

35th Annual AAPI Convention – India Engagement

India's Contribution to Affordable Healthcare in USA

**by
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Indian Pharmaceutical Alliance**

**Atlantic City, NJ
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Indian Pharmaceutical Alliance



Innovation, Quality and Global Reach

Indian Pharmaceutical Alliance

Current Members (20)

- Alembic
- Alkem
- Cadila Healthcare
- Cadila Pharmaceuticals
- Cipla
- Dr Reddy's
- Glenmark
- INTAS
- IPCA
- J B Chemicals
- Lupin
- Mylan
- Micro
- Natco
- Panacea Biotech
- Sun
- Torrent
- Unichem
- USV
- Wockhardt

Indian Pharmaceutical Alliance

Contribution

85 %

- Of total private sector investment in pharmaceutical research and development

80%

- Of exports of drugs and pharmaceuticals

46%

- Of price controlled drugs (NLEM)

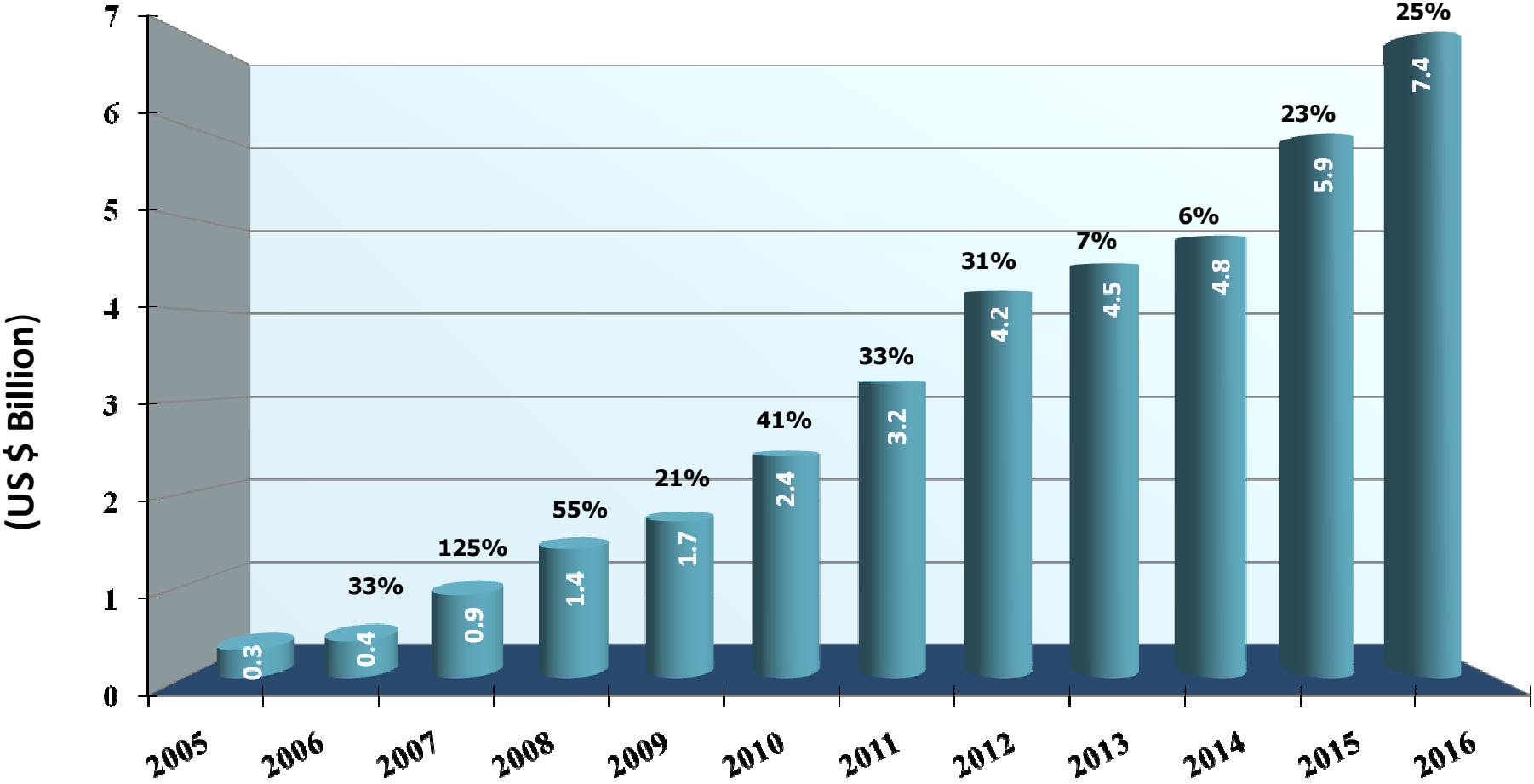
46%

- Of domestic sales

*Pharmatrack MAT Mar 2016

India's Contribution to Affordable Healthcare in USA

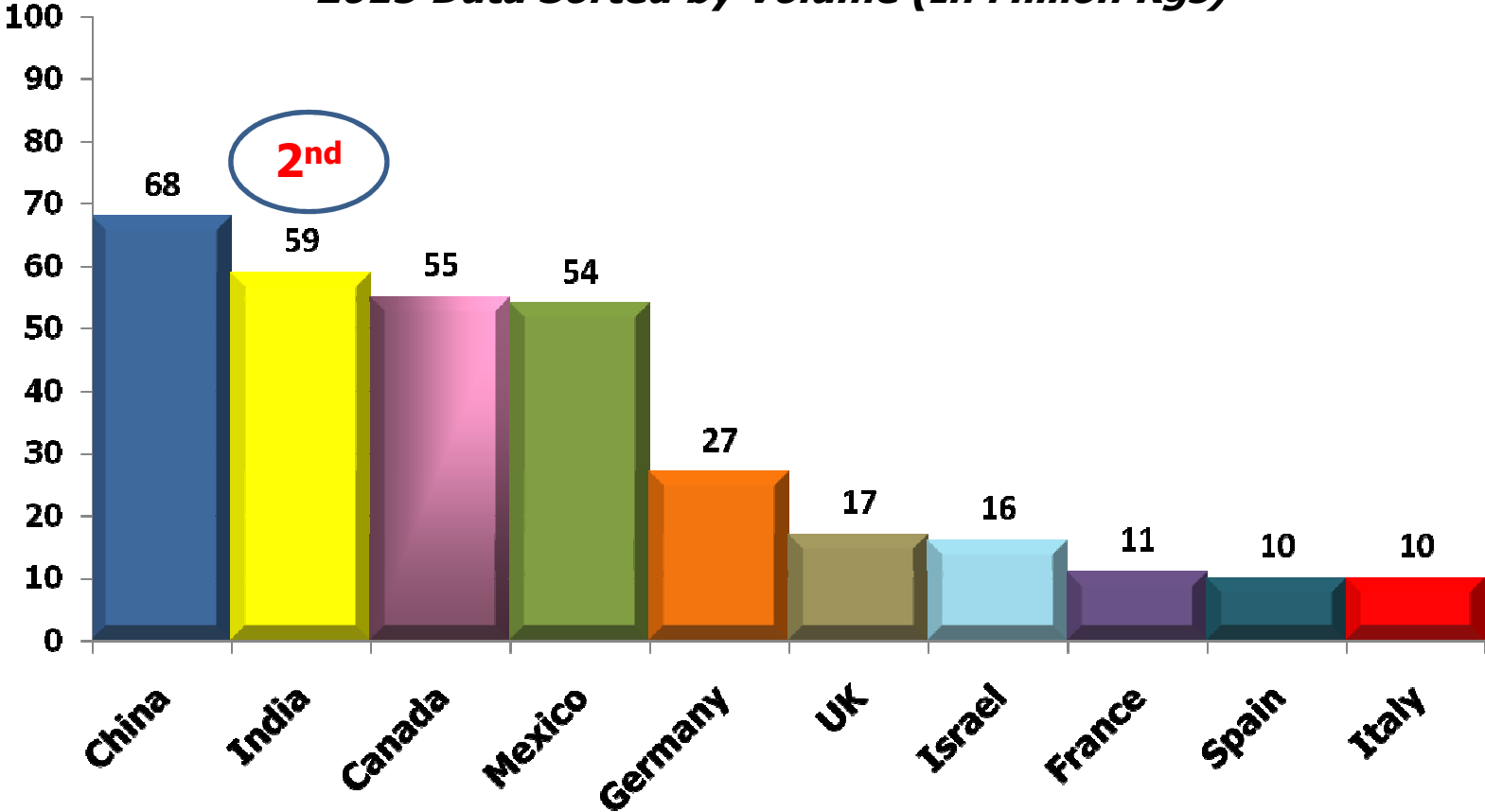
India's Pharmaceutical Exports to USA



Source: US Department of Commerce, US Census Bureau

India's Contribution to Affordable Healthcare in USA

US Pharmaceutical Imports Data
2015 Data Sorted by Volume (In Million Kgs)

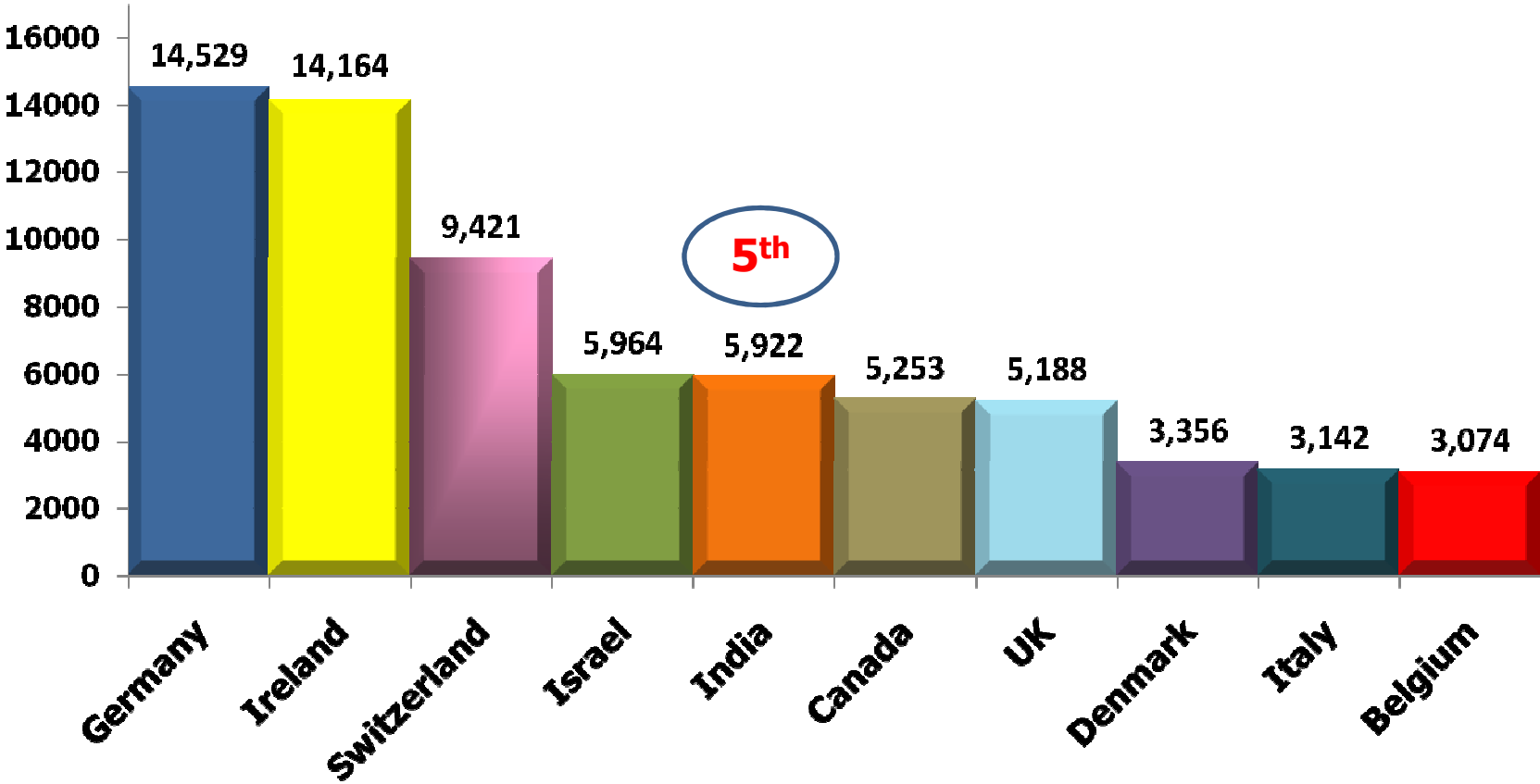


Source: US Department of Commerce, US Census Bureau

India Ranks 2nd by Volume, But Ranks 5th by Value: Affordable Prices

India's Contribution to Affordable Healthcare in USA

US Pharmaceutical Imports Data
2015 Data Sorted by Value (In Million Dollars)



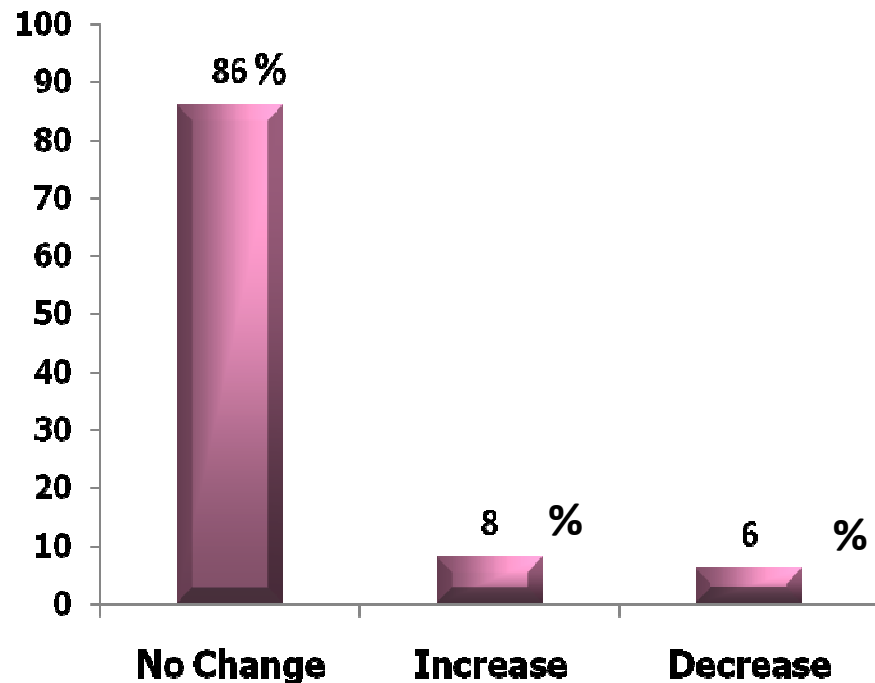
Source: US Department of Commerce, US Census Bureau

India Ranks 5th by Value, But Ranks 2nd by Volume: Affordable Prices

India's Contribution to Affordable Healthcare in USA

Price Changes in 2014 Over 2013

Illustrative Sample of 582 Products of Six Leading Indian Companies



Company	Products Evaluated	No. of Products		
		No Change	Increase	Decrease
Lupin	71	53	5	13
Dr Reddy's	101	75	16	10
Ranbaxy	97	84	9	4
Sun	143	136	3	4
Aurobindo	108	100	5	3
Cadila	62	54	7	1
Total	582	502	45	35
Total - %	100	86	8	6

Source: Morgan Stanley

Ensuring Price Stability

India's Contribution to Affordable Healthcare in USA

Geographical Presence of 16 IPA Companies in US



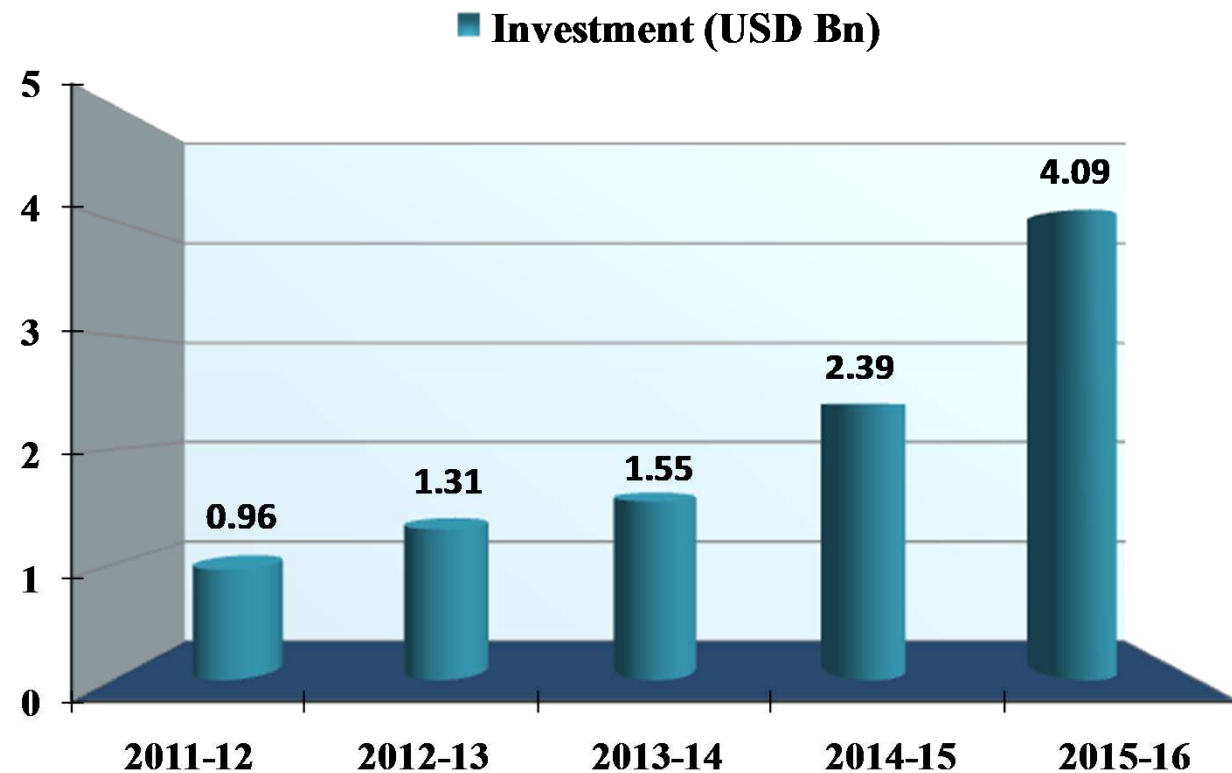
Source: IPA Members Data

16 IPA Companies in 20 States

India's Contribution to Affordable Healthcare in USA

Cumulative Investment by 16 IPA Companies in the USA: 2011-16

Year	Investment USD Bn
2011-12	0.96
2012-13	1.31
2013-14	1.55
2014-15	2.39
2015-16	4.09
% Increase Over 2011-12	426%



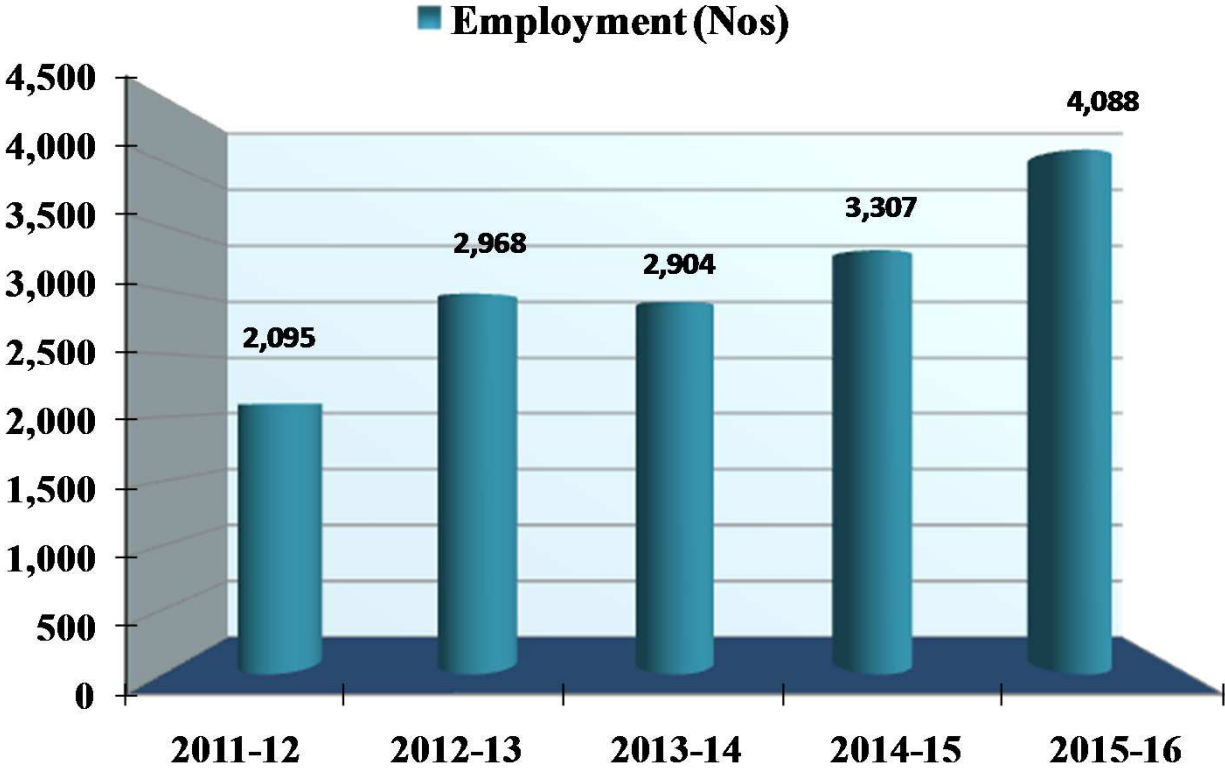
Source: IPA Data Base (16 Member Companies)

Over Four-Fold Increase in Five Years

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Cumulative Employment in the USA by 16 IPA Companies: 2011-16

Year	Employment (Nos)
2011-12	2,095
2012-13	2,968
2013-14	2,904
2014-15	3,307
2015-16	4,088
% Increase Over 2011-12	95.13%



Source: IPA Data Base (16 Member Companies)

Jobs Doubled in Five Years

India's Contribution to Affordable Healthcare in USA

Estimate of Savings in 2014

TOTAL	INDIA'S SHARE
<ul style="list-style-type: none"><li data-bbox="277 730 1077 858">❑ Generics Account for 88% of Prescriptions Dispensed<li data-bbox="277 948 1077 1129">❑ Generics Contributed Saving of \$254 bn in 2014 (Seventh Annual Report, 2015, GPhA)	<ul style="list-style-type: none"><li data-bbox="1155 730 1966 858">❑ India Accounts for One-Third of Prescriptions<li data-bbox="1155 948 1939 1075">❑ India Contributed Saving of Over \$80 bn in 2014

Competition Ensuring Price Stability and Affordability



THANK YOU

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