

The Pharma Jukebox

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*"I am inaction.....
... I flow effortless in full surrender"*

-Vishal Jajodia
CEO

From the editor's desk :

With the path-breaking success of SME's, the future of pharmaceutical industry doesn't seem to look grim. Though the new drug pipelines continue to run dry, SME's have come as a savior preventing the drug pipelines from running dry.

The future of MNC's is bleak, whereas the future of SME's seems to be blooming with new opportunities. Unfortunately, the loss of MNC's is the gain of SME's.

The success of small and medium sized enterprises in this field is due to their agility and perseverance to reach the end goal.

The current issue of "The Pharma Jukebox" concentrates on how SME's have made their presence felt amidst the gigantic MNC's and why MNC's are turning in their direction to avoid the pipeline from running dry.

I hope this edition enlightens you and if it does do write back to me.

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SME's– On the path of **Big** Success!

"To win you have to risk a loss"

-Jean Claude Killy

Drying drug pipelines continue to haunt the pharmaceutical world. The pharma world is looking for alternatives.

The recent trend shows a growing interest in the intersection of international business and entrepreneurship research in the phenomenon of the internalization of small and medium sized enterprises.

The trends of drug discovery have, in the meantime, been moving to small and medium pharma enterprises. There have been more NDA's to small/medium pharma enterprises in recent years. The large MNC's have been in-licensing these molecules from MNC's to prevent "new drug pipelines" from going dry.

SME's can be rightly called the "backbone" of the large MNC's. SME's are a major



source of entrepreneurial skills, innovation and employment.

There is an opportunity for competitive advantage that can benefit investors and entrepreneurs to large extent. For instance, a recent collaboration between Napo pharmaceuticals and Salix pharmaceuticals for Crofelemer, a drug to prevent multiple indications including with HIV-Associated Diarrhea. Glemark will develop the drug along with Salix and is expected to receive royalty on sales in the western markets from Napo Pharmaceuticals.

Similarly, Swati

Spentose Pvt. Ltd, an SME based in Mumbai, sees a lot of potential in its pain management and urology drugs, which are currently in various stages of development to be out-licensed.

Looks like the SME's are making all the hay as the sun seems to be shining at its brightest on them.

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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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