PROJECT REPORT
Market Overview of Global OTC Drug Market

SUBMITTED IN PARTIAL FULFILLMENT OF THE DEGREE MATERS IN BUSINESS ADMINISTRATION, HEALTH & HOSPITAL FROM IIIHMR UNIVERSITY.
FOR THE SESSION 2021-2022

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DECLARATION BY STUDENT

I hereby declare that this dissertation titled Market Overview of Global OTC Drug Market is the bonafide record of my original research work. I declare that it has not been submitted to any other university or institution for the award of any degree or diploma. Information derived from the published or unpublished work of others has been duly acknowledged in the text.

Simran Rattan
02/04/2022

CERTIFICATE

This is to certify that Ms. Simran Rattan in partial fulfillment of the requirements for the award of the degree of MBA (Hospital and Health Management) from the IIHMR University, Jaipur has successfully completed her internship at Healthark Insights Wellness Solutions LLP during March 22, 2022 to June 19, 2022.

Sincerely,
Amol Pandya
HR Manager
Healthark Insights

CERTIFICATE

This is to certify that dissertation titled Market Overview of Global OTC Drug Market is a record of the research work undertaken by Simran Rattan in partial fulfillment of the requirements for the award of the degree of MBA Hospital and Health Management from the IIHMR University, Jaipur under my guidance and supervision and her approach to the research study has been sincere, scientific, and analytical

Faculty Guide:- Seema Mehta
IIHMR University, Jaipur
Date

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INDIAN INSTITUTE OF HEALTH MANAGEMENT RESEARCH

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1.ABOUT ORGANIZATION
1.1 HEALTHARK INSIGHTS

Healthark insights was established in 2016, by a team of consultants from top-tier strategy firms, with a cumulative experience of 100+ years. Over the last few years, healthark has developed a team of experts from diverse fields such as consulting, pharma, medicine, medical devices and digital health as well as public health and management with a common vision to cater to the healthcare and life sciences industry, along with a relentless focus on delivering executable solutions. They help customers make critical decisions every day through expertise that combines deep domain knowledge, rigorous research and analysis, understanding of markets, technology and experience. With there experience and expertise we not only provide insights, but also work closely with our clients to execute the strategy that we have helped develop

2. INTRODUCTION:-

Non-prescription pharmaceuticals are often known as over-the-counter (OTC) medications. These medications are available for purchase by the general public without a prescription from a physician and are approved for use outside of the doctor's office. In terms of regional competitive advantages and dynamics, the research will reveal a number of paradigm shifts in the industry under investigation. To make decision-making simple, key vendor analysis, new products, and advances are also presented. The market will be investigated comprehensively from both the supply- and demand-side viewpoints. This study will examine long-term market trends; the identification of market-influencing factors is based on the basics of the market under investigation. Endogenous and externally derived elements will be discovered through secondary research, converted to number data through data extraction, and used for derivable reasoning.

The market analysis has been divided into cold, cough, and flu products based on product type. It has been possible to assess and predict the market size in the future by taking into account a wide range of elements, including demographic trends, governmental policies, economic cycles, and market-specific microeconomic impacts. The research also offers a thorough analysis of the market's major obstacles, opportunities, and drivers.

Research Question

What are the factors that contribute to market growth of OTC market dugs?

Research Objectives

- To assess the market size, trends, opportunities and challenges of OTC market globally
- To study the key market players, market segments and to market restraints and market growth drivers

2.1 RESEARCH METHODOLOGY :-

The procedure taken is pretty structured and involves a two staged process:

STEP 1:-

Quantity, review period estimation, and market engineering for the projected term. Numerous bottom-up and top-down methods are used to estimate the sizes..

STEP 2:-

The bottom-up approach includes understanding the area of application, value and value chain, and end-user demand. After that, these variables are cross-validated using both secondary and primary sources.

The market is investigated holistically from both the supply and demand sides. In the initial stage, significant secondary research was conducted first. Secondary data is gathered from a variety of databases, including those belonging to journals, associations, industry groups, corporate annual reports, and whitepapers, all of which are respected by professionals in the field. A thorough discussion guide had to be created for the second stage. The major goal was to gather quality market intelligence from influential industry players. The discussion guide aids in the identification of key market segments by providing information on market factors, such as market drivers, restraints, and challenges, key economic factors, interactions between significant market participants, supply-side and value chain structure, the bottom-up or top-down nature of the market, the competitive environment, recent long- and short-term strategic developments, and the market shares of key players.

3.REVIEW OF LITERATURE

Author (years)	TITLE	Research Design	Salient Features
Dr. Issahaku Salifu (FCCA) Faculty of Business – Tamale Technical University, P. O. Box 3, E/R, Tamale, Northern Region, Ghana. Adjunct Head of Department of Accounting - Regentropfen College of Applied Sciences, Kanso, Upper East Region, Ghana., 2018	THE ROLE OF OVER-THE-COUNTER (OTC) DERIVATIVES IN GLOBAL FINANCIAL CRISIS AND CORPORATE FAILURES IN RECENT TIMES AND ITS REGULATORY IMPACTS	Descriptive	The global financial crisis that plunged economies throughout the world into recession demonstrated that a number of reasons contributed to this tragic economic collapse. The study also revealed that different opinions about OTC's role in the financial crisis and company failures are held by different academics, analysts, pundits, and other key stakeholders.. However, what is conclusive from this research is that while the OTC may not have been the only factor in the financial crisis and corporate failures, it did play a significant role in the development of systemic risk in the financial markets prior to 2007 and in the spread of volatility during the crisis across all international financial markets. This was primarily caused

			by the opaqueness, scale, and complexity of the over-the-counter (OTC) markets, which made a significant contribution to the development of systemic vulnerabilities throughout the global financial system.
Pran Gopal Saha Research Scholar, Dept. of Management, Monad University, Hapur, Uttar Pradesh	Indian OTC Drug Market: Opportunities and Challenges	Descriptive Study	The idea behind promoting OTC in a company's perspective was to find a new market segment that can be exploited for the company's marketing efforts when the growth of its products or brands reaches a plateau. The noteworthy that all of Ranbaxy Labs Ltd.'s brands that are now Over The Counter were originally on the list of recommended medications. In the recent OTC medications have flourished for decades. The issue is that this success might encourage unethical behavior such as the introduction of drugs without appropriate testing under the category of OTC. As soon as the sales figure reached a tipping point, the company thought to place this product.. By using the illustration of Revital, it can be conveyed more clearly. Revital was included in prescription medications and has a

			considerable market presence. It is now falling under OTC. Without adequate testing, the launch of a new brand in this category could have serious repercussions. Well, OTC medicine advertising in rural regions is closely tied to improving health and element understanding since without improving awareness, using certain brands may have unfavourable effects. In short, there are both potential and problems for brand share, but the selling of products should be governed through a robust regulatory framework, which is now lacking. The immediate and distant futures must be the emphasis of this issue.
Dr. Satvinder Singh Bedi Associate Professor Dr. V.N. Bedekar Institute of Management Studies	A STUDY OF CONSUMER BEHAVIOUR TOWARDS OTC DRUGS:-	Descriptive Study	The type of ailments mostly dictates how OTC drugs are used. Because they make up a sizable portion of the pharmaceutical market, over-the-counter drugs are associated with the practise of self-medication. Headache, cold, and cough are the three most typical conditions for which people purchase over-the-counter drugs. Even if patients prefer to contact the pharmacist first, self-medication is a

			significant element that drives people to buy over-the-counter (OTC) medications. One of the key factors to consider when buying an OTC medicines is the brand of the medication. Consumer education is necessary to ensure the safe and efficient use of OTC medications. They are becoming more aware thanks in large part to TV commercials. Additionally, there is a risk of deceptive marketing concurrently.
R. WILLIAM SOLLER, PHILIP V. CHAN, CHRISTOPHER SHAHEEN Department of Clinical Pharmacy, University of California San Francisco School of Pharmacy	OTC Considerations For Expanding Access To Nonprescription Medicines:	Descriptive Study	An analysis of the queries the Food and Drug Administration sent to its advisory committees on the switch from prescription to over-the-counter medications. OTC CONSIDERATIONS FOR RX-TO-OTC SWITCH SELFCARE SEPTEMBER 2011 130 is a streamlined and revised framework of OTC Considerations for Rx-to-OTC switching. 29 September 2011: Accepted for publication; created through a thorough analysis of FDA advisory committee discussions regarding first-in-class changes. These OTC Considerations provide

			as a helpful benchmark to track the development of the evidence base for regulatory assessments of drug safety and efficacy prior to OTC approval by the FDA and industry. OTC Considerations for Rx-to-OTC Switch could also act as a guide for developing OTC medications and training new OTC regulatory staff

DESCRIPTION

The global over-the-counter (OTC) drug market (henceforth referred to as the market studied) was estimated to be worth about USD 125 billion in 2016, and is anticipated to reach USD 193.6 billion by 2023, recording a CAGR of 8.5%, over the forecast period of 2018-2023.

• Growing consumer convenience, affordability, and high acceptability and adoption in emerging nations are some of the important drivers accelerating the expansion of the market under study.

• By region, the Asia-Pacific segment is anticipated to experience a CAGR of 9.6% over the projection period. This might be primarily related to expanding OTC medicine consumption and rising market participant investment.

• Johnson & Johnson, Novartis, Bayer, Sanofi, Pfizer, PGT Healthcare, GSK, Boehringer Ingelheim, and Takeda are among the leading companies in the global over-the-counter medicine industry.

MARKET SEGMENTATION

1. **BY PRODUCT TYPE**

The dermatology product segment of the market under study has a 2017 market value of USD 14.59 million and is projected to grow to USD 22.22 million by 2023, at an estimated CAGR of 8.0 percent. The OTC medicine portfolio's most popular goods are those related to dermatology, which is a result of the growing global concern about skin diseases. One of the most prevalent issues that the majority of people experience globally is skin ailments.

• In industrialized nations like the United Kingdom, Germany, France, the United States, Canada, etc., where skin-related problems are a significant focus for doctors and a wide range of over-the-counter treatments are available for the treatment, there is a developing awareness among the general population. The high levels of stress, malnutrition, and pollution in low- and middle-income communities, combined with low levels of awareness, frequently impede the expansion of the market under study. The market is expanding as a result of factors like rising disposable income, bettering economic situations in South American and Asian nations, and rising consumer awareness. The demand for dermatology goods is anticipated to rise significantly throughout the forecast period across South America and Asia, leading to strong growth

• Between all dermatological products, antibiotics and antifungals continue to be in high demand and to make a lot of money.

The demand for over-the-counter dermatological products, which is anticipated to have steady high growth over the forecast period, is mostly driven by the high economic growth countries.

Analgesic Over-the-Counter Drug Market: Global 2015-2023 Revenue in USD Billion

The analgesic section of the market under study was assessed to be worth around USD 14.60 million in 2017, and is estimated to grow to USD 21.76 million by 2023, at an estimated CAGR of 8.0 percent. Currently, the market under study is led by Asia-Pacific. South America is anticipated to have the greatest CAGR, nevertheless.

• In the global OTC medication portfolio, analgesics are one of the top performers. The OTC analgesics, which principally consist of acetaminophen, non-steroidal anti-inflammatory medications, and salicylat, are easily available for the treatment of headaches, fever, colds, flu, toothaches, arthritis, musculoskeletal injuries and disorders, and menstrual cramps.

• The average citizen age in nations like the United States, the United Kingdom, France, and others is rising, and this is the most frequent cause contributing to an increase in demand. Over the past 20 years, analgesics for use in primary care settings have seen a large growth in sales in Europe. France, the UK, Denmark, and Spain are a few of the top consumer nations.

Aches and pains of many kinds, including chronic pain, are brought on by factors like weight, stress, and lifestyle issues. In developed markets and emerging economies like India, China, and Brazil, the population is broad. This segment of the population helps fuel rising demand, which boosts the analgesics industry..

• The market is expanding as a result of rising innovation and new medicine launches, as well as diminishing private label rivalry in industrialized nations. Additionally, there are frequently product recalls involving analgesics, which slows the market's development overall. As a result, a consistent rise of the category is anticipated over the projection period.

2. BY DISTRIBUTION CHANNEL

• The hospital pharmacy market sector was worth USD 32.72 million in 2017 and is projected to be us$ 47.58 million by 2023, growing at a CAGR of 7.7% over that time.

• The formulation, dispensing, and distribution of pharmaceuticals are expected to be enhanced by hospital pharmacy departments. Purchasing, storing, compounding, dispensing, manufacturing, testing, packing, and distributing medications are all dealt with by a hospital pharmacy.

• In-patient, outpatient, and control drug units of the system must get medication from hospital pharmacies. There are four different categories that can be used to distribute medications to in-patients: individual prescription orders, full floor stock systems, mixed floor stock systems, and unit dose systems. There are three subcategories for drug dispensing to out-patients: emergency, tertiary care, and primary care. The administrative head of the hospital is in terms of carrying and safeguarding controlled substances inside the hospital when it comes to controlled substances..

• Given that most OTC sales are for non-prescription medications, the hospital pharmacy sector is forecast to continue to generate income through the distribution of OTC products at a relatively modest CAGR. The majority of people find it reasonably simple to buy these drugs from local pharmacies or internet pharmacies.

Over-the-counter Drug Market: Revenue in USD billion, Retail Pharmacy

1. The retail pharmacy segment of the market under research had a value of USD 44.27 million in 2017 and is projected to grow to USD 61.36 million by 2023, at a CAGR of 7.6%.
2. 2. OTC pharmaceuticals are easily accessible to consumers when they need them and are sold in a variety of retail locations, including those without pharmacies.
3. 3. In the US, customers in rural and urban areas have access to 24/7 healthcare for common, daily conditions because to the country's more than 750,000 store outlets..
4. The current two-class system of drug distribution gives consumers access to a variety of cheap, safe, and effective self-care options.
5. The focus on consumer involvement in healthcare matters immediately satisfies two of the most important requirements of any functional healthcare system: accessibility and cost.
6. The drug distribution system in the United States is tightly carefully regulated to make sure that only drugs with a sufficient safety margin and that can be used safely and effectively without a healthcare provider are made available without a prescriptions.

PORTER'S FIVE FORCE MODEL

THREAT OF NEW ENTRANTS

• Due to OTC medicine safety issues, there is a high initial investment.
• The government has stringent rules governing the accuracy, efficacy, and safety of medications.
• There are opportunities for new entrants due to the growing patient population, growing stress on the healthcare sector, and growing market for over-the-counter medications.
• The increased danger posed by new entrants in the market is being exacerbated by the expanding demand for generic medications.

BARGAINING POWER OF BUYERS

• Drug stores/pharmacies, pharmaceutical wholesalers, hospital pharmacies, and online pharmacy providers are among the market's buyers.
• The presence of several suppliers.
• Integrated channels for delivery.
• Smaller operational scales.
• The impact of pharmaceutical firms over small-scale buyers is significant (drug stores, small pharmacies, etc.)

BARGAINING POWER OF BUYERS

• Suppliers of the market studied include pharmaceutical OTC manufacturers.
• The strength of distribution channels is high.
• Lower switching costs benefits the suppliers.
• The supplier concentration to buyer concentration ratio is high.

High level of supplier bargaining power

THREAT OF SUBSTITUTE PRODUCTS/SERVICES

• The threat from internal substitutes is greater than the threat from foreign substitutes.
• The fundamental criteria of unmet clinical need and product efficacy leave a lot of room for innovation.
• Purchasing new technology.
• Moderate threat of alternative products

MARKET GROWTH DRIVERS

- **PRODUCT INNOVATION**

The OTC medications have a significant advantage over prescription drugs due to their illness specificity, accuracy, and efficacy drugs. Therefore, innovation is crucial to the market penetration and uptake of OTC medications. The market under study is driven by innovation and depends on the development of novel treatments for various illness complexity, intensity, and efficacy. Consumer confidence was improved as a result of the product developments in OTC medications, which raised the demand for these medications. Market research and trend analysis are two variables that contribute to the development of novel over-the-counter medications. Key differentiators have arrived. An evaluation of line extensions market screening and authorization assessment, given the state of the market today technical and regulatory feasibility assessment of prospective RX to OTC switches the development of OTC medications suitable for a variety of symptoms is a result of the aforementioned causes. In order to relate to their target audiences, OTC brands have diverse target groups that emphasise specific features. Some well-known companies that cater to women's requirements in terms of pregnancy, weight loss, and even self-expression.

HIGH PENETRATION IN EMERGING MARKETS

Over the projection period, the market under study is anticipated to experience the highest growth rate among rising markets in South East Asia and Latin America. This can be attributed to the population's rapid growth, the expansion of the middle class, and an increase in disposable income that create a critical mass of people who have access to over-the-counter drugs. Moreover, new accessibility channels in emerging markets, like retail stores and supermarkets, are fostering the development of the market under study in emerging economies.. Along with the a forementioned factors, the adoption of OTC drugs in developing regions comprise factors, such as affordability, reduced costs on doctors visits, and easy availability. • Some of the players expanding their presence in developing countries are Sanofi, GlaxoSmithKline, F Hoffman La Roche, and Merck & Co. So the market in this study is anticipated to rise all through the estimated period as a result of the growing investments made by industry titans in these developing economies.

- **FAVOURABLE REGULATORY FRAMEWORK**

OTCs are becoming more and more crucial to diverse worldwide healthcare systems. They assist in reducing the need for minor medical visits, which helps various nations save significant amounts of money. As OTC medications offer significant advantages, organisations like the FDA are in support of their market approval. The number of OTC products on the market has expanded along with the shift from Rx to OTC . The manufacturing of goods like painkillers and sunscreens used to take a long time. The OTC product sector has benefited greatly from the revision of the approval process. Similar instances in Europe and Asia-Pacific have significantly contributed to the expansion of the market under study on a global level. Strict rules have imposed specific limitations on the upkeep, availability, and reporting of OTC medicine market performance in addition to the beneficial regulatory environment. In order to ensure patient safety, these rules are designed to keep an eye on factors including the product's long-term safety, efficacy, and accuracy. These factors are anticipated to spur the development and approval of new OTC medicine versions, which will in turn increase the market's overall growth.

MARKET RESTRAINTS

- **Probability Of Substance Abuse**

One of the key problems for the European portion of the market under study is drug abuse, particularly among teenagers. The risk of drug addiction is also present with over-the-counter drugs. Due to their easy availability on the market, these medications are frequently abused.

• One in eight teenagers, or about 12 percent, are thought to abuse over-the-counter cough medications. Over three million teenagers and young adults suffer from OTC drug addiction. This figure raises some doubts about the market under study. Therefore, a number of regional regulatory authorities have modified the OTC medicine approvals and distribution limits in order to avoid drug abuse.

The risks associated with substance abuse and the lack of enforcement of laws and regulations over the consumption of OTC drugs, however, are expected to restrain the market's growth during the forecast period due to the lack of regulation or enforcement with regard to OTC drugs in developing countries.

- **Lack of Awareness in Rural Regions**

• The two most populous nations, China and India, have about 44 percent and 67 percent of their respective populations living in rural areas, where ignorance is common and poses a significant barrier to the development of the market under study. So approximately half of the world's population lives in rural areas.

• However, lack of awareness in the region, where the demand is much higher, is limiting the growth of the market studied, as the rural populace is not quite aware of the availability and benefits of OTC drugs. • One of the main purposes of OTC drugs is to reach areas where healthcare facilities are not accessible. The availability of OTC drugs reduces the need for hospital visits.

• OTC medications are unknown in many rural areas, including those in Africa, India, and other countries.

• The population is more susceptible and likely to choose numerous alternative, superstitious remedies than logical ones due to the low literacy rate. The governments in these areas are taking the required actions to modernize their healthcare systems and enact precise regulations for over-the-counter medications. Awareness is lacking among the rural population is therefore impeding the expansion of the market under consideration, despite the frighteningly slow speed of the process.

KEY MARKET PLAYERS

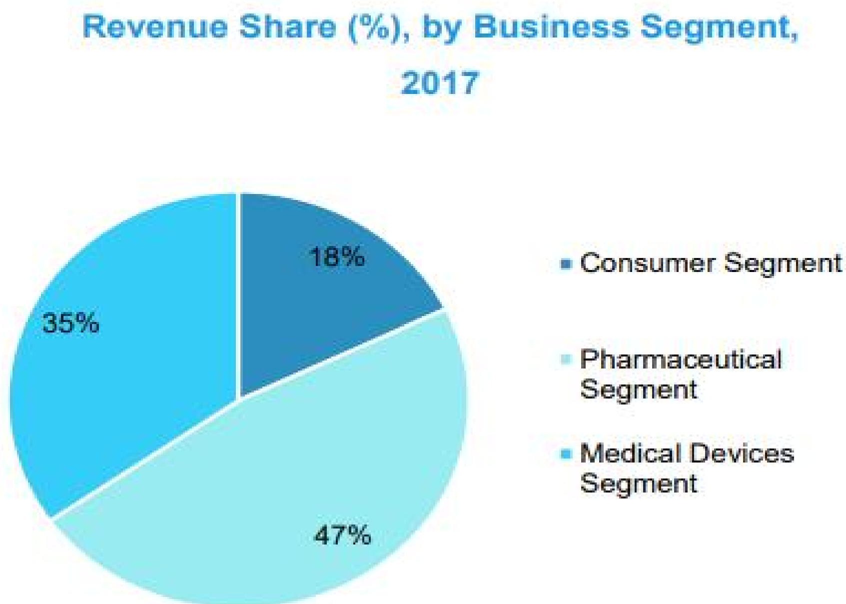
JOHNSON & JOHNSON

• Johnson & Johnson is a holding company that provides creative work, product manufacture, and product offering in the social insurance sector. It progresses through the following supplementary pieces: Medical, pharmaceutical, and consumer goods devices.

• Products used in the wound care, over-the-counter pharmaceutical, women's health, and oral care markets for children comes under consumer segment

• The Pharma division is centered on beneficial areas such immunology, infectious disease, vaccinations, oncology, neurology, cardiovascular, digestive, and pneumonic hypertension.

• The medical devices category provides products used in the disciplines of orthopaedics, surgery, cardiology, diabetes treatment, and eye health. There are 134,000 employees working as representatives for the organisation in 60 different countries. There are over 250 auxiliary groups included



- The company's business segments are divided into three major business segments. The Medical Devices segment generated the highest revenue, in 2017.
- The Pharmaceutical segment is the second-largest segment.

NOVARTIS

One of the biggest pharmaceutical firms in terms of both market capitalization and sales is Novartis AG. Alcon (eye care) and Sandoz are the three business operational divisions of the corporation (generics).

• In the Innovative Medicines division, the company's top five selling drugs are Gilenya ($3,185 million), Cosentyx ($2,071 million), Glivec ($1,943 million), Lucentis ($1,888 million), and Tasigna ($1,888 million) (USD 1,841 million)

• For three different kinds of advanced systemic mastocytosis as well as newly diagnosed FLT3-mutated acute myeloid leukaemia (AML), the company's medication Rydapt (midostaurin) has been given EU clearance (SM).

• ABL001 (asciminib), a BCR-ABL inhibitor for the treatment of chronic myeloid leukaemia, is in the company's pipeline and is now in Phase II and Phase III, respectively.

• With scientific and technological innovations at its heart, Novartis AG continued to function successfully in 2017. In oncology, it gained three significant regulatory approvals.

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SANOFI:-

With its headquarters in France, Sanofi SA is one of the largest human services organisations in the world. Sanofi is involved in pharmaceutical drug R&D, manufacturing, and promotion in order to provide social insurance plans, human antibodies, rare diseases, multiple sclerosis, oncology, immunology, irresistible infections, diabetes, cardiovascular plans, and consumer medical services. • In 2011, Genzyme became a fully-owned subsidiary of Sanofi. The company currently has roughly 100 manufacturing locations across 41 countries and a representative quality of over 110,000 for human service arrangements across more than 170 countries. It established itself as a pioneer in the field of multiple sclerosis while continuing to focus on rare diseases. In 2016, it widened its emphasis to include Sanofi's oncology and immunology initiatives.

FUTURE OF MARKET

• During the projected period of 2018–2023, the worldwide over-the-counter (OTC) medicine market is anticipated to have a CAGR of about 8.5 percent.

• OTC pharmaceuticals have a bright future because there is a significant increase in the demand for OTC medication in Asia-Pacific nations like India and China as well as a few South American countries. This is further explained by the fact that the majority of people in these nations are middle class, and their numbers are growing at a healthy rate.

• In most pharmaceutical organisations, the trend of patients shifting from prescription prescriptions to over-the-counter (OTC) medications is anticipated to continue, leading to an increase in the number of drugs available on OTC shelves. An exponential increase in the number of locations selling over-the-counter drugs, including supermarkets, retail pharmacies, etc., is also expected.

• The demand for these medications is anticipated to increase due to the ageing baby boomer generation and the understaffed healthcare system. The demand for pharmacists who can provide OTC drugs to treat minor health issues is anticipated to rise as a result of this development. The transition from prescription to over-the-counter medications is anticipated to open the door for the creation of new treatment categories, medications, and technologies that are anticipated to offer consumers a variety of medicine options.

• A few European nations have authorised over-the-counter remedies for a number of ailments, including migraine, irritable bowel syndrome, and cholesterol. The way healthcare is delivered is evolving. Because of the growing customer dependency on technology, technological adoptions are predicted to increase.

KEY INFERENCES

According to region, the market under investigation was dominated by the North American segment. The region's dominance can be ascribed to a number of things, including higher adoption rates, greater awareness of over-the-counter medications, the presence of significant market participants, and higher healthcare spending when compared to other regions.

• The Asia-Pacific region is anticipated to see the largest CAGR during the projection period, nevertheless. This is mainly because China and India have a substantial concentration of OTC producers. Contract manufacturing organizations (CMOs), which are outfitted with good manufacturing procedures (GMP) and offer services at a significantly cheaper cost than their American or European equivalents, are abundant in China and India.

• The category of cold, cough, and flu products now dominates the market under study by product type, and this dominance is anticipated to persist over the coming years. The domination of this market can be ascribed to both the high prevalence of OTC medications that are effective and the rising incidence rate. However, due to rising dermatological concerns worldwide, the dermatology product market is anticipated to increase at the quickest rate. The market under study is currently constrained by laws governing the production of OTC medications, which differ from nation to nation as well as by dosage, indication, and efficacy. Furthermore, there are several mid-sized firms fighting in this industry for market share. The competition is further heightened by regulatory authorities imposing price caps.

• The market studied is expected to record a moderate growth rate, primarily fueled by the increasing adoption of biologics and biosimilars, and the increasing prevalence of issues, such as common cold, cough, flu, dermatological issues, obesity, and abnormalities in gastrointestinal activities.

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https://mail.google.com/mail/u/0/?tab=rm&ogbl#search/OTC/FMfcgzGpGTGBKBHvjMDgTCxqmgpvCbKh?projector=1&messagePartId=0.3