

*"We ferociously compete with our competitors for market share
We dig like mice
and eat like termites"*

-Vishal Jajodia
CEO

From the editor's desk:

Looks like Charles Darwin's theory has been reformed to "Survival of the Biggest" from "Survival of the Fittest"!

The survivors need to have a strong track record of servicing companies with multiproduct pipelines that can offer repeat business. They will have to have profitable operations, strong financial positions, and savvy business development skills.

How these pharma companies choose to respond to these challenges will determine who will survive and who will perish has been elaborated in the current issue of "The Pharma Jukebox".

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Editor

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Survival of the Biggest???

"Do not follow where the path may lead.

Go instead where there is no path and leave a trail"

-Ralph Waldo Emerson

The pharmaceutical industry—was once thought to be immune from general economic cycles. The industry outlook has however, changed from rosy to glum in a remarkably short period of time.

The primary culprit behind this gloomy picture is the uncertainty of funding early-stage companies. Its hard to say how long this environment may last. No one knows how the financial and economic crisis will evolve and when the funding situation for early pharma will improve. The impact on the product pipeline is likely to be longterm,

however.

Certainly in the last decade there have been major waves of restructuring:

- Pharma giants increasing their market share through mergers while shedding chemical operations.
- The emergence of "new" chemical companies.
- Asian companies emerging as a strong competitor.

With less money, few compounds and continuing efforts by major pharmaceutical companies, it is expected that the low cost Indian markets will continue to shine in the coming future.

There is little doubt that India has large number of highly qualified scientists and managers, a home-grown tradition of pharma fine

chemicals, well developed domestic capital markets and a world class elite of industrialists.

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- ➔ Swati Spentose has established unique-cutting edge technology platforms in the development of Polysaccharides bio-generics, in collaboration with world renowned research platforms like Mt Sinai School of Medicine and clinicians and scientists world over.
- ➔ The key therapeutic areas of Swati Spentose include urology, chronic progressive vascular disease and diabetes among others.

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