



# Vivek Sharma

CEO

**PIRAMAL PHARMA SOLUTIONS**

Piramal Group is a global diversified business conglomerate with operations in over 30 countries across sectors such as pharmaceuticals, health care information management, financial services, specialty glass packaging and real estate.

## Where does Piramal Pharma Solutions stand in the market today?

From its humble beginnings as an India centric firm, Piramal has now evolved into a trusted partner and a global leader in a number of its health care verticals. The Piramal Pharma Solutions (PPS) business that I am responsible for, has witnessed significant growth in revenue over the past three years. We have expanded our global customer base and have also increased wallet share among current customers. We have added capabilities in high potency API and sterile injectables, while becoming a global leader in providing integrated

solutions. We now have thirteen global manufacturing plants and R&D centers between Europe, North America and Asia. Our capabilities to provide services from discovery to clinical development and commercial launch for drug substances and drug products has allowed us to offer a unique platform that aligns well with the outsourcing needs of our customers.

Piramal Critical Care (PCC) is one of the top 3 global providers of inhaled anesthetic solutions with product availability in more than 110 countries and is globally renowned in the domain of critical care. Our Consumer Products division is growing every year while adding to its portfolio of products and our Healthcare Insight & Analytics business, Decision Resources Group (DRG), is viewed as a premier partner in the health care information services space.

## In 2015, 90% of Piramal's market revenue came from the regulated markets of the U.S. and Europe. Is this still the case?

We continue to generate the majority of our revenue from Europe and North America as that is where our customers are. Nevertheless, we continue to augment our presence in the ROW markets. In Japan, for example, PCC is the market leader in inhaled anesthetics.

## Could you provide more details on the activities and capacities of Piramal in India compared to its branches in other parts of the world?

Piramal Pharma Solutions has several facilities in India, including API manufacturing sites in Chennai and Telangana, and two sites in Ahmedabad, one dealing with Discovery R&D services and the other for development of oral solid dosages, and an injectables R&D site in Mumbai. Additionally we have a manufacturing site in Pithampur, India, for commercial manufacturing of Oral solid dosages. Finally, we have a nutrition site in Mahad that caters to customers who manufacture supplements and food additives. Pharma Solutions has a strength of about 2500 employees based out of India.

## Do you think the government could play a more supportive role in ensuring access to quality medicines in the market?

There is always more that the Government can do to assist the life sciences business in India. While access to cost effective, life saving medicines is key, especially to the population in the third world, this needs to be balanced with clear laws that protect intellectual property. The government must collaboratively engage with pharma companies through regulations that encourage business transactions in India. Higher transparency from the government agencies will also help the business community. By providing technology for improved documentation processes and building guidance platforms and tools for support, some of the current challenges faced by Indian companies could be overcome.

## How have companies been impacted by increased FDA activity?

Regulatory issues erode credibility with customers, employees, investors, increase time to market, and limit future growth options. A preponderance of issues from specific geographies make all companies in the vicinity 'guilty by association', thereby undermining the entire sector. Compliance derailment can cause value erosion. For drug manufacturers, recent events have underscored the importance of managing regulatory risk in order to remain a viable business. Despite this trend, a lot of opportunities remain for Indian companies to contribute to the global health care market.

## What are the key objectives going forward for Piramal in India and globally?

Piramal wants to be the 'Partner of Choice' for its customers, and assist in supporting the development of life saving medicines that can save lives. It is our belief that if we deliver on that larger goal, we will positively impact shareholders and create value for our investors. Piramal plans to invest in adding capabilities and capacities that will help meet the future needs of our customers and patients. We will work together with our partners to bring these breakthrough therapies to the market, quickly and cost effectively. —