

OCPL



# Oman Chemicals and Pharmaceuticals SULTANATE OF OMAN

GCC Experience

OCPL

# Impressions of OCPL



# Facts and Figures

- ▶ **Established 1989**
- ▶ **Turnover: \$70 Million (20% growth rate)**
- ▶ **Only API Producer in GCC, Middle East & Africa Regions.**
- ▶ **More than 350 people employed**

# Semi-synthetic Penicillins

- ▶ Amoxicillin Trihydrate
- ▶ Ampicillin Trihydrate
- ▶ Flucloxacillin Sodium
- ▶ Cloxacillin Sodium
- ▶ Dicloxacillin Sodium
- ▶ Oxacillin Sodium
- ▶ ...all different forms  
(Compacted, Powder,  
Micronised)





# SSP Production

- ▶ Production 2008: 1500 tons
- ▶ Production 2009: 1600 tons
- ▶ Production 2010: 1750 tons
- ▶ Amoxicillin counting for 90% of the production
- ▶ Capacity planned to be extended to up to 2000 t.p.a. in the coming years



# Quality Assurance

- ▶ COS (Certificate of Suitability issued by European Directorate for Quality Medicines) for Amoxicillin Trihydrate and Ampicillin Trihydrate for unlimited period.
- ▶ COS for Flucloxacillin Sodium received in early 2008.
- ▶ ISO 9001 and 14001 certified
- ▶ GMP certified by WHO (World Health Organization) & Oman Ministry of Health.
- ▶ Various successful inspections by multinational companies
- ▶ Passed various GMP audits including EU authorities and Germany.

# Markets

- ▶ Business in more than 70 countries worldwide
- ▶ 15% of business in Mid.East, Latin America, South East Asia regions.
- ▶ >85 % business in Europe, both pharmaceutical and veterinary industry

# R & D Center

- ▶ **Successfully developed & commercialized**
- ▶ **Atorvastatin - developed new route of synthesis and already filed patent application with GCC in November 2006. Subsequent filing done in Europe and US markets.**
- ▶ **Glimepiride \***
- ▶ **Topiramate**
- ▶ **Ramipril**
- ▶ **Tadalafil**
- ▶ **Clopidogrel Bisulphate**
- ▶ **Losartan Potassium**
- ▶ **Ketoprofen \***
- ▶ **Amlodipine Besilate \***
- ▶ **All new substances will be made available with documentation according to EU guidelines and a COS will be applied for.**

\* CEP Available



# Reaction Capabilities

- ▶ Alkylation & Acylation
- ▶ Oxidation & Reduction Reaction
- ▶ High Pressure Hydrogenation
- ▶ Esterification
- ▶ Hydrolysis
- ▶ Protection/De-Protection
- ▶ Chiral Resolution
- ▶ Halogenation
- ▶ Diazotisation
- ▶ Condensation
- ▶ Chloromethylation
- ▶ Chlorosulfonation
- ▶ Formylation
- ▶ Hoffman Degradation Reaction
- ▶ Knorr Pyrrole Synthesis
- ▶ Fischer-indole Synthesis



# Reaction Capabilities

- ▶ Friedal-Craft Reaction
- ▶ Freidal-Craft Acylation
- ▶ Mannich Reaction
- ▶ Catalytic Hydrogenation Reaction
- ▶ Bayer-Villiger Reaction
- ▶ Fries Rearrangement
- ▶ Knoevengel Reaction
- ▶ Vilsmeier-haack Reaction
- ▶ Witting Reaction
- ▶ Peroxidation Reaction
- ▶ Condensation Reaction
- ▶ Substitution Reaction
- ▶ Acidic/Basic Hydrolysis Reaction
- ▶ Addition Reaction
- ▶ Reformatsky Reaction
- ▶ Reimer-Tiemann Reaction



# Multi Product Plant (Unit – II)

- ▶ 30 - 45 tons per month. Multi-purpose-API Plant just started operation
  
- ▶ Several products produced, such as :
  - Lipid-lowering agents
  - Blood pressure lowering drugs
  - Gastro Intestinal drugs

# Pharma Industry Growth

- ▶ The global Pharma industry is growing at the rate of 13% annually.
- ▶ Drugs worth \$90bn going off patent by 2009.
- ▶ Markets like Latin America growing at 25% per annum; S. East Asia at 15%, M. East at 18%. Regulated markets of Europe and USA growing at 15% p.a.
- ▶ OCPL plans to target above markets by developing those drugs which are going off patent within next ten years.

# Market & Demand Situation

- ▶ Semi Synthetic Penicillin's: OCPL is already a key player in the global market supplying to many big regional players.
- ▶ We are the second largest exporter of Amoxicillin Trihydrate to EU.
- ▶ We are supplying to many Multi National Companies as following:
  - ▶ Glaxo Smithkline, U.K.
  - ▶ Merck Generics, France
  - ▶ Novartis AG, Switzerland
  - ▶ Schering-Plough, Europe



# Market & Demand Situation (Contd.)

- ▶ Multi Product Plant: Drugs being developed & commercialized at our MPP will have market value worth \$1bn in the next two years.
- ▶ We plan to enter high value markets of USA and Europe by registering our new products in those markets and by filing DMFs.
- ▶ We have already entered into strategic tie-ups with many Multi National Companies in Europe.
  - Infa Group, Italy
  - Solmag - Olon, Italy



# VISION

- ▶ Establish OCPL as a reliable source for APIs and Pharmaceutical preparations for regulated markets.
- ▶ Services offered in the future:
  - Development + Documentation
  - Production API + Documentation

# What we offer

- ▶ Customs synthesis for kilo lab to commercial scale.
- ▶ Contract manufacturing. In fact this is one of our strengths since we can develop low cost high value APIs.
- ▶ We can become your exclusive API supplier since we have resources to develop synthetic APIs.
- ▶ We could collaborate for MENA region since we are already there for the last 20 years.

OCPL

**THANK YOU**

Oman Chemicals  
& Pharmaceuticals LLC

