

Pharmacy 2008: Industry Performance and Development Prospects in Russia and CIS

CONFERENCE DATE:

20- 21 November 2008

CONFERENCE TITLE:

"Pharmacy 2008: Industry Performance and Development Prospects in Russia and the CIS"

VENUE: Cape Town, South Africa

Pharmaceutical market is one of the most dynamic sectors of economy in Russia and CIS. The Russian pharmaceutical market has been valued at \$3.75 billion in 2005 and it has witnessed steady growth for the past five years.

There is also new government drug reimbursement system begun in January last year which still has a number of problems to overcome. Russia's DLO reimbursement programme—which provides free-of-charge prescription drugs to low-income Russians—run out of money already and Russian government 6 months behind their payment schedule (it should be only 90 days). There is also no basic statistics provided by DLO authorities know how many and what sort of medicines were required by patients, furthermore authorities excluded from

Who should attend:

From International and domestic Pharmaceutical Companies (manufactures, distributors, wholesales)

CEO, Deputy CEO, Regional Vice President, Area Managers (CEE, Eastern Europe, Russia) Directors of Regional Sales (CEE, CIS), Marketing Directors, International Network Directors, and Heads of departments: Corporate Planning, International Strategy, Business Development, Research and Development, Project Managers

DLO all expensive innovative drugs replacing them with cheap generics. Consequently, it will badly affect international innovative companies so the question arises what they intent to do next? In spite of these extremely adverse circumstances, it seems that many large pharmaceutical companies are choosing to remain part of the DLO system for now, encouraged by the prospect of strong future growth

The Russian pharmaceutical market is dominated by foreign producers, which account for about two-thirds of total market value. Russian pharmaceutical manufacturers admit that their products cannot compete with Western products in terms of quality. More international companies are trying to enter market either by opening their own office or via M&A of regional pharma companies, there have been quite a few deals recently in Russia but not in Ukraine. However, Ukrainian companies “are ready” to be acquired.

Conference gives an opportunity to share unique and valuable experience with those successfully working in the sector by mean of case studies and by variety of timely important topics presented by speakers. Networking sessions will offer an opportunity to meet new colleagues or renew partnership, exchange experiences and expertise with peers and connect with sector leaders

Who should attend:

Financial Institutions and Investment Banks:

Head of Corporate Finance department,
Heads of departments:
New Business development, Project Finance, Portfolio Managers,
Pharmaceutical Sector Analysts

Supporting industries: various equipment manufactures and service providers (ex: It - industry)

Marketing Directors,
Business Development Managers

The conference will cover the following topics

Governmental Initiatives to Support Markets Development and drug reimbursement system

Investment Attraction

Sharpening Companies. Competitive Edge.

Russian and CIS Pharmaceutical Industry development: Market Results Review 2008

M&A in Russia and Ukraine.

Forecast of Emerging markets and mechanics of improving sales on the existing markets.

Global Distribution.

Intellectual property protection.

Questions of tax risks and overpayments

Access. Innovation. Mobilisation. Security.

Transitions to GMP

Partners:



Ассоциация международных фармацевтических производителей

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Fax: E-mail:	
Participant details:	
Delegate 1: Name: Position: Tel., e-mail:	
Delegate 2: Name: Position: Tel., e-mail:	
Delegate 3: Name: Position: Tel., e-mail:	
Currency of payment:	\$ / € / £
Fee:	1695 GBP (Great Britain pounds)
Basic Package (Participation in the conference; Translation; Course materials; Lunch, coffee breaks)	

Method of Payment accepted/Метод оплаты:

- Bank transfer**
- Credit Card (VISA, MasterCard, American Express)**

If you wish to pay by credit card please full in the following /

- VISA MasterCard American Express

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