

INVITRO

Press Information

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The first networked medical laboratory in Russia
the leading group of private medical companies in Russia

Over **25** years of experience

23 years
in laboratory
diagnostics

8 years
in radiation
diagnostics

17 years
of successful
franchising

Our team

More than **9,500** employees

More than **1,500** of them are doctors



Company Information

Invitro is a leading private medical company located in Russia, specializing in laboratory diagnostics and other medical services since 1995. Invitro provides international level quality medical diagnostics and services, with a focus on using technology to provide innovative solutions. Invitro has reached a level comparable with the best European laboratories through the adoption and introduction of new international practices, proving that a Russian laboratory can and should comply to international standards.

Invitro has more than 1 750 medical offices in 5 countries (Russia, Belarus, Kazakhstan, Armenia, Kyrgyzstan). 7 medical laboratories Invitro perform more than 1 million tests every day.

The company has its own division that conducts all phases of clinical trials in any area, including studies of medicines and in vitro products according to OEAS standards. The Invitro group of companies includes diagnostic centers, own medical clinics, as well as Vet Union, which provides laboratory services in veterinary medicine. The founders of Invitro are investors of the Russian laboratory of innovative biotechnological research 3D Bioprinting Solutions.

Main results of the company's work



1,750

**Total number of
service centers worldwide***

17 mln

Visits during the year**

84 mln

Tests**

\$268 mln

Total revenue **

9,000

**Employees, and 1 500
of them are doctors**

Company History

A white curved line graphic, resembling a stylized arc or a partial circle, positioned below the 'Company History' text and above the 'INVITRO' text.

INVITRO

INVITRO

Our history

September 1995	A private laboratory is founded as a subdivision of OMB Limited Liability Partnership. The first test is performed.	December 2014	INVITRO opens a clinical and diagnostic laboratory and medical offices in Almaty (Kazakhstan).
November 1998	Moscow Registration Chamber registers INVITRO Independent Laboratory Limited Liability Company.	October 2016	The 900 th INVITRO medical office opens in Saint Petersburg.
March 2000	The first INVITRO medical office opens in Moscow.	February 2017	The first INVITRO office opens in Erevan, the capital of Armenia.
May 2005	INVITRO Franchising Program is launched.	October 2017	The 1,000 th medical office opens in Novosibirsk.
October 2013	INVITRO opens a laboratory complex and medical offices in Minsk (Belarus).	April 2018	The first INVITRO office opens in Bishkek, the capital of Kyrgyzstan.
March 2014	A clinical and diagnostic laboratory opens in Samara.	November 2019	INVITRO has opened a new clinical diagnostic laboratory in St. Petersburg
		December 2021	The 1,700 th medical office was opened in Irkutsk

Quality Policy



INVITRO

Our certificates of compliance

December **2005**



Invitro LLC's Quality Management System complies with the requirements of ISO 15189:2003 "Medical laboratories. Particular requirements for quality and competence."

January **2013**



Invitro's corporate Information Security System received a certificate of compliance with GOST R ISO/IEC 27001 – 2006 (ISO/IEC 27001:2005).

December **2015**



Invitro LLC confirmed the compliance of its Quality Management System with the requirements of GOST R ISO 15189-2009 (ISO 15189:2012) "Medical laboratories. Particular requirements for quality and competence" and GOST ISO 9001-2011 (ISO 9001:2008) "Quality management systems. Requirements."

Our certificates of compliance

September **2016**



Invitro became the first Russian company to pass the Six Sigma Verification Program approved by the World Health Organization. The certificate was granted by the Westgard QC Company (USA). This certificate confirms that Invitro performs laboratory tests in compliance with high-quality standards.

March **2021**



In March 2021 Invitro received a new certificate valid for 1 year. Company for the sixth time in a row confirmed the quality of its work on the international certification of Westgard QC Inc.

Group Structure



INVITRO

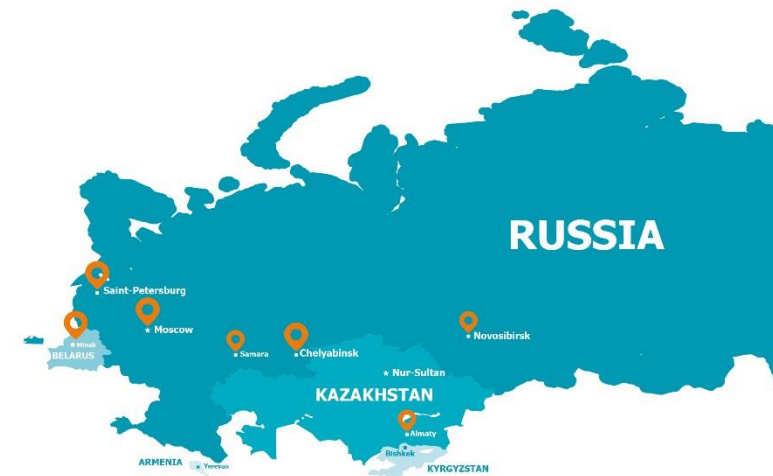
7 cutting edge laboratory complexes

Страны: Russia | Belarus | Kazakhstan

Total:

13 024 m²

- ✓ KDL Moscow – 4 300 m²
- ✓ KDL St. Petersburg – 3 000 m²
- ✓ KDL Novosibirsk – 2 500 m²
- ✓ KDL Minsk – 1 100 m²



- ✓ KDL Almaty – 1 040 m²
- ✓ KDL Chelyabinsk – 750 m²
- ✓ KDL Samara – 334 m²



More than **23 mln** patients
visits Invitro every year



More than **3 000**
research of varying degrees of
complexity will be completed while
you watching at this presentation

- ✓ More than 3,000 types of laboratory research
- ✓ Automated laboratory research processes
- ✓ Test systems of leading world and Russian manufacturers
- ✓ Triple confirmation of test results: technical, technological and medical
- ✓ Effective quality assurance system
- ✓ Multi-level quality control system
- ✓ Own unique system of transportation of biomaterials (railway, air, courier service).



More than 1750 medical offices in 5 countries

- ✓ Russia (1617 MO)
- ✓ Belarus (55 MO)
- ✓ Kazakhstan (100 MO)
- ✓ Armenia (3 MO)
- ✓ Kyrgyzstan (6 MO)

The Spectrum of Research Today

- ✓ General clinical
- ✓ Biochemistry, immunochemistry
- ✓ Serology
- ✓ Microbiology
- ✓ Molecular Diagnostics
- ✓ Histology and Cytology
- ✓ Genetics

Medical centers Invitro

Cities: Moscow, St. Petersburg, Novosibirsk, Yuzhno-Sakhalinsk, Nalchik.

The medical centers provide services of laboratory, functional and ultrasound diagnostics, nursing manipulations, as well as medical services.

Main specializations:
obstetrics and gynecology, therapy, pediatrics, endocrinology, neurology, cardiology, gastroenterology, urology, otorhinolaryngology and dermatovenereology.



Invitro Franchise



INVITRO



Invitro Franchise

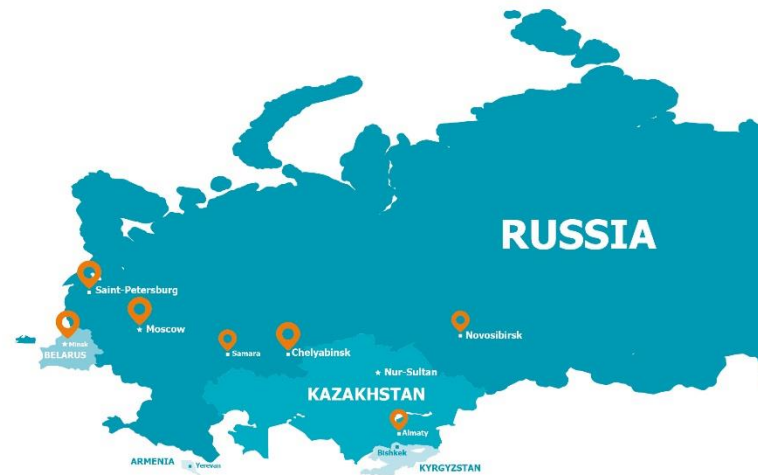
- ✓ More than 800 medical offices of the network operate under the franchising program
- ✓ Winner of the franchise rating among medical companies according to the BBoss portal in 2017
- ✓ Bronze medalist in the rating of franchises among medical companies according to the BBoss portal in 2016
- ✓ Leader of the first professional rating Golden Brand 2015
- ✓ Winner of the Golden Franchise Award 2013

Franchising programs

- ✓ **Standard. Moscow**
For Moscow
- ✓ **Standard**
For the cities with population 100 thousand or more
- ✓ **Town**
For towns with population 10-50 thousand people

The Invitro franchise gives you the opportunity to work on a ready-made business model under a large brand. Invitro provides partners with comprehensive support at all stages of development.

Payback of the project in 2 years, subject to the achievement of calculated indicators for each program.



**Others Lines
of Business**



INVITRO

Clinical Researches

(I-IV phases) according to the rules GCP and GLP:

- ✓ With pharmaceutical companies
- ✓ With contract research organizations (CRO)
- ✓ With government agencies

In 2020

135 clinical research projects

130 medical device registration projects



Water H2O Invitro Approved

It's a drinking water of the highest category from an artesian well.

Invitro has developed its own 4-stage bottled water testing system, which is carried out in its own laboratory facilities for more than 50 quality and safety indicators.



Partners



Communication partnership with ROSCOSMOS

- Joint contest to name for the bioprinter that will be sent to the International Space Station (ISS).
- Lectures at the Museum of Cosmonautics.
- Science festivals, large-scale music festivals – participation in the technology zone.
- Cosmic Health promotion.
- Live stream from the ISS at Invitro's Future of Medicine Conference.
- Space bio-printer "Argonaut". First experiment on printing living tissues and microorganisms in space.



Акция «Космическое здоровье»
12.04.2017-12.10.2017

Билет на Луну*

всего за
2499 руб.

Комплекс лабораторных исследований,
максимально приближенный к требованиям
отбора в отряд космонавтов

* Участникам акции не предоставляется фактический билет на Луну.
ИМЕЮТСЯ ПРОТИВОПОКАЗАНИЯ. НЕОБХОДИМО ПОЛУЧЕНИЕ КОНСУЛЬТАЦИИ СПЕЦИАЛИСТА.

A photograph of a man wearing a space helmet with a clear visor, set against a background of a starry space scene with a nebula.

Top Management



INVITRO

Management team



Alexander Ostrovsky

Chief Executive Officer and
co-founder of Invitro



Elena Kondrashova

Head of Technology
Department



Natalia Kolesnikova

Chief Medical Officer

Management team



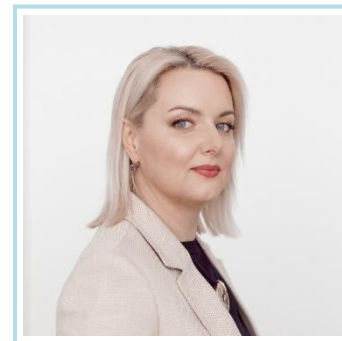
Philipp Saponov

Sales Director Invitro



Dmitriy Fadin

Director for Development and
Innovation Invitro



Yana Novikova

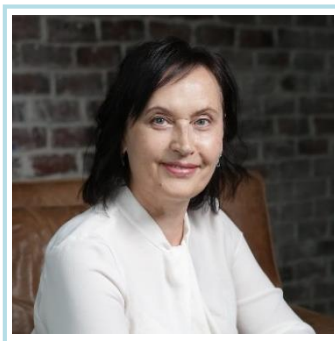
Head of Clinical Research
Department

Management team



Andrey Pozdnyakov

Chief physician of Invitro-Siberia,
candidate of medical sciences,
infectious disease specialist



Tatyana Ponkratova

Head of Medical marketing
Department



Sergey Khomyakov

Chief Physician of Invitro-
Moscow, MD

PR Team



INVITRO

PR Team Invitro



Nina Oreshkina

Head of PR

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Violetta Tikhonova

Manager

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Polina Melman

Manager

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General contacts

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Press

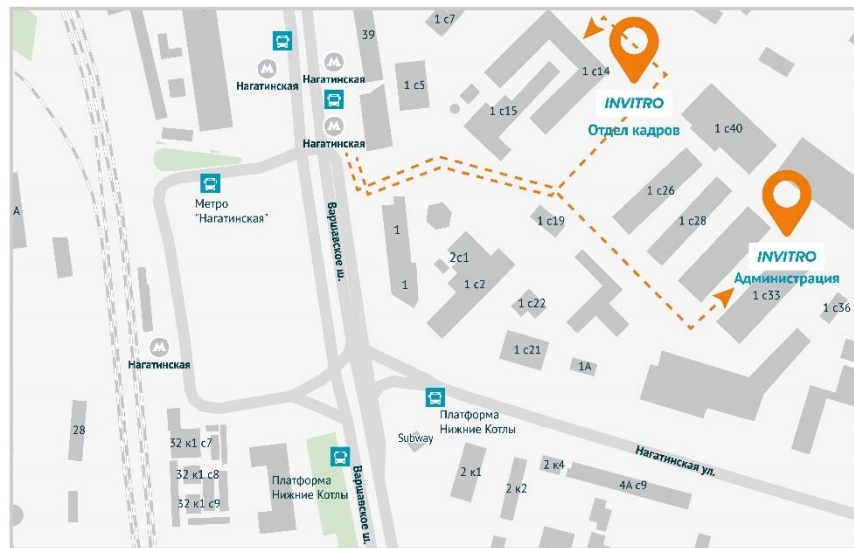
pressa@invitro.ru

Investor relations

startup@invitro.ru

Clinical trials

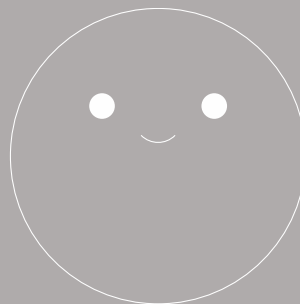
trials@invitro.ru



Thank you for your attention!

www.invitro.ru

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