IQDATA FOCUS

IQDATA Focus

Analytics. Innovation. Accuracy.

June 2026



© 2026. All rights reserved. IQDATA®.

Disclaimer

The analyses, their interpretation, and related information contained herein are made and provided subject to the assumptions, methodologies, caveats, and variables described in this report and are based on third party sources and data reasonably believed to be reliable.
No warranty is made as to the completeness or accuracy of such third-party sources or data.

As with any attempt to estimate future events, the forecasts, projections, conclusions, and other information included herein are subject to certain risks and uncertainties and are not to be considered guarantees of any particular outcome.

All reproduction rights, quotations, broadcasting, publications reserved. No part of this presentation may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any information storage and retrieval system, without express written consent of IQDATA.

© 2026. All rights reserved. IQDATA®



Content

01 Macro-economic indicators

02 Total pharma market

03 Retail segment

04 State-funded segment

05 Value chain

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

The following definitions are used in the IQDATA report

Disclaimer

TIME PERIOD

Analyzed period of this report:

- July 2025 – June 2026

We apply MAT (Moving Annual Total) for comparison analysis

YoY: year over year growth

CAGR: compound annual growth rate

VALUES

VALUE – Rubles

VOLUME – Packs

Trade price (sell-in to pharmacies and hospitals)

MARKET

Total pharma market (all product categories including Z98 food supplements)

Source (IQDATA audits):

- Retail audit of drugs in RF
- Public audit of drugs in RF (excluding DLO and RLO)
- RLO and DLO (excluding sales of ATC2 EphMRA2 groups T02, T03)

CHANNELS

Retail channel (out-of-pocket market)

State-funded channel (all products are reimbursed) covers Public (excluding DLO/RLO), RLO, DLO

OTHERS

Ratings of pharma chains and distributors are updated on quarterly basis

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

IQDATA FOCUS

Macro-economic indicators



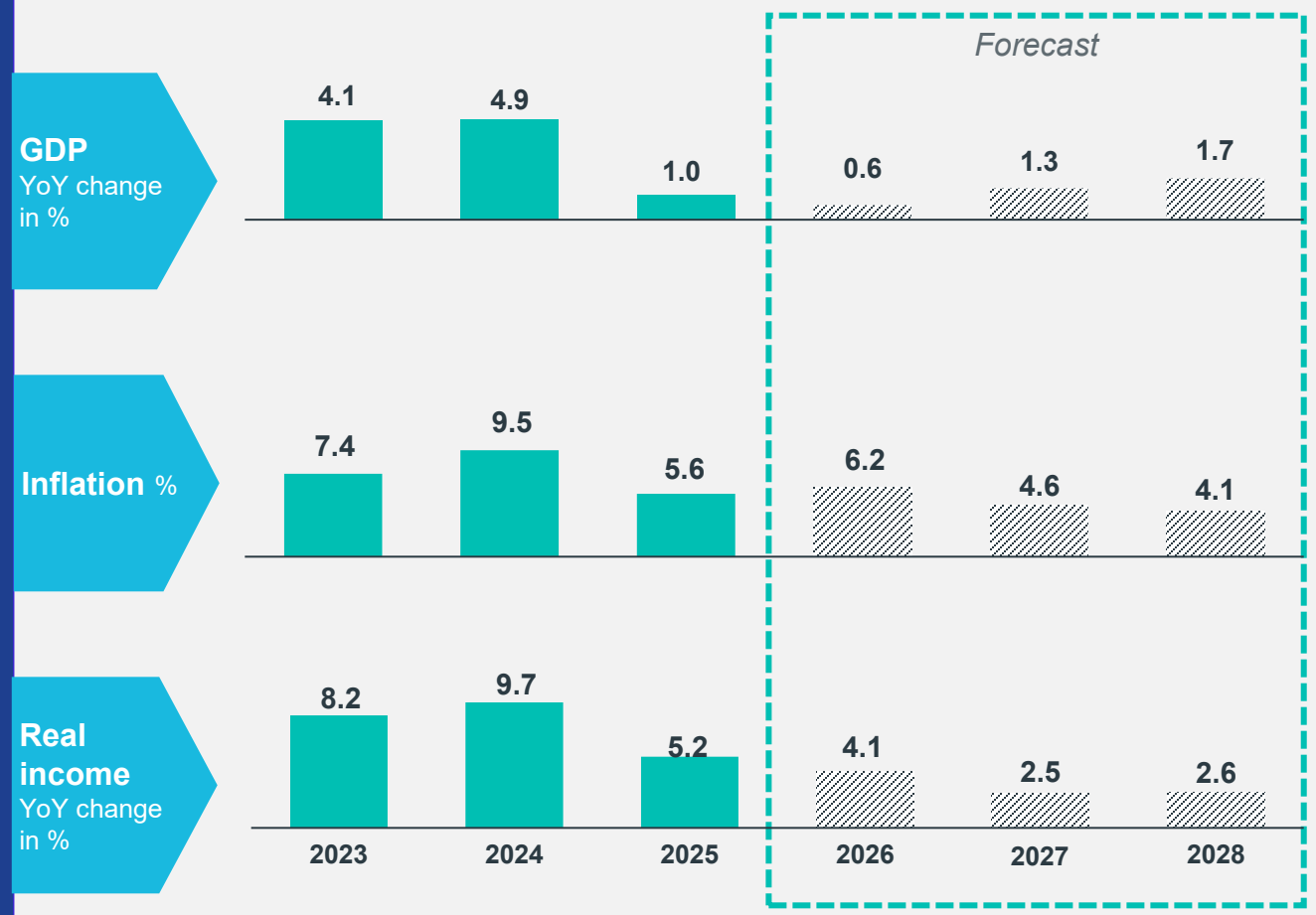
© 2026. All rights reserved. IQDATA®.

Updated quarterly

In 2025 Russia's GDP growth rate fell sharply to 1%, in 2026-2028 economic growth is not expected to accelerate

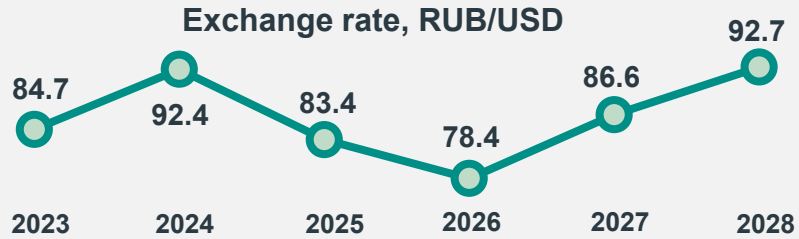
Key economic indicators

Economic indicators



Comments

- The **GDP forecast** for 2026 is **0.6%**. **Real income** is expected at **4.1%** in 2026
- The **inflation rates** in 2026 and subsequent periods **are projected at 4.1–6.2%**
- **Uncertainty remains** around several developments: **inflation** resilience and **monetary tightening**, **demand** dynamics and **global supply chain strains**, food and energy market volatility, large stocks of debt and **geopolitical tensions**



Economy

Source: IQDATA analysis, Макроэкономический опрос Банка России | Банк России (July 2026 update)

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

IQDATA

IQDATA FOCUS

Total pharma market

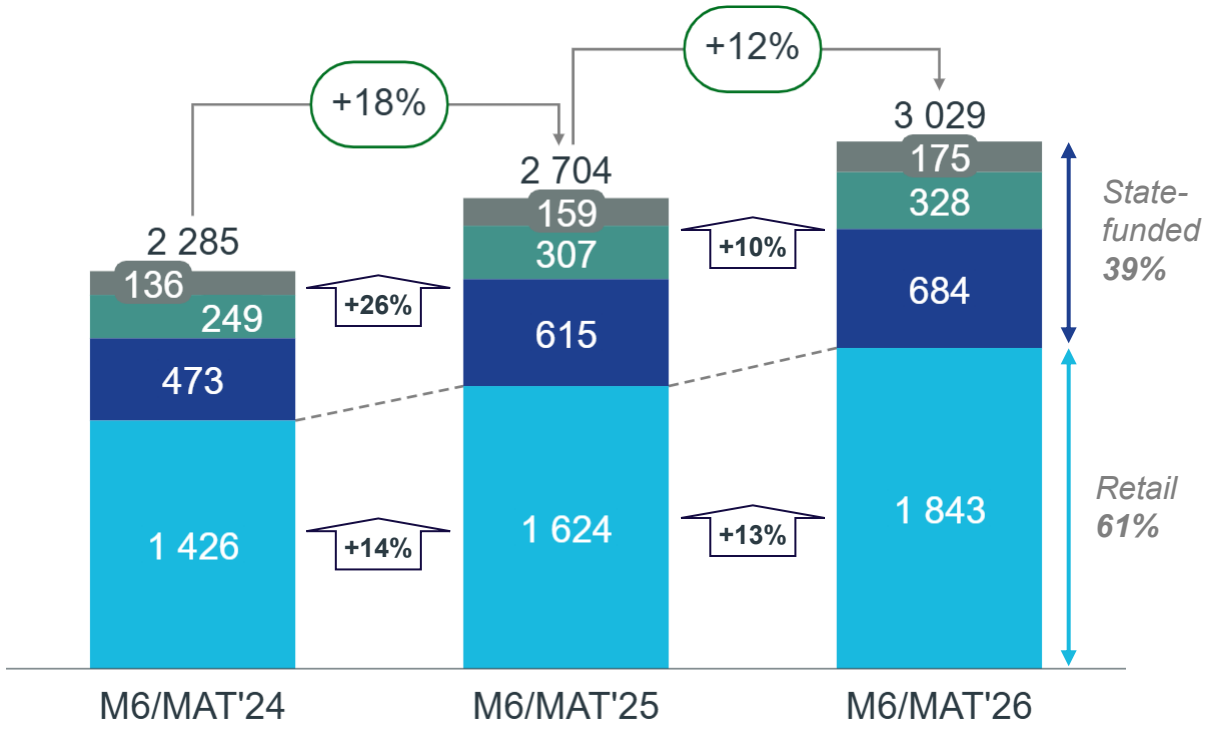


© 2026. All rights reserved. IQDATA®.

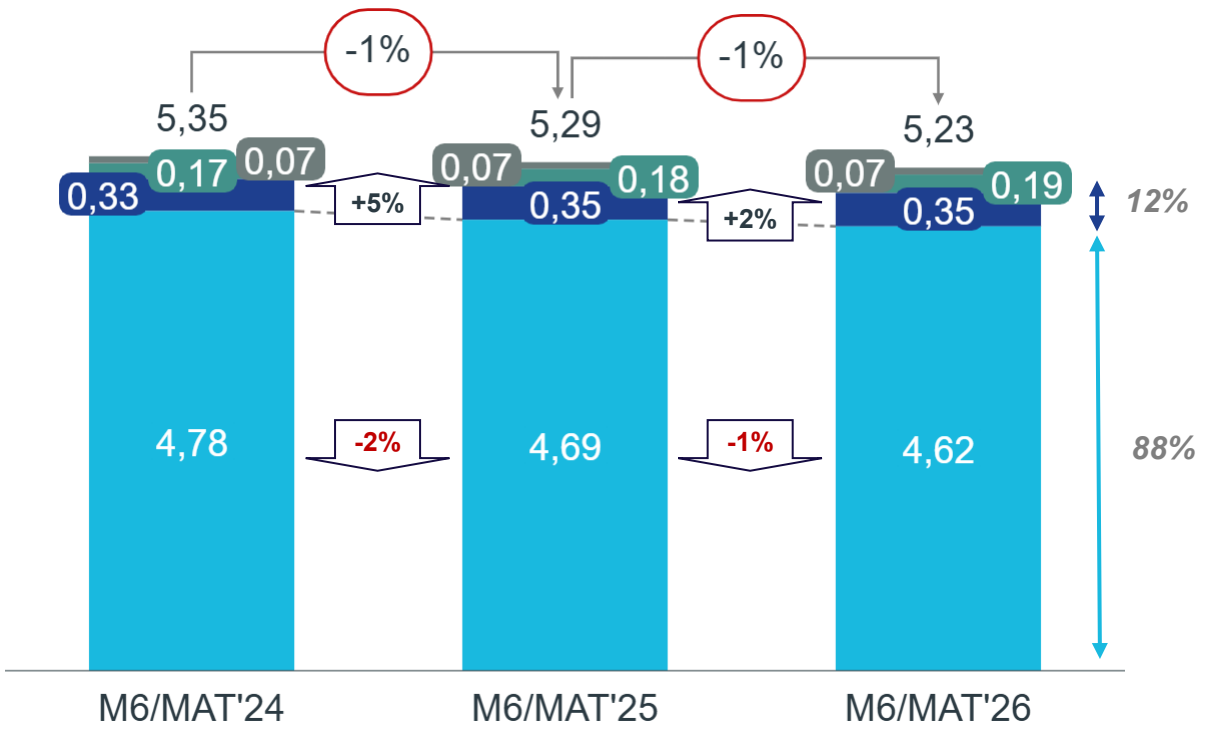
The growth of Russian pharmaceutical market is slowing down in value both in retail and state-funded segments

Total pharma market by channels

Total Sales by Value
Bln RUB



Total Sales by Volume
Bln Packs



Retail | Public | Federal Reimbursement | Regional Reimbursement

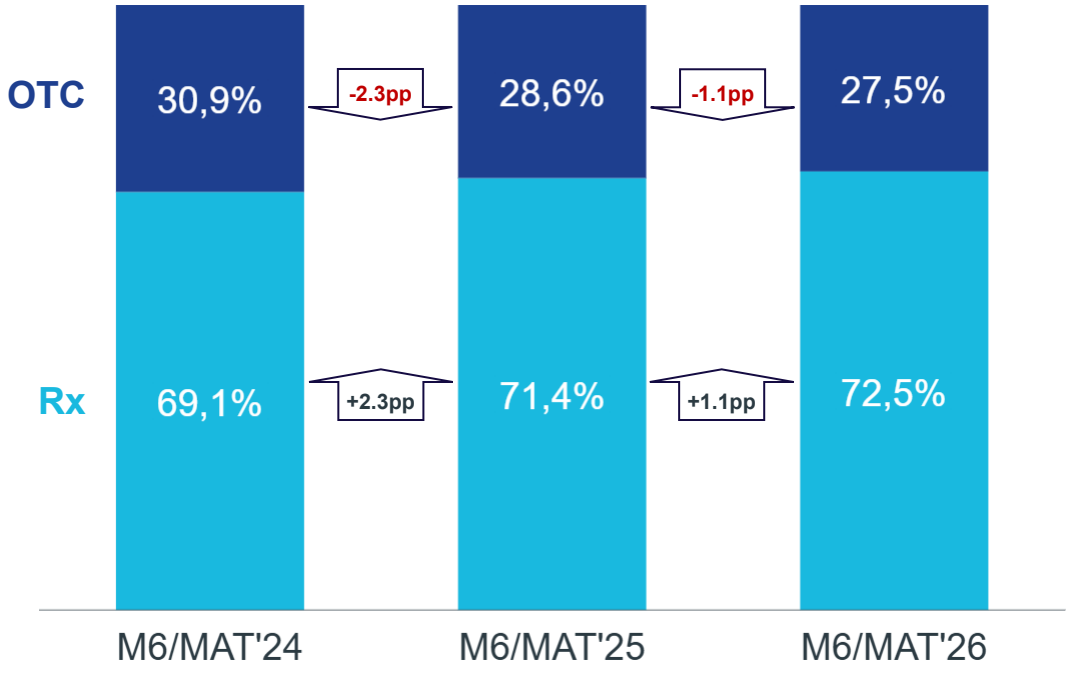
Indicator	RUB	USD	EURO	Packs	SU
Value MAT'6'26, Bln	**3 029,5**	**38,7**	**33,2**	**5,2**	**223**
Growth 26/25, %	**12%**	**29%**	**21%**	**-1%**	**1%**

Source: IQDATA database (Retail, Public, DLO, RLO); Trade price
IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

The market is dominated by Rx drugs, share of generics is growing compared to previous period

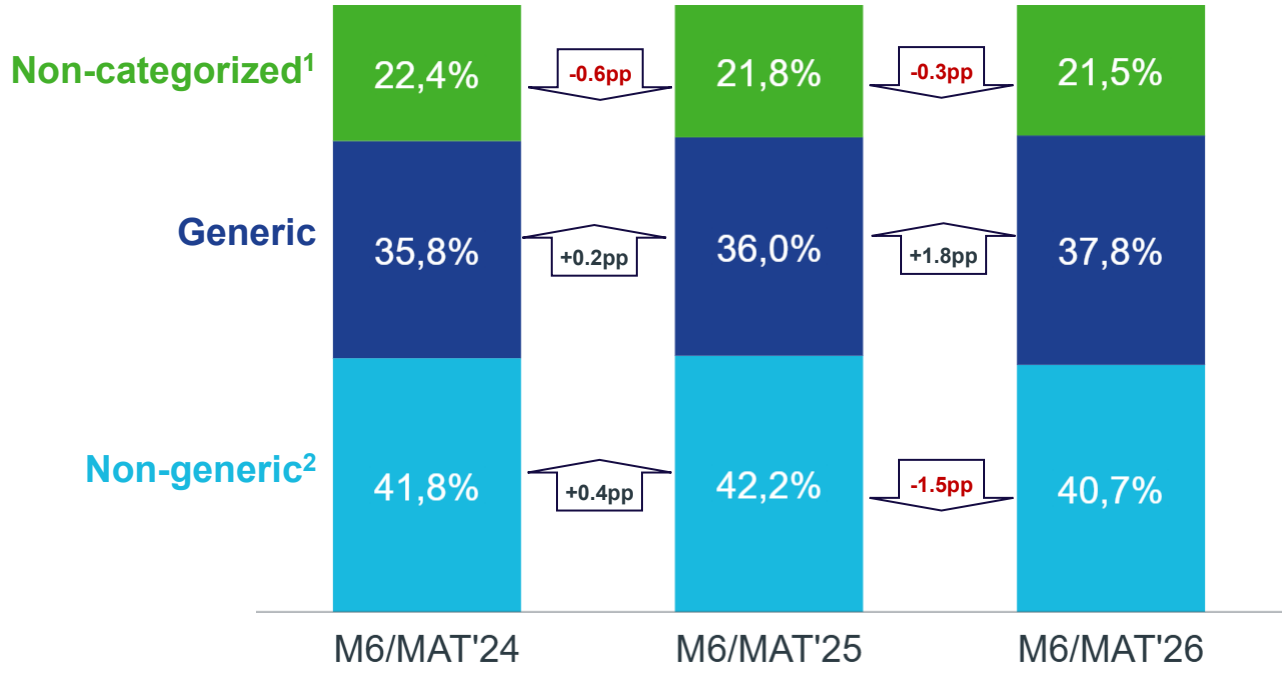
Total pharma market by structure

Prescription status
RUB



	Rx / OTC, %		
Retail	51 / 49	53 / 47	55 / 45
State	99 / 1	99 / 1	99 / 1

Non-generic vs generic drugs
RUB



	Non-generic² / Generic / Non-categorized¹, %		
Retail	31 / 40 / 29	30 / 41 / 29	30 / 42 / 28
State	60 / 28 / 12	60 / 29 / 11	56 / 32 / 12

Source: IQDATA database (Retail, Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

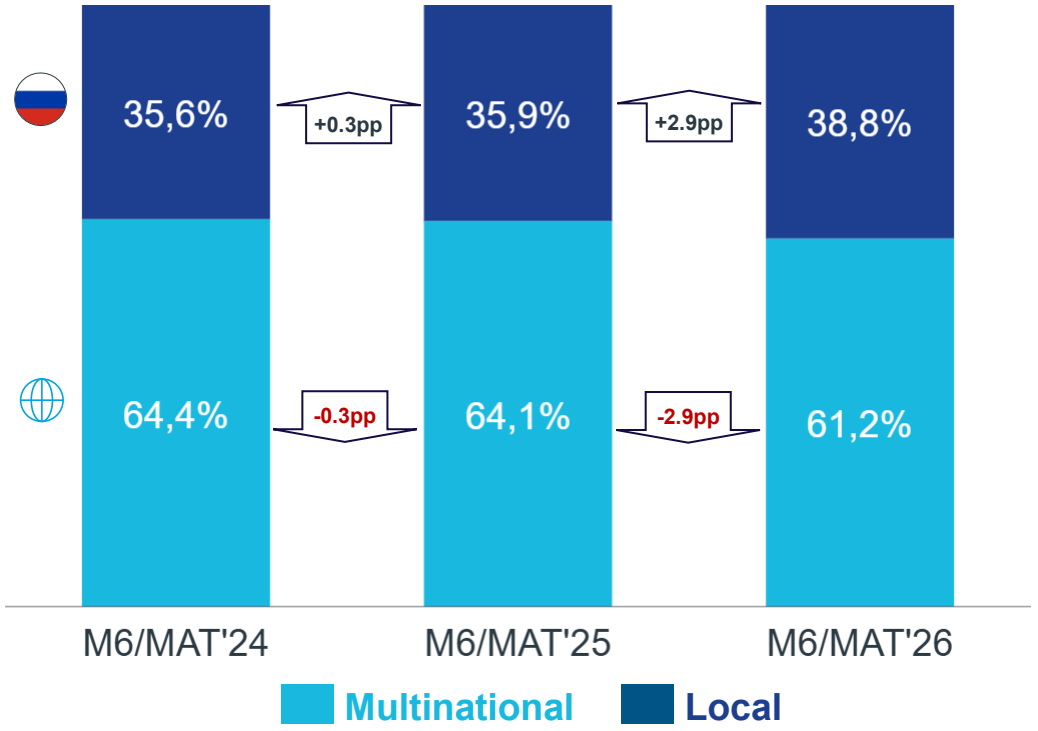
Notes: (1) Vaccines, probiotics, base solutions (e.g. NaCl); (2) Original and first-in-INN products, biosimilars

Share of local companies is increasing in value while multinational companies grow in volume vs previous period

Total pharma market by corporation nationality

Total Sales value

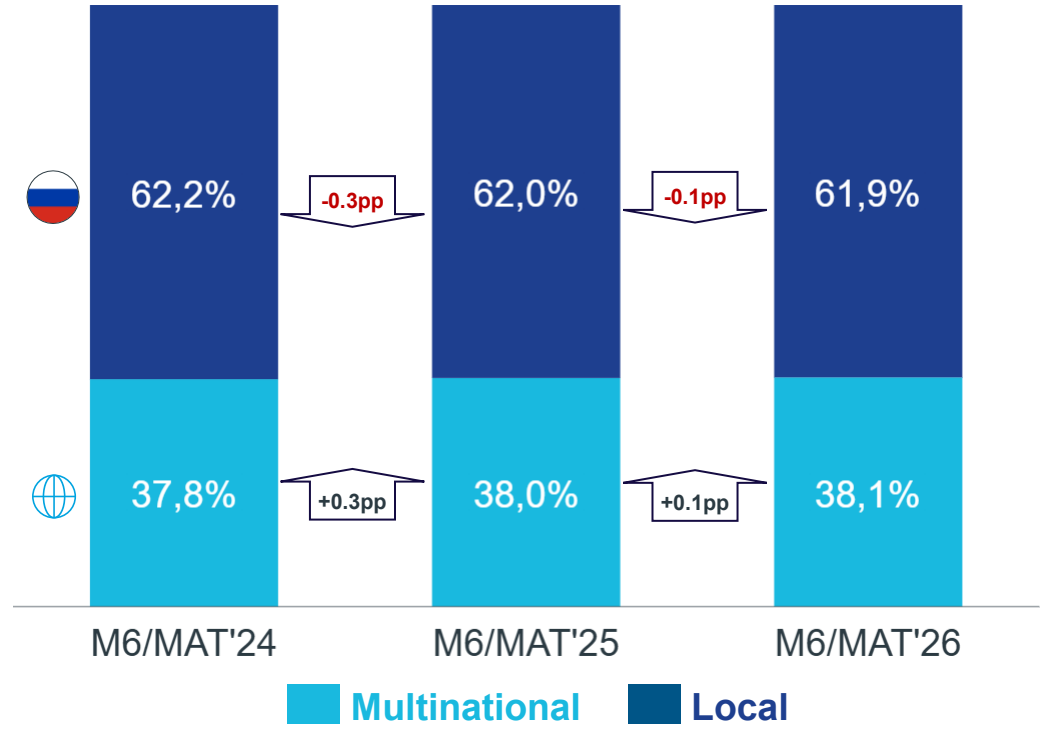
RUB



	Multinational / Local, %		
Retail	62 / 38	62 / 38	59 / 41
State	68 / 32	68 / 32	64 / 36

Total Sales volume

Packs



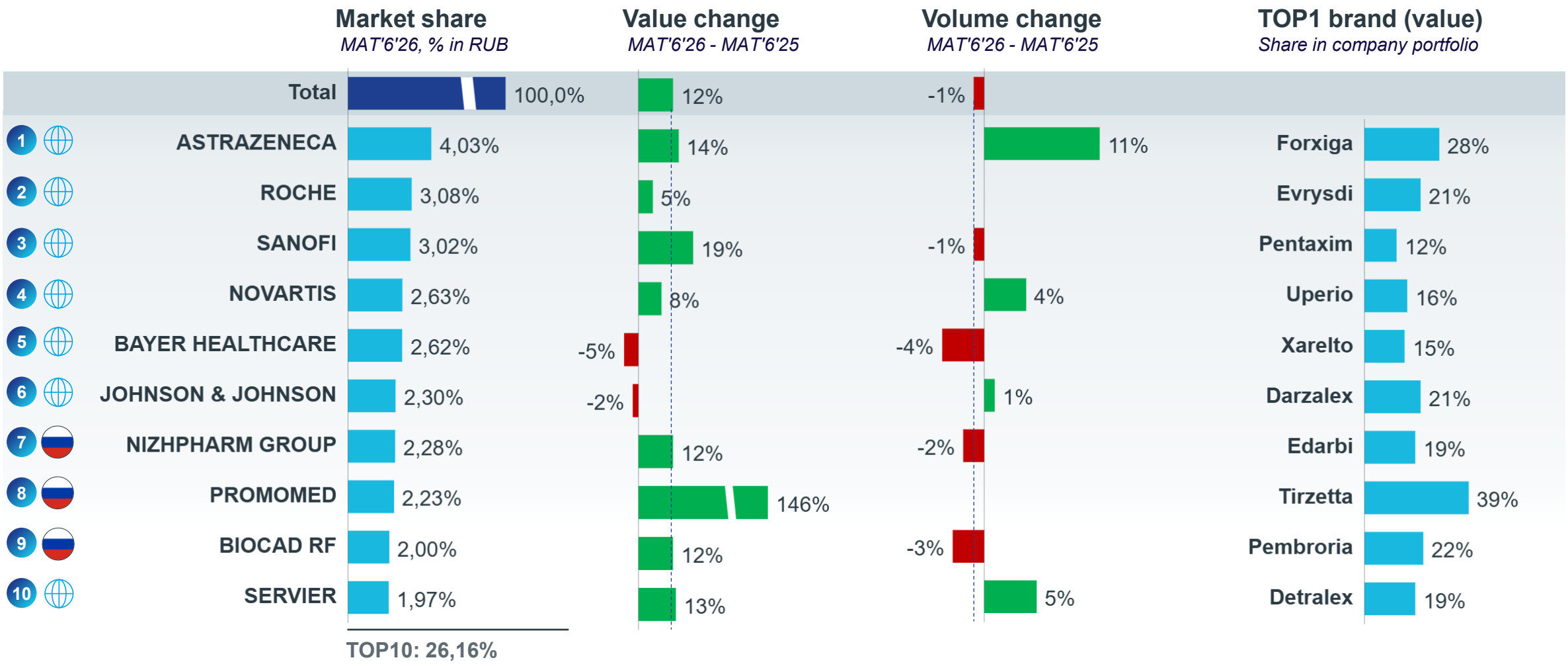
	Multinational / Local, %		
Retail	40 / 60	40 / 60	41/ 59
State	20 / 80	20 / 80	19 / 81

Source: IQDATA database (Retail, Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

All TOP10 companies, except for Bayer and J&J, have shown value growth compared to the previous period

TOP10 overall ranking of companies by sales



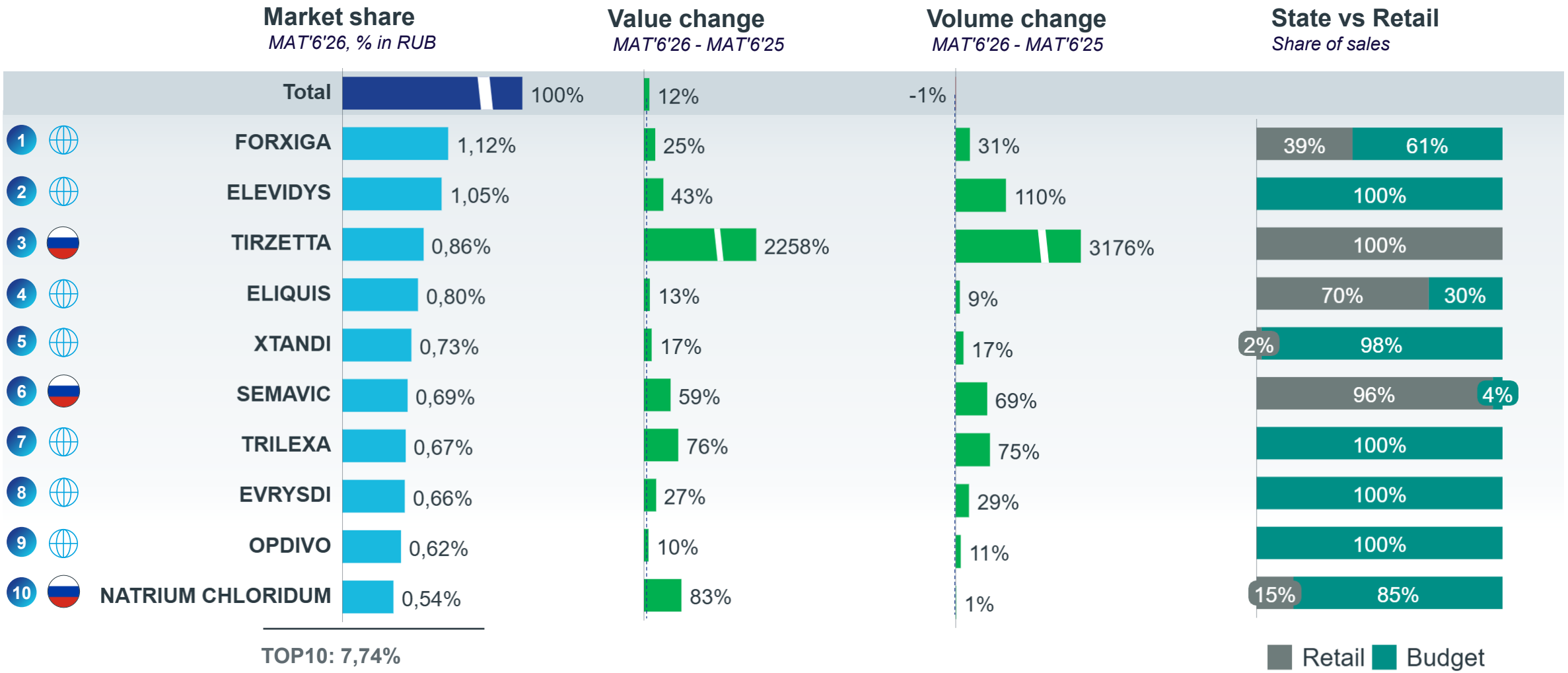
Total pharmaceutical market overview

Source: IQDATA database (Retail, Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

Most of TOP10 brands generate their sales primarily in the state-funded segment, three of TOP10 brands are local

TOP10 overall ranking of brands by sales



Source: IQDATA database (Retail, Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

IQDATA FOCUS

Retail segment

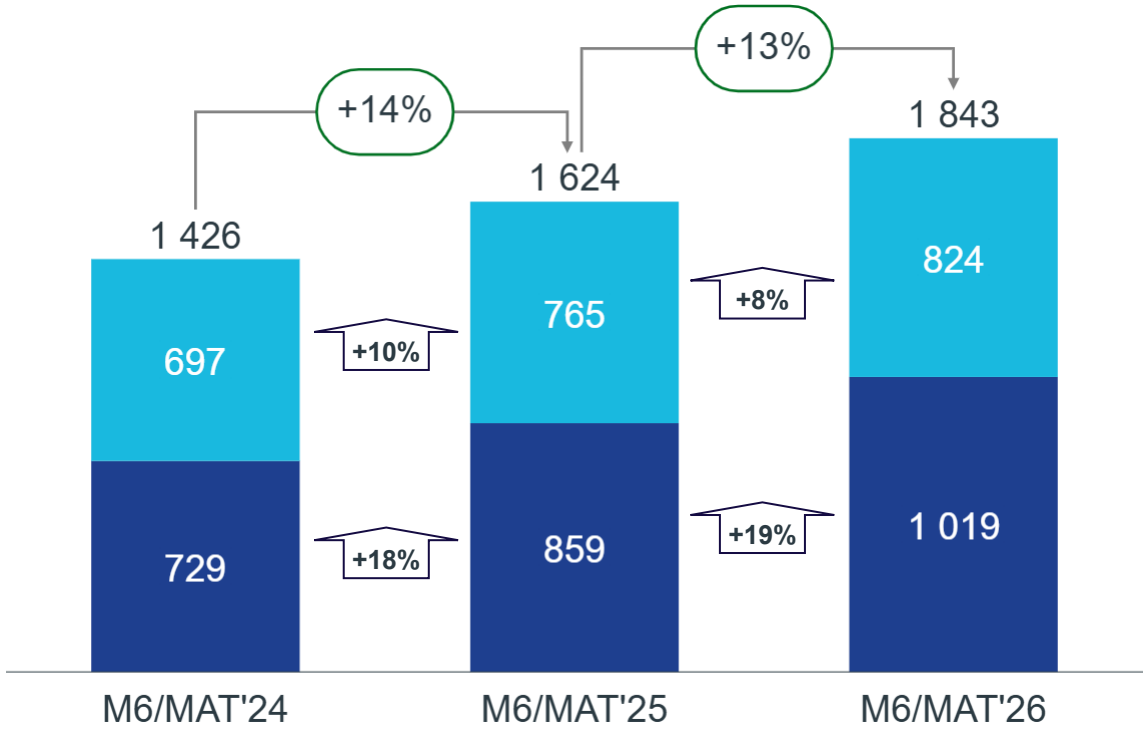


© 2026. All rights reserved. IQDATA®.

Retail sales of Rx drugs demonstrate growth both in value and volume

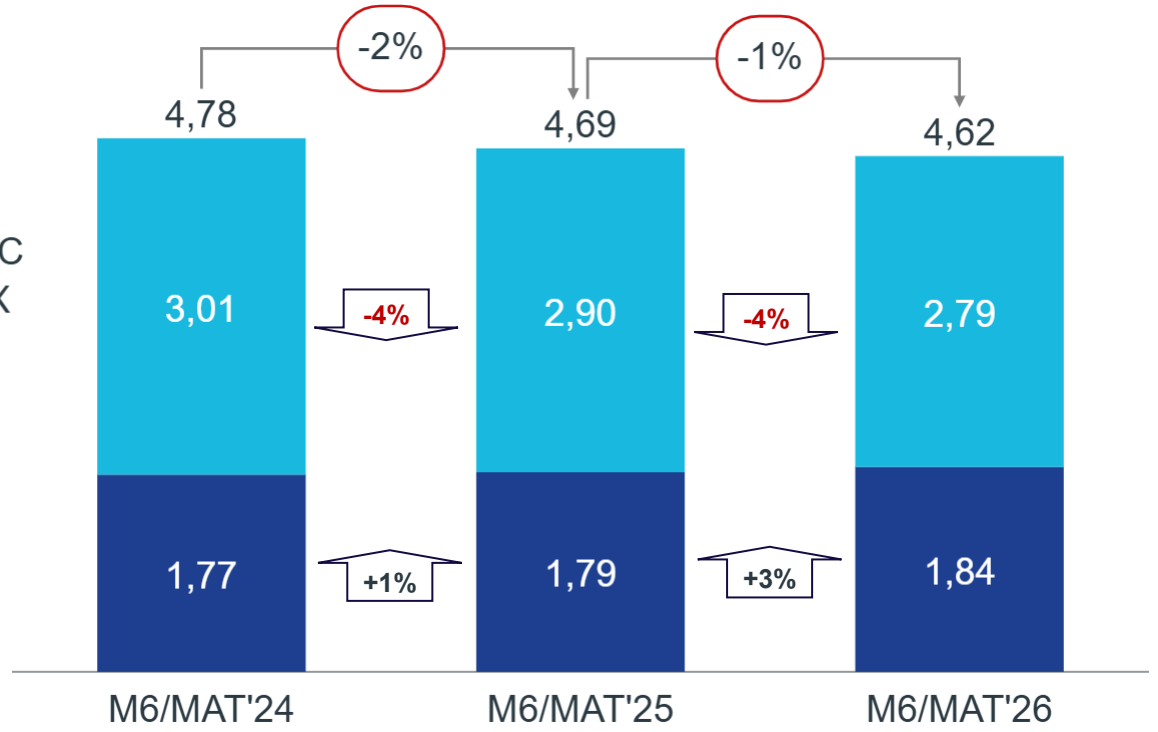
Total Retail segment dynamics by OTC/Rx

Total Retail Sales by Value
Bln RUB





Total Retail Sales by Volume
Bln Packs

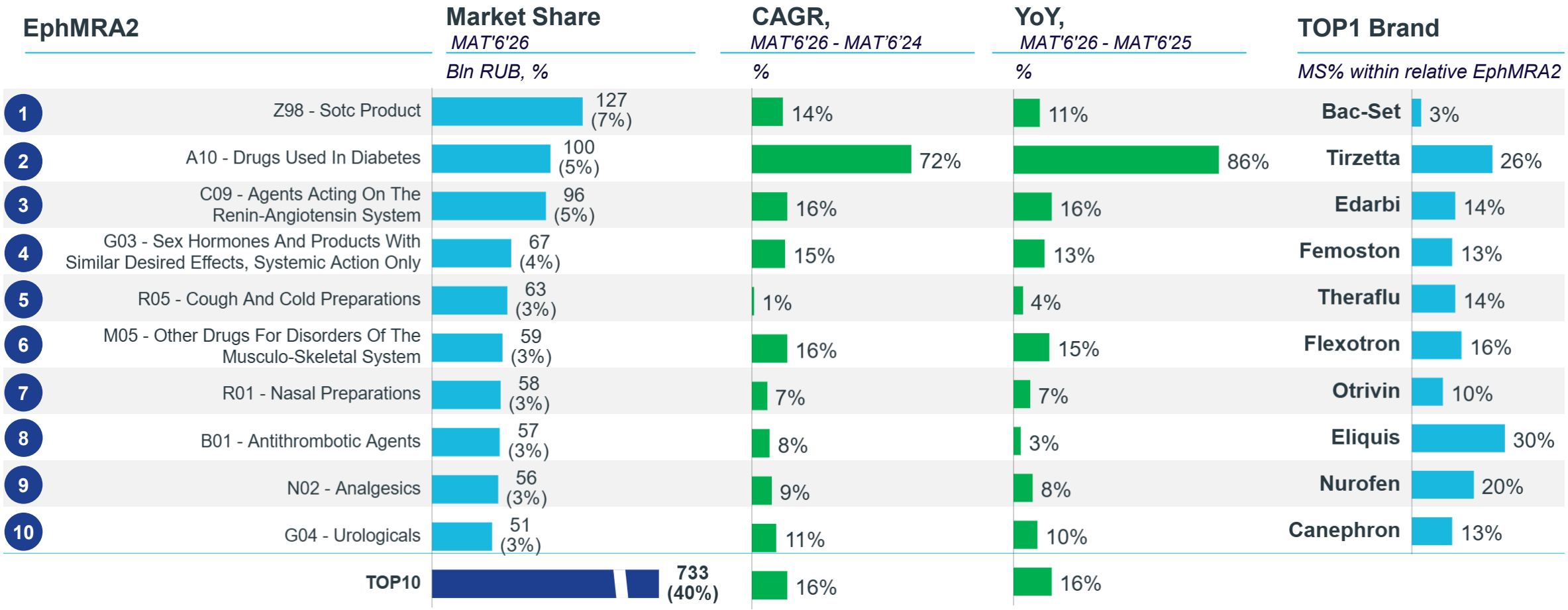


Source: IQDATA database (Retail); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

All TOP10 EphMRA2 categories show positive value dynamics compared to previous period

Retail segment EphMRA2 TOP10 performance

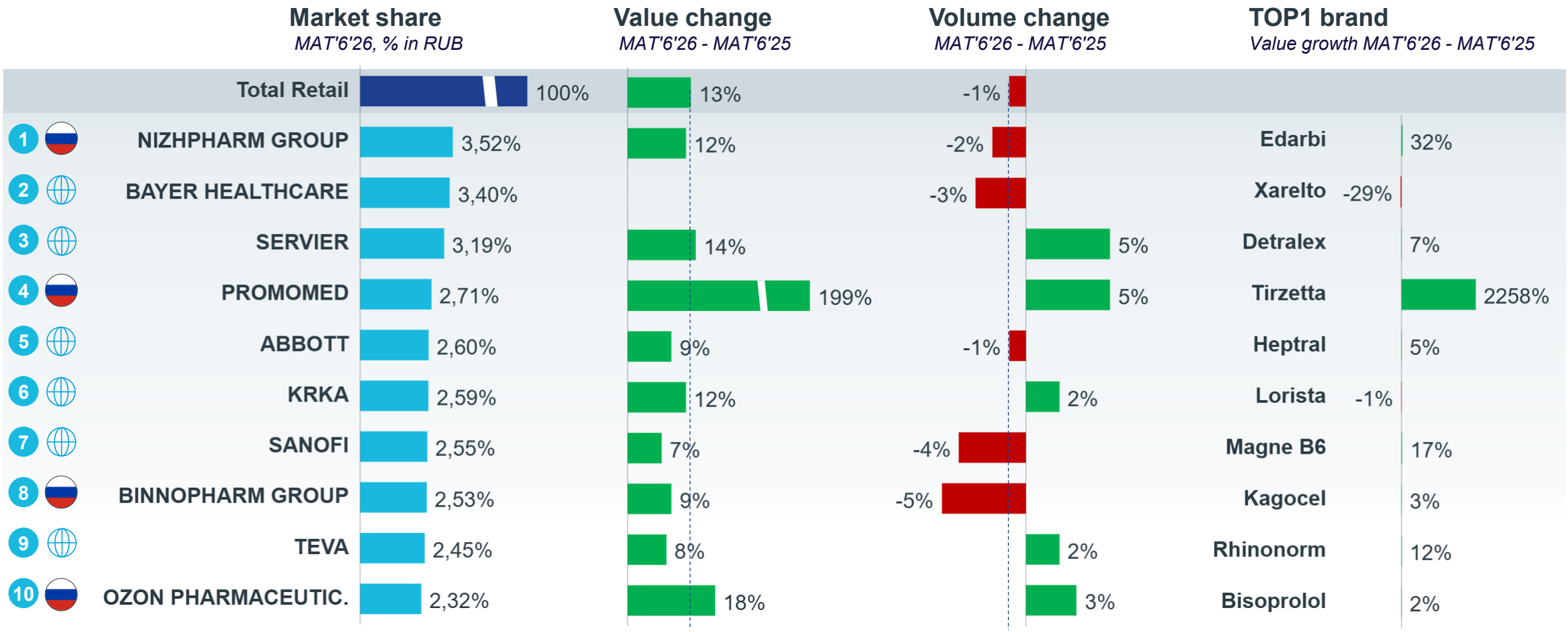


Source: IQDATA database (Retail); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

Promomed demonstrates the highest growth in both value and volume with Tirzetta as a key driver

TOP10 retail segment ranking of companies by sales



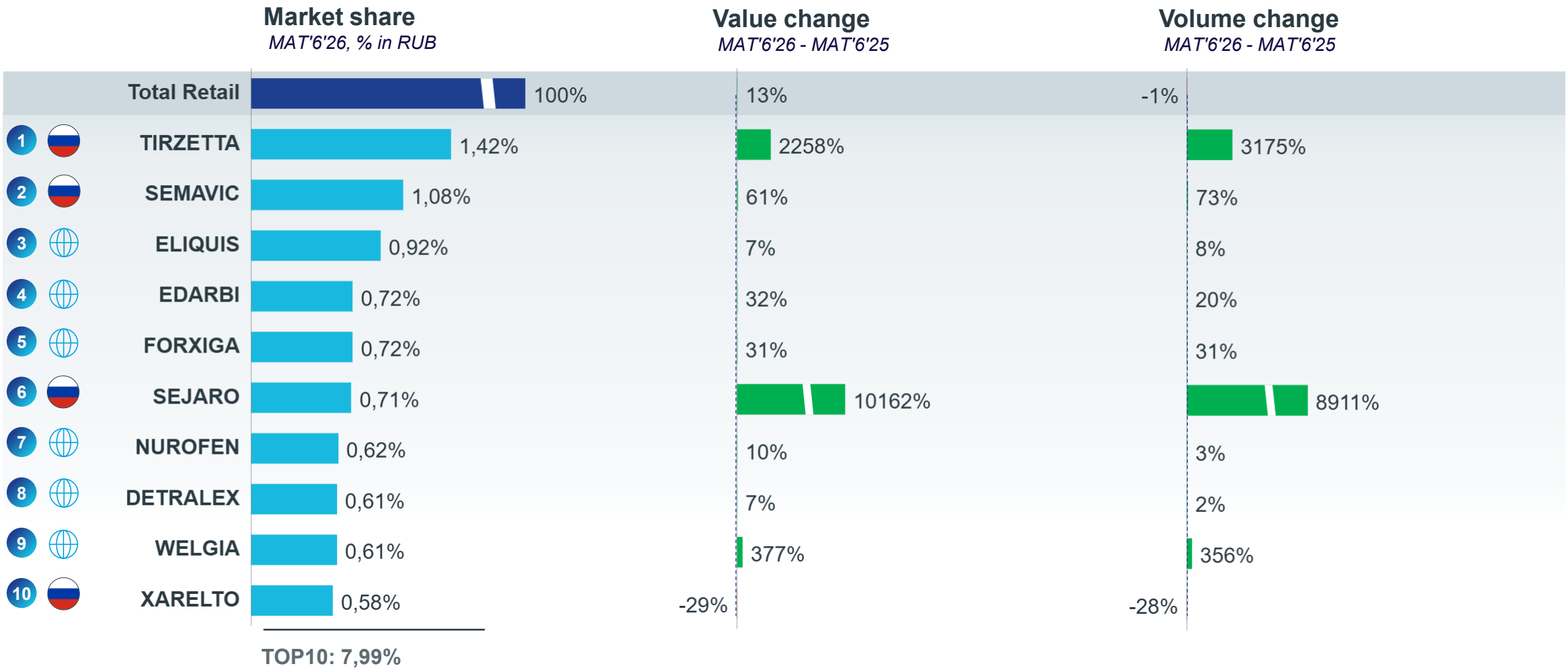
Retail segment

Source: IQDATA database (Retail); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

The highest growth compared to the previous period is demonstrated by diabetes and obesity drugs

TOP10 retail segment ranking of brands by sales



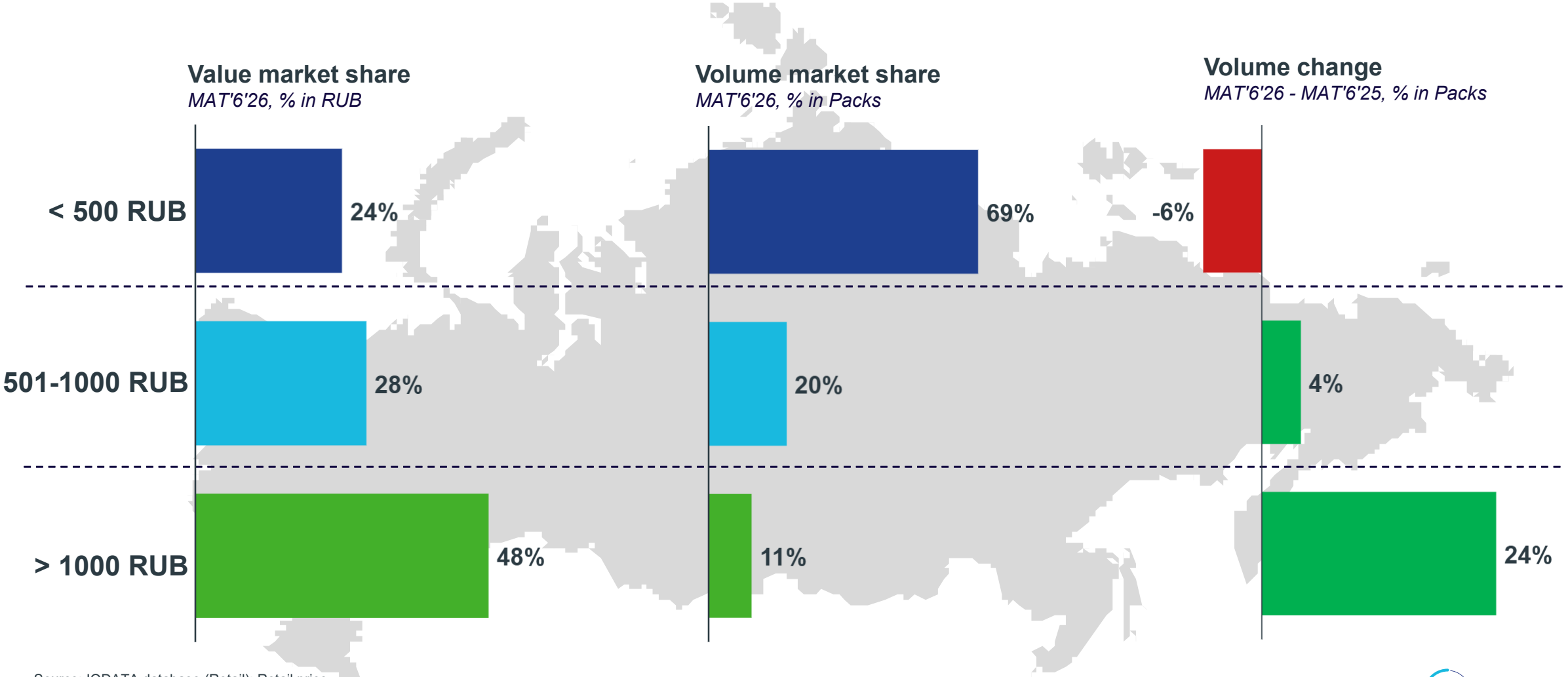
Retail segment

Source: IQDATA database (Retail); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

Drugs under 500 Rub. per pack show drop in volume

Retail sales distribution across pack price ranges



Source: IQDATA database (Retail); Retail price

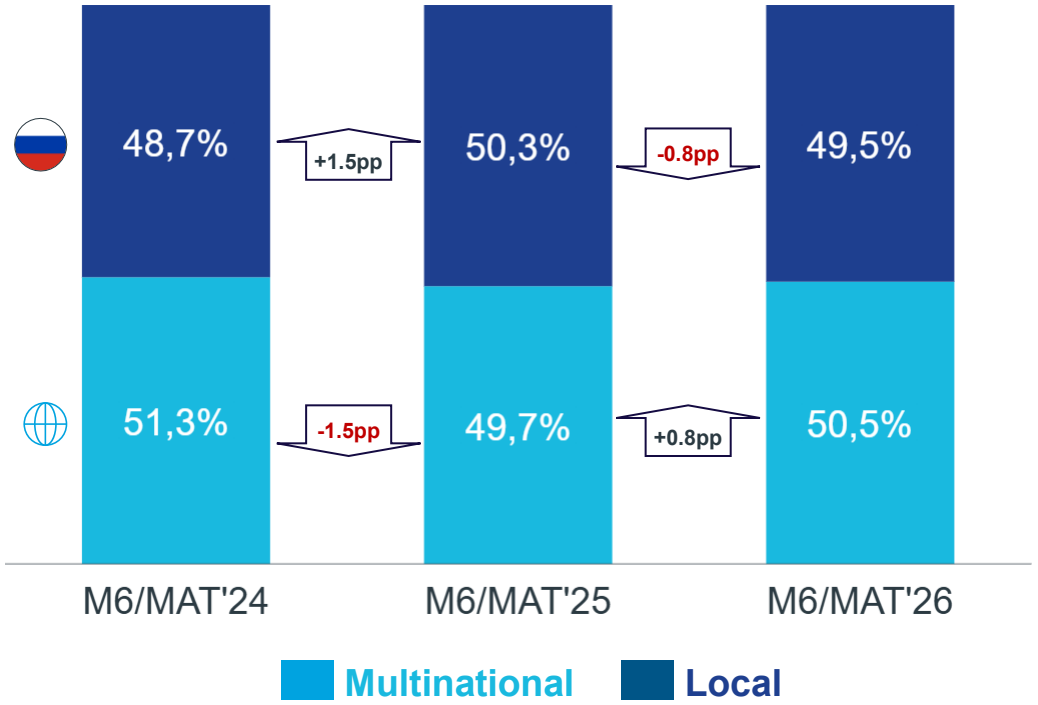
IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

Share of local companies in FS/DS segment has dropped both in value and volume vs previous period

Food/Dietary supplements segment by corporation nationality

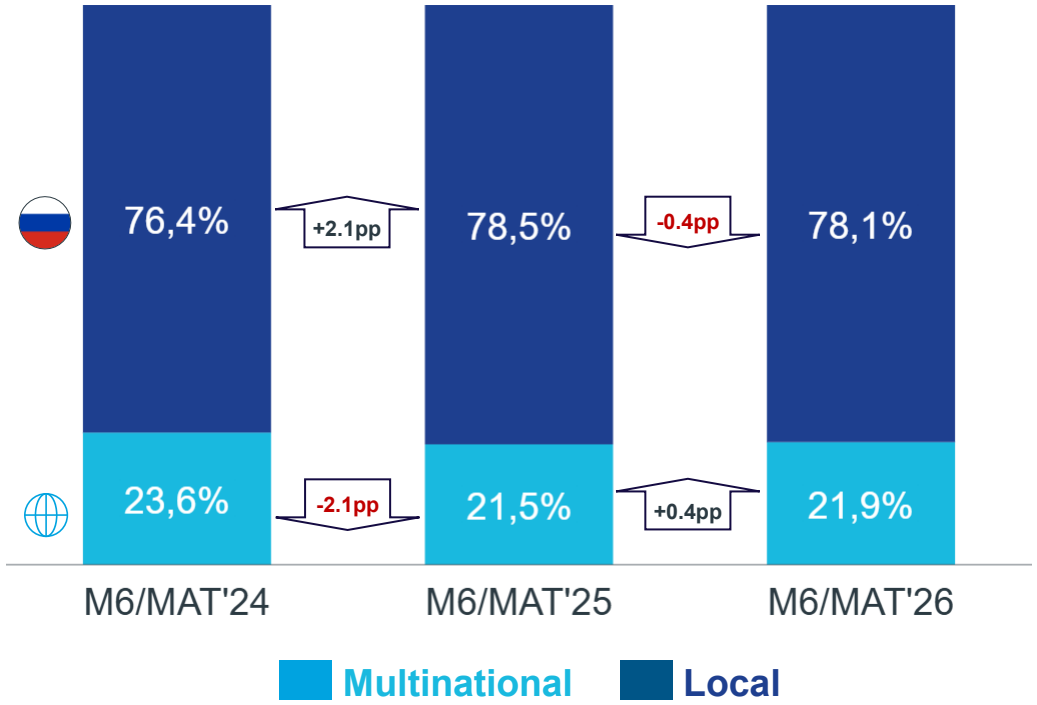
Total Sales value

RUB



Total Sales volume

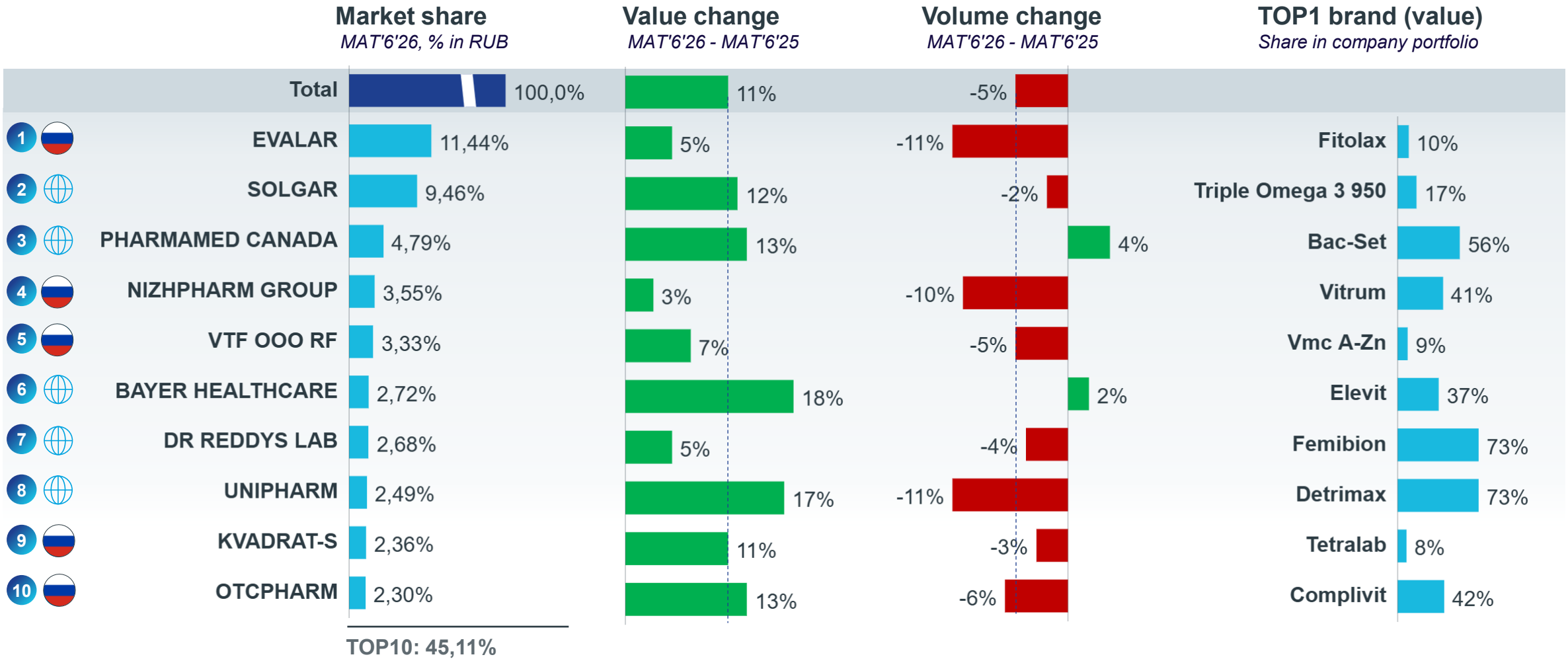
Packs



Source: IQDATA database (Retail, Public, DLO, RLO); Trade price
IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

All TOP10 companies in FS/DS segment are showing positive value dynamics vs previous period

TOP10 overall ranking of companies by sales in food/dietary supplements segment



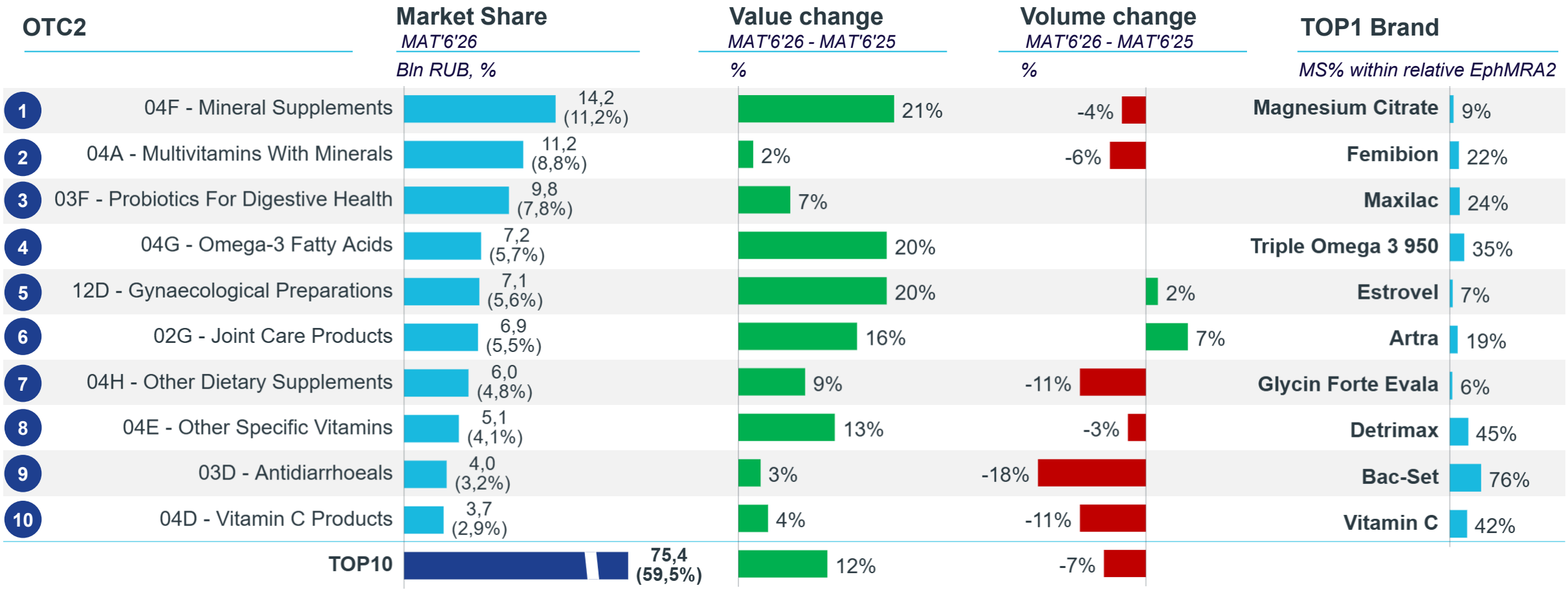
Total pharmaceutical market overview

Source: IQDATA database (Retail, Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

In FS/DS segment all OTC2 categories in TOP10 demonstrate value growth vs previous period

Food/Dietary supplements segment OTC2 TOP10 performance



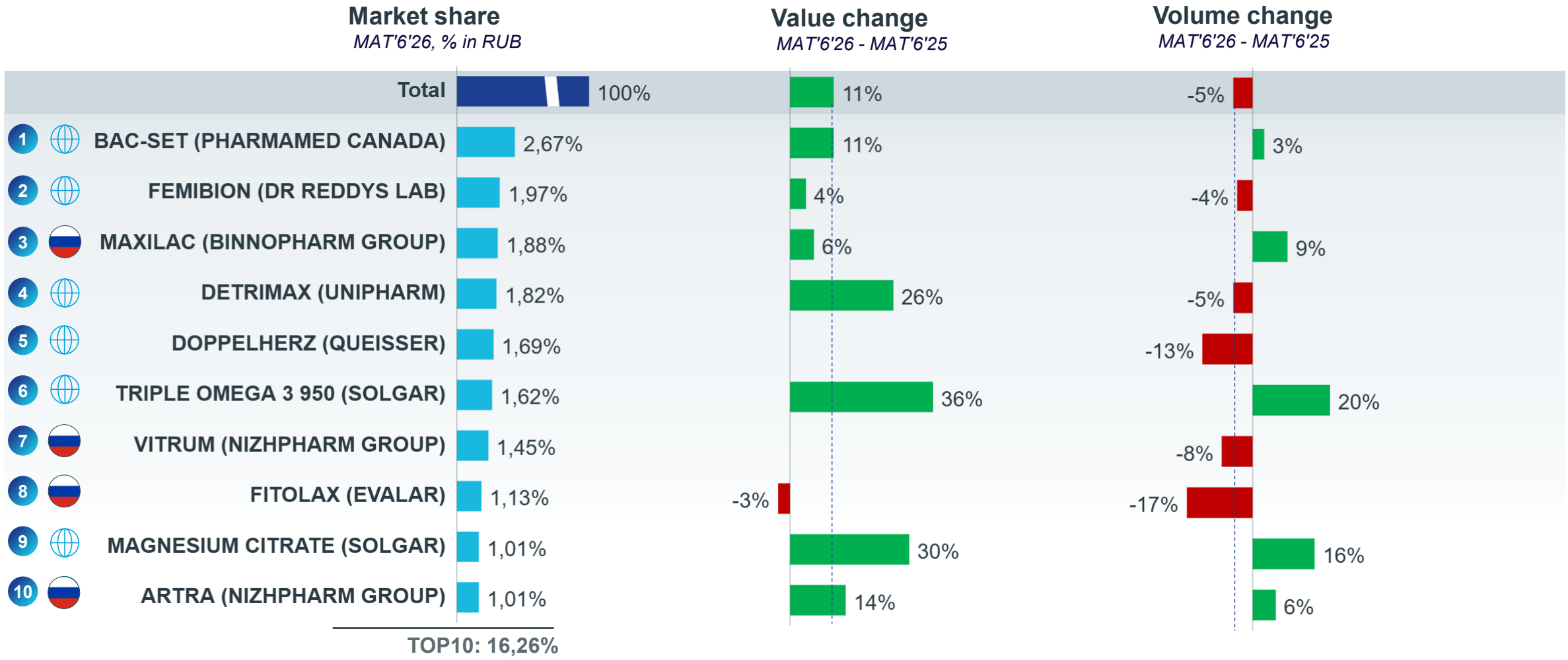
Total pharmaceutical market overview

Source: IQDATA database (Retail, Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

TRIPLE OMEGA 3 950 (SOLGAR) is the fastest-growing brand in value and volume terms among the TOP10 vs previous period

TOP10 overall ranking of brands by sales in food/dietary supplements segment



Source: IQDATA database (Retail, Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

TOP10 brands by sales across pack price ranges in the food/dietary supplements segment

FS/DS segment

<500 RUB

TOP10 brands
Sales, MS MAT'6'26

Bln. Trd. RUB

1	Ferrohaematogen (Pharmstandart)	0,8 (3,5%)
2	Fitolax (Evalar)	0,3 (1,4%)
3	Vmc A-Zn (Vtf Ooo Rf)	0,3 (1,4%)
4	Naturetto (Natur Product)	0,3 (1,3%)
5	Lollipop+C (Guslitsa Ooo)	0,3 (1,3%)
6	Lactacyd (Sopharma)	0,3 (1,3%)
7	Naturino (Natur Product)	0,3 (1,2%)
8	Complivit (Otcpharm)	0,2 (1,1%)
9	Evalar Bio (Evalar)	0,2 (1,1%)
10	Neotravisil (Sun Pharma)	0,2 (1,0%)
	TOP10	**3,1 (14,4%)**

500-1500 RUB

TOP10 brands
Sales, MS MAT'6'26

Bln. Trd. RUB

	Bac-Set (Pharmamed Canada)	3,4 (6,2%)
	Maxilac (Binnopharm Group)	2,4 (4,3%)
	Detrimax (Unipharm)	2,1 (3,8%)
	Doppelherz (Queisser)	1,5 (2,7%)
	Vitrum (Nizhpharm Group)	1,2 (2,2%)
	Fitolax (Evalar)	1,1 (2,1%)
	Complivit (Otcpharm)	1,0 (1,8%)
	Vitamin C (Evalar)	0,8 (1,5%)
	Omega-3 (Polyaris)	0,8 (1,4%)
	Phytomucil (Pharmamed Canada)	0,7 (1,4%)
	TOP10	**15,0 (27,3%)**

>1500 RUB

TOP10 brands
Sales, MS MAT'6'26

Bln. Trd. RUB

	Triple Omega 3 950 (Solgar)	2,1 (4,1%)
	Femibion (Dr Reddys Lab)	1,8 (3,5%)
	Magnesium Citrate (Solgar)	1,3 (2,6%)
	Artra (Nizhpharm Group)	1,3 (2,6%)
	Sideral (Pharmanutra S.P.A.)	1,0 (2,0%)
	Theraflex (Bayer Healthcare)	1,0 (2,0%)
	Elevit (Bayer Healthcare)	1,0 (1,9%)
	Artneo (Petrovax)	0,9 (1,8%)
	Choline Strong (Pharmacor Product.)	0,8 (1,6%)
	Solgar (Nhs U.S. Llc)	0,8 (1,6%)
	TOP10	**11,9 (23,7%)**

Source: IQDATA database (Retail, Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

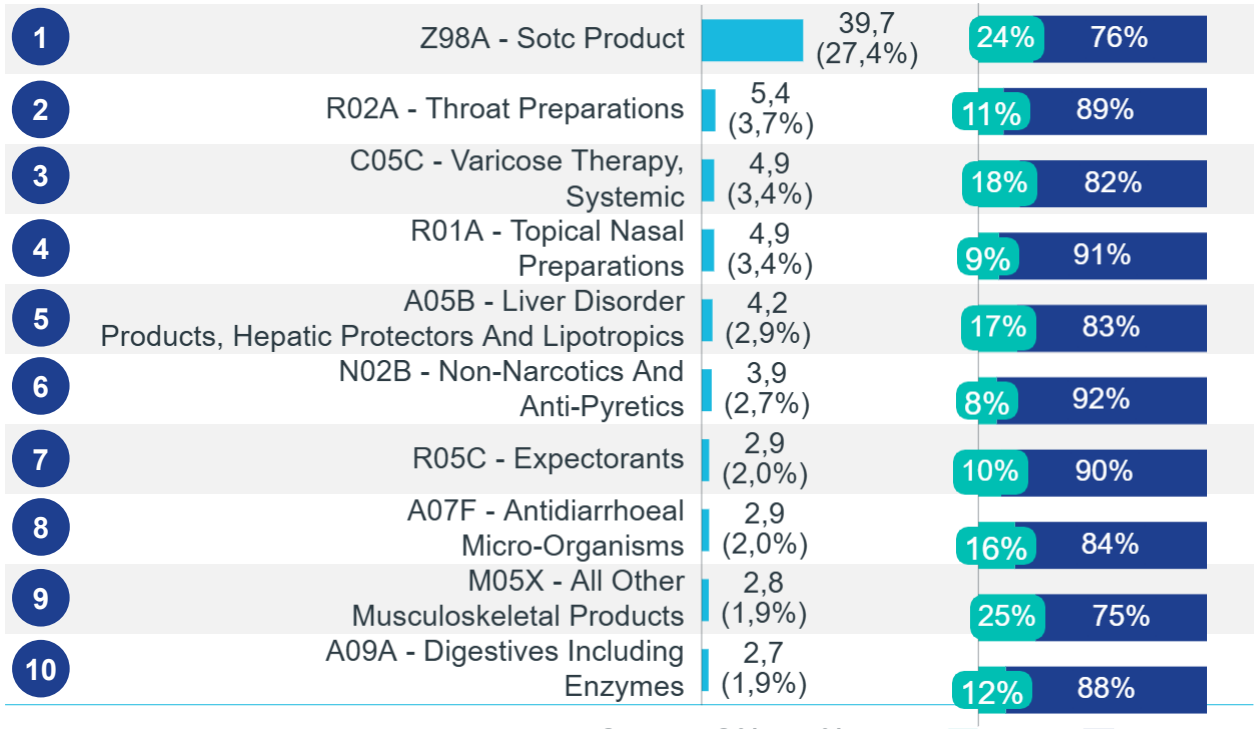
TOP10 categories in E-commerce (OTC/Rx)

OTC segment

TOP10 EphMRA2
Sales, MS% MAT'6'26

Bln. RUB, %

Sales split E-com/offline
%, MAT'6'26



TOP10 MS%: 51%

E-com Offline

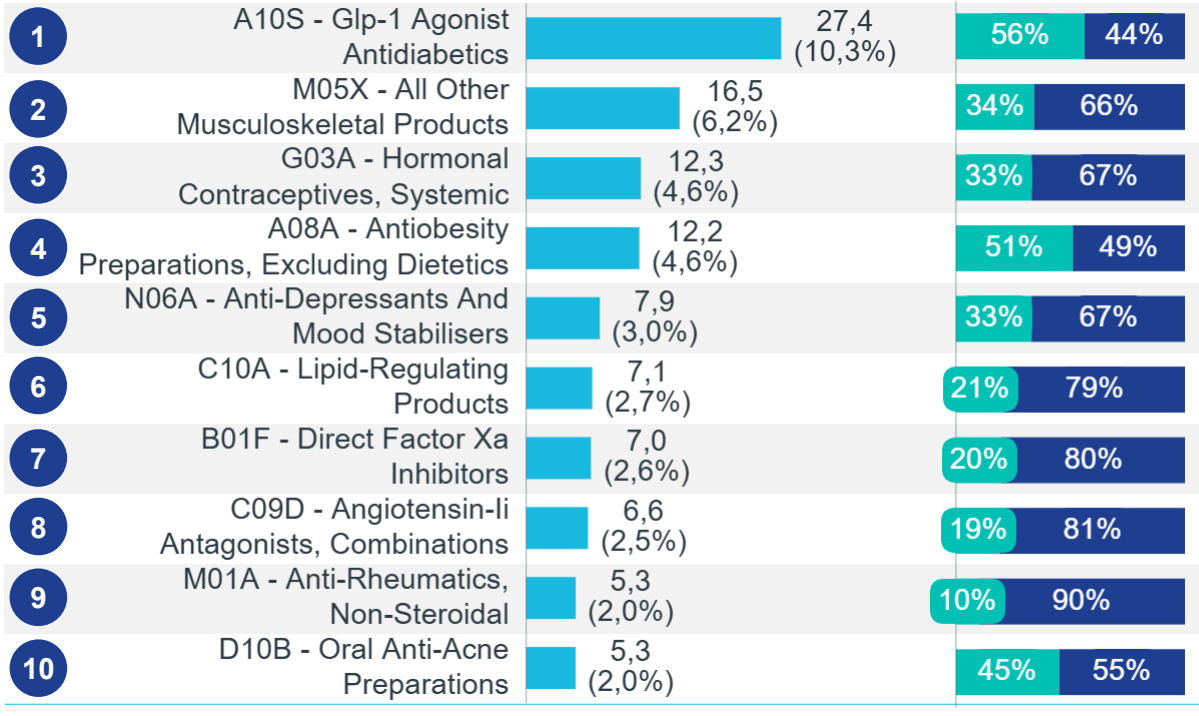
Avg. E-com segment MS%: 14%

Rx segment

TOP10 EphMRA2
Sales, MS% MAT'6'26

Bln. RUB, %

Sales split E-com/offline
%, MAT'6'26



TOP10 MS%: 41%

E-com Offline

Avg. E-com segment MS%: 23%

Retail segment

Source: IQDATA bases: Pharmatrend Russia, Pharmatrend Russia: E-commerce; without EphMRA2: T02,T03; Retail prices

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

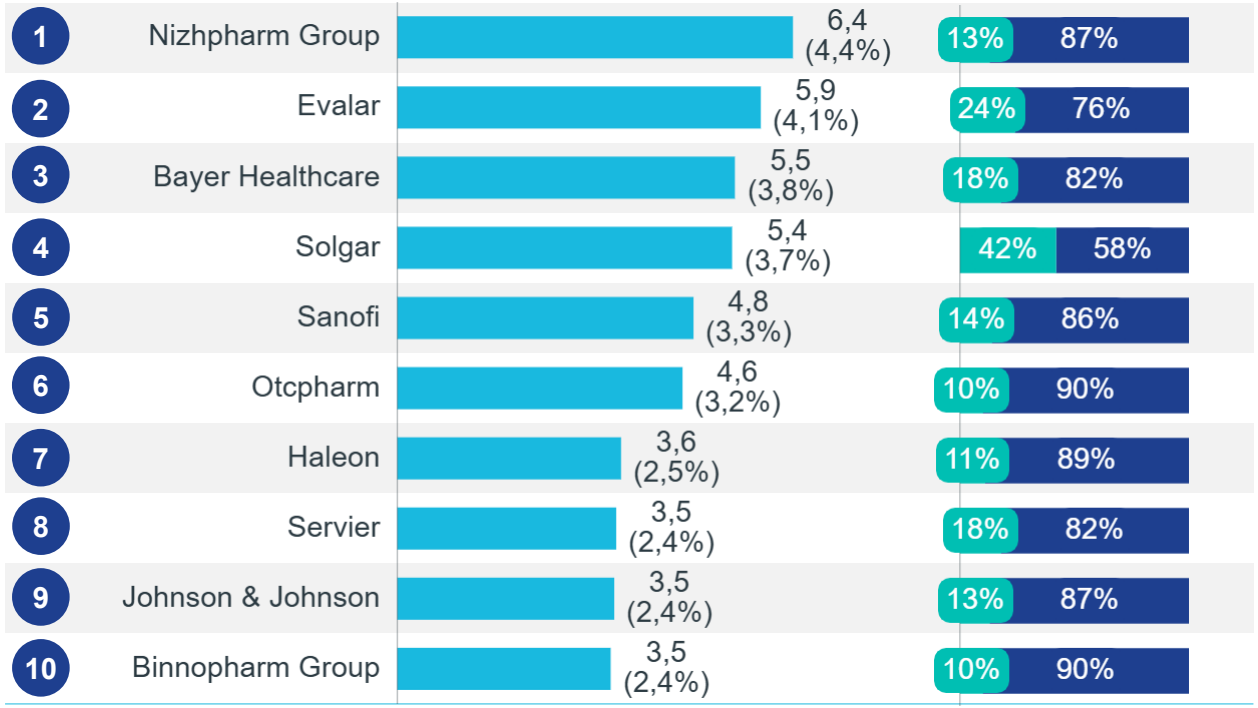
TOP10 companies in E-commerce (OTC/Rx)

OTC segment

TOP10 companies
Sales, MS% MAT'6'26

Bln. RUB, %

Sales split E-com/offline
%, MAT'6'26



TOP10 MS%: 32%

E-com Аптеки

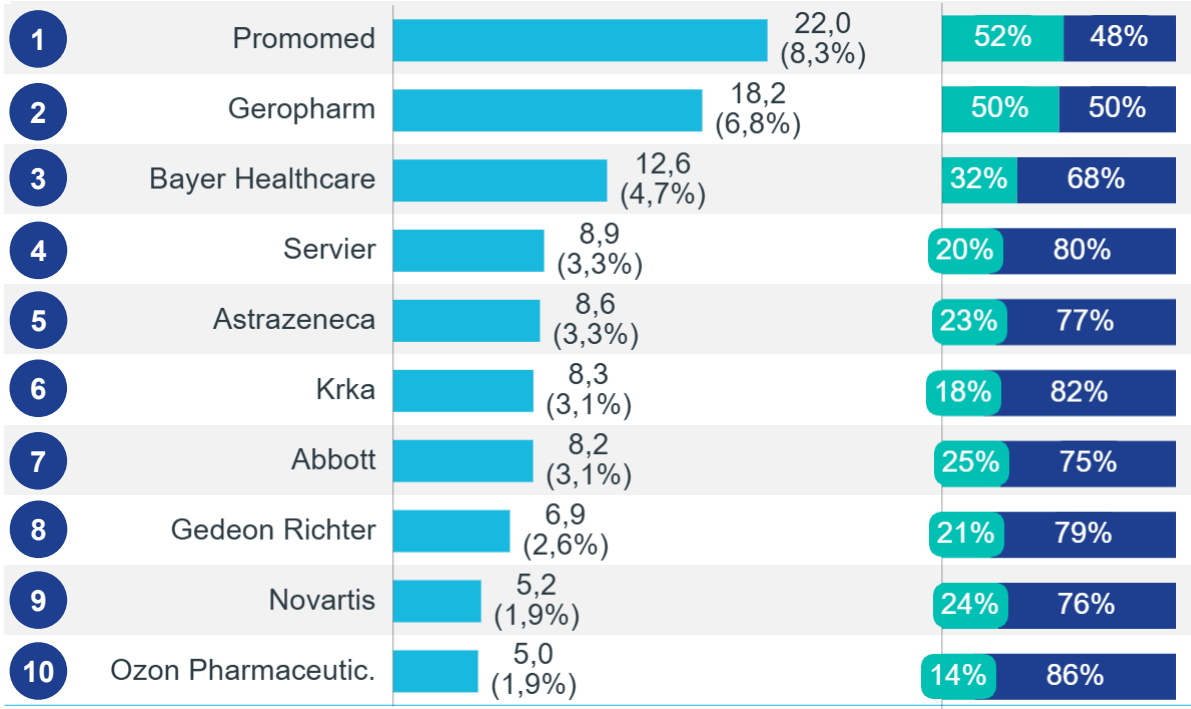
Avg. E-com segment MS%: 14%

Rx segment

TOP10 companies
Sales, MS% MAT'6'26

Bln. RUB, %

Sales split E-com/offline
%, MAT'6'26



TOP10 MS%: 39%

E-com Offline

Avg. E-com segment MS%: 23%

Retail segment

Source: IQDATA bases: Pharmatrend Russia, Pharmatrend Russia: E-commerce; without EphMRA2: T02,T03; Retail prices

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

IQDATA FOCUS

State-funded segment

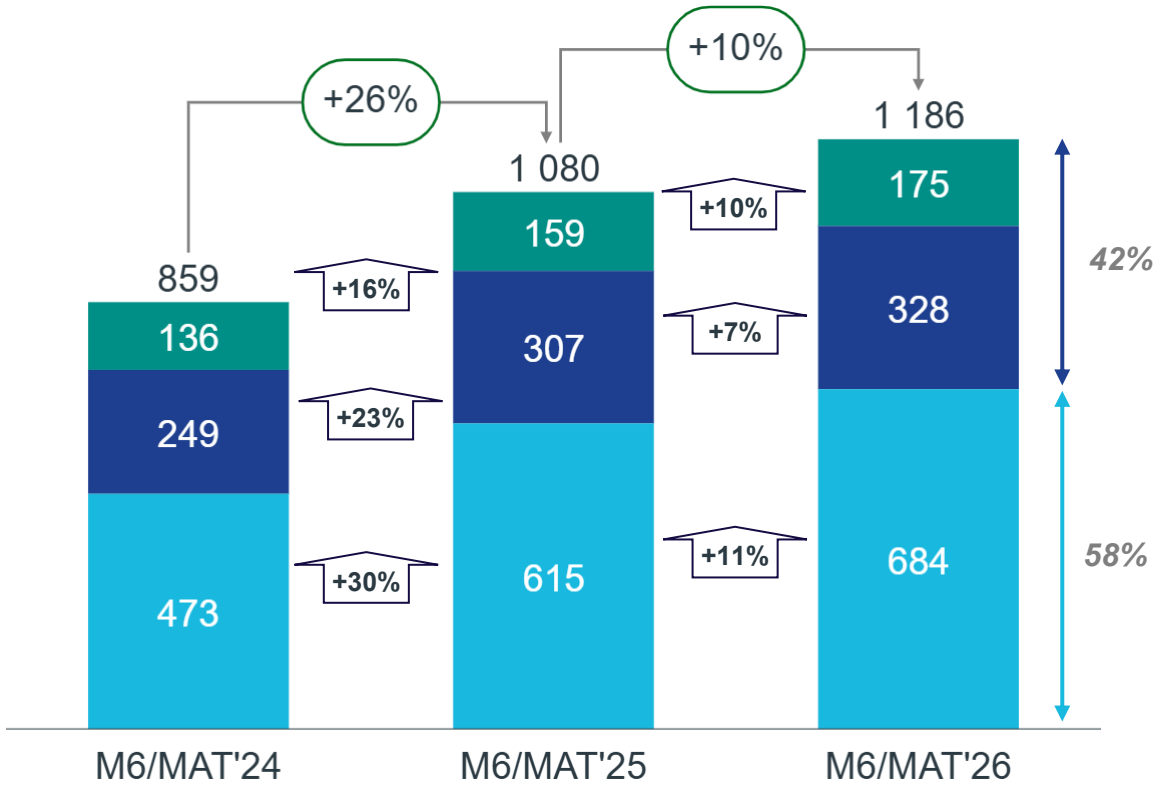


© 2026. All rights reserved. IQDATA®.

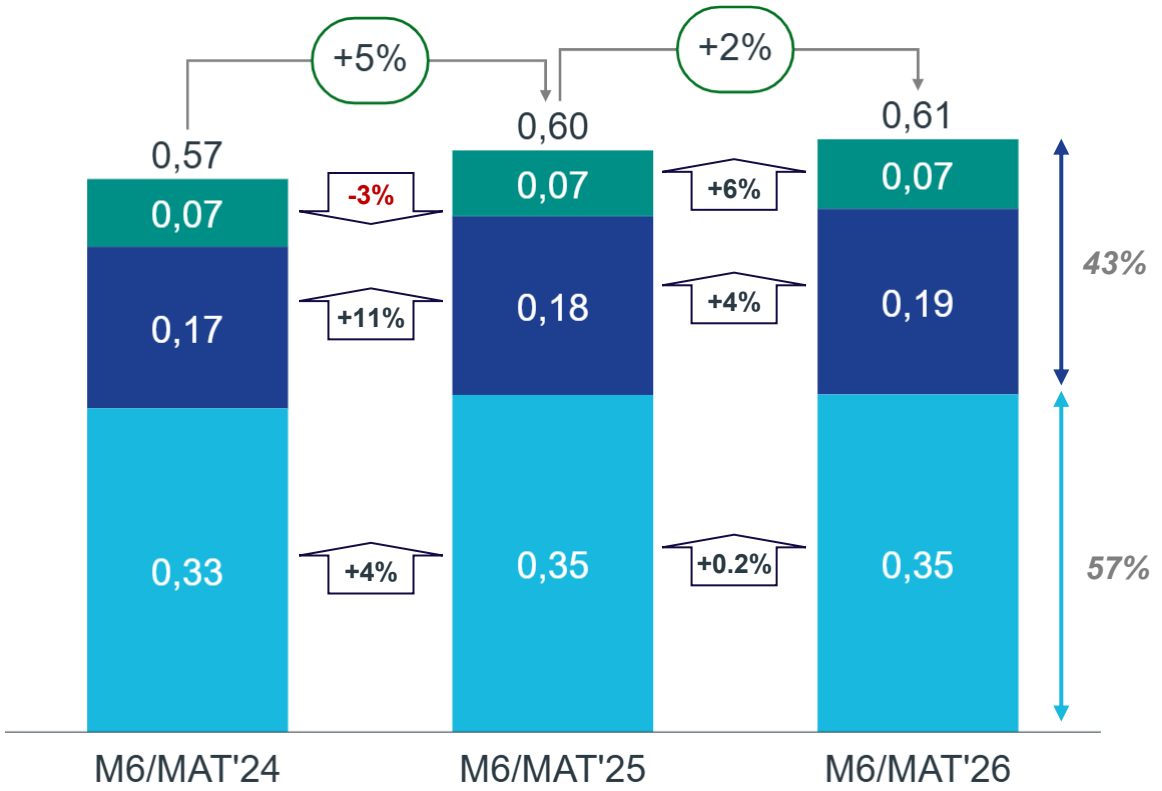
All state-funded segments show a slowdown in value growth rates compared to previous period

Total state-funded segment

Total State funded Sales by Value
Bln RUB



Total State funded Sales by Volume
Bln Packs



Public | Regional Reimbursement | Federal Reimbursement

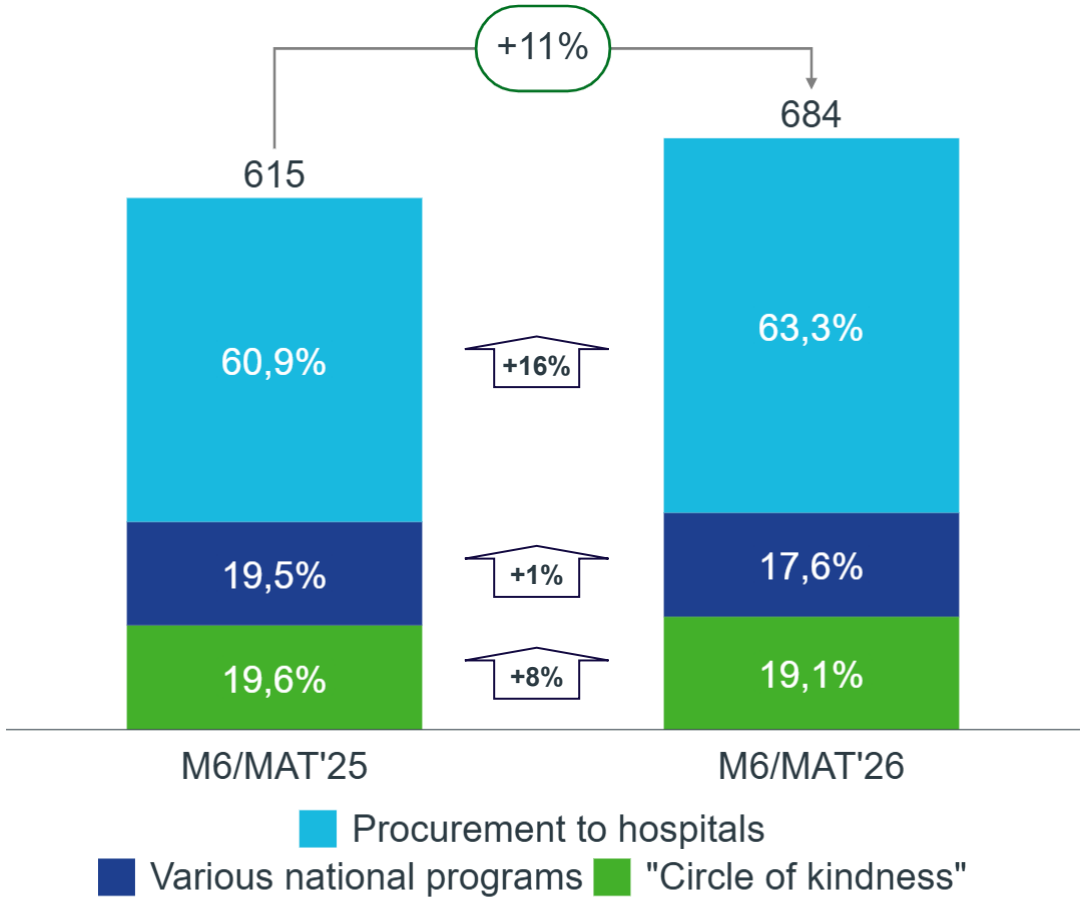
Source: IQDATA database (Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

The expansion of procurement to hospitals is the key driver of the public segment growth

Public (hospital) segment

Public Sales by Market Type
Bln RUB



TOP10 Brands in «Circle of kindness»

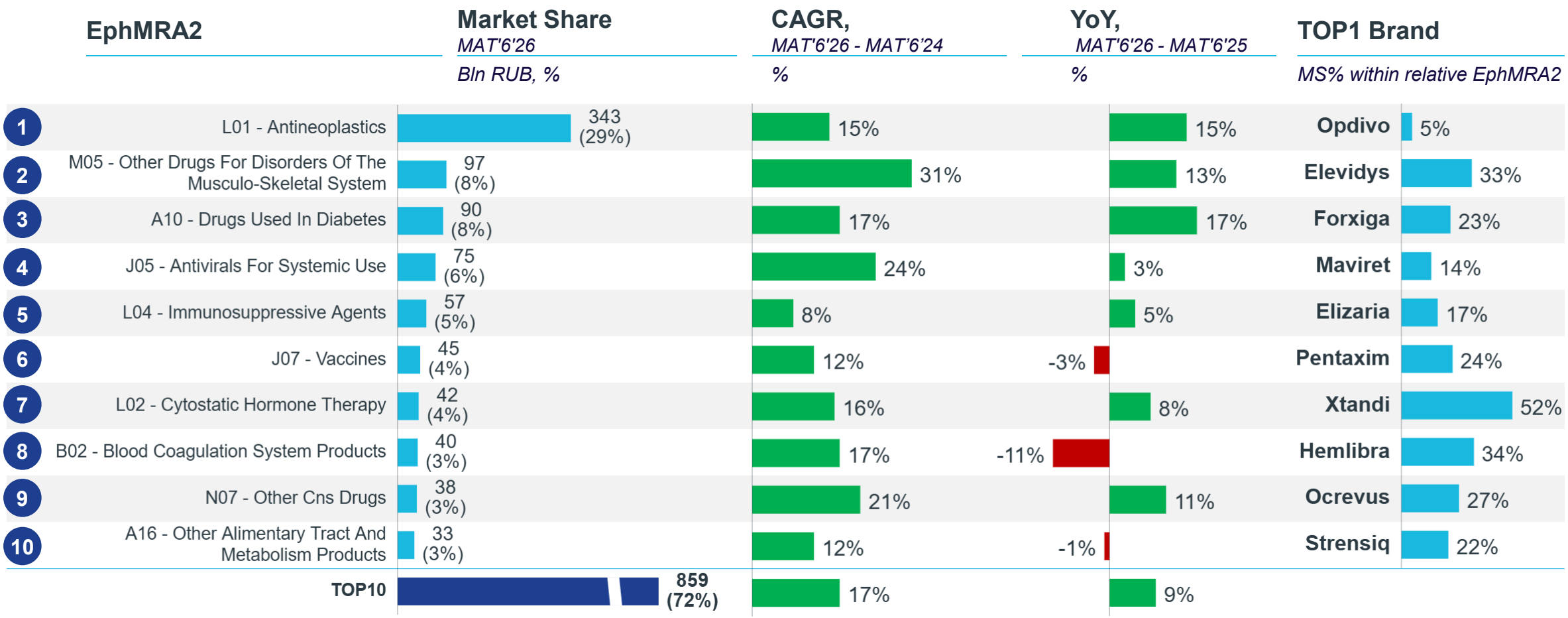
	Sales *MAT'6'26, % in Bln. RUB*	Growth *MAT'6'26 vs MAT'6'25, % in RUB*
Elevidys (Sarepta Therapeut.)	31,54	42%
Trilexa (Laboratorio Tuteur)	14,27	28%
Evrysdi (Roche)	11,84	33%
Zolgensma (Novartis)	9,72	5%
Koselugo (Astrazeneca)	7,84	9%
Translarna (Ptc Therapeutics)	6,93	-44%
Strensiq (Astrazeneca)	6,15	29%
Viltepso (R-Pharm Zao Rf)	5,53	
Vyjuvek (Krystal Biotech)	5,38	158%
Crysvita (Kyowa Kirin)	4,36	-23%

State-funded segment

Source: IQDATA database (Public); Trade price
IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

L01 is the largest category taking 29% of market share; M05 category demonstrates the strongest CAGR growth

State-funded segment EphMRA2 TOP10 performance



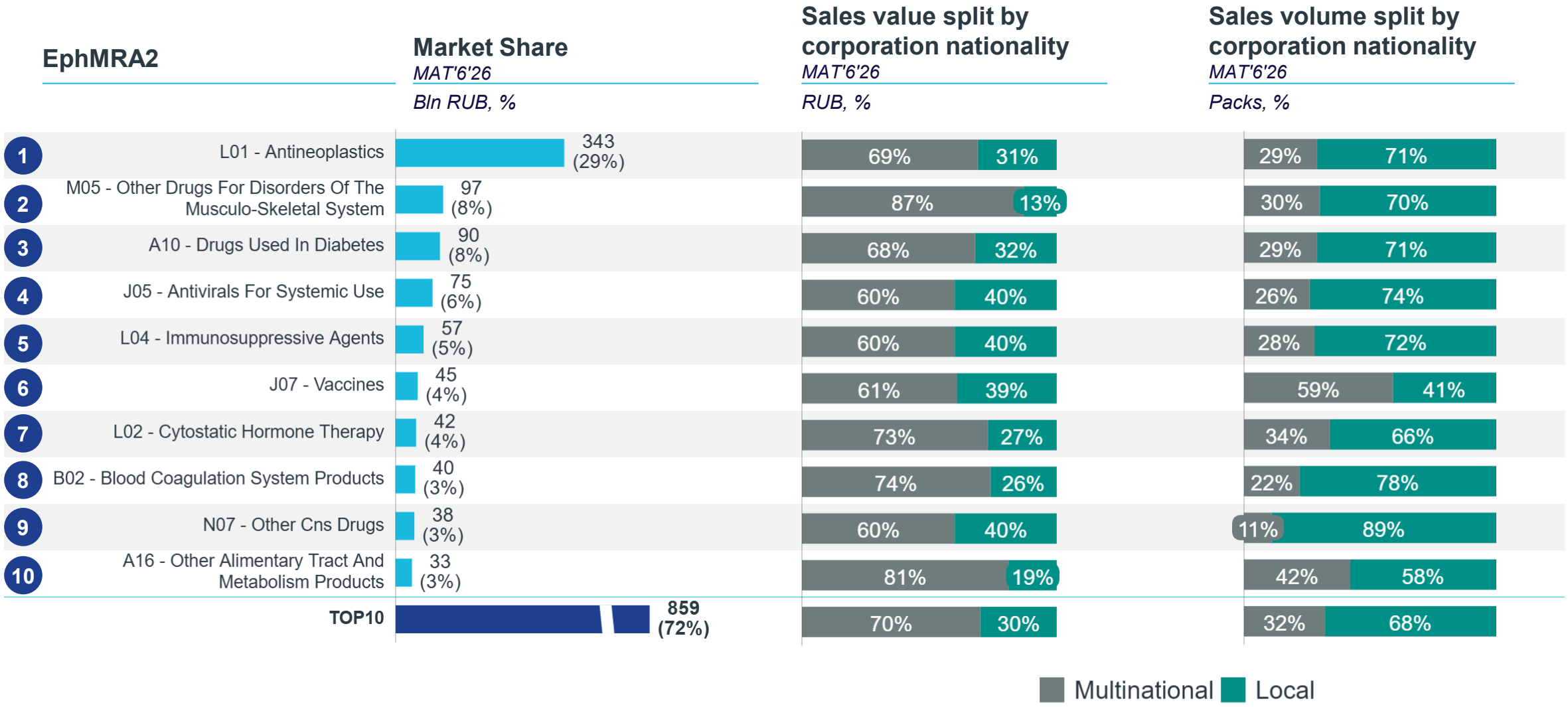
State-funded segment

Source: IQDATA database (Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

In the EphMRA2 TOP10 multinational corporations account for 70% of the market value and 32% of the market volume sales

State-funded segment EphMRA2 TOP10 performance

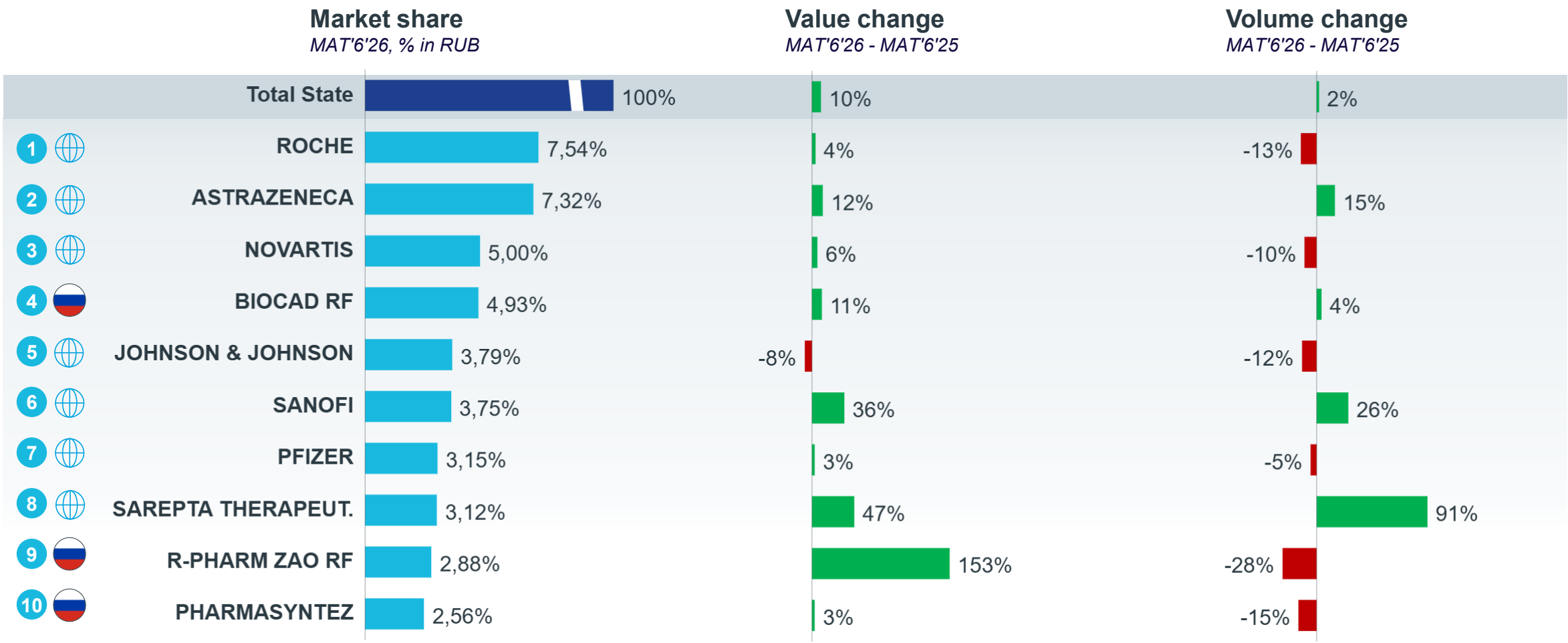


Source: IQDATA database (Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

R-pharm demonstrates the largest value growth compared to previous period

TOP10 state-funded segment ranking of companies by sales



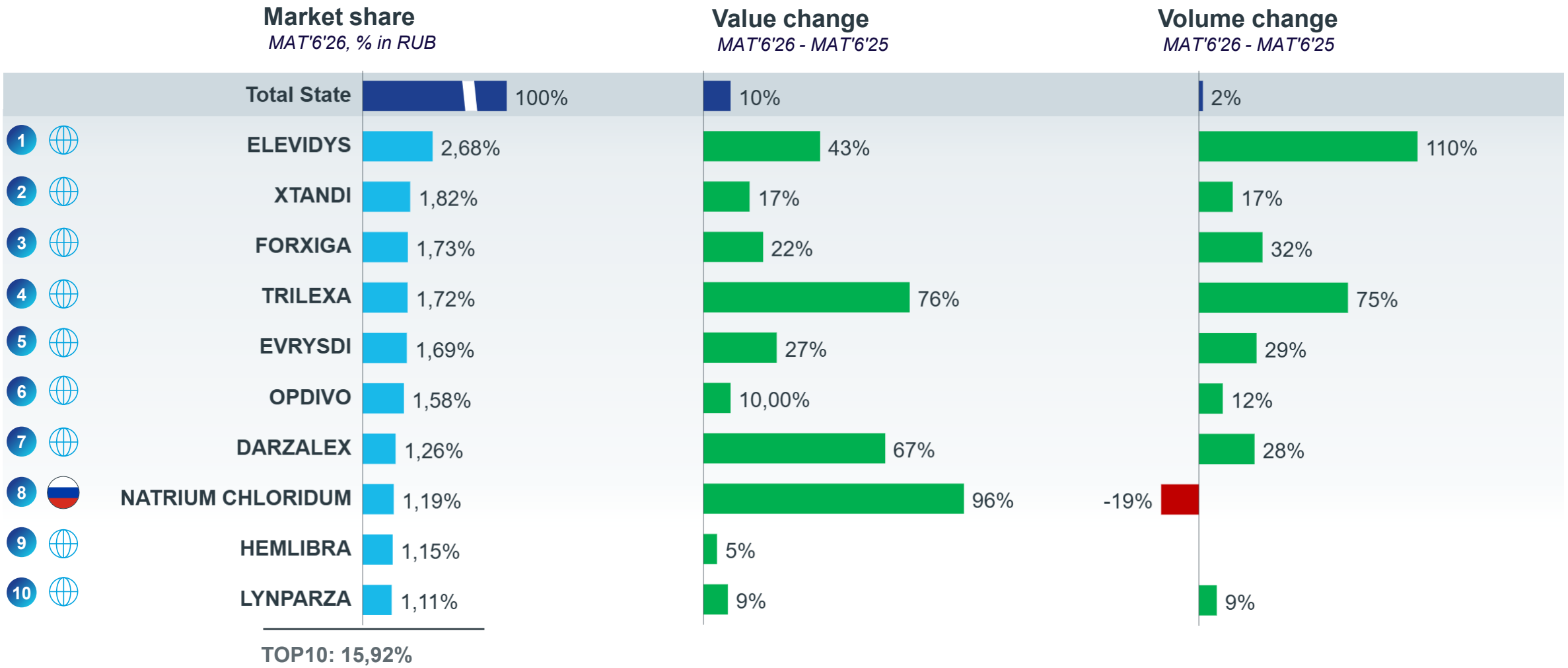
State-funded segment

Source: IQDATA database (Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

Natrium chloridum is the local brand with the highest value growth compared to previous period

TOP10 state-funded segment ranking of brands by sales



State-funded segment

Source: IQDATA database (Public, DLO, RLO); Trade price

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.

IQDATA FOCUS

Value chain



© 2026. All rights reserved. IQDATA®.

TOP10 distributors own 70.3% of total gross sales in pharma market; Pulse is the leader in Q1 2026

Total market TOP10 distributors performance



#	Distributor	Market share in gross sales*, %		Change in gross sales Q1 2026 / Q1 2025, %
		Q1 2026	Q1 2025	
1	Pulse	13,3%	14,2%	5,9%
2	Protek	12,9%	13,7%	6,2%
3	Katren	11,5%	11,9%	8,9%
4	Grand Capital	6,9%	7,1%	9,3%
5	R-Pharm	6,9%	6,5%	19,6%
6	Irwin	6,1%	5,1%	35,4%
7	BSS	4,2%	4,2%	12,1%
8	Pharmkomplekt	4,0%	3,8%	18,9%
9	Vita line	2,8%	3,1%	0,7%
10	Lancet	1,7%	1,8%	8,1%
Total		**70,3%**	**71,4%**	**11,0%**

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.
Source: IQDATA survey. open sources. team analysis

*Gross sales include Retail. State funded. Secondary and Non-target Sales

TOP10 pharmacy chains own 40.8% of retail drug sales; Rigla is the leading pharmacy chain with 11.3% market share

TOP10 pharmacy chains in retail segment

#	Category	Pharmacy chains	Market share in retail drug sales, %		Number of pharmacies (Point of Sales) Q1 2026
			Q1 2026	Q1 2025	
1	F	Rigla (Moscow)	11,3%	11,0%	7 148
2	F	Neo-Pharm (Moscow)	5,4%	5,1%	2 014
3	F	Erkhapharm & Melodiya Zdorovya (Moscow)	5,2%	5,0%	2 654
4	F	Pharmacies 36.6 (Moscow)	5,0%	5,0%	2 803
5	F	Farmland (Ufa)	4,4%	4,1%	2 783
6	F	Vita (Samara)	3,8%	4,0%	3 615
7	I	Gubernskie Apteki (Krasnoyarsk)	2,1%	1,9%	368
8	I	Zdorov.ru (Korolev)	1,5%	1,5%	120
9	F	Aloe (St. Petersburg)	1,2%	1,1%	676
10	I	Garmoniya Zdorovya (Krasnoyarsk)	0,9%	0,8%	496
		Total	**40,8%**	**39,4%**	

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.
Source: IQDATA survey. open sources. team analysis

Categories: F – Federal Pharmacy Network; I – Interregional pharmacy network; R – Regional pharmacy chain
* Retail segment – Pharmatrend in Russia

ProApteka ranks first among the PA retail drug sales TOP5; ASNA is the leader in the number of pharmacies

TOP5 pharmacy associations in retail segment

#	Category	Pharmacy associations	Market share in retail drug sales, %		Number of pharmacies (Point of Sales) Q1 2026
			Q1 2026	Q1 2025	
1	PA	ProApteka (Moscow)	19,7%	17,7%	15 632
2	PA	MPO (St. Petersburg)	17,7%	15,7%	15 193
3	PA	ASNA (Moscow)	16,4%	16,4%	18 473
4	PA	Pharmacy Union (Moscow)	10,9%	9,5%	6 439
5	PA	Sozvezdie (Moscow)	8,9%	8,4%	14 970

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.
Source: IQDATA survey. open sources. team analysis

Categories: PA – Pharmacy association
* Retail segment – Pharmatrend in Russia

The leading position in the E-com segment is occupied by the Rigla (Moscow) pharmacy chain with 15.3% market share

TOP10 pharmacy chains in E-com segment

#	Category	Pharmacy chains	Market share in E-com sales, %	Market share in retail sales, %	Number of pharmacies (Point of Sales) Q1 2026
			Q1 2026	Q1 2026	
1	F	Rigla (Moscow)	15,3%	11,3%	7 148
2	F	Erkhapharm & Melodiya Zdorovya (Moscow)	8,0%	5,2%	2 654
3	F	Pharmacies 36.6 (Moscow)	8,0%	5,0%	2 803
4	F	Neo-Pharm (Moscow)	7,4%	5,4%	2 014
5	F	Farmland (Ufa)	5,9%	4,4%	2 783
6	I	Zdorov.ru (Korolev)	2,4%	1,5%	120
7	F	Aloe (St. Petersburg)	1,4%	1,2%	676
8	I	Vasha No. 1 (Moscow)	0,8%	0,5%	143
9	I	Gubernskie Apteki (Krasnoyarsk)	0,5%	2,1%	368
10	I	Garmoniya Zdorovya (Krasnoyarsk)	0,3%	0,9%	496

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.
Source: IQDATA survey. open sources. team analysis

Categories: F – Federal Pharmacy Network; I – Interregional pharmacy network; R – Regional pharmacy chain
* E-com segment – Pharmatrend in Russia: E-commerce
** Retail segment – Pharmatrend in Russia

Apteka.ru (Novosibirsk) is the digital pharmacy with the biggest market share in the E-com segment

TOP digital pharmacies in E-com segment



#	Category	Digital pharmacy	Market share in E-com sales, %	Market share in retail sales, %	Number of Pick-up points Q1 2026
			Q1 2026	Q1 2026	
1	DP	Apteka.ru (Novosibirsk)	33,0%	6,1%	46 547
2	DP	Zdravcity (Moscow)	8,8%	1,6%	34 947
3	DP	Eapteka (Moscow)	6,0%	1,2%	23 256
4	DP	Polza.ru (Khimki)	4,5%	0,8%	39 267

IQDATA Focus| Copyright © 2026 IQDATA. All rights reserved.
Source: IQDATA survey. open sources. team analysis

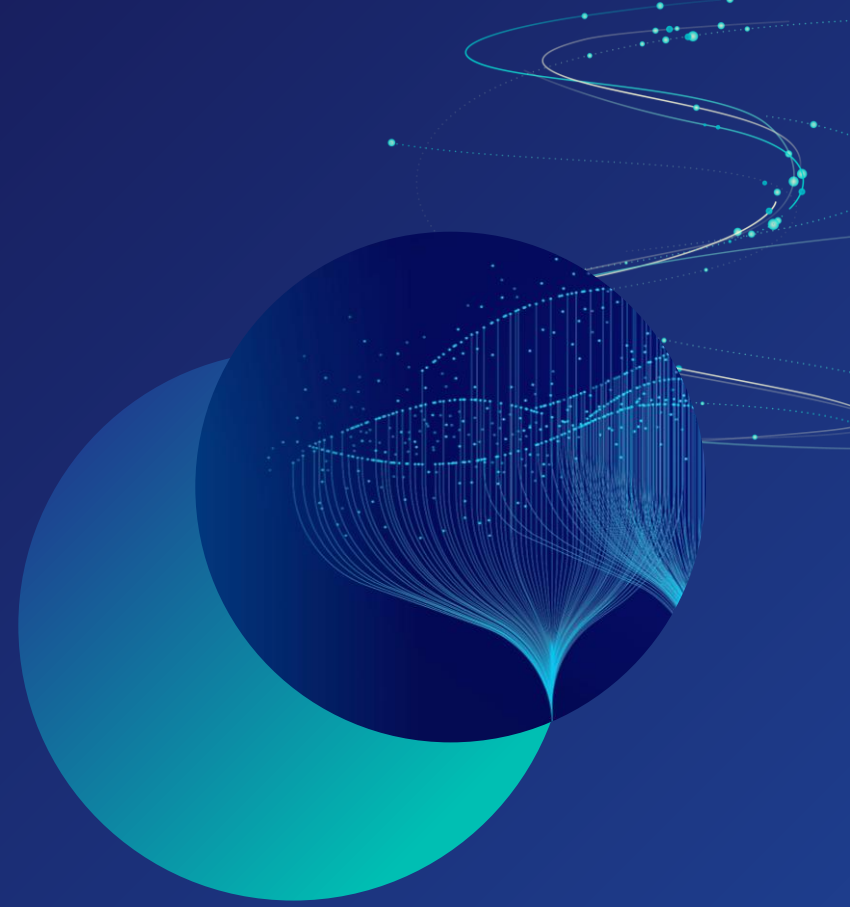
Categories: DP – Digital pharmacy
* E-com segment – Pharmatrend in Russia: E-commerce
** Retail segment – Pharmatrend in Russia

Contacts

Svetlana Nikulina
Sales Director | Russia

Svetlana.Nikulina@iq-data.ru

+7 903 737 89 51



IQDATA