

**The First Arab-  
Hellenic Health  
Conference**

**Athens  
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**JAPM**

الاتحاد الأردني لمنتجي الأدوية

# **The Jordanian Pharmaceutical Industry**

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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 degrees

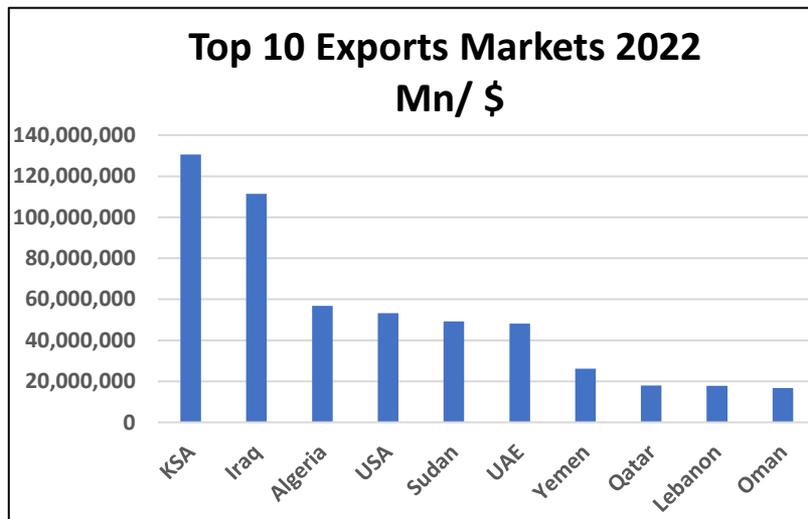
## Investment

- 27 pharmaceutical manufacturers
- Around \$2 bn in parent companies & subsidiaries
- 76 production line, 2 bn unit/y
- 20 subsidiaries in 11 countries: USA, Portugal, Italy, Germany, KSA, Algeria, Egypt, Tunis, Morocco, Sudan & Oman.

## Exports

- \$627m in 2022
- 78 countries
- 70-80% of production

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





# Pharmaceutical Dosage Forms manufactured in Jordan



**Oral preparations: Solid (Tablets & Capsules) and Liquid (Syrups, Suspensions & Mixtures)**



**Topical preparations: Creams, Lotions & Ointments**



**Suppositories: Rectal & Vaginal**



**Drops: Eye, Ear & Nose**



**Inhalers**



**Medicated Dermal patches**



**Injections; Subcutaneous (SC),  
Intramuscular (IM) & Intravenous (IV)**



**Special Baby formulas,  
nutritional supplements &  
Vitamins**



**Jordanian  
Pharmaceutical  
products  
for**



**Infections (Bacterial,  
viral and fungal)**



**Cardiovascular  
diseases**



**Diabetes**



**Hormonal disorders**



**Respiratory diseases**



**Urogenital diseases**



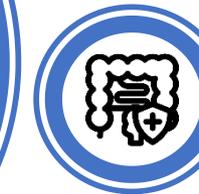
**Cancer**



**Central nervous  
system diseases**



**Dermatological  
diseases**



**Digestive system  
diseases**



**Autoimmune  
diseases**



**Muscular system  
diseases**



**Anesthetics**

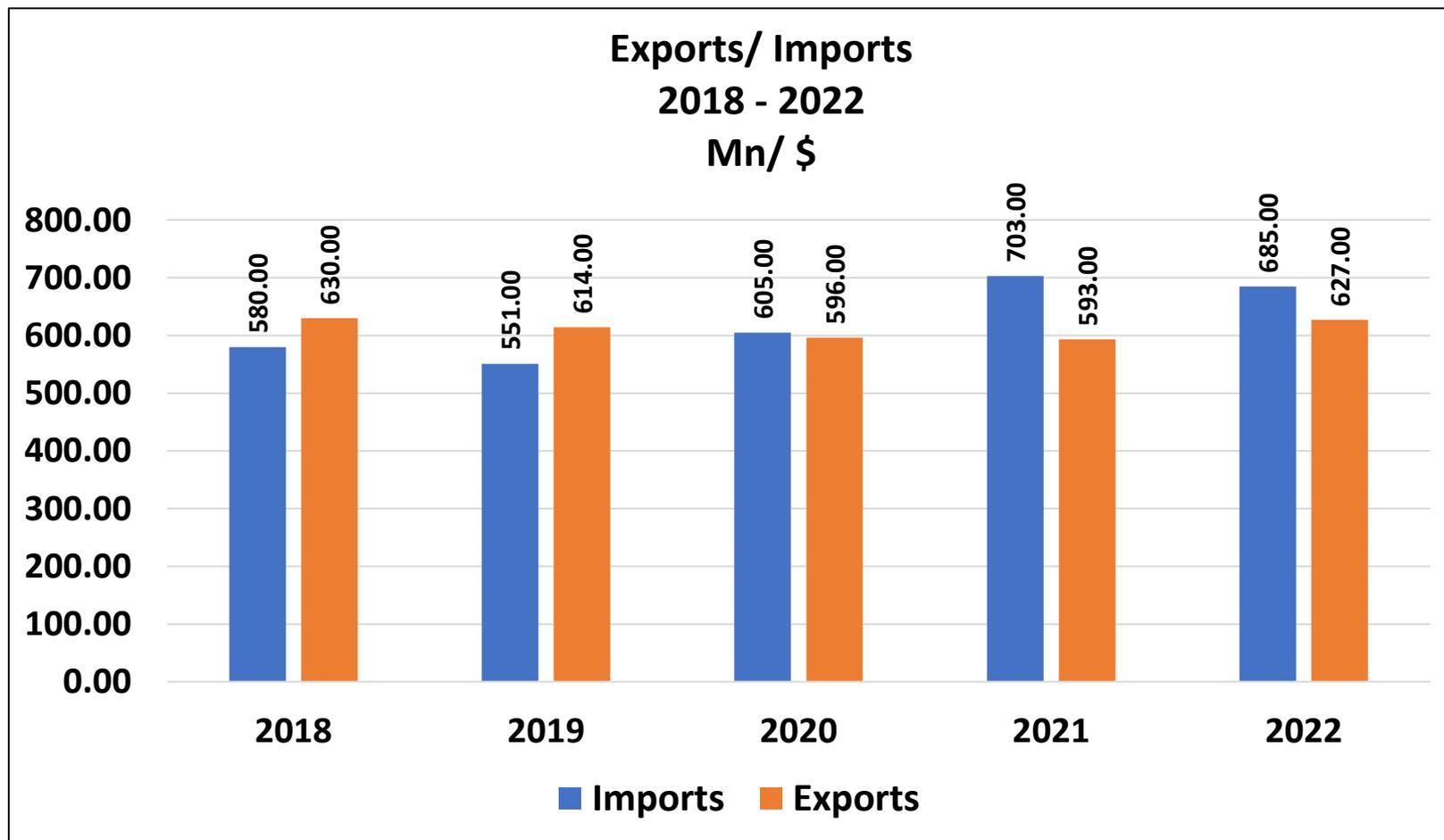


# Pharmaceutical Market in Jordan 2023

- Jordan's pharmaceutical market is the 9th largest in the MENA region, valued at \$1.3bn in 2023
- Pharmaceuticals account for 34.3% of healthcare spending, & 2.5% of GDP
- Per capita expenditure on pharmaceuticals \$114



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





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# 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

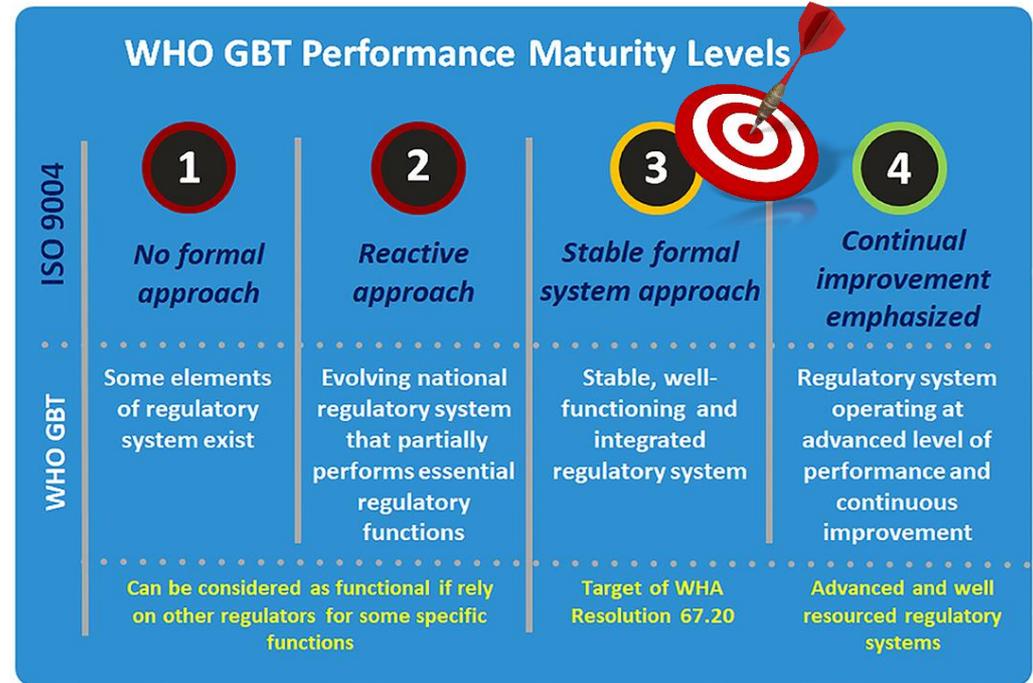
## Maturity Assessment of National Regulatory Authorities



**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



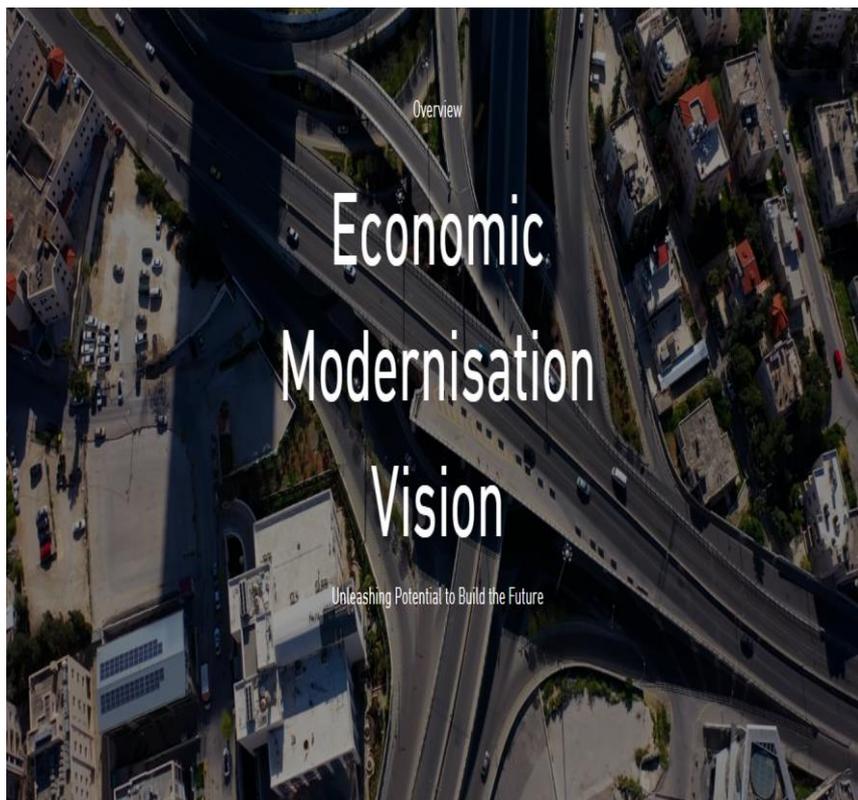
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**Jordanian  
Pharmaceutical  
Industry**

# **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.
- Revise pricing rules to 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 a pharmaceutical sector-specific unified body.



## Action plan

**Strengthen Regulatory System,  
Streamline & automate Processes**

**Biologicals: Revise regulations &  
pricing policies**

**Improve IP database: up to date,  
accurate & searchable**

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

**Strengthen R&D and Value Chain**



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# **Jordan/ Greece Pharmaceutical Industry**

## **Current & Potential Collaboration**





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

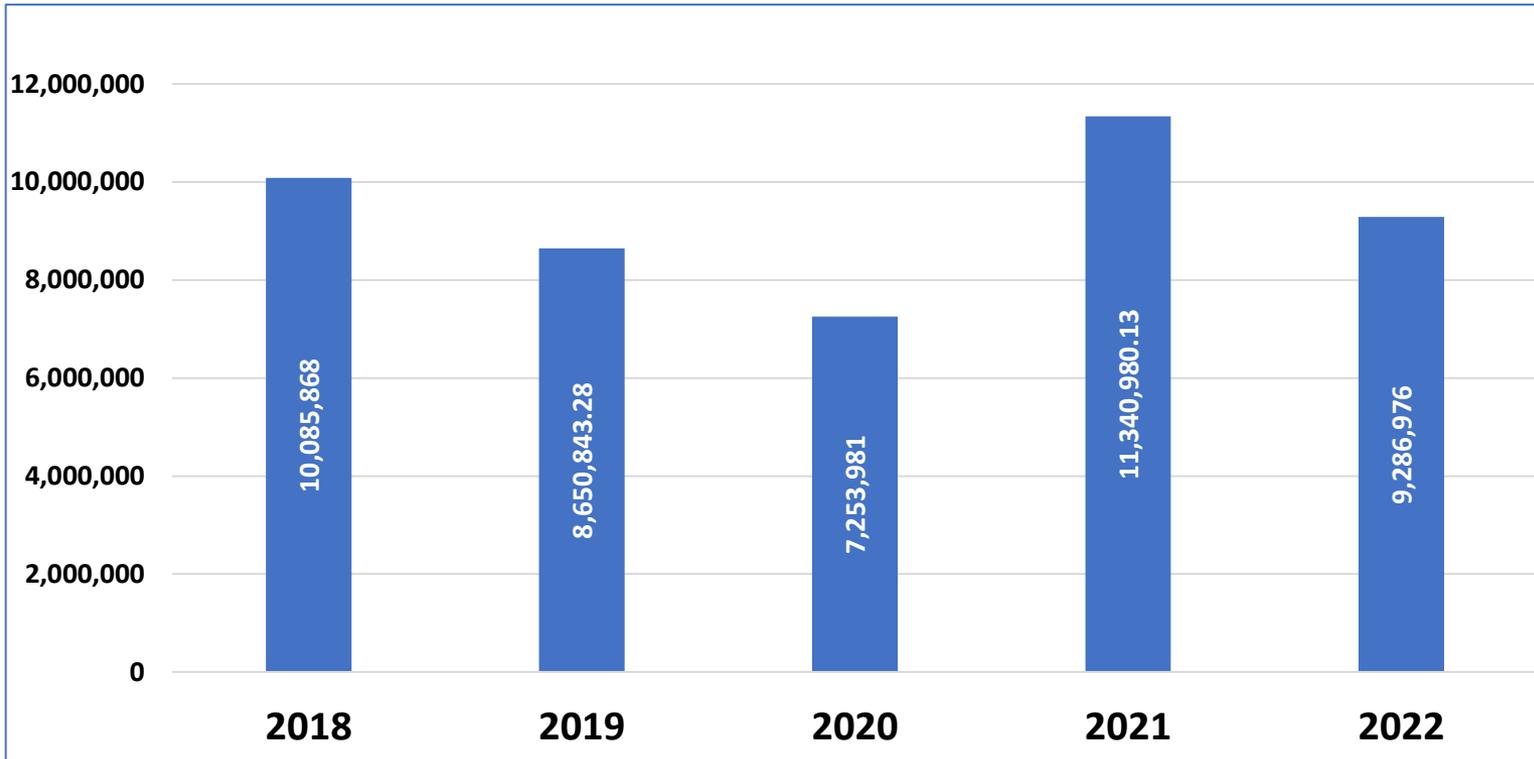


**Joint ventures, contract  
manufacturing, Clinical &  
Bioequivalence studies**





## 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 Holding company (GMS Holding)



# JAPM Members

## Pharmaceutical Manufactures (14)





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# JAPM Members

## Contract Research Organizations CROs (5)



Thank You



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