

Indian Pharmaceutical Market, 2006-2011

The Indian pharmaceutical market is the 15th largest individual market by sales, but the 4th by volume of product. With domestic drug sales of almost \$5 billion, Indian companies have also developed a considerable service industry for the global pharmaceutical market. However the Indian pharmaceutical market looks set for considerable change.

For many years the Indian pharmaceutical market has been seen as a no go area for the R&D based MNCs. The market became dominated by copied generic drugs produced at low-cost by Indian companies. One full year after the introduction of the WTO TRIPS and in the midst of the practical implications of ensuring compliance with product patents, how is the Indian pharmaceutical industry facing up to new regulations to its market?

Indian pharmaceutical companies are able to provide FDA approved facilities for the complete range of services for drug development. R&D services, API sourcing, finished formulation manufacture and clinical trials can all be completed in India, at less cost than in many developed markets. The leading Indian pharmaceutical companies are also beginning to increase market presence and market share in the US and EU markets.

Pivotal period of change...

The Indian pharmaceutical market is entering a pivotal period of change. Although it is unlikely to see significant growth before 2011, visiongain expects extensive company activity as the leading Indian pharmaceutical companies strive towards international competitiveness. Global pharmaceutical companies have already begun to take advantage of the changing regulatory and economic conditions in India. The following five years will see further merger and acquisition activity, including key overseas acquisitions.

The Leading Pharmaceutical Companies Within India

Rank Company

1. Ranbaxy Laboratories
2. Cipla
3. Dr Reddy's Laboratories
4. Sun Pharmaceuticals
5. Nicholas Piramal
6. Zydus Cadila
7. Biocon
8. Glenmark Pharmaceuticals
9. Wockhardt Ltd
10. Orchid Chemicals

Why you should buy this report

- Significant change is imminent within and from the Indian pharmaceutical market. Global MNCs cannot afford to ignore the cost advantages that the Indian market offers.
- Key companies are examined, recent histories summarised and strategies outlined to provide indications of potential strengths.
- The key IP changes resulting from the acceptance of the WTO TRIPS are outlined.
- This report considers the latest financial and anecdotal information from the Indian pharmaceutical market to enable the most accurate assessment of the medium-term future potential of this \$5 billion market.

Table of Contents

1. Executive Summary

- 1.1 The Indian Pharmaceutical Market Will Be Worth \$7.58 Billion By 2011
- 1.2 Aims, Scope and Format of the Report
- 1.3 Research Methodology

2. Introduction

3. The Indian Healthcare System

- 3.1 Organisation of the Indian Healthcare System
- 3.2 Emphasis on Local Participation
- 3.3 State Financed Research and Technology
- 3.4 Clean Water and Sewage Disposal
- 3.5 Finance and Resources
- 3.6 Physical infrastructure
- 3.7 Indian Healthcare Neglects the Poor
- 3.8 The Indian Market for Healthcare
- 3.9 Indian Healthcare Statistics
- 3.10 India's Healthcare Market Has a High Potential
- 3.11 The High Price of Being Ill in India
- 3.12 The Disease Burden in India
- 3.13 HIV Will Grow
- 3.14 TB Is the Biggest cause of Death in India
- 3.15 Maternal, Perinatal and Childhood Conditions Have the Highest Burden of Disease
- 3.16 Malaria is Still Highly Prevalent in India
- 3.17 Non-communicable Conditions and the Rise of Western Diseases in India
- 3.18 Cardiovascular Disease is On the Rise
- 3.19 Diabetes Will Increase
- 3.20 Incidence of Cancer Will Increase
- 3.21 Mental Health Disorders
- 3.22 Asthma and COPD
- 3.23 Blindness Prevalence Will Remain Unchanged
- 3.24 The Drug Price Control Order (DPCO)
- 3.25 A List of the Key Pharmaceutical Organisations in India

4. The Indian Economy

- 4.1 IMF Forecasts Continuing Positive Economic Growth
- 4.2 Life Expectancy is Still Low in India Compared to the West
- 4.3 Technical Labour Force Remains Important
- 4.4 Indian Agriculture Is Inefficient
- 4.5 Indian Industry is Set for High Growth Levels
- 4.6 The Services Sector Will Also Grow
- 4.7 The Indian Rupee
- 4.8 India's Growing Future
- 4.9 Poverty Is Still High in India
- 4.10 Steps Taken to Reduce Bureaucracy and Corruption
- 4.11 Occupation and Unemployment

5. Indian IP, WTO and TRIPS

- 5.1 Anticipation of an Open Indian Market
- 5.2 Indian Patent Act Allowed Only Process Patents
- 5.3 TRIPS Agreement Changes Format of the Indian Pharma Market
- 5.4 Intermediary Measures Should Smooth Transition
- 5.5 The Mailbox System
- 5.6 Does the Drug Price Control Order Help or Hinder?
- 5.7 Predicted Consequences of India's New Pharmaceutical IP System

- 5.7.1 Potential Advantages for the Indian Pharmaceutical Market
- 5.7.2 Potential Disadvantages for the Indian Pharmaceutical Market

6. The Indian Pharmaceutical Market

- 6.1 The Indian Pharmaceutical Market Has Shown Historical Growth
- 6.2 Generics Dominate Branded Products on the Indian Pharmaceutical Market
 - 6.2.1 Antibiotics Lead the Indian Market
 - 6.2.2 Volume Greater Driver than New Products
- 6.3 India's OTC Market
- 6.4 Infrastructure Weak - Distribution Vital
- 6.5 Counterfeiting
- 6.6 The Future of the Indian Pharmaceutical Market Looks Positive
- 6.7 The Localised Nature of the Indian Pharmaceutical Market Will Alter

7. The Impact of Indian Companies on the World Pharma Market

- 7.1 Contract Manufacturing and R&D Activity
- 7.2 API Sourcing

8. Clinical Trials Industry

- 8.1 A SWOT Analysis of Outsourcing Clinical Trials to India
- 8.2 Many Factors are Considered When Deciding Clinical Trial Location but Quality of Data Should Be Paramount
- 8.3 India as a Model for Rapid Growth in the Clinical Trials Industry
- 8.4 Expanding Pharmaceutical Investment in India is Led by Clinical Trials
- 8.5 Changes to the Law Have Caused Rapid Growth of Clinical Research
- 8.6 Rapid Recruitment Is Driven by a Large Patient Population and an Organised Healthcare System
- 8.7 Ethical Considerations in India
- 8.8 What Is India Doing to Promote Clinical Research?
- 8.9 Forecast: What Is the Future of Indian Clinical Research?

9. SWOT Analysis of the Indian Pharmaceutical Market

10. An Overview of the Leading Indian Pharmaceutical Companies

- 10.1 Ranbaxy
 - 10.1.1 Ranbaxy Wins Lipitor Patent Decision in Austria
 - 10.1.2 R&D Investment Offers Another Strategy
 - 10.1.3 Ranbaxy's M&A Activity
 - 10.1.4 Ranbaxy Summary
- 10.2 Cipla
 - 10.2.1 Will Cipla Struggle to Adapt?
 - 10.2.2 Cipla Summary
- 10.3 Dr Reddy's
 - 10.3.1 US Market Generic Competition Hits Dr Reddy's
 - 10.3.2 Dr Reddy's Active with M&A
 - 10.3.3 Dr Reddy's Pipeline
 - 10.3.4 Dr Reddy's Summary
- 10.4 Other Leading Companies
 - 10.4.1 Nicholas Piramal Adopts Co-operative Strategy
 - 10.4.2 Wockhardt Achieves Notable Successes in US and UK
 - 10.4.3 Glenmark Pharmaceuticals - US Market Activity
 - 10.4.4 Orchid Develops From Alliance-based to Brand Market Presence
 - 10.4.5 Supporting Companies Seek Developing Strategies
- 10.5 Conclusion

11. Conclusion – Key Aspects of the Indian Pharmaceutical Industry

List of Tables and Figures

Table 3.1 Access to Safe Water and Sewage Disposal, 2005
Table 3.2 Indian Healthcare Expenditure Statistics, 2005
Table 3.3 Indian Health Facilities and Human Resources, 2004
Table 3.4 Indian Disease Burden, 1998
Table 4.1 Indian GDP Levels, 2005
Table 4.2 Population, General Health and Economic Statistics, 2005
Table 6.1 The Top 20 Pharmaceutical Markets by Country, 2005
Table 6.2 The Leading Indian Pharmaceutical Companies, 2005
Table 6.3 Generic Market Share By Value and Volume, 2005
Table 6.4 Revenue (\$m) and Growth Rate (%) of the Leading Drugs on the Indian Market, 2005
Table 6.5 Sectors Contributing to the Overall Growth of the Indian Pharmaceutical Market, 1995-2002
Table 6.6 Forecast Revenue of the Indian Pharmaceutical Market, 2004-2011
Table 7.1 API and Formulation Production (\$m) in India, 2003-2005
Table 7.2 API, Formulation and Intermediate Imports, (\$m) 2003-2005
Table 7.3 API and Formulation Exports (\$m), 2003-2005
Table 7.4 Comparable Cost Advantages (%) from India's Pharmaceutical Market, 2005
Table 7.5 Recent MNC Infrastructure Activity in the Indian Pharmaceutical Market, 2005
Table 8.1 SWOT Analysis of Outsourcing Clinical Trials to Developing Countries, 2006
Table 8.2 Estimated Cost (\$m) of Clinical Trials in the US and India, 2006
Table 8.3 Comparison of Disease Prevalence (m) in the US and India
Table 9.1 SWOT Analysis of the Indian Pharmaceutical Market, 2006
Table 10.1 The Leading Indian Pharmaceutical Companies
Table 10.2 Leading Companies in the Indian Pharma Market by Revenue (\$m), 2005
Table 10.3 Leading Indian Pharmaceutical Companies
by Total Revenue (\$m), 2005
Table 10.4 Ranbaxy's Leading Products by Revenue, 2005
Table 10.5 Ranbaxy Revenue Generation by Region, 2005
Table 10.6 Pipeline Projects, Ranbaxy, 2006
Table 10.7 Cipla's Leading Products by Revenue, 2005
Table 10.8 Cipla Revenue Generation by Region, 2005
Table 10.9 Dr Reddy's Leading Products by Revenue, 2005
Table 10.10 Dr Reddy's Revenue Generation by Region, 2005
Table 10.11 Pipeline Projects, Dr Reddy's, 2006

Figure 1.1 Forecast Revenue (\$m) of the Indian Pharmaceutical Market, 2004-2011
Figure 6.1 Indian Pharmaceutical Market Revenue (\$bn), 2000-2005
Figure 6.2 Indian Drug Revenue (\$m) By Therapeutic Class, 2005
Figure 6.3 Indian Drug Growth Rate (%) By Therapeutic Class, 2005
Figure 6.4 Forecast Revenue (\$m) of the Indian Pharmaceutical Market, 2004-2011
Figure 8.1 Factors Affecting Clinical Trial Location
Figure 8.2 Clinical Trial Revenues (\$m) in India, 2005-2010
Figure 8.3 Clinical Trial Growth Rates (%) in India, 2005-2010
Figure 10.1 Ranbaxy's Leading Products by Total Revenue Share (%), 2005
Figure 10.2 Ranbaxy Revenue Generation by Region, 2005
Figure 10.3 Cipla Leading Products by Total Revenue Share (%), 2005
Figure 10.4 Cipla Revenue Generation by Region, 2005
Figure 10.5 Dr Reddy's Leading Products by Total Revenue Share (%), 2005

Figure 10.6 Dr Reddy's Revenue Generation by Region, 2005

Figure 11.1 Forecast Revenue for the Indian Pharmaceutical Market, 2006-2011

Place your order now...
Fax back to +46-8-568 491 91

www.biomarketgroup.com



biomarket group

Price per analysis
Type of license
Format of analysis
Delivery

I would like to order:

1. _____ USD: _____
2. _____ USD: _____
3. _____ USD: _____
4. _____ USD: _____
5. _____ USD: _____

Promotion Code: _____

Total value: USD: _____

Delivery of hard copy or CD-ROM is subject to a postage charge. Refunds will only be given until products are sent from BioMarket Group. Electronic Delivery within the Sweden is subject to VAT at 25%

Complete your details:

Name: _____
Job Title: _____
Department: _____
Company: _____
Address: _____
State: _____
ZIP: _____
City: _____
Country: _____
Email: _____
Phone: _____
Fax: _____

Complete payment details:

Please indicate your preferred currency option:

I enclose a cheque payable to BMG for

(+ postage \$25 Sweden/\$60 rest of world)

Please debit my credit/charge card



Card No: _____

Security code (3 digits): _____

Expiry Date: _____

Cardholder Signature: _____

Cardholder Address: _____

Please supply purchase order number here if required by your accounts department: _____

EU companies (except Sweden) must supply: VAT / BTW / MOMS
MWST / IVA / FPA number: _____

Sign below to confirm your order:

BioMarket Group and its products and services are supplied under BMG standard terms and conditions, copies of which are available on request.

I do not want to receive future mailings from BioMarket Group.

Occasionally, our client list is made available to other companies for carefully selected mailings. Please check here if you do not wish to receive such mailings.

How to contact us:

Phone: +46-708-965930 Fax: +46-8-56849191

Email: sales@biomarketgroup.com