



“We create unique”



CEO
Aleksandr Borisov

Commercial Director
Dmitry Borisov

FACT BOX



FULL NAME:

STPF „POLYSAN“, Ltd

GENERAL DIRECTOR:

Aleksandr Borisov

OPERATIONS:

Pharmaceutical Industry

ESTABLISHED:

1992

EMPLOYEES:

835

www.polysan.ru

We create unique is a motto of Scientific Technological Pharmaceutical Firm “POLYSAN”, Ltd. which was founded in 1992 and since then began to dedicate enormous resources to research and manufacture of innovative drugs in compliance with international standards of quality. The POLYSAN's products can be found in more than 20 countries around the world. With headquarters located in Saint-Petersburg (Russia), industrial complex consists of two manufacturing plants awarded with Good Manufacturing Practice certification. Dmitry Borisov, the commercial Director of STPF “POLYSAN”, Ltd, presents the company in an exclusive interview for Manufacturing Journal.

Road to success

The company's path began in 1992 from a small creative group consisting of researchers and entrepreneurs who founded STPF “POLYSAN”, Ltd. From the beginning the line of veterinary drugs was registered and followed by industrial production. In 1995 the medical potential of Cycloferon was discovered and it was approved for use. The year 1997 STPF “POLYSAN”, Ltd started to export its production to the countries of CIS where it turned out to be quite demanded. In 2000 the company bought Belgorod pharmaceutical substances factory. There was formed a group of

companies STPF “POLYSAN”, Ltd - Polysintez. In 2005 a factory in Saint-Petersburg was opened and became a headquarters. For a company engaged in the development and production of original drugs, the most important point is to obtain new molecules and bring them to market. Although a STPF POLYSAN's product range consists of 4 brands, the yield of each of them is big event for the firm. Also among defining ones were 2005 and 2012 - the years when the first and second lines of own pharmaceutical factories were launched. Today the main factory in Saint-Petersburg is one of the most modern ones in Russia and





is nothing inferior to the best companies in the world. It is equipped with modern state-of-art machinery from world's best manufacturers (Bosch, Fedegari, Aisai, Fette, Marchesini, and PLÜMAT) some of which are the only examples used in Russia. The subsidiary Polysintez in Belgorod issues all the necessary plant substances - more than 20 items. This allows to avoid the dependency on the foreign suppliers, fluctuations in market conditions, have flexible pricing strategy, and strictly control the quality of raw materials. "First of all, it is a correct vector of company's development set by the owners, it is experienced and qualified staff, and adequate perception of the external market environment." - With such words the commercial Director Dmitry Borisov describes the qualities that helped STPF "POLYSAN", Ltd to achieve success and customer trust.



Unique products

Nowadays STPF "POLYSAN", Ltd makes a worthy contribution to the implementation of targeted programs of the Russian pharmaceutical industry. The company's drugs are demanded on the outside markets as well, including the countries of CIS and Southeast Asia. The product range consists of 4 original items (Cycloferon, Reamberin, Cytoflavin, Remaxol) each of which was awarded with different prestigious awards. Cycloferon is an interferon's inducer drug with immunomodulation properties. The active ingredients are the acridone acetic acid and meglumine, which define a wide range of its biological activities including hepatitis B and C, different types of flu, respiratory diseases, AIDS, herpes, tuberculosis, neuroinfections, and immunodeficiency disorders associated to chronic bacterial infections. The dosage forms include enteric-coated tablets,

injections, and liniment. Reamberin, detoxifying agent based on succinic acid, has antihypoxic and antioxidant properties that positively influence the cellular aerobic processes by reducing the generation of free radicals that tend to affect the reconstitution of cells. Reamverin has also a wide range of applications such as intoxication requiring intensive care, burn wounds, surgical pathology, enteric infections, hepatitis, neuroinfections, and in severe cases of pneumonia. Cytoflavin is an intravenous solution successfully used for neurological intensive care in cases such as strokes and toxic or hypo-toxic encephalopathies caused by poisoning. Its use has saved many lives in hospital's intensive care units. The active ingredients are succinic acid, nicotinamide, inosine, and riboflavin sodium phosphate. Remaxol, presented in a solution form, is administered for hepatic protection in cases of alterations in liver functions due to acute or chronic disorders of various kinds. Usually, it is combined with other drugs for the treatment of viral hepatitis. "The most important potential of any company is a professional team and modern material and technical base. STPF "POLYSAN", Ltd is a harmonic fusion of highly qualified specialists and production with the most modern and technologically advanced equipment" - says Mr Borisov. Creation of the new highly effective drugs is the result of research that requires a significant investment, and is carried out by a professional team of scientists in areas including development of:

- New biologically active substances and their derivatives
- New dosage forms
- New approaches to the treatment of diseases

During the whole lifecycle of products the medication is being studied and improved, continuously interacting with research institutes, laboratories, medical institutions and patients. STPF "POLYSAN", Ltd continues to run its own researches aimed on invention of the new innovative drugs. 8 products are in the development phase and are expected to come out to the market in the nearest future.

Strategy and goals

During two decades STPF "POLYSAN", Ltd from a small laboratory institution turned into developed pharmaceuti-

cal company that elaborates original medicine and is capable to withstand competition with domestic as well as foreign firms. Dmitry Borisov adds a comment: "On a modern market one have to change, adapt to the outside conditions. And a company succeeded in that. All the processes occurring in the company correspond to current market trends". STPF "POLYSAN", Ltd is one of the few Russian enterprises that managed to independently enter far abroad markets. The first firm's representation in Southeast Asia was opened in Hanoi (Vietnam). The products are also exported to Laos, Mongolia, Cambodia, and Myanmar. Almost everywhere STPF "POLYSAN", Ltd meets support from the



local healthcare authorities and medical community. In 2013 the export reached 20% of overall production. One of the main directions of company's development is an increase in the export share of the sales. Aside from search of the new markets, all the novelties are being registered on already controlled territories. The nearest plans include entering to the Indonesian and Thai markets. Russian scientists assisted by STPF "POLYSAN", Ltd conduct a teaching and research job on a basis of the biggest clinics of counties of Southeast Asia. The dynamic development strategy of the firm causes positive financial results which matches owner's expectations and allows to expand. The global goals for the next 5 years include construction and commissioning of a research laboratory complex, equipped with the latest technology as well as releasing 3 to 5 new original drugs. That is without

mentioning that the search for new molecules and the creation of new medicine never stops. "The company has around 100 different awards." - proudly states Mr Borisov, "Among the most notable are two Russian Federation Prizes for achievements in a field of science and technology, numerous awards as the best exporter of high-tech products, and numerous awards in the field of quality. And of course our certificate of compliance with international standards of Good Manufacturing Practice (GMP). In Russia few can boast of such document."

Value of employees

People play the most important role in a development of a firm, creative, active,

professional, and conscientious, with a high sense of responsibility for their work. Especially it is in companies such as STPF "POLYSAN", Ltd where a human intelligence and skills determine the overall performance. As of 01/01/2014 the company's staff consists of 840 people across Russia and the CIS countries and Southeast Asia. The company's mission is to invent, manufacture and implement into medical practice effective, safe, and high quality medicines while its main value is employees. "The philosophy of labor" in STPF "POLYSAN", Ltd is a respect for people and constant striving for the best. On a question, what is he proud of the most, a commercial Director Dmitry Borisov answered with uncovered enthusiasm: "Of the fact that I work in STPF "POLYSAN", Ltd!" ■

Written by Oleg Gnashuk