

# Indian Pharmaceutical Alliance

## Role and Contribution of National Pharmaceutical Industry

### 1. Overview:

This Note analyses the current status and structure of the pharmaceutical sector and suggests measures to attain the target of US\$ 100bn by 2020 and the long term objectives for the Manufacturing Sector, namely:

- Raise its share from 16% to 25% of GDP by 2025;
- Create 100 mn additional jobs by 2025; and
- Increase India's share of global trade.

This Note relies on two data bases. The first is Centre for Monitoring Indian Economy (CMIE) data base of 350 companies. It provides very useful information from the published annual accounts of companies. The table below from this data base presents domestic and export sales of Formulations and APIs (at the first point) for the 15-year period ended March 2010:

Table 1  
Domestic and Export Sales

Year	Exports (Rs.crore)	Growth %	Domestic (Rs.crore)	Growth %	Total (Rs Crore)	Growth %
Mar 1995	1,701.13	0.00	10,645.58	0.00	12,346.71	0
Mar 1996	2,498.52	46.87	12,676.86	19.08	15,175.38	22.91
Mar 1997	2,991.48	19.73	13,987.63	10.34	16,979.11	11.89
Mar 1998	3,396.12	13.53	15,436.74	10.36	18,832.86	10.92
Mar 1999	3,923.62	15.53	17,998.73	16.60	21,922.35	16.40
Mar 2000	4,801.46	22.37	20,590.23	14.40	25,391.69	15.83
Mar 2001	5,654.37	17.76	21,540.81	4.62	27,195.18	7.10
Mar 2002	7,385.95	30.62	23,315.83	8.24	30,701.78	12.89
Mar 2003	9,809.31	32.81	25,911.22	11.13	35,720.53	16.35
Mar 2004	12,466.12	27.08	29,642.54	14.40	42,108.66	17.88
Mar 2005	14,385.16	15.39	31,435.52	6.05	45,820.68	8.82
Mar 2006	16,724.33	16.26	37,283.54	18.60	54,007.87	17.87
Mar 2007	22,736.95	35.95	42,247.14	13.31	64,984.09	20.32
Mar 2008	27,155.53	19.43	49,087.79	16.19	76,243.32	17.33
Mar 2009	33,412.45	23.04	54,106.89	10.22	87,519.34	14.79
Mar 2010	36,683.34	9.79	59,828.93	10.58	96,512.27	10.28

Source: CMIE (As of 9 June 2011)

As may be seen from the above table, the domestic sale has doubled every five years. For the 15-year period (1995-2010), the domestic sale has grown at compound annual growth rate (CAGR) of 12 per cent, whereas exports have grown faster at CAGR of 22 per cent. The CAGRs, measured by three five-year periods, viz. 1995-2000, 2000-2005 and 2005-2010, are indicative of the growth trends:

Table 2  
CAGRs for Three Five-year Periods

Period	Exports %	Domestic %	Total %
1995-2000	23	14	16
2000-2005	24	9	13
2005-2010	20	14	15

The deceleration in the CAGR for exports during 2005-10 could be due to global melt down in 2008-09 and rising non tariff barriers by the developed countries. The slow down during 2000-05 in domestic sales could perhaps be attributed to greater focus on the global markets.

The second data base is IMS Health data. It is based on a sample of 450 companies, provides trade and institutional sales of formulations in the domestic market. Its data for the five-year period ended March 2010 is given below:

Table 3  
Indian Pharmaceutical Market

Year	Trade Sales (SSA)	Institutional Sales (HSA)	Total Sales (SSA + HSA)	Value Growth %
Mar 2006	24437.2	1921.2	26358.4	15
Mar 2007	27955.6	2276.9	30232.5	14
Mar 2008	32108.8	2532.2	34641.0	15
Mar 2009	35367.5	2949.8	38317.3	10
Mar 2010	41700.7	4035.9	45736.6	18

Source: IMS Health MAR MAT 2010

The data reflects domestic sales value of formulations only. It captures sales at the second point from Stockists to Retailers and Hospitals separately. It does not capture tender or direct sales by companies to hospitals. As may be seen from the above table, the domestic formulation sale has grown at CAGR of 15 per cent in the four-year period (2006-10) from Rs 26,358cr to Rs 45,737cr.

It is noteworthy that the last 200 companies in IMS Health data base contributed only Rs 114cr or 0.25 per cent of the total sales value of Rs 45,737cr in 2009-10. These 200 companies are listed in Annex – A. This is indicative of the contribution of the small scale sector to the total pharmaceutical sales.

The sector wise strengths and weaknesses are analyzed below.

**a. Small Scale Sector**

Though it is often claimed that SMEs contribute 30% of total sales of pharmaceutical sector, the basis of this claim or source of data are not known. The available data from the CMIE and the IMS Health do not support this claim. The small scale sector needs careful consideration and validation of its contribution (sales value) to assess its role in shaping the future growth of the pharmaceutical sector.

The regulatory standards and requirements are unique to the pharmaceutical industry. No other industry is subjected to such stringent-norms as the pharmaceutical industry. The Government has therefore framed various schemes of financial assistance to small units for upgrading their manufacturing facilities to

comply with the regulatory requirements. However, large numbers of these units have not availed of these schemes. This is mainly because they are too small to take on the burden of regulatory demands. In today's context, they are too small even to be globally competitive and survive.

**b. Public Sector**

The Public Sector, which played key role in the growth of the domestic industry, has become unviable. It would be a herculean task to revive them in today's competitive environment without protectionist policies. At best, it can become a catalyst for indigenous production of APIs and intermediates from the basic stage for supporting the domestic bulk drug industry and address strategic goal of reducing reliance on the third country thereby ensuring medicine security and growth of domestic industry.

**c. Medium & Large Domestic Companies**

The medium and large domestic companies have been the drivers of growth, contributing 75% of domestic sales and over 90% of exports. Besides sales, other indicators that bring out contribution of the medium and large domestic companies are gross fixed assets formation, increase in wages and R&D spend.

The export of top 50 companies for the year 2009-10 reveal that pharmaceutical industry's foray in the global market is driven mainly by the domestic companies (Annex – B). These top 50 exporters accounted for 76% of total exports of Rs 36,683cr in 2009-10. It is noteworthy that only two foreign companies feature in this list contributing less than 2% of the total pharmaceutical exports.

The annual increase in the gross fixed assets of domestic and foreign companies is given in Table 5 below.

Table 4  
Gross Fixed Assets and Annual Increase

Year	Domestic Companies		Foreign Companies	
	Gross Fixed Assets Rs Cr	Addition For the Year Rs Cr	Gross Fixed Assets Rs Cr	Addition For the Year Rs Cr
Mar 1995	4,647	0	927	0
Mar 1996	6,388	1,741	1,085	158
Mar 1997	7,803	1,415	1,202	117
Mar 1998	9,552	1,750	1,308	105
Mar 1999	10,703	1,150	1,453	145
Mar 2000	12,271	1,568	1,504	51
Mar 2001	13,083	812	1,524	20
Mar 2002	14,733	1,650	1,499	-25
Mar 2003	17,455	2,722	1,729	230
Mar 2004	20,713	3,258	1,966	237
Mar 2005	25,639	4,925	2,054	88
Mar 2006	31,061	5,423	2,254	200
Mar 2007	36,503	5,442	2,522	268
Mar 2008	43,807	7,304	2,910	388
Mar 2009	51,946	8,138	3,454	544
Mar 2010	58,658	6,712	3,949	496
<b>Total Increase in 15 Years</b>		<b>54,010</b>		<b>3,022</b>

Source: CMIE

This 15-year period is hall mark of India's move to market economy and liberalization of trade and investment policies. India signed TRIPS Agreement in 1994 signaling reintroduction of product patent from 1995 and allowed 100% foreign equity through automatic route in the pharmaceutical sector from 2001. Notwithstanding these policy changes, the foreign companies did little to increase their investment in the manufacturing sector, as may be seen from the above table. The foreign companies invested Rs 3,022cr only in the fixed assets as compared to Rs 54,010cr by the domestic companies between 1995-96 and 2009-10.

Wages and employment is another indicator of the contribution of the domestic companies. According to CMIE data base, the wage bill of the domestic companies reported more than twelve-fold increase over 15-year period from Rs 664cr in 1994-95 to Rs 8,172cr in 2009-10. On the other hand, the wage bill of foreign companies reported only a little over three-fold increase from Rs 350cr in 1994-95 to Rs 1,215cr in 2009-10. It is thus evident that the maximum employment is generated by the large and medium domestic companies. The employment data for the pharmaceutical sector from the Annual Survey of Industries (ASI) is given below:

Table 5  
Employment Data for Pharmaceutical Sector

<b>Year</b>	<b>No of Employees</b>
Mar 1995	1,81,497
Mar 1996	2,04,609
Mar 1997	2,11,614
Mar 1998	1,89,295
Mar 1999	2,13,999
Mar 2000	2,43,410
Mar 2001	2,33,704
Mar 2002	2,26,416
Mar 2003	2,23,556
Mar 2004	2,40,791
Mar 2005	2,65,396
Mar 2006	2,90,021
Mar 2007	3,36,211
Mar 2008	3,53,692

Source: Annual Survey of Industries Ministry of Statistics & Programme Implementation

It may however be noted that the drugs and pharmaceutical is not a very labour intensive industry compared to textiles, software and automobiles.

#### **d. Foreign Companies**

The foreign companies have raised their share of the domestic market, by acquiring domestic companies, to 25% in March 2010 from 15% five years ago. However, their investment in the manufacturing sector has been marginal compared to the domestic companies; growth in employment as measured by wages is only one-fifth of total employment generation, and R&D expenditure is well below expectations. Instead of bringing new technology, investing in manufacturing and creating employment, they focused on marketing by resorting to contract manufacturing of older products and importing of new patented

products. This is not what was envisaged in the Press Note No 4 (2001 Series) which allowed foreign direct investment (FDI) up to 100% on the automatic route for manufacture of drugs and pharmaceuticals. It could be further clarified that it is only for green field projects in high technology areas involving transfer of technology.

The CMIE reports that the “foreign companies have gradually been increasing their imports of finished goods across the 15-year period. The share of imports of finished goods in total raw material imports for foreign drug companies increased from 6.5 per cent in 1994-95 to 15.1 per cent in 2009-10. The picture was a little different for Indian companies, Their share of imports of finished goods in total raw material imports increased from 2.6 per cent in 1994-95 to 3.5 per cent in 2009-10”. The contract research and manufacturing known as CRAM is like “hot money”. It is does not ensure long term commitment to the country and can be moved out of the country as swiftly as it came in.

## 2. Rising Imports:

The table below presents track record of exports and imports for the 15-year period ended March 2010.

Table 6  
Exports and Imports

Year	Exports Rs.cr	Growth %	Imports Rs.cr	Growth %
Mar 1995	1,701.13	-	937.21	-
Mar 1996	2,498.52	47	1,357.95	45
Mar 1997	2,991.48	20	1,089.18	-20
Mar 1998	3,396.12	14	1,447.12	33
Mar 1999	3,923.62	16	1,615.20	12
Mar 2000	4,801.46	22	1,616.22	0
Mar 2001	5,654.37	18	1,711.81	6
Mar 2002	7,385.95	31	2,026.58	18
Mar 2003	9,809.31	33	2,865.20	41
Mar 2004	12,466.12	27	2,958.04	3
Mar 2005	14,385.16	15	3,169.35	7
Mar 2006	16,724.33	16	4,550.87	44
Mar 2007	22,736.95	36	5,851.64	29
Mar 2008	27,155.53	19	6,712.93	15
Mar 2009	33,412.45	23	8,674.80	29
Mar 2010	36,683.34	10	9,960.38	15

Source: CMIE

As may be seen from the above table, the imports have phenomenally increased since 2006 and have more than tripled during 2005-10 from Rs 3,169 cr in 2005 to Rs 9,960 cr in 2010. A substantial part of this consists of high priced finished products (formulations) imported by the foreign companies.

### 3. Research and Development:

The private investment on R&D in Pharmaceutical Sector by domestic companies has increased 40-fold over the last 15 years from Rs 80.61cr in 1994-95 to Rs 3,342.32cr in 2009-10 representing 4.5% of domestic sales in 2009-10. As against this, the foreign companies which have know-how, history of investing in R&D and had promised, during the TRIPS negotiations, to invest in India increased their annual R&D spend from Rs 64.13cr in 1994-95 to Rs 934.40cr only in 2009-10.

Table 7  
Research and Development Expenditure

Year	Growth in R&D Expenditure Rs Cr		R&D Expenditure As % of Sales	
	Domestic Companies	Foreign Companies	Domestic Companies	Foreign Companies
Mar 1995	80.61	64.13	1.34	0.77
Mar 1996	142.50	83.37	1.71	0.91
Mar 1997	148.12	89.41	1.55	0.95
Mar 1998	154.15	90.65	1.43	0.88
Mar 1999	218.66	79.78	1.56	0.70
Mar 2000	256.80	90.17	1.56	0.66
Mar 2001	435.07	109.81	2.30	0.72
Mar 2002	597.91	110.04	2.64	0.65
Mar 2003	686.74	232.73	2.93	0.71
Mar 2004	1084.26	346.69	3.81	1.10
Mar 2005	1527.24	510.50	4.98	1.63
Mar 2006	1850.97	816.02	5.35	2.39
Mar 2007	2371.79	695.62	5.01	2.67
Mar 2008	2772.63	700.18	4.78	2.86
Mar 2009	3316.14	846.05	4.89	3.84
Mar 2010	3342.32	934.40	4.50	4.01

Source: CMIE

The investment in the state-of-the-art cutting edge research facilities by the leading Indian companies has attracted NRIs to return home and global majors to partner them. However, there is need and scope for creating a policy framework conducive to further enhancing the private investment in R&D.

The two unmet needs of the domestic companies are a robust model of collaboration with the academia for the original research and inadequate supply of trained research personnel. National Institutes of Pharmaceutical Education and Research (NIPERs) have potential to meet both these needs.

It is pertinent to note that R&D intensity of pharmaceutical industry is unique. It takes about four years and \$ 2 mn to bring a generic product to market. The current estimate by the Indian companies to bring a new molecule to market is 10 years and \$ 200mn.

#### **4. New Patent Regime:**

The reintroduction of product patent from 1995 has brought about profound changes in the pharmaceutical sector. The significant among them are two as listed below:

- Transition of the domestic companies from generic to innovative with the ultimate focus on the original research. The domestic companies are conscious that it is a big challenge but have started moving in this direction. The increased spend on R&D is indicative of this transformation.
- The revival of foreign companies' interest in the domestic market, leading to greater push for TRIPs plus Intellectual Property Rights (IPR) regime. This has led to shift in focus from the manufacturing to the marketing and the clinical research (services sector), resulting in slow down in investment in fixed assets, rush for divestment of manufacturing plants, outsourcing of manufacturing and importing of finished formulations as shown by data presented elsewhere in this Note.

Both these developments will continue to impact the prices of medicines in the country. As the domestic companies need to provide funds for R&D, they require investible surplus. On the other hand, the foreign companies have already demonstrated their lack of interest in bringing new technology and investing in the manufacturing sector. They increasingly rely on imports of new products from their principals.

The high prices of the imported products provide head room for pricing by the domestic companies, which tend to keep prices at unaffordable level.

#### **5. Regulatory Regime:**

There is urgent need to establish a pathway for building and improving regulatory infrastructure of the country. The pathway should be calibrated to suit the country's social goals and infrastructure. Utmost care should be taken to ensure that the regulatory authority is exercised with caution and after consultations with the stakeholders. Nothing should be done blindly to imitate the regulatory norms of the developed countries that may curb development of innovative processes for better yield and quality – a unique strength of the domestic pharmaceutical industry.

The frequency of changes in the regulations has destabilizing effect on the domestic industry. Plan and reduce them to twice a year at the regular intervals of six months. This will give adequate time for the stakeholder consultations.

The approval process for marketing authorization and clinical trials should be de-linked. Further, there is urgent need to differentiate between the approval process for marketing authorization of generic version of a drug already marketed elsewhere in the world and the approval process for a new molecule. Keep the generic approval process simple.

## **6. Building Goodwill of Developing Countries:**

Department of Pharmaceuticals should consider funding NIPERs to undertake capacity building programmes for the Drug Regulatory Authorities of the developing countries with a view to protect India's exports of medicines from the malicious campaign about the quality of products. The programme should aim at training at least 100 regulators every year.

## **7. Acquisition by Foreign Companies:**

The increasing dominance of the MNCs will hit the domestic companies in two ways. Firstly, the market dominance (time secured in the doctors' chambers for detailing their products) will lead to more prescriptions for the MNCs, driving away the domestic companies from the pharmaceutical sector. The domestic companies took three decades to secure a position of eminence in the doctors' chambers. This will be lost soon, if the MNCs were to have unbridled freedom of acquisition. Secondly, the MNCs, having entered the generic space and obtained product registrations of the domestic companies, will use their dominant position to throttle the domestic companies in the global market, impacting exports of domestic companies.

If one were not to act now, it could perhaps be too late to correct the situation. Moreover, a couple of more acquisitions, viewed in the context of the dynamics of industry, will create immense pressures on others to do likewise. It would be incorrect to assume that once big ones are gone, others will replace them. On the contrary, if big ones are gone, others will follow suit. Those who do not sell out may reduce themselves to contract manufacturing for the global pharmaceutical companies.

It is important to note that notwithstanding provision for compulsory licensing in the Patent Act, the domestic companies have not evinced interest in pursuing this option. The two main reasons for their lack of interest are a very cumbersome and costly procedure with uncertain outcome and fear of reprisals. Secondly, many large domestic companies capable of making use of this provision have alliances with the MNCs involving commercial interests. They would not risk these alliances. More acquisitions would leave the country without option of using compulsory licensing to meet the public health problems.

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Annex – A  
Last 200 Companies in IMS Health Sample  
MAT MAR 10

No	SSA		H SA	
	Name	Rs Cr	Name	Rs Cr
1	LIFE PHARMA	2.97	COLINZ	0.15
2	ETHICARE PHARMA	2.46	HEMA LABS	0.15
3	GRAF LABS	2.94	OCTAN BIOTECH	0.15
4	SWASTIK	2.20	ADONIS	0.14
5	LIBRA DRUGS	2.27	MACMILLON	0.14
6	UNI-SAN PHARMA	2.20	IDPL	0.13
7	L G LIFE SCIENCES	2.84	OZONE AYURVEDICS	0.13
8	KRISHNAKESHAV LAB	1.67	P.C.I.	0.13
9	NESTOR PHARMA	2.59	KOPRAN	0.13
10	LIFE LINE BIOTECH	1.74	LIFE PHARMA	0.13
11	EUPHORIC	2.76	AMRUTANJAN	0.13
12	ZEE LABS	1.47	RETORT LABS	0.13
13	WEST COAST PHARMA	1.32	LEBEN LABS	0.12
14	UNITED BIOTECH	0.82	ASSAM	0.12
15	INDIAN IMMUNOLOGI.	0.87	LEO PHARMA	0.12
16	TRIKO PHARMA	1.60	PANJON PHARMA	0.12
17	GLENMARK LABS	3.00	MAC	0.11
18	RUSI REMIDIS	1.49	SATVEN&MER PHARMA	0.10
19	ZENITH LABS	2.41	NESTOR PHARMA	0.09
20	MORACEAE PHARMA	1.17	WINGS PHARMA	0.09
21	P.C.I.	1.08	WEST COAST PHARMA	0.09
22	MAKERS LABS	2.71	MARK REMEDIES	0.08
23	PERCOS INDIA	1.31	ACE	0.08
24	TARGOF	2.10	G D PHARMA	0.08
25	SUNNY INDUSTRIES	1.86	DUCKBILL	0.07
26	MONOKEM LABS	1.82	AMRUT	0.07
27	ASSAM	1.34	ZEE LABS	0.07
28	MAX INDIA	0.60	IATROS PHARMA	0.07
29	SANDU PHARMA	0.59	BELL PHARMA	0.06
30	J J.DECHANE	1.54	SAF FERMION	0.06
31	GLUCONATE	1.24	NAVIL	0.06
32	ALDE MEDI IMPEX	1.25	SYSMED LAB	0.06
33	BENGAL CHEMICALS	1.32	MIDAS CARE	0.06
34	IDPL	2.43	MARK LAB	0.06
35	BPL	0.88	MEDISEARCH LABS	0.06
36	SMITH & NEPHEW	1.22	MAKERS LABS	0.06
37	AMBALAL SARABHAI	0.43	MEDICO LABS	0.06
38	RICKER PHARMA	0.93	PHARMASYNTH FORMUL	0.05
39	DECCAN HEALTH	0.76	MOUNT METTUR	0.05
40	ARVIND REMEDIES	1.23	MORACEAE PHARMA	0.05
41	ROHINI CHEMICAL	1.12	UNION DRUG	0.05
42	BELL PHARMA	1.18	BAKSON HEALTHCARE	0.05
43	OCTAN BIOTECH	0.56	DARKT INTERNATION.	0.05
44	REMEX PHARMA	1.12	CRESCENT PHARMA	0.04
45	IATROS PHARMA	1.11	STADCHEM	0.04
46	BIO MED	0.69	OCHOA LAB	0.04
47	MOUNT METTUR	4.21	ENDOVEN PHARMA	0.04
48	KEYWEST	1.12	DEE PHARMA	0.04
49	PAAM PHARMA	0.30	REMEDIES	0.04
50	BIO ETHICALS	0.29	MOXY	0.04

51	STANDARD PHARMA	1.25	PROCTER & GAMBLE	0.03
No	SSA		H SA	
	Name	Rs Cr	Name	Rs Cr
52	ERA PHARMA	0.71	JUPITER	0.03
53	BACTOLAC	0.58	RADICURA PHARMA	0.03
54	B TEX MANUFACTUR	0.65	REMEX PHARMA	0.03
55	BLISS	0.75	LIFE LINE BIOTECH	0.03
56	STADCHEM	1.04	SWASTIK	0.03
57	MENDINE PHARMA	0.76	NATIONAL CHEMICAL	0.02
58	WELCURE DRUG	0.89	SAMSON LAB	0.02
59	MULLER AND PHIPPS	0.60	ELITE PHARMA	0.02
60	ASHOK PHARMA	0.82	GREENCO	0.02
61	HERBAL APS	1.26	MAX INDIA	0.02
62	HINDUSTAN LATEX	0.47	MONOKEM LABS	0.02
63	KAMRON	1.38	BLISS	0.02
64	PREM PHARMA	1.87	GLUCONATE	0.02
65	ATUL DRUG HOUSE	0.40	BIO ETHICALS	0.02
66	ALLEN	0.38	MENDINE PHARMA	0.02
67	ADMAC PHARMA	0.99	SANDU PHARMA	0.02
68	WAVE PHARMACEUTICA	0.35	INDIAN NAT DRUG	0.02
69	DIAMOND DRUGS	0.33	RUSI REMIDIS	0.02
70	OCHOA LAB	2.06	PARKER ROBINSON	0.02
71	APHALI PHARMA	0.55	SIRI	0.02
72	MEPRO PHARMA	0.56	UNI-SAN PHARMA	0.02
73	REMEDIES	0.69	SUNNY INDUSTRIES	0.02
74	ACE	0.59	UNIVERSAL DRUGHOU.	0.02
75	ELYSIUM PHARMA	0.42	ADMAC PHARMA	0.02
76	BURGEON	0.39	ELYSIUM PHARMA	0.01
77	ALBATROSS H-CARE	0.44	BACTOLAC	0.01
78	DEE PHARMA	0.10	BURGEON	0.01
79	EASTERN DRUG	0.25	MULLER AND PHIPPS	0.01
80	FYTOKEM FORMUL.	0.41	DOLPHIN	0.01
81	ZEST PHARMA	0.26	TARGOF	0.01
82	BAKSON HEALTHCARE	0.83	ADLEY LABS	0.01
83	MARK REMEDIES	0.30	ERA PHARMA	0.01
84	EXOTIC PHARMA	0.33	CAPLET PHARMA	0.01
85	HEMA LABS	0.18	PHARMINDIA	0.01
86	BECKCEM	0.10	INDIAN DRUGS	0.01
87	HEALTH PLAN	0.26	J J.DECHANE	0.01
88	GEOFFREY MANNERS	0.29	ALBATROSS H-CARE	0.01
89	BIODYNE REMEDIES	0.41	MEDREICH FORMULAT.	0.01
90	KIM PHARMA	0.36	PAAM PHARMA	0.01
91	RUSAN HEALTHCARE	0.12	THETA LABS	0.01
92	MAXHEAL	0.19	STANDARD PHARMA	0.01
93	GREENCO	0.30	RUSAN HEALTHCARE	0.00
94	ADLEY LABS	0.13	BPL	0.00
95	TROKS PHARMA	0.14	TROKS PHARMA	0.00
96	MEDINEX PHARMA	0.17	SAYONA MEDICARE	0.00
97	CHARAK PIRAMAL	0.24	ASHOK PHARMA	0.00
98	SPIC PHARMA	0.22	HEALTH PLAN	0.00
99	ENDO LABS	0.41	KEYWEST	0.00

No	SSA		H SA	
	Name	Rs Cr	Name	Rs Cr
100	CHEMO PHARMA	0.09	TRIKO PHARMA	0.00
101	PHARMINDIA	0.04	ENDO LABS	0.00
102	HOUSEHOLD PHARMA	0.14	BAROQUE PHARMA	0.00
103	EASTERN CHEMICAL	0.04	ETHICARE PHARMA	0.00
104	UNIVERSAL MEDICAME	0.13	KIM PHARMA	0.00
105	BEVIT	0.08	EXOTIC PHARMA	0.00
106	SUNNY DRUG&PHARMA	0.07	VIKRAM LABS	0.00
107	ANGEL	0.12	SAIN MEDICAMENTS	0.00
108	CYPER	0.07	LISTER	0.00
109	ERIN	0.10	BENGAL IMMUNITY	0.00
110	THETA LABS	0.08	VITAL PHARMA	0.00
111	AARTI HEALTHCARE	0.00	MEDINEX PHARMA	0.00
112	MOXY	0.04	ALDE MEDI IMPEX	0.00
113	CAMBRIDGE H-CARE	0.45	CYPER	0.00
114	J K PHARMA	0.05	DIAMOND DRUGS	0.00
115	AXAR PHARMA	0.04	WELCURE DRUG	0.00
116	MEJDA	0.02	CHEMO PHARMA	0.00
117	SAICHEM	0.03	WAVE PHARMACEUTICA	0.00
118	MEDIMPEX	0.04	3M	0.00
119	PFIMEX	0.01	SAICHEM	0.00
120	SAMSON LAB	0.00	MEPRO PHARMA	0.00
121	NATIONAL CHEMICAL	0.11	BEVIT	0.00
122	AMAZON DRUG	0.11	KARE HEALTH SPL.	0.00
123	SARVODAYA	0.05	DOMINION CHEMICAL	0.00
124	DOLPHIN	0.14	MEJDA	0.00
125	KAPTAB PHARMA	0.00	KANPHA	0.00
126	DINDAYAL AUSHADI	0.02	BECKCEM	0.00
127	M M LABS	0.09	B TEX MANUFACTUR	0.00
128	ELITE PHARMA	0.02	AARTI HEALTHCARE	0.00
129	MEDREICH FORMULAT.		ROHINI CHEMICAL	0.00
130	HUXLEY	0.1	FYTOKEM FORMUL.	0.00
131	DOMINION CHEMICAL	0.0	CRIPS	0.00
132	ESPEE FORMULATION	0.0	ZEST PHARMA	0.00
133	WISDOM PHARMA	0.1	ESPEE FORMULATION	0.00
134	ANOCO	0.0	HERBAL APS	0.00
135	PANJON	0.2	RICKER PHARMA	0.00
136	CINICHEM LABS	0.0	M M LABS	0.00
137	BDH PHARMA	0.0	WISDOM PHARMA	0.00
138	ALPHA DRUGS	0.0	BRITISH PHARMA	0.00
139	CRIPS	0.0	ERIN	0.00
140	SAYONA MEDICARE	0.0	NEOPHARMA	0.00
141	NEOPHARMA	0.0	YOGI PHARMA	0.00
142	VITAL PHARMA	0.0	BIODYNE REMEDIES	0.00
143	LISTER	0.0	EMIL PHARMA	0.00
144	VIKRAM LABS	0.0	BDH PHARMA	0.00
145	INDIAN DRUGS		KLM PHARMA	0.00
146	REDSON	0.0	SAMIR	0.00
147	BENGAL IMMUNITY	0.0	ANGEL	0.00

No	SSA		H SA	
	Name	Rs Cr	Name	Rs Cr
148	SAIN MEDICAMENTS	0.0	UNIVERSAL MEDICAME	0.00
149	KETONE BLUE	0.0	MEDIMPEX	0.00
150	AGRON	0.0	ALLEN	0.00
151	MESCO	0.0	UNK. GENERIC MANF.	0.00
152	KARE HEALTH SPL.	0.0	KAPTAB PHARMA	0.00
153	KRAMER PHARMA	0.0	KRAMER PHARMA	0.00
154	3M	0.0	MAXHEAL	0.00
155	NESTLE	0.0	EASTERN DRUG	0.00
156	APSOLITE REMEDIES	0.0	PANJON	0.00
157	CARYL PHARMA	0.0	J K PHARMA	0.00
158	KANPHA	0.0	CHEMO BIOLOGICAL	0.00
159	UNK. GENERIC MANF.	0.0	INEXIOS PHARMA	0.00
160	QUALITY PHARMA	0.0	APHALI PHARMA	0.00
161	KLM PHARMA	0.0	GEOFFREY MANNERS	0.00
162	YOGI PHARMA	0.0	AXAR PHARMA	0.00
163	SAMIR	0.0	HOUSEHOLD PHARMA	0.00
164	MAGNACHEM	0.0	HUXLEY	0.00
165	POPULATION SERVICE	0.0	SUNNY DRUG&PHARMA	0.00
166	INEXIOS PHARMA	0.0	CHARAK PIRAMAL	0.00
167	QUEENSZ PHARMA	0.0	CARYL PHARMA	0.00
168	CHEMO BIOLOGICAL	0.0	DINDAYAL AUSHADI	0.00
169	BAROQUE PHARMA	0.0	QUALITY PHARMA	0.00
170	CHEMECH LABS	0.0	EASTERN CHEMICAL	0.00
171	NEM LABS	0.0	CHEMECH LABS	0.00
172	G.S.PHARMA	0.0	AUROCHEM PHARMA	0.00
173	PERCH LAB	0.0	MESCO	0.00
174	PANS LABS	0.0	CAMBRIDGE H-CARE	0.00
175	GRACURE	0.0	PFIMEX	0.00
176	AUROCHEM PHARMA	0.0	APSOLITE REMEDIES	0.00
177	AUROCHEM LABS	0.0	NESTLE	0.00
178	MEDICARE PHARMA		AGRON	0.00
179	EMIL PHARMA	0.0	ALMA	0.00
180	RICHIE LABS	0.0	AUROCHEM LABS	0.00
181	OSHO PHARMA	0.0	CINICHEM LABS	0.00
182	HI-TEC LAB		CARMINOL	0.00
183	MALLADI DRUG PHARM	0.0	DALMIA INDUSTRIES	0.00
184	LANCET REMEDIES		EAST AFRICAN	0.00
185	SRI KRISHNA PHARMA		ETHYPHARM LL	0.00
186	BRITISH PHARMA		G.S.PHARMA	0.00
187	DALMIA INDUSTRIES		GLYCO	0.00
188	CARMINOL	0.0	KETONE BLUE	0.00
189	ROLAND		MAGNACHEM	0.00
190	BIO VACCINES		MALLADI DRUG PHARM	0.00
191	RHONE POULENC*		MEDICARE PHARMA	0.00
192	SMITH STANISTREET	0.0	PERCH LAB	0.00
193	EAST AFRICAN	0.0	POPULATION SERVICE	0.00
194	ETHYPHARM LL		QUEENSZ PHARMA	0.00
195	GLYCO	0.0	REDSON	0.00
196	SURGICHEM		RICHIE LABS	0.00
197	ARBRO		RHONE POULENC*	0.00
198	VALIANT PHARMA		SRI KRISHNA PHARMA	0.00
199	ALMA		SARVODAYA	0.00
200	CUREFAST	0.0	VALIANT PHARMA	0.00
<b>Total for 200 Companies</b>		<b>109.15</b>	<b>Total</b>	<b>5.02</b>

Annex - B  
Top 50 Exporting Companies for 2009-10

No	Company	Rs Crore
1	Dr Reddy's Laboratories Ltd	3,013.80
2	Cipla Ltd	2,900.58
3	Ranbaxy Laboratories Ltd	2,772.89
4	Aurobindo Pharma Ltd	2,086.37
5	Lupin Ltd	2,078.72
6	Matrix Laboratories Ltd	1,537.25
7	Orchid Chemicals & Pharmaceuticals Ltd	976.20
8	Cadila Healthcare Ltd	960.00
9	Sun Pharmaceuticals Industries Ltd	838.95
10	Divi's Laboratories Ltd	835.40
11	Ipca Laboratories Ltd	783.32
12	Wockhardt Ltd	686.40
13	Glenmark Generics Ltd	664.90
14	Strides Arcolab Ltd	545.22
15	Biocon Ltd	482.87
16	Torrent Pharmaceuticals Ltd	442.00
17	J B Chemicals & Pharmaceuticals Ltd	419.86
18	Micro Labs Ltd	409.93
19	Piramal Healthcare Ltd	367.97
20	Fresenius Kabi Oncology Ltd*	355.08
21	Arch Pharmalabs Ltd	347.42
22	Surya Pharmaceutical Ltd	341.22
23	Nectar Lifesciences Ltd	324.52
24	Alembic Ltd	312.55
25	Granules India Ltd	312.26
26	Shasun Pharmaceuticals Ltd	310.69
27	Plethico Pharmaceuticals Ltd	308.49
28	Panacea Biotech Ltd	306.88
29	Dishman Pharmaceuticals & Chemicals Ltd	295.52
30	Claris Lifesciences Ltd	294.76
31	Ind-Swift Laboratories Ltd	269.40
32	Unimark Remedies Ltd	268.27
33	Glenmark Pharmaceuticals Ltd	264.91
34	Aventis Pharma Ltd*	224.80
35	Ajanta Pharma Ltd	212.37
36	D S M Anti Infectives India Ltd	207.77
37	Kudos Chemie Ltd	207.40
38	Neuland Laboratories Ltd	196.66
39	Flamingo Pharmaceuticals Ltd	196.48
40	Cadila Pharmaceuticals Ltd	192.37
41	Macleods Pharmaceuticals Ltd	175.23
42	Shilpa Medicare Ltd	168.64
43	Shantha Biochnics Ltd	154.55
44	Aarti Drugs Ltd	152.79
45	Wanbary Ltd	137.32
46	Parabolic Drugs Ltd	130.05
47	Unichem Laboratories Ltd	123.18
48	Indoco Remedies Ltd	112.65
49	S M S Pharmaceuticals Ltd	110.22
50	Sequent Scientific Ltd	105.99
<b>Total</b>		<b>27,836.70</b>

Source: CMIE

\*Foreign Companies