



Confederation of Indian Industry

## CII Life Sciences Conclave 2019

*"Being Future Ready: Preparing for a Giant Leap"*

17 September 2019; Hotel, The Lalit, Mumbai

### PROGRAM GRID

0900 Hrs	<b>Registration</b>
1000-1115 Hrs	<b>Inaugural Session</b>
	<b>Release of report: Frontline of Healthcare India Report 2019</b> <i>Sharing of key highlights from report</i>
1115-1130 Hrs	Networking Tea
1130-1230 Hrs	<b>Panel discussion I: Being future ready: Tapping into the next wave of pharma growth</b> <i>The Indian pharma industry has come a long way, evolving from a minor player on the global stage to one of the most prominent drug producers of the world. Today, the industry not only exports affordable and high-quality generics but also complex intermediates and innovative new drugs. 2019 is likely to witness growth of the industry in local and international markets; however, it will continue to battle challenges like stringent regulatory actions globally, price erosion, tepid drug launches and myopic views on quality. This session aims to discuss some of the key challenges facing the industry today and identify actions needed to ensure it remains on a high-growth trajectory: establishing a Quality Vision and culture, improving export-import competitiveness, discussing the role of contract research and manufacturing players and their challenges, and streamlining the regulatory environment to improve ease of doing business (pricing, manufacturing, registration and approvals, investments, etc).</i>
1230-1330 Hrs	<b>Panel discussion II: Indian biopharma: Reforms Boosting Bio-Economy</b> <i>Biopharma is becoming an increasingly important part of the drug market globally, and could in the long term develop into the core of the pharmaceutical industry. Biosimilars present a huge opportunity for Indian biopharma companies, but they must navigate challenges of infrastructure, funding and talent to compete successfully and sustainably in this market. This session aims to discuss the largest opportunities for Indian biopharma both in Indian and internationally, the main challenges facing the industry today and regulatory changes needed to facilitate the growth of the industry including improving export-import competitiveness and streamlining the regulatory environment to improve ease of doing business (pricing, manufacturing, registration and approvals, investments, etc).</i>
1330-1430 Hrs	Networking Lunch
1430-1530 Hrs	<b>Panel Discussion III: Pulse of Public Health-Indian Vaccine Industry: Drivers of Growth</b> <i>The Indian vaccine industry is a force to reckon with globally, with over 70% of the world's vaccines coming from India. Indian vaccine players have successfully collaborated in global partnerships to drive technology transfer and innovation. This session focuses on the biggest opportunities for Indian vaccine makers in the next 5 years, challenges facing the industry, methods to facilitate collaboration between industry, academia and government, and key policy shifts needed to enable full potential growth.</i>



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1530-1630Hrs	<p><b>Panel discussion IV: Can India become The Global Hub for API Manufacturing: How to fulfill 'Make In India' Dream</b></p> <p><i>SMEs form an indispensable arm for the growth of pharma industry and contribute upto 30% of India's overall supply to global markets. India has more than 10000 units manufacturing bulk drugs, intermediates, formulations including specialized players in contract manufacturing. This industry is facing sustainability challenge like higher cost of utilities, cumbersome land acquisition norms, complex government approvals and growing competition from cheaper imports that compelled to shut down many units. This is not only posing a challenge towards employment, innovative products and quality of finished products but also health security of the country as many of these APIs are crucial to public health needs. This session aims to get insights from regulators, policy makers, API industry including contract manufacturers to discuss policy reforms required for the sustainable growth of the sector.</i></p>
1630-1645 Hrs	Networking Tea
1645-1745 Hrs	<p><b>Panel discussion V: Digital: Powering the growth of the life sciences industry</b></p> <p><i>Life sciences companies are at an inflection point in their digital evolution – which is no more an optional source of competitive advantage but fast developing into a must-have. Digital technologies have an important role across the value chain of life sciences companies with the potential to transform R&amp;D, customer reach and engagement, manufacturing, distribution and commercial models. Doctors and patients, the most important stakeholders for life sciences companies, are also embracing digital resulting in significant implications for how life sciences companies engage and support them. This session aims to discuss the main digital technologies that are transforming life sciences, get insights on changing doctor practices and how life sciences companies are meeting these evolving doctor needs, get insights from innovative start-ups, understand how life sciences companies can accelerate the adoption of digital, and identify the current regulatory uncertainties and policy changes needed to foster this.</i></p>
1745-1845 Hrs	<p><b>Panel discussion VI: Private equity and M&amp;A as a catalyst for growth</b></p> <p><i>Recent years have witnessed a spike in deal activity in the India pharma sector, with &gt;\$2B worth of deals recorded in 2018. In addition, strategic M&amp;A especially focused on outbound investments was a dominant theme for Indian life sciences companies. These investments have driven market consolidation and efficiency, and have also allowed players to develop new engines of growth by providing access to new products, markets and customers. This session aims to get insights from life sciences leaders on their experience of using PE/M&amp;A to drive growth, understand how PE players view the life sciences investment opportunity, the expected evolution in the coming years and regulatory challenges and required policies.</i></p>
1845 Onwards	Networking Dinner