

SUMMARY REPORT
2nd edition of INDIA PHARMA 2017 & INDIA MEDICAL DEVICE 2017

The Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Government of India along with Federation of Indian Chambers of Commerce & Industry (FICCI) organized the 2nd edition of India Pharma 2017 & India Medical Device 2017 at Bangalore. Key dignitaries present at the inauguration function were **Shri Ananth Kumar**, Hon'ble Minister for Chemicals & Fertilizers and Parliamentary Affairs, **Shri Siddaramaiah**, Hon'ble Chief Minister Karnataka, **Shri DV Sadananda Gowda**, Hon Minister for Statistics and Programme Implementation, Govt of India, **Shri Mansukh L. Mandaviya**, Hon'ble Minister of State for Chemicals & Fertilizers, **Smt. Nirmala Sitharaman**, Hon'ble Minister of State for Commerce and Industry, Govt. of India, **Shri R V Deshpande**, Hon'ble Minister for Commerce and Industries, Infrastructure Development, Government of Karnataka and **Dr Sharana Prakash Rudrappa Patil**, Hon'ble Minister for Medical Education, Government of Karnataka.

2nd edition of the 3 day International exhibition and conference hosted by Government of Karnataka as Host State envisioned towards creating a committed synergy '**for Responsible Healthcare**' and aimed to increase the overall growth of pharma & medical device sector by fuelling exports and focusing on increasing the domestic production in the sector. Addressing the dual events as **PHARMA KUMBH**, **Shri Ananth Kumar, Hon'ble Minister for Chemicals & Fertilizers and Parliamentary Affairs, Government of India said**, "Today, India contributes to 20 per cent of global generic medicines market exports in terms of volume, making the country the largest provider of generic medicines globally and expected to expand even further in coming years. Pharmaceutical industry has been a success story for India in the last two decades. With a double-digit growth in the last year, the industry is all set to reach the mark of USD 55 billion by 2020, making India the sixth largest market globally". He also mentioned that this is a unique event of his ministry which is poised to act as a platform between Industry & Government and here at this event Government wants to hear Industry so that Government can work with Industry closely to ascertain the development of both these focussed sectors. This will be an annual activity of Government of India and will grow strength to strength with the support of Industry year on year.



Addressing the media during the event, **Shri Mansukh L. Mandaviya, Hon'ble Minister of State for Chemicals & Fertilizers said**, "The conference is designed to bring industry leaders together and ponder on core themes relevant for the growth of the sector and aspects

important for Harmonisation of regulations to effectively enhance trade and share best practices across borders”. **Stressing upon the India Medical Devices 2017, Shri Mandaviya added,** “India’s Medical Technology sector is fast growing and still has a huge potential for growth and penetration in vast demography to provide diagnostics and therapeutic care. Currently sized at around 6Bn USD with a CAGR of around 15% projected for up to 2020 the market is poised for a strong upward trend backed by growing demand as the economy expands beyond urban India. Despite prevailing growth trends the sector still awaits a transformation wave to unleash its true potential.



Shri Siddaramaiah, Hon'ble Chief Minister Karnataka said, “This is the second time Karnataka is hosting this Co-located conference on Medical Device & Pharmaceutical sector. The state pharma industry constitutes 264 manufacturing units that include small-medium, large, public sector and multinational companies providing 25,000 direct employment. The state stands 5th in Pharmaceuticals exports with 40% of its Pharma produce being exported overseas. The conference gives us an opportunity to emerge as the desired destination for investments under Pharma sector

and make the state a centre point for Pharma and Healthcare in the country”. India Pharma exhibition will cover all the segments of the pharmaceutical industry starting from finished formulations, Active Pharmaceutical Ingredients (API), bio-pharmaceuticals, fine chemicals and intermediates, natural extracts, excipients. India Medical Device exhibition hails the showcase of med-tech innovations in India across segments from preventive to therapeutic care. Leading Pharmaceutical & Medical Device companies showcased their expertise and products at the exhibition.

Themed around '**Shaping the Future-Making the Right Choices**' for Medical Devices and '**Shaping the future of India Pharma**' for Pharma, the three day conference focuses on contemporary Policy Interventions, Ease of doing Business and to deliberate on sectoral reform(s) which shall bring India on forefront of global attractiveness for Investments in Manufacturing and R&D in these sector. **Shri Ananth Kumar, Hon'ble Minister for Chemicals & Fertilizers also stressed** upon the need to encourage the SME sector to increase exports in the Pharmaceuticals & Medical Device sector. “The conference is an excellent opportunity for the Indian Pharmaceutical & Medical Device Industry to showcase their products to Indian and International Healthcare community, which is critical in our endeavour to make India self-reliant in the Health & Pharma sector of Indian Economy.

Ms Nirmala Sitharaman, MoS for Commerce and Industry said, “We have decided to include the medical device sector among the 25 flagship industries to boost the ‘Make in India’ program and thus reduce imports. **Shri Ananth Kumar added,** “Union and state governments will provide common facilities for pharma and medical device sector so that the manufacturing costs come down by at least 30 percent”.





Addressing the key challenges in the industry like single window clearance, infrastructure development, stable and predictable policy environment, need for progressive labor policies and practices and how GST can be a game changer Keeping these issues in mind, **Shri. Jai Priye Prakash said, Secretary, Department of Pharmaceuticals** mentioned - "Government is striving to make the processes in the sector as relevant and easy as possible. Eg-Single window clearance in pharma sector is a huge step because we are dealing with medicines and the nature of the sector demands several checks and scrutiny at various levels. At present our focus is to stabilize the policies in terms of pricing, enabling conducive environment in India".

The 2nd edition of the event witnessed over **275 exhibitors** from the Pharmaceuticals & Medical Device sector, **Hosted Buyers from over 24 countries, International Regulators from 8 Countries, Over 29 Embassy Officials** and over **10,000 Business Visitors** visited during the 3 days of the event. **Karnataka participated as the Host State of the event while Chhattisgarh was the Partner State.**



DIGNITARIES ON THE DIAS: INAUGURAL SESSION-INDIA PHARMA & INDIA MEDICAL DEVICE 2017:



1. Shri Ananthkumar, Hon'ble Minister for Chemicals & Fertilizers & Parliamentary Affairs, Government of India
2. Shri Siddaramaiah, Hon'ble Chief Minister of Karnataka

3. Shri. D V Sadananda Gowda, Hon'ble Minister for Statistics and Programme Implementation, Government of India
4. Smt. Nirmala Sitharaman, Hon'ble Minister of State for Commerce and Industry, Govt. of India
5. Shri Mansukh L. Mandaviya, Hon'ble Minister of State for Chemicals & Fertilizers, Govt. of India
6. Shri R V Deshpande, Hon'ble Minister for Commerce and Industries, Infrastructure Development, Government of Karnataka
7. Dr Sharana Prakash Rudrappa Patil, Hon'ble Minister for Medical Education, Government of Karnataka
8. Shri Jai P. Prakash, Secretary, Department of Pharmaceuticals
9. Dr. Sowmaya Swaminathan, Director General, Indian Council of Medical Research & Secretary, Department of Health Research, Government of India
10. Shri Pankaj R Patel, FICCI President & Chairman and Managing Director, Zydus Cadila
11. Shri S. A. Bhardwaj, Chairman, Atomic Energy Regulatory Board
12. Dr Kiran Majumdar Shaw, Chairman & Managing Director, Biocon Ltd
13. Dr Henk Bekedam, WHO Representative to India
14. Mr. Glenn Saldanha, Chairman and Managing Director, Glenmark Pharmaceuticals, FICCI Chairman, Pharmaceuticals
15. Mr Satish Reddy, Dr.Reddys Laboratory
16. Mr. Probir Das, Managing Director, Terumo India Pvt. Ltd
17. Shri Sudhansh Pant, Joint Secretary, Department of Pharmaceuticals
18. Shri Ajay Kumar, Additional Secretary, Ministry of Electronics & Information Technology, Government of India
19. Dr R K Vats, Additional Secretary, Ministry of Health & Family Welfare
20. Dr G N Singh, DCGI, Central Drugs Standard Control Organization
21. Shri Bhupendra Singh, Chairman, National Pharmaceutical Pricing Authority
22. Dr. Shailesh Ayyangar, Organisation of Pharmaceutical Producers of India
23. President, Forum Coordinator, Indian Drugs Manufacturers Association
24. Mr. Rajiv Nath, Association of Indian Medical Device Industry
25. Mr. Sunil Attavar, President, Karnataka Drugs and Pharmaceuticals Manufacturers
26. Mr. Jayant Tagore, President, Bulk Drugs Manufacturers Association
27. Shri Vinay Mathur, Deputy Secretary General, Federation of Indian Chambers of Commerce and Industry
28. Mr Sudhir Mehta, Torrent Pharma
29. Mr. S Sridhar, Managing Director, Pfizer
30. Mr Sashi Kumar V, Managing Director at Phoenix Medical Systems (P) Ltd
31. Mr Ambaty Velu, Managing Director, Abbott India Ltd
32. Ms Meenakshi Gupta, Additional Secretary & Financial Advisor
33. Shri Rajneesh Tingal, Joint Secretary, Department of Pharmaceuticals

AMBASSADORS AT INDIA PHARMA & MEDICAL DEVICE 2017:

1. H.E. Ms. MOSSI NYAMALE Rosette, Ambassador of Democratic Republic of Congo
2. H.E. Mr. Archil Dzuliashvili, Ambassador of Georgia
3. H.E. Mr. Southam Sakonhninhom, Ambassador of Laos
4. H.E Ms. Queen I. Worlu, High Commissioner of Nigeria
5. H.E Mr. Jorge Juan Castaneda Mendez, Ambassador of Peru
6. H.E. Mr. Dave Persad, High Commissioner of Trinidad and Tobago

Trade Commissioners and Commercial Councillors from Australia, Canada, United Kingdom, Guinea, Italy, Macedonia, Mongolia, Nigeria, Rwanda, Switzerland, Tanzania, Uganda, Yemen etc were also present during the event.



CEOs FORUM ATTENDEE'S AT INDIA MEDICAL DEVICE 2017:



1	Probir	Das	Terumo
2	Varun	Khanna	Becton Dickinson
3	Mandeep	Singh	Wipro GE Healthcare
4	Madan	Krishnan	India Medtronic
5	Sunil	Khurana	BPL Medical Systems
6	Sashi	Kumar	Phoenix Medical Systems
7	Suresh	Sugavanam	UL
8	Shyam	Rao	Forus Health
9	Nandakumar	S	Perfint Healthcare
10	Aravind	Viswanathan	Ethicon, J&J
11	Manikandan	Bala	Elekta Medical Systems
12	Krishna	Prasad	Prognosys Medical Systems
13	Rajiv	Nath	AIMED
14	Kishore	Khanna	Romsons
15	A G	Krishnaswamy	Browndove Healthcare
16	N G	Badari Narayan	S3V Vascular Technologies
17	Suresh	Vazirani	Transasia Biomedicals
18	Abhinav	Thakur	Accurex Biomedical
19	G D	Agarwal	G Surgiwear
20	Ram	Sharma	Meril
21	Gurmit	Chugh	Translumina
22	Nitin	Mahajan	J Mitra
23	Debarati	Sen	3M

CEOs FORUM ATENDEE's AT INDIA PHARMA 2017:

(add a photo of pharma ceo's)

SL. No.	First Name	Last Name	Organization
1	Melvin Oscar	D'souza	Novo Nordisk India Pvt. Ltd.
2	Jawed	Zia	Novartis India Ltd.
3	Ranjit	Shahani	Novartis India Ltd.
4	S	Sridhar	Pfizer Limited
5	Vivek Vasudev	Kamath	MSD Pharmaceuticals Pvt Ltd
6	Shailesh	Ayyangar	Sanofi India Limited
7	Harish K	Jain	Embiotc Laboratories (P) Ltd
8	Ambati	Venu	Abbott India Limited
9	Sunil	Attavar	Group Pharmaceuticals Ltd.
10	Jatish	Sheth	Srushti Pharmaceuticals Pvt. Ltd.
11	Suresh	Khanna	Dossier Solutions & Services Pvt. Ltd
12	C P	Bothra	Lyrus Lifescience Pvt. Ltd
13	S V	Veerramani	Fourrts India Laboratories Pvt. Ltd.
14	Davinder	Gill	MSD Wellcome Trust Hilleman Laboratories Pvt. Ltd
15	Richard	Bradbury	SAP India Pvt. Ltd
16	Vipin	Kumar	Tejkamal Pharmaceuticals Pvt. Ltd
17	Sanjit Singh	Lamba	Eisai Pharmaceuticals India Pvt Ltd
18	Kiran Mazumdar	Shaw	Biocon Ltd.
19	Mohan	Bhandari	Bilcare Ltd
20	Sanjay	Murdeswar	AstraZeneca Pharma India Ltd
21	Lion Daara B.	Patel	Indian Drug Manufacturers' Association
22	Anjan	Roy	R L Fine Chem Pvt. Ltd
23	Manoj	Palrecha	Lake Chemicals Pvt. Ltd
24	Sanjiv	Navangul	Janssen India
25	Satish	Reddy	Dr. Reddy's Laboratories Ltd
26	Surendar	Chordia	Medopharma
27	Anand	Nambiar	Merck Limited
28	Anil	Khaitan	Sunil Healthcare Ltd
29	S M	Mudda	Micro Labs Limited
30	K M	Prasad	Karnataka Antibiotics & Pharmaceutical Ltd
31	Mamta	Singh	Eli Lilly and Company (India) Pvt. Ltd
32	Henk	Bekedam	World Health Organization
33	Vijendra	Prakash	Himalaya Drug Company
34	Pankaj	Garg	Medrich Ltd

35	Naresh	Gupta	Lupin Ltd
36	Pranabh	Mody	JB Chemicals and Pharmaceuticals Ltd
37	Ajit	Singh	ACG Worldwide
38	Sukanya	Choudhury	GSK
39	A H	Khan	Sun Pharmaceutical Industries Ltd.
40	Sudhir	Mehta	Torrent Pharmaceuticals Ltd.
41	Glenn	Saldanha	Glenmark Pharmaceuticals Limited
42	N G Badari	Narayan	S3V Vascular Technologies Private Limited
43	A G	Krishnaswamy	Browndove Healthcare (P) Ltd
44	Arun	Kumar	Strides Shasun Limited
45	Rakesh	Bamzai	Mylan Laboratories Ltd
46	Pankaj R	Patel	Zydus Cadila
47	K G	Ananthakrishnan	MSD Pharmaceuticals Pvt Ltd
48	Rajpal	Jaidev	McKinsey

INDIA PHARMA & MEDICAL DEVICE AWARDS:

India Pharma 2017 & India Medical Device 2017 Awards brought forefront several innovations in the Pharma and medical device sector. To celebrate the achievement's 2nd India Pharma & Medical Award Ceremony was held on 11th February, 2017.



Category	Awardee
India Pharma PSU of the Year 2016	M/s Karnataka Antibiotics & Pharmaceuticals Limited
India Pharma Export Company of the Year 2016	M/s Camus Pharma Pvt. Ltd.
India Pharma Bulk Drugs Export Company of the Year 2016	M/s Camus Pharma Pvt. Ltd.
Overall India Pharma Excellence 2016	M/s Lupin Ltd.
India Pharma Bulk Drugs Export Company of the Year	M/s Lupin Ltd.

2016	
India Pharma Corporate Social Responsibility (CSR) Programme of the Year 2016	M/s Lupin Ltd.
India Pharma Research & Development Achievement Award 2016	M/s Sun Pharmaceuticals Industries Ltd.
India Pharma Innovation of the Year Award 2016	Dr. Reddy Communications
India Pharma Company of the Year Award 2016	Glenmark Pharmaceuticals Limited
India Pharma Leader Award 2016	Shri Dilip Surana, Micro Labs Limited
India Medical Devices Company of the Year 2016	M/s Meril Life Sciences Pvt. Ltd.
India Medical Devices Export Company of the Year 2016	M/s Meril Life Sciences Pvt. Ltd.

Key Session Discussions for India Medical Device 2017:

1. IMD 2017 CEO Roundtable :



Highlights of IMD 2017 CEO Roundtable discussions are:

- Action Taken report for CEO Roundtable 2016 was presented by Mc Kinsey and was reviewed in detailed by Hon'ble Minister and other officials.
- Hon'ble Minister asked Industry to submit the Policy Vision 2025 paper for medical devices sector of India. The draft shall then be examined by the Government
- Hon'ble Minister advised Industry to submit a study on the current status of market to substantiate the recommendations around low demand and desired increase in healthcare spend (by how much ? and what would be its impact)
- Industry captains recommended other steps to encourage make in India participation which are being submitted in detailed report of the CEO roundtable.

2. Session on Health Technology Assessment:



The session on HTA in medical technology focused its discussion on exploring the pathways which lie ahead for India to adopt the right health technology assessment framework for our country.

Participating panelists included health economics expert from Industry, Indian Council of Medical Research, NHSRC , Government of Karnataka (payer segment). The eminent speakers detailed their perspectives on the subject and discussions were carefully steered by Quintiles IMS consulting as a convener for the session.

3. Panel Discussion 1 : On Policy Interventions in Med Tech



The panel focussed on the future of med tech and need of policy interventions keeping in mind the following contours:

1. The huge opportunity that lies ahead of India keeping in mind that India currently is only 1.3% of global med tech market
2. On the Importance of scaling medical devices sector in India to deliver the goals of Universal healthcare for the country
3. Importance of increasing healthcare penetration to enhance demand for med tech- as med tech is essentially an ancillary to healthcare.

The session discussions focussed on seeking from Government t, their immediate agenda and expectations for industry and to hear the med tech CEOs in the panel to talk of their immediate challenges which need policy interventions and thus their expectations from the Government.

4. Panel Discussion 2 : Scaling Med Tech Manufacturing



The session invited discussions from manufacturers of medical technology products in India on what is their expectation from the Government along the lines of a conducive policy and regulatory framework which facilitates manufacturing of med tech in India. The session also explored the contours of affordability of med tech products India. The panel covered all size and nature of med tech enterprises from Big to Small from high tech to medium tech and also the innovators.

The session included a detailed account of Ireland as a med tech manufacturing giant in the globe, which was presented by a distinguished speaker from Enterprise Ireland. The initiatives for enhancing manufacturing in the sector from Andhra Med tech Zone (AMTZ) was also appropriately described by CEO – AMTZ

5. Panel Discussion 3 : Emerging Technologies in Med Tech



The panel was enriched by the presence of Innovators from India's med tech fraternity accompanied by Incubators and R&D experts from large manufacturing companies. The focus was to drive a discussion and emerge with concrete recommendations to facilitate the key issues of emerging technologies and start-ups in India's Healthcare system. Some of the main points of discussions hovered around low adoption of medical technologies innovated in India, Challenges that new products face on their path to commercialisation and How the process of commercialisation can be streamlined. Interesting case examples of successful commercialisations were mentioned as well. The key resources for commercialisation of innovation: Talent and Money were discussed.

6. International Regulators meet :



Incorporated as a fresh initiative in India Pharma and India Medical device 2017 the regulators meet sessions emerged as a roaring success especially amongst industry and also for regulators as they were

able to seek clarifications on several topics related to quality, regulations, standards and compliance systems. The participating countries included USA, Japan, Vietnam, Indonesia, Malaysia and Myanmar along with the National regulatory agency for India – CDSCO. A session was dedicated for deliberation among regulators for exchanging best practices in these 2 sectors.