



**INVESTMENT OPPORTUNITY  
OF HEALTHCARE  
SECTOR IN UKRAINE**

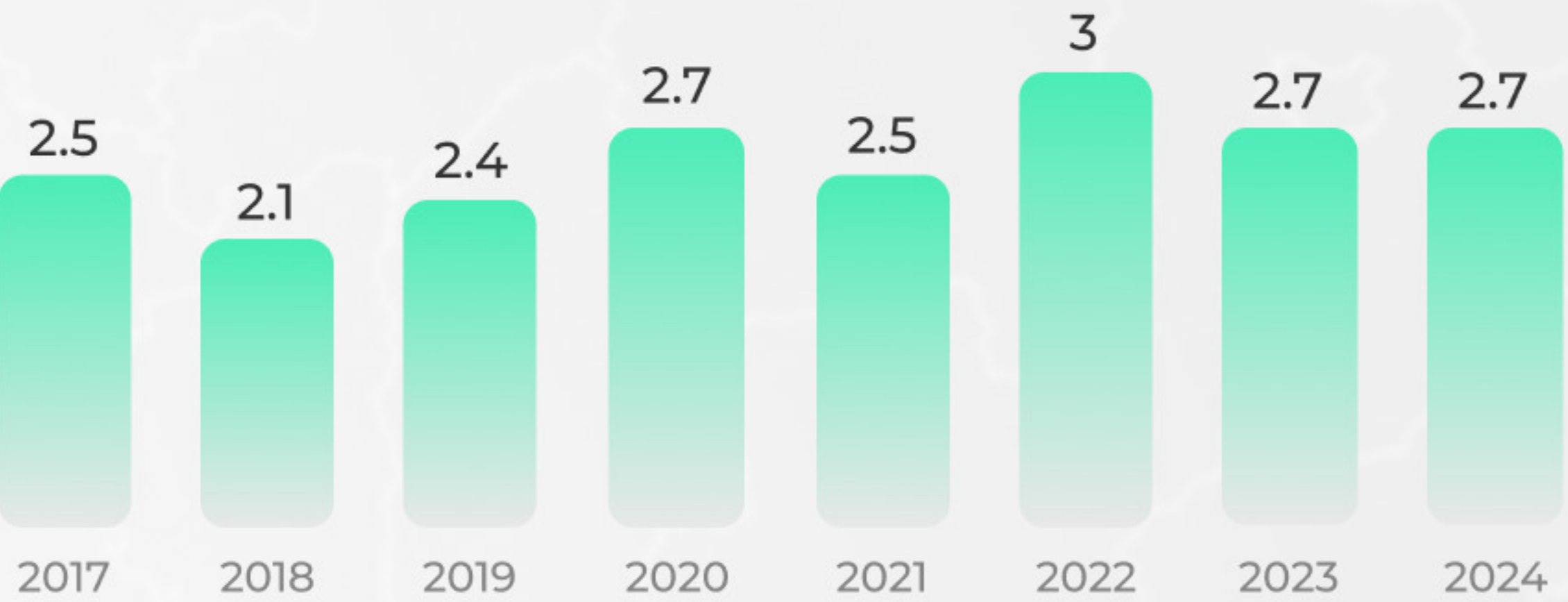


# HEALTHCARE SECTOR OF UKRAINE

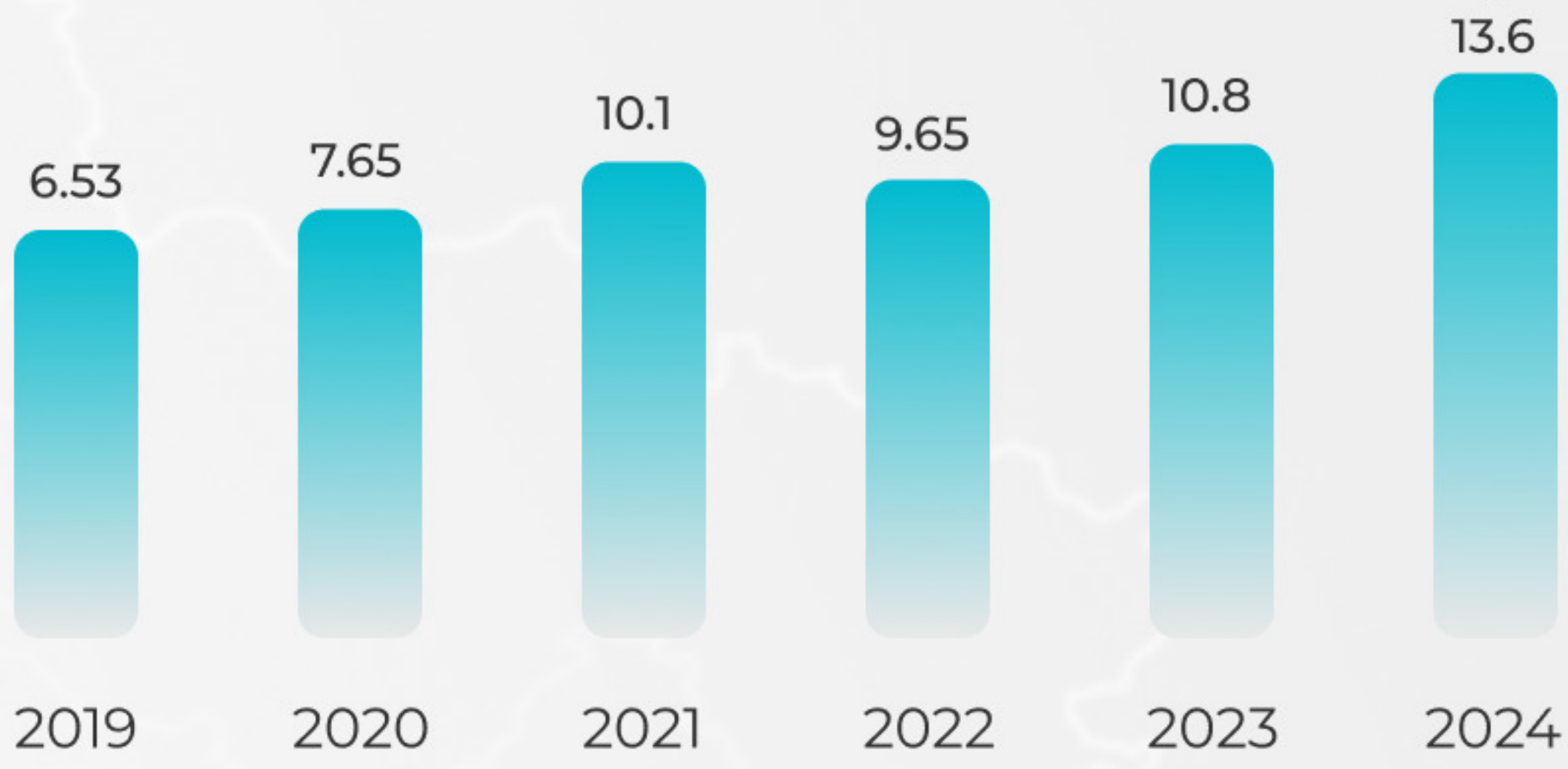


## Macroeconomic overview

Healthcare sector\* share in Ukraine's GDP, %

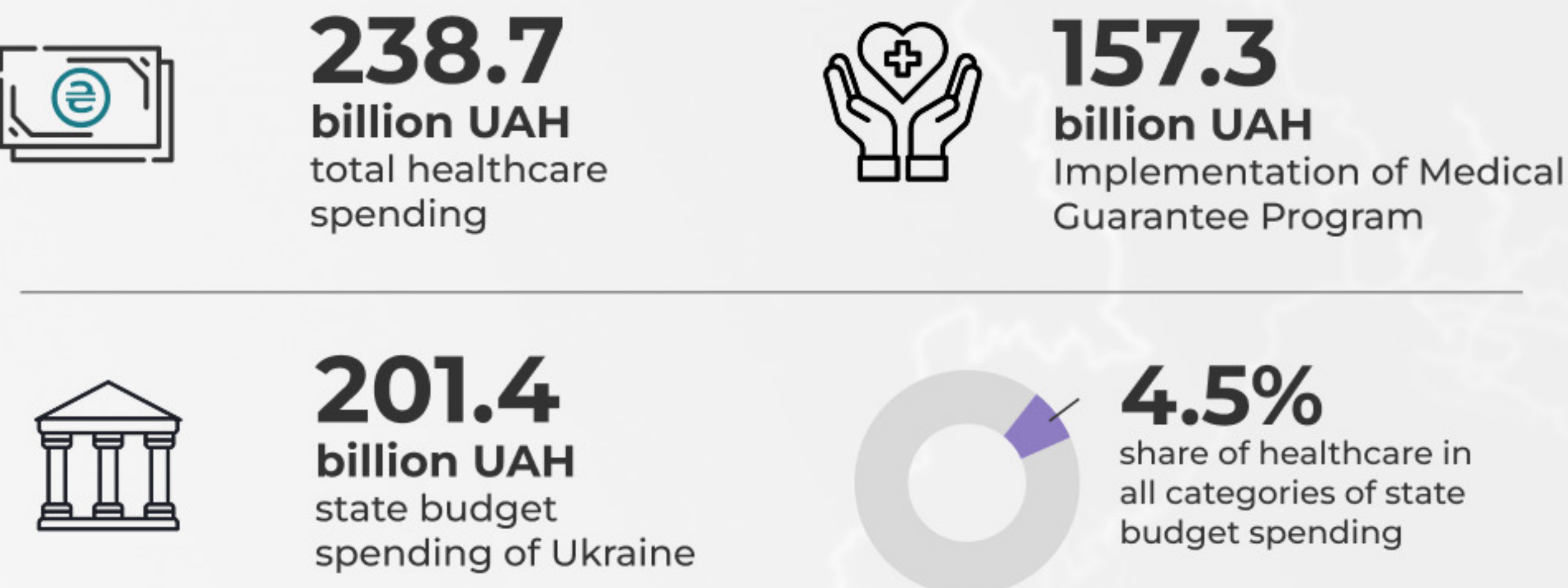


Taxes paid in the healthcare sector, billion UAH

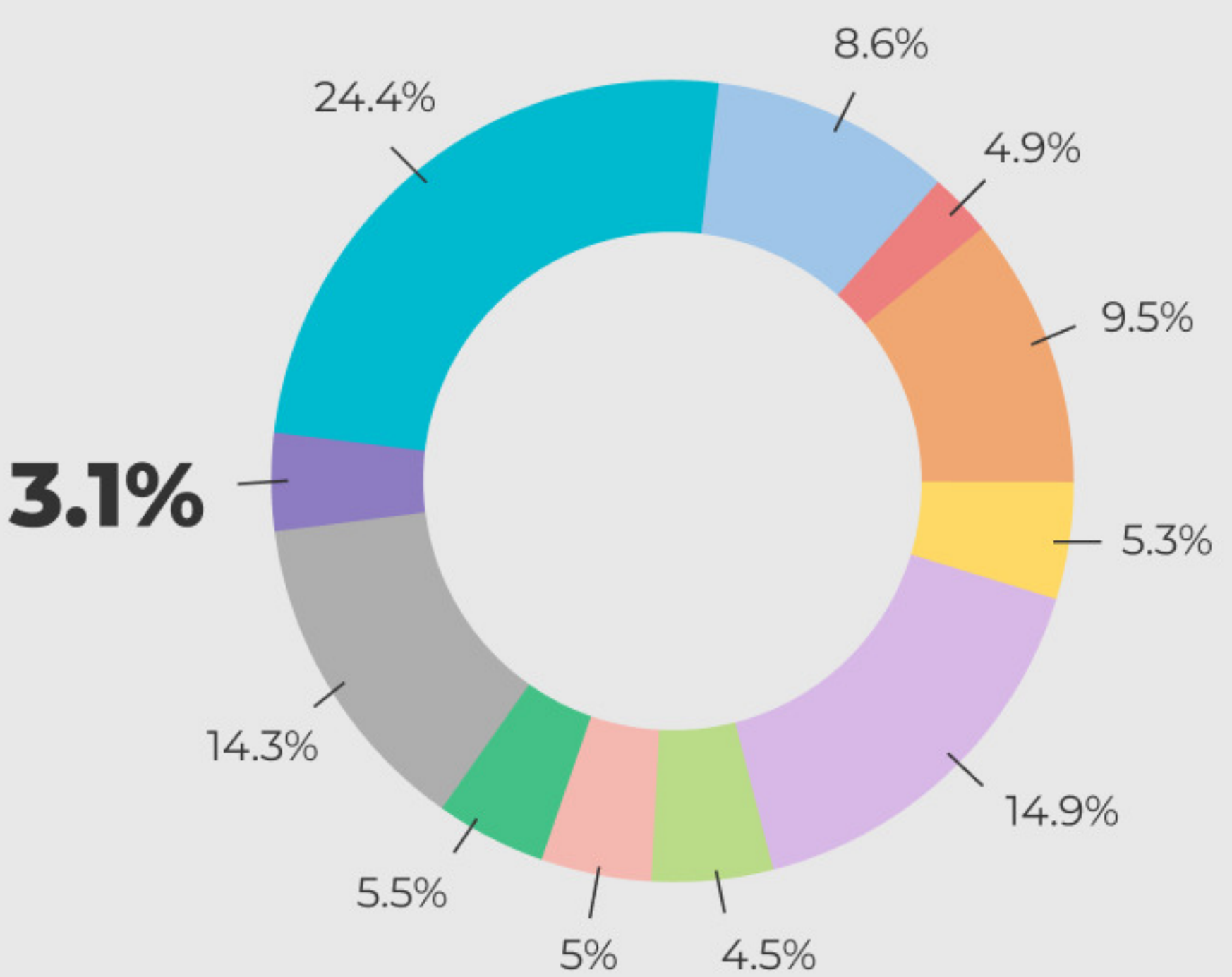
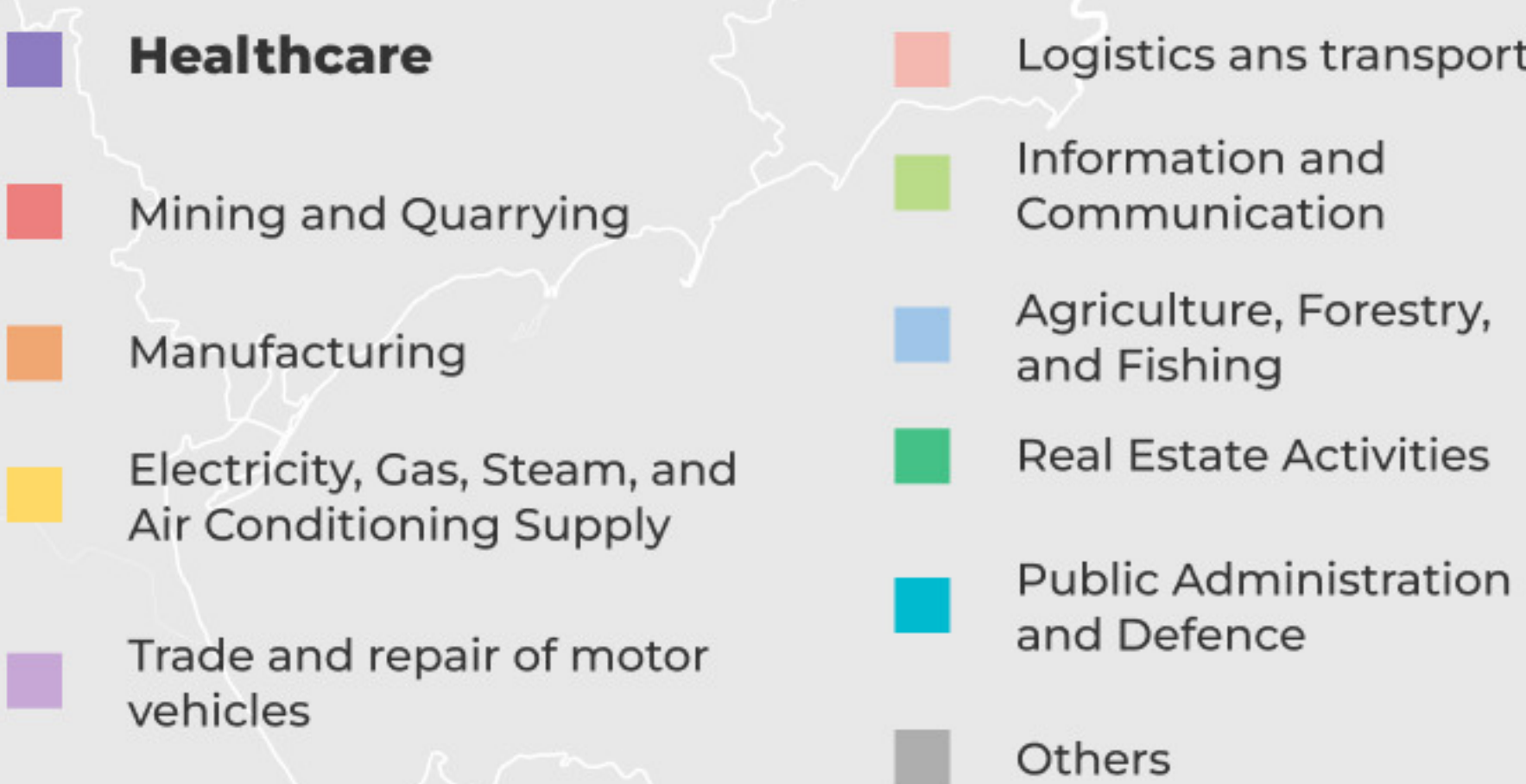


**1.2%**  
Share of  
healthcare\* in  
total taxes

Healthcare spending in 2024



Gross value added structure, %, 2023



Sources: State Tax Service of Ukraine, Ministry of Finance of Ukraine, SSSU, Independent Association of Banks of Ukraine

\* - health care and social assistance  
Further — healthcare

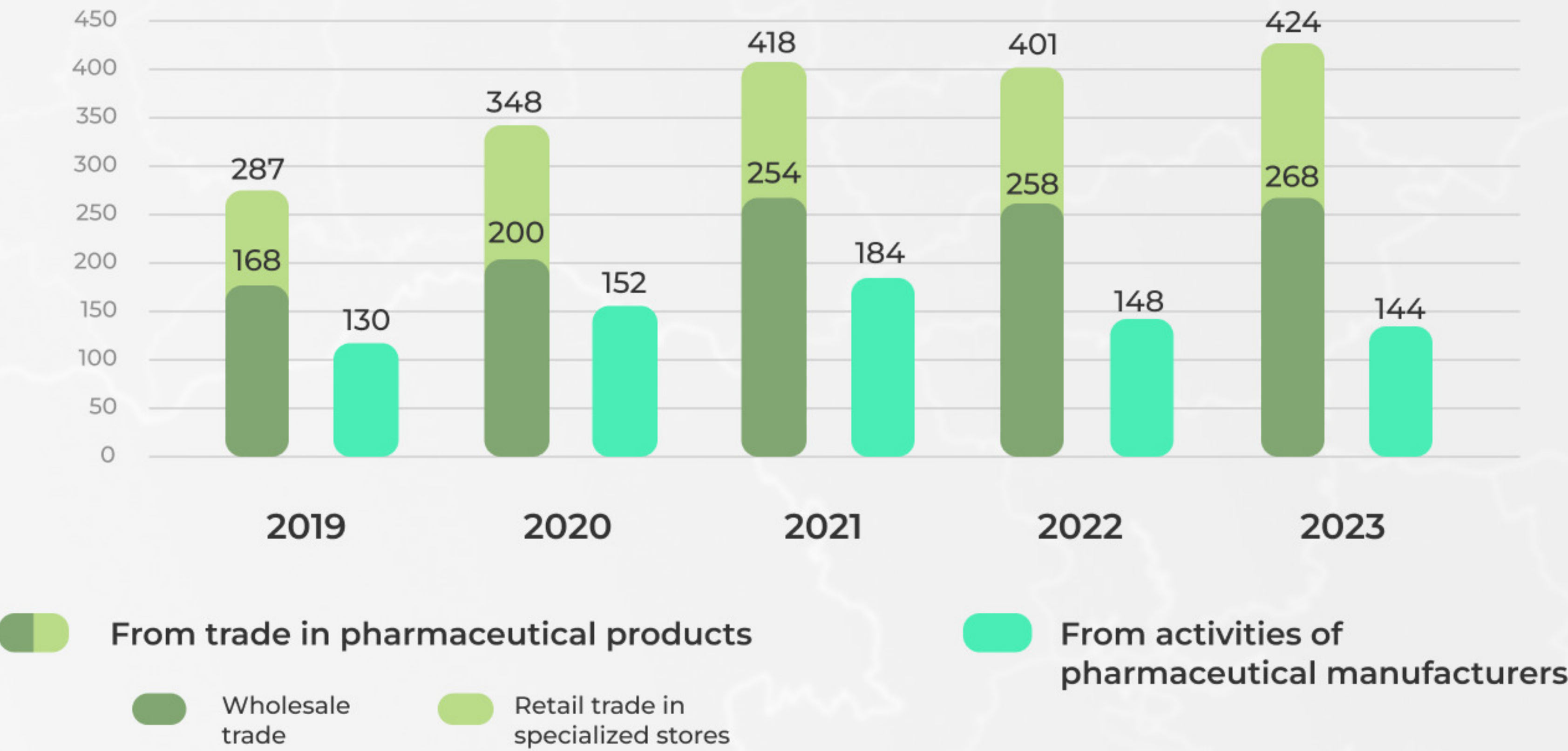


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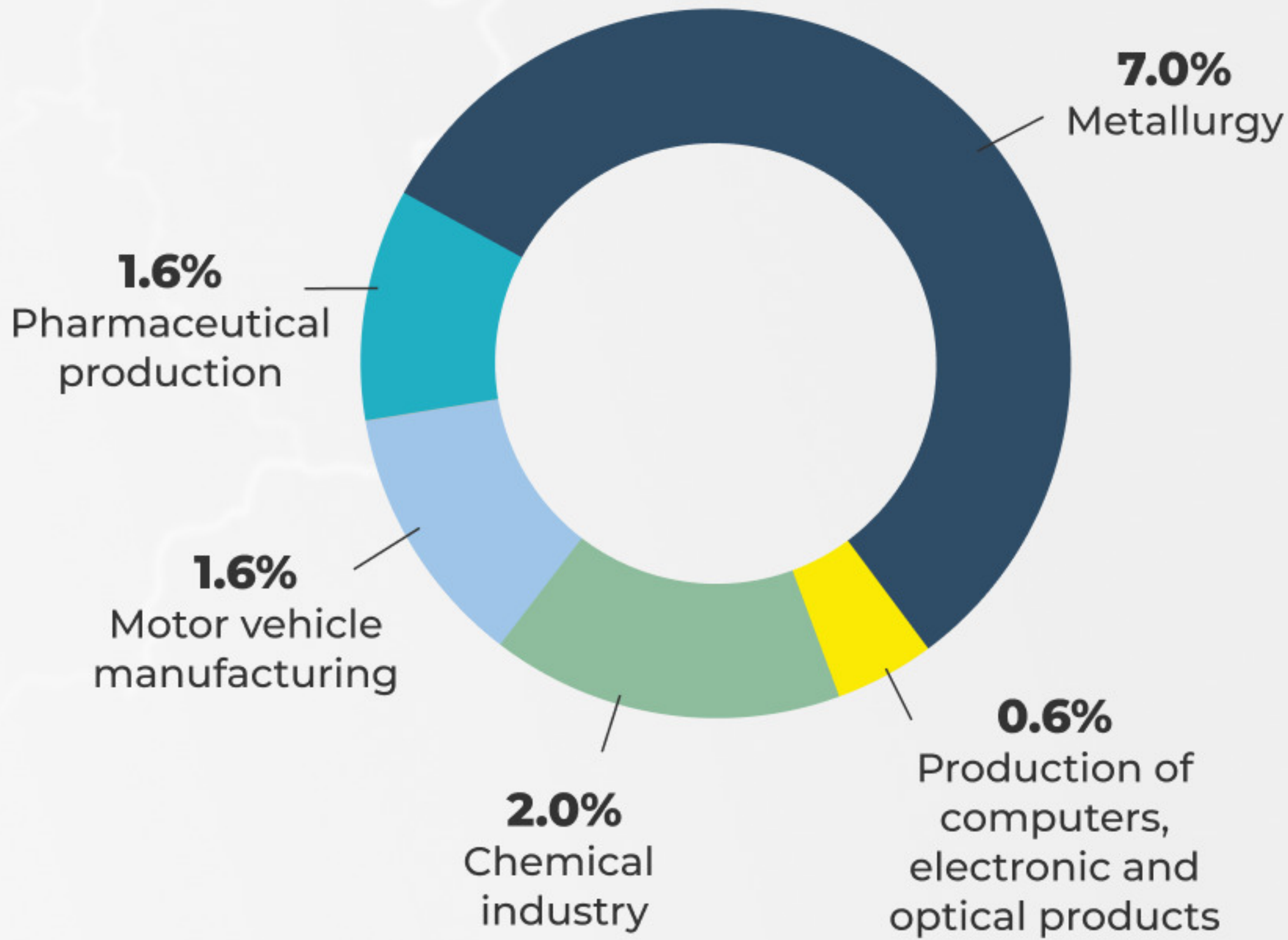
## Macroeconomic overview: Pharmaceuticals

Taxes paid by the pharmaceutical industry, million USD\*



Despite not being the largest industry in Ukraine, pharmaceuticals are an important part of the country's critical economy

Industrial output share, %, 2023



Sources: State Tax Service of Ukraine, Darnytsia: Pharmaceutical Guide "Pharmaceutical Industry of Ukraine 2023"

\* - nomenclature of economic activities: 21.10 and 21.20

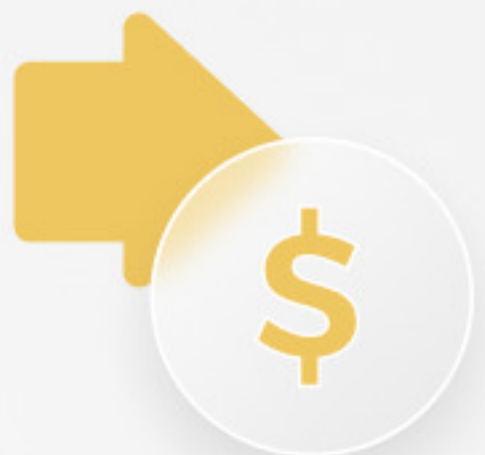
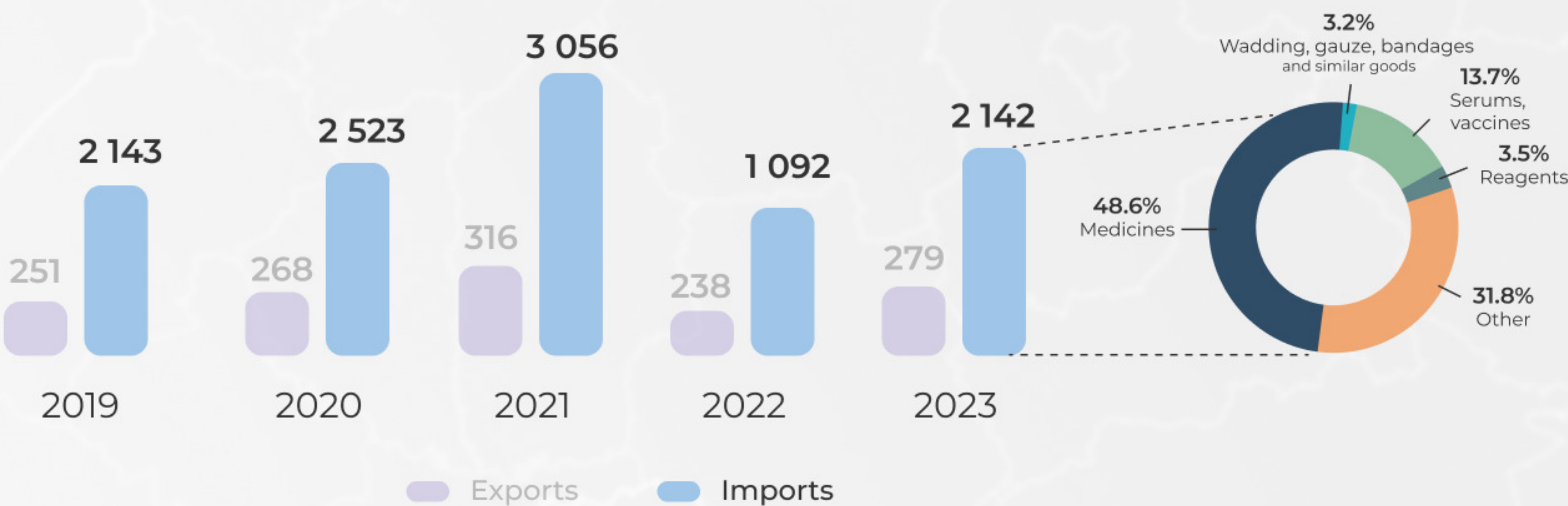


# HEALTHCARE SECTOR OF UKRAINE



## Pharmaceutical imports

### Pharmaceutical industry turnover, million USD



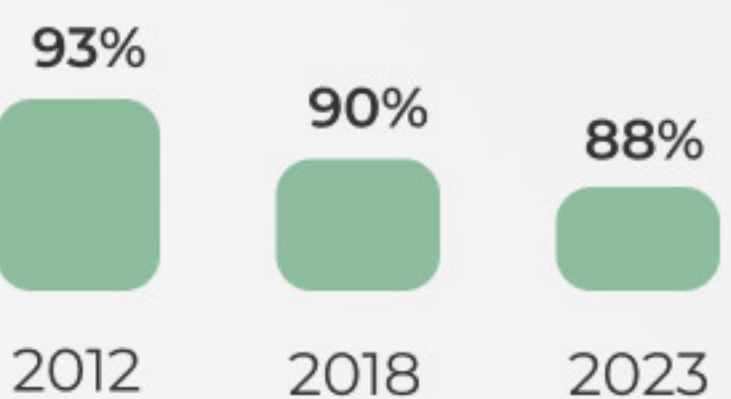
3.4%

Share of pharmaceutical imports in total imports of Ukraine

### Pharmaceutical imports to Ukraine by country, million USD, 2023

|   |  |         |       |    |  |             |      |
|---|--|---------|-------|----|--|-------------|------|
| 1 |  | Germany | 414.9 | 6  |  | USA         | 96.7 |
| 2 |  | India   | 184.5 | 7  |  | Slovenia    | 94.0 |
| 3 |  | France  | 177.3 | 8  |  | Ireland     | 89.0 |
| 4 |  | Italy   | 147.7 | 9  |  | Hungary     | 68.3 |
| 5 |  | Spain   | 99.7  | 10 |  | Switzerland | 67.7 |

### Import share



Import dependence is gradually decreasing, partly due to government policies that encourage the consumption of domestic products

Despite the gradual decline in the share of imports in recent years, the pharmaceutical industry in Ukraine remains largely import-dependent: **imports** are almost **8 times higher than exports**

**Germany** remains the main supplier of pharmaceutical products, accounting for about **20% of imports**, which indicates a high level of trust in European manufacturers and the potential for localization of production

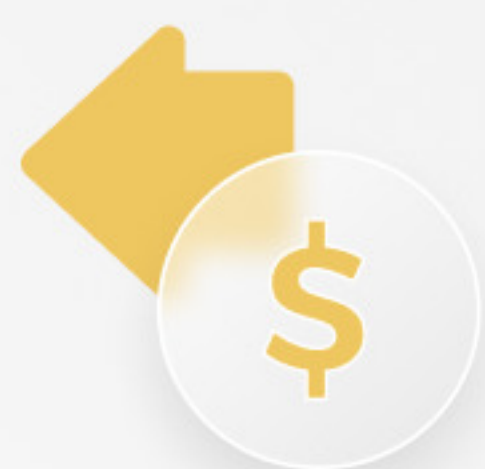
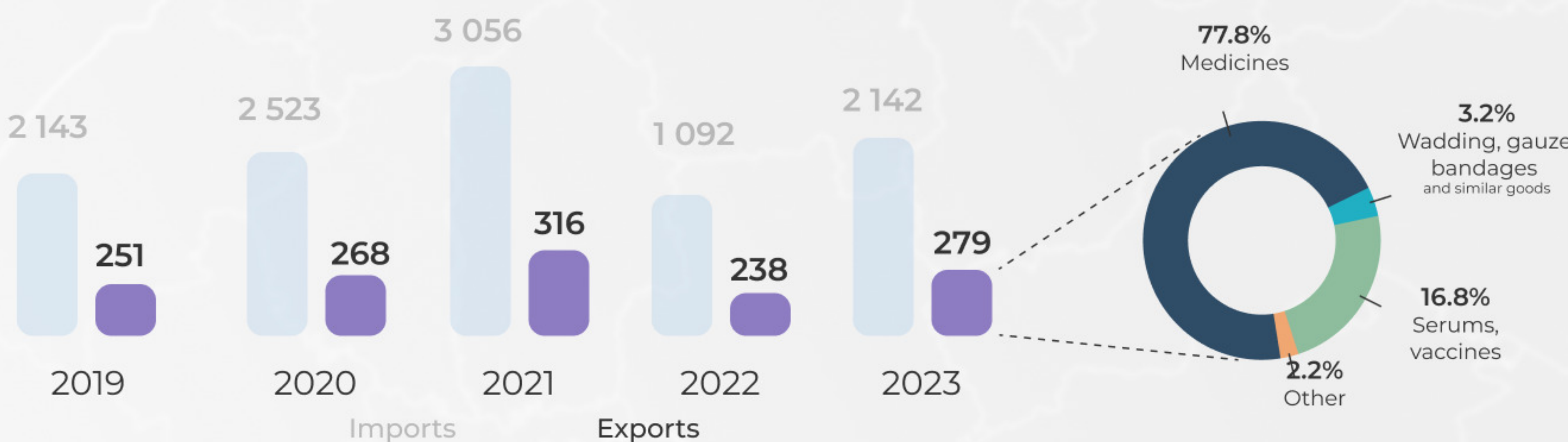


# HEALTHCARE SECTOR OF UKRAINE



## Pharmaceutical exports

### Pharmaceutical industry turnover, million USD



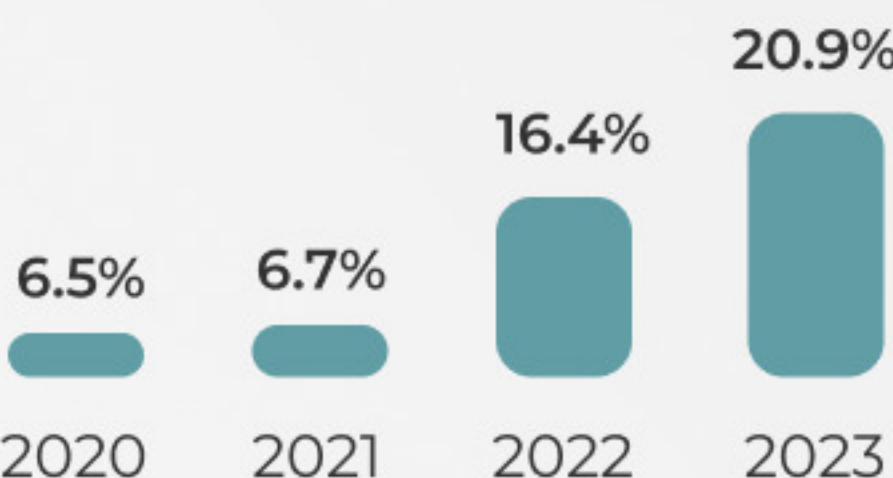
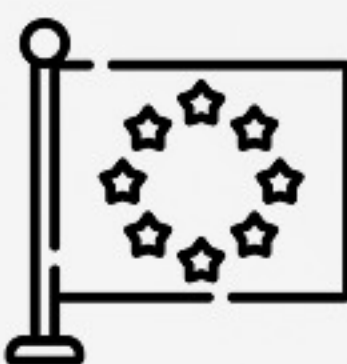
0.8%

Share of pharmaceutical exports in total exports of Ukraine

### Pharmaceutical exports from Ukraine by country, million USD, 2023

|   |  |            |      |    |  |             |      |
|---|--|------------|------|----|--|-------------|------|
| 1 |  | Uzbekistan | 53.4 | 6  |  | Iraq        | 14.9 |
| 2 |  | Lithuania  | 38.0 | 7  |  | Azerbaijan  | 14.1 |
| 3 |  | Kazakhstan | 28.0 | 8  |  | Kyrgyzstan  | 10.2 |
| 4 |  | Georgia    | 24.9 | 9  |  | Switzerland | 8.5  |
| 5 |  | Moldova    | 15.2 | 10 |  | Mexico      | 7.0  |

### EU countries



Ukrainian pharmaceutical exports to **Europe** are taking up a growing share of total national exports

Main sales markets are the CIS and the Middle East, but in 2023 the share of **exports to the EU increased to 20.9%**, which indicates the growing integration of Ukrainian pharmaceuticals into the European market

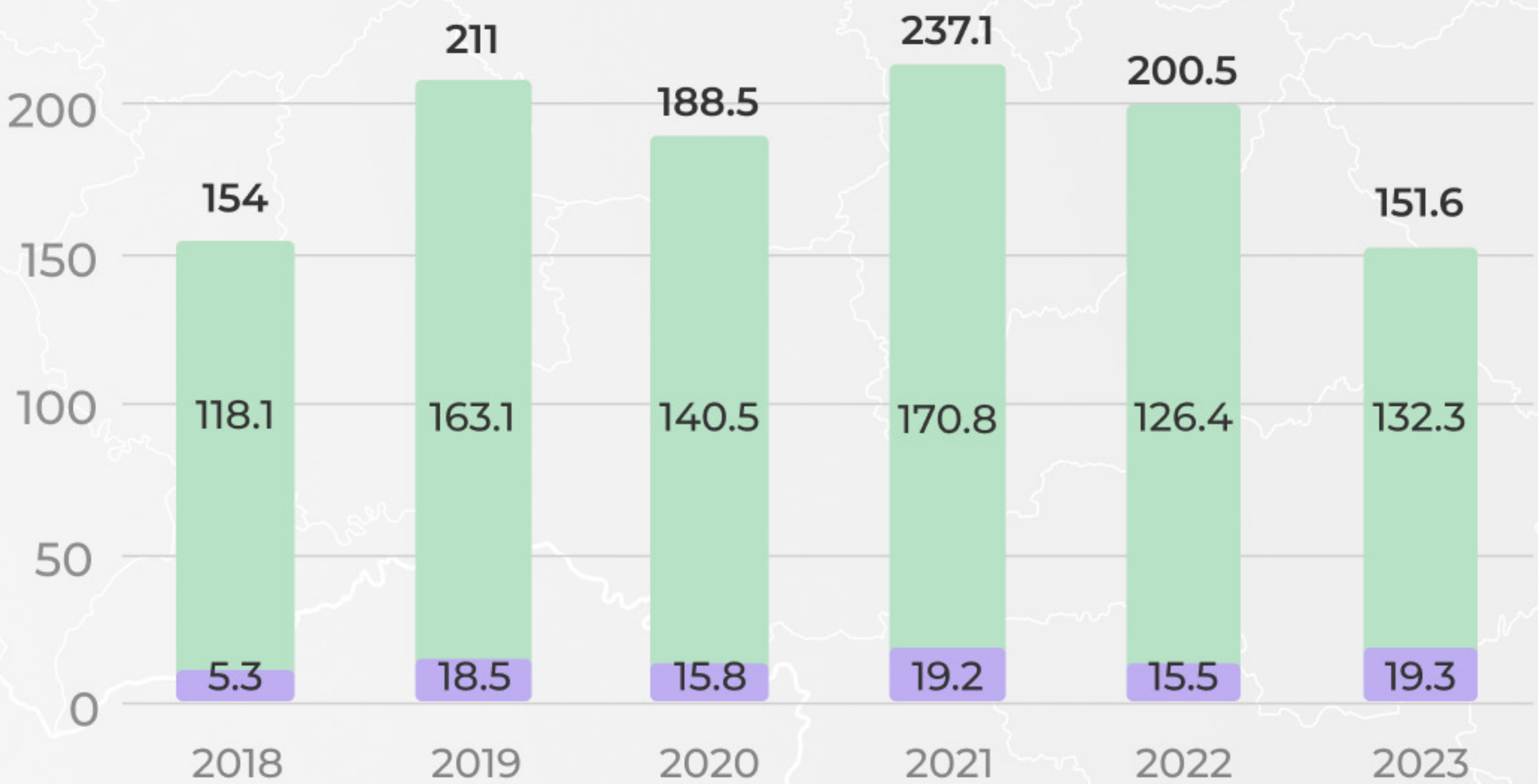


# HEALTHCARE SECTOR OF UKRAINE



## FDI snapshot\*

### FDI stock in pharmaceuticals, million USD\*



Manufacture of basic pharmaceutical products

Manufacture of pharmaceutical preparations and materials

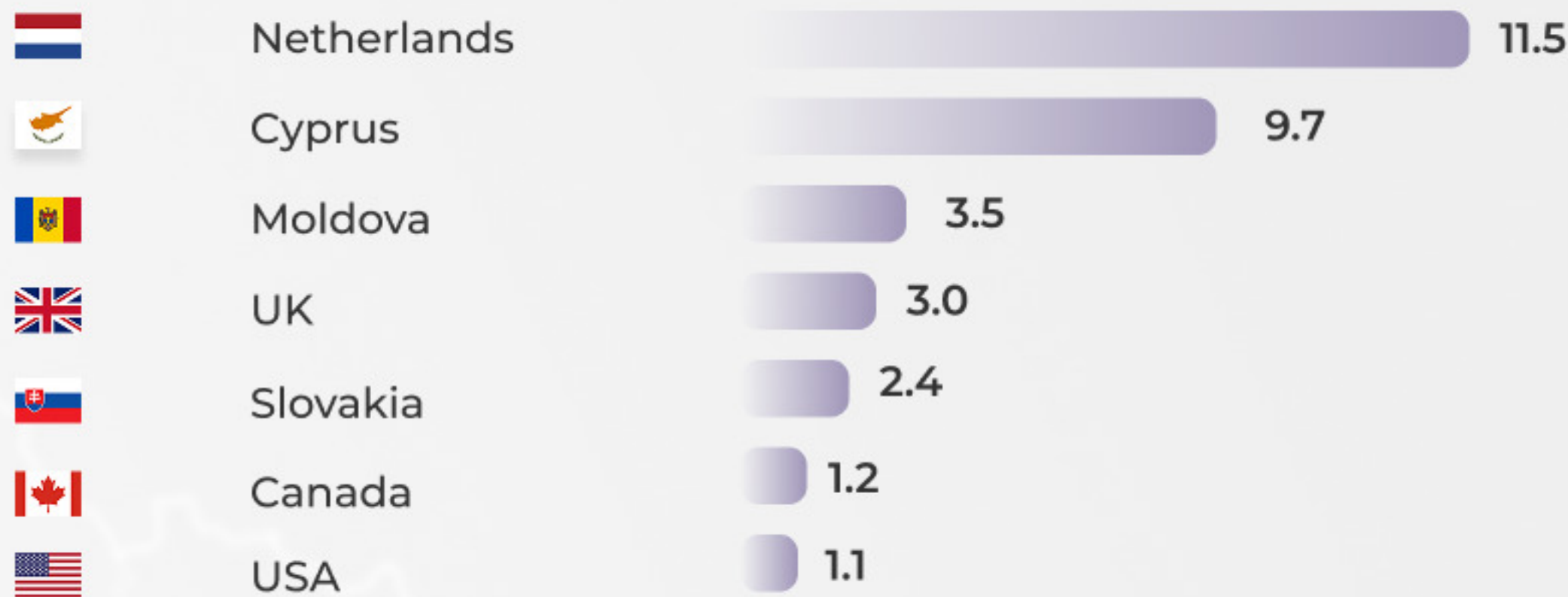


**~0.4%**

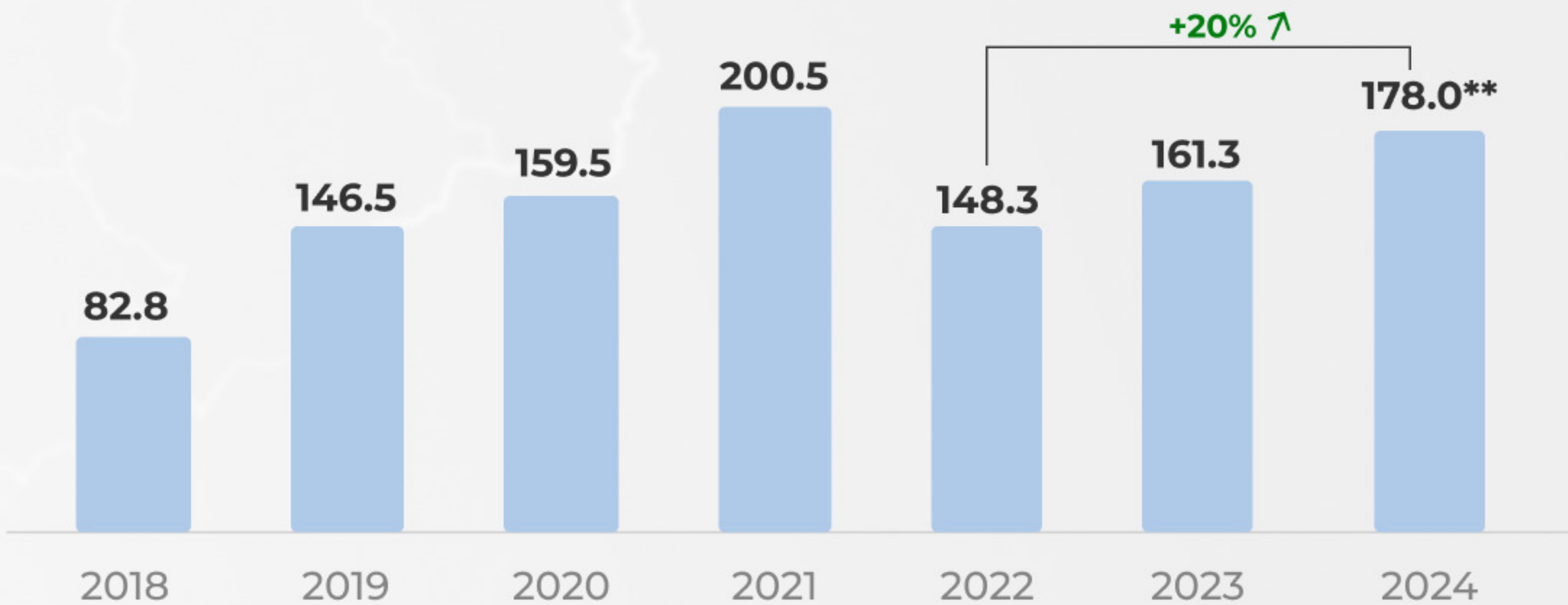
share of FDI stocks in pharmaceuticals in Ukraine, 2023

relative to other economic activities

## Top countries investing in Ukraine's healthcare, million USD, 2023



## Healthcare FDI flows, million USD



Ukraine's demand for medical care is expected to rise due to the war's long-term impact and population aging

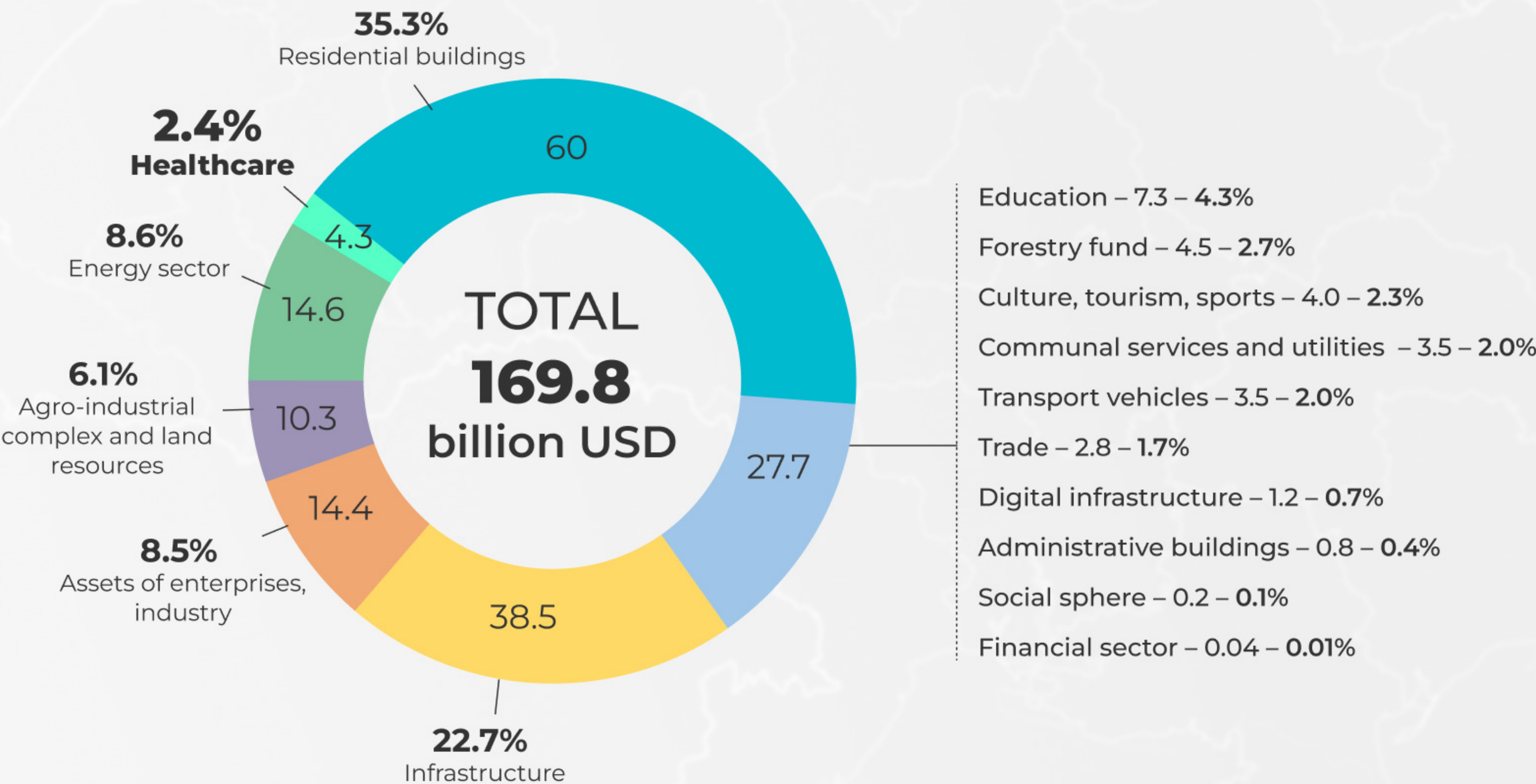


# HEALTHCARE SECTOR OF UKRAINE



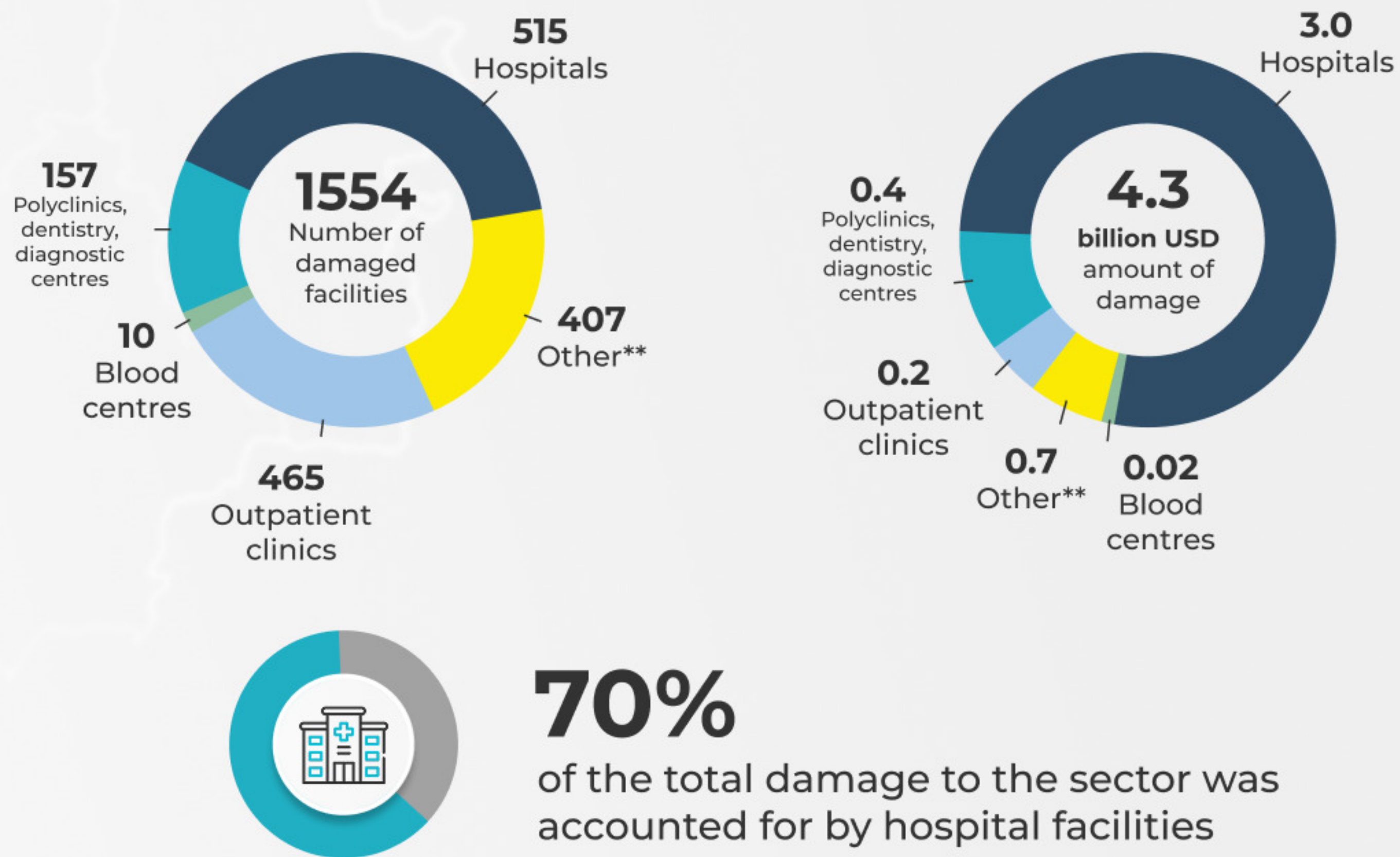
## Healthcare losses and damages\*

### Direct damages by sector, billion USD



More than half of the damage to the healthcare sector is concentrated in Mykolaiv, Donetsk and Kharkiv regions

### Direct healthcare damages



Source: [Kyiv School of Economics](#)

\* - the report covers the period from February 2022 to November 2024

\*\* - medical offices, laboratories, medical warehouses, dormitories, forensic bureaus

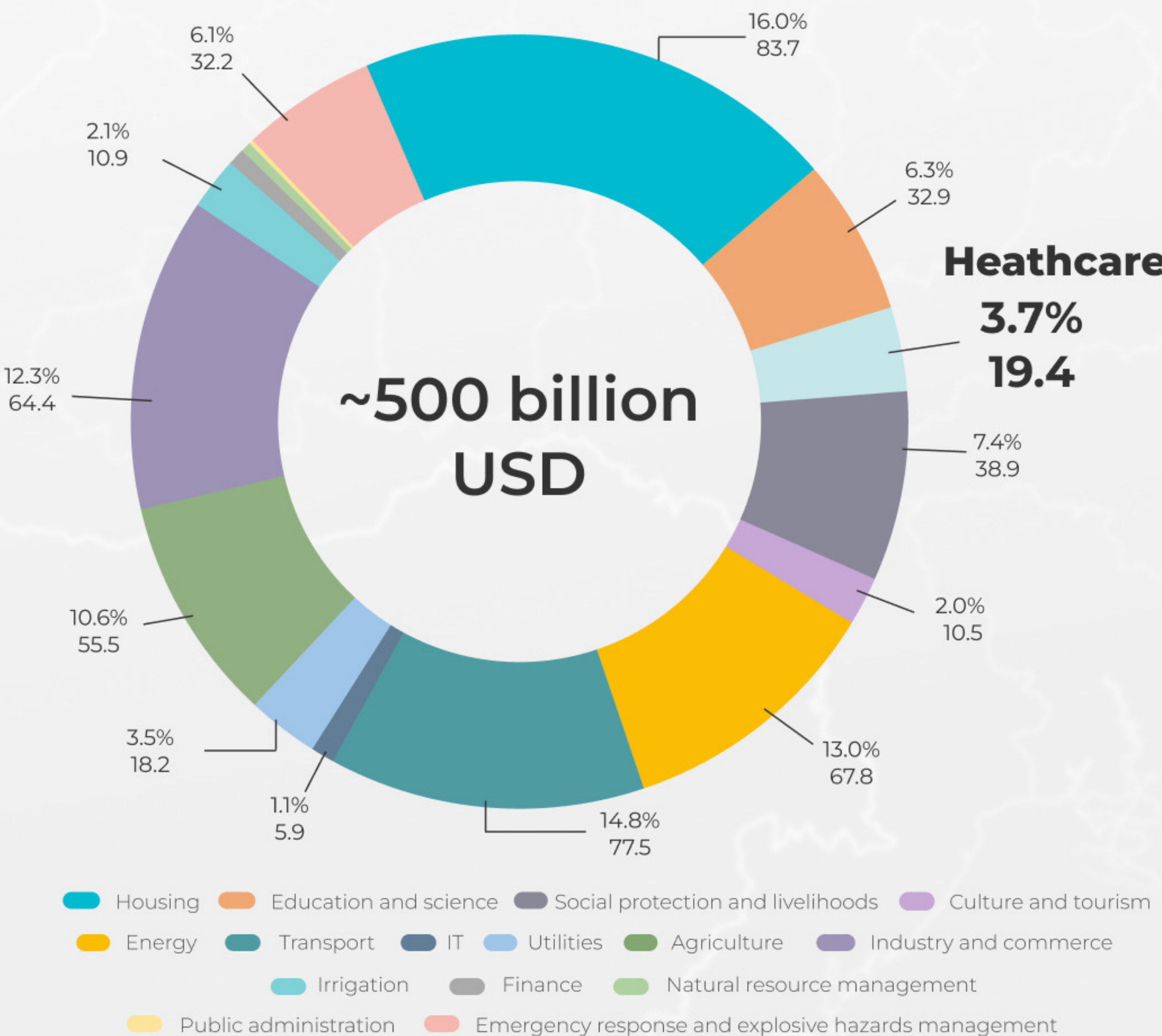


# HEALTHCARE SECTOR OF UKRAINE



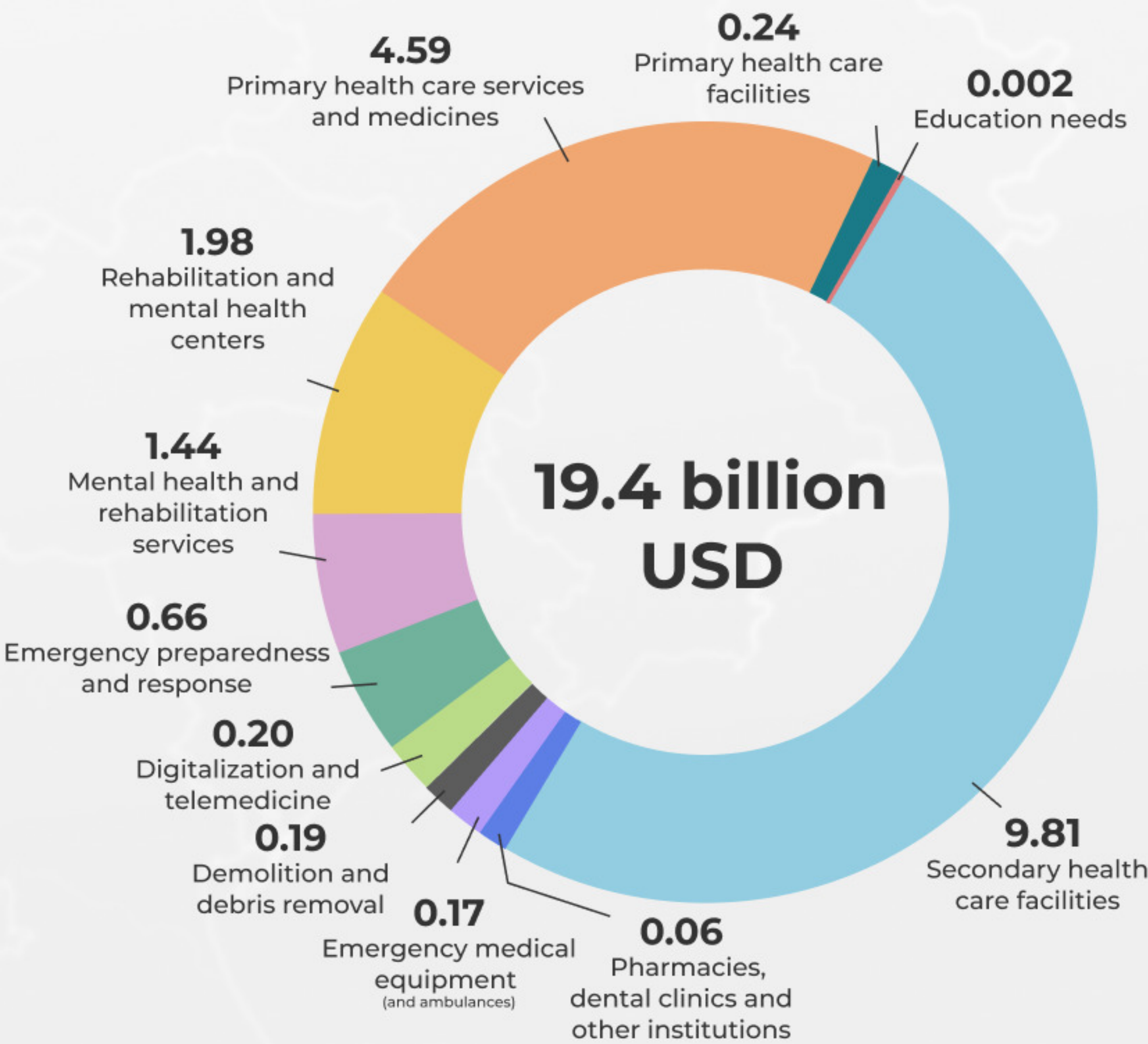
## Recovery and reconstruction needs\*

### Recovery and reconstruction needs, billion USD

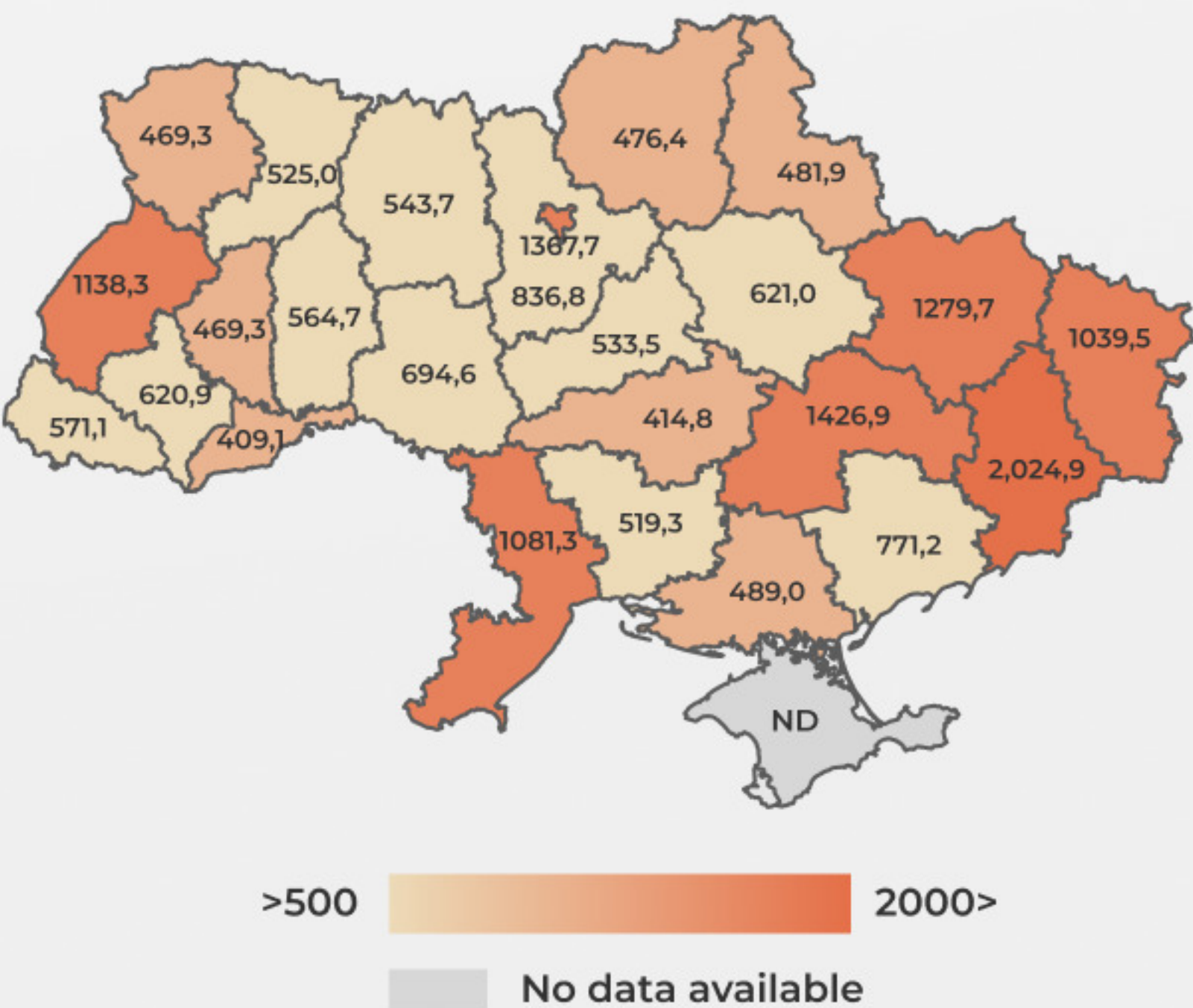


### Healthcare recovery and reconstruction needs

#### Total recovery and reconstruction needs, billion USD



#### Healthcare sector reconstruction needs by region, million USD



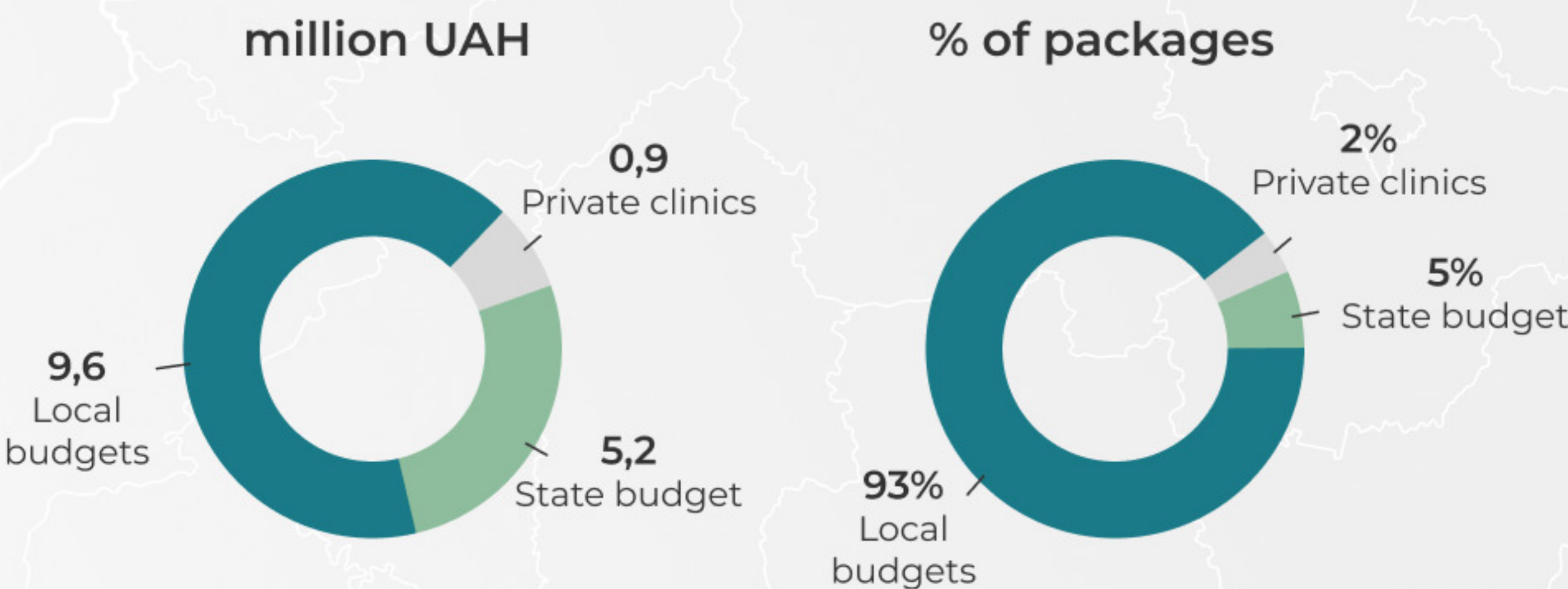


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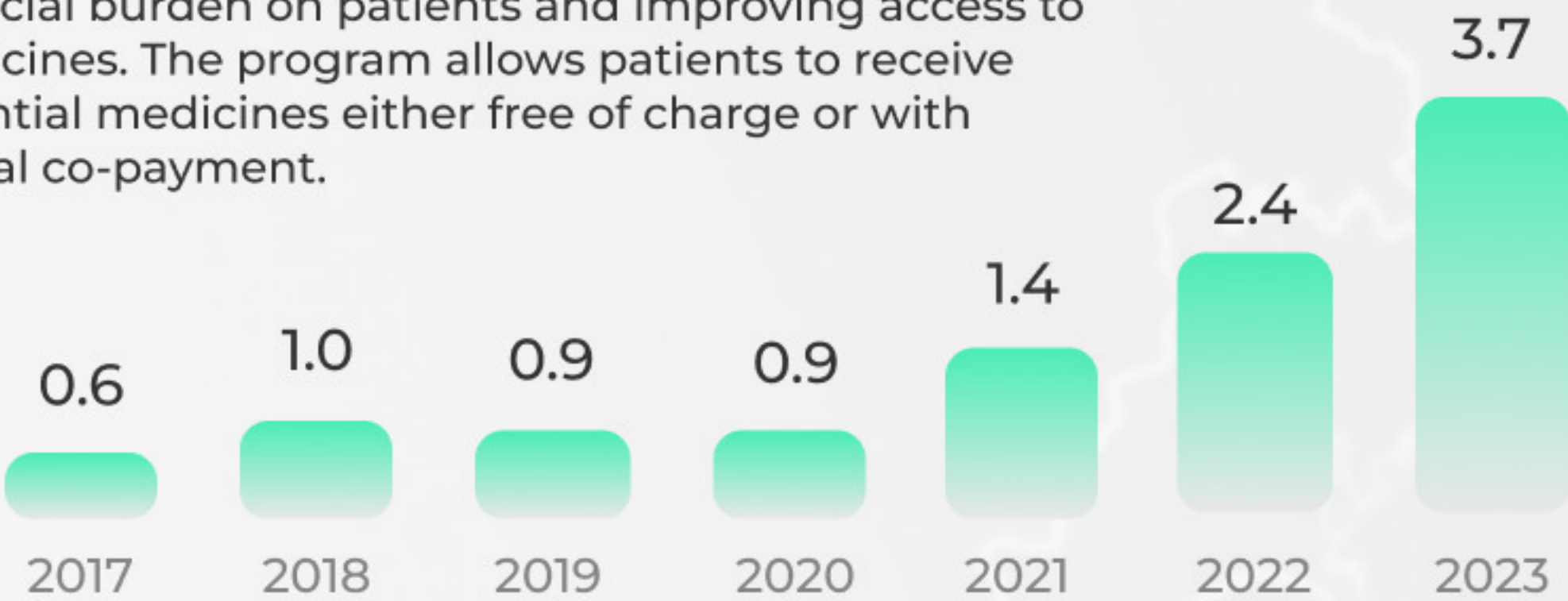
## Healthcare landscape

### Hospital market dynamics, 2023

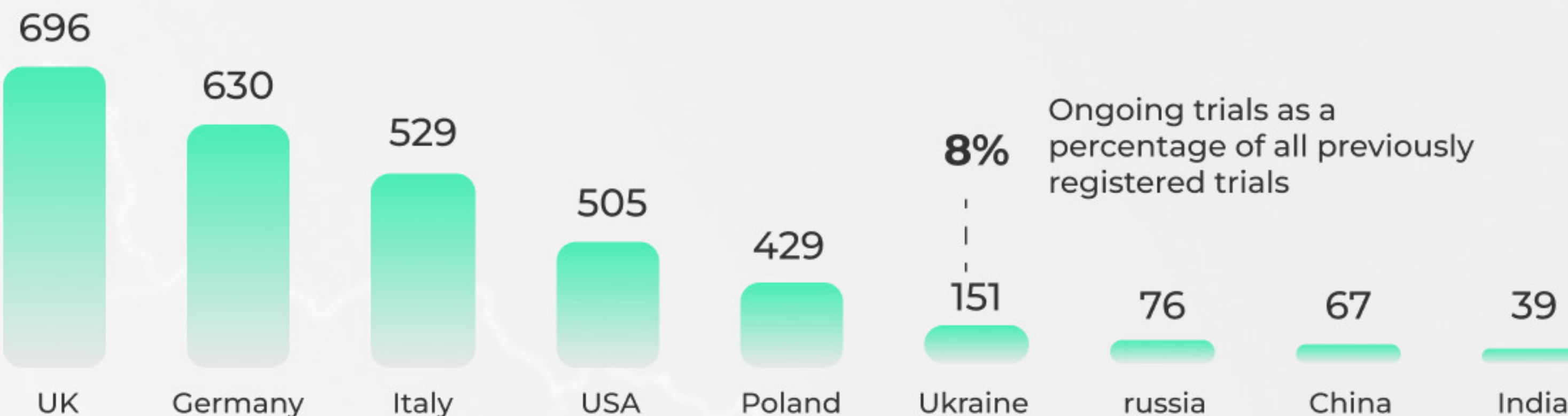


### Reimbursement under the Affordable Medicines Programme, billion UAH

**Affordable Medicines Programm** is a government reimbursement program aimed at reducing the financial burden on patients and improving access to medicines. The program allows patients to receive essential medicines either free of charge or with partial co-payment.



### Registered clinical trials number per 1 million population, 2022



### Price regulation, 2023

#### Legislatively Established Maximum Markup on Medicinal Products, %



above  
**16**  
billion UAH

of medical humanitarian aid has been received by Ukraine from 35 countries since the start of the full-scale war, as of the second half of 2023.



# HEALTHCARE SECTOR OF UKRAINE



## Healthcare landscape: state regulation



A full-scale transformation of the healthcare system began with the adoption of the Law of Ukraine **"On State Financial Guarantees of Medical Services to the Population"** in 2017

The **National Health Service of Ukraine** was established in April 2018 as a single national customer of medical services (NHSU)



Національна служба  
здоров'я України

Since April 1, 2020, the majority of public healthcare expenditures have been centralized and consolidated into the Medical Guarantees Program — a set of service packages that define the medical care and pharmaceuticals covered by the NHSU

**4929**  
active  
contracts

have been concluded by  
healthcare providers under  
the Medical Guarantees  
Program with the NHSU as  
of February 2025

above  
**160**  
billion UAH

The total  
amount of  
concluded  
contracts

## GMP certification

GMP Certificates Issued by EU Regulatory Authorities by Country, 2019-2023, units

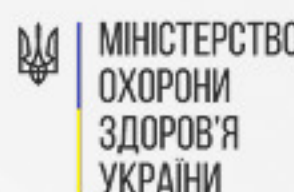
|                |           |          |     |
|----------------|-----------|----------|-----|
| Moldova        | 2         | Turkey   | 66  |
| <b>Ukraine</b> | <b>10</b> | Finland  | 76  |
| Estonia        | 25        | Slovakia | 99  |
| Latvia         | 44        | Romania  | 124 |
|                |           | Sweden   | 195 |

Ukrainian companies with GMP certificate from EU regulatory authorities

- Farmak
- Borshchahivskiy CPP
- Darnytsia
- Farma Start
- Ukrvetprompostach

Recognition of Ukrainian GMP (Good Manufacturing practice) certificates in the EU will allow Ukrainian pharmaceutical companies to export their products to the EU market with fewer regulatory barriers, and thus will contribute to the development of the pharmaceutical industry in Ukraine

## Ukrainian pharmaceutical industry's main regulatory authorities



Ministry of Health of Ukraine



State Service of Ukraine on Medicines and  
Drugs Control



State Expert Center of the Ministry of  
Health of Ukraine



The Ukrainian Scientific Pharmacopoeial  
Center for Quality of Medicines  
(Pharmacopoeial Center)

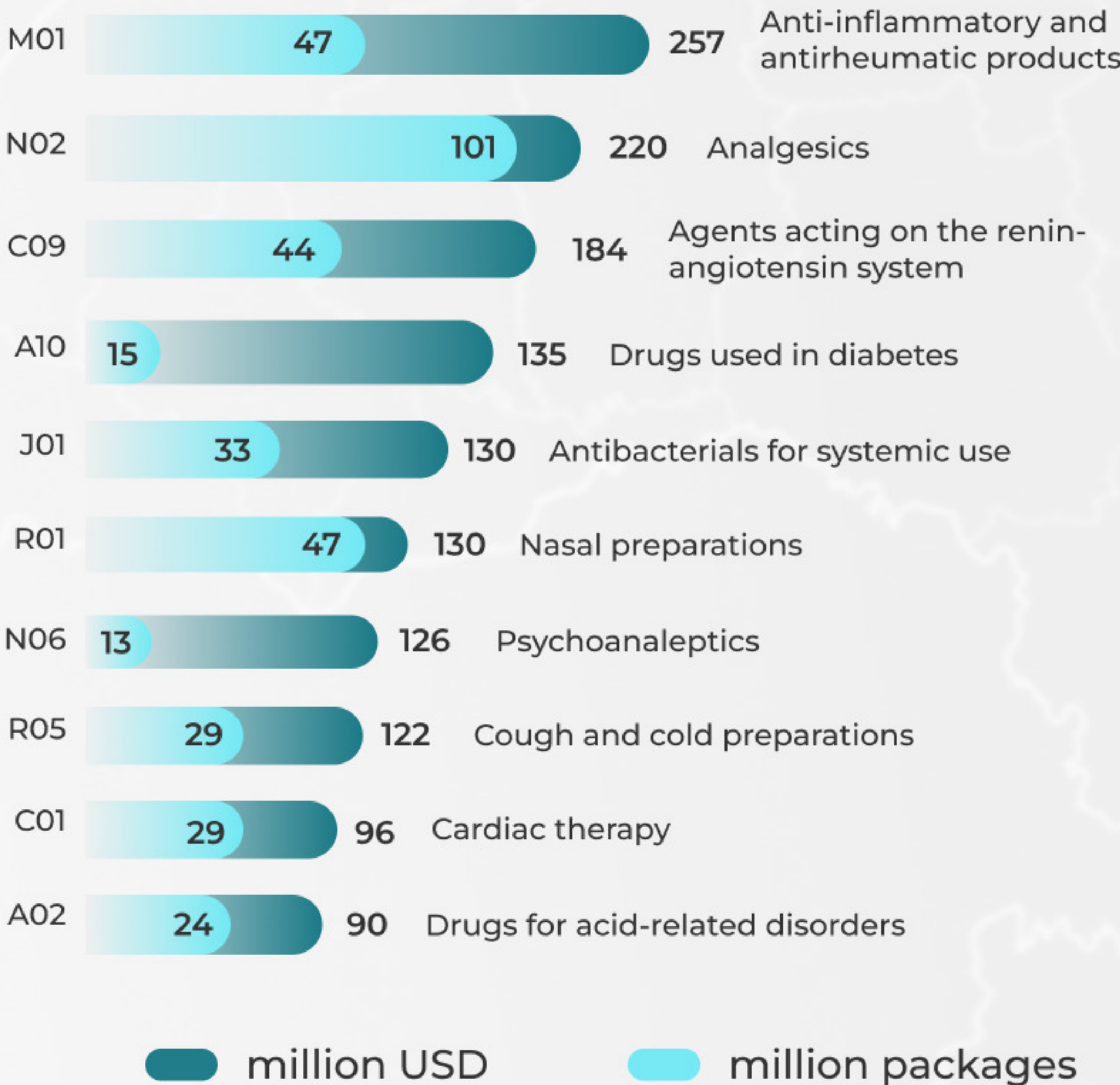


# HEALTHCARE SECTOR OF UKRAINE

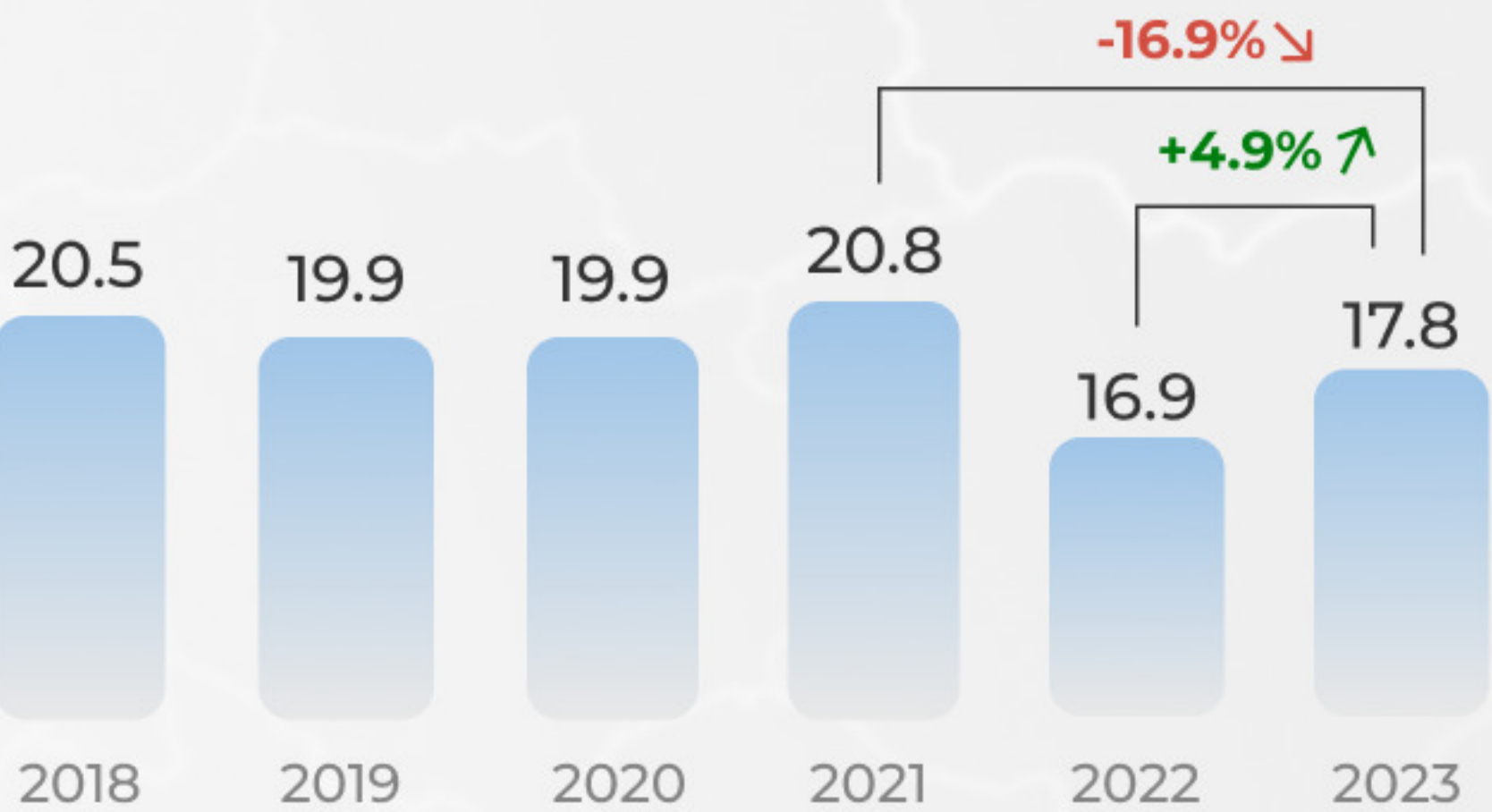


## Pharmaceuticals

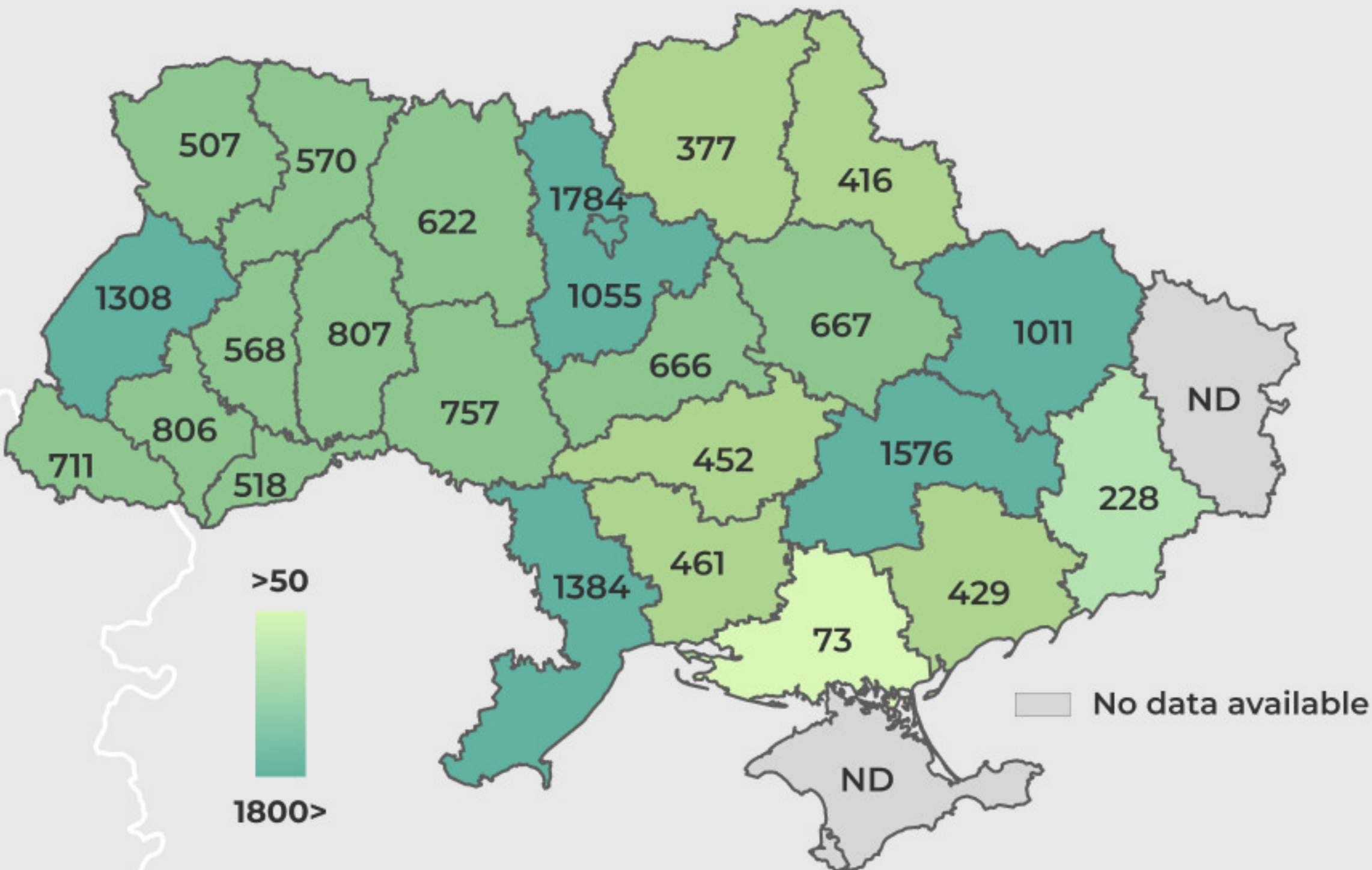
### Top 10 medicinal products groups in the pharmaceutical market, 2023



### Pharmacies total number, thousand units



### Pharmacies number in Ukraine by region, units, 2023

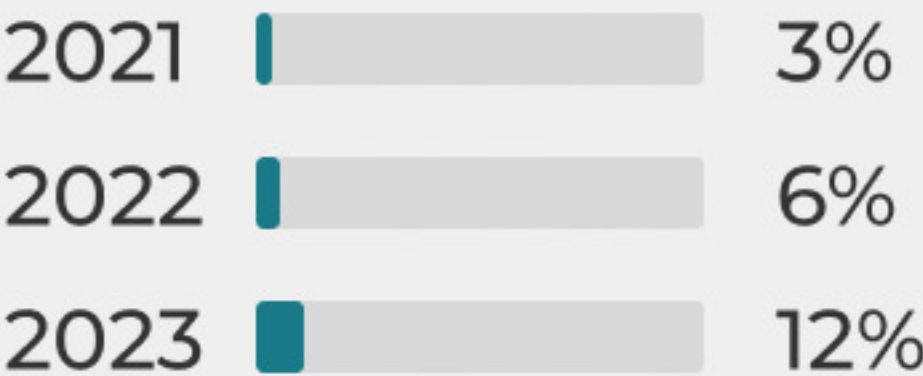


- On September 17, 2020, the Law of Ukraine on Amendments to Article 19 of the Law of Ukraine 'On Medicines' regarding the implementation of electronic retail trade in medicines was adopted
- By the Order of March 15, 2023, the Ministry of Health of Ukraine introduced access to electronic prescriptions for all prescription drugs

**0.4**  
billion USD

digital pharmaceutical  
sales in Ukraine

### Digital pharmaceutical sales share in Ukraine





# HEALTHCARE SECTOR OF UKRAINE



## Pharmacy sales statistics



### Total pharmacy sales, 2024



**1.3**  
billion  
packages

and

**4.8**  
billion USD  
19% more  
than in 2023

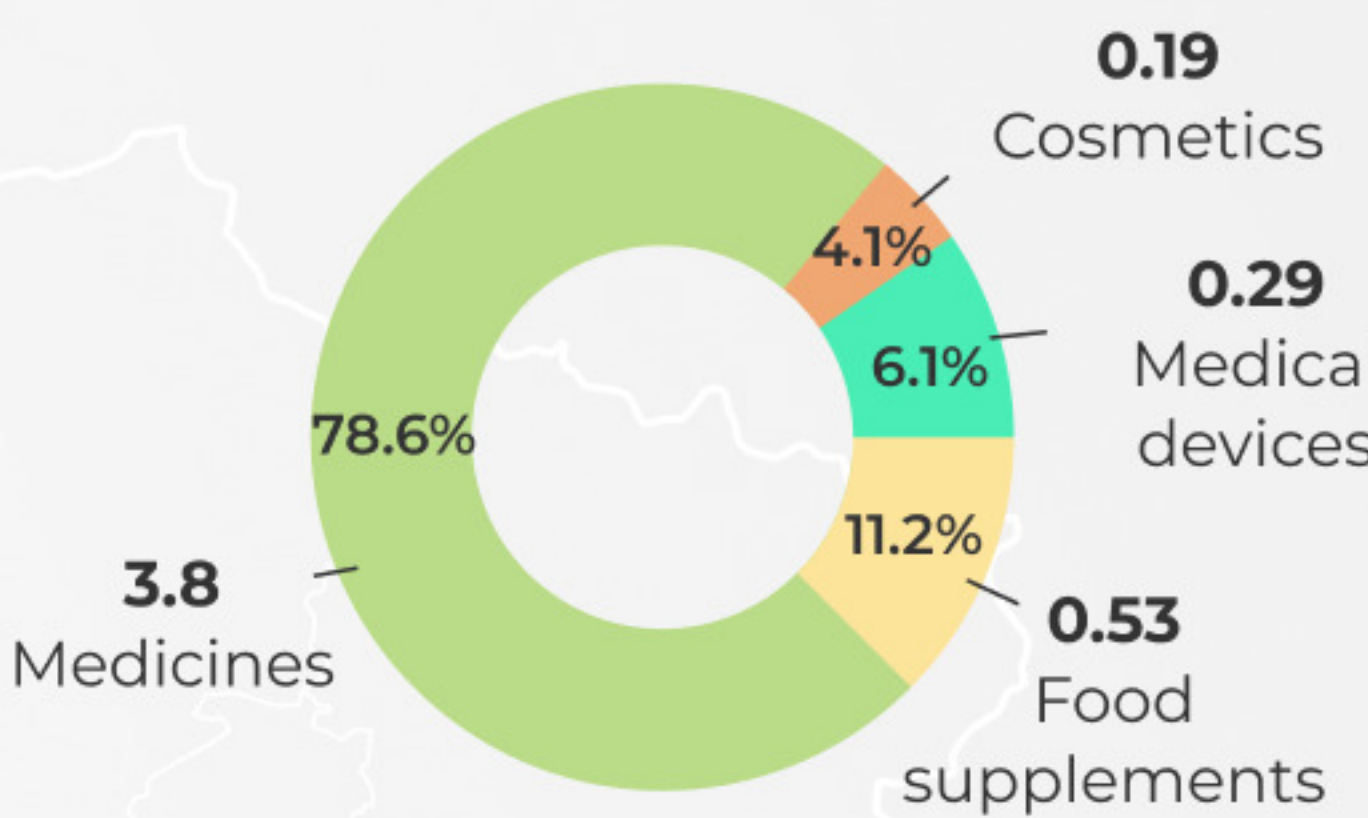


**3,6 USD\***  
average cost of 1  
package of product  
from a pharmacy

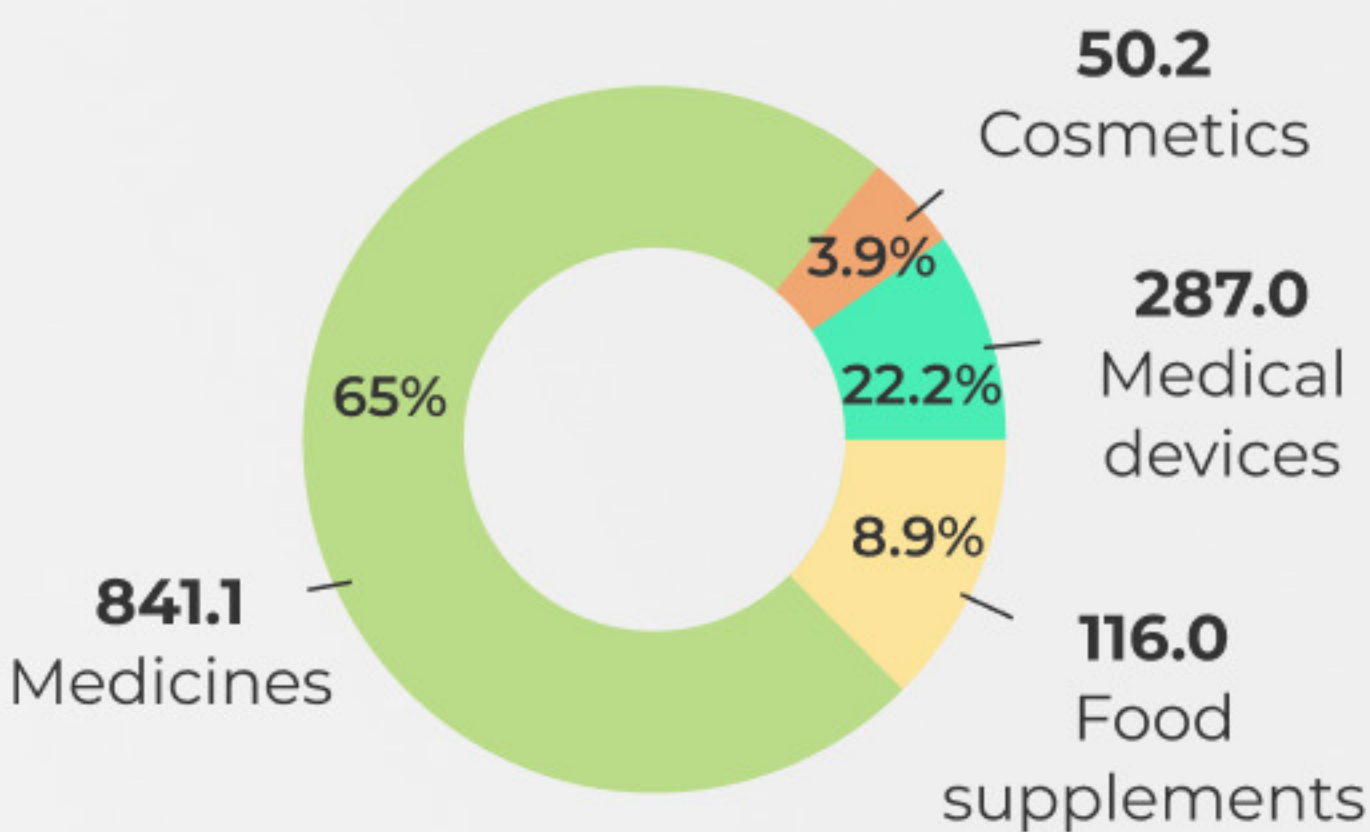
**4,4 USD\***  
average cost  
of 1 package  
of medicines

## Pharmacy sales structure, 2024\*

billion USD



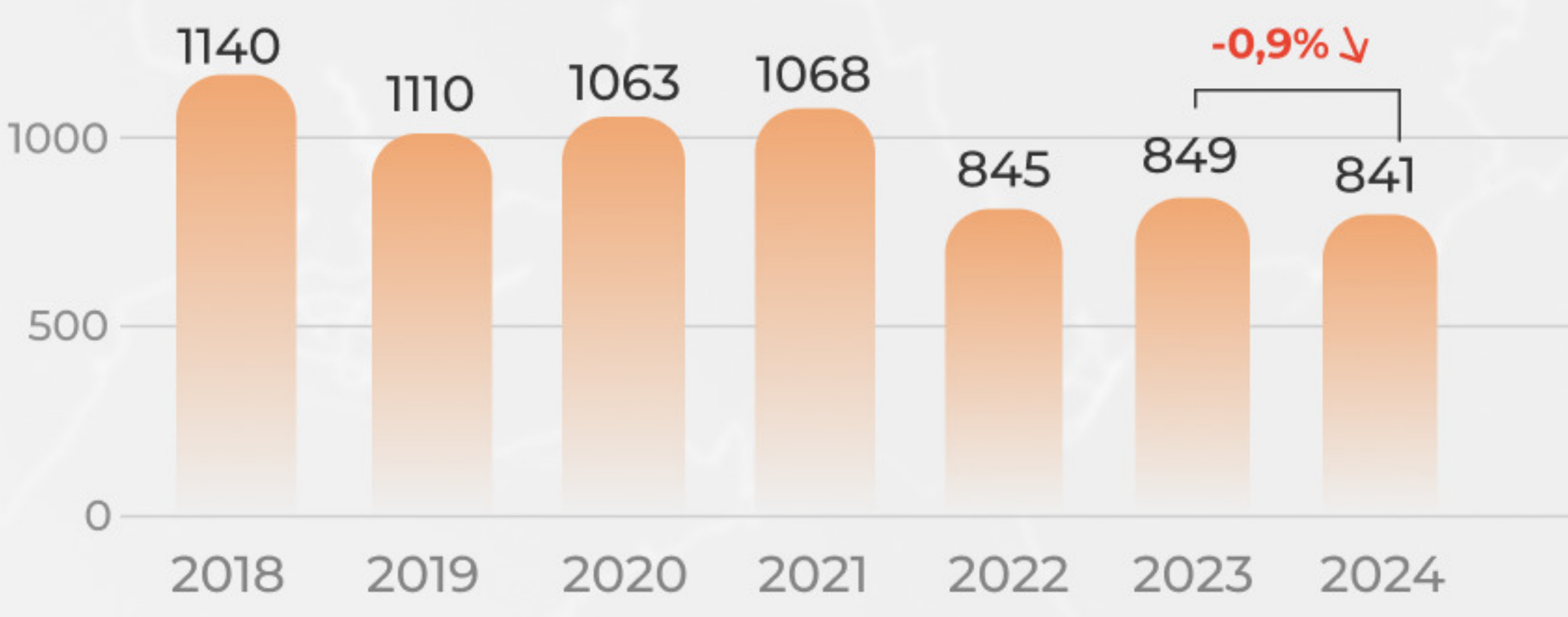
million packages



## Medicines pharmacy sales in Ukraine



billions USD



million packages

## Medicines pharmacy sales comparison by country, billion USD, 2022

|  |             |     |
|--|-------------|-----|
|  | Ukraine     | 3.2 |
|  | Hungary     | 1.6 |
|  | Portugal    | 3.4 |
|  | Switzerland | 8.0 |



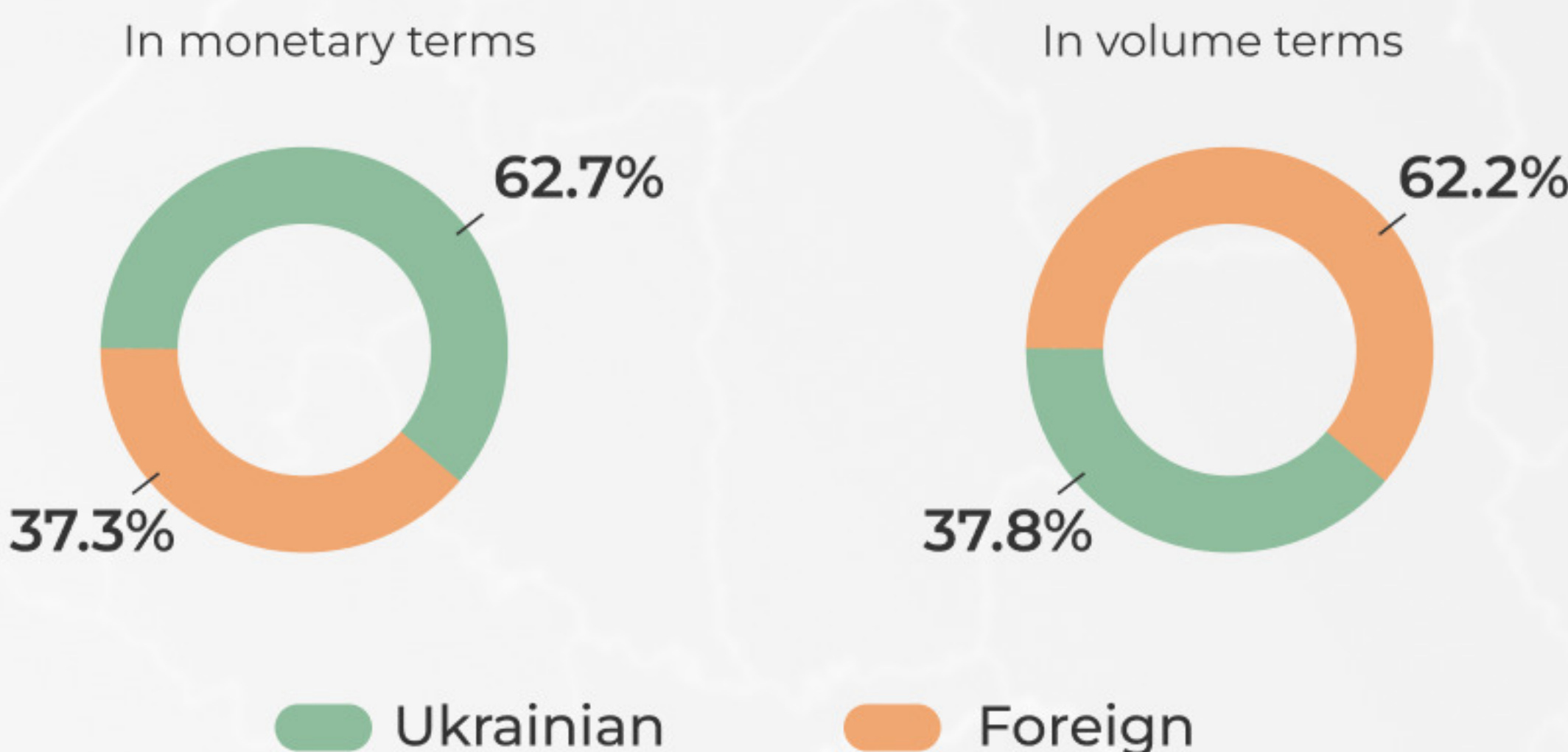
# HEALTHCARE SECTOR OF UKRAINE



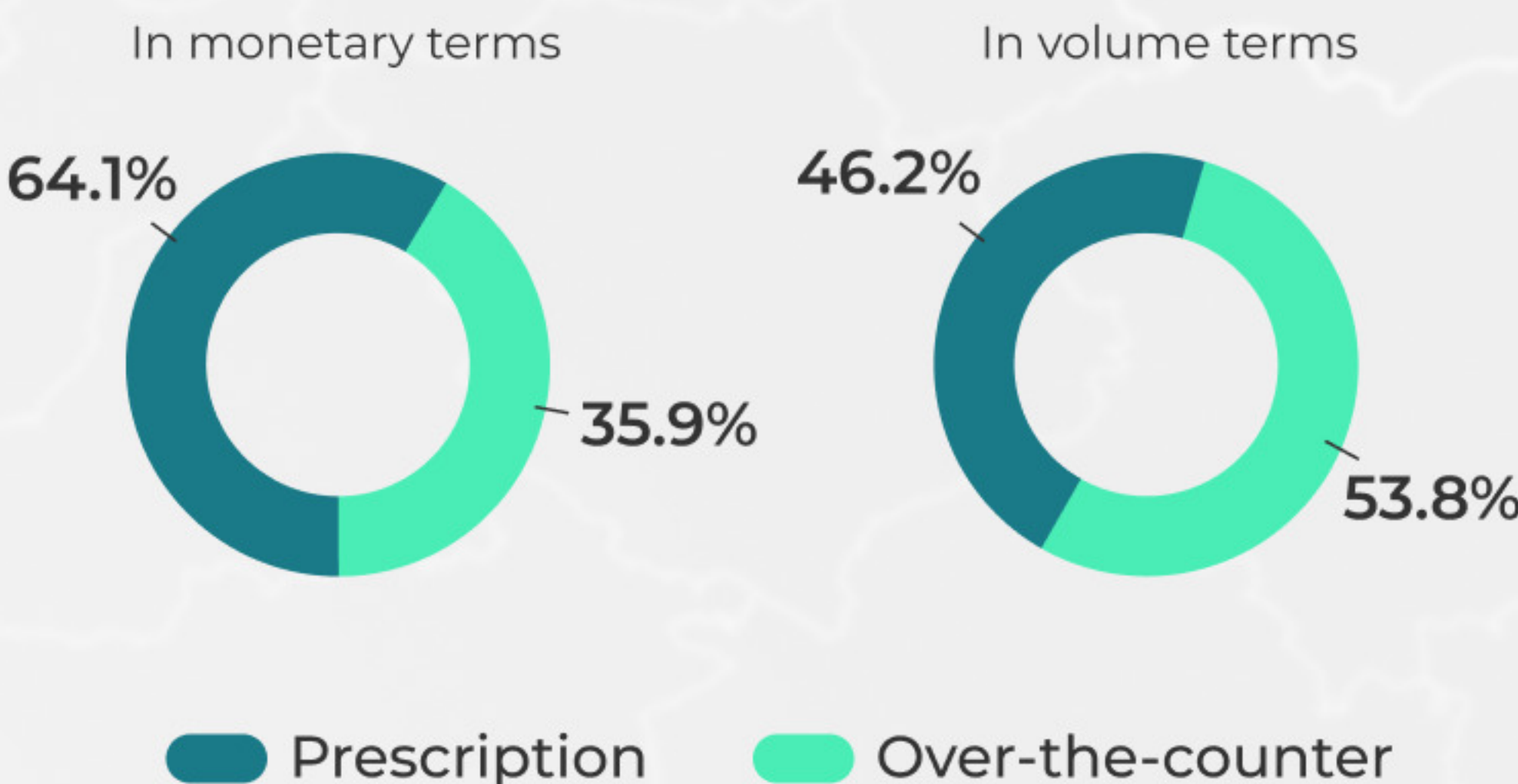
## Pharmacy sales statistics: medicine

### Pharmacy medicine sales structure, 2024

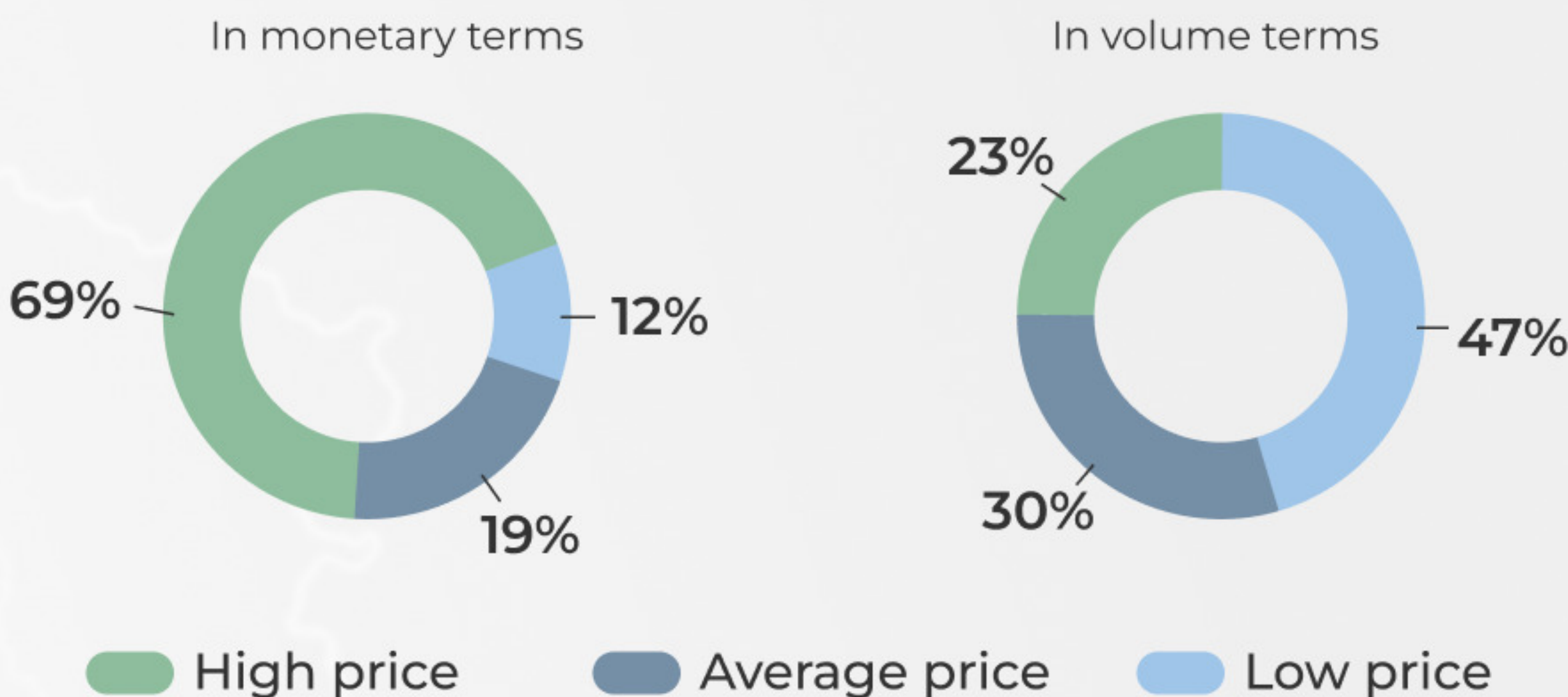
#### By production place



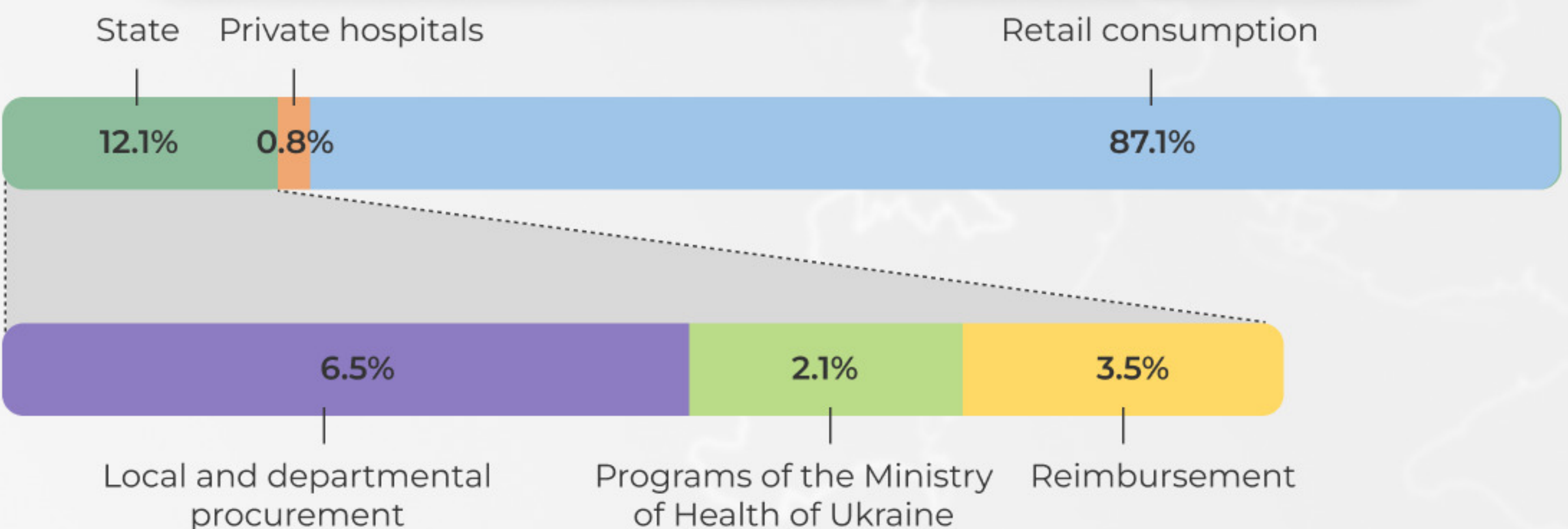
#### By prescription status



### Pharmacy medicine sales price structure, 2023

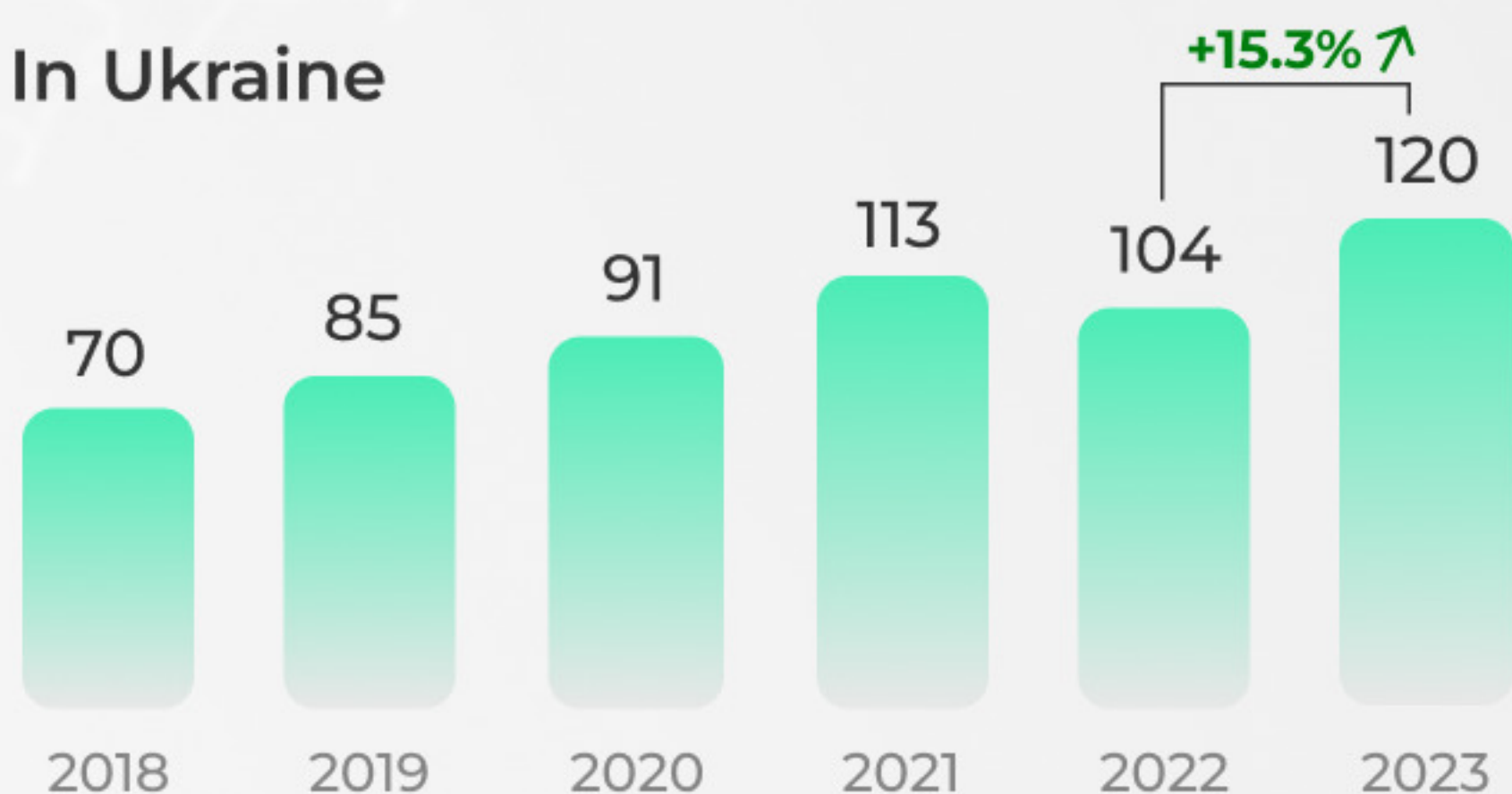


### Financing sources for the medicines consumption\*



### Medicine consumption, USD per capita

#### In Ukraine



#### Other countries, 2023

|  |         |     |
|--|---------|-----|
|  | Mexico  | 294 |
|  | Estonia | 480 |
|  | Poland  | 532 |
|  | Sweden  | 669 |
|  | Belgium | 761 |
|  | Italy   | 820 |



# HEALTHCARE SECTOR OF UKRAINE



## Generics

A generic is a non-patented medicinal product that replicates the original medicine whose patent protection has expired



**10** years  
of research

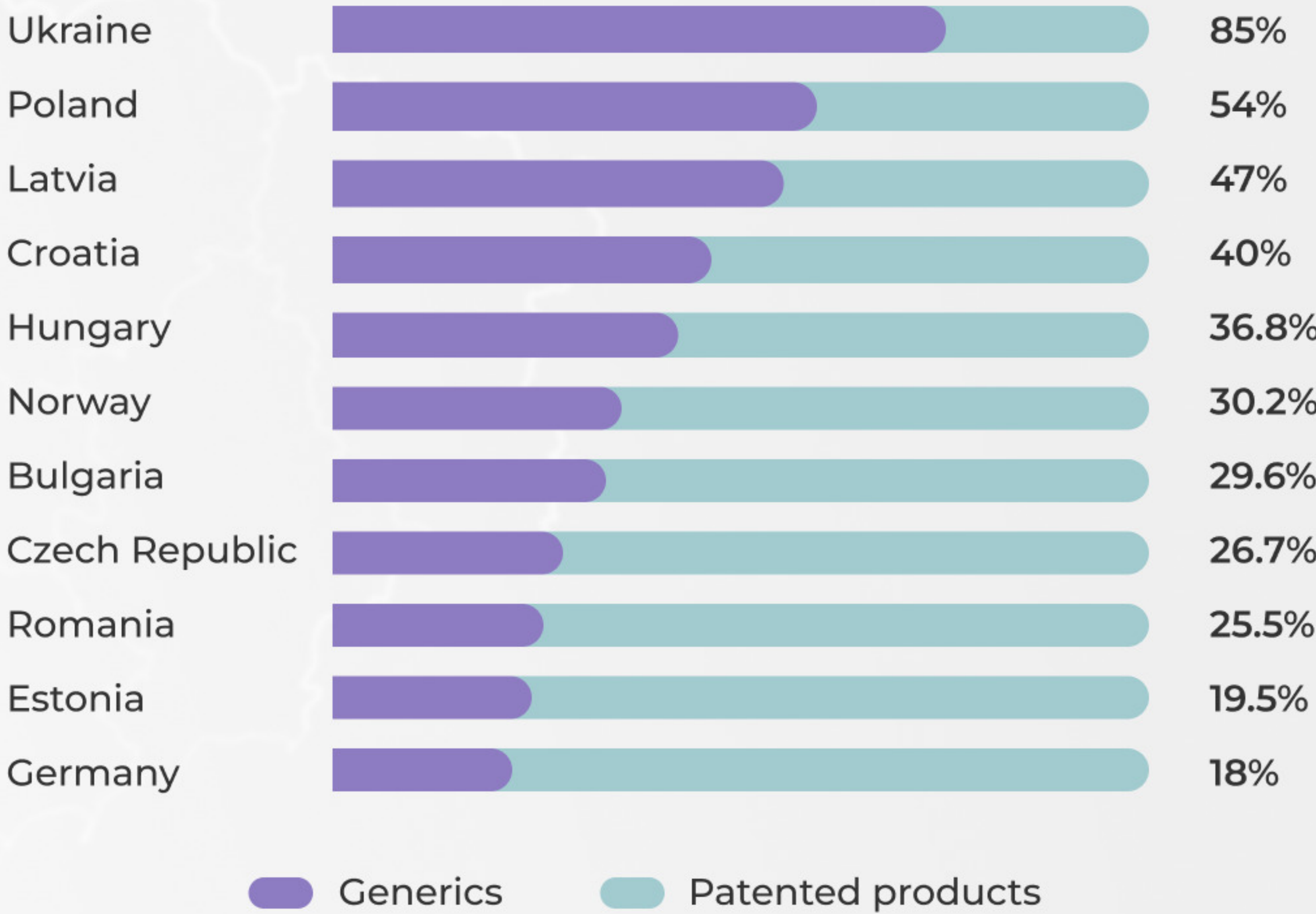


about **1-2**  
billion USD

are required for the development of a completely new medicine, while the development of a generic medicine takes 4-6 years and significantly lower costs

The Ministry of Health urges Ukrainians to choose medicines based on their active ingredient and availability in pharmacies, rather than the brand name of the medication

Pharmaceutical market share of generics in countries, %, 2022





# HEALTHCARE SECTOR OF UKRAINE



## Education and specialists



### Top medical higher education institutions of Ukraine, 2024



Bogomolets National Medical University



Danylo Halytsky Lviv National Medical University



Kharkiv National Medical University



I. Horbachevsky Ternopil National Medical University



National Pirogov Memorial Medical University, Vinnytsya



Dnipro State Medical University



Bukovinian State Medical University



Ivano-Frankivsk National Medical University



Donetsk National Medical University



Odesa National Medical University



**15 000+**  
interns

are enrolled in higher education institutions of various subordination and forms of ownership as of September 2024

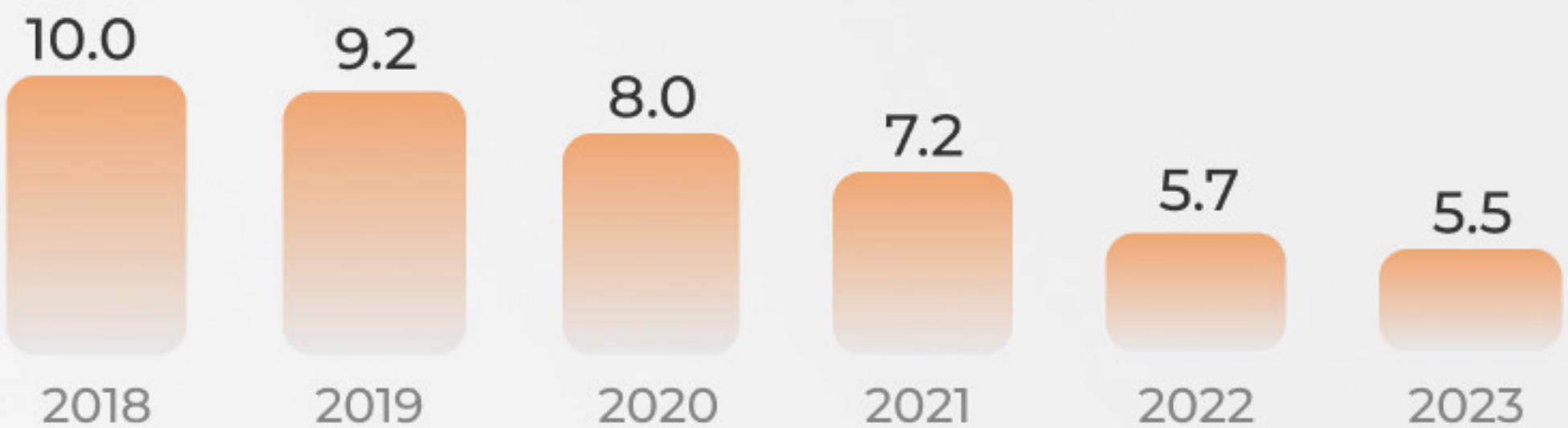
**7 000+**  
graduates

of higher education institutions majoring in healthcare were placed in internships in 2024

### Popular specialties

- Pharmacy
- Dentistry
- Dentistry
- Anesthesiology and Intensive Care
- General Practice (Family Medicine)

## Applicants number for the Speciality "Pharmacy, Industrial Pharmacy", thousands



## Healthcare sector employees' number, thousand people



**7.23%** share of employees in all sectors



about  
**400 USD\***

Average monthly salary of full-time healthcare workers in 2024

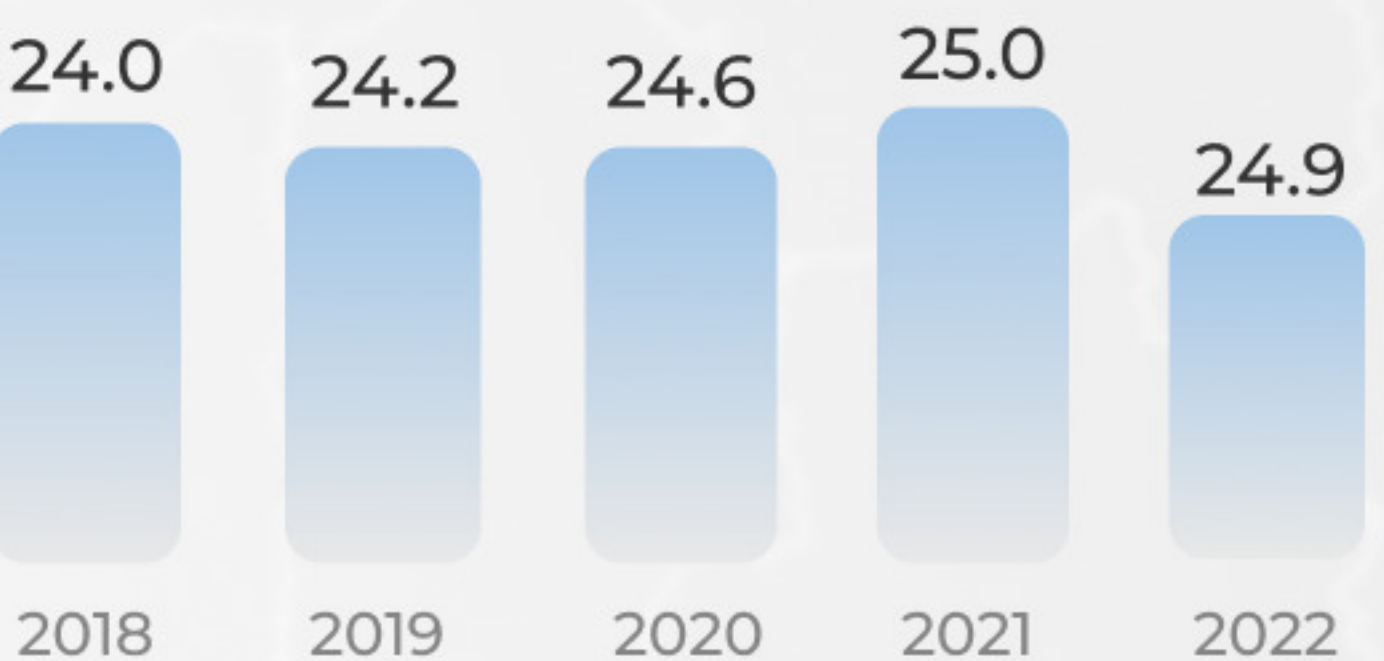


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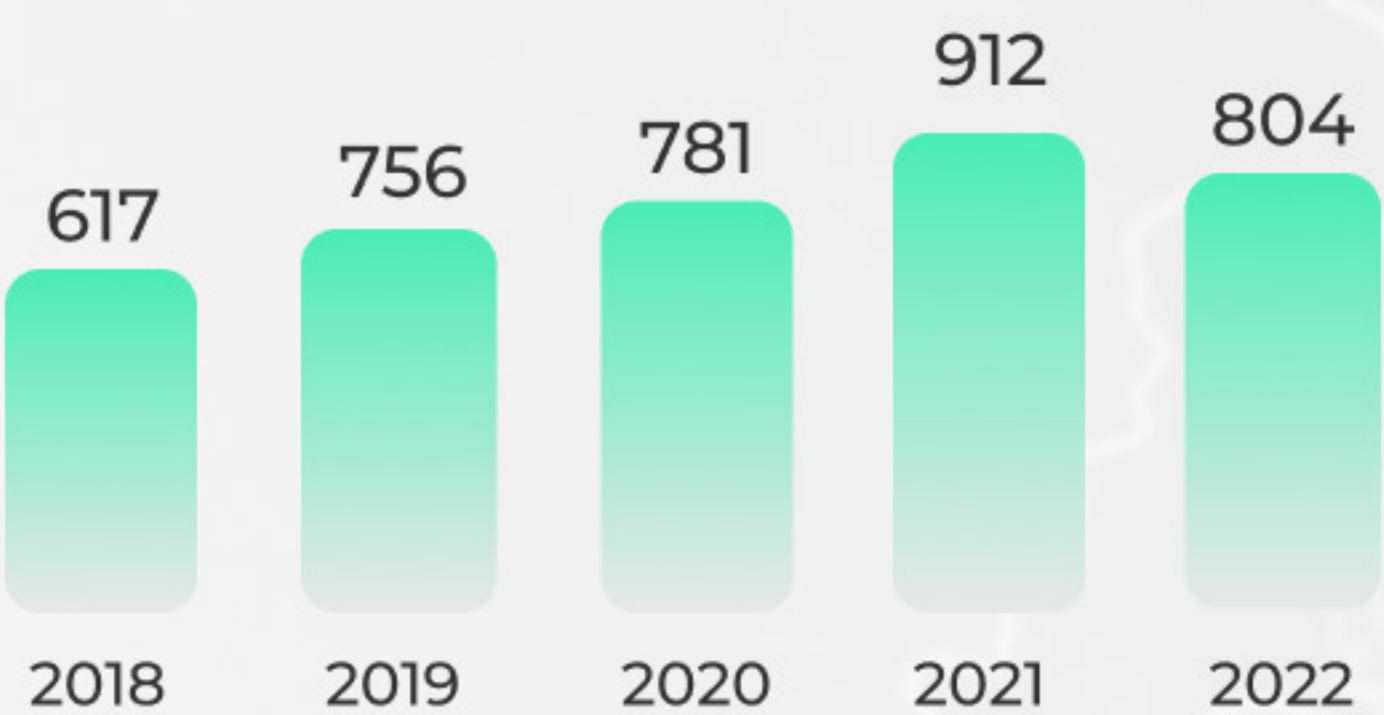
## Employees and companies

Employees average number in the pharmaceutical sector, thousand



**0.3%** pharmaceutical sector employees share from all sectors

Full-time employees average monthly salary, USD\*\*

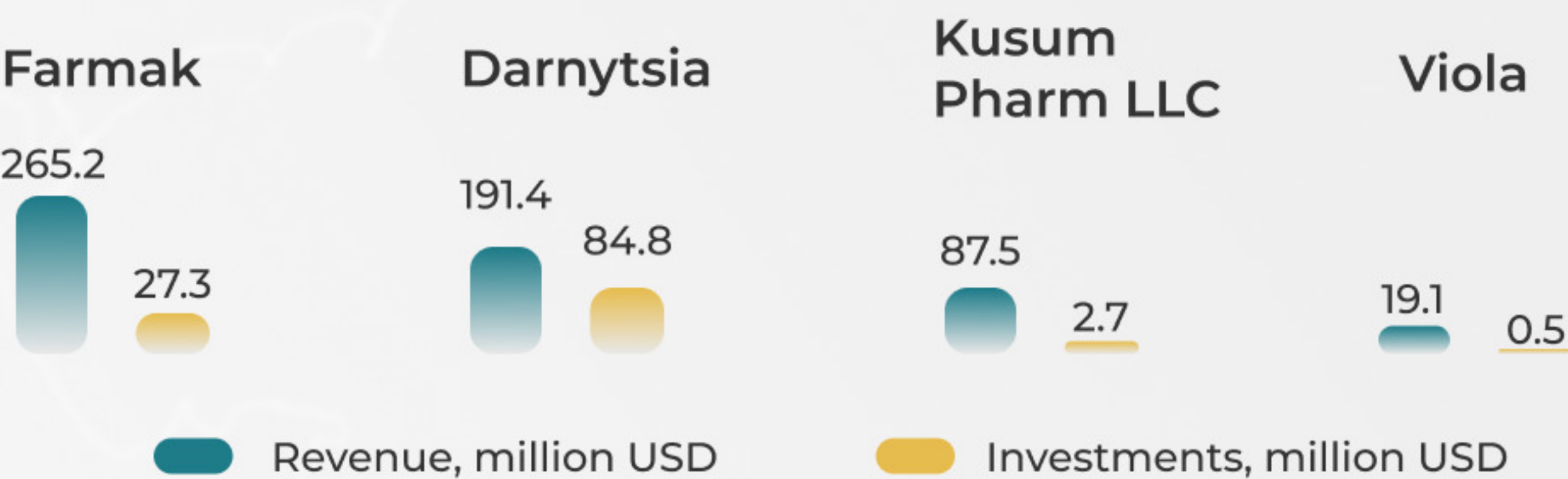


UAH/USD exchange rate: 27.2 25.85 26.96 27.29 32.3

## Top pharmacy sales leaders in Ukraine, 2024

| Nº | Name                 | Country | Market share, % |
|----|----------------------|---------|-----------------|
| 1  | Farmak               |         | 5.77            |
| 2  | Darnytsia            |         | 4.84            |
| 3  | Kyiv Vitamin Factory |         | 3.26            |
| 4  | Arterium Corporation |         | 3.19            |
| 5  | Acino                |         | 3.15            |
| 6  | Teva                 |         | 3.13            |
| 7  | KRKA                 |         | 2.91            |
| 8  | Berlin-Chemie        |         | 2.75            |
| 9  | Sanofi               |         | 2.50            |
| 10 | Kusum Pharm LLC      |         | 2.47            |

## Ukrainian pharmaceutical companies investments, 2023





# HEALTHCARE SECTOR OF UKRAINE



## Innovation, prosthetics and rehabilitation

### Digital Transformation of Ukraine's Healthcare System

A number of systemic changes and digital transformations have taken place in the healthcare sector in recent years. Foundational legislative acts have been adopted, recognizing eHealth (electronic healthcare) and digital tools as fundamental components for the development of the system



The Helsi app is an online service that helps users access all necessary medical services.

According to Ukraine's Digital Development Strategy for Innovation Activities until 2030, some of the priority areas include:

### Biotech



#### Biotechnical research developments

- Biopharmaceuticals
- Gene and cell therapy
- Biomaterials
- Pharmaceutical testing
- Personalized medicine
- Bioinformatics

### MedTech

#### Innovations in medical technologies

- Medical equipment
- Medical devices
- Remote monitoring devices
- Integration of advanced technologies
- Digitization of healthcare facilities
- In vitro diagnostics (biological sample testing conducted outside of a living organism)

## Prosthetics and rehabilitation in Ukraine



above  
**80**  
prosthetics  
manufacturers

The highest concentration of prosthetic facilities is in the Lviv and Kyiv regions, 2023



above  
**50\***  
thousand people

has lost one or more limbs due to the war

In 2023, the demand for prosthetics among the civilian population increased **by 15%**, while among the military, it grew fivefold



about  
**200**  
thousand people

patients require quality rehabilitation assistance every year



# HEALTHCARE SECTOR OF UKRAINE

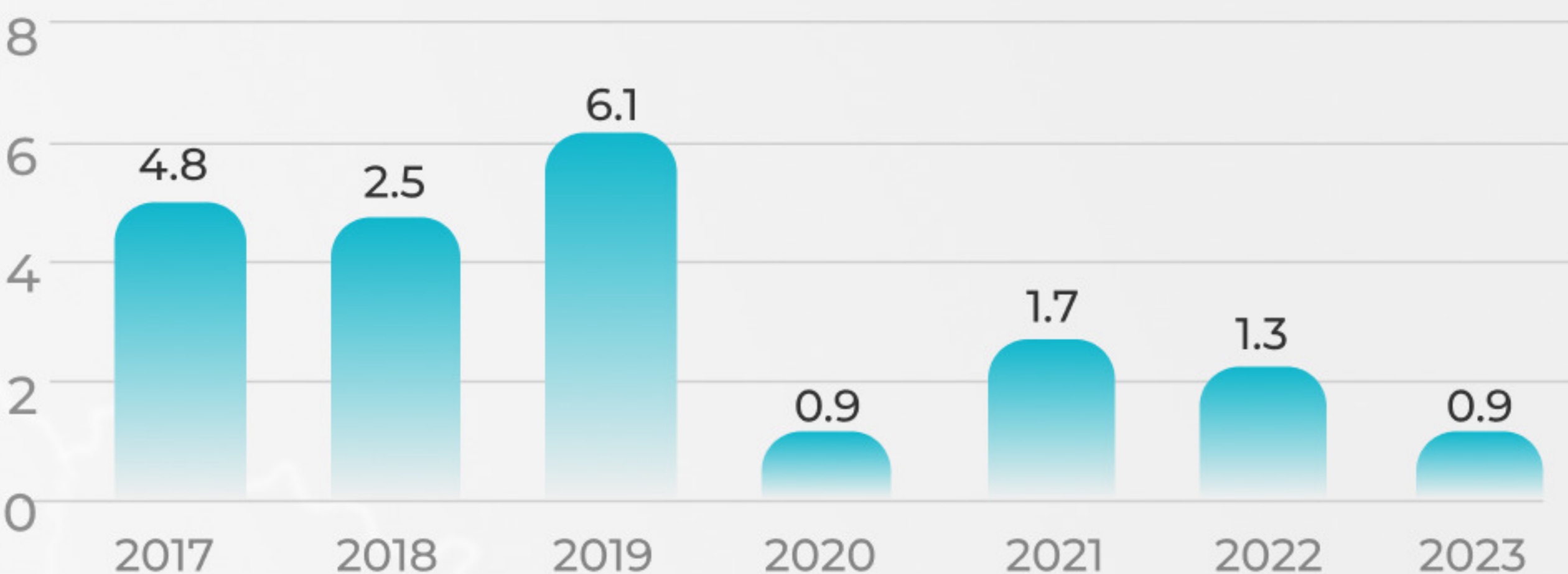


## Medical equipment

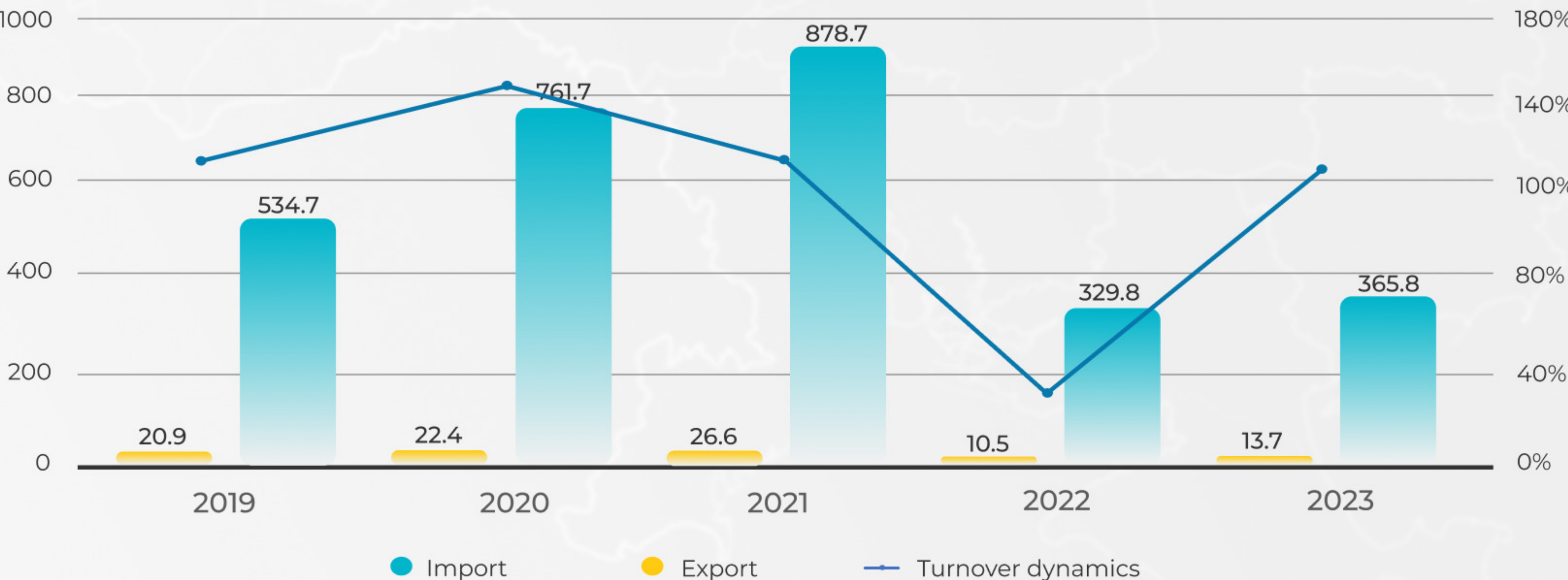
### Market size



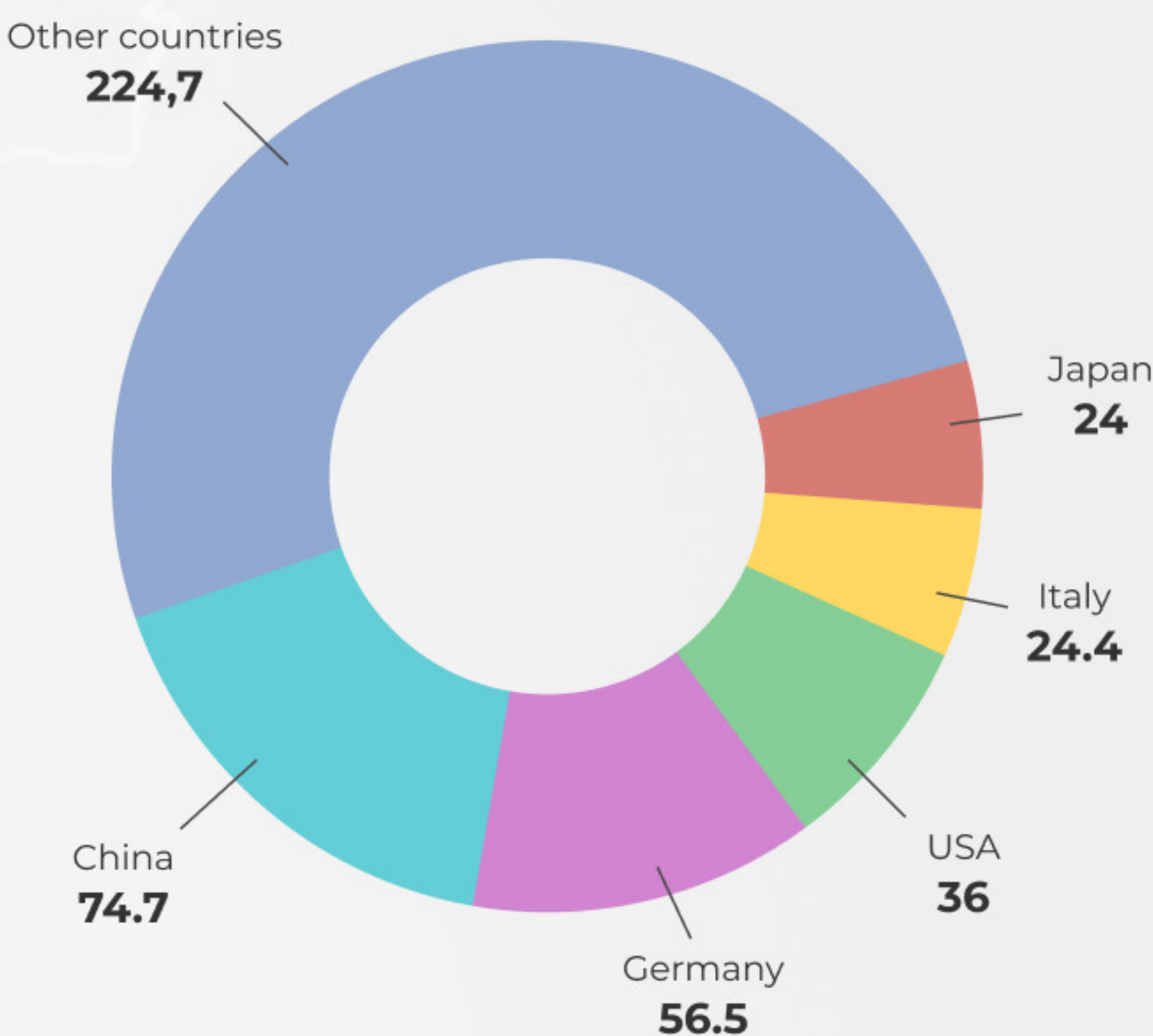
## FDI stocks in production of medical and dental instruments and materials, million USD



## Ukraine's foreign trade in medical equipment, USD mln, 2019-2023



## Countries-importers of medical equipment, million USD, 2023





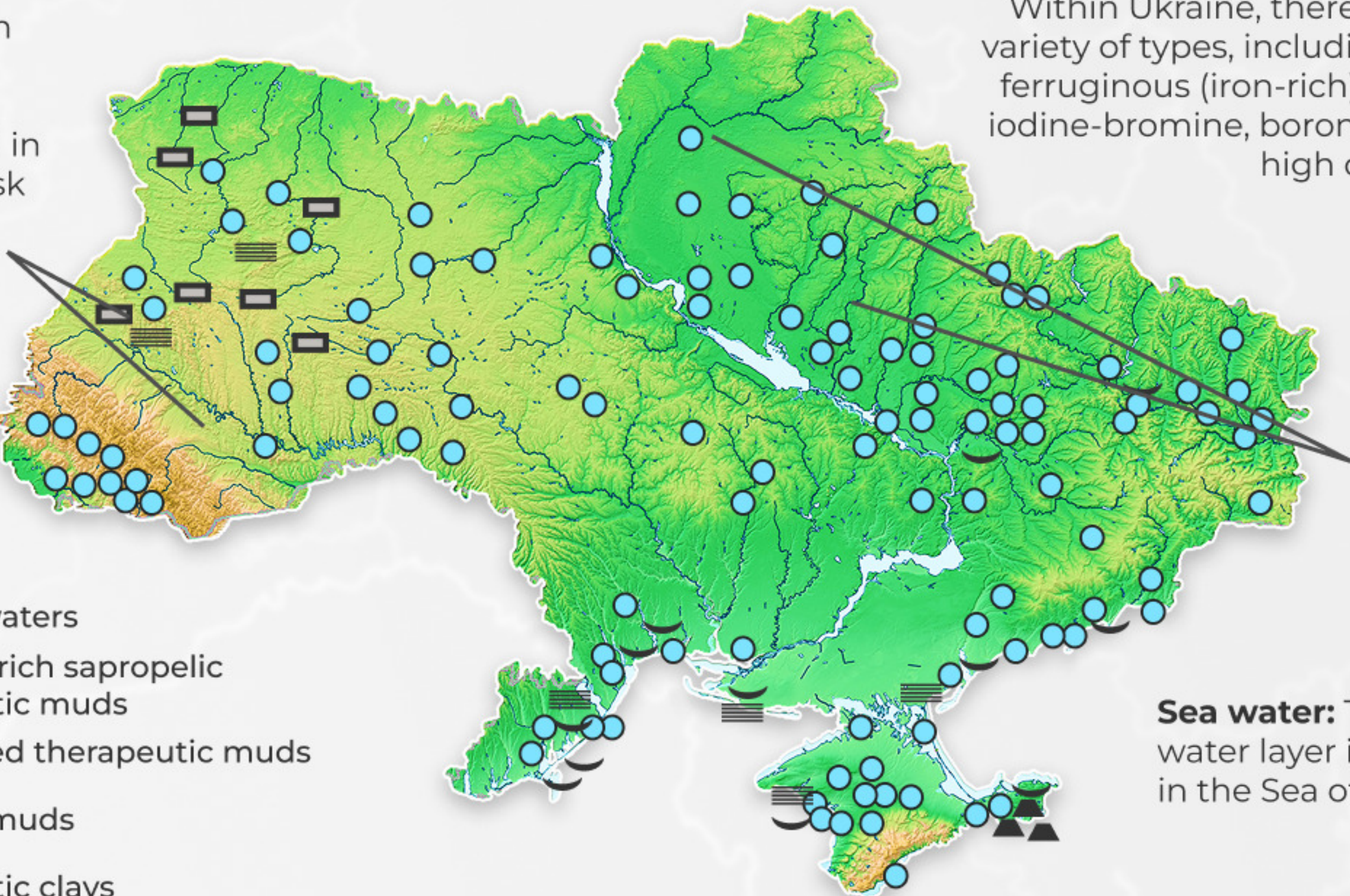
# HEALTHCARE SECTOR OF UKRAINE



## Recreational opportunities and resources

### Natural medicinal resources

The main commercial deposits of **ozokerite** in Ukraine - Boryslavske, Dzvyniatske and Starunske - are located in Lviv and Ivano-Frankivsk regions

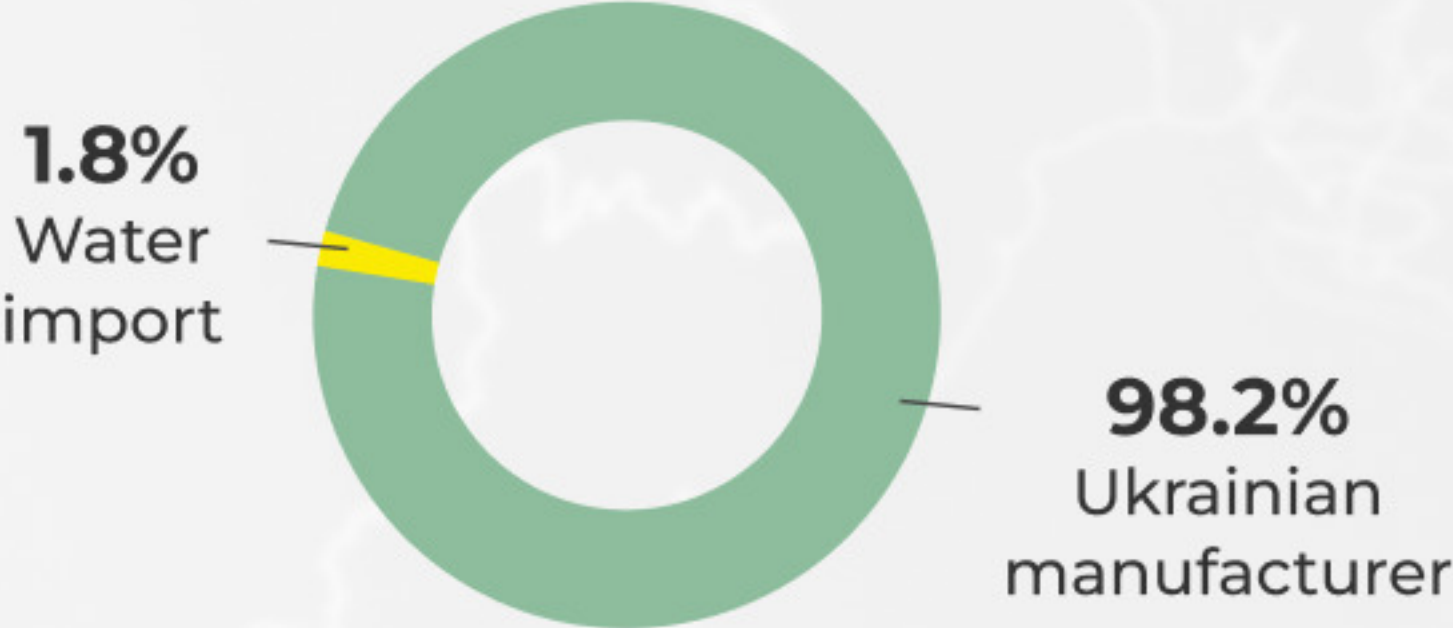


Within Ukraine, there are **mineral waters** of a wide variety of types, including carbonated, sulfide, radon, ferruginous (iron-rich), arsenic, iodine, bromine and iodine-bromine, boron, silicon-rich, and those with a high content of organic substances

Major **bischofite** deposits: Zaturynske in Poltava region and Novopodolske in Chernihiv region

**Sea water:** The salinity of the upper water layer in the Black Sea is 17-18%, in the Sea of Azov 11-14%.

### Mineral water market structure depending on the origin of products in 2022:



The mineral water market in Ukraine is almost entirely supplied by domestic producers,

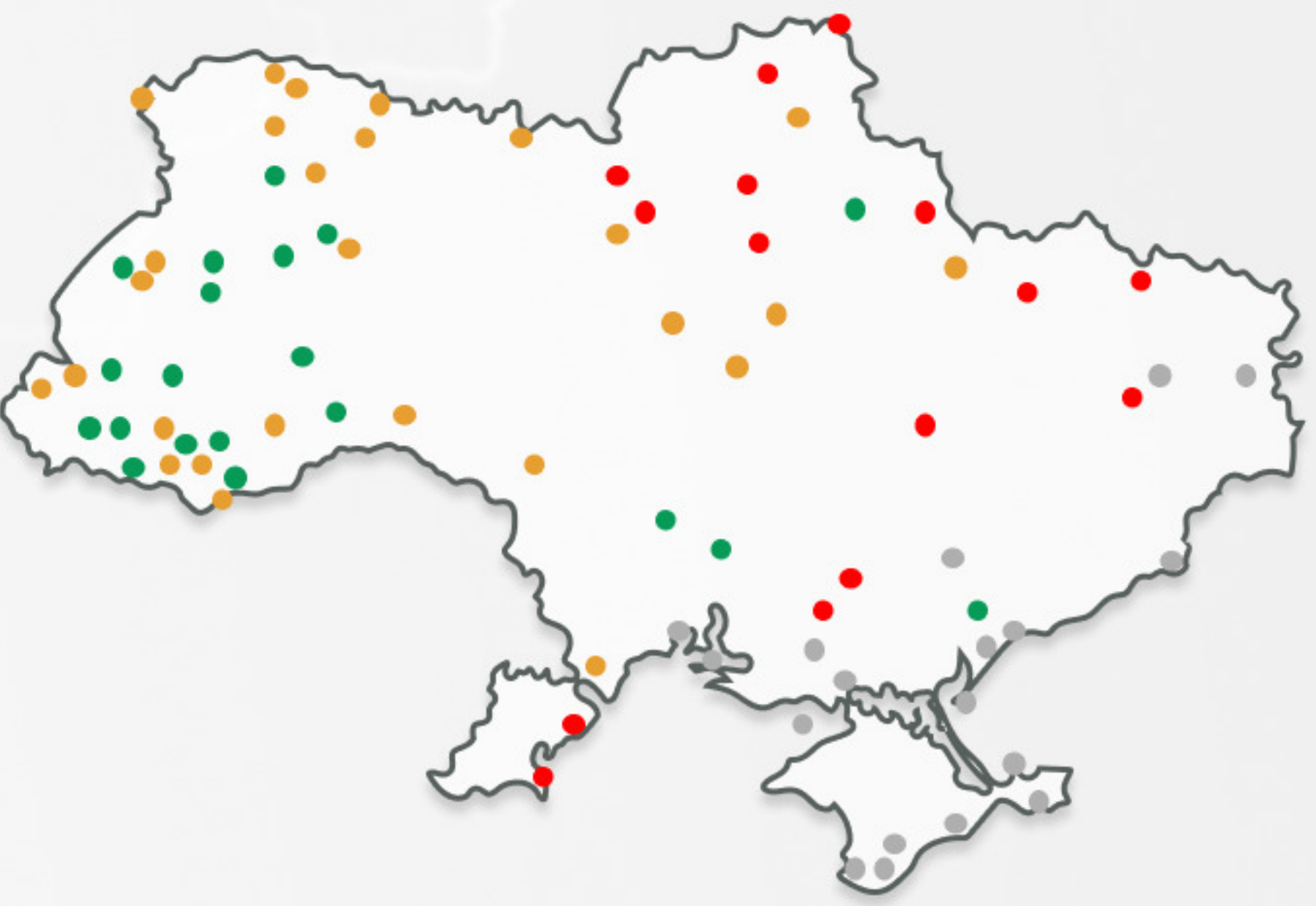
## Nature Reserve Fund of Ukraine



**8633\*** natural sites or **4.1\*** million hectares of NRF were available in 2021

**1,2** million hectares of NRF area affected by the war or **30%** of the total area of the NRF **600 billion UAH** are the total losses to the NRF and biodiversity

## Map of parks and nature reserves in Ukraine, 2023



- 19 available
- 15 temporarily closed
- 27 partially available
- 20 occupied

Sources: Nature Reserve Fund of Ukraine, Ukrainian Research Institute of Rehabilitation and Balneology of the Ministry of Health of Ukraine, Ministry of Environmental Protection and Natural Resources of Ukraine, ProConsulting

\* - According to the State Cadastre of Nature Reserve Fund at the beginning of 2021

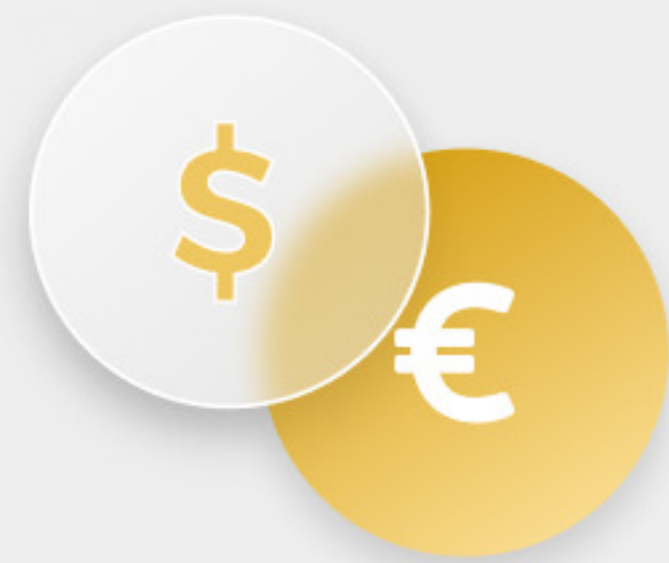


# INVESTMENT INCENTIVES

Significant investments



## REQUIREMENTS FOR INVESTMENT PROJECT



**12+ EUR mln**  
of investment



**10+**  
of new jobs



**up to 5 years\*\*\***  
of project  
implementation



**construction,  
modernization**  
technical and/or  
technological  
reequipment of objects

## FORMS OF SUPPORT



**CIT exemption\***  
(for 5 years by  
choice)



**Exemption from  
VAT**  
for importing new  
equipment and  
components to it \*\*



Exemption from **import  
duties** for new  
equipment  
and components to it \*\*



Construction/compensation  
for built **engineering and  
transport infrastructure**  
(highways, communication  
lines, utilities, etc.).



Lease of **state or  
communal land  
plots without  
land auctions**



Compensation for **costs  
of connection to  
engineering and  
transport networks**



**Land tax exemption/  
reduced land tax  
rates**



Exemption from  
compensation **for  
losses of forestry  
production**

## AMOUNT OF SUPPORT

up to **30%**  
CAPEX



**For more detailed information,  
we recommend paying  
attention to the following  
regulatory acts**



\* Not applicable to projects in the field of extraction for the purpose of further processing and/or enrichment of natural resources.

\*\* List and volume of equipment is approved by the CMU for each project.

\*\*\* The applicant, not earlier than 18 months before the date of submission of the application to the authorized body, may make investments in investment facilities in the amount not exceeding 30% of the total amount of significant investments required for the implementation of an investment project with significant investments



# INVESTMENT INCENTIVES

## Industrial parks

The implementation of investment projects on the territory of industrial parks does not exclude the opportunity to receive additional incentives, in particular, provided for by the Law of Ukraine "On State Support for Investment Projects with Significant Investments" or the legal regime of Diia.City.



**non-refundable financing** for arranging an industrial park and/or construction of related infrastructure facilities\* **up to UAH 150 million\*\***



**exemption** from compensation for losses of **forestry production\*\*\***



**full or partial** compensation of interest rates on loans for arranging an industrial park, carrying out economic activity\*\*\*\*



**compensation** for connecting 1 to engineering and transport infrastructure **up to UAH 150 million** (during martial law - only to power grids 2)



exemption from **real estate tax** for industrial buildings



**land tax** exemption / **reduced** land tax rates



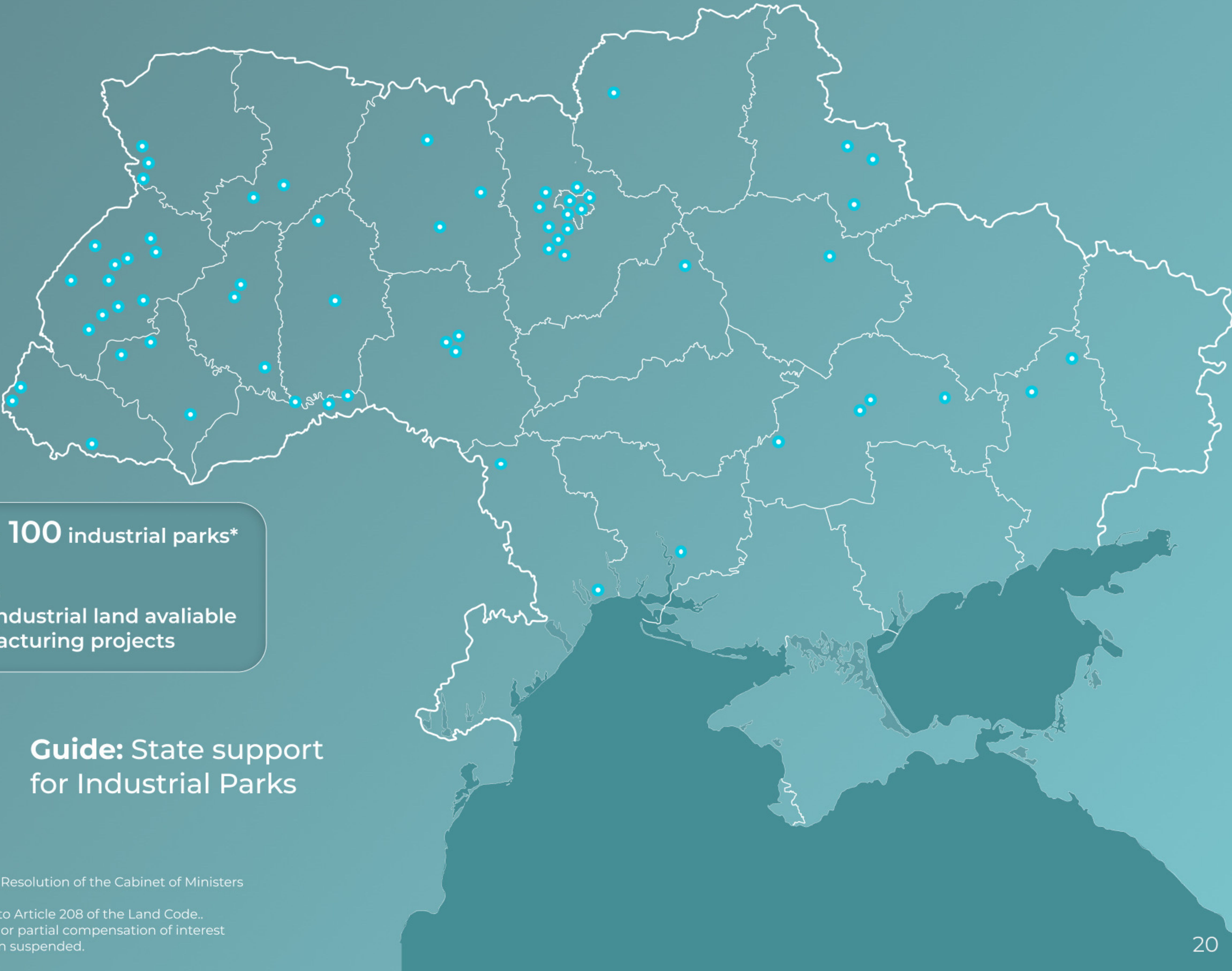
**CIT exemption** for 10 years (only if reinvestment)



**exemption** from **import duties** for new equipment



**VAT** exemption for importing new equipment



more than **100** industrial parks\*

**2500+** ha  
of zoned industrial land available  
for manufacturing projects



**Guide: State support  
for Industrial Parks**

\* - Provided to managing companies and initiators of creation of industrial parks.  
\*\* - According to the Procedure for the provision of funds for the arrangement of industrial parks, approved by the Resolution of the Cabinet of Ministers of Ukraine dated June 4, 2024 No. 644.  
\*\*\* - Regarding the use of land plots with a change in purpose for the establishment of industrial parks according to Article 208 of the Land Code..  
\*\*\*\* - During the period of martial law and for six months after it ends or canceled, the Procedure for providing full or partial compensation of interest rates on loans for the establishment and/or implementation of economic activities within industrial parks has been suspended.



# PROJECTS AFTER 24.02.22

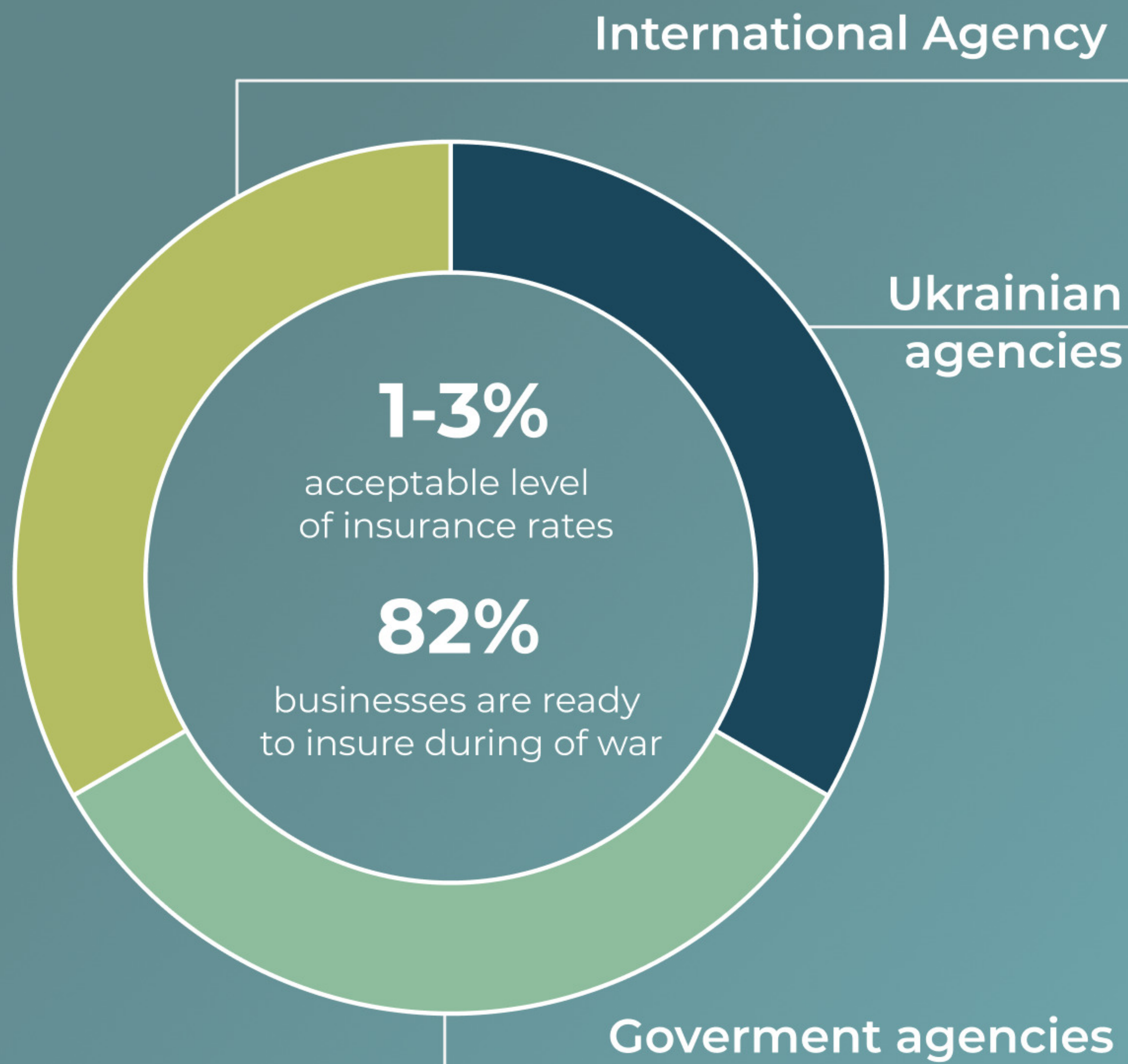


\* - the company continues to cooperate with russia and pay taxes to the terrorist country



# INVESTMENT INSURANCE

U



A formalized agreement on the implementation of the investment insurance mechanism for foreign investments: **2022**  
 Annual rate: **2-3%**  
 Insurance period: **10 years**  
 Coverage of the amount of losses: **up to 90%**  
**Sure Trust Fund:** USD 110 mln, goal - USD 330 mln



Law No. 9015 "On Amendments to the Law of Ukraine "On financial mechanisms for stimulating export activity" regarding insurance of investments in Ukraine against military risks": **2023**  
 Annual rate: **0.49% - 8.05%**  
 Insurance amount: **UAH 200 mln**  
 Insured for 5 months in 2024: **UAH 2.93 bln**



Property insurance against war risks: **2024**  
 Implemented cases: **Grain elevators**



Ship insurance in the Black Sea: **2023**  
 Containers with grain, iron ore, and steel, electrical equipment, fodder  
 Annual rate: **0.75%**  
 Coverage amount: **USD 50 mln**



Memorandum on coverage of American, international and Ukrainian investments in Ukraine: **2023**  
 Coverage of the amount of losses: **up to 85%**  
 Insurance for SMEs: **USD 50 mln**  
 Insurance of the agricultural sector, manufacture: **USD 300 mln**



**22 export-import agencies:** Germany, WB, USA, Japan, Canada, Italy, Poland, Norway, Slovakia, France, Bulgaria, Estonia, Latvia, Lithuania, Czech Republic, Austria, UAE, Portugal, Spain, Sweden, Finland, Denmark  
 Volume of the collected fund: **EUR 1 bln**





**UkraineInvest**  
Guide

## YOUR INVESTMENT MATTERS



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