



Pharmaceutical

PHARMACEUTICAL SECTOR

The Pharmaceuticals sector recorded positive growth of 7.21 % during the period July-March FY2016 over corresponding period of last year. Capsules, Injections, Liquids/ Syrups and Tablets recorded a growth of 7.59 percent, 10.66 percent, 10.68 percent and 3.66 percent, respectively.

Total pharmaceutical market size is PKR 220 billion and is a highly regulated industry, having highly skilled manpower. The sector ranks sixth in the world.

The local industry meets around 70% of the country's demand of finished medicine in terms of volume and some 55% in terms of value.

The industry provides direct employment to over 70,000 and indirect employment to around 150,000 people across the country.

Cumulative annual growth rate of pharmaceutical industry has been 12% during the last three years.

There are 455 licensed pharmaceutical manufacturers in Pakistan and 29 multinational companies (MNCs).

Industry Snapshot

Industry Snapshot	400 Pharmaceutical manufacturing units; 25 multinational
Major Market Players	Galaxo SmithKline Pakistan, Johnsons & Johnsons, Aventi Ltd., Reckitt & Benkiser, Roche, Abbat Laboratories, Merck Marker, Novartis, Pfizer Laboratories
Domestically Produced drugs	Pain killers, anti-stress and anti-depressants, anti-infective, penicillin etc.
Imported Products	Antibiotics, vaccines, analgesics, tranquillizers, drugs for treating cardiovascular diseases & cancer
Import Markets	US, UK, Germany, Switzerland, Japan, Netherlands and France

The Opportunity

The pharmaceutical products witnessed an increase of 22.6 percent in value and 17.4 percent in quantity on month on month during 2015-16.

The World Bank (WB) has approved a USD 100 million loan to finance reforms in the health sector of Punjab, as part of the Millennium Development Goals. The reform program is aimed at enhancing the number of people who have access to high quality health services.

By 2017, it is forecasted that the market will be valued at PKR 311.86 billion (USD 2.91billion).

Pakistan's rapidly expanding population means there are exciting opportunities in the consumer healthcare segment, the generic medicines market and in patented medicines.

Pakistan has a high population growth rate, rising life expectancy and consequent rise in older age group, yet Pakistan has more than 50% of its population below the age of 19 years. All these factors along with increasing urbanization, number of doctors and private investment in new hospitals and clinics should stimulate demand for pharmaceutical products and health care services.
