



## STRATEGIC PARTNER



### SKOPINPHARM LLC

Modern dynamically developing Russian pharmaceutical company being among the leaders in the pharmaceutical industry of the Russian Federation.

In 2022 the company's turnover exceeded 36 billion rubles, with a growth of more than 250%. Skopinpharm is a developer and manufacturer of medicinal products, one of the major suppliers under the Cost-Intensive Nosologies Program and the largest supplier for Circle of Kindness Foundation providing aid to children with severe and life-threatening disorders.

The company implements two Special Investment Contracts: for the production of blood plasma products and for the treatment of oncological diseases. As part of the implementation of these two contracts, new production and storage buildings are being built, unique technologies for drug production are being transferred, and a plasma storage facility is being built to store plasma for fractionation (raw materials for the production of blood products).

At the same time, in partnership with health authorities, a modern system for blood plasma procurement is being created and a program of voluntary blood donation is being developed.

Skopinpharm's success was recognized by the Russian Union of Industrialists and Entrepreneurs for ""Dynamic Business Development"" and ""For Import Substitution Project"". Skopinpharm facility is located in the Industrial Zone No.1 of Skopin District of Ryazan Region.

## BUSINESS PROGRAMME PARTNERS



### Association of Medical Specialists on Risk Modification (AMSRM)

The Association of Medical Specialists for Risk Modification was established in 2021 to attract the attention of the medical community and the general public to solving the problems of managing modifiable risk factors in order to prevent, effective primary and secondary prevention, treatment and rehabilitation of chronic non-communicable diseases, other syndromes, conditions and injuries leading to a loss of autonomy, a decrease in the quality and life expectancy of citizens. The focus of the Association's activities is the development and implementation at the federal level of programs for the comprehensive improvement of the quality of life of patients through the modification of risk factors and the creation of long-term motivation to change consumer behavior. The Association strive to organize a dialogue between all participants in the risk modification process - regulators, doctors, patients, social workers, business representatives.





**Alexander Rozanov**

Director of the Association of Medical Specialists for Risk Modification



## Nacimbio

Nacimbio is one of the largest Russian biopharmaceutical companies that encompasses 10 biotech full cycle production sites and vast research and development infrastructure, as well as provides the whole country with drug supply. The company includes NPO Microgen and FORT enterprises. Nacimbio was founded in 2013 as a holding being part of Rostec State Corporation. Its mission is to promote the development of the Russian immunobiological industry enterprises and to ensure national sovereignty in production and supply of immunobiologicals, the lack of which within Russia poses a threat to national security in terms of healthcare. The portfolio of Nacimbio enterprises consists of more than 220 names of original pharmaceuticals and preventive medications, including vaccines, bacteriophages, allergens, blood-derived products, serums, botulinum toxin, nutritional media, and other products.



**Andrey Zagorskiy**

General Manager, Nacimbio

Mr. Zagorskiy was born in 1973.

He graduated from Far Eastern State University law school in 2001. Later, he also acquired an MBA degree from the Stockholm School of Economics.

In 2008-2016, he managed various companies in oil&gas, lumber and transport sectors. In 2016, Mr. Zagorskiy was appointed CEO of Pharm-Center managing company where he focused on developing the Sintez factory (Kurgan) and Biocom (Stavropol).

In 2017, Rostec invited him to lead Nacimbio, the prime Russian manufacturer of immunobiological drugs.

Mr. Zagorskiy received the Bronze Cross award from the FMBA of Russia and the Medal of the Order For Merit to the Fatherland, II class.





### «Kivach» clinic, Republic of Karelia

«Kivach» is a leader in the field of detoxification and natural body rejuvenation, a multiple winner of Russian and European awards in the categories of "Best detox clinic" and "Best anti-age clinic". It is also the top-rated healthcare facility in the "TOP-100 Russian health resorts" ranking and has been awarded the title of "Recognized Excellence 5 stars" according to the international EFQM model. The clinic is a laureate of the Quality Award of the Government of the Russian Federation



**Alexandra Ulich**  
CEO, Kivach Clinic, CJSC

### Education

2018 - Executive MBA at the St. Petersburg International Institute of Management (IMISP)  
2006 - Karelian Regional Institute of Management, Economics, and Law at the Petrozavodsk State University under the Government of the Republic of Karelia, advanced training program in "Management in Tourism"

2002 - St. Petersburg State University of Economics and Finance, Faculty of Finance and Credit, diploma with honors

With over 18 years of experience in the field of health and medical tourism

Since 2009 - at Kivach Clinic CJSC:

Until 2015 - Deputy CEO for financial and economic issues; since 2015 - CEO

Before 2009 - Financial Director of Turholding Karelia LLC, Head of the Commercial Department of TK Kizhskoe Ozheryele LLC

Thanks to her professional achievements and leadership qualities, Alexandra Ulich has earned a reputation as an expert in the field of health and medical tourism.

### PARTNERS




### RZD Medicine

RZD Medicine: Open for All

These are not merely words designed to grab your attention. There is a story behind them. Our journey began in 1844, when the idea to open field hospitals to provide first aid to railway builders was born. There were only ten such medical units back then; now, the RZD Medicine network includes 130 healthcare facilities (73 hospitals and 57 clinics) in 71 constituent entities of the Russian Federation, employing some 53,000 people (including 10,500 doctors, 22,700 paramedics, and 7100 junior medical staff).





And we have no intention of stopping there! We are continuing to develop our presence in new territories, providing high-quality and timely medical care to tens of thousands of residents of hard-to-reach and sparsely populated areas in Russia as part of the “Healthcare” and “Demography” national projects. This is achieved through mobile health centres and “Health Trains,” which have been in operation in Siberia and the Russian Far East since 1993.

RZD Medicine is the first and only healthcare network that specializes in occupational medicine. Our services are available to everyone – not only to Russian Railways employees. RZD Medicine currently has 2.5 million registered patients, 54.9% of whom are residents of the region. They are all entitled to the full range of medical services: from initial consultation with a specialist to the most complex operations.



**Elena Zhidkova**  
Head of RZD Medicine

Elena Zhidkova has been the head of RZD Medicine, Russia’s largest private health care network since 2016.

RZD Medicine is a network of 130 medical institutions in 71 constituent entities of the Russian Federation employing more than 50,000 people.

A graduate of Sechenov First Moscow State Medical University with a specialization in General Medicine, Ms. Zhidkova began her career in 2011 at the Morozov Children’s City Clinical Hospital in Moscow, where for over five years she headed up the consultative and diagnostics centres and ran outpatient services.

In 2011, she completed her residency at the Department of Economics and Management at Sechenov First Moscow State Medical University.

In 2010, she completed a course in marketing at Moscow State University of Economics, Statistics and Informatics.

Ms. Zhidkova holds an MBA in Entrepreneurship and Management from the Russian Presidential Academy of National Economy and Public Administration.

In 2019, she earned a Master’s from the Russian Presidential Academy of National Economy and Public Administration.

In 2020, she completed the Executive Master of Public Management (EMPM) talent pool development program.

Ms. Zhidkova carries out extensive research and teaching work. She is a lecturer at the UNESCO Chair “Healthy Lifestyle is the Key to Successful Development” at Y.I. Yevdokimov Moscow State University of Medicine and Dentistry.

Ms. Zhidkova holds a Ph.D. in Medicine, and has published numerous articles, papers and research and methodological works. She is a member of the Board of the Russian Union of Industrialists and Entrepreneurs (RSPP), and Deputy Chair of the RSPP Commission on Healthcare.

She is also a member of the Regional Health Council of the Federation Council of the Russian Federation.







Elena Zhidkova is a recipient of the Order “For Merit to the Fatherland,” II Class, awarded by decree of President of the Russian Federation Vladimir Putin.

On March 4, 2022, Ms. Zhidkova was named the winner of the “Ambassador of Corporate Health” award at the All-Russian Women for Health awards.

In December 2022, she received a letter of thanks from the Head of Military Clinical Hospital No. 1586 of the Ministry of Defence of the Russian Federation, Colonel of the Medical Service Pyotr Konovalov, for her contribution to the organization and running of donor campaigns for employees of Russian Railways and her volunteer work with Russian military personnel.

On December 19, 2022, Ms. Zhidkova received a letter of thanks from the Head of the P.V. Mandryk Central Military Clinical Hospital of the Ministry of Defence of the Russian Federation, Major General of the Medical Service Dr. Pavel Kraynikov, for her humanitarian work



### Swixx Healthcare LLC

Swixx BioPharma was founded to fully replace biopharma, OTC and medical device multinationals' subsidiaries or business units in those countries, or therapeutic areas of CEE and beyond, that the multinational biopharma chooses not to enter, or to exit. With its expansion, Swixx BioPharma evolved into a professional and reliable partner with the highest standards in the areas where we operate.

At Swixx, we believe that everyone deserves access to the best medical solutions to live healthier and better lives. Although we are a pharmaceutical company without our own portfolio and research and development (R&D), we are committed to pursuing the standards and culture of a multinational pharmaceutical company.

We are highly experienced professionals, and our background is our strength. We joined forces and use our knowledge to constantly live up to our mission of providing access to the modern medicines of our partners.

For more information about Swixx, please visit: [www.swixxbiopharma.com](http://www.swixxbiopharma.com)

Swixx Healthcare LLC

9, Zemlyanoj val

Moscow, 105064, Russian Federation

Phone +7 495 229 06 61

E-mail: [russia.info@swixxbiopharma.com](mailto:russia.info@swixxbiopharma.com)







## Bright Way Group

Bright Way Group is a pharmaceutical holding whose development strategy is to create a modern business ecosystem for the full-cycle production of medicinal products.

Bright Way Group consists of several companies, the activity of each is aimed at implementing the overall strategy of the Holding, including 3 production sites:

Velpharm - a pharmaceutical plant for the production of finished drugs in a full cycle:

- production of finished drugs (Kurgan)
- production of pharmaceutical substances (Kurgan, Dolgoprudny)

Velpharm-M - a new research and production complex for the development and production of medicines, which owns its own R&D center (Moscow).

Today, Bright Way produces more than 20 socially significant drugs of various dosage forms and different therapeutic categories, more than 100 drugs are at different stages of development and registration.

Mission: working to preserve health and quality of people`s lives by creating modern, effective, safe and affordable medicines.

## ORGANIZATION PARTNERS



## NPO Petrovax Pharm LLC

Petrovax is a Russian full-cycle biopharmaceutical company with 25 years of successful experience.

The product portfolio includes original pharmaceutical products and vaccines, contract medicines and food supplements. The company has a research center and holds patents for new molecules and pharmaceutical manufacturing technologies in Russia and abroad. The company's complex for manufacturing of APIs and finished dosage forms is located in the Moscow region and operates in full compliance with the EAEU and EU GMP standards.

Petrovax's partners are the world's leading pharmaceutical companies: Pfizer, Abbott, Boehringer Ingelheim, ISU ABXIS, Adimmune. Petrovax is one of the largest Russian exporters of original medicinal products. The company exports products to the countries of the EAEU and the EU.

The company's investment strategy is aimed at investigation, production development and import substitution of medicines and vaccines used in the treatment of socially significant conditions, such as oncological, autoimmune, infectious, and orphan diseases.





**Mikhail Tsyferov**

President, NPO Petrovax Pharm LLC

Before joining Petrovax in 2018, Mikhail Tsyferov gained extensive experience in a number of large investment companies.

From 2018 to present – President of NPO Petrovax Pharm LLC

From 2016 to 2022 – Managing Director of the Winter Capital Fund.

From 2008 to 2016 – manager of the investment department of Interros.

From 2007 to 2008 – employee of the capital markets department at Renaissance Capital.

Acted as an investor in more than 20 Private equity / VC transactions.

He graduated from the School of International Economic Relations of MGIMO (Moscow State Institute of International Relations) in 2007.



**Р-ФАРМ**

Инновационные  
технологии  
здоровья

## R-Pharm Group

R-Pharm Group introduces comprehensive solutions for the healthcare system and focuses on research, development, manufacturing and commercialization of pharmaceuticals, laboratory equipment and medical devices. R-Pharm's mission is to increase the accessibility of advanced diagnostics, preventative care and therapy methods in Russia and abroad.

More than 6000 employees of the group do their best to provide as many people as possible with the necessary means to improve and prolong their lives.

R-Pharm's 11 state-of-the-art manufacturing sites are functioning in accordance with international quality standards. The group has signed agreements on strategic partnership, production localization and technology transfer with the world's leading manufacturers of pharmaceuticals and medical equipment.

The most important activities of the group include research and development. Today, R-Pharm's research pipeline contains more than 100 knowledge-intensive products, many of which are capable of making a serious contribution to the fight against high burden diseases.

Following corporate social responsibility policies, R-Pharm organizes projects aiming to increase awareness about dangerous diseases, promote healthy lifestyle, improve the educational system and foster a new generation of professionals in the pharmaceutical industry.





## JSC ALTAYVITAMINY

ALTAYVITAMINY is one of the top Russian pharmaceutical manufacturers, that has been taking care of human health for more than 70 years.

The company's product portfolio includes over 170 products: medicines, dietary supplements, functional food and cosmetics. Many of them are ALTAYVITAMINY's own original developments.

A considerable part of the company's output is based on natural components that keep the strength and purity of Altay nature: medical herbs, artesian water, fruits and berries. The manufacturing process meets the requirements of GMP and ISO standards and is carried out using modern pharmaceutical technology, advanced methods of processing and control that allow to guarantee product quality and efficiency.

ALTAYVITAMINY. We help to protect health – the only supreme value!



**Aleksey Alekhin**

President Altai Vitamins JSC

Date and place of birth:  
20.08.1987, Chelyabinsk

### Education:

Higher education,

in 2008 - Lomonosov Moscow State University in 2018 - St. Petersburg Chemical-Pharmaceutical University (master's degree) Scientific research results obtained

2009-2010 - held various positions in the Apparatus of the State Duma of the Federal Assembly of the Russian Federation

2011-2013 - held the position of Vice President for the Asia-Pacific region at Biocad JSC

2014-2021 - held positions as department head, deputy director, and director in the Department of Development of the Pharmaceutical and Medical Industry at the Ministry of Industry and Trade of Russia

2021-2023 - worked as an advisor to the Minister of Industry and Trade of the Russian Federation Awards and achievements:

2018 - awarded the Honorary Diploma of the President of the Russian Federation

2023 - awarded the honorary title "Honorary Chemist"

2023 - awarded the Order "For Merit to the Fatherland" II-degree medal.





RDU  
ROSATOM

### RDU "Rosatom"

RDU "Rosatom" acts as an integrator of the State Corporation "Rosatom" for high-tech products for civil purposes. The company is a link in building interaction with the enterprises of the nuclear weapons complex and integrators of the State Corporation. Rosatom RU coordinates work in new business areas, providing customers with comprehensive solutions, from design, manufacturing and post-warranty service for the entire product lifecycle. The main industry areas of the company: oil and gas production, shipbuilding, solutions for integrated safety systems, electric propulsion, development and production of medical equipment.



### Asia Trade Group

Asia Trade Group (Russian Federation) is the first trading house to introduce in Russia medicinal products manufactured in the Republic of Uzbekistan. We were the first to receive the Russian GMP certificate.

In 2024 the company will start supplying parenteral nutrition to the Russian market.

The company also has a business line, formed to meet the needs of the market during the pandemic. This business line specializes in the supply of diagnostic medical devices.

The company plans to open production of reagents for laboratory research in Russia in 2024.

Asia Trade Group is a Russian and international team of specialists with its own R&D department (Uzbekistan). In 2021, the company expanded its product range to include quality dietary supplements. The technology of production of dietary supplements was transferred from Sternvitamin (Germany).

With competence in contract manufacturing, over the last two years the company has supplemented its portfolio with products for tactical medicine. We are implementing projects to transfer production technologies in order to localize them in Russia.

The company is actively involved in charity, supporting foundations and non-profit organizations.



Olesya Kaigorodova  
Managing Director

A graduate of the Biology and Soil Science Faculty of Irkutsk State University and the Business Faculty of Novosibirsk State Technical University, an MBA from Hannover State University, has over 10 years of experience in management positions in Russian and international marketing projects.