

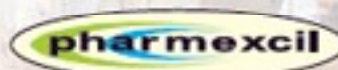
- ▶ Argentina
- ▶ Brazil
- ▶ Chile
- ▶ Colombia
- ▶ Costa Rica
- ▶ Ecuador
- ▶ El Salvador

Supported by:



Government of India

Organized by :



**Pharmaceuticals Export Promotion Council**  
(Set up by Ministry of Commerce & Industry, Govt. of India)



2<sup>nd</sup> Edition

# INDIA-LAC

## Pharma Business Meet

28-30<sup>th</sup> September 2011

Hotel Taj Krishna, Banjara Hills, Hyderabad

- ▶ Guatemala
- ▶ Jamaica
- ▶ Mexico
- ▶ Nicaragua
- ▶ Peru
- ▶ Trinidad & Tobago
- ▶ Venezuela



## Indian Pharma Export Performance:

Pharmaceutical exports of India during 2010-11 are to the tune of Rs. 47,363 (US\$ 10.4 billions) Major products exported include APIs, Pharmaceutical Formulations, biotech products, veterinary drugs, Medical devices/ Surgicals, AYUSH products, etc. India exports to about 230 countries / colonies with more than 50% of exports to the Regulated Markets. Pharma Sector contributed about 5% of the country's total merchandise exports during 2009-10. Indian pharmaceutical industry is establishing itself in the global markets by adopting the international quality standards, which is evident from the facts that it ranks first in type II DMFs with US FDA, having about 1000 WHO cGMP approved pharmaceutical plants, 153 EDQM plants, highest number of Certificate of Suitability (about 805) granted by EDQM at the end of July 2011. Indian Pharma Industry is cementing itself as Global Pharmacy for quality Generic Medicines at affordable prices.

## Latin American Countries:

LAC Region is very important pharma exporting destination for India. Total imports of drugs and pharmaceuticals of Latin American Region is around US\$ 19626 mn and India's share is 2.20% with about US\$ 433 mn of exports in 2009. Considering the huge potential for the Indian pharma exporters to enhance their export performance to LAC countries, Pharmexcil, with the support of Ministry of Commerce & Industry, Govt. of India, is arranging this Meet by inviting about 80 delegates from major Latin American countries like Brazil(209.89), Mexico(109.94), Argentina(52.61), Colombia(50.98), Venezuela (40.12), Chile(34.8), Peru(24.46), Guatemala(10.72), Costa Rica(10.65), Ecuador(8.13), Jamaica(9.37), Nicaragua(7.66), Trinidad & Tobago(6.91), El Salvador(3.59).

(Figures in brackets are Indian exports to those countries in USD \$ mn)

### Objectives of the Meet:

- ◆ To provide unique opportunity for the Indian Pharma Exporters, particularly SME sector, to meet about 80 prominent buyers / Drug Regulatory officials, Govt. procurement agencies of about 14 LAC countries
- ◆ To highlight India's strengths to supply quality generic medicines at affordable prices
- ◆ To exchange updated information on drug regulatory procedures in India & LAC countries
- ◆ To explore opportunities for investments in India & LAC countries
- ◆ To facilitate commercial and technical co-operation between India and LAC countries

## Highlights of India-LAC Pharma Meet:

- ◆ One-to-one Meetings with the buyers for 3 days .
- ◆ Presentations on drug regulatory systems by Drug Regulatory officials of various LAC countries
- ◆ Five Sessions for Business Meetings including one follow up session, with option to select any one of four Business Sessions of their choice to meet the overseas buyers. Follow Up session on 3rd day is open to all registered participants
- ◆ Plant visits will be organized for the FDA / Drug regulatory authorities
- ◆ Exhibition by the Indian pharma exporters, to showcase the individual company products
- ◆ Registration is through online.
- ◆ Special / discounted tariffs at various hotels for the Indian delegates
- ◆ A separate web-domain is created for the event giving complete details about the event. Visit [www.pharmexcil.com](http://www.pharmexcil.com) for more details
- ◆ Hon'ble Minister for Commerce & Industry is likely to participate in the Closing Ceremony of the event on 30th September 2011, where Export & Patent Awards will be conferred to the members.
- ◆ Senior Govt. officials including Secretaries, DGFT, DCGI etc., are invited.

## Who will attend:

- ◆ Prominent buyers / importers of pharmaceutical products from 14 LAC countries
- ◆ FDA/ Drug Registration / MoH officials of LAC countries & India
- ◆ Indian Exporters / Consultants
- ◆ Press / Media from India as well as LAC countries

## Products covered:

- ◆ Active Pharmaceutical Ingredients (APIs)
- ◆ Formulations
- ◆ Biotech & Biological products
- ◆ AYUSH products
- ◆ Veterinary drugs
- ◆ R&D, clinical Trials
- ◆ Contract Manufacturing
- ◆ Pharma Related services



## Registration Fee

SSI & Merchant Exporters category	::	Rs. 7,000 per delegate
Large scale exporters category	::	Rs. 10,000 per delegate
Non-Members	::	Rs. 12,000 per delegate

**Note:** Registration fee includes participation in any one Business Session & Follow up Session, Closing Ceremony on 30.9.2011 and Lunch followed/preceded by the Business selected.

## Exhibition

Cost of each 6 Sqmtrs	::	Rs. 60,000/-
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(Cost includes delegate passes for 2 persons to take care of stall they are allowed to meet overseas delegates during 1st business session only)

## Show Catalogue - Advertisement Tariff

SL No.	Tariff	Sizes
01.	Back Cover : Rs.20,000	9" length x 7" width
02.	Inside Covers : Rs.15,000	9" length x 7" width
03.	Full Page : Rs.10,000	9" length x 7" width
04.	Half Page : Rs. 5,000	4" length x 7" width

## Sponsorship Opportunities:

The following opportunities are available for the members to sponsor the event:

SL No.	Sponsorship	Amount in Rs.	Remarks
01.	Welcome Dinner on 27.9.2011	3.00 lakhs	1 stall 5 delegate passes Logo on backdrop Advt. in Catalogue
	Lunches on 28th & 29th Sep 2011	2.00 lakhs	
	Lunch on 30.9.2011 (followed by closing ceremony)	3.00 lakhs	
02.	Conference Kit	1.00 lakh	2 delegate passes Logo on backdrop Advt. in Catalogue
03.	Delegate badges	75,000	2 delegate badges Logo on badges



## Pharmaceuticals Export Promotion Council

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

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