

INDIA HEALS

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Medical Devices

Manufacturing in India: A Sunrise Segment

The Government of India has taken several initiatives to boost manufacturing of medical devices in India

India is well placed in some segments of the medical devices sector such as out-sourced contract design, development and manufacturing. Manufacturers in India have significant focus on 'design to cost' factor owing to the price sensitivity in the Indian market. This in-turn has led Indian products to gain competitive position in majority of the global markets. India manufactures range of predominantly low value to high-end medical equipment catering to one of the most diverse set of consumers. India has steadily built capabilities in designing and development of vast range of electro-mechanical diagnostic and therapeutic devices. Besides, implantable devices and active implantable like pacemakers are also developed for most stringent quality norms. Today, all segments of medical devices are being developed in India, including high precision components, sub-assemblies, printed circuit boards assembling, implantable grade

materials and sterile packaging, biodegradable implantable materials, noble metals and biomaterials like nitinol, polymers, silicones, epoxy, microelectronics, polymers, laser welding-hermetic sealing, etc.

The Indian medical devices industry is a sunrise segment in the healthcare space. With a strong focus on technology, innovation and a conducive regulatory framework, this sector is expected to attract strong investments in the coming years. Many international companies in this field are already using India as a manufacturing base by either setting up facilities of their own or by acquiring domestic manufacturers. Some examples include 3M's manufacturing plant in Pune, Becton Dickinson's manufacturing facility in Haryana, Hollister's setting up manufacturing facility in India and Philips Medical Systems' acquisition of Medtronics and Alpha X-Ray Technologies.

The Government of India has taken multiple steps to boost the



medical device manufacturing in the country. One such step is permitting 100 per cent automatic foreign direct investment in the sector. Another step has been the rolling back import duty concessions for 67 medical devices. In addition, the country is in the process of setting up three Med Tech Parks. The Parks are expected to come up in Andhra Pradesh, Maharashtra and Gujarat. The three states have already initiated plans for medical

tech parks and their success will be critical for the sector's future. The major purpose of these Med Tech Parks will be to reduce the cost of production or manufacturing, as these parks will have in-house common manufacturing facilities and also for consolidated raw material procurement. Many skill development and training programmes are being carried out for the medical sector by the government and private sector to learn how to

design and develop medical devices of international quality and standards, and also to meet the medical device directive regulatory requirements. As India already has some of the best doctors in the world, the strong foothold in the medical devices manufacturing sector will only further improve India's reputation in the global healthcare sector.

FACT BOX – INDIAN MEDICAL DEVICES

- THE MARKET, CURRENTLY VALUED AT \$10 BILLION, IS EXPECTED TO REACH \$25 BILLION BY 2025
- COMPRISES OF OVER 800 INDIAN MANUFACTURERS
- 100 PER CENT AUTOMATIC FOREIGN DIRECT INVESTMENT PERMITTED IN THE MEDICAL DEVICES SECTOR
- THREE MED TECH PARKS BEING SET UP IN INDIA
- MEETS GLOBAL REGULATORY STANDARDS
- EXPORTING TO OVER 150 COUNTRIES



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Medical devices industry in India: An Overview

Indian medical devices market is currently valued at around \$10 billion and is expected to reach \$25 billion by 2025

Healthcare has become one of India's largest economic sectors - both in terms of revenue and employment. India is full of opportunities for medical devices companies to explore and expand their business horizons in the ever-booming Indian healthcare market. The Indian medical devices market is currently valued at around \$10 billion and has been growing at an average rate of 15

per cent for the past couple of years. As per the market estimates, the industry is expected to reach close to \$25 billion by 2025. Indian medical device industry comprises of over 800 Indian manufacturers of which close to 65 per cent of companies have turnover of over Rs 10 crore (\$1.5 million) and 2 per cent companies with a turnover of more than Rs 500 crore (\$73 million).

Nearest International Airports to Manufacturing Regions

Regions / Cities	Nearest International Airport
Chandigarh	Indira Gandhi International Airport New Delhi; Amritsar International Airport
Faridabad	Indira Gandhi International Airport, New Delhi
New Delhi	Indira Gandhi International Airport, New Delhi
Ballabhgarh	Indira Gandhi International Airport, New Delhi
Pune	Chhatrapati Shivaji International Airport, Mumbai
Mumbai	Chhatrapati Shivaji International Airport, Mumbai
Bengaluru	Kempegowda International Airport, Bengaluru
Hyderabad	Rajiv Gandhi International Airport, Hyderabad
Baruipur	Netaji Subhash Chandra Bose International Airport, Kolkata
Ahmedabad	Sardar Vallabhbhai Patel International Airport, Ahmedabad
Vapi	Sardar Vallabhbhai Patel International Airport, Ahmedabad
Irungattukottai	Chennai International Airport

Major medical devices manufacturing clusters in India		
Region	City / State	Product Segments
North	Chandigarh, Faridabad, Ballabhgarh, Manesar	Medical Consumables
Diverse	Bengaluru, Hyderabad, Pune	Medical Electronics
East	Baruipur in South Bengal	Surgical Equipment
West	Mumbai, Ahmedabad, Vapi Industrial Corridor in Gujarat	Pharmaceutical Machineries
South	Irungattukottai, Chennai	International Medical Electronics Manufacturers

India has steadily widened the ambit of markets and now exports its medical devices to more than 150 countries. There is growing awareness about sunrise sector and the Government of India extends full support in promoting exports of the sector. The Indian medical device industry is currently the fourth largest in Asia. The brand campaign for medical devices sector has been initiated as part of the Brand India Engineering campaign. Launched by Ministry of Commerce and Industry, Government of India, the brand campaign aims to create

true brand value in international markets for Indian medical devices. It is expected to catapult India's status in manufacturing capabilities, by highlighting India's competitiveness, credibility and service commitments in the medical devices sector. India Brand Equity Foundation (IBEF), a Trust established by the Department of Commerce and EEPC India, an apex national body representing engineering industry, is steering the campaign in coordination with national associations and industry stakeholders in the medical devices sector.

COMPANY
3S CORPORATION
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ALIGENS INTERNATIONAL
ANANTA MEDICARE LTD
ANCHOR PLUS LLP
ANTILA LIFE SCIENCES PVT. LTD
AROMMAC INDUSTRIES
ARROW MEDICAL DEVICES,
ARTHRON IMPLANTS PVT. LTD.
ASOJ SOFT CAPS PVT. LTD.
ATLAS SURGICAL
BACFO PHARMACEUTICALS (INDIA) LIMITED
BANULINE PHARMA PVT. LTD
BIO POLYMER SYSTEMS
BIOTROL LABORATORIES PVT. LTD.
CACHET PHARMACEUTICALS PVT. LTD.
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