

Sollers Healthcare Products

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Founded in 2014, running by management and marketing team with 15 years of work experience at Alcon. Good network and established a relationship with whole pool of ophthalmologists helped Sollers in short period of time become an Azerbaijani leading company, specialized in ophthalmology
Sollers Healthcare



Azerbaijan market overview



Azerbaijan market overview

- Area – 86,6 mln.sq.km
- Administrative subdivisions: 59 regions and 1 autonomous republic.
- Population – 10 000 000 (Over working age is 9,4%)
- Exchange rate - 1USD = 1,7 AZN
- Reimbursement – started from -2021

List of the Products:

- Eye Drops
- Intraocular Lenses
- Surgical Equipment
- Surgical Disposables
- Hygienic Products

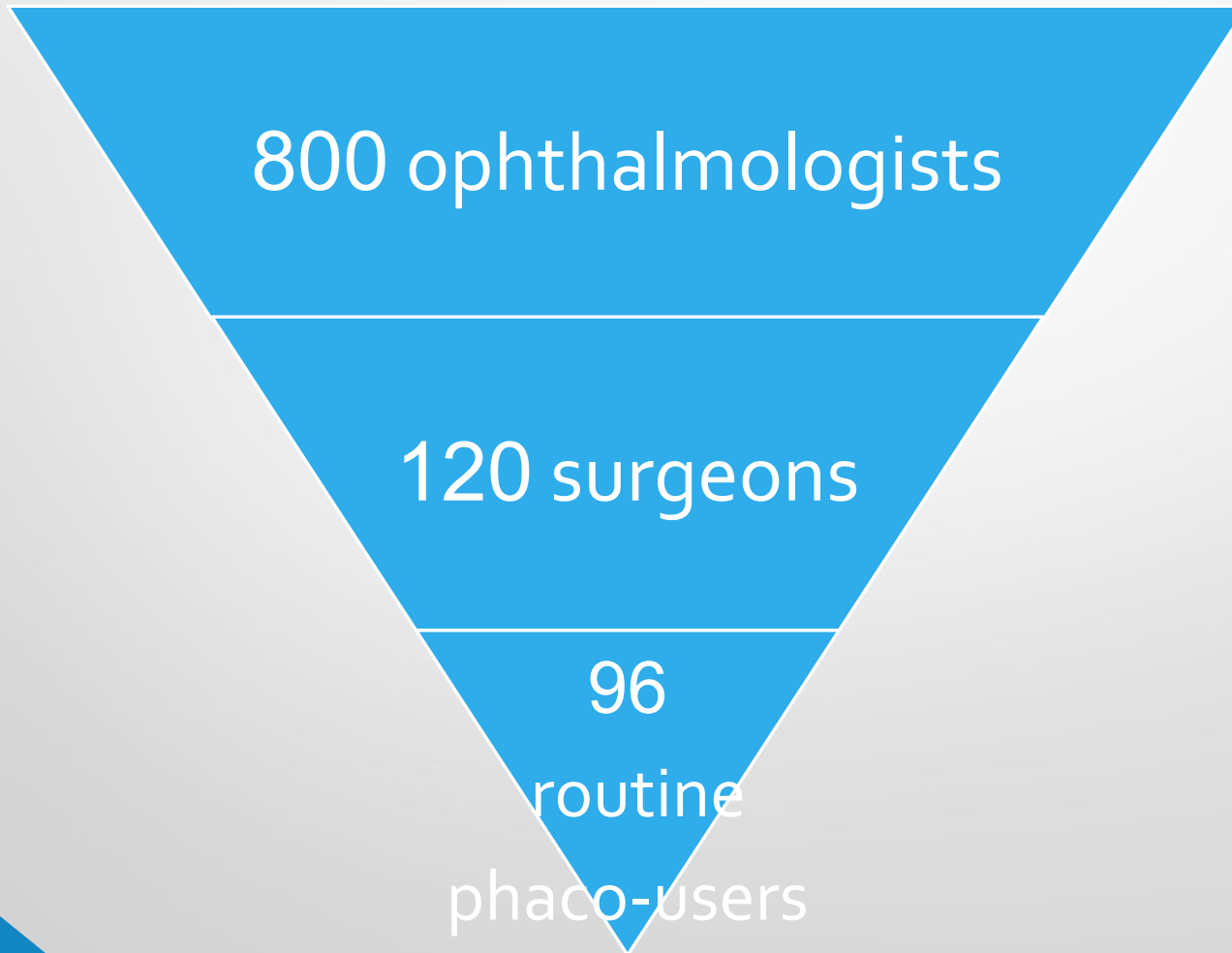
Eye Drops groups:

- Inflammation
- Glaucoma
- Allergy
- Infection
- Diagnostics

Eye Drops are labeled under our own brand “Sollers”



Azerbaijan Eye doctors & surgeons



Main players -IOL business:

- J&J
- Alcon
- Biothech
- Rayner
- VSY Biothechnology
- Sidapharm
- Indian foldable lens : Optima, Biovision, HemaFold, Freedom.

Cataract procedures in 2020 year.

Total - around 20 800 procedures

Phaco	17 800 - 85,5%
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ECCE	3 000 - 15,5%
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IOL Market segmentation :

High level – Alcon, J&J

Middle level-Rayner, VSY, SidaPharma, Biothech

Low level - India IOLs

Forecast For Hoya IOLs

2021 year

Spheric IOL – 500 items

Aspheric – 300 items

2022 year-

Speric IOL-1200-1400 items

Aspheric IOLs-600-800 items

Thank You !