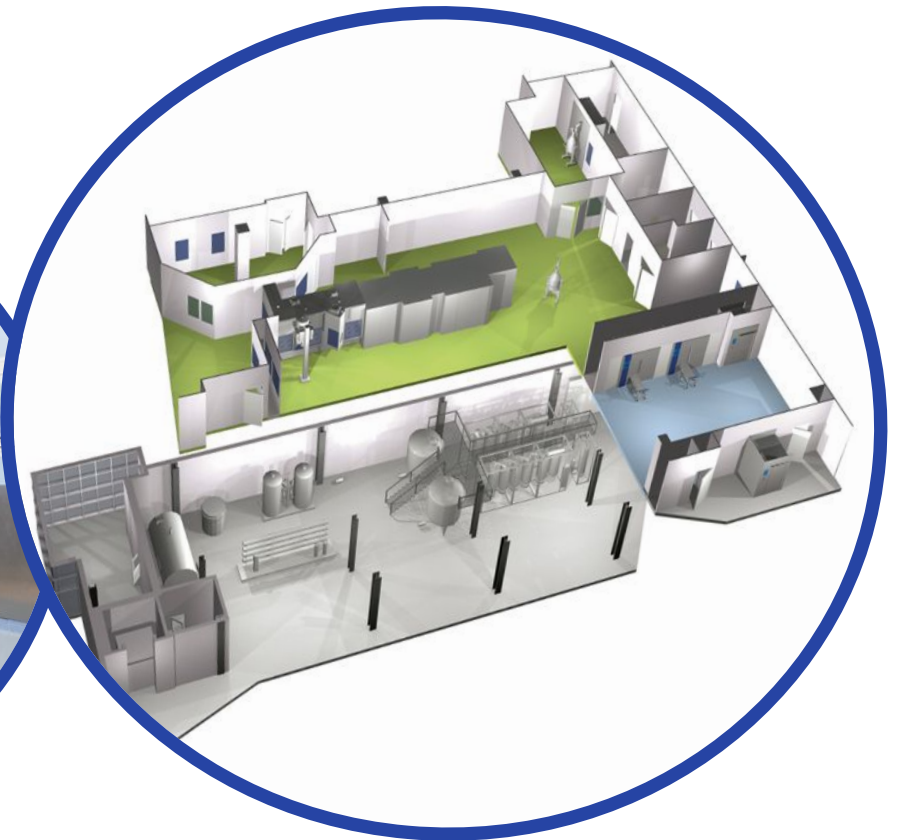


# Pharmster Group



Pharmster is engineering company, which specialize in development of pharmaceutical and hospital technologies.

Pharmster provide «turn key» services: designing, construction of health-care facilities, shipment of medical equipment, installation and start-up works, staff training, guarantee and post-guarantee maintenance.



# Pharmster aims

- Implementation of the modern and innovative medical technologies
- Minimization of hospital infection
- Improvement of work quality of the medical staff
- Improve the level of patient comfort

# Pharmster Values

- Professional approach and responsibility for the whole project to the customer, partners and society.
- Provide high quality service of the equipment
- Guarantee of the honest relationship with client, partner, producers and competitors
- Respect to the people rights. Fair treatment of the employees as one of the main values of the company.

## **of business activity:**

- Designing and construction of health-care facilities
- Sterilization and disinfection
- Rehabilitation and Patient Care
- Production Pharmsteel (Фармстил®)
- Service



Pharmster is an official representative of such companies:

«**Steelco**» (**Italy**) is a company leader in the production of devices and apparatus for the cleaning, disinfection and sterilization specifically designed for the medical, laboratory, research and pharmaceutical industries.

«**ARJO Huntleigh**» (**Sverige**) - world leading manufacturer of medical beds and patient care systems

«**HumanMeditek**» (**South Korean**) - manufacturer of low-temperature peroxide-plasma sterilizers HMTS.

«**Primer**» (**Spain**) a manufacturer of professional technological equipment for equipping laundries; washing machines, tumble dryers, ironing rollers and finishing equipment..

«~~**PLÜMAT**~~» (~~**Germany**~~) is a developer of integrated solutions and manufacturer of equipment for pharmaceutical companies: automatic and semi-automatic machines for the manufacture of polymer packaging (bags / bottles) and the filling of sterile solutions.

«**Amcor Flexibles**» (**France**) – a leading global manufacturer of a wide range of medical packaging materials for steam, air, gas sterilization

«**ECODAS**» (**France**) is a manufacturer of equipment for the disinfection of medical waste of classes “B” and “C” using steam sterilization with preliminary grinding.

«**AP Medical**» (**Italy**) – manufacturer of a wide range of plastic containers for the collection, transportation and disposal of medical waste.

Pharmster cooperates with leading European manufacturers of medical devices:

- "Phillips" (Germany)
- "GE " (USA)
- "KARL STORZ ENDOSKOPE" (Germany)
- "HITACHI MEDICAL SYSTEMS" (Japan)
- "DRÄGER"(Germany)
- "TRUMPF" (Germany)
- "SÖRING GMBH" (Germany)
- "MARTIN KLS" (Germany)
- "DIVISY PRO" (Russia)
- "WEISS KLIMATECHNIK" (Germany)
- «Bowa» (Germany)
- "OPITZ+FLIERL HOSPITALTECHNIK AG" (Germany)
- "SHILLER (Germany)
- "Fujinon" (Japan)
- "B. BRAUN GROUP (Germany)
- «Medtronic» (USA)
- and others

In 2017, we have opened our own factory – Pharmsteel (Фармстил). Currently, the range of Pharmsteel (Фармстил®) equipment includes:

- Steam and low temperature sterilizers
- Instrument washer disinfectors

Registration for 8 models of products is received  
Certificate of Russian origin СТ1

In 2017 and 2018 – 56 machines have ben installed and successfully working.





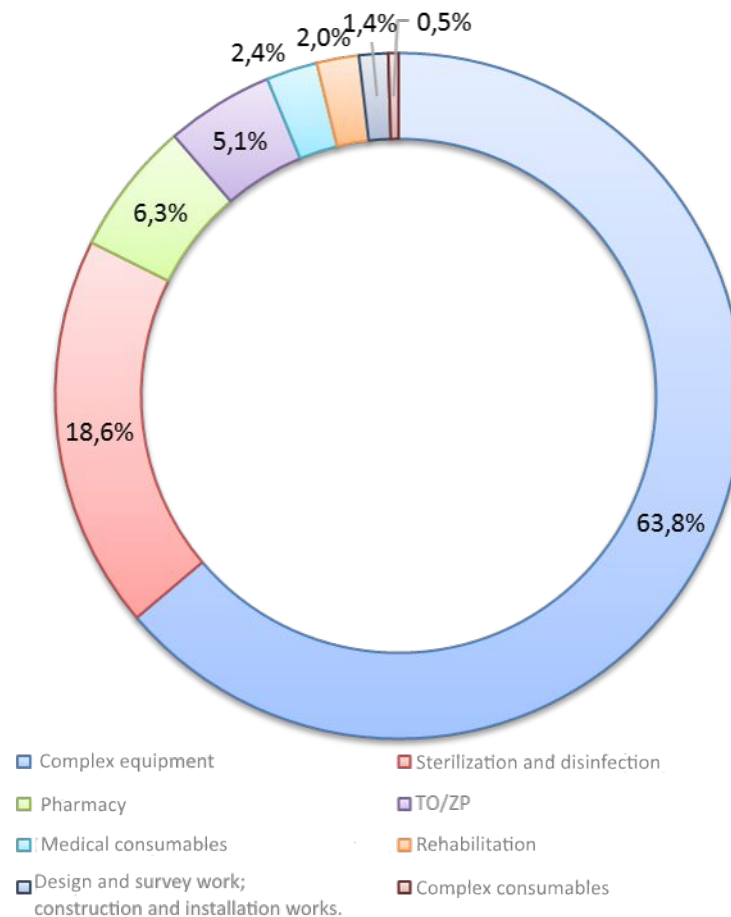
# Pharmster structure

- 112 employees
  - design department– 4 persons
  - sales and marketing department– 29 persons
  - project management department– 7 persons
  - procurement and logistics department– 6 persons
  - technical support and training department– 15 persons
  - quality service– 2 persons
  - manufacture - 4 persons
  - support departments: administration, accounting, finance, HR department– 45 persons

# Pharmster turnover

- Company turnover in 2015 – 43 mln €
- Company turnover in 2016 – 54 mln €
- Company turnover in 2017 – 32 mln €
- Company turnover in 2018 – 46 mln €

## Sales, 2018





# Projects implemented by Pharmster specialists

Since 1989, the specialists of our company have implemented more than 300 complex and specialized projects for the construction and reconstruction of healthcare facilities and the pharmaceutical industry.

Most of them are “turnkey” projects, in which the Pharmster company was fully responsible for the planning and implementation of the project.



- Scientific Center of Obstetrics, Gynecology and Perinatology. Academician V.I. Kulakova
- Central Clinical Hospital of the Office of the President of the Russian Federation
- FSAI "NRC" MNTK "Eye Microsurgery" named. Acad. S.N. Fedorova »Ministry of Health of the Russian Federation(Moscow, Yekaterinburg, Irkutsk, Kaluga, Krasnodar, Novosibirsk, Orenburg, St. Petersburg, Tambov, Khabarovsk, Cheboksary)
- Federal Centers for Cardiovascular Surgery (Penza, Astrakhan, Krasnoyarsk, Khabarovsk, Kaliningrad, Perm)
- Federal Center for Neurosurgery (Tyumen, Novosibirsk)
- Federal traumatology and orthopedics (Cheboksary, Smolensk, Barnaul)
- Perinatal centers (Krasnoyarsk, Arkhangelsk, Gatchina, Petrozavodsk, Pskov, Yakutsk, Bryansk, Nazran, Ufa, Smolensk)
- Morozov Children's Clinical Hospital, Moscow
- GVKG them. N.N. Burdenko, TsVKG im. A.A. Vishnevsky, Central Exhibition Hall named after P.V. Mandryka
- NMIC Neurosurgery them. Academician N.N. Burdenko
- Regional oncological centers (Kazan, Irkutsk, Krasnoyarsk)
- City Clinical Hospital named after S.P. Botkin
- I.M. Sechenov First Moscow State Medical University (Sechenov University).
- Research Institute of Ambulance them. N.V. Sklifosovsky
- National Medical and Surgical Center. N.I. Pirogov
- OJSC "Moskhimpharmpreparaty" named after ON. Semashko and many other projects.

## Recent projects

Over the past 3 years, we have fully equipped such facilities as:

- Morozovskaya Children's Clinical Hospital, Moscow, supply and installation of a full range of medical equipment for the new building of 500 beds, the total amount of contracts for the supply of medical equipment amounted to more than **47 mln €**.
- Research Institute of Neurosurgery. Burdenko, Moscow. Construction and installation work, Supply and installation of various medical equipment as part of the reconstruction of existing buildings, the total amount of contracts is **29 mln €**.
- Federal Scientific and Clinical Center for Resuscitation and Rehabilitation, Lytkino village (Solnechnogorsk) - design and comprehensive equipment of a new hospital. The amount of the contract is **21 mln €**.
- Center for Rehabilitation of the RF UDP, Kubinka - comprehensive medical equipment for the new building. The amount of the contract - **11 mln €**.
- NMTSH them. Pirogov, Moscow, design, construction and installation work, supply of various equipment as part of the reconstruction. Amount of contracts - **33 mln €**.
- Federal State Budgetary Institution Scientific Research Center for Endocrinology, Ministry of Health of Russia comprehensive medical equipment for the new building. The amount of the contract – **28 mln €**.

# Key competence

- Project concept, financial substantiation of project
- Project design
- Education
- Service
- Financial models ( leasing, post payment, government-private partnership, renting, credit, and others)
- Over 30 years experience of working in Russian medical market.

**Thanks for your attention!**