

Pharmaceutical
Company

Solopharm

We are near. We care for people

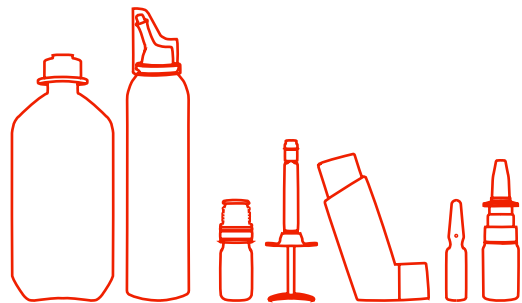


S

Solopharm mission and values



To create modern, high-quality and affordable pharmaceuticals to preserve people's health and quality of life



High-quality

We strive for the highest quality in all aspects of our work: production, management, partnership



Caring for people

People are the key value of the company: consumers, employees, partners, investors



S

Solopharm
today

S

History of the company



2011 - 2013

- Plant foundation and construction

2014 - 2017

- Launch of the 1st stage. Production of the first batch of infusion solutions
- Launch of the 2nd stage. Production of ophthalmic and nasal products
- Launch of the 3rd stage of the plant – 10 new lines

2019

- MDI aerosol line was launched

2020

- Start of construction of a new plant for solid dosage forms manufacturing

2021

- Launch of the biotechnological developments' laboratory and pilot scale site
- Production line EVA2 — increasing the capacity for the pre-filled syringes production
- Launch of the 1st stage of the dietary supplements production (stick packs)

2022

- Launch of the solid dosage forms plant

2023

- Launch of the 4th stage of the liquid dosage form plant. Increasing the manufacturing facilities
- Launch of Matrix Wall — a new Solopharm project for design, manufacture, and installation of clean rooms
- Launch of the 2nd stage of the food supplements plant (FS in capsules)
- Groundbreaking of the Hormones plant (production of hormonal drugs)

S

Our team

429 

office

898 

production

64 

warehouse

99 

R&D department

410 

regional staff



Solopharm team

Is a team of professional and like-minded individuals who strives to create the best on the Russian market and can respond flexibly to global challenges

Ready to cooperate

Every year more than **150 people** complete an internship in our company. More than **40 corporate events** are conducted



S

General structure of the company



S

Solopharm partnership with the professional community

V

Professional interaction with medical community and pharmacy segment is aimed to increase the knowledge of specialists and final customers about the company and its products

Promotion teams:

- Ophthalmology
- ENT and therapy
- Rheumatology
- Cosmetology
- Neurology
- Pediatrics
- Food supplements

> 402

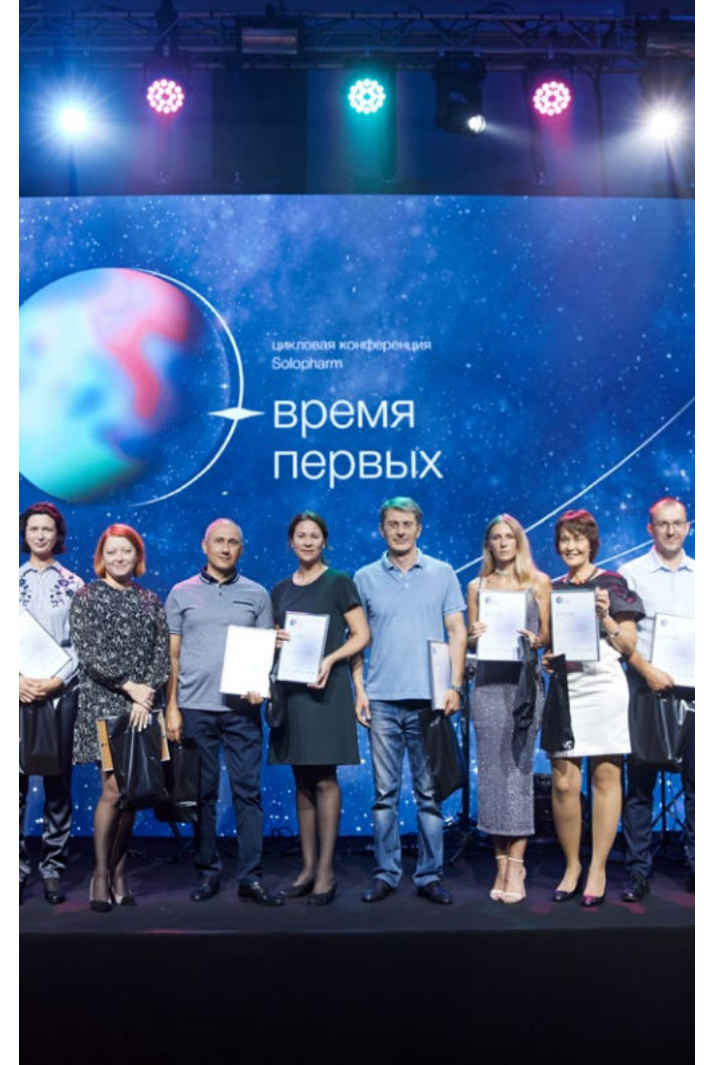
regional staff

> 250

cities of presence

> 70 000

physicians and pharmacists receive up-to-date information about Solopharm products every year



S

Solopharm Ranking*

Retail sector

10th place

by sales volume in packages
with a market share of 2%

17th place

by sales volume in rubles
with a market share of 1,7%

Hospital sector

7th place

by sales volume in packages
with a market share of 3,1%

49th place

by sales volume in rubles
with a market share of 0,4%

According to the results by the end of 9 months 2023, based on IQVIA и DSM Group data (including medical products segments, dietary supplements: Sea water, dry eye syndrome, Armaviscon, AquaOptic, Olyfrin, Ingasalin).

Company through the eyes of the analytical agencies / 2022-2023

> **TOP- 3** corporations growing in monetary terms in the retail segment¹

> **№1** in medical prescriptions annual growth rate²

> **№1** in the target market and in **TOP 10** companies in the e-com retail market³

¹According to IQVIA, MAT.7m.2023/MAT.7m.2022, in value terms

²According to Ipsos, 2Q 2023/2Q 2022

³According to AlphaRM, units, Q1.2023

S

Single quality standard

V

All Solopharm production sites are built in accordance with GMP standards



Conclusion of compliance with the Rules of the good manufacturing practice

N_oGMP/EAEU/RU/00805-2023

Quality management system certificates:

ISO 9001:2015 / GOST R ISO 9001-2015

ISO 13485:2016 (UAE)

CE certificate:

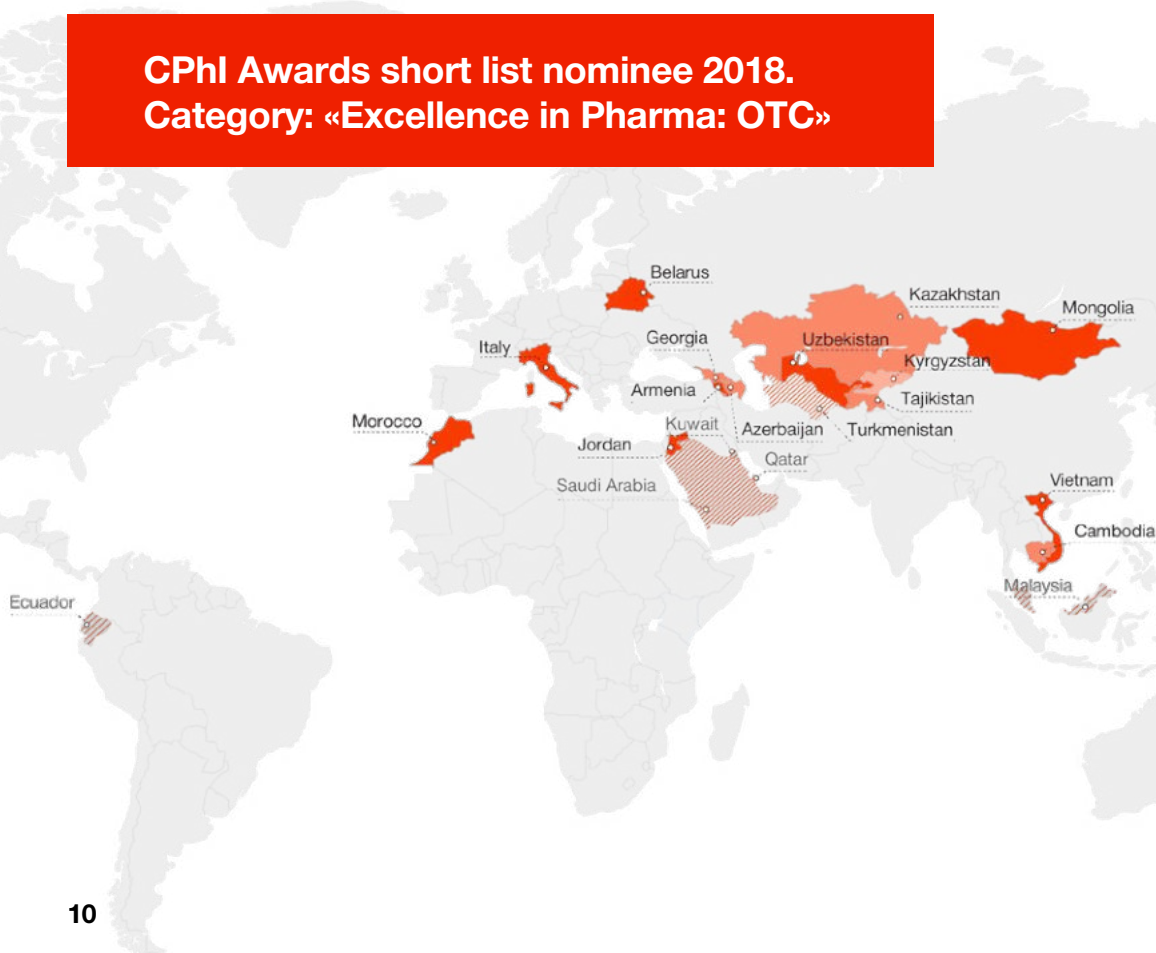
European quality certificate of conformity for medical products according to EU requirements

S

International recognition of Solopharm products

Our products are presented **in 14 countries** in the world including the European Union region

**CPhI Awards short list nominee 2018.
Category: «Excellence in Pharma: OTC»**



- Azerbaijan
- Armenia
- Belarus
- Vietnam
- Georgia
- Jordan
- Italy

- Kazakhstan
- Cambodia
- Kyrgyzstan
- Mongolia
- Morocco
- Tajikistan
- Uzbekistan

Supply horizons:

- > Qatar
- > Saudi Arabia
- > Kuwait
- > Ecuador
- > Malaysia
- > Turkmenistan

S

Research and Development / R&D

V

R&D Department provides full cycle of the pharmaceutical development: from idea to technology implementation into the production process

236

market authorizations in more than 10 highly demanding therapeutic areas

48

products and medical devices in the process of authorization

211

products under development



S

Solopharm Quality Control

Solopharm has its own laboratories that control the quality of all incoming raw materials at all manufacturing stages as well as the quality of the finished products



Microbiological laboratory

2 968

tests per week

microbiological control of the manufacturing environment, materials and finished products

Analytical laboratory

5 646

tests per week

quality control of raw materials, packaging and printed materials, in-process control and quality control of finished products

Certification department

146

tests per week

finished products release with quality certificates

S

Solopharm products are presented in various in-demand areas

more than 200 drug products are included in the portfolio in various therapeutic areas



Hematology



Cosmetology



ENT



Neurology



Pediatrics



Food supplement



Ophthalmology



Ophthalmosurgery



Pulmonology



Rheumatology



Therapy



Traumatology



Surgery



Dentistry



Endocrinology



Cardiology



Gastroenterology



Urology



Psychiatry

soon
↓

A photograph of a pharmaceutical liquid plant. The scene is dominated by stainless steel machinery and glass safety enclosures. In the center, a large piece of equipment is visible, featuring a control panel with a digital display and several buttons. Below the control panel, there are two circular openings, possibly for viewing or access. The machinery is complex, with various pipes, valves, and mechanical components. The background shows more of the plant's infrastructure, including additional glass enclosures and stainless steel structures. The lighting is bright, typical of an industrial setting.

S

**Solopharm
production sites**

**Liquid
plant**

S

Solopharm Liquid Plant

V

The largest manufacturer of liquid dosage forms in Russia

28



240 mln

production lines
with high automation
level

product units
per year

>190

medicines under production



Innovative dosage forms

help maintain the sterility of the products, guaranteeing high-quality and safety for the consumer

S

Solopharm Liquid Plant

V

Liquid Plant has been built
in accordance with the GMP
standards

21 500 m²

total floor area of the plant

8 248 m²

clean room floor area

1 100 000 l/day

capacity of the water treatment
system

1 098 000 m³/h

capacity of the air treatment
system

3,14 MW

electrical power
of production

S

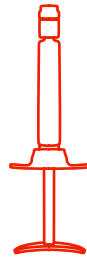
Innovative release forms and technologies

Help maintain the sterility of medicines, ensuring high quality and safety

Release forms

- BFS infusion bottles
- BFS injection ampoules
- CBP injection ampoules
- BFS unidoses
- metered drops and sprays
- multidose bottles
- OSD bottles
- BOV aerosols
- MDI aerosols
- pre-filled syringes
- etc.

Pre-filled syringes



Ready-to-use drug

Reinforced syringe stem and reinforced stop for comfortable use

BOV technology [Bag-On-Valve]



The drug is in a sealed bag inside an aerosol can

Sprays continuously and works at any angle

OSD bottle [Ophthalmic Squeeze Dispenser]



Two systems of air filtration

Guarantees sterility of the product without the use of preservatives even after opening

S

Innovative release forms and technologies



Preservative-free metered sprays



Unique nozzle technology

Precise dosing and wide geometry of spraying

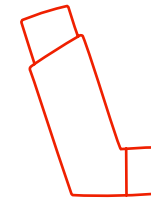
BFS technology [Blow-Fill-Seal]



Polymer ampoules

Ease of storage and transportation, noninvasiveness usage

MDI technology [Metered Dose Inhaler]



Metered aerosol for inhalation

Rapid drug delivery to the respiratory system organs



Solopharm production sites

Solid
plant



S

Solopharm Solid Plant

V

New modern plant
for the production of solid
dosage forms

1

production line
with high automation level



23 mln
packages per year

115
medicines under development
and registration

S

Solopharm Solid Plant

V

**Solid Plant has been built
in accordance with the GMP
standards**

12 257 m²

**total floor area
of the plant**

> 9 600 m²

**clean room floor
area**



2,0 MW

**electrical power
of production**

Ventilation:

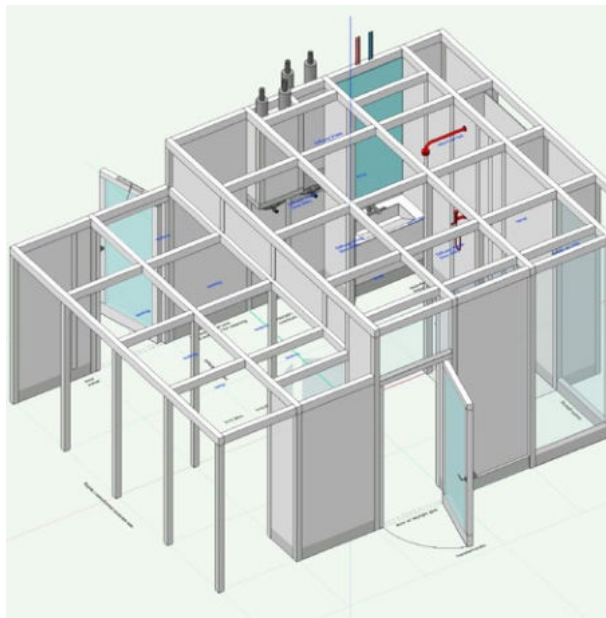
The air treatment system meets international GMP standards, which ensures D class in the rooms

S

Solopharm Solid Plant

The modular system of clean rooms

spaced at intervals of 1200 mm
made of glass and steel allows
quickly transferring the walls
and changing the ceiling height



V

All engineering systems
supporting the operation
of the production lines are located
in the serviced ceiling space

V

The ventilation system
automatically maintains humidity,
temperature and differential pressure,
ensuring the clean room class



S

**Solopharm
production sites**

Biotech

S

Biotech

V

Site for the development and production of biotechnological products

10

projects under development

- Oncology
- Autoimmune diseases
- Ophthalmology

1

production line



2

laboratories:

- > bioprocess development
- > analytical methods

High-tech equipment from the international manufacturers

- > Bioreactor systems
- > Cryostorage systems
- > Chromatographs, etc.

S

Biotech



1 300 m²

total area

448 m²

clean room floor area

170 m²

total area
of laboratory facilities





S

**Solopharm
production sites**

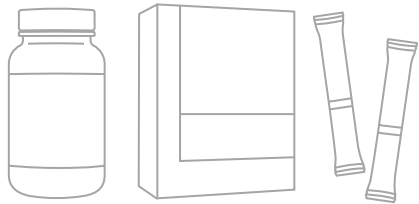
**Food
supplements**

S

Solopharm food supplements production

V

Solopharm sets the same high-quality requirements for food supplements as for medicines



5

production lines
(capsules and stick packs)



1,6

mln
packages per year

54

positions in production

S

Solopharm food supplements production

1077 m²

total production area

667 m²

clean room floor area

1,5 MW

electrical power of production



S

Solopharm
production sites

Matrix
Wall



S

Matrix Wall

V

New Solopharm project for design and manufacture of clean rooms

- Design engineering
- Manufacturing
- Installation of clean rooms for the pharmaceutical productions



1840 m²
production areas

4

workshops:

- > blank production shop
- > welding shop
- > assembly shop
- > packing and kitting area



Solpharm Points of growth

S

Soft Forms

V

Launch of the semisolid dosage forms production (gels, ointments, creams)

Q1 2024

planned launch period

620 mln rub.

volume of investments



S

ESS warehouse

Pharmaceutical warehouse for storage of raw and other materials and final products with built-in administration & amenity facilities and mechanical rooms

Commissioning process

december 2023

15 000 m²

warehouse total area

30 000

pallet positions



Licenses:

- > For the production of pharmaceuticals for medical use
- > For the pharmaceutical business operations

Technical facilities:

- > Cold storage chambers for thermolabile products
- > Sampling area of the Quality control department laboratory

S

Hormones Plant

V

**Production of hormonal drugs
for the treatment of respiratory,
otolaryngological, ophthalmic
and dermatological diseases**

Q1 2026

**planned commercial
launch**

**9,5 bln rub.
volume of investments**



S

SCHUMA

Solopharm Portfolio



S

New products

Lifozil

Additional source of vitamin C, hesperidin, diosmin and proanthocyanidins

Food supplements in stick packs

Contributes to:

- Maintaining a healthy vascular conditions
- Symptom prevention of venolymphatic insufficiency



Liposomal vitamin C

Vitamin C

Dietary supplements in capsules

Contributes to:

- Normalization of the immune system
- Strengthening the walls of blood vessels
- Improving the skin condition

Enhanced form

Increased bioavailability



Kogevisk® lite

Sodium hyaluronate 1 %

Cohesive viscoelastic solution

- Indicated for operations on the anterior eye segment, including cataract extraction and intraocular lens implantation

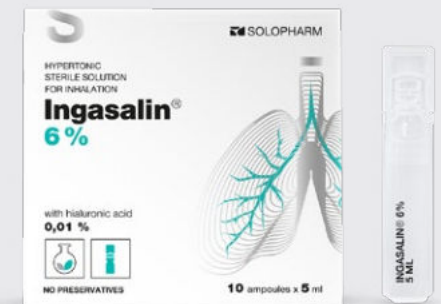


Ingasalin® 6 %

Sodium chloride 6% + Sodium hyaluronate 0.01%

Inhaled hypertonic sterile solution

- For improving sputum discharge in patients with cystic fibrosis and bronchiectasis



S

Ophthalmology

36

products

Antiglaucoma products

Dorzial / Dorzial plus/
Dorzolan® solo / extra /
Trilaktan® / Travaxal /
Timolol / Betaxolol /
Taflarint

Metabolic product

Taustin

Eye wash and moisturizing drops

Gylan comfort / ultra
Comfort / Ocusalin /
Biviart® comfort, Biviart® soft,
Biviart® ultra /
Gylan® extra soon

Contact lens solution

AquaOptic

Vasoconstricting product

Sigida® crystal / Oftrix

Anti-allergic products

Sigida duo® / Oloridine
Cromicil®



Antimicrobial products

Korfecin / Timilox®
Lafrex / Sodium Sulfacil-
Solopharm / Pictorid

Mydriatic products

Phenycamide®
Stelfrin supra

Anticataract products

Oftarint

NSAIDs

Ivinac / Diclofenac

Antioxidants

Vicsipin®

Antiviral

Exinta®

Antiseptics

Soloseptin sens

S ENT

24 products

Otitis treatment products

Lorotox® / Otolorin / Niatira

Products for sore throat treatment

Angidak®
Angidak® forte
Angidak® sept
Gelangin® nova
Gelangin® flex

Nasal moisturizing product

Olyfrin

Nasal, mouth, and throat rinsing products

LinAqua
Baby
Soft / Norm
Forte / Forte for mouth and throat

Rhinitis treatment products

Rhinostain®/ Tramycet
Xylokt®-Solopharm
Oxyfrin / Ryxint Rhino
Ropaxim/ Naximin
Babyfrin® / Ivilekt
Naphthyzine



Rhinostain® has entered the TOP-3 most successful launches in the drug category*

Angidak® is No. 1 in the category of sore throat remedies in liquid forms**

TOP 6 in terms of positive dynamics growth, +59% in rubles***

*IPSOS, 2021-Q1.2023

**sprays, aerosol solutions, according to AlphaRM, sales from the pharmacies, January-August 2023

***DSM Group, 7m'23 / 7m'22, TOP-300 by sales volume in rubles, retail segment

S

Rheumatology. Neurology. Traumatology

15

products

Viscosupplement injections

Armaviscon®
Vita / Plus / Forte
MN / Chondro / Platinum

Antioxidant product

Evrin

Complex of vitamins B

Larigama®

Nootropic product

Encetron-Solopharm

Centrally acting muscle relaxant

Lidamitol



Double syringe

ACT SOLOPHARM®

Antidepressant

Taniksen soon

Chondroprotectors

Artogystan

NSAID

Elox® / Rikling

S

Pulmonology

8

препаратов



Bronchodilator / inhaler solution

Astmasol®
Novatron

Bronchodilator / metered-dose inhaler

Astmasol® neo
Novatron neo

Mucolytic product

Beraxol

Inhaled hypertonic solution

Ingasalin® 3%
Ingasalin® 6%
Ingasalin® forte 7%

**Astmasol® neo is in TOP-5
successful launches in 2021-
2022, more than 70 thousand of
medical prescriptions per year***

* Ipsos, Q2 2022

S

Cosmetology

6

products

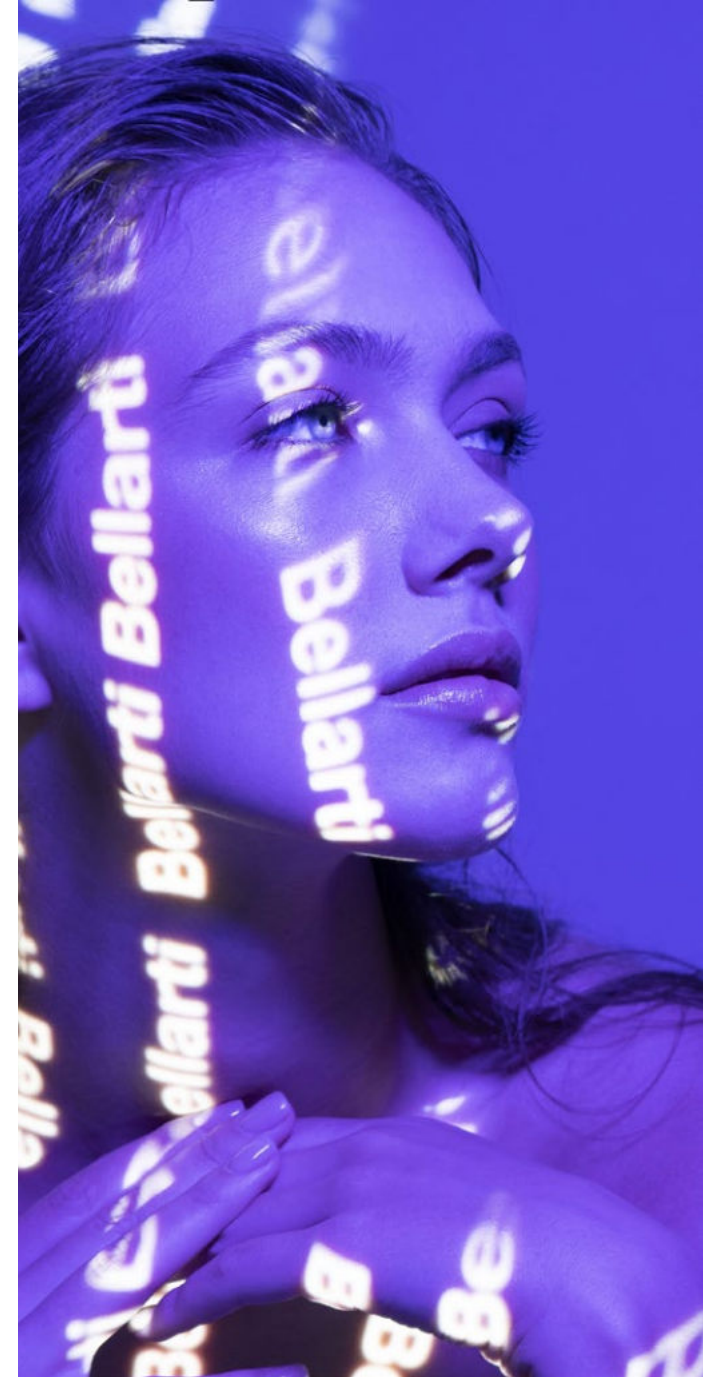


Implants intradermal

Bellarti® Lift
Bellarti® Hydrate

soon

Bellarti® Soft Touch
Bellarti® Universal
Bellarti® Deep lines
Bellarti® Kiss



S

Hygiene Products

6

products

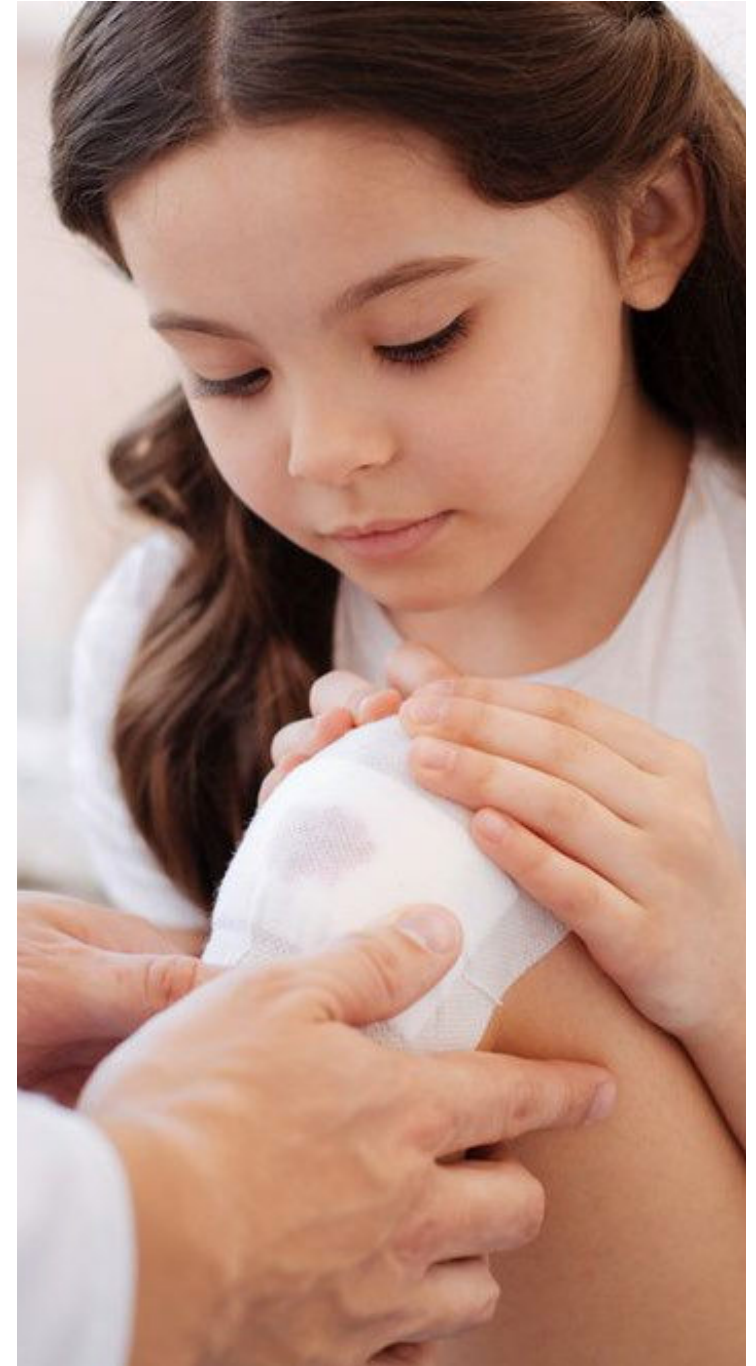
Antiseptics

MestaMidin-Sens **Daily / Home / Personal**

Zilexa sept / Zilexa sept Intim

ARD and coronavirus prevention

MestaMidin®-nasal



S

Therapy

10

products



Immunoadaptogen

Trekrezan®
Trekrezan syrup

Laxative

Picodinar

Diabetes treatment

Gliptozan



Anti-allergic products

Soloneks

Heartburn treatment

Viascon

Metabiotic

Actoflor®-S



Vitamin D

DeTriFerol (anise/banana/
cherry/orange flavors)

NSAID

Bumidol®

Enterosorbent

Solosorb

Trekrezan® is in TOP-3 brands in the category of antiviral agents and immunomodulators, with a market share of 11,6%, +3,1 p.p. in rubles *

*According to AlphaRM, YTD 38th week 2023 / 2022

S

Dietary supplements

54
products

Vitamin and mineral supplements

Taprit / Taprit Plus /
Triexsin® / Rimink/ Lacart /
Magnesium Active / Chitosan
Active / Kidsticks / Nutristicks /
Lifozil®

Vitamin and mineral supplements

Elentra Nutrition®:

Zn / Zn+Se / Mg / Mg+Ca /
Q10 + Vitamin C / Mg+B6 /
Inositol / ChondroBase® /
l-Tyrosine / 5-HTP + B6, etc.

Metabiotics

Actoflor®-C / Actoflor-duo /
Actoflor® kids



S

Ophthalmosurgery

6

products

Medical devices

Adgevisk®

Adhesive viscoelastic solution

Adgevisk® lite

Viscoelastic ophthalmic solution

Kogevisk®

Cohesive viscoelastic solution

Kogevisk® lite

Cohesive viscoelastic solution

Melavisc®

Viscoprotector

Balansol

Ophthalmic irrigation solution



S

Hospital Segment

72

products

Infusion solutions in BFS polypropylene bottles

Friosterin® / Ringer_IV
Sodium Chloride_IV
Aminocaproic acid
Linojekt / Levinoks
Tifluksan / Flotidin and etc

Injectables in glass ampoules

Itilokt / Tricombia / Adrenalin, etc.

Injectables in bfs plastic ampoules

Bupivacaine / Teovexal® /
Ondansetron, etc.

Injectables In pre-filled syringes

Kvadrarin® / Elmaparin® /
Amrostak solopharm /
Icatibant
Altumven soon



S

Стартовый экран

Дублирует на планшетное приложение информацию с КРП портала

Высокая прозрачность информации по заданным критериям



Все показатели, кроме Коэффициента Итеративности отображаются за текущий месяц

«Краткость и Итеративность» за квартал

Solopharm
Фармацевтика



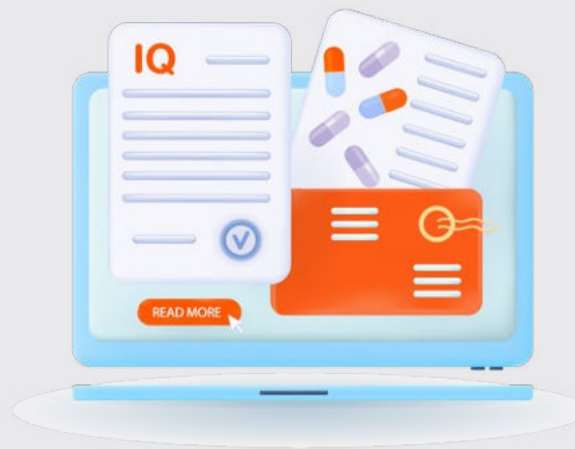
Educational projects

S

We care for our partners with IQ Provision

Pharmaceutical industry experts' **community**

IQ Provision
Обучающая платформа
для фармацевтов и провизоров



> **Workspace digital awards'23 Winner**

Category: Educational project

> **Smartpharma® Awards 2023 Winner**

Category: Informative and outreach project for pharmacy workers

> **«The best portal for pharmacists training» according to the «Green Cross»**

International pharmaceutical awards

IQ Provision in numbers

- **72 000** registered users
- **3.5 mln** portal visits per year
- **3 000** respondents participating in marketing research
- **100** partner pharmacy chains
- **25 000** webinar participants per year

Platform products

- **Lessons and integrated courses** about Solopharm products
- **Webinars** with company experts and opinion leaders
- **Articles and news** on the topical issues
- **Statutory documents base**
- **Questions and answers** from the pharmaceutical community

Features

- **Integration** with educational portals of the pharmacy chains
- **Creation** of the educational portals
- **Implementation** of the partner training programs

welcome to
iq-provision.ru →



S

SoloExpert: experts' assessment in the hospital segment



soon → soloexpert.ru platform update

Educational platform aimed to increase the level of expertise in the hospital segment in various areas – from production to procurement processes

- **Procurement trainings**

in accordance with Federal Laws 44-FZ and 223-FZ

- **Product trainings:**

Solopharm hospital segment

- **Platform for the ophthalmic surgeons experience exchange and development**

- **Library** with useful resources to work with

V

Platform Expert
Konstantin A. Perov

> Director of Autonomous Non-Commercial Organization of Continuing Professional Education Institute of Competitive Technologies

> Ph.D. in Economics with 20 years of experience in procurement of medical products and devices



S

We discuss trends of the development and challenges of the pharmaceutical industry at SoloPharmShow

solo
**Pharm
show**



- Show about the pharmaceutical market from the first hand of the people who create this market
- Platform for discussing the hottest trends, current news and issues in the pharmaceutical market
- Reportages and small-talks like a FUN show

- > **500 minutes** of useful content
- > **25 TOP-speakers** from the pharmaceutical and medical community
- > **4 reportages** from Solopharm production
- > **20 relevant topics** about the development of the pharmaceutical industry

Do you want to participate?

We are looking for great speakers who are ready to discuss current challenges and trends in the development of the pharmaceutical industry to create new episodes.

NB! Email us:
konstantin.lysenko@grotexmed.com

scan and watch
the Show



Solopharm

We are near. We care for people

GROTEX LLC

Headquarters:

27 Lvovskaya Street (Office L27 Business Center),
St. Petersburg

Office:

10 Butyrsky Val Street (White Square Business Center),
Moscow

Manufacturing sites:

> 71 Industrialny Ave., Bldg. 2, lit. A, St. Petersburg
> 13 Lapinsky Lane, lit. Zh St. Petersburg

R&D Laboratory:

69 Revolutsii Highway, Bldg. 102,
(Potapov Business Center), St. Petersburg

General contacts:

tel.: +7 812 385 47 87

grtx@grotexmed.com

www.solopharm.com



 SOLOPHARM