

Rating of Russian distributors, 1-2Q 2020

TOP-10 distributors on the market of gross sales, 1-2Q 2020

#	Distributor	Market share in gross sales, %		Change in gross sales 1-2Q 2020/1-2Q 2019, %
		1-2Q 2020	1-2Q 2019	
1	Pulse	12,0%	12,4%	12,7%
2	Protek	11,3%	12,8%	2,6%
3	Katren	10,8%	12,3%	2,6%
4	R-Pharm	6,5%	4,3%	75,6%
5	Pharmkomplekt	5,2%	4,7%	28,2%
6	FK Grand Kapital	4,1%	3,8%	25,5%
7	BSS	3,2%	3,5%	7,3%
8	Profitmed	2,6%	2,7%	12,4%
9	GDP	2,1%	2,4%	4,8%
10	Lancet	2,0%	1,7%	44,6%
Total		59,8%	60,6%	21,6%

Source: based on data from distributors participating in the rating

TOP-10 distributors on the budget market, 1-2Q 2020

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-2Q 2020	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	66%
2	Pharmstandard**	National	Moscow	0,953	-
3	Irvin 2	Regional	Moscow	0,365	98%
4	BSS	National	S.Petersburg	0,328	44%
5	Lancet	Interregional	Moscow	0,278	58%
5	Protek	National	Moscow	0,248	9%
6	GDP	Interregional	Moscow	0,214	43%
7	Farmimex*	Interregional	Moscow	0,181	40%
9	Severo-zapad	Interregional	S.Petersburg	0,118	88%
10	ESKO	Interregional	Moscow	0,105	79%

*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, 1-2Q 2020

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-2Q 2020	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	26%
2	Firma Euroservice	Interregional	Moscow	0,611	85%
3	Lancet	Interregional	Moscow	0,466	38%
4	Pharmkomplekt	National	N.Novgorod	0,441	14%
5	Asfadis*	Interregional	Moscow	0,389	33%
6	Pharmservice	Regional	Krasnodar	0,275	75%
7	Pulse	National	Khimki	0,274	4%
8	Protek	National	Moscow	0,259	4%
9	Farmacevt	Interregional	Rostov-on-don	0,198	47%
10	Katren	National	Novosibirsk	0,180	3%

*«Asfadis» distributors association: Accentmed, Avikon FC, Lesan Pharma, Alenfarma, Asti Plus, Donsky Hospital, Asti.

Source: based on data from distributors participating in the rating