

pascal'®

When it comes to import substitution, first of all, for some reason we speak about food. However, the healthcare industry, the production of medicines and medical equipment, needs it no less. Yes, the times when glass syringes were boiled, sterilized and reused in hospitals seem to have sunk into oblivion, but it turns out that the production of modern disposable syringes in Russia is still an uncharted territory. Today our interlocutor is Alexander Fedorov, General Director of Pascal Medical LLC.

- Mr Fedorov, is the situation with Russian syringes so sad that your company has decided to produce them?

- Despite the fact that the domestic production of syringes is gradually increasing, the share of imports is still very high, more than 50 percent. As far as infusion and transfusion systems or, more simply, drop counters and blood transfusion systems are concerned, then, according to my estimates, this figure is more than 70 percent that is another niche for us. That is why we say that our project is aimed at solving one of the main objectives of the Russian state – import substitution.

- Food import substitution in our country often suffers from a very unpleasant «disease» – the desire to «catch up and overtake» the substituted product first of all in price, and only then in quality... What can one expect in this regard from your company's products?

- Imports can also be of different quality – both high and low. The high quality products are usually expensive. We want to offer to the market high quality at an affordable price.

The quality of our products will be achieved due to high-tech equipment and a quality management system. We have 43 major production control points, at which regular compliance control is planned. And our laboratories will regularly conduct more than one hundred different physical, mechanical and chemical tests.

In addition, we plan our own production in such a way which ensures availability of a required product range and quantity in the warehouse within the required terms so that a partner could get the goods from our warehouse under order and deliver on time without loading their warehouses.

Also we will be able to modify the product for

NOT BY SYRINGE ALONE...

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a customer's need in the shortest possible time.

- So, syringes are just the beginning?

- Yes, this is the first stage, the first phase of our project. We are launching production of syringes this summer. This will be a complete range of disposable injectable three-part syringes with needles and without them, including insulin ones. Syringes with one needle will be supplied complete, syringes with two needles – complete with a needle to withdraw a drug and with an attached needle for injection. The production capacity will be 450 million items per year. The company's staff – more than 40 people – has already been selected. This is a team of highly qualified specialists who are able to develop, introduce and enforce the necessary operations. In total about 180 people will work at the first stage.

Simultaneously with the launch of the first stage of production, we began to design the second stage, where infusion and transfusion systems will be manufactured.

But we are not going to stop at that either. We want to build the country's largest company, that produces medical products. Next in line is the production of vacuum systems for the collection of blood and urine, sets for epidural anesthesia, a needle for insulin pen injection devices, prefilled syringes for washing intravenous catheters and the intravenous catheters themselves, which production in Russia simply does not exist today.

We plan to launch at least three or four production lines in the territory of the special economic zone Dubna, where our company obtained the status of a resident. In the long run we are oriented not only towards the local market, but also we are going to enter the external market.

- And is the equipment, which they will be produced with, also domestic?

- Alas ... Unfortunately, the Russian industry does not offer the equipment of the appropriate level, some things can be found in our country, but it is rather supporting equipment, while the core, technological equipment is mostly imported – exclusively from Europe. The fact is that we intend to use only advanced technologies.

- As the saying goes, «the first step is the hardest». Maybe, the import substitution will affect technologies and the production of equipment as well. Where there are conditions. By the way, as far as the conditions are concerned – what

preferences does the status of the resident of the SEZ Dubna give to your company?

- It helps us a lot. I can name three key factors. The first is management assistance of the managing company of the SEZ and personally of its General Director, Anton Afanasyev, who does everything possible and even more to help investors complete their projects. This support is extremely important for us and for other investors. The second factor is the powerful infrastructure that is established on the territory of the special economic zone Dubna. And the third is, of course, tax benefits, which are very important for us and which also help us to launch and implement this project.

Interview by Alexey Sokolskiy

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