

Rating of Russian distributors 1-2Q 2021

TOP-10 distributors on the market of gross sales, 1-2Q 2021

#	Distributor	Market share in gross sales, %		Change in gross sales 1-2Q 2021 / 1-2Q 2020, %
		1-2Q 2021	1-2Q 2020	
1	Pulse	12,0%	12,0%	5,8%
2	Katren	11.5%	10.8%	12.2%
3	Protek	10.9%	11.3%	1.6%
4	R-Pharm	8.4%	6.5%	36.3%
5	FK Grand Capital	4.9%	4.1%	25.7%
6	Pharmkomplekt	4.8%	5.2%	-3.2%
7	BSS	3.6%	3.2%	16.9%
8	Profitmed	2.8%	2.6%	9.7%
9	Irvin	2.1%	1.6%	35.8%
10	Asfadis*	1.8%	2.0%	-5.8%
Total		62,8%	59,2%	13,5%

*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, 1-2Q 2021

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-2Q 2021	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1.000	59%
2	Pharmstandart**	National	Moscow	0.783	-
3	Irvin	Regional	Moscow	0.388	93%
4	BSS	National	Saint-Petersburg	0.309	43%
5	GDP	Interregional	Moscow	0.224	71%
6	Biotek	National	Moscow	0.220	82%
7	Protek	National	Moscow	0.216	10%
8	Farmimex*	Interregional	Moscow	0.206	55%
9	Lancet	Interregional	Moscow	0.193	54%
10	Farmservice	Regional	Krasnodar	0.090	63%

*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, 1-2Q 2021

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-2Q 2021	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	33%
2	Lancet	Interregional	Moscow	0.281	43%
3	Firma Euroservice	Interregional	Moscow	0.277	85%
4	Pharmkomplekt	National	N.Novgorod	0.226	13%
5	Asfadis*	Interregional	Moscow	0.173	27%
6	Protek	National	Moscow	0.152	4%
7	Farmacevt	Interregional	Rostov-on-Don	0.152	52%
8	Pulse	National	Moscow	0.142	3%
9	BSS	National	Saint-Petersburg	0.129	10%
10	Katren	National	Novosibirsk	0.118	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