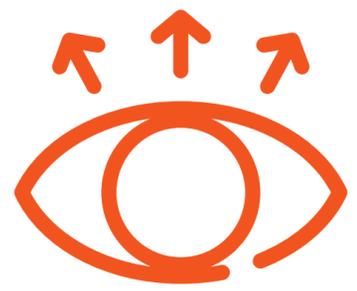


# Opportunities for achieving Vision 2030



The Indian pharmaceutical industry's success has been built on the foundations of its distinctive capabilities in key areas of the value chain, such as manufacturing, product development and process innovation.

## SOME OF THE OPPORTUNITIES TO LOOK AT FOR ACHIEVING VISION 2030



1



**Supporting state-sponsored health coverage programs and a focus on chronic healthcare could enable universal drug access**



The Ayushman Bharat Yojana is estimated to benefit **10 crore vulnerable families**



It will provide the poor households with **affordable access to healthcare facilities**



An opportunity for the industry to **help India's underserved masses with affordable drugs**



4

**Leveraging the patent cliff, with drug sales worth USD 251 billion going off-patent**



**Patents for branded molecules** with cumulative global sales of over USD 251 billion are **expected to expire between 2018 and 2024**, which will open new opportunities for the industry



**The industry needs to formulate a sharp molecule strategy** with superior regulatory and in-market execution excellence which can help the Indian pharma industry

2



**Pursuing opportunities in newer product classes such as biosimilars, gene therapy and specialty drugs**



Indian pharmaceutical industry's success is **mainly due to production of generic drugs**



**Driving innovation in generic drugs, gene therapy and specialty drugs** can help Indian pharma industry to grow



**Biosimilar markets could exceed USD 60 billion by 2030**, if the industry captures even 10% of this market, it can grow by 13%



5

**A footprint in underpenetrated international markets could increase exports**

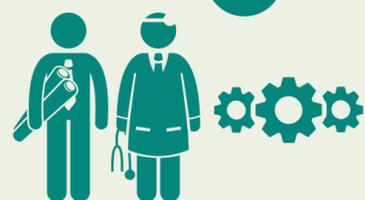


**Increasing exports to large and traditionally underpenetrated markets** such as Japan, China, Africa, Indonesia and Latin America



**Through government interventions and trade-relations support** it will enable market access for Indian pharmaceutical companies in these markets

3



**Capitalizing on its rich demographic dividend – India has a large skilled, yet cost-efficient workforce**



**Over 2,25,000 pharmacy students graduate** in India as compared to US i.e. 17,000 pharmacy students



**Availability of diverse patient pool** makes India a potential country for clinical research



**Manpower costs are 33% lower than western countries**, with this the advantage of skilled labour supply is expected to grow



6

**Leverage India's strengths in IT and ITES – optimize new avenues such as OTC**



**OTC policy is a great opportunity** for domestic markets



**The policy is strong enough to overcome the shortages of doctors in India** by enabling and empowering patients and chemists to take care of commonly occurring ailments

References: IPA Vision 2030 report