

Rating of Russian pharmacy

Chains 1-2Q 2020

TOP-10 pharmacy chains and pharmacy associations by sales of drugs (excluding reimbursement drugs supply) 1-2Q 2020

#	Category*	Regions	Pharmacy Chain / Pharmacy Association	Number of stores (1 July 2020)	Market share of pharmacy chain on the retail market, drugs only, 1-2Q 2020, %	Change in drug sales 1-2Q 2020 vs. 1-2Q 2019, %	The indicator of the relative sales of drugs, 1-2Q 2020 (relative to the leading audited company)	Average check, rub.	The rank of gross sales 1-2Q 2020 (relative to the leading audited company)
1	Fed.	83	ASNA	11 353	13,22%	18,5%	-	327	-
2	Fed.	54	Rigla ¹	2 964	5,84%	13,6%	1,000	567	1
3	Fed.	39	Erkafarm ²	1 067	4,49%	6,3%	0,769	-	2
4	Fed.	10	Neo-farm	767	3,80%	18,1%	0,651	750	4
5	Int.	8	Pharmacy chains 36,6 ^{**4}	1 420	3,62%	12,3%	0,620	727	3
6	Fed.	27	Iris ³	1 714	3,10%	37,2%	0,532	-	5
7	Fed.	51	April	1 411	3,04%	7,9%	0,520	532	6
8	Fed.	46	Planeta zdorov'ya ^{**}	1 736	3,00%	6,6%	0,514	-	8
9	Fed.	36	Vita (Samara)	1 776	2,99%	1,8%	0,513	487	7
10	Fed.	8	Farmland	1 286	2,12%	7,2%	0,363	509	9
Total:				25 598	45,22%	12,9%			

*Fed. = federal, Intr. = interregional, Reg. = regional

**Expert assessment

¹ Including OZ, Zhivika and DOMfarma

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

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

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

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

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TOP-10 pharmacy chains by gross sales (excluding reimbursement drugs supply) 1-2Q 2020

#	Pharmacy Chain	The indicator of the relative gross sales of drugs, 1-2Q 2020	Change in gross sales 1-2Q 2020 vs. 1-2Q 2019, %
1	Rigla ¹	1,000	14,3%
2	Erkafarm ²	0,667	-3,5%
3	Pharmacy chain 36,6* ⁴	0,633	17,9%
4	Neo-farm	0,575	18,7%
5	Iris ³	0,516	34,8%
6	April	0,494	17,8%
7	Vita (Samara)	0,485	2,1%
8	Planeta zdorov'ya*	0,481	10,7%
9	Farmland	0,361	10,2%
10	Melodiya zdorov'ya ⁵	0,283	28,6%

*Expert assessment

1 Including OZ, Zhivika and DOMfarma

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

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

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

5 Including own pharmacies, excluding franchising and partners

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

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TOP-6 pharmacy associations and service platforms by sales of drugs (excluding reimbursement drugs supply) 1-2Q 2020

#	Pharmacy Association / Service Platform	Head Office	Number of stores (1 July 2020)	Market share of pharmacy association on the retail market, drugs only, 1-2Q 2020, %	Change of drug sales 1-2Q 2020 vs. 1-2Q 2019, %	The indicator of the relative sales of drugs, 1-2Q 2020
1	ASNA	Moscow	11 353	13,22%	18,5%	1,000
2	ProApteka	Moscow	5 756	6,79%	15,4%	0,445
3	MFU ¹	St. Petersburg	4 693	6,05%	65,7%	0,455
4	Sozvezdiye	Moscow	4 056	3,26%	118,0%	0,246
5	VESNA ²	St. Petersburg	1 538	1,45%	21,6%	0,114
6	Zdravcity	Moscow	14 880	0,28%	92,4%	0,023

¹ MedPharm Unity

² All-Russian United Commonwealth of Independent Drugstores

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

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