

IMS Health & Quintiles are now



Rating of Russian distributors, 1-2Q 2019

TOP-10 distributors on the market of gross sales, 1-2Q 2019

#	Distributor	Market share in gross sales, %		Change in gross sales 1-2Q 2019/1-2Q 2018, %
		1-2Q 2019	1-2Q 2018	
1	Protek	12,6%	14,8%	-1,9%
2	Pulse	12,2%	12,6%	11,9%
3	Katren	12,1%	14,8%	-5,8%
4	Pharmkomplekt	4,7%	4,3%	24,8%
5	R-Pharm	4,2%	3,9%	24,3%
6	FK Grand Kapital	3,8%	3,6%	20,4%
7	BSS	3,4%	3,4%	16,6%
8	Profitmed	2,7%	2,9%	8,1%
9	Asfadis	2,1%	2,5%	-2,2%
10	Avesta Pharmacevtika	1,7%	1,6%	27,7%
Total		59,5%	64,4%	6,7%

**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, 1-2Q 2019

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-2Q 2019	Share of budget sales from the gross sales volume, %
1	Pharmstandard *	-	-	1,000	-
2	R-Pharm	Interregional	Moscow	0,885	73%
3	Farmimex *	-	-	0,541	-
4	BSS	National	S.Petersburg	0,431	43%
5	Irvin 2	Regional	Moscow	0,404	93%
6	Protek	National	Moscow	0,286	8%
7	GC Euroservice	Interregional	Moscow	0,285	73%
8	BIOTEC *	-	-	0,251	-
9	Pharmacevt	Interregional	Rostov-on-Don	0,093	56%
10	Pharmstor *	-	-	0,080	-

TOP-10 distributors on the market of secondary sales, 1-2Q 2019

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-2Q 2019	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	Interregional	Moscow	1,000	21%
2	Pharmkomplekt	National	N.Novgorod	0,884	17%
3	Protek	National	Moscow	0,542	4%
4	Pulse	National	Chimki	0,515	4%
5	BSS	National	S.Petersburg	0,446	11%
6	FK Grand Kapital	National	Moscow	0,419	10%
7	Katren	National	Novosibirsk	0,383	3%
8	Profitmed	Interregional	Moscow	0,363	12%
9	Vitta Service	Regional	Moscow	0,295	46%
10	GC Euroservice	Interregional	Moscow	0,265	17%