



# Ukrainian Pharmaceutical and Medical market : Investment Potential

## 8 June 2011

Venue:

Radisson Hotel,  
22, Yaroslaviv Val str.  
Kiev

Conference organized by SMD and Arzinger

**Arzinger** 



Contacts for registration:

Anastasia Maksimenko, Tel. +38 044 206 1717 / 18,  
Mobile +38 050 468 01 08,

[amaksimenko@smd.net.ua](mailto:amaksimenko@smd.net.ua) or register under the following link:  
<https://sites.google.com/site/konferenciama2011/home>

# Conference Agenda

**8.30 – 9.00 Registration**

**9.00 – 11.00 Section 1**

**HEALTHCARE REFORM IN UKRAINE, CURRENT STATUS AND FUTURE.  
PHARMABUSINESS AND PRIVATE MEDICAL SERVICES MARKET IN  
UKRAINE AS AN INVESTMENT TARGET**

Moderators: Vladimir Ignatov (AIPM Ukraine), Irina Gorlova (SMD)

Participants: Representatives of state authorities, SMD, European Business Association, Association of International Pharmaceutical Manufacturers (AIPM UKRAINE), Pharmacy Professional Association of Ukraine

9.00 – 9.10 Welcome speech of conference organizers  
(I. Gorlova, T. Bondaryev)

**9.10 – 10.10 DIALOGUE WITH AUTHORITIES**

Current situation and prospects for healthcare and pharmaceutical sector in Ukraine. State priorities. Opportunities for foreign investors. Investment in healthcare system reform: public private partnership (a representative of the Administration of the President of Ukraine in Healthcare issues, a representative of the Healthcare Ministry of Ukraine; speakers are to be confirmed)

The Role of professional associations at implementation of investment projects and business protection (*Michael Pasechnik, Pharmacy Professional Association of Ukraine*)

**10.10 – 10.50 OVERVIEW OF HEALTHCARE AND PHARMACEUTICAL SEGMENT OF UKRAINE**

State policy as to the healthcare sector and pharmaceutical business, investment climate in Ukraine, the place of Ukraine in the investment sphere, potential of medical and pharmaceutical projects compared to other those from other economy sectors (*Victor Pushkarev, ORION Corporation*)

The major development trends of pharmaceutical and medical business. Investments and M&A deals in Healthcare and Pharma.  
(*Irina Gorlova, SMD*)

10.50 – 11.00 Q & A

11.00 – 11:20 Coffee Break

# Conference Agenda

11.20 – 13.30 **Section 2**

## **WHAT DO INVESTORS TARGET? INCREASING THE INVESTMENT ATTRACTIVENESS. PREPARATION OF TRANSACTION.**

*Format: reports with presentations, panel discussion*

**Moderator:** Timur Bondaryev (Arzinger)

**Speakers** Advent, Natalia Polishchuk  
and Dragon Capital, Brain Best  
**participants:** Horizon Capital, Konstantin Magaletskyi  
Euro Ventures , Alexander Cheredayko  
EBRD (to be confirmed)  
Arzinger, Timur Bondaryev  
Aversi, Paata Kurtanidze  
Vienna Stock Exchange, Beatrix Schlaffer

- An overview of possible investment forms for M&A, IPO, and PP in Ukraine. Advantages, disadvantages, dangerous reefs, mandatory conditions, possible term, cost estimate  
(*Brian Best, Dragon Capital*)
- Legal aspects in attracting investment, supporting preparation for sale: incentives and disincentives for investment processes in Ukraine.  
(*Timur Bondaryev, Arzinger*)
- Investment experience in Healthcare sector in Eastern Europe (*Natalia Polishchuk, Advent International*)
- Stock Exchange as a platform for the entry of Ukrainian Enterprises  
(*Beatrix Schlaffer, Vienna Stock Exchange*)
- Scenarios of pharmacy retail consolidation in Ukraine (*Aleksander Cheredayko, Euro Ventures*)

12.40 – 13.30 *Panel discussion. Q & A*

13.30 – 14.30 *Lunch*

# Conference Agenda

## 14.30 – 17.30 Section 3 HEALTHCARE SECTOR AND PHARMA MARKET VIEWED BY POTENTIAL INVESTORS

*Format: reports with presentations, panel discussion*

### 14.30 – 16.00 Part 1. Development of paid medical services market and investments into private medical business (private medical clinics, lab business)

Модератор: **Oleg Petrenko (medical clinic «Oberig»)**

Participants: **Representatives of private medical clinics:** Medicom (to be confirmed); «Clinical hospital Feofania”, Clinic of Ulyana Lushchyk, Centre of Innovative Medical Technologies: “Veritas IT Med”, Ulyana Luscchyk; **Representatives of private labs:** Synevo, Nicolai Skavronskyi Advent International, Natalia Polishchuk; Aversi, Paata Kurtanidze; Aversi, Timur Bondaryev

- Private healthcare sector as an alternative to state ones. Difficulties and prospectives of private medicine development
- Possible and acceptable financing sources of private medical centers;
- What can make a Ukrainian clinic attractive for investor?

*Panel discussion. Q & A*

16.00 – 16.20 *Coffee break*

### 16.20 – 18.20 Part 2. Prospects of Investments into Pharmaceutical Sector: From the Perspective of Strategic Investors

Модератор: **Brian Best (Dragon Capital)**

Participants: **Representatives of Pharmacy Chains** : Chervonenko Igor, Farmastor («Pharmacy Dobrogo Dnya»), Nadezhda Chislenko (Vitalux) (to be confirmed)

**Distributors' Representatives:**

Alexander Sukhodolskyj (BADM); Eugene Nikushin (to be confirmed)

**Representatives of Pharma Companies:**

Representative of “Arterium” (to be confirmed);

Tatyana Miroshnichenko (GlaxoSmithKline),

Ivan Glushkov «STADA CIS»,

Jean Paul Scheuer (Sanofi-Aventis)

- Pharmacy chains. Investment attractiveness and investment risks.
- Distributors – historical experience and possible investment prospects.
- Ukrainian Pharma manufacturer as an investment target: is there a need for investor?

*Panel discussion. Q & A*

18.20– 18.30 *Closing remarks*

**Arzinget. 30 Fourchettee**

PR-отдел: pr@arzinget.ua,

+ 38044390 55 33

**SMD:**

Anastasia Maksimenko,

Tel. +38 044 206 1717 / 18,

Mobile +38 050 468 01 08,

amaksimenko@smd.net.ua

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