5. PROFILE OF THE PHARMACEUTICAL INDUSTRIES IN AURANGABAD DISTRICT

5.1 Overview of the industrial sector of Aurangabad Region

Aurangabad city during the last 3 decades has emerged as a major industrial hub, perhaps, only after Mumbai and Pune. There is a clear formation “Golden Quadrangle” consisting of Mumbai- Pune-Aurangabad-Nashik Belt clearly increasing the importance of this historical city. Earlier, there were some centres in Aurangabad, which were well known for their specialized items of production. E.g., the Himroo and Mushru shawls and Tapestry were famous in national and international markets. With the evolving industrial location policy, the rapid saturation of the previously attractive locations, support from the large home grown industries such as Bajaj and Videocon and the entrepreneurial spirit of the people, Aurangabad has grown into an industrial area of repute.

The following Table 5.4.1 indicates the development of industrial areas in Aurangabad city by the MIDC, up to 2012.

Table 5.1.1: Development of Industrial Areas in Aurangabad District

<table>
<thead>
<tr>
<th>Name of the Industrial Area</th>
<th>Total Area (Ha)</th>
<th>Total No. of Plots</th>
<th>Plots Distributed</th>
<th>Remaining Plots</th>
<th>Distribution of Sheds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chikalthana</td>
<td>719.68</td>
<td>758</td>
<td>752</td>
<td>6</td>
<td>93</td>
</tr>
<tr>
<td>Waluj</td>
<td>1521.99</td>
<td>1595</td>
<td>1522</td>
<td>73</td>
<td>100</td>
</tr>
<tr>
<td>Station Road</td>
<td>34.1</td>
<td>81</td>
<td>77</td>
<td>4</td>
<td>6</td>
</tr>
<tr>
<td>Shendra (Five Star)</td>
<td>902.88</td>
<td>435</td>
<td>382</td>
<td>53</td>
<td></td>
</tr>
</tbody>
</table>

By 31st March 2012, there was a total no. of 1281 tiny and small scale units in Aurangabad city, with an investment of Rs. 181.32 crore, offering employment to 21998 persons. The Industrial Area wise position of tiny and small scale industrirs is shown in the following Table 5.1.2.

According to the latest available information and data, there are about 79 major industrial units with foreign direct investments and export-oriented products. The total investments made by these 79 units mostly in Waluj and Chikalthana MIDC areas is 5268 crore.
employing a total number of 16467 workers. Among these 79 industrial enterprises, the following segments of the industry are dominant:

I) Auto Industry: The most dominant among the auto industry in Aurangabad is the presence of Bajaj Auto Ltd. producing two wheelers. In fact Bajaj Auto, which initiated its production in 1970s, was responsible for changing the industrial climate of Aurangabad city due its huge investments and employment generation. A number of ancillary units were established in Aurangabad catering to the spare-parts needs of the Bajaj Auto. These ancillary units have evolved into large organisations themselves. Some of the other major names related to the automotive sector are Good Year, South Asia Tyre Pvt. Ltd., Balkrishna Tyres Ltd. and Skoda India. Recently Siemens India has set up its rolling stock factory which manufactures high performance and superior quality bogies for locomotives, passenger coaches, electric multiple units and metros.

Table 5.1.2: The Industrial Area wise Position of Tiny and Small Scale Industries

<table>
<thead>
<tr>
<th>Industrial Area</th>
<th>No. of Units</th>
<th>Total Investment (Lakh)</th>
<th>Employment (Nos.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MIDC Railway Station</td>
<td>27</td>
<td>1428</td>
<td>437</td>
</tr>
<tr>
<td>MIDC Chikalthana</td>
<td>216</td>
<td>27903</td>
<td>4142</td>
</tr>
<tr>
<td>MIDC Waluj</td>
<td>633</td>
<td>130393</td>
<td>13358</td>
</tr>
<tr>
<td>MIDC Shendra</td>
<td>45</td>
<td>663</td>
<td>87</td>
</tr>
<tr>
<td>Aurangabad City</td>
<td>401</td>
<td>29942</td>
<td>3974</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1281</strong></td>
<td><strong>182326</strong></td>
<td><strong>21998</strong></td>
</tr>
</tbody>
</table>

II) Pharmaceutical Industry: Aurangabad has emerged as a major pharmaceutical production centre in India. Ajanta Pharma Ltd., Johnson and Johnson Ltd., Wockhardt, Lupin Ltd. are some of the major multinational units in Aurangabad city. The Aurangabad region is a major pharmaceutical base of India. It would rank among top 20 pharma hubs of the nation. The dry climate of the region is very conducive to pharmaceutical manufacturing.

III) Other Industries: There are a number of units in Aurangabad providing a varied industry mix, e.g. Lilasons Industries Ltd., Maharashtra Distilleries Ltd. (Shaw Wallace
Distilleries), Garware Polyester Ltd., Garware Polyester Film, Varroc Engineering Pvt.Ltd., Videocon International Ltd. etc.

In an effort to promote industrialization and increase the share of manufacturing in India's GDP, Government of India has decided to undertake the Delhi Mumbai Industrial Corridor Project. It is an ambitious project aimed at developing an Industrial Zone spanning across six states in India. It is being developed with Japanese assistance. As part of the DMIC the state has decided to develop the Shendra - Bidkin belt in Aurangabad as planned Industrial Township.

5.2. Pharmaceutical Companies in Aurangabad Industrial Area

There are total 41 pharmaceutical industries, out of which 7 industries belongs large size, mid-size companies are 15 and total 19 small scale pharmaceutical industries. The name, addresses and their products along with relative approvals are mentioned in Annexure-B.

In the subsequent section presented the brief information about some of the pharmaceutical industries who have wilfully shared their information.

Ajanta Pharma

Ajanta Pharma is a specialty pharmaceutical company engaged in development, manufacture and marketing of quality finished dosages in domestic and international markets. Established in 1973 and headquartered in Mumbai-India, Ajanta Pharma is committed to 'Serve Health Care Needs Worldwide'. Ajanta has been consistently providing high quality affordable medicines to patients in different parts of the world. Ajanta Pharma employs over 4,000 people worldwide and our products are sold in over 40 countries. Ajanta operates with 5 state-of-the art manufacturing facilities that produce high quality pharmaceutical products. Ajanta Pharma is focusing on commercializing unique generic products and pioneering synergistic combination products in the therapeutic areas of anti-malarial, Cardiovascular, dermatology, male erectile dysfunction, musculoskeletal, and ophthalmology. In India, Ajanta Pharma have significant presence in the fast growing specialty therapeutic segments of Cardiovascular, dermatology, ophthalmology and musculoskeletal. With primary focus on new product innovation and introduction, Ajanta Pharma have been consistently identifying unmet
medical needs and introducing many first-to-market products to cater to those needs. Ajanta has extensive presence in many countries in Asia, Africa and Latin America with customized product portfolio to suit the needs of each country. Having successfully gone through USFDA inspection, Ajanta Pharma have started commercial operations in the US market in the first quarter of 2013. With a portfolio of 23 ANDAs which have been filed with the US FDA, Ajanta Pharma is looking forward to the US market to be our key growth driver in coming years. Ajanta Pharma is having an advanced Research & Development Centre for finished formulations and Active Pharmaceutical Ingredient (API) synthesis of different dosage forms. ‘Advent’, Ajanta Pharma’s R&D centre has a team of over 300 scientists working on innovative products for various markets across the globe. Ajanta Pharma has acquired strong capabilities for developing generic formulations and process chemistry over the years. The company is listed on both the prominent stock exchanges in India viz. BSE & NSE.

Ajanta Pharma operates 5 state-of-the-art manufacturing facilities; 4 within India and 1 in Mauritius. In India, 3 facilities manufacture finished formulations and 1 manufactures Active Pharmaceutical Ingredients (APIs) primarily for captive consumption. Ajanta Pharma is also having 2 separate formulations manufacturing facilities under construction, scheduled to be completed in 2014, which would enhance their manufacturing capabilities. Ajanta Pharma’s manufacturing capabilities include a comprehensive range of dosage forms of allopathic drugs including tablets, capsules, ointments, injections and dry powder. Their flagship formulation facility located at Paithan, India is approved by the USFDA, UK MHRA, health authorities of Brazil and Colombia. It also holds WHO pre-qualification for two of its products. All their manufacturing sites provide us with a high level of flexibility in manufacturing, thus ensuring efficient and timely delivery of our products to patients and clinicians worldwide. Committed to quality, the company uses proprietary technology and synergistic manufacturing platforms to produce high quality products efficiently. The API facility is well equipped and has necessary utility support equipments with inbuilt provision for energy saving and optimum operations. In-house capability for producing APIs enables them to add value to the entire production chain and gives them the edge to move ahead efficiently.
Ajanta Pharma views Research and Development as a vital component of business strategy that will provide us with a competitive advantage. Ajanta Pharma recognize that ‘innovation is the key to success’ and have been consistently investing in R&D over the last decade. Ajanta Pharma develops and commercializes a diverse range of innovative generic products. Adoption of latest technology and constant up-gradation of knowledge base are keys to Ajanta Pharma’s novel product development, which is supported by a detailed study and assessment of gap in medical needs on continuous basis. Ajanta has a significant presence in the international markets that constitute around 65% of its annual sales income. Ajanta Pharma recognized in the early days that getting timely product registrations with health authorities of the respective countries would be the key to advance in any international market. Over the years, Ajanta Pharma have gained an in-depth understanding of the regulatory framework of many countries and built excellent regulatory filing capabilities in terms of competent manpower to accelerate product registration dossiers.

Ajanta Pharma is amongst the front runners in the segments of Cardiovascular, dermatology and ophthalmology in India. Many of its brands hold leading positions in their respective sub-therapeutic classes. Ajanta Pharma is also having a significant global presence in the Male Erectile Dysfunction (MED) segment through the key brand ‘Kamagra’ and equally strong equity in Anti-malarial segment through ‘Artefan’ where they are the first branded generic to get WHO pre-qualified.

At Ajanta, employees are greatest asset. Ajanta Pharma’s success is attributed to the efficient and committed Ajantaites working together towards a common goal. They believe in engaging people who share their values and in recognizing & rewarding a job well done. Ajanta Pharma has always given importance to helping the team members learn, innovate, experiment and grow.

The company continuously strives to provide inspiring leadership by imbibing these core values. Ajanta Pharma’s workplace encourages knowledge sharing and provides excellent learning & development opportunities. Ajanta Pharma works as a team and encourage healthy work-life balance through various organizational initiatives. Ajanta Pharma invites applications from individuals who have the required professional / technical
competence and a passion to grow. Ajanta Pharma will help them make a mark in their respective spheres.

**FDC Ltd**

With a modest beginning in 1936, marketing vitamins and a range of prescription formulations, FDC set up its first formulations manufacturing facility in 1949. Subsequently, in 1963, FDC pioneered the manufacture of specialized ophthalmic formulations in India. FDC was the first organization to introduce the BFS (BLOW-FILL-SEAL) technology for ophthalmics in South East Asia. In 1972, FDC initiated the concept of Oral Rehydration Salts (ORS). Today its pioneer brand 'Electral', stands apart with a special identity, an impressive achievement in a fiercely competitive market. FDC’s API plant was among the first few API facilities in India to get US-FDA approval in 1984. Since then, FDC has to its credit a number of new molecules, introduced for the first time in the nation.

Besides ORS, FDC was the first to offer soya-based infant foods in India. Today, FDC has a distinct presence in numerous therapeutic segments such as anti-infectives, dermatologicals, respiratory, haematinics, and is the undisputed leader in ORS and ophthalmics.

FDC has earned widespread recognition by virtue of its leading brands viz. Electral, Zifi, Pyrimon, Zoxan Zocon, and Mycoderm to name a few.

![Figure 5.2.1: Products of FDC Ltd.](image)

FDC received the Quality Excellence Award from "Indian Drug Manufacturers' Association" (IDMA) in 1993 and 1994. For breakthrough R&D efforts, FDC has been awarded the "National Award for R&D effort in the industry" by the Department of Scientific Affairs, Ministry of Commerce, Govt. of India. Apart from being WHO-GMP
certified, FDC's API and formulation manufacturing facilities are approved by regulatory authorities from all over the globe, including UK MHRA, US FDA, ANVISA (Brazil), and MCC (South Africa).

FDC was one of the first companies in India to usher in the BFS technology offering a sterile, quality assured product in ophthalmology. The investment in this expensive technology gave FDC a leading position in manufacturing and marketing the full range of branded generics globally.

FDC first launched Chloramphenicol and Timolol Maleate Eye drop in the United Kingdom in the year 1998-99. FDC subsequently received Product Licenses in the UK for many other sterile ophthalmic generics such as Hypromellose multi-dose & preservative-free single dose UNIMS, Betaxolol and Sodium cromoglycate. More products await clearance to fill the pipeline to ensure a growing basket of high quality generics.

FDC’s determination to develop, manufacture and market quality products that match the world's best reflects in the rising acceptance and increased export to the world markets. The spirit of innovation, determined pursuit of technology, research and cost effectiveness inspires each individual at FDC to bring to life best products that meet stringent physician and patient expectations.

FDC exports to over 50 countries, including advanced markets such as the US, UK, South Africa, and Japan. As an integrated pharmaceutical company – with world-class API and formulation capabilities FDC offer a wide range of formulations as well as API's. Besides our oral solid and oral liquid formulations, our expertise in ophthalmic and Oral Re-hydration Salt (ORS) dosage forms gives us extensive reach and penetration across continents. Their competence in product development and manufacturing, built over several years of relentless efforts, has made us a preferred supplier to global customers including non-profit organizations like UNICEF, IDA, MSF and PSI.
J.K. Ansell Ltd.

JKAL is a 50:50 joint venture between the Raymond Group and Ansell International for manufacturing and selling the popular 'KamaSutra' brand of condoms.

Prior to the formation of the joint venture in 1996, the condom division was a part of J.K. Chemicals Ltd., a subsidiary of Raymond Ltd. It commenced operations in 1991 and launched KamaSutra the same year. KamaSutra, through its unique positioning and advertising soon became the most significant product launch of the year.

Currently, J.K. Ansell enjoys a significant share of the commercial Indian market emerging as a second major player. It also provides condoms to the Government of India and Non Government Organisations (NGOs) and exports to over 70 countries around the world.

J. K. Ansell Ltd. has a condom manufacturing plant at Aurangabad manufacturing 345 million pieces per annum. The production processes at our plant include Compounding, Forming, and Pin Hole detection, Sealing and Packing. Today, JKAL is among the leading players in the Indian condom market. J. K. Ansell Ltd. supplies condoms to the Government of India. The plant is ISO 13485 - 2003 from BSI UK, which is ISO 9001-2000 for medical services. JKAL have elaborate testing facilities in house. JKAL’s products also conform to various international standards like BSI UK, ISO 13845 -2003, BSI-UK-CE Mark. The condoms manufactured by us conform to the schedule ‘R’ of Drug & Cosmetic Act 1940, India.

J. K. Ansell’s total exports, for the year ending March 2013, stood at Rs 181 million. JKAL export condoms to countries like Chile, Peru, West Indies, Ivory Coast, Mozambique, Ethiopia, Kenya, Nigeria, Sudan, Botswana, Zambia, Nepal, Bangladesh, Cambodia, Phillippines, Poland, Turkey, Azerbaijan, Russia, Ukraine, Romania, Sri Lanka, UAE & Saudi Arabia. The company also exported bulk products to Ansell International for the USA and South Africa markets.

In September 2000, JKAL commenced selling and distributing Ansell gloves. JKAL have pioneered the concept of barrier protection in India. This is seen as a huge leap towards providing India with a safer healthcare environment. JKAL’s product range includes Gammex, Medigrip Sterile & Non-Sterile, Sensi-Touch & Nutex gloves. These are targeted at major hospitals and nursing homes as well as glove retailing chemist outlets.
J. K. Ansell markets a wide range of high end surgical and examination gloves. JKAL Medical gloves not only protect the healthcare worker from potentially infectious substances but also protect patients from cross contamination. The company headquartered in Australia is the market leader in gloves and has also created the powder free range of gloves. JKAL product range includes Gammex, Medigrip Sterile and Non-Sterile and powder free gloves. These are sold to major hospitals and nursing homes as well as glove retailing chemist outlets.

J. K. Ansell has not only pioneered the very concept of Barrier protection but is also the only company promoting surgical gloves ethically. With an 85% market share in the premium (Gammex PP) gloves segment and a significant presence in other segments, JKAL is the first to promote the Powder Free Concept.

J. K. Ansell Ltd. believes that employee involvement is key to continuous improvement, sound decision-making and developing an open and transparent organization. Guided by the principles of honesty and trust, thus foster genuine relationships with the JKAL employees. While all its manufacturing units operate strictly in compliance with the various legislations, at Raymond it have also strived to improve aspects pertinent to operations such as safety, employee welfare, environment and energy conservation. JKAL believe business improvement can also be a bottom-up approach, and their persistent support to employee quality circles has helped us improve productivity at our units. J. K. Ansell Ltd. efforts have also gained recognition among industry and civil society. J. K. Ansell Ltd. Manufacturing units have won numerous awards in the areas of safety excellence, energy conservation, environment and quality circles.

The culture of the organization and the trust on employees repose in JKAL has been reflected across an array of achievements. As an organization, J. K. Ansell has attempted to strike a balance between external and internal focus as employees are the real force behind their success.

**Johnson & Johnson - Ethicon**

Founded in 1886 in New Brunswick, New Jersey, USA, Johnson & Johnson spread its roots into India in 1947 with the arrival of Mr. Patrick Whaley and in 1948, started marketing Johnson’s Baby Powder which was manufactured by a local company, British
Drug House, in Mumbai. In September 1957, a new company - Johnson & Johnson Limited was created and registered with 12 employees on its roll. The company was licensed to manufacture a broad range of consumer and hospital products. Production began in 1959 from the earliest Johnson & Johnson plant in Mulund in Mumbai.

Mr. Whaley became the first MD of the company and served for 14 years. The company prospered under his able leadership. In the years that followed, Johnson & Johnson Limited established a reputation for quality with a range of products that represented virtually every sector of the company’s business internationally.

The 60s was a decade of manufacturing growth. The first Ethicon plant was set up in Dharavi in Mumbai to manufacture Catgut sutures. In 1966, the Bhandup plant in Mumbai was set up to manufacture feminine hygiene products. The Ortho Diagnostics’ manufacturing unit was set up in 1970 and shifted to Deonar in Mumbai. In 1975, Ethnor Limited (merged with Johnson & Johnson in 1994) set up a plant for manufacturing pharmaceutical and ethical products of Ortho-McNeil Laboratories and Cilag Chemie. A second manufacturing plant for personal products started in Bhandup in Mumbai. The state-of-the-art Ethicon plant in Aurangabad became operational in 1991. The latest addition to the family is the manufacturing facilities in Baddi in Himachal Pradesh, which caters to both medical and consumer sectors. Currently, the manufacturing plants are at Baddi (2), Mulund, Aurangabad, Deonar and offices at Mumbai (4), Chennai, Delhi, Kolkata, a pharma R&D Center in Mulund, a Global Clinical Operations (GCO) office in Powai, Mumbai, and a Business Knowledge Center in Pune & Bengaluru.

In over 65 years of operating in India, Johnson & Johnson Limited has gained a reputation for delivering high-quality products.

Today, Johnson & Johnson employ more than 2000 people and the businesses span Consumer, Medical Devices & Diagnostics, Pharmaceuticals and Vision Care.

This state-of-the-art suture finishing facility was set up in 1991-1992 and houses the manufacture of sutures and needles. Many of the sutures are hand-assembled and packaged at the Suture Finishing facility, and sterilized after assembly in the in-house facility. Suture needles are manufactured in-house from stainless steel wire.

The facility has proactively eliminated the use of Chlorofluorocarbons (CFC) since 1995 in the sterilization process to be in line with corporate commitments.
Similarly it has replaced chlorofluorocarbons with Hydro chlorofluorocarbons (HCFC) in all the AC units above 5 tons. Both these initiatives were in line with the organization’s commitment towards the Environment Protection.

The facility has an isolated “Hazardous Waste Storage” area. All the “Hazardous Wastes” generated during the manufacturing process is transferred and stored in this room with proper labels and secondary containers as applicable.

The facility has installed an Effluent Treatment Plant to treat the wastewater. The wastewater is tested on a regular basis for the requirements as specified in the “Consent to operate” issued by the Maharashtra Pollution Control Board.

Contributions from the Ethicon’s facility for Community and Social Development have improved the quality of life for students at a local school for dumb and deaf students. Donations include hearing aids, bunk beds, safe drinking water, improved lighting, and ceiling fans.

Johnson & Johnson completely renovated three schools in our neighborhood; this has benefited 3,500 students and staff members of the school.

Environmental, Health and Safety Performance

Environmental highlights:

• ISO 14001:2004 certified company
• Committed to recycling material where possible
• Installed Solar Panels and tapped this renewable source of energy
• Design for Environment tool while designing new products and avoid the use of toxic and non-recyclable constituents

Johnson & Johnson have won several awards from National Safety Council India & National Safety Awards from Government of India in recognition of the meritorious performance.

ETHICON currently supply the only absorbable antibacterial sutures, Coated VICRYL® Plus Antibacterial (Polyglactin 910) Suture and MONOCRYL® Plus Antibacterial (Poliglecaprone 25). ETHICON’s Antibacterial ‘Plus’ sutures prevent colonisation of the suture line by pathogens that most frequently cause Surgical Site Infections (SSIs)1, including MRSA, MRSE and E.coli , and therefore can contribute to a hospital’s Risk Management strategy to manage Healthcare Associated Infections.
ETHICON’s ‘Risk Management’ technology solutions also include DERMABOND® Adhesive (2-Octyl Cyanoacrylate) Topical Skin Adhesive that forms a microbial barrier that seals out bacteria.

Johnson & Johnson India has won several Best Employer Awards and is clearly recognized as an employer of choice. It is also very active in reaching out to those in need through its Corporate Social Responsibility (CSR) projects.

**Lupin Ltd.**

Dr. Desh Bandhu Gupta's vision and dream to fight life threatening infectious diseases and to manufacture drugs of the highest social priority led to the formation of Lupin in the year 1968. His Vision, his inimitable commitment and verve have steered Lupin to achieving the distinction of becoming one of the fastest growing Generic pharmaceutical companies globally. Lupin first gained recognition when it became one of the world's largest manufacturers of Tuberculosis drugs. The Company today has significant market share in key markets in the Cardiovascular (prils and statins), Diabetology, Asthma, Pediatrics, CNS, GI, Anti-Infectives and NSAIDs therapy segments, not to mention global leadership positions in the Anti-TB and Cephalosporins segments.

The Company's R&D endeavors have resulted in significant progress in its NCE program. The Company's foray into Advanced Drug Delivery Systems has resulted in the development of platform technologies that are being used to develop value-added generic pharmaceuticals. Lupin's world class manufacturing facilities, spread across India and Japan, have played a critical role in enabling the companies realize its global aspirations. Benchmarked to International standards, these facilities are approved by international regulatory agencies like US FDA, UK MHRA, Japan's MHLW, TGA Australia, WHO, and the MCC South Africa. Lupin’s Drugs and products reach over 100 countries in the world.

Today, Lupin has emerged as the 5th largest and the fastest growing Top 5 company in the U.S (by prescriptions), the only Asian company to achieve that distinction. The company is also the fastest growing, top 3 pharmaceutical players in India (ORG IMS) and the fastest growing top 10 Generic players in Japan and South Africa. (IMS), Today, Lupin also has the unique distinction of being the fastest growing top 10 Generics players
in the two largest pharmaceutical markets of the world – The U.S (ranked 5th by prescriptions) and Japan (ranked 7th). Lupin's Consolidated Revenues and Profit after Tax were Rs. 94,616 million (USD 1.74 billion) and Rs. 13,142 million (USD 242 million) for FY 2012-13.

Embedded in Lupin was a formula for growth. Forty-four years on, what has stayed with us is that same entrepreneurial spirit, culture of creativity and innovation and pride in belonging to an industry that makes a difference in the lives of people. Lupin today is a fully integrated pharmaceutical company with an unrivaled position in the US, India and Japan. This position is built on a backbone of cutting-edge research, world-class manufacturing facilities and a truly global supply chain. With the building blocks in place, the future looks brighter than its ever been.

Lupin's Global Formulations business constitutes close to 84% of Lupin's overall business mix, and in terms of geographies, USA is its largest market outside India. 67% of the overall business of the Company comes from International Markets; hence Lupin has successfully nudged closer to its vision to be a research led international pharmaceutical comp.

The Company's wide product basket comprising formulations from Cephalosporins, CVS, CNS, Anti-Asthma, Anti-TB, Diabetology, Dermatology, GI, and other therapy segments have been trusted by its patients and doctors across geographies. The Company has moved up the value chain since inception in terms of its products and geographies. Currently, it commands a formulation business of over Rs 13,502 mn spread across the globe. Lupin has created a strong foothold in the Advanced Markets of USA, Europe, Japan, Australia and Emerging markets of India and some of the other Rest of World countries.

The Company continues to grow its value-added finished formulation business, the Principal-to-Principal (P2P) business. Lupin's P2P business leverages our rich expertise in API research and formulation development. The Company has commissioned a fully integrated state-of-the-art API research, formulation development and manufacturing facility and has successfully rolled-out over 10 unique first-to-market products in India. In FY 2013, the GTB + P2P business grew by 49%.
The Company also consolidated its position as one of the leading suppliers of Anti-TB products to the World Health Organisation's (WHO's) Global Drug Facility. Seven of the company's finished formulations and three Anti-TB APIs were pre-qualified by the WHO during FY 2013. Lupin is the only company to have both its APIs and formulations for TB products pre-qualified by the WHO globally. Lupin's institutional Anti-TB business grew by 40% during FY 2013. The Company stands committed to be a responsible partner in managing the prevention and treatment of tuberculosis in close collaboration with various healthcare institutions.

Lupin believes their people are the biggest strength. Lupin continuously nurture and motivate the human assets. Lupin attributes their success so far, to the efficient and committed workforce of 9000 Lupinytes across the globe. The Company's clear business goals are well entrenched amidst our people and each employee is proud to contribute towards the overall mission of the Company. The HR function is constantly engaged in providing opportunities to Lupin people to equip them with the right skills to enable them to learn, perform and succeed. Coupled with guidance and motivation, Lupin aim to groom leaders for the Lupin of tomorrow.

Lupin yearning to deliver brilliance has compelled them to have the best-in-class talent that aligns its strides to our objectives. Lupin’s distinguished pool of intellectuals is impregnated with the right elements that drive success competence as well as excellence. "It is mandatory for all Lupinytts to comply with The Code in its letter and spirit. In accordance, all employees sign and acknowledge their acceptance and observance of The Code when they come onboard and join the company."

Lupin - Employee Code of Conduct Over the past five years, Lupin Ltd. has been on an accelerated growth path and has scaled higher orbits in an increasingly competitive and environment globally. Even in the most challenging situations, Lupin have firmly believed in following the path of ethics, values, governance and enhanced social values. As a testament to Lupin’s strong governance practices and ethical conduct of business, Lupin have also formalized Lupin's Code of Conduct and Workplace Ethics (referred to as The Code) for all employees globally. The Code sets out the fundamental standards to be followed by employees in their everyday actions in the company and when you act on behalf of the Company.
Orchid Chemicals & Pharmaceuticals Ltd.

Established in 1992 as an export-oriented unit (EOU), Orchid Chemicals & Pharmaceuticals Ltd. (Orchid) is a vertically integrated company spanning the entire pharmaceutical value chain from discovery to delivery with established credentials in research, manufacturing and marketing. Orchid today rank among the top 15 pharmaceutical companies in India and enjoy a multi-therapeutic presence across segments like anti-infectives, anti-inflammatory, central nervous system (CNS), cardiovascular segment (CVS), nutraceuticals and other oral and sterile products. Orchid’s pharmaceutical solutions include active pharmaceutical ingredients (API), finished dosage forms, new drug discovery (NDD), novel drug delivery systems (NDDS) and contract research and manufacturing services (CRAMS). Orchid is globally present across 70+ countries through alliances, joint ventures and partnerships with globally reputed majors.

Orchid’s integrated business model enables them to cater to business opportunities throughout the value chain, from research to delivery of drugs across therapeutic segments. Orchid’s niche product basket helps us maintain an edge over our peers in the markets where they are present. In the years to come, driven by a highly competent and motivated team, Orchid’s will move from strength to strength in the key domains of API, global generics and drug discovery.

Awards and accolades have been an important part of the Orchid success story. Over the years, Orchid has received many awards and accolades in recognition of its pioneering achievements. To name few, Orchid was awarded as the Top Indian Public Limited Company in Patent at the 5th National Intellectual Property Award 2013, organized by CII in partnership with the Department of Industrial Policy & Promotion and Indian Intellectual Property Office, Government of India. Orchid Research Laboratories Limited (ORLL), the wholly-owned drug discovery subsidiary was conferred the Frost & Sullivan Award for Partner of Choice in Contract Research Collaborative Drug Discovery in 2007. Orchid was awarded the Employer-Employee Relation Award in the Large Scale Industry category by the Rotary Club of Madras South West in 2006.
API manufacturing complex in Aurangabad, near Mumbai provides multi-therapeutic product offerings comprising high-end betalactams, carbapenems and non-penicillin, non-cephalosporin (NPNC) APIs. Spread across a large expanse, this facility is a world-class API manufacturing complex which can handle complex synthesis and reactions with the highest levels of safety and productivity. This infrastructure uses complex gases and a high technology hydrogenator system. World-class utilities, solvent recovery systems and quality control infrastructure support the operations. This manufacturing complex has also received global accolades for its environment, operational efficiency and safety management systems. The facility has also been approved by leading regulatory agencies.

**Wockhardt Ltd.**

Wockhardt is a global pharmaceutical and biotechnology organisation, providing affordable, high-quality medicines for a healthier world. It is India’s leading research-based global healthcare enterprise with relevance in the fields of Pharmaceuticals, Biotechnology and a chain of advanced Super Speciality Hospitals.

Wockhardt is a true Indian Multi-National Company with a multi-ethnic workforce of 8600 Wockhardt Associates from 21 different nationalities globally. It has 3 research centres and 12 manufacturing plants, with businesses ranging from the manufacture and marketing of Pharmaceutical and Bio-pharmaceutical formulations, Active Pharmaceutical Ingredients (APIs) and Vaccines.
Wockhardt is a business in transition. New and innovative business models are in motion to make the most of emerging opportunities. A new drive for growth today permeates every mind-set, process and techno-innovation within Wockhardt.

Wockhardt’s Founder Chairman and Group CEO, Dr. Habil Khorakiwala says, “A decade ago, I saw a changing world that I believed would present us with large-scale future opportunities in the field of pharmaceuticals and biotechnology. We steered our business model to leverage our research capabilities in providing innovative solutions and by constantly upgrading our world-class manufacturing facilities. Wockhardt ventured outside India systematically and positioned ourselves mainly in the European and the US markets, which currently generates over 76% of our revenues.”

Headquartered in Mumbai, India, Wockhardt has full-fledged operations in the USA, UK, Ireland and France. It also has its marketing presence in emerging markets of Russia, Brazil, Mexico, Vietnam, Philippines, Nigeria, Kenya, Ghana, Tanzania, Uganda, Nepal, Myanmar, Sri Lanka, Mauritius, Lebanon and Kuwait.

Wockhardt’s core business is innovation. It uses science and technology to develop medicines and other products that improve the quality of millions people's lives through better health.

Wockhardt has proved its technical excellence by developing patented modified release formulations and recombinant biotechnology products. It has a multi-disciplinary R&D programme with more than 607 scientists, including over 80 doctorates, in the areas of Pharmaceutical Research, Biotechnology & Genomics Research, Novel Drug Delivery Systems, New Drug Discovery Programme & API Research.

Wockhardt is in the forefront of Intellectual Property creation with 1,733 patents filed till date, of which 228 patents have been granted. Wockhardt’s capability and commitment in pursuing Intellectual Property has been recognised by the Government of India for four years in a row, with an award for the maximum number of ‘Patent filings and Grants from India’. Wockhardt is determined to create benchmarks for a promising future.

Wockhardt has vast international expertise in the manufacture of pharmaceuticals and biopharmaceutical formulations as well as Active Pharmaceutical Ingredients (API). The company has successfully created an integrated multi-technology capability to manufacture all types of dosage forms including sterile injectables and lyophilised
products. Highly skilled technicians operate 12 manufacturing facilities that are US FDA, UK MHRA and EMEA compliant sites in India, the US and Europe.

The state-of-the-art biotech plant in Aurangabad has six dedicated manufacturing facilities for biopharmaceutical bulk as well as recombinant formulations. The Wockhardt Biotech Park has created its own benchmark in manufacturing recombinant products with world-class technology.

Wockhardt works with partners to in-license products in India and out-license products into other regions by capitalising on these collaborative strengths to capture and penetrate new markets.

Wockhardt’s success in building an international manufacturing footprint has earned it the reputation of a world-class manufacturer. It has invested heavily in recent years in technologically advanced manufacturing plants, ensuring their compliance with US and European regulatory requirements.

As the demand for contract manufacturing grows, Wockhardt continues to upgrade its world-class facilities and make further investments in new units and processes. The state-of-the-art lyophilisation unit at Shendra, Aurangabad in India, is a first of its kind in Asia. The plant is fully automated to provide high quality injectable products. Another plant at Aurangabad includes the manufacture of nano-particles for all dosage forms to meet the latest advanced technology.

Research is a primary focus at Wockhardt, with numerous initiatives targeting both identified market opportunities and the challenge of unmet medical needs. Addressing these goals, Wockhardt has a dedicated and infrastructural sophisticated research complex and its investment in research is amongst the highest in the Indian pharmaceutical industry.

Wockhardt aspires to create a healthier world. Its strategic vision of ‘More & More with Less & Less’ has transformed into new ways of thinking, a new journey for growth, medical breakthroughs for patients and continuing value for all stakeholders.

**ATRA Pharmaceutical Ltd.**

Being one of the fundamental requirements of a Society the need affirms the importance of providing innovative quality medicines at affordable prices. Pharmaceutical Healthcare
profession requires value and integrity that defines ethical responsibility and is built on respect and beneficence Cdr. Anil Save, an Ex-Indian Naval Officer, in 1995 along with other co-promoters started; ATRA Pharmaceuticals in the MIDC Area of Waluj, Aurangabad. With Novartis as its first Client, ATRA was able to couple their Quality ideology with enthusiast zeal to help drive synergy. ATRA is a leading pharmaceutical Contract Research and Manufacturing organizations catering to some of the most distinguished pharmaceutical giants such as Novartis, Merck, Serdia (Servier), Abbott, etc. ATRA Has always felt the need to provide a healthier environment, which has been resonated through its Environment Policy of “Greenery today for Prosperity Tomorrow“ ATRA’s API R&D provides generic portfolio expansion and process development / innovation. The API manufacturing site provides generic contract manufacturing and custom synthesis. Formulation R&D offers product Development, Turnkey R&D projects and super generics. The Regulatory team is capable of producing Dossiers and DMF Submissions. ATRA’s manufacturing capabilities act as a growth engine through proprietary innovative products, contract manufacturing, co-development gradually move up the value chain and integrate in the various pharma opportunity fronts, hence changing its role from a contract research and manufacturer to a “Complete Solutions Provider” The single greatest achievement at ATRA has to be the fact that so many members of the original team continue to be an integral part of the growing ATRA Family. It has helped develop an espirit de corps that speaks for the company’s values & its commitment towards fostering an environment of mutual respect & trust amongst all employees and which in turn has led to individual creativity & teamwork. This has contributed much to our success. The ATRA spirit is a conviction that the reality of the company resides in the people who make it up. The culture at ATRA provides the employees not only with rewards, but also opportunities for continued education & career planning & growth. In return ATRA expect motivation & willingness to assume different roles and responsibilities. As valuable contributors to the company, all members of the ATRA Family strive each day to put forth their best efforts to strengthen & build our business performance. This is the philosophy that ATRA seek to pass on to the future generations.
R&D work is focused in creating intellectual property assets by developing a economical, commercially feasible and non-infringing processes for API’s. Also, special attention paid to ensure that, the processes developed are environment friendly. Moreover, ATRA do have expertise in developing simple scalable solutions for the complex chemistry challenges. ATRA’s state of the art world class R & D Centre is having highly qualified PhD’s and Master’s Degree holders with more than two decades of experience with the high level of expertise in the Process Research and Development for Active Pharmaceutical Ingredients.

Latest state of art manufacturing facility, which is specially designed for regulated market is Glyponid Tablets launched in India, which is an effective remedy on growing PCO syndrome amongst Indian women, Mayaderm Herbal Cream, effective remedy on tissue regeneration and boon to patients who have untreatable bedsores, ATRA’s Probiotic formulations get good response from UK market.

**Baxter International Inc.**

Baxter International Inc., through its subsidiaries, develops, manufactures and markets products that save and sustain the lives of people with hemophilia, immune disorders, infectious diseases, kidney disease, trauma, and other chronic and acute medical conditions. As a global, diversified healthcare company, Baxter applies a unique combination of expertise in medical devices, pharmaceuticals and biotechnology to create products that advance patient care worldwide.

Baxter India is a wholly owned subsidiary of Baxter International Inc. (NYSE:BAX). Baxter India believes in engaging collaboratively with patients, healthcare providers, governments and non - government organizations to help change the lives of millions of people by providing safe, effective and affordable products and therapies.

Baxter’s history of medical firsts is significant. The company was responsible for the first commercially manufactured intravenous solutions, the first commercial kidney dialysis machine, the first concentrated clotting factor to treat hemophilia and many other medical breakthroughs. More recent firsts include the first protein - free recombinant factor VIII for hemophilia and the first cell culture derived pandemic flu vaccine.
Baxter products are used to provide critical, life saving and life sustaining therapies. No matter where one lives, patients with hemophilia, end stage renal disease, primary immune deficiency and a range of other diseases depend on Baxter products. This creates a common purpose among Baxter’s employees worldwide: to save and sustain lives.

Baxter is a leading manufacturer of recombinant and plasma-based proteins used to treat hemophilia and other bleeding disorders; plasma based therapies to treat immune deficiencies, alpha 1, antitrypsin deficiency, burns and shock, and other chronic and acute blood related conditions; biosurgery products for hemostasis, wound sealing and tissue regeneration; and vaccines.

Baxter is a leading manufacturer of intravenous (IV) solutions and administration sets, premixed drugs and drug reconstitution systems, pre-filled vials and syringes for injectable drugs, electronic infusion pumps, and other products used to deliver fluids and drugs to patients. The company also provides IV nutrition solutions, containers and compounding systems and services; general anesthetic agents and critical care drugs; contract manufacturing services, and drug packaging and formulation technologies.

Baxter's Renal business provides a range of products to treat end-stage renal disease (ESRD) or irreversible kidney failure. It is a leading manufacturer of products for peritoneal dialysis (PD), a home therapy that Baxter helped commercialize in the late 1970s. Products include PD solutions and related supplies to help patients safely perform fluid exchanges, and automated PD cyclers that perform fluid exchanges for patients overnight. The business also distributes products for Hemo-Dialysis (HD) a form of dialysis generally conducted in a hospital or clinic.

As one of the most respected companies in healthcare, Baxter India is committed to being a recognized, trusted and a preferred partner in improving the quality of and access to healthcare, a leader in the market, a rewarding place to work, and a socially responsible member of the community. Baxter India believes in engaging collaboratively with patients, healthcare providers, governments and non-government organizations to help change the lives of millions of people by providing safe, effective and affordable products and therapies.

At Baxter, quality is a top priority. All Baxter plants follow World Health Organization Good Manufacturing Practices standards and India's Revised Schedule M of Drugs &
Cosmetics Act as well as a global quality management system that meets US Food and Drug Administration, EU and all other major GMP guidelines. Elaborate quality checks comprising physical, chemical and microbiological tests are carried out at all steps of manufacturing, including control on starting materials, in process checks for unit operations, bulk manufacturing and packing. These tests are then regularly conducted.

Baxter has its corporate headquarters located in Deerfield, Illinois, USA. A global presence and infrastructure is one of Baxter's key strengths. It has manufacturing facilities located in 27 countries with approximately 50,000 employees. Baxter's philosophy of manufacturing locally allows the company to better manage production, costs and pricing. Baxter products are sold in more than 100 countries.

Baxter offers a number of high performance dialyzers to suit a wide range of patients. It uses state of the art Form-Fill-Seal technology. It is a Large Volume Infusion plant on the outskirts of Aurangabad, Maharashtra. It has Modern Quality Control Laboratories & Support systems to ensure compliance with GMP Guidelines. The plant operates in a continuous cycle of Formulation, Filling, Terminal sterilization and Packing activities. The over 52,000 sq. m. facility employs around 80 employees and caters to both the domestic and export markets. Baxter's Renal business provides a range of products to treat end-stage renal disease (ESRD) patients. Baxter is a leading manufacturer of products for peritoneal dialysis (PD), a home therapy that Baxter helped introduce in the late 1970s. These products include PD solutions and related supplies to help patients safely perform fluid exchanges, as well as automated PD cyclers that perform solution exchanges for patients overnight while they sleep. The business also distributes products (instruments and disposables, including dialyzers) for hemodialysis (HD), a form of dialysis generally conducted several times a week in a hospital or clinic.

Biostadt India Ltd.

Biostadt India Ltd. believes that 'the growth of India is directly related to the growth of the rural areas'. Farmers being the central focus of rural India, it becomes necessary to give them a helping hand by providing them with top-of-the-line agricultural inputs and services.

With this as their core initiative, Biostadt India Limited has been serving the farming
community for over two decades. An impressive track record takes forward its strategy to head the leading position in the Biotechnology research-based agro inputs. This strategy has been further supported with safer and specialty chemical pesticides. The tremendous growth in the business in a span of just 6 years (from INR 100 crores in 2007 to INR 400+ crores in 2013) has itself created a story to talk about.

Now, Biostadt India Limited is firmly positioned to address the emerging local and global challenges. Biostadt help in providing the farmers not just customized products but customized solutions, developing and evaluating products and processes for improving their satisfaction. Their extensive high-quality product range that includes insecticides, herbicides, fungicides, hybrid seeds, aqua products and farm services, further supports this goal. Biostadt offer amongst the best list of farm protection and associated products in India.

Biostadt have now ventured to extend our vision in serving the farming community by introducing, for the first time in India, a chain of "Biostadt Aastha Clinics" that addresses the three healthcare needs of the farmer - a doctor for his family's health, a vet to take care of his animals and a crop care specialist to ensure a healthy crop produce.

Biostadt offers a healthy working environment that cultivates speed, teamwork and growing partnerships. Biostadt have a diverse group of talented people who discover, develop, manufacture and market crop protection, and industrial and commercial pest management products for use around the globe. A unique distributor network helps in serving this purpose effectively. With a well-charted goal and powerful alliances, Biostadt India Limited is growing from strength to strength, expecting to touch the base of INR 1000 crores by the year 2018.

Biostadt’s aim has always been to achieve the eco-efficiency by delivery of competitively priced products and services that satisfy our customers’ needs while progressively reducing ecological impacts and resource intensity throughout the life cycle to a level at least in line with the earth’s carrying capacity.
Biostadt’s efforts are well recognized at maintaining quality of its products through its integrated management system leading towards sustainable development. All the manufacturing divisions are certified to ISO9001 & ISO14001. Significant achievements by the company include an improvement in environment and resource conservation, including a reduction in green house emission, consumption of water and non-renewable resources without compromising the product quality.
Biostadt received the Worldstar 2013 Award by The World Packaging Organization for Packaging Excellence for HDPE Gagar Pack for Nanozim Granules in India. Biostadt received the DST Award by The Government of India In 1995 for Developing India's First Bio Pesticide HALT. Biostadt received the AsiaStar 2012 Award by the Asian Packaging Federation for Packaging Excellence for HDPE Gagar Pack for Nanozim Granules in India.

The mission of Biostadt India Limited is to uplift the Research and Development facility at Aurangabad through processes, equipment, consumables and procedures to meet the requisite needs of every customer. It has set its sights on mastering the latest manufacturing know-how to meet the urgent needs of the end-consumer. A state-of-the-art research and development centre is in place which is playing a vital role in the development of new products and processes in the following areas: Microbial Research, Analytical Work, Biotechnology, Entomo-Pathogenic Research, Formulation Development, Hybrid Seeds and Packaging Development.

**Concept Pharmaceutical Ltd.**

Concept was launched as an independent entity in 1984 by Shri A. B. Gupta who had earlier experience as founder director of Lupin Group of Companies for over 15 years. Initially launched as a marketing company, but soon decided to strengthen the infrastructure to keep up the pace and its ambitious objective in these 27 years it has emerged as strong multi-divisional group with excellent infrastructure such as, Pharmaceutical covering around 60% of the therapeutic groups. Animal Health Division has a ranking among 12 top companies in country. Bulk Drugs Division has 3 plants manufacturing Ampicillin sodium, Cephalexin, Amoxycilium sodium, B2-5 phosphate, Nitrendipine, Roxithromycin, Fluconazole etc. Generic & hospital division covers all major therapeutic groups and catering to all major hospitals and institutions. Medical electronics handling range of critical care products such as Cardiac Monitors, Treadmills, Oximeters etc.

These activities are supported with a strong infrastructure such as 5 manufacturing plants, 17 branch offices cum distribution centres, 400 strong marketing forces throughout the country meeting 50,000 doctors every month supported by a network of around 1000
stockiest–cum–distributors. Company is putting lot of thrust towards R&D efforts and has successfully launched few technologies, first time in the country through its own government approved R&D centers. Concept Group of Companies also has received three Export awards from the government and over a dozen awards from various organizations in recognition of its achievements. The company had various brands registered in the countries such as:

- Africa: Ghana, Nigeria, Sudan, Kenya, Ethiopia, Uganda, Tanzania & Zambia
- Asia: Sri Lanka, Myanmar, Cambodia, Singapore, Malaysia, Philippines & Thailand
- CIS Countries: Ukraine

Concept has excellent manufacturing facilities approved for WHO and GMP standards. Inspected and approved by various authorities and importing countries. Pharmaceuticals Domestic Marketing is one of the mainstay activities of the company and is with a strong thrust for ethical marketing. The present business model depends mainly on field personnel. Focus is also on building customer loyalty directly. Concept has the pride of place in the world in offering first time in the world, Ofloxacin and Lactobacillas. This innovation is welcomed by medical professions as a breakthrough in making the patient feel better because Lactobacillas takes care of the abdominal discomfort normally experienced by patient on Ofloxacin. The value addition of Ofloxacin and Lactobacillus goes a long way in providing better treatment in cases of typhoid and other GI infections, MDR TB, and also urinary tract infections. Concept has a strong position in the cephalosporin market and with a combination of cefixime and lactobacillus. Company also has presence in the macrolides and macrolide combination markets. The Antacid from concept is unique while Antacid analgesic is accepted as superior to anything available in the market. Company has a range of products to treat acid peptic problems and motility disorders, some of which are unique in composition and drug delivery system. Concept is probably the only company offering a complete range of oral and injectable haemostats. Company has well-accepted oral anti fungal range, besides a unique product for poly microbial infection in females and a well-accepted tropical preparation for mixed infections. Keeping in mind the changing trend of treatments,
Concept has introduced a range of herbal products to treat various ailments and provide a healthier life even to immuno compromised patients.

Aurangabad (Chikalthana) plant located 5 kms from the city center on a land of around 12 acres with manufacturing facility of around 100,000 sq.ft. besides administration and other support services. Aurangabad (Chittegaon) 10 kms from the city center on Parthon Road. Main plant specializing in dry dosage forms (tablets, capsules and dry syrups) located on a land of around 10 acres covering manufacturing facility of 20,000 sq.ft. Concept has a team of around 35 scientists who are dedicated to fulfil this dream into a reality. Concept develops technology and cost effective processes for various bulk activities and implement at plant scale.

**Encore Natural Polymers Private Limited**

Encore natural polymers private limited had its beginnings in 1958 when INDIAN GUM INDUSTRIES LTD also known as IGI was set up in Financial and Technical collaboration between Merchant Family & Cesalpinia Group of Italy. In 1971 the American Company Hercules Incorporated acquired the Cesalpinia Shareholdings in IGI. In 1987 Hercules & Henkel decided to merge their water soluble polymers divisions into a new corporation, Aqualon. At this time IGI became 100% Indian Owned Company. In 1999, reorganization within the Parent Merchant Family led to IGI Ahmedabad become encore natural polymers private limited and thus today's encore came into existence.

Encore is a pioneer in the field of manufacturing value added native and derivatives of polysaccharides and has kept itself abreast in the emerging trends of Guar, Tamarind and other natural polymers thickener applications in various sectors.

The quality of the products speak for themselves through the impressive list of clients across the globe in international markets like Japan, South Korea, China, Taiwan, Indonesia, Thailand, Egypt, Iran, Germany, Belgium, USA and other European and African countries. Encore have products which have been conceived to create global standard in this field and further development across the globe backed by value based performance ethics, transparency of operations and spirit of excellence that epitomize encore.
The challenge of maintaining an appropriate balance between planning and flexibility in scientific work, Encore ensures that all the project management ideas that evolve in a production-oriented business environment, apply to the discovery-intensive world of science.

Encocat® is a moderately charged cationic guar having low aqueous viscosity. This product provides excellent thickening and conditioning properties for hair and skin care products like conditioning shampoos, cream conditioner, lotions and other personnel care products such as, Atonl, enalzid, antithyroid, atenclor, enalhib, export, antihypertensive, encobloc. The company is one of India's largest pharma conglomerate and still growing. The laurels of Encore’s world-class products like Cortico Steroids, Macrolides, Anticonvulsant, Antifungal and others rest on the pillars of innovation and a passion for excellence. It all made possible due to an open, non-bureaucratic work-culture that encourages creative and free-spirited thinking among its individuals. Optimum pharma solutions are professionally managed in the company for the business & development of pharma products. The company believes in creating brand enhancements for clients through proper media communications. Driven by the passion to create world-class entity for itself, the company has an environment that fosters learning, innovation, growth, excellence and a culture that is focused towards achieving the best. Therefore, the organization has a team of dynamic, solution-oriented individuals in production research and sales / marketing. Encore will move in future on the fast track.

**Ipca Laboratories Ltd.**

For more than 60 years, Ipca has been partnering healthcare globally in over 110 countries and in markets as diverse as Africa, Asia, Australia, Europe and the US. Ipca is a fully-integrated Indian pharmaceutical company manufacturing over 350 formulations and 80 APIs for various therapeutic segments.

Ipca is one of the world's largest manufacturers and suppliers of over a dozen APIs. These are produced right from the basic stage at manufacturing facilities endorsed by the world's most discerning drug regulatory authorities like US-FDA, UK-MHRA, EDQM-Europe, WHO-Geneva and many more.

Ipca is a therapy leader in India for anti-malarials with a market-share of over 34% with a fast expanding presence in the international market as well. Ipca also lead in
DMARDs (Disease Modifying Anti-Rheumatic Drugs) treatment for rheumatoid arthritis. Ipca has leading brands in 5 therapeutic areas, with 4 of our branded formulations being ranked among the Top-300 Indian brands by ORG-IMS.

Ipca’s international client roster includes global pharmaceutical giants like AstraZeneca, GlaxoSmithKline, Merck, Roche and Sanofi Aventis; most of whom we have been partnering over the years. At Ipca, quality assurance is an attitude of seeking sustainable betterment in every aspect of our work. The results show in our financials as well as work ethic. Net income for the financial year ended 31st March 2014 was Rs.3, 256.25Crores (US$538Mn). Net profit was Rs.477.37Crores (US$ 79 Mn).

Ipca was awarded as 'Among the 100 Best Companies to Work in India 2010' in a study conducted by Great Place to Work® - India in joint collaboration with The Economic Times.

Ipca is continuously evolving. Ipca’s stature as a quality-driven pharmaceutical company that partners healthcare globally continues to grow with each passing day. Ipca’s brand identity has evolved too. Modern, dynamic yet warm and friendly, energetic yet sensitive, the new identity is an expression of the Ipca of today... an organization that works as equal partners with global pharmaceutical leaders.

As Ipca’s work mirrors life, the tagline 'A dose of life' expresses what Ipca lives by. Of touching all aspects of human life and helping it bounce back to health; much like the butterfly's nature of flitting from flower to flower.

Ipca has incorporation since 1949 and the present management on board since 1975. The total income for F.Y.2013-2014 is 3256.25 Crs / US$ 538 Mn and Exports for F.Y.2013-2014 is 2047.80 Crs / US$ 338 Mn. The total number of group employees are 11,727 having scientist manpower of over 600. Research focus on developing APIs with non-infringing process and development of finished dosage forms and has 220 patent applications filed. 73 patents granted (Indian - 53, US PTO - 12, EU- 8).

Ipca has formulations basket includes generics for the developed markets and branded formulations for emerging markets. Formulations account for 67% of export turnover, making Ipca one of India's largest formulation exporters. Ipca has over 1500 products registered in 70 countries, and another 600 are in the process of registration in 50 countries. More than half of Ipca’s formulations business is backed by our own APIs.
Ipca manufactures over 350 formulations in virtually every dosage form: oral solids and liquids, dry powders for suspension, and injectables (liquid and dry).

Ipca’s finished formulations are available in over 500,000 retail shops that are catered to by a network of over 1500 wholesalers. 4000 sales and marketing personnel service over 200,000 doctors across the country.

Ipca manufactures over 350 formulations in virtually every dosage form: oral solids and liquids, dry powders for suspension, and injectables (liquid and dry). Ipca’s finished formulations are available in over 500,000 retail shops that are catered to by a network of over 1500 wholesalers. 4000 sales and marketing personnel service over 200,000 doctors across the country.

Ipca have leading brands in 5 therapeutic areas, with 4 of our branded formulations being ranked among the Top-300 Indian brands by ORG-IMS. Ipca’s 10 brands are Zerodol, Lariago (Chloroquine), HCQS (Hydroxychloroquine), Perinorm (Metoclopramide), Rapit her (Artemotil), Tenoric, Lumerax, Etova (Etodolac), Malirid (Primaquine), and Folitrix (Methotrexate). As part of Ipca's marketing segmentation strategy for India, specialty-focused marketing divisions were conceived a couple of years ago. Today, these 12 divisions are paying rich dividends. Brands like Glycinorm, HCQS, Lariago, Malirid, Movon, Pari, Perinorm, Ramcor, Solvin, Sultax, Tenolol, Tenoric, and Zerodol have become brand leaders in their respective therapeutic segments, and 4 of these are also rated among the Top-300 Indian Brands (all categories) by ORG-IMS.

Realizing the importance of discovering New Chemical Entities (NCE's) in the hunt of proprietary position in the current IP regime, Ipca is actively engaged in the segment by collaborating with various research organizations and premier institutes in India and abroad. Current pipeline includes pain-management, anti-ulcer and antimalarials. Few of the NCE's are at preclinical development phase and one of the novel molecule (CDRI-97/78) has shown very promising anti-malarial activity and is currently in clinical Phase-I trial in India.

Supported by highly qualified and expert personnel IP (Intellectual Property) cell is responsible for protecting the IP generated by Ipca and the collaborators. IPM department is also responsible for providing infringement analysis for the in-house APIs to customers and their legal partners.
Mayo (India) Limited was registered on 27 January, 1982. Mayo (India) Limited's Corporate Identification Number (CIN) is U24239MH1982PLC026224, Registration Number is 026224. Mayo (India) Limited currently have 3 Active Directors. Mayo Remedies Limited started its marketing activities in 1983. The company has set up a modern pharmaceutical plant at Chitegaon near Aurangabad. The company has followed all the norms prescribed by World Health Organization (WHO) for design and construction of the factory. The company was awarded the WHO Good Manufacturing Practices (GMP) certificate after an inspection of the manufacturing facilities and audit of its standard operating procedures and quality systems. The formulation plant consists of manufacturing facilities for tablets, Betalactam capsules, liquid orals, granules etc.

The company has in the market a range of scientifically formulated, elegantly packaged and therapeutically desirable pharmaceutical products, ethically promoted to Doctors. Some of the existing brands are PENLOX, TASTYMOL, MAYFER, CALCRETE, GERMIDINE, ALFATRIP, HONEYPRO. The company also has a range of generic products selected from the WHO list of essential drugs, which are also offered against domestic institutional and overseas tenders. The factory is situated on 16 acre plot at Chitegaon, Taluka Paithan, Distt. Aurangabad : 431 105. 14 km away from Aurangabad city.

Mayo Remedies has an extensive range of formulations in various therapeutic segments such as antibiotics, anti-inflammatory agents, analgesics, nutraceuticals, anti-helminth, anti-arthritics, anti-malarial and Cough Syrups etc. In fact, TASTYMOL the premium brand of Mayo Remedies is a brand leader in its category in several markets of India. Tastymol was a revolution in the Indian market as well as it was the first paracetamol suspension with 250mg/5ml strength compared to all other brands which had only 125mg/5ml. Penlox, Alfatrip Forte and Mayfer are some of the other brands that have a substantial market standing. This acceptance has been achieved by the innovative marketing practiced by Mayo Remedies.

To prevent dustiness, air turbulence & possible cross contamination, the airflow in the manufacturing sections is directionally controlled through systems of physical barriers,
louvers, pressure gradients, air-locks & air-risers. For ease in material handling and safety of personnel 2.8 M wide passages are provided. Above the passages, service lofts have been constructed, which form the arteries of the plant supplying utilities *i.e.* steam, electricity, treated water, air-conditioning, forced draught & compressed air to various sections.

The Quality Control Department is adequately staffed for comprehensive analysis of all inputs (raw & packing materials), in-process control & finished goods testing, as well as validation of processes & equipment. GMP Fail-safe, written down, standard operation procedures are followed in every task. Documents relating to manufacturing procedures are prepared for each batch under the direct suspension of expert & experienced technical staff, which includes in-process controls & results obtained. The aim is to produce drugs of standard quality, potency, purity & efficacy for the Indian & Overseas market. Microbiological testing of raw material and finished products, physical & chemical analysis of raw materials intermediates and finished products carried out by technically expert staff.

**Midas Care India Pvt. Ltd.**

Midas care started in 1986, with a dream to bring better products to people, to care. Today, Midas Care is one of India's most dynamic, youthful and fast growing pharmaceutical companies. Midas Care is touching lives of millions across India, Asia, the Middle East, Europe, Africa and America. Every day at Midas Care we work harder, faster and smarter to ensure that our R&D, manufacturing services and our products across healthcare, personal care, home care and auto care help create a better life and increased value. No other company in the world can start from a coin-shaped slug of 99.97% pure aluminium, convert it into an aerosol can, fill it with formulation manufactured within the company and deliver it to the market to consumers, all in just one day. The founder, Dr. Brij Bandhu Gupta pioneered the aerosol product manufacturing in India and won the title of "The Pioneers in Quality Aerosol". Midas Care has 500+ team works efficiently in world-class facilities, following the strictest protocols and guidelines to deliver unmatched results.
Midas Care has an ever increasing range of brands and formulations, including: Healthcare Products, Metered Dose Inhalers (MDIs), Personal Care Products, Auto Care Products, Home Care Products. Midas Care has following accreditations

- GMP approval by The United Republic of Tanzania
- MOH Iran (Food and Drug Organization)
- WHO-GMP
- UK MHRA
- Republic of Kenya (Pharmacy and Poisons Board)

A strong foundation of knowledge and expertise is the best leaping board for innovation. With an extremely competent technical team and breakthrough technology and science, the company can convert any drug into an aerosol drug delivery system. Midas Care is happy to offer this innovation and expertise to the clients to help them expand their market and opportunities.

With a team of the country's best minds in QC, QA and R&D departments, Midas Care have a combined technical experience bank of over 300 years. To add to that bank, aerosol manufacturing is a niche field and our expert team’s holds immense knowledge on a topic very few know about. This expert, honest and passionate workforce is the company’s biggest strength. It is Midas Care's individuals that push Midas Care forward, make it successful and keep it growing.

Figure 5.2.4: Product Range of Midas Care India Pvt. Ltd.

The future is unknown. To move ahead and innovate we believe in exploring that unknown in our first-of-its-kind, multi-disciplinary Research and Development centre. Here company strives to find the perfect balance between modern science and consumers,
to innovate and still stay relevant. Here, all their innovations are put through clinical trials to ensure the safety of our consumers and compliance with national and international regulations. This is where we make the future brighter.

Midas Care is a proud winner of the prestigious ICICI - CNBC TV18 Emerging India Award 2013 for the 'Most Socially Responsible SME' for its Midas Care Swarn Prabha initiative also Mrs. Sangithaa Gupta, Managing Director, Midas Care, also bagged the award for 'Woman Entrepreneur of the Year, 2013'. Midas Care maintains a firm code of conduct and confidentiality and functions on a strict policy of guarding each of our clients' product information and formulation.

**Navketan Pharma Pvt. Ltd.**

Navketan Pharma Pvt. Ltd. was established in the year 1993 by Dr. Bhagwat Kishanrao Karad, Dr. Anjali Bhagwat Karad and late Mr. Angad Kishanrao Karad. Initially, Navketan Pharma manufactured tablets, capsules and liquid orals and marketed their own products on a small scale. Over a period of five years, because of the manufacturing experience of the directors in this field along with their technical competence Navketan Pharma gradually increased its manufacturing capacity along with its optimum utilization. It started manufacturing tablets, capsules, liquids and ayurvedic products for other pharmaceutical majors in the country like Wockhardt, Lupin, FDC and others on Contract License basis and principle-to-principle basis. In the last seven years, the company has obtained WHO GMP recognition, an ISO-9002 Certificate and Registration and Product Approvals in the international markets. Today, along with contract manufacturing, Navketan Pharma is engaged in the manufacture and marketing of its own brands in the domestic as well as the international markets like Ghana, Sri Lanka, Tanzania and many others.

Situated in the MIDC Area of the historical city of Aurangabad, on an area of 2450 sq. meters, the factory building covers an area of around 1500 sq. meters. The company is provided with abundant electricity and water supply. The plant has different departments like Liquid, Tablet, Capsules and ayurvedic section with every section equipped with the latest equipments and Air Handling Units. All the Departments follow WHO GMP practices to the optimum levels. Today, even with the increasing competition and
complexity in manufacturing formulations, Navketan has reached highest standards with respect to their manufacturing and formulation designing skills attracting various markets at the domestic and international level for their present brands.

At present, Navketan manufactures more than 300 products on contract license and principle-to-principle basis which are marketed in different regions on the globe. The company has registered over 50 products in the range of capsules, tablets and liquid orals in more than 20 countries like Ghana, Sri Lanka and Tanzania. In the last five years, the company has shown substantial growth in terms of sales in the domestic as well as the international market. Realizing the importance of some other markets and the urgency of medicines required in those areas on the globe, Navketan is committed in increasing our product range by introducing Injectable along with the existing range of products in demanding markets like Philippines, Iraq, Panama, Ethiopia, Sudan and Kenya till December 2009. Navketan is preparing to enter into North America & Europe by setting up a USFDA/ MHRA approved manufacturing facility in the very near future. In a short span of 15 years since our inception company has generated tremendous faith & goodwill amongst all - The patients, the Health care Professionals & our business associates.

Major part of Navketan’s sales is contributed by the global as well as the domestic operations. Starting on a very small note with first sale to Ghana, we are now committed and planning to export to over 20 countries around the world in the very near future. Navketan’s operations will cover countries in Latin America, Asia, Africa, and Australia. Navketan believe in working with a multinational and multi-cultural workforce to market the products in these countries.

**Shreya Life Sciences Pvt. Ltd.**

The one man vision with a humble beginning of Distribution & Marketing of Pharmaceutical business in Russia ultimately led to the formation of Shreya Life Sciences Pvt. Ltd. which was established in India 2001. Now Shreya has business operations in both Domestic and International markets viz. India, Russia, CIS Countries, South East Asia, Africa & Latin America. The strengths developed over the years: the strength of its people, partners and partnerships, which have been the essence of growth at Shreya, has positioned us for the journey ahead.
Shreya has interest in both Pharmaceutical & Biopharmaceutical products in key therapeutic segments. In the year 2012-13 Shreya recorded a sale of ₹380 billion including both domestic and international business.

Shreya manages its business through its strategic business units in India, Russia, Uzbekistan, Ukraine, Kazakhstan, and Belarus. At the domestic level, the Shreya Group markets through 3 separate SBU’s Amadeus, AkuCare, BioLife.

Shreya has strategic alliance with Bio Technology General Corporation, USA, through SciGen, Singapore and Scitech USA to import and market Recombinant Human Insulin, Hepatitis B Vaccine & Growth Hormone (BTGC acquired by Ferring). License agreement with Bioton, Poland, to import Recombinant Human Insulin Crystals and finished formulation of Recombinant Human Insulin Cartridges through SciGen. License agreement with Biotech GmBH, Germany (BBT) to market Gonadotropins in India. License agreement with Generex Biotechnology Corporation, Canada / USA to distribute and market Oral Recosulin, 'Oral-Lyn' on an exclusive basis in Indian sub-continent which includes India, Nepal, Pakistan, Bhutan, Bangladesh, Srilanka & Myanmar. Licence agreement with Lallemand and Institute Rosell, France, to market Probiotics.

Projects underway at various stages encompass several therapeutic areas such as antibacterials, anti-diabetics, anti-malarials, anti-hypertensives, nutritionals, enzymes, anti-inflammatory, haematinics, anti-allergics and anti-tubercular.

The development laboratory is well equipped to carry out pre-formulation work followed by optimization to bio batch scale up. The pilot lab facility houses state-of-the-art equipment to assist scale ups and reproducibility. Needless to add, these activities are ably supported by an Analytical Development team which carries out stability studies in line with internationally acclaimed ICH guidelines.

Technically qualified staff with appropriate experience is engaged in analytical and pharmaceutical development activities. The development team plays a key role in supporting commercial scale ups including validation programs.

Shreya has a global agreement with National Institute of Oceanography (NIO), a Govt. of India Research Institute to jointly develop and commercialize two anti-malarial lead molecules. The Anti-Malarial project is undergoing pre-clinical toxicity studies. Shreya envisions a strong future & plans include:
- Set up an exclusive R&D Centre to cater to research in Chemistry & Biotechnology
- Research activities will cover areas of Novel Chemistry and Biogenerics
- Shreya is always exploring & on the look-out for possibilities of collaborative and sponsorship research

Shreya has a strong marketing setup in India and in Russia and is open to leveraging the same for potential partnership programs.

Shreya Life Sciences Pvt. Ltd. are mainly interested in the therapeutic segments of -
- Cardiology
- Diabetology
- Gastroenterology
- Gynaecology & Biotechnology

Shreya Life Sciences Pvt. Ltd. have a State of Art Manufacturing facility approved by the Indian Regulatory Authorities and our new facilities are in the process of working towards approval from the European Regulatory Body. Shreya is open to undertake Contract Manufacturing. Shreya have facilities for Tablets, Capsules, Liquid Orals, Small Volume Parenterals, Lozenges, and Dry Powder Injectables.

**Universal Prophylactic Pvt. Ltd.**

Universal Prophylactic Pvt. Ltd. is a private limited company situated at Waluj Industrial Area Aurangabad, Maharashtra state, India which is well-known for its Ajanta and Ellora caves. Company offers Natural Rubber Latex Male Condoms meeting All National / International Standards to name ISO 4074: 2002, WH0-Specification, GOST, TGA and SABS. Company enjoys Private Labels of international reputed Pharmaceutical organizations with a wide customer base spread over 25 countries from Europe to Latin America, Africa and Asia. Universal Prophylactic have also supplied our products to Ministry of Health and family welfare New Delhi India, Ministry of Health South Africa and Ministry of Health Srilanka. Company’s installed capacity to produce is 352 Million Pieces per Annum with German Dipping Technology. Production facility is also fully equipped with seventeen Electronic Testing Machines to detect Pinholes and Visual Defects. Within a very short period since its inception company has achieved various

Company also Audited & Prequalified for UNFPA Prequalification programme.

Company’s Laboratory is fully equipped to carry out the necessary test such as Bursting Properties (Before and After Ageing) Water Leakage Test, Sealing Integrity and Dimensions and Lubricant Quality as specified in WHO Specification, ISO 4074, GOST, and SABS Standards in addition to incoming and in process testing and Quality Assurance. Production facility is also fully equipped with seventeen Electronic Testing Machines to detect Pinholes and Visual Defects.

**Indoco Remedies Limited**

In 1945, a Goan entrepreneur Mr. Govind Ramnath Kare, who was in the business of wholesale and retail trade of pharmaceuticals, started a firm which he named Indo Continental Trading Company. The principal business of this firm was to import pharmaceutical formulations from Europe and distribute them in Western India. However in 1947, after India became independent, the new Government in its bid to encourage indigenous manufacturing of medicines banned import of several formulations. Mr. G.R. Kare instead of being discouraged decided to venture into manufacturing of pharmaceuticals. Accordingly, on 23rd August 1947, a week after India's independence, a new Company was founded with the intent to manufacture and sell pharmaceutical formulations. Thus, Indo Continental Trading Company became Indoco Remedies Limited.

Indoco is one of the leading manufacturers of APIs & Intermediates from India. Indoco offer APIs from various therapeutic segments mainly Anti Diabetic, Ophthalmic, Dermatology, and Anti Hypertensive & Veterinary applications. Indoco offers its research and development capabilities to innovator and big generic companies for their development of APIs & Intermediates.

Indoco has State-of-the-Art facilities for manufacturing of various APIs and Intermediates developed in R&D to commercial production. Indoco undertake contract manufacturing of building blocks to innovator companies. The manufacturing facilities
hold good capacities from kilo to multi ton and are managed by efficient and skilled professionals. Indoco ensure consistent quality, quantity and timely delivery of products as per the customer specifications.

Dosages Offered:

- **Solid Dosages**: The manufacturing facility with an annual capacity of 3 billion tablets has been approved by UK-MHRA, German Authorities, ANVISA – Brazil, MCC – South Africa & TGA Australia.
- **Creams & Ointments**: The manufacturing facility has been approved by UK-MHRA, MCC – South Africa & TGA Australia.
- **Liquid Orals**: The manufacturing facility has been approved by UK-MHRA, MCC – South Africa & TGA Australia and awaiting the inspection by UK-MHRA

Currently, Indoco export our products to countries like Algeria, Azerbaijan, Bolivia, Ethiopia, Eritrea, Egypt, Ghana, Guatemala, Haiti, Honduras, Jordan, Ivory Coast, Kenya, Liberia, Malaysia, Mauritius, Macau, Moldova, Myanmar, Mozambique, Peru, Senegal, Sri Lanka, Sierra Leone, Tanzania, Thailand, Trinidad & Tobago, Ukraine, Uganda, Vietnam, Yemen and Zambia. Thus, Indoco’s global stride in Emerging markets extends across 35 countries in four continents viz. South East Asia, Africa, Latin America and CIS. Indoco have 450 active product registrations and another 300 pending registrations. Indoco is consistently delivering high quality products at affordable prices and are constantly upgrading the offerings into these markets. The marketing efforts for the branded generics are highly focused with country specific promotional inputs. The trained and motivated Sales force is responsible to generate prescriptions and build customer loyalty. In addition, introduction of new products in existing markets and entry in new territories will spur the growth in Emerging markets. Products in new therapeutic segments are being targeted at existing as well as new markets to further strengthen Indoco’s presence in the Emerging markets

**Amrit Pharma**

In 1979, Amrit pharma began business with the launch of large volume parenterals. Over the years, the company continued its growth through the it’s own generic products and by
contract manufacturing for major manufacturers of drugs and health care products. Amrit pharma is a FDA registered and licensed manufacturer of sterile injectable products supplying both domestic and international markets.

Amrit Pharma serves the local and international market and provides contract manufacturing services. Major manufacturers as well as start-up companies will find the experience, capabilities and technical support services they need at Amrit Pharma. Amrit Pharma has cGMP (Schedule M) certified plant with facility to manufacture 1 ml, 2 ml, 3 ml, 5 ml, and 10 ml ampoules in fully automated blister pack machine. Amrit Pharma can also blister pack 2 ml, 3 ml, 10 ml vials and 5 ml and 10 mls eye and ear drops in plastic bottle blister packed in 3 piece. Amrit provide service as direct export, loan license and also serve the local market. Any type of liquid and oily injection can be made at our facility e.g. α-β arteether injection (oily), oxytocin inj, Nandrolone Decanoate injection etc. Amrit Pharma is committed to providing responsive and comprehensive contract manufacturing services for its partners in the pharmaceutical industry. Customer can rely on technical support staff that specializes communication with manufacturing personnel of Amrit Pharma. Amrit Pharma maintained an excellent regulatory/GMP compliance record and has a wealth of experience in dealing with regulatory agencies.

Amrit’s facilities are registered and inspected regularly by the FDA. Amrit is staffed with dedicated team of experienced professionals, whose goal is to meet and exceed cGMP requirements and to produce the highest quality parenteral product Amrit Pharmaceuticals provides contract aseptic manufacturing and comprehensive support services to the pharmaceutical industry. Amrit Pharma has a broad range of scale and capabilities for producing injectable pharmaceuticals, and provides services facilitating clinical stage manufacturing through scale-up to full commercial production.

Galaxy Laboratories Pvt Ltd

Galaxy commenced operations in 1995 with Furfurylamine and dichloroacetophenone being the first products to be manufactured. Over a period of eighteen years now, Galaxy has evolved as a company driven by knowledge and ambition. It has created a name for itself in the area of Catalytic Hydrogenation and Fractional Distillation, which is its core competence.

Galaxy is one of the largest producers of furfurylamine in the world CAS # 617-89-0. In addition, Galaxy applies some of the finest technologies to produce 3-Hydroxy Pyridine, CAS # 109-00-2. Galaxy carries out Catalytic Hydrogenations 500 psig and above at our facility.

Galaxy Laboratories is a venture capital company promoted with equity participation from Industrial Development Bank of India (IDBI), in the year 1995. The company is a manufacturer of Intermediates for API’s (Active Pharmaceutical Ingredients) and specialty Agro Chemicals.

Besides the domestic API’s intermediates and Agro Chemicals market, it has a foreign customer base in Belgium, Germany, Israel, Japan, Italy and Korea. It has created a name for itself in the area of Catalytic Hydrogenations and Fractional Distillation.

In addition, Galaxy adept at handling Hydrogen gas, Raney Nickel, Palladium-carbon, Platinum and other noble metal catalysts, as also hazardous chemicals like Carbon di Sulphide, fuming nitric acid, Thionyl Chloride, Phosphorous oxychloride, liquid ammonia etc. Galaxy follows the principles of research as the backbone of innovation and success. The R&D centre is managed by professionally qualified and technically competent personnel.

Galaxy manufacture intermediates for:

- Antifungal
- Diuretic and Antihypertensive API's
- Specialty Agro Chemicals
- Herbicides

The unit, located at Aurangabad, Maharashtra, has excellent manufacturing facilities and documentation as per the GMP standards. It is about 375 km from Mumbai International airport. Galaxy follows innovative and challenging technologies are used in the
manufacturing process. The manufacturing facility includes a full fledged effluent treatment plant for primary and secondary treatment of effluent water. The effluent treatment plant complies with pollution control board standards.

**Fortune Pharma Pvt Ltd.**

Fortune Pharma Pvt Ltd. is one of the emerging organizations engaged in manufacturing and marketing of various APIs and Intermediates for usage in human and veterinary Health. Fortune Pharma Pvt Ltd. was incorporated in July 2005 with an objective to manufacture Intermediates and specialty chemicals. Fortune Pharma is FDA approved API manufacturing company with local GMP certificate. Chief Promoter Mr. Sudhakar H. Mulay is the versatile personality and the successful first generation entrepreneur with a huge experience in civil construction sector, nation-Wide. Fortune Pharma Pvt. Ltd. follows an effective system to produce & deliver intermediates and fine chemicals.

All parts of quality management department are adequately resourced.

![Figure 5.2.5: Plant Photographs at Fortune Pharma Pvt. Ltd.](image)

Fortune Pharma follows an effective system to produce & deliver intermediates and fine chemicals. All parts of quality management department are adequately resourced with competent personnel who could fulfill both Quality Assurance & Quality control. It also follows an effective system to produce & Deliver APIs, Intermediates and fine chemicals. The plant is designed for compliance with cGMP to manufacture quality products. The Production processes are piloted prior to production to ensure quality. Quality Control lab is equipped with advance instruments & equipments to cater analysis of raw materials,
packing materials, and intermediates & finished. Employees are trained periodically in respective areas of work and implement cGMP practices. Fortune Pharma Pvt. Ltd. is well equipped with excellent support utilities like chilled Brine Unit, Chilled Water Unit, Steam, Thermic Fluid with reaction vessels of various capacities in SS316 & Glass Lined. Fortune Pharma Pvt. Ltd. has established effective quality Management systems, covering the whole process from Arrival of raw material to releasing of final product.

Table 5.2.1: Product List of Fortune Pharma Pvt. Ltd.

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<tr>
<th>INTERMEDIATES FOR API</th>
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<td>2</td>
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Protecting the environmental & health is the obligation & the base for sustained development Fortune Pharma Pvt. Ltd. follows the principles of ‘elimination industrial pollution, maintaining the ecological balance, Waste reduction, recovery of solvents.

Fortune Pharma is much sensitive about it, so implemented occupational Health & safety management system through awareness, Training, provision of resources, reviews at
regular Intervals, conservation activities and monitoring, giving Due respect to environment.

**Harman Finochem Limited**

Harman Finochem Limited is a professionally managed independent company engaged in manufacturing of Active Pharmaceutical ingredients (API's) and chemical intermediates. The company was established way back in 1983 by Bhupinder Singh Manhas, the CMD of the company having following key facts.

- Manufacture and Exporter of Active Pharmaceutical ingredients.
- Two manufacturing sites at Aurangabad and one at Vapi with capacity of 350,000 Liters.
- Supply of API’s as a Major Thrust Area to pharma and generic companies.
- Certificate of recognition as “EXPORT HOUSE” by Government of India.
- State-of-the art manufacturing facilities inspected & complying with cGMP norms as per USFDA, ICH Q7A, TGA, PIC, WHO-GMP, Schedule M and Japanese Foreign Accreditation.
- State-of-the-art Quality Control Laboratories with GLP compliance.
- cGMP compliance Pilot plant with clean room facility.
- Powder processing area with pneumatic controls and Particle Size options: Milling & Micronising.
- CRAMs offered.

MIDC Chikalthana, Aurangabad manufacturing facilities spread in 30,581 Sq.m. Area, with state of the art manufacturing plants complying with cGMP norms, supported by Quality Control Laboratory equipped with modern instruments and equipment, R&D centre, fully fledged effluent treatment plant. The plant has been accredited by US FDA, WHO, TGA and EDQM. Also MIDC Shendra, Aurangabad is a state of the art manufacturing facilities in the premises measuring 1,65,760 Sq.m. plus 40,000 sq. m for residential area for employee’s resident for the future and complying with cGMP norms with green house project and fully fledged effluent treatment plant. Both the plants have been accredited by US FDA and EDQM. Plants has 16 Labs for custom/contract synthesis, Modern analytical instruments/equipments for in-house analysis &
characterization of moieties, 96 chemical hoods and the technical team comprises dynamic and innovative scientists.

**Hevea Fine Products Private Limited**

Hevea Fine Products Private Limited is an recognized creator, Wholesale Supplier and Exporter of Male Latex Condoms. The company was included in May 1998, with an installed capacity of 30 million pieces annum. The company, based in Aurangabad, Maharashtra, currently holds an installed ability of 250 million pieces per annum. Mr. K.R. Shenoy is the admirable manager of the firm and has given in a lot of effort into the stable functioning of the company. The company makes use of the most urbanized technique for the process of developed Male Latex Condoms. Hevea offer products with instilled character of strength, reliability and an assortment of colors, sizes and flavors. The company hopes to supply clients with equally beneficial business situation from side to side the products. Hevea Fine Products Pvt. Ltd., bring forward a range of male condoms that is synonymous with comfort and pleasure to the sublime. As a manufacturer and exporter with unparalleled repute, Hevea’s sole aim is to satisfy the innermost desires of our customers with a range of sensation condoms that submerges into skin like the river into the ocean and ensures that the user enjoys every minutiae of the special and bonding moments without compromising with sensitivity and comfort for drawing on precautionary measures. Utilizing quality latex and rubber chemicals, Hevea process rubber sheaths that are extra thin, so as to enkindle sensory stimuli, excitement and satisfaction, yet possess superior strength to withstand extreme friction. Hevea products are made utilizing high grade latex, rubber chemicals and cutting edge machines like condom dipping lines, Electronic testing and foiling machines.

**Mylan Laboratories Limited**

Mylan Laboratories Limited (Mylan Labs), a subsidiary of U.S. based Mylan Inc. (Nasdaq: MYL), is one of the world’s largest manufacturers and suppliers of active pharmaceutical ingredients (APIs). Mylan Labs offers more than 150 APIs and intermediates to customers in more than 80 countries across a wide range of therapeutic categories. Mylan Labs maintains an impressive portfolio of finished dosage forms
(FDF) of generic antiretrovirals (ARVs), used to treat adults and children living with HIV/AIDS in more than 100 countries. Mylan’s product offerings also include complex solid dosage forms for markets across the world.

Mylan Laboratories Limited was founded as Matrix Laboratories (Matrix Labs) in 2001. Through a series of acquisitions, the company grew rapidly from a revenue of INR 394 million in 2000 to INR 16480 million in 2007 – a compound annual growth rate (CAGR) of 70%. During this period, Matrix Labs created state-of-the-art manufacturing and R&D facilities. Matrix soon became one of the leading suppliers of active pharmaceutical ingredients (API) in the world and developed a strong focus on antiretroviral (ARV) products. In 2007, Mylan Inc. acquired a controlling stake in Matrix. Through this acquisition, Matrix Labs became part of one of the world’s leading generic and specialty pharmaceuticals companies. Revenues grew from INR 17281 million in 2008 to INR 32191 million in 2011 at a CAGR of 23%.

In October 2011, Matrix Labs was rebranded and became Mylan Laboratories Limited. The business now operates under one powerful brand in India – Mylan – a name that stands for high quality products, unmatched reliability, outstanding customer service, unrelenting integrity, continuous innovation and serving unmet needs.

Mylan Labs operates multiple state-of-the-art API and FDF facilities located in India and China. They operate with the highest standards of quality and regulatory compliance. The facilities are certified by global regulatory bodies such as the U.S. Food and Drug Administration, the World Health Organization - Geneva, the European Directorate for the Quality of Medicines, Australia’s Therapeutic Goods Administration, Medicines and Healthcare products Regulatory Agency, Medicines Control Council, etc. Mylan’s research and development (R&D) facilities around Hyderabad, with a workforce of more than 600 scientists, relentlessly innovates technologies to develop API and FDFs.

Overall, Mylan Labs has a workforce of more than 9,000 in India and China to support its businesses. The company provides opportunities to learn grow and be a part of an energetic, value-based company that strives to make a real difference in the world. Their parent company, U.S.based Mylan Inc., and its affiliates, rank among the world’s leading generics and specialty pharmaceutical companies and provide products to
customers in more than 150 countries and territories. Mylan maintains one of the industry’s broadest and highest quality product portfolios supported by a robust product pipeline. With its global workforce of more than 18,000, Mylan works around the clock and around the globe to help provide the world’s 7 billion people access to high quality medicine. Mylan’s global network of employees is obsessed with quality and dedicated to Innovation, Integrity, Reliability, Service and Teamwork.

Mylan Laboratories Limited is one of the world’s largest manufacturers and suppliers of active pharmaceutical ingredients for a wide range of therapeutic categories, including antibacterials, central nervous system agents, antihistamine/anti-asthmatics, cardiovasculars, antivirals, antidiabetics, antifungals, proton pump inhibitors and pain management drugs. Since 2007, Mylan Labs has been addressing unmet needs in the area of HIV/AIDS and has grown to be a leading manufacturer and supplier of high quality, innovative and affordable generic antiretroviral products.

Mylan Labs manufactures a number of high quality finished dosage generic pharmaceutical products for various regulated markets in the world including the U.S., Europe, Australia and Canada. In addition, Mylan Laboratories offers reliable, state-of-the-art contract manufacturing services. Mylan Labs offers one of the industry’s broadest and highest quality API portfolios and a robust pipeline to a global customer base in more than 80 countries. Mylan service the requirements of top generic players in diverse markets with a wide portfolio of more than 150 APIs spread across varied therapeutic segments.

Mylan Labs has eight state-of-the-art API manufacturing facilities, certified by regulatory bodies like U.S. Food and Drug Administration, European Authorities, Australia’s Therapeutic Goods Administration, Japan’s Pharmaceuticals and Medical Devices Agency, Korean Food and drug Administration, and World Health Organization. Mylan Labs has diverse chemistry capabilities and over four million liters of reactor volume in a cGMP environment. This makes Mylan Labs one of the largest, high quality API manufacturers in the world.

In 2009, the company made available a first-line regimen costing $120, down from $1200 per person, per year and a second-line regimen costing less than $500, down from $15,000 per person per year. Tenofovir, an ARV drug, is an example of a product
development story that has been a great success for Mylan. Mylan Labs’ Research and Development facilities are spread across two locations, Hyderabad and Mumbai. Mylan’s R&D teams comprise a large pool of over 600 highly talented scientists from various disciplines.

**Rubicon Formulations Pvt. Ltd.**

Rubicon Formulations Pvt. Ltd. is promoted by a group of technocrats having a background of manufacturing and marketing of Pharmaceutical and Cosmetic formulations. The factory is located in Maharashtra Industrial Development Corporation at Waluj, about 20 kms from the historic city of Aurangabad (Maharashtra State, India). The company was incorporated in the year 1999.

![Figure 5.2.7: Product Range of Rubicon formulations Pvt. Ltd.](image)

The company has a modern manufacturing facility to manufacture Aerosol formulations and solutions. Rubicon has introduced several formulations into the domestic market. Contract manufacturing is another area; the company has identified to engage itself to facilitate the growth of the company. At present, Rubicon is manufacturing branded products for internationally reputed companies. The core business idea conceived and implemented at Rubicon is to improve the welfare of human mankind. Rubicon’s vision is to emerge as global player in cosmetic and pharmaceutical aerosol manufacturing through technical perfection. Rubicon also does Contract Manufacturing services for Aerosols, Solutions.
**Satellite Pharmaceuticals (P) Ltd.**

Satellite Pharmaceuticals (P) Ltd. established in the year 1997, as a prominent manufacturer, supplier and exporter of a wide range of bulk drugs and drug intermediates. Over a decade of experience and expertise has strengthened their morale and has motivated them to offer innovative solutions in drugs to the valued clients worldwide. Manufactured using hygienic and safe techniques, Satellite’s chemical products are high on each aspect of quality and effectiveness. Satellite possesses, at the premises, an excellent multipurpose facility which meets all GMP standards and other international quality standards. Satellite specializes in introducing new drugs and drug intermediates to the chemical industry consistently. Satellite is a customer driven concern continually striving to supply quality products at competitive prices, thus benefiting all customers across the globe. Satellite Product Range Satellite Pharmaceuticals (P) Ltd. is a renowned manufacturer, supplier and exporter of the following array of chemicals: Bulk Drugs Levodopa, Diluted Nitroglycerin, Allopurinol, Timolol, Maleate Drug Intermediates Benzhydrol Hydrazine, and Nitrate Aqueous Solution.

At Satellite Pharmaceuticals (P) Ltd., quality maintenance and its implementation is the most important concern and is followed religiously at every step of manufacturing. Continuous incorporation of newer and better techniques further helps them to deliver the best products to the valued customers. Manufacturing of drugs requires a hygienic environment and ensure that Satellite leave no room for any loophole in this respect. Each task is supervised by the adept research analysts and quality experts. Infrastructural Facilities. A state-of-the-art infrastructure outfitted with all the necessary equipments and facilities is the strength of the company. Satellite utilize the latest versions of reaction vessels, crystallizing vessels, sparkler filters, centrifuges, gas scrubbers, condensers, receivers, storage tanks utilities and numerous other amenities needed to manufacture an effective range of chemicals and bulk drugs. Satellite have a Separate Effluent Treatment Plant (ETP). At Satellite Pharmaceuticals (P) Ltd., proper attention is paid to the safety of the manufactured drugs and realizing this, the company has outfitted with all the necessary storage facilities for all types of Raw Material Chemicals, Solvents and Finished Goods. This ensures that Satellite reciprocate in a
positive manner to all kinds of bulk requirements of the valued customers. Satellite’s Objectives Satellite Pharmaceuticals (P) Ltd. firmly believes in Assuring impeccable quality and timely delivery of products at competitive prices. Providing customized solutions and services, Utilizing the most flexible yet suitable manufacturing practices and methods, adopting cost effective processes supported by latest technologies. The bulk drugs and intermediates that Satelite manufacture are met with great appreciation and demanded in various countries all over the world.

Sky Biotech

Dedicated to providing the medical profession with latest drugs, conforming to international standards, the company pioneered a repertoire of imperative, life saving products. The firm conviction that rededication to commitments in a continuously and dynamic environment is vital, ushered innovations in process technology and also New Chemical Entities. The company is known for researching existing formulations and developing if for more efficacy and compatibility.

Table 5.2.2: Product List of Sky Biotech

<table>
<thead>
<tr>
<th>Products &amp; Services</th>
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<tbody>
<tr>
<td>Albezol Tablet</td>
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<tr>
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<td>Respisal Plus</td>
</tr>
<tr>
<td>Esoraz Capsule</td>
<td>Skybutol Tablet</td>
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</table>
“The Company is driven by its vision to achieve significant business in proprietary prescription products with a strong presence in developed market and to be a leading pharmaceutical company in India and to become a significant global player by providing high quality, affordable and innovative solutions in medicine and treatment.”

Sky biotech discovers, develop and successfully market pharmaceutical products to prevent, alleviate and cure diseases. Sky biotech shall provide total customer satisfaction and achieve leadership in chosen markets, products and services across the globe, through excellence in technology, based on world-class research and development. Sky biotech is responsible to the society and driven by high ethical standards in their practices.

Tooba Pharmaceuticals Pvt. Ltd.

Tooba Pharmaceuticals Pvt Ltd (TPPL) came into being in 2007 as a laboratory dedicated to research and development of drug molecules and process knowhow. TPPL manufactures API bulk drugs & intermediates, while retaining its strong roots in R&D to explore and develop affordable life-saving drugs as well as development of generics using newer technologies in an environment-friendly manner. TPPL, headquartered in Aurangabad, Maharashtra is a major urban centre and an industrial hub, home to several pharmaceutical industries. Well connected with major metropolitan areas within the state and beyond, there’s a ready access to markets and raw materials. The manufacturing plant is situated in the Paithan Industrial area, erected as per the GMP norms laid down by FDA. TPPL has gathered around technocrats with cumulative research experience for almost 90 years and have acclaimed more than 2000 patents to their credit. So it is fully poised to meet challenges in developing non-infringing routes for various molecules. As far as regulatory experience is concerned this technical team in past was responsible for filing dozens of DMFs for regulated markets meeting stringent quality requirements.

TPPL can perform discovery and process chemistry through services that range from synthetic route identification and optimization to synthesis of niche building blocks, scaffolds and intermediate compounds for generating analogs. Another area of focus for TPPL is the custom synthesis of pre-clinical and clinical compounds on a multi-gram to
multi-kilo scale. This service offering is related to developing commercially viable and competitive alternate routes to manufacture niche intermediates or APIs that involve multi-step manufacturing processes. The objectives of process optimization services are to significantly reduce the costs and the complexity in manufacturing process while avoiding unwanted by-products in order to minimize waste and related environmental impact. TPPL can also perform contract or toll manufacturing of specific intermediates or APIs for in-market products and for NCEs from early phase development to commercialization stage.

Lotus Surgicalss
Lotus Surgical Bandages has become the synonym for hygiene and safety as a Manufacturer and Supplier of a wide range of Sterilised Surgical Dressing Products. Established in 1998, the company has its reach to the clients all over the country. The company is based in Aurangabad, Maharashtra and it successfully runs its operation from there. Mr. Mangesh Tamane, the Proprietor is playing a major role in the success of the company owing to his deep business acumen. Lotus is backed with the advanced infrastructural facility, which makes it possible to achieve excellence in terms of quality. Lotus manufacturing unit is facilitated by all the modern machines to meet the high production target. These machines are regularly checked to ensure their flawless working. The standard for quality is met by us by adopting quality-conscious approach at each step of production. Lotus stringently tests the Surgical Dressing Products for hygiene, sterilization, softness and comfort. Lotus offers these products in proper packaging to prevent them from coming in contact with grim and dirt. Lotus also manufactures products for the leading distributors on "marketed by basis" from the spare capacity available. Here the distributors provide or suggest his brand name, design, price, etc. for products and Lotus manufacture the same in the distributor’s brand name, design and the name of the distributor is highlighted on the pouch / packing box, etc. Lotus name is mentioned in small size and at a side. This is a facility available as FDA rules with a simple agreement with Lotus. Leading distributors and investors can introduce the above products in their brand name & design.
Table 5.2.3: Product List of Lotus Surgical

<table>
<thead>
<tr>
<th>Products</th>
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</thead>
<tbody>
<tr>
<td>Chlorhexidine Dressings</td>
</tr>
<tr>
<td>Gauze Swab</td>
</tr>
<tr>
<td>Paraffin Gauze Dressings</td>
</tr>
<tr>
<td>Surgical Cotton Gamgee Roll</td>
</tr>
<tr>
<td>Combine Dressings</td>
</tr>
<tr>
<td>Orthopedic Soft Bandage</td>
</tr>
<tr>
<td>Sterilized Eye Pads</td>
</tr>
<tr>
<td>X-ray Detectable Abdominal Pad</td>
</tr>
</tbody>
</table>

Lotus Surgical Bandages is a prominent Manufacturer and Supplier of Sterilised Surgical Dressing Products. All the Sterilised Surgical Dressing Products are manufactured from excellent quality raw material and superior quality packing material, sterilized at ISOMED BARB Mumbai by Gamma Radiation Process. Lotus range of Sterilised Surgical Dressing Products includes Surgical Bandages and Maternity Sanitary Napkins. Lotus do not compromise in terms of quality and use the latest manufacturing process, so these can be carried to the internal areas and the shelf life of the products is 3 to 4 years. This type of packaging makes our Sterilised Surgical Dressing Products suitable for being stored at room temperature, especially in rural areas.

Based on the information gathered from various pharmaceutical companies in Aurangabad Industrial Area a sample frame and number of participants were finalized and presented in the chapter of research methodology.