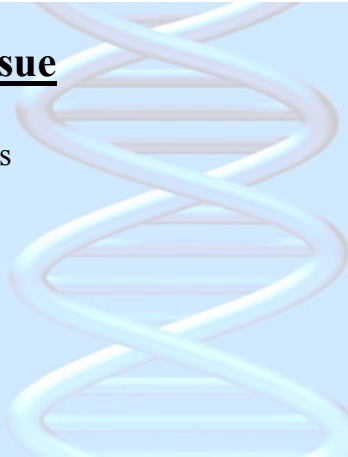




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- News Brief
- Product Focus – Exelon
- Stock Scan
- Regulatory Issues
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In Focus: Pharma IT Hiring Trends

Overview

The pharmaceuticals industry is a part of the broader science based sector represented by Cogent Sector Skills Council, which includes chemicals, nuclear, oil and gas, petroleum and polymer industries. The pharmaceuticals industry produces a range of products, from antibiotics to the contraceptive pill, and continues to pioneer new treatments for many serious and life threatening diseases. Pharmaceutical is an industry that needs highly skilled people, as it is through their employees' skills and talents, they are able to be innovative and compete internationally. Many UK based pharmaceutical companies are in the process of expanding their international businesses. Some of the largest companies are based in the UK Germany and France. Many companies operating in the sector have HQ based in abroad but carry out manufacturing and research in the UK.

In highly competitive pharma and biotech environments, hiring managers are seeking candidates with strong technical and domain skill sets, as well as extensive industry knowledge, resulting in a much more critical eye when trying to fill crucial IT positions. With a tight job market, hiring managers will have a hard time finding candidates with a combination of tech skills and industry expertise, and will need to wade deeper than before into the talent pool. One of the factors driving the demand for talent is a healthy economy and low unemployment across many industries and regions. In fact, the domestic unemployment rate hit a five-year low last year. In 2010 year will be just as robust. The unemployment rate was 4.6%, while total employment was 146 million. The employment-population ratio was 63.3%, essentially unchanged from the previous month. In the technology sector, the demand for top talent is higher than it's been in five years, making qualified candidates harder to find and pressuring wages to rise. One area that's ready to explode is managed services. The total market for IT and communications outsourcing in this sector is expected to reach US\$23 billion, according to market research and advisory firm IDC, representing a 16% growth over 2009-10.

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Demand Drivers

- Technology service providers
- Device manufacturers in the hardware space
- Occupational health and case management in the health-care market
- Clinical research
- Research and development in the pharmaceutical
- Medical device and biotech spaces

Strategies for Securing Top Talent

Due to the current shallow pool of pharma-specific IT talent, hiring managers must employ certain strategies to ensure finding the most qualified talent for their highly specialized positions. One strategy should always be employed is the accurate determination of the organization immediate and longer-term hiring needs, and finding out what resources are at their fingertips for hiring high-impact talent in critical positions. Another is to offer in-house training and education to current employees. This step depends on how much time the company has to complete the project. The ramp-up time is so severe a company could outsource the project to a systems integrator, or enter a strategic partnership to supplement the company's internal skills with external expertise. The best solution is to expand internal core competencies with additional training, while hiring consultants can support new technologies. This hybrid approach helps hiring managers get the right candidate in a tight job market.

Additionally the days of relying strictly on job boards for finding top talent are gone. Hiring managers now need to employ creative strategic maneuvers to attract high-impact talent. One such strategy to consider is partnering with companies that can deliver highly experienced consultants and/or outsourced services. There are many factors contributing to this growing trend in the business world. The company engages in short-term project work and might only need the skills for a short time. Secondly, the skills that are needed for a given project aren't readily available internally. Thirdly, hiring managers will look for consultants when they seek to backfill a role. From the experience in working with one of the largest pharmaceutical companies, this model can prove extremely successful in this space. Currently, 15% of its workforce consists of consultants. Consultants have an advantage over full-time employees. Employees build the skills in many areas, which can open more doors down the road and allows them greater flexibility in decision-making when full-time positions are offered. Many times, consultants might opt to take a full-time position based on job security and attractive benefit packages many pharma companies offer.

Global Scenario

IT companies are hiring the life sciences businesses which involve research and development in the discovery/preclinical and clinical phase of drugs, manufacturing, analytics for sales and marketing and regulatory compliance. The global life sciences market was expected to be as large as US\$830 billion in 2009. These companies typically spend 3-5% of the total revenue on IT which includes both hardware and software. Among the challenges for pharmaceutical companies includes speeding up the drug development cycle on account of existing generic competition and the impending loss of major patents. As a result, the demand among the pharma companies for a more cost-efficient pipeline has intensified in recent years and outsourcing is helping in battling this. A few large IT firms like Cognizant, Accenture, TCS and Patni provide services in the clinical trial data management as well as analytics space. The global clinical trials business was estimated to be worth US\$52 billion in 2009-10 with an annual growth

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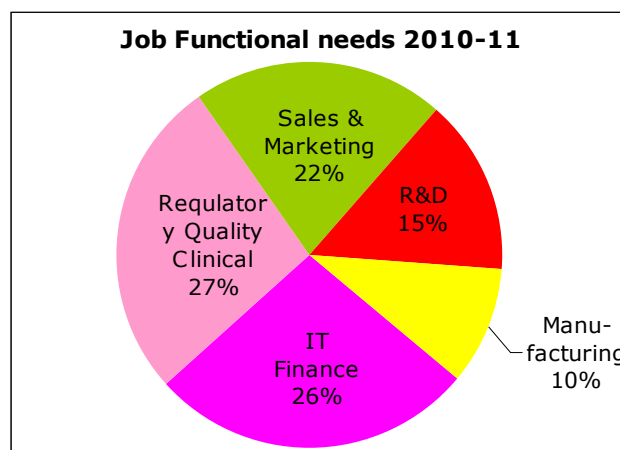
rate of 10%. For a drug to be accepted in the market, data management of these trials is a complex process. It involves data collection for evaluation from a large global patient population, validating the accuracy of the data, analysing large amounts of data and eventually making some clinical interpretations that relates to the safety and effectiveness of the drug under trial.

Europe/Middle East and Africa (EMEA) show the highest demand for Clinical, Regulatory and Quality talent. Interestingly, the region lags all others currently in the percentage of hiring in the sales and marketing arena with only 15% of opportunities in this sector while the America's boast of 22% and Asia Pacific/Japan and Australia show 34%. The America's hiring in the General category leads the way with Regulatory/Quality and Clinical right behind. For Asia Pacific / Japan and Australia, sales and marketing is the most significant need in the region with Regulatory / Quality and Clinical lagging slightly.

With so many positions available, it is clear that the number of IT positions outweigh the qualified talent available. With many tech professionals closer to retirement, and the IT field not attracting college grads like it once did, the situation is expected to worsen. Companies have also deferred IT spending during the past five years, but are beginning to invest in new technologies and upgrades. The surge in IT projects has boosted the demand for development, software management and software testing, and has also driven increases in wages for IT professionals. 500 companies use to determine salary scales, US wages in the high-tech field grew steadily. While hourly wages for highly skilled technology professionals rose at varying levels/the wage index determined the high-impact jobs in greatest demand nationwide.

Functional Roles Covered in the Index

Functionally, the most coveted job category in the index is within the Regulatory, Quality and Clinical roles representing 27.2% of all job searches. Close behind is the IT / Finance / General Category, which is broad by definition. Sales and Marketing roles, always a meaningful percentage of opportunity, achieved 21.6% of all roles. Research and Development was fourth at 14.8% of roles. Manufacturing lagged with less than 10% perhaps due to fewer new manufacturing opportunities with ample capacity and movement to lower cost markets by many manufacturers in past years. The Outsourcing and Services sector is staging a war for talent with 63% of the jobs in the Regulatory / Quality / Clinical category coming from this functional segment, eclipsing the needs in Pharma and Life Science at 24% and Medical Device at 18%.



Source: Market Sources; Cygnus Research

Indian Scenario

India has witnessed a growth in the amount of clinical trial data over last decade. The success of the IT industry in India has instilled confidence amongst CROs and the pharmaceutical companies to venture into various models of data management outsourcing. Few CROs have created data management infrastructure to provide a basket of services as a Preferred Full Service Provider including clinical trial management and data management. The big CROs offer

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Indian counterpart to use global server, software and other infrastructure with addition of user licenses to extend data management business. Hence, CROs have the cost saving on few hardware and software to start the data management business. These CROs also offer stand alone data management services.

Several IT/ITES majors like Accenture, Wipro, Intel, Satyam, Cognizant, IBM, Oracle and TCS have started their bio-IT initiatives in India. As a result the demand for IT professionals in the Indian Pharmaceutical sector has increased multi-folds over the past few years. Some CROs are hiring resources in areas like biostatistics, SAS programming and other IT enabled services to work from Indian remote locations to support their active data management units.

Outlook

Furthermore, Indian pharma companies are doing well overseas and prefer to hire Indian talent for the operations abroad. There is resurgence in the sector which had reached a certain level of stagnation, with new companies being set up as well as expansion of the domestic sales team. India has witnessed different types of players venturing into the clinical trial data management business, some of them are full fledged CROs starting separate data management units, some of them are IT/ITES companies diversifying to data management business and some are pharmaceutical companies setting up biometrics and data management operations solely on the own or through partnership, and some are entrepreneurs not related Pharma or CRO or IT business, but joining the fray looking at the prospects of the business. As far as the demand and supply of talent in the industry is concerned, the war for talent has become acute, in particular for certain roles in manufacturing, R&D and IT to name a few.

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News Briefs

MARKETING

Americas

Bioactive Peptides Found To Promote Wound Healing

Bioactive peptides promote wound healing through the growth of new blood vessels and epithelial tissue, such as skin. The Wound Repair and Regeneration, provides a better understanding of the mechanisms regulating wound healing and lead to new therapies for acute and chronic wound healing. Specific bioactive peptides are produced from collagenase treatment of extra cellular matrix, which stimulate the healing process within a wound. Angiogenesis, the formation of new blood vessels from existing vessels, is a key step in all types of wound healing from knee scrapes to venous stasis ulcers, pressure sores and diabetic foot ulcers. Collagenases are enzymes that remodel extra cellular matrix by cleaving one of its key components.

Firefly Protein Lights Pathway Improved Detection of Blood Clots

The enzyme that makes fireflies glow is lighting up the scientific path toward a long-sought new medical imaging agent to better monitor treatment with heparin, the blood thinner the millions of people take to prevent or treat blood clots. The rays penetrate deeper into the body and could give doctors a better way of detecting the proteins involved in blood clotting. The new study describes an advance toward using luciferase in medical imaging. The new material successfully detected minute amounts of a specific blood protein, called factor Xa, which is used to monitor the effectiveness of heparin treatment.

UNC Scientists Discover Potential Strategy to Improve Cancer Vaccines

The promise of vaccines targeted against various types of cancer has raised the hopes of patients and their families. The reality is the promising treatments are difficult to develop. One of the challenges is identifying a discrete cellular target to stop cancer growth without inactivating the immune system. The function of a protein called NLRP3 can result in a four-fold increase in a tumor response to a therapeutic cancer vaccine. The immune system has ability to respond to cancer because NLRP3 is important in alerting immune cells to changes in the environment the immune response to cancer. The NLRP3 protein would decrease the immune system ability to respond to cancer because NLRP3 is important in alerting immune cells to changes in the environment the immune response to cancer.

Michigan: Synthon receives US FDA marketing nod for generic Xyzal

Perrigo has received final approval from the US Food and Drug Administration for Levocetirizine tablets, a generic version of Xyzal tablets from UCB/Sepracor which is marketed in the US by sanofi-aventis. Perrigo has the exclusive rights from Synthon to sell and distribute the product in the US. Synthon product is the only approved generic product having a label containing all indications as the brand product and is entitled to 180 days of exclusivity for a product labelled for both allergy and hives. Product shipments commenced immediately upon FDA approval. Levocetirizine tablets (Xyzal) are indicated for the treatment of indoor and outdoor allergies. Sales for Xyzal Tablets were US\$224m, a 12% increase over the previous 12 month period.

Massachusetts: Cubist Pharma gets US FDA approval for 2-minute IV injection of Cubicin

Cubist Pharmaceuticals has been approved by the US Food and Drug Administration (FDA) for once-a-day dosing as a 2-minute intravenous (IV) injection. Cubicin is the only approved 2-minute IV injection for the treatment of Methicillin-Resistant Staphylococcus Aureus (MRSA) complicated skin infections and bacteremia. In addition to 2-minute IV injection, several other changes to the Cubicin label were incorporated. These include changes and reformatting of the warnings and precautions in the label, updates to the Post Marketing Experience section of the label, and re-formatting of the label to be compliant with the FDA Physician Labeling Rule.

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Biogen Idec introduces Tysabri for treatment of multiple sclerosis

In continuation with its commitment to multiple sclerosis (MS) patients in India, Biogen has announced the introduction of Tysabri the first humanized, monoclonal antibody for the treatment of relapsing remitting MS in India. Tysabri inhibits adhesion molecules on the surface of immune cells. Research suggests it works by preventing immune cells from migrating from the bloodstream into the brain where Tysabri can cause inflammation and potentially damage nerve fibers and the insulation. Company believe Tysabri will be an important treatment option to help address the high unmet need of those living with MS in India. MS is a devastating disease that affects people in the prime of the lives. Company are pleased to bring the important therapy to the MS community.

Europe

UK: Rhode Island: Collegium Pharma spins-out Onset Therapeutics and launches PreCision

Collegium Pharmaceutical Inc has completed the spin-out of Onset Therapeutics, LLC focused on the Dermatology market. Onset will become part of PreCision Dermatology, Inc. PreCision is focused on developing, manufacturing, acquiring and marketing a broad portfolio of innovative dermatology products. PreCision gains an experienced management team, a GMP manufacturing facility, ownership of the proprietary Delevo foam technology platform, and an innovative product line formulated to improve patient compliance and clinical outcomes that is marketed by an established national dermatology sales force.

Asia-Pacific

Aurobindo Pharma gets US FDA tentative approval for duloxetine HCl capsules

Aurobindo Pharma has received tentative approval from the US FDA to manufacture and market duloxetine hydrochloride delayed-release capsules 20mg, 30mg and 60mg. These capsules are the generic equivalent of Eli Lilly and Company Cymbalta delayed-release capsules and indicated for the treatment of major depressive disorder and falls under neurological therapeutic category. The product has a market size of approximately US\$2.9 billion for the twelve months ended June 2010. The company filed ANDA with Paragraph IV certification with first to file status and is currently under litigation in the United States District court for the Southern District of Indiana, Indianapolis division with Eli Lilly and Company.

India: Lincoln Pharma gains market share with launch Medifil and Skin Temp in India

Lincoln Pharmaceutical Ltd has gained significant market share with exclusive marketing and distribution tie-up with Human BioSciences Inc, Maryland, USA for advanced Collagen Biotech products, Medifil and Skin Temp. The company launched two innovative wound care management products in India. These products have demonstrated to be at least 50% faster in healing wounds, with a 50% reduction frequency dressing and no scar formation compared to existing products. This has lead to Medifil and Skin Temp acquiring 22% market share in its category in India. Lincoln Pharma mission at Lincoln Pharmaceuticals is to provide customers with healthcare products of high quality at an affordable price. The introduction of Medifil and Skin Temp in India has enabled customers to benefit from an advanced wound care solution with better recovery and greater ease of use at a reduced cost.

India: Biotech products strengthen Lincoln Pharma position

Lincoln Pharmaceuticals has strengthened its position in the Indian pharmaceutical industry by marketing and distributing two innovative wound care management products in the country. LPL tied-up with Human BioSciences Inc., Maryland in USA last year for the exclusive marketing and distribution of two technologically advanced Collagen Bio-tech products. Company entry into the Indian market, the products have demonstrated to be at least 50% faster in healing wounds, with a 50% reduction in frequency dressing and no scar formation compared to existing products. This has led to Medifil and Skin Temp acquiring 22% market share in its category in India.

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INVESTMENT

Asia-Pacific

India: DoP to set up Rs20 billion VC fund to encourage drug development

To support and encourage the drug development in the country, the Department of Pharmaceuticals (DoP) will soon set up Rs20 billion Venture Capital (VC) fund. Initially the Government would start the project with around Rs5 billion. The proposed VC fund is in its conceptual stage at present but will start on the DoP sets up the national authority. DoP in the process of setting up a national authority, which will be in place in two to three months. DoP will start working on various initiatives have outlined VC fund for drug development is one among them. Initiative is to provide financial aid to the pharma companies who are interested in drug development. Setting up of venture capital fund is to address the lack of early stage venture capital in the country for drug development.

India: TGR BioSciences partners with Cedarlane

TGR BioSciences, is advanced cell based assay technologies in the fields of cancer, kinase and GPCR research, has informed a distribution partnership with Cedarlane Laboratories of Burlington. Cedarlane will become a distributor of TGR new ELISA-One technology assay reagents in Canada and the US. The first 20 ELISA-One immuno assay kits for cellular phosphoprotein detection will be available. The ELISA-One phosphoprotein assay reagents from TGR will complement well the quality products Cedarlane has gained a reputation for carrying for the research community. The increasing trend and need for high performance, and affordable and simple assays such as ELISA-One, address the ever more complex questions the Cell Biology researchers.

India: Glenmark gets USFDA nod for three drugs

Glen mark Pharmaceuticals has received the US health regulator's approval to market three generic products in the American market. Glen mark Generics Inc has received final approval from the US Food and Drug Administration (USFDA) for two products Indomethacin capsules in strengths of 25mg and 50mg and Sulfamethoxazole and Trimethoprim tablets in double and single strengths. These products are currently available and the company has commenced shipping from their New Jersey facility. Total sales achieved for Indomethacin in the US market for the 12 month period were US\$20m. Sales of Sulfamethoxazole and Trimethoprim stood at US\$31m for the same period in the US market. While Indomethacin is used in treating arthritis, Sufamethoxazole and Trimethoprim tablets are indicated for urinary tract infections.

India: Ranbaxy arm bags Rs6.05 billion order in South Africa

Drug-maker Ranbaxy Laboratories has bagged a Rs913.5m rand order from the government for supply of drugs for prevention and treatment of AIDS. The Rs913.5m rand order bagged by Sonke is a part of a Rs4.28 billion rand national anti-retroviral (ARV) tender floated by the South African government. Sonke Pharmaceuticals, a joint venture between Ranbaxy (Pty) Ltd and Community Investment Holdings (CIH), is the second-largest local supplier of generic ARV medication in South Africa. Gurgaon-based Ranbaxy holds a majority 70% stake in Sonke. Ranbaxy are humbled to be given this responsibility to produce, supply and distribute affordable ARVs in South Africa. As a socially responsible global pharmaceutical company, company are committed to the cause of alleviating the suffering due to HIV AIDS and to bring high quality medication to those who need it the most.

India: Strides get US regulator approval for its drug

Strides Arcolab has received approval from US health regulator for its general anesthetic, Midazolam Hydrochloride injection. This drug is generally used as a general anesthetic is injected as a sterile non-pyrogenic parental dosage form for intravenous or intramuscular injection. The total market size for Midazolam in the US in 2009 stood at US\$51m. The market size for single dose vials is around US\$31m and multi-dose vials is US\$18m. Midazolam will be launched in partnership with Sagent Pharmaceuticals where in Strides is developing and supplying over 25 injectable products for the US market.

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India: Cumballa Hill Hospital for Major Expansion

Cumballa Hill Hospital and Heart Institute, in Mumbai, is on an expansion spree. The 50-bed hospital is being expanded to become a 220-bed multi speciality hospital with 22 storeys. The floor space area of the new hospital would be 240000 square feet, inclusive of 60,000 square feet for parking. The hospital management has acquired the existing hospital adjoining area for further expansion of services. The construction work would begin within six months from now and the new hospital would be commissioned within 24 to 30 months. The cost of building the new hospital would be Rs1000m approximately. Funding would be from internal accruals and banks. The first phase, slated to be commissioned within a year of construction, would have 120 beds and the second phase would see addition of 100 more beds in the second year.

EXPORT & IMPORT

Asia-Pacific

Indian API exports to grow more than double by 2013-14

The market-size for the Active Pharmaceutical Ingredients is expanding rapidly and India in all likelihood may double its exports within a couple of years. Global Aurobindo Pharma at the CPhI India which began in Mumbai. The markets for API are one of the most rapidly developing among the pharmaceutical industry. Currently, the API market in India stands at US\$10-12 billion out of which, exports account for about US\$5 billion. World API market stands at US\$35 billion. By 2013-14 the Indian API market will be about US\$18 billion and the world market would be US\$53 billion. Indian exports would have been increased up to US\$12 billion which is more than double the current size.

MERGERS & ACQUISITIONS

Americas

Tanabe Research Labs Enters R&D Partnership with Anaphore

Tanabe Researches entered into a partnership with Anaphore Inc. for the research and preclinical development of novel protein therapies for autoimmune diseases. TRL and Anaphore will generate novel trivalent proteins called Atrimers that can be programmed to bind to and activate or inhibit targets of interest. The partnership will focus on strategies to develop biologic therapies for autoimmune disorders such as, rheumatoid arthritis, inflammatory bowel disease, and psoriasis. TRL and Anaphore will commence the research and development alliance immediately.

Zenobia Therapeutics Enters into Research with Lund beck For the Parkinson disease

Zenobia provides a commercial fragment library, and access to their structural biology, crystallography and fragment-based lead discovery expertise through partnerships, consulting and collaborations. Zenobia internal programs combine fragment-based lead discovery with the expertise of biologists and clinicians to find treatments for devastating illnesses for which there is no disease altering treatment such as Parkinson disease and pediatric neuroblastoma. The company has a strong structural biology team and the lead on this important Parkinson target. The protein expression and x-ray crystallography for the Parkinson's disease target, LRRK2.

California: Apexigen enters antibody discovery collaboration with Centocor Research

Apexigen, Inc. has entered into collaboration and worldwide license agreement with Centocor Research and Development, Inc. and Apexigen, affiliates to utilize Apexigen proprietary therapeutic antibody technologies to discover and develop monoclonal antibody drugs. Apexigen will generate and screen antibodies to several targets specified by Centocor R&D, which will be responsible for development and commercialization of all products resulting from the collaboration. While financial details were not disclosed, Apexigen will receive an upfront license fee, and is eligible to receive future milestone and royalty payments if certain development and commercialization milestones are achieved.

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Ohio: Cardinal Health acquires Chinese pharma distributor Zuellig Pharma for US\$470m

Cardinal Health has completed the acquisition of a US\$470m privately held Zuellig Pharma China, a leading health care distribution business in China, known locally as Yong Yu, and the largest pharmaceutical importer in the country. The transaction extends Cardinal Health distribution and services presence into one of the world fastest growing health care markets and provides a platform to drive long-term growth. Cardinal Health is well positioned in the pharmaceutical distribution market in China, which is expected to grow at a compound annual growth rate of 20% through 2014 and become the second largest pharmaceutical market in the world after the United States.

EUROPE**UK: Thermo Fisher Scientific Collaborates With to Validate Emerging Technique in Drug**

The guaranteed aqueous solubility of Maybridge Ro3 Fragments is key from a practical perspective, Maybridge Ro3 Fragments provides an insight into likely ADME problems as the hits are evolved into drug-like molecules, says by product manager for Maybridge products at Thermo Fisher Scientific. The continuing the collaboration as the study now expands to drug development using additional Maybridge Ro3 Fragments. The Maybridge Ro3 Diversity Fragment Library is a carefully engineered set of structurally diverse fragments, expanded to 1500 products. All Fragments hold an experimental guarantee of solubility to provide a robust and rich source of optimizable hits for screening programmes. The library is available pre-plated in 500 compound sets for varied level entry points into fragment based drug discovery.

Shropshire: Dechra acquires UK-based veterinary pharma company Genitrix

Dechra Pharmaceuticals PLC has acquired the entire issued share capital of Genitrix Limited (Genitrix) from its owner managers for an initial cash consideration of £5.4m. A further £0.8m is payable upon achievement of specific milestones. The consideration is being funded from Dechra existing cash resources. The acquisition of Genitrix, a veterinary pharmaceuticals company based in Billingshurst, UK, is consistent with Dechra strategy to grow pharmaceuticals international veterinary pharmaceutical business. Genitrix achieved revenues of £2.4m. Genitrix range of equine and companion animal products enhances and complements our UK product portfolio. Furthermore the recently approved canine epilepsy product, Libromide, provides future growth opportunities through potential mutual recognition in Europe. The acquisition is expected to be earnings enhancing in the first full year following ownership.

Ongar: Selcia enters drug discovery collaboration pact with Gilead Sciences

Selcia Limited has collaboration agreement with Gilead Sciences, Inc. Building on an established partnership following significant progress made to date, Selcia's chemists and biologists will continue to provide integrated drug discovery services to support Gilead liver disease research programmes. Selcia has the continued research collaboration with Selcia in the important therapeutic area for Gilead. Scientists from both companies have interacted well together and have made successful progress against some difficult targets. Selcia are looking forward to the collaboration delivering candidates for clinical studies in the foreseeable future.

Asia-Pacific**India: Natco inks pact with Watson Pharma for Lenalidomide tablets**

Drug manufacturer Natco Pharma has entered into a marketing and development agreement with Watson Pharmaceuticals Inc for Lenalidomide tablets. The tablet which is available in 5, 10, 15, 25 mgs strengths is used in the treatment for multiple myeloma. The company has filed an Abbreviated New Drug Application or ANDA with the US Food and Drug Administration, seeking approval to market its lenalidomide 5, 10, 15 and 25 mg product. Natco's lenalidomide tablets are generic versions of Celgene's Revlimid tablet.

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India: HCL Tech signs IT infrastructure mgmt deal with Purdue Pharma

IT service provider HCL Technologies Ltd has signed a multi-year end-to-end 'IT Infrastructure Management' agreement with pharmaceutical company Purdue Pharma LP. The scope of the deal covers management of two data centers and all remote locations of the client in the US. HCL engagement with Purdue Pharma is another feather in the cap for HCL Technologies in the Life Sciences Industry. HCL enjoys the success of managing IT infrastructure for 8 out of the top 15 global pharmaceutical companies and 7 out of top 15 global medical devices companies.

India: NIIT Technologies acquires IP assets to foray into Healthcare segment

NIIT Technologies has acquired an electronic health records and referral management platform to initiate its foray into the lucrative healthcare segment in the US. The platform called Preferr (Patient Referral System) enables seamless collaboration between all providers namely physicians, hospitals, diagnostic facilities, and laboratories. The US Government through American Recovery and Reinvestment Bill of 2009 (ARRA), has mandated physicians to focus on providing better patient care through Electronic Health Record (EHR) sharing amongst hospitals and other specialists. The acquisition of Preferr is NIIT's first step to provide solutions in Healthcare IT. Top analysts like Gartner put the size of the IT spending by Healthcare providers at US\$85 billion in 2010. A substantial portion of the spend will be towards EHR/EMR solutions adoption by Providers, which will further accelerate due to the time-based incentives provided by the Government reforms in US.

India, China tie-up can dominate global generics business

A strategic partnership between India and China could boost the global pharmaceutical market to US\$1.1 trillion by 2014 at a Federation of Indian Chambers of Commerce and Industries event. China produces quality APIs (active pharmaceutical ingredients) in huge volumes and India produces quality formulations in huge volumes, Chindia (India and China) can cover the gaps in production and give both countries strategic edge over the developed countries to meet almost all global generic requirements. With over 15000 manufacturing units making quality APIs and formulations in Chindia exports from the region are expected to grow at 13-16% with sales of US\$105 billion. Chindian companies could provide manufacturing solutions at less than 50% of overseas costs and APIs at 60% less cost than in the West. Nearly 29% of all global manufacturing output is to be produced via third parties by the end of the fiscal.

India: Lincoln Pharma ties up with US based Human Biosciences Inc

Ahmedabad based Lincoln Pharmaceuticals Ltd. (LPL), has tied up with US based Human Biosciences Inc (HBI) for exclusive marketing and distribution of two of HBI wound care management products in India, Medifil and Skin Temp that enjoy a 22% market share in its category in India. The company can set up a manufacturing unit in the future to increase production of these products. Pharmaceutical mission at Lincoln Pharmaceuticals is to provide customers with healthcare products of high quality at an affordable price. Lincoln Pharmaceuticals Ltd is planning to set up a manufacturing unit in India to increase production and expand our reach so that more people can avail the benefits of these products. Collagen products have reconstructive properties and are meant for wound care management. Medifil and Skin Temp, considered a helps to stop the bleeding immediately by providing faster and better wound healing.

India: Partnership for Safe Medicines starts India initiative

Partnership for Safe Medicines (PSM) has launched its India initiative as it looks to widen its scope of fight against fake medicines. Stressing on the importance to have its presence in India, Counterfeit drugs are borderless, dangerous and present an equal threat to people of all races, classes and nationalities. Monitoring of the product by patients, doctors, pharmaceutical companies and regulators is important to maintain the quality of drugs. PSM India launched a website today to empower consumers and to act as a forum to share ideas and information to strengthen the regulatory process. PSM is a group of over 60 non-profit organisations and individuals dedicated to protecting consumers from counterfeit drugs across the globe. For the first time in decades, various stakeholders in India healthcare delivery system has come together in a shared and aggressive effort to help protect consumers from the effects of this crisis.

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Merck to acquire Smart Cells for US\$500m

Drug-maker Merck & Co will buy biotechnology company SmartCells for US\$500m. Merck has a significant presence in India. Company has entered into a definitive agreement under which Merck will acquire Smart Cells. Privately held SmartCells is developing a glucose- responsive insulin formulation for patients with diabetes. Diabetes affects 220 million people worldwide and its incidence is on the rise in both developed and developing countries, primarily on account of increasing obesity. Under the terms of the deal, Merck will acquire all outstanding shares of SmartCells and in return, the biotech firm's shareholders will receive an upfront cash payment and be eligible for more payments if the company reaches certain performance milestones. Through the acquisition of SmartCells, Company have obtained innovative technology Enable Company to develop glucose- responsive insulins.

Asia Pacific:

India: Fortis Global Healthcare to Buy Quality Healthcare Asia

Fortis Global Healthcare Holdings Pte Ltd has agreed to acquire the healthcare businesses of Hong Kong-listed Quality Healthcare Asia Limited (QHA), other than QHA elderly healthcare businesses. Fortis Global Healthcare is the family's vehicle to spearhead the creation of a pan-Asian international healthcare business. It intends to build and aggregate healthcare businesses and assets internationally, covering various segments of healthcare from hospitals, through to diagnostics, primary care and other healthcare segments, to create an integrated healthcare business with high quality medical professionals and infrastructure. The acquired businesses comprise a network of over 60 wholly-owned medical centres, over 500 affiliated clinics, over 40 dental and physiotherapy centres, and a private nursing agency with a database of over 3,000 nurses.

Global Capital and Pantai Group to develop Gleneagles Medini Hospital

Global Capital & Development (GCD), a joint venture consortium tasked with the development of Medini, has a landmark deal with Malaysia leading healthcare provider, Pantai Group, to develop the Gleneagles Medini Hospital. The hospital will be located in Iskandar Malaysia, the country future engine of growth located at the southern tip of Malaysia in Johor. The hospital will be developed across 15 acres of land located in Medini North, the city's lifestyle hub, and is positioned as one of the premium hospitals under Parkway Health. The 300-bed private tertiary healthcare complex will be completed in stages and will be Pantai 12th hospital in Malaysia. The development complements Iskandar Malaysia vision to become a regional healthcare hub and will set new benchmarks for quality healthcare, reinforcing Malaysia reputation for delivering world-class medical services for both Malaysian and foreign patients.

OTHERS

IPA asks Government to amend D&C Act to ban strip cutting for benefit of customer

The Indian Pharmaceutical Association (IPA) has urged the Drugs Controller General of India (DCGI) to rationalize the strip sizes of medicines on the basis of dosing and cost and eventually ban strip cutting in the interest of the public and health care in the country. The DCGI to include strip cutting issue in the agenda of next meeting of the drugs technical advisory board (DTAB) to thoroughly discuss and to find a workable solution to the issue in the best interest of the public and healthcare in the country. The IPA informed the DCGI in a letter it does not see any clear-cut provisions in the law whether strip cutting is allowed or not, and different Indian regulators have different opinions.

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Product Focus – Exelon

Introduction

Exelon (Rivastigmine Tartrate) is a parasympathomimetic or cholinergic agent for the treatment of mild to moderate dementia of the Alzheimer's type and dementia due to Parkinson's disease. It is an AChE inhibitor that works by preventing the breakdown of a chemical called acetylcholine. Other dementia drugs in the market are Pfizer's Aricept and Reminyl. The molecular formula of the drug is $C_{14}H_{22}N_2O_2$.



Working of Exelon

Exelon improves the function of nerve cells in the brain. It works by preventing the breakdown of a chemical called acetylcholine. People with dementia usually have lower levels of this chemical, which is important for the processes of memory, thinking, and reasoning. Side effects may include nausea and vomiting. Administration with a transdermal patch has fewer side effects compared to oral. Elimination is through the urine. It has likely relatively few drug-drug interactions.

Drug Details	
Drug Brand Name	Exelon (Rivastigmine Tartrate)
Active Ingredient	Rivastigmine
Company Name	Novartis
Tentative Approval Date	July 6, 2007
Chemical Type	Novel Molecular Entity
Drug Dose & Type	Capsule with 1.5mg, 3mg, 4.5mg and 6mg strength, twice-daily; or Oral Tonic (2mg/mL) or Transdermal Patches
Patent Rights	Yes
Patent Expired	Aug 2014

Side effects of Exelon

People with select biological conditions should take Exelon under doctor's supervision. These conditions include heart rhythm disorder such as "sick sinus syndrome" (slow heartbeats), an enlarged prostate, urination problems, asthma, obstructive pulmonary disease, or a seizure disorder such as epilepsy. Exelon is usually taken twice a day, in the morning and evening in the capsule form or in oral solution form. The strength of oral solution form is 2 mg/ml, while that of capsule form are 1.5 mg, 3 mg, 4.5 mg and 6 mg.

Neurodegenerative disease scenario

Neurodegenerative disease (NDD) is a general term for a number of disorders that have different symptoms and effects, all of which act through the mechanism of compromising the brain's capacity to control itself or the body by damaging cells known as neurons that facilitate normal brain function. Alzheimer's disease (AD) is the world's leading cause of dementia and the most prevalent NDD. Around 50-75% of dementia is estimated to be caused by this disease. Parkinson's disease (PD) is the world's second commonest form of NDD. Parkinsonism is a term for a group of disorders that result in symptoms similar to those seen in classic PD. NDDs are primarily diseases of older people. With the world's population living longer, the numbers of sufferers are set to rise over the next several decades. NDDs constitute a disease category that the World Health Organization (WHO) calculates will become the world's second leading cause of death by the year 2040, overtaking cancer. Onset of AD most commonly occurs after 65 years of age (only 2% of dementia occurs in patients under 65). Patients are most commonly treated for AD with a class of drugs known as AChE inhibitors, such as Eisai/Pfizer's Aricept (donepezil) and Novartis' Exelon. Aricept is the global number-one AD drug, worth US\$1.8 billion in 2004. The next largest brand was Novartis' Exelon (rivastigmine), another AChE inhibitor.

Market Scenario

Total neurodegenerative disease (NDD) product sales more than doubled in dollar terms in the period 2000-2004 to reach almost US\$5.7 billion. The sales are expected to rise to over US\$10 billion by 2013. Neurodegenerative diseases (NDD) are destined to become the next great health crusade over the next

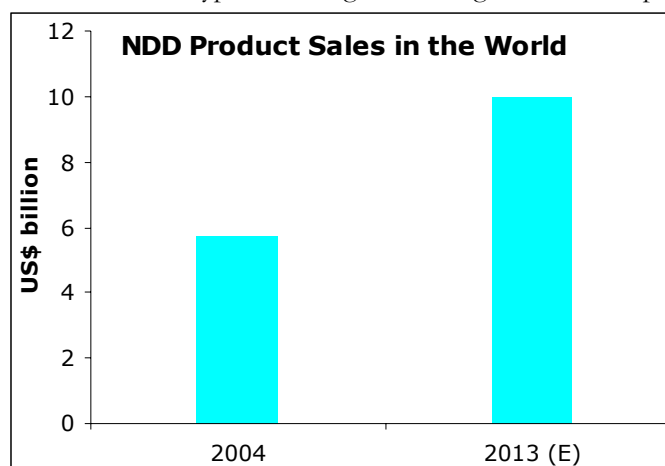
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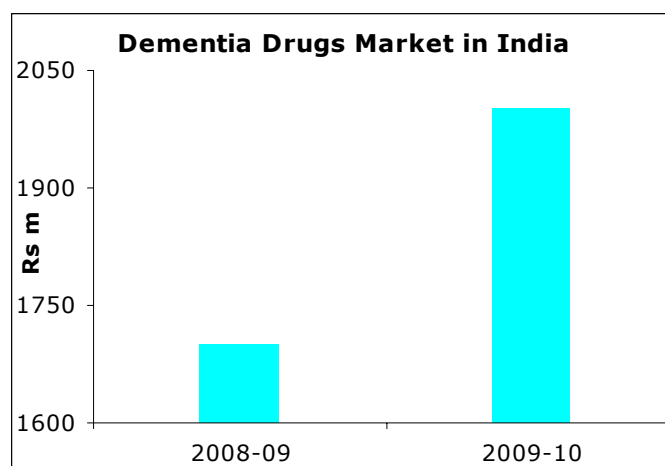
several decades. This will support sustainable long-term sales growth of NDD products. Growth in the Alzheimer's market will be driven by the launch of new types of drugs including GABA receptor modulators, anti-amyloid protein agents and nicotinic and cholinergic receptor agonists, while growth in the Parkinson's market will in the medium to long term be driven by the launch of glutamate receptor modulators, dopamine receptor agonists and reuptake inhibitors, and adrenergic and adenosine antagonists. The US is the world's single largest NDD products market, worth nearly US\$2.3 billion in 2004. Japan and Germany were the next biggest markets. As per the IMS June 2007 Moving Annual Total, the annual sales of Exelon in the US reached US\$199m. Exelon's worldwide sales in 2006 reached around US\$525m.



Source: Research and Markets; Cygnus Research

Indian Scenario

Among developing nations, India is the only one where there are as many as six out of the world's 10 biggest pharmaceutical companies. These companies account for roughly 62% of the total turnover of pharmaceutical MNCs in India. These MNCs include Glaxo India, Hoechst Marion Roussel, Novartis India, Pfizer, SmithKline Beecham Pharmaceuticals and Wyeth Lederle. MNCs look at India for volume growth and because it is critical to launch new drugs at a reduced time lag. Slower growth in developed markets and heavy generic (off-patent drug) competition also has made the Indian market important. Currently, the market for moderate to severe Alzheimer's dementia is largely untapped in India with Sun Pharma recently launching its own product. The dementia drugs market in India is estimated to have grown from about Rs200m in 2004 to about Rs1500m in 2007.



Source: Win-Medicare; Cygnus Research

Outlook

The market for products for Alzheimer's disease and Parkinson's disease is set to more than double in size over the coming decade. The growth of these therapy areas will be affected by a range of factors such as the aging of the global population and more accurate diagnosis will foster market increases; vaccines and neuro protective therapies will also play a role in the development of the Alzheimer's market; growth in the Alzheimer's market will be driven by the launch of new types of drugs including GABA receptor modulators, anti-amyloid protein agents and nicotinic and cholinergic receptor agonists. payers' resistance to increasing healthcare costs will stimulate the growth of generics, as well as budget caps, price limits and non-approvals of expensive treatments across the neurodegenerative disease market; and nevertheless, new products will enter this market at a premium relative to their effectiveness when compared with established treatments.

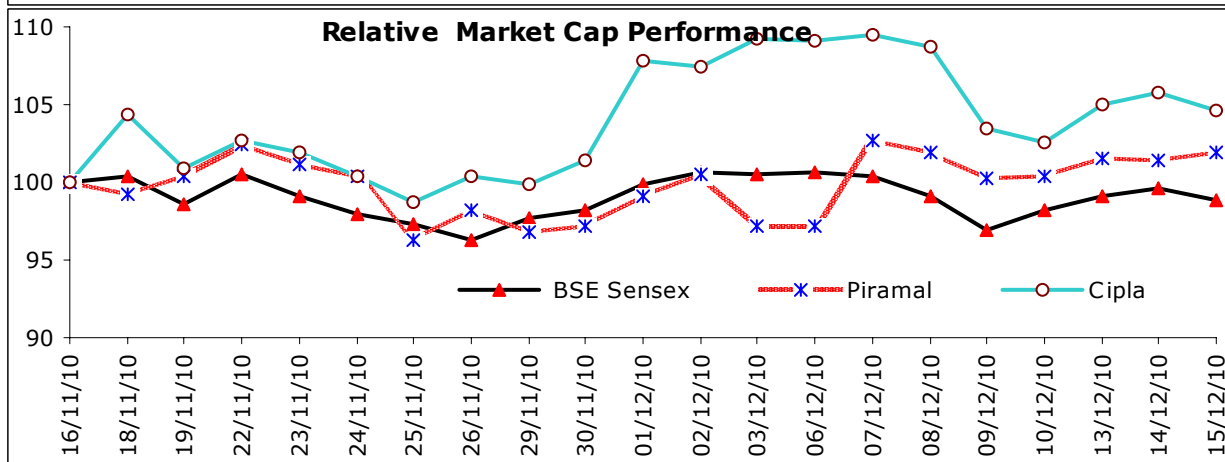
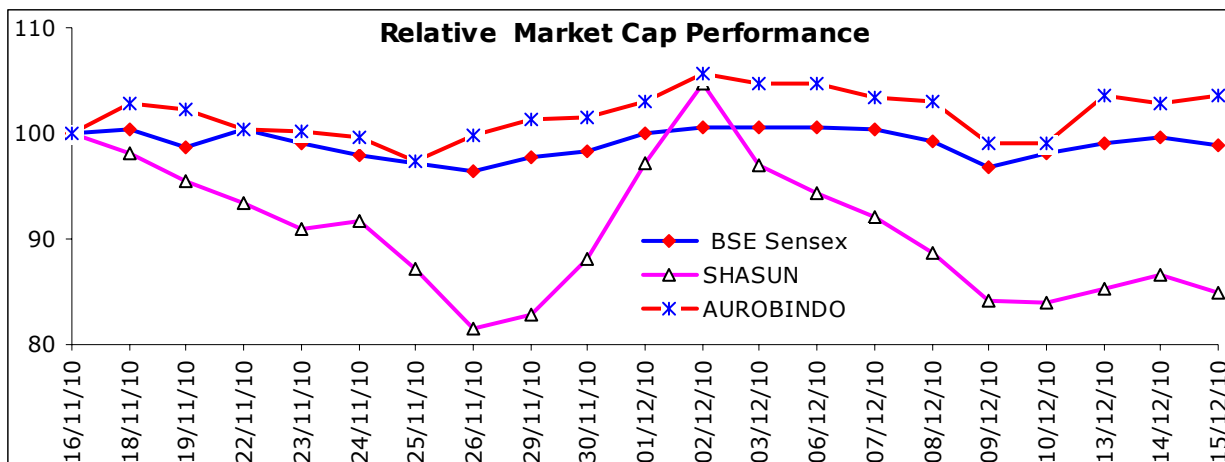
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Stock Scan



Source: BSE India; Cygnus Research

Index	1st Week (16-24 Nov 2010)			2nd Week (25th Nov - 1st Dec 2010)		
	Opening	Closing	Var (%)	Opening	Closing	Var (%)
BSE (points)	19865.14	19459.85	-2.04	19,318.16	19,850.00	2.75
Cipla (Rs)	338.95	340.05	0.32	334.70	365.35	9.16
Piramal (Rs)	453.50	455.20	0.37	436.75	449.40	2.90
SHASUN (Rs)	71.25	65.40	-8.21	62.05	69.20	11.52
AUROBINDO (Rs)	1230.55	1226.25	-0.35	1198.90	1268.55	5.81

Index	3rd Week (02nd - 8th Dec 2010)			4th Week (9-15 Dec, 2010)		
	Opening	Closing	Var (%)	Opening	Closing	Var (%)
BSE (points)	19,992.70	19,696.48	-1.48	19,242.36	19,647.77	2.11
Cipla (Rs)	364.05	368.70	1.28	350.55	354.40	1.10
Piramal (Rs)	455.60	462.40	1.49	454.85	462.25	1.10
SHASUN (Rs)	74.60	63.15	-15.35	59.90	60.45	0.92
AUROBINDO (Rs)	1299.35	1267.70	-2.44	1219.70	1275.05	4.54

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Regulatory Issues

INTERNATIONAL

Egypt Easing Pharmaceutical Registration Procedures

Legal wrangling over a new pricing plan for Egypt pharmaceuticals has not dampened confidence in the sector, with rising domestic demand expected to ensure robust profits over the next decade. The Ministry of Health (MoH) introduced a new drug-pricing regime under which brand-named drugs were priced 10% lower than the cheapest rates in other countries, while generic drugs were priced between 40-70% of the rates for corresponding brand-named pharmaceuticals. The reform would lower costs for Egyptian consumers, a non-governmental organisation called the Egyptian Initiative for the changes were unconstitutional as would Egypt pharmaceuticals would raise prices and deprive Egyptians of the right to healthcare. The reforms promise easier registration procedures.

Novartis makes US\$500m investment in Russia

Novartis is planning to invest US\$500m in Russia over the next five years, in a programme which will include the construction of a large-scale pharmaceutical manufacturing plant in St Petersburg. The Swiss drug maker recently outlined plans to strengthen its commercial position in fast growing emerging markets, particularly the BRIC market countries – Brazil, Russia, India and China. Novartis decision comes at a time when Russia's economy is staging a recovery, with the growth forecast of 4.3% in 2011 helped by increasing government spending ahead of parliamentary and presidential elections in the next two years. Novartis manufacturing plant will make both generic and branded medicines and is due to start construction in 2011. The facility will be able to produce around 1.5 billion units of medicine every year. Novartis will pursue R&D collaborations and public health initiatives in Russia. Having made a commitment to double its spending on clinical trials in Russia, the company expects to enrol approximately 4,000 individuals into studies by 2013.

Watson Announces Novel Oral Contraceptive Approval

Watson Pharmaceuticals has approval of a novel oral contraceptive product – the first and low dose oral contraceptive to combine 0.8 mg norethindrone and 0.025 mg ethinyl estradiol in chewable form, with four 75 mg ferrous fumarate (iron) placebo tablets. Taken orally, once daily, the product is proven effective in lowering the risk of pregnancy. Watson new oral contraceptive is a novel alternative to currently available birth control pills. This pill unique dosing combination and proven 24-day, active hormone regimen is intended to provide users with a low level of breakthrough bleeding and short, light, predictable periods. The approval of the oral contraceptive further strengthens Watson robust and expanding branded Women's Health portfolio. The product is an important addition to the oral contraceptive category, and that its characteristics will make it a desirable choice for women. The novel contraceptive product, licensed from a subsidiary of Warner Chilcott plc, will be actively marketed to physicians by Watson's Global Brands division beginning in the second quarter 2011.

Alpen Capital projects strong growth for the GCC pharmaceuticals sector

The GCC Pharmaceuticals Industry projects a sharp increase in the healthcare needs in the coming years, primarily lead by growing and ageing population and a rise in chronic non-communicable lifestyle diseases. This coupled with favourable government policies is expected to drive growth in the pharmaceuticals sector in the region. Some other factors boosting the sector growth include mandatory medical insurance for employees as well as increasing health awareness. GCC Pharmaceuticals Industry highlights the opportunity for private sector participation especially as local manufacturing is limited and not enough to meet the growing demand.

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DIA Launches New Regulatory Affairs Certificate Program

DIA has launch of its Regulatory Affairs Certificate Program. The Regulatory Affairs Certificate Program is the fourth certificate program developed by DIA. DIA Regulatory Affairs Certificate Program provides comprehensive training on current regulations and the practical application to the development and commercialization of pharmaceutical, biotechnology, medical device, and related health care products.

NATIONAL

Centre allows tax benefits for manufacturing new formulations in tax holiday states

Hundreds of pharma units in the tax holiday states like Himachal Pradesh and Uttarakhand will be able to avail the tax benefit for manufacturing new formulations and can add new plant machineries as the Union finance ministry has come out with a clarification allowing the units to take tax benefits for these facilities, even though the tax holiday regime has come to an end in these states. The industry on the tax status of new products produced after the cut-off date using the plant and machinery installed before the cut-off date, the central board of excise and customs has clarified that the pharma units in these states can manufacture new formulations and can take tax benefits on it. When the tax holiday scheme came to an end in these states, the industry had sought clarification from the government on issues of availability of tax benefits under the situations such as: where a units starts producing some new products after the cut-off date using the plant and machinery installed before the said cut-off date and without any further addition to the plant and machinery.

Rise in sick SSIs, access to drugs from websites help thrive spurious drugs sales

Increasing number of sick small scale pharma units, fragmented drug control department, lack co-ordination between various agencies, growing number of outlets in the pharmacy retail segment, sale of drugs through internet by unauthorized/illegal web sites, are factors which contribute to the presence of spurious and counterfeit drugs in India. Spurious drug manufacture and marketing is a global phenomenon and India is no exception. Counterfeiting of commercial products has been in existence for a long time and viewed as a remunerative trade. Its implications are serious when it is in large volumes and high value drugs. In India, trade of spurious drugs exists due to tardy court procedures, trivial punishments, easy to seek bail on offences.

Health ministry to amend D&C Act to strengthen rules for clinical trials, medical devices

The Union health ministry has started the process of further amendments to the Drugs and Cosmetics Act to streamline the rules in the clinical trials and medical devices segment in the country. Redrafting of the D&C Act in the regard is in an advanced stage and the ministry proposes to introduce the amendments in the next session of Parliament for its final nod, it is learnt. The entire process is being done by the ministry according to the recommendation of the Mashelkar Committee, which had recommended an overhaul in the Act to make it more effective. Apart from other administrative changes like the creation of a Central Drug Authority (CDA), had recommended to the government to make the punishment for manufacturing and marketing of spurious drugs more stringent.

NPPA hikes prices of 3 bulk drugs; revises conversion costs, packaging charges

The National Pharmaceutical Pricing Authority (NPPA) has hiked the prices of three bulk drugs, including vital human insulin which went up by over 16%. The price regulator revised conversion cost, packaging charges and process loss of materials. The price regulator, human insulin price has been fixed at Rs3950134 per kg which is likely to make insulin brands in the market and the treatment of diabetes costlier. The earlier price fixed in September, 2008, for human insulin was Rs3396087 per kg and thus it has gone up by another Rs554047. The price of cefotaxime sodium (sterile) went up marginally. The new price fixed by the agency is Rs7025 per kg, against Rs6805 fixed in August, 2008. This bulk drug also became costlier by around 3%. In the case of aspirin, the NPPA has hiked it from Rs148, fixed in July 2010, to Rs173 per kg.

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CDSCO planning three more sub-zonal offices at Goa, Indore, Guwahati

The Central Drugs Standard Control Organisation (CDSCO) will set up three more sub-zonal offices at Goa, Indore and Guwahati. Besides, another pharma zone is being set up at New Delhi airport and it has created new sub-zonal offices at Jammu, Chandigarh, and Bangaluru. The Health Ministry listing the achievements of the CDSCO, CDSCO has opened offices for zonal/laboratories at Mumbai, Hyderabad, and Chandigarh and established pharma zones at Hyderabad Airport, during the year of 2010. It has initiated steps to set up three more sub-zonal offices at Goa, Indore and Guwahati. More than 100 import licenses were cancelled for violations of conditions of licence and the CDSCO conducted raids along with CBI in Tamil Nadu, Madhya Pradesh and Maharashtra, to unearth spurious drugs.

Efforts on way to make IP at par with other global pharmacopoeia bodies

Indian Pharmacopoeia Commission (IPC) and World Health Organisation (WHO) had jointly organised a two day collaborative workshop-cum-symposium on the challenges and opportunities in compliance of current standards prescribed in IP 2010. The two day event was aimed at educating and spreading awareness amongst the stakeholders regarding the importance of IP standards and the implementation for ensuring quality of medicines, process of monographs development and the interpretation and facilitation of procurement of candidate reference materials through the stakeholders. IPC emphasised the need for implementation of current standards of IP and issues related to reference standards. The house aware wanted to make IPC as 24-hours working institution. During two days of deliberations, experts and the participants showed their keen interest in IP related matters.

NDSA formed to help SMEs to accelerate vaccine development through assistance

With a view to accelerate the ongoing vaccine grand challenge programme, the Ministry of Science and Technology has launched some new initiatives including creation of a separate management unit and a National Development (clinical) Service Agency (NDSA), which primarily aim to help the SMEs. The grand programme operational for development of vaccines against cholera, typhoid, rabies, malaria, dengue, and tuberculosis with the involvement of public sector units and private hospitals. A separate management unit has been set up with a chief executive officer to coordinate the programme. In addition, NDSA has been established to promote pre-clinical and clinical development of health technologies and products generated, in terms of providing expertise for pre clinical services, clinical trials and regulatory advices through Indian partnership with global entity for SMEs, public funded institutions and not for profit organizations. The main objective of NDSA is to provide low cost and quality services for evaluating vaccines biotech products in a clinical trial set-up.

SPIC urges govt to bring law to bring cap on profit margins of all medicines

SME Pharma Industries Confederation (SPIC) has urged the government to bring in legislation to put a blanket cap on profit margins of all medicines irrespective of whether medicines are under DPCO or not as a measure for making available quality medicines at affordable prices. All medicines produced in India should carry MRP (maximum retail price) with 300% Maximum Allowable Post-manufacturing Expense (MAPE), which can easily be worked out by the National Pharmaceutical Pricing Authority (NPPA). This will slash medicine prices to 40% and will cease to make India the most lucrative 'mandi' for MNCs and save the SMEs who are the only willing partners in price control.

Industry urges PM to form task force to standardise norms for medicine procurement

The pharma industry has urged to constitute a task force to examine the entire gamut of drug procurement criteria of various government agencies such as Railways, SAIL, RITES, etc and some state governments to standardise norms in government procurement of medicines. The industry has standardisation of norms in government drug procurement will go a long way in making available good quality affordable medicines in the country, apart from providing stability to the Indian pharma sector, particularly the small and medium enterprises engaged in supplying such medicines thereby enabling them to perform better.

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Government be forced to buy DPT vaccine from private cost as PII product fails in quality

The Centre forced to buy DPT group of vaccine from private companies or import the same from foreign countries to fulfill the requirement of the country National Immunization Program next year. This is on account of the failure of Pasteur Institute of India at Coonoor to manufacture adequate quantity of the vaccine even after seven months of its attempt to produce the same. PPI has written to the Procurement Cell of the Union health ministry that it cannot supply the assigned quantity of DPT as two of the components, Diphtheria and Tetanus, are contaminated and found unfit for filling. One component of DPT namely Pertussis, has passed the test for quality and potency conducted in the laboratory. Central Research Institute (CRI) in Kasauli is the supplier from the public sector and it supplies less than the required quantity.

Pharma industry urges Government to extend PTUAS scheme to SSIs

The Department of Pharmaceuticals (DoP) is gearing up to launch the Pharmaceutical Technology Upgradation Assistance Scheme (PTUAS) for the medium scale pharma units to upgrade the units as per WHO-GMP, US FDA norms, the industry has urged the government to extend the scheme to the small scale pharma units. Urging the DoP to extend the scheme to the SSI, the industry has apprised the DoP several medium scale units has upgraded the units as per the WHO-GMP and other international standards, the scheme will be a huge success if it is extended to the SSIs. The industry has informed the government that more manufacturers will avail of the same if it is extended to SSIs, many of the medium scale units are complying with WHO GMP and it is the SSIs are not Schedule M complaint are interested to upgrade to WHO GMP if it is financially viable.

Medical devices to come under price control, NPPA to place them under new schedule

The National Pharmaceutical Pricing Authority (NPPA) is looking on the ways to keep a tab on the prices of medical devices included in the category of drugs, after its study found, the prices of these products varied wildly in the domestic market. The agency is looking at the different options including monitoring the prices go beyond the stipulated 10% annual increase for the medical devices as many of them have been included in the list of drugs, sources said. The NPPA is taking action against pharma companies if the prices of non-scheduled formulations go beyond the stipulated 10% increase in a year. The move is still on to bring in new regulations for the devices sector and possibility of including all devices under a new Schedule, the agency is still in discussion with other agencies concerned, it is learnt

DoP to set up Rs20 billion VC fund to encourage drug development

In an attempt to support and encourage the drug development in the country, the Department of Pharmaceuticals (DoP) will soon set up a Rs20 billion Venture Capital (VC) fund. Initially the government would start the project with around Rs5 billion. The proposed VC fund is in its conceptual stage at present will start on as soon as the DoP sets up the national authority. DoP are in the process of setting up a national authority, will be in place in two to three months. DoP will start working on various DoP initiatives have outlined, VC fund for drug development is one among them. This initiative is to provide financial aid to the pharma companies interested in drug development. Setting up of venture capital fund is to address the lack of early stage venture capital in the country for drug development

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Upcoming Events

1.	Event	Medizin Expo
	Date	Jan 28-30, 2011
	Venue	Stuttgart Neue Messe Stuttgart, Germany
	Highlights	It will be to bring together the manufacturers and suppliers of process plant and equipment, for this growing industry, all under one roof. The exhibition will provide an excellent platform for service providers to showcase their products and services to decision makers from leading Pharmaceutical manufacturers.
	Contact Details	Messe Stuttgart International, Am Kochenhof, Stuttgart, Germany Tel:+(49)-(711)-2589550; Fax:+(49)-(711)-2589555
2.	Event	Pharma Con Davos
	Date	Feb 06-11, 2011
	Venue	Davos Congress Centre Davos, Switzerland
	Highlights	It will bring together the manufacturers and suppliers of process plant and equipment, for this growing industry, all under one roof. The exhibition will provide an excellent platform for service providers to showcase their products and services to decision makers from leading Pharmaceutical manufacturers.
	Contact Details	Wuv (werbe- Und Vertriebsgesellschaft Deutscher Apotheker Mbh), Carl-Mannich- Strasse 26, Eschborn, Germany Tel:+(49)-(61)-96928404
3.	Event	International Conference on Drug Discovery & Therapy
	Date	Feb 07-10, 2011
	Venue	Dubai Mens College, Dubai, United Arab Emirates.
	Highlights	International Conference on Drug Discovery and Therapy is the second major international conference and exhibition of this series, which aims to present cutting edge advances in various disciplines of drug design and discovery that have been recently achieved.
	Contact Details	Eureka Science Limited, P.O. Box 7917, Saif Zone, Sharjah, United Arab Emirates. Tel:+(971)-(6)-5571132; Fax:+(971)-(6)-5571134
4.	Event	Pharmac India
	Date	Feb 12-14, 2011
	Venue	Gujarat University Exhibition Hall, Ahmedabad, India.
	Highlights	Pharmac India is recognized as a focused exhibition for Pharma and Health care industry. It is 3 days exhibition which is aiming towards highlighting varied related medical products. It will prove to be a large hub of reputed professionals from pharmaceutical formulation, herbal products, veterinary drug, medical and disposal, pharmaceutical machinery and many other sectors.
	Contact Details	Orbitz Exhibitions Private Limited Navyug Industrial Estate, T. J. Road, Sewree, Mumbai, India Tel: +(91)-(22)-24102801; Fax: +(91)-(22)-24102805
5.	Event	Pharma World Expo
	Date	Feb 23-26, 2011
	Venue	Bombay Exhibition Centre(BEC) Mumbai, India
	Highlights	It is one of the foremost shows for pharma and biotech industry. It will prove to be one of the largest exhibition and conference for chemical and pharma industry. Vesting on an area more than 30,000 square meters.
	Contact Details	Chemtech Foundation26, Maker Chambers VI Nariman Point, Mumbai, India Tel:+(91)-(22)-22874758; Fax:+(91)-(22)-22870502

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6.	Event	Bio Pharma Asia Convention
	Date	Mar 28-31, 2011
	Venue	Marina Bay Sands Singapore Singapore, Singapore
	Highlights	It is uniquely positioned as Asia's only exhibition that showcases leading technocrats, solution and service suppliers across the entire value chain of the bio Pharma industry in Asia.
	Contact Details	Terrapinn Pte Limited, Wren House, 43 Hatton Garden, London, United Kingdom; Tel:+(44)-(20)-70921000; Fax:+(44)-(20)-72421548
7.	Event	Biologic Manufacturing World Asia
	Date	Mar 29-30, 2011
	Venue	Marina Bay Sands Singapore Singapore, Singapore
	Highlights	The conference aims at bringing together the global and Asian professionals of biopharma industry, so that they can share their experiences related to biologic manufacturing technology applications and outsourcing strategies. Be a part of this 4th Annual biologic manufacturing world Asia 2011 and learn to implement effective bioprocess strategies. It will focus on topics like best upstream and downstream processing to gain operational excellence, manufacturing advancements of biosimilar and vaccine production, future of biologic manufacturing facility designs and others. Be a part of this biopharma conference and get to know about the latest trends in pharma sector.
	Contact Details	Terrapinn Pte Limited, Wren House, 43 Hatton Garden, London, United Kingdom; Tel:+(44)-(20)-70921000; Fax:+(44)-(20)-72421548
8.	Event	Bangalore Bio
	Date	May 04-06, 2011
	Venue	TBA Bengaluru, India
	Highlights	It will offer an unrivalled opportunity in Asia Pacific region to meet with the who's who of the Biotech world in one place at one time, nearly over 600 delegates, 72 speakers, 150 exhibitors participated in this event.
	Contact Details	M. M. Activ, Bangalore, UNI Building, Thimmaiah Road, Millers Tank Bund, Bengaluru, India Tel:+(91)-(80)-41131912; Fax:+(91)-(80)-41131914
9.	Event	Integrative Healthcare Symposium
	Date	Mar 04-06, 2011
	Venue	New York Hilton Hotel New York, United States Of America
	Highlights	It is the only exhibition organized under the auspices of the Ministry of Health and in cooperation with the Physicians Association. With a constantly updated visitor and potential participant database and active PR campaign a large number of specialized visitors are guaranteed.
	Contact Details	Diversified Business Communications, 121, Free Street, P.O. Box 7437, Maine, United States Of America Tel:+(1)-(207)-8425500; Fax:+(1)-(207)-8425503
10.	Event	Health Industry Show
	Date	Mar 16-18, 2011
	Venue	Tokyo International Exhibition Center (Tokyo Big Sight) Tokyo, Japan
	Highlights	It is by far the largest and most important exhibition and conference serving this rapidly growing market and attracts a huge audience of buyers and health industry professionals.
	Contact Details	CMP Japan Company Limited, Kanda 91 Building, 1-8-3, Kaji-Cho, Chiyoda-Ku, Tokyo, Japan Tel:+(81)-(3)-52961020; Fax:+(81)-(3)-52961010

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11.	Event	ASITECH
	Date	Dec 15-20, 2010
	Venue	All India Institute of Medical Sciences (AIIMS) Campus New Delhi, Delhi, India
	Highlights	It is an International exhibition for Medical Technology industry in India. The event will provide executives who will provide any help for the exhibitors and meet their additional requirements. The event will attract Healthcare professionals and Key Decision Makers from all major Government, private sector and corporate hospitals from India and neighbouring countries.
	Contact Details	Association of Surgeons of India, Room No. 5010C, Teaching Block, Ansari Nagar, New Delhi - 110 029, India. Tel: +(91)-(11)-26593460
12.	Event	SouthEast Asian Healthcare & Pharma Show
	Date	Mar 29-31, 2011
	Venue	Kuala Lumpur Convention Centre (KLCC) Kuala Lumpur, Malaysia
	Highlights	It is a landmark event which is characterized as South East Asia's only dedicated event. The B2B event is said to connect various professionals from international medical fraternity. Various distributors, importers and others glance over latest dental equipment, surgical products, and wellness equipment among others and enter into trading deals.
	Contact Details	ABC Exhibitions, No.8, 16/6C, 46350, Petaling Jaya, Malaysia. Tel: +(60)-(3)-79546588; Fax: +(60)-(3)-79542352
13.	Event	Healthcare Ireland
	Date	Apr 05-06, 2011
	Venue	Royal Dublin Society Main Hall Complex Dublin, Ireland
	Highlights	It is designed to fill that gap by creating an environment for the presentation of advances in healthcare achieved through the application of science, technology and best practice in products, equipment, works and services. This is achieved by means of a series of conference presentations by key practitioners and suppliers and a major exhibition.
	Contact Details	Step Exhibitions Limited, Step House, North Farm, Tunbridge Wells, United Kingdom. Tel:+(44)-(1892)-518877; Fax:+(44)-(1892)-518811
14.	Event	Medical Device & Technology Test Expo
	Date	Feb 08-10, 2011
	Venue	Cologne Exhibition Centre, Cologne, Germany.
	Highlights	Medical Device & Technology Test Expo delivers, for the first time ever, the full range of test and evaluation equipment, together with solutions and service providers, all under one roof. Everything you need for a unique and completely test relevant trade fair.
	Contact Details	Total World Media Ltd10 Dunley Hill Court, Ranmore, Dorking, UK, Dorking, United Kingdom. Tel:+(+44)-(1306)-803030