

Rating of Russian pharmacy chains 1-3Q 2019

TOP-10 pharmacy chains and pharmacy associations by sales of drugs (excluding reimbursement drugs supply), 1-3Q 2019

#	Category	Regions	Pharmacy Chain / Pharmacy Association	Number of stores (1 October 2019)	Market share of pharmacy chain on the retail market, drugs only, 1-3Q 2019, %	Change in drug sales 1-3Q 2019/1-3Q 2018, %	The indicator of the relative sales of drugs, 1-3Q 2019 (relative to the leading audited company)	Average check, rub.	The rank of gross sales, 1-3Q 2019 (relative to the leading audited company)
1	Fed.	81	ASNA	8 744	14,0%	6,9%	2,139	324	-
2	Fed.	53	Rigla ¹	2 676	6,5%	15,8%	1,000	525	1
3	Fed.	39	Erkafarm ²	1 178	5,4%	0,6%	0,832	-	2
5	Fed.	8	Pharmacy chain 36,6 ⁴	1 382	4,69%	8,0%	0,717	725	3
4	Intr.	27	Iris ³	1 607	4,0%	14,5%	0,607	-	6
6	Fed.	10	Neo-farm	694	3,95%	28,9%	0,605	661	4
7	Fed.	35	Vita (Samara)	1 721	3,77%	39,3%	0,577	476	5
8	Fed.	44	April	1 452	3,41%	24,6%	0,521	479	7
9	Fed.	46	Planeta zdorov'ya*	1 739	2,94%	15,8%	0,450	-	8
10	Fed.	8	Farmland	1 258	2,54%	21,9%	0,388	489	9
Total:				22 451	51,2%	17,6%			

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), 1-3Q 2019

#	Pharmacy Chain	The indicator of the relative gross sales of drugs, 1-3Q 2019	Change in gross sales 1-3Q 2019/ 1-3Q 2018, %
1	Rigla ¹	1,000	15,5%
2	Erkafarm ²	0,803	0,5%
3	Pharmacy chain 36,6 ⁴	0,656	2,7%
4	Neo-farm	0,546	28,8%
5	Vita (Samara)	0,534	37,7%
6	Iris ³	0,533	12,3%
7	April	0,497	24,6%
8	Planeta zdorov'ya*	0,444	22,8%
9	Farmland	0,377	21,6%
10	Melodiya zdorov'ya ⁵	0,255	57,0%

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 gorodskiy 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), 1-3Q 2019

#	Pharmacy Association / Service Platform	Head Office	Number of stores (1 October 2019)	Market share of pharmacy association on the retail market, drugs only, 1-3Q 2019, %	Change of drug sales 1-3Q 2019/1-3Q 2018, %	The indicator of the relative sales of drugs, 1-3Q 2019
1	ASNA	Moscow	8 744	13,98%	6,9%	1,000
2	ProApteka	Moscow	5 755	8,69%	19,0%	0,539
3	MFU ⁷	S.Petersburg	3 908	2,16%	63,6%	0,152
4	Sozvezdiye	Moscow	2 734	2,16%	153,4%	0,143
5	VESNA ⁸	S.Petersburg	1 632	1,53%	17,4%	0,111
6	Zdravcity	Moscow	15 664	0,17%	313,3%	0,013

⁷MedPharm Unity

⁸All-Russian United Commonwealth of Independent Drugstores

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