

Appendix E

Status of the Lebanese Pharmaceutical Manufacturers

The following are supplementary findings extracted from the “Lebanese Manufacturers Questionnaire 1999-2000” prepared by Tomorrow’s Advice. Seven out of the eight local pharmaceutical manufacturers responded to the Questionnaire. Several responses were incomplete or inconsistent with the questions. Data made available to Tomorrow’s Advice was not comparable. Confidentiality of data was promised therefore several issues are mentioned in an aggregated fashion not to lead to a specific manufacturer. Some of the main consistent findings from the Questionnaire are listed below.

1. Promotion efforts are not concentrated on image building but rather on sales and market share development.
2. Insufficient levels of expertise of human resources in Generic Drug Development units and QC/QA departments.
3. Local pharmaceutical manufacturers do not have “R&D” activities.
4. Manufacturers possess “Generic Drug Development” (GDD) research units whose activities consist mainly of proving formulas for generic drug development.
5. Levels of investment in GDD units are modest with moderately qualified personnel.
6. Seven out of the eight local pharmaceutical manufacturers import their Raw Material from Western European countries or from the United States.
7. Some manufacturers perform Quality Control on Raw Material.
8. Customs on pharmaceutical chemical raw material range from 6% to 19%.
9. Some manufacturers are seeking bio-equivalency tests in coordination with universities and hospitals.
10. Manufacturers are unable to determine their local market shares due to insufficiency of reliable information: three out of eight manufacturers attempted internal benchmarking and statistical analyses.
11. Internal ratios are rarely used to monitor and track performances.