



Interchem: Ukraine's Scientific Excellence Endures



Anatoliy Reder,
Chairman of the
Board and General
Director, Interchem

Based in the port city of Odessa, Interchem originated as a project conceived by five post-graduate students at Ukraine's National Academy of Sciences in 1989. At that time, Ukraine possessed the most talented scientists and chemists within

the entire Soviet Union, as they were the ones that drove the innovation of soviet medicines. Initially, Interchem produced chemical compounds out of makeshift facilities, where temperatures dropped to -12°C , and stumbled upon API production by chance to later formalize its manufacturing of pharmaceutical products in 2003.

"We gradually entered the pharmaceutical area, as a producer of APIs due

to the fact that we were dealing with a lot of biological chemistry. APIs are still a part of our activity and this makes us quite unique from other producers in Ukraine. Due to our chemical backgrounds, we were discovering new compounds of APIs and strived to introduce new innovative products. Today, we have one of the best levels of finished medicines production in this country and have GMP certification," recounts Anatoliy Reder, CEO of Interchem.

"Initially we were producing 100 million tablets a year. We very quickly multiplied our production fourfold by 2007, working seven days a week, 24 hours a day, without any holidays. At that point we realized that we had to expand, so we halted production for five weeks for renovation, and when the workers came they were very impressed by the new facilities." Reder remains modest in saying that "we are still a small to mid-size producer with 500 employees and a turnover of US \$63 million. Our growth since 2003 has never been less than 35%, and in 2011 we even experienced 42% growth. It is quite a hard task to keep the KPIs so high." In order to do so, the company is currently expanding its facilities once again, with a total investment of approximately US \$40 million. "We are adding four more buildings, one of which will be eight stories high, and overall the expansion will make our power four times of its current figure. We will also have a new chemical building which will allow us to have GMP certification for APIs. All the laboratory facilities will be under one roof, which is quite a task since they are currently all situated in different parts of Odessa."

Even though the company today exports to Georgia, Azerbaijan, and Russia, they are counting on the Ukrainian market to drive the bulk of their future growth. "The only element missing which makes it more challenging is to set up the public opinion, which is formed both by the government and public associations explaining to people that our quality is equal to that of foreign companies," concludes Reder.



"INTERCHEM" is recognized as the most dynamic and fastest growing Ukrainian pharmaceutical Company which is transforming its ambitions into the noble mission of service to Health. The slogan of the Company is «Medicines from those who care!». Our first priority values are competence, efficiency, responsibility.

The product portfolio of the Company includes 4 original medicines.

«INTERCHEM» and independent Ukraine are of the same age – this year the Company will celebrate its 20th anniversary.

20 years of successful alliance of research activities and innovation techniques.

20 years of contribution to the pharmaceutical sector of Ukraine.

20 years of healthy approach to medicines.



InterChem

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