

Rating of Russian distributors 1-4Q 2021

TOP-10 distributors on the market of gross sales, 1-4Q 2021

#	Distributor	Market share in gross sales, %		Change in gross sales 1-4Q 2021/1-4Q 2020, %
		1-4Q 2021	1-4Q 2020	
1	Pulse	12,4%	12,4%	14,4%
2	Katren	11.0%	11.6%	7.5%
3	Protek	10.6%	11.7%	3.2%
4	R-Pharm	8.6%	6.5%	51.3%
5	FK Grand Capital	4.8%	4.6%	17.4%
6	Pharmkomplekt	4.2%	5.2%	-8.1%
7	BSS	3.3%	3.2%	15.3%
8	Profitmed	2.5%	2.8%	3.4%
9	Irvin	2.1%	1.5%	55.7%
10	Asfadis*	2.0%	2.1%	5.9%
Total		61,4%	61,6%	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, 1-4Q 2021

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-4Q 2021	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1.000	57%
2	Pharmstandart**	National	Moscow	0.844	-
3	Irvin	Regional	Moscow	0.387	90%
4	BSS	National	Saint-Petersburg	0.292	44%
5	Farmimex*	Interregional	Moscow	0.268	70%
6	GDP	Interregional	Moscow	0.224	78%
7	Protek	National	Moscow	0.214	10%
8	Lancet	Interregional	Moscow	0.187	55%
9	Severo Zapad	Interregional	Saint-Petersburg	0.105	96%
10	Farmacevt	Interregional	Rostov-on-Don	0.088	52%

*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, 1-4Q 2021

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-4Q 2021	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	31%
2	Lancet	Interregional	Moscow	0.268	42%
3	Firma Euroservice	Interregional	Moscow	0.262	85%
4	Asfadis*	Interregional	Moscow	0.205	28%
5	Protek	National	Moscow	0.190	5%
6	Pharmkomplekt	National	N.Novgorod	0.181	11%
7	Pulse	National	Moscow	0.156	3%
8	Farmacevt	Interregional	Rostov-on-Don	0.132	42%
9	BSS	National	Saint-Petersburg	0.124	10%
10	Katren	National	Novosibirsk	0.120	3%

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

Source: based on data from distributors participating in the rating