



/ PHARMACEUTICAL INDUSTRY

Tunisia: A **center of excellence**
and a **gateway** towards
Subsaharian Africa



الهيئة التونسية للاستثمار
TUNISIA INVESTMENT AUTHORITY



WHY CHOOSE TUNISIA

- 1 A **continuously growing** sector which will keep a growth rate average of **5% per year**
- 2 A large **ecosystem** including more than **33 human medicines production units**, **1 pharmaceutical cluster 'Pharmaln'** and diverse **R&D centers**
- 3 **Geographical proximity** with **European countries** and **free trade agreements** with the markets of **Sub-saharan Africa**, the **Middle East** and the **European Union**
- 4 A rich and clear regulatory **framework** covering all the segments of the sector: **medecines production**, **biotechnologies**, **CRO**, **clinical trials**, **drugs promotion & distribution...**
- 5 A **new investment framework** aiming at promoting investments, regional development and research & development
- 6 One of the most **competitive countries internationally**, in terms of **human resources cost**, as well as the rest of operation **operating costs**

KEY NUMBERS

2% of GDP in 2018

18 **training** institutions dedicated to the Sector needs needs

164.7 M€ of exports in 2018

5 200 graduate in the sector annually (36% of whom are **doctors** and **pharmacists**)

8 maritime trade ports 9 international airports

8 800 employees in the sector

3,5% of **clinical trials** in the African continent

SUCCESS STORIES



First international group to invest in Tunisia pharmaceutical market in 1992 – it employs more than **400 persons** and produces more than **30 million pieces** per year



One of the **pioneer pharmaceutical actors** and a **leading** Tunisian producer of sterile generic **products** and **fashioned medicines**. The group employs more than **650 persons** and has an important **international presence**.

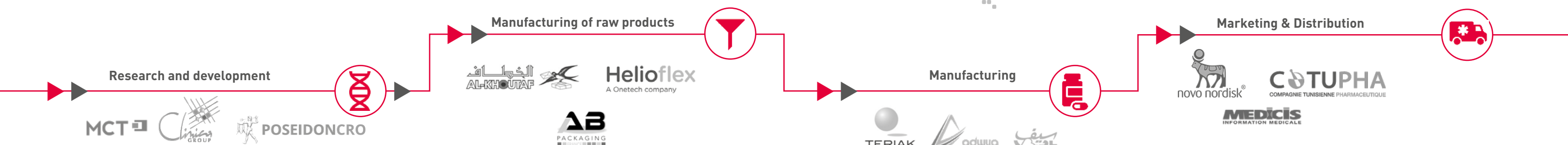
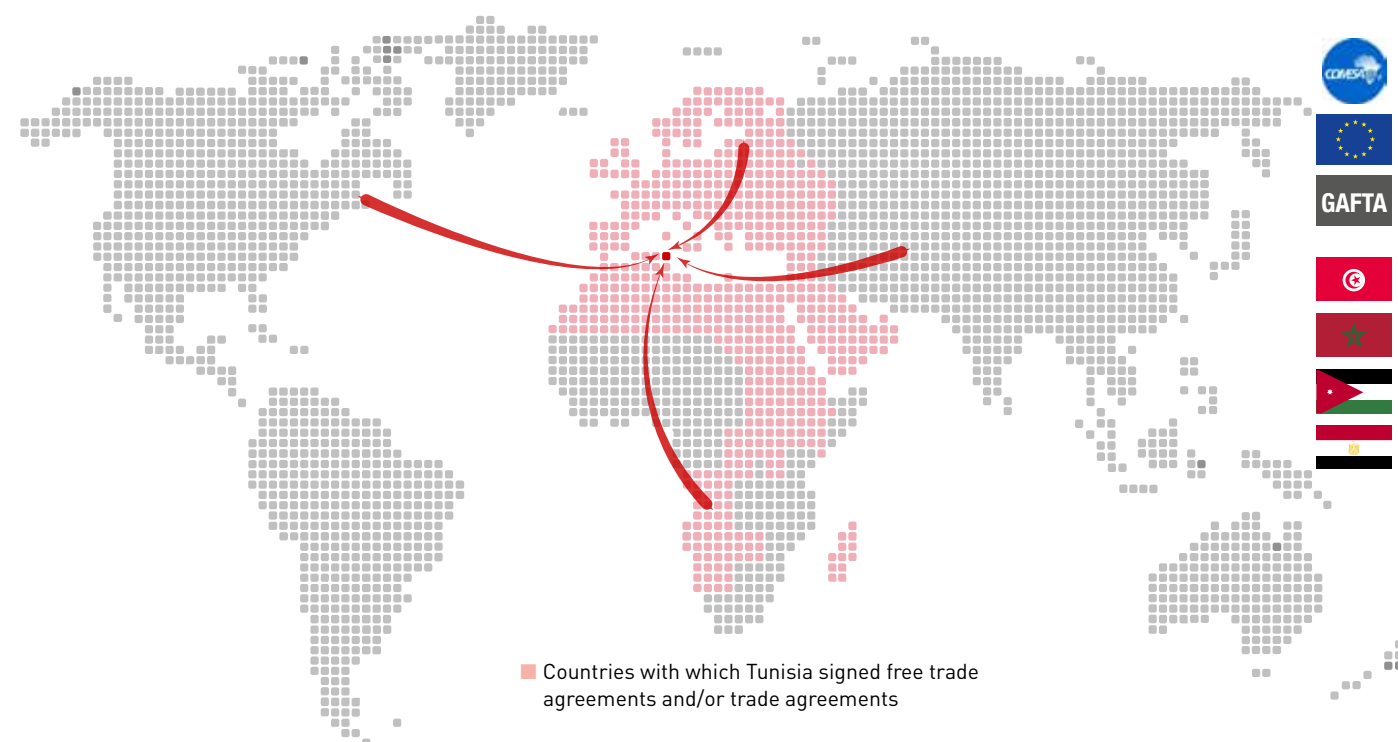


A major player in the pharmaceutical industry and the **fourth local producer** with **3 manufacturing sites** including one in **Cameroun**

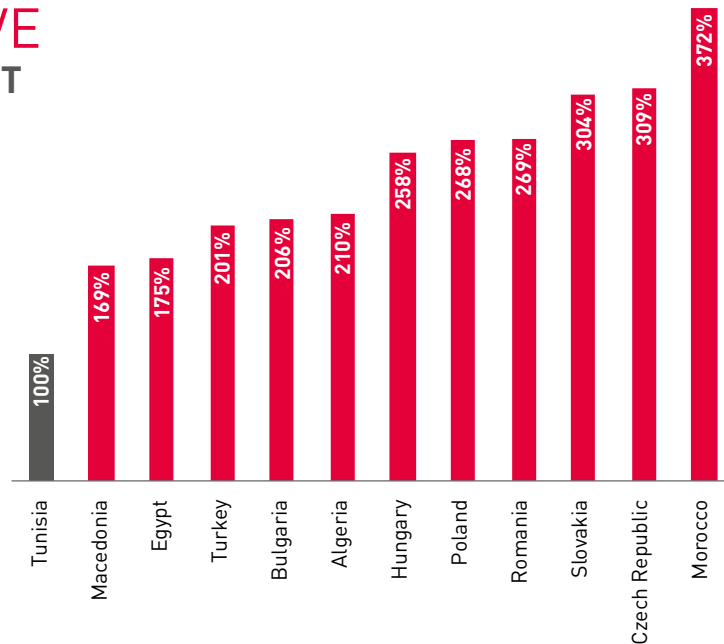


With more than **600 employees**, MEDIS is a key player of the pharmaceutical industry in Tunisia and produces **high-tech pharmaceutical forms** including **freeze-dried powder**, **dental cartridges** and **prefilled syringes**

GATEWAY TO AFRICAN MARKET



COMPETITIVE WORKFORCE COST



Source: International HR compensation leader

DEDICATED R&D CENTERS



THE BIOTECHNOLOGICAL TECHNOPOLE OF SIDI THABET

A dedicated Technopole to biotechnologies which mission is to:

- Support partnerships between companies, R&D and training centers
- Develop competencies within the sector (continuous training in biotechnology, different qualifications (Bachelor-Masters-PhD) in biotechnology and life sciences)
- Organize workshops and seminars to insure knowledge transfer within the sector



INSTITUT PASTEUR

A scientific research institute which:

- Carries out researches and necessary studies to insure human and animal health
- Provides training to students and young researchers
- Provides financing for research programs
- Organizes seminars and meetings with the industrial professionals through:
 - Its 'Training & Internship' committee
 - Its technological transfer unit



BIOTECHNOLOGY CENTER OF SFAX

- 7 research laboratories
- 1 unit specialized in leveraging the results of research studies
- More than 100 partners, including 30 researchers and around 50 engineers and technicians
- More than 50 cooperation projects, including 4 European projects
- 4 start-ups working in the field of health and environment
- 16 agreements signed with the sector manufacturers