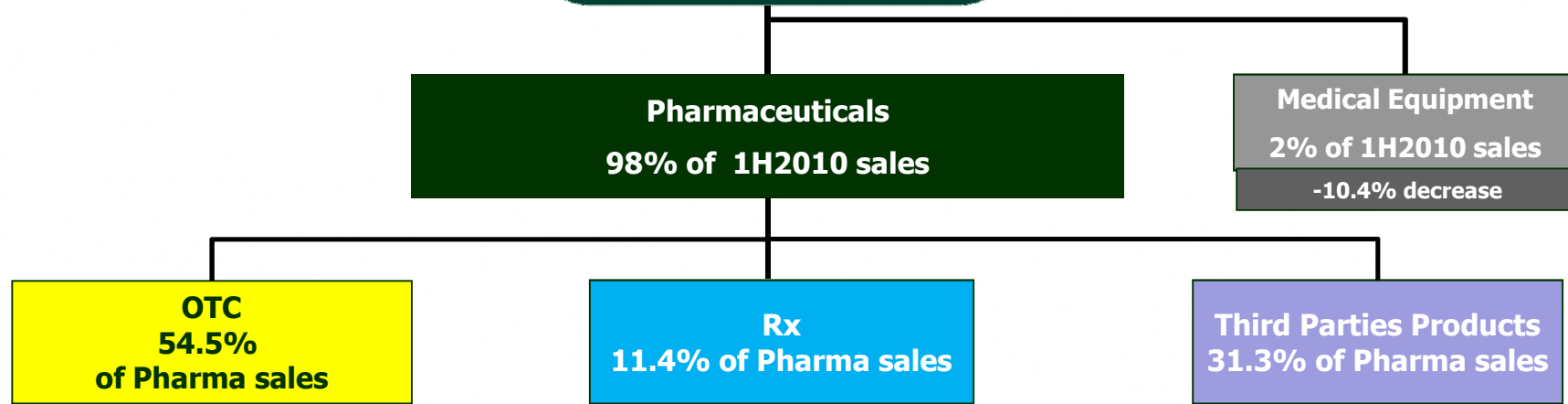


For 9 months 2010 volume of retail segment totaled 296 billion rubles (retail prices) with a gain of 11% compared to last year (266 billion rubles).

Retail sales grew 14% in rubles, which led to an increase in share from 4,9% to 5,0%.

Driving factor - the consumption.

9month 2010 Sales Structure



▪ **Therapeutic focus:**

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

23.1% growth

▪ **Product portfolio includes:**

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

48.3% growth

▪ **Product portfolio includes:**

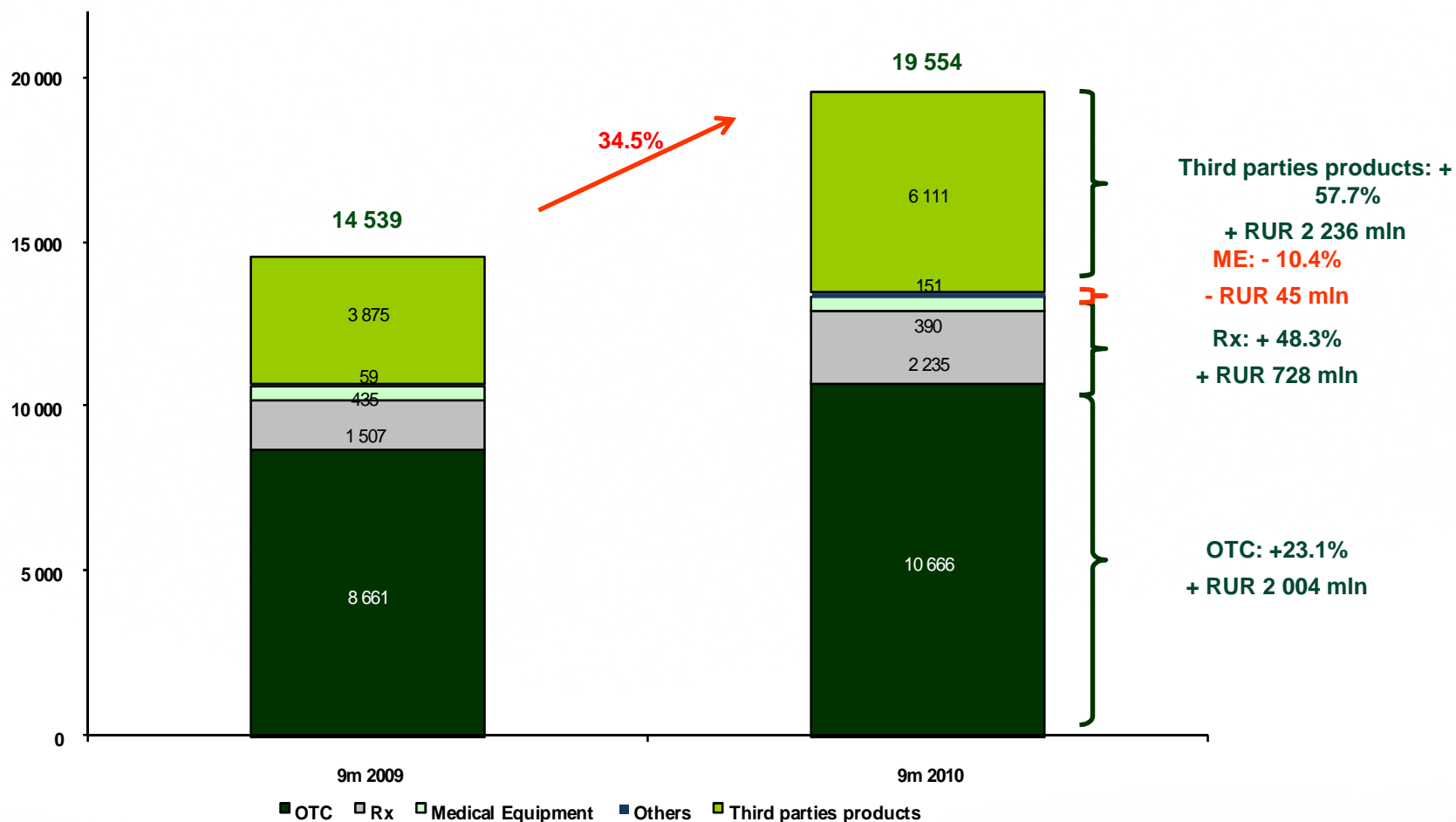
- Velcade
- Mildronate
- IRS-19 & Imudon
- Others

57.7% growth

Pharmaceutical products (including TPP *) grew by 35.9% or RUR 5,060 million; RUR 19,164 million
Organic growth (without TPP*) equaled 27.6% or RUR 2,824 million; amounting to RUR 13,052 million

Revenue Analysis 9m 2010

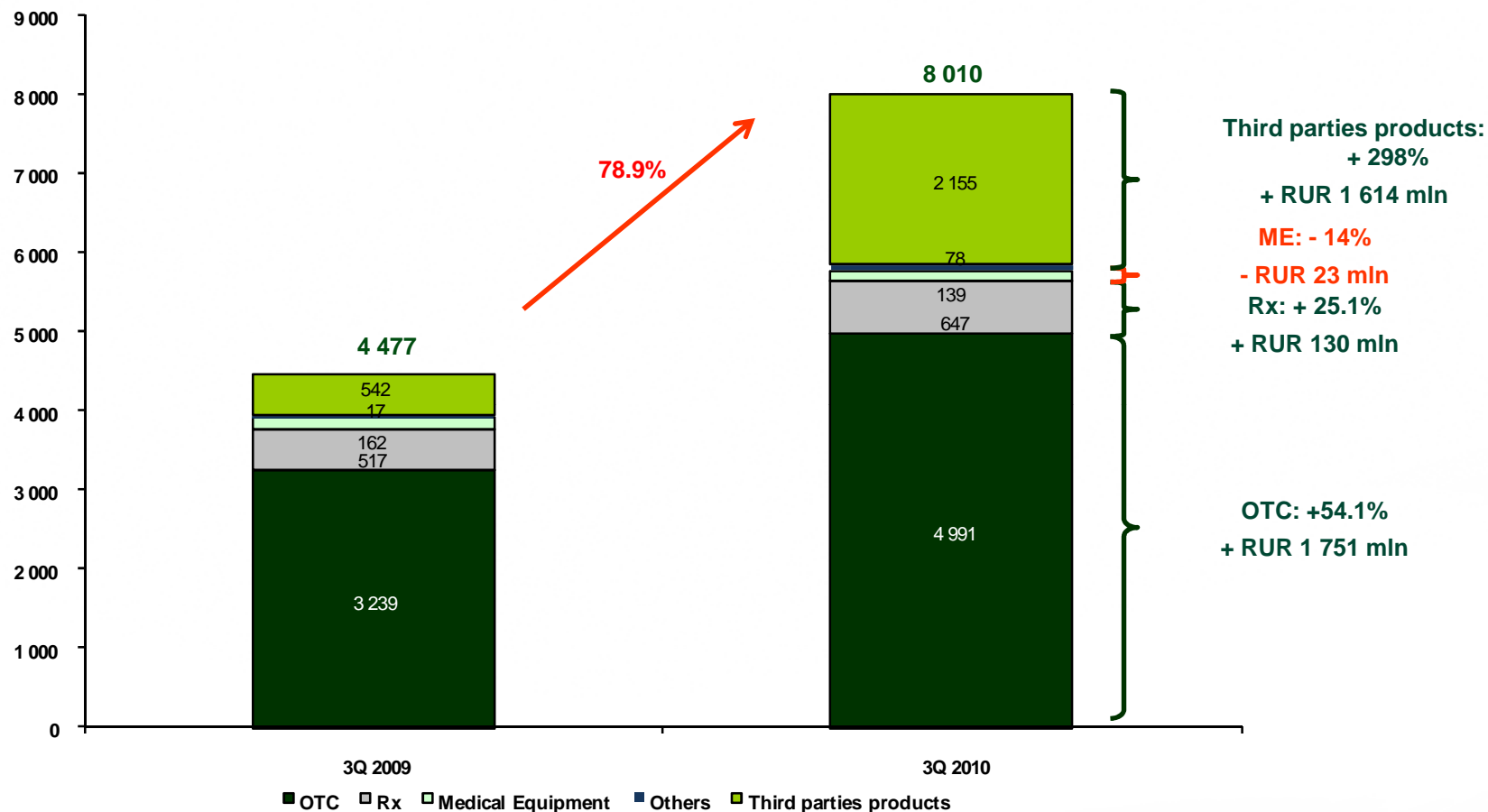
Sales structure, mln RUR



Total sales grew by 34.5%
Third Parties Products 31.3% of Total Sales (2009:26.7%)

Revenue Analysis 3Q 2010

Sales structure, mln RUR



Total sales grew by 78.9%

Third Parties Products - 26.9% of Total Sales (2009: 12.1%)

Best Selling Brands 9month2010 (excluding 3rd parties products)

№	BRAND	9m 2010			9m 2009			Volume 10/09		Sales 10/09	
		Volume (mln packs)	Sales (mln RUR)	% of total sales	Volume (mln packs)	Sales (mln RUR)	% of total sales	Change	%	Change	%
1	Arbidol	30.318	3 843	29.8%	21.805	2 570	25.3%	8.513	39.0%	1 273	49.5%
2	Pentalgin	26.492	1 374	10.7%	27.194	1 405	13.8%	-0.702	-2.6%	-30	-2.2%
3	Complivit	8.803	735	5.7%	9.273	641	6.3%	-0.469	-5.1%	94	14.6%
4	Terpincod	5.279	732	5.7%	4.270	591	5.8%	1.009	23.6%	141	23.8%
5	Codelac	5.784	485	3.8%	5.330	503	4.9%	0.454	8.5%	-18	-3.5%
6	Phosphogliv	1.412	469	3.6%	1.242	432	4.3%	0.170	13.7%	37	8.5%
7	Flucostat	3.899	451	3.5%	3.963	468	4.6%	-0.064	-1.6%	-17	-3.6%
8	Amixin	1.036	425	3.3%	0.682	293	2.9%	0.353	51.8%	132	45.1%
9	Afobazol	2.313	344	2.7%	2.229	324	3.2%	0.084	3.8%	20	6.3%
10	Rastan	0.235	315	2.4%	0.098	92	0.9%	0.137	139.4%	223	240.9%
TOP 10 total		85.571	9 175	71.1%	76.085	7 319	72.0%	9.486	12.5%	1 855	25.3%
Other brands		402.996	3 726	28.9%	426.056	2 849	28.0%	-23.060	-5.4%	877	30.8%
TOTAL SALES		488.568	12 901	100.0%	502.141	10 169	100.0%	-13.573	-2.7%	2 732	26.9%

VEP List product sales equaled RUR 10,955 million, having increased by RUR 4,460 million or by 68.7% s.

These sales contributed 56.0% to the Company's total sales for the period.

Top 10 OTC Brands 9month 2010 (excluding 3rd parties products)

№	BRAND	9m 2010			9m 2009			Volume 10/09		Sales 10/09	
		Volume (mIn packs)	Sales (mIn RUR)	% of total sales	Volume (mIn packs)	Sales (mIn RUR)	% of total sales	Change	%	Change	%
1	Arbidol	30.318	3 843	36.0%	21.805	2 570	29.7%	8.513	39.0%	1 273	49.5%
2	Pentalgin	26.492	1 374	12.9%	27.194	1 405	16.2%	-0.702	-2.6%	-30	-2.2%
3	Complivit	8.803	735	6.9%	9.273	641	7.4%	-0.469	-5.1%	94	14.6%
4	Terpincod	5.279	732	6.9%	4.270	591	6.8%	1.009	23.6%	141	23.8%
5	Codelac	5.784	485	4.5%	5.330	503	5.8%	0.454	8.5%	-18	-3.5%
6	Flucostat	3.899	451	4.2%	3.909	459	5.3%	-0.011	-0.3%	-8	-1.8%
7	Amixin	0.900	383	3.6%	0.623	274	3.2%	0.277	44.5%	108	39.5%
8	Afobazol	2.313	344	3.2%	2.229	324	3.7%	0.084	3.8%	20	6.3%
9	Activated charcoal	54.878	188	1.8%	43.930	134	1.5%	10.948	24.9%	54	40.3%
10	Inhalyptum	5.805	173	1.6%	5.710	154	1.8%	0.095	1.7%	19	12.6%
TOP 10 total		144.473	8 709	81.7%	124.273	7 055	81.5%	20.200	16.3%	1 654	23.4%
Other brands		305.808	1 957	18.3%	348.298	1 606	18.5%	-42.490	-12.2%	351	21.8%
TOTAL SALES		450.280	10 666	100.0%	472.571	8 661	100.0%	-22.290	-4.7%	2 004	23.1%

OTC sales revenue reached **RUR 10,666**, representing an increase of **RUR 2,004 million** or **23.1%** on the same period of 2009.

Top 10 Rx Brands 9month 2010 (excluding 3rd parties products)

№	BRAND	9m 2010			9m 2009			Volume 10/09		Sales 10/09	
		Volume (m ln packs)	Sales (m ln RUR)	% of total sales	Volume (m ln packs)	Sales (m ln RUR)	% of total sales	Change	%	Change	%
1	Phosphogliv	1.412	469	21.0%	1.242	432	28.7%	0.170	13.7%	37	8.5%
2	Rastan	0.235	315	14.1%	0.098	92	6.1%	0.137	139.4%	223	240.9%
3	Biosulin	0.481	233	10.4%	0.319	150	9.9%	0.162	50.8%	83	55.7%
4	Copmbilipen	1.842	177	7.9%	1.118	116	7.7%	0.724	64.7%	61	52.7%
5	Cocarboxylase	2.979	142	6.4%	1.488	45	3.0%	1.491	100.2%	97	217.8%
6	Picamilonum	2.527	98	4.4%	2.993	83	5.5%	-0.467	-15.6%	14	17.2%
7	Cyclodol	1.952	86	3.8%	1.880	78	5.2%	0.072	3.8%	8	9.7%
8	Sulfocamphocainum	1.791	71	3.2%	1.282	43	2.8%	0.509	39.7%	28	65.2%
9	Octolipen	0.338	64	2.8%	0.072	13	0.9%	0.266	370.1%	51	394.0%
10	Azitrox	0.393	62	2.8%	0.373	61	4.0%	0.021	5.6%	2	2.5%
TOP 10 total		13.949	1 716	76.8%	10.865	1 113	73.8%	3.084	28.4%	603	54.2%
Other brands		24.338	519	23.2%	18.705	394	26.2%	5.633	30.1%	124	31.6%
TOTAL SALES		38.287	2 235	100.0%	29.570	1 507	100.0%	8.717	29.5%	728	48.3%

RX product sales reached RUR 2,235 million.

This was an increase of RUR 728 million or 48.3% on the RUR 1,507 million recorded at the same period in 2009.

Third Parties Products 9month 2010

Sales 9m 2010	9m 2010 (RUR mln)	% of total sales	9m 2009(RUR mln)	% of total sales	Growth in 9m 2010/9m 2009 (RUR mln)	Growth in 9m 2010/9m 2009 (%)
Third parties products	6,111.4	31.3%	3,875.2	26.7%	2,236.3	57.7%
Velcade®	1,649.6	8.4%	2,278.1	15.7%	-628.5	-27.6%
Coagil VII	1,112.0	5.7%	0.0	0.0%	1,112.0	-
Prezista®	942.5	4.8%	0.0	0.0%	942.5	-
Midronate®	779.4	4.0%	804.6	5.5%	-25.2	-3.1%
Pulmozym®	610.2	3.1%	0.0	0.0%	610.2	-
IRS®-19, Imudon®	297.2	1.5%	480.5	3.3%	-183.3	-38.2%
Other Third parties products	720.5	3.7%	312.0	2.1%	408.5	131.0%

Third Parties Products sales increased by 57.7% or by RUR 2,236 million, reaching RUR 6,111 million.

Within the framework of the biotechnology project “GENERIUM”:

Main objectives : Research & Development center

- biopharmaceutical products research and development
- collaboration with leading local scientific academic centers
- scientists with big pharma experience
- organization of local / international scientific board member

Project idea: To build the modern R&D center :

- **Territory** – 70 hectares in central region (Pokrov, 80 km from Moscow)
- **Buildings and production facilities** – 4500 sq. m.
- **Employees** – 150 scientists with experience in R&D in biotechnology, chemistry, pharmacology and other scientific areas
- **Residential area** – more than 10 000 sq. m. with all necessary infrastructure for 600 people.
- **Total Investment planned** – 990 mln RUR
- **PHS investments by September 2010** – RUR 630 million, of which RUR 150 million contributed to the equity capital of NauchTekhStroy Plus Ltd.
- **Project completion** – end of 2010



Within the framework of the biotechnology project “GENERIUM”:

- Pharmstandard met all conditions of the Coagil VII (MNN Eptacog Alpha) delivery contract to the amount of RUR 1,112 million (excluding VAT) under the 7 nosologies program.
- The product Diaskintest® for 2010 for the total amount of 133mln RUR (excluding VAT) will be delivered until the end of 2010.



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