

*Belalek: «Taking care of the essentials»*



# Pharmaceutical Industry in Belarus: DYNAMIC DEVELOPMENT



Drug safety assurance



About 4.2 thousand medicines are registered in Belarus



Belarusian manufacturers produce 1,750 medicines



Market share of Belarusian medicines: Inpatient care: over 70%.  
Outpatient and hospital care: over 90%.



Support for residents



Measures to prevent out-of-stock items

# *Belalek LLC is a modern Belarus pharmaceutical company*

## Basic data

•Established: 2015

Pharmaceutical licence: Obtained in 2015

Production site location: Sosny settlement, 10 km from Minsk.

•Number of employees: over 40 people

## Activities under the licence

1.Secondary packaging of medical products

1.Quality control

1.Wholesale trade of in-house manufactured products

## Standards of production

•Working in accordance with the international GMP standard

•The first GMP certificate was obtained in 2017

•EAEU GMP certificate was received in 2021

•Current Certification Status: two GMP certificates (national and EAEU)



## *Uniqueness of Belalek LLC's business model*



# *Belalek LLC: Leader of Belarus in the treatment of HIV/AIDS and hepatitis*

## Strategy

- Treatment of HIV/AIDS and hepatitis C, B
- We provide 30% of the HIV/AIDS treatment market in Belarus

## Products

- More than 30 registered products
- Some products sold at retail
- Some products sold by tender

## Focus Areas

- **Nervous system**
- **Cardiovascular system**
- **Gastroenterology**
- **Otorhinolaryngology**
- **Oncology**

# Nomenclature of Belalek Limited Liability Company products

No. n/a	ATX Code. Pharmacotherapeutic group	INN	Trade name of the product	Formulation, dosage	Name of production participants
1.	J05AF06. Antivirals for systemic use. Nucleoside and nucleotide reverse transcriptase inhibitors	Abacavir	ABAVIR	film coated tablets 300 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
2.	J05AR02. Antiinfectives for systemic use. Antivirals for treatment of HIV infections, combinations	Abacavir / Lamivudine	LAVUDIN-AB	film coated tablets 600 mg/300 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
3.	J05AE10. Antiinfectives for systemic use, protease inhibitors	Darunavir	DARUNET	film coated tablets 400 mg, 600 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
4.	J05AB14. Direct acting antivirals. Nucleosides and nucleotides excl. reverse transcriptase inhibitors	Valganciclovir	VALGAN	film coated tablets 450 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
5.	J05AP55. Direct acting antivirals	Sofosbuvir / Velpatasvir	VELSOF	film coated tablets 400 mg/100 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
6.	J05AP07. Antiinfectives for systemic use. Antivirals for treatment of HCV infections	Daclatasvir	VIRDAC	film coated tablets 60 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
7.	J05AP08. Antivirals for systemic use. Direct acting antivirals	Sofosbuvir	SOFGEN	film coated tablets 400 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
8.	J05AR10. Antivirals for systemic use. Direct acting antivirals. Antivirals for treatment of HIV infections, combinations	Lopinavir / Ritonavir	RITOKOM	film coated tablets 100 mg/25 mg, 200 mg/50 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
9.	J05AR06. Antivirals for systemic use. Antivirals for treatment of HIV infections, combinations	Efavirenz, Emtricitabine, Tenofovir disoproxil	TENMEFA	film coated tablets 600 mg/200 mg/ 300 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
10.	J05AR03. Antivirals for systemic use. Antivirals for treatment of hiv infections, combinations	Emtricitabine and Tenofovir disoproxil	FOVIREM	film coated tablets 200 mg/300 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus

# Nomenclature of Belalek Limited Liability Company products

No. n/a	ATX Code. Pharmacotherapeutic group	INN	Trade name of the product	Formulation, dosage	Name of production participants
11.	J05AG03. Antivirals for systemic use. Non-nucleoside reverse transcriptase inhibitors	Efavirenz	ESTIVA	film coated tablets 600 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
12.	J05AF10. Antivirals for systemic use. Nucleoside and nucleotide reverse transcriptase inhibitors	Entecavir	ENVIR	film coated tablets 0,5 mg, 1 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
13.	J05AF07. Direct acting antivirals. Nucleoside and nucleotide reverse transcriptase inhibitors	Tenofovir disoproxil	TENOF	film coated tablets 300 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
14.	J05AH02. Antivirals for systemic use, neuraminidase inhibitors	Oseltamivir	SELMIVIR	capsules 30 mg, 45 mg, 75 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
15.	L01BC05. Antineoplastic agents. Pyrimidine analogues.	Gemcitabine	GEMTERO	lyophilized powder for preparation of solution for infusion 200 mg and 1 g	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
16.	L01BC06. Antineoplastic agents. Pyrimidine analogues.	Capecitabine	CAPETERO	film coated tablets 500 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
17.	L01CD01. Antineoplastic agents. Plant alkaloids and other natural products. Taxanes.	Paclitaxel	PACLITERO	concentrate for preparation of solution for infusion 30 mg/5 ml and 100 mg/16.7 ml	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
18.	L01XX32. Antitumor agents. Other antitumor agents.	Bortezomib	BORTERO	lyophilizate for preparation of solution for intravenous and subcutaneous administration 3.5 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
19.	N06DA02. Anti-dementia drugs. Anticholinesterase	Donepezil	ALZER	film coated tablets 5 mg and 10 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
20.	R02AA20. Throat preparations. Antiseptics	none	INHALIPT	aerosol	Stoma L.C., Ukraine; packaged by Belalek LLC, Republic of Belarus

# Nomenclature of Belalek Limited Liability Company products



No. n/a	ATX Code. Pharmacotherapeutic group	INN	Trade name of the product	Formulation, dosage	Name of production participants
21.	A01AB11. Stomatological preparations. Antiinfectives and antiseptics for local oral treatment	none	PROPOSOL	topical aerosol	Stoma L.C., Ukraine; packaged by Belalek LLC, Republic of Belarus
22.	R02AA20. Throat preparations. Antiseptics	none	KAMETON	aerosol	Stoma L.C., Ukraine; packaged by Belalek LLC, Republic of Belarus
23.	N05AH04. Antipsychotics, diazepines, oxazepines, thiazepines and oxepines	Quetiapine	Qupinex	film coated tablets 25 mg, 100 mg, 200 mg, 300 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
24.	N03AX14. Antiepileptics. Other antiepileptics	Levetiracetam	LEVETRA	film coated tablets 250 mg, 500 mg, 750 mg and 1000 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
25.	L04AX04. Immunosuppressants. Other immunosuppressants.	Lenalidomide	LINADEX	capsules 5 mg, 10 mg, 15 mg, 25 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
26.	J01XX08. Antibacterials for systemic use. Other antibacterials	Linezolid	LINEZOL	film coated tablets 600 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
27.	P03AC04. Ectoparasiticides, incl. Scabicides, insecticides and repellents. Pyrethrines, incl. synthetic compounds	Permethrin	PERMETRIN	spray for external use 5 mg/g	Stoma L.C., Ukraine; packaged by Belalek LLC, Republic of Belarus
28.	N02BF02. Analgesics. Gabapentinoids	Pregabalin	PREGA	capsules 75 mg, 150 mg, 300 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
29.	C10AB05. Lipid modifying agents. Fibrates	Fenofibrate	FIBRAT	film coated tablets 145 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
30.	A06AB08. Contact laxatives	Sodium picosulfate	ENTEROLAX	tablets 7.5 mg	Stoma L.C., Ukraine; packaged by Belalek LLC, Republic of Belarus
31.	A02BC03 Proton pump inhibitors	Lansoprazole	GASTROLOK	ER gastro-resistant capsules 30 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
32.	N06AB10. Antidepressants. Selective serotonin reuptake inhibitors	Escitalopram	ESPRAM	film coated tablets 5 mg, 10 mg, 15 mg, 20 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus
33.	R06AE09. Antihistamines for systemic use. Piperazine derivatives	Levocetirizine	RANOZIN	film coated tablets 5 mg	Hetero Labs Ltd., India; packaged by Belalek LLC, Republic of Belarus

# *Belalek LLC offers full service*



***After passing the secondary packaging stage, the product becomes a national product and can compete with other domestic products in Belarus when participating in public procurement procedures, when included in treatment protocols and formularies.***

# Belalek Partners



**БРИТИТРЕЙД**

альфа   
аптека



**ФАРМАЦИЯ**

**ВЕЛФАРМ • ГРУПП**

*The rule  
without  
exception*



Могилевское РУП  
**Фармация**

*МФ* минская  
фармация



ГОМЕЛЬСКАЯ  
**ФАРМАЦИЯ**

**НЕТЕРО**

**ПЛАНЕТА ЗДОРОВЬЯ**  
АПТЕЧНАЯ СЕТЬ

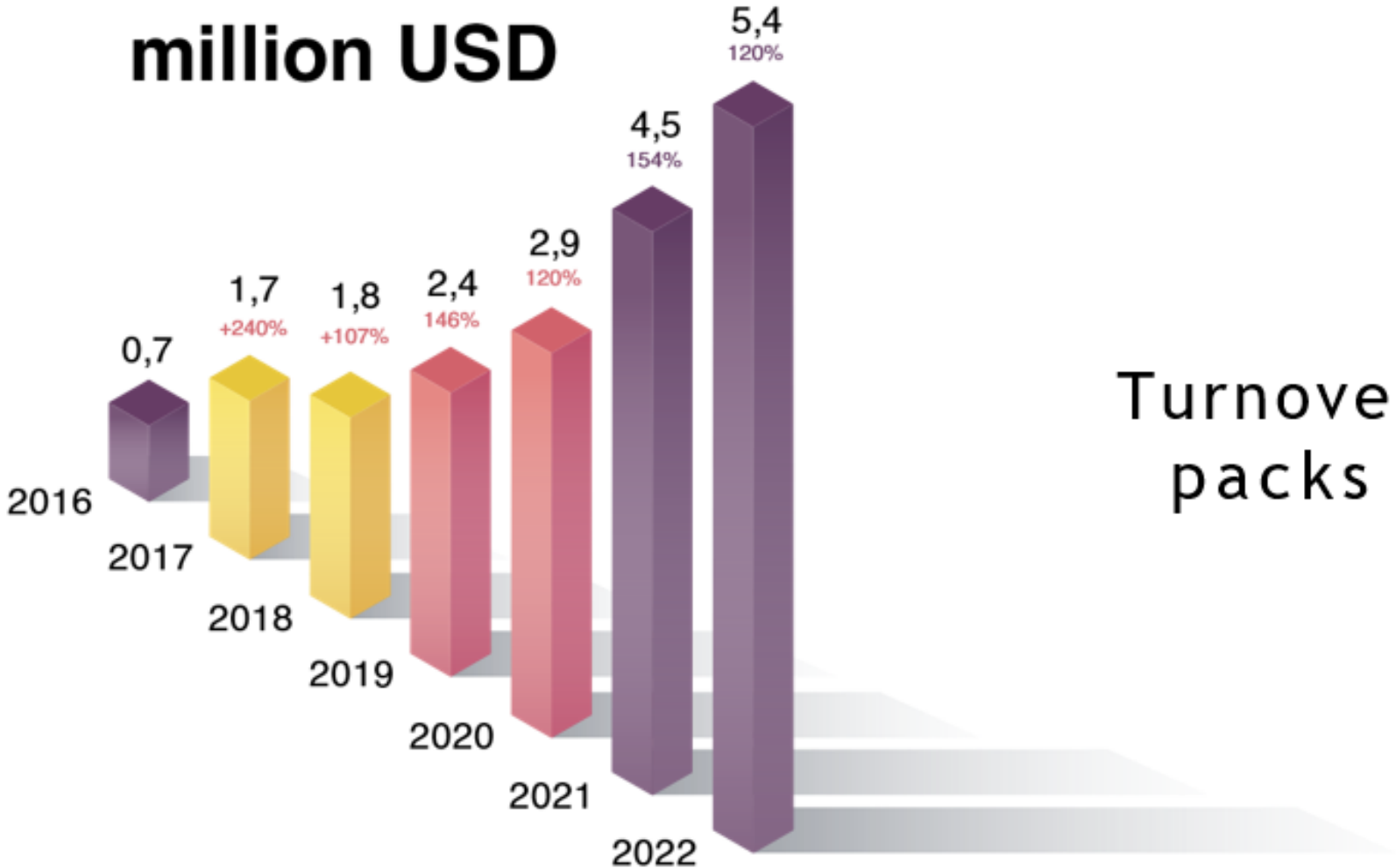
**ФАРМАЦИЯ**  
С ЗАБОТОЙ О ВАШЕМ ЗДОРОВЬЕ! ГРОДНО

*All Belalek's  
partners are  
companies with  
impeccable  
reputation, who are  
leaders in their  
niche*

# Achievements



million USD



Turnover 5 million packs per year

# Thank you for your attention!



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