

THE KEY TO ANIMAL HEALTH

biotestlab.ua





TEAM OF EXPERTS WORKING WITH CARE FOR ANIMAL AND HUMAN HEALTH

Thanks to quality and innovation, BIOTESTLAB is a leader in the Ukrainian veterinary drug market and the largest exporter of immunobiological and chemical-pharmaceutical products for animals and poultry.



35+

Years of Experience

330

Staff

20+

Export Countries

OUR FOCUS

Poultry
Food-Producing Animals
Companion Animals

130

Product Range

WE PROVIDE

Vaccines
Medicines
Disinfectants



Production is certified according to GMP requirements



Quality management system according to ISO 9001:2015

COMPANY STRUCTURE

BIOTESTLAB LLC

R&D + Production.

Distribution in the world

TRADE HOUSE BIOTESTLAB LLC

Distribution in Ukraine:

BIOTESTLAB + Minitube (Germany)



35+ YEARS OF BUSINESS TRANSFORMATION

1995

Created vet service for customers.
Start distribution of
well-known brands (Bayer,
HIPRA, Intervet, Pfizer, etc.)

2008

New strategy: investment
programs in R&D,
technology and the expansion
of production

2024

The new BIOTESTLAB
Research-and-Production Complex,
the largest in Ukraine,
has been launched

1989

The company was founded.
Start development of the veterinary
vaccines and diagnostic kits

2001

The first laboratory in the CIS,
certified according
to ISO/IEC 17025 by a foreign
certification company

2015

First export program.
Output of veterinary products
by BIOTESTLAB to overseas markets

35+

YEARS OF RESEARCH & DEVELOPMENT

1994

Release of the first commercial vaccine
(Teshen disease)

2001

Development of the first Ukraine vaccine against Newcastle
disease from the La-Sota strain based on SPF technology

2004

Dutch Government grant for the development
of a diagnostic laboratory

2006

Technology transfer: start of production of a vaccine
against Myxomatosis in rabbits

2009

Lines of vaccines for poultry and chemotherapeutic drugs
for productive animals have been developed.
Start of the National Aujeszky's disease eradication program

2010

Launch of production of the unique disinfectant VIROSAN

2011

Advanced bacterial susceptibility studies — development of
unique oral antibiotic TRICOLIN — BIOTESTLAB patent

35+

YEARS OF RESEARCH & DEVELOPMENT

● **2015**

Start of production of autogenous vaccines

● **2017**

Release of RELAX – the only drug in Ukraine with a colloidal solution of propofol 1% for anesthesia of pets

● **2018**

Production of the first cattle vaccine, BOVIMUN 4, the combined 4-valent vaccine against the BRDC

● **2019**

LAPIMUN GEM-2 is the first vaccine for rabbits registered in Ukraine against two strains of the RHD virus

● **2020**

Launch of BOVIMUN LSD vaccine against Lumpy skin disease from Neethling strain

● **2021**

Expanding the line of vaccines for cattle: BOVIMUN MAST, BOVIMUN NEO

● **2023**

POLIMUN ND EDS IB MAX — new complex inactivated vaccine against three IBV strains

VISION AND STRATEGY

Our strategy is focused on increasing the efficiency and scale of the business, in line with the desire to become a global leader, to make Ukraine one of the key suppliers of veterinary drugs in the world. Our message – The Key To Animal Health – reflects our desire to create innovative products

- Expanding access to high-quality means of prevention and treatment of animals and poultry in Ukraine and the world
- Innovative leadership in national and global markets
- Inclusive culture of respect, openness, and business integrity

OUR VALUES

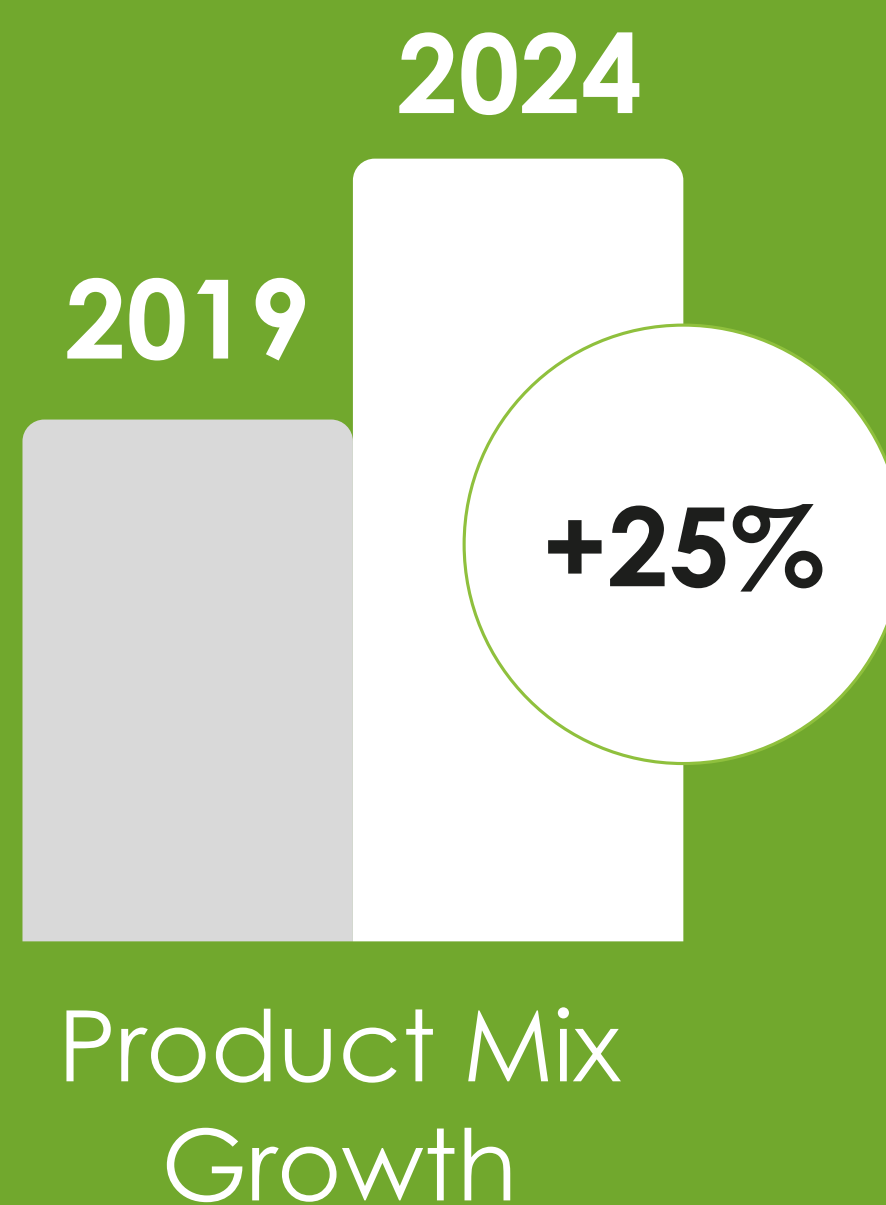
We focus on value for all stakeholders — customers, employees, the scientific community, and society as a whole.

- Customer focus. Honest, open relationships based on win-win principle
- Partnership. Long-term cooperation strategies
- Responsibility, honesty, decency, and professionalism as the basis of doing business
- Innovations. Doing what others do not always succeed — creating technologies, medicines, and services
- Cohesion. A team of talented people who share values, take on challenges, and seize opportunities



OUR COMPETITIVE ADVANTAGES

- Leader in the market of effective veterinary drugs in Ukraine
- Own R&D department. Original science-intensive product developments
- High-tech production. Work according to the international GMP standard



3

BIOTESTLAB EXECUTIVE TEAM



Oleg Hrodzevich
CEO
of BIOTESTLAB LLC



Yurii Sobko
Founder. Business
Improvement & Research
Consultant



Andrii Sobko
Executive Director
Business Development



Sergii Semenov
Sales Director
of BIOTESTLAB LLC,
CEO of TH BIOTESTLAB LLC



Olexandr Tkachuk
Director of International
Sales Department



Olena Saliy
Director for Regulatory
Affairs and International
Relations



Natalia Shevchenko
Chief
Operating Officer

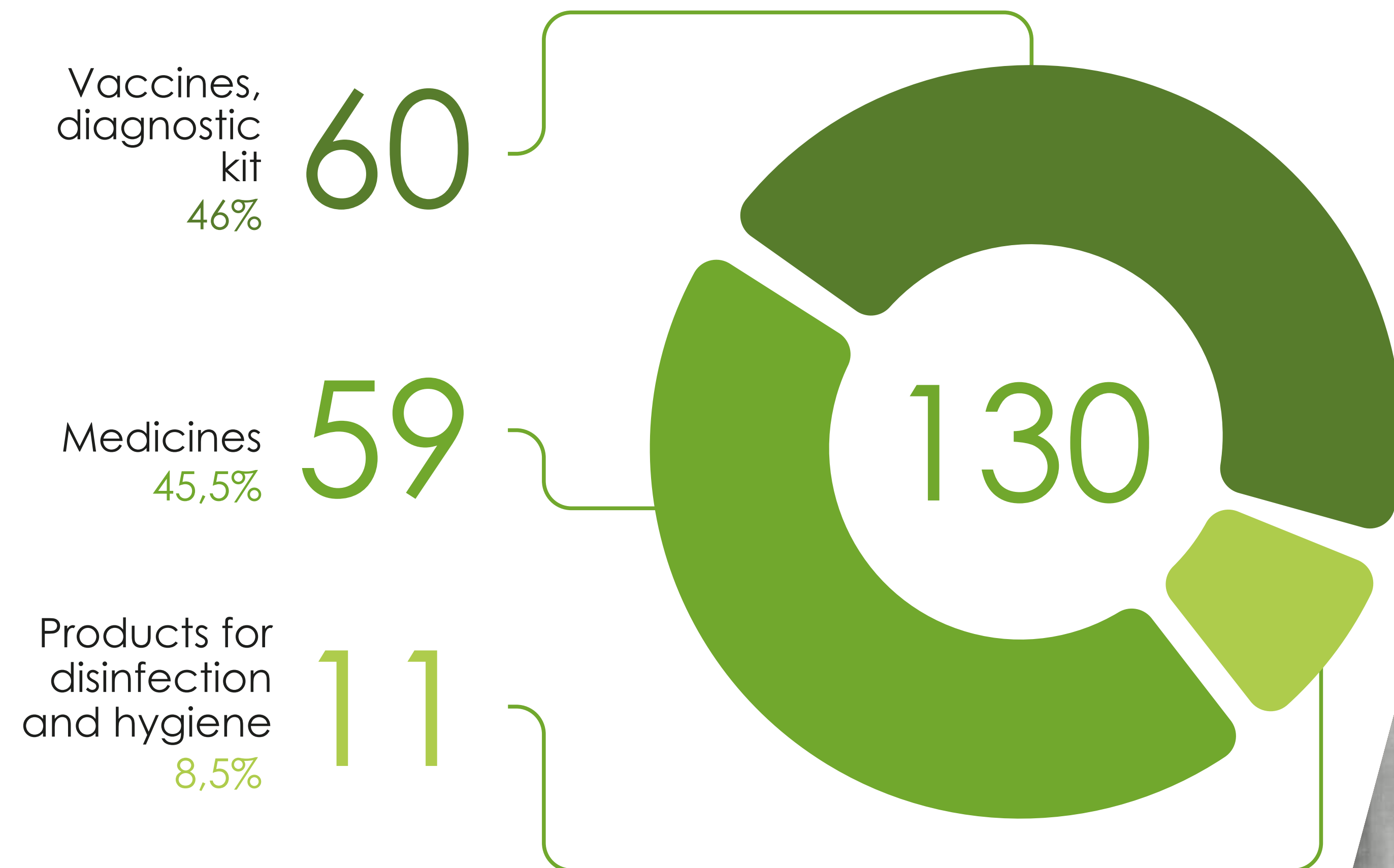


Tetiana Vlasenko
Director of Economics
and Finance Department



Leonid Khlivnyi
Executive Secretary

PRODUCT PORTFOLIO





HEALTH PRODUCTS

POULTRY

29

Vaccines,
autogenous vaccines

13

Antibiotics

2

Anticoccidials

2

Vitamin-mineral
additives

4

Disinfectants



- A wide range of commercial vaccines: IBD, IB, ND, Avian encephalomyelitis, Fowl pox, Tenosynovitis, salmonellosis, etc. Autogenous vaccines: *Past*, *S.aureus*, *Salmo*, *ORT*, *E.coli*.
- A line of inactivated vaccines against Avian influenza (H5N1, H5N8, H9N1), including combinations with Newcastle disease strains, is developing.
- Unique solutions: the complex oral antibiotic of systemic action TRICOLIN + a line of VIROSAN disinfectants for various epidemiological situations, weather conditions, and processing methods.

NEW



HEALTH PRODUCTS

LIVESTOCK

31

Vaccines, autogenous vaccines, diagnostic kit

31

Antibiotics, NSAIDs

5

Anticoccidials, antiparasitics

5

Vitamin-mineral complexes, immunostimulant

4

Disinfectants

ALL
70+

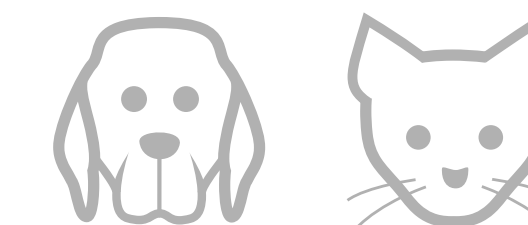
IN DEVELOPING
10+

- Thanks to a wide range of products that meet the basic needs of modern livestock farming and qualified technical support, BIOTESTLAB is a strategic partner of most large farms in Ukraine.
- Vaccines for rabbits LAPIMUN — rapid immune response and long-term protection.
- VIROSAN MAX is the most powerful disinfectant in Ukraine; proven action against African swine fever (ASF).

NEW



TULAXAN



HEALTH PRODUCTS FOR PETS

5

Products for
eyes and ears

4

Vitamin-minerals
complexes

2

Hepatoprotectors

2

Anesthetic,
sedative

1

Urological
agent

NEW



MAROX

- Unique drugs: RELAX (colloidal solution of propofol 1% for pet anaesthesia), OTOFLOX (ear drops with antiparasitic, fungicidal, antimicrobial, anti-inflammatory and antipruritic properties), CIPROCOLIN (ciprofloxacin 10% + colistin 1M IU in powder form to make a suspension for oral administration).
- PHYTOCAT is a plant-origin urological agent.
- New drugs: MAROX (maropitant 1% injection), TOBRANORM (tobramycin 0.3% eye drops), CIPROX (ciprofloxacin 0.5% ear/eye drops) and GEPAX (the injectable hepatoprotector based on SAME)

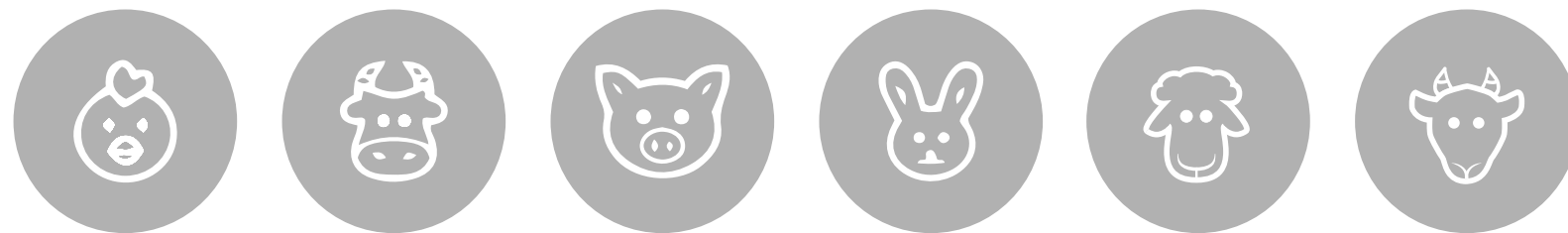
ALL

20

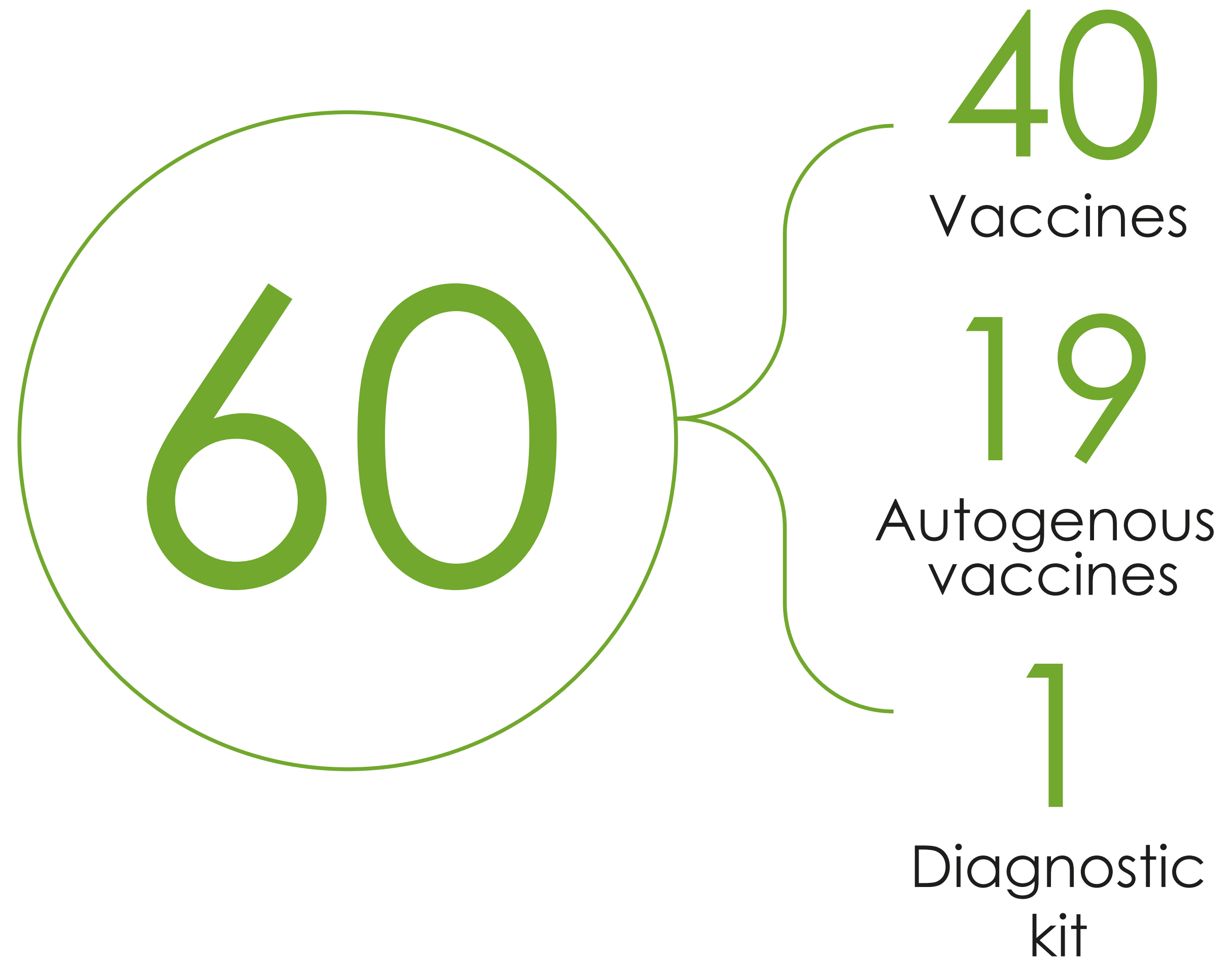
IN
DEVELOPING

5+

VACCINES



- Live culture vaccines
- Inactivated culture vaccines
- Inactivated tissue vaccine
- Embryonic live vaccines
- Embryonic inactivated vaccines
- Bacterial live vaccines
- Combined vaccines



POULTRY VACCINES



- Live attenuated vaccines
AE • IB • IBD • ND • POX • REO
- Inactivated vaccines
IB • ND • EDS • REO • SALMO
- Autogenous vaccines
ORT • PAST • SALMO
E.coli • *S.aureus*

3 strains
of *Salmonella* spp.

3 strains
of IBV



IBDV strain
patented

SPF eggs from VALO BiaMedia (Germany) and Charles River (USA)

POULTRY VACCINES

Infectious bronchitis

- POLIMUN IB MULTI
- POLIMUN IB H120
- POLIMUN IB VAR 2

Gumboro disease

- POLIMUN IBD LIGHT
- POLIMUN IBD
- POLIMUN IBD +

Newcastle disease

- POLIMUN ND CLON 124
- POLIMUN ND HITCHNER B1
- POLIMUN LA-SOTA
- POLIMUN ND INAC

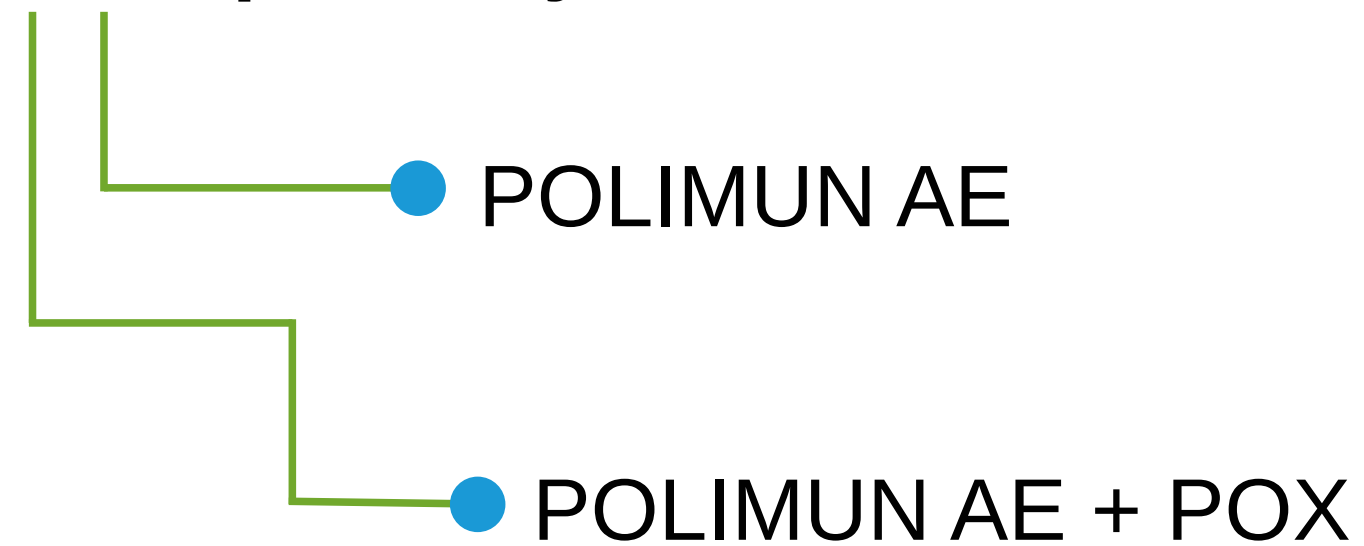
- POLIMUN ND CLON 124+IB H120
- POLIMUN ND HITCHNER B1+IB H120
- POLIMUN ND+IB
- POLIMUN ND+IB INAC
- POLIMUN ND IB EDS
- POLIMUN ND EDS IBMAX

● Live attenuated vaccines

● Inactivated vaccines

POULTRY VACCINES

Encephalomyelitis



Fowl pox



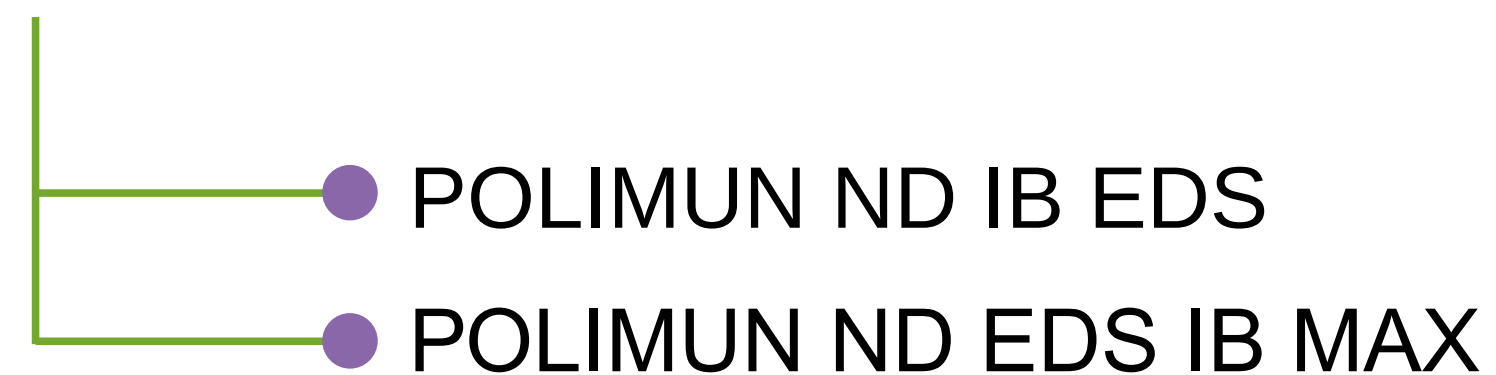
Infectious arthritis (Tenosynovitis)



Salmonellosis



Egg drop syndrome



Rhinotracheitis



● Live attenuated vaccines

● Inactivated vaccines

SWINE VACCINES



- Live attenuated vaccines
Aujeszky's disease • CSF • Ery
- Inactivated vaccines
Aujeszky's disease • Ery • Parvovirus • PED •
Teschén disease
- Autogenous vaccines
PED



SUIMUN ADIVAC+ — choice for the Aujeszky's Disease Eradication Programs in Ukraine

SWINE VACCINES

Classical swine fever (CSF)



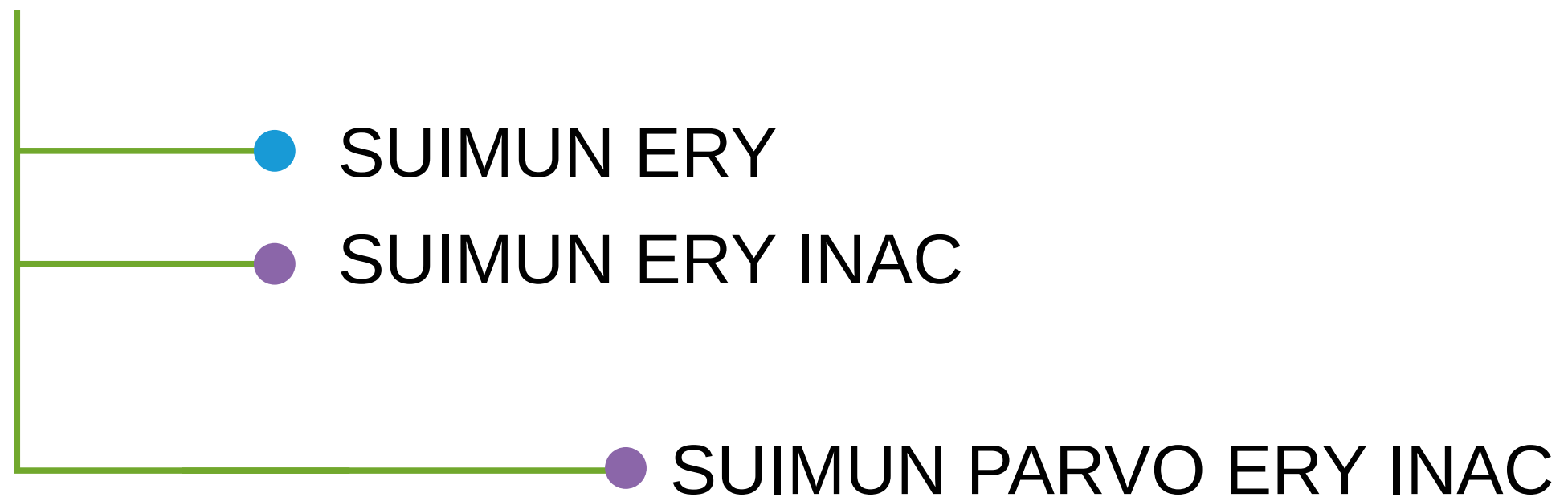
Aujeszky's disease, marker gE-



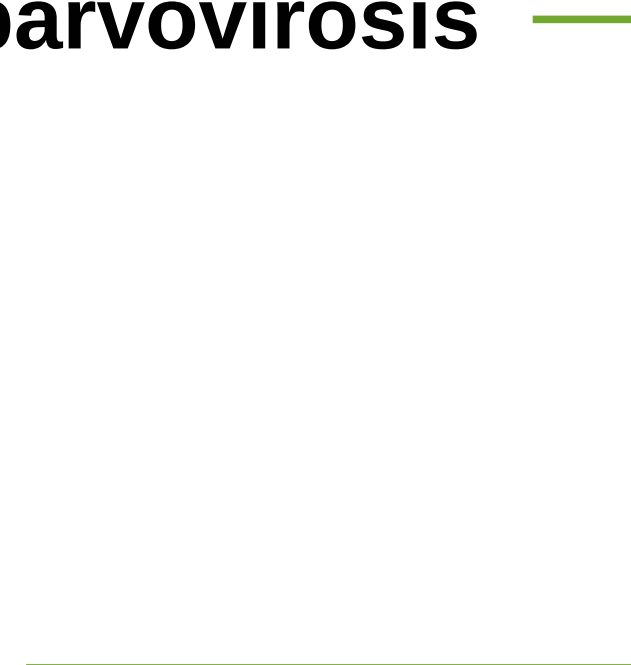
Porcine epidemic diarrhea (PED)



Swine erysipelas



Swine parvovirus



Teschen disease



● Live attenuated vaccines

● Inactivated vaccines

BOVINE VACCINES



Lumpy skin disease
LSDV-Neethling Strain

BRDC
IBR, BVD, PI-3 (inac)
BRSV (live)

Neonatal diarrhea
Rotavirus, Coronavirus, E. coli,
Clostridium perfringence C

Mastitis
Str. uberis, Str. agalactiae,
S. aureus, E. coli

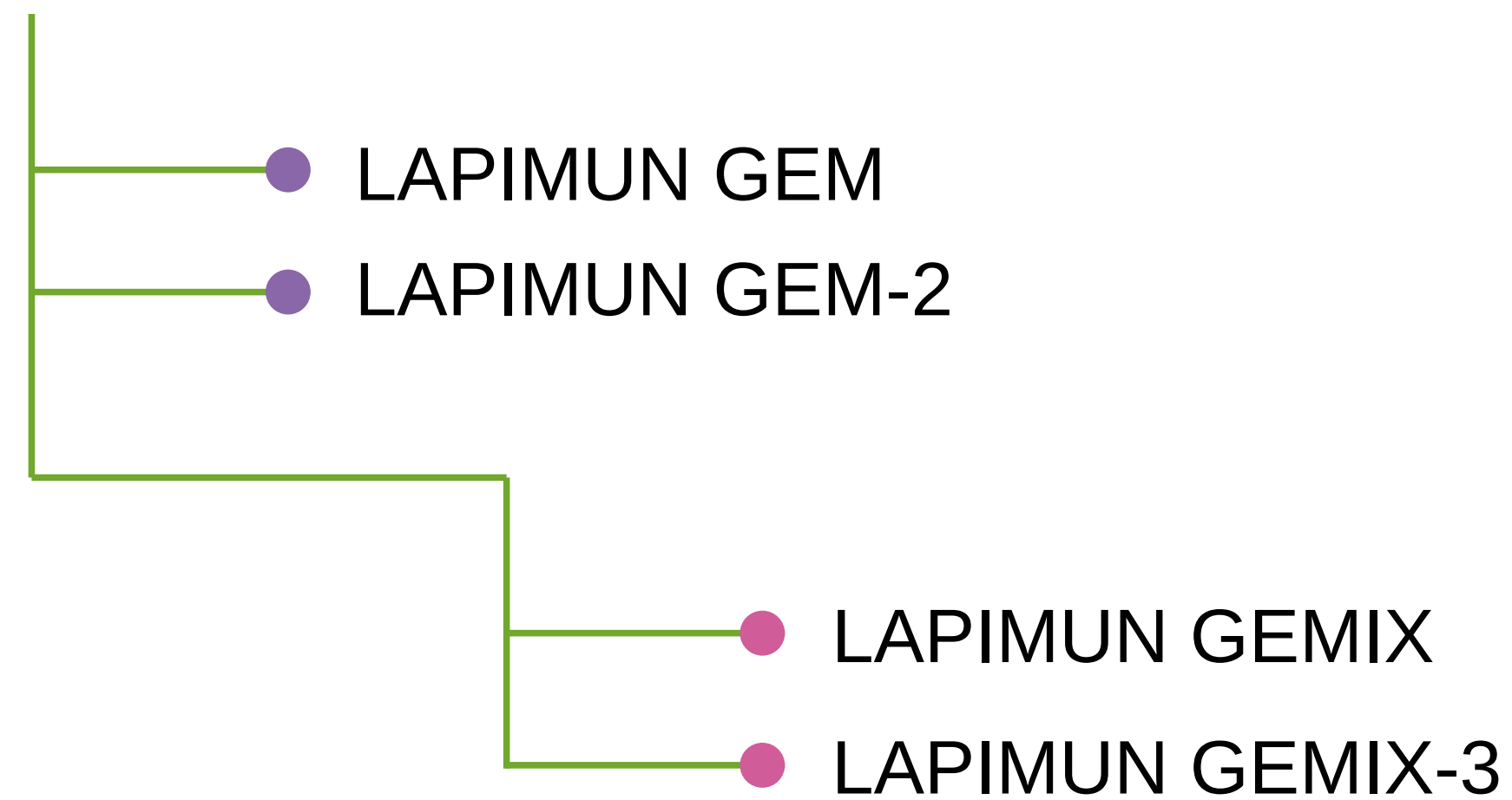
● Live attenuated vaccines

● Inactivated vaccines

● Combined vaccines

RABBITS VACCINES

Hemorrhagic disease



Myxomatosis



● Live attenuated vaccines

● Inactivated vaccines

● Combined vaccines

VETERINARY MEDICINES



33

Antibiotics,
NSAIDs

6

Vitamin and mineral complexes,
hepatoprotectors, immunostimulant

6

Drops for pets (eye/ear,
sedative, reproduction)

5

Antiparasitics,
anticoccidials

4

Others (anesthetic,
urological agent, etc.)

11

Products for disinfection
and hygiene



ANTIBIOTICS

Injectable
51.6%

16

Oral &
Powders
42.0%

13

External
6.4%

2

31

PATENTED:

TRICOLIN — solution of enrofloxacin, trimethoprim, and colistin sulphate.
WORKS in 99% CASES

Long-acting injectable antibiotics:
AMOXAN PREMIUM, ENROXAN MAX,
OTC-200 L.A., TULAXAN

KETAFUR – **new combined injectable antibiotic and anti-inflammatory drug**, suspension of ceftiofur and ketoprofen



VITAMIN AND MINERAL COMPLEXES

Unique solutions for stimulating vitality
and renewing the energy balance of the animal



STIMULUS

Complex of biologically active
substances, immunostimulant



L-CYN

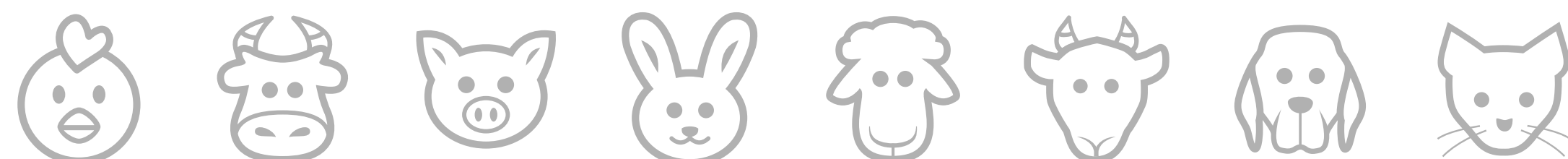
Vitamin B complex,
L-carnitine and butafosfan

LIQUID FEED ADDITIVES

AMINOVITOL, amino acids
and vitamins complex;
HEPACARNITOL, hepatoprotector

ANTI-ANEMIA AGENT

FERRUM+ — a unique combination
of Fe with vitamins B9 and B12



UNIVERSAL DISINFECTANTS VIROSAN

VIROSAN

100 ml contains:
QACs - 25 g,
Glutaraldehyde - 11 g



VIROSAN MAX

100 ml contains:
Glutaraldehyde - 25 g,
QACs - 12.5 g



VIROSAN F

100 ml contains:
Formaldehyde - 14.8 g,
Glutaraldehyde - 10 g,
QACs - 5 g



VIROSAN F2

100 ml contains:
Formaldehyde - 18.5 g,
Glutaraldehyde - 5 g,
QACs - 5 g



DESTROY ALL:



SALES DRIVERS, 2020-2024

By species

Poultry
Bovine
Swine
Rabbits
Pets

By product category

Poultry Vaccines
Bovine Vaccines
Swine Vaccines
Antibiotics
Disinfectants

By geography

Ukraine
Egypt
Iraq
Vietnam
Saudi Arabia

BLOCKBUSTERS

POLIMUN VACCINES

POLIMUN IBD, POLIMUN ND CLON 124,
POLIMUN IB MULTI

Antibiotics

TRICOLIN, AMOXAN PREMIUM,
ENROXAN MAX

BOVIMUN VACCINES

BOVIMUN 4, BOVIMUN NEO,
BOVIMUN LSD

Vitamin and mineral complexes

STIMULUS, L-CYN,
HEPACARNITOL

SUIMUN VACCINES

SUIMUN PARVO ERY INAC,
SUIMUN ERY, SUIMUN CSF LK-M

Medicines for pets

PHYTOCAT, OTOFLOX,
RELAX

LAPIMUN VACCINES

LAPIMUN GEM-2, LAPIMUN GEMIX-3,
LAPIMUN MIX

Disinfectants

VIROSAN, VIROSAN MAX,
VIROSAN F2

NEW PRODUCTS

POLIMUN IB VAR2



- Live attenuated vaccine against Infectious bronchitis from strain VAR2/V2.
- The vaccine stimulates the formation of specific immunity in birds within 14 days after vaccination and protects vaccinated chickens from infectious bronchitis for 6-8 weeks. It is used in chickens from one day of age



NEW PRODUCTS

POLIMUN ND EDS IB MAX



- Inactivated vaccine against Newcastle disease, Egg drop syndrome, and Infectious Bronchitis in chickens.
- Strong and long-lasting immunity in laying hens and parents flocks.
- Three strains of IBv in dose (Mass, 793/B, VAR2) — synergy cross-protection against classic and variant pathogens.



NEW PRODUCTS

TULAXAN

TULATHROMYCIN 10% INJECTION



- It is the generic drug of Draxxin® — a ready-to-use semi-synthetic macrolide antibiotic.
- Single-dose therapy for the treatment or metaphylaxis of respiratory diseases in cattle, non-lactating dairy cattle and pigs — highly active against the causative agents of BRDC and PRDC. Short meat withdrawal period.



NEW PRODUCTS

DORAN

DORAMECTIN 1% INJECTION



- A more affordable alternative to Dectomax® for the broadest spectrum of parasite control.
- Maximum effectiveness in ecto- and endoparasites. Prolonged action with a single administration.



NEW PRODUCTS

MAROX

MAROPITANT 1% INJECTION



- MAROX contains the active ingredient maropitant citrate, offering high efficacy in preventing and treating vomiting in dogs and cats.
- Rapid onset of action and reliable administration for acute cases and hospitalised animals.
- Long-lasting therapeutic effect — up to 24 hours. No sedative effect.



NEW PRODUCTS

CIPROX

CIPROFLOXACIN 0.5% EYE / EAR DROPS



- High concentration of the active substance — for effective treatment of infectious and inflammatory diseases of the eyes and ears.
- Pronounced antimicrobial effect. Painless treatment and economic use





NEW PRODUCTS

TOBRANORM

TOBRAMYCIN 0.3% EYE DROPS



- Eye drops based on tobramycin for use in veterinary medicine.
- Direct bactericidal action against clinically meaningful Gram(+) and Gram(-) bacteria that cause illness of the eyes and appendages.
- An effective agent against bacteria showing resistance to other commonly used topical antibiotics.



INNOVATIONS

- R&D: The latest scientific and laboratory complex for the development of new and improvement of existing drugs
- Professional team of scientists, veterinarians, pharmacists, laboratory assistants
- Cooperation with leading scientific institutions of Ukraine and the world.

30+

R&D employees

5+

new products annually

In developing

15+

vaccines

20+

medicines



QUALITY ABOVE EVERYTHING

- SPF eggs and active substances from world leaders in the industry
- FAT/SAT qualification of new equipment. Validation of technological processes of production
- Quality control at all stages

220+

production workers

5+

inspections annually

18

production technologies

21

pharmaceutical dosage forms



KNOW-HOW

- Improved modes of cultivation and drying of viral raw materials
- New adjuvants with a huge absorption potential
- Modern suspension and emulsification technologies
- New formulas and stabilizers in oral antibiotics

Patented



TRICOLIN



POLIMUN IBD



BIOTESTLAB IN UKRAINE

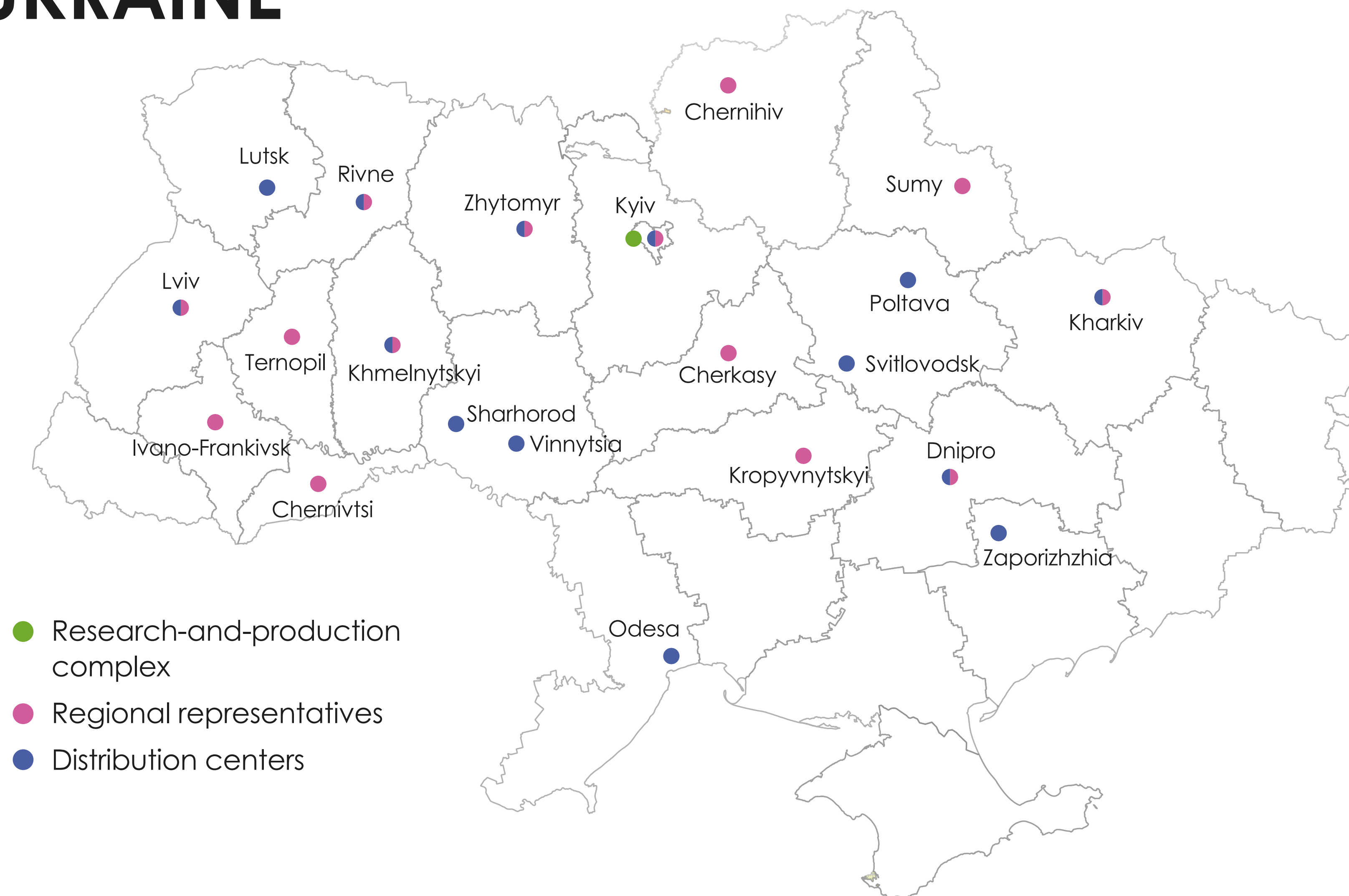
OWN TRADE HOUSE

1 logistics
center

1 consultation
center

15 authorized
distributors

20 regional
representatives



BIOTESTLAB IN THE WORLD

24

Export countries

21

Registered Countries

93

Dossiers in registration

35%

Export Share

+300%

Growth of Export Volumes 2020-2024



Distributors Wanted in LATAM:

Chile, Brazil, Guatemala,
Honduras, Mexico,
Panama, Peru etc.

BIOTESTLAB. INVESTMENTS IN DEVELOPMENT

CREATION OF THE LARGEST RESEARCH-AND-PRODUCTION COMPLEX IN UKRAINE

2021 Start of project implementation

2024 Start of production

 Ukraine,
Kyiv region

 Total area of premises
14 500 m²

 Staff
330

INVESTMENT VOLUME, 2020-2024

\$1.3M
R&D

+

\$2.5M
Business
Development

\$25M

Investment project to create the largest
research-and-production complex
of veterinary products in Ukraine

NEW RESEARCH-AND- PRODUCTION COMPLEX

- 1 R&D and production building:**
 - Immunobiological preparations production workshop
 - Chemical and pharmaceutical preparations production workshop
 - R&D + Quality control department
 - Specialized warehouse

- 2 Scientific and experimental laboratory + Vivarium**



NEW RESEARCH-AND- PRODUCTION COMPLEX

- The new Research-and-production complex was created in accordance with the latest requirements of the European GMP standard (EU GMP Annex 1: Manufacture of Sterile Medicinal Products). European consultants were involved in the design of the complex
- Today, production is certified according to the GMP standard (certificate of the Ukrainian Biological Certification Center). It is planned to obtain an EU GMP certificate
- The company is certified by the world leader, the DQS accreditation agency (Germany), for compliance with the international standard ISO 9001:2015



NEW RESEARCH-AND- PRODUCTION COMPLEX

State-of-the-art quality control laboratories

- Biological quality control laboratory + Physico-chemical quality control laboratory
- High-tech equipment from well-known manufacturers
- Control using high-quality reagents and materials (Sigma-Aldrich, SIMAX, Merch, etc.)



NEW RESEARCH-AND- PRODUCTION COMPLEX

Key technological solutions

- Premises for producing sterile products, including local zones of class A. Maximum grouping of premises of the same cleanliness class
- Use of materials that ensure the tightness of the premises and can withstand repeated sanitary treatment
- Organization of personnel work without direct contact with raw materials, semi-finished products and finished products (RABS, pipeline systems, etc.)



NEW RESEARCH-AND- PRODUCTION COMPLEX

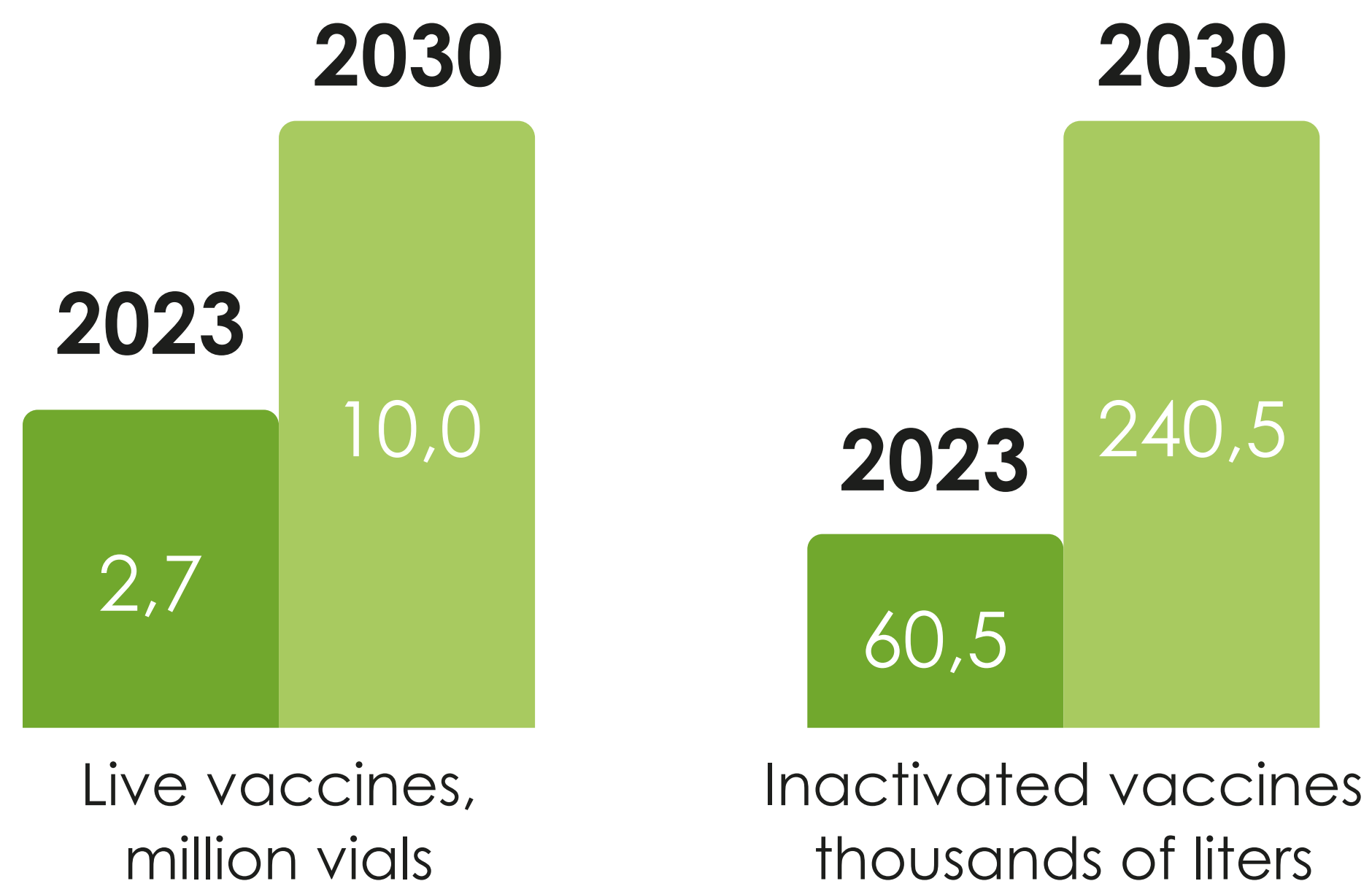
Current technical systems

- Online monitoring of the concentration of particles in class A zones
- Clean-in-place (CIP) system (pipes, vessels, equipment, reactors, etc.)
- Highly productive automated HVAC system (Heating, Ventilation and Air Conditioning)
- Current systems for the preparation of Purified Water and Water for Injection
- Thermal treatment of wastewater containing biological agents of I-IV pathogenicity groups

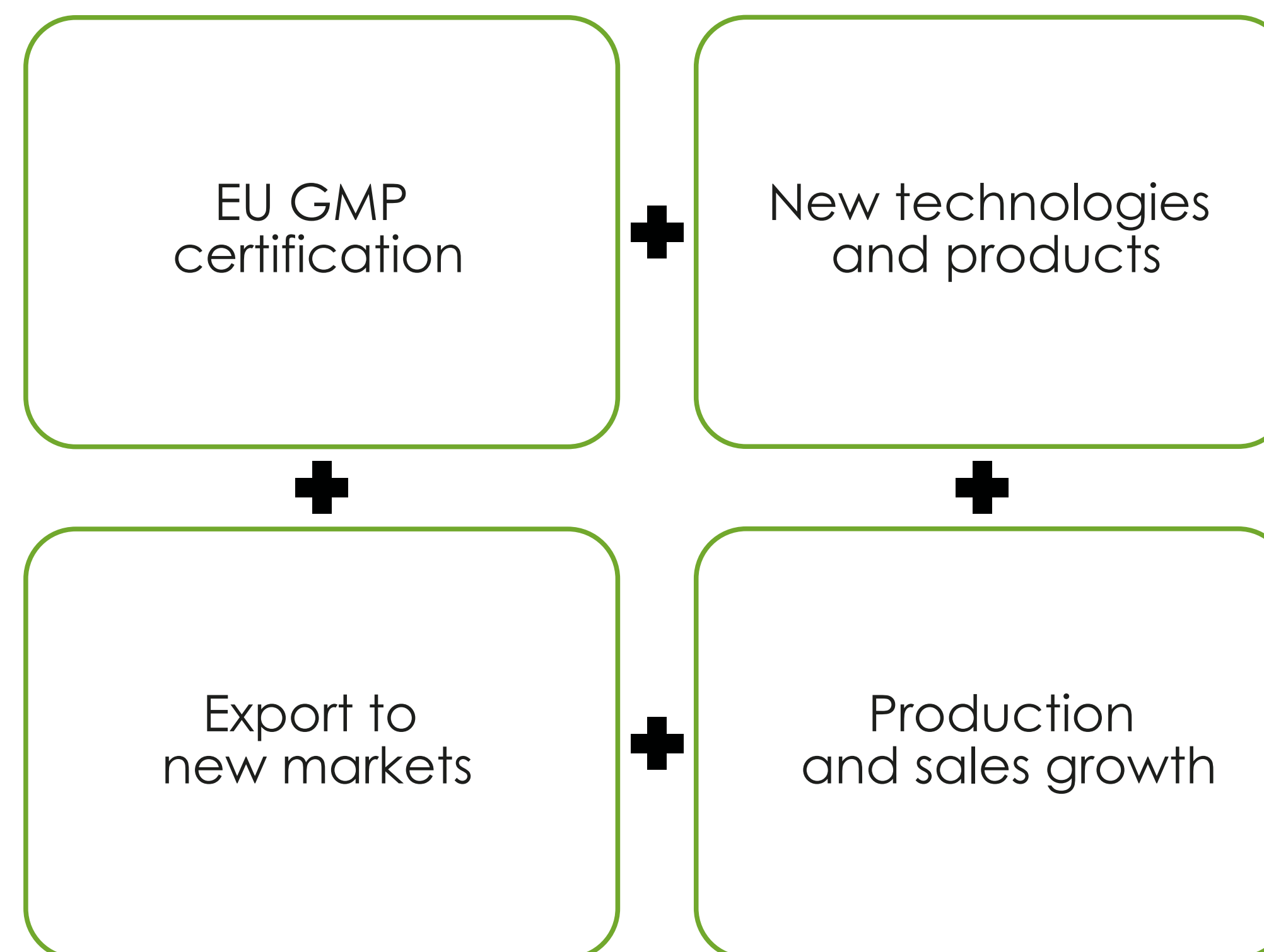


BIOTESTLAB. GROWTH STRATEGY

PROJECTED ANNUAL VACCINE PRODUCTION VOLUME



KEY DIRECTIONS OF DEVELOPMENT, 2025-2030





—— THE KEY TO ANIMAL HEALTH ——



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