

Pharmexcil's
INTERNATIONAL BUSINESS MEET
(Reverse Buyer – Seller Meet)



Venue :
HICC, Hyderabad
28th – 30th, January 2013

Supported by:



Department of Commerce
Ministry of Commerce & Industry Govt. of India

Organised by:



**Pharmaceuticals Export
Promotion Council of India**

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

Organised by:



Supported by:



Govt. of Andhra Pradesh



Pharmaceuticals Export Promotion Council of India

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

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BioAsia 2013

Biotechnology being an emerging industry, game-changing strategies and relevant application of the knowledge-intelligence resource pool, drive the process of growth. BioAsia seeks to enhance, enrich and encourage newer innovations, path-breaking discoveries and effective solutions in the industry by offering a vibrant global platform for convergence of the key stakeholders - Biotech & Biopharma Companies, research institutions, investors, service providers, policy makers, regulators and analysts.

With an objective of optimizing the immense business potential of biotech, BioAsia enables an effective environment for fostering collaborations, joint ventures, M&A s that has increasingly become an integral part of industry growth agenda. BioAsia also provides a dynamic platform for companies to exhibit, launch and showcase their unique strengths, products and services. As an entity committed to the promise of Biotechnology, BioAsia encourages knowledge and experience sharing amongst industry players, academia, young research scientists to promote innovations and initiatives through appropriate awards and recognitions. In addition, by creating a dynamic coterie of experience sharing from global industry thought leaders and through panel discussions, BioAsia is committed to play a key role in advocating issues to the policy makers and in chartering the road-map ahead.

BioAsia is your Asian gateway in both directions (Inward & outward) to explore the immense potential of Biotechnology. On a larger level, BioAsia partners with you to drive a global transformation from the treatment of illness to wellness.

Pharmexcil

Pharmaceuticals Export Promotion Council of India (Pharmexcil) is the authorized agency of the government of India for promotion of pharmaceutical exports from India. It was set up under the provisions of Foreign Trade Policy by the Ministry of Commerce and Industry in May 2004.

Various pharmaceutical products, namely, bulk drugs, formulations, Biotech Products, Indian Systems of medicines, herbal products, diagnostics, clinical research, etc. are covered under its purview.

Pharmexcil takes up several external trade promotion activities by organizing trade delegations outside India, arranging buyer-seller meetings, international seminars, etc.

Pharmexcil mandate is to help its members to achieve excellence in export and facilitate overseas buyers to find suitable trade partners from Indian Pharma industry.

To achieve these objectives, Pharmexcil initiates various export promotional activities for the benefit of the exporting community of the Biotech & Pharma products such as:

- Dissemination of trade enquiries
- Organizing trade delegations from India to overseas markets as also reverse delegations
- Organizing buyers-sellers meets
- Organizing participation in international trade fairs
- Providing policy inputs to the government of India on India's bilateral trade in pharmaceuticals.
- Dissemination of India's pharmaceutical trade statistics
- Preparing technical publications, exporters' directory, etc.
- Resolving grievances of pharmaceutical importers and exporters
- Organizing national & international seminars on areas related to Pharmaceutical industry.

On this event, Pharmexcil is organising a Grand Mega Event- Pharmexcil's International Business Meet (Bio Bazaar) during the BioAsia 2013.

Features of BioAsia

- Expert Sessions - Edge of Cutting-edge
- Regulators' Meet - Impacting Bio-business
- Bio Park Visit - Building the future
- Networking Receptions (Connect to enable)
- Panel Discussions - Analyse. Assess. Apply
- CEO Conclave – (Driving the future of life sciences)
- International Trade Show - Showcasing Opportunities
- BioAsia Connect - Identify, Interact, Enable
- Bio Bazaar - One platform. Multiple benefits
- Tech Transfer Summit- Innovation through technology
- Workshops - Shaping future innovations.

Countries Attending: North America, ASEAN, Asia excluding Middle East, Africa, CIS, LAC.

Objectives of the meet

- To provide opportunity for the Indian Pharma exporters, particularly SME sector, to meet about 40 prominent buyers/ Drug Regulatory Officials, Govt. Procurement Agencies of different countries across the globe.
- To highlight India's strengths to supply quality generic medicines at affordable prices.
- To exchange updated information on Drug Regulatory procedures in India & other countries.
- To facilitate commercial and technical co-operation between India and other countries.

Highlights of Pharmexcil's Global Pharma Business Meet (RBSM)

- About 40 delegates from major Countries in the LAC, CIS, ASEAN Africa, Europe, America & Oceania are being invited
- There will be Technical sessions, where FDA / Drug regulatory officials of various Countries will make presentations on drug regulatory systems in their perspective countries
- Emphasis will be on one-Meeting with the buyers
- Three days program is conveniently divided into Four Sessions for Business Meetings including one follow up session. Members have option to select any one of Four Business Sessions of their choice to meet the overseas buyers.
- Plant visits will be organized for the FDA/ Drug Regulatory authorities on prior request.
- Special / discounted tariffs at various hotels are available for the registered delegates.
- A separate web-domain is being created for the event giving complete details about the events.
- Senior Govt. officials including Secretaries, DGFT, DCGI etc., are invited.

Who will attend?

- Leaders of the Biotechnology sector
- Prominent Importers/ Distributors & Traders North America, LAC, CIS, Africa & ASEAN regions.
- Scientific & Medical device manufacturers & Suppliers
- Key government decision makers
- FDA/Drug Registration/ MoH officials from overseas and India.
- Press/ Media

Products Covered:

- Bio-generics (Biosimilars)
- Vaccines
- Anti-biologic
- Diagnostics
- Oncology drugs
- Monoclonal Antibodies
- Veterinary Biological
- Insulin
- Statins
- Medical Devices and Surgical.
- Bio Services (Clinical Research/CRO's)

Registration Fee*:

Sl No	Category	Fee (Incl all Taxes)
1	Bio Asia Registration	₹. 11,236.00
2	Registration for Pharmexcil Members **	₹. 8,427.00
3	For Delegates Already Registered in Bio Asia**	₹. 2,000.00

*(Inclusive of 12.36 % Service Tax)

** Registration fee is per session/ per delegate

Advertisement in Show Catalogue:

Sl No	Tariff	Amount*	Sizes
01	Back Cover	₹. 22,472.00	9" Length X 7" Width
02	Inside Covers	₹. 16,854.00	9" Length X 7" Width
03	Full Page	₹. 11,236.00	9" Length X 7" Width
04	Half Page	₹. 5,618.00	4" Length X 7" Width

*(Inclusive of 12.36 % Service Tax)

Stalls

Tradeshow Tariff (Inclusive of 12.36% of Service Tax)					
Shell Scheme	Size	INR (BioAsia registrations)	INR (Pharmexcil Members with 25% discount)	USD (BioAsia registrations)	USD (Pharmexcil Members with 25% discount)
Stalls	(3 X 3 Sq. Mtrs)	₹ 1,33,989.00	₹ 1,00,492.00	\$ 2,680.00	\$ 2,010.00

Tentative Schedule

BioAsia 2013 – Conference Agenda	
January 28, 2013	
09:00-10:00 Hrs	Workshops and BioPark Visit (Separate Registrations)
17:00-18:00 Hrs	Inaugural Ceremony
18:00-19:00 Hrs	Keynote Address- Trends in Global BioPharma R&D – Dr. Freda Lewis-Hall, Chief Medical Officer – Worldwide, Pfizer, USA
19:00-20:30 Hrs	Welcome Reception
January 29, 2013	
09:30-10:15 Hrs	Keynote Lecture – Dr. Bahija Jalla , Executive Vice President, Research & Development, MedImmune, USA*
10:15-11:45 Hrs	Biologics and Biosimilars: Succeeding in the market of the future <ul style="list-style-type: none"> • Current state of the Biologics and Biosimilars market, including mAbs. • Weighing Needs and Costs • Are the next Blockbuster's coming from Biologics
11:45-12:15 Hrs	Speed Networking (Coffee / Tea Break)
12:15-13:45 Hrs	Biomedical Research and Regulatory Environment <ul style="list-style-type: none"> • Fostering Biomedical Research in India • Recent Biosimilars guidelines of Government of India • US FDA's recent Guidance and its impact
13:45-15:00 Hrs	Lunch and Visit to the exhibition
15:00-16:30 Hrs	Role of Emerging Markets in global biologics arena: <ul style="list-style-type: none"> . Would India dominate 'Biosimilars'? . Challenges to Biologics and Biosimilars research especially in Asia . Is India ready to take a lead in Biosimilars / bio-better like it did in small molecules generics / branded generics?
16:30-18:00 Hrs	Increasing Partnerships between Biologics Innovators and Biosimilars manufacturers <ul style="list-style-type: none"> • Commonalities and differences between global cos and local firms • Bridging the innovation gap • Case studies
18:30-21:00 Hrs	CEO Conclave (Only by Invitation)
January 30, 2013	
09:30-10:15 Hrs	Keynote Lecture – Dr. Sridaran Natesan, Vice President- External Innovation (R&D), Science Strategy & Policy, Sanofi
10:15-11:45 Hrs	Is Biologics and Biosimilars a not-to-miss opportunity? – Overall perspective.
11:45-12:15 Hrs	Speed Networking (Coffee / Tea Break)
12:15-13:45 Hrs	Next Big Trends in Healthcare <ul style="list-style-type: none"> • Regenerative Medicine & Stem Cells
13:45-15:00 Hrs	Lunch & Visit to Exhibitions
15:00-16:30 Hrs	Fostering Industry – Academia Linkages in Bio-Medical R&D <ul style="list-style-type: none"> • Missing Links and opportunities • Creating IP Ecosystem
16:30-17:00 Hrs	Regulators' Meet
17:00 Hrs	Valictory Ceremony & Close

Hyderabad

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