

Indian Pharmaceutical Industry - The Way Forward

November 2020

The Indian pharmaceutical industry contributes significantly to public health improvement and economic growth of the country

Public health outcomes



36%

Lower per person disease burden (DALY from 1990 to 2016)



100%

Eradication of Polio by collaboration between all stakeholders



95%

Lower treatment costs of life-threatening diseases (Hep-C, Leukemia)

Economic outcomes



2.7mn

Jobs created directly and indirectly



USD 13bn

Annual trade surplus;
One of the top 5 sectors reducing trade deficit



USD 2bn

FDI inflows to Pharma industry in last 3 years

Source: IQVIA, AIOCD, Pharmaexcil, IPA Team analysis, Secondary Research

Even globally Indian pharmaceutical companies have contributed towards better health outcomes

Shaping global vaccination



60%

Global vaccine production



90%

WHO demand for measles vaccine



40-70%

WHO demand for DPT (Diphtheria, Tetanus and Pertussis) and BCG (Bacillus Calmette-Guierin) vaccines

Driving access of medicines globally



25%

Medicines made in UK are made in India



33%

Pills consumed in US is produced by Indian generic manufacturer



37%

AIDS patients receiving treatment in 2009, vs 2% in 2003 in Africa

Source: IQVIA, AIOCD, Pharmaexcil, IPA Team analysis, Secondary Research

Overview



3rd largest by volume and 11th largest in value terms



Size of Indian Pharma Industry USD 41bn, expected to grow at 10%
- Equal contributions from exports and domestic sales



Largest exporter of generic drugs – accounts for 20% of total global export



Leading player in vaccines – accounts for 60% supplies to UNICEF



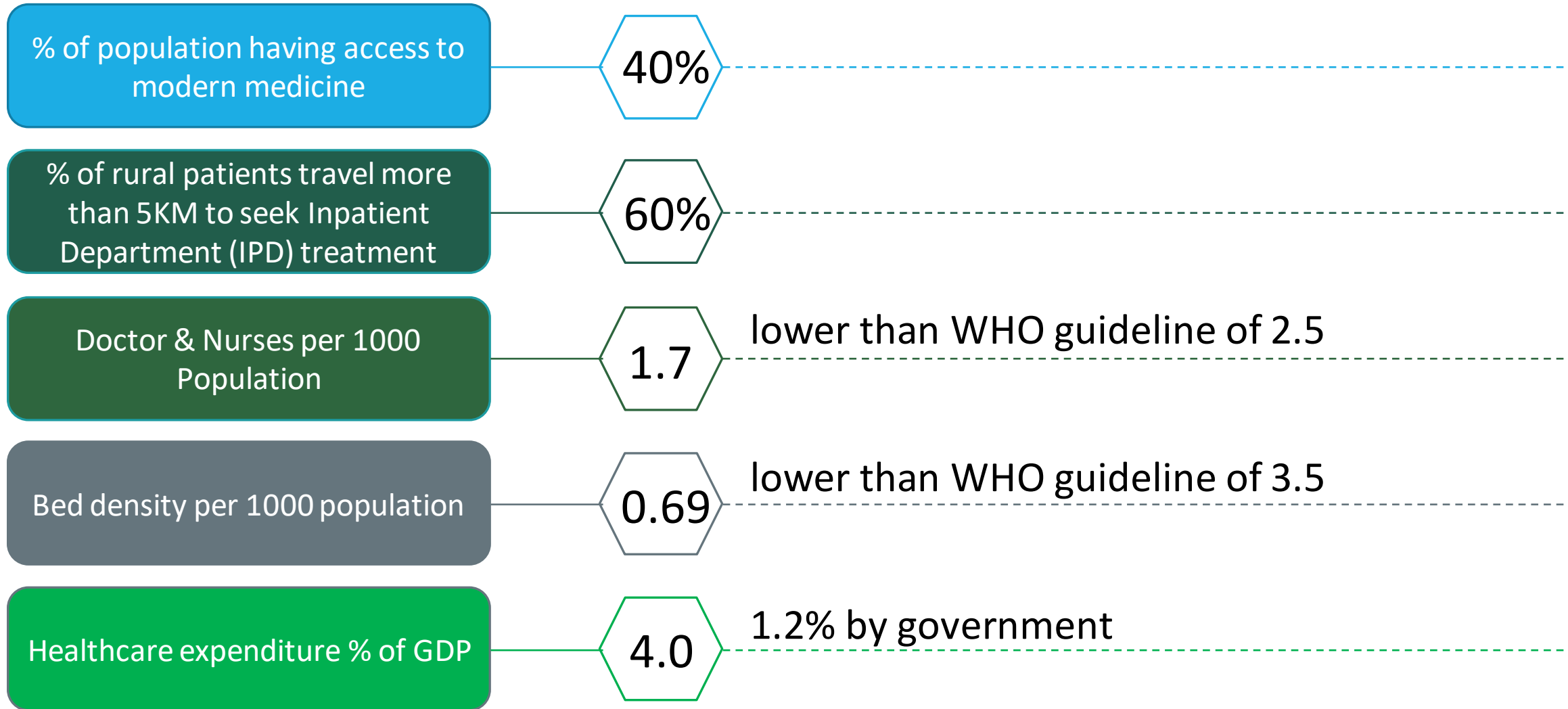
1.7% of Global market share while 17% of world population



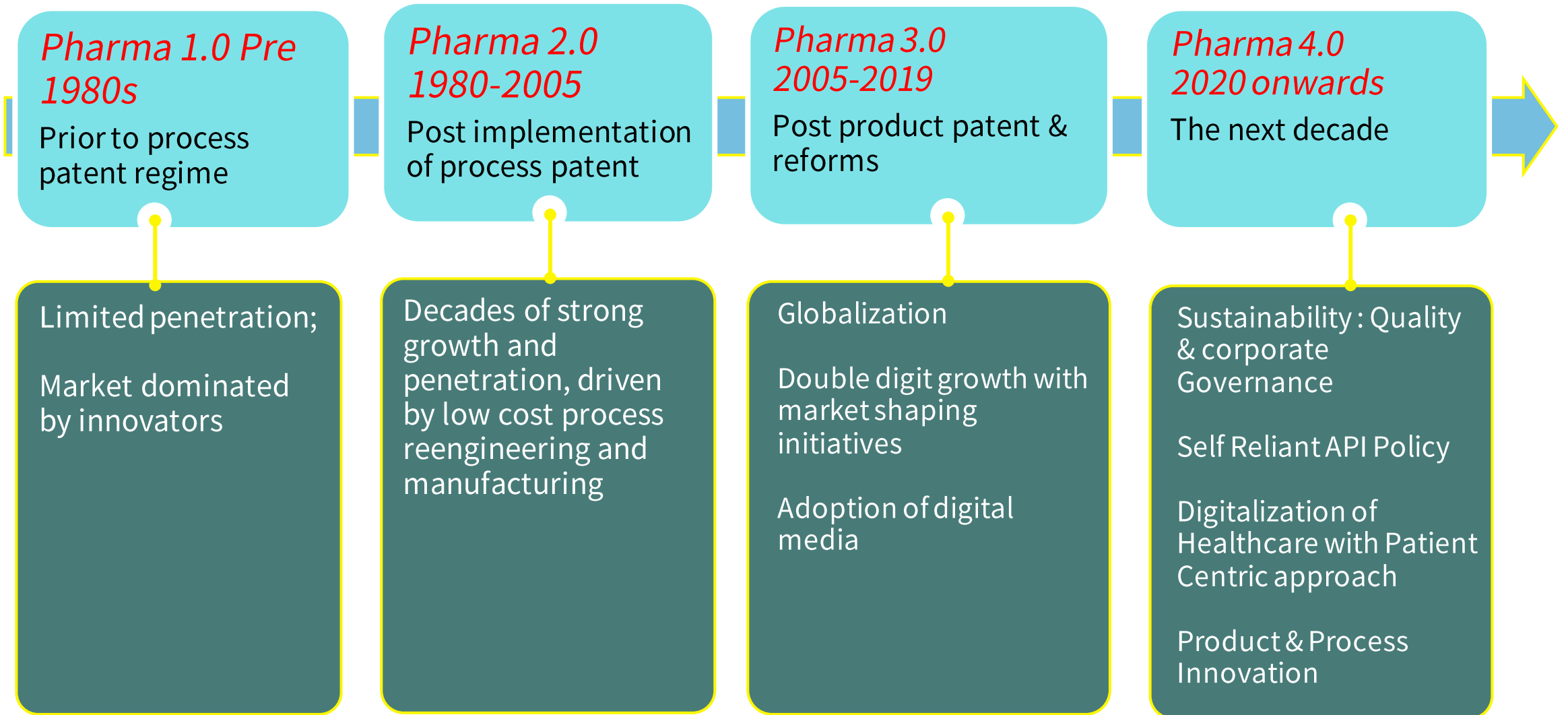
Strong manufacturing and analytical capability base - Over 600 USFDA approved plant - Highest number outside the US

Untapped potential as market is under leveraged

Key Challenges & Opportunities

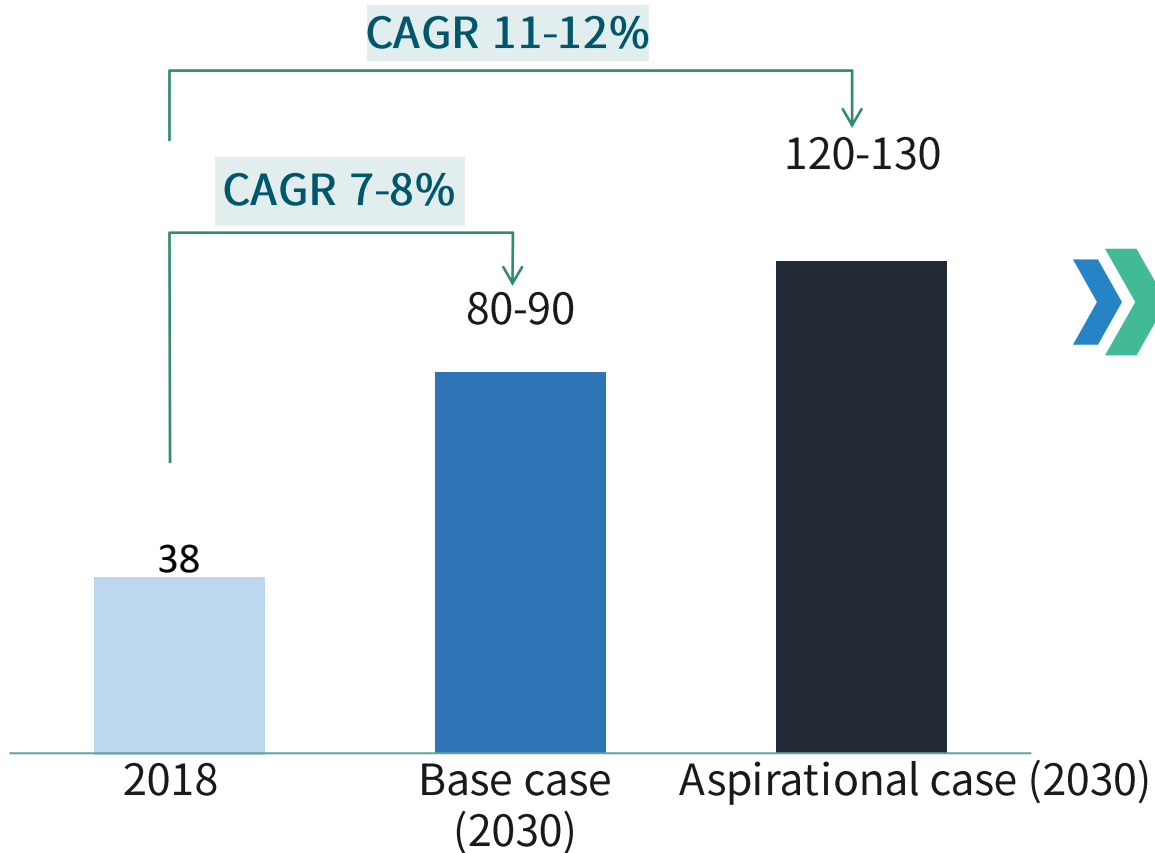


Market Evolution – Pharma 4.0



Vision 2030: Indian pharmaceutical industry aspires to be 120-130 Bn USD and largest volume producer in the world

Projected size of the Indian pharma market, USD Bn



Vision 2030, USD billion

- 1 Accelerate universal health care across India by access to high quality affordable drugs
- 2 Build innovation position by launching 3-4 new molecular entities and 10-15 incremental innovation
- 3 Thrust on self reliance API Policy, going forward
- 4 Largest and most reliable drug supplier with ~120-130 Bn USD Size by 2030
- 5 No 1 in terms of volume and in top 5 in value terms

Indian pharma industry's global share to go up to 8.4% from current 4.4% (by value)

SOURCE: IQVIA, AIOCD, Pharmexcil

India – Korea Trade Relationship

- India-South Korea Economic relations

- Convergence of India's Act East Policy (AEP) and South Korea's New Southern Policy (NSP)
- Comprehensive Economic Partnership Agreement (Article 13.9)

- Bilateral India – Korea in pharmaceutical (USD Mn)

Trade	FY 2017	FY 2018	FY 2019
Export	10.41	10.64	14.27
Import	41.89	34.12	40.79

- Key areas of Collaboration

- Collaboration in research and development of pharmaceutical;
- exchange of information on domestic regulations in the fields of pharmaceuticals, clinical trials, vaccine

Thank You

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