

# ARUNA

Clean packaging  
production



Kaliningrad Region

2018



## ARUNA LLC

### CEO:

Borisenko Grigory

### Core business area:

production of plastic products (OKVED - Russian Classification of Economic Activities - code 22.22)

### Major products:

polymer packaging for pharmaceuticals

### Production location:

Pravaya Naberezhnaya, 10, Kaliningrad, Russia

The production is certified in accordance with the Russian standards of good manufacturing practices for polymer pharmaceutical packaging.

### Waste-free production:

sales of polymer chips

### Sales market:

Kaliningrad Region, Moscow Region

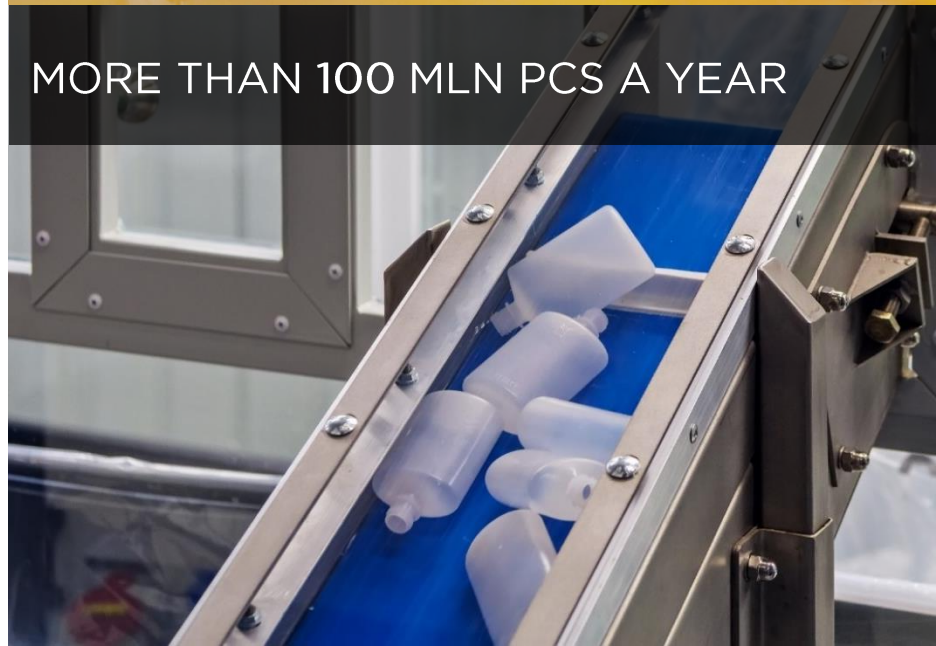
### Key partner and consumer:

**INFAMED K LLC**, one of the largest Russian pharmaceutical companies, an exclusive producer of Miramistin®, a popular new-generation antiseptic, and Okomistin® eye drops

THE COMPANY WAS FOUNDED IN 1999



MORE THAN 100 MLN PCS A YEAR







PRODUCT CODE	PRODUCT NAME	PRODUCT DESCRIPTION
FP - 190	Polymer bottle	Oval bottle for packaging pharmaceutical products with the volume of 150 ml
FP - 175	Polymer bottle	Round bottle for packaging pharmaceutical products with the volume of 150 ml
FP - 65	Polymer bottle	Oval bottle for packaging pharmaceutical products with the volume of 50 ml
FP - 65/1	Polymer bottle	Round bottle for packaging pharmaceutical products with the volume of 50 ml
FP - 10	Polymer bottle	Round bottle for packaging pharmaceutical products with the volume of 10 ml
KN - 16	Screw cap	Screw cap for polymer packaging
KN - 10	Screw cap	Screw cap for polymer packaging
KN - 10/1	Screw cap	Screw cap for polymer packaging
N - 10	Dropper	Dropper for polymer packaging
NK - 10	Nozzle-dropper	Nozzle-dropper for polymer packaging

THE PRODUCT LINE IS BEING CONTINUOUSLY EXPANDED, WHILE ADJUSTING TO CUSTOMERS' NEEDS



THE PRODUCTS ARE PACKED IN BATCHES OF 250, 500, 3 000 OR 18 000 PIECES IN DOUBLE POLYETHYLENE BAGS AND PLACED IN CORRUGATED CARDBOARD BOXES





Clean  
room grade  
**ISO 7**

- Creation of the dust-free abacterial air environment
- Guaranteed clean room grade: ISO 7
- The processes of product manufacturing and packaging take place in the clean rooms
- The complex of clean rooms includes: clean zone, sanitary and preventive zone for the personnel and a locker room for the production exit

- The air is fed to the clean zone through the filter fan units integrated into the ceiling raster, the final filter is installed at the output of each fan unit. A pressure unit is mounted inside the fan unit, as well as a system of preliminary air purification and a sound attenuation system
- Control is carried out through the control panel, which is located in front of the entrance to the personnel sanitary checkpoint. The system is equipped with the automatic maintenance of the set airspeed
- Intake of recirculated air is carried out through flat prefilters built into the case
- Clean rooms are made of materials suitable for treatment by chemical reagents
- All joints are sealed with chemically resistant rubber or silicone sealant
- Material flows of components and finished products do not cross







## TYPE OF EQUIPMENT

## ORIGIN

## PRODUCT

## OUTPUT PER YEAR

INJECTION MOLDING MACHINE

Austria  
Austria  
China  
China  
China

Bottle FP-175  
Cap KN-16  
Dropper N-10  
Dropper NK-10  
Cap KN-10/1

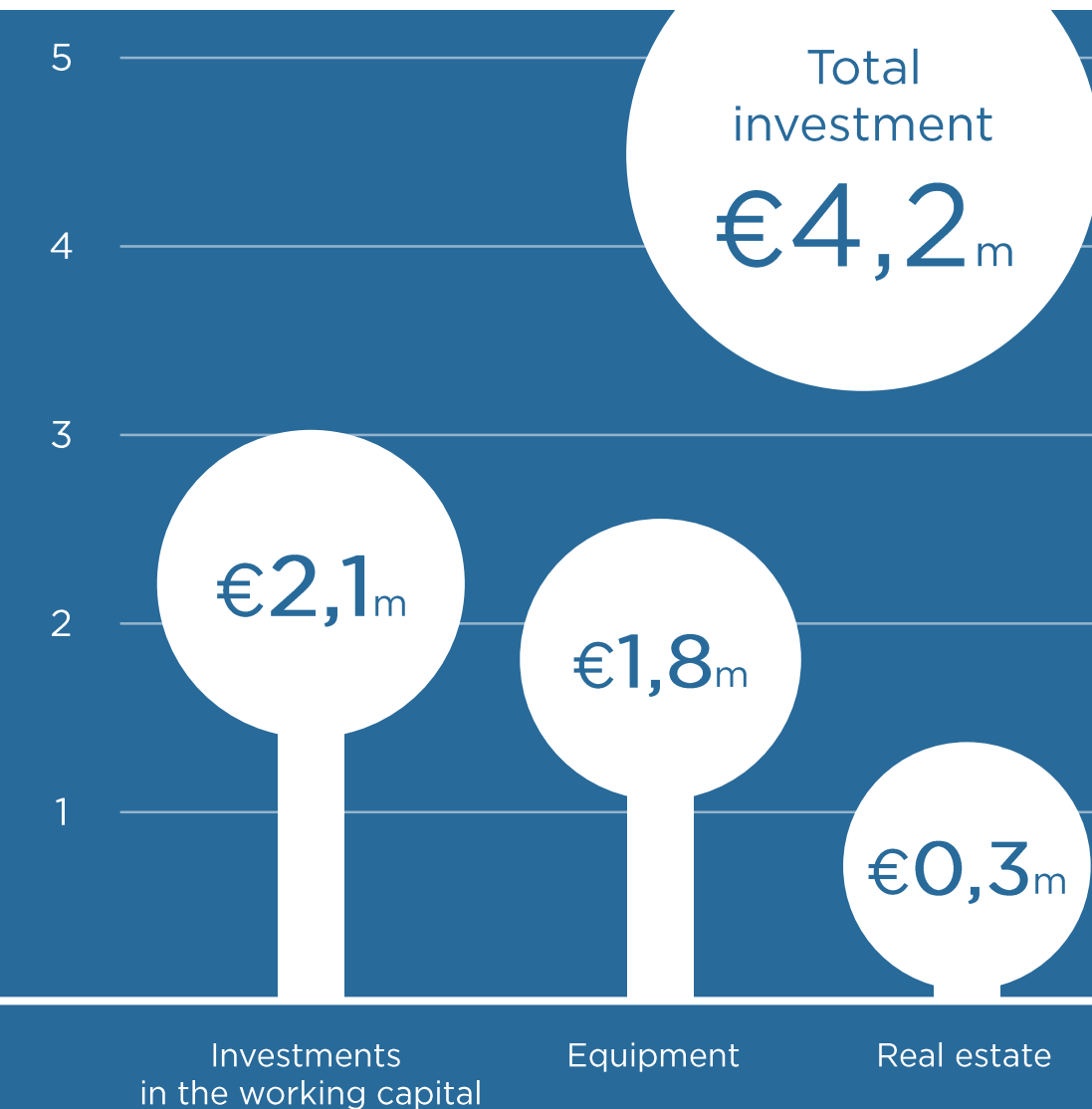
12,0 mln pcs  
18,0 mln pcs  
19,2 mln pcs  
24,0 mln pcs  
14,4 mln pcs

EXTRUSION  
BLOW-MOLDING MACHINE

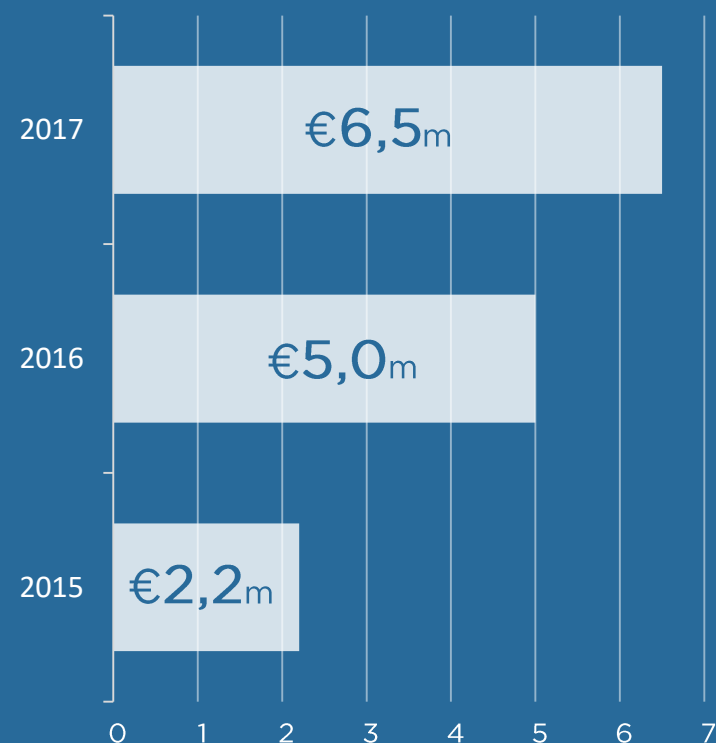
China  
Poland

Bottle FP-65/1  
Bottle FP-190

12,0 mln pcs  
6,0 mln pcs

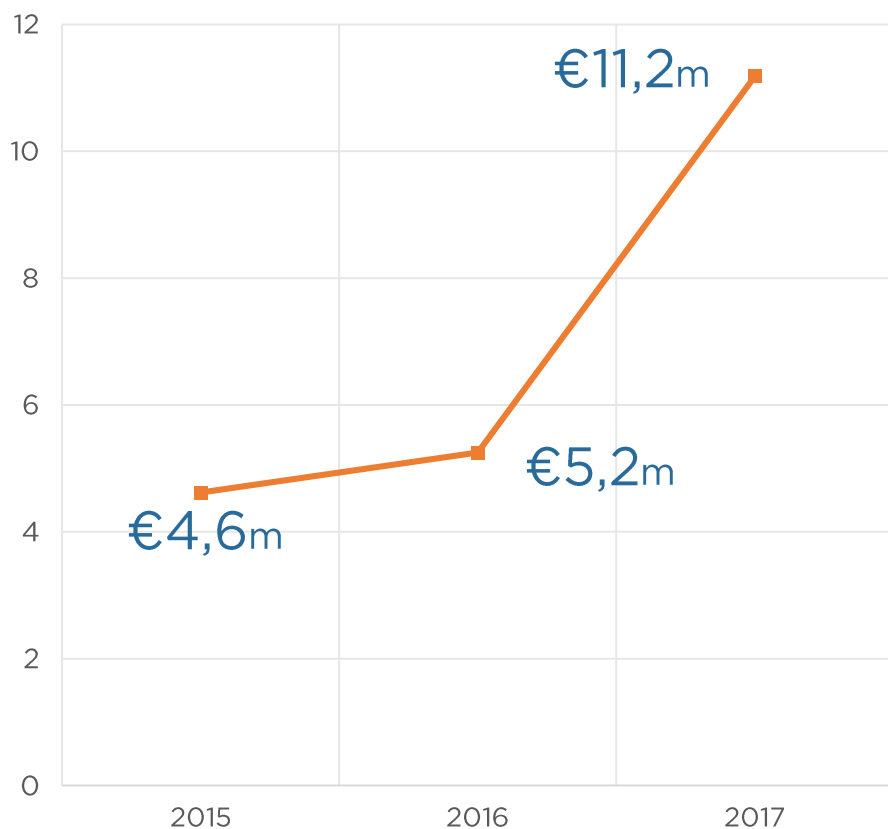


Change of the total assets of the Aruna LLC

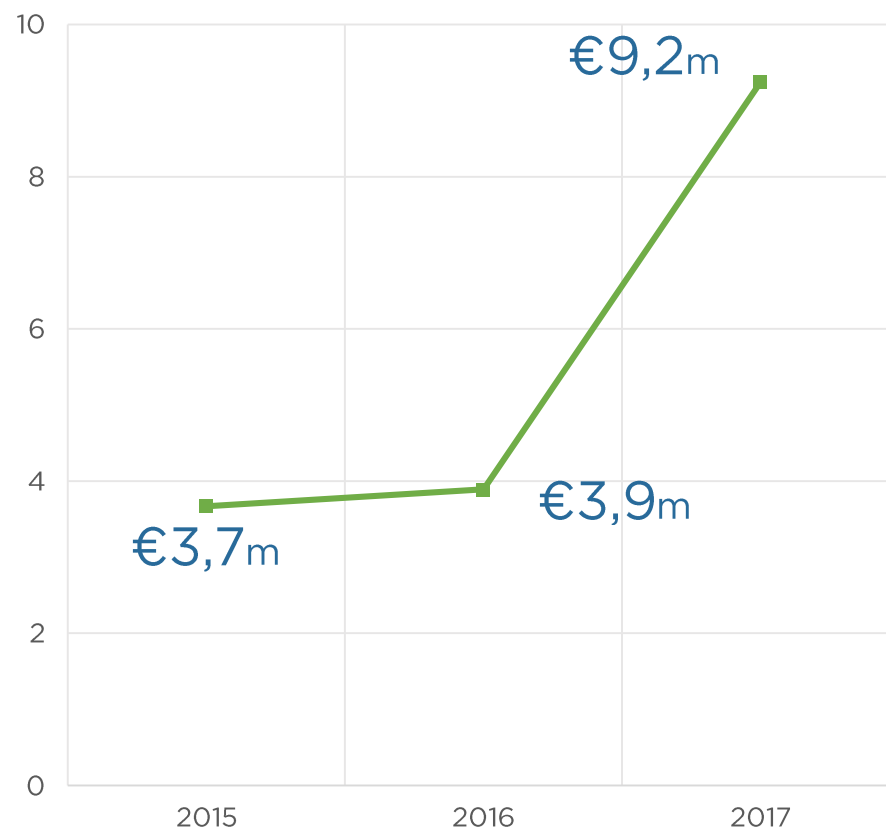




## Graph of variance of the sales volume

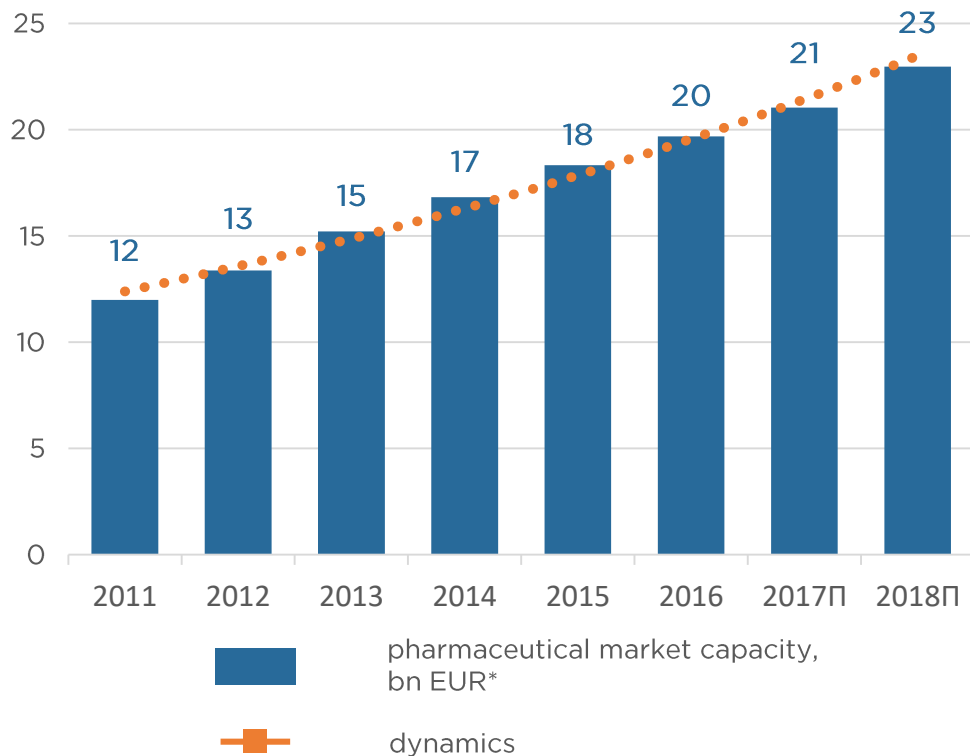


## Graph of variance of the net profit





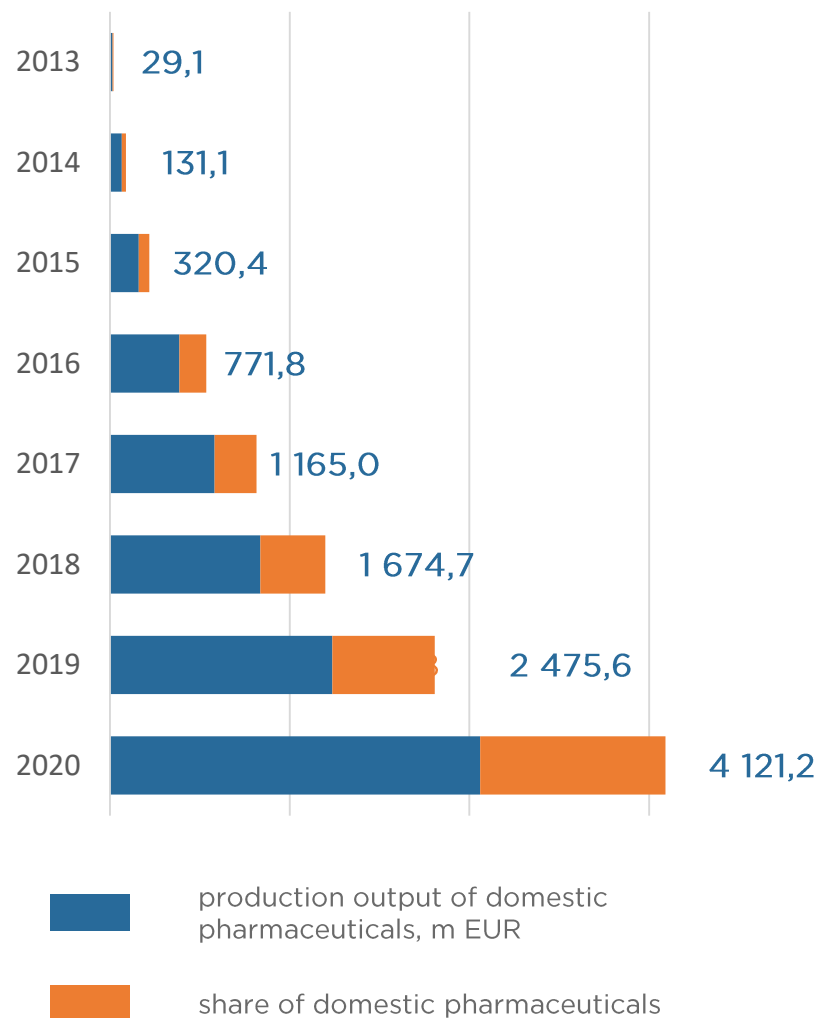
## Dynamics of the pharmaceutical market of Russia, in monetary terms



According to the IPT Group estimates, the pharmaceutical market, including the segment of parapharmaceuticals, will demonstrate the future growth in 2017-2018. An increase of the market size is expected by almost 7% in monetary terms in 2017 compared to 2016 and by additional 9% by the end of 2018.

\* Source:   
 data for years 2011-2016 - DSM Group, 2017-2018 - IPT Group

## Performance indicators of the state program PHARMA-2020

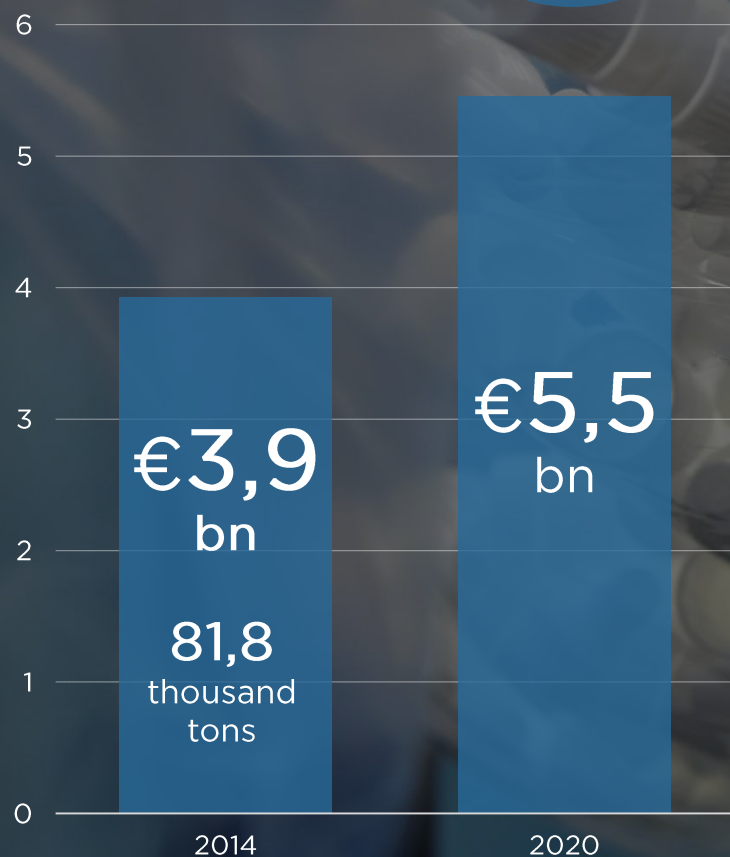






## Dynamics of the demand for plastic packaging

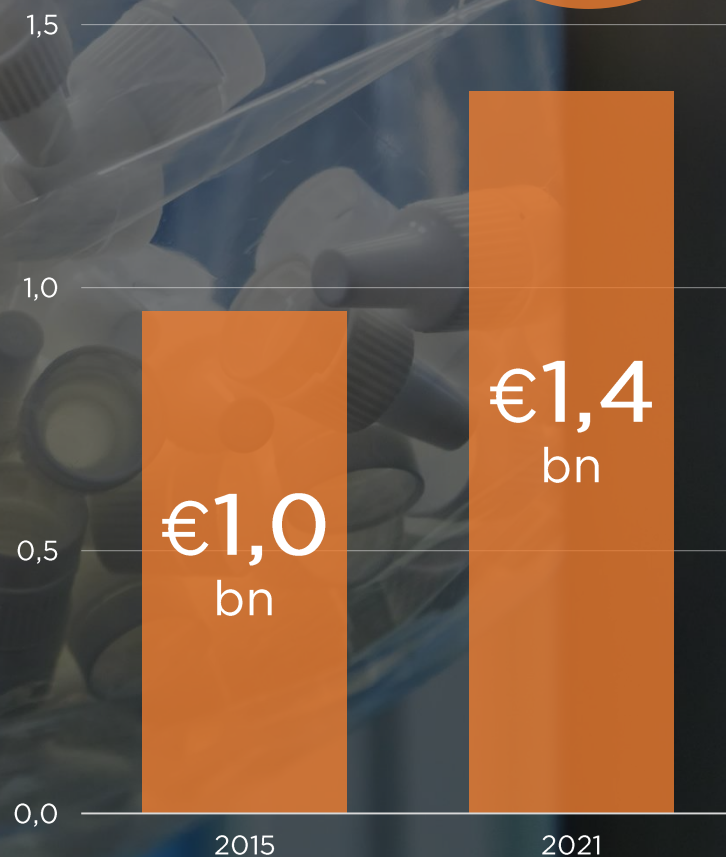
**4,8%**  
market growth  
per year



\* data by Zion Research, 2016

## Rate of the market growth for clean packaging

**6,4%**  
market growth  
per year



\* data by MarketsandMarkets, 2017





Workshops for ointments and substances

Filling workshops for Miramistin and Okomistin

Catheter manufacturing

Sprayer and clean packaging manufacturing

AB-Market

Trigeneration project

Sirius

BORDER WITH POLAND

35,7 ha

current territory  
of the industrial park



ECOBALTIC  
BUSINESS PARK

53,1 ha

prospective territory  
of the industrial park





All enterprises of the industrial park have obtained the status of a SEZ resident

SEZ (Special Economic Zone) is:

- tax benefits
- guarantee of the non-increase of the resident's tax burden
- amount of investment: min. 50m RUB (processing industry)
- foreign goods are placed and used on the territory of the Kaliningrad Region without paying customs duties or VAT
- compensation of import duties is available
- VAT deferment for 180 days is available



Year 1   Year 2   Year 3   Year 4   Year 5   Year 6   Year 7   Year 8   Year 9   Year 10   Year 11   Year 12

INCOME TAX

0%

PROPERTY TAX

0%

INCOME TAX

10%

PROPERTY TAX

1,1%

LAND TAX FOR THE SEZ RESIDENTS (SINCE THE MONTH OF EMERGENCE OF OWNERSHIP RIGHTS)

0% FOR THE FIRST 5 YEARS

50% OF THE CURRENT RATE





New conditions and benefits of SEZ are provided since 2018

## FOR THE HEALTH CARE FIELD

investment  
amount

10<sub>m</sub>  
RUB



## FOR IT-SECTOR

investment  
amount

1<sub>m</sub>  
RUB

## INSURANCE PREMIUM PAYMENTS FOR THE SEZ RESIDENTS

provided the legal body has been included in the SEZ Register in the period 01/01/2018-31/12/2022

7,6 % DURING 7 YEARS

tariffs of insurance premiums  
for the statutory pension  
insurance

6,0 %

tariffs of insurance premiums for the  
statutory social insurance in case of  
short-term disability or maternity

1,5 %

tariffs of insurance  
premiums for the  
compulsory medical  
insurance

0,1 %



### INVESTMENT IDEA

Creation of production of sprayers for pharmaceutical products, cosmetics and perfumery packaging.

The products could also be used in the household chemicals and food industry. The production, compliant with all GMP requirements, will be placed in clean rooms (class C and D).



### IMPORTANCE

Aruna LLC, initiator of the project, produces packaging for the INFAMED K LLC, which is one of the largest consumers of sprayers in the Russian market. It is expected that the INFAMED K LLC will provide around 50% of the demand for the goods, with the yearly consumption of no less than 15 mln pcs.

The project will have a great import substitution effect. As for now, pharmaceutical sprayers are 100% imported in Russia. The project's implementation will allow the company to keep the entire technological process flow in Russia, whereas, now, sprayers is the only element of it imported from abroad.

The total production output will comprise

**100**

mln pcs a year  
(approx. 10% of the Russian market)

Clean  
room  
grade  
**D**

Investment amount

**\$10,3m**

Production output (I stage)

**36** mln pcs/year

New jobs

**50**

Total area (I stage)

**3 000** m<sup>2</sup>

Implementation period

**I quarter 2019**

Payback period

**3,6** years

11 injection molds made by CANTONI (Italy) will be involved in production, as well as 6 injection molding machines and 3 assembly machines by ENGEL (Austria). Overall, III stages are planned.



WE ARE READY TO SHARE  
WITH YOU MORE!



Our address:

Pravaya Naberezhnaya st., 10  
Kaliningrad, 236006



[www.aruna-packaging.ru](http://www.aruna-packaging.ru)



+7 (4012) 310-360



[info@aruna-packaging.ru](mailto:info@aruna-packaging.ru)