# Rating of Russian pharmacy

*Chains 1-3Q 2020*

# TOP-10 pharmacy chains and pharmacy associations by sales of drugs (excluding reimbursement drugs supply) 1-3Q 2020

| # | Category* | Regions | Pharmacy Chain / Pharmacy Association | Number of stores (1 October 2020) | Market share of pharmacy chain on the retail market, drugs only, 1-3Q 2020, % | Change in drug sales 1-3Q 2020 vs. 1-3Q 2019, % | The indicator of the relative sales of drugs, 1-3Q 2020 (relative to the leading audited company) | Average check, rub. | The rank of gross sales 1-3Q 2020 (relative to the leading audited company) |
|---|---|---|---|---|---|---|---|---|---|
| 1 | Fed. | 81 | ASNA | 11 410 | 12,74% | 13,8% | - | 327 | - |
| 2 | Fed. | 56 | Rigla[1] | 3 073 | 5,93% | 13,4% | 1,000 | 564 | 1 |
| 3 | Fed. | 36 | Erkafarm[2] | 1 067 | 4,76% | 13,0% | 0,802 | - | 2 |
| 4 | Int. | 8 | Pharmacy chains 36,6**[4] | 1 431 | 4,09% | 9,6% | 0,690 | 1 065 | |
| 5 | Fed. | 52 | April | 1 765 | 3,63% | 26,1% | 0,611 | 529 | |
| 6 | Fed. | 10 | Neo-farm | 786 | 3,59% | 16,6% | 0,605 | 743 | 4 |
| 7 | Fed. | 27 | Iris[3] | 1 767 | 3,11% | 4,7% | 0,524 | - | 5 |
| 8 | Fed. | 37 | Vita (Samara) | 1 794 | 3,03% | 2,6% | 0,511 | - | |
| 9 | Fed. | 46 | Planeta zdorov'ya** | 1 736 | 2,95% | 7,0% | 0,498 | - | 8 |
| 10 | Fed. | 8 | Farmland | 1 290 | 2,22% | 9,4% | 0,375 | 514 | 9 |
| **Total:** | | | | **26 119** | **46,05%** | **11,6%** | | | |

*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
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) 1-3Q 2020

| # | Pharmacy Chain | The indicator of the relative gross sales of drugs, 1-3Q 2020 | Change in gross sales 1-3Q 2020 vs. 1-3Q 2019, % |
|---|---|---|---|
| 1 | Rigla[1] | 1,000 | 14,3% |
| 2 | Erkafarm[2] | 0,687 | -2,2% |
| 3 | Pharmacy chain 36,6*[4] | 0,614 | 5,7% |
| 4 | Neo-farm | 0,558 | 16,8% |
| 5 | April | 0,548 | 26,1% |
| 6 | Iris[3] | 0,512 | 9,7% |
| 7 | Vita (Samara) | 0,482 | 3,2% |
| 8 | Planeta zdorov'ya* | 0,465 | 7,0% |
| 9 | Farmland | 0,369 | 11,8% |
| 10 | Melodiya zdorov’ya[5] | 0,277 | 24,1% |

*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

# TOP-6 pharmacy associations and service platforms by sales of drugs (excluding reimbursement drugs supply) 1-3Q 2020

| # | Pharmacy Association / Service Platform | Head Office | Number of stores (1 October 2020) | Market share of pharmacy association on the retail market, drugs only, 1-3Q 2020, % | Change of drug sales 1-3Q 2020 vs. 1-3Q 2019, % | The indicator of the relative sales of drugs, 1-3Q 2020 |
|---|---|---|---|---|---|---|
| 1 | ASNA | Moscow | 11 410 | 12,74% | 13,8% | 1,000 |
| 2 | ProApteka | Moscow | 6 319 | 8,27% | 18,9% | 0,538 |
| 3 | MFU[1] | St. Petersburg | 4 957 | 6,04% | 44,2% | 0,452 |
| 4 | Sozvezdiye | Moscow | 4 371 | 3,45% | 99,9% | 0,263 |
| 5 | VESNA[2] | St. Petersburg | 1 468 | 1,40% | 14,0% | 0,107 |
| 6 | Zdravcity | Moscow | 14 880 | 0,30% | 84,8% | 0,024 |

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