

İş invests in pharma sector

İSTANBUL

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İş Private Equity has acquired 17 percent of shares in Turkish pharmaceuticals firm Dr. F. Frik İlaç for YTL 21.4 million.

The deal announced in Istanbul yesterday is so far the biggest investment of İş Private Equity, which has to date invested in 10 firms.

"We decided to invest in Frik İlaç because of its impressive growth, totaling almost 60 percent annually in the past three years. Our target is to grow the company's turnover to reach approximately \$250 million in the next five years," Murat Özgen, CEO of İş Private Equity said.

Between 2005 and 2007, the revenue of Frik İlaç grew by approximately 57.30 percent, four times above the 14.28 percent average growth rate achieved by the Turkish pharmaceuticals industry. Between 2001 and 2007, the firm's revenue increased from YTL 5 million to YTL 75 million. According to Murat Çelikkanat, chief executive officer of Frik İlaç, the firm aims to reach a turnover of YTL 100 million as of the end of this year.

Ömer Erol Frik, chairman

of Frik İlaç board of directors, said the firm would now focus on expanding its product range. "With the resources from İş Private Equity, we will add new medicines to our product range and improve our activities," he said.

Frik İlaç currently has more than 15 percent of the market share in eight of the 16 medicines it produces. The firm's new products will be launched early next year. In addition to the firm's Turkey operations, Frik also has a branch in Azerbaijan and exports medicine to Georgia.

Çelikkanat noted that overall the Turkish pharmaceuticals industry, which has a total volume of YTL 11.1 billion at present, has notable growth potential. "Turkey is currently the world's 13th and Europe's sixth largest pharmaceutical market in terms of revenue. It is expected that the Turkish pharmaceutical market will become the 11th biggest pharmaceuticals market in the world in 2012," Çelikkanat said. The Turkish pharmaceutical market grew by 30 percent between the years 2000-2007.



**Murat
Özgen (L),
Ömer Erol
Frik (C)
and Murat
Çelikkanat**