

INDUSTRY SECTOR PROFILE

Callidus Life Sciences Private Limited (CLSPL), founded in 2022, is a leading pharmaceutical company headquartered in Chakan, Maharashtra. As a subsidiary of Callidus Research Laboratories, CLSPL specializes in distributing high-quality pharmaceutical tablets, offering pharma franchises, and providing consultancy services. Their state-of-the-art testing facility ensures product safety and efficacy. With a global presence in regulated markets, CLSPL is committed to advancing healthcare solutions.

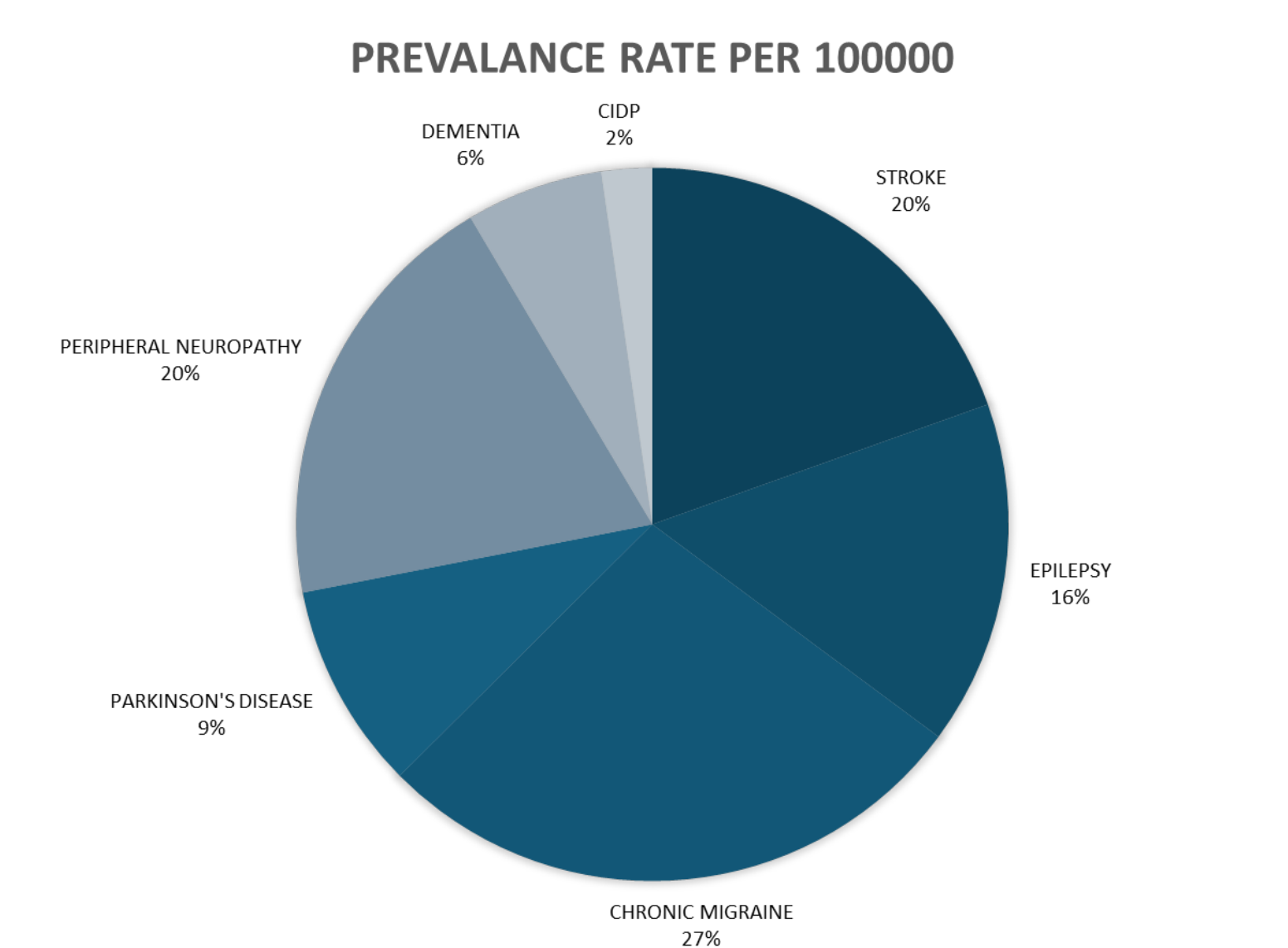
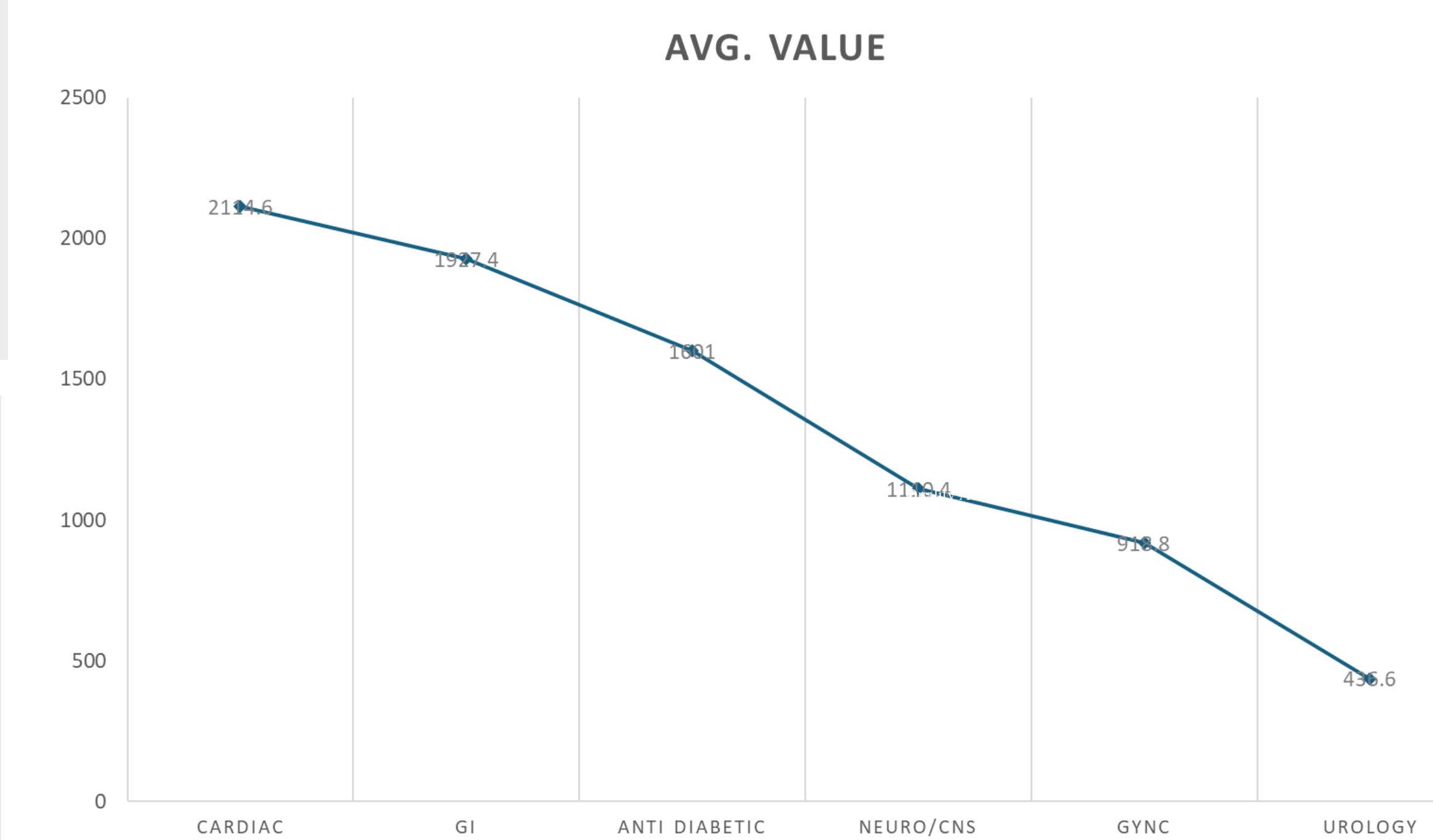
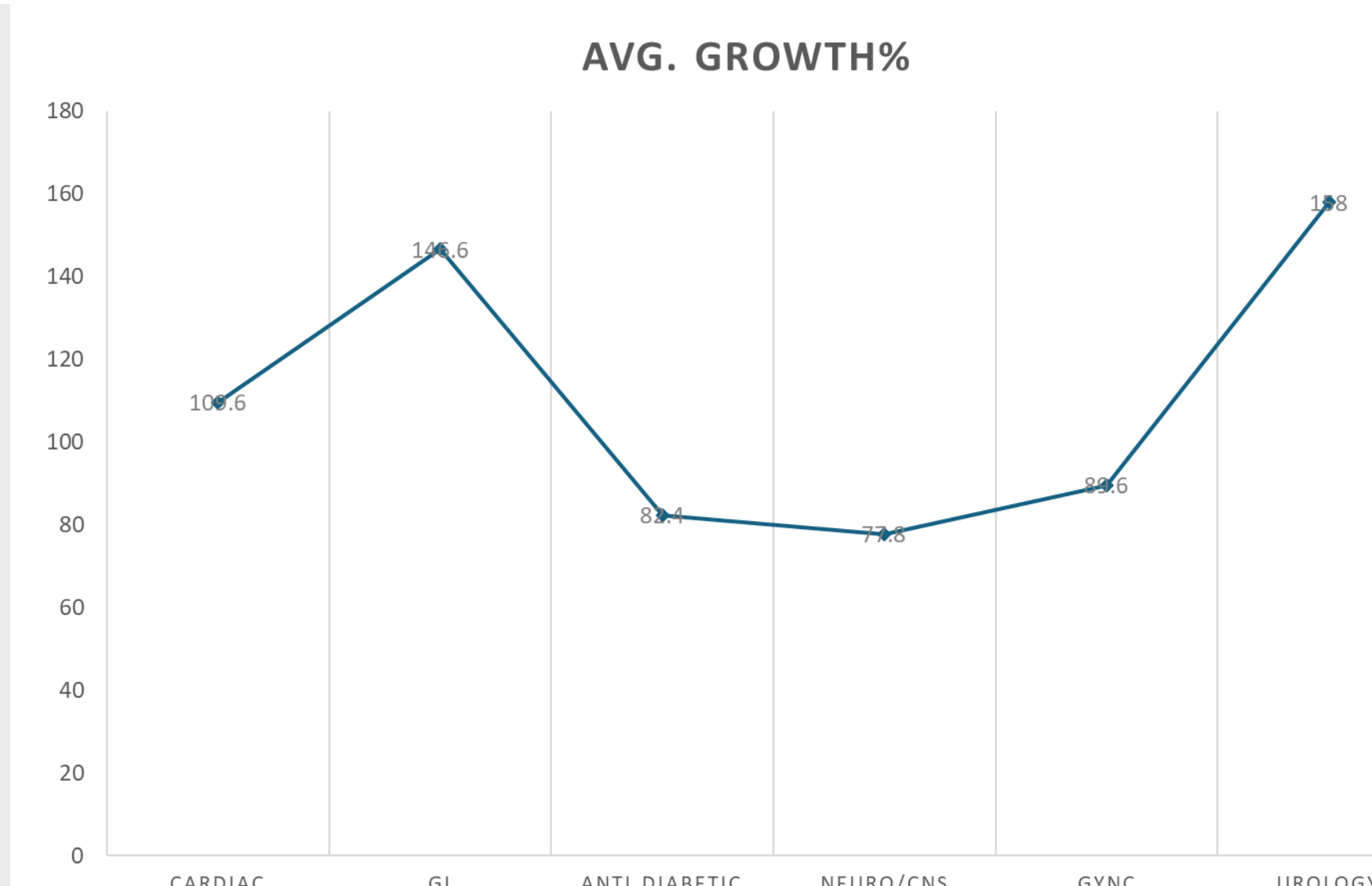
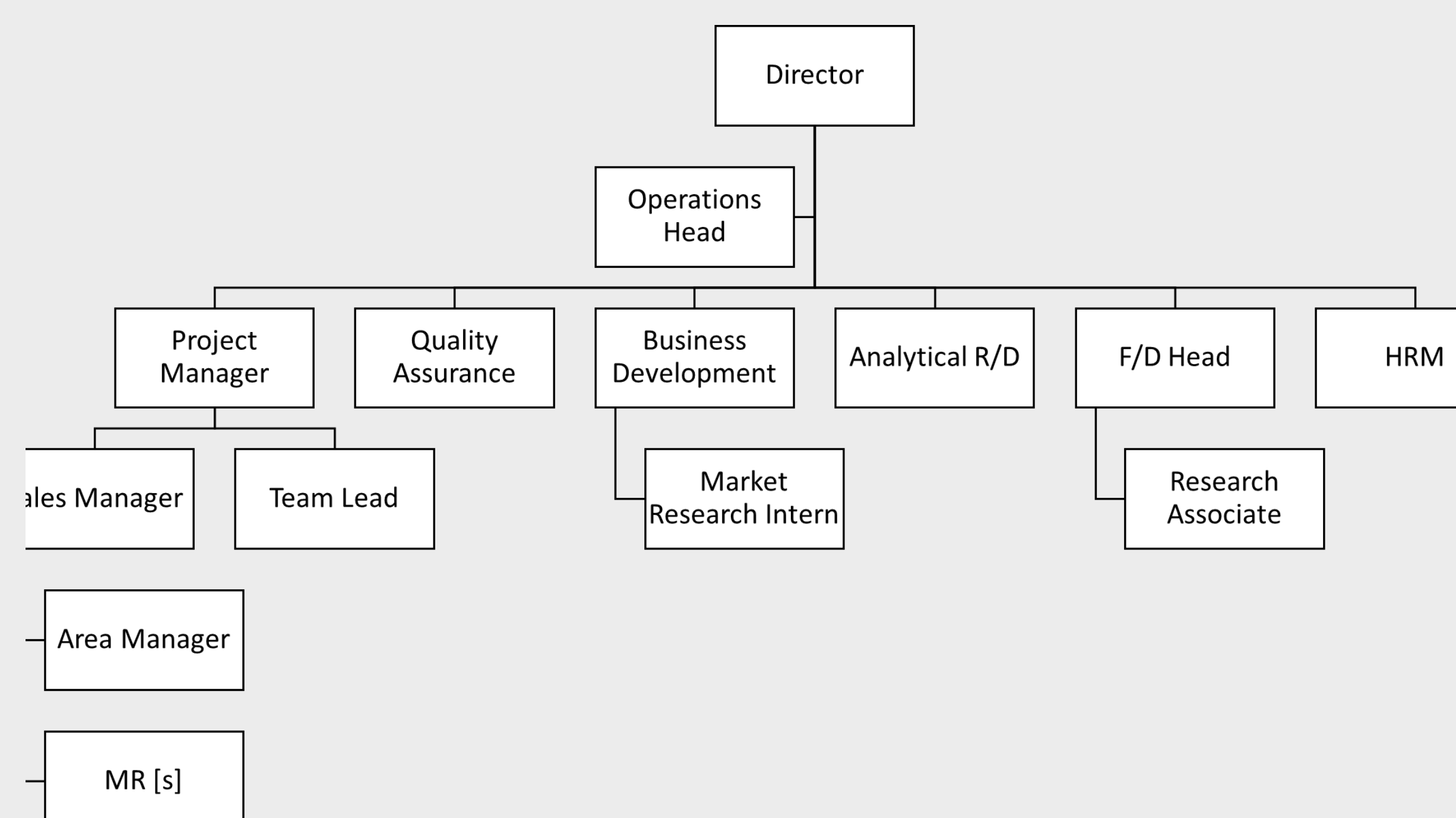
VISION

Callidus Research Labs aspires to lead the way in drug product development. Our vision is to not only be the premier choice but also the trusted partner for our customers. By upholding our core values—integrity, transparency, and teamwork—we aim to continuously improve and earn unwavering trust.

MISSION

Our mission is clear: to gain and retain the trust of our clients. We go beyond mere satisfaction; our commitment is to delight our customers. At Callidus, every extra mile we take is a step toward building lasting partnerships in drug product development.

ORGANIZATION STRUCTURE



PRACTICAL EXPOSURE & THEORETICAL UNDERSTANDING

- | | |
|---|---|
| <ul style="list-style-type: none">•Involved adapting to new information and making decisions quickly.•Directly interacting with professionals like healthcare providers gave deeper insights into the industry.•Applied theoretical methods to real data and scenarios, improving practical skills. | <ul style="list-style-type: none">•Included methods for data collection and analysis but might not have captured practical complexities.•Provided foundational principles and strategies but lacked real-time context. |
|---|---|

CHALLENGES FACED DURING THE INTERNSHIP

- **Limited Sources:** Relying only on IQVIA and ICMR/NHM reports might have missed valuable data from other sources.
- **Data Quality:** Ensuring consistency and completeness of secondary and primary research data was challenging.
- **Timeliness:** Outdated data from reports did not always reflect current market trends.

USEFULNESS & LEARNINGS FROM THE INTERNSHIP

During my market research internship at a small pharmaceutical firm, I applied theoretical concepts to real-world scenarios, enhancing my understanding of market research methodologies. I improved my data analysis skills, ensuring accuracy and consistency, and gained insights into market dynamics, competitive landscapes, and regulations. Addressing challenges such as limited data sources and ensuring data quality helped develop my problem-solving abilities. Working in a small firm taught me adaptability, time management, and the ability to take on various roles, while also building valuable industry connections. This hands-on experience clarified my career goals and interests within the pharmaceutical sector, making it a valuable step for my future opportunities.

PROJECT UNDERTAKEN

During my market research internship at a small pharmaceutical firm, I applied theoretical concepts to real-world scenarios, enhancing my understanding of market research methodologies. I improved my data analysis skills, ensuring accuracy and consistency, and gained insights into market dynamics, competitive landscapes, and regulations. Addressing challenges such as limited data sources and ensuring data quality helped develop my problem-solving abilities. Working in a small firm taught me adaptability, time management, and the ability to take on various roles, while also building valuable industry connections. This hands-on experience clarified my career goals and interests within the pharmaceutical sector, making it a valuable step for my future opportunities.

S	W	O	T
• Callidus already specializes in oncology contract drug manufacturing. Their experience in this field can be leveraged for neurology drugs. • With 28 products across gynecology and urology, they have a foundation to build upon. • Callidus has its own manufacturing facilities, allowing greater control over production quality, costs, and timelines. This can lead to increased flexibility and responsiveness to market demands.	• As a small firm, Callidus might face limitations in funding, R&D capabilities, and marketing reach compared to larger pharmaceutical companies. • Being a smaller firm, Callidus might struggle with brand recognition and market penetration in the highly competitive pharmaceutical industry.	• The increasing prevalence of migraine and other neurological disorders presents a growing market opportunity. • Focusing on patient needs and feedback can lead to the development of highly effective and well-received products.	• The neurology segment is highly competitive, with many established players like SUN and new entrants like MERYL. Navigating complex regulatory landscapes can delay product development and increase costs..