

IMS Health & Quintiles are now



Rating of Russian pharmacy chains 1-2Q 2019

TOP-10 pharmacy chains and pharmacy associations by sales of drugs (excluding reimbursement drugs supply), 1-2Q 2019

#	Category	Regions	Pharmacy Chain / Pharmacy Association	Number of stores (1 April 2019)	Market share of pharmacy chain on the retail market, drugs only, 1-2Q 2019, %	Change in drug sales 1-2Q 2019/1-2Q 2018, %	The indicator of the relative sales of drugs, 1-2Q 2019 (relative to the leading audited company)	Average check, rub.	The rank of gross sales, 1-2Q 2019
1	Fed.	81	ASNA	8 671	13,4%	6,2%	2,171	325	-
2	Fed.	53	Rigla ¹	2 559	6,2%	16,0%	1,000	525	1
3	Fed.	39	Erkafarm ²	1 194	5,1%	0,4%	0,822	-	2
4	Intr.	27	Iris ³	1 598	4,4%	10,8%	0,706	-	6
5	Fed.	8	Pharmacy chain 36,6 ⁴	1 386	4,23%	11,4%	0,683	705	3
6	Fed.	10	Neo-farm	654	3,87%	28,8%	0,626	663	4
7	Fed.	35	Vita (Samara)	1 721	3,64%	44,6%	0,587	478	5
8	Fed.	40	April	1 412	3,11%	32,9%	0,503	455	7
9	Fed.	41	Planeta zdorov'ya*	1 702	2,93%	24,4%	0,474	-	8
10	Fed.	8	Farmland	1 250	2,38%	21,1%	0,385	486	9
Total:				22 147	49,2%	14,6%			

Fed. - federal; Intr. - interregional; Reg. - regional

*Expert assessment

1Including OZ, Zhivika and DOMfarma

2Including Including Doktor Stoletov, Ozerki, Raduga, Pervaya pomoshch', Ladushka, Khoroshaya apteka, Vashe zdorov'ye, Farmvolga, Narodnaya apteka, Novaya apteka, MosApteka, Ozerki u doma, Samson-pharma

3Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoj doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiye apteki, Novuyu apteka and Minitsen

4Including AVE Group; Gorzdrav; A5 Group and Kalina-Pharm

Source: based on data from pharmacy chains and pharmacy associations participating in the rating

TOP-10 pharmacy chains by gross sales (excluding reimbursement drugs supply), 1-2Q 2019

#	Pharmacy Chain	The indicator of the relative gross sales of drugs, 1-2Q 2019	Change in gross sales 1-2Q 2019/ 1-2Q 2018, %
1	Rigla ¹	1,000	15,6%
2	Erkafarm ²	0,790	-1,2%
3	Pharmacy chain 36,6 ⁴	0,634	2,9%
4	Neo-farm	0,553	28,9%
5	Vita (Samara)	0,543	43,5%
6	Iris ³	0,539	10,8%
7	April	0,479	30,1%
8	Planeta zdorov'ya*	0,462	27,1%
9	Farmland	0,375	20,7%
10	Melodiya zdorov'ya ⁵	0,251	55,8%

Fed. - federal; Intr. - interregional; Reg. -regional

*Expert assessment

¹Including OZ, Zhivika and DOMfarma

²Including Including Doktor Stoletov, Ozerki, Raduga, Pervaya pomoshch', Ladushka, Khoroshaya apteka, Vashe zdorov'ye, Farmvolga, Narodnaya apteka, Novaya apteka, MosApteka, Ozerki u doma, Samson-pharma

³Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoy doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiye apteki, Novuyu apteka and Minitsen

⁴Including AVE Group; Gorzdrav; A5 Group and Kalina-Pharm

⁵Including own pharmacies, excluding franchising and partners

Source: based on data from pharmacy chains and pharmacy associations participating in the rating

TOP-6 pharmacy associations and service platforms by sales of drugs (excluding reimbursement drugs supply), 1-2Q 2019

#	Pharmacy Association / Service Platform	Head Office	Number of stores (1 April 2019)	Market share of pharmacy association on the retail market, drugs only, 1-2Q 2019, %	Change of drug sales 1-2Q 2019/1-2Q 2018, %	The indicator of the relative sales of drugs, 1-2Q 2019
1	ASNA	Moscow	8 671	13,44%	6,2%	1,000
2	ProApteka	Moscow	5 892	7,09%	22,3%	0,482
3	MFU ⁷	S.Petersburg	3 395	2,28%	36,0%	0,177
4	Sozvezdiye	Moscow	2 506	1,80%	182,5%	0,128
5	VESNA ⁸	S.Petersburg	1 422	1,44%	7,1%	0,116
6	Zdravcity	Moscow	15 598	0,17%	281,8%	0,014

⁷MedPharm Unity

⁸All-Russian United Commonwealth of Independent Drugstores

Source: based on data from pharmacy associations and service platform participating in the rating