

PHARMSTANDARD - LEADING **RUSSIAN** PHARMACEUTICAL COMPANY

Analyst & Investor Day

9 September 2010

Agenda

15.00-Registration

15:30 - Welcoming speech - Igor Krylov, CEO

15:45 - 1H2010 IFRS Results – Elena Arkhangelskaya, CFO

16:15 - Market Trends and Product Overview for 1H2010 – Olga Mednikova,
CSMO

17:00-Coffee Break

17:30 - Medical Division: R&D of new medications – Alexander Obukhov,
MD

18:00- Q&A Session

18:30 - Cocktail party

Business & Strategy



Igor Krylov, CEO JSC Pharmstandard

- ❖ at a glance
- ❖ key events
- ❖ strategy
- ❖ market
- ❖ regulatory framework
- ❖ joint projects

Pharmstandard at a Glance 1H2010

Market

Leading domestic pharmaceutical company in Russia (measured by sales)

- **№2** Company overall in Russian pharmaceutical market , (Market Share of 4%)
- **№1** Company in the Retail market , (Market Share of 5%)
- **№1** Company among domestic pharmaceutical companies , (Market Share of 18,4%)

Production

Modern and efficient manufacturing facilities

- 3 pharmaceutical production sites and 1 medical equipment and disposables plant
- Russian standards compliant facilities & 6 lines on Kursk are EU GMP compliant
- More than 250 pharmaceutical products, 86 are included in the VED¹ list, 56.2% of total sales.
- Capacity – more than 1,3 billion packs per year

Sales & Marketing

Experienced sales force & Market leading brands

- 627 units in sales force (1.09.10)
- 2 products in Top best selling brands in Retail market (Arbidol №1, Pentalgin № 7).
- Launched 3 new products (Complivit Woman 45+, Zipocap , Codelac Broncho)

Financials

Industry leading growth and profitability (based on 1H2010 IFRS results)

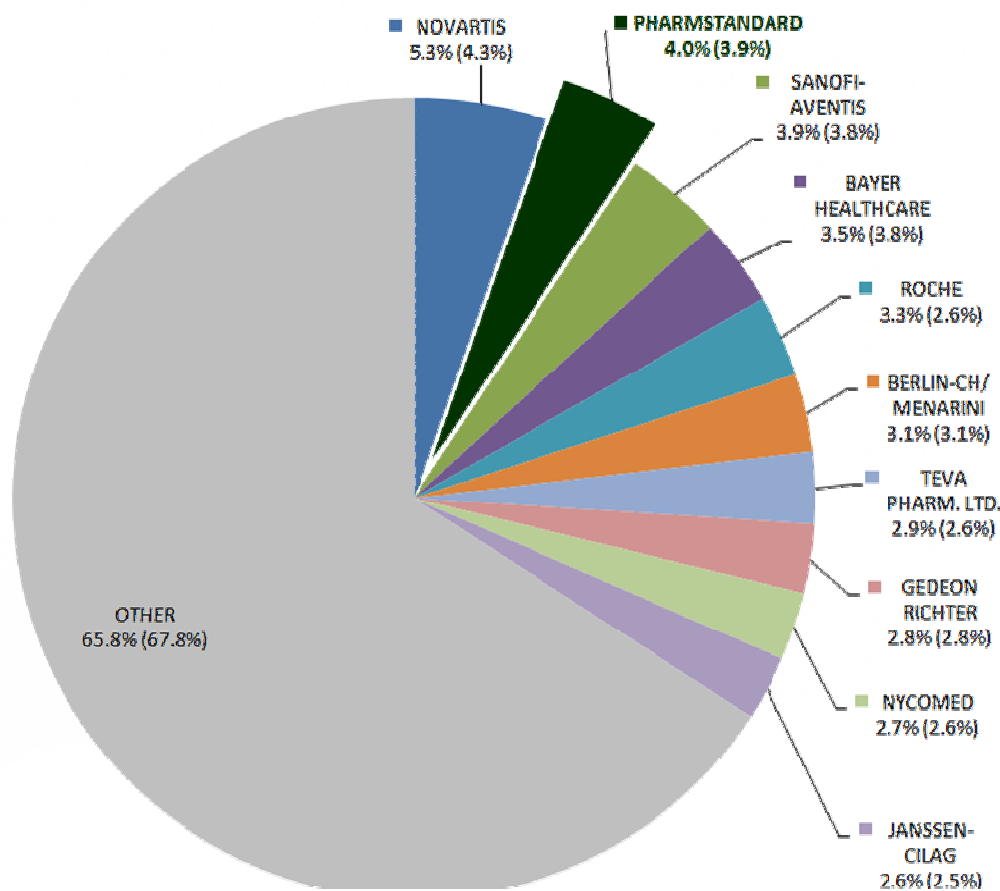
- Revenue growth +15%; total revenue 11,543 mln RUR
- Gross profit growth +6.7%; gross profit RUR 5,028.7million or 44.5% of total sales
- EBIDTA² RUR 3,876 million or 34% of sales.
- Net profit growth + 7%; net profit RUR 2,765.6 million or 24.0% of total sales.

¹The list of vital and essential drugs

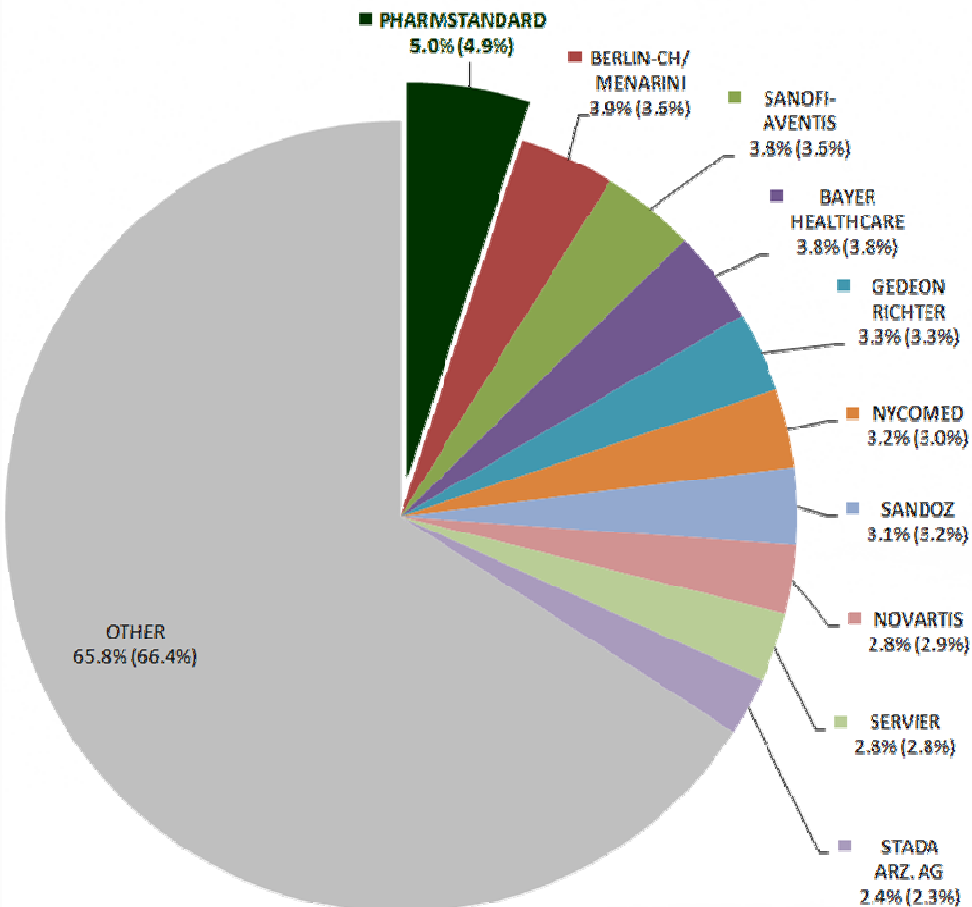
² Excluding foreign exchange gain or loss

A Leader in the **Russian** Retail Segment

Market Share 1H2010- Total Market



Market share 1H2010 - Retail Segment



No2 among all company in Russia overall
No1 in Retail segment
No1 domestic company

Key events of the first half of 2010

- Arbidol® became №1 among all best selling products of retail sales in Russia like in the previous year as before. For the first 6 months of 2010 market share of Arbidol® came to 1.38% in the total volume of retail sales through Russia and demonstrating increase in sales for 29% (USD)¹
- The Company supplied Rastan® (Somatropine) for state auctions and increased sales by 1206% and achieved 301 mln RUR.
- The Company and LLC «Johnson&Johnson» entered into the mutual agreement and successfully realized the project of secondary packaging of the product Velcade® (INN Bortezomib), sales of the product in 1H2010 achieved 1650 mln RUR.

In April 2010, the Group acquired 1,090,844 ordinary shares representing 11.38 percent of share capital of the JSC «Grindeks AS» (the «Grindeks»), a company registered under the laws of Republic of Latvia, for cash consideration of 12,210 thousand EURO (481,065 RUR).

- In September, 2010 Pharmstandard acquired 100% of ZAO «Vindexpharm» is owned Trade mark of Acipole® .
- In September, 2010 Pharmstandard signed the strategic agreement of collaboration between the state corporation «Rostekhnologii» and JSC «Pharmstandard» for development of medical equipment dimension.

Pharmstandard strategy

1. Promote our market-leading brands to drive sales growth and profitability

- Focused promotion of major umbrella brands
- Discontinue lower margin products (e.g. old traditional products, medical disposables)

2. Launch new products on a regular basis

- Focus on new branded OTC products and generic prescription products

3. Expand sales and marketing effort

- Increase “feet on the street”, specialise sales force to improve efficiency of physician detailing

4. Grow through acquisitions and realize synergies

- Entire companies, brands, trademarks, patents

5. Cooperation with leading pharmaceutical companies

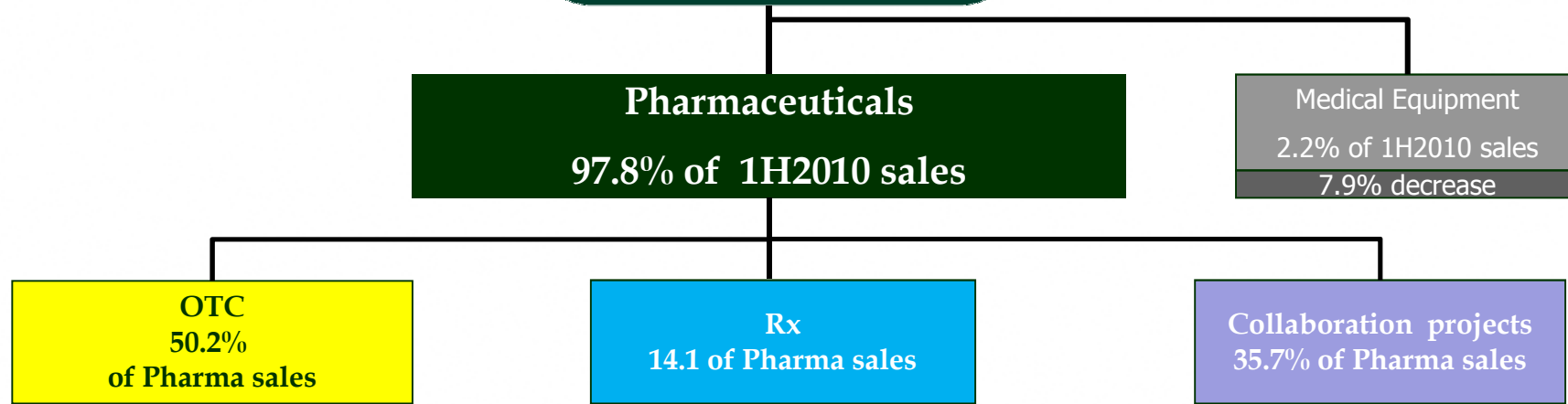
6. Continue to actively control costs

- Focus production at cost efficient facilities

7. Exploit opportunities arising from government funding of healthcare

Building the **No1** pharmaceutical company in Russia

1H2010 Sales Structure



▪ Therapeutic focus:

- Analgesics
- Cough & cold
- Vitamins
- Anti-viral
- Anti-fungal

5% growth

▪ Product portfolio includes:

- Coronary Therapy
- Acid pump inhibitors
- Nitrites & nitrates
- ACE inhibitors
- Alimentary tract metabolism

60% growth

▪ Product portfolio includes:

- Velcade
- Mildronate
- IRS-19 & Imudon
- Others

19% growth

15.4% pharma revenue growth in 1H2010
13.6% organic pharma revenue¹ growth for 1H2010

Biotechnological project **Generium**

GENERIUM

founded by two Russian pharmaceutical companies “LEKKO” and “PHARMSTANDARD” in order to establish modern biotechnological R&D center and production facilities to develop and produce modern biopharmaceutical products.

Targets: to cover demand of Russian population in modern biopharmaceutical products with attractive price to diagnose and treat **serious and social** diseases as:

- Hemophilia
- Tuberculosis
- Multiple sclerosis
- Oncology diseases
- Human growth hormone deficit
- Myocardial infarction
- Insult



Biotechnological project **Generium**

- The Company won the federal open auction to deliver the product Coagil VII (INN Eptacog Alfa) for 10 month 2010 for total amount of RUR 1069 mln (excluding VAT) and successfully launched first shipments of the product Coagil VII for the amount of RR 791 mln in 1H2010.
- The Company won the federal open auction to deliver the product Diaskintest® for 2010-2011 for the total amount of 133mln RUR (excluding VAT), product will be delivered in 2H2010.
- In February 2010, LLC «NauchTechStroy+» («NTS+») was registered in the Russian Federation as a joint venture, Pharmstandard holds 50% interest in NTS+. As of 30.06.10 the sum of total investments of company Pharmstandard into this project amount 240 mln RUR, of which 150 mln RUR introduced as contribution to charter capital of «NTS+».



LLC «NauchTechStroy+»

Main objectives : Research &Development center

- biopharmaceutical products research and development
- collaboration with leading local scientific academic centers
- scientists with big pharma experience
- organization of local / international scientific board member

Project idea: To build the modern R&D center :

- **Territory** – 70 hectares in central region (Pokrov, 80 km from Moscow)
- **Buildings and production facilities** – 4500 sq. m.
- **Employees** – 150 scientists with experience in R&D in biotechnology, chemistry, pharmacology and other scientific areas
- **Residential area** – more than 10 000 sq. m. with all necessary infrastucture for 600 people.
- **Total Investment planned** – 990 mln RUR
- **PHS investments by July 2010** – 240 mln RUR
- **Project completion** – end of 2010



Government Support of healthcare in frame of PHARMA 2020 strategy

FRP

- FRP was launched in 2005 and became one of the key market drivers.
- Stipulates free medication for certain social groups, such as physically handicapped and veterans.
- Budget 2010 increased by 10% up to 88 bln RUR

Regulations

- New approach to the price registration and regulation approved and implemented since 1/04/2010
- Obligatory GMP production facilities certification since January 2014
- 15% price preference for local producers in government procurement
- New law about pharmaceutical products is in force since 01.09.10
- New standards of treatment will be adopt until the end of 2010

Strategy 2020

- Ministry of Industry and Trade of the Russian Federation approved the concept of the Pharmaceutical Sector Development Strategy 2020.
- This document outlines the guidelines for the adoption of the GMP standards and implementation of the import substitution programme.

Import Substitution

- According to the Strategy 2020, by 2020, the share of local products in the Russian market shall reach 50%.
- In December 2008, Ministry of Industry and Trade of the Russian Federation issued Order No 427. 15% price preferences to Russian manufacturers until 31 December, 2010.
- List of 57 strategic products approved by Prime Minister of the Russian Federation Vladimir Putin

Expected results

- Starting from 2020 Domestic products consumption – 50% of total market by value
- Share of innovation preparations on the market – 60% of total market by value
- Increase of export by 8 times compared to 2008
- Provision of medicinal safety of the RF in compliance with the list of life-saving drugs
- Stimulation of domestic substances production sufficient for production of 50% of total drugs by value

1H 2010 IFRS Results

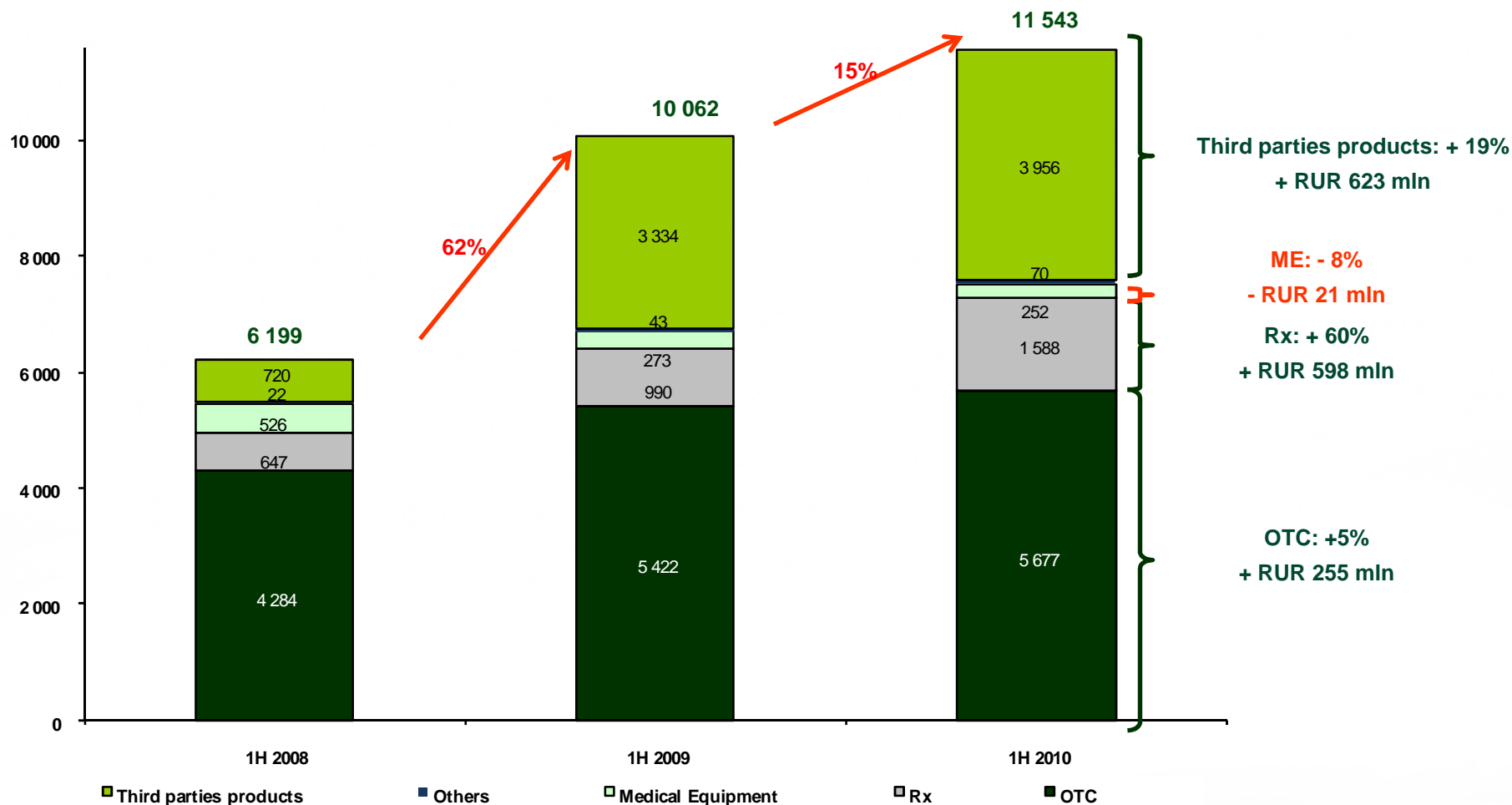


Elena Arkhangelskaya, CFO JSC Pharmstandard

- ❖ Revenue Analysis
- ❖ Margins
- ❖ Cost Structure
- ❖ Profitability
- ❖ CAPEX
- ❖ Best Selling Brands

Revenue Analysis

Sales structure, mln RUR

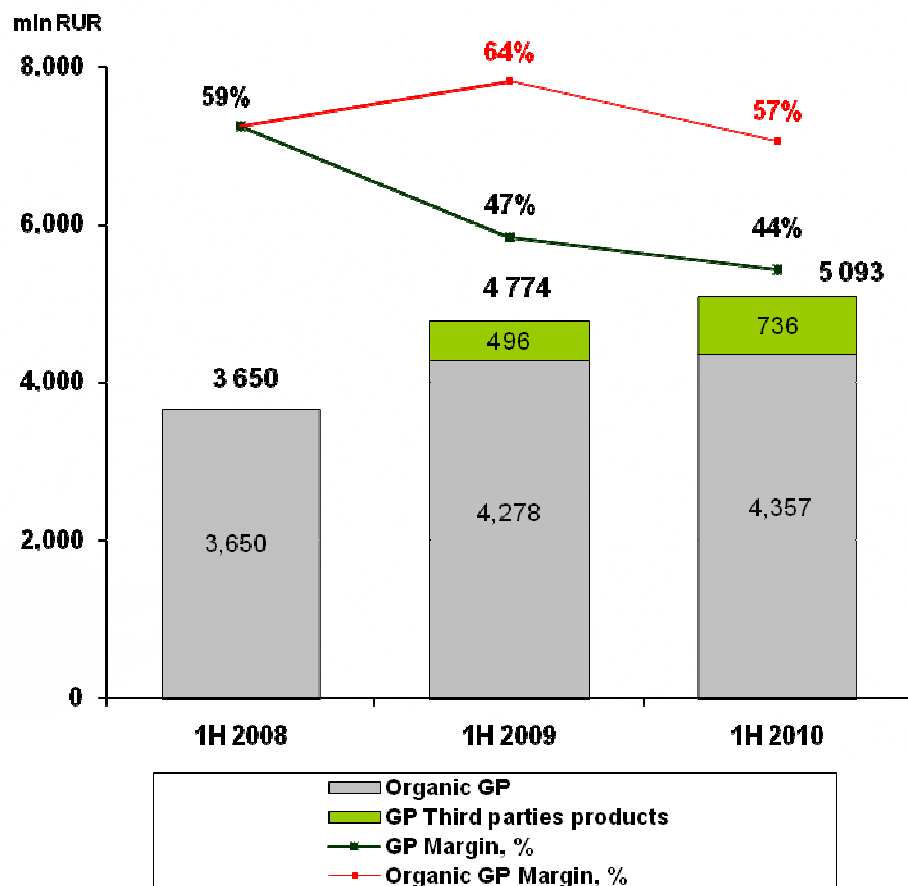


Total sales grew by 15%

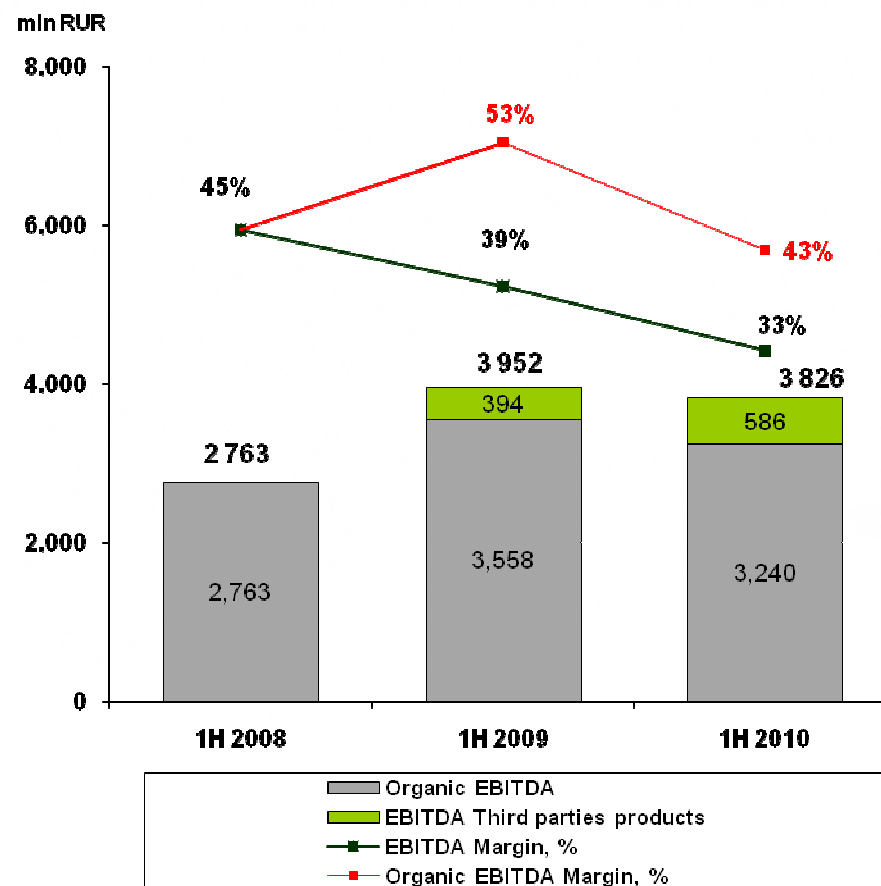
Third Parties Products - 34% of Total Sales (2009:33%)

Margins

Gross Profit



EBITDA*



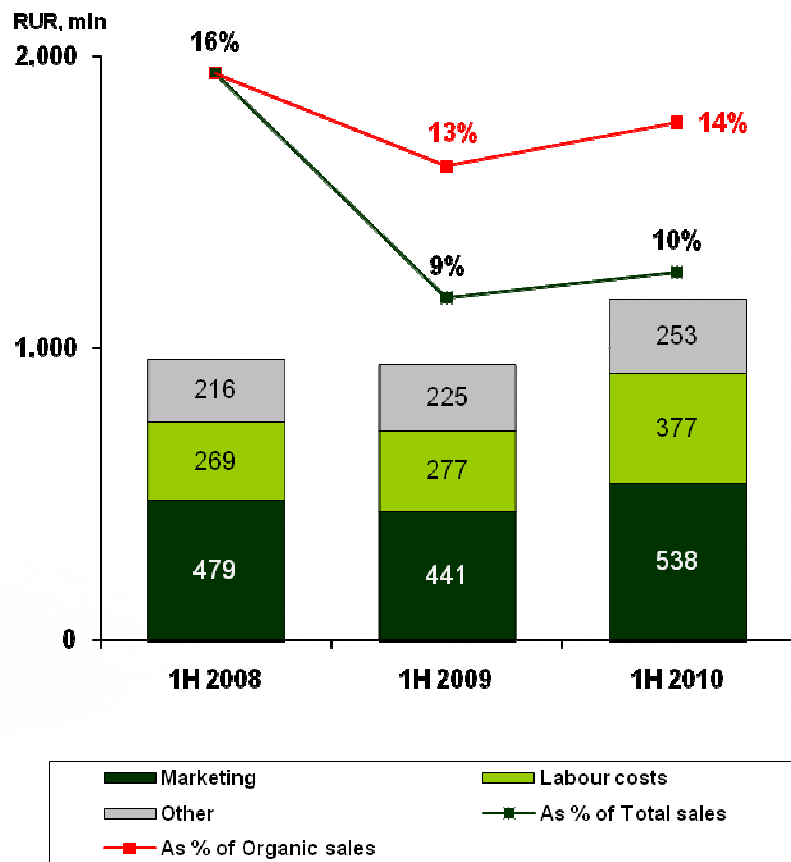
Gross profit margin (excluding Third parties products) - 58%

EBITDA margin (excluding Third parties products) - 43%

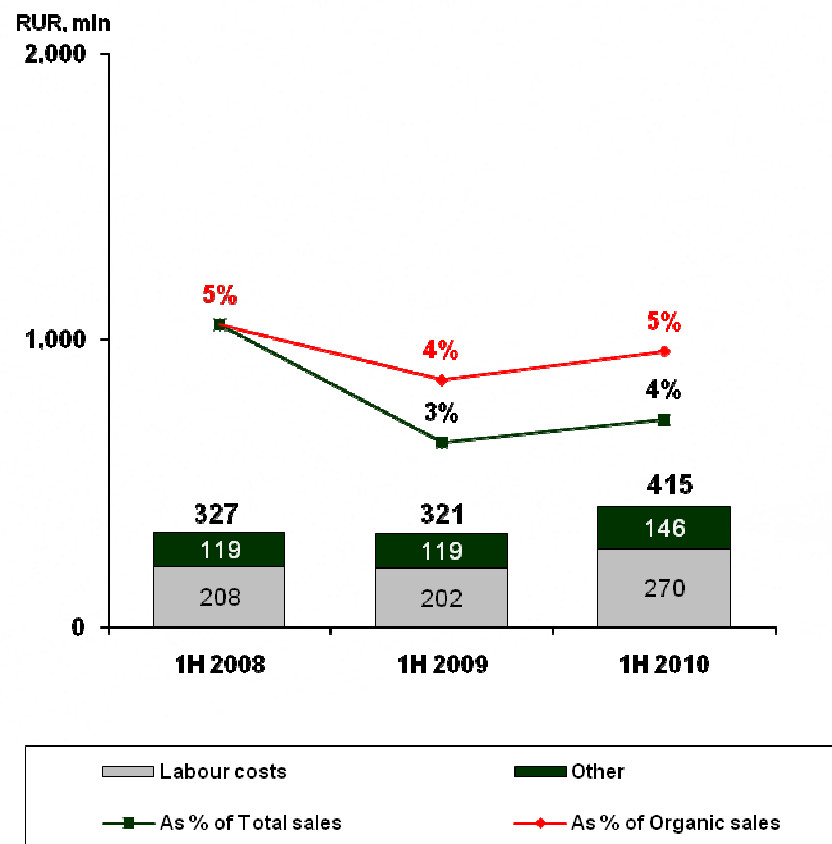
Gross Margin of Third parties products sales – 19%

Competitive Cost Structure

Selling and Distribution Costs



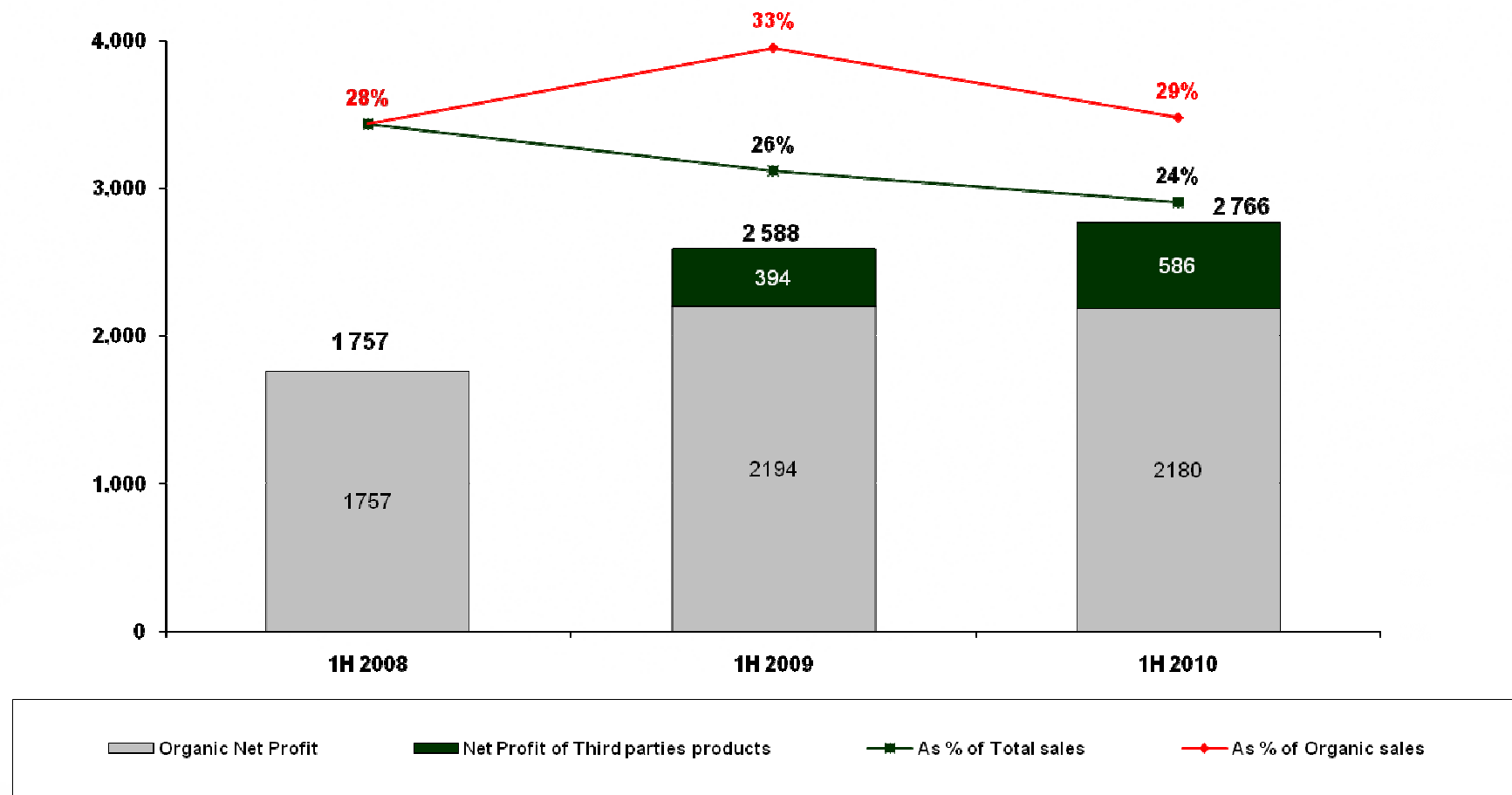
General and Administration Costs



1H 2010 Pharmstandard SG&A costs - less 14% of Total sales

Profitability

Net Profit, mln RUR



Net profit growth of 7%
Effective income tax rate has been decreased to 20% from 21%

Consolidated Balance Sheet and CAPEX

IFRS basis, mln RUR

| | 1H 2010 | 31 dec. 2009 |
|---|---------------|---------------|
| Long-term assets | 10,444 | 9,848 |
| Trade receivables | 8,404 | 9,289 |
| Cash and cash equivalents | 4,945 | 3,931 |
| Other assets | 4,455 | 3,154 |
| Total assets | 28,249 | 26,223 |
| Total equity | 22,461 | 19,696 |
| Payables | 4,132 | 3,906 |
| Long-term borrowings and loans | 202 | 392 |
| Current portion of long-term borrowings | 404 | 391 |
| Other liabilities | 1,050 | 1,838 |
| Total liabilities | 5,788 | 6,527 |
| Total equity and liabilities | 28,249 | 26,223 |

Debt summary, 1H 2010, USD

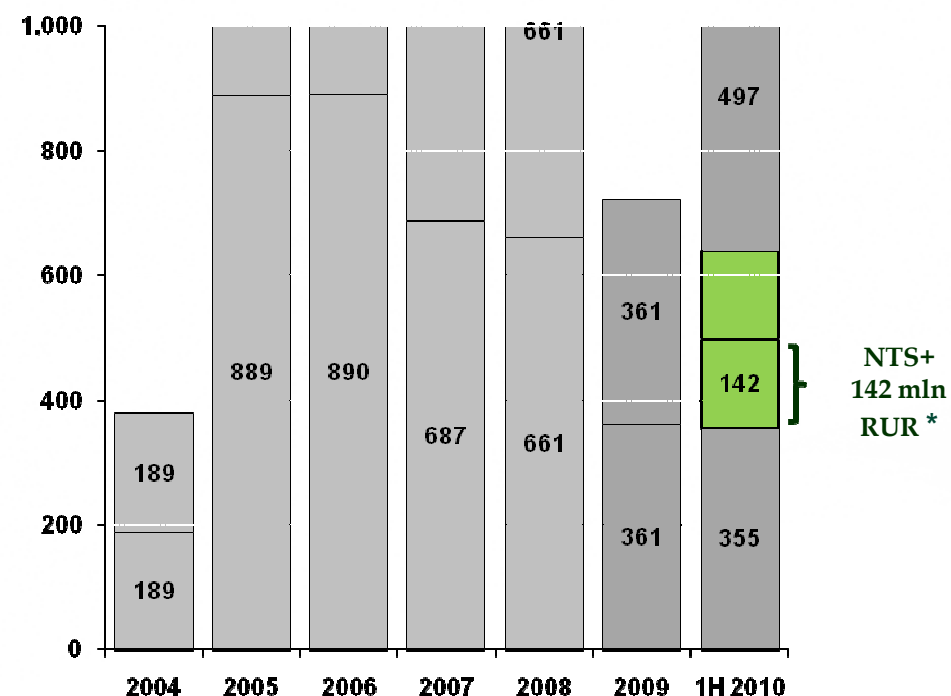
Facility B: US\$19.4 mln (maturity Dec-2011)

Total amount of Citibank Loan \$146 mln (Dec-2006)

Facility A: US\$91 mln (closed Dec-2009)

Facility B: US\$55 mln (maturity Dec-2011)

Capital Expenditure (PPE), mln RUR



* The Group share in "NTS+" represents construction in progress amounting to RR 141.6 mln

Best Selling Brands 1H 2010

| № | BRAND | 1H 2010 | | | 1H 2009 | | | Volume 10/09 | | Sales 10/09 | |
|---------------------|-------------|---------------------|------------------|------------------|---------------------|------------------|------------------|----------------|--------------|-------------|--------------|
| | | Volume (m ln packs) | Sales (m ln RUR) | % of total sales | Volume (m ln packs) | Sales (m ln RUR) | % of total sales | Change | % | Change | % |
| 1 | Arbidol | 13.912 | 1,610 | 22.2% | 12.329 | 1,475 | 23.0% | 1.582 | 12.8% | 136 | 9.2% |
| 2 | Pentalgin | 16.839 | 877 | 12.1% | 18.306 | 945 | 14.7% | - 1.468 | -8.0% | - 68 | -7.2% |
| 3 | Complivit | 5.531 | 472 | 6.5% | 7.164 | 487 | 7.6% | - 1.633 | -22.8% | - 15 | -3.1% |
| 4 | Terpincod | 3.010 | 412 | 5.7% | 2.151 | 302 | 4.7% | 0.858 | 39.9% | 110 | 36.5% |
| 5 | Phosphogliv | 0.991 | 318 | 4.4% | 0.934 | 326 | 5.1% | 0.058 | 6.2% | 7 | -2.2% |
| 6 | Flukostat | 2.582 | 301 | 4.1% | 2.700 | 316 | 4.9% | - 0.118 | -4.4% | - 15 | -4.8% |
| 7 | Rastan | 0.221 | 301 | 4.1% | 0.024 | 23 | 0.4% | 0.197 | 812.8% | 278 | 1206.1% |
| 8 | Afobazol | 1.639 | 244 | 3.4% | 1.297 | 191 | 3.0% | 0.342 | 26.4% | 53 | 27.6% |
| 9 | Amixin | 0.538 | 221 | 3.0% | 0.443 | 189 | 2.9% | 0.095 | 21.4% | 32 | 17.2% |
| 10 | Codelac | 2.532 | 210 | 2.9% | 3.392 | 339 | 5.3% | - 0.860 | -25.4% | - 129 | -38.1% |
| TOP 10 total | | 47.795 | 4,967 | 68.4% | 48.741 | 4,593 | 71.6% | -0.945 | -1.9% | 374 | 8.1% |
| Other brands | | 259.672 | 2,298 | 31.6% | 273.521 | 1,819 | 28.4% | -13.849 | -5.1% | 479 | 26.3% |
| TOTAL SALES | | 307.467 | 7,265 | 100.0% | 322.262 | 6,412 | 100.0% | -14.794 | -4.6% | 853 | 13.3% |

Pharma demonstrated total value growth (excluding Third parties products) of 13.3%

86 products are included in the VED¹ list - 56% (6 485 mln RUR) of Total Sales

Top 10 OTC Brands 1H 2010

| № | BRAND | 1H 2010 | | | 1H 2009 | | | Volume 10/09 | | Sales 10/09 | |
|---------------------|--------------------|--------------------|-----------------|------------------|--------------------|-----------------|------------------|----------------|---------------|-------------|--------------|
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| 5 | Flukostat | 2.582 | 301 | 5.3% | 2.663 | 310 | 5.7% | -0.081 | -3.0% | -9 | -2.9% |
| 6 | Afobazol | 1.639 | 244 | 4.3% | 1.297 | 191 | 3.5% | 0.342 | 26.4% | 53 | 27.6% |
| 7 | Codelac | 2.532 | 210 | 3.7% | 3.392 | 339 | 6.3% | -0.860 | -25.4% | -129 | -38.1% |
| 8 | Amixin | 0.449 | 193 | 3.4% | 0.399 | 175 | 3.2% | 0.050 | 12.5% | 18 | 10.3% |
| 9 | Activated charcoal | 37.155 | 128 | 2.3% | 30.431 | 87 | 1.6% | 6.724 | 22.1% | 42 | 48.3% |
| 10 | Corvalol | 22.270 | 116 | 2.0% | 26.431 | 126 | 2.3% | -4.160 | -15.7% | -11 | -8.4% |
| TOP 10 total | | 105.919 | 4 563 | 80.4% | 104.564 | 4 437 | 81.8% | 1.355 | 1.3% | 126 | 2.8% |
| Other brands | | 175.872 | 1 114 | 19.6% | 198.745 | 985 | 18.2% | -22.873 | -11.5% | 129 | 13.1% |
| TOTAL SALES | | 281.791 | 5 677 | 100.0% | 303.309 | 5 422 | 100.0% | -21.517 | -7.1% | 255 | 4.7% |

Pharmstandard demonstrated total OTC growth (excluding 3rd parties products) of 4.7%

Top 10 Rx Brands 1H 2010

| № | BRAND | 1H 2010 | | | 1H 2009 | | | Volume 10/09 | | Sales 10/09 | |
|---------------------|-------------------|---------------------|------------------|------------------|---------------------|------------------|------------------|--------------|--------------|-------------|--------------|
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| 2 | Rastan | 0.221 | 301 | 19.0% | 0.024 | 23 | 2.3% | 0.197 | 812.8% | 278 | 1206.1% |
| 3 | Biosulin | 0.326 | 161 | 10.1% | 0.180 | 91 | 9.2% | 0.146 | 81.4% | 70 | 76.4% |
| 4 | Copmbilipen | 1.228 | 117 | 7.4% | 0.744 | 74 | 7.5% | 0.484 | 65.0% | 43 | 57.2% |
| 5 | Coccarboxylase | 2.396 | 111 | 7.0% | 0.832 | 21 | 2.1% | 1.564 | 187.9% | 90 | 430.9% |
| 6 | Pikamilon | 1.697 | 65 | 4.1% | 2.118 | 57 | 5.8% | 0.421 | -19.9% | 8 | 13.3% |
| 7 | Ciclodol | 1.367 | 61 | 3.8% | 1.249 | 51 | 5.2% | 0.118 | 9.4% | 10 | 18.8% |
| 8 | Sulfocamphocainum | 1.157 | 45 | 2.8% | 0.896 | 30 | 3.0% | 0.261 | 29.1% | 15 | 50.8% |
| 9 | Renipril | 0.967 | 36 | 2.3% | 0.944 | 35 | 3.6% | 0.022 | 2.4% | 1 | 2.7% |
| 10 | Oktolipen | 0.192 | 36 | 2.3% | 0.041 | 7 | 0.7% | 0.152 | 373.8% | 29 | 419.8% |
| TOP 10 total | | 10.542 | 1,251 | 78.8% | 7.962 | 715 | 72.3% | 2.580 | 32.4% | 535 | 74.8% |
| Other brands | | 15.134 | 337 | 21.2% | 10.991 | 275 | 27.7% | 4.143 | 37.7% | 63 | 22.9% |
| TOTAL SALES | | 25.676 | 1,588 | 100.0% | 18.953 | 990 | 100.0% | 6.723 | 35.5% | 598 | 60.4% |

Pharmstandard demonstrated total Rx (excluding 3rd parties products)

- **60.4% value growth**
- **35.5% volume growth**

Market Trends & Product Overview



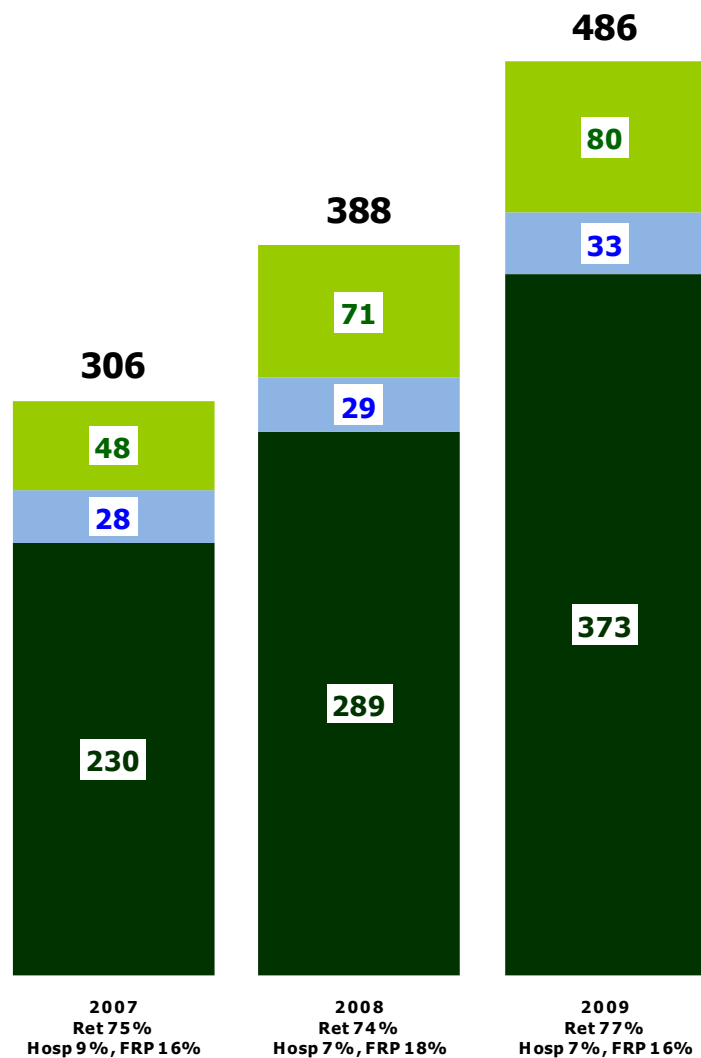
Olga Mednikova, Chief Sales & Marketing Officer

1. Market Trends
2. Pharmstandard on the Market
3. Top Products Review
4. Sales & Marketing Department

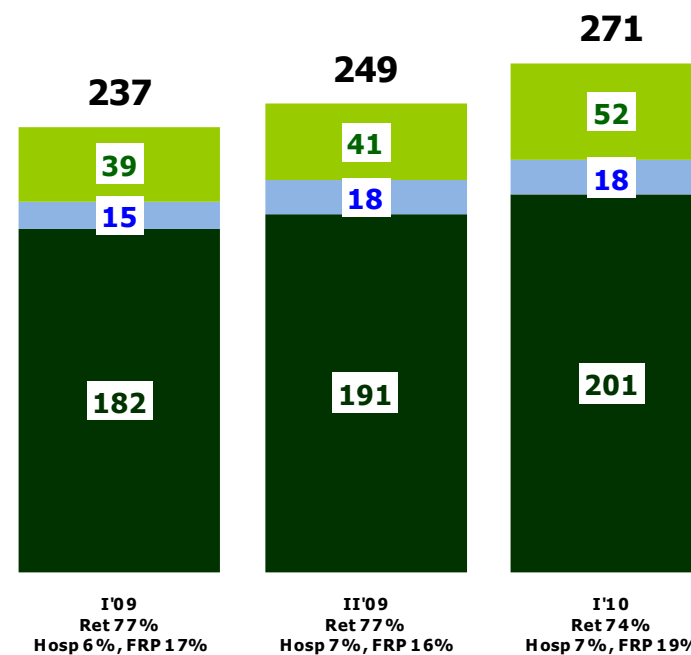
Russian Pharmaceutical Market Development by value (RUR)

Rur bln

■ Retail ■ Hospital ■ FRP



| Growth | 2008/ 2007 | 2009/ 2008 | II'09/ I'09 | I'10/ II'09 | I'10/ I'09 |
|----------|---------------|---------------|----------------|----------------|---------------|
| Total | +27% | +25% | +5% | +9% | +14% |
| FRP | +48% | +13% | +4% | +27% | +32% |
| Hospital | +4% | +14% | +15% | +2% | +18% |
| Retail | +26% | +29% | +5% | +5% | +10% |

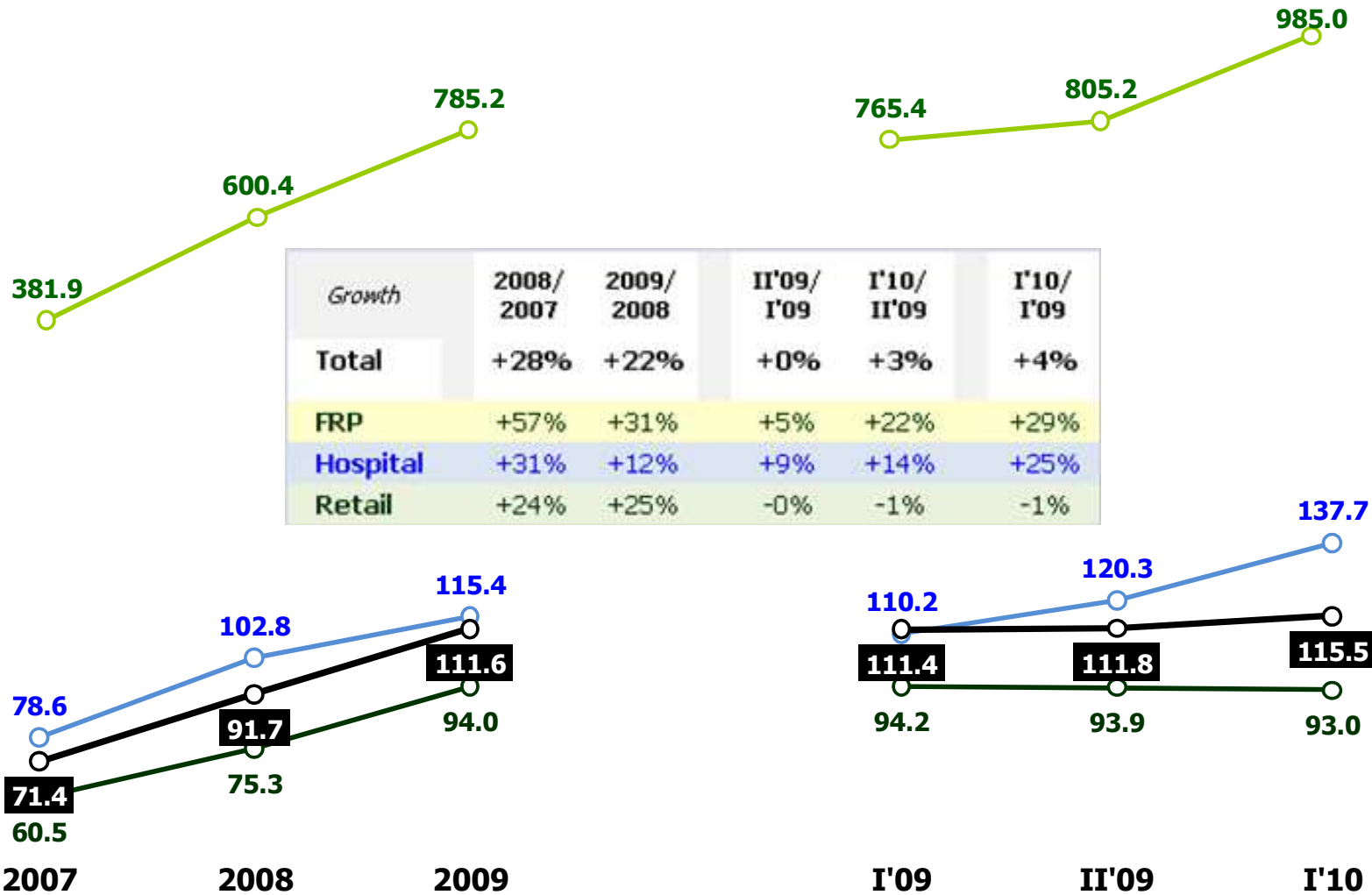


Source: CMR "Pharmexpert"

Average Price Dynamics by segments

Price

○ Retail ○ Hospital ○ FRP ○ Total

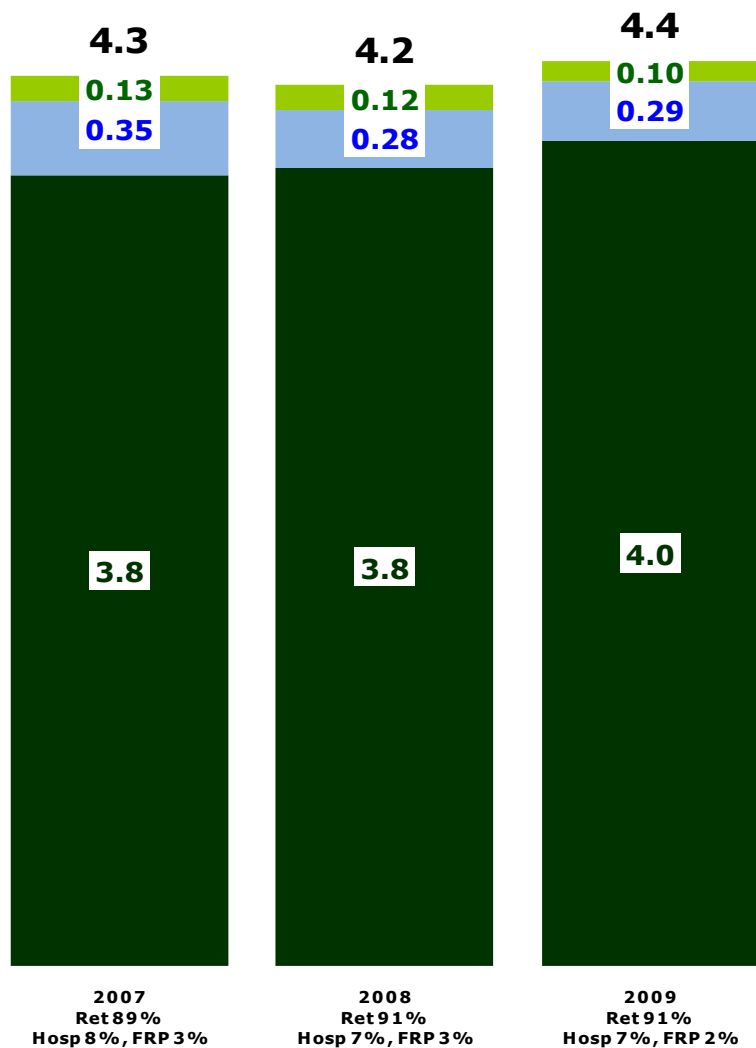


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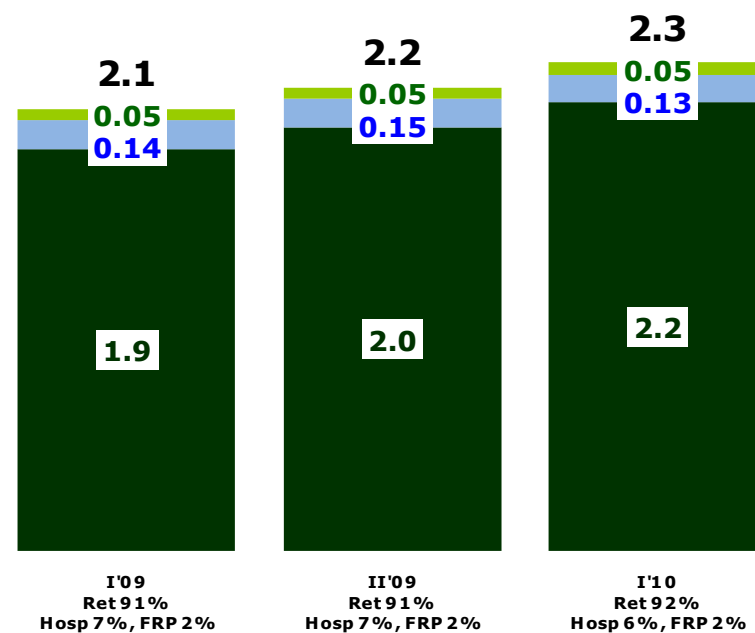
Russian Pharmaceutical Market Development by volume

Units bln

■ Retail ■ Hospital ■ FRP



| Growth | 2008/ 2007 | 2009/ 2008 | I'09/ I'09 | I'10/ I'09 | I'10/ I'09 |
|----------|---------------|---------------|---------------|---------------|---------------|
| Total | -1% | +3% | +5% | +5% | +10% |
| FRP | -6% | -13% | -1% | +4% | +3% |
| Hospital | -21% | +1% | +5% | -10% | -6% |
| Retail | +1% | +3% | +5% | +6% | +12% |



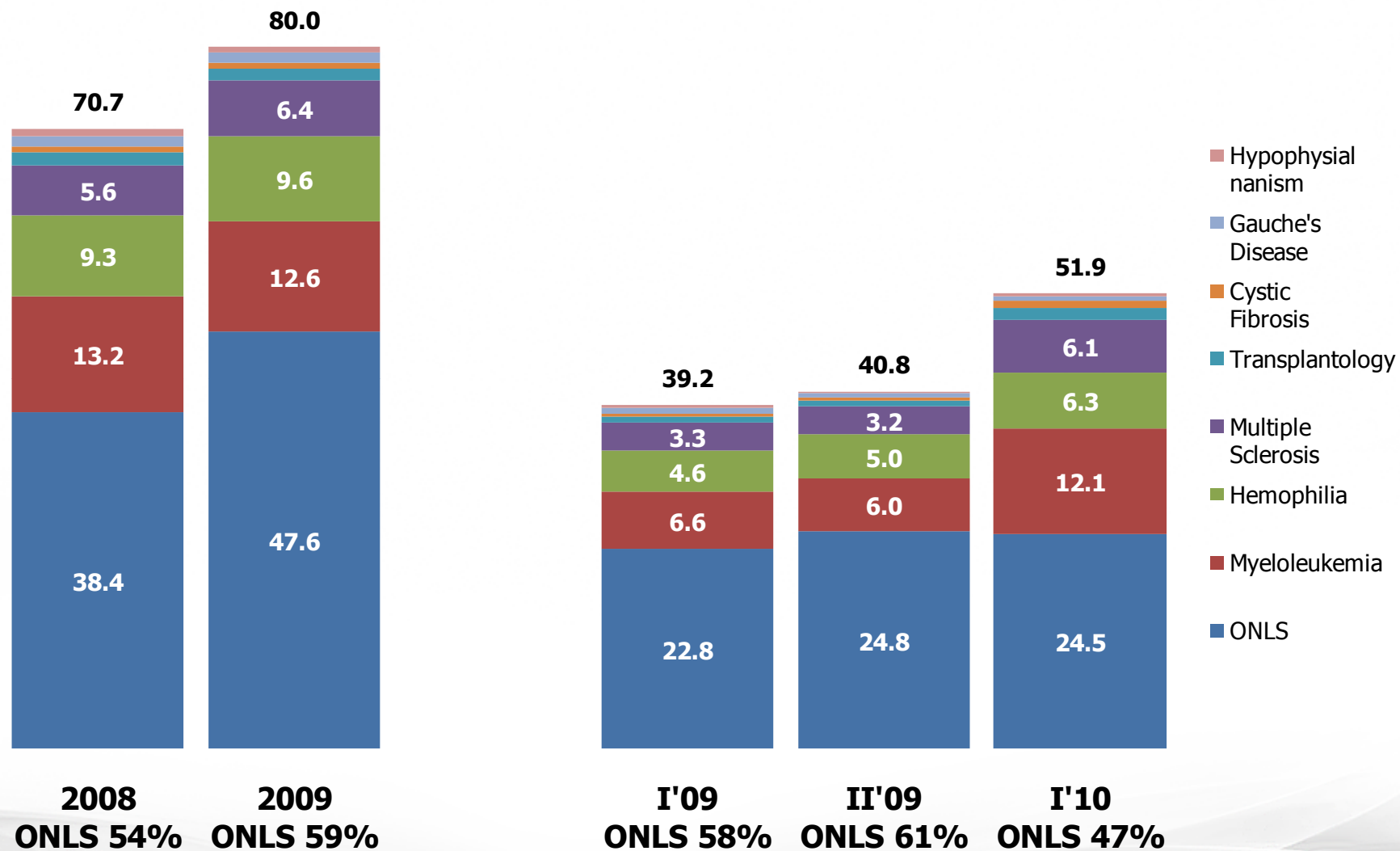
Source: CMR "Pharmexpert"

Russian Pharmaceutical Market Dynamics: Summary

1. Russian Pharmaceutical market keeps the positive trend of development with the growth of +14% by value and +10% by volume in 1H'10 vs. 1H'09
2. FRP segment has shown the greatest rate of increase by value (+32%)
3. Essential growth of total pharmaceutical market by volume (+10%) as a result of decreasing of prices growth has been marked for the first time in recent years
4. Decrease of growth rate of the Pharmaceutical market by value in comparison with previous period is connected with the stop of rising in prices
5. Retail segment has been basic driver of growth of the total market by volume (+12%)
6. The structure of the Pharmaceutical market has remained, the dominant share by value and volume belongs to Retail segment

Federal Reimbursement Program Dynamics by value (RUR)

Rur bln



Source: CMR "Pharmexpert"

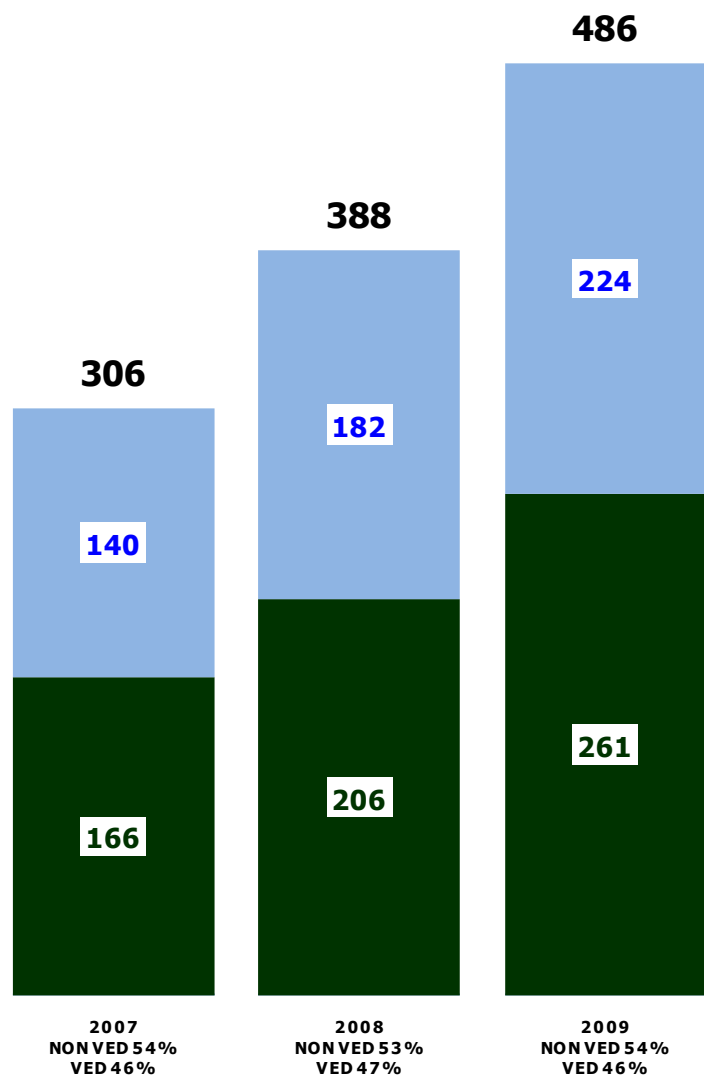
FRP segment dynamics: Summary

1. FRP segment demonstrates positive dynamics of growth by value (+32%) and volume (+3%)
2. Growth of segment is connected to the increase of FRP financing in 2010 (88,4 bln RUR) vs. 2010 (80,0 bln RUR), the change of the structure of expenses for high spending diseases, the increase in number of patients under the program «7 nosologies»

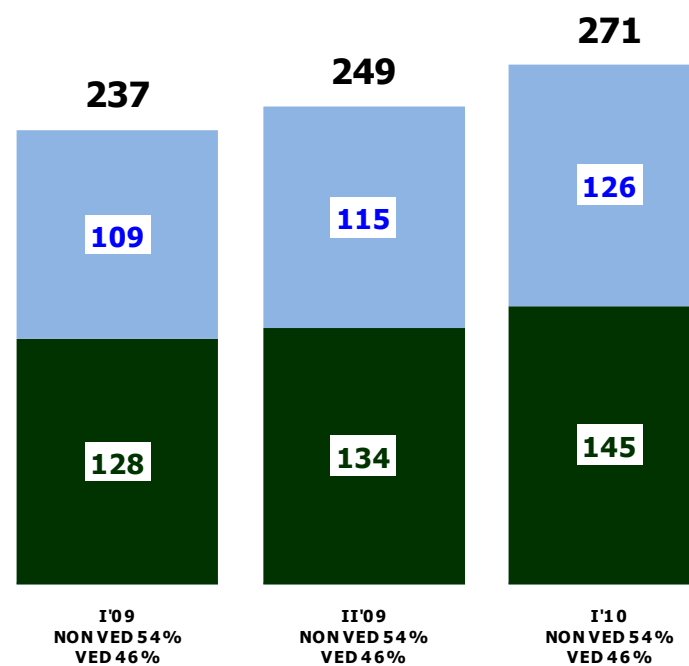
Russian Pharmaceutical Market Dynamics VED vs. non-VED by value (RUR)

Rur bln

■ NON VED ■ VED



| Growth | 2008/ 2007 | 2009/ 2008 | II'09/ I'09 | I'10/ II'09 | I'10/ I'09 |
|---------|---------------|---------------|----------------|----------------|---------------|
| Total | +27% | +25% | +5% | +9% | +14% |
| VED | +30% | +23% | +6% | +9% | +15% |
| NON VED | +24% | +27% | +5% | +9% | +14% |

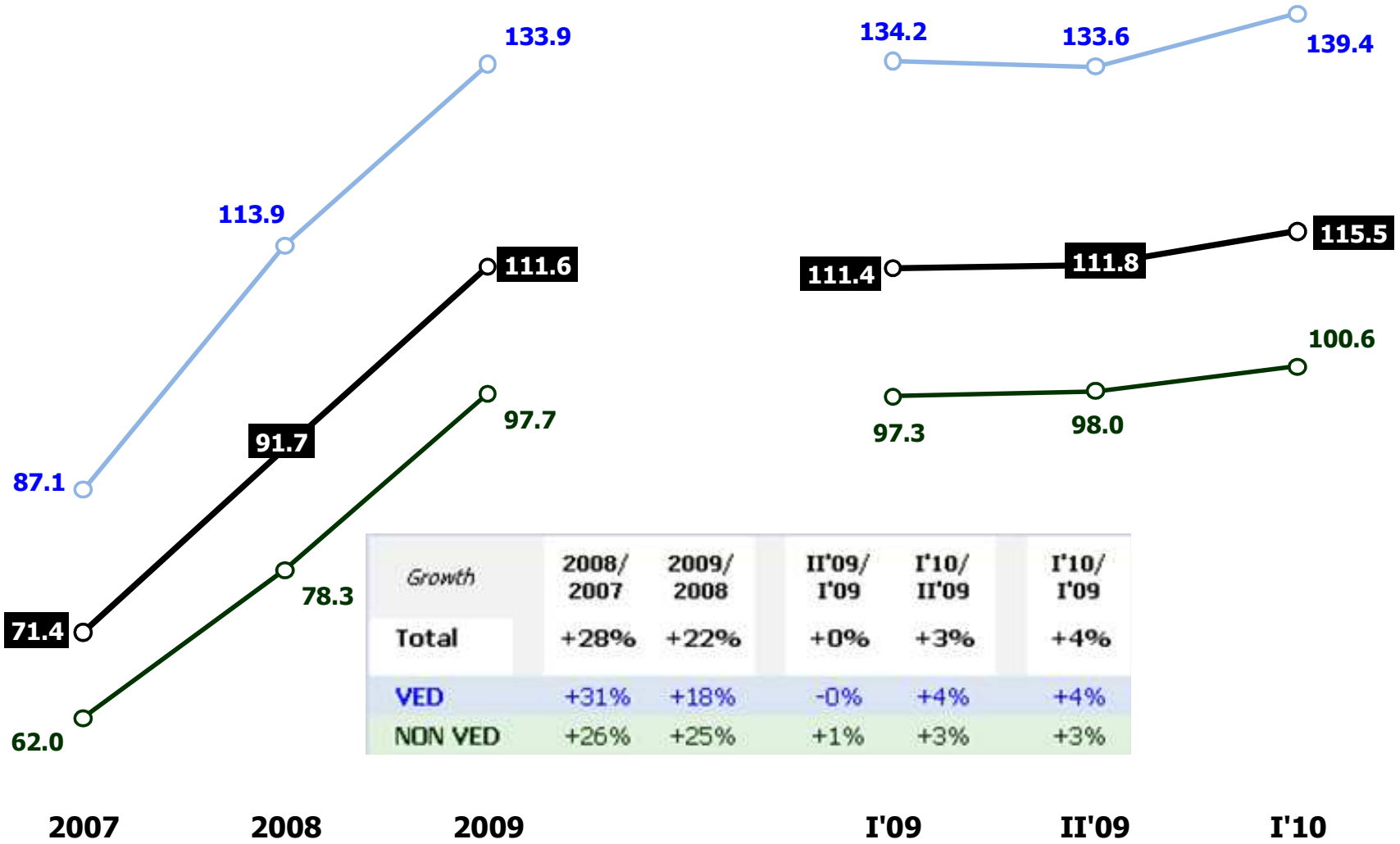


Source: CMR "Pharmexpert"

Average Price Dynamics VED vs. non-VED

Price

○ NON VED ○ VED ○ Total

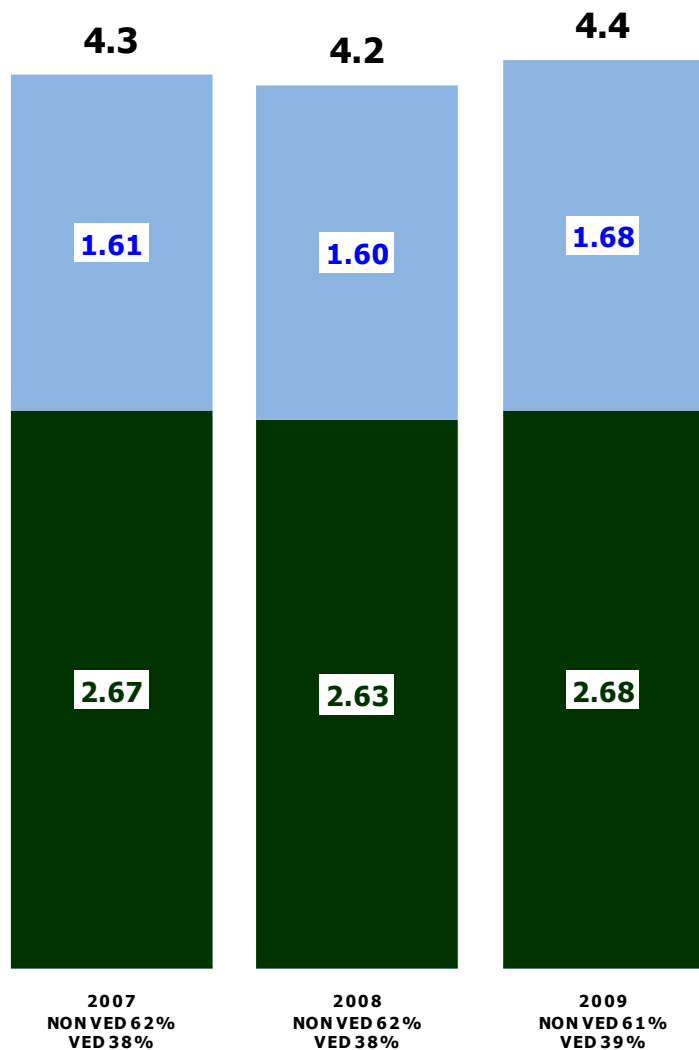


Source: CMR "Pharmexpert"

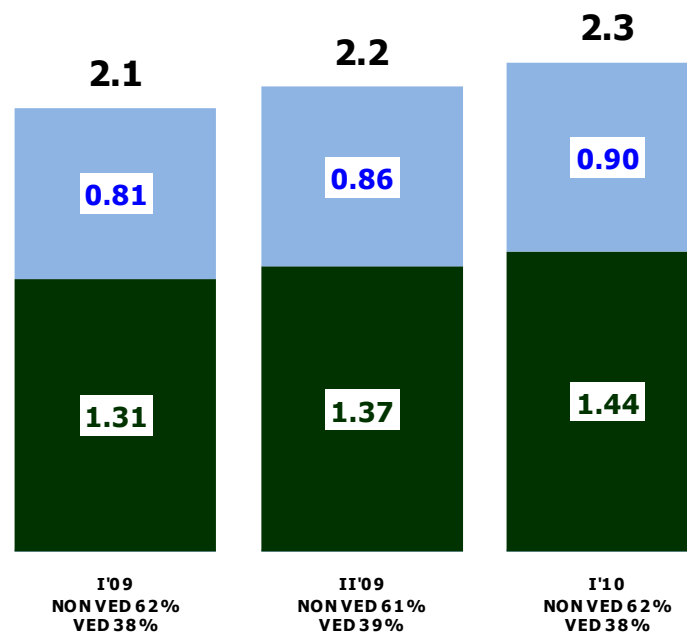
Russian Pharmaceutical Market Dynamics VED vs. non-VED by volume

Units bln

■ NON VED ■ VED



| Growth | 2008/ 2007 | 2009/ 2008 | II'09/ I'09 | I'10/ II'09 | I'10/ I'09 |
|---------|---------------|---------------|----------------|----------------|---------------|
| Total | -1% | +3% | +5% | +5% | +10% |
| VED | -0% | +5% | +6% | +4% | +11% |
| NON VED | -2% | +2% | +4% | +6% | +10% |



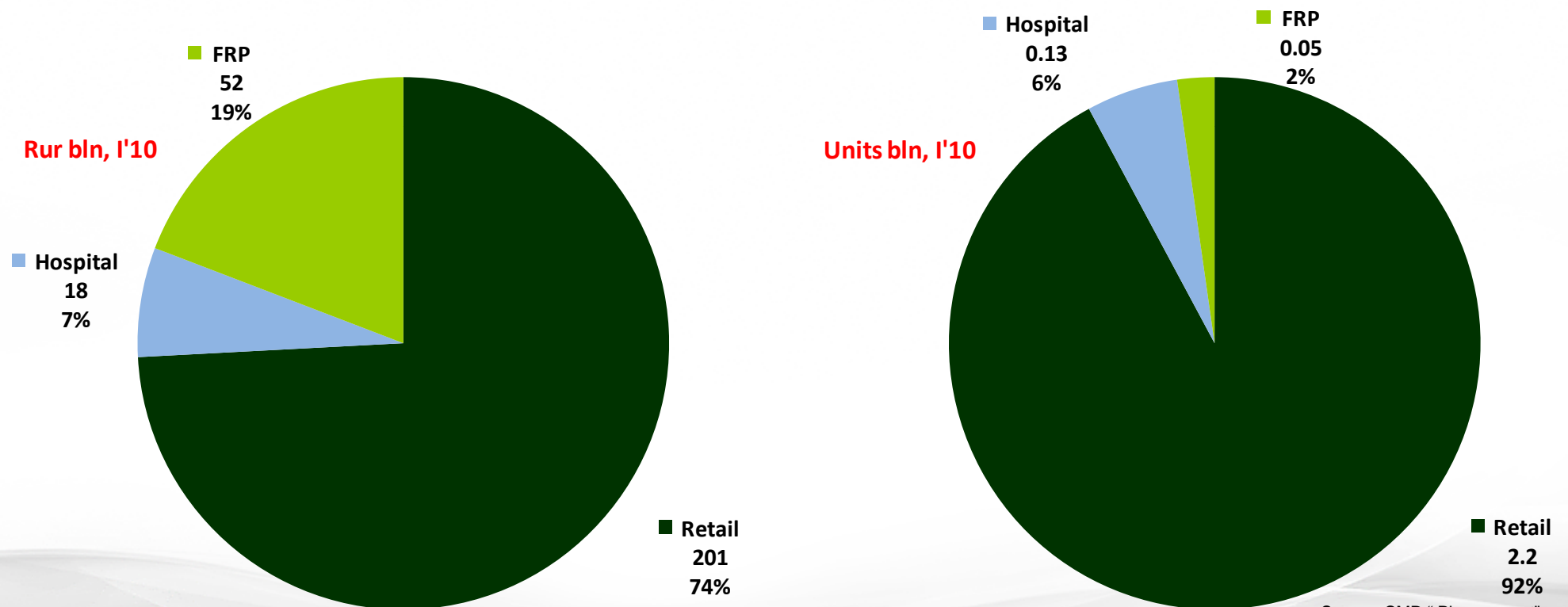
Source: CMR "Pharmexpert"

Russian Pharmaceutical Market Dynamics VED vs. non-VED: Summary

1. One of the important factor of a stop of a rise in prices were measures on price control to the product connected to VED list
2. Since the 2nd half of 2010 the rise in prices for products of VED has essentially decreased in comparison with the previous period
3. This factor was favorable reflected in growth of VED (+11%) and non-VED products (+10%) by volume

Retail Segment vs. other Pharmaceutical Segments by value (RUR) and by volume, 1H'10

- Retail Segment of Pharmaceutical Market dominates in market structure, 74% by value (RUR) and 92% by volume
- Demonstrates fastest growing rate by volume +12%
- KSF for further Pharmaceutical market development

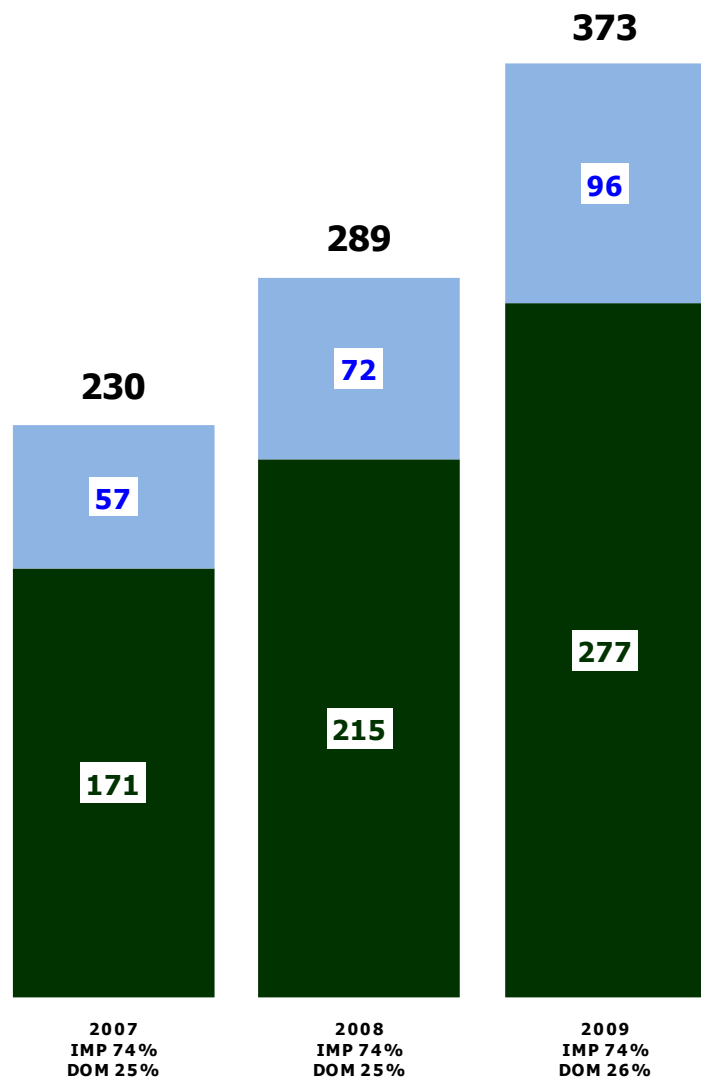


Source: CMR "Pharmexpert"

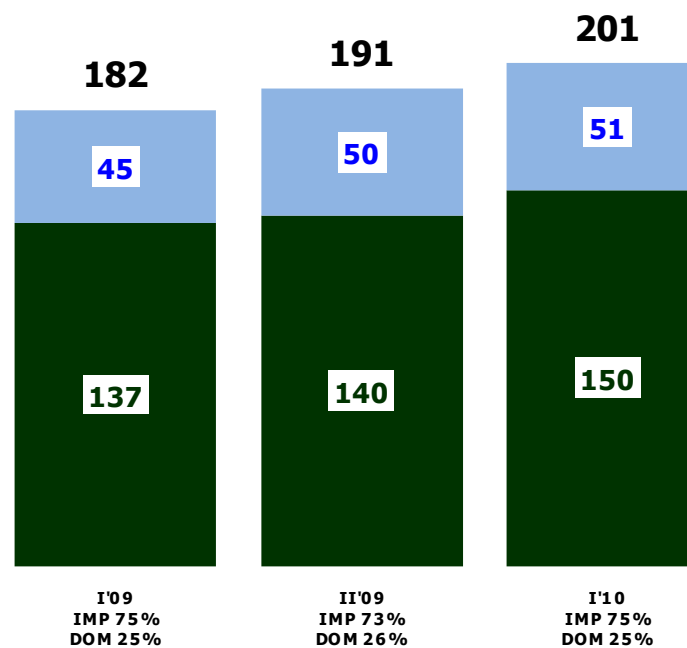
Retail Segment Dynamics Import vs. Domestic Drugs by value (RUR)

Rur bln

■ IMPORT ■ DOMESTIC



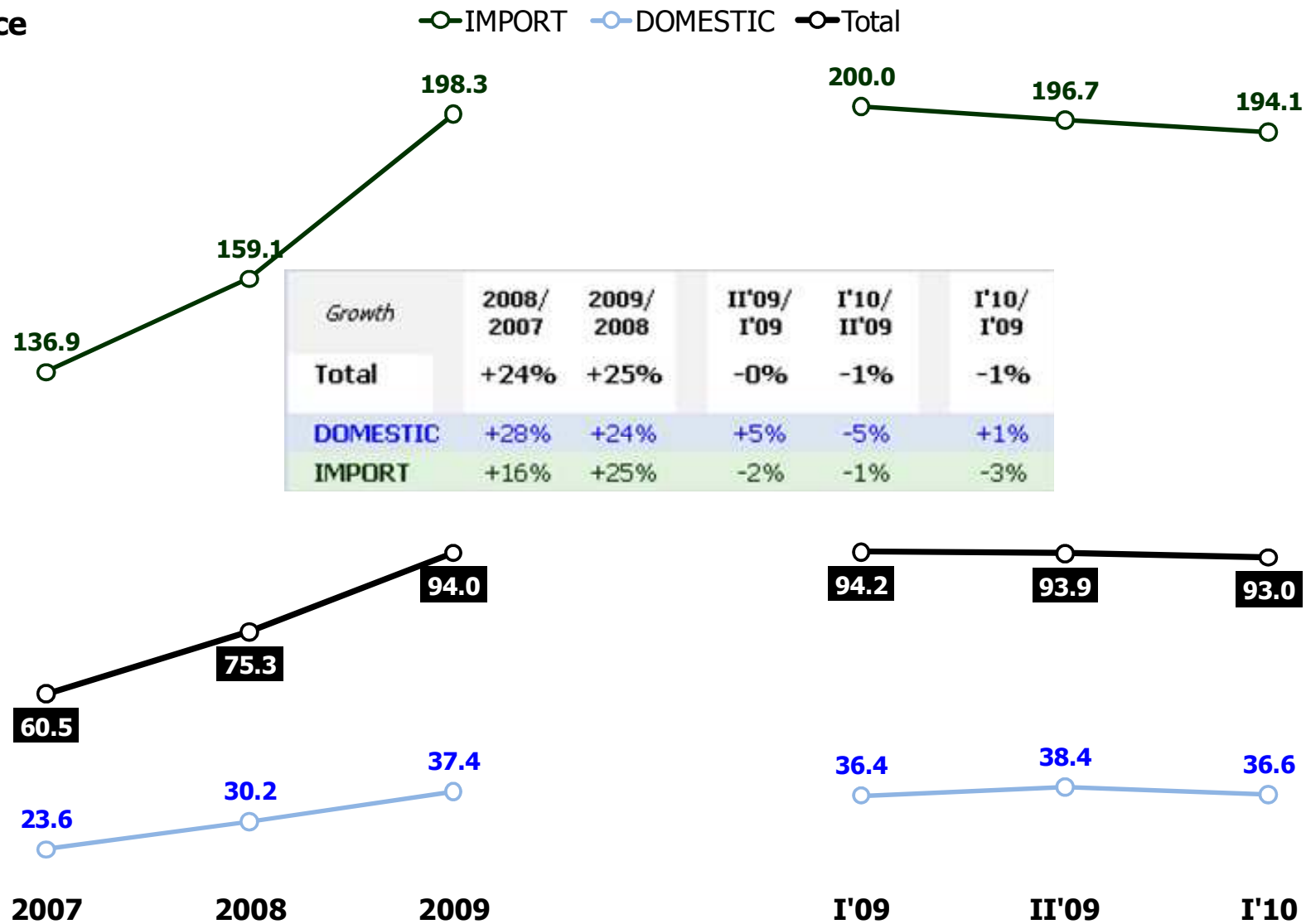
| Growth | 2008/ 2007 | 2009/ 2008 | I'09/ I'09 | I'10/ I'09 | I'10/ I'09 |
|----------|---------------|---------------|---------------|---------------|---------------|
| Total | +26% | +29% | +5% | +5% | +10% |
| DOMESTIC | +27% | +32% | +11% | +0% | +12% |
| IMPORT | +25% | +29% | +2% | +7% | +10% |



Source: CMR "Pharmexpert"

Average Retail Price Dynamics Import vs. Domestic Drugs

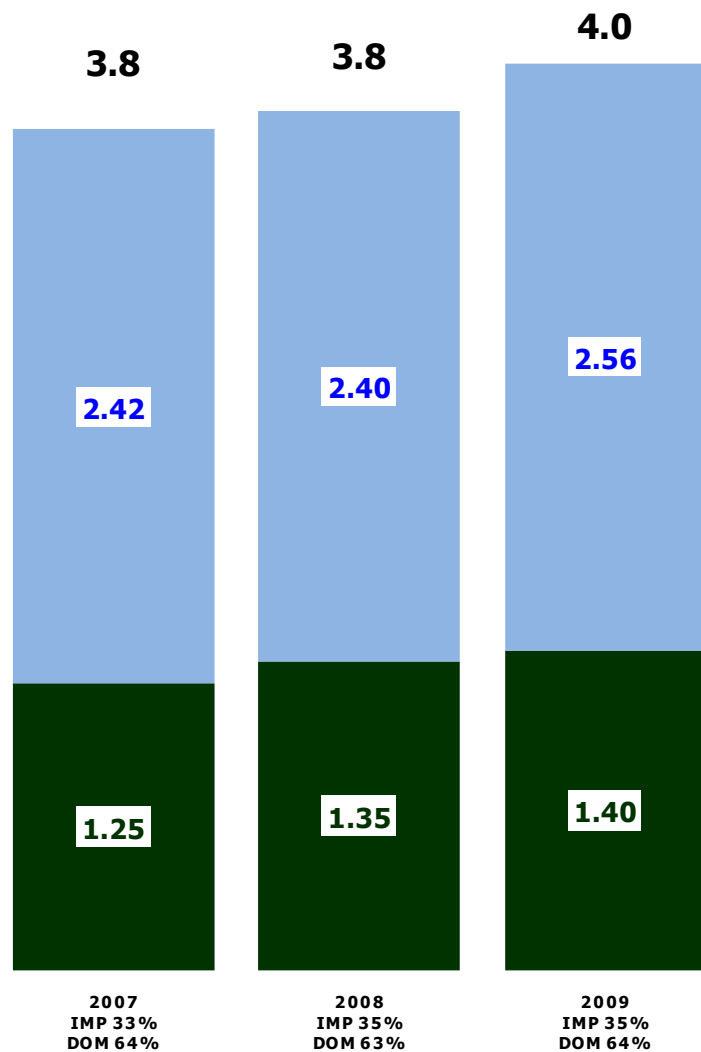
Price



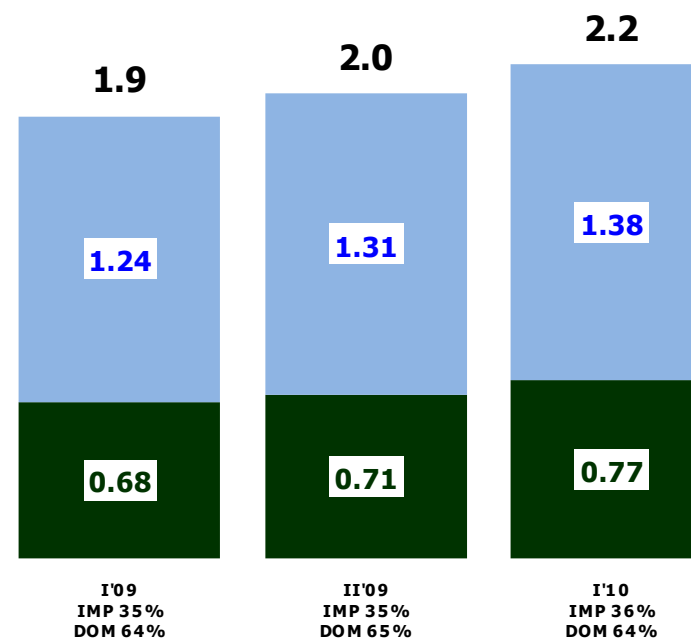
Retail Segment Dynamics Import vs. Domestic Drugs by volume

Units bln

■ IMPORT ■ DOMESTIC



| Growth | 2008/ 2007 | 2009/ 2008 | II'09/ I'09 | I'10/ II'09 | I'10/ I'09 |
|----------|---------------|---------------|----------------|----------------|---------------|
| Total | +1% | +3% | +5% | +6% | +12% |
| DOMESTIC | -1% | +7% | +6% | +5% | +11% |
| IMPORT | +8% | +3% | +4% | +9% | +13% |

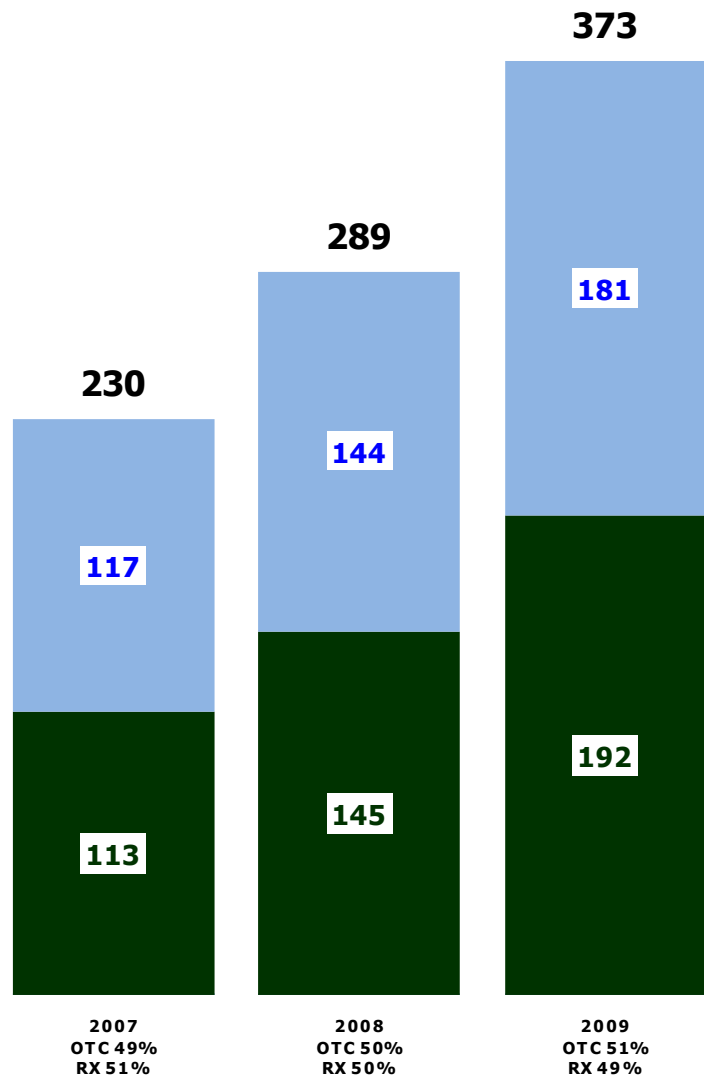


Source: CMR "Pharmexpert"

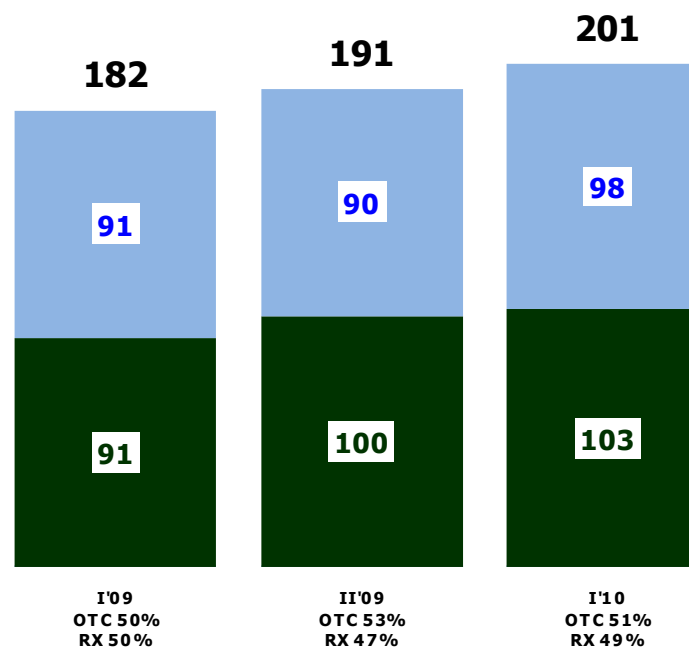
Retail Segment Dynamics OTC vs. Rx by value (RUR)

Rur bln

■ OTC ■ RX



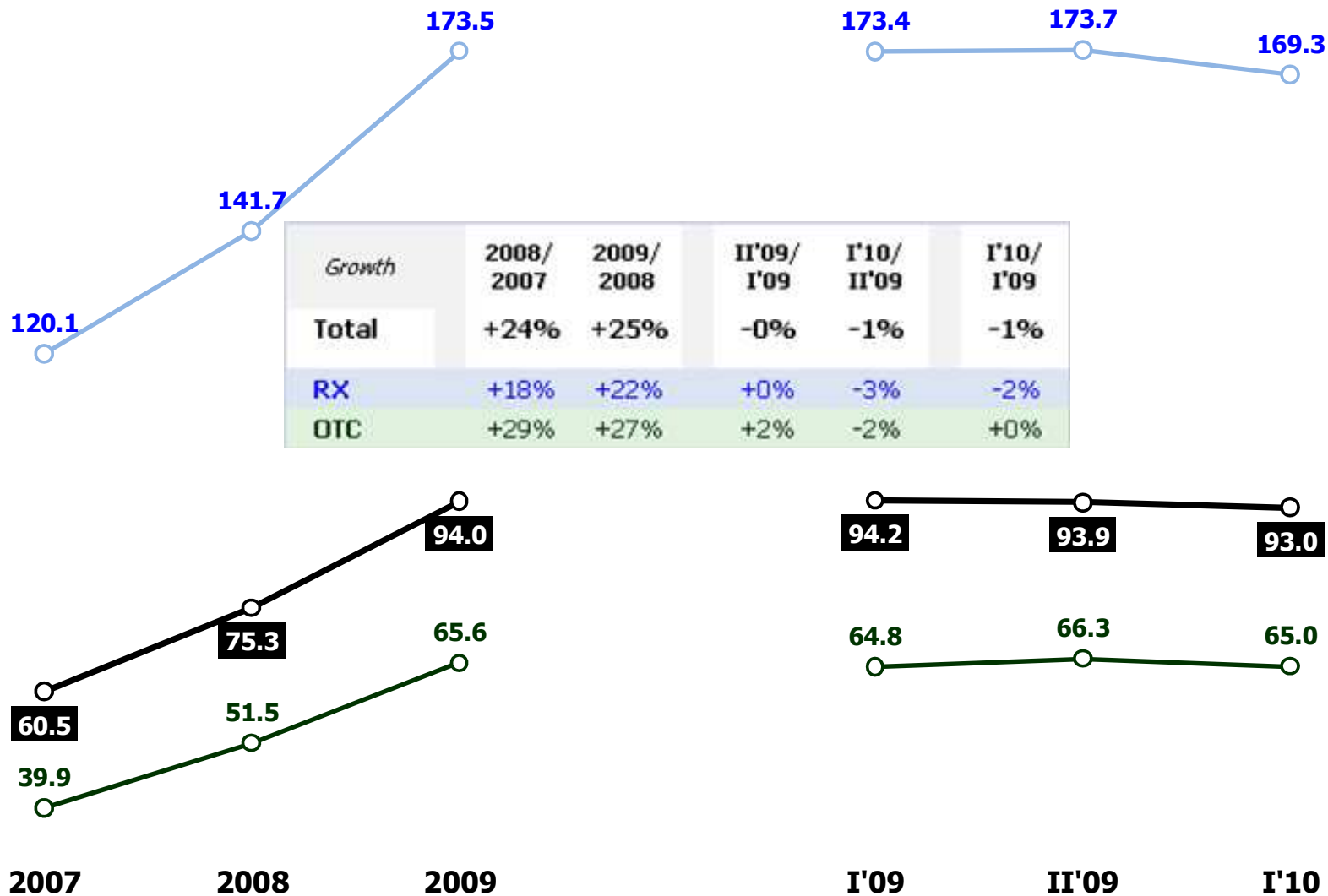
| Growth | 2008/ 2007 | 2009/ 2008 | II'09/ I'09 | I'10/ II'09 | I'10/ I'09 |
|--------|---------------|---------------|----------------|----------------|---------------|
| Total | +26% | +29% | +5% | +5% | +10% |
| RX | +23% | +26% | -0% | +8% | +8% |
| OTC | +29% | +32% | +10% | +3% | +13% |



Average Retail Price Dynamics OTC vs. Rx

Price

○ OTC ○ RX ○ Total

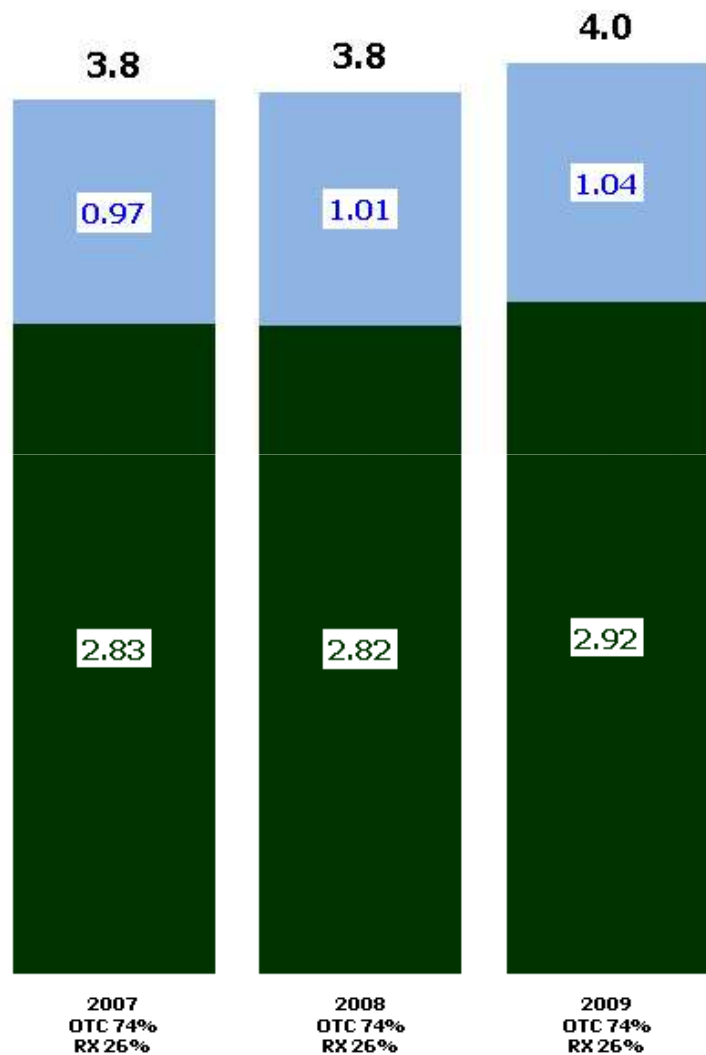


Source: CMR "Pharmexpert"

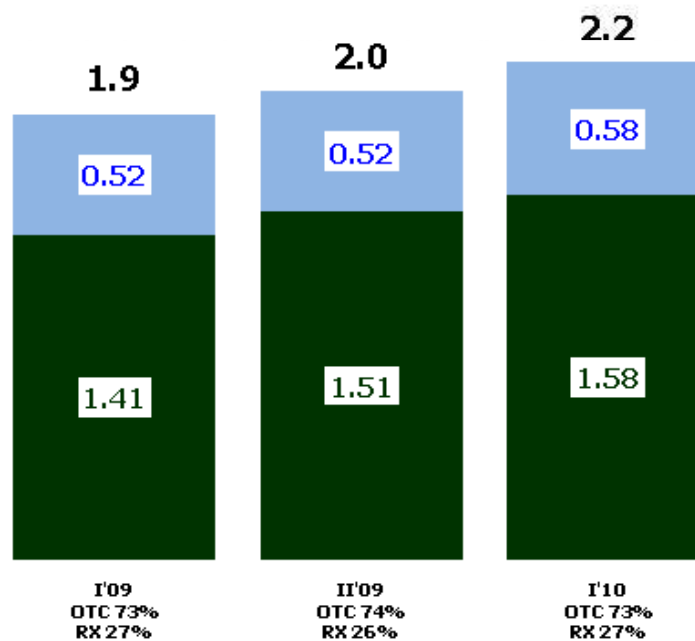
Retail Segment Dynamics OTC vs. Rx by volume

Units bln

■ OTC ■ RX



| Growth | 2008/ 2007 | 2009/ 2008 | II'09/ I'09 | I'10/ II'09 | I'10/ I'09 |
|--------|---------------|---------------|----------------|----------------|---------------|
| Total | +1% | +3% | +5% | +6% | +12% |
| RX | +4% | +3% | -1% | +11% | +11% |
| OTC | -0% | +4% | +7% | +5% | +12% |

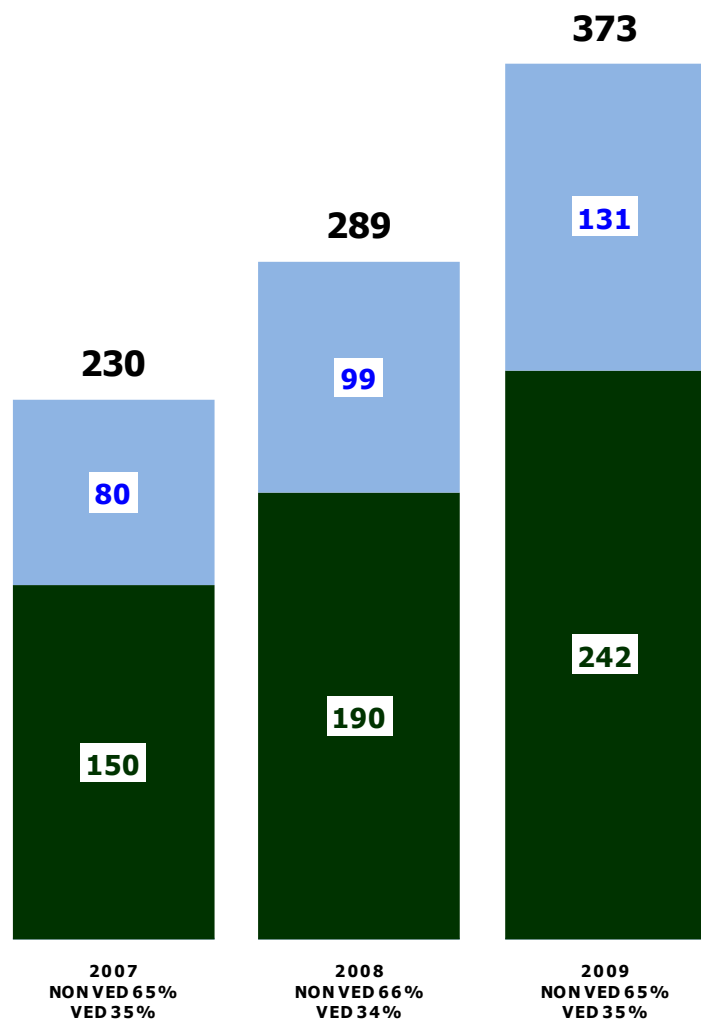


Source: CMR "Pharmexpert"

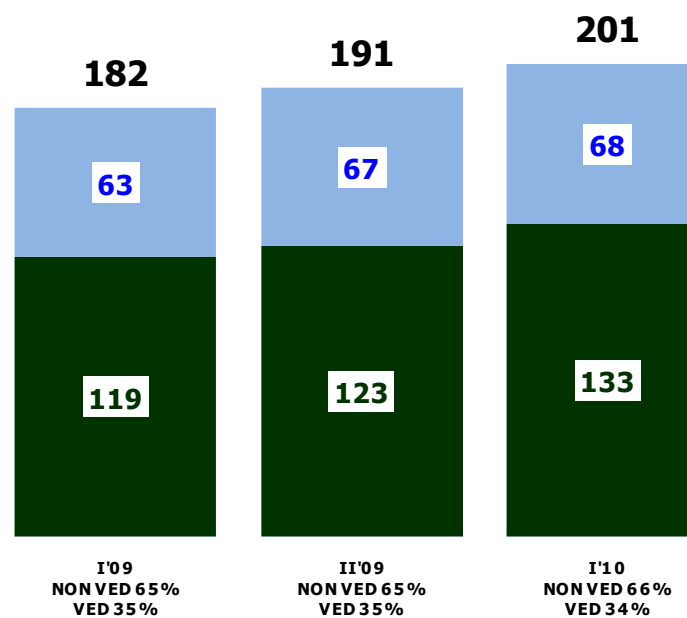
Retail Segment Dynamics VED vs. non-VED by value (RUR)

Rur bln

■ NON VED ■ VED



| Growth | 2008/ 2007 | 2009/ 2008 | II'09/ I'09 | I'10/ II'09 | I'10/ I'09 |
|---------|---------------|---------------|----------------|----------------|---------------|
| Total | +26% | +29% | +5% | +5% | +10% |
| VED | +24% | +32% | +6% | +1% | +7% |
| NON VED | +26% | +27% | +4% | +8% | +12% |

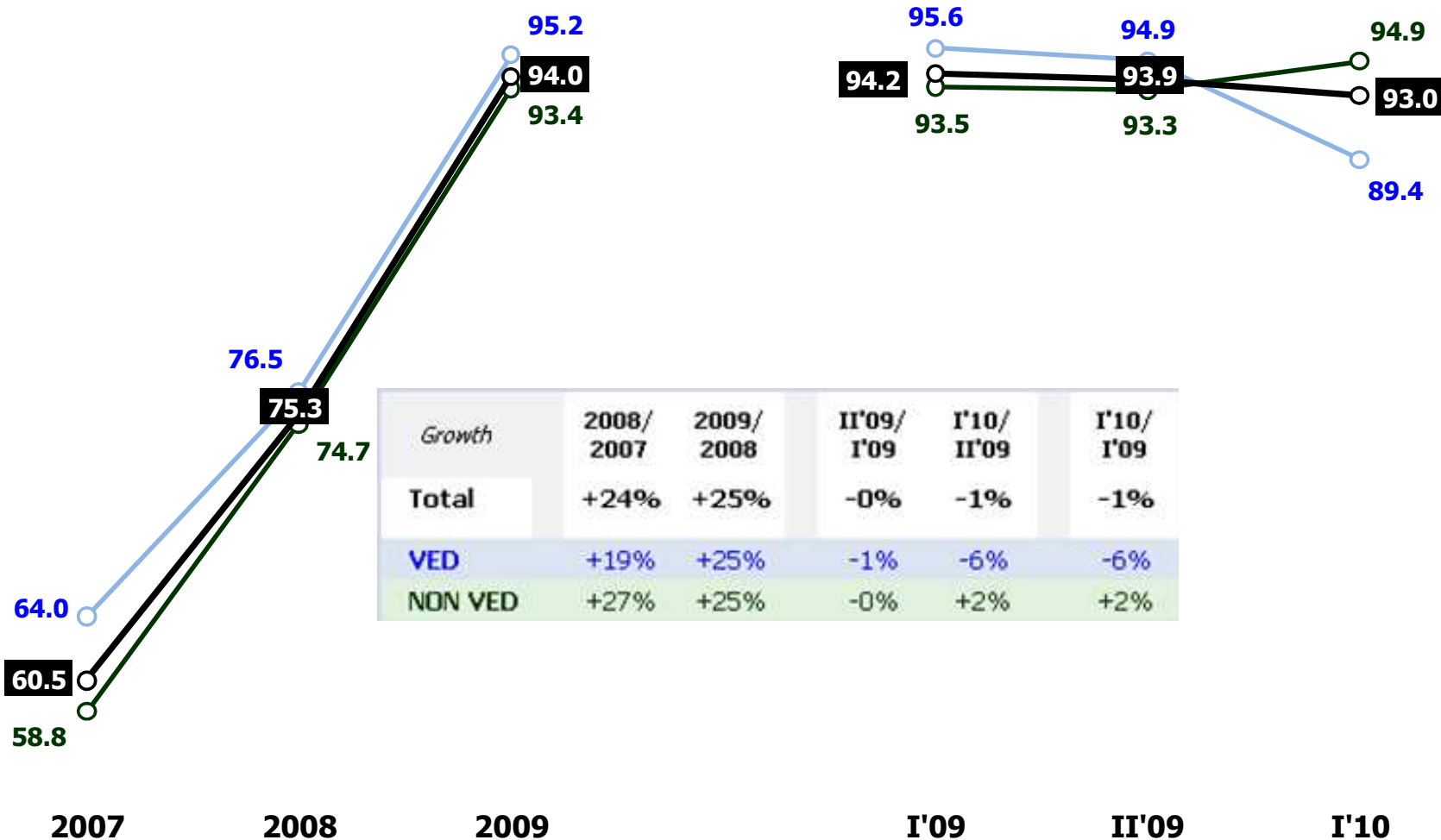


Source: CMR "Pharmexpert"

Average Retail Price Dynamics VED vs. non-VED

Price

○ NON VED ○ VED ○ Total

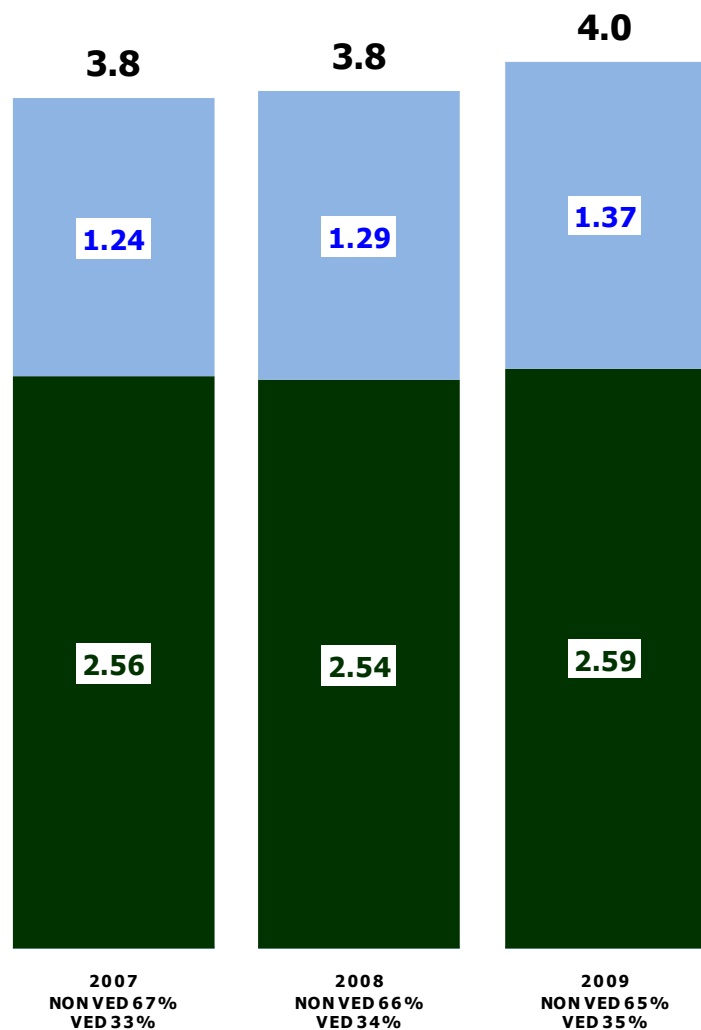


| Growth | 2008/ 2007 | 2009/ 2008 | II'09/ I'09 | I'10/ II'09 | I'10/ I'09 |
|---------|---------------|---------------|----------------|----------------|---------------|
| Total | +24% | +25% | -0% | -1% | -1% |
| VED | +19% | +25% | -1% | -6% | -6% |
| NON VED | +27% | +25% | -0% | +2% | +2% |

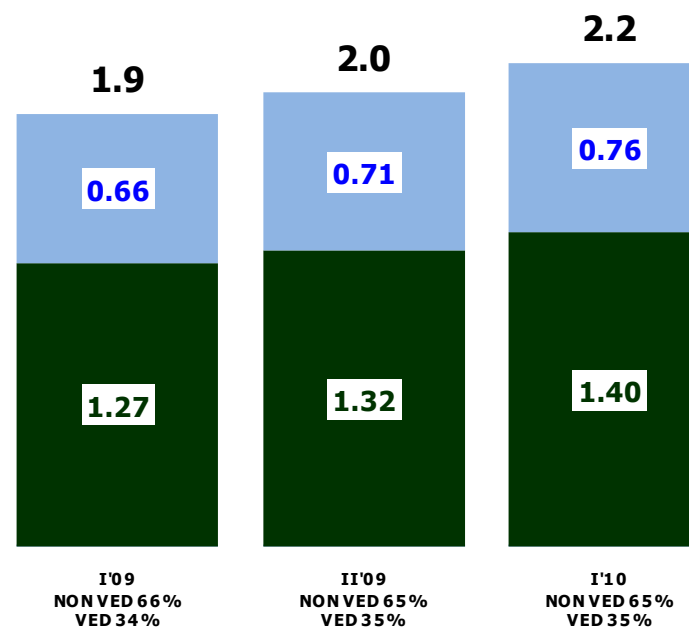
Retail Segment Dynamics VED vs. non-VED by volume

Units bln

■ NON VED ■ VED

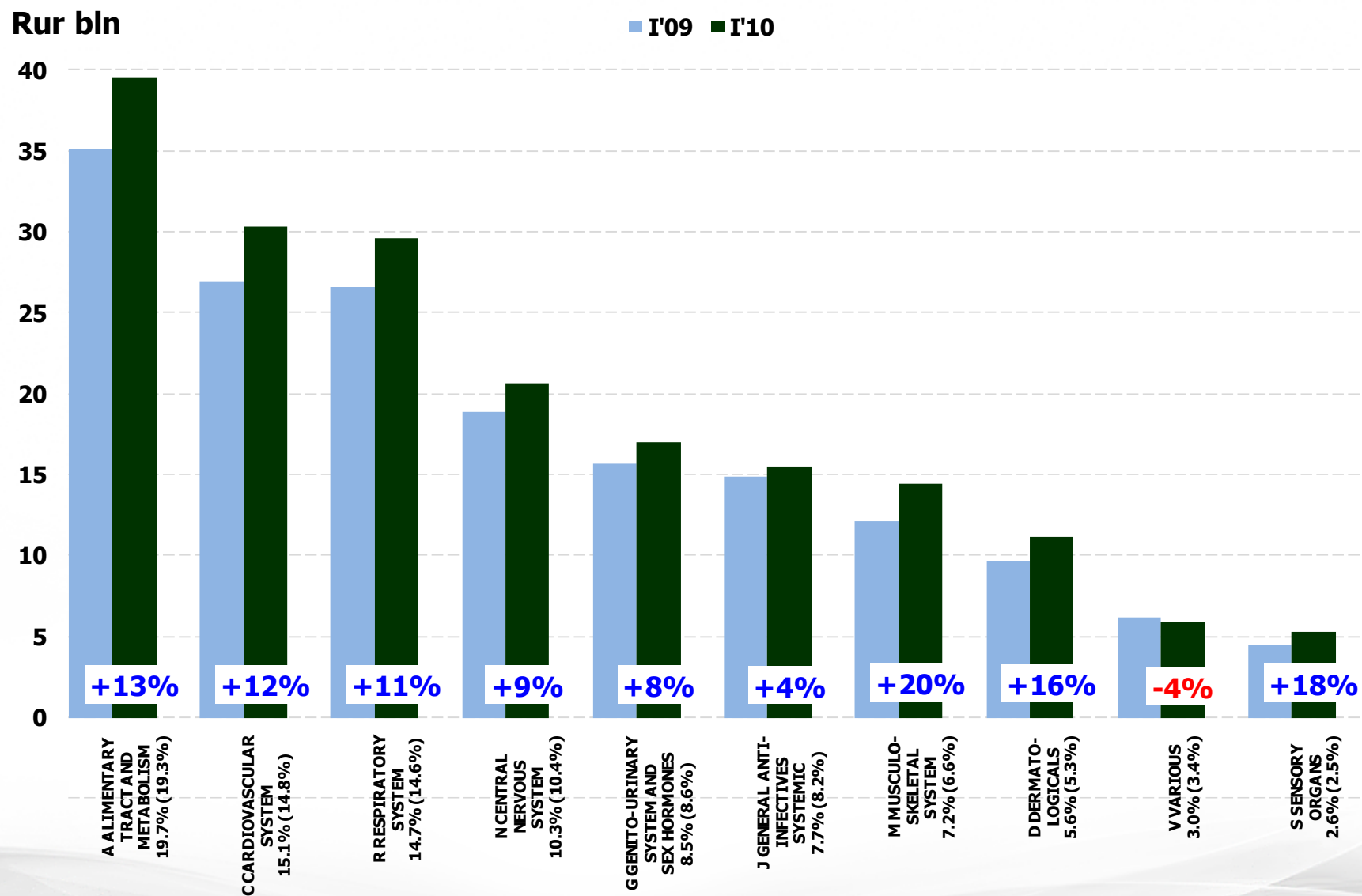


| Growth | 2008/ 2007 | 2009/ 2008 | II'09/ I'09 | I'10/ II'09 | I'10/ I'09 |
|---------|---------------|---------------|----------------|----------------|---------------|
| Total | +1% | +3% | +5% | +6% | +12% |
| VED | +4% | +6% | +7% | +7% | +14% |
| NON VED | -1% | +2% | +4% | +6% | +10% |



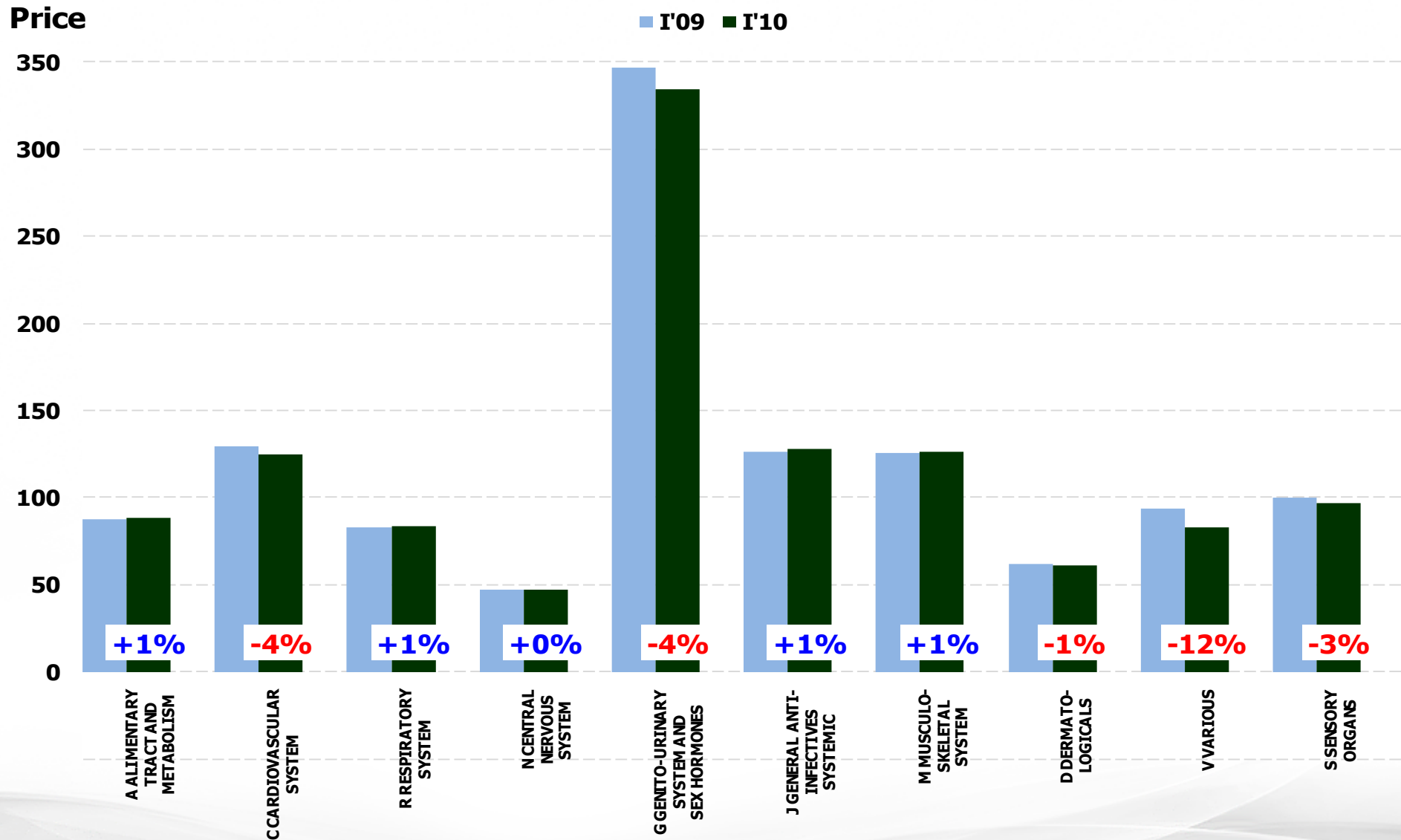
Source: CMR "Pharmexpert"

Retail Segment Dynamics main ATC by value (RUR)

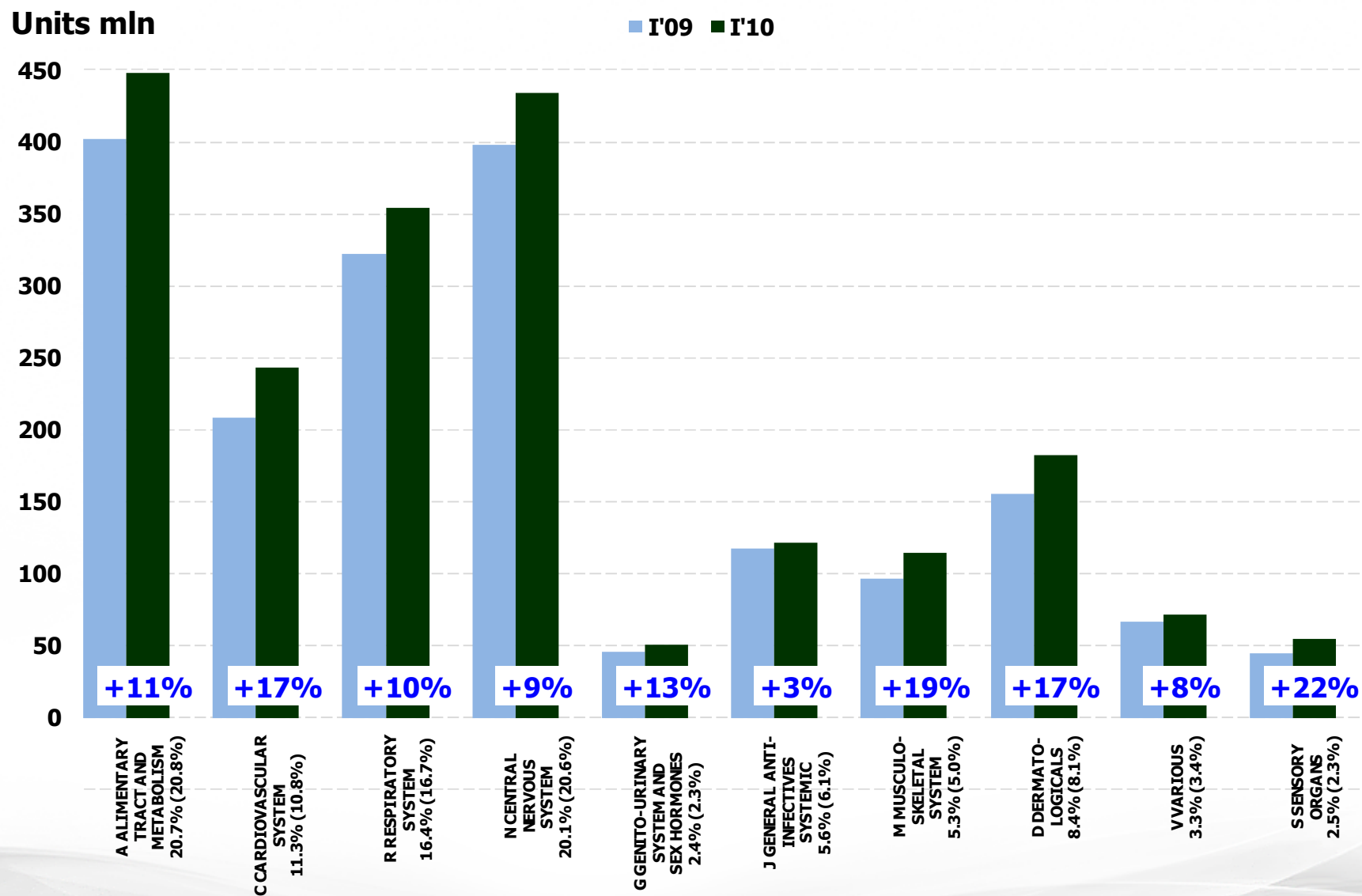


Source: CMR "Pharmexpert"

Average Retail Price Dynamics main ATC



Retail Segment Dynamics main ATC by volume



Source: CMR "Pharmexpert"

Retail Segment: Summary

1. Retail segment is dominating in the structure of the Pharmaceutical market and occupies 74% by value and 92% by volume
2. The structure of Retail segment both in value and volume is stable
3. In all the segment of Retail market the rise in pieces is stopped in comparison with previous period
4. Retail segment has shown the most intensive growth by volume among other segments (+ 12%)

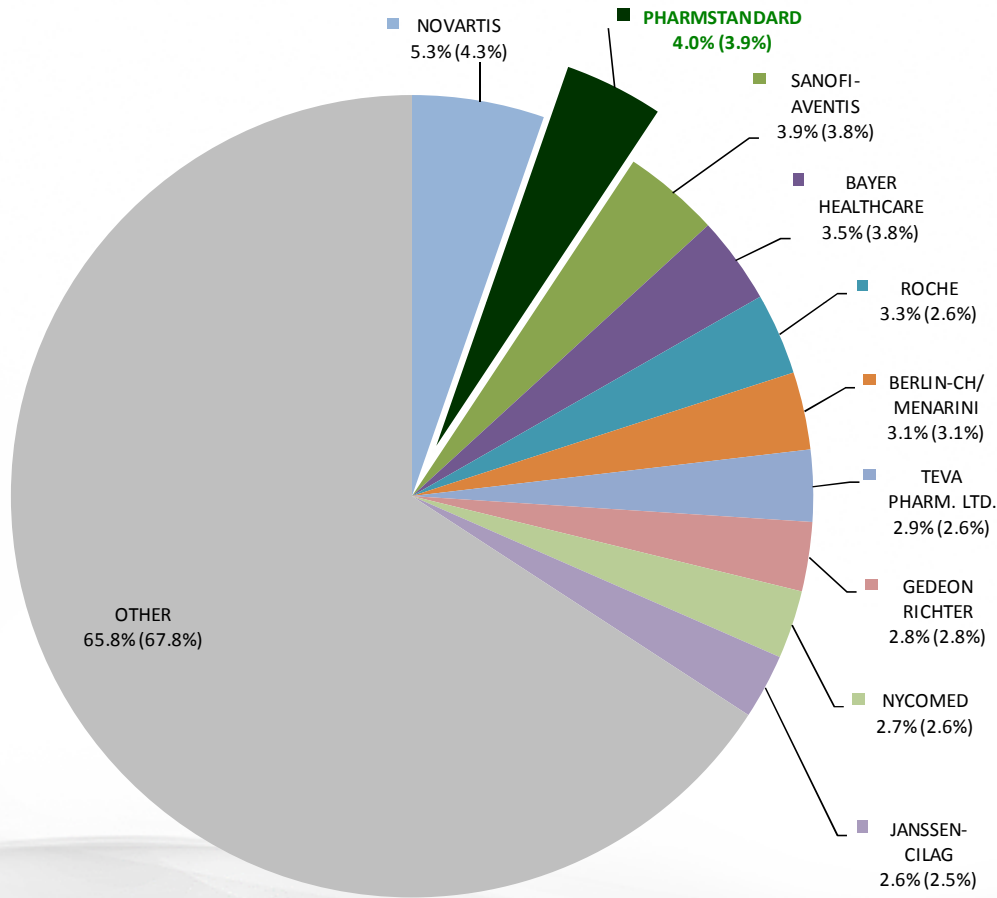
Market Trends & Product Overview



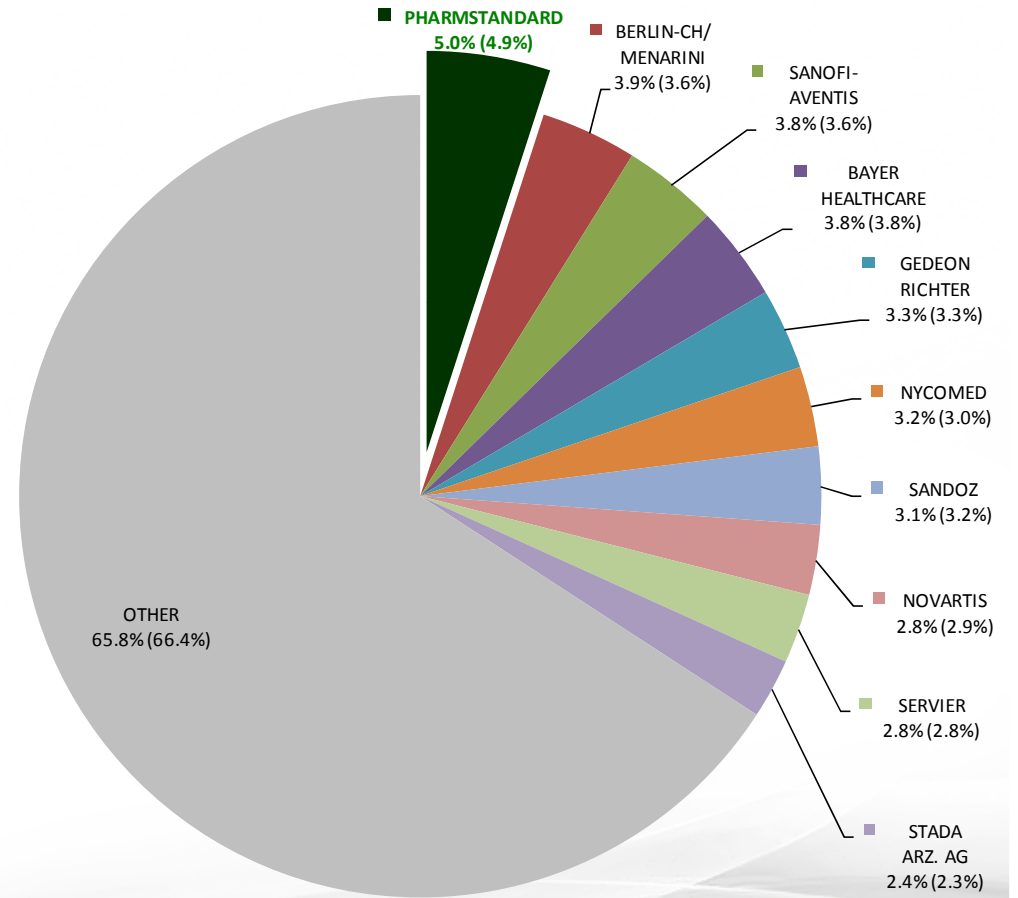
1. Market Trends
- 2. Pharmstandard on the Market**
3. Top Products Review
4. Sales & Marketing Department

PHST - Leading Russian Pharmaceutical Company

Market Share – All Segments

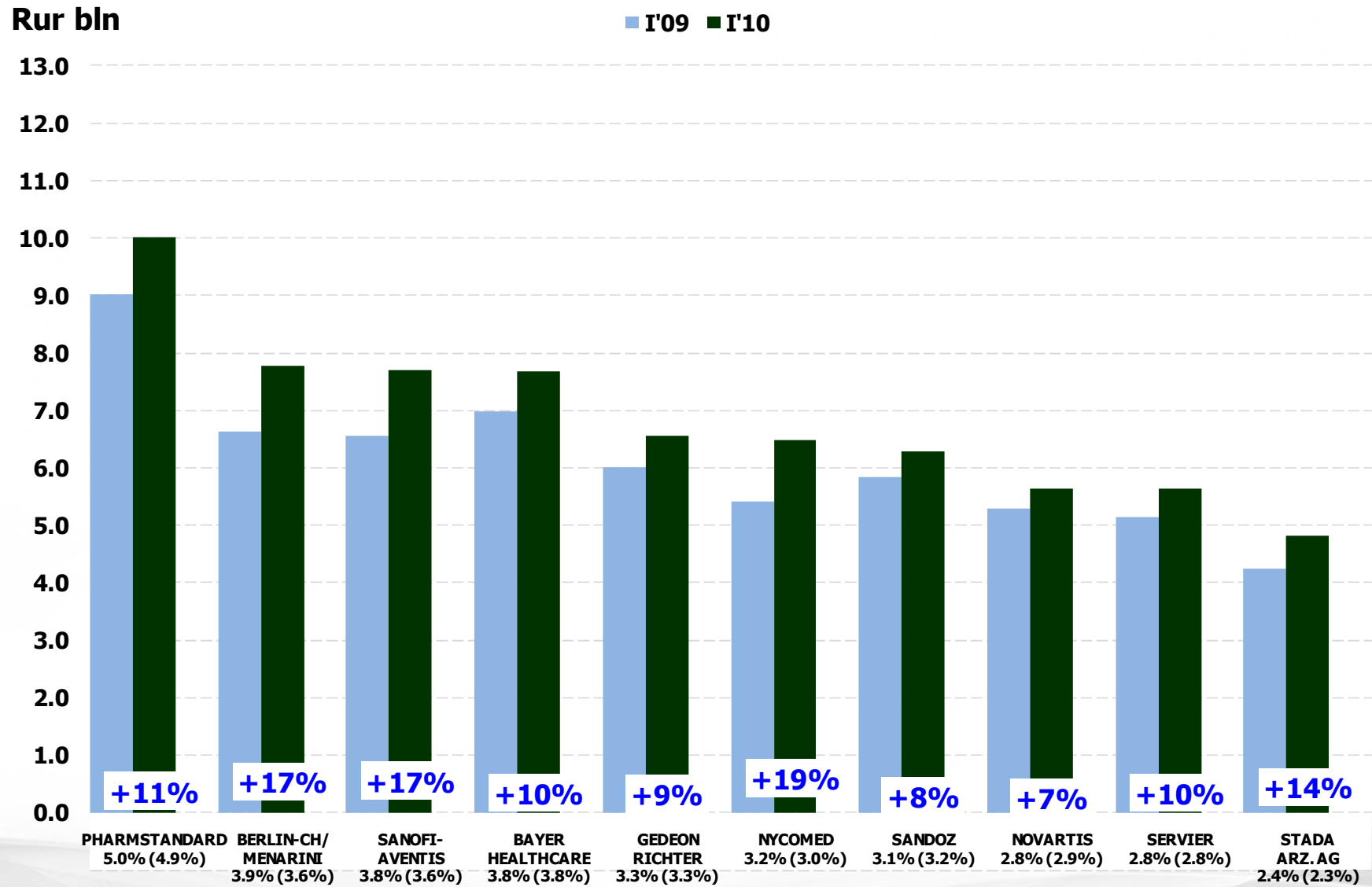


Market Share – Retail Segment

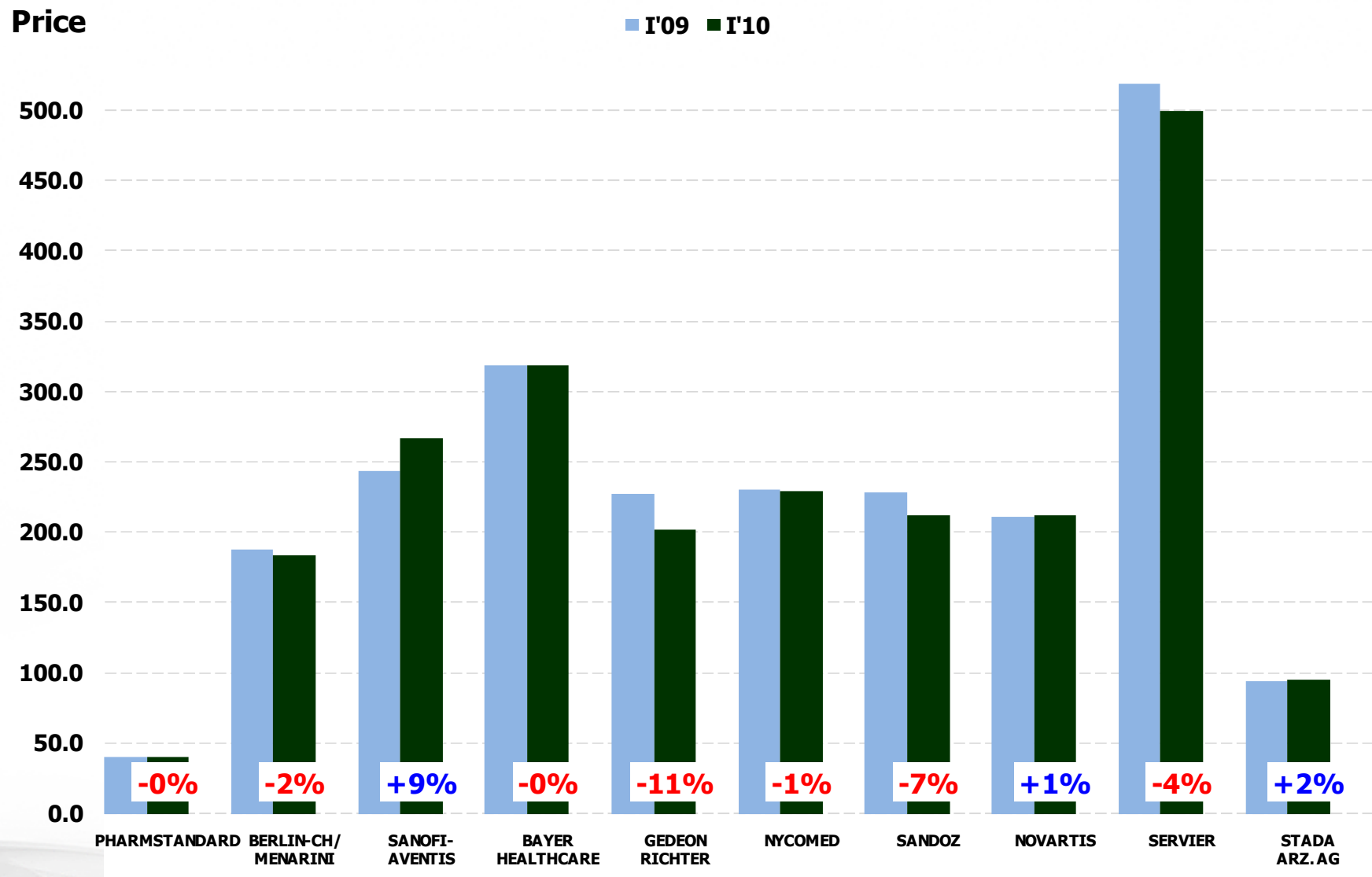


Source: CMR "Pharmexpert"

TOP-10: retail sales 1H'10 vs. 1H'09 by value (RUR)

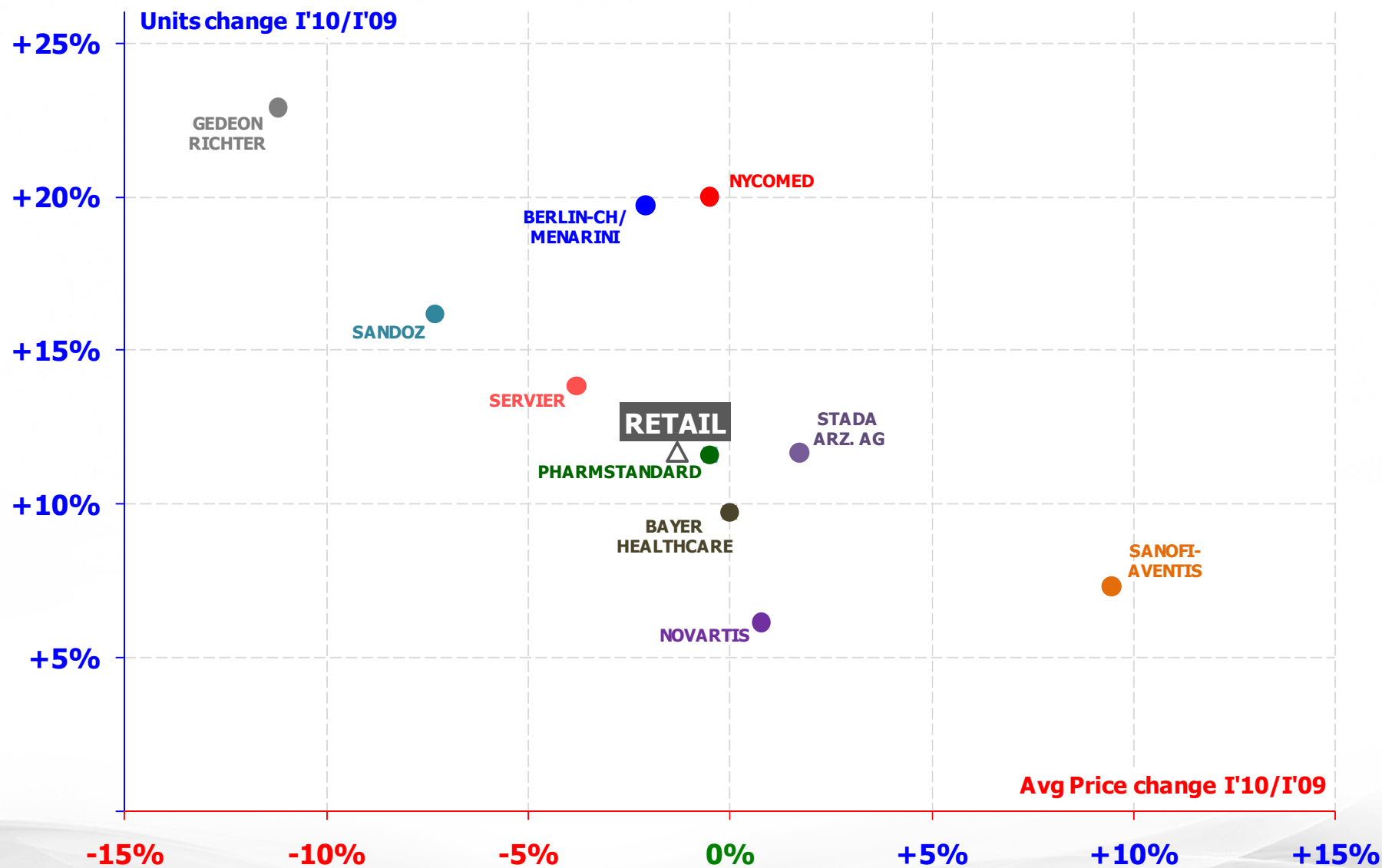


Average Retail Price Dynamics TOP-10 by value (RUR)



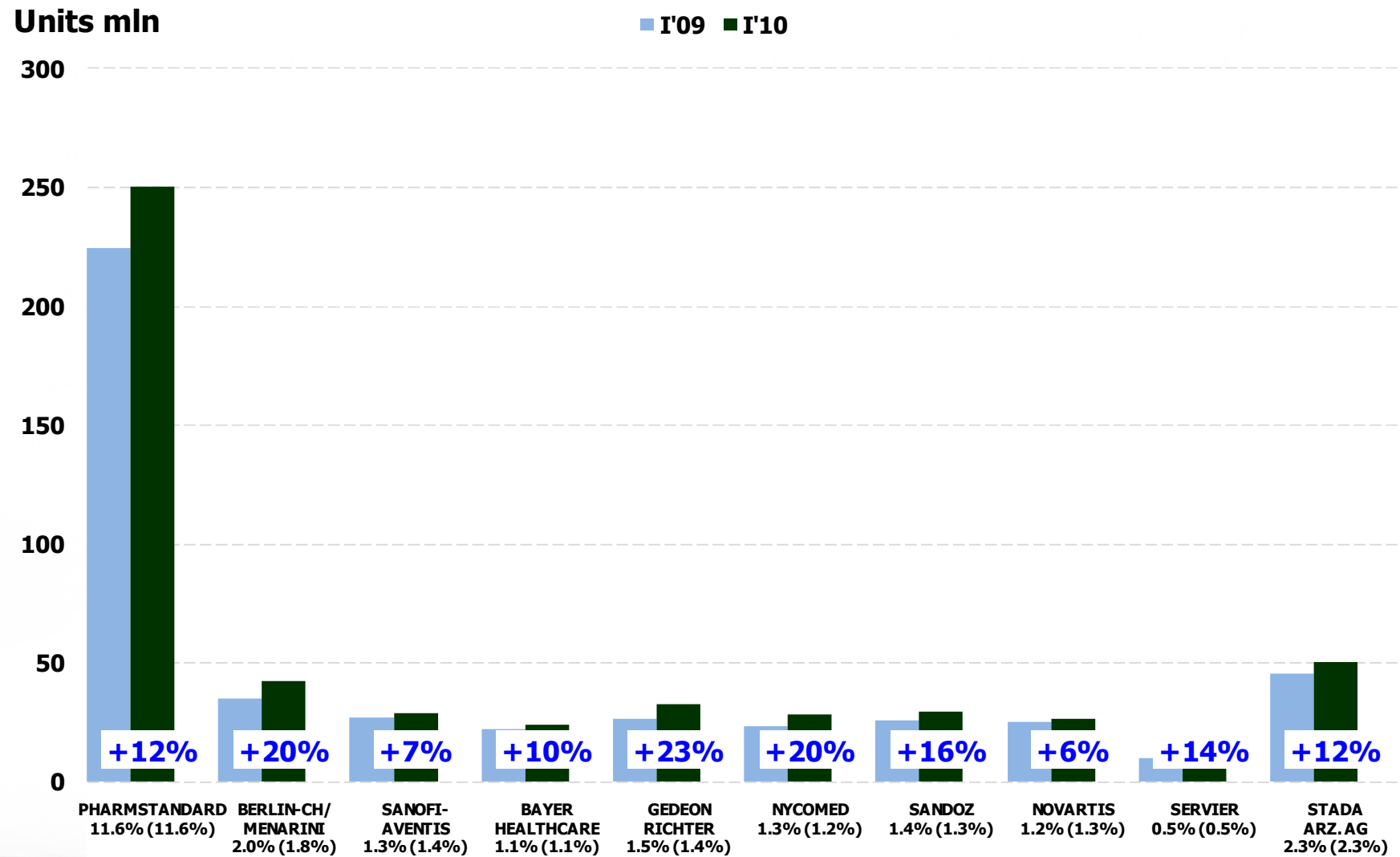
Source: CMR "Pharmexpert"

Average Retail Price Dynamics vs. Units Dynamics TOP-10



Source: CMR "Pharmexpert"

TOP-10: retail sales 1H'10 vs. 1H'09 by volume

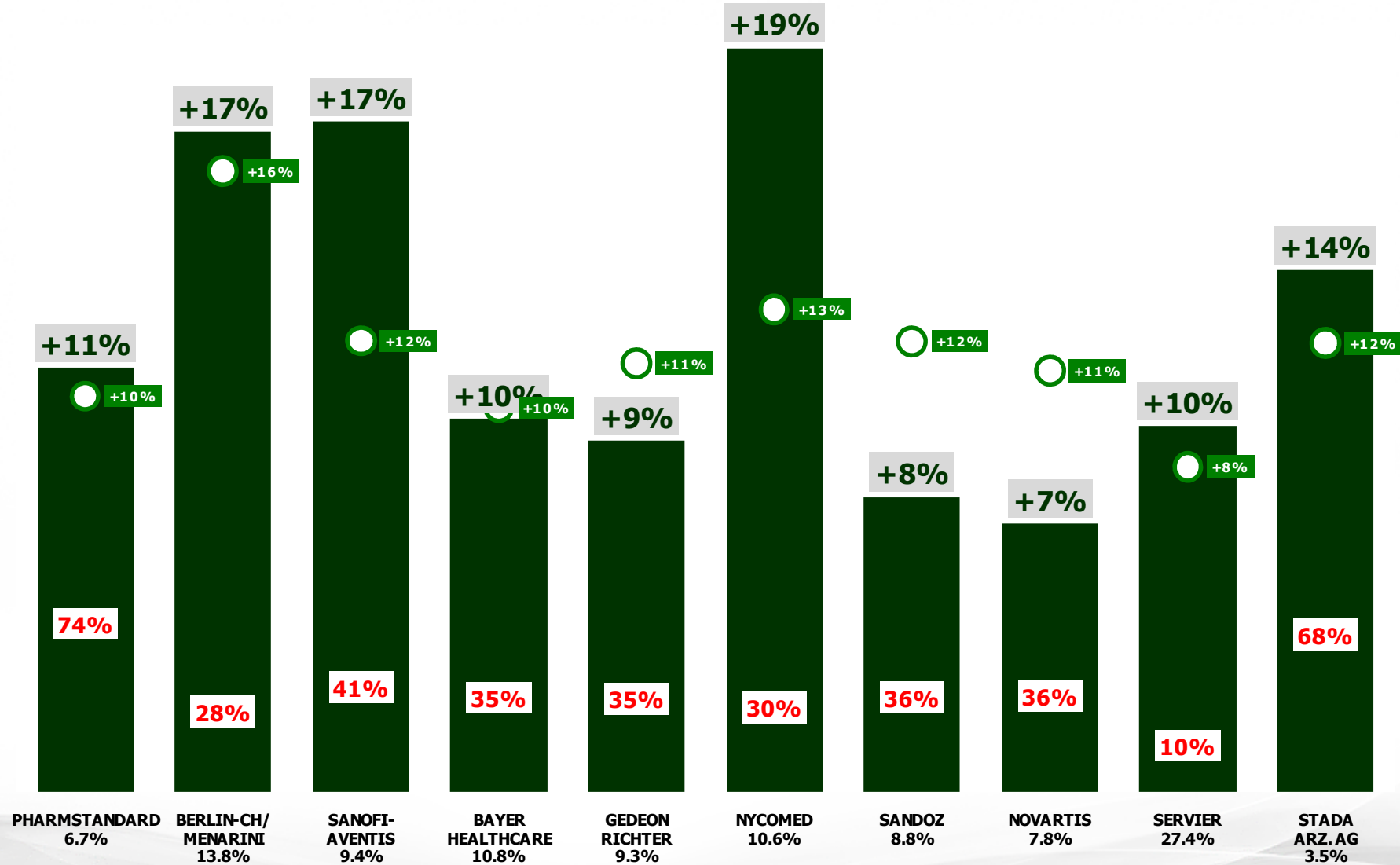


Source: CMR "Pharmexpert"

TOP-10 Growth Dynamics vs. ATC Segments by value (RUR)

Rur

■ Company Growth ● Segments Growth

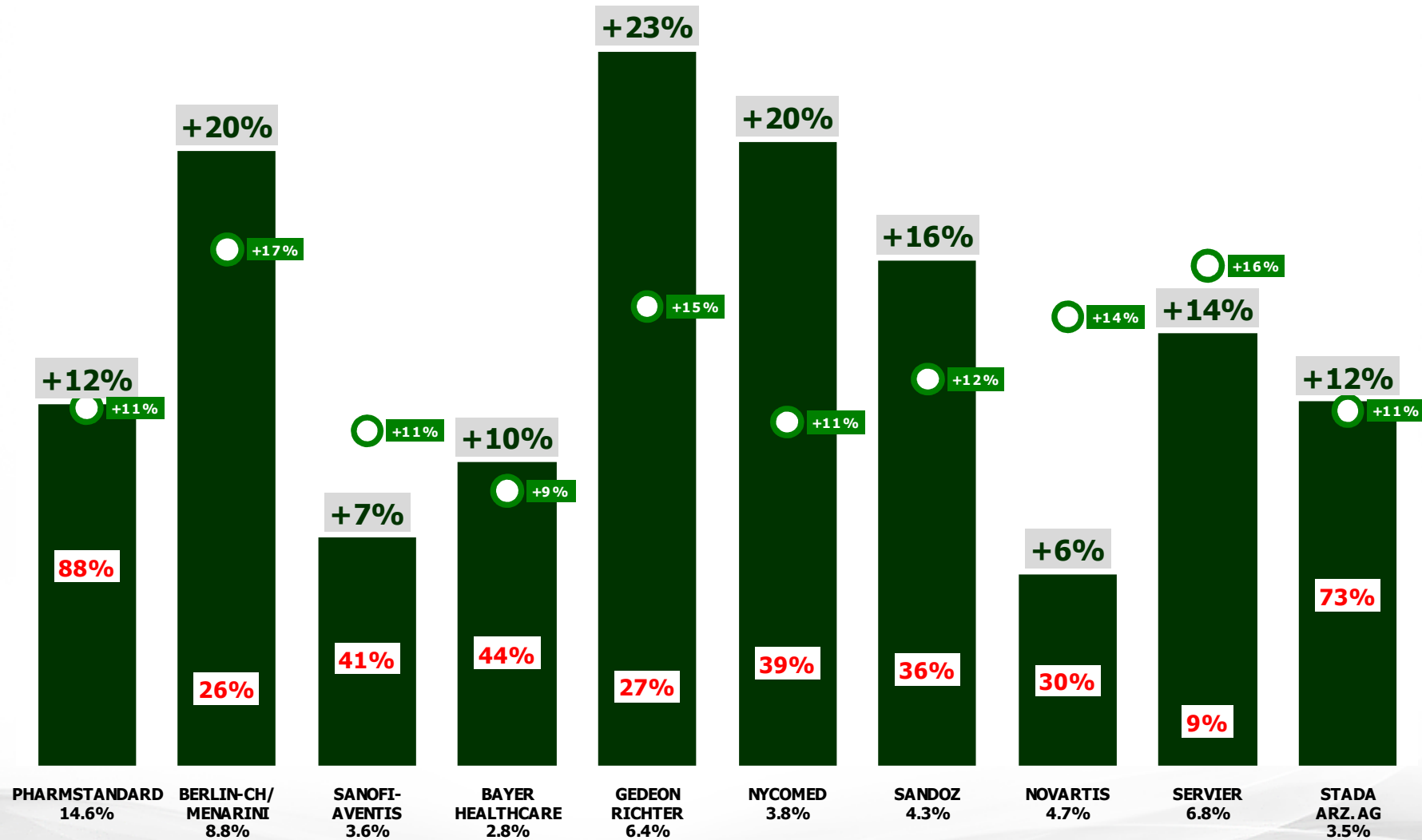


Source: CMR "Pharmexpert"

TOP-10 Growth Dynamics vs. ATC Segments by volume

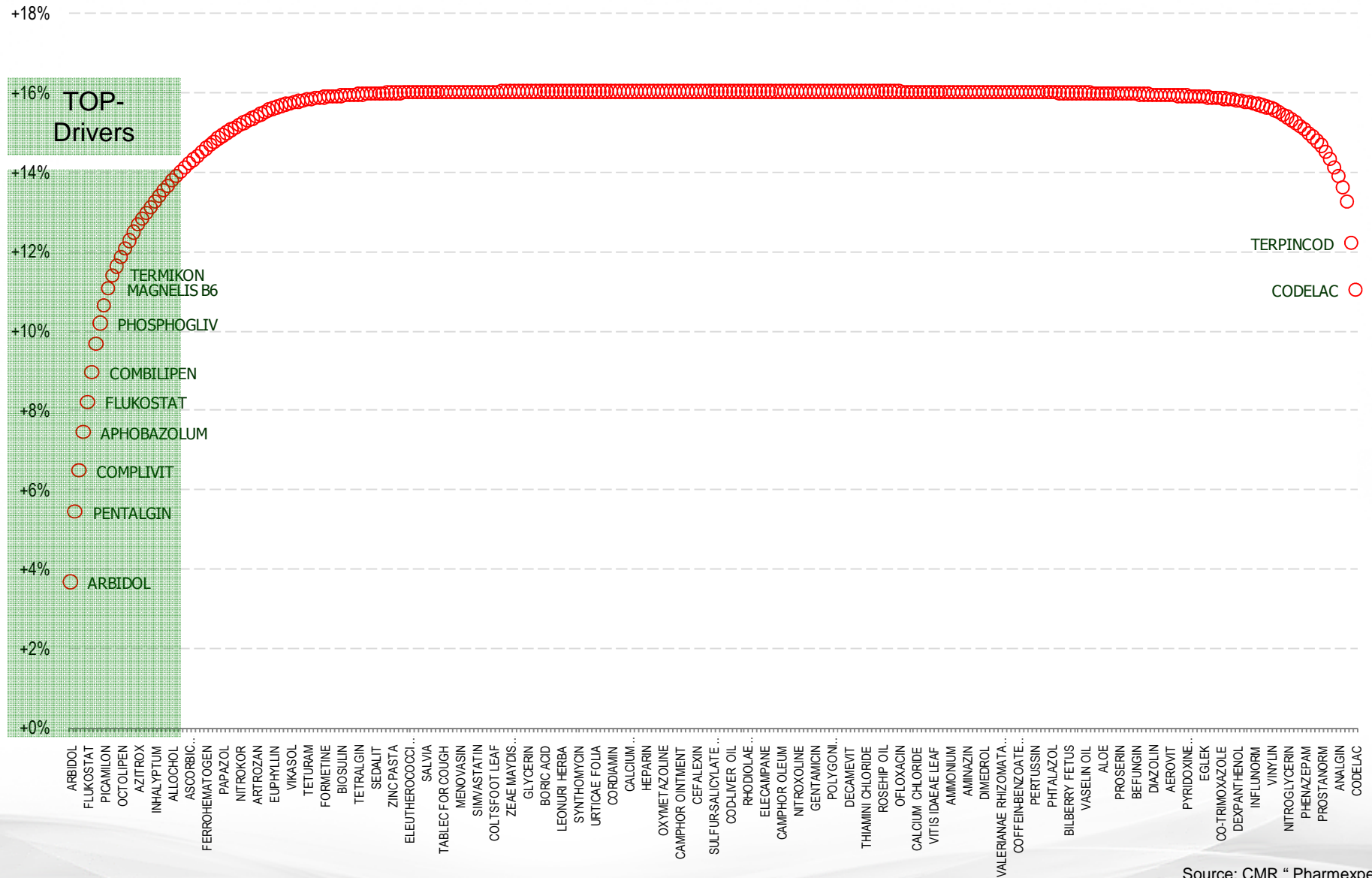
Units

■ Company Growth ● Segments Growth

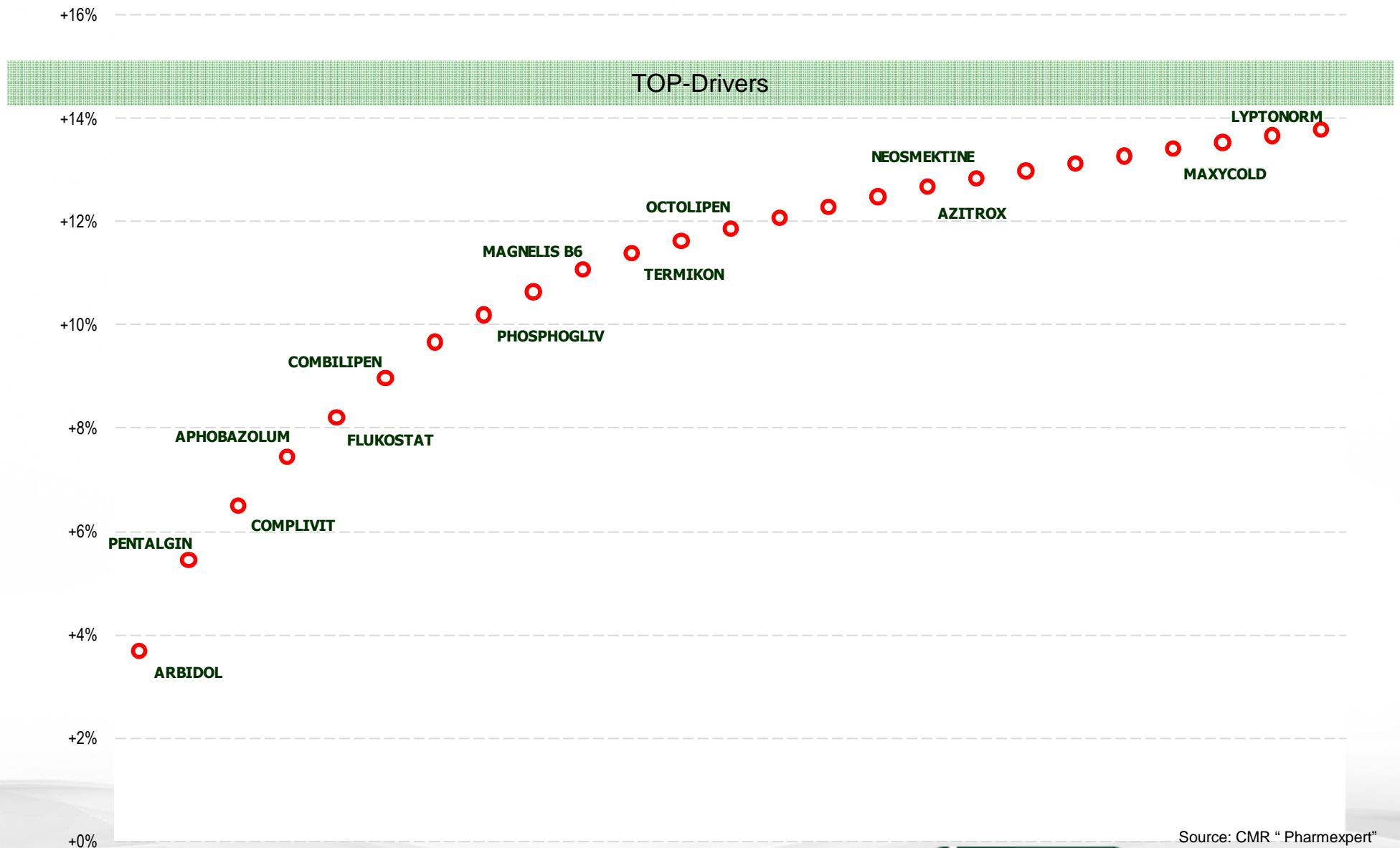


Source: CMR "Pharmexpert"

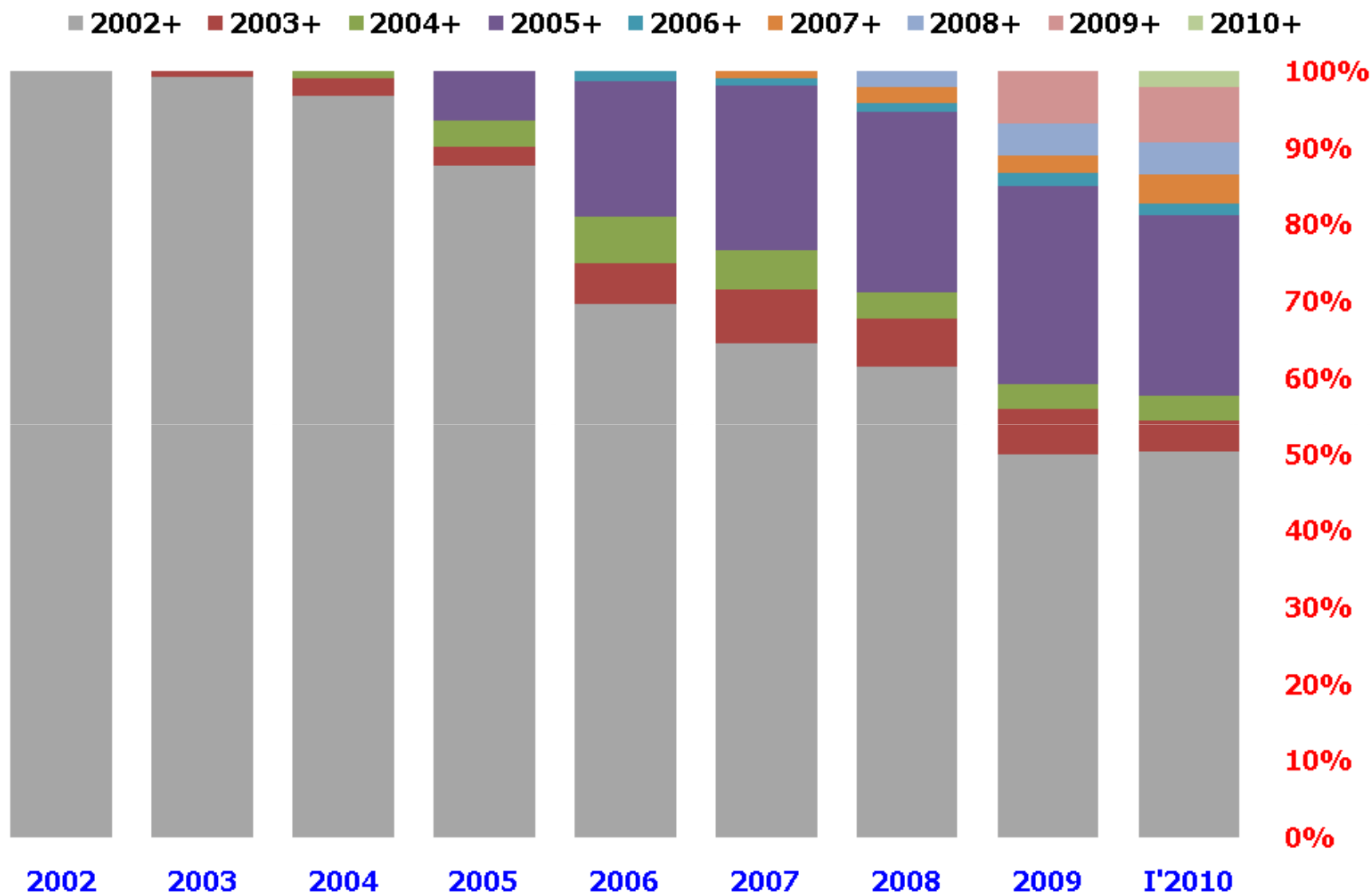
PHST growth drivers Retail Market 1H'10 vs. 1H'09 by value (RUR)



PHST growth drivers Retail Market 1H'10 vs. 1H'09 by value (RUR)

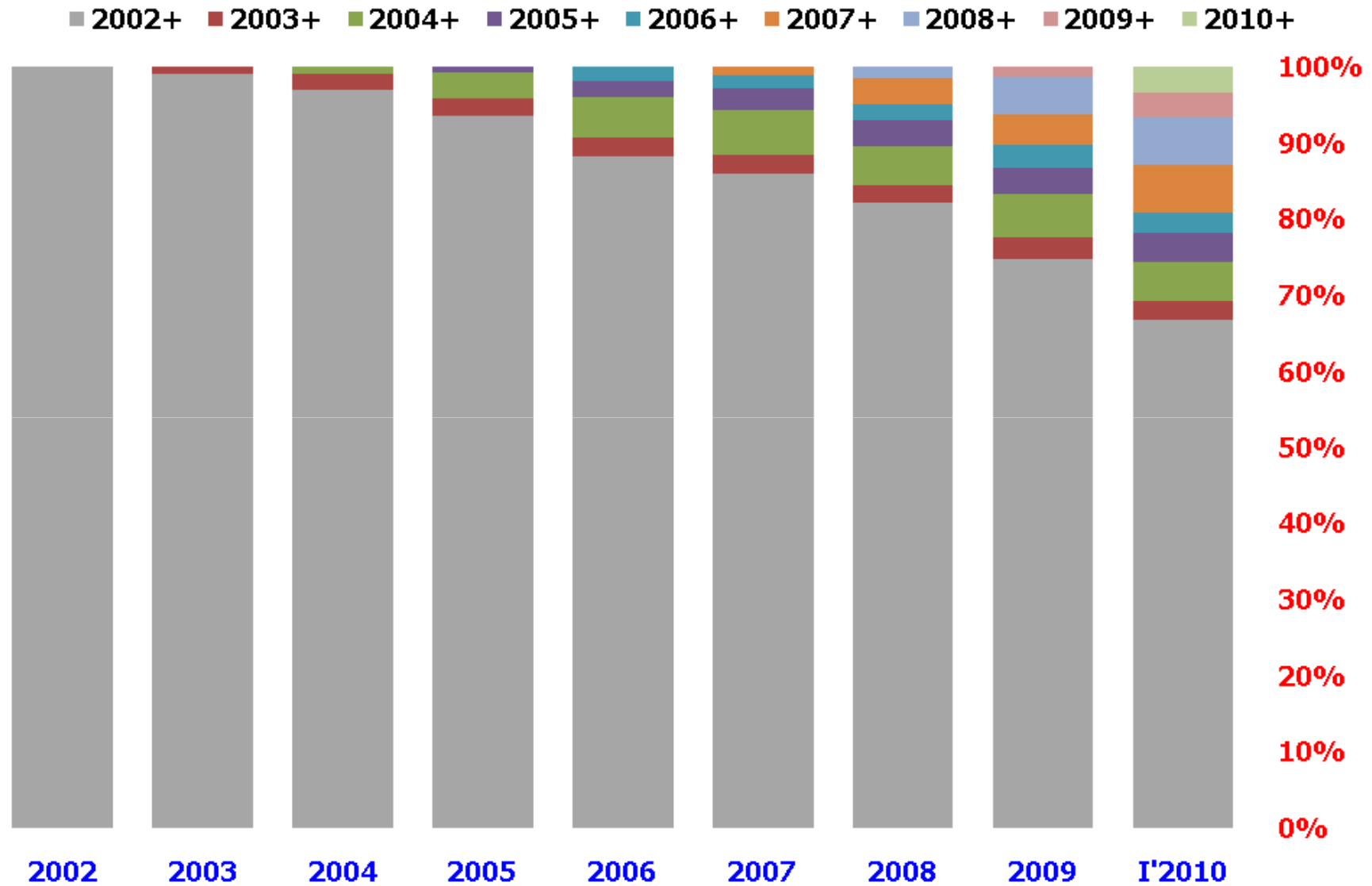


PHST portfolio retail sales structure by annual launches of new products by value (RUR)



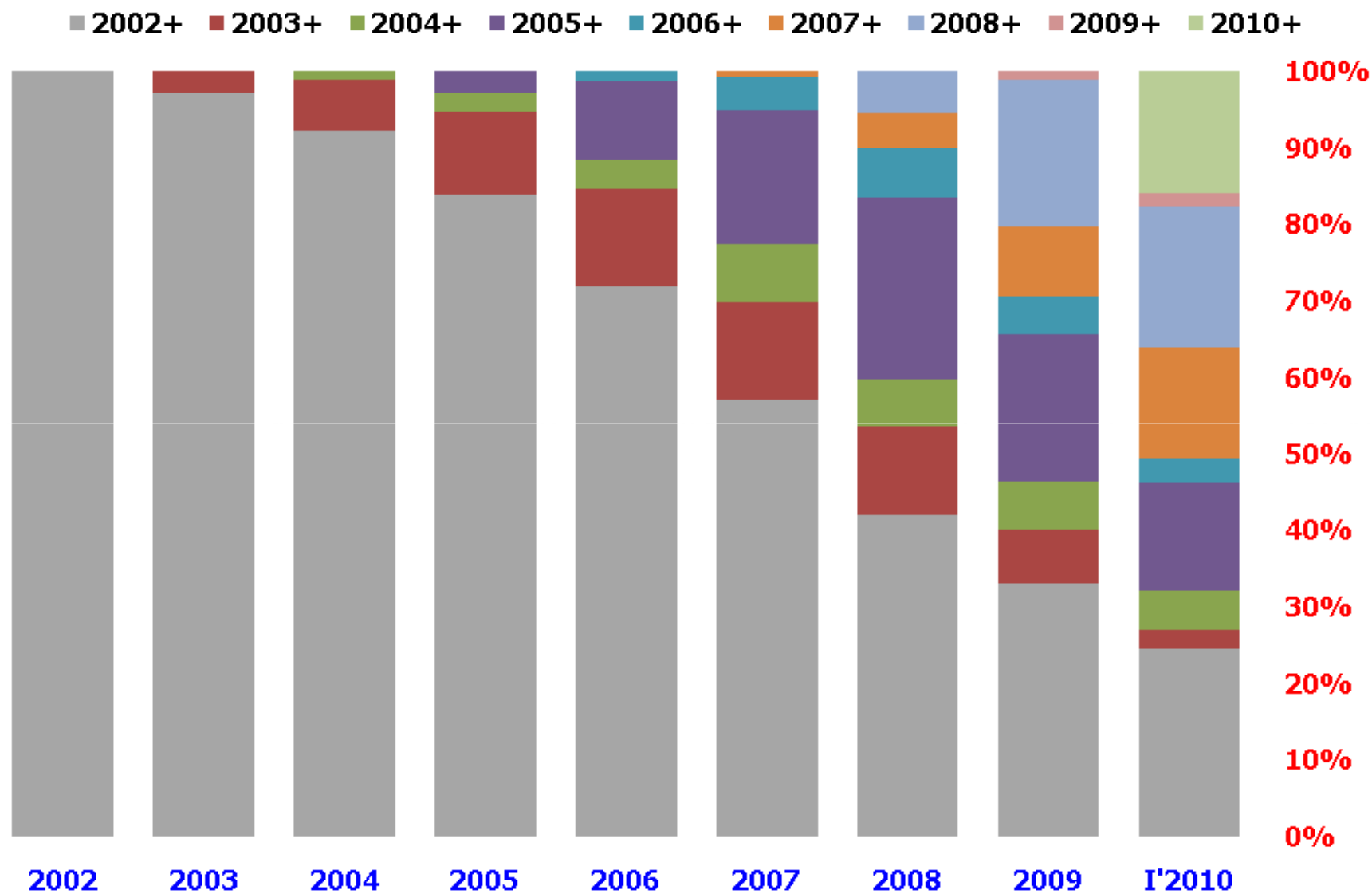
Source: CMR "Pharmexpert"

PHST portfolio retail sales structure by annual launches of new products without acquisitions by value (RUR)



Source: CMR "Pharmexpert"

PHST Rx portfolio retail sales structure by annual launches of new products without acquisitions by value (RUR)



Source: CMR "Pharmexpert"

Summary

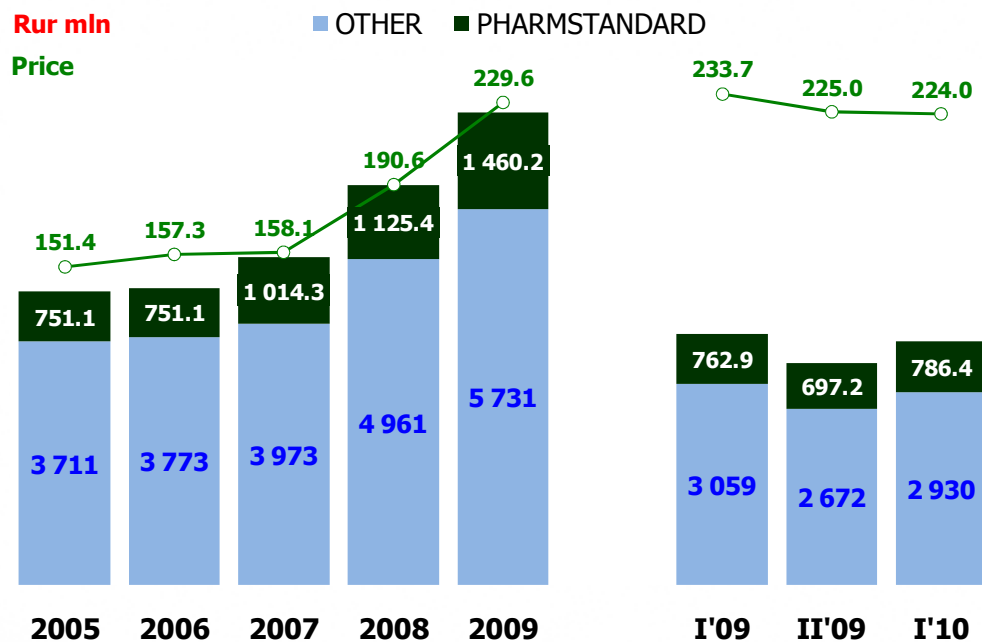
1. PHST - #2 company in all Pharmaceutical market (vs. #4 in 1H'09) and #1 in Retail segment with positive MS dynamics
2. Growth of PHST retail sales in 1H'10 vs. 1H'09 is +11% by value and +12% by volume, absolute growth by volume is at least in 5 times above the nearest players
3. Growth of retail sales of PHST is correlating with segments growth to which the Company is presented
4. Actively promoted brands, including brand-leaders and new brands are the basic drivers of growth
5. PHST has the biggest coverage of therapeutic segments in the market
6. The consumer price stability of PHST products is preserved, providing stable demand and consumption growth

Market Trends & Product Overview

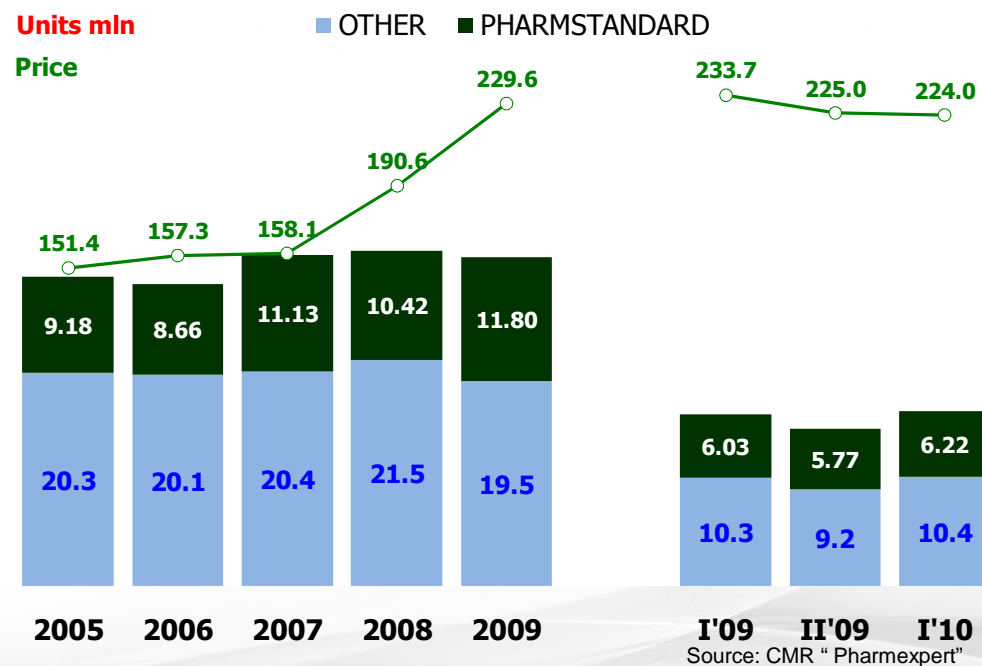


1. Market Trends
2. Pharmstandard on the Market
- 3. Top Products Review**
4. Sales & Marketing Department

Complivit multivitamins with minerals, 1H'10 vs. 1H'09

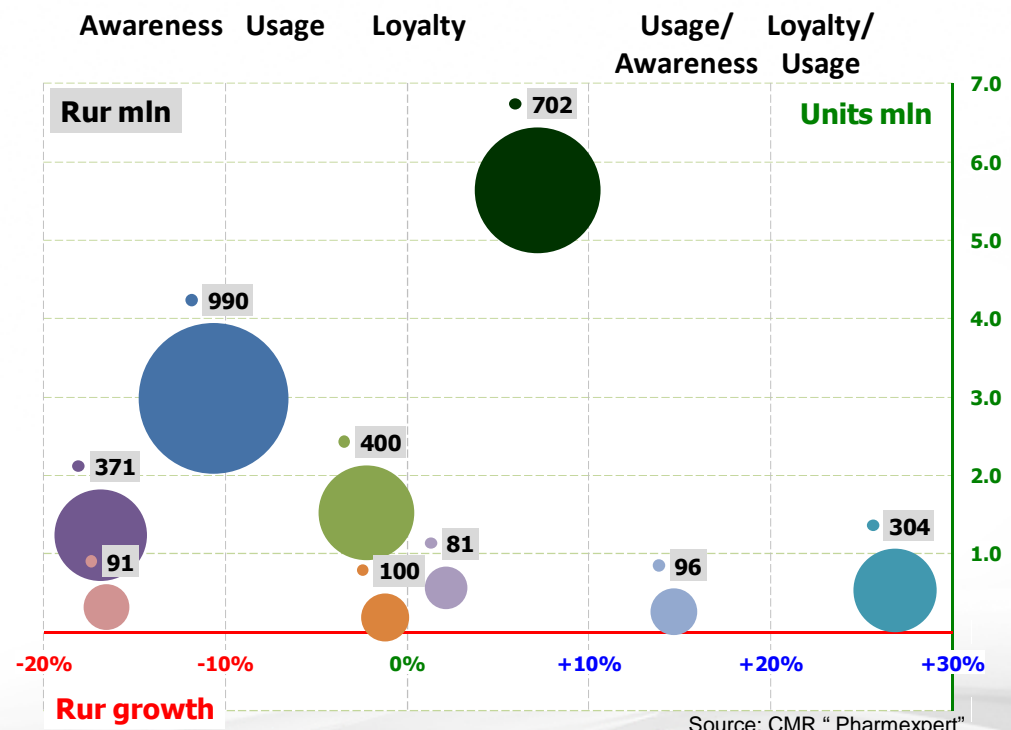
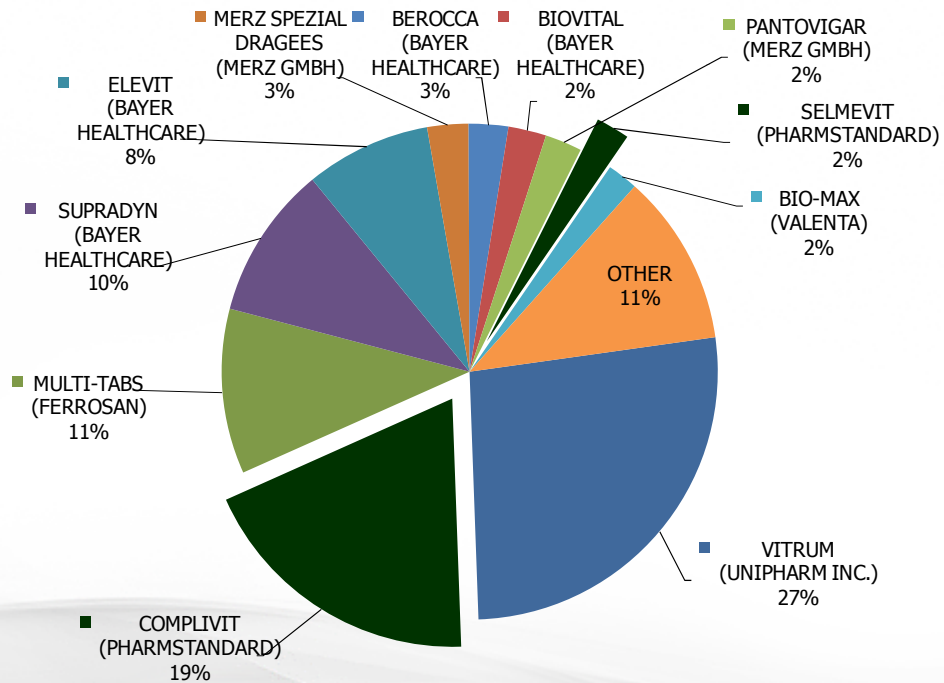
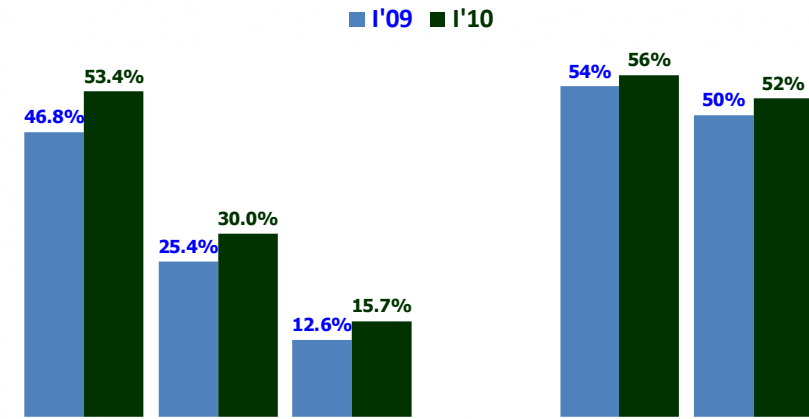


- Segment growth RUR: -3%
- PHST growth RUR: +3%
- Segment growth, Units: +1%
- PHST growth, Units: +3%



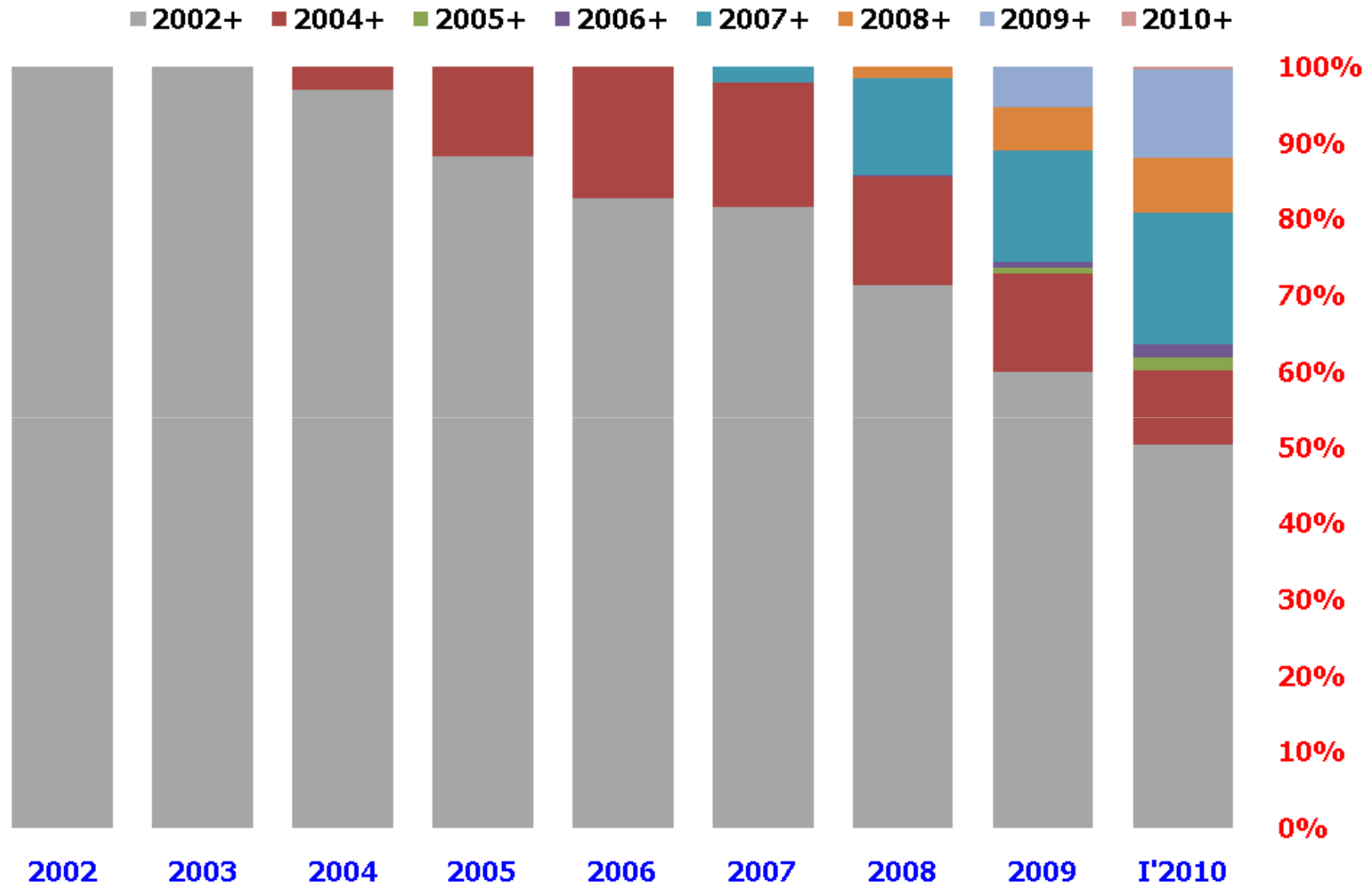
Complivit multivitamins with minerals, 1H'10 vs. 1H'09

- Segment growth RUR: -3%
- Complivit growth RUR: +7%
- Segment growth, Units: +1%
- Complivit growth, Units: +8%
- Complivit is the leader in absolute growth by volume and value



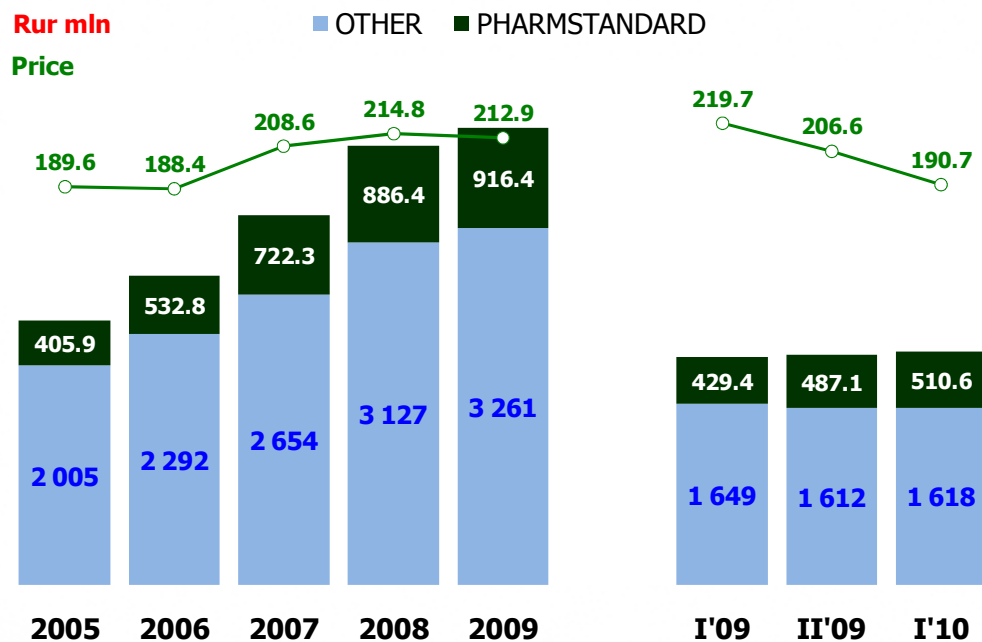
Source: CMR "Pharmexpert"

Complivit retail sales structure umbrella brands and new sub-brands

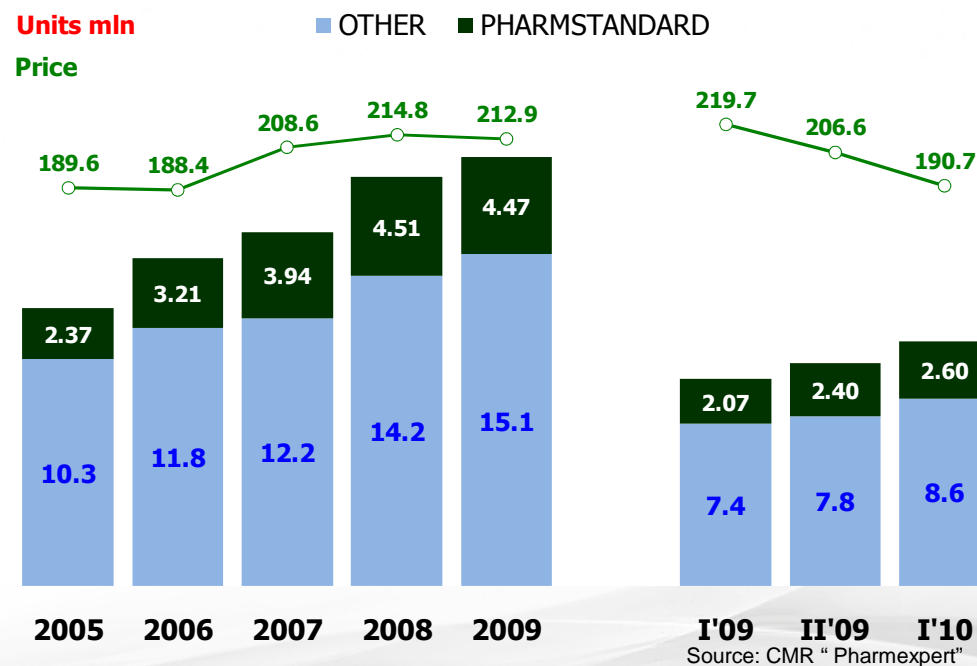


Source: CMR "Pharmexpert"

Flucostat Systemic Agents for Fungal Infections, 1H'10 vs. 1H'09

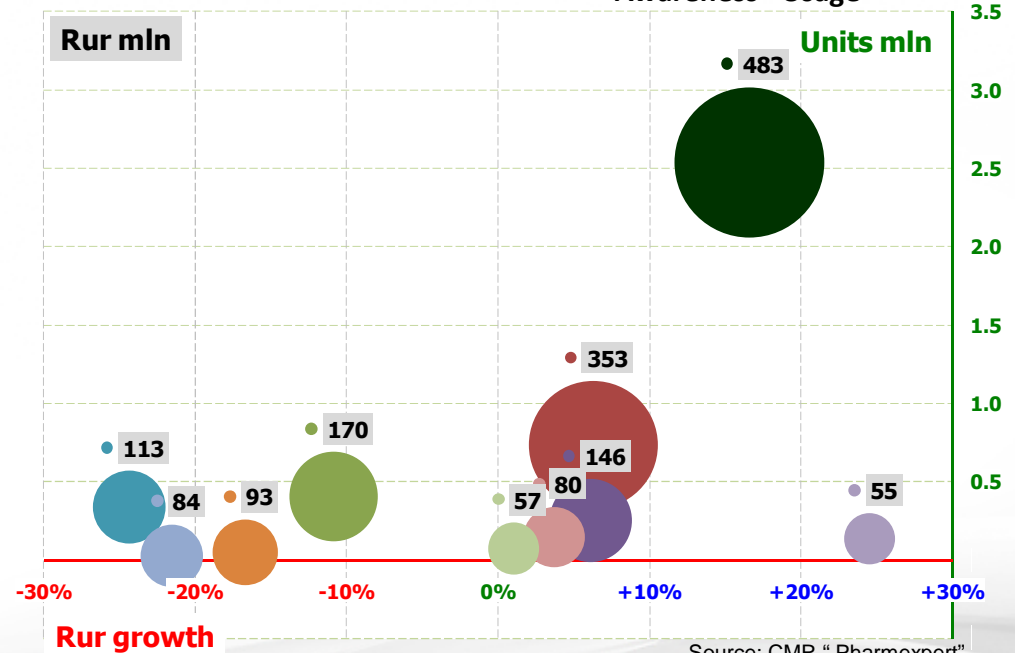
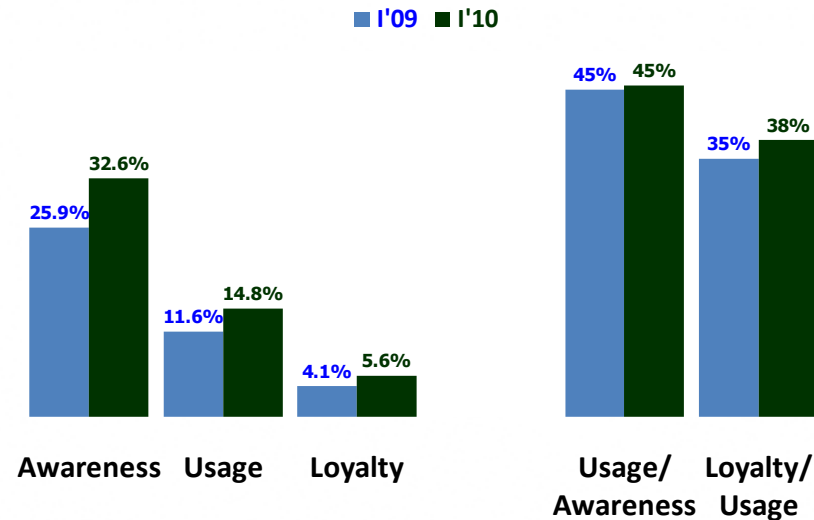
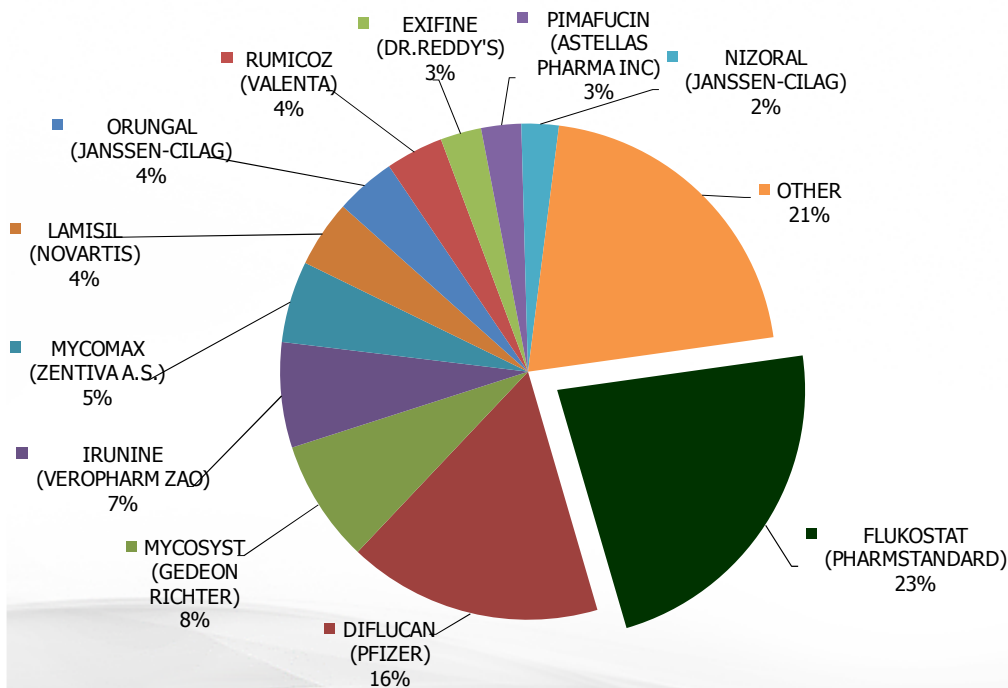


- Segment growth RUR: +2%
- PHST growth RUR: +19%
- Segment growth, Units: +18%
- PHST growth, Units: +26%



Flucostat Systemic Agents for Fungal Infections, 1H'10 vs. 1H'09

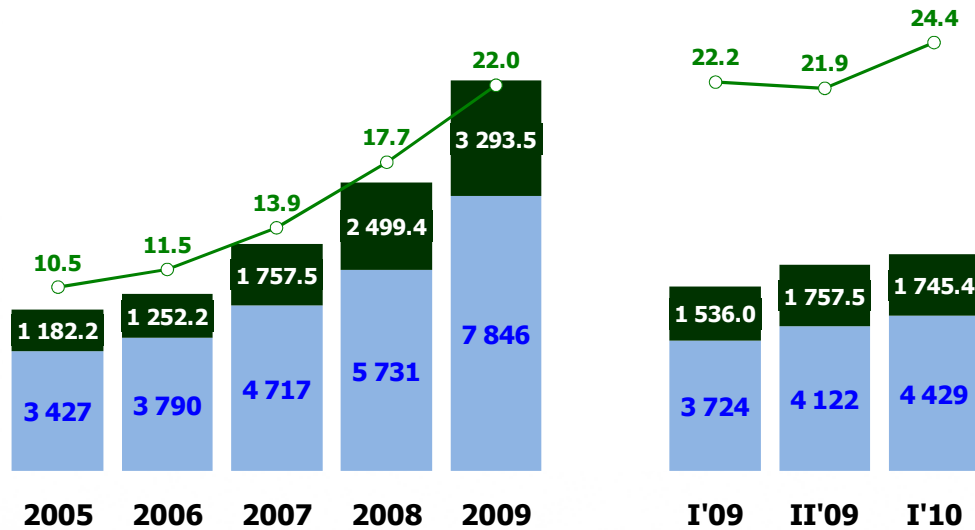
- Segment growth RUR: +2%
- Flukostat growth RUR: +17%
- Segment growth, Units: +18%
- Flukostat growth, Units: +25%
- Flukostat is the leader in absolute growth by value



Pentalgin Non-narcotics and antipyretics, 1H'10 vs. 1H'09

Rur mln
Price

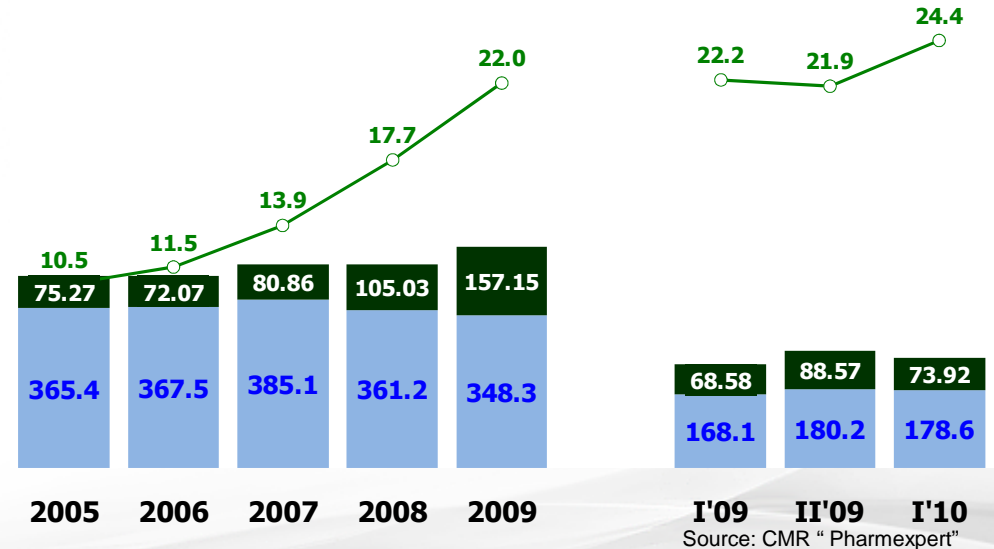
■ OTHER ■ PHARMSTANDARD



- Segment growth RUR: +17%
- PHST growth RUR: +14%
- Segment growth, Units: +7%
- PHST growth, Units: +8%

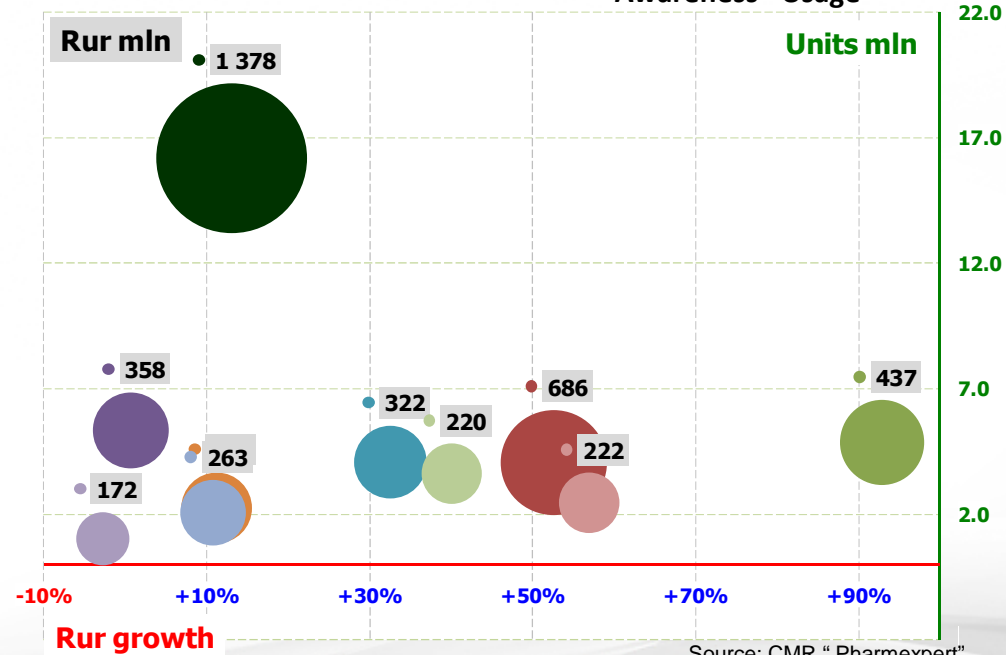
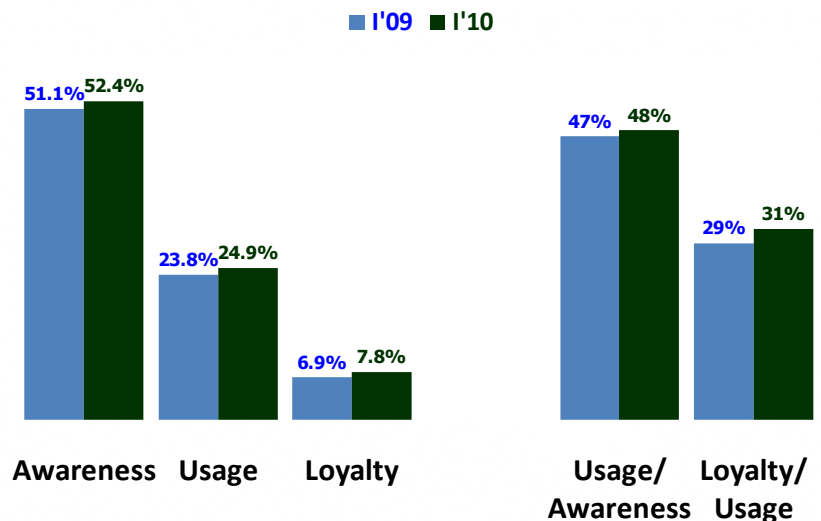
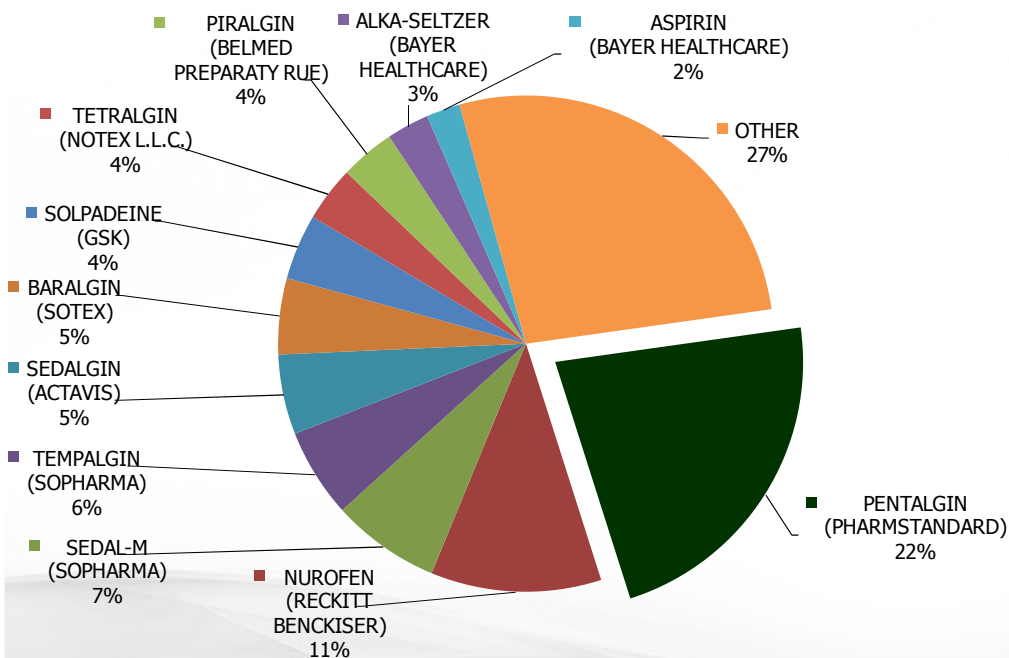
Units mln
Price

■ OTHER ■ PHARMSTANDARD



Pentalgin non-narcotics and antipyretics, 1H'10 vs. 1H'09

- Segment growth RUR: +17%
- Pentalgin growth RUR: +13%
- Segment growth, Units: +7%
- Pentalgin growth, Units: +26%



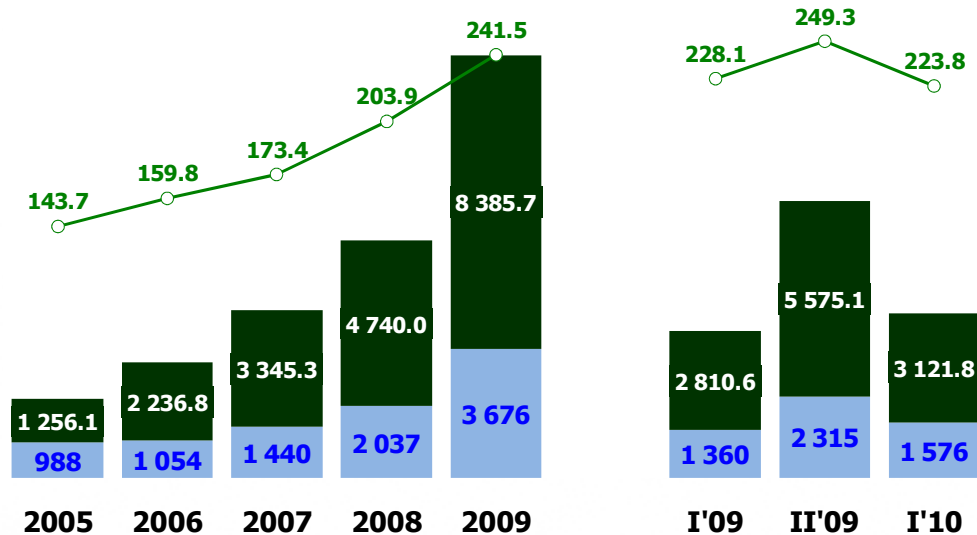
Source: CMR "Pharmexpert"

Arbidol antivirals, excluding anti-HIV products, 1H'10 vs. 1H'09

Rur mln

Price

■ OTHER ■ PHARMSTANDARD

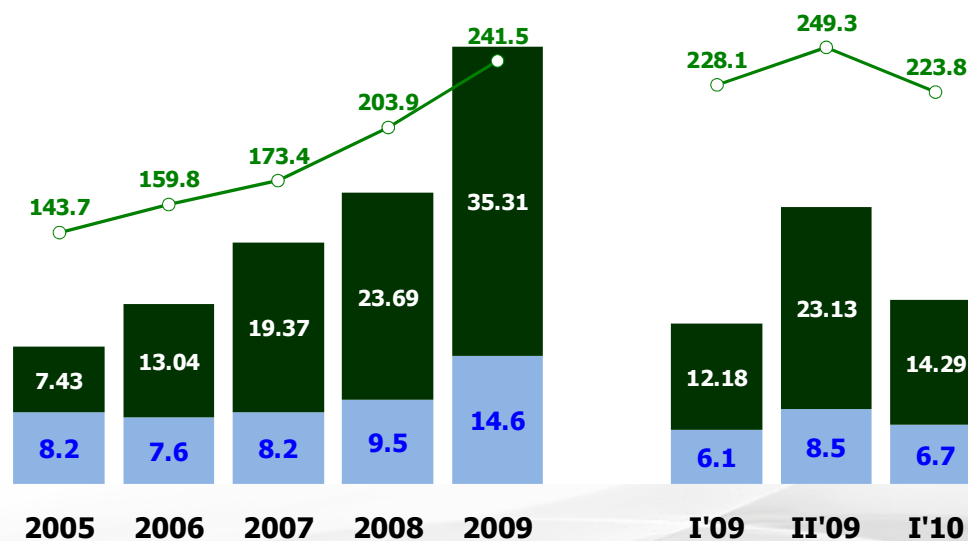


- Segment growth RUR: +13%
- PHST growth RUR: +11%
- Segment growth, Units: +15%
- PHST growth, Units: +17%

Units mln

Price

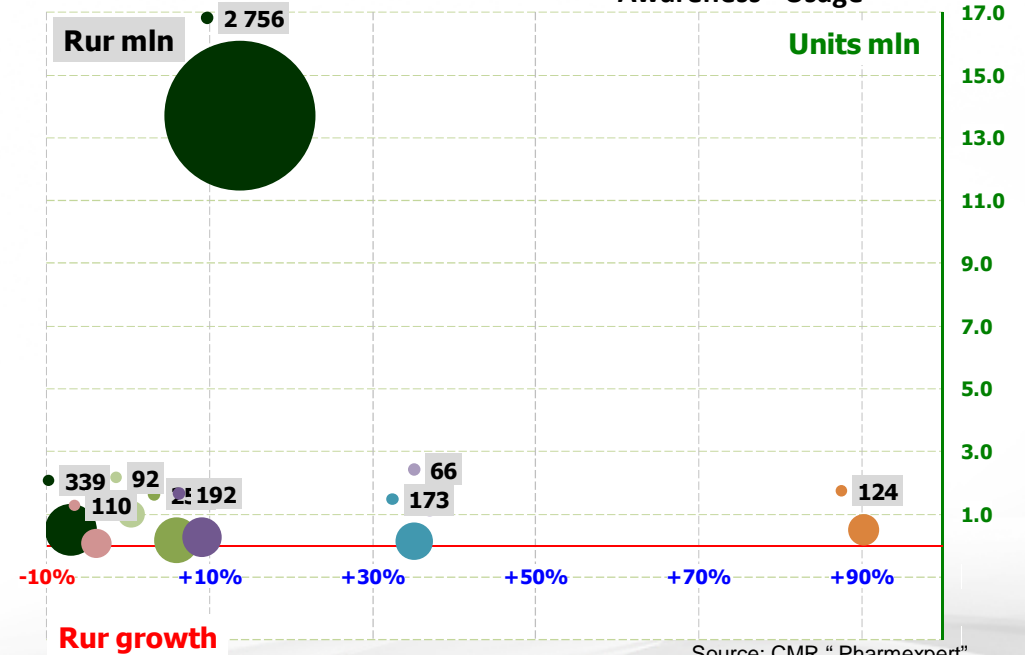
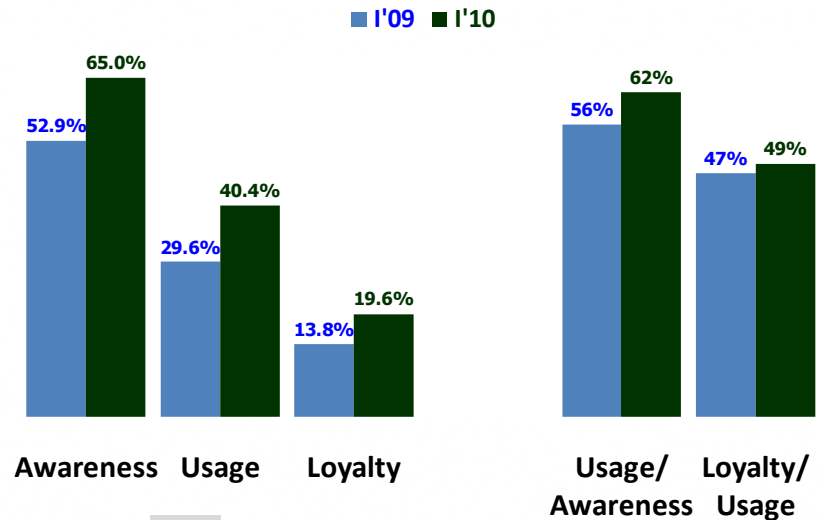
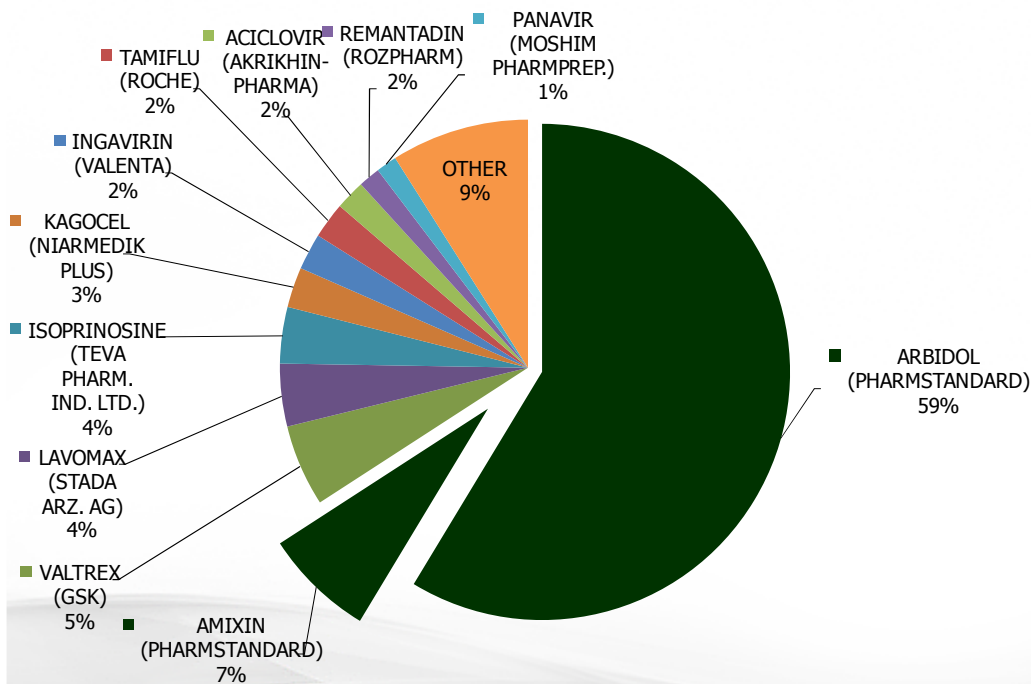
■ OTHER ■ PHARMSTANDARD



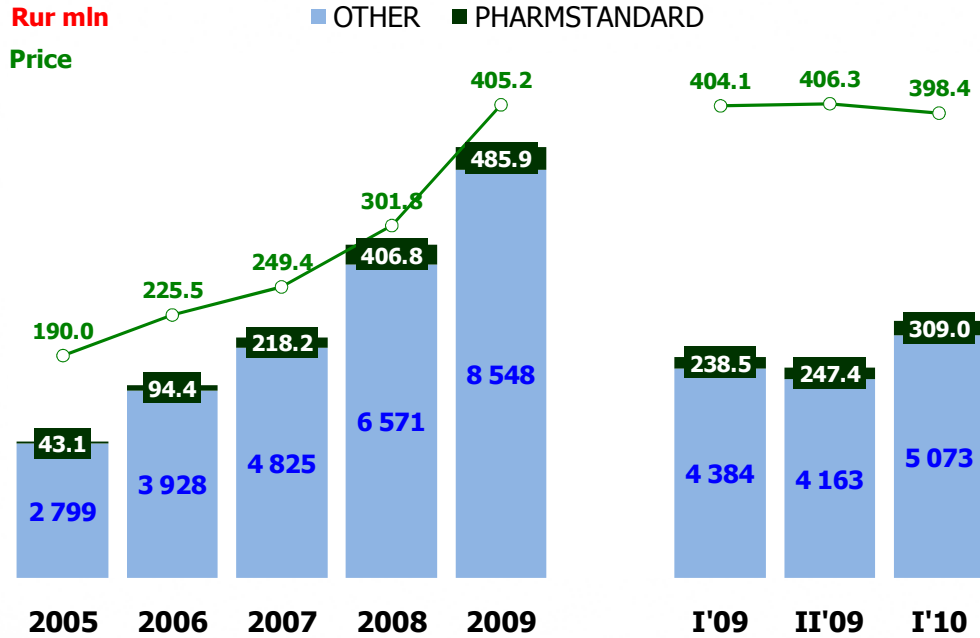
Source: CMR "Pharmexpert"

Arbidol antivirals, excluding anti-HIV products, 1H'10 vs. 1H'09

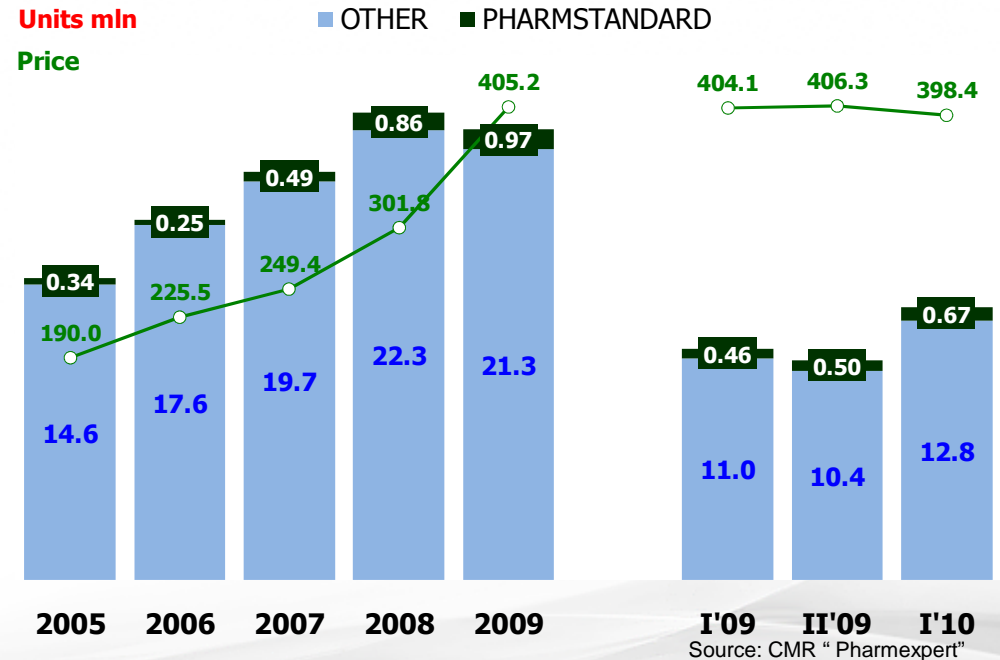
- Segment growth RUR: +13%
- Arbidol growth RUR: +14%
- Segment growth, Units: +15%
- Arbidol growth, Units: +18%
- Arbidol is the leader in absolute growth by value and volume



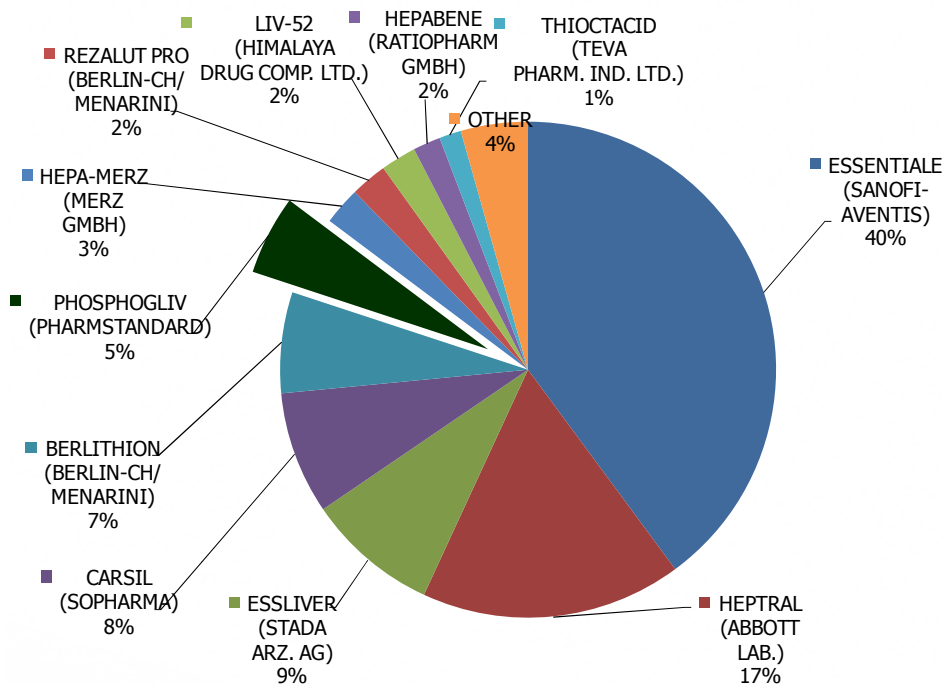
Phosphogliv hepatic protectors, lipotropics, 1H'10 vs. 1H'09



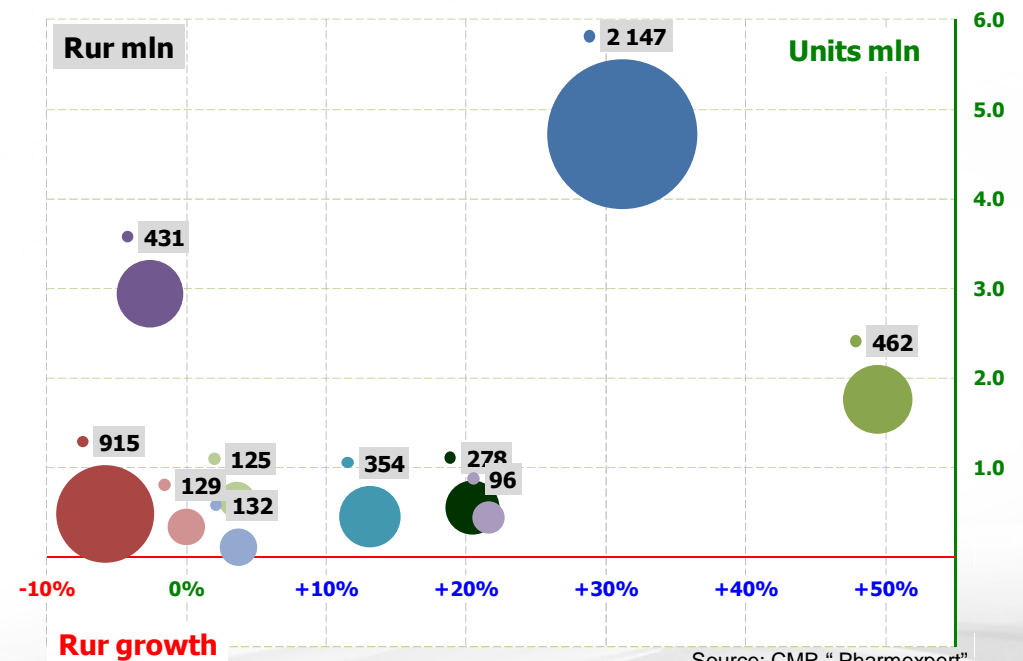
- Segment growth RUR: +16%
- PHST growth RUR: +30%
- Segment growth, Units: +18%
- PHST growth, Units: +46%



Phosphogliv Hepatic protectors, lipotropics, 1H'10 vs. 1H'09

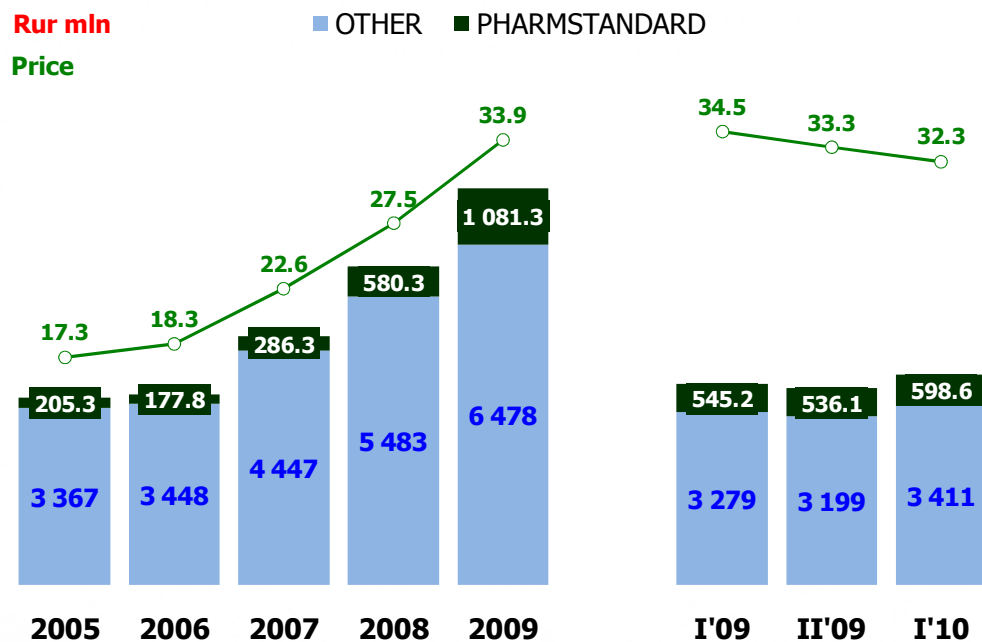


- Segment growth RUR: +16%
- Phosphogliv growth RUR: +20%
- Segment growth, Units: +18%
- Phosphogliv growth, Units: +32%

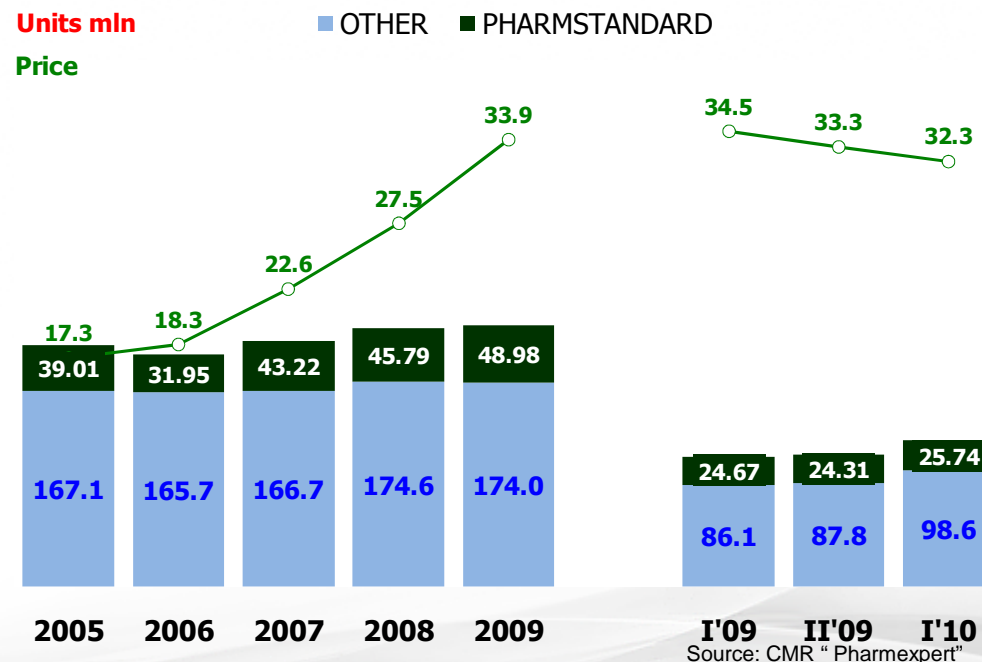


Source: CMR "Pharmexpert"

Afobazol tranquilizers, hypnotic/sedatives, 1H'10 vs. 1H'09



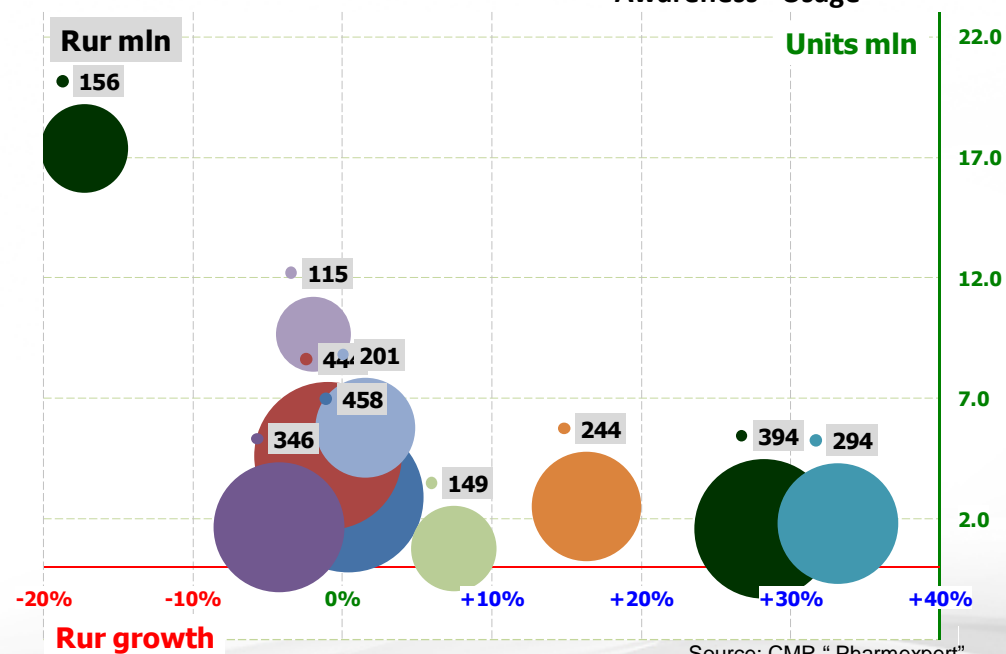
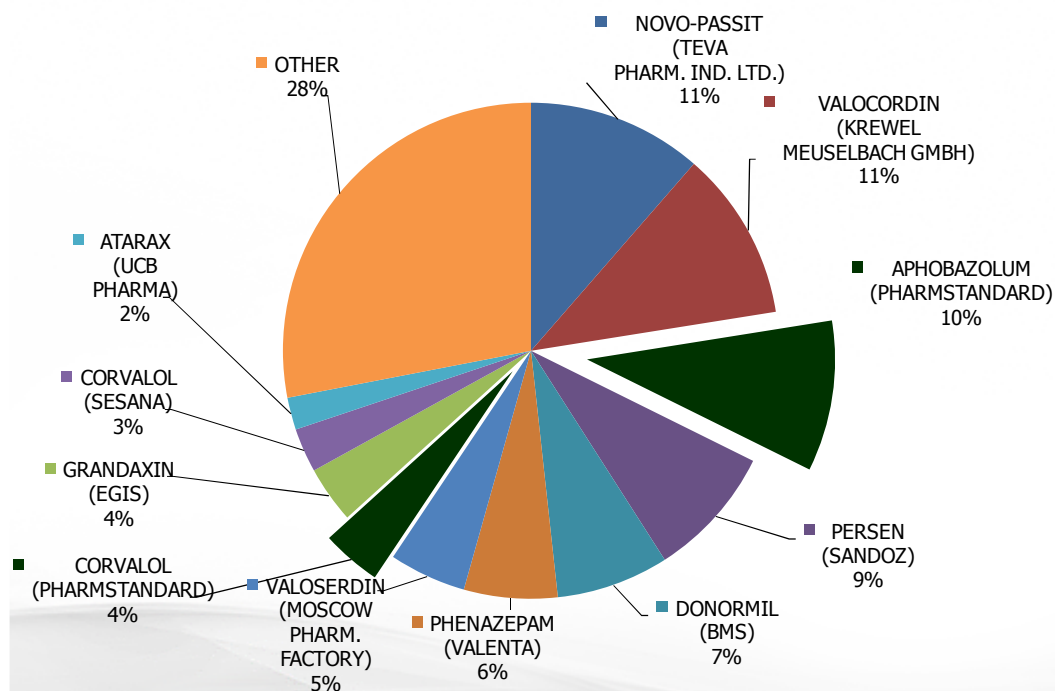
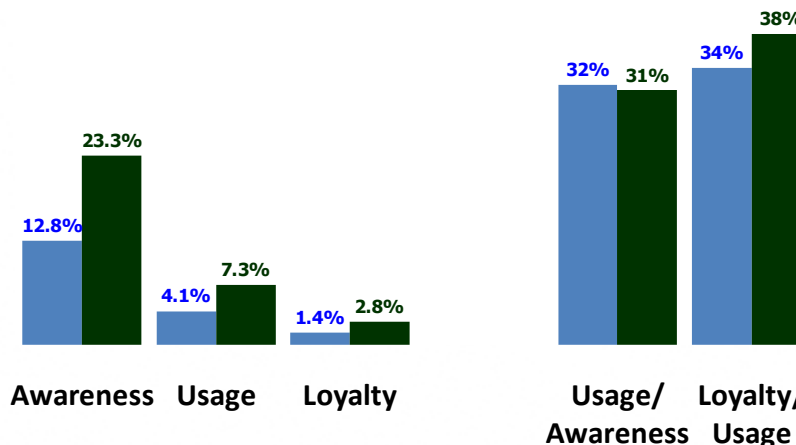
- Segment growth RUR: +5%
- PHST growth RUR: +10%
- Segment growth, Units: +12%
- PHST growth, Units: +4%



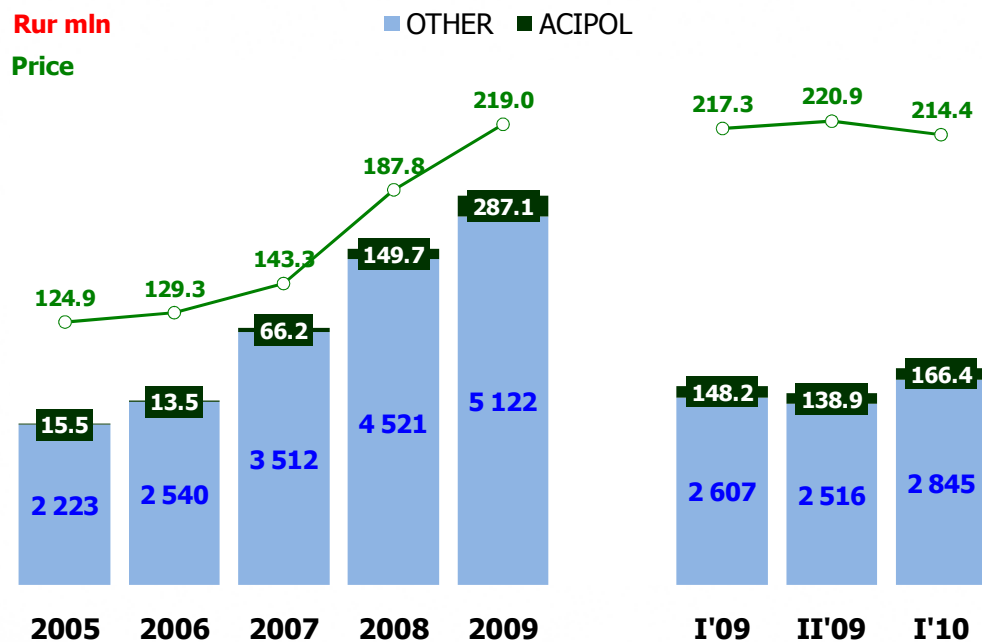
Afobazol tranquilizers, hypnotic/sedatives, 1H'10 vs. 1H'09

- Segment growth RUR: +5%
- Aphobazolum growth RUR: +28%
- Segment growth, Units: +12%
- Aphobazolum growth, Units: +40%
- Aphobazolum is the leader in absolute growth by value

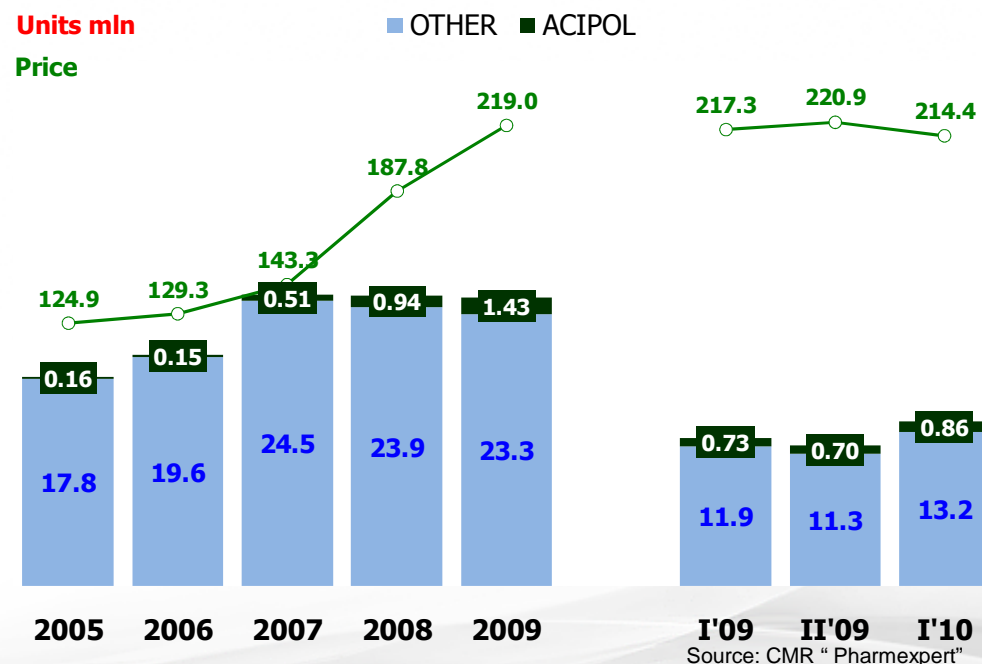
■ I'09 ■ I'10



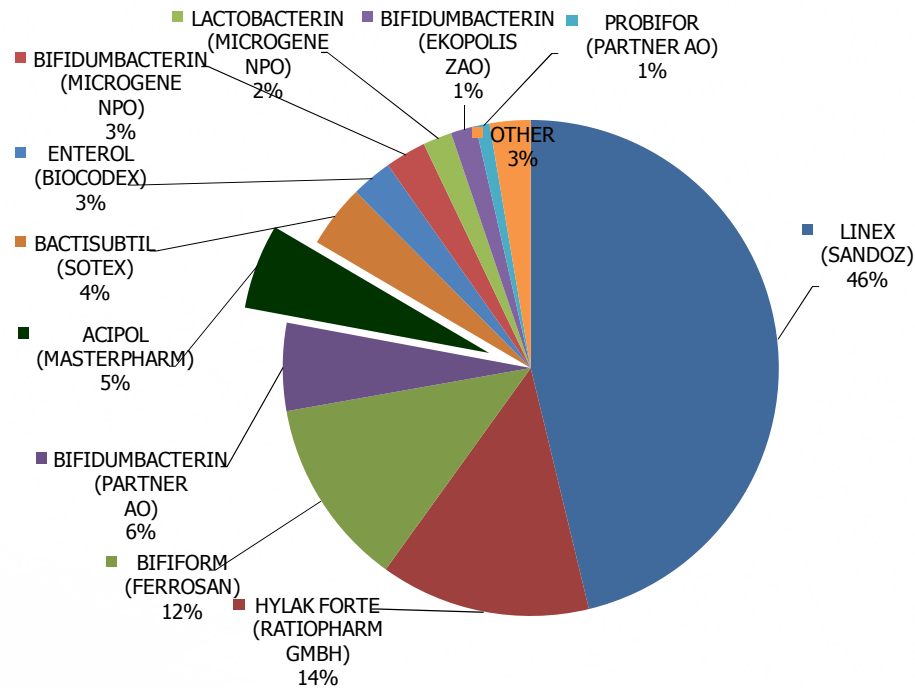
Acipol antidiarrhoeal micro-organisms, 1H'10 vs. 1H'09



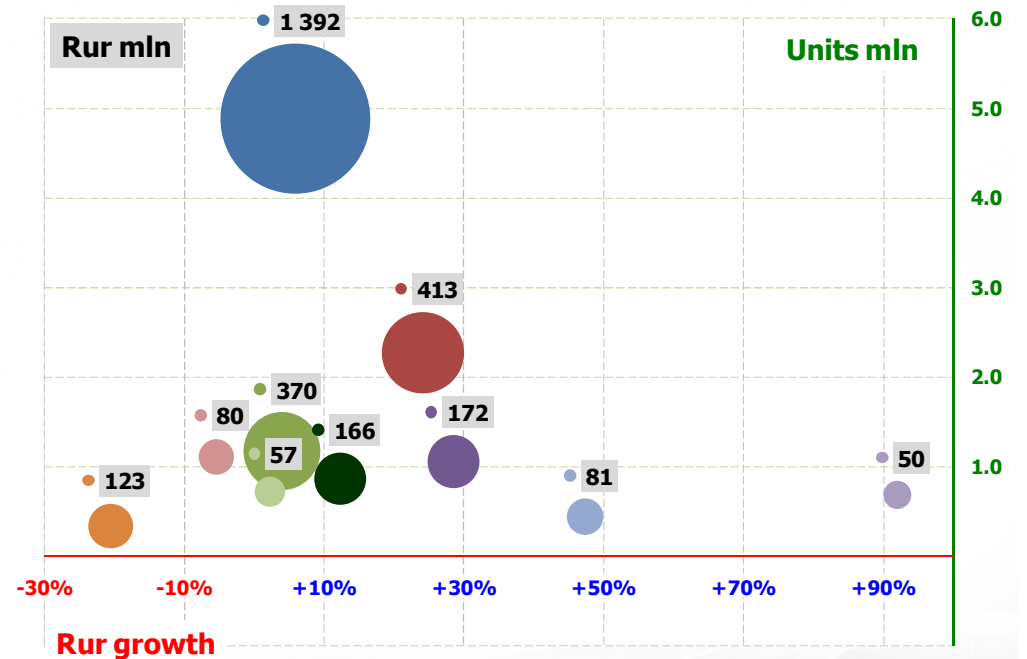
- Potential segment
- Acipol has advantages vs. competitors
- Competitive price for consumers



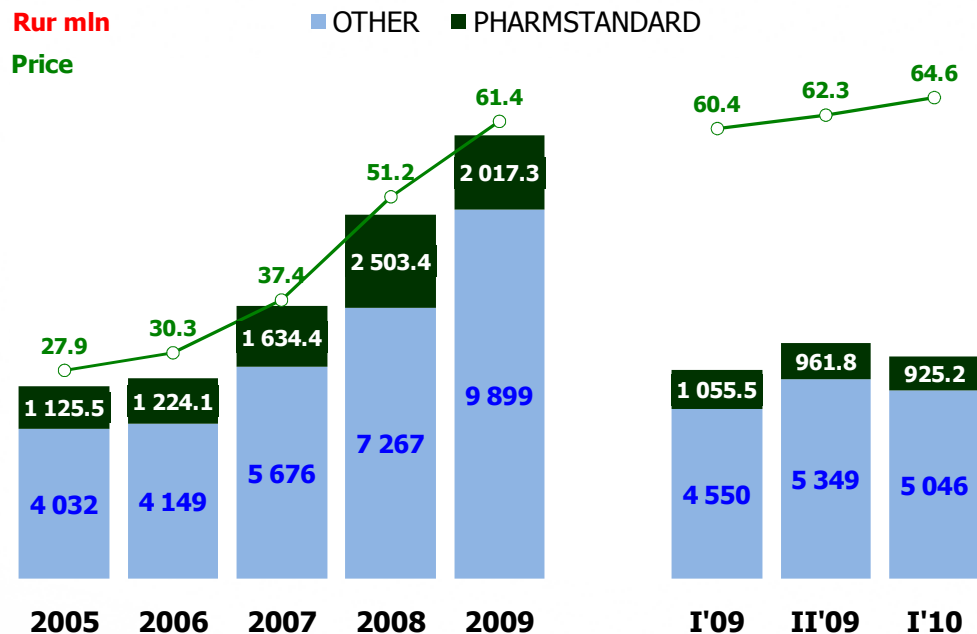
Acipol antidiarrhoeal micro-organisms, 1H'10 vs. 1H'09



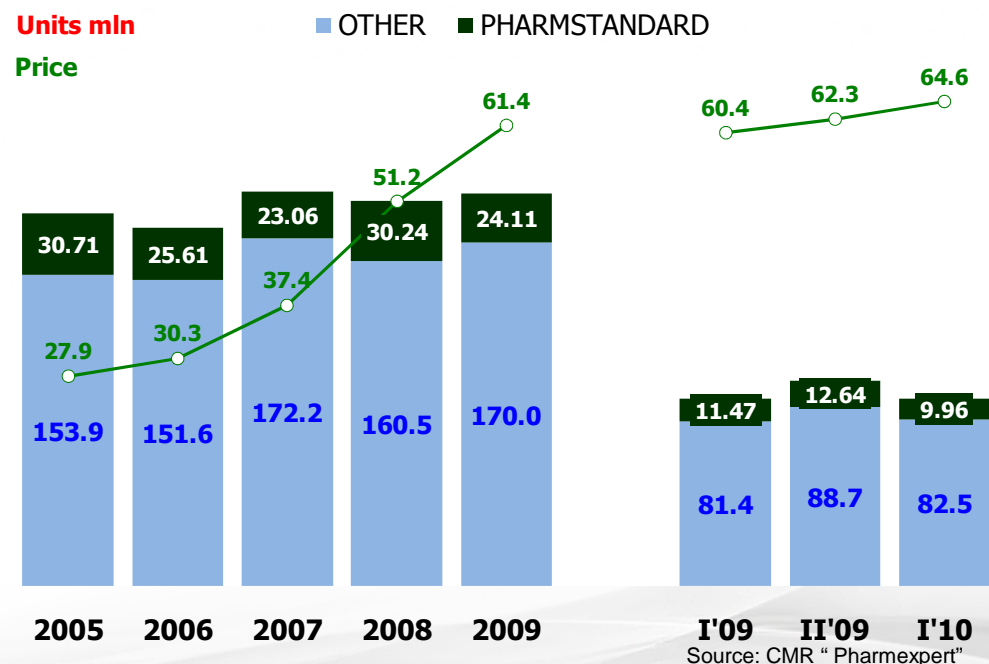
- Segment growth RUR: +9%
- Acipol growth RUR: +12%
- Segment growth, Units: +11%
- Acipol growth, Units: +18%



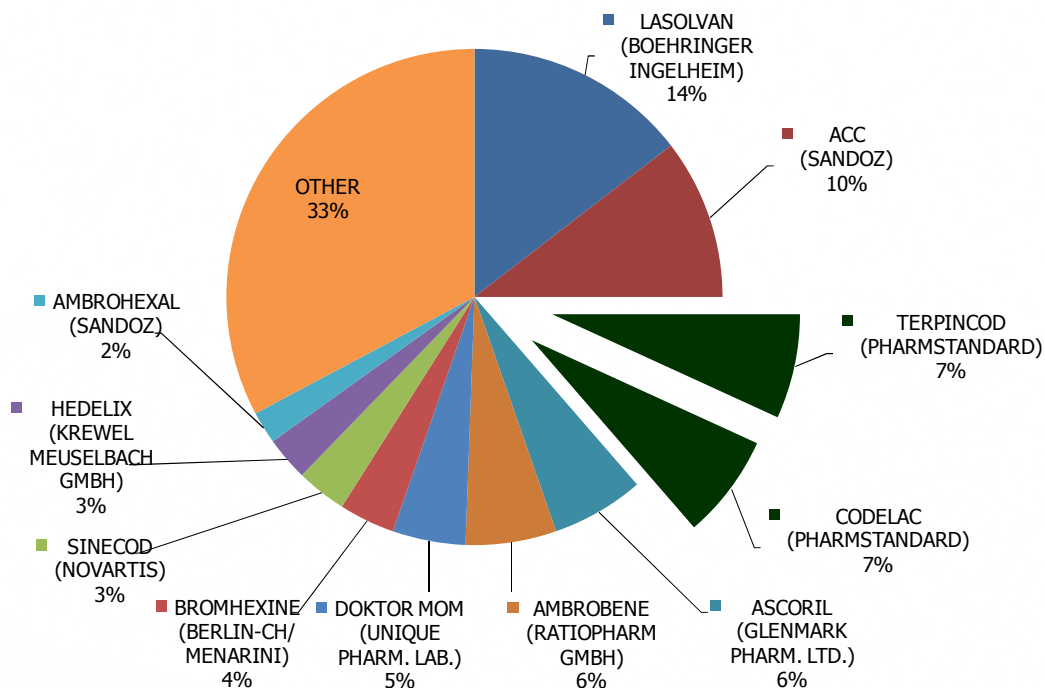
Codelac expectorants, Antitussives, 1H'10 vs. 1H'09



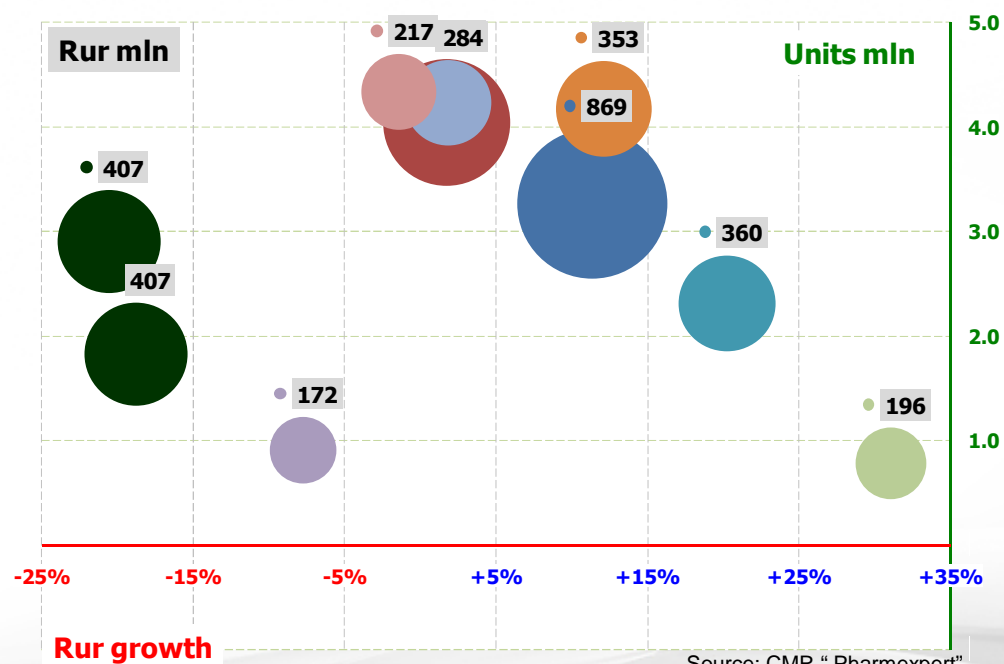
- Segment growth RUR: +7%
- PHST growth RUR: -12%
- Segment growth, Units: +0%
- PHST growth, Units: -13%



Codelac expectorants, Antitussives, 1H'10 vs. 1H'09

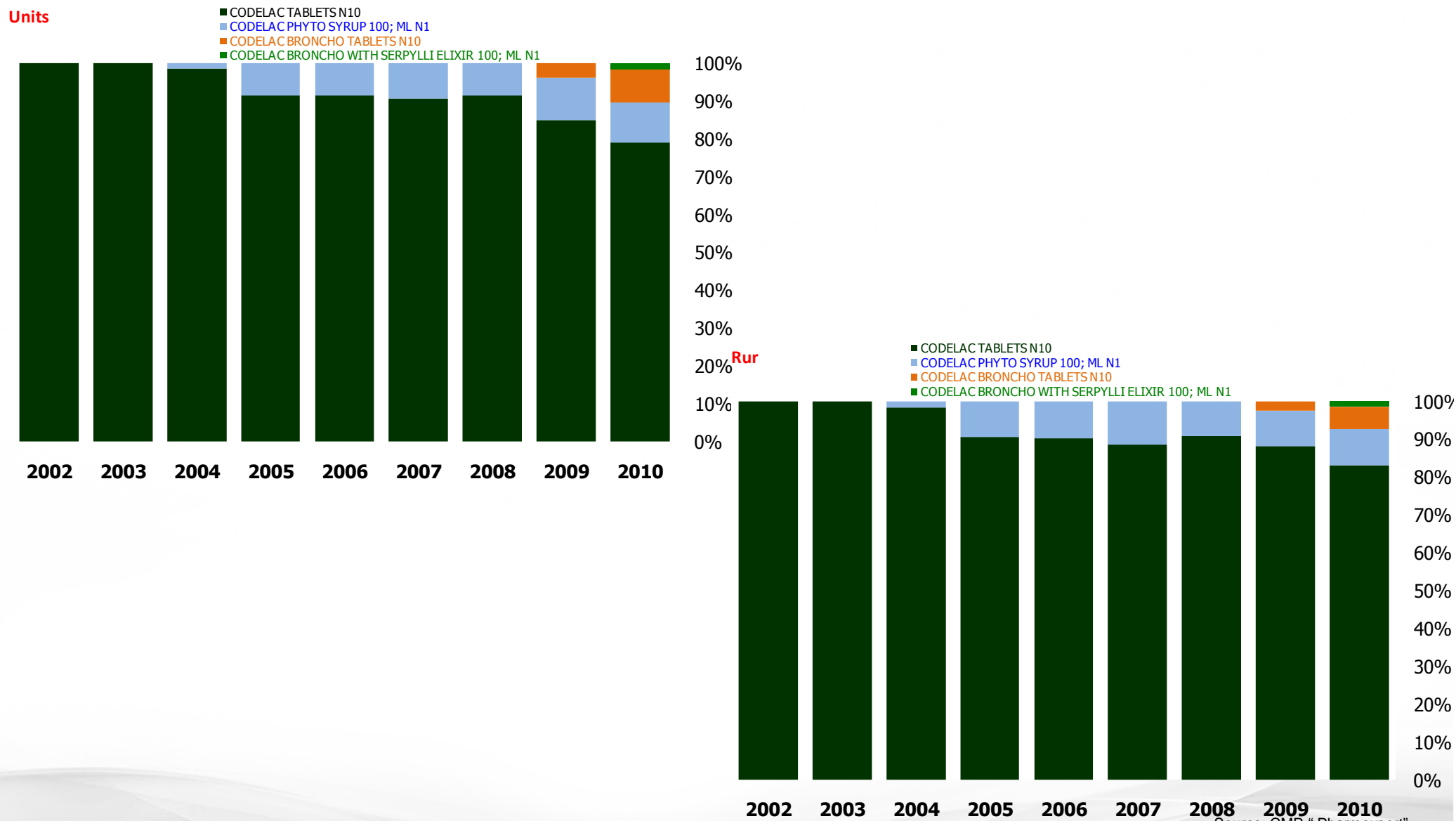


- Segment growth RUR: +7%
- Codelac growth RUR: -21%
- Terpincod growth, RUR: - 19%
- Segment growth, Units: +0%
- Codelac growth, Units: -7%
- Terpincod growth, Units -11%



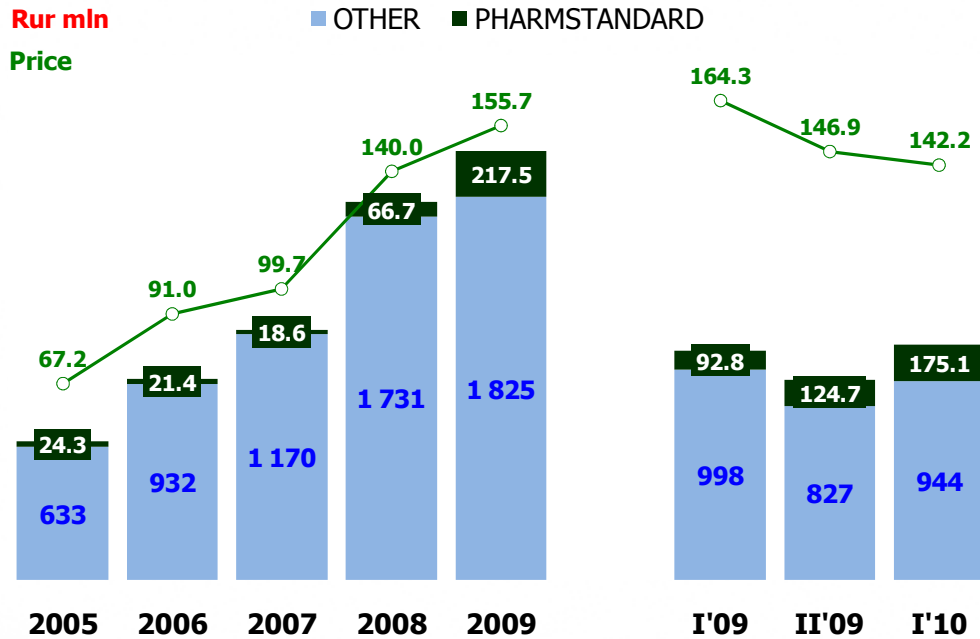
Source: CMR "Pharmexpert"

Codelac brand development by new sub-brands

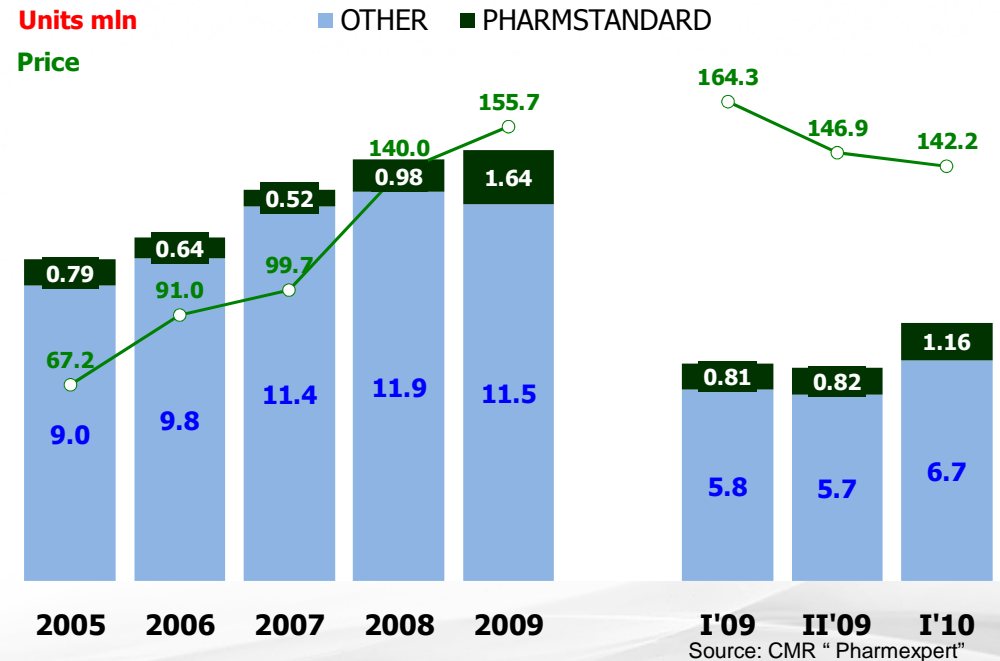


Source: CMR "Pharmexpert"

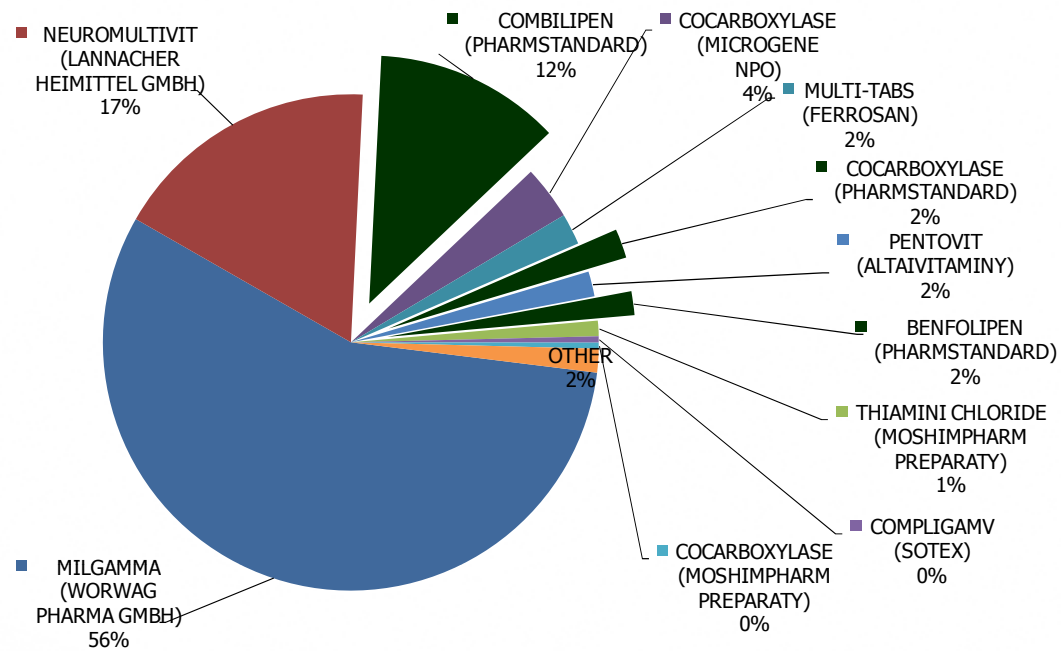
Combilipen, Benfolipen Vitamin B1 and combinations, 1H'10 vs. 1H'09



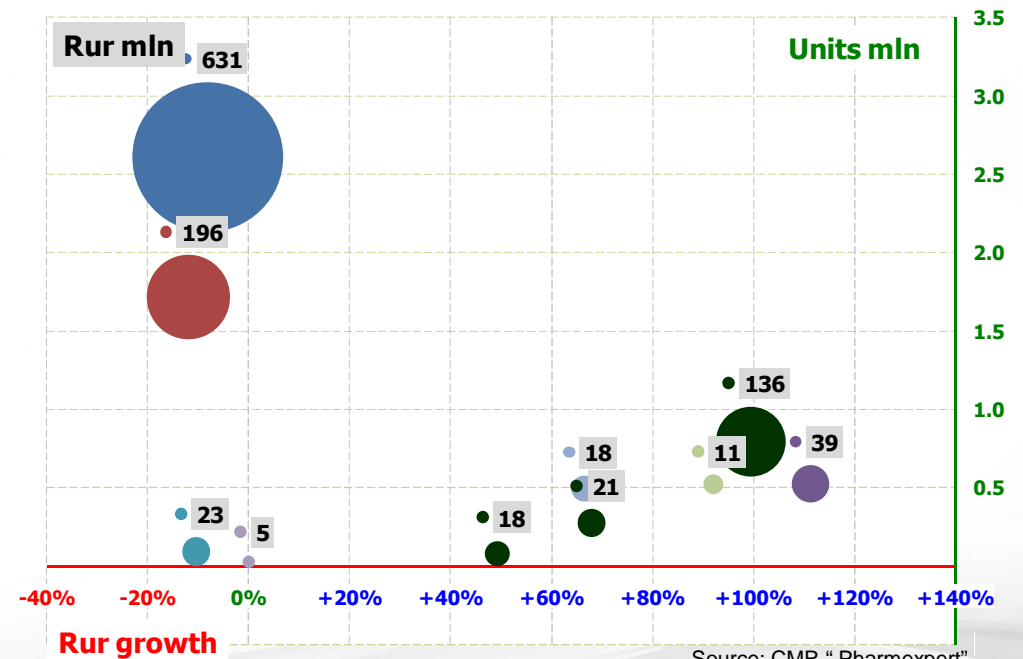
- Segment growth RUR: +3%
- PHST growth RUR: +89%
- Segment growth, Units: +19%
- PHST growth, Units: +42%



Combilipen, Benfolipen Vitamin B1 and combinations, 1H'10 vs. 1H'09

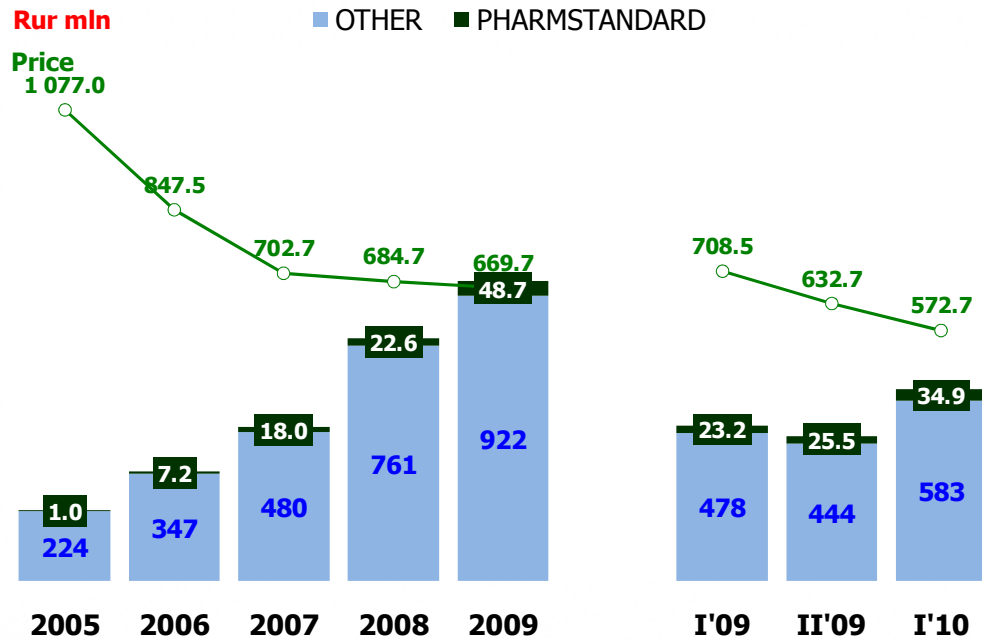


- Segment growth RUR: +3%
- Combilipen growth RUR: +99%
- Benfolipen growth RUR: + 49%
- Segment growth, Units: +19%
- Combilipen growth, Units: +100%
- Benfolipen growth, Units: +58%

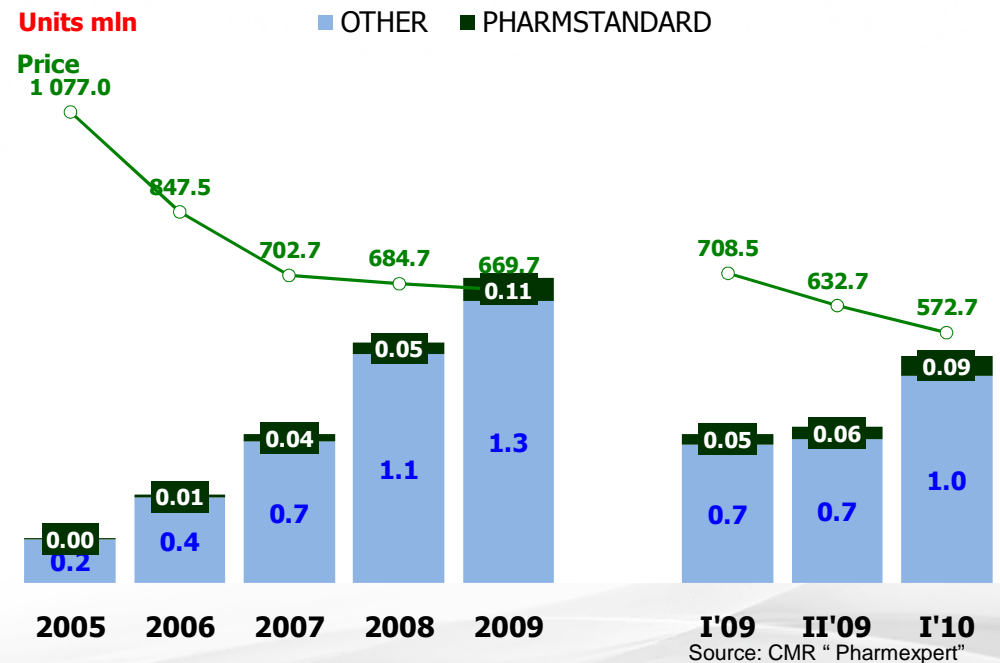


Source: CMR "Pharmexpert"

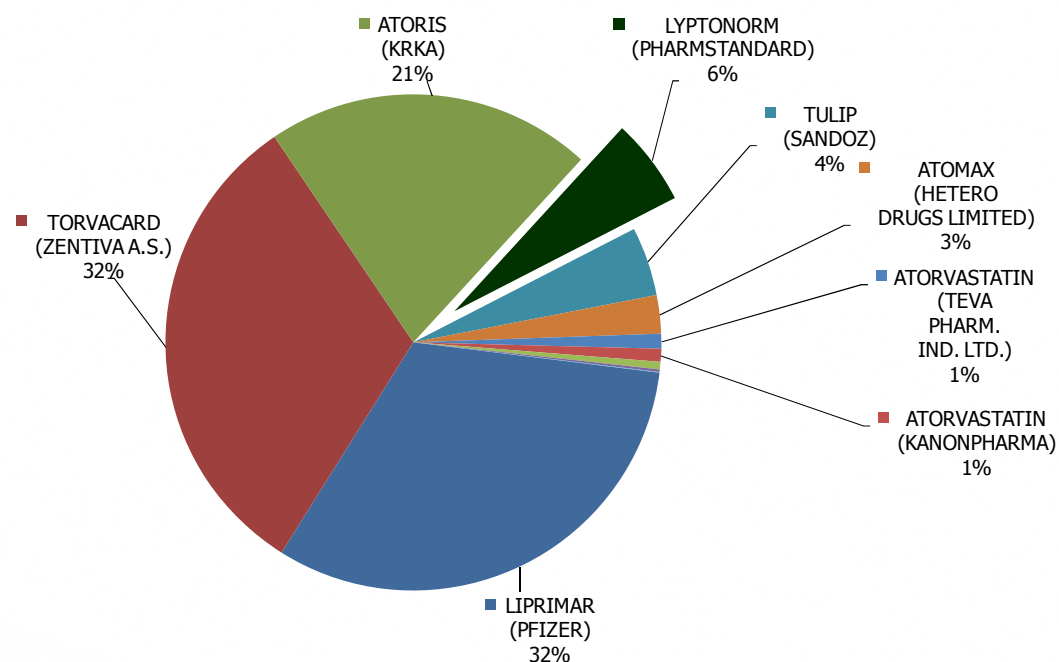
Lyptonorm cholesterol and Triglyceride reduction preparations, 1H'10 vs. 1H'09



INN ATORVASTATIN (33.6% of ATC)

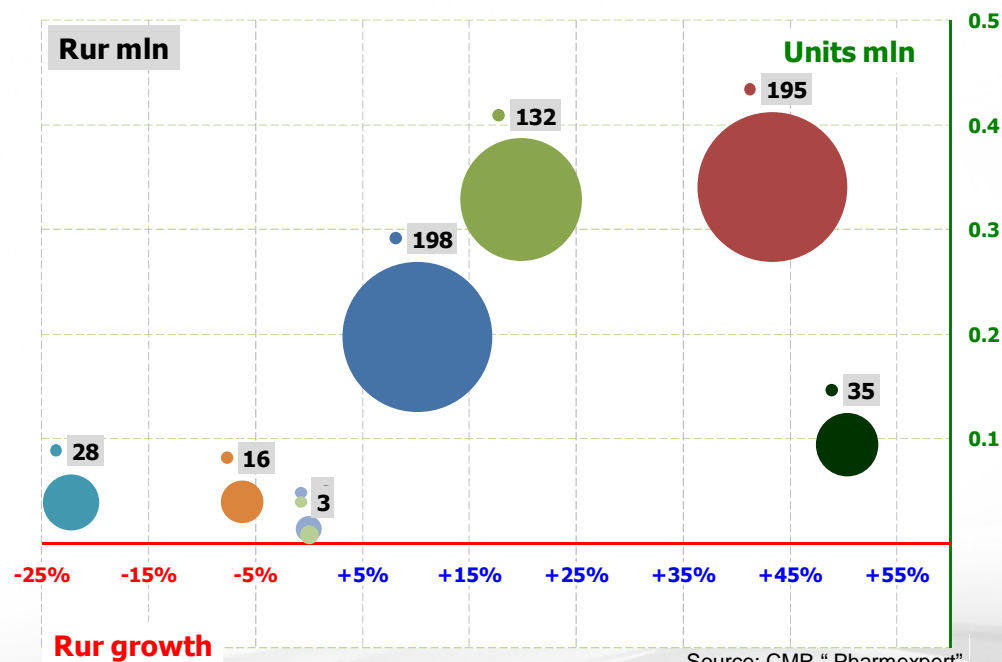


Lyptonorm cholesterol and Triglyceride reduction preparations, 1H'10 vs. 1H'09



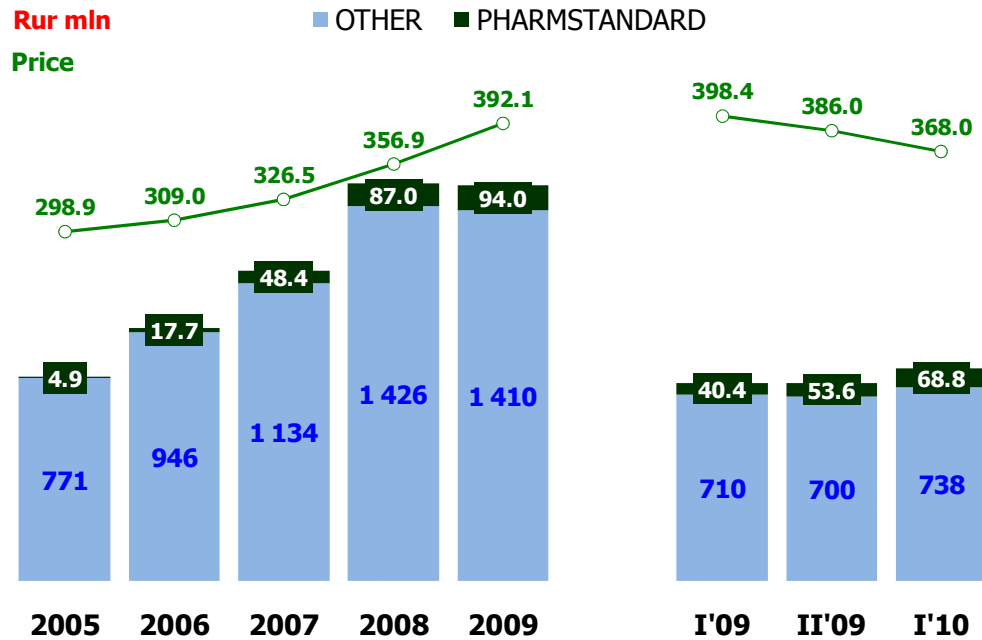
INN ATORVASTATIN (33.6% of ATC)

- Segment growth RUR: +23%
- Lyptonorm growth RUR: +50%
- Segment growth, Units: +53%
- PHST growth, Units: +100%
- Lyptonorm – fastest growing brand

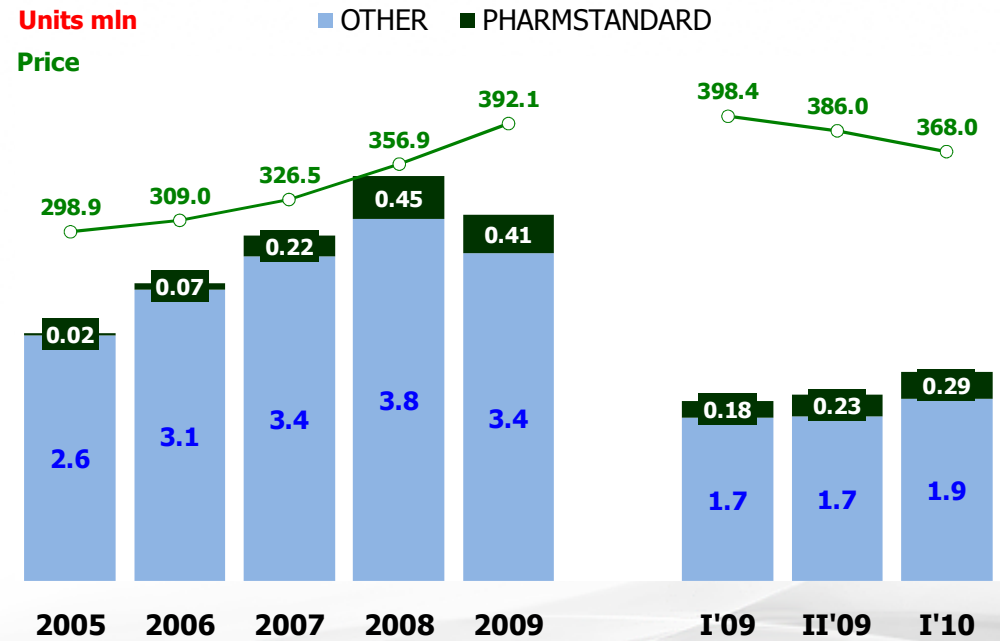


Source: CMR "Pharmexpert"

Termicon Antifungals, Dermatological, Systemic agents for fungal infections, 1H'10 vs. 1H'09

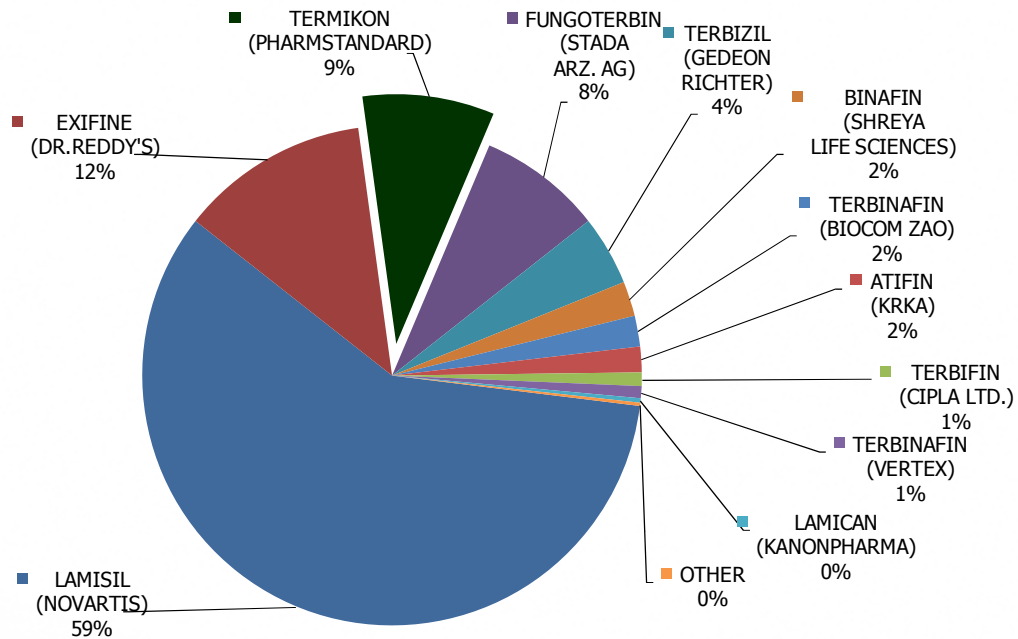


INN **TERBINAFINE**
(19.7% of ATC)



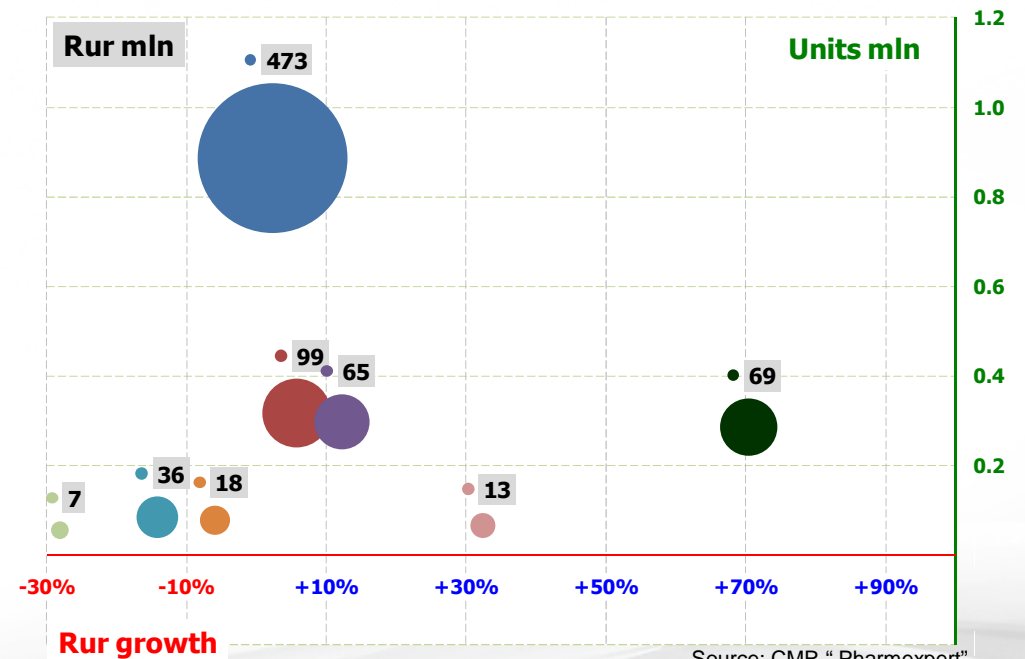
Source: CMR "Pharmexpert"

Termicon Antifungals, Dermatological, Systemic agents for fungal infections, 1H'10 vs. 1H'09



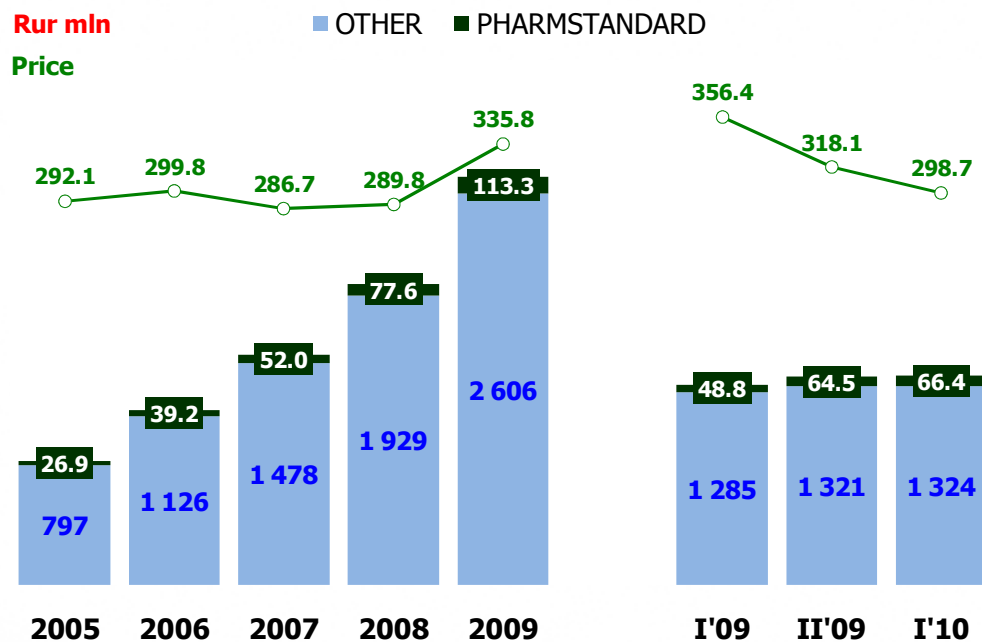
INN TERBINAFINE (19.7% of ATC)

- Segment growth RUR: +7%
- Termicon growth RUR: +70%
- Segment growth, Units: +16%
- Termicon growth, Units: +62%
- Termicon is the leader in absolute growth by volume

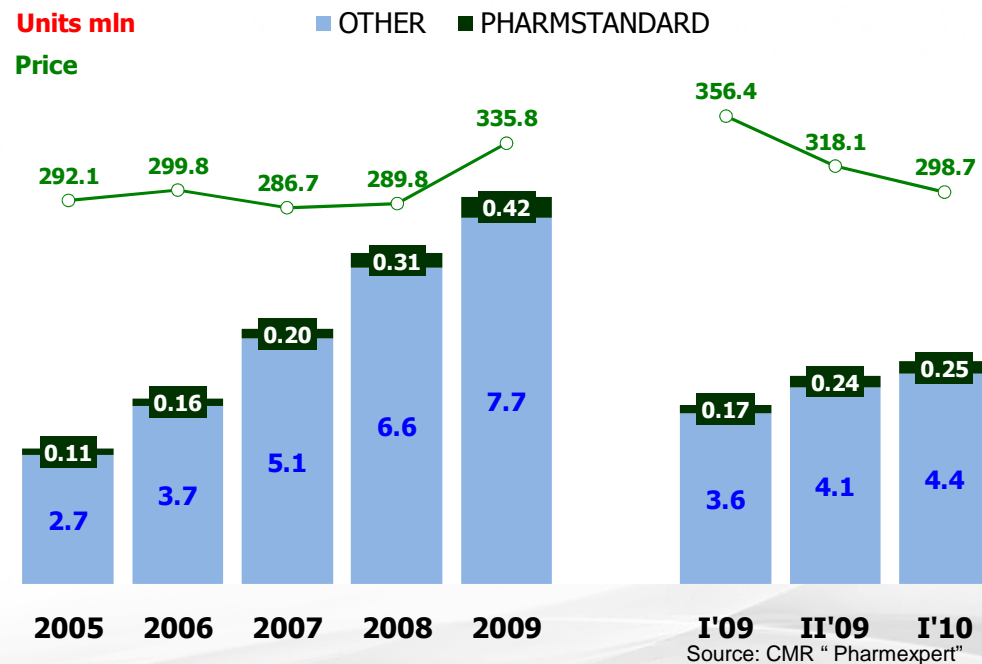


Source: CMR "Pharmexpert"

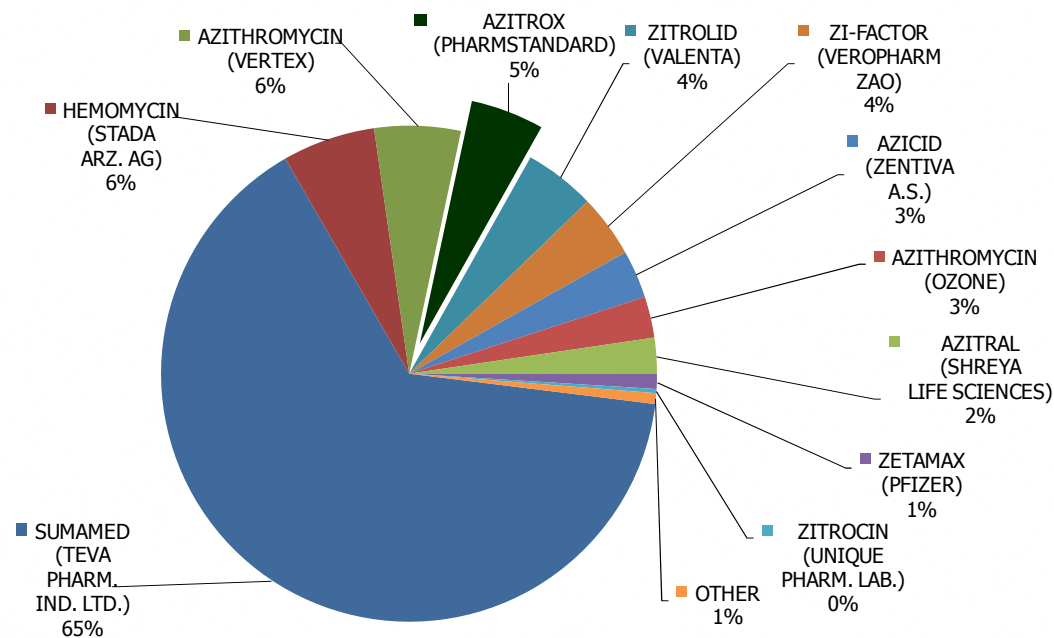
Azitrox macrolides and Similar types, 1H'10 vs. 1H'09



INN AZITHROMYCIN (52.5% of ATC)

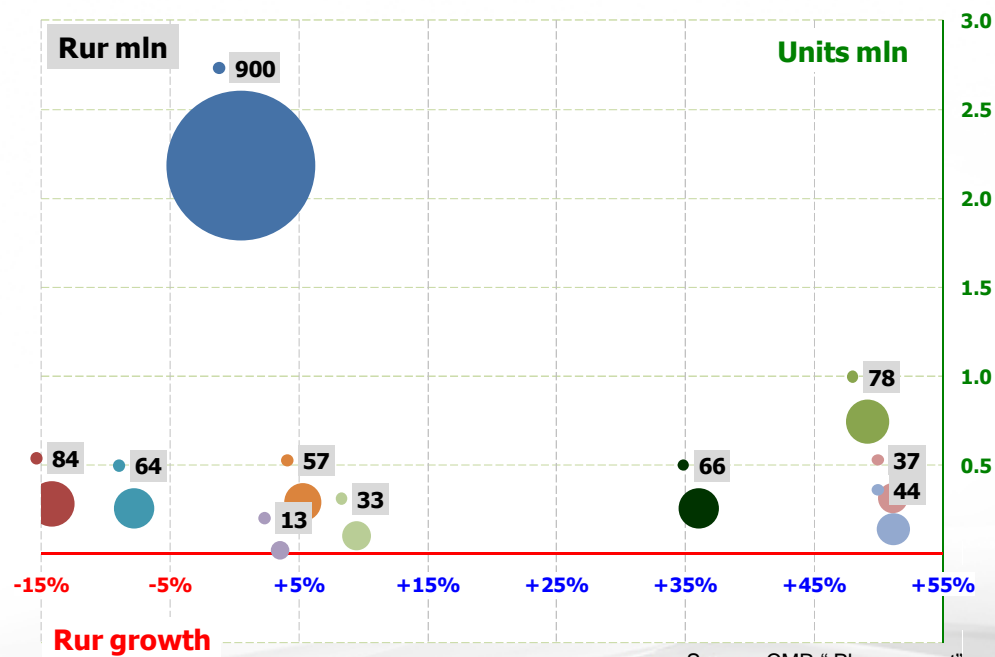


Azitrox macrolides and Similar types, 1H'10 vs. 1H'09



INN AZITHROMYCIN (52.5% of ATC)

- Segment growth RUR: +4%
- Azitrox growth RUR: +36%
- Segment growth, Units: +24%
- Azitrox growth, Units: +47%

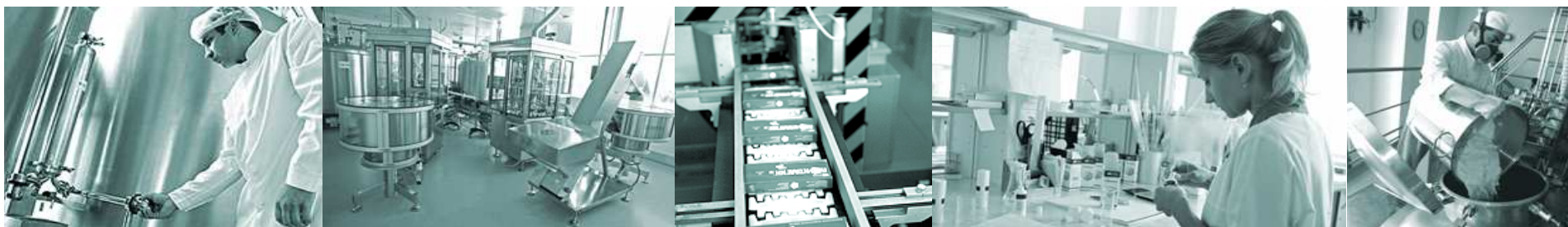


Source: CMR "Pharmexpert"

2010 New Products

| I'10 Launches | | | |
|---------------------------|---------------------------------|--|---------------------------|
| Extension/ New | Product | ATC3 | |
| | | Name | Rur mln (2009) |
| Line Extension | Arbidol (1 new form.) | J05B ANTIVIRALS, EXCLUDING ANTI-HIV PRODUCTS | 12 623 |
| Line Extension | Codelac Broncho (1 new form.) | R05C EXPECTORANTS/R05D ANTITUSSIVES | 12 764 |
| Line Extension | Combilipen tabs (2 new form.) | A11D VITAMIN B1 AND COMBINATIONS | 2 107 |
| New Product | Complivit for women 45+ | A11A MULTIVITAMINS WITH MINERALS | 7 200 |
| New Product | Zinocap (2 form.) | D05A TOPICAL ANTIPSORIASIS PRODUCTS | 757 |
| II'10 Launches | | | |
| Extension/ New | Product | ATC3 | |
| | | Name | Rur mln (2009) |
| Line Extension | Altevir (1 new form.) | L03B INTERFERONS | 8 438 |
| Line Extension | Artrozan (2 new form.) | M01A ANTI-RHEUMATICS, NON-STEROIDAL | 11 844 |
| Line Extension | Complivit Ca D3 (3 new form.) | A12A CALCIUM PRODUCTS | 1 746 |
| New Product | Complivit Trimestrum (3 form.) | A11A MULTIVITAMINS WITH MINERALS | 7 200 |
| Line Extension | Maxicold Rino (6 form.) | R05A COLD PREPARATIONS W/O ANTI-INFECTIVES | 8 923 |
| New Product | Pentalgin | N02B NON-NARCOTICS AND ANTI-PYRETICS | 11 390 |
| New Product | Selmevit Intensiv | A11A MULTIVITAMINS WITH MINERALS | 7 200 |
| Line Extension | Formetin (4 new form.) | A10J BIGUANIDE ANTIDIABETICS | 1 893 |
| Line Extension | Phosphogliv Forte (1 new form.) | A05B HEPATIC PROTECTORS, LIPOTROPICS | 9 950 |

Market Trends & Product Overview



1. Market Trends
2. Pharmstandard on the Market
3. Top Products Review
- 4. Sales & Marketing Department**

Main Changes in Structure 2009-2010

2009

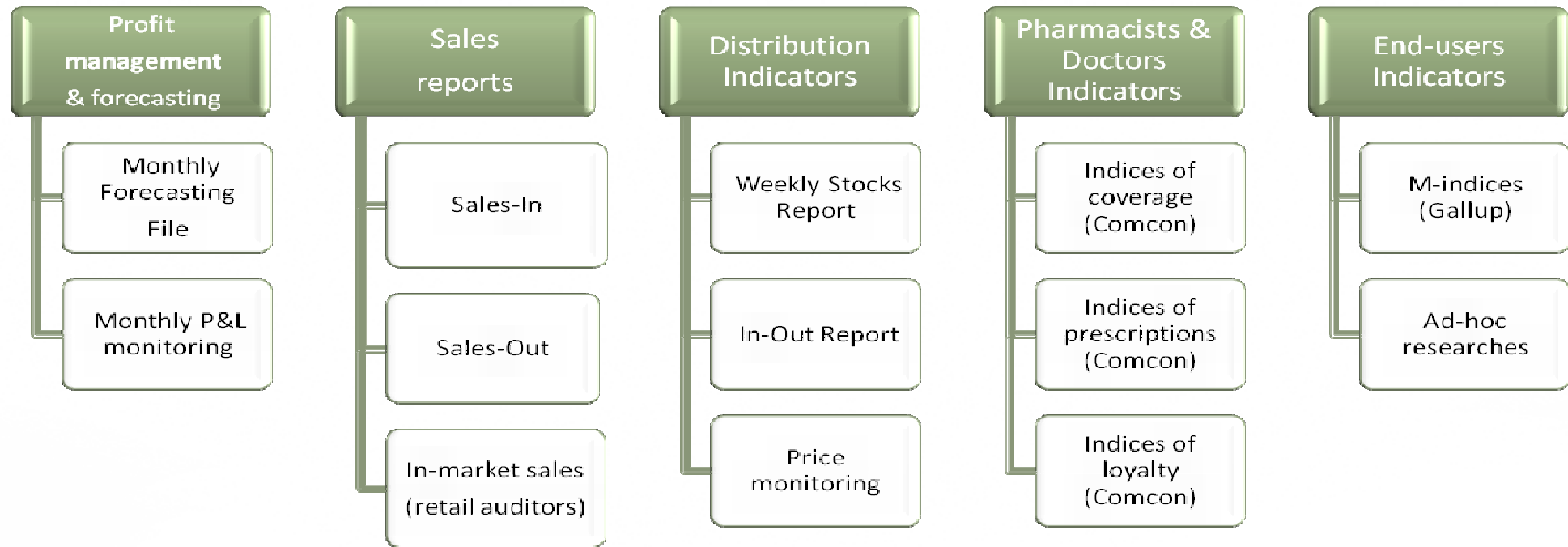
- Marketing, Rx & OTC
- Sales Force, Division # 2 (OTC)
- Sales Force, Division # 2 (Rx)
- BU, Endocrinology # 1

2010

- Marketing, Rx & OTC
- Sales Force, Division # 4 (OTC)
- Sales Force Division # 4 (Rx)
- BU, Biotechnology #1

- ✓ Staff as of 1H'10: 610 people
- ✓ New department, responsible for pharmacy chains: 11 people
- ✓ Actively promoted OTC brands: 17
- ✓ Actively promoted Rx brands: 16
- ✓ Target groups: pharmacies, GPs, pediatricians, gynecologists, cardiologists, neurologists, dermatologists, gastroenterologists, hepatologists, oncologists, endocrinologists

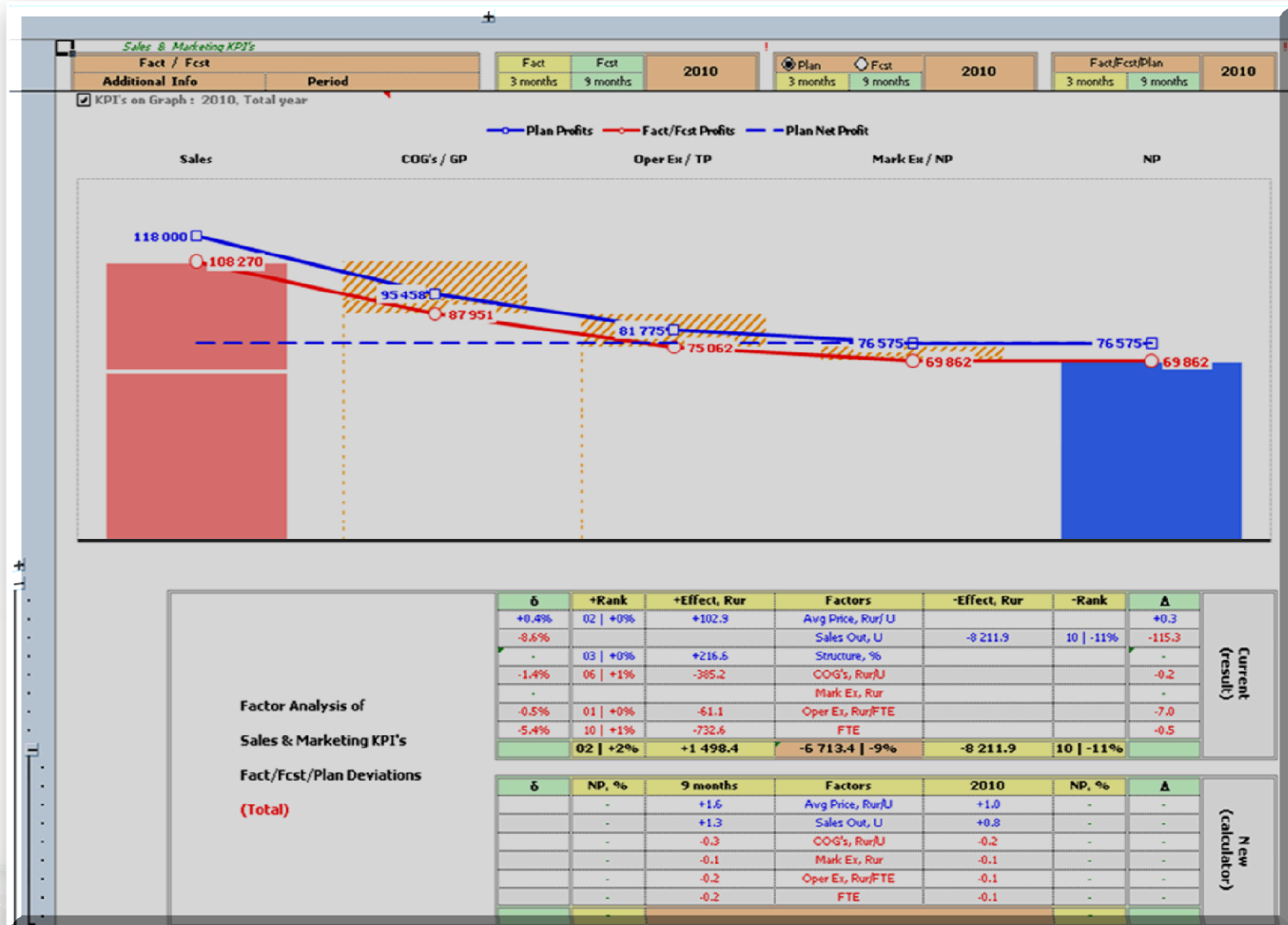
Key Information Sources for Decision-making Process



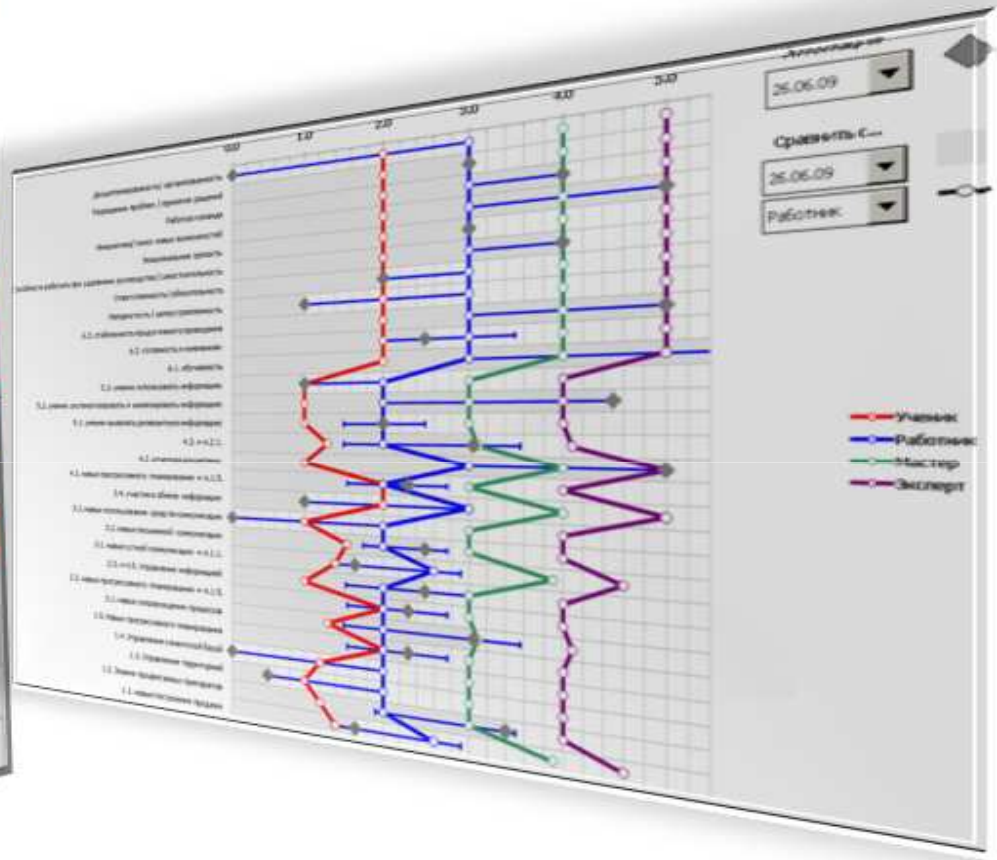
Sales & Marketing KPI management

| Sales & Marketing KPI's | | | | Fact | Fcst | 2010 | Plan | Fcst | 2010 | Fact/Fcst/Plan | | |
|-------------------------|-------------------------|-----------------|--|----------|----------|---------------|----------|----------|---------------|----------------|----------|------|
| Fact / Fcst | | Additional Info | | Period | | 3 months | 9 months | 3 months | 9 months | 3 months | 9 months | 2010 |
| Sales In | Sales In, U | | | 2 288.9 | 6 137.6 | 8 426.4 | 3 763.1 | 6 123.9 | 9 887.0 | 61% | 100% | 85% |
| | Sales In, Rur | | | 164 531 | 449 420 | 613 952 | 270 115 | 445 183 | 715 298 | 61% | 101% | 86% |
| Sales Out | Sales Out, U | | | 2 633.3 | 6 322.6 | 8 955.9 | 3 551.5 | 6 296.0 | 9 847.5 | 74% | 100% | 91% |
| | Sales Out, Rur | | | 192 225 | 465 975 | 658 200 | 255 527 | 458 056 | 713 583 | 75% | 102% | 92% |
| Sales Out, % | Препарат X | | | 50.0 | 172.6 | 222.6 | 56.5 | 146.0 | 202.5 | 89% | 118% | 110% |
| | 17% Москва | | | 22% | 78% | | 28% | 72% | | | | |
| Sales Out, Rur | С-Запад | | | 8 562 | 29 354 | 37 916 06% | 9 605 | 24 820 | 34 425 05% | 89% | 118% | 110% |
| | 14% | | | 163.3 | 530.0 | 693.3 | 265.0 | 570.0 | 835.0 | 62% | 93% | 83% |
| Sales Out, Rur | Препарат Y | | | 24% | 76% | | 32% | 68% | | 62% | 94% | 84% |
| | 15% Сиб-ДВ | | | 12 340 | 39 973 | 52 313 08% | 19 822 | 42 636 | 62 458 09% | 62% | 94% | 84% |
| Sales Out, Rur | Препарат Z | | | 2 420.1 | 5 620.0 | 8 040.1 | 3 230.0 | 5 580.0 | 8 810.0 | 75% | 101% | 91% |
| | 11% Центр | | | 30% | 70% | | 37% | 63% | | 75% | 101% | 91% |
| Sales Out, Rur | 12% Урал | | | 171 322 | 396 648 | 567 971 86% | 226 100 | 390 600 | 616 700 86% | 76% | 102% | 92% |
| | 12% Юг | | | 56 677 | 135 900 | 192 577 29% | 76 088 | 135 665 | 211 752 30% | 74% | 100% | 91% |
| COG's, Rur | 49% | | | 135 547 | 330 075 | 465 623 | 179 439 | 322 391 | 501 831 | 76% | 102% | 93% |
| | GP, Rur | | | 48 430 | 107 489 | 155 919 | 52 166 | 103 498 | 155 664 | 93% | 104% | 100% |
| Marketing | Mark Ex, Rur | | | 31% | 69% | | 34% | 66% | | 46% | 149% | 108% |
| | 42% | | | 1 846.6 | 8 912.3 | 10 759 07% | 4 000.0 | 6 000.0 | 10 000 06% | 46% | 89% | 79% |
| Aптеки | 04% | | | 780.0 | 5 115.0 | 5 895 04% | 1 680.0 | 5 765.0 | 7 445 05% | 50% | 108% | 94% |
| | Исследования | | | 297.5 | 1 925.0 | 2 223 01% | 600.0 | 1 775.0 | 2 375 02% | 100% | 100% | 100% |
| Конференции | 02% | | | 44 066.4 | 85 247.9 | 129 314 83% | 44 066.4 | 85 247.9 | 129 314 83% | 62% | 141% | 112% |
| | Потребители | | | 912.5 | 3 544.5 | 4 457 03% | 1 470.0 | 2 510.0 | 3 980 03% | 176% | 121% | 128% |
| СМИ | 02% | | | 527.0 | 2 604.0 | 3 131 02% | 300.0 | 2 150.0 | 2 450 02% | 0% | 280% | 140% |
| | Специалисты | | | | 139.8 | 140 00% | 50.0 | 50.0 | 100 00% | | | |
| Сувениры | 01% | | | 87 117 | 222 587 | 309 704 | 127 273 | 218 893 | 346 166 | 68% | 102% | 89% |
| | Другое | | | 1.8 | 2.1 | 2.0 | 2.4 | 2.1 | 2.2 | 74% | 98% | 89% |
| Profit (-Mark Ex) | Profit, Rur | | | 216.0 | 290.5 | 272 | 238.0 | 294.0 | 280 | 91% | 99% | 95% |
| | ROMI | | | 14% | 13% | 13% | 15% | 13% | 14% | -1% | -0% | -0% |
| Field Force | Field Force, Qty | | | | | | | | | | | |
| | Time Allocation, % | | | | | | | | | | | |
| FTE | Fcst Time Allocation, % | | | | | | | | | | | |
| | -1% | | | 29.8 | 37.8 | 35.8 | 35.5 | 38.6 | 37.8 | 84% | 98% | 95% |
| Oper Ex/FTE, Rur | Oper Ex, Rur | | | 382.0 | 1 122.7 | 1 503 | 382.2 | 1 105.7 | 1 487 | -0% | +2% | +1% |
| | 10% | | | 11 396 | 42 421 | 53 818 | 13 549 | 42 672 | 56 221 | 84% | 99% | 96% |
| Net Profit, Rur | ROI | | | 75 721 | 180 166 | 255 886 | 113 724 | 176 221 | 289 945 | 67% | 102% | 88% |
| | 1.3 | | | 1.3 | 1.2 | 1.2 | 1.7 | 1.2 | 1.4 | 73% | 102% | 89% |

Sales & Marketing KPI management



Sales & Marketing KPI management

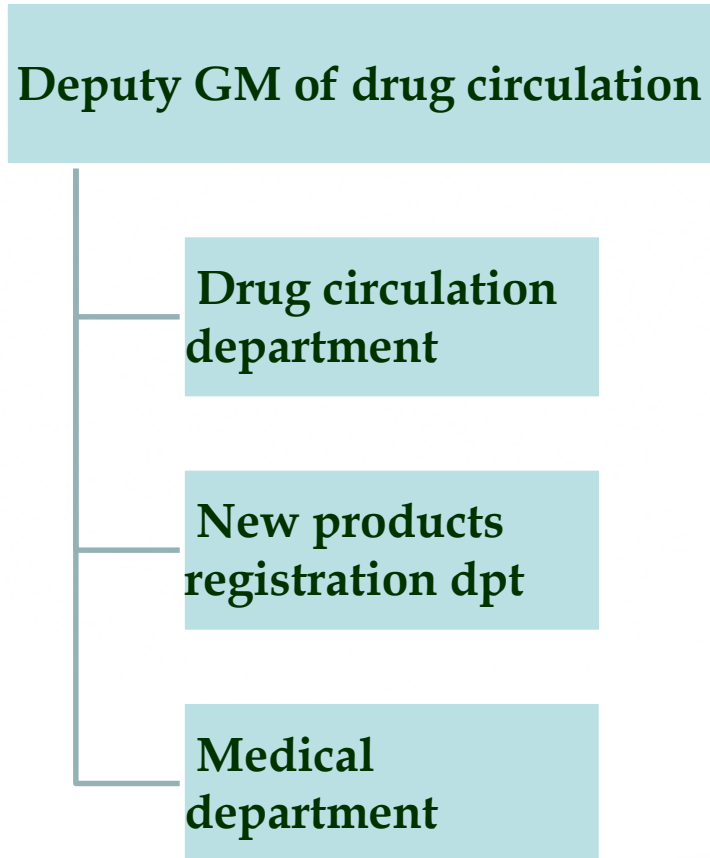


Medical Department JOSC «Pharmstandard



**Alexander Obukhov,
Head of Medical Department**

Drug circulation division



Clinical research

| | <i>Start up</i> | <i>Ongoing</i> | <i>Completed</i> |
|---|-----------------|----------------|------------------|
| PHASE III (pre-registration trail) | | 1 | 1 |
| PHASE IV (post-registration trail) | 4 | 1 | |
| Comparative pharmacokinetics/ Bioequivalence | 3 | | 1 |
| Pharmacoeconomics study | | 1 | |

Haemophilia: Royalty's disease



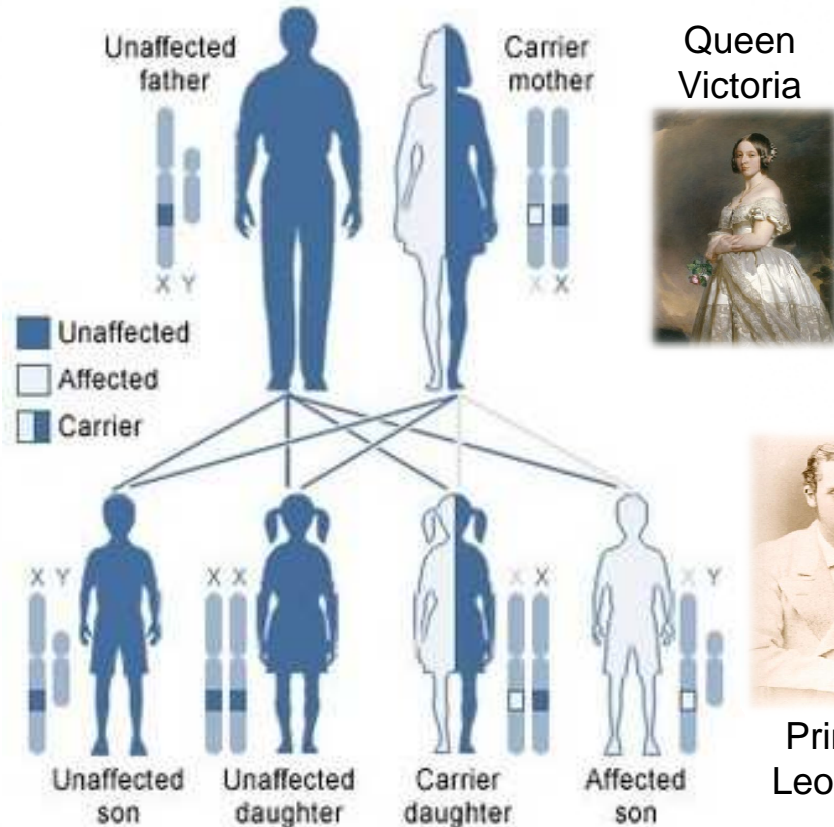
A group of hereditary genetic disorders that impair the body's ability to control blood clotting or coagulation, which is used to stop bleeding when a blood vessel is broken.

Haemophilia A and B

| | Hemophilia A | Hemophilia B |
|--------------------------------------|---|-----------------------|
| <i>Coagulation factor deficiency</i> | <i>Factor VIII</i> | <i>Factor IX</i> |
| <i>Inheritance</i> | X-linked recessive | X-linked recessive |
| <i>Incidence</i> | 1/10,000 males 80% | 1/50,000 males 20% |
| <i>Severity</i> | Related to factor level <1% - Severe - spontaneous bleeding 1-5% - Moderate - bleeding with mild injury 5-25% - Mild - bleeding with surgery or trauma | |
| <i>Complications</i> | Soft tissue bleeding | |

Haemophilia: Royalty's disease

X-linked recessive, carrier mother



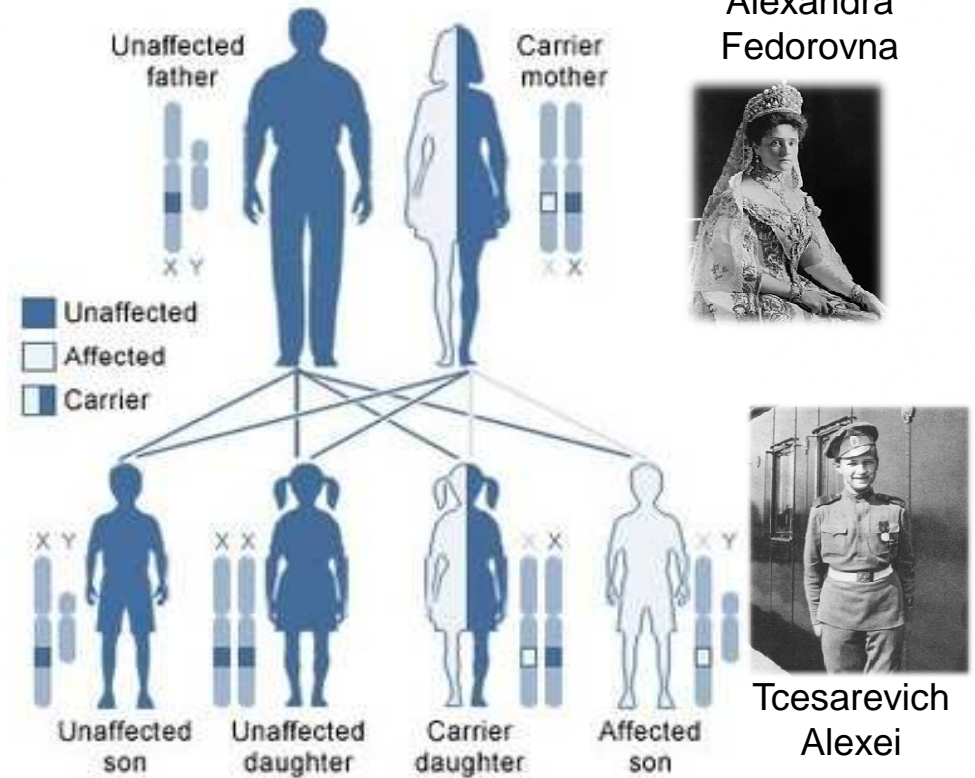
Queen Victoria



Prince Leopold

U.S. National Library of Medicine

X-linked recessive, carrier mother



Alexandra Fedorovna



Tsesarevich Alexei

U.S. National Library of Medicine

Haemophilia A and B

Clinical manifestations (hemophilia A & B indistinguishable)



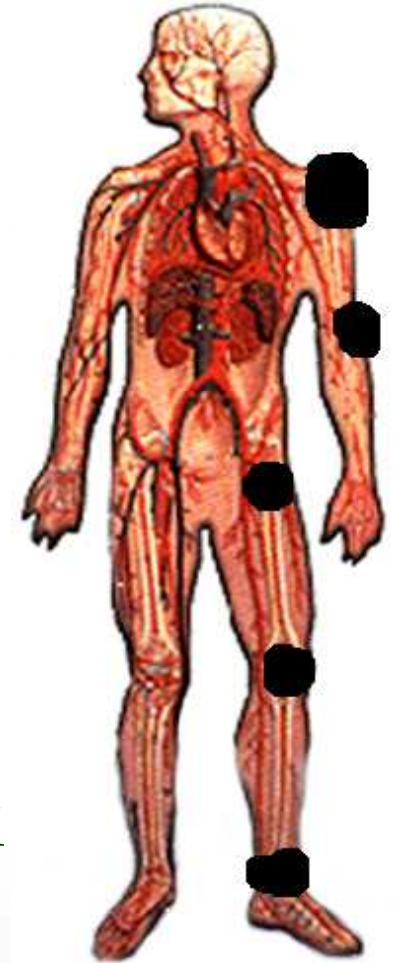
Hemarthrosis (most common)
Fixed joints

Soft tissue hematomas (e.g., muscle)
Muscle atrophy
Shortened tendons

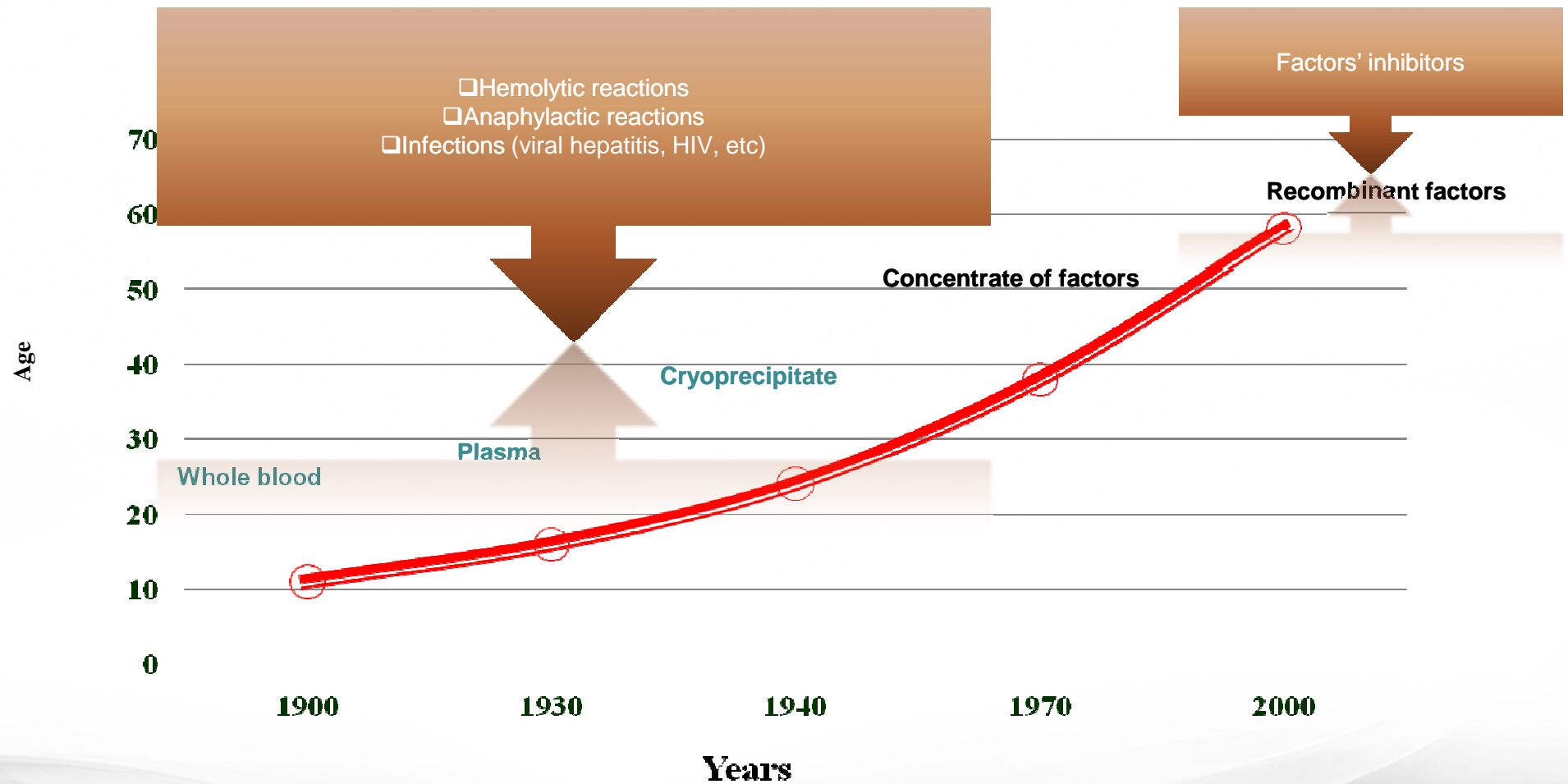
Other sites of bleeding

Urinary tract
CNS, neck (may be life-threatening)

Prolonged bleeding after surgery or dental extractions

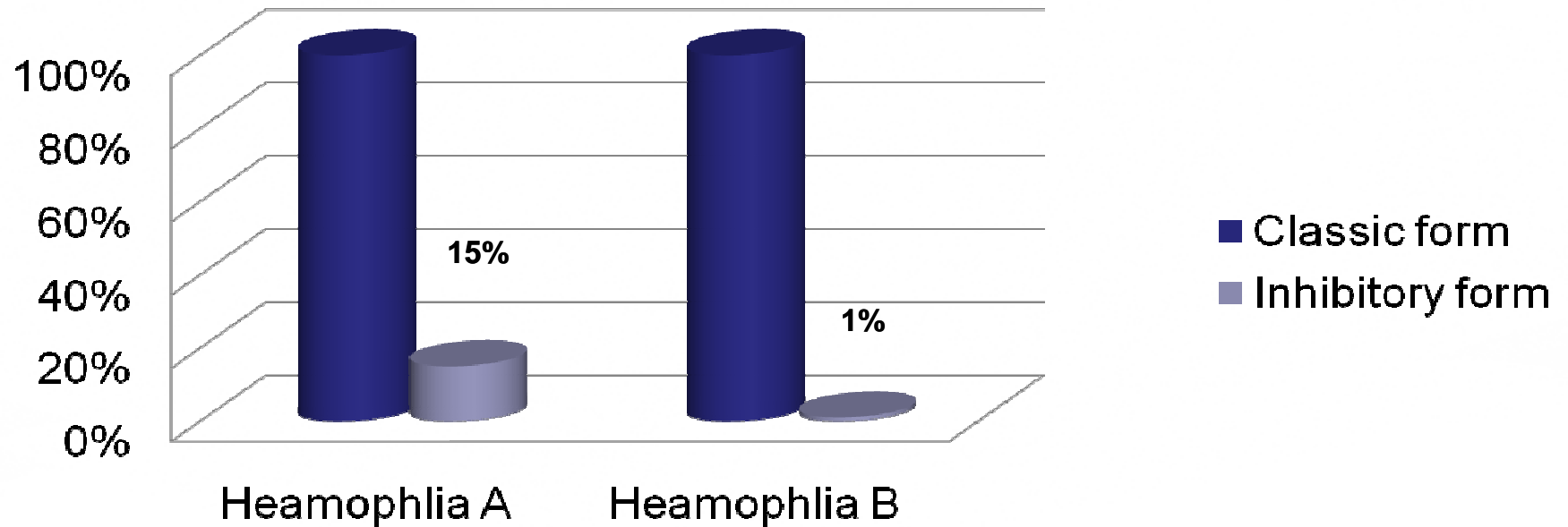


Haemophilia: evolution of therapy and duration of patients' lives



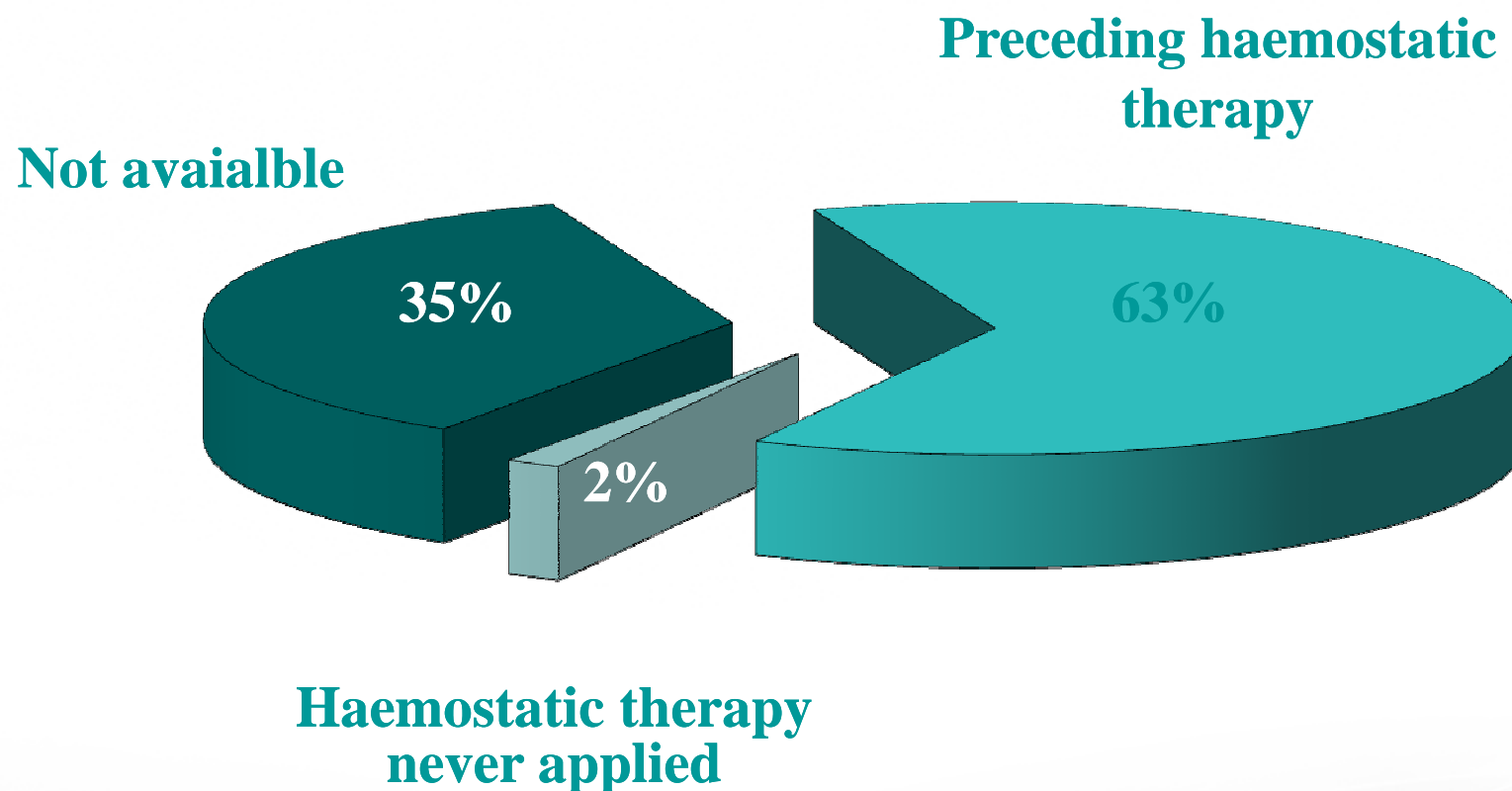
Inhibitory Haemophilia

Inhibitory haemophilia development rate



Inhibitors – antibody(IgG/IgG4) to FVIII or FIX.

Haemophilia: relation of factors inhibitor development with previous haemostatic therapy

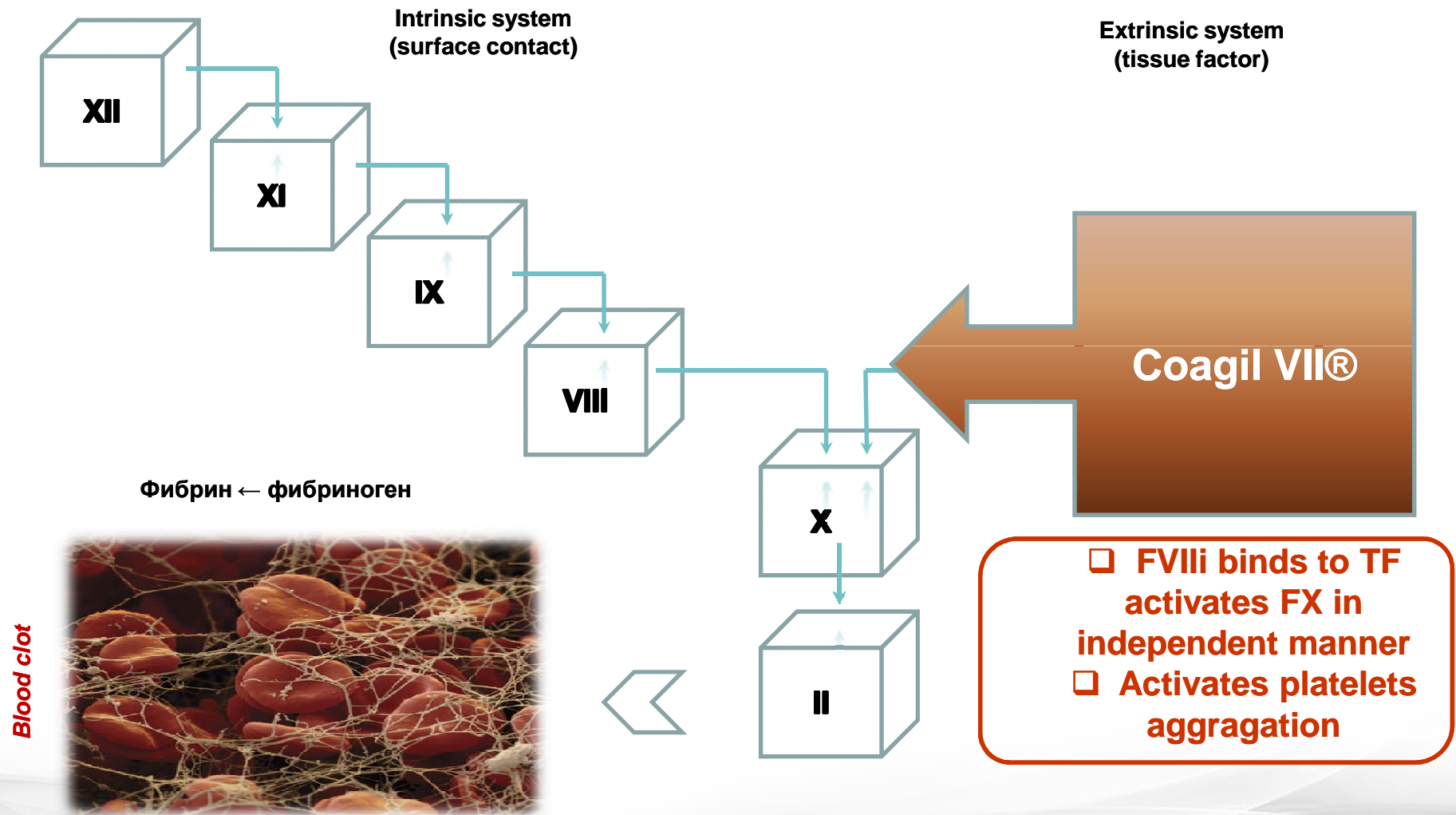


Т.Ю.Полянская; ГНЦ РАМН, г. Москва

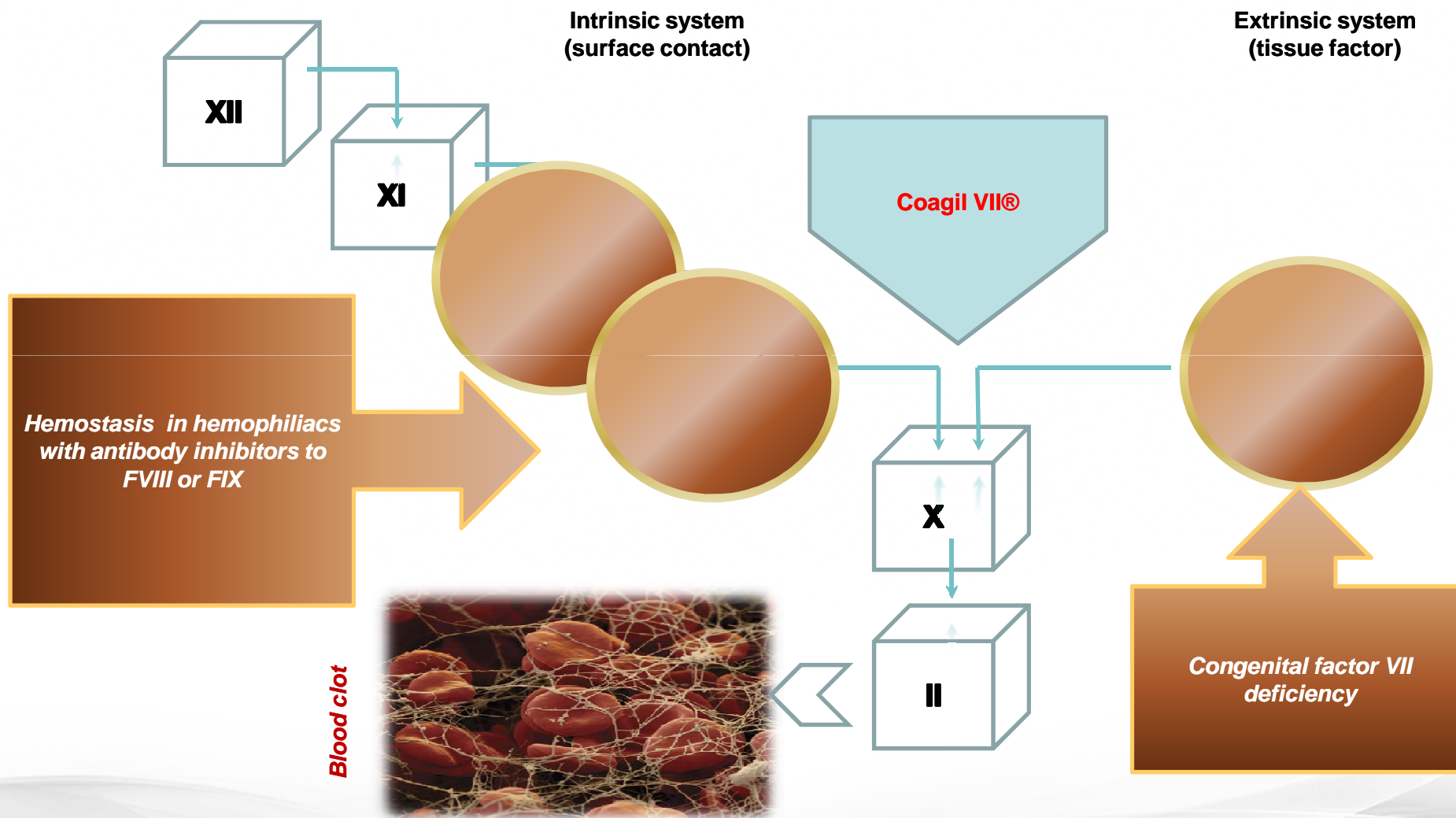
Coagil VII® : definition

- ❖ **Coagulation factor VIIa (recombinant)**
- ❖ **Promote hemostasis by activating extrinsic pathway of the coagulation cascade in absence of VII, VIII or IX factors or in hemophilia patients with FVIII or FIX inhibitors**

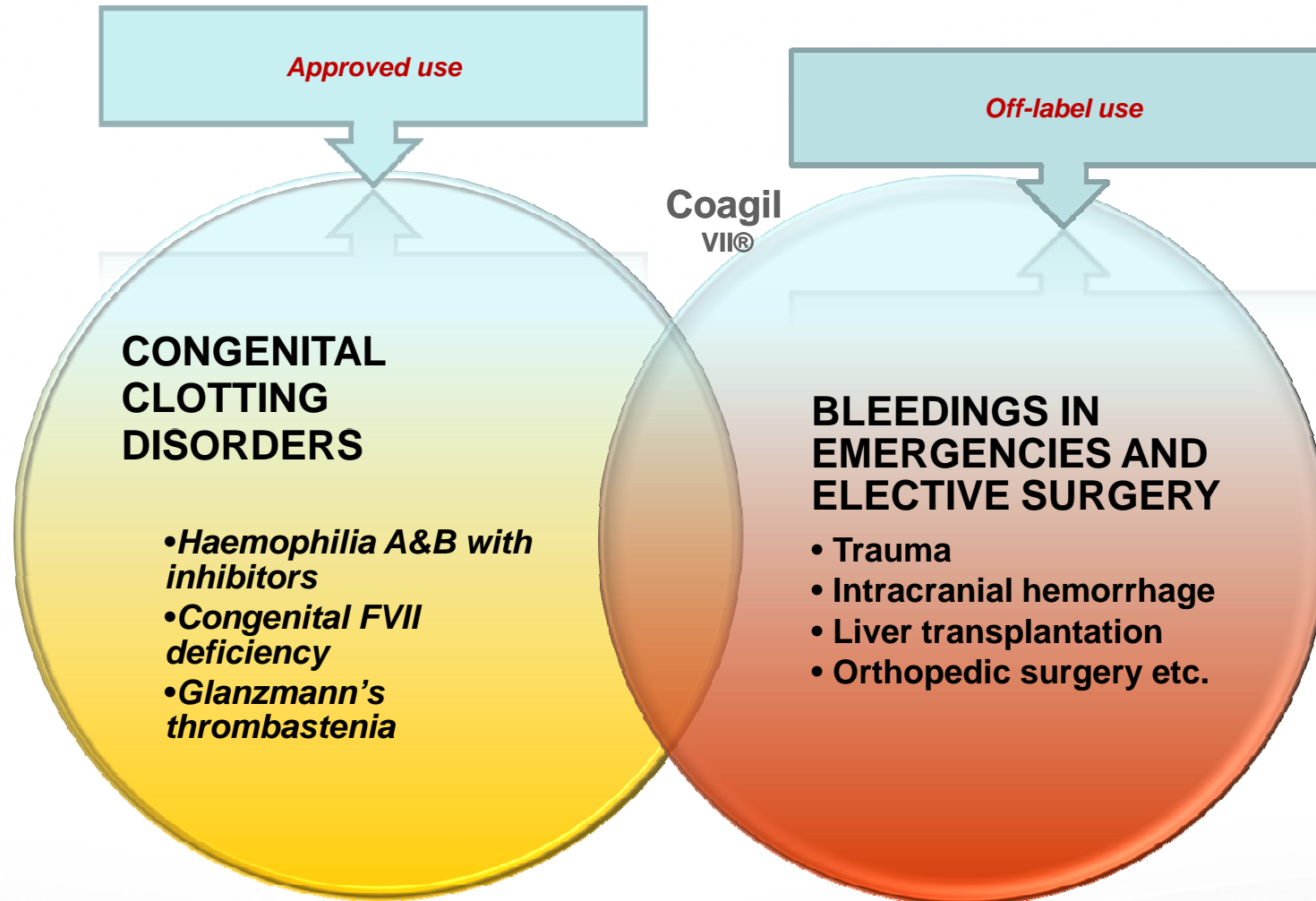
Coagil VII®: *Mechanism of action*



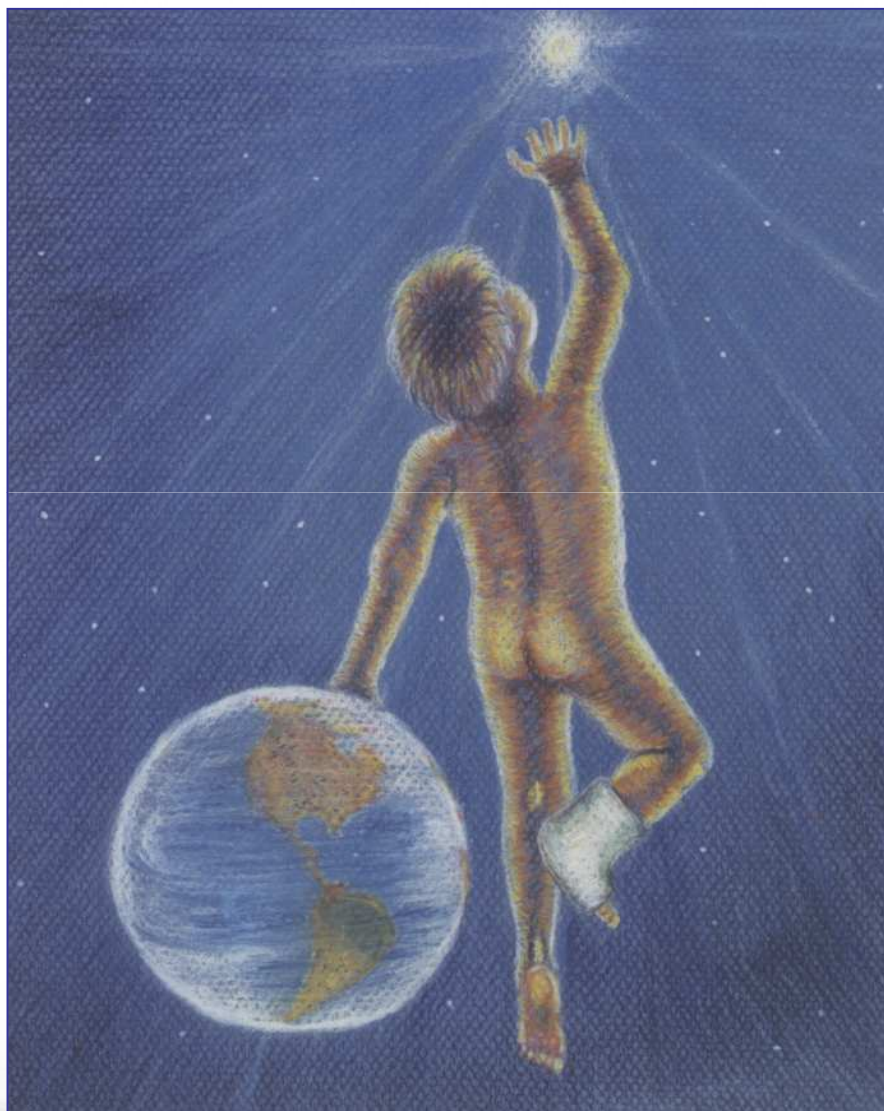
Coagil VII®: *Indications*



Coagil VII®: *Indications*

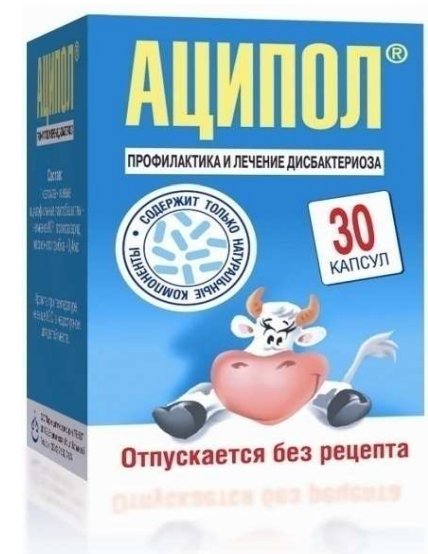


Haemophilia: *say "YES" to the future!*



ACIPOL®

OPPORTUNITIES AND APPLICATION PROSPECTS IN CLINICAL PRACTICE



“... The fact that the milk having undergone lactic acid fermentation is used as daily meals by numerous people of diverse origin points out its benefits for human...”

Ilya Mechnikov “The Prolongation of Life: Optimistic Studies” 1907



**Ilya Mechnikov 1845-1916
Nobel Priza in Physiology and
Medicine, 1908**

Probiotics: definition

“Live microorganisms which when administered in adequate amounts confer a health benefit on the host”

(WHO, 2002)



Up-to-date probiotics requirements

- ❖ **Clinical efficiency**
- ❖ **Capacity to remain viable passing through GI tract (resistance to hydrochloric acid, bile acids)**
- ❖ **Capacity to intestinal epithelium adhesion**
- ❖ **Capacity to bowel colonization**
- ❖ **Antagonistic activity versus opportunistic pathogenic bacteria**
- ❖ **Absence of potential pathogenicity**
- ❖ **Safety**

Indications for probiotics *as a part of combine therapy*

- ❖ Helicobacter pylori contamination
- ❖ Antibiotic-associated diarrhea
- ❖ Clostridium difficile induced diarrhea
- ❖ Diarrhea of travelers
- ❖ Small bowel bacterial overgrowth
- ❖ Irritable bowel disease
- ❖ Inflammatory bowel disease
- ❖ Gynecology – bacterial vaginosis
- ❖ Pediatrics – infections, atopy



ACIPOL®: *Compound*

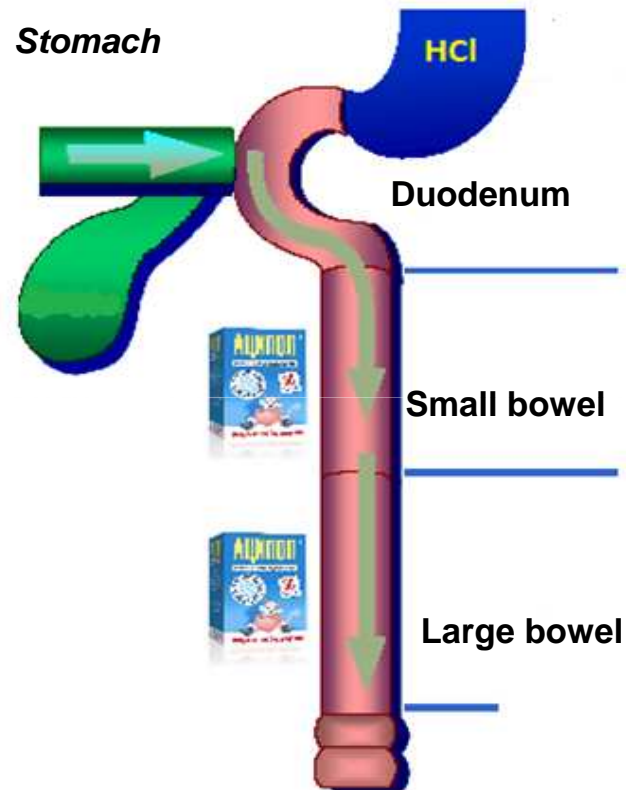
Frozen-dried live germ culture of antagonistically active acidophilic lactobacteria 1×10^7

(*Lactobacillus acidophilus* NK₁, NK₂, NK₅, NK₁₂)



Inactivated by heating kefir fungi, containing water-soluble polysaccharide (*Kefir greins*) – 0,4 mg

ACIPOL[®]: *Viability*



ACIPOL[®] strains

- ✓ Stable in stomach acid environment
- ✓ Bile resistant
- ✓ Synthesize self-protecting polysaccharides

ACIPOL[®]: *Safety*

Absence of mobile genetic elements

- Minimizing potential antibiotic resistance



Histamine produce incapacity

- Beneficial use in allergy



Ferment lactose

- Beneficial use in lactase deficiency



Thank you for your attention



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Market information provided by Pharmexpert MRC in retail prices

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