

000 OZON PHARM - 532378

PAGE NO. : 1

MIRA INFORM REPORT

Report No. :	532378
Report Date :	04.10.2018

IDENTIFICATION DETAILS

Name :	OOO OZON PHARM
Registered Office :	Magistral No. 3, Uchastok 11, Building 1, Special Economic Zone Togliatti, Village Podstepki, Samara Region, 445143 Stavropolskiy District
Country :	Russia
Financials (as on) :	31.12.2017
Date of Incorporation :	01.12.2011
Com. Reg. No.:	OGRN 1116382003506
Legal Form :	Limited Liability Company
Line of Business :	Manufacture of pharmaceutical preparations
No. of Employees :	70 [2018]

RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23rd January 2017)

MIRA's Rating :	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Maximum Credit Limit :	RUBLE (RUB) 25,000,000
Status :	Satisfactory
Payment Behaviour :	Slow but Correct
Litigation :	Clear

NOTES :

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Any query related to this report can be made on e-mail : infodept@mirainform.com while quoting report number, name and date.

ECGC Country Risk Classification List

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Russia	A2	A2

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

RUSSIA - ECONOMIC OVERVIEW

Russia has undergone significant changes since the collapse of the Soviet Union, moving from a centrally planned economy towards a more market-based system. Both economic growth and reform have stalled in recent years, however, and Russia remains a predominantly statist economy with a high concentration of wealth in officials' hands. Economic reforms in the 1990s privatized most industry, with notable exceptions in the energy, transportation, banking, and defense-related sectors. The protection of property rights is still weak, and the state continues to interfere in the free operation of the private sector.

Russia is one of the world's leading producers of oil and natural gas, and is also a top exporter of metals such as steel and primary aluminum. Russia is heavily dependent on the movement of world commodity prices as reliance on commodity exports makes it vulnerable to boom and bust cycles that follow the volatile swings in global prices. The economy, which had averaged 7% growth during the 1998-2008 period as oil prices rose rapidly, has seen diminishing growth rates since then due to the exhaustion of Russia's commodity-based growth model.

A combination of falling oil prices, international sanctions, and structural limitations pushed Russia into a deep recession in 2015, with GDP falling by close to 2.8%. The downturn continued through 2016, with GDP contracting another 0.2%, but was reversed in 2017 as world demand picked up. Government support for import substitution has increased recently in an effort to diversify the economy away from extractive industries.

Source : CIA

SUMMARY

COMPANY NAME	OOO OZON PHARM			
ADDRESS	Building	Area	Town	PO Box
	Magistral No. 3, Uchastok 11, Building 1	Special Economic Zone Togliatti, village Podstepki, Samara Region	Stavropolskiy District	445143 Samara Region
PHONE	Verified Phones: (+7 84862) 34109 / (+7 84862) 71854 / (+7 84862) 29016			
EMAIL/WEBSITE	Email: ozonpharm@ozon-pharm.ru / Website: www.ozonpharm.ru			
ACTIVITY	NACE 2120 - Manufacture of pharmaceutical preparations;			
PRINCIPAL	Pavel Vladimirovich Aleksenko General Director			Workforce 70
LEGAL INFO	Date Of Est.	Reg. No.	Legal Form	Status
	01/12/2011	OGRN 1116382003506	LLC	Active
CAPITAL	CURRENCY			AMOUNT
	RUBLE (RUB)			10,000
OPINION ON MAX CREDIT	CURRENCY			AMOUNT
	RUBLE (RUB)			25,000,000

IDENTIFICATION

CO. NAME	OOO OZON PHARM		
ALSO KNOWN NAME (S)	OZON PHARM LLC / OOO OZON FARM		
BUILDING	Magistral No. 3, Uchastok 11, Building 1		
AREA	Special Economic Zone Togliatti, village Podstepki, Samara Region		
POSTAL ADDRESS	445143 Samara Region		
TOWN	Stavropolskiy District		
COUNTRY	Russia		
PHONE	(+7 84862) 34109 / (+7 84862) 71854 / (+7 84862) 29016 (HR Department) / (+7 84862) 29000		
VERIFIED EMAIL	ozonpharm@ozon-pharm.ru / popesko.lilya@yandex.ru		
WEBSITE	www.ozonpharm.ru		
BUSINESS HOURS	DAYS	OFFICE HOURS	BREAK TIME
	Mon-Fri	09:00-18:00	13:00-14:00
REGISTERED ADDRESS	Magistral No. 3, Uchastok 11, Building 1 Special Economic Zone Togliatti, village Podstepki, Samara Region 445143 Stavropolskiy District Russia		

SENIOR PERSONNEL

MANAGEMENT	NAME	POSITION
	Pavel Vladimirovich Aleksenko	General Director
	Pavel Yevgenievich Gryadunov	Managing Director
	Tatyana Tretyakova	Accountant
	Lilya Popesku	Assistant at Quality Department
	Ms. Elena	HR Executive
WORKFORCE	NO. OF EMPLOYEES	PERIOD
	70	10.2018
	1,800 (Ozon Group of Companies)	01.2018

FINANCIAL SUMMARY

NOTES

Balance sheets as at 31 December 2017 showed:

	31/12/2017	31/12/2016
	(in RUBLE)	
ASSETS		
Non-current assets		
Fixed assets	1,257,889,000	924,689,000
Deferred tax assets	11,719,000	1,818,000
Other non-current assets	0	144,942,000
Total non-current assets	1,269,608,000	1,071,450,000
Current assets		
Stock	107,427,000	6,033,000
Value added tax on purchased valuables	81,000	13,000
Trade receivables	55,897,000	16,176,000
Cash equivalents	17,669,000	196,000
Other current assets	1,190,000	881,000
Total current assets	182,264,000	23,299,000
TOTAL ASSETS	1,451,872,000	1,094,749,000

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EQUITY & LIABILITIES

Equity		
Share capital	10,000	10,000
Added capital	204,400,000	204,400,000
Retained earnings	(191,646,000)	(17,260,000)
Total equity	12,764,000	187,150,000
Long-term liabilities		
Borrowings	1,297,015,000	842,747,000
Deferred tax liabilities	7,575,000	1,169,000
Total long-term liabilities	1,304,591,000	843,916,000
Short-term Liabilities		
Borrowings	21,116,000	35,497,000
Accounts payable	112,768,000	28,125,000
Total Short-term liabilities	134,518,000	63,683,000
TOTAL EQUITY & LIABILITIES	1,451,872,000	1,094,749,000

INCOME STATEMENT

Revenue	12,286,000	0
Cost of Sales	(10,705,000)	0
Gross Profit	1,581,000	0
Commercial expenses	(1,709,000)	0
Administrative expenses	(109,597,000)	(13,940,000)
Profit(loss) from sales	(109,725,000)	(13,940,000)
Other income and expenses		
Interest income	0	71,000
Interest payable	(51,639,000)	(291,000)
Other income	48,000	1,191,000
Other expenses	(16,385,000)	(3,233,000)
Profit(loss) before taxation	(177,701,000)	(16,202,000)
Changes in deferred tax assets	9,901,000	1,352,000
Changes in deferred tax liabilities	(6,407,000)	1,031,000
Current income tax	0	0
Net Profit(loss)	(174,387,000)	(15,936,000)

Balance sheets as at 31 December 2017 applies to subject's affiliated company, 000 OZON:

	31/12/2017	31/12/2016
	(in RUBLE)	
ASSETS		
Non-current assets		
Intangible assets	1,236,000	584,000
Fixed assets	272,387,000	375,456,000
Financial investments	244,605,000	254,051,000
Deferred tax assets	2,259,000	3,627,000
Other current assets	165,524,000	333,986,000
Total non-current assets	686,011,000	967,704,000
Current assets		
Stock	2,979,914,000	2,524,004,000
Value added tax on purchased valuables	278,000	3,984,000
Trade receivables	3,549,530,000	2,730,643,000
Financial investments	653,107,000	584,352,000
Cash equivalents	56,829,000	96,317,000
Other current assets	5,380,000	3,755,000
Total current assets	7,245,038,000	5,943,055,000
TOTAL ASSETS	7,931,049,000	6,910,759,000
EQUITY & LIABILITIES		
Equity		
Share capital	17,000,000	17,000,000
Added capital	581,053,000	581,053,000
Retained earnings	3,867,138,000	2,433,972,000
Total equity	4,465,191,000	3,032,025,000
Long-term liabilities		
Borrowings	543,343,000	1,205,698,000
Deferred tax liabilities	15,723,000	35,041,000
Other liabilities	135,925,000	176,963,000
Total long-term liabilities	694,991,000	1,417,702,000
Short-term liabilities		
Borrowings	474,757,000	599,294,000
Accounts payable	2,294,784,000	1,859,512,000
Total Short-term liabilities	2,770,867,000	2,461,032,000
TOTAL EQUITY &		

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LIABILITIES 7,931,049,000 6,910,759,000

INCOME STATEMENT

Revenue	10,759,417,000	9,186,913,000
Cost of Sales	(3,631,496,000)	(3,420,821,000)
Gross Profit	7,127,921,000	5,766,092,000
Commercial expenses	(2,361,649,000)	(2,096,865,000)
Administrative expenses	(317,763,000)	(348,755,000)
Profit(loss) from sales	4,448,509,000	3,320,472,000
Other income and expenses		
Interest income	31,474,000	43,958,000
Interest payable	(189,795,000)	(253,151,000)
Other income	215,608,000	176,417,000
Other expenses	(1,857,794,000)	(1,608,532,000)
Profit(loss) before taxation	2,648,002,000	1,679,164,000
Changes in deferred tax assets	(1,368,000)	2,085,000
Changes in deferred tax liabilities	19,318,000	9,397,000
Current income tax	(519,740,000)	(332,830,000)
Net Profit(loss)	2,098,583,000	1,338,844,000

FISCAL YEAR-END

31 December.

LEGAL STATUS

INCORPORATION REGISTRATION NO.	01/12/2011 C.R. NUMBER OGRN 1116382003506	ISSUED BY Federal Tax Service
OTHER REGISTRATION NO.	INN 6345022831 (Tax Code) / KPP 638201001 / OKPO 37046020 (Statistics Code) / OKTMO 36640440101	
AUTHORISED CAPITAL	AMOUNT 10,000	CURRENCY RUBLE
PAID-UP CAPITAL	AMOUNT 10,000	CURRENCY RUBLE
BUSINESS HISTORY	The Company was incorporated in Russia on 1 December 2011 and commenced production in August 2017.	
LEGAL FORM STATUS	Limited Liability Company Active	
SOLE SHAREHOLDER	NAME OOO Ozon Farmatsevtika (aka OOO Ozon)	PERCENTAGE 100.00%

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Pharmaceuticals)
Yubileynaya Street 2b, Office 2
Tolyatti 445034
Russia
C.R. No.: OGRN 1126320010354
Tax Code: INN 6321293078
Shareholders:
Pavel Vladimirovich Aleksenko – 42.1%
Yuriy Kornev – 14.04%
Vladimir Kornev – 11.99%
OOO ALVILS GRUPP – 7.9%
Natalya Shapovalova – 5.07%
Other minority shareholders – 18.9%

OPERATION

BANKERS

Povolzhsky Bank PAO SBERBANK
Novo-Sadovaya Street 305
Samara 443011
Russia
Phone: (+7 846) 227 8273
Acc. No.: 40702810754060006010
Corr. Acc. No.: 30101810200000000607
BIK: 043601607

ACTIVITY CODE (NACE)

2120 - Manufacture of pharmaceutical preparations;

LINE OF BUSINESS

Manufacturers and exporters of pharmaceutical products (50 medicines in tablet form for the treatment of various diseases).

IMPORT FROM

Subject commenced production in August 2017.
Europe.

EXPORT TO

CIS countries.

FACILITIES

Premises comprising administrative offices, a manufacturing unit and storage facilities located on 5.19 hectares plot of land at the heading address.

ADDITIONAL INFO

Ozon Pharm, one of Russia's largest pharmaceutical producers, plans to invest up to 600 million roubles (\$20 million) in the building of a plant for the production of pharmaceutical in the Russian Samara region, reports The Pharma Letter's local correspondent.

Construction works will begin in the first quarter of 2015, while the new plant will be commissioned in 2017. The new plant will produce up to 60 million packages of drugs in non-sterile and sterile solid forms.

According to some sources close to the company, the new plant may

RELATED COMPANIES

become the basis for the production of some imported drugs. So far, Ozon Pharm has already started negotiations with several drug producers from the European Union and the USA, which are looking for localization in Russia, about the possibility of the establishment of their production at the facilities of the new plant.

Subject is a member of Ozon Group of Companies, which also includes the following companies:

Associates

1. OOO OZON TRADE
Pesochnaya Street 11
Zhigulevsk
Samara Region
Russia
Est.: 15/11/2012
Tax Code: INN 7709916460
2. OOO OZON
Pesochnaya Street 11
Zhigulevsk
Samara Region
Russia
Est.: 18/03/1992
Tax Code: INN 6345002063
3. OOO EVRIKA
Pesochnaya Street 11
Zhigulevsk
Samara Region
Russia
Est.: 28/01/2013
Tax Code: INN 6345024356
4. OOO OZON HEALTHCARE
Lesnaya Street 35/3
Samara
Russia
Est.: 01/07/2009
Tax Code: INN 6316145412
5. OOO MABSKEIL
Magistral No. 3, Uchastok 11, Building 1
Special Economic Zone Togliatti, village
Podstepki, Samara Region
445143 Stavropolskiy District
Russia
Est.: 01/11/2017
Tax Code: INN 6382076000

6. OOO TRADESERVIS
Stara Zagora Street 50/110
Samara
Russia
Est.: 05/04/2005
Tax Code: INN 6367046811
7. OOO NOBEL
Pesochnaya Street 11
Zhigulevsk
Samara Region
Russia
Est.: 11/04/2013
Tax Code: INN 6345024606
8. OOO Ozon Logistika
Russia
9. OOO Ozon Marketing
Russia
- 10.OOO Upravlyayushaya Kompaniya
Pesochnaya Street 11
Zhigulevsk
Samara Region
Russia
Est.: 13/06/2013
Tax Code: INN 6345024780

PAYMENT

CREDIT OPINION
CREDIT LIMIT
RECOMMENDATION

We consider it is acceptable to deal with subject

CURRENCY

AMOUNT

RUBLE

25,000,000 (group association inspire
confidence for higher amounts if
required)

SPECIAL REMARKS

INTERVIEWED
COMMENTS

Lilya Popesku (Assistant at Quality Department).
You enquired on: Ozon Pharma. Please note that subject's correct
registered name is as per heading.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.03
UK Pound	1	INR 94.99
Euro	1	INR 84.58
RUB	1	INR 1.11

Note : Above are approximate rates obtained from sources believed to be correct

INFORMATION DETAILS

Analysis Done by :	PRI
Report Prepared by :	SYL

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RATING EXPLANATIONS

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)