

PHARMACEUTICAL INDUSTRY

INVESTMENT POTENTIAL OF THE SVERDLOVSK REGION



GOVERNMENT OF
THE SVERDLOVSK
REGION



MINISTRY OF
INVESTMENT AND
DEVELOPMENT



АГЕНТСТВО
ПО ПРИВЛЕЧЕНИЮ
ИНВЕСТИЦИЙ
Свердловской области

INVESTMENT
PROMOTION
AGENCY
of the Sverdlovsk region

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**THE SVERDLOVSK REGION IS
A PLACE FOR ALLOCATING
MODERN PHARMACEUTICAL
PRODUCTIONS**



TOP-5

IN MANUFACTURING
MEDICAL PRODUCTS

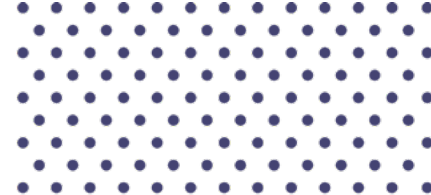
6.5 B rubles

ANNUAL PRODUCTION
VOLUME OF MEDICAL
PRODUCTS

6.9 B rubles

VOLUME OF STATE CONTRACTS IN
2018-2019 FOR PURCHASING
MEDICAL EQUIPMENT AND
MATERIALS

PARTNERSHIP WITH REGIONAL
MANUFACTURERS IS A CHANCE TO
CREATE OPTIMAL PRODUCTS FOR URAL
HOSPITALS AND CLINICS



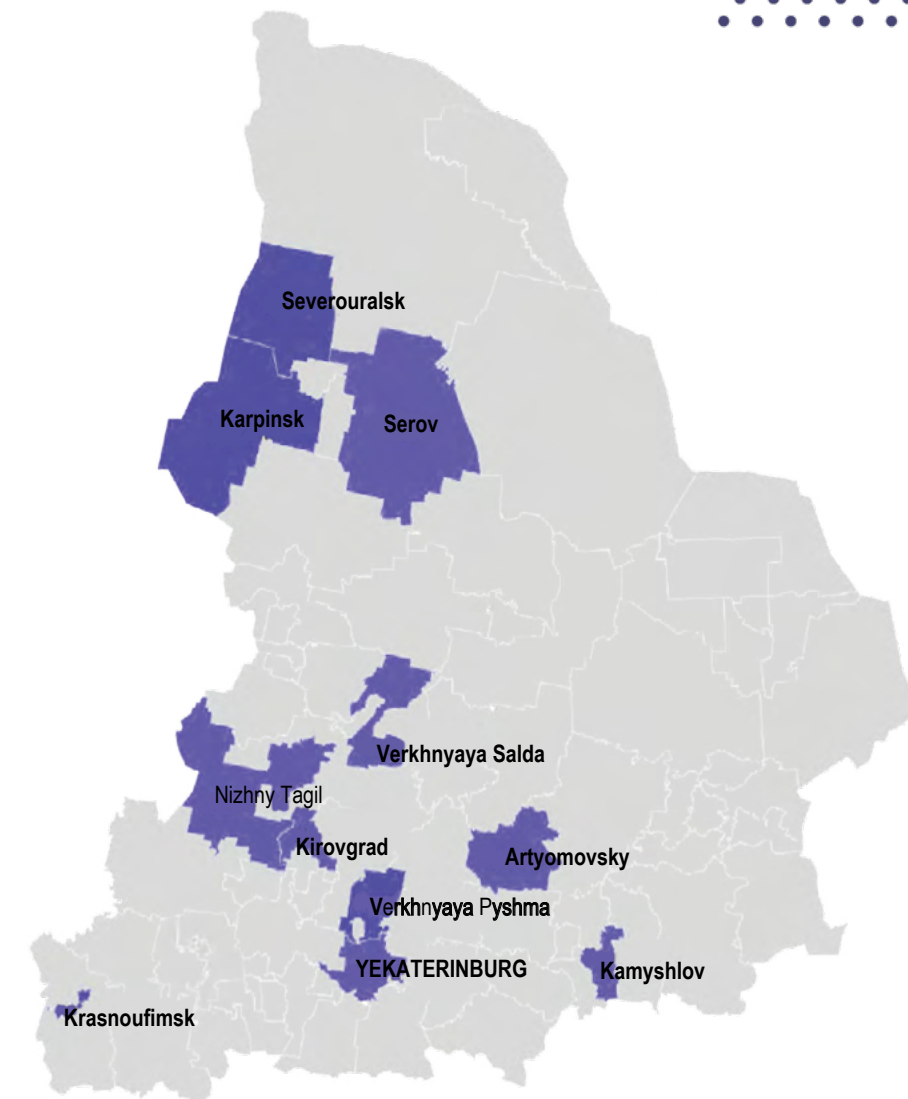
2nd PLACE

IN RUSSIA BY THE
VOLUME OF HIGH-TECH
MEDICAL AID PROVISION

1.3 TIMES

HIGHER HIGH-TECH MEDICAL
CARE PROVISION OF SR'S
CITIZENS IN COMPARISON WITH
THE RUSSIAN AVERAGE

ALLOCATION OF HEALTHCARE INSTITUTIONS
PLANNED TO BE BUILT BY 2019–2035



OPEN YOUR BUSINESS IN THE
URALS! CHOOSE YOUR STRATEGIC
PARTNER! INVEST IN THE REGION!

SUCCESSFUL
PROJECTS

02



1 “TRITON ELECTRONICS” (RUSSIA) AND SHENZHEN MINDRAY BIO-MEDICAL ELECTRONICS CO., LTD. (CHINA)

JOINT PROJECT BRANDED TRITON/ MINDRAY — LAUNCH
OF NEW EQUIPMENT FOR ANESTHESIOLOGY AND REANIMATION

2 ”URAL BIOMEDICAL CLUSTER”

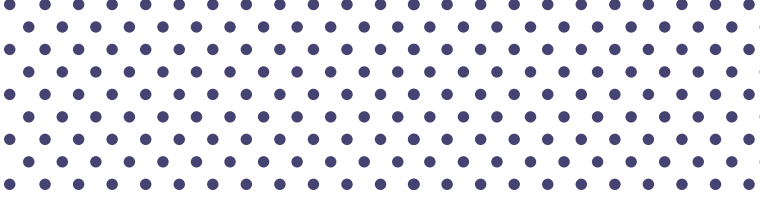
PARTICIPANT OF THE RF MINISTRY OF INDUSTRIAL TRADE
PROGRAM FOR RENOVATION AND SUPPLY OF CHILDREN’S AND
ADULT HCFs, HOSPITALS, POLYCLINICS WITH MEDICAL
DEVICES AND EQUIPMENT. **A FULL-CYCLE PRODUCTION OF
GENETICALLY ENGINEERED INSULIN FINAL DOSAGE FORMS OF
GENETICALLY ENGINEERED INSULIN HAS BEEN CREATED**

3 “FOTEK” COMPANY

”BEST EXPORTER OF THE SVERDLOVSK REGION-2019”
2020, NEW PRODUCTS’ INTRODUCTION:

1. ONYX UNIVERSAL ELECTROSURGICAL SYSTEM
WITH A TOUCH SCREEN AND TYPING
2. ACTITON ULTRASOUND CAVITATION DEVICE

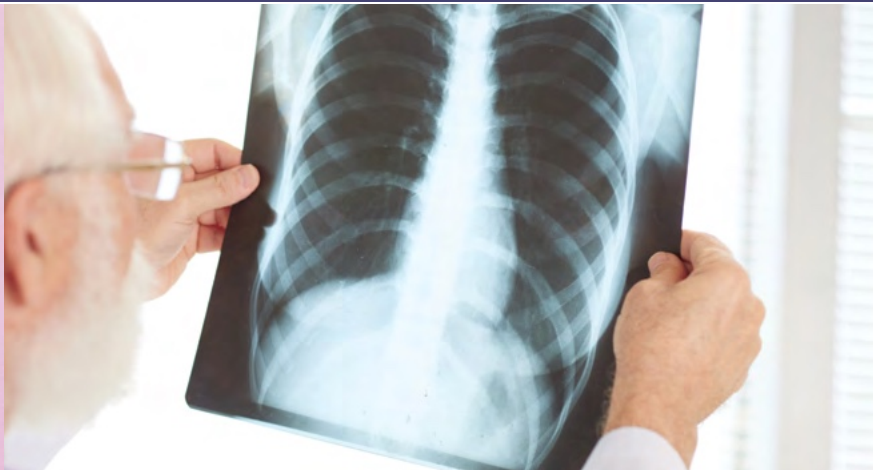
INVESTMENT NICHES



DERMOCOSMETICS



ANTITUBERCULAR MEDICATIONS



THERAPEUTIC MEDICATIONS
(HIV, ONCOLOGY, DIABETES, HEPATITIS)



ORGANIZATION OF PHARMACEUTICALS' CONTRACT MANUFACTURING



EXPANSION OF GENERIC AND
BIO-ANALOG PRODUCTIONS



COMPLEX DIAGNOSTIC AND LABORATORY
REAGENTS FOR IN VITRO DIAGNOSTICS



ADVANTAGES OF THE REGION

- 1 implementation of “Pharma-2030” program and state program “Healthcare development of the Sverdlovsk region until 2024”
- 2 “HealthNet road map” was developed
- 3 huge scientific potential allowing to develop unparalleled innovative medications
- 4 support of enterprises developing high-tech types of medical aid
- 5 opportunities to receive high-tech medical aid

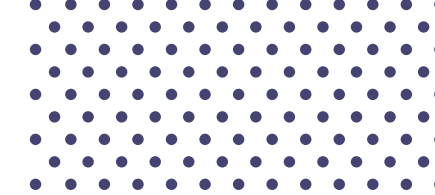
RELEVANT SUPPORT PROGRAMS

- 1 regional projects within the framework of “Healthcare” national project
- 2 regional projects within the framework of the national project “International cooperation and export”
- 3 special investment contract SPIC 2.0



ACTING ENTERPRISES

POTENTIAL STRATEGIC PARTNERS
AND PARTICIPANTS OF
COOPERATIONAL SUPPLY CHAIN!



5 ENTERPRISES OF THE
SVERDLOVSK REGION
ARE INCLUDED IN THE
RUSSIAN TOP-50

MEDICATIONS

LEKAS LEKAS "BEREZOVSKIY
PHARMACEUTICAL PLANT"



МЕДСИНТЕЗ "MEDSINTEZ" PLANT LLC



Урала "IRBITSKIY CHEMICAL AND
PHARMACEUTICAL PLANT" PJSC



УралБиофарм "URALBIOFARM" PJSC



"URAL GLASS PLANT" LLC

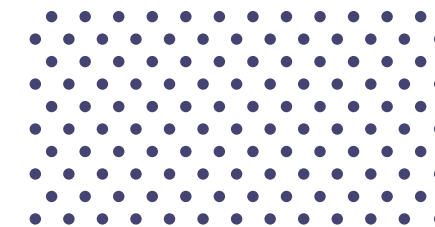


SUPPORT OF EXPORTING ENTERPRISES

DEVELOPMENT DIRECTIONS
IN MEDICAL SERVICES'
EXPORT



THE NATIONAL PROJECT
“INTERNATIONAL
COOPERATION AND
EXPORT” IS BEING
REALIZED IN THE REGION



EXPORTING COMPANIES:



“Medsintez” Plant



Irbitkiy chemical and
pharmaceutical plant



Ural glass plant



Vektor-medical systems



EMA Plant

\$ 8.3 MILLION

EXPORT VOLUME OF
PHARMACEUTICAL
PRODUCTS IN 2019

SALES
MARKET

05

WORKFORCE
AND SCIENTIFIC
POTENTIAL

06

ECONOMICALLY
ACTIVE
POPULATION

2124500

PEOPLE

“URAL
SCIENTIFIC&EDUCATIONAL
CONSORTIUM OF BIOMEDICINE,
PHARMACY, AND MEDICAL
ENGINEERING” WAS CREATED
UNITING:

1. specialized regional universities
2. institutes of the Russian AS
3. leading medical clinics
4. association of medical and pharmaceutical manufacturers of the Sverdlovsk region

URAL STATE MEDICAL
UNIVERSITY IS IN

TOP-10 AMONG
MEDICAL
UNIVERSITIES
OF THE RF

5th.

STUDENTS, INTERNS,
RESIDENTS, POST-
GRADUATES, TRAINEES

40

CLINICAL BASES IN
THE BEST MPIs

80

DEPARTMENTS AT
TEN FACULTIES
AND BRANCHES

MEDICAL PROFILE
SCIENTIFIC AND
RESEARCH INSTITUTES

1 CHEMICAL-ENGINEERING
INSTITUTE OF THE URAL
FEDERAL UNIVERSITY NAMED
AFTER THE FIRST PRESIDENT
OF RUSSIA B.N.YELTSIN

Base for pharmaceutical innovations;
has experience in solving
fundamental and applied tasks in the
field of modern chemistry and
chemical technology.

DEPARTMENTS OF:

1. Immunochemistry
2. Machines and devices of chemical production
3. Organic and biomolecular chemistry
4. Organic synthesis technology

2 URAL INTER-REGIONAL
SCIENTIFIC AND
EDUCATIONAL CENTER

3 INSTITUTE OF ORGANIC
SYNTHESIS NAMED AFTER
I. YA. POSTOVSKIY OF THE
UrB OF RAS

4 URAL CENTER OF
BIOPHARMACEUTICAL
TECHNOLOGIES



2 OUT OF 10 NEWEST INNOVATIVE MEDICATIONS CREATED IN RUSSIA IN THE PAST 20 YEARS WERE DEVELOPED IN YEKATERINBURG

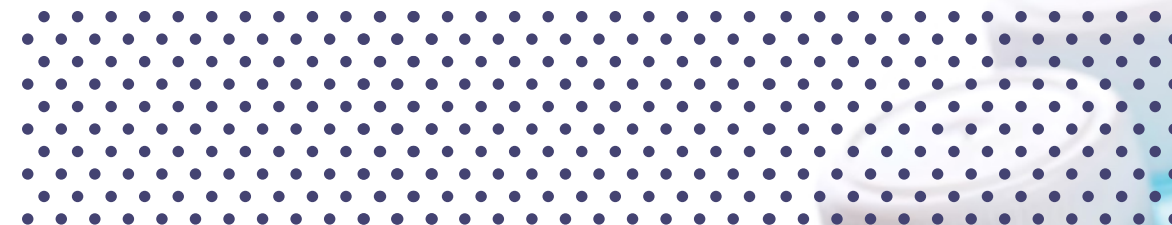
1. LISOMUSTIN - antitumoral medication
2. TRIAZAVIRIN - antiviral medication

12

CENTERS OF
AMBULATORY
DIALYSIS ON THE
TERRITORY OF
SVERDLOVSK
REGION

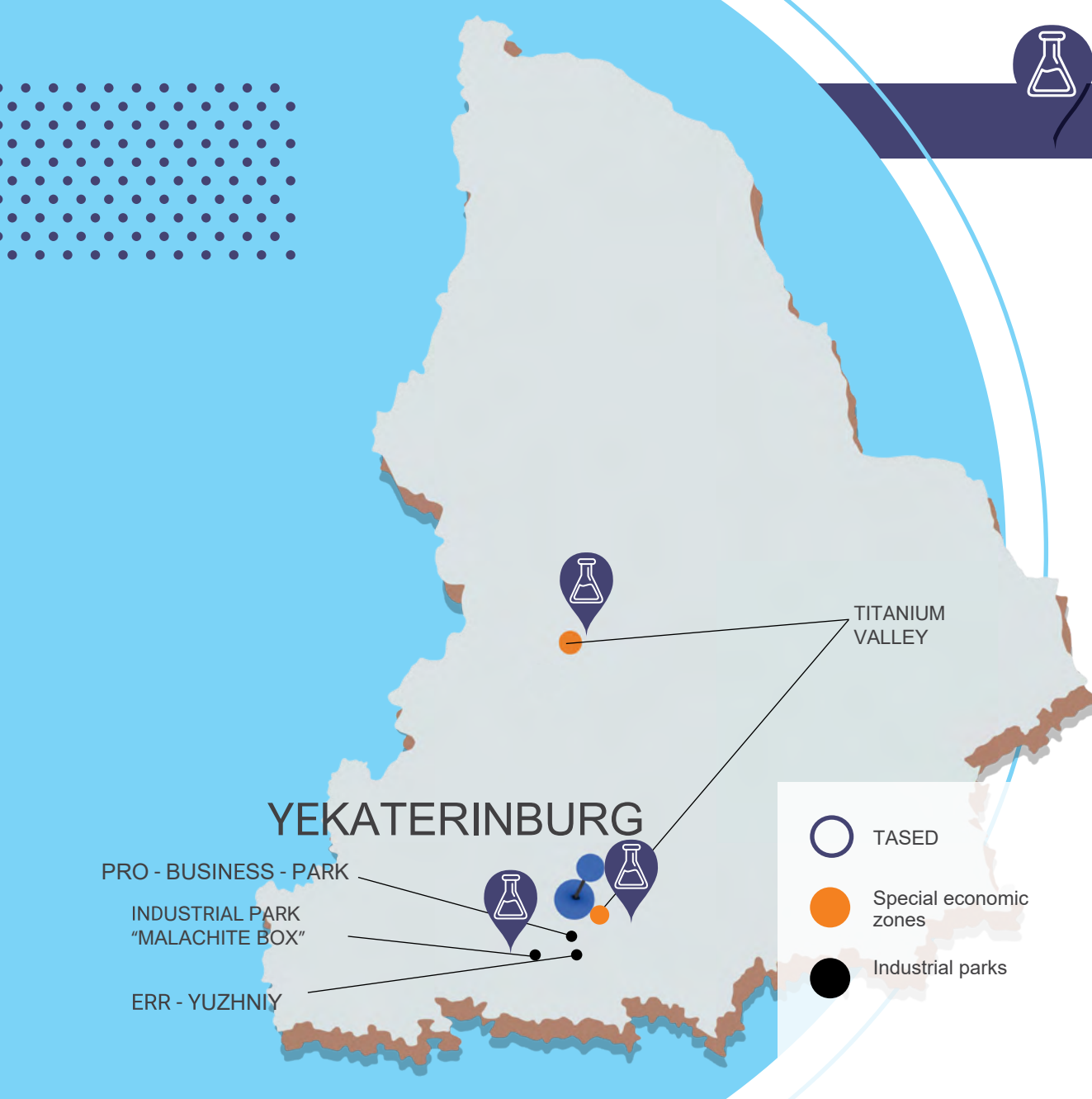
6

CENTERS UNDER
CONSTRUCTION



THE CENTERS ARE EQUIPPED
WITH INNOVATIVE PRODUCTS
INCLUDING THOSE CREATED BY
THE RESIDENT OF THE URAL
BIOMEDICAL CLUSTER - "DIZET"
PLANT





PRODUCTION OF MEDICATIONS AND EQUIPMENT

TITANIUM VALLEY

1 VERKHNYAYA SALDA SITE		
free area 224 ha	location Verkhnyaya Salda 180 km away from Yekaterinburg	
site type Greenfield	production localization 2nd hazard class and up	
infrastructure and energy resources		
40 mW 175,2 M m ³ year power supply gas supply	90 Gcal. hour heat supply 383.25 th. m ³ year water supply	

2 UKTUS SITE		
free area from 35 ha	location 15 km away from Yekaterinburg	
site type Greenfield	production localization 3-5th hazard class	
infrastructure and energy resources		
25 mW power supply 43,8 M m ³ year gas supply	131.4 th. m ³ year water supply rail way on the park's territory	

INDUSTRIAL PARK "MALAKHITOVAYA SHKATULKA"

free area 36.7 ha	location Polevskoy 50 km away from Yekaterinburg production localization 3-5th hazard class
site type Greenfield Brownfield	
infrastructure and energy resources	
20 mW power supply 2.3 th. m ³ h gas supply	645 m ³ /24 h water supply railway station "Kriolit" on the park's territory

PRO BUSINESS PARK	
free area 71 ha	location Yekaterinburg
site type Greenfield	production localization 5th hazard class
infrastructure and energy resources	
0,4-10 kW power supply 7.2 th. m ³ h gas supply	1 745 m ³ /24 h water supply 1.6 th.l/24h4 local storm drain with treatment works



INDUSTRIAL PARKS AND SPECIAL ZONES OF THE SVERDLO VSK REGION ARE OPTIMAL FOR ALLOCATING PRODUCTION CAPACITIES OF MEDICAL INDUSTRY ENTERPRISES

"ERR-YUZHNIY" MULTI-FUNCTIONAL INDUSTRIAL PARK

free area 100 ha	location Yekaterinburg
site type Greenfield	production localization 3-5th hazard class
infrastructure and energy resources	
11 mW power supply 516 m ³ rub. 24 h water disposal 500 m ³ /24 h water supply 1,7 th. m ³ /24 h gas supply local railway adjacency to ERR	

SITES FOR ENTERPRISES' ALLOCATION

07

TYPES OF TAXES, INSURANCE FEES	GENERAL RATES	TAX PRIVILEGES AND PREFERENCES			
		TASED resident	Resident of “Titanium valley” SEZ	Status of “Priority investment project”	Conclusion of special investment contract (SPIC 2.0)
PROFIT TAX:	20%	5% for 5 years 13% for further 5 years	2% for 10 years 7% for 5 years 15.5% from the 16th year	16.5% for 5 years (by new construction) 19% (by modernization)	in accordance with the contract but no later than 2030 inclusively
FEDERAL BUDGET	3%	0% for 5 years	2%	3%	0% in accordance with the contract
REGIONAL BUDGET	17%	5% for 5 years 10% for further 5 years	0% for 10 years 5% for 5 years 13.5% from the 16th year	13.5% (by new construction) 16% (by modernization)	13.5% in accordance with the contract but no later than 2030 inclusively
PROPERTY TAX	2.2%	0% for 5 years	0% for 10 years	0% for 5 years 1.1% (only for PIP in the touristic field)	0% for 5 years
LAND TAX	1.5%	0% for 10 years	0% for 10 years	0% (after SIMF decision)	0% in accordance with the contract
TRANSPORT TAX	1.5%		0% for 11 years	Agreement on protection and encouragement of capital investments (APECI) Guarantees of stable project realization conditions (including taxation conditions, land use conditions and urban planning activities for 6 to 20 years.)	Federal loans from the Fund of Industry Development Target loans with 1%, 3%, 5% interest rate for up to 7 years term from 5 to 750 million rubles
INSURANCE FEES	30%	7.6% for 10 years			
PFR (PENSION FUND OF RUSSIA)	22%	6% for 10 years			
SIF (SOCIAL INSURANCE FUND)	2.9%	1.5% for 10 years			
SIMF (STATUTORY MEDICAL INSURANCE FUND)	5.1%	0,1% for 10 years			



QUALITY SERVICES FOR INVESTORS

INVESTMENT ATTRACTION AGENCY OF THE
SVERDLOVSK REGION PROVIDES THE
INVESTORS WITH SERVICES ON EVERY
STAGE OF INVESTMENT PROJECT'S
REALIZATION OF SINGLE-WINDOW MODE

1 PLANNING

Information provision on the
market and business environment

Presentation of investment sites
of the Sverdlovsk region

Informing on support measures
for investors

Compiling investment offers



2 PREPARATION

Selection of an investment site
according to the investor's criteria

Offers' preparation for
structurizing the project's financial
model

Offers' preparation for
optimizing the project's
implementation schedule



3 IMPLEMENTATION

Assistance in obtaining means of
support and solving issues of
project's financing

Informational, consulting and
organizational support in
passing administrative
procedures
Assistance in solving workforce issues



4 ADVANCEMENT

Assistance in establishing
connections with the local business
community

Assistance with project's
advancement in Russia and abroad

Assistance in establishing
foreign economic relations



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