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### **Despite the coronavirus pandemics that affected virtually all countries across the world, we hope for the better and continue preparations for Pharmtech exhibition. What should we expect after the end of the pandemics? What will the Russian pharmaceutical industry look like?**

The pandemics is a phenomenon that caught the world by surprise. The humanity proved to be ill-prepared for this situation. The living and working conditions changed within days. Despite these conditions, pharmaceutical production facilities run smoothly and seamlessly. The situation in the world obviously affects the business and production management process. Supplies of pharmaceutical ingredients have been constrained in terms of both logistics and volumes. Foreign manufacturers are creating strategic stocks of pharmaceuticals, primarily, for the population in their own countries.

As far as the production management process is concerned, special attention is given to the issues of employees' safety and health. This has required both additional sanitary and epidemiologic measures and certain logistical restrictions.

At that, the company is continuously taking energetic steps to develop its business. At this point, we are engaged in intensive correspondence with partners by using all modern communication facilities. However, we are missing personal meetings, face-to-face talks and exchange of ideas and information about the new opportunities.

We are looking forward to Pharmtech exhibition. For many years already, we have used this venue to meet our friends and partners from Russia and partners from across the world. These meetings result in new contracts and new projects.

The pandemics has made us aware both of our strengths and of the areas where we underperformed. There are multiple topics for discussion and ideas for cooperation. Looking forward to Pharmtech!

### **What are your expectations regarding the distribution of global production capacities?**

The pandemics has demonstrated the flaws in the global division of labour. It has virtually devalued the very idea of globalisation in the area of production. The need to enforce isolation at the national level has destroyed the established relations as they concern provision of pharmaceutical production with raw materials. High concentration of API production facilities in China and India proved to be a problem for the pharmaceutical industry worldwide. In my opinion, the pandemics has triggered a serious rethinking of the situation. Virtually all regions of the world started thinking about arranging API production inside the country or an economic region. Logistical accessibility, involvement in the distribution mechanism have turned into an important and even decisive factor to a certain extent. I think that over the next 2–5 years, we will witness explosive development of modern, environmentally-friendly API production facilities both in Europe and in North America.

Russia should keep up with them. It is obvious that the provision of the population with the home-manufactured pharmaceuticals from scratch so to say is a prerequisite for national security. The pandemics has made us well aware of this fact.

### **Will China retain its positions as the leading manufacturer of pharmaceutical ingredients? Or will India take its place?**

Both China and India will aggressively fight for their place in the sun. These countries have created a strong engineering, technological, and competitive base for the production of API of any type. They are well ahead of the other countries, as they have accumulated the expertise, skills, and financial resources. This is the reason why I do not expect them to surrender the market without a fight. Brand-new production facilities will have a difficult time competing with them.

### **Will Russia be able to overcome its dependence on imported pharmaceutical ingredients?**

Russia is critically dependent on imports of pharmaceutical ingredients so far. The situation may change drastically only if localisation of production of pharmaceutical ingredients becomes a real national priority involving unprecedented support of the efforts to create the relevant production facilities.

### **Can we expect Russia to increase its exports of pharmaceutical ingredients and FPP?**

There is an English saying: "Hope is for the unhappy". Conceptually, this saying differs from the Russian hope that is the last thing to die. In business, however, hope is not a reliable tool, and therefore, the English version gives a better image of reality. We have to work. Work hard and competently. Work with integrity and passion for your business. This is both a difficult and an interesting task. There are multiple companies that have engaged in this industry. Subject to government support, business-friendly climate, openness of the world to the new sources of supply, and availability of modern FPP production capacities, the prospect of strengthening the export-oriented focus of our sector is realistic and attainable.



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**22ND INTERNATIONAL EXHIBITION OF  
EQUIPMENT, RAW MATERIALS AND TECHNOLOGIES  
FOR PHARMACEUTICAL PRODUCTION**

**10-13 NOVEMBER 2020**