

Internship & Dissertation

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0354

PM 13

Internship

- ▶ Understand the process flow
- ▶ Meet up with country heads of Emerging Markets and closely work with them
- ▶ Upload SO to the plant
- ▶ Submit DRF, SRF
- ▶ Participating in Emerging market meetings to understand the sales revenue generation of various regions



MAPPING OF MEXICAN API MARKET, 2023

IDENTIFY POTENTIAL CUSTOMERS FOR APL

VENKATA NAGA SAI SUDEPTI GUNTUPALLI

Mexican Pharmaceutical Market

Demographic outlook

Population : 129M

Geriatric population(65 & above) : 10M

Currency : Mexican Pesos (1 USD = 20 Pesos)

Pharmaceutical market value : \$21.4 billion

Current health expenditure : 6.2% of GDP

Regulatory body : **COFEPRIS**

API Source Nations

- ▶ China
- ▶ India
- ▶ Europe

COMPARING CHINA-INDIA:

- ▶ The cost of production in China is 20-30 percent lower than in India. The breakup looks like:
- ▶ Raw material cost in India is 25-30 percent higher than in China.
- ▶ Electricity is 20 percent more expensive in India than in China.
- ▶ Labour costs in India are 1.8X lower than in China, but China's labour productivity is 1.5X higher than India's.
- ▶ Other costs which include financing, logistics, and production and set-up costs are 30 percent higher in India than in China.

TOP THERAPEUTIC CATEGORIES IN EXPORTING

- ▶ Blood Substitutes And Perfusion Solutions
- ▶ Analgesics
- ▶ Antianemic Preparations
- ▶ Anti-inflammatory And Anti-rheumatic Products
- ▶ Drugs For Acid Related Disorders
- ▶ All Other Therapeutic Products
- ▶ Antibiotics
- ▶ Ophthalmologics
- ▶ Cough And Cold Preparations
- ▶ Antihistamines

TOP 10 GENERIC MANUFACTURERS OF API in Mexico

- ▶ PiSA
- ▶ Mega Labs
- ▶ Sanfer
- ▶ Adium
- ▶ Senosiain
- ▶ Laboratories Liomont
- ▶ Grupo Chinoín (Mex)
- ▶ Bagó
- ▶ Genomma



THANK YOU

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