

**QUESTIONNAIRE ON THE UPDATE AND THE NEED TO FURTHER BOOST  
EXPORT OF MADE-IN-NIGERIA PHARMARUTICAL PRODUCTS**

(All information supplied will be treated as strictly confidential)

**Introduction:**

From the recent past, the level of confidence in Nigerian manufactured drugs and allied products has increased significantly owing to the efforts of the relevant government agencies like NAFDAC, NEPC and Non-government agency, PMG:- MAN and individual Pharmaceutical companies. It would be recalled that made-In-Nigeria pharmaceuticals were not patronized in the 80s x 90s because of the glaring challenges posed by fake pharmaceutical products.

In order to further boost the development and export of pharmaceutical products from Nigeria, it is imperative to reach out for another information and source comprehensive data on the overall challenges and export trade opportunities inherent in the pharmaceutical subsector for enduring policy programmes, and the development of export market channels for pharmaceutical products from Nigeria, bearing in mind that Pharmaceuticals are not like other articles of commerce.

The Nigerian Export Promotion Council hereby solicits for your co-operation in supplying the desired of information requested for in this questionnaire for the overall benefits of the sector and the nation.

**A) COMPANY PROFILE**

1. Name of company.....
2. Full Contact Address.....  
.....
- b. Address of Factory Location.....  
.....
3. Telephone Nos.....
4. E-mail (s) (print legibly) please).....
5. Corporate Website (s) .....
- 6a. Year of establishment of the company.....
- b. Ownership Status: Wholly Nigerian / Foreign .....
7. Is company a subsidiary of another 

Yes
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Pers
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 company?  
If yes, give details as follows:
  - i) Name of parent company.....
  - ii) Address of parent company.....

- iii) Telephone No(s) .....
- iv) E-mail(s) .....
- v) Website(s) .....

8. Type of business (Please tick the relevant one)

Manufacturing  Wholesaler  Manufacturing Exporter

9. Categories of Products: Ethical  Non-Ethical

10. Legal Status: Corporation (Federal or State-Owned)

Limited Liability Company  others

11. State company's registration Number (RC No.) with the Corporate Affairs

Commission of Nigeria.....

12. State Company's Registration status with Pharmaceuticals Council of Nigeria

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**B) EXPORT TRADE INFORMATION**

1) Is company registered with the Nigerian Export Promotion Council?  Yes  No

If yes, indicate the registration number and year of registration and your current status.....

2) Any previous successful export trade transaction?  Yes  No

Please provide the necessary export trade information on the table below

Names of Countries Exported to	Estimated sales (Quantity Volume (Tons))	Year	Amount in Naira/USD
ECOWAS (Indicate country countries)			
AFRICA Non-ECOWAS Indicate country			
E.U (Indicate Country)			
UNITED STATES			

AMERICA			
ASIA (Indicate Country)			
LATIN AMERICA (Indicate Country)			
EASTERN EUROPE (Indicate Country)			

**What is your Company's major constraint to export trade:**

<b>Raw Material</b>	<b>Technical</b>		<b>Production</b>	<b>Others</b>
			<b>Financial</b>	<b>Market</b>

**What are the company's manufactured products and current production capacity of each product (You can attached the list if need be).**

3. Are all manufacturing inputs (raw materials, active and non-active, packaging, labeling materials etc) obtained locally (Yes/No). If No, from where do you source them?  
 (a)..... (b).....  
 c)..... d).....
  
4. Do your company's facility meet Nigeria's GMP standards and guidelines?
  
5. Are your facilities WHO-Certified? (Yes) (No)  
 .....
  
6. Does your company perform manufacturing of products for others (Contract manufacturing)? (Yes) (No) If yes, indicate your largest customer groups(s) both locally and foreign and the specific product(s):  
 .....  
 .....  
 .....
  
7. How regularly are your manufacturing facilities inspected for compliance?
  
8. If yes, state the last time of inspection.....

9. What roles can the regulatory agencies and other stakeholders play to assist your company to achieve international standards and certification preparatory for the international market?.....  
 .....  
 .....  
 .....  
 .....

**DISTRIBUTION CHANNELS**

1. List your product major distribution channels to the international market if you export:  
 a)..... b).....  
 c).....
2. What are the obvious challenges in the channels and approaches?  
 .....  
 .....  
 .....
3. Can you recommend other approaches that you believe should be considered to address the distribution challenges?.....  
 .....  
 .....
4. In how many languages are information about your products translated?.....  
 List the languages? (a)..... b)..... c).....
5. In your true assessment, what is your relative confidence ratio in Nigeria’s manufactured Pharmaceutical products in relation to quality and competitiveness at the international market?

100%	>70%	>50%	>30%
<30%			

6. Any useful suggestion for the NNPC in the current effort to assist you?.....  
.....  
.....

7. Any useful information for the Federal Government in this  
exercise?.....  
.....

8. **PARTICULARS OF INTERVIEWEE:**.....  
.....  
.....

Date of Interview.....

