

Media Outlet: Centerwatch

Date: 10th September

URL: <http://news.centerwatch.com/2015/09/10/report-data-shows-ma-activity-increases-44-5-in-india/>

The screenshot shows the CenterWatch News Online website. The header includes the logo and navigation links. The main content area features the article title, date, and a detailed summary of the report on M&A activity in the Indian pharmaceutical market. A sidebar on the left contains three promotional boxes: 'EXPERTISE DOESN'T COME IN BULK', 'ATTENTION CAN'T BE SCALED UP', and 'DEDICATION CAN'T BE DUPLICATED'. Below these is a 'THEOREM' box with the text 'SIMPLIFYING COMPLEX TRIALS' and 'IF YOUR TRIAL IS IMPORTANT, TALK TO US >'. On the right, there are two smaller articles: 'The Moment of Preclarus™' and 'Medical writers rally against Sunshine Act'. At the bottom, there is a 'PRA HEALTH SCIENCES' banner with a logo.

Report: Data shows M&A activity increases 44.5% in India

THURSDAY, SEPTEMBER 10, 2015

The Indian domestic pharma market is estimated at \$15 billion ending FY15 with a growth of 12%. It is estimated that almost 27-30% of India's pharmaceutical market is catered to by multinationals operating in India and around 4 million people are estimated to be employed in the pharmaceutical industry, according to India Brand Equity Foundation (IBEF), a Trust established by the Department of Commerce, Ministry of Commerce and Industry, Government of India.

Top 20 companies account for 64% of the market. Eight out of the top 20 are growing faster than the market, with Macleoids topping the list with 23.4% growth followed by Intas with 21.3%, Cipla 19.7% Glenmark over 19.4% growth and Mankind 19.3%. Besides, India's pharma exports stood at \$15.3 billion in 2014-15. There were M&A activities in the industry accounted for \$5.78 billion an increase of around 44.5% in comparison to 2013.

The Indian government's continuous and concerted efforts have resulted in the reach of modern medicine to almost all corners of the country, and its measures have resulted in the steady decline

of communicable diseases. The [Ministry of Health and Family Welfare](#) is responsible for the implementation of national health and family welfare programs such as the prevention and control of major communicable diseases, maternal and child health.

Public-private partnerships, an increased penetration of healthcare facilities in non-metro cities, involvement of multinationals in setting up facilities in the country, and establishment of educational institutions are prime reasons enabling India to experience a surge in the global market. Other key assets which have played a role in India becoming a leading pharma market are a thorough know-how in the manufacture of generics, rapidly developing research and development facilities with talented technical staffing, internationally recognized systems of pharmacy education, and a broad patient population pool enabling intense clinical trials.

India accounts for 30.3% (2,911) of 9619 Drug Master Files (DMFs) filed with the USA, which is the highest outside of the U.S. India has been accredited with approximately 1187 CEPs, more than 950 TGA, and 584 sites approved by [FDA](#). Despite a challenging intellectual property regime, pharmaceutical R&D activities are increasing in India. An average of 8-10% of the total revenue of the India domestic pharma market (\$15 billion) is spent on R&D. ZydusCadilla has launched “Lipaglyn” (Chemical name is Sarogltazar), its original research being to treat Hypertriglyceridemia in type 2 diabetes. Glenmark has several new chemical and biologics. Contract Research and Manufacturing Services (CRAMS) in India is estimated to reach \$18 billion in 2018, up from \$7.6–7.8 billion in 2013. The biopharma market is valued at \$2.5 billion whereas India is expected to grab at least 20-25% of global market share in biosimilars in the next five years.

India also is making inroads to new regulated markets like Japan. Several initiatives have been undertaken by industry for engaging with Japanese pharma companies, including contract manufacturing of advance intermediates for drugs under clinical development/about to be made commercial, marketing APIs to Japanese generic and innovation companies, providing quality intermediates to the Japanese innovator companies.

In summary, the last few years have reshaped and repositioned India in the realm of healthcare and pharmaceuticals, and the results have started to show in its high ranking position in the global pharmaceutical market.

IBEF’s primary objective is to promote and create international awareness of the *Made in India* label in markets overseas and to facilitate dissemination of knowledge of Indian products and services. Towards this objective, IBEF works closely with stakeholders across government and industry.