

04.11.2016

Title East African Pharma Companies Missing
Out On Fast Growing \$5 Billion
Opportunity

Media Noticias de Salud

Category: Blog

Country Blog/Online English

Theme Investment

The \$5 billion East African pharmaceutical market is expected to grow by more than 12% per year for the next five years, as lifestyle changes in the region lead to higher rates of non-communicable diseases such as diabetes.

Such high growth offers significant opportunity, but so far the region's 65 manufacturers have only been able to satisfy about 30% of market demand, leaving the other 70% to be captured by imports. "The biggest challenge facing local producers is the lack of capital they need to invest in improving product quality," says Christoph Spennemann, in charge of **UNCTAD's** programme on intellectual property rights and development.

"Local companies need to invest in new and better production and research facilities, but conventional banks see them as too risky and are reluctant to finance their projects," he adds, during a 2-4 November meeting in Nairobi on boosting pharmaceutical production in the East African Community (EAC).

Boosting this production requires foreign investors, Mr. Spennemann says, but many investors want to see further harmonization of national drug regulations in the region, which includes Burundi, Kenya, Rwanda, Tanzania and Uganda.

"It's all about economies of scale," he says. "Investors are more interested in a regional market of 140 million people than individual countries."

"Before they invest, they want to be sure that a drug approved in one country can be sold in all five," he says.

Right now this is not guaranteed because too many differences still exist between national regulations, Mr. Spennemann says, adding that the region is currently testing the feasibility of a joint approval from all five countries' drug regulatory agencies.

Boosting local pharmaceutical production is hot on the political agenda for EAC governments, looking to reduce medical costs for families and to increase access to essential medicines, especially in rural areas.

In addition to regional policy harmonization, local pharmaceutical industries need a supportive domestic policy environment, including on tax, research and development, and trade policies. Get one of these policies wrong and local producers are at a disadvantage, Mr. Spennemann says.

At the Nairobi meeting, **UNCTAD** is supporting the EAC secretariat to look at proposals from the Federation of East African Pharmaceutical Manufacturers for boosting investment into the region's pharmaceutical industry.

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Title East African Pharma Companies Missing Out On Fast Growing \$5 Billion Opportunity; Such High Growth Offers Significant Opportunity, But So Far The Region's 65 Manufacturers Have Only Been Able To Satisfy About 30% Of Market Demand, Leaving The Other 70% To Be Captured By Imports

Media African Press Organization

Category: Online Media

Country Internet

English

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04.11.2016

Title East Africa Pharmaceutical Market To See Fast Growth: Unctad

Media Xinhua News Agency

Category: News Agency

Country China English

Theme Investment

NAIROBI, Nov. 4 (Xinhua) -- The **UN conference on trade and development (UNCTAD)** on Friday forecast the current five billion U.S. dollar East African pharmaceutical market to grow by more than 12 percent per year for the next five years.

Christoph Spennemann, who is in charge of **UNCTAD's** program on intellectual property rights and development, said the growth will be buoyed by lifestyle changes in the region which have led to higher rates of non-communicable diseases such as diabetes.

"The biggest challenge facing local producers is the lack of capital they need to invest in improving product quality," Spennemann told a Nairobi meeting on boosting pharmaceutical production in the East African Community (EAC).

According to Spennemann, such high growth offers significant opportunity, but so far the region's 65 manufacturers have only been able to satisfy about 30 percent of market demand, leaving the other 70 percent to be captured by imports.

Boosting local pharmaceutical production is hot on the political agenda for EAC governments, looking to reduce medical costs for families and to increase access to essential medicines, especially in rural areas.

Spennemann said local pharmaceutical industries need a supportive domestic policy environment, including on tax, research and development, and trade policies in addition to harmonization.

"Get one of these policies wrong and local producers are at a disadvantage," he said.

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Title East African Pharma Companies Missing
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Media Pharmacy Choice

Category: Online Media

Country United States

English

Theme Investment

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Media EIN Newsdesk

Category: Online Media

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English

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Title Eac Pharma Companies Missing Out On Fast Growing \$5 Billion Opportunity

Media Rwanda Eye

Category: Online Media

Country Rwanda

English

Theme Investment

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07.11.2016

Title Imports Rule Eac Pharmaceuticals

Media East African Business Week

Category: Newspaper

Country Uganda

English

Theme Investment

NAIROBI, KENYA - Regional pharmaceutical manufacturers government and United Nations agencies met last week to find ways of limiting dependence on imports of drugs and medicines that make up 70% of products sold in the East African Community (EAC) writes

Imports rule EAC pharmaceuticals

Click to view image [<http://www.busiweek.com/cls/imgsize.php?img=../img2/nov2-eac-drugs1-final.jpg&w=480&h=228&constrain>] AGENDA: Nijimbere said increased investment in the regional pharmaceutical industry is critical after Ndegwa (third right) told participants on behalf of Kandie, regional manufacturers provide only 30% of the drugs sold in the market.

NAIROBI, KENYA - Regional pharmaceutical manufacturers government and United Nations agencies met last week to find ways of limiting dependence on imports of drugs and medicines that make up 70% of products sold in the East African Community (EAC) writes JOHN SAMBO.

Kenyan Cabinet Secretary for East African Community Integration, Labour and Social Protection, Phyllis Kandie said the pharmaceutical sector is a critical area of cooperation in health matters within the EAC.

However its growth is being hampered because regional manufacturers are operating at a cost disadvantage due to their scale, expensive asset base coupled with out-dated technology, higher financing costs plus a lack of integration with active pharmaceutical ingredients suppliers.

"This situation makes domestically manufactured medicines uncompetitive compared to imports and the regional pharmaceutical market is therefore dominated by imports with domestic manufacturers only meeting less than 30% of the medicines demand," Kandie said in a speech read for her by Barrack Ndegwa, the Integration Secretary, in the Ministry.

At the three-day conference were representatives from EAC Partner States including Ministries of Health, Finance and Industry, National Medicines Regulatory Agencies (NMRAs), National Procurement Agencies (NMPAs), AU-NEPAD Planning and Coordinating Agency, World Health Organization (WHO), **United Nations Conference on Trade and Development (UNCTAD)**, United Nations Industrial Development Organization (UNIDO) and the private sector (local and international pharmaceutical manufacturers) as well as international development partners and investors among others.

Kandie said the conference was therefore significant as it provides a platform for stakeholders to have a conversation among the policy makers, industry players, the civil society, as well as social and development partners on how to deepen cooperation in the sector.

Giving some insight, Kandie said during 2014, the pharmaceutical market of the EAC was valued at \$1.9 billion.

It was forecast to grow at a compound annual rate of 8.3% to reach \$4.2billion in 2024. However, Kenya, which is the leading pharmaceutical producer in the region, with approximately 50%

production and rising exports, supplies just 25% of the Kenyan market.

Kandie said Tanzania supplies a declining share of its own domestic medicines market, down from 35% in 2009 to between 10% and 20% today.

Kandie requested Development Partners and other stakeholders to support the growth of the sector by engaging and addressing the concerns of the domestic pharmaceutical manufacturers and potential investors.

Josiane Nijimbere, the Burundi Minister of Public Health and the Fight Against AIDS, said medicines have become a very important and powerful tool, now more than ever, in improving the health status of populations and, in the long term, for reducing healthcare costs and ensuring sustainable development through health working human resource.

"I am therefore delighted that the East African Community has decided to hold this conference in collaboration with our Development Partners here present and those who have not been able to make it, raise awareness of various stakeholders on the need to promote investment in pharmaceutical manufacturing," she said.

She said the health sector is important because the EAC integration agenda wants to raise standard of living across East Africa.

"To this effect, the development of the pharmaceutical sector and investments is equally critical if we want to achieve the objectives of the Community," she said.

The EAC Deputy Secretary General in charge of Productive and Social Sectors, Christopher Bazivamo said poor performance of the EAC health sector has contributed to shortage of essential medical products and health technologies, which could be produced within the region by the regional industrial sector.

He said, "About 75% of the EAC pharmaceutical market demand is met through importation of medical products and health technologies while 25% is covered by domestic pharmaceutical production."

He asked Partner States to consider implementing incentive packages. These may include a uniform preferential margin of 20% for all regionally produced medicines and medical devices in public tenders according to Article 35 of the Common Market Protocol; removal of duties for imported raw and packing materials.

He also suggested waivers for pharmaceutical manufacturing related equipment as well as spare parts for the equipment acquired by domestic manufacturers registered in the EAC.

Another measure is classification and import restrictions for finished pharmaceutical products that can be produced within the region, based on regional capacity and quality audits of local manufacturers.

07.11.2016

Title Unctad United Nations Conference On Trade And De: East African Pharma Companies Missing Out On Fast Growing \$5 Billion Opportunity

Media 4-traders

Category: Online Media

Country France English

Theme Investment

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07.11.2016

Title East African Nations Agree Declaration Promoting Regional Pharma Sector Investment

Media **Techrights**

Category: Blog

Country Blog/Online English

Theme Investment

The three-day conference brings together key stakeholders from EAC Partner States including Ministries of Health, Finance and Industry, National Medicines Regulatory Agencies (NMRAs), National Procurement Agencies (NMPAs), AU-NEPAD Planning and Coordinating Agency, World Health Organization (WHO), **United Nations Conference on Trade and Development (UNCTAD)**, United Nations Industrial Development Organization (UNIDO) and the private sector (local and international pharmaceutical manufacturers) as well as international development partners and investors among others.

08.11.2016

Title Invest Easy Portal By Nortal Propels
Oman 127 Places Up In World Bank
Ranking

Media **The Baltic Course**

Category: Online Media

Country Estonia English

Theme Investment

Following successful launch and implementation of Invest Easy portal developed by multinational full-service strategic change and technology company Nortal, Oman made an unprecedented leap in the Ease of Doing Business Ranking of World Bank's annual Doing Business 2017 report, jumping 127 places in category 'Starting a Business' compared to previous year, Nortal representative told BC.

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According to Peeter Smitt, Middle East region Managing Director at Nortal, the record climb is a direct result of optimized business registry processes and various supporting online services made possible by Invest Easy portal, a single point of access to all government e-services for entrepreneurs that has had substantial impact on local business environment and climate in Oman.

The Invest Easy portal is a major government project led by Ministry of Commerce and Industry (MoCI) and Information Technology Authority (ITA) with a goal to transform the way businesses operate in Oman by spearheading the first true e-government initiative in the country. "Starting from standardisation and re-organisation of the Oman's National Business Register and releasing fully online e-services, optimizing commercial registration and activity licensing processes, to introduction of annual financial reporting – the ambitious vision has gone well beyond a typical software development project, effecting also legislation changes," said Smitt.

The total number of legal persons registered in Oman has increased constantly since the first stages of Invest Easy were launched in June 2014. "Invest Easy is not only about digitalisation of processes – we see a real impact this seamless e-government solution has had on business environment. In 2014, the total number of legal persons registered was 19 440, in 2015 already 28 158 and during first 10 months of 2016 the number has increased to 31 984," added Smitt.

The Invest Easy portal, that brings together 76 various services, allows companies to submit digitally signed documents to Oman's National Business Register and apply online to start a business, acquire licenses, amend registry data, prepare financial reports and utilize a number of other relevant services for entrepreneurs.

As of April 2016, more than 243 economic activities in Oman are unlicensed, meaning one can start with business activities right after the registration is completed. In addition, there are over 800 licenses that one can apply for online via Invest Easy portal.

Invest Easy portal development started in the beginning of 2014, work was completed in stages and finalised end of July 2016.

World Bank's annual report Doing Business 2017 is the 14th in a series of reports that presents quantitative indicators on business regulation and the protection of property rights that can be compared across 190 economies over time. Doing Business report measures various aspects of regulation affecting the life of a business. The indicators are used to analyze economic outcomes and identify what reforms of business regulation have worked, where and why. Ranking on the ease of doing business includes: starting a business, dealing with construction permits, getting electricity, registering property, getting credit, protecting minority investors, paying taxes, trading across borders, enforcing contracts, and resolving insolvency. Data in Doing Business 2017 are current as of June 1, 2016. Report Doing Business 2017: <http://www.doingbusiness.org/reports/global-reports/doing-business-2017> and ranking: <http://www.doingbusiness.org/rankings>.

Earlier this year, the reputable Global Enterprise Registration (GER.co) rating awarded Nortal's business e-portal Invest Easy for the Sultanate of Oman the highest ranking, naming it one of the five best government-to-business (G2B) solutions in the world. GER.co's rating is managed by the **United Nations Conference on Trade and Development (UNCTAD)**, the United States Department of State and the Kauffman Foundation's Global Entrepreneurship Network (GEN).

The Invest Easy system has also received further international acclaim. At the recent World Summit on the Information Society award ceremony, it won second place in the Business & Commerce category, which evaluated ICT solutions with high social impact, supporting and optimizing business processes. Recently Invest Easy also received two prestigious regional awards – GCC eGovernment Award for the best eGovernment service for business sector and Al-Roya Economic Awards for the best governmental e-service.

Nortal is a multinational strategic change and technology company. Combining the unique experience of transforming Estonia into a digital leader and creating change in businesses with a strategic approach and data-driven technology, our vision is to build a seamless society. Nortal operates in nearly 20 countries and employs over 500 specialists who carry out high-impact projects across Europe, Middle East and Africa. www.nortal.com

08.11.2016

Title East African Pharma Companies Missing Out On Fast Growing \$5 Billion Opportunity

Media **Tralac**

Category: Online Media

Country South Africa

English

Theme Investment

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Title East African Nations Agree Declaration Promoting Regional Pharma Sector Investment

Media Intellectual Property Watch

Category: Online Media

Country Switzerland

English

Theme Investment

Senior officials from East African nations last week agreed on a declaration on promoting investment in the region's pharmaceutical sector, spelling out terms aimed at boosting investment in ways that are locally relevant and responsible. The declaration includes: steps to standardise and improve product quality and registration, boosting government procurement of local products, setting up research centres, adopting domestic laws on intellectual property and international trade flexibilities to IP, actions against counterfeit and substandard medical products, and increasing exports. The meeting comes as local pharmaceutical production is seen to be in decline in the region.

Mr. Samuel Mwangi Kahenu, Senior Assistant Director, Regional Integration, Ministry of the East African Community Integration, Labour and Social Protection, Kenya addresses participants at the closing session

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Below is the declaration as agreed (the online version is available here):

RESOLUTIONS: 1st International High Level Multi-Stakeholders Conference on Promoting Pharmaceutical Sector Investments in the East African Community

The 1st International High Level Multi-Stakeholders Conference on Promoting Pharmaceutical Sector Investments in the East African Community (EAC) was held in Nairobi, Kenya at Laico Hotel on 2nd to 4th November 2016. The Conference was officially opened by Hon Christopher Bazivamo, EAC Deputy Secretary General Productive and Social sectors, Hon. Phyllis Kandie, Cabinet Secretary, East African Community, Labour and Social Protection of the Republic of Kenya and Hon. Dr. Josiane Nijimbere, Minister for Health and Fight against AIDS, Republic of Burundi.

The conference was jointly organized by the East African Community Secretariat (EAC), Ministry of East African Community, Labour and Social Protection of the Republic of Kenya, GIZ/GFA Project on Pharmaceutical Sector promotion, Federation of East African Pharmaceutical Manufacturer's Association (FEAPM), Bill and Melinda Gates Foundation, World Bank, African Union NEPAD Planning and Coordinating Agency, the World Health Organization (WHO), United Nations Industrial Development Organization (UNIDO), **United Nations Conference on Trade and Development (UNCTAD)** and German Metrology Institute (PTB).

The conference was attended by domestic and international pharmaceutical manufacturers, stakeholders from Ministries of Health, Finance, Trade and Industry, National Medicines Regulatory Authorities (NMRAs), National Medicines Procurement Agencies (NMPAs), and development partners including UNAIDS, and Swiss Tropical Institute and experts from the cooperating partners. The conference made the following resolutions on this date 4th November 2017:

i) Investment in development of EAC domestic pharmaceutical manufacturing sector has an important role in achieving economic transformation goals, access to medicines goals and Sustainable Development Goals (SDGs) and enhances inclusive growth in the health sector and economy at large. The EAC and FEAPM to develop a robust Incentive Framework that will lead to significant investments in regional pharmaceutical manufacturing.

ii) EAC to ensure policy coherence across the sectors of health, industry, trade, commerce, customs and enhanced market access at regional and national levels in the EAC Pharmaceutical Manufacturing Plan of Action (EACRPMPOA 2017-2027) and the EAC Medicines and Health Technologies Policy and Strategic Plan (2016-2021) currently under preparation.

iii) The EAC to undertake a stepwise approach towards the implementation and domestication of the EAC Harmonized Good Manufacturing Practice (GMP) Standards to ensure domestic pharmaceutical industry stays competitive at regional and international levels. Basing on the experience and benefits of the Kenya GMP roadmap the region commits to implementation of the roadmap within 5 years.

iv) In order for the EAC Pharmaceutical manufacturing sector to capitalize on the available market and ensure medical products produced domestically are safe, efficacious and of acceptable quality standards to build customer trust and confidence, the EAC domestic pharmaceutical manufacturers to utilize the EAC-Medicines Regulatory Harmonization scheme including the single application for registration of medical products to be marketed in all the five Partner States and joint GMP inspections which reduces duplication of efforts, costs and time to the Pharma sector.

v) Preferential treatment of locally produced pharmaceutical products in government procurement is key to creating the necessary demand for locally manufactured products and thus more investments. To this end the government of East African Partner States and the private sector are called upon to give a preferential margin of up to 30% to the domestic manufacturers.

vi) For purposes of resolution No. (v) the region undertakes to operationalize Article 35 of the EAC Common Market Protocol, which clearly defines, 'local' in a regional content to ensure that preferential treatments accorded to nationals are extended to all suppliers within the East Africa Community.

vii) Noting that the low level of domestic production of essential medicines and health technologies leads to shortage of essential medicines and health technologies, the EAC and FEAPM to prepare a list of essential medicines that can be produced within the region. The region will then undertake classification and import restrictions for these finished pharmaceutical products based on regional capacity and quality audits of local manufacturer.

viii) Noting the importance of finance to investments in the sector, the EAC undertakes to explore innovative mechanisms for financing domestic pharmaceutical manufacturing.

ix) EAC in collaboration with FEAPM to formulate a regional skills development and partnership programme based on the assessment needs in pharmaceutical manufacturing and research centres.

x) Noting the importance of innovation, research, technology and development to the sector, the EAC to undertake networking research centres and build synergies among researches taking place within EAC in biotechnology and pharmaceutical. Further they are to increase participation of EAC research institutions in researches taking place outside EAC including public-private product development partnerships on diagnostics and treatment of tropical and communicable disease.

xi) Noting the importance of Intellectual Property Rights, the governments of the EAC Partner States are called upon to implement the recommendations of the Regional Intellectual Property Policy on utilization of Public Health Related WTO- Trade Related Aspects of Intellectual Property Rights (TRIPS) [pdf] under their domestic laws.

xii) EAC undertakes to implement the EAC Competition Policy to improve coordination, to combat substandard, spurious, falsely labelled, falsified and counterfeit products. Further the region commits to undertake pharma covigilance and post market surveillance activities.

xiii) Noting the importance of enhancing market access for EAC products in other regions, the region undertakes to include pharmaceutical exports in regional and bilateral trade negotiations.

xiv) The EAC commits to strengthen the existing multi sectoral regional and national steering

committees for the implementation of the EAC Regional Pharmaceutical Plan of Action.

xv) The EAC welcomes the, 'Nairobi Statement on Investments in Access to Medicines' signed by **UNCTAD**, AUC, MOH Kenya, MOITI SA and UNAIDS and calls upon EAC Partner States to join in the commitment to promote local pharmaceutical production in support of SDG goals and emphasize policy coherence and market integration.

xvi) The stakeholders recommended that the multi sectoral conference will be biennially to take stock of the development of joint activities and progress.

Done at Nairobi, Kenya this 4th day of November 2016

Title Pharmaceutical Market Growth In East Africa Predicted A Rate Of 12 Percent Annually

Media Oman News Agency

Category: News Agency

Country Oman Arabic

Theme Investment

Original Title توقع نمو سوق الدواء في شرق افريقيا بمعدل 12 بالمائة سنويا

واشنطن في 7 نوفمبر/العمانية / توقعت منظمة الاونكتاد نمو سوق الدواء في منطقة شرق افريقيا بمعدل 12 بالمائة سنويا خلال السنوات الخمس المقبلة.

واشارت في بيان جديد نشرته على موقعها الالكتروني الى ان دول شرق افريقيا تستورد نحو 70 بالمائة من احتياجاتها من الدواء من الخارج فيما تقوم 65 شركة بتلبية 30 بالمائة من الاحتياجات محليا.

وذكرت ان قيمة صناعة الدواء في منطقة شرق افريقيا تبلغ 5 مليار دولار سنويا مشيرة الى ان المستثمرين اكثر اهتماما بهذا القطاع في منطقة يبلغ عدد سكانها نحو 140 مليون نسمة وتضم بوروندي وكينيا ورواندا وتنزانيا واوغندا.

/ العمانية /

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