

36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6 36.6



АПТЕКА • ЗДОРОВЬЕ • КРАСОТА

PHARMACY CHAIN 36.6: CONSOLIDATOR OF CHOICE

Artem Bektemirov
CEO



PHARMACY CHAIN 36.6 AT GLANCE



АПТЕКА • ЗДОРОВЬЕ • КРАСОТА

305
pharmacies

25
mln.
customers
per year

64%
sales growth
in pharmacies



HEALTHCARE MARKET GROWTH FORECAST



АПТЕКА • ЗДОРОВЬЕ • КРАСОТА

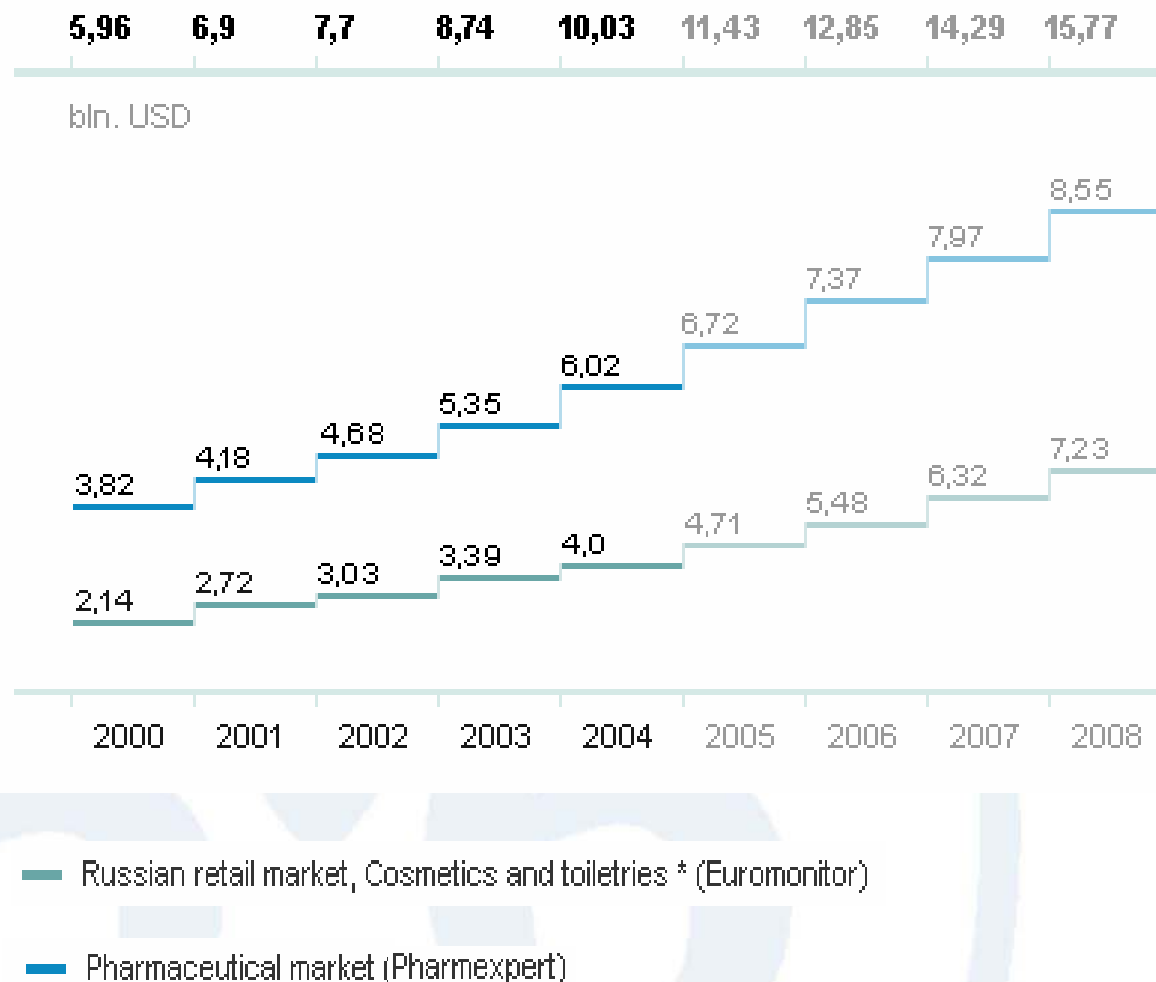
CAGR'04-09

Pharmaceuticals
8.8-13.2%

Dietary supplements
15.8%

Cosmetics and Toiletries
12-15%

Other non-pharmaceuticals
18%

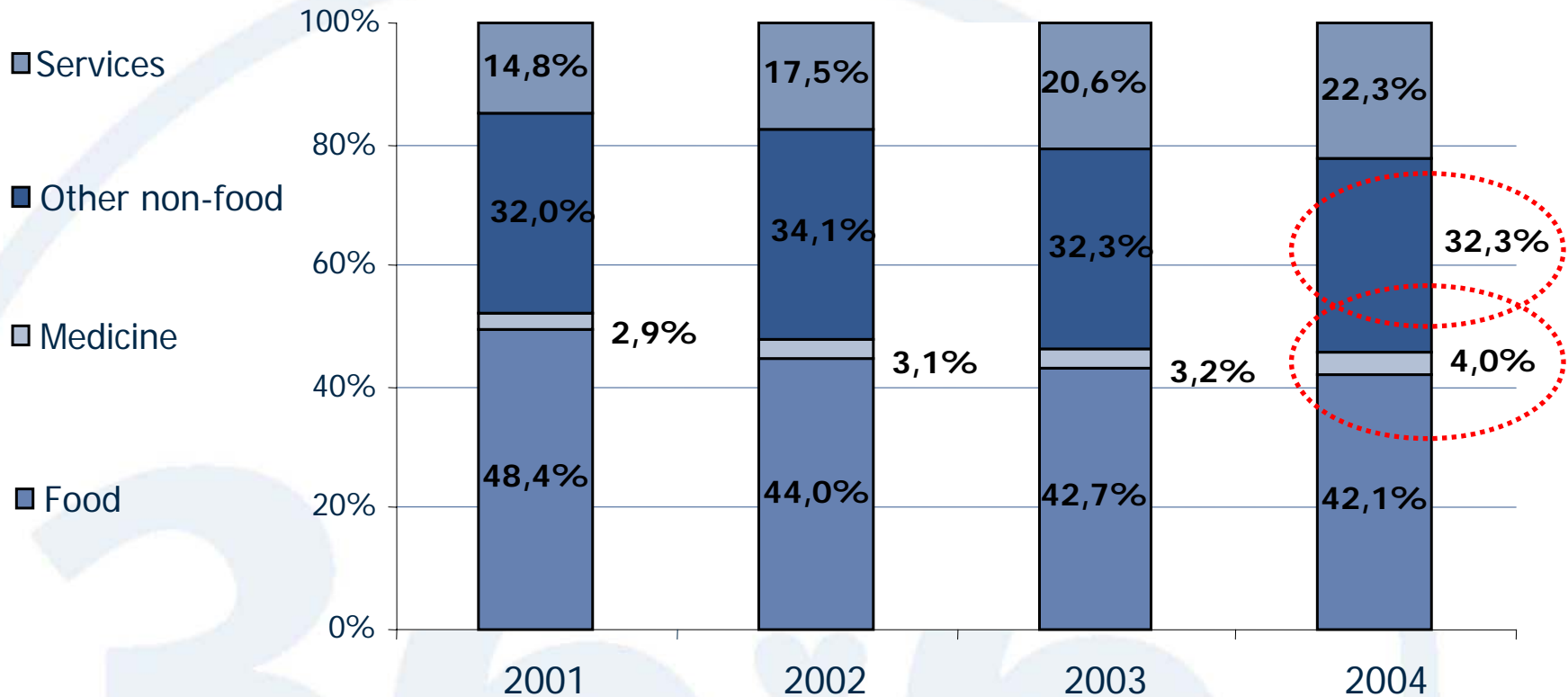


5,96 6,9 7,7 8,74 10,03 11,43 12,85 14,29 15,77

CONSUMPTION STRUCTURE PER FAMILY



АПТЕКА • ЗДОРОВЬЕ • КРАСОТА

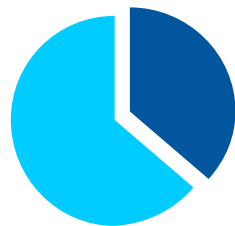


Source: Investment Banks researches, Sep '05

TOP-5 PLAYERS MARKET SHARE



5%
FOOD



35%
ELECTRONICS



6%
PHARMACIES



10%
H&B



9%
DIY

 TOP-5 Players

PHARMACY CHAIN 36.6

GOING NATIONAL



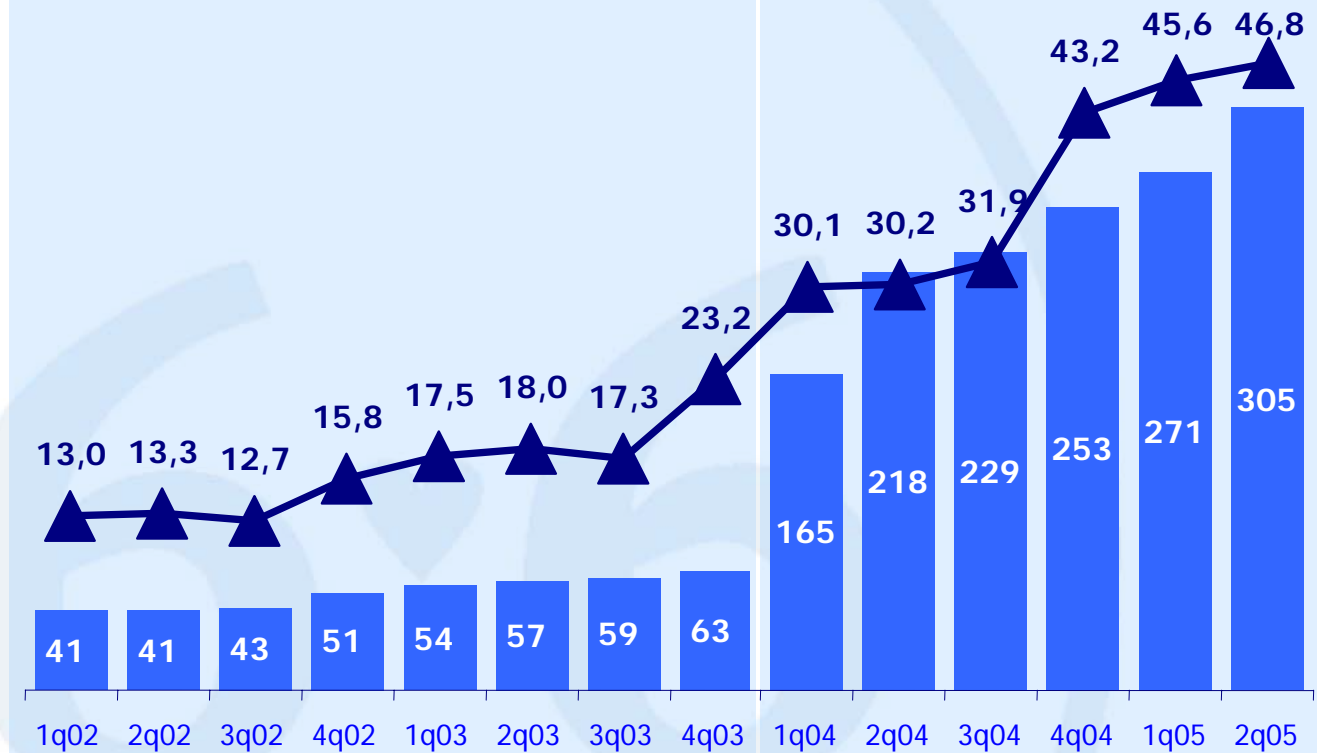
АПТЕКА • ЗДОРОВЬЕ • КРАСОТА

MOSCOW

RUSSIA

Net sales,
USD mln.

Number of
stores





АПТЕКА • ЗДОРОВЬЕ • КРАСОТА

PHARMACY CHAIN 36.6 RUSSIA-WIDE

2005-2006 GOAL

Chelyabinsk

Omsk

Irkutsk

Izhevsk

Kaliningrad

Kemerovo

Krasnoyarsk

Novokuznetsk

Tumen



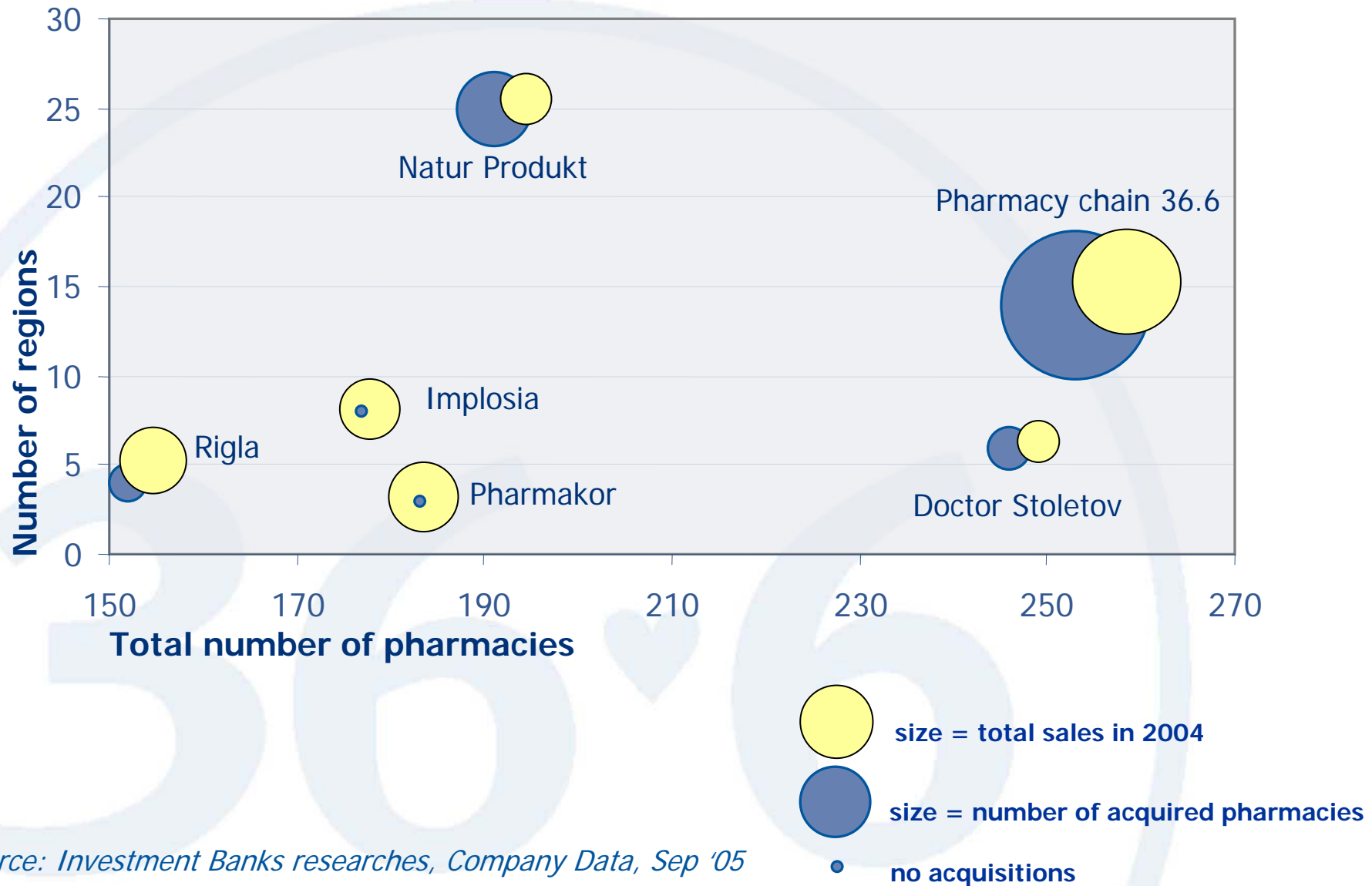
Currently operating 305 pharmacies in 16 regions and 45 cities

CONSOLIDATION

TOP-6 RUSSIAN PHARMACY CHAINS



АПТЕКА • ЗДОРОВЬЕ • КРАСОТА



Source: Investment Banks researches, Company Data, Sep '05

PRIVATE LABEL

50 SKUS IN OTC AND H&B IN 2006



АПТЕКА • ЗДОРОВЬЕ • КРАСОТА



SHARE PRICE CAPITALISATION DOUBLED OVER 2004



АПТЕКА • ЗДОРОВЬЕ • КРАСОТА





АПТЕКА • ЗДОРОВЬЕ • КРАСОТА

Thank You

This presentation is available at:

<http://www.pharmacychain366.com>

PHARMACY CHAIN 36.6