



USAID
FROM THE AMERICAN PEOPLE

KEY QUATITATIVE DATA POINTS ANALYSIS ON PHARMACEUTICAL SECTOR IN JORDAN

Final Report

August 4, 2008

This publication was produced for review by the United States Agency for International Development. It was prepared by Awni Nabulsi, Manal Qarain and Farah Hanbali / Al-Jidara Investment Services.

KEY QUATITATIVE DATA POINTS ANALYSIS ON PHARMACEUTICAL SECTOR IN JORDAN

FINAL REPORT

USAID JORDAN ECONOMIC DEVELOPMENT PROGRAM

CONTRACT NUMBER: 278-C-00-06-00332-00

BEARINGPOINT, INC.

USAID/JORDAN

OFFICE OF ECONOMIC GROWTH

AUGUST 4, 2008

AUTHOR: Awni Nabulsi, Manal Qarain and Farah
Hanbali / Al-Jidara Investment Services

DELIVERABLE N^o: 4.16.1.1

DISCLAIMER:

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

CONTENTS

EXECUTIVE SUMMARY	4
INTRODUCTION	6
Jordan Economic Profile.....	6
Background.....	7
Industry Definition	7
SECTOR OVERVIEW	8
Demand Conditions: Trade and Investment Trends.....	8
Domestic Pharmaceutical products producers in Jordan	12
Market Structure and Competition	12
Firm Structure and Rivalry	13
Main Players	16
Hikma Pharmaceuticals	16
Raw material Sourcing	17
Arab Pharmaceutical Manufacturers (APM)	18
Raw Material Sourcing:	18
Dar Al Dawa (DAD)	18
Raw Material Sourcing:	19
Jordanian Pharmaceutical Manufacturing Company (JPM)	19
Raw Material Sourcing:	20
Arab center for pharmaceuticals and chemicals (ACPC)	20
Raw Material Sourcing:	20
LINKAGES, RELATED, AND SUPPORTING INDUSTRIES.....	21
Pharmaceuticals Support Sector	21
Regulatory Environment	21
Regulations	22
Research and Development Capabilities	23
Taxation	24
Market Access Agreements.....	24
GLOBAL PHARMACEUTICAL INDUSTRY.....	25
Global Investment Trends	25
Global Market Characteristics and Players	27
Global Generic Drugs Market	27
DEMAND ANALYSIS FOR TENDER VS. PRIVATE (PURCHASING TRENDS THROUGH BIDDING OR DIRECT PURCHASING)	28
Price Regulation in Jordan Market.....	30
SWOT ANALYSIS	31
SWOT Analysis in depth.....	31
Strengths of Jordan's Pharmaceuticals Sector	31
Weaknesses of Jordan's Pharmaceuticals Sector.....	33
Opportunities for Jordan's Pharmaceuticals Sector.....	34
Threats to Jordan's Pharmaceuticals Sector	35
RECOMMENDATIONS	37
Niches37	
CONCLUSION	40
APPENDIX	42
Value of Production by Domestic manufacturers 2002 - MAT	42
Top 20 consumed Products 2002-2006	45
Top 20 imported products 2002 - 2006	49

Total Pharmaceutical sales in the Jordanian Market.....	53
Leading suppliers of finished medicaments 2002 - MAT	54
Top 10 Manufacturers by A1 Class for 2006	58
Value and Units of local sales by A1 class - (2003 - 2006)	65
List of imported raw material	69

TABLES

Table 1: Jordan's Top Five Exports (2006).....	8
Table 2: Growth of Jordan's Pharmaceuticals Exports (2002-2006)	9
Table 3: Total Pharmaceutical Imports, 2002 - MAT	10
Table 4: Balance of Trade in Pharmaceuticals, 2002 - 2006 in US\$	10
Table 5: Top 20 Foreign Suppliers of Finished Medicaments, 2006.....	11
Table 6: Change in Pharmaceutical Imports, 2003 - 2006 %.....	11
Table 7: List of Foreign Producers of Raw Material	13
Table 8: List of Domestic Producers in Jordan	15
Table 9: Domestic Manufacturers and total value 2006 - MAT in US\$ (K).....	16
Table 10: Total Local Sales	28
Table 11: List of Hospitals.....	29
Table 12: SWOT	31

List of Abbreviations and Acronyms

Acronym	Meaning
API	Active Pharmaceutical Ingredients
CBJ	Central bank of Jordan
EMEA	European Agency for the Evaluation of Medicinal Products
EU	European Union
EU-GMP	European Good Manufacturing Practice
FDA	(U.S.) Food & Drug Administration
FDI	Foreign Direct Investment
GDP	Gross Domestic Product
GLP	Good Laboratory Practice
GMP	Good Manufacturing Practice
IPR	Intellectual Property Rights
IT	Information Technology
JAPM	Jordanian Association of Pharmaceutical Manufacturers
JUSFTA	Jordan-United States Free Trade Agreement
JV	Joint Venture
MAT	Moving Annual Total
MCA	(U.K). Medical Control Agency
MENA	Middle East and North Africa (Region)
MIT	(Jordan) Ministry of Industry and Trade
MNC	Multinational Corporations
MOH	(Jordan) Ministry of Health
MPA	(Sweden) Medical Products Agency
NCE	New Chemical Entities
PNA	Palestinian National Authority
PSPI	Private Sector Policy Initiative
QIZ	Qualifying Industrial Zone
R&D	Research and Development
SABEQ	Sustainable Achievement of Business Expansion and Quality
SWOT	Strengths, Weaknesses, Opportunities, and Threats
TRIPS	
UK	United Kingdom
US	United States
USAID	United States Agency for International Development
TRIPS	Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS)
WTO	World Trade Organization
JFDA	Jordan Food & Drug Administration

EXECUTIVE SUMMARY

This report tackles an in depth study and quantitative analysis of the Jordanian Pharmaceutical sector to reveal the history of the sector and hence explore the opportunities. The study aims to provide and reflect a true image of the current market status, its history and growth trend including product segmentation of locally produced pharmaceutical products by value and volume in the local and export market. It also includes figures for the pharmaceutical business over the past five years.

Jordan's pharmaceuticals manufacturing industry has modern and well equipped manufacturing facilities, as well as well-educated and skilled staff. Most companies export to regional countries, and a number of them have achieved international certification, enabling them to sell products in non-traditional markets. However, many of the smaller companies lack sales and marketing expertise, as well as the financial resources they would need to enter lucrative global markets such as the European Union (E.U.) and the United States (U.S.).

The current consolidation of the global pharmaceuticals industry makes it unlikely that enough new products will emerge over the next three to four years to ensure the survival of all major producers as independent entities. At the same time, most drug research has migrated to the U.S., in an effort by producers to cut costs. A third notable trend is the interest of E.U. companies in relocating their manufacturing bases to Eastern European countries, as well as India.

An analysis of the strengths and weaknesses of Jordan's pharmaceuticals industry suggests the country can differentiate itself from competitors on the basis of its skilled workforce, state-of-the-art pharmaceutical plants and reliable infrastructure, in addition to the best intellectual property rights (IPR) laws in the region. In terms of labor costs, Jordan is less expensive than Israel, Turkey, and Saudi Arabia, but more expensive than Egypt for example, Jordan also scores well on taxation rates and double taxation agreements, but still needs to conclude double taxation agreements with a number of European countries.

The main weaknesses of Jordan's pharmaceuticals industry are its small and fragmented local market, the lack of direct government incentives for research and development (R&D), and its underdeveloped cluster of supporting institutions and supplier networks. The main consequence of these weaknesses is to limit Jordan's desirability as a destination for standalone investment, as it is hard to achieve economies of scale. This is not the case in other locations, such as India.

Jordan does have competitive advantages in existing product areas, such as antibiotics and anti-ulcerants, and in new niches, such as the production of hormones, anti-AIDS and anticancer drugs, biotechnology drugs, and herbal medicines. There is also a potential to target investment in new dosage forms, such as injectables, and selected phases of clinical studies.

In most of these areas, the focus for growth would be on branded generic products, except in special instances where ethical or branded prescription drug manufacturers might find it economically beneficial to outsource selected products to low-cost producers in order to fill the demand for affordable drugs in epidemic-stricken countries.

In summary, the following factors make Jordan an attractive destination for FDI and the manufacturing of pharmaceuticals under contract.

1. Low risk on investment because of high-quality, existing production facilities
2. Highly-skilled, low-wage workforce
3. Zero tax on profits generated by drug exports
4. High standards of local producers
5. Strong legal protection and enforcement to protect IPR.
6. Extensive regional export base
7. Favorable perception of Jordanian product quality
8. Existence of toll and contract manufacturing law
9. Relatively developed infrastructure for industry

The Pharmaceutical sector in Jordan is an export driven industry, exporting approximately 70-80 per cent of its production annually. In the year 2000, pharmaceutical industry was the second largest exporting industry, penetrating 63 countries worldwide. In the first quarter of 2001 pharmaceutical exports surpassed their level in 2000 for the same period by approximately 27 per cent and represented 12.5 per cent of total exports reaching in value US\$46.5 million. In the year 2006 the pharmaceutical industry is still the second largest with the same export percentage but revenues are up to 252 million USD in value.

Many have argued against joining the World Trade Organization due to the prevalent conviction that the pharmaceutical industry would suffer significantly. We believe that in the long run the pharmaceutical sector will surpass the current obstacles, and become a significant source of income for the economy. This industry should explore new markets and enhance marketing strategies; moreover mergers and consolidation would further strengthen the industry.

Greater presence of pharmaceutical multinational companies will be felt in the future. It will take the form of joint ventures and licensing agreements with local manufacturers. This will be of significant benefit for the local industry, by transferring the know-how to Jordan and improving pharmaceutical quality up to international standards. Our pharmaceutical industry, which started in 1962, is second only to the garments industry in terms of export earnings. In 2006 exports amounted to US\$296 million (Department of Statistics) and reached more than 60 markets world-wide. Overall, the pharmaceutical industry's performance has been strong over the last decade, growing at an average of 15 percent per annum.

INTRODUCTION

JORDAN ECONOMIC PROFILE

The real economic growth of Jordan continued in 2006 although at a slower rate compared to 2005. Real GDP grew by 6.4% in 2006 compared to a growth rate of 7.2% in 2005. However the nominal GDP grew by 12.2% in 2006 compared to 11.5% in 2005. The per capita GDP increased from US\$2325 in 2005 to US\$2546 in 2006. Among the sectors, most of the sectors recorded good growth in 2006 except the 'mining and quarrying' sector. The highest growth was recorded by the 'manufacturing sector', which grew by 16.7% in 2006. Other sectors which recorded good growth included 'construction sector' (13.1%), 'Transport and Communications' (11.8%), and 'Social and Personal Services' (11.4%).

The good economic growth of Jordan also had positive impact on the government budget. The Kingdom's overall budget deficit declined to US\$625.7 million (4.4% of GDP) in 2006 against US\$672.5 million (5.3% of GDP) in 2005. Total revenues increased by 13.2% to reach US\$4,892.4 million in 2006 compared to US\$4,318.9 million in 2005. The rise in revenues was mainly attributed to the increase in tax revenues. However, there was a dip in foreign grants during 2006, which was due to a halt to emergency aid. Total expenditure increased by 10.5% to reach US\$5,518.1 million in 2006 compared to US\$4,991.4 million in 2005. The increase was mainly driven by increase in current expenditure, which increased by 7.3% to US\$4,404.5 million in 2006.

The current account deficit declined to US\$1,908.2 million (13.3% of GDP) in 2006 after reaching US\$2,260.2 million (17.7% of GDP) in 2005. This was on account of improvements in income account, current transfers, and capital and financial account. The trade deficit in 2006 was marginally lower than that of 2005. The trade deficit for 2006 was US\$5,003.7 million as against a deficit of US\$5,015.9 million in 2005. Overall exports increased by 20.1% in 2006.

Domestic exports increased by 12.9% in 2006 to reach US\$4,094.1 million. The increase in domestic exports was driven by increase in exports to US and Iraq. The value of re-exports increased by 58.6% to reach US\$1,072.5 million in 2006. Total imports for 2006 were up by 9% vis-à-vis the previous year. Factors like high international oil prices and the depreciation of the dollar contributed to increase in imports.

The services deficit increased to US\$212.1 million in 2006, up from US\$208.5 million in 2005. Similarly, surplus in the income account increased to US\$517.9 million in 2006 as compared to US\$375.7 million in 2005 on the back of higher investment income and compensation to employees. Net current transfers in 2006 increased to US\$2,789.6 million compared to US\$2,588.4 million in 2005.

The Central Bank of Jordan (CBJ) raised interest rates by 25 basis points four times during 2006 in order to control domestic liquidity. The CBJ raised the re-discount to 7.5% in 2006 as compared to 6.5% in 2005, while the one-week repo-rate was increased to 8.5% from 7.5% in 2005. During the year, the CBJ maintained the Jordanian Dinar's peg to the US dollar. On account of depreciation of Dollar, Dinar depreciated by 1.35% and 1.05% against the Sterling Pound, and the Euro, respectively during 2006. The money supply (M2) increased by 14.1% to reach US\$19,900.3 million in 2006 against US\$17,438.2 million at the end of 2005. The growth was on account of increase in both net domestic and foreign assets of the banking system. Money supply (M1) increased by 12.4% to reach US\$6,440.6 million

in 2006 compared to US\$5,728.1 million in 2005. Quasi money supply increased to US\$13,459.7 million, a rise 14.9% over previous year.

The inflation rate in the Kingdom, measured by the percentage change in the Consumer Price Index, shot up to 6.3% in 2006 compared to 3.5% in 2005. The jump in the inflation rate came on the back of rise in the prices of oil products following a government decision to lower oil subsidies. Also rise in food prices contributed to increase in inflation. The depreciation of US Dollar, to which the Jordanian Dinar is pegged, against major foreign currencies against also contributed to inflation.

BACKGROUND

The global multibillion-dollar pharmaceuticals industry is large and growing; it is dominated by fully-integrated American and European companies. As an innovation-based industry, its long-term growth is driven by substantial investment in drug R&D, which leads to the periodical launch of new drugs.

Over the past few years, Jordan's pharmaceutical exports have grown quickly, but other components of the country's pharmaceuticals cluster have not developed at the same pace.

INDUSTRY DEFINITION

The products of the pharmaceuticals industry cover two markets, namely prescription and over-the-counter (OTC) drugs and a large number of therapeutic classes, in addition to the following three product categories.

- Branded pharmaceuticals: ethical drugs that are manufactured under patent by large ethical pharmaceuticals firms that do the entire original R&D
- Generic drugs: copies of patented drugs that are launched after the patent expiration (usually at much cheaper prices) by generics manufacturers
- Branded generics: Generic drugs launched by ethical pharmaceutical manufacturers.

The International Standard Industry Classification (ISIC) system codifies pharmaceuticals under division 24 of the manufacturing sector (D).

The methodology used in this study includes, but was not limited to, the following.

- IMS(2002 – 2007)
- MOH Supply Directorate data.
- Department of Statistics (DOS)
- Interviews with representative manufacturers in pharmaceutical sector in Jordan.
- SWOT analysis of the pharmaceuticals industry in Jordan.

This study tries to identify therapeutic groups that are not manufactured in Jordan to illustrate areas of future growth and investment in the sector. Starting with an overview of the pharmaceuticals sector in Jordan, the study identifies existing market data and trade, existing market access agreements, major players in the local market, current levels of operational costs and efficiency issues, as well as available technology and technical expertise.

The overviews are then used as the basis for a SWOT analysis of the sector in Jordan, the results of which are presented in comparison with other competitors in the global market. Based on this analysis, product and market niches in which Jordan has advantages over its competitors.

SECTOR OVERVIEW

DEMAND CONDITIONS: TRADE AND INVESTMENT TRENDS

Pharmaceuticals production is one of Jordan's largest and most significant industries, generating almost 20 percent of the country's gross domestic product (GDP) from manufacturing..

The pharmaceuticals industry's importance also stems from the fact that it is Jordan's only significant "next-generation" industry, as well as the fact that it is driven by exports. It is also "home-grown," with no substantial foreign investment to date (unlike garments, the country's top export), and is not based on natural resources, like potash, phosphates, and vegetables (the country's third, fourth, and fifth largest exports).

Jordan currently exports approximately 70 to 80 percent of its total pharmaceuticals production. As can be seen in Table 2.1, pharmaceutical exports were the country's second largest in 2006 accounting for around 10 percent of total exports and outstripping traditional resource-based commodities, such as potash and phosphate.

Table 1: Jordan's Top Five Exports (2006)

Commodity		% of Total Exports
Textiles and clothes		24.2
Pharmaceuticals		9.2
Potash		8.8
Phosphate		6.2
Vegetables		6.1

Source: Department of Statistics

Furthermore, Jordan's pharmaceutical exports have been growing over time. These exports have more than tripled over the past 10 years. In particular, they have grown by approximately 60% percent over the period 2003-2006, as can be seen in the following table.

Table 2: Growth of Jordan's Pharmaceuticals Exports (2002-2006)**Domestic Exports: Value F.O.B. in US\$**

	HS 3002	HS 3003	HS 3004	Total
2002	4,886,269	73,070,800	92,420,166	170,377,236
2003	1,086,871	84,775,285	70,744,579	156,606,734
% change 2002 - 2003	-78%	16%	-23%	-8%
2004	1,819,956	78,777,636	108,828,498	189,426,090
% change 2003 - 2004	67%	-7%	54%	21%
2005	5,017,612	87,198,988	144,671,294	236,887,894
% change 2004 - 2005	176%	11%	33%	25%
2006	5,169,465	65,109,129	181,336,922	251,615,516
% change 2005 - 2006	3%	-25%	25%	6%
% change 2003 - 2006	376%	-23%	156%	61%

Source: Department of Statistics

Notes:

3002 Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses; anti sera and other blood fractions; vaccines, toxins, cultures of micro-organisms (excluding yeasts) and similar products.

3003 Medicaments (excluding goods of heading no.30.02,30.05 or 30.06) consisting of tow or more constituents which have been mixed together for therapeutic or prophylactic uses, not put up in measured doses or in forms or packing for retail sale .

3004 Medicaments (excluding goods of heading no.30.02, 30.05 or 30.06) consisting of mixed or unmixed products for therapeutic or prophylactic uses, put up in measured doses or in forms or packing for retail sale.

- 15% from each category has been estimated for Vet exports and was deducted from the total values.

Arab countries are the main export destination for Jordanian pharmaceuticals, with 98 percent of total exports going to these markets. Of these, Algeria, Iraq, and Saudi Arabia account for the bulk of exports.

This creates a problem for Jordan represented by increased dependence on a volatile regional market. Recent regional events, especially the war in Iraq and its aftermath, affected 2003 exports. During the first ten months of 2003, pharmaceutical exports declined 11 percent to approximately US\$157 million compared to US\$170 million during the same period in 2002.

This relatively small decrease in exports in a time of intense regional turbulence is a testament to the resilience of Jordan's pharmaceuticals industry: the substantial loss of one of the country's three main export markets reduced exports by hardly a tenth at its worst.

Further evidence of this adaptability is the fact that a number of manufacturers are already exporting to the European market; United Pharmaceuticals, for instance, exported US\$50 million worth of generic drugs to the German market in 2002.

Most pharmaceutical imports, on the other hand, come from European countries. In 2006, pharmaceutical imports reached USD 105.4 million, of which around two thirds came from European countries such as Germany, the United Kingdom (U.K.), Switzerland, and France.

Pharmaceutical imports are of therapeutic classes that are not produced locally, such as Cancer-treatment drugs, AIDS Products.

Table 3: Total Pharmaceutical Imports, 2002 - MAT

Year	Units	% of Total Units	US\$	% of Total Market
2002	16,734.8	56%	65,963.0	67%
2003	19,018.8	56%	78,056.9	66%
2004	19,295.0	57%	86,534.4	68%
2005	21,227.3	55%	100,314.5	67%
2006	22,233.0	56%	105,412.7	66%
MAT	23,072.5	59%	109,172.7	68%

Note: All values are in thousands.

Source: IMS

The value of imports in the Jordanian Pharmaceutical Market and the private companies production sold locally totaled to US\$158.6 million in 2006 with a 39.8 million units sold. The top 20 foreign suppliers of finished medicaments contributed to about 40% of the Jordanian Pharmaceutical market in 2006. The following table illustrates the top 20 foreign suppliers in 2006. Refer to the appendix for a list of the top 20 suppliers for 2002 - MAT.

From the above tables outlining the exports and imports value for 2002 - 2006, the below table represents the balance of trade in the pharmaceutical sector.

Table 4: Balance of Trade in Pharmaceuticals, 2002 - 2006 in US\$

Year	Exports	Imports	Balance of Trade
2002	170,377.2	65,963	104,414.2
2003	156,606.7	78,056.9	78,549.8
2002 - 2003 % change	-8%	18%	-25%
2004	189,426.1	86,534.4	102,891.7
2003 - 2004 % change	21%	11%	31%
2005	236,887.9	100,314.5	136,573.4
2004 - 2005 % change	25%	16%	33%
2006	251,615.5	105,412.7	146,202.8
2005 - 2006 % change	6%	5%	7%
Total (2002 - 2006)	1,004,913.5	436,281.5	568,631.8

Note: All values are in thousands

15% was deducted from the total value of exports for Vet exports

Source: Exports - Department of Statistics
Imports - IMS

Table 5: Top 20 Foreign Suppliers of Finished Medicaments, 2006

Supplier	Value US\$	% of Total
SANOFI AVENTIS	7,081.9	4%
PFIZER	6,888.6	4%
GLAXOSMITHKLINE	6,142.4	4%
WYETH	4,661.3	3%
NOVARTIS PHARMA	4,548.7	3%
ASTRAZENECA	4,159.7	3%
MERCK SHARP DOHME	3,450.2	2%
SANDOZ	2,745.6	2%
SCHERING AG	2,449.3	2%
ABBOTT NUTRITIONAL	2,287.8	1%
NUTRIDAR	2,259.9	1%
NESTLE	2,180.3	1%
ROCHE	2,175.8	1%
BOEHRINGER I	2,114.4	1%
MERCK AG	2,105.2	1%
JANSSEN CILAG	2,073.4	1%
NOVARTIS CONSUMER	1,912.2	1%
SOLVAY	1,790.8	1%
BAYER	1,518.1	1%
SCHERING PLOUGH	1,398.2	1%

Note: All values are in thousands.

Source: IMS

On line subscription (IMS) with imports satisfying some 70 percent of local demand and local production satisfying the balance. Driven by the appreciation of the Euro, the value of Jordanian pharmaceutical imports increased 18 percent in the year 2003 to US\$ 78,056.9 thousand, compared to US\$ 65,963 thousand during the year 2002. For lists of the top 20 imported pharmaceutical products in addition to the top 20 suppliers of finished medicaments, refer to the appendix.

Table 6: Change in Pharmaceutical Imports, 2003 - 2006 %

Year	Units	US\$
2002	16,734.8	65,963.0
2003	19,018.8	78,056.9
% change 2002 - 2003	14%	18%
2004	19,295.0	86,534.4
% change 2003-2004	1%	11%
2005	21,227.3	100,314.5
% change 2004-2005	10%	16%

Table 6: Change in Pharmaceutical Imports, 2003 - 2006 %

Year	Units	US\$
2006	22,233.0	105,412.7
% change 2005-2006	5%	5%
MAT	23,072.5	109,172.7
% change 2006 - MAT	4%	4%
% change 2003-2006	17%	35%
% change 2003-MAT	21%	40%

Note: All values are in thousands.

Source: IMS 2007 on-line subscription

As for the types of medication produced, 95 percent of locally manufactured drugs are branded generic. The remaining five percent are produced under license for sale in the Middle East. Refer to the appendix for a list of the top 20 consumed products in Jordan for the time period 2002 - MAT; in addition, the appendix outlines the top 10 manufacturers of class A pharmaceutical products in 2006.

Total investment in the sector reached approx \$650 million by 2006. The industry is wholly owned by the private sector, and ownership is almost exclusively Jordanian. Foreign Direct Investment in the Jordanian pharmaceuticals sector is negligible.

Most of the other foreign brands produced in Jordan are manufactured under license, without major investments by the licensors.

Raw material used in the production of branded generic is imported from foreign countries. The table below outlines the main sources from which local manufacturers import raw material.

The attached appendix outlines the raw material used in a number of branded generics based on the RPM calculation provided by a number of major local pharmaceutical manufacturers of which active material present 30% of the price structure, while excipients and packaging material present 5%, 15% of the price structure, respectively.

DOMESTIC PHARMACEUTICAL PRODUCTS PRODUCERS IN JORDAN

MARKET STRUCTURE AND COMPETITION

The Jordanian pharmaceuticals industry has a high level of product competition, with 16 private manufacturers (listed below), six of which are listed on the Amman Stock Exchange (ASE). All are eager to gain entry to new export markets and are striving to capture a greater share of the small domestic market.

Prior to 1990, there were only six pharmaceutical manufacturers in Jordan. The increase in the number of manufacturers between 1991 and 1999 was primarily driven by the hope of new entrants to tap into the seemingly lucrative export markets for generic drugs that their predecessors had penetrated. These opportunists did not anticipate Jordan's accession to the World Trade Organization (WTO), which took place in April 2000, and the consequent requirements of adhering to stringent IPR and patent laws.

The following table lists the private domestic producers of pharmaceutical products in Jordan.

FIRM STRUCTURE AND RIVALRY

Table 7: List of Foreign Producers of Raw Material

Company Name	Country of Origin
Lupin	India
Allembic	India
Biocon	India
Kopran	India
Rambaxy	India
Cipla	India
Auribendo	India
DSM	Holland
Sm Biomed	Malaysia
Across Organics	EU
Albemarle (excipients)	EU
Roquette (Excip)	France
Cerestar (Excip)	EU
Antibioticos	EU
Atabay Turkey	Turkey
Mallinkrodt	USA
Nicholas Piramal	India
CKD Korea	KOREA
Hanme Korea	KOREA
LG Korea	KOREA
Dr. Reddy	India
Oman Pharmaceuticals	Oman
Capsugel	EU
Suheuen Capsules	KOREA
Indoswift	India
Suyria	India
Daragon Pharma	China
Harpen	China
Qilo	China

Source: From various local manufacturers

Recent Studies suggest that firm structure in Jordan is weak by international standards, and while pharmaceutical factory size varies, it is often considered to be below the scale needed for minimum efficiency.

Average investment in a plant producing generic drugs in Jordan varies from \$4 to \$40 million, which is well below averages in the U.S. and Europe, and represents a low barrier to entry which partially explains the large number of firms and the trend to merger. Strong firm rivalry, however, has proved to be good for innovation. Furthermore, when coupled with Jordan's WTO accession and the consequent opening of markets, it is driving firms to shape up or face demise.

The total sales for all Jordanian pharmaceutical firms, both at home and abroad, amounted in to USD 304,793.1 million in 2006, of which 68 percent was exported. Three companies,

Table 8: List of Domestic Producers in Jordan

#	Name
1	Hikma
2	Dar Al Dawa
3	Arab Pharmaceutical Manufacturing (APM)
4	Ram Pharmaceutical
5	Pharma International
6	Jordan Pharmaceutical Manufacturing
7	Jordan Sweden Medical and Sterilization Company (JOSWE)
8	Middle East Pharmaceuticals
9	United Pharmaceutical Manufacturing
10	Hayat
11	Arab Center for Pharmaceuticals and Chemicals (A.C.P)
12	Amman Pharmaceutical Industry
13	Jordan River Pharmaceutical Industries (JORIVER)
14	Al Kindi Pharmaceutical*
15	Jerash Pharmaceuticals
16	Philadelphia Pharmaceuticals

* Al Kindi Pharmaceutical has not started producing yet; it is currently still in the process of research and development.

each with average annual sales of at least US\$ 46,893,000 in 2006, dominate local production: Hikma Pharmaceuticals, Arab Pharmaceutical Manufacturers (APM), and Dar Al Dawa (DAD).

Jordan Pharmaceutical Manufacturing (JPM) and Ram Pharmaceuticals, each with total sales of US\$7 million in 2006, are arguably the sector's only two medium-sized companies. Taken together, these five companies represent around 85 percent of total industry sales and are responsible for around three quarters of the total sales of domestically produced pharmaceuticals. The other 8 companies are small, each with an average of total annual sales of less than US\$2-3 million over the past three years.

Intense domestic competition and excess capacity, coupled with the stringent regulatory regime required for protection of intellectual property rights by the WTO (TRIPS) and the Jordan-U.S. Free Trade Agreement (JUSFTA), is pushing the industry toward consolidation and beginning to squeeze smaller producers out of the market.

The first merger of two privately owned Jordanian companies – Rawhi Pharmaceutical Industries and Al Kindi Pharmaceutical Industries – took place in 2000. The resulting company is currently operating under the name of Al Kindi Pharmaceutical Industries. The second merger between the publicly listed Al Razi Pharmaceutical Industries (RAZI) and the privately-owned Jordanian Pharmaceutical Manufacturing (JPM) was approved in late 2003. According to JPM, the new company was listed on ASE and operates under JPM's name with a total paid up capital of US\$22.6 million.

April 2003, DAD signed a memorandum of understanding with APM to develop joint factories in Egypt and Algeria. Finally, in November 2003, the shares of both APM and Advanced

Pharmaceutical Industries (ADPH) were suspended from trading at ASE after they announced their plans to merge and have actually merged in 2004. In September 2007 the HIKMA Acquisition of APM was officially announced. Refer to the appendix for a full list of the domestic production value from 2002 - MAT.

Table 9: Domestic Manufacturers and total value 2006 - MAT in US\$ (K)

List of Domestic Producers in Jordan	2006			MAT			2002-2006 growth
	Value	% of Local	% of Market	MAT	% of Local	% of Market	
Hikma	10,946.1	21%	4%	10,938.7	22%	7%	0.9
Dar Al Dawa	8,752.2	16%	3%	8,487.3	17%	5%	0.3
Arab Pharmaceutical Manufacturing (APM)	8,214.5	15%	3%	7,685.2	15%	5%	0.3
Ram Pharmaceutical	4,530.1	9%	2%	3,165.3	6%	2%	0.6
Pharma International	4,189.6	8%	2%	4,187.2	8%	3%	1.3
Jordan Pharmaceutical Manufacturing	3,656.0	7%	1%	3,361.3	7%	2%	0.2
Jordan Sweden Medical and Sterilization Company (JOSWE)	3,156.3	6%	1%	3,630.1	7%	2%	3.9
Middle East Pharmaceuticals	2,432.5	5%	1%	2,173.2	4%	1%	0.7
United Pharmaceutical Manufacturing	2,376.4	4%	1%	2,013.3	4%	1%	0.6
Hayat	2,368.1	4%	1%	2,659.2	5%	2%	1.2
Arab Center for Pharmaceuticals and Chemicals (A.C.P)	1,059.7	2%	0%	813.7	2%	1%	0.2
Amman Pharmaceutical Industry	892.4	2%	0%	755.8	1%	0%	0.8
Jordan River Pharmaceutical Industries (JORIVER)	603.8	1%	0%	729.0	1%	0%	0.3
Total	53,177.6	100%	34%	50,599.2	100%	32%	0.6

Source: IMS

MAIN PLAYERS

HIKMA PHARMACEUTICALS

Hikma Pharmaceuticals was established in 1978 as a private shareholding company with limited liability. The company is part of Hikma Investments Group, which owns subsidiaries in Tunisia, Saudi Arabia, Portugal, Germany, Italy and U.S. Although much of its production capacity is outside Jordan, Hikma Pharmaceuticals is the country's largest pharmaceutical company in terms of sales, which have increased further after the acquisition of APM. (See table 2.8) Hikma employs 550 people.

Exports play a major role in Hikma Pharmaceutical's Jordan operations due to the small size of the Jordanian market. Exports represented about 68 percent of total sales of US \$ 215 million in 2006.

The company has three different production facilities: a general formulation plant built in 1978, a sterile formulation plant to produce powder and liquid injectables built in 1984, and – in compliance with current Good Manufacturing Practices (GMP) – a separate plant for penicillin and cephalosporin was built in 1988.

The company managed to get U.S. Food and Drug Administration (FDA) approval for two drugs and took approval for another four in 2004. Hikma attained the approval of the U.K.'s Medical Control Agency (MCA) for both its penicillin and general pharmaceutical plants. This approval has paved the way for Hikma to sell in the E.U. In 2004, it exported some US\$12 million to the German market.

Hikma has also signed agreements with a number of multinational companies to manufacture and distribute drugs under license in the Middle East and North Africa (MENA) region, including Fujisawa, Dainippon, and Tanabe from Japan, Cheil Jedang from Korea, Rhodia from France, Gideon Richter from Hungary, and Ibsa from Switzerland.

Hikma has a portfolio of 169 drugs registered for sale in the MENA region, with sales of \$32 million in 2002 in 15 markets. It invests three percent of its sales in R&D, and has its own R&D center to develop analytical methods used to test the stability and quality of newly developed drugs.

Hikma's existing portfolio of drugs – available as generics, branded generics, and licensed drugs – cover a wide range of therapeutic classes, such as analgesics, anti-infectives, cardiovasculars, gastrointestinal, immunosuppressants, muscle relaxants, and psychotherapeutic drugs.

In June 2003, the International Finance Corporation signed an agreement to provide a US\$15 million corporate loan to the Hikma Group to support implementation of its plan to further expand its operations and increase sales in the Middle East, U.S., and Europe. The agreement helped to enhance its facilities for production and R&D in Jordan, as well as to establish a new facility in Algeria, and expand its production facility in Portugal.

RAW MATERIAL SOURCING

Hikma acquires most of its APIs (Active Pharmaceutical Ingredients) from third party suppliers. It also manufactures some strategic API at its manufacturing plant in Jordan, which is FDA-approved. This capability is currently being utilized to manufacture APIs that the company believes would be either difficult or expensive to source from third parties. The API is sourced from various geographies like Europe, Japan, US, India, China, Taiwan, Korea. Hikma sources several APIs from suppliers in Asia that have a lower cost basis and therefore offer lower API prices than their Western competitors.

The company has strong relationships with approximately 70 suppliers. To ensure continuous supply, the company has at least 2 qualified suppliers for all key products. Hikma has a dedicated API sourcing team who is based in Jordan, India, China and US. For the licensed products, API is sourced from the licensors.

ARAB PHARMACEUTICAL MANUFACTURERS (APM)

APM was established in 1962 as a public shareholding company and became the first producer of pharmaceuticals in Jordan. The company's initial capital investment of US\$212,000 has gradually grown to US\$38 million by end of 2002. With 800 employees, it is the largest pharmaceuticals employer in Jordan.

APM's total sales for 2002 were approximately US\$35.3 million, a 13 percent drop from the previous year. Moreover, during the first half of 2003, APM posted another 15 percent drop in sales. As a result of consistent negative sales growth over the last few years, the company has lost its status as the leader of the Jordanian pharmaceutical sector. The negative growth is mainly due to increasing competition within APM's varied mix of products, and a loss of sales in the Iraqi market.

In 2003, APM began a four-year plan to renovate its old manufacturing facilities, at a cost of US\$21.2 million, to improve the company's efficiency and productivity. Moreover, APM decided in November 2003 to merge its operations with Advanced Pharmaceutical Industries (ADPH) in order to be better prepared to face increasing competition within the pharmaceutical industry. In 2006 local and export sales were AROUND USD 30 million

APM is still one of Jordan's leading exporters of pharmaceuticals; Exports constituted 73 percent of the company's total sales in 2006. Saudi Arabia is currently APM's largest export market, with exports to Saudi Arabia representing 34 percent of the company's total sales.

APM also has a licensing agreement with the Japanese pharmaceutical producer Takeda to manufacture and market four products, namely Blopess, Takepron, Danzen, and Actos, to the Gulf region. And Egypt.

Iraq represented one of APM's largest markets, at around 16 percent of total sales by the end of 2002. APM's future share of the Iraqi market will depend on political stability, as well as the company's ability to compete with international players. In 2007 it was purchased by Hikma resulting in the giant pharmaceutical entity with sales and performance yet to be seen.

RAW MATERIAL SOURCING:

The company sources half of its API requirement from Indian suppliers. The company also depends on suppliers in Europe, South Korea, Japan (for the under licensed products) and the US. APM aims to increase its purchase from high-quality, low-cost suppliers based in Asia. With regards to packaging materials, most of it is purchased from the local market. The company is not facing any significant volatility in raw material prices.

DAR AL DAWA (DAD)

DAD was established in 1975 as a public shareholding company and currently has a paid-up capital of US\$28 million. DAD has 650 employees; its exports accounted for around 79 percent of revenues in 2002, compared to 18 percent from sales to the local private sector and 3 percent from sales to the government. Its main export markets are Saudi Arabia, Iraq, Algeria, and Gulf states.

DAD has been able to market its products in the E.U. since the Swedish Medical Products Agency (MPA) granted its approval in July 2002 in recognition of DAD's compliance with the European guidelines for "Good Manufacturing Practices" (EU-GMP). DAD was also the first

pharmaceutical company and the ninth firm overall in Jordan to be awarded the ISO 9001 certification in 2001. Along with the EU-GMP certificate, this certification is expected to give the company an edge over local and regional rivals.

DAD currently manufactures ten products under license from Parke-Davis (now part of Pfizer) and agreed with Novartis AG in November 2003 to package and sell Novartis' products in the Jordanian market under license as well.

In 2001, DAD began to produce eye drops from a factory in Algeria, in a joint venture with a local partner. DAD also owns the majority stake in a Saudi Arabian venture, which was completed in 2001.

RAW MATERIAL SOURCING:

The company sources 40-50% of its raw material requirement from Indian and Chinese manufacturers. This strategy has helped the company to bring down its cost while keeping the quality intact. A part of its requirement is also met from GCC based manufacturers like Oman Chemical Industries Company and some European manufacturers.

JORDANIAN PHARMACEUTICAL MANUFACTURING COMPANY (JPM)

(JPM) is one of the leading pharmaceutical companies in Jordan and was established in 1979. The company has a unique business model which is different from other pharmaceutical companies in the region. In addition to manufacturing of pharmaceutical products, the company develops new patents and technologies and transfers them to other pharmaceutical companies. The latter business is gradually becoming the main business of the company.

The company in its current shape was formed out of the merger of two companies, namely, Al Razi Pharmaceutical Industries Company and Jordanian Pharmaceutical Manufacturing Medical Equipment Co. Ltd. In 2003. Al Razi Pharmaceutical Industries was established in 1994 and was saddled with heavy debt burden. Jordanian Pharmaceutical Manufacturing, which was looking for capacity expansion, acquired Al Razi Pharmaceutical Industries on account of the latter's production capacities. Shareholders of Al Razi Pharmaceutical Industries were offered US\$0.9 per share. Jordanian Pharmaceutical Manufacturing retained an 86% stake of the new entity (13.76 million shares) while the remaining 14% were offered to Shareholders of Al Razi Pharmaceutical Industries (2.24 million shares).

In addition to the local market, JPM has a good presence in countries like Saudi Arabia, Bosnia, Algeria, UAE, Yemen, Lebanon and Sudan. The company is also present in Mozambique, Eritrea, Tunisia and Egypt through its affiliated companies. The company employs close to 450 employees.

The company's portfolio includes over 100 prescriptions and OTC products in a wide range of formulation and dosage strengths. The company produces drugs in various therapeutic categories like Antibiotics, Gastrointestinal, Dermatological, Cardiovascular, Analgesics, Anti-rheumatics, Anti-histaminics, and Respiratory.

In contrast to other pharmaceutical companies, JPM is focused on technology transfer. Technology transfer service in JPM covers the full scope starting from formulation, analytical methods, development, scale-up, production to quality control activities, and quality assurance services. To ensure successful transfer of technology, JPM insures supporting its partners and customers in developing and upgrading their quality systems and keeping in

compliance with GMP requirements. The companies with whom JPM has collaborated in technology transfer includes Simed (Tunisia), Saiph (Tunisia), Pharmagreb (Tunisia), Shefaco (Yemen), Sigmatau (Sudan), ARSO (Sudan), Novopharma (Morocco), Balsam (Syria), Elbour (Egypt), Azel (Eritrea) and Finalpharma (Mozambique). JPM has obtained equity stakes in most of these companies on account of its technology transfer. One more revenue stream of JPM includes selling of raw materials to some of these above-mentioned companies.

RAW MATERIAL SOURCING:

According to the management, the company sources the majority of its API requirement from GMP approved Indian and Chinese suppliers. The company depends on suppliers in Europe to source excipients.

ARAB CENTER FOR PHARMACEUTICALS AND CHEMICALS (ACPC)

Arab Center for Pharmaceutical and Chemical Industries Company (ACPC) was established in the year 1983. ACPC was registered on 5th of July 1983 with a capital of 5 million shares, each with a nominal value of 1 Jordanian Dinar. Unlike the other pharmaceutical companies in Jordan, the main line of business of ACPC is manufacturing of empty hard gelatin capsules to be used in the pharmaceutical industries. The company is the only manufacturer of empty hard gelatin capsules in Jordan and meets close to 60% of the total requirement of domestic manufacturers. It also has a presence in the export market.

The company saw a change in the management in 2005. Promoters of the Tantash Group took a majority stake in the company. Though the company was initially into manufacturing of empty hard gelatin capsules, a generic pharmaceutical unit was set up a few years back. Though the diversification was aimed at accelerating revenue growth of the company, it was not successful. The company could not excel in either areas; the core activity of producing empty hard gelatin capsules by Tantash Group.

After taking over, the new management directed the company's focus on its core area and undertook a restructuring process. As a part of restructuring process, the generic pharmaceutical unit of the company was merged with Middle East Pharmaceutical and Chemical Industries Company (MPHA) during the 2005. MPHA is also part of the Tantash Group. Promoters of the Tantash Group took a majority stake in MPHA in 2005.

The total number of employees in the company was 114 at the end of 2006.

RAW MATERIAL SOURCING:

The company uses bovine gelatin of pharmaceutical grade. The raw materials which are used are free from BSE (Bovine Spongiform Encephalopathy) and TSE (Transmissible Spongiform Encephalopathy). For the year 2006, the company sourced 71% of its raw material from Mitsubishi Chemicals, Japan.

LINKAGES, RELATED, AND SUPPORTING INDUSTRIES

PHARMACEUTICALS SUPPORT SECTOR

The professional services sector that caters to the pharmaceutical industry is relatively underdeveloped. There are neither specialty firms that deal with patent process litigation or patents protection nor a network of technical services for strengthening the operational standards within pharmaceutical companies, such as GMP and good laboratory practice (GLP). Traditionally, retired personnel from drug administration agencies have provided these technical services.

The Arab Center for Pharmaceuticals and Chemicals Company (ACPC) recent merge with Mid Pharma is one important exception, as it is the only plant in Jordan that manufactures empty, hard, bovine gelatin, base-free capsules of various sizes. ACPC has successfully manufactured and sold these capsules to local and regional manufacturers since 1984. By the end of 2002, ACPC's total sales reached US\$6.5 million, of which US\$3.8 million represented the sales of the hard gelatin capsules plant alone. According to the company, ACPC ranks first in the Middle East and the fifth worldwide in the production of these items, at a rate of 1.15 billion capsules per year.

REGULATORY ENVIRONMENT

Jordan's Ministry of Health (MOH) has established a Jordan Food and Drug Administration (JFDA), the Administration performs the audit and inspection standards of its peers in Europe or the U.S. Jordanian companies have applied and obtained certifications from drug administration agencies abroad to enter markets such as Europe or US.

Jordan's accession to the WTO and the signing of JUSFTA have resulted in implementing IPR protection that is considered the best in the MENA region and among the most advanced in the developing world. While the WTO and JUSFTA have not opened many doors for Jordanian pharmaceutical companies to enter nontraditional markets such as Europe and the U.S. in fact we believe that it has been harmful to the industry and Jordanian medicines, Jordanian companies still need to be approved by any European Health Authority in the E.U. and by the FDA in the U.S., which provides an incentive to maintain the highest international standards in order to get access to these export markets.

Five Jordanian pharmaceutical companies – Dar Al Dawa, United Pharmaceuticals, Hayat Pharmaceuticals, Mid Pharma, and Advanced Pharmaceuticals – have pursued E.U. approval through the MPA, Sweden's official health certification body. Hikma Pharmaceuticals has also obtained approval to export to the E.U. through the U.K.'s MCA. Pharma International Co. obtained its E.U. approval from both Germany and Sweden, in October and November 2003, respectively. As a result, seven these companies have the opportunity to market their products in any European country since they comply with EU-GMP guidelines.

These certifications indicate that these seven companies already met the stringent European criteria for manufacturing quality. In addition to the EU-GMP certificate, a number of Jordanian companies are seeking to obtain approvals to enter other markets, such as the U.S., via FDA approval. Hikma Pharmaceuticals is currently the only Jordanian pharmaceutical company that exports to the U.S., having gained FDA approval for two of its products.

REGULATIONS

Jordan Food and Drug Administration (JFDA) is the regulatory authority for pharmaceutical products in Jordan. Among the Middle-East countries, Jordan has one of the strictest intellectual rights laws in place. This was the result of Jordan's accession into the WTO in 2000 and the consequent adherence to GATT and TRIPs requirements. In the past, the Jordanian law allowed for "process patents" only and chemical entities as such were not patentable, which means a company could manufacture any product as long as the process or formula was different from that of the originator's.

With accession to the World Trade Organization (WTO) in 2000, followed by its Free Trade Agreement with the U.S. in 2001, Jordan proved its commitment to the protection of intellectual property. Jordan's pharmaceutical industry currently abides by the new Trade Related Aspects of Intellectual Property Rights (TRIPS) compliant patent law. Jordan now recognizes both product and process patents. In fact, Jordan was among the first countries to implement the TRIPS agreement.

Patents are granted for a term of 20 years from the date of the filing of the application, or from the priority date in case of a claim to priority. Jordan also has a provision in its law for the 'Bolar Exception', meaning that the development and testing of a generic drug is permitted before the expiry of the originator's patent to which the generic is equivalent. Patent term extensions, though generally not available, may be granted for certain pharmaceutical products in accordance with the Jordan/US Free Trade Agreement which came to effect on 17th December 2001.

JFDA is the competent authority in Jordan to approve a pharmaceutical product prior to its sale. JFDA approves and registers generic versions of originator pharmaceutical products that comply with the relevant requirements. For registering a generic pharmaceutical product for approval in Jordan, the manufacturer files a technical dossier in compliance with ICH (International Conference on Harmonization) guidelines along with bio-equivalence data. As per regulations, the originator pharmaceutical product on which the generic pharmaceutical product is based must already be registered for at least one year in the country of origin. In addition, the originator pharmaceutical product must also be registered in the applicant's country of origin. As per regulations in Jordan, products marketed in Jordan should be manufactured in production facilities in compliance with Arabian and WHO GMP guidelines. The cost of registration of a drug in Jordan is US\$2,000 for originator pharmaceutical products and US\$1000 for generic pharmaceutical products. The registration process takes close to one year in Jordan.

RESEARCH AND DEVELOPMENT CAPABILITIES

Most leading multinational pharmaceutical firms conduct research primarily in the following five areas.

- Clinical
- Synthesis compound
- Bioequivalence
- Toxicological
- Formulation and stability

R&D to produce a new molecule and develop it into a commercial product is an expensive and lengthy process. The full cost of discovery through launch of a new drug can be up to \$500 million. Therefore, many small companies that engage in R&D work, especially in the area of synthesis compound study, depend on the sale of the results of their research to companies that have the capability and resources to develop the drug in order to bring it market. Midsize companies that develop new drugs also often license out production to rival pharmaceutical companies in other markets.

According to a study conducted by the Jordan's Ministry of Planning Competitiveness Unit, the country's pharmaceutical firms currently only conduct research in only two of these areas: bioequivalence and stability studies.

This work could be more accurately described as "development," since the technical capabilities, equipment, and resources are not currently available in Jordan to perform true research work.

In fact, almost all R&D done by Jordanian pharmaceutical firms is development work to ensure their branded generic products meets all necessary standards. This requires a high level of skill and expertise, but is not as costly as the R&D required for an original drug. While five local companies have more than 50 registered domestic and foreign patents, none has yet managed to sell a patent to an international company or to successfully market those products outside of Jordan on their own.

While larger companies conduct development work in-house, smaller companies use the services of local R&D centers for bioequivalence or stability studies prior to introducing a new generic drug into the local or regional markets.

Lately, some companies have intensified their efforts to cooperate with universities in these areas of development as a first step to move into cooperation in research. This function can be strengthened by coordinating the efforts by local manufacturers and by forming fostering strategic relationships between manufacturers and local universities.

Jordan has clinical research organizations (CRO), such as the International Pharmaceutical Research Center (IPRC). These organizations perform drug trials using their medical, clinical and bio-analytical expertise before submitting their study to complete the registration process of the drugs.

At IPRC, studies are designed and conducted according to strict guidelines under the European Agency for the Evaluation of Medicinal Products (EMA) and the U.S. FDA.

According to IPRC, bioequivalence study costs between US\$42,313 and US\$70,521 in Jordan and between US\$98,730 and US\$141,044 worldwide, thereby offering the potential to attract generic investors wishing to have high-quality, low-cost bioequivalence research.

TAXATION

Jordanian tax laws and regulations are generally favorable to FDI. With regards to attracting FDI to the pharmaceuticals sector in particular, however, certain areas need to be amended or clarified.

There are no current government incentives for R&D, which is deemed a “nonproductive” area in the short to medium term. Furthermore, it is not clear in terms of local accounting practices whether R&D in Jordan is considered an expense or an investment. While the law calls for such activities to be tax-deductible, in practice, according to local firms, this is not the case.

France is the only E.U. country with which Jordan has a double taxation treaty. This may not be attractive to E.U. companies. On the positive side, Jordanian regulations allow full repatriation of profits from Jordan. Such profits are not subject to a withholding tax.

MARKET ACCESS AGREEMENTS

Since Jordan's domestic market is small, the country has attempted in recent years to enhance its ability to access other markets by acceding to the WTO and entering into several multilateral and bilateral free trade agreements, such as JUSFTA, the Jordan-E.U. Association Agreement, the Greater Arab Free Trade Agreement (GAFTA), and free trade agreements with Arab countries such as Egypt, Saudi Arabia, United Arab Emirates, Syria, and Tunisia.

However, medicines and pharmaceutical products already enter most countries, including the U.S., E.U. member states, and Saudi Arabia, free of duties or subject to reduced tariffs. For this reason, duty-free access to such markets does not have as much bearing on Jordan's ability to attract FDI to pharmaceuticals as its compliance with high industry standards and international certifications. Still, Jordan's accession to the WTO and compliance with JUSFTA required strict adherence to IPR laws, which has a potential to attract investors who demand patent protection in order to feel safe about investing their intellectual property overseas.

In the process of modernizing Jordan's legal framework to secure these market access agreements, a contract manufacturing law was issued which ensures that local firms meet a specific set of requirements to be able to manufacture (under contract) a product comparable to the original. Contract manufacturing laws are set to regulate the relationship between licensors and licensees, identifies rights and responsibilities of both parties and ensure product quality.

Moreover, even with market access agreements in place, Jordanian companies report technical barriers to trade (TBTs) in most Arab markets: Egypt and Syria are practically closed to Jordanian exporters, while Saudi Arabia and Lebanon, although financially lucrative, are difficult and costly to enter. Other markets, such as Libya, Algeria, Sudan, Tunisia, Morocco, and Yemen, are volatile, not highly profitable, and fraught with TBTs.

Egypt, for instance, used not to allow the registration of a drug if five equivalent formulae are available in the market, while Algeria required that companies set up factories in the domestic market after a few years of exporting to the country. Nowadays these restrictions no longer apply in these two countries.

GLOBAL PHARMACEUTICAL INDUSTRY

GLOBAL INVESTMENT TRENDS

The past 20 years have been a time of relentless consolidation for the global pharmaceuticals industry. Mergers and acquisitions have cut the number of pharmaceutical firms operating around the world in half, with the exception of small startups, primarily in biotechnology. At the same time, the number of pharmaceutical firms in Arab countries has increased by 500 percent. This counterintuitive trend suggests that consolidation is also ultimately inevitable in the region as well.

After some time of slow growth, global pharmaceutical companies are divesting, cutting jobs, merging with former rivals, and investing in new drugs in the development pipeline. Many of the world's major pharmaceutical concerns have struggled to generate sales growth, which were in mid-single digits in 2003.

Analysts have estimated that earnings across the sector have grown by an average of 0.9 percent in 2003, down from 1.8 percent in 2002. Earnings growth, however, is expected by Raymond James analysts to accelerate to 8.4 percent in 2004, as new products reach the market and the threat of generic competition wanes.¹ Beyond 2004, annual global market sales growth of 8.5 percent was achieved.

Some industry experts forecast the fully integrated pharmaceutical company model will not work for much longer, as companies cannot produce enough “blockbuster” drugs to drive long-term growth. The double-digit growth that once characterized the pharmaceutical industry has disappeared. According to Barrie James, president of Pharma Strategy Consulting, the fully-integrated pharmaceutical company model has been a victim of its own success. By 2010, he predicts that the only winners will be the companies that successfully adapt their strategies and create new business models that accommodate new market realities, such as innovative technologies, customer demands, and a competitive pricing environment.

Through 2010, growth in the pharmaceutical industry will become more challenging as competition from new and generic drugs continues to increase. Although a few top pharmaceutical companies may be able to maintain momentum for some time, the majority will need to change their strategies to successfully meet these new market realities.

Among the many forces and challenges that are transforming the drug industry are the following.

- Unproductive development pipelines that produce few blockbuster products
- Patent expirations leading to increased competition from generics and slowing sales
- Diminishing returns caused by an expanding yet increasingly ineffective sales force
- Changes in the delivery of health care
- Prescription-to-OTC conversions
- Concern over high drug prices, especially in the U.S.

¹ www.rjf.com

- Reimbursement levels in developed countries that restrict the extent of prescription drugs use
- Manufacturing issues
- Drug importation
- Reduced access to physicians in industrialized nations, as authorities seek to reduce the spiraling costs of health care for their aging populations

According to John Ansell of the John Ansell Consultancy, if the world's top 20 pharmaceutical companies can regain the productivity levels they achieved during the 1990s – 1.5 products per year per company – the industry as a whole should be able to sustain itself for a few more years.

However, the industry's future rate of annual growth should not be expected to correlate directly with the number of new products launched in a given year. New products take time to make an impact on total sales, which according to Ansell makes it unlikely that enough new products will emerge over the next three or four years to ensure the survival of all major pharmaceutical companies as independent entities. Beyond 2007, however, industry pipeline projections suggest a return to high levels of productivity that will enable the majority of surviving companies to prosper.

Some drug developers have reacted to these challenging circumstances with the tested practice of joining forces. The largest consolidation so far was the acquisition of Pharmacia by Pfizer that was completed in April 2003. Pfizer's merger with Pharmacia set a new standard for "big pharma" consolidation. Industry analysts, however, have questioned the sustainability of strategies that rely on mergers and acquisitions.

Other top pharmaceutical players, such as Bayer Group and Merck, the world leader, have chosen to initiate restructuring programs of layoffs and spin-offs to improve efficiency. At present, in the E.U., there is also trend towards relocating operations to lower-cost manufacturing locations such as India, Latvia, and the Czech Republic. Low tax rates and IPR protection are important in these relocation decisions, and this is where Jordan can stand out.²

Another notable global trend is the migration of most research work into the U.S. This is due to the fact that the main economic factor driving firms to locate their R&D is the size and speed of potential profits. Since drug-pricing regimes in Europe have strict price ceilings that are around 60 percent below those in the U.S., big pharmaceutical firms have chosen to relocate advanced research and product development for their most promising new drugs to the U.S. At the same time, they are shifting their early stage research to low-cost countries, such as India.

² www.pharma-strategy.com

GLOBAL MARKET CHARACTERISTICS AND PLAYERS

In 1992, the world market for pharmaceuticals totaled \$137 billion. By 2002, it had grown by 160 percent to approximately \$356 billion.

Top Five Drugs Worldwide is as follows:

1. Lipitor
2. Zocor
3. Norvasc
4. Prevacid (Ogastro)
5. Losec

Competition among international pharmaceutical producers is intense, and many new drugs introduced into the marketplace have little therapeutic advantage over existing drugs. Marketing, promotion, and product presentation become important factors in the ability of a drug to penetrate a market. Since prices in many countries are regulated and depend on reimbursement policies, product prices can vary enormously from market to another. Due to the huge cost of medicines, many countries are keen to promote the use of generic drugs.

GLOBAL GENERIC DRUGS MARKET

The U.S. FDA projects that more than 200 brand-name medications will come off patent over the next several years. Drugs coming off patent presented many opportunities for generic drug makers in 2004 and beyond, as products that currently generate approximately \$36 billion in sales for the 20 largest global pharmaceutical companies face generic exposure over the next four years.

Among the “blockbuster” drugs that lost patent protection in 2006 are brand names such as Flovent, Flonase, Cipro, Diflucan, Lamisil, Xenical, Zocor, Prevacid, Zolof, Pravachol and Zithromax, according to the U.S. government and industry sources. This will further erode blockbuster franchises and will likely put an end to consistent double-digit gains in pharmaceutical sales and revenue.

DEMAND ANALYSIS FOR TENDER VS. PRIVATE (PURCHASING TRENDS THROUGH BIDDING OR DIRECT PURCHASING)

Table 10: Total Local Sales

Year	Domestic - Private			Tenders		
	Value	Growth	% of Total	Value	Growth	% of Total
2002	33,062.90	-	-	-	-	-
2003	39,422.60	19%	45%	47,419.10	-	55%
2004	40,856.90	4%	29%	102,285.50	116%	71%
2005	49,412.10	21%	32%	104,631.70	2%	68%
2006	53,177.60	8%	33%	106,031.60	1%	67%

Source: IMS - MOH

Note: The tender value for 2002 is not available.

* Refer to the appendix for the values of the total sales in the local market including imported products.

From the table above it is evident how that the Jordanian Pharmaceutical market is divided into two main purchasing trends with the average ratio as below:

- 1) Private 35%
- 2) Institutional (Directorate Royal Medical Services Tenders , Ministry of Health Tenders and Jordan University Tenders) 65%

The breakdown is shows how the purchasing trend of the Jordanian Pharmaceutical market is highly dependent on the tender business of the governmental purchasing bodies caring for the Jordanian patients which constitutes 65% of the total pharmaceutical business.

Tenders are issued by the three official bodies on a yearly basis and bids are submitted. Tenders are highly price sensitive; however. quality is accounted for and technical committees are involved in the purchasing process to ensure the best purchase for the body.

Direct purchasing from official bodies only occurs when a bidder fails to deliver the awarded items or before the official tenders are released and the items are in demand, however the quantity purchased is limited to furnish a very short period and the same conditions of the tender award are applied regarding prices and quality.

Pharmacies and private hospitals are the main outlets for pharmaceuticals in the private market.

According to the Jordanian Pharmaceutical Syndicate there are 2000 pharmacies operational in Jordan. Additionally there are 44 Hospitals. Hospitals and pharmacies purchase medications from wholesalers.

Table 11: List of Hospitals

No.	Hospital	No. of Beds
1	Ibn Al-Haytham	60
2	Arab Center	140
3	Islami Hosp.	260
4	Jordan Hosp.	400
5	Al-Khaldi Hosp.	180
6	Al-Istiklal Hosp.	240
7	Al-Isra`a Hosp.	120
8	Al-Shumaisani Hosp.	60
9	Farah Hosp.	100
10	Speciality Hosp.	160
11	Al-Amal Hosp.	60
12	Al-Hussain Center	140
13	Malhas Hosp.	50
14	Jabal Al-Zaytoon	60
15	Al-Rahmeh	40
16	Al-Wardia	60
17	Amman Al-Jerahi	60
18	Jabal Amman	30
19	Tla`a Al-Ali	35
20	Ibn Al-Nafees	40
21	Al-Hekmah	50
22	Speciality Hosp. Irbid	60
23	Qaser shabib	40
24	Al-Hanan	30
25	Al-Mowasah	80
26	Al-Hamaidah	40
27	Jaish Al-Tahrer	30
28	Hebah	50
29	Al_Ahly	40
30	Aqlah	40
31	Philadelfia	40
32	Al-Dawly	50
33	Lozmela	60
34	Al-Hayah	40
35	Al-Islami - Aqaba	50
36	Al-Mua`asher	50
37	Nokhbeh	25
38	Al-Italy	35
39	Al-Rasheed	30
40	Phalastain	40
41	Al-Qods	30
42	Al-Helal Al-Ahmar	40
43	King Abdullah	600
44	Jerash	40

PRICE REGULATION IN JORDAN MARKET

JFDA also fixes the prices for drugs (both prescription and OTC) to be sold in Jordan market.

When a local drug as the branded generic (locally manufactured) in Jordan is registered at JFDA, then the price is fixed 80% of the originator pharmaceutical company's price.

For imported generics, the price is set after considering the price of the drug in its country of origin, its price in Saudi Arabia, and in a basket of other countries. For patented products, the price is set after considering the price of the same drug in its country of origin, the price in several European countries where the drug is registered.

SWOT ANALYSIS

Table 12: SWOT

Strengths	Weaknesses
<ul style="list-style-type: none"> • Extensive regional export base, coupled with excellent regional reputation • Low risk on investment • High standards of local producers • Zero tax on profits generated by exports until 2015 and possibly beyond • Highly-skilled, low-wage workforce • Sufficient infrastructure • Extensive knowledge of local and regional market 	<ul style="list-style-type: none"> • Low investment in R&D • Product concentration • Low local market share • Small domestic market size • Underdeveloped cluster of weak supporting institutions and supplier networks • Restrictive drug pricing policy • All raw materials and packaging materials are being sourced from abroad which results in high cost of finished product.
Opportunities	Threats
<ul style="list-style-type: none"> • Relocation from Europe due to wage and cost pressures • IPR protection • Existence of Bolar provision in Jordan 	<ul style="list-style-type: none"> • High reliance on traditional export markets • High international industry standards and strict regulations • Instating Bolar provision into E.U. law • IPR protection • Continuous increase in production costs mainly energy • Emerging generic industries in export markets

SWOT ANALYSIS IN DEPTH

The following sections highlight the strengths, weaknesses, opportunities and threats of the pharmaceuticals sector in Jordan, and how they relate to the above list of investment requirements as set by investors. SWOT analysis is one of the strategic analysis tools that help organizations and companies understand their competitiveness in the ever-changing business environment. It looks at internal factors (Strengths and Weaknesses), as well as at external factors (Opportunities and Threats) posed by the environment and the competition.

STRENGTHS OF JORDAN'S PHARMACEUTICALS SECTOR

Extensive regional export base, coupled with excellent regional reputation

Jordanian pharmaceutical manufacturers export 70-80 percent of local production to more than 60 markets, primarily Arab countries. These exports have grown at an annual average rate of 14 percent since 1991.

Low risk on investment

Jordan has available a number of new and top-quality production facilities that use state-of-the-art equipment, which implies that foreign investors would not have to invest in fixed assets. This fact is an advantage in attracting FDI, in light of the trend for international companies not to invest heavily in land and building, and especially since such facilities can be utilized almost immediately upon acquisition. This is particularly helpful also in instances when the international investor is looking for a relationship such as contract manufacturing or manufacturing under license.

High standards of local producers

Seven of the 16 companies operating in Jordan's local market are FDA or cGMP certified. Most other producers are in the process of pursuing equivalent accreditation to enable them to access non-traditional markets, produce under license for international firms, and secure joint ventures with global players.

Zero tax on profits generated by exports until 2007 and possibly beyond

Income tax is a major concern of pharmaceutical companies worldwide and a main factor in production relocation decisions. Jordan enjoys a WTO exemption that allows it to charge zero income tax on export earnings until the end of 2015, which may be extended based on negotiations between Jordan and the WTO. (This is based on the decision of the WTO's Committee on Subsidies and Countervailing Measures, dated 22 November 2002.)

IPR protection

Jordan's accession to the WTO, the signing of the TRIPS agreement, and the ratification of JUSFTA has led to the passage of a strong IPR law in the country. Implementation of this is steadily improving. International companies contemplating cooperation with pharmaceutical companies in the region find Jordan a unique place to invest and operate due to these laws and agreements.

Highly-skilled, low-wage workforce

The workforce in Jordan at the operator level seems to be well-educated and readily available, and skilled in development and production. For example, there are more than 6,000 pharmacists already in the market. Salaries for pharmacists and chemists are considerably lower than European wages and lower than those offered in Gulf countries.

Worker productivity also seems to be adequate, especially among female workers.

Sufficient infrastructure

Transportation infrastructure is adequate in Jordan, while the country's IT infrastructure is considered among the best in the region. IT infrastructure is sophisticated enough for international companies that need voice, data, and online communication with their home office and with customers and suppliers.

Extensive knowledge of local and regional market

Jordanian firms have strong local and regional marketing capabilities and are strategically placed to provide key marketing information and partnership opportunities to American firms in the traditionally hard-to-monitor MENA market.

Existence of Bolar provision in Jordan

Jordan's Bolar provision allows development work to start on a generic equivalent of a patented medicine prior to the expiration of the patent. This privilege has been available to European production and development plants located in the E.U, since November 2005. A European company performing this development and production work in Jordan may do so prior to the patent expiry date. Then, on the expiry date, the medicine can be immediately marketed and sold in the E.U.

WEAKNESSES OF JORDAN'S PHARMACEUTICALS SECTOR

Low investment in R&D

Most of Jordan's producers are exclusively producers of branded generics, which account for 95 percent of local production, with the remaining five percent of products being produced under license and plain generics. While some research is being conducted locally, more than 50 Jordanian inventions were recognized and granted patents abroad. From Europe, US and Japanese patent offices.

Product concentration

Most local producers focus on the same product categories, such as anti-ulcerants and antibiotics, due to their high profit margins and high local demand. This has led to product overlap, a narrow scope of expertise, and intense domestic competition.

Low local market share

Local production in Jordan accounts for only 40 percent (by value) of the relatively small local market. With a small home base, local producers are vulnerable to regional uncertainties. This in turn limits their ability to invest and their attractiveness as partners or licensees of foreign manufacturers.

Small domestic market size

Jordan's small domestic market limits its attractiveness as a stand-alone destination for pharmaceutical investors.

Underdeveloped cluster of weak supporting institutions and supplier networks

The professional services sector catering to the pharmaceutical enterprises is relatively underdeveloped. There are no specialty firms dealing with patent process litigation or patents protection, nor is there a network of technical services for strengthening the operational standards within pharmaceutical companies.

Limited double taxation treaties with E.U. countries

France is the only European country that currently has a double taxation arrangement with Jordan. European companies prefer their investment locations to have such arrangements made with a country with lenient taxation regulations, such as the Netherlands. This allows them to repatriate their profits to Europe without further taxation.

Limited managerial skills

Most domestic producers, with the exception of the top tier, require significant training and support for the management.

Restrictive drug pricing policy

MOH requires any product manufactured locally or imported to be priced at a maximum of 80 percent from its originator price for the local market. In addition, if this product is exported to certain traditional markets, such as Saudi Arabia, it has to be sold at a price in which the price of the Jordanian products in Jordan is the ceiling of the export prices in the export markets to its Jordanian price, which means less profit to the exporter. This makes Jordan less attractive for FDI since Jordan's cost advantage would be lost due to lower selling prices in Jordan and export markets.

OPPORTUNITIES FOR JORDAN'S PHARMACEUTICALS SECTOR

Relocation from Europe due to wage and cost pressures

Pharmaceutical companies operating in Europe are under pressure to reduce production costs. A number of such companies have relocated or made the decision to relocate to less expensive locations in Eastern Europe, the Baltic States, and India. Jordan could be added to this list of potential locations.

Expansion of global generics market

The world generics market soared in value from \$17 billion in 2002 to \$37 billion by end of 2005, when some 35 leading molecules went out of patent. Getting in fast would offer a golden opportunity for Jordanian producers to ensure the industry's long-term sustainability.

IPR protection

Accession to the WTO, the signing of the TRIPS agreement, and the passage of a stronger IPR law than other developing countries, allegedly provide Jordanian companies with a good chance to penetrate non-traditional markets, since local firms are well positioned to fulfill international regulatory requirements and standards. However this was not a breakthrough as the Jordanian drugs were exported to non traditional markets long before these agreements were inflicted

Jordan's toll and contract manufacturing law

This law ensures that any Jordanian company manufacturing a product under contract from another local or international company is abiding by the specific requirements of that company to produce such a product, and thus receives its approvals and certifications. Since new Iraqi legislation requires drugs to have FDA approval, U.S. companies wishing to export to Iraq can manufacture in Jordan using the facilities of the FDA-approved local companies and export to Iraq.

SABEQ can use such an analysis of opportunities and threats to determine target markets and marketing messages for its promotional plans, as demonstrated .In addition, it is important that SABEQ monitors local and international developments with regard to such opportunities and threats, and adapts its promotional plans accordingly.

THREATS TO JORDAN'S PHARMACEUTICALS SECTOR

High reliance on traditional export markets

Ninety percent of Jordan's exports go to Iraq, Saudi Arabia, and Algeria. These markets, such as Iraq, are prone to imposing TBTs, as well as being relatively unpredictable. Jordan's pharmaceutical producers can limit this exposure by tapping new non-traditional markets.

Regional political instability

The MENA region is considered politically unstable, and Jordan has relatively little influence on current events. As a result, international investors are often reluctant to approach the region.

High international industry standards and strict regulations

In order to tap non-traditional export markets in the U.S and the E.U., Jordanian manufacturers have to obtain FDA, MCA, and other regulatory approvals, in addition to complying with current GMP. Jordanian manufacturers have to invest more in R&D, process development, and product development in order to achieve these requirements, at a time when many local companies are experiencing cash-flow crises.

Brain drain to Arab Gulf countries

Many Jordanian pharmaceuticals experts that get trained and acquire substantial know-how and expertise in Jordanian firms are lured by much higher salaries to work in the Arab Gulf countries representing a constant brain drain and lost resources for the industry.

Instating Bolar provision into E.U. law

The process toward the introduction of a comprehensive Bolar provision into E.U. law has already started. Jordanian firms will suffer a loss of a potential market once the process is completed.

Developing pharmaceuticals for commercial production is an expensive, time-consuming, and highly-risky business. In particular, the problem of further innovation and development comes into sharp focus in connection with development of generic drugs before patent expiry.

Many patent systems allow scientific experiments as an exception to patent infringement, but only some allow clinical trials to provide the basis for a generic drug's regulatory approval to escape infringement of an existing patent. Patent infringement caused by clinical trials can thus be one component risk of implementing a generic drug development program. The Japanese Supreme Court ruled that clinical trials for regulatory approval were within the legislative experimental use exception, since banning them would *de facto* extend the life span of a patent. The U.S. resolved this problem by introducing a "Bolar provision" into law to ensure that such drug testing for regulatory approval would not be a patent infringement, reversing the decision in the case of *Roche Products v. Bolar Pharmaceutical*.

Thus, a Bolar provision allows all development, testing, and experimental work required for the registration of a generic medicine to take place during the patent period of the original product in order to ensure that there is no delay for these products to come onto the market after patent expiry. Bolar provisions have become a common feature of patent law in most countries outside the E.U, including the U.S., Japan, Australia, Canada, and Israel. In the E.U., it is only possible to submit registrations during the patent period after the expiry of the data exclusivity provision, which is presently six or 10 years after the first authorization of the original product. Moreover, under existing patent interpretation, it is possible to develop the

generic product during the patent period, to undertake trials, or to supply samples for regulatory approval. Consequently, E.U. generic companies are forced to develop their products in countries with Bolar provisions and then import after patent expiry.

Therefore, while the E.U. benefits from generic competition, it has become dependent on imports, at least during the first years after patent expiry. This is not the case, however, in a number of E.U. new member states. Hungary has a Bolar provision in its patent law. Poland and Slovenia have these provisions in their draft laws too.

A WTO Panel decision has upheld the right of pre-patent expiry development work. It stated that such legislation is compatible with obligations under the TRIPs Agreement. This means that accession countries only need to adopt international law.

To deal with this problem, the European Commission's Draft Directive of June 2003 in relation to medicinal products included a proposed introduction of a Bolar provision into the laws of E.U. member states that do not yet have them, which would eliminate the risk that clinical trials to test a generic drug would infringe a patent.

The recent accession to E.U. membership by states with Bolar Provisions in place increases the urgency of acting to promote Jordan's Bolar benefits to the pharmaceutical industry before other countries start to directly compete with Jordan for Bolar-based investments. This is a pressing concern in the case of Hungary, as Poland and Slovenia may not be able to enact their draft Bolar legislation if it is deemed to conflict with existing E.U. law.

RECOMMENDATIONS

NICHES

In order to be competitive in today's pharmaceuticals industry, a large production capacity that allows for economies of scale, generous investments in R&D, good infrastructure, and marketing expertise are all requirements. In addition, a reasonable cost structure, compliance with IPR regulations, and the acquisition of relevant industry approvals and standards are also critical for any export-oriented company. As the industry becomes more global, these factors acquire even greater importance.

Jordan's weaknesses, such as a small domestic market and limited R&D, could be compensated by the current availability in the country of a number of new and top-quality production facilities, an extensive regional export base enhanced by zero tax on profits generated by exports, and the availability of a skilled and inexpensive workforce. In addition, Jordan's domestic healthcare spending is poised to increase, as its population grows by an average rate of 2.8 percent each year.

Serious attempts by local firms to produce drugs under license, to acquire FDA and other accreditations, and enter nontraditional markets, as well as to improve their marketing techniques and define their strategic vision have enhanced and will further enhance Jordan's ability to attract FDI for pharmaceuticals.

Jordan has competed very successfully in the production of generics for the local and regional markets. Most of these drugs have been concentrated in a few therapeutic groups, such as antibiotics and anti-ulcerants. However, the technical expertise of Jordan's workforce and of its local firms offers the opportunity to expand production into non-traditional product categories and different dosage forms. Currently, the most common dosage forms produced in the local market are syrups, tablets, and capsules. However, this strategic product diversification can only happen, according to JAPM and industry experts, if Jordan manages to attract a greater level of FDI.

Given Jordan's strengths, its existing industrial base, and level of expertise, as well as trends we have outlined in the global pharmaceuticals market, the country has the potential to become competitive in manufacturing the following product groups or niches, which JIB should initially target for investments.

- Antibiotic, anti-ulcerant, and any other generic drugs whose patents are set to expire over the next few years, for export to the European market, in order to maximize Jordan's Bolar provision advantages. There are currently 49 such leading molecules and drugs.
- Hormones, such as insulin, that require sophisticated technology and economies of scale to successfully produce, and for which global demand and market potential exist as identified by industry experts. Jordan can achieve the necessary economies of scale through an enhanced emphasis on exports.
- Anti-AIDS drugs, which also require sophisticated technology and are mostly ethical drugs, can be exported at cheap prices to poor countries where the epidemic is widespread, especially in Africa, without infringing IPR laws, according to the Doha Declaration of the WTO. Since developing and producing these drugs is very costly in

developed countries, MNCs can set-up joint ventures (JV) or produce then under contract in Jordan to serve these markets at much lower, without sacrificing quality and standards.

- Anti-cancer drugs, which also require sophisticated technology, for which there are large and expanding local and regional markets, which can be better served by the lower cost basis for production in Jordan.
- Vaccines and sera, which are currently produced by less than five firms worldwide, require a very expensive cold storage environment chain which makes them costly to transport. Because of Jordan's relative proximity to South Asia and Africa, two of the largest markets for these drugs, it could be an attractive location for JVs that seek to produce for these markets.
- Biotechnology drugs, which are ethical by definition, are based on blood antibodies and antigens derived from DNA. They are increasingly under demand and require sophisticated expertise, large investment, and different technology than what is currently available in Jordan, and so would require JVs or Greenfield investments.
- Herbal medicines, as well as natural products increasingly in demand in Europe and other developed countries, face fewer restrictions and requirements for production than other drugs. Jordan's agricultural variety offers lucrative opportunities to develop alternative products.

In addition to these product groups, Jordan has the expertise and ability to attract FDI for additional set of pharmaceutical activities. Being new dosage forms, such as injectables and patches, are rarely produced in Jordan even though they do not require any expertise over and above what already exists in the market. This is because their production would require separate production lines and separate plants, which in turn would require the kinds of substantial financial resources that can be obtained through FDI.

Based on the discussion above, it can be concluded that the following export markets offer good prospects for Jordanian pharmaceuticals.

- Existing regional markets: There are two ways to approach these markets: continue the existing pattern of exporting Jordanian generics, or formulate partnerships and produce under license or contract manufacturing for U.S., European, and Japanese firms that wish to market their products in the MENA region.
- European generics market: JVs or cooperation with European firms might be the best way for Jordanian firms to penetrate this market.
- African and South Asian markets for anti-AIDS drugs and vaccines, under contract from European or U.S. companies
- U.S. generics market. This market is a medium-term prospect.
- The Ex Soviet Union and other parts of Eastern Europe

The target niches below highlight new areas where the industry should concentrate upon in the future

- Off patent generics
- Hormones
- Anti AIDS drugs
- Anticancer drugs
- Vaccines and sera
- Biotechnology products
- Herbal medicines
- Patches and ingestible

CONCLUSION

- In the recent years, Jordan has witnessed good economic growth. Continuing the trend, the real GDP of Jordan grew by 6.4% in 2006 compared to a growth rate of 7.2% in 2005. However the nominal GDP grew by 12.2% in 2006 compared to 11.5% in 2005. The per capita GDP increased from US\$2,325 in 2005 to US\$2,546 in 2006.
- The Ministry of Health is the principal provider of healthcare in Jordan and provides subsidized services to all Jordanian citizens. The Ministry of Health operates hospitals, comprehensive health centers, primary health centers, maternity and child health centers, dental clinics and chest disease centers to provide healthcare to the citizens. It also administers the Civil Insurance Program (CIP), which is the largest public insurance mechanism in Jordan.
- The importance of the pharmaceutical sector in the Jordanian economy can be understood from the fact that it is the second largest export industry in Jordan after garment manufacturing. Currently close to three-fourths of total pharmaceutical production is meant for exports. For the year 2006, exports of pharmaceutical products amounted to US\$297.6 million i.e. 7.3% of total exports. The total exports grew by 6.2% in 2006, which followed 25.4% growth recorded in 2005.
- The domestic pharmaceutical companies in Jordan is primarily engaged in production of branded generics ranging from many dosage forms such as solids, semi-solids, liquids, aerosols as well as producing various under licensed products for multi-national companies. Close to 90% of the total revenues is derived from branded generics, whereas under licensed products contribute majority of the revenues of the remaining revenues. As per IMS Health, the size of domestic pharmaceutical industry in Jordan was estimated to be US\$120mn in 2004, and has crossed US\$200mn in 2007
- The total sales of listed Jordanian companies were close to US\$451.3 million for the year 2006 and it has grown at a CAGR of 21% over the past two years. Similarly the total net profit of the listed Jordanian companies was close to US\$77.6 million for the year 2006 and it has grown at a CAGR of 15% over the past two years.
- The domestic pharmaceutical industry in Jordan is quite fragmented with no single player accounting for even 10% market share. In fact the market leader is Hikma, which had a market share of 7.3% in 2006. The fragmented nature of the industry has led to a good deal of consolidation in last few years. Though currently there are no M&A on the cards, we are of the view that lower number of bigger companies can drive the industry strongly in comparison to current scenario.
- The pharmaceutical industry in Jordan, being primarily export-driven, has benefited from growth in Middle-Eastern economies (mainly GCC countries) in the recent years. The growth in these economies has resulted in increased expenditure on health by the respective governments. The healthcare infrastructure has improved significantly in the region in the last few years. Increase in the privatization of healthcare in the region has benefited the industry as a whole. Several countries have implemented mandatory health insurance schemes. We believe all these factors will boost overall healthcare spending in coming years.
- Demographic trends in the region such as increasing life expectancy and literacy rate are expected to lead to greater awareness of health-related issues and consequent increase in demand for pharmaceutical products. For example in Jordan, life expectancy has increased from 69 years in 1995 to 71.5 years in 2005, Literacy rates (15 year-plus)

stood at 91.8%. in 2005. An increase in life-style related diseases like diabetes and cardiovascular diseases in the region is also expected to impact the industry positively.

- In the post-TRIPS era, companies have increased their under-licensing/contract manufacturing portfolio in order to supplement their revenue from core branded generic business. Keeping in view the higher investment in R&D, this can prove to be a good strategy. With their lower cost of production, technical expertise, and Current Good Manufacturing Practice (cGMP) certified plants, Jordanian companies have proved to be "Efficient partners in under-licensing/contract manufacturing".

APPENDIX

VALUE OF PRODUCTION BY DOMESTIC MANUFACTURERS 2002 - MAT

Domestic Manufacturers & total value 2002 US\$ K

Domestic Producers	Value	% of Local	% of Market
Hikma	5,720.6	17%	6%
Dar Al Dawa	6,976.6	21%	7%
Arab Pharmaceutical Manufacturing (APM)	6,174.3	19%	6%
Ram Pharmaceutical	2,917.9	9%	3%
Pharma International	1,787.5	5%	2%
Jordan Pharmaceutical Manufacturing	2,982.0	9%	3%
Jordan Sweden Medical and Sterilization Company (JOSWE)	643.6	2%	1%
Middle East Pharmaceuticals	1,436.3	4%	1%
United Pharmaceutical Manufacturing	1,469.8	4%	1%
Hayat	1,097.8	3%	1%
Arab Center for Pharmaceuticals and Chemicals (A.C.P)	906.8	3%	1%
Amman Pharmaceutical Industry	485.2	1%	0%
Jordan River Pharmaceutical Industries (JORIVER)	464.5	1%	0%
Total	33,062.9	100%	33%

Note: % of Local includes private manufacturers only; data for public manufacturers 2002 is not available.

Source: IMS

Domestic Manufacturers & total value 2003 US\$ K

Domestic Producers	Value	% of Local	% of Market
Hikma	7,647.1	9%	5%
Dar Al Dawa	7,748.9	9%	5%
Arab Pharmaceutical Manufacturing (APM)	7,293.6	8%	4%
Ram Pharmaceutical	3,526.1	4%	2%
Pharma International	2,204.7	3%	1%
Jordan Pharmaceutical Manufacturing	2,707.1	3%	2%
Jordan Sweden Medical and Sterilization Company (JOSWE)	1,317.9	2%	1%
Middle East Pharmaceuticals	1,794.4	2%	1%
United Pharmaceutical Manufacturing	1,606.8	2%	1%
Hayat	1,453.3	2%	1%
Arab Center for Pharmaceuticals and Chemicals	1,088.7	1%	1%

Domestic Manufacturers & total value 2003 US\$ K

Domestic Producers	Value	% of Local	% of Market
(A.C.P)			
Amman Pharmaceutical Industry	669.3	1%	0%
Jordan River Pharmaceutical Industries (JORIVER)	364.8	0%	0%
Total	39,422.6	45%	24%

Note: % of Local includes private and public manufacturers.

Source: IMS

Domestic Manufacturers & total value 2004 US\$ K

Domestic Producers	Value	% of Local	% of Market
Hikma	8,119.6	6%	4%
Dar Al Dawa	7,127.0	5%	3%
Arab Pharmaceutical Manufacturing (APM)	7,788.9	5%	3%
Ram Pharmaceutical	3,570.2	2%	2%
Pharma International	2,530.5	2%	1%
Jordan Pharmaceutical Manufacturing	2,727.6	2%	1%
Jordan Sweden Medical and Sterilization Company (JOSWE)	1,591.5	1%	1%
Middle East Pharmaceuticals	1,499.8	1%	1%
United Pharmaceutical Manufacturing	2,033.1	1%	1%
Hayat	1,538.5	1%	1%
Arab Center for Pharmaceuticals and Chemicals (A.C.P)	1,159.9	1%	1%
Amman Pharmaceutical Industry	747.7	1%	0%
Jordan River Pharmaceutical Industries (JORIVER)	422.5	0%	0%
Total	40,856.9	29%	18%

Note: % of Local includes private and public manufacturers.

Source: IMS

Domestic Manufacturers & total value 2005 US\$ K

Domestic Producers	Value	% of Local	% of Market
Hikma	9,588.6	6%	4%
Dar Al Dawa	8,743.0	6%	3%

Domestic Manufacturers & total value 2005 US\$ K

Domestic Producers	Value	% of Local	% of Market
Arab Pharmaceutical Manufacturing (APM)	8,715.0	6%	3%
Ram Pharmaceutical	4,300.2	3%	2%
Pharma International	3,347.9	2%	1%
Jordan Pharmaceutical Manufacturing	3,168.8	2%	1%
Jordan Sweden Medical and Sterilization Company (JOSWE)	2,658.1	2%	1%
Middle East Pharmaceuticals	1,830.5	1%	1%
United Pharmaceutical Manufacturing	2,126.6	1%	1%
Hayat	2,011.1	1%	1%
Arab Center for Pharmaceuticals and Chemicals (A.C.P)	1,182.8	1%	0%
Amman Pharmaceutical Industry	940.4	1%	0%
Jordan River Pharmaceutical Industries (JORIVER)	799.3	1%	0%
Total	49,412.1	32%	19%

Note: % of Local includes private and public manufacturers.

Source: IMS

Domestic Manufacturers & total value 2006 US\$ K

Domestic Producers	Value	% of Local	% of Market
Hikma	10,946.1	7%	4%
Dar Al Dawa	8,752.2	5%	3%
Arab Pharmaceutical Manufacturing (APM)	8,214.5	5%	3%
Ram Pharmaceutical	4,530.1	3%	2%
Pharma International	4,189.6	3%	2%
Jordan Pharmaceutical Manufacturing	3,656.0	2%	1%
Jordan Sweden Medical and Sterilization Company (JOSWE)	3,156.3	2%	1%
Middle East Pharmaceuticals	2,432.5	2%	1%
United Pharmaceutical Manufacturing	2,376.4	1%	1%
Hayat	2,368.1	1%	1%
Arab Center for Pharmaceuticals and Chemicals (A.C.P)	1,059.7	1%	0%
Amman Pharmaceutical Industry	892.4	1%	0%
Jordan River Pharmaceutical Industries (JORIVER)	603.8	0%	0%

Domestic Manufacturers & total value 2006 US\$ K

Domestic Producers	Value	% of Local	% of Market
Total	53,177.6	33%	20%

Note: % of Local includes private and public manufacturers.

Source: IMS

Domestic Manufacturers & total value MAT US\$ K

Domestic Producers	Value	% of Local	% of Market
Hikma	10,938.7	22%	7%
Dar Al Dawa	8,487.3	17%	5%
Arab Pharmaceutical Manufacturing (APM)	7,685.2	15%	5%
Ram Pharmaceutical	3,165.3	6%	2%
Pharma International	4,187.2	8%	3%
Jordan Pharmaceutical Manufacturing	3,361.3	7%	2%
Jordan Sweden Medical and Sterilization Company (JOSWE)	3,630.1	7%	2%
Middle East Pharmaceuticals	2,173.2	4%	1%
United Pharmaceutical Manufacturing	2,013.3	4%	1%
Hayat	2,659.2	5%	2%
Arab Center for Pharmaceuticals and Chemicals (A.C.P)	813.7	2%	1%
Amman Pharmaceutical Industry	755.8	1%	0%
Jordan River Pharmaceutical Industries (JORIVER)	729.0	1%	0%
Total	50,599.2	100%	32%

Note: % of Local includes private manufacturers only; data for public manufacturers MAT is not available.

Source: IMS

TOP 20 CONSUMED PRODUCTS 2002-2006**Top 20 consumed products 2002 (values are in thousands)**

Product	Producer	Local/ Foreign	Value	% of total
LIPITOR	PFIZER	F	900.9	0.9%
AUGMENTIN	GLAXOSMITHKLINE	F	886.4	0.9%
DICLOGESIC	DAR AL DAWA	L	853.7	0.9%
ZINNAT	GLAXOSMITHKLINE	F	846.6	0.9%
CLORACEF	DAR AL DAWA	L	823.8	0.8%
PANADOL	GLAXOSMITHKLINE	F	815.3	0.8%

Top 20 consumed products 2002 (values are in thousands)

Product	Producer	Local/ Foreign	Value	% of total
REVANIN	APM	L	797.8	0.8%
AMOCLAN	HIKMA	L	736.2	0.7%
VOLTAREN	NOVARTIS PHARMA	F	724.2	0.7%
SUPRAX	HIKMA	L	658.2	0.7%
S 26	WYETH	F	598.0	0.6%
PENAMOX	HIKMA	L	561.8	0.6%
OSPAMOX	SANDOZ	F	535.6	0.5%
FAMODAR	DAR AL DAWA	L	518.3	0.5%
VIAGRA	PFIZER	F	513.5	0.5%
AMARYL	SANOFI AVENTIS	F	483.4	0.5%
METHYLCOBAL	EISAI	F	466.2	0.5%
CELEBREX	PFIZER	F	461.2	0.5%
SIMILAC ADVANCE	ABBOTT NUTRITIONAL	F	457.5	0.5%
NORVASC	PFIZER	F	449.5	0.5%

Source: IMS

Top 20 consumed products 2003 (values are in thousands)

Product	Producer	Local/ Foreign	Value	% of total
AMOCLAN	HIKMA	L	1,508.4	0.9%
AUGMENTIN	GLAXOSMITHKLINE	F	1,235.1	0.7%
SUPRAX	HIKMA	L	1,065.0	0.6%
REVANIN	APM	L	1,056.1	0.6%
PANADOL	GLAXOSMITHKLINE	F	894.3	0.5%
LIPITOR	PFIZER	F	868.4	0.5%
DICLOGESIC	DAR AL DAWA	L	862.4	0.5%
SIMILAC ADVANCE	ABBOTT NUTRITIONAL	F	817.0	0.5%
PENAMOX	HIKMA	L	776.6	0.5%
S 26 GOLD	WYETH	F	758.2	0.5%
CLORACEF	DAR AL DAWA	L	702.1	0.4%
AMARYL	SANOFI AVENTIS	F	694.0	0.4%
ZINNAT	GLAXOSMITHKLINE	F	612.9	0.4%
OSPAMOX	SANDOZ	F	603.8	0.4%
CURAM	SANDOZ	F	598.4	0.4%
CERELAC	NESTLE	F	593.2	0.4%
GLUCOPHAGE	MERCK AG	F	549.7	0.3%
KLACID	ABBOTT INTERNATIONAL	F	531.2	0.3%
NEXIUM	ASTRAZENECA	F	527.9	0.3%

Top 20 consumed products 2003 (values are in thousands)

Product	Producer	Local/ Foreign	Value	% of total
CELEBREX	PFIZER	F	526.3	0.3%

Source: IMS

Top 20 consumed products 2004 (values are in thousands)

Product	Producer	Local/ Foreign	Value	% of total
AMOCAN	HIKMA	L	1,277.9	0.6%
S 26 GOLD	WYETH	F	1,063.6	0.5%
REANIN	APM	L	1,008.4	0.4%
SUPRAX	HIKMA	L	993.0	0.4%
LIPITOR	PFIZER	F	979.4	0.4%
AUGMENTIN	GLAXOSMITHKLINE	F	944.6	0.4%
PENAMOX	HIKMA	L	902.1	0.4%
AMARYL	SANOVI AVENTIS	F	869.1	0.4%
SIMILAC ADVANCE	ABBOTT NUTRITIONAL	F	855.5	0.4%
PANADOL	GLAXOSMITHKLINE	F	842.0	0.4%
PROMIL GOLD	WYETH	F	838.7	0.4%
CLORACEF	DAR AL DAWA	L	760.0	0.3%
DICLOGESIC	DAR AL DAWA	L	743.7	0.3%
CURAM	SANDOZ	F	716.4	0.3%
SIMILAC GAIN	ABBOTT NUTRITIONAL	F	694.5	0.3%
CO DIOVAN	NOVARTIS PHARMA	F	653.3	0.3%
GLUCOPHAGE	MERCK AG	F	626.8	0.3%
CERELAC	NESTLE	F	616.4	0.3%
NEXIUM	ASTRAZENECA	F	608.2	0.3%
CELEBREX	PFIZER	F	583.7	0.3%

Source: IMS

Top 20 consumed products 2005 (values are in thousands)

Product	Producer	Local/ Foreign	Value	% of total
AMOCAN	HIKMA	L	1,517.3	0.6%
S 26 GOLD	WYETH	F	1,352.9	0.5%
PROMIL GOLD	WYETH	F	1,234.3	0.5%
REANIN	APM	L	1,231.4	0.5%
LIPITOR	PFIZER	F	1,156.2	0.5%
SUPRAX	HIKMA	L	1,142.9	0.4%
DICLOGESIC	DAR AL DAWA	L	1,060.7	0.4%

Top 20 consumed products 2005 (values are in thousands)

Product	Producer	Local/ Foreign	Value	% of total
AMARYL	SANOFI AVENTIS	F	1,031.7	0.4%
CURAM	SANDOZ	F	1,000.3	0.4%
PANADOL	GLAXOSMITHKLINE	F	973.6	0.4%
SIMILAC ADVANCE	ABBOTT NUTRITIONAL	F	956.7	0.4%
ARCOXIA	MERCK SHARP DOHME	F	935.2	0.4%
CLORACEF	DAR AL DAWA	L	879.0	0.3%
AUGMENTIN	GLAXOSMITHKLINE	F	864.4	0.3%
PENAMOX	HIKMA	L	797.4	0.3%
OSPAMOX	SANDOZ	F	792.6	0.3%
SIMILAC GAIN	ABBOTT NUTRITIONAL	F	776.9	0.3%
NEXIUM	ASTRAZENECA	F	741.4	0.3%
CO DIOVAN	NOVARTIS PHARMA	F	741.2	0.3%
CERELAC	NESTLE	F	731.1	0.3%

Source: IMS

Top 20 consumed products 2006 (values are in thousands)

Product	Producer	Local/ Foreign	Value	% of total
AMOCALAN	HIKMA	L	1,780.7	0.7%
PROMIL GOLD	WYETH	F	1,552.4	0.6%
S 26 GOLD	WYETH	F	1,544.1	0.6%
SUPRAX	HIKMA	L	1,150.1	0.4%
CERELAC	NESTLE	F	1,063.9	0.4%
AUGMENTIN	GLAXOSMITHKLINE	F	1,059.7	0.4%
REVANIN	APM	L	1,043.8	0.4%
SIMILAC ADVANCE	ABBOTT NUTRITIONAL	F	1,014.7	0.4%
AMARYL	SANOFI AVENTIS	F	988.2	0.4%
LIPITOR	PFIZER	F	972.2	0.4%
SIMILAC GAIN	ABBOTT NUTRITIONAL	F	968.6	0.4%
ARCOXIA	MERCK SHARP DOHME	F	958.9	0.4%
PENAMOX	HIKMA	L	946.4	0.4%
DICLOGESIC	DAR AL DAWA	L	915.7	0.3%
PANADOL	GLAXOSMITHKLINE	F	898.7	0.3%
NEXIUM	ASTRAZENECA	F	882.3	0.3%
CLORACEF	DAR AL DAWA	L	875.4	0.3%
CO DIOVAN	NOVARTIS PHARMA	F	793.4	0.3%
METHYLCOBAL	EISAI	F	780.2	0.3%
SAHHA 1	NUTRIDAR	F	737.0	0.3%

Top 20 consumed products 2006 (values are in thousands)

Product	Producer	Local/ Foreign	Value	% of total
---------	----------	----------------	-------	------------

Source: IMS

Top 20 consumed products MAT (values are in thousands)

Product	Producer	Local/ Foreign	Value	% of total
PROMIL GOLD	WYETH	F	1,838.2	1.2%
S 26 GOLD	WYETH	F	1,791.6	1.1%
AMOCAN	HIKMA	L	1,535.4	1.0%
CERELAC	NESTLE	F	1,254.3	0.8%
SIMILAC GAIN	ABBOTT NUTRITIONAL	F	1,186.5	0.7%
SIMILAC ADVANCE	ABBOTT NUTRITIONAL	F	1,181.8	0.7%
SUPRAX	HIKMA	L	1,180.0	0.7%
AUGMENTIN	GLAXOSMITHKLINE	F	1,086.0	0.7%
LIPITOR	PFIZER	F	1,035.3	0.6%
PENAMOX	HIKMA	L	1,014.0	0.6%
REVANIN	APM	L	1,013.3	0.6%
PANADOL	GLAXOSMITHKLINE	F	974.8	0.6%
CLORACEF	DAR AL DAWA	L	941.5	0.6%
AMARYL	SANOFI AVENTIS	F	919.7	0.6%
METHYLCOBAL	EISAI	F	905.7	0.6%
NEXIUM	ASTRAZENECA	F	886.8	0.6%
ARCOXIA	MERCK SHARP DOHME	F	882.7	0.6%
PROGRESS GOLD	WYETH	F	821.0	0.5%
DICLOGESIC	DAR AL DAWA	L	817.2	0.5%
SAHHA 1	NUTRIDAR	F	790.9	0.5%

Source: IMS

TOP 20 IMPORTED PRODUCTS 2002 - 2006

Top 20 imported products 2002 (values are in thousands)

Product	Value	% of imports	% of market
LIPITOR	900.9	1.4%	0.9%
AUGMENTIN	886.4	1.3%	0.9%
ZINNAT	846.6	1.3%	0.9%
PANADOL	815.3	1.2%	0.8%
S 26	598.0	0.9%	0.6%
VOLTAREN	559.3	0.8%	0.6%
OSPAMOX	535.6	0.8%	0.5%

Top 20 imported products 2002 (values are in thousands)

Product	Value	% of imports	% of market
VIAGRA	513.5	0.8%	0.5%
AMARYL	483.4	0.7%	0.5%
METHYLCOBAL	466.2	0.7%	0.5%
CELEBREX	461.2	0.7%	0.5%
SIMILAC ADVANCE	457.5	0.7%	0.5%
NORVASC	449.5	0.7%	0.5%
GLUCOPHAGE	443.7	0.7%	0.4%
SAHHA	428.4	0.6%	0.4%
VIOXX	409.1	0.6%	0.4%
ZITHROMAX	402.9	0.6%	0.4%
KLACID	398.5	0.6%	0.4%
FOSAMAX	383.8	0.6%	0.4%
DUPHASTON	368.2	0.6%	0.4%

Source: IMS**Top 20 imported products 2003 (values are in thousands)**

Product	Value	% of imports	% of market
AUGMENTIN	1,235.1	1.6%	0.7%
PANADOL	894.3	1.1%	0.5%
LIPITOR	868.4	1.1%	0.5%
SIMILAC ADVANCE	817.0	1.0%	0.5%
S 26 GOLD	758.2	1.0%	0.5%
AMARYL	694.0	0.9%	0.4%
ZINNAT	612.9	0.8%	0.4%
OSPAMOX	603.8	0.8%	0.4%
CURAM	598.4	0.8%	0.4%
CERELAC	593.2	0.8%	0.4%
GLUCOPHAGE	549.7	0.7%	0.3%
KLACID	531.2	0.7%	0.3%
NEXIUM	527.9	0.7%	0.3%
CELEBREX	526.3	0.7%	0.3%
METHYLCOBAL	515.5	0.7%	0.3%
SIMILAC GAIN	474.5	0.6%	0.3%
ZYRTEC	461.5	0.6%	0.3%
MOBIC	461.4	0.6%	0.3%
NORVASC	456.7	0.6%	0.3%

Top 20 imported products 2003 (values are in thousands)

Product	Value	% of imports	% of market
ZITHROMAX	449.1	0.6%	0.3%

Source: IMS

Top 20 imported products 2004 (values are in thousands)

Product	Value	% of imports	% of market
S 26 GOLD	1,063.6	1.2%	0.5%
LIPITOR	979.4	1.1%	0.4%
AUGMENTIN	944.6	1.1%	0.4%
AMARYL	869.1	1.0%	0.4%
SIMILAC ADVANCE	855.5	1.0%	0.4%
PANADOL	842.0	1.0%	0.4%
PROMIL GOLD	838.7	1.0%	0.4%
CURAM	716.4	0.8%	0.3%
SIMILAC GAIN	694.5	0.8%	0.3%
CO DIOVAN	653.3	0.8%	0.3%
GLUCOPHAGE	626.8	0.7%	0.3%
CERELAC	616.4	0.7%	0.3%
NEXIUM	608.2	0.7%	0.3%
CELEBREX	583.7	0.7%	0.3%
OSPAMOX	545.4	0.6%	0.2%
MOBIC	540.1	0.6%	0.2%
ZINNAT	539.7	0.6%	0.2%
KLACID	533.0	0.6%	0.2%
DUPHASTON	511.9	0.6%	0.2%
NORVASC	497.9	0.6%	0.2%

Source: IMS

Top 20 imported products 2005 (values are in thousands)

Product	Value	% of imports	% of market
S 26 GOLD	1,352.9	1.3%	0.5%
PROMIL GOLD	1,234.3	1.2%	0.5%
LIPITOR	1,156.2	1.2%	0.5%
AMARYL	1,031.7	1.0%	0.4%
CURAM	1,000.3	1.0%	0.4%
PANADOL	973.6	1.0%	0.4%
SIMILAC ADVANCE	956.7	1.0%	0.4%

Top 20 imported products 2005 (values are in thousands)

Product	Value	% of imports	% of market
ARCOXIA	935.2	0.9%	0.4%
AUGMENTIN	864.4	0.9%	0.3%
OSPAMOX	792.6	0.8%	0.3%
SIMILAC GAIN	776.9	0.8%	0.3%
NEXIUM	741.4	0.7%	0.3%
CO DIOVAN	741.2	0.7%	0.3%
CERELAC	731.1	0.7%	0.3%
METHYLCOBAL	705.6	0.7%	0.3%
GLUCOPHAGE	671.6	0.7%	0.3%
NORVASC	665.6	0.7%	0.3%
LESCOL	652.7	0.7%	0.3%
MOBIC	643.2	0.6%	0.3%
DUPHASTON	611.9	0.6%	0.2%

Source: IMS

Top 20 imported products 2006 (values are in thousands)

Product	Value	% of imports	% of market
PROMIL GOLD	1,552.4	1.5%	0.6%
S 26 GOLD	1,544.1	1.5%	0.6%
CERELAC	1,063.9	1.0%	0.4%
AUGMENTIN	1,059.7	1.0%	0.4%
SIMILAC ADVANCE	1,014.7	1.0%	0.4%
AMARYL	988.2	0.9%	0.4%
LIPITOR	972.2	0.9%	0.4%
SIMILAC GAIN	968.6	0.9%	0.4%
ARCOXIA	958.9	0.9%	0.4%
PANADOL	898.7	0.9%	0.3%
NEXIUM	882.3	0.8%	0.3%
CO DIOVAN	793.4	0.8%	0.3%
METHYLCOBAL	780.2	0.7%	0.3%
SAHHA 1	737.0	0.7%	0.3%
GLUCOPHAGE	736.6	0.7%	0.3%
CURAM	722.5	0.7%	0.3%
ASPIRIN PROTECT	702.3	0.7%	0.3%
SAHHA 2	687.1	0.7%	0.3%
NORVASC	669.3	0.6%	0.3%
OSPAMOX	651.2	0.6%	0.2%

Top 20 imported products 2006 (values are in thousands)

Product	Value	% of imports	% of market
---------	-------	--------------	-------------

Source: IMS

Top 20 imported products MAT (values are in thousands)

Product	Value	% of imports	% of market
PROMIL GOLD	1,838.2	1.7%	1.2%
S 26 GOLD	1,791.6	1.6%	1.1%
CERELAC	1,254.3	1.1%	0.8%
SIMILAC GAIN	1,186.5	1.1%	0.7%
SIMILAC ADVANCE	1,181.8	1.1%	0.7%
AUGMENTIN	1,086.0	1.0%	0.7%
LIPITOR	1,035.3	0.9%	0.6%
PANADOL	974.8	0.9%	0.6%
AMARYL	919.7	0.8%	0.6%
METHYLCOBAL	905.7	0.8%	0.6%
NEXIUM	886.8	0.8%	0.6%
ARCOXIA	882.7	0.8%	0.6%
PROGRESS GOLD	821.0	0.8%	0.5%
SAHHA 1	790.9	0.7%	0.5%
ASPIRIN PROTECT	779.7	0.7%	0.5%
SAHHA 2	775.1	0.7%	0.5%
OSPAMOX	772.9	0.7%	0.5%
CO DIOVAN	748.9	0.7%	0.5%
PLAVIX	705.2	0.6%	0.4%
CURAM	637.5	0.6%	0.4%

Source: IMS

TOTAL PHARMACEUTICAL SALES IN THE JORDANIAN MARKET

Total Local Sales per source of manufacture

Year	Domestic - Private		Tenders		Total Local		Foreign		Total	
	Value	Growth	Value	Growth	Value	Growth	Value	Growth	Value	Growth
2002	33,062.9				33,062.9		65,963.0	-	99,025.9	-
2003	39,422.6	19%	47,419.1		86,841.7		78,056.9	18%	164,898.5	67%
2004	40,856.9	4%	102,285.5	116%	143,142.4	65%	86,534.4	11%	229,676.7	39%
2005	49,412.1	21%	104,631.7	2%	154,043.8	8%	100,314.5	16%	254,358.3	11%
2006	53,177.6	8%	106,031.6	1%	159,209.2	3%	105,412.7	5%	264,622.0	4%
MAT	50,599.2	-5%					109,172.7	4%	159,771.9	-40%

Note: 2002 and MAT figures exclude tender values

Source:

- Private and Foreign: IMS
- Tenders: Ministry of Health

LEADING SUPPLIERS OF FINISHED MEDICAMENTS 2002 - MAT

Leading Suppliers of Finished Medicaments 2002, per value in thousand US\$

Manufacturer	Local/Foreign	Value	% of Market
HIKMA	Local	5,720.6	5.8%
DAR AL DAWA	Local	6,976.6	7.0%
APM	Local	6,174.3	6.2%
SANOFI AVENTIS	Foreign	3,705.7	3.7%
PFIZER	Foreign	6,034.6	6.1%
GLAXOSMITHKLINE	Foreign	5,618.5	5.7%
WYETH	Foreign	1,871.9	1.9%
NOVARTIS PHARMA	Foreign	3,441.8	3.5%
RAM PHARMACEUTICAL	Local	2,917.9	2.9%
PHARMA INTERNATIONAL	Local	1,787.5	1.8%
ASTRAZENECA	Foreign	1,594.0	1.6%
J.P.M.	Local	2,982.0	3.0%
MERCK SHARP DOHME	Foreign	2,174.3	2.2%
JOSWE	Local	643.6	0.6%
SANDOZ	Foreign	2,061.3	2.1%
SCHERING AG	Foreign	1,268.8	1.3%
MIDDLE EAST PHARMA	Local	1,436.3	1.5%
UNITED PHARM.MAN.	Local	1,469.8	1.5%
HAYAT	Local	1,097.8	1.1%
ABBOTT NUTRITIONAL	Foreign	883.5	0.9%

Source: IMS

Leading Suppliers of Finished Medicaments 2003, per value in thousand US\$

Manufacturer	Local/Foreign	Value	% of Market
HIKMA	Local	7,647.1	4.6%
DAR AL DAWA	Local	7,748.9	4.7%
APM	Local	7,293.6	4.4%
SANOFI AVENTIS	Foreign	5,234.8	3.2%
PFIZER	Foreign	6,157.7	3.7%
GLAXOSMITHKLINE	Foreign	6,058.4	3.7%
WYETH	Foreign	2,400.7	1.5%
NOVARTIS PHARMA	Foreign	3,829.0	2.3%
RAM PHARMACEUTICAL	Local	3,526.1	2.1%
PHARMA INTERNATIONAL	Local	2,204.7	1.3%

Leading Suppliers of Finished Medicaments 2003, per value in thousand US\$

Manufacturer	Local/Foreign	Value	% of Market
ASTRAZENECA	Foreign	2,536.1	1.5%
J.P.M.	Local	2,707.1	1.6%
MERCK SHARP DOHME	Foreign	2,509.9	1.5%
JOSWE	Local	1,317.9	0.8%
SANDOZ	Foreign	2,542.6	1.5%
SCHERING AG	Foreign	1,608.0	1.0%
MIDDLE EAST PHARMA	Local	1,794.4	1.1%
UNITED PHARM.MAN.	Local	1,606.8	1.0%
HAYAT	Local	1,453.3	0.9%
ABBOTT NUTRITIONAL	Foreign	1,525.4	0.9%

Source: IMS

Leading Suppliers of Finished Medicaments 2004, per value in thousand US\$

Manufacturer	Local/Foreign	Value	% of Market
HIKMA	Local	8,119.6	3.5%
DAR AL DAWA	Local	7,127.0	3.1%
APM	Local	7,788.9	3.4%
SANOFI AVENTIS	Foreign	5,695.8	2.5%
PFIZER	Foreign	6,916.6	3.0%
GLAXOSMITHKLINE	Foreign	5,641.1	2.5%
WYETH	Foreign	2,894.5	1.3%
NOVARTIS PHARMA	Foreign	4,205.9	1.8%
RAM PHARMACEUTICAL	Local	3,570.2	1.6%
PHARMA INTERNATIONAL	Local	2,530.5	1.1%
ASTRAZENECA	Foreign	2,990.2	1.3%
J.P.M.	Local	2,727.6	1.2%
MERCK SHARP DOHME	Foreign	2,588.7	1.1%
JOSWE	Local	1,591.5	0.7%
SANDOZ	Foreign	2,441.7	1.1%
SCHERING AG	Foreign	2,022.3	0.9%
MIDDLE EAST PHARMA	Local	1,499.8	0.7%
UNITED PHARM.MAN.	Local	2,033.1	0.9%
HAYAT	Local	1,538.5	0.7%
ABBOTT NUTRITIONAL	Foreign	1,867.8	0.8%

Source: IMS

Leading Suppliers of Finished Medicaments 2005, per value in thousand US\$

Manufacturer	Local/Foreign	Value	% of Market
HIKMA	Local	9,588.6	3.8%
DAR AL DAWA	Local	8,743.0	3.4%
APM	Local	8,715.0	3.4%
SANOFI AVENTIS	Foreign	6,852.8	2.7%
PFIZER	Foreign	7,169.9	2.8%
GLAXOSMITHKLINE	Foreign	5,936.8	2.3%
WYETH	Foreign	3,802.8	1.5%
NOVARTIS PHARMA	Foreign	4,624.3	1.8%
RAM PHARMACEUTICAL	Local	4,300.2	1.7%
PHARMA INTERNATIONAL	Local	3,347.9	1.3%
ASTRAZENECA	Foreign	3,667.4	1.4%
J.P.M.	Local	3,168.8	1.2%
MERCK SHARP DOHME	Foreign	3,627.1	1.4%
JOSWE	Local	2,658.1	1.0%
SANDOZ	Foreign	3,268.7	1.3%
SCHERING AG	Foreign	2,324.4	0.9%
MIDDLE EAST PHARMA	Local	1,830.5	0.7%
UNITED PHARM.MAN.	Local	2,126.6	0.8%
HAYAT	Local	2,011.1	0.8%
ABBOTT NUTRITIONAL	Foreign	2,073.5	0.8%

Source: IMS

Leading Suppliers of Finished Medicaments 2006, per value in thousand US\$

Manufacturer	Local/Foreign	Value	% of Market
HIKMA	Local	10,946.1	4.1%
DAR AL DAWA	Local	8,752.2	3.3%
APM	Local	8,214.5	3.1%
SANOFI AVENTIS	Foreign	7,081.9	2.7%
PFIZER	Foreign	6,888.6	2.6%
GLAXOSMITHKLINE	Foreign	6,142.4	2.3%
WYETH	Foreign	4,661.3	1.8%
NOVARTIS PHARMA	Foreign	4,548.7	1.7%
RAM PHARMACEUTICAL	Local	4,530.1	1.7%
PHARMA INTERNATIONAL	Local	4,189.6	1.6%
ASTRAZENECA	Foreign	4,159.7	1.6%
J.P.M.	Local	3,656.0	1.4%

Leading Suppliers of Finished Medicaments 2006, per value in thousand US\$

Manufacturer	Local/Foreign	Value	% of Market
MERCK SHARP DOHME	Foreign	3,450.2	1.3%
JOSWE	Local	3,156.3	1.2%
SANDOZ	Foreign	2,745.6	1.0%
SCHERING AG	Foreign	2,449.3	0.9%
MIDDLE EAST PHARMA	Local	2,432.5	0.9%
UNITED PHARM.MAN.	Local	2,376.4	0.9%
HAYAT	Local	2,368.1	0.9%
ABBOTT NUTRITIONAL	Foreign	2,287.8	0.9%

Source: IMS

Leading Suppliers of Finished Medicaments MAT, per value in thousand US\$

Manufacturer	Local/Foreign	Value	% of Market
HIKMA	Local	10,938.7	7%
DAR AL DAWA	Local	8,487.3	5%
APM	Local	7,685.2	5%
SANOFI AVENTIS	Foreign	7,024.4	4%
PFIZER	Foreign	6,835.0	4%
GLAXOSMITHKLINE	Foreign	6,576.2	4%
WYETH	Foreign	5,489.2	3%
NOVARTIS PHARMA	Foreign	4,547.3	3%
PHARMA INTERNATIONAL	Local	4,187.2	3%
ASTRAZENECA	Foreign	4,075.4	3%
JOSWE	Foreign	3,630.1	2%
MERCK SHARP DOHME	Foreign	3,422.2	2%
J.P.M.	Local	3,361.3	2%
RAM PHARMACEUTICAL	Local	3,165.3	2%
ABBOTT NUTRITIONAL	Foreign	2,822.3	2%
SANDOZ	Foreign	2,808.1	2%
HAYAT	Local	2,659.2	2%
NESTLE	Foreign	2,458.5	2%
SCHERING AG	Foreign	2,417.8	2%
NUTRIDAR	Foreign	2,242.5	1%

Source: IMS

TOP 10 MANUFACTURERS BY A1 CLASS FOR 2006

Top 10 Manufacturers of A0 ALIMENTARY T.& METABOLISM

Rank	Manufacturer	Local/Foreign	Units	US\$
1	MERCK AG	Foreign	350.2	1,339.5
2	DAR AL DAWA	Local	371.4	1,265.3
3	HIKMA	Local	460.0	1,215.4
4	SANOFI AVENTIS	Foreign	99.5	1,155.7
5	EISAI	Foreign	94.2	1,011.3
6	ASTRAZENECA	Foreign	43.1	963.9
7	J.P.M.	Local	218.1	914.9
8	NOVO NORDISK	Foreign	50.7	900.9
9	RAM PHARMACEUTICAL	Local	205.6	876.7
10	APM	Local	353.9	858.4

Note: All values are in Thousands

Source: IMS

Top 10 Manufacturers of B0 BLOOD + B.FORMING ORGANS

Rank	Manufacturer	Local/Foreign	Units	US\$
1	BAYER	Foreign	629.9	702.3
2	SANOFI AVENTIS	Foreign	12.9	616.8
3	REMEDICA	Foreign	149.1	293.5
4	MIDDLE EAST PHARMA	Local	78.2	172.1
5	WALLACE	Foreign	39.7	103.7
6	VIFOR INTERNAT.	Foreign	16.8	76.8
7	OM	Foreign	8.3	76.2
8	ORION	Foreign	13.9	68.5
9	BR PHARMACEUTI.LTD	Foreign	19.7	65.4
10	VITABIOTICS	Foreign	10.9	59.2

Note: All values are in Thousands

Source: IMS

Top 10 Manufacturers of C0 CARDIOVASCULAR SYSTEM

Rank	Manufacturer	Local/Foreign	Units	US\$
1	ASTRAZENECA	Foreign	175.3	2,422.7
2	PFIZER	Foreign	113.5	2,075.4
3	NOVARTIS PHARMA	Foreign	81.7	1,804.8
4	APM	Local	179.9	1,427.3
5	SANOFI AVENTIS	Foreign	133.9	1,041.3

Top 10 Manufacturers of C0 CARDIOVASCULAR SYSTEM

Rank	Manufacturer	Local/Foreign	Units	US\$
6	MERCK SHARP DOHME	Foreign	37.0	1,037.7
7	SERVIER	Foreign	98.5	826.4
8	J.P.M.	Local	88.5	704.7
9	MERCK AG	Foreign	85.2	684.4
10	HIKMA	Local	84.2	555.8

Note: All values are in Thousands**Source:** IMS**Top 10 Manufacturers of D0 DERMATOLOGICALS**

Rank	Manufacturer	Local/Foreign	Units	US\$
1	SCHERING AG	Foreign	145.2	742.9
2	LEO	Foreign	128.6	598.0
3	GLAXOSMITHKLINE	Foreign	140.0	525.7
4	STIEFEL	Foreign	91.0	493.7
5	A.C.P.	Local	272.5	460.0
6	JANSSEN CILAG	Foreign	99.6	419.2
7	PHARMA INTERNATIONAL	Local	140.5	399.7
8	MERZ	Foreign	49.2	364.6
9	PHILADELPHIA	Foreign	159.0	356.2
10	DAR AL DAWA	Local	92.4	304.4

Note: All values are in Thousands**Source:** IMS**Top 10 Manufacturers of G0 G.U.SYSTEM & SEX HORMONES**

Rank	Manufacturer	Local/Foreign	Units	US\$
1	SCHERING AG	Foreign	428.1	1,426.8
2	PFIZER	Foreign	84.4	923.0
3	SANOVI AVENTIS	Foreign	192.9	841.4
4	SOLVAY	Foreign	83.5	655.4
5	ORGANON	Foreign	87.2	651.6
6	APM	Local	60.9	496.1
7	HIKMA	Local	226.1	486.5
8	VITABIOTICS	Foreign	54.6	365.2
9	DAR AL DAWA	Local	72.2	346.3
10	YAMANOUCHI	Foreign	9.2	345.7

Note: All values are in Thousands**Source:** IMS

Top 10 Manufacturers of H0 SYSTEMIC HORMONES

Rank	Manufacturer	Local/Foreign	Units	US\$
1	SCHERING PLOUGH	Foreign	89.7	258.3
2	FERRING	Foreign	4.4	184.8
3	SCHERING AG	Foreign	38.1	153.8
4	REMEDICA	Foreign	41.0	97.3
5	MERCK SHARP DOHME	Foreign	49.5	88.3
6	PFIZER	Foreign	29.8	84.4
7	MERCK AG	Foreign	17.7	81.3
8	BRISTOL MYERS SQUI	Foreign	30.7	80.0
9	ALPHARMA	Foreign	38.2	74.7
10	PANBIOTIC	Foreign	8.0	71.9

Note: All values are in Thousands

Source: IMS

Top 10 Manufacturers of J0 SYSTEMIC ANTI-INFECTIVES

Rank	Manufacturer	Local/Foreign	Units	US\$
1	HIKMA	Local	901.6	6,130.2
2	DAR AL DAWA	Local	917.6	4,343.3
3	APM	Local	764.5	2,760.1
4	SANDOZ	Foreign	511.9	2,428.5
5	PHARMA INTERNATIONAL	Local	350.5	2,287.9
6	RAM PHARMACEUTICAL	Local	326.2	2,207.5
7	GLAXOSMITHKLINE	Foreign	216.2	2,015.6
8	MIDDLE EAST PHARMA	Local	234.3	1,410.6
9	PFIZER	Foreign	246.4	1,380.3
10	SANOFI AVENTIS	Foreign	91.4	933.5

Note: All values are in Thousands

Source: IMS

Top 10 Manufacturers of K0 HOSPITAL SOLUTIONS

Rank	Manufacturer	Local/Foreign	Units	US\$
1	ADWIC	Foreign	19.4	19.6
2	BRAUN	Foreign	0.5	6.8
3	MARTINDALE PHARMA.	Foreign	0.2	2.9
4	APM	Local	1.9	1.9
5	OTSUKA	Foreign	0.9	0.9
6	MEDIPAK LIMITED	Foreign	0.3	0.3

Top 10 Manufacturers of K0 HOSPITAL SOLUTIONS

Rank	Manufacturer	Local/Foreign	Units	US\$
7	FRESENIUS KABI	Foreign	0.2	0.2
8	VIFOR INTERNAT.	Foreign	0.0	0.0
9	DEMO	Foreign	0.0	0.0
10	BERNA	Foreign	0.0	0.0

Note: All values are in Thousands**Source:** IMS**Top 10 Manufacturers of L0 ANTINEOPLAST+IMMUNOMODUL**

Rank	Manufacturer	Local/Foreign	Units	US\$
1	ROCHE	Foreign	0.5	107.5
2	GLAXOSMITHKLINE	Foreign	2.4	76.3
3	EBEWE	Foreign	3.7	54.9
4	LEIRAS	Foreign	4.6	52.5
5	ASTRAZENECA	Foreign	2.9	50.8
6	RAM PHARMACEUTICAL	Local	7.5	49.7
7	SCHERING AG	Foreign	1.8	44.2
8	BIOTECH	Foreign	0.1	31.7
9	NOVARTIS PHARMA	Foreign	0.3	30.3
10	SCHERING PLOUGH	Foreign	0.1	23.4

Note: All values are in Thousands**Source:** IMS**Top 10 Manufacturers of M0 MUSCULO-SKELETAL SYSTEM**

Rank	Manufacturer	Local/Foreign	Units	US\$
1	MERCK SHARP DOHME	Foreign	80.1	1,338.3
2	DAR AL DAWA	Local	637.3	1,123.3
3	HIKMA	Local	434.5	1,030.3
4	J.P.M.	Local	409.5	788.1
5	NOVARTIS PHARMA	Foreign	108.8	727.1
6	BOEHRINGER I	Foreign	59.7	487.6
7	PFIZER	Foreign	68.5	485.8
8	SANOFI AVENTIS	Foreign	64.0	458.5
9	APM	Local	147.7	407.4
10	ABBOTT INTERNATIONAL	Foreign	86.5	328.8

Note: All values are in Thousands**Source:** IMS

Top 10 Manufacturers of N0 NERVOUS SYSTEM

Rank	Manufacturer	Local/Foreign	Units	US\$
1	GLAXOSMITHKLINE	Foreign	704.1	2,053.9
2	PFIZER	Foreign	195.4	1,282.5
3	APM	Local	1,730.8	1,094.7
4	ROCHE	Foreign	316.8	925.4
5	HIKMA	Local	286.4	828.5
6	JOSWE	Local	156.2	776.9
7	SANOFI AVENTIS	Foreign	69.0	733.8
8	LUNDBECK	Foreign	55.1	679.3
9	NOVARTIS PHARMA	Foreign	63.8	574.1
10	SOLVAY	Foreign	21.8	458.4

Note: All values are in Thousands

Source: IMS

Top 10 Manufacturers of P0 PARASITOLOGY

Rank	Manufacturer	Local/Foreign	Units	US\$
1	JANSSEN CILAG	Foreign	81.5	172.3
2	APPLIPHARM	Foreign	34.8	123.3
3	RAM PHARMACEUTICAL	Local	66.1	100.3
4	J.P.M.	Local	47.9	54.0
5	MISR	Foreign	28.4	47.3
6	APM	Local	14.2	46.6
7	LABORATORIES SCAT	Foreign	13.2	44.5
8	A.C.P.	Local	20.6	41.6
9	UNITED PHARM.MAN.	Local	13.2	18.2
10	MEDOCHEMIE	Foreign	7.8	14.6

Note: All values are in Thousands

Source: IMS

Top 10 Manufacturers of R0 RESPIRATORY SYSTEM

Rank	Manufacturer	Local/Foreign	Units	US\$
1	SANOFI AVENTIS	Foreign	641.9	1,296.5
2	NOVARTIS CONSUMER	Foreign	407.4	1,090.0
3	U.C.B.	Foreign	119.7	953.6
4	BOEHRINGER I	Foreign	269.8	840.3
5	SCHERING PLOUGH	Foreign	96.7	825.6
6	GLAXOSMITHKLINE	Foreign	63.5	750.1
7	DAR AL DAWA	Local	482.3	580.4

Top 10 Manufacturers of R0 RESPIRATORY SYSTEM

Rank	Manufacturer	Local/Foreign	Units	US\$
8	HIKMA	Local	336.0	535.1
9	ASTRAZENECA	Foreign	25.1	532.7
10	CHIESI	Foreign	147.0	513.7

Note: All values are in Thousands

Source: IMS

Top 10 Manufacturers of S0 SENSORY ORGANS

Rank	Manufacturer	Local/Foreign	Units	US\$
1	NOVARTIS PHARMA	Foreign	306.8	874.9
2	ALCON	Foreign	173.5	740.2
3	ALLERGAN	Foreign	170.9	664.2
4	AMMAN PHARMAC INDU	Local	415.2	573.2
5	MERCK SHARP DOHME	Foreign	14.4	264.1
6	CHAUVIN	Foreign	82.6	262.0
7	PFIZER	Foreign	8.1	149.6
8	ADVAN.VISI.RESEARC	Foreign	15.6	127.1
9	DAR AL DAWA	Local	95.2	125.0
10	LEO	Foreign	26.0	98.2

Note: All values are in Thousands

Source: IMS

Top 10 Manufacturers of T0 DIAGNOSTIC AGENTS

Rank	Manufacturer	Local/Foreign	Units	US\$
1	BOEHRINGER M	Foreign	0.6	3.1
2	SCHERING AG	Foreign	0.0	0.0

Note: All values are in Thousands

Source: IMS

Top 10 Manufacturers of V0 VARIOUS

Rank	Manufacturer	Local/Foreign	Units	US\$
1	WYETH	Foreign	646.1	4,267.4
2	ABBOTT NUTRITIONAL	Foreign	483.1	2,287.8
3	NUTRIDAR	Foreign	752.3	2,194.6
4	NESTLE	Foreign	558.4	2,180.3
5	LIJEMPF	Foreign	107.6	394.9
6	APM	Local	129.3	349.9
7	GUIGOZ	Foreign	113.6	288.5

Top 10 Manufacturers of V0 VARIOUS

Rank	Manufacturer	Local/Foreign	Units	US\$
8	MAEIL DAIRY IND	Foreign	64.7	216.0
9	OM	Foreign	49.9	110.3
10	HAYAT	Local	45.1	101.0

Note: All values are in Thousands

Source: IMS

VALUE AND UNITS OF LOCAL SALES BY A1 CLASS - (2003 - 2006)

Value and Units of local sales by A1 class - 2003 - (Values and Units are in thousands)								
A1 Classification	Private		Public		Imports		Total	
	Units (k)	US\$ (k)	Units (k)	US\$ (k)	Units (k)	US\$ (k)	Units (k)	US\$ (k)
A0 ALIMENTARY T.& METABOLISM	1,882.2	5,168.5	256,825.2	11,743.1	3,211.8	11,823.3	261,919.2	28,734.9
B0 BLOOD + B.FORMING ORGANS	161.0	281.7	0.0	0.0	356.6	1,283.3	517.6	1,565.0
C0 CARDIOVASCULAR SYSTEM	1,021.7	5,900.3	5,036.7	208.4	999.3	9,113.0	7,057.7	15,221.7
D0 DERMATOLOGICALS	770.9	1,476.9	77.0	240.3	1,481.9	5,283.3	2,329.8	7,000.5
G0 G.U.SYSTEM & SEX HORMONES	0.0	0.0	6,230.2	2,151.9	1,306.5	6,240.1	7,536.7	8,392.0
H0 SYSTEMIC HORMONES	8.6	16.8	21,104.6	6,387.8	355.6	1,223.3	21,468.8	7,627.9
J0 SYSTEMIC ANTI-INFECTIVES	3,085.5	16,356.0	395.4	381.0	2,146.5	11,886.7	5,627.4	28,623.7
K0 HOSPITAL SOLUTIONS	3.9	3.9	7,936.3	3,449.4	9.1	9.0	7,949.3	3,462.3
L0 ANTINEOPLAST+IMMUNOMODUL	4.8	31.1	2,530.8	4,899.2	24.0	342.7	2,559.6	5,273.0
M0 MUSCULO-SKELETAL SYSTEM	1,409.1	3,002.2	239,270.7	4,558.1	1,154.7	5,600.2	241,834.5	13,160.5
N0 NERVOUS SYSTEM	3,122.7	3,610.3	71,715.2	7,443.4	2,856.0	9,031.6	77,693.9	20,085.3
P0 PARASITOLOGY	134.8	177.9	0.0	0.0	157.1	330.2	291.9	508.1
R0 RESPIRATORY SYSTEM	2,682.0	3,257.1	44,020.4	5,069.9	2,752.1	7,839.2	49,454.5	16,166.2
S0 SENSORY ORGANS	456.1	535.4	16.0	10.2	805.0	2,676.8	1,277.1	3,222.4
T0 DIAGNOSTIC AGENTS	0.0	0.0	0.0	0.0	1.5	12.3	1.5	12.3
V0 VARIOUS	149.2	377.7	3,490.6	689.8	1,978.7	7,156.1	5,618.5	8,223.6
Unclassified	0.0	0.0	301.5	186.5	0.0	0.0	301.5	186.5
Total	14,892.5	40,195.8	658,950.6	47,419.1	19,596.4	79,851.1	693,439.5	167,466.0
Source: IMS								

Value and Units of local sales by A1 class - 2004 - (Values and Units are in thousands)								
	Private		Public		Imports		Total	
A1 Classification	Units (k)	US\$ (k)	Units (k)	US\$ (k)	Units (k)	US\$ (k)	Units (k)	US\$ (k)
A0 ALIMENTARY T.& METABOLISM	1,972.0	5,665.6	260,248.3	10,390.7	3,360.9	13,441.2	265,581.2	29,497.5
B0 BLOOD + B.FORMING ORGANS	164.7	253.8	4.0	26.1	541.0	1,473.0	709.7	1,752.9
C0 CARDIOVASCULAR SYSTEM	1,076.3	7,064.9	296,772.2	9,772.3	1,012.0	10,850.2	298,860.5	27,687.4
D0 DERMATOLOGICALS	808.7	1,543.6	9,593.5	8,606.5	1,546.9	5,961.9	11,949.1	16,112.0
G0 G.U.SYSTEM & SEX HORMONES	0.0	0.0	3,789.5	1,269.7	1,425.4	7,269.8	5,214.9	8,539.5
H0 SYSTEMIC HORMONES	7.4	17.0	10,621.5	3,677.6	365.4	1,273.2	10,994.3	4,967.8
J0 SYSTEMIC ANTI-INFECTIVES	2,919.5	16,257.0	355,519.5	21,957.8	1,878.8	11,007.1	360,317.8	49,221.9
K0 HOSPITAL SOLUTIONS	2.0	2.0	8,602.9	4,090.3	23.4	24.3	8,628.3	4,116.6
L0 ANTINEOPLAST+IMMUNOMODUL	5.4	36.6	4,744.6	9,519.9	26.9	398.4	4,776.9	9,954.9
M0 MUSCULO-SKELETAL SYSTEM	1,456.2	3,134.7	111,376.2	1,798.6	1,098.8	6,052.5	113,931.2	10,985.8
N0 NERVOUS SYSTEM	3,101.1	3,606.3	122,864.7	12,104.0	2,624.1	10,149.4	128,589.9	25,859.7
P0 PARASITOLOGY	133.6	196.4	552.0	231.9	145.6	332.7	831.2	761.0
R0 RESPIRATORY SYSTEM	2,379.1	3,038.5	73,723.3	8,907.6	2,468.4	8,023.7	78,570.8	19,969.8
S0 SENSORY ORGANS	464.3	583.9	2,028.0	2,327.7	829.8	3,033.8	3,322.1	5,945.4
T0 DIAGNOSTIC AGENTS	0.0	0.0	3,996.0	569.8	1.1	14.1	3,997.1	583.9
V0 VARIOUS	166.7	431.0	13,541.5	6,157.1	2,421.3	8,729.0	16,129.5	15,317.1
Unclassified	0.0	0.0	299.5	878.0	0.0	0.0	299.5	878.0
Total	14,657.0	41,831.3	1,278,277.2	102,285.5	19,769.8	88,034.3	1,312,704.0	232,151.1
Source: IMS								

Value and Units of local sales by A1 class - 2005 - (Values and Units are in thousands)

	Private		Public		Imports		Total	
A1 Classification	Units (k)	US\$ (k)	Units (k)	US\$ (k)	Units (k)	US\$ (k)	Units (k)	US\$ (k)
A0 ALIMENTARY T.& METABOLISM	2,293.6	6,505.2	266,248.6	18,236.7	3,639.9	16,133.8	272,182.1	40,875.7
B0 BLOOD + B.FORMING ORGANS	187.4	332.0	2.0	13.1	776.9	2,003.4	966.3	2,348.5
C0 CARDIOVASCULAR SYSTEM	1,260.8	8,529.8	159,594.0	12,512.3	1,163.8	13,410.2	162,018.6	34,452.3
D0 DERMATOLOGICALS	894.1	1,827.8	5,568.3	3,803.3	1,572.1	6,156.5	8,034.5	11,787.6
G0 G.U.SYSTEM & SEX HORMONES	0.0	0.0	6,752.7	2,169.3	1,537.3	8,347.5	8,290.0	10,516.8
H0 SYSTEMIC HORMONES	7.2	19.7	12,683.1	2,316.0	390.6	1,427.5	13,080.9	3,763.2
J0 SYSTEMIC ANTI-INFECTIVES	3,577.7	19,717.8	140,704.5	19,967.1	2,077.7	12,402.9	146,359.9	52,087.8
K0 HOSPITAL SOLUTIONS	1.3	1.3	9,807.1	3,923.7	39.1	45.4	9,847.5	3,970.4
L0 ANTINEOPLAST+IMMUNOMODUL	6.4	41.5	12,868.0	12,687.5	65.0	1,286.5	12,939.4	14,015.5
M0 MUSCULO-SKELETAL SYSTEM	1,949.2	4,268.3	123,132.7	1,976.3	1,190.6	6,788.3	126,272.5	13,032.9
N0 NERVOUS SYSTEM	3,476.9	4,498.5	64,349.8	10,532.4	2,602.1	10,742.5	70,428.8	25,773.4
P0 PARASITOLOGY	184.6	277.7	240.0	70.5	152.5	353.6	577.1	701.8
R0 RESPIRATORY SYSTEM	3,074.4	3,981.4	40,500.3	6,377.2	3,025.9	9,472.7	46,600.6	19,831.3
S0 SENSORY ORGANS	589.7	767.1	2,112.0	2,970.1	846.9	3,371.2	3,548.6	7,108.4
T0 DIAGNOSTIC AGENTS	0.0	0.0	51.4	492.5	0.6	8.7	52.0	501.2
V0 VARIOUS	183.5	469.7	10,363.8	5,597.8	2,715.3	10,464.2	13,262.6	16,531.7
Unclassified	0.0	0.0	655.6	985.9	0.0	0.0	655.6	985.9
Total	17,686.8	51,237.8	855,633.8	104,631.7	21,796.3	102,414.9	895,116.9	258,284.4

Source: IMS

Value and Units of local sales by A1 class - 2006 - (Values and Units are in thousands)

	Private		Public		Imports		Total	
A1 Classification	Units (k)	US\$ (k)	Units (k)	US\$ (k)	Units (k)	US\$ (k)	Units (k)	US\$ (k)
A0 ALIMENTARY T.& METABOLISM	2,529.7	7,961.8	274,257.6	9,524.1	4,026.9	17,897.7	280,814.2	35,383.6
B0 BLOOD + B.FORMING ORGANS	123.4	2,863.0	5,004.0	109.3	1,030.8	2,557.9	6,158.2	5,530.2
C0 CARDIOVASCULAR SYSTEM	1,282.0	8,883.4	197,653.2	11,698.8	1,171.2	13,275.7	200,106.4	33,857.9
D0 DERMATOLOGICALS	817.9	1,818.8	4,378.6	2,847.7	1,536.4	6,108.4	6,732.9	10,774.9
G0 G.U.SYSTEM & SEX HORMONES	0.0	0.0	5,048.3	1,466.5	1,576.2	8,568.1	6,624.5	10,034.6
H0 SYSTEMIC HORMONES	8.7	26.1	6,408.5	2,836.9	412.3	1,469.9	6,829.5	4,332.9
J0 SYSTEMIC ANTI-INFECTIVES	3,950.9	21,975.1	151,393.2	19,890.1	2,101.3	13,262.3	157,445.4	55,127.5
K0 HOSPITAL SOLUTIONS	1.9	1.9	4,411.9	5,461.2	21.7	30.8	4,435.5	5,493.9
L0 ANTINEOPLAST+IMMUNOMODUL	7.7	58.8	12,088.0	22,812.9	24.4	570.2	12,120.1	23,441.9
M0 MUSCULO-SKELETAL SYSTEM	2,030.1	4,401.0	93,520.0	2,444.4	1,265.7	7,338.1	96,815.8	14,183.5
N0 NERVOUS SYSTEM	3,001.7	4,374.8	161,813.9	14,222.4	2,625.6	10,503.7	167,441.2	29,100.9
P0 PARASITOLOGY	3,001.7	260.8	240.0	77.6	181.5	416.5	3,423.2	754.9
R0 RESPIRATORY SYSTEM	2,892.2	3,957.8	44,022.1	4,249.0	3,013.7	9,675.3	49,928.0	17,882.1
S0 SENSORY ORGANS	514.6	710.3	1,690.8	2,139.0	900.1	3,538.0	3,105.5	6,387.3
T0 DIAGNOSTIC AGENTS	0.0	0.0	72.0	563.7	0.6	3.1	72.6	566.8
V0 VARIOUS	174.4	450.9	6,061.5	3,515.6	2,985.0	12,629.4	9,220.9	16,595.9
Unclassified	0.0	0.0	5,895.5	2,172.5	0.0	0.0	5,895.5	2,172.5
Total	20,336.9	57,744.5	973,959.1	106,031.6	22,873.4	107,845.1	1,017,169.4	271,621.2

Source: IMS

LIST OF IMPORTED RAW MATERIAL

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
ALOCCLAIR		23.63	7.089	1.1815	3.5445
AMINOR	Norethisterone Acetate	28.654	8.5962	1.4327	4.2981
AMOCLAN	Amoxicillin (as sodium), Clavulanic Acid (as potassium); Amoxicillin (as trihydrate), Clavulanic Acid (as potassium)	1780.69	534.207	89.03445	267.10335
AQUASAL		0.311	0.0933	0.01555	0.04665
CARDIOL		0	0	0	0
CARDOX		48.711	14.6133	2.43555	7.30665
CEDROX	Cefadroxil (as monohydrate)	190.554	57.1662	9.5277	28.5831
CEFAMEZIN	Cefazolin (as sodium)	1.027	0.3081	0.05135	0.15405
CEFIZOX	Ceftizoxime (as sodium)	31.94	9.582	1.597	4.791
CIPROLON	Ciprofloxacin (as lactate); Ciprofloxacin (as HCL	235.454	70.6362	11.7727	35.3181
CONTRASAL PG		0	0	0	0
CONTRASAL SF		0	0	0	0
DOLOMOL	Paracetamol	49.862	14.9586	2.4931	7.4793
FACTIVE		164.998	49.4994	8.2499	24.7497
FAMODINE	Famotidine	47.569	14.2707	2.37845	7.13535
FENDOL	Mefenamic Acid	50.506	15.1518	2.5253	7.5759
FERAL	Ferrous Sulphate, Folic Acid	0.017	0.0051	0.00085	0.00255
FERAL ZINC	Ferrous Sulphate, Folic Acid, Zinc Sulphate Monohydrate	0.113	0.0339	0.00565	0.01695
FLUCAND	Fluconazole	168.525	50.5575	8.42625	25.27875
GABATREX		0	0	0	0
GELCLAIR		0	0	0	0
GLIBIL	Glibenclamide	149.198	44.7594	7.4599	22.3797
GLORION		168.295	50.4885	8.41475	25.24425
HIBOR		30.52	9.156	1.526	4.578
HIKMA CEFAZOLIN		3.479	1.0437	0.17395	0.52185
HYDROSONE		13.096	3.9288	0.6548	1.9644
HYPORETIC	Atenolol, Chlorthalidone	77.673	23.3019	3.88365	11.65095
HYPOTEN	Atenolol	151.371	45.4113	7.56855	22.70565
INDOMIN	Indomethacin	77.628	23.2884	3.8814	11.6442

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
INOPRIL	Lisinopril (as dihydrate)	28.251	8.4753	1.41255	4.23765
KLAXIN	Clarithromycin	99.528	29.8584	4.9764	14.9292
LEXIN	Cephalexin (as monohydrate)	237.124	71.1372	11.8562	35.5686
MALUGEL		0.042	0.0126	0.0021	0.0063
MAXIL	Cefuroxime (as sodium)	8.427	2.5281	0.42135	1.26405
MICETAL		0	0	0	0
MUCOTEC	Erdosteine	85.356	25.6068	4.2678	12.8034
NEUROVITAN	Octotiamine, Riboflavine, Pyridoxine Hydrochloride, Cyanocobalamin	128.229	38.4687	6.41145	19.23435
NIDAZOLE	Metronidazole, Metronidazole (as benzoate)	327.767	98.3301	16.38835	49.16505
NIVADIL		0	0	0	0
NOPAIN	Naproxen (as sodium)	277.814	83.3442	13.8907	41.6721
OMNICEF	Cefdinir	409.695	122.909	20.48475	61.45425
OPRAZOLE	Omeprazole, Ranitidine (as HCL)	343.035	102.911	17.15175	51.45525
PARKIZOLE		7.485	2.2455	0.37425	1.12275
PENAMOX	Amoxicillin (as trihydrate), Clavulanic Acid (as potassium)	946.364	283.909	47.3182	141.9546
POXIDIUM		137.537	41.2611	6.87685	20.63055
PRAZIN	Alprazolam	403.256	120.977	20.1628	60.4884
PROGRAF	Tacrolimus	4.918	1.4754	0.2459	0.7377
PROTOPIC		115.648	34.6944	5.7824	17.3472
PURINOL		30.638	9.1914	1.5319	4.5957
REMOFEN	Ibuprofen	140.355	42.1065	7.01775	21.05325
RESPIRPX		0	0	0	0
RESTAMINE	Loratadine	54.121	16.2363	2.70605	8.11815
RIABAL	Prifinium Bormide	100.885	30.2655	5.04425	15.13275
RIABAL C	Prifinium Bromide, Paracetamol	107.583	32.2749	5.37915	16.13745
ROLAN		3.521	1.0563	0.17605	0.52815
RONALIN	Bromocriptine (as mesylate)	67.445	20.2335	3.37225	10.11675
S S CREAM		13.881	4.1643		2.08215

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
				0.69405	
SAMIXON	Ceftriaxone (as sodium)	193.279	57.9837	9.66395	28.99185
SODIUM BICARBONATE		2.906	0.8718	0.1453	0.4359
SOLOTIK	Sertraline (as HCL)	39.605	11.8815	1.98025	5.94075
SST		2.648	0.7944	0.1324	0.3972
SUPRAX	Cefixime (as trihydrate)	1150.13	345.038	57.50635	172.51905
TANATRIL		196.459	58.9377	9.82295	29.46885
TARGOPLANIN		15.92	4.776	0.796	2.388
TAROL	Tramadol HCL	0	0	0	0
TERFINIL		0	0	0	0
TOTAL	Ketotifen (as fumarate)	148.165	44.4495	7.40825	22.22475
TRAVOLONE		0	0	0	0
TRAVOZOLE		0	0	0	0
TRIFED	Tripolidine HCL, Pseudoephedrine HCL	89.985	26.9955	4.49925	13.49775
TRIFED COMP		0	0	0	0
TRIFED EXPECTORANT	Tripolidine HCL, Pseudoephedrine HCL, Guaiphenesin	22.792	6.8376	1.1396	3.4188
TRIFED PLUS	Tripolidine HCL, Pseudoephedrine HCL, Paracetamol	134.686	40.4058	6.7343	20.2029
VASTOR		102.051	30.6153	5.10255	15.30765
VOTREX	Diclofenac Sodium	506.586	151.976	25.3293	75.9879
VOTREX EP		16.223	4.8669	0.81115	2.43345
XEFO		258.82	77.646	12.941	38.823
ZOMAX	Azithromycin (as dihydrate)	493.077	147.923	24.65385	73.96155
ANTAMOL	Paracetamol USP	19.2	5.7522	0.9587	2.8761
ANTAMOL EXTRA	Paracetamol USP + Caffeine Anhydrous	14.6	4.3698	0.7283	2.1849
BON CAL	Calcium Carbonate	3.6	1.0701	0.17835	0.53505
CIPROVER		43.8	13.1499	2.19165	6.57495
CLOTRIM	Clotrimazole	29.3	8.7939	1.46565	4.39695
DICLOVER	Diclofenac Diethylamine	7.4	2.223	0.3705	1.1115
EMOLAX	Sodium Picosulfate	10.5	3.1638	0.5273	1.5819
FLUCOVER	Fluconazole	26.7	8.0163	1.33605	4.00815

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
FUSIVER	Sodium Fusidate	14.1	4.215	0.7025	2.1075
IBUVER	Ibuprofen USP	21.1	6.3228	1.0538	3.1614
JOCERINE	Glycerin	13.2	3.9531	0.65885	1.97655
JOHERB		0.1	0.0207	0.00345	0.01035
JOSTERIL		0.6	0.1767	0.02945	0.08835
LACTUVER	Lactulose	2.7	0.8031	0.13385	0.40155
LIDOVER	Lidocaine HCL	3.7	1.0962	0.1827	0.5481
MICOVER	Miconazole USP	52.4	15.7194	2.6199	7.8597
MICOVER H		11.2	3.3534	0.5589	1.6767
MUCOFREE	Bromhexine Hydrochloride	16.9	5.0655	0.84425	2.53275
NOVIRAL	Acyclovir USP	84.3	25.2885	4.21475	12.64425
OXAZOLINE	Oxymetazoline Hydrochloride	13.2	3.9678	0.6613	1.9839
PANTOVER	Pantoprazole Sodium	100.8	30.2502	5.0417	15.1251
RIVECLAMIDE	Glibenclamide BP	0.4	0.1062	0.0177	0.0531
RIVEDRAMINE	Diphenhydramine HCl + Sodium Citrate + Menthol BP + Ammonium Chloride	2.7	0.804	0.134	0.402
RIVOMET	Glibenclamide BP	2.9	0.8589	0.14315	0.42945
RIVROXIN	Ciprofloxacin	15.2	4.5516	0.7586	2.2758
SILDIAZINE	Silver Sulfadiazine USP	0.5	0.1419	0.02365	0.07095
SIMVER	Simvastatin	83.9	25.179	4.1965	12.5895
VITAFOL	Folic Acid	8.0	2.3976	0.3996	1.1988
VOMIVER	Domperidone	1.1	0.3336	0.0556	0.1668
ASTIMAL		0.0	0	0	0
AZECLEAR	Azelaic Acid	10.1	3.0168	0.5028	1.5084
BEVETALIN	Mebeverine	20.8	6.249	1.0415	3.1245
BISOPROL	Bisoprolol Fumarate	26.4	7.9164	1.3194	3.9582
CANDIZOL	Miconazole Nitrate	7.1	2.1396	0.3566	1.0698
CARBAZINE	Carbamazepine	7.7	2.301	0.3835	1.1505
CHOLASTIN	Simvastatin	17.4	5.2068	0.8678	2.6034
CLINDACIN	Clindamycin Phosphate	111.6	33.4926	5.5821	16.7463
CLINDACIN T	Clindamycin HCl	11.4	3.4101	0.56835	1.70505
CLODERM	Clobetasol Propionate	93.5	28.0473	4.67455	14.02365
CLOMOVAL	Clomiphene Citrate	0.0	0	0	0
CORZEM	Diltiazem HCL	5.2	1.5738	0.2623	0.7869
CURCARD		0.0	0	0	0
DIAPHAGE	Metformin HCl	78.6	23.5941	3.93235	11.79705

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
DICLOFEN	Diclofenac Sodium	51.0	15.2907	2.54845	7.64535
DROXIL	Cefadroxil Monohydrate; Cefadroxil	191.2	57.3549	9.55915	28.67745
EAZIT	Chlorpheniramine Maleate + Pseudoephedrine HCl	0.0	0	0	0
EAZIT DS	Chlorpheniramine Maleate + Pseudoephedrine HCL	66.1	19.8234	3.3039	9.9117
EPIVAL	Sodium Valproate	3.9	1.1559	0.19265	0.57795
EXOFEN		0.0	0	0	0
FLANIZOL	Metronidazole	22.5	6.7392	1.1232	3.3696
FLOROXIN	Ciprofloxacin Hydrochloride	11.9	3.5745	0.59575	1.78725
FORBATEC	Cefaclor	15.8	4.7316	0.7886	2.3658
GASTRIZIN	Bisoprolol Fumarate	0.0	0	0	0
GLIBEMIDE	Glibenclamide	3.7	1.0959	0.18265	0.54795
GYNO CANDIZOL	Miconazole Nitrate	96.5	28.9554	4.8259	14.4777
HISTAZIN	Promethazine Hydrochloride; Promethazine HCl	36.0	10.8099	1.80165	5.40495
KLARIHIST	Loratadine	20.0	6.0075	1.00125	3.00375
KLARILIDE	Clarithromycin	9.0	2.7147	0.45245	1.35735
LEXOPAM	Bromazepam	130.3	39.0786	6.5131	19.5393
LONGACEF	Ceftriaxone Sodium	3.5	1.0551	0.17585	0.52755
LOW LIP	Gemfibrozil	43.0	12.9	2.15	6.45
MINITEN	Captopril	22.2	6.6654	1.1109	3.3327
MODREX	Hydrochlorothiazide	15.9	4.7793	0.79655	2.38965
MYOGARD	Nifedipine	70.6	21.1791	3.52985	10.58955
NIZACEF	Cefuroxime Sodium	2.6	0.7698	0.1283	0.3849
NORAX	Norfloxacin	63.8	19.1355	3.18925	9.56775
NOVECIN	Ofloxacin	72.4	21.7122	3.6187	10.8561
OMISEC	Omeprazole	83.6	25.0791	4.17985	12.53955
ORAXIN	Cefuroxime Axetil	16.1	4.8372	0.8062	2.4186
OSTEO-ALFA	Alfacalcidol	9.1	2.7285	0.45475	1.36425
OYSTERCAL 500	Calcium Carbonate	71.5	21.4617	3.57695	10.73085
OYSTERCAL D		43.5	13.038	2.173	6.519
PANTOLOC		16.0	4.7907	0.79845	2.39535
PEPTIFAM	Famotidine	14.0	4.2021	0.70035	2.10105
PROFILAR	Ketotifen Fumarate	94.0	28.1991	4.69985	14.09955
RHEUMASAL	Diethylamine Salicylate	15.3	4.6002	0.7667	2.3001

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
ROZAX	Fluoxetine Hydrochloride	4.5	1.3635	0.22725	0.68175
RUXID	Roxithromycin	130.5	39.1407	6.52345	19.57035
SALISAL	Acetyl Salicylic Acid	30.7	9.2001	1.53335	4.60005
SALISAL PLUS	Acetyl Salicylic Acid + Aluminum Hydroxide + Magnesium Hydroxide	15.1	4.5306	0.7551	2.2653
SOLVEXIN	Bromhexine HCl	4.5	1.3599	0.22665	0.67995
TASKINE	Ibuprofen	6.3	1.896	0.316	0.948
TENOLOL	Atenolol	49.5	14.859	2.4765	7.4295
THEOLIN	Theophylline	8.2	2.4708	0.4118	1.2354
TIC TAC	Permethrin	18.2	5.4654	0.9109	2.7327
UNICAM	Piroxicam	53.7	16.1067	2.68445	8.05335
UNIDOX	Doxycycline Hyclate	47.7	14.2989	2.38315	7.14945
UNIFED	Tripolidine HCl, Pseudoephedrine HCl, Guaifenesin	61.5	18.4623	3.07705	9.23115
UNIFED DM	Tripolidine HCl, Pseudoephedrine HCl, Dextromethorphan HBr	62.7	18.8004	3.1334	9.4002
UNIFED EXPECT	Tripolidine HCl, Pseudoephedrine HCl, Guaifenesin	19.1	5.7405	0.95675	2.87025
UNIFED EXTRA	Tripolidine HCl.H2O, Pseudoephedrine HCl, Dextromethorphan HBr.H2O, Guaifenesin	40.8	12.2304	2.0384	6.1152
UNILEXIN	Cephalexin	0.5	0.1377	0.02295	0.06885
UNIRETIC	Amiloride HCl Anhydrous + Hydrochlorothiazide	43.0	12.8913	2.14855	6.44565
UNIVIT A		1.4	0.4224	0.0704	0.2112
UNIVIT A FORTE		2.3	0.7038	0.1173	0.3519
UNIVIT E		59.9	17.9718	2.9953	8.9859
UNIVIT-C		11.5	3.438	0.573	1.719
VENEXOR		0.0	0	0	0
VERMAZOL	Mebendazole	0.0	0	0	0
VOXITIN	Cefoxitin Sodium	0.1	0.0279	0.00465	0.01395
APICARPIN	Pilocarpine HCL	3.754	1.1262	0.1877	0.5631
APICLOF		7.013	2.1039	0.35065	1.05195
APICORT	Prednisolone Acetate	14.488	4.3464	0.7244	2.1732
APICROM	Sodium Cromoglycate	17.187	5.1561	0.85935	2.57805
APIDEX	Dexamethazone + Sodium	3.453	1.0359	0.17265	0.51795

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
	Phospahte				
APIFLOX	Norfloracin	8.461	2.5383	0.42305	1.26915
APIFRIN	Phenylephrine HCL	2.969	0.8907	0.14845	0.44535
APIGEN	Gentamycin	25.16	7.548	1.258	3.774
APIHIST	Antazoline Sulphate + Naphazline HCL	16.616	4.9848	0.8308	2.4924
APILLERG	Antazoline HCL + Tetrahydrazone HCL	22.181	6.6543	1.10905	3.32715
APIMOL	Timolol Malaeate	18.586	5.5758	0.9293	2.7879
APISAL	Sodium Chloride	140.533	42.1599	7.02665	21.07995
APISOPT		7.206	2.1618	0.3603	1.0809
APISULFA	Sulfacetamide Sodium	3.491	1.0473	0.17455	0.52365
APITROPIN	Atropine Sulphate	3.034	0.9102	0.1517	0.4551
APIXOL		3.829	1.1487	0.19145	0.57435
APIZOLIN Z		0	0	0	0
BETAFUCIN		7.314	2.1942	0.3657	1.0971
BITNOVAL		1.518	0.4554	0.0759	0.2277
CASTOR OIL		1.698	0.5094	0.0849	0.2547
CIPROCIN		12.858	3.8574	0.6429	1.9287
DECOZAL	Xylometazoline HCL	69.26	20.778	3.463	10.389
DERMAZOL		5.0	1.5129	0.25215	0.75645
DERMOCAL		0.5	0.153	0.0255	0.0765
DERMOFUCIN		17.501	5.2503	0.87505	2.62515
DERMOQUIN		0.956	0.2868	0.0478	0.1434
DEWAX	Docusate Sodium	7.891	2.3673	0.39455	1.18365
EROCIN		6.452	1.9356	0.3226	0.9678
HYDROCORT	Hydrocortisone	3.936	1.1808	0.1968	0.5904
IMAVIR		23.6	7.0779	1.17965	3.53895
ISOTEARS		7.6	2.2785	0.37975	1.13925
LINDACIN		5.2	1.5573	0.25955	0.77865
MENTORAL		2.8	0.8364	0.1394	0.4182
MYCODERM		2.3	0.6888	0.1148	0.3444
MYCOSAT		46.8	14.0292	2.3382	7.0146
NEODEX	Dexamethasone + Sodium Phosphate + Neomycin Sulphate	23.1	6.9282	1.1547	3.4641
NEOMIXIN	Neomycin Sulphate + Polymyxin-B Sulphate	0.0	0	0	0

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
NEOPRED P	Prednisolone Acetate + Neomycin Sulphate + Polymyxin-B Sulphate	29.1	8.73	1.455	4.365
OPTICYCLIN		9.5	2.8599	0.47665	1.42995
OPTIFLOX		11.6	3.465	0.5775	1.7325
OPTIFUCIN		32.9	9.8622	1.6437	4.9311
ORAXIN		4.7	1.4232	0.2372	0.7116
OTOCOL	Chloramphenicol + Benzocaine	66.0	19.7859	3.29765	9.89295
OTOZOL		32.0	9.5979	1.59965	4.79895
PENTOLATE		1.8	0.537	0.0895	0.2685
PHENICOL	Chloramphenicol	78.4	23.5071	3.91785	11.75355
PHENIDEX	Dexamethazone + Chloramphenicol	18.4	5.5254	0.9209	2.7627
PHENIDEXOLINE		47.1	14.1252	2.3542	7.0626
TOBRACIN		16.8	5.0265	0.83775	2.51325
ACIFAM		66.9	20.0619	3.34365	10.03095
ALPHAPRESS		43.6	13.0791	2.17985	6.53955
BETIXIM		272.4	81.7149	13.61915	40.85745
CEFUREX		28.3	8.499	1.4165	4.2495
CIPROMID	Cefadroxil monohydrate	144.6	43.3818	7.2303	21.6909
DEPRAN		16.9	5.0763	0.84605	2.53815
DIAMID		13.3	3.9942	0.6657	1.9971
DOXYMID	ciprofloxacin hydrochloride monohydrate	34.7	10.4172	1.7362	5.2086
FERROVITA	Iron, Multivitamin	172.1	51.6303	8.60505	25.81515
FLUMID		0.0	0	0	0
FUNGIMID	Flocunazole	142.9	42.8742	7.1457	21.4371
GLUCANA	Glibenclamide	14.0	4.1886	0.6981	2.0943
HYPODIPINE		30.9	9.2817	1.54695	4.64085
KLARIMID		107.9	32.3805	5.39675	16.19025
LANSOMID		171.8	51.5331	8.58885	25.76655
LAPRIL		37.7	11.3133	1.88555	5.65665
LIPOMID	β-hydroxyacid	32.1	9.6264	1.6044	4.8132
MIDAFLEX	Doxymid	229.2	68.7612	11.4602	34.3806
MIDOCEF	Cephalexin monohydrate	184.6	55.3818	9.2303	27.6909
MIDOFEN	Acitaminophen, Caffeine anhydrous	14.6	4.38	0.73	2.19
MIDOPRIL	Captopril	8.8	2.6343	0.43905	1.31715

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
MIDRONE	Paracetamol BP, Propyphenazone BP, Caffeine anhydrous BP	101.4	30.4083	5.06805	15.20415
MIDRONE EXTRA		100.4	30.1158	5.0193	15.0579
MIDROXIL		265.9	79.758	13.293	39.879
NALGOFEN		55.8	16.7538	2.7923	8.3769
VITAMID	Multivitamins with Minerals	25.6	7.6704	1.2784	3.8352
VONTA		114.2	34.2486	5.7081	17.1243
ZAIN		2.0	0.5952	0.0992	0.2976
ACE PRESS	Enalapril Maleate	34.9	10.4667	1.74445	5.23335
ALENDOMAX	Alendronate Sodium	153.3	45.9918	7.6653	22.9959
ARBITEN		0.0	0	0	0
ATORVAST	Atorvastation Calcium	151.0	45.2919	7.54865	22.64595
B-COR	Bisoprolol Fumarate	66.3	19.8774	3.3129	9.9387
CEE CAL	Calcium Carbonate Vitamin C Vitamin D Vitamin B6	35.8	10.7487	1.79145	5.37435
CEEMAX	Vitamin C	53.6	16.0797	2.67995	8.03985
CIPRO	Ciprofloxacin HCL	324.4	97.3158	16.2193	48.6579
CLOVEX	Itraconazole	0.0	0	0	0
CONAZOLE	Albendazole	209.6	62.865	10.4775	31.4325
CYTAZOLE	Diclofenac Sodium	0.1	0.0189	0.00315	0.00945
DICLOTAB	Ciprofloxacin	25.4	7.6209	1.27015	3.81045
FLOXAR SR	Glimepiride	252.8	75.8451	12.64085	37.92255
GLEMAX		212.5	63.7605	10.62675	31.88025
HISTAL	Lovatadine	80.0	24.0009	4.00015	12.00045
IVY		33.6	10.0863	1.68105	5.04315
JOCLAR	Clarithromycin	125.0	37.5018	6.2503	18.7509
JOSWE C		0.0	0	0	0
JOSWE NOCUF	Guaifenasin Pseudoephedrine Hcl	136.6	40.9884	6.8314	20.4942
LANZOTEC	Lansoprazole	349.5	104.846	17.47435	52.42305
LECITAL	Citalopram Hydrobromide	254.4	76.3221	12.72035	38.16105
MAMERA	Multi Vitamins & Minerals	22.1	6.6258	1.1043	3.3129
NERVELAX	St , John's Wort Extract	43.1	12.9288	2.1548	6.4644
PAINEX	Mefenamic Acid	6.1	1.8258	0.3043	0.9129
PANDA	Acetaminophen	129.2	38.7597	6.45995	19.37985
PANDA EXTRA		0.0	0	0	0

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
PANDARIN	Acetaminophen Aspirin Caffeine	44.2	13.2675	2.21125	6.63375
PEPTACID	Ranitidine HCL	98.9	29.6637	4.94395	14.83185
PREXAL	Olanzapine	173.0	51.9132	8.6522	25.9566
PSOPHEDRIN	Pseudoephedrine HCL	0.0	0	0	0
RESPAL	Risperidone	126.8	38.0385	6.33975	19.01925
SOFEDRIN SR	Pseudoephedrine HCL	14.1	4.236	0.706	2.118
VASORETEC		0.0	0	0	0
ZELAX		0.0	0	0	0
AMBOLAR	Ambroxol HCl	93.053	27.9159	4.65265	13.95795
AMLODAR		28.6	8.5674	1.4279	4.2837
AMOXYDAR	Amoxycillin	691.713	207.514	34.58565	103.75695
AMPIDAR		94.5	28.3398	4.7233	14.1699
AMURETIC	Amiloride HCl + Hydrochlorothiazide	20.456	6.1368	1.0228	3.0684
ANXETIN	Fluoxetine HCL	20.43	6.129	1.0215	3.0645
APHRODIL	Sildenafil citrate	162.707	48.8121	8.13535	24.40605
ASTIZOL	Astemizol	0	0	0	0
BRONCHOLAR	Dextromethorphan HBr, Guaifenesin, Ephedrine HCL, Chlorpheniramine Maleate	12.848	3.8544	0.6424	1.9272
CAPOCARD	Captopril	29.047	8.7141	1.45235	4.35705
CAPOCARD PLUS	Captopril + Hydrochlorothiazide	12.382	3.7146	0.6191	1.8573
CARBATOL	Carbamazepine	68.763	20.6289	3.43815	10.31445
CEPHADAR	Cephalexin	184.109	55.2327	9.20545	27.61635
CIMEDINE	Cimetidine	0.071	0.0213	0.00355	0.01065
CIPRODAR	Ciprofloxacin HCl	459.492	137.848	22.9746	68.9238
CLARIDAR	Clarithromycin	268.968	80.6904	13.4484	40.3452
CLAVODAR	Amoxycillin + Clavulanic Acid	586.266	175.88	29.3133	87.9399
CLOBEVATE		0.6	0.1851	0.03085	0.09255
CLOMIFERT	Clomiphene citrate	14.662	4.3986	0.7331	2.1993
CLORACEF	Cefaclor	875.362	262.609	43.7681	131.3043
CYCLOHERP	Aciclovir	0.546	0.1638	0.0273	0.0819
DAD		69.7	20.9178	3.4863	10.4589
DADCROME	Sodium Cromoglycate	1.707	0.5121	0.08535	0.25605
DAMPERIDE		40.9	12.2781	2.04635	6.13905

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
DERMESONE	Betamethasone 17 Valerate	5.249	1.5747	0.26245	0.78735
DERMESONE N	Betamethasone 17 Valerate & Neomycin Sulphate	2.003	0.6009	0.10015	0.30045
DERMOCID		0.0	0	0	0
DIAPRIDE		34.8	10.4469	1.74115	5.22345
DICLOGESIC	Diclofenac Sodium	915.733	274.72	45.78665	137.35995
DILZACARD	Diltiazem HCL	1.471	0.4413	0.07355	0.22065
DOMPIRID	Domperidone	0	0	0	0
DOXYDAR	Doxycycline Hyclate	132.881	39.8643	6.64405	19.93215
ERYTHRODAR	Erythromycin Ethylsuccinate	79.953	23.9859	3.99765	11.99295
FAMODAR	Famotidine	515.664	154.699	25.7832	77.3496
FLUCOHEAL	Fluconazole	30.121	9.0363	1.50605	4.51815
FROXIME	Cefuroxime Axetil	162.733	48.8199	8.13665	24.40995
GENTADAR	Gentamicin Sulphate	20.161	6.0483	1.00805	3.02415
GERIATON	Nutritional Supplement	74.722	22.4166	3.7361	11.2083
HAIR GROWN	Minoxidil	171.085	51.3255	8.55425	25.66275
IBUGESIC	Ibuprofen	248.107	74.4321	12.40535	37.21605
INDOGESIC	Indomethacin	21.785	6.5355	1.08925	3.26775
ISOCARD	Isosorbide Dinitrate	0.772	0.2316	0.0386	0.1158
KETODAR	Ketoconazole	13.803	4.1409	0.69015	2.07045
LAXODAD	Lactulose	17.83	5.349	0.8915	2.6745
LINCODAR	Lincomycin HCl	479.567	143.87	23.97835	71.93505
LIPODAR	Atrovastatin Calcium	207.178	62.1534	10.3589	31.0767
LISOCARD	Lisinopril	10.828	3.2484	0.5414	1.6242
LORATAN	Loratadine	139.503	41.8509	6.97515	20.92545
MILOXAM	Meloxicam	112.245	33.6735	5.61225	16.83675
MYCOHEAL	Miconazole Nitrate	406.047	121.814	20.30235	60.90705
MYCOHEAL HC	Miconazole Nitrate + Hydrocortisone	38.773	11.6319	1.93865	5.81595
MYOGESIC	Orphenadrine Citrate + Paracetamol	73.4	22.0344	3.6724	11.0172
NABUGESIC	Nabumetone	0.0	0	0	0
NALIDIX	Nalidixic Acid	1.6	0.4827	0.08045	0.24135
NAZOLIN	Antazoline Sulphate, Naphazolin Nitrate	1.4	0.426	0.071	0.213
NEFOGESIC	Nefopam HCL	0.0	0	0	0
NEOBACIN	Bacitracin Zinc, Neomycin Sulphate	18.9	5.6787	0.94645	2.83935

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
NIFECARD	Nifedipine	0.3	0.075	0.0125	0.0375
OMEDAR	Omeprazole	92.3	27.7035	4.61725	13.85175
OPHTALMOLOL	Timolol Maleate	4.0	1.2147	0.20245	0.60735
OPHTAMESONE		15.7	4.7055	0.78425	2.35275
OPHTAMESONE N	Betamethasone Sodium Phosphate & Neomycin Sulphate	10.3	3.0918	0.5153	1.5459
OPHTAPRED	Prednisolone Sodium Phosphate	0.0	0	0	0
OPHTAZOLIN	Antazoline Sulphate, Naphazolin Nitrate	6.6	1.9854	0.3309	0.9927
OTOGESIC	In the Pipe Line	13.9	4.1652	0.6942	2.0826
OXCARBATOL	Oxcarbazepine	0.0	0	0	0
PAMOL	Paracetamol	2.8	0.8505	0.14175	0.42525
PANTODAR	Pantoprazole Sodium	136.8	41.031	6.8385	20.5155
PECTOLYN		76.0	22.8033	3.80055	11.40165
PECTOLYN DECONGEST	Diphenhydramine HCl, Pseudoephedrine HCl, Sodium Citrate & Menthol	19.8	5.9409	0.99015	2.97045
PECTOLYN EXPECTOR.	Diphenhydramine HCl, Ammonium Chloride, Sodium Citrate & Menthol	52.3	15.6783	2.61305	7.83915
PENCLODAR	Ampicillin T.H. + Cloxacillin Na	165.5	49.6608	8.2768	24.8304
PROCTO HEAL		50.8	15.237	2.5395	7.6185
RECTOLYN	Oxomemazine + Guaifenesin + Paracetamol + Sodium Benzoate	170.8	51.2331	8.53885	25.61655
ROXAMED	Roxithromycin	44.9	13.4757	2.24595	6.73785
SEDAGESIC		0.0	0	0	0
SEPTODAR		10.7	3.2214	0.5369	1.6107
SMOODERM	Tretinoin	14.0	4.1862	0.6977	2.0931
SUCRANASE	Chlorpropamide	0.0	0.0123	0.00205	0.00615
SUCRAZIDE	Glipizide	1.5	0.4401	0.07335	0.22005
TETRADAR	Tetracycline HCl	22.1	6.6426	1.1071	3.3213
TRIMIDAR M	Trimethoprim + Sulphamethoxazole	80.3	24.0789	4.01315	12.03945
VIKADAR	Penicillin V Potassium	0.0	0	0	0
VITADAD B FORT	B-Complex	57.6	17.277	2.8795	8.6385
VITADAD SUPER		27.9	8.3565	1.39275	4.17825
AMLOCARD	Amlodipine	47.653	14.2959	2.38265	7.14795

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
ASTERAM	Astemizole	0	0	0	0
AZITAM	Azithromycin	70.903	21.2709	3.54515	10.63545
BONMAX	Alendronate Sodium	14.52	4.356	0.726	2.178
CEFADRIL	Cefadroxil	277.616	83.2848	13.8808	41.6424
CIPROFLACIN	Ciprofloxacin HCL	128.553	38.5659	6.42765	19.28295
CLARITOP	Clarithromycin	456.374	136.912	22.8187	68.4561
CLINARAM	Clindamycin	74.421	22.3263	3.72105	11.16315
COFEX	Oxomemazine HCL, Guanifensin, Paracetamol, Na Benzoate	135.269	40.5807	6.76345	20.29035
DIAMET	Metformin	20.287	6.0861	1.01435	3.04305
DIFEN	Diclofenac Sodium	9.897	2.9691	0.49485	1.48455
DOBESIL	Calcium Dobesilat	10.026	3.0078	0.5013	1.5039
DOLOCET EXTRA	Paracetamol & Caffeine	10.789	3.2367	0.53945	1.61835
FERTONIC	Heptahydrate	5.572	1.6716	0.2786	0.8358
FORTICEF	Cefaclor	128.273	38.4819	6.41365	19.24095
GLIPIRAM	Glipizide	0	0	0	0
GLUNIL	Glibenclamide	18.437	5.5311	0.92185	2.76555
HYPOSEC	Omeprazole	102.33	30.699	5.1165	15.3495
IBURAM	Ibuprofen	23.61	7.083	1.1805	3.5415
INFANTRIL	Clomiphene Citrate	47.893	14.3679	2.39465	7.18395
KETONIL	Ketotifen	76.987	23.0961	3.84935	11.54805
LANZOPRAL	Lansoprazole	397.4	119.22	19.87	59.61
LOSART	Losartan Potassium	39.733	11.9199	1.98665	5.95995
LOSTEROL	Simvastatin	3.287	0.9861	0.16435	0.49305
LOTEN	Atenolol	29.674	8.9022	1.4837	4.4511
LOXICAM	Meloxicam	50.637	15.1911	2.53185	7.59555
MAGNACEF	Cefixime	417.29	125.187	20.8645	62.5935
MEBETALIN	Mebeverine HCL	42.45	12.735	2.1225	6.3675
MOTILAT	Domperidone	232.693	69.8079	11.63465	34.90395
MOXIRAM	Amoxycillin Trihydrate	101.491	30.4473	5.07455	15.22365
MUCORAM	Ambroxol HCL	76.381	22.9143	3.81905	11.45715
NEXORPAN	Naproxen	34.997	10.4991	1.74985	5.24955
NORCETAM	Piracetam	20.13	6.039	1.0065	3.0195
NOVEPAM	Bromazepam	78.102	23.4306	3.9051	11.7153
OFLACIN	Ofloxacin	94.603	28.3809	4.73015	14.19045
PAINOL		0	0	0	0

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
PANGESIC	Mefenamic Acid	97.695	29.3085	4.88475	14.65425
PEFLOX	Pefloxacin	32.77	9.831	1.6385	4.9155
PEPTAC	Ranitidine	12.642	3.7926	0.6321	1.8963
RAMAZOL	Metronidazole	100.319	30.0957	5.01595	15.04785
RAMCID	Aluminium Hydroxide & Mg. Hydroxide	1.364	0.4092	0.0682	0.2046
RAMITIN	Loratadine	105.098	31.5294	5.2549	15.7647
RAMLAC	Lactulose	49.07	14.721	2.4535	7.3605
RAMOCLAV	Amoxicillin Trihydrate & Calvulanic Acid	278.11	83.433	13.9055	41.7165
RAMOXIN	Cephalexin	18.976	5.6928	0.9488	2.8464
RIVORAM	Clonazepam	0.916	0.2748	0.0458	0.1374
ROXIMAC	Roxithromycin	64.053	19.2159	3.20265	9.60795
RYTHROMAC	Erythromycin	0.051	0.0153	0.00255	0.00765
TAMOCIT	Tamoxifen Citrate	49.671	14.9013	2.48355	7.45065
TRIANIL	Clomipramine	53.546	16.0638	2.6773	8.0319
VASOPRIL	Enalapril Maleate	39.467	11.8401	1.97335	5.92005
VERTIZIN	Cinnirazine	23.032	6.9096	1.1516	3.4548
VIGRO	Sildenafil Citrate	98.141	29.4423	4.90705	14.72115
VIRUSTAT	Acyclovir	64.043	19.2129	3.20215	9.60645
ZENORIL	Lisinopril	55.201	16.5603	2.76005	8.28015
ZOLAM	Alprazolam	107.609	32.2827	5.38045	16.14135
AMIBEL		0	0	0	0
AMOXIBEL		78.118	23.4354	3.9059	11.7177
AMPICENT		0	0	0	0
ANALGISOL	Ethylene glycomono salicylate / Methyl salicylate / Diethylamine salicylate / Methyl nicotinate / Menthol / Camphor	0.639	0.1917	0.03195	0.09585
ARAVICKS	Turpentine oil / Camphor / Menthol / Eucalyptus Oil / Nutmeg Oil / Thymol	14.235	4.2705	0.71175	2.13525
BACTAZON	Nitrofurazone	8.705	2.6115	0.43525	1.30575
BELACEF		0	0	0	0
BENZICOL	Benzocaine Base + Benalkonium Chloride + Menthol	1.225	0.3675	0.06125	0.18375
BENZYL BENZOATE	Benzyl Benzoate BP	6.569	1.9707	0.32845	0.98535
CANDICORT	Miconazole Nitrate +	35.676	10.7028	1.7838	5.3514

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
	Hydrocortisone				
CASTOR OIL	Castor Oil	33.117	9.9351	1.65585	4.96755
CENDOL	Paracetamol	4.344	1.3032	0.2172	0.6516
CENTROCAL	Calamine + Zinc Oxide + Phenol + Bentonite	21.237	6.3711	1.06185	3.18555
CEPHACENT		0	0	0	0
CLOTRIMOX	Clotrimazole	0.592	0.1776	0.0296	0.0888
DECOZOLINE	Xylometazoline HCl	27.59	8.277	1.3795	4.1385
DICLOSAL	Diclofenac sodium	11.769	3.5307	0.58845	1.76535
ECO-CURE		22.835	6.8505	1.14175	3.42525
ECZALINE		0	0	0	0
EPSOM SALT	Magnesium Sulfate	8.072	2.4216	0.4036	1.2108
ERYTHROCENT		0	0	0	0
FUNGIPAN	Ketoconazole	12.196	3.6588	0.6098	1.8294
GLYCERINE	Glycerine BP	18.268	5.4804	0.9134	2.7402
GYNO CLOTRIMOX	Clotrimazole	27.103	8.1309	1.35515	4.06545
GYNO MECONASOL	Miconazole nitrate	50.395	15.1185	2.51975	7.55925
HERPAVIR	Acyclovir	84.392	25.3176	4.2196	12.6588
INDOCENT	Indomethacin	1.271	0.3813	0.06355	0.19065
KENACIN	Nystatin + Neomycin (as sulphate) + Gramicidin + Triamcinolone Acetonide	89.595	26.8785	4.47975	13.43925
KENACIN A	Triamcinolone Acetonide	0.333	0.0999	0.01665	0.04995
LICESOL	Pyrethrin Extract + Piperonyl butoxide	15.162	4.5486	0.7581	2.2743
LIGNOSOL	Lidocaine Base + Cetrimide	112.739	33.8217	5.63695	16.91085
MECONASOL	Miconazole Nitrate	24.654	7.3962	1.2327	3.6981
MELASMIN		9.525	2.8575	0.47625	1.42875
MESTRIL	Benzoic acid / Eucalyptol / Menthol/Methel Salicylate/Thymol/Ethanol	42.372	12.7116	2.1186	6.3558
METRAZINE	Metronidazole	19.763	5.9289	0.98815	2.96445
MULTICIN Z	Neomycin (as sulphate) + Polymyxin B (as sulphate) + Bacitracin (as zinc)	26.516	7.9548	1.3258	3.9774
MULTISOL	Neomycin (as sulphate) + Polymyxin B (as sulphate) + Bacitracin (as zinc)	3.05	0.915	0.1525	0.4575
NAPPY RASH	Zinc oxide + Allantoin + D-	4.132	1.2396	0.2066	0.6198

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
	Panthenol				
NEOSOL	Cetrimide + Benzocaine + Acrylic copolymer	2.597	0.7791	0.12985	0.38955
NOCAL	Salicylic acid + Lactic acid	21.179	6.3537	1.05895	3.17685
PETRALAR	Fluocinolone Acetonide	38.215	11.4645	1.91075	5.73225
PETRALAR N	Fluocinolone Acetonide + Neomycin (as sulphate)	14.413	4.3239	0.72065	2.16195
POVICENTER		23.444	7.0332	1.1722	3.5166
POVIDONE IODINE	Povidone Iodine + Available iodine	18.347	5.5041	0.91735	2.75205
PRESCAB		19.86	5.958	0.993	2.979
PROCTOLAIN	Menthol / Bismuth subgallate / Lidocaine	6.421	1.9263	0.32105	0.96315
PROCTOLAR CENTER	Fluocinolone acetonide / Menthol / Bismuth subgallate / Lidocaine	31.548	9.4644	1.5774	4.7322
PSORIANOL	Dithranol / Salicylic Acid	6.044	1.8132	0.3022	0.9066
SENDOCIN	Nonoxynol	3.102	0.9306	0.1551	0.4653
SEPTISOL	Sodium Phenolate / Thymol / Glycerol / Menthol	1.12	0.336	0.056	0.168
SILOFED		10.531	3.1593	0.52655	1.57965
SILOFED COMPOUND		5.754	1.7262	0.2877	0.8631
SILVERIN	Silver sulphadiazine	11.787	3.5361	0.58935	1.76805
TRETOQUIN		29.115	8.7345	1.45575	4.36725
4-ALL		0	0	0	0
ACTOS	Pioglitazone HCl	232.743	69.8229	11.63715	34.91145
ADENAFIL		282.2	84.6483	14.10805	42.32415
ADIPRIN		17.6	5.274	0.879	2.637
ADITOR		325.4	97.6323	16.27205	48.81615
ADVAQUENIL		46.6	13.9854	2.3309	6.9927
ALLERFIN	Chlorpheniramine Maleate	240.182	72.0546	12.0091	36.0273
ALLOSPASMIN	Allobarbitone / Paracetamol / Homatropine / methylbromide / Papaverine HCl	11.022	3.3066	0.5511	1.6533
ANTAGONIN		0	0	0	0
ANTIPLATE 75	Dipyridamole	20.72	6.216	1.036	3.108
APIGANE		6.162	1.8486	0.3081	0.9243
ASMADIL	Salbutamol (As Sulphate)	61.442	18.4326	3.0721	9.2163
BALKAPROFEN	Ibuprofen	31.635	9.4905	1.58175	4.74525

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
BALKATRIN	Co-trimoxazole	63.326	18.9978	3.1663	9.4989
BETAVAL	Betamethasone valerate	142.354	42.7062	7.1177	21.3531
BETAVAL N	Betamethasone valerate + Neomycin sulphate	61.719	18.5157	3.08595	9.25785
BILINORM	Vit B2, Mg and Castor Oil	21.568	6.4704	1.0784	3.2352
BLOPRESS	Candesartan Cilexetil	272.536	81.7608	13.6268	40.8804
CAFIMOL		0.1	0.0183	0.00305	0.00915
CALIDRON		8.1	2.4438	0.4073	1.2219
CANDIVAST		96.8	29.0298	4.8383	14.5149
CEFABAC	Cefaclor	54.964	16.4892	2.7482	8.2446
CIPROFLOX	Ciprofloxacin (As HCl monohydrate)	149.574	44.8722	7.4787	22.4361
CLAVAR	Amoxycillin (As Trihydrate)+ Clavulanic acid (As potassium salt)	93.475	28.0425	4.67375	14.02125
CLINDAMYL	Clindamycin (As HCl)	12.3	3.69	0.615	1.845
CLOPRAM	Metoclopramide (As HCl)	24.745	7.4235	1.23725	3.71175
COLDEX	Chlorpheniramine maleate + Caffeine + Paracetamol + Phenylephrine	15.02	4.506	0.751	2.253
COLDEX D	Dextromethorphan HBr, Pseudoephedrine HCl, Chlorpheniramine maleate, Glyceryl guaiacolate	35.614	10.6842	1.7807	5.3421
COLFED	Pseudoephedrine + Triprolidine	7.286	2.1858	0.3643	1.0929
COLFED DM	Pseudoephedrine + Triprolidine + Dextromethorphan HBr	7.233	2.1699	0.36165	1.08495
COLFED EXPECT	Pseudoephedrine + Triprolidine + Guaiphenesin	6.906	2.0718	0.3453	1.0359
CURESTAT		4.25	1.275	0.2125	0.6375
DANZEN	Serratopeptidase	334.899	100.47	16.74495	50.23485
DEKAZOL	Miconazole and Miconazole nitrate 2%	0.086	0.0258	0.0043	0.0129
DENTAGYL		70.4	21.1164	3.5194	10.5582
DEXTROSE		1.5	0.4482	0.0747	0.2241
DEXTROSE SALINE		0.0	0	0	0
DIUSEMIDE	Frusemide	42.665	12.7995	2.13325	6.39975
ERYTHROMIL	Erythromycin (As ethylsuccinate)	39.927	11.9781	1.99635	5.98905
GLUCOMID	Glibenclamide	24.828	7.4484	1.2414	3.7242

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
ICTHAMOL		0.0	0	0	0
INDICARDIN		16.6	4.9707	0.82845	2.48535
INFLABAN	Diclofenac (As sodium)	201.018	60.3054	10.0509	30.1527
KETAZOL	Ketoconazole	0	0	0	0
KLARIBAC	Clarithromycin	195.14	58.542	9.757	29.271
LAXADYL	Bisacodyl	29.364	8.8092	1.4682	4.4046
LOWVASC		367.8	110.343	18.39045	55.17135
MOVEN		166.6	49.9947	8.33245	24.99735
MUCOLITE	Ambroxol HCl	26.736	8.0208	1.3368	4.0104
MULTIPERLA CALCIUM	Vit. C (Ascorbic acid) + Calcium(As Calcium carbonate) + Vit. D + Vit. B6 + Citric Acid	2.063	0.6189	0.10315	0.30945
MULTIPERLA VIT C	Vitamin C (Ascorbic acid)	1.083	0.3249	0.05415	0.16245
NEO HEALAR	Lupinus albus + Vateria indica + Mentha piperita + Aloe vera	229.057	68.7171	11.45285	34.35855
NEO-ALLOSPASMIN	Hyoscyamine Sulphate	12.561	3.7683	0.62805	1.88415
NOMAL		0.065	0.0195	0.00325	0.00975
NOVAGEL	Aluminium Hydroxide / Magnesium carbonate / Magnesium Hydroxide	114.735	34.4205	5.73675	17.21025
NOVAGEL PLUS		0.1	0.036	0.006	0.018
PREDNISOLONE		13.0	3.8895	0.64825	1.94475
PREVOC		1.0	0.3027	0.05045	0.15135
PROTOZOL	Metronidazole	9.477	2.8431	0.47385	1.42155
RAYON		10.668	3.2004	0.5334	1.6002
REMIN	Acetyl salicylic Acid	0	0	0	0
REVACOD	Paracetamol + Codeine Phosphate	4.527	1.3581	0.22635	0.67905
REVANIN	Paracetamol	1043.755	313.127	52.18775	156.56325
REVANIN P	Paracetamol + Phenobarbitone	39.939	11.9817	1.99695	5.99085
RHINEX		0.0	0	0	0
RINGER LACTATE		0.3	0.0819	0.01365	0.04095
ROXCEF	Ceftriaxone	231.994	69.5982	11.5997	34.7991
SIVACOR		173.3	51.9759	8.66265	25.98795
SODIUM CHLORIDE		0.1	0.0399	0.00665	0.01995

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
SPASMOPAN	Hyoscine N - butylbromide	63.309	18.9927	3.16545	9.49635
SWEETAM	Aspartame	14.962	4.4886	0.7481	2.2443
TAKEPRON	Lansoprazole	314.388	94.3164	15.7194	47.1582
TERASTAT		0.0	0	0	0
TIBERAL		204.4	61.3326	10.2221	30.6663
TRAMADON	Tramadol HCl	0.388	0.1164	0.0194	0.0582
TUSSITOP	Oxomemazine + Sodium benzoate + Guaifenesin + Paracetamol	13.638	4.0914	0.6819	2.0457
U CEF		304.4	91.3143	15.21905	45.65715
ULTRACILLIN	Ampicillin (As trihydrate)	240.127	72.0381	12.00635	36.01905
ULTRACLOXAM	Ampicillin(As trihydrate) + Cloxacillin(As Sodium)	119.425	35.8275	5.97125	17.91375
ULTRADERM	Triamcinolone Acetonide + Neomycin + Gramicidin + Nystatin	22.217	6.6651	1.11085	3.33255
ULTRAGENT	Gentamicin (As Sulphate)	6.891	2.0673	0.34455	1.03365
ULTRALINC	Lincomycin (As HCl)	283.72	85.116	14.186	42.558
ULTRAMOX	Amoxicillin (As trihydrate)	519.47	155.841	25.9735	77.9205
ULTRASPORIN	Cephalexin (As monohydrate)	72.072	21.6216	3.6036	10.8108
VERPIS		3.8	1.1358	0.1893	0.5679
VIFOLIN	Folic acid	4.436	1.3308	0.2218	0.6654
VITONEX	Vitamin B1, B2, B6, C, Nicotinamide, Sodium D	1.357	0.4071	0.06785	0.20355
ZEMITRON		0.0	0	0	0
ZERAN	Cetirizine Dihydrochloride	64.25	19.275	3.2125	9.6375
ZOCIN		202.4	60.7218	10.1203	30.3609
AXONE	Ceftriaxone	148.4	44.5269	7.42115	22.26345
AZONIT		41.1	12.3189	2.05315	6.15945
AZONIT D		67.1	20.139	3.3565	10.0695
BIOFRESH		8.7	2.6112	0.4352	1.3056
BISCOR		0.0	0	0	0
CALPLUS		6.6	1.9926	0.3321	0.9963
CARVIDOL		9.2	2.7675	0.46125	1.38375
CEFIX		428.8	128.646	21.441	64.323
CEFODOX	Cefpodoxime proxetil	393.2	117.963	19.66055	58.98165
CEFUTIL	Cefuroxime (Axetil)	455.9	136.779	22.79655	68.38965
CIPROPHARM	Ciprofloxacin	179.5	53.8647	8.97745	26.93235

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
CITAPRAM		36.4	10.9113	1.81855	5.45565
CIVAR		17.2	5.1489	0.85815	2.57445
CLARIX		71.4	21.4191	3.56985	10.70955
DEBACRON	Gliclazide	11.7	3.5055	0.58425	1.75275
DELOR		37.1	11.1291	1.85485	5.56455
DIOSTAR		0.0	0	0	0
DROXICEF	Cefadroxil	132.8	39.8532	6.6422	19.9266
DUACTIN	Amlodipine Besylate	29.4	8.8077	1.46795	4.40385
ELNA		45.0	13.4859	2.24765	6.74295
FEDECOL		22.8	6.8454	1.1409	3.4227
FEDIQUIN		29.2	8.7522	1.4587	4.3761
FENAMIC		39.8	11.9334	1.9889	5.9667
FEVEROL		16.0	4.8126	0.8021	2.4063
FINALLERG	Cetirizine	122.5	36.7422	6.1237	18.3711
GAZIX		60.0	17.9952	2.9992	8.9976
GLYMET		74.9	22.4559	3.74265	11.22795
HATSO CHILDR.COLD		25.4	7.6293	1.27155	3.81465
HATSO CHILDR.COUGH		23.5	7.0389	1.17315	3.51945
HATSO INFANTS COLD		33.2	9.9636	1.6606	4.9818
HATSO INFANTS COUG		22.7	6.8205	1.13675	3.41025
KENAZOL	Ketoconazole	120.3	36.0795	6.01325	18.03975
LANACIN	Clindamycin	33.3	9.9915	1.66525	4.99575
LINOPRIL	Lisinopril	49.5	14.8542	2.4757	7.4271
LUKAST		0.0	0	0	0
NADINE	Ranitidine HCl	111.6	33.4941	5.58235	16.74705
NERVAMINE		152.6	45.7947	7.63245	22.89735
NURONA		29.2	8.7567	1.45945	4.37835
OPTIMAL		25.4	7.6182	1.2697	3.8091
PANTOL		10.0	2.9985	0.49975	1.49925
PENTYLLIN	Pentoxifylline	13.3	3.9777	0.66295	1.98885
PHARMACLOR	Cefaclor Monohydrate	76.9	23.0688	3.8448	11.5344
PHARMEXIN	Cephalexin	221.6	66.474	11.079	33.237
PLATIL		0.0	0	0	0
ROXIPHARM	Roxithromycin	42.1	12.6441	2.10735	6.32205

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
SIMVATIN	Simvastatin	113.2	33.9651	5.66085	16.98255
STOMAX	Famotidine	15.7	4.7229	0.78715	2.36145
TASNEEN		8.4	2.5215	0.42025	1.26075
TAXIME	Cefotaxime	40.6	12.1914	2.0319	6.0957
TENOPRESS	Atenolol	19.8	5.94	0.99	2.97
TIDILOR	Loratadine	169.6	50.8899	8.48165	25.44495
TOPIDIC		44.6	13.3788	2.2298	6.6894
TOPIZONE		25.4	7.6329	1.27215	3.81645
VALEDERM		10.0	2.9916	0.4986	1.4958
VOLDIC	Diclofenac diethylamine	170.1	51.0258	8.5043	25.5129
VOLDIC K		79.6	23.8833	3.98055	11.94165
ZOLECEF	Cefazoline	0.0	0	0	0
ZONA		17.0	5.1105	0.85175	2.55525
ACNELIN	Tretinoin	7.1	2.1333	0.35555	1.06665
ALPRANAX	Alprazolam	29.7	8.9094	1.4849	4.4547
ANALDOL	Tramadol (HCl)	0.0	0	0	0
AZARTEN	Losartan Potassium	18.2	5.4474	0.9079	2.7237
AZOMYNE	Azithromycin (dihydrate)	123.2	36.9708	6.1618	18.4854
BETASTIN	Betahistine	81.4	24.4188	4.0698	12.2094
CAPIZOL	Ketoconazole	0.0	0	0	0
CERIN	Cetirizine (dihydrochloride)	111.8	33.5256	5.5876	16.7628
CETAMOL		0.0	0	0	0
CIPROQUIN	Ciprofloxacin (HCl)	126.3	37.8957	6.31595	18.94785
CLINIMYCIN	Clindamycin (HCl); Clindamycin Phosphate	124.9	37.4601	6.24335	18.73005
CLOTREX	Clotrimazole	12.1	3.6333	0.60555	1.81665
DEFLAT	Simethicone	215.5	64.6596	10.7766	32.3298
DIFLAZOL	Fluconazole	59.9	17.9631	2.99385	8.98155
ECOREX	Econazole Nitrate	55.3	16.5984	2.7664	8.2992
ECOREX PLUS	Econazole Nitrate & Triamcinolone Acetonide	22.3	6.6894	1.1149	3.3447
EXPAR	Permethrin	0.0	0	0	0
FUSONE	Fusidic acid and Betamethasone valerate	0.0	0	0	0
GASTRIFAM	Famotidine	91.2	27.3648	4.5608	13.6824
IMOTRIL	Loperamide HCl	7.6	2.2749	0.37915	1.13745
LANSAZOL	Lansoprazole	170.1	51.0285	8.50475	25.51425
LISOPRIL	Lisinopril (Dihydrate)	0.0	0	0	0

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
LOCAGEL	Diclofenac DEA	40.3	12.0807	2.01345	6.04035
LOPRAZ	Omeprazole	140.6	42.1743	7.02905	21.08715
LOREEN	Loratadine	41.4	12.4299	2.07165	6.21495
MACROMAX	Clarithromycin	162.2	48.6603	8.11005	24.33015
MICROZIDE		2.6	0.7944	0.1324	0.3972
MIGRANOL	Sumatriptan (succinate)	0.0	0	0	0
MYODIPINE	Amlodipine (Besylate)	71.2	21.3459	3.55765	10.67295
OPTIFEN	Diclofenac Sodium	52.1	15.6264	2.6044	7.8132
PEFLOQUIN	Pefloxacin	23.9	7.1784	1.1964	3.5892
PENTOXINE	Pentoxifylline	0.0	0	0	0
PROHAIR	Finasteride	4.3	1.2918	0.2153	0.6459
PROSTACARE	Finasteride	22.2	6.6495	1.10825	3.32475
PROTOGYN	Tinidazole	106.9	32.0619	5.34365	16.03095
PROXETINE	Fluoxetine (HCl)	33.5	10.0353	1.67255	5.01765
PROXIDOL	Naproxen	56.6	16.9875	2.83125	8.49375
REFLUXIN		0.0	0	0	0
RINOMIST	Sodium Chloride	51.0	15.3078	2.5513	7.6539
SALICORT	Dexamethasone acetate, Salicylic acid	10.6	3.1809	0.53015	1.59045
SELEKTINE	Meloxicam	62.2	18.6642	3.1107	9.3321
SERODASE	Serratiopeptidase	101.0	30.3051	5.05085	15.15255
TOPICORT	Hydrocortisone Acetate	7.6	2.2887	0.38145	1.14435
VAXOR	Venlafaxine (HCl)	21.2	6.3624	1.0604	3.1812
VIGAIN	Sildenafil (citrate)	100.1	30.0405	5.00675	15.02025
ACENIL	Aluminum Hydroxide, Magnesium Hydroxide, Simethicone	11.6	3.4779	0.57965	1.73895
AD CAL	Calcium Carbonate	8.7	2.6151	0.43585	1.30755
AMODINE	Famotidine	21.4	6.4251	1.07085	3.21255
ANGIOTEC	Enalapril Maleate	213.5	64.0524	10.6754	32.0262
ANGIOZIDE	Enalapril Maleate, Hydrochlorothiazide	125.5	37.6542	6.2757	18.8271
ASMANOR	Salbutamol	19.3	5.7957	0.96595	2.89785
AZOX		0.0	0	0	0
BACTALL	Ciprofloxacin	57.0	17.1084	2.8514	8.5542
BENDAZOLE	Mebendazole	54.0	16.1859	2.69765	8.09295
BEVACOL	Mebeverine HCL	52.0	15.6009	2.60015	7.80045
BUSIRONE	Buspirone HCL	0.2	0.0588	0.0098	0.0294

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
CARDIOSAFE		21.9	6.5592	1.0932	3.2796
CASTOR OIL B.P		5.7	1.7241	0.28735	0.86205
CLINDOX		0.0	0	0	0
COBAL	Mecobalamin	340.0	102.015	17.00245	51.00735
DOLORAZ		708.8	212.643	35.4405	106.3215
DOPANORE	Methyldopa	18.4	5.5179	0.91965	2.75895
DYSMAN	Mefenamic Acid	4.1	1.2357	0.20595	0.61785
ERACID	Clarithromycin	22.4	6.7236	1.1206	3.3618
FENADEX	Fexofenadine	129.8	38.9316	6.4886	19.4658
FUNZOL	Fluconazole	27.7	8.3169	1.38615	4.15845
GABANET		0.0	0	0	0
GLITRA		31.6	9.4746	1.5791	4.7373
HISTANORE	Chlorpheniramine Maleate	0.0	0	0	0
JOPADOL	Paracetamol, Salicylamide	0.0	0	0	0
JOPAMOL	Paracetamol	0.1	0.0357	0.00595	0.01785
KAFI KUF	Dextromethorphan HBR, Guaiphenesin, Pseudoephedrine HCL	0.0	0	0	0
LACINE		7.4	2.2176	0.3696	1.1088
LAZAL	Lansoprazole	3.3	0.9831	0.16385	0.49155
LOSTIN	Lovastatin	0.0	0	0	0
LOWRAC	Amlodipine	42.7	12.8142	2.1357	6.4071
MAMY		0.0	0	0	0
MEFORIN	Metformin HCL	1.1	0.3342	0.0557	0.1671
METHACIN	Indomethacin	0.0	0	0	0
METROZOLE	Metronidazole	74.2	22.2495	3.70825	11.12475
MEZACOL	Mesalazine	0.0	0	0	0
MONOZIDE	Hydrochlorothiazide	17.2	5.1546	0.8591	2.5773
MUCOLAN	Bromhexine HCL	25.2	7.5696	1.2616	3.7848
NABTON		0.0	0	0	0
NO NAPPY		0.0	0	0	0
NORACIN	Norfloxacin	151.0	45.3051	7.55085	22.65255
NORACTONE	Spironolactone	17.3	5.1804	0.8634	2.5902
NOTRIM		0.3	0.0816	0.0136	0.0408
NOXEN	Naproxen	8.0	2.3931	0.39885	1.19655
ORAGIN		126.9	38.0739	6.34565	19.03695
OXETINE	Fluoxetine	94.1	28.236	4.706	14.118

List of imported raw material per product

Product	Active Ingredient	Value	Active (30%)	Inactive (5%)	Packaging (15%)
OXIMAL		66.5	19.9644	3.3274	9.9822
PERIDON		0.0	0	0	0
PIZOFEN	Pizotifen	32.9	9.8745	1.64575	4.93725
POVIRA		0.0	0	0	0
PYLOMID	Metoclopramide HCL	1.4	0.4083	0.06805	0.20415
RANIDINE	Ranitidine	289.4	86.8083	14.46805	43.40415
RAXIDONE		48.3	14.4975	2.41625	7.24875
RAZENTIL		0.0	0	0	0
RAZIMOL		0.0	0	0	0
RAZON	Pantoprazole	56.7	17.0154	2.8359	8.5077
RHINOSTOP	Chlorpheniramine Maleate, Paracetamol, Pseudoephedrine HCL	51.7	15.498	2.583	7.749
ROMAC	Roxithromycin	72.3	21.6786	3.6131	10.8393
ROXAM	Piroxicam	0.0	0	0	0
RUMARET	Triprolidine HCL, Paracetamol, Pseudoephedrine HCL	0.0	0	0	0
SECNEZOLE	Secnidazole	94.0	28.2078	4.7013	14.1039
SETRAL		41.8	12.5427	2.09045	6.27135
SIMAT	Simethicone	0.0	0	0	0
SPASMONOR	Hyoscine-N-Butylbromide	10.8	3.2457	0.54095	1.62285
SPASMONOR CO	Hyoscine-N-Butylbromide, Paracetamol	4.9	1.4598	0.2433	0.7299
SWEERAZ		0.0	0	0	0
TALIN	Terbutaline Sulphate	81.5	24.4515	4.07525	12.22575
TEFANYL	Ketotifen	39.4	11.8278	1.9713	5.9139
TENOX	Tenoxicam	4.7	1.4193	0.23655	0.70965
TETRAZIN	Sulphadiazine, Tetraoxprim	0.0	0	0	0
TINAZOL		0.0	0	0	0
TORVACOL		240.9	72.2643	12.04405	36.13215
TUSPEC	Dextromethorphan HBR, Guaiphenesin	0.0	0	0	0
TUSSINORE	Dextromethorphan HBR	0.1	0.0309	0.00515	0.01545
VANCOR		0.0	0	0	0
VOMINOR	Meclozine HCL, Pyridoxine HCL	76.2	22.8699	3.81165	11.43495

Source: Local Manufacturers

USAID Jordan Economic Development Program
Salem Center, Sequleyah Street
Al Rabieh, Amman
Phone: +962 6 550 3050
Fax: +962 6 550 3069
Web address: <http://www.sabeq-jordan.org>