

# Rating of Russian distributors, 1-4Q 2020

# TOP-10 distributors on the market of gross sales, 1-4Q 2020

#	Distributor	Market share in gross sales, %		Change in gross sales 1-4Q 2020/1-4Q 2019, %
		1-4Q 2020	1-4Q 2019	
1	Pulse	12,4%	12,7%	14,6%
2	Protek	11,7%	13,1%	5,3%
3	Katren	11,6%	11,8%	15,7%
4	R-Pharm	6,5%	5,4%	41,2%
5	Pharmkomplekt	5,2%	5,2%	16,2%
6	FK Grand Kapital	4,6%	4,1%	32,8%
7	BSS	3,2%	3,3%	15,2%
8	Profitmed	2,8%	2,8%	16,4%
9	Biotek	2,2%	1,4%	82,8%
10	Asfadis	2,1%	2,4%	3,6%
<b>Total</b>		<b>62,3%</b>	<b>62,1%</b>	<b>24,4%</b>

Source: based on data from distributors participating in the rating

# TOP-10 distributors on the budget market, 1-4Q 2020

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-4Q 2020	Share of budget sales from the gross sales volume, %
1	Pharmstandard**	National	Moscow	1,000	-
2	R-Pharm	National	Moscow	0,971	57%
3	Biotek	National	Moscow	0,424	73%
4	Irwin 2	Regional	Lubertsy	0,401	97%
5	BSS	National	Moscow	0,377	44%
6	Lancet	Interregional	Moscow	0,280	56%
7	GDP	Interregional	Moscow	0,279	59%
8	Protek	National	Moscow	0,277	9%
9	Farmimex*	Interregional	Moscow	0,177	40%
10	Severo-zapad	Interregional	S.Petersburg	0,143	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, 1-4Q 2020

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-4Q 2020	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	34%
2	Firma Euroservice	Interregional	Moscow	0,427	82%
3	Lancet	Interregional	Moscow	0,346	40%
4	Pharmkomplekt	National	N.Novgorod	0,326	14%
5	Asfadis	Interregional	Moscow	0,279	29%
6	Farmacevt	Interregional	Rostov-on-don	0,228	59%
7	Protek	National	Moscow	0,227	4%
8	Pulse	National	Khimki	0,223	4%
9	Pharmservice	Regional	Krasnodar	0,185	72%
10	Katren	National	Novosibirsk	0,158	3%

Source: based on data from distributors participating in the rating