

Business Plan 2017-2023 for project "Manufacturing and operation of a semi-synthetic penicillin production plant"

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صناعة منشآت لإنتاج أدوية

Manufacturing of medical biotechnological production plants

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1 Company profile

1.1.1 رؤيتنا (Vision)

To supply Middle East Countries with home produced medicine and giving the youth in the region an opportunity of work.

1.1.2 رسالتنا (Mission)

To supply North Lebanon pharmacies and several countries of the Middle East market with penicillin, ampicillin and other semi-synthetic penicillins in the next years.

1.1.3 الاهداف (Goals)

The goal is to install in Jan-June 2017 an ampicillin pilot plant and in the second half of the year 2017 work for marketing in North Lebanon.

2 Organisation and Management

2.1 Management

Director: Eng. Samir Mourad



CV_SamirMourad130
12017.pdf

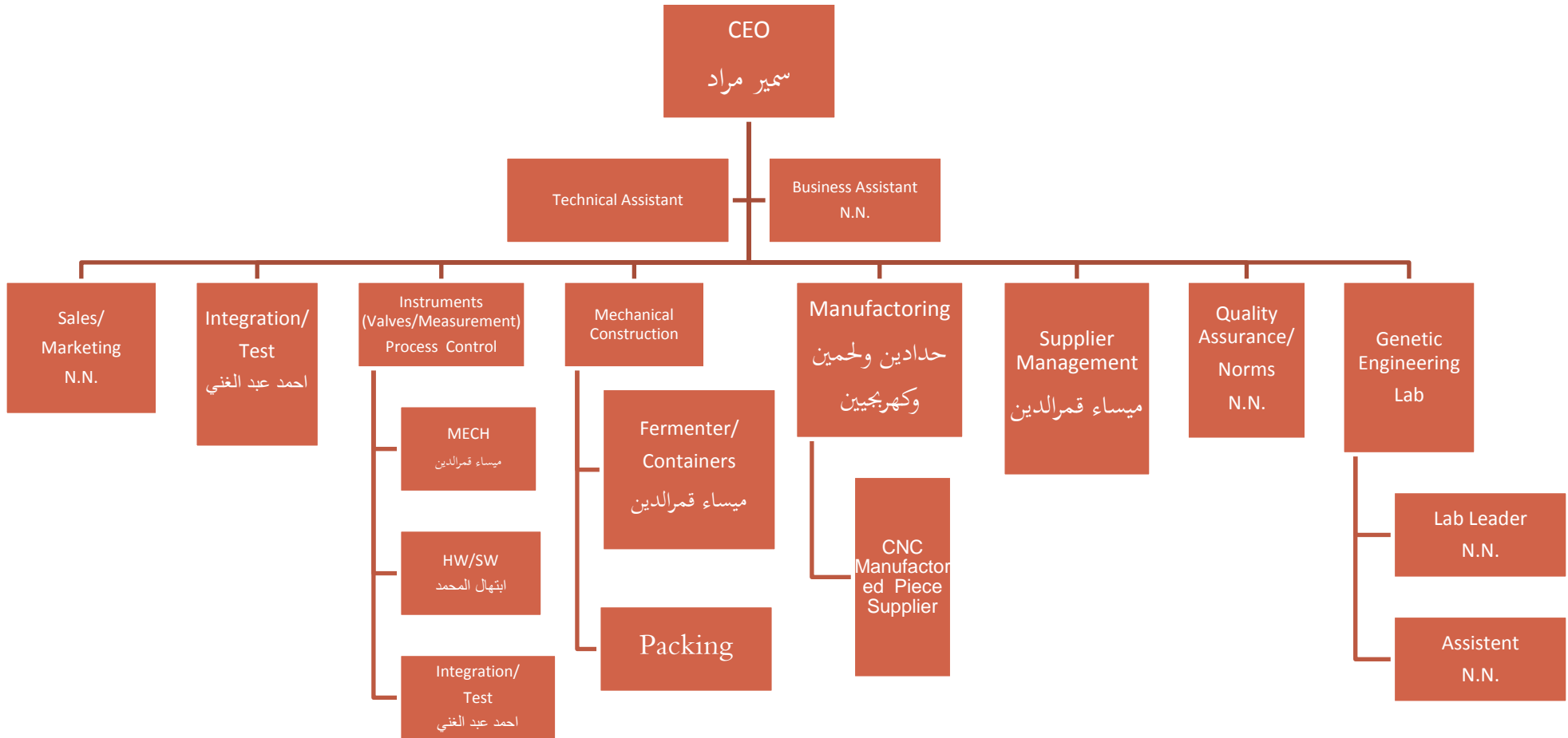
2.2 Shareholders

Actual investors list (Investment sum: 1.2 Mio EUR)

AECENAR (Public Research Institution)	140,000 EUR
Naser Al-Araimi	1,200 EUR
Samir Mourad	1,058,700 EUR
David Yildiz	100 EUR

2.3 Organizational chart (current and future)

LG Biotech Organigram for manufacturing semi-synthetic penicillin production plants



2.4 Employees

2.4.1 Number of employees

		Number of employees	Sum
Administration	Technical Assistant	1	2
	Business Assistant	1	
Marketing/Sales	Sales/Marketing	2	2
Development	• Integration/Test	2	11
	• Instruments (Valves/Measurement)	2	
	• Process Control		
	• MECH	1	
	• HW/SW	1	
	• Integration/Test	2	
	• Mechanical Construction		
	• Fermenter/Containers	1	
• Packing	1		
• Quality Assurance/Norms	1		
Manufacturing	• Supplier Management	1	3
	• Manufacturing	2	
	• CNC Manufactured Piece Supplier		
Genetic Engineering Lab	Lab Leader	1	2
	Assistant	1	
	Total number of employees		20

Actually (Jan 2017) 3-5 part time.

2.4.2 CVs summary

tbd

2.4.3 Management team gaps (which positions are missing in the company)

See above in Organigram (N.N. positions):

1. Business Assistant
2. Marketing/Sales

3 Market analysis

3.1.1 Potential Customers

All microbiology laboratories (including clinic labs) & all pharmacies in the region

3.1.1.1 Potential Customers in North Lebanon

Name	Contact	Actual need	Remarks	Required antibiotics supply, Return of Invest Range

...

fbd (to be done) as trainee task

3.1.1.2 Others

To be identified later on

3.1.2 Market needs, trends and growth

fbd (to be done) as trainee task

3.1.2.1 Competitors

	Acillin (from online pharmacy)	LG Biotech (our company)
Price for on ampicillin unit (1 pill)	About 0.20\$	0.15\$
quality		same chemical analysis result as competitors

3.2 Distribution channels

Actually in North Lebanon. Contact bureau in Tripoli/North Lebanon.

3.3 Suppliers

Steel suppliers: Sabalbal (Tripoli), ...




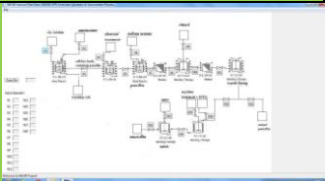

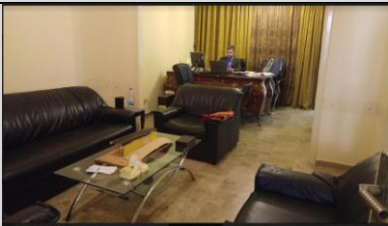
Instruments: Jamal&Chaban (Tripoli), ...

Manufacturing of parts with CNC: Riyaco (Beddawi), ...

Biomedical, biotechnology material: numlab (Beirut)

4 Funding request: 200,000 \$

4.1 Costs of Building the amoxillin production pilot plant, marketing and begin of production (May 2017-May 2019)

 <p>Genetic Engineering Lab with Biosafety Level 2</p>		<p>200,000 \$ MEGBI Genetic Engineering Lab (Installation 2009-2011)</p> <p>30,000\$ lab assistant for 2 years</p> 
Semi-synthetic penicillin production pilot plant		
Pilot-plant mechanics	Process-control system for pilot plant	
	 	<p>150,000 \$ mechanics, PCS (2012-16)</p> <p>3500 \$ automatic valves, pipes</p> <p>2000 \$ integration</p> <p>5000\$ process control system</p> <p>30,000\$ optimizing plant (temp./Sterilization in process)</p> <p>60,000\$ production personal (2 persons) for 2 years</p> <p>5000\$ material for 2 years</p>
Qualification process		In 2017: 15,000\$
Administration, Marketing		
		<p>24,000 \$ Administration for 2 years</p> <p>24,000 \$ Marketing for 2 years</p>
<p>Facility: flat with 5 rooms</p> <p>2 rooms Genetic Engineering Lab</p> <p>1 room production plant</p> <p>2 rooms administration/sales</p>		20,000 \$ Renting for 2 years (April 2017- April 2019)
	Total cost	568,500 \$ (218,500 \$ still open)

4.1.1.1 Estimated Return of Invest (ROI)

10\$ selling price for 500mg x 60 pills ampicillin



competetor: 30\$

Market: Lebanon/Jordan/Turkey and other Arab Countries

About 500 customers x 10 packages/month x 10 \$/package x 12 months =

1,2 Mio. \$ per year

4.1.1.2 Estimated win

Investment 1.2 \$, ROI - operation cost: 6 Mio.\$ -> win is about 500% in 3 years.

4.1.1.3 Milestones

		Milestone	Funding need
2017	كانون الثاني	Control Valve Testrig finished	
	شباط	Mounting automatic valves for pilot plant	
	آذار		
	نيسان	Lab/Bureau/Production Plant in Flat in Ras Nhache	50k\$
	أيار	Process Control System for pilot plant	
	حزيران	Process Control System for pilot plant	
	تموز	Integration Test	
	آب	Packing unit	
	أيلول	Packing unit	
	تشرين الاول	Qualification	50k\$
	تشرين الثاني	Qualification	
	كانون الاول		
2018		Start of Production	100\$