

NovaMedica

For partners

Moscow, July 2021

NovaMedica LLC was established in 2012 by US venture fund Domain Associates and State innovation agency Rusnano as a hub to bring international innovative pharma technologies to Russia

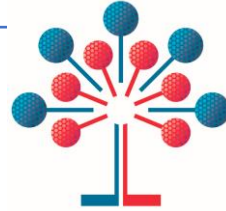


RUSNANO

Russian Corporation of Nanotechnologies

100% state-owned

- The company acts as a financial co-investor in projects that have significant economic and social potential
- Total investments in 5 years exceeded 170 billion RUR
- 98 direct investment projects in 6 major technological clusters



DOMAIN

ASSOCIATES

- Founded in 1985, Domain Associates, L.L.C. is a venture capital firm with an exclusive focus on life sciences.
- With \$2.4 billion of capital under management, Domain is headquartered in Princeton, NJ with a second office in San Diego, CA.

NovaMedica - a Specialty Pharma Company that brings innovative value to patients with focus on CNS by R&D tailored products that meet their specific needs improving quality of life. NovaMedica aims to provide Russian Patients with rare-disease treatments through partnerships with international developers of life-saving treatment solutions.



Reliable partner with wide experience on the market



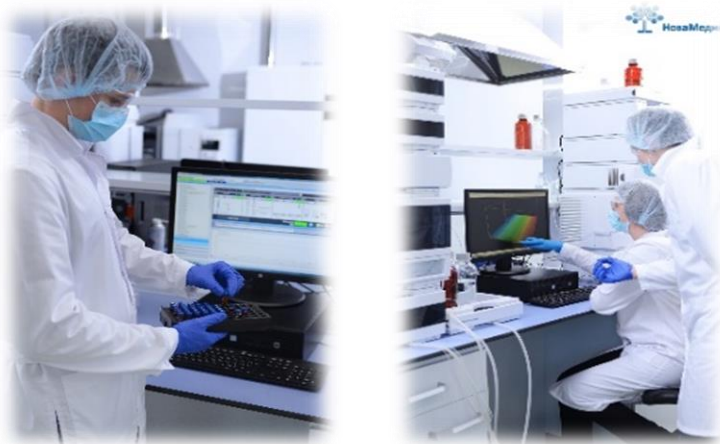
Well-known stakeholders with high standards of doing business



Experienced team and well-established compliance and risk-management systems

R&D Center – NovaMedica Innotech

- A reliable turn-key CDMO service provider international and domestic companies since 2017
- High-competences of laboratory and manufacturing teams to ensure effective project execution in a timely manner
- Provides a full range of R&D services, incl. preformulation, formulation development, scale-up and validation, stability study
- The manufacturing capacity exceeds 4 Mio packs of tabs and 2 Mio packs of capsules. Secondary packaging and serialization services are available.



Commercial Business Unit

- NovaMedica owns Rx portfolio pipeline of products in CNS developed at own R&D center (launches in 2021-2023)
- NovaMedica successfully relaunched Seroquel product of AstraZeneca within the long-term partnership agreement
- A state-of-art compliance and quality systems are in place authorized in commercial partnerships with Pfizer, AstraZeneca and Ferring



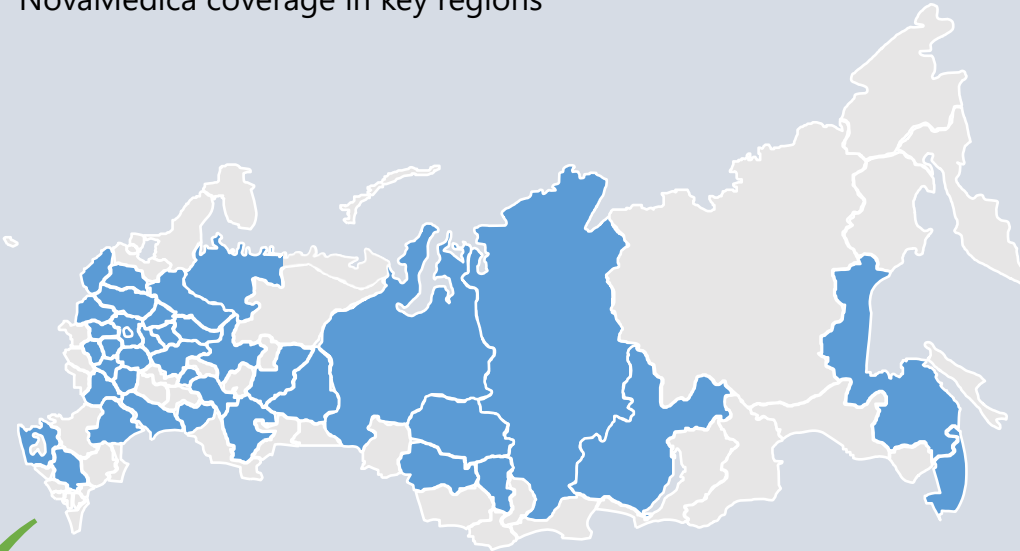
Rare Business Unit

- 2 Orphan products are now in NovaMedica portfolio
 -  **MARINUS** PHARMACEUTICALS Epilepsy associated with CDKL5 mutation
 -  **ADAstra** PHARMACEUTICALS Glioblastoma
- NovaMedica aims is to provide Russian Patients with rare-disease treatments through partnerships with international developers of life-saving treatment solutions
- NovaMedica builds up a patient centric model in a partnership among practitioners, patients, and their families. This also includes the delivery of specific education and support of patients, diagnostic and medical community in regions.



Geographical presence

- NovaMedica coverage in key regions



- ✓ Covering 70% of the market in the largest cities
- ✓ Partnership with TOP-10 largest distributors in Russia
- ✓ Partnership with TOP-55 leading pharmacy chains in Russia



Achievements

- ✓ Team of experienced Key account managers and medical representatives in Russia proved its excellence in distribution deals with:



Distribution and promotion of CNS Rx line of products with significant growth of sales volumes on very competitive market



Distribution and promotion of a portfolio of hospital products. A successful experience of market access and participation in the Federal and Regional Reimbursement Program



Distribution and promotion of Gastro Rx portfolio including launch of new products for line extension



Distribution and promotion of Ophthalmological Rx portfolio



CEO

Elena Litvinova

- over 17 years of experience in pharma with a proven track record in driving marketing, sales, and corporate strategy development
- executive positions in sales and marketing at Boehringer Ingelheim, Russian, American and Indian pharma companies, gaining valuable international experience and building a wide network of contacts with partners



Commercial and Market Access Excellence

is led by Marina Egorova

- over 20 years of experience in pharma
- executive positions in sales and marketing at Unipharm, Akrikhin, Region Director at Boehringer Ingelheim and at the leading pharmaceutical distributor Protek

Medical support team

- A detailed program of sophisticated educational events and participation in the International, Federal and Regional congresses and conferences in target TAs, including webinar formats



Medical Director
Zakhar Leykin - CMO, M.D.

- over 15 years of expertise in medicine, drug development and venture
- neurosurgery at Hadassah Medical Center in Juresalem and cardiosurgery at Ichilov Hospital in Tel Aviv

Compliance

- High competent team with international expertise
- Compliance and risk-management systems developed jointly with international partners – Pfizer, Ferring, AstraZeneca



Vice-President Legal
Ivan Daskal

- expertise includes heading legal function and legal support and control of compliance with the legislation at Allergan, Abbott Laboratories

NovaMedica offers 360° partnership opportunities in Russia

We offer a full-scale partnership from CT, MA approval, market access and marketing, logistics, supply certification to a transparent reporting in compliance to high international standards

We are ready to offer..

Russian market entry

Clinical development program including
Clinical Trials
Submission for approval, IP support



Market access and distribution

Pharmacovigilance and quality support
Logistics, import, supply chain excellence
Marketing and market access



Option of localization

manufacturing at the own site in
Moscow - NM Innotech
(technologically advanced solid forms)



R&D support

Option of the new form development at
NovaMedica Innotech



We expect from potential partnership..

Keeping up with Compliance

we want to ensure that our partner complies with international and domestic regulation, business ethics and high compliance standards as NovaMedica does



Products for partnerships

NM is open to partnerships in orphan market and CNS Rx segment



Registered or at a late stage of development

Joint development

we look for an international company interested in a reliable partnership that may provide 360 degree support of the product



Potential for R&D

R&D solutions for smart innovations and differentiated products with added value





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