
Armenian Pharmaceutical Companies Should Find Common Aspects Of Cooperation With Big Foreign Companies, Ada Official Says

Noyan Tapan - Jan 28, 2008

The international market of pharmaceutical production is divided among several powerful companies, and in order to enter this market, Armenian companies should find some common aspects of cooperation with these companies, the director for investment attraction of the Armenian Development Agency (ADA) Natalia Artsruni said during a talk with NT correspondent.

According to her, the establishment of cooperation may start with the Armenian pharmaceutical companies' proposal on a number of long-term scientific developments. The obtaining of their patents by foreign companies or the financing of laboratories engaged in scientific developments will contribute to their integration into the international pharmaceutical research market, later - also to the introduction of some pharmaceutical production cycles in Armenia by foreign companies.

"Unfortunately, big companies make investments in countries with a large market. The Armenian market is small, which is the greatest obstacle to attraction of investments to the country's pharmaceutical sector," the ADA's official underlined.

It was mentioned that liquid medicines that are easy to synthesize, as well as ointments and pills are mainly produced in Armenia. All the four institutes of fine organic chemistry conduct pharmaceutical studies.

In the words of N. Artsruni, with the aim of bringing the production quality and conditions into line with European standards, three Armenian pharmaceutical companies have introduced certificates of correspondence with Good Manufacturing Practice (GMP) standards. "However, new standards are used in Europe now. Certificates of correspondence to Drug Master File standards are required for the import of new medicines, even food supplements for animals, which in its turn requires considerable investments," she said.

In her opinion, from the viewpoint of satisfying the requirements on European standards, Armenian pharmaceutical companies may enter the market by exporting medicines, whose production patents have expired in some or other European country. She added that markets of "third world countries" may be considered as perspective for Armenian pharmaceutical companies.

Natalia Artsruni links the hopes of using the potential of Armenia's pharmaceutical companies and research institutions with the USIAD-financed Competitive Armenian Private Sector (CAPS) project. In November 2007, the pharmaceutical sector was included in the list of sectors receiving the project's assistance - in addition to information technologies and tourism sectors.

According to ADA's information, there are 11 pharmaceutical companies with a total of 500 employees in Armenia. The production of these companies is sold in the domestic market and exported to Russia, Georgia and Turkmenistan.
