

Dear Sir/Madam

**Subject: Pharmexcil's Business Delegation to Australia and New Zealand
(22nd July-26th July 2019)**

You are kindly aware that Pharmexcil endeavours to explore opportunities for its member companies in global markets through its activities like participation in exhibitions, engagements with Regulatory authorities and organizing Buyer-Seller's meet.

While we continue to focus on developing less regulated markets, the significance of more regulated and highly evolved markets cannot be lost out as they are high value markets and adds immense credibility to Brand India Pharma.

For the first time Pharmexcil proposes to mount a business delegation to Australia and New Zealand in the month of July 2019 as per the following schedule:

21st to 27th July 2019				
S.No	Country	Date	Day	Particulars
		21/7/2019	Sunday	Arrival in Sidney
1	Sidney, Australia	22/7/2019	Monday	Buyer Seller Meet
		23/7/2019	Tuesday	Follow up Meetings
		23/24th	Tuesday/Wednesday	Departure to Canberra
2	Canberra, Australia	23/24th	Tuesday/Wednesday	Arrival in Canberra (Early Morning)
		24/7/2019	Wednesday	TGA, PBS, Govt Meetings
		25/7/2019	Thursday	Departure Auckland
3	Auckland, New Zealand	25/7/2019	Thursday	Arrival in Auckland
		26/7/2019	Friday	Buyer Seller Meet and meeting with MEDSAFE, PHARMAC
		27/7/2019	Saturday	Departure to India

Indian High Commission in Australia and New Zealand while appreciate the initiative of Pharmexcil to explore these markets for the first time for its members, have extended their full support and co-operation to organize the interactions and facilitate the business exchanges.

Indian High Commission in Canberra and Pharmexcil will be organising a Regulatory Conference in Canberra followed Buyers and Sellers meet in Sydney.

In New Zealand the buyers-sellers meet will be organized in Auckland with the active support of Indian High Commission and India New Zealand Business Council. We are also inviting Senior Officials of MEDSAFE and related Government officials.

For positive consideration of our request to participate in this first ever business delegation to Australia and New Zealand, you may like to refer to the following information:

India's Pharma exports to Australia by category \$ Million
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Category	2015-16	2016-17	2017-18	Change%
AYUSH	0.71	1.81	2.67	46.88
BULK DRUGS AND DRUG INTERMEDIATES	15.54	11.70	12.68	8.33
DRUG FORMULATIONS AND BIOLOGICALS	200.09	208.81	222.25	6.44
Herbal Products	5.30	6.85	6.75	-1.42
SURGICALS	11.13	7.68	9.44	22.85
Vaccines	0.00	0.01	0.02	142.67
Grand Total	232.78	236.87	253.80	7.15

- Australia's pharmaceutical market is set to rise from just over \$22.85 billion in 2016 to \$25.2 billion by 2020, registering a compound annual growth rate (CAGR) of 2%, according to research and consulting firm Global Data.
- In terms of the generics market, the emphasis being placed by the Pharmaceutical Benefits Scheme (PBS) on the usage of generics will spur growth.
- The most money spent per capita, by class of pharmaceutical (other than products not elsewhere classified) was on anti-infectives for systemic use, at \$US90 per capita (adjusted for purchasing power parity). This class includes pharmaceuticals such as antibiotics, vaccines, antifungals and antivirals. Australia spent the most per capita on anti-infectives for systemic use compared with 30 other OECD countries (US\$90 per capita at purchasing power parity)
- In terms of pharmaceutical consumption, in Australia the defined daily dosage per 1,000 inhabitants per day was highest for cardiovascular system pharmaceuticals (372 doses). This was also the most commonly consumed pharmaceutical on average across the OECD, though the OECD average daily dosage per 1,000 inhabitants was higher, at 444 doses
- The proportion of the total reimbursed pharmaceutical market classed as generic pharmaceuticals in Australia was lower than the OECD average (19% compared with 24% based on value; 37% compared with 49% based on volume). Based on value, the share of generic pharmaceuticals in the reimbursed pharmaceutical market was highest in Austria (48%) and based on volume was highest in the United Kingdom (85%).

India's Pharma exports to New Zealand by category \$ Million				
Category	2015-16	2016-17	2017-18	Change%
AYUSH	0.23	0.37	0.40	6.84
BULK DRUGS AND DRUG INTERMEDIATES	2.19	2.05	2.22	8.34
DRUG FORMULATIONS AND BIOLOGICALS	38.18	36.56	37.01	1.23
Herbal Products	0.29	0.27	0.32	21.58
SURGICALS	0.69	0.68	0.72	6.33
Vaccines		0.00	0.00	

Grand Total	41.57	39.92	40.67	1.87
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All New Zealand residents are covered by a national public health system, and approximately 80 % of all health expenditure is publically financed. A well-regulated system of privately owned pharmacies supplies outpatient pharmaceuticals, while inpatient pharmaceuticals are provided in secondary care facilities. New Zealand does not use pharmaceutical price controls, leaving prices to be determined by negotiation. However, the public health system has a very effective monopsony purchaser, the Pharmaceutical Management Agency of New Zealand (PHARMAC).

Participation Details:

Members may kindly note the following important points:

- Members are kindly requested to confirm their participation by registering online link (www.pharmexcil.com) and **submitting the participation fee of Rs.75000/- per company through RTGS.**
- This is a non-refundable amount and can be refunded only if the event is cancelled due to unavoidable circumstances at the instance of our Missions/Council.
- There will not be any reduced fee for participation in case members confirm only for one country.
- Hotel name and tariffs (In consultation with Indian High Commissions) will be informed shortly and payment to be made by participating members directly.
- Participating members will have to make their own travel and accommodation arrangements on direct payment basis. Pharmexcil will assist in providing relevant details to facilitate the arrangements including VISA.
- Registration for participation closes on 05th June 2019.
- Please do fill up your company and product profiles to enable us to do effective match making for Buyer-Sellers meet.

Assistance to Participants

Members may kindly note that participating members will be eligible for re-imbursement of Rs.70000/- under revised MAI guidelines subject to fulfilling the terms and conditions of the Scheme.

Please confirm your participation and feel free to write to Dr Abhay Sinha, Senior Director on email id: rd.aks@pharmexcil.com for any clarifications in this regard. You may also like to reach us on 011-45062550 or 9310423517.

Looking forward to your participation.

With best regards

Uday Bhasker
Director General