



RUSSIAN
EXPORT CENTER

EXIAR

EXIMBANK OF RUSSIA

Catalogue of Russian Medical & Pharmaceutical products Producers



April 2020

Main Categories:

Medical equipment



Medical instruments and Accessories



Prostheses & Accessories



Disinfectants & Personal Care



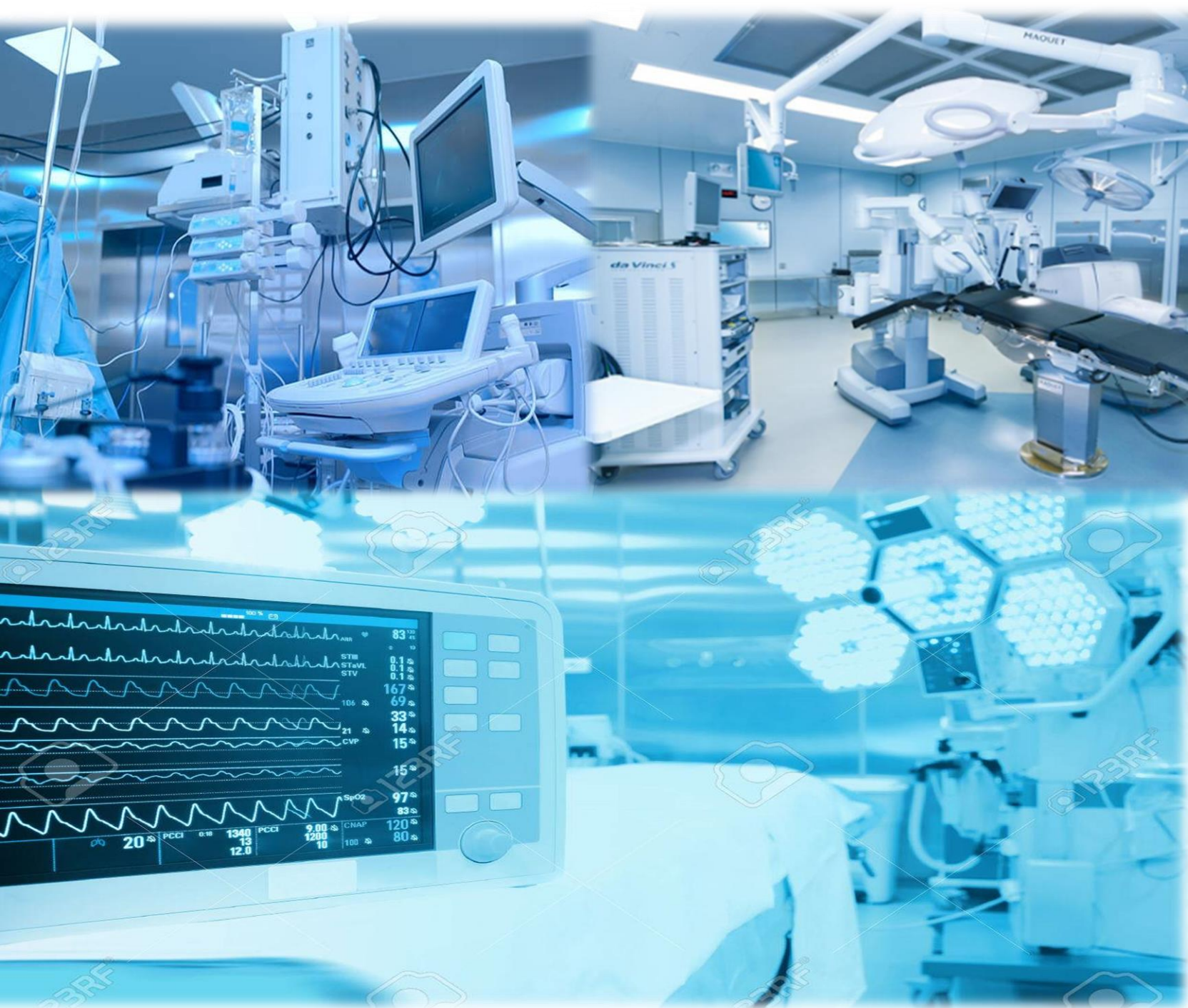
Pharmaceutical products





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Medical equipment



[Back to Main Categories](#)



JSC "Smolensk
SDEO PCS"

Est. 1982

meyzer°

технологии оптимальных температур

SMOLENSK SDEO PCS

SPECIALIZATION IS FOCUSED ON THE DEVELOPMENT AND PRODUCTION OF THERMOSTATIC EQUIPMENT. THE PRODUCTS ARE PRESENTED WITH TESTING AND LABORATORY EQUIPMENT FOR USE IN LIGHT AND MEDIUM-SIZED INDUSTRIES, CONSTRUCTION COMPANIES, MUNICIPAL ORGANIZATIONS, EDUCATIONAL INSTITUTIONS, RESEARCH INSTITUTES, AND ENTERPRISES OF THE MILITARY-INDUSTRIAL COMPLEX.

General and Financial Information

- Total Sales (RU & International) 291 mln RU (2019)
- Total Market share (Russia & Other Countries)
 - ✓ 90% (Russia)
 - ✓ 10% (Other Countries)
- **Main relevant product groups within company Portfolio:**
 - ✓ Dry-air sterilizers, Thermostats
 - ✓ Drying cabinets, Bactericidal chambers
 - ✓ Electric chamber furnaces, Climate chambers
- Logo's of relevant brands:
- Currently present in: Belarus, Kazakhstan, Uzbekistan, Kyrgyzstan, Moldova, Armenia, Germany, Great Britain
- E-commerce: Medicaexpo
- Main buyers: Medical institutions, research, analytical, testing and production laboratories.
- Cooperate with:
 - ✓ Russia: company (country) NV-Lab, Medsnab, Amedis Engineering, PJSC "RSC "Energia" S. P. Korolev"; JSC "EDB "Elektroavtomatika
 - ✓ Export: company (country) Avikon, Fortek, Chimplaborpribor (Uzbekistan), AKZ market, Kismet Ilp (Kazakhstan), Chtup group workshop, Interlabservice (Belarus).
 - ✓ Certification: License no. FS-99-04-003262 from 14.12.2015 "For the implementation of activities for the production and maintenance of medical equipment", QMS quality management certificate no. ROSS. IT12. KO0041, Certificate of conformity " Made in Russia"



meyzer°

технологии оптимальных температур

Key strengths / Innovation

What's in it for Partner?

- ✓ Individual dealer discount
- ✓ Official dealer certificate
- ✓ Send customer requests to the dealer's region
- ✓ We Make warranty and post-warranty repairs and maintenance
- ✓ Ongoing marketing support and provide services to fill the content

Innovations

- ✓ In the line of test equipment, the chamber-heat-cold from -85°C, in which it is possible to conduct tests for equipment used in space.

Points of differentiation compared with other market players?

- ✓ Equipment used on the ISS
- ✓ Automated full-cycle serial production
- ✓ Own design and technology service
- ✓ Open price list



Presentation
Catalog

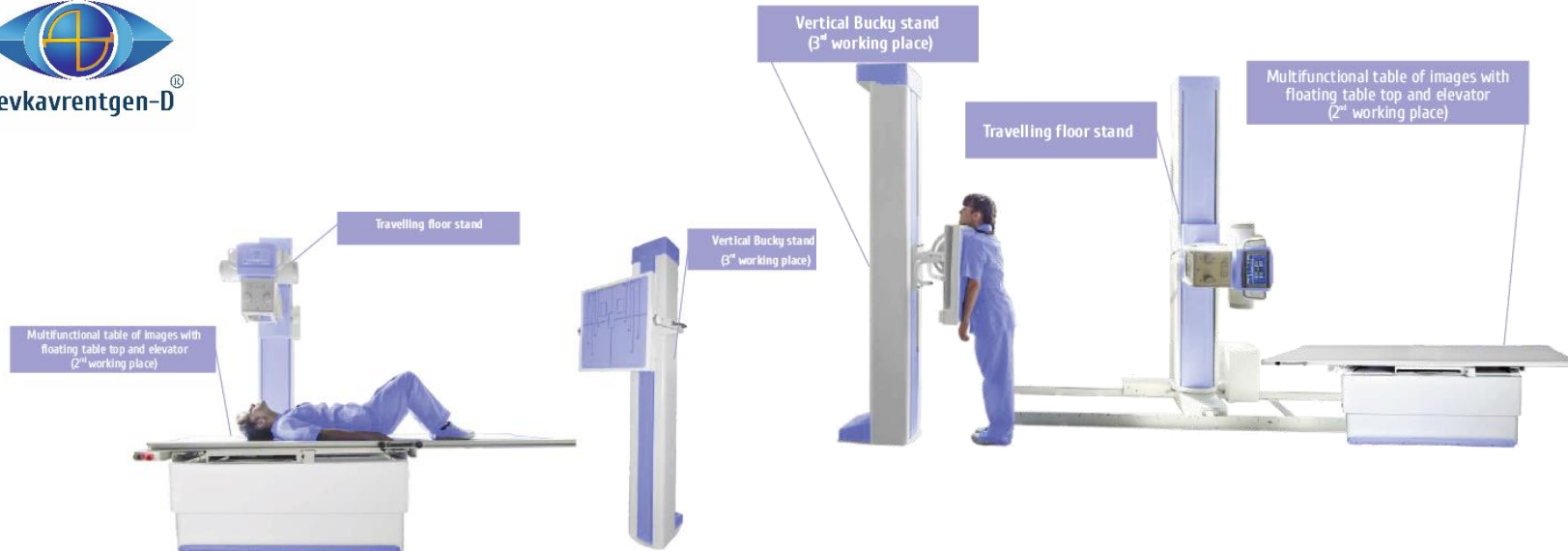


RUSSIAN
EXPORT CENTER

4

Back to Categories

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SEVKAVRENTGEN-D CO., LTD

THE PRIORITY AREA OF SEVKAVRENTGEN-D LLC IS THE PRODUCTION AND SUPPLY OF MODERN HIGH-TECH X-RAY DIAGNOSTIC EQUIPMENT AND STANDS OF MEDICAL DEVICES

General and Financial Information

- Total Sales (RU & International): 1 202 293 thousand roubles.
- Total Market share: Regions of the Russian Federation
- **Main relevant product groups within company Portfolio:**
 - ✓ X-Ray medical equipment:
 - ✓ X-Ray diagnostic complex "Diakom" version 1; version 2; version 3 (analog and digital)
 - ✓ X-Ray units for images ARS-«Diakom»
 - ✓ Mobile X-Ray unit «Parus»
 - ✓ Medical X-Ray stands with accessories:
 - ✓ Table with stands of images TOMOS
 - ✓ Vertical Bucky stands SS
 - ✓ Wheeled stretcher SK
 - ✓ Production of load-bearing metal structures for non-residential premises
 - ✓ Construction of fruit and vegetable stores
- Currently present in: Republic of Abkhazia, Republic of Tajikistan
- Main buyers: Medical and preventive institutions of the Russian Federation, private medical centers and clinics of the Russian Federation
- Cooperate with: Today, cooperation with foreign companies is a partnership in the production of medical equipment. To increase the number of foreign partners, joint work with JSC "REC" was repeatedly carried out.
- Certification: In the registration process



Key strengths / Innovation

What's in it for Partner?

- ✓ Complete production cycle of x-ray equipment, from development to commissioning and further maintenance.
- ✓ Huge production capacity for Metalworking with the use of modern CNC machines.
- ✓ The presence of its own design Bureau, which allows you to quickly make changes to the design of x-ray equipment at the request of customers (medical clinics, doctors and laboratory assistants).
- ✓ Availability of its own IT Department for the development of electronic printed circuit boards, software modules for processing diagnostic images (workstation of a laboratory assistant, workstation of a radiologist), integration modules for combining components (generators, emitters, detectors, and others) to x-ray equipment.
- ✓ Availability of our own service for installation and maintenance of x-ray equipment.

Points of differentiation compared with other market players?

- ✓ 60 years of experience in the development and production of x-ray medical equipment.
- ✓ The Only manufacturers of stands for x-ray equipment in Russia (there is a registration certificate for the entire line of manufactured stands).
- ✓ One of the first domestic manufacturers that started using digital technologies in x-ray diagnostics based on flat-panel digital detectors
- ✓ Cooperation with research institutes for the development of modern x-ray devices and complexes, based on the analysis of world innovations in the field of medical radiology.

Limitations

- ✓ The lack of certification for export
- ✓ Complexity of customs clearance



MEDICAL EQUIPMENT STANDARD

THE ZARYA GROUP OF COMPANIES

DESIGNS, MANUFACTURES AND SUPPLIES PHYSIOTHERAPY AND REHABILITATION EQUIPMENT. WE USE AND INTRODUCE INNOVATIVE TECHNOLOGIES AND PURSUE A POLICY OF THE RATIONAL USE OF NATURAL RESOURCES

General and Financial Information

- Total Sales (RU & International): 3 203 518 EUR (2019)
- Total Market share (Russia & Other Countries): 3 % Export
- Main relevant product groups within company Portfolio:
 - ✓ Physiotherapy equipment-magnetotherapy device RWave, Magnetoturbotron, electrostatic massager Elgos
 - ✓ Rehabilitation aids: medical exoskeleton E-helper, Imitron Walking Simulator, Balance master Simulator, Rehabilitation glove Anika, Reaterra Treadmill, Alter Step Dynamic Stair Trainer
- Logo's of relevant brands:



- Currently present in: Belarus, Uzbekistan, Moldova, Kazakhstan, Kirgizstan, Republic of Srpska
- E-commerce: MedicaExpo
- Main buyers: Health care facilities/distributors
- Cooperate with:
 - ✓ -RMANPO, Department of Physical Therapy, Sports Medicine and Medical Rehabilitation;
 - ✓ -GOU DPO "SPb MAPO", Department of Physiotherapy (FSEI HPE "SPb GMA named after I. I. Mechnikov");
 - ✓ -Research Institute of Urology and Interventional Radiology N. A. Lopatkina;
 - ✓ -FSBI "National Medical Research Center of Obstetrics, Gynecology and Perinatology named after V. I. Kulakova."
- Certification: № POCC RU Д-РУ.АД37.В.02602/18, № POCC RU. Д-РУ.АД37.В.02602/18, № POCC RU .0001.11Ar81, № POCC RU .0001.11Ar81

Points of differentiation compared with other market players?

- ✓ Our devices are the most advanced, effective, user-friendly technology combination.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ our products represent a constant technological solution to meet the needs of rehabilitation facilities.
- ✓ customer focused
- ✓ reasonable pricing

Innovations

- ✓ Service and support
- ✓ Direct line of communication
- ✓ Unique customisation

Limitations

- ✓ Medical device certification



Presentation
Catalog



RUSSIAN
EXPORT CENTER

6

Back to Categories



LIVAM LLC

LIVAM IS A FULL CYCLE MANUFACTURER OF A WIDE RANGE OF DOUBLE STILLS, REAGENT WATER (TYPE I AND TYPE II) GENERATING SYSTEMS, WATER DEIONIZERS AND WATER STILLS WITH PRODUCTION CAPACITIES RANGING FROM 1 TO 210 LITERS PER HOUR. FOR OVER 20 YEARS, OUR PARTNERS ACROSS THE GLOBE HAVE BEEN USING LIVAM EQUIPMENT IN RESEARCH AND MEDICAL LABS, IN SCIENCE AND OTHER INDUSTRIES. ALL UNITS HAVE CE MARK AND COMPLY WITH VALID EUROPEAN STANDARDS.

General and Financial Information

- Total Sales (RU & International) 124 389 000 RUR / 2 007 000 USD
- Total Market share (Russia & Other Countries): 1 761 210 USD / 245 790 USD
- **Main relevant product groups within company Portfolio:**
 - ✓ Water Distillers,
 - ✓ Double Distillation
 - ✓ Water Stills,
 - ✓ Reagent Water (type I and type II) Generating Systems,
 - ✓ Water Deionizers
 - ✓ Pure Water Tanks
- Logo's of relevant brands:
- Currently present in:
 - ✓ Germany, Thailand, Egypt, India, Vietnam, Iraq, Kazakhstan, Belarus, Armenia, Azerbaijan, Ukraine, Georgia, Great Britain, Latvia, Lithuania, Moldova, Romania, Uzbekistan, Turkmenistan, Kirghizia, Cyprus, New Guinea, UAE, Turkey
- E-commerce: www.alibaba.com, www.amex-lab.ro
- Main buyers: Distributors of lab equipment, laboratories, hospitals, clinics, pharmaceutical companies, industrial and agricultural enterprises and others
- Certification: ISO, CE, EAC



Points of differentiation compared with other market players?

- ✓ Personalized approach
- ✓ Experienced highly qualified staff
- ✓ High reliability and Operating economy of manufactured machines
- ✓ Unique machines, e.g. distillers capacity up to 210 l / h
- ✓ Availability of own production and engineering staff
- ✓ Special option packs

Key strengths / Innovation

What's in it for Partner?

- ✓ **Private Label**
- ✓ Warranty
- ✓ Favourable prices
- ✓ Providing with marketing materials

Innovations

- ✓ Continuous development of new equipment and improvement of existing, own intellectual capital, numerous patents

Limitations

- ✓ non



Presentation
Catalog



RUSSIAN
EXPORT CENTER

Back to Categories



MEDICANT LLC

LLC MEDICANT SINCE 1994 SPECIALIZES IN DEVELOPMENT AND PRODUCTION OF EQUIPMENT FOR LIQUID CHROMATOGRAPHY. THE COMPANY OFFERS LIQUID MICRO-COLUMN CHROMATOGRAPHS «ORLANT», DEVELOPMENT, PRODUCTION AND SUPPLY OF UNITS AND BLOCKS OF ANALYTICAL EQUIPMENT, SERVICE OF LIQUID CHROMATOGRAPHS OF THE «MILICHROM» SERIES, IMPLEMENTATION OF METHODOLOGICAL SUPPORT IN MEDICINE, ECOLOGY, SANITARY CONTROL OF FOOD PRODUCTS, ANALYSIS OF PHARMACEUTICAL AND MEDICINAL PRODUCTS.

General and Financial Information

■ Main relevant product groups within company Portfolio:

- ✓ Chromatographs

■ Logo's of relevant brands:



- Currently present in: Kazakhstan, Armenia
- E-commerce: www.alibaba.com, www.amex-lab.ro
- Main buyers:
 - ✓ Distributors of lab equipment,
 - ✓ laboratories, hospitals,
 - ✓ clinics,
 - ✓ pharmaceutical companies,
 - ✓ industrial and agricultural enterprises and others
- Certification: ISO, CE, EAC

Points of differentiation compared with other market players?

- ✓ 6 models of LIQUID CHROMATOGRAPHS
- ✓ Models can include:
 - ✓ spectrophotometric detector for the UV range
 - ✓ fluorometric detector,
 - ✓ Injector
 - ✓ Pump
 - ✓ MultiChrom software
 - ✓ set of columns and pre-columns
 - ✓ NF-13 sample filtration kit

Key strengths / Innovation

What's in it for Partner?

- ✓ It is profitable to cooperate with medicant llc, as the company offers not only affordable prices, but also technical support, warranty and service.
- ✓ 6 different types of CHROMATOGRAPHS with individual specification:

FLUOROMETRIC DETECTOR

- Excitation wavelength range
- Increments of setting wavelength
- Fluorescence wavelength
- Operational volume of the cuvette
- Detection limit
- Syringes volume
- Maximum operational pressure
- Eluent flow rate range
- Increments of setting flow rate
- Speed of quick syringes washing

✓ Operation modes:

- 1 - cyclic (volume per cycle) isocratic and gradient,
- 2 - continuous (unlimited volume) isocratic

INJECTOR

- Maximum operational pressure
- Replaceable loops





NED

RUSSIAN LEADIN BRAND-NAME COMPANY ON CLIMATIC EQUIPMENT MARKET. THE COMPANY DESIGNS AND PRODUCES THE HVAC EQUIPMENT AND DEVELOP CONSISTENT ENGINEERING SOLUTIONS FOR DIFFERENT TYPES OF MEDICAL FACILITIES

General and Financial Information

- **Main relevant product groups within company Portfolio:**
 - ✓ Central air conditioners of general industrial, medical and special design units
 - ✓ Ductable AHU units
 - ✓ Smoke protection systems
 - ✓ Automation and BMS systems
 - ✓ Automation and dispatching
 - ✓ Refrigeration equipment
 - Logo's of relevant brands:
- Currently present in: Uzbekistan, Kazakhstan, Latvia, Belarus
- Main buyers: design and installation organizations and governmental organizations working with medical facilities.
- Cooperate with:
- ✓ Russia:
 - ✓ Novomoskovsky medical center in the village of Kommunarka,
 - ✓ GKB #1 in Blagoveshchensk. Administration
 - ✓ Research Institute of Phthisiopulmonology of I. M. Sechenov MMA
 - ✓ Federal state institution "Clinical hospital" Office of the President of the RF
 - ✓ Perinatal centers in the regions of the Russian Federation
- ✓ Export: Kazakhstan, Perinatal center, Aktope
 - ✓ Kazakhstan, Ophthalmological center,
 - ✓ Kazakhstan, Ust-Kamenogorsk hospital No. 1, Ust-Kamenogorsk
 - ✓ Additional building to the cardiology building GB, Atyrau
- Certification: Full pack of documentation:
 - ✓ Declaration of Conformity TC
 - ✓ Certificate of Conformity POCC
 - ✓ Registration Certificate FSR



Key strengths / Innovation

What's in it for Partner?

- ✓ Comprehensive engineering solutions.
- ✓ Design of engineering systems on an individual basis, development of project documentation and technical audit of finished projects.
- ✓ Competitive prices; prompt deliveries;
- ✓ A wide network of representative offices in the regions of the Russian Federation and Neighboring Countries.
- ✓ Warranty on manufactured equipment for up to 5 years.
- ✓ Warranty, post-warranty service and installation supervision.
- ✓ Improving business processes and customer service technologies.



Limitations

- ✓ Limitations may arise due to uncertainties in the terms of product supply and cash payments for the products supplied.

Points of differentiation compared with other market players?

- ✓ A wide range of climate technology.
- ✓ Modern innovative production.
- ✓ 100% localization of production in Russia.
- ✓ Quality management system certified by ISO 9001:2015.
- ✓ NED is one of the leaders in the Russian market of climate technology and continues to expand its presence in the regions of Russia and neighboring countries.
- ✓ In 2013, NED became the first manufacturer on the Russian market to develop and launch water-cooling chillers.



RUSSIAN
EXPORT CENTER

9

Back to Categories



NEUROSOFT LLC

MEDICAL EQUIPMENT FOR ELECTRODIAGNOSTICS, NEUROPHYSIOLOGY, AUDIOLOGY AND REHABILITATION

General and Financial Information

- Total Sales (RU & International) The sales for 2019 were more than 1 billion rubles.
- Total Market share (Russia & Other Countries) About 50% of sales are in foreign countries

■ Main relevant product groups within company Portfolio:

- ✓ Medical equipment for neurophysiology (EEG and EP systems, EMG, NCS and EP systems, transcranial magnetic stimulators),
- ✓ electrodiagnostics,
- ✓ audiology
- ✓ rehabilitation

- Logo's of relevant brands:
- Currently present in: The equipment is exported to more than 80 countries worldwide including Germany, France, USA, China, India, Brazil and others
- E-commerce: Company website: neurosoft.com
- Main buyers: Medical facilities; companies supplying medical equipment

■ Cooperate with:

- ✓ Neurosoft actively cooperates with leading research institutions worldwide including Utrecht University,
- ✓ the Chinese University of Hong Kong,
- ✓ University of São Paulo,
- ✓ the St. Petersburg Bekhterev Psychoneurological Research Institute,
- ✓ Austrian Institute of Technology, Erasmus University Rotterdam

- Certification The company has more than 115 registration certificates including CE, FDA and ISO

Points of differentiation compared with other market players?

- ✓ Wide product line
- ✓ Products can be customized according to customer specific needs
- ✓ Excellent performance
- ✓ Sophisticated software with powerful tools for data obtaining and analysis

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ High quality of products confirmed by our 30-year sales experience.
- ✓ Wide product line can offer a solution for any customer.
- ✓ Own development and production, the equipment can be modified according to the specific market needs.
- ✓ Certificates for equipment received in many countries.
- ✓ Innovative products

Limitations

- ✓ No certificate for the equipment in a particular region





MITsar CO. LTD.

MITsar CO., LTD. HAS DEVELOPED A NUMBER OF DIGITAL EEG SYSTEM AND RELATED SOFTWARE BOTH FOR CLINICAL APPLICATION AND SCIENTIFIC RESEARCH. AT PRESENT TIME MITsar IS ONE OF THE LEADING COMPANIES MANUFACTURING MEDICAL EQUIPMENT FOR FUNCTIONAL DIAGNOSTICS AND NEUROPHYSIOLOGY ON THE RUSSIAN MARKET.

General and Financial Information

- Total Sales (RU & International) About 1 million USD for 2019
- Total Market share (Russia & Other Countries) The export sales share averages about 30% per year.
- Main relevant product groups within company Portfolio:
 - ✓ Digital Mitsar-EEG electroencephalographs
 - ✓ Long-term Video EEG monitoring
 - ✓ Ambulatory EEG solutions
 - ✓ Wearable wireless EEG system for research
 - ✓ Systems for Event Related potential studies
 - ✓ Neurofeedback trainers Mitsar-BFB
 - ✓ Software for advanced EEG processing
- Logo's of relevant brands: Mitsar-EEG, SmartBCI
- Currently present in: presented in more than 50 countries including European Union, USA, Canada, Japan, Korea, Australia, South Africa, India, UAE, Iran and etc.
- E-commerce: <https://www.medica.de>, <https://www.omnia-health.com/exhibitor/mitsar>
- Main buyers: Local distributors of medical and research grade products for neurology and neuroscience, hospital and clinic, private doctors
- Cooperate with:
 - ✓ Russia: company (country)
 - ✓ Export: company (country)
- Certification: ISO 13485:2016 QMS certificate for medical devices ,CE mark European council directive 93/42/EEC, 510(k) U.S.FDA K143233, KFDA. Certificate of GMP and other

Points of differentiation compared with other market players?

- ✓ Mobile wireless EEG solutions
- ✓ Wearable most compact and lightweight EEG systems on the market
- ✓ A wide range of supported EEG techniques
- ✓ High quality and reliability
- ✓ Compatible with all popular electrodes and sensors

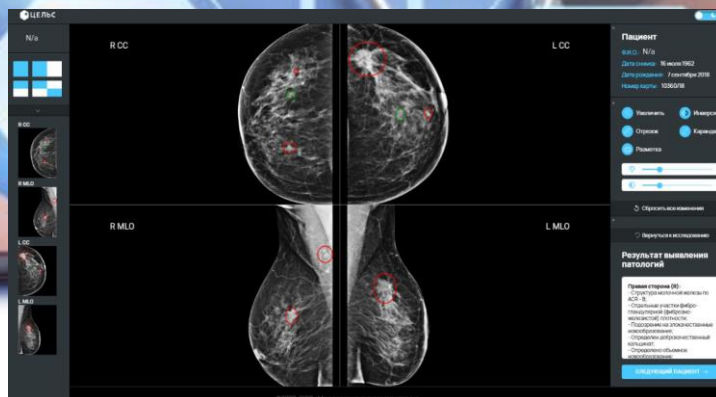
Key strengths / Innovation

What's in it for Partner?

- ✓ Flexible distributor discounts
- ✓ End customers support worldwide
- ✓ 2 years' warranty
- ✓ Full range of EEG products
- ✓ High quality, durable EEG machines

Innovations

- ✓ According to a study by Market Research Explore, Mitsar Co. Ltd. was included the top ten leading manufacturers of EEG systems in the world for 2019
- ✓ <http://www.marketresearchexplore.com/report/global-electroencephalography-amplifiers-industry-market-research-report/170020>
- ✓ Also Mitsar Co. Ltd. included in the list of leading EEG hardware manufacturers according to the evaluation of the leading provider of neuromarketing solutions in the world, Imotions (USA, Boston)
- ✓ <https://imotions.com/blog/eeg/>



MEDICAL SCREENING SYSTEMS LLC

THE PRODUCT AIMS TO DETECT CANCER AT AN EARLY STAGE BY SCREENING, AS SCREENING IS THE MAIN WAY TO REDUCE MORTALITY FROM CANCER, ACCORDING TO A WHO REPORT (COPENHAGEN, DENMARK, 16-19 SEPTEMBER 2019). THERE IS A READY-MADE SOLUTION IN THE FIELD OF MAMMOGRAPHY. TO TRAIN THE NEURAL NETWORK, A DATASET CONSISTING OF MORE THAN 200,000 MAMMOGRAPHY IMAGES VERIFIED BY HIGHLY QUALIFIED SPECIALISTS WAS USED. NEW AREAS ARE BEING DEVELOPED: RADIOGRAPHY, MORPHOLOGY, CT, MRI. THE COMPANY IS ALSO DEVELOPING MEDICAL INFORMATION SYSTEMS. THE COMPANY DEVELOPS SOFTWARE BASED ON ARTIFICIAL INTELLIGENCE IN MEDICINE. EXPERIENCE OF THE TEAM IN THE INFORMATIZATION OF MEDICINE SINCE 2010. THE TEAM INCLUDES LEADING RUSSIAN RADIOLOGISTS AND ONCOLOGISTS, INFORMATION SECURITY SPECIALISTS, MATHEMATICIANS AND IT SPECIALISTS.

General and Financial Information

- Main relevant product groups within company Portfolio:
 - ✓ Application software
- Logo's of relevant brands:
 - ✓ Currently present in:
- Main buyers: Medical facilities
- Cooperate with: LINS, NVIDIA
- Certification: In the process of obtaining:
 - ✓ Registration certificate of medical certificate;
 - ✓ ISO 13485 certificate.



Points of differentiation compared with other market players?

- ✓ Presence of intellectual property. Registered patent, trademark and state registration of a computer program;
- ✓ Dynamically developing product line: mammography and fluorography solutions are already available, X-ray solution in the testing stage, morphological studies, CT, MRI, etc.;
- ✓ An in-house scalable team of leading physicians, Artificial Intelligence specialists, and experienced managers;
- ✓ High adaptation properties of the product: availability of Desktop and Web versions of the product, possibility of integration into medical and radiological information systems, medical image archives, integration into software of medical equipment manufacturers, White Label, API.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ Necessary additional investments during the implementation of the product are minimal;
- ✓ Reducing the cost of diagnostics;
- ✓ Possibility of compensation of insufficiency or absence of personnel in primary link for medical institutions;
- ✓ Decrease in time for making a diagnosis;
- ✓ Reduction of costs for treatment and rehabilitation of patients.

Innovations

- ✓ The algorithms of detection and interpretation of research results by "Celsu" solution are unique and protected by patent law, which confirms the product innovation

Limitations

- ✓ The product has the certification required to operate in the importer's region (e.g. FDA in the USA, CE in Europe, etc.)



Meta-Chrom

RESEARCH AND PRODUCTION COMPANY



RESEARCH AND PRODUCTION COMPANY «META-CHROM»

SHORT INFORMATION PRODUCTION OF GAS CHROMATOGRAPHS, WHICH ARE FUNCTIONAL DEVICES FOR FULL CHEMICAL ANALYSIS OF VARIOUS SUBSTANCES BY DIVIDING THEM INTO COMPONENTS.

General and Financial Information

- Total Sales (RU & International) 182,9 mln.rub
- Total Market share (Russia & Other Countries) Russia 70%, CIS, India 30%
- Main relevant product groups within company Portfolio:
 - ✓ Gas chromatograph «Crystallux-4000M»
 - ✓ Gas generators
 - ✓ Laboratory reactor plants
- Logo's of relevant brands:
- Currently present in: Russia, CIS (Belarus, Ukraine, Kazakhstan, Uzbekistan), India
- Main buyers: Oil and gas companies, water utility companies, medicine institution
- Cooperate with:
 - ✓ Russia: Gazprom Neftekhim Salavat, TatNeft, Rosshelf, SIBUR, Roscosmos, Severstal
 - ✓ Export: medicolegal investigation (India)
- Certification Certificate RU.C.31.118. A № 45461/1 from 14/12/2017
license № FC-99-04-000590-13 from 07/11/2013

Key strengths / Innovation

What's in it for Partner?

- ✓ First class commissioning works
- ✓ Long warranty period and after-sales service
- ✓ Annual maintenance
- ✓ You get quality service and technical support for FREE
- ✓ Private Label and White Label: No

Innovations

- ✓ We have 25 years experience, numerous patents and certificates for manufactured products

Points of differentiation compared with other market players?

- ✓ Solid experience
- ✓ Control at each stage of production allows to achieve high standards of quality and reliability of produced equipment
- ✓ Price-quality ratio. Valuable inexpensive investment
- ✓ Wide sales geography, flexible system of cooperation



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 web: www.meta-chrom.ru, www.metachromplants.com

Catalog



RUSSIAN
EXPORT CENTER

13

Back to Categories

AXION



CONCERN «AXION» LLC

CONCERN «AXION» LLC IS A WORLD-CLASS MULTI-BUSINESS COMPANY WITH HIGH-END SCIENTIFIC, TECHNICAL, AND ENGINEERING CAPABILITIES SPECIALIZED IN PRODUCTION AND SALES OF MEDICAL EQUIPMENT.

General and Financial Information

- Total Sales (RU & International) 939 786.0 ₪ (2019)
- Total Market share (Russia & Other Countries)
 - ✓ Russia — 83,7%
 - ✓ CIS-countries — 12,6%
 - ✓ non-CIS countries - 3,7%
- **Main relevant product groups within company Portfolio:**
 - ✓ Artificial Lung Ventilation Devices
 - ✓ AED Defibrillators
 - ✓ Electrocardiographs
 - ✓ Newborn warming units
 - ✓ Phototherapy radiators
 - ✓ Massage apparatus
 - ✓ Infusion pumps
 - ✓ Vacuum aspirators
 - ✓ Medical mattresses

- Logo's of relevant brands:
- Currently present in:
 - ✓ Russia, CIS countries, Turkey, Indonesia, India, Pakistan, Malaysia, Egypt, Vietnam, Czech Republic, Thailand and others

- E-commerce: www.medcomp.ru, eurosmed.ru, www.farm-invest.ru

- Main buyers: distributors and wholesalers

- Certification: CE certificate, ISO 9001:2015, ISO 13485:2016, [all certificates here](#)

AXION

Key strength/Innovations

What's in it for Partner?

- ✓ **Private Label**
- ✓ Motivating incremental discount scheme for dealers, incl. free deliveries
- ✓ Exclusive model design made to order and OEMs
- ✓ Ongoing product, sales and service training and support
- ✓ Service centers in all Russian regions
- ✓ Repair parts always in stock
- ✓ Using high quality safe materials

Points of differentiation compared with other market players?

- ✓ Full production cycle
- ✓ Unique technologies and self-engineered products



Presentation
Catalog



RUSSIAN
EXPORT CENTER

14

Back to Categories



ELAMED (YELATMA INSTRUMENT MAKING ENTERPRISE, JSC)

LEADING MANUFACTURERS OF MEDICAL PRODUCTS IN RUSSIA SINCE 1980. TODAY ITS MANUFACTURING RANGE COMPRISES MORE THAN 100 PRODUCTS, INCLUDING PORTABLE THERAPY DEVICES FOR HOME AND HOSPITAL USAGE, COMPLEX DIAGNOSTICS EQUIPMENT, MEDICAL FURNITURE, ULTRASOUND CLEANERS, DISINFECTION CONTAINERS, DISPOSABLES.

General and Financial Information

- Total Sales (RU & International): 2 billion RUB/ 30 million USD
- Total Market share (Russia & Other Countries): 90% (Russia)/10% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ IOP tonometers
 - ✓ PEMF devices for home and hospital use
 - ✓ Plastic containers for sterilization & disinfection
 - ✓ Vacuum blood collection tubes
 - ✓ Medical furniture
 - ✓ Medical disposables
 - ✓ Face protections masks and glasses
- Logo's of relevant brands:



- Currently present in: USA, Germany, Poland, Romania, Lithuania, Serbia, India, ZAR, Singapore, Indonesia, Taiwan, etc. More than 30 countries in total.
- E-commerce: Alibaba.com & Ebay
- Main buyers: Distributors of medical products and ophthalmological equipment, manufacturers of medical disinfectants, pharmacy chains, hospitals, laboratories, etc.
- Cooperate with:
 - ✓ information on our website <https://en.elamed.com/distribution-worldwide/find-a-distributor>

Points of differentiation compared with other market players?

- ✓ Wide line of PEMF devices for home and hospital use.
- ✓ Unique design of portable IOP tonometers that allow eye pressure measurement when other tonometry methods are contraindicated.
- ✓ Durability and ergonomics of medical equipment for ultrasound cleaning and disinfection of tools.
- ✓ Clinical trials to prove effectiveness of our products are renewed yearly.

Key strengths / Innovation

What's in it for Partner?

- ✓ A reliable supplier with experience in international sales
- ✓ Quality of products confirmed with international certificates
- ✓ Service support whenever the buyer needs it
- ✓ Ability to adapt a product to the partner's needs.
- ✓ Research and development center working for Elamed and Elamed's partners only.
- ✓ Effectiveness of Elamed products is confirmed with trials.

Innovations

- ✓ Newest medical equipment and technology as relates to eye-pressure (IOP) tonometers and PEMF therapy devices.





PRODUCTION COMPANY MEDICAL TECHNICS

DEVELOPMENT AND PRODUCTION OF ANALYZERS OF DOPPLER MOTHER OF CARDIOVASCULAR ACTIVITY AND THE CHILD'S FETUS SMALL-SIZED

General and Financial Information

- Total Sales (RU & International) 150 mln RU (2019)
- Total Market share (Russia & Other Countries) 8% (2019), Russia
- **Main relevant product groups within company Portfolio:**
 - ✓ Analyzers of Doppler mother of cardiovascular activity and the child's fetus small-sized" ADMP-02
 - ✓ modification of BABY-02
 - ✓ modification of BABY-021
 - ✓ modification of BABY-022
- Currently present in: Russia
- E-commerce: no
- Main buyers: obstetric medical institutions in Russia
- Cooperate with: «Farm-invest» LLC, «DELRUS» LLC, «Kil» group of companies, and others
- Certification: РОСС RU.ИМО02.Н17907 ,
 - ✓ Registration certificate № ФСР 2011/10878
 - ✓ Production doesn't require Veterinary certificate or Phytosanitary certificate

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ A developing and promising brand
- ✓ High Demand
- ✓ Products are safe and EAC compliant
- ✓ From the manufacturer
- ✓ CJSC Production company "Medical technics" CJSC Production company "Medical techniques" provides a flexible system of discounts
- ✓ Year-round marketing activities and marketing support
- ✓ It is allowed to localize production with a guaranteed demand of at least 10,000 units.

Innovations

- ✓ Patent RU 2404710 C2
- ✓ There are no analogues with similar characteristics

Points of differentiation compared with other market players?

- ✓ Built-in memory for 36 survey results
- ✓ The internal analysis of the status of the fetus
- ✓ Color indicator of fetal status
- ✓ Built-in printing of survey results
- ✓ Computer software
- ✓ Telemedicine

Limitations

- ✓ The product warranty period is 18 months
- ✓ Production capacity is 500 items per month.
- ✓ Lack of distributors in countries excluding except Russia





MEDICAL COMPANY OPTIMEDSERVIS

THE COMPANY PRODUCES MICROSURGICAL EQUIPMENT AND SUPPLIES FOR OPHTHALMOLOGISTS, CONTACT LENS CARE PRODUCTS.

General and Financial Information

- Total Sales 2,5 mln doll.
- Total Market share (Russia & Other Countries)
- Russia - 96%
- Other country - 4%
- Main relevant product groups within company Portfolio:
 - ✓ Microsurgical equipment.
 - ✓ Consumables for ophthalmic surgery.
 - ✓ Contact lens care products.
- Logo's of relevant brands: OPTIMED
- Currently present in: Russia, Kazakhstan, Belarus, Vietnam.
- E-commerce: Ozon, Apteka.ru, many online stores for contact lens users.
- Main buyers: Traders
- Cooperate with:
 - ✓ Russia: company (country) Katren, Opticservis
 - ✓ Export: company (country) Top global company, Hanoi
- Certification in Russia all products are registered, partially in other countries.



Points of differentiation compared with other market players?

- ✓ Availability
- ✓ Ease of use of micro-surgical equipment
- ✓ Low costs of using
- ✓ Modern features and capabilities

Key strengths / Innovation

What's in it for Partner?

- ✓ Competitive price
- ✓ Products are safe
- ✓ From the manufacturer
- ✓ **Private Label** is possible.
- ✓ The company is responsible for the highest level of quality and after sales service.

Innovations

- ✓ Own scientific developments.
- ✓ Received many patents in this field

Limitations

- ✓ Lack of distributors in countries excluding except Russia, Kazakhstan, Belarus and Vietnam



Presentation
Catalog



RUSSIAN
EXPORT CENTER

17

Back to Categories



DOBRODAR LLC

DOBRODAR LLC IS THE ONLY RUSSIAN MANUFACTURER OF DEVICES FOR THE PREVENTION AND TREATMENT OF MYOPIA AND OTHER EYE DISEASES BY THE METHOD OF OPTICAL KINESIOTHERAPY OF THE VISOTRONIC SERIES, AS WELL AS SOMNOLOGICAL CORRECTION DEVICES OF THE MORFOTORON SERIES

General and Financial Information

- Total Sales (RU & International) 45613000 rubles
- Main relevant product groups within company Portfolio:
 - ✓ ophthalmic relaxation apparatus Visotronic M3
- Logo's of relevant brands:



- Currently present in: Kazakhstan, Ukraine, Belarus
- Main buyers: medical organizations
- Cooperate with: Certification

- ✓ Medical device registration certificate №ФСР 2010/08634 от 12.01.2015
- ✓ Quality Management System Certificate ST.RU.0001.P40367 от 02.03.2018
- ✓ ГОСТ Р ИСО 9001-2015 (ISO 9001:2015)
- ✓ ГОСТ ISO 13485-2017 (ISO 13485:2016)

Points of differentiation compared with other market players?

- ✓ Dobrodar LLC is the only manufacturer of the Visotronic series of ophthalmic and muscle relaxants, a holder of a kinesiotherapy patent for the prevention and treatment of eye diseases

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Obtaining exclusive products with high consumer properties that have no analogues on the market.

Innovations

- ✓ Vizotrnik ophthalmic trainers-relaxators are developed on the basis of a fundamentally new patented in Russia method of treating myopia and other diseases using kinesiotherapy.



Catalog



RUSSIAN
EXPORT CENTER

18

Back to Categories



RITM OKB ZAO

OUR PRIMARY FOCUS IS DEVELOPMENT OF MEDICAL SYSTEMS AND DEVICES FOR DIAGNOSTICS AND TREATMENT AS WELL AS SYSTEMS AND DEVICES FOR EVALUATION OF A HUMAN PSYCHOPHYSIOLOGICAL CONDITION.

General and Financial Information

- Total Sales (RU & International) : 87 843 thousand rubles
- Total Market share (Russia & Other Countries) : The total sales volume of the company is about 50% for Russia and 50% for export.
- **Main relevant product groups within company Portfolio:**
 - ✓ Main products exported by RITM OKB ZAO are SCENAR devices and add-on electrodes, as well as the RITM-ULM healing blankets and clothes.
 - ✓ SCENAR – is a Self-Controlled Energo Neuro Adaptive Regulator - a Class IIa medical device for bio-controlled electrostimulation in order to eliminate pain and other related conditions.
 - ✓ SCENAR therapy effects: Anti-pain, Antiedematic /lymphatic drainage, Anti-inflammatory, Myostimulation, Increased blood circulation, Increased permeability of tissues, General regulation, Sanogenous, Antioxidant systems activation, Stabilization of an autonomous neural system, Activation of an immune response

- Logo's of relevant brands:



- Currently present in: Australia, the US, Canada, Mexico, EU countries, the UK, Israel, India, South Korea, South Afrika, Kasachstan
- E-commerce: EUROPAGES, OmniaHealth
- Main buyers are the distributors of medical devices in different countries: Australia, the UK, Israel, India, Canada, USA, Mexico, South Korea, South Africa, EU countries (Bulgaria, Germany, Czech Republic, Austria, etc.), Russia and CIS countries.
- Cooperate with: RITM Australia Pty Ltd (Australia), RITMSCENAR OKB Inc. (USA), Enerbalance GmbH (Austria), RITM Europe s.r.o. (Czech Republic) and others
- Certification: RITM OKB is certified according to the International ISO 13485 and ISO 9001 standards and has a number of certificates enabling the marketing of its products in 36 countries: CE, FDA, TGA, Cofepris, MFDS, Health Canada etc. The certificates can be provided at your request.

Points of differentiation compared with other market players?

- ✓ IScenAR - the best tool against pain and related conditions! Portable, take-anywhere device which can replace a physiotherapy cabinet.
- ✓ Our devices are designed to be user friendly and intended both for home care and for professional therapy.
- ✓ High technological devices with a reasonable price.
- ✓ We constantly develop and update our models specifically to R&D and design.
- ✓ We're focused on providing training to physicians, physiotherapists, retailers and patients.
- ✓ The main element of the device (know-how) is still tuned manually, which ensures absolute individualization of parameters, and therefore a guaranteed treatment result;
- ✓ The influence of SCENAR devices is based on the principles of: biofeedback (biological feedback) and NPI (neurolike impulse);

Key strengths / Innovation

What's in it for Partner?

- ✓ **Private Label**
- ✓ Products certified according to the international standards
- ✓ The technology is protected worldwide (patents and trademarks)
- ✓ High technological devices at a reasonable price. In the foreign markets, we are focusing on our high-end technology, our devices that can be sold at a medium-high price, which assures high-profit margins for distributors.
- ✓ We provide support and training to the distributors and users.
- ✓ Constant development and improvement of the technology
- ✓ The devices are used in clinics and hospitals in many countries

Innovations

- ✓ High Technological equipment. Exclusive parameters of the impulse providing pronounced treatment effect on the body. Fast pain relief and related improvements by means of the portable take-anywhere device. Increasing the quality of life.
- ✓ Our company was selected as the best exporter of the year 2019 in the field of Innovative technologies (regional stage).





BPLAB® (PETR TELEGIN LTD)

THE LEADING RUSSIAN MANUFACTURER OF 24-HOUR AMBULATORY BLOOD PRESSURE MONITORS SINCE 1994

General and Financial Information

- Total Sales (RU & International) : 2 million USD
- Total Market share (Russia & Other Countries) : 67% (Russia)

Main relevant product groups within company Portfolio:

- ✓ 24-hour blood pressure monitors
- ✓ 24-hour and in-office pulse wave analysis system
- Logos of relevant brands:
- Currently present in: Germany, Italy, Spain, France, Lithuania, Portugal, Slovakia, Czech Republic, Hungary, Austria, Brazil, Turkey, Great Britain, India, Egypt, Serbia, Kazakhstan.
- E-commerce: Medical Expo
- Main buyers: medical devices distributors, hospitals, clinical centers, universities, doctors and general practitioners, telemedicine and pharmaceutical companies.
- Cooperate with:
 - ✓ Russia: Ministry of Health of Moscow and Moscow Region.
 - ✓ Export: The company representative in EU - BPLab GmbH (Germany), heart tec Medizintechnik GmbH (Germany), Tecnoel S.r.l. (Italy), LTD Graina (Lithuania), Quermed S.A. (Spain), InforTucano (Portugal), ZMF Medical S.r.o. (Czech Republic), Zemed Tibbi Sistem ve Cihazlar Limited (Turkey), TEB - Tecnologia Eletrônica Brasileira (Brazil) etc.
- Certification: ISO: 13485, CE-certificate, TGA-certificate (for Australian market), ANVISA-certificate (in the process), Russian registration certificate, Kazakhstan and Kyrgyzstan registration certificates.
- Trustworthy and well-recognized trademark (customers in more than 60 countries).

BPLab®

Points of differentiation compared with other market players?

- ✓ Accurate and reliable (BHS protocols in 3 groups of patients, A/A class).
- ✓ Enlisted in strideBP, dabl Educational Trust, Medaval, BIHS websites as clinically recommended.
- ✓ Vasotens® technology / SaaS Vasotens® for pulse wave assessment.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private and white label
- ✓ Quickest delivery, always available in stock;
- ✓ Own EU-representative, customs-cleared goods;
- ✓ Extended service life;
- ✓ Competitive price, reliability, unique advanced features.

Innovations

- ✓ Central blood pressure and arterial stiffness assessment;
- ✓ Easy embedding in HIS platforms and wide telemedicine application.

What's in it for Partner professional customers?

- ✓ World expert in 24-hour ambulatory blood pressure assessment;
- ✓ Precise and validated (according to BHS and ESH-protocols);
- ✓ Recognized by scientists and researchers (equipment was provided for multi-center clinical and academic studies);
- ✓ Very small and light, comfortable and calm;
- ✓ Bluetooth, SD-card, mini-USB, manual programming,
- ✓ 4-preinstalled measurement plans, colorful display.

Limitations

Necessity to have a wider product line, absence of FDA (U.S.A.), CFDA (China), PMDA (Japan) and some other certificates.





BAROOX | HYPERBARIC CHAMBERS

WE DEVELOPE AND MANUFACTURE A NEW GENERATION OF HBO THERPY EQUIPMENT THAT ELIMINATES OXYGEN DEFICIENCY AT ORGAN AND TISSUE LEVELS.

General and Financial Information

- Total Sales: \$ 633 462 (Russia, 2019), \$ 260 769 (Russia, Q1 2020)
- **Main relevant product groups within company Portfolio:**
 - ✓ Hyperbaric oxygen chambers
- Logo's of relevant brands: 
- Currently present in: Russia, Cyprus
- Main buyers: Public and private medical centers, health resorts
- Cooperate with:
 - ✓ Russia: "Russian Railways" JSC, Central Bank of the Russian Federation, "Ural Mining and Metallurgical Company" JSC
- Certification: Russian registration certificate for a medical device

Points of differentiation compared with other market players?

- ✓ The spacious body and large double glazing area eliminate the fear of enclosed spaces. Getting in and out of the chamber is carried out by the usual movement, as if in a car.
- ✓ The adjustable seating allows to choose an individually comfortable position during a session.
- ✓ Thanks to the large diameter of the chamber's body it is possible to provide joint sessions for children with their parents.
- ✓ The chamber is controlled via a convenient touchscreen display.
- ✓ Safety of use is an significant feature. Baroox is the air-oxygen chamber - this method, along with its high therapeutic effectiveness, ensures complete fire safety.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ Unique patented "fish tank" design
- ✓ The opportunity to take a new niche - beauty and sports industry companies
- ✓ A developing and promising brand

What's in it for Partner professional customers?

- ✓ Since we are the single-product company, so we an provide the highest level of quality
- ✓ Following the global pandemic of coronavirus COVID-19 the demand for this procedure will significantly increase

Limitations

- ✓ Lack of distributors abroad
- ✓ Lack of export documentation



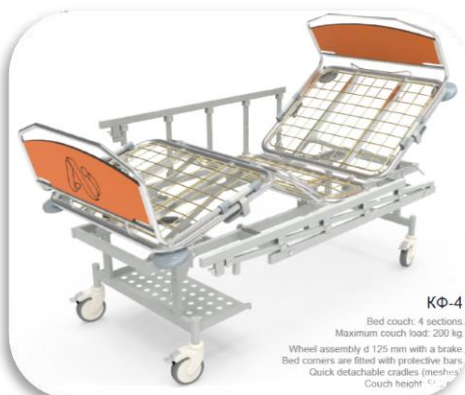
Presentation



RUSSIAN
EXPORT CENTER

21

Back to Categories



AYBOLIT-2000

AYBOLIT-2000 IS ONE OF THE LEADING MANUFACTURERS AND SUPPLIERS IN THE RUSSIAN MARKET OF MEDICAL AND LABORATORY FURNITURE.

General and Financial Information

- Total Sales (RU & International) -----
- Total Market share (Russia & Other Countries)
- 3% (2019. Russia)
- Main relevant product groups within company Portfolio:
 - ✓ Medical furniture (functional beds, medical cabinets, medical instrument tables etc.
 - ✓ Laboratory furniture (lab cabinets with ventilation, lab desks, lab tables with wash sink, lab carts for medical equipment etc.)

- Logo's of relevant brands:
- Currently present in: Kazakhstan, Belarus, Uzbekistan, Abkhazia
- E-commerce: Medical Expo
- Main buyers: State and Commercial medical institutions
- Cooperate with: «Madin Group of Companies»(Russia), «DZMO» (Russia), «NPP MIKROMONTAZH» (Russia), «Medindustria Service Ltd» MEDIN (Belarus)
- Certification: Russian certificate of conformity CTI, registration certificate (for each line of products), declaration of conformity (for each line of products), license for the production of medical equipment, also currently in the process of obtaining ISO 13485:2016



Key strengths / Innovation

What's in it for Partner?

- ✓ Exclusive conditions
- ✓ Distributor discount
- ✓ Reliable delivery
- ✓ Guaranteed high quality products

What's in it for Partner professional customers?

- ✓ Trade Marketing activities realization

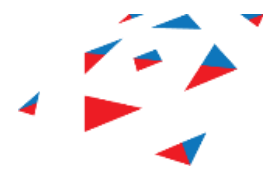
Limitations

- ✓ Lack of distributors in countries excluding except Russia
- ✓ Production capacity is 1 000 items per month (depends on the product).

Points of differentiation compared with other market players?

- ✓ Own production, the possibility of manufacturing on individual orders. The productive facilities of the company use the equipment by leading vendors: AMADA (Japan), ALTENDORF (Germany), SOGO (Taiwan) and Italy.
- ✓ A wide range of medical equipment, allowing you to equip any department of a medical institution.
- ✓ High quality products and furniture service
- ✓ Integrated design services for medical facilities under their construction, overhaul with the implementation of all sections of the design documentation.





RUSSIAN
EXPORT CENTER

Medical instruments and Accessories



[Back to Main Categories](#)



LABORATORY OF TECHNICAL GARMENTS LLC

General and Financial Information

- Total Sales (2019 year) (RU & International) 150 mln RU/22 000 Euro
- Total Market share (Russia & Other Countries)
 - ✓ 90% (Russia)
 - ✓ 10% (Other Countries)
- **Main relevant product groups within company Portfolio:**
 - ✓ Isolation systems
 - ✓ Microbiological safety suits
 - ✓ Garments for clean rooms
- Logo's of relevant brands:
- Currently present in: South Korea, Turkey, Costa Rica, China, Latvia, Indonesia, United Arab Emirates, Germany, Belgium and etc.
- Main buyers: Hospitals, Emergency centers, Unplague stations, Fair station and etc,
- Cooperate with:
 - ✓ Russia: company (country): Federal budget institution of science State Research Centre VB «Vector», Federal State Budgetary Health Institution "Clinical Hospital No. 85 of the Federal Medical and Biological Agency", FEDERAL STATE HEALTH INSTITUTION RUSSIAN RESEARCH AND RESEARCH ANTI-PLAINE INSTITUTE "MICROB", Federal state-owned healthcare institution "Anti-Plague Center of Rospotrebnadzor«, Veterinary laboratories and etc,
 - ✓ Export: company (country) Autech Corporation (South Korea), PT Alfa Medika Nusantara (Indonesia), RMSI (United Arab Emirates) and etc,
- Certification: CFS (Republic of Indonesia), Certificate of conformity Gost R ISO 9001-2015 from 27/06/2018 to 26/06/2021, Certificate of conformity ROCC RU.AM.05.H08392 from 21/10/2019 to 20/10/2022, Certificate of conformity OI58103 from 29/09/2017 to 28/09/2020, EAC N RU Д-РУ.РА01.В.57566 от 27.07.2017, Registration certificate P3H 2019/9231 from 15/11/2019 and etc,

Points of differentiation compared with other market players?

- ✓ Participant of many Russian and international medicine and for occupational safety and health at work exhibitions
- ✓ Design of innovative and high-quality personal protection equipment and medicine equipment ensuring safety and comfortable operating conditions for personnel when working in high-technology manufacturing, laboratory and field research and medical service areas.
- ✓ The products were created together with leading scientific institutes, which allowed us to develop a product that meets all safety requirements.

Key strengths / Innovation

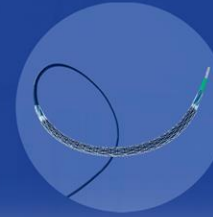


- ✓ Quality assurance;
- ✓ Innovation products;
- ✓ Purchase directly from the manufacture;
- ✓ High production capacity;

Limitations

- ✓ no limitations





ANGIOLINE INTERVENTIONAL DEVICE LTD

RUSSIAN COMPANY, ENGAGED IN DEVELOPMENT AND PRODUCTION MEDICAL DEVICES FOR INTERVENTIONAL CARDIOLOGY SURGERY SINCE 2007

General and Financial Information

- Total Sales (RU & International) above 1 mln 600 thousand (2019)
- Total Market share (Russia & Other Countries)
 - ✓ 99% Russia
 - ✓ 1% Other
- **Main relevant product groups within company Portfolio:**
 - ✓ more than 20 medical services products for a wide range of applications endovascular interventions on coronary arteries.
 - ✓ Products such as coronary "Calypso" and "Sinus" stents, balloon "Colubris" catheters, "Navigator" guide catheters and "Pilot" diagnostic catheters have a full production cycle on the territory of the Novosibirsk region
- Currently present in: Russia, Vietnam, Kazakhstan, Uzbekistan
- E-commerce: <https://www.rts-tender.ru/>, <https://www.sberbank-ast.ru/>, <https://www.tektorg.ru/>, <https://www.roseltorg.ru/>
- Main buyers: Cardiology centers and clinics around the country.
- Cooperate with:
 - ✓ Russia: over 200+ medical cardio centers and institutions including Ministry of Emergency Situations and NMHC named after AK.Meshalkina (Russia)
 - ✓ Export: PIR MED FARM (Uzbekistan), KAUSARMED (Kazakhstan), TRUONG TIEN MEDICAL CO. LTD (Vietnam)
- Certification for each country according to the required standards

Points of differentiation compared with other market players?

- ✓ Products are created in close collaboration with leading national medical institutions
- ✓ and centers (NMHC named after AK.Meshalkina, Almazov national research CENTER, Tomsk Polytechnic University).
- ✓ Deep localization of production: the main components are fully produced by own forces on the Novosibirsk region territory.
- ✓ Continuous production cycle improvement, quality improvement of existing products.
- ✓ Active research & development projects for the new products.

Key strengths / Innovation

What's in it for Partner?

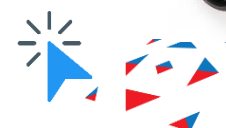
- ✓ Private Label and White Label: Negotiable
- ✓ Lower cost of medical devices, not inferior in quality to foreign analogues.
- ✓ Foreign technologies have been introduced in production quality standards (ISO 13485: 2016 & EN ISO 13485:2016, ISO 9001: 2015)

Limitations

- ✓ Limitations may arise due to the current production line occupation



Presentation
Catalog



RUSSIAN
EXPORT CENTER

25

Back to Categories



MINIMED LLC

COMPANY ESTABLISHED STRONG MARKET LEADERSHIP IN RUSSIAN AND FOREIGN MARKETS IN THE SPHERE OF PRODUCTION AND MARKETING OF GLASS LABORATORY UTENSILS AND OTHER LABORATORY SUPPLIES. WE PAY A SPECIAL ATTENTION TO THE QUALITY OF OUR PRODUCTS. IN ORDER TO STAY ONE STEP AHEAD OF OUR COMPETITORS AND KEEP UP TO DATE, IN PRODUCTION WE USE NOT ONLY TRADITIONAL BUT ALSO LATEST PROVEN TECHNOLOGIES. IN ORDER TO MEET ANY CUSTOMER NEEDS OUR COMPANY PRODUCES BOTH SERIAL PRODUCTS AND WORKS ON INDIVIDUAL ORDERS.

General and Financial Information

- Total Sales (RU & International) 800 mln RU 2019
 - Total Market share (Russia Other Countries):
 - ✓ 81 25 %%(Russia)
 - ✓ 18 75 %%(Other Countries)
 - **Main relevant product groups within company Portfolio**
 - ✓ Reagents
 - ✓ Medical devices
 - ✓ Medical equipment
 - ✓ Dyes and chemicals
 - ✓ Plastic and glass laboratory glassware
 - Logo's of relevant brands
- 
- Currently present in Russia, Kazakhstan, Belarus, Uzbekistan, Moldova, Kyrgyzstan
 - E- commerce: Sberbank AST, ROSELTORG, RTS Tender, The Auction House of the Russian Federation, Fuel and Energy Trading
 - Main buyers Medical organizations, industrial enterprises, laboratories, wholesale organizations selling medical products
 - Certification: ISO 9001 2015 GOST ISO 13485 2017

Points of differentiation compared with other market players?

- ✓ Constant stock of goods at our warehouse
- ✓ A huge range of goods
- ✓ Own storage facilities
- ✓ Own production of certain goods
- ✓ Registration of medical devices in the CIS countries

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ Competitive prices from the manufacturer
- ✓ Flexible pricing policy
- ✓ Own customs broker
- ✓ Transportation by any transport

Innovations

- ✓ There is no innovation Only quality products

Limitations

- ✓ Prepayment for new partners, then payment by instalments is possible
- ✓ The minimum contract amount is 500 000 rubles for new partners





DIACLON JSC

THE RUSSIAN MEDICAL PRODUCTS COMPANY, WHICH AREA OF EXPERTISE IS THE DEVELOPMENT, MANUFACTURING AND MARKETING OF INNOVATIVE STERILE DISPOSABLE MEDICAL DEVICES AND INSTRUMENTS USED IN GYNECOLOGY AND SURGERY

General and Financial Information

- Total Sales (RU & International): 167 mln RUB (2019)
- Total Market share (Russia & Other Countries)
 - ✓ 98% (Russia),
 - ✓ 2% (Other Countries)
- **Main relevant product groups within company Portfolio:**
 - ✓ Synthetic surgical protective gloves "Kolchuzhnye" (cut-resistant) sterile
 - ✓ Gynecological Cusco speculum sterile disposable polymeric vaginal (sizes S,M,L)
 - ✓ Gynecological kit "Femina" for medical exams disposable, sterile
 - ✓ Gynecological sterile disposable medical instruments for smears samplings

- Logo's of relevant brands:
- Currently present in:
 - ✓ Russia, Kazakhstan, Armenia, Kyrgyzstan
- Main buyers: Traders, Hospitals
- Cooperate with:
 - ✓ Russia: INVITRO, GEMOTEST, KOMUS-MED
 - ✓ Export: CIS countries (Kazakhstan – TOO MEDSNAB PLUS, TOO ORDAMED, TOO STERIMED, Armenia – OOO HACHPAR, Kyrgyzstan – OsOO KB PLUS, OsOO NEMAN PHARM)
- Certification: EN ISO 13485:2016, PPE certificate



Points of differentiation compared with other market players?

- ✓ Our cut resistant gloves "Kolchuzhnye" is a unique innovative product on both Russian and International markets
- ✓ Participant of many Russian and international medical exhibitions
- ✓ DIACLON JSC is a reliable and long-term partner of Ministry of Industry and Trade of Russia; a member of Russian Chamber of Commerce and Industry

Key strengths / Innovation

What's in it for Partner?

- ✓ **Private Label**
 - ✓ From the manufacturer
 - ✓ Premium Quality Production
 - ✓ PPE (CE) certificate
 - ✓ EN ISO 13485:2016
 - ✓ DIACLON is the best partner for companies which commit to providing high quality.

Innovations

- ✓ DIACLON is the developer and original producer of the unique protective surgical gloves "Kolchuzhnye" (cut-resistant), which have no alternatives in Russia and our export markets
- ✓ We were the first company to start production of sterile medical gloves for the first time ever in Russia
- ✓ We developed the best disposable gynecological Cusco specula in Russia
- ✓ We developed kit "Femina", which is the most popular high-demand gynecological kit in Russian medical providers
- ✓ Our company is the creator of a top-level disposable gynecological brush for cytological smears "DiaScreen"

Limitations

- ✓ At this moment we are in a process of recertification of CE certificate for some of our production.





HEM LTD.

RUSSIAN MARKET LEADER IN MANUFACTURING AND DISTRIBUTION OF MICROBIOLOGICAL, PARASITOLOGICAL AND POINT-OF-CARE PRODUCTS

General and Financial Information

- Total Sales (RU & International) 526 mln RU (2019)
- Total Market share (Russia & Other Countries)
 - ✓ 99% (Russia)
 - ✓ 1% (Other Countries)
- **Main relevant product groups within company Portfolio:**
 - ✓ Ready-to-use culture media in Petri dishes
 - ✓ Enterobiasis test kit, concentrators of intestinal parasites
 - ✓ Solution of monoclonal antibodies for antigens
 - ✓ Transport medium swabs
 - ✓ Animal blood
 - ✓ Plastic labware, thermobags
- Logo's of relevant brands: HEM Ltd.
- Currently present in: Russia
- E-commerce:
- Main buyers: clinical and diagnostic laboratories, quality control laboratories within manufacturing companies (pharma, food, cosmetics industries), scientific organizations, distributors.
- Cooperate with:
 - ✓ Russia: Organizations and departments of the Russian MOH, Invitro, Gemotest
 - ✓ Export: Paracels Ltd. (UAE)
- Certification: ISO 13485 GOST R ISO 14644-1-2002; GOST ISO 9001-2011; GOST ISO 13485:2003; NCCLS M22-A3

Points of differentiation compared with other market players?

- ✓ Market leader, both manufacturer and distributor, one of the oldest Russian private companies (since 1988).
- ✓ The only consolidating company in the Russian market of microbiological products.
- ✓ The company suffices up to 90% of the needs of any laboratory.
- ✓ Modern manufacturing, innovative technologies, favorable logistics.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ Advanced manufacturing technologies
- ✓ High quality raw materials
- ✓ Completely automated manufacturing process
- ✓ Quality control on each stage of production

What's in it for Partner professional customers?

- ✓ Our company is a long existing business, reliable and caring of the company reputation.
- ✓ We have our own logistics team to arrange shipments to any place at our customer's choice, both in Russia and abroad.

Limitations

- ✓ Lack of distributors outside ex-Soviet countries.





White mineral oil



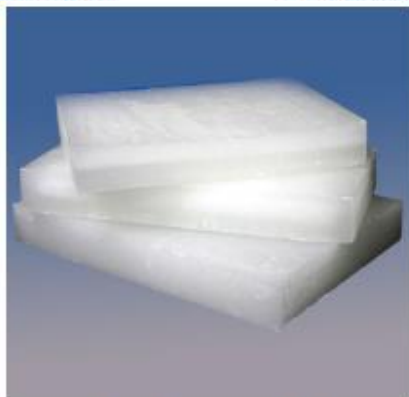
Petroleum jelly/ vaseline



Ichthammol



Petroleum jelly (Vet grade)



Paraffin wax P-2



Microcrystalline WAX

MEDCHIM JSC

MANUFACTURER OF PHARMACEUTICAL AND COSMETIC SUBSTANCES: PETROLATUM (PETROLEUM JELLY), WHITE OIL (WHITE MINERAL OIL), ICHTHYOL (ICHTHAMMOL)

General and Financial Information

- Total Sales (RU & International) 600 mln.rub
- Total Market share (Russia & Other Countries) 90% internal market, 10% export
- **Main relevant product groups within company Portfolio:**
 - ✓ petrolatum (petroleum jelly),
 - ✓ white oils (white mineral oil),
 - ✓ ichthyol (ichthammol).
- Logo's of relevant brands:
- Currently present in: Uzbekistan, Ukraine, Netherlands, Latvia, Lithuania, Turkey, China, Indonesia, USA. All countries of the Eurasian Economic Community
- E-commerce: www.b2b.ru , www.onlinecontract.ru
- Main buyers: Pharmaceutical Factory and Producers
- Certification: Pharmaceutical, veterinary license, GMP certificate

Points of differentiation compared with other market players?

- ✓ Quality
- ✓ Cost
- ✓ Production volumes
- ✓ Warehouse stock
- ✓ Product uniqueness
- ✓ Service

Key strengths / Innovation

What's in it for Partner?

- ✓ **Private Label**
- ✓ Quality
- ✓ Price
- ✓ Service
- ✓ Logistics





RUSSIAN
EXPORT CENTER

Prostheses & Accessories



[Back to Main Categories](#)



METIZ

PRODUCER OF COMPONENTS FOR LOWER LIMB PROSTHESIS

General and Financial Information

- Total Sales:
 - ✓ 4,5 mln Euro w/o VAT(RU & International 2019),
 - ✓ 1,3 mln Euro (International 2019)
- **Main relevant product groups within company Portfolio:**
 - ✓ Pneumatic and Mechanical knee joints
 - ✓ Carbon and PU feet
 - ✓ Adapters of stainless steel, aluminum, titanium
 - ✓ Waterproof line of products
- Logo's of relevant brands:
- Currently present in:
 - ✓ Russia, Kazakhstan, Uzbekistan, Azerbaijan, Armenia, Belarus, Spain, France, Germany, Lithuania, Egypt, UAE, China, Colombia, Thailand, South Korea, India, Israel, South Africa.
- E-commerce: TradeKing, Web site
- Cooperate with:
 - ✓ Export: Orliman (Spain), FIEC Deutschland Trading & Enterprise GmbH (Germany), The Armament Authority representing the Ministry of defence (Egypt) and etc.
- Certification: CE ISO 9001, PERMISSION for application of the Mark of conformity of the Voluntary Certification System "Management Safety Standard"



Points of differentiation compared with other market players?

- ✓ Optimal price / quality ratio
- ✓ The use of certified materials used in the aerospace industry
- ✓ High level of service (performance delivery dates)

Key strengths / Innovation

What's in it for Partner?

- ✓ A growing and sustainable brand
- ✓ Durability products
- ✓ Accompaniment of partners with all necessary documents and certificates for selling products

What's in it for Partner professional customers?

- ✓ Organization of product training for partners and technical support
- ✓ Thoughtful and wide range of products
- ✓ The company is responsible for the highest level of quality and after sales service.

Limitations

- ✓ Big orders (above 50 000\$) are required additional time frame for producing



Presentation
Catalog



RUSSIAN
EXPORT CENTER

31

Back to Categories



TREK-E KOMPOSIT

MORE THAN 20 YEARS OF EXPERIENCE IN THE PRODUCTION OF HIP JOINT PROSTHESIS AND TOOLS FOR THEIR INSTALLATION. MANUFACTURING PROCESSES AND QUALITY CONTROL ARE ORGANIZED IN ACCORDANCE WITH INTERNATIONAL STANDARDS. THE COMPANY HAS A NUMBER OF UNIQUE TECHNOLOGIES THAT ALLOW IT TO ENGAGE IN EXPORT ACTIVITIES.

General and Financial Information

- Total Sales 2019 (RU & International) 30 mln rub
- Total Market share (Russia & Other Countries)
 - ✓ Russia 10%
 - ✓ Other Countries 0 %
- Main relevant product groups within company Portfolio:
 - ✓ ZIMMER BIOMET
 - ✓ DePuy Synthes
 - ✓ Stryker
- Logo's of relevant brands:
- Currently present in: Russia, Czech Republic



stryker



- Main buyers: Distributors
- Cooperate with:
 - ✓ Russia: Rosatom, Rostech
 - ✓ Export: Mebster (Czech Republic)
- Certification: On Russian territory

Points of differentiation compared with other market players?

- ✓ The main material for the production of implants and tools is Russian high-quality titanium.
- ✓ The technology for the production of titanium forging for the group blank of the femoral component of the hip prosthesis was developed and introduced.
- ✓ We emphasize the environmental friendliness of this technology and compliance with the most stringent requirements of careful production.
- ✓ All processes are carried out in a single production specially designed for the manufacture of hip prosthesis.
- ✓ Original technology of hip joint prosthesis heads production with high-precision geometry.

Key strengths / Innovation

What's in it for Partner?

- ✓ **Private Label**
- ✓ Our company is a family business so we are responsible for the highest level of quality
- ✓ Flexible payment terms for regular professional customers
- ✓ Lack of distributors abroad

Innovations

- ✓ Own manufacturing technology of the hip joint prosthesis stems from titanium alloy.
- ✓ Own technology of applying a porous coating of metal. Similar equipment is not produced in Russia.
- ✓ Own technology of grinding and polishing modular heads.
- ✓ We are ready to supply 100,000 (Russia) + 300 000 and more (Export) pieces of femoral components per year. In monetary terms, this is 4 billion rubles.
- ✓ Also, this technology allows you to quickly and cost-effectively switch to different types of femoral components.
- ✓ The high accuracy of the manufactured workpiece allows you to organize a robotic line for the production of femoral components.
- ✓ The strength characteristics of titanium when using this technology allow us to produce rasps.
- ✓ The technology is eco-friendly.

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Catalog



RUSSIAN
EXPORT CENTER

32

Back to Categories

MEDICAL EQUIPMENT STANDARD

THE ZARYA GROUP OF COMPANIES

DESIGNS, MANUFACTURES AND SUPPLIES PHYSIOTHERAPY AND REHABILITATION EQUIPMENT. WE USE AND INTRODUCE INNOVATIVE TECHNOLOGIES AND PURSUE A POLICY OF THE RATIONAL USE OF NATURAL RESOURCES

General and Financial Information

- Total Sales (RU & International): 3 203 518 EUR (2019)
- Total Market share (Russia & Other Countries): 3 % Export
- Main relevant product groups within company Portfolio:
- ✓ Rehabilitation aids: medical exoskeleton E-helper, Imitron Walking Simulator, Balance master Simulator, Rehabilitation glove Anika, Reaterra Treadmill, Alter Step Dynamic Stair Trainer
- ✓ Physiotherapy equipment-magnetotherapy device RWave, Magnetoturbotron, electrostatic massager Elgos

- Logo's of relevant brands:



- Currently present in: Belarus, Uzbekistan, Moldova, Kazakhstan, Kirgizstan, Republic of Srpska
- E-commerce: MedicaExpo
- Main buyers: Health care facilities/distributors
- Cooperate with:
- ✓ -RMANPD, Department of Physical Therapy, Sports Medicine and Medical Rehabilitation;
- ✓ -GOU DPO "SPb MAPO", Department of Physiotherapy (FSEI HPE "SPb GMA named after I. I. Mechnikov");
- ✓ -Research Institute of Urology and Interventional Radiology N. A. Lopatkina;
- ✓ -FSBI "National Medical Research Center of Obstetrics, Gynecology and Perinatology named after V. I. Kulakova."
- Certification: № POCC RU Д-РУ.АД37.В.02602/18, № POCC RU. Д-РУ.АД37.В.02602/18, № POCC RU .0001.11Ar81, № POCC RU .0001.11Ar81

Points of differentiation compared with other market players?

- ✓ Our devices are the most advanced, effective, user-friendly technology combination.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ our products represent a constant technological solution to meet the needs of rehabilitation facilities.
- ✓ customer focused
- ✓ reasonable pricing

Innovations

- ✓ Service and support
- ✓ Direct line of communication
- ✓ Unique customisation

Limitations

- ✓ Medical device certification



Presentation
Catalog



RUSSIAN
EXPORT CENTER

33

Back to Categories



INNOMED, LTD.

DEVELOPMENT AND IMPLEMENTATION OF MEDICAL EXOSKELETONS. IN ORDER TO CREATE PRODUCTION AND FURTHER PROMOTION ON RUSSIAN AND FOREIGN MARKETS RANGE OF EXOSKELETONS AND OTHER INNOVATIVE PRODUCTS CREATED BY THE COMPANY "INNOMED", WHICH FORMS AN OVERALL STRATEGY TO MARKET THESE INNOVATIVE PRODUCTS: FROM THE CREATION OF PRODUCTION CAPACITIES UNTIL THE FORMATION OF A MARKETING POLICY TO PROMOTE THE FINAL PRODUCT.

General and Financial Information

- Total Market share (Russia & Other Countries) 100% Russia
- Main relevant product groups within company Portfolio:
 - ✓ exoskeletons of the upper extremities "Exar 34", exoskeleton for the endosurgeons Rex-S
- Currently present in: Russia
- E-commerce:
- Main buyers: "Exar 34": patients with arthrogryposis, cerebral palsy, various types of myopathy, plexopathies of the branches of the brachial plexus and other pathologies that cause upper flaccid para-monoparesis. Rex-S: endosurgery doctors
- Certification: Patent for invention

Points of differentiation compared with other market players?

- ✓ Lightness,
- ✓ Mobility,
- ✓ Compactness,
- ✓ Uniqueness,
- ✓ Low cost

Key strengths / Innovation

What's in it for Partner?

- ✓ Advantages of exoskeleton Rex-S for endosurgeons:
 - Safe for the surgeon and his patient;
 - has the ability to support the elbow-supports the hands;
 - does not limit the scope of the surgeon's movements in the main joints and especially in the joints of the hand;
 - supports the back, preventing the torso from tilting
 - durable and reliable in operation;
 - independent of power sources;
 - mobile;
 - has the ability to adapt to the body size;
 - has the ability to be sterilized and (or) be under a sterile dressing gown;
 - affordable for the mass consumer;
 - does not affect the operation of electronic and optical equipment;
 - it is possible to replace the elements of the exoskeleton structure as it wears out and to include additional options (modular principle);
 - has the ability to combine with the device for unloading the legs;
 - made of magnesium-aluminum alloy.

Innovations

- ✓ fragments of the structure repeat the structure of the upper limb of a person;
- ✓ have the ability to adapt to the anatomical parameters of the limbs;
- ✓ made of light, strong and biologically inert materials;
- ✓ have the ability to replace the structural elements of the exoskeleton as the child grows;
- ✓ affordable for the mass consumer
- ✓ mobile and independent of power sources;
- ✓ made of magnesium-aluminum alloy

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iconlab

Developing acrylic implants for hernia repair and neurosurgery, bone cement and ICP

IconLab GmbH, is a company based in Russia, with a history of production of polymeric implants with high biocompatibility and biostability. We combine cutting-edge technology in the fields of chemistry and biophysics in order to create products easy and comfortable to use in everyday life for both the surgeon and the patient.

ICONLAB GMBH. RUSSIA, NIZHNY NOVGOROD

DEVELOPMENT AND PRODUCTION OF POLYMER ENDOPROSTHESES FOR NEUROSURGERY, EMERGENCY SURGERY AND HERNIA AND BONE CEMENT AND ICP (INDIVIDUAL CRANIOPLASTY)

General and Financial Information

- Total Sales (RU & International) (2019) – 43,5 million rubles
- Total Market share: Russia – 99%, Other Countries – 1 %
- **Main relevant product groups within ICONLAB GmbH. Portfolio:**
 - ✓ implants for ventral reconstruction hernias,
 - ✓ implants for reconstruction inguinal hernias, by the Lichtenstein method of and TAPP technology
 - ✓ implants for reconstruction umbilical hernias,
 - ✓ implants for reconstruction paracolostomy hernia,
 - ✓ implants for reconstruction postoperative abdominal hernias,
 - ✓ Specially designed drainage anti-adhesion plate for the treatment of peritonitis with programmable laparostomy and LPWT-therapy,
 - ✓ A wide range and size range, combined with unique anti-adhesive and anti-shrink properties allows apply Reperen material in neurosurgery, traumatology and plastic surgery,
 - ✓ New Rekost material for use in medicine in liquid form as bone cement,
 - ✓ New Rekost material for solid medical use as a ICP (Individual Cranioplasty)
- Logo's of relevant brands: ICONLAB GmbH.
- Currently present in: Russia and many other countries
- Main buyers: abdominal, laparoscopic, bariatric surgeons, neurosurgeons, otolaryngological surgeons, orthopedists, plastic and cardiac surgeons and medical distribution companies
- Cooperate with:
 - ✓ Russia: Medical Business Community, Nano Medical Group, Med and Marko and many others
 - ✓ Export: : Galamat Integra (Kazakhstan), Ultra Vision Pakistan (Pakistan), Farmlink (Ukraine)
- Certification: Registration certificate of Russia, CE certificate (3 group), FDA (I group), ISO 13485



Points of differentiation compared with other market players?

- ✓ Today it is the only technology that allows you to receive absolutely monolithic spatially cross-linked polymer,
- ✓ Controlled growth fibroblasts excluded factor adhesion,
- ✓ REPEREN® has no micropores and excludes adhesion,
- ✓ REPEREN® acts as a biomatrix for controlled tissue growth,
- ✓ Implants are approved for use in Russia, Europe and the United States (FDA received in August 2017),

Key strengths / Innovation

What's in it for Partner?

- ✓ **Privat label: REPEREN® and REKOST®,**
- ✓ Own innovative registered materials REPEREN® and REKOST®,
- ✓ We use advanced technologies in the field of chemistry and biophysics,
- ✓ We have extensive experience in the research and development of medical devices,
- ✓ Created their own products - REPEREN® and REKOST® with high compatibility rates.

Limitations

- ✓ Restrictions may arise due to the uncertainty of the conditions for the supply of products and due to force majeure actions. We always try to optimize production and provide products for...



Presentation

Catalog



RUSSIAN
EXPORT CENTER

35

Back to Categories

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CONMET LLC

RUSSIAN MANUFACTURER OF TITANIUM IMPLANTS FOR DENTISTRY, CRANIO-MAXILLOFACIAL SURGERY, TRAUMA AND SPINE SURGERY. CONMET LLC IS IN THE TOP-3 MANUFACTURERS OF TITANIUM IMPLANTS IN RUSSIAN FEDERATION

General and Financial Information

- Total Sales (RU & International): 445 609 000 RUB (2018)
- **Main relevant product groups within company Portfolio:**
 - ✓ Dental implants
 - ✓ Implants and instruments for cranio-maxillofacial surgery
 - ✓ Spine implants
 - ✓ Implants for trauma
 - ✓ Custom-made implants
- Currently present in:
 - ✓ CIS countries, European Union and Latin America
- Main buyers: Distributors of medical devices
- Cooperate with:
 - ✓ Leading universities, institutes and hospitals in developing medical devices
- Certification:
 - ✓ All medical devices produced by CONMET LLC are CE certified. Manufacturing meets ISO 9001 and ISO 13485 standards

Points of differentiation compared with other market players?

- ✓ Complete portfolio of titanium implants for dentistry
- ✓ ISO 9001 and ISO 13485 standards
- ✓ Patented bioactive surface technology
- ✓ Manufacturing of 3D custom-made implants
- ✓ Possibility for doctors to work closely with R&D department

Key strengths / Innovation

What's in it for Partner?

- ✓ Wide portfolio of titanium implants
- ✓ High quality products
- ✓ Marketing support
- ✓ Education for doctors and sales staff
- ✓ Insurance for medical within EU
- ✓ Custom-made device manufacturing

Innovations

- ✓ Bioactive surface technology
- ✓ 3D manufacturing for custom-made devices
- ✓ High variety of patented implants

Limitations

- ✓ Distributor is required to follow the ISO 13485 standards
- ✓ Devices are manufactured after the order is placed
- ✓ Dental implant system is sold after the education is completed



conmet

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Presentation
Catalog
Video



RUSSIAN
EXPORT CENTER

Back to Categories



MEDENG

THE LEADING RUSSIAN MANUFACTURER OF IMPLANTABLE MEDICAL DEVICES. MORE THAN 100 000 SAVED LIVES

General and Financial Information

- Total Sales 11 mln.USD total sales
 - ✓ 96% domestic market,
 - ✓ 4% overseas sales
- Total Market share (Russia & Other Countries) : Up to 40% market share in Russia (depending on a particular product)
- **Main relevant product groups within company Portfolio:**
 - ✓ Implantable medical devices for cardiac surgery: prosthetic heart valves, annuloplasty rings, patches
 - ✓ Surgical suture material
 - ✓ Coronary stents
 - ✓ Implants for traumatology and orthopedics
 - ✓ Products for
- Potential buyer: Hospitals, distributors of medical devices.
- Logo's of relevant brands:
- Currently present in: CIS countries, the Netherlands, Syrian Arab Republic
- Main buyers: Hospitals, distributors of medical devices
- Cooperate with:
 - ✓ Russia: Penza Federal Cardiovascular Centre, E.Meshalkin National Medical Research Center, A.N. Bakulev National Medical Research Center of Cardiovascular Surgery
 - ✓ Export: CardiaMed B.V. (Netherlands)
- Certification: ISO 13485 Certificate, Registration certificates as per the Russian national standards, Declarations of conformity



Key strengths / Innovation

What's in it for Partner?

- ✓ Products corresponding to the highest quality standards
- ✓ Flexible pricing policy
- ✓ Wide product range
- ✓ Registration valid in CIS countries
- ✓ Private label and off-label options

Innovations

- ✓ Our company is striving to bring up to life the most advanced technologies in tissue engineering, material processing and production techniques.

Limitations

- ✓ The market of implantable medical devices is very inert
- ✓ Many countries require local registration with the Ministry of Health which is very expensive and time-consuming.

Points of differentiation compared with other market players?

- ✓ Time proven innovative technologies
- ✓ Full product portfolio in various medical spheres
- ✓ Value for money
- ✓ Long experience in the market



Disinfectants & Personal Care



[Back to Main Categories](#)



INTERSAN-PLUS LLC

A LEADING RUSSIAN MANUFACTURER OF DISINFECTANTS. THE COMPANY'S MAIN AREA OF BUSINESS IS DEVELOPMENT, MANUFACTURING, AND SALES OF A WIDE RANGE OF CONTEMPORARY AND MODERN DISINFECTANTS, PACKAGING FOR STERILIZATION AND INDICATORS FOR STERILIZATION.

General and Financial Information

- Total sales (RU & International): 5 000 000 USD in Russia
✓ 500 000 USD in other countries
- Total Market share (Russia & Other Countries): 5% in Russia; 0,5% other countries
- **Main relevant product groups within company Portfolio:**
 - ✓ Hand sanitizers
 - ✓ Disinfectants for surfaces
 - ✓ Disinfectants of medical tools and medical equipment
 - ✓ Sterilants for endoscopes
- Logo's of relevant brands:
- Currently present in:
 - ✓ China, Vietnam, Philippines, Sudan, Belarus, Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan, Armenia, Moldova, Georgia
- Main buyers: hospital, clinics, beauty salons, population
- Cooperate with:
 - ✓ Russia: company X5 Retail Group, Russian Railway, TATNEFT, MIRATORG, 36.6 and GORZDRAV Pharmaceutical retail chains.
 - ✓ Export: SHINVA – China, Minh Hoang Pharmaceutical – Vietnam, South East Stars Enterprise – Philippines, DELMA – Sudan
- Certification ISO 13485, ISO 9001



Points of differentiation compared with other market players?

- ✓ Innovative disinfectants, which are capable to destroy very effectively biofilms of the bacteria
- ✓ Wide range of disinfectants for any kind of disinfection
- ✓ Smoothly running international logistics

Key strengths / Innovation

What's in it for Partner?

- ✓ We offer exclusive distribution rights to our partners
- ✓ Training and marketing support
- ✓ Documents support for the registration of the products
- ✓ Logistical support

Innovations

- ✓ Disinfectants, which are capable to destroy biofilms
- ✓ We are participants of innovation program in Skolkovo



Presentation
Catalog



RUSSIAN
EXPORT CENTER

39

Back to Categories



ORBITA SP LLC

ORBITA SP COMPANY WAS FOUNDED IN 2000 IN KIROVO-CHEPETS. TODAY THE COMPANY DEVELOPS AND MANUFACTURES A WIDE VARIETY OF COSMETICS MADE OF DIFFERENT INGREDIENTS AND WITH THE USE OF DIFFERENT TECHNOLOGIES UNDER ITS OWN BRANDS AND UNDER CONTRACTS.

General and Financial Information

- Total Sales: 300 927 000 RUB
- Total Market share (Russia & Other Countries):
 - ✓ Russia 98.5%. Other countries 1.5%.
- Main relevant product groups within Company Portfolio
 - ✓ cosmetics
 - ✓ dermatological personal protective equipment
- Logo's of relevant brands
- Currently present in : Russia, Kazakhstan, Kyrgyzstan, Belarus, Georgia, Azerbaijan.
- E-commerce : Wildberries, Lamoda.ru, beru.ru, ozon.ru, scent.ru, edemcosmetics.ru.
- Main buyers: Traders, distributors, wholesale companies, retail chains
- Cooperate with :
 - ✓ Russia: Metro Cash & Carry, Kursk Pharmaceutical Warehouse, Health Planet
 - ✓ Export: «Galaktika Distribution» (Kazakhstan), Sinai Consult (Kyrgyzstan), MG-company (Georgia), Fenix Trade (Azerbaijan)
- Certification: Quality management system GOST R ISO 9001.

Points of differentiation compared with other market players?

- ✓ Developing and promising brands. The company's products were awarded diplomas of the 100 Best products of Russia contest, PRIVATE LABEL AWARDS, CADEX ASIA DENTAL-2019, Central Asia Beauty-2019, and InterCHARM exhibitions.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label: Yes
- ✓ Working with the manufacturer
- ✓ All products are certified

Innovation

- ✓ The company uses high-quality raw materials from the largest manufacturers of Germany, France, and the United Kingdom.
- ✓ Modern laboratory and professional team of technologists allow us to create and test the most advanced developments for various segments of the cosmetic market.

Limitations

- ✓ No supply limitations



СОБСТВЕННЫЙ
ОТДЕЛ ВЭД



ВЫСОКИЕ СТАНДАРТЫ
КАЧЕСТВА
ПРОИЗВОДИМОЙ
ПРОДУКЦИИ



ПРОИЗВОДСТВО
ПРОДУКЦИИ
«ПОД КЛЮЧ»



ПОДТВЕРЖДЕНИЕ
ЭФФЕКТИВНОСТИ
ПРОДУКТОВ





MEDLEXPROM LLC

MEDLEXPROM LLC IS ONE OF THE LEADING RUSSIAN MANUFACTURERS OF DISINFECTANTS FOR HEALTHCARE, FOOD INDUSTRY AND HORECA. WE PRODUCE EXCEPTIONALLY HIGH-QUALITY PRODUCTS SINCE 2003.

General and Financial Information

■ Main relevant product groups within company Portfolio:

- ✓ concentrated disinfectants
- ✓ ready-to-use skin antiseptics and disinfectants for rapid disinfection
- ✓ disinfecting liquid soap
- ✓ detergents

■ Logo's of relevant brands:



■ Currently present in: CIS

■ Main buyers: healthcare facilities (hospitals, clinics, etc.), food industry enterprises, HoReCa

■ Certification: The quality management system of MEDLEXPROM LLC is certified for compliance with the international standard ISO 9001 in TÜV Thüringen e.V. (Germany) and the environmental management system is certified for compliance with GOST R ISO 14001.

Points of differentiation compared with other market players?

- ✓ Combination of high efficiency, safety and economy. MEDLEXPROM LLC develops disinfectants and detergents in cooperation with leading research institutes of the EAEU Member States.
- ✓ Products are based on various active substances (active oxygen, aldehydes, cationic surfactants, alcohols, acids, alkalis) and packed in various package (from small 50ml bottles to large 200L barrels).

Key strengths / Innovation

What's in it for Partner?

- ✓ integrated approach to sanitation and hygiene
- ✓ product quality guarantee
- ✓ organizational and methodological support
- ✓ active and flexible, competent and reliable company

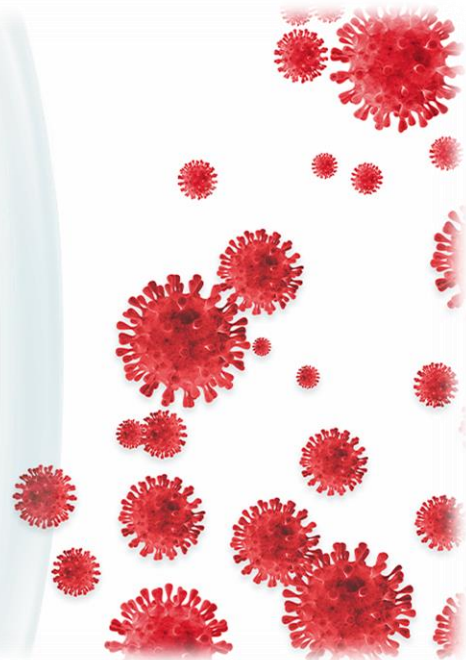
**We take care of people. We strive to ensure their safety in the field of sanitation and hygiene.
In all spheres of their activity. All over the world.**





ATOMHIM

scientific and production company



SCIENTIFIC AND PRODUCTION COMPANY "ATOMHIM", LLC

PRODUCTION OF AN ALCOHOL-BASED SKIN ANTISEPTIC WITH MOISTURIZING COMPONENTS TO PROTECT THE SKIN FROM DRYING OUT AND EXTERNAL FACTORS

General and Financial Information

- Total Sales (RU & International): 10 million rubles.
- Total Market share (Russia & Other Countries): As of April 1, 2020, sales are made only in Russia.
- Main relevant product groups within company Portfolio: Alcohol-based skin antiseptic «Linepro» with added disinfectants for active virus control.



ATOMHIM

scientific and production company

- Logo's of relevant brands:
- Main buyers: Catering establishments, social security institutions, educational and medical institutions.

Cooperate with:

- ✓ Russia: company (country): Rostaneft, Stroylandiya;
- ✓ Export: company (country): Kazakhstan (small and medium-sized enterprises).

- Certification: The company has all the necessary certificates for the delivery of goods to the countries of the Eurasian economic Union.

Points of differentiation compared with other market players?

- ✓ More than 5 years on the market.
- ✓ 29 franchises in Russia and the CIS.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: franchise (minimum requirements for opening production-an area of 50 sq. m., heating, water supply, Sewerage, 380 V).
- ✓ Competent logistics system with several warehouses of finished products in the largest cities of Russia, which guarantees timely receipt of orders.
- ✓ Exclusive rights to purchase high-quality isopropyl alcohol in the home region.

Innovations:

- ✓ The presence of moisturizing components to protect the skin from drying out and external factors.

Limitations:

- ✓ 300 tons per month.



Presentation



RUSSIAN
EXPORT CENTER

42

Back to Categories

GOL[®]



"NOVIY DOM", LLC
chemical industry



NOVIY DOM LLC

General and Financial Information

- Total sales (RU & International, 2019): – 12,5 mln euro
 - ✓ 73% - Russia
 - ✓ 27% - other countries
- **Main relevant product groups within company Portfolio:**
 - ✓ disinfectants
 - ✓ sanitizers
 - ✓ liquid soap
 - ✓ antibacterial paints and varnishes
- Logo's of relevant brands:



E-COMMERSE:



CURRENTLY PRESENT:



Armenia



Azerbaijan



Belarus



Canada



Georgia



Great Britain



Kazakhstan



Kyrgyzstan



Latvian



Moldova



Mongolia



Tajikistan



Uzbekistan

- MAIN BUYERS: retailers, service industry, medical institution, utilities, industrial enterprises
- COOPERATIVE WITH:



Points of differentiation compared with other market players?

- ✓ compounds with the use of silver ions:
- ✓ prolonged antibacterial action
- ✓ safety and eco-friendly
- ✓ safe for allergies
- ✓ the effectiveness is confirmed by expert opinions
- ✓ an economical product line has been developed

Innovation

- ✓ flexible discount system
- ✓ possibility of manufacturing the product according to the customer's requests
- ✓ possibility of manufacturing the product under own trademark



Catalog



RUSSIAN
EXPORT CENTER

43

Back to Categories

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SYNERGETIC ENVIRONMENTAL DETERGENTS MANUFACTURER

General and Financial Information

- Total Sales (RU & International) 2 000 mln RU/ 25,9 mln Euro w/o VAT (2019)
- Total Market share (Russia & Other Countries) 80 % (Russia) /20 % (International)
- Main relevant product groups within company Portfolio (l/ 2.75/ 5 L):
 - ✓ dishwashing gel
 - ✓ laundry products
 - ✓ cleaning products
 - ✓ cosmetic
- Logo's of relevant brands:
- Currently present in: Kazakhstan, Belarus, Uzbekistan, Kirgizia
- E-commerce: OZON.RU, BERU.RU, WB.RU
- Main buyers: : Distribution/Traders/HoReCa
- Cooperate with:
 - ✓ Russia: «Auchan» (Russia) X5 RG, «Vkusvill» (Russia), Magnit (Russia), REWE GROUP
 - ✓ Export: GREEN (Belarus)
- Certification ICEA ISO 9001



Points of differentiation compared with other market players?

- ✓ Hypoallergenic flavorings based on natural essential oils give our products aromas
- ✓ We only use food coloring agents to give color to some of our products
- ✓ We use surfactants (surfactants) derived from renewable plant materials, not from oil. At the same time, due to innovative developments, they are not inferior in efficiency to aggressive components!
- ✓ We conduct tests for the toxicity index using the IN VITRO method without harming animals

Key strengths / Innovation

What's in it for Partner?

- ✓ The best European equipment and raw materials ensure stable and high quality of our products!
- ✓ High demand for product quality
- ✓ Caring about the environment
- ✓ Lack of distributors in countries excluding except Russia, Kazakhstan, Uzbekistan and Belarus
- ✓ Year-round marketing activities and marketing support

What's in it for Partner professional customers?

- ✓ Grateful customers are healthy, beautiful people
- ✓ We want to help you make home cleaning easy and safe! That's why our motto is: I love my family!
- ✓ Favorable price positioning, significant difference relative to the main competitors
- ✓ Children's hypoallergenic product line without dyes and shock absorbers-the best seller in children's stores
- ✓ Children's hypoallergenic product line without dyes and shock absorbers - care for our children.



Presentation
Catalog
Video



RUSSIAN
EXPORT CENTER

44

Back to Categories

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NEW CHEMICAL TECHNOLOGIES CO., LTD

THE NEW CHEMICAL TECHNOLOGIES COMPANY IS A RUSSIAN MANUFACTURER OF HOUSEHOLD CHEMICALS

General and Financial Information

- Total Sales (RU & International)
 - ✓ From January to September 2019 – 1 870 311,13 euro
- Main relevant product groups within NCT Portfolio:
 - ✓ Palmia dishwashing liquids for hand dishwashing
 - ✓ Palmia dishwashing liquids for automatic dishwashing
 - ✓ WELLERY liquid laundry detergents
 - ✓ WELLERY fabric softeners
 - ✓ Mr.Glatt all-purpose cleaning products for waterproof surfaces
 - ✓ Logo's of relevant brands:
- Currently present in: USA, Finland, Kazakhstan, Turkmenistan, Latvia, China
- Main buyers: Traders
- Cooperate with: Russia: Magnit, Lenta, Detmir, Ozon, Wildberries, Votonia, Karusel, Perekrestok, USA: Amazon, Finland, Kazakhstan, Turkmenistan, Latvia, China: Distributors
- Certification: ISO 9001, ready to urgent certifications in named above countries.

Points of differentiation compared with other market players?

- ✓ Availability of hypoallergenic, eco-friendly products made from biodegradable components and raw materials of natural origin in the assortment.
- ✓ Doypack packages, made of a three-layer high-barrier film (PET + oriented polyamide + polyethylene). This package is easy to transport, safe for people, recyclable, not harmful for the environment.
- ✓ Producing own fabric softeners. NCT uses unique aromas based on natural fragrances and created in consideration with consumers preferences.
- ✓ Palmia Automatica is the best product for automatic dishwashing according to the results of the 1st International Contest BASF Cleaning Awards 2018. WELLERY Intensive Color liquid laundry detergent is the best in «Perfect marketing decision» nomination according to the results of the Contest.

WELLERY
everything you've ever washed for

Palmia
Evolution of perfection

Glatt

Key strengths / Innovation

What's in it for Partner?

✓ Private Label



- ✓ New Chemical Technologies for washing, dishwashing and cleaning
- ✓ Flexible and fast-moving company
- ✓ Complete production cycle: developing – producing – bottling – logistics
- ✓ NCT is developing in accordance with the trends of the market of household chemicals
- ✓ Releasing at least 4 new SKUs per year, which often become pioneers in the market of household chemicals
- ✓ NCT acts exclusively in the interests of the consumer
- ✓ 3 main principles: safety, efficiency, aesthetics
- ✓ Contract manufacturing – one of the NCT's business activities. High-quality products under your brand.

What's in it for Partner professional customers?

- ✓ Actively developing corporate sales
- ✓ The NCT range includes products from the Proff series: products for hand and automatic dishwashing, cleaning
- ✓ We can deliver products in package of any volume

Limitations

- ✓ MOQ of NCT products – 20 FCL or auto truck.





GRASS



THE GRASS LLC

GRASS IS A RUSSIAN MANUFACTURER OF PROFESSIONAL CLEANING PRODUCTS, HAND AND BODY DETERGENTS AND PROFESSIONAL CAR CARE PRODUCTS

General and Financial Information

- Total Sales (RU & International): 47 mln Euro w/o VAT (Russia)
- Total Market share (Russia):
 - ✓ Liquid soap in MAGNIT (7,7 % in 2018, 19884 retail stores): 7,9%, the 3rd place
- Main relevant product groups within GRASS Portfolio:
 - ✓ Liquid soap
 - ✓ Showers gels
 - ✓ Bathroom cleaners
 - ✓ Kitchen cleaners
 - ✓ Floor cleaners
 - ✓ Detergents for clothes
 - ✓ Dishwashing products
 - ✓ Air fresheners
- Logo's of relevant brands:
- Currently present in:
 - ✓ Austria, Albania, Armenia, Azerbaidzhan, Abkhasia, Belarus, Belgium, Bulgaria, Bosnia and Herzegovina, Hungary, Guinea, Germany, Greece, Georgia, Israel, Ireland, Spain, Kazakhstan, Cyprus, Kirgizia, China, Latvia, Lithuania, Macedonia, Mali, Malta, Moldavia, Mongolia, the Netherlands, Poland, Romania, Senegal, Slovakia, Serbia, Slovenia, the UAE, Tadzhikistan, Turkmenia, Uzbekistan, Ukraine, France, Croatia, the Czech Republic, Switzerland, Estonia
- Main buyers: Traders
- Cooperate with: TANDER JSC "Magnit" (Russia), X5 Retail Group (Russia), Leroy Merlin (Russia)
- Certification: We are ready for operational certification in countries where Partner is present



Points of differentiation compared with other market players?

✓ Private Label

- ✓ Branch companies with warehouses in the Czech Republic and China
- ✓ Active participation in international industrial and professional exhibitions
- ✓ GRASS ("Milana" liquid soap and "Vita Paste") was awarded in "100 best goods of Russia" in 2015.

Key strengths / Innovation

What's in it for Partner?

- ✓ Stable growing brand – average annual growth for the last 10 years is not less than 45%
- ✓ CPNP registration in EU
- ✓ Safety Data Sheet availability
- ✓ High quality products

What's in it for Partner professional customers?

- ✓ Price-quality ratio
- ✓ Trade Marketing activities realization
- ✓ Promo supporting
- ✓ Wide product line



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Presentation



RUSSIAN
EXPORT CENTER 46

Back to Categories



VESTAR

RUSSIAN DYNAMICALLY DEVELOPING COMPANY PRODUCING WET WIPES, CLEANING DETERGENTS AND COSMETIC PRODUCTS. WITH MORE THAN 15 YEARS OF EXPERIENCE IN THE MARKET, IT IS ONE OF THE LARGEST MANUFACTURERS AND EXPORTERS IN THE REGION

General and Financial Information

- Total Sales (RU & International) 1 bln RU (2019)
- Total Market share (Russia & Other Countries)
 - ✓ 91,4% (Russia)
 - ✓ 8,6% (Other Countries)
- **Main relevant product groups within company Portfolio:**
 - ✓ Liquid household detergents
 - ✓ Liquid soaps, shampoos and shower gels
 - ✓ Wet wipes
 - ✓ Antibacterial products
 - ✓ Skincare for kids
- Currently present in:
 - ✓ Russia, Belorussia, Kazakhstan, Iraq, Turkmenistan, Ukraine, Kyrgyzstan, China
- E-commerce: Alibaba, Wildberries
- Main buyers: Trading networks, distributors
- Cooperate with:
 - ✓ Russia: Auchan, Diksi, Globus, X5 Retail Group, Fix Price, other small retail chains
 - ✓ Export: Whar Group, EuroOpt
- Certification: ISO 9001 and ISO 14001

Points of differentiation compared with other market players?

- ✓ More than 500 products and 100 packing options
- ✓ High quality products at very affordable prices
- ✓ 38 international and Russian diplomas and awards
- ✓ Modern European production equipment

Key strengths / Innovation

What's in it for Partner?

- ✓ Private label and White label: Yes
- ✓ Production of high-quality products in each market segment: from economy brands to premium brands

What's in it for Partner professional customers?

- ✓ Our company has been a reliable partner for professional customers for more than 15 years
- ✓ Best logistics decisions
- ✓ Individual approach to each client



Presentation
Catalog



RUSSIAN
EXPORT CENTER

47

Back to Categories

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DRC GLOBAL (BRAND R.O.C.S.)

THE DRC COMMERCIAL AND INDUSTRY GROUP IS A RUSSIAN MANUFACTURER OF ORAL CARE PRODUCTS, COSMETICS, PERSONAL HYGIENE AND MEDICINAL PRODUCTS

General and Financial Information

- Total Sales (RU & International) more than 3,8 mln Euro w/o VAT
 - ✓ Total Market share (Russia & Other Countries)
 - ✓ 9.8% in Value (Total Russia, AC Nielsen),
 - ✓ 30% in Value (Total Russia/Pharmacy channel)
- Main relevant product groups within R.O.C.S. portfolio:
 - ✓ Toothpastes for Adults, Baby, Kids, Junior, Teens
 - ✓ Toothbrushes for Adults, Baby, Kids, Teens
 - ✓ Mouthwashes
- Logo's of relevant brands: R.O.C.S. (Remineralising Oral Care System)
- Currently present in: Ukraine, Kazakhstan and other CIS countries, Baltic countries, Germany, Turkey, UAE, Saudi Arabia, Lebanon, Japan, Taiwan, Hong Kong, Malaysia, Vietnam, Poland and Bulgaria (dental channel), Georgia, China (on-line)
- Main buyers: Traders
- Cooperate with: Metro (Ukraine, Serbia, Slovakia, Romania, Netherlands, Moldova, Bulgaria), Metro (China, India, Pakistan), Makro (Czech Republic, Poland).
- Certification: EU -> I) CPNP registration according to EC Regulation No 1223/2009. 2) Cosmetic products Safety reports (issued in EU).
- Other countries -> ready for the local certification` processing

Points of differentiation compared with other market players?

- ✓ The world`s only fluoride-less toothpaste to have been clinically proven to be effective against caries
- ✓ Over 10 patented formulations, over 50 clinical researches
- ✓ ROCS is the leader of the children`s oral care hygiene care segment and in 2016 was awarded #1 Brand toothpaste and toothbrush sales in Russia.
- ✓ Active participation in international industrial and professional exhibitions, practical and science workshops, including biggest dental IDS event in Cologne

Key strengths / Innovation

What's in it for Partner?

- ✓ Stable growing brand - average growth for the last 8 years is (+11% Value / +18%)
- ✓ Over 10 years in the market
- ✓ High quality and safe products (clinically proven formulas)
- ✓ Attractive brand and packaging design
- ✓ Flexible and immediately reaction on market changes
- ✓ Wide range of products lines for the different segments
- ✓ Very good experience in cooperation with Metro in Russia

What's in it for Partner professional customers?

- ✓ Supporting marketing projects, for example participation in MetroExpo (ROCS has good experience in this in Russia)
- ✓ Trade Marketing activities realization
- ✓ Special promo packs production, including exclusivity items

Limitations

- ✓ Registration` in the new countries excluding EU
- ✓ Lack of distributors in the new countries for R.O.C.S. excluding EU





NAUKA, TEKHNIKA, MEDICINA LLC (SCIENCE, TECHNICS, MEDICINE)

General and Financial Information

- Total Sales (RU & International): 212 mln RUR
- Total Market share (Russia & Other Countries): N/A
- **Main relevant product groups within company Portfolio:**
 - ✓ Medications
 - ✓ Oral care products
- Logo's of relevant brands:



- Currently present in: Russian Federation, Kazakhstan, Belorussia, and Ukraine
- E-commerce: Wildberries.ru, Ozon.ru, Beru.ru, Apteka.ru
- Main buyers: Pharmacies, Supermarkets, Drugstores, Wholesalers
- Cooperate with:
 - ✓ Russia: Ashan, OK, Lenta, Magnit, GoldenApple, Apteka.ru, Detsky Mir, Korablik, Dochki Synochki, Ulybka Radugi
 - ✓ Export: Romaks (Belorussia), Daria 2012 (Kazakhstan), TD Imperia RA (Ukraine)
- Certification: 
- We develop oral care products and drugs in cooperation with leading scientist, medical professionals, and manufacturers from Russia, Australia and China
- Our proprietary antivirus drug Jodantypirin has been proven effective in prevention and treatment of tick-borne encephalitis and other virus-induced deceases

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ We work with private labels
- ✓ Individual approach to every project
- ✓ Over 30 years of expertise in the development and production of health care products
- ✓ Customized manual and electric toothbrushes
- ✓ Toothpastes with pronounced therapeutic and cosmetic properties

Innovations

- ✓ Our new proprietary drug Galodif outstrips reference anticonvulsants in its therapeutical effect in treatment of epilepsy, has low toxicity, and does not cause drowsiness, torpidity, and slowness
- ✓ NTM's Oral Care products are safe, environment and health friendly

Limitations

- ✓ We do not have offices or representation abroad, so please get in touch with us directly via email or phone

Presentation
Catalog



RUSSIAN
EXPORT CENTER

49

Back to Categories



RUSSIAN
EXPORT CENTER

Pharmaceutical products



[Back to Main Categories](#)



OZON LLC

OZON PHARMACEUTICALS IS ONE OF LEADING COMPANIES IN RUSSIA FOR THE PRODUCTION OF GENERICS – ANALOGUES OF PATENTED FINISHED MEDICAL PRODUCTS. GENERIC DRUGS WITH INTERNATIONAL NONPROPRIETARY NAMES (INN) ARE THE BASIS OF COMPANY'S PRODUCT PORTFOLIO

General and Financial Information

- Total Sales (RU & International) : 128 750 000 USD
- Total Market share (Russia & Other Countries)
 - ✓ 125 000 000 USD pro year – domestic
 - ✓ 3 750 000 USD pro year – export
- **Main relevant product groups within company Portfolio:**
 Cardio Vascular, Neurology, Antibiotics and Antibacterials, Analgesics, Gastro Intestinal Drugs, Vitamins, Cholesterol Lowering Agents, Antidepressants, Sedatives, Anti Diabetic Drugs, Anti Allergic Drugs, AntiViral Drugs, Expectorants, Anti Cancer Drugs, Anti Fungal Drugs, Antiplatelets, Erectile Dysfunction therapy Drugs, Dermatology, Anti-Tubercular Drugs, Anti HIV, Hepatoprotectives, Phlebotonics, Vasoconstrictors, Anticoagulants, Antiseptics, Anti-Parasitic Drugs, Glucocorticoid Ointments, Immunosuppressant, Thyroid Preparations, Antidiarrheal, Pulmonology, Anaesthesia, Anti Gout, Antimigraine, Coagulants, Joint Health, Urology, Hepatology, Laxatives, Ophthalmology, Vasodilatory, Spasmolytics
- Logo's of relevant brands:
- Currently present in:
 - ✓ Azerbaijan, Afghanistan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, Uzbekistan, Yemen
- Main buyers: Large wholesale distributors, pharmacy chains, government procurement.
- Cooperate with:
 - ✓ Russia: Our company supplies its products to almost all major participants in the Russian pharmaceutical market.
 - ✓ Export: We cooperate with large distributors of the CIS countries, Southeast Asia, the Middle East, and Africa.
- Certification: Conclusion on compliance of manufacturer of medicinal products with Good Manufacturing Practices;
 - ✓ Certificate of compliance ISO 9001:2015;
 - ✓ Certificate of GMP compliance of a manufacturer, issued by Bulgarian Drug Agency;
 - ✓ Pharmaceutical manufacturer registration license No.121PM-19 dd 24.10.2019, issued by Ministry of Health of the Kingdom of Cambodia.
 - ✓ Manufacturing Site Registration Certificate No. 16963-CI dd 01.04.2020, issued by Ministry of Health of the UAE.



Points of differentiation compared with other market players?

- ✓ High quality products, confirmed by international GMP certificates.
- ✓ A wide range of products - over 350 types of medicines.
- ✓ Significant production capacity - we can fulfill the order of any volume.
- ✓ Competitive prices.
- ✓ OZON currently produces more than 253 finished pharma products under INNs in 11 dosage forms. These time-tested drugs have well established popularity among medical doctors and the public. OZON produces about 300 names of medicinal products in 11 dosage forms. The product line of the enterprise is constantly growing. The company undertakes research activities and develops new drugs.

Key strengths / Innovation

What's in it for Partner?

- ✓ **Private Label**
- ✓ Flexible pricing policy.
- ✓ Savings in logistics: the importer can get a wide range of products in one shipment directly from the manufacturer's factory.
- ✓ The ability to place large orders under state tenders.

Innovations

- ✓ Generic drugs are the basis of company's product portfolio.
- ✓ The company undertakes also research activities and develops new drugs.

Limitations

- ✓ We work with export deliveries on a prepaid basis

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Presentation
Catalog
Video



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Back to Categories⁵¹



JSC «AVVA RUS»

A FULL-CYCLE PHARMACEUTICAL COMPANY PROVIDING SERVICES FOR THE DEVELOPMENT, REGISTRATION, PRODUCTION AND PROMOTION OF DRUGS. THE PRODUCTION SITES OF JSC «AVVA RUS» ARE LOCATED IN KIROV AND OPERATE IN ACCORDANCE WITH GMP AND ISO 9001 STANDARDS.

General and Financial Information

- Total Sales (RU & International): 3.45 billion rubles
- Total Market share (Russia & Other Countries):
 - ✓ 90% for Russia,
 - ✓ 10% for Other countries
- **Main relevant product groups within company Portfolio:**
 - ✓ Drugs for the treatment of gastrointestinal diseases and metabolic disorders (Lactofiltrum, Filtrum, Mikrazim, Ursoliv, Motonium)
 - ✓ Antibacterial agents - antibiotics (Ecoantibiotics, including Ecofomural)
 - ✓ Drugs for the treatment of diseases caused by various pathogens (Ecofuril, Ecofucin, Helmindazole, Heli-Stop)



- Logo's of relevant brands:
- Main buyers: Pharmaceutical distributors and pharmacy chains
- Certification: GMP and ISO 9001

Points of differentiation compared with other market players?

- ✓ Full-cycle company (from drug development to its commercialization)
- ✓ Availability of European GMP certificates
- ✓ 90% of drugs are included in the list of vital and essential drugs
- ✓ Production of one's own substance
- ✓ Availability of original drugs in the portfolio
- ✓ Possibilities for the production of beta-lactam antibiotics

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Possibility of contract development and production <https://contract-russia.com/>
- ✓ Try to meet our goal - to be a leader in the creation of drugs with an improved safety profile

Limitations

- ✓ Limited API and excipients in a pandemic



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Presentation
Catalog



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Back to Categories



EVALAR JSC RUSSIA

WE STRIVES TO FULFILL THE ESSENTIAL PURPOSE OF ENABLING EVERY PERSON TO MAINTAIN AND IMPROVE THEIR HEALTH AND QUALITY OF LIFE, USING NATURAL, EFFECTIVE, HIGH QUALITY AND UP-TO-DATE MEDICINAL PRODUCTS: HERBAL MEDICINES, DIETARY SUPPLEMENTS, SPORTS FEED, AND NATURAL COSMETICS.

General and Financial Information

- Total Sales 155.1 million USD (RU & International 2019)
- Total Market share:
 - ✓ 87% (Russia)
 - ✓ 13% (Other Countries)
- Main relevant product groups:
 - ✓ Medicines
 - ✓ Dietary supplements
 - ✓ Cosmetics
 - ✓ Sports nutrition
- Logo's of relevant brands:
- E-commerce: Amazon, Alibaba, Аптека.ru, fitomarket.ru etc.
- Currently present in: Russia, Germany, Kazakhstan, Kyrgyzstan, Armenia, Belarus, Georgia, Serbia, Slovakia, Latvia, Ukraine, Uzbekistan, Mongolia, Hungary, Azerbaijan, Turkey, Lebanon, Cyprus, France, Australia, USA.
- Main buyers: farm distributors, chain stores, pharmacy chains, online pharmacies
- Certification: ISO 9001: 2015, ISO 22000 Certification, GMP



Points of differentiation compared with other market players?

- ✓ We are absolute leader of dietary supplement manufacture in Russia.
- ✓ We are one of the largest plants manufacturing 100% natural medicine
- ✓ Own plantations are located on the height of 1000 meters above sea level

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ Confirmed product quality
- ✓ Innovation of products
- ✓ Full production cycle
- ✓ Products are presented in all market segments in demand.
- ✓ A variety of forms of production (soft gelatin capsules, capsules, tablets, solutions, etc.)
- ✓ The use of raw materials grown in environmentally friendly conditions of the Altai region

Innovations

- ✓ Development of new natural medicines and dietary supplements,
- ✓ transfer of biologically active additives with proven clinical efficacy to the category of drugs

Limitations

- ✓ The minimum quantity 1 pallets
- ✓ Payment term: 100% prepayment



Presentation
Catalog
Video



RUSSIAN
EXPORT CENTER

53

Back to Categories

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ДАЛЬХИМФАРМ



DALKHIMPHARM JSC

OUR COMPANY IS A LEADING MANUFACTURER OF PHARMACEUTICAL PRODUCTS IN THE RUSSIAN FAR EAST AND IS ONE OF THE TOP 20 MAJOR RUSSIAN PHARMACEUTICAL COMPANIES. TODAY PRODUCT NOMENCLATURE OF THE COMPANY INCLUDES MORE THAN 150 TYPES OF MEDICINES. JSC DALKHIMPHARM IS CONFIDENTLY LOOKING TO THE FUTURE, CONSTANTLY IMPROVING ITS RESEARCH, PRODUCTION AND HUMAN POTENTIAL FOR APPLYING SCIENCE ACHIEVEMENTS IN ITS MEDICINES

General and Financial Information

- Total Sales (RU & International) 2 500 000 000 Ru and 146 000 000 USD (2019)
- Total Market share (Russia & Other Countries)
- 93.2% (Russia)
- 6.8% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ Tablets
 - ✓ Injection and infusion solutions
 - ✓ Suppositories
 - ✓ Plant extracts



ДАЛЬХИМФАРМ

- Logo's of relevant brands:
- Currently present in: Russia, USA, Japan, Kazakhstan, Uzbekistan, Turkmenistan, Mongolia
- E-commerce: -
- Main buyers: Distributors, consumers
- Certification: NoOCM RU.04-C21-160 29.05.2019; ISO № 19.2176.026 13.11.2019; № GMP-0007-000440/19.

Points of differentiation compared with other market players?

- ✓ Diversified production facilities
- ✓ Unique natural raw materials
- ✓ Successfully operating and certified quality management system
- ✓ Dalkhimpharm is constantly improving its research

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ High quality of products
- ✓ Products are certified
- ✓ Every year the product line is supplemented by 2, 3 innovative products
- ✓ Reasonable prices

What's in it for Partner professional customers?

- ✓ We are one of the top 20 major Russian pharmaceutical companies so we guarantee the highest level of quality
- ✓ Flexible payment terms for regular professional customers

Limitations

- ✓ Logistics expenditures
- ✓ Certification expenditures
- ✓ Marketing expenditures
- ✓ Lack of distributors abroad

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RUSSIAN
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Back to Categories



MEDSINTEZ LLC

PRODUCTION OF RDNA HUMAN INSULIN ROSINSULIN, SOLUTIONS FOR INFUSION, ORIGINAL ANTIVIRAL DRUG TRIAZAVIRIN

General and Financial Information

- Total Sales (RU & International) RUB 2,000 mln/ 26.4 mln US Dollars
- Total Market share (Russia & Other Countries) 30% of human insulin sales in Russia
- **Main relevant product groups within company Portfolio:**
 - ✓ Pharmaceutical drugs

- Logo's of relevant brands:
- Currently present in: Russia
- Main buyers: Regional Ministries of Health, federal distributors of drugs
- Cooperate with:
 - ✓ Russia: Protek, R-Pharm, Katren, Bayer, STADA, Teva, iVfarma etc.
 - ✓ Export: company (country) Arterium (Ukraine), Genetics Pharmaceuticals (Pakistan), Neo Science Group (UAE), Quang ANH Pharmaceutical (Vietnam) etc.



- Certification GMP Cert Bureau Veritas, GMP Cert from the Ministry of Industry and Trade of Russia, ISO 13485:2016



Points of differentiation compared with other market players?

- ✓ Registered and patented pen-injector for insulin injections
- ✓ Wide portfolio of types and dosage forms of insulins
- ✓ Our own production of API's

Key strengths / Innovation

What's in it for Partner?

- ✓ R&D Laboratory that is involved in design of new drugs
- ✓ We have experience of contract manufacturing for several big international companies
- ✓ Highly equipped Quality Control laboratory
- ✓ Manufacturing organizes according GMP standards

Innovations

- ✓ Original antiviral drugs





VECTOR-BIALGAM

THE JOINT-STOCK COMPANY "VEKTOR-BIALGAM" IS A BIOTECHNOLOGICAL COMPANY SPECIALIZED IN PRODUCTION OF PHARMACEUTICAL IMMUNOBIOLOGICAL PREPARATIONS AND PROBIOTIC PRODUCTS

General and Financial Information

Total Sales (RU & International) 549 952 000 RU

- Total Market share (Russia & Other Countries)
 - ✓ 98% (Russia)
 - ✓ 2% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ Algavak® M vaccine against viral hepatitis A
 - ✓ Probiotic products for the treatment and prevention of dysbiosis: "Bifidum BAG", "Trilact", "Ecoflor", "Probioflor Complex", "Probioflor BAG - bifido", "Probioflor BAG - lacto".

■ Logo's of relevant brands:



- Currently present in: Kazakhstan, Moldova, Turkmenistan, Uzbekistan
- E-commerce: zmo.rts-tender.ru
- Main buyers: government bodies; medical institutions; pharmaceutical enterprises; dairy plants; pharmacies; retail networks; pharmaceutical distributors
- Cooperate with:
 - ✓ Russia: company (country) Company «Medical leasing consulting»
 - ✓ Export: company (country) Company «PROLIFE GROUP» S.R.L.
- Certification: HACCP Codex Alimentarius for the production of dietary supplements, starter cultures and fermented milk products. Certificate HU 1517663 dated May 15, 2018
- GMP for the production of biologically active additives, starter cultures and fermented milk products. Certificate RU 19/818419051 of May 28, 2019
- GMP on a quality assurance system for the production of sterile drugs. No. GMP-0176-000424 / 19 dated November 28, 2019

Points of differentiation compared with other market players?

- ✓ The company «Vector-BiAlgam» JSC is the only manufacturer of hepatitis A vaccine in Russia
- ✓ The vaccine «lgavak® M» does not contain preservatives and antibiotics, is produced according to the international GMP standard
- ✓ The probiotics produced by Vector-BiAlgam have the following advantages: multi-strain, high concentration of bacteria in the preparations, high antagonistic activity against pathogenic microflora.

Key strengths / Innovation

What's in it for Partner?

- ✓ Production of products meets the international GMP standard
- ✓ Favorable commercial conditions
- ✓ The ability to produce large volumes of innovative products while maintaining high quality
- ✓ A unique manufacturing facility for the contract manufacturing of pharmaceutical injection drugs.

Innovations

- ✓ The uniqueness of the Vector-BiAlgam products lies in the fact that the production is based on the scientists' own innovative developments.
- ✓ The company has the second largest collection of strains (more than 80) of probiotic microorganisms on the territory of the Russian Federation, which allows the creation of the most physiological, biological stable and, therefore, effective drugs and products.
- ✓ High product quality is confirmed by numerous awards of Russian and international exhibitions.

Limitations

- ✓ Immunobiological production
- ✓ «Algavak® M» vaccine is available in the following forms:
 - in syringe doses of more than 7 million per year
 - in ampoules more than 7 million per year
 - in bottles of more than 4 million per year.
- ✓ Probiotic Production
 - Liquid probiotic preparations are available in bottles of 12 ml in an amount of 1,800,000 pieces per year
 - Dry probiotic preparations - 650,000 units per year.





BIOMEDSERVICE LTD

PHARMACY CHAIN FROM OMSK REGION OFFERING A WIDE RANGE OF RUSSIAN IMMUNOACTIVE PRODUCTS

General and Financial Information

- Total Sales (RU & International) 103 510 000 RUB (2018)
- Total Market share (Russia & Other Countries)
 - ✓ Russia (98%)
 - ✓ Kazakhstan (2%)
 - ✓
- **Main relevant product groups within company Portfolio:**
 - ✓ Antivirals
 - ✓ Immunoglobulins
- Logo's of relevant brands:
- Currently present in: Kazakhstan
- E-commerce: no
- Main buyers: healthcare institutions
- Cooperate with:
 - ✓ Russia: State Unitary Enterprise of Zabaykalsky Krai "Aptechny Sklad", Public Health Institution of Omsk Region "Center on Prevention and Control of AIDS"
 - ✓ Export: TOO "Densaulyk Farm Medical" (Kazakhstan)
- Certification: all certificates are available upon request from their producers

Points of differentiation compared with other market players?

- ✓ All products are produced in Russia and purchased directly from their producers
- ✓ A considerable experience of 27 years
- ✓ The company is concentrated on unique products used to boost immune system and antivirals

Key strengths / Innovation

What's in it for Partner?

- ✓ Well considered logistics ensures promptness of supplies/orders
- ✓ A wide range of products you most likely would not find anywhere else
- ✓ The company has experience of exports to the EAEU

Limitations

- ✓ Some products (vaccines, serums, etc.) require specific temperature conditions of transportation
- ✓ Some countries have specific requirements as to certification for medical products. Please contact the company's representative to learn more on them.



PARAPHARM



PARAPHARM LLC RUSSIA PENZA

General and Financial Information

- Total Sales 2018:
 - ✓ Russia – 34823000 rub.,
 - ✓ 11732000 rub.-Export
- Parapharm LLC is in the TOP-40 manufacturers of dietary supplements in Russia
- **Main relevant product groups within company Portfolio:**
 - ✓ Innovative Osteoprotectors, Sports Nutrition
- Logo's of relevant brands: Osteofiller (USA), Osteofiller Sun (USA), Osteofiller Forte (USA), Osteofiller Beauty (USA), International Trademarks: Memo-Vit, Tireo-Vit, Osteomed, Eromax, Kardioton, Leveton XXL
- Currently present in:
 - ✓ Republic of Belarus, Kazakhstan, Kyrgyzstan, Armenia, Lithuania, Latvia, USA
- Main buyers: distributors, pharmacy chains
- E-commerce: Alibaba
- Certification:
 - ✓ GOST R ISO 22000-2007 (ISO 22000:2005)
 - ✓ GOST R ISO 9001-2015 (ISO 9001:2015)

Points of differentiation compared with other market players?

- ✓ New innovative component HDBA organic complex
- ✓ 95% natural components
- ✓ Cryo processing technology of production
- ✓ Usage of whole medicinal herbs provides preservation of all biologically active substances
- ✓ Intellectual property of Parapharm LLC has international patent protection

Key strengths / Innovation

- ✓ Parapharm LLC offers to Partner new products with new consumer properties (for trade in related products):
- ✓ New innovative component HDBA organic complex (drone brood homogenate)
- ✓ 95% Natural components
- ✓ Innovative Osteoprotectors for prevention of osteoporosis: Osteomed, Osteomed Forte,
- ✓ Immunity strengthening: Osteo-Vit
- ✓ Sports Nutrition: dietary supplement Leveton Forte
- ✓ Product shelf life - 24 months
- ✓ Intellectual property of Parapharm LLC (patents for inventions and international trademarks) has patent protection in the European Union, USA, Canada, China, India, Israel, Australia, Switzerland, Ukraine, Eurasian Economic Union (EAEU), Japan, New Zealand
- ✓ Parapharm LLC in 2019 is registered in the U.S. Food and Drug Administration: №16754917626

Limitations

- ✓ Limitations may arise due to procedures of registration and certification in different countries



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Presentation



RUSSIAN
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Back to Categories



DIVIA-PHARM SAKHALIN LLC

OUR COMPANY IN RUSSIA AND IN THE WORLD THAT APPLIED SCALABLE HARDWARE TECHNOLOGY FOR THE DEEP PROCESSING OF SEA KALE (LAMINARIA JAPONICA ARESCH) WITHOUT USING CHEMICAL AGENTS BY THE CAVITATION METHOD. WE USE JAPANESE KELP (LAMINARIA JAPONICA ARESCH), WHICH IS THE ONLY KELP THAT IS INCLUDED IN THE REGISTER OF MEDICINAL HERBS IN RUSSIA AND JAPAN.

General and Financial Information

- Total Market share (Russia & Other Countries)
 - ✓ 98% (Russia)
 - ✓ 2% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ Dietary supplement "Lamina forte"
 - ✓ Micronized algae powder Laminaria Japonica
- Logo's of relevant brands: DIVIA PHARM
- Currently present in: Russia
- E-commerce: Alibaba
- Main buyers: Distributors, consumers

Key strengths / Innovation

What's in it for Partner?

- ✓ High quality of products
- ✓ The leading tool for the removal of radionuclides (radioisotopes), heavy metals, toxins and toxins from the body.
- ✓ Prevention of malignant neoplasms of various locations
- ✓ Prevention of diseases caused by a weakened immune system
- ✓ Prevention of diseases of the cardiovascular system (atherosclerosis) by lowering cholesterol and triglycerides
- ✓ Reasonable prices

Points of differentiation compared with other market players?

- ✓ Hardware technology for the deep processing of sea kale without using chemical agents by the cavitation method
- ✓ Unique natural materials
- ✓ The highest bioavailability is the main difference between the "Lamina forte" product and others produced in the world.



Health and Beauty

**AQUA
ROSA®**



AQUAROSA

AQUAROSA IS A MANUFACTURER OF PRODUCTS BASED ON BRINE FROM THE SALT LAKES OF ALTAI FOR HEALTH AND BEAUTY

General and Financial Information

- Total Sales (760 000 \$ RU & 40 000\$ International)2019
- Total Market share
 - ✓ 95% (Russia)
 - ✓ 5% (Other Countries)
- Main relevant product groups within AquaRosa Portfolio:
 - ✓ Mineral Solution, Spray and Family set for nose, throat and oral cavity (500ml,30ml)
 - ✓ Mineral tonic (AntiAcne,for child,for adults and adolescents, regenerating tonic) (200ml, 50ml)
 - ✓ Mineral scrub (Aromas of mandarin and Christmas tree, berries, cranberries, citrus) (200ml)

- Logo's of relevant brands: Aqualor, Aquamaris, Linaqua,Vichy

- Currently present in: Russia, Kazakhstan, Belarus
- E-commerce: Wildberries, Ozon,Ulmart
- Main buyers: Traders
- Cooperate with: Metro Cash & Carry, ACNA, Lenta
- Certification: Full pack of export documentation for CIS, Certificate of state registration of the Eurasian Economic Union, Declaration of Conformity of the Eurasian Economic Union, Medical device registration certificate. Ready to receive other international certificates

Points of differentiation compared with other market players?

- ✓ AquaRosa is the only manufacturer of salt sprays with lake salt.
- ✓ Reusable spray application.The special convenient design of sprays allows the buyer to pour solution into sprays.
- ✓ The affordable price of AquaRosa is on average 2 times less than its analogues.
- ✓ Local environmentally friendly raw materials - Altai lake salt
- ✓ Scientific base. The products were developed with the participation of specialists from the Novosibirsk Academgorodok. There are clinical studies of Novosibirsk specialists, as well as studies about the healing effects of lake salt.

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ From 10 000 per month of liquid products based on lake salt.
- ✓ Flexible conditions for cooperation.
- ✓ Extensive user audience
- ✓ Fast-growing promising brand
- ✓ Safe and unique product
- ✓ Growing demand for green products for beauty and health

What's in it for Partner professional customers?

- ✓ Marketing support
- ✓ High quality, uniqueness and originality of the product

Limitations

- ✓ Any production volumes - there is a potential for increasing production capacities.
- ✓ Storage and transportation: 0-30° in a dry place.



Presentation

Catalog



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Back to Categories



PHARMACY CHAIN "OMSK MEDICINE"

THE COMPANY IS FAMOUS FOR ITS ALL NATURAL AND CRUELTY-FREE APOTHECARY COSMETICS

General and Financial Information

- Total Sales (RU & International) 1 991 138 000 RUB (2019)
- Total Market share (Russia & Other Countries)
- Russia (100 %)
- Main relevant product groups within company Portfolio:
 - ✓ Classic face and body cosmetics, including ones for sauna and SPA
 - ✓ Classic medical products

- Logo's of relevant brands:
- Currently present in: Russia

ГОСАПТЕКА

- E-commerce: no
- Main buyers: Medical Institutions both public and private, SPAs
- Cooperate with:
 - ✓ Russia: Omsk Region Health Ministry, Omsk Clinical Oncology Dispensary
 - ✓ Certification TRCU

Points of differentiation compared with other market players?

- ✓ All products are fully natural and are not tested on animals
- ✓ Well reputed company with a major experience of more than 50 years
- ✓ The whole range includes serums, creams, sprays and soap and other positions

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Producer's pricing
- ✓ Different supply volumes are available upon request

Innovations

- ✓ 100% eco-friendly

Limitations

- ✓ The company ships to the EAEU but is ready to consider other countries. In this case certification is to be discussed with a potential partner.

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RUSSIAN
EXPORT CENTER

61

Back to Categories



SIBPRIBOR" LLC

TM "BAIKAL LEGEND" PRODUCES UNIQUE PRODUCTS FOR HEALTH!

General and Financial Information

- Total Sales (RU & International) 48 mln RU
- Total Market share
- 70 % Russia, 30 % export
- Main relevant product groups within company Portfolio:
 - ✓ BioChaga in powder form
 - ✓ Biodihydroquercetin in powder form
- Logo's of relevant brands: "Baikal Legend"
- Currently present in: Belorussia, South Korea, UAE, Serbia, Romania, Slovenia
- E-commerce:
- Main buyers: Pharmacies, Traders, Partners
- Cooperate with:
 - ✓ Russia: Pharmacies, Health product shops, Medical centers
 - ✓ Export: TAICA CONCEPT SRL (Romania), New Vital Star Medicines and Medical Equipment LLC (UAE).
- Certification: Full pack of export documentation for EU: Declaration of conformity
- Certificate of origin, Certificate of EAEU №RU.77.99.88.003.E.007418.07.15 dated 07.07.2015, Ru.77.99.11.003.E.0006243.12.16 dated 14.12.2016

Points of differentiation compared with other market players?

- ✓ Certificate "Made in Russia" № MIR 19.000580 dated 16.07.2019 for Biochaga dietary supplement
- ✓ Certificate "Made in Russia" №MIR 19.0005581 dated 16.07.2019 for Biodihydroquercetin dietary supplement
- ✓ Certificate "Russian Exporter" №RE 18.000096/US dated 30.03.2018
- ✓ Products consists only of natural ingredients.

Key strengths / Innovation

What's in it for Partner?

- ✓ **Private Label**
- ✓ Manufacturer
- ✓ Product shelf life - 24 and 36 months
- ✓ Products are safe . Declaration EAEU
- ✓ Registration in EU
- ✓ Exclusive products

Innovations

- ✓ Unique technology does not require extraction in hot water. Only low temperature water, deep vacuum and freeze drying are used.
- ✓ Extraction in cold water preserves all medical benefits of raw materials.
- ✓ Exclusive product: Biochaga is soluble in cold water

Limitations

- ✓ Registration as dietary supplement





TENTORIUM®

TENTORIUM® CORPORATE GROUP IS ONE OF THE LEADING PROCESSORS OF BEEKEEPING PRODUCTS IN THE WORLD AND A PRODUCER OF BEAUTY AND HEALTH PRODUCTS.

General and Financial Information

- Total Sales (RU & International) 875 mln RU/ \$13.5 mln USD w/VAT
- Total Market share (Russia & Other Countries)
 - ✓ 80% (Russia)
 - ✓ 20% (Other Countries)

- Main relevant product groups within Company Portfolio:

The base of TENTORIUM® products is natural honey, propolis, pollen, royal jelly, beeswax and other bee products.

- ✓ Food supplement
- ✓ Natural Bee products cosmetics
- ✓ Revitalizing creams
- ✓ Honey and honey compositions
- Logo's of relevant brands: TENTORIUM®
- Currently present in: over 40 countries
 - ✓ EU countries, Kazakhstan, Mongolia, Georgia, Macedonia, Serbia, Belarus, Armenia, Azerbaijan, USA,
- E-commerce: eBay, Amazon.com, Amazon.de
- Main buyers: Retailers/private customers/Chain stores/Organic stores/Sport associations/Beauty & SPA
- Certification: All according to laws of Russian Federation (certificates of commodity) , FDA # 11796527310 (USA), HASP (ISO 22000 2005), Euro Standard, Safety Certificate (EU), Eurofins tested



Points of differentiation compared with other market players?

- ✓ Natural, organic products with clinically tested results
- ✓ The HASP standard highly technological plant
- ✓ Many awards in Russia and worldwide
- ✓ More than 11 international patents

Key strengths / Innovation

What's in it for Partner?

- ✓ Small, medium and large wholesale supplies of the products from our warehouse
- ✓ High-quality product manufactured at a unique European-standard facility designed and constructed by German engineers
- ✓ Delivery of products in due time
- ✓ Full information on Tentorium® products and product positioning
- ✓ Customs clearance procedures for export
- ✓ Documentation and product samples necessary for certification of the products
- ✓ Flexible financial policy
- ✓ A personal client manager who will make our partnership maximum smooth and effective

Optional Extra Services:

- ✓ Your private label products manufacturing
- ✓ Adapting products, product labels and POS materials for your region market
- ✓ Producing and/or packaging your products at our facility
- ✓ Providing logistic and marketing support
- ✓ Trade Marketing activities
- ✓ New unique product
- ✓ Proven results



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RUSSIAN
EXPORT CENTER 63

Back to Categories