

Rating of Russian distributors 1Q 2021

TOP-10 distributors on the market of gross sales, 1Q 2021

#	Distributor	Market share in gross sales, %		Change in gross sales 1Q 2021 / 1Q 2020, %
		1Q 2021	1Q 2020	
1	Pulse	12,2%	13,0%	-11,6%
2	Katren	11,7%	10,8%	1,7%
3	Protek	11,3%	11,3%	-6,4%
4	R-Pharm	8,0%	5,0%	49,6%
5	FK Grand Capital	5,0%	4,1%	13,5%
6	Pharmkomplekt	4,9%	4,8%	-5,1%
7	BSS	3,5%	3,0%	10,2%
8	Profitmed	2,7%	2,5%	3,5%
9	Irvin	2,0%	1,5%	26,8%
10	Avesta	1,9%	1,6%	7,3%
Total		63,2%	57,7%	8,9%

Source: based on data from distributors participating in the rating

TOP-10 distributors on the budget market, 1Q 2021

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1Q 2021	Share of budget sales from the gross sales volume, %
1	Pharmstandart**	National	Moscow	1,000	-
2	R-Pharm	National	Moscow	0.789	62%
3	Irvin	Regional	Moscow	0.297	93%
4	BSS	National	Saint-Petersburg	0.239	43%
5	Biotek	National	Moscow	0.231	-
6	Lancet	Interregional	Moscow	0.165	57%
7	Protek	National	Moscow	0.163	9%
8	GDP	Interregional	Moscow	0.135	50%
9	Farmimex*	Interregional	Moscow	0.115	40%
10	Severo-zapad	Interregional	Saint-Petersburg	0.105	97%

*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, 1Q 2021

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1Q 2021	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	31%
2	Firma Euroservice	Interregional	Moscow	0.313	84%
3	Lancet	Interregional	Moscow	0.288	40%
4	Pharmkomplekt	National	N.Novgorod	0.274	14%
5	Farmacevt	Interregional	Rostov-on-Don	0.195	57%
6	Asfadis*	Interregional	Moscow	0.194	26%
7	Protek	National	Moscow	0.163	4%
8	Pulse	National	Moscow	0.163	3%
9	BSS	National	Saint-Petersburg	0.138	10%
10	Pharmservice	Regional	Krasnodar	0.133	54%

*Asfadis – distributors association, includes Avikon, Accentmed, Alenpharma, ASTI, Asti plus, Lesan pharma, Donskoi Gospital.

Source: based on data from distributors participating in the rating