India’s Contribution to Affordable Healthcare in USA

by
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Secretary General
Indian Pharmaceutical Alliance

Atlantic City, NJ
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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

IPA: 06/17
India’s Contribution to Affordable Healthcare in USA

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

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

Source: US Department of Commerce, US Census Bureau

IPA: 06/17
India’s Contribution to Affordable Healthcare in USA

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

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

Source: US Department of Commerce, US Census Bureau

IPA: 06/17
Price Changes in 2014 Over 2013

*Illustrative Sample of 582 Products of Six Leading Indian Companies*

<table>
<thead>
<tr>
<th>Company</th>
<th>Products Evaluated</th>
<th>No. of Products</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>No Change</td>
</tr>
<tr>
<td>Lupin</td>
<td>71</td>
<td>53</td>
</tr>
<tr>
<td>Dr Reddy’s</td>
<td>101</td>
<td>75</td>
</tr>
<tr>
<td>Ranbaxy</td>
<td>97</td>
<td>84</td>
</tr>
<tr>
<td>Sun</td>
<td>143</td>
<td>136</td>
</tr>
<tr>
<td>Aurobindo</td>
<td>108</td>
<td>100</td>
</tr>
<tr>
<td>Cadila</td>
<td>62</td>
<td>54</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>582</strong></td>
<td><strong>502</strong></td>
</tr>
<tr>
<td><strong>Total - %</strong></td>
<td><strong>100</strong></td>
<td><strong>86</strong></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Investment (USD Bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011-12</td>
<td>0.96</td>
</tr>
<tr>
<td>2012-13</td>
<td>1.31</td>
</tr>
<tr>
<td>2013-14</td>
<td>1.55</td>
</tr>
<tr>
<td>2014-15</td>
<td>2.39</td>
</tr>
<tr>
<td>2015-16</td>
<td>4.09</td>
</tr>
</tbody>
</table>

% Increase Over 2011-12: **426%**

**Over Four-Fold Increase in Five Years**

Source: IPA Data Base (16 Member Companies)
India’s Contribution to Affordable Healthcare in USA

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Employment (Nos)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011-12</td>
<td>2,095</td>
</tr>
<tr>
<td>2012-13</td>
<td>2,968</td>
</tr>
<tr>
<td>2013-14</td>
<td>2,904</td>
</tr>
<tr>
<td>2014-15</td>
<td>3,307</td>
</tr>
<tr>
<td>2015-16</td>
<td>4,088</td>
</tr>
</tbody>
</table>

Source: IPA Data Base (16 Member Companies)

% Increase Over 2011-12: 95.13%

Jobs Doubled in Five Years
## India’s Contribution to Affordable Healthcare in USA

### Estimate of Savings in 2014

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>INDIA’S SHARE</th>
</tr>
</thead>
<tbody>
<tr>
<td>❑ Generics Account for 88% of Prescriptions Dispensed</td>
<td>❑ India Accounts for One-Third of Prescriptions</td>
</tr>
<tr>
<td>❑ Generics Contributed Saving of $254 bn in 2014 (Seventh Annual Report, 2015, GPhA)</td>
<td>❑ India Contributed Saving of Over $80 bn in 2014</td>
</tr>
</tbody>
</table>

*Competition Ensuring Price Stability and Affordability*
THANK YOU

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