

Rating of Russian distributors 1-3Q 2021

TOP-10 distributors on the market of gross sales, 1-3Q 2021

| # | Distributor | Market share in gross sales, % | | Change in gross sales 1-3Q 2021/1-3Q 2020, % |
|--------------|------------------|--------------------------------|--------------|---|
| | | 1-3Q 2021 | 1-3Q 2020 | |
| 1 | Pulse | 12,4% | 12,2% | 13,7% |
| 2 | Katren | 11,5% | 11,5% | 12,0% |
| 3 | Protek | 10,9% | 11,9% | 2,3% |
| 4 | R-Pharm | 8,2% | 6,1% | 50,9% |
| 5 | Pharmkomplekt | 4,9% | 5,2% | 5,0% |
| 6 | FK Grand Capital | 4,8% | 4,4% | 22,7% |
| 7 | BSS | 3,7% | 3,3% | 24,9% |
| 8 | Profitmed | 2,7% | 2,7% | 11,2% |
| 9 | Irvin | 2,1% | 1,6% | 49,5% |
| 10 | Asfadis* | 1,8% | 2,1% | -6,5% |
| Total | | 63,1% | 60,9% | 15,5% |

*Asfadis – distributors association, includes Avikon, Accentmed, Alenpharma, ASTI, Asti plus, Lesan pharma, Donskoi Gospital.

Source: based on data from distributors participating in the rating

TOP-10 distributors on the budget market, 1-3Q 2021

| # | Distributor | Distributor Type | Head Office | Relative volume of budget sales, 1-3Q 2021 | Share of budget sales from the gross sales volume, % |
|----|-----------------|------------------|------------------|--|--|
| 1 | R-Pharm | National | Moscow | 1.000 | 57% |
| 2 | Pharmstandart** | National | Moscow | 0.788 | - |
| 3 | Irvin | Regional | Moscow | 0.403 | 90% |
| 4 | BSS | National | Saint-Petersburg | 0.343 | 44% |
| 5 | GDP | Interregional | Moscow | 0.243 | 77% |
| 6 | Protek | National | Moscow | 0.219 | 9% |
| 7 | Farmimex* | Interregional | Moscow | 0.210 | 55% |
| 8 | Lancet | Interregional | Moscow | 0.195 | 54% |
| 9 | Severo Zapad | Interregional | Saint-Petersburg | 0.114 | 97% |
| 10 | Farmservice | Regional | Krasnodar | 0.091 | 64% |

*Expert assessment

**Data based on analysis of IQVIA tender base

Source: IQVIA, based on data from distributors participating in the rating

TOP-10 distributors on the market of secondary sales, 1-3Q 2021

| # | Distributor | Distributor Type | Head Office | Relative volume of secondary distribution, 1-3Q 2021 | Share of secondary distribution sales from the gross sales volume, % |
|----|-------------------|------------------|------------------|--|--|
| 1 | R-Pharm | National | Moscow | 1,000 | 35% |
| 2 | Lancet | Interregional | Moscow | 0.257 | 43% |
| 3 | Asfadis* | Interregional | Moscow | 0.254 | 41% |
| 4 | Firma Euroservice | Interregional | Moscow | 0.248 | 85% |
| 5 | Pharmkomplekt | National | N.Novgorod | 0.195 | 12% |
| 6 | Protek | National | Moscow | 0.170 | 5% |
| 7 | Pulse | National | Moscow | 0.147 | 3% |
| 8 | Farmacevt | Interregional | Rostov-on-Don | 0.134 | 50% |
| 9 | BSS | National | Saint-Petersburg | 0.127 | 10% |
| 10 | Katren | National | Novosibirsk | 0.117 | 3% |

*Asfadis – distributors association, includes Avikon, Accentmed, Alenpharma, ASTI, Asti plus, Lesan pharma, Donskoi Gospital.

Source: based on data from distributors participating in the rating