

# Rating of Russian distributors 1-3Q 2022

# TOP-10 distributors on the market of gross sales, 1-3Q 2022

#	Distributor	Market share in gross sales, %		Change in gross sales 1-3Q 2022 / 1-3Q 2021, %
		1-3Q 2022	1-3Q 2021	
1	Pulse	13,4%	13,9%	12,8%
2	Protek	12,5%	12,2%	19,7%
3	Katren	12,4%	12,8%	12,6%
4	R-Pharm	8,3%	9,2%	5,8%
5	FK Grand Capital	5,6%	5,4%	21,4%
6	BSS	4,6%	4,1%	31,9%
7	Pharmkomplekt	3,7%	5,4%	-21,1%
8	Profitmed	2,9%	3,0%	12,0%
9	Irvin	2,9%	2,4%	40,9%
10	Lancet	2,1%	1,9%	28,7%
<b>Total</b>		<b>68,6%</b>	<b>70,2%</b>	<b>13,5%</b>

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

Source: based on data from distributors participating in the rating

# TOP-10 distributors on the budget market, 1-3Q 2022

#	Distributor	Distributor Type	Head Office	Relative volume of budget sales, 1-3Q 2022	Share of budget sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	61%
2	Pharmstandart**	National	Moscow	0,844	-
3	Irvin	Regional	Moscow	0,499	88%
4	BSS	National	Saint-Petersburg	0,405	44%
5	Farmimex*	Interregional	Moscow	0,327	75%
6	GDP	National	Moscow	0,287	95%
7	Lancet	National	Moscow	0,247	59%
8	Protek	Interregional	Moscow	0,237	10%
9	Severo-Zapad	Interregional	Saint-Petersburg	0,125	98%
10	Farmacevt	Interregional	Rostov-on-Don	0,106	63%

\*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 2022

#	Distributor	Distributor Type	Head Office	Relative volume of secondary distribution, 1-3Q 2022	Share of secondary distribution sales from the gross sales volume, %
1	R-Pharm	National	Moscow	1,000	31%
2	Lancet	Interregional	Moscow	0,313	38%
3	Profitmed	Interregional	Moscow	0,253	22%
4	Pharmkomplekt	National	N.Novgorod	0,243	17%
5	Asfadis	Interregional	Moscow	0,242	33%
6	Protek	National	Moscow	0,237	5%
7	Firma Euroservice	Interregional	Moscow	0,202	57%
8	Pulse	National	Moscow	0,167	3%
9	Pharmservis	Regional	Krasnodar	0,121	47%
10	Pharmacevt	Interregional	Rostov-on-Don	0,120	37%

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

Source: based on data from distributors participating in the rating