



Department of Pharmaceuticals  
Ministry of Chemicals and Fertilizers  
Government of India



3rd  
INTERNATIONAL  
EXHIBITION & CONFERENCE  
ON PHARMACEUTICAL  
INDUSTRY



February 15 - 17, 2018

Bangalore International Exhibition Center (BIEC),  
10th Mile, Tumkur Road, Madavara Post,  
Dasanapura Hobli, NH48, Bengaluru, Karnataka



HOST STATE:



[www.indiapharmaexpo.in](http://www.indiapharmaexpo.in)



# INDIAN PHARMACEUTICAL INDUSTRY

*An Overview*

The Indian pharmaceuticals market is the third largest in terms of volume and thirteenth largest in terms of value, as per a report by Equity Master. India is the largest provider of generic drugs globally with the Indian generics accounting for 20 per cent of global exports in terms of volume. Of late, consolidation has become an important characteristic of the Indian pharmaceutical market as the industry is highly fragmented.

India enjoys an important position in the global pharmaceuticals sector. The country also has a large pool of scientists and engineers who have the potential to steer the industry ahead to an even higher level.

## MARKET SIZE

The Indian pharma industry, which is expected to grow over 15 per cent per annum between 2015 and 2020, will outperform the global pharma industry, which is set to grow at an annual rate of 5 per cent between the same period. The market is expected to grow to US\$ 55 billion by 2020.

## ROAD AHEAD

The Indian pharmaceutical market size is expected to grow to US\$ 100 billion by 2025, driven by increasing consumer spending, rapid urbanisation and raising healthcare insurance among others.

Going forward, better growth in domestic sales would also depend on the ability of companies to align their product portfolio towards chronic therapies for diseases such as cardiovascular, anti-diabetes, anti-depressants and anti-cancers that are on the rise.

The Indian government has taken many steps to reduce costs and bring down healthcare expenses. Speedy introduction of generic drugs into the market has remained in focus and is expected to benefit the Indian pharmaceutical companies. In addition, the thrust on rural health programmes, lifesaving drugs and preventive vaccines also augurs well for the pharmaceutical companies.

(Sources: [www.ibef.org/industry/pharmaceutical-india](http://www.ibef.org/industry/pharmaceutical-india))



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The Event is organised by the Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Government of India in association with the Federation of Indian Chambers of Commerce and Industry at Bangalore International Exhibition Center, Bengaluru, from February 15 - 17, 2018.

It is an initiative to increase the overall growth of Pharma sector including exports and focus on increase of domestic production in the sector by Government of India & FICCI, with the active participation from all Stakeholders.

It will also provide a platform to global investment community to connect with stakeholders in Pharma sector in India, Central and State Governments, leading business leaders and top executives from the industry, academics and experts from across the world.

## EVENT FORMAT

- Exhibition
- Conference
- CEOs Forum
- International Drug Regulator Meet
- International Buyer Seller Meet
- Investment Conclave
- Make in India
- Award Ceremony
- Technical Sessions
- Workshops & Seminars
- Media Interactions
- Live Demonstrations
- Inauguration and Networking Dinner



## OBJECTIVES

- The Event will cover all the sectors of the pharmaceutical industry starting from finished formulations, APIs, Bio-pharmaceuticals, Fine Chemicals and intermediates, Natural extracts, Excipients and many more.
- Display of latest Pharmaceutical Machinery, Plants, Laboratory Equipments, Analytical Instruments and Cleanroom Equipment with Live Demonstration.
- Direct Access to Highly targeted Senior Pharma Executives, Buyers, Procurement Managers, Contract Manufacturers.
- Meetings with Managers and Business Development Managers who are looking for new supplies, building strategic partnerships or entering into new ventures.

## WHY PARTICIPATE?

- Networking opportunities with over 5000 global pharmaceutical and biotechnology professionals.
- Attendees from all major pharmaceutical drug manufacturing states and countries.
- Interact with top decision makers from the global industry.
- Interaction with the Government Officials.
- Unique combination of Exhibition, Conference, Buyer-Seller Meet, partnering opportunities and networking events.
- Multiple opportunities to connect with current clients and prospective new customers.
- An ideal platform for Brand visibility.

## DELEGATE PROFILE

- Decision Makers from Industry, Associations, Notified Bodies
- Government Regulators
- Pharmaceutical & Biotech Industry Professionals
- CROs
- Public Health Organizations
- Venture Capital & Private Equity
- Institutions
- Business Consultants / Regulatory Advisors





## DISPLAY PROFILE

- Pharmaceutical Bulk Drugs, Intermediates & Formulations
- Plant & Machinery for Pharma Production, directly or indirectly involved
- Packaging Material & Machinery
- Lab Equipments, Instruments, Lab wares
- Clinical Research Organizations
- Contract Manufacturers
- Excipients & Additives
- R&D, Quality Control etc.
- Infrastructure & Accessories
- Water Management, Waste Management
- Bio-Pharmaceuticals
- Environment & Pollution Control
- Technical Publications
- Trade Associations & Trade Promotion Bodies
- Safety Equipments
- Software for Pharma Industry & Management



## VISITORS PROFILE

- CEOs, Technocrats and Scientists from Drug Manufacturing Companies
- Decision Makers
- Pharmacists
- Engineers
- R&D Professionals
- Biotechnology Specialists
- Doctors
- Policy Makers, Diplomats and Foreign Commercial Corporations
- Regulatory Officers
- Purchase Officers of Pharma Companies
- Hospital Administrators
- Academicians, Teachers & Students
- Equipments Suppliers & Distributors
- Medical Representatives

### Exhibition Participation Charges\* (Rate per Sq.mtr.):

Type of Space	Foreign	Indian
Shell Space (Minimum Area 9 sq.mtrs.)	US\$ 300	Rs. 9000.00
Bare Space (Minimum Area 27 sq.mtrs.)	US\$ 275	Rs. 8500.00

\*Taxes applicable, Catalogue Entry Charges - Rs.1000 / US\$ 20 per Company

### Conference Registration Fee\* per delegate:

Indian Delegate: INR 5000

Foreign Delegate: US\$ 100

\*Taxes applicable

Event Patron

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