

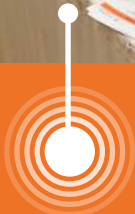
**26 FEBRUARY FOCUS DAY**  
«Pharmaceutical market in Uzbekistan»

**27–28 FEBRUARY**  
Radisson Royal Hotel, Moscow, Russia



**PHARMA**ASI

# EAEU & CIS PHARMACEUTICAL FORUM 2019



**250+**

PARTICIPANTS IN 2018



**70+**

SPEAKERS



**30+**

HOURS OF DISCUSSIONS  
AND BUSINESS COMMUNICATION

Sponsors



## EAEU & CIS PHARMACEUTICAL FORUM 2019

Dear colleagues!

We would like to invite you to join the 10th EAEU & CIS Pharmaceutical Forum, **the only event to gather pharmaceutical market players from all CIS countries**. Over the course of three information-filled days, 250+ pharmaceutical market professionals and regulators from the Eurasian Economic Commission and EAEU & CIS countries will discuss the latest regulatory changes and sector development trends.

In 2019 we are introducing a focus day on the **Uzbek pharmaceutical market** which is currently going through an era of significant changes. On the 26th of February 20 speakers representing regulatory authorities, distributors and international and local pharmaceutical production companies will share their view on the development of the pharmaceutical market in Uzbekistan with forum attendees.

On the 27th of February discussions will center around development **prospects for the common pharmaceutical market in the Eurasian Economic Union**. These will include issues relating to the registration of pharmaceutical drugs according to the common rules of the EAEU, the labelling of pharmaceutical drugs and conducting GMP inspections.

Presentations on the 28th of February will assess **pharmaceutical market trends in individual EAEU & CIS countries: Kazakhstan, Belarus, Azerbaijan, Kyrgyzstan, Armenia, Moldova and Tajikistan**. A teleconference will be organized with **Georgia**.

Don't miss this excellent opportunity to meet regulators from the Eurasian Economic Commission, EAEU & CIS countries, hear the latest news from pharmaceutical producers and distributors, exchange opinions and establish contacts with leading professionals in the pharmaceutical sector.

I'm looking forward to meeting you in Moscow at the end of February!



**Natalia Baeva**  
Conference Director  
**Adam Smith Conference**



**Priorities, challenges and opportunities** in the pharmaceutical markets of the EAEU & CIS countries for international and local producers



**The Common EAEU pharmaceutical market:** overview of regulatory initiatives



**Registration of pharmaceutical drugs and medical devices** according to the common EAEU rules



**Intellectual property rights protection** as a mechanism for ensuring availability of innovative drugs in EAEU & CIS countries



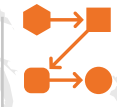
**Prospects for pharmaceutical drug labelling** in EAEU countries



**GMP inspections of pharmaceutical enterprises** in the EAEU



**Digitalisation in the pharmaceutical sector** of the EAEU & CIS countries



**Regulatory changes** in various EAEU & CIS countries



**The commercial potential** of the pharmaceutical markets in various EAEU & CIS countries



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**EAEU & CIS PHARMACEUTICAL FORUM**

Networking groups for professionals and experts in the pharmaceutical industry.

Get the latest news, communicate, and share experience!

# SPEAKERS FROM REGULATORY AUTHORITIES, PHARMACEUTICAL PRODUCERS AND DISTRIBUTORS



**Victor Nazarenko**  
Member of the Board – Minister in Charge of  
Technical Regulation  
Eurasian Economic Commission



**Djanyl Djusupova**  
Deputy Head, Technical Regulation  
and Accreditation Department  
Eurasian Economic Commission



**Vladislav Shestakov**  
Director  
Federal State Institution «State  
Institute of Drugs and Good Practices»  
of the Ministry of Industry and Trade  
of the Russian Federation



**Ranga Welaratne**  
General Manager, Central Asia and Caucasus  
Sanofi (Kazakhstan)



**Adilet Nazarbeyev**  
Country Manager  
Johnson & Johnson (Kazakhstan)



**Anna Lakhtanova**  
Regulatory Affairs Head  
Novartis (Russia)



**Berik Sharip**  
Interim Chairman of the Board  
SK Pharmacy (Kazakhstan)



**Ivan Logovoy**  
Co-Owner & Chairman of the Board of Directors  
Pharmland (Belarus)



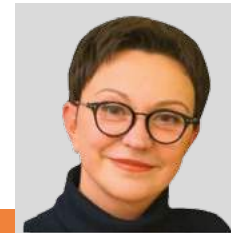
**Daniil Chernenko**  
Head of Commercial Operations  
Bayer Consumer Health (Kazakhstan)



**Margarita Mustafina**  
Quality Assurance Manager  
Sandoz



**Evgeny Belov**  
Head of Engineering & Technology  
Bayer Technology Services



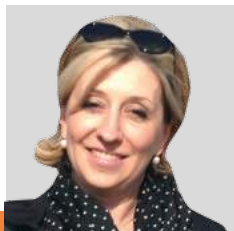
**Natalia Makeeva**  
Executive Director  
AIPM Belarus



**Vyacheslav Lokshin**  
President  
Association of International  
Pharmaceutical Manufacturers  
in the Republic of Kazakhstan



**Alexey Savin**  
Regional Principal, Eastern Europe, Russia & CIS  
IQVIA



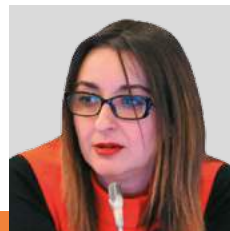
**Anna Pogodaeva**  
General Director  
Pharmagate



**Evgeniy Kunda**  
Business Development Director  
Proxima Research



**Maxim Gumenyuk**  
Market Access Manager Russia & CIS  
C.R.Bard



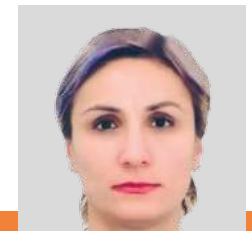
**Aziza Bakshiyeva**  
General Director  
AvroMed Company (Azerbaijan)



**Aleksandr Tomash**  
Commercial Director / Co-Owner  
Tetis International / Pharmacy Chain  
«Hippocrates» (Moldova)



**Samira Ibrahimova**  
Specialist, Registration and Expertise Division  
Analytical Expertise Centre of the Ministry  
of Health of the Republic of Azerbaijan



**Kristine Davtyan**  
Coordinator, Division for Circulation of  
Pharmaceutical Drugs and Medical Devices  
Scientific Centre of Drug and Medical  
Technology Expertise after academician  
E.Gabrielyan (Armenia)

# 27-28 FEBRUARY – MAIN CONFERENCE. 50+ SPEAKERS!

## REGULATORS



**Victor Nazarenko**, Member of the Board – Minister in Charge of Technical Regulation, **Eurasian Economic Commission**



**Djanyl Djusupova**, Deputy Head, Technical Regulation and Accreditation Department, **Eurasian Economic Commission**



**Anna Kravchuk**, Deputy Director, Division for Coordination on the Circulation of Medicines and Medical Devices, Department of Technical Regulation and Accreditation, **Eurasian Economic Commission**



**Dmitriy Schekin**, Deputy Head of the Division for Coordination on the Circulation of Medicines and Medical Devices, Department of Technical Regulation and Accreditation, **Eurasian Economic Commission**



**Vladislav Shestakov**, Director, **Federal State Institution «State Institute of Drugs and Good Practices» of the Ministry of Industry and Trade of the Russian Federation**



**Nargiz Mammadova**, Expert, Registration and Expertise Division, **Analytical Expertise Centre of the Ministry of Health of the Republic of Azerbaijan**



**Samira Ibrahimova**, Specialist, Registration and Expertise Division, **Analytical Expertise Centre of the Ministry of Health of the Republic of Azerbaijan**



**Kristine Davtyan**, Coordinator, Division for Circulation of Pharmaceutical Drugs and Medical Devices, **Scientific Centre of Drug and Medical Technology Expertise after academician E.Gabrielyan (Armenia)**



**Dorina Florea**, Senior Consultant, Medicines and Medical Devices Policy Section, **Ministry of Health, Labour and Social Protection of the Republic of Moldova**



**Tatiana Armasu-Furdui**, Head of Authorization of Medicines Section, **Agency for Medicines and Medical Devices (The Republic of Moldova)**



**Nazze Abdyrasulova**, Head of the Division of Good Pharmaceutical Practice, **Department of Drug Provision and Medical Equipment of the Ministry of Health (Kyrgyzstan)**



**Martkul Musayeva**, Chief Specialist, Pharmaceutical Drugs Registration Department, **Department of Drug Provision and Medical Equipment of the Ministry of Health (Kyrgyzstan)**



**Jeyhun Mammadov**, Head of Pharmaceutical Division, Department of Analysis and Regulation Secretariat, **Tariff (Price) Council of Azerbaijan Republic**



**Vusal Demirov**, Chief Adviser, Pharmaceutical Division, Department of Analysis and Regulation Secretariat, **Tariff (Price) Council Azerbaijan Republic**

## PHARMACEUTICAL PRODUCERS



**Ranga Welaratne**, General Manager, Central Asia and Caucasus, **Sanofi (Kazakhstan)**



**Adilet Nazarbayev**, Country Manager, Kazakhstan, Azerbaijan, Armenia, **Johnson & Johnson (Kazakhstan)**



**Ivan Logovoy**, Co-Owner & Chairman of the Board of Directors, **Pharmland (Belarus)**



**Daniil Chernenko**, Head of Commercial Operations, **Bayer Consumer Health (Kazakhstan)**



**Anna Lakhtanova**, Regulatory Affairs Head, **Novartis (Russia)**



**Svetlana Kil**, Executive Director, **Nobel Almaty Pharmaceutical Factory (Kazakhstan)**



**Maxim Gumenyuk**, Market Access Manager Russia & CIS, **C.R.Bard**



**Marina Pranovich**, Chief Specialist, **Republican Unitary Enterprise «Management Company of the Holding «Belpharmprom» (Belarus)**



**Margarita Mustafina**, Quality Assurance Manager, **Sandoz**



**Evgeny Belov**, Head of Engineering & Technology, **Bayer**



**Kamala Jafarova**, Head of Representative Office, **Acino (Baku)**



**Igor Todika**, Director, **Eurofarmaco (Moldova)**



**Irina Tarashkevich**, Vaccines BU Lead Baltics/Belarus, **Pfizer (Belarus)**



**Dmitry Zabolotn**, Country Commercial Lead, **Bayer Consumer Care AG (Belarus)**

## DISTRIBUTORS



**Berik Sharip**, Interim Chairman of the Board, **SK Pharmacy (Kazakhstan)**



**Aziza Bakhshiyeva**, General Director, **AvroMed Company (Azerbaijan)**



**Aleksandr Tomash**, Commercial Director / Co-Owner, **Tetis International / Pharmacy Chain «Hippocrates» (Moldova)**

## ANALYSTS AND EXPERTS



**Yury Krestinsky**, Director, Research Centre for Economics and Management in Healthcare, **Moscow School of Management SKOLKOVO**



**Alexey Savin**, Regional Principal, Eastern Europe, Russia & CIS, **IQVIA**



**Anna Pogodaeva**, General Director, **Pharmagate**



**Evgeniy Kunda**, Business Development Director, **Proxima Research**



**Polina Travianko**, Director, **Proxima Research (Kazakhstan)**

## ASSOCIATIONS



**Vladimir Shipkov**, Executive Director, **AIPM Russia**



**Vyacheslav Lokshin**, President, **Association of International Pharmaceutical Manufacturers in the Republic of Kazakhstan**



**Natalia Makeeva**, Executive Director, **AIPM Belarus**



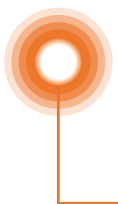
**Irakli Margvelashvili**, Executive Director, **Association of Pharmaceutical Companies Representatives in Georgia**



**Mila Malairau**, Executive Director, **American Chamber of Commerce in Moldova**



**Elena Popova**, Senior Director Regulatory Affairs & Healthcare Policy, **AIPM Russia**



## EAEU & CIS

PHARMACEUTICAL FORUM 2019

## HOT TOPICS



PHARMACEUTICAL SECTOR REFORMS IN UZBEKISTAN: DEVELOPMENT PROSPECTS FOR THE NEXT 5 YEARS



PHARMACEUTICAL DRUGS AND SUBSTANCES REGISTRATION IN UZBEKISTAN



PHARMACEUTICAL DRUGS PRICING



DEVELOPMENT OF THE PHARMACEUTICAL DRUGS AND MEDICAL DEVICES STATE PURCHASING SYSTEM



ANALYTICS: HOW IS THE UZBEK PHARMACEUTICAL MARKET CHANGING?



INTERNATIONAL PHARMACEUTICAL PRODUCERS' AND DISTRIBUTORS' DISCUSSION: CHALLENGES AND OPPORTUNITIES IN THE PHARMACEUTICAL MARKET IN UZBEKISTAN



TRENDS IN THE DEVELOPMENT OF THE WHOLESALE AND RETAIL PHARMACEUTICAL MARKET IN UZBEKISTAN



LOCAL PRODUCTION: PRIORITIES, PROSPECTS FOR CONTRACT PRODUCTION DEVELOPMENT AND EXPORT OPPORTUNITIES

## 20+ SPEAKERS FROM UZBEKISTAN

- Senior Executive, **Pharmaceutical Sector Development Agency under the Ministry of Health of Uzbekistan**
- **Akrom Toshpulatov**, Director, **Uzmedimpex (Uzbekistan)**
- **Gulchehra Boltobayeva**, Head, Laboratory for Pharmaceutical Drugs Quality Control, **State Centre for Expertise and Standardisation of Pharmaceutical Drugs, Medical Devices and Medical Equipment, Pharmaceutical Market Development Agency of the Ministry of Health (Uzbekistan)**
- **Ismatjon Azizov**, Chairman of the Drug Oversight Committee, **State Centre for Expertise and Standardisation of Pharmaceutical Drugs, Medical Devices and Medical Equipment, Pharmaceutical Market Development Agency of the Ministry of Health (Uzbekistan)**
- **Mukhabbat Ibragimova**, Head of Information and Analytical Department, **State Centre for Expertise and Standardisation of Pharmaceutical Drugs, Medical Devices and Medical Equipment, Pharmaceutical Market Development Agency of the Ministry of Health (Uzbekistan)**
- **Aziz Dusmatov**, Head, Division for Research Organisation, New Drugs Development, Innovative Technologies Quality Systems Integration, **Agency for Pharmaceutical Market Development of the Ministry of Health of Uzbekistan**
- **Azizkhuja Abboskhujayev**, Chairman of the Board, **GRANDPHARM (Uzbekistan)**
- **Aziz Kasimkhodjaev**, Member of the Board, **The Association of the Representatives of Foreign Pharmaceutical Companies and Manufacturers (Uzbekistan)**, Commercial Director, **Meros**
- **Ravshan Daminov**, Founder / CEO, **Orville Services (Uzbekistan)**
- **Erkin Karimov**, Deputy Chairman, **PHARMCLUB.UZ (Uzbekistan)**
- **Zhanna Mukhtarova**, Owner / General Director, **Novotek (Uzbekistan)**
- **Abduaziz Hakimov**, General Manager for Central Asia and Caucasus, **EUROMEDEX (Uzbekistan)**
- **Sarkor Isonbayev**, Director, **Dentafill (Uzbekistan)**
- **Aziz Saipov**, Sales and Marketing Director, **Jurabek Laboratories (Uzbekistan)**
- **Sharofiddin Kamilov**, Quality Director, **Uzgermed Pharma (Uzbekistan)**
- **Shamshod Sharipov**, Quality Director, **Nobel Pharmsanoat (Uzbekistan)**



**Surat Ikramov**

Regional Manager for Central Asia (Uzbekistan, Kyrgyzstan, Tajikistan); Country Manager **Berlin-Chemie AG/Menarini (Uzbekistan)**



**Gulnara Kholmatova**

Country Head **Sanofi (Uzbekistan)**



**Sardor Kariev**

General Director **Jurabek Laboratories (Uzbekistan)**



**Farida Akhmedova**

Head of Representative Office in Uzbekistan **Farmak (Uzbekistan)**



**Azizhujia Shamsutdinov**

Managing Partner **GRANDPHARM (Uzbekistan)**



**Jahongir Askarov**

Head of Representative Office in Uzbekistan **Pharmagate Ltd.**



Mukhabbat Askarova  
Director

**The Association of the Representatives of Foreign Pharmaceutical Companies and Manufacturers (Uzbekistan)**

## EAEU & CIS

PHARMACEUTICAL FORUM 2019

### UNPARALLELED NETWORKING OPPORTUNITIES

Networking at the conference is invaluable, providing the chance to meet your existing clients and colleagues and establish new business contacts. The EAEU & CIS Pharmaceutical Forum provides a unique opportunity to meet with regulators from countries across the EAEU & CIS as well as with leading market companies, including pharmaceutical producers and distributors from these countries.

#### Round Tables with Regulators



On the 27th February at the end of the day we will organize round tables with regulators from EAEU & CIS countries – Kazakhstan, Uzbekistan, Kyrgyzstan, Azerbaijan, Moldova and Armenia which will provide an opportunity to discuss requirements for pharmaceutical drug and medical device registration, pricing and the process of forming the lists of essential pharmaceutical drugs. This is an excellent chance to ask regulators the questions on how to prepare documents for pharmaceutical drug registration that are concerning you personally and get information about the conditions for participating in the state tenders!

#### One-to-one meetings with top managers of pharmaceutical producers and distributors



For the first time at the EAEU & CIS Pharmaceutical Forum we will organize one-to-one meetings with the top managers of pharmaceutical production and distribution companies. You will have an unparalleled opportunity to establish business contacts with the leading market players from the EAEU & CIS and present your company's expertise, letting them know about the service or product you are offering.

#### Cocktail Reception



The focus day and the first day of the main forum will close with cocktail receptions when you will have opportunity to relax and talk to your colleagues working in the EAEU & CIS pharmaceutical sector in an informal setting. On the occasion of the 10th anniversary of the EAEU & CIS Pharmaceutical Forum we are preparing a special concert with live music for event attendees!

#### Networking Coffee Breaks and Lunches



This is an exceptional opportunity to meet with regulators from the Eurasian Economic Commission and EAEU & CIS countries – Kazakhstan, Belarus, Armenia, Azerbaijan, Uzbekistan and Kyrgyzstan and ask them questions about the latest regulatory changes that concern you. You can also use your time to discuss with your colleagues from other pharmaceutical companies the most important sector trends and marketing strategies allowing you to get and sustain a competitive advantage in the EAEU & CIS pharmaceutical markets.

#### Mobile App for Networking



We are investing much time and resources in making your customer experience at our events even more useful and enjoyable. The Mobile App that we will use at the EAEU & CIS Pharmaceutical Forum in 2019 will be more user friendly. You will have an excellent opportunity to connect with the registered forum attendees and arrange face-to-face meetings before, during and after the event.



**08.30 – 09.30 REGISTRATION AND MORNING COFFEE**



**09.30 – 10.00 KEYNOTE PRESENTATION “Reforms in the pharmaceutical sector in Uzbekistan”.**

- State policy on the development of the local pharmaceutical sector and measures of support for local producers developed by the Government.
- Investment opportunities in the pharmaceutical sector in Uzbekistan.
- Free economic pharmaceutical zones: first results of the programme.



**10.00 – 10.40 REGISTRATION OF PHARMACEUTICAL DRUGS IN UZBEKISTAN: simplified market access in action.**

On the 1st November 2018 Uzbekistan introduced a simplified pharmaceutical drugs registration procedure. The list of countries and international organisations whose registration results will be recognized in Uzbekistan include Australia, Belgium, UK, Germany, Denmark, Israel, Ireland, Spain, Italy, Canada, Korea, Netherlands, Norway, Slovenia, USA, Finland, France, Switzerland, Sweden, Japan and the European Medical Agency.

- How will the simplified pharmaceutical drugs registration procedure be implemented in Uzbekistan? Which pharmaceutical drugs can be launched in the Uzbek market under the simplified procedure? First results of its implementation.
- What factors have been taken into consideration by the government authorities of Uzbekistan while creating the list of countries and organisations whose pharmaceutical drug registration results will be recognized in Uzbekistan? Can this list be extended and under which conditions?
- How will the timeframe for the launch of new pharmaceutical drugs in Uzbekistan change under the simplified procedure? How will pharmaceutical drug producers benefit from the implementation of the new scheme? Forecast on groups of medicines that will be registered under the simplified scheme.
- Typical mistakes made in the preparation of documents for registration of pharmaceutical drugs under the simplified scheme: what difficulties have producers met?
- Inventory of pharmaceutical drugs that were registered in Uzbekistan earlier to identify whether there is a ban on using them in the countries with strict regulatory requirements: is it expedient to use them in Uzbekistan?
- How can pharmaceutical drug manufacturers whose products can enter the Uzbek market under the simplified scheme remain competitive in the country?
- Registration of pharmaceutical substances in Uzbekistan: new requirements



**10.40 – 11.00 SPOTLIGHT PRESENTATION FROM PHARMAGATE “Marketing Authorization Procedure in Uzbekistan”.**



**11.00 – 11.20 COFFEE AND NETWORKING BREAK**



**11.20 – 11.50 PRICING FOR PHARMACEUTICAL DRUGS: how has the cancellation of fixed prices for medicines affected the market?**

In 2018 fixed prices for socially important pharmaceutical drugs and medical devices were cancelled in Uzbekistan. A system of limited trade markup was introduced in the country whereby a wholesaler can add not more than a 15% markup to the initial purchase value and a retailer not more than 20% to the wholesale price. In social pharmacies this markup should not exceed 10%. Session participants will talk about the changes in the pricing of pharmaceutical drugs in Uzbekistan. The speaker will discuss regulatory issues and provide examples of prices changes on the pharmaceutical drugs.



**11.50 – 12.50 DEVELOPMENT OF THE SYSTEM OF STATE PURCHASING OF PHARMACEUTICAL DRUGS**

- Development of the state purchasing system for pharmaceutical drugs: what changes have happened in the market since the cancellation of Uzmedimpex’s monopoly for the supply of pharmaceutical drugs and medical devices? Necessary conditions for the purchase of pharmaceutical drugs by hospitals.
- List of essential medicines; list of major pharmaceutical drugs used for the treatment of socially important diseases; list of pharmaceutical drugs for the treatment of certain groups of citizens in outpatient situations – Which pharmaceutical drugs are included in the lists? Which factors have been taken into consideration while forming the lists? Are there plans to extend or on the contrary, to narrow the list? How is the price for pharmaceutical drugs included on the lists formed?
- Implementation of blockchain technology in the pharmaceutical market in Uzbekistan
- State Procurement Information System in Uzbekistan



**12.50 – 13.50 LUNCH**



**13.50 – 14.10 ANALYTICAL PRESENTATION “Where is the Uzbek pharmaceutical market heading to: market volume, consumption structure, forecast on various market segments and dosage forms”.**



**14.10 – 14.30 SPOTLIGHT PRESENTATION “Trends in the development of the pharmaceutical drugs wholesale market in Uzbekistan”.**



**14.30 – 15.40 INTERACTIVE DISCUSSION WITH PARTICIPATION OF MARKET LEADERS “Pharmaceutical market in Uzbekistan: challenges and opportunities”**

- How is the pharmaceutical market in Uzbekistan changing? What are the priorities for your company in this market and what are the most attractive segments for you there?
- Trends in the development of the wholesale and retail pharmaceutical drugs market in Uzbekistan.
- What changes do you see in consumer behavior in Uzbekistan? For which medicines will there be a higher demand in the near future?
- Innovative medicines in Uzbekistan: how to accelerate the launch of original pharmaceutical drugs? Protection of intellectual property rights and patent compliance.
- How to make pharmaceutical drugs easily available for most citizens?
- Recipes for success in the Uzbek pharmaceutical market. What factors should be taken into consideration when entering the market?
- “Produced overseas” or “Produced in Uzbekistan” – how to find your niche?
- How pharmaceutical companies can help in implementing the state programme on increasing life expectancy in Uzbekistan: where are the opportunities and what steps have already been taken?
- How can public-private partnerships develop in Uzbekistan?



**15.40 – 16.00 COFFEE AND NETWORKING BREAK**



*EAEU & CIS Pharmaceutical Forum provides an excellent opportunity to meet regulators, pharmaceutical producers and distributors from EAEU & CIS countries.*



**16.00 – 17.00 PHARMACEUTICAL PRODUCTION DEVELOPMENT PLANS**

- State policy on the development of local pharmaceutical production and incentives for local producers offered by the Government
- Incentives for the development of local innovative pharmaceutical drugs: how to get preferential financing?
- Plans in regards to GMP standard implementation in pharmaceutical production: what steps have been undertaken in Uzbekistan to make the local pharmaceutical industry more competitive in the international arena?
- Generic pharmaceutical drugs: what medicines are not produced locally? Which generic pharmaceutical drugs are a priority for import substitution?
- Raw materials and substances for pharmaceutical drug production as a barrier to the development of local pharmaceutical drug production: what can be done?
- Export potential of Uzbek pharmaceutical market: major destinations for export development, challenges and opportunities



**17.00 – 17.05 CLOSING OF THE FOCUS DAY**



**17.05 – 19.00 COCKTAIL RECEPTION**

*EAEU & CIS Pharmaceutical Forum is an event that helps to develop strategies.*

**Olga Grobova**

Head of Representative Office, Russia & CIS, **Belupo**

*An effective platform to discuss issues and trends in the pharmaceutical market.*

**Eduard Voskoboy**

Head of Export Department, **Pharmasyntez**



**08.00 – 09.00 REGISTRATION AND MORNING COFFEE**



**09.00 – 09.20 KEYNOTE PRESENTATION “Key trends in the development of the pharmaceutical markets in the EAEU & CIS countries”**



**09.20 – 10.00 LEADING MARKET PLAYERS DISCUSSION “Priorities, challenges and opportunities for pharmaceutical companies in the EAEU and CIS countries”**

Top managers of the major international and local pharmaceutical companies specialising in the production of innovative and generic pharmaceutical drugs will discuss how global trends in the pharmaceutical sector are being adapted on a local level, the priorities being set by pharmaceutical drugs importers for themselves in various CIS countries and the steps which could speed up access to latter-day medicines in the EAEU and CIS countries.



**10.00 – 10.20 COFFEE AND NETWORKING BREAK**



**10.20 – 10.40 KEYNOTE PRESENTATION “COMMON EAEU PHARMACEUTICAL MARKET: overview of the regulatory initiatives”**



**10.40 – 12.00 PRESENTATIONS FOLLOWED BY A DISCUSSION “Pharmaceutical drugs and medical device registration in accordance with the EAEU common rules for the pharmaceutical market: is it already a reality or only a hope for a better future?”**

The session, with participation of the representatives of the Eurasian Economic Union, will commence with a presentation offering an overview of the regulatory initiatives on the registration of pharmaceutical drugs and medical devices in accordance with the requirements of the common pharmaceutical market in the EAEU countries – Russia, Kazakhstan, Belarus, Kyrgyzstan and Armenia.

Representatives of the regulatory authorities of EAEU member countries will talk about the process of legislation harmonisation in their states with the EAEU requirements and first dossiers for pharmaceutical drug and medical device registration according to the EAEU common rules. They will also analyse typical mistakes identified in the documents provided by pharmaceutical companies.

Representatives of pharmaceutical companies will share their insights on the challenges they have had while preparing dossiers for pharmaceutical drug and medical device registration according to the common EAEU rules, discuss the inconsistencies which remain in the legislation and how they see the future of the common pharmaceutical market in the EAEU.



**12.00 – 13.00 LUNCH**



**13.00 – 14.00 PROTECTION OF INTELLECTUAL PROPERTY RIGHTS AS A MECHANISM TO ENSURE THE AVAILABILITY OF INNOVATIVE PHARMACEUTICAL DRUGS IN EAEU AND CIS COUNTRIES**

- Protection of intellectual property rights for pharmaceutical drugs in the EAEU and CIS countries: which regulatory initiatives have been introduced recently and what regulatory changes are being developed at the moment?
- Patent rights as a basis for a favorable investment climate. International practice in the field of the protection of intellectual property rights for pharmaceutical drugs.
- Patent infringement is a sore point for pharmaceutical companies' top managers: how to best protect your company's interests?
- Patent disputes in the EAEU and CIS countries in 2017-2018 and court practice.



**14.00 – 15.20 PHARMACEUTICAL DRUG LABELLING IN THE EAEU: prospects for the implementation of common standards**

Speakers from the Eurasian Economic Commission, regulatory authorities from member countries of the EAEU, international and local pharmaceutical companies, distributors and pharmaceutical retailers will discuss plans for the implementation in the EAEU of pharmaceutical drug labelling standards: regulatory framework, implementation of the pharmaceutical drug labelling project in Russia, issues, timings and prospects for pharmaceutical drug labelling in the EAEU. They will also discuss technological issues in implementing pharmaceutical drug labelling projects and the latest solutions developed by various international and local equipment producers.



**15.20 – 15.40 COFFEE AND NETWORKING BREAK**



## 15.40 – 16.50 GMP INSPECTIONS OF PHARMACEUTICAL MANUFACTURERS IN THE EAEU

Session participants will discuss how the system of GMP inspections will be organized in the EAEU, shedding light on the process and timeframe for the formation of GMP inspectorates in individual countries of the EAEU and answering forum attendees' questions.



## 16.50 – 18.00 ROUND TABLES WITH REGULATORS

Forum attendees will have an opportunity to discuss the recent changes in the regulation on pharmaceutical drugs registration and pricing with the representatives of government authorities from EAEU & CIS countries.



## 16.50 – 18.00 ONE-TO-ONE MEETINGS WITH TOP MANAGERS OF PHARMACEUTICAL PRODUCTION COMPANIES AND DISTRIBUTORS FROM THE EAEU & CIS COUNTRIES

For the first time in the forum history we will organize a series of 10 minute long private meetings with top managers of pharmaceutical drug production companies and distributors. These will provide an excellent opportunity to establish new business contacts with leading market players in various EAEU & CIS countries.



## 18.00 – 20.00 10<sup>TH</sup> ANNIVERSARY COCKTAIL RECEPTION AND CONCERT



## 08.30 – 09.00 REGISTRATION AND MORNING COFFEE



## 09.00 – 10.00 MORNING MASTER CLASS FROM PROXIMA RESEARCH "BUSINESS ANALYTICS IN PHARMA"

Master class moderators from Proxima Research will talk about revolutionary approaches that allow to take effective business decisions in the development of the current projects and launch of new ones as well as demonstrate practical solutions for data analysis and business process monitoring with the use of newest IT-technologies.



## 10.00 – 17.00 REGULATORY CHANGES AND COMMERCIAL PHARMACEUTICAL MARKETS POTENTIAL IN SEPARATE EAEU & CIS COUNTRIES

During the 2nd Day of the main conference sessions on the discussion of regulatory changes and pharmaceutical markets development trends in separate EAEU & CIS countries will be organized:

- **Kazakhstan**
- **Belarus**
- **Azerbaijan**
- **Armenia**
- **Kyrgyzstan**
- **Moldova**
- **Georgia**
- **Tajikistan**

High-profile speakers from the EAEU & CIS countries will discuss the following questions:

- Commercial potential of the pharmaceutical markets: results of 2018, forecast for 2019 and major trends in various pharmaceutical drugs groups
- Trends in the development of the wholesale and retail pharmaceutical drugs markets
- Challenges and opportunities for pharmaceutical market players
- Launch of pharmaceutical drugs and effective marketing strategies
- Registration of pharmaceutical drugs and medical devices according to the EAEU rules and national regulation
- Pharmaceutical drugs pricing regulation
- Lists of essential drugs
- State purchases of pharmaceutical drugs
- Intellectual property rights protection and patent law
- GMP inspections of pharmaceutical drug producing enterprises
- Plans for the development of local production of pharmaceutical drugs



## 17.00 CLOSING REMARKS FROM ADAM SMITH CONFERENCES' REPRESENTATIVE AND PRIZE DRAW

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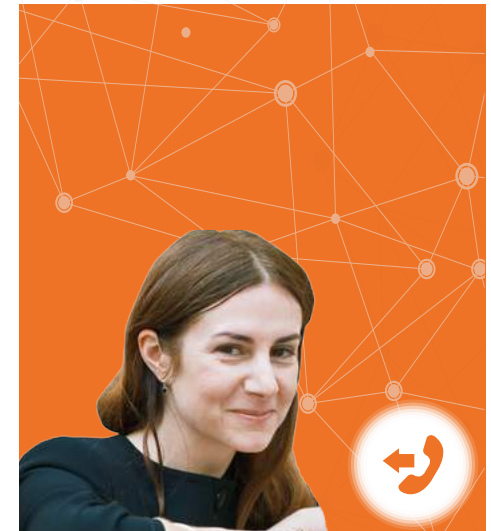
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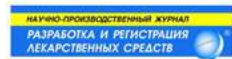
**Rebecca Pickering**

**+44 20 8004 5703**

[rebecca@adamsmithconferences.com](mailto:rebecca@adamsmithconferences.com)



## Media Partners



## Adam Smith Conferences Pharmaceutical events



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Moscow  
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**UKRAINIAN PHARMACEUTICAL FORUM**

Kyiv  
November 2019

<p>Registration form AS_1172 Регистрационная форма AS_1172</p> <p>EAEU &amp; CIS Pharmaceutical Forum 26 - 28 February 2019 Radisson Royal Hotel, Moscow, Russia</p> <p>Фармацевтический форум стран ЕАЭС и СНГ 26 - 28 февраля 2019 Гостиница «Рэдиссон Ройал», Москва, Россия</p>	<p>Register now — 4 easy ways</p> <p><b>1. BY FAX: send this form to +44 (0) 20 7017 7447 / По факсу: +44 (0) 20 7017 7447</b></p> <p><b>2. VIA EMAIL: send full contacts to Marsel@adamsmithconferences.com По e-почте: <a href="mailto:Marsel@adamsmithconferences.com">Marsel@adamsmithconferences.com</a></b></p> <p><b>3. ONLINE: visit <a href="http://www.cispharmaforum.com">www.cispharmaforum.com</a> and click REGISTER На сайте: зайдите на <a href="http://www.cispharmaforum.com">www.cispharmaforum.com</a> и нажмите РЕГИСТРАЦИЯ</b></p> <p><b>4. Telephone us on: +44 (0) 20 8004 57 05 / +7 495 232 40 60 По телефону: +44 (0) 20 8004 57 05/ +7 495 232 40 60</b></p> <p>Venue Details / Информация о гостинице</p>	
	<p><b>Radisson Royal Hotel, 2/1 bld.1 Kutuzovsky prospekt, Moscow, 121248 Russia Гостиница «Рэдиссон Ройал», Кутузовский проспект 2/1, стр 1, Москва, 121248 Россия Tel: +7 495 221 5555 / Fax: + 7 495 411 0025</b></p> <p>The cost of hotel accommodation is NOT included in the conference fee. Details of how to obtain reduced rate hotel accommodation for this conference will be forwarded to every delegate on receipt of their registration form. The registration fee includes attendance at all sessions, refreshments, lunches, drinks receptions and conference documentation. Full payment of the registration fee is due within 14 days of the invoice date. Payment must be received prior to the event otherwise entry will not be allowed. A registration is confirmed upon receipt of a completed registration form. All discounts can only be applied at the time of registration and cannot be combined. All discounts are subject to approval.</p> <p>Стоимость проживания в гостинице не включена в делегатский взнос. Информация о том, как забронировать гостиницу со специальной скидкой, будет направлена каждому зарегистрировавшемуся делегату вместе с подтверждением о получении регистрационной формы. Делегатский взнос включает посещение всех сессий, еду и напитки, обеды, коктейльные приемы и документацию конференции. Полная оплата регистрационного взноса должна быть произведена в течение 14 дней с даты получения счета. Оплата должна быть получена до начала конференции, иначе делегат не будет допущен на конференцию. Регистрация подтверждается после получения заполненной регистрационной формы. Специальные предложения действуют только в момент регистрации и не могут быть использованы в сочетании с другими специальными предложениями. Все скидки подлежат авторизации.</p>	
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