

# Rating of Russian distributors, 1Q 2020

# TOP-10 distributors on the market of gross sales, 1Q 2020

#	Distributor	Market share in gross sales, %		Change in gross sales 1Q 2020/1Q 2019, %
		1Q 2020	1Q 2019	
1	Pulse	13,0%	12,9%	26,9%
2	Protek	11,3%	12,7%	12,5%
3	Katren	10,8%	12,5%	8,8%
4	R-Pharm	5,0%	3,3%	93,9%
5	Pharmkomplekt	4,8%	4,7%	31,6%
6	FK Grand Kapital	4,1%	3,8%	37,7%
7	BSS	3,0%	3,4%	9,1%
8	Profitmed	2,47%	2,42%	29,2%
9	Asfadis*	2,01%	2,25%	13,1%
10	GDP	1,73%	2,10%	3,6%
<b>Total</b>		<b>58,3%</b>	<b>60,1%</b>	<b>26,6%</b>

\*In Q2 2019 «Asfadis» distributors association was established, which included 7 regional companies: Accentmed, Avikon FC, Lesan Pharma, Alenfarma, Asti Plus, Donsky Hospital, Asti.  
Source: based on data from distributors participating in the rating

# TOP-10 distributors on the budget market, 1Q 2020

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1Q 2020	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	68%
2	Pharmstandard**	-	-	0,531	-
3	Irvin 2	Regional	Moscow	0,411	97%
4	BSS	National	S.Petersburg	0,366	42%
5	Protek	National	Moscow	0,247	7%
6	Farmimex*	-	-	0,199	-
7	Biotec*	-	-	0,123	-
8	GDP	Interregional	Moscow	0,118	24%
9	Severo-zapad	Interregional	S.Petersburg	0,116	85%
10	Pharmacevt	Interregional	Rostov-on-Don	0,072	51%

\*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, 1Q 2020

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1Q 2020	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	26%
2	Pharmkomplekt	National	N.Novgorod	0,748	20%
3	Firma Euroservice	Interregional	Moscow	0,655	83%
4	Asfadis*	Interregional	Moscow	0,443	29%
5	Pulse	National	Khimki	0,397	4%
6	Protek	National	Moscow	0,325	4%
7	Pharmservice	Regional	Krasnodar	0,279	80%
8	Katren	National	Novosibirsk	0,237	3%
9	BSS	National	S.Petersburg	0,232	10%
10	FK Grand Kapital	National	Moscow	0,191	6%

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Source: based on data from distributors participating in the rating