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الاتحاد الأردني لمنتجي الأدوية

**Arab Hellenic  
Economic Forum**

**“Greece & the Arab  
World: Embracing  
Change”**

**Athens  
December 13-14,  
2023**

# **The Jordanian Pharmaceutical Industry**

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Secretary General**

**The Jordanian Association of Pharmaceutical  
Manufacturers JAPM**



**Scope**

**Jordanian  
Pharmaceutical  
Industry**

- **Facts & Figures**
- **Jordan Economic Modernization Vision 2023-2033**
- **Jordan/ Greece Potential Collaboration in Pharmaceuticals**



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# Jordanian Pharmaceutical Industry- Facts & Figures

## Employment

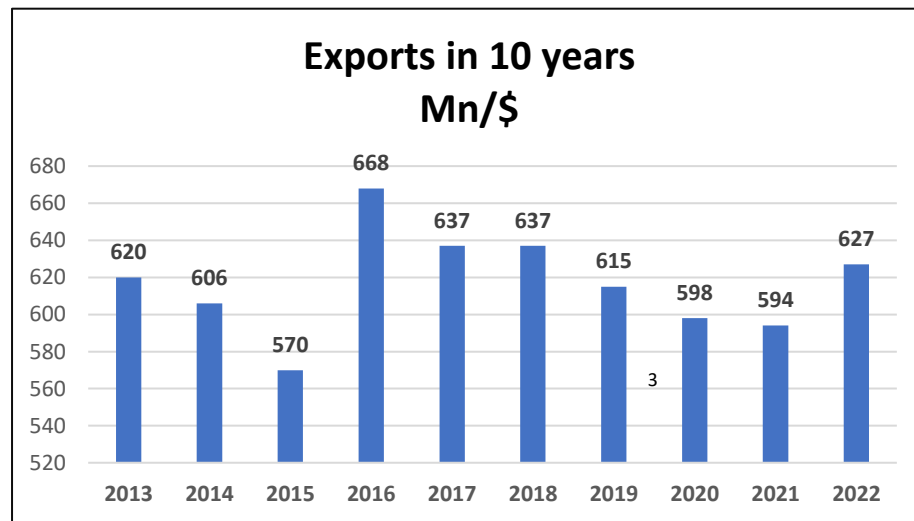
- Around 50,000; direct & indirect
- 99% Jordanian
- 37% Females
- Educated skilled labor, 67% Have university degrees
- \$627m in 2022
- 78 countries
- 70-80% of production

## Investment

- Around \$2 bn in parent companies & subsidiaries
- 23 Manufacturers (+4)
- 76 production line, 2 bn unit/y
- 20 subsidiaries in 11 countries: USA, Portugal, Italy, Germany, KSA, Algeria, Egypt, Tunis, Morocco, Sudan & Oman.

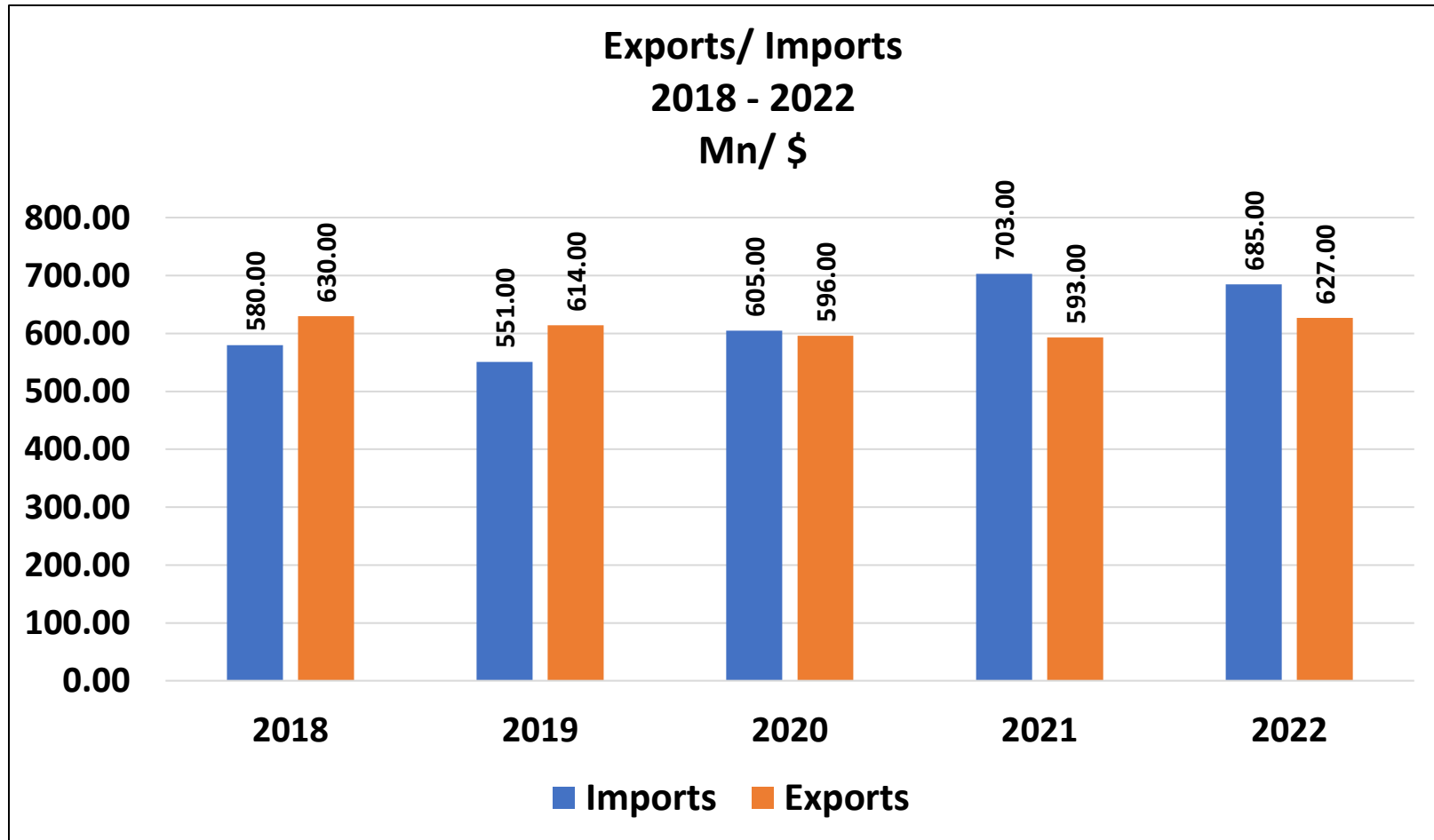
## Exports

- 5<sup>th</sup> largest exporting industrial sector
- Around 7% of Jo. exports





# Pharmaceutical Trade Balance in Jordan Exports/ Imports 2018 – 2022 (MN/\$)





# Strengths of Jordanian Pharmaceutical Industry

- Stringent Regulatory Authority (JFDA), in line with International guidelines, & has international presence
- GXP compliance: GMP, GDSP, GLP, GCP
- Exports to highly regulated markets, resulted in reputation of quality &
- Experience in regulations, marketing & markets' dynamics
- Skilled labor; formulations, analytical, production, etc..



# International presence of Jordanian Food & Drug Administration

- Stringent Regulatory Authority, regulations in line with International guidelines & has international presence

**Jordan Food & Drug Administration JFDA**



**Jordan Food & Drug Administration (JFDA) has submitted a complete membership application to PIC/S on 20<sup>th</sup>, January 2021**

**The Rapporteurs were appointed in 2022  
Audit is expected in 2024**



**PICs has 56 participating authorities**  
**<https://picscheme.org/en/members>**

**& 5 Applicants (Jordan, Armenia, China, Philippine & Russia)**  
**<https://picscheme.org/en/accessions-applicants>**



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# WHO Global Benchmarking Tool GBT

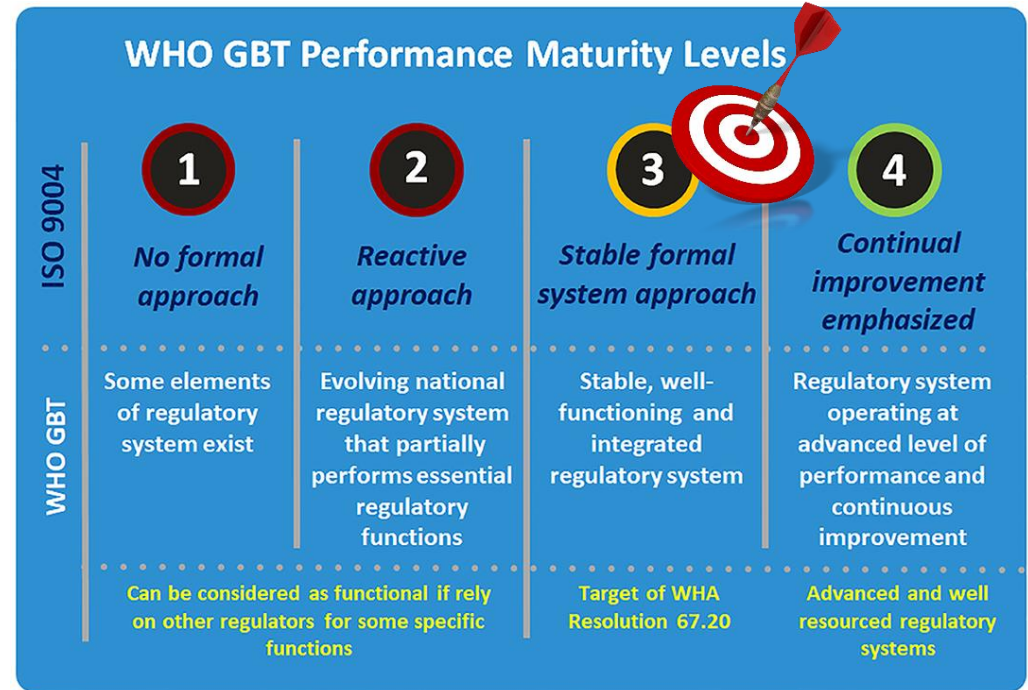
## Maturity Assessment of National Regulatory Authorities



**Target is  
Maturity Level 3  
or above**



World Health  
Organization



<https://www.who.int/tools/global-benchmarking-tools>

[https://apps.who.int/gb/ebwha/pdf\\_files/WHA67/A67\\_R20-en.pdf](https://apps.who.int/gb/ebwha/pdf_files/WHA67/A67_R20-en.pdf)





**JFDA joined the International Council for Harmonization (ICH) as Observer in June 2019**

**ICH has 57 members: (21) members & (36) observers.**

<https://www.ich.org/page/members-observers>



## **Business Model:**

**mainly**



**Branded Generics**

**Trademarks add value in terms of  
IPR & Image**



**Bioequivalence study is a requirement for  
registration of Generics & Branded Generics in  
Jordan**



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# Contract Research Organizations (CROs)

## 6 CROs in Jordan

### Competency, experience & efficiency /speedy approval

- Over 6000 BE/BA studies were conducted in Jordan
- Several clinical studies Phase I-IV
- JFDA Clinical Research Committee/National IRB
- Institutional IRBs

### Quality

- Accredited by JFDA & several regional & International authorities (USFDA, EMA, SFDA etc.)
- Compliance with GCP, GLP and Clinical Trials Law
- Regulated: Jordan passed the first Clinical Trials Law in the region in 2006

### Sound Reputation

- Data Integrity reputation
- Excellent healthcare infrastructure
- Good exposure & connection with clinical research & medical community
- Good reputation in MENA region: Competitive with quality

### Attractive location, easily accessible & well connected



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**Jordanian  
Pharmaceutical  
Industry**

# **Jordan Economic Modernization Vision 2023-2033**



# Jordan Economic Modernization Vision 2023-2033



Launched in June 2022

<https://www.jordanvision.jo/en>



**Pharmaceutical Industry**



**High Value  
Industries**



**11 Initiatives  
Moving Forward**



# Economic Modernization Vision Initiatives for Pharmaceutical Industry

- Simplify government procedures for the registration of new drugs to expedite the registration in new markets.
- Improve IP databases to become searchable, accessible, & easily available.
- Develop R&D to support the launch of new products.
- Biotechnology & biosimilars: Develop legislations that enable manufacturing of biological drugs.
- Relax pricing rules and enable price stability.
- Attract investments (Incentives).
- Enhance the sector's productivity and improve its competitiveness.
- Rollout of upskilling programs for human resources in the sector.
- Develop a promotion plan.
- Develop a detailed implementation plan for export strategy.
- Establish pharmaceutical sector-specific unified body.



## Action plan

**Strengthen Regulatory System  
& Streamline e- gov. Procedures**

**IP databases: review & update**

**Biologicals: legislations &  
pricing update**

**Bridge the Industry/ Academia  
gap: Build capacity of HR, R&D**

**R&D, and Value Chain**



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## **Jordan/ Greece Pharmaceutical Industry**

## **Potential Collaboration**







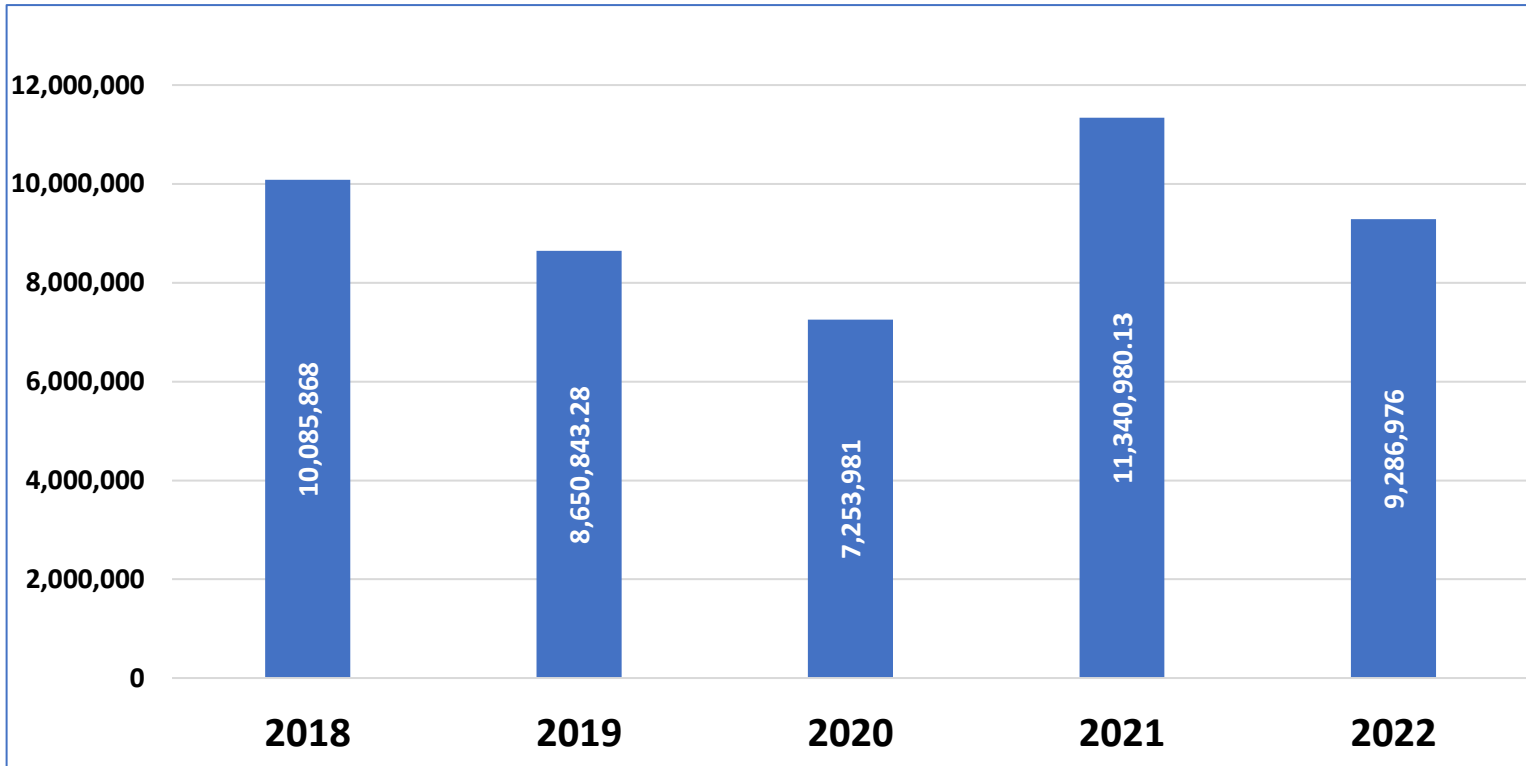
**Trade in FDF, API,  
packaging material etc.**

**Joint ventures, contract  
manufacturing, Clinical &  
Bioequivalence studies**





## Pharmaceutical Exports from Greece to Jordan 2018-2022 Mn \$



**Exports in 2022: Greece to Jordan: 9,286,976 \$  
Jordan to Greece: 43,588 \$**



**Main exporter from Greece to Jordan is Genepharm/  
A Greek company owned by Jordanian Ghiath Sukhtian Holding (GMS Holding)**



# JAPM Members

## Pharmaceutical Manufactures (15)





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# JAPM Members

## Contract Research Organizations CROs (5)



Thank You



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