



# **Difference in cardiovascular treatment penetration in selected countries of Western and Central and Eastern Europe**

**Petr Jelinek**  
**Corporate Marketing Department, Zentiva Group**  
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# *Objective and definitions:*

- To compare selected CEE countries and benchmark their treatment penetration with selected WE countries
- To show treatment consumptions and trends in the region

## **Assumptions for this presentation**

### **CEE = Central and East Europe**

- CZ, SK, PL, HU, RO, BG, LT, LV, EE and RU, UA, TR

### **WE = West Europe**

- France, U.K., Germany, Italy, Portugal, Spain

### **SU = Standard Units = tablets**

**Treatment penetration criterion** = In pharmacy realized prescriptions

- drug consumption
- No. of treated patients

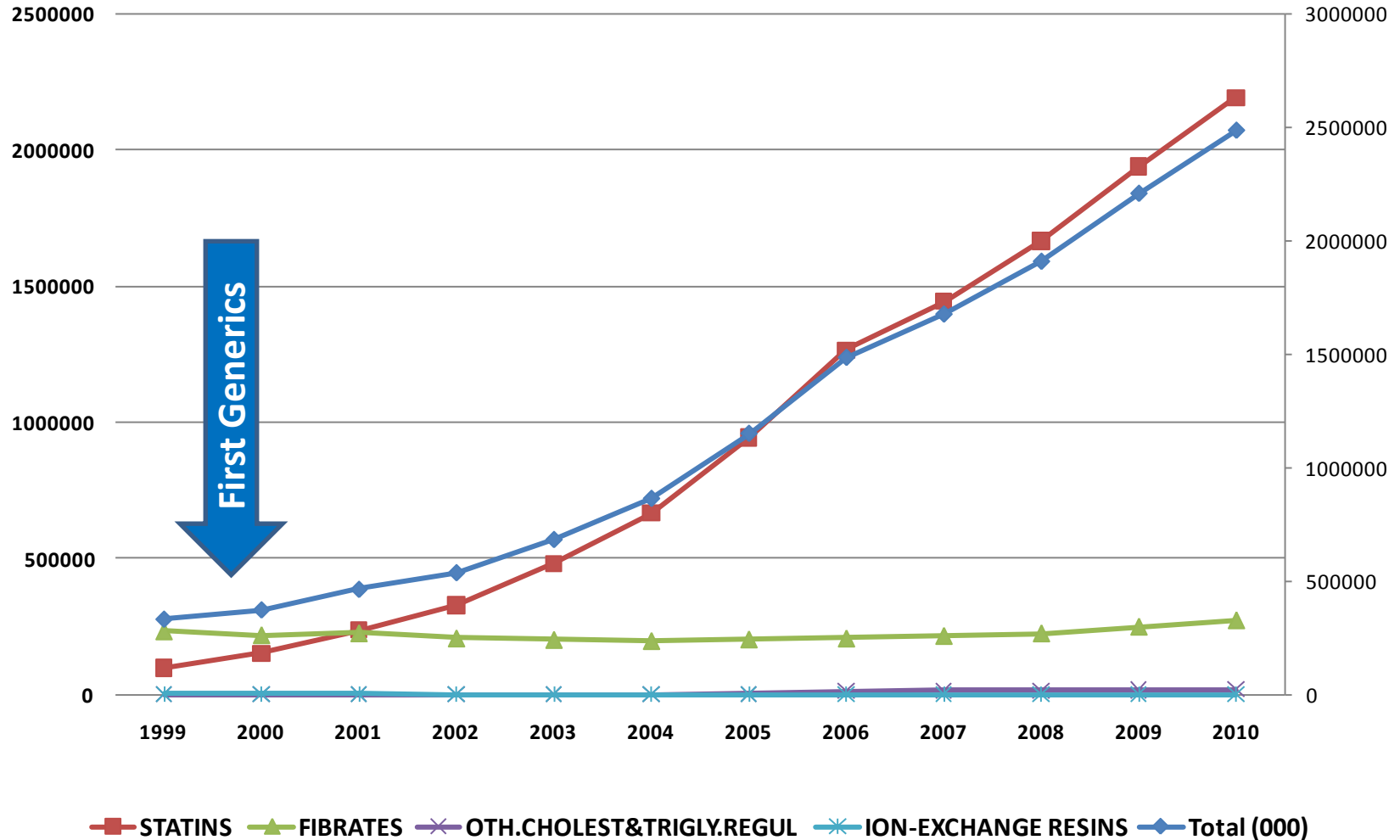


# Dyslipidemia treatment

# Market Analysis in CEE Dyslipidemia MARKET



Hypolipidemic market in CEE + CIS + TR: tablets (000)

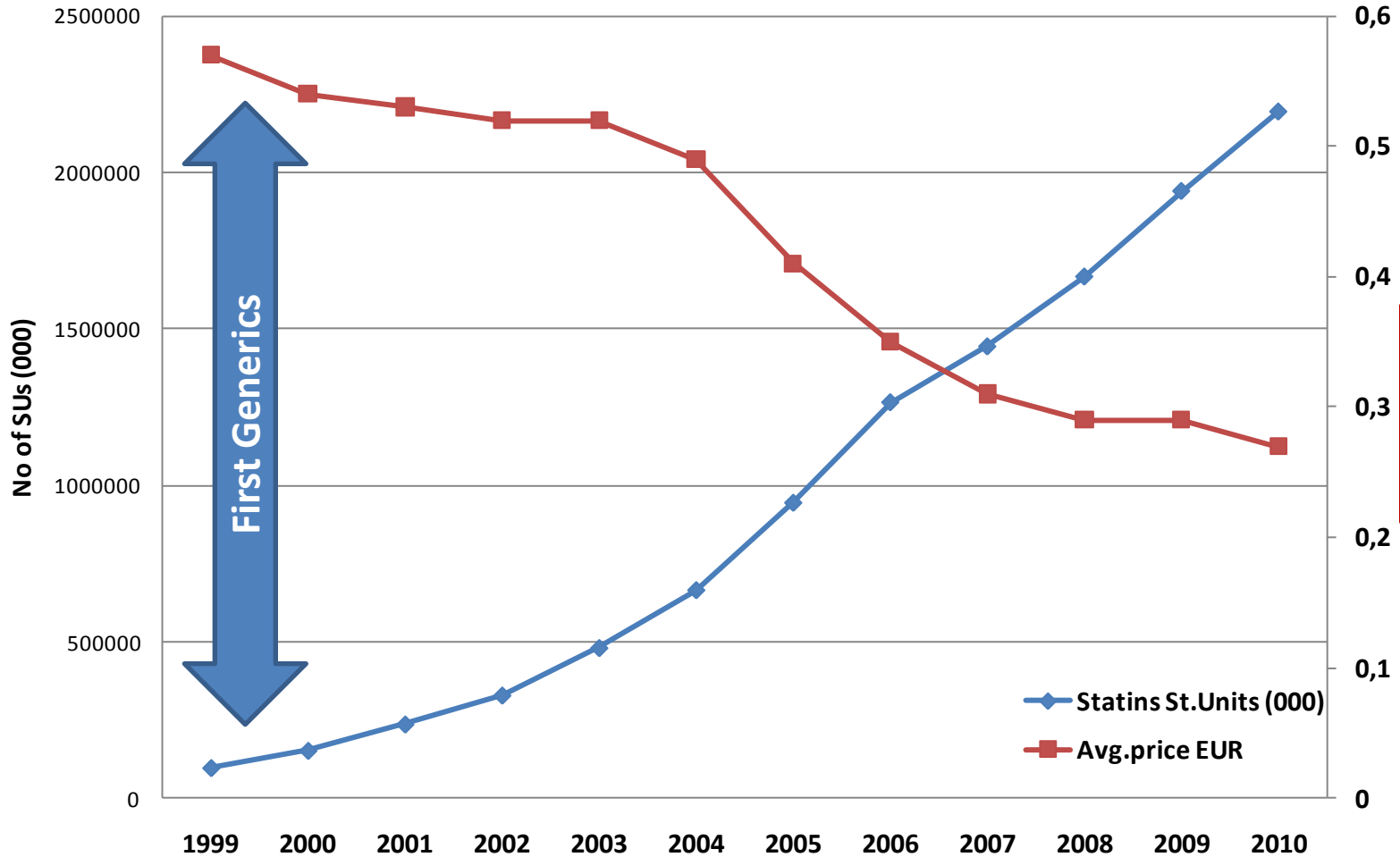


# Market Analysis in CEE

## STATINs MARKET



Statins in CEE (incl. RU, TR) treatment penetration  
in relation to average price in EUR

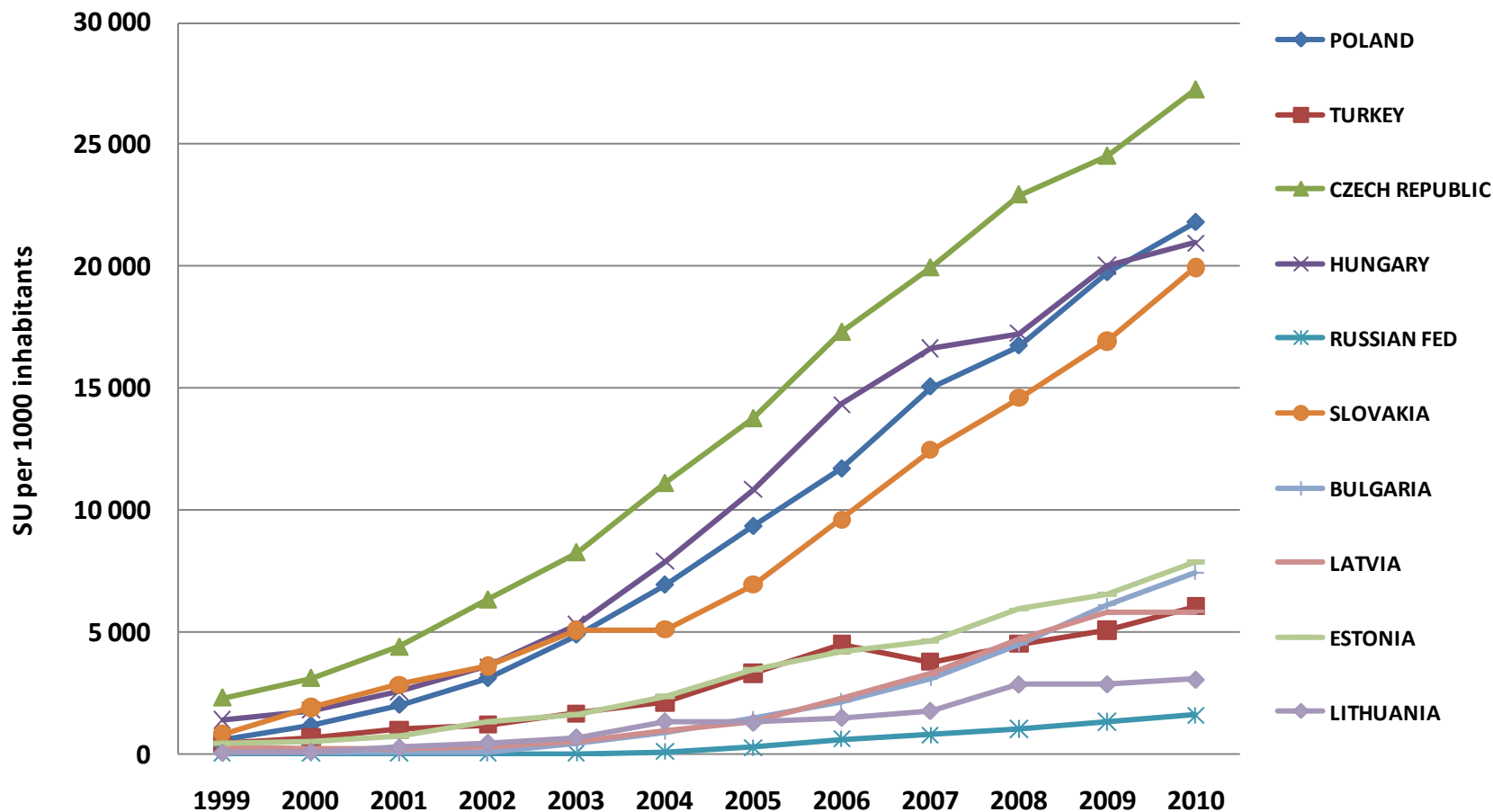


Price  
per  
tablet  
in EUR

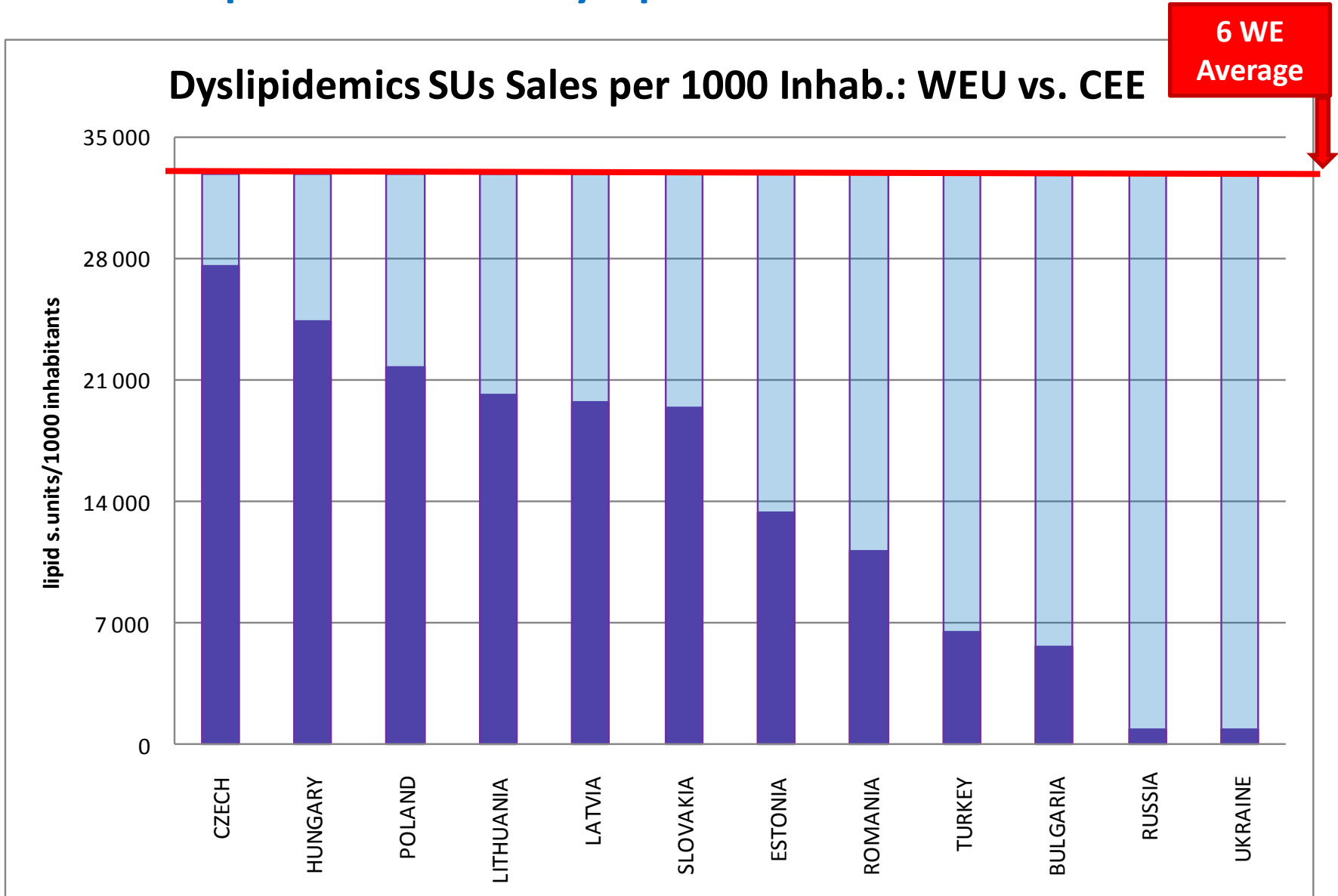
# Treatment penetration development: Statins



Statins treatment penetration in CEE, RU, TR per 1000 inhab.



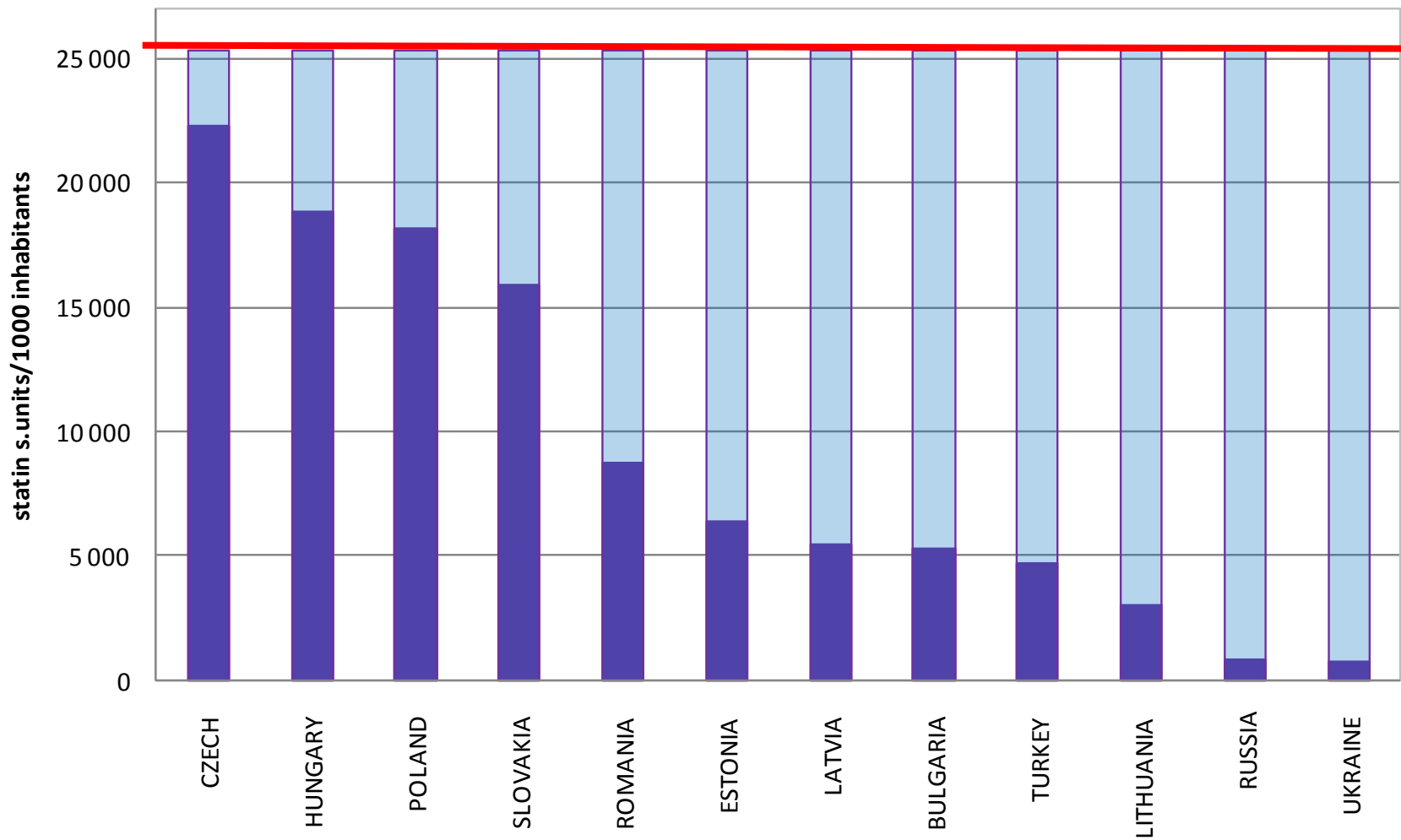
# Treatment penetration: all dyslipidemics\*



\* incl. all dyslipidemic treatments classes as statin, fibrates and other dyslipidemics

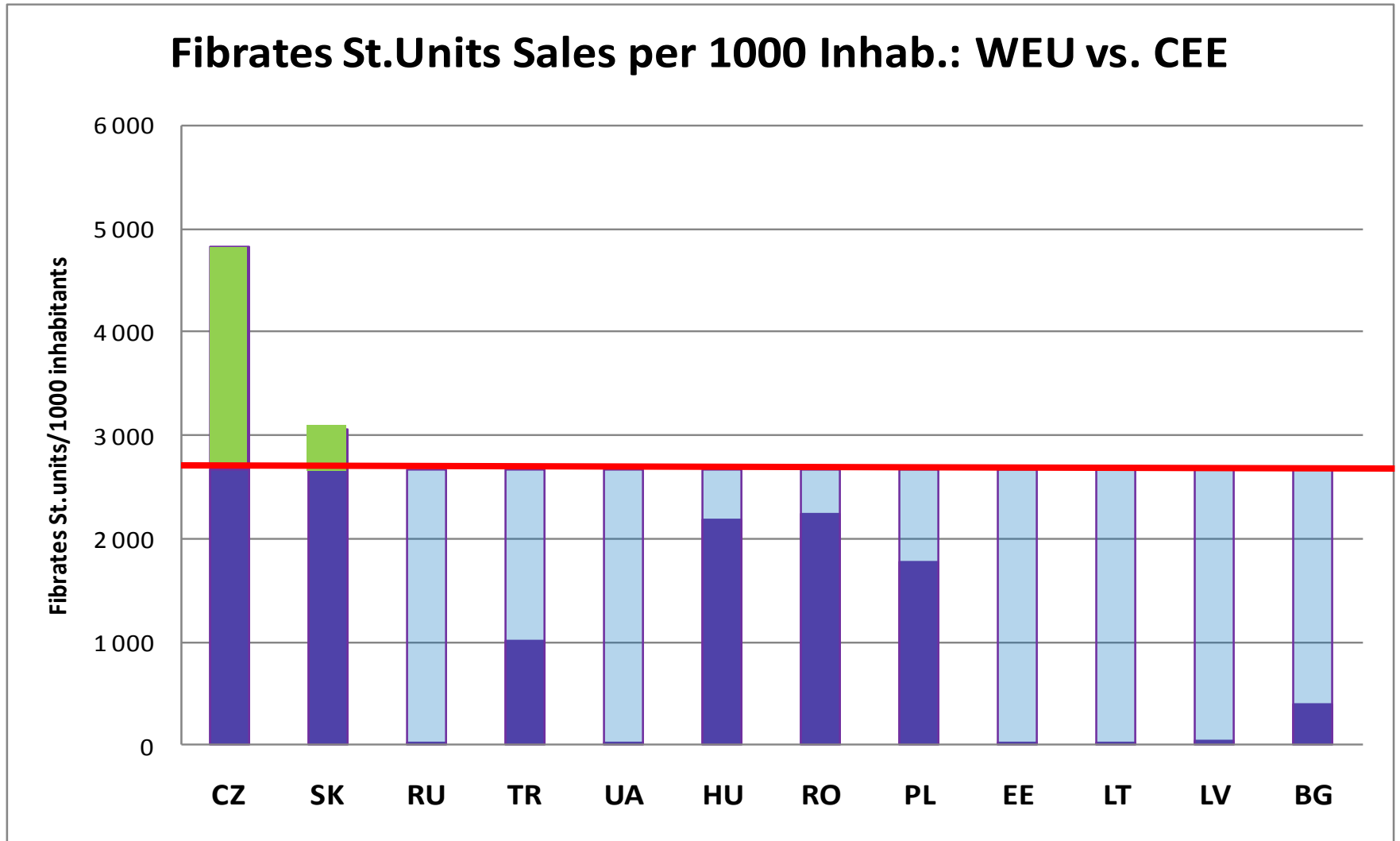
# Treatment penetration: Statins

## Statins SUs Sales per 1000 Inhab.: WEU vs. CEE





## Treatment penetration: Fibrates

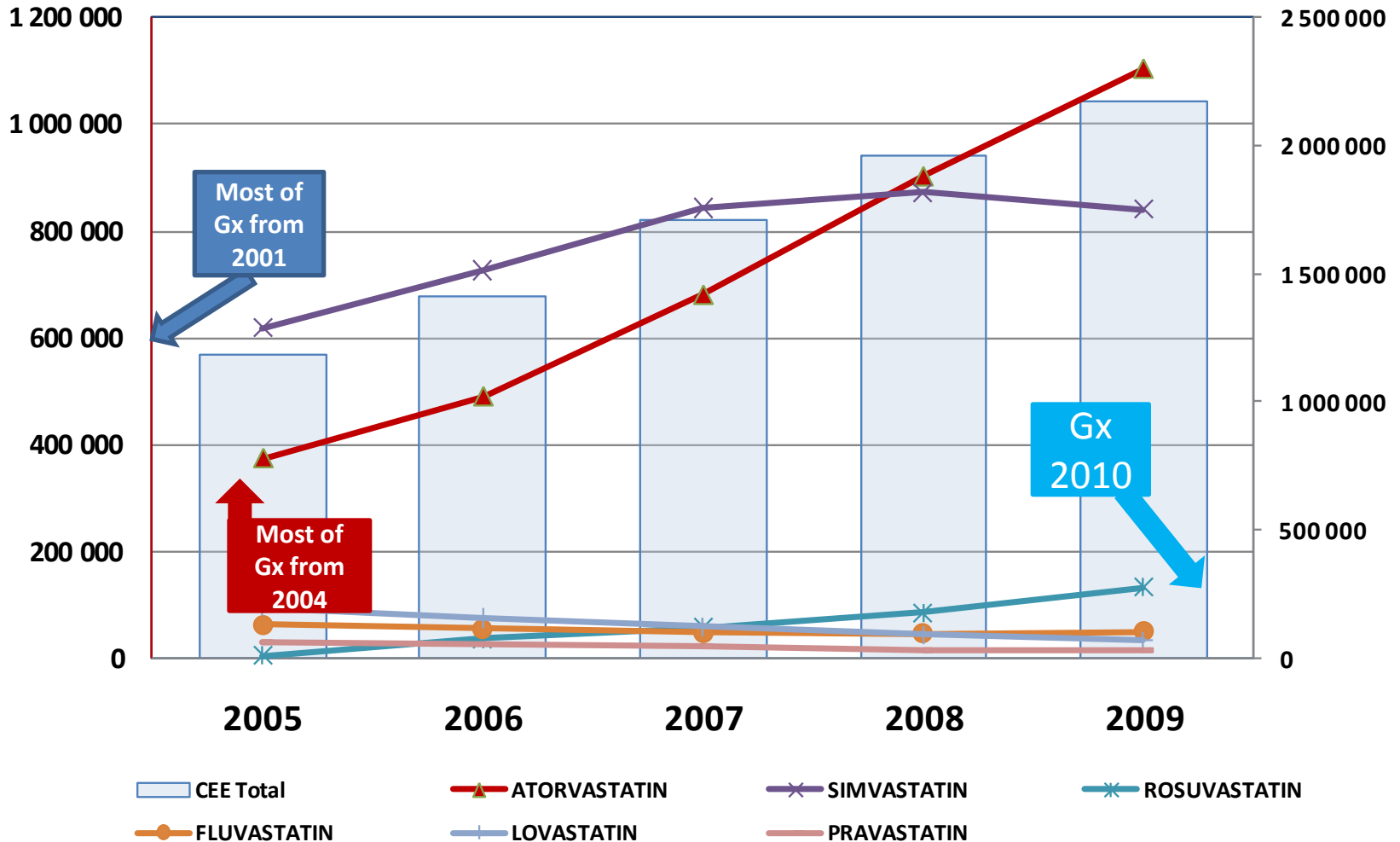


# Market Analysis in CEE

## STATINs MARKET



### Statins in CEE: Standard Units

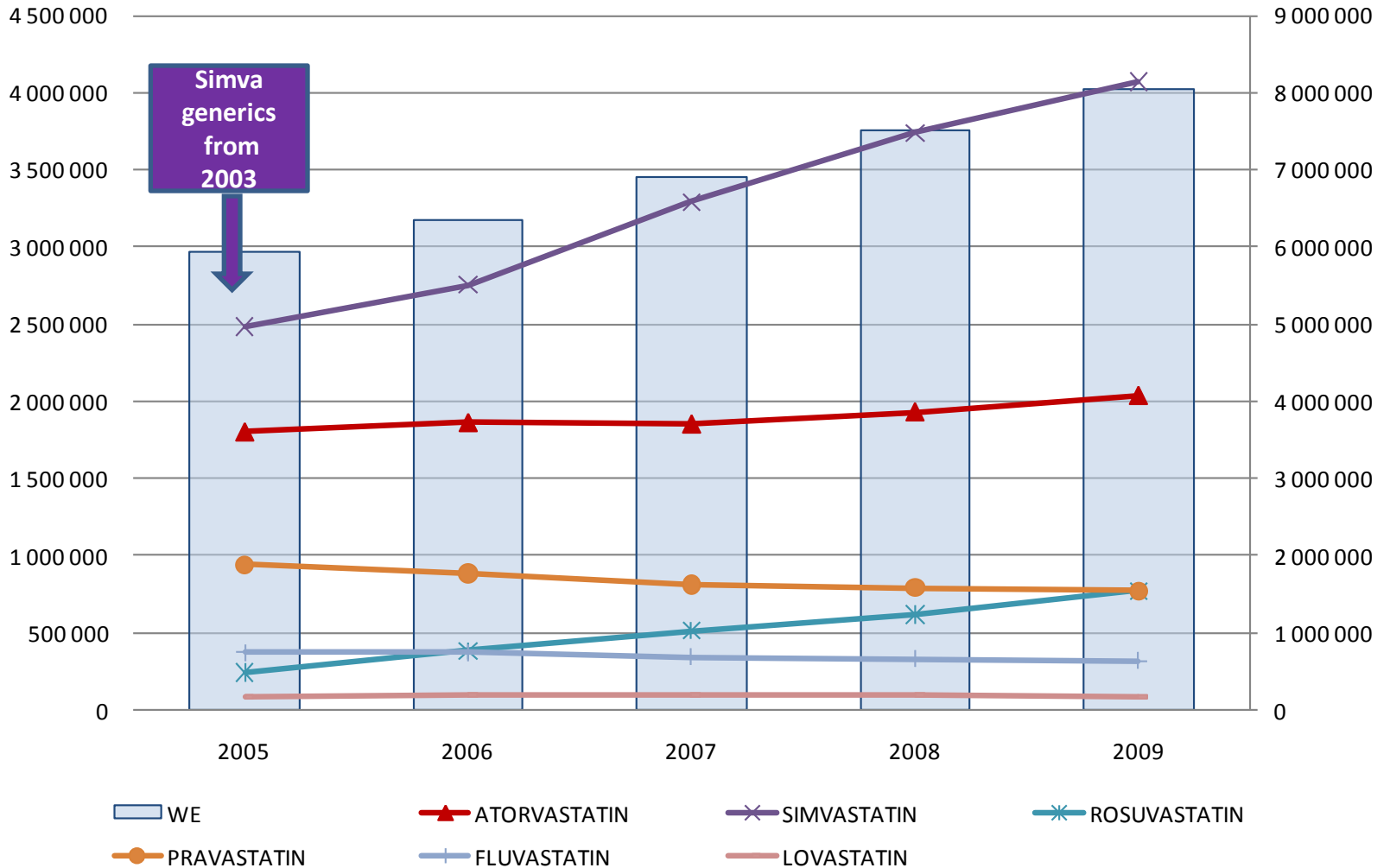


# Market Analysis in CEE

## STATINs MARKET

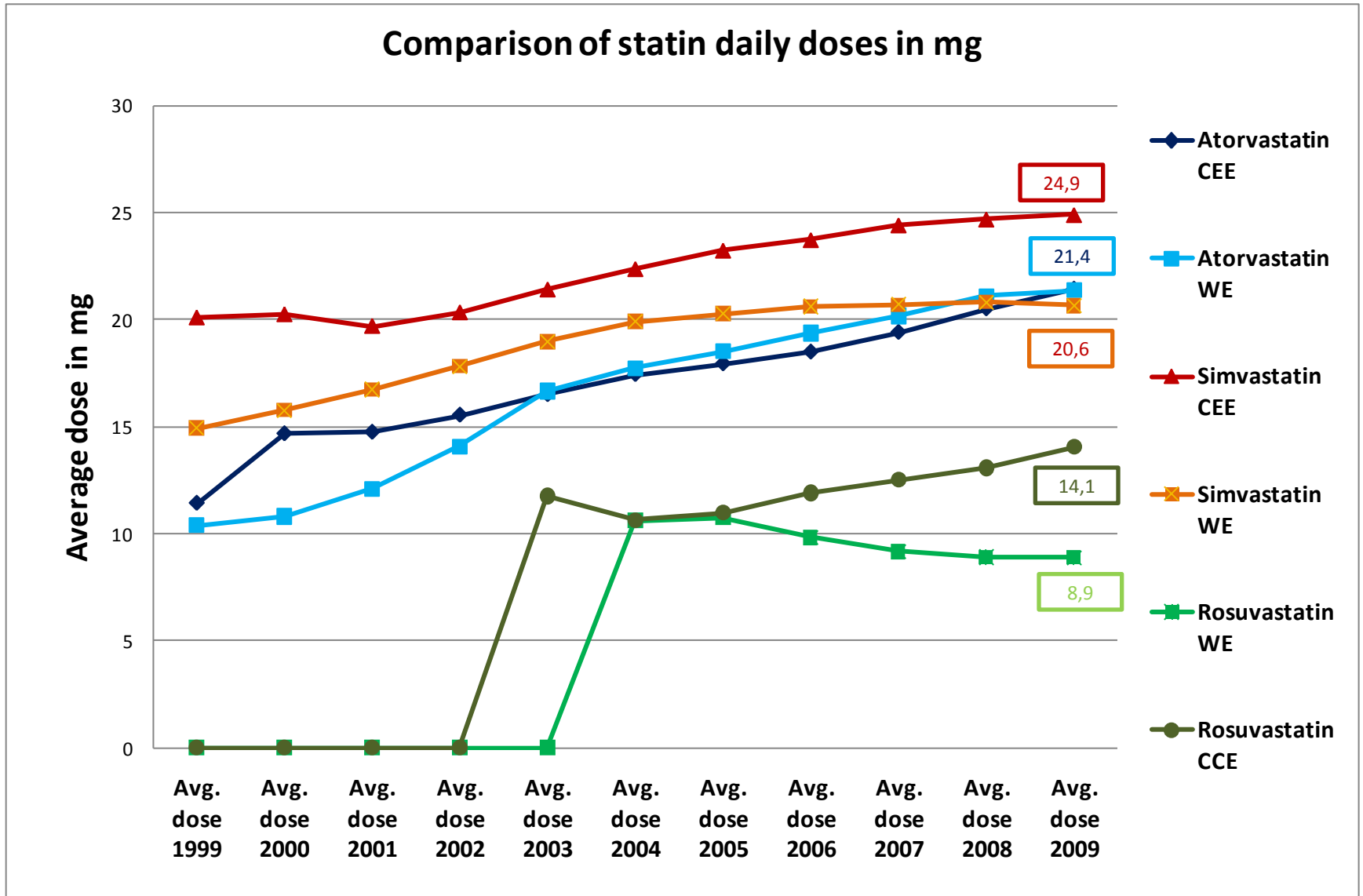


### STATINs in WE: Standard Units

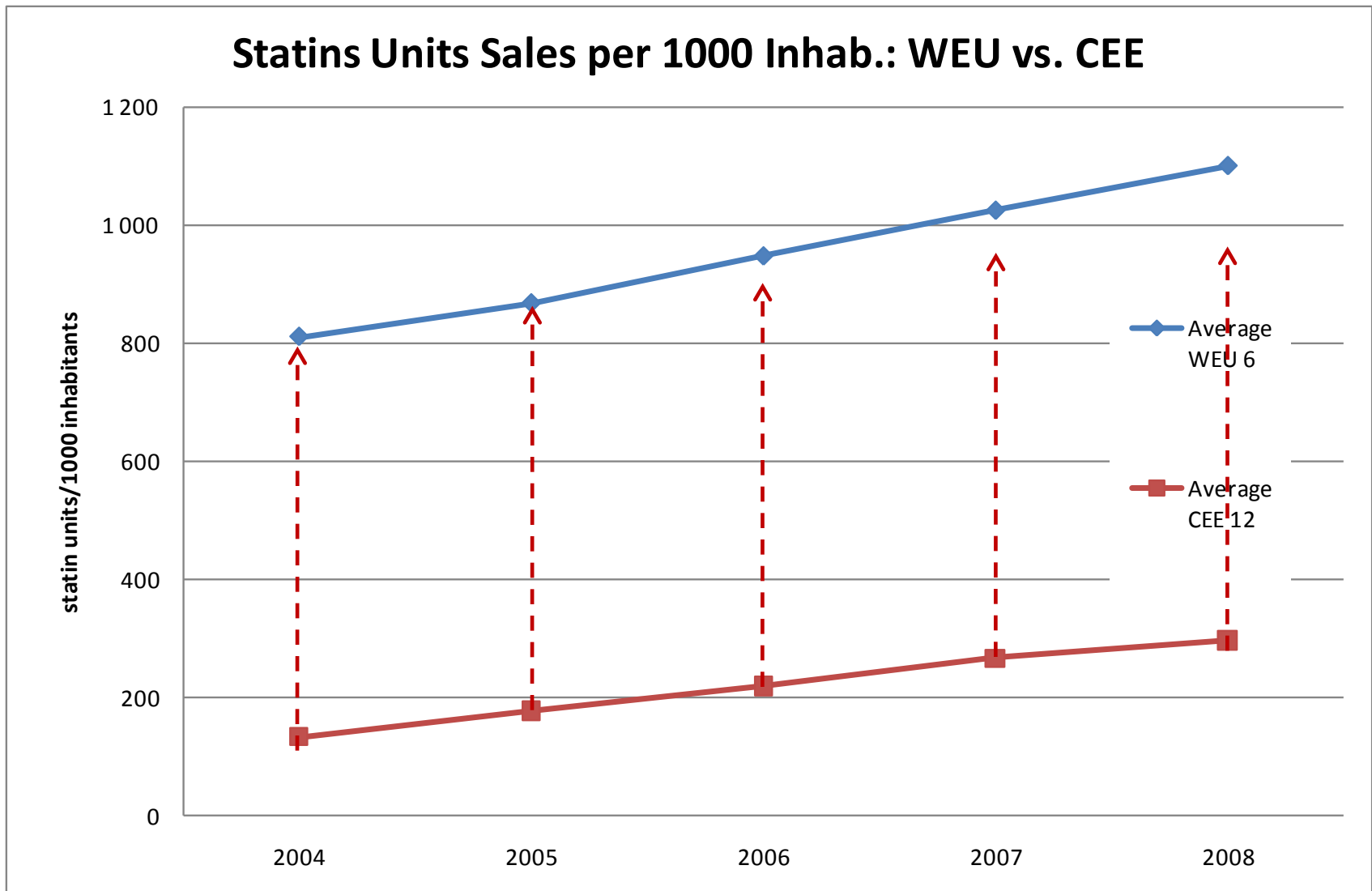


# Market Analysis

## Average statin dose in mg CEE vs. WE



# Treatment penetration development: Statins



A detailed mosaic floor featuring a central circular motif. The design consists of concentric circles and radiating lines, all composed of small, multi-colored tiles in shades of blue, purple, green, brown, and white. The overall effect is a complex, geometric pattern.

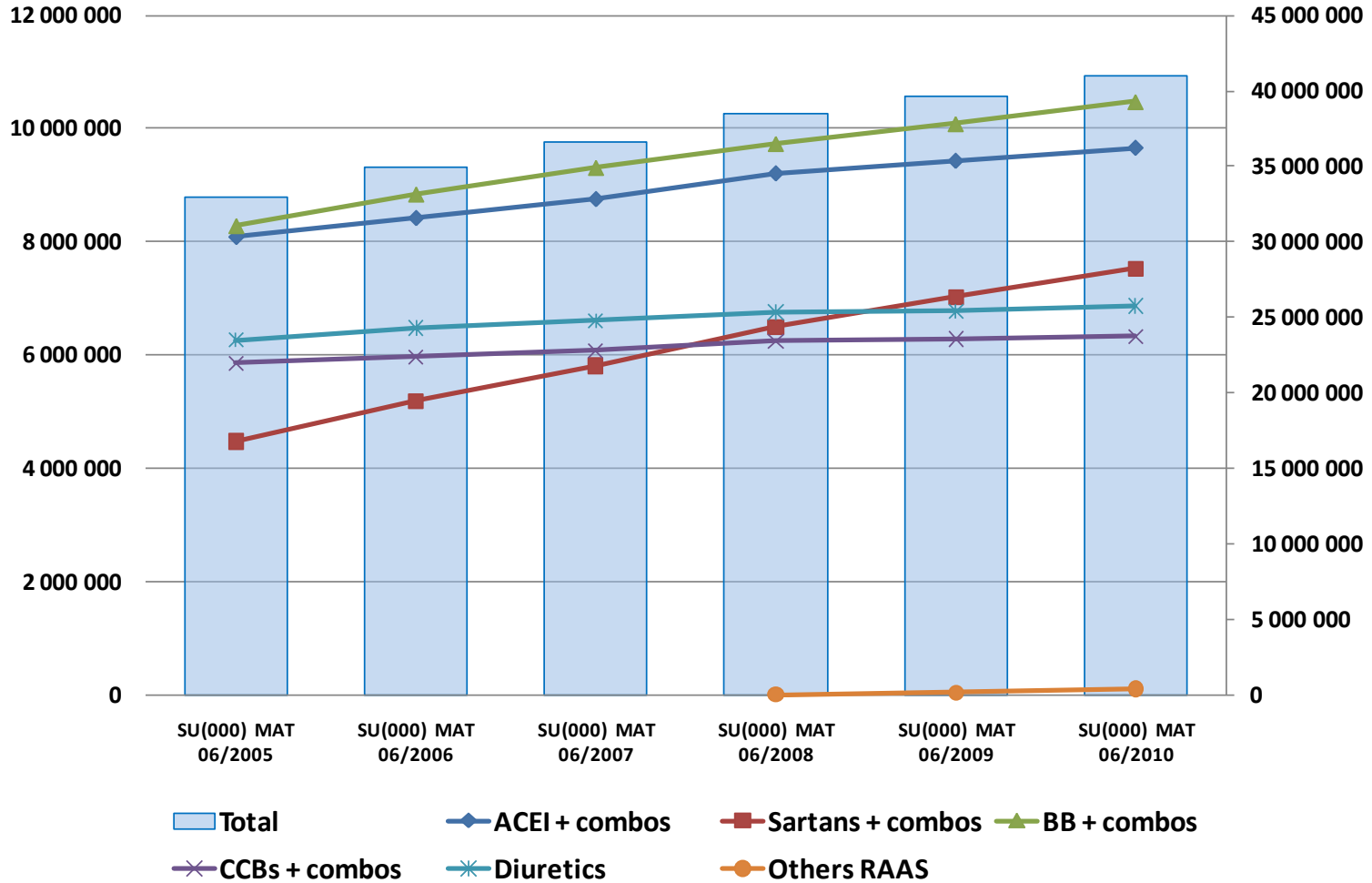
**Antihypertension treatment**

# Market Analysis

## WE ANTIHYPERTENSIVES MARKET



Antihypertensive market in West Europe: Standard Units (000)

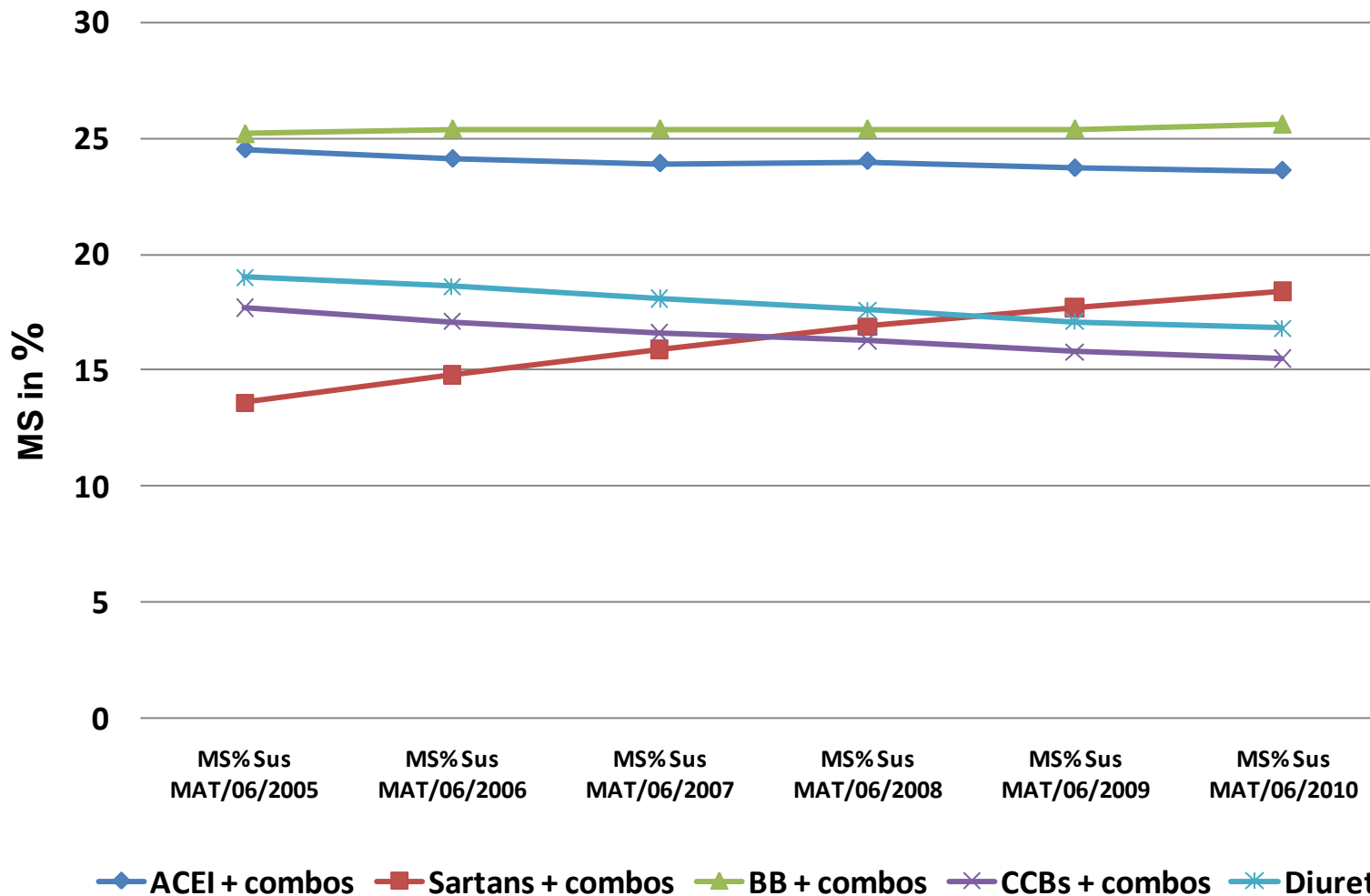


# Market Analysis

## WE ANTIHYPERTENSIVES MARKET SALES



### West Europe: Antihypertensive market - % of Market Share in SUs



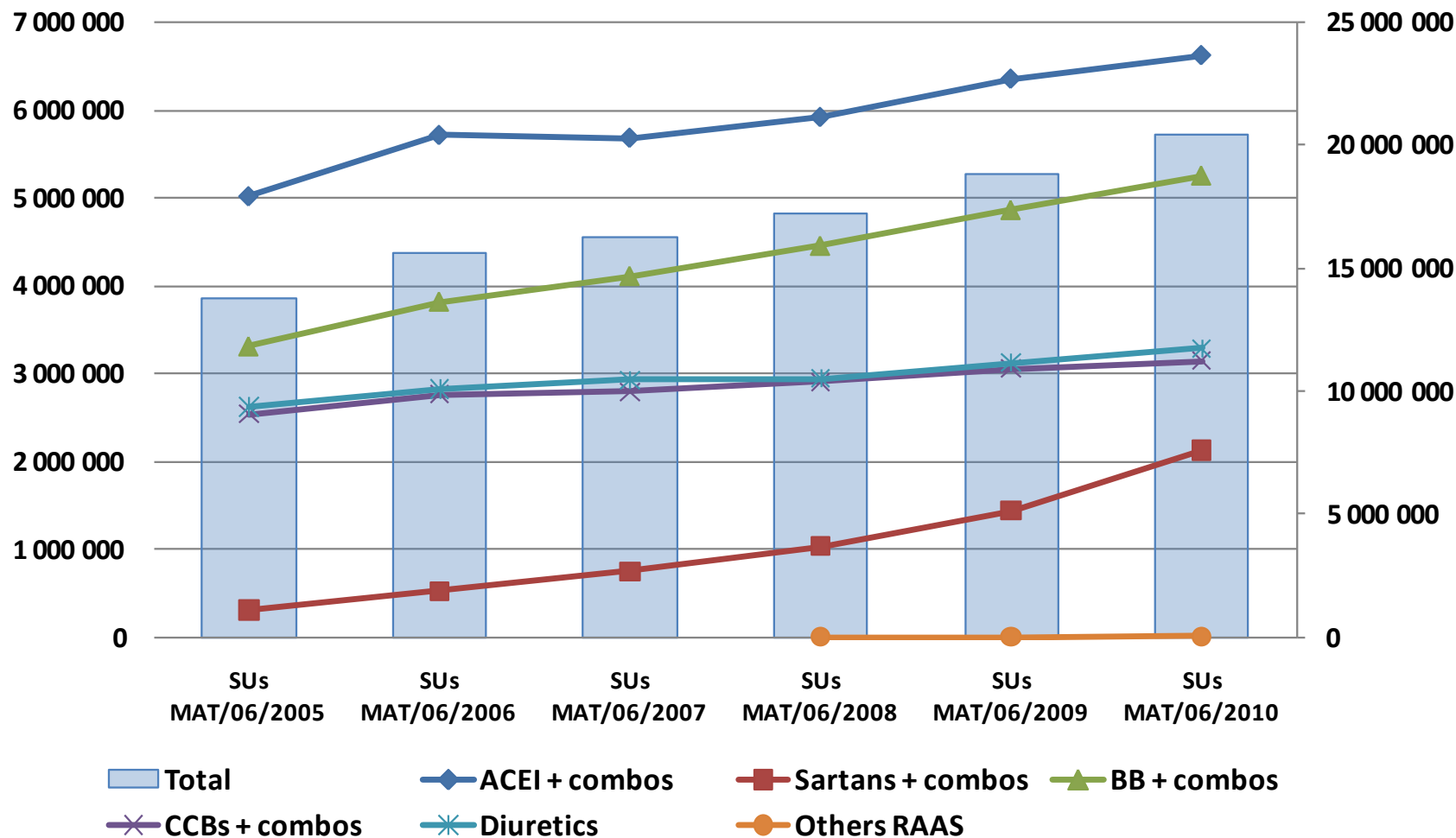


# Market Analysis

## CEE & TR & CIS ANTIHYPERTENSIVES MARKET



**Antihypertensive market in CEE & CIS & TR**  
(in SUs = tablets)



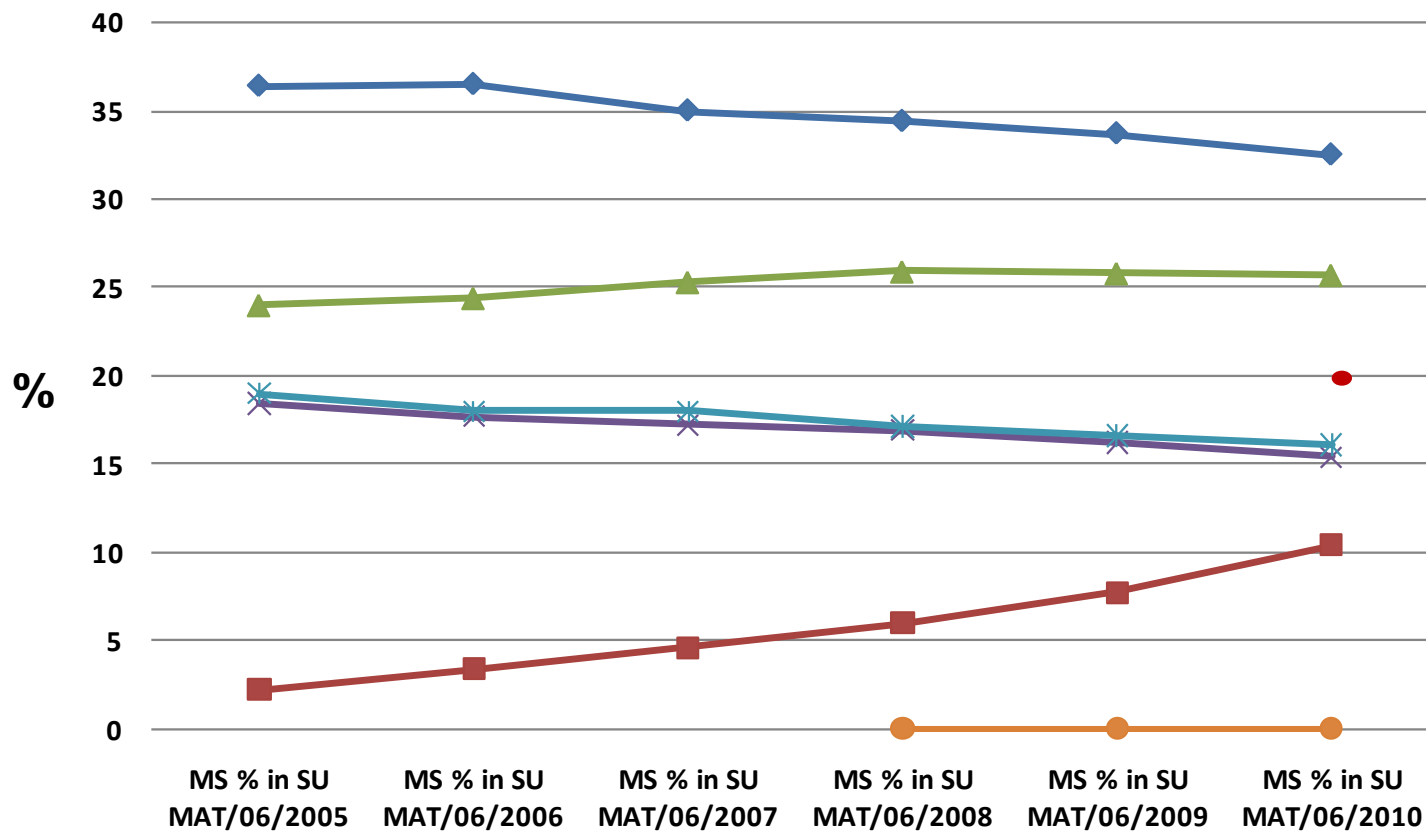
# Market Analysis

## CEE & TR & CIS ANTIHYPERTENSIVES MARKET



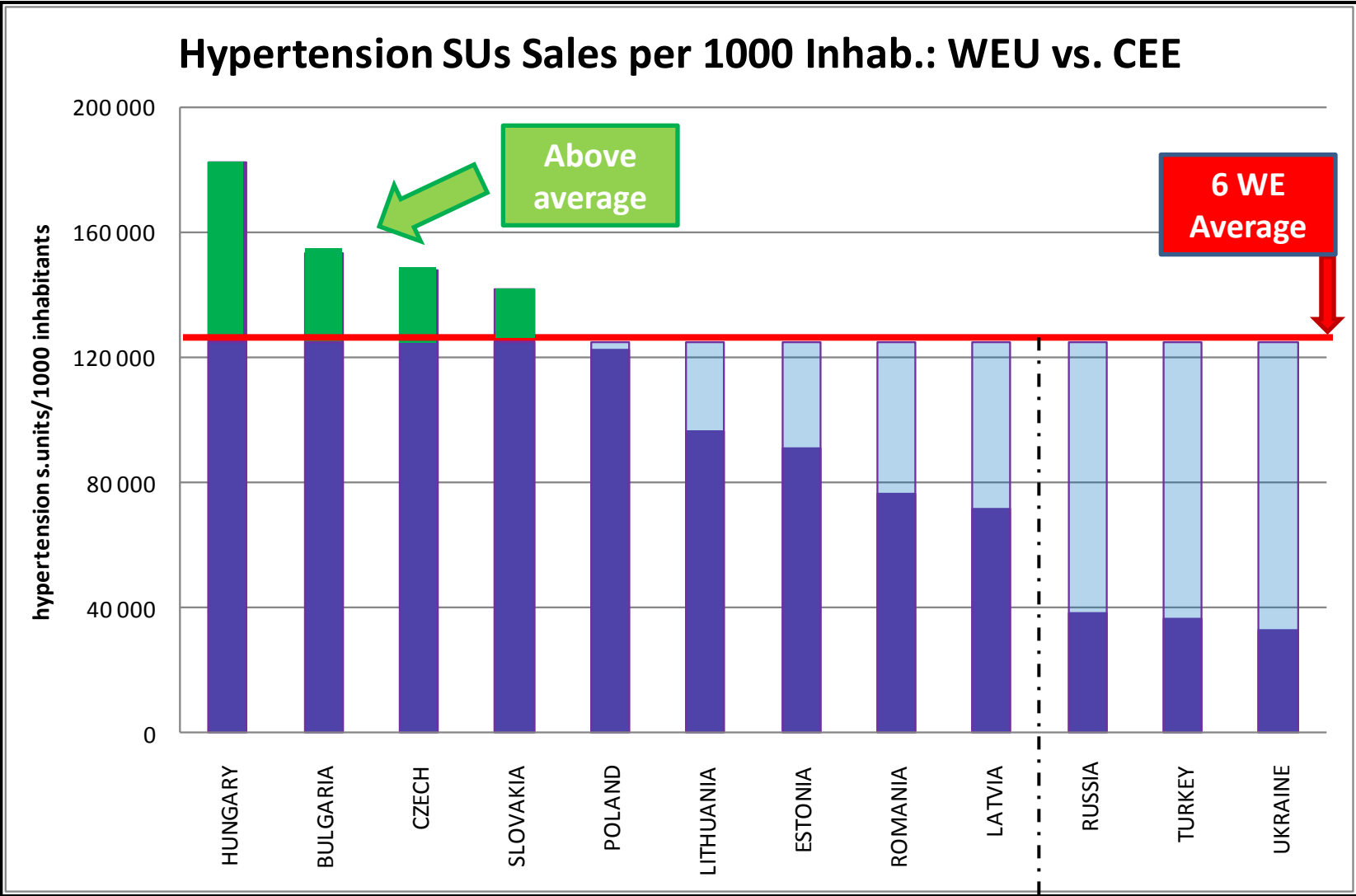
### Antihypertensive market in CEE & CIS & TR

Market Share in SUs = tablets



—◆— ACEI + combos —■— Sartans + combos —▲— BB + combos —\*— CCBs + combos —\*— Diuretics —●— Others RAAS

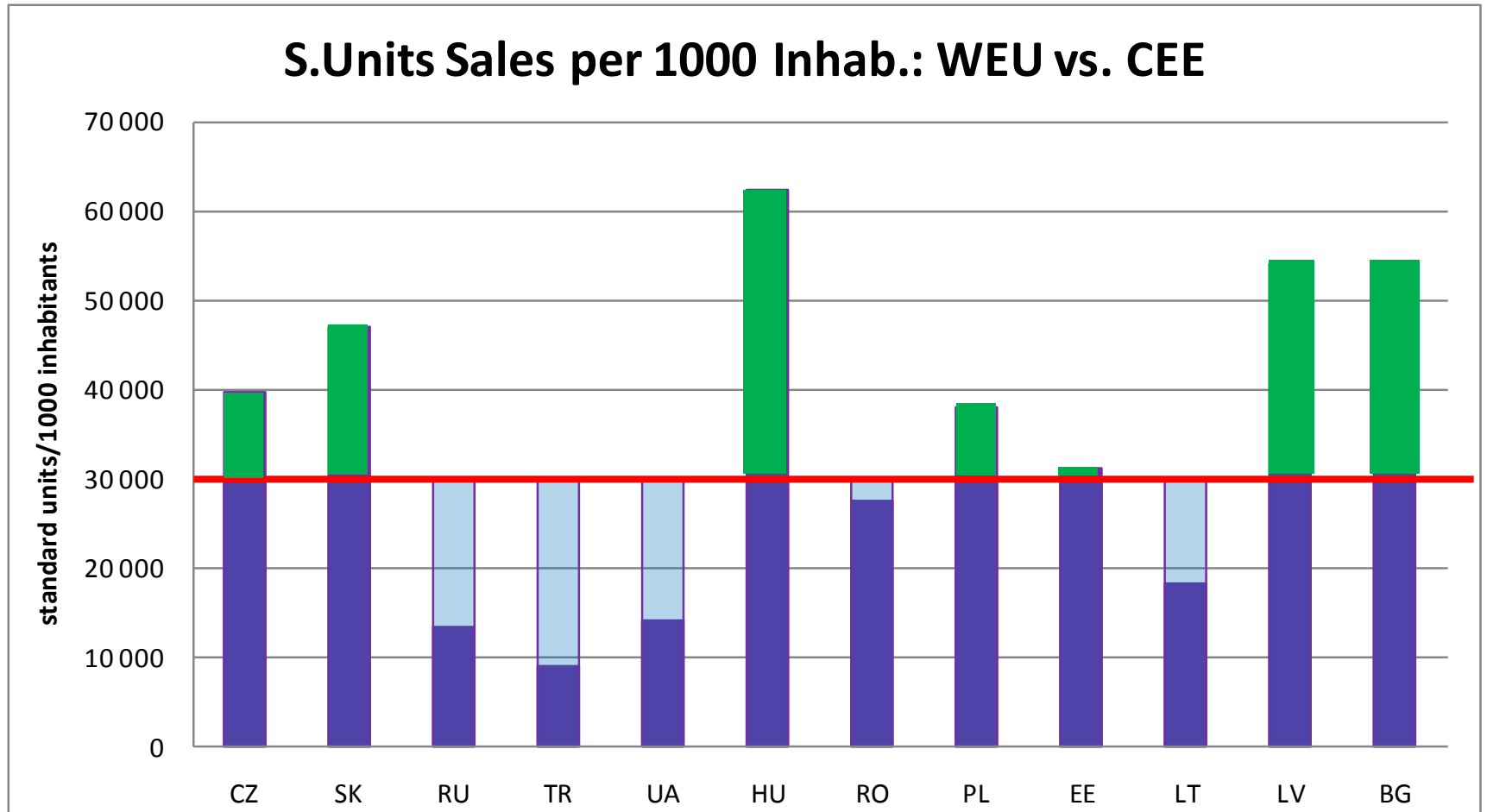
# Treatment penetration: Hypertension\*



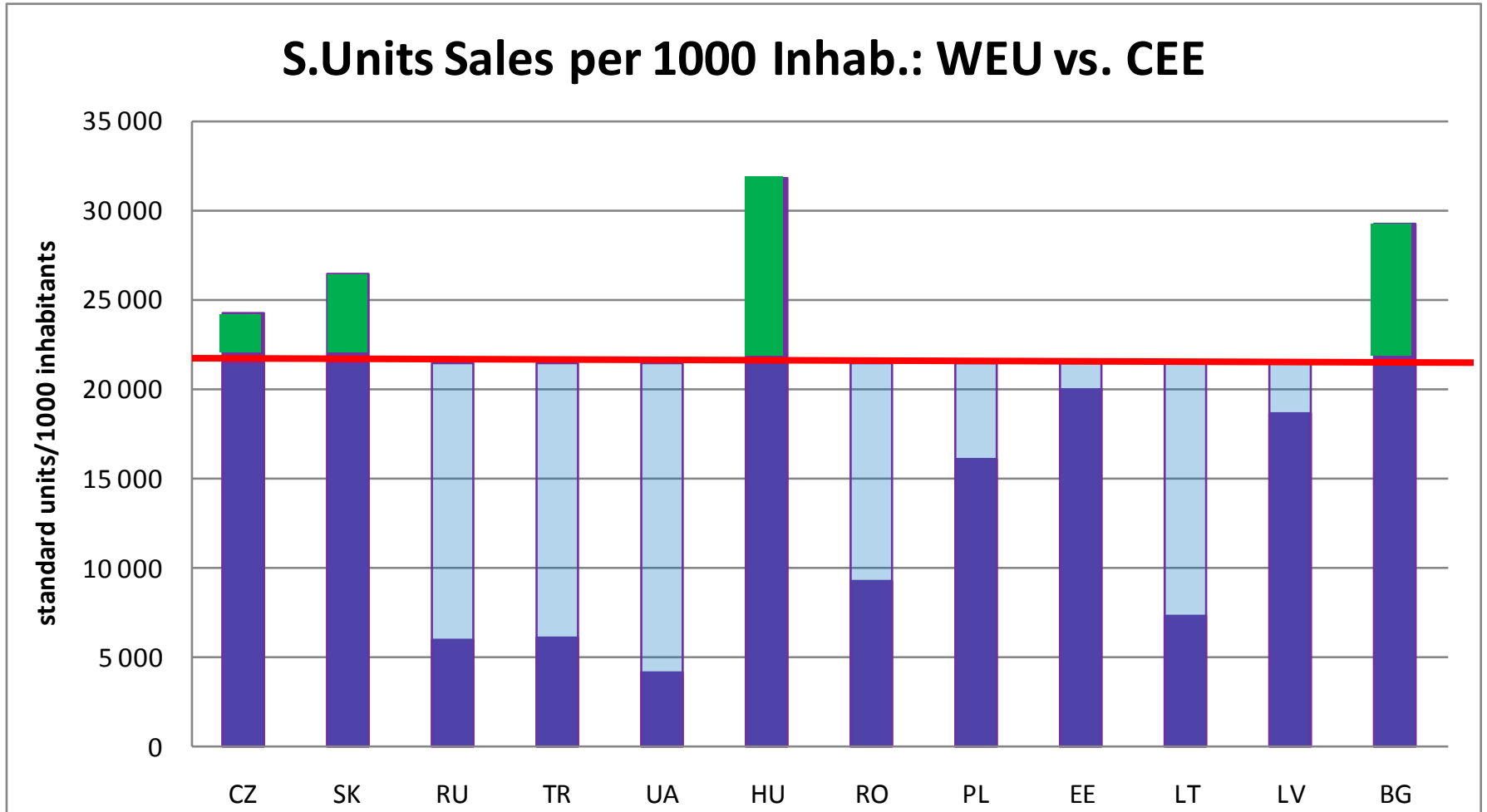
\* incl. all antihypertension treatments classes as ACEI,CCB, Betablockers, diuretics, Sartans and others

# Treatment penetration development: ACEI plain + combos

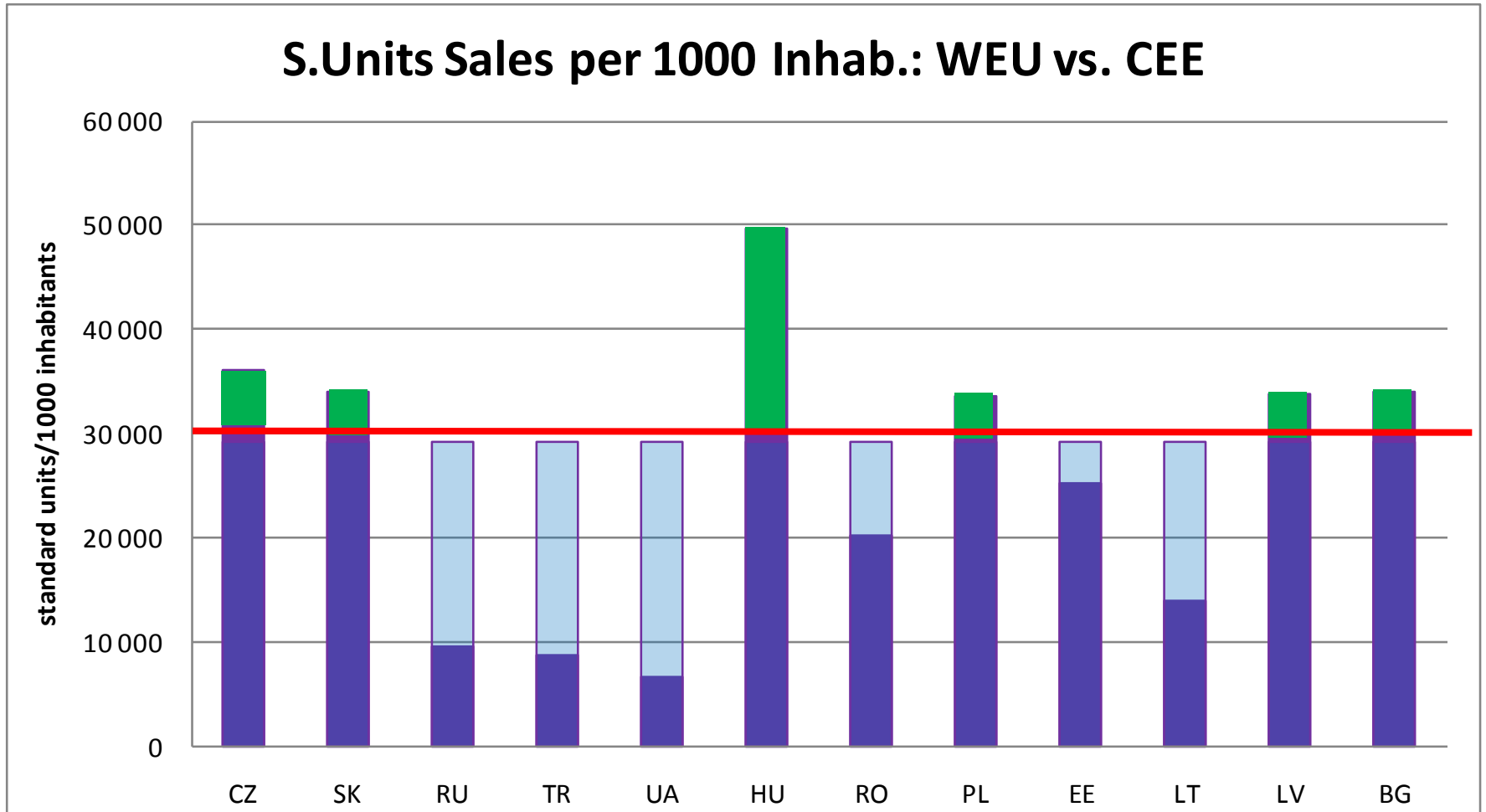
## Enalapril has still leading position among ACEI



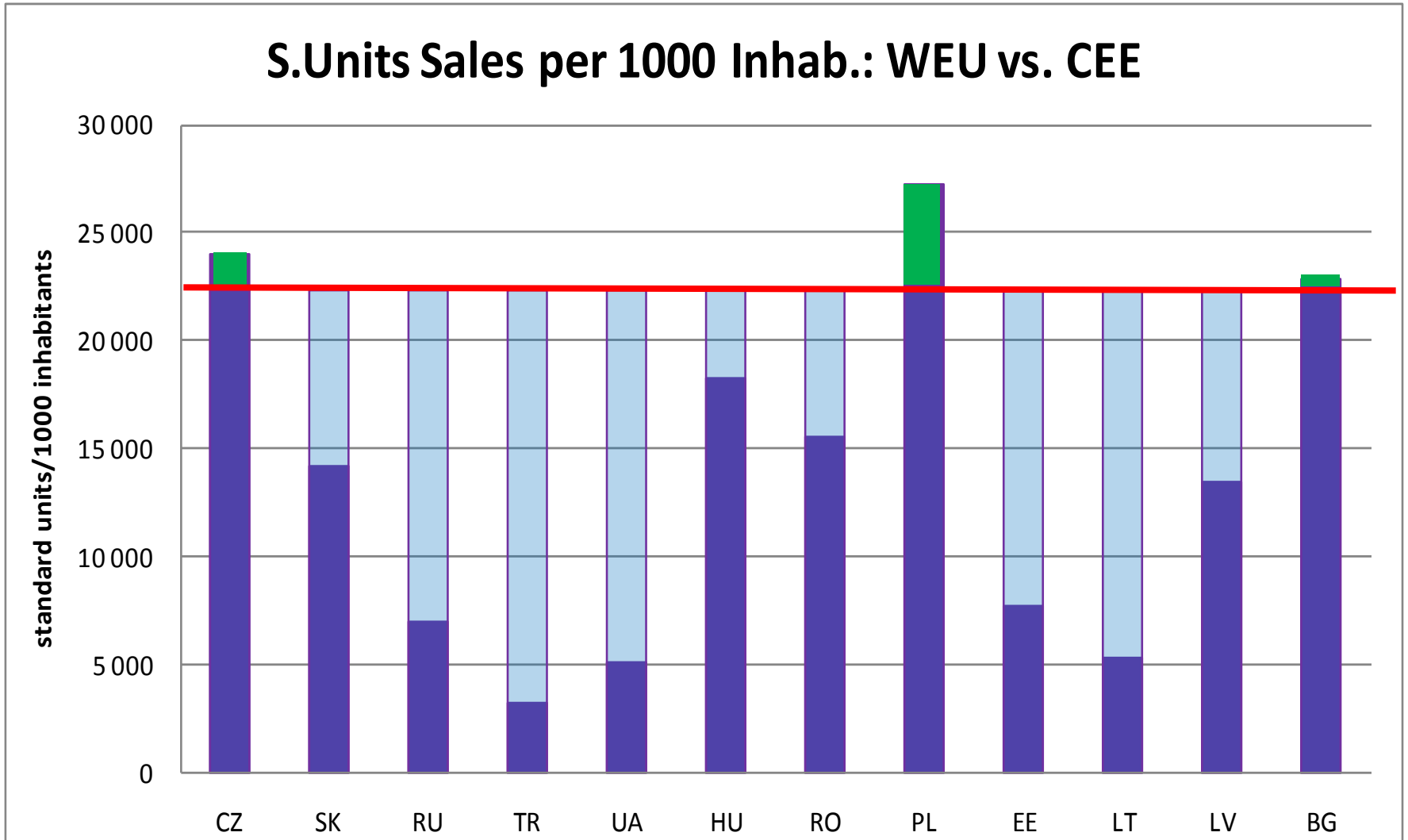
# Treatment penetration: Calcium Chanel Blockers



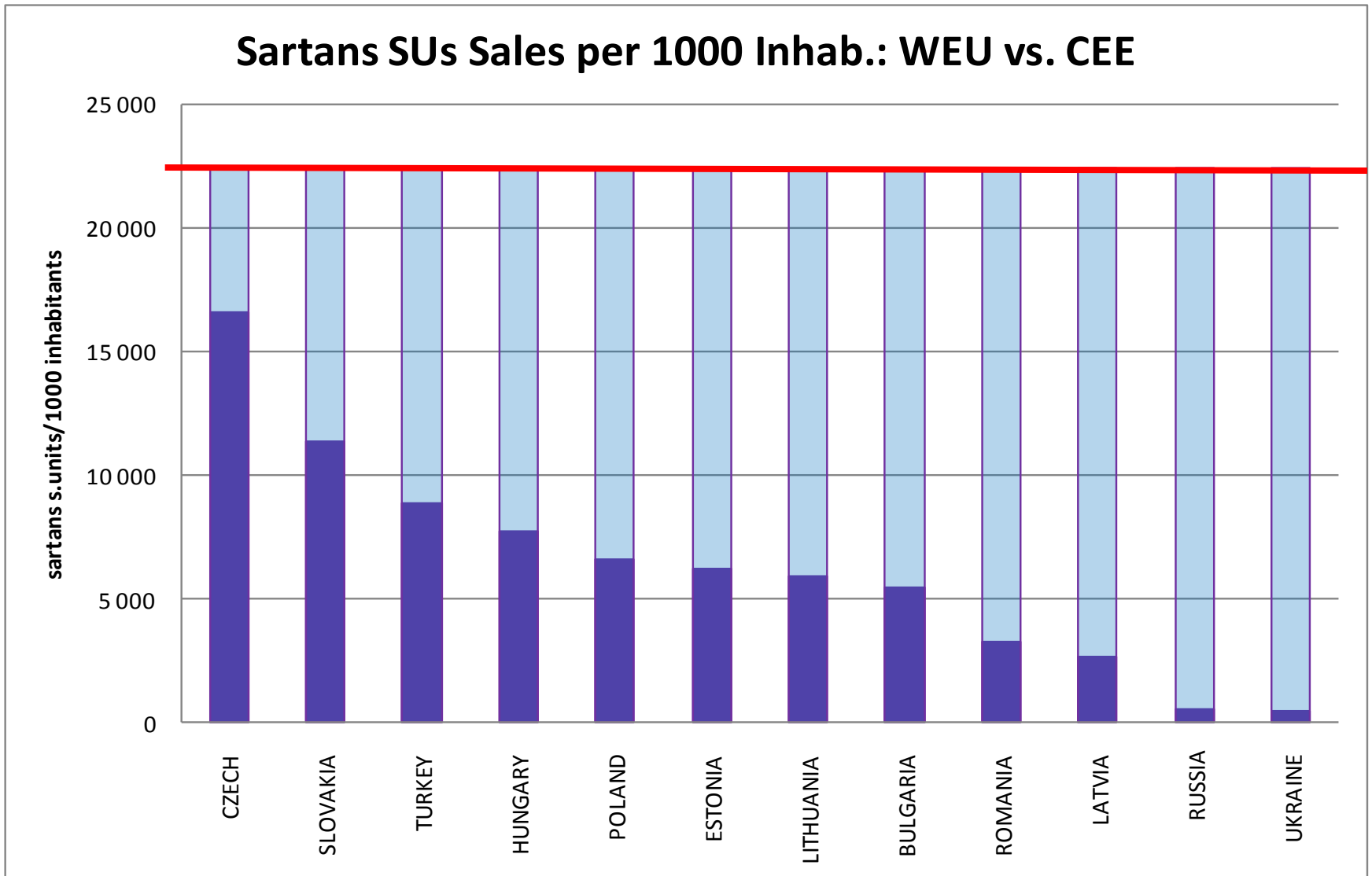
# Treatment penetration: BetaBlockers



# Treatment penetration: Diuretics



# Treatment penetration development: Sartans



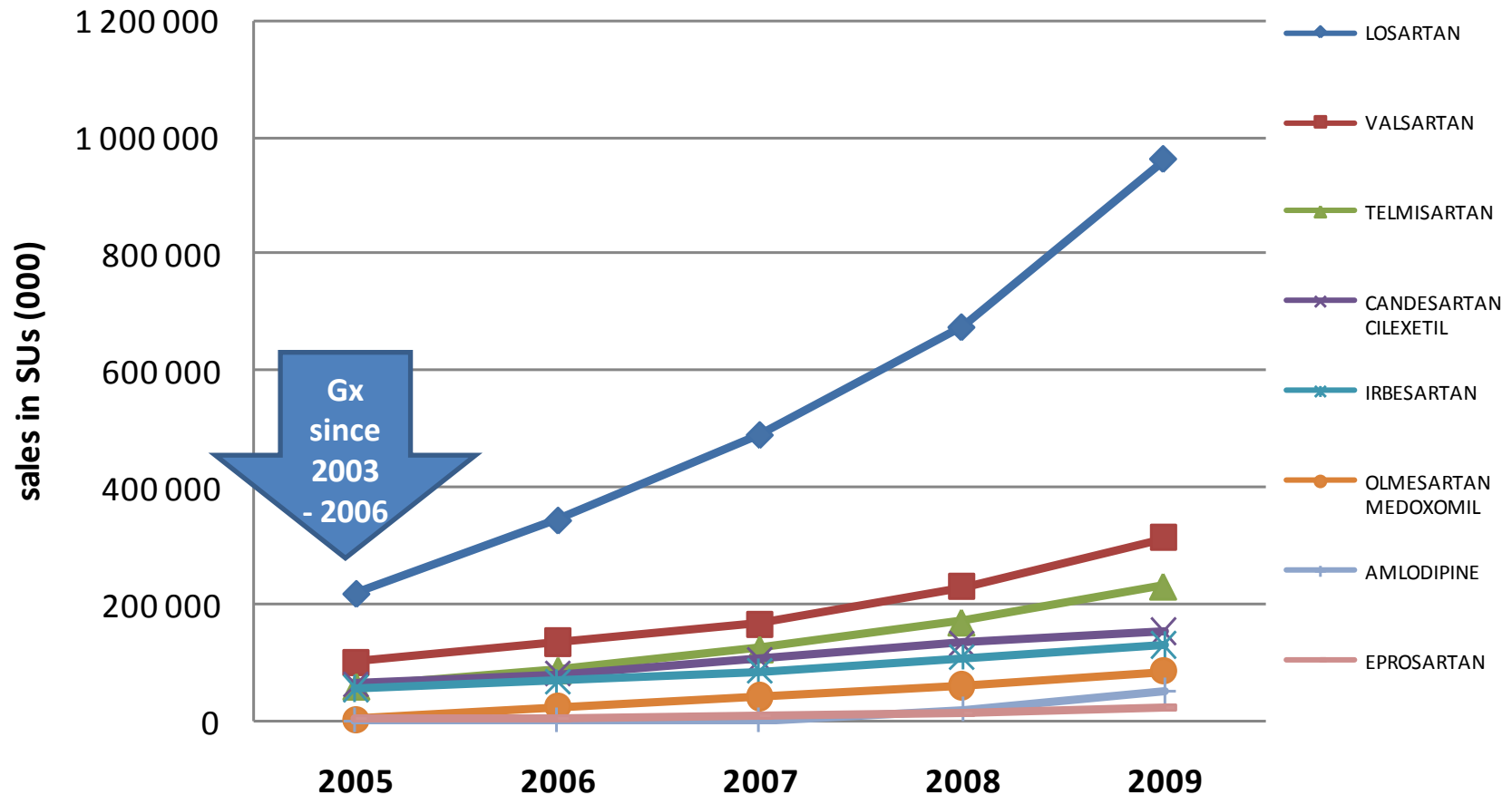


# Market Analysis in CEE

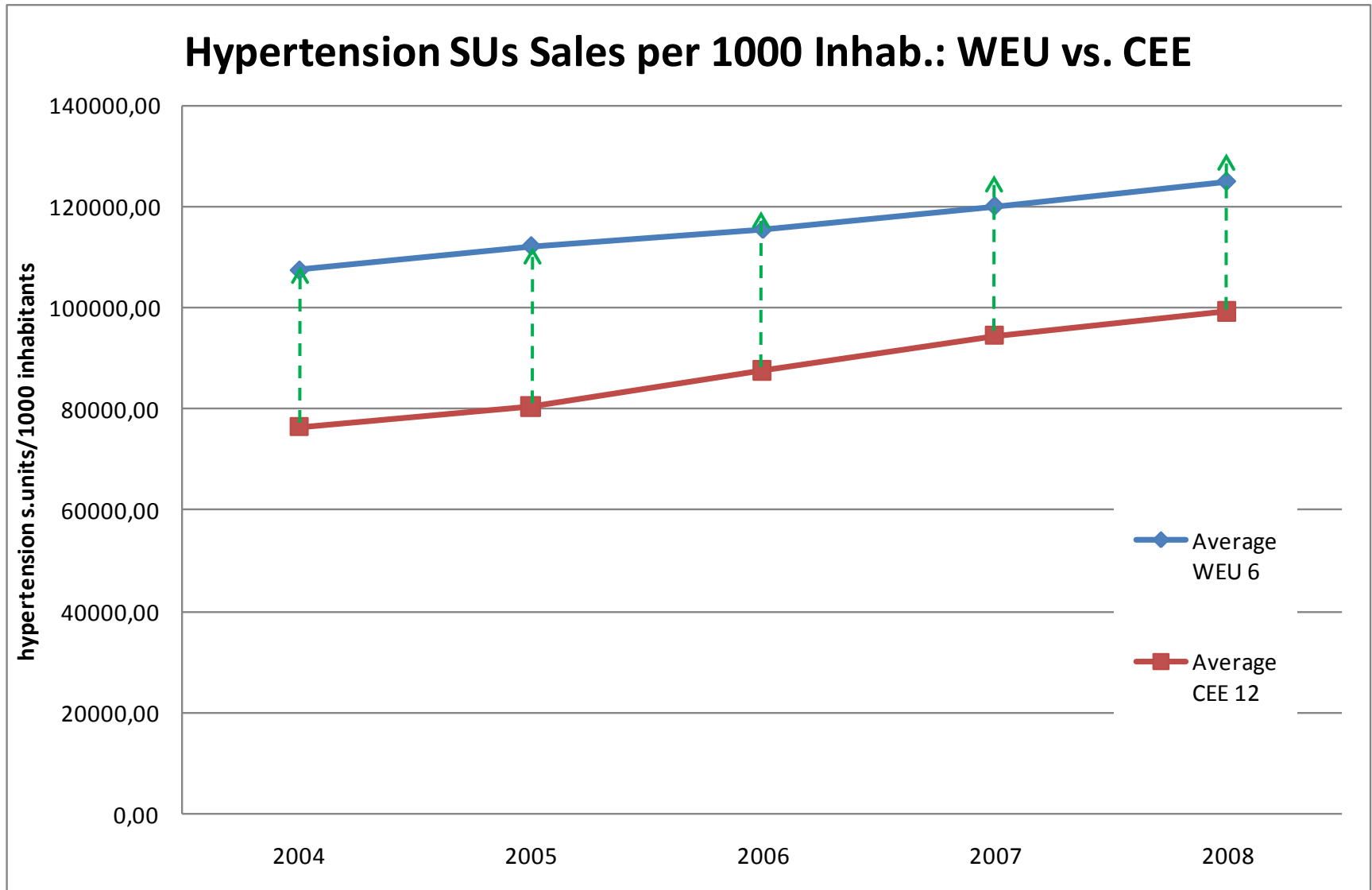
## SARTANs MARKET



### CEE: sartans sales in SUs (000)



# Treatment penetration development: Hypertension\*



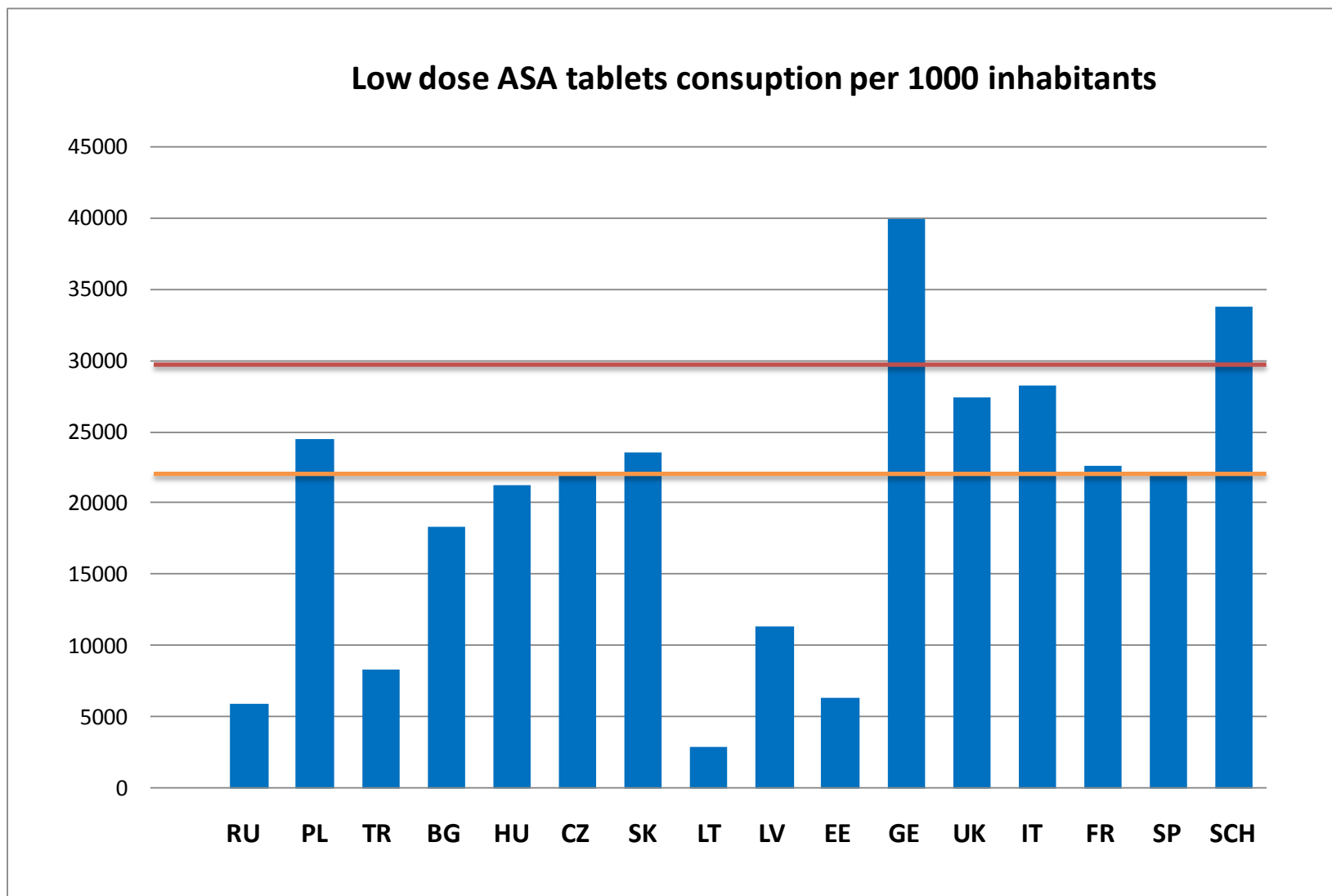
\* incl. all antihypertension treatments classes as ACEI,CCB, Betablockers, diuretics, Sartans and others

A detailed view of a mosaic floor. The central feature is a circular medallion composed of concentric rings of small, multi-colored tiles in shades of blue, purple, green, and brown. This central medallion is surrounded by a wide, light-colored border made of small, uniform tiles. Radiating from the center are several lines of larger, multi-colored tiles, creating a starburst or sunburst pattern. The overall design is intricate and traditional.

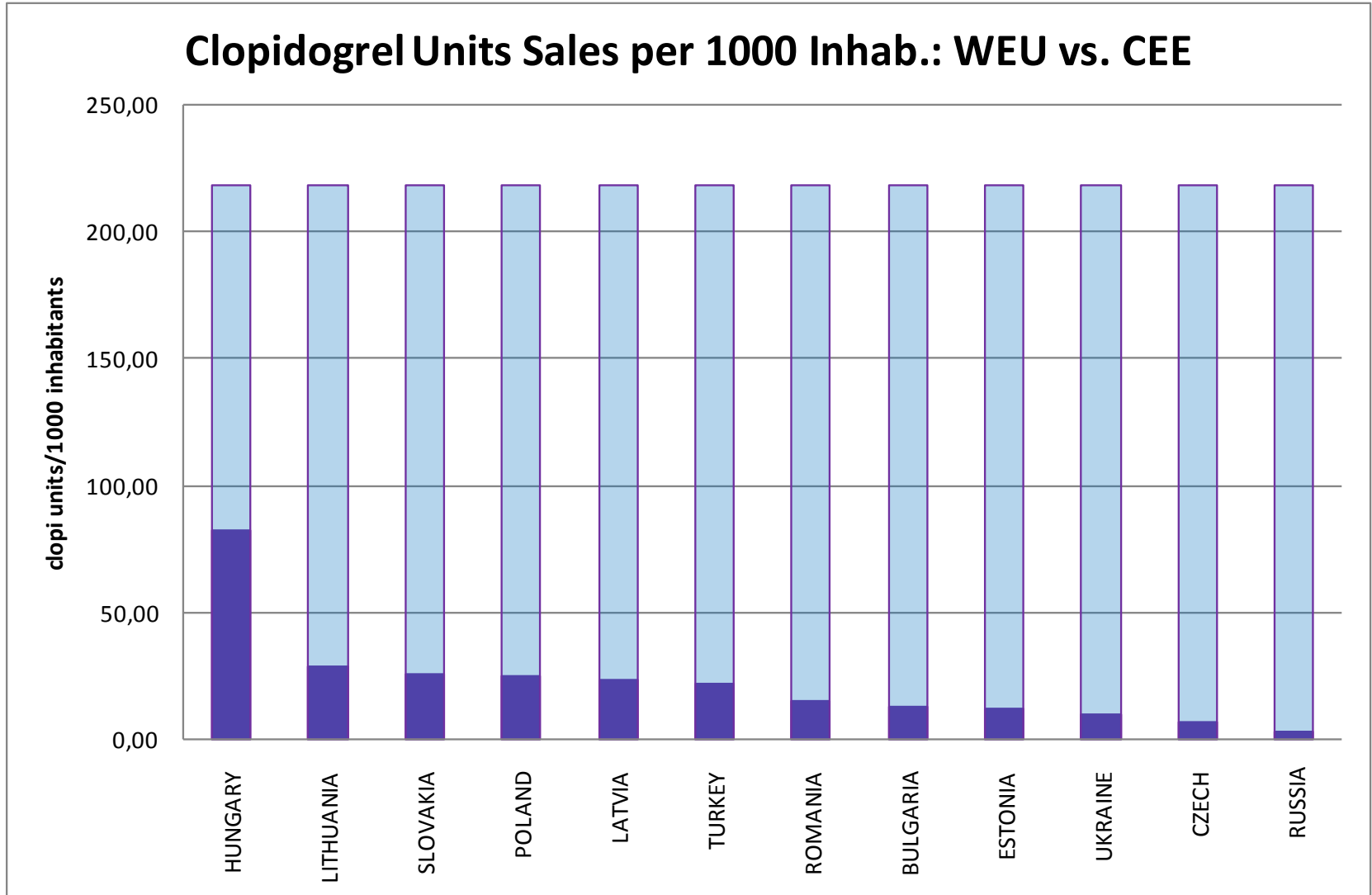
**Antiagregans treatment**

# Market Analysis in CEE

## Low dose ASA Market

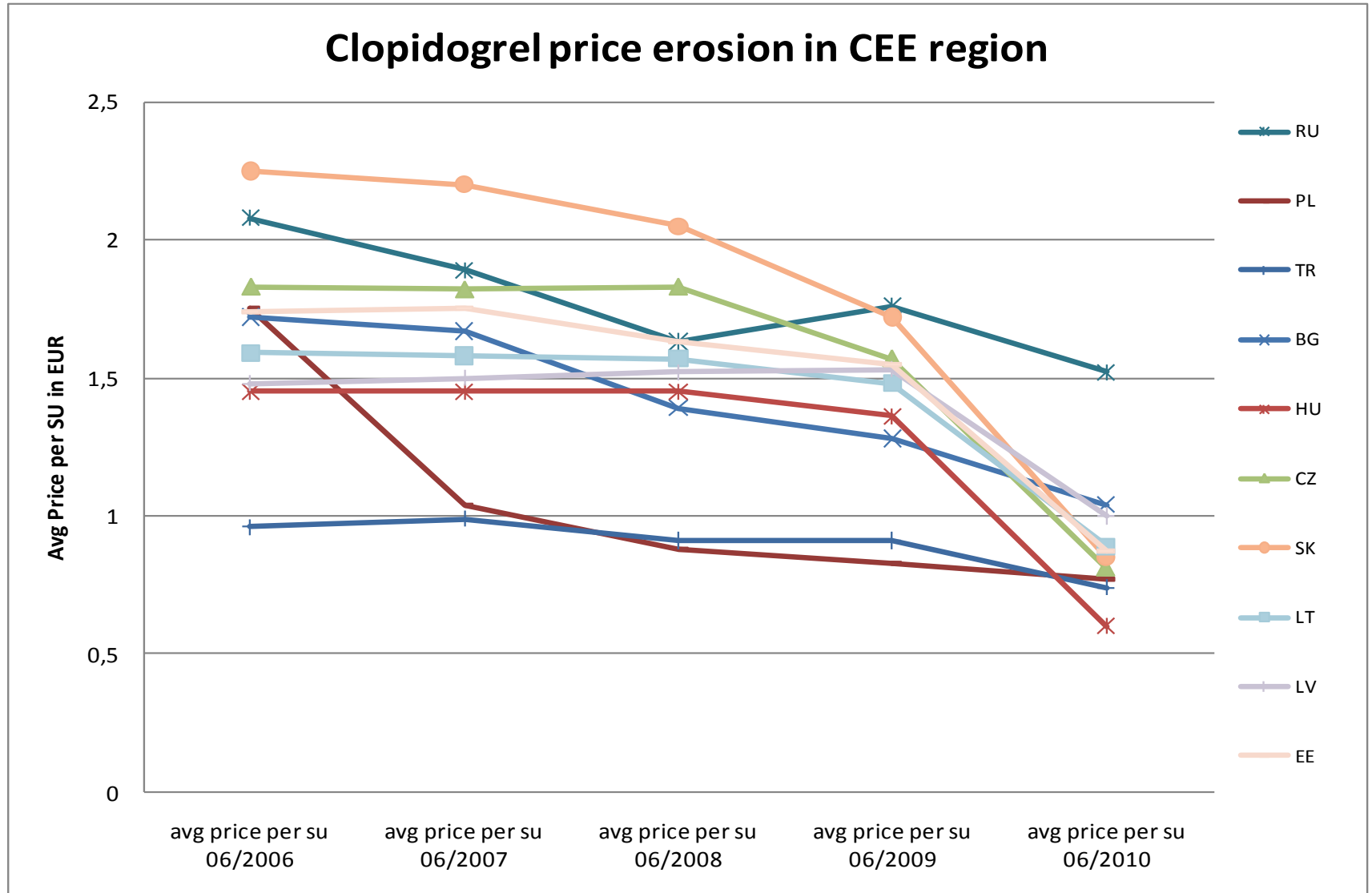


# Clopidogrel Treatment penetration



# Market Analysis in CEE

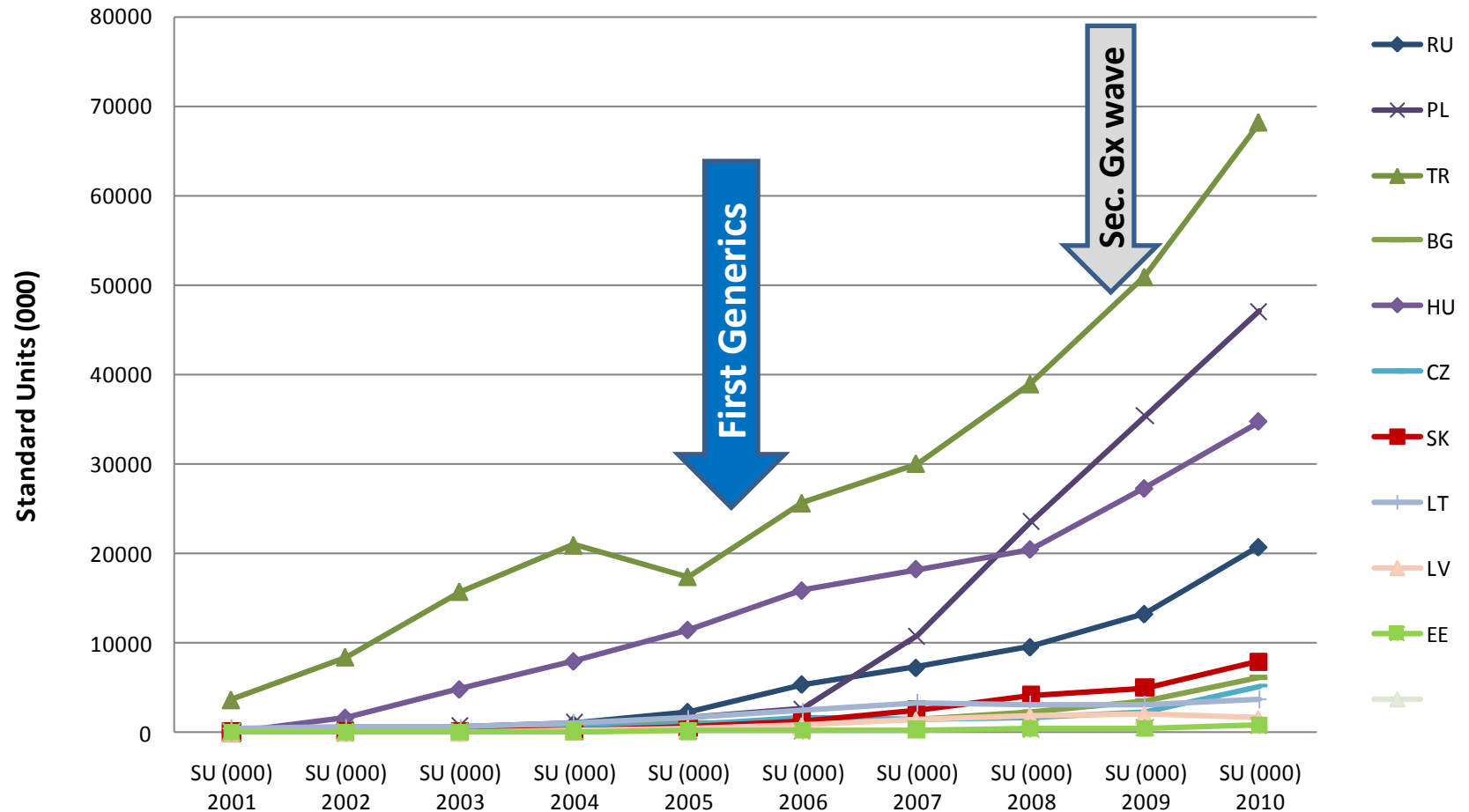
## Clopidogrel Market



# Market Analysis in CEE

## Clopidogrel Market

Clopidogrel SU development in CEE region



# Differences in dyslipidemia treatment penetration in selected countries of Western and Central and Eastern Europe

## Conclusions:

- In spite of constantly improving treatment penetration in CEE, there are significant differences among countries of the CEE region and WE and also among CEE as such
- The most comparable situation is in hypertension treatment, but differences still persist in penetration of modern treatment classes such as sartans
- There are significant differences between CEE and WE in dyslipidemia treatment penetration in most countries, mainly in statin class
- Usage of higher dose of statins is in CEE higher than in WE
- Low dose ASA is popular in the CEE region but for modern antiagregans treatment penetration (clopidogrel) the difference is the highest



A detailed mosaic floor featuring a central circular motif and a winding path. The mosaic is composed of small, multi-colored tiles in shades of blue, purple, green, and brown, set against a light-colored background. The central circle is surrounded by a ring of tiles, and a path winds through the design, creating a sense of movement and depth.

**Than you for your attention !**