



NATIVA GROUP

Inspired by Innovation and Technology





INNOVATION & TECHNOLOGY IS OUR PASSION

Nativa is a leading group of pharmaceutical companies in Russia. It develops and produces world-class complex medicines essential for human health. Nativa is focusing on oncology, pulmonology, and multiple sclerosis.

Unique product portfolio and pipeline:

a broad **cancer** drugs portfolio

sustained-release **peptides** (Russia's widest range) and products with high barrier to entry (glatiramer acetate, LAI octreotide, LAI triptorelin, LAI goserelin)

full-cycle development of **biopharmaceuticals** (both APIs and finished dosage forms) based on recombinant proteins, including chemically modified products

a complete **pulmonary** medications portfolio, including all kinds of inhaler devices

Headquartered in Moscow, Nativa owns state-of-the-art research, production and quality control facilities in the Moscow Region. R&D activities performed at the same site according to international good practices and ensures that Nativa is on point of modern technologies and formulations.

Nativa's main goal is to constantly strive for excellence and never stop innovating for the well-being of its customers.

Nativa group in brief:

\$167 mln annual turnover in 2016

3.7 mln production units in 2016

800+ employees incl. 80+ specialists with Ph.D. and D.Sci degrees

2,200 sq.m. of own production and R&D areas and 2 CMOs hosted by the largest Russian manufacturer Pharmstandard

MILESTONES

1996

Pulmomed LLC was founded to develop pulmonary medications

1997

Top Russian scientists teamed up to develop peptide synthesis and produce medicines

2001

Pharmapark LLC was founded to develop and commercialize recombinant biopharmaceuticals and finished medicinal products

2008

Launch of **BUDESONIDE** – the only budesonide preparation in the world in the form of solution for inhalation

2009

F-Sintez LLC was established to develop LAI and cancer drugs

2010

Nativa LLC was founded to create and sell pulmonary medicines

2012

Launch of Russia's **1st IMATINIB** generic*

2013

Launch of **IPRATROPIUM BROMIDE+FENOTEROL** – the **1st** local generic*

2014

Ingal LLC was incorporated to develop and produce original medical devices for inhalation and hyaluronic acid injections

Nativa acquired **Pulmomed** product portfolio

2015

Launch of Russia's **1st BORTEZOMIB** generic and **1st** Unit Dose Dry Powder Inhaler **SALMETEROL + FLUTICASONE***

2016

Nativa started marketing **GLATIRAMER ACETATE, TRIPTORELIN LONG** and **TIOTROPIUM BROMIDE** – the **1st** generic versions in Russia*

Nativa acquired **F-Sintez** product portfolio

Oncon LLC was founded to develop and commercialize cancer bioproducts

2017

Marketing authorization of **SUNITINIB, DASATINIB, NILOTINIB, SORAFENIB** – the **1st** generics in Russia



*State Register of Medicines

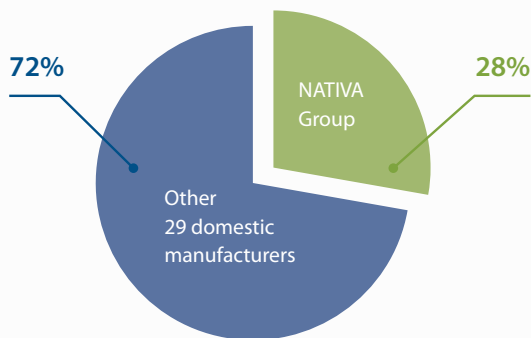
EXPANDING PIPELINE AND PRODUCT PORTFOLIO

50+ patents granted or pending

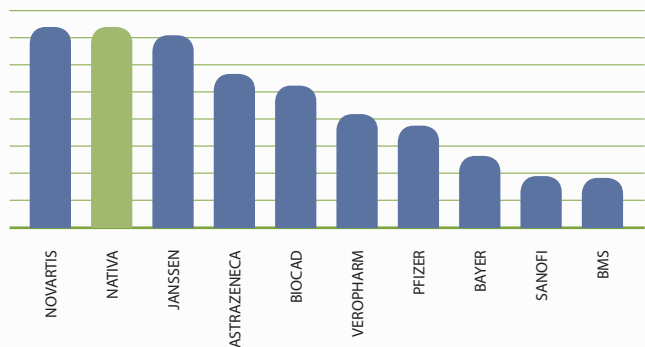
40+ products in portfolio

30+ products in pipeline

The 1st domestic company on the Russian pharmaceutical reimbursement market, 2016*



The 2nd largest company in the oncology segment (excluding biosimilars) in Russia, 2016*



TECHNOLOGY LEADER

Sophisticated generics and biosimilars

Large-scale peptide synthesis and purification (buserelin, goserelin, octreotide, desmopressin, glatiramer acetate)

Multi-step sophisticated synthesis of complex small organic molecules (bortezomib, kinase inhibitors, etc.)

Production areas for eukaryotic upstream and downstream processing and prokaryotic upstream and downstream processing

Own production site and 2 CMOs hosted by the largest Russian manufacturer granted a EU GMP certificate

CANCER DRUGS

SOLID TUMOR TREATMENT

- Pemetrexed
- Temozolomide
- Ibrutinib
- Erlotinib
- Lapatinib
- Pazopanib
- Gefitinib
- Sorafenib

BLOOD CANCER TREATMENT

- Fludarabine
- Lenalidomide
- Bortezomib with a market share of 58% (Russia) in 2016*
- Imatinib with a market share of 63% (Russia) in 2016*
- Nilotinib
- Sunitinib
- Dasatinib

BONE METASTASES

- Zoledronic acid

BIOPRODUCTS

One of the few companies in Russia that possess the know-how and experience of complete biotechnological drug development and full-cycle commercial production

MARKETED

- Filgrastim
- Epoetin beta
- Interferon alpha-2b
- Pegylated interferon alpha-2b

PRECLINICAL

- Trastuzumab
- Bevacizumab
- Eculizumab
- Epoetin alpha
- Pegylated interferon alpha-2a

PHASE I

- Adalimumab
- Interferon beta-1a

PHASE III

- Darbepoetin alfa
- Infliximab



Nativa heads the Russian pharmaceutical market of **LAI PEPTIDES** with a share of 44%*

GOSERELIN LONG

The **1st** fully automated extrusion and assembly line in the world

TRIPTORELIN LONG

Nativa launched the world's **1st** triptorelin generic for one-month administration

OCTREOTIDE LONG

BUSERELIN LONG

Nativa is the only **GLATIRAMER ACETATE** supplier to 12,000 Russian patients under the terms of contract with the Russian Ministry of Health

GLATIRAMER ACETATE

Nativa is the **1st** company that launched a glatiramer acetate generic on the Russian market with a share of 95 % in 2017*

Nativa invested in high-tech production of **HYALURONIC ACID (HA)**

REPART[®], REPART[®] LONG

Highly purified HA solutions for intraarticular injections for pain relief and improving movement in OA patients

REPART[®] FILLERS

HA injectable facial fillers for reducing or eliminating wrinkles, raising scar depressions, enhancing lips and replacing soft-tissue volume loss

The 2nd biggest company in the **ANTI-ASTHMA AND COPD** segment (reimbursement channel) of the Russian pharmaceutical market with the share of 29%*

INHALATION SOLUTION

Budesonide
Salbutamol
Ipratropium bromide
Fenoterol
Ipratropium bromide + fenoterol

METERED DOSE INHALERS (MDI)

Beclometasone
Fenoterol
Ipratropium bromide
Ipratropium bromide + fenoterol
Salmeterol + fluticasone

UNIT DOSE DRY POWDER INHALERS (DPI)

Budesonide + formoterol
Salmeterol + fluticasone
Tiotropium bromide
Formoterol

ORIGINAL "ONE-CLICK" MULTIDOSE DRY POWDER INHALERS (DPI)

Budesonide + formoterol
Salmeterol + fluticasone

MULTIDOSE NEBULIZER ORIGINAL PORTABLE HANDHELD

A portable nebulizer for tiotropium bromide and other pulmonological medicines is currently under development

"SALT CAVE" – ORIGINAL SALT INHALER

Nativa has a unique portable salt inhaler for health-related quality of life



WE OFFER:

A wide range of products for distribution

**Technology transfer of advanced processes
and know-how**

A joint venture for developing innovation platforms

**Business alliances for acquiring new technological
competencies**

Out-licensing for emerging markets

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