

NORDIC DISTRIBUTOR SHORTLIST · Q2 2026

Nordic Pharmaceutical Distributors

A vetted list of 15 distributors active in the pharmaceutical sector across Sweden, Denmark, Norway and Finland.

Curated by Miguel Baptista · Fractio
Data reviewed 2026-04-21 · nordicdistributors.com

Why pharmaceutical in the Nordics

Nordic Pharmaceutical Distributors

Nordic pharmaceutical distribution runs through a small number of full-line wholesalers (Tamro, Oriola, Apotek Hjärtat's parent) plus specialist distributors for OTC, niche prescription and hospital-only products. Regulatory oversight: Läkemedelsverket (SE), Lægemiddelstyrelsen (DK), Statens legemiddelverk (NO), Fimea (FI). All four countries require a Marketing Authorisation Holder registered in the EEA. Pharmacy channel in Sweden, Norway and Finland is dominated by 3–4 chains; Denmark remains more fragmented. A specialist distributor is often faster to market than a full-line wholesaler for new OTC launches.

How to use this shortlist

- **Start with coverage.** A distributor listed for 'Nordic' usually means strong in one country and partner-dependent in the others. Cross-check the country column.
- **Match the channel.** Each sector has multiple distribution channels (e.g. hospital vs private, retail vs specialty). Ask the distributor which they actually own.
- **Brief 3 at once.** The fastest way to benchmark a distributor is to compare their response to two others. NordicDistributors.com lets you send a structured brief in 60 seconds.
- **Budget a timeline.** Nordic commercial decisions are slower than Iberian or US equivalents. Plan 3–6 months from first brief to signed agreement for a straightforward product; 9–18 months if regulatory work is open.
- **Use the sector-specific question.** See the highlighted tip on the next page.

Sector-specific question to ask: Ask whether the distributor carries your MAH on their wholesale dealer's authorisation or whether you need your own. It changes your cost, timeline and control.

THE DISTRIBUTORS

15 pharmaceutical distributors active in the Nordics

Oresund Pharma

Pan-Nordic · www.oresundpharma.com

Specialty pharmaceutical distributor specializing in in-licensing of innovative medicines, niche products, and complex supply chain management. Strong in prestige and specialty pharma segments.

Orifarm Group A/S

Pan-Nordic · www.orifarm.com

One of Europe's largest parallel importers of pharmaceuticals. Supplies generic and original medicines across all Nordic countries with expertise in EU regulatory pathways and cost-effective distribution.

Oriola Corporation

Pan-Nordic · www.oriola.com

100+ years of pharmaceutical expertise. Full-line pharma wholesale covering hospitals, pharmacies, and healthcare providers. Fully GDP-compliant with advanced logistics infrastructure and extensive product portfolio.

Tamro (PHOENIX Group)

Pan-Nordic · www.tamro.fi

Market leader in Finland and major pan-Nordic distributor. Full-line pharmaceutical wholesale with hospital pharmacy expertise, extensive retail network, and advanced distribution infrastructure.

WINMED Nordic

Pan-Nordic · www.winmed.dk

Established wholesale agreements across all Nordic countries with specialized expertise in narcotic medicines and controlled substances. Full-line and medical device distributions with GDP certification.

Algol Pharma

Finland · algol.fi/en

Part of the family-owned Algol Group (est. 1894). Imports, markets, and distributes prescription drugs, hospital drugs, OTC medications, and free-trade healthcare products across Nordic and Baltic markets.

Bimeda Nordic

· www.bimedanordic.com

Specialized distributor of veterinary pharmaceuticals and animal health products across all five Nordic countries. Strong expertise in veterinary medicine regulations and unique supply chain requirements.

CampusPharma AB

Sweden · www.campuspharma.se

Specialized distributor focusing on women's health pharmaceuticals and unlicensed/niche medicines since 2004. Strong expertise in specialty and underserved therapeutic areas with specialized logistics capabilities.

Medartuum AB

Sweden · www.medartuum.se

Established parallel importer since 1996 with operations in Gothenburg and Stockholm. Supplies cost-effective generic and original medicines to the Swedish pharmacy market with GDP compliance.

Medlite AS

Norway · www.medlite.no

Established in 2004, Medlite distributes original and generic pharmaceuticals across Norway with full GDP compliance and expertise in the Norwegian medicines market regulatory requirements.

NMD (Norsk Medisinaldepot)

Norway · #

Major wholesaler and pharmaceutical supplier with extensive expertise. Operates the Vitusapotek chain encompassing 300+ pharmacies across Norway with strong hospital and retail coverage.

Nomeco

Denmark · www.nomeco.dk

PHOENIX Group subsidiary and Denmark's largest pharmaceutical wholesaler. Over 7,000 products across three strategically located distribution centres. Covers pharmaceuticals, veterinary medicines, and OTC products.

Nordic Prime

Denmark · www.nordicprime.dk

Specialized parallel importer providing price-advantaged pharmaceutical distribution. Expertise in generic medicines and cost-effective sourcing with full regulatory compliance across Denmark.

Pharma Nordic AS

· www.pharma-nordic.com

In-licensing specialist for innovative pharmaceuticals and medical devices across the Nordic region. Focuses on pre-launch support, market entry strategy, and regulatory pathway navigation for novel products.

Unimedica Pharma

Sweden · www.unimedica.se

Fully integrated specialty pharmaceutical distributor with expertise across multiple therapeutic areas. Strong presence in Nordic and Northern European markets with advanced regulatory capabilities.

WHAT'S NEXT

You have the shortlist. Now what?

Brief 3–5 distributors at once.

Go to nordicdistributors.com, open each profile page, and send a structured brief. Takes under 60 seconds per distributor. Miguel forwards the brief to them by email and chases a reply by day 5. You get a confirmation email after every submission.

If briefing isn't enough, book a 20-min diagnostic.

Pricing strategy, regulatory path, country sequencing, tender windows. In 20 minutes Miguel will tell you what's realistic for your product, budget and timeline. Free. No pitch if there's no fit.

If the full launch is on the table, Fractio takes it on.

Fractional Sales Director, country launch retainer, or distributor-contract negotiation — three engagement formats depending on what you need. Nordic-Iberian specialists. Portuguese, Spanish, English, some Swedish.

BEHIND THIS SHORTLIST

Fractio · Nordic-Iberian go-to-market

Behind NordicDistributors: Miguel Baptista, founder of Fractio, has spent the last nine years as Country Manager for a Swiss precision medical-device manufacturer. Built a country affiliate from scratch, grew sales 20x in seven years, and the Portugal playbook is now the case study taught to EMS subsidiaries worldwide. The free distributor-brief flow on nordicdistributors.com is the first step. The paid engagement starts when you need someone who has actually run the launch.

Book a 20-min diagnostic call →
fractio.se/#contact · miguel@fractio.se

This shortlist is a snapshot at 2026-04-21. Distributor portfolios, coverage and agreements change — always verify before contract.