



News Updates: November 29, 2013

OPPI HR Conclave - 2013

Publication: Financial Chronicle

Edition: Online, National - Hyderabad / Delhi / Mumbai / Bangalore / Chennai

Date: Print - November 29, 2013; Online - November 28, 2013

Page: 10

Journalist: Soumonty Kanungo

Headline: [Poor salary packages keep talent off pharma industry](#)

Synopsis: Firms need to cultivate a strong image as employers of choice. Despite job opportunities in the pharmaceutical sector and a great scope for hiring, not many young people are keen to join the sector, thanks to its low entry-level salary packages. The entry-level profile of a medical representative is also not a popular choice among the present generation. "In the '80s, pharma was one of the aspiring professions for many to join. The situation has changed now. The need is to understand whether the present generation wanted to be a part of the industry as medical representatives and grow up the ladder subsequently. For many, this may not be a right career path," said Pradeep Mukerjee, CEO, Mercer India on the sidelines of an HR conclave organised by OPPI. The sector also has one of the highest attrition rates in the country at about 24 per cent. "The present regulation and issues in the domestic market also pose as a severe challenge for the industry in terms of hiring. The industry growth has been suffering which is impacting the hiring growth in the same pattern. Earlier there have been instances of over-hiring but now the focus is on quality hiring," said Merck Serono country head Lawrence Ganti. Dietmar Eidens, EVP, HR, Merck Serono said, "Globally, the pharmaceutical industry is undergoing rapid changes. The pace of this transformation has made it important to invest in developing talent and adapting to their needs. The industry will need to cultivate a strong image as an 'employer of choice'."

Publication: Afternoon Despatch & Courier

Edition: Mumbai

Page: 23

Date: November 29, 2013

Headline: Pharma Sector To Create More Jobs in 2014 (No link available)

Synopsis: Indian as well as multinational pharmaceutical companies are likely to create more jobs in 2014 on the back of expected double digit growth in the key sector, according to industry experts, The pharma industry in India has clocked double digit growth rate (about 14 per cent) in the last five years and this is expected to continue in 2014 too. Several multinational firms operate in this space, which has great scope for hiring and job creation, they said at a human resource organised by the Organisation of Pharmaceutical Producers of India (OPPI) yesterday.

Pharma Sector To Create More Jobs In 2014

Indian as well as multinational pharmaceutical companies are likely to create more jobs in 2014 on the back of expected double digit growth in the key sector, according to industry experts. The pharma industry in India has clocked double digit growth rate (about 14 per cent) in the last five years and this is expected to continue in 2014 too. Several multinational firms operate in this space, which has great scope for hiring and job creation, they said at a human resource organised by the Organisation of Pharmaceutical Producers of India (OPPI) yesterday.

Publication: NDTV Profit *(Reproduced from PTI)*

Edition: Online

Date: November 28, 2013

Headline: [Pharma sector in good health, to create more jobs: experts](#)

Synopsis: Indian as well as multinational pharmaceutical companies are likely to create more jobs in 2014 on the back of expected double digit growth in the key sector, according to industry experts. The pharma industry in India has clocked double digit growth rate (about 14 per cent) in the last five years and this is expected to continue in 2014 too. Several multinational firms operate in this space, which has great scope for hiring and job creation, they said at a human resource conclave today. The industry currently employs about 4,50,000 people and has contributed significantly in creating a rich talent pool of researchers, scientists, doctors and project managers, the experts said at the meet, organised by the Organisation of Pharmaceutical Producers of India (OPPI) here. Shailesh Ayyangar, OPPI president and managing director, India and Vice-President, South Asia, Sanofi, said: "The very nature of the pharmaceutical business - treating patients and providing integrated healthcare access - will go a long way in meeting key career aspirations of Gen Y." "Gen Y, or the 20-to-30-something age group, today constitutes a major part of the country's workforce and will bring us tomorrow's leaders. The industry needs to retain and nurture existing talent and equip young workers with necessary skills," OPPI director general Ranjana Smetacek said.

Publication: Express Pharma

Edition: Online

Date: November 28, 2013

Headline: [OPPI Conclave focuses on attracting young talent to the pharmaceutical industry](#)

Synopsis: Event saw industry stalwarts, multinational pharma companies, distinguished academicians and HR leaders from the pharma and allied sectors. The Organisation of Pharmaceutical Producers of India (OPPI) recently hosted an HR Conclave on "Talent Attraction – Engaging Gen Y" in Mumbai to address the human resources challenge in the pharmaceutical sector. The event brought together industry stalwarts, multinational pharma companies, distinguished academicians and HR leaders from the pharma and allied sectors. Addressing the gathering, Ranjana Smetacek, Director General, OPPI said, "Gen Y, or the 20-to-30-something age group, today constitutes a major part of the country's workforce and will bring us tomorrow's leaders. The pharma industry also needs to retain and nurture existing talent and equip young workers with the skills and knowledge, necessary for a better understanding of emerging challenges and opportunities." Dr Shailesh Ayyangar, President – OPPI and Managing Director, India and Vice President, South Asia, Sanofi, added, "The very nature of the pharma business, treating patients and providing integrated healthcare access, will certainly go a long way in meeting key career aspirations of Generation Y, looking for 'social value' and 'instant gratification' in what they do. With a strong commitment to attracting and nurturing young talent, OPPI has also been organising sessions under its 'OPPI Academia Programme' at leading management institutes across India. Here the aim is to provide students an understanding of growth trends, challenges and business models of the healthcare industry, and understand their concerns and suggestions.

Publication: BioSpectrum India

Edition: Online

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Publication: FirstWorld Pharma (Reproduced from Business Standard)

Edition: National

Date: November 27, 2013

Headline: [Indian pharma sector in good health, to create more jobs: Experts](#)

Synopsis: Industry insiders suggest that the pharmaceutical sector will create more jobs in 2014 as the industry experiences anticipated double-digit growth, Business Standard reported Wednesday. As Generation Y begins to play a more important role in the workforce, the pharmaceutical industry will also need to adjust to the changing workplace dynamic and cultivate a strong image as an 'employer of choice,'" commented Dietmar Eidens, executive vice president of human resources at Merck Serono. "The very nature of the pharmaceutical business - treating patients and providing integrated healthcare access - will go a long way in meeting key career aspirations of Gen Y," added Shailesh Ayyangar, managing director of Sanofi's India unit.

FDI

Publication: The Economic Times

Edition: National

Date: November 29, 2013

Headline: [Under pressure, cabinet defers decision on FDI curbs in pharma](#)

Synopsis: The Union cabinet on Thursday deferred a decision on a contentious proposal that seeks to prevent multinational companies from taking control of existing critical care drug companies, following strong opposition from key stakeholder ministries, including finance, and the Planning Commission. The DIPP had sought to reduce the FDI cap in "rare or critical pharma verticals" to 49% from 100%. It also sought to disallow foreign investors from divesting manufacturing and research and development facilities in case of transfer of ownership of an existing pharma firm and sought to impose a three-year lock-in on investment. The deferred proposal also sought to mandate that foreign investors direct 25% of their total investment into research. Besides, they will not be able to impose a non-compete clause on the Indian seller. The new policy has defined "rare and critical" as those drug segments that have just five Indian manufacturing units. Besides, if an entity has 40% of the domestic market, it will be classified as rare and critical. A facility will also be considered as rare and critical if either of these two conditions are fulfilled for at least one-third of products.

Similar reports have also been published in the following portals:

The Economic Times (November 28) - [Cabinet defers decision on FDI in pharma, housing](#)

The Times of India (November 29) - [Govt defers decision on FDI in pharma, housing](#)

The Times of India (November 28) - [Union Cabinet defers decision on FDI in pharma and housing](#)

The Hindu (November 29) - [Cabinet rejects proposal to change FDI policy in pharma](#)

The Indian Express (November 29) - [Decision on FDI cap in brownfield pharma deferred](#)
Zee News (November 28) - [Govt may review FDI policy in pharma, housing today](#)

Publication: The Financial Express

Edition: National

Date: November 28, 2013

Headline: [Deep divide delays drug decision](#)

Synopsis: A discussion on buyout norms in the pharmaceuticals sector was deferred today by the Union cabinet amid disagreements between the finance ministry and the Planning Commission on one side and the commerce and chemicals ministries on the other. The department of industrial policy along with the health ministry and the department of chemicals want to restrict foreign investment in generic drug makers critical to India's health care system to 49 per cent.

Patents / Intellectual Property Rights / Compulsory Drug Licensing

Publication: FirstPost

Edition: Online

Date: November 28, 2013

Headline: [Largest PE investment in Indian pharma: KKR injects \\$200 mn into Gland Pharma](#)

Synopsis: Gland Pharma Limited, a Hyderabad-based generic injectable drug maker, has reached an agreement for selling a minority stake to KKR, a leading global investment firm, for about \$200 million. This marks the largest private equity investment in the local pharmaceutical sector amid growing demand for generic drugs in overseas markets. The agreement includes KKR's acquisition of the entire stake held by Evolve India Life Sciences Fund, an existing private equity investor in Gland Pharma. Private equity firm Actis last month invested \$48 million in Symbiotec Pharmalab Ltd, a producer of steroid-hormone active pharmaceutical ingredients in India. Indian drugmakers are among the world's biggest producers of cheap generic medicines, as developed nations battle rising healthcare costs and big-selling drugs going off-patent in the lucrative U. market. The rise in demand for generic drugs has led to closer regulatory scrutiny and a rash of sanctions imposed on top drugmakers including Ranbaxy Laboratories and Wockhardt.

FDA / Drug Regulatory / DCGI / Drug Policy

Publication: The Financial Express

Edition: National

Date: November 29, 2013

Headline: [US ban may cost Wockhardt a 33% drop in FY14 profit](#)

Synopsis: The ban on Wockhardt's Chikalthana facility, coupled with the earlier ban on its Waluj facility, will reduce its FY14 and FY15 revenues by 14% to 16% and will cause a fall of 33% in its net profit in FY14, according to an analyst. "We believe that Wockhardt's revenue will be impacted by 22% in FY15 and 18% in FY16 as the company will have to stop supplying from this facility immediately. Also, the USFDA import alert implies higher resolution costs and blockage of future ANDA approvals," analyst Agarwal said.

Publication: Business Standard

Edition: National

Date: November 29, 2013

Headline: [Jubilant Life Sciences spurts on ANDA approval for a generic medicine](#)

Synopsis: Jubilant Life Sciences spurted 7.93% to Rs 136.80 at 9:53 IST on BSE after the company said it has received abbreviated new drug application approval from USFDA for a generic version of AstraZeneca's Seroquel. The announcement was made after market hours on Thursday, 28 November 2013.

Publication: Reuters India

Edition: Online

Date: November 28, 2013

Headline: [KKR to invest \\$200 million in drugmaker Gland Pharma](#)

Synopsis: U.S. buyout firm KKR & Co LP(KKR.N) has agreed to invest about \$200 million in drugmaker Gland Pharma Ltd, marking the largest private equity investment in the local pharmaceutical sector amid growing demand for generic drugs in overseas markets. Under the deal, KKR will acquire a minority holding in Gland Pharma, including the stake held by private equity fund Evolve India Life Science Fund, KKR said in a statement on Thursday. The size of the stake was not disclosed. KKR'S latest investment in India underscores the positive outlook for generic drugmakers, despite some concerns about manufacturing quality after the recent crackdown by overseas regulators including the U.S. Food and Drug Administration.

Drug Pricing

Publication: The Financial Express

Edition: National

Date: November 29, 2013

Headline: [Govt defends its policy on drug pricing](#)

Synopsis: Defending its new drug pricing policy of essential medicines under the National Pharmaceuticals Pricing Policy 2012 and the Drug Price Control Order 2013, the Centre told the Supreme Court that due to the effective implementation of its policies, drugs are available in India at most economical rates than anywhere in the world. The government has filed two affidavits in the SC defending the new pricing policy. While the department of pharmaceuticals (DoP) said that it will not lead to higher prices of essential drugs, the department of industrial policy and promotion (DIPP) clarified that the drug price control is beyond its preview.

Publication: Pharmabiz

Edition: Online

Date: November 29, 2013

Headline: [NPPA fails to gather information about 99 formulations to be brought under price control](#)

Synopsis: Endorsing the general criticism that many of the formulations brought under the price control regime were pulled out from the market already by the manufacturers in view of non-profitability, the National Pharmaceutical Pricing Authority (NPPA) has hit the roadblock of 'no-information' once again with regard to 99 formulations during the process to revise the prices. The NPPA, which is currently in the process of revising the prices of essential medicines as per the new Drug Price Control Order, 2013, had earlier also landed in the same situation with regard to 55 formulations. Thus so far it could not collect information on a total of 154 formulations thereby putting the price revision process in a fix in these cases.

Publication: Moneylife

Edition: Online

Date: November 28, 2013

Headline: [DPCO 2013 loopholes: OPPI view and Moneylife's counterview – Part 1](#)

Synopsis: While market-based pricing can potentially reduce the price for two-thirds of essential medicines, there are far too many loopholes. OPPI has taken an exception to Moneylife DPCO 2013 loopholes article. Here are OPPI views, along with our counterviews. According to the Drug Prices Control Order (DPCO) 2013, the ceiling price of essential medicines is fixed based on the simple average of the prices of all brands of that drug that have a market share of at least 1%. The national list of essential medicines lists 348 bulk drugs, which are sold as 650 formulations. The DPCO itself covers only

14 %-17% of the Rs75,000 crore pharma market, which means only a small subset of the market will be impacted. The good news is that for two-third essential medicines, there can be average price reduction of 22% (even though some reports claim reduction by 30%-40%). The bad news is that there are far too many loopholes to really see reduction in your chemist bill. Organisation of Pharmaceutical Producers of India (OPPI) had written to Moneylife stating that the article (Read - [Medicine prices: DPCO loopholes will deny cheaper essential drugs-Part2](#)) was incorrect or ill-informed; therefore misleading.

Clinical Trials

Publication: The Hindu Business Line

Edition: National

Date: November 28, 2013

Headline: [CARE Keralam to focus on clinical trials](#)

Synopsis: CARE Keralam, a joint venture between ayurvedic companies and Kerala Government, is set to focus more on clinical trials. This is to help the consortium companies to gain market acceptance for their herbal health care products. The Rs 9-crore quality control and analytical lab and the toxicology study centre set up at the Kinfra Small Industries Park at Koratty is currently offering clinical trials to companies to upgrade their products. CARE Keralam (Confederation for Ayurvedic Renaissance – Kerala Ltd) was established with the support of Ayush.

Publication: The Times of India

Edition: National

Date: November 28, 2013

Headline: [DCGI approves Saurashtra University for clinical studies](#)

Synopsis: Drug Controller General of India (DCGI), New Delhi, has given approval for clinical studies to department of Pharmaceutical Sciences of Saurashtra University (SU). According to SU officials, Department of Pharmaceutical Sciences, Saurashtra University, Rajkot, the only PG pharmacy education in entire region, took initiative to register its ethics committee to DCGI and got approval from the same. Dr. Sheth said that India as many as 2,644 people died during the clinical trials of 475 new drugs on human beings in last seven years and only 17 of the medicines were approved for marketing in India. In this regard, Indian government established a three-tier scrutiny system comprising New Drugs Advisory Committee, technical committee and apex committee to examine applications for clinical trials in India in the early October this year. The law governing clinical trials witnessed sea change in past 6-8 months and ethics committees (ECs), the group of people that protects rights and look after well-being of participants of clinical trials, have been forced to register to Drug Controller General of India (DCGI), New Delhi before granting approval of any clinical trials proposals".

Publication: The Economic Times

Edition: National

Date: November 29, 2013

Headline: [Contract research firms seek more clarity on filming clinical trials](#)

Synopsis: The contract research organisations in the country have sought more clarity from the drug regulator on the process of filming the informed consent ritual during a clinical trial, particularly on aspects like what kind of equipments should be used while videographing, how should the audio visual clippings be stored and full-proof confidentiality of the same maintained. Last week, the central drug regulator made it mandatory for pharma companies, contract research organizations, medical institutes and investigators to videograph the informed consent of all 'new subjects enrolled' in clinical trial in the country and preserve it by 'adhering to the principles of confidentiality'. The order seeking implementation of the move 'with immediate effect' came after the government was rapped by the Supreme Court on the matter last month. But the move to mandate AV recording of informed consent in clinical trials was already on its way.

General Industry

Publication: The Economic Times

Edition: National

Date: November 28, 2013

Headline: [Cadila Pharma working on super-bug NDM-1; soon to commercialize India's first VLP vaccine](#)

Synopsis: Ahmedabad-based Cadila Pharmaceuticals Ltd, a privately owned drug company by Modi family, will commercialise India's first virus like particle (VLP) based technology seasonal flu vaccine within next 18 months. The company is also working on antibiotic resistance breaker (ARBs) technology to solve the problem rising from the super-bug - New Delhi Metallo-beta-lactamase-1 (NDM-1).

Publication: The Economic Times

Edition: National

Date: November 29, 2013

Headline: [Valuations of select defensive stocks turning attractive: David Pezarkar](#)

Synopsis: On the pharma space, we continue to be bullish. So the opportunity in the developed markets is yet to be completely tapped and particularly in the US and now we are seeing Japan also opening up. So Indian pharma companies, all the generics exporters are likely to benefit for at least another couple of years and I mean selectively valuations are high but overall, the sector is trading at around 820 kind of multiples which is not overly expensive. So in the next three to four months, the market overall might see some kind of a return of uncertainty. So pharma sector should do well. The other top performing sector of course has been IT. There, like I said earlier, we continue to be positive. So FMCG we are neutralish, pharma and IT we are positive.

Publication: The Times of India

Edition: National

Date: November 28, 2013

Headline: [Cadila Pharma and UK co to invest in antibiotics R&D](#)

Synopsis: Cadila Pharmaceuticals and UK-based antibiotics discovery company, Helperby Therapeutics have signed a joint agreement on antibiotic drug resistance research & development. The global market size of antibiotics is estimated to be around \$69 billion.

Publication: The Financial Express

Edition: National

Date: November 29, 2013

Headline: [Gland Pharma plans to invest Rs 1,000 cr](#)

Synopsis: Hyderabad-based Gland Pharma, a generic injectable pharmaceutical products company, is planning an investment of R1,000 crore in the next two to three years for widening its product portfolio, capacity expansion and R&D spend. To meet expansion plans, it is investing in a new manufacturing unit as well at Pashamylaram, near Hyderabad, in addition to its existing three facilities in the state. Talking to FE, Gland Pharma vice-chairman and MD Ravi Penmetsa said, "We are expanding our range of products and have plans to double the injectable portfolio. This may require an investment of R1,000 crore in the next two to three years." Besides, the company is also raising its manufacturing capacity to 250 million injectable units in the next 18 months from the present 150 million units, he said.

Publication: The Financial Express

Edition: National

Date: November 29, 2013

Headline: [US ban may cost Wockhardt a 33% drop in FY14 profit](#)

Synopsis: The ban on Wockhardt's Chikalthana facility, coupled with the earlier ban on its Waluj facility,

will reduce its FY14 and FY15 revenues by 14% to 16% and will cause a fall of 33% in its net profit in FY14, according to an analyst.

Publication: The Financial Express

Edition: National

Date: November 29, 2013

Headline: [And now, Wockhardt](#) (Opinion Editorial)

Synopsis: Regulatory changes including the new drug policy, the growth of India's pharmaceuticals sector is down to sub-10%, the US FDA action against Wockhardt has further dented its global image. The immediate impact, of course, will be financial—among the drugs that can't be exported from the Chikalthana plant is the bestseller blood pressure medicine Metropol that accounts for a seventh of Wockhardt's revenues.

Publication: Business Standard

Edition: National

Date: November 28, 2013

Headline: [Granules India looks at further expansion](#)

Synopsis: Granules expects to post a turnover of over Rs 1,000 crore this financial year as against Rs 764 crore in 2012-13. Hyderabad-based drug maker Granules India Limited, which recently acquired Auctus Pharma for Rs 120 crore, is looking towards further expansion of its business through both organic and inorganic routes. "The advantage with Ajinomoto Omnicem is that it is all about quality and there is no price pressure. The second advantage is that this gives us access to the type of management and companies that we do not have traditionally. That access opens up a lot of doors for us," Chigurupati said. With regard to Auctus, he said the main advantage was that it had FDA approved products. With these products, backed by Granules marketing strength, "the customers we get are significantly different. So, margins and revenues will improve."

Publication: Pharmabiz

Edition: Online

Date: November 29, 2013

Headline: [Belgium offers tax incentives and technical expertise to Indian pharma cos to invest in Belgium](#)

Synopsis: Known the world over for being a country having largest number of medicines in development per capita, largest number of clinical trials per capita and ranking second for pharmaceutical exports per capita in Europe, the Belgian and Indian delegates deliberated on Belgium as an ideal location for the pharmaceutical market for India and European Union. Over 300 decision makers from Belgium and captains of the Indian Pharma industry participated in the Seminar under the theme Belgium as a Business Hub for the Pharmaceutical Market in Europe on 27th November, 2013 in Mumbai organised by AWEX, the Walloon Agency for Export and Foreign Investments, in collaboration with Indian Drug Manufacturers Association.

Publication: Your Money Site

Edition: National

Date: November 28, 2013

Headline: [Pharma Cos Need To Improve Mfg Standards](#)

Synopsis: "Manufacturing violations have been rampant across various domestic and international pharma companies," says, Vikas Dandekar, India Bureau Chief, Elsevier Business Intelligence, PharmaAsia News.

Publication: The Economic Times

Edition: National

Date: November 28, 2013

Headline: [New aggressive HIV strain leads to faster AIDS development](#)

Synopsis: A new HIV strain leads to significantly faster development of AIDS than currently prevalent forms, a new study has found. Researchers found that the period from infection to development of AIDS was the shortest reported among HIV-1 types, at around five years. There are over 60 different epidemic strains of HIV-1 in the world, and geographic regions are often dominated by one or two of these.

Publication: The Financial Express

Edition: National

Date: November 28, 2013

Headline: [‘India has shown over 50 per cent decline in new HIV infections in the last 10 years’](#)

Synopsis: As World AIDS Day (December 1) draws near, Dr R S Paranjape, Director of National AIDS Research Institute, during an interaction with The Indian Express at an Idea Exchange programme, speaks on a range of issues — from the hunt for an HIV vaccine and containing fresh infections to new collaborations for better drugs.

Publication: The Indian Express

Edition: National

Date: November 29, 2013

Headline: [Only 75 HIV-AIDS cases this year, as compared to 122 in 2012](#)

Synopsis: The number of HIV-AIDS cases in Chandigarh has witnessed a decline. As per the State AIDS Control Society (SACS) this year, 75 AIDS cases have been reported from the city till October this year as opposed to 122 cases in 2012. The total number of cases reported in the city is 647, which includes people from the neighbouring states as well. The residents of Chandigarh constitute only 11 per cent of the total cases. Haryana, followed by Punjab, constitutes the majority of AIDS cases reported in Chandigarh. Out of 647 total AIDS cases reported in Chandigarh till October this year, 320 are from Haryana and 210 from Punjab.