

# Rating of Russian pharmacy chains 1-2Q 2021

# TOP-10 pharmacy chains and pharmacy associations by sales of drugs (excluding reimbursement drugs supply) 1-2Q 2021

#	Category*	Regions	Pharmacy Chain / Pharmacy Association	Number of stores (1 July 2021)	Market share of pharmacy chain on the retail market, drugs only, 1-2Q 2021, %	Change in drug sales 1-2Q 2021 vs. 1-2Q 2020, %	The indicator of the relative sales of drugs, 1-2Q 2021 (relative to the leading audited company)	Average check, rub.	The rank of gross sales 1-2Q 2021 (relative to the leading audited company)
1	Fed.	81	ASNA	14 006	11,85%	-8,0%	-	382	-
2	Fed.	56	Rigla <sup>1</sup>	3 279	6,82%	19,9%	1,000	606	1
3	Fed.	27	Iris <sup>2</sup>	2 521	5,00%	11,9%	0,733	-	2
5	Fed.	35	Erkafarm <sup>3</sup>	997	4,81%	-3,7%	0,706	-	4
4	Int.	8	Pharmacy chain 36,6 <sup>4</sup>	1 479	4,32%	10,1%	0,633	-	6
6	Fed.	54	April	2 285	4,22%	44,0%	0,619	568	3
7	Fed.	8	Neo-farm	860	3,78%	5,2%	0,555	-	5
8	Fed.	37	Vita (Samara)	1 873	3,06%	4,8%	0,449	-	7
9	Fed.	46	Farmland	1 389	2,64%	27,8%	0,387	570	8
10	Fed.	45	Melodiya zdorov'ya <sup>5</sup>	864	1,87%	11,7%	0,274	558	9
<b>Total:</b>				<b>29 553</b>	<b>48,4%</b>	<b>12,4%</b>			

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

<sup>1</sup> Including OZ, Zhivika and DOMfarma

<sup>2</sup> Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoj doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiy apteki, Farmaimpex, Novaya apteka and Minitsen

<sup>3</sup> Including Doktor Stoletov, Ozerki, Raduga, Pervaya pomoshch', Ladushka, Khoroshaya apteka, Vashe zdorov'ye, Farmvolga, Narodnaya apteka, Novaya apteka, MosApteka, Ozerki u doma

<sup>4</sup> Including AVE Group; Gorzdrav; A5 Group and Kalina-Pharm

<sup>5</sup> 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-10 pharmacy chains by gross sales (excluding reimbursement drugs supply) 1-2Q 2021

#	Pharmacy Chain	The indicator of the relative gross sales of drugs, 1-2Q 2021	Change in gross sales 1-2Q 2021 vs. 1-2Q 2020, %
1	Rigla <sup>1</sup>	1,000	18,9%
2	Iris <sup>2</sup>	0,619	10,4%
3	April	0,607	46,2%
4	Erkafarm <sup>3</sup>	0,540	-3,7%
5	Neo-farm	0,518	5,5%
6	Pharmacy chain 36,6 <sup>4</sup>	0,485	10,1%
7	Vita (Samara)	0,431	5,8%
8	Farmland	0,383	25,9%
9	Melodiya zdorov'ya <sup>5</sup>	0,268	12,8%
10	Maxavit	0,204	6,6%

<sup>1</sup> Including OZ, Zhivika and DOMfarma

<sup>2</sup> Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoy doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiyе apteki, Farmaimpex, Novaya apteka and Minitsen

<sup>3</sup> Including Doktor Stoletov, Ozerki, Raduga, Pervaya pomoshch', Ladushka, Khoroshaya apteka, Vashe zdorov'ye, Farmvolga, Narodnaya apteka, Novaya apteka, MosApteka, Ozerki u doma

<sup>4</sup> Including AVE Group; Gorzdrav; A5 Group and Kalina-Pharm

<sup>5</sup> Including own pharmacies, excluding franchising and partners

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# TOP-6 pharmacy associations and service platforms by sales of drugs (excluding reimbursement drugs supply) 1-2Q 2021

#	Pharmacy Association / Service Platform	Head Office	Number of stores (1 July 2021)	Market share of pharmacy association on the retail market, drugs only, 1-2Q 2021, %	Change of drug sales 1-2Q 2021 vs. 1-2Q 2020, %	The indicator of the relative sales of drugs, 1-2Q 2021
1	ASNA	Moscow	14 006	11,85%	-8,0%	1,000
2	ProApteka	Moscow	8 091	9,20%	39,1%	0,651
3	MFU <sup>1</sup>	St. Petersburg	5 182	6,16%	4,5%	0,494
4	Sozvezdiye	Moscow	4 771	5,09%	60,2%	0,436
5	VESNA <sup>2</sup>	St. Petersburg	1 404	1,45%	2,3%	0,123
6	Zdravcity	Moscow	16 983	0,55%	130,9%	0,050

<sup>1</sup> MedPharm Unity

<sup>2</sup> 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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