

Next-Generation Pharma Operator

Full-cycle drug commercialization across Russia, Belarus & Kazakhstan

— with MAH status, pharmacovigilance and a Digital Biology Lab technology layer.

₽300M

Equity Round

95%
IRR

Financial Model
RF

1Y
11M

Payback Period

Problem & Opportunity

Fragmented Market

Most Russian MAH operators lack a full-cycle model — from registration through to sales.

Import Substitution Wave

Withdrawal of Western pharma opened significant hospital-segment gaps across RF/BY/KZ.

Weak Pharmacovigilance

Small operators skip proper PV/QMS/GDP setup. ILACH builds it from day one.

EAEU Market Size

 Russia

~₽1.7 Trillion

 Belarus

~€1.2 Billion

 Kazakhstan

~\$2.3 Billion

End-to-End Operator Cycle

01

Contracting

GMP audit, Quality Agreement with VEM & Koçak (Turkey)

03

Compliance

QPPV, PSMF, QMS, GDP — sales only once PV system is operational

05

Sales

Hospital tenders in government segment + retail via distributors

02

MAH Registration

Obtaining MAs, dossier localisation, post

04

Import & SCM

Honest Sign labelling, traceability, GDP warehouse

EBITDA

30%+

Launch Drug Portfolio

Drug	Manufacturer	Channel	Indication
● Terlipressin	VEM (Turkey)	Hospital	Hepatorenal syndrome, oesophageal varices
● Palonosetron	VEM (Turkey)	Hospital	CINV prevention in chemotherapy
● Paricalcitol	VEM (Turkey)	Hospital	Chronic kidney disease, dialysis patients
● Methotrexate (SC)	VEM (Turkey)	Hosp. + Retail	Oncology, rheumatoid arthritis
● Emedastine	VEM (Turkey)	Retail	Allergic conjunctivitis (eye drops)
● Kapeda (Capecitabine)	Koçak (Turkey)	Hospital	Colorectal cancer, breast cancer

Status: all drugs in active registration process. Commercial launch from 2027.

Technology Layer on Top of Pharma Ops

Metric	Classical	AI (DBL)
Drug Development Cost	\$1.5–2.6B	\$300–600M
Molecule → IND	4–6 years	1.5–3 years
Hit-to-lead conversion	5–10%	25–40%
ADMET accuracy	In vitro	70–85% in silico

AI Drug Discovery

ML models, generative chemistry, REINVENT 4

Protein Simulation

AlphaFold3, GROMACS, AutoDock Vina

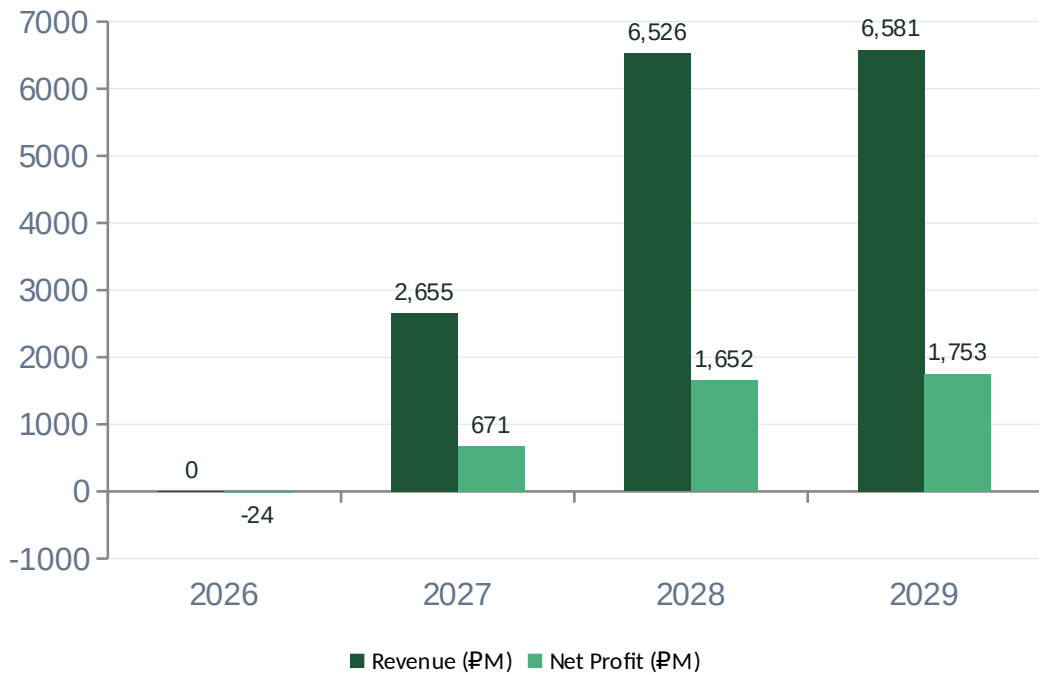
Cloud HPC

NVIDIA A100/H100, MLflow, Yandex Cloud GPU

CRO Services

B2B virtual screening for EAEU companies (from 2030)

Financial Model — Russia (2026–2029)



Investment: ₺300M equity · Sales start: 2027 · Figures exclude DBL revenues

95%

IRR

5.38x

Profitability Index

1Y 11M

Payback Period

₺1.67B

NPV (at 11% discount)

Presence Across Three EAEU Markets

Russia

Phase 1 · 2026–2027

ACTIVE

- Base operational platform
- Kazan, Orenburgsky Trakt 20
- 5+ MAs, hospital + retail

₽300M equity

Investment

IRR 95%

IRR

1Y 11M

Payback

Belarus

Phase 1 · 2026–2027

ACTIVE

- Separate legal entity
- Parallel portfolio registration
- Mirrored RF operating model

BYN 3.3M equity

Investment

IRR 55%

IRR

1Y 7M

Payback

Kazakhstan

Phase 2 · 2028–2030

PLANNED

- Via local distribution partner
- Entry after RF+BY scale-up
- Phased commercialisation

KZT 400M

Investment

TBD

IRR

TBD

Payback

Three Phases — 2026–2035

2026–2027

Pharma Ops

- 5+ MAs registered in Russia, 2+ in Belarus
- First hospital tenders, EBITDA 30%+
- DBL scientific roadmap drafted
- IRR 95%, payback <2 years

₹1–5B

Company Valuation

2028–2030

AI Biology Lab

- DBL MVP launched (Level 1 GPU: A100)
- First complete virtual screening cycle
- 3+ Q2+ journal publications
- First CRO client signed

₹15–25B

Company Valuation

2031–2035

Eurasian Platform

- 2+ drug candidates in IND filing
- SaaS platform for EAEU market
- IPO on Moscow Exchange / ADGM Dubai

₹150–200B+

Target Valuation (IPO)

Three HPC Maturity Levels

Level 1 — MVP

2028–2029

- 1–2× NVIDIA A100 GPU / 80GB
- NVMe storage 50–100 TB
- Yandex Cloud GPU (burst)
- Full virtual screening cycle

CAPEX: ₱15–25M

Level 2 — Scale

2029–2031

- 8–16× H100/A100 (2–4 DGX nodes)
- 500 TB – 1 PB (Lustre)
- CPU cluster for GROMACS MD
- First CRO clients onboarded

CAPEX: ₱100–200M

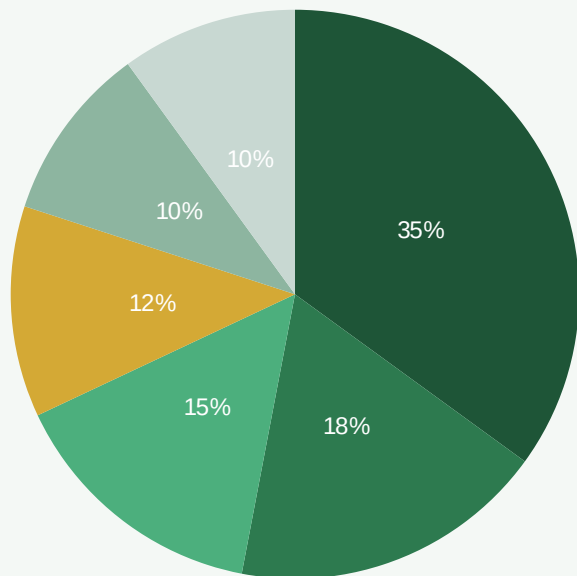
Level 3 — Platform

2031–2035

- 500+ GPU (H100/H200 + Ascend)
- Petabyte storage + S3-compatible
- Wet lab + robotic synthesis
- SaaS platform + IPO

CAPEX: ₱1.5–4B

Investment Need — ₱300M Equity



■ Working Capital
■ Supply Chain / Logistics
■ Regulatory (MAs)
■ Commercial Launch (KAM)
■ CAPEX (WMS/ERP)
■ Compliance PV/QMS/GDP

Financing type: Equity · Horizon: 2026–2030 · Frequency: monthly · Currency: RUB

₱105M

Working Capital

Inventory, accounts receivable

₱54M

Supply Chain

SCM, labelling, GDP warehouse

₱45M

Regulatory

Marketing Authorisations, expert reviews

₱36M

Commercial Launch

KAM, tenders, sales force

₱30M

CAPEX

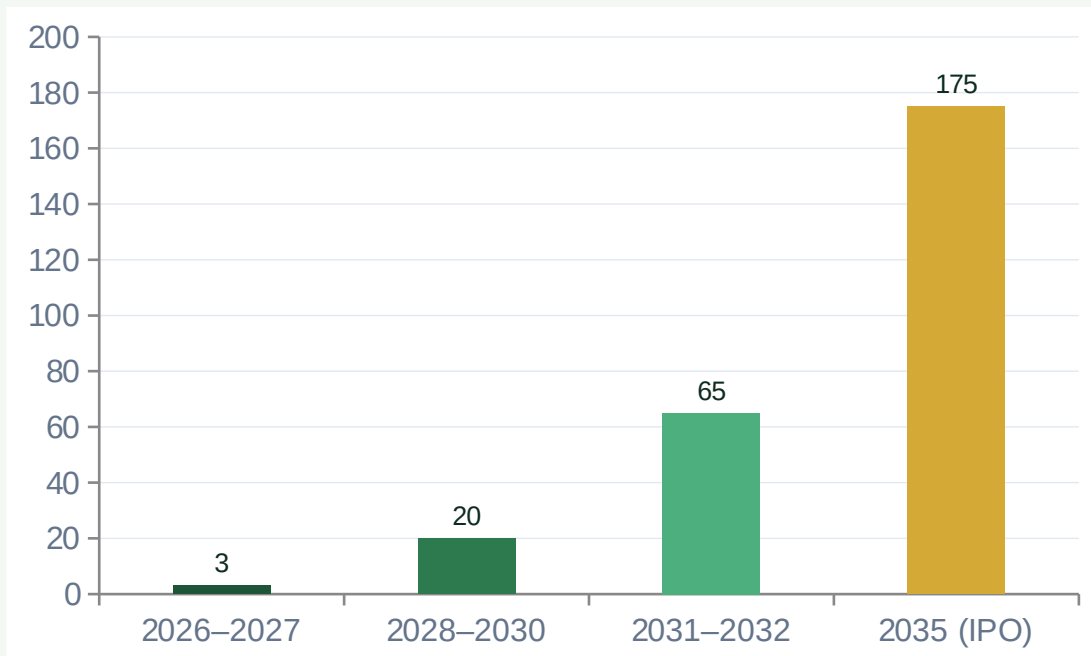
WMS/ERP, warehouse infrastructure

₱30M

Compliance

PV, QMS, GDP system build

Value Growth 2026–2035



₽300–600M

Reinvested Pharma EBITDA

Annually from 2027

up to ₽300M

Skolkovo Grant + Tax Benefits

0% VAT, additional funding

₽1.5–3B

Series A (VC / RDIF)

2029, AI Biology Lab launch

₽5–10B

Series B (PE / Arab SWF)

2031–2032, platform scale-up

Open to dialogue with investors & partners

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Investment
Need

₽300M

Equity · 2026–2027

95% IRR

1Y 11M Payback

₽1.67B NPV