



2022 ANNUAL REPORT

*This report discloses information about 2022 performance of AMITY International LLP and it is not an annual report.



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CEO

Omsk State Medical Academy
MBA diploma, MIM LINK Master's degree in
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*Kazakhstan's national pharmacological distributor
ranking number 4 on the pharmaceutical market of
the Republic of Kazakhstan.
International GDP Certificate*

2022 sales surged by more than 30%. Key factor behind the success is development of online sales via Apteka.com platform. Growth pace of the project in the country was 100%. Apteka.com turned into a leading online platform in the Republic of Kazakhstan. Our clients satisfied themselves of advantages of the pickup in-store model since delivery is always made just in time and at a minimum price. In 2021, a mobile application was launched for Apple and Android and over 100 pharmacies were branded. Despite different restrictions, the company successfully coped with a multiply increased logistic load, and an order delivery standard was complied with: 24 hours after a request was received.

About us

AMITY International was founded in 1996.

Today it's one of the leaders of the pharmaceutical market in Kazakhstan.

The assortment of medicines and medical products includes more than 8,000 items.

The company serves about 5,000 pharmacies in all regions of Kazakhstan.

AMITY International is a reliable link in the supply chain of medicines from more than 300 manufacturers from around the world to the people of Kazakhstan.

Since 2005, the company was the first to implement a quality management system in the distribution sector of the pharmaceutical industry in Kazakhstan; receiving an international certificate of conformity - ISO 9001:2000.

Currently, AMITY International employs more than 200 people.



Mission of the company

We are an ethical company whose activities improve the health and quality of life of people.

We provide deliveries in a wide range, with minimal costs and just in time.

We develop open and mutually beneficial cooperation with partners on the principles of reliability and professionalism in work;

- striving for technological leadership;
- maintaining high quality and safety standards.

We build our development on the basis of:

- trust in employees and energy, initiative, responsibility of each of them;
- attention to personal and professional growth;
- sincerity and friendliness; • honesty and fairness in relationships.

Strategic tasks of the company



Increased share of presence on each of the markets, development of online sales



Use of geographic and branch synergy

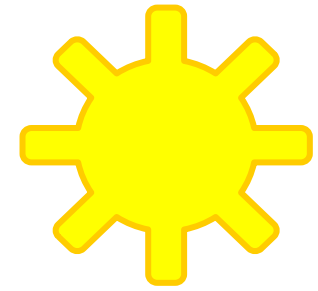


Use of a complete set of competences of the Company in each area of activities



Optimization of costs and ensuring competitive prices for goods and services

Company in figures:



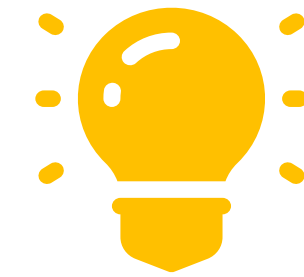
September 1996 –
establishment of AMITY
International LLP



1999 – launch of Astana
branch.



2006 – launch of a central
warehouse in Almaty City.



2008 - the company joined top
three distributors of Kazakhstan



2009 – AMITY International LLP
joined NPC Katren JSC



2012 – launch of a new
warehouse in Astana and Ust-
Kamenogorsk



2014 – warehouse in Almaty
received GDP certificate



2017– start of
Apteka.com project



2018 –
launch of AMITY's project
'Client's Account'



2019 –
warehouses in the cities of Ust-
Kamenogorsk and Aktau
obtained GDP certificate



2020 –
warehouse in Astana received
GDP certificate

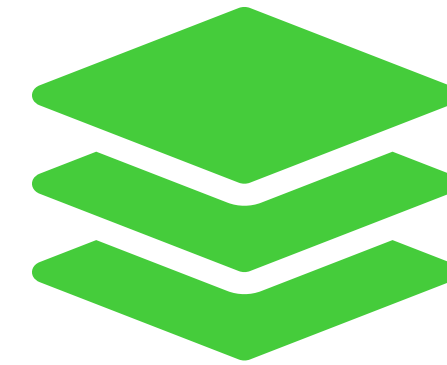


2021–
launch of mobile application
Apteka.com in AppStore and
Google Play

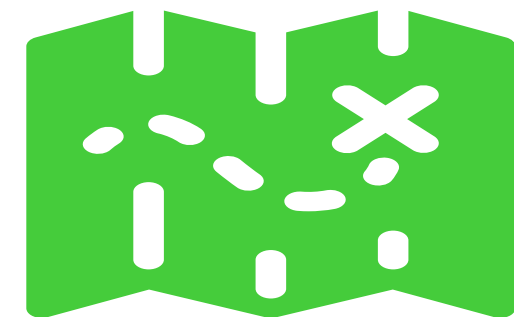
Company in figures:



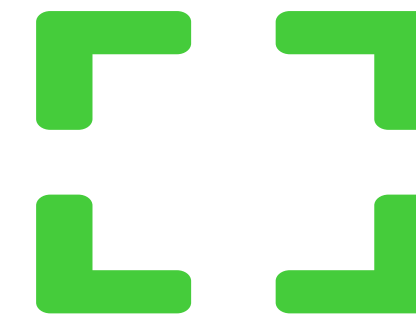
200 employees



5 warehouse complexes



5 branches



Total warehouse area
7014 m2

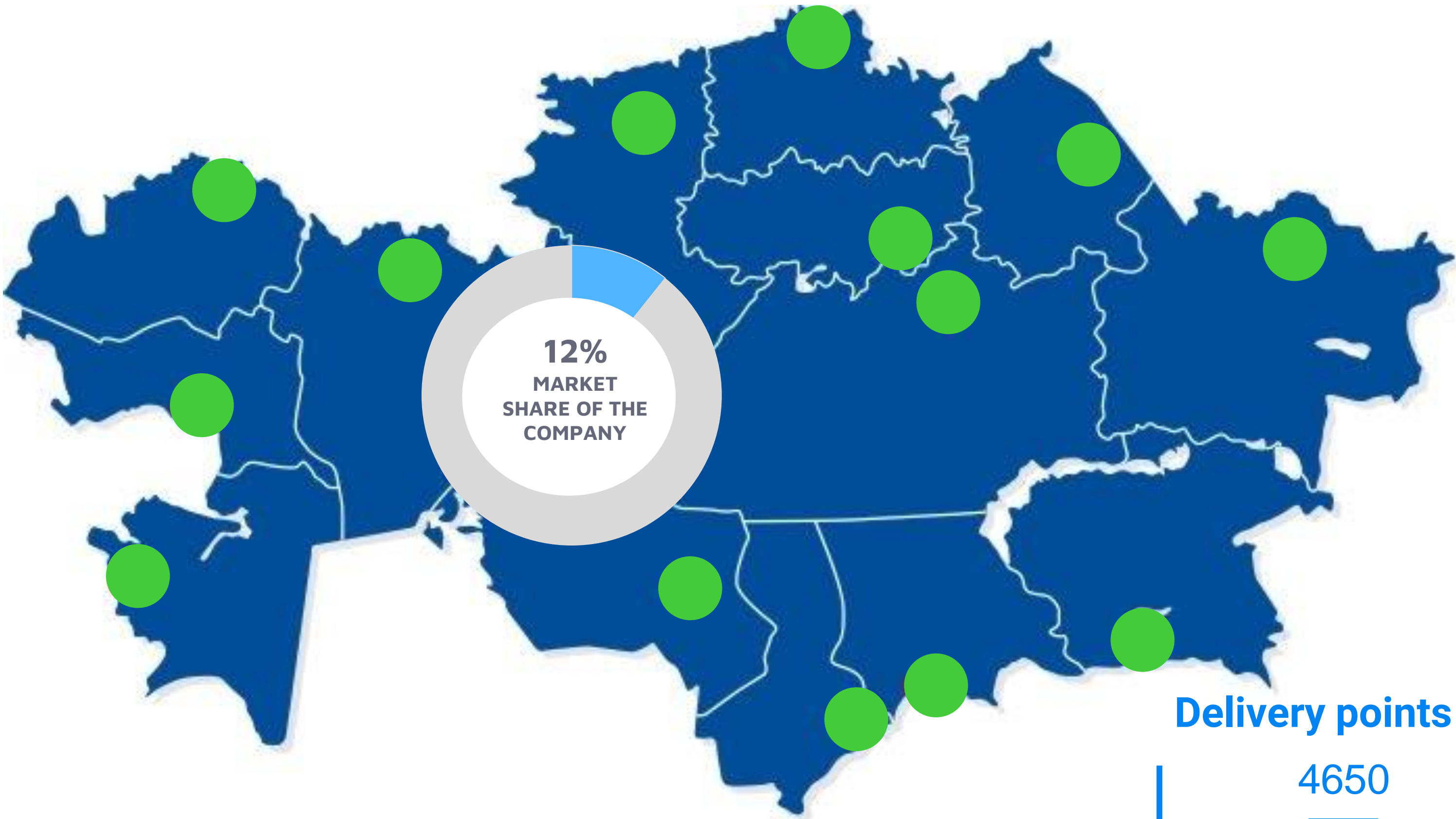


2 representative offices

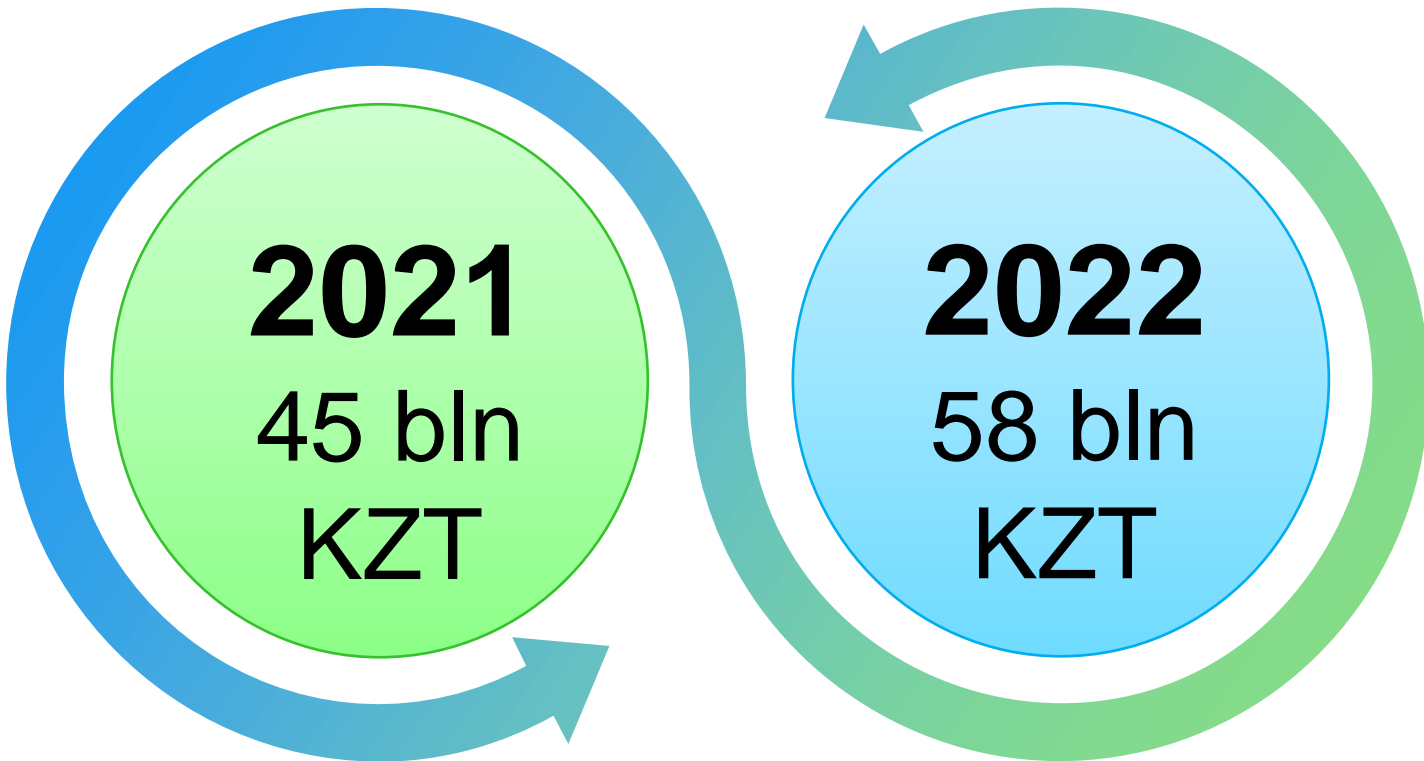


10 mobile offices

Business geography



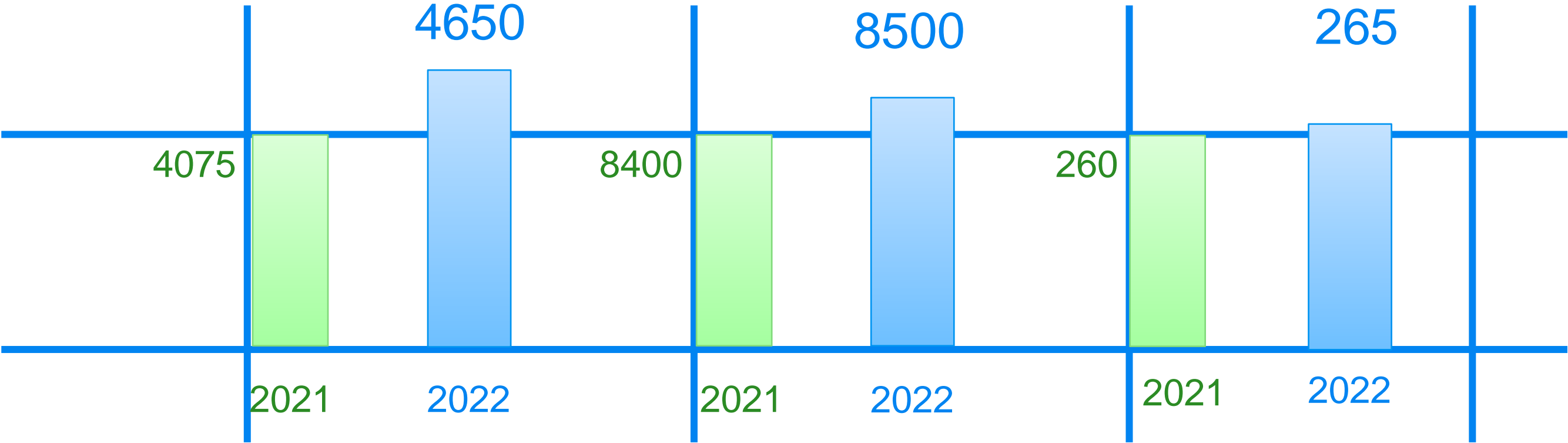
Revenue of the company



Delivery points

Items in a price list

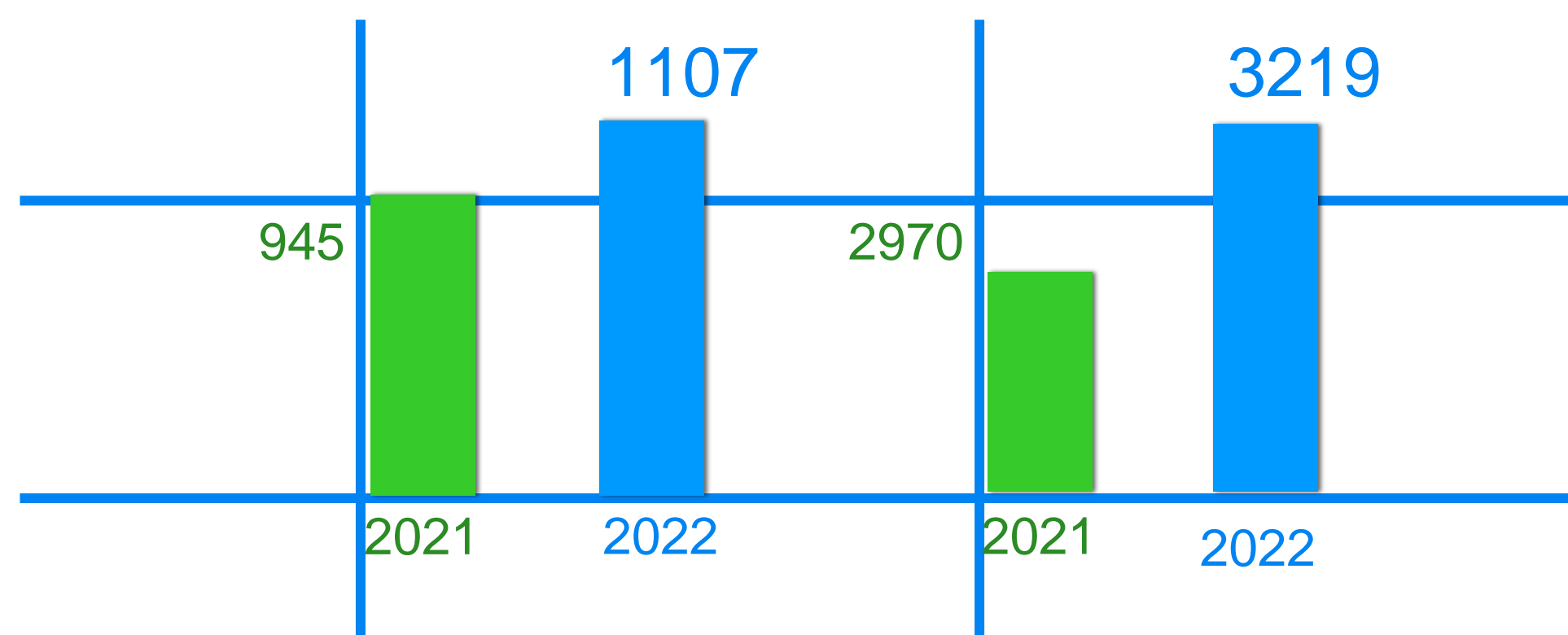
Suppliers





**Partner
pharmacies**

**Revenues
(bln KZT)**



Apteka.com – is an Internet portal for search and order* of pharmaceuticals and products pharmacy-sold products.

Apteka.com – is a competitive advantage of not only EMITY International but also its partner pharmacies.

Essence of the service: visitor of Apteka.com website orders pharmacy-sold products on the website and selects from a list of partners a pharmacy where it is more convenient for him to pay for and collect his order. AMITY International delivers an order to a picked pharmacy on a next business day.

Apteka.com improves quality of pharmaceutical provision of the population.

- Availability of pharmaceuticals is improved (a broad range throughout the country)
- Attractive prices
- Quality medication from a leading supplier of the country
- Convenient order registration and selection of the closes pharmacy

Main benefit for the pharmacy is attraction of extra buyers. Making or order via the website, the buyer will certainly go to collect it from a partner pharmacy and after several orders he will get used to go to that particular pharmacy.

Social responsibility

Responsibility to partners.

We pay close attention to our relationships with our partners and we build our work on principles of mutually beneficial cooperation, trust and honesty, ensuring quality of products sold and a high level service.

We manage service quality:

- we make high demands to manufacturers and build our work with them mainly based on the principle of direct deliveries;
- we provide proper conditions for storage and transportation, prompt transfer of necessary information and immediate response in case of detection of low-quality products;
- we build our activities in such a way as to minimize operating costs and ensure high profitability of the Company at low and stable prices for our customers;
- We provide transparent reporting.

Responsibility to community and the state.

We are sure that no company has the right to distance itself from the community in which it operates.

Key direction of our business is to provide the population with affordable and high-quality medicines. We carry out our activities in line with high quality standards and legal requirements. Developing business, we create extra jobs and make all tax deductions prescribed by law to the state budget.



HSE issues

Responsibility to employees

Relationship with employees rest on the following basic principles:

- ✓ the Company respects and totally complies with personal, socio-economic, cultural and political rights of its employees;
- ✓ relationship with each employee rests on mutual respect, trust and honesty;
- ✓ any form of discrimination against all employees and candidates for employment is excluded;
- ✓ the company strives to unlock potential of each employee and motivate him to professional and personal growth as well as provide ample opportunities for learning and development;
- ✓ the Company provides safe working conditions for all its employees, regularly monitors risks that could harm health of employees, and takes necessary measures to reduce likelihood of these risks to a minimum level;
- ✓ the Company strives to create a favorable psychological climate in the team and comprehensively contributes to the maintenance of ethical standards of behavior among its employees.



We guarantee our employees:

- timely payment of decent wages;
- timely and full deduction of insurance payments under pension, medical and social insurance programs;
- safe working conditions;
- confidentiality of personal data of employees, including employment records, information about income levels, vacations, promotions and other personal information;
- social support;
- development according to system of professional training of personnel and advanced training;
- training within a single standard of corporate education.

Occupational health.

Occupational safety and environment protection

Destruction of substandard medicines.

Subject to Order of Acting Minister of Health of the Republic of Kazakhstan No. KP ДCM-155/2020 'Approval of Rules for destruction by subjects in circulation of medicines and medical devices which have at their disposal medicines and medical devices that have become unusable, expired, counterfeit medicines and medical devices and others that fail to comply with requirements of laws of the Republic of Kazakhstan' AMITY International LLP destroyed goods with an expired shelf life, recalled and defective goods on December 27, 2022.

During 2022, 353 items (70,216 packages) of expired goods, 21 items (621 packages) of recalled goods, and 291 items (5,713 packages) of defective goods were destroyed.

Overall, 665 items of goods (76,550 packages) were destroyed in 2022. Destruction of medicines, medical devices and medical equipment unsuitable for sale and medical use weighing 3,562 kg was carried out based on Contract No. 12.11.18 dated November 26, 2018 by Perfect Eco.



AMITY International is a recognized leader

AMITY International LLP received an independent business award Industry Leader 2022 from the National Business Rating.

Status of a leader reflects efficiency of institution, its contribution to development of country's economy, and improvement of welfare of citizens.

Our organization joined TOP-10 best enterprises of the Republic of Kazakhstan.

WAY TO THE TOP

We always care about quality of services, we work hard with our customers and partners based on trust and integrity.

Our company has been holding high positions in the ranking for more than a year. Corporate principles that every employee of AMITY International sticks to help us stay in the top.

RECIPE FOR SUCCESS

Key driving force to achieve success is our team. We value our employees and make every effort to ensure that everyone is satisfied with their work and can constantly develop. Our employees received distinctions confirming their high labor achievements and being evidence of exceptional competence.

AWARD IS OUR PRIDE

We are proud to receive the title 'Industry Leader 2022'!

'The award of the National Business Rating for our entire team is inspiration, confirmation of success and efficiency of work, authoritative recognition of success.'

Confirmation of the leader status is not just an assessment of merits, it is also a huge responsibility to public, because we must live up to our high rank and justify trust of both authoritative experts and our customers and partners.

