

OTC Pharm 9M/Q3 sales results

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OTC Pharm Spin-off Timeline

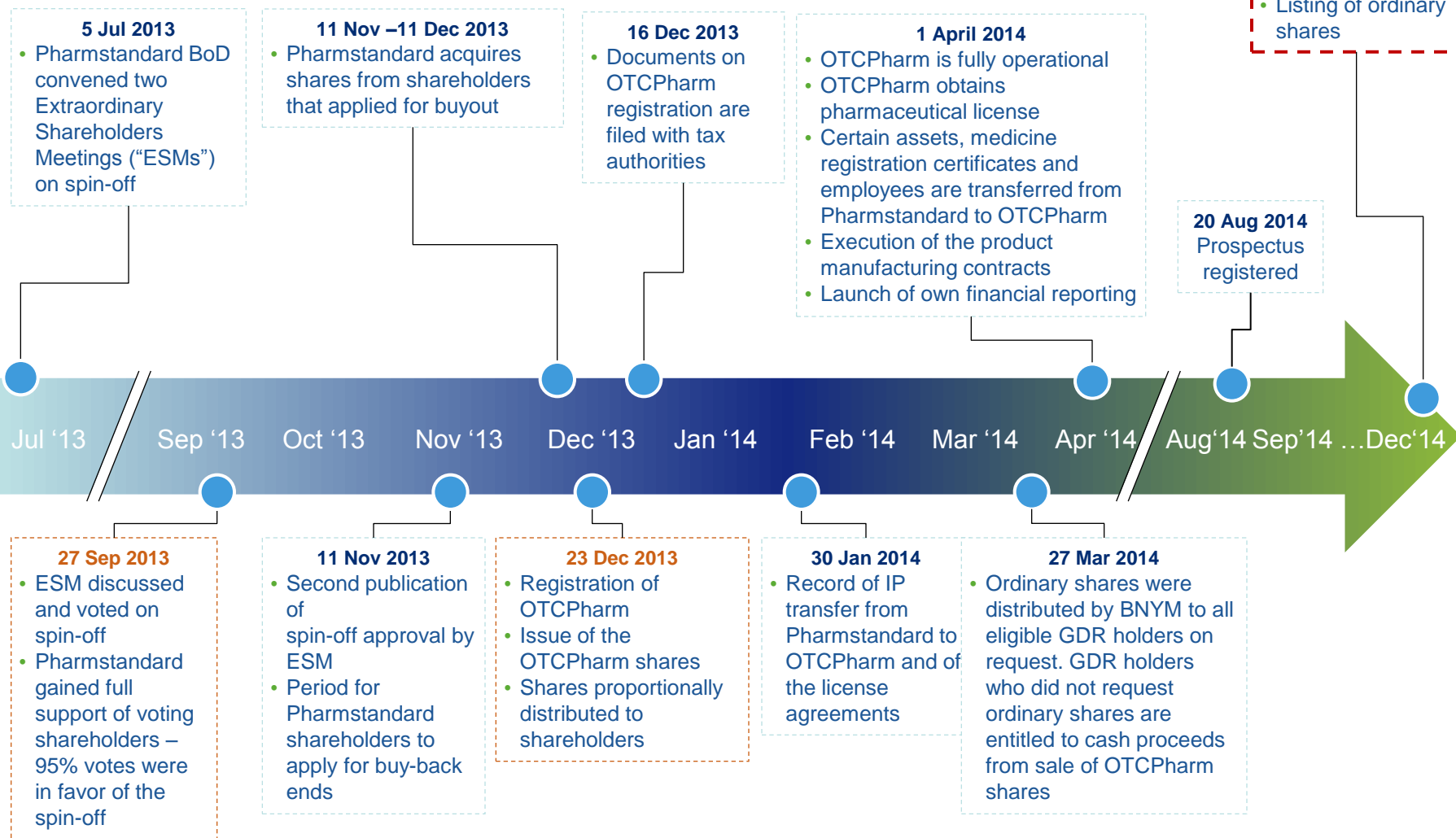
OTC Pharm spin-off has been completed in December 2013. Starting with April 2014 OTC Pharm has become fully operational and started preparation of its own financial reporting.

Completed Steps

Next Steps

December 2014

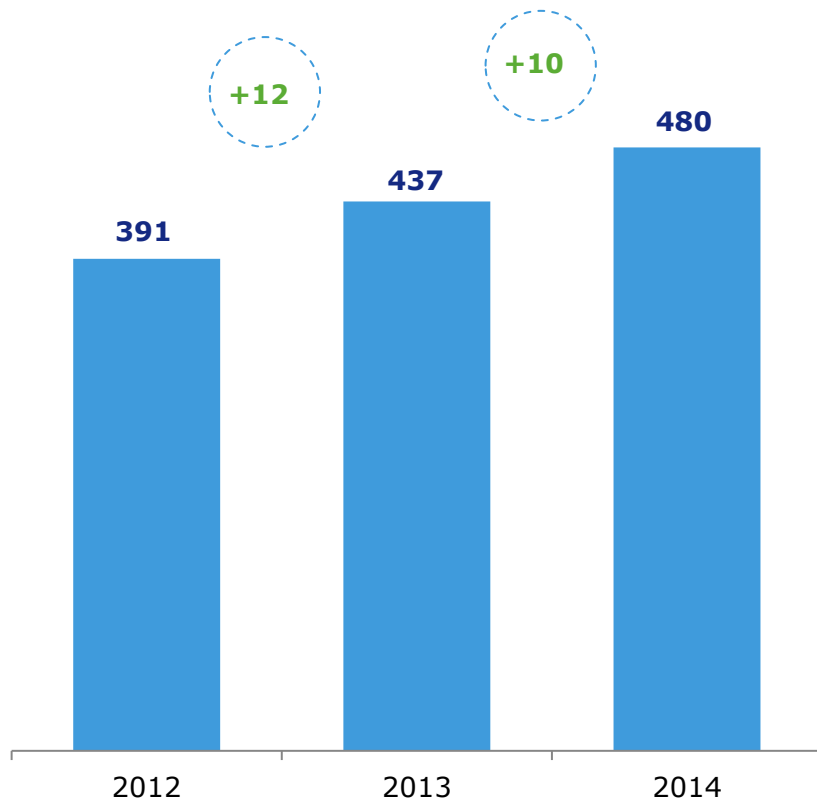
- Listing of ordinary shares



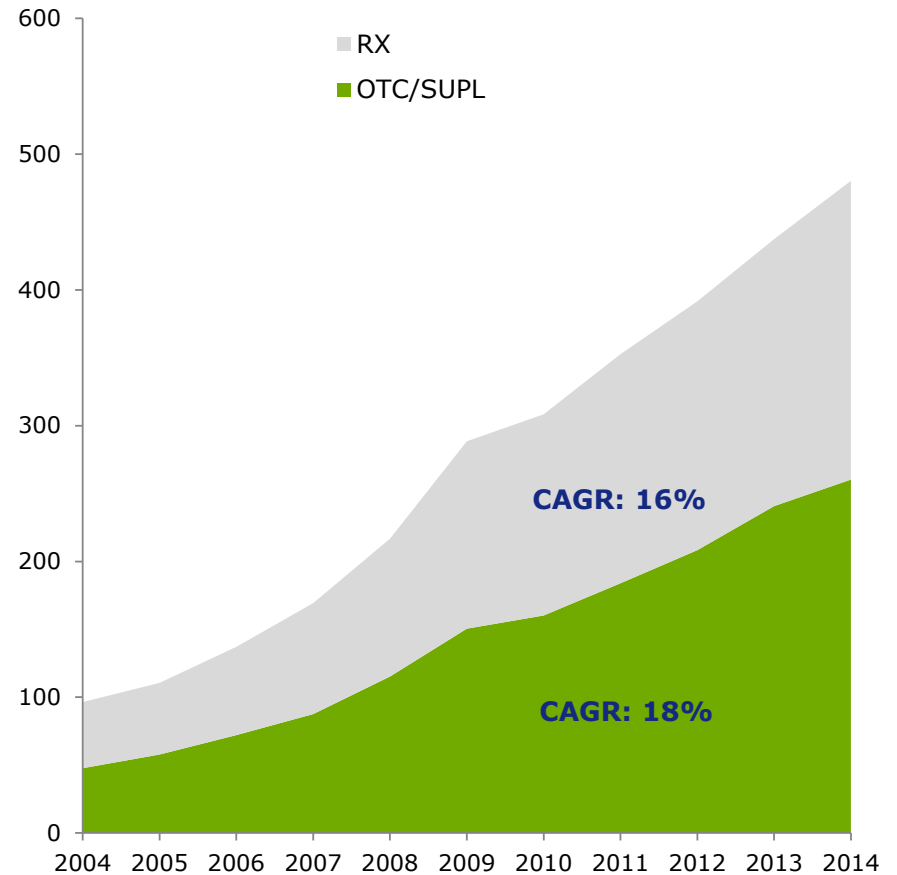
Russia Pharma Market Update

In 9M2014 Russian retail market demonstrated 10% growth and reached RUR480bn

Retail market, total, (RURbn, 9M2014)



Retail market segments dynamics (RURbn, 9m2014)



Russia Pharma Market Update (Cont'd)

All largest market categories demonstrate a slight decrease by value y-o-y in 9M2014.

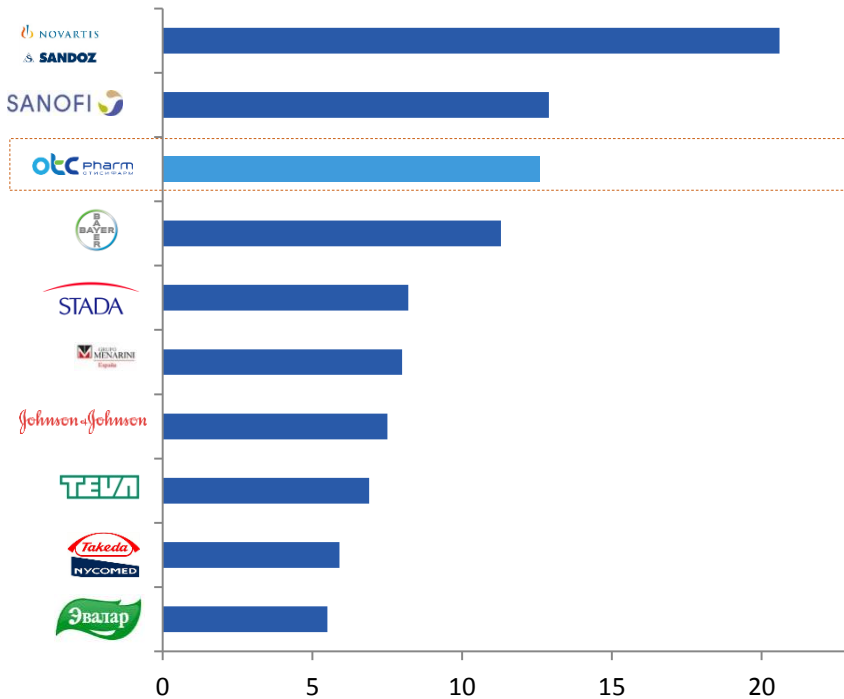
Key categories dynamics(9M2014, RUBbn)

	9M2012	9M2013	9M2014	13/12	14/13
ANTIVIRALS FOR SYSTEMIC USE	8.1	9.1	9.0	13%	-1%
COLD PREPARATIONS WITHOUT ANTI-INFECTIVES	4.0	5.3	5.1	32%	-4%
EXPECTORANTS	9.4	11.7	11.1	24%	-5%
ANTITUSSIVES	7.9	9.6	9.3	22%	-4%
VITAMINS	2.0	1.9	1.9	-3%	-1%

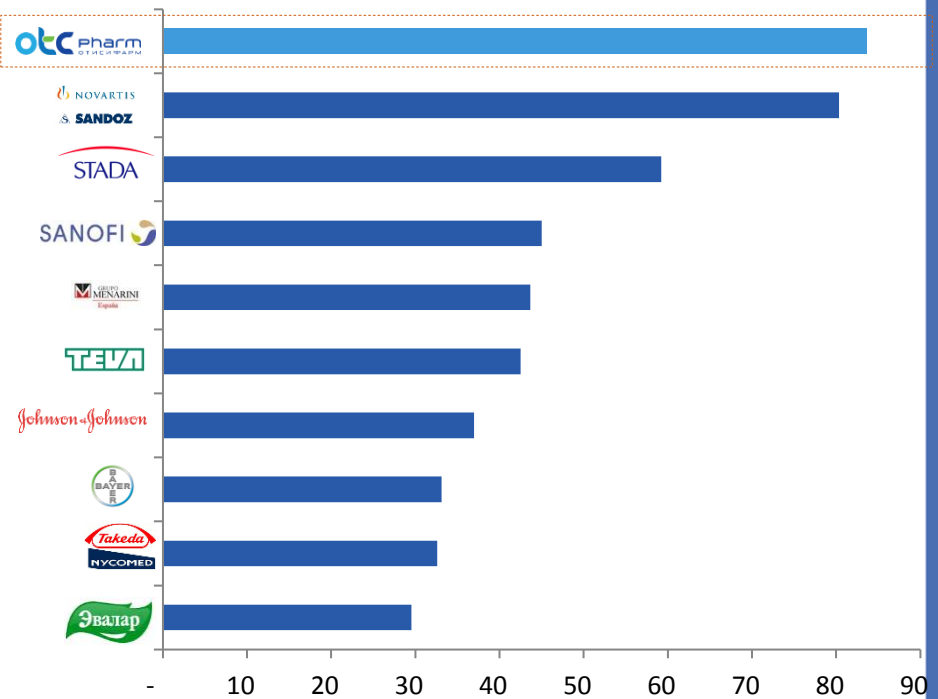
Russia Pharma Market Update

OTCPharm is a #1 company on a Russian OTC market by volume and a #3 company by revenue after Novartis/Sandoz and Sanofi

OTCPharm Leadership Position on Russian OTC Market (RURbn, 9m2014)



OTCPharm Leadership Position on Russian OTC Market (m/packs, 9m2014)



TOP-15 best selling organic brands

9M2014

9M2014

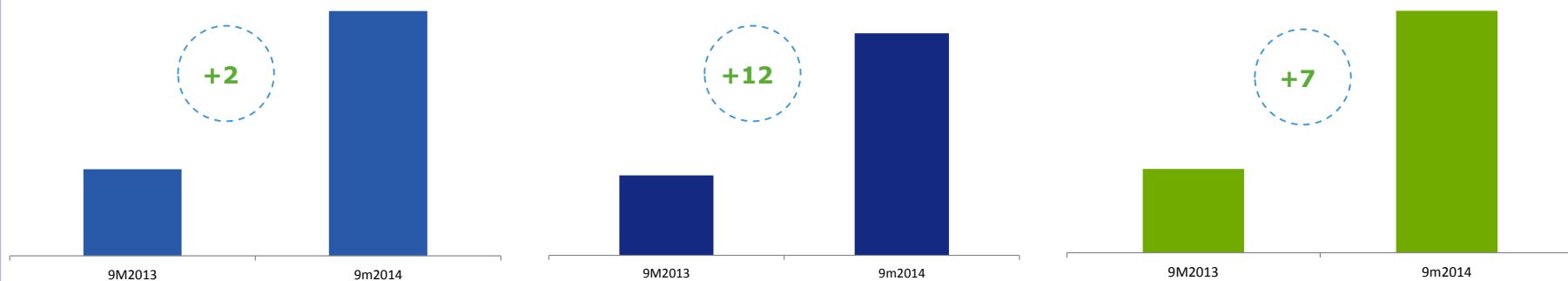
9M2013

Brand	9M2014			9M2013			Change	
	Volume (mln packs)	Sales (RURm)	% of total sales	Volume (mln packs)	Sales (RURm)	% of total sales	(mln RUR)	%
Arbidol®	10,84	2 271,8	19%	15,13	3 037,4	28%	-765,6	-25%
Pentalgin®	24,34	2 045,5	17%	20,84	1 617,4	15%	428,0	26%
Amixin®	2,06	1 018,5	9%	1,98	922,0	9%	96,5	10%
Aphobasolum®	4,86	993,5	8%	4,51	818,5	8%	175,0	21%
Complivit®	9,13	991,5	8%	10,92	1 087,9	10%	-96,4	-9%
Flucostat®	4,38	655,4	5%	5,01	638,3	6%	17,1	3%
Acipol®	2,58	505,4	4%	2,39	409,6	4%	95,7	23%
Codelac®	4,82	435,8	4%	5,27	430,0	4%	5,8	1%
Rinostop®	11,83	246,5	2%	8,88	132,2	1%	114,3	86%
Magnelis®	1,14	244,5	2%	1,09	209,4	2%	35,1	17%
Next®	1,74	159,3	1%	1,47	122,3	1%	37,1	30%
Ascophenum-P®	15,51	132,0	1%	16,04	109,8	1%	22,2	20%
Termicon®	0,75	130,8	1%	0,95	152,2	1%	-21,4	-14%
Selmevit®	0,83	114,8	1%	0,95	102,9	1%	11,9	12%
Maxycold®	1,04	109,1	1%	0,77	76,1	1%	33,0	43%
Top 15 total	95,85	10 054,4	83%	96,2	9 866,0	92%	188,3	2%
Other organic brands	10,33	370,4	12%	11,41	316,7	3%	53,7	17%
Total organic sales	106,18	10 424,8	95%	107,61	10 182,7	87%	242,1	2%
Total sales	120,57	11 952,0	100%	112,35	10 703,2	100%	1 248,8	12%

Organic sales, RUR

Total sales, RUR

Total sales, packs



TOP-15 best selling organic brands

Q3 2014

Q3 2014

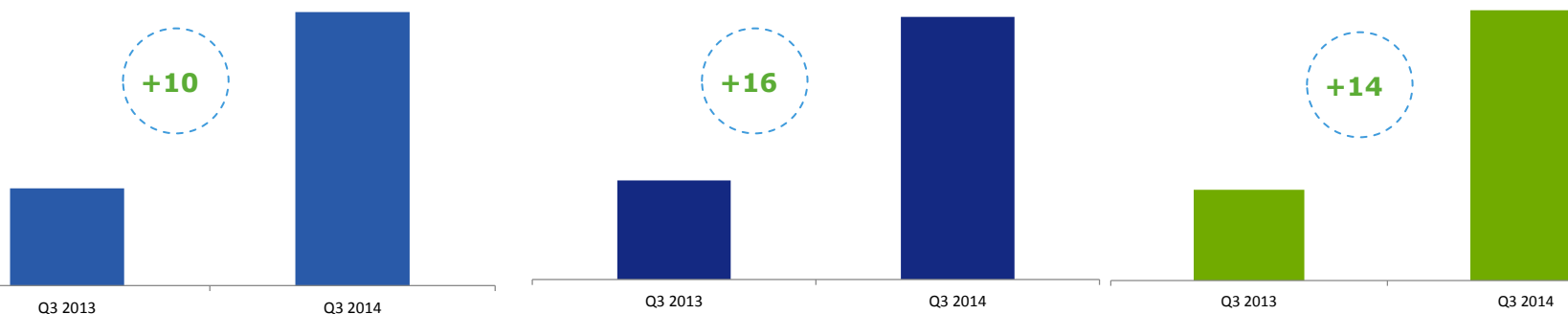
Q3 2013

Brand	Q3 2014			Q3 2013			Change	
	Volume (mln packs)	Sales (RURm)	% of total sales	Volume (mln packs)	Sales (RURm)	% of total sales	(mln RUR)	%
Arbidol®	8,09	1 734,5	31%	9,64	1 902,4	39%	-167,9	-9%
Pentalgin®	9,78	808,9	14%	7,64	581,1	12%	227,8	39%
Amixin®	1,18	612,2	11%	0,95	448,4	9%	163,9	37%
Aphobazolum®	1,97	411,8	7%	1,93	349,5	7%	62,3	18%
Complivit®	3,06	329,4	6%	3,68	360,4	7%	-31,0	-9%
Codelac®	2,38	214,8	4%	2,08	170,8	4%	44,1	26%
Flucostat®	1,33	206,3	4%	1,82	239,0	5%	-32,7	-14%
Acipol®	0,91	178,2	3%	0,85	145,9	3%	32,2	22%
Rinostop®	6,11	139,7	2%	3,39	50,9	1%	88,9	175%
Magnelis B6®	0,42	91,4	2%	0,44	82,4	2%	9,0	11%
Next®	0,76	68,8	1%	0,73	60,1	1%	8,7	15%
Maxycold®	0,60	62,8	1%	0,42	42,4	1%	20,4	48%
Ascophen-P®	5,96	56,1	1%	5,38	39,0	1%	17,0	44%
Termicon®	0,22	39,6	1%	0,31	53,7	1%	-14,1	-26%
Selmevit®	0,27	37,5	1%	0,32	34,2	1%	3,3	10%
Top 15 total	43,04	4 922,0	89%	39,58	4 560,2	94%	431,9	9%
Other organic brands	3,60	128,4	2%	3,55	96,1	2%	32,1	33%
Total organic sales	46,64	5 120,4	91%	43,13	4 656,3	96%	464,1	10%
Total sales	51,18	5 617,5	100%	45,08	4 859,6	100%	757,9	16%

Organic sales, RUR

Total sales, RUR

Total sales, packs



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