

ENTRANCE PHARMACEUTICALS & RESEARCH CENTER



INTRODUCTION

VISION

To be the Premium Provider of quality pharmaceutical products.

MISSION

To meet the pharmaceutical needs of the sub-region by using innovative approaches to deliver premium quality products through our highly trained and dedicated staff in a qualified premise.

VALUES

- Quality Focus**
- Customer Satisfaction**
- Respect**
- Collaboration**
- Integrity**

ENTRANCE- A COMMERCIAL /ACCESS PARTNER OF CHOICE

Our strength as a commercial access partner lies in :

➤ **OUR MANUFACTURING PLANTS**

- ✓ Our New facility established in 2013.
- ✓ With 2 separate dedicated plants (a **Beta** lactam plant and a **Non-beta Lactam** plant)
- ✓ We have Installed, Excess capacity (current utilization 60%) this we believe offers a prospecting partner a good capacity to come make money through contract manufacturing.
- ✓ Have capacity for the manufacture of a *wide range of Non-sterile dosage forms* :
 - liquid preparations
 - Dry powder for suspension ,
 - oral powder (sachets)
 - Tablets
 - Capsules
 - **NEW ADDITION ON NON-BETA BLOCK**
 - Ointment/creams
 - Suppository



ENTRANCE- A COMMERCIAL /ACCESS PARTNER OF CHOICE

◦ MARKET ACCESS

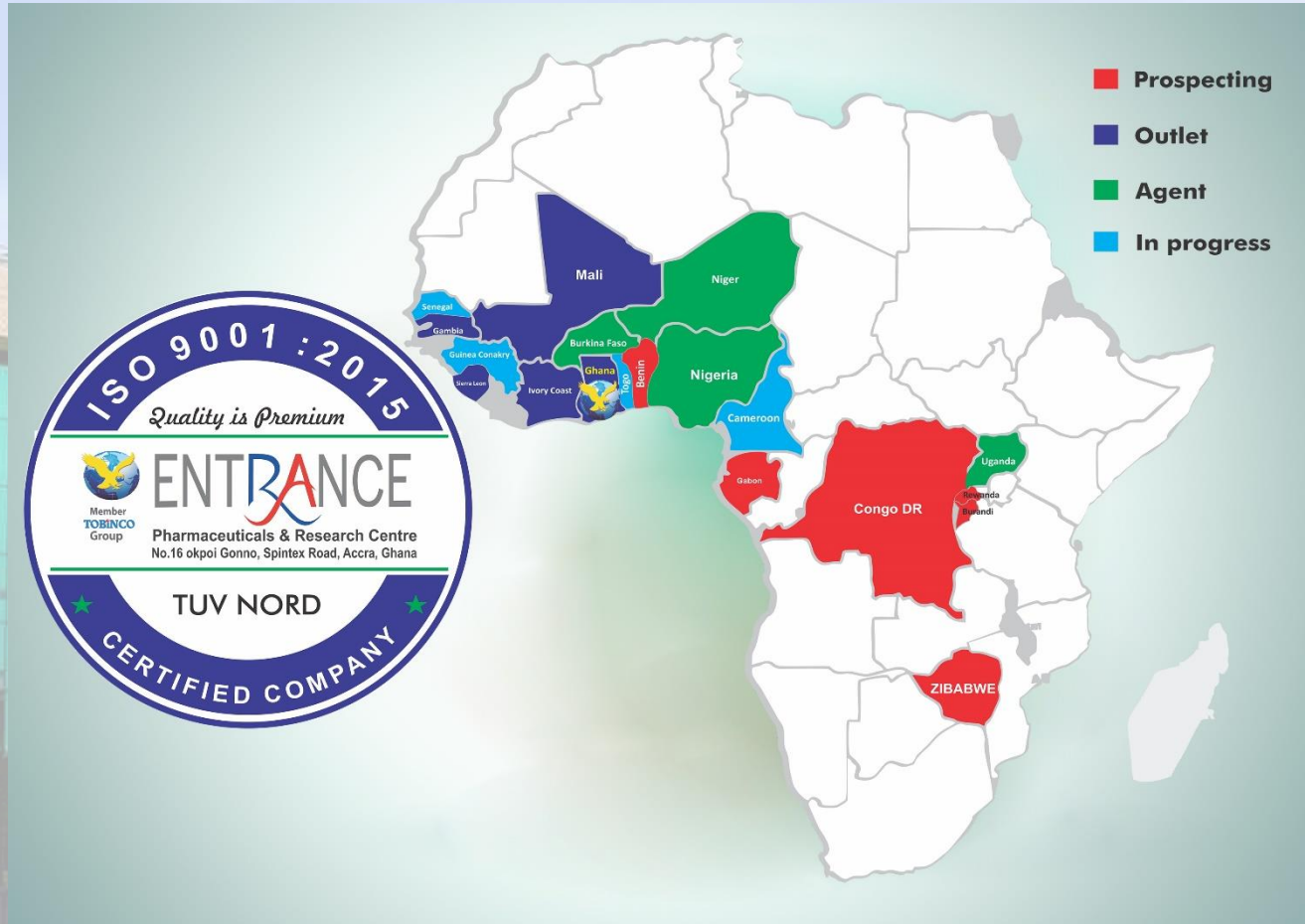
➤ LOCAL SALES

- ✓ Entrance is not new on the distribution market as we distribute our products on the local market through Tobinco Pharmaceuticals Ltd (the marketing Subsidiary for the Tobinco Group of companies of which Entrance belong) a leading pharmaceutical distributor in Ghana with over 20 years track record as the strategic key to access you need in Ghana.
- ✓ Tobinco Pharmaceuticals currently has a track record of selling 20% of Ghana's generic drugs market with distribution outlets and Networks all across Ghana.

➤ EXPORT MARKET

- ✓ Entrance offers access to 11 countries within the West African Sub-region most of which are francophone countries.
- ✓ We are a partner of choice for timely exports to the sub- region shortening the long shipment lead time required in exporting from a factory in Europe and Asia.
- ✓ Our membership of the free zone provides us the benefits :
 - To export not less than 70% of products.
 - All Import and Exports by Entrance are exempted from value added tax and import /export duties giving us good leverage for competitive pricing on the export markets.
- ✓ Established distribution outlets with local distribution network / local Agents in the various foreign markets we operate.
- ✓ Participating and winning several foreign government Tenders.

REGIONAL PRESENCE IN AFRICA



ENTRANCE-A TECHNICAL PARTNER OF CHOICE

QUALITY

- Have controlled quality systems in place to guarantee the quality of products are not compromised.
- Have submitted ourselves to series of quality audits by several authorities including:
 - ✓ The Food and Drug Authority , Ghana
 - ✓ Direction de la Pharmacie of Cote d'Ivoire
 - ✓ NDA of Uganda
 - ✓ Latest audit By USP as part of roadmap for WHO prequalification by 2020.
- Obtained **Category B** rating during UNIDO GMP Assessment
- **ISO 9001:2015** certified (attained certification in September 2017).

○ **QUALITY ASSURANCE TEAM**

- Have a strong independent Quality Assurance Team with the Quality Assurance Head who has previous experience in EU, TGA & WHO GMP certified facilities. A guarantee for no compromise on Quality.

○ **PRODUCT DEVELOPMENT TEAM**

- *Entrance prides in a strong product Development Team with track record of 81 branded generic products developed and registered in the first 4 years of operation.*
- Have the Technical skill to handle all R & D technicalities in relation to the access of technology transfer / development of the products of our strategic partner timely.

CORPORATE GROWTH STRATEGY

- Entrance has an Aggressive market expansion plan to:
 - Increase our market share in the growing Generic and originator space in Africa by :
 - ✓ Introduce at least 10 Branded generics each year
 - ✓ seek strategic partnership(s) to manufacture and distribute originator brands through technology transfer from foreign companies who will either license these products to us or are willing to sell us product Dossier or engage us through contract manufacturing.
 - To increase our export drive by:
 - ✓ Getting our products Registered in 15 new countries by 2023.
 - ✓ Strategic access into new markets through increased investment into Market Research.
 - ✓ Securing distribution outlets in all operating countries to facilitate rapid access on new markets.

TYPE OF STRATEGIC PARTNERSHIP

- In line with our Corporate strategy, we seek strategic partners who want access into the west African markets to make money out of the growing generic and originator market space. Types of partnership we seek are:
 - Contract manufacturing.
 - Sale of Product Dossier to enable us manufacture and distribute the partners originator brands in Ghana and the sub-region of Africa.
 - Product Divestiture
Sale of ownership rights of partners product(s) to Entrance Pharmaceuticals and Research Centre giving us the right to freely produce, sell and market their originator product or branded generic(s) in Ghana and the sub-region of Africa.

CONCLUSION

- Entrance Pharmaceuticals & Research Centre your partner of choice for strategic pharma business in Ghana and the sub-region of Africa.



ENTRANCE
Member
TOBINCO
Group
Pharmaceuticals & Research Centre

**Setting a New Pace in
Pharmaceutical Manufacturing
in AFRICA**

