

# Doing Lifesciences Business in India

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*...LifeSciences Catalyst*

# Topics

- ✓ India – an Introduction
- ✓ Lifesciences Industry snapshot
- ✓ Major centers of Lifesciences in India
- ✓ What Indian LS firms are looking for
- ✓ Business Cultural issues US vs. India
- ✓ Aagami - Introduction

# India – a Brief Introduction (V-IMP)

- ✓ Nation of 1.22 Billion people (~EU+Africa)
- ✓ 28 States and 7 Union Territories
- ✓ 22 Official languages – English is widespread
- ✓ Ancient Civilization – Young Nation
- ✓ Most Heterogeneous and complex
- ✓ Very Traditional Yet quite Modern
- ✓ Last 20 years GDP CAGR at ~7%
- ✓ 3rd Largest economy of the world in PPP (IMF)
- ✓ Sizeable # of Rich, yet average person very poor
- ✓ Sci, Tech and Business excel, poor Infrastructure

# Indian LS Industry Snapshot

- ✓ 3<sup>rd</sup> Largest Pharma market (by volume)
- ✓ Over 20,000 Pharma companies
- ✓ Top 20 Companies have presence in Regulated markets (US, Canada, Western EU and Japan)
- ✓ Top 100 companies are present in 50+ countries (Asia, Eastern Europe, Latin America and Africa)
- ✓ Globally successful in Generics
- ✓ “Every 3<sup>rd</sup> pill in the world is Made in India”
- ✓ Medicine Source of the developing world
- ✓ WHO sources over 70% from India
- ✓ Largest # of US FDA approved mfg facilities

# Indian LS Industry Snapshot...cntd

- ✓ Biotech Industry with exploding growth
- ✓ Largest pool of Chemists and Biologists
- ✓ Abundant specialty health institutions
  - ✓ 14000+ Hospitals, 700,000+ Beds
- ✓ Large Pool of Medical professionals
  - ~200 Medical Colleges graduating 30,000+ doctors per year
  - 600,000+ Doctors
- ✓ Largest pool of Biosciences Graduates Per annum - **3 Million B.S., 700,000 M.S., 15000 Ph Ds**
- ✓ Indian Regulation – a Super Set of US-FDA
- ✓ All Technical & Business work in English

# Major Centers of LS Business

## City – Major Companies

- ✓ Mumbai – Lupin, Wockhardt, Glenmark, USV, Piramal, Ipca, Ajanta, Most MNCs
- ✓ Ahmedabad – Zydus, Intas, Cadila, Torrent
- ✓ Hyderabad – Dr. Reddy's, Aurobindo, Suven, Divi's, Hetero, Shantha, Bharat
- ✓ Bengaluru – Biocon, Micro, Strides, GSK,
- ✓ New Delhi – Ranbaxy, Panacea, Jubilant
- ✓ Chennai – Orchid, Shasun, Tablets India,
- ✓ Pune – Bilcare, Serum India, Advinus,

# Indian Firms are looking for

## Partnerships or Acquisitions of

- ✓ Novel Drug Delivery Systems
- ✓ Innovative compounds and technologies
- ✓ Co-Development Opportunities
- ✓ Manufacturing
- ✓ Companies in Regulated markets

# Business Cultural Differences sample

## Phrases and points in US vs India

- As Soon as Possible : **ASAP** vs **ASAP**
- Tomorrow : Next day vs In near future
- Will be done : surely be done vs will try best
- Business focus : Specialist vs Generalist
- Work driven by : Process vs Ad Hoc
- Everyday working : MBO vs MBC
- Business Xaction : Contractual vs Trust base
- Importance : Transaction vs Relationship

# *Agami, Inc.*

A life sciences consulting firm based in Naperville, IL offers

- *Strategic Consulting Services*

- *Drug Development Services*

- ✓ **Phase I to Phase IV clinical studies**
- ✓ **BA, BE and PK/PD studies**
- ✓ **Pre-Clinical studies**

# Strategic Consulting Services

- **In-Licensing or Out-Licensing**
- **Co-Development and Partnerships**
- **Mergers & Acquisitions targets**
- **Investments to and from India**
- **Finding the Right**
  - ✓ **JV partners and/or Distributors**
  - ✓ **CRO and CRAMS providers**
  - ✓ **Contract Sales/Marketing companies**
  - ✓ **Contract Manufacturing companies**

# *Agami* brings

- Extensive Operational Experience Globally
- Deep Understanding of business and socio-cultural differences in **ways of working**
- Extensive network with US, Japanese and top 100 Indian companies at CXO levels
- Deal experience with Western, Japanese and Indian industry
- Dedicated team with focus on Client success

# Sample List of Clients

- ✓ Dow - MI
- ✓ Aegis – CA
- ✓ Solvay - Belgium
- ✓ Delmar - Canada
- ✓ MacuCLEAR - TX
- ✓ The pioneer of Biotech - CA
- ✓ Phosphagenics - Australia
- ✓ Affitech - Denmark
- ✓ Advangene – IL
- ✓ Toppan - Japan
- ✓ Pieris - Germany
- ✓ PLx – TX

# Our Approach

- ✓ Prepare 'Elevator Pitch' on client technology and/or company customized to Specific business culture for e.g. India, Japan
- ✓ Identify Relevant Companies from our Database and resources
- ✓ Broadcast EP to Relevant Companies by email
- ✓ Follow-up with phone calls and emails with all
- ✓ Coordinate CDAs with interested Companies, and supply further info thru emails and conference calls
- ✓ Organize a road show to India along with client representative/s
- ✓ Take appointments with right executives in interested companies
- ✓ Coordinate the logistics of the road show (v imp)
- ✓ Support in structuring and negotiations for finalizing the deal(s)

# Realizing Possibilities with

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