

INDIA-MEXICO BUSINESS NEWS



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" India the Pharmacy of the World"



THE IMPORTANCE OF INDIA'S PHARMACEUTICAL SECTOR IN THE GLOBAL DRUG MARKET



Pharmaceuticals Export Promotion Council of India

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The Indian pharmaceuticals industry over the decades has established itself as the sector of strategic importance for the global community. It has not only served the Indian patients ably, but because of its competitive strengths in exports, it has served as the “Pharmacy of the world”.

Indian pharma has gained its strength in integrating the entire chain of production right from APIs to Finished Dosage forms (Generics, Biologics & Vaccines). The domestic pharmaceutical market in India grew at a rate of 17.7% yearly in 2021, up from 13.7% in July 2020.

-It meets more than 50% of the need for different vaccinations globally, 40% of the demand for generics in the US, and 25% of all medical needs in the UK.

-India is the third-largest pharmaceutical producer in the world by volume and the eleventh-largest by value.

Credentials of Indian Companies:

Eight of India based companies feature among top 25 Generic companies of the world.



India has the maximum no. of US FDA-approved manufacturing sites outside the USA. India is home to 10% of the finished dosage form (FDF) facilities and 19% of the API facilities that are supplied to the US.

India's industry has been continuously awarded with more than 30% of US FDA's market authorizations during the last five years and in the calendar year 2021 Indian companies have bagged 33.48% of market authorizations granted by US FDA.

Almost 33% of CEPS granted by EDQM are to Indian companies.

USA:

- No of Sites (Bulk drugs + Formulations) registered with USFDA (Aug 2021) – **741**
 - ANDAs Market Authorizations (Mar 2022) – 4573
 - Total No of DMF's (Type II Active) Filed by India companies (Sept 2019) - **4500**

Europe:

- No of Sites with Registered with EU GMP (as on Dec 2021) – **284**
- Number of CEPs received (as on Dec 2021) – **1953**
- **UK MHRA (Medicines Healthcare Regulatory Agency), Market authorizations – 1943**

It is not just developing countries that benefit from low-cost medicines supplied by Indian firms, but also the developed countries. Generic drugs continue to be a resounding success in lowering healthcare costs and benefiting patients including developed economies like the USA. Indeed generics saved the US healthcare system a total of \$1.67 TN in 10 yrs span.



Former US president Bill Clinton praised Indian generic drug companies for their stellar contribution in the fight against the HIV/AIDS scourge, saying their affordable drugs saved millions of lives.



Global Times in Jan 2015 reported "Veenat, India-produced generic version of Glivec (Imatinib Mesylate Tablets) has reduced the cost of a Chinese CML patient from \$3783 to \$30 for a month's dosage".



Times of India on 30 Aug 2015 reported that "the Indian made generic version of Sivoldi (Sofosbuvir) tablet, has reduced the cost of an Australian Hepatitis C patient from 10,000 AUD to 900 AUD for the treatment regime of 84 tablets.



EXPORT PERFORMANCE



During the global pandemic, the Global market recorded a turnover of \$ 1265.2 billion during the calendar year of 2020 and registered a growth just 1% with an incremental value of \$12 bn, Indian pharma exports during FY 2020-21(Apr-Mar) recorded a growth of over 18% amounting \$24.47 billion despite economic slowdown globally. India has further registered a positive growth of 0.71% in FY 2021-22 (Apr-Mar) by exporting over USD 24.61 mn.

Indeed, Drug formulations & Biologicals is the second largest Principal commodity being exported by India and Pharma and is one of the top five sectors reducing trade deficit. The policy initiatives by the Government of India and entrepreneurship spirit of Indian industry have made it possible to achieve this.

- USA is the leading exporting partner to Indian pharma with a share of 28.85%.

India is a major importing partner of Generic formulations of many highly regulated markets like, USA, UK, South Africa, Brazil and some others. Almost 65-70% of its generic exports are to highly regulated markets.

- India is also the major supplier of APIs and 90% of WHO Pre-qualified API's are sourced from India.
- Vaccines is another segment in which India's contribution is outstanding. WHO sources over 65% of its essential immunization vaccine requirements from India. India's Serum institute, a major Vaccine manufacturer globally says "65% of children in the world receive at least one vaccine of their manufacture." India has other enterprises in this segment with significant contributions to the global vaccine requirement.

EXPORTS TO THE LAC REGION



India is well placed to meet the demands and counter the problems of rising healthcare expenses in the LAC region and especially to Mexico because of its capability to supply high quality and effective medicines at affordable prices. Mexico is the 2nd largest market after Brazil in the LAC region.

India's exports to the LAC region had grown by 20.35% with export value of USD 1997.86 mn during Apr-Mar, 2021-22 with the share of 14.40% being catered to Mexico worth USD 287.61 mn.

India's Pharma Exports to the LAC Region FY 20 to FY 22, (USD in Million)

Product Category	2019-20	2020-21	2021-22	% Change	% Share
Drug Formulations & Biologicals	773.00	1051.55	1384.13	31.63%	69.28%
Bulk Drugs & Drug Intermediates	373.30	410.66	450.72	9.76%	22.56%
Vaccines	177.50	135.68	87.71	-35.36%	4.39%
Surgicals	49.69	47.56	59.68	25.48%	2.99%
Ayush & Herbals	11.43	14.64	15.62	6.66%	0.78%
Total Exports	1384.91	1660.09	1997.86	20.35%	100.00%

Country wise Pharma Exports to the LAC Region, FY 21 & FY 22 (values in USD million)

Rank	Country	FY 21	FY 22	% Change	% Share
1	BRAZIL	525.28	580.78	10.57%	29.07%
2	MEXICO	212.43	287.61	35.39%	14.40%
3	CHILE	140.18	169.20	20.70%	8.47%
4	COLOMBIA	106.32	150.42	41.48%	7.53%
5	PERU	140.47	118.97	-15.31%	5.95%
	Top 5 Countries in LAC	1124.69	1306.98	16.21%	65.42%
	Rest of LAC	535.41	690.88	29.04%	34.58%
	Total Exports to LAC	1660.09	1997.86	20.35%	100.00%



EXPORTS TO MÉXICO

Monthly Trend of Pharma Exports



India and Mexico are both members of the G-20, which unites some of the biggest economies in the world and whose presidency India will take over in 2023. Both nations are also current non-permanent members of the United Nations Security Council. The nations will make significant contributions.

to international peace and security in both fora and will place multilateral discussion on poverty reduction and access to health at the forefront.

One of the most challenging things the Covid-19 epidemic taught was the necessity of increasing manufacturing capabilities and diversifying the drug supply. Mexico will tremendously benefit from expanding its partnership with India, which is one of the top producers of pharmaceuticals worldwide.

Indian pharmaceutical firms like Ranbaxy Laboratories and Wockhardt Limited are leading the way in the development of generic medications in Mexico thanks to India's significant investment in that country. India holds the largest portion of generic drug manufacturing in Mexico. Ayurveda is another category which also being exported from India and has great demand in Mexico.



Existing companies in Mexico include Ranbaxy, Torrent, Glenmark, and Sun Pharma. Cadila wants to expand in Brazil and Mexico. A manufacturing facility for active pharmaceutical ingredients (APIs) is operated by Dr. Reddy's (DRL) in Mexico (it does not sell any products though).

Lupin has also established a business there and has begun filing both branded and generic goods. The company plans to concentrate on therapeutic areas including CNS, oral contraceptives, and biosimilars.

Mexican Foreign Minister Marcelo Ebrard met with Indian corporations in March of this year to discuss receiving medical technology to create vaccines and cancer treatments in Mexico.

Along with working on initiatives to digitise health information, the two nations also decided to establish a collaborative accelerator fund for biotech and aerospace companies.

PRODUCT WISE EXPORTS TO MEXICO, FY 21 & FY 22 (USD IN MILLION)

Product Category	FY 21	FY 22	% Change	% Share
Drugs formulations & Biologicals	79.27	149.16	88.17%	51.86%
Bulk Drugs & Drug Intermediates	88.29	107.58	21.85%	37.40%
Vaccines	34.28	16.89	-50.73%	5.87%
Surgicals	5.83	8.36	43.38%	2.91%
Ayush & Herbals	4.76	5.62	18.09%	1.95%
Total Exports	212.43	287.61	35.39%	100.00%



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INDIAN I.T. COMPANIES CONTINUE TO EXPAND IN MEXICO



HCLTech member of IMBC, Indian origin multinational enterprise inaugurated its sixth technology development center in Guadalajara and announced that its expansion plans in Mexico will create 1,300 employment opportunities in Mexico in the next two years.

“Guadalajara makes HCL Technologies Mexico relevant on the corporate map; obviously, we live on talent and the talent we are finding in this location is phenomenal and fundamental for the type of business we have,” Pablo Gallegos Herrera, Country Head for HCLTech Mexico, told El Economista.

HCLTech has made it a priority to work in coordination with the government and academia not only to develop more talent, but to encourage young people to be inclined towards the world of technology and to increase the technological level of graduates.

The company currently employs 2,400 people in Mexico in five technology development centers in Guadalajara and one more in Monterrey, and recently announced a digital transformation partnership with Mexican global cement company Cemex.

WORKING FOR PROGRESS IN THE INDIA-MEXICO BUSINESS ECOSYSTEM

The business community of the India.-Mexico Business Chamber, had special speakers from the Instituto Nacional Mexicano para la Competitividad A.C. (IMCO) during the IMBC members monthly meeting.



The IMBC members monthly focused on core issues and solutions being pushed by IMBC as well as initiatives taken to continue to strengthen IMBC in it's path as an influential body.

IMBC shared the amount of issues addressed to different with different Government bodies, both in India and in Mexico in 2022. The total of issues resolved and discussed some that were in ongoing process as well as the few unresolved issues.

Further more, IMBC invited IMCO, to present the tools and reports they develop through strategic research and analysis. Members of IMBC had the opportunity to learn about the State Index Indicators for the year 2022.



IMCO also provided relevant information on issues of great interest to members of the chamber such as, Mujeres STEM and a careers and salary analysis per state, such information was very informative and useful for future strategic investment planning.



IMBC LEADS MEXICAN PHARMA DELEGATION TO IPHEX.



The International Exhibition For Pharma And Healthcare (IPHEX) is an annual exhibition organized by The Pharmaceuticals Export Promotion Council of India (Pharmexcil) with the aim of bringing together the drugs, pharmaceutical and healthcare industry – all under one roof. Pharmexcil is the organization is one of largest showcase of Indian pharmaceutical products and technologies to a global audience.



Over 700 overseas buyers from focus countries were invited to participate in the exhibition. Mexico being one of them.

Mexican local Pharma distributors attended the Exhibition and held B2B sessions with local manufacturers interested in entering the Mexican market.

During the Exhibition and B2B sessions IMBC engaged with over 80 pharma companies and answered questions about the regulatory guidelines for Pharma products, food supplements and Ayurveda.



HEALTH MINISTRY OF GUANAJUATO VISITS INDIA



With the aim of learning further about India's potential in the pharmaceutical sector, medical devices, vaccines, diabetes research, and digital health. The Vice Minister, of the Health Ministry of the State Government of Guanajuato along with the Director of the Disease control department and the Coordinator of the Diabetes program visited India in late September of this year.

One of the visits coordinated by IMBC was with H.E. Mr. Federico Salas, Ambassador of India to Mexico. During the meeting the Vice-minister and his team expressed the Ministry's interest in identifying innovative Pharmaceutical products for diabetes, considering Guanajuato is the sixth largest state with a population of 6.2 million people and the State with the largest population diagnosed with obesity and diabetes.

In addition, they shared their interest in finding innovative solutions for patient service, attention and treatment. H.E. Ambassador Salas, reinforced the potential of the bilateral cooperation. He acknowledged India's advanced technology in digital health and its large manufacturing capacity of vaccines, pharmaceutical products and medical devices.

The Embassy of Mexico in India, expressed the interest in supporting the Health Ministry of Guanajuato, considering they have been working with the local manufacturers and have also identified those that meet and comply with Mexico's regulatory guidelines.



GLOBAL REGULATORS CONCLAVE 2022



This year Pharmexcil organized the very first series of the "Global Regulators Conclave", where Global Regulatory Agencies, Health Ministries and Government stakeholders were invited to participate in different panels of discussion.

Dr. Pablo Sanchez Gastelum, Vice-minister of the Health Ministry of Guanajuato participated in the panel "**Accessibility, affordability and equitable distribution of vaccines and therapeutic products covid 19**", during his participation he addressed the importance of getting vaccinated.

Further more, he explained that in Mexico, the distribution of vaccines against covid was gradual for the different States. "Definitely, as a country, we do not produce vaccines. That put us on a waiting list to be able to acquire it in the market with different countries, which did produce the same."



After 5 worldwide waves of covid, we have learned and identified that the thing that marked the difference and significantly lowered death rates has been the availability of the vaccine against covid19.

The best vaccine is the one that is available for anyone, regardless of the brand, country of origin, or manufacturer. The important thing is to be vaccinated.



WORK TABLE "FUTURE OF PHARMA SECTOR IN MORELOS"



The head of the Ministry of Economic Development and Labor (SDEyT), Ana Cecilia Rodríguez González, welcomed more than 40 authorities from diverse universities, research centers, and representatives of the pharmaceutical sector to the "Future of the Pharmaceutical Industry in Morelos" work table.

The Council of Science and Technology of the State of Morelos (CCyTEM), through the Morelense Center for Innovation and Technology Transfer (CemiTT), coordinated this work table with the aim of consolidating ties between the needs of the industry and the technological offer of the Morelos academy.

In addition, the work table also held participation and engagement with opinion leaders, investors and businessmen such as the "India-Mexico Business Chamber"; "BYJU'S Future School"; "Dr. Reddy's"; "Laboratorios Grin"; Hetero Drugs, Mexico, "Zydus Pharmaceuticals" among others.

During the session, trade, investment, and cooperation opportunities were discussed. Indian pharma companies shared the interest in contributing and collaborating with the Government of Morelos and Academia in a skill development program, with the objective of developing more prepared talent in the state.



IMBC WORKS TOWARDS BUILDING STRATEGIC ALLIANCES



The India- Mexico Business Chamber held a meeting with the Life Sciences Sector Skill Development Council (LSSSDC) a not for profit, Non-statutory awarding / certification Body under mandate of Ministry of Skill Development and Entrepreneurship.

(LSSSDC) has been setup by National Skill Development Corporation (NSDC), promoted by Confederation of Indian Industry (CII), in partnership with various stakeholder organizations representing both Industry and Govt. Stakeholders.

LSSSDC is recognized and approved awarding body, as a Sector Skill Council for Life Sciences Sector inclusive of Pharmaceutical (including AYUSH), Biotechnology and Contract Research, by National Council of Vocational Education & Training (NCVET) under a mandate from Ministry of Skill Development and Entrepreneurship (MSDE), Govt. of India.

The aim of LSSSDC, over a 6 years period, is to map all qualifications (job roles) in the Sector (estimated 70+), publish National Occupational Standards, launch Vocational Programs under approval of National Skill Qualification Committee, MSDE, Govt. of India, affiliate relevant Vocational Training Organizations, develop Certified Trainers and provide 16.5 million Skilled and Certified workforce in the Life Sciences Sector.

In this sense, the India- Mexico Business Chamber expressed the interest of partnering with LSSSDC and working together to impulse the Cooperation agreement signed by Mexico and India in 2019, focused in Education, Science, innovation and Technology.

IMBC believes institutions, academia, pharmaceutical clusters and Indian companies with manufacturing plants could benefit from the proposed collaboration.



DR. REDDY'S SUPPLIES OVER 150 COUNTRIES FROM MEXICO



Dr. Reddy's Laboratories Ltd. (BSE: 500124, NSE: DRREDDY, NYSE: RDY) is an integrated pharmaceutical company, committed to accelerating access to affordable and innovative medicines. Through its three businesses - Pharmaceutical Services & Active Ingredients, Global Generics and Proprietary Products - Dr. Reddy's offers a portfolio of products and services including APIs, custom pharmaceutical services, generics, biosimilars and differentiated formulations. Our major therapeutic areas of focus are gastrointestinal, cardiovascular, diabetology, oncology, pain management and dermatology. Dr. Reddy's operates in markets across the globe. Our major markets include - USA, India, Russia & CIS countries, Europe and Mexico.



Dr. Reddy's Manufacturing Plant in Juitepec Morelos was visited by Dra. Cecilia Rodriguez, Minister of Economic Development of the State Government of Morelos and members of the India-Mexico Business Chamber. During the visit Dr. Reddy's shared the importance of the plant in Mexico. Dr. Reddy's supplies over 150 countries from Mexico and discussed the impact of their contribution to the GDP of Morelos.





MEXICO- INDIA SECOND ANUAL DIGITAL EMPOWERMENT SUMMIT



The India-Mexico Chamber in alliance with Congress man Mr. Javier Lopez Casarin, Chair of the Science, Technology and innovation commission in the Chamber of Deputies, held the Second Annual Digital Empowerment Summit.

The Summit focused on finding areas of opportunity to further impulse the cooperation memorandum of understanding in Science, Technology and Innovation, signed in 2019 between both countries.

"India ranks as the leading sourcing destination across the work, accounting for approximately 55% market share of the US \$ 200-250 billion global services sourcing business in 2019-20" - Rajeev Gupta, President of IMBC

India's Start up India initiative launched by the government played a vital role in transforming young people, inspiring them to seek quality education and training courses for universal excellence. The Start Up India platform provides 79 courses ranging from financial, Analyst, Digital transformation, Data Analyst, understanding design thinking and more.

Stakeholder's stressed on the importance of continuous skill and knowledge expansion in Mexico. Mexico graduates around 70,000-100,00 trained computer science, information and communication technology engineers annually according to the CEO. This has contributed to the 88% job growth in 2021 and it is expected to continue to grow.

In this regard, companies look forward to contributing in education and skill development programs to create and enhance local talent in Mexico.



In addition, BYJU's Future School shared the importance of promoting new education strategies and methods with students, families, and the community at large. Social and mobile media are a growing and are a popular venue for much of our target audience. Youth development practitioners must learn how to leverage these networks to create positive development in online environments.

The Second Annual Digital Empowerment Summit, also held conversation panels focused on Digital technologies and acknowledged that these have become an indispensable component of virtually all activities in a modern economy.

India is a country that has focused on digitizing the country through the smart cities mission. Companies have also been rushing to digitize their business processes and operations.

Such technological advances have helped organizations scale their businesses. In this regard, Cybersecurity now plays a vital role in India and across the globe.

The risk of critical data exposure and intellectual property theft. From cyber attacks on critical infrastructure to new forms of misuse of social networks. Such incidents clearly indicate the growing need for organizations in India to apply strict cyber security protocols and follow best cyber security practices.

Indian companies in Mexico aspire to work in collaboration with the Science, Information Technology, and Innovation Committee to add

value in the Establishment of Standards for technology governance.

Stakeholders believe it is important to set principles, definitions and a high-level framework that organizations of all types and sizes can use to better align their use of Information Technologies with organizational decisions and meet their legal, regulatory and ethical obligations.



MEMBERS MEETING LUNCH NETWORKING



Congress men, local Chambers and State Government Ministries of Economic Development participated in a Members meeting meet and great lunch in the Chamber of Deputies.

The Executive Committee during the meeting shared the vision and mission of IMBC and the constant collaboration with the different Deputies and Federal Government.

In addition, they addressed the ongoing work with the different allied partners and the interest in strengthening the small and medium enterprises within the chamber.

The India-Mexico Business Chamber shared their interest continuing to work beside the Chamber of Deputies to push for initiatives that benefit the business ecosystem.



INDIA'S ROLE IN GLOBAL FIGHT AGAINST PANDEMIC

India stands out as an essential component to a concrete global action plan being readied to fight COVID-19, including for large-scale vaccine manufacturing.

India's Pharma industry responded resiliently to the global needs of some of the medicines employed in the treatment of Covid-19 pandemic like Remdesivir, Favipiravir, Tocilizumab, Azithromycin, Doxycycline, Paracetamol, Hydroxychloroquine and many others.

India stands as major hub for manufacture and supply of Molnupiravir to over 100 low and middle-income countries (LMICs with the non-exclusive voluntary licensing agreement of Six Indian companies namely, Cipla, Sun Pharma, Emcure, Torrent Pharma, Viartis (earlier called as Mylan), & Dr Reddy's with Merck Sharpe Dohme (MSD).

Indian companies are leading in development & manufacture of COVID vaccines:

India, being the “Powerhouse of vaccine manufacturing” playing a lead role in overcoming the ongoing pandemic.

Within a span of one year from onset of Covid, an Indian company M/s.Bharat Biotech has developed indigenous Covid vaccine “Covaxin” with support of Indian Council of Medical Research (ICMR) & National Institute of Virology and another firm, Serum Institute of India (SII) was able to manufacture Oxford-AstraZeneca's Covid vaccine ‘Covishield’ and supply in large volumes to the world.

Both Covaxin & Covishield have got EUL (Emergency Use Listing) approvals from WHO.

In a nutshell, three Indian companies have indigenously developed

Covid vaccines and several firms are working on a coronavirus vaccine as part of global efforts to find a preventive to stem the spread of the deadly virus.

- Apart from M/s.Bharat Biotech, M/s.Zyodus Cadila has developed World's first DNA based Covid vaccine “ZyCov-D” and Biological-E has developed RBD protein subunit vaccine “Corbevax”.

Many Indian firms are leading in the manufacture & supply of Covid vaccines developed by MNCs.

- Sputnik-V manufacturing by Dr.Reddys Laboratories, Panacea Biotech, Hetero, Gland Pharma, Stelis Biopharama, Virchow Biotech, Serum Institute etc
- Serum Institute of India manufactures Novavax' recombinant nanoparticle protein-based COVID-19 vaccine candidate with Matrix-M™ adjuvant “Covovax™”.
- India’s first mRNA vaccine against COVID-19 has been approved which was developed by Gennova Biopharmaceuticals.

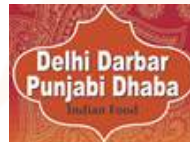


“INDIAN PHARMA INDUSTRY CAN PRODUCE COVID-19 VACCINES FOR ENTIRE WORLD”-BILL GATES

Under “Vaccine Maitri” initiative, Govt of India supplied over 242 267 million doses of Covid vaccines to 101 countries besides the commercial exports of estimated \$140 million by India’s Vaccine manufacturers.

As of date, India has supplied 2.03 million doses of AstraZeneca COVID-19 vaccine to Mexico.

The Govt of India is contemplating to supply 5 billion doses of Covid vaccines to the world by end of 2022



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