



Inside the Issue

- In Focus: MNCs to Dominate the Indian Pharma Industry
- News Brief
- Product Focus – Gatifloxacin
- Stock Scan
- Regulatory Issues
- Upcoming Events



In Focus: MNCs to Dominate the Indian Pharma Industry

Introduction

India is one of the most interesting emerging economies when it comes to opportunities in the pharmaceutical sector. Mergers and acquisitions have always been a favorite of the industry. With the easy availability of capital, increased global interest in India's research and development capability, the country's pharmaceutical industry offers a good climate for mergers and acquisitions. Easy availability of investment capital and increasing R&D capabilities are major factors attracting global players for mergers and acquisitions (M&As) in the Indian Pharma sector. Other factors such as change in lifestyles, a greater per capita expenditure on medicines, higher process and re-engineering skills, low manufacturing costs and quick adaptation to new technology would also help the country to position itself as a preferred manufacturing destination.

MNCs to Dominate the Indian Pharma Industry

Most of the big Pharma companies in India are facing or likely to face patent challenges for their blockbuster products in near future. In this backdrop, the companies began looking at M&As and licensing deals to make up for the loss of revenues that will arise with the loss of patent exclusivity of key products. The acquisitions of large domestic Indian pharmaceutical companies by global Pharma majors are expected to gain momentum gradually. More strategic collaborations between Indian and global Pharma companies, particularly in the generics market are likely to be observed in the near future. The number of high profile M&As of Indian Pharma companies will significantly grow with the increase in valuation of the domestic companies. This will possibly happen, as the local players face more cut-throat competition both in Indian and international markets, squeezing their profit margins.

So far, India has witnessed five major Pharma deals starting from Ranbaxy – Daiichi Sankyo, Dabur Pharma – Fresenius, Matrix – Mylan, Orchid – Hospira and Abbott – Piramal (see Table 1.1).

A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

Table 1.1: Major Overseas M&A in Indian Pharma Sector

| S. No. | Global Pharma Company | Domestic Pharma Company | Year | Transaction Details | Transaction Value |
|--------|--|--------------------------------------|------|--|-------------------|
| 1. | Hospira, US | Orchid Chemicals and Pharmaceuticals | 2010 | The US firm acquired Orchid Chemical's generic injectable Pharma business. | US\$0.4 bn. |
| 2. | Sanofi Aventis, France | Shantha Biotechnics | 2009 | Sanofi's vaccine unit, Sanofi Pasteur, acquired a subsidiary of French bioindustrial group Merieux Alliance, ShanH, which owns a majority stake in Shantha Biotechnics | US\$0.55 bn. |
| 3. | Daiichi Sankyo, Japan | Ranbaxy Laboratories Ltd. | 2008 | Daiichi Sankyo acquired 35% stake in Indian generic drug maker Ranbaxy the largest ever deal in Indian Pharma industry | US\$4.6 bn. |
| 4. | Abbott Laboratories, US | Piramal Healthcare | 2008 | Dubbed as the second largest deal in Indian Pharma market, Abbott Laboratories acquired the chemical solution business from Piramal Healthcare Ltd. | US\$3.7 bn. |
| 5. | Fresenius Kabi (Singapore) Pte., Singapore | Dabur Pharma Ltd. | 2008 | Dabur Pharma Ltd, one of the country's anti-cancer drug makers, sold off a total 73.3% stake in the company to the Singapore unit of Germany's Fresenius Kabi AG. | Rs11.99 bn. |
| 6. | Mylan Laboratories Inc., US | Matrix Laboratories Ltd. | 2006 | Mylan acquired a majority stake of up to 71.5% in India's drug ingredients maker Matrix Laboratories Ltd. | US\$0.74 bn. |

Note: Year indicates the year in which the transaction is completed

These Pharma multinationals are likely to dominate the Indian market soon, controlling nearly 50% of the US\$9.5 billion domestic retail drug market. This will result in steep hike in prices of medicines. Though prices of existing medicines may not necessarily go up immediately, there would be a phase wherein more expensive products will start flooding the market. Another likely consequence of mergers & acquisitions in the Pharma sector is elimination or total marginalization of small and medium enterprises in the industry. With big Indian companies being acquired by MNCs, the combined market share of just six MNCs has risen to whopping 25%. As these acquisitions are happening in the area of medicines, it can have several implications for the common people as well. Big Pharma dominance will lead to a rise in patented molecules.

In addition to consolidation in the domestic industry and investments by the US and European firms, the wave of mergers and acquisitions by Indian companies has driven an era of the "Indian Pharmaceutical MNC". After navigating the learning curve through partnerships and alliances with global pharmaceutical firms, Indian pharmaceutical companies have now moved up a step in the value chain and are looking at inorganic route to growth through acquisitions. Many top and mid tier Indian companies are building up critical mass in International markets.

A joint Initiative by IPA and Cygnus to enable Pharma Professionals to be more successful

2

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

In the globalised economy, such type of business consolidation initiatives is inevitable. Domestic Indian companies across industries are also on the prowl for suitable global targets. The Indian Pharma industry is no exception. While no one disputes the fact that such M&As could help provide synergies between innovator and generic manufacturers, thereby helping Indian companies as well as the economy at large, the concerns regarding potential competition distortions and abuse of future dominance remain unanswered.

A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

3

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Amcerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com



News Briefs

MARKETING

Americas

Washington: Scolr Pharma enters into global marketing deal with RedHill Biopharma

Scolr Pharma, Inc has entered into licensing agreement with RedHill Biopharma Ltd an Israeli corporation, granting the latter the worldwide rights to market and sell ondansetron tablet formulations based on Scolr's proprietary extended delivery technology (CDT). Under the terms of the Licensing Agreement, RedHill has agreed to make up front and additional payments to Scolr up to US\$0.6m based on achievement of certain regulatory milestones and the first commercial sale of the product and thereafter make payments to the company up to maximum of US\$30m based on the aggregate net sales by RedHill of the licensed product over ten year period.

NewYork: Ventas to acquire Lillibridge Healthcare Services

Healthcare real-estate investment trust Ventas Inc announced that it will acquire privately held Lillibridge Healthcare Services Inc to expand its medical office buildings and ambulatory facilities in a deal valued between US\$300-400m. The deal is expected to modestly add to Ventas 2010 normalized funds from operations per share after transaction-related costs would give the company the management or ownership of 154 medical office buildings over 8.4m square feet in 20 states. Currently, the assets to be acquired are primarily financed with pre-payable secured debt, most of which is expected to be repaid at or following closing.

Asia-Pacific

India: Ranbaxy launches antiplatelet agent Prasugrel in India

Ranbaxy Laboratories has launched a generic version of Prasugrel in India. The product, called Prasita, is an antiplatelet agent for the prevention of atherothrombotic events in patients with acute coronary syndrome undergoing percutaneous coronary intervention. Prasita is solely marketed by Ranbaxy in India. The launch of two top flagship products olmesartan medoxomil and prasugrel by Ranbaxy shows company serious commitment to India, and company will continue to explore further collaborations leveraging the Hybrid Business Model.

India: AstraZeneca to step up operations in Asia and is looking for partnerships in India

AstraZeneca is to step up its operations in Asian region and the company is looking for potential opportunities to partner, particularly with Indian Pharma majors. The UK based multinational which has its presence in 100 countries including India invested around US\$20m to carry out its research on drug resistant TB and malaria. Companies are looking at expanding their reach to other countries and reducing company assets in U.S.

India: AIOCD Pharma Awacs to launch 2 more products to help reach distribution channel

The AIOCD Pharmsofttech AWACS is to offer the Pharma companies more simplified online tools to reach the bottom level of the drug distribution channel. The company is planning to launch an online tool by name Stockist Monitor to help the companies zero in on the right stockists that they can appoint in the market. Another product, by name Retail Reach, is used by the companies to communicate information about their latest products and offers abiding the existing rules to the retailers in various parts of the country online.

GSK gets conditional marketing approval in EU for pazopanib to treat RCC

GlaxoSmithKline (GSK) has granted a conditional marketing authorisation for Votrient (pazopanib) for the first-line treatment of advanced Renal Cell Carcinoma (RCC) and for patients who have received prior cytokine therapy for advanced disease. The US Food and Drug Administration (FDA) approved the use of Votrient (pazopanib) as a treatment for patients with advanced RCC.

A joint Initiative by IPA and Cygnus to enable Pharma Professionals to be more successful

4

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Indian APIs flying high in global market

Active Pharma Ingredient (API), the main ingredient in Pharmaceutical product is responsible for the potency and efficacy of a drug and at the same time for the major portion of overall costs of a drug. Companies need to look for high quality and cost-effective APIs. Qualitative API will produce drugs with superior quality enabling the company to pass through the Food and Drug Administration (FDA) approval process with relative ease, while reducing the cost of manufacturing and increasing margins.

Australia: RPT-Tenet says in talks to buy Australia's Health scope

U.S. hospital operator Tenet Healthcare Corp (THC.N) announced that it is in talks to buy Health scope Ltd (HSP.AX), Australia's second-largest chain of private hospitals. Health scope owns 43 hospitals, representing 15% of Australia's private hospital market, and is the country's third-largest pathology business. While its talks are in preliminary stages, Tenet announced it is deviating from its policy of not commenting on possible acquisitions because of the recent volatility in its common stock. The potential acquisition would help boost its percentage of revenue from private insurance payers and improve its margins and growth rates.

India: Piramal Healthcare to buy BioSyntech's assets

Piramal Healthcare Limited has agreed to acquire the assets of Canadian biotechnology company BioSyntech, which develops novel products in regenerative medicine, for US\$3.82 billion. Piramal Healthcare Limited, one of India's largest pharmaceutical and healthcare companies announced the signing of a definitive agreement to acquire BioSyntech's assets. Piramal had subscribed to common shares of BioSyntech in FY2006, which then constituted 17% of equity of BioSyntech. By virtue of this investment, Piramal had exclusive marketing rights for the marketing, sales and distribution of current and future products of BioSyntech.

India: Manipal Health Systems Launches Home Health Services

Manipal Health Systems launched 'Manipal Homecare' a home healthcare service which will provide comprehensive medical services on call, in the comfort and privacy of people's homes. This will be made available presently through the group's hospitals at Bangalore, Mangalore and Manipal. Recovering patients who need regular check-ups, children, elderly patients, and those who find it inconvenient to commute to the hospital can avail these services. In order to provide the best possible medical care at home and avoid unnecessary delays, mobile units will be stationed across the city with a professional team comprising a registered nurse, trained nursing assistant and a staff trained to do CPR. Certain mobile teams will also include a physiotherapist.

India: Alchemist Hospital Launches Hypertension Clinic

Alchemist Hospitals, a super and multi-specialty hospital, has launched a hypertension clinic to screen, detect, and check the growing incidence of hypertension. Alchemist Hospital has initiated the service of hypertension clinic to provide specialized information and care through screening, evaluation and treatment of people getting enrolled in the clinic. The package offered will include the relevant investigations at a discounted price. The Clinic will also help people identify their body mass index and the presence of any risk factors in advance, for which timely corrective measures can be taken.

Europe

London: GSK gets EU authorisation for new therapeutic indication for Tyverb

GlaxoSmithKline (GSK) confirmed that the European Commission (EC) has granted a variation to the conditional marketing authorisation for Tyverb (lapatinib) for new therapeutic indication. Tyverb, in combination with an aromatase inhibitor, is indicated for the treatment of post-menopausal women with hormone receptor-positive, HER2 (ErbB2) over-expressing metastatic breast cancer and for whom chemotherapy is currently not intended. The patients in the registration study were not previously treated with trastuzumab or an aromatase inhibitor.

A joint Initiative by IPA and Cygnus to enable Pharma Professionals to be more successful

5

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Germany: t2cure's Buerger's disease drug t2c001 receives orphan drug designation

T2cure GmbH has granted orphan drug designation to t2c001 for the treatment of Buerger's disease. The company has concurrent application in Europe the EMA's Committee for Orphan Medicinal Products recently recommended t2c001 for orphan designation to the European Commission. Buerger's disease, or thromboangiitis obliterans, is a rare and severe disease affecting the blood vessels of the legs and arms. t2c001 is an autologous cellular therapeutic, consisting of stem cells derived from the patient's own bone marrow. The treatment is designed to enhance the body's limited capability to restore blood flow in ischemic tissue by improving neovascularization.

Finland: Medi Sapiens receives US\$1m investment for first ever personalized cancer

MediSapiens, world's first software company for personalized cancer medicine in oncology clinics and drug development, completed US\$1m seed round investment from Veraventure, ETFIII advised by Eqvitec Partners, VIT Ventures and Lifeline Ventures. MediSapiens is based on scientific research at the VIT Technical Research Centre of Finland and its collaborators. It hosts world's largest unified gene expression database of human tissues and diseases. This enables scientists to understand the role of human genes in health and disease to be applied in helping oncologists in choosing optimal treatments and biopharmaceutical companies in developing next generation personalized medicines.

South Africa: Life Healthcare buys Hospital

South African private hospital group Life Healthcare has bought a 102-bed hospital, expanding its domestic network ahead of a high-profile stock listing. The company plans to raise US\$1 billion through a public offering on the Johannesburg Stock Exchange. The company has declared that it is considering further expansion, including into India and Turkey. The company announced the acquisition of Bayview Private Hospital in Mossel Bay, in South Africa's Western Cape, bringing its total to 63 private hospitals in South Africa.

Medi Clinic launches US\$186m

South Africa's Medi-Clinic Corp Ltd plans to raise US\$186m rights offer to fund expansion in Switzerland, where it runs the country's biggest private hospital group. Med-Clinic, which also runs hospitals in Namibia and South Africa, will sell nearly 60m shares. Medi-Clinic also plans to increase its beds in Switzerland by 7.4 % to 1,466 beds and will build a new radiology and radiotherapy centre at one of the hospitals. South African investment firm Remgro, Trilantic Capital Partners, which together have a 53% stake in Medi-Clinic have agreed to subscribe to the issue.

INVESTMENTS**Asia-Pacific****India: DoP plans Pharma Park for North-East region, NIPER Guwahati project completed**

The Department of Pharmaceuticals (DoP) has planned a few projects to give further boost to the pharmaceutical industry in North East region in the coming years after its successful launch of NIPER like institute. The state Government of Assam and the Centre have completed the formalities to set up a pharma park in Guwahati in respect of small scale units for the manufacture of pharma products. On the grounds of existing benefits the manufacturers could enjoy the park which is expected to make a good draw of units especially those in the small scale sector.

Cipla to invest over Rs3 billion to acquire two biotech companies in India and China

The board of directors of Cipla, the third largest pharma company in India with consolidated net sales of over Rs53.50 billion has approved to invest in two biotech companies in India and China. The total investment is estimated to be about US\$65m in phased manner for over a period of 3 years. It is acquiring 40% stake in a biotech company based in India through subscription of fresh shares of the company and is setting up a state of the art facility for biosimilar products in Goa. Cipla has rights to market all biosimilar products of the company in India and in the international markets.

A joint Initiative by IPA and Cygnus to enable Pharma Professionals to be more successful

6

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Mergers & Acquisitions

Americas

San Diego: Cadence Pharma to acquire Incline Therapeutics

Cadence Pharmaceuticals, Inc has focused on in-licensing, developing and commercializing proprietary product candidates principally for use in the hospital setting, announced that it has signed an agreement providing Cadence with an exclusive option to acquire Incline Therapeutics, Inc., a privately held specialty pharmaceutical company. The company simultaneously announced that it has closed US\$30m secured loan facility with Oxford Finance Corporation, Silicon Valley Bank and GE Financial Services Inc.

California: TransTech Pharma, Forest Lab enter diabetes drug license deal

TransTech Pharma, Inc and Forest Laboratories, Inc have entered into a license agreement for the development and commercialization of small molecule compounds discovered and developed by TransTech Pharma. These compounds are functionally liver-selective Glucokinase Activators (GKAs), which represent a novel class of glucose-lowering agents for the treatment of diabetes. Through the license agreement, Forest will provide to TransTech Pharma an upfront license payment of US\$50m.

New Jersey: Merck to expand business in South Africa, collaborates with MSD & Adcock

Merck has a strategic collaboration between MSD South Africa and Adcock Ingram, a publicly held South African company, to co-promote and distribute a number of established MSD products in South Africa. The products will be jointly promoted includes over-the-counter (OTC) products and selected prescription medicines currently registered in South Africa by MSD and Schering-Plough. The collaboration announced is part of Merck's long-term strategy of expanding our geographic presence which will position for leadership in emerging markets.

Europe

Paris: Sanofi-aventis, Nichi-Iko Pharma to form JV to develop generics in Japan

Sanofi-aventis and Nichi-Iko Pharmaceutical Co, Ltd (Nichi-Iko) has signed an agreement to establish a new joint venture, called sanofi-aventis Nichi-Iko K K, in order to develop a generic business in Japan. The new joint venture will be held at 51% by sanofi-aventis K K and at 49% by Nichi-Iko. In addition, sanofi-aventis will acquire 1,524,500 shares of Nichi-Iko, to be issued through a third-party allocation, and as a result will hold 4.66% of Nichi-Iko.

Spain: Grifols to acquire US-based Talecris Biotherapeutics for US\$3.4 billion

Grifols has signed a definitive agreement through which Grifols will acquire Talecris for a combination of cash and newly issued Grifols non-voting shares having an aggregate value of approximately US\$3.4 billion (€2.8 billion), creating a global leader of life-saving and life enhancing plasma protein therapeutics. The combination will create a vertically integrated and diversified international plasma protein therapies company, bringing together complementary geographic footprints and products, as well as increased manufacturing scale.

London: GSK acquires Argentine pharma firm Laboratorios Phoenix for US\$253m

GlaxoSmithKline plc (GSK) has acquired Laboratorios Phoenix S.A.C.yF (Phoenix), a leading Argentine pharmaceutical business, for a cash consideration of approximately US\$253m. Under the terms of the transaction, GSK will gain full ownership of Phoenix in a move to accelerate sales growth and further extend its pharmaceutical portfolio in Argentina and the Latin America region. By acquiring Phoenix Company will rapidly expand presence in the fast growing Argentine market. In addition, Phoenix's broad portfolio and rich pipeline of branded generics will enable to bring more medicines of value to patients in Argentina.

France: Sanofi-aventis to acquire US biopharma firm TargeGen for US\$560m

Sanofi-aventis has signed an agreement for the acquisition of TargeGen Inc a privately held US biopharmaceutical company developing small molecule kinase inhibitors for the treatment of certain forms of leukaemia lymphoma and other haematological malignancies and blood disorders. Under the

A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

7

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

terms of the agreement, sanofi-aventis will make an upfront payment of US\$75m upon closing of the transaction. Further milestones payments will occur at different stages of development of TargeGen lead product TG 101348. The total amount of all payments, including the upfront payment, could reach US\$ 560m.

France: Sanofi-aventis, Metabolex enter exclusive worldwide licensing pact for oral anti-diabetic

Sanofi-aventis and Metabolex has a global licensing agreement on MBX-2982, an oral agent, GPR119 receptor agonist, for the treatment of typeII diabetes. GPR119 receptor agonists (or G-protein coupled receptor 119) are found to exert the effects on glucose metabolism by dual mode of action affecting both insulin and GLP-1 (glucagon-like peptide-1) release. This innovative mechanism could offer improved glucose control over the existing oral diabetes therapies, with an additional potentially beneficial effect on weight.

Sweden: Diamyd Medical signs pact with Ortho-McNeil-Janssen to develop and commercialize

Diamyd Medical AB has signed an agreement with Ortho-McNeil-Janssen Pharmaceuticals, Inc. (OMJPI), a Johnson & Johnson company, to develop and commercialize the Diamyd diabetes therapy. The agreement relates to the development and world-wide commercialization of the GAD65 antigen-based therapy (Diamyd) for the treatment and prevention of type 1 diabetes and associated conditions. OMJPI will make an upfront payment of US\$45m, and under the terms of the agreement, it has the potential to receive additional development and sales milestone payments of up to US\$580m, as well as tiered royalties on future sales.

Asia –Pacific

India: Orchid to acquire US based marketing firm Karalex Pharma

Orchid Chemicals & Pharmaceuticals, a Chennai based Rs13 billion plus generic pharma company, has entered into an agreement to acquire Karalex Pharma. This acquisition will provide a strong commercial US-based sales capability to Orchid, paving the way for synergistic returns from our upcoming and long-term strategic generic pharmaceuticals pipeline comprising key first-to-file and Paragraph-IV products. This move also endows Orchid, for the first time, with a complete end-to-end coverage capability of the entire generic pharmaceutical business cycle from product development to product sales and would enable Orchid to internalize value.

TECHNOLOGY

EUROPE

Germany: Mettler Toledo launches advanced serialisation solutions to provide total brand

To help pharmaceutical manufacturers protect against counterfeiting and meet stringent regulations, Mettler Toledo Garvens introduces two serialisation solutions. The new XMV (Mark and Vision) is a compact and complete serialisation system while the XS2 MV (Mark and Vision) has serialisation and checkweighing capabilities. Mettler Toledo Garvens has developed compact serialisation systems that can be seamlessly integrated into all production lines with minimum production line reengineering. The two new systems provide full traceability to meet global serialisation, E-Pedigree and Track and Trace legal requirements, and are equipped with user security access for total control

Asia-Pacific

Japanese cos step up R&D expenditure

The Japanese pharmaceutical industry, second largest in the world, is moving ahead with extreme caution to overcome the new challenges posed by soaring R&D expenditure, drop in number of new molecules and increasing safety demands by the regulatory authorities. A wave of major patent expirations in and around 2010 are also expected to impact the margins of Japanese companies. The Japanese pharma industry is now focusing to spread their presence in the US, Europe and Asia.

A joint Initiative by IPA and Cygnus to enable Pharma Professionals to be more successful

8

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email:ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

FDA APPROVAL**BioSante Pharma receives Orphan Drug designation from US FDA for GVAX CML vaccine**

BioSante Pharmaceuticals, Inc has received Orphan Drug designation for GVAX CML Vaccine in the treatment of chronic myeloid leukaemia (CML) from the US FDA's Office of Orphan Products Development. Orphan Drug Act, is for a product to treat a rare disease or condition that affects fewer than 200,000 people in the US. Orphan drug designation qualifies the sponsor of the product for tax credits and seven years of marketing exclusivity, among other benefits. BioSante Pharma continues to develop vaccine portfolio in cooperation with the Johns Hopkins Sidney Kimmel Comprehensive Cancer Center.

APP Pharma gets US FDA nod to market Oxaliplatin lyophilized injection

APP Pharmaceuticals, Inc has received approval from the US Food and Drug Administration to market Oxaliplatin for Injection (lyophilized), 50 and 100 mg. APP currently markets Oxaliplatin for Injection (lyophilized) under a previously approved ANDA for Fresenius Kabi Oncology Limited are members of the Fresenius Kabi Group of companies. Oxaliplatin for Injection is therapeutically equivalent to the reference-listed drug Eloxatin, which is currently marketed by the innovator sanofi-aventis.

Salix Pharma seeks US FDA nod for Xifaxan for treatment of Non-CIBS

Salix Pharmaceuticals Ltd has submitted an efficacy supplement to NDA 21-361 for Xifaxan (rifaximin) 550mg tablets for the proposed indication of treatment of non-constipation irritable bowel syndrome (Non-C IBS) and IBS-related bloating. By regulation, the Food and Drug Administration (FDA) has 60 days to conduct a filing review to determine if the application is sufficiently complete to permit a substantive review.

Chiasma Octreolin, an oral treatment for acromegaly

Chiasma Inc. has granted orphan drug designation for Chiasma investigational new drug, Octreolin, an oral form of octreotide acetate that uses the company proprietary Transient Permeability Enhancer (TPE) technology for the oral treatment of acromegaly, a hormonal disorder that results from an excess of growth hormone. New Drug Application (NDA) is approved; Octreolin should qualify for seven years of market exclusivity, potential tax credits, and a waiver of the prescription drug user fee for the marketing application.

Synageva BioPharma SBC-102 gets US FDA orphan drug status to treat lysosomal acid

Synageva BioPharma Corp has granted orphan drug designation for SBC-102, the company's enzyme replacement therapy in development to treat Lysosomal Acid Lipase (LAL) deficiency known as Wolman Disease and Cholesteryl Ester Storage Disease (CESD), a condition for which there is currently no approved treatment. US orphan drug designation is granted to a product that treats a rare disease, a condition that affects fewer than 200,000 Americans

BMS & Alder Biopharma to present new data for antibody blocking

Tolera Therapeutics, Inc. has granted orphan drug status by the United States Food and Drug Administration (FDA) for TOL101 (anti-TCR murine monoclonal antibody, type IgM), for treatment of recent onset immune-mediated Type 1 diabetes mellitus (T1DM). Designation is granted for treatment of patients 16 years of age and younger with immune-mediated T1DM and preserved pancreatic β -cell function, commonly referred to as juvenile diabetes. These treatments can offset disease symptoms, or slow disease progression.

Abbott receives US FDA clearance for new FreeStyle blood glucosetest strips

Abbott has also received 510(k) clearance from the US Food and Drug Administration (FDA) for its new FreeStyle blood glucosetest strips. This test strips minimize interference during blood glucose testing and are designed to offer better testing experience. In a similar fashion to the FreeStyle Lite blood glucose test strips, the new FreeStyle test strips do not use the GDH-PQQ1 enzyme, which can be affected by common non-glucose sugars. The new FreeStyle test strips use a GDH-FAD2 enzyme which is unaffected by common non-glucose sugars, such as maltose or galactose, and minimizes the potential for other interference.

A joint Initiative by IPA and Cygnus to enable Pharma Professionals to be more successful

9

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Mylan receives US FDA approval for generic Procardia XL tabs

Mylan Inc. has received final approval from the US Food and Drug Administration (FDA) for its Abbreviated New Drug Application (ANDA) for Nifedipine Extended-release tablets USP, 30, 60 and 90 mg, the generic version of Pfizer's Procardia XL tablets, a treatment for angina and hypertension. Nifedipine tablets had US sales of approximately US\$234m for the 12 months ending March 31, 2010. Currently, Mylan has 137 ANDAs pending FDA approval representing US\$94.9 billion in annual brand sales.

US FDA approves Merck's Dulera inhalation aerosol to treat asthma

Merck has approved Dulera (mometasone furoate and formoterol fumarate dihydrate) Inhalation Aerosol, a new fixed-dose combination asthma treatment for patients 12 years of age and older. Dulera is not indicated for the relief of acute bronchospasm. It combines an inhaled corticosteroid (mometasone furoate) with a long-acting beta2-agonist (formoterol fumarate). Despite the advances made in the treatment of asthma in recent years, many patients may still not be well-controlled on their current therapies. Asthma control is an important treatment goal and Dulera provides a new option for physicians to help manage this chronic condition in appropriate patients

OPERATIONS

Europe

London: Rising health costs squeeze national budgets

Spending on healthcare in OECD countries is rising faster than economic growth. Given the urgent need to reduce their budget deficits, many OECD governments will have to make difficult choices to sustain their healthcare systems. The biggest spender on health was the United States, which spent 16% of its national output. This was well over double the US\$3,000 per person average of all OECD countries. Coupled with the effects of recession, rising costs have pushed health spending as a proportion of gross domestic product up to 9.0% in 2008 from 7.8 % in 2000, and that trend is set to continue and reduces unnecessary procedures and cut costs.

South Africa: Netcare workers begin strike

Africa's biggest private hospital group Netcare, which employs up to 4,000 nurses and administrative workers has launched a strike over pay, affecting nine hospitals throughout the country. The striking workers rejected an 8.25% wage hike from the private healthcare firm and demanded a 12% increment. The strike in five provinces including Gauteng, the country's commercial hub around Johannesburg, comes just over a week before the soccer World Cup started. South African hospitals are prepared for medical emergencies during the month-long tournament, which is expected to attract about 350,000 foreign visitors.

Asia Pacific

India: Apollo Hospitals plans to invest Rs5,000m

Apollo Hospitals plans to invest around Rs5000m to add 3,000 beds in the next four years. The Company officials announced that they now get between Rs6,000- Rs90, 000 a day from each bed. Around 25% of the amount would be through internal accruals, another 25% through equity and the rest from the markets. The Confederation of Indian Industry (CII) estimated the Indian healthcare industry to grow from US\$35 billion at present to US\$75 billion in next two years, riding on the growth of the hospital industry and the medical equipment industry, among other verticals.

OTHERS

Biocon largest biotech co, Mumbai leading biotech city

Biocon has bagged the top slot in revenue generation and Mumbai has beaten Bangalore to become the leading biotech city in the country, reports the Association of Biotechnology Led Enterprises (ABLE)-BioSpectrum survey. Mumbai has beaten Bangalore, with a small margin of about Rs2000m to become India's Top Biotech City in terms of revenue while Bangalore-based biopharmaceuticals firm Biocon, known for insulin and cancer drugs had the highest revenue in 2009-10.

A joint Initiative by IPA and Cygnus to enable Pharma Professionals to be more successful

10

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Product Focus – AUGMENTIN

GATIFLOXACIN

Introduction

Gatifloxacin is an antibiotic of the fourth-generation fluoroquinolone family that like other members of family inhibits the bacterial enzymes DNA gyrase and topoisomerase IV. Bristol-Myers Squibb introduced Gatifloxacin in 1999 under the proprietary name Tequin for the treatment of respiratory tract infections, having licensed the medication from Kyorin Pharmaceutical Company of Japan. Allergan produces an eye-drop formulation called Zymar. Gatifloxacin is available as tablets and in various aqueous solutions for intravenous therapy.

It kills bacteria that cause infections, including certain types of gonorrhea and certain lung, sinus, skin, and urinary tract infections. Health care provider (doctor, nurse, or pharmacist) may measure the effectiveness and side effects of the treatment using laboratory tests and physical examinations.

Tequin Tablets: Tequin Tablets are available as 200-mg and 400-mg white, film-coated tablets and contain the following inactive ingredients: hypromellose, magnesium stearate, methylcellulose, microcrystalline cellulose, polyethylene glycol, polysorbate 80, simethicone, sodium starch glycolate, sorbic acid, and titanium dioxide.

Storage: Gatifloxacin can be stored at room temperature at 77 degrees F (25 degrees C) away from light and moisture. Brief storage between 59-86 degrees F (15-30 degrees C) is permitted.

| Drug Information | |
|---------------------|-------------------------------|
| Brand Name | Zymar, Tequin |
| Major Manufacturer | Kyorin Pharmaceutical Company |
| Drug Name | Gatifloxacin |
| Therapeutic segment | Antidepressant |

Indications and Dosages

Bacterial conjunctivitis caused by susceptible strains of *Corynebacterium propinquum*, *Haemophilus influenzae*, *Staphylococcus epidermidis*, *Staphylococcus aureus*, *Streptococcus mitis*, and *Streptococcus pneumoniae*. Adults and children ages 1 and older: One drop every 2 hours in affected eye(s) while awake, up to eight times daily on days 1 and 2; then one drop up to four times daily while awake on days 3 to 7

Side effects

- Nausea
- Diarrhea
- Headache
- Dizziness

Precautions

- Tell the Physician if the people are allergic to gatifloxacin (Tequin, Zymar); other quinolone antibiotics including cinoxacin (Cinobac) or any other medications.
- Tell the physician about prescription and nonprescription medications, vitamins, nutritional supplements, and herbal products that the person is undertaking or planning to take.
- Tell the physician if the person has recently had a heart attack, or has ever had a slow heartbeat; low levels of potassium in the blood.
- Tell the physician if the person is pregnant, plans to become pregnant, or is breast-feeding
- Blood sugar increase or decrease during your treatment with gatifloxacin. These changes in blood sugar may be serious or life-threatening.
- Tell the physician if the person has ever had tendonitis (swelling or tearing of a fiber that connects a bone to a muscle) and if the person participates in regular athletic activity, or if the person is taking oral steroids such as methylprednisolone (Medrol) and prednisone (Deltasone). There is a risk that it may develop tendonitis while using gatifloxacin.

Adverse Side Effects

- Tingling
- Swelling of the ankles
- Vision changes.
- Tremors
- Depression

A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

11

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Market Scenario

In 2009 showed a marked decrease (5.5%) in sales of antibiotics. The number of prescriptions per 1000 inhabitants in outpatient care was much lower in the 2009-10 of the year, compared with the 2008-09. This decrease due to the increased awareness in infection control issues and hand hygiene evoked by the outbreak of the pandemic influenza 2009.

Tequin was withdrawn from Market 'for reasons of safety or effectiveness'

The Food and Drug Administration (FDA) has determined that Tequin (gatifloxacin) Tablets, Injection, and Oral Suspension, were withdrawn from sale for reasons of safety or effectiveness. This determination means that FDA will not accept or approve abbreviated new drug applications (ANDAs) for gatifloxacin oral tablets, injection, or oral suspension that refer to any previously approved dosage forms and strengths of Tequin (gatifloxacin).

Outlook

The Indian manufactures should focus their R & D efforts in the areas of diseases common to the Indian sub-continent, respiratory tract infections. The market for systemic antibiotics is set to become increasingly dynamic over the forecast period (2010-2024). The key factors influencing this market segment include Aging populations, increased infection rates and bacterial resistance and also due to increase in organ transplantation. The global anti-infectives market generated revenues of US\$79 billion in 2009, of which the antibacterial market accounted for US\$37 billion. Forecasts and qualitative analyses will show the antibacterial sector will fare, pointing out the most-exciting and fast-growing areas. It is anticipated that a formal file for registration of a Gatifloxacin-containing TB drug combination will be submitted to the United States Food and Drug Administration and other regulatory authorities in 2010 or 2011.

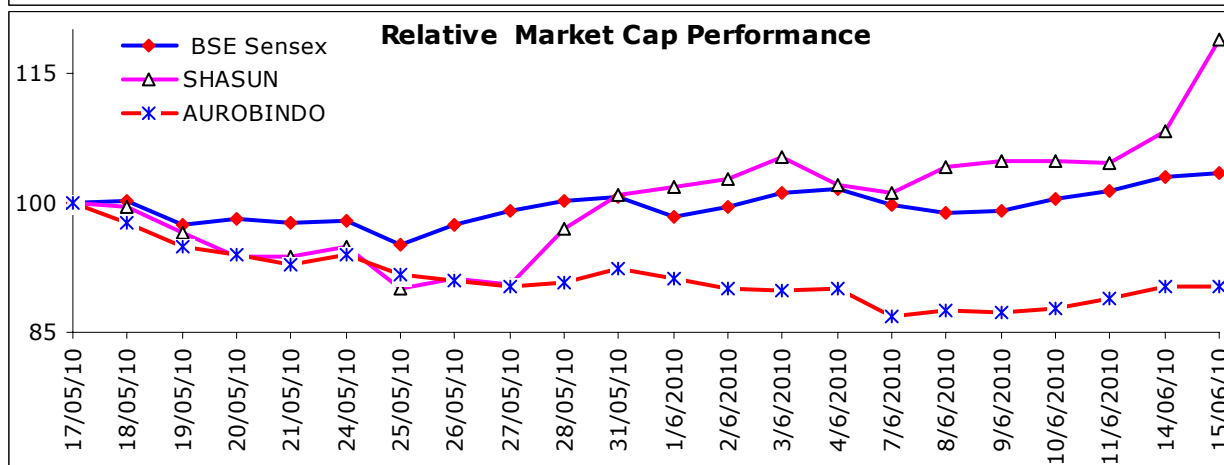
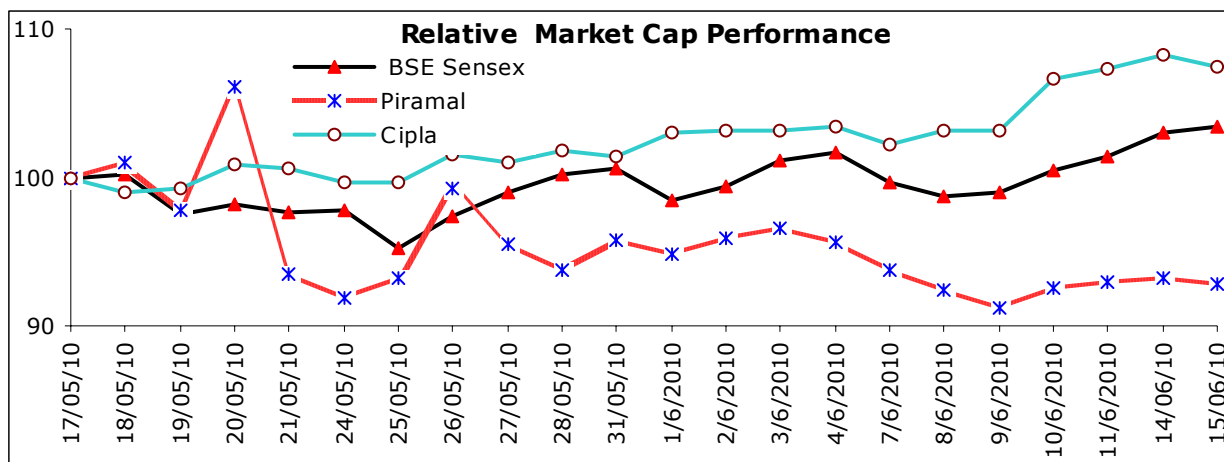
A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

12

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Stock Scan



Source: BSE India; Cygnus Research

| | 17–23 May, 2010 | 24–30 May, 2010 | 31–06 Jun, 2010 | 08–15 Jun, 2010 |
|---------------|--|---|--|--|
| SENSEX | Profit booking and market pressures made the sensex to decline by 2.32% to 16445 points during the week. | Sensex gained 393 points during the week and ended at 16863 points. Strong demand in the PSU and auto stocks helped the sensex to end on positive node. | During this week the sensex rose by 1.02% to 17117 points due to the Surge in auto and cement sales, along with a growth in GDP numbers, buoyed Indian bourses above crucial levels. | The Sensex continues to exhibit lackluster movement during the week. Sensex increased by 3.76% to 17412 points, which is due to the back of positive global economy and buying in realty and metal stocks. |
| Cipla | The company share price increased by 0.67% from Rs314.45 to Rs316.55. | The company share price increased by 2.19% from Rs313.25 to Rs320.10 | The company share price increased by 0.77% from Rs318.95 to Rs321.40. | The company share price increased by 4.19% from Rs324.25 to Rs337.85. |

A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

13

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

| | | | | |
|-------------------|---|---|---|--|
| Primal | The company share price decreased by 6.45% from Rs537 to Rs502.35. | The company share price increased by 1.28% from Rs493.70 to Rs503.70. | The company share price increased by 0.16% from Rs514.65 to Rs503.15. | The company share price increased by 14.35% from Rs496.15 to Rs498.15. |
| SHASUN | The company share price decreased by 6.32% from Rs60.95 to Rs57.10. | The company share price increased by 2.25% from Rs57.80 to Rs59.10. | The company share price increased by 0.16% from Rs61.55 to Rs61.65. | The company share price increased by 14.35% from Rs63.40 to Rs72.50. |
| AURO-BINDO | The company share price decreased by 7.07% from Rs925.15 to Rs859.75. | The company share price decreased by 3.41% from Rs869.20 to Rs839.55. | The company share price decreased by 5.90% from Rs854.60 to Rs804.20. | The company share price increased by 3.37% from Rs808.80 to Rs836.05. |

A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

14

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Regulatory Issues

INTERNATIONAL

EC Mulls Enforcement of Amendment to Part II of GMP Guide on Indian Firms

European Commission Enterprise and Industry Directorate-General is likely to consider enforcement of its amendment made to Part II of the Good Manufacturing Practices (GMP) Guide on July 31, 2010 on Indian drug companies. The set of stringent guidelines focus not only on production of high quality and pure active substances but include wide gamut of operations. These include receipt of materials, responsibilities for traders, distributors, brokers, agents, re-packers and re-labellers. It has also mandated the need for a system in place to document manufacture of APIs used in clinical trials.

US FDA warns of unapproved use of malaria drug Quaaliquin

The US Food and Drug Administration cautioned that unapproved use of the malaria drug Quaaliquin (quinine sulphate) to treat night time leg cramps resulted in serious side effects. Subsequently, it prompted the manufacturer to develop a risk management plan aimed at educating health care professionals and patients about the potential risks. Quaaliquin was approved by the USFDA in August 2005 to treat uncomplicated malaria caused by the parasite Plasmodium falciparum, an infection that can be life-threatening if untreated. But, it was not approved to treat or prevent night time leg cramps.

India Likely to Complain to WTO on Enforcement of Acta

India is geared up to complain to the World Trade Organization (WTO) against the developed nations if they try to enforce intellectual property regulations that go beyond the terms accepted by WTO and the World Intellectual Property Rights Organization. Countries such as the US, Australia, Canada, Japan, South Korea and Singapore, and the European Union (EU) are working together to set up new international standards on intellectual property rights under the Anti-Counterfeiting Trade Agreement, or Acta.

NATIONAL

Health Ministry to Allow Drug Imports through ICD at Tuticorin Port

The Union Ministry of Health & Family Welfare is likely to allow imports of medicines and related products through one more Inland Container Depot (ICD), at Tuticorin, Tamil Nadu, by including the Depot as a clearance point in the Drugs and Cosmetics (2nd Amendment) Rules, 2010. With this, the Pharma industry, especially in South India would be able to import drugs through sea at Tuticorin, besides Chennai and Cochin, which are the existing clearance centres for Pharma imports.

AMAI Urges Kerala Govt. to Include Ayurveda Treatment in Insurance Schemes

Ayurvedic Medical Association of India (AMAI), a body of ayurvedic doctors in the government and private sector, insisted the government of Kerala include ayurvedic treatment to the Comprehensive Health Insurance Scheme of the government for benefit of the poor. Currently, the insured gains benefit of only allopathic treatments from the state and central government schemes.

Union Govt. to Put down Standards for Medical Face Masks Soon

Union government intends introduce a set of standards for medical face masks manufactured in the country and for imported ones in the near future. The need for a standard format comes is important with the onset of the second virulent wave of H1N1 flu. In the absence of a Medical Face Masks Association, Thea-Tex Healthcare (India) Pvt. Ltd., a leading manufacturer of high quality masks provided its recommendations to model a standard on the European Surgical Mask format of EN14683. Almost 99% of the masks sold in India are 2-ply masks that would not qualify as surgical masks in Europe or the US. The consequences are severe in terms of poor infection control. This move also aims at bringing the mask industry under the purview of a regulatory body such as the FDA like in the US.

A joint Initiative by IPA and Cygnus to enable Pharma Professionals to be more successful

15

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Centre Adopts 'Green Hospital' Concept for All Govt. Medical Centres

Union government adopted the 'Green Hospital' concept for all its medical centres including the six All India Institute of Medical Sciences (AIIMS) facilities coming up in the country. This is in an attempt to save the rising electricity consumption at the hospitals. Energy is a significant expense component for healthcare providers after manpower and consumables costs. This clearly signifies the opportunity for hospitals to cut costs and also contribute to reducing the ecological carbon foot print.

Kerala DC Directs wholesalers not to Supply Drugs to Private Hospitals without Drug Licenses

The Kerala Drugs Control Administration instructed the wholesale Pharma distributors not to supply medicines after July 31 to private hospitals who have not obtained drug licenses for their pharmacies. Following the High Court verdict of March 26, 2010, the drug control department passed oral directives to all the private hospitals to secure drug licenses for their pharmacies before July 31. It has made mandatory for hospitals with IP wards and having separate drug counters or open shops to have the license. Drugs in these hospitals should be dispensed through a pharmacist. Further, these hospitals should follow the norms specified in the D&C Act for maintaining a pharmacy. Government hospitals and dispensaries are exempted under Schedule K from obtaining separate license.

A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

16

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email: ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

Upcoming Events

| | | |
|-----------|------------------------|--|
| 1. | Event | BioPh South America |
| | Date | Aug 17-19, 2010 |
| | Venue | Buenos Aires La Rural Predio Ferial de, Buenos Aires, Argentina |
| | Highlights | The event succeeds in attracting leading companies and entrepreneurs from throughout the world and emerges out as an integral selling point for Medical, Pharma, Surgical & Healthcare marketplace. Some of the exhibited products include Analytical Methods, Bio Clusters, Bio electronics, Bio informatics, Bio pharmaceutical and Bio process technologies, Molecular Biology. |
| | Contact Details | United Business Media plc, Ludgate House, 245 Blackfriars Road, London, United Kingdom., Tel:+(44)-(20)-79215067 |
| 2. | Event | Vietnam MediPharm & BioLab |
| | Date | Aug 18-21, 2010. |
| | Venue | Tan Binh Exhibition & Convention Centre Ho Chi Minh City, Vietnam |
| | 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 & services to decision makers from leading Pharmaceutical manufacturers. |
| | Contact Details | F. A. S. T. Syst & Mgmt Services, 18 Richards Avenue, Singapore, Singapore Tel:+(65)-(7)-380246; Fax:+(65)-(6)-8584490 |
| 3. | Event | Medicall |
| | Date | Aug 05-07, 2010 |
| | Venue | Sarit Centre, Nairobi, Nairobi Area, Kenya |
| | Highlights | Its focus is on medical equipment, Scientific and Laboratory equipment, Hospital furniture and Pharmaceutical products, to be hosted by the Health Watch magazine. It will enable exhibitors to launch new products in a forum consisting of potential clients drawn from all over the world. |
| | Contact Details | Mr. Vincent Angatia, Design Initiative Limited, P.O Box 4030, Nairobi, Kenya. Tel:+(254)-(2)-600815; Fax:+(254)-(2)-609348 |
| 4. | Event | Modernization of Chinese Medicine & Health Products Exhibition |
| | Date | Aug 12-16, 2010. |
| | Venue | Hong Kong Convention & Exhibition Centre (HKCEC); Hong Kong, China |
| | Highlights | International Conference & Exhibition of the Modernization of Chinese Medicine & Health Products showcases the rapidly progressing scenario of the pharmaceutical industry of China. Alongside Chinese companies a large number of International companies will provide the global overview of this sector with new innovations and research techniques that are already on or in the anvil. |
| | Contact Details | Hong Kong Trade Development Council, Unit 13, Expo Galleria, Hong Kong Convention & Exhibition Centre, 1 Expo Drive, Hong Kong, China Tel:+(852)-(2)-25844333; Fax:+(852)-(2)-28240026 |
| 5. | Event | Medishop Expo |
| | Date | Aug 19-21, 2010. |
| | Venue | Accra International Conference Centre Accra, Ghana |
| | Highlights | It is the one of the leading trade fair for Medical and Pharmaceutical industry in Accra. It will provide a grand platform for all medical and pharmaceutical industry professional to meet under one place at Accra International Conference Centre. |
| | Contact Details | Shem Service Ltd., Dtd No. 2, Sugar Street, Adenta Housing Down, Adenta, Accra, Ghana, Tel:+(233)-(24)-3161541 |

A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

17

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email:ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com

| | | |
|-----------|------------------------|---|
| 6. | Event | Alquimia Expo |
| | Date | Aug 23-26, 2010. |
| | Venue | Penambuco Convention Center Olinda, Brazil |
| | Highlights | It is an international exhibition for Pharmaceutical, Chemical and Cosmetics industry. It will offer a best platform for Brazilian market in the sectors of pharmacy, cosmetics, chemical and related industries. |
| | Contact Details | Greenfield Business Promotion St. Alexandre Dumas 1601-Cj, Sao Paulo, Brazil Tel:+(55)-(11)-35671890; Fax:+(55)-(11)-51841515 |
| 7. | Event | PET + DRINK TECH ASIA |
| | Date | Aug 27-29, 2010 |
| | Venue | Chennai Trade & Convention Centre Chennai, Tamil Nadu, India |
| | Highlights | It is an International exhibition and seminar showcasing the entire spectrum of products, latest trends, technology, equipments and services in PET, Drinks and Liquid processing, Filling and Packaging related sector. The exhibition shall promote and disseminate information on latest developments. |
| | Contact Details | Kesari Media & Events Pvt. Ltd Scf 172-A, First Floor, Grain Market Sector-26, Chandigarh - 160 019, India. Tel: +(91)-(172)-2790007 |
| 8. | Event | Clinical Lab Expo |
| | Date | Jul 27 – 29, 2101 |
| | Venue | Anaheim Convention Center Anaheim, United States Of America |
| | Highlights | It is an international scientific/medical exposition of clinical laboratory professionals, physicians, research scientists and other individuals involved with clinical chemistry and other clinical laboratory science-related disciplines. |
| | Contact Details | Organizer: American Association For Clinical Chemistry 1850-K Street, NW Suite 625, Washington, United States Of America. Tel:8921400 |

A joint Initiative by **IPA** and **Cygnus** to enable Pharma Professionals to be more successful

18

Indian Pharmaceutical Association
Kalina, Santacruz (E), Mumbai – 400 098.
Tel: 91-22-26671072; Fax: 91-22-26670744,
Email:ipacentre@ipapharma.org; www.ipapharma.org

Cygnus Business Consulting & Research Pvt. Ltd
Plot No: 8-3-948/949, 1st Floor, Solitaire Plaza,
Behind Image Hospital, Ameerpet, Hyderabad- 500 073.
Tel: +91-40-23430203-07, Fax: +91-40-23430201,
Email: info@cygnusindia.com; Website: www.cygnusindia.com