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Government of India

Bi  *Asia*™

The Global Bio Business Forum

9th-11th February, 2012, HICC, Hyderabad. INDIA

Supported by :



Govt. of Andhra Pradesh

Organized by :

pharmexcil

**PHARMACEUTICALS EXPORT PROMOTION
COUNCIL OF INDIA**

(Set up by Ministry of Commerce & Industry, Govt. of India)

faba
FEDERATION OF ASIAN
BIOTECH ASSOCIATIONS

Pharmexcil's Global Biopharma Buyer Seller Meet

HICC, Hyderabad

9th-11th February 2012



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Pharmaceuticals Export Promotion Council of India

(Set up by Ministry of Commerce & Industry, Govt. of India)

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About the Event

BioAsia 2012: The 9th Annual International Biotech Forum is being organised by FABA and Pharmexcil during February 9th-11th, 2012 at Hyderabad International Convention Centre, Hyderabad. With the active support of Government of India and Government of Andhra Pradesh, Pharmexcil as a Co-organizer of "BioAsia 2012" is organizing a Global Business Meet to strengthen the Biopharma exports,

Pharmexcil

Pharmaceuticals Export Promotion Council of India (Pharmexcil) is a body set up by/promoted by Ministry of Commerce & industry, Government of India with the objective of export promotion of Pharmaceuticals across the globe. On this occasion Pharmexcil is inviting around 45 importers, distributors and drug regulators from about 20 countries and organizing a global bio pharma business meet during 9th edition of Bio Asia 2012 at HICC Hyderabad.

Salient Features of Bio-Asia 2012

- ❖ Conference
- ❖ Tradeshow
- ❖ International Buyer-Seller Meet (BSM) during 10th & 11th February 2012.
- ❖ CEO Conclave
- ❖ Bio-Park Session
- ❖ Workshops

Countries

- ❖ North America
- ❖ ASEAN
- ❖ Asia excluding Middle East
- ❖ Africa
- ❖ CIS
- ❖ LAC

Current Status of Indian Biopharma Industry

Indian Biopharma industry is advancing into new heights in tandem with the growth and progression observed globally. India is counted among the top 12 global biotech hotspots and is the 3rd largest in Asia Pacific (in terms of number of biotech companies). Bio Pharma remained the largest contributor to the sector. Diagnostics, vaccines and recombinant therapeutic proteins are the three main segments in bio pharma industry.

During FY 2005-FY 2009, the industry witnessed an impressive CAGR of around 26.5% and generated total revenue of INR 121.4 Billion (US\$ 2.4 Billion) in FY 2009.

Currently, the biopharma segment constitutes a major part of the total biotech market. It has experienced consistent rise in revenue and the trend is likely to continue in future as well. The future outlook of the overall biotech market remains buoyant despite the recent economic downturn. The baseline for optimistic future projection of the market is pouring of investments to promote research and support entrepreneurship in the emerging segments.

Pharmexcil Programme

16:00 – 17:00 – Briefing Overseas Delegates
(9th -11th, February, 2012)

BSM organized by PHARMEXCIL

International Buyer Seller Meet (BSM)- About 45 international buyers/FDA officials etc are invited to participate in the Event

Feb 9th 2012 (Thursday) : Registration & Inaugural Program

- 15:00 – 16:00 - Registration
- 16:00 – 17:00 - Briefing Overseas Delegates
- 17:00 – 18:00 - Inaugural Ceremony of Bio-Asia 2012
- 18:30 – 22:00 - Networking Dinner

Feb 10th 2012 (Friday):

- 9:00 – 10:00 - Registration
- 10:00 – 13:00 - Business Session I
- 13:00 – 14:00 - Networking Lunch
- 14:00 – 18:00 - Business Session II
- 19:00 – 22:00 - Networking Dinner

Feb 11th 2012 (Saturday):

- 9:00 – 10:00 - Registration
- 10:00 – 13:00 - Business Session III
- 14:00 – 15:30 - Follow up Session with Overseas Delegates
- 15:30 – 16:30 - Valedictory Ceremony

Objectives of the Meet :

- To provide opportunity for the Indian Pharma Exporters, particularly SME sector, to meet about 45 prominent buyers / Drug Regulatory Officials, Govt. Procurement Agencies of different countries across the globe
- To highlight India's strengths to supply quality generic medicines at affordable prices
- To exchange updated information on Drug Regulatory procedures in India & other countries
- To facilitate commercial and technical co-operation between India and other countries

Highlights of Pharmexcil's Global Bio Pharma Business Meet (RBSM):

- About 45 delegates from Focus Regions -LAC, CIS, AFRICA, ASEAN & America are being invited.
- There will be Technical sessions, where FDA / Drug Regulatory officials of various Countries will make presentations on drug regulatory systems in their respective countries.
- Emphasis will be on one-to-one Meetings with the buyers.
- 3 days program is conveniently divided into 3 sessions for Business Meetings including one follow up session. Members have option to select any one of 3 Business Sessions of their choice to meet the overseas buyers.
- Plant visits will be organized for the FDA/ Drug regulatory authorities on prior request,
- Special / discounted tariffs at various hotels are available for the registered delegates
- A separate web-domain is being created for the event giving complete details about the event.
- Senior Govt. officials including Secretaries, DGFT, DCGI etc., are invited

Who will Attend :

- Prominent buyers / Importers of Pharmaceutical Products from various countries
- FDA / Drug Registration / MoH Officials of different countries & India
- Indian Exporters / Consultants
- Press / Media from India as well as abroad/overseas

Products Covered :

- ❖ Vaccines
- ❖ Bio Services (Clinical Research/CRO's)
- ❖ Bio-generics (Biosimilar)
- ❖ Diagnostics
- ❖ Oncology drugs
- ❖ Monoclonal Antibodies
- ❖ Veterinary Biologicals
- ❖ Insulin
- ❖ Statins
- ❖ Medical Devices and Surgicals.

Pharmaceuticals Export Promotion Council of India Facilitating Exports from India

Pharmaceuticals Export Promotion Council of India (Pharmexcil) is an Export Promotion Council (EPC) for pharmaceutical industry of India promoted by Ministry of Commerce & Industry, Government of India to focus on healthcare and pharmaceutical products in the global arena.

Pharmexcil is mandated to help its members to achieve excellence in export and facilitate overseas buyers to find suitable trade partners from Indian pharma industry.

To achieve these objectives, Pharmexcil initiates various export promotional activities for the benefit of the exporting community of the pharma products such as:

- ❖ Dissemination of trade enquiries
- ❖ Organizing trade delegations from India to overseas markets as also reverse delegations
- ❖ Organizing buyers-sellers meets
- ❖ Organizing participation in international trade fairs
- ❖ Providing policy inputs to the government of India on India's bilateral trade in pharmaceuticals
- ❖ Dissemination of India's pharmaceutical trade statistics
- ❖ Preparing technical publications, exporters' directory, etc.
- ❖ Resolving grievances of pharmaceutical importers and exporters
- ❖ Organizing national & international seminars on areas related to pharmaceutical industry.

Pharmexcil is the designated authority for drugs & pharmaceutical sector dealing in the following products/services from India:

- ❖ Bulk drugs (APIs)
- ❖ Drug intermediates
- ❖ Drug formulations
- ❖ Biotechnology
- ❖ Biological products
- ❖ Herbal products
- ❖ Medicinal plants
- ❖ Homeopathy
- ❖ Nutraceuticals & Phytochemicals
- ❖ Diagnostics
- ❖ Contract research
- ❖ Contract manufacturing
- ❖ Clinical research
- ❖ Surgical dressings
- ❖ Pharmaceutical industry related services
- ❖ Collaborative research
- ❖ Technologies/consultancy

Pharmexcil acts as single contact point for the overseas buyers and investors by providing list of manufacturers/exporters of the pharma products of interest to them, providing assistance in coordinating appointments for the overseas buyers/investors during their visits to India through its offices at Hyderabad, Mumbai and New Delhi. Pharmexcil also arranges visits to manufacturing facilities, research institutes and meetings for overseas buyers with the exporting community for mutual exchange of ideas and information. Pharmexcil will offer any other services to be a facilitator for building mutually beneficial relationship between the overseas buyers/investors and their Indian counterparts to promote export of pharmaceutical products and services from India. The council can be reached at info@pharmexcil.com, website: www.pharmexcil.org for further information.

REGISTRATION FEE

Bio Asia Registration	Rs.10,000
Pharmexcil Members with 25% Discount	Rs.7000+10.3% Service Tax (Rs. 7721)

Note : Registration fee includes participation in BioAsia 2012 as a delegate. Participation in any one business session and followup session

EXHIBITION STALL FEE

Bio Asia Exhibition Stall	Rs. 1,03,500
Pharmexcil Members with 25% Discount (Pharmexcil Pavilion P1 - P10)	Rs. 77,625+10.3% Service Tax (Rs. 85,625)

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SPONSORSHIP (For Pharmexcil BSM Delegates)

Sponsorship	Amount in Rs.	Benefits
Conference Kit	2,00,000	2 delegate passes Logo on backdrop Logo on Kit
Plant Visits	1,00,000	Visit of overseas delegates/ FDA officials will be arranged as per request of members subject to availability of the delegates
Delegate badges	75,000	2 delegate badges Logo on badges

NOTE: Cheque/DD has to be drawn in favor of "Pharmaceuticals Export promotion Council of India payable at Hyderabad/Mumbai.

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PHARMACEUTICALS EXPORT PROMOTION COUNCIL OF INDIA (Set up by Ministry of Commerce & Industry, Govt. of India)

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