

Pharmaceutical Sector

Due to its vast experience, privileged geographic location, preferential access to regional markets and a highly qualified workforce, Bogota offers pharmaceutical companies significant benefits and advantages as a regional manufacturing, logistics or commercial hub.

What are Investors Saying?

“(…) In 2001 the company invested approximately US\$15 million to build a pharmaceuticals production plant in Bogota that centralized production. Excellent product reception, high levels of quality and customer trust, technological development, and permanent scientific support are all factors leading to success: 55% of our production is exported to countries such as Peru, Chile, Ecuador, Venezuela, Panama, Costa Rica, El Salvador and Guatemala”.

Jaime Baena, President of Fresenius Medical Care Colombia S.A.

Why Locate in Bogota?

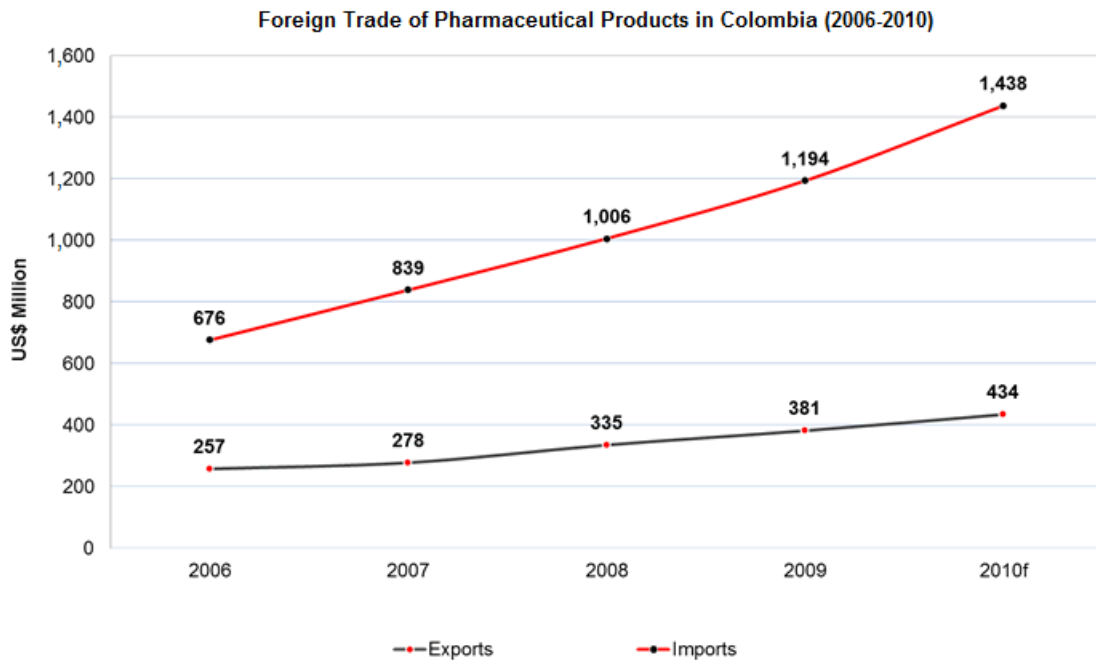
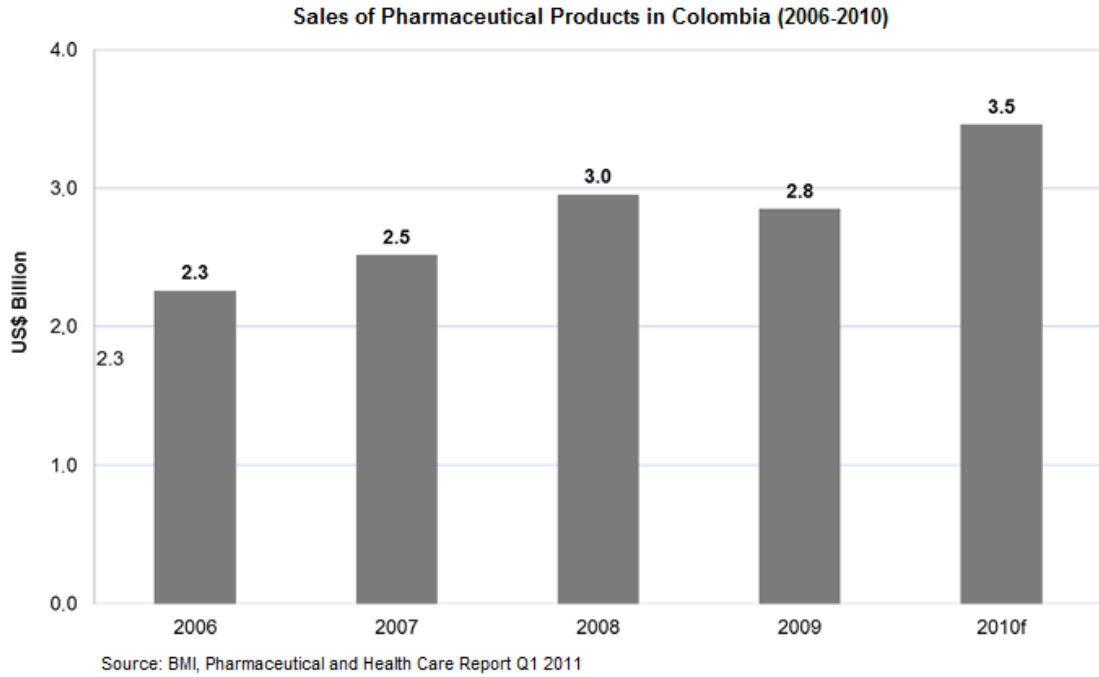
- Extensive experience in the manufacturing of pharmaceutical products
- A highly qualified workforce trained in manufacturing processes that allows for a rapid learning curve
- Competitive costs for qualified and semi-qualified labor
- A flexible labor regime
- An important center for the research and development of products
- Attractive investment incentives
- Free, tailor-made training programs for employees

The Pharmaceutical Sector in Bogota and Colombia

- The Colombian pharmaceutical market is the fourth largest in Latin America, after Brazil, Mexico and Argentina
- Health expenditure in Colombia amounts to 6.4% of GDP
- The total market exceeded US\$ 3.5 billion in 2010
- Approximately 130 pharmaceutical manufacturers are located in Colombia, employing around 24,000 staff
- Fifteen multinationals have a joint market share of 75%; the remaining 25% market share is held by domestic companies
- Due to low implementation costs, relatively low exposure to drugs by the local population, and a strong medical professional structure, Bogota is positioning itself as a major center for clinical studies
- Bogota accounts for:

70% of pharmaceutical firms
 55% of jobs in the pharmaceutical sector
 50% of national production of pharmaceuticals

- Exports of pharmaceuticals reached US\$ 434 million in 2010



Major Multinational Companies Located in Colombia

- BASF (Germany) has been present in Colombia for over 30 years with production facilities
<http://www.basf.es/>
- Bayer (Germany) has a production plant in the country which exports to Andean and other Latin American markets
<http://www.bayer.com/>
- Boehringer Ingelheim (Germany) has been present in Colombia for over 20 years with a production facility in Bogota which manufactures liquid, solid and semisolid formulations; in addition the company provides contract manufacturing services for Latin American markets; it currently has over 300 employees in Bogota
<http://www.boehringer-ingelheim.com/>
- Bristol-Myers Squibb (US) is present in Colombia with a production facility that serves domestic and regional markets
<http://www.bms.com/pages/default.aspx>
- Fresenius (Germany) has a production plant in Bogota which exports to Andean and other Latin American markets
<http://www.fresenius.com/>
- Merck (Germany) has its regional headquarters for Colombia and Ecuador in Bogota; the company has a production plant for liquid, solid and semisolid formulations; the company offers contract manufacturing services
<http://www.merck.com/>
- Reckitt Benckiser (US) is present in Colombia with a plant that serves the local and regional markets
<http://www.reckittbenckiser.com/>
- Sanofi Aventis (France) is present in Colombia with a production plant located in Bogota that

serves domestic and regional markets
<http://en.sanofi-aventis.com/>

Other Multinational Companies with Domestic and Regional Distribution Operations in Colombia

- AstraZeneca (Sweden) has its headquarters for Colombia in Bogota
<http://www.astrazeneca.com/>
- GlaxoSmithKline (UK) has been present in Colombia for over 50 years: its headquarters for the Andean Region and the Caribbean are located in Bogota
<http://www.gsk.com/>
- Janssen Cilag (US) has its headquarters for Colombia in Bogota
<http://www.janssen-cilag.com/>
- Pfizer (US) has its headquarters for Colombia in Bogota
<http://www.pfizer.com/home/>
- Rhodia (France) has its Colombian operations based in Bogota
<http://www.rhodia.com/>
- Wyeth (US) has its headquarters for Colombia and a shared service center for the Andean region **located in Bogota**
<http://www.wyeth.com/>

Main Domestic Companies

- Biogen produces more than 50 drugs with more than 140 presentations; the company exports to the Andean region and Central America

<http://www.laboratoriosbiogen.com/>

- California develops, manufactures, imports and exports pharmaceuticals
<http://www.californialabs.com.co>
- Genfar is a company with subsidiaries in Ecuador and Peru which develops and manufactures OTC and prescription drugs
<http://www.genfar.com>
- Ave group develops and produces pharmaceuticals for the Colombian market and for export to Latin America and Asia
<http://www.grupo-ave.com>
- La Santé is a company located in Bogota which develops and markets generic and brand name drugs; it has operations in Venezuela, Peru and Ecuador
<http://www.lasante.com.co>
- LaFrancol develops and manufactures generic and brand name drugs; its production plant is located in Cali
<http://www.lafrancol.com>
- Memphis is a manufacturer of generic drugs owned by California (see above)
<http://www.memphis.com.co>
- Procaps is a company located in Barranquilla which produces about 3 billion soft gelatin capsules per year. It exports to more than 50 countries and has production facilities in Venezuela and Brazil, making it the largest manufacturer of soft gelatin capsules in Latin America: it provides contract manufacturing services to companies such as Wyeth, Merck, and Glaxo-SmithKline
<http://www.procapslaboratorios.com>
- Syntofarma is a pharmaceutical company located in Bogota; it is a leading contract manufacturer of betalactamic drugs and exports to the Andean region, Chile and Argentina
<http://www.syntofarma.com/>

If you require greater detail, please contact any of the agency Investment Officials in charge.

Related Links:

<http://www.cphi.com>

<http://www.servimed.com.mx/AMEIFAC-DIA%202009/programa.pdf>

<http://www.afidro.com>

<http://www.invima.gov.co>

<http://www.saludcapital.gov.co>

Updated (mm/dd/yyyy): 16.06.2011