

Rating of Russian distributors, 1-3Q 2020

TOP-10 distributors on the market of gross sales, 1-3Q 2020

#	Distributor	Market share in gross sales, %		Change in gross sales 1-3Q 2020/1-3Q 2019, %
		1-3Q 2020	1-3Q 2019	
1	Pulse	12,2%	12,6%	10,5%
2	Protek	11,9%	13,2%	3,0%
3	Katren	11,5%	12,1%	7,8%
4	R-Pharm	6,1%	4,8%	43,9%
5	Pharmkomplekt	5,2%	5,0%	18,3%
6	FK Grand Kapital	4,4%	4,0%	27,2%
7	BSS	3,3%	3,4%	10,9%
8	Profitmed	2,7%	2,8%	9,7%
9	Biotek	2,3%	1,6%	65,7%
10	Asfadis	2,1%	2,4%	1,4%
Total		61,6%	62,0%	19,8%

Source: based on data from distributors participating in the rating

TOP-10 distributors on the budget market, 1-3Q 2020

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-3Q 2020	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	59%
2	Pharmstandard**	National	Moscow	0,894	-
3	Biotek	National	Moscow	0,502	77%
4	Irvin 2	Regional	Moscow	0,464	98%
5	BSS	National	S.Petersburg	0,403	44%
6	Lancet	Interregional	Moscow	0,310	57%
7	Protek	National	Moscow	0,300	9%
8	GDP	Interregional	Moscow	0,235	46%
9	Farmimex*	Interregional	Moscow	0,197	40%
10	Severo-zapad	Interregional	S.Petersburg	0,147	96%

*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 2020

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-3Q 2020	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	33%
2	Firma Euroservice	Interregional	Moscow	0,469	84%
3	Lancet	Interregional	Moscow	0,382	40%
4	Pharmkomplekt	National	N.Novgorod	0,353	14%
5	Asfadis	Interregional	Moscow	0,314	30%
6	Pulse	National	Khimki	0,241	4%
7	Protek	National	Moscow	0,238	4%
8	Pharmservice	Regional	Krasnodar	0,218	76%
9	Farmacevt	Interregional	Rostov-on-don	0,205	53%
10	Katren	National	Novosibirsk	0,162	3%

Source: based on data from distributors participating in the rating