



Pharmaceuticals Export Council of India

(Set up by Ministry of Commerce and Industry, Govt. of India)

# The Indian Pharmaceutical Industry Contribution to Global Health

**India - Bulgaria**  
**Cooperation in Pharmaceutical Sector**  
**9<sup>th</sup> February 2022**



# India's Pharma Credentials

India provides generic medicines to more than 200 countries.

8 out of 20 Global Generic companies are from India

Over 55% Exports to Highly Regulated Markets

90% of WHO Pre-Qualified APIs are sourced from India

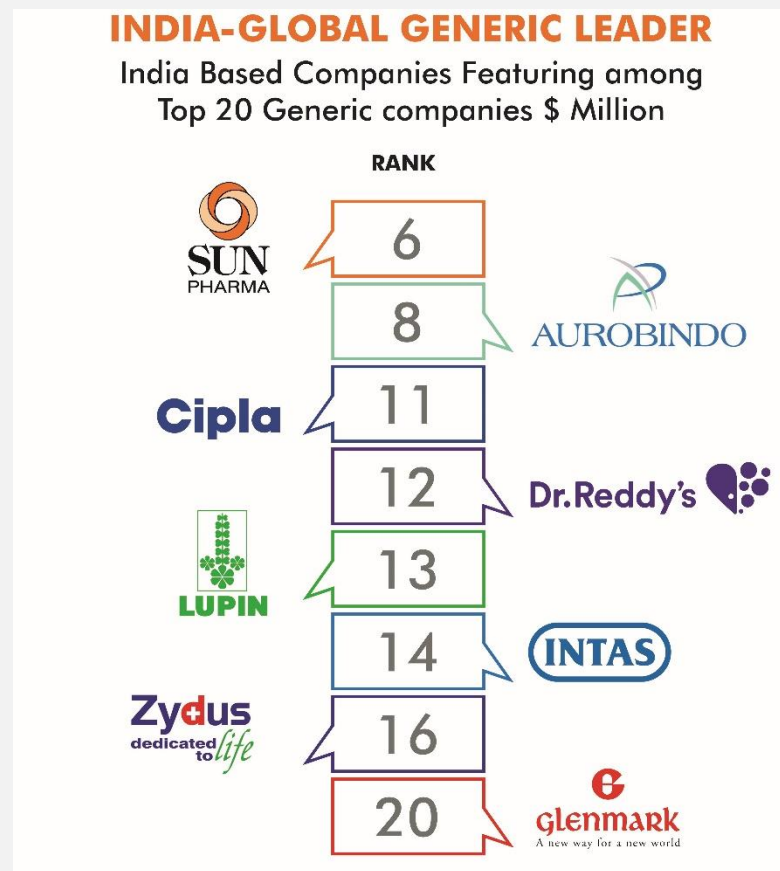
65-70% of WHO's vaccine requirements are sourced from India

## USFDA Approvals:

- No. of USFDA approved sites: 741 (as of Aug 2021)
- No. of ANDA Market Authorizations secured by Indian companies: 4346 (as on Dec 2020)

## EMA approvals:

- No of Sites with Registered with EU GMP – 743  
(as on Dec 2021)
- No. of CEPs received ( as on May 2021) – 1821



# Region wise Pharma Exports

## Overall Exports

Exports in FY-20 : USD 20.6 bn (7.57% Gr)

Exports in FY-21 : USD 24.5 bn (18.2% Gr)

Exports during Apr-Dec 2021-22

USD 18.22 bn (0.80% Gr)

## Exports to EU

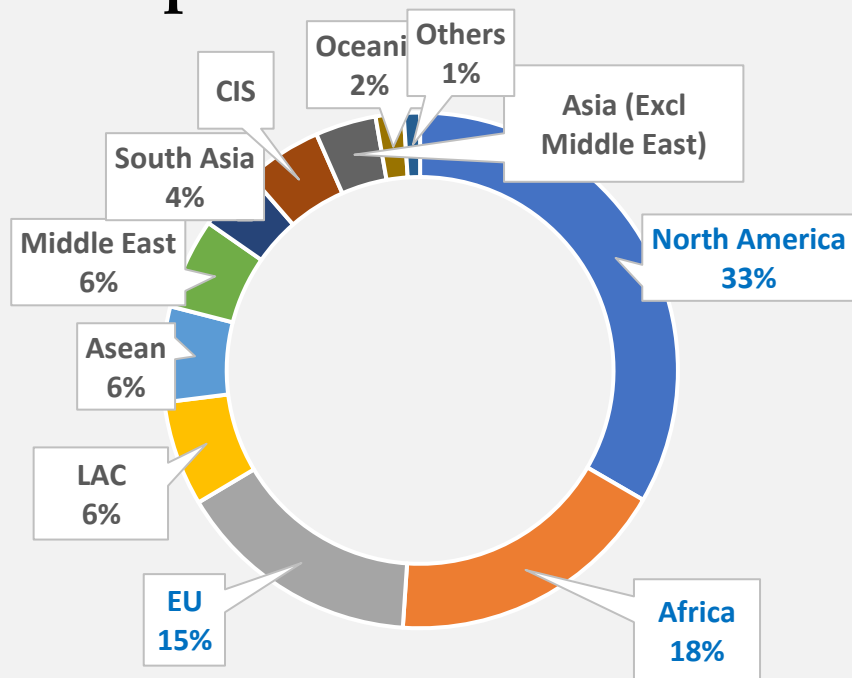
Exports in FY-20 : 3155.16 mn USD

Exports in FY-21 : 3762.41 mn USD (19.25 % Gr)

## Exports to the Southeast Europe

Exports in FY-20 : 343.25 mn USD

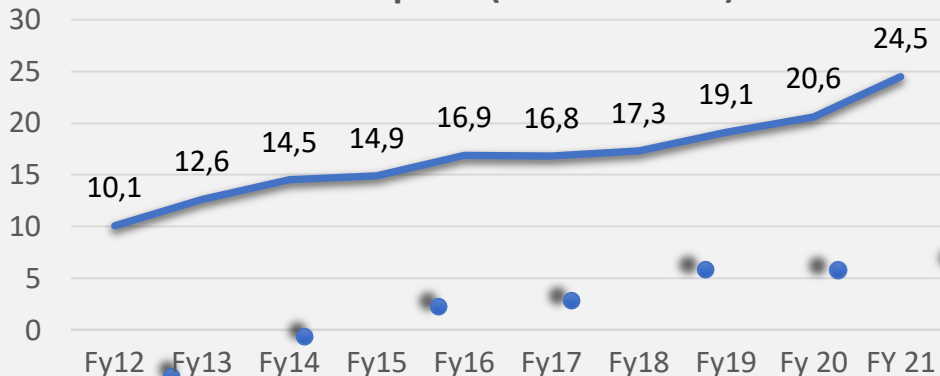
Exports in FY-21 : 440.32 mn USD (28.28% Gr)



## Top 10 export destinations:

1. USA
2. South Africa
3. UK
4. Russia
5. Germany
6. Nigeria
7. Brazil
8. Canada
9. France
10. China

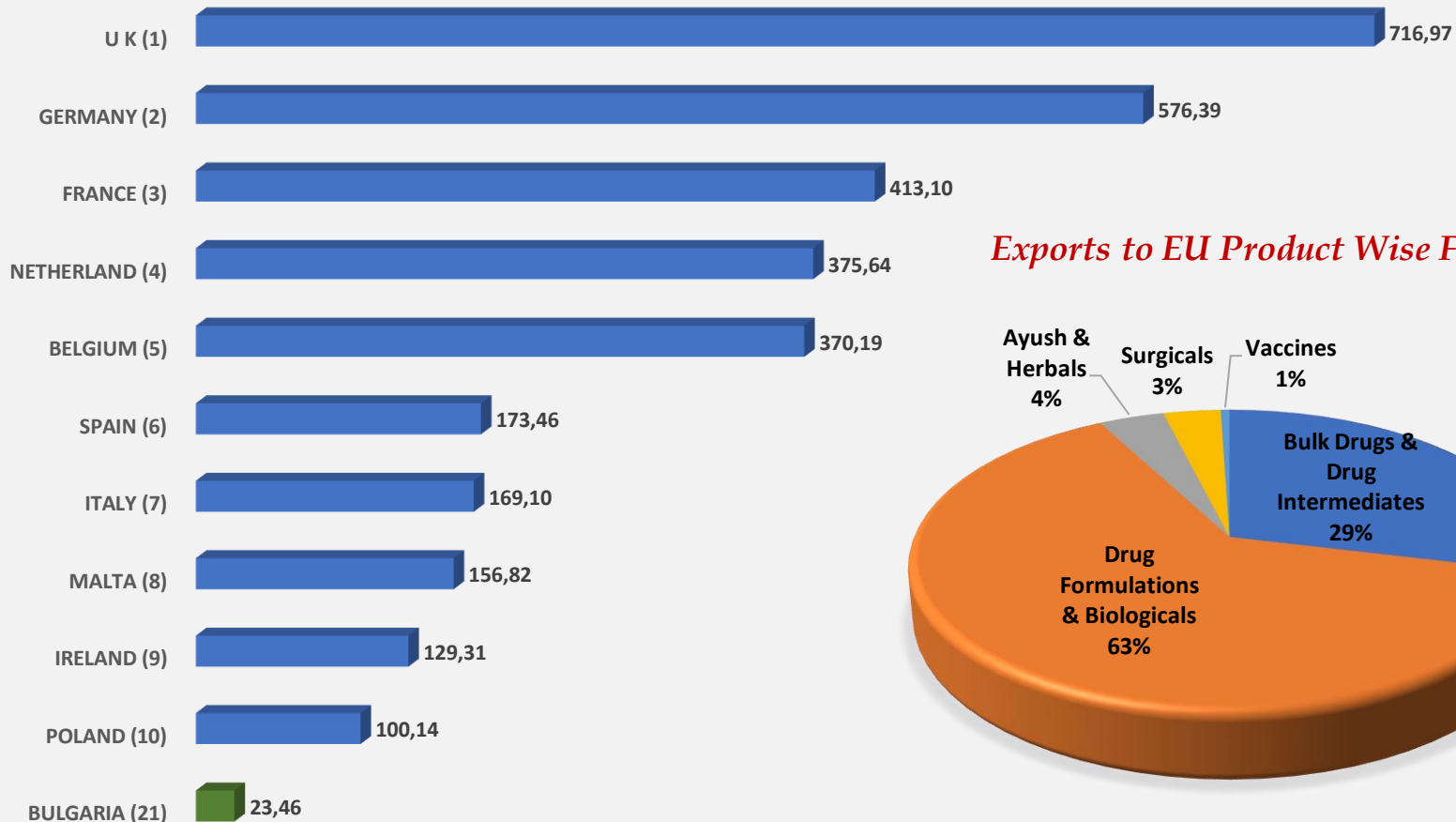
Pharma Exports (USD in Billion)



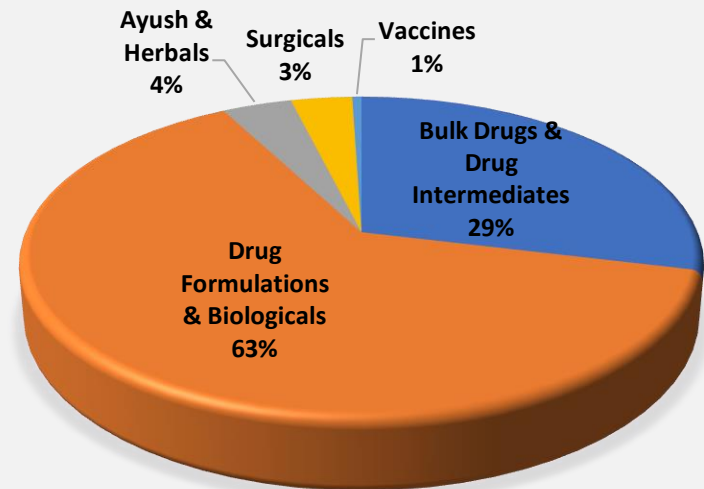
# Most Favoured Export Destinations in EU

*Exports to this region in 2020-21 was USD 3762.41 million with 19.25% growth*

EU: Top 10 exporting destination for Indian Pharma  
(Exports in million USD in 2020-21)



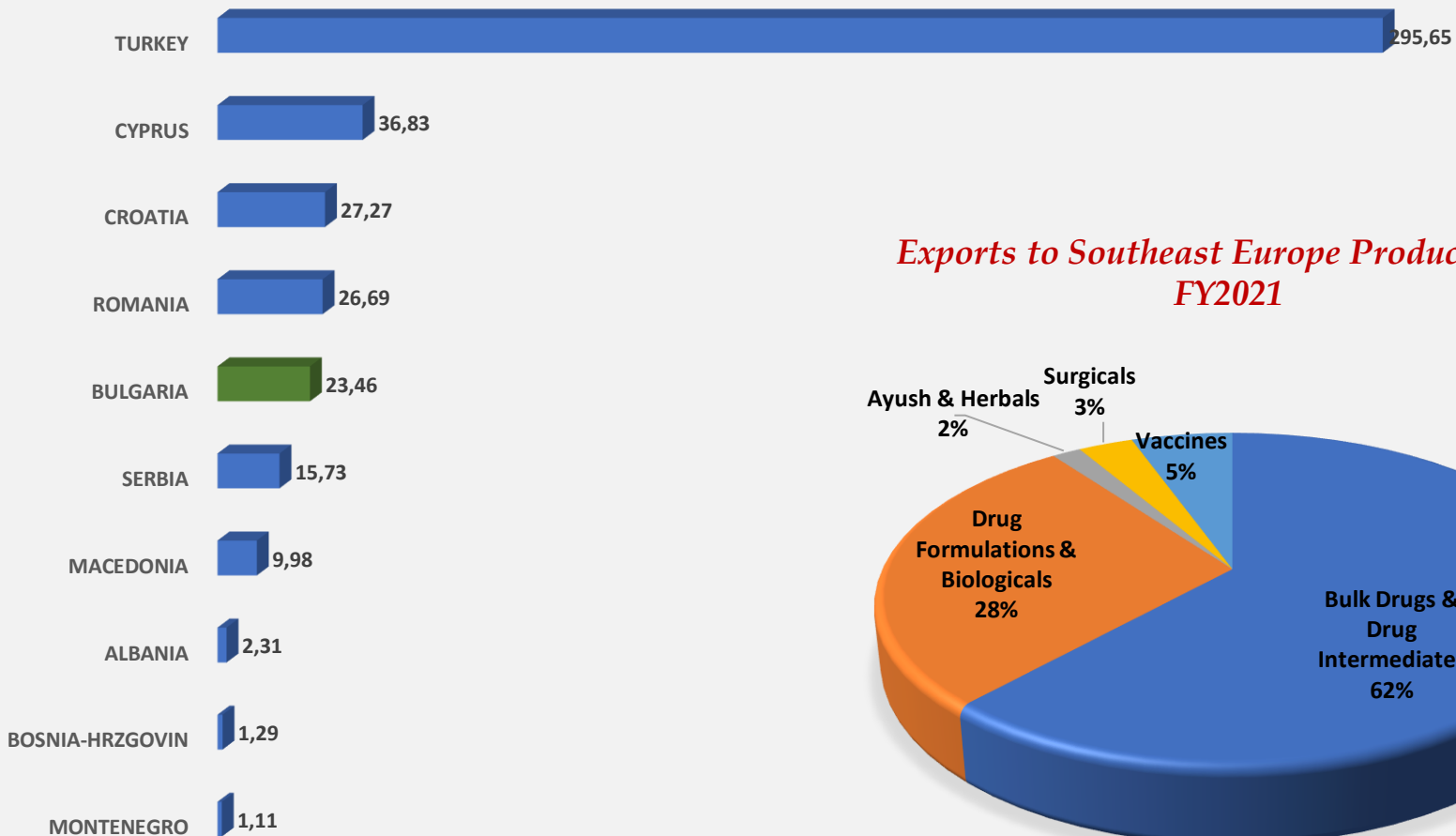
*Exports to EU Product Wise FY2021*



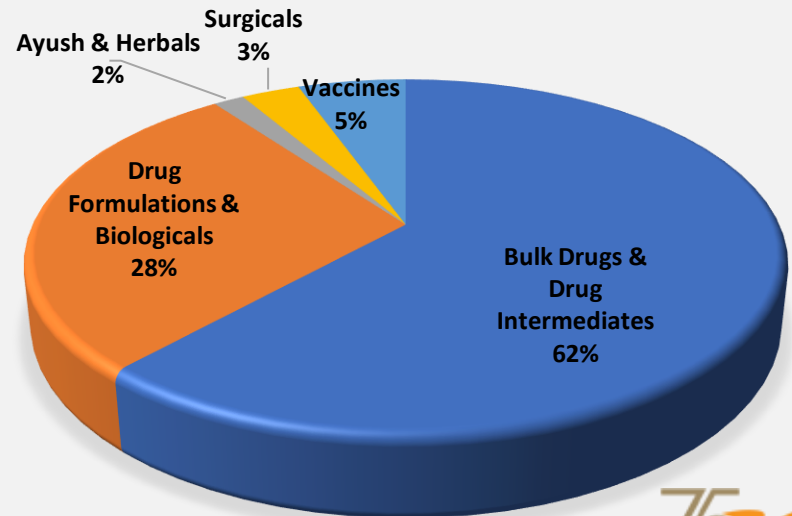
# Most Favoured Export Destinations in Southeast Europe

*Exports to this region in 2020-21 was USD 440.32 million with 28.28% growth*

**Southeast Europe: Top exporting destination for Indian Pharma  
(Exports in million USD in 2020-21)**



*Exports to Southeast Europe Product Wise  
FY2021*



# Pharma Exports to Bulgaria

## Bulgaria Pharma Market

- Market Size (2021) – USD 2.78 bn (Grby 22.1 %)
- **Generic Market** (2020) – USD 939 mn  
Projected (2021) – USD 1.2 bn to reach at growth rate of 24.4%.

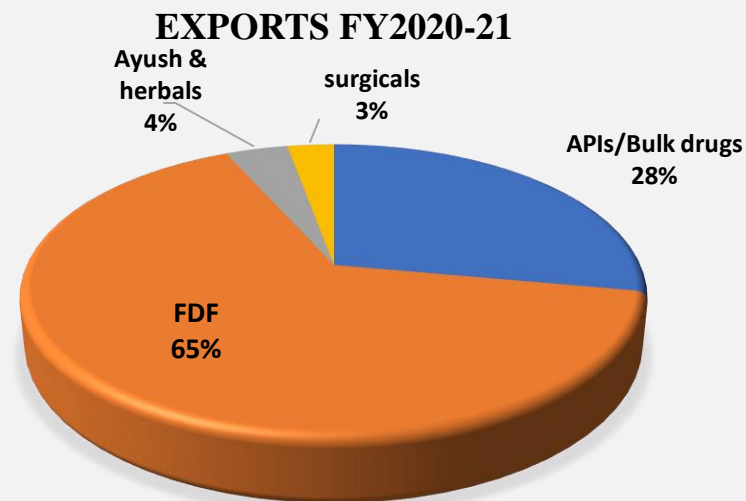
## India's Exports to Bulgaria:

- FY 2019-20 – \$ 19.67 mn
- FY 2020-21- \$ 23.46 mn **(19.37 Gr%)**

## Top 10 Formulations Importing Partners of Bulgaria (USD in mn)

Rank	Country	2019	2020	Gr%	Contbn%
1	Hungary	248.19	271.93	9.57	19.03
2	Germany	175.28	183.44	4.65	12.84
3	Netherlands	81.26	107.62	32.43	7.53
4	Switzerland	83.37	95.23	14.23	6.66
5	Slovenia	93.35	92.71	-0.68	6.49
6	Austria	82.87	92.69	11.85	6.49
7	France, Monaco	86.64	78.84	-9	5.52
8	Ireland	55.11	76.2	38.27	5.33
9	Romania	64.89	57.84	-10.86	4.05
10	Czechia	36.2	46.2	27.64	3.23
<b>18</b>	<b>India</b>	<b>18.02</b>	<b>18</b>	<b>-0.09</b>	<b>1.26</b>
	World	1348.73	1429.14	5.96	100

Source: UN Comtrade

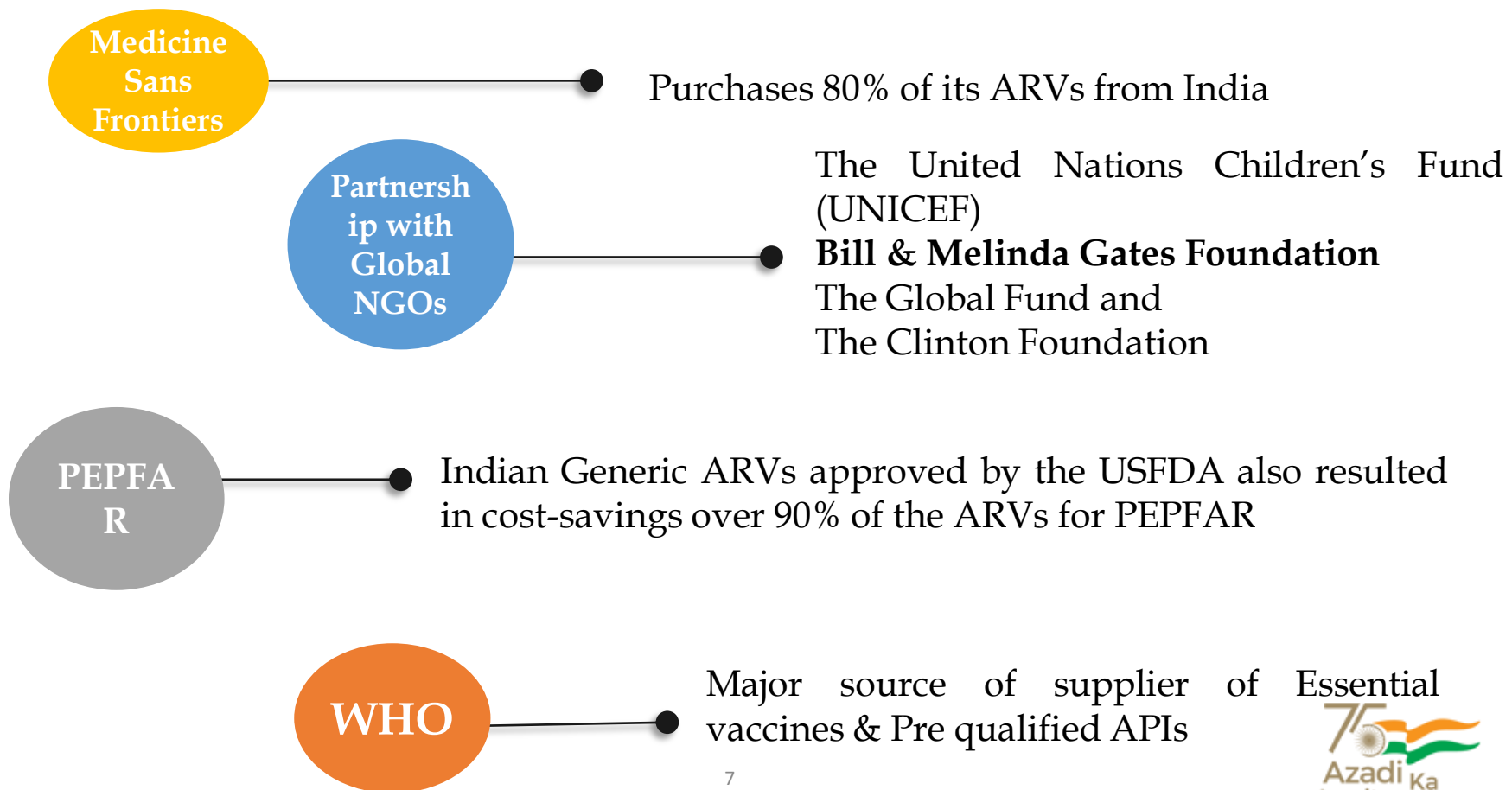


# India's Contribution to the Suffering Mankind

Indian made generic version of **Sivoldi (Sofosbuvir) tablet**, has reduced the cost of an Australian Hepatitis C patient from **10,000 AUD to 900 AUD** for the treatment regime of 84 tablets'.

*(Times of India on 30 Aug 2015)*

“**Veenat**, India-produced generic version of **Glivec (Imatinib Mesylate Tablets)** has reduced the cost of a Chinese CML patient from **\$3783 to \$30** for a month's dosage”. *(Global Times in Jan 2015 )*



# Pandemic Response by India

**Medication:** All the products which have been approved for treatment of COVID comes with made in India Label

- Remdesivir, Favipiravir, Molunipiravir etc

## Covid vaccines:

115 million doses of Covid Vaccines are already supplied to more than 97 countries under Vaccine Maitri

**Bharath Biotech:** Developed “COVAXIN” in collaboration with ICMR and NIV

**Serum Institute of India :** “COVISHIELD”.

- Partnership with Gavi, the vaccine Alliance and Bill & Melinda Gates Foundation for 100 million doses
- Novavax’s Vaccine “Covovax™”

**Zybus Cadila:** Developed world first DNA based Covid vaccine (ZyCov-D)- Needleless vaccine

**Collaboration for Sputnik-V:** Agreements with Russian Direct Investment Fund (RDIF)

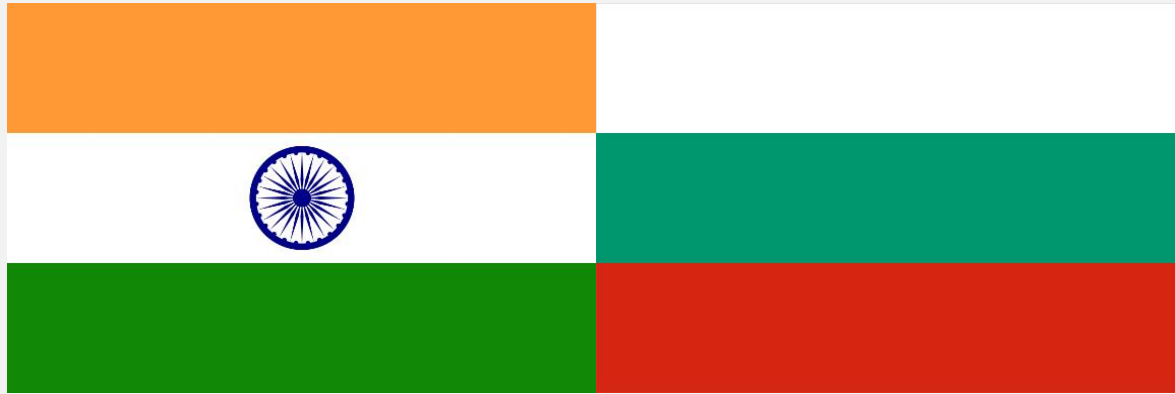
**Biological E:**

Development & manufacture of Corbevax &  
Collaboration for manufacturing Jhonson & Jhonson vaccine



## India-Bulgaria Cooperation: The Way Forward

- Affordable Indian generics are best alternative to reduce the healthcare expenditure during this economic crises of Pandemic
- Regulatory Convergence for optimum utilization of Resources
- FastTrack the Approvals of products having approvals from Stringent regulatory Authorities such USFDA, TGA etc.
- Strategic partnerships with Indian manufacturers/ CRAMS



Thank You!