



Small Business, Big Impact: Getting Government closer to the reality of SMEs

SME Forum

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Who we are:

- 1- We have 11 plants in Lebanon:
 - 8 Plants for Pharmaceutical products
 - 2 Plants for Serum
 - 1 Plant for Food supplement



What are our standards:

- 1- We follow the International GMP guidelines.
- 2- We develop CTD & eCTD registration files (international norms)
- 3- We perform bioequivalence studies in reputable centers (CRO's)
- 4- We undergo audits from:
 - 1- The Lebanese Ministry of Public Health
 - 2- Multinational Licensors
 - 3- Health Authorities from the Export markets



What are our capabilities today:

1- We manufacture:

Tablets / Capsules / Cream / Gel / Syrup / Serums /
Injectables.

2- We produce under license from reputable multinationals,
European, US, Japanese

3- We cover 7% of the Lebanese Pharmaceutical Market

4- We have 1800 qualified employees most of them are post-
graduate; Doctors, pharmacists, chemists & technicians

5- We still have 50% free production capacity



Number of local top ten companies in the neighboring countries :

- Saudi Arabia.....3
- UAE1
- Jordan5

- Egypt10
- Algeria5
- Morocco4
- Tunisia4

- Lebanon0



What are our potential capabilities & short term objectives:

- 1- To reach 30% market share of the Lebanese market in 5 years
- 2- To reduce the cost of health care
- 3- To decrease the National Trade deficit
- 4- To open more vacancies for new graduates
- 5- To increase and expand our export markets



What do we expect:

Current Situation:

- Lebanon is an open country for all pharmaceutical business
- Surrounded by rigid markets who strongly protect their local industry.

Recommendations:

- organize the local market within the free economy.
- Avoid dumping the market with unnecessary products.
- Keep on the momentum of supporting local industry.
- Taking into consideration that little support might lead to tangible progress in the industry.
- Support to enter and enlarge our share in the export markets



What do we request:

- Encourage multinationals to transfer their technology to Lebanon .
- Promote local pharmaceutical industry as part of the center of excellence in the healthcare management for the region



Thank you