



May 2014



1. National Public Policies alignment



1



To consolidate democratic governance and construct the people's power

3



To improve people's quality of life

10



To promote transformation of the productive structure

11



To ensure the sovereignty and efficiency of the strategic sectors for industrial and technological transformation

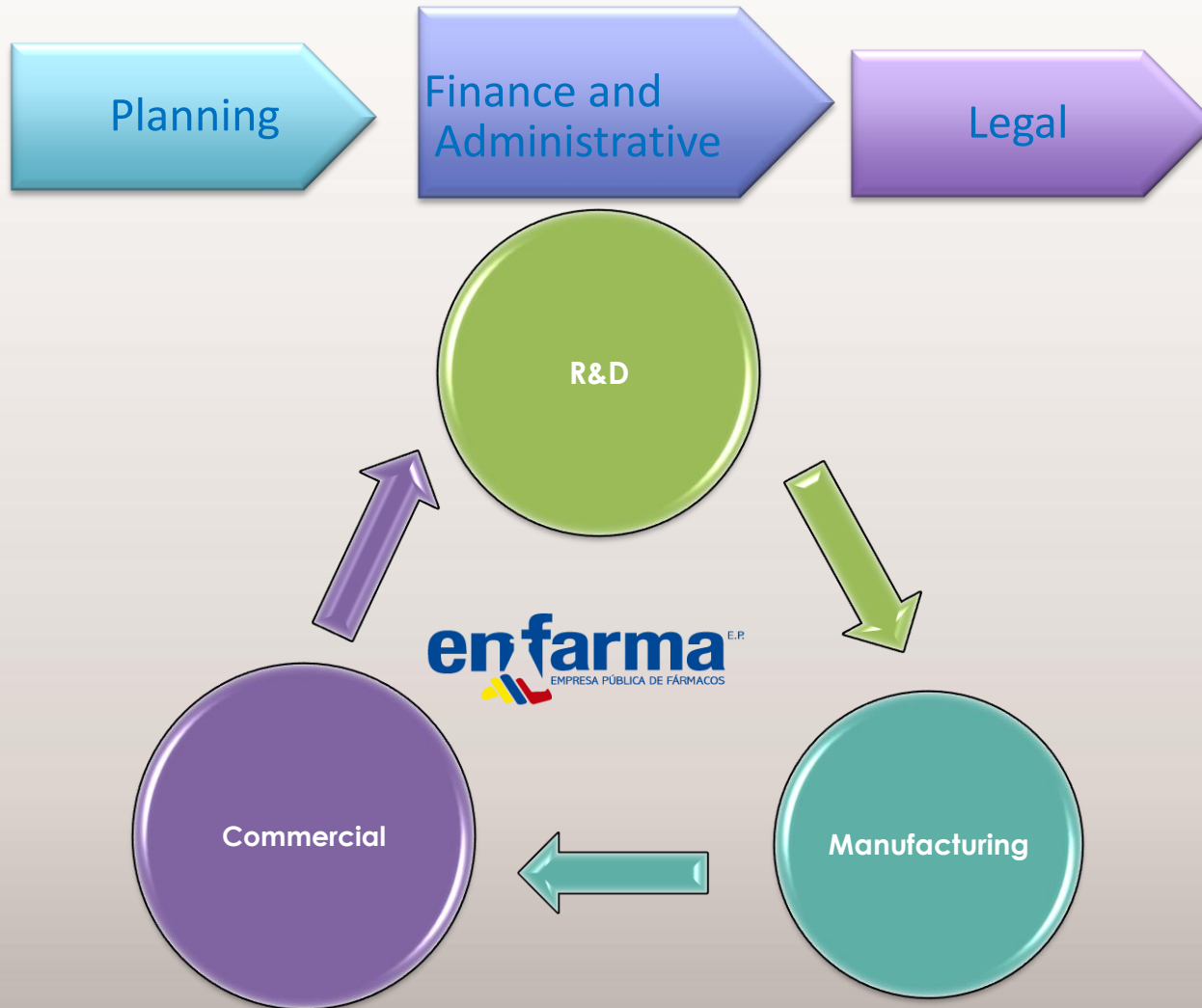


OBJECTIVES

- Increasing the human, veterinary and agricultural pharmaceutical products research and development
- Increasing the human, veterinary and agricultural pharmaceutical products manufacturing.
- Increasing the human, veterinary and agricultural pharmaceutical products supply to the Red Pública Integral de Salud RPIS (Public Integral Health Network)



Organizational Structure





Science and Technology Plan

Products Regularization



Strategic Inter-
institutionalAlliances



Scientific publications



Investment Projects





Human Research Areas

Therapeutic Areas



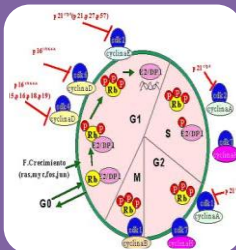
- Neoplasias
- Infections
- Metabolic disorders (Diabetes)
- Cardiovasculars
- Parasites

Research lines



- Biologic line
 - mAbs
 - Recombinant Proteins
- Natural Products Line
 - Herbal medicine
 - Standardized extracts

Grupos Terapéuticos



- Antitumour
- Antibiotic
- Anti diabetic
- Cholesterol Lowerers
- Antiparasites





Development of Productive capacities

- Investment Projects
- Dossiers acquistment

Establishing Production

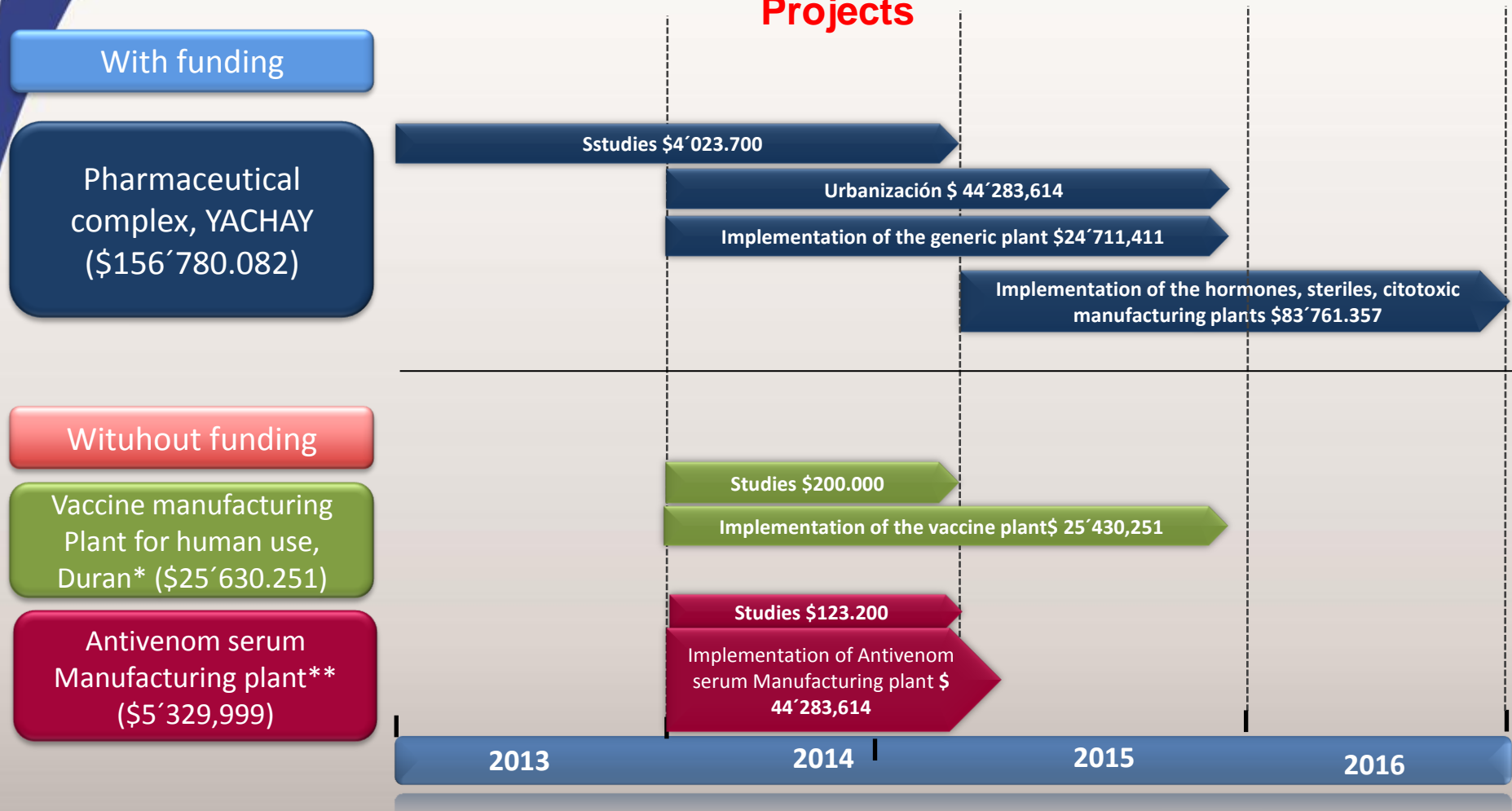
- Third Parties Production
- Technology transferring of biological production

Interinstitutional Management



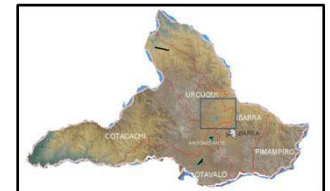


ENFARMA's Production Projects



* Financing available in May 2014

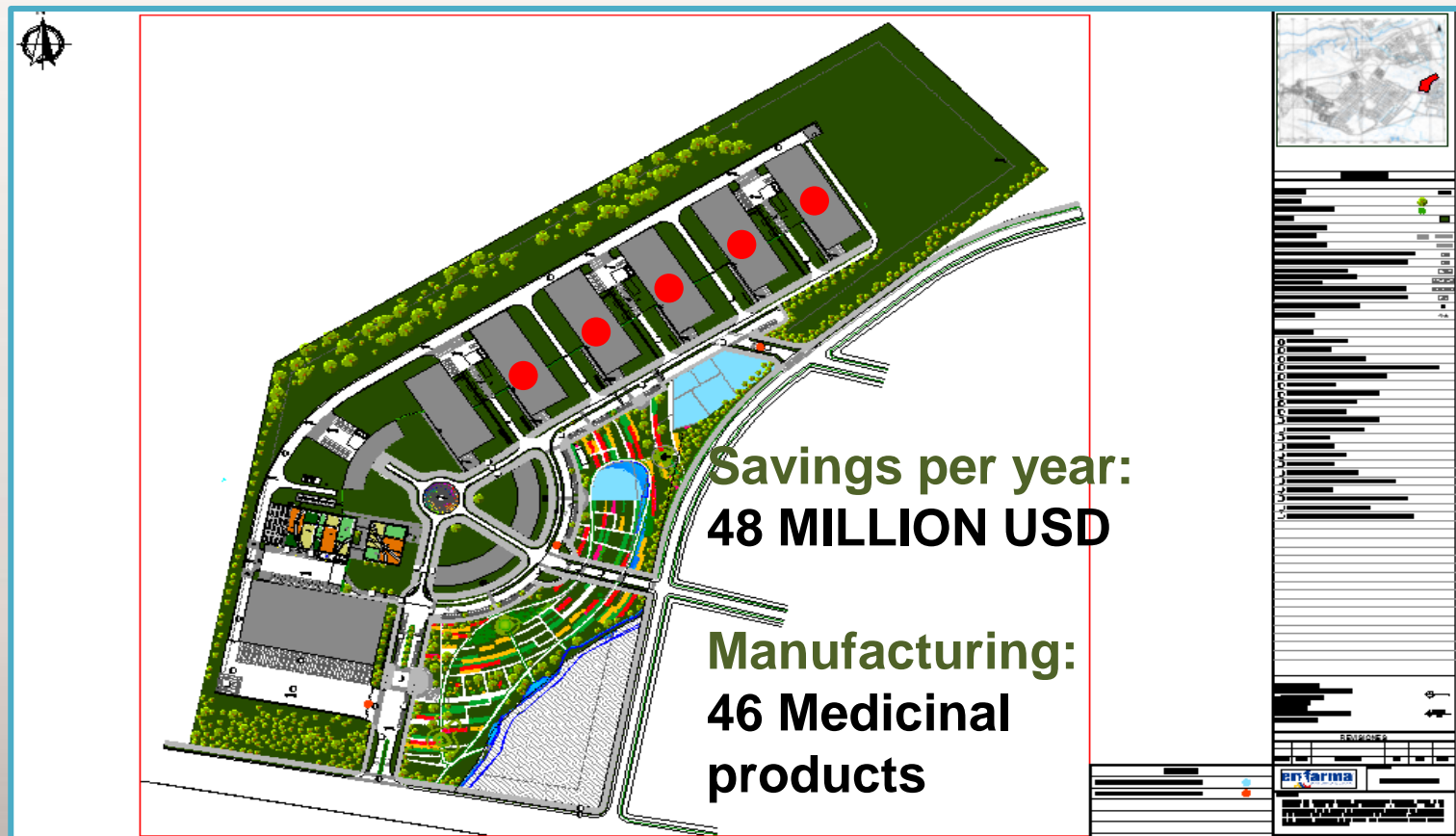
** Financing available in April 2014



Productive Development Department



Pharmaceutical complex



**Oral Solids
Manufacturing
Plant**

*Annual capacity:
300 M. tablets ,
9 M. capsules*

**Betalactamic
antibiotics
manufacturing plant**

*Annual capacity 200 M.
tablets , 30 M. vials.*

**Sterile
manufacturing
plant**

*Annual capacity 50 M.
ampouls y 15 M.
vials.*

**Hormonals
manufacturing
plant**

*Annual capacity 300
M. de tablets , 20 M.
ampouls.*

**Antineoplastic
manufacturing plant**

*Annual capacity 5 M.
vials , 100 M. tablets.*

**Savings per year:
48 MILLION USD**

**Manufacturing:
46 Medicinal
products**

Gestión para el Desarrollo Productivo



**Third parties
production**

Marketing Research

Suppliers Database

**Manufacturing
Agreements**

Third parties production
project



Productive Development Department

**Pharma-Forum 2013-
2014**

**KOREA-ECUADOR
Biopharmaceuticals**



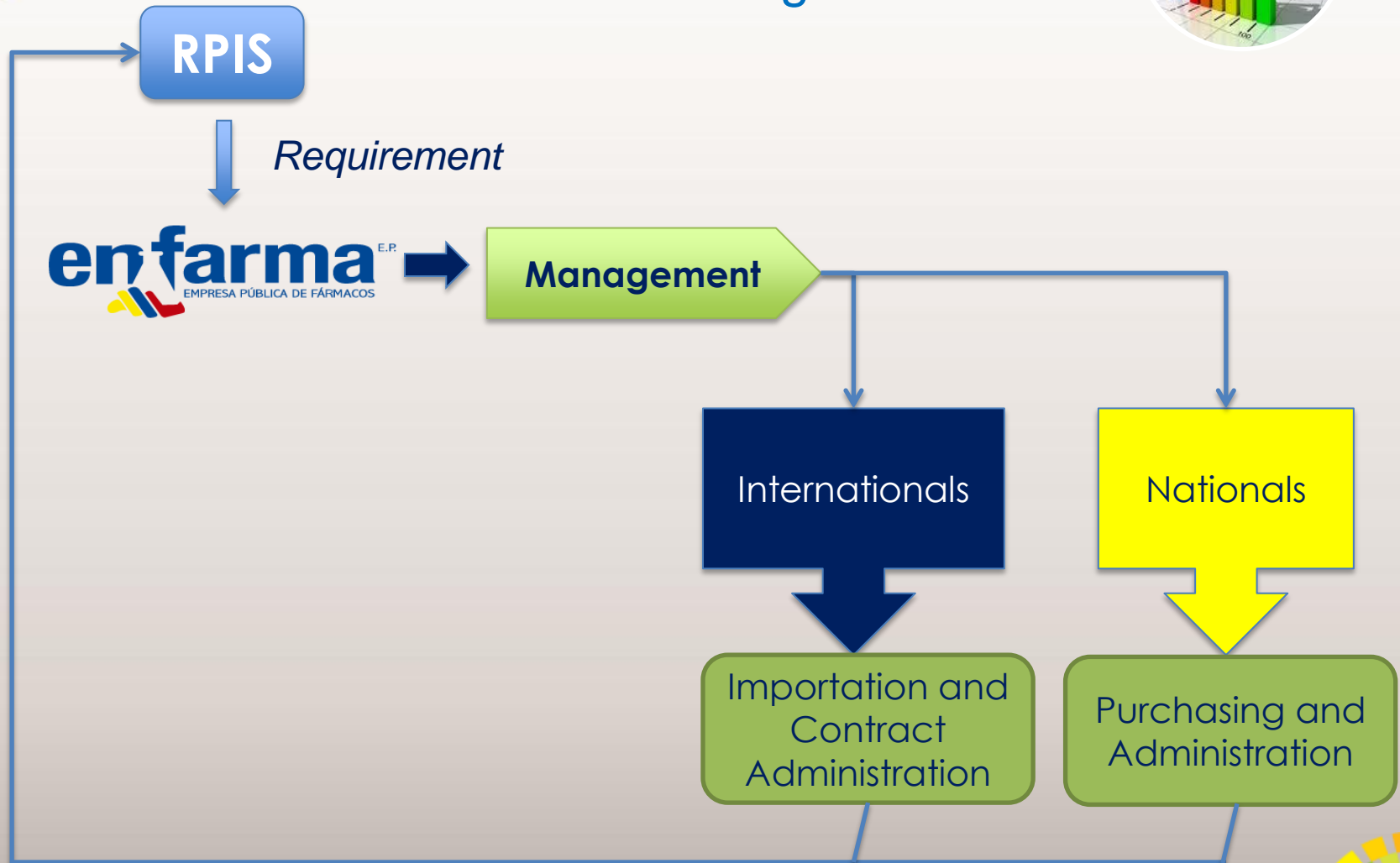
*MOU Signing, ENFARMA
EP and KHIDI.*



**MOU
Signing,
ENFARMA EP and
Korean
Drug Co., Ltd.**

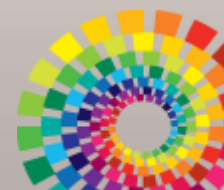
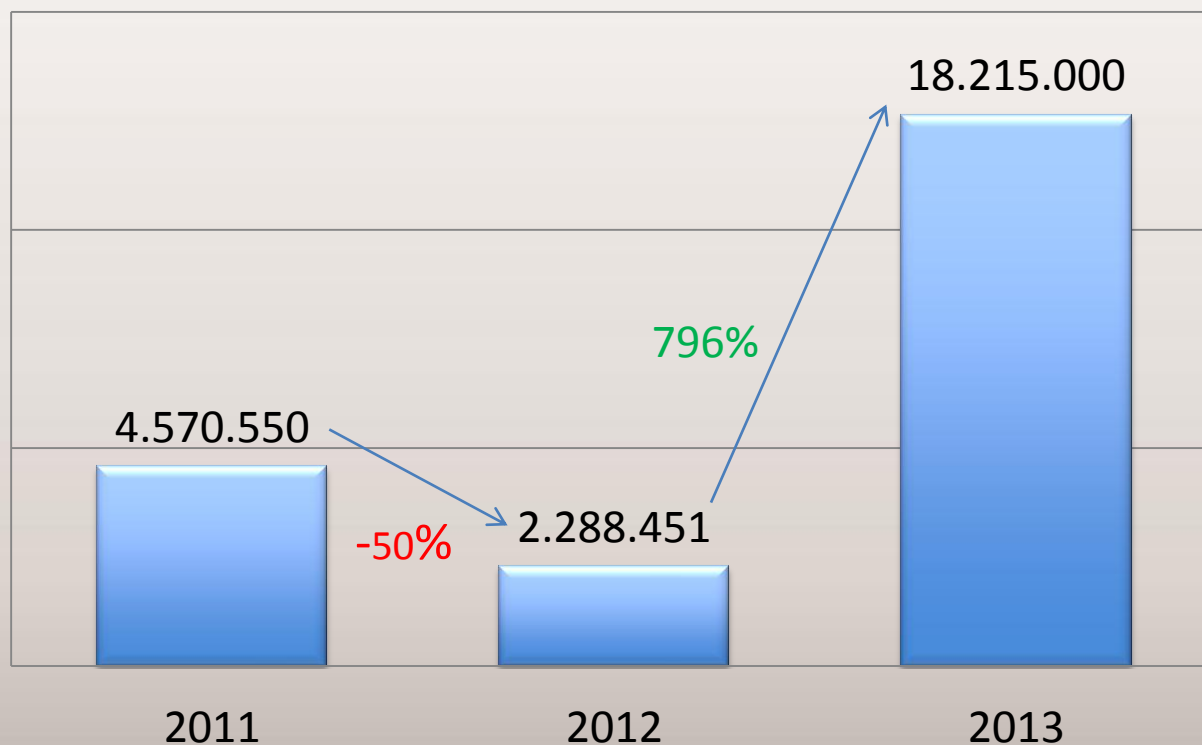


Comercial Department Management





Commercial growing



Commercial Management Department: positioning and expansion



Agricultural Products Trading

Laboratorio VECOL S.A. rapprochement



Database: suppliers, prices, agricultural programmes

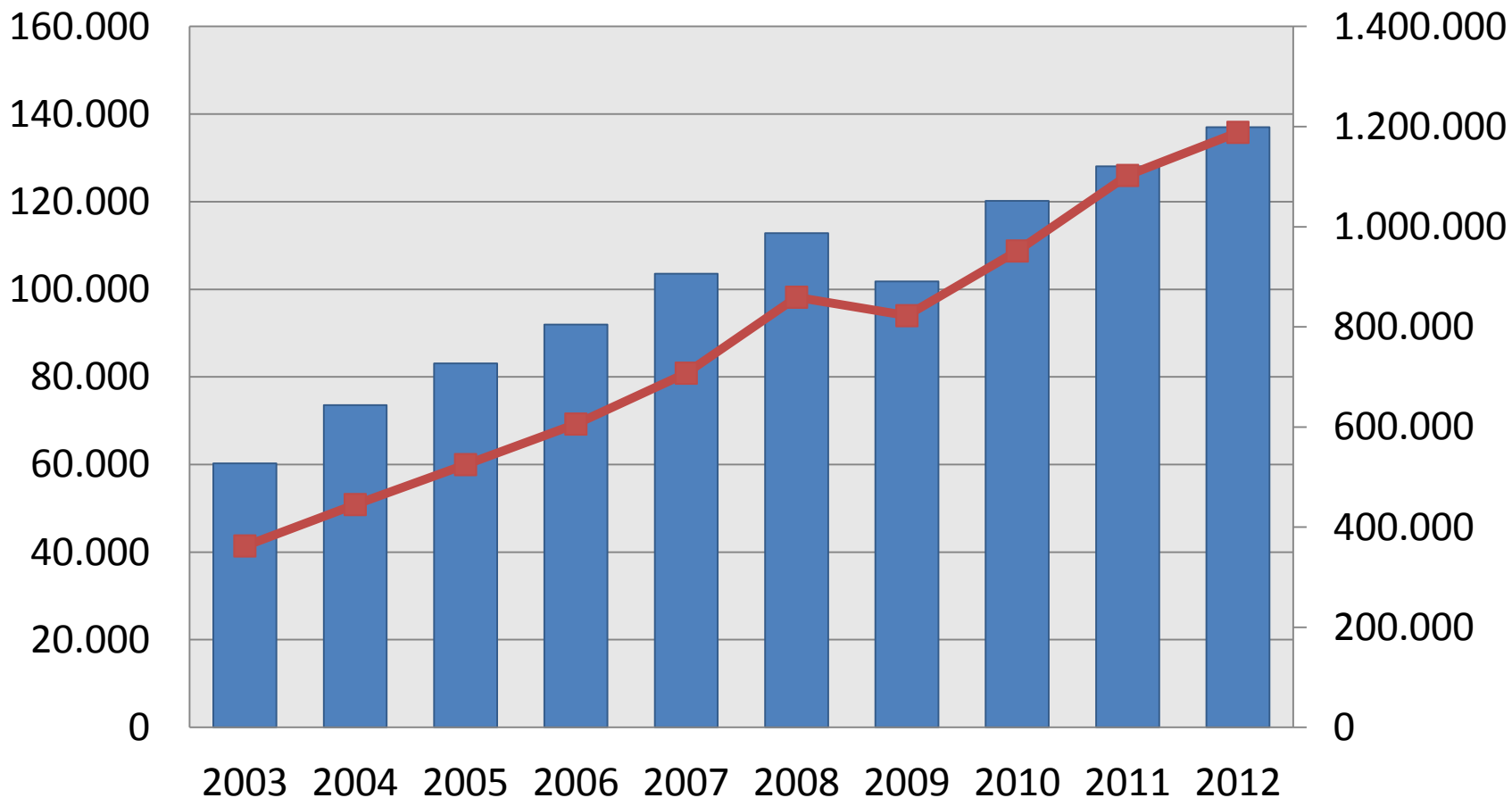


ENFARMA EP - MAGAP Supply Agreement Proposal



Economic offerings presentation-30 veterinary medicinal products-MAGAP

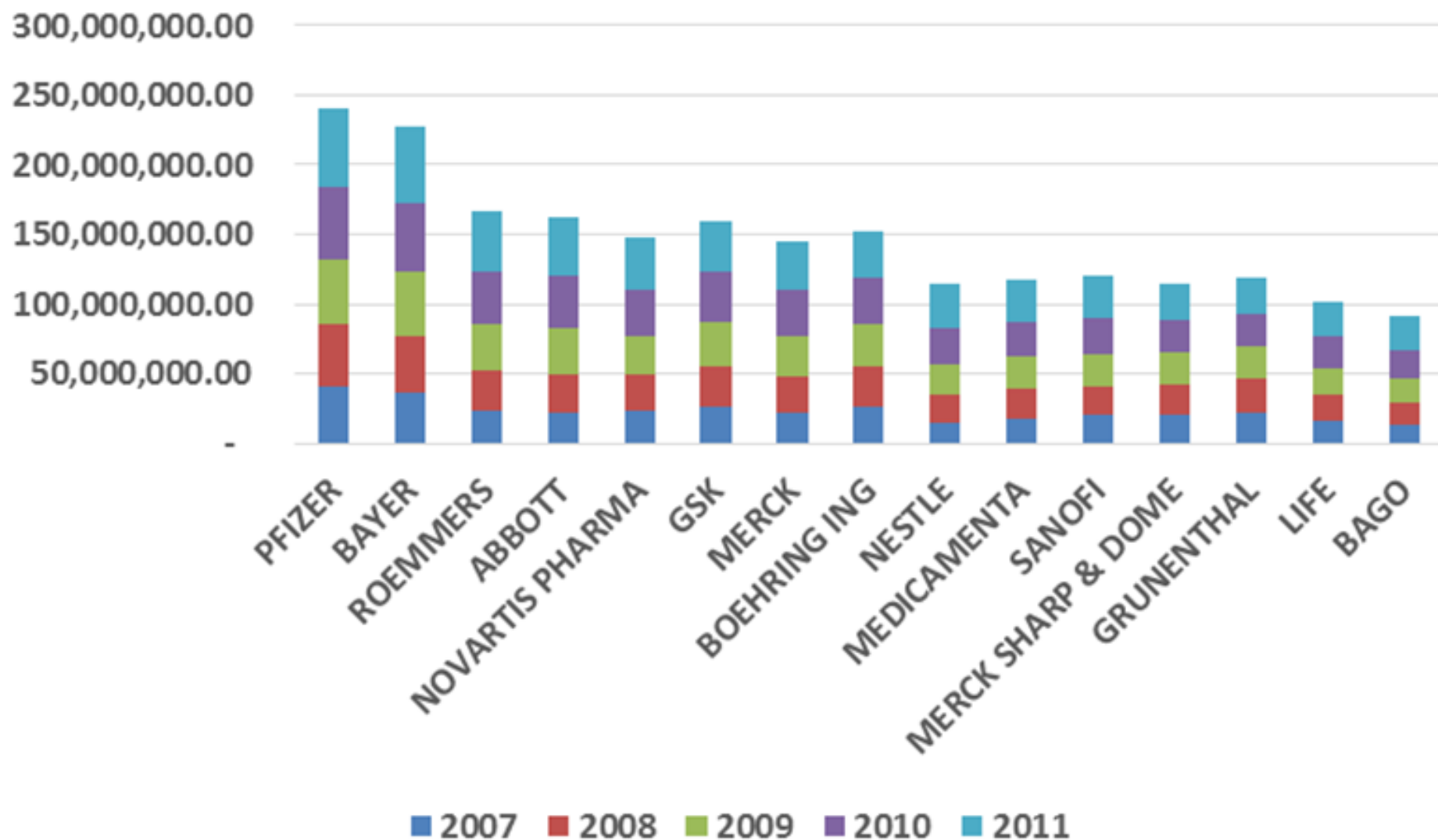




■ Toneladas ■ Dólares

Source: BCE 2013

Major Pharmaceutical companies operating in Ecuador



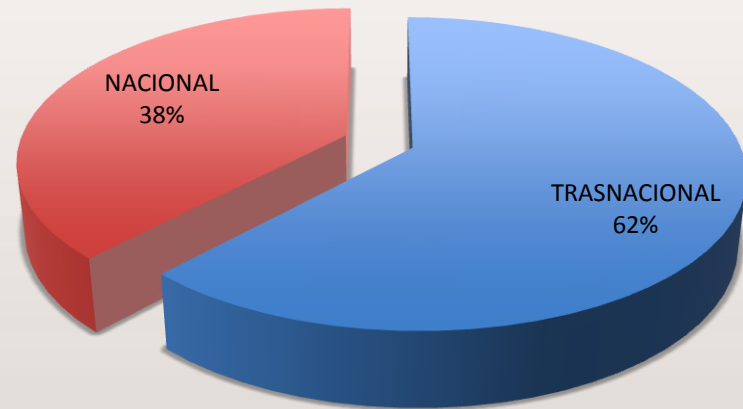
Ecuadorian National Scenario

National suppliers represent USD 448. 6 millions (37,3% of public market)

International suppliers represent USD 751,4 millions (62.7% of public market)

70% of RPIS purchases were to companies established in Ecuador

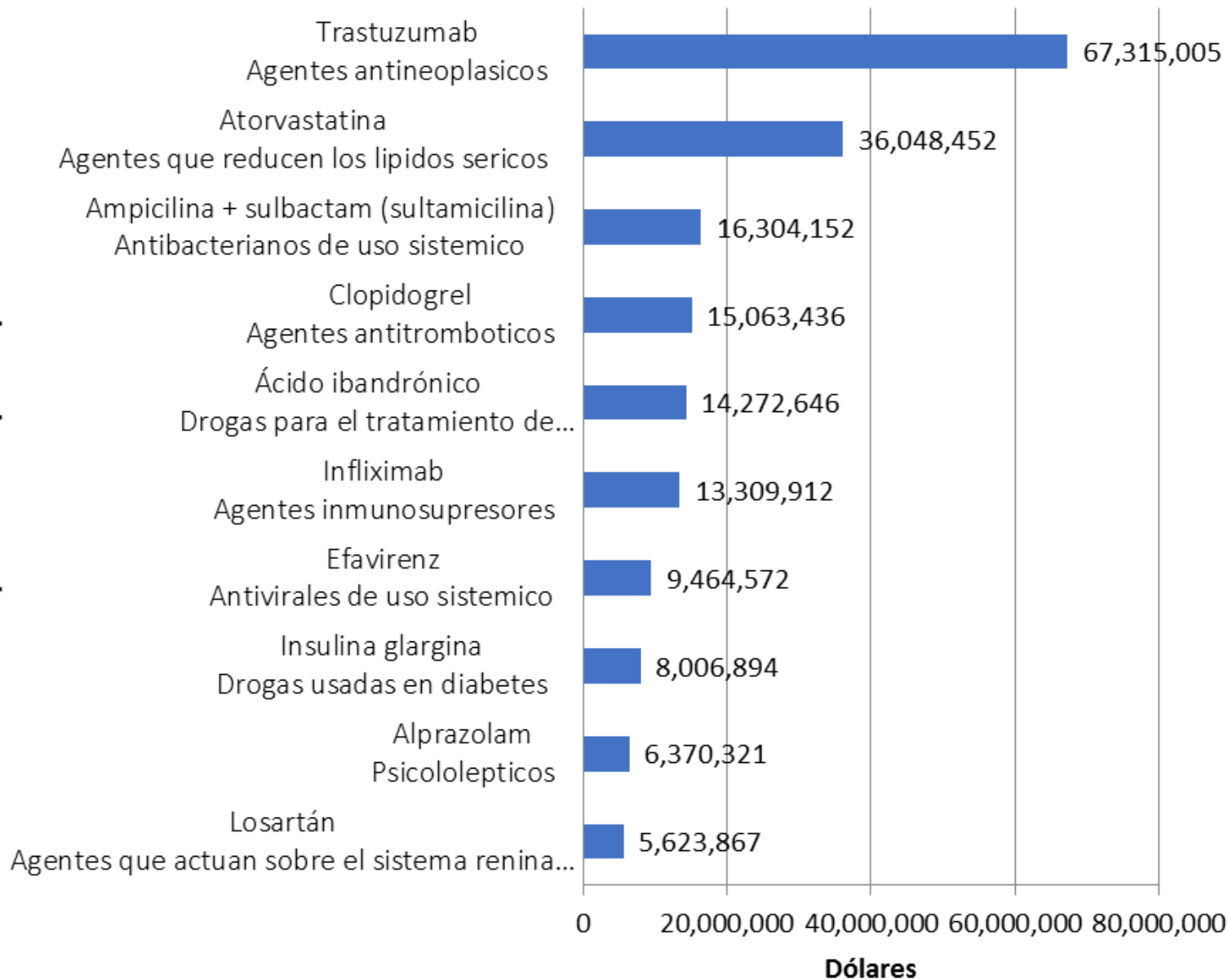
Pharmaceutical national Industry imports 85% of raw materials (ALFE)



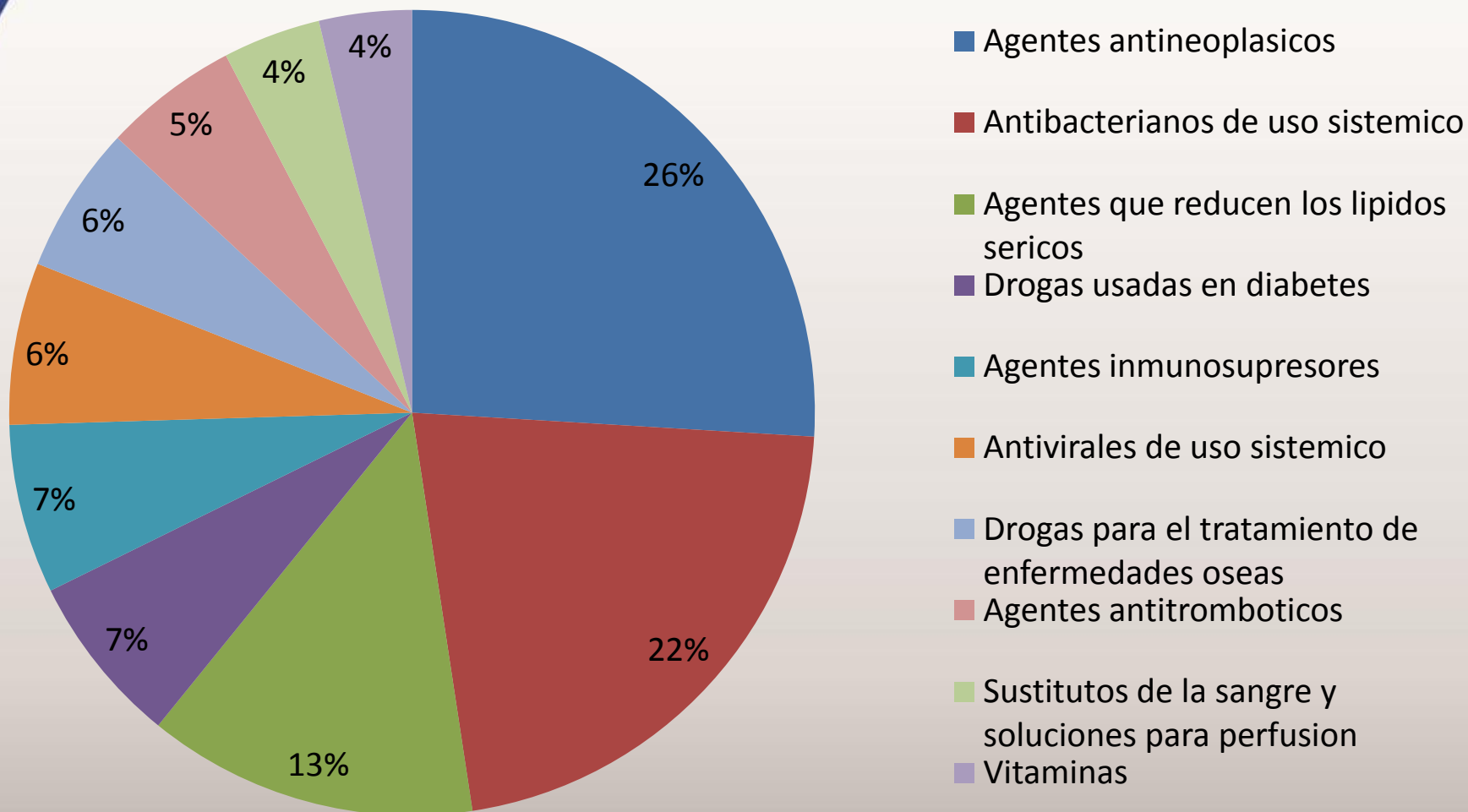
Source: INCOP, SICM 2011, 2014

Fármacos de mayor costo demanda por Grupo Terapéutico (SICM 2011)

Principio activo Grupo Terapéutico



First ten therapeutic groups represent 74% RPIS of RPIS total purchases.



Thank you



@enfarmaep



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