



Business Opportunities in the Russian Pharmaceutical Market

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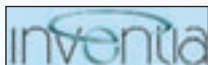
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A Review of
Structural Changes
Driving Opportunities
for Generic Drugs
in Russia

ABOUT TCI

Technology Catalysts International (TCI), founded in 1979, provides technology assessment, technology licensing, and competitive intelligence to various industries. With headquarters in Falls Church, VA, TCI has offices and affiliates in Germany, the UK, the Czech Republic, India, Korea, Japan, and Argentina.

Several specialized consulting services are offered with an orientation toward global strategic alliances in the pharmaceutical and fine chemical industries:

- Optically Active Chemical Information Service (OACIS)
- Drug Delivery Information Service (DDIS)
- Late-Stage Product Acquisition Service (LSPAS)
- Generic Drug Analysis Service (GxAS)
- Gene Therapy Information Service (GTIS)
- Licensing Locator
- Out-Licensing Services (OLS)

TCI also periodically publishes reports on topics of importance to the pharmaceutical industry such as:

- Biopharmaceutical Farming
- Anti-HIV and Related Pharmaceuticals
- Delivery of Poorly Soluble or Poorly Permeable Drugs
- Oral Fast-Dissolving Drug Delivery

About INVENTIA s.r.o.

INVENTIA, affiliated with TCI, was founded in 1993 to provide technology transfer services for industrial companies. Emphasis is on health care, pharmaceuticals, polymers, chemical processing and fine chemicals. Services include:

- Consulting on matters related to technology transfer, licensing, scientific cooperation, and intellectual property.
- Complex agency services and consulting in chemical/pharmaceutical R&D, production and trade, with an emphasis on Central Europe, Russia, and the CIS territory.
- Special services such as market analyses and surveys, sourcing products, APIs, dossiers, distribution activities, and regulatory affairs.
- Representation of pharmaceutical companies in the Czech/Slovak Republics.
- Drafting and negotiating of license and scientific cooperation agreements.
- Full range of patenting and trademark services.

THE REPORT

The Russia that we know today can trace its recent history from 1985, when “perestroika” was declared. This signaled the shift from the state-dominated political and economic system of the USSR to the market-based economy of the Russian Federation. The change in the economic system, which includes the privatization of industry (excluding major energy organizations), is so dramatic that the transition has been very difficult for both the government as well as the Russian people. This transition is an on-going process and will continue for many years.

It is clear, however, that Russia has benefited from the shift to a market-based system. Recent GDP data for Russia indicate that growth in 2003 will be as much as 5 percent (due to higher oil prices). Expectations are for continued growth in 2004 and 2005 in the range of 4.2 to 4.5 percent.

The purpose of this report is to provide the reader with an analysis of the Russian pharmaceutical industry and identify potential business opportunities for companies in the developed regions of the world.

The report, prepared by TCI's affiliate in the Czech Republic, INVENTIA s.r.o., details the structure and dynamics of the Russian pharmaceutical industry as it stands today, and provides insight into why generics offer the greatest near-term opportunities.

In addition, the report identifies developments within Russia related to:

- Good Manufacturing Practice
- Certification of Medications
- Intellectual Property Protection
- Research and Development
- Imports
- Distribution
- Foreign and Domestic Investments

Further, useful contacts for companies seeking opportunities in the Russian pharmaceutical industry are provided.



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