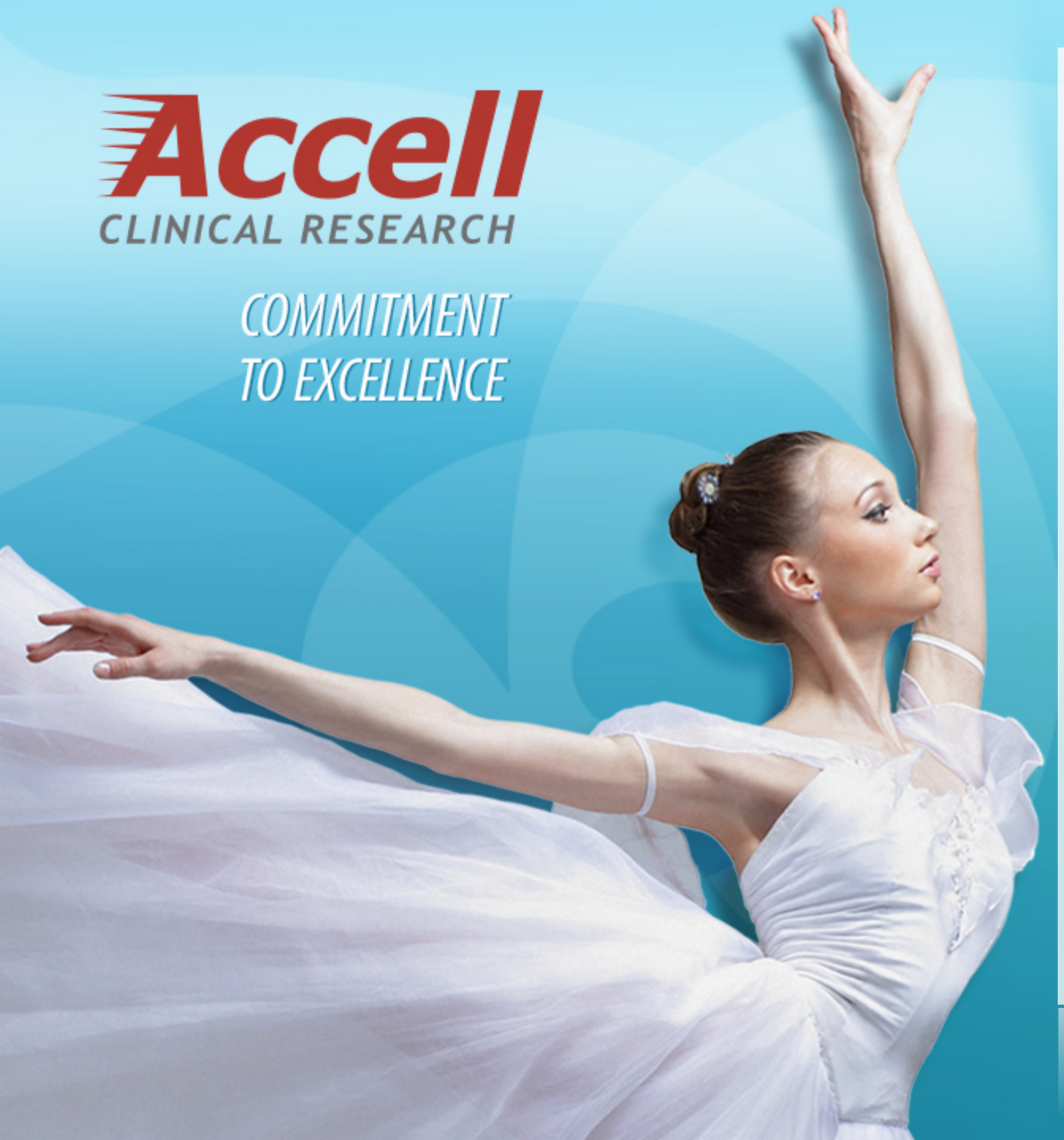
Accell
CLINICAL RESEARCH

COMMITMENT
TO EXCELLENCE



CLINICAL TRIAL OPPORTUNITIES IN RUSSIA AND EASTERN EUROPE - RAISING THE VEIL

Natalia Nayanova
Director of Clinical Operations and General Manager

Accell Clinical Research
2016

PRESENTATION STRUCTURE

Company overview

Advantages of the Region

FDA & EMA Acceptance

Myths vs. Realities

Planning for success

COMPANY OVERVIEW

Established in 2007

&

Privately owned

Core services:

Clinical trial management

Management team

Joint experience of

25+

years in CRO
and pharmaceuticals

Natalia Nayanova, Co-founder, Director of Clinical Operations

Julia Kondakov, Co-founder, Director of Business Development

Svetlana Kazanskaya, Director of Organizational Development

COMPANY OVERVIEW

Geography

- Capabilities in 11 countries
- 3 offices (Russia, Ukraine, USA)
- Russian office manages clinical operations
- US office manages business administration

Clients

- EU, USA, Canada, Russia

- Biotechs and small/medium size pharmaceutical companies

Company Overview – BUSINESS PRINCIPLES

Transparent budgeting and invoicing

Delivery on commitments

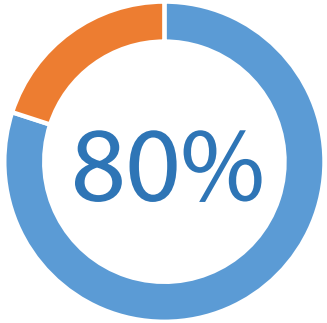
Rigorous selection of staff

Understanding of unique needs of biotech companies

Company Overview – RECOGNITIONS & ACHIEVEMENTS

2015: **CRO Leadership Award for Reliability,**
Life Science Leader Magazine

100% sponsor audits and inspections **without critical findings** (2009-2015)



Repeat business – 80%

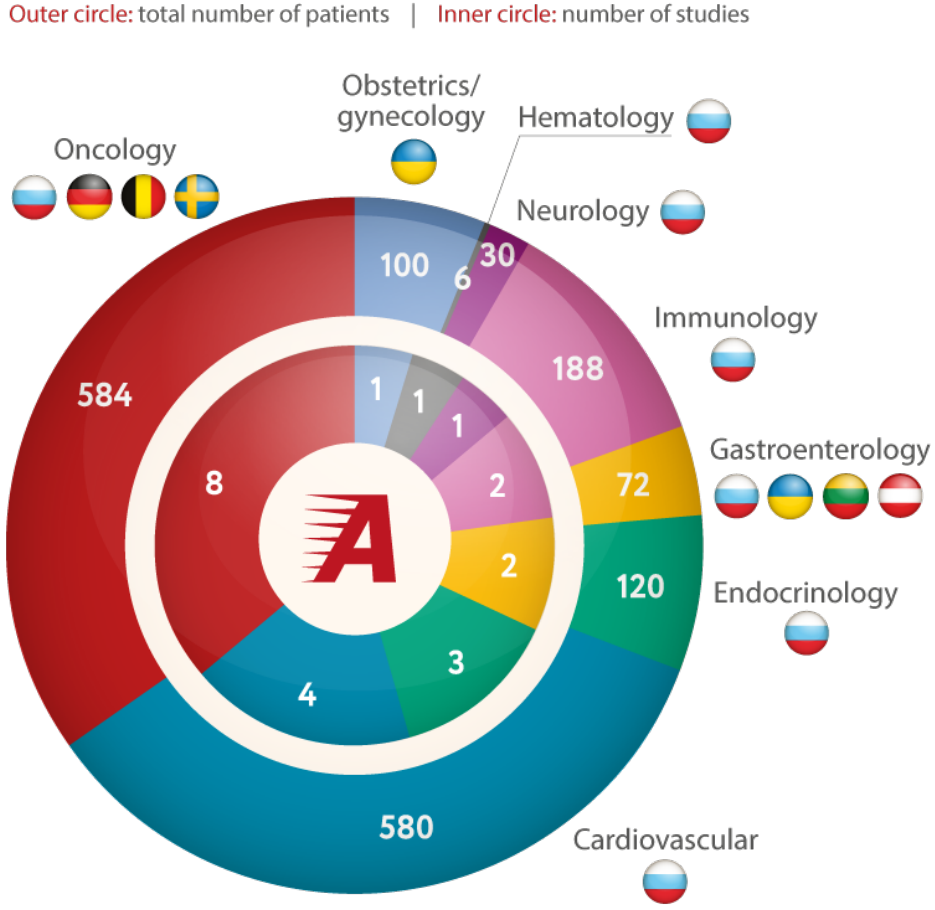
4 inspections:
European Medicine Agency, Russian Ministry of Health, State Agency of Medicines (Latvia)

16 Sponsor audits
of company and sites

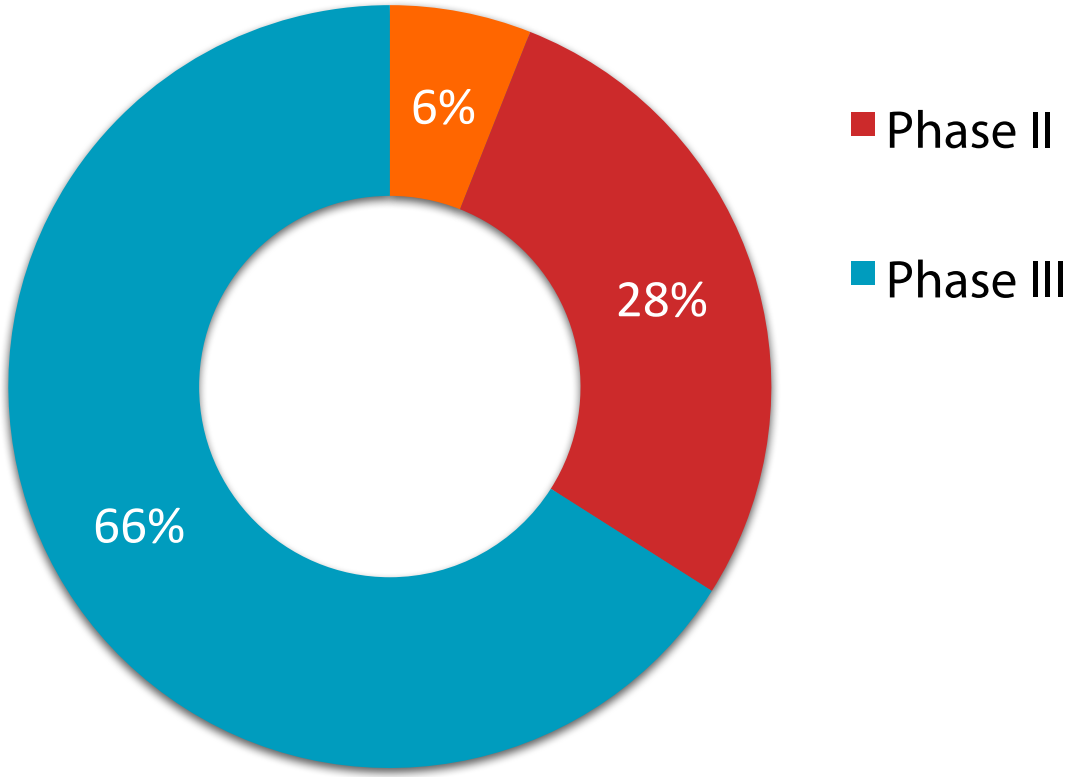
8 Sponsor's Accell audits

Company Overview – EXPERIENCE SUMMARY BY INDICATION & PHASE

Experience by indication



Experience by phase



CLINICAL TRIALS – MAIN ISSUES

Availability of Patients

Competition

Recruitment

Quality of Data

Hospital Facilities

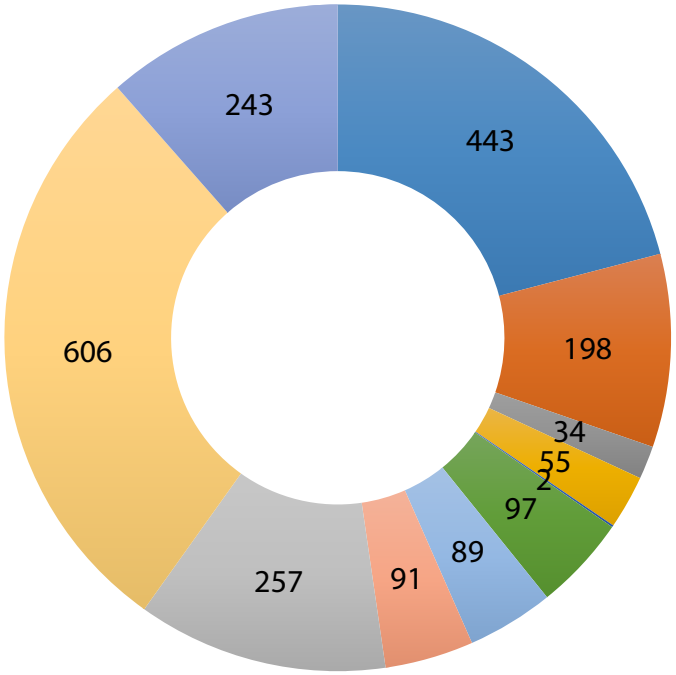
Standards of Care (SOC)

Regulatory Environment

Advantages of the Region – AVAILABILITY OF PATIENTS & RECRUITMENT

Russia, CIS and Eastern Europe

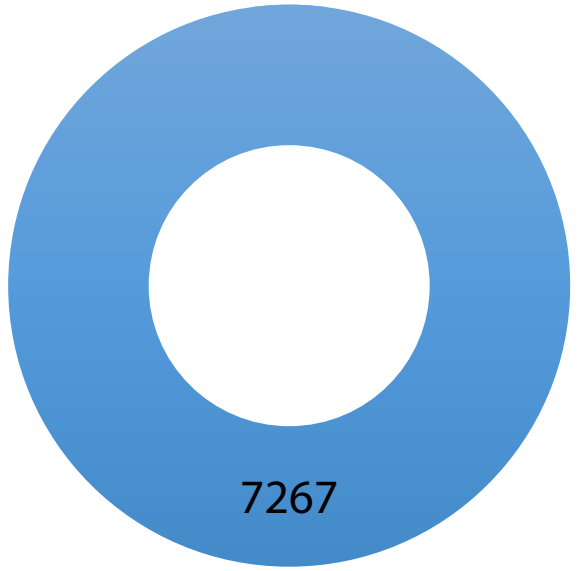
Population of **290 mln** people *
Total number of studies in 2014-15, phases I-III is **2113****



- Russia (443)
- Ukraine (198)
- Belarus (34)
- Georgia (55)
- Kazakhstan (2)
- Estonia (97)
- Latvia (89)
- Lithuania (91)
- Bulgaria (257)
- Poland (606)
- Romania (243)

USA

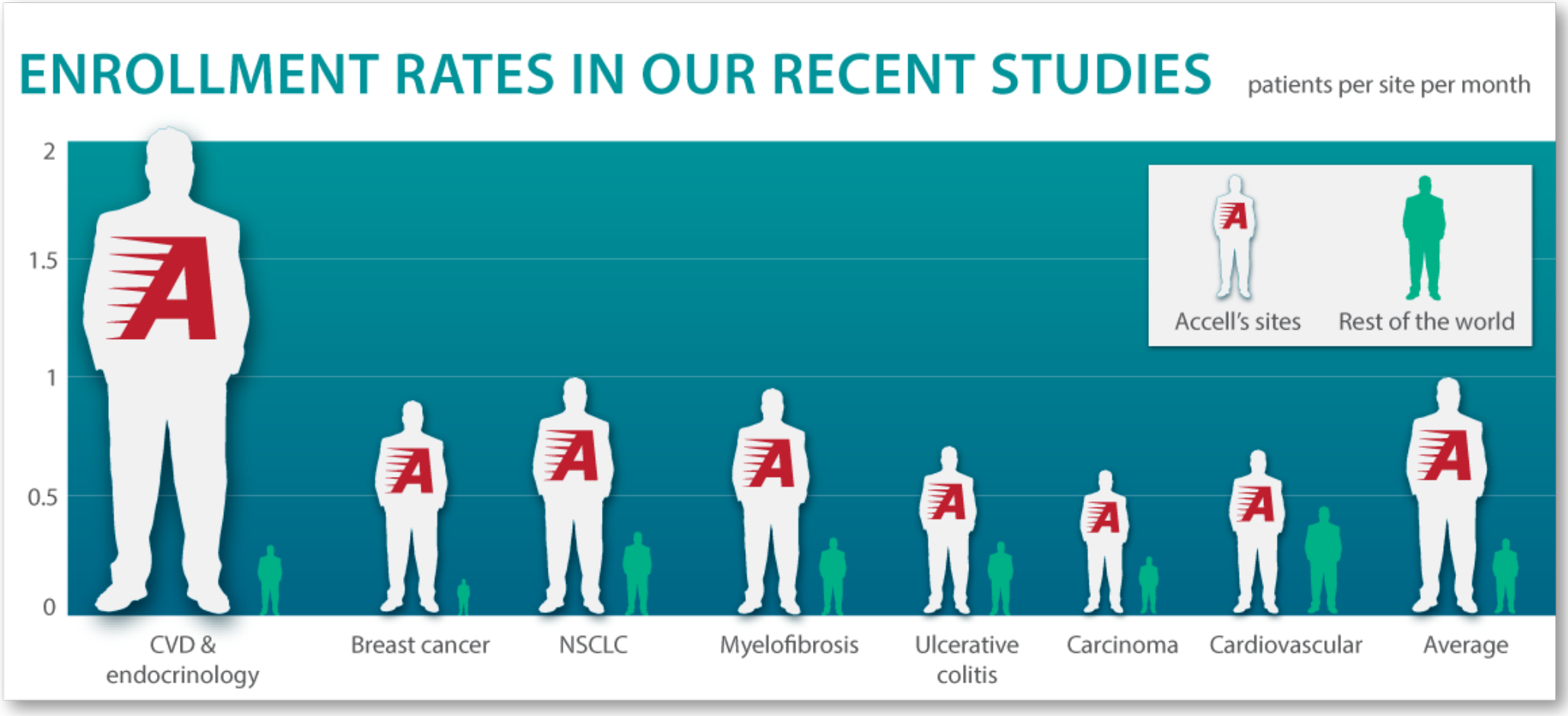
Population of **324,4 mln** people *
Total number of studies in 2014-15, phases I-III is **7267****



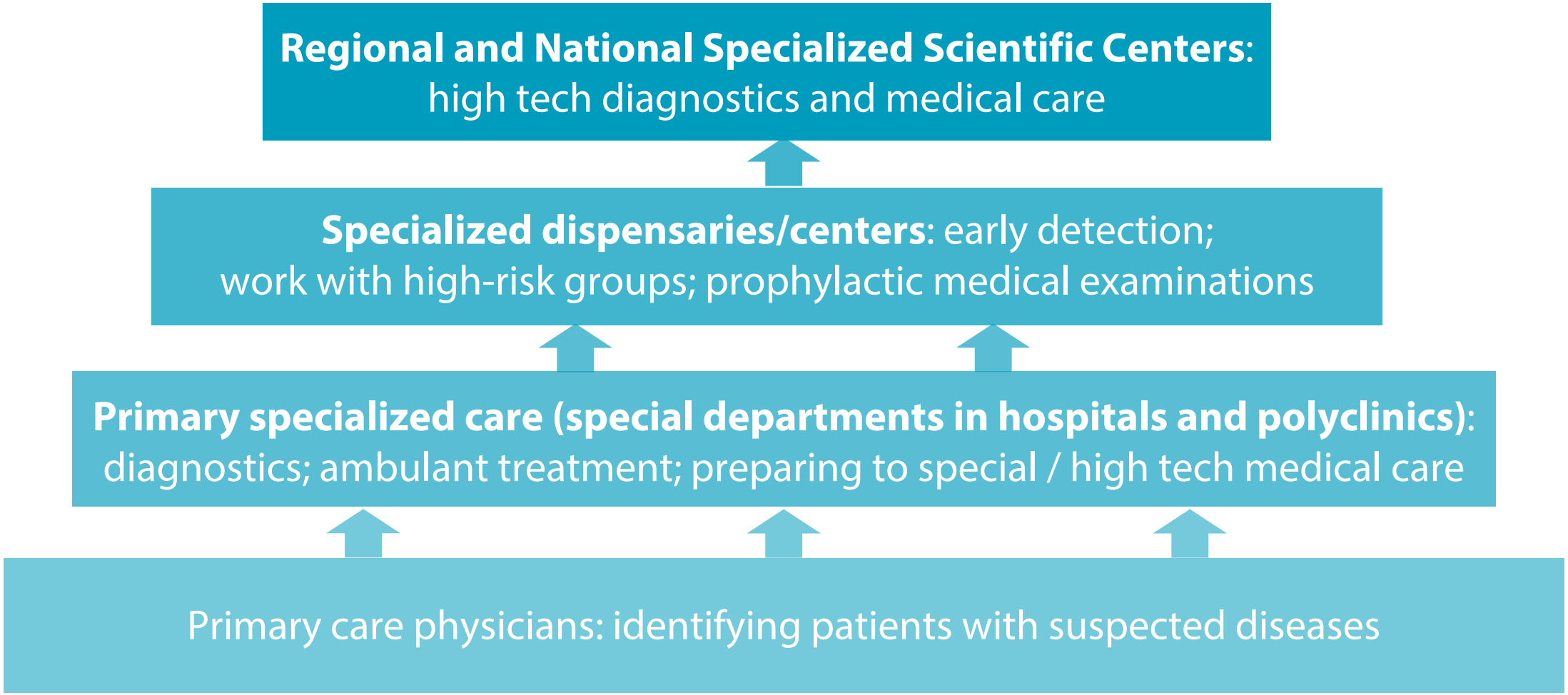
- USA (7267)

Sources: * worldometers.info; ** clinicaltrials.gov

Advantages of the Region –
AVAILABILITY OF PATIENTS & RECRUITMENT



Advantages of the Region – CENTRALIZED HEALTHCARE STRUCTURE



Advantages of the Region – HOSPITAL FACILITIES & SOC

Hospital Facilities
(National Oncology Program)

bln Rub (~1,3 bln USD) investment in 2009-2014

new medical facilities built

Units of medical equipment purchased and installed

Standards of Care

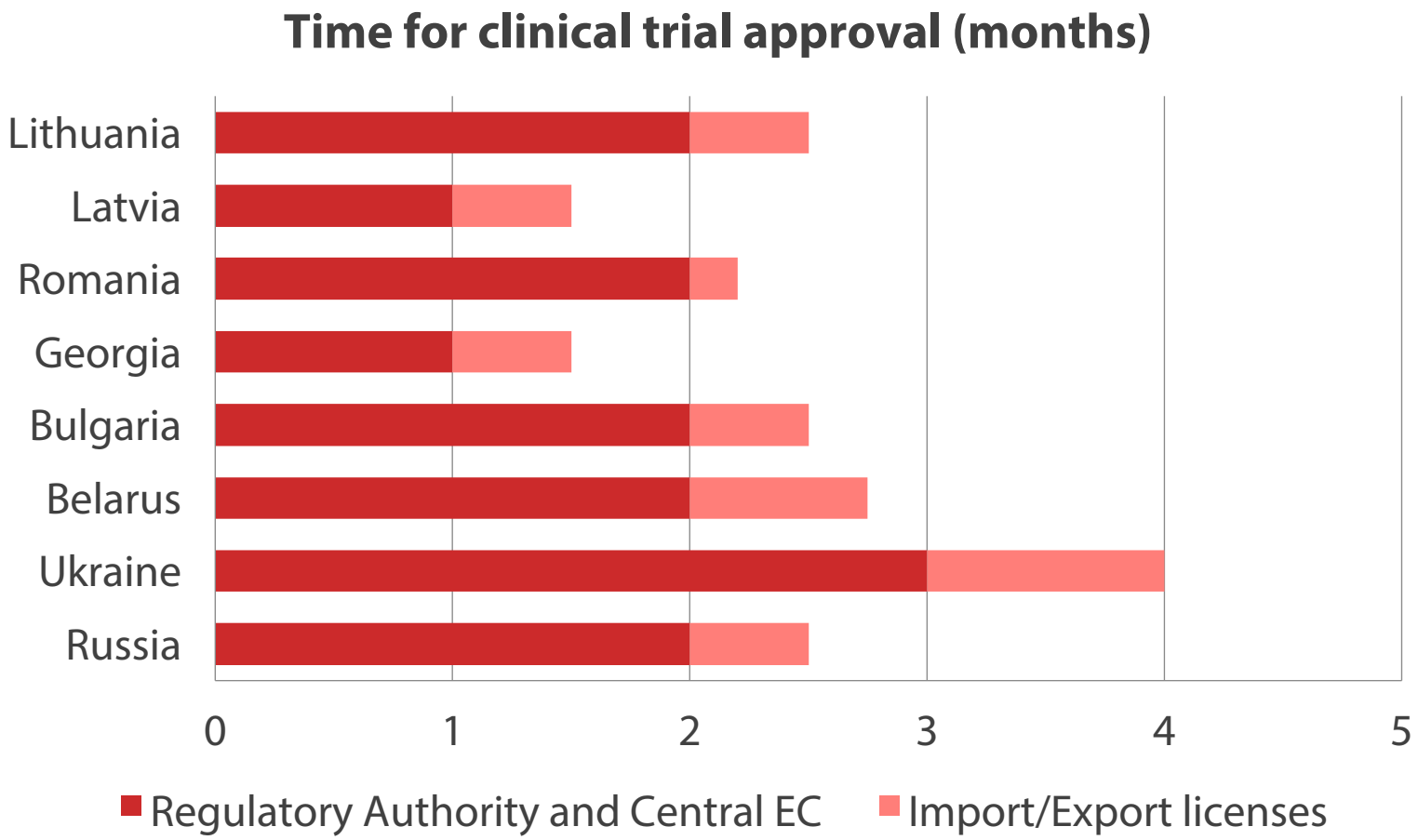
In many indications the Standards of Care (SOC) are the same as widely accepted in the Western countries (EU/USA)

Sources: kommersant, mednovosti

Qualified & experienced investigators:

- PI must have at least 5 years of experience by law
- experienced study nurses
- experience with different agents, including biologicals

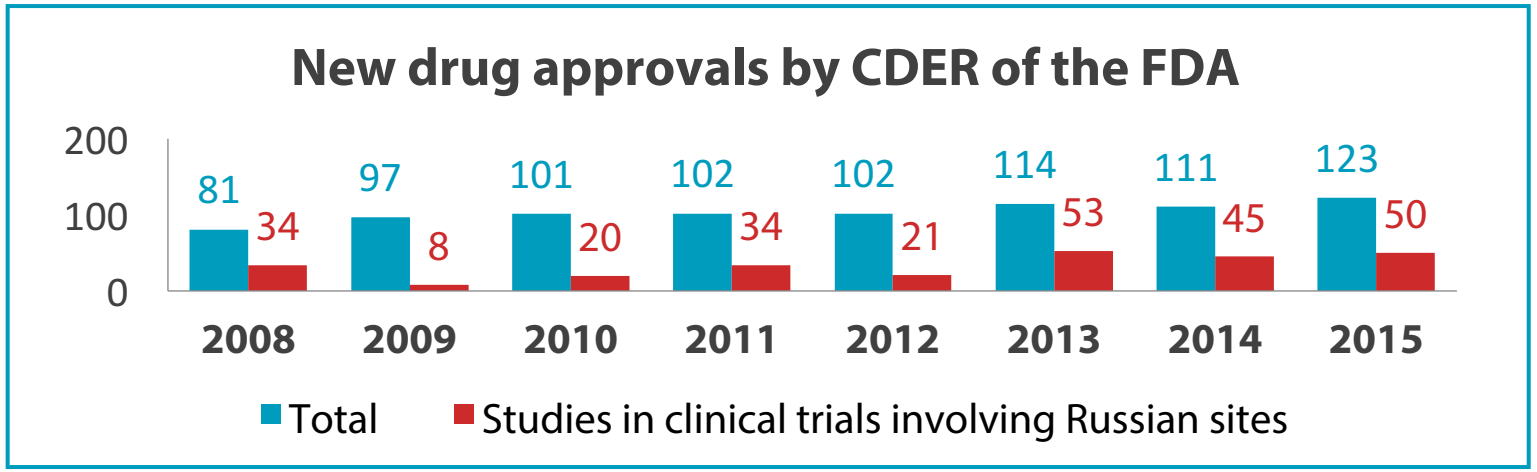
Advantages of the Region – REGULATORY ENVIRONMENT



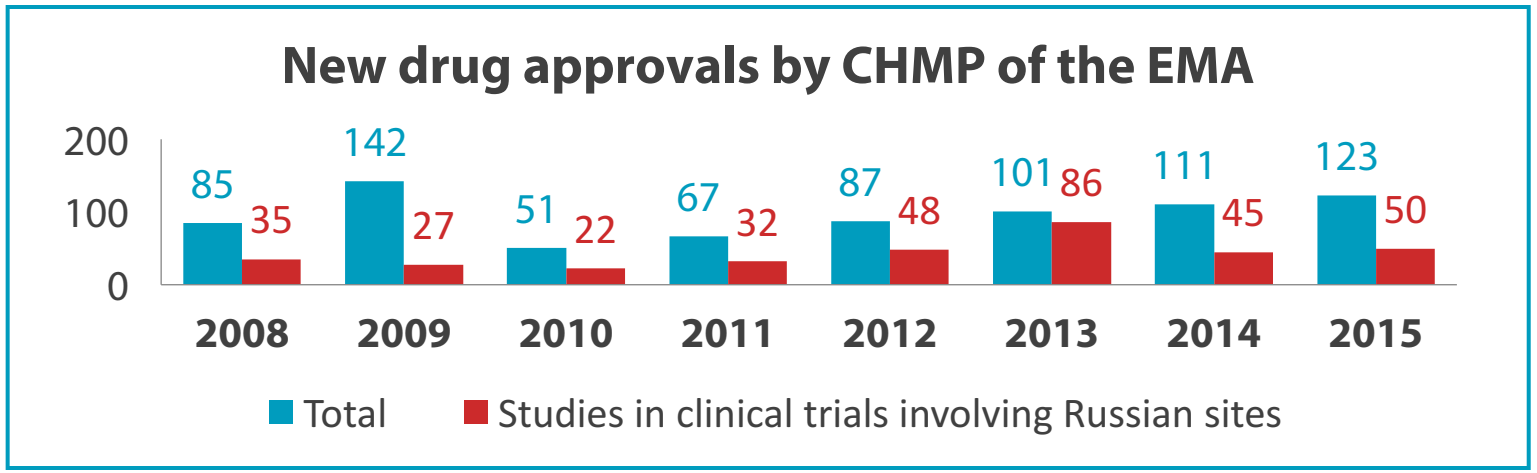
ICH-GCP standards incorporated in Federal Law

Average start-up timeline to FPI is 5 months

Advantages of the Region – QUALITY OF DATA. EMA & FDA ACCEPTANCE



CDER – the Center for Drug Evaluation and Research

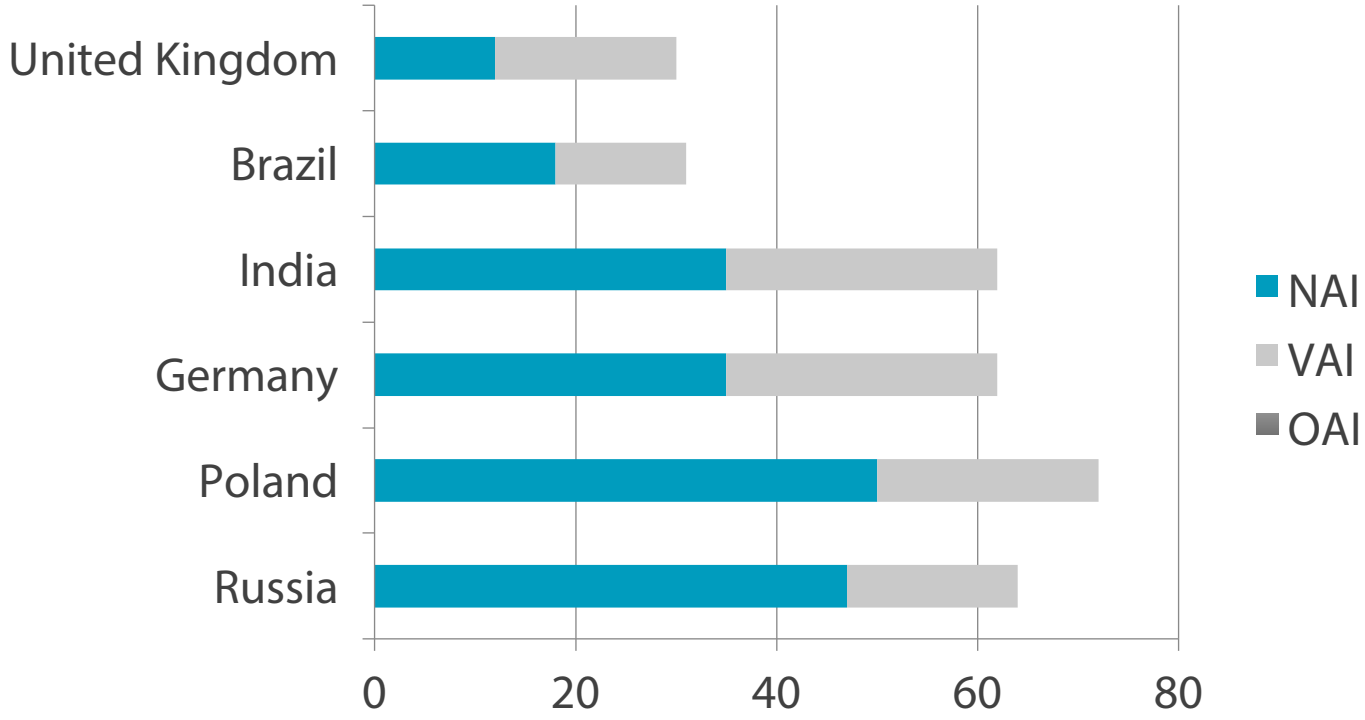


CHMP – the Committee for Medical Products for Human Use

Source: Orange Paper — clinical trials in Russia by Synergy

Advantages of the Region – QUALITY OF DATA

Clinical Investigator Inspections, FDA (2008-Q1 2016)



*http://www.accessdata.fda.gov/scripts/cder/CLIIL/*index.cfm

Advantages of the Region – QUALITY OF DATA

"Most of the data from pivotal clinical trials submitted for marketing authorization applications to the EMA are from third countries and the Russian Federation (RF) is one of the key players in this respect. In fact about 60 per cent of all clinical trial data included in MA applications to the EMA has been generated outside the EU…."

European Commission Analytical Report - Cooperation in the field of clinical trials, September 2012

MYTHS vs. REALITIES (1/2)

DIFFICULT LOGISTICS

- Closed borders
- Long wait at customs
- Lack of transparency

SIMILAR TO OTHER COUNTRIES

- Border control, not barriers
- 3 days
- Clear requirements, ask CRO

VS

LANGUAGE BARRIERS

- Communication with PI
- Communication with CRO
- Translation requirements

YES, DIFFERENT LANGUAGE

- Working knowledge of English
- English, communication plan
- Taken care of by CRO

MYTHS vs. REALITIES (2/2)

QUALITY AND COMPLIANCE

- At site
- Data acceptance by international regulators

REGULATORY SYSTEM NOT MEETING INTERNATIONAL STANDARDS

VS

PROVEN QUALITY

- FDA inspected
- 101 RZN inspection, 34 – with findings *
- New drug approvals with Russian data

IN-DEPTH ANALYSIS OF RUSSIAN REGULATORY FRAMEWORK UNDERTAKEN BY EUROPEAN COMMISSION DURING COVERING LEGISLATION UP TO 2012

* 2008-2014

Clinical Trials in Russia & Eastern Europe – SUMMARY

- Fast start-up
- Centralized healthcare, specialized hospitals
- Low migration rates, thus high retention
- Lower access to state-of-the-art treatment protocols
- Treatment-naïve patients in many indications
- Experienced and qualified investigators
- ICH-GCP incorporated in legislation

FASTER RECRUITMENT

In our recent clinical studies,
***enrollment rates** at Accell's sites were*
***1,4 to 7 times higher** than in the rest of the world*

HIGH QUALITY OF DATA

At least 30-40% lower per patient costs in clinical studies compared to Western countries and the US

Conclusions – PLANNING FOR SUCCESS (1/2)

- **Location**: Carefully assess available options for locations of your clinical trials

- **Availability** of
  - patients
  - SOC
  - acceptability of data by regulators
  - past performance

- **Look wider** towards regions that may be underutilized as a clinical study region, but offer great opportunities: Russia is a good example

Conclusions – PLANNING FOR SUCCESS (2/2)

- **Backup plan**: Include more countries in your feasibility and budget process than you plan to initiate: in many cases having a backup selection of locations will save time and costs

- **Flexibility:** Your initial plans may change based on feasibility feedback and cause you to reconsider your country selection strategy

THANK YOU FOR ATTENTION
ANY QUESTIONS?

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