

SUMMER INTERNSHIP PROGRAM

at

Morepen Laboratories Ltd.



From 5th May 2024 to 5th July 2024

A REPORT BY

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Master of Business Administration

(Pharmaceutical Management)

2023-25

under the Mentorship of

Dr. Goutam Sadhu
Professor and Proctor





MOREPEN



05th July, 2024

TO WHOMSOEVER IT MAY CONCERN

This is to certify that **Ms. Anjali Agarwal** has successfully completed her Internship in our Organization in the “**API Department**”- **Gurugram** from **05th May, 2024 to 05th July, 2024**.

Her efforts are found to be useful in the relevant business. During her Internship period we found her to be sincere, hard working and having good behavior and moral character. We wish her all success in her future endeavor.

For **Morepen Laboratories Ltd.**

Vikas Sharma
General Manager- HR

Morepen Laboratories Limited

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IIHMR University Faculty Mentor Approval

This is to certify that Ms. Anjali Agarwal of academic year 2023-25 of School of Pharmaceutical Management has prepared a Poster with respect to his/ her summer internship held during May-june 2024. He /she has carried out work as per the guidelines. His / Her poster is approved for presentation.

Date:

A handwritten signature in blue ink, appearing to read 'G. Sadhu'.

(Signature of Faculty Mentor)

Dr. Goutam Sadhu

Professor, proctor

Acknowledgment

I would like to express my sincere gratitude to all those who have contributed to the successful completion of my internship and this report.

Firstly, I extend my heartfelt thanks to my academic mentor , Dr. Goutam Sadhu sir , for their continuous support, valuable guidance, and insightful feedback throughout my internship. Their encouragement and expertise have been invaluable in shaping this report.

I am also profoundly grateful to Mr. Mandeep Singh sir at Morepen Laboratories Ltd. whose mentorship, constructive criticism, and unwavering support made my internship a highly enriching experience. Their practical insights and professional advice have significantly enhanced my understanding of international marketing in Europe.

I would like to acknowledge the support and assistance of the entire team at Morepen Laboratories Ltd. who provided me with essential resources, information, and a collaborative working environment.

My deepest appreciation goes to my family and friends for their unwavering support, encouragement, and understanding during this period. Their constant motivation has been a pillar of strength throughout my internship.

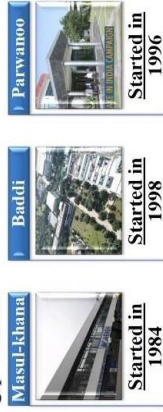
Finally, I extend my thanks to all the respondents and participants who took the time to provide valuable data and insights for my research. Their contributions have been crucial to the success of this project.

1. HISTORY OF MOREPEN

Morepen Laboratories Ltd. is a Indian pharmaceutical company established in 1984, founded by Mr. K.B. Suri. The company started with a focus on producing bulk drugs and Active Pharmaceutical Ingredients (APIs). Its headquarters in Gurgaon, the company has made significant strides in the healthcare sector, specializing in the production of Active Pharmaceutical Ingredients (APIs), home diagnostics, and over-the-counter (OTC) products. The introduction of brands like Dr. Morepen and Gubb USA marked significant milestones.

2001: Launch of the Dr. Morepen brand, which focused on diagnostic devices like blood pressure monitors, glucometers, and other healthcare products.

2002: Launch of the Gubb USA brand, offering personal care and grooming products.



2. VISION



Excellence, Passion, Action, Innovation
Morepen is driven by a commitment to excellence in everything we do. Our three core values – Passion, Action, and Innovation guide our actions. We prioritize delivering superior quality products, efficient distribution networks, and exceptional customer service.

Empowering. Health. Everywhere

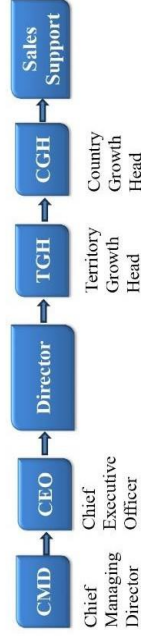
Morepen is dedicated to providing affordable, high-quality healthcare solutions through innovative pharmaceutical and medical technology products. We strive to make health accessible for all and achieve a global reach.

3. MISSION



MISSION

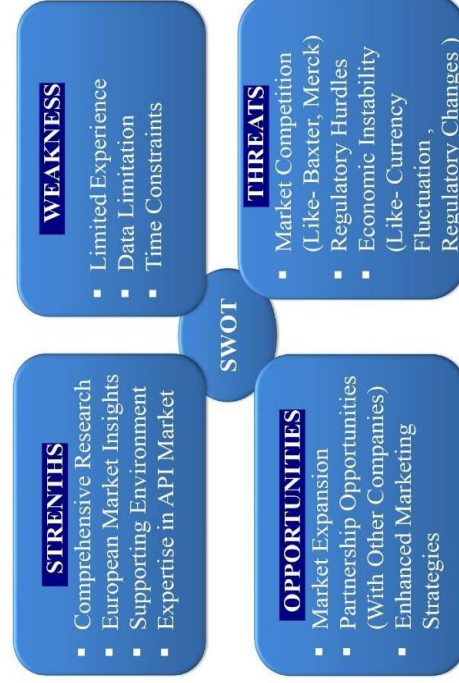
4. ORGANISATION STRUCTURE



5. THEORETICAL UNDERSTANDING V/S PRACTICAL EXPOSURE



6. SWOT ANALYSIS



7. CHALLENGES FACED

- Exposed to an entirely new subject paced working style
- Market Analysis Complexity
- Time Management
- Communication Barrier
- Unfamiliar with API Market

8. USEFULNESS OF INTERNSHIP

- Confidence Building
- Skill Development
- Contribution to the Company
- Practical Experience
- Networking Opportunities

SUMMER INTERNSHIP PROGRAM

IIHMR UNIVERSITY JAIPUR

SUBMITTED BY: ANJALI AGARWAL
MARKET RESEARCH ON CDMO BASED COMPANY IN EUROPE



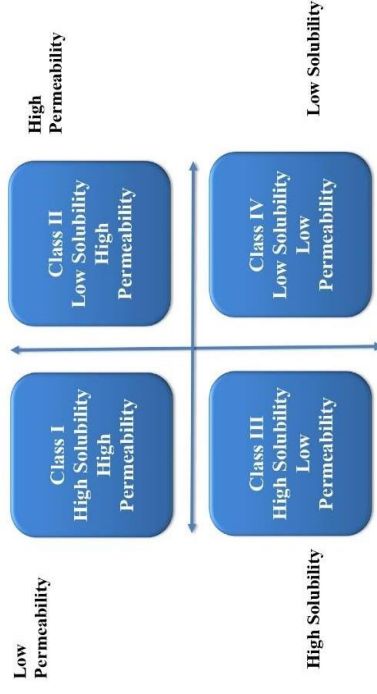
9. LEARNINGS DURING INTERNSHIP

- Market**
- Domestic Market
 - International market
- Type of Manufacturers**
- CDMO (Contract Development & Manufacturing Organization)
 - CRO (Contract Research Organization)
 - CMO Contract Manufacturing Organization)

Europe API Filing Process & CEP Certification

- Preparation
- Submission
- Validation Assessment
- Evaluation
- Post Approval activity

BCS (Biochemical Classification System)



10. SUGGESTIONS

- Research and summarize regulatory requirements for APIs in different European countries.
- Identify and evaluate potential strategic partners, including contract manufacturers, distributors, and research organizations.
- Develop and maintain a database of potential clients, partners, and industry contacts in the European market.
- Conduct comprehensive market analysis to identify trends, opportunities, and threats in the European API market.
- Analyze customer needs and preferences to identify potential areas for product development or improvement.

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Compiled Reporting Format

Know About The Organization



Excellence, Passion, Action, Innovation

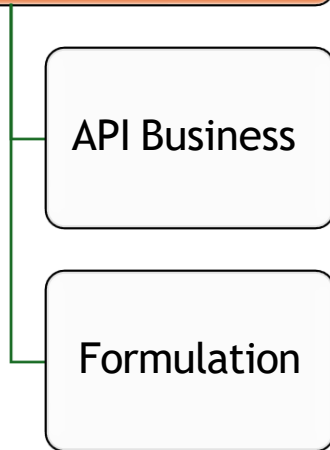
Morepen is driven by a commitment to excellence in everything we do. Our three core values – Passion, Action, and Innovation guide our actions. We prioritize delivering superior quality products, efficient distribution networks, and exceptional customer service. We are a passionate and results-oriented team, leveraging technology for continuous research and development. Our goal is to remain at the forefront of healthcare solution.



Empowering Health Everywhere

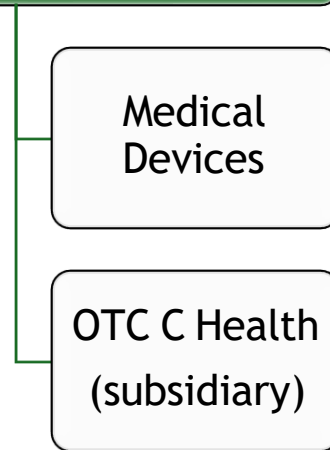
Morepen is dedicated to providing affordable, high-quality healthcare solutions through innovative pharmaceutical and medical technology products. We strive to make health accessible for all and achieve a global reach.

- Established - 1984
- Founder – Mr. K.B Suri
- Started API (Active Pharmaceutical Ingredient Production with Ampicillin
- CEO- Mr. Sanjay Suri
- MD- Mr. Sushil Suri
- Market Capture – 1. Anti-histamine 2. Anti- Diabetic
- 80 Countries export
- Diagnostic manufacturing- Baddi
- Morepen- API, Formulation
- Dr. Morepen- Medical Device, OTC & Health
- Indian Based Pharmaceutical company



B2B

(Business to Business)



B2C

(Business to Consumer)



Masul-khana



- Started in 1984
- Loratadine
Desloratadine
Montelukast
Dapafliflozin

Baddi



- Started in 1998
- Atorvastatin
Fexofenadine
others
Formulations
Medical Device
(Glucometer, BP, ..etc).

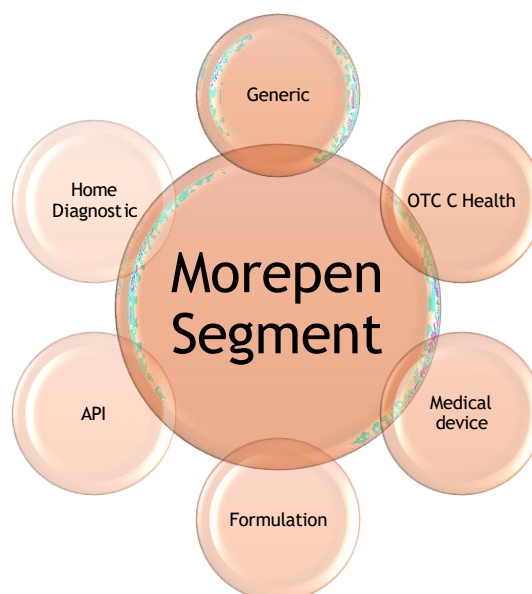
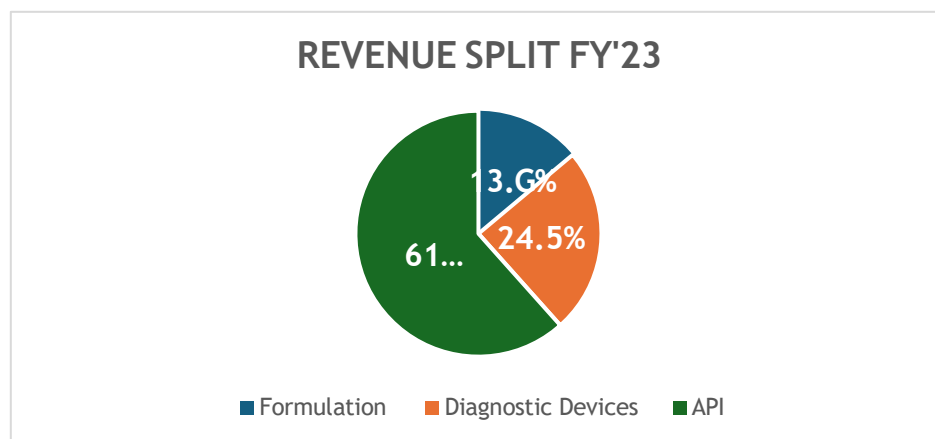
Parwanoo

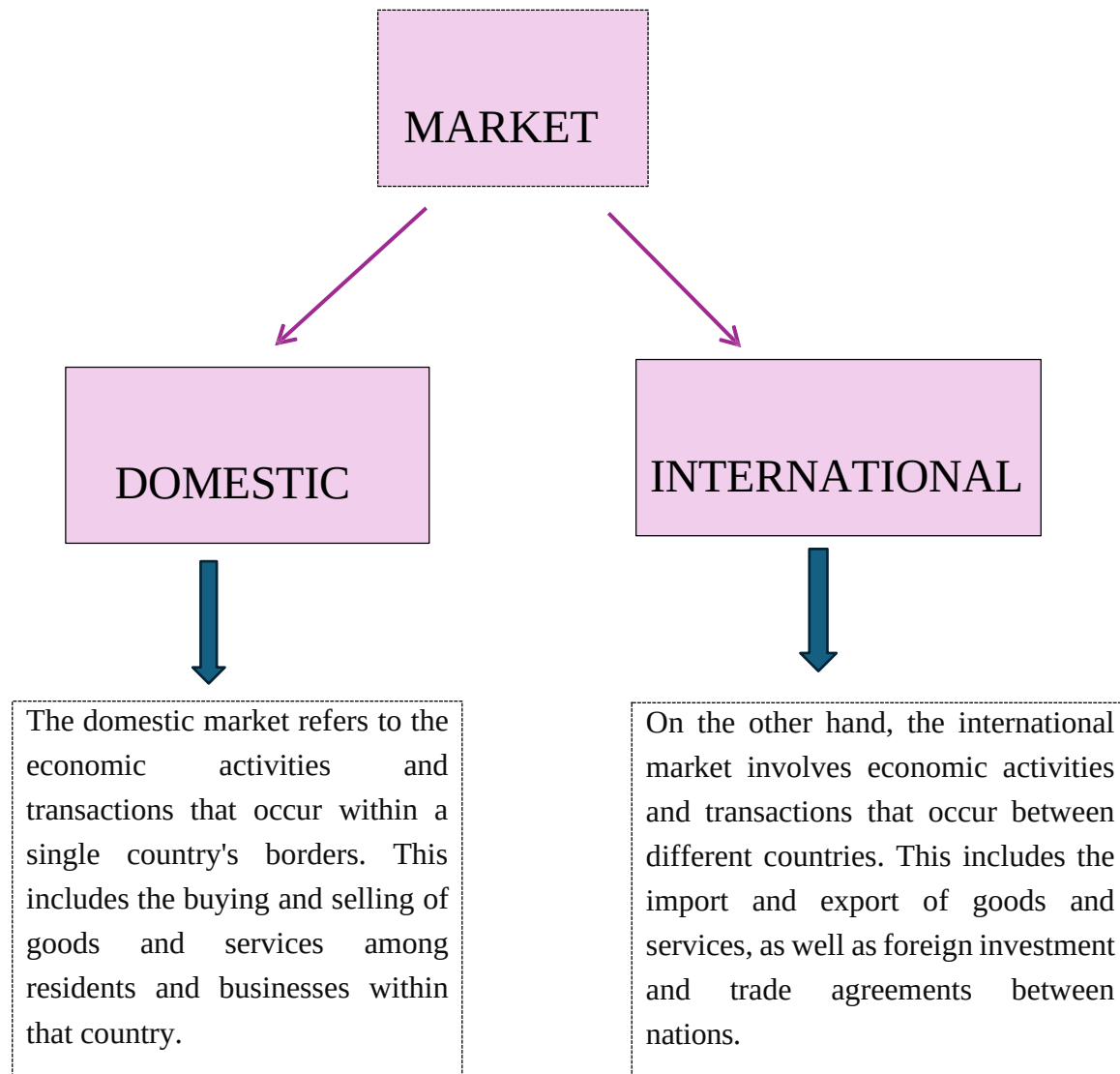


- started in 1996
- Formulations
Generic
Contract Mfg.

Key API's :-

- **Loratadine:-** Anti histamine Drug used in allergy like runny nose, hay fever, itching, watery eye, etc... but it is not prevent serious allergic reactions.
- **Desloratadine:-** its used is similar to the loratadine and used in adult and children , its more potent because it's a H1 receptor antagonist.
- **Montelukast:-** Prevent bronchospasm (breathing difficulty) and treat asthmatic patient like chest tightness, coughing, difficulty breathing in adults and at least 1 year of children & older.
- **Dapafliflozin:-** Treat Type 2 Diabetes and also used in heart failure, chronic kidney disease.
- **Atorvastatin:-** It is used in heart attack, stroke, chest pain.
- **Fexofinadine :-** Anti histamine drug, used to treat seasonal allergic and hay fever.





Domestic Market	International Market
It is also known as Internal Market, Home Market, and Local Market.	Its focus on a Multiple Country Market.
Each country has its own set of regulations, policies, and legal frameworks governing its domestic market	the international market involves navigating various trade agreements, tariffs, and international laws.
While businesses in the domestic market compete with each other within the same country	the international market introduces competition from businesses around the world. This can present both challenges and opportunities for companies looking to expand globally
Domestic market often less risk Example:- India	international market often involves greater risk and uncertainty due to factors such as currency fluctuations, political instability, and trade barriers.

TYPE OF INTERNATIONAL MARKET

LATAM MARKET (Latin America)	EUROPE MARKET	US MARKET (United State)	SAARC MARKET (South Asian Association For Regional Cooperation)	APAC MARKET (Asia Pecific)	MENA MARKET (Middle East & North Africa)	RUSSIA & CIS MARKET (Commonweal th of Independent States)
1. Mexico 2. Brazil 3. Argentina 4. Colombia 5. Chile 6. Peru 7. Venezuela 8. Ecuador 9. Guatemala 10. Cuba 11. Bolivia 12. Dominic Republic 13. Honduras 14. Paraguay 15. Nicaragu 16. ElSalvador 17. Costa Rica 18. Panama 19. Uruguay	1. Austria 2. Belgium 3. Bulgaria 4. Croatia 5. Cyprus 6. Czech 7. Republic 8. Denmark 9. Estonia 10. Finland 11. France 12. Germany 13. Greece 14. Hungary 15. Ireland 16. Italy 17. Latvia 18. Lithuania 19. Luxembourg 20. Malta 21. Netherlands 22. Poland 23. Portugal 24. Romania 25. Slovakia 26. Slovenia 27. Spain 28. Sweden	USA	1. Afghanist an 2. Banglade sh 3. Bhutan 4. India 5. Maldives 6. Nepal 7. Pakistan 8. Sri Lanka	1. China 2. Japan 3. India 4. South Korea 5. Australia 6. Indonesia 7. Singapore 8. Malaysia 9. Thailand 10. Philippines 11. Vietnam 12. New Zealand 13. Taiwan 14. Hong Kong 15. Bangladesh 16. Pakistan 17. Sri Lanka 18. Myanmar 19. Cambodia 20. Laos 21. Brunei 22. Mongolia 23. Fiji 24. Papua New Guinea 25. Timor-Leste	Middle East 1. Saudi Arabia 2. United Arab Emirates (UAE) 3. Qatar 4. Kuwait 5. Bahrain 6. Oman 7. Iraq 8. Jordan 9. Lebanon 10. Israel NorthAfrica 1. Egypt 2. Libya 3. Tunisia 4. Algeria 5. Morocco	1. Russia 2. Ukraine 3. Belarus 4. Kazakhstan 5. Uzbekistan 6. Turkmenist an 7. Azerbaijan 8. Armenia 9. Georgia 10. Kyrgyzstan 11. Moldova 12. Tajikistan

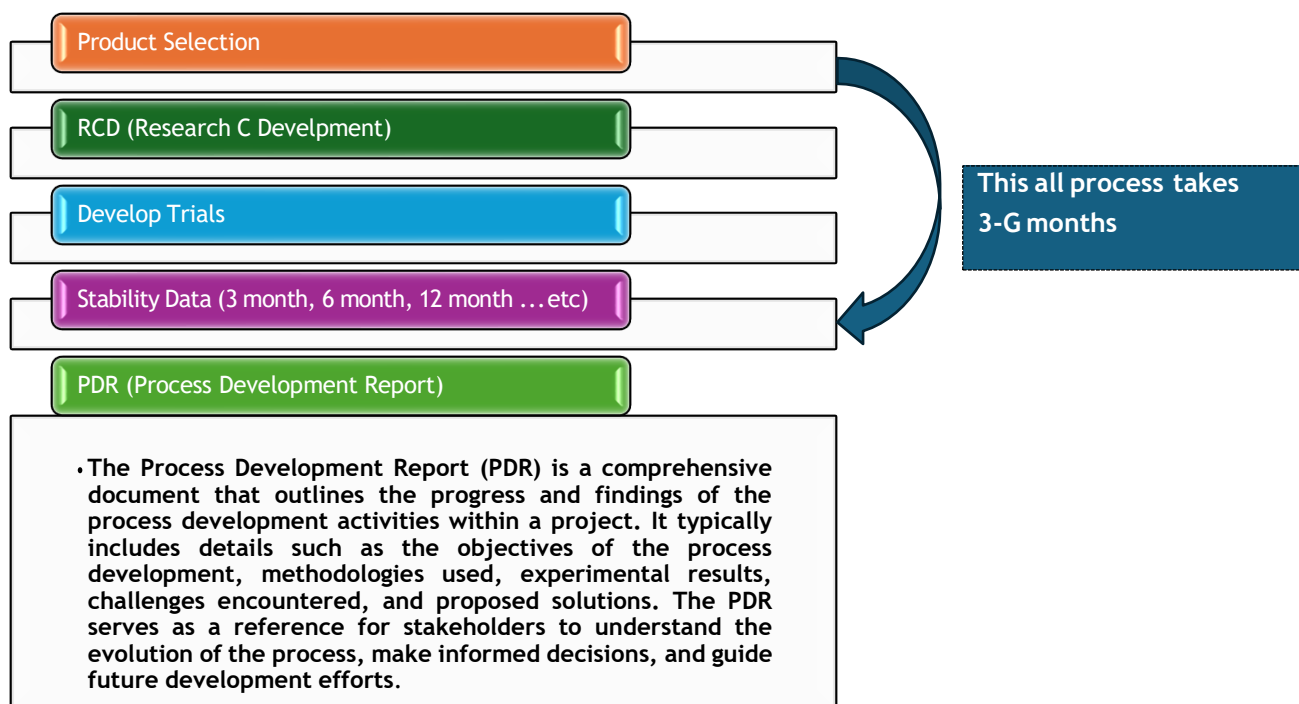
TYPE OF MANUFACTURERS

1. **CDMO (Contract Development and Manufacturing Organization)**: A CDMO provides services to pharmaceutical, biotechnology, and medical device companies for the development, manufacturing, and sometimes commercialization of products. CDMOs can offer a wide range of services, including drug substance manufacturing, drug product manufacturing, biologics manufacturing, analytical testing, packaging, labeling, and regulatory support.
2. **CRO (Contract Research Organization)**: A CRO offers services primarily related to clinical research and development. This includes conducting clinical trials on behalf of pharmaceutical and biotechnology companies to evaluate the safety and efficacy of new drugs or medical treatments. CROs may also provide services such as preclinical research, bioanalytical testing, regulatory consulting, and data management.
3. **CMO (Contract Manufacturing Organization)**: While sometimes used interchangeably with CDMO, a CMO typically refers specifically to organizations that provide manufacturing services for pharmaceuticals or biopharmaceuticals. This can include both drug substance manufacturing (such as API synthesis or biologics production) and drug product manufacturing (formulation, filling, and packaging). CMOs may focus solely on manufacturing services or offer a broader range of development and manufacturing capabilities.

In summary, CDMOs offer a comprehensive range of development and manufacturing services, CROs specialize in clinical research and trials, and CMOs focus primarily on manufacturing operations. However, there can be overlap between these types of organizations, and some companies may offer integrated services that span multiple areas of expertise.

API (Active Pharmaceutical Ingredient) Activity for New Developments

1. **Research & Development (R&D)** : These are the steps involve :



2. **Scale-Up Batch**:- After the R&D process we are move to scale up batch, and this process also known as Technology Transfer Process.

scale-up process in API development is critical for transitioning from laboratory research to commercial manufacturing, ensuring efficient production and consistent product quality at larger scales.

3. **Validation Batch**:- It involve 3 validation batch and it is must that all three batch has to pass in each specifications with similar results. If any batch gets failed, then the complete process must be restarted again. It is also known as technology transfer process.

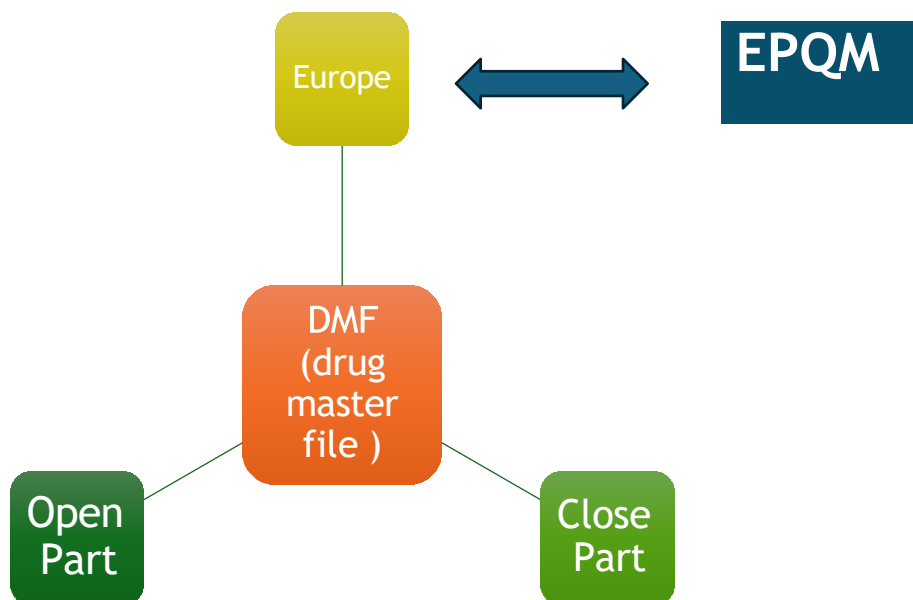
In the API (Active Pharmaceutical Ingredient) process, a validation batch refers to a sample production run of the API conducted as part of the validation process. This batch is manufactured using the established processes, equipment, and materials to ensure consistency and adherence to quality standards. The validation batch undergoes rigorous testing to confirm that it meets predefined specifications for identity, purity, potency, and other quality attributes. The successful validation of this batch provides assurance that the manufacturing process is capable of consistently producing API that meets regulatory requirements before full-scale production begins.

4. **Submission & Filling**:- After the validation Batch process we are moving our next step which is submission & filling in this step/process we have to submit our validation report to regulatory authority. Like if we do business in India then we have to submit our report to

CDSCO for product approval. This is the Indian drug regulatory authority. Or in case of Europe we should submit our report to EMS. This is the regulatory authority of Europe.

- **DMF (Drug Master File):-** DMF" typically stands for "Drug Master File." It's a regulatory document submitted to health authorities, such as the U.S. Food and Drug Administration (FDA) in the United States or the European Medicines Agency (EMA) in Europe, by a pharmaceutical manufacturer.

A Drug Master File contains detailed information about the manufacturing, processing, packaging, and storage of a drug substance or drug product. It is typically submitted by the manufacturer or supplier of an active pharmaceutical ingredient (API) or a finished dosage form. The purpose of a DMF is to provide confidential, detailed information to regulatory authorities, which can be referenced by a drug applicant without disclosing proprietary information to them.



- [Filing process consist 6 to 12 month]

5. Commercial Qty

Europe API Filing Procedure and CEP Certification:-

{how we filing Europe API in EDQM (regulatory Authority)}

Filing an application with the European Directorate for the Quality of Medicines & HealthCare (EDQM) for a Certificate of Suitability (CEP) or other regulatory submissions typically involves several steps and can vary based on the type of submission and the specific requirements of the authority. Here's a general outline of the process along with a timeline:

1. Preparation:- Gather all necessary documentation, including manufacturing process details, analytical methods, stability data, and impurity profiles. Ensure that your documentation complies with the current European Pharmacopoeia (Ph. Eur.) standards and guidelines.

Timeline: 1-2 months (depending on the complexity of the submission and the readiness of documentation)

2. Submission:- Submit your application electronically through the EDQM's e-submission platform. Ensure that all required forms and documents are included and correctly filled

Timeline: 1-2 weeks (once all documentation is prepared)

3. Validation:- The EDQM will review your submission for completeness and compliance with their requirements. They may request additional information or clarification during this stage.

Timeline: 2-4 weeks

4. Assessment:- EDQM assesses the submitted data, including quality, safety, and efficacy aspects. This may involve review by scientific experts and may also include on-site inspections if necessary.

Timeline: 3-6 months

5. Evaluation:- The EDQM evaluates the assessment results and makes a decision on the application. If approved, they issue the CEP (Certificate of Suitability to the monographs of the European Pharmacopoeia) Certificate of Suitability or other relevant documentation.

Timeline: 1-2 months

6. Post-Approval Activities:- After approval, there may be post-approval commitments or requirements, such as periodic updates or reporting.

Timeline: Ongoing

PHARMACOPOEIA GUIDELINES

A pharmacopoeia is an official publication containing a list of medicinal drugs and their standards. It provides authoritative information on the quality, purity, strength, and consistency of medicines and other pharmaceutical products. These standards are essential for ensuring the safety and efficacy of drugs and are used by healthcare professionals, pharmaceutical companies, and regulatory agencies.

These pharmacopoeias are crucial for the regulation and quality control of pharmaceutical products, ensuring that medications are safe, effective, and of high quality across different regions and countries.

Key Aspects of a Pharmacopoeia:-

1. Monographs:

- Each drug or pharmaceutical substance has a detailed description called a monograph.
- Monographs include the chemical structure, physical and chemical properties, tests for identity, purity, and assay methods.

2. General Chapter:

- These provide standardized methods and guidelines for tests and procedures that apply to multiple drugs, such as sterility testing, dissolution testing, and microbial limits.

3. Reagents and Reference Standards:

- Information on the preparation and use of reagents, solutions, and reference standards used in tests and assays.

4. Formulations:

- Standards for the preparation and quality control of various dosage forms like tablets, capsules, injections, and ointments.

Importance of Pharmacopoeias

- ✓ **Quality Assurance:** Ensures that medicines meet required standards of quality, safety, and efficacy.
- ✓ **Regulation:** Provides a legal and scientific basis for the regulation and inspection of drugs.
- ✓ **Consistency:** Promotes consistency and uniformity in drug manufacturing and testing.
- ✓ **International Trade:** Facilitates international trade of pharmaceuticals by harmonizing standards across different regions.

Pharmacopoeial Monographs

1. British Pharmacopoeia (BP):

- Published by: British Pharmacopoeia Commission
- Used primarily in the United Kingdom and many Commonwealth countries.

Country: United Kingdom

Description: The BP is the official collection of standards for UK medicinal products and pharmaceutical substances. It is used as a reference for the quality control of medicines and is legally enforced in the UK.

2. United States Pharmacopeia (USP):

- Published by: United States Pharmacopeial Convention
- Official compendium for drugs marketed in the United States.

Country: United States

Description: The USP is a compendium of drug information, including standards for the identity, strength, quality, and purity of medicines, food ingredients, and dietary supplements. It is recognized by the U.S. Food and Drug Administration (FDA) and is enforceable by law.

3. Indian Pharmacopoeia (IP):

- Published by: Indian Pharmacopoeia Commission
- Official document for drugs and pharmaceutical substances in India.

Country: India

Description: The IP provides the standards for drugs manufactured and marketed in India. It serves as a guide for the pharmaceutical industry and ensures the quality of medicines in India.

4. Japanese Pharmacopoeia (JP):

- Published by: Ministry of Health, Labour and Welfare of Japan
- Standard for drugs in Japan.

Country: Japan

Description: The JP is the official set of standards for the description and quality of pharmaceutical substances and products in Japan. It is used to ensure that medicines are of the quality required for their intended use.

5. **European Pharmacopoeia (EP):**

- Published by: European Directorate for the Quality of Medicines & HealthCare (EDQM)
- Sets common quality standards for medicines throughout Europe.

Region: Europe

Description: The EP is a publication by the European Directorate for the Quality of Medicines & HealthCare (EDQM) under the Council of Europe. It provides common quality standards throughout Europe to control the quality of medicines and their components.

ICH (International Council of Harmonization) Guidelines:-

ICH stands for International Council for Harmonisation of Technical Requirements for Pharmaceuticals for Human Use. The ICH develops guidelines that ensure the quality, safety, and efficacy of pharmaceuticals. These guidelines are widely adopted by regulatory authorities and the pharmaceutical industry globally.

ICH guidelines include:

- **Quality (Q):** Guidelines related to the quality of pharmaceutical products, such as stability testing, validation, and analytical methods.
- **Safety (S):** Guidelines addressing the safety aspects of drug development, including preclinical safety evaluations.
- **Efficacy (E):** Guidelines focusing on the design, conduct, safety, and reporting of clinical trials.
- **Multidisciplinary (M):** Guidelines that don't fall into the above categories but are relevant across multiple disciplines, such as electronic standards for the transfer of regulatory information (ESTRI).

IH Specification:-

IH stands for **In-House** specifications. These are standards developed by a specific organization or company for their internal use. IH specifications may be developed for various reasons:

- ✓ To establish internal quality control parameters.
- ✓ To set benchmarks for product performance that exceed or are different from external regulatory requirements.

Basic Difference Between ICH & IH Specification

S. No	Content	ICH (International Council of Harmonization)	IH (In house)
1.	Basic Difference	Global rules that help ensure medicines are safe, effective, and of high quality everywhere. Its provide a global framework for drug quality and regulatory compliance.	Custom rules made by companies to keep their own products consistent and reliable its offer company-specific guidelines for maintaining and improving product quality.
2	Origin and Authority	Created by an international council that includes regulatory agencies and the pharmaceutical industry.	Developed internally by individual pharmaceutical companies.
3	Purpose	Aims to harmonize technical and regulatory requirements across different countries.	Aims to meet specific internal quality and operational needs of the company.
4	Scope	Covers broad areas such as quality, safety, efficacy, and multidisciplinary topics	Focuses on detailed aspects specific to the company's products and processes.
5	Applicability	Used by pharmaceutical companies and regulatory bodies worldwide	Used internally within a specific company.
6	Regulatory Requirement:	Often mandatory for regulatory approval and market access in many countries.	Not mandatory, but designed to ensure high quality and compliance with external standards.
7	Update Frequency	Updated periodically through international collaboration.	Can be updated as needed by the company to reflect new processes or improvements.

BUSINESS DEVELOPMENT STEPS OF NEW PROJECT

Marketing Backbone ----- Customer -----When New Project Started -----

1. **COA (Certificate of Analysis) / Specification if You Match** :- (seller) This is general COA produce by the seller. this COA consist general specification of their product (like what qualities in his product) and send to the buyer.
2. **Price** :-
 - R&D Quantity (1-5 kg)
 - Validation Quantity (15-20 kg)
 - Commercial Quantity (100-500 kg)
3. **Sample Request (100gm-200gm)** :- FOC basis (Free of Cost up to 100gm only) if it is more than this then there will be a charge. This is when seller send to the buyer a small amount of their product for free or for a low cost. The purpose is to test or evaluate the product before making a larger purchase.
4. **Sample Analysis**:- (buyer do this) This is the process of testing and evaluating the sample buyer received. It involves checking the sample to make sure it meets your needs or specifications.
5. **R&D Quantity** :- (buyer do this) (2kg, 3kg) This refers to a small amount of a product that is provided specifically for research and development purposes. Companies often give R&D quantities to scientists or engineers who are developing new products or conducting experiments.
6. **PO (Purchase Order) Copy**:- A purchase order is a document sent from a buyer to seller requesting goods or services. A PO copy includes details like the type and quantity of items ordered, price, and delivery dates. It's used to keep track of orders and ensure that everything is delivered as expected.
7. **PO copy of buyer send to seller**:- (Plant/ Planning Team of Seller)
8. **Plant Manufacturing**:- After receive PO copy then plant Follow their specification and manufactured accordingly.

9. **COA (Certificate of Analysis) Order** :- This is Actual COA according to buyer Demand, Qualities and specification.

10. **Buyer will Approve COA**

11. **Material Dispatch**

12. **Shipping Details / Invoice** :- In shipping detail Inco-term are used like- FOB, CIF etc....

13. **Payment :-**

- Advance
- Payment term for eg. 30days, 45days, 60 days.

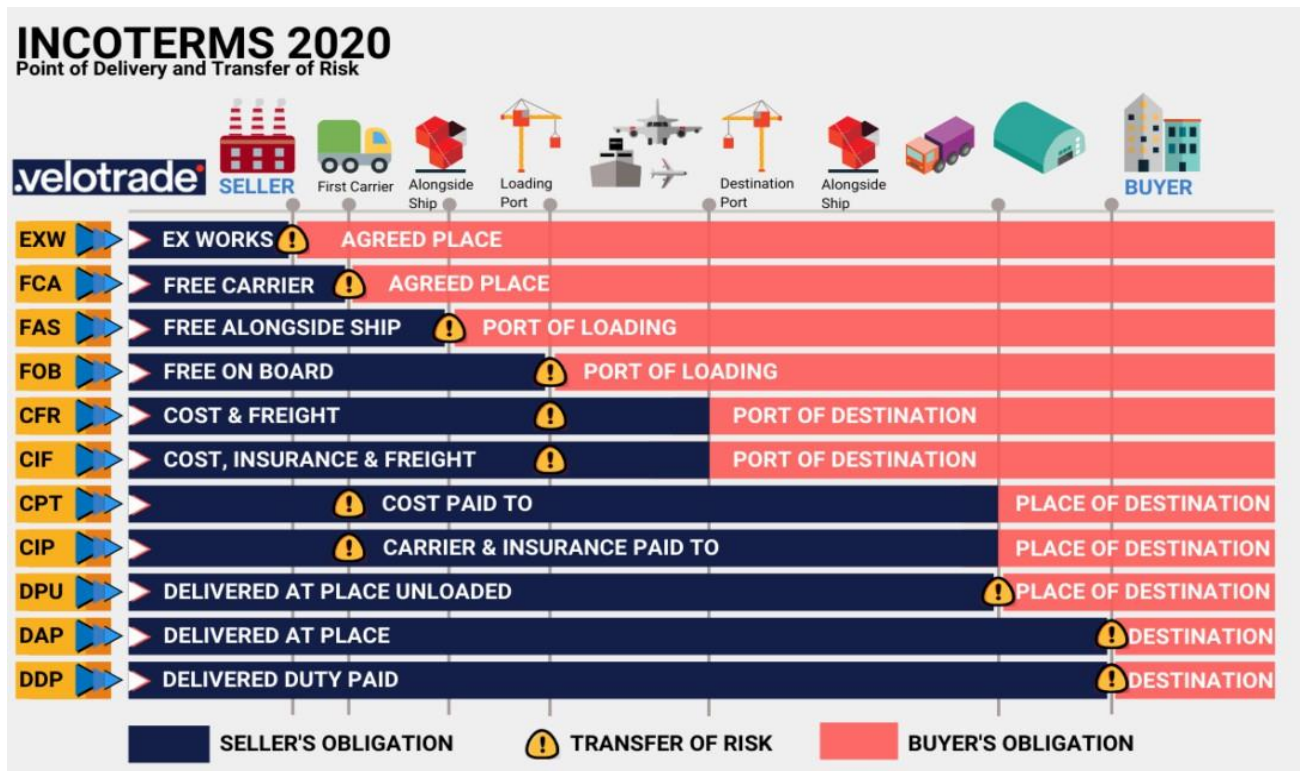
PURCHASE ORDER COPY FORMAT

A purchase order format looks like:

- Purchase Order Number.
- Name and Logo of Buyer.
- Address of Buyer.
- Name of the Seller.
- Issuing Date.
- Delivery Location.
- Payment term
- Incoterms
- List of Products/Services (including item ID, quantity, price)
- Subtotal & Grand Total Amount.

INCO-TERMS

Total 11 Incoterms are there



1. **Ex Works (EXW)**:- In Ex Works, the Seller's job is to prepare only the goods for the buyer and after that, the buyer takes care of everything else, including shipping, insurance, and customs clearance. Seller don't have to arrange transportation or cover any costs beyond making the goods available.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & customs Clearance
Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Negotiables	Buyer	Buyer	Buyer	Buyer

2. **Free Carrier (FCA)**:- In Free Carrier, the seller's main job is to get the goods ready for transport at a designated location, like their own warehouse or a specified spot. Once the goods are set for pickup by the buyer's chosen carrier or agent, the seller's part is done. They don't have to arrange the actual transport or cover any costs beyond preparing the goods. After that, it's the buyer's responsibility to handle everything else, including shipping, insurance, and any customs formalities.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & customs Clearance
Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Negotiables	Buyer	Buyer	Buyer	Buyer

3. **Free Alongside Ship (FAS)**:- In Free Alongside Ship (FAS), the seller's job is to deliver the goods to the dock beside the ship at the agreed-upon port of shipment. Once the goods are there, ready to be loaded onto the vessel, the seller's responsibility ends. After that, it's up to the buyer to handle everything else, including loading the goods onto the ship, paying for transportation, insurance, and handling customs clearance.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & customs Clearance
Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Negotiables	Buyer	Buyer	Buyer	Buyer

4. **Free on Board (FOB)**:- In Free On Board (FOB), the seller's main responsibility is to get the goods onto the ship at the agreed port of shipment. Once the goods are on board, the seller's job is done. The seller handles all costs and risks up to that point. After the goods are on the ship, the buyer takes over all responsibilities, including shipping, insurance, and customs clearance.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & customs Clearance
Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Negotiables	Buyer	Buyer	Buyer	Buyer

5. Cost and Freight (CFR):- In CFR, the seller is responsible for delivering the goods to the named port of destination and covering the cost of transportation to that port. Once the goods are loaded onto the vessel, the risk transfers from the seller to the buyer. The buyer is then responsible for arranging and paying for the freight from the port of destination to the final destination, as well as any import duties, taxes, and other charges. Unlike CIF, the seller is not required to obtain insurance under CFR, so the buyer assumes the risk of loss or damage to the goods once they are loaded onto the vessel.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & Customs Clearance
Seller	Seller	Seller	Seller	Seller	Seller	Seller	Negotiables	Buyer	Buyer	Buyer	Buyer

6. Cost Insurance & Freight (CIF):- In CIF, the seller is responsible for delivering the goods to the port of destination and covering the cost of transportation to that port, as well as obtaining insurance against the buyer's risk of loss or damage to the goods during transit. Once the goods are loaded onto the vessel, the risk transfers from the seller to the buyer. The buyer is then responsible for arranging and paying for the freight from the port of destination to the destination, as well as any import duties, taxes, and other charges.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & Customs Clearance
Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer

7. Carriage Paid To (CPT) :- In CPT, the seller is responsible for delivering the goods to the agreed destination, typically a place other than the seller's place of business. The seller arranges and pays for transportation to the named destination, but the risk transfers from the seller to the buyer once the goods are handed over to the first carrier. From that point on, the buyer is responsible for any further transportation, insurance, and other costs associated with the goods.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & Customs Clearance
Seller	Seller	Seller	Seller	Seller	Seller	Seller	Negotiables	Seller	Buyer	Buyer	Buyer

8. Carriage & Insurance Paid to (CIP):- In CIP, the seller is responsible for delivering the goods to the named destination, typically a place other than the seller's place of business. The seller arranges and pays for transportation to the named destination and also purchases insurance against the buyer's risk of loss or damage to the goods during transit. Once the goods are handed over to the carrier, the risk transfers from the seller to the buyer. The buyer is then responsible for any further transportation, import duties, taxes, and other charges. CIP is similar

to CPT, but it includes the additional obligation of the seller to provide insurance for the goods during transit.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & Customs Clearance
Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer

9. Delivered at Place (DAP):- In DAP, the seller is responsible for delivering the goods to the named destination, which can be any agreed-upon location, typically the buyer's premises or another specified place. The seller arranges and pays for transportation to the named destination, but the risk transfers from the seller to the buyer once the goods are ready for unloading at the designated place. The buyer is then responsible for unloading the goods, paying for any import duties, taxes, and other charges, and assuming all risks from that point forward.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & Customs Clearance
Seller	Seller	Seller	Seller	Seller	Seller	Seller	Negotiables	Seller	Seller	Buyer	Buyer

10. Delivered at Place Unloaded (DPU):- In DPU, the seller is responsible for delivering the goods to the named destination, which can be any agreed-upon location, typically the buyer's premises or another specified place. Unlike DAP, in DPU, the seller is also responsible for unloading the goods at the named destination. The seller arranges and pays for transportation to the named destination and is responsible for unloading the goods. Once the goods are unloaded at the designated place, the risk transfers from the seller to the buyer. The buyer is then responsible for any further handling, import duties, taxes, and other charges. DPU provides clarity on the seller's responsibility for unloading the goods, making it convenient for the buyer.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & Customs Clearance
Seller	Seller	Seller	Seller	Seller	Seller	Seller	Negotiables	Seller	Seller	Seller	Buyer

11. Delivered Duty paid (DDP):- In DDP, the seller is responsible for delivering the goods to the named destination, typically the buyer's premises or another agreed-upon location. The seller arranges and pays for transportation to the named destination, including all costs and risks associated with bringing the goods to the buyer's country, such as transportation, import duties, taxes, and other charges. The seller is also responsible for handling all customs

clearance procedures and paying any applicable duties and taxes. Essentially, in DDP, the seller assumes maximum responsibility and risk until the goods are delivered to the buyer's location, making it convenient for the buyer.

Export Packaging	Loading Charge	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Charges	Loading on Carriage	Carriage Terminal Charges	Insurance	Destination Terminal Charges	Delivered to destination	Unloading at Destination	Import Duty, Taxes & Customs Clearance
Seller	Seller	Seller	Seller	Seller	Seller	Seller	Negotiables	Seller	Seller	Buyer	Seller

Terms of payment in export

1. **Letter of Credit**:- A letter of credit (LC) is a payment method used in international trade. It is a financial guarantee issued by a bank on behalf of the buyer (importer) to the seller (exporter), promising payment upon presentation of specified documents and compliance with the terms and conditions outlined in the letter of credit. This ensures that the seller will receive payment as long as they fulfil the requirements specified in the LC. It provides security to both parties: the seller is assured of payment, and the buyer can be certain that the goods will be shipped as agreed.

2. **Open Account**:- “open account” the seller ships goods to the buyer and then invoices the buyer for the payment, allowing a period of time for payment to be made, typically 30, 60, or 90 days. This method is convenient for buyers but poses a risk for sellers, as they may not receive payment on time or at all.

3. **Cash in Advance** :- Cash in advance is a payment method in which the buyer pays for goods or services before receiving them. This payment is made upfront, before the seller ships the goods or provides the services. It offers security to the seller but may pose a risk to the buyer, as they have to pay without guarantee of receiving the goods or services as expected.

4. **Documentary Collection**:- In documentary collection, after seller send the goods, instead of asking for money directly, seller give the shipping documents to his bank. Then seller bank sends these documents to the buyer's bank. The buyer's bank will only hand over the documents to the buyer when they pay. So, it's like a way to make sure everyone does what they're supposed to do before the buyer gets the goods.

5. **Consignment** :- In consignment payment terms, the seller ships goods to the buyer but keeps ownership until the goods are sold. The buyer pays the seller only after selling the goods. Unsold items can be returned to the seller.

6. **Cash Against Documents**:- Cash Against Documents (CAD) is a payment method where the buyer pays their bank to get the shipping documents needed to collect the goods. The seller

ships the goods, sends the documents to the buyer's bank, and gets paid when the buyer pays their bank. This ensures the seller gets paid before the buyer receives the goods.

7. Telegraphic Transfer:- A Telegraphic Transfer (TT) is a quick and secure way to send money between banks, used often in international trade. It usually takes 1-3 days. The buyer's bank sends the payment directly to the seller's bank. This method is fast and safe, but both banks might charge fees.

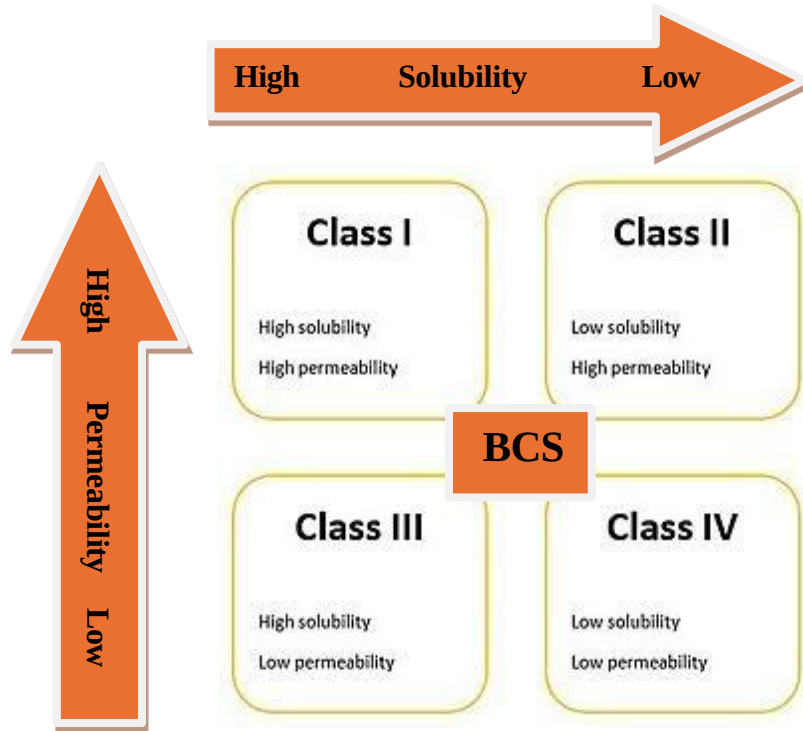
8. At sight L/C:- At sight letter of credit (L/C) is a type of letter of credit where payment is made immediately upon presentation of the required documents by the seller to the bank. In other words, as soon as the bank verifies that all documents are in order, payment is released to the seller without any delay. This provides a quick and secure method of payment for the seller, ensuring they receive payment promptly upon fulfilling the terms of the letter of credit.

9. Credit :- In a credit payment term, the buyer is given a period of time to pay for goods or services after receiving them. This arrangement is commonly referred to as "buy now, pay later." It provides flexibility to the buyer, allowing them to use the purchased goods or services before making payment. The specific terms of the credit payment, such as the payment period and any applicable interest rates, are typically agreed upon between the buyer and the seller.

10. Payment process:- The term "Payment Process" typically refers to the series of steps involved in completing a financial transaction. It encompasses activities such as initiating the payment, verifying the payment details, transferring funds, and confirming the completion of the transaction. This process can vary depending on factors such as the payment method used (e.g., bank transfer, credit card, cash), the parties involved (e.g., buyer, seller, banks), and any relevant regulations or requirements. Overall, the payment process ensures that funds are transferred securely and accurately between the parties involved in a transaction.

BCS (Biochemical Classification System)

Bioavailability and Bioequivalence study, BCS is a scientific framework for classifying drug substances based on their aqueous solubility and intestinal permeability. It is a drug development tool that allows estimation of solubility, dissolution and intestinal permeability affect that oral drug absorption.



Bioavailability:- Its refers to the extent and rate at which the active moiety (drug or metabolite) enters systemic circulation, thereby accessing the site of action.

Bioequivalence :- Bioequivalence is the property of two dosage forms or active ingredients with similar blood concentration levels that produce the same effect at the site of physiologic activity.

FORMULATION OVERVIEW

API  Formulation Company

1. R&D Batches / Feasibility study:- Feasibility studies assess the potential market demand and acceptance for a product or service. They examine market size, customer preferences, competition, and market trends. (It means it's a type of market analysis)

(a) 5 to 6 batches

(b) 5 to 10k tablet/ batch

(c) Analysis, 3 month stability

2. Scale-up Batches/ Validation batches:-

(a) 3 batch/ 4 batch :- It involve 3 validation batch and it is must that all three batch has to pass in each specifications with similar results. If any batch gets failed, then the complete process must be restarted again. Some time we take 4 validation batches and 1st batch consider as a trial batch.

(b) 1 lac tablet each batch :- we take 1 lac tablet in each batch.

(c) 400000 (No. of Tablet which we make) x 50 mg (as per table size)

1000 x 1000 (mg convert in to kg)

= 20 kg (API)

NOTE:- if someone has made a new drug formula by himself and has done research, then he will have to do some processing. Like:- (BE) Bio Equivalence study, Clinical Trial process, etc...

3. Submission of Dossier to Regulatory Authority

(a) API Data:-

- Stability
- API Mfg. Morepen
- Intermediate
- GMP certificate

(b) Formulation :-

- 6 Month Stability Data

4. Market Authorization Approval/ letter

Project:- Market Research (Europe)

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
1	Lonza	Switzerland	Basel, Switzerland	CDMO	Founded in 1897 in the Swiss Alps, today, Lonza operates across five continents. Our global community, of around 18,000 employees, is comprised of high-performing teams and individual talent that make a meaningful difference to our own business, as well as to the communities in which we operate. Lonza is a prominent global company headquartered in Basel, Switzerland, known for its expertise in Contract Development and Manufacturing Organization (CDMO) services across various industries, including pharmaceuticals, biotechnology, and specialty ingredients. As a leading player in the CDMO sector in Europe, Lonza offers comprehensive services ranging from drug development and manufacturing to lifecycle management and supply chain solutions. With a strong focus on innovation and quality, Lonza supports its clients in bringing new therapies and products to market efficiently and effectively.	Oncology, Neurology, Cardiovascular, Immunology, Infectious Diseases, Metabolic Disorders, Rare Diseases, Gastroenterology, Dermatology, Respiratory	2023 Revenue: \$7.482 billion	https://www.lonza.com/about-us#:~:text=Founded%20in%201897%20in%20the,communities%20in%20which%20we%20operate.
2	Fareva	France	Tourmon-sur-Rhône, France	CMO	Fareva is a prominent Contract Development and Manufacturing Organization (CDMO) based in France, with a strong presence in Europe. Established in 1990, Fareva has grown to become one of the leading providers of outsourcing services for the pharmaceutical and cosmetic industries globally. The company offers a wide range of services including formulation development, manufacturing of active pharmaceutical ingredients (APIs), finished dosage forms, packaging, and logistics. Fareva's expertise spans across various therapeutic areas and its facilities are known for adhering to stringent quality standards to meet the regulatory requirements of international markets.	Cardiovascular, Central Nervous System, Oncology, Infectious Diseases, Respiratory, Gastrointestinal, Dermatology, Endocrinology, Pain Management, Vitamin & Supplement	2023 Revenue: \$380.0 million	https://www.fareva.com/en https://en.wikipedia.org/wiki/Fareva#:~:text=It%20was%20founded%20in%201985,in%2040%20different%20production%20sites.
3	Recipharm	Sweden	Stockholm, Sweden.	CDMO	Recipharm is a leading Contract Development and Manufacturing Organization (CDMO) in the pharmaceutical industry. Headquartered in Sweden, Recipharm operates globally, offering a wide range of services to pharmaceutical companies, from early development to commercial manufacturing and packaging. Their expertise, infrastructure, and global presence make them a trusted partner for pharmaceutical companies seeking outsourcing solutions for drug development and manufacturing. Recipharm is a leading Contract Development and Manufacturing Organization (CDMO) based in Sweden, with a strong presence in Europe. Founded in 1995.	Cardiovascular, Central Nervous System, Respiratory, Oncology, Anti-Infectives, Gastrointestinal, Endocrinology, Pain Management, Dermatology, Ophthalmology, Women's Health	2023 Revenue: 14.7 billion	https://www.recipharm.com/about-us#:~:text=Today%2C%20Recipharm%20remains%20headquartered%20in,patients%20and%20for%20our%20customers.
4	Delpharm	France	Boulogne-Billancourt, Face 9 quai du 4 September, France,	CDMO	Delpharm is a prominent pharmaceutical company specializing in contract development and manufacturing. Founded in 1988 and headquartered in France, Delpharm provides a range of services including drug formulation development, manufacturing of pharmaceutical products, packaging, and quality control. The company serves various segments of the pharmaceutical industry, including prescription drugs, over-the-counter medications, and biotechnological products.	Anti Infectives, Oncology, Cardiovascular, CNS, Gastroenterology, Endocrinology Dermatology Pain Management, Rheumatology, Women's Health, Urology, Vitamin, Paediatrics, Ophthalmology, Immunology, Respiratory	2021 Revenue: USD 0.945 billion	https://www.pharmaceutical-technology.com/contractors/contract-manufacturers/delpharm/#:~:text=Delpharm%20is%20a%20contract%20development,API%20sourcing%20and%20packaging%20development.
5	Boehringer Ingelheim BioXCellence	Germany.	Ingelheim, Germany.	CDMO	Germany-based Boehringer Ingelheim serves more than 130 markets across three business areas: human pharmaceuticals, animal health and biopharmaceutical contract manufacturing. According to the company, its CDMO business, Boehringer Ingelheim BioXcellence, has 60 percent of the top 20 pharmaceutical and innovative biotech companies as customers. The firm's recent investments include an over EUR 700-million production facility for Large Scale Cell Culture (LSCC) in Vienna, Austria, inaugurated in 2021.	CNS, Respiratory Disease, Oncology, Cardiovascular (CVS), Immunology, Virology, Diabetes & Metabolic	2023 Revenue: 25.6 billion euros	https://www.boehringer-ingelheim.com/1

S. No	Company	Country	Headquarter	Category	Company Detail	Product List/ Top Therapeutic Category	Company Size/ Revenue	Link
6	Catalent	United State	Somerset, New Jersey, United State	CDMO	Catalent has over 25 R&D teams with over 2,500 scientists and technicians. Catalent has over 50 sites on four continents. Founded in 2012, the Catalent applied Drug Delivery Institute was designed to connect technology experts, pharmaceutical innovators, organizations, and academia.	Oncology,Neurology, Respiratory, Gastrointestinal (GI) Diseases, RareDiseases, Immunology, Cardiovascular, Infectious Diseases, Endocrinology, Dermatology	2023 Revenue: \$4.3 billion	https://www.catalent.com/about/overview/#:~:text=Catalent%20has%20over%2025%20R%26D,50%20sites%20on%20four%20continents.&text=Founded%20in%202012%2C%20the%20Catalent,innovators%2C%20organizations%2C%20and%20academia.
7	Patheon	U.S	Waltham, Massachusetts, USA	CDMO	Patheon was originally founded in 1974 in Fort Erie, Ontario, Canada. The company was initially known as Custom Pharmaceuticals Ltd. before changing its name to Patheon in 1993. Patheon, now part of Thermo Fisher Scientific, is headquartered in Waltham, Massachusetts. Patheon operates as a Contract Development and Manufacturing Organization (CDMO) within Thermo Fisher's Pharma Services division.	Oncology, Central Nervous System , Cardiovascular, Immunology, Infectious Diseases, Gastrointestinal, Respiratory, Endocrinology, Dermatology, Ophthalmology	2023 Revenue: \$45 billion	https://www.patheon.com/us/en/home.html https://en.wikipedia.org/wiki/Patheon
8	Siegfried	Switzerland	Zofingen, Switzerland	CDMO	Siegfried was founded in 1873 and has a long history in the pharmaceutical industry. Siegfried operates globally, with production sites and subsidiaries in Europe, North America, and Asia. They have facilities in Switzerland, Germany, France, Malta, China, and the United States.	Cardiovascular, Central Nervous System, Anti-infectives, Oncology, Gastroenterology, Respiratory, Virology, Immunology, Neurology, Endocrinology, Dermatology, Ophthalmology	2023 Revenue: \$1.51 billion	https://www.sofpromed.com/ https://www.statista.com/statistics/report-content/statistic/1419931
9	Thermo Fisher Scientific	U.S	Waltham , Massachusetts, United States	CDMO	Thermo Fisher Scientific Inc. is an American supplier of analytical instruments, life sciences solutions, specialty diagnostics, laboratory, pharmaceutical and biotechnology services. Based in Waltham, Massachusetts, Thermo Fisher was formed through the merger of Thermo Electron and Fisher Scientific in 2006.	Oncology, Infectious Diseases, Cardiovascular Diseases, Neurology, Immunology and Inflammation, Genetic and Rare Diseases, Metabolic Disorders, Hematology, Autoimmune Diseases	2023 Revenue: US\$42.86 billion	https://www.statista.com/statistics/report-content/statistic/1419931 https://www.wikidata.org/wiki/Wikidata:Events/Coordinate_Me_2024 https://ir.thermofisher.com/investors/news-events/news/news-details/2023/Thermo-Fisher-Scientific-Reports-Fourth-Quarter-and-Full-Year-2022-Results/#:~:text=Revenue%20for%20the%20full%20year,testing%20revenue%20was%20%243.11%20billion.
10	WuXi Biologics	China	Wu Xi City, China	CDMO	With over 12,000 skilled employees in China, the United States, Ireland, Germany and Singapore, WuXi Biologics leverages its technologies and expertise to provide customers with efficient and cost-effective biologics discovery, development and manufacturing solutions.	CNS, Pain, Oncology & Immuno-oncology., Respiratory Diseases,Liver Diseases,Fibrosis Models, Cardiovascular & Metabolic Diseases, Infectious Diseases, Autoimmune and Inflammatory Diseases.	2022 Revenue: \$ 2.11 billion	https://www.statista.com/statistics/report-content/statistic/1419931 https://www.wuxibiologics.com/company/#:~:text=With%20over%2012%2C000%20skilled%20employees,discovery%2C%20development%20and%20manufacturing%20solutions.
11	Samsung Biologics	South Korea	Songdo, Incheon, South Korea.	CDMO	Samsung Biologics is a fully integrated, end-to-end CDMO service provider offering seamless development and manufacturing solutions from cell line development to final aseptic fill/finish as well as laboratory testing services at every stage for biopharmaceutical products.	Oncology, Immunology, Endocrinology, Cardiovascular, Infectious Disease, Neurology, Rare Diseases, Respiratory, Gastroenterology, Metabolic Disorder, Hematology	2023 Revenue: KRW 2.94 trillion and operating profit of KRW 1.2 trillion	https://www.statista.com/statistics/report-content/statistic/1419931 https://samsungbiologics.com/about/our-dna#:~:text=Samsung%20Biologics%20is%20a%20fully,ever y%20stage%20for%20biopharmaceutical%20products.
12	Fujifilm Diosynth Biotechnologies	Japan	College Station, Texas, USA	CDMO	FUJIFILM Diosynth Biotechnologies is a leading contract development and manufacturing organization (CDMO) providing the development and manufacturing of biologics, vaccines and advanced therapies with a global network in the following locations: Cambridge, Massachusetts, USA (Cambridge Collaboration Center)	Oncology, Immunology, Infectious diseases, Rare diseases, Neurology, CVS, Metabolic Disorder, Respiratory, Gastroenterology, Endocrinology, Hematology, Gene Therapy	2023 Revenue: \$124. M	https://samsungbiologics.com/media/company-news/samsung-biologics-reports-fourth-quarter-and-fiscal-year-2023-financial-results/#:~:text=On%20a%20standalone%20basis%2C%20Samsung,KRW%201.2%20trillion%20in%202023.

S. No.	Company	Country	Headquarter	Category	Company Detail	Product List /Top Therapeutic Category	Company size/ Revenue	Link
13	MilliporeSigma	Germany	Berlinton, United States	CDMO	Millipore Corporation: Founded in 1954, Millipore started as a provider of microporous membranes for filtration. Over the decades, it expanded into other life science areas. Sigma-Aldrich: Founded in 1975 through the merger of Sigma Chemical Company and Aldrich Chemical Company, Sigma-Aldrich became a leader in chemical and biochemical products for scientific research. In 2015, Merck KGaA, Darmstadt, Germany acquired Sigma-Aldrich for \$17 billion and combined it with its existing Millipore business, creating MilliporeSigma in the U.S. and Canada.	Oncology, Respiratory, Cardiology, Immunology, Endocrinology, Neurology, Infectious disease, Gastroenterology, Endocrinology, Hematology, Rare Disease, Regenerative Medicine, Metabolic Disorder	2022 Revenue: 10.3 billion	Merck Millipore was the brand used by Merck Group's global life science business until 2015 when the company re-branded. It was formed when Merck acquired the Millipore Corporation in 2010. Merck is a supplier to the life science industry. Wikipedia
14	Alvion	Greece	Athens, Greece and Galway, Ireland	CDMO	Alvion is a science oriented pharmaceutical company developing and manufacturing non infringing generic medicines in Europe. Collaborating with state of the art R&D centers in EU, Alvion is a private and independent company focusing in R&D, IP, Quality, Regulatory and manufacturing of generic. Alvion is launching a wide portfolio of products and services across Europe, MENA, Canada, Australia, South Africa and Latin America partnering with some of the most well-known multinational pharmaceuticals companies.	Oncology, Hematology, Rare Disease, Cardiovascular, Gastroenterology, Neurology, Infectious Disease, Respiratory, Endocrinology, Dermatology	2023 Revenue: \$1 million	https://alvionpharma.com/about/#:~:text=Operating%20from%20both%20Athens%2C%20Greece,companies%20in%20a%20b%20level.
15	Alexion	France	Boston, Massachusetts, US	CDMO	Alexion Pharmaceuticals, a subsidiary of AstraZeneca, is a pharmaceutical company headquartered in Boston, Massachusetts that specializes in orphan drugs to treat rare diseases. Alexion Pharmaceuticals, Inc. Boston, Massachusetts, U.S.	Oncology, Hematology, Nephrology, Neurology, Immunology, Ophthalmology, metabolics, Rare Disease	2019 Revenue 499.11 crores USD	https://en.wikipedia.org/wiki/Alexion_Pharmaceuticals#:~:text=Alexion%20Pharmaceuticals%2C%20a%20subsidiary%20of,Alexion%20Pharmaceuticals%2C%20Inc.&text=Boston%2C%20Massachusetts%2C%20U.S.
16	AstraZeneca	UK	Cambridge, United Kingdom	CDMO	AstraZeneca plc (/ˌæstrəˈzɛnəkə/) (AZ) is a British-Swedish multinational pharmaceutical and biotechnology company with its headquarters at the Cambridge Biomedical Campus in Cambridge, England.	oncology, cardiovascular, gastrointestinal, infectious Disease, Immunology, neuroscience, respiratory, and inflammation, Hematology	2023 Revenue \$45,811 million.	https://en.wikipedia.org/wiki/Main_Page
17	Baxter	Belgium	Deerfield, Illinois, U.S.	CDMO	Founded in 1931 by Dr. Donald Baxter, the company originally focused on providing intravenous (IV) solutions. Baxter International Inc. is an American multinational healthcare company with headquarters in Deerfield, Illinois. Baxter International Inc. Deerfield, Illinois, U.S.	Oncology, Hematology, Nephrology, immunology, Infectious Disease, CVS, Cretical Care, surgery, and Rare Diseases	2023 Revenue: \$14.813 billion	https://en.wikipedia.org/wiki/Baxter_International#:~:text=Baxter%20International%20Inc.%20is%20an,Baxter%20International%20Inc.&text=Deerfield%2C%20Illinois%2C%20U.S.&text=The%20company%20primarily%20focuses%20on,chronic%20and%20acute%20medical%20conditions.
18	Bayer AG	Berlin	Leverkusen, Germany	CDMO	The Bayer Group is managed as a life science company with three divisions – Pharmaceuticals, Consumer Health and Crop Science, which are also our reporting segments. The Enabling Functions support the operational business. As of December 31, 2023, the Bayer Group comprised 340 consolidated companies in 80 countries.	cardiovascular, cardiology, hematology, ophthalmology, Radiology, dermatology, nutritionals, analgesics, digestive health, cough and cold,	2023 Revenue 47.6 billion euros.	https://www.bayer.com/en/strategy/profile-and-organization#:~:text=The%20Bayer%20Group%20is%20managed,consolidated%20companies%20in%2080%20countries
19	Custom Pharma	UK	Conway St, Brighton and Hove, BN3 3LW, United Kingdom	CMO / CDMO	Custom Pharma Services is a UK-based contract development and manufacturing organization (CDMO) that specializes in providing comprehensive pharmaceutical services. Founded in 1979, the company has grown to become a trusted partner in the pharmaceutical industry, offering a wide range of solutions from early-stage development to commercial-scale production.	CNS, Cardiology, Oncology, Respiratory, Endocrinology, Infectious Disease, Gastrointestinal Rare Disease, Immunology	2023 Revenue: \$30.6 million	https://www.custompharma.co.uk/about-us/#:~:text=At%20Custom%20Pharma%20Services%2C%20we,their%20journey%20they%20need%20us.
20	EthyPharm	France	France	CDMO	Ethypharm is a leading global pharmaceutical company dedicated to developing and delivering innovative medicines to improve patient health and well-being. Since its inception in 1977, Ethypharm has been committed to addressing unmet medical needs and advancing healthcare solutions across a wide range of therapeutic areas.	Oncology, Hematology, neurology, Infectious Disease, CVS, Respiratory, Gastroenterology, Endocrinology, And Rare Disease	2023 Revenue: €364 million.	https://www.ethypharm.com/#:~:text=Ethypharm%20is%20a%20specialty%20pharmaceutical,conditions%2C%20and%20on%20Hospital%20Injectables

S. No.	Company	Country	Headquarter	Category	Company Detail	Product list/Top Therapeutic Category	Company Size/ Revenue	Link
21	Galen	UK	Craigavon, Northern Ireland,	CDMO	Galen is the proud founding member of the Almac Group of world-class companies in the pharmaceutical and biotech sectors. The Group is wholly owned by the McClay Foundation, whose overarching aim is to make a meaningful improvement and advancement in human health.	Oncology, Neurology, Cardiovascular, respiratory, Gastroenterology, Endocrinology, immunology, Infectious Disease, Woman's Health	Revenue: \$521 million	https://galen-pharma.com/#:~:text=Galen%20is%20the%20proud%20founding,and%20advancement%20in%20human%20health.
22	Novo Nordisk	Denmark	Bagsværd, Denmark	CDMO	Novo Nordisk is a global healthcare company with a focus on diabetes care. Established in 1923 in Denmark, Novo Nordisk has since grown into a leader in diabetes care, with a broad portfolio of products ranging from insulin to innovative treatments. Novo Nordisk is committed to improving the lives of people affected by these conditions through research, development, manufacturing, and marketing of pharmaceutical products.	Endocrinology, Hematology, Rare Disease, CVS, Nephropathy, Metabolic disorder, Growth Hormones	2023 Revenue: \$33.724 billion	https://www.novonordisk.com/about/who-we-are.html#:~:text=We%20are%20a%20global%20healthcare,upon%20our%20heritage%20in%20diabetes.
23	Puma	Belgium	Puurs, Belgium	CDMO	Puma is a provider of full-service contract manufacturing services for pharmaceutical and cosmeceutical non-sterile liquids (solutions/emulsions/suspensions) and semi-solids (creams/ointments/gels). Besides its core business of liquids and creams, Puma also produces sprays, powders for suspension and suppositories. It claims to be a preferred partner of top 10 MNCs in the sector. The company also exports its products under its own label to NGOs and national authorities.	Cardiovascular, Neurology, Oncology, Immunology, Respiratory, Endocrinology, Gastroenterology, Infectious Diseases	2022 Revenue: \$41.4 Million	https://tracxn.com/d/companies/puma/_Er5Pw9SoE85dwFhtrpQxkSiZy7unqy5sP3rWEBeDpaE#:~:text=Company%20profile%20of%20Puma&text=Besides%20its%20core%20business%20of,to%20NGOs%20and%20national%20authorities.
24	Teva	Switzerland/ Croatia/ NL/ Dk	Tel Aviv-Yafo, Israel	CDMO	Teva was established in 1901. Our global headquarters are based in Israel. Today we have a portfolio of more than 3,600 medicines, and produce approximately 76 billion tablets and capsules a year. We have over 53 manufacturing facilities in more than 33 countries 01	Oncology, Neurology, Cardiovascular, Respiratory, Immunology, Infectious Disease, Gastroenterology, Endocrinology, Hematology, rare Disease	2023 Revenue: 1,585 crores USD	https://www.tevapharm.com/product-focus/specialty-therapeutic-areas/#:~:text=Migraine%2C%20Headache%20and%20Pain&text=Teva%20has%20been%20providing%20treatments,can%20have%20on%20peoples%20lives.
25	Pharmaceare EU	UK	CRAWLEY, United Kingdom	CDMO	PharmaCare (Europe) Ltd is the European subsidiary of PharmaCare Laboratories PTY, a market-leading Australian health and personal care business established in 1985. The company's success is based on its principles of innovation, superior quality and commitment to marketing	Oncology, Infectious Diseases, CNS, Cardiovascular, Respiratory, Autoimmune Diseases, Endocrinology, Gastroenterology, Dermatology, Rare Diseases	2023 Revenue: \$2.296 billion	https://uk.linkedin.com/company/pharmacare-europe#:~:text=PharmaCare%20(Europe)%20Ltd%20is%20the,quality%20and%20commitment%20to%20marketing.
26	Otsuka	Uk	central Windsor, London	CDMO	Otsuka Pharmaceutical Europe Ltd. (OPEL) is the European operation of global healthcare company Otsuka Pharmaceutical Co., Ltd., which was founded in Japan in 1921. In Europe, we may be geographically distant from our roots, but we still hold true to the Japanese principles of 'Ryukan-godo', 'Jissho' and 'Sosozei'.	Oncology, Neurology, Psychiatry, CVS, Nephrology, Infectious Disease, and Rare Disease	Revenue: \$14.26 billion	https://www.otsuka.se/otsuka-in-europe#:~:text=Otsuka%20Pharmaceutical%20Europe%20Ltd,,Jissho%20and%20'Sosozei'.
27	Petrone	Italy	Bagnoli (NA)	CDMO	The Group deals in trade and the pharmaceutical distribution. They have a strong presence in the Italian and Spanish markets, with retail sales through pharmacies (Naples and Barcelona) as well as herbal goods (Naples). They also have rehabilitation centers in Campania (accredited with the Italian Health Service, SSN).	Oncology, Immunology, Infectious Disease, CVS, Neurology, Respiratory, Gastroenterology, Endocrinology, Rare Disease	Revenue: \$26.1 Million	https://www.petrone.it/en/company-data/#:~:text=The%20Group%20deals%20in%20trade,Italian%20Health%20Service%2C%20SSN).
28	Servier	Spain	Suresnes, France	CDMO	Servier is the leading French independent pharmaceutical company, and the second largest French pharmaceutical company. It has branches in 149 countries, achieving 82% of its sales outside France.	Cardiovascular diseases, Hematology, Endocrinology, oncology, Neurology, psychiatry, and Rheumatology	Revenue: 5.327 billion.	https://servier.com/en/newsroom/servier-buoyed-high-performance-rd-achieve-its-ambition/#:~:text=We%20are%20confident%20that%20we,plan%20with%20determination%20and%20optimism.%E2%80%9D&text=Servier%20Group%20consolidated%20revenue%20for,year%2C%20reaching%20%E2%82%AC5.327%20billion.
29	UCB SA	Belgium	Brussels, Brussels-Capital Region, Belgium.	CDMO	Headquartered in Brussels, Belgium, UCB Biopharma SPRL or "UCB" is a global biopharmaceutical company focused on the discovery and development of innovative medicines and solutions to transform the lives of people living with severe diseases of the immune system or of the central nervous system.	Oncology, Respiratory, Rare disease, Neurology and immunology	Revenue: \$28.01 billion.	https://www.ucb-canada.ca/en/Our-Medicines/overview#:~:text=UCB%20focuses%20on%20two%20main%20therapeutic%20areas%2C%20CNS%20disorders%20and%20immunology.

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30	Cantrabia	Spain	c/. Peña Herbosa 29, Santander	CDMO	Cantabria Labs has become a company of international renown and support. The production centres of Cantabria Labs achieve the highest quality standards for the annual manufacture and distribution of over 35 million units of product.	Oncology, Immunology, Infectious Disease, CVS, Neurology, Respiratory, Gastroenterology, endocrinology, Rare Disease	2023 Revenue: \$37.0 million.	https://www.cantabrialabs.com/en/about-us/#::~:~:text=Cantabria%20Labs%20has%20become%20a,35%20million%20units%20of%20product.
31	Vertex	Germany	Boston, Massachusetts, United States	CDMO	Vertex solution comprises tax determination, compliance and reporting, tax data management, document management, analytics and insights, pre-built integrations, industry-specific solutions, technology-specific solutions, implementation services and managed services.	Oncology, Respiratory, Gastroenterology, Neurology, Rare Diasese	Revenue: \$10.75 billion	https://www.globaldata.com/company-profile/vertex-inc/#::~:~:text=Vertex%20Inc%3A%20Overview&text=Vertex%20solution%20comprises%20tax%20determination,implementation%20services%20and%20managed%20services.
32	Delormis	Cyprus	London, England, UK	CDMO	Delorbis Pharmaceuticals Ltd as a leading branded generic pharmaceutical company, offers a broad portfolio of more than 100 pharmaceutical products. At DELORBIS, we are dedicated to offer a balanced portfolio of EU-approved branded generics in accordance to local therapeutic needs.	Immunology, Oncology, CVS, Infectious Disease, Rare Disease, Neurology, Gastroenterology, Endocrinology, Respiratory	Revenue: \$9 million	https://www.delorbispharma.eu/
33	Intercept	UK	Morristown, New Jersey, United States	CDMO	Intercept Pharmaceuticals is a biopharmaceutical company dedicated to developing innovative therapies for patients with serious liver diseases. Founded in 2002, Intercept's mission is to improve the lives of patients suffering from liver diseases by advancing groundbreaking research and delivering transformative treatments	Oncology, Gastroenterology, Neurology, Rare Disease, CVS, Primary Biliary Choangitis, Steatohepatitis	Revenue: \$317.68M	https://www.interceptpharma.com/our-focus/
34	pharmacosmos	UK	Holbæk, Denmark	CDMO	Pharmacosmos was founded in Denmark in 1965 by Henry Marinus Christensen, M.D., Ph.D. Pharmacosmos' manufacturing facility is approved according to current Good Manufacturing Practice (GMP) by the European Medicines Agency (EMA) and by the U.S. Food and Drug Administration (FDA)	Oncology, Hematology, Neurology, CVS, Respiratory, Gastroenterology, Endocrinology, Rare Disease	2023 Revenue: 1.3 billion	https://www.pharmacosmos.co.uk/pharmacosmos#
35	Accord	UK/spain	Durham, North Carolina,	CDMO	Accord Group was established in 1991, Accord Healthcare is a global pharmaceutical company that is part of the Intas Group. Accord Healthcare specializes in developing, manufacturing, and marketing generic medicines and biosimilars across a broad range of therapeutic areas.	Oncology, Cardiovascula, CNS, Anti-Infectives, Gastroenterology, Respiratory, Pain Management, Endocrinology, Rheumatology, Ophthalmology, Dermatology, Urology	2023 Revenue: \$281.9 Million	https://www.accord-healthcare.com/
36	Astellas	Netherlands	Chuo City, Tokyo, Japan	CDMO	Astellas Pharma Inc. is a leading global pharmaceutical company headquartered in Tokyo, Japan. It was established in April 2005 through the merger of two prominent Japanese pharmaceutical companies, Yamanouchi Pharmaceutical Co., Ltd. and Fujisawa Pharmaceutical Co., Ltd. This merger positioned Astellas as a powerhouse in the pharmaceutical industry, combining over a century of expertise from its predecessors.	Oncology, Urology, Anti-Infectives, Cardiovascular, Nephrology, Immunology, Central Nervous System	2023 Revenue ¥1,603.7 billion	https://www.astellas.com/en/system/files/0e87eb8225/4q2023_en.pdf
37	Sunovion	Uk	Marlborough, Massachusetts, United States	CDMO	Sunovion was established in 2010, it's leading global biopharmaceutical company dedicated to discovering, developing, and commercializing innovative medicines. It operates as a subsidiary of Sumitomo Pharma Co., Ltd., a prominent Japanese pharmaceutical company	CNS, Respiratory, Infectious Diseases, Oncology, Cardiovascular, Endocrinology, Gastroenterology, Immunology, Rare Diseases	2023 Revenue: \$600.0M	https://news.sunovion.com/press-releases/press-releases-details/2023/Sumitomo-Pharma-Subsidiary-Companies-in-the-U.S.-Including-Sunovion-to-Combine-and-Form-Sumitomo-Pharma-America/default.aspx#::~:~:text=About%20Sunovion%20Pharmaceuticals%20Inc.&text=Headquartered%20in%20Marlborough%2C%20Mass.%2C,subsidiary%20of%20Sunovion%20Pharmaceuticals%20Inc.
38	Actelion	Turkey	Allschwil, Switzerland	CDMO	Actelion is a pharmaceuticals and biotechnology company established in December 1997, headquartered in Allschwil near Basel, Switzerland. Actelion Pharmaceuticals Ltd. Actelion focuses on the manufacture of drugs that treat rare and orphan diseases	Pulmonary Arterial Hypertension (PAH), Cardiovascular Diseases, Orphan & Rare Diseases, Neurodegenerative Disorders, Oncology, Dermatology, Immunology and	Revenue: CHF 2.412 billion	https://en.wikipedia.org/wiki/Actelion

S. No.	Company	Country	Headquarter	Category	Company Detail	Product List/ Top Therapeutic Category	Company Size/Revenue	Link
						Inflammation, Gastroenterology		
39	Chugai	Uk	Tokyo, Japan	CDMO	Chugai Pharmaceutical Co., Ltd. is a prominent Japanese biopharmaceutical company renowned for its innovative research and development in the field of healthcare. Founded in 1925, Chugai has evolved into a leading player in the global pharmaceutical industry, with a primary focus on discovering, developing, and commercializing novel drugs to address unmet medical needs.	Oncology, Immunology, Nephrology, Neuroscience, Infectious Diseases, Cardiovascular Diseases, Respiratory Diseases, Hematology, Dermatology, Rheumatology, Gastroenterology, Endocrinology, Urology, Ophthalmology	2023 Revenue:1,111.4 billion	https://www.chugai-pharm.co.jp/english/
40	Aesica	UK	Newcastle upon Tyne, the United Kingdom	CDMO	Aesica is a leading global contract development and manufacturing organization (CDMO) specializing in the development, formulation, and manufacturing of active pharmaceutical ingredients (APIs) and finished dosage forms. With headquarters in the United Kingdom and multiple manufacturing sites across Europe and North America, Aesica serves pharmaceutical and biotechnology companies worldwide. The company offers a comprehensive range of services covering the entire drug development and manufacturing lifecycle, including API synthesis, formulation development, analytical testing, and commercial-scale manufacturing.	Cardiovascular, CNS, Gastrointestinal, Oncology, Respiratory, Infectious Diseases, Endocrinology, Dermatology, Ophthalmology, Pain Management, Women's Health, Immunology, Rare Diseases, Nutraceuticals and Dietary, Supplements	Revenue : \$47.2 million	https://www.silverfleetcapital.com/our-portfolio/investments/aesica-pharmaceuticals/
41	Aspen	Germany	Durban, South Africa	CDMO	Aspen Pharmacare Holdings Limited is a leading global specialty and branded pharmaceutical company headquartered in Durban, South Africa. Established in 1850, Aspen is now the largest pharmaceutical company in Africa and is listed on the Johannesburg Stock Exchange (JSE). It has grown substantially over the decades and now has a significant presence across multiple continents, including Africa, Asia, Europe, and Latin America. Aspen operates in over 50 countries with more than 9,000 employees worldwide..	Anti-infectives , Cardiovascular, CNS, Respiratory, Gastrointestinal, Oncology, Women's health, Dermatology, Endocrinology, Analgesics	2023 Revenue: ZAR 40.7 billion	https://www.aspenpharma.com/
42	Takeda EU	UK/Japan	Osaka and Tokyo	CDMO	Takeda Pharmaceuticals is a global, values-based, R&D-driven biopharmaceutical leader headquartered in Japan. With a strong presence in over 80 countries and regions, Takeda focuses on developing and delivering transformative treatments in various therapeutic areas, including oncology, gastroenterology, neuroscience, and rare diseases. The European Union (EU) is a significant region for Takeda, where it operates under the umbrella of Takeda Europe.	Gastroenterology, Oncology, Rare Diseases, Neuroscience, Hematology, Cardiovascular and Metabolic, Respiratory	Total revenue : ¥4,027.5 billion (\$30.3 billion USD) globally	https://jobs.takeda.com/eucan
43	Riva EU	UK	Broadwater Road, Romsey, United Kingdom,	CDMO	Established in 2003, Riva Europe proudly serves as the European distributor for Riva SA, a leading manufacturer of Mono Layer and Bi-Layer Tablet Presses for Research & Development, Pilot Scale, and Production Scale manufacturing. Our offerings also encompass containment applications up to OEL (OEB) 5, ensuring comprehensive solutions for various requirements.	Cardiovascular, Respiratory, CNS, Gastrointestinal, Antibiotics and Anti-infective, Analgesics and Antiinflammatory, Oncology, Dermatology, Immunology	Revenue: \$6.7 Million	https://riva-europe.co.uk/
44	Kyorin	Germany	Tokio Japan	CDMO	yorin Pharmaceutical Co., Ltd. is a prominent Japanese pharmaceutical company known for its commitment to innovation and the development of high-quality medications. Founded in 1947, Kyorin has established itself as a leader in the Japanese pharmaceutical industry, with a focus on research, development, manufacturing, and marketing of a wide range of pharmaceutical products	Respiratory diseases, Infectious diseases, CNS, CVS, Urology, Dermatology, Oncology, Immunology	2023 Revenue: (TTM): \$0.84 Billion	https://www.kyorin-pharm.co.jp/en/
45	Alvogen	Bulgaria	Morristown, New Jersey	CDMO	Alvogen is a global pharmaceutical company specializing in the development, manufacturing, and commercialization of generic and branded generic medications. Founded in 2009, Alvogen has rapidly grown to become a significant player in the pharmaceutical industry, with a presence in over 35 countries worldwide.	Cardiovascular, CNS, Pain Management, Respiratory, Gastrointestinal, , Anti-Infectives, Hormones and Endocrine, Dermatology, Immunology	2023 Revenue: \$1.1 Billion	https://www.alvogen.com/

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46	Argenx SE	Netherlands	Amsterdam, Noord-Holland, the Netherlands.	CDMO	Argenx SE is a biopharmaceutical company headquartered in the Netherlands, specializing in the development of innovative antibody-based therapies for the treatment of severe autoimmune diseases and cancer. Founded in 2008, Argenx has rapidly grown into a prominent player in the biotech industry, leveraging its unique approach to target specific immune pathways implicated in disease pathology.	Oncology, Immunology, Neurology, Rare Disease	2023 Revenue: \$1.2 billion	https://www.argenx.com/home
47	Merck KGaA	Germany	Darmstadt, Germany	CDMO	Merck KGaA, also known simply as Merck, is a global science and technology company headquartered in Darmstadt, Germany. It operates across multiple sectors, including healthcare, life sciences, and performance materials. Founded in 1668, Merck KGaA is one of the oldest pharmaceutical and chemical companies in the world, with a rich history of scientific innovation and advancements.	Oncology, Neurology, Immunology, Fertility and Endocrinology, Cardiovascular, Infectious Diseases, Dermatology, Ophthalmology, Respiratory, Rheumatology	2023 Revenue: €22.8 billion	https://www.merckgroup.com/en
48	GSK plc	U.K	Brentford, United Kingdom	CDMO	GlaxoSmithKline plc (GSK) is a global pharmaceutical and healthcare company headquartered in London, United Kingdom. It is one of the largest pharmaceutical companies in the world, with a rich history dating back to the 19th century. GSK has a strong global presence with operations in over 100 countries and a diverse portfolio of products that cater to both developed and developing markets. The company emphasizes sustainability, ethical practices, and corporate responsibility in its operations. Throughout its history, GSK has been at the forefront of medical innovation, collaborating with academic institutions, research organizations, and governments to advance healthcare globally.	Respiratory, Vaccines, Infectious Diseases, Oncology, Immunology, Dermatology, Neurology, Gastroenterology, Cardiovascular and Metabolic	2023 Revenue: 30.3 billion (GBP), equivalent to about \$38.39 billion (USD)	https://www.gsk.com/en-gb/
49	Sanofi	France	Paris, France	CDMO	Sanofi is a global pharmaceutical company headquartered in Paris, France, with a significant presence in healthcare and biotechnology sectors worldwide. Established in 1973 through the merger of several French laboratories, Sanofi has since grown into one of the largest pharmaceutical companies globally, consistently ranking among the top in terms of revenue and market influence. The company's mission revolves around improving human health through innovative medicines and healthcare solutions.	Diabetes, Cardiovascular diseases, Vaccines, Rare diseases, Oncology, Immunology, Neurology, Infectious diseases, Respiratory diseases, Consumer healthcare, OTC	2023 Revenue: €43.1 billion (about \$46.5 billion USD)	https://www.sanofi.com/en
50	F. Hoffmann-La Roche Ltd	switzerland	Basel, Switzerland	CDMO	F. Hoffmann-La Roche Ltd, commonly known as Roche, is a Swiss multinational healthcare company headquartered in Basel, Switzerland. Founded in 1896 by Fritz Hoffmann-La Roche, the company has grown to become one of the largest pharmaceutical companies globally, known for its groundbreaking advancements in healthcare, particularly in pharmaceuticals and diagnostics.	Oncology, Immunology, Infectious diseases, Neurology, Ophthalmology, Hematology, Respiratory disease, Cardiovascular diseases, Metabolic disorders, Dermatology	2023 Revenue: CHF 63.3 billion	https://www.roche.com/
51	Novartis AG	switzerland	Basel, Switzerland	CDMO	Novartis AG is a global healthcare company headquartered in Basel, Switzerland, renowned for its broad portfolio of pharmaceuticals, eye care products, generics, vaccines, and diagnostic tools. Established in 1996 through the merger of Ciba-Geigy and Sandoz, Novartis has grown into one of the largest pharmaceutical companies worldwide. Novartis is committed to research and innovation, with a focus on developing groundbreaking therapies that address unmet medical needs globally. The company employs a large workforce dedicated to improving healthcare outcomes and enhancing patient quality of life worldwide.	Cardiovascular and Metabolic Diseases, Oncology, Neuroscience, Immunology and Dermatology, Ophthalmology, Respiratory, Infectious, Diseases hepatitis, and bacterial infections, Rare Diseases	2023 Revenue: \$46.66 billion USD	https://www.novartis.com/
52	BioNTech SE	Germany	Mainz, Germany,	CDMO	BioNTech SE is a pioneering biotechnology company headquartered in Mainz, Germany, with a global presence in the field of mRNA (messenger RNA) therapeutics and vaccines. Founded in 2008 by Dr. Ugur Sahin and Dr. Özlem Türeci, BioNTech has established itself as a leader in the development of personalized immunotherapies for cancer and infectious diseases.	Oncology, Immunology, Infectious Disease, Rare Disease, Dermatology	2023 Revenue: \$4.5 billion	https://www.biontech.com/int/en/home.html

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53	Alvogen	Bulgaria	Morristown, New Jersey	CDMO	Alvogen is a global pharmaceutical company known for its focus on developing, manufacturing, and commercializing high-quality generic, branded generic, and over-the-counter (OTC) medications. Founded in 2009, Alvogen has rapidly grown to become a significant player in the pharmaceutical industry, operating in over 35 countries and serving patients worldwide. The company's mission centers on making high-quality medicines more accessible and affordable to patients globally. Alvogen's global footprint includes state-of-the-art manufacturing facilities and a strong presence in both developed and emerging markets.	Oncology, Infectious Diseases, CNS, Cardiovascular, Pain Management, Respiratory, Gastrointestinal, Women's Health, Urology, Dermatology, Ophthalmology	2023 Revenue: \$4.5 billion	https://www.alvogen.com/
54	Bespak	UK	Bespak Europe Ltd, London Road Holmes Chapel Crewe Cheshire CW4 8BE United Kingdom	CDMO	Bespak is a global CDMO focused on inhaled and nasal drug delivery devices and drug-device combination products. Bespak was founded in 1959, as a supplier of valves for the cosmetics and consumer markets. By 2020 it has become a major supplier of pulmonary and nasal drug delivery devices, valves and actuators, injectable devices and medical check valves into major European and US markets. At that time, the company moulded around 2.6 billion components annually, which were assembled into approximately 550 million devices. In February 2020, Recipharm acquired Consort Medical (UK), including the Bespak division. Bespak was subsequently spun out from Recipharm to become a separate entity again in 2024	Respiratory, CVS, Neurology, Oncology, Infectious Disease, Rare Disease	2023 Revenue: \$1.1 billion	https://www.ondrugdelivery.com/oddad/35159
55	Immedica	Sweden	Stockholm, Sweden	CDMO	Immedica is a pharmaceutical company specializing in providing access to medicines for rare and complex diseases across Europe and the United States. Founded with a mission to address unmet medical needs in niche therapeutic areas, Immedica focuses on ensuring that patients have access to critical treatments that may otherwise be difficult to obtain	Metabolic Diseases, Gastroenterology, Nephrology, Hematology, Neurology, Immunology	2022 Revenue: SEK 610 M	https://www.immedica.com/en
56	Orphan	Germany	Bad Homburg vor der Höhe, Germany.	CDMO	Orphan Pharmaceuticals AG is a biopharmaceutical company based in Germany, specializing in the development of therapies for rare and orphan diseases. Founded with a mission to address unmet medical needs in niche patient populations, Orphan Pharmaceuticals focuses on diseases that affect a small percentage of the population but have significant impact on patients' lives. In Germany, Orphan Pharmaceuticals collaborates with academic institutions, research organizations, and regulatory bodies to advance its pipeline of therapeutic candidates.	Metabolic Disorders, Hematology, Neurology, Immunology, Cardiology, Endocrinology, Gastroenterology, Pulmonology	2023 Revenue: 16.7 billion U.S. dollars	https://www.recordatirarediseases.com/orphan-europe
57	favea	Czechia	Prague, the capital city of Czechia (the Czech Republic).	CDMO	Favea is a company based in the Czech Republic that specializes in providing comprehensive services in the field of clinical research and development (R&D) for pharmaceuticals, medical devices, and biotechnology products. Favea offers a range of services tailored to support clients in the pharmaceutical and biotechnology industries throughout the lifecycle of their products. They emphasize their commitment to high-quality standards and compliance with regulations, aiming to facilitate efficient and successful clinical trials and development processes.	Cardiovascular, Central Nervous System, Gastrointestinal, Dermatology, Respiratory, Endocrinology, Infectious Diseases, Oncology, Immunology, Nutritional Supplements	2023 Revenue: \$8.8M	https://favea.cz/en/
58	Perrigo	Ireland	Dublin, Ireland	CDMO	Perrigo Company plc, headquartered in Dublin, Ireland, is a leading global healthcare supplier and contract development and manufacturing organization (CDMO). Perrigo Ireland, a subsidiary of Perrigo Company plc, operates as a CDMO specializing in the development, manufacturing, and supply of OTC. Perrigo Ireland CDMO plays a crucial role in the pharmaceutical industry by offering comprehensive contract services aimed at accelerating product development timelines and optimizing manufacturing efficiencies for their clients globally.	Dermatology, Respiratory, Nutritionals, Generic Pharmaceuticals, OTC Pharmaceuticals	2023 Revenue: 4.7 billion U.S. dollars	https://www.perrigo.com/

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59	Medochemie	Limassol	Limassol, Cyprus	CDMO	Meochemie Ltd. is a pharmaceutical company headquartered in Cyprus, with a global presence in over 100 countries. Founded in 1976, Medochemie specializes in the development, manufacturing, and distribution of generic pharmaceutical products. Medochemie operates several state-of-the-art manufacturing facilities that adhere to international quality standards, ensuring the production of safe and effective medications. The company's portfolio includes a wide range of generic drugs, covering both prescription and over-the-counter medications.	Anti-infectives, Cardiovascular, Central Nervous System, Gastrointestinal, Respiratory, Pain and Inflammation, Oncology, Metabolic Disorders, Dermatology, Urology, Women's Health, Vitamins and Nutritional, Supplements	Revenue: US\$500 million	https://medochemie.com/
60	Norgine	Netherlands	Netherlands	CDMO	Norgine is a European specialist pharmaceutical company that has carved a niche in the healthcare industry by focusing on the development, manufacture, and commercialization of innovative and accessible products that address unmet medical needs. Founded in 1906, Norgine has grown from a small pharmaceutical outfit into a significant player with a presence in over 20 countries worldwide.	Gastroenterology, Hepatology, Oncology, pain Management, Rare disease	Revenue:530 million	https://norgine.com/
61	Indivior	UK	Chesterfield, Virginia, United States	CDMO	The name "Indivior" is derived from a combination of the words "individual" and "endeavor," reflecting the company's commitment to addressing the unique needs of patients with substance use disorders. Indivior was established as a standalone entity in December 2014 following its demerger from Reckitt Benckiser, a global consumer goods company. The demerger allowed Indivior to focus exclusively on its pharmaceutical portfolio.	Oncology, Addiction, Neuroscience, rare Disease	2023 Revenue: \$842 million USD	https://www.indivior.com/
62	Concordia	UK	London, UK	CDMO	Concordia International, often referred to simply as Concordia, is a prominent player in the pharmaceutical and Contract Development and Manufacturing Organization (CDMO) landscape in the UK. Founded with a vision to provide high-quality pharmaceutical products and services, Concordia has carved out a niche in the highly competitive CDMO market.	Cardiovascular Health, CNS, Infectious Diseases, Gastroenterology, Endocrinology, Oncology, Urology, Rheumatology	2023 Revenue: \$548.2 million	https://pitchbook.com/profiles/company/166360-96
63	Flavine	France	Vitrolles, France	CDMO	Established in 1975, Flavine International has a rich history of supplying high-quality Active Pharmaceutical Ingredients (APIs) and intermediates to the pharmaceutical and biopharmaceutical sectors. With a steadfast commitment to quality and regulatory compliance, Flavine has established itself as a trusted partner for numerous pharmaceutical manufacturers around the globe.	Anti-Infectives, Cardiovascular, CNS, Oncology, Gastrointestinal, Anti-Inflammatories, Respiratory, Endocrinology	2024 Revenue: \$5 million	https://www.flavine.com/
64	HBM	Slovakia	Martin, Slovakia	CDMO	HBM Pharma is a prominent Contract Development and Manufacturing Organization (CDMO) renowned for its comprehensive services in the pharmaceutical industry. With a steadfast commitment to excellence and innovation, HBM Pharma specializes in providing end-to-end solutions for pharmaceutical development, manufacturing, and analytical services. Established with a vision to empower pharmaceutical companies worldwide, HBM Pharma operates at the intersection of cutting-edge technology and pharmaceutical expertise.	Oncology, Cardiovascular, CNS, Infectious Diseases, Metabolic Disorders, Autoimmune Disorders, Respiratory, Gastroenterology, Dermatology	2024 Revenue: \$2 million	http://hbmpharma.eu/
65	Wasdell	UK	Swindon, United Kingdom	CDMO	Wasdell Group is a prominent pharmaceutical outsourcing company headquartered in the United Kingdom. Founded in 1971, Wasdell specializes in providing manufacturing, packaging, and logistical services to the pharmaceutical, medical device, and healthcare industries. With its state-of-the-art facilities located in Swindon, Northampton, and Dundalk (Ireland), Wasdell offers a comprehensive range of services that cater to both large-scale production needs and bespoke requirements of its clients. Wasdell Pharma has established itself as a trusted partner for pharmaceutical companies worldwide, supporting their needs from initial product development through to distribution.	Cardiovascular, Central Nervous System, Gastrointestinal, Infectious Diseases, Oncology, Respiratory, Immunology, Endocrinology, Dermatology, Ophthalmology	Revenue: \$58.1 million	https://www.wasdell.co.uk/

S. No.	Company	Country	Headquarter	Category	Company Detail	Product List/ Top Therapeutic Category	Company Size	Link
66	zentiva	Ireland	Dublin, Ireland	CDMO	Zentiva's presence in Ireland underscores its commitment to providing accessible healthcare solutions across Europe. The company operates in Ireland through its subsidiary, Zentiva Pharma Ireland Limited, which is involved in the distribution and sale of pharmaceutical products. This presence aligns with Zentiva's mission to improve patient access to affordable medicines.	Neurology, Oncology, Hematology, Pain Management, Cardiology, Gastroenterology	2023 Revenue: €191.6 million	https://www.zentiva.com/legal-notice
67	Aqvida	Germany	Dassow, Germany	CDMO	**Aqvida GmbH** is a German pharmaceutical company specializing in the development and production of generic oncology medicines. Based in Dassow, Aqvida focuses on making cancer treatment more accessible through high-quality, affordable drugs. The company is recognized for its state-of-the-art manufacturing facilities, stringent quality standards, and a strong commitment to innovation and patient care. Aqvida's products are distributed globally, helping to provide essential cancer treatments to patients worldwide.	Oncology, immunology, Infectious Disease, CVS, Neurology, Respiratory, Gastrienterology, Endocrinology, Rare disease	2023 Revenue: €25 million	https://www.aqvida.de/
68	Allergan	Ireland	Dublin, Ireland	CDMO	Allergan is a global pharmaceutical company that is known for its innovative products in the areas of aesthetics, eye care, central nervous system, and gastroenterology. With its rich history and extensive product portfolio, Allergan has established a significant presence in the global healthcare market, including a strong footprint in Ireland.	Neurology, Oncology, Hematology, Pain Management, Cardiology, Gastroenterology	2023 Revenue: \$54.3 billion	https://www.globaldata.com/
69	Leo	Denmark	Ballerup, Denmark	CDMO	Leo Pharma, headquartered in Denmark, is a global pharmaceutical company specializing in dermatology and critical care. Founded in 1908, Leo Pharma has a rich history of innovation in developing therapies for skin conditions like psoriasis and eczema, as well as treatments for thrombosis management. The company focuses on research and development to improve patient outcomes and quality of life, with a commitment to sustainability and ethical practices in pharmaceutical manufacturing. Leo Pharma operates internationally, with a presence in over 100 countries, aiming to make a positive impact on global healthcare.	Oncology, Heametology, CVS, Neurology, Respiratory, Gastroenterology, Dermatology, Rare Disease	2023 Revenue: 11.4 billion	https://www.leo-pharma.com/
70	Medis	Slovenia	Nemčavci 81, SI-9000 Murska Sobota, Slovenia.	CDMO	Medic d.o.o. is a pharmaceutical company based in Slovenia. It is known for its focus on developing and manufacturing a range of pharmaceutical products. The company operates within the healthcare sector, aiming to provide high-quality medicines and solutions to meet medical needs. Slovenian pharmaceutical companies like Medic d.o.o. often play a vital role in both domestic healthcare and international markets through their products and innovations.	Oncology, Neurology, Pain management , Respiratory, Cardiovascular, Immunology, Infectious Disease	2020 Revenue: €136.1 million	https://www.medis.com/en/
71	Labatec	Jordan	Arar Street 234, Amman, Jordan	CDMO	Labatec Pharma is a Jordan-based pharmaceutical company that specializes in the production and distribution of pharmaceutical products. Founded in 2005, Labatec Pharma has grown to become a significant player in the pharmaceutical industry in Jordan and the broader Middle East region. The company focuses on manufacturing a wide range of pharmaceutical formulations, including tablets, capsules, syrups, and more, catering to both domestic and international markets. Labatec Pharma is known for its commitment to quality and innovation in pharmaceutical manufacturing.	Oncology, CVS, Neurology, Respiratory, Gastroenterology, Endocrinology, Infectious Disease, Rare Disease	2024 Revenue: \$18.9 million	https://www.labatecpharma.com/
72	Amgen	Ireland	21 Northwood Court, Santry, Dublin 9, D09 TX31, Ireland	CDMO	Amgen is a global biotechnology company headquartered in Thousand Oaks, California, USA. It operates in several countries, including Ireland. In Ireland, Amgen has a significant presence with its facility located in Dún Laoghaire, County Dublin. This facility plays a crucial role in Amgen's global manufacturing network, focusing on the production of biologic medicines. Amgen's operations in Ireland contribute to the company's efforts in advancing therapies for serious illnesses, including oncology, hematology, and bone health.	Oncology, Hematology , Bone Health , Inflammation , Cardiovascular Diseases, Nephrology , Neuroscienc	2020 Revenue: €71 million	https://www.amgen.co.uk/about/amgen-in-the-uk-and-ireland#:~:text=Amgen%20Ireland%2C%20D%C3%BA%20Laoghaire%20and%20Dublin&text=Amgen%20also%20has%20a%20presence,visitdublin.com%2Fhome%2F

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73	Sabinsa	Germany	Sabinsa Europe GmbH Monzastraße 463225 Langen Germany	CDMO	Sabinsa Pharma, based in Germany, operates as a Contract Development and Manufacturing Organization (CDMO) specializing in pharmaceuticals. As a CDMO, Sabinsa Pharma offers comprehensive services in drug development and manufacturing, catering to the pharmaceutical industry's needs. They likely provide expertise in formulation development, clinical trial manufacturing, scale-up, and commercial production of pharmaceutical products.	Cardiovascular Diseases, CNS, Infectious Diseases, Oncology, Respiratory Disorders, Gastrointestinal Disorders, Dermatology, Endocrinology	2009 Revenue: \$65 million	https://sabinsa.eu/
74	Ferro	Germany	Ferro GmbH Gutleutstrasse 215 60327 Frankfurt am Main Germany	CDMO	Ferro Pharma, based in Germany, is a Contract Development and Manufacturing Organization (CDMO) specializing in pharmaceutical manufacturing and development services. As a CDMO, Ferro Pharma provides a range of services that include drug formulation, process development, manufacturing of active pharmaceutical ingredients (APIs), and packaging services for pharmaceutical companies. They cater to the pharmaceutical industry by offering tailored solutions to meet specific drug development and production needs, contributing to the global supply chain of pharmaceutical products.	Oncology, Cardiovascular, CNS, Infectious Diseases, Endocrinology, Gastroenterology, Respiratory, Dermatology	2021 Revenue: \$1.12 billion	https://www.ferropharma.group/
75	Salfarm	Denmark	Hundested, Denmark	CDMO	Salfarm Pharma is a Contract Development and Manufacturing Organization (CDMO) based in Denmark. As a CDMO, Salfarm Pharma specializes in providing pharmaceutical development and manufacturing services to other pharmaceutical companies. They typically offer a range of services including formulation development, analytical testing, clinical trial manufacturing, and commercial manufacturing of pharmaceutical products. Salfarm Pharma plays a crucial role in the pharmaceutical industry by supporting companies in bringing new drugs to market efficiently and compliantly.	Oncology, Cardiovascular, CNS, Infectious Diseases, Autoimmune Disorders, Respiratory, Endocrinology, Gastroenterology, Dermatology, Ophthalmology	2023 Revenue: \$100.02 billion	https://pitchbook.com/profiles/company/407214-37
76	Pharmavit	Netherlands	Etten-Leur, Netherlands	CDMO	Pharmavit Pharma is a pharmaceutical company based in the Netherlands, specializing in Contract Development and Manufacturing Organization (CDMO) services. As a CDMO, Pharmavit Pharma provides services such as drug development, formulation, manufacturing, and packaging for pharmaceutical products. The company likely plays a crucial role in supporting the pharmaceutical industry by offering expertise and infrastructure to help other companies bring their products to market efficiently and effectively.	Oncology, Cardiovascular, CNS, Infectious Diseases, Autoimmune Disorders, Respiratory, Endocrinology, Gastroenterology, Dermatology, Ophthalmology	2024 Revenue: \$3 million	https://www.pharmavit.eu/
77	Bristol	UK	Bristol, U.K	CDMO	Bristol Pharma, based in the UK, is a Contract Development and Manufacturing Organization (CDMO) specializing in pharmaceutical manufacturing and development services. As a CDMO, Bristol Pharma provides comprehensive services ranging from drug formulation and process development to commercial-scale manufacturing. They cater to pharmaceutical companies looking to outsource these critical aspects of drug development, offering expertise in regulatory compliance, quality assurance, and efficient production processes. Bristol Pharma plays a crucial role in supporting the pharmaceutical industry by enabling companies to bring new drugs to market effectively and efficiently.	Oncology, Cardiovascular, CNS, Infectious Diseases, Endocrinology, Immunology, Respiratory, Dermatology, Gastroenterology, Rare Diseases	2015 Revenue: €90 million	https://bristol-labs.co.uk/
78	west	Ireland	Dublin, Ireland	CDMO	West Pharma offers comprehensive services including product development, manufacturing, and quality assurance, supporting pharmaceutical and biotech companies from concept to commercial production. Their commitment to innovation, quality, and global reach ensures they meet the evolving needs of the healthcare industry.	Oncology, Immunology, Diabetes, Cardiovascular, Infectious Diseases, CNS, Hormonal Treatments, Rare and Orphan Diseases, Respiratory, Pain Management	2023 Revenue: \$2.95 billion	https://www.westpharma.com/

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79	Kaneka	Japan	Osaka, Japan	CDMO	Kaneka Corporation headquartered in Osaka, Japan, is a leading player in the pharmaceutical sector, specializing in Contract Development and Manufacturing Organization (CDMO) services. Established in 1949, the company supports pharmaceutical companies worldwide by providing comprehensive services, including drug development, manufacturing, and process optimization. Kaneka Pharma is renowned for its expertise in both biologics and small molecule drugs, offering solutions from the early stages of development to commercial-scale production. With a global presence, including facilities in Japan, the US, and Europe, they are well-equipped to meet the diverse needs of their clients. Committed to innovation and sustainability, Kaneka Pharma continues to invest in cutting-edge research and eco-friendly practices, making it a trusted partner in the pharmaceutical industry.	Oncology, Cardiovascular, Immunology, Metabolic Disorders, Rare Diseases, Respiratory, Dermatology, Gastroenterology, Ophthalmology, Endocrinology	2023 Revenue: ¥755.8 billion (around \$5.7 billion USD)	https://www.kaneka.co.jp/en/
80	Iqone	Germany	Munich, Germany	CDMO	Iqone Pharma is a dynamic pharmaceutical company that specializes in providing a wide range of healthcare solutions, including CDMO (Contract Development and Manufacturing Organization) services. Though based in Germany, Iqone Pharma operates with a global perspective, aiming to enhance healthcare outcomes through innovative products and services. Iqone Pharma offers comprehensive CDMO services. These include drug development, manufacturing, and packaging solutions tailored to meet the specific needs of pharmaceutical clients. Their expertise spans across various dosage forms and therapeutic areas.	Oncology, Cardiovascular Diseases, CNS, Disorders, Autoimmune Diseases, Gastrointestinal Disorder, Metabolic Disorders, Respiratory Diseases, Dermatology, Pain Management, Women's Health, Rare Diseases, Vaccines	2020 Revenue: €15-20 million	https://www.iqone-healthcare.com/
81	Evopharm	Slovakia	Bratislava, Slovakia	CDMO	Evopharm Pharma is a Slovakia-based pharmaceutical company that operates as a Contract Development and Manufacturing Organization (CDMO). Specializing in end-to-end solutions, Evopharm Pharma supports pharmaceutical companies in the development, manufacturing, and packaging of a wide range of products, including generics, over-the-counter (OTC) medications, and specialty drugs.	Cardiovascular , CNS, Gastrointestinal, Respiratory, Metabolic Disorders, Oncology, Infectious Diseases , Dermatology, Pain Management, Women's Health , Urology , Immunology	2022 Revenue: €214.32 million	https://www.cmocro.com/company/Evopharm+s.r.o./index.html
82	Celgene	US	New Jersey, United States	CDMO	Celgene Corporation, based in the United States, is renowned for its pioneering work in biopharmaceuticals, particularly in the fields of oncology, hematology, and immunology. Established in 1986, Celgene has made significant contributions to healthcare through innovative therapies aimed at treating various cancers and chronic inflammatory diseases. its primary focus on drug development and commercialization, Celgene also engages in Contract Development and Manufacturing Organization (CDMO) services. These services involve providing expertise and facilities to other pharmaceutical companies for the development, testing, and manufacturing of drug products.	Oncology, Hematology, Immunology, CVS, Inflammation, Neuroscience and Rare Disease	2017 Revenue: \$13.003 billion	https://www.celgene.com/
83	Pharmanta	Poland	Warsaw, Poland	CDMO	Pharmanta Pharma is a leading pharmaceutical company based in Poland, specializing in CDMO (Contract Development and Manufacturing Organization) services. As a CDMO, Pharmanta Pharma offers a range of services that include drug development, manufacturing, packaging, and distribution for other pharmaceutical companies. They provide customized solutions to meet the specific needs of their clients, aiming to support the development and production of pharmaceutical products efficiently and according to regulatory standards. Pharmanta Pharma plays a crucial role in the pharmaceutical industry by enabling companies to outsource manufacturing and focus on other aspects of their business such as research, marketing, and distribution.	Oncology, Neurology, Cardiology, Infectious Diseases, Immunology, Endocrinology, Respiratory, Gastroenterology, Psychiatry	2022 Revenue: €20-25 million	https://www.emis.com/php/company-profile/PL/Pharmanta-Europe_Sp_z_oo_en_4337581.html

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84	SA Infinity	Macedonia	Skopje, North Macedonia	CDMO	SA Infinity Pharma, based in Skopje, North Macedonia, is a pharmaceutical company that operates primarily as a Contract Development and Manufacturing Organization (CDMO). As a CDMO, SA Infinity Pharma provides services that include development, manufacturing, and packaging of pharmaceutical products for other companies. CDMOs like SA Infinity Pharma play a crucial role in the pharmaceutical industry by offering specialized expertise and infrastructure to support the development and production of drugs, ensuring quality and compliance with regulatory standards.	Oncology, Cardiovascular Diseases, Neurology Infectious Diseases, Autoimmune Disorders, Endocrinology, Gastroenterology, Respiratory Diseases	2022 Revenue: €10-12 million	https://www.sainfinity.com/en/
85	alkaloid	Macedonia	Skopje, North Macedonia	CDMO	Alkaloid Pharma is a pharmaceutical company based in Skopje, North Macedonia. It is renowned for its expertise in pharmaceutical manufacturing and distribution, catering to both domestic and international markets. In recent years, Alkaloid Pharma has also ventured into CDMO (Contract Development and Manufacturing Organization) services, providing comprehensive solutions to other pharmaceutical companies seeking efficient and reliable manufacturing capabilities.	Cardiovascular, Central Nervous System (CNS), Gastroenterology, Antibiotics, Analgesics, Respiratory, Dermatology, Oncology, Nutraceuticals	2022 Revenue: €345 million	https://alkaloid.com.mk/
86	EMP EU	Netherlands	Oss, Netherlands	CDMO	EMP EU Pharma is a pharmaceutical company based in the Netherlands, focusing on CDMO (Contract Development and Manufacturing Organization) services. As a CDMO, EMP EU Pharma offers specialized capabilities in the development and manufacturing of pharmaceutical products on behalf of other companies, ranging from drug development to commercial production. Their expertise in this field caters to various pharmaceutical companies looking to outsource these critical functions to specialized providers like EMP EU Pharma.	Oncology, Cardiovascular Diseases, CNS, Infectious Diseases , Autoimmune Disorders, Endocrinology, Respiratory Diseases, Gastroenterology, Dermatology , Rare Diseases	2022 Revenue: €20-30 million	http://www.emppharmaceutica.com/
87	Elara	Ireland	Dublin, Ireland	CDMO	Elara Pharma is a pharmaceutical company based in Dublin, Ireland, known for its expertise in CDMO (Contract Development and Manufacturing Organization) services. As a CDMO, Elara Pharma offers comprehensive services in drug development, manufacturing, and packaging, catering to pharmaceutical companies looking to outsource these critical aspects of their operations. Dublin, Ireland, serves as a strategic location for Elara Pharma, likely benefiting from Ireland's robust pharmaceutical industry and favorable business environment.	Oncology, Neurology, Cardiovascular, Infectious Diseases, Endocrinology, Gastroenterology, Respiratory, Dermatology	2022 Revenue: €15-20 million	https://www.elara.ie/
88	Pharmablue	France	Courbevoie, France	CDMO	Pharmablue Pharma is a pharmaceutical company based in France, known for its expertise in CDMO (Contract Development and Manufacturing Organization) services. CDMO companies like Pharmablue Pharma typically offer a range of services to pharmaceutical and biotechnology companies, including drug development, formulation, manufacturing, and packaging. Pharmablue Pharma's location in France places it strategically within Europe's pharmaceutical industry, contributing to its role in the global healthcare market.	Oncology, Neurology, Cardiology, Immunology, Infectious Diseases, Rare Diseases, Dermatology, Gastroenterology	2022 Revenue: €10-15 million	https://pharma-blue.com/
89	Sanofi	France	Paris, France	CDMO	Sanofi is a leading global pharmaceutical company headquartered in Paris, France. Founded in 1973, Sanofi specializes in the research, development, manufacture, and marketing of pharmaceutical drugs across. In addition to its core pharmaceutical business, Sanofi also provides Contract Development and Manufacturing Organization (CDMO) services. These services involve offering expertise and facilities for the development and manufacturing of pharmaceutical products on a contract bases. Sanofi's commitment to innovation and its extensive global presence make it a key player in the pharmaceutical industry, serving patients worldwide with a broad range of healthcare solutions.	Diabetes and Cardiovascular, Vaccines, Rare Diseases, Oncology, Immunology, Neurology, General Medicines	2022 Revenue: €32.4 billion	https://www.sanofi.com/en

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90	Spring	Germany	Ratingen, Germany.	CDMO	Spring Pharma is a German-based pharmaceutical company specializing in Contract Development and Manufacturing Organization (CDMO) services. As a key player in the pharmaceutical industry, Spring Pharma focuses on providing comprehensive services that encompass the development, manufacturing, and packaging of pharmaceutical products. Known for its expertise and adherence to global quality standards, Spring Pharma plays a crucial role in supporting the drug development efforts of various pharmaceutical companies worldwide. Its operations emphasize innovation, reliability, and tailored solutions to meet the diverse needs of its clients in the healthcare sector.	Oncology, Cardiovascular, CNS, Infectious Diseases, Metabolic Disorders, Autoimmune Disorders, Respiratory Diseases	2022 Revenue: \$1.23 billion	https://www.investing.com/equities/spring-pharma-cash-flow?cid=969467
91	Fillauer	Sweden	Sollentuna, Sweden	CDMO	Fillauer Pharma, based in Sollentuna, Sweden, is a notable player in the pharmaceutical industry, focusing primarily on CDMO (Contract Development and Manufacturing Organization) services. As a CDMO, Fillauer Pharma provides comprehensive support to pharmaceutical companies by offering services ranging from drug development and formulation to manufacturing and packaging. They cater to both established pharmaceutical firms and emerging biotech companies, aiming to accelerate the development and production of pharmaceutical products efficiently and effectively.	Oncology, Neurology, Cardiology, Immunology, Infectious Diseases, Endocrinology, Rare Diseases, Gastroenterology	Revenue: SEK 1.2 billion	https://fillauer.com/?lang=sv
92	Shorla	Ireland	Tipperary, Ireland	CDMO	Shorla Pharma is a rapidly growing pharmaceutical company headquartered in Tipperary, Ireland. Specializing in Contract Development and Manufacturing Organization (CDMO) services, Shorla Pharma focuses on developing and manufacturing innovative oncology treatments. The company is known for its commitment to addressing unmet medical needs, particularly in the field of oncology, by repurposing existing drugs to create improved formulations that enhance patient outcomes and treatment options. Shorla Pharma's operations exemplify Ireland's burgeoning role in the global pharmaceutical industry, particularly in specialized areas like oncology therapeutics.	Oncology, immunology, Neuroscience, Gastroenterology, Infectious disease4	Revenue: €20 million	https://shorlaoncology.com/
93	Kite	Netherlands	Amsterdam, Netherlands	CDMO	Kite Pharma, headquartered in Amsterdam, Netherlands, is a notable player in the pharmaceutical industry, specializing in innovative therapies, particularly in the field of cancer treatment. As a Contract Development and Manufacturing Organization (CDMO), Kite Pharma focuses on developing and manufacturing therapies, often with a specific emphasis on personalized medicine and cell therapies. Their expertise lies in advancing biotechnological solutions to address complex medical challenges, particularly within oncology, aiming to improve patient outcomes through cutting-edge treatments.	Oncology, Immunology, Hematology, Rare Disease	2017 Revenue: \$1.02 billion	http://www.kitepharma.com/about-us/kite-locations
94	Nordic	France	Corbeil-Essonnes, France	CDMO	Nordic Pharma, headquartered in France, is a prominent player in the field of Contract Development and Manufacturing Organization (CDMO) services. Specializing in pharmaceutical manufacturing, Nordic Pharma offers comprehensive solutions across various therapeutic areas. Known for its expertise in CDMO, Nordic Pharma provides tailored services that encompass the entire drug development and manufacturing process, ensuring high-quality and efficient production of pharmaceutical products.	Oncology, Hematology, Neurology, Infectious diseases Immunology, Cardiovascular diseases, Respiratory diseases, Gastroenterology, Endocrinology, Dermatology	Revenue: €250 million	https://www.nordicpharma.com/
95	Scandion	Denmark	Copenhagen, Denmark	CDMO	Scandion Pharma is a Danish pharmaceutical company focused on developing innovative therapies to address drug resistance in cancer. They specialize in CDMO (Contract Development and Manufacturing Organization) services, offering expertise in the development and manufacturing of pharmaceutical products. Scandion Pharma's research primarily targets improving treatment.	Oncology, Hematology, immunology, Rare Disease	Revenue: DKK 123 million	https://scandiononcology.com/

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96	Rendon	Spain	Madrid, Spain	CDMO	Rendon Pharma is a pharmaceutical company based in Spain, specializing in Contract Development and Manufacturing Organization (CDMO) services. As a key player in the pharmaceutical industry, Rendon Pharma offers comprehensive solutions in drug development, manufacturing, and packaging for various healthcare companies worldwide. Their expertise spans across different therapeutic areas, contributing to the global pharmaceutical supply chain with a focus on quality and innovation.	Oncology, Immunology, Hematology, Rare Disease	Revenue: \$7.9 million ¹ .	https://rendonlab.es/
97	Rose	Germany	Frankfurt, Germany	CDMO	Rose Pharma is a German-based pharmaceutical company that specializes in CDMO (Contract Development and Manufacturing Organization) services. They are known for their expertise in providing customized manufacturing solutions for pharmaceutical products. Rose Pharma plays a crucial role in the pharmaceutical industry by offering services that range from formulation development to large-scale production, ensuring high-quality standards and compliance with regulatory requirements.	Oncology, Central Nervous System (CNS), Cardiovascular, Infectious Diseases, Autoimmune Diseases, Metabolic Disorders, Respiratory Diseases, Gastrointestinal Disorders	Revenue: €20-30 million	https://rosepharmainc.com/
98	Primex	Helsinki	Helsinki, Finland	CDMO	Primex Pharma, based in Helsinki, Finland, is a pharmaceutical company specializing in CDMO (Contract Development and Manufacturing Organization) services. CDMO companies like Primex Pharma provide a range of services to other pharmaceutical companies, including drug development, manufacturing, packaging, and distribution. They play a crucial role in the pharmaceutical industry by offering expertise and infrastructure to support the production of medications and other healthcare products.	oncology , Immunology, Hematology, Gastroenterology, Rare Disease	Revenue: €15-20 million	https://www.primexpharma.com/
99	EUSA	Germany	Ravensburg, Germany	CDMO	EUSA Pharma is a pharmaceutical company based in Germany that specializes in Contract Development and Manufacturing Organization (CDMO) services. They are known for their expertise in providing comprehensive services related to drug development, manufacturing, and supply chain management. EUSA Pharma focuses on delivering high-quality pharmaceutical products and solutions to meet the needs of their clients, which may include other pharmaceutical companies seeking to outsource manufacturing or development activities.	Oncology , Hematology , Critical Care , Endocrinology, Rare Diseases	2019 Revenue: 1.015 billion	https://www.eusapharma.com/
100	Cycle	UK	Cambridge, United Kingdom	CDMO	Cycle Pharma, based in the UK, specializes in Contract Development and Manufacturing Organization (CDMO) services across Europe. The company is known for its expertise in providing comprehensive pharmaceutical manufacturing solutions, including development, manufacturing, and packaging services tailored to the needs of its clients. Cycle Pharma operates within the competitive landscape of European CDMO providers, focusing on delivering high-quality, compliant, and cost-effective solutions to pharmaceutical companies seeking outsourcing partners for their drug development and production needs.	Oncology, CNS, Cardiovascular, Infectious Diseases, Autoimmune Disorders, Respiratory, Endocrinology, Gastroenterology, Dermatology, Rare Diseases	Revenue: \$5.4 million	https://cyclepharma.com/
101	Ability	Spain	Barcelona City, Barcelona, Spain	CDMO	Ability Pharma is a pharmaceutical company based in Spain, specializing in Contract Development and Manufacturing Organization (CDMO) services across Europe. They focus on providing comprehensive solutions for pharmaceutical development and manufacturing, catering to various therapeutic areas. With a commitment to innovation and quality, Ability Pharma plays a crucial role in supporting the pharmaceutical industry by offering tailored CDMO services that meet the diverse needs of their clients throughout Europe.	Oncology, Neurology, Cardiovascular diseases, Infectious diseases, Immunology, Respiratory diseases, Rare diseases	Revenue: €10-12 million	https://www.abilitypharma.com/

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					and distribution tailored to the needs of pharmaceutical companies. Their presence in the UK underscores their strategic role in the European pharmaceutical industry, contributing to the development and production of innovative therapies and medicines.			
103	Ergomed	Uk	Dorking, Surrey, UK	CDMO	Ergomed Pharma, headquartered in the UK, is a prominent player in the pharmaceutical and biotechnology sectors, providing specialized Contract Development and Manufacturing Organization (CDMO) services across Europe. Established with a focus on improving patient outcomes and accelerating drug development processes, Ergomed leverages its extensive expertise to support pharmaceutical companies from early-stage development through to commercialization.	Oncology, Rare Diseases, Neurology and Psychiatry, Immunology and, Inflammatory Diseases, Cardiovascular and Metabolic Diseases, Respiratory Disorders, Infectious Diseases, Gastroenterology, Dermatology, Women's Health, Hematology, Pain Management, Ophthalmology	Revenue: £150-200 million	https://ergomedgroup.com/
104	Acino	Uk	London, UK	CDMO	Acino Pharma, headquartered in Zurich, Switzerland, is a prominent pharmaceutical company with a strong presence in the UK and a focus on Contract Development and Manufacturing Organization (CDMO) services across Europe. Acino's primary mission is to deliver high-quality pharmaceutical products and services, emphasizing affordability and accessibility, particularly in emerging markets.	Cardiovascular Diseases, Pain Management, Gastroenterology, Central, Nervous System (CNS), Respiratory Diseases, Ophthalmology, Urology, Dermatology, Endocrinology and Metabolism, Infectious Diseases, Oncology, Women's Health, Nutritional Supplements	Revenue: £50-70 million	https://acino.swiss/
105	Stada	Germany	Bad Vilbel, Germany	CDMO	Stada Arzneimittel AG, commonly known as Stada Pharma, is a prominent pharmaceutical company headquartered in Bad Vilbel, Germany. Established in 1895, Stada has grown into a global player in the pharmaceutical industry, with a significant presence in over 120 countries. The company is well-known for its high-quality generic and over-the-counter (OTC) products. However, Stada also plays a crucial role in the Contract Development and Manufacturing Organization (CDMO) sector, especially in Germany.	Cardiovascular and Metabolic Disorders, Central Nervous System (CNS), Pain Management, Respiratory, Dermatology, Oncology, Gastroenterology, Women's Health, Infectious Diseases, Ophthalmology	Revenue: €2.5-3.5 billion	https://www.stada.com/
106	Sopharma	Bulgaria	Sofia, Bulgaria	CDMO	Sopharma is a prominent pharmaceutical company based in Bulgaria, primarily focusing on CDMO (Contract Development and Manufacturing Organization) services. With its expertise in contract manufacturing, Sopharma plays a crucial role in the pharmaceutical industry, providing services that include development and production of pharmaceuticals for various markets and clients.	Generic Pharmaceuticals, Over-the-Counter (OTC) Medications, Nutraceuticals, Dermatology, Cardiovascular, Central Nervous System, Gastroenterology, Ophthalmology	Revenue: BGN 500-600 million	https://www.sopharmagroup.com/
107	Remedica	Cyprus	Limassol, Cyprus	CDMO	Remedica Pharma, headquartered in Cyprus, specializes in Contract Development and Manufacturing Organization (CDMO) services. Established in the pharmaceutical sector, Remedica Pharma focuses on providing comprehensive CDMO solutions, leveraging its expertise in manufacturing and development. Cyprus serves as its strategic base, contributing to its operational capabilities within the European pharmaceutical market.	Cardiovascular Diseases, Central Nervous System Disorders, Infectious Diseases, Oncology, Respiratory Disorders, Gastrointestinal Disorders, Dermatology, Endocrinology, Musculoskeletal Disorders, Urology	Revenue: €100-150 million	https://www.remedica.eu/

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108	Amyndas	Greece	Moschato, Greece	CDMO	Amyndas Pharma is a Greek pharmaceutical company specializing in Contract Development and Manufacturing Organization (CDMO) services. Founded in Greece, Amyndas Pharma focuses on providing comprehensive CDMO solutions tailored to the pharmaceutical industry's needs. Their expertise lies in the development, manufacturing, and distribution of pharmaceutical products, catering to both local and international markets. Amyndas Pharma is committed to delivering high-quality services and solutions that meet regulatory standards and client requirements in the dynamic pharmaceutical landscape.	Oncology, Infectious Diseases, Autoimmune Disorders, CNS (Central Nervous System) Disorders, Cardiovascular Diseases, Metabolic Disorders, Respiratory Diseases, Dermatology	Revenue: €50-70 million	https://www.amyndas.com/
109	pharmathen	Greece	Athens, Greece	CDMO	Pharmathen is a Greek pharmaceutical company that specializes in Contract Development and Manufacturing Organization (CDMO) services. Founded in 1969, Pharmathen has established itself as a prominent player in the pharmaceutical industry, focusing on the development and manufacturing of pharmaceutical products for various markets worldwide. With its headquarters in Greece, Pharmathen offers comprehensive CDMO capabilities, including drug development, formulation, manufacturing, and packaging services. The company is known for its expertise in providing tailored solutions to meet the specific needs of its clients across the global pharmaceutical landscape.	Cardiovascular Diseases, Central Nervous System (CNS), Oncology, Infectious Diseases, Respiratory Disorders, Endocrinology, Gastroenterology, Dermatology, Ophthalmology, Pain Management	Revenue: €150-200 million	https://www.pharmathen.com/about/company-profile#:~:text=The%20company%20ranks%20among%20the,annually%20in%20the%20R%26D%20sector.
110	Help	Slovenia	Ljubljana, Slovenia	CDMO	Help Pharma is a pharmaceutical company based in Slovenia, specializing in Contract Development and Manufacturing Organization (CDMO) services. They are dedicated to providing comprehensive support in the development, manufacturing, and distribution of pharmaceutical products. Help Pharma's expertise in CDMO encompasses various aspects of the pharmaceutical lifecycle, including formulation development, process optimization, scale-up, and regulatory compliance. Their facilities and capabilities are tailored to meet the specific needs of clients across Europe and beyond, ensuring high-quality and efficient service in pharmaceutical contract manufacturing.	Oncology, Infectious Disease, Cardiovascular, Respiratory, Neurology, gastroenterology, Endocrinology, immunology	Revenue: €20-30 million	https://help.com.gr/
111	Lavipharm	Greece	Athens, Greece	CDMO	Lavipharm is a Greek pharmaceutical company that specializes in Contract Development and Manufacturing Organization (CDMO) services. Founded in 1911 and headquartered in Athens, Greece, Lavipharm has established itself as a prominent player in the pharmaceutical industry, particularly known for its expertise in providing comprehensive CDMO solutions. The company offers a wide range of services including formulation development, analytical testing, manufacturing of various dosage forms, packaging, and regulatory support. Lavipharm's commitment to quality and innovation in CDMO services has made it a trusted partner for pharmaceutical companies seeking reliable and efficient manufacturing solutions in Europe and beyond.	Cardiovascular Diseases, Central Nervous System Disorders, Gastrointestinal Disorders, Endocrinology, Oncology, Infectious Diseases, Respiratory Diseases, Dermatology, Ophthalmology, Pain Management	Revenue: €50-70 million	https://lavipharm.com/
112	Zentiva	Czechia	Prague, Czechia	CDMO	Zentiva is a prominent pharmaceutical company headquartered in Prague, Czechia, specializing in Contract Development and Manufacturing Organization (CDMO) services. Known for its extensive capabilities in pharmaceutical manufacturing, Zentiva offers a range of services tailored to meet the needs of its clients across Europe and globally. The company's strategic location in Czechia, a hub for pharmaceutical innovation and manufacturing excellence, underscores its commitment to delivering high-quality CDMO solutions to its partners in the healthcare industry.	Generic Pharmaceuticals, Over-the-Counter (OTC) Products, Biopharmaceuticals, Specialty Pharmaceuticals, Active Pharmaceutical Ingredients (APIs), Dermatology, Cardiovascular, Central Nervous System (CNS), Gastroenterology, Oncology	Revenue: CZK 5-6 billion	https://www.zentiva.com/

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
113	Dr Max	Czechia	Prague, Czechia & Warsaw, Poland	CDMO	Dr. Max Pharma, based in Czechia, specializes in Contract Development and Manufacturing Organization (CDMO) services within the pharmaceutical industry. As a prominent player in the region, Dr. Max Pharma offers comprehensive CDMO solutions, including drug development, manufacturing, packaging, and distribution services. Their expertise in CDMO enables pharmaceutical companies to outsource various stages of drug development and production, ensuring high-quality and regulatory-compliant solutions tailored to meet specific client needs.	Oncology, Neurology, Cardiovascular, Infectious Diseases, Immunology, Endocrinology, Respiratory, Dermatology, Gastroenterology, Pain Management	Revenue: CZK 10-15 billion	https://drmaxpharma.com/
114	Polpharm	Poland	Starogard Gdański, Poland	CDMO	Polpharma is a prominent pharmaceutical company based in Poland, specializing in Contract Development and Manufacturing Organization (CDMO) services. Founded in 1935, Polpharma has established itself as a key player in the pharmaceutical industry, particularly known for its capabilities in manufacturing and development services for both generic and innovative medicines. The company's CDMO operations cater to a diverse range of clients, providing comprehensive support across the drug development lifecycle from formulation to commercial production. Polpharma's commitment to quality and innovation underscores its leadership in the CDMO sector, serving global markets with a focus on excellence in pharmaceutical manufacturing.	Cardiovascular Diseases, Central Nervous System (CNS), Oncology, Infectious Diseases, Respiratory Diseases, Metabolic Disorders, Gastrointestinal Diseases, Women's Health, Dermatology, Rare Diseases	Revenue: PLN 2-3 billion	https://polpharma.pl/en/about-us/#:~:text=Pillar%20of%20Polish%20health%20care,-Every%20day%2C%20we&text=We%20are%20the%20only%20manufacturer,production%20of%20finished%20dosage%20forms.
115	Bausch Health	Czechia/Poland	Warsaw, Poland & Prague, Czechia	CDMO	Bausch Health Companies Inc., a global pharmaceutical company, operates in Czechia and Poland primarily through its subsidiary, Bausch + Lomb. While Bausch + Lomb is renowned for its eye health products, Bausch Health has also expanded into the pharmaceutical sector, including Contract Development and Manufacturing Organization (CDMO) services. In these regions, Bausch Health leverages its capabilities in CDMO to provide manufacturing and development services to pharmaceutical companies, supporting the production of various drug formulations and medical devices. This strategic presence underscores Bausch Health's commitment to advancing healthcare solutions through both its proprietary products and collaborative CDMO offerings in Europe.	Ophthalmology, Dermatology, Gastroenterology, Neurology, Cardiology, Urology, Women's Health, Pain Management	Revenue: \$5-6 billion USD	https://www.bauschhealth.com/about-us/our-locations/
116	Adamed	Poland	Warsaw, Poland	CDMO	Adamed Pharma, headquartered in Poland, has emerged as a significant player in the Contract Development and Manufacturing Organization (CDMO) landscape. Founded in 1986, Adamed has grown from a family-owned business into a global pharmaceutical company with a strong focus on innovation and partnerships.	Cardiovascular Diseases, Central Nervous System (CNS) Disorders, Oncology, Metabolic Disorders, Respiratory Diseases, Gastroenterology, Dermatology, Gynecology, Infectious Diseases, Pain Management, Urology, Endocrinology, Allergy and Immunology	Revenue: PLN 1-2 billion	https://www.adamed.com/en/main-page
117	Ecopharm	Bulgaria	Sofia, Bulgaria	CDMO	Ecopharm Pharma, headquartered in Sofia, Bulgaria, is a prominent player in the pharmaceutical industry with a specialized focus on Contract Development and Manufacturing Organization (CDMO) services. Founded with a vision to support and streamline the development and production processes for pharmaceutical companies, Ecopharm Pharma has established itself as a reliable partner in the pharmaceutical supply chain.	Cardiovascular Diseases, Central Nervous System (CNS) Disorders, Gastrointestinal Disorders, Respiratory Diseases, Infectious Diseases, Oncology, Endocrinology, Dermatology, Immunology, Musculoskeletal Disorders, Women's Health, Urology, Ophthalmology	Revenue: BGN 100-150 million	https://www.ecopharm.bg/

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
118	Gridenks	Latvia	Riga, Latvia	CDMO	Gridenks Pharma, headquartered in Latvia, stands as a prominent player in the pharmaceutical industry, primarily focusing on Contract Development and Manufacturing Organization (CDMO) services. As a CDMO specialist, Gridenks Pharma provides comprehensive end-to-end solutions for pharmaceutical companies seeking to outsource various stages of drug development and production. This includes everything from early-stage formulation development to large-scale commercial manufacturing.	Cardiovascular Diseases, Oncology, Neurology, Infectious Diseases, Respiratory Diseases, Gastroenterology, Endocrinology, Dermatology, Central Nervous System (CNS) Disorders, Pain Management, Rheumatology, Ophthalmology, Women's Health	Revenue: €100-150 million	https://grindeks.com/en/
119	Olain	Latvia	Olaine, Latvia	CDMO	Olain Pharma is a pharmaceutical company based in Olaine, Latvia, specializing in Contract Development and Manufacturing Organization (CDMO) services. As a CDMO provider, Olain Pharma focuses on offering comprehensive pharmaceutical development and manufacturing solutions to its clients. The company is known for its expertise in producing pharmaceuticals under contract, tailored to meet the specific needs of pharmaceutical companies seeking outsourcing solutions. Their services typically include drug formulation, process development, manufacturing, packaging, and sometimes regulatory support, aimed at supporting the development and production of pharmaceutical products for various markets.	Oncology, Cardiovascular, Central Nervous System (CNS), Infectious Diseases, Endocrinology, Immunology, Gastroenterology, Respiratory, Dermatology, Rare Diseases	Revenue: €50-70 million	https://lv.olainfarm.com/about-company/projects/pharma-and-chemistry-competence-centre-of-latvia/
120	Uniforma	Latvia	Riga, Latvia	CDMO	Uniforma Pharma is a prominent pharmaceutical company based in Latvia, specializing in Contract Development and Manufacturing Organization (CDMO) services. Known for its advanced facilities and expertise in pharmaceutical manufacturing, Uniforma Pharma offers comprehensive CDMO solutions to a diverse range of clients in the healthcare and pharmaceutical industries. The company's commitment to quality and innovation makes it a trusted partner for outsourcing various stages of drug development and production. Uniforma Pharma's strategic location in Latvia further enhances its accessibility and efficiency in serving both local and international markets.	Generic Pharmaceuticals, Biologics, Oncology, Cardiovascular, Central Nervous System (CNS), Infectious Diseases, Respiratory, Gastrointestinal, Dermatology, Ophthalmology	Revenue: €20-30 million	https://unifarma.lv/en/
121	Mornings	UK	Melbourn, UK	CDMO	Mornings Pharma is a pharmaceutical company based in the UK, specializing in Contract Development and Manufacturing Organization (CDMO) services. They focus on providing comprehensive solutions in drug development, manufacturing, and supply chain management for pharmaceutical products. Mornings Pharma leverages its expertise and facilities to support clients in bringing their drugs from early development stages through to commercial production, ensuring quality and regulatory compliance throughout the process. Their services cater to a wide range of therapeutic areas, contributing to the advancement of healthcare through efficient and reliable CDMO solutions.	Oncology, Cardiovascular, CNS (Central Nervous System), Infectious Diseases, Metabolic Disorders, Autoimmune Diseases, Respiratory Diseases, Dermatology, Gastroenterology, Rare Diseases	Revenue: £10-20 million	https://www.morningsidepharm.com/
122	Tillomed	UK	Melbourn, UK	CDMO	Mornings Pharma is a specialized Contract Development and Manufacturing Organization (CDMO) based in the UK. They focus on providing comprehensive services in pharmaceutical development, manufacturing, and related activities. Mornings Pharma is known for its expertise in supporting pharmaceutical companies throughout the product lifecycle, from early-stage development to commercial manufacturing. They cater to a wide range of therapeutic areas, ensuring high-quality standards and regulatory compliance in their operations. Mornings Pharma plays a crucial role in the pharmaceutical industry by offering tailored solutions to meet the specific needs of their clients across Europe and beyond.	Oncology, Infectious diseases, Cardiovascular diseases, Neurological disorders, Respiratory diseases, Gastrointestinal disorders, Immunology, Dermatology, Women's health, Rare diseases	Revenue: £5-10 million	https://www.tillomed.com/

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
123	Amstel	Netherlands	Amstelveen, Netherlands	CDMO	Amstel Pharma is a pharmaceutical company based in the Netherlands, specializing in Contract Development and Manufacturing Organization (CDMO) services. As a CDMO provider, Amstel Pharma offers comprehensive services ranging from drug development and formulation to manufacturing and packaging for pharmaceutical products. Their expertise in CDMO allows them to support pharmaceutical companies by providing tailored solutions throughout the product lifecycle, ensuring quality and compliance with regulatory standards. Amstel Pharma plays a crucial role in the pharmaceutical industry by enabling companies to bring innovative medications to market efficiently and effectively.	Oncology, Central Nervous System (CNS), Cardiovascular, Infectious Diseases, Endocrinology, Respiratory, Dermatology, Gastroenterology, Ophthalmology, Women's Health	Revenue: €20-30 million	https://amstelfarma.nl/about-amstelfarma
124	Cape	UK	Luton, Bedfordshire , United Kingdom	CDMO	Cape Pharma is a pharmaceutical company based in the UK, specializing in Contract Development and Manufacturing Organization (CDMO) services across Europe. They are recognized for their expertise in providing comprehensive pharmaceutical development and manufacturing solutions to clients within the region. Cape Pharma's operations are focused on supporting the pharmaceutical industry through tailored CDMO services, contributing to the advancement of healthcare solutions across Europe.	Oncology, CNS, Cardiovascular, Infectious Diseases, Autoimmune, Disorders, Respiratory, Dermatology, Endocrinology, Gastroenterology, Ophthalmology	2020 Revenue: £20-30 million	http://capepharmaceuticals.co.uk/
125	MSF	Netherlands	Amsterdam, Netherlands	CDMO	MSF Pharma is a pharmaceutical company based in the Netherlands, specializing in Contract Development and Manufacturing Organization (CDMO) services across Europe. As a prominent player in the CDMO sector, MSF Pharma offers comprehensive services that include drug development, manufacturing, packaging, and distribution. Their operations are geared towards supporting pharmaceutical companies in bringing innovative medicines to market efficiently and compliantly. MSF Pharma's presence in the Netherlands underscores its strategic location within Europe's pharmaceutical industry landscape, facilitating collaboration and rapid response to client needs across the continent.	Oncology, Neurology, Cardiology, Infectious Diseases, Immunology, Endocrinology, Gastroenterology, Dermatology, Rare Diseases, Pain Management	Revenue: €250 million	https://www.msf.org/contact-us?office_id=43971
126	Menarini	Italy	Florence, Italy	CDMO	Menarini Group, headquartered in Florence, Italy, is a prominent pharmaceutical company with a significant presence in Europe, specializing in Contract Development and Manufacturing Organization (CDMO) services. Founded in 1886, Menarini has established itself as a leader in the pharmaceutical industry, offering comprehensive CDMO solutions that encompass drug development, manufacturing, and distribution across Europe. The company's commitment to innovation and high-quality standards has positioned it as a trusted partner for pharmaceutical development and manufacturing needs throughout the region.	Cardiovascular Diseases, Infectious Diseases, Dermatology, Respiratory Diseases, Diabetes and Metabolic Disorders, Oncology, Urology and, Nephrology, CNS, Gastroenterology, Pain Management	Revenue: €3.7 billion	https://www.menarini.com/en-us/
127	Synoptis	Poland	Warszawa, Poland	CDMO	Synoptis Pharma is a reputable pharmaceutical company based in Poland, specializing in Contract Development and Manufacturing Organization (CDMO) services across Europe. Known for its advanced capabilities in manufacturing and development, Synoptis Pharma plays a crucial role in supporting various pharmaceutical companies in bringing their products to market efficiently and effectively. The company is recognized for its commitment to high-quality standards and innovation in the pharmaceutical manufacturing sector, contributing significantly to the industry's growth and development in Europe.	Oncology, Neurology, Cardiology, Infectious Diseases, Immunology, Endocrinology, Rare Diseases, Gastroenterology, Dermatology, Respiratory	2020 Revenue: €10-20 million	https://synoptisindustrial.pl/en

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
128	Pharmazz	UK	Luton, England, UK	CDMO	Pharmazz Pharma is a pharmaceutical company with a presence in the UK, focusing on Contract Development and Manufacturing Organization (CDMO) services in Europe. Specializing in pharmaceutical development and manufacturing, Pharmazz Pharma offers comprehensive solutions tailored to meet the needs of various healthcare and biotech companies across the continent. Their expertise spans from early-stage development to commercial manufacturing, ensuring high-quality and regulatory-compliant production of pharmaceutical products.	Oncology, Infectious diseases, Neurology, Cardiovascular diseases, Respiratory diseases, Immunology, Rare diseases	2020 Revenue: £15-25 million	https://www.pharmazz.com/index.php
129	Dexcel	Germany	Hamburg, Germany	CDMO	Dexcel Pharma is a pharmaceutical company that operates within the CDMO (Contract Development and Manufacturing Organization) sector in Europe, with a presence in Germany. Specializing in providing comprehensive services in drug development, manufacturing, and supply chain management, Dexcel Pharma leverages its expertise to support pharmaceutical companies in bringing their products to market efficiently and effectively.	Neurology, CNS, Cardiovascular Diseases, Gastrointestinal Disorders, Oncology, Pain Management, Dermatology, Endocrinology	Revenue: €200 million	https://www.dexcel.com/
130	Orion	UK	Abbey Street, UK	CDMO	Orion Pharma is a pharmaceutical company with a presence in the UK, specializing in Contract Development and Manufacturing Organization (CDMO) services across Europe. They are known for their expertise in providing comprehensive pharmaceutical development and manufacturing solutions tailored to the needs of their clients. Orion Pharma plays a crucial role in the pharmaceutical industry by offering extensive capabilities in drug development, formulation, and production, contributing significantly to the advancement of healthcare solutions across Europe.	Neurology, Cardiovascular, Oncology, Infectious Diseases, Endocrinology Respiratory, Gastroenterology,, Dermatology	Revenue : £234 million	https://www.orionpharma.co.uk/about-us/
131	Alissa	UK	Hampshire, United Kingdom	CDMO	Alissa Pharma is a pharmaceutical company based in the UK, specializing in Contract Development and Manufacturing Organization (CDMO) services across Europe, with a notable presence in Spain. They focus on providing comprehensive services in the pharmaceutical manufacturing sector, leveraging their expertise to support various stages of drug development and production.	Oncology, CNS, Cardiovascular, Infectious Diseases, Gastroenterology, Endocrinology	2022 Revenue: £4.3 million	https://www.alissahealthcare.com/
132	Bluefish	Sweden	Stockholm, Sweden	CDMO	Bluefish Pharmaceuticals is a Swedish pharmaceutical company known for its presence in the generic and specialty pharmaceutical markets. They focus on providing affordable and high-quality medicines across various therapeutic areas. While they are primarily based in Sweden, their involvement in Contract Development and Manufacturing Organization (CDMO) services extends to Europe, including operations in Spain. This strategic presence allows Bluefish Pharma to cater to a broader market while maintaining a strong focus on delivering pharmaceutical solutions that meet international standards.	Cardiovascular Diseases, Central Nervous System (CNS), Dermatology, Infectious Diseases, Oncology, Respiratory Diseases, Women's Health	Revenue: SEK 1.4 billion	https://bluefishpharma.com/
133	Sunwave	Romania	Bucharest, Romania	CDMO	Sunwave Pharma is a pharmaceutical company based in Romania, specializing in Contract Development and Manufacturing Organization (CDMO) services primarily within Europe. Although they are based in Romania, they have a notable presence and operations in Spain as well. Sunwave Pharma focuses on providing CDMO solutions, which involve the development, manufacturing, and sometimes distribution of pharmaceutical products for other companies or organizations. This sector plays a crucial role in the pharmaceutical industry by enabling companies to leverage specialized expertise and infrastructure without investing in their own facilities.	Dermatology, Gynecology, Pain Management Nutrition, Respiratory, Neurology, Urology	2022 Revenue: \$11-16.5 million USD	https://sunwavepharma.com/en/

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
134	Xellia	Denmark	Copenhagen, Denmark	CDMO	Xellia Pharmaceuticals is a global specialty pharmaceutical company dedicated to providing important anti-infective treatments against serious and often life-threatening infections. Founded in Denmark, Xellia has established a significant presence in the Contract Development and Manufacturing Organization (CDMO) sector across Europe, including operations in Spain. Their focus on CDMO services in Spain underscores their commitment to supporting pharmaceutical companies with expertise in manufacturing and development solutions tailored to the European market's needs.	Infectious Disease, Oncology, Immunology, Rare Disease	Revenue: DKK 2.4 billion	https://www.xellia.com/about-us/our-sites/copenhagen
135	Mayoly	Spain	Madrid, Spain	CDMO	Mayoly is a pharmaceutical company based in Spain, They specialize in providing Contract Development and Manufacturing Organization (CDMO) services across Europe. Mayoly Spindler focuses on offering comprehensive solutions in pharmaceutical development and manufacturing, catering to various therapeutic areas and supporting clients with their expertise in CDMO services. Their operations in Spain contribute to their broader capabilities in the European pharmaceutical market.	Gastroenterology, Hepatology, Infectious Disease, Immunology, Respiratory, Rare Disease	Revenue: €150 million	https://www.infoempresa.com/en-in/es/company/mayoly-spindler-espana-sl
136	Ferrer	Spain	Barcelona, Spain	CDMO	Ferrer is a pharmaceutical company based in Spain, known for its significant presence in the healthcare sector across Europe. They are actively involved in CDMO (Contract Development and Manufacturing Organization) services, offering comprehensive support in pharmaceutical development and manufacturing. Ferrer combines extensive industry experience with cutting-edge technologies to deliver high-quality solutions tailored to the needs of their clients. Their expertise spans various therapeutic areas, contributing to the advancement of healthcare through innovative pharmaceutical products and services.	Neurology, Cardiovascular, Gastroenterology, Dermatology, Women's Health, Pain Management, Rare Diseases	Revenue: €1.45 billion	https://ferrer.com/en
137	Faes	Spain	Leioa, Spain	CDMO	Faes Farma, based in Spain, is a pharmaceutical company known for its expertise in Contract Development and Manufacturing Organization (CDMO) services across Europe. Established with a strong foundation in Spain, Faes Farma has expanded its capabilities in pharmaceutical development, manufacturing, and distribution, serving both local and international markets. Their commitment to quality and innovation in CDMO services positions them as a key player in the European pharmaceutical industry landscape.	Respiratory Diseases, Allergies, Dermatology, Gastroenterology, Cardiovascular Health, Musculoskeletal Disorders	Revenue: €150-200 million	https://faesfarma.com/en/
138	Crescent	UK	Basingstoke UK	CDMO	Crescent, a prominent player in the pharmaceutical industry, operates in the UK and specializes in Contract Development and Manufacturing Organization (CDMO) services across Europe. As a leading CDMO provider, Crescent offers comprehensive capabilities in drug development, manufacturing, and packaging, serving a wide range of pharmaceutical companies across the continent. Their expertise spans various therapeutic areas, ensuring high-quality and compliant solutions tailored to the specific needs of their clients. Crescent's presence in the UK underscores its strategic position within Europe's pharmaceutical manufacturing landscape, contributing significantly to the industry's growth and innovation.	Oncology, Neurology, Cardiology, Endocrinology, Infectious Diseases, Respiratory, Dermatology, Gastroenterology	Revenue: £50-70 million	https://www.crescentpharma.com/about-us/#:~:text=Our%20UK%20Presence,and%20presence%20across%20the%20UK,
139	Egis	Hungary	Budapest, Hungary	CDMO	Egis Pharmaceuticals PLC, based in Budapest, Hungary, is a prominent player in the pharmaceutical industry, particularly known for its comprehensive CDMO (Contract Development and Manufacturing Organization) services across Europe. Egis specializes in offering end-to-end solutions for drug development and manufacturing, catering to a wide range of pharmaceutical needs. With a strong commitment to quality and innovation, Egis Pharmaceuticals PLC continues to be a key partner for various pharmaceutical .	Cardiovascular diseases, CNS, Oncology, Respiratory, Gastroenterology, Pain Management, Women's Health, Dermatology, Infectious Diseases, Endocrinology	Revenue: HUF 150-200 billion	https://int.egis.health/

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
140	Neogen	Belgium	Ghent, Belgium	CDMO	Neogen is a pharmaceutical company that operates in Belgium, specializing in CDMO (Contract Development and Manufacturing Organization) services across Europe. As a CDMO provider, Neogen offers a range of services including drug development, manufacturing, and packaging solutions tailored to the needs of pharmaceutical companies. Their expertise in Belgium contributes to the region's pharmaceutical industry by providing essential support in the development and production of medications and healthcare products.	Oncology, CNS, Cardiovascular, Infectious Diseases, Autoimmune Disorders, Endocrinology, Respiratory, Dermatology, Gastroenterology, Pain Management	Revenue: €20-30 million	https://www.neogen.com/industries/pharmaceutical-biotech/
141	Famar	Greece	Athens, Greece	CDMO	Famar is a leading Contract Development and Manufacturing Organization (CDMO) based in Athens, Greece, with a significant presence in Europe. Established in 1949, Famar specializes in providing comprehensive pharmaceutical manufacturing and development services to pharmaceutical companies worldwide. The company offers a wide range of services including formulation development, manufacturing of various dosage forms, packaging, and analytical services.	CVS, CNS, Gastrointestinal Disorders, Endocrinology, Oncology, Respiratory Health, Dermatology, Pain Management, Infectious Diseases, Nutraceuticals	Revenue: €100-150 million	https://www.famar-group.com/
142	Grifols	Spain	Barcelona, Spain	CDMO	It is a global healthcare company specializing in plasma-derived medicines, diagnostics, and hospital pharmacy products. It also operates in the field of Contract Development and Manufacturing Organization (CDMO) services across Europe. Grifols' CDMO services cater to pharmaceutical and biotech companies, offering expertise in contract manufacturing, development, and packaging of various pharmaceutical products. With a strong presence in Spain and a global reach, Grifols plays a significant role in advancing healthcare through innovative therapies and reliable manufacturing solutions.	Immunology, Hematology, Neurology, Critical Care, Transplantation, Pulmonology, Infectious Diseases	2023 Revenue : €5.8 billion	https://www.grifols.com/en/home
143	Basi	portugal	Lisbon, Portugal	CDMO	It is a prominent player in the field of Contract Development and Manufacturing Organization (CDMO) services in Europe. Specializing in pharmaceutical manufacturing, Basi offers comprehensive services ranging from drug development to commercial production. Their operations are strategically located in Portugal, contributing to the region's pharmaceutical industry with expertise in CDMO tailored to meet the needs of various global markets.	Cardiovascular diseases, CNS, Oncology, Infectious diseases, Respiratory diseases, Gastrointestinal disorders, Endocrine disorders	Revenue: €50-70 million	https://www.basi.pt/en/
144	Liberia	Netherlands	Amsterdam, Netherlands	CDMO	Liberia is a prominent Contract Development and Manufacturing Organization (CDMO) headquartered in the Netherlands. The company is renowned for its comprehensive range of services tailored to the pharmaceutical and biotechnology sectors. With a strategic presence in Europe, Liberi plays a pivotal role in the development and manufacturing of pharmaceuticals, focusing on delivering high-quality, cost-effective solutions to its clients.	Oncology, Cardiovascular, Neurology, Immunology, Infectious Diseases, Endocrinology, Rare Diseases	Revenue: €20-30 million	https://www.privacyshield.gov/ps/article?id=Liberia-Pharmaceuticals-Medical-Equipment
145	pliva	Croatia		CDMO	PLIVA, a distinguished pharmaceutical company headquartered in Zagreb, Croatia, has established itself as a key player in the European Contract Development and Manufacturing Organization (CDMO) sector. Founded in 1921, PLIVA boasts a rich history and is renowned for its expertise in both active pharmaceutical ingredients (APIs) and finished dosage forms (FDFs). PLIVA's long-standing commitment to innovation, quality, and customer-focused services underscores its reputation as a trusted CDMO in Europe.	Anti-Infectives, CNS, Cardiovascular, Gastrointestinal, Respiratory, Pain Management, Oncology, Metabolic Disorders, Women's Health, Dermatology, Ophthalmology	Revenue: HRK 5-6 billion	https://www.pliva.hr/
146	Aristo	Germany	Berlin, Germany	CDMO	Aristo Pharma, headquartered in Germany, is a prominent pharmaceutical company specializing in Contract Development and Manufacturing Organization (CDMO) services. Known for its expertise in manufacturing and development across various therapeutic areas, Aristo Pharma plays a significant role in the pharmaceutical industry, particularly in Europe.	Cardiovascular, Central Nervous System (CNS), Anti-infectives, Gastrointestinal, Respiratory, Pain Management, Dermatology, Gynecology, Urology, Oncology	Revenue: €100-150 million	https://www.aristo-pharma.de/en

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
147	HELM	Spain	Hamburg, Germany	CDMO	HELM AG, a global chemical and pharmaceutical company based in Germany, has a significant presence in Spain through its subsidiary HELM Pharma. This division specializes in Contract Development and Manufacturing Organization (CDMO) services, offering comprehensive support in the development, manufacturing, and packaging of pharmaceutical products. HELM Pharma leverages its expertise and state-of-the-art facilities to partner with pharmaceutical companies, providing tailored solutions across various therapeutic areas. Their operations in Spain contribute to the company's international footprint in the pharmaceutical manufacturing sector.	Oncology, Neurology, Cardiovascular, Infectious Diseases, Immunology, Respiratory, Dermatology, Endocrinology, Gastroenterology, Ophthalmology	Revenue: €200-300 million	https://www.helmiberica.com/
148	Welding	Germany	Hamburg, Germany	CDMO	Welding Pharma is a German-based pharmaceutical company that specializes in CDMO (Contract Development and Manufacturing Organization) services. As a CDMO, Welding Pharma supports the pharmaceutical industry by providing a range of services that include drug development, manufacturing, packaging, and distribution. They cater to pharmaceutical companies looking to outsource these critical functions, offering expertise and infrastructure to accelerate the development and production of drugs. Their presence in Germany likely benefits from the country's strong pharmaceutical industry and regulatory environment, supporting high-quality standards in pharmaceutical manufacturing.	Oncology, Immunology, Cardiovascular diseases, Infectious diseases, Neurology, Endocrinology, Respiratory diseases, Rare diseases	Revenue: €50-70 million	https://welding.eu/en/
149	Unimedic	Sweden	Solna, Sweden	CDMO	Unimedic Pharma AB, based in Sweden, is a prominent Contract Development and Manufacturing Organization (CDMO) in Europe. Specializing in pharmaceutical manufacturing and development services, Unimedic Pharma AB offers a range of capabilities including formulation development, manufacturing of sterile injectables, packaging solutions, and regulatory support. With a strong presence in Sweden, Unimedic Pharma AB is known for its commitment to quality, innovation, and customer satisfaction, serving pharmaceutical companies across Europe and beyond.	Oncology, Critical Care, Anesthesia, Neurology, Infectious Diseases, Cardiovascular, Gastroenterology, Respiratory	Revenue: SEK 500-600 million	https://www.pharmaceutical-technology.com/contractors/contract-manufacturers/unimedic-pharma/
150	EQL	Sweden	Stockholm, Sweden	CDMO	EQL Pharma is a pharmaceutical company based in Sweden, specializing in Contract Development and Manufacturing Organization (CDMO) services across Europe. They are known for their expertise in providing comprehensive solutions in drug development, manufacturing, and supply chain management for various pharmaceutical products. EQL Pharma focuses on delivering high-quality, cost-effective solutions to support the needs of their clients in the pharmaceutical industry. Their operations contribute significantly to the pharmaceutical landscape in Sweden and beyond, emphasizing innovation and reliability in CDMO services.	Cardiovascular Diseases, Central Nervous System, Oncology, Infectious Diseases, Dermatology, Endocrinology, Respiratory, Gastroenterology, Urology, Rheumatology	Revenue: SEK 200-300 million	https://eqlpharma.com/en/
151	Euro-Link	UK	Luton, UK	CDMO	Euro-Link is a prominent player in the CDMO (Contract Development and Manufacturing Organization) sector, with operations based in the United Kingdom. Specializing in providing comprehensive CDMO services across Europe, Euro-Link offers a range of capabilities from early-stage development through to commercial manufacturing. The company is known for its expertise in various therapeutic areas and its commitment to delivering high-quality pharmaceutical solutions tailored to meet the specific needs of its clients. With its strategic location in the UK, Euro-Link contributes significantly to the pharmaceutical industry's supply chain in Europe, supporting innovation and production across diverse healthcare markets.	Cardiology, Orthopedics, Neurology, Dermatology, Gastroenterology, Ophthalmology, Urology, Oncology, Respiratory	Revenue: £10-20 million	http://euro-linkpharma.co.uk/

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152	AET	Germany	Hamburg, Germany	CDMO	AET Pharma, based in Germany, specializes in Contract Development and Manufacturing Organization (CDMO) services within the pharmaceutical industry. As a CDMO, AET Pharma offers comprehensive support ranging from drug development and formulation to manufacturing and packaging. They cater to pharmaceutical companies seeking expertise in efficiently bringing new drugs to market or optimizing existing formulations. AET Pharma's operations are centered around providing high-quality and reliable services to enhance their clients' capabilities in the competitive pharmaceutical landscape.	Oncology, Cardiovascular Diseases, CNS, Infectious Diseases, Autoimmu, Respiratory Diseases, Gastroenterology, Rare Diseases, Dermatology	Revenue: \$55.5 million	https://rocketreach.co/aet-laboratories-subsidary-of-alfredetiefenbacher-germany-profile_b5d235baf42e3bec
153	Synthon	Netherlands	Nijmegen, Netherlands	CDMO	Synthon is a pharmaceutical company based in the Netherlands, known for its expertise in Contract Development and Manufacturing Organization (CDMO) services across Europe. Established in 1991, Synthon has grown to become a prominent player in the pharmaceutical industry, focusing on the development and production of complex generic and biopharmaceutical products. With a strong emphasis on innovation and quality, Synthon offers comprehensive CDMO solutions, including formulation development, analytical services, and commercial manufacturing, catering to the needs of pharmaceutical companies worldwide. Their commitment to advancing healthcare through cutting-edge pharmaceutical solutions underscores their pivotal role in the CDMO sector in Europe.	Oncology, Autoimmune Diseases, Neurology, Cardiovascular Diseases, Central Nervous System (CNS), Pain Management, Respiratory Diseases	Revenue: 250 million euros	https://www.synthon.com/
154	Advanz	UK	London, United Kingdom	CDMO	Advanz Pharma, headquartered in the UK, is a pharmaceutical company that operates within the realm of Contract Development and Manufacturing Organization (CDMO) services across Europe. Their expertise spans various aspects of pharmaceutical development and manufacturing, offering comprehensive solutions to meet the needs of the healthcare industry. Advanz Pharma is known for its commitment to high-quality standards and innovation in pharmaceutical manufacturing, catering to both generic and specialty pharmaceutical markets.	Cardiovascular, Central Nervous System (CNS), Endocrinology, Gastroenterology, Oncology, Respiratory, Women's Health	Revenue: £150-200 million	https://www.advanzpharma.com/
155	Wavelength	Germany	Germany	CDMO	Wavelength Pharma, based in Germany, specializes in Contract Development and Manufacturing Organization (CDMO) services within the pharmaceutical industry. They offer comprehensive solutions ranging from drug development and formulation to manufacturing and packaging. Wavelength Pharma is known for its advanced capabilities in supporting pharmaceutical companies in bringing their products to market efficiently and effectively. Their expertise lies in delivering high-quality, customized services that meet the stringent regulatory standards of the pharmaceutical sector.	Oncology, Neurology, Cardiovascular, Infectious Diseases, Immunology, Endocrinology, Respiratory, Gastroenterology, Rare Diseases, Dermatology	Revenue: €50-70 million	https://www.wavelengthpharma.com/
156	Inovexa	Bulgaria	Sofia, Bulgaria	CDMO	It is a prominent Contract Development and Manufacturing Organization (CDMO) known for delivering comprehensive pharmaceutical solutions. Specializing in drug formulation, process development, and commercial manufacturing, Inovexa provides end-to-end services that encompass the entire product lifecycle. The company excels in custom formulation, analytical testing, clinical trial manufacturing, and large-scale commercial production. By maintaining stringent quality standards and leveraging advanced technologies, Inovexa ensures compliance with international regulations. Committed to innovation and client satisfaction, Inovexa Pharma is a strategic partner for pharmaceutical companies aiming to bring high-quality, life-saving medications to market efficiently. With a focus on expanding its service portfolio and enhancing technological capabilities, Inovexa Pharma is positioned to be a leading CDMO in Europe.	Cardiovascular, Oncology, Central Nervous System (CNS), Respiratory, Gastrointestinal, Metabolic Disorders, Infectious Diseases, Dermatology, Pain Management, Women's Health, Rare Diseases, Immunology	Revenue: €20-30 million	https://www.inovexa.eu/

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
157	Fulton	Italy	Marconi, Italy	CDMO	Fulton Pharma, based in Italy, specializes in Contract Development and Manufacturing Organization (CDMO) services within the pharmaceutical industry. As a leading player in the field, Fulton Pharma offers comprehensive solutions in the development, manufacturing, and packaging of pharmaceutical products. Their expertise spans across various therapeutic areas, catering to both large pharmaceutical companies and emerging biotech firms seeking reliable CDMO partners. With a commitment to quality, innovation, and regulatory compliance, Fulton Pharma plays a crucial role in supporting the global pharmaceutical supply chain by delivering tailored solutions that meet the highest industry standards.	Oncology, Cardiology, Neurology, Infectious Diseases, Endocrinology, Rheumatology, Gastroenterology, Dermatology	Revenue: €30-40 million	https://www.fulton.it/en/about-us
158	Biofarm	Poland	Poznań, Poland	CDMO	Biofarm Pharma is a prominent pharmaceutical company based in Poland, specializing in Contract Development and Manufacturing Organization (CDMO) services. Established with a focus on providing comprehensive solutions in drug development and manufacturing, Biofarm Pharma leverages its expertise to support various stages of pharmaceutical production for both domestic and international markets. The company is recognized for its commitment to quality, innovation, and customer satisfaction in the pharmaceutical industry.	Cardiovascular Diseases, Central Nervous System Disorders, Respiratory Diseases, Gastrointestinal Disorders, Oncology, Infectious Diseases, Endocrinology, Dermatology, Nutrition and Metabolism	Revenue: PLN 500-600 million	https://www.biofarm.pl/en/
159	Hasco-Lek	Poland	Wrocław, Poland	CDMO	Hasco-Lek Pharma, based in Poland, is a prominent player in the pharmaceutical industry, specializing in Contract Development and Manufacturing Organization (CDMO) services. The company leverages its extensive expertise and state-of-the-art facilities to provide comprehensive pharmaceutical manufacturing solutions. Hasco-Lek Pharma is known for its commitment to quality and innovation, offering a range of services that include formulation development, analytical testing, and commercial manufacturing. With a focus on meeting global regulatory standards, Hasco-Lek Pharma serves as a trusted partner for pharmaceutical companies looking to outsource their manufacturing needs while ensuring reliability and efficiency in production.	Cardiovascular Diseases, Central Nervous System, Respiratory Diseases, Gastrointestinal Disorders, Oncology, Infectious Diseases, Endocrinology, Dermatology	Revenue: PLN 1-2 billion	https://www.hasco-lek.pl/en/
160	Italpharmaco	Italy	Milan, Italy	CDMO	Italpharmaco is a pharmaceutical company based in Italy, specializing in Contract Development and Manufacturing Organization (CDMO) services. Established in Italy, Italpharmaco leverages its expertise in pharmaceutical manufacturing and development to support various aspects of the drug development process for its clients. The company is known for its capabilities in providing customized manufacturing solutions, including formulation development, analytical testing, and regulatory support, catering to the pharmaceutical industry's diverse needs.	Oncology, Central Nervous System (CNS), Cardiovascular, Metabolic Disorders, Infectious Diseases, Respiratory, Dermatology	Revenue: €100-150 million	https://www.italfarmaco.it/en-us/
161	Antibiotice	Romania	Iași, Romania	CDMO	Antibiotice Pharma is a pharmaceutical company based in Romania, specializing in the manufacturing of antibiotics and other pharmaceutical products. Founded in 1955, Antibiotice S.A. has established itself as a key player in the pharmaceutical industry, particularly in the production of generic antibiotics, active pharmaceutical ingredients (APIs), and finished dosage forms. This involves offering its manufacturing facilities and expertise to other pharmaceutical companies for the development, manufacturing, and packaging of pharmaceutical products. This CDMO service allows Antibiotice Pharma to leverage its infrastructure and regulatory expertise to support the needs of global pharmaceutical markets.	Infectious Disease, Respiratory, CVS, Rare Disease, Gastroenterology	Revenue: RON 500-600 million	https://www.antibiotice.ro/en/

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
162	Be Pharma	Slovenia	Ljubljana, Slovenia, EU	CDMO	Be Pharma is a Slovenian pharmaceutical company specializing in Contract Development and Manufacturing Organization (CDMO) services. Founded in Slovenia, Be Pharma has established itself as a key player in the pharmaceutical industry, offering comprehensive CDMO solutions that encompass development, manufacturing, and regulatory support. The company is known for its expertise in producing a wide range of pharmaceutical products, tailored to meet the specific needs of its clients globally. Through its innovative approach and commitment to quality, Be Pharma continues to expand its footprint in the pharmaceutical outsourcing market, contributing significantly to the industry's growth and advancement.	Cardiovascular Diseases, Oncology, Neurology, Infectious Diseases, Gastrointestinal Disorders, Respiratory Diseases, Dermatology, Endocrinology, Rheumatology, Pain Management, Immunology, Ophthalmology, Urology	Revenue: €50-70 million	http://be-pharma.si/
163	Activet	Germany	Krefeld, Germany	CDMO	Activet Pharma is a Germany-based Contract Development and Manufacturing Organization (CDMO) specializing in pharmaceutical manufacturing and development services. Founded to cater to the growing demand for outsourced pharmaceutical production, Activet Pharma offers a range of services including formulation development, analytical testing, clinical trial manufacturing, and commercial production of pharmaceutical products. Known for its state-of-the-art facilities and adherence to international quality standards, Activet Pharma collaborates with pharmaceutical companies worldwide to accelerate the delivery of new medications to market.	Oncology, Neurology, Cardiology, Immunology, Endocrinology, Infectious Diseases, Gastroenterology, Dermatology, Respiratory, Pain Management	Revenue: €20-30 million	https://www.activet.de/en/company-home.html
164	Neuraxpharm	Germany	Langenfeld, Germany	CDMO	Neuraxpharm is a pharmaceutical company headquartered in Germany, specializing in the development, manufacturing, and distribution of pharmaceutical products. As a Contract Development and Manufacturing Organization (CDMO), Neuraxpharm offers comprehensive services in drug development and production to support the pharmaceutical industry. The company focuses on providing high-quality medications and innovative solutions across various therapeutic areas, aiming to improve patient outcomes and meet market demands globally.	Central Nervous System (CNS) disorders, Neurology, Pain management, Psychiatry	Revenue: €150-200 million	https://www.neuraxpharm.com/
165	Vir	Spain	Madrid, Spain	CDMO	Vir Pharma is a pharmaceutical company based in Spain, specializing in Contract Development and Manufacturing Organization (CDMO) services. As a CDMO provider, Vir Pharma offers comprehensive services in drug development, manufacturing, and packaging solutions tailored to the needs of pharmaceutical companies worldwide. The company leverages its expertise and state-of-the-art facilities to support the pharmaceutical industry in bringing innovative medicines to market efficiently and effectively. Vir Pharma is known for its commitment to quality, reliability, and customer satisfaction in the pharmaceutical manufacturing sector.	Infectious Disease, Oncology, immunology, Rare Disease	Revenue: €50-70 million	https://vir.es/en/
166	Helm	Germany	Hamburg, Germany	CDMO	Helm AG is a global chemical and pharmaceutical company headquartered in Hamburg, Germany. It operates primarily in the field of chemicals, pharmaceuticals, and crop protection. In the realm of Contract Development and Manufacturing Organization (CDMO) services, Helm offers expertise in chemical and pharmaceutical manufacturing, providing tailored solutions for the development and production of active pharmaceutical ingredients (APIs) and intermediates. Their operations in Germany reflect their commitment to innovation and high-quality manufacturing standards within the pharmaceutical industry.	Oncology, Cardiovascular Diseases, Central Nervous System (CNS), Infectious Diseases, Immunology, Respiratory Diseases, Gastroenterology, Dermatology	Revenue: €200-300 million	https://www.helmag.com/

S. No	Company	Country	Headquarter	Category	Company Detail	Product list/ Top therapeutic category	Company size / Revenue	Link
167	Delpharm	France	Lyon, France	CDMO	Delpharm is a prominent French pharmaceutical company specializing in Contract Development and Manufacturing Organization (CDMO) services. Established in 1990, Delpharm has grown to become one of the leading CDMO providers in Europe. The company offers a wide range of services, including drug development, manufacturing, packaging, and regulatory support across various therapeutic areas. Delpharm operates multiple manufacturing sites across France and has expanded its presence internationally through strategic partnerships and acquisitions. Known for its expertise in pharmaceutical manufacturing and adherence to high-quality standards, Delpharm plays a crucial role in supporting both large pharmaceutical companies and biotech startups in bringing their products to market efficiently and safely.	Oncology, Central Nervous System (CNS), Cardiovascular, Endocrinology, Respiratory, Dermatology, Gastroenterology, Infectious Diseases, Ophthalmology, Women's Health	Revenue: €100-150 million	https://www.delpharm.com/en/
168	Lonza	Switzerland	Basel, Switzerland	CDMO	Lonza Pharma is a leading global company based in Switzerland, specializing in Contract Development and Manufacturing Organization (CDMO) services within the pharmaceutical and biotechnology sectors. With headquarters in Basel, Switzerland, Lonza Pharma offers a comprehensive range of services including drug substance development, manufacturing, and testing, as well as drug product development and manufacturing. The company is renowned for its expertise in providing integrated solutions for both small molecules and biologics, supporting the entire lifecycle of pharmaceutical products from early development to commercialization. Lonza's commitment to innovation, quality, and global regulatory compliance makes it a trusted partner for pharmaceutical companies worldwide.	Oncology, Neurology, Cardiovascular and Metabolic Diseases, Infectious Diseases, Immunology, Respiratory Diseases, Rare Diseases, Gastroenterology, Dermatology, Ophthalmology	Revenue: CHF 4-5 billion	https://www.lonza.com/
169	Siegfried	Switzerland	Zofingen, Switzerland	CDMO	Siegfried Pharma, headquartered in Switzerland, is a prominent player in the pharmaceutical industry, particularly known for its expertise in Contract Development and Manufacturing Organization (CDMO) services. Founded in 1873, Siegfried has established itself as a reliable partner for pharmaceutical companies worldwide, offering a range of services from development to manufacturing. The company operates multiple facilities globally, leveraging Swiss quality standards and advanced technologies to support the production of active pharmaceutical ingredients (APIs) and finished dosage forms. Siegfried Pharma's commitment to innovation and high-quality standards has positioned it as a key player in the CDMO sector.	Cardiovascular Diseases, Central Nervous System, Oncology, Anti Infectives, Respiratory Diseases	Revenue: CHF 1-2 billion	https://www.siegfried.ch/
170	Vetter	Germany	Ravensburg, Germany	CDMO	Vetter Pharma is a leading Contract Development and Manufacturing Organization (CDMO) based in Ravensburg, Germany. Established in 1950, Vetter specializes in a range of services including aseptic filling and packaging of injectable drugs for pharmaceutical and biotech companies worldwide. The company is known for its advanced manufacturing facilities and expertise in handling complex compounds, offering comprehensive solutions from early development through to commercial production. Vetter Pharma's commitment to quality and innovation has made it a trusted partner in the pharmaceutical industry, contributing significantly to the global supply chain of critical medications.	Oncology, Neurology, Immunology, Infectious Diseases, Rare Diseases, Cardiovascular, Endocrinology, Dermatology	Revenue: €500-600 million	https://www.vetter-pharma.com/en/

Conclusion

My internship at Morepen Laboratories Ltd. in the API Division has been an invaluable experience that provided deep insights into international marketing and market research within the pharmaceutical industry. The primary focus of my project was to conduct comprehensive market research across various European companies, gathering detailed information on their therapeutic areas, revenues, headquarters, names, and countries.

Throughout this internship, I had the opportunity to apply my academic knowledge in a real-world setting, enhancing my understanding of market dynamics and the competitive landscape in the API sector. By analyzing the data collected, I gained a better understanding of how different companies operate, their strategic positioning, and their contributions to the pharmaceutical industry.

The process of gathering and analyzing information from diverse sources helped me develop crucial skills in data collection, organization, and interpretation. Additionally, it provided me with a broader perspective on the challenges and opportunities in international marketing, particularly within the European context. This data is helpful for the market growth and capturing the market.

Reporting Format

(Weekly)

Name of the Organization: Morepen laboratory Ltd.

Area/ Department/ Project of Summer Internship Program: Marketing DepartmentName

of the Student: Anjali Agarwal

Roll no: 0479

Stream: MBA-PM-15(Pharmaceutical Management)

Week no: 1st

From: Anjali Agarwal to Dr. Goutam Sadhu Sir.

Activity Done	☐ Understanding Marketing Basics: • Learned about marketing fundamentals, including strategies and methodologies. • Explored organizational culture and environments. • Reviewed presentations on business areas and operations. ☐ Research on CDMO, CMO, and CRO: • Collected data on Contract Development and Manufacturing Organizations (CDMO), Contract Manufacturing Organizations (CMO), and Contract Research Organizations (CRO). ☐ International (Europe) Marketing: • Focused on identifying major players in the European CDMO market. • Gathered data on companies including their size, revenue, headquarters, country, details, product lists, and top therapeutic categories
Linking theory (Classroom learning) with practice at your organization	☐ Theoretical Knowledge: • Applied marketing concepts and strategies learned in the classroom to real-world research. • Integrated understanding of organizational culture and marketing environments into your analysis. ☐ Practical Application: • Conducted comprehensive research on European CDMO companies. • Compiled detailed profiles of these companies, including critical business information and market positioning.

Gaps identified on the working area.	☐ Data Collection: • Difficulty in accessing comprehensive and up-to-date information for all CDMO companies. • Limited availability of revenue and detailed financial data for some organizations. ☐ Market Analysis: • Challenges in assessing market trends and competitive positioning without extensive market reports. • Need for deeper insights into the specific therapeutic areas and product pipelines of each company. ☐ Integration of Theory and Practice: • Bridging the gap between theoretical marketing strategies and their practical implementation in the CDMO sector. • Understanding the nuances of the European market and how it differs from other regions.
Suggestions for improvement	• Diverse Sources: Use subscription databases (Bloomberg, PitchBook) and industry reports (Frost & Sullivan). • Networking: Connect with professionals on LinkedIn and attend industry conferences. • Regulatory Data: Check national health agencies for reports.
Plan for the next week	Know about International Marketing and Europe Marketing in a Detail. How we target our Customer as well as how we enhance our Business.

Signature of the Student:- Anjali Agarwal

Approved by the IIHMR University's Mentor

On the last day of every week report in the above format should be submitted to the faculty mentor. Submission of total 8 reports in 8 weeks is compulsory. Each report should not be more than 2 pages

Reporting Format

(Weekly)

Name of the Organization: Morepen laboratory Ltd.

Area/ Department/ Project of Summer Internship Program: Marketing Department

Name of the Student: Anjali Agarwal

Roll no: 0479

Stream: MBA-PM-15(Pharmaceutical Management)

Week no: 2nd

From: Anjali Agarwal to Dr. Goutam Sadhu Sir

Activity Done	☐ API Generation: • Learned how Active Pharmaceutical Ingredients (APIs) are generated. • Reviewed necessary documents and guidelines for API production (pharmacopoeia guidelines: ICH, EU, BP, USP, IH). ☐ Pharmacopoeia Guidelines: • Studied pharmacopoeia guidelines (ICH, EU, BP, USP, IH) and their importance. • Collected Europe market data on API and CDMO. ☐ International Marketing: • Researched major players in the European CDMO market. • Gathered data on companies, including size, revenue, headquarters, country, details, product lists, and top therapeutic categories.
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Linking theory (Classroom learning) with practice at your organization	☐ Theoretical Knowledge: • Use marketing strategies and regulatory compliance concepts in your market research. • Implement statistical tools for data analysis. ☐ Practical Application : • Analyse case studies of CDMO companies. • Engage in practical internship projects to solve real business problems
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Suggestions for improvement	• Improve Report Quality • Enhance Practical Exposer • Enhance Data Collection
Plan for the next week	Know about Internation Marketing and Europe Marketing in a Detail. How we target our Customer aswell as how we enhance our Business.

Signature of the Student:- Anjali Agarwal

Approved by the IIHMR University's Mentor

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Submission of total 8 reports in 8 weeks is compulsory. Each report should not be more than 2 page*

Reporting Format (Weekly)

Name of the Organisation: Morepen laboratory Ltd.

Area/ Department/ Project of Summer Internship Program: Marketing

DepartmentName of the Student: Anjali Agarwal

Roll no: 0479

Stream: MBA-PM-15(Pharmaceutical Management)

Week no: 3rd

From:.....Anjali Agarwal.....to.....Dr. Goutam Sadhu Sir

Activity Done	• Basics knowledge of MS Excel • Business development steps (like how we get order and how we developed our business and also process & payment method in this process). • Inco-terms and their role and uses. • COA certificate, and their importance • Brand Acquiring the role or Marketing Manager
Linking theory (Classroom learning) with practice at your organisation	Yes, I learn Brand Acquiring in Marketing and this is Exactly similar to which I learn or practice at my organization.
Gaps identified on the working area.	Gap identified on the working area Morepen Lab customer and Sourcing Person etc.

Suggestions for improvement	• Improve Market Analysis • Improve Data Quality • Communicate with Professionals
Plan for the next week	Know about International Marketing and Europe Marketing in a Detail. How we target our Customer as well as how we enhance our Business.

Signature of the Student:- Anjali Agarwal

Approved by the IIHMR University's Mentor

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Reporting Format (Weekly)

Name of the Organization: Morepen laboratory Ltd.

Area/ Department/ Project of Summer Internship Program: Marketing Department

Name of the Student: Anjali Agarwal

Roll no: 0479

Stream: MBA-PM-15(Pharmaceutical Management)

Week no: 4th

From:.....Anjali Agarwal.....to.....Dr. Goutam Sadhu Sir

Activity Done	Incoterms Used in Export: understanding of International Commercial Terms (Incoterms) and their applications in export. Payment Terms in Export: Comprehensive study of various payment terms used in export transactions.
Linking theory (Classroom learning) with practice at your organization	- Understanding Incoterms - Payment Terms - Export Operations
Suggestions for improvement	- Continuous Learning - Exposure to real scenario - Practical Training
Plan for the next week	Know about International Marketing and Europe Marketing in a Detail. How we target our Customer as well as how we enhance our Business.
Gaps identified on the working area.	- Practical Application of Incoterms - Integration of Knowledge

Signature of the Student:- Anjali Agarwal

Reporting Format (Weekly)

Name of the Organization: Morepen laboratory Ltd.

Area/ Department/ Project of Summer Internship Program: Marketing Department

Name of the Student: Anjali Agarwal

Roll no: 0479

Stream: MBA-PM-15(Pharmaceutical Management)

Week no: 5th

From:.....Anjali Agarwal.....to.....Dr. Goutam Sadhu Sir

Activity Done	BCS (Biochemical Classification System) • Formulation Process • Formulation API Filing Process • How we get CEP document • API Segment in detail
Linking theory (Classroom learning) with practice at your organization	BCS (Biochemical Classification System): • Theory: Understanding solubility and permeability classes. • Practice: Apply BCS principles in formulation design and optimization, ensuring better drug delivery. Formulation API Filing Process: • Theory: Knowledge of documentation and regulatory requirements for API filing. • Practice: Participate in the filing process to understand the practical challenges and requirements for successful submissions. Obtaining CEP Documents: • Theory: Understanding the regulatory framework and criteria for CEP. • Practice: Involve in the preparation and submission of CEP applications to grasp the intricacies of the process.

Suggestions for improvement	• Enhanced Regulatory Knowledge • Practical Experience • Market and Competitor Analysis • Linking Theory with Practice
Plan for the next week	Know about International Marketing and Europe Marketing in a Detail. How we target our Customer as well as how we enhance our Business. And know about API and Formulation in Detail.
Gaps identified on the working area.	• Understanding Regulatory Requirements • Formulation Process • API Segment Insights • Integration of Theory and Practice

Signature of the Student:- Anjali Agarwal

Approved by the IIHMR University's Mentor

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Reporting Format (Weekly)

Name of the Organisation: Morepen laboratory Ltd.

Area/ Department/ Project of Summer Internship Program: Marketing Department

Name of the Student: Anjali Agarwal

Roll no: 0479

Stream: MBA-PM-15(Pharmaceutical Management)

Week no: 6th

From:.....Anjali Agarwal.....to.....Dr. Goutam Sadhu Sir

Activity Done	• Market Research • Data Collection of Europe Market • Working on my project which is CDMO based top companies in europe market.
Linking theory (Classroom learning) with practice at your organization	• Application of Marketing Concepts: • Apply marketing strategies and frameworks (e.g., SWOT, PEST) to analyze the CDMO market. • Use theoretical knowledge to identify and assess key market trends and competitive dynamics. • Real-World Experience: • Translate theoretical concepts into practical tasks such as data collection, market research, and analysis. • Gain insights from real-world case studies and live projects within your internship.
Suggestions for improvement	• Enhance Data Sources • Improve Market Analysis • Integrate Theory and Practice • Increase Practical Exposure • Improve Report Quality

Plan for the next week	Know about International Marketing and Europe Marketing in a Detail. How we target our Customer as well as how we enhance our Business. And know about API and Formulation in Detail.
Gaps identified on the working area.	• Incomplete Data: Difficulty in obtaining comprehensive and up-to-date information on all CDMO companies.

	• Market Analysis Depth: Limited insights into specific market trends, competitive positioning, and therapeutic areas. • Practical Application: Challenges in directly applying theoretical marketing strategies to the CDMO sector. • ☐ Resource Limitations: Lack of access to advanced data sources and market reports.
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Reporting Format

(Weekly)

Name of the Organisation: Morepen laboratory Ltd.

Area/ Department/ Project of Summer Internship Program: Marketing Department

Name of the Student: Anjali Agarwal

Roll no: 0479

Stream: MBA-PM-15(Pharmaceutical Management)

Week no: 7th

From:.....Anjali Agarwal.....to.....Dr. Goutam Sadhu Sir

Activity Done	• How we connect to customer through the E-mail • How we send response into the mail • How we talk to Customer • How we tackle situations etc....
Linking theory (Classroom learning) with practice at your organization	• Email Communication: • Theory: Understand the principles of effective business communication, including clarity, tone, and structure. • Practice: Apply these principles by crafting clear, concise, and professional emails. Use personalization to enhance engagement. • Response Management: • Theory: Learn about response time management and the importance of timely customer service. • Practice: Implement SLA guidelines and use templates to ensure quick and consistent responses. • Customer Interaction: • Theory: Study customer service best practices, including active listening, empathy, and conflict resolution. • Practice: Apply these skills during customer interactions to build rapport, understand needs, and resolve issues effectively.

Suggestions for improvement	• Customer Engagement • Response Management • Communication Skills • Feedback and Improvement
Plan for the next week	Know about International Marketing and Europe Marketing in a Detail. How we target our Customer as well as how we enhance our Business. And know about API and Formulation in Detail.
Gaps identified on the working area.	• Customer Engagement • Response Management • Communication Skills

Signature of the Student:- Anjali Agarwal

Approved by the IIHMR University's Mentor

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Reporting Format (Weekly)

Name of the Organisation: Morepen laboratory Ltd.

Area/ Department/ Project of Summer Internship Program: Marketing Department

Name of the Student: Anjali Agarwal

Roll no: 0479

Stream: MBA-PM-15(Pharmaceutical Management)

Week no: 8th

From:.....Anjali Agarwal.....to.....Dr. Goutam Sadhu Sir

Activity Done	• Collecting Research Data: Focused on European CDMO market. • Data Compilation: Created an Excel sheet with company details, including size, revenue, headquarters, products, and therapeutic categories.
Linking theory (Classroom learning) with practice at your organization	• Theoretical Knowledge: • Marketing Concepts: Apply marketing strategies and methodologies learned in the classroom to your research. • Organizational Understanding: Use insights into organizational culture and environments to guide your analysis. • Practical Learning: • Real-World Application: Conduct comprehensive research on European CDMO companies, compiling detailed profiles. • Market Trends: Utilize theoretical frameworks to analyze market trends and competitive dynamics.
Suggestion for improvement	• Data Collection • Enhance Market Analysis • Integrate Theory with Practice
Plan for the next week	No plans for the next week

Signature of the Student:- Anjali Agarwal

Approved by the IIHMR University's Mentor

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Submission of total 8 reports in 8 weeks is compulsory. Each report should not be more than 2 pages.*

