

Retail pharmacy market based on the results of the 1st quarter 2017

The capacity of the retail commercial pharmacy market (drugs, dietary supplements, additional pharmacy range) reached 279 billion rubles in the prices of pharmacy sales, in the first quarter of 2017, which is 13.4% more than in the previous year. In foreign currency, the sales grew by 45.3% in US dollars and by 50.2% in European currency. In volume terms, about 1.69 billion packs were sold, which is 9.5% more than in the first quarter of 2016. Medicinal products make the biggest contribution to pharmacy sales: in 2016, medicinal products made about 75% of all sales in terms of value, while the sales of additional pharmacy range including health care products, medical equipment, cosmetics, etc., and dietary supplements accounted for 4.4% of sales. The retail segment of medicinal products produces the most significant contribution and influence on the commercial pharmacy market and reflects its dynamics: medicinal products sales increased by 13.2% in rubles and demonstrated the equivalent growth in currency - 45.5% in US dollars and 50.4% in Euros (Fig. 1).

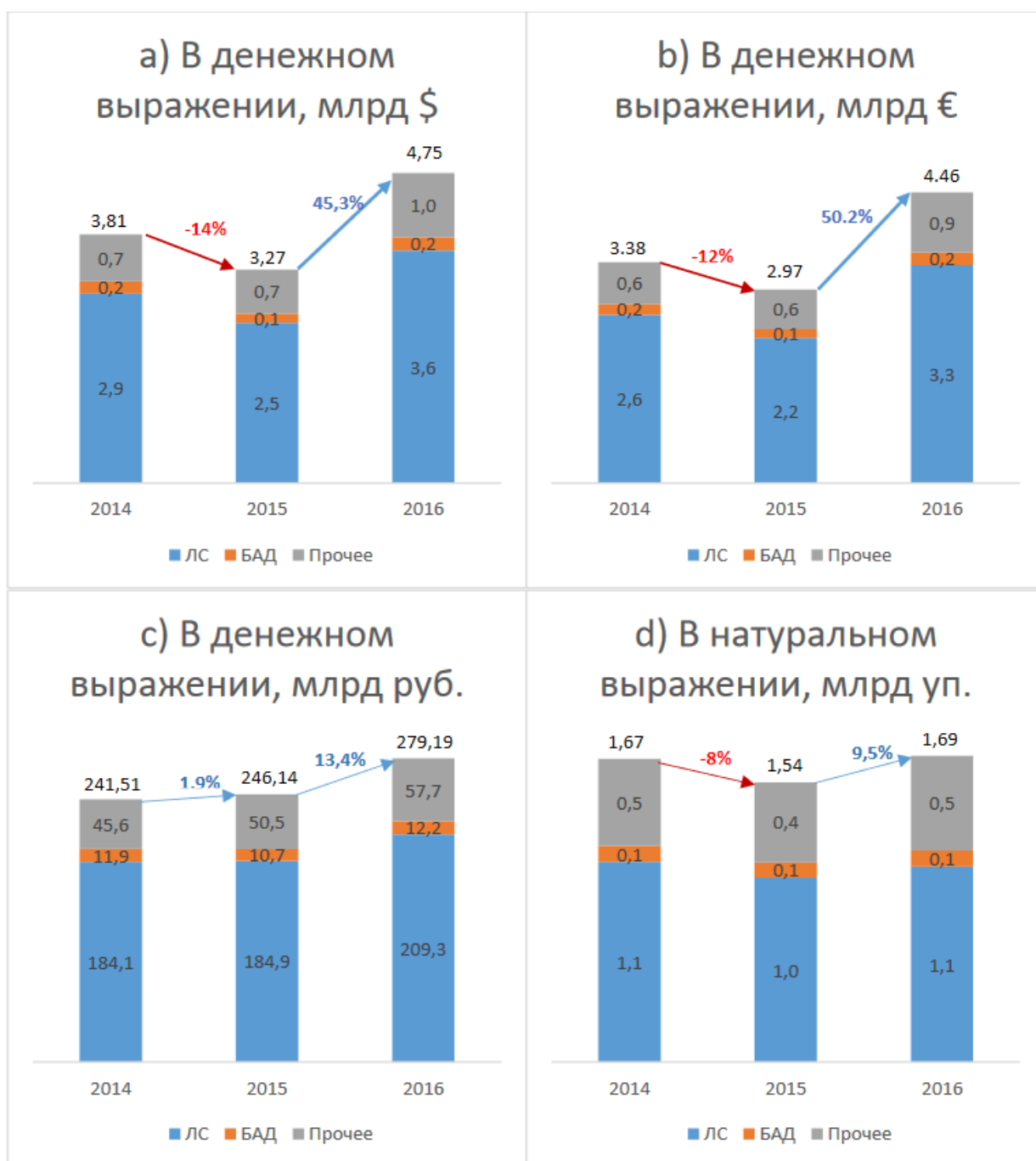


Figure 1

In the first quarter of 2017, the average price of a conditional package in the retail commercial market increased by approximately 3.6% compared to the same period in 2016 and amounted to 165.2 rubles. The average price of medicinal products was 194.1 rubles, while the price of a conditional package of dietary supplements amounted to 138.9 rubles. The average price for other items decreased by approximately 3.5% and amounted to 110.3 rubles (Fig. 2).

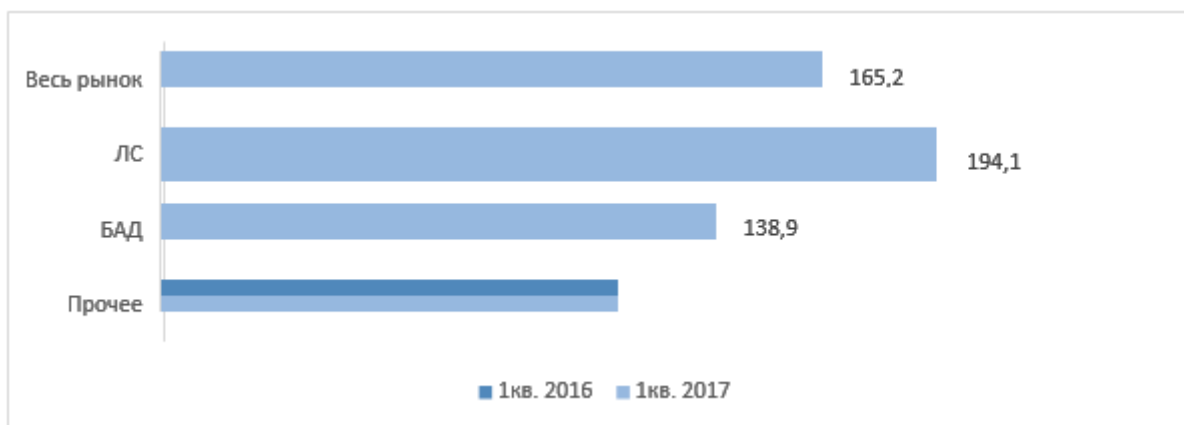


Figure 2