



# Conseil de l'Ordre des Pharmaciens Fabricants et Répartiteurs Morocco

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*National Council of Industrial and Wholesaler Pharmacists*

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Rachid LAMRINI, President

**EIPG**, General Assembly  
Sofia  
12<sup>th</sup> - 13<sup>th</sup> April, 2014

# Presentation

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## Conseil de l'Ordre des Pharmaciens Fabricants et Répartiteurs (COPFR)

*National Council of Industrial and Wholesaler Pharmacists*

Public service missions



The Council elected for 4-year period :

- President
- Vice President
- Secretary General
- 5 Permanent members
- 8 Deputy members

Created : 1976 (Dahir, text of law)

Members : pharmacists, authorized by the Government, practicing in Morocco  
(*Industrials-350 and Wholesalers-50*)

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**Rachid LAMRINI, Ph.D, Pharm.D**

Faculté de Pharmacie, Lyon

COPFR

President

Maphar-Sanofi Group

Responsible Pharmacist

Pharmaceutical Affairs Director



1991/94 Interne des Hôpitaux, Lyon/France

1995/96 Hospital Pharmacist, Lyon/France

1997/2014 Industrial Pharmacist, Maphar/Morocco

***Expertise :***

Regulatory

Development

Quality Assurance and Quality Control

Supply Chain

# Roles & Missions: Scientific and disciplinary

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- Representing the members and be a permanent contact with :
  - Ministry of Health Departments (Drug and Pharmaceutical Agency, ..),
  - Other Councils (Health sector activities : CNOP, ..)
- Giving opinion on the draft of laws proposed by the MoH concerning pharmaceutical profession, industrial sector and wholesaler activities,
- Formulating opinions on the regulation to the pharmaceutical professionals,
- Giving inputs on the continuous improvement of National Legislation : Guidance, Directive, ...
- Being a platform to exchange technical expertise, industrial and supply chain experiences

# Roles & Missions (Cont')

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- Improving networking and social contacts between the members,
- Controlling the access to the professional exercise (Industrial and Wholesaler Pharmacists),
- Guaranteeing ethics and discipline of professional exercise and deontology code,
- Defending the independence and the honor of the profession,
- Building good relationships with linked professional organizations,
- Motivating and coordinate the participation of the members in the development of pharmaceutical sciences,

# Activities & Achievements (2011/14)

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- **Regulatory** : Opinions given on the text of laws proposed by the MoH :
  - ✓ Marked Authorization : New guidances
  - ✓ GMP and GDP : Creation of the 1<sup>st</sup> Moroccan Guide
  - ✓ Moroccan Pharmacopeia : Creation of the first
  - ✓ Labelling : New directive
  - ✓ Bioequivalence & Bioavailability
  
- **Meeting, Workshop and Technical seminar**
  - ✓ COPFR days (annual) : Various topics
  - ✓ Pharmacist responsible : Role and obligation
  - ✓ Pharmacopeia : Europe and US
  - ✓ ICH and Impurities
  - ✓ Bioequivalence & Bioavailability
  - ✓ FDA inspection
  - ✓ WHO : Prequalification (Co-Organization with USP)
  - ✓ Pharmacovigilance (Co-organization with Moroccan Center of PVg)
  - ✓ CNOP France, Section B



# COPFR Partnership

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- **USP convention/US** : Observer member
- **EIPG/EU** : Observer member
- **SFSTP/France** : Partnership ongoing

# Morocco : a country of contrast ...

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**COPFR**

Rachid LAMRINI



**EIPG**, General Assembly

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# Morocco : a country of contrast ...

▪ Population 2013 (Millions)	33,1
▪ Urban population	59%
▪ Human Development Index (/187)	130th
▪ Unemployment rate (Q3/2013)	9,1%
▪ Exchange rate (Euro/MAD)	11,2
▪ Literacy Rate	56%
▪ Internet penetration rate	51%
▪ Mobile phone penetration rate	115%



## A development based on long term economic programmes ...

### « EMERGENCE » PROJECT 8 strategic fields (diversification)

Offshoring

Automotive (Renault-Nissan, Tanger: 1 Bn)

Aviation (ISO Certification)

Electronic (Payments...)

Agriculture (Seafood, fruits, olive oil..)

Textile (Manufacturing)

Craft industry (jewelry, embellishment)

Pharmaceutical industry

### AZUR 2020 PLAN Objective : 20 Million tourists

Opening of Morocco aviation space

Accommodations and services offer increase

610.000 jobs creation



# Pharmaceutical industry contract program: national production and export development

## Contract program (2013-2023) : 2 main directions



### Export

1. Local manufacturers:  
Competitiveness improvement
2. Multinational companies:  
increase the number of  
manufacturing plants dedicated  
to export

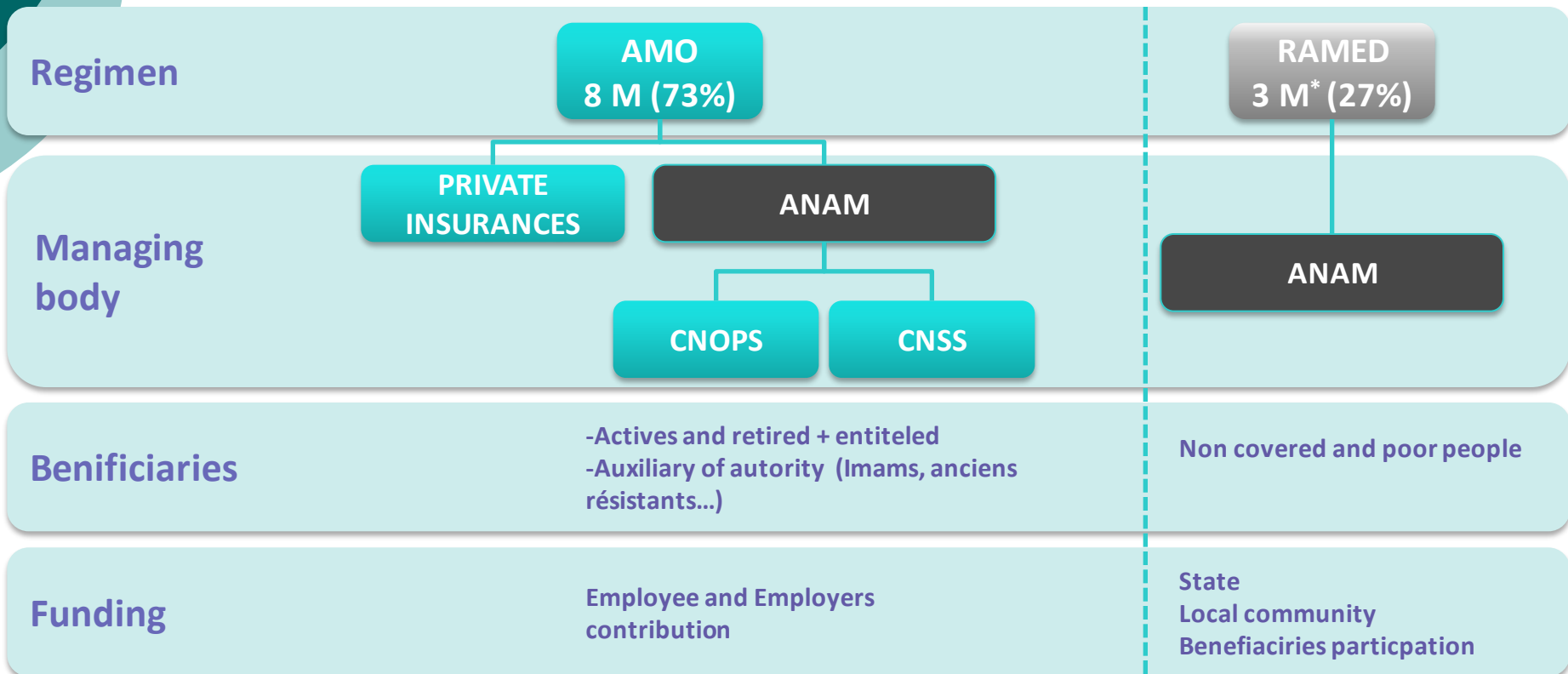


### Internal market

1. Drugs: Generalize access to drugs, while  
keeping a balance between  
reimbursement rate and public budget
2. Medical cares: Generalize access; quality  
improvement; erase health deserts
3. Generics development (50% market  
share target)
4. R&D development

# 2/3 non covered population

Basic medical coverage: 11 M of beneficiaries (34%)

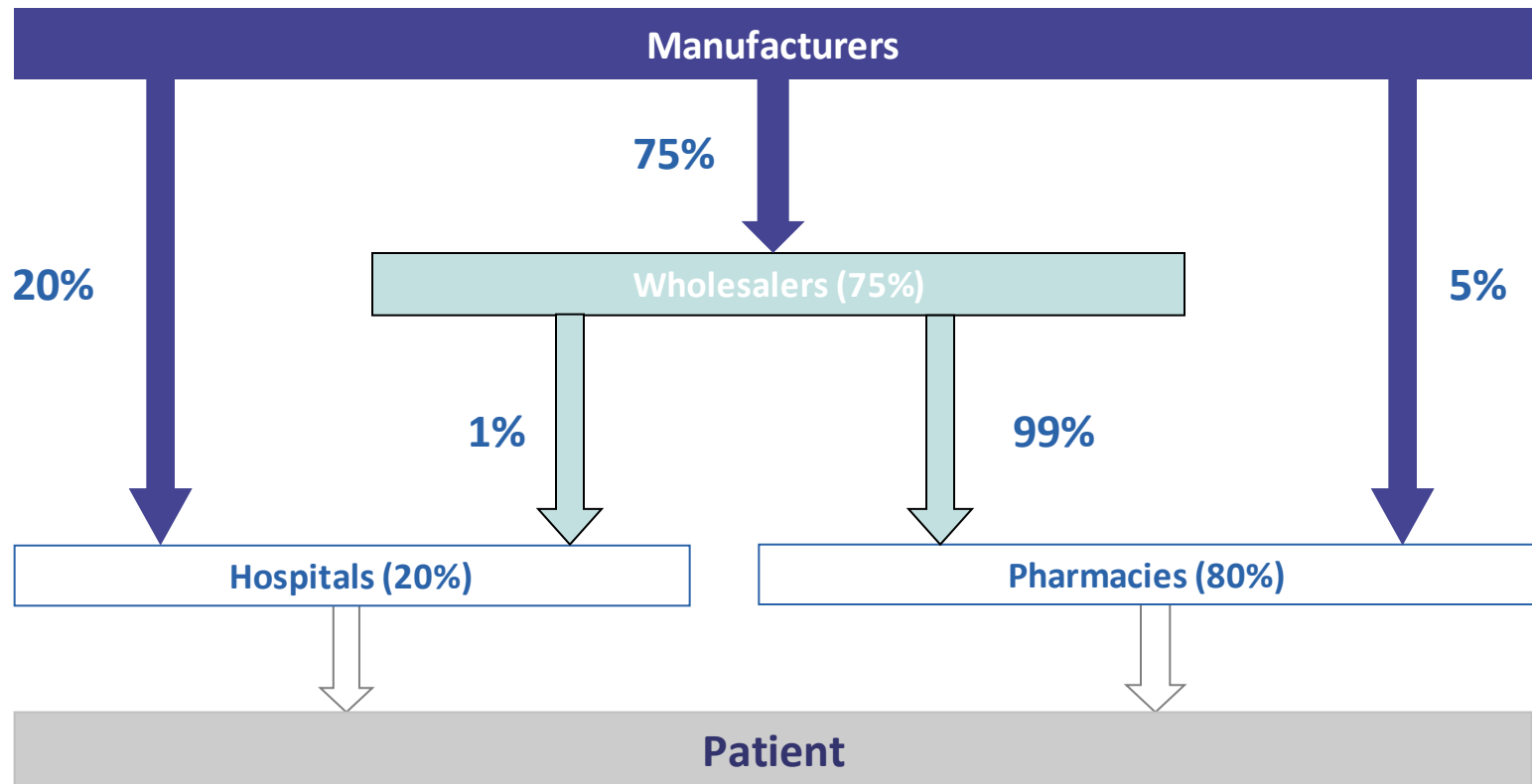


# Pharmaceutical Area

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- Pharmaceutical Industry (manufacturers) : 45
- Wholesalers : 50
- Volume Local manufacturing : 75 % (Unt) (60% value)
- MS : 1 B Euro (Private Market)
  
- Number of GPs : 10 500
- Number of specialists : 10 000
- Number of pharmacies : 12 000

## Distribution flow : 80% in the retail canal



# Pharmaceutical industry Associations



المغرب الإبتكار والصحة  
MAROC INNOVATION & SANTÉ

Professional Association of multinational Company in Morocco (founded in 2005, 123 M SKU vs 300 M SKU)



50%  
Market Share

13  
Members



Association Marocaine de l'Industrie Pharmaceutique

Professional Association (created in 1985)



28  
Members



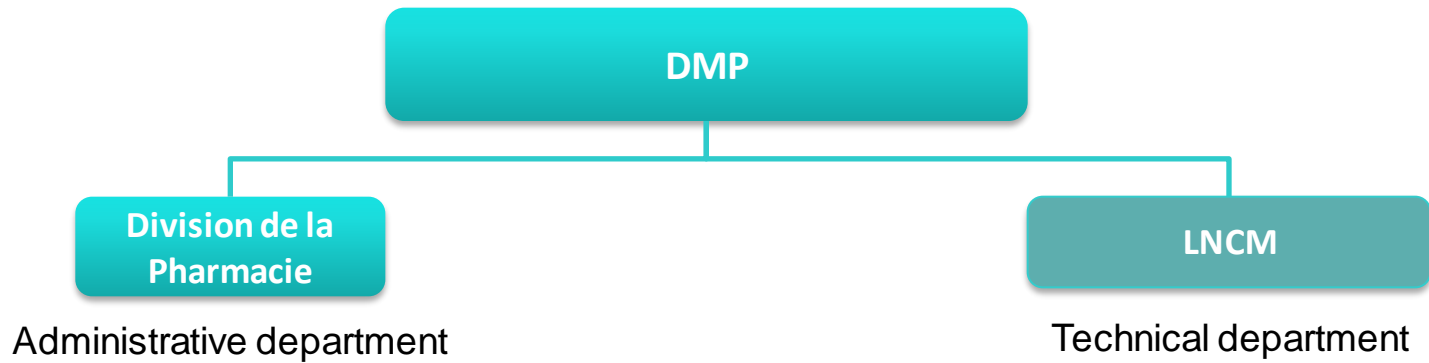
L'Association marocaine du médicament générique

Generic Professional Association

7  
Members

# Direction du Médicament et de la Pharmacie (Drug and Pharmacy Agency)

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LNCM : National Laboratory of Drug Control

- Created in 1969
- WHO prequalified
- Reference laboratory (Arab League)
- Certified ISO 17025 (EDQM)
- Associate member Ph. Eur. Commission in Strasbourg





# Thank you

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