

PHARMACEUTICALS

INDIAN MARKET ESTIMATED AT US\$ 8.7 billion
EXPECTED TO GROW AT 7%
TO US\$ 11.6 billion BY 2009

INDIA'S GENERICS PRODUCTION POTENTIAL
WILL BE US\$ 48 BILLION IN 2007

INDIA HAS ABSORBED 22% OF THE GLOBAL
GENERICS MARKET WITH 10% CAGR

INDIA'S LEADING DRUG MANUFACTURERS
ARE BECOMING GLOBAL PLAYERS

9 OF INDIA'S 10 LARGEST PHARMA COMPANIES
ARE DOMESTICALLY OWNED

INDIAN DRUG MANUFACTURERS CURRENTLY
EXPORT PRODUCTS TO OVER 65 COUNTRIES

LARGEST NUMBER OF USFDA APPROVED
PLANTS OUTSIDE THE US





Indian companies have established USFDA approved plants at about 50% lower capital costs.

India pharma majors are entering into in-licensing and contract manufacturing agreements with innovator companies

Indian pharma launches more than 10 products per year, global MNCs average 1-2 per annum

India has an approximate share of 35% in DMFs and 25% in ANDAs globally

Pfizer, Novartis and Eli Lilly and now GSK have made India a global hub for their clinical research activities. Global CRAMS to be a 168 billion industry by 2009

Ranbaxy, India's biggest pharma company has operations in 21 of the 25 EU countries and has a Drug Discovery Agreement with GSK

“India is one of the largest generics markets in the world today [in volumes].

We expect this market to have a significant growth potential. That makes it very attractive.”

Christian Seiwald
CEO, Sandoz GmbH

Success Story
Dr Reddy's Laboratories



The big-ticket acquisition of Betapharm Arzneimittel, Germany by Dr Reddy's Laboratories for 480 million euros (around Rs 2,250 crore) also includes the not-for profit Beta Institute. Founded in 1999, the Beta Institute focuses on applied health management. Its core services are focused on social-medical research, advanced training, consulting, project development, and information services.

For the research-driven Dr Reddy's Laboratories, the institute's strength to independently develop and prove innovative concepts in practice would be an added advantage.

