Russian Pharma Going Global: How Russian Drugmakers Are Expanding into the Middle East and Africa — and How the HERMS AI Model Accelerates Market Access

Russian pharmaceutical companies — R-Pharm, Pharmasyntez, Petrovax, Generium, Binnopharm, Ozon Pharmaceuticals and others — are expanding into the Middle East and Africa. See who is already exporting, why the region matters, and how the HERMS AI model supports faster, governed market entry.

Introduction: Why Russian Pharma Is Looking to the Middle East and Africa

For years the Commonwealth of Independent States was the main destination for Russian medicines. GxP News reports that Russian-made drugs are now actively entering markets in the Middle East, Asia, Africa and Latin America, with growing demand for treatments in cardiovascular, autoimmune and infectious diseases, and that Russian medicines are available in more than 150 countries according to Industry and Trade Minister Anton Alikhanov. Experts quoted in the same article identify the Middle East, Africa and Latin America as the most promising regions, given their fast-growing populations and demand for high-quality, affordable medicines.

The numbers point in the same direction. GxP News reports that Russian pharmaceutical exports reached US$1.3 billion in 2025. Interfax reports that Russia supplied over US$72 million of pharmaceutical products to Africa in 2023, with Nigeria, Uganda, Algeria, Congo and Morocco as the main buyers, and TASS reports that exports to Africa rose 28% year-on-year in January–August 2026, according to Minister Alikhanov at the Russia-Africa Forum.

Which Russian Pharma Companies Are Already Active in the Middle East and Africa?

Pharmasyntez

- Interfax reports that Pharmasyntez Group plans to expand the volume and range of its exports to Africa, already supplies medicines to Libya, participates in tenders across African countries and is working on registering its products there. The company calls Africa a strategic direction for international development.
- The group also announced its entry into the Syrian market as a new prospect for its Middle East exports — see Interfax. Its export strategy was presented at the "Made in Russia" Forum — see Pharmasyntez and the Russian-language report in Pharmvestnik.

R-Pharm

- Scrip (Informa Pharma Intelligence) reported that R-Pharm set up a Turkey subsidiary for US$130.5 million to produce its biotechnology products for export to Middle East and Africa markets. GxP News reports that the company exports to more than 20 countries.

Petrovax Pharm

- Petrovax obtained marketing authorization for Polyoxidonium® in Botswana and plans deliveries to South Africa, with Egypt, West African countries and Middle Eastern countries as the next directions. See also its export page; GxP News reports that its international sales grew by more than 25% in monetary terms in the first half of 2025.

Generium

- GxP News reports that Generium, a Russian developer of biotechnological medicines, will supply its products to a number of countries in the Middle East and North Africa.

Ozon Pharmaceuticals

- GxP News reports that Ozon Pharmaceuticals reached agreements in 2025 to export to Oman and Pakistan, with negotiations and projects ongoing with companies from the UAE, Algeria, Morocco, Jordan and Syria.

Binnopharm Group and Geropharm

- GxP News reports that Binnopharm Group exports to 14 countries and is working to expand its geography, and that Geropharm sees demand abroad for biosimilars for diabetes and obesity treatment.

Sputnik V and Minapharm in Egypt

- In 2021 the Russian Direct Investment Fund and Egypt's Minapharm agreed to produce more than 40 million doses per year of Sputnik V in Cairo, described as the first such partnership in the MENA region — see Arab News and HealthCapital.

Where Russian Companies Are Heading: Saudi Arabia, the UAE and Africa

NovaMedica / GMP News reports that Russian companies planned to enter Saudi Arabia and the UAE first, because registration there is seen as a reference for the wider Arab world. Lidings notes that Russian manufacturers increasingly look toward the GCC and MENA, that the UAE pharmaceutical market is projected to reach US$9 billion by 2031, and that "entering" and "establishing a foothold" are challenges of entirely different magnitudes. In Africa, TASS reports a project in Tanzania whose finished products are intended for local needs and for export to East and Southern Africa.

Why Entry Is Still Hard: Registration, Logistics and Data

GxP News reports that Russian companies see great potential abroad but face regulatory and logistical obstacles, including cross-border data transfer constraints that are especially acute during drug registration and clinical trials. Petrovax adds that faster international validation of data, mutual recognition agreements and GMP internationalization would help exports. Each country also applies its own pricing rules, tender procedures, import conditions and pharmacovigilance obligations, and many of these rules are unwritten.

- Registration: dossier expectations, query patterns and review cycles differ by authority.
- Market access and pricing: reimbursement, pricing references and tender behaviour vary by market.
- Tenders: eligibility rules and buyer behaviour determine who can bid and win.
- Supply and compliance: import readiness, quality, pharmacovigilance and promotional compliance must work together.

How the HERMS AI Model Supports Russian Pharma Expansion

HERMS is a Dubai-based healthcare and life sciences intelligence company. The HERMS AI model is architected from the 25 HERMS assets, with launch planned for 2027, and is designed to help companies — including Russian pharmaceutical companies — enter and grow in new markets faster and with more certainty. HERMS addresses the fragmentation across marketing, market access, regulatory, supply and logistics, pharmacovigilance, compliance and cross-functional quality.

- Decodes unwritten local rules: turns each market's regulatory, pricing and tender rules into machine-readable logic, so a company sees what is required before it enters.
- Faster registration readiness: checks submissions against local requirements to reduce dossier rework and query cycles.
- Market-access and pricing intelligence: shows how tenders, reimbursement and pricing behave market by market.
- Tender intelligence: tracks government and institutional tenders and their eligibility rules to target the right buyers early.
- Supply and compliance in one flow: import readiness, quality, pharmacovigilance and promotional compliance governed together.
- Governed AI you can audit: the model proposes, the rules engine decides, and the audit trail records both.
- Data residency is the client's choice: data can stay on the client's own servers, with controlled in-place access for the HERMS software and AI model, or be stored on HERMS servers if the client elects. HERMS reads and never overwrites your systems of record.
- Local judgment from Dubai: a single point of entry for the region, built on 28 years of regional execution experience.

Conclusion

Russian pharma is moving from regional exports to registrations, tenders, partnerships and local production in the Middle East and Africa. The winners will be the companies that master local rules, tenders, pricing and supply faster than their competitors. To explore how the HERMS AI model can support your market entry, visit hermsglobal.com.

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