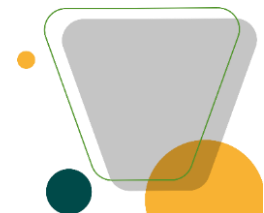


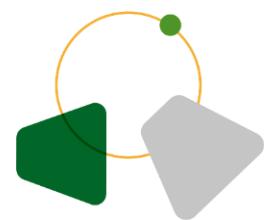
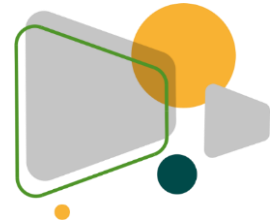
BORIMED

WE ARE ENTRUSTED WITH THE MOST
VALUABLE!

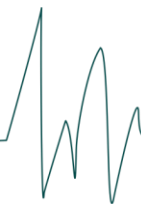
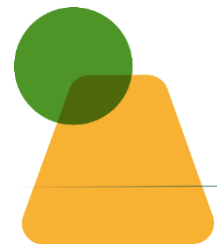
VALUABLE!

WE ARE ENTRUSTED WITH THE MOST



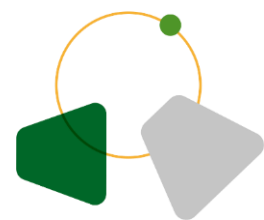


Joint Stock Company «Borisovskiy zavod medicinskikh preparatov» is a leading manufacturer and exporter of broad-spectrum medications in the Republic of Belarus.



BORIMED 

Company profile



Our company was founded in 1965. Today it occupies an area of over 19.13 hectares and employs 2 666 staff.

The company's annual production output exceeds 5 billion tablets, 200 million capsules, 15 million ointment tubes, 15 million tincture bottles and solutions, 300 million ampoules with solutions for injection and 40.0 million antibiotic vials.

Our industrial output at actual 2021 prices for 2021 stood at 372.4 billion rubles (\$143.5 million).

“BZMP” JSC is now a modern, dynamically developing pharmaceutical company boasting cutting edge technology, qualified personnel and high production culture.

Открытое акционерное общество «Борисовский завод медицинских препаратов»



3-ая площадка (Чапаева, 78)

- 1 Административно-бытовой корпус
- 2 Склад готовой продукции
- 3 Производственный корпус по выпуску лекарственных препаратов (перспектива)

2-ая площадка (Чапаева, 64)

- 1 Вспомогательно-бытовой корпус
- 2 Производственный корпус ампульного производства
- 3 Главный корпус УП «Фребор»
- 4 Склад сырья УП «Фребор»
- 5 Корпус вспомогательных производств
- 6 Здание производственного корпуса
- 7 Склад оборудования

- 8 Баклаборатория
- 9 Склады ОКС, ОМТС, РСУ
- 10 Гараж с виварием
- 11 Склад хранения исходных материалов
- 12 Склад со столярной мастерской
- 13 Здание печатно-картонного участка
- 14 Пристройка к зданию печатно-картонного участка

- 15 Вспомогательный корпус
- 16 Склад оборудования
- 17 Склад оборудования и материалов №1
- 18 Склад оборудования и материалов №2
- 19 Производственный корпус
- 20 Склад производственного корпуса
- 21 Пристройка производственного корпуса (перспектива)

1-ая площадка (ул. Строителей, 24)

- 1 Галеновый цех
- 2 Таблеточный цех
- 3 Ремонтно-механический цех с пристроенными гаражами
- 4 Проходная
- 5 Столовая с клубом
- 6 Вспомогательный корпус
- 7 Складская база
- 8 Вспомогательный корпус со складом готовой продукции №2
- 9 Склад спирта
- 10 Аналитическая лаборатория

Company product portfolio:

More than 250
names of medications

12
pharmacotherapeutic groups

About 10 new medications are
launched into production annually



MAIN DOSAGE FORMS:

Solutions
for
injections

Powders for
injections in
vials
(antibiotics)

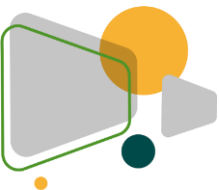
Tablets (including
those with modified
release)

Capsules

Liquid
phytochemicals
(tinctures, drops)

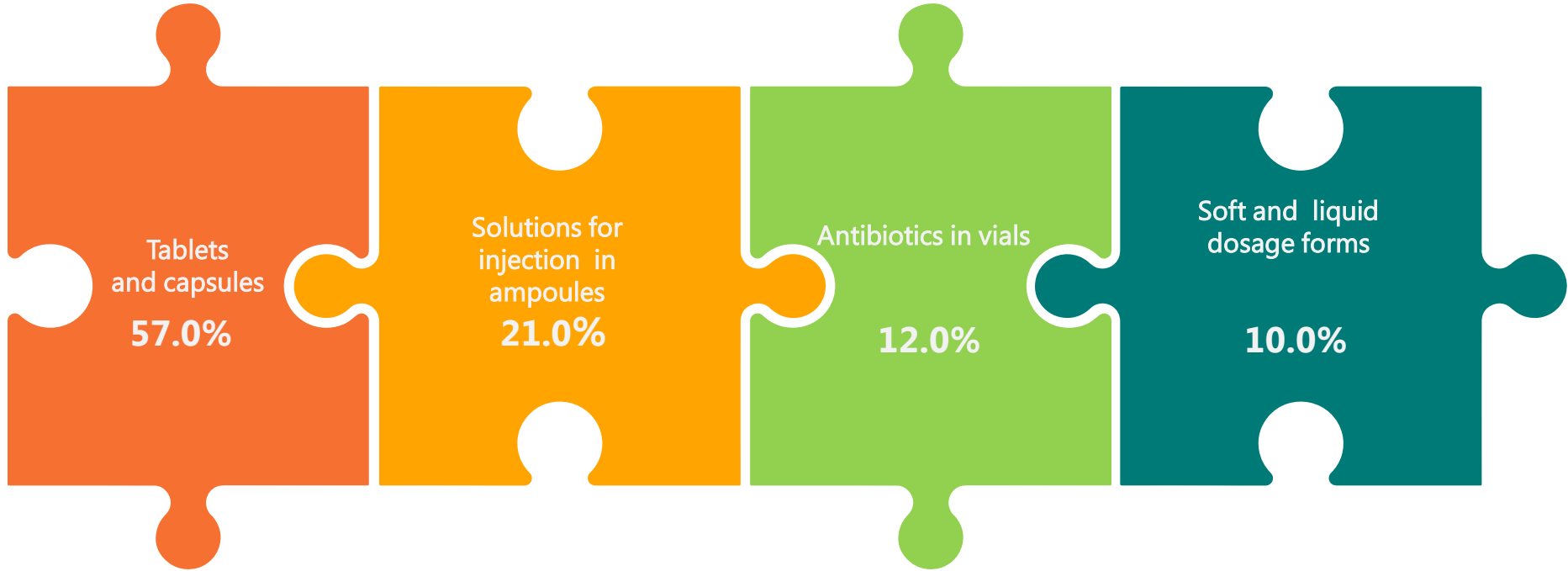
Soft dosage forms
(ointments, gels)

BZMP JSC possesses more than 300 manufacturing pharmaceutical technologies





PRODUCT PORTFOLIO STRUCTURE:



Domestic trade partners:

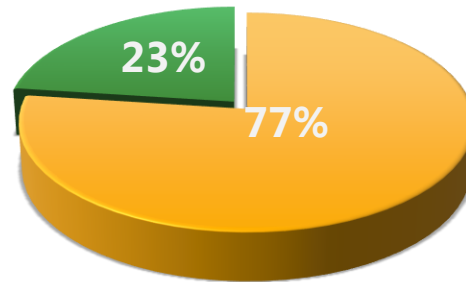
Domestic market sales in Belarus for 2021 год totaled:

170.4 mln. Bel. Roubles
65.7 mln. (in USD equivalent)

Growth rate, compared to 2020:

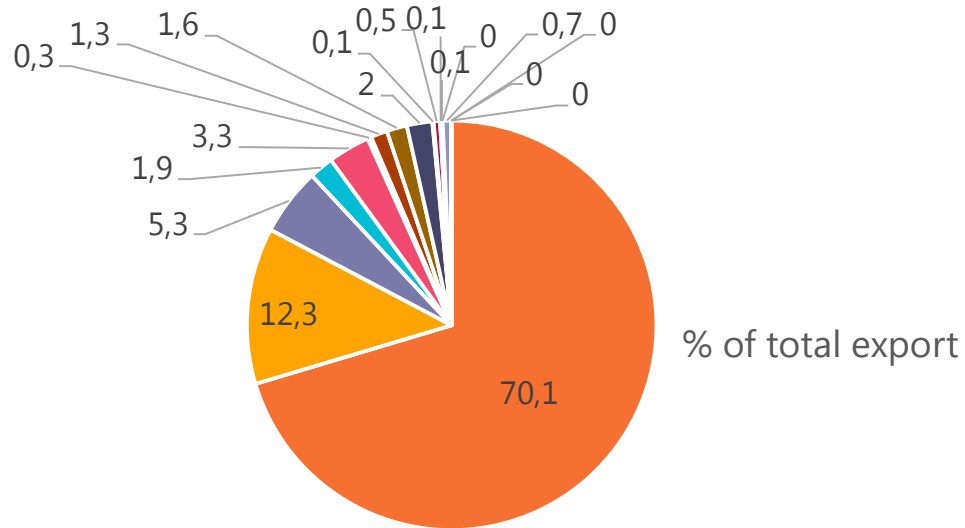
105.7%

Sales structure in the Republic of Belarus in 2021



23 % - private distribution companies
77% -state owned distribution network
"Pharmatsia" RUE

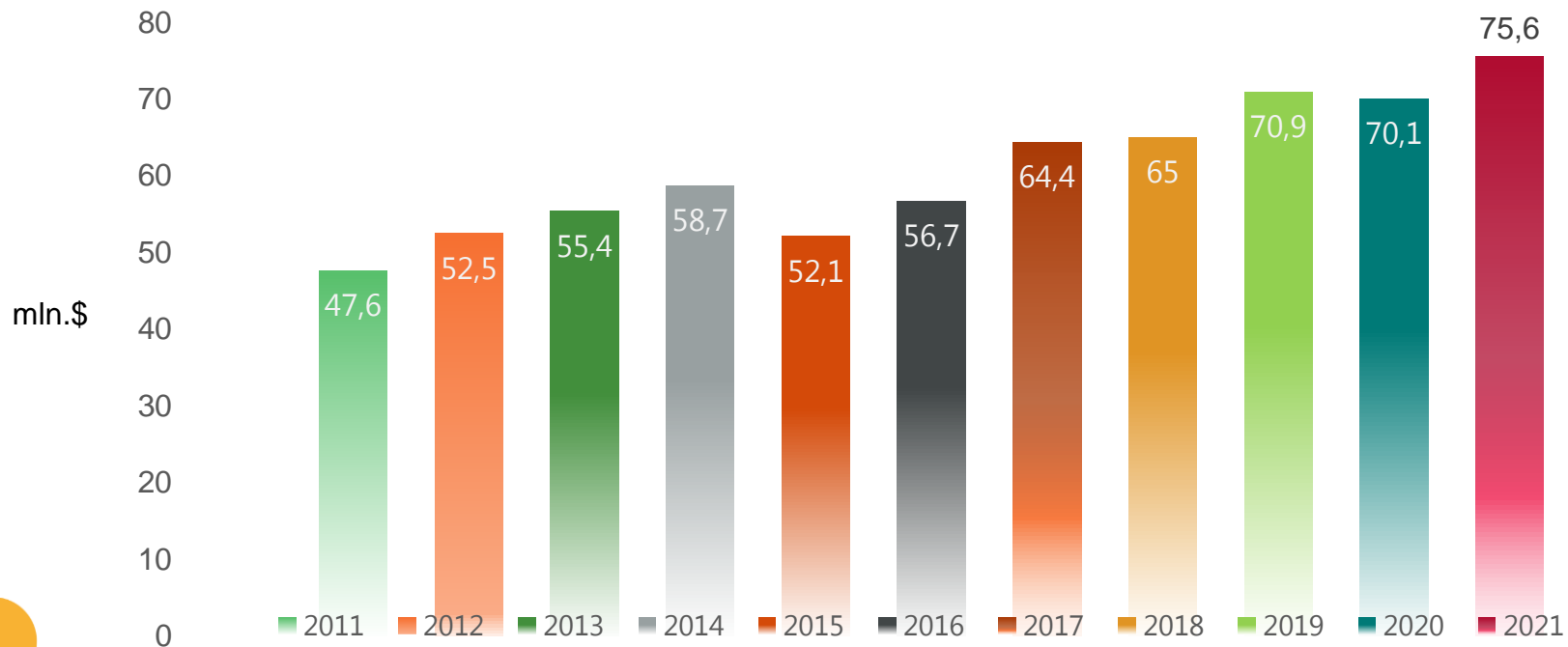
Sales regions



- Russia
- Kazakhstan
- Azerbaijan
- Turkmenistan
- Kyrgyzstan
- Ukraine
- Moldova
- Armenia
- Georgia
- Afghanistan
- Iraq
- Macedonia
- Mongolia
- Yemen
- Serbia
-

TOTAL FOREIGN SALES

Foreign sales in **2021** totaled to **75.6 mln. USD \$**



REALIZED INVESTMENT PROJECTS



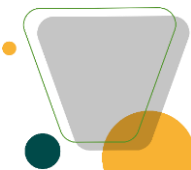
Description of investment projects	Realization terms	Project value, mln. USD
Setup of aseptic antibiotic filling and packing facility	2013-2015	25.5
Reconstruction of the ampule filling facility	2015 – 2018	25.0
"Setup of production of new import-substituting solid dosage forms" (2nd phase)	2018-2021	2.4



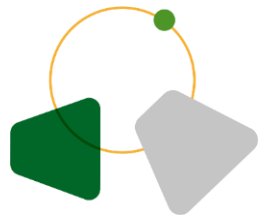
Prospective investment projects



Description of investment projects	Realization terms	Project value, mln. USD
Setup of a new production of solid dosage forms	2021- 2029	50.0
Reconstruction of the tablet manufacturing workshop	2021-2028	25.0
Renovation of a production building on 8.3 hectares for a finished goods warehouse	2021-2024	6.4
Setup of the production of medicinal preparations	2026-2030	80.0

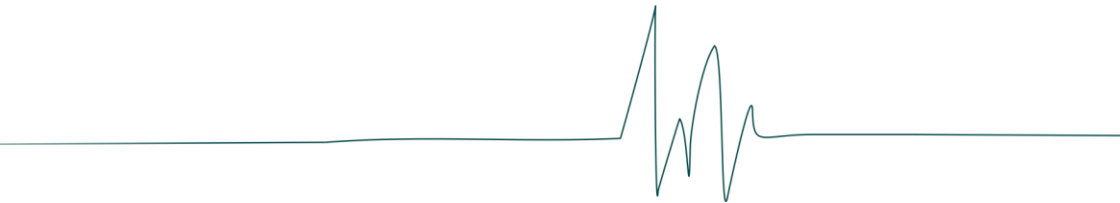
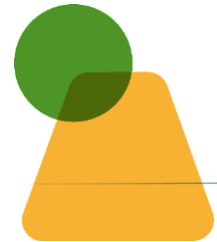


INVESTMENT PROJECT

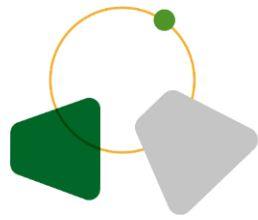


“Setup of a new production of solid dosage forms”

»Project objective: setting up new production facilities (1 336 million tablets per year) to manufacture solid dosage forms in accordance with GMP standards to increase the range of import-substituting pharmaceuticals, maintain and boost the company’s export potential, develop production of competitive products and create technologically advanced jobs.



PROJECT SUCCESS CRITERIA

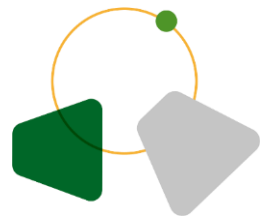


**Annual revenues after reaching the projected capacity –
145 401 thousand USD.**

Dynamic payback period - 14 years

Simple payback period - 9 years 5 months

PROJECT SUCCESS CRITERIA



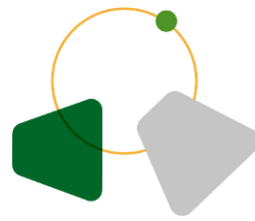
**Net present value (NPV) at the end of the time horizon –
2 677 thousand roubles.**

Internal rate of return (IRR) - 5.0%

Profitability index (PI) - 1.05

**Export orientation of the project (surplus of exports over
import) -56.7%**

INVESTMENT COSTS & EXPENSES



Total investment expenses under the project including VAT and expenses for the increase of the net working capital during the time horizon will equal to 129 877.0 thousand rubles (53 644 thousand USD).

The capital costs in current prices, including VAT, will make 120 345.4 thousand rubles (49 707 thousand USD), including: fixed capital investments under the project totaling to 111 060 thousand rubles (45 872 thousand USD); Increase in the net working capital during the time horizon is expected to hit 9 531.6 thousand rubles (3 937 thousand USD).



Investment costs & expenses

The total capital costs in current prices, including VAT, will make **120 345.4 thousand roubles (49 707 thousand USD)**, including:

- ✓ **pre-investment costs** - 1 676.4 thousand roubles (692 thousand USD);
- ✓ **equipment** - 64 635.7 thousand roubles (26 697 thousand USD);
- ✓ **construction and assembly works** – 37 082.90 thousand roubles (15 317 thousand USD);
- ✓ **miscellaneous expenses** – 16 950.4 thousand roubles 7 001 thousand USD.

The design and estimate documentation provides for construction of a new 7-storey building (on an existing land plot of 0.50 ha) which will be connected to the existing workshop No. 4 by a transition gallery to allow for using the same integrated technology and methods of production of solid dosage forms.



The project provides for prospective development of the existing production facility. Implementation of the innovative project "Creation of new production of solid dosage forms" involves using innovative pharmaceutical technologies:

- ✓ **Metformin Long**, 750 mg tablets No. 30, Metformin Long, 1000 mg tablets No. 30 (oral hypoglycemic preparation);
- ✓ **Spasmaton Neo**, coated tablets no. 20 (non-steroidal anti-inflammatory and anti-rheumatic preparation).



Currently, the pharmaceutical market of the Republic of Belarus has no analogues of the innovative medicinal preparations Metformin Long 750 mg, 1000 mg prolonged release tablets and Spasmaton Neo coated tablets, planned for production at the new facilities (JSC "BZMP" is the only manufacturer in the Republic of Belarus).

- ✓ **Metformin Long** 750 mg tablets No. 30, Metformin Long 1000 mg tablets No. 30 (oral hypoglycemic preparation);
- ✓ **Spasmaton Neo**, coated tablets no. 20 (non-steroidal anti-inflammatory and anti-rheumatic preparation).





**You are welcome
to join a mutually
beneficial cooperation!**

«BZMP» JSC

Republic of Belarus, 220518

64, Chapaeva str., Borisov

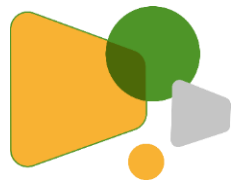
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Thanks for attention!



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