



Presented by  
Management Forum

# Pharmaceutical Regulatory Affairs in the Middle East and North Africa

21-23 October 2025

Covering Bahrain, Egypt, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Libya, Oman, Palestine, Qatar, Saudi Arabia, Sudan, Syria, UAE, Yemen, Tunisia, Morocco and Algeria.



**Format:**  
Live online



**CPD:**  
18 hours for your records



Certificate of completion

# Course overview

**This seminar will provide you with an essential overview of the key areas of pharmaceutical regulatory affairs in the Middle East and North Africa.** This three-day course will focus on practical aspects and will cover the regulatory requirements and developments in the individual countries as well as discuss harmonisation in the region.

## Benefits of attending

- **Gain** an overview of the regulatory environment in the Middle East and North Africa
- **Understand** the economic and cultural background to the markets
- **Clarify** procedures for company and product registration
- **Discuss** harmonisation and recent developments in the region
- **Tackle** real case scenarios

## Who should attend

**This seminar will be of particular interest to:**

- Personnel involved in pharmaceutical regulatory affairs in the Middle East and North Africa
- Anyone new to the region
- All those interested in an update on recent developments

# Programme

## Day 1

### Introduction to Regulatory Affairs in the Middle East and North Africa

#### General overview on the following topics:

- Markets and culture
- Healthcare
- Business culture
- Regulatory environment and characteristics
- General regulatory requirements
- Company and product registration
- Variations and renewals
- Pharmacovigilance
- Regulatory summary

#### Economic overview of the Middle East and North Africa

- Population and GDP per capita
- Unemployment rate
- GDP real growth rate
- Inflation rate
- Healthcare spend per capita

#### Saudi Arabia

#### GCC-DR

#### SGH Tender

#### Bahrain

#### Qatar

#### Oman

#### Kuwait

## Day 2

#### UAE

#### Yemen

#### Sudan

#### Egypt

#### Libya

#### Lebanon

#### Jordan

#### Syria

#### Iraq

## Day 3

#### Algeria

#### Morocco

#### Tunisia

#### Palestine

#### Israel

#### Iran

#### Local trade associations

#### MENA Regulatory Conference

#### Case study 1

#### Case study 2

# Presenters



**Ilona Putz**

Ilona Putz is the founder and General Manager of PULONA Emerging Markets based in the UAE since 2008. Her company is dedicated to creating and developing tailor-made business concepts including regulatory consultancy for international manufacturers in the healthcare sector across the Middle East. Ilona has worked in the Pharmaceutical Industry since 1988 for companies like MSD, SmithKline Beecham, Karl Engelhard, HEXAL and Sandoz where she was the Regional Head, Middle East, for Sandoz International, Germany, responsible for all commercial and business development activities. She also consults for RegAff, Emergo and Dr. Regenold GmbH for the Middle East. Ilona spoke during the DIA Europe Meeting on "Clinical Trials in the Middle East" and at the Global Pharmaceutical Regulatory Affairs Summit 2021.



**Heba Hashem**

Heba has been working with Regulatory Affairs in the Middle East for more than 25 years. She has a Pharmaceutical and Business background being a graduate of the Faculty of Pharmacy (Cairo University), RAC certified in addition to an MBA at Maastricht School of Business. For the past 20 years Heba held the position of Middle East & Africa Regulatory and Quality Head at different Pharmaceutical and Medical Device companies; Gambro, Bayer and Novo Nordisk.

Heba is now the Middle East and Africa Associate Director at PPD where she is providing regulatory consulting services and training to Health Care companies.

# Course date

21-23 October 2025

Live online

09:00-17:30 **UK (London)** (UTC+01)

Course code 16636


GBP **1,599** ~~1,899~~

EUR **2,239** ~~2,659~~


USD **2,571** ~~3,039~~


**Until 16 Sep**

## How to book

 **Online:**  
[ipi.academy/3291](https://ipi.academy/3291)

Alternatively contact us to book, or if you have any queries:

 **Email:**  
[info@ipiacademy.com](mailto:info@ipiacademy.com)

 **Phone:**  
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## Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

## Further information

**Fee**  
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

**Please note**  
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

**Terms and conditions**  
The rest of our terms, the event cancellation policy and the terms and conditions are on our website, please visit [ipi.academy/content/terms-and-conditions](https://ipi.academy/content/terms-and-conditions)

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