

JSC “HEMOPLAST”
DISPOSABLE MEDICAL DEVICES
PRODUCTION COMPANY
2015

GENERAL INFORMATION

- “Hemoplast” is the largest Ukrainian manufacturer of disposable medical devices. The Company produces a wide range of syringes, single-use systems for transfusion of blood and solutions, catheters, disposable containers, home healthcare products and other medical devices and consumer goods from polymeric materials.
- “Hemoplast” holds a monopoly position in production of syringes and blood transfusion systems in Ukraine and is ranked second among the five largest syringes producers in the FSU countries.
- “Hemoplast” holds a nation-wide market share of 60% in syringes sales and nearly 75% in blood transfusion systems (BTS) sales.
- “Hemoplast” has a strong reputation in domestic and the FSU markets and recognized as the producer of the most quality DMP (disposable medical products) in the FSU countries.
- The Company has a tradition of manufacturing medical devices and plastics processing since 1973.

HISTORY

- According to the Presidential Decree "On corporatization of the enterprises" dated 15.06.93, the state-owned company "The Polymeric Materials Medical Devices Factory" was transformed into Closed Joint-Stock Company "Hemoplast", with all shares initially owned by the state.
- The Company was re-registered into Open Joint-Stock Company "Hemoplast" on March 1, 1994.
- In 1995 the Company's management initiated the privatization of "Hemoplast". One of the main reasons of the "Hemoplast" privatization was the disagreement of the Company's management to enter a holding, formed from companies of "Ukrmedbioprom".
- In 1995-96 the Company was fully privatized - most of shares in the Company were sold through the privatization auctions and tenders to employees and institutional investors.

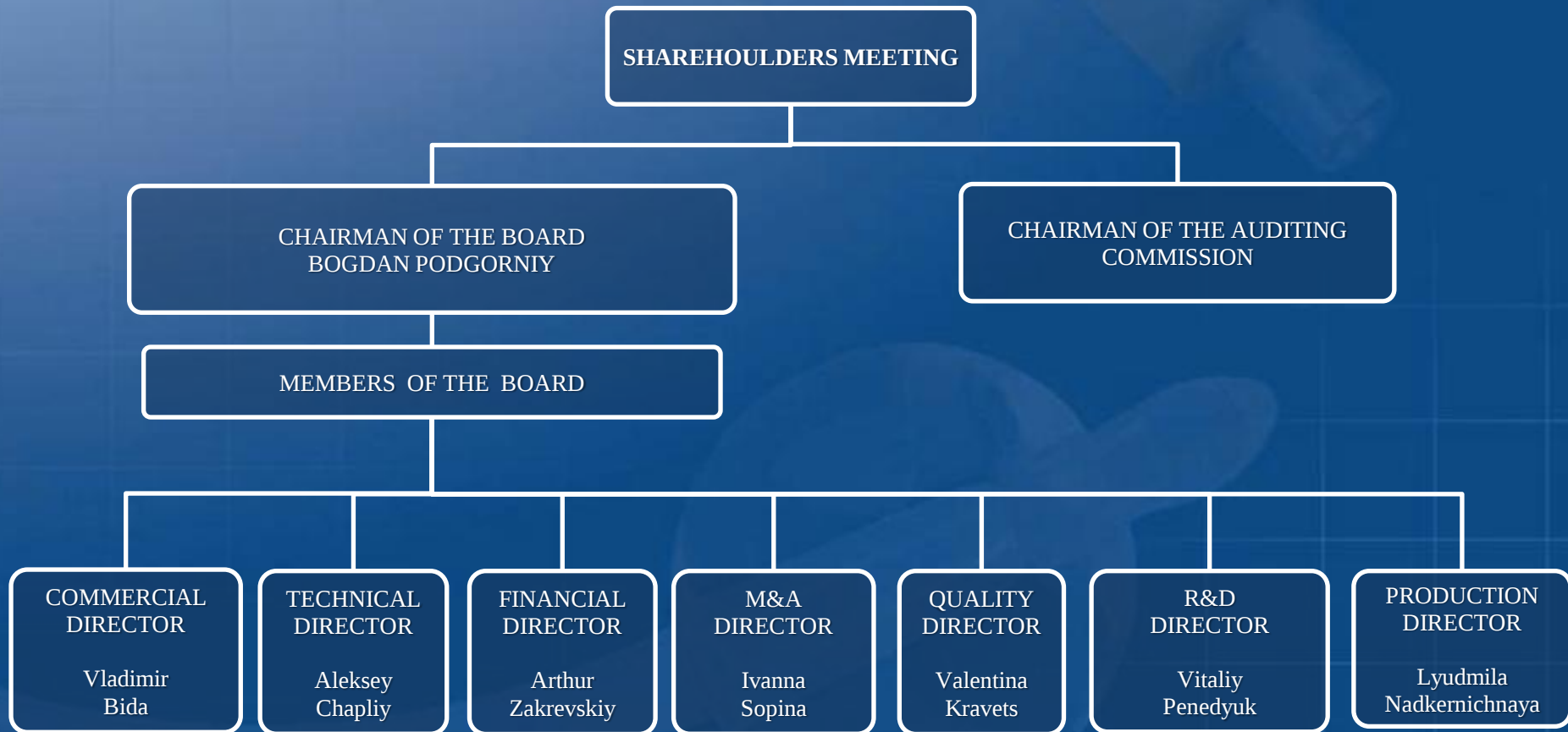
GOALS AND BUSINESS PHILOSOPHY

The management of the Company has formulated the main strategic goal of “Hemoplast” – to be a financially stable company with a leading position in the Ukrainian and FSU markets of disposable medical products. Also, to develop other businesses related to plastics processing experience of the Company.

Our cooperation with customers and partners is based only on long-term cooperation and mutual business understanding.

We hold business relationships built on principles of personal responsibility and trust in the highest esteem.

ORGANIZATIONAL STRUCTURE



MANAGEMENT

BOGDAN PODGORNIY – Chairman of the Board. He was Financial Director of “HEMOPLAST” (2000-2002). In 2002, was appointed as Chief Executive Officer of the Company. His previous experience includes a successful career in the spheres of banking, business consulting and audit, serving with one of the world’s leading auditing companies. Mr. Podgorniy has also been involved in providing consultancy services for privatization projects in Ukraine as well as auditing and business advisory services for financial institutions and organizations in various industries. He is a graduate of Kyiv National University of Economics.

ARTUR ZAKREVSKIY – Financial Director. Arthur Zakrevskiy has been with the company since 2009. Prior to that he worked for an international and local companies as chief financial officer. Education: Lviv Institute of Management. He holds an MBA diploma issued by the same educational establishment.

VLADIMIR BIDA – Commercial Director. Commercial director of HEMOPLAST since 1995. Vladimir Bida is responsible for the development of strategy and for the organization of the promotion and sales process of HEMOPLAST products at all geographical markets where the Company operates. Has more than 20 years’ managerial experience at top positions in a number of government and private companies. Graduated from Kyiv Industrial Institute.

MANAGEMENT

VITALIY PENEDYUK - Research and Development Director. He joined the Company in 1980. He is responsible for the development and implementation of the corporation strategy in the sphere of research and development. Also he is responsible for equipment modernization and energy saving projects implementation. Education – Dnipropetrovsk Chemical Technology Institute.

ALEXEY CHAPLIY – Technical Director. He joined the Company in 1973 as technical operational manager after graduation of Lviv Polytechnic University. He is responsible for production of disposable medical products as well, as other finished products of the Company.

PRODUCTS

The main activity of Hemoplast is production of disposable medical devices from polymeric materials. The Company's product range includes:

- injection syringes 1-100 ml;
- sets for transfusion of blood and solutions;
- sets for infusion of blood substitutes and infusion solutions;
- catheters;
- polymer extenders and tubes;
- disposable containers, home healthcare products, etc.

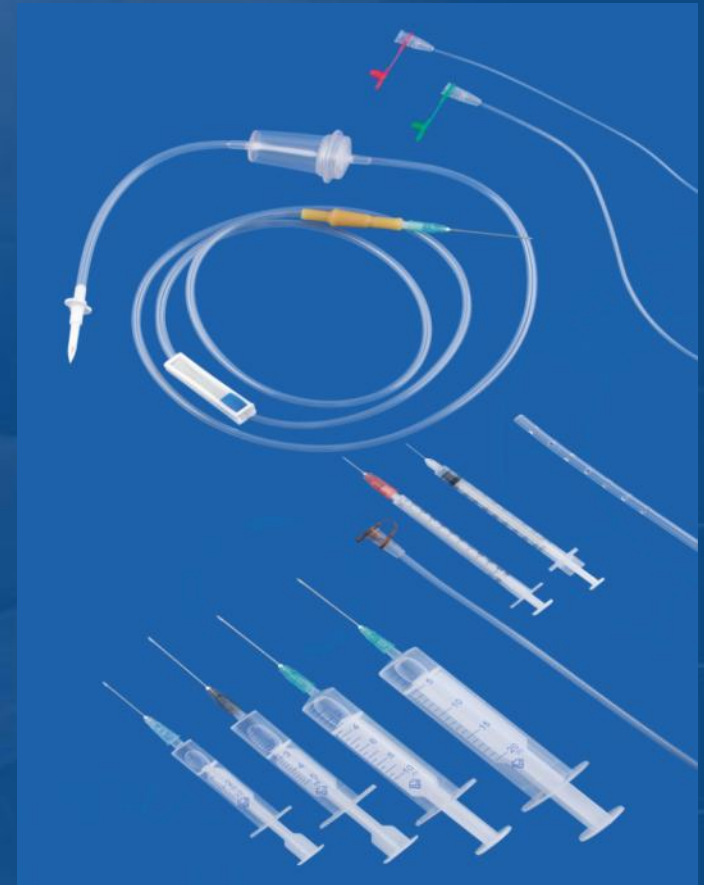
In addition to its profile activity Hemoplast produces a number of consumer goods from polymer materials.



PRODUCTS

Also “HEMOPLAST” involved into production of semi finished products for other medical companies in Ukraine and FSU countries which have not experience or quality equipment in order to produce high quality finished disposable medical products.

JSC “Tumen-Medical Smela” is one of the biggest partners in such kind of cooperation.



PRODUCTS

In 2005 our Company started to provide injection molding services to other industrial companies in Ukraine, supplying them different items and goods for further processing.

Since that time we have clients in pharmaceutical, automotive and construction industries.

The biggest clients in this area are: KRAZ, ROSAVA, ARTERIUM, DNEPROSHINA, UKRKAVA, etc.



PRODUCTS

The producing of consumer goods needs special attention. This group of commodities includes: tableware of multiple-use, kitchen belongings: cups, glasses, bowls, different volumes, scoops, colanders and other commodities, that are very necessary in the way of life. Garden inventory: buckets, hoses, tape for hothouses, pots for colors, boxes etc. There are wares for offices and bars: trays, baskets for garbage, and others.



PRODUCTS

A main criterion of producing of consumer goods is a guarantee of the safe use. The consumer goods are produced from the same brands of polymers, what medical wares. A requirement to such polymers is very high.

For the production of consumer goods are used the special paints of the West-European developers. Their quality is confirmed great number of rewards and certificates, and our researches.

The testing of consumer goods and raw material for their production is conducting in the same laboratories, what medical wares.

The first control system by quality of production of wares of the medical and consumer goods from polymeric materials in Ukraine created on “Hemoplast”. There are main international standards such as ISO:13485:2003 (planning and production of wares of medicine); ISO 9001:2008 (wares of the medical and consumer goods).



MAIN PRODUCTION FACILITIES

At present time the Company use more than 100 injection molding machines and about 10 extruders, packaging and assembling equipment of the world leaders in these areas.

Also, we have metal processing workshop which allows to produce molds and provide molds repair and maintenance. The Company has approximately 1000 employees.



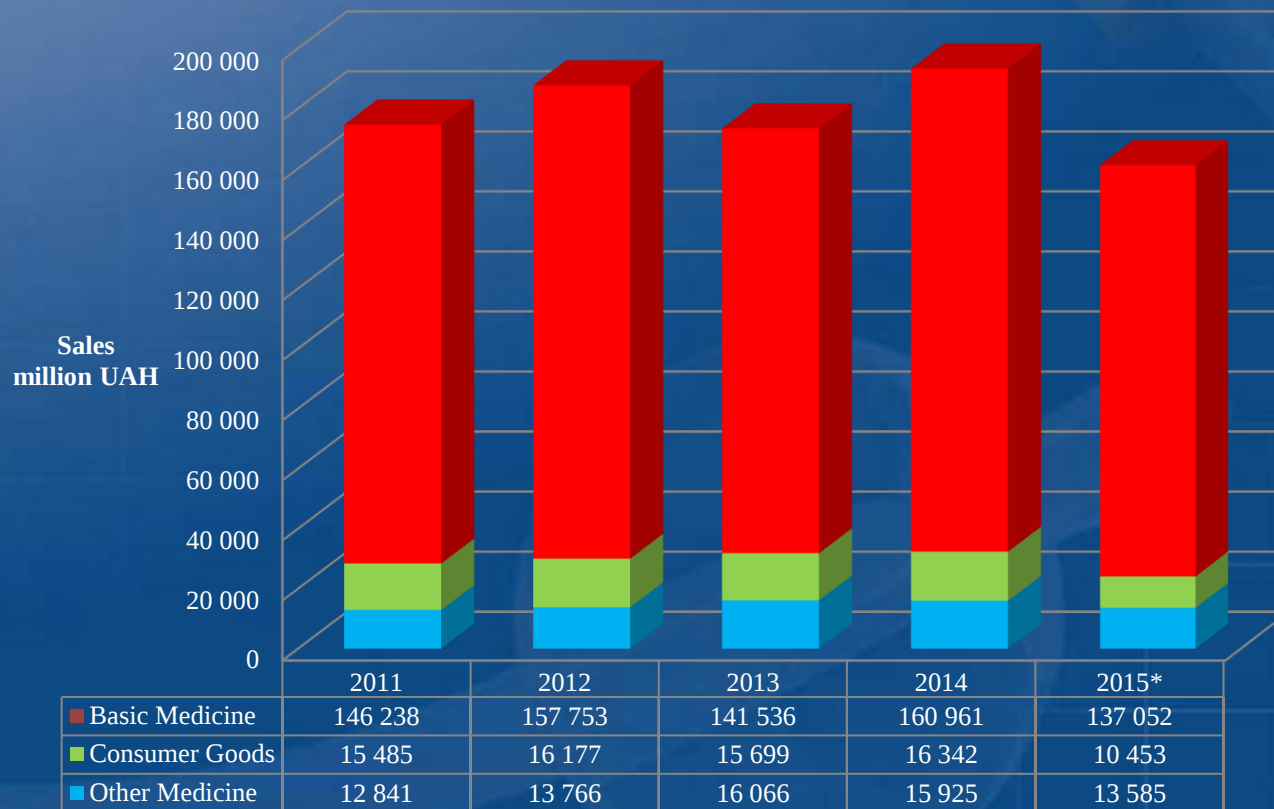
QUALITY SYSTEM

- “Hemoplast” was the first company in Ukraine where the Quality Management System for medical products was introduced which complies with the International Standard ISO 9001.
- In 2004, 2007 and 2010 "SGS" confirmed the compliance of the production process with the strictest international standards.
- In 2005 Hemoplast passed the certification in compliance with ISO 13485, Directive 93/42/EEC, which gives the right of CE marking of the Hemoplast products.
- In 2002, 2005, 2009 and 2010 “Hemoplast” reached the final of 7th Ukrainian national competition on Quality and became the laureate of all Ukrainian competition in Quality.
- In 2004, 2005, 2009 and 2010 infusion sets for transfusion of blood, blood substitutes and infusion solutions were considered to be the winners of the Ukrainian quality competition "100 best goods of Ukraine".
- The Hemoplast products are registered, certified and successfully sold in many countries.

BASIC FINANCIAL DATA

SALES ACCOUNT

Annual Sales



Notes

*data for 8 months

BASIC FINANCIAL DATA

INVESTMENTS

Investmens: Production Facilities & Technology



Notes

*data for 8 months

PRODUCTION AND SERVICES

JSC «Hemoplast» provides the following services:

1. Validation services;
2. Packing services;
3. Metal processing services;
4. Transportation services;
5. Quality and control services;
6. Consulting.



STERILIZATION FACILITIES

JSC “Hemoplast” has available the equipment for carrying out of sterilization of the products by radiation and gas methods.

Radiation sterilization is carried out on installation with the use of sources of gamma-radiation Co^{60} . Sterilization dose: from 5 to 30 kGy. 100% ethylene oxide is used as sterilization agent in gas sterilization.

Management and control over the process of sterilization is carried out in automated mode with registration and monitoring of main parameters of the conditions of sterilization.

For confirmation of the quality of sterilization processes the colored indicators, dosimeters and biological indicators are used.



STERILIZATION FACILITIES

The control of sterility of the products is carried out by highly skilled personnel in the Research Center, accredited by the National Accreditation Agency of Ukraine (Accreditation Certificate № 2T478 dated 29.03.2010).

At present time the Company uses three sterilization cameras. Two of them were produced by German company METZ (26 cubic meters each) and one camera produced by French company –MALLETT.

Our Company provides sterilization services to local producers in different areas.



PACKING SERVICES

Company “Hemoplast” offers blister packaging, manufactured from PET, PVC, PP, PS film, which is manufactured in CIS countries and European Community.

All used materials are certified. Basis of our production – universal, high performance automated thermoforming machines. There is possibility to manufacture blister packaging for the products of Customer.

Company “Hemoplast” offers individual flexible attitude towards each Client on determination of each lot of packaging.



PACKING SERVICES

This is achieved through low cost of production preparation, possibility of quick readjustment of production and high productivity. You do not need to have your own facilities, personnel and other resources in order to fulfill the works on packaging and re-packaging.

Having packed your products at with us, you will protect them against unforeseen damages and provide conveniences during transportation, therefore, save your money and strengthen your position on the market.

We guarantee the quality of our work, fulfillment of it within agreed terms and at reasonable prices.



METAL PROCESSING SERVICES

The enterprises has its own industrial base and possibility to manufacture lathe and milling parts according to the drawings of the customer on the machines with computer numerical control [NC machines] from stainless or carbon steel, non-ferrous metals and other materials.

Milling works on NC machines:

- contour profiling
- engraving on plane surfaces
- drilling of holes by coordinates with thread cutting
- boring of holes accurate to 0,01 mm
- manufacture of parts with complicated geometry.



METAL PROCESSING SERVICES

Lathe works on NC machines:

- turning of cylindrical, conic, shaped surfaces;
- boring of cylindrical and conic holes;
- processing of face surfaces;
- cutting of outer and internal threads, including conic;
- manufacture of parts of any complexity and different form configuration accurate to 10 micron.

Round-grinding machines with computer numerical control :

- manufacture of precise parts and parts with small deviations of form, sizes, small degree of surface roughness and high productivity.



TRANSPORTATION SERVICES

Company “Hemoplast” provides full complex of logistic services.

Main objective of transportation department in work with a Client is delivery of cargo in time and with minimum costs on the part of a Client, taking into account the overall dimensions, number of lots, weight of goods, choose of the optimal advance route, proceeding from preliminary stipulated in the Contract term of delivery.

Availability of the own auto park allows to solve these questions without any serious problem. One more advantage of the motor trucking for the Clients is possibility to control the cargo, using navigation system on the whole path of travel. During the cargo transportation our personnel carries out permanent control over the cargo advance and at any time we are ready to provide information on cargo location.

Offered transportation services:

- Delivery of goods [cargo] in Ukraine;
- International cargo transportation;
- Delivery of goods [cargo] to the point of destination.

TRANSPORTATION SERVICES



LOCATION

Hemoplast is located in Belgorod-Dnestrovsky, South of Ukraine at 80 km distance from Odessa – the major sea port of Ukraine.

The Company has direct railroad access, local sea port is located at around 10 km distance from the plant.



BRANCHES AND REPRESENTATIONS

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