

## القطاع الدوائي في قطر: يداً بيد في مواجهة الحصار

# Medication Sector in Qatar: Hand in Hand Facing the Blockade



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# Disclosure of Conflict of Interest

**Presenting Authors Have No Relationships  
to Disclose**





# “Medication Sector in Qatar” After Math Hand in Hand Facing the Embargo

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MANY THANKS TO HIS HIGHNESS EMIR OF QATAR



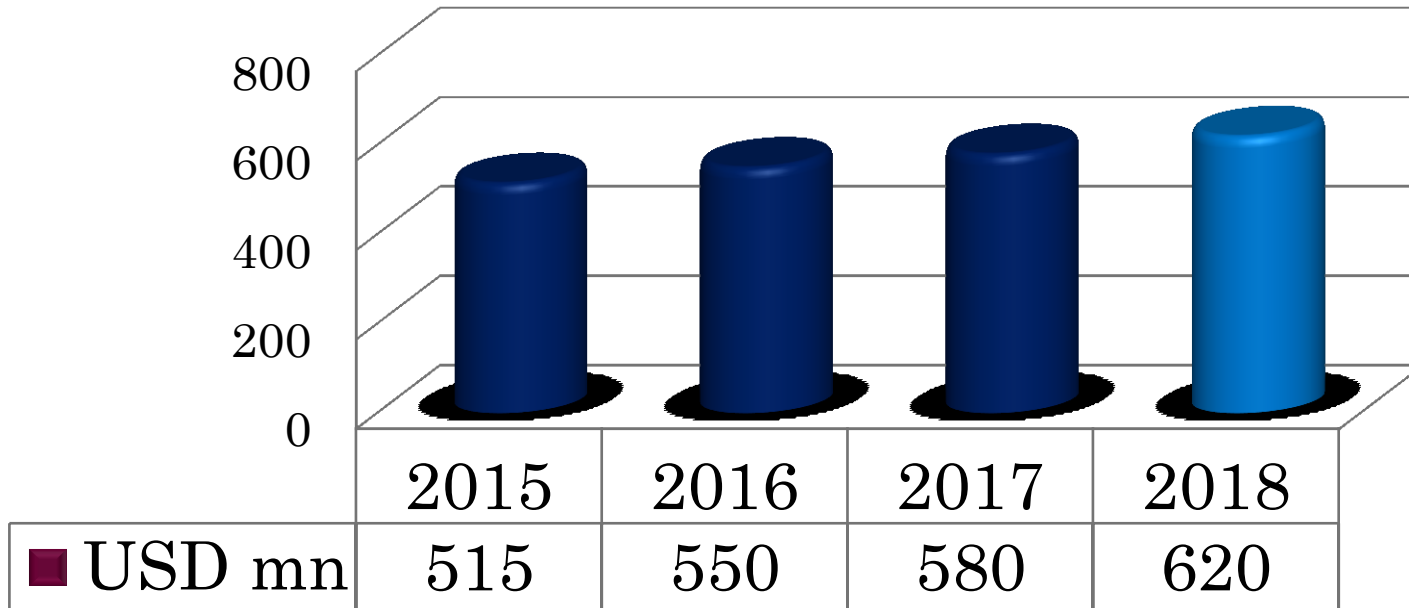
## **OVERVIEW:**

- ❖ **Current Pharma Market Share of Qatar**
- ❖ **Consequences of depending on other countries**
- ❖ **Main challenges and barriers of local production of medicines in Qatar**
- ❖ **How to overcome the challenges and barriers**
- ❖ **Advantages of producing locally**
- ❖ **Conclusion**

# Estimated Current Market Share

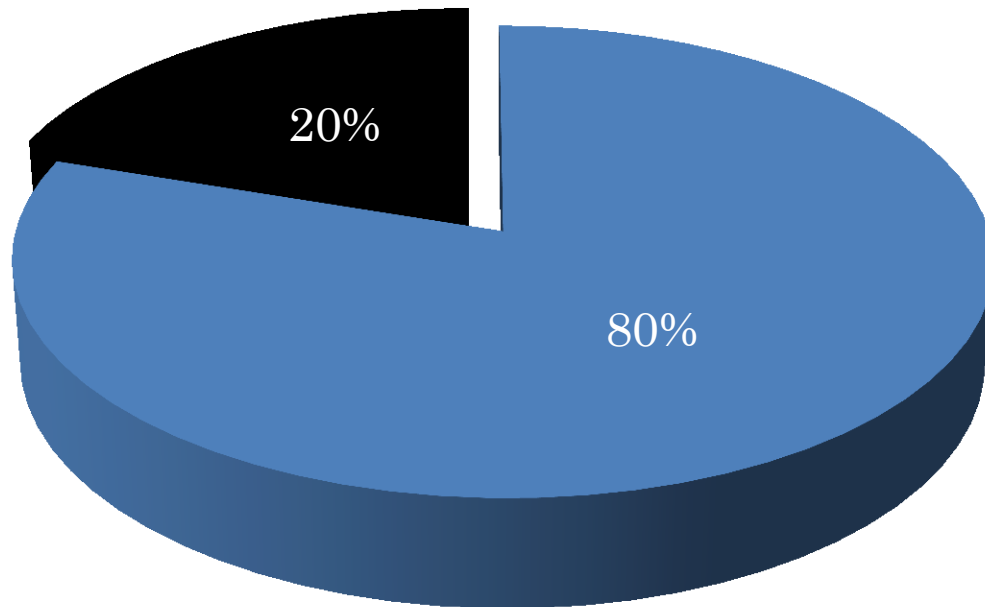


- ❖ GCC - 1% of world pharma business (13 billion USD)
- ❖ Qatar shows approximately 600 million USD



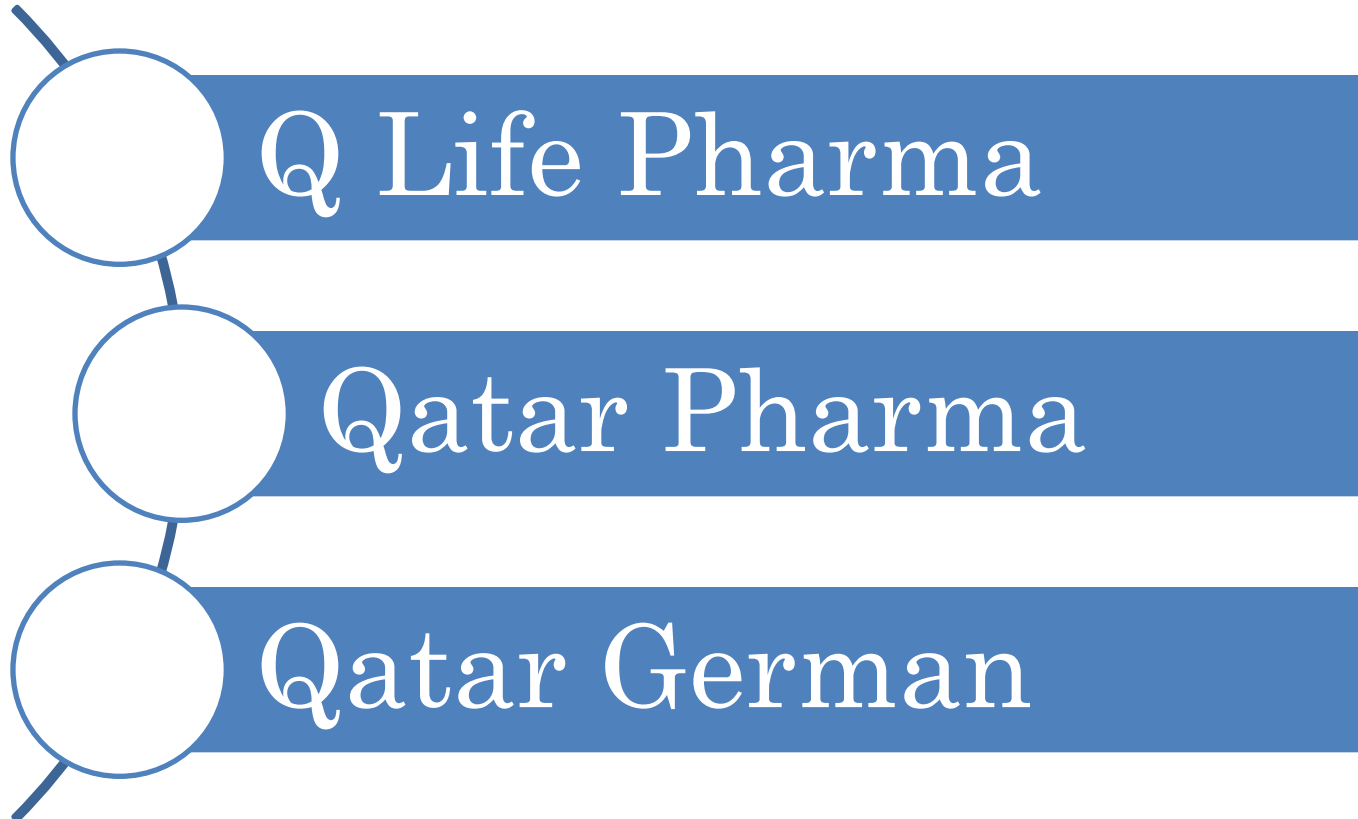
# Brands and Generics

537.453 MN USD



- BRANDS - 430 mn USD
- GENERICS - 107 mn USD

# Existing Pharmaceutical Companies





# Medicine Availability Before and After Blockade



## BEFORE

- Imported Brands & Generic medicines from the GCC & around the world

## AFTER

- Stopped importing Generics from KSA, UAE, Bahrain and Egypt
- Started Importing Generics and Brands from around the world at a higher price

# Consequences of depending on importing from other countries



1

• Sudden discontinuation from supplying countries

2

• Big shortage of trusted medicines

3

• High cost of purchases

4

• No self-sufficiency in Medicines

5

• No well-established R&D in the country

# Advantages of producing locally



1

• No effect by discontinuation of supplying countries.

2

• No shortage of essential medicines

3

• High cost of purchase can be controlled

4

• Self sufficiency in Medicines.

5

• Country owned R&D

6

• New job creation

7

• Export Business

8

• Assurance of quality

# Main Challenges and Barriers of Local Manufacturer



- **Technology and knowledge transfer**
- **Small market for Generic medicines**
- **Very high over heads**
- **Scarcity of Qatari Human recourses in the Pharmaceutical industry**
- **Lack of raw materials**
- **Complicated rules and regulations**
- **Delayed documentation**
- **Qatar is not one of the reference countries in medicine**

# Recommended steps to overcome the challenges and barriers



- Establishing new rules and regulations to counter the new situation
- Prioritizing Qatari products
- Registration control on similar generic products that are already produced in Qatar
- Enforcing a law to encourage international innovator manufactures to corporate with local manufacturers (Under license)
- Fast track approval for all pharmaceutical files
- Encourage pharmaceutical engineering course by universities in Qatar

# CONCLUSION:



**PROMOTE THE PRODUCTION OF  
PHARMACEUTICALS & GENERICS  
WITH THE HELP OF  
LOCALLY REGISTERED COMPANIES**



شكراً

Thank You