

Pharma Dialogue: Kazakhstan 2026 Programme

20 May, Wednesday
Conference Hall, Pavilion 9, 2nd Floor

Plenary Session

“Pharmaceutical Market 2026: System Resilience, Localisation and Regulatory Models”

Key Question of the Session:

What is the key factor for ensuring the resilience of Kazakhstan’s pharmaceutical market in 2026–2030: tariffs, procurement, localisation, or workforce?

Key Issues:

10:30–12:00

- *How can a balance be achieved between access to medicines for patients and the economic sustainability of the pharmaceutical market?*
- *Does the new public procurement model reshape the market structure and stimulate localisation of production?*
- *Can off-take agreements become an effective tool for developing domestic pharmaceuticals, and what risks do they create?*
- *Which factors are critical today for preventing medicine shortages: forecasting, stockpiling, or logistics?*
- *How is the role of the state transforming—from regulator to market operator—in managing pharmaceutical supply?*
- *Is the sector ready to transition towards data-driven management and analytical tools?*

Moderator:

Vyacheslav Lokshin – MD, PhD, Professor, Academician of the National Academy of Sciences of the Republic of Kazakhstan, President of the Kazakhstan Association of Reproductive Medicine, Rector of the International Academy of Reproductology, President of the Association of International Pharmaceutical Manufacturers

Invited Speakers:

Gaukhar Raimkulova – Deputy Chair, Committee for Medical and Pharmaceutical Control, Ministry of Healthcare of the Republic of Kazakhstan

“Access to Medicines in a New Context: Regulatory Mechanisms and Market Risks”

Aigul Telesheva – Head of the Medical Industry Development Division, Department for the Development of Pharmaceutical and Medical Industry, Ministry of Healthcare of the Republic of Kazakhstan

“Long-Term Supply Agreement for Medicines and Medical Devices as a Support Measure for Domestic Manufacturers in Kazakhstan”

Dauren Dikhanbayev – General Director and Member of the Management Board, RSE on REM “National Center for Expertise of Medicines and Medical Devices”, Ministry of Health of the Republic of Kazakhstan

“Strengthening Post-Marketing Surveillance (Pharmacovigilance): Digital Transformation in the Pharmacovigilance System. WHO Benchmarking: Achieving Maturity Level 3 in Kazakhstan”

Nurlybek Assylbekov – Chairman of the Management Board, SK-Pharmacy LLP

“Public Procurement-2026: Direct Contracts, Long-Term Models and Demand Forecasting as Drivers of Market Stability”

Nurzhan Otarbayev – Chair, Committee for Pharmaceutical, Medical Industry and Medical Services, Atameken National Chamber of Entrepreneurs
“Workforce for the Pharmaceutical Sector: Business Demand and Systemic Gaps in the Labour Market”

Ruslan Kozhakhmet – Executive Director, Association of Pharmaceutical Distributors of the Republic of Kazakhstan
“Medicine Supply Chains: How Logistics Affect Shortages and Delivery Timelines”

Zhibek Kerimbayeva – Director for Kazakhstan and CIS, IQVIA
“Pharmaceutical Market of Kazakhstan 2026: Demand Structure and Real Growth Drivers”

Strategic Session

“Kazakhstan’s Pharmaceutical Market 2026: VAT, Investment, Exports and Industrial Infrastructure”

12:30–14:00

Key discussion points:

- *What regulatory, fiscal and infrastructural conditions are required to attract investment into pharmaceutical manufacturing?*
- *How can Kazakhstan expand its export potential across the EAEU, Central Asia and the European Union?*
- *Development of industrial infrastructure: manufacturing capacity, logistics, warehouse facilities and cold chain systems*
- *Impact of VAT 2026 on cost structure, profitability and exports*
- *How can demand forecasting and digital tools enhance supply chain resilience?*
- *Localisation and its limits: which niches can domestic manufacturers realistically occupy?*

Moderator:

Marina Durmanova – President of the Association for the Support and Development of Pharmaceutical Activities of the Republic of Kazakhstan

Speakers:

Gaukhar Raimkulova – Deputy Chair, Committee for Medical and Pharmaceutical Control, Ministry of Healthcare of the Republic of Kazakhstan
“The Pharmaceutical Market after VAT Introduction: Ensuring Industry Resilience and Access to Medicines”

Aigul Telesheva – Head of Medical Industry Development Division, Department for the Development of Pharmaceutical and Medical Industry, Ministry of Healthcare of the Republic of Kazakhstan
“Introducing New Approaches to Attracting Investment into Pharmaceutical Manufacturing”

Rakhat Mynbay – Head of Investment Projects Department, SK-Pharmacy LLP
“State Support Measures for Kazakhstani Manufacturers and Contract Manufacturing Clients”

Marina Kanushina – Director, Institute of International Education (Prague), Qualified Person for Pharmacovigilance in the EAEU, Yuria Pharm LLC
“Pharmacovigilance within the Pharmaceutical Supply System”

Ruslan Sultanov – President, PharmMedIndustry Kazakhstan Association
“Export 2030: How Domestic Manufacturers Can Capture Regional Market Niches”

Yermek Yassylov – Deputy Chairman of the Management Board, Eurasian Medical Association
“Regulatory Transformation and Industrial Infrastructure in 2026”

Aliya Yerimbetova – Chief Executive Officer, INKAR Pharmaceuticals LLP
“VAT Administration: ‘First Quarter’ Lessons – Case Studies, Errors and Recommendations”

Alexander Cherednichenko – Executive Director, Vi-ORTIS

“The Pharmaceutical Market after VAT Introduction: Demand Structure and Its Impact on the Industry Economy”

Strategic Session

“Digital Pharma 2026: Governance, Transparency and Medicines Supply”

Session logic:

As the economy becomes more complex, governance must become smarter.

Block 1. AI in Manufacturing and the Supply Chain

- *Demand forecasting and prevention of shortages*
- *AI-driven optimisation of manufacturing processes*
- *Inventory and logistics management*

14:30–16:00

Block 2. Digital Traceability

- *Results of medicines traceability (serialization) implementation*
- *Combating counterfeit medicines*
- *Data integration: manufacturer – distributor – pharmacy – regulator*

Block 3. AI + Pharmacoeconomics

- *Use of Big Data for HTA*
- *Forecasting budget impact*
- *Analytics of medicines consumption*
- *Early identification of shortage risks*

Moderator:

Ruslan Sultanov – President, PharmMedIndustry Kazakhstan Association

Speakers:

Alibek Zhanakhmetov – Executive Director, SK-Pharmacy LLP

“From Data to Action: Digital Solutions of the Unified Distributor in Kazakhstan’s Healthcare System”

Bikesh Kurmangaliyeva – Chief Executive Officer, Centre for Digital Economy Development LLP

“Digital Labelling of Medicines: Implementation Results and Its Impact on Market Transparency”

Sholpan Kassymbayeva – Regional Director (Almaty Region), Association for the Support and Development of Pharmaceutical Activities of the Republic of Kazakhstan, Deputy of the VIII Convocation of the Enbekshikazakh District Maslikhat, Almaty Region

“Traceability and Labelling in Retail: Preventing Double Dispensing, Stock Control and Consumer Protection”

Alexander Khromov – Director, IQVIA Eurasia

“From Global AI to управляемой Pharmaceutical Systems: How Data Becomes a Tool for Pharmaceutical Provision”

Ekaterina Markova – Director, Proxima Research

“Domestic Pharmaceuticals in Retail Pharmacy: Data, Shelf Placement, Sales and Brand Sustainability”

Meirzhan Yessimkhanov – Executive Director, Activat VC

“AI Start-Ups in Pharma: How Venture Capital Assesses the Real Value of Technologies”

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