

**PRESENTATION OF THE DEMOCRATIC
REPUBLIC OF THE CONGO ON THE
VETERINARY PRODUCTS MARKET**

PLAN

I. Introduction

II. Inventory and relations between
wholesalers and retail distributors

III. Quality control of veterinary products

IV. Opportunities

V. Conclusion


I. INTRODUCTION

The Democratic Republic of Congo is a vast territory in central Africa with 2,345,000 km² of land stretching over the equator, eight million inhabitants, three quarters of whom are young people.

It has significant agricultural potential with 130 million hectares of arable land and 80 million hectares of pasture land that can support more than 140 million livestock of all species in contained farming areas, whose needs for veterinary products are enormous, hence the importance of the veterinary product sector. It has qualified staff to ensure that livestock farms are kept in good health in terms of animal health, in order to ensure good production and productivity.

II. Overview and relationships between wholesalers and retail distributors of veterinary products.

- Absence of the veterinary pharmaceutical industry
- Existence of a parallel and illegal market
- Circulation of fake and falsified veterinary drugs, especially in the poorly controlled provinces of the east of the country (Ituri, North Kivu, South Kivu and Maniema).
- Existence of two veterinary laboratories for the manufacture of bacterial and viral vaccines (Laboratoire Vétérinaire Central de Kinshasa and Laboratoire Vétérinaire Provincial de Lubumbashi).
- Existence of ad hoc legislation for the management of the veterinary products sector (import, control, inspection)
- Existence of large national importers (SECUREX and PRODIVET etc).

- 
- Imports of veterinary products mainly from Asia (India, China), European Union and North and South African countries (Morocco, Tunisia, Egypt, Zambia, Namibia and South African Republic).
 - Collection of quantitative data used and requested by the OIE with priority on antimicrobial agents used in animals.
 - Lack of close collaboration between wholesalers and retail distributors in the transmission of market data.
 - Retail distributors do not receive adequate marketing support from wholesalers.

III. QUALITY CONTROL OF VETERINARY PRODUCTS

- Existence of two control and analysis laboratories (Laboratoire de l'Office Congolais de Contrôle "OCC" and Laboratoire de contrôle et d'analyse des médicaments de la faculté de pharmacie de l'université de Kinshasa "LACOMEDA").
- Existence within the Directorate of Pharmacies of the Ministry of Public Health of a Pool of control inspectors.
- Close collaboration with PANVAC for vaccine quality control and certification.

IV. OPPORTUNITIES

- Easening of the conditions for business creation with the existence of a single contact point for business trainings.
- Significant and efficient support from ANAPI (Agence Nationale de Promotion de l'Investissement).
- Potential open and important market for the marketing of veterinary products mainly in provinces with high livestock potential (Central Kinshasa Kongo, Haut-Katanga, Lualaba, Tanganyika, Haut-Lomami, Ituri, Nord Kivu, Sud Kivu and Kwilu).
- Existence of qualified and competent personnel for the efficient management of veterinary products on farms.
- Rapid increase in animal biomass, which is expanding the market.

V. CONCLUSION

The veterinary pharmaceutical industry could offer many business opportunities.

The relationship between wholesalers and retail distributors must move from a compartmentalized view of data to a shared view of data between wholesalers and retail distributors in a pragmatic way for the proper management of the veterinary product sector.

Thank you for your kind attention.

Dr. MBI MAKUNGU Norbert

*OIE Focal Point for Veterinary Products
in the D.R. Congo*