

Rating of Russian distributors, 1-4Q 2019

TOP-10 distributors on the market of gross sales, 1-4Q 2019

#	Distributor	Market share in gross sales, %		Change in gross sales 1-4Q 2019/1-4Q 2018, %
		1-4Q 2019	1-4Q 2018	
1	Protek	13,8%	14,4%	2,0%
2	Pulse	13,3%	13,1%	8,2%
3	Katren	12,4%	13,9%	-4,6%
4	Pharmkomplekt	5,5%	5,1%	14,8%
5	FK Grand Kapital	4,3%	3,8%	21,2%
6	R-Pharm	4,0%	4,2%	1,5%
7	BSS	3,5%	3,4%	10,2%
8	Profitmed	2,94%	2,78%	12,6%
9	GDP*	2,62%	2,56%	9,4%
10	Asfadis**	2,50%	2,51%	6,3%
Total		64,7%	65,7%	8,2%

*Expert assessment

**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, 1-4Q 2019

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-4Q 2019	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	74%
2	Pharmstandard**	-	-	0,804	-
3	Irvin 2	Regional	Moscow	0,541	94%
4	BSS	National	S.Petersburg	0,519	44%
5	Protek	National	Moscow	0,353	8%
6	GC Euroservice	Interregional	Moscow	0,344	71%
7	Severo-zapad	Interregional	S.Petersburg	0,171	95%
8	Farmimex*	-	-	0,153	-
9	BIOTEC*	-	-	0,111	-
10	Pharmacevt	Interregional	Rostov-on-Don	0,098	39%

*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 2019

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-4Q 2019	Share of secondary distribution sales from the gross sales volume, %
1	Asfadis**	Interregional	Moscow	1,257	45%
2	Pharmkomplekt	National	N.Novgorod	1,000	16%
3	R-Pharm	National	Moscow	0,822	19%
4	Protek	National	Moscow	0,619	4%
5	Pulse	National	Khimki	0,587	4%
6	Pharmacevt	Interregional	Rostov-on-Don	0,476	59%
7	BSS	National	S.Petersburg	0,456	12%
8	FK Grand Kapital	National	Moscow	0,426	9%
9	Profitmed	Interregional	Moscow	0,395	12%
10	Katren	National	Novosibirsk	0,386	3%

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Source: based on data from distributors participating in the rating