GROWTH DRIVERS AND COMPETITIVE STRENGTH

Competitive Strengths and Capabilities

- ***Highly effective Workforce,*** Egypt's workforce is the largest in the Arab world and the second largest in the MENA region. Egypt's pharmaceutical workforce offers the highest quality of performance standards and simultaneously promotes cost efficiency in the form of low labor costs and a large pool of highly trained professionals. The industry currently employs a total of 39,500 professional staff and production workers.
- ***Increase in Investment Appeal,*** Egypt is looking to further solidify its stronghold by increasing investment in the sector and expanding production capacity.
- Egypt's evolving demographic and epidemiological profile will support pharmaceutical growth over the long-term.
- In February 2016, Egypt hosted the first Africa-to-Africa investment forum, whereby a number of Egyptian pharmaceutical companies can offer expertise and solutions for drug companies within other African countries.
- According to COMESA agreement, all Egyptian goods exported to COMESA members' states are fully exempted from customs duties, fees and taxes.
  Human medicines are one of the most important exports to COMESA countries which increase the opportunity to open new markets in Africa.
- ***Largest drug-manufacturing base in the MENA,*** Egypt has the largest drug-manufacturing base in the Middle East and North Africa (MENA), accounting for 30% of the regional market. With a 75% market share, the private sector dominates pharmaceutical production. The total value of the Egyptian pharmaceutical market is USD 1 billion annually. Local manufacturers of generic drugs supply exceeding 55% of the market, while research-based multi-national companies account for the balance, either through "under licensing"' local manufacturing or direct imports.