

**Internship at
Hetero Lab Limited, Hyderabad, Telangana State**

By

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MBA Pharmaceutical Management

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HETERO LABS LIMITED

Hetero was founded by Dr. B.P.S Reddy in 1993. He has enabled Hetero to become a global player with paralleled strengths in Research, Manufacturing and Marketing. Under his leadership Hetero has risen to become the largest closely held pharmaceutical company in India and a world leader in the production of Anti Retroviral Drugs.

Hetero at a glance

20+ years of
expertise in
Pharmaceuticals

Amongst the
world's largest
manufacturer
of APIs and
ARVs

Presence in
more than 120
countries

200+ products
in portfolio

25+ state of the
art manufacturing
facilities

Largest closely
held
Pharmaceutical
Company in
India

Hetero Core Values



Entrepreneurship

Hetero derive their strength from Entrepreneurial spirit of their team members



Knowledge

Hetero recognise, cultivate and nourish knowledge as the key driver in providing Health care at affordable costs



Quality

Hetero demonstrate quality and continuous improvement in every aspect of their practices



Dynamic

Hetero is dynamic and passionate in their approach to customers and their businesses



Caring

Hetero committed to caring for humanity and environment as a responsible member of the global family

Hetero Business Divisions

➤ Active Pharmaceutical Ingredients

Hetero is expertise in developing APIs from 20 years. It is also one of the largest supplier of APIs to generic manufacturers, enables customers to launch many first time generics through its APIs. Hetero involves in the production of bulk APIs for regulated and semi regulated markets.

➤ Formulations

Hetero has portfolio of more than 200 marketed products. It is one of the world leaders in developing and manufacturing of finished formulations. Hetero is one of the largest suppliers of Anti Retroviral drugs. The range of generics includes solid and liquid oral dosages, pre filled syringes, injectables, controlled release and multi layered tablets.

➤ Biosimilars

Hetero's most ambitious unit Biosimilars was established in 2009. It has established scientific strengths and technical infrastructure to develop Biosimilar products. Hetero has launched three Biosimilar products Darbepoetin alfa, Rituximab, Bevacizumab and 7 more in the pipeline.

➤ Custom Pharmaceutical Services

Custom Pharmaceutical Services is one of the significant economies of scale advantages and backward integration capabilities, reliable, capable and value based division. The division also includes technology transfer projects to accelerate customer's strategy.

Milestones of Hetero



Project

3 Months (February 6, 2017 to May 5, 2017)

- Reported to Ms. Spandana, Corporate HR on February 6, 2017 at 10:00 A.M.
- Then I met, Jayapal Reddy A.V, Associate Vice President & Global Head Biologics and Dr. Praveen Shetty, AGM - Global Clinical Strategy & Medico Marketing.
- **Mentors:** Jayapal Reddy A.V and Dr. Praveen Shetty.
- They have assigned me one of the core projects of their team, Hetero Biopharma.
- **Project** – Formulating the Commercial Strategy of the Hetero Biopharma products in European Market.
- Project assigned is in the department of Global Biologics of Hetero (Hetero Biopharma).
- I have assisted the team in formulating the strategy and even worked as Rapporteur of their Business meetings for the 3 months period.
- I have successfully completed the project in the month of April and presented it in May to the entire team of Hetero Biopharma.
- Finally, received the Certificate of Project completion from the Corporate HR on May 5, 2017 and also received the Letter of Appreciation from Jayapal Reddy A.V and Dr. Praveen Shetty.
- After submitting the Project report to the team and receiving the Certificate, I have got the Permission from the team to submit the Project as my Dissertation Thesis to the IIHMR University.
- Simultaneously, in this 3 months period, I have worked on the other project too, which is on framing the Digital Mode Implementation Models for the team. I have completed it in the span of 1 month.
- Along with all of these, I have attended the **IPHEX Conference** at Hitex, Hyderabad from April 27-29, 2017 with the Hetero Biopharma team.
- In the Conference, I played the role of Rapporteur to the team and had interaction with the Industry experts in the B2B Meetings at IPHEX Conference.
- In this 3 months period, I had interactions with the entire team of Hetero Biopharma, Global Strategy Director & team and with other Global Senior Managers of Hetero.

- I have learned new things and developed professionally by working in the team of Hetero Biopharma for 3 months.
- I humbly owe to the Confidentiality of the Project.

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Thank You