

Domzdrowia.pl posts 17% y-o-y sales decline in Q3

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Domzdrowia.pl, the online drug retailer, reported a 16.8% y-o-y drop in sales revenues for the third quarter of 2009, to just over PLN 1.6m (€0.4m). This came after growth of 11% y-o-y in the first half of the year. At the same time, net loss narrowed by 29.1% y-o-y in Q3 to PLN 0.12m (€0.03m).

In its third-quarter report, the company attributed the decline in revenues mainly to lower sales of [pharmaceutical cosmetics](#) (which command higher prices than medicines), due to weaker consumer demand. However, it was able to reduce its operating and net losses thanks to continued optimisation of purchasing and logistics processes and a reduction of fixed costs. These efficiency improvements are expected to bring Domzdrowia.pl into profit on the operating level by the end of the year.

The company also pressed on with its plan to develop a partner network of brick-and-mortar pharmacies and to implement a new e-commerce platform with vastly expanded functionalities, which it hopes will result in higher revenues already at the turn of 2010. As a result of the fall in Q3 revenues, sales growth for the year-to-date slowed markedly. Cumulatively in the first nine months of the year Domzdrowia.pl generated sales of just under PLN 5.4m (€1.28m), up by 0.9% compared with Q1-Q3 2008. Net loss declined by 29.7% y-o-y to PLN 0.4m (€0.09m).



Oryginalny tekst:

http://www.pharmapoland.com/78958/Domzdrowia_pl_posts_17_y_o_y_sales_decline_in_Q3.shtml