

Lokman Eczza Deposu is a company that specializes in pharmaceutical storage and wholesale business in the Western Mediterranean Region (Antalya, Burdur, Isparta.). Beside this, it continues that it's Export and Import operations for many years.

1. Business Description:

2.1. Industry Sector, Typical Trends, Environmental Factors

The size of Turkey's total pharmaceutical sector has reached 7 billion dollar (IMS data). The sector grew by an annual average of 5.4% between 2011 and 2017. Looking at the number of SKU's sold, an annual average growth of 4.5% was achieved between 2011 and 2017, reaching 2,350 billion units in 2017.

Reasons for such growth are an increasing and aging population, a rise in average life expectancy and easier access to public health services. This will also be a driving factor in the future.



Lokman

ECZA DEPOSU



Lokman

ECZA DEPOSU

T.: 0242 344 45 45 **F.:** 0242 345 19 89
Yenigün Mah. Köroğlu Cad. Yeni Dünya
2 Sitesi 46/A - 1/A - 1/B
Muratpaşa / ANTALYA

www.lokmaneczza.com

www.lokmaneczza.com



2.2. Market Analysis: Target Market, Size, Growth

There are three main channels for drug sales in Turkey:

- the retail pharmacy market,
- the SGK (Social Security Authority) market
- the hospital market.

Purchases are made by SGK and Governmental hospitals, directly from drug manufacturers or from drug distributors, while retail pharmacies have to procure directly from drug wholesalers.

Lokman Ecza Warehouse's operation region has 4,2% a market share of Turkey. There are 1600 pharmacies in the region and LED serves 72.01% of them. The share of Lokman is 20% of the regional market.

Four strategic goals are identified in the Lokman 2018-2022 Strategy and Action Plan.

- To be a national wholesaler,
- to increase the quality of service,
- to adapt to the principles of sustainability,
- to create strong brands.



2.3. COMPANY PROFILE :

2.3.1. Company Headquarters, Legal Structure, Ownership,

Lokman Ecza Deposu Tur.Tic.San.A.Ş. is a pharmaceutical wholesaler established in Antalya province by the couple, Ibrahim and Hatice ÖZ. The company is privately owned. Lokman operates in Antalya, Isparta and Burdur regions.

2.3.2. Net Sales, Market Share and Operating Headquarters

Lokman Ecza Deposu Corp. was established in 2007 in Antalya province, showing exceptional growth and reaching Net Sales of 65,000,000.- Mio dollar end of 2018, which represents a market share of 20% in Antalya pharmaceutical wholesale distribution market.

2.3.3. Scope Of Activities, Services

The company is wholesaler of pharmaceutical and healthcare and personal care products. Key suppliers are domestic and international pharmaceutical manufacturers, importers and distribution agents for the Turkish Market. Lokman Ecza Deposu offers nearly 21.000 prescription drugs, vaccines, OTC products, other healthcare products and cosmetics to retail pharmacies, small hospitals, local authorities, government agencies and other private institutions in volumes ranging from small volumes to very huge volumes.



In that respect the company covers the entire value chain from procurement, supply chain optimization, efficient warehousing, automated order fulfilling and very flexible and customer oriented shipment of goods.

4. Innovation and R&D

The company has a research and development department. As the Research & Development department, we conducting research in mechanical, electronic and software fields with the effect of strengthening competition within the sector and developing technological activities. As a result of this research activity, we devise products that will provide the development of the company.

