

**Introduction:**

Kenya like many countries has a negative trade balance in Pharmaceuticals. In the year 2014 as per the available data with us Kenya has exported \$ 87 million. The country has 37 manufacturers mostly located around Nairobi. Kenya is the largest producer of Pharmaceuticals of COMESA region. 30 of the 50 recognised of COMESA are in Kenya.

Kenya is almost a Gateway to the East African Nations. Kenya enjoys access to the regional medicinal exports market under a number of special and duty reduction programs related to EAC and COMESA. However as most of the Local companies are unable to meet the regulatory standards it is generally perceived that Imports of Kenya from Europe and India find their way to other countries of this region.

**Pharmaceutical Market:**

Kenya's pharma market size in 2014 was of \$ 714 mn and has a percapita pharma expenditure of \$ 16. Generic market size in which India participates is \$ 465 mn or 63% of the market. Generic market has been steadily growing at 14% during the last three years and is forecasted to grow at a Cagr of 13% in the next five years.

HIV-malaria and tuberculosis account for 42% of the disease burden in the country. CVS, Cancer account for only 5%, & other non-communicable disease are responsible for the rest.

## Statistics:

India's Pharmaceutical exports to Kenya in \$ mn				
Category	2012-13	2013-14	2014-15	Gr%
Ayush	2.35	3.12	2.74	-12.18
Bulk drugs	25.13	30.84	26.99	-12.47
Formulations	224.19	203.48	249.33	22.53
Herbals	0.13	0.16	0.18	17.89
Surgicals	0.00	2.68	3.27	22.08
<b>Grand Total</b>	<b>251.80</b>	<b>240.28</b>	<b>282.51</b>	17.58