

# Rating of Russian distributors, 1-3Q 2019

# TOP-10 distributors on the market of gross sales, 1-3Q 2019

#	Distributor	Market share in gross sales, %		Change in gross sales 1-3Q 2019/1-3Q 2018, %
		1-3Q 2019	1-3Q 2018	
1	Protek	13,7%	14,8%	0,4%
2	Pulse	13,0%	12,8%	10,4%
3	Katren	12,6%	14,3%	-4,4%
4	Pharmkomplekt	5,2%	4,5%	25,3%
5	R-Pharm	5,0%	4,2%	30,3%
6	FK Grand Kapital	4,1%	3,8%	17,0%
7	BSS	3,5%	3,4%	13,5%
8	Profitmed	2,93%	2,85%	11,6%
9	Asfadis	2,48%	2,55%	10,0%
10	GDP	2,45%	2,50%	6,1%
<b>Total</b>		<b>64,9%</b>	<b>65,6%</b>	<b>12,0%</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, 1-3Q 2019

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-3Q 2019	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	72%
2	Pharmstandard**	-	-	0,800	-
3	BSS	National	S.Petersburg	0,426	44%
4	Irvin 2	Regional	Moscow	0,415	94%
5	Protek	National	Moscow	0,286	8%
6	GC Euroservice	Interregional	Moscow	0,283	72%
7	Farmimex *	-	-	0,173	-
8	Severo-zapad	Interregional	Moscow	0,129	95%
9	Pharmacevt	Interregional	Rostov-on-Don	0,110	54%
10	BIOTEC*	-	-	0,085	-

\*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, 1-3Q 2019

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-3Q 2019	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	21%
2	Pharmkomplekt	National	N.Novgorod	0,749	15%
3	FK Grand Kapital	National	Moscow	0,532	14%
4	Protek	National	Moscow	0,498	4%
5	Pulse	National	Khimki	0,446	4%
6	Pharmacevt	Interregional	Rostov-on-Don	0,391	56%
7	BSS	National	S.Petersburg	0,385	12%
8	Asfadis	Interregional	Moscow	0,306	13%
9	Katren	National	Novosibirsk	0,302	3%
10	Profitmed	Interregional	Moscow	0,296	17%