

Rating of Russian pharmacy chains 1-4Q 2019

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

#	Category	Regions	Pharmacy Chain / Pharmacy Association	Number of stores (1 January 2020)	Market share of pharmacy chain on the retail market, drugs only, 2019, %	Change in drug sales 2019 vs. 2018, %	The indicator of the relative sales of drugs, 2019 (relative to the leading audited company)	Average check, rub.	The rank of gross sales 2019 (relative to the leading audited company)
1	Fed.	81	ASNA	9 345	14,1%	10,6%	2,23	322	-
2	Fed.	53	Rigla ¹	2 846	6,3%	17,0%	1,00	533	1
3	Fed.	39	Erkafarm ²	1 168	5,2%	0,2%	0,82	-	2
5	Fed.	8	Pharmacy chains 36,6* ⁴	1 402	4,4%	2,9%	0,71	740	3
4	Intr.	27	Iris ³	1 621	3,9%	7,2%	0,62	-	6
6	Fed.	10	Neo-farm	736	3,8%	26,9%	0,60	665	4
7	Fed.	35	Vita (Samara)	1 742	3,6%	36,3%	0,57	481	5
8	Fed.	44	April	1 479	3,2%	22,8%	0,50	453	7
9	Fed.	46	Planeta zdorov'ya*	1 745	2,9%	7,5%	0,47	-	8
10	Fed.	8	Farmland	1 265	2,4%	20,7%	0,38	496	9
Total:				23 330	49,8%	15,2%			

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 gorodskiy apteki, Novuy apteka and Minitsen

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

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) 2019

#	Pharmacy Chain	The indicator of the relative gross sales of drugs, 2019	Change in gross sales 2019 vs. 2018, %
1	Rigla ¹	1,00	16,7%
2	Erkafarm ²	0,80	0,1%
3	Pharmacy chain 36,6 ^{*4}	0,64	2,9%
4	Neo-farm	0,55	9,9%
5	Vita (Samara)	0,55	26,9%
6	Iris ³	0,53	31,6%
7	April	0,48	26,2%
8	Planeta zdorov'ya*	0,45	25,2%
9	Farmland	0,37	20,6%
10	Melodiya zdorov'ya ⁵	0,26	61,6%

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 gorodskiye 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) 2019

#	Pharmacy Association / Service Platform	Head Office	Number of stores (1 January 2020)	Market share of pharmacy association on the retail market, drugs only, 2019, %	Change of drug sales 2019 vs. 2018, %	The indicator of the relative sales of drugs, 2019
1	ASNA	Moscow	9 345	14,05%	10,6%	1,000
2	ProApteka	Moscow	5 794	7,38%	29,7%	0,455
3	MFU ¹	St Petersburg	4 411	1,84%	74,6%	0,129
4	Sozvezdiye	Moscow	3 213	2,23%	62,1%	0,147
5	VESNA ²	St Petersburg	1 664	1,41%	18,8%	0,103
6	Zdravcity	Moscow	15 150	0,18%	334,1%	0,014

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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