



KAZAKHSTAN PHARMACEUTICAL FORUM 2026

16 – 17 April 2026
Rixos Turkistan



Programme

Day 1 – 16 April, Thursday

08.00 – 09.00 Registration and Morning Coffee

09.00 – 10.00 **Session 1: Kazakhstan's Pharmaceutical Security Strategy: Manufacturing, Innovation, and Integration**

- What are Kazakhstan's strategic priorities for ensuring pharmaceutical security amid global market transformation and the rapid advancement of medical technologies?
- How can a balance be achieved between developing local manufacturing and ensuring patient access to cutting-edge global therapies?
- In which segments is full-cycle localization economically and technologically justified, and where should strategic partnerships with global companies remain the priority?
- What regulatory and economic mechanisms are needed to attract investment, facilitate technology transfer, and simultaneously accelerate access to innovative and original medicines?
- Which digital solutions and AI tools can enhance market monitoring, streamline registration procedures, and improve quality control of medicines and medical devices?
- How should the public procurement system be modernized to increase transparency, efficiency, and accessibility of medicines and medical devices/medical technologies?
- What steps are required to harmonize the registration processes for medicines and medical devices with international standards while maintaining robust quality control?

- How should the Mandatory Social Health Insurance (MSHI) model evolve to ensure treatment accessibility and sustainable healthcare system development?
- Which strategic intellectual property protection mechanisms can help Kazakhstan stimulate innovation, integrate into global pharmaceutical value chains, and strengthen domestic production?
- How can Kazakhstan build an effective model of international integration that aligns national priorities with regulatory harmonization, export expansion, and participation in regional and global pharmaceutical value chains?
- How can Kazakhstan leverage intergovernmental cooperation, including the Organization of Turkic States and the EAEU, to expand patient access to medicines and medical equipment, boost export potential, and harmonize regulation?

10.00 – 11.00 **Session 2. Investment Agreements as a Step Towards Transforming Kazakhstan’s Pharmaceutical Market**

- What projects and commitments are outlined in signed investment agreements, and how do they contribute to localizing production in Kazakhstan?
- What specific steps should companies and government agencies take to implement investment agreements, accelerate production localization, and introduce advanced technologies in Kazakhstan?
- What technological, economic, and regulatory barriers are encountered in the localization of drug and medical device production?
- In which segments of API and finished dosage form manufacturing is it feasible to develop full-cycle localization, and where is it more effective to rely on international collaboration and technology imports?
- What advanced production technologies and solutions are required to develop local pharmaceutical manufacturing and ensure its competitiveness on regional and global levels?
- What quality requirements for manufactured medicines should be considered during production localization, and how can compliance with these standards be ensured in new manufacturing facilities?
- What quality control and international compliance mechanisms should be implemented to ensure the safety and effectiveness of locally produced medicines and medical devices?

11.00 – 11.20 **Special Presentation “Strategic Overview: Macrotrends and Socio-Economic Challenges of Kazakhstan”**

11.20 – 12.00 Coffee and Networking Break

12.00 - 12.20 **Special Presentation “Shaping the Future – How Ongoing Regulatory Reforms Will Transform Kazakhstan’s Market”**

12.20 - 13.20 **Session 3. Executive Discussion “Business in the New Reality: Strategy, Regulation, and the Future”**

- How are the strategic priorities of companies operating in the markets of medicines, medical equipment and devices, and dietary supplements evolving amid economic challenges?
- How do companies assess the effectiveness of current regulatory mechanisms, including registration, pricing, VAT, labeling, and public procurement?

- What key challenges in the markets for medicines, medical devices, medical equipment, and dietary supplements are affecting patient access today, and what strategies and measures can help address them?
- How is the distribution and pharmacy segment evolving, and what strategies are companies using to ensure effective market coverage?

13.20 - 13.35 **Special Presentation “The EAEU as a Unified Regulatory Space – Medicines Registration Without Borders”**

13.35 - 14.35 Lunch

14.35 - 15.35 **Session 4. Analytical Session “Behind the Scenes of the Pharma Market: What Drives Industry Growth and Decline?”**

- What key trends and indicators will shape the development of Kazakhstan’s pharmaceutical market and the regional market in 2025–2026?
- How do changes in the regulatory environment (pricing reform, VAT, public procurement, and labeling) affect companies’ strategic decisions?
- Which market segments are experiencing the highest growth, and which face stagnation risks?
- How are current consolidation trends and shifting roles among market participants affecting the restructuring of Kazakhstan’s pharmacy sector, and who are the winners and losers?
- What trends and regulatory changes in dietary supplements are influencing market dynamics and companies’ strategic decisions in Kazakhstan?
- What drives the medical devices market in Kazakhstan: new opportunities, hidden risks, and company strategies?

15.35 - 16.35 **Session 5. Public Procurement 2.0 – How New Approaches Are Transforming the Pharmaceutical Market, with a Focus on Medicines and Medical Devices/Equipment**

- What key changes in the public procurement system for medicines and medical devices have already been implemented in Kazakhstan, and what results have they produced?
- How are new approaches to tenders and e-procurement improving transparency, efficiency, and access to medicines for the population?
- How can the public procurement system adapt to the introduction of innovative and high-tech medicines without increasing the financial burden on the budget?
- How can public procurement be integrated with digital solutions and AI to forecast demand, optimize inventories, and reduce delivery times?
- Which effective public procurement practices from Central Asian countries can be adapted to improve transparency and efficiency in neighboring states?
- How could harmonizing procurement procedures among the Turkic Council countries enhance access to medicines and optimize spending on medical devices?

16.35 - 17.00 Coffee and Networking Break

17.00 - 18.00 **Session 6. Pricing of Medicines and Medical Devices/Equipment – Who Wins and Who Loses?**

- How does international pricing practice help balance the interests of patients, the government, and manufacturers, and which lessons are relevant for Kazakhstan?

- How does Kazakhstan's current pricing policy affect patients, manufacturers, and public procurement?
- How can a pricing policy for medicines be structured to balance patient access with incentives for manufacturers?
- How can pricing approaches support innovation without reducing access to essential medicines?
- Which patient groups benefit or lose from the current pricing policy for medicines and medical devices?

18.00 - 19.00 **B2G Meetings / One-to-One Meetings with Top Executives of Manufacturers, Distributors, and Pharmacy Chains**

19.00 - 21.00 **Cocktail Reception**

Day 2 – 17 April, Friday

08.30 – 09.00 Registration and Morning Coffee

09.00 – 10.00 **Session 7. The Future of Medical Technologies in Kazakhstan: Partnership Between Government, Industry, and Clinics**

- What barriers currently limit the adoption of new medical technologies in Kazakhstan, and how can they be overcome through collaboration between government, industry, and clinics?
- How can the introduction of innovative medical equipment be accelerated without compromising safety and quality?
- What incentives and engagement models can make clinics active participants in pilot projects and the testing of new technologies?
- What factors make Kazakhstan attractive for localizing production and implementing innovations, and what is still needed to stimulate investment growth?
- How can the integration of digital technologies, AI, and personalized medicine transform the healthcare system over the next 5–10 years?

10.00 - 11.00 **Session 8. Registration and Re-registration of Medicines and Medical Devices/Equipment – Strategies for Transparency and Development**

- What are the key goals of implementing a composite service, and what issues in the existing system does it address for businesses and patients?
- What results have been shown by the pilot project of the composite service? Has it succeeded in simplifying and speeding up procedures for applicants?
- How do market participants assess the transparency, predictability, and efficiency of the "single window" system within the composite service framework?
- What risks and challenges remain when combining expertise, registration, and pricing into a single service, and what needs to be improved before scaling the project?
- How does Kazakhstan evaluate the results of transitioning to EAEU rules for the registration and re-registration of medicines and medical devices?
- How can a balance be achieved between accelerating the transition to EAEU rules and maintaining the stability of the national registration system?
- What lessons have already been learned from the practice of the composite service and integration with the EAEU, and how can these be applied to further improve Kazakhstan's registration system?

11.00 - 11.30 Coffee and Networking Break

11.30 - 12.30 **Session 9. Digital and AI – Transforming the Pharma Market and Patient Engagement**

- How does the implementation of IT and digital solutions in pharmaceutical manufacturing and logistics improve efficiency and reduce costs?
- How are digital technologies and AI transforming approaches to patient engagement and increasing patient involvement?
- How do AI tools help forecast demand, optimize supply chains, and manage inventories in the pharmaceutical market?
- How are companies using digital analytics to personalize marketing and enhance communication effectiveness with patients?
- What regulatory, ethical, and legal considerations must be taken into account when implementing AI and digital solutions in pharma?

12.30 - 13.30 **Session 10. Medicines, Dietary Supplements, and Medical Devices Under Control – Labeling Standards and Implementation Experience**

- Which aspects of labeling medicines, dietary supplements, and medical devices present the greatest challenges for manufacturers, distributors, and pharmacy chains? Examples from Kazakhstan and Uzbekistan.
- What are the most common mistakes in implementing mandatory labeling, and how can they be avoided?
- How do labeling systems affect the registration process and the market launch of medicines, medical devices, and dietary supplements?
- How is data from labeling systems analyzed, and what opportunities does it create for regulators and market participants?
- Who owns the data generated by labeling systems, and how is confidentiality and transparency of its use ensured?
- How can companies use information from labeling systems to optimize logistics and inventory management?

13.30 - 14.30 Lunch

14.30 - 16.30 **Thematic Roundtables – Small-group discussions offering the opportunity to ask questions and exchange views in a more informal setting**

Roundtable 1: *Medicines and Medical Devices. Financial Burden or Development Incentive? Perspectives on Introducing VAT in Pharma*

- What are the objectives and expected effects of introducing VAT on medicines and medical devices for the government and the market?
- How will the introduction of VAT affect the cost and accessibility of medicines for the population, especially socially vulnerable groups?
- Are participants across the pharmaceutical value chain – manufacturers, distributors, and pharmacies – prepared for the change in tax burden and VAT administration?
- What measures are needed to mitigate potential negative impacts and ensure transparency during the transition period?

Roundtable 2: *Medicines. Ensuring Access for Patients with Rare Diseases: Seeking Sustainable Solutions*

- How is access to medicines for patients with rare diseases currently organized in Kazakhstan, and what challenges do these patients face?
- What approaches to financing and procurement of orphan drugs can ensure long-term sustainability of the system?
- How can procurement efficiency and budget planning for orphan drugs be improved given limited resources?
- What mechanisms of collaboration between the government, pharmaceutical manufacturers, and patient organizations can enhance support for patients with rare diseases?

Roundtable 3: *Medical Devices. Barrier-Free Registration: Accelerating Patient Access to Innovative Technologies*

- How can medical device registration be made a tool to support innovation rather than a barrier?
- What is needed to fully align medical device registration procedures in Kazakhstan with EAEU, EU, and FDA standards?
- Where is the balance between accelerating market entry and ensuring quality and safety?
- Can digitalization, a “single window” system, and a risk-based approach make the process faster and more transparent?
- How can partnerships between government and industry simplify procedures without lowering standards?

Roundtable 4: *Dietary Supplements. Regulatory Pathways: Challenges, Risks, and Strategies for Successful Market Entry*

- What approaches to dietary supplement registration are currently applied in Kazakhstan?
- What common mistakes do companies make when submitting registration documents for dietary supplements, and how can they be avoided?
- How can dietary supplements, nutritional supplements, and medicines be distinguished under Kazakhstan’s legislation?
- Which procedures for verifying composition, safety, and labeling are most challenging for local manufacturers?
- What successful local market practices can help accelerate the market entry of dietary supplements in Kazakhstan?

Roundtable 5: *Medicines. Registration and Re-registration of Medicines: Composite Service and Compliance with EAEU Rules*

- How does the composite service facilitate or complicate the market entry of new drugs?
- How does national registration relate to EAEU registration, and how can a company choose the optimal pathway?
- What best practices from the EAEU can enhance the predictability and efficiency of the registration process?

Roundtable 6: *Medicines. Ideas vs. Copies: Risks and Battles Over Intellectual Property*

- Which intellectual property protection mechanisms are most effective for pharmaceutical companies in Kazakhstan?
- What are the typical risks of patent, trademark, and trade secret infringement in the market?
- How does judicial practice influence companies’ intellectual property protection strategies?
- Which international approaches can be adapted to strengthen intellectual property protection in Kazakhstan’s pharmaceutical market?

Roundtable 7: *Medicines and Medical Devices. Priorities for the Development of the Social Insurance System in Kazakhstan: Facilitating Access to Medicines and Healthcare Services*

- What are the strategic goals and key areas for the development of the social insurance system in Kazakhstan?
- How can the social insurance system improve access to medicines and healthcare services for the population?
- What challenges and risks exist when expanding insurance coverage for different patient categories and medical products?
- How will the results of social insurance initiatives be evaluated, and what indicators define the effectiveness and sustainability of the system?

- What are the prospects for the development of co-payment systems in Kazakhstan, and what role will it play in shaping a sustainable model of medicine provision?

Roundtable 8: Vertical Revolution in the Pharma Market – Rethinking the Rules for All Participants

- How does the integration of pharmacies into distribution and distributors into production change traditional business models in the pharma market?
- What advantages and risks does vertical integration create for supply chain participants and the end consumer?
- How do these changes impact pricing, accessibility of medicines, and market competition?
- What strategies and innovative approaches can pharmacies and distributors adopt to effectively manage their new roles?
- How can regulatory bodies ensure a balance between business development and patient protection in the context of vertical integration?

Roundtable 9: Medicines. Pharmacovigilance and Post-Marketing Control: Patient Safety and Market Development

- Which pharmacovigilance priorities are currently most important for ensuring patient safety?
- How does post-marketing control impact trust in the market and the development of the pharmaceutical industry?
- What tools and technologies can enhance the effectiveness of drug safety monitoring?
- How can effective collaboration between regulators and pharmaceutical companies be established to respond promptly to adverse reactions?

17.00 Closing of the 3rd Kazakhstan Pharmaceutical Forum