

BRAND-BUILDING STRATEGIES FOR BRANDED GENERICS IN INDIA'S PRICE –CONSCIOUS MARKET.

Prepared by: PARDEEP ARYA
MBA PM-15
IIHMR-U/02/2023-25/0543

Guided by: Dr.Saurabh Kumar Banerjee
Dean
School of Pharmaceutical Management, IIHMR University, Jaipur

Contents

Research Objectives

Problem Statement

Literature Review

Research Methodology

Result

Discussion

Conclusion

Recommendation

Research Objectives



To assess challenges
in branding generics
in India



To identify branding
components behind
successful power
brands



To evaluate
stakeholder
perceptions



To assess impact of
branding on
profitability and
brand recall



To propose a strategic
framework for
premium positioning



Problem Statement

- Branded generics suffer from poor brand equity and trust
- Most are perceived as low quality despite being bioequivalent
- Pharma branding focuses too much on physicians and not enough on patients
- Branding efforts are inconsistent and lack an emotional connection

Literature Review Highlights



Branded generics make up ~75% of Indian Pharma Market



Perception gap due to price-quality heuristic



Physician trust is key to brand loyalty



Emotional branding (e.g., Livogen, Sporlac) drives consumer attachment



Digital platforms can bridge trust gaps

Research Methodology

```
graph TD; A[Design: Secondary Research approach] --> B[Secondary Data: Reports, Journals, Literature.]; B --> A;
```

Design: Secondary Research approach

Secondary Data:
Reports, Journals,
Literature.

Key Results

- Brands using strategic branding saw:
 - **25% rise** in brand preference
 - **30% increase** in profitability
- Strong correlation between physician engagement and prescriptions
- Digital outreach boosted brand recall by up to 30%
- Emotional storytelling improved patient trust and retention



Discussion Summary

- Trust and emotional value are key to brand transformation
- Branded generics succeed when they go beyond cost-based competition
- Physicians, pharmacists, and patients influence brand adoption
- Brands with digital presence and pharmacist alignment outperform others

Conclusion

- Branding is not just marketing—it's a trust-building tool
- Premium positioning is possible even in cost-sensitive markets
- Strategic branding transforms generics into power brands
- Perception, not price, ultimately drives prescriptions



THANKYOU

