



**pharmeco**

**A VERTICALLY  
INTEGRATED GROUP  
OF COMPANIES**

[www.pharmeco.ru](http://www.pharmeco.ru)



# ABOUT GROUP

For more than 20 years we work in all key segments of the pharmaceutical industry: research and development, production and distribution of medicines, delivery of medical equipment



# More than 20 years of experience



**2001**

year of  
establishment



**992**

employees



3  
pharmaceutical  
plants



**77.7**

revenue in 2022,  
bln. rub



**3**

laboratories

Pharmeco is a Russian pharmaceutical vertically integrated group of companies that operates in all key segments of the pharmaceutical industry: research and development, production and distribution of medicines, delivery of medical equipment.

# Key lines of business



## RESEARCH & DEVELOPMENT (R&D)

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We conduct and support scientific research and the development of domestic innovative products. We implement joint projects with major foreign pharmaceutical companies.



## PRODUCTION OF MEDICINES

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We provide for full cycle manufacturing of medicines at our production sites. All our production sites comply with the international requirements for manufacturing and quality control (GMP).



## DISTRIBUTION AND LOGISTICS

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We ensure the availability of efficient medicines, medical equipment and devices all over Russia using a modern logistics and distribution system.



## SOURCING

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We provide regulatory framework analysis, selection of products portfolio in accordance with the regulatory base and supply to the country.

# Pharmeco companies



## RESEARCH & DEVELOPMENT (R&D)



## PRODUCTION OF MEDICINES



## DISTRIBUTION AND LOGISTICS



## SOURCING



Development and Registration Center



ZIO ZDOROVIE



PharmUnity



DOBROLEK



ZYNGENIA



BIOJET



IRWIN



IRWIN 2



PHARM SERVICE LOGISTICS

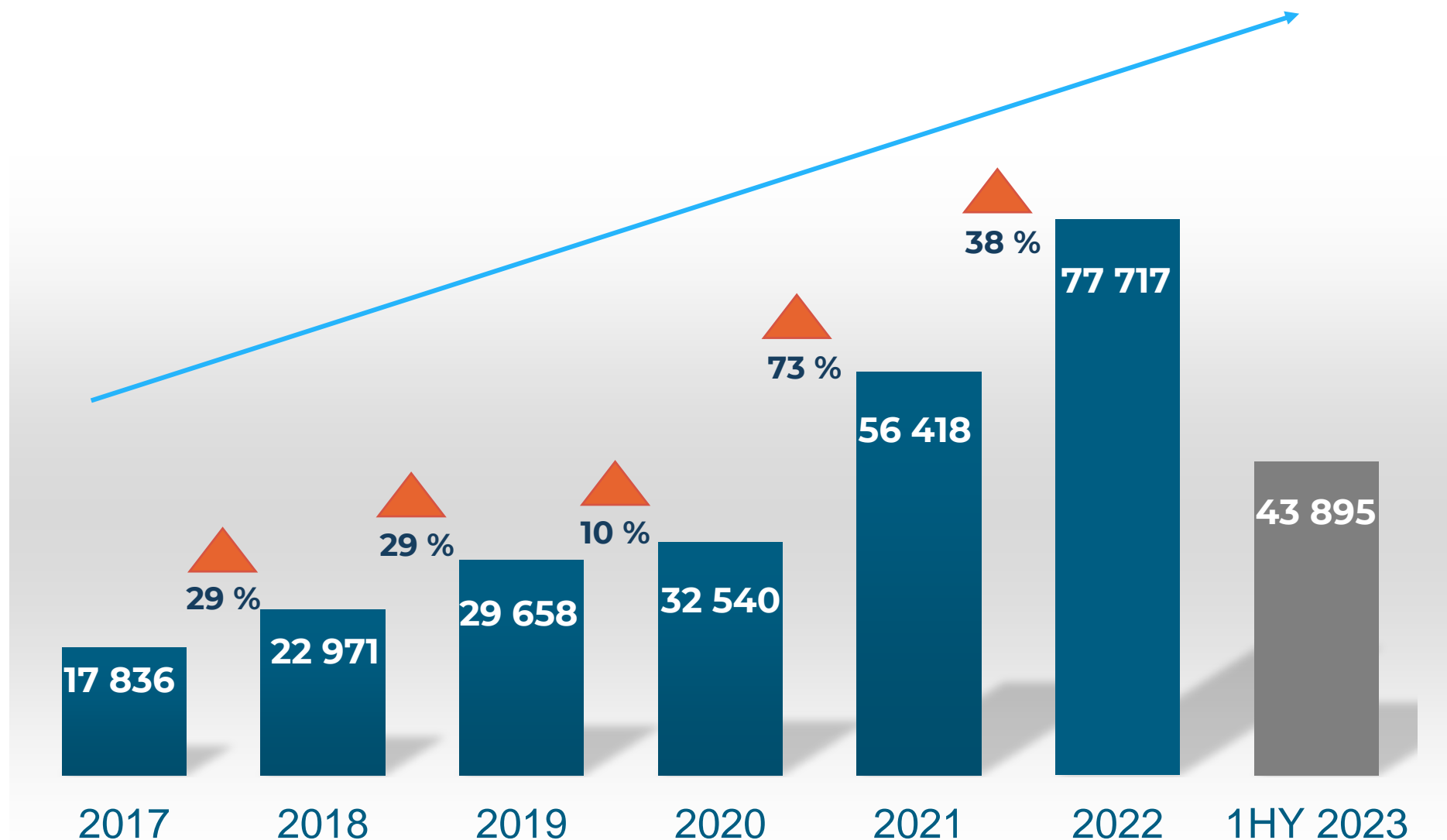


IRWIN



PHARMECO

# Pharmeco revenue dynamics, mln rub. VAT included





02

# MANUFACTURING

A full cycle manufacturing of modern medicines based on our own production sites



# ZIO-Zdorovie



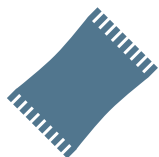
**2001**

year of establishment



**2 bln**

tablets/capsules per year



**20 mln**

sachets per year

## KEY PARTNERS





# Dobrolek



## 2011

year of establishment



## 2 200 m<sup>2</sup>

total area



## 10 mln

packages per year:

- tablets
- caps
- vials

### KEY PARTNERS

**AMGEN**



  
**Pierre Fabre**

(01) 04650062750434  
(21) EG4BZRXCDCCH3  
Серия: 1102609A  
Дата изг.: 09 2019  
Годен до: 09 2022





# DISTRIBUTION

We supply medicines, medical equipment and devices throughout the territory of the Russian Federation



# IRWIN



**20 years**

of experience and  
professionalism



**460 +**

professionals



**“A”**

class warehouse

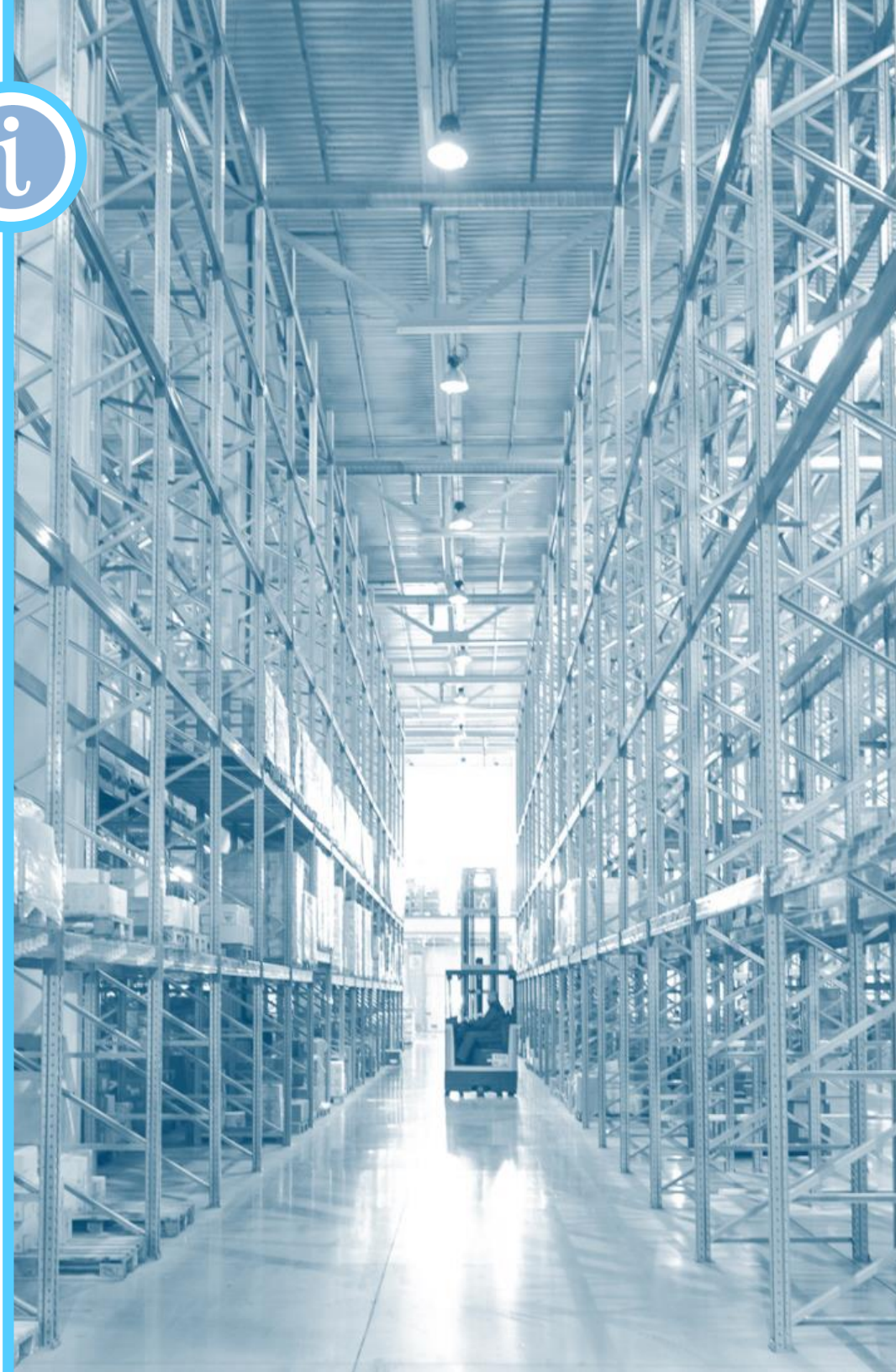


**No. 2**

in the TOP 10 distributors  
on the Russian budget market



Distributor of the year  
(Russian Pharma Inspiration  
Awards-2020, ADVANTIX)





# Key areas

- **IRWIN supplies medicines and medical equipment for the needs of Russian healthcare. We supply products to fulfill federal and state orders for ministries and departments, under Essential Drug Management Programs and to pharmacies.**
- **In addition to distribution services, the company provides a full range of customs and logistics services.**



**DISTRIBUTION  
OF MEDICINES**

**DISTRIBUTION  
OF MEDICAL  
DEVICES AND  
EQUIPMENT**

**COMPREHENSIVE  
PROVISION FOR  
HEALTHCARE  
FACILITIES**

**LOGISTICS**



# Geography



**All federal subjects  
of Russia**

regional coverage



**350+**

cities



**6**

regional offices



**12**

sales departments



# Key partners



AMGEN



Johnson & Johnson



SAMSUNG  
MEDISON



SIEMENS

PHILIPS



TRITON®

GETINGE ✱



B|BRAUN  
SHARING EXPERTISE



Canon

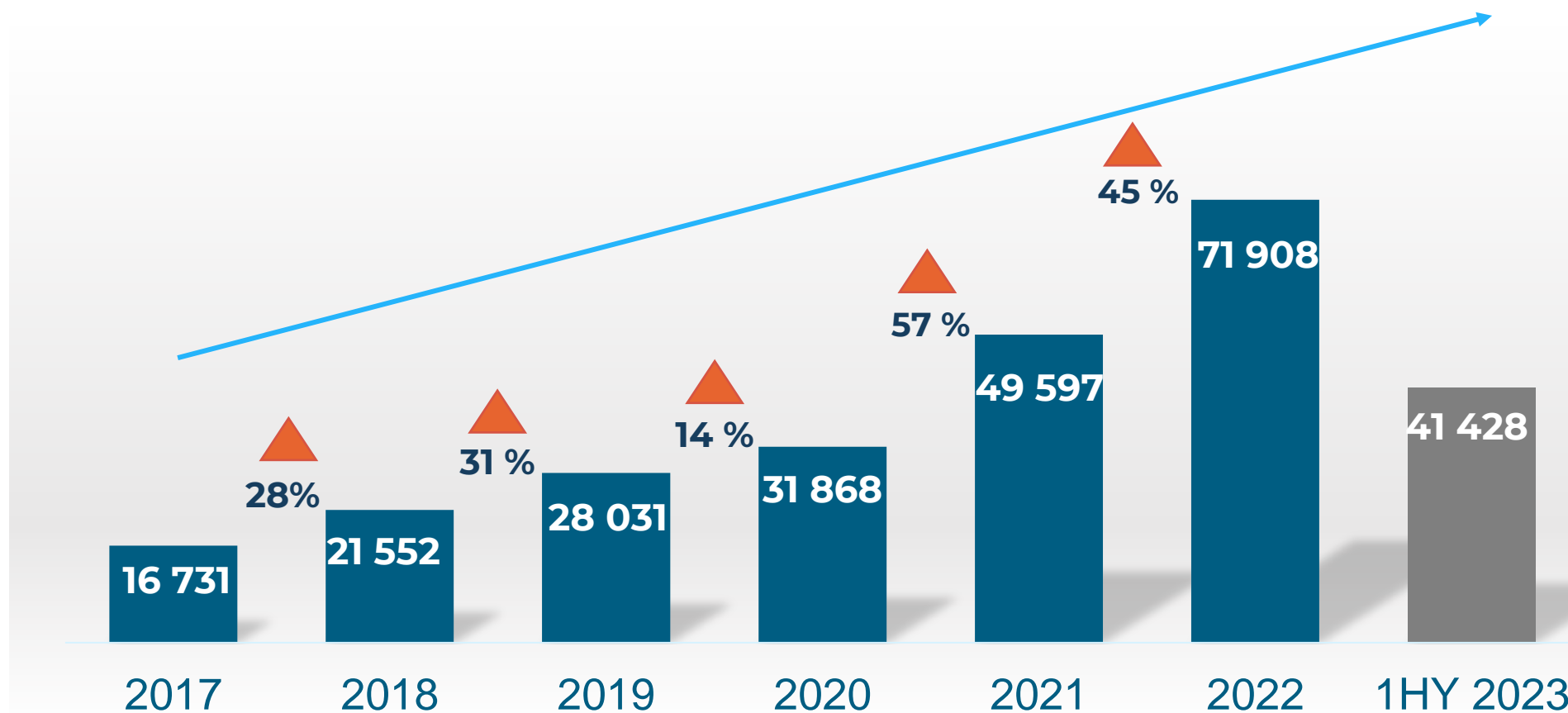
# In the TOP-3 of Russian budget distributors\*

1. Pharmimex
2. IRWIN
3. R-Pharm
4. Pharmstandart
5. BSS
6. Protek
7. Lancet
8. Severo-Zapad
9. Euroservice
10. Pharmatsevt

\* source: IQVIA, Q1-2, 2023

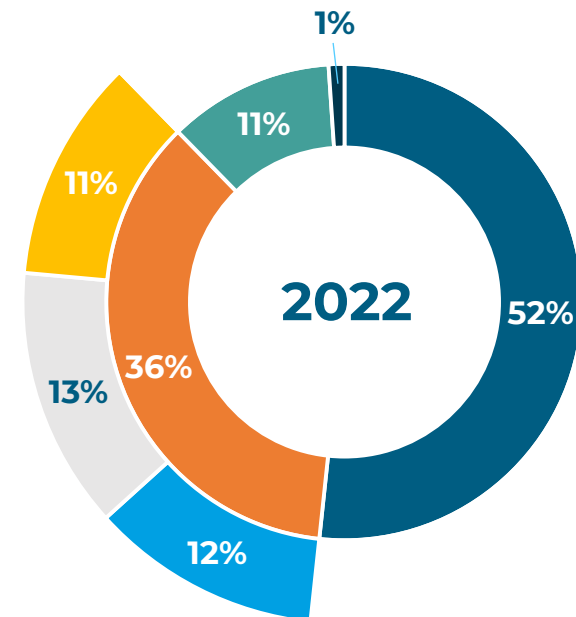
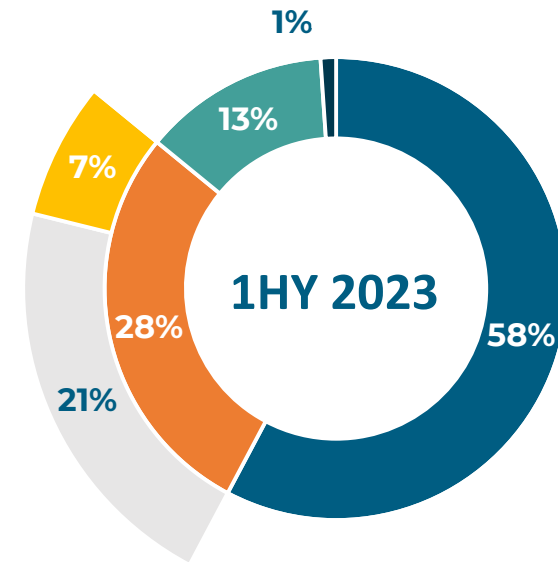
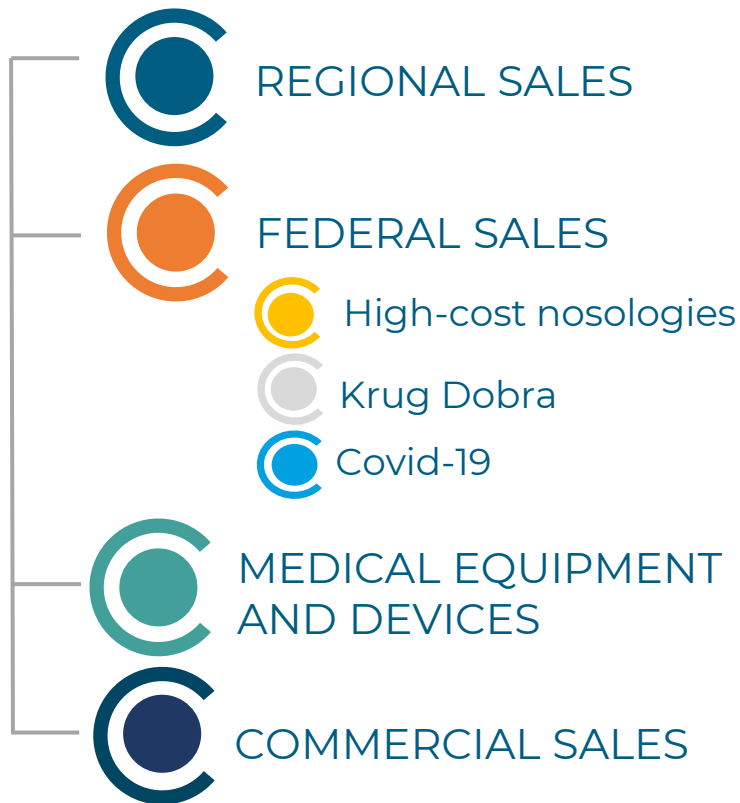


# Sales dynamics of IRWIN, mln. rub





# IRWIN sales structure



# IRWIN product range:

**>1 500**

international  
non-proprietary  
names

**> 12 000**

SKU  
in the product  
portfolio

**> 5 800**

SKU  
essential drug  
management  
program

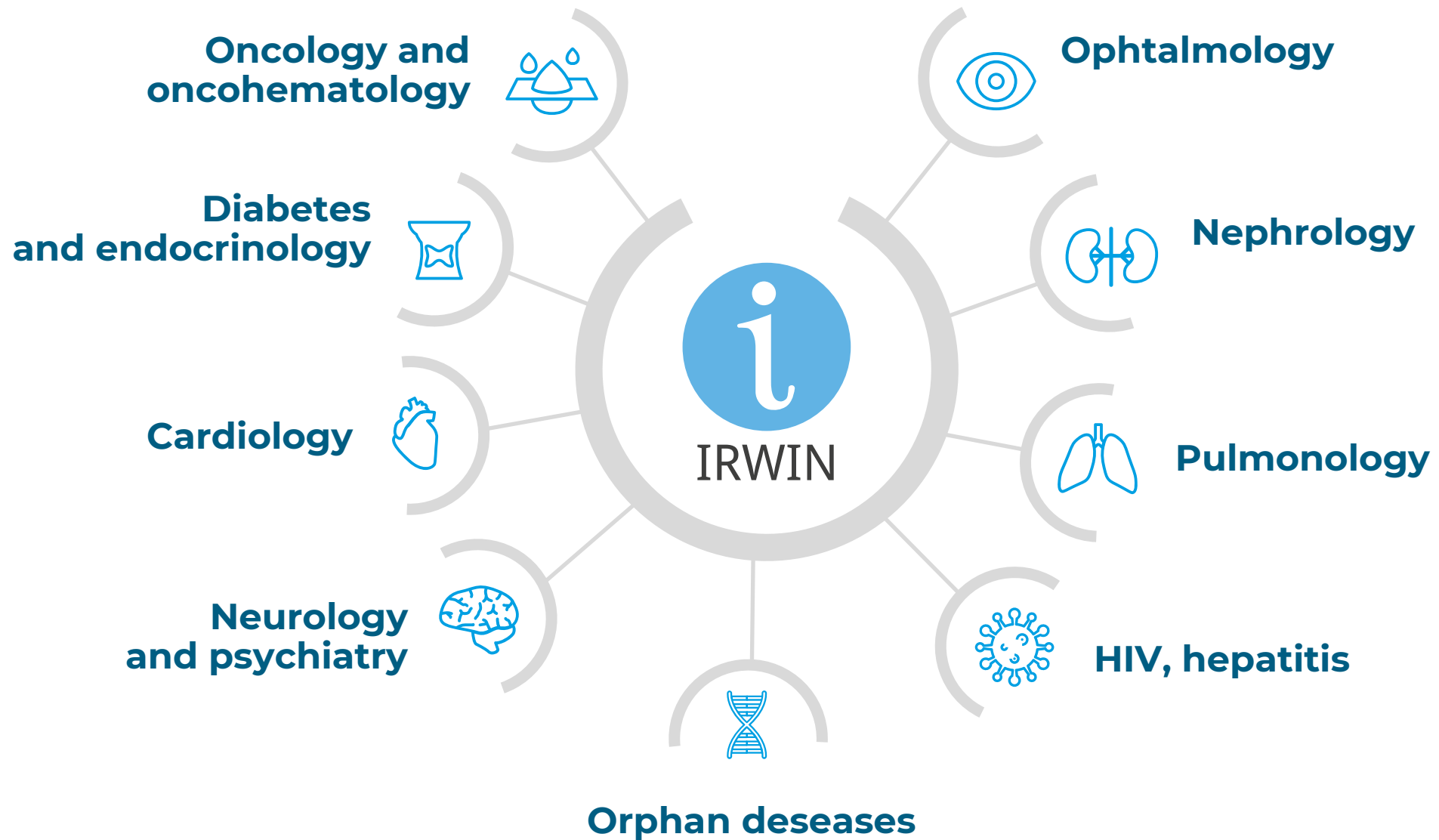
medicines  
of own  
production

innovative  
drugs

**> 5 600**

items  
of medical  
equipment

# Main therapeutic areas



# Supplies of medicines

- **IRWIN supplies registered and unregistered medicines in the Russian Federation.**
- **The main areas: federal programs (oncology, cardiovascular diseases, high-cost nosologies, COVID-19 treatment), orphan medicines for the Krug Dobra Foundation, regional purchases, supplies to pharmacies.**



**FEDERAL  
PROGRAMS**

**REGIONAL  
PURCHASES**

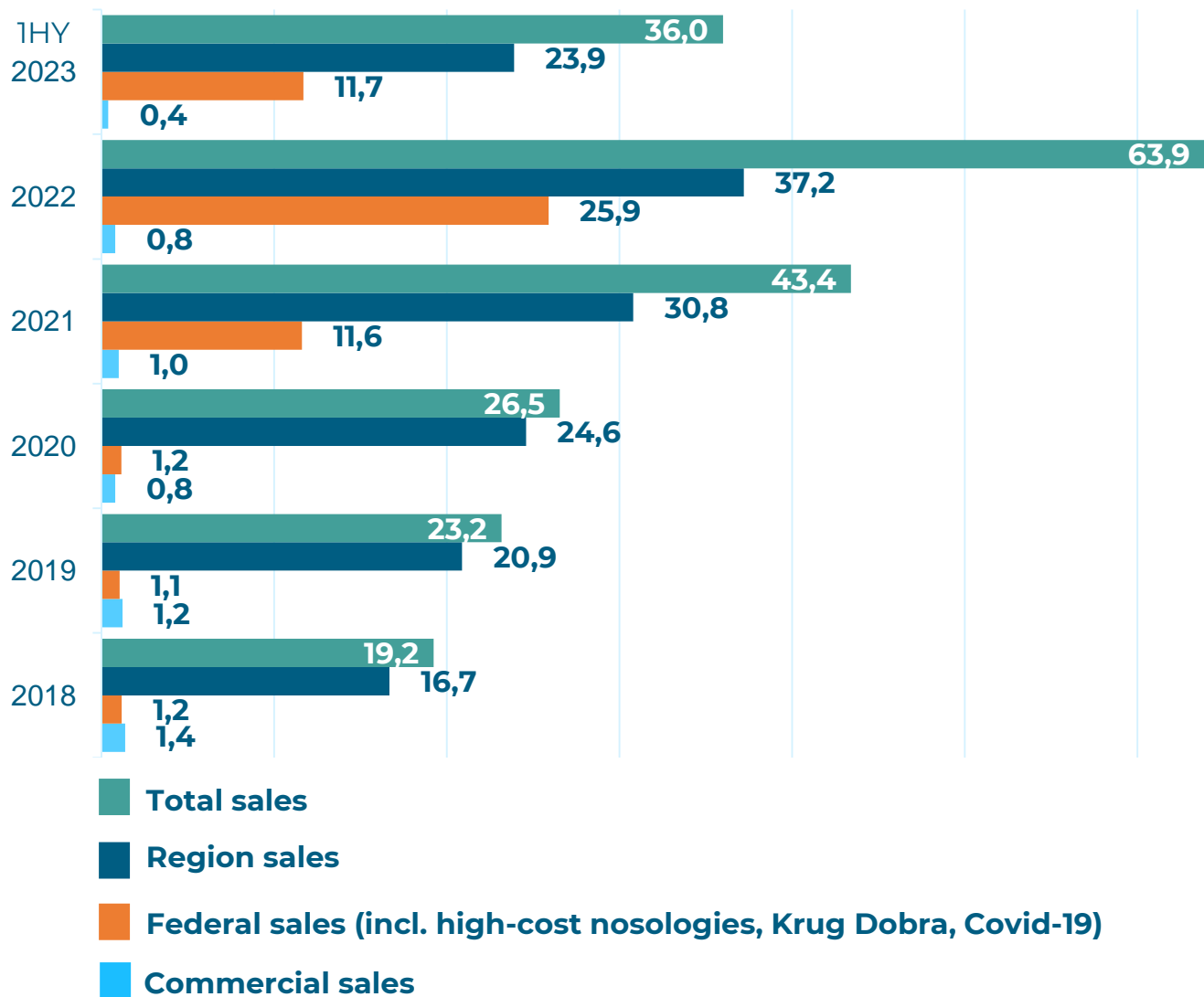
**ORPHAN  
MEDICINES FOR  
THE KRUG DOBRA  
FOUNDATION**

**COMMERCIAL  
SUPPLIES**

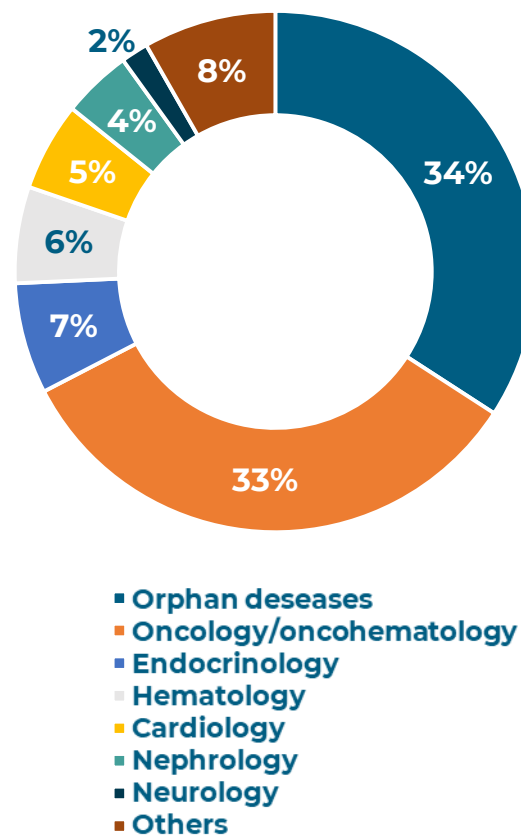


# Sales dynamics (medicines)

## Sales Dynamics (bln. RUB)



## Sales Dynamics (ATX), 1HY 2023



# PHARMECO — full cycle holding



Adherence with compliance procedures and API rights is guaranteed at all stages

# Medical equipment and medical devices

IRWIN is a leading supplier of medical equipment and medical devices for the needs of Russian healthcare.

The company carries out the design and preparation of premises, installation of equipment, training of personnel and warranty service.

Medical devices are supplied as part of the federal diabetes program, as well as for the needs of the Krug Dobra Foundation.

**DISTRIBUTION  
AND  
COMMISSIONING  
OF MEDICAL  
EQUIPMENT**

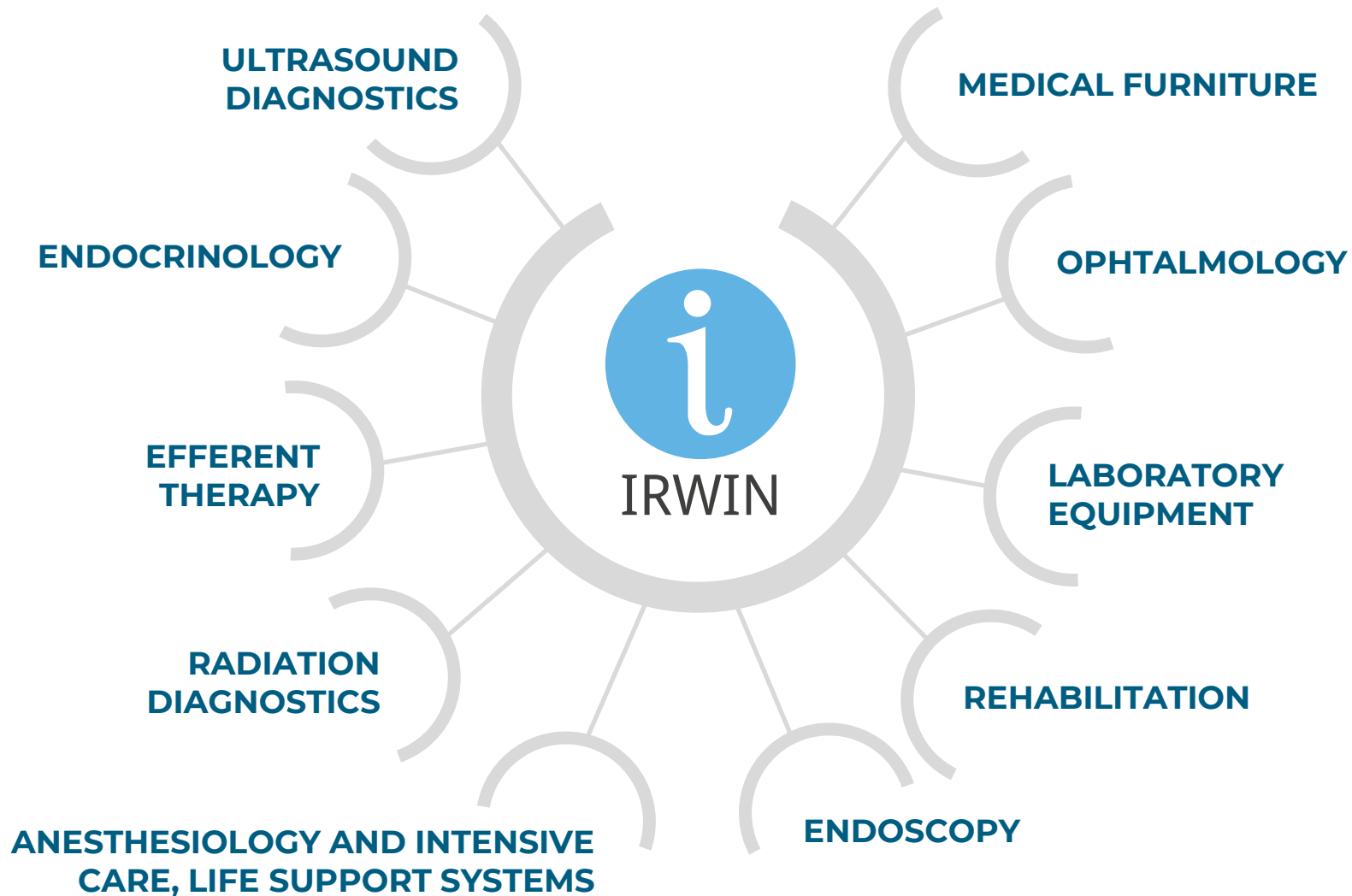
**PARTICIPATION  
IN DESIGN AND  
PREPARATION OF  
PREMISES**

**INSTRUCTION  
OF PERSONNEL  
—  
WARRANTY  
SERVICE**

**DISTRIBUTION  
OF MEDICAL  
DEVICES**



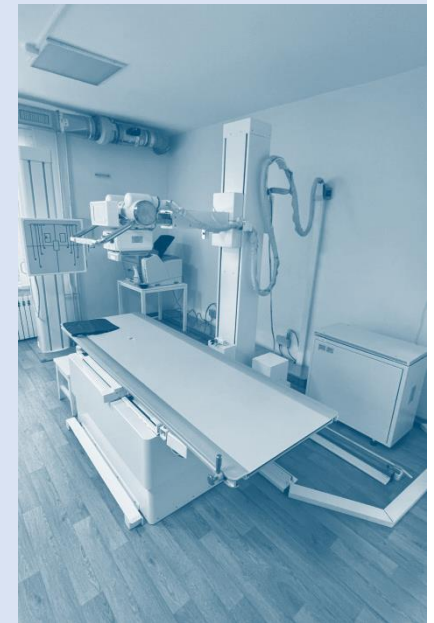
# Types of medical equipment





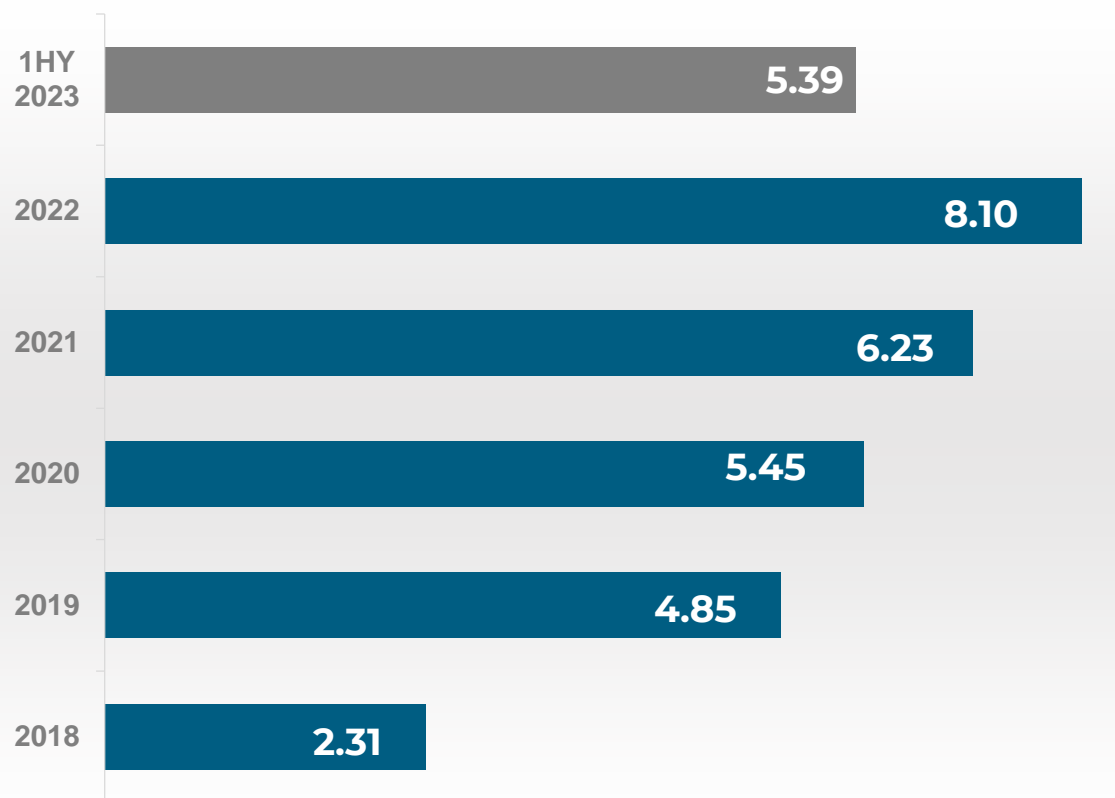
# Turnkey equipping of medical facilities

- Comprehensive equipment of medical centers (perinatal, infectious, cancer and other).
- Preparation and equipping of X-ray diagnostic (angiograph, CT, MRI, mammograph, X-ray machine, etc).
- Adherence of compliance procedures and API rights.
- Supplies of medical equipment and medical devices for national projects:
  - development of the primary health care system;
  - cardiovascular diseases program;
  - oncology program;
  - palliative care.

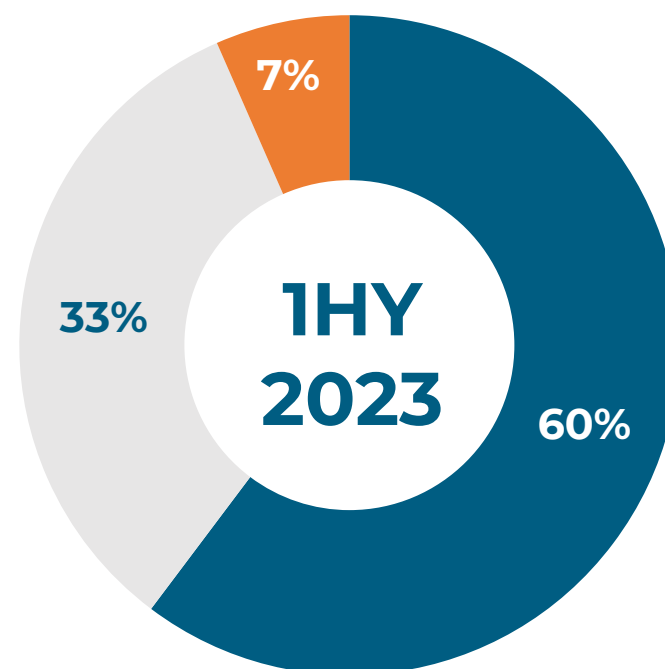


# Sales dynamics (medical equipment)

Sales Dynamics (bln. RUB)



Sales volume, 1HY 2023 (RUB)



■ Medical equipment ■ Medical devices ■ Medical furniture

# Logistics services

IRWIN provides a full range of professional customs, logistics and warehouse services for pharmaceutical manufacturers, distributors and pharmacy chains.



# The warehouse characteristics

Cooling chambers:  
**338 M<sup>2</sup>**

Class: A+  
Area:  
**10 500 M<sup>2</sup>**

Static cells:  
**1 600 pcs.**

Acceptance area:  
**1 000 M<sup>2</sup>**

Forwarding area:  
**1 000 M<sup>2</sup>**

Automatic package line:  
**600 pkg/h**

- The products are delivered from our main warehouse in Podolsk.
- The warehouse is equipped with the most modern automated management and control systems, robotic assembling and placing orders.



INTERNATIONAL  
CERTIFICATION



WAREHOUSE  
MANAGEMENT  
SYSTEM



TRANSPORTATION  
MANAGEMENT  
SYSTEM



# 04

## SOURCING

We provide regulatory framework analysis, selection of products portfolio in accordance with the regulatory base and supply to the country



# IRWIN



## 20 years

of experience and professionalism



## 460 +

professionals



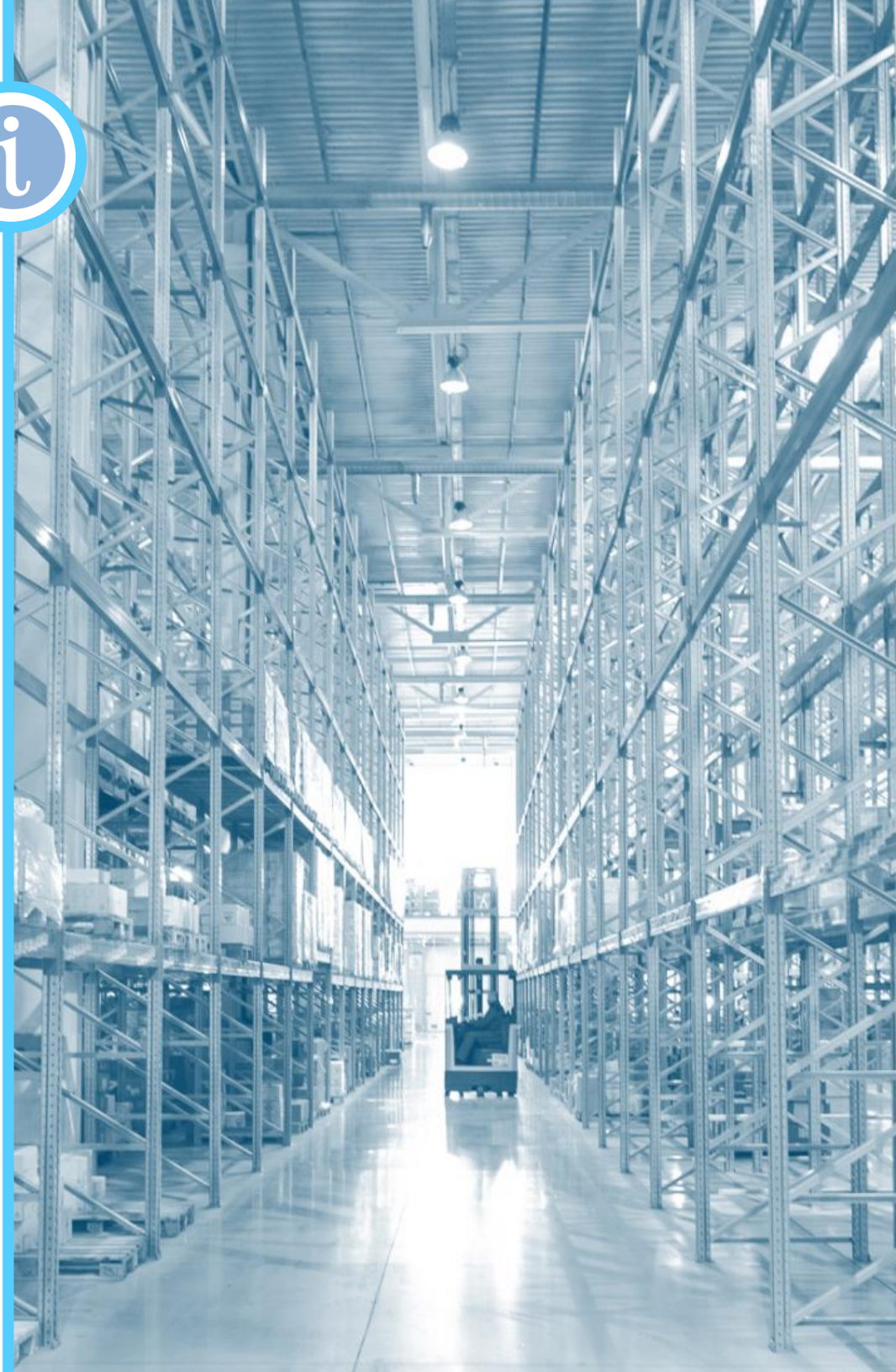
## 250

Manufacturers of medicines all over the world



## Logistics terminal

In the United Arab Emirates (UAE)





# Key areas

- **IRWIN forms products portfolio in accordance with the regulatory requirements of the client (FDA, EMA, BCU, JAP, WHO GMP, etc.)**
- **IRWIN provides pharmacoeconomic analysis**
- **Company provides a full range of customs and logistics services**



**ANALYSIS  
OF NEEDS**

**PRODUCT  
SOURCING AND  
PURCHASES**

**CUSTOMS  
AND LOGISTICS  
SERVICES**

**POSSIBILITY  
OF PAYMENT  
BY COMMODITIES**

05

## SOCIAL PROJECTS

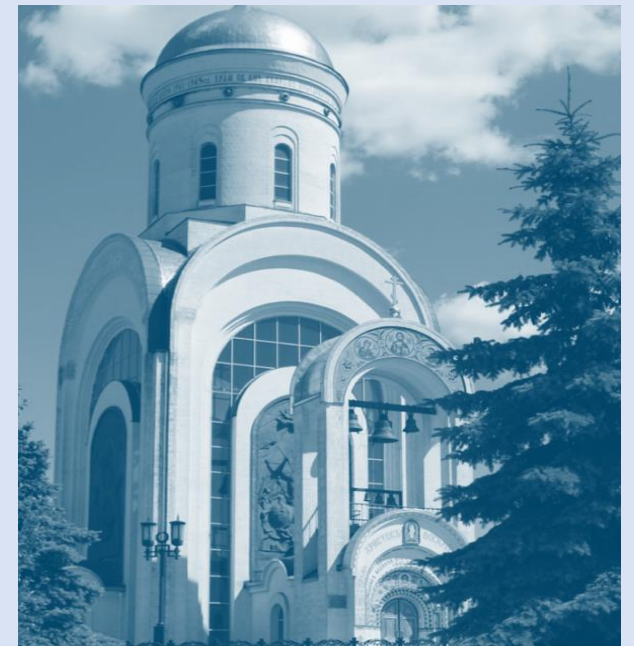
Pharmeco Group is the initiator and partner of a number of charitable and social projects aimed at supporting the physical health of the nation





# Support of sport and cultural heritage preservation

- Pharmeco is the key partner of the Golden Ring Run project since 2015. It covers ancient 10 cities. The project is aimed at promoting sports and healthy lifestyle. Has the status of “The National projects partner”.
- Pharmeco built sports facilities: the Vedenino ski roller track in Tula (2018), tennis centers in Krasnogorsk (2019) and Kursk (2021).
- Since 2008, the Pharmeco Group of Companies has been a sponsor of the Dynamo volleyball club.
- Pharmeco participates in the reconstruction of the following cultural sites: Svyato-Vvedenskiy Tolga convent and the Church of St. Nicholas in the Yaroslavl region; Donskoy Stavropol monastery and The Church of St. Job the Patriarch of Moscow and All Russia in Moscow; Church of the Descent of the Holy Spirit in Shkin and others.
- Under Pharmeco support held the offerings of Orthodox shrines of the Christian world: the relics of George the victorious (2015), the relics of Saint Spyridon of Trimythous (2018), 4 processions with the relics of the Holy Prince Alexander Nevsky (2021), the relics of Saint Sergius of Radonezh (2022).





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