

Russia, Khimki, Moscow Reg.,

**Summary**

1. **Volume of investments required** – \$ 1000–15 000 thousand.
2. **Production** – discovery and development of new-generation drugs for Russian and foreign pharmaceutical companies.
3. **Trade marks** – none.

Company profile**Date of establishment** – 1998.**Signs of public recognition** – activity of ChemRar's companies is elucidated in numerous Russian and international periodical publications and mass communication media. Their scientific and business achievements are recognized by many domestic and foreign experts, non-governmental organizations as well as official governmental and academic representatives.**Number of employees** – 400 persons.**Team****Kravchenko Dmitry** – General Manager of “Chemical Diversity Research Institute”, Ltd., 35 y.o. PhD, DSc. Author of more than 40 scientific publications in the field of organic synthesis and medicinal chemistry.**Lavrovsky Yan** – Chief Executive Officer (biology) in ChemDiv, Inc. (USA), 42 y.o. PhD, MD. Successful experience in realization of large scientific projects in the field of molecular biology of cancer. Author of more than 40 scientific publications and 3 patents.**Shobolov Dmitry** – General Manager of “Technology of Drugs”, Ltd., 34 y.o. PhD. Successful experience in organization of business cooperation with big domestic pharmaceutical companies in the field of development of innovative drugs.**Bespalov Alexander** – General Manager of “NPFC Cytalex”, JSC., 45 y.o. PhD, DSc. Many years' experience in organization of innovative pharmaceutical companies.**Balakin Konstantin** – Head of Medicinal Chemistry dept., “Chemical Diversity Research Institute”, Ltd., 36 y.o. PhD, DSc. A world-level expert in the field of medicinal chemistry. Author of more than 100 scientific publications.**Ivashchenko Andrey** – Leader of the ChemRar HTC project, 39 y.o. PhD. Many years' experience in organization of large innovative projects, including international ones, in the field of new-generation drug development.**Korzinov Oleg** – Leading Business-Development Manager of ChemRar HTC, 22 y.o. MSc. Successful experience in organization of cooperation with big domestic pharmaceutical companies and governmental organizations.**Products characteristics**

The production and services are indispensable to Russian and international pharmaceutical companies involved in drug development and commercialization. The production and services encompass a wide range of pharmaceutical development needs in the field of preclinical and clinical studies, and drug manufacture. The competitive advantages are first-rate quality of products and services and their unique character. The most of unique developments are protected by patents or do not have analogs in Russia and other countries.

Current state

The ChemRar's companies provide products and services on a fee-for-service basis for Russian and international pharmaceutical companies, but also welcome risk-sharing and in-licensing collaborations in areas that are of a mutual scientific and commercial benefit. After the stage of new knowledge generation and “technologization”, the successful initiative developments serve as a basis for establishment of independent start-up companies which provide further commercialization.

Development strategy**Use of funds**

- | | |
|---|-----|
| 1. R&D (preclinical and clinical studies) | 30% |
| 2. Acquisition of fixed assets | 5% |
| 3. Marketing | 40% |
| 4. Acquisition of current assets | 20% |
| 5. Other | 5% |

Prospective outcome of investment

Emerging of Russian pharmaceutical companies of new generation with a portfolio of innovative drugs in the fields of oncology, virology and central nervous system diseases

Marketing & Markets

Pharmaceutical industry. Marketing strategy includes the activity of innovation managers, general and scientific marketing. The strategic partners of ChemRar's companies developed a global logistics network for optimal global handling and shipment of products from three sites located in the USA, Europe and Japan. Long-term contracts on delivery of scientific production are signed with many business partners. The ChemRar brand is well recognized by potential customers and venture companies. ChemRar HTC is a well-known place for numerous scientific conferences, including international meetings. The ChemRar's specialists regularly participate in Russian and international medicinal, pharmaceutical and biotechnological scientific and business events.

Interaction with investor

The most of start-up companies at ChemRar HTC are ready to grant a non-control packet of shares for investors. The resources will be invested mainly into clinical development and marketing of novel drugs.