

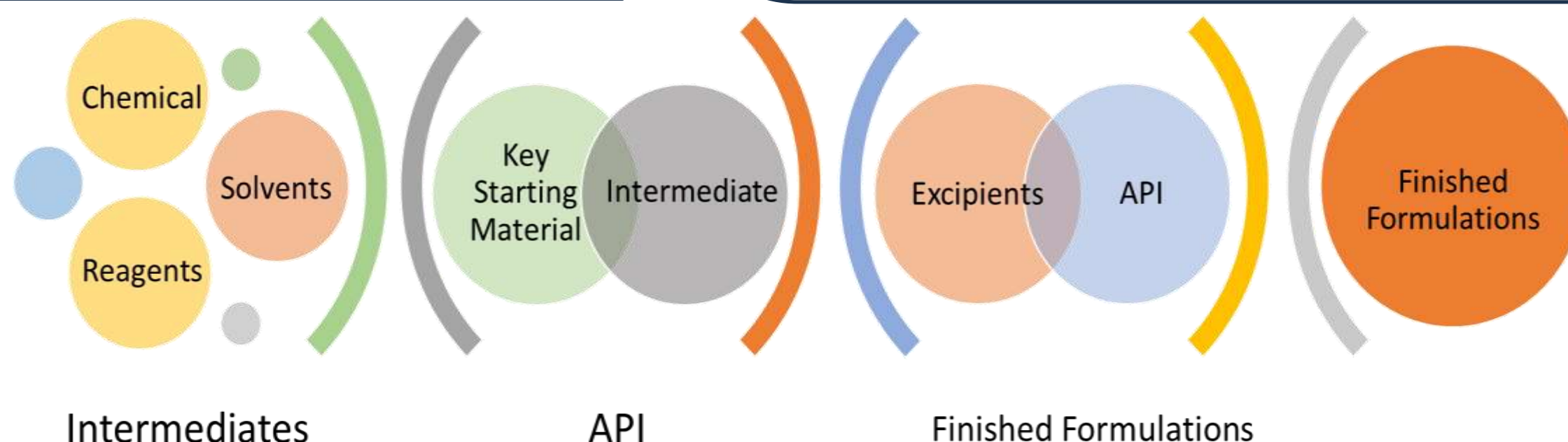
INTRODUCTION

- ZCL is one of the fastest growing Pharmaceutical companies in India that combines the power of Science & Technology together.
- ZCL is a leading CDMO and API platform, offering products and services across all phases of all molecule's lifecycle from development to commercialization
- ZCL is 100% EOU (Export Oriented Unit) engaged in manufacturing and exports of advanced drug intermediates and Active Pharmaceutical Ingredients (APIs).

VISION

Co-create a Top 3 CDMO and merchant API platform by serving global marquee pharma and speciality chemical customers as their partner of choice.

Product Cycle: Pharmaceuticals



Product Learning

- Deep-dive knowledge gaining for products like Venlafaxine (SNRIs), Baclofen (Skeletal Muscle Relaxants), (CNS), Aripiprazole (Antipsychotics), Lamotrigine (Phenyltriazine), Piperidine, Quetiapine, Posaconazole, Doxazosin, Midazolam (Benzodiazepines), Pirfenidone, Entacapone (COMT inhibitors)
- Importance of Generics in the Pharmaceutical Industry and its relevance in the US market.
- Market dominance of Indian pharmaceuticals generics players in the US market.
- Cardiovascular drugs are growing at 5.4% while CNS drugs are growing at 7.4%.

Business Development Key Learnings

- Understanding the Market Landscape
- Strong R&D focus
- Building Strategic Partnerships
- Focus on Customer Relationships
- Efficient Supply Chain Management
- Market Segmentation and Targeting
- Data-Driven Decision Making

Learnings During Internship

- Export & Import of APIs
- Organized and Huge size of the API, FDF, Generics Industry
- To derive volumes & market size of various products for US market
- How Business Development works in API Industry
- To use data & derive marketing strategy to acquire a new customer
- Importance of compliance in terms of Regulatory, Quality & Business Development
- Meetings with Customers
- Region wise API Market
- Developed Soft Skills
- Understanding workplace culture

Strengths

- Established Organization
- Customer-Centric Approach
- High profile customer base
- Regulated market focused
- Strong Research & Development

Weakness

- Dependent on USA & Europe
- Capacity limitations
- No presence in finished formulations

SWOT
of
ZCL

Opportunities

- Entry into new markets
- Increase of wallet share with marquee customers
- Entry into finished formulations by using own API's

Threats

- Competition
- Generic pricing pressure
- Dependency on countries like China for RM procurement

US Market Key Insights

- Global Pharmaceutical Industry: USD 1.57 Trillion in 2023
- North America Pharmaceutical Industry: USD 710 Billion in 2023 (45.33%)
- US generic drugs market size was evaluated at USD 435.54 billion in 2022 and is projected to hit around USD 721.54 billion by 2032, registering a CAGR of 5.18% from 2023 to 2032

Secondary Research

- Importance of Orange Book of USFDA to identify the correct prospect list for any product for the US market.
- Relevance of Health Canada- Drug product database to identify the generics players in the Canada market.
- List of USDMF and its usage to identify the competitors in the API space and customers for the Intermediate space.

Challenges faced during Internship

- Mapping Total Accessible Market (TAM) for the Molecules.
- New industry and with minimal knowledge
- It was challenging to adapt and understand the market
- Time management

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