

Role of Indian Pharmaceutical Industry in Emerging Markets

By Shyam Kumar



GLOBAL PHARMACEUTICAL INDUSTRY

GLOBAL PHARMACEUTICAL MARKET

3



1,105 Bn US\$
Total Global Market Size

GLOBAL KEY THERAPEUTIC SEGMENTS

4



ONCO

93,27 Billion of U\$



ANTI-RHEUMATICS

53,3 Billion of U\$



ANTI-VIRALS

48,5 Billion of U\$



ANTI-DIABETICS

43,6 Billion of U\$



BRONCHODILATORS

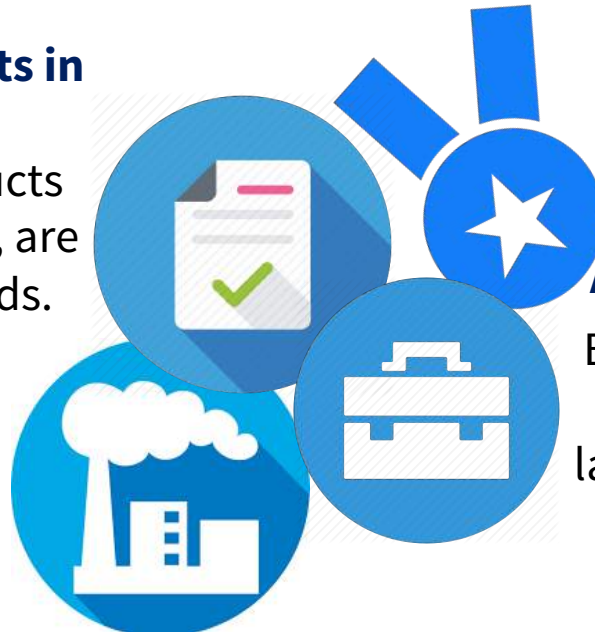
28,3 Billion of U\$

INDIAN PHARMACEUTICAL INDUSTRY

Are manufactured products in India bad quality?

Only the 3,5% of the products used in the latest FDA tests, are below the quality standards.

20,000
Production Plants in
India.



4th Place
In worldwide
production.

Affordable Products
Because of land rates,
affordable & skilled
labor, low-cost utilities
and affordable
equipment.



\$33 Bn
Total India Market Size

20,000
Production Plants in India

\$767 Bn
Manufacturing Capacity

3,3 Mn
Manpower In India

33

US FDA Facilities Approved for India



	Value (US\$)	Share of the TOTAL EXPORTS
United States	\$3,8 Billion	32,9%
South Africa	\$461 Million	3,9%
Russia	\$447 Million	3,8%



\$45,7 Billion

Export to LATAM

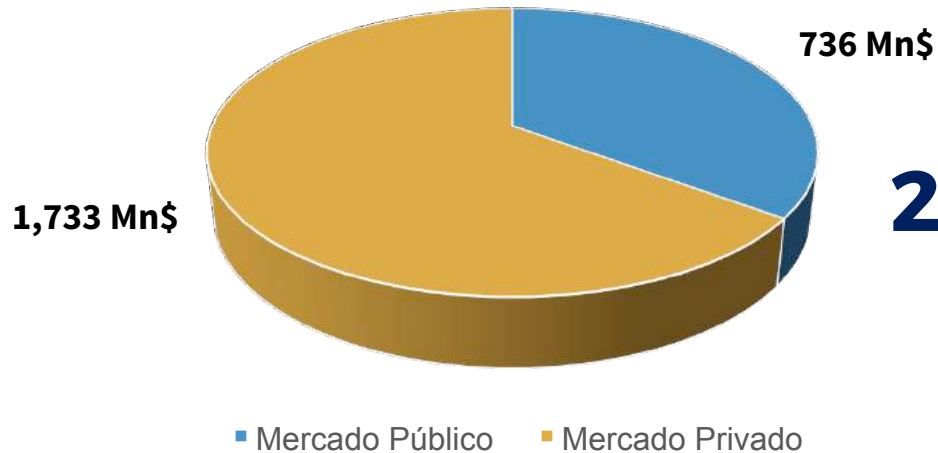
\$72.3 Mn

Export to Chile

CHILE PHARMACEUTICAL INDUSTRY

\$2,57 Billion

Total Market Size



28 PRODUCTION PLANTS

In Chile



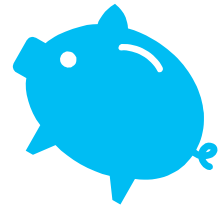
CENABAST

Looking for better prices and programs for patients, CENABAST is enlarging its
“Canasta Esencial de Medicamentos”

FROM 223 TO 814 PRODUCTS

\$22,000 Mn CLP

Will be saved by CENABAST with this change.



LEY FARMACOS II

Made in 2018, this law speaks for the patients, making pharmacies obligatory to show Bioequivalence Products.

+50%

Of Bioequivalents are available today in Pharmacies

SPECIAL POINTS

- ✓ Looks for more transparent transactions
- ✓ More Accesibility
- ✓ Less administrative bars
- ✓ Less risk for exportation
- ✓ Better regulation

BIOEQUIVALENCE

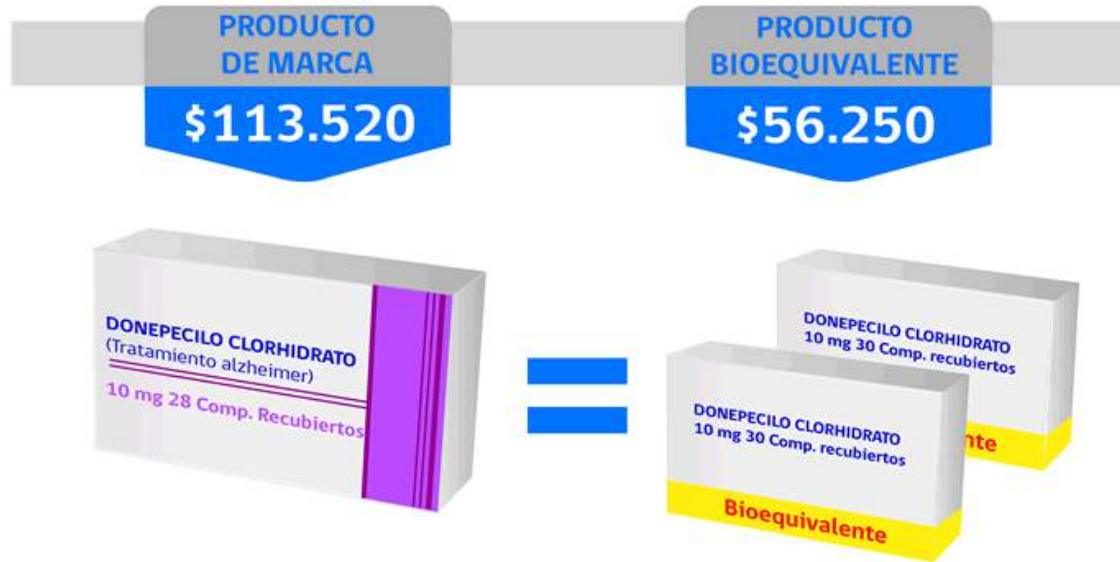
PRODUCT

Why we should trust in.



COMPARATIVE INFO

15





HETERO

16



25 YEARS

Of Expertise

36 COUNTRIES

With our presence

+400

Products in our Portfolio

+200

Bioequivalence Product



4,3 Mn

Of patients in the World

March 15, 2015

Starts Operating in Chile

42

Persons in our Staff

12

Key Therapeutic Segments



#23

In Chile's Market



69

Bioequivalent products

UNITS SOLD – 130,000
THRU GOVERNMENT
PROGRAM

FOR 3 MOLECULES
(MONO SUPPLIERS) IN 2016 –
GOVERNMENT SPENT
11,000 MN CLP

FOR THE SAME 3
MOLECULES IN 2017 –
GOVERNMENT SPENT
3,000 MN CLP



THANK YOU!