



IMS Health & Quintiles are now



Rating of Russian distributors, 1-4Q 2018

TOP-10 distributors on the market of direct drugs sales (including reimbursement drugs supply), 1-4Q 2018

#	Distributor	Market share in direct sales of medication, %		Change in direct sales of medication 1-4Q 2018/1-4Q 2017, %	The rank of gross sales, 1-4Q 2018
		1-4Q 2018	1-4Q 2017		
1	Protek	15,8%	17,7%	-7,0%	1
2	Pulse	15,1%	13,3%	18,5%	3
3	Katren	14,7%	16,8%	-9,1%	2
4	Pharmkomplekt	5,5%	4,3%	31,9%	4
5	FK Grand Kapital	4,3%	2,6%	71,0%	6
6	R-Pharm	4,1%	4,6%	-6,8%	5
7	BSS	3,8%	3,6%	11,1%	7
8	Profitmed	2,9%	2,0%	50,2%	8
9	IRVIN-2	1,8%	1,6%	11,5%	10
10	Avesta Pharmacevtika	1,7%	1,2%	52,2%	9
Total		69,7%	67,7%	7,1%	

TOP-10 distributors on the retail market, 1-4Q 2018

#	Distributor	Distributor Type	Head Office	Relative retail sales volume, 1-4Q 2018	Share of retail sales from the gross sales volume, %
1	Protek	National	Moscow	1,000	89%
2	Katren	National	Novosibirsk	0,994	92%
3	Pulse	National	Chimki	0,976	95%
4	Pharmkomplekt	National	N. Novgorod	0,344	86%
5	FK Grand Kapital	National	Moscow	0,271	92%
6	Profitmed	Interregional	Moscow	0,180	83%
7	BSS	National	S.Petersburg	0,136	52%
8	Avesta Pharmaceutika	Interregional	Moscow	0,108	85%
9	Agroresursy	Interregional	Novosibirsk	0,088	99%
10	Zdravservice	Interregional	Tula	0,053	69%

TOP-10 distributors on the budget market, 1-4Q 2018

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-4Q 2018	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	74%
2	Pharmstandard *	-	-	0,784	-
3	BSS	National	S.Petersburg	0,399	37%
4	IRVIN-2	Regional	Moscow	0,393	82%
5	Protek	National	Moscow	0,305	7%
6	Euroservice	Interregional	Moscow	0,296	67%
7	Farmimex *	-	-	0,243	-
8	BIOTEC *	-	-	0,126	-
9	Katren	National	Novosibirsk	0,111	2%
10	Pharmstor *	-	-	0,084	-

TOP-10 distributors on the market of secondary sales, 1-4Q 2018

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-4Q 2018	Share of secondary distribution sales from the gross sales volume, %
1	Katren	National	Novosibirsk	1,000	6%
2	R-Pharm	National	Moscow	0,989	19%
3	Pharmkomplekt	National	N.Novgorod	0,856	13%
4	Protek	National	Moscow	0,798	4%
5	Pulse	National	Chimki	0,692	4%
6	BSS	National	S. Petersburg	0,489	11%
7	Farmacevt	Interregional	Rostov-Na-Donu	0,479	61%
8	Profitmed	Interregional	Moscow	0,418	12%
9	Euroservice	Interregional	Moscow	0,355	20%
10	Vitta Service	Regional	Moscow	0,344	51%