



Everywhere for your care

Company overview

Tirana 2017

Scope of work



- The scope of the document is to present Almegi Pharma, a reliable trade partner to distribute drugs in Albania.
- For the next 3 years Almegipharma is targeting to expand its business leveraging on :
 - M&A of others small and micro traders in Albania
 - Enlargement of Drug Portfolio and wide assortment

Pharma Market size in Albania



- Market Sizing has a value of circa 140 mio €
- Sales Channels are similar to the European ones:
 - Health Insurance Fond 100 mio €
 - Retail 40 mio €
- The competitive arena is very high as the market hosts a lot of small companies (more than 100 players) classified as:
 - Trader managing agreement with producers
 - Distributors with a network without exclusivity
 - Distributors with exclusive network and full control

Macro Trend define Albania as a country with a positive growth rate in Pharma market

SECTOR: PHARMA
COUNTRY: ALBANIA



Albania Market is profitable and favorable



Andamento e previsione delle importazioni dell'Albania

2016

VARIAZIONE VALORE DELLE IMPORTAZIONI

15.4% ▲

VARIAZIONE QUANTITÀ DELLE IMPORTAZIONI

16.3% ▲

Almegi Pharma



- Almegi Pharma was found 19 years ago by Prof. Dr. Pellumb Pipero. Its success and longevity are due to his experience in Medicine, his well aware researches in the Scientific environment and his personal experience in the Albanian Health sector (former Health Policy Director of Ministry of Health in Albania).
- The company is a family company and has full control of the whole supply chain:



AlmegiPharma differentiator factors



- All the process follow a predefined criteria with a registered managed procedure
- All the promoters work directly for Almegipharma with an exclusive agreement. They are professional doctors and pharmacist trained to manage their visits to the clients
- Almegipharma has full ownership of its Warehouse of 1600 m² with 360 m² dedicated to Pharma storage
- The storage has endowed temperature control and a modern safety system and alarm
- Almegipharma manages directly the delivery with 2 cars and one with refrigerator system
- There is a reliable network as parachute system
- Credit availability towards clients

Performance



- Turnover of the last 3 years has been more than 5 mio €
- Managed a CRM with more than 100 doctors and Pharmacist to promote pharma also with direct mail
- Direct delivery on 25 distributors and more than 50 Pharmacies.
- The clients receive 2 time per month
- Almegipharma controls the whole Albanian regions

Portfolio



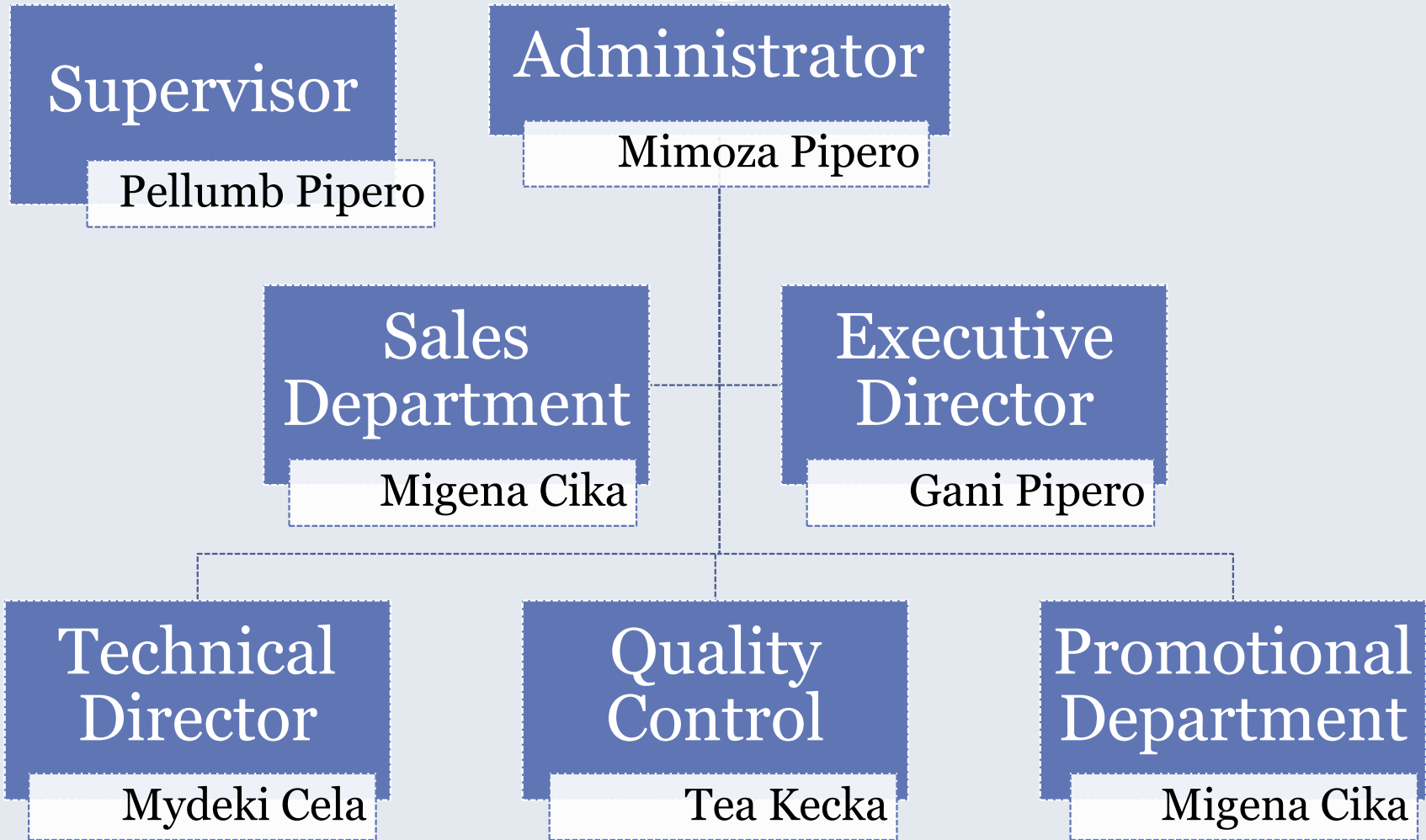
Producers	Pharma	Years Distributing
Eli Lilly	Humulin, Prozac, Zyprexa, Cialis, Ceclor, Alimta,	19
UCB	Zyrtec, Xyzal, Nootropil, Kepra	15
Mentholatum	Deep Relief, Deep Heat, Regenovex	12
Asac Pharma	Allergy Vaccines, Bacterial Vaccines, Laser Epilator	2
BioClin	Multy - Gyn	10

References



Producers	Contact	Job role
Eli Lilly	Nelly Ognianova	Ognianova_nelly@lilly.com
UCB	Kris Robeet	kris.robeet@ucb.com
Mentholatum	Tomasz Giembicki	giembicki@mentholatum.pl
AsacPharma	David Lopez	davidlopez@asac.net
Bioclin	Hinko Sauter	hinko.sauter@bioclin.rs

Organizational chart



Organizational chart: experience

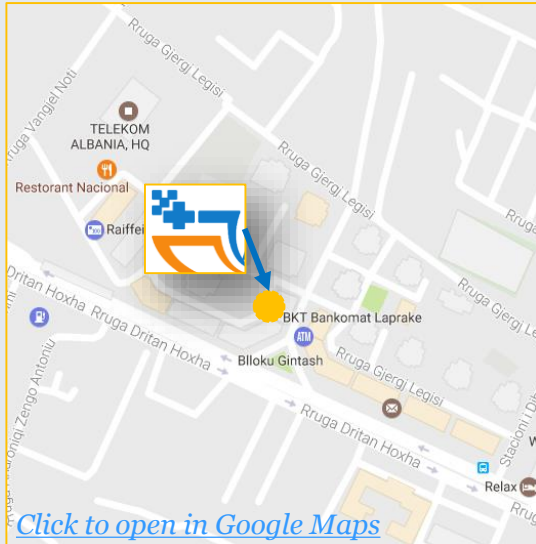


Persona	Job Title	Experiences
Mimoza Pipero	General Administrator	19 Years
Gani Pipero	Executive Director	18 years
Mydeki Cela	Technical Director	18 years
Migena Cika	Sales manager & Promotions	18 years
Tea Kecka	Quality Control	3 years

How to contact us



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[Check our website](#)

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