

# Rating of Russian pharmacy chains 1-3Q 2021

# TOP-10 pharmacy chains and pharmacy associations by sales of drugs (excluding reimbursement drugs supply) 1-3Q 2021

#	Category*	Regions	Pharmacy Chain / Pharmacy Association	Number of stores (1 Oct 2021)	Market share of pharmacy chain on the retail market, drugs only, 1-3Q 2021, %	Change in drug sales 1-3Q 2021 vs. 1-3Q 2020, %	The indicator of the relative sales of drugs, 1-3Q 2021 (relative to the leading audited company)	Average check, rub.	The rank of gross sales 1-3Q 2021 (relative to the leading audited company)
1	Fed.	80	ASNA	15 018	12,03%	0,4%	-	388	-
2	Fed.	56	Rigla <sup>1</sup>	3 346	6,86%	23,1%	1,000	610	1
3	Fed.	79	United Pharmacy Chain Erkafarm and Melodiya zdorov'ya <sup>2</sup>	1 825	6,61%	-0,5%	0,963	569	2
5	Fed.	27	Iris <sup>3</sup>	2 686	4,96%	14,7%	0,723	-	4
4	Fed.	54	April	2 657	4,64%	45,6%	0,676	577	3
6	Fed.	13	Neo-farm	959	3,67%	6,4%	0,534	-	5
7	Fed.	37	Vita (Samara)	1 927	3,07%	8,0%	0,448	-	6
8	Fed.	10	Farmland	1 481	2,72%	30,1%	0,396	578	7
9	Int.	36	Maxavit	685	1,41%	6,6%	0,206	595	8
10	Reg.	2	Gubernskiye Apteki	355	0,91%	9,1%	0,133	998	9
<b>Total:</b>				<b>30 939</b>	<b>46,9%</b>	<b>14,3%</b>			

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

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

<sup>2</sup> Including Doktor Stoletov, Ozerki, Raduga, Pervaya pomoshch', Ladushka, Khoroshaya apteka, Vashe zdorov'ye, Farmvolga, Narodnaya apteka, Novaya apteka, MosApteka, Ozerki u doma, Melodiya zdorov'ya

<sup>3</sup> Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoy doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiye apteki, Farmaimpex, Novaya apteka and Minitsen

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) 1-3Q 2021

#	Pharmacy Chain	The indicator of the relative gross sales of drugs, 1-3Q 2021	Change in gross sales 1-3Q 2021 vs. 1-3Q 2020, %
1	Rigla <sup>1</sup>	1,000	21,3%
2	United Pharmacy Chain Erkafarm and Melodiya zdorov'ya <sup>2</sup>	0,795	0,1%
3	April	0,661	46,3%
4	Neo-farm	0,499	6,2%
5	Vita (Samara)	0,430	8,6%
6	Farmland	0,391	28,4%
7	Maxavit	0,198	7,5%
8	Gubernskiye Apteki	0,125	11,0%
9	Volgofarm	0,051	4,1%
10	Vasha №1	0,042	47,6%

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

<sup>2</sup> Including Doktor Stoletov, Ozerki, Raduga, Pervaya pomoshch', Ladushka, Khoroshaya apteka, Vashe zdorov'ye, Farmvolga, Narodnaya apteka, Novaya apteka, MosApteka, Ozerki u doma, Melodiya zdorov'ya

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) 1-3Q 2021

#	Pharmacy Association / Service Platform	Head Office	Number of stores (1 Oct 2021)	Market share of pharmacy association on the retail market, drugs only, 1-3Q 2021, %	Change of drug sales 1-3Q 2021 vs. 1-3Q 2020, %	The indicator of the relative sales of drugs, 1-3Q 2021
1	ASNA	Moscow	15 018	12,03%	0,4%	1,000
2	ProApteka	Moscow	8 129	10,36%	33,2%	0,734
3	Sozvezdiye	Moscow	4 874	5,38%	66,0%	0,456
4	Iris <sup>1</sup>	Moscow	2 686	4,96%	14,7%	0,342
5	MFU <sup>2</sup>	St. Petersburg	5 243	2,13%	15,4%	0,169
6	VESNA <sup>3</sup>	St. Petersburg	1 643	1,43%	8,5%	0,116

<sup>1</sup> Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoy doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiye apteki, Farmaimpex, Novaya apteka and Minitsen

<sup>2</sup> MedPharm Unity

<sup>3</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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