



**SAMSON-MED®**

Biopharmaceutical Company  
since 1937



# The company's History



**1937**

The company's foundation

**1941-1945**

Samson-Med® produces penicillin and insulin

**1946-2008**

Development and production of enzymes, plasma substitutes, injectable analgetics, diuretics, antibiotics and medicines from other groups

**2009**

The decision of building a new production facility to expand company's footprint in the market

**2010**

The agreement about the construction of new production facility of Samson-Med® was signed by St. Petersburg Government

Samson-Med® becomes a participant of St. Petersburg pharmaceutical cluster

**2016**

Samson-Med® becomes a resident of St. Petersburg Import Substitution and Localization Center.

Construction project is recognized as a strategic one in accordance with the Decree of St. Petersburg Government

**2017**

The company celebrates its 80th anniversary.

The project of new facility construction is actively implemented.

Samson-Med® cooperates with leading research institutes to develop and study new products

**2018**

Samson-Med® completes the first stage of construction of a new plant and starts a rebranding project

**2019**

The company carries out the second stage of construction (engineering) and completes the rebranding project

# New brand of SAMSON-MED®



Acting in accordance with the company's development strategy, Samson-Med® started a project of trademark and corporate design rebranding



New attributes of Samson-Med®'s brand represent the company's key values and meet all modern expectations of the industry

## The company's values

- Care of every patient
- Health protection through development and production of modern, effective and safe medicines
- Maintaining of unique competencies in the development, production and launch of pharmaceutical products



## The company today

Nowdays Samson-Med® is one of the most dynamically developing pharmaceutical manufacturers in Russia: the company is implementing a strategic investment project for the construction of new manufacturing facility

The company takes part in implementation of the strategy for the development of Russian pharmaceutical industry, the program of providing the population with affordable and effective medicines

At the production site, a unique complex technology of the production, purification and quality control of the products is implemented. The company is continuously improving the existing processes to guarantee product quality and safety

Over a span of 80 years Samson-Med® has grown into a leader in the segment of medicines from endocrine-enzyme raw materials and provides best expertise in scientific and technological issues

Samson-Med® cooperates with leading scientific and research centers in Russia to develop and study new products

# Long-term cooperation with leading research organizations in Russia



Military  
Medical Academy  
named after S.M. Kirov



Pavlov First  
Saint Petersburg  
State Medical University



North-Western State Medical  
University named after I.I. Mechnikov



Saint-Petersburg State  
Chemical Pharmaceutical University

## Long-term cooperation with leading research organizations in Russia



ST. PETERSBURG INSTITUTE OF  
BIOREGULATION AND  
GERONTOLOGY



SIA Peptides



Samson-Med® is an industrial partner of St. Petersburg Institute of Bioregulation and Gerontology in developing new drugs, researched by Professor, President of the European region of the International Association of Gerontology and Geriatrics; Member of the Russian Academies of Medical Sciences; Vice-president of Gerontological Society of the Russian Academy of Sciences

**Vladimir Khavinson**

# Samson-Med<sup>®</sup> pharmaceuticals product portfolio

The portfolio of Samson-Med<sup>®</sup> includes API and pharmaceutical products form of various pharmacological actions

## » Proteolytic agents

Trypsin cristallisatum, Chymotrypsin, Chymopsin, Ribonuclease

## » Enzyme agent

Lydase

## » Immunostimulatory agent

Thymalin<sup>®</sup>

## » Metabolic agent

Cytochrome C

## » Chronic prostatitis treatment

Samprost<sup>®</sup>



### API:

Samprost<sup>®</sup>, Desoxyribonuclease, Lydase

Most of the company products  
are original





# Reliable and stable partner relationship with leading Russian and foreign companies



More than **25 years**

experience in production of drugs and API on a contractual basis

# Samson-Med® on the market



- » Average annual growth rate 41% since 2015
- » Samson-Med® products are presented on both retail and hospital segments of the market in Russia
- » The company supports educational programs in pharmaceutical industry

Samson-Med® is engaged in HR-projects in cooperation with leading Universities, technological clusters and manufacturer associations

- » Samson-Med® is taking part in international, federal, and regional conferences and exhibitions, working in close contact with federal and regional KOL in preparing lectures and master-classes



The company supplies its products to the territory of Russian Federation and exports products to Armenia, Georgia, Azerbaijan, Kyrgyzstan, Moldova, Uzbekistan



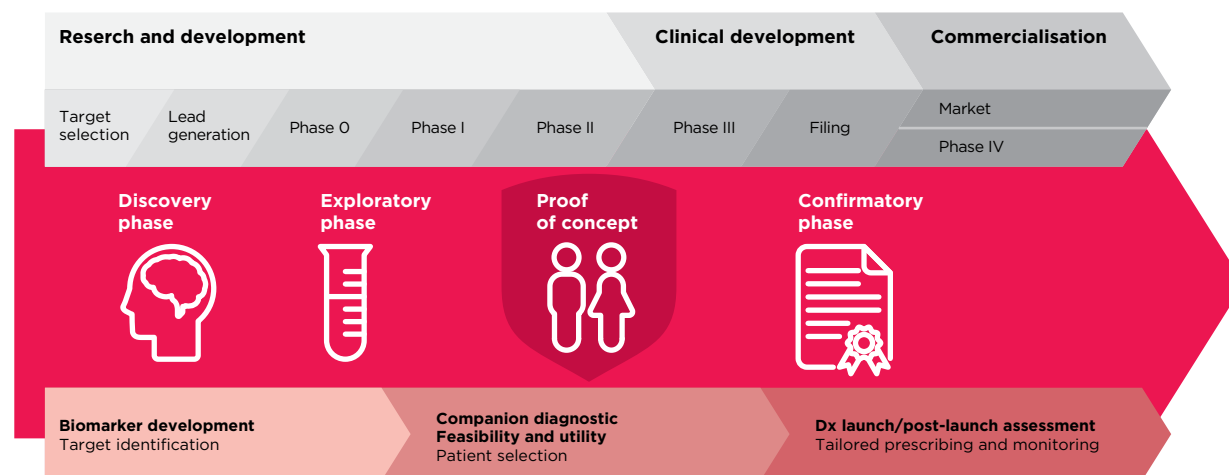
# The company R&D center

**Samson-Med® keeps focus on research and development of new peptide-protein complexes**

**New finished dosage form development:**  
capsules, oral, suppository, inhaling and prolonged injectable forms

**Post-marketing research:**  
5 new indications

**Research and development:**  
In the areas of anti-retroviral therapy, neurology, general therapy, immunology, andrology and urology



**9** new products, **5** new finished dosage forms,  
**5** new indications are in development



# Unique Competencies

Thanks to a unique experience for over 80 years, the company maintains a strong position in the segment of biological drugs and is the center of scientific and technological competencies.

## Research

Search and research of new molecules in various therapeutic areas

## Marketing

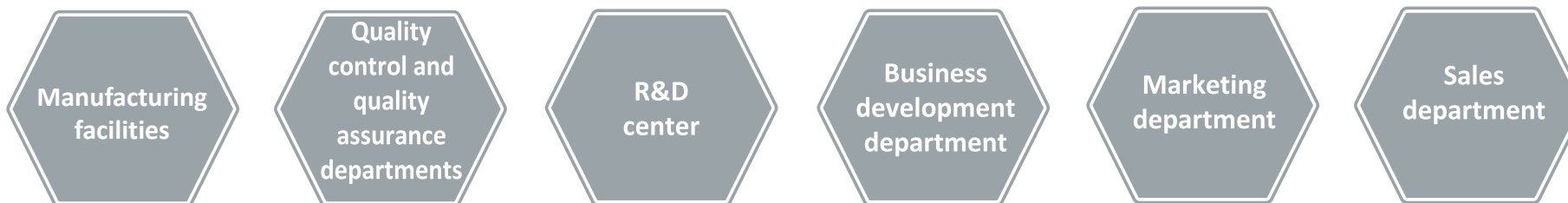
Output of drugs to the market and their all-round marketing support

## Production

Production of highly effective pharmaceutical substances and finished dosage forms, ensuring high product quality standards

## Development

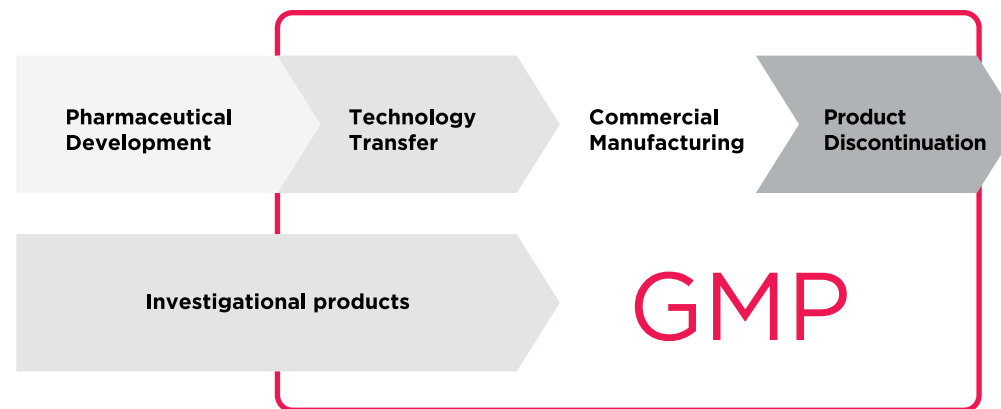
Development of new medicines with high therapeutic activity and an appropriate safety profile



# Quality management policy

- The new Samson-Med® manufacturing site complies to with Russian and International standards of pharmaceutical production GMP
- Samson-Med® always follows established quality standards. Every company employee complies to quality management policy regardless of his duty and functional position

**The company longstanding experience and expertise in the field of quality assurance and quality control makes Samson-Med® attractive contract manufacturing partner**



# Project of the construction of a new pharmaceutical factory



Governor of St. Petersburg Georgy Poltavchenko and Director of Samson-Med® Adlan Elikhanov have signed the Cooperation Agreement for realization of the strategic investment project — the construction of manufacturing facility on the territory of Pushkin district where active pharmaceutical ingredients and finished dosage forms will be produced



The project is audited and supported by Ministry of Industry and Trade



# 2016



# 2020

» Implementation of the project will bring the economy of St. Petersburg 5 billion RUB of investment, 500 workplaces will be created

» By 2030 6 billion RUB of taxes will be paid

**500**  
workplaces

**5 billion RUB**  
of investments

# Pharmaceutical production at Pushkin site

Finished project will comply with cGxP standards and all required pharmaceutical production specifications

Modern pharmaceutical factory with total facility area of 30,000 sq.m

- » Finished dosage form production unit
- » API production unit
- » Warehouse unit
- » Administration and laboratory unit





# Manufacturing equipment

Technology solutions from leading global producers:

- Water treatment system from Stilmas
- Reactors from Olsa
- Production line from Optima



Equipment from Optima allows expendable dosage from systems assuring no cross-contamination

Fully automated control of technological process using SCADA systems

Filling, sublimation and packing lines are located in clean areas (class A)

# Production capacity



OPTIMA production line capacity is

**20 million** vials per year

Anticipated API production capacity –

**6500 kg** in lyophilized,  
solution and substance forms per year



Production line allows the realization of technology transfer programs and contract manufacturing of various finished dosage forms and API

# Project current status

In Q1 2019 the second stage of construction of the plant is carried out



- » All main buildings and secondary objects are build using more then 600 concerte pile columns
- » All land works, basement construction, structural steel works and frame filling is finished
- » Secondary units, equipment assembly are finished. Main units construction are being processed, wall panels, window frames and roofs are mounted
- » Installation of external engineering networks and preparation for commissioning of the gas boiler house is in a process

**According to the company's schedule the factory is going to be finished in Q1 2020**





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