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Rating of Russian pharmacy chains 1Q 2019

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

#	Category	Regions	Pharmacy Chain / Pharmacy Association	Number of stores (1 April 2019)	Market share of pharmacy chain on the retail market, drugs only, 1Q 2019, %	Change in drug sales 1Q 2019/1Q 2018, %	The indicator of the relative sales of drugs, 1Q 2019 (relative to the leading audited company)	Average check, rub.	The rank of gross sales, 1Q 2019
1	Fed.	84	ASNA	8 665	13,91%	6,9%	2,248	325	-
2	Fed.	53	Rigla ¹	2 472	6,19%	19,5%	1,000	528	1
3	Fed.	39	Erkafarm ²	1 200	4,86%	15,0%	0,785	-	2
4	Intr.	8	Pharmacy chain 36,6 ³	1 368	4,28%	4,0%	0,691	711	3
5	Fed.	27	Iris ⁴	1 560	3,84%	14,1%	0,620	-	5
6	Fed.	35	Vita (Samara)	1 671	3,63%	48,0%	0,587	477	4
7	Fed.	10	Neo-farm	642	3,58%	30,7%	0,579	658	6
8	Fed.	41	Planeta zdorov'ya*	1 680	2,95%	20,4%	0,477	-	7
9	Fed.	41	April*	1 335	2,46%	46,4%	0,397	-	8
10	Fed.	8	Farmland	1 209	2,34%	19,2%	0,378	493	9
Total:				21 802	48,03%	16,7%			

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

3Including AVE Group; Gorzdrav; A5 Group and Kalina-Pharm

4Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoy doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiyte apteki, Novuyu apteka and Minitsen

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), 1Q 2019

#	Pharmacy Chain	The indicator of the relative gross sales of drugs, 1Q 2019	Change in gross sales 1Q 2019/ 1Q 2018, %
1	Rigla ¹	1,000	19,2%
2	Erkafarm ²	0,777	16,9%
3	Pharmacy chain 36,6 ³	0,642	0,5%
4	Vita (Samara)	0,547	47,2%
6	Iris ⁴	0,545	12,3%
6	Neo-farm	0,541	30,4%
7	Planeta zdorov'ya*	0,448	17,7%
8	April*	0,380	57,9%
9	Farmland	0,368	19,0%
10	Melodiya zdorov'ya ⁵	0,241	47,7%

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

³Including AVE Group; Gorzdrav; A5 Group and Kalina-Pharm

⁴Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoy doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiy apteki, Novuyu apteka and Minitsen

⁵Including own pharmacies, excluding franchising and partners

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

TOP-5 pharmacy associations and service platforms by sales of drugs (excluding reimbursement drugs supply), 1Q 2019

#	Pharmacy Association / Service Platform	Head Office	Number of stores (1 April 2019)	Market share of pharmacy association on the retail market, drugs only, 1Q 2019, %	Change of drug sales 1Q 2019/1Q 2018, %	The indicator of the relative sales of drugs, 1Q 2019
1	ASNA	Moscow	8 665	13,91%	6,9%	1,000
2	ProApteka	Moscow	5 815	7,55%	45,4%	0,543
3	MFU ⁷	S.Petersburg	2 805	4,51%	9,1%	0,324
4	Sozvezdiye	Moscow	1 896	1,72%	172,3%	0,124
5	VESNA ⁸	S.Petersburg	1 288	1,48%	13,0%	0,107

⁷MedPharm Unity

⁸All-Russian United Commonwealth of Independent Drugstores

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