



PAKISTAN PHARMACEUTICALS



TRADE DEVELOPMENT AUTHORITY
OF PAKISTAN





TDAP INTRODUCTION

Trade Development Authority of Pakistan is the premier trade promotion organization mandated to develop and promote products and services of the country in international markets.

TDAP implements policies and directives of Federal Government and its Board of Directors for enhancing, promoting and facilitating trade.

TDAP supports and facilitates businesses through latest information and capacity building initiatives to enhance and improve their leverage in international trade.

To achieve its objectives, TDAP organizes as well as participates in local & international trade fairs, country specific exhibitions, trade delegations, conducts seminars and organizes contacts and information exchange events both physically as well on digital platforms.

This publication is part of the efforts of TDAP to share details and showcase Pakistan's products and services in international markets.

PRODUCT PROFILE + HS CODE

Pakistan has a very vibrant and forward-looking Pharma Industry. At the time of independence in 1947, there was hardly any pharma company in the country. Today Pakistan has about 759 pharmaceutical manufacturing units including those operated by 25 multinationals present in the country. Pakistan's Pharmaceutical Industry meets around 70% of the country's demand of Finished Medicines. The domestic pharma market, in terms of share market is almost evenly divided between the nationals and the multinationals. The pharma industry has shown a progressive growth over the years, particularly over the last one decade. The industry has invested substantially to upgrade itself in the last few years and today the industry is following Good Manufacturing Practices (GMP), in accordance with the domestic as well as international standards. Currently the industry has the capacity to manufacture a variety of products ranging from simple pills to sophisticated Biotech, Oncology and Value-Added Generic compounds. Although Pakistan's pharmaceutical and healthcare sectors are expanding and evolving rapidly, still half of the population has no access to modern medicines. Clearly this presents an opportunity, but much more work needs to be done by the government and industry's Stakeholders. The Pharmaceutical Industry is a success story, providing high quality essential drugs at affordable prices to Millions. Technologically, strong and self-reliant Pharmaceutical Industry is not only playing a key role in promoting and sustainable development in the vital field of medicine within the country, but is also well set to take on the international markets.

PRODUCTION AREAS

Pharmaceutical companies are geographically spread all over Pakistan. Pharmaceutical production units in provinces tend to concentrate in major cities like Karachi, Lahore and Peshawar. Although the numbers reflect that majority of firms are in the province of Punjab, but in terms of production, capacity utilization, volume and size of business, Karachi leads the way as far as pharmaceutical firms are concerned. The following table gives the number of pharmaceutical establishments by province.

NUMBER OF PHARMACEUTICAL FIRM BY PROVINCE

Province / Area	1999	2017	2019
Punjab	160	370	440
Sindh	101	163	183
KP	32	98	114
Baluchistan	2	13	15
AJK	9	6	7
Total	304	650	759



Source: IMS

Asr#	Dasage from	Process No. 1	Process No. 2	Process No. 3
1	Tablet	Mixing	Granulation and compression	Primary packing in blister packing and vial filling secondary packing cartons
2	Syrup	Heating	Mixing	Primary packing in bottles and secondary packing in cartons
3	Capsule	Issuance of materials	Dry mixing	Primary filling in capsules and secondary packing in cartons
4	Sachets	Issuance of materials	Dry mixing	Primary packing in sachet and secondary packing in cartons
5	Cream/aintments	Heating	Mixing	Primary packing in tubes and secondary packing in cartons
6	Gels	Issuance of materials	Mixing	Primary packing in tubes and secondary packing in cartons
7	Eye/ear drops	Heating	Mixing	Primary packing in vial and secondary packing in cartons
8	Inhaler			
9	Injections (powder)	Issuance of materials		Primary packing in vial and secondary packing in cartons
10	Injections (liquid)	Issuance of materials	Preparation of formulation	Primary packing in ampoules/protective packaging and secondary in cartons
11	Enema	Heating	Mixing	Primary packing in bottles and secondary packing in cartons
12	Dry suspension	Issuance of materials	Dry mixing	Primary packing in bottles and secondary packing in cartons
13	Infusion	Issuance of materials	Preparation of formulation	Primary packing in glass, plastic dispensers/protective packaging and secondary in cartons
14	Suppositories	Issuance of materials	Preparation of formulation	Formation/Protective packaging and secondary in cartons

PACKAGING:



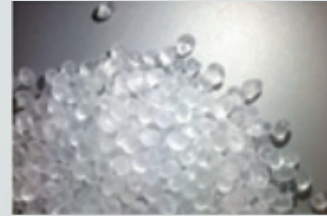
Filling Tubes

APP107 IV-bag Filling Tubes are Multilayer Polypropylene based for TPN, Infusion, and Dialysis solution bags.



Drainage

The APP-200 is a polypropylen based special anti-blocking film that is suitable for various applications as for instance CAPO drainage bags, unlogal collection systemsor wound drainage devices.



Port Granule / Medical Compound

PolyCine also offers a polypropylen based medical compounds for ports. The App-147 compound is designed to be used in combination with APP film and tubing. It is suitable for the injection molding process.



Overwrap Packaging

PolyCine's APP overwrap films are designed for the protection and overwrapping of sterile solution bags.



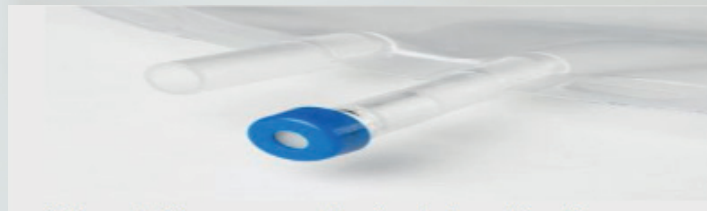
Hot Stamp Transfer Foil

For optimum performance in hot stamping foil technology we recommend this high grade product. It is widely used in the pharmaceutical industry and producess superior prints.



Nutrition

PolyCine's polypropylen based APP-series provides high qualityfilms and tubes for parenteral nutrition. Here the requirement for the packaging depend mostly on the type of solution and the method of sterilization.



IV and Pharmalogical Applications

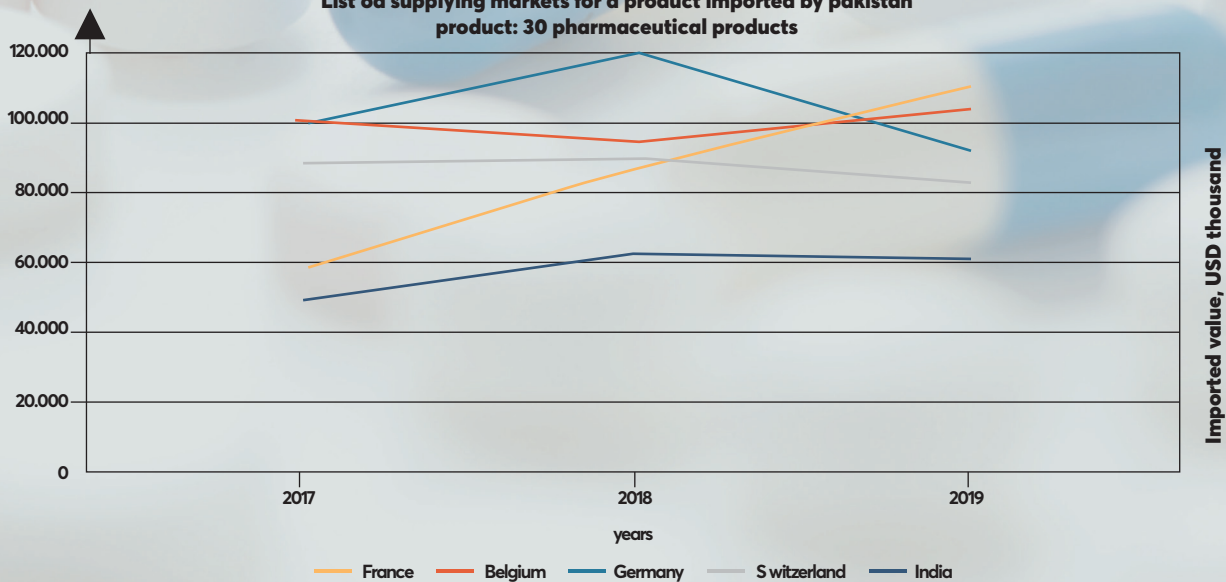
The flexible IV bag provides many advantages compared to the common glass bottle or blow molded plastic container. It is light, easy to handle, carry and store and most important collapsible which makes air vents redundant.

TOP IMPORTING COUNTRIES: (MAP/ GRAPHICS)

List of supplying markets for a product imported by Pakistan in 2013
product: 30 pharmaceutical products



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EXPORT FIGURES (5 YEARS)

Unit : US Dollar thousand

Code	Product label	Exported value in 2015	Exported value in 2016	Exported value in 2017	Exported value in 2018	Exported value in 2019
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, ...	80,676	73,317	70,896	74,003	82,409
300439	Medicaments containing hormones or steroids used as hormones but not antibiotics, put up in ...	33,634	36,696	48,729	60,863	77,014
300420	Medicaments containing antibiotics, put up in measured doses those in the form of transdermal ...	15,383	14,274	14,774	15,088	16,643
300339	Medicaments containing hormones or steroids used as hormones, not containing antibiotics, not ...	36,689	34,666	31,739	15,356	11,387
300390	Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic ...	6,834	5,067	4,612	9,644	11,256
300410	Medicaments containing penicillins or derivatives thereof with a penicillanic acid structure, ...	10,336	8,486	8,152	9,804	9,757
300590	Wadding, gauze, bandages and the like, e.g. dressings, adhesive plasters, poultices, impregnated ...	4,747	4,501	2,224	1,123	3,015
300450	Medicaments containing provitamins, vitamins, incl. natural concentrates and derivatives thereof ...	4,091	3,549	1,724	2,269	2,496
300510	Adhesive dressings and other articles having an adhesive layer, impregnated or covered with ...	6,323	2,446	2,238	2,558	1,569
300310	Medicaments containing penicillins or derivatives thereof with a penicillanic acid structure, ...	12,698	21,133	22,308	7,705	1,196
300320	Medicaments containing antibiotics, not in measured doses or put up for retail sale (excluding ...	149	2,811	114	26	291
300432	Medicaments containing corticosteroid hormones, their derivatives or structural analogues but ...	20	31	53	301	290
300190	Dried glands and other organs for organo-therapeutic uses, whether or not powdered; heparin ...	155	38	0	64	123
300610	Sterile surgical catgut, similar sterile suture materials, incl. sterile absorbable surgical ...	8	0	7	1	67
300290	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses; toxins, ...	18	0	66	45	31
300650	First-aid boxes and kits	1	6	25	0	30
300670	Gel preparations designed to be used in human or veterinary medicine as a lubricant for parts ...	89	48	4	0	7
300230	Vaccines for veterinary medicine	130	0	3	5	7
300331	Medicaments containing insulin, not in measured doses or put up for retail sale	8	0	0	0	0
300210	Antisera and other blood fractions and immunological products, whether or not modified or obtained ...	0	111	0	0	0

Pharmaceutical exports till **December 2021 US\$ 269M** Source (Trademap)

TOP EXPORTERS

Company: GETZ PHARMA (PRIVATE) LIMITED
Address: 29-30/27, Korangi Industrial Area, Karachi
Phone: 03212844427
Email: khalidmehmood@getzpharma.com

Company: ABBOTT LABORATORIES (PAKISTAN) LIMITED
Address: th Floor, Faysal House, ST-02, Sharah-e-Faisal, Karachi
Phone: 03008254931
Email: Syedanis.ahmed@abbott.com

Company: M/S HERBION PAKISTAN (PVT) LTD.
Address: First Floor (Ellahi Arcade) Plot # H-3/A, Sector # 5 EBM Causeway, Korangi Industrial Area, Karachi - Pakistan.
Phone: (021) 111 503 111
Email: herbionpersonalcare@gmail.com

Company: THE SEARLE COMPANY LIMITED
Address: First Floor N.I.C. Building, Abbassi Shaheed Road, Karachi Cantonment, Karachi,
Phone: 03008232509
Email: nadeem@sealecompany.com

Company: GENIX PHARMA (PRIVATE) LIMITED
Address: 44, 45-B, Korangi Creek Road, Karachi
Phone: 03333254718
Email: yasir@genixpharma.com

Company: MARTIN DOW MARKER LIMITED
Address: Plot No. 37, Sector 19, Korangi Industrial Area, Karachi-74900, Pakistan
Phone: 021- 350 605 51-5
Email: info@martindow.com

Company: NABI QASIM INDUSTRIES (PRIVATE) LIMITED
Address: 5th Floor, Commerce Centre, Hasrat Mohani Centre, Road – Karachi, Pakistan
Phone: +9221 111 742 762,
Email: info@nabiqasim.com

Company: M/S STAR LABORATORIES (PVT) LIMITED
Address: 23, K.M. Multan Road, Lahore 53800, PAKISTAN
Phone: 042-37511331, 37510690, 37512621, 7512622
Email: info@starlabs.com.pk

Company: ZAFSA PHARMACEUTICAL LABORATORIES (PRIVATE) LIMIT
Address: -1/B, Block-22 Federal B Industrial Area Karachi-7
Phone: 03330330261
Email: asad@zafa.com.pk

Company: SAMI PHARMACEUTICALS (PVT) LIMITED
Address: 34-C, Block-6, P.E.C.H.S. Karachi
Phone: 0300 8254087
Email: export@samikhi.com



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