
Isu Abxis, ranked first for two consecutive years in the Algerian Gaucher disease treatment bidding

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Isu Abxis (086890) announced on the 25th that it was selected as the top bidder in the 2022 bidding for the treatment of Gaucher disease conducted by the Pharmacy Central Hospital (PCH) of Algeria. It is selected as the 1st prize for the second consecutive year following last year.

Isu Abxis was selected as the number one supplier in 2021, beating out competitors, and signed a supply contract worth up to 14 billion won, and started supplying Algerian-style Gaucher disease treatment worth 4.7 billion won last month. In this bidding, it was also selected as the first-ranked supplier, and in this bidding, the first-ranked company monopolizes the entire supply of the treatment. The company said that this bidding structure is expected to play a major role in improving the performance of Isu Abxis, which is aiming for a turnaround by expanding its top line next year.

Lee Yong-yoon, team leader in charge of the overseas export business of Isu Abxis, said, "We secured about 50% of the market share in the first year after receiving item permission in Algeria, and laid the foundation for occupying the entire Gaucher disease treatment market through an aggressive bidding strategy the following year. "This is the result of pursuing the advanced market entry strategy and the ROW (countries other than major countries) where treatment for rare diseases is somewhat difficult to expand overseas expansion of 'Abthirteen'."

Meanwhile, regarding the timing of sales reflection of this successful bid, "The supply period of the last successful bid was initially from the second half of this year to the first half of next year, but the first export volume was shipped last month, and the remaining firm contract volume was also requested by PCH for early supply. Accordingly, all of them will be supplied during this year," he said. "This successful bid corresponds to the supply volume for one year from the second half of next year, but the company has already established a production plan with the possibility of early sales in mind." He also said, "We are actively promoting sales activities to further advance into the MENA (Middle East and North Africa) region in the future, starting with Algeria."