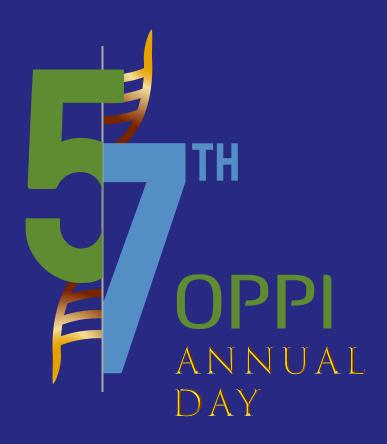


Organisation of Pharmaceutical Producers of India



Thursday, 9th May 2024 Mumbai



OPPI ANNUAL DAY

The Annual Day is a formal evening where OPPI members gather to celebrate their achievements and acknowledge the work done in various business fields including Marketing, Sales, HR, Communications, Sustainability, Medical Regulatory and others.

The OPPI Annual Day is a great occasion to build the camaraderie of the OPPI fraternity. This year was the 57th year of celebration. The audience in the evening comprised MDs, CEOs, CXOs of OPPI member companies, Winners of the OPPI Annual Awards, Jury of the OPPI Annual Awards, vendor partners and other key stakeholders.



SESSION PARTNER



SILVER PARTNERS

Page 2









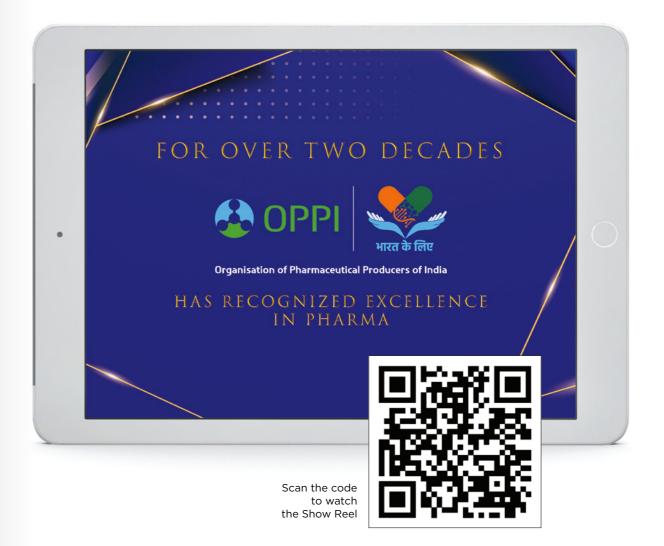
ABOUT THE LOGO

The Logo depicts the year of the OPPI Annual Day. It follows the OPPI brand colours. The DNA strand stands for R&D and Innovation. It is also a part of the annual awards trophy that is awarded to the winners.



SHOW REEL

A recap of the past awards, winners and the biggest moments set the perfect tone for 57th Annual Day.



OPPI ANNUAL DAY REPORT Page 3

ABOUT THE PROGRAM

5:00 pm - 5:05 pm	Emcee welcomes the august audience	
5:05 pm - 5:10 pm	Opening Remarks	Anil Matai, Director General, OPPI
5:10 pm - 5:20 pm	Context setting	Suresh Pattathil, President, OPPI & Managing Director and General Manager, AbbVie India
5:20 pm - 6:05 pm	Fireside Chat Topic: Changing Dynamics of Leadership	Session Partner: Tiyash Moderator: Sharad Tyagi, Founder & CEO, Tiyash Speaker: Prabir Jha, Founder & CEO, Prabir Jha People Advisory
6:05 pm - 6:50 pm	Keynote Address Topic: The Power of the Outside-In View in Marketing	Karthik Srinivasan, Independent Communications Professional
6:50 pm - 8:05 pm	OPPI Annual Awards 2023-24	 Dr. H. R. Nanji Memorial, OPPI Marketing Excellence Awards - Existing Pharma Product Dr. H. R. Nanji Memorial, OPPI Marketing Excellence Awards - New Pharma Product OPPI Healthcare Communications Award OPPI HR Award - Diversity & Inclusion Award OPPI HR Award - HR Excellence Award OPPI Medical Excellence Award OPPI Sales Force Excellence Award OPPI Sustainability Excellence Award
8:05 pm - 8:10 pm	Closing Remarks	Asawari Sathaye, Director Communications and Patient Advocacy, OPPI
8:15 pm Onwards	Cocktails & Dinner	

PAYING HOMAGE AND RESPECT

This year we lost two great leaders of the pharma industry and before the start of the event, OPPI paid homage to them. A one minute silence was observed in memory of Mr. Ranjit Shahani, President Emeritus, OPPI and former Vice Chairman & Managing Director, Novartis and Mr. Humayun Dhanrajgir, former President, OPPI and former Vice Chairman & Managing Director, Glaxo India Ltd. Their contributions to the pharmaceutical industry have left an enduring impact.





Audience paying homage to Mr. Ranjit Shahani and Mr. Humayun Dhanrajgir

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LAMP LIGHTING

As per tradition, the evening started with the auspicious lamp lighting at the hands of the OPPI Executive Committee and Leadership.



L-R: Mr. Sudheendra Kulkarni, MD and Chief Executive Officer, South Asia and ASEAN, Ferring Pharmaceuticals Pvt. Ltd, Dr. Rajeev Ranjan, Indian Administrative Service (Retd), Mr. Bhushan Akshikar, President Elect, OPPI and Managing Director, GlaxoSmithKline Pharmaceuticals Ltd., Ms. Pratima Reddy, Managing Director, Merck Specialities Private Ltd., Ms. Shweta Rai, Managing Director - Bayer Zydus Pharma & Country Division Head, South Asia - Pharmaceuticals Division Of Bayer, Bayer Pharmaceuticals Pvt. Ltd., Mr. Anil Matai, Director General, OPPI, Mr. Suresh Pattathil, President, OPPI and Managing Director & General Manager, AbbVie India, Mr. Parag Swadia, Chief Executive Officer, Otsuka Pharmaceutical India Pvt. Ltd.

OPENING REMARKS



Anil Matai

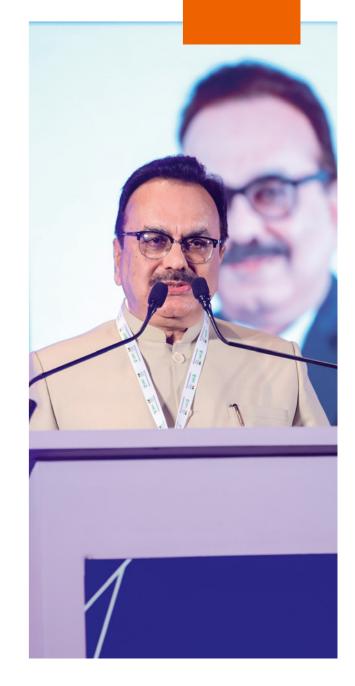
Director General, OPPI

Highlights:

Our Director General, Mr. Anil Matai, welcomed everyone to the event. He noted that the Indian Pharmaceutical Industry bodies: IDMA (Indian Drug Manufacturers Association), IPA (Indian Pharmaceutical Alliance), and OPPI are working collaboratively with the objective to improve the quality of life for patients in India.

This year marks the inaugural year for the OPPI Sustainability Excellence Award. Mr. Matai highlighted how the award represents OPPI's firm resolve to enhance impact and innovation in sustainability within the pharmaceutical sector. It seeks to recognise and reward outstanding strategies and initiatives undertaken by the pharmaceutical companies to address environmental challenges.

The OPPI Sustainability Excellence Award aims to propel us towards a future where sustainability is not just a goal but a way of life for our industry. By promoting energy efficiency, minimising waste generation, conserving resources, and fostering innovation, we endeavour to reduce our environmental footprint and pave the way for a greener, healthier tomorrow.



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CONTEXT SETTING



Suresh Pattathil

President, OPPI and Managing Director & General Manager, AbbVie India

Highlights:

Our President, Mr. Suresh Pattathil, highlighted the key initiatives in which OPPI is currently involved with the government, including research-linked incentive scheme, Schedule M, Patent Amendment Rules and the new GDP Guidelines from the CDSCO. He emphasised that OPPI will continue to strengthen its relationship with the government, leading to stronger collaborations.

To honour Mr. Ranjit Shahani's legacy, Mr. Pattathil announced induction of a new award category from next year: "Ranjit Shahani Memorial Award for Excellence in Patient Centricity."

This award aims to honour Mr. Shahani's profound commitment to championing the rights and well-being of patients and perpetuate Mr. Shahani's enduring legacy of compassionate leadership. The award will acknowledge exemplary efforts of our member companies in advocating for patient rights, access to healthcare, and improved outcomes.

Nominations for this prestigious award will be sought through a rigorous and transparent process, with a distinguished panel of judges carefully evaluating each nominee based on a set of established criteria. The recipient(s)



of the award will be honoured annually at the OPPI Annual Day, providing a platform to celebrate their achievements and reaffirm our collective commitment to advancing patient centric healthcare. The award will serve as a beacon for the industry, inspiring others to emulate Mr. Shahani's exemplary contributions and catalyse positive change in their healthcare systems.

This year, the industry lost another stalwart, Mr. Humayun Dhanrajgir. Throughout his tenure as OPPI President, Mr. Dhanrajgir exemplified the highest standards of leadership, guiding OPPI India with acumen, foresight, and an unwavering commitment to excellence. Under his stewardship, OPPI witnessed remarkable growth and contributed significantly to the advancement of healthcare accessibility and quality nationwide.

FIRESIDE CHAT -CHANGING DYNAMICS OF LEADERSHIP

Overview of the session

Moderated by Mr. Sharad Tyagi, this session delved into the current state of leadership across various sectors. Mr. Prabir Jha shed light on the challenges faced by leaders today. including risk aversion within both individuals and organisations.

They spoke on how exposure to different industries inject fresh ideas and bring a positive change. The discussion emphasised the importance of pluralism within organisations. By allowing diverse perspectives, organisations can unlock new ideas and drive progress.

They also highlighted how stepping the comfort zone and taking risks fuel learning and innovation.

Insights from the session

- Stepping outside one's comfort zone is crucial: Learning requires taking risks, and disruption fuels learning
- · By moving across industries or roles, individuals gain fresh perspectives and inject new energy into the team
- Rotating talent fosters diverse perspectives and prevents ideas from becoming stale
- · A plurality of thought is essential. Different viewpoints lead to better decision-making
- Newcomers bring invigorating ideas. Fresh perspectives challenge the status quo and propel the organisation forward
- · Don't wait for crisis to act. Leaders who make proactive changes during good times are better positioned to navigate challenges
- Intentionality of leadership is important
- Fear of failure shouldn't stifle progress



Standing L-R: Sharad Tyagi, Prabir Jha & Bhushan Akshikar

Page 8 OPPI ANNUAL DAY REPORT Page 9 Experimentation is vital for learning and growth. Not every experiment will succeed, but the lessons learned are invaluable

- A lot of leadership lessons are learnt by observing people who did not do it right
- Avoidance doesn't make the truth any easier
- Change is not always pleasant, but it will continue to happen, with or without us

Scan the code



An engaging conversation between Sharad Tyagi (Left) and Prabir Jha (Right)

About the Speakers

Sharad Tyagi

Founder and CEO, Tiyash

Sharad Tyagi is an accomplished intrapreneur and business leader with over 35+ years of global experience in building businesses and leading people in different stages of organisational life cycles.

His journey spans healthcare including Pharmaceuticals, OTC, Animal Health and other sectors such as Automotive Catalysts and Speciality Chemicals. As former MD of Boehringer Ingelheim (BI) India, Sharad led a transformation from a startup to achieving over 100x remarkable growth in just about a decade. He is known for building high impact teams and creating market leading brands.

Prabir Jha

Founder and CEO, Prabir Jha People Advisory

Prabir Jha served on the executive team as the Global CHRO at two NYSE-listed Indian majors, Dr. Reddy's and Tata Motors before joining Reliance Industries Ltd. as the Group CHRO, making him the only Indian to have headed the HR function of two Fortune 500 companies. Prior to starting his own advisory firm, he was the President & Global Chief People Officer at the pharma major, Cipla. A distinguished HR strategist, he advises firms, including startups, in India and abroad, with a special interest in Organisation Transformation, Talent Management, Executive Coaching, OD interventions, Global HR Strategy, Employer Branding, and Leadership Capability Development.

KEYNOTE ADDRESS THE POWER OF THE OUTSIDE-IN VIEW IN MARKETING

Overview of the session

Mr. Karthik Srinivasan delivered a powerful keynote session, urging the audience to embrace the outside perspective in crafting successful marketing campaigns. He used compelling real-life examples to showcase the impact of incorporating the audience's viewpoint. He also delved into the influence of social media, exploring its impact on both consumers and how companies respond to issues. He emphasised the importance of stepping outside the comfort zone and embracing change as a driver of organisational progress.





Karthik Srinivasan being felicitated by Suresh Pattathil

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Insights from the session

- We don't see things as they are, we see them as we are
- The world is constantly evolving, so should our perspectives. Be open to new ideas and adjust your approach accordingly
- A marketing campaign should be written from the perspective of an audience, not of the company
- Marketing requires stepping outside one's own shoes and seeing the world through the audience's eyes
- Social media has empowered consumers
- When any issue arises, one needs to analyse and understand whether to solve

- the issue or if it has the potential to self-resolve
- Stepping outside one's comfort zone allows one to see challenges from different angles, leading to better solutions
- There is a trust issue in the pharma industry
- The implementation of change often requires the removal of outdated systems and the introduction of novel approaches

Scan the code to watch the talk



About the Speaker

Karthik Srinivasan

Independent Communications Professional

Karthik Srinivasan is an independent communications professional. He worked earlier in companies like Flipkart, Edelman, and Ogilvy. He has worked on brands like Lenovo, General Motors, LinkedIn, Google, Vodafone, Myntra, and IBM, among others, across a 20+ year communications career. He now consults with companies on communications and brand strategy and conducts corporate workshops on topics like personal branding for business leaders, marketing strategy, etc.





OPPI ANNUAL AWARDS 2023-24

Over the years, the OPPI Annual Awards have been recognised as a Gold Standard in the pharmaceutical industry. The OPPI Annual Awards for excellence in HR, D&I, Sales, Marketing, Medical Excellence, Healthcare Communications and Sustainability recognises the best work from the OPPI member companies.

This year, there were 75 nominations across 8 categories, with 8 winners and 8 runners-up.

Sr. No.	Category
1.	Dr. H. R. Nanji Memorial, OPPI Marketing Excellence Award 2023-24, Existing Pharma Product
2.	Dr. H. R. Nanji Memorial, OPPI Marketing Excellence Award 2023-24, New Pharma Product
3.	OPPI Healthcare Communications Award 2023-24
4.	OPPI HR Award - Diversity & Inclusion Award 2023-24
5.	OPPI HR Award - HR Excellence Award 2023-24
6.	OPPI Medical Excellence Award 2023-24
7.	OPPI Sales Force Excellence Award 2023-24
8.	OPPI Sustainability Excellence Award 2023-24

DR. H. R. NANJI MEMORIAL, MARKETING EXCELLENCE AWARD 2023-24 CATEGORIES:

1. EXISTING PHARMA PRODUCT

2. NEW PHARMA PRODUCT

The OPPI Marketing Excellence Awards recognise and reward brilliance in the field of marketing, celebrating the finest minds within the profession. The award shines a spotlight on the industry's brightest minds, acknowledging the exceptional creativity, strategic brilliance, and innovative campaigns that drive success.

These awards are a fantastic way to raise awareness of the creativity and originality delivered by marketers, as well as showcase the successes of marketing teams.

The submissions are evaluated based on a comprehensive set of criteria, including the product and therapy area, brand performance, a well-defined brand strategy, a detailed sales execution strategy with the activities, and innovative marketing approaches.





Existing Pharma

Scan the codes to see the felicitation ceremony

JURY



ARCHANA JAIN

CEO PR Pundit Havas Red



SALIL KALLIANPUR

Founder & MD ARKS Knowledge Consulting Pvt. Ltd.



IITENDRA TYAGI

Senior Advisor and Independent Consultant



SUSAN JOSI

Former MD Havas Health & You, South East Asia & Middle East



PRAFUL AKALI

Founder & MD Medulla Communications Pvt. Ltd.





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1. EXISTING PHARMA PRODUCT





2. NEW PHARMA PRODUCT





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3. OPPI HEALTHCARE COMMUNICATIONS AWARD 2023-24

The OPPI healthcare Communications Award recognises creative communications from our members operating in this highly regulated industry.

It's targeted at practitioners, patients and consumers i.e., work that brings science and innovation to life, facilitating diagnosis, prescription, disease mitigation or illness management.

It recognises the outstanding work of our member companies who craft impactful messages that reach a diverse audience, including healthcare professionals, patients, and consumers.

The submissions are evaluated on the basis of three criteria: disease awareness (public education & stigma reduction), healthcare professional engagement (supporting treatment & research), and patient engagement (adherence, education & better outcomes).



Scan the code to see the felicitation ceremony

JURY



AMAN GUPTA

Managing Partner -Health Practice Asia Lead, FINN Partners



SRIKANTH SRINIVAS

Strategic Communications Consultant



DILIP YADAV

Founding Partner, First Partners



Viveka Roychowdhury

Editor, Express Pharma & Express Healthcare, Indian Express





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4. OPPI HR AWARD - DIVERSITY & INCLUSION AWARD 2023-24

This award recognises organisations that have diversity and inclusion at the heart of its business, providing outstanding support and opportunities to women, people from the LGBTIQA+ community, disabled people and other minorities.

It celebrates our member companies that champion diversity and inclusion as a core value and go beyond mere compliance to actively foster a truly inclusive environment where everyone thrives.

The submissions are evaluated based on the statistical evidence of diversity and inclusion, strategic implementation, communication, and success.



scan the code to see the felicitation ceremony

JURY



APARNA Vedapuri Singh

Founder & CEO Women's Web



Dr. Niru Kumar

Founder & CEO Ask Insight



DEEPA SHANKAR

Founder - Authempic Consulting / Diversity & Inclusion Consultant



KARTHIK EKAMBARAM

Executive Vice President & Director - DEI Solutions, Avtar Group OPPI HR Award - Diversity & Inclusion Award 2023-24

WINNER

AstraZeneca Pharma India Ltd.



OPPI HR Award - Diversity & Inclusion Award 2023-24

RUNNER-UP

Eli Lilly and Company (India) Pvt. Ltd.



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5. OPPI HR AWARD - HR EXCELLENCE AWARD 2023-24

OPPI HR Excellence Award is bestowed upon organisations that have achieved overall excellence in their HR and people management practices, thus contributing to the needs of business, the profession, employees, industry, and the nation.

This award is not only the leading HR trailblazer and honours people management practices but also sets new benchmarks to inspire. OPPI HR Excellence Award stands for innovation used to solve problems and championing value creation through power of people.

The submissions are evaluated on the basis of excellence in the entire employee life cycle, starting from leadership and talent acquisition to development, engagement, and performance.



Scan the code to see the felicitation ceremonv

JURY



ASHWINI D. Prakash

Managing Partner and Board Director, Singapore and India, Stanton Chase



SANJAY BANERJEE

Proprietor Banerjee Consulting



KAVI ARASU

Principal Flyntrok Consulting



SHILPA GENTELA

Senior Client Partner, Korn Ferry OPPI HR Award - HR Excellence Award 2023-24

Eli Lilly and Company (India) Pvt. Ltd.





Novo Nordisk India Pvt. Ltd.



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6. OPPI MEDICAL EXCELLENCE AWARD 2023-24

OPPI Medical Excellence Award honours outstanding achievements across various medical disciplines within the pharmaceutical industry.

It recognises the exceptional work of our member companies in Medical Affairs, Clinical Operations, Regulatory Affairs, and Pharmacovigilance.

The submissions are evaluated on a rigorous set of criteria, ensuring adherence to ethical guidelines and established procedures, utilization of innovative approaches, production of high-quality deliverables, and demonstrably clear outcomes with measurable impact.



JURY



Dr. Arun Bhatt

Consultant -Clinical Research & Drug Development



DR. RASHMI **KULSHRESTHA**

Founder and CEO, Regulatory Wisdom



Dr. MILIND ANTANI

Lead, Nishith Desai Associates, Legal & Tax Counseling Worldwide



DR. SURESH MENON

Director - Medical, Themis Medicare



Dr. Purvish M. PARIKH

Prof & Head of Clinical Hematology, MGMC&H Jaipur



Scan the code to hear from Jury members **OPPI Medical Excellence** Award 2023-24

Sanofi India Ltd.





OPPI ANNUAL DAY REPORT Page 25 Page 24

7. OPPI SALES FORCE EXCELLENCE AWARD 2023-24

The OPPI Salesforce Excellence Award recognises outstanding work in the fields of sales force/commercial effectiveness.

It recognises the teams who have improved the performance of their sales organisations, driving significant results for their companies.

The submissions are evaluated on the basis of innovation in the sales force function, alignment between the various functions of the organisation, the rigour demonstrated by the company to implement the practice, the acceptance by the team and its impact on sales, productivity and external customers.



scan the code to see the felicitation seremony

JURY



AMIT MOOKIM

Managing Director - IQVIA South Asia



Gauri Pathak

Country Service Line Leader, Healthcare, IPSOS



ARIZ RIZVI

Head - Health Risk Management, Aon



PAWAN GARG

SVP & National Sales Head - E H&B, Marsh India



LATE. ASHUTOSH OJHA

Faculty - Pharma Management at Narsee Monjee Institute of Management Studies, SPTM





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8. OPPI SUSTAINABILITY EXCELLENCE AWARD 2023-24

The Sustainability Excellence Award has been instituted to recognise and felicitate the pharmaceutical company that has made a positive impact on society through their innovative and sustainable initiatives and strategies.

This is the inaugural year of the award which honours the organisation that goes beyond traditional business practices to implement innovative and sustainable initiatives and strategies. By acknowledging such leadership, the Sustainability Excellence Award aims to inspire and motivate the entire pharmaceutical industry to embrace a more responsible and sustainable future.

The submissions are evaluated on the basis of the environmental impact, sustainability, collaborations with stakeholders, and transparency in accessing the information.



Scan the code to see the felicitation ceremony

JURY



Dr. Pragnya Ram

Group Executive President - CSR, Legacy Documentation & Archives, Aditya Birla Management Corporation Pvt. Ltd.



SANJIV NAVANGUL

Managing Director and CEO, Bharat Serums and Vaccines Limited



RAVI MENON

Senior Business Leader and Professional -Pharmaceuticals/ Healthcare



YUGAL SIKRI

Managing Director, RPG Life Sciences and Independent Director, NMIMS-Atal Incubation Center





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JURY FELICITATION



Jury Felicitated for Dr. H. R. Nanji Memorial, Marketing Excellence Award 2023-24



Jury Felicitated for OPPI Medical Excellence Award 2023-24

VOTE OF THANKS



Asawari Sathaye

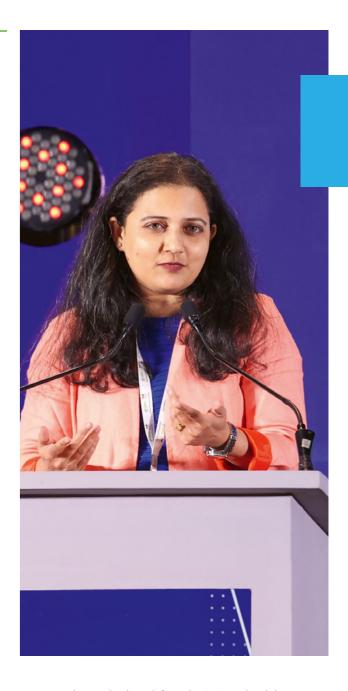
Director Communications and Patient Advocacy, OPPI

In concluding the 57th OPPI Annual Day and Annual Awards, Ms. Sathaye conveyed heartfelt gratitude to the attendees, underscoring their pivotal role in shaping the event's significance. She captured the day's essence into four key takeaways, highlighting the thought-provoking insights from speakers Mr. Prabir Jha and Mr. Sharad Tyagi on leadership challenges, individual risk aversion, and organisational change.

Acknowledging Mr. Karthik Srinivasan's illuminating discourse on marketing's outside-in perspective, she praised his ability to ignite meaningful dialogue with compelling examples.

She thanked both member companies for their nominations and the esteemed jury members for their rigorous evaluations, emphasising their combined efforts in upholding the event's credibility and integrity.

A heartfelt gratitude was conveyed to the OPPI Leadership team, led by Mr. Suresh Pattathil, Mr. Bhushan Akshikar, and Mr. Anil Matai, for their guiding influence. Ms. Sathaye appreciated the efforts and contribution of the event partners, Pincrowd Events, and the engaging anchor, Bhavana Bhatia, for infusing the evening with vibrancy. Melange Creatives and sponsors



were acknowledged for their invaluable contributions.

The vote of thanks concluded with appreciation for the diligent OPPI team, whose unwavering dedication was fundamental to the event's success, epitomising the power of collaborative effort.

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LOGO DISPLAY

Session and Silver Partner Logos were displayed prominently in all the communication collaterals.



Registration Desk

Name Badge





Invitation Emailer





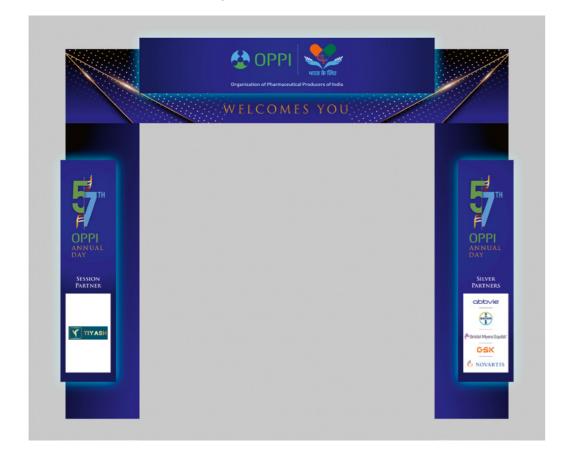
Partners Slide

Welcome Standee



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Welcome Gate



Cue card



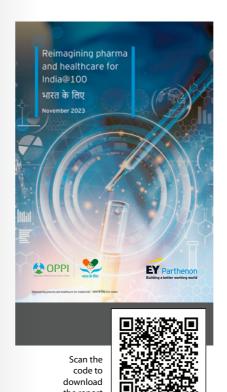
OPPI PUBLICATIONS

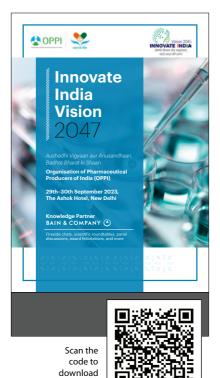




download









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About OPPI

The Organisation of Pharmaceutical Producers of India (OPPI) established in 1965, represents the research-based global pharmaceutical companies in India. OPPI has been an integral part of the healthcare journey of the country. We remain committed to supporting the nation's healthcare objectives, putting patients at the core of all decision making and collaborating with all stakeholders to find sustainable solutions to realize the collective vision of Health for All.

Our member companies have been serving the country's healthcare ecosystem since pre-independence and continue to remain committed to patient safety and providing quality care in the future as well. As an association, our advocacy decisions, patient commitment and work are always keeping the country first and we embody the spirit of working for 'Bharat Ke Liye'; driven with innovation to find solutions for unmet medical needs, collaboration with government stakeholders, and co-creation with partners coming together to address the nation's healthcare challenges. We are committed to the Hon'ble Prime Minister Shri Narendra Modi-ji's clarion call of 'Jai Vigyan and Jai Anusandhan'.

About Bharat Ke Liye

Bharat Ke Liye captures the essence of OPPI's commitment towards India, one that's backed by innovative solutions with a mission to improve the country's healthcare infrastructure. Along with our member companies, we have been a strong partner to the nation since pre-independence. With a strong Indian ethos and a deep understanding of the country's complex fabric, we have been investing in India to build a healthier and stronger country.

As we move towards India@100, we will continue to partner with the Government to advance its vision of Healthcare for All, investing in building India's capability to solve the health challenges of its people & the world at large. It's important now more than ever before to CONVERGE, COLLABORATE, and CO-CREATE with the Government and other stakeholders in India.

We are #BharatKeliye

We were there

Since pre-independence, we've partnered with India to eradicate many diseases, address many epidemics, and solve health problems together.

We are there

We've been collaborating for critical support during the pandemic, co-creating with the government to strengthen our healthcare ecosystem, converging our knowledge, and leveraging technology to innovate for unmet medical needs, all in an effort to improve the quality of care & access to healthcare.

We will be there

As we work towards India@100, we pledge to keep investing in the future of the nation, pushing boundaries of innovation, research, and development, to make every Indian healthy, prosperous, and resilient.

Partnering India on its mission to progress, amplifying our Hon'ble PM Shri Narendra Modiji's clarion call of

Jai Vigyan, Jai Anusandhan!

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@OPPIIndia



OPPI India



Organisation of Pharmaceutical Producers of India (OPPI)



OPPI



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भारत के लिए



Organisation of Pharmaceutical Producers of India

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