

# Rating of Russian pharmacy chains 1Q 2021

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

#	Category*	Regions	Pharmacy Chain / Pharmacy Association	Number of stores (1 April 2021)	Market share of pharmacy chain on the retail market, drugs only, 1Q 2021, %	Change in drug sales 1Q 2021 vs. 1Q 2020, %	The indicator of the relative sales of drugs, 1Q 2021 (relative to the leading audited company)	Average check, rub.	The rank of gross sales 1Q 2021 (relative to the leading audited company)
1	Fed.	81	ASNA	12 919	11,32%	-13,9%	-	357	-
2	Fed.	57	Rigla <sup>1</sup>	3 207	6,11%	-5,2%	1,000	615	1
3	Fed.	27	Iris <sup>2</sup>	2 437	5,15%	1,7%	0,843	-	2
5	Fed.	36	Erkafarm <sup>3</sup>	1 070	5,05%	-7,3%	0,827	-	4
4	Fed.	52	April	2 059	4,44%	27,3%	0,726	571	3
6	Fed.	13	Neo-farm	832	3,72%	-8,9%	0,608	774	6
7	Int.	8	Pharmacy chain 36,6 <sup>**4</sup>	1 587	3,53%	4,0%	0,578	-	5
8	Fed.	35	Vita (Samara)	1 825	3,12%	-7,3%	0,511	-	7
9	Fed.	46	Planeta zdorov'ya <sup>**</sup>	2 018	3,08%	20,4%	0,504	-	8
10	Fed.	8	Farmland	1 363	2,64%	13,7%	0,432	585	9
<b>Total:</b>				<b>29 317</b>	<b>48,2%</b>	<b>2,4%</b>			

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

\*\*Expert assessment

1 Including OZ, Zhivika and DOMfarma

2 Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoy doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiy apteki, Farmaimpex, Novaya apteka and Minitsen

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

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

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) 1Q 2021

#	Pharmacy Chain	The indicator of the relative gross sales of drugs, 1Q 2021	Change in gross sales 1Q 2021 vs. 1Q 2020, %
1	Rigla <sup>1</sup>	1,000	5,2%
2	Iris <sup>2</sup>	0,647	1,2%
3	April	0,577	25,4%
4	Erkafarm <sup>3</sup>	0,576	-7,3%
5	Pharmacy chain 36,6 <sup>**4</sup>	0,523	0,5%
6	Neo-farm	0,513	-8,2%
7	Vita (Samara)	0,448	-4,7%
8	Planeta zdorov'ya <sup>**</sup>	0,446	17,7%
9	Farmland	0,388	14,7%
10	Melodiya zdorov'ya <sup>5</sup>	0,262	2,3%

\*Expert assessment

1 Including OZ, Zhivika and DOMfarma

2 Including Fakmakopeyka, Farmakopeyka 24, Khelmi, Tvoj doktor, Zdes' apteka, Farmani, Aptechestvo, Stavropol'skiye gorodskiye apteki, Farmaimpex, Novaya apteka and Minitsen

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

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) 1Q 2021

#	Pharmacy Association / Service Platform	Head Office	Number of stores (1 April 2021)	Market share of pharmacy association on the retail market, drugs only, 1Q 2021, %	Change of drug sales 1Q 2021 vs. 1Q 2020, %	The indicator of the relative sales of drugs, 1Q 2021
1	ASNA	Moscow	12 919	11,32%	-13,9%	1,000
2	ProApteka	Moscow	7 865	10,02%	28,3%	0,727
3	MFU <sup>1</sup>	St. Petersburg	5 157	6,61%	-3,2%	0,546
4	Sozvezdiye	Moscow	4 638	4,85%	62,3%	0,427
5	VESNA <sup>2</sup>	St. Petersburg	1 488	1,62%	2,2%	0,141
6	Zdravcity	Moscow	15 906	0,32%	94,1%	0,031

<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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