



IMS Health & Quintiles are now



Rating of Russian distributors, 1Q 2019

TOP-10 distributors on the market of direct drugs sales (including reimbursement drugs supply), 1Q 2019

#	Distributor	Market share in direct sales of medication, %		Change in direct sales of medication 1Q 2019/1Q 2018, %	The rank of gross sales, 1Q 2019
		1Q 2019	1Q 2018		
1	Pulse	16,0%	16,8%	11,3%	1
2	Protek	14,8%	17,7%	-2,4%	2
3	Katren	14,4%	17,9%	-6,2%	3
4	Pharmkomplekt	4,7%	4,6%	19,9%	4
5	FK Grand Kapital	4,7%	4,3%	27,4%	5
6	BSS	4,2%	4,5%	9,0%	6
7	R-Pharm	3,3%	2,7%	41,8%	7
8	Profitmed	2,8%	3,1%	4,7%	8
9	Avesta Pharmaceutika	2,2%	2,0%	29,9%	9
10	IRVIN-2	1,6%	1,4%	38,0%	10
Total		68,7%	74,8%	7,0%	

TOP-10 distributors on the retail market, 1Q 2019

#	Distributor	Distributor Type	Head Office	Relative retail sales volume, 1Q 2019	Share of retail sales from the gross sales volume, %
1	Pulse	National	Chimki	1,000	96%
2	Katren	National	Novosibirsk	0,968	95%
3	Protek	National	Moscow	0,919	89%
4	Pharmkomplekt	National	N. Novgorod	0,291	79%
5	FK Grand Kapital	National	Moscow	0,279	91%
6	Profitmed	Interregional	Moscow	0,169	86%
7	Avesta Pharmaceutika	Interregional	Moscow	0,133	87%
8	BSS	National	S.Petersburg	0,133	48%
9	Agroresursy	Interregional	Novosibirsk	0,104	100%
10	Zdravservice	Interregional	Tula	0,053	76%

TOP-10 distributors on the budget market, 1Q 2019

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1Q 2019	Share of budget sales from the gross sales volume, %
1	Pharmstandard *	-	-	1,000	-
2	Farmimex *	-	-	0,687	-
3	R-Pharm	National	Moscow	0,492	70%
4	BSS	National	S.Petersburg	0,305	41%
5	IRVIN-2	Regional	Moscow	0,222	89%
6	Protek	National	Moscow	0,193	7%
7	Euroservice	Interregional	Moscow	0,186	72%
8	BIOTEC *	-	-	0,176	-
9	Pharmstor *	-	-	0,051	-
10	Pharmacevt	Interregional	Rostov-Na-Donu	0,047	53%

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

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1Q 2019	Share of secondary distribution sales from the gross sales volume, %
1	Pharmkomplekt	National	N.Novgorod	1,000	19%
2	R-Pharm	National	Moscow	0,850	23%
3	Protek	National	Moscow	0,557	4%
4	Pulse	National	Chimki	0,520	4%
5	BSS	National	S. Petersburg	0,438	11%
6	Katren	National	Novosibirsk	0,414	3%
7	FK Grand Kapital	National	Moscow	0,335	8%
8	Vitta Service	Regional	Moscow	0,298	48%
9	Profitmed	Interregional	Moscow	0,282	10%
10	Avesta Pharmacevtika	Interregional	Moscow	0,275	13%