

## Information for potential investors

### Investment idea

General information about the project

- 1. Project name** : Setting up the production of medicinal products
- 2. Project branch** : pharmaceutical industry
- 3. Project realization location** : 78 Chapayeva street, Borisov, Minsk Region, Republic of Belarus
- 4. Project description** : (the concept of the investment project, its background, objectives, what is expected from an investor, why can the project be attractive for investors?)

Project concept: construction of a new GMP-compliant production building for manufacture of medicinal products on a land plot with the surface area of 8.3819 hectares with the cadastral number of 6404000014000252.

Project objectives: maintaining and expansion of the company's export potential, boosting growth of the pharmaceutical manufacture of competitive products.

- 5. Project duration and implementation stages, including the expected project implementation kick-off date**

The kick-off date of the project will be set after determination of the funding sources - 2026-2030.

- 6. Project preparation stage** (availability of a business plan, feasibility studies, carrying out of marketing research or other project preparatory works (with the mandatory indication of the date, when they were done):

The investment proposal has been prepared and the feasibility studies have been done and the marketing research has been carried out.

## I. Information about the project initiator

- 1. Full company name:** Joint Stock Company “Borisovskiy zavod medicinskikh preparatov”, 30.01.2009.
- 2. Authorized fund structure, %:**

Legal entities:	Share
- owned by the state (government)	99.989
- privately owned	0.0021
Individuals	0.0089

## II. Sales markets for the intended-for-manufacture products

### A. Description of the products intended for manufacture:

Product name and description: **medicinal products.**

Nomenclature of the intended-for-manufacture products and their corresponding HS codes:

1. Trastuzumab emtansin, lyophilisate 100mg;
2. Trastuzumab emtansin, lyophilisate 160 mg
3. Brentuximab, lyophilisate 50mg;
4. Cetuximab, solution for infusions 50mg;
5. Obinutuzumab, concentrate for preparation of solution for infusions 1g 40ml;
6. Panitumumab, concentrate for preparation of solution for infusions 20mg/1ml 5ml;
7. Pertuzumab, solution for infusions 30mg/1ml 14ml (flask).

These "molecules" are only available in the Republic of Belarus and in the Russian Federation from the original manufacturers.

HS (customs tariff) code: 300210 immune sera, other blood fractions and immunological products, both modified or unmodified, including those obtained by biotechnology.

8. Main consumers: domestic market of the Republic of Belarus, Russian Federation, other CIS countries and non-CIS countries.

9. Major competitors (producers of goods similar in consumer properties):

F. Hoffmann-La Roche; Merck KGaA; Schering-Plough "Nativita" CJSC.

## B. Domestic market description

1. Current market capacity (for 2021):

79.5 thousand pcs. for 67.1 million USD

2. Domestic market share: 24%, 47% by value.

3. Strategy for conquering the domestic market:

lower prices

higher quality

state support (protection from imported product competition, guaranteed purchases by the state and other support)

4. State regulation (price regulation, licensing of the activity, etc.): licensing of the activity, price regulation by fixing maximum sales price limits for medications, specified in the special price list approved by the Council of Ministers of the Republic of Belarus.

5. Concentration degree (approximate total market share of five largest market players, %):

C. Other (specify): **Description of foreign markets**

1. Estimated sales volume distribution by core regions, %:

EAEU countries (Eurasian Economic Union)	incl. market of the Republic of Belarus	EU countries	Other countries
47	47	0	6

2. Does the company have experience in exporting to these countries:  yes;  no

3. Do other Belarusian producers export these products to the main target markets?

yes;  no

## III. Description of the available infrastructure

**Access to railways and motorways:**

Belarusian Railway line (distance from the site, km): 3.7

state-owned national motorways (distance from the site, km): 7.9

other roads with improved surface coating (distance, km): 0.7

**Communications:**

electricity network (voltage: 400Volts, 50Hz, distance, km: 0.1)

water pipeline

gas pipeline

**Land plot and manufacturing facilities:**

available land plot (surface area: 8.3819 hectares, function: for administrative and production premises, storage facilities and other objects).

available buildings: 11 real estate units (area: 1.69 hectares, function: administrative building, production premises, warehouses).

**Other infrastructure:**

- warehouses, logistics terminals: (area: 0.62 hectares)
- possibility of production expansion and installation of additional production capacities
- possibility of construction of the necessary infrastructure via state budgetary financing

**IV. Key advantages of the project and their justification**

1) Developed brand

2) Highly qualified staff

3) Supply network of raw materials &amp; components

4) Distribution network

**V. Project financing****A. Total investment amount: 80 000 USD****B. Investment sources/Sources of funding:**

Source		Amount
<input checked="" type="checkbox"/>	Own resources	45 000
<input checked="" type="checkbox"/>	Investor's resources	35 000
Total:		80 000

**C. Investment resources allocation:**

- research and development
- construction
- purchases of equipment, technologies, licenses
- preparation of production

**D. Form of investor participation in the project:**

Investor participation ways		Investor's share in the authorized fund according to the intended participation pattern, %
<input checked="" type="checkbox"/>	Contribution into the authorized fund of a newly established enterprise	
<input type="checkbox"/>	Purchase of shares (share in the authorized fund) of the existent enterprise	
<input type="checkbox"/>	Purchase of the enterprise as a property portfolio	
<input type="checkbox"/>	Additional issue of shares for selling to investor	
<input type="checkbox"/>	Other (specify):	

**E. Estimated project cost-benefit evaluation**

Parameter	Value
Time horizon (settling period, number of years)*	
Annual revenue (excluding VAT, after reaching the project capacity), USD	
Period for reaching the project capacity, years	
Simple pay-back period, years	
Dynamic pay-back period, years	
NPV**, USD	
IRR**, %	
Discount rate***, %	
Base period/year	

## **VI. Contact information**

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**Date of the investment idea preparation:** 17.05.2022