

# [바이오]의약품 해외 진출 지원을 위한 정보집

- 터키 -

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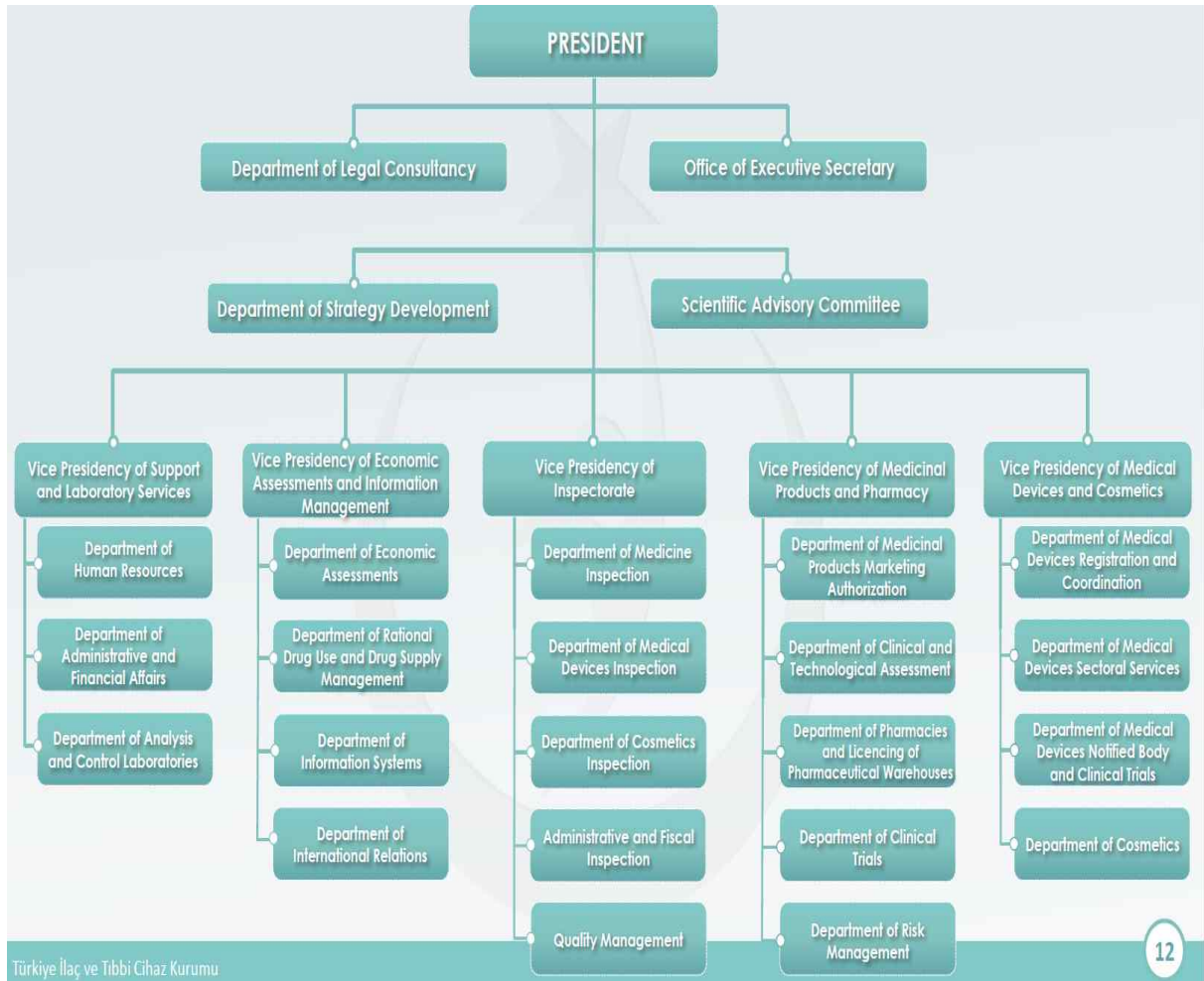
## 1. 국가명 : 터키

- 수도 : 앙카라
- 인구 : 8,027만명(세계 20위, 2016 CIA 기준)
- 민족 : 터키인(80%), 쿠르드인(17%), 기타(3%)
- 종교 : 이슬람교(99.8%), 기타(0.2%)
- 언어 : 터키어
- 면적 : 783,562km<sup>2</sup>(세계 37위, CIA 기준)
- 통화 : 터키 리라(TRY)
- GDP : 7,512억 달러(세계 18위, 2016 IMF 기준)
- 1인당 GDP : 9,562 달러(세계63위, 2016 IMF 기준)

## 2. 의약품 규제정보

### (1) 인허가 규제기관

- 1) TITCK(Türkiye İlaç ve Tıbbi Cihaz Kurumu 또는 TMMDA, Turkish Medicines and Medical Devices Agency) : 터키 보건부(MoH, Ministry of Health) 산하기관
  - 의약품 · 의료기기 관련 규제업무 담당
  - 기관의 권한과 책임은 Decree-Law KHK/663의 Article 27에 설명되어 있음
  - 2012년 3월 By-Law에 의해 터키 보건부의 관계 기관의 업무 절차와 원칙이 TITCK의 Article 11 Duties에 설명되어 있음
  - 보건부와는 업무는 일반적으로 대면 상태에서 이루어지며, 보건부에서 인허가 관련 문의를 해올 경우 대면상담 예약을 하는 것이 좋음
  - 홈페이지 : [www.titck.gov.tr](http://www.titck.gov.tr)



<그림 1. TITCK 조직도>

\* 출처 : WHO Technical Briefing Seminar

## (2) 인허가 규제정보

### 1) 인허가 절차

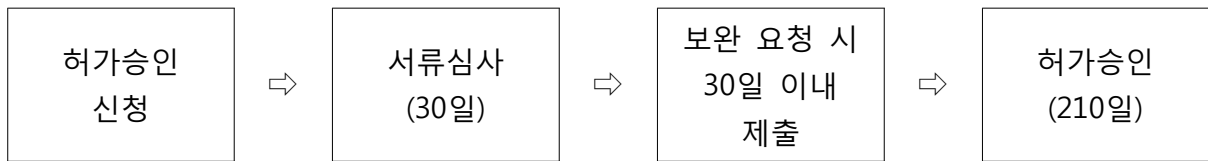
#### - 허가 신청

- 시판허가에 대해서는 Regulation on the Registration of Medicinal Products for Human Use(Official Gazette No 25705, 19.1.2005)에서 정의하고 있음
- 의료제품의 허가를 득하고자 하는 법인과 사람은 터키 법에서 규정한 대로 신청서를 포함해 부록에 나와 있는 모든 정보와 서류를 작성하여 보건부 산하기관인 TITCK에 제출하여야 함
- 의료제품을 시장에 도입하기 위해 허가를 필요로 하는 사람과 법인에

있어 다음과 같은 자격이 요구됨

- 사람은 의학, 약학, 화학 부문 중 어느 한 분야의 직업을 가져야 하며 자신의 직업을 터키에서 수행할 권한을 가져야 함
  - 법인은 위에 언급된 자격을 가진 책임있는 사람을 고용해야 하며, 자신들의 제품에 대해 규제기관에서 요구하는 어떠한 정보라도 제공하기에 충분한 자격을 가져야 함
  - 의약품을 시장에 도입할 목적으로 허가를 받을 사람은 적어도 1명의 자격있는 직원과 제품을 저장하고 유통시키기 위한 하나의 건물을 소유해야 함
- 제출 서류
- 2006년 1월부터 서류는 CTD로 제출하며, Module 1~5의 전체 사본을 제출해야 함
  - Module 2, 3은 터키어로 번역하며, Module 1은 터키어로 작성함
  - 인증서 원본은 모두 번역본이어야 하며, 공증인의 정식 확인을 거쳐야 함
  - Module 2와 Module 3의 경우 전문가 보고서, 규격, 분석 절차, 검증 보고서, 안정성 데이터에 대한 원본과 번역본을 제출함
  - 서류는 TITCK에 제출함. 평가는 각 서류 제출일에 해당되는 순서에 따라 처리하며 전자문서 관리 시스템(EUP, Electronic Application Project)의 도입으로 Module 1~5의 전자사본을 함께 제출함
- 일정
- 제출되는 서류에 대해 사전평가를 하여 모든 내용이 완비되었는지 검토한 후 의뢰자에게 결과를 전달함
  - 서류 제출 후 30 근무일 동안 진행되며, 누락된 부분이나 변경이 필요한 부분이 있을 경우 30일 내에 의뢰자에게 통보함
  - 의뢰자는 30일 안에 추가로 제출할 서류나 정정할 부분에 대한 요청을 하고, 보건부는 30일 내에 추가된 부분을 사전평가 함
  - 주무 관청은 서류가 제출된 후 210 근무일 안에 시판허가의 여부를 결정
    - 일부 조건에 따라 210일 정지시킬 수 있으며(기간 정지) 절차가 완료된 후 재시작 됨
    - 현재 신청 건수의 폭주로 인하여 신규 업체의 제출 승인에 소요되는 기간은 약 2년에 이르지만, 보건부는 앞서 언급한 대로 210일 내에 승인 여부를 결정함

- 서류를 제출한 후 평가를 시작하기 전에 제출해야 할 추가정보가 있을 경우 신청회사는 최초 신청서의 참조번호를 명기하여 서한을 작성해야 함
  - 추가정보의 내용, 추가한 이유, 제출 원본의 누락 부분에 대한 이유를 기재하며, 최초 서류 제출물 접수일에 도달한 당국(TITCK)으로 제출함
  - TITCK가 추가정보를 요청할 경우 의뢰자는 30일 안에 답변해야 함
- 의약품 시판허가에 소요되는 기간은 약 15~18개월



<그림 2. 품목허가 절차>

\* 출처 : 바이오 IT 플랫폼, 한국바이오횰약품협회

표 1. 의약품 인허가 절차

내용	기간
보건부에 있는 의약품 등록 Main Board(내과의사, 약사, 화학자, 생물학자 등을 포함하는 20명으로 구성)에 의한 검토. 약 2달 정도 소요되는 검토 과정에서 이사회는 제품이 터키 제약시장에 필요한 지를 결정함	2개월
Clinical Evaluation Board는 의약품의 안전성·유효성에 대해 검토(임상 전문가에 의한 평가)	3개월
전체 의약품 승인 서류는 Registration Board에 의해 검토되는데, 종종 부가적인 안전성 정보를 요구함	6~8개월
Ankara에 있는 Refik Saydam Institute에서 의약품의 순도, 성분, 안정성을 확인하기 위해 시험을 진행	2개월
승인 서류가 보건부의 Pricing Board로 제출되고, 수입업자는 보건당국과 의약품의 가격을 협상함	1개월
신청은 다시 Registration Board로 돌아오고, 의약품 수입허가서가 발행됨	2주
수입업자는 Industrial Products Department에 상품 바코드를 신청하고, 상품 레이블이 레이블 규정을 준수한다는 인증서가 발급되면 판매허가서가 발행됨	1개월

\* 출처 : 바이오IT플랫폼, 한국바이오횰약품협회(<http://www.bpis.or.kr/wp-content/uploads/2015/07/turkey.pdf>)

## 2) 우선심사 대상 및 절차

- 허가 심사의 신속 처리
  - 의약품이 질병 치료나 진단의 신약으로 공중보건 비용을 절감한다고 생각할 만한 설득력 있는 근거가 있을 경우, 보건부는 신속 처리 신청을 심의하고 의약품을 신속하게 출시할 수 있도록 함
  - 심사과정은 최대 180일 근무일 안에 완료됨
  - 추가정보에 대한 요청이 있을 경우, 요청기간은 심사기간에 포함되지 않는다고 간주하여 심사기간을 중지함
- 신청
  - 우선심사 신청은 약식 신청과 정식 신청에 모두 적용됨
  - 신청서의 신속 처리를 위해 해당 입증문서와 함께 요청의 논거를 포함한 신청서를 TITCK에 발송함
  - 신속처리 요청이 합의되는 경우, 정식 시판허가 신청서를 동봉하는 문서는 해당 신청에 대한 법적 요건 및 지침에 모두 부합해야 함

## 3) 시판허가 신청을 위한 등록 수수료

- 의약품에 대한 제출 수수료는 서류 제출 초에 납부하며, 그 후 보건부에서 검체에 대한 분석을 완료하여 분석 수수료를 별도로 청구함
- 보건부는 분석을 시작하기 전에 검체의 금액을 결정하고 검체에 요구되는 금액과 검체 분석 완료를 위한 기타 요건을 기재한 서한을 회사에 발송함. 비용과 수수료는 분석을 완료한 후에만 명확해지며, 공식 서한을 통해 회사에 요구

## 4) 의약품의 정의 및 분류

- 인체용 의약품(Medicinal Product for Human Use/Product)
  - 질병의 치료 또는 방지, 진단을 실시, 생리 기능을 정정 또는 수정하기 위해 인체에 투여되는 천연 또는 합성 원료물질이나 배합물질
- 인체용 등록 의약품(Registered Medicinal Product for Human Use)
  - 보건부가 승인하고 준비된 제형으로 특수 포장에 담아 출시되며, 구체적인 품명이 있는 인체용 의약품
- 원료(Substance)
  - 인체(인간 혈액 및 인간 혈액제제)나 동물(미생물, 전체 동물, 장기 일부,



표 2. 수수료

문서 형식	리라	유로
의약품(혈액제제, 면역제품) 등록	21,506	7,317
변경 절차에 대한 등록 변경	6,454	2,196
등록 제출	1,957	666
I, II, III상 임상시험 최초 제출	2,291	779
IV상 임상시험 최초 제출	11,484	390
생체 이용률/생물학적 동등성 시험 최초 제출	11,484	390
생물학적 동등성 확인서	111	37
첨단치료제 등록 제출	1,957	666
첨단치료제 통관 허가	228	77

\* 출처 : 2014년 의약품 해외시장 진출을 위한 인허가 및 시장정보 II, 한국보건산업진흥원, 2014년 기준

동물 분비물, 독극물, 추출물, 혈액제제), 식물(미생물, 식물, 식물의 일부, 식물 분비물, 추출물), 화학(원소, 천연 발생 화학물, 화학적 변화나 합성에 의해 취득되는 화학 생성물)에서 유래하는 물질

- 면역제품(Immunological Product)
  - 콜레라 백신이나 BCG, 소아마비 백신, 천연두 백신과 같이 활성 면역을 생성하는데 사용되는 약물이나 투베르쿨린이나 투베르쿨린 PPD, 브루셀린, Schick ve Dick 검사와 같이 면역 상태를 진단하는데 사용되는 약물, 디프테리아 항독소나 천연두 방지 글로불린, 항림프구 글로불린과 같이 수동적 면역을 생성하는데 사용되는 백신이나 독극물, 혈청을 함유하는 약물, 알려진 약제에 대해 취득한 구체적인 면역반응을 개조 또는 정의하기 위한 알려진 생성물로 구성되는 의약품
- 혈액제제(Blood Product)
  - 알부민이나 면역글로불린, 응고인자를 비롯해서 혈액성분을 토대로 하는 의약품

### 3. 건강보험 및 약가 제도

#### (1) 건강보험

- HTP(Health Transformation Program) 추진에 따라 보건관리 체계의 대규모 개선이 이루어짐
- 1 단계로 2003~2009년 전 국민 의료보험 프로그램(UHI, Universal Health Insurance)이 시행되면서 7,500만 인구의 약 99%가 사회보장 시스템의 보장 대상이 되었음. 3개 보험 시스템이 단일 시스템 SSI(Social Security Institution, 'Sosyal Güvenlik Kurumu - SGK')로 통합되면서 정부 고용연금 기금의 가입자와 사회보장제도를 적용받는 환자들이 민간병원 뿐만 아니라 공공보건기구의 의료 서비스를 받을 수 있게 됨. 그린카드 프로그램(의료보험카드)도 SSI 관할 하에 두었으며 보장 범위가 더 넓어짐
  - \* 민간 건강보험을 담당하는 3개 정부 기관, SSK(Social Insurance Institution, 사회보험원), BAĞKUR(자영업 담당기관), EMEKLİ SANDIĞI(퇴직자 담당기관)가 통합 제도인 사회보장원(SSI 또는 'SGK', 2006년 4월 13일자 사회보장원에 관한 법률 제5487호)으로 통합
- 2 단계로 2010~2013년 가족 의료 프로그램이 시행되어 터키 전역에 걸쳐 환자에게 지정 의사가 배정됨으로서 전 국민의 의료시설 접근이 크게 용이해짐. 현재 사회보장원이 보건서비스 분야의 최대 구매자임
- 터키에 1년 이상 거주 비자를 소지하였고 본국 의료보험이 커버되지 않는 경우 등 외국인도 반드시 SSI에 등록해야 함

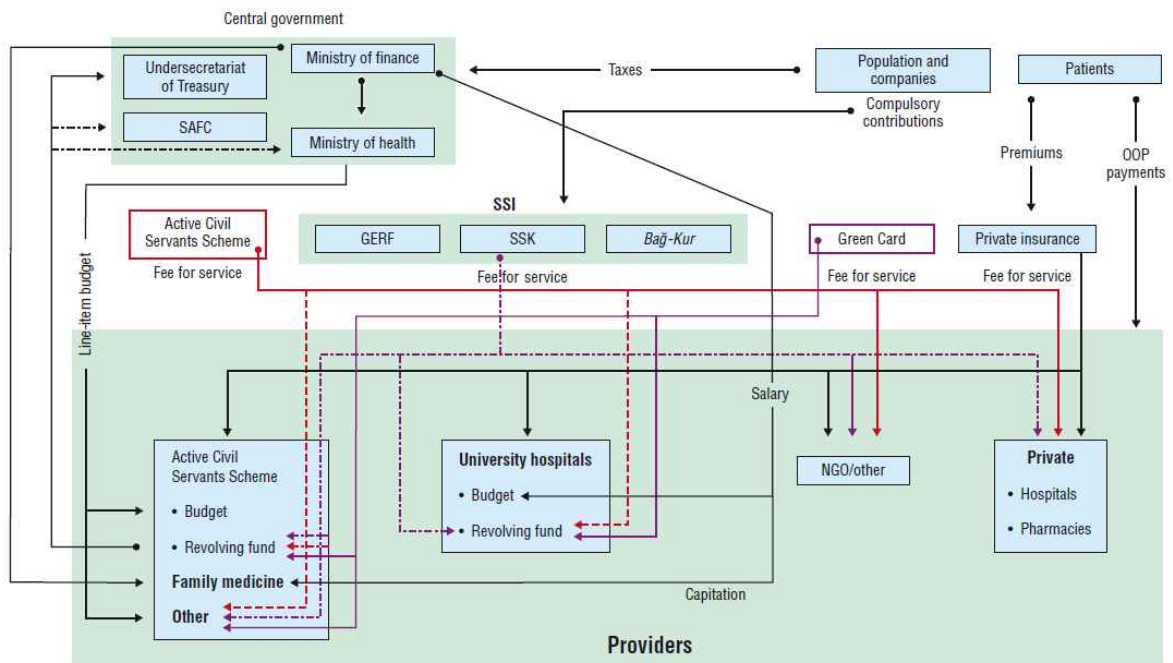
## (2) 보건의료 시스템

표 3. 보건의료 조직 기능별 구분

역할	정책 기획	행정 관할	보건의료 재정	의료 공급자	
집행 기관	국회, 기획부(SPO), 보건부, 고등교육부, 헌법재판소	보건부, 지자체 보건부	재정부, SSI, 민간보험사 등	공공기관	보건부, 건강보험공단, 대학병원, 국방부
				민간기관	민간병원, 유관 재단, 약국 등
				자선단체	Red Crescent* 등

\* 출처 : 터키 보건의료 현황조사 보고서, 한국보건산업진흥원

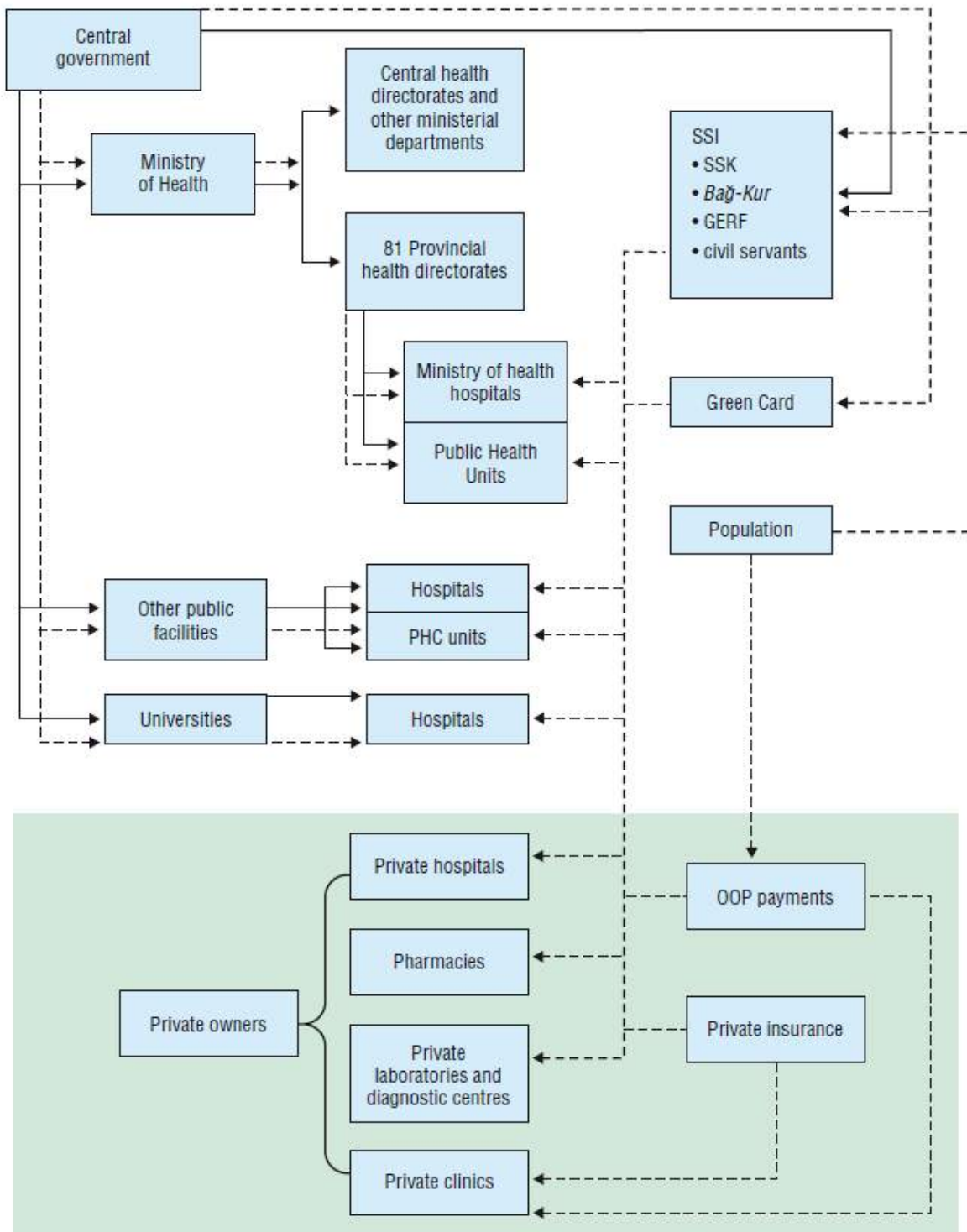
\* Red Crescent(적십월사) : 이슬람국가 내 적십자와 같은 역할을 하는 단체



Source: Based on Mollahikioğlu et al., 2007a.  
Notes: Solid lines represent managerial links; dotted lines represent financial relationships.

<그림 3. 보건의료 체계>

\* 출처 : 터키 보건의료 현황조사 보고서, 한국보건산업진흥원



Notes: Solid lines represent administrative relationships; dotted lines represent financial relationships.

<그림 4. 보건의료 시스템 재정 흐름>

\* 출처 : 터키 보건의료 현황조사 보고서, 한국보건산업진흥원

### (3) 약가

#### - 약가 제도 및 약가 결정

- 치료 동등성 적용(Therapeutic Equivalence Application)이 핵심이며, 치료 동등성이란 동일한 활성 성분이나 동일 적응증을 지닌 유사한 의약품을 동일 치료 동등성 그룹에 분류하는 것임
- 현행 기본 의약품의 수가 제도는 비용 효과를 높이는데 치중하기보다 의약품 지출을 최소화 하는데 치중하고 있음
- 의약품 수가 적용 범위는 동일 치료 동등성 그룹 내 최저 약가의 22%로 정함(출시된 지 5개월 이상, 시장 점유율 1% 이상이 되는 최저가 의약품의 22%는 수가 한도 약가를 형성)
- 환자가 의약품을 구입하기 위해서는 의사의 진찰을 통한 처방전을 받아야 하며, 약국에 방문하여 처방전을 제시하고 의약품을 수령함. 환자는 의약품 구입 당시 본인 부담금을 지불(퇴직자는 10%, 근로 구성원은 20%, 일부 의약품은 100% 정부 부담)하며, 약사는 각 건강보험에 처방전을 인계하고 잔여 비용을 보상 받음

#### - 약가 신청 절차

- Positive List 등재 의약품 : 신청 회사는 신청서와 등록증 사본, 판매허가증, 해당 할인 제의, 바코드 승인서 사본, 보건부 웹사이트에 발표되는 가격표 출력물, 처방 정보, 약물경제학 연구 결과를 의료 수가 위원회(Reimbursement Commission) 사무국에 신청
- 오리지널 의약품의 경우 타국 수가 현황과 FDA, EMA의 승인서, 관련 공동 시판 의약품의 승인서를 함께 제출
- Positive List에 등재되지 않은 의약품 : 선별 목록에 등재되지 않은 의약품 신청 시 의약품을 입증하기 위해 문헌 요약과 일부 적응증에 대한 기타 치료 옵션, 비교 의약품을 이용하여 수행된 비교 임상시험 결과를 추가로 제출. 외국어 문서는 터키어로 번역하여 2개 언어로 된 서류를 모두 제출해야 함. 의료 수가 위원회는 2~3개월 간격으로 회의를 개최하여 최대 4개월 내에 신청 결과를 송부하는 것이 원칙이지만, 의사 결정의 빈번한 지연과 불규칙한 회의 일정 등의 이유로 실제 수가가 결정되는 데는 345일이 소요됨

#### - 의약품 약가 제도 및 상황

- 의약총국(General Directorate of Pharmaceuticals and Pharmacies)에서 담당하며 2009년 이후 외부 참조 가격제(external reference pricing system)를

시행하고 있음

- 외부 참조 가격제란 5개 EU 회원국(프랑스, 스페인, 이탈리아, 포르투갈, 그리스)과 원산지에서 시판되는 의약품의 최저 공장도가를 참작한 후 여기서 11%를 인하함. 참조 가격 수치는 약가가 EU 회원국의 유사 의약품보다 60%까지 인하될 수 있다는 것을 의미하고, 제네릭의약품의 경우 28%, 신약의 경우 41%의 공공할인이 약가에 적용됨

#### (4) 조달/입찰기구

##### - 조달기구

- 터키는 분산 조달의 방식을 따르고 있으며, 재무부(Ministry of Finance, MoF) 산하에 공공조달의 관리 감독을 맡고 있는 조달청(PPA, Public Procurement Authority)과 정부 구매를 대행하는 전문기관인 정부 공급청(DMO, Devlet Malzeme Ofisi)이 있음
- 터키 조달청(PPA)은 2002년 공공조달법에 의거 설립된 독립 규제·감독 기관으로 의사결정권을 가진 10명의 공공조달위원회(Public Procurement Board) 위원 중에 청장을 선임함
- 조달청은 3개의 부서로 구성되어 있으며, 계약 당국의 계약 절차가 법령에 위반되는지 판단하고 조달 관련 법령에 관한 교육을 실시하며, 계약 및 입찰 절차에 관한 정보 수집과 조달 물량, 가격 통계 관리 등 주로 공공조달을 통제하고 관리하는 역할을 함
- 정부 구매를 대행하는 전문기관인 정부 공급청(DMO)은 1954년에 설립되었으며, 본사는 앙카라에 소재하며 8개 지역사무소, 4개 계약사무소, 1개 출판사무소가 있음. 터키는 DMO를 통한 의무 구매 제도는 없지만 구매의 전문성으로 인하여 많은 기관들이 공공구매 업무를 DMO에 위탁하고 있으며, DMO는 터키 전체 조달 규모 중 약 5% 정도를 구매 대행 하고 있음

##### - 정부 조달제도 개요

- 터키 정부는 원칙적으로 모든 공고 입찰에 국내 기업은 물론 외국 기업도 참여할 수 있는 경쟁 체제를 도입하여 정부 조달에 있어서 외국 기업에 대한 특별한 차별은 없지만, 일정 금액 이상의 경우 자국 입찰 참여자에게 가격 혜택이 부여되는 등 자국산 우대 경향이 높은 편임
- 조달 금액 하한선(669,270 TRY, 293,934 EUR) 미만인 경우 자국 기업만 입찰 참여가 가능하고, 하한선 이상인 경우 자국 입찰 참여자에게 15%까지

가격 혜택이 부여 됨

- 외국 기업과 합작 시 자국민에게 제공되는 가격 혜택 제도는 부여되지 않음

### (5) 의료시설 현황

표 4. 의료시설 현황

구분	의료시설 수	병상 수
보건부 산하 의료시설	866	123,690
민간 의료시설	556	40,509
대학병원	69	36,670
기타 의료시설	37	5,967
계	1,528	206,836

\* 출처 : Health Statistics Year Book 2014, 터키 보건부

## 4. 시장 정보

### (1) 경제동향

1) 국내 총생산(GDP, Gross Domestic Product)

표 5. GDP 현황

	2012	2013	2014
GDP(10억 달러)	788.6	823.0	798.3
1인당 GDP(달러)	10,490	10,821	10,381

\* 출처 : <http://www.imf.org/external/pubs/ft/weo/2016/01/weodata/weorept.aspx?sy=2012&ey=2018&scsm=1&ssd=1&sort=country&ds=.&br=1&c=186&s=NGDPD%2CNGDPDPC&grp=0&a=&pr.x=77&pr.y=14>, World Economic Outlook Database April 2016, IMF

2) 보건의료비

표 6. 의료비 지출 동향

	2011f	2012f	2013f	2014f	2015f	2016f
의료비 지출 (십억 달러)	49.74	49.25	52.45	57.79	64.49	72.50
1인당 의료비 지출 (달러)	675.51	661.05	696.05	758.55	837.50	931.99
GDP 대비 의료비 지출(%)	6.49	6.85	6.38	5.60	5.23	5.07

\* 출처 : 2014년 의약품 해외시장 진출을 위한 인허가 및 시장정보 Ⅱ, 한국보건산업진흥원, f 예측치

표 7. 정부의 의료비 지출 동향

	2011f	2012f	2013f	2014f	2015f	2016f
정부 의료비 지출 (십억 달러)	37.434	37.138	39.378	42.907	47.448	52.915
총 의료비 지출 대비 정부 의료비 지출(%)	75.25	75.40	75.07	74.24	73.57	72.98

\* 출처 : 2014년 의약품 해외시장 진출을 위한 인허가 및 시장정보 Ⅱ, 한국보건산업진흥원, f 예측치



## (2) 산업동향

### 1) 제약시장 현황

- 터키는 잘 조직화된 제약산업을 가지고 있으며, 제조업자들과 수출업자들은 터키 의약품 제조업자 협회(IEIS, Pharmaceutical Manufacturer's Association of Turkey) 아래 조직적으로 구성되어 있음
- 2011년 기준 터키의 제약시장은 유럽에서 6번째, 세계에서 14번째 규모임
- 소비되는 의약품의 78%는 국내에서 제조되고, 나머지 22%는 수입함
- 정부는 제네릭의약품을 권장하고 있으며, 2012년 기준 53%가 제네릭, 44%가 오리지날의약품 임
- 의료 관광이 제약산업의 성장요소가 됨. 2012년 정부는 의료 관광을 촉진하기 위한 재정 지원을 시작하였으며, 현재 47개의 국제적으로 허가된 병원이 있음
- 터키에서 의약품의 가격은 EU 국가에 비해 낮고, 이것이 제약산업의 성장을 제한함. 제조업자들과 약사들은 할인을 통해 의약품의 가격을 인하하고 있으며, 정부는 고정 환율을 통해 유로화에서 리라로 변환하여 의약품 가격의 유동성을 낮추고 있음. 또한 정부는 기본약가제도(reference pricing system)를 통해 의약품 가격을 고정하고 있음

### 2) 제약시장 전망

- 1인당 소득이 많아 보건의료 부분 소비는 이머징 마켓에서는 비교적 높은 편이며, 인구 증가, 인구 고령화로 제약시장은 터키의 미래 성장 동력으로 보고됨
- 2012년 터키의 제약시장의 가치는 약 125억 달러로 유럽 6위의 규모이며 세계적으로 16위의 규모에 달함. 특히 2003~2012년 연평균 성장률이 거의 10%에 달하는 높은 성장세를 보이고 있음
- 제약시장은 가장 성장성이 높은 분야이며, 2020년까지 CAGR 7.0%로 215억 달러까지 성장이 예상됨

### 3) 제약시장 규모

표 8. 제약시장 규모

	2012	2013
전체 시장 (십억 달러)	12.5	13.6
바이오의약품 시장 (십억 달러)	0.93	1.4
바이오의약품 비율 (%)	7.4	10.3

\* 출처 : 2014년 의약품 해외시장 진출을 위한 인허가 및 시장정보 Ⅱ, 한국보건산업진흥원, 바이오IT플랫폼, 한국바이오의약품협회

표 9. 의약품 생산업체 및 품목 수

	2013	2014f	2015f
제약회사 수	211	220	232
생산공장 수	77	84	88
바이오의약품 생산공장	3	5	6
의약품 품목 수			11,500

\* 출처 : Necmettin Kaymaz, Turkish Pharmaceutical Sector, 17.12.2014, Istanbul(<http://www.slideshare.net/necmettinkaymaz/turkish-pharmaceutical-sector>), f 예측치

4) 10대 기업 리스트

- 매출액 기준 50대 제약사 중 52%(26개)가 외국계 제약사이며, 10위 이내에는 8개 회사가 다국적 제약사임

표 10. 매출 상위 10대 기업 현황

순위	업체명	'14 매출액 (백만 달러)	주 생산품목
1	Novartis	495.6	항암제, 백신, 혈압강하제
2	Sanofi	401.2	항암제, 백신, 당뇨치료제
3	Abdi Ibrahim	385.3	항생제, 점안제, 항염증제
4	Pfizer	310.2	고지혈증, 항암제
5	Roche	290.0	항암제, 항바이러스제, 면역억제제
6	Bayer Schering	274.3	항암제, 호르몬제, 다발성경화증
7	GlaxoSmithKline	242.4	B형 간염, 당뇨병, 고혈압
8	Bilim	224.5	항생제
9	Astra Zeneca	202.3	마취제, 항암제, 천식
10	MSD	197.8	당뇨병, 백신, 고혈압

\* 출처 : Pharmaboardroom.com-Top 100 Pharma Companies Ranking in Turkey

5) 바이오의약품 시장 규모

- 바이오의약품 시장은 2010년에서 2013년 사이에 CAGR이 12.2% 였으며, 14.8%의 시장 점유율을 나타냄
- 바이오시밀러 시장은 바이오의약품 시장의 1.9%를 차지하고 있으며, 매우 빠르게 성장하고 있는 추세임

표 11. 바이오의약품 상위 10 품목

순위	품목명	성분명	'14 매출액 (백만 달러)	적응증	제제
1	Herceptin	Trastuzumab	111.1	유방암	항체
2	Lantus	Insulin Glargine	69.8	당뇨병	유전자재조합
3	Avastin	Bevacizumab	65.9	전이성 직결장암 등	항체
4	Endobulin S/D	Immunoglobulin Base	55.1	저 및 무감마글로 불린혈증	혈액제제
5	Lucentis	Ranibizumab	53.9	망막질환	항체
6	Novomix	Insulin Aspart + Insulin Aspart Protamine Crystalline	53.7	당뇨병	유전자재조합
7	Humira	Adalimumab	50.3	류마티스 관절염	항체
8	Novorapid	Insulin Aspart	42.4	당뇨병	유전자재조합
9	Mabthera	Rituximab	42.1	림프종	항체
10	Enbrel	Etanercept	41.7	류마티스 관절염	항체

\* 출처 : 바이오IT플랫폼, 한국바이오의약품협회

### (3) 한국과의 교역 현황

표 12. 대 터키 수출 동향

		2012	2013	2014
수출액 (천 달러)	원료	37,338	54,790	33,555
	완제	48,577	16,618	122,414

\* 출처 : 의약품산업 국가별 수출현황, 보건산업통계, 한국보건산업진흥원

### (4) 국내 제약사 진출 현황

- 대웅제약, 동아ST, 바이넥스, 슈넬생명과학, 에이프로젠, 일양약품 등

## 5. 업체 정보

### (1) 제약협회

- 1) 국내 제조업체 : IEIS(Pharmaceutical Manufacturers Association of Turkey)
  - 주소 : Nef 09 B Blok Kat: 10 Sanayi Mah. Humeyra Sok. No: 7 34415, Kagithane, Istanbul, Turkey
  - 전화 : +90-212-353-1120
  - 홈페이지 : [www.ieis.org.tr](http://www.ieis.org.tr)
  - E-mail : [info@ieis.org.tr](mailto:info@ieis.org.tr)
  
- 2) 외국계 제조업체 : AIFD(The Association of Research-Based Pharmaceutical Companies)
  - 주소 : Barboros Bulvarı No: 149 TEV Orhan Birman Is Merkezi Balmumcu, Istanbul, Turkey
  - 전화 : +90-212-267-1600
  - 홈페이지 : [www.aifd.org.tr](http://www.aifd.org.tr)
  - E-mail : [aifd@aifd.org.tr](mailto:aifd@aifd.org.tr)
  
- 3) 제약산업협회 : TISD(Pharmaceutical Industry Association of Turkey)
  - 주소 : Yildiz Posta Caddesi, Is Bankası Bloklari B Blok Da: 1 34349, Esentepe, Istanbul, Turkey
  - 전화 : +90-212-275-9630
  - 홈페이지 : [www.tisd.org.tr](http://www.tisd.org.tr)
  - E-mail : [info@tisd.org.tr](mailto:info@tisd.org.tr)

### (2) 무역관

- 1) 이스탄불 무역관
  - 주소 : Veko Giz Plaza, Meydan Sok, No: 20 Kat: 13 Daire: 41/42, Maslak, Istanbul, Turkey
  - 전화 : +90-212-325-3646
  - 홈페이지 : [www.kotra.or.kr/KBC/istanbul](http://www.kotra.or.kr/KBC/istanbul)
  - E-mail : [kotra@koreatrade.com](mailto:kotra@koreatrade.com)

### (3) 대사관

- 주소 : Farabi Sokak. No. 27, Cinnah Caddesi, Ankara, 06690, Turkey
- 전화번호 : +90-312-468-4821~3
- 홈페이지 : tur-ankara.mofa.go.kr
- E-mail : turkey@mofa.go.kr

(4) 파트너사 리스트

번호	회사명	제조사	CSO	CRO	컨설팅
1	Ali Raif Ilac Sanayi(ARIS)	V			
2	Berk	V			
3	Berko	V			
4	Gen	V			
5	İ.E. ULAGAY İLAÇ SANAYİİ TÜRK A.Ş.	V			
6	Mustafa Nevzat	V			
7	Santa Farma	V			
8	Abdi Ibrahim	V			
9	Assos Pharmaceuticals	V			
10	Atabay	V			
11	Bilim Pharmaceuticals	V			
12	Biofarma	V			
13	Dem	V			
14	Nobel	V			
15	SANOVEL	V			
16	Kocak Farma	V			
17	Adeka	V	V		
18	Alliance Healthcare		V		
19	Farmakim Lojistik		V		
20	Nevzat Ecza		V		
21	ÖZ-SEL Ecza		V		
22	Selcuk Ecza Deposu		V		
23	ALTIS			V	
24	Co-Research			V	
25	CROMNIA Clinical Research			V	
26	CROTURK			V	
27	Ethic Medical Research			V	



번호	회사명	제조사	CSO	CRO	컨설팅
28	Farmateam			V	
29	Klinar CRO			V	
30	Kuantum Clinical Research			V	
31	MediSmart			V	
32	MENE Research			V	
33	MonitorCRO			V	
34	Novagenix			V	
35	Omega CRO			V	
36	Optimum CRO			V	
37	PPD			V	V
38	Quintiles			V	V
39	Turquoise Consulting				V

**(5) 파트너사 상세 정보**

\* 출처 : [www.trpharmaexporters.org](http://www.trpharmaexporters.org) 등

회사명	Ali Raif Ilac Sanayi(ARIS)						
주소	İkitelli Organize Sanayi Sitesi, Atatürk Bulvarı No: 228 İkitelli, İstanbul						
웹 사이트	www.aliraif.com.tr						
Contact point	이름	Levent Bal					
	e-mail	bd@aliraif.com.tr					
	전화번호	+90 212 413-0400					
설립일	1928						
직원 수	528						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• ARIS, which was established under the name of Ali Raif ve Şeriki in 1928, was reorganized in order to trade in pharmaceuticals industry by Muzaffer Turhan as of 1963. Since 1983 company has had operations under the name of Ali Raif İlaç Sanayi A.Ş.</li> <li>• While ARIS, which has principles of being respectful to people, trust, success and innovation in its operations ARIS, was marketing pharmaceuticals as a licensee of multinational companies in the early years of its foundation, it started to import final pharmaceuticals in 1986. Since 1990 it has started to produce and market equivalent pharmaceuticals and become one of the leading companies of our country.</li> <li>• ARIS, whose headquarters is located in Seyrantepe and production facilities are located in İkitelli, İstanbul, has totally 10 area offices in Turkey.</li> <li>• It has nearly 150 pharmaceuticals that contribute in enhancing the quality of life thanks to their forms in therapeutic fields such as cardiovascular, diabetics, gastrointestinal, analgesic, anti-inflammatory, anti-flu, antiviral, antihistaminic, central nervous system.</li> </ul>						

비고	<ul style="list-style-type: none"><li>• After ARIS commenced equivalent pharmaceuticals licensing, production and marketing, export opportunities started to arise in parallel to them.</li><li>• Philippines, Spain, Poland, Uzbekistan, Georgia, Azerbaijan, Moldova and EU countries are among the countries that we have export activities.</li></ul>
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회사명	Berk Ilac						
주소	Abc Yolu - Abc Plaza 34460 İstinye, İstanbul						
웹 사이트	www.berkilac.com						
Contact point	이름						
	e-mail	info@berkilac.com					
	전화번호	+90 212 277-3303					
설립일	1993						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Berk Ilac has been operating in Turkey since 1993. It is the sole distributor of Octapharma, which is a worldwide well-known pharmaceutical company with its safe and effective products on blood products. Berk İlaç has offices and medical sales representatives all over Turkey.</li> <li>• Berk Ilac is contributing to pharmaceutical industry with its core values which are 'responsibility', 'trust' and 'respect'. Over the years, Berk Ilac has been working on to generate solutions to blood diseases with its expertised human resources.</li> <li>• Berk Ilac has cooperated with LG life Sciences in 1997 to improve people's health and quality of life.</li> </ul>						

회사명	Berko Ilac						
주소	Yenisehir M. Ozgur Sok. No: 16 34779 Atasehir, Istanbul						
웹 사이트	www.berkoilac.com.tr						
Contact point	이름	Tolga Yangin					
	e-mail	tolgayangin@berko.com.tr, info@berkoilac.com.tr					
	전화번호	+90 216 456-6570					
설립일	1984						
직원 수	602						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Berko Pharmaceuticals initially started its operations under the name of BERAN LABORATORY in Diyarbakir. A few years later, in 1984, Berko Pharmaceuticals was founded in Istanbul. Berko Pharmaceuticals, which initially produced a galenic preparation, soon started to manufacture therapeutic medicines in its own production facility.</li> <li>• In the early 2000's, Berko Pharmaceuticals started licensing new pharmaceuticals needed in Turkey. Consequently, various forms of zinc-containing ZINCO-branded products were offered for the benefit of Turkish Medicine. Around that time, an agency agreement was signed with the Italian GANASSINI company, and subsequently the importation and distribution of the Ear-Nose-Throat specific medicines, TONIMER line, were initiated.</li> <li>• Berko Pharmaceuticals founded its own production facilities early in 2004, and has come to produce a wide product range of ground breaking medicine, all of which, with the exceptions of a few imports, it produces itself in its own modern production facilities. Berko Pharmaceuticals continues to offer both new and existing high-demanded brands to the pediatric market.</li> <li>• Berko Pharmaceuticals' new high-tech facility started production in 2009.</li> <li>• Berko Pharmaceuticals' new production facility in Sultanbeyli, Istanbul, is designed to produce licensed medicines under the supervision of the Ministry of Health, Republic of Turkey.</li> </ul>						

회사명	Gen Ilac						
주소	Mustafa Kemal Mah. 2119. Sok. No: 3 Çankaya, Ankara						
웹 사이트	www.genilac.com.tr						
Contact point	이름						
	e-mail	infol@genilac.com					
	전화번호	+90 312 219-6219					
설립일	1998						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Gen Pharmaceuticals Inc. as a member of AG Corporation, joined Turkish pharmaceutical market in 1998 and aims to be the leading supplier of the orphan drugs for the treatments of rare diseases and innovative treatment alternatives for various disorders.</li> <li>• As one of the fastest growing companies in pharmaceutical market, Gen Inc., became a trusted partner for medical society and patients. Gen represents various well-known, international pharmaceutical companies in Turkey, Azerbaijan, Kazakhstan and Georgia through their product portfolio dedicated to endocrinology, neurology, onco-haematology, nephrology and metabolism disorders.</li> <li>• With its headquarters based in Ankara and three regional offices in Istanbul, Izmir and Trabzon, Gen continues establishing its position in pharmaceutical market with its scientific and ethical aspects, new innovative products and highly-qualified team.</li> </ul>						

회사명	İ.E. ULAGAY İLAÇ SANAYİİ TÜRK A.Ş.						
주소	Davutpaşa Cad. No: 12 34010 Topkapı, İstanbul						
웹 사이트	www.ieulagay.com.tr						
Contact point	이름						
	e-mail						
	전화번호	+90 212 467-1111					
설립일	1903						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• İbrahim Etem Ulagay İlaç Sanayi was founded in 1903 as a small medical analysis laboratory. In the beginning medical, chemical and food analysis were conducted in this laboratory located at Gedikpaşa under the name of 'Chemist Doctor İbrahim Etem Laboratory'. In 1909 it became a pharmaceutical manufacturer company with the first vitamins and hormone preparates in Turkey. Then it continued as an innovative company, introducing new scientific methodology and products to the pharmaceutical sector.</li> <li>• IE Ulagay-Menarini Group, is one of the most important pharmaceutical manufacturers in Turkey, with its high-technology production site and highly qualified personnel.</li> <li>• The production site of IE Ulagay-Menarini Group is located in Topkapı, İstanbul, covering an area of 20,000 sqm, and a production capacity of over 100 million units a year. The factory in İstanbul produces a wide range of products both for the domestic market and the Middle East area countries. All pharmaceutical forms are produced here inline with the GMP and GLP, oral solids and oral liquids, topical forms(both gels and creams), sterile ampoules.</li> </ul>						

회사명	Mustafa Nevzat(MN)						
주소	Pak Is Merkezi Prof. Dr. Bülent Tarcan Sok. No: 5/1 34349 Gayrettepe, Istanbul						
웹 사이트	www.mn.com.tr						
Contact point	이름						
	e-mail	info@mn.com.tr					
	전화번호	+90 212 337-3800					
설립일	1923						
직원 수	1,090						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• MN Pharmaceuticals is one of the leading and oldest pharmaceutical companies in Turkey. The company was established in 1923 in a district of İstanbul known as Üsküdar, Ýhsaniye under the name of Mustafa Nevzat Laboratory. With its 8 employees, the 'Laboratory' was one of the first manufacturers of injectable products in Turkey.</li> <li>• Currently, with its trained personnel of 1,090 and modern facilities, MN Pharmaceuticals is one of the leading manufacturers of active pharmaceutical ingredients and finished dosage forms in Turkey.</li> <li>• There are four separate production units of the Active Pharmaceutical Ingredients Plant; penicillin group active substances, macrolide group active substances and etodolac, and other active substances are manufactured. In Production Plant I, penicillin group antibiotics like Sulbactam Sodium, Sultamicillin Tosylate and Sultamicillin Base are manufactured. In Production Plant II, Etodolac, Voriconazole and macrolide group antibiotics like Clarithromycin granules are manufactured. In Production Plant III and Plant IV productions of 1~500 kg capacities take place ; in this Pilot and Small Scale Production Plants, active substances like Granisetron, Zoledronic Acid, Rocuronium Bromide, Aripiprazole, Monosodium Ibandronate Monohydrate and Imatinib Mesylate are manufactured.</li> </ul>						



<p>비고</p>	<ul style="list-style-type: none"> <li>• There are four dedicated production plants for finished dosage forms in Yenibosna, İstanbul ; all basic forms of pharmaceuticals, including injectables such as liquid and freeze-dried ampoules and vials, sterile powder vials and oral dosage forms such as hard gelatin capsules, tablets, film-coated tablets and dry powder suspensions are produced in Yenibosna.</li> <li>• The products are manufactured according to 'Current Good Manufacturing Practices' and 'Current Good Laboratory Practices' and as a result of continuous training, education and modern technology ; the products are used by patients both in Turkey and in various countries abroad.</li> <li>• In July 2004, MN Pharmaceuticals received EU-GMP certificate from Germany for the ampicillin sodium/sulbactam sodium for injection. This certificate has been renewed following the inspections in 2007 and 2009.</li> <li>• MN Pharmaceuticals signed strategic partnership agreements with several leading US generic companies for marketing and sales of its products and has submitted the first ANDA dossier to FDA in 2005. This is also a 'first' for the Turkish Pharmaceutical Industry. By taking the initial step in exporting finished dosage forms to the US, MN Pharmaceuticals has paved the way for the other Turkish pharmaceutical companies to follow.</li> </ul>
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회사명	Santa Farma						
주소	Okmeydanı Boruçiçeği Sok. No: 16 34382 Şişli, İstanbul						
웹 사이트	www.santafarma.com.tr						
Contact point	이름						
	e-mail						
	전화번호	+90 212 220-6400					
설립일	1944						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Santa Farma entered the pharmaceutical market in 1944 when they established Farma Laboratories. The merger with Santa Laboratories created the company as we know it today, Santa Farma. The merger initiated their growth and strengthened their presence in the Turkish pharmaceutical market. In 1954, Santa Farma İlaç Fabrikası Kollektif Şirketi was established, which then proceeded with Santa Farma İlaç Sanayi A.Ş. in 1973.</li> <li>• In the fast paced and quick-changing landscape of the pharmaceutical industry, Santa Farma knew that to keep up with modern production techniques they needed manufacturing facilities equipped with the most cutting edge production equipment available. Once these were in place, Santa Farma was able to enrich it's product range and produce higher quality medicines while also producing for leading multinational companies in Turkey under licensing agreements.</li> <li>• Powered by its mission 'giving healthy service to health' and with awareness of its responsibilities, Santa Farma is a well-established company which has been providing the healthcare sector with their services since 1944. Santa Farma is part of an elite group of companies in Turkey with all Turkish capital as well as invaluable assets such as its reputation and earned trust in the industry that is also indicative it is progressing on the right path.</li> </ul>						

비고	<ul style="list-style-type: none"><li>• Santa Farma has a rich and deep history with a proven track record in the pharmaceutical industry, yet at the same time they welcome change and progress. It is a company that keeps up with the most modern advances in technology, the latest innovations and gets the efficient results by drawing on past experience to pave a future for tomorrow.</li></ul>
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회사명	Abdi Ibrahim						
주소	Reşitpaşa Mahallesi, Eski Büyükdere Caddesi No: 4 34467 Maslak - Sarıyer, İstanbul						
웹 사이트	www.abdiibrahim.com.tr						
Contact point	이름						
	e-mail	info@abdiibrahim.com.tr					
	전화번호	+90 212 366-8400					
설립일	1912						
직원 수	3,000						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>Abdi İbrahim, Turkish pharmaceutical industry leader, had been founded in 1912 in Küçü kmustafapaşa, İstanbul at a small pharmacy, by Pharmacist Abdi İbrahim Bey who had started the "healing" journey by dispensing medicines there and paved the way to the laboratories in Mahmutpaşa and Çemberlitaş ; to the factory in Vefa, and finally to the most modern production facility built in Esenyurt, in the year 2000.</li> <li>Abdi İbrahim, having built Turkey's first and largest accredited pharmaceutical research and development center in 2008, is in a position of the foremost important player in the Turkish pharmaceutical market with its pioneering, innovative and brave approaches. The company is the leader of the Turkish pharmaceutical market in value and pack sales since 2003. Abdi İbrahim will continue to be a pioneering company in the Turkish pharmaceutical industry and healing people around the world during its second century, as well.</li> <li>Abdi İbrahim has the largest product portfolio in the sector, exceeding 180 brands and approximately 350 products by developing its own products as well as working with nearly 30 licensors. Abdi İbrahim's product range includes antianemic, antibacterial/antiviral, dermatology, endocrine, metabolism, gastrointestinal, cardiovascular, NSAI and myorelaxants, ophthalmology, central nervous system, respiratory and urogenital system products as well as food supplements, vitamins and minerals from 13 different therapeutic areas.</li> </ul>						

회사명	Assos Pharmaceuticals						
주소	Huzur Mahallesi Tosya Caddesi No: 5 34773 Ümraniye, İstanbul						
웹 사이트	www.assospharma.com						
Contact point	이름						
	e-mail	info@assospharma.com					
	전화번호	+90 216 612-9191					
설립일							
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Assos Pharmaceuticals maintains its activities on mainly dermatology, plastic and reconstructive surgery, gynecology, pediatry, orthopedic surgery, physical therapy nephrology, neurology, gastroenterology and cosmetology fields with unique products.</li> <li>• Since its foundation, our company focused on the medical areas through the identification of field in which appropriate solution has not been achieved. Assos Pharmaceuticals introduced many vital products to the service of Turkish Medicine by pioneering for important innovations.</li> <li>• Within the frame work of responsibility and awareness of health sector, it is our major objectives to provide accurate and reliable information about our products to health professionals in the context of ethical rules and to be reliable partner for their medical practices.</li> <li>• It is part of our understanding to fulfill our patients and customer needs with high quality of products and to determine the problems of patients and customers and solutions through continuous and adequate communication and put emphasis and respect on their rights and working conditions.</li> <li>• Assos, have 13 area management offices and well established field force with more than 150 reps throughout Turkey. We created partnership with distinguished pharmaceutical and cosmetical companies of USA, France, Germany, Switzerland, Canada, England and Belgium.</li> </ul>						

회사명	Atabay						
주소	Acibadem Koftuncu Sok. No: 1 34718 Kadikoy, Istanbul						
웹 사이트	www.atabay.com						
Contact point	이름	Bora Kaymaz					
	e-mail	bkaymaz@atabay.com, info@atabay.com					
	전화번호	+90 216 326-6965					
설립일	1939						
직원 수	450						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>Atabay was founded in Istanbul by Mr. Ö. Kemalettin Atabay, Pharmacist, in 1939, prior to the outbreak of the Second World War. The company had emerged as a trading business, importing and marketing pharmaceutical products. In the 1940's, this medium sized commercial operation developed into the production of sulfonamide tablets, which were in great demand at the time, thus paving the way to the pharmaceutical industry in Turkey. By 1954, Atabay Pharmaceutical Products Inc. had evolved into a well equipped modern plant. The initial product line expanded to include analgesics, apart from sulfonamides. Atabay's rapid growth, in due time, necessitated a larger plant. Consequently, in 1967, this facility was established at its present site in Acibadem, Istanbul.</li> <li>After successful years of performance in pharmaceuticals, Mr. Bülent Atabay, Chemical Engineer and President, prompted back - integration and entered in to the manufacture of fine chemicals. In 1970, the site of Atabay Pharmaceutical Fine Chemicals Inc was chosen at Gebze, near Istanbul.</li> <li>Five years later, in addition to the premises for the pharmaceutical fine chemicals, extensive facilities were set up in a separate area in Gebze to produce chemicals for the agricultural, public health and veterinary fields. Today, the Atabay enterprises, managed by a progressive and technically trained executive staff, is fully active in producing quality products for human and animal health. Marketing and promotion of the products are accomplished by a competitive sales network with distributors in the domestic as well as international arenas.</li> </ul>						

회사명	Bilim Pharmaceuticals						
주소	Piyalepasa Bulvari Kaptanpasa Mah. Zincirlikuyu Cad. No: 184 34440 Beyoğlu, Istanbul						
웹 사이트	www.bilimpharma.com						
Contact point	이름						
	e-mail	info@bilimpharma.com					
	전화번호	+90 212 365-1500					
설립일	1953						
직원 수	1,588						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Founded in 1953, Bilim Pharmaceuticals is a 100% Turkish capital owned company that manufactures and markets pharmaceuticals product. Ranking #3 among 300 corporations in the Turkish pharmaceutical sector. Bilim Pharmaceuticals consistently continues to grow at a higher rate than the market.</li> <li>• Bilim Pharmaceuticals carries out its production activities at two separate plants. Approved by the German Ministry of Health, Bilim Çerkezköy is one of Turkey's most significant penicillin manufacturing facilities. Approved by the British Ministry of Health, Bilim Gebze is Turkey's largest, most innovative and most environment-friendly drug manufacturing plant.</li> <li>• Bilim Pharmaceuticals owns the largest R&amp;D center of the Turkish pharmaceutical industry with a laboratory area of 4,500 sqm, where it develops new products, contributing significantly to the Turkish economy. Exporting to more than 50 countries, Bilim Pharmaceuticals has representative offices in Moldova, Bosnia &amp; Herzegovina and Albania.</li> <li>• Bilim Export value has reached to 50 million USD turnover end of 2014. In a sensitive sector which is directly related to human health, Bilim Pharmaceuticals prioritizes quality and adopts respect towards future generations as a corporate value.</li> </ul>						

회사명	Biofarma						
주소	Akpınar Mah. Osmangazi Cad. No: 156 34885 Sancaktepe, Istanbul						
웹 사이트	www.biofarma.com.tr						
Contact point	이름	Med. Dr. serhat Tugrul					
	e-mail	iSerhat.tugrul@biofarma.com.tr, info@biofarma.com.tr					
	전화번호	+90 216 398-1063					
설립일	1945						
직원 수	480						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Biofarma is one of the oldest medicine companies which had been founded in 1945s in Turkey. Biofarma was continuing its action in Mercan-Istanbul between 1950~1989.</li> <li>• Biofarma was bought by Mustafa Öncel in 1973. After that it became limited company. The company has always been aware of technological improvements by using specialists and technological opportunities.</li> <li>• In 1990 Biofarma was relocated from Mercan-Istanbul to Sancaktepe-Istanbul in a 17.000m<sup>2</sup> field which has a 15.000m<sup>2</sup> modern facility and after that we became a joint-stock company in 1998. Right now we are part of the Isanne S.A.R.L. LUX. Group.</li> <li>• With values trust, good vision, good mission and traditional values the brand of trust and quality in medicine market Biofarma Pharmacies serves Turkish medicine since 1945.</li> <li>• Biofarma works with dynamic, creative, open minded people. Also necessities of working in Biofarma is having high motivation and believing team spirit.</li> </ul>						



회사명	Dem Ilac						
주소	Dem Plaza, Kayisdagi Cad. No: 172 Kayisdagi-Atasehir, Istanbul						
웹 사이트	www.demilac.com.tr						
Contact point	이름	Ahmet Kuskonmaz					
	e-mail	ahmet.kuskonmaz@demilac.com.tr, info@demilac.com.tr					
	전화번호	+90 216 428-4029					
설립일	1970						
직원 수	150						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Based on values such as honesty, respect and trust, committed on its vision, mission and values, and being the icon of quality and trust within the pharmaceutical sector, Dem Pharmaceuticals has been established by a family devoted themselves to Turkish Pharmaceutical Sector since 1970. Dem Pharmaceuticals continues to give their services to the Turkish Medicine since 1992 finding effective and fast results, improving its quality and increasing the variety of its services.</li> <li>• Dem İlaç is incorporated in the Turkish pharmaceutical industry and sells imported and licensed drugs and medical preparations. The company distributes drugs to the major pharmaceutical warehouses in Turkey and across Turkey.</li> <li>• The product portfolio of Dem İlaç includes blood products, anesthetic agents, plasma expanders, antibiotics, biotechnology and biosimilar products procured from the leading manufacturers of the world and licensed medicines for human consumption manufactured in modern plants of Turkey.</li> <li>• Dem İlaç is highly focused on and invests in new product research and holds about 100 license files for drugs for human consumption, blood products and oncology medicines. The company also holds import rights for some medical preparations with CE certificate besides the products for which it has licenses for export, manufacture and sub-manufacture.</li> </ul>						

<p>비고</p>	<ul style="list-style-type: none"> <li>• Dem İlaç continues to conduct researches worldwide to conclude new product agreements with licensors and to expand its portfolio in addition to products it markets and for which licensing works continue.</li> <li>• Dem İlaç takes firm steps forward with the support of its dynamic, creative and qualified staff who believe in team spirit with high individual motivation and are open to innovations and developments.</li> <li>• Dem İlaç employs a total of 150 employees across Turkey including Regional Managers and Medical Representatives in 10 Regions. Human Resources, Sales, Marketing, Medical, Regulatory Affairs and Business Development departments at its headquarters in Istanbul and other core staff who provide all the support to the field. Dem İlaç has a regional office in Ankara.</li> </ul>
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회사명	Nobel						
주소	İnkılap Mah. Akçakoca Sk. No: 10 34768 Ümraniye, İstanbul						
웹 사이트	www.nobel.com.tr						
Contact point	이름	Gokhan Kose					
	e-mail	gokhan.kose@nobel.com.tr					
	전화번호	+90 216 633-6000					
설립일	1964						
직원 수	782						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Nobel Pharma, one of the leading pharmaceutical companies of Turkey, has been carrying on its operations since 1964. Its product range includes both the drugs developed and manufactured by other affiliate companies and those prescription or OTC products that are licensed by Nobel. Nobel also holds an esteemed place among pharmaceutical exporters in Turkey. With many representative offices established across Asia and Europe, Nobel has introduced its products into the global market. With thousands of employees across this wide geography, Nobel has one of the largest sales force with 1,000 medical representatives and 95 district managers in Turkey, besides more than 400 medical representatives and 782 employees in overseas offices.</li> <li>• Adopting the vision of 'being a worldwide, reliable organization with universal values' and the mission of 'introducing state-of-the art and innovative products which promote the quality of life and make efficient use of available resources', Nobel Pharma has been one of the fastest growing pharmaceutical companies during the last decade.</li> <li>• One of the main features that makes Nobel successful is the ability to renew its strategies rapidly whenever and wherever necessary with its flexibility and dynamism against the changing market conditions, which have been an essential feature in the dynamic Turkish market and in the developing Central Asia and Balkan countries.</li> </ul>						

<p>비고</p>	<ul style="list-style-type: none"> <li>• Nobel's activities are being supported by other subsidiaries of the same group, i.e. Ulkar Kimya(production of raw materials and micropellets), Nobel Pharma(manufacturing of finished products in all forms), and Fargem(R&amp;D).</li> <li>• Nobel continues its search for global partners and new products on the one hand and it keeps on recruiting new countries to its list of operations on the other.</li> <li>• The products manufactured and marketed within the group cover the following therapeutic areas : Analgesics, antipyretics, anti-inflammatory and anti-rheumatics, anti-infectives, antiallergics, cardiovascular system products, cold and cough products, gastrointestinal system products, genitourinary products, oncology products, psychotherapeutics, respiratory system products. The company's product range also comprises vitamins and minerals, dermo-cosmetics, dietary supplements, sterile, unit-dose saline solution for nasal and ophthalmic use. Nobel is also active in the field of biotechnological and biosimilar products, by co-development and in-licensing.</li> </ul>
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회사명	SANOVEL İLAC						
주소	SANOVEL İLAÇ SAN. ve TİC. A.Ş. Balabandere Cad. İlaç Sanayi Yolu No: 14 34460 İstinye - Sarıyer, İstanbul						
웹 사이트	www.sanovel.com						
Contact point	이름						
	e-mail	infosanovel@sanovel.com.tr, veteriner@sanovel.com.tr					
	전화번호	+90 212 362-1800					
설립일	1983						
직원 수	2,000						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Sanovel, which produces at world standards without making any concessions to its principles and quality, was founded by Pharmacist Erol Toksöz.</li> <li>• Having set up Ankara Galenos Pharmaceutical Warehouse in 1971, which is a step into the pharmaceutical industry, he purchased Adilna in 1982. He then established Sanovel in 1983.</li> <li>• Having been founded nation-capitalized and having an experience of 28 years in the pharmaceutical industry, Sanovel is well-known for its dynamism and open-for-improvement structure and it also sets an example in the Turkish Pharmaceuticals Sector with its resources and investments in Research &amp; Development studies.</li> <li>• Having made a quick and stable improvement since its foundation, Sanovel is within the top 10 pharmaceutical companies regarding returns in the Turkish Pharmaceuticals Industry according to the data by IMS.</li> <li>• The motivation for the foundation of this new facility was to increase the production capacity as well as to receive the approval of international accreditation organizations in order to make production for foreign markets. Thus in 2009, Sanovel achieved the first of its goals receiving European Union GMP Approval.</li> <li>• One of the top 10 Turkish pharmaceutical companies, Sanovel develops and produces its drugs with the latest technology and keeping strict to WHO's updated standards for 'good production practices' and 'good laboratory practices'.</li> </ul>						

<p>비고</p>	<ul style="list-style-type: none"> <li>• One of the leading foundations in the sector with about 2,000 experts and trained employees, 1,200 of whom are medical representatives, Sanovel attaches great importance to human resources and provides its staff with up-to-date training programs with a view to give high quality service.</li> <li>• Closely following the developments in the world, Sanovel sets an example for the whole Turkish pharmaceutical industry, with the huge investments it makes in human resources and Research &amp; Development studies.</li> </ul>
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회사명	Kocak Farma						
주소	KOÇAK PLAZA Mahmutbey Mah. Kuğu Sok. No: 23 34218 Bağcılar, İstanbul						
웹 사이트	www.kocakfarma.com						
Contact point	이름						
	e-mail	info@kocakfarma.com					
	전화번호	+90 212 410-3950					
설립일	1971						
직원 수	800						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Being established in 1971, Koçak Pharmaceuticals has become one of the most prominent companies of Turkish pharma sector in the past 41 years. Today with almost 800 employees, over 200 different type of products and both API and finished product production ; Koçak has become an important contributor to Turkish medicine.</li> <li>• The headquarters of Koçak Farma is located in İstanbul, there are 11 regional offices and the sales force consists of approximately 400 employees. In 2000, the firm has moved production facilities to Çerkezköy Organized Industrial Zone, to a newly constructed 45.000m<sup>2</sup> production plant. Raw materials and pharmaceuticals are produced in 2 different factories.</li> <li>• We produce pharmaceuticals targeting many areas of medicine, specifically focusing on gynecology &amp;obstetrics, urology, chest diseases(tuberculosis), cardiology, oncology and products of general health protection.</li> <li>• Koçak Farma has been exporting API and finished products to several countries and has been contract manufacturing for local and international companies. The vision of Koçak Farma is to share its experience and technology with new partners by contract manufacturing or export activities.</li> </ul>						

<p>비고</p>	<ul style="list-style-type: none"> <li>• The production of Koçak Farma is in line with cGMP Guidelines and WHO standards. Koçak Farma has been certified by TÜV Rheinland with dIN EN ISO 9001:2000(Management of Quality System) Environmental Policy has been settled successfully ensuring total environmental safety qualifying the company for DIN EN ISO 14001:1999 Management of Environmental Systems Certificate given by TÜV Rheinland.</li> <li>• The active R&amp;D policy enables to improve the quality and the efficiency of the products, enabling the company to enter new cooperations with multinational companies and be an international player in the industry in 21st century.</li> <li>• Koçak Farma has the first oncology medicine manufacturing facilities in Turkey, which is as well certified for GMP compliance.</li> <li>• Koçak Farma is exporting oncology and products in other health areas to majority of countries in European Union, the former USSR countries, Australia and South Korea.</li> <li>• Koçak Farma is serving over 40 clients in these countries and has cooperation with many leading european companies for R&amp;D and production.</li> <li>• The countries we export our products are : Germany, Spain, France, Portugal, Greece, Italy, Belgium, Romania, Sweden, Hungary, Finland, Austria, Latvia, Serbia, Azerbaijan, Georgia, Ireland, Kazakhstan, Russia, Ukraine, Switzerland, Slovakia, Denmark, Bulgaria, South Korea, Australia.</li> </ul>
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회사명	Adeka						
주소	Eski Buyukdere Cad. No: 35 34398 Maslak, Istanbul						
웹 사이트	www.adeka.com.tr						
Contact point	이름	Melih Gursoy					
	e-mail	melih.gursoy@adeka.com.kr					
	전화번호	+90 212 365-0800					
설립일	1956						
직원 수	600						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Adeka Iiac Ve Kimysal Urunler Sanayi Ve Ticaret A.S manufactures, imports, markets, and distributes pharmaceutical products in Turkey. It offers pharmaceutical products for various therapeutical areas, including cardiology, dermatology, psychiatry, oncology, women's health, respiratory, and rheumatology.</li> <li>• The company also engages in in-licensing, out-licensing, and toll manufacturing ; and offers generics, and licensed original products and nutraceuticals/cosmeceuticals.</li> <li>• It offers pharmaceutical products in the forms of tablets, film-coated tablets, sugarcoated pills, capsules, syrups, ointments, creams, and ampoules. Adeka Iiac Ve Kimysal Urunler Sanayi Ve Ticaret A.S was founded in 1956 and is based in Istanbul, Turkey.</li> </ul>						

회사명	Alliance Healthcare						
주소	Basın Ekspres Yolu, Kavak Sok. Ser Plaza No: 3 A Blok Kat: 3 Yenibosna, İstanbul						
웹 사이트	www.alliance-healthcare.com.tr						
Contact point	이름						
	e-mail	iletisim@alliance-healthcare.com.tr					
	전화번호	+90 212 452-7200					
설립일							
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Alliance Healthcare, Target Alliance formerly, was established nearly 30 years ago to serve the pharmacy, it is one of Turkey's largest wholesale drug sales and distribution companies.</li> <li>• Alliance Healthcare Investment Holding Co., the world's first global pharmacy-focused health and beauty Walgreens initiative, Alliance Boots pharmaceutical wholesale, sales and distribution companies in Turkey, versatile wholesale services.</li> <li>• Alliance Healthcare, Turkey in general in the 67 distribution point, 16,500's on it to provide services to customers in the local market in about 30 years' experience with Turkey's leading pharmaceutical, medical, health and beauty products distributor. The company, working with the principle of partnership with pharmacists and suppliers are committed to the development of the health sector itself.</li> <li>• A few times a day to pharmacies throughout Turkey with the service as well as a high level of services provided to stakeholders Alpheg Pharmacy, Skills in Healthcare and offers many value-added commercial and professional support services.</li> </ul>						

회사명	Farmakim Lojistik						
주소	Merve Mah Akabe Cad. No: 15/A 34791 Yenidoğan/Sancaktepe, İstanbul						
웹 사이트	www.farmakimlojistik.com.tr						
Contact point	이름						
	e-mail	info@farmakimlojistik.com.tr					
	전화번호	+90 216 561-3064					
설립일	2006						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Farmakim is a company founded in 2006 to show activity in the field of logistics Logistics Group Farma site.</li> <li>• Products requiring special conditions, such as pharmaceutical and food logistics based on the constructed to host, has all new technologies.</li> <li>• Sancaktepe Newborn installed in the store, a technological infrastructure has been created to be professional and logistics services using the latest technology.</li> <li>• Farmakim Pharmaceutical Logistics Istanbul Sancaktepe logistics warehouse built on a 6.800m<sup>2</sup> land , with 10,000 pallet capacity and operating permit is received from the local municipality and T. C. Representative from the Ministry of Health have taken to serving the Pharmaceutical Warehouse Logistics Unit has permission to license storage and logistics services. Pharmaceutical and food products on the basis of constructed to host requiring special conditions, such as logistics, to get more information about our repository for all new technologies.</li> </ul>						

회사명	Nevzat Ecza						
주소	Oğuzlar Mahallesi 1370. Sokak No: 7/1 06520 Balgat, Ankara						
웹 사이트	www.nevzatecza.com.tr						
Contact point	이름						
	e-mail						
	전화번호	+90 312 287-7404					
설립일	1962						
직원 수	1,000						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Nevzat Pharmaceutical Warehouse was founded in 1962 by pharmacist Nevzat Karpuzcu. Operations began in Ankara Fevzi Cakmak Street MN Ecza moved into their own place in the Crescent Street 1967 Clove. Primarily aimed at providing services to pharmacists in Ankara, Nevzat Pharmaceutical Store nearby, has expanded its service network in line with requests from the provinces. Professional identity and understanding of the principles of trade in a short time thanks to a respectable place in the health sector Nevzat Karpuzcu, general manager in 1990, while in 2010 the son of the chairman of the Board of Pharmacists Karpuzcu sure handed.</li> <li>• With the support of pharmacies and pharmaceutical manufacturers in the rapidly growing portfolio of times Nevzat Pharmaceutical Warehouse in 1994 where he continued to operate moved to 5,000m<sup>2</sup> building in Ankara Balgat with many branches in order to provide services to pharmacies in different regions of Turkey, opening of liaison offices and warehouses has expanded its distribution network.</li> <li>• Nevzat Pharmaceutical Warehouse over 1,000 employees in 24 different locations across the country today with more than 300 delivery vehicles and serves about 60 pharmacies in the province.</li> </ul>						

회사명	ÖZ-SEL Ecza						
주소	Büyükdere Cad. Naci Kasım Sokak Örnek Apt. No: 8/B 34387 Mecidiyeköy, İstanbul						
웹 사이트	www.ozsel.com						
Contact point	이름						
	e-mail	kadir.demiral@ozsel.com, info@ozsel.com					
	전화번호	+90 212 211-1115					
설립일	1977						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>The absence of a service and distribution company addressing the hospital medicine market only is seen in Turkey in the year 1977, and then the managers of NEVZAT PHARMACY DEPOT and SELÇUK PHARMACY DEPOT who were the most important medicine distributors in the pharmacy sector and at the same time most important two rivals in Turkey in that period and Mustafa Oğuz who was the accounting manager of Nevzat Pharmacy Depot reached a decision on the subject of establishing a specialized pharmacy depot in order to make distribution to the Hospital Market only following the difficult negotiations carried out for long months. ÖZ-SEL, which is the fruit of this decision taken, has completed its foundation transactions officially on the date 10th March 1977 and started its studies in the hospital market rapidly. ÖZ-SEL, which never interrupted its obligations towards its customers as forming its reason of existence, succeeded to reach a work volume exceeding 2,500 tenders annually with more than 1,000 hospitals as the state hospitals, university hospitals and the hospitals belonging to the other health institutions in Turkey thanks to its above-mentioned unique characteristic.</li> </ul>						

<p>비고</p>	<ul style="list-style-type: none"> <li>• As headquartered in Mecidiyeköy, it has extended its activity network with its Ümraniye branch and Ankara, İzmir, Adana, Bursa, Samsun, Trabzon, Diyarbakır, Konya,Erzurum and Malatya representation offices within the course of time. Our building which accommodates the administrative staff and which is constructed in Ümraniye in the standards covering the requirements of the modern pharmacy warehouse business in the year 2005, also includes in its own structure the social facilities such as library, education hall, sports hall and cafeteria for covering the needs aimed to keep the motivations of our employees at the high levels at the same time.</li> <li>• ÖZ-SEL A.Ş. reached today by means of being influenced by the economical crisis experienced by Turkey at the minimum level beginning from the date of its foundation and avoiding to overshadow its prestige. ÖZ-SEL A.Ş., which is the name of the "high-quality service" beginning from the year 1977, will continue its activities which have been carried out for 33 years also in the future with the same determination and service approach.</li> </ul>
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회사명	Selcuk Ecza Deposu A.S.						
주소	Altunizade Mah. Kuşbakışı Cad. No: 37 34662 Nakkaştepe, İstanbul						
웹 사이트	www.selcukecza.com.tr						
Contact point	이름						
	e-mail	selgm@selcukecza.com.tr					
	전화번호	+90 216 554-0554					
설립일	1958						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• When Selçuk Ecza Deposu started its operations 50 years ago, 35-year-old Turkey was a young Republic readily willing to develop and progress. The founders of Selçuk Ecza Deposu possessed the required experience and infrastructure. Ahmet Keleşoğlu was an entrepreneur engaged in trading activities in Ermenek, Konya. The pharmacist and the other traders in the family were also engaged in business and trade. Selçuk Ecza Deposu started its operations as a family firm on October 10th, 1958. The Company, established in Konya, the capital of Anatolian Seljuks, was named Selçuk Ecza Deposu on the belief that it would be a tribute to the Seljuks and that the name would bring good luck.</li> <li>• In Turkey, in 1958, there were a lot of shortcomings in the healthcare industry such as doctors, pharmacies, drugs, and drug distribution. When Selçuk Ecza Deposu was established in Konya, the number of pharmacies operating in this historical Turkish city, which is the largest in area, was only 17. And there were around 1,100 pharmacies throughout Turkey. The number of pharmaceutical distributors in Turkey at the time was 35, and the number of domestic-foreign pharmaceutical companies was around 50.</li> </ul>						

<p>비고</p>	<ul style="list-style-type: none"> <li>• Despite the fact that the companies not based in Istanbul were rather treated as "local" companies, Selçuk Ecza Deposu opened regional directorates in Adana and Ankara when it was only a 10-year-old organization. And in a very short time, it became the first pharmaceutical distributor with a multibranch operation by opening offices first in Istanbul, then in Adana.</li> <li>• As an indication that it's a company of balanced growth, reliability and stable progress, Selçuk Ecza Deposu has lived through, and performed successfully during all the political and economic hardships experienced in Turkey, and secured its place and reputation among the industry's stakeholders from professional chambers to universities. Selçuk Ecza Deposu expanded its service network with its sister company As Ecza Deposu which started its operations in 1987, and became unrivalled in pharmaceutical distribution.</li> <li>• In 1958, starting with only one vehicle to distribute the drugs, using bicycles with baskets for delivery to nearby pharmacies and receiving orders by phone, it took only 50 years for Selçuk Ecza Deposu to become an organization accepting online orders, and rapidly meeting any drug-related needs of the pharmacies by using motorcycle couriers. With a quality-focused business approach, Selçuk Ecza Deposu largely contributed to its sector, which is dominated by a business concept built on competition, by establishing relationships of mutual trust and goodwill not only with its business partners but also with its competitors. As an organization open to any innovations required by our time from organizational structure to technological infrastructure, Selçuk Ecza Deposu started a future-focused organization in the early 2000s, and closely monitored, adopted, and even went beyond the developments experienced in pharmaceutical distributors in modern countries.</li> </ul>
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회사명	ALTIS						
주소	Mumhane Caddesi Gümüşhalka Sokak No: 2 34425 Karaköy, Istanbul						
웹 사이트	www.altis.org						
Contact point	이름						
	e-mail						
	전화번호	+90 212 292-6161					
설립일	2001						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• ALTIS is a contract research organization providing pharmaceutical and biomedical industries with high-quality clinical services as well as providing guidance, support or full turnkey solutions in regulatory affairs since 2001.</li> <li>• Our area of expertise covers a full range of services related to Phase I - Phase IV clinical trials, observational studies, registries and clinical trial training.</li> <li>• The Ministry of Health of Turkey, General Directorate of Pharmaceuticals and Pharmacy has approved that ; business within the scope of clinical trials conducted by ALTIS CRO is according to principles of 'Guideline For Good Clinical Practices' and in compliance with the related legislation as a contract research organization.</li> </ul>						

회사명	Co-Research						
주소	Başbüyük Mah. Başbüyük Yolu cad. Kentplus Centrium Sitesi B1 Blok No: 16/12 Maltepe, İstanbul						
웹 사이트	www.co-research.com						
Contact point	이름						
	e-mail	info@co-research.com					
	전화번호	+90 216 969-4006					
설립일							
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Co-Research is a full-service contract research organization in Turkey. Our area of expertise covers a full range of services related to clinical trials, observational studies, clinical trial training, data management, medical writing and outsourcing.</li> <li>• We provide tailor-made solutions to your projects. Co-Research offers a complete range of services with personalized attention and flexibility. Through close cooperation and continuous dialogue with customers, our services can be customized according to your requirements.</li> </ul>						

회사명	CROMNIA Clinical Research						
주소	1374 Sokak No: 10/601 Alsancak, Izmir						
웹 사이트	www.cromnia.com						
Contact point	이름						
	e-mail						
	전화번호	+90 232 489-0068					
설립일	2009						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• CROMNIA has been established in 2009 as a contract research organization(CRO) in Izmir, Turkey. We have a wide range of investigator database throughout the country. Depending on the experienced personnel, CROMNIA provides appropriate proactive solutions and coordination with related parties to avoid and/or resolve any possible issues that may occur during a research project.</li> <li>• We have a wide scope in the management of Phase II - IV of clinical and observational research projects in all therapeutic areas. In addition, Phase I studies are performed in collaboration with Ph I units of medical faculties.</li> </ul>						

회사명	CROTURK						
주소	Kazim Ozalp Mah. Koza Sok. 33/4 Cankaya, Ankara						
웹 사이트	www.croturk.com						
Contact point	이름						
	e-mail	info@croturk.com					
	전화번호	+90 312 479-8875					
설립일							
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• CROTURK is a full-service contract service organization in Turkey. Our headquarter is located in the heart of Turkey, Ankara. We provide distinguished services among all regions of Turkey and with our invaluable partners we provide services across Europe and MENA countries.</li> </ul>						

회사명	Ethic Medical Research						
주소	İmar Limited Sk. No: 23 Kat: 2 Daire: 2 35817 Koşuyolu - Kadıköy, İstanbul						
웹 사이트	www.ethic-cro.com						
Contact point	이름						
	e-mail	info@ethic-cro.com					
	전화번호	+90 216 545-9103					
설립일	2009						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>Established in 2009, Ethic Medical Research Ltd. is a Contact Research Organization in Turkey whole sole purpose is to support the successful outcome of Clinical Research Plan and Clinical Management Organization for the healthcare industries based on ethical principles and international/national regulations.</li> <li>Our aim, providing high quality services with qualified and experienced staffs about all types of clinical research to the pharmaceutical, study sites and investigators.</li> <li>Ethic Medical Research Ltd. with qualified and experienced staffs conduct project management and phase studies based on Local regulations and ICH GCP guideline. Our dedicated clinical teams of skilled professionals provide consistent and effective monitoring and interaction with study sites.</li> </ul>						

회사명	Farmateam						
주소	Uğur Mumcu Caddesi 82/4 Gaziosmanpaşa 06700 Ankara						
웹 사이트	www.farmacro.com						
Contact point	이름						
	e-mail	farmateam@farmacro.com, info@farmacro.com					
	전화번호	+90 312 437-8010					
설립일							
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Farmateam has been established with the aim of providing service and support to the related sectors, which include pharmaceuticals, medical devices, borderline products etc.</li> <li>• Our goal as a service provider is to be recognized for our quality, trustworthiness, rapidity, rationality and ability to carry out our assignments with minimum business risk.</li> <li>• Farmateam pays attention to details, practices good communication skills, applies quality system methods.</li> <li>• Farmateam is a multidisciplinary team, consisting of individuals who have expertise and experience in their field, are strong on international relations and standards, and are ethical and scientifically minded.</li> <li>• Farmateam serves in a wide range of fields, thus views the issues from a broader perspective ; this minimizes loss of time and effort and enables us to offer practical and applicable solutions. Our approach gives our clients the cutting edge of success and power in the face of competition.</li> <li>• Farmateam's most important principle is confidentiality. Customers' information is strictly secret for Farma Team.</li> </ul>						

회사명	Klinar CRO						
주소	Mustafa Kemal Mah. 2127. Sk No: 38/3 Cankaya, Ankara						
웹 사이트	www.klinar-cro.com						
Contact point	이름						
	e-mail	info@klinar-cro.com					
	전화번호	+90 312 447-0274					
설립일	2009						
직원 수	60						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Klinar CRO established in January 2009 as an Optimum CRO enterprise for the international clinical trials conducted in Turkey.</li> <li>• Klinar CRO and its team has a deep experience over the clinical trials of different phases and post marketing surveillance studies.</li> <li>• Optimum CRO/Klinar CRO has more than 60 employees(including CRAs, PMs, QC, SCs and data management units) are located in the main office based in Ankara, the capital city of Turkey.</li> <li>• With its high development rate, Klinar CRO is one of the leading and experienced foundations for conduct, organization and improvement of clinical researches in Turkey.</li> <li>• Currently, Klinar CRO has become one of the first certified CRO to be approved by the Ministry of Health in Turkey, working in compliance with the principles of 'Guideline For Good Clinical Practices'.</li> </ul>						

회사명	Kuantum Clinical Research						
주소	I.A.O.S.B. 10041 Sok. No: 9 35620 Cigli, Izmir						
웹 사이트	www.kuantum-cro.com						
Contact point	이름						
	e-mail	kuantumHQ@kuantum-cro.com					
	전화번호	+90 232 328-3530					
설립일	2003						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Founded in 2003, Kuantum is a leading provider of CRO and Clinical Supplies Management Services for the life science industry in Turkey and in the region. We offer a comprehensive set of cGCP and cGDP compliant services including all clinical monitorization activities as well as IMP/materials importation, storage, distribution, returns and destruction arrangements. Both of our facilities are inspected and approved by the Turkish Ministry of Health.</li> </ul>						



회사명	MediSmart						
주소	Ekinciler Cad. Muhtar Sokak No: 5 Kat: 2 34810 Kavacık Beykoz, İstanbul						
웹 사이트	www.medismart.com.tr						
Contact point	이름						
	e-mail	info@medismart.com.tr					
	전화번호	+90 216 404-1088					
설립일	2008						
직원 수	80						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• MediSMART is a local Clinical Research Organization established in Ankara the capital city of Turkey in 2008 and moved to Istanbul in September 2015.</li> <li>• MediSMART have been supporting various R&amp;D based multi-national pharmaceutical companies and their affiliates as well as health professionals and health associations with its over 80 employees.</li> <li>• MediSMART services are generally categorized under following divisions ; <ul style="list-style-type: none"> <li>- Clinical Trial Services for Phase I - IV studies</li> <li>- Post Marketing Observational Study Services</li> <li>- Data Management Services</li> <li>- Outsourcing Solutions &amp; Site Coordinator Services</li> <li>- Medical Writing &amp; Medical Consultancy</li> <li>- Warehouse &amp; Logistics</li> <li>- Regulatory Support</li> <li>- Payment &amp; Purchasing Assistance</li> <li>- Study Site Start-up Services</li> <li>- Clinical Trial Equipment Supply and Calibration Services</li> </ul> </li> </ul>						

회사명	MENE Research						
주소	GOSB Teknopark Kemal Nehrozoglu Cad. Uretim Binasi: 2-3 Unite: 1-6 41480 Gebze, Kocaeli						
웹 사이트	www.meneresearch.com						
Contact point	이름						
	e-mail	info@meneresearch.com					
	전화번호	+90 262 751-3980					
설립일	2009						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• MENE Research is a clinical research organization operating in USA, Europe and Middle East, running activities including managing all the processes from early phase to late phases and evaluating the outputs of these processes ; determining development strategies starting from the discovery of the molecule and invention of the medical device. MENE Research has become the first trials group to be accredited by the country's Ministry of Health under new trial laws introduced in January, 2009.</li> <li>• MENE Research has a reliable, experienced and qualified team of people from different medical backgrounds who perform in a timely and cost effective manner. Our team has the expertise and the know-how to satisfy the needs of your company/center/hospital, quickly and professionally.</li> <li>• MENE Research combines the advantages of a midsize CRO with local presence and local expertise. Flexibility, dynamism, personal dedication, simple company structure local knowledge enables MENE Research to offer high value for money services.</li> <li>• Our clients are local and multinational pharmaceutical companies, medical centers, health funds, doctor's associations, collaborating CROs, and others.</li> <li>• Our company also runs in compliance with the International Conference on Harmonization(ICH), principles of Good Clinical Practice(GCP) and according with the national, international laws, and business ethics.</li> </ul>						

회사명	MonitorCRO						
주소	Cumhuriyet Mh. Ergenekon Cd. Ahmetbey Plaza No: 10 Kat: 2 Pangaltı 34380 Şişli, Istanbul						
웹 사이트	www.monitorcro.com						
Contact point	이름						
	e-mail	info@monitorcro.com					
	전화번호	+90 212 234-1260					
설립일	1999						
직원 수	60 이상						
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• MonitorCRO was founded in 1999. The first two international studies were in the field of haematology and cardiology(Phase II and III). These allowed Monitor to strengthen its knowledge and experience in the field of study monitoring and project management.</li> <li>• Then together with an International Early Phase CRO, Monitor actively performed product development studies(including BE/BA studies) for European clients.</li> <li>• In 2000 the very first GCP training was performed in Turkey with Harrison Clinical Research, Munich, Germany.</li> <li>• In early 2000s, Monitor managed an international cardiovascular project in Turkey enrolling 900 patients. Turkey was recognized as the best participating country in this study.</li> <li>• The same year MonitorCRO initiated to provide bioavailability(BA) and bioequivalence(BE) studies for Turkish and international clients together with close collaboration with the first BE Clinical site at Erciyes University, Medical School, Kayseri, Turkey.</li> <li>• In 2007, Monitor's progression continued in other areas of medical research such as data management, statistical work and study report writing.</li> <li>• Later on the same year, MonitorCRO became a major partner for sponsors in designing and management of epidemiological studies, from project development to medical writing. These were variety of large scale epidemiological studies on different type of cancers such as prostate, colon and breast cancers in Turkey.</li> </ul>						

<p>비고</p>	<ul style="list-style-type: none"> <li>• These studies were then diversified into other major medical areas with full range of services giving MonitorCRO a competitive edge among the other CROs in Turkey.</li> <li>• MonitorCRO since 2000 through its successful collaborations with analytical laboratories in Europe has completed 100+ BE/BA studies.</li> <li>• Due to a change in local regulations in 2010, Monitor became the leading company in the field of contracting, recruiting, training and assigning site coordinators for research centers in Turkey.</li> <li>• Since our establishment in 1999 we have managed 200+ projects.</li> <li>• MonitorCRO is currently the leading CRO with 60+ full-time personnel. We are the most experienced and dedicated CRO with on-going monitoring activities for many international and national studies.</li> </ul>
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회사명	Novagenix						
주소	Novagenix Bioanalytical Drug R&D Centre, Özal Blv.(Esenboğa Yolu) 25. Km 06970 Akyurt, Ankara						
웹 사이트	www.novagenix.com.tr						
Contact point	이름						
	e-mail	info@novagenix.com					
	전화번호	+90 312 398-1081					
설립일							
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>Novagenix Bioanalytical R&amp;D Centre has been established as a result of the need for a center of Bioavailability/Bioequivalence (BA/BE) to analyse the effectiveness of drugs in our country, thus determining the quality with accredited certifying organization in an international level. Nowadays, in-vitro dissolution analysis and quantification of active compound analysis are being done. In addition, Novagenix provides services in the fields of analysis of herbal products and intermediates, phase studies and registration dossiers in CTD format.</li> <li>Novagenix while performing these services ; <ul style="list-style-type: none"> <li>- GCP(Good Clinical Practice)</li> <li>- GLP(Good Laboratory Practices)</li> <li>- ISO 9001 Quality Assurance System</li> </ul> acts within the framework of these rules.</li> <li>Clinical studies has been done in GCP certificated clinics(Erciyes University, School of Medicine, Hakan Çetinsaya GCP Centre/ Kayseri, Gaziantep University, School of Medicine, FARMAGEN/ Gaziantep).</li> <li>Novagenix ensured the quality and the standardization with GLP/GCP certificate from Republic of Turkey, Ministry of Health. In addition, MiS Group which is an international audit firm, certified Novagenix with 'OECD-GLP Compliance Certificate' under the principles of the OECD and EU in January 2003.</li> </ul>						

<p>비고</p>	<ul style="list-style-type: none"> <li>• Novagenix has high-tech infrastructure such as fresh air conditioned, uninterrupted electricity power, specially designed areas for intended use of each laboratory sub-unit and for technical staff, online wireless temperature/humidity measurement &amp; tracking system which measures each lab section and freezer's temperature with an e-mail alarm system, to speed the automation of operations at an advanced level of 150 Mbit encrypted wireless and 1 GBit wired local area network infrastructure has been established.</li> <li>• Novagenix is the first and the pioneer company in the bioequivalence field in our country. Our reports are approved from many European Union countries, especially from Germany, nowadays our sponsor's drugs are present in the European Union drugstores.</li> </ul>
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회사명	Omega CRO						
주소	Güniz Sok. No: 32/12 06700 Kavaklıdere, Ankara						
웹 사이트	www.omega-cro.com.tr						
Contact point	이름						
	e-mail	info@omega-cro.com.tr					
	전화번호	+90 312 426-7722					
설립일	1997						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Omega CRO is a Contract Research Organization that provides high quality clinical and epidemiological research management to national and international pharmaceutical companies and other health-related organizations. Omega CRO, founded in March 1997, is the first CRO in Turkey. With its full range of services, Omega CRO is an independent research organization specialized in Phase III and IV clinical trials and post marketing surveys.</li> <li>• Our senior staff has much experience on not only planning, conducting and monitoring clinical and epidemiological studies, but also data management, data analysis and presentation of data. Our staff has extensive experience in clinical research from both industry and investigator perspectives. They had managed clinical trials in many major therapeutic areas. Other areas of experience include large-scale surveys and outcomes research. Omega also offers training programs for pharmaceutical companies and investigators. In addition, Omega develops and publishes educational materials as well as periodicals and serials.</li> </ul>						

회사명	Optimum CRO						
주소	Mustafa Kemal Mah 2127. Sk. 38/4 Çankaya, Ankara						
웹 사이트	www.optimum-cro.com						
Contact point	이름						
	e-mail	info@optimum-cro.com					
	전화번호	+90 312 231-7646					
설립일	2000						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Optimum CRO was established in September 2000 as one of the first CROs in Turkey. Beginning from this date, many projects have been conducted, varying from international phase III and local phase II studies to post-marketing trials. More than 20 employees(including CRAs, PMs, QC and data management units) are located in the main office based in Ankara, the capital city of Turkey.</li> <li>• With its high development rate, Optimum CRO is one of the leading foundations for conduct, organization and improvement of clinical researches in Turkey. Our main concern is to provide high quality standards for all the local and international trials starting from the design phase through statistical analysis report, which constitutes our mission as well. Our vision is to be a leader in providing high quality in all our services including clinical researches originating from Turkey expanding worldwide.</li> </ul>						



회사명	PPD Turkey						
주소	İçerenköy Mah. Bahçelerarası Sok. No: 43 Özel İşyeri: 8 Ataşehir, Istanbul						
웹 사이트	www.ppdi.com						
Contact point	이름						
	e-mail						
	전화번호	+90 216 570-4700					
설립일							
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• PPD is a leading global contract research organization providing comprehensive, integrated drug development, laboratory and lifecycle management services. Our clients and partners include pharmaceutical, biotechnology, medical device, academic and government organizations. With offices in 46 countries and more than 16,000 professionals worldwide, PPD applies innovative technologies, therapeutic expertise and a firm commitment to quality to help clients and partners bend the cost and time curve of drug development to deliver life-changing therapies that improve health.</li> </ul>						

회사명	Quintiles Turkey						
주소	Quintiles Istanbul Saglik Hizmetleri Arastirma Danismanlik Ltd. Sti. Nida Kule Degirmen Sokak No: 18 Kat: 11 34742 Kozyatagi, Istanbul	Innovex Saglik Urunleri Pazarlama Hizmet ve Danismanlik A.S. Kavacik Mah. Farma Plaza Ozgur Cd. No: 20/3 34810 Beykoz, Istanbul					
웹 사이트	www.quintiles.com						
Contact point	이름						
	e-mail						
	전화번호	+90 216 250-3300			+90 216 693-0099		
설립일	1982						
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• We work with biopharmaceutical and other life science companies with services and solutions that improve your probability of success, connecting insights with superior delivery for better outcomes. Quintiles' success begins and ends with your success. We share your goals and collaborate with you, bringing an industry recognized depth of expertise and breadth of perspective to shape better ideas. Our award-winning people, processes and technology drive predictable and efficient delivery around the globe. With more than 32,000 employees working in about 100 countries, we have helped develop or commercialize all of the top-100, best-selling drugs on the market in 2013. And it's all done with an unwavering dedication to ethics and high quality, in the pursuit of success in human measures.</li> <li>• Key Services in Turkey - Clinical Monitoring and Site Management, Medical and Scientific Services, Project Coordination Centers</li> <li>• Key Services in Turkey with Innovex Turkey - Management Vacancies(Vacancy Management), Establishment and Management of Sales Teams, Establishment and Management of Shared Sales Teams(Syndicated Sales Team), Health Management Solutions (Patient Centric Projects), Multichannel Projects(e.g. E-detailing), Product Launch &amp; Management Solutions, Market Access Solutions</li> </ul>						

비고	<ul style="list-style-type: none"><li>• Quintiles Turkey has been in operation since 2002, providing expert clinical services and innovative commercial solutions for our customers. Quintiles Turkey is also known as Innovex Turkey and offers commercial solutions by a joint venture between Innovex Turkey and Bell Holding.</li></ul>
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회사명	Turquoise Consulting						
주소							
웹 사이트	www.turquoisecons.com						
Contact point	이름	Osman F. Güner					
	e-mail	oguner@turquoisecons.com					
	전화번호	+90 530 202-6554					
설립일							
직원 수							
업종	R&D	제조	유통	CRO	CMO	컨설팅	기타
비고	<ul style="list-style-type: none"> <li>• Today, Computer-aided drug design(CADD) is an integral part of pharmaceutical research and discovery. Many of the recent drugs that are entering the market have been either discovered or designed through CADD techniques. There are many different software tools that support such research. Depending on the specific problem or the available information, different software tools are utilized.</li> <li>• We provide consulting services for the companies who are leveraging CADD and cheminformatics software tools in their research. We help you identify the right tools for the problems at hand, provide guidance and training, if necessary. We can also perform research under short- or long-term contract.</li> <li>• In addition, we provide training and marketing services to the software companies who are developing software tools for the life science industry.</li> </ul>						

## 6. 참고문헌

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3. <http://www.epharmakorea.or.kr/member/index.do>, 제약산업 정보 포털, 한국보건산업진흥원
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5. <http://tradedoctor.kotra.or.kr/bp/main/BPMAIN010M.html>, KOTRA 해외 비즈니스 포털, 대한무역투자진흥공사
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13. [Pharmaboardroom.com](http://Pharmaboardroom.com)

## (바이오)의약품 해외 진출 지원을 위한 정보집

발행 일 : 2016년 10월

편집위원장 : 이 경 호

편집위원 : 한국제약협회 바이오의약품위원회

(한국제약협회 바이오의약품정책실, 동아쏘시오  
홀딩스, 녹십자, 대웅제약, 유한양행, 일양약품,  
종근당)

연락처 : 한국제약협회 바이오의약품정책실

전화번호 : 02) 6301-2160~1

팩스번호 : 02) 6499-2134

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