

Key factors

influencing the
United Arab Emirates pharma market

Key statistics



31st Largest
economy worldwide



\$7.3 bn by 2023
The estimated
pharma market value



Ranked 16th
in worldwide ranking for
Ease of doing business.

Recent Developments:



UAE has entered into several **agreements on the protection and promotion of investment and the prevention of double taxation.**



U.A.E. Ministerial Decree 404 of 30 April 2000 protects international pharmaceutical companies intellectual property: registration of any pharmaceutical product in the U.A.E. is prohibited until the expiry of the patent term of the original product in the country of origin.



Commitment to healthcare remains a priority for most MENA governments, accelerating the modernisation and expansion of healthcare infrastructure and provision.

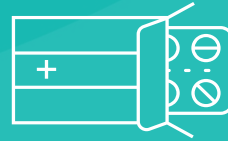
Opportunities

- 1** Increase in the aging population is anticipated to escalate demand for treatments and hospital beds
- 2** Privatization of hospitals and mandatory medical insurance, especially in Dubai and Abu Dhabi, will continue to encourage spending and contribute to a more integrated health system
- 3** **UAE healthcare to attract foreign ownership through:**
 - **Foreign Direct Investment Decree (2018):** permitting 100% foreign ownership by global investors in the UAE mainland.
 - **The Positive List (2019):** The UAE Cabinet released a list of 122 sectors to which the Decree applies, incl. **Pharmaceutical Products Manufacturing**, with a 15Mn AED minimum capital requirement.
- 4** 2018 regulation for prescribing generics in Abu Dhabi: Generic medicines will be dispensed as first choice by pharmacies and customers will have to pay the difference for patented products (up to 70%)
- 5** Emphasis on fast-tracking innovative medicines and orphan drugs

Challenges



Globally small local manufacturing sector focused on cheap, basic medicines.



The market is reliant on imports, in particular at the hi-tech end of the scale - although this is improving.